MATTHEWS™

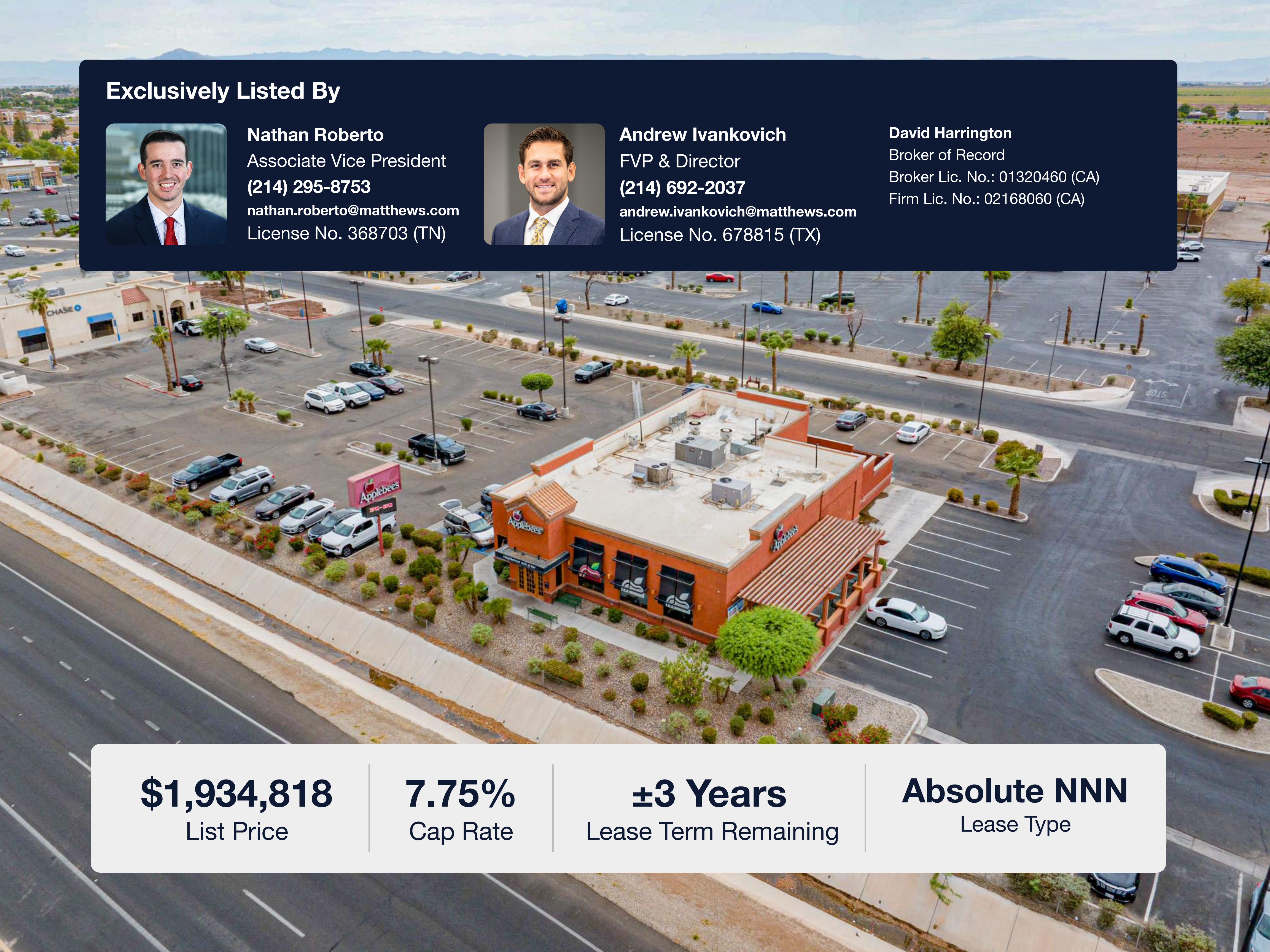
Strong Retail Location | 3 Years Remaining | Excellent Store Performance | Sub 6% Rent-to-Sales

Applebee's

2421 Cottonwood Dr
El Centro, CA 92243

Single Tenant Absolute NNN Investment Opportunity

Offering Memorandum



Exclusively Listed By

Nathan Roberto
Associate Vice President
(214) 295-8753
nathan.roberto@matthews.com
License No. 368703 (TN)

Andrew Ivankovich
FVP & Director
(214) 692-2037
andrew.ivankovich@matthews.com
License No. 678815 (TX)

David Harrington
Broker of Record
Broker Lic. No.: 01320460 (CA)
Firm Lic. No.: 02168060 (CA)

$1,934,818	**7.75%**	**±3 Years**	**Absolute NNN**
List Price	Cap Rate	Lease Term Remaining	Lease Type

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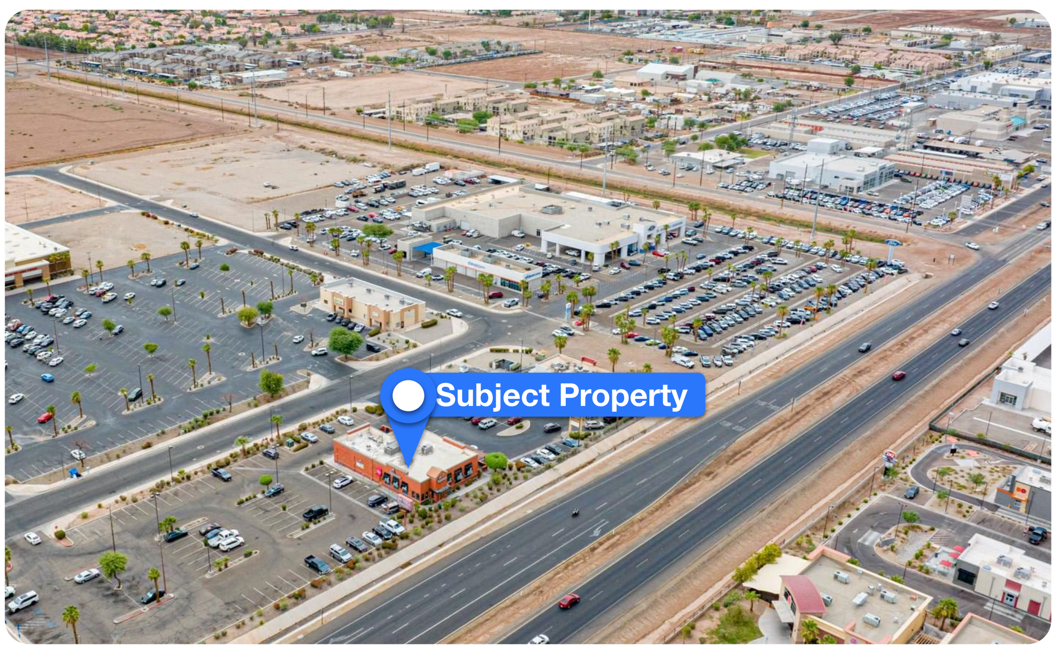
El Centro, CA 92243



Executive Summary

Matthews™ is pleased to present the opportunity to acquire a fee simple, single-tenant net-leased **Applebee's** located in **El Centro, CA**, the commercial and retail hub of California's Imperial Valley.

The Property has been occupied by Applebee's for more than **22 years,** underscoring the strength of the location and the tenant's long-term commitment to the market. The lease is structured as an **absolute triple-net (NNN) lease,** providing investors with a passive ownership opportunity and zero landlord responsibilities. The current term includes approximately **three years remaining, followed by four (4) five-year renewal options, each featuring 10% rental increases.**

Strategically positioned as an outparcel to a shopping center anchored by **Food 4 Less and Dollar Tree,** the Property benefits from exceptional visibility, strong traffic counts, and a dense concentration of national retailers in the immediate trade area. Nearby retail destinations include **Costco, Walmart, Lowe's, Target, Raising Cane's, Starbucks, Ross Dress for Less, Aldi, Five Below, PetSmart, Ashley Furniture, Chipotle, Wendy's, Chase Bank, Jack in the Box, Tractor Supply,** and numerous others.

Investment Highlights

Property Highlights

- **Long-Term Operating History | 22 Years of Occupancy:** Applebee's has successfully operated at this location for more than 22 years, demonstrating the strength of the site and its importance within the tenant's portfolio.
- **Absolute NNN Lease | Passive Investment:** The Property is leased on an absolute triple-net (NNN) basis, providing investors with a hands-off ownership structure and zero landlord responsibilities.
- **Premier Retail Corridor | Exceptional Retail Synergy:** The immediate trade area includes an impressive roster of national retailers, including Costco, Walmart, Lowe's, Target, Raising Cane's, Starbucks, Ross, Aldi, Five Below, PetSmart, Ashley Furniture, Chipotle, Wendy's, Chase Bank, Jack in the Box, and Tractor Supply, reinforcing the corridor as the dominant retail destination within the market.
- **Exceptional Store Performance | Sub-6% Rent-to-Sales Ratio:** The Property boasts very strong in-place store sales with a **rent-to-sales ratio below 6%**, reflecting outstanding unit-level economics and a strong likelihood of long-term operational success.
- **Strong Traffic Counts | 22,000 Vehicles Per Day:** The Property is positioned along one of El Centro's primary commercial corridors, benefiting from traffic counts exceeding 22,000 vehicles per day, which provides exceptional visibility and convenient access for both local residents and visitors.
- **Built-In Rent Growth | 10% Increases Every Option Period:** Each of the four renewal options features 10% rent escalations, providing meaningful income growth and inflation protection over the life of the lease.
- **Outparcel to Dominant Shopping Center:** The Property is strategically positioned as an outparcel to a shopping center anchored by Food 4 Less and Dollar Tree, benefiting from strong daily traffic and consistent consumer activity.
- **Adjacent to El Centro Town Center:** The Property benefits from its proximity to El Centro Town Center, one of the largest shopping centers in Imperial County, anchored by Lowe's and Target, which drives significant consumer traffic to the surrounding area.

Financial Overview

2421 Cottonwood Dr
El Centro, CA 92243

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±1.13 AC	±4,663 SF	2004	±22,000 VPD	Absolute NNN
Lot Size*	GLA*	Year Built	N Imperial Ave	Lease Type

*Buyer to verify lot size and building with their own survey

Financial Summary

$1,934,818	$150,000	7.75%
List Price	NOI	Cap Rate

Property Details

Tenant Trade Name	Applebee's
Tenant	Apple Centro Inc.
Lease Type	Absolute NNN
Type of Ownership	Fee Simple
Original Lease Commencement	6/24/2004
Original Lease Expiration	11/30/2029
Remaining Term	±3 Years
Options	Four, 5-Year Options
Rent Increases	10% Annually
ROFR	No
Sales Reporting	Yes (Contact Broker)

***Tenant pays 6.25% of Gross Sales (excluding alcohol sales) exceeding quarterly base rent**

Annualized Operating Data

	Monthly Rent	Annual Rent	Rent PSF	Cap Rate
Current - 11/30/2029	**$12,500.00**	**$150,000**	**$32.17**	**7.75%**
12/1/2029 - 11/30/2034 (First Option)	$13,750.00	$165,000	$35.38	8.53%
12/1/2034 - 11/30/2039 (Second Option)	$15,125.00	$181,500	$38.92	9.38%
12/1/2039 - 11/30/2044 (Third Option)	$16,637.50	$199,650	$42.82	10.32%
12/1/2044 - 11/30/2049 (Fourth Option)	$18,301.25	$219,615	$47.10	11.35%


N
Villa Pacífica Apts
±64 Units
CHRYSLER
DODGE
RAM
Jeep
WRANGLER
TOYOTA
KIA
SUNBELT RENTALS
EL CENTRO MOTORS
SUPERCENTER
SDRC
DQ
Jack in the box
N Imperial Ave ± 22,000 VPD
Broken Yolk Cafe
Applebee's
GRILL + BAR
Subject Property
Walmart
Supercenter
Top 10% of National Locations
Source: AlphaMap

LOWE'S
TARGET
CHIPOTLE
ALL VALLEY URGENT CARE
ASHLEY
BOOT BARN
HARBOR FREIGHT
planet fitness
CARDENAS MARKETS
COSTCO WHOLESALE
S
verizon
Bath&Body Works
ROSS DRESS FOR LESS
PETSMART
Raising Cane's CHICKEN FINGERS
ALDI
five BELOW
SUBWAY
FarmerBoys BREAKFAST, BURGERS & MORE
Cruickshank Dr
FOOD 4 LESS
DOLLAR TREE
Broken Yolk Cafe
N Imperial Ave ± 22,000 VPD
Applebee's GRILL + BAR
Subject Property
Walmart Supercenter
Top 10% of National Locations
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DQ
Jack in the box


N Imperial Ave ± 22,000 VPD
Applebee's
GRILL + BAR

Tenant Overview

Year Founded
1980

Headquarters
Glendale, CA

Ownership
Dine Brands Global

Ticker
NYSE: DIN

Locations
±1,600

Systemwide Sales (2025)
$4.2 Billion

Applebee's Grill + Bar is a leading American casual-dining restaurant brand known for its approachable menu and neighborhood-focused atmosphere.

Founded in 1980 in Decatur, Georgia, Applebee's offers a value-oriented menu and comfortable dine-in experience. The brand appeals to a wide range of guests across the family and casual-dining segments.

Why Invest in Applebee's?

- **Nationally Recognized Brand** - One of the world's largest casual-dining brands, with more than 1,500 restaurants across the United States and international markets.
- **Significant Systemwide Scale** - Generated approximately $4.2 billion in systemwide sales during 2025, demonstrating broad consumer awareness and an established operating platform.
- **Value-Oriented Dining Model** - Affordable menu offerings, familiar American favorites, and a casual atmosphere appeal to families, groups, and a broad customer base.
- **Multiple Sales Channels** - Dine-in, takeout, delivery, and digital ordering provide flexibility and allow restaurants to serve guests both on- and off-premise.
- **Broad Consumer Appeal** - A diverse menu, approachable price points, and familiar neighborhood atmosphere help Applebee's attract families, groups, and value-conscious diners across a wide range of markets.

Market Overview

2421 Cottonwood Dr
El Centro, CA 92243

El Centro, CA

70,000+
Total Population

$6B+
Regional GDP

Local Market Overview

El Centro, the largest city in Imperial County, serves as the primary commercial and governmental hub of the Imperial Valley, a region defined by its agricultural productivity and cross-border economic activity. The area benefits from steady population stability supported by a mix of public-sector employment, healthcare services, and agribusiness. Household incomes remain moderate relative to California averages, but the cost of living is significantly lower, supporting consistent demand for workforce-oriented housing and neighborhood retail. The city's proximity to the U.S.–Mexico border fosters a dynamic binational economy, with retail, logistics, and service sectors benefiting from cross-border consumer flow.

The surrounding region is characterized by expansive agricultural operations, renewable energy development, and infrastructure tied to trade and distribution. El Centro's role as a regional service center provides a stable base of employment, while ongoing investment in solar and geothermal energy projects continues to diversify the economic base. The local lifestyle is defined by affordability, accessibility, and a strong connection to regional employment centers, making it an attractive location for essential-service retail, multifamily housing, and logistics-oriented uses.

Property Demographics

Population	3-Mile	5-Mile	10-Mile
Five-Year Projection	62,212	74,842	93,828
Current Year Estimate	60,270	72,905	92,030
2020 Census	58,109	69,741	89,362
Growth Current Year-Five-Year	3.22%	2.66%	1.95%
Growth 2020-Current Year	3.72%	4.54%	2.99%
Households	**3-Mile**	**5-Mile**	**10-Mile**
Five-Year Projection	19,484	23,249	28,477
Current Year Estimate	18,733	22,479	27,682
2020 Census	18,283	21,749	27,074
Growth Current Year-Five-Year	4.01%	3.43%	2.87%
Growth 2020-Current Year	2.46%	3.35%	2.25%
Income	**3-Mile**	**5-Mile**	**10-Mile**
Average Household Income	$94,195	$96,719	$97,423

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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 2421 Cottonwood Dr, El Centro, CA, 92243 ("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.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;

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.

Matthews™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™., the property, or the seller by such entity.

Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

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.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.