



839 EMERSON AVE

Calexico, CA 92231

**Retail
Investment Opportunity**
Offering Memorandum



MATTHEWS™

EXCLUSIVELY LISTED BY



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PROPERTY OVERVIEW

Napa Auto Parts

839 Emerson Ave, Calexico, CA 92231



INVESTMENT HIGHLIGHTS

- **3.5% Annual Increases:** Ownership signed a 10-year sale leaseback with Genuine Parts in January of 2025 including extremely rare 3.5% annual increases throughout the base term and option period, providing an investor with a significant hedge against inflation in comparison to alternative net lease investments.
- **Recent Upgrades:** The subject property has undergone significant capital improvements including a recently completed roof resurfacing and sealant project which includes a 15-year manufacturers warranty and a 5-year labor warranty.
- **Distribution Facility:** This location was the primary and flagship facility for Country Motor Parts prior to Genuine Parts Company's acquisition. The building was used as a centralized distribution facility for five other stores throughout the Imperial Valley with a 5,000 square foot retail/sales floor and approximately 25,000 square feet of warehouse space including a double decked 7,000 square feet portion making this entire space over 30,000 square feet under roof.
- **Excellent Visibility:** Located at the corner of Emerson Ave and McKinley St, the property has visibility to over 20,000 vehicles daily and is located within a high-traffic commercial area in Calexico, California, near the U.S.-Mexico border, benefiting from significant cross-border commerce.
- **Passive Lease Structure:** The lease offers minimal landlord maintenance responsibilities where the landlord is only responsible for the maintenance and replacement of the roof, exterior walls, structural supports, foundations, and underground utility lines serving the Premises.
- **Recent Sale Leaseback:** This subject property was recently included in an acquisition between Country Motor Parts (independent operator) and Genuine Parts Company (NYSE: GPC). This location will continue to serve as a vital location for Genuine Parts Company moving forward. From 1948-2024, CMP earned a respected status within its communities, evident in an impressive customer list of 6,000 accounts and approximately 1,300 active monthly accounts receivable customers.
- **Diverse Customer Base:** This location, being the former center point of CMP's business, will continue as a vital piece to GPC's business in the Imperial Valley. GPC inherited a wide range of customers, including automotive, heavy-duty, commercial, municipal, paint and body, high-performance, hydraulics, fluid transfer, manufacturing of hose assemblies, marine, farming, and retail accounts.
- **Corporate Guarantee W/ Investment Grade Credit Rating Tenant:** Genuine Parts Company (GPC), established in 1928 and headquartered in Atlanta, Georgia, is a Fortune 200 corporation and leading global distributor of automotive and industrial replacement parts, along with value-added solutions. GPC's currently has a capitalization of approximately \$17.8 billion and investment-grade credit ratings of BBB- from S&P and Baa1 from Moody's.





 **Kennedy Gardens Elementary**
±529 Students

 **William Moreno Junior High**
±622 Students



S Imperial Ave ± 33,500 VPD



 **Villa Del Este**
±100 Units



98 ± 20,300 VPD

 **Blanche Charles Elementary**
±413 Students

Subject Property 



 **Calexico High**
±2,718 Students

 **San Diego State University
Imperial Valley Campus**
±472 Students

 **Dool Elementary**
±600 Students



 **Calexico International Airport**
±1.5 Miles Away

 **Jefferson Elementary**
±478 Students



839 Emerson Ave,
Calexico, CA 92231

±22,000 SF
GLA

1995
Year Built

±20,300
Vehicles Per Day (Hwy 98)

NN+
Lease Type

\$117.61
Price Per SF



FINANCIAL OVERVIEW

Napa Auto Parts

839 Emerson Ave, Calexico, CA 92231



FINANCIAL SUMMARY

\$2,388,461

List Price

6.50%

Cap Rate

\$155,250

Annual Rent

±0.72 AC

Lot Size

Property Details

Tenant Trade Name	Genuine Parts Company (Napa Auto Parts)
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN+
Landlords Responsibilities	Roof, Structure, Foundation, Utility Lines
Original Lease Term	10 Years
Rent Commencement Date	1/15/2025
Lease Expiration Date	1/31/2035
Term Remaining on Lease	±8.5 Years
Increases	3.5% Annually
Options	One, 5-Year Option

Annualized Operating Data

Date	Monthly Rent	Annual Rent	Increases	Cap Rate
Year 1	\$12,500	\$150,000	-	
Year 2 - (commencement date: 02/01/2026)	\$12,937.50	\$155,250.00	3.50%	6.50%
Year 3	\$13,390.31	\$160,683.75	3.50%	6.73%
Year 4	\$13,858.97	\$166,307.68	3.50%	6.96%
Year 5	\$14,344.03	\$172,128.36	3.50%	7.21%
Year 6	\$14,846.07	\$178,152.84	3.50%	7.46%
Year 7	\$15,365.68	\$184,388.16	3.50%	7.72%
Year 8	\$15,903.48	\$190,841.76	3.50%	7.99%
Year 9	\$16,460.10	\$197,521.20	3.50%	8.27%
Year 10	\$17,036.20	\$204,434.40	3.50%	8.56%
Option Year 1	\$17,632.46	\$211,589.52	3.50%	8.86%
Option Year 2	\$18,249.60	\$218,995.20	3.50%	9.17%
Option Year 3	\$18,888.33	\$226,659.96	3.50%	9.49%
Option Year 4	\$19,549.43	\$234,593.16	3.50%	9.82%
Option Year 5	\$20,233.66	\$242,803.92	3.50%	10.17%

TENANT SUMMARY

Year Founded
1925

Headquarters
Atlanta, GA

Ownership Status
Division of Genuine Parts
Company

Employees
50,000+

Locations
6,000+

Credit Rating
S&P: BBB-

Annual Revenue
\$23.49 Billion



Tenant Overview

NAPA Auto Parts is a nationally recognized retailer and distributor of automotive replacement parts, accessories, and service items, serving both professional repair shops and DIY consumers. Headquartered in Atlanta, Georgia, the company is a core subsidiary of Genuine Parts Company (NYSE: GPC), a Fortune 500 enterprise. With over 6,000+ locations across the United States, NAPA Auto Parts leverages an extensive logistics and distribution network to maintain high in-stock rates and rapid parts availability, reinforcing its role as an essential retail tenant within the auto care sector.

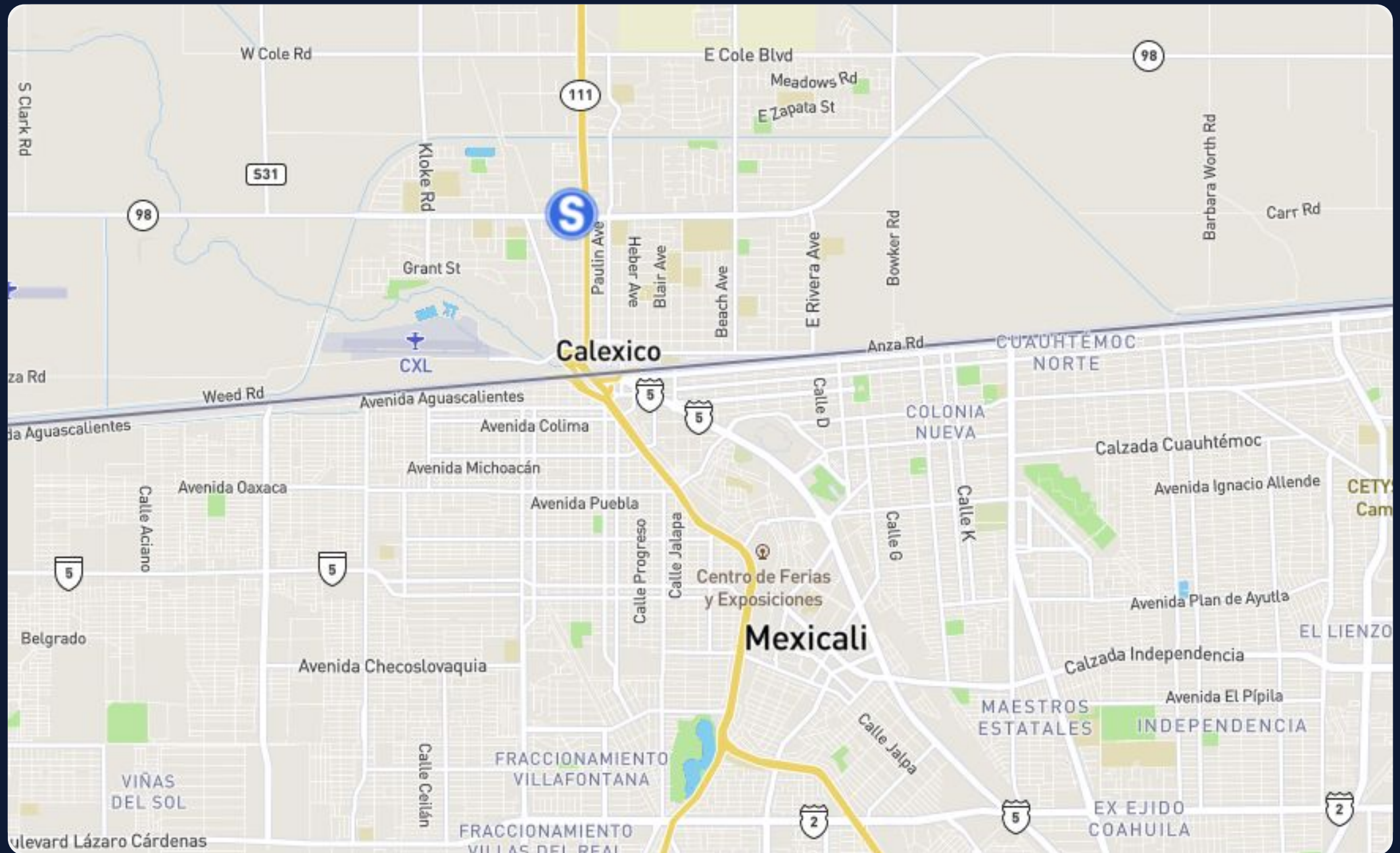
Why Invest in Napa Auto Parts?

- **Financial Resilience:** Backed by parent company Genuine Parts Company (NYSE: GPC), NAPA benefits from consistent revenue growth and a strong balance sheet, with trailing twelve-month (TTM) revenue exceeding \$24 billion and steady profitability across economic cycles.
- **Extensive Operational Scale:** NAPA operates over 6,000+ locations nationwide and is supported by a strategically integrated supply chain, including more than 50+ distribution centers, enabling rapid inventory delivery, high service reliability, and superior parts availability.
- **Credit Stability with Investment-Grade Ratings:** Genuine Parts Company holds investment-grade credit ratings (S&P: BBB; Moody's: Baa1), underpinned by diversified revenue streams and conservative financial management, reinforcing tenant covenant strength in net lease structures.
- **Sustainable Growth Through Strategic Initiatives:** NAPA continues to grow both organically and through acquisitions that enhance product categories and customer reach. The company is investing in digital platforms and omnichannel strategies to align with evolving consumer behaviors.

MARKET OVERVIEW

Napa Auto Parts

839 Emerson Ave, Calexico, CA 92231



CALEXICO, CA

Market Demographics



38,476
Total Population

\$50,021
Median HH Income

10,500
of Households

51.4%
Homeownership Rate

33.5
Median Age

\$281,700
Median Property Value

Local Market Overview

Calexico functions as a regional trade and transportation hub. The city supports daily cross-border movement and a car-dependent population, making it a natural fit for auto parts retail. Commercial activity is driven by cross-border shoppers, commuting residents, and local service demand. The area is served by State Routes 98 and 111, and is within proximity to I-8, providing connectivity for freight and retail logistics. With most residents relying on personal vehicles for commuting and errands, demand for automotive parts and services remains consistent.

Retail in Calexico is anchored by value-based spending, supported by a working-class population and moderate housing costs. Educational services are provided through the Calexico Unified School District, and nearby employment includes logistics, government services, and warehousing. Due to limited retail saturation in auto parts and consistent vehicle use across both sides of the border, the city offers a strategic entry point for national or regional parts retailers focused on essential maintenance and replacement parts.

Property Demographics

Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	37,291	44,054	90,821
Households	3-Mile	5-Mile	10-Mile
Current Year Estimate	9,800	11,425	25,928
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$80,415	\$82,154	\$86,053

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **839 Emerson Ave, Calexico, CA, 92231** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

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