

67

E BAFFERT DR

NOGALES, AZ





67
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E Baffert Dr
NOGALES, SANTA CRUZ COUNTY

EXECUTIVE SUMMARY

The subject property consists of two (2) buildings totaling 78,939 SF on 8.62 AC. Citizen Auto Stage Company will execute a three (3) year lease at the Close of Escrow for \$65,000 per month NNN (\$780,000 annually).

This investment offers an attractive 9% cap rate and includes seller financing, with the seller carrying a \$4,600,000 note at 5.5% interest-only for three years, plus a 1-year extension option at the buyer's election.

Strategically located near Interstate 19 and the U.S.-Mexico Border, the property provides direct access to Tucson, Phoenix, and the Mariposa Port of Entry, facilitating seamless regional and cross-border logistics. Additionally, the two building configuration offers investors future flexibility and exit strategies.

With a strong industrial tenant, passive income structure, and prime location, this offering presents a low-risk, high-yield industrial investment opportunity.

78,939 SF

Rentable Square Feet

8.62 AC

Total Acres

\$780,000

Year 1 NOI

3.5%

Annual Rent Bumps

3 Years

Lease Term

\$8,666,667

Purchase Price

9%

Cap Rate (Year One)

OPPORTUNITY HIGHLIGHTS



SECURE, SINGLE-TENANT LEASEBACK

Citizen Auto Stage Company will execute a 3-year NNN leaseback at \$65,000 per month with 3.5% annual rent escalations.



PRIME LOCATION & ACCESSIBILITY

Positioned near Interstate 19, providing direct access to Tucson, Phoenix, and the Mariposa Port of Entry for seamless regional and cross-border logistics.



FUTURE FLEXIBILITY & VALUE-ADD POTENTIAL

Two building configuration offers investors future flexibility and exit strategies.



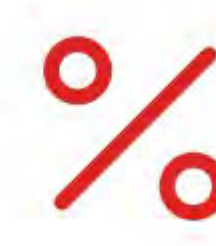
ZERO LANDLORD RESPONSIBILITIES

Structured as a NNN lease, the tenant covers all property expenses, ensuring passive ownership and minimizing investor risk.



STRONG YIELD & FINANCING STRUCTURE

The investment offers an attractive 9% cap rate, with the seller carrying a \$4,600,000 note at 5.5% interest-only for three years, with a 1-year extension option at the buyer's election.



HIGH-GROWTH MARKET & NEARSHORING BENEFITS

Located in Nogales, AZ, a key hub for U.S.-Mexico trade, the property benefits from strong demand for industrial space driven by nearshoring trends and increasing cross-border commerce.

PROPERTY OVERVIEW

Property Feature	Details
Address	67 E Baffert Dr, Nogales, AZ 85621
Property Type	Single-Tenant Industrial
Building Size	78,939 SF
Site Size	8.62 Acres
Tenant	Citizen Auto Stage Company
Lease Type	NNN Leaseback (Zero Landlord Responsibilities)
Lease Term	3 Years, Commencing at Close of Escrow
Annual Rent	\$780,000
Monthly Rent	\$65,000
Rent Escalations	3.5% Annually
Cap Rate	9%
Optional Seller Financing	\$4,600,000 Note @ 5.5% Interest-Only for 3 Years (1-Year Extension Available)
Location	Near Interstate 19, with direct access to Tucson, Phoenix, and the Mariposa Port of Entry
Potential Upside	Two building configuration offers investors future flexibility and exit strategies.



TENANT SUMMARY

CITIZEN AUTO STAGE COMPANY

Citizen Auto Stage Company is a leading trucking and logistics company with deep roots in Southern Arizona. As the freight division of Citizen Auto Stage Company, originally incorporated in 1916, the company has over a century of industry experience. Citizen Auto Stage Company provides truckload, dedicated, refrigerated, and door-to-door transportation services across the U.S. and Mexico, supporting critical supply chain and logistics operations. Their long-standing presence and commitment to cross-border freight solutions make them a high-credit, stable tenant in the industrial sector.

CITIZEN AUTO STAGE

NNN LEASEBACK

LEASE TYPE

\$780,000

ANNUAL RENT

\$65,000

MONTHLY RENT

3.5% ANNUALLY

RENT ESCALATIONS

3 YEARS

LEASE TERM

MARKET OVERVIEW

Nogales, Arizona, continues to strengthen its position as a pivotal **hub for U.S.-Mexico trade through significant investments in infrastructure and logistics**. The **2014 renovation of the Mariposa Port of Entry** has enhanced efficiency, enabling expedited crossings and accommodating increased trade volumes, solidifying Nogales as a primary gateway for **\$26 billion in annual imports and exports**. The city's **strategic location along Interstate 19** provides **direct access to Tucson (70 miles north) and Phoenix (180 miles north)**, ensuring efficient distribution to major U.S. markets.

The industrial market in Nogales is robust, with a strong presence of manufacturing, logistics, and distribution operations. The **twin-plant maquiladora system** supports key industries such as automotive, aerospace, medical devices, and electronics, allowing businesses to leverage Mexico's cost-effective labor market while maintaining proximity to U.S. consumers. Additionally, **Nogales processes approximately 37% of all Mexican produce imported into the U.S.**, reinforcing its role in national food supply chains and cross-border commerce.

In recent years, **nearshoring has driven a surge in industrial demand** as companies relocate operations closer to the U.S. to enhance supply chain efficiency and reduce costs. Nogales' **proximity to Mexico, strong cross-border infrastructure, and well-established industrial base** make it an ideal location for businesses looking to capitalize on nearshoring trends. Ongoing public and private sector investments in transportation and logistics continue to solidify Nogales' role as a premier industrial hub, presenting long-term growth opportunities for industrial real estate investors.

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E Baffert Dr

NOGALES, SANTA CRUZ COUNTY

8 MILES

5 MILES

3 MILES

1 MILE

MARIPOSA SHOPPING CENTER

67
E BAFFERT DRIVE

RIO RICO SHOPPING CENTER

EAGLES EDUCATIONAL CENTER

WAL*MART
SUPERCENTER

NOGALES PLAZA

RIO RICO SOUTHWEST

Rio Rico

RIO RICO SOUTHEAST

Nogales International Airport - OLS

UNITED STATES

MÉXICO

FUNDO LEGAL

DEMOGRAPHICS

Metric	1 Mile	3 Miles	5 Miles
2024 Average HH Income	\$37,000	\$40,000	\$45,000
2029 Average HH Income	\$42,000	\$46,000	\$52,000
2024 Median HH Income	\$30,000	\$32,000	\$34,500
2029 Median HH Income	\$34,000	\$36,500	\$39,000
2024 Per Capita Income	\$16,000	\$17,000	\$18,000
2029 Per Capita Income	\$18,000	\$19,500	\$21,000
2024–2029 Annual Median HH Income Growth	~2.5%	~2.5%	~2.5%
2024–2029 Annual Per Capita Income Growth	~2.5%	~2.5%	~2.5%



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