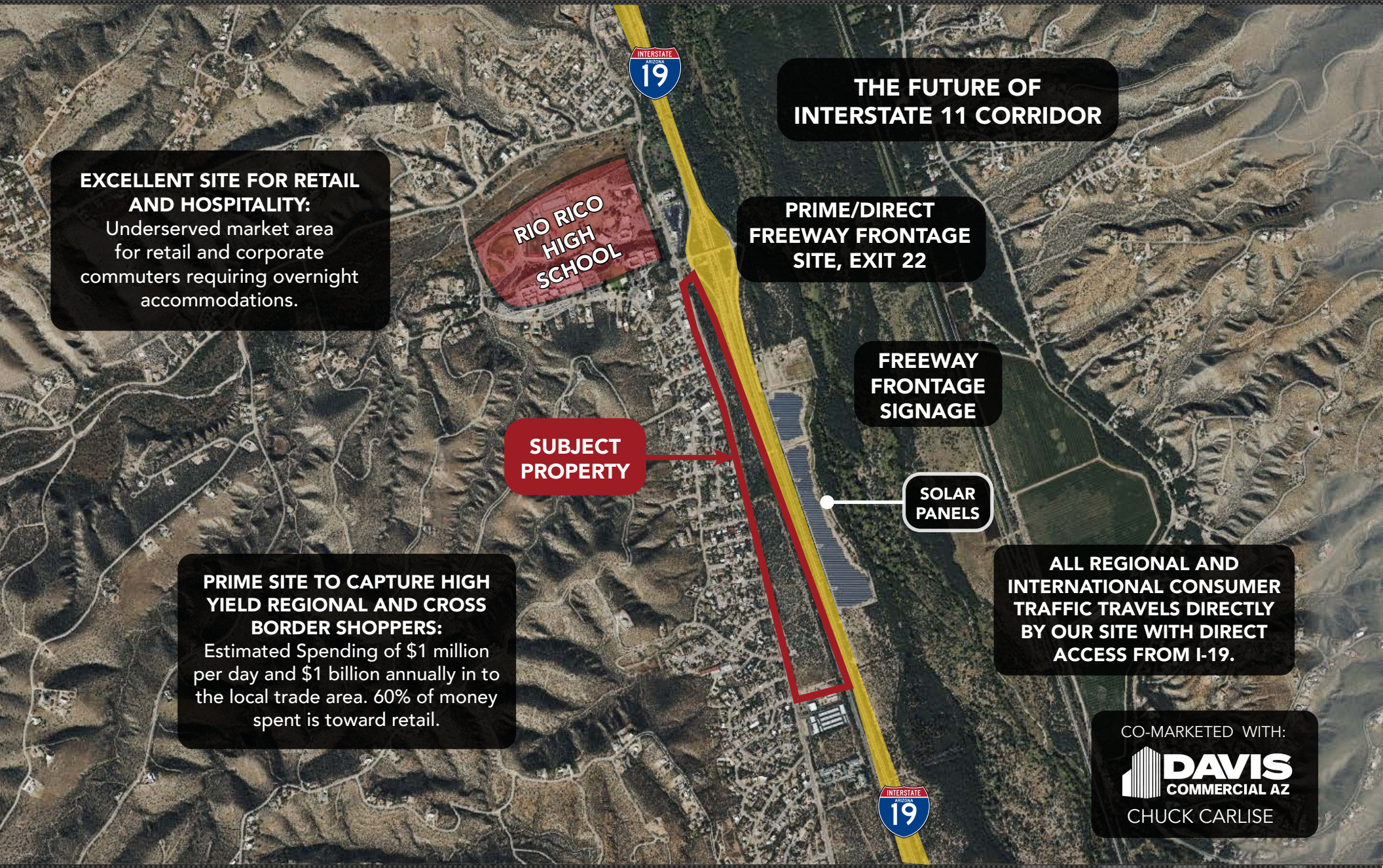
PADS FOR GROUND LEASE OR BUILD-TO-SUIT (SALES POSSIBLE)
PRIME/DIRECT FREEWAY FRONTAGE SITE, EXIT 22
INTERSTATE I-19 AT PECK CANYON RD. INTERCHANGE & RIO RICO DR.



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Scottsdale, AZ 85258

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PROPERTY OVERVIEW

Pads for QSR's with Drive-thru, Retail Shop Space, Junior Anchor Space, Restaurant, Bank, Hotel, Automotive, Gas Station, etc for Build to Suit, Ground Lease or Possible Sale

±36.71 AC
Site Size

B-2
Zoning

PROPERTY HIGHLIGHTS

- Over 8,000,000 sq ft of Produce/Industrial, Equally over 5,000 (±) Jobs in the Immediate Trade Area
- Comprised of Residences and Travelers of Young Families with Children
- Underserved Trade Area for Retail, Restaurants, Entertainment, Medical, and Daily Services
- Next Retail Hub is 10 miles South, Mariposa Road
- Property/Location will Conveniently Serve and Capture High Yield Regional Shoppers, Frequent Travelers, and Business Travelers that Deviate/ Strongly Avoid Mariposa Road, Preferring to Consume 45 Minutes North.

PROVEN REGIONAL RETAIL PERFORMANCE WITH NEAREST TENANTS (11 MILES TO THE SOUTH)

Top 2 Performing McDonald's in the State

Top Performing in the State

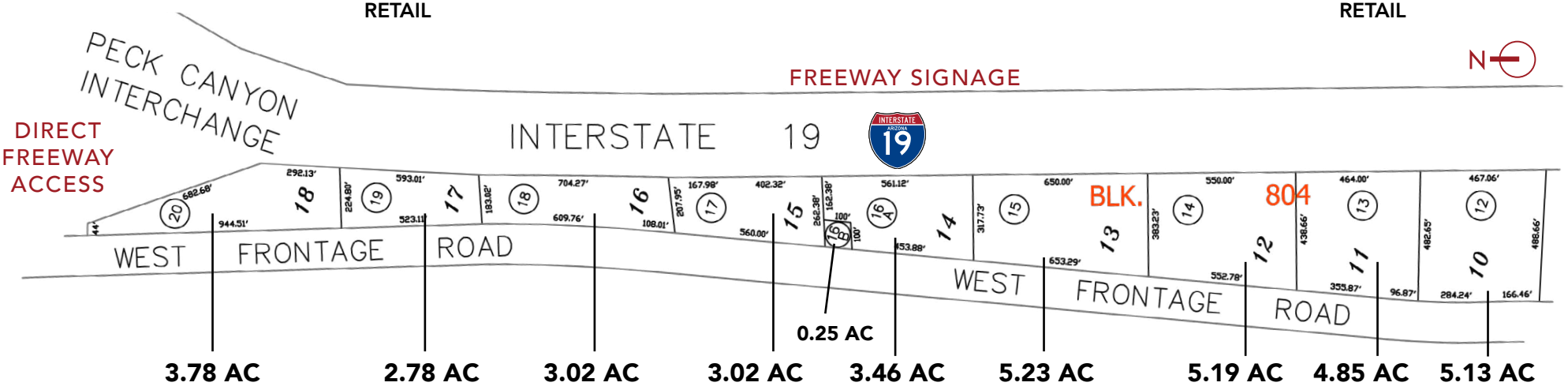
Top Performing in the State
currently Ross has two Junior anchor stores located immediately across the street on Mariposa Road

Coming Soon

Rio Rico

YOUR SITE. YOUR SIZE. YOUR CONFIGURATION.

FULL SERVICE RESTAURANT | GAS | MULTI TENANT RETAIL | SELF STORAGE | DRIVE THRU RESTAURANT | PHARMACY | BANK | AUTO DEALERSHIP | SINGLE TENANT RETAIL | HOTEL



FLEXIBLE DEVELOPMENT OPPORTUNITIES

±36.71 ACRES | I-19 FREEWAY FRONTAGE | EXIT 22

CUSTOM-SIZED PADS

Pad sizes and configurations can be tailored to individual users, from freestanding drive-thru restaurants to larger retail, hospitality and automotive developments.

MULTIPLE DEVELOPMENT OPTIONS

Ground leases and build-to-suit opportunities available. Property sales may also be considered.

FLEXIBLE SITE CONFIGURATIONS

Existing platted lots may be combined or reconfigured to accommodate specific building footprints, parking requirements and operational needs, subject to applicable approvals.

FREEWAY EXPOSURE & SIGNAGE

Extensive I-19 frontage provides exceptional visibility, with opportunities for freeway-oriented signage subject to applicable regulations and approvals.

WHY LOCATE AT EXIT 22?

CAPTURE TRAFFIC BEFORE NOGALES
Strategically positioned to capture southbound travelers before reaching the congested Nogales/ Mariposa retail area and northbound traffic from Mexico/Nogales traveling toward Tucson and Phoenix.

MULTIPLE CUSTOMER BASES
Serve Rio Rico residents, thousands of nearby employees, I-19 travelers, business travelers and cross-border consumers—all from one highly visible location.

YOUNG, FAMILY-ORIENTED COMMUNITY
Nearly 30% of Rio Rico's population is under age 18, supporting strong demand for restaurants, entertainment, retail, medical, childcare and everyday services.

STRONG DAYTIME EMPLOYMENT
More than 8 million SF of nearby produce/industrial facilities and approximately 5,000 jobs create substantial daytime demand for dining, coffee, fuel, banking, medical and convenience services.

±25,000 VEHICLES PER DAY
High-volume I-19 exposure provides exceptional visibility and convenient interchange access for drive-thru, restaurant, hotel, fuel, retail and service users.

INTERNATIONAL COMMERCE CORRIDOR
I-19 is the primary transportation corridor connecting the Nogales international border with Tucson and the greater Arizona market—placing the property directly in the path of regional and cross-border traffic.

FUTURE I-11 CORRIDOR
Located along the federally designated future I-11 corridor, planned to strengthen long-term regional and international connectivity between Mexico, Arizona and markets to the north.

GROWING REGIONAL MARKET
Santa Cruz County's population increased approximately 4.9% from 2020 to 2025, adding to the area's expanding residential and consumer base.

FOUR CUSTOMER BASES. ONE LOCATION.

RIO RICO RESIDENTS • 5,000± AREA EMPLOYEES • ±25,000 I-19 VEHICLES/DAY • CROSS-BORDER CONSUMERS

A RARE OPPORTUNITY TO ESTABLISH A PRIME LOCATION IN RIO RICO'S UNDERSERVED RETAIL AND SERVICE MARKET.

±22,000
RIO RICO RESIDENTS

±25,000
I-19 VEHICLES/DAY

5,000±
AREA JOBS

±55,000 SF
UNMET RETAIL DEMAND

DOCUMENTED PENT-UP CONSUMER DEMAND.

More than 90% of surveyed Rio Rico residents said they want more opportunities to shop, dine and enjoy entertainment locally. Many residents currently drive up to 45 minutes each way to meet everyday needs.

COMMUNITY PLANNING SUPPORTS ADDITIONAL RETAIL.

Santa Cruz County's Rio Rico planning efforts specifically identify the need for additional retail, services and commercial development to better serve residents, businesses and visitors.

MILLIONS OF ANNUAL BORDER CROSSINGS.

The Nogales international gateway generates millions of annual pedestrian, passenger-vehicle and commercial crossings, supporting one of Arizona's most active binational consumer and commerce markets.

LIMITED LOCAL RETAIL COMPETITION.

Rio Rico's population is significantly underserved by national retailers, restaurants and service providers, creating an opportunity for new users to capture existing consumer demand.

EXCEPTIONAL I-19 BRAND EXPOSURE.

Extensive freeway frontage provides outstanding building and signage visibility to approximately 25,000 passing vehicles each day.

DIRECT INTERCHANGE ACCESS.

Prime Exit 22 location combines freeway visibility with convenient access, particularly attractive for drive-thru restaurants, fuel, hospitality, retail and service users.

CRITICAL MASS CREATES A DESTINATION.

Approximately 46 acres provides the scale to combine restaurants, retail, medical, hospitality, services and other complementary uses into a major commercial destination rather than a collection of isolated pads.

FIRST-MOVER ADVANTAGE.

Early users have the opportunity to secure premier pad locations, freeway exposure, drive-thru positioning and signage in an underserved and growing market.

PROVEN REGIONAL RETAIL PERFORMANCE.

Strong-performing national retailers in the nearby Nogales/Mariposa retail district demonstrate the purchasing power and retail demand generated by the regional and cross-border trade area.

SIGNIFICANT TOURISM & TRAVEL SPENDING.

Hundreds of millions of dollars in annual Santa Cruz County travel spending provides an additional customer base for restaurants, hospitality, convenience and travel-oriented businesses.

STABLE, HOMEOWNER-ORIENTED COMMUNITY.

Rio Rico's high rate of homeownership supports demand for home improvement, automotive, pet, financial and other household-oriented goods and services.

FUTURE I-11 CORRIDOR.

Located along the federally designated future I-11 corridor, intended to strengthen long-term regional and international connectivity between Mexico, Arizona and markets to the north.

MAJOR I-19 ACCESS IMPROVEMENTS PLANNED.

Santa Cruz County and ADOT are designing improvements to I-19 frontage roads in Rio Rico intended to improve traffic flow and access to businesses and residences. The current schedule anticipates design completion in spring 2027 and the first construction beginning in summer 2027.

INDEPENDENT MARKET STUDY DOCUMENTS SIGNIFICANT UNTAPPED RETAIL DEMAND

±55,000 SF OF DOCUMENTED UNMET RETAIL DEMAND

A Santa Cruz County-commissioned market analysis found **clear gaps in nearly every retail category** in Greater Rio Rico and estimated approximately **55,000 SF of unmet retail demand**. The study identified support for additional restaurants, healthcare, shopping and consumer services. Santa Cruz County

The study identified specific underserved categories:

Restaurants & Food	Limited-service restaurants, coffee shops, donut shops and juice bars
Healthcare	Doctors, dentists, urgent care, pharmacy and childcare
Retail	Convenience, sporting goods, discount clothing, pet stores and hardware
Financial	Banks, credit unions and ATMs
Consumer Services	Beauty, personal care and related services
Automotive	Car wash, auto parts and related uses Santa Cruz County

$12.4 MILLION UNTAPPED REVENUE
Unfilled restaurant demand—the largest retail gap identified by the study.

25 NEEDED RETAIL & SERVICE CATEGORIES
Underrepresented compared with the Sahuarita/ Green Valley market.

40–45 MINUTE DRIVE TO NEAREST RETAIL
Many Rio Rico residents currently travel to Sahuarita for shopping and dining unavailable locally.

30,000–54,000 SF UNMET DEMAND
Projected new retail demand through 2040 from future residential growth alone.

RESTAURANTS • COFFEE • HEALTHCARE • PHARMACY • CHILDCARE • SPORTING GOODS • DISCOUNT RETAIL PET • HARDWARE • BANKING • AUTOMOTIVE • PERSONAL SERVICES

Source: Elliott D. Pollack & Company, Commercial Market Analysis – Rio Rico, Arizona, prepared for Santa Cruz County, August 2021.
View the full Santa Cruz County Commercial Market Analysis

Commercial Market Analysis – Rio Rico, Arizona

Prepared by Elliott D. Pollack & Company for Santa Cruz County, 2021. - View the full Santa Cruz County Commercial Market Analysis

1. Rio Rico was materially underserved by retail. The study found substantial retail gaps in almost every category, with grocery and gasoline being the principal exceptions. It estimated approximately 55,000 SF of then-current unmet retail demand.
2. Restaurants were the strongest immediate opportunity. The study identified restaurants as the largest retail gap, with approximately $12.4 million of unfilled demand. It specifically said demand appeared sufficient to attract new restaurant concepts and recommended fast-food/fast-casual pads serving residents, employees and I-19 traffic.
3. The strongest non-restaurant opportunities included sporting goods, health/personal care, hardware and auto parts. Those were the categories the study specifically identified as having gaps large enough potentially to support smaller-format stores.
4. The broader void analysis found 25 underrepresented retail/service categories. Compared with Sahuarita/Green Valley on a per-household basis, Rio Rico was underrepresented in limited-service restaurants, coffee, donuts/juice, healthcare, convenience, sporting goods, discount clothing, pet, hardware, financial services, personal services and automotive uses.
5. The study estimated that roughly 47 additional businesses would be needed for the market to reach the same business-per-household level as Sahuarita/Green Valley. I would not present this as "Rio Rico can support 47 new stores" because that overstates what the analysis means. But it is strong evidence of how much thinner Rio Rico's commercial inventory was relative to a comparable I-19 market.
6. The comparison with Sahuarita/Green Valley is especially useful. Pollack noted that many Rio Rico residents were already driving approximately 40–45 minutes to Sahuarita to eat or shop at businesses unavailable in Rio Rico. That directly supports your argument that consumer spending is leaking out of the area because needed uses are missing locally.
7. The study quantified very substantial retail leakage. For 2020, it estimated approximately $162.0 million in retail/food spending potential versus only about $59.6 million in local retail/food sales, a gap of roughly $102.3 million. That is not the same thing as saying $102 million would automatically be captured by new stores, but it demonstrates how much resident spending was leaving the Primary Market Area.
8. Food and drink alone showed an especially large gap. The study estimated about $15.5 million in food-and-drink demand versus $2.6 million of supply, producing a roughly $12.9 million gap. That backs up the restaurant-pad story with actual spending data.
9. Health and personal care was another unusually large gap. Pollack estimated approximately $9.2 million of demand versus

Commercial Market Analysis – Rio Rico, Arizona (continued)

Prepared by Elliott D. Pollack & Company for Santa Cruz County, 2021. - View the full Santa Cruz County Commercial Market Analysis

$1.36 million of sales, a gap of roughly $7.8 million, which it translated to an estimated 19,500 SF of potential space. That supports pharmacy, medical-related retail and personal-care uses.

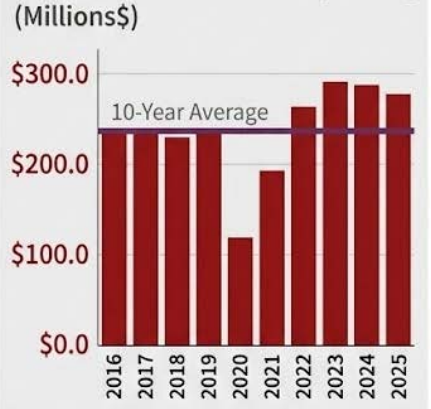
10. Auto parts was identified as a clear void. The study showed roughly $2.8 million of demand with essentially no identified local sales in that category and estimated around 7,000 SF of potential space.
11. The study recognized I-19 traffic as an independent demand generator. Its recommendation for restaurant pads was not based solely on residents. It specifically referenced serving local residents, area employees and I-19 vehicle traffic.
12. Residential growth was viewed as the foundation for continued retail growth. Pollack emphasized that local residents would remain the primary source of retail demand and noted that Rio Rico residential permitting had been accelerating substantially. In 2020, Rio Rico accounted for 145 new-home permits, and the report said the community had been accounting for roughly 70% of Santa Cruz County's residential permits in recent years.
13. Future residential growth was projected to create another 30,000–54,000 SF of retail demand through 2040. Importantly, the study says this is in addition to the approximately 55,000 SF already underserved at the time. Its conservative forecast was about 29,300 SF and its more-likely forecast was about 53,600 SF.
14. Under the “most likely” growth scenario, the study projected about 11,300 SF of additional restaurant demand, 16,100 SF of grocery demand and 26,200 SF of other local retail demand through 2040. Those figures were based on future household growth rather than filling the existing retail gaps.
15. The report specifically named national concepts that it believed could be recruitment targets. Examples included Culver's, Jersey Mike's, Little Caesars, MOD Pizza, Panda Express, Papa Murphy's, Chipotle, Starbucks, Dutch Bros, Baskin-Robbins, Dairy Queen and Dunkin'.


SITE
RIO RICO
INTERSTATE ARIZONA 19
UNITED STATES
MEXICO
NOGALES
NOGALES
N
Holiday Inn
DUNKIN'
Carl's Jr.
HOBBY LOBBY
NAUTICA
SHOE CARNIVAL
Marshalls
AÉROPOSTALE
OLD NAVY
jcpenney
HIBBETT SPORTS
five BELOW
IHOP
Bath & Body Works
BIG 5 SPORTING GOODS
SAFEWAY
CHASE
ULTA BEAUTY
Walmart
planet fitness
BOOT BARN
PANDA EXPRESS CHINESE KITCHEN
ROSS DRESS FOR LESS
CHIPOTLE MEXICAN GRILL
Little Caesars
DOLLAR TREE
Burlington
KFC
Jack in the box
HARBOR FREIGHT

SPENDING BY ACCOMMODATION TYPE, 2025



DIRECT TRAVEL SPENDING 10-YEAR TREND



DOMESTIC VISITOR DATA, 2025

2025

Total Domestic Visitors To Arizona in 2025

40.5 Million

Overnight Visits

Source:
Tourism Economics
Subject to change as new data becomes available.
Figures are rounded.





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