

FULLY IMPROVED PADS FOR SALE

DEVELOPED BY



PASEO LINDO

NEC ARIZONA AVE & OCOTILLO RD, CHANDLER, AZ

CBRE





THE OPPORTUNITY

The fully improved pads for sale in the Paseo Lindo Shopping Center offers a user/developer the opportunity to purchase various improved pads for development. The pads are located within the ±240,300 square foot Paseo Lindo Shopping Center. Co-anchoring the center is a Target(NAP) which is ±136,000 square foot, LA Fitness(NAP) and PetSmart(NAP), all providing a great draw for the surrounding submarket.

Paseo Lindo is an institutional quality, ±240,300 square foot

shopping center of which **six vacant fully-improved pads are included in this offering.** The property features an attractive combination of tenants including LA Fitness, PetSmart, and a strong draw from its ±136,000 square foot shadow anchor, Target. Additional tenants in Paseo Lindo (NAP) include The Learning Experience (coming soon), Panera Bread, Wendy's, Starbucks, IHOP, Chick-fil-A, AT&T, T-Mobile, Five Guys, Fire-house Subs, Rubio's, and more.

PROPERTY SUMMARY

Property Location	NEC Arizona Ave & Ocotillo Road, Chandler, AZ 3705 - 3991 South Arizona Avenue, Chandler, AZ 85248
Property Land Area	±8.98 acres
Parking	300 + REA agreements with the balance of the retailers
Zoning	PAD City of Chandler
Maricopa County Tax Assessor's Parcel Numbers	South In-line pad 303-85-694, Northeast In-Line pad 303-85-810, North pad 303-85-685
Price and Terms	See pricing schedule on page 3

PROJECT HIGHLIGHTS

- **Strong Anchor and Shadow Anchor Tenancy:** Target (NAP), PetSmart(NAP) and LA Fitness(NAP) generate significant traffic to the fully-occupied Paseo Lindo, providing an excellent “cross -shopping” experience benefitting the numerous apparel, health and restaurant related inline tenants
- Six fully-improved vacant pads
- Located at a **major retail intersection** in South Chandler
- Strong neighborhood demographics with the average household incomes of **\$140,453** within 1 mile of the subject property and **\$116,318** within 3 miles
- Strong home values with average housing values of \$423,501 within one mile of subject property. (Source: ESRI)
- National retailers in the area include **Home Depot, Lowe’s, Target, Petco, Ross Dress for Less, Big 5 Sporting Goods, Wal-Mart, Kohls,** and more

PAD PRICING

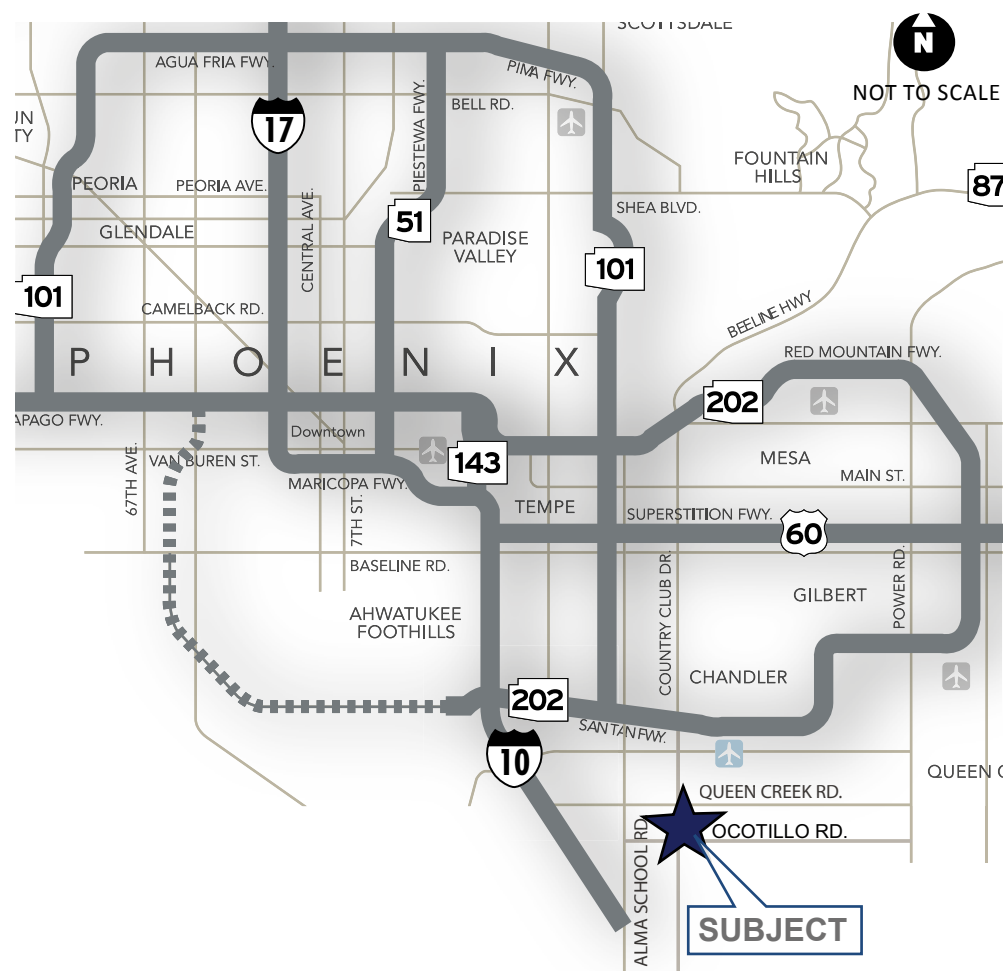
	Size	Price	Price Per SF
PAD A	10,522 SF	\$850,000	Subject to final size
PAD B	11,770 SF	\$600,000	Subject to final size
PAD C	9,633 SF	\$850,000	Subject to final size
PAD D	10,705 SF	\$600,000	Subject to final size
PAD E	3.03 Acres	\$1,300,000	\$9.68 PSF
PAD 9B	1.29 Acres	\$600,000	\$10.68 PSF



LOCATION HIGHLIGHTS

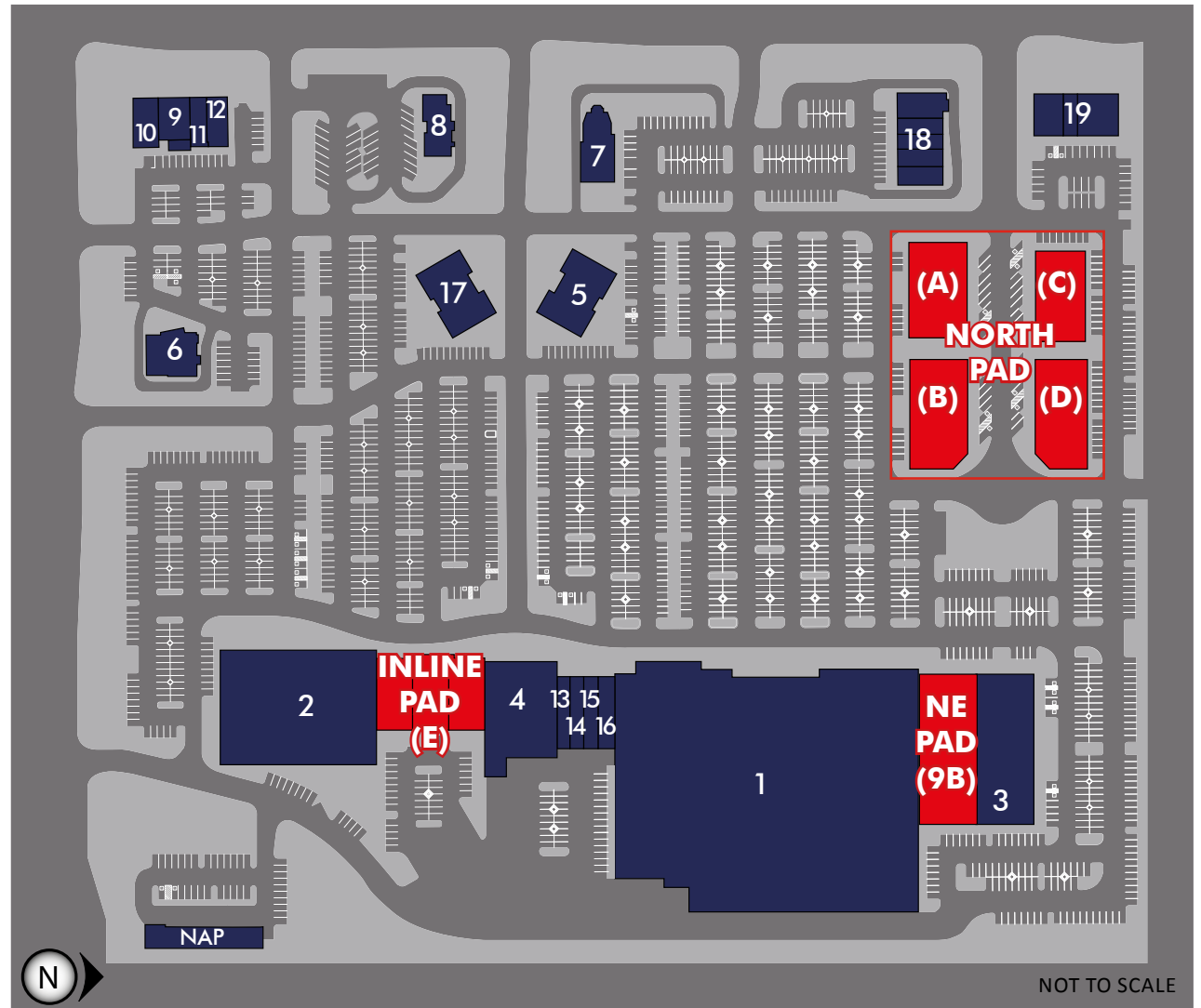
Paseo Lindo is located in Chandler, Arizona, which is the southeast portion of Metro Phoenix. More specifically, Paseo Lindo is within the ± 520 -acre Fulton Ranch, a successful master-planned mixed-use lifestyle village. Amenities within this affluent neighborhood include shopping, entertainment, dining, parks, recreation and attractive man-made lakes. Paseo Lindo is within the south central portion of Chandler, and benefits from the city's tremendous historical and projected growth. $\pm 100,000$ young, educated and affluent residents have moved into the area over the past 10 years. In the next five years, by 2021, the population within a 1-mile radius of Paseo Lindo is projected to increase by 2.63%. The key is the strong, stable and fast growing high-tech employment base. The center of the high-tech growth is 2 miles west of Fulton Ranch along price road. Chandler's Price Road corridor is Metro Phoenix's leading edge employment hub for skilled workforce with more than 25,000 employees. Companies located in the corridor include **Intel** ($\pm 11,000$ employees), **Bank of America** ($\pm 3,800$ employees) **Wells Fargo** ($\pm 4,500$ employees), **Ebay/Paypal** ($\pm 1,750$ employees) and **Verizon Wireless** ($\pm 2,400$ employees). Intel just announced the opening of one

of their semiconductor facilities that was built several years ago but never opened. This will create 3,000 jobs with another 7,000 jobs needed to support the plant. (Source: City of Chandler)



SITE PLAN

TENANT	SF
1 Target	135,989
2 LA Fitness	38,038
3 The Learning Experience	30,000
4 PetSmart	14,236
5 IHOP	4,656
6 Panera	4,269
7 Chick-fil-A	4,221
8 Wendy's	3,339
9 MOD Pizza	2,504
10 Vision Works	2,400
11 Menchie's	1,500
12 Floyd's 99	1,900
13 One Stop Nutrition	1,595
14 Ashley Nails	1,896
15 Amazing Lash	1,902
16 Elements Massage	2,392
17 Rubio's Dentists of Chandler T-Mobile	7,000
18 Starbucks AT&T GameStop Firehouse Subs	7,700
19 Five Guys Hamburgers SuperCuts FastMed Urgent Care	6,985



SITE DATA

LOCATION

Paseo Lindo is located at 3705 - 3991 South Arizona Avenue, Chandler, AZ 85248 on the northeast corner of Arizona Avenue and Ocotillo Road in Chandler, Arizona.

ZONING

The shopping center is zoned PAD, by the city of Chandler, AZ.

PARKING

The Paseo Lindo offering contains approximately 300 parking stalls resulting in a parking ratio of 5.0/1,000 SF of improvements, plus an REA with the adjacent retail space.

ACCESS

Paseo Lindo has seven (7) points of access, including four (4) along Arizona Avenue and three (3) along Ocotillo Road.

TRAFFIC COUNTS



SOURCE: CITY OF CHANDLER

PARCEL DESCRIPTIONS

PARCEL #	± SIZE (Acres)	DESCRIPTION
303-85-685	4.66	North Parcel
	10,522 SF*	PAD A
	11,770 SF*	PAD B
	9,533 SF*	PAD C
	10,705 SF*	PAD D
303-85-810	1.29	Northeast Parcel(9B)
303-85-694	3.03	Inline Parcel(E)

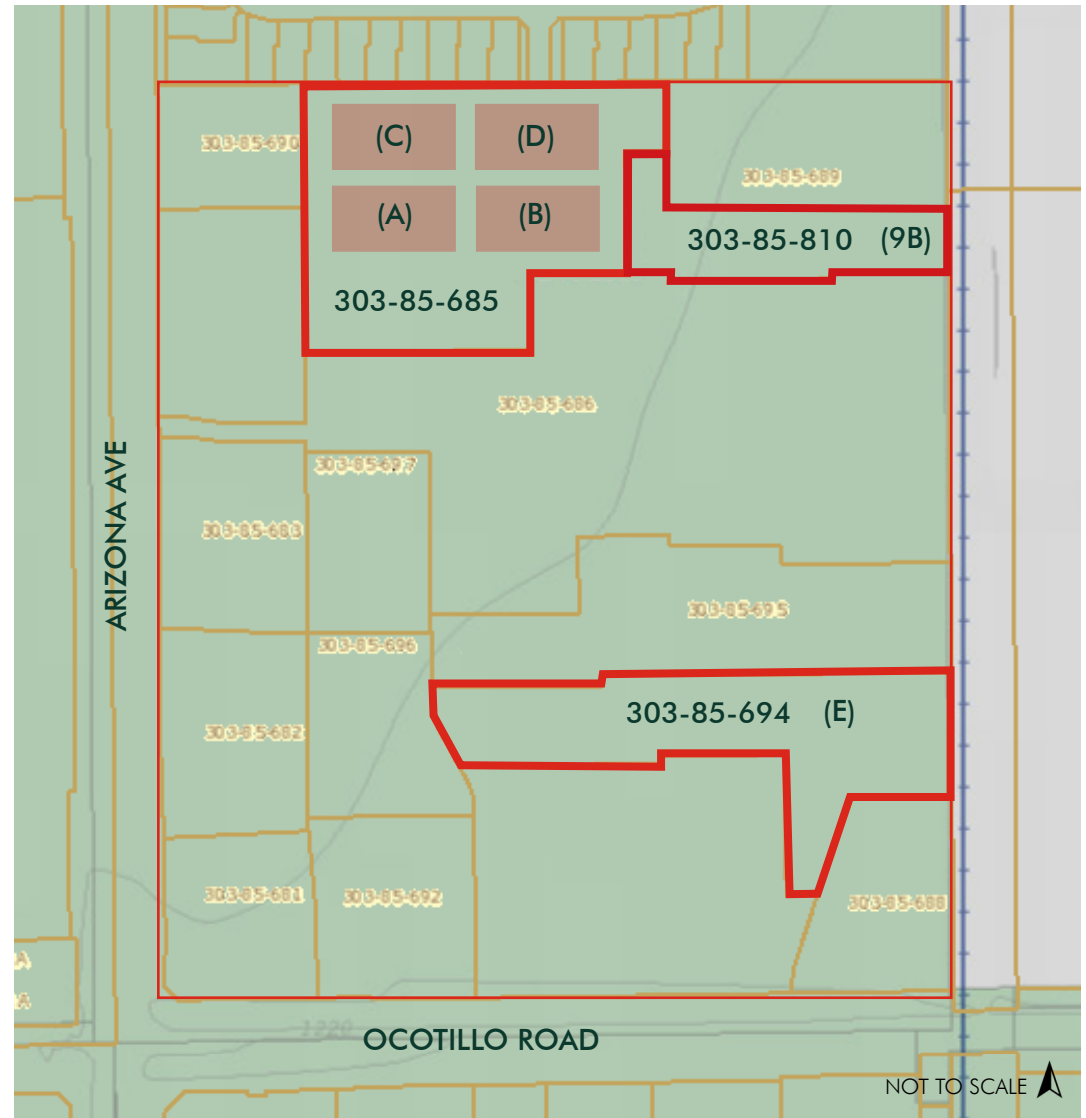
*SF subject to final approval

DEMOGRAPHICS

	1 Mile	3 Miles	5 Miles
2017 Estimated Population	10,023	82,367	200,036
2022 Projected Population	11,637	92,156	221,418
Growth 2010-2017	6.95%	2.66%	2.36%
Growth 2017-2022	3.03%	2.27%	2.05%
2017 Est. Average Household Income	\$140,453	\$116,318	\$99,107
2017 Est. Average Housing Value	\$423,501	\$385,383	\$335,120
Total Businesses	184	1,631	4,256
Daytime Employees	2,310	17,611	56,999

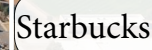
Source:ESRI

PARCEL MAP





OCOTILLO GOLF COURSE



HAMILTON HIGH SCHOOL



ARIZONA AVENUE



OCOTILLO ROAD





PHOENIX METRO RETAIL MARKET


Following positive momentum in the first half of 2017, Phoenix retail activity decelerated in the third quarter. Gross absorption this quarter registered below the previous four quarters, totaling 675,436 sq. ft. New supply also stalled, marking one of the lowest quarterly delivery totals post-recession. Limited new supply, however, allowed the marketwide vacancy rate to dip, and average asking rates increased on an annual basis. Still, 1,350,509 sq. ft. of retail space remained under construction at quarter-end—the greatest amount in a single quarter since 2009.

All being said, it is important to note that Phoenix retail has made great strides since the great recession. Starting in Q4 2008, the Phoenix retail market recorded seven quarters of negative net absorption that pushed vacancy to a peak of 12.6%. Since

2012, however, the market has consistently posted positive net absorption (with exception to one quarter)—demonstrating healthy post-recession retail demand. This has allowed rents to rise 12.8% above the postrecession low achieved in 2013.

Considering local economic factors is important when analyzing the state of the Phoenix retail market. Since the downturn, robust population growth has spurred demand for new housing in the Southeast and West Valleys. This is generating demand for new retail development in surrounding areas. Additionally, job and wage growth is boosting retail spending, benefiting retailers across the Valley and enticing new retailers to expand their footprint into the Phoenix market.

 VACANCY
8.3%

 RENTAL RATE
\$17.11 Per Sq. Ft.

 NET ABSORPTION
72,135 Sq. Ft.

 UNDER CONSTRUCTION
1,350,509 Sq. Ft.

 DELIVERIES
55,556 Sq. Ft.

CHANDLER RETAIL MARKET OVERVIEW

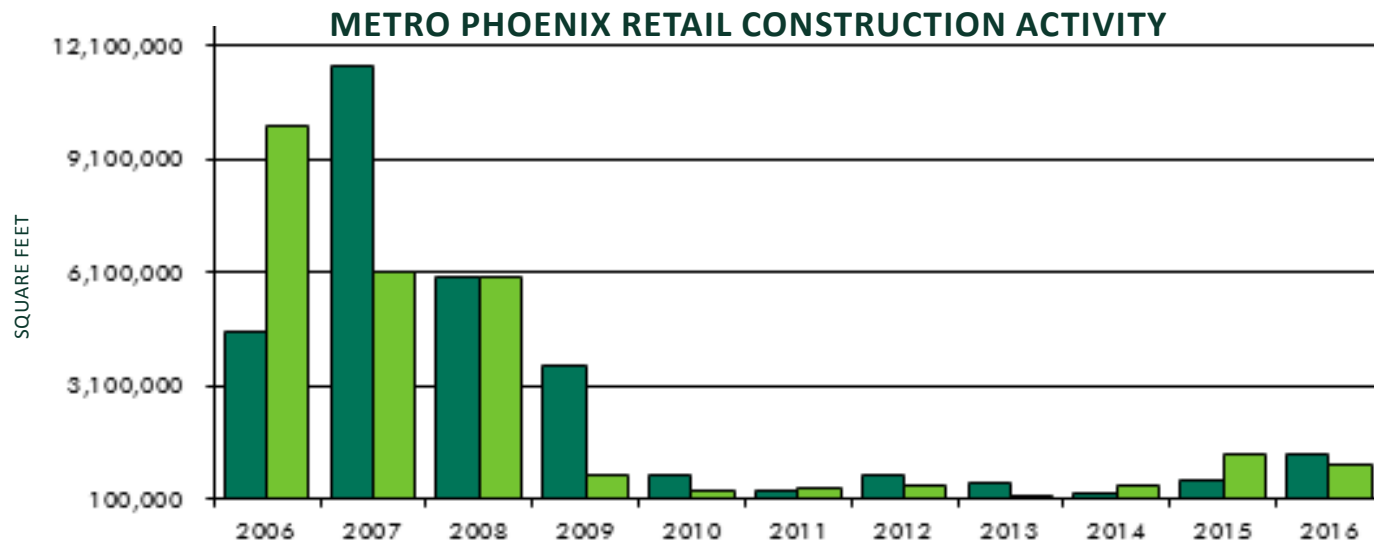
Fulton Ranch Towne Center is located in the Mesa/Chandler/Gilbert Submarket (the "Submarket") as defined by CBRE. The Submarket is the largest submarket in metro Phoenix consisting of 275 properties (over 30,000 square feet) and over 38 million square feet, close to doubling the size of the 2nd largest submarket in the metro area. The Submarket is bordered by Tempe/Ahwatukee and the 101 Freeway to the west, Apache Junction to the east, North Scottsdale to the north and Pinal County to the south.

The Submarket is one of the most diverse submarkets in Metro Phoenix, consisting of many older and some obsolete shopping centers located within the northern boundary in Mesa and new shopping centers surrounded by growing and emerging neighborhoods in Chandler and Gilbert. The Price Road Corridor and surrounding area is highly desirable to residents who want to live near the Corridor's cluster of high-tech jobs, creating a long-term demand for nearby retail space and an

increase in residential density. The population within 3-miles of Fulton Ranch Towne Center is expected to grow by 3% Over the next 5 years.

Over the past 10 years, the Submarket has grown from a base of more than 27 million square feet in 2004 to over 38 million square feet.

Located in the southeast portion of metropolitan Phoenix, Chandler is a city of over 250,000 residents. It is bordered to the north and west by Tempe, to the north by Mesa, to the west by Phoenix, to the south by Gila River Indian Community, and to the east by Gilbert. As the southernmost city in Maricopa County, Chandler is positioned to be in the center of a new mega-region, referred to as the "Sun Corridor." The city is strategically located and easily accessible by several major freeways, including U.S. 60 Superstition Freeway, Loop 101 Price Freeway and Loop 202 Freeway.



CITY OF CHANDLER OVERVIEW

Chandler is one of the fastest growing high-technology manufacturing cities in the west, which has helped it earn the nickname “The Silicon Desert.” The increasing presence of quality employers has added to the oasis of opportunity. Chandler’s pro-business character makes it one of the most desirable cities to live and do business. The work force is well-educated and technologically skilled. More than 75% of the 30,000 manufacturing sector workers are employed in high technology fields, while the national average is 15%. Companies such as Intel, Motorola and Microchip all have manufacturing plants in Chandler. While it has an international reputation as a premier location for high-technology, including semiconductor and advanced manufacturing, it is also home to a variety of other thriving industries such as aerospace, biosciences and financial services.

Since its founding in 1912, Chandler was planned to be a welcoming destination for leading-edge companies, innovative thinkers and lifestyle versatility. An enviable quality of life is enhanced by friendly neighborhoods, great education, and outstanding retail, dining and entertainment experiences. Year after year, large and small companies, along with thousands of well-educated residents (nearly 70% of adult residents have



attended college), are attracted to this vibrant community. The quality of life for which Chandler is so popular is anchored by a proven work force, a diversified mix of industries, quality retail establishments and an ever-expanded infrastructure.

CITY OF CHANDLER TOP EMPLOYERS

Intel Corp.	11,000
Chandler School District	4,900
Wells Fargo	4,500
Bank of America	3,800
Verizon Wireless	2,400
Chandler Regional Medical Center	2,100
PayPal	1,750
Orbital ATK	1,650
Microchip Technology	1,625
City of Chandler	1,590
NXP	1,400
Education Management Corp	1,100
Avnet	1,000
General Motors	890

Source: CBRE Research, Q4 2015

CHANDLER DEMOGRAPHICS

2017 Estimated Population	250,626
2021 Estimated Population	261,760
Growth 2010-2016	1.38%
Growth 2016-2021	1.38%
2016 Est. Average Household Income	\$91,162
2016 Est. Average Housing Value	\$338,625
2016 Estimated Median Age	37.2

Source: CBRE Research, Q4 2015



Affiliated Business Disclosure

CBRE, Inc. operates within a global family of companies with many subsidiaries and related entities (each an “Affiliate”) engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Global Investors, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the “Property”), and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgement of that possibility and your agreement that neither CBRE, Inc. nor any Affiliate has an obligation to disclose to you such Affiliates’ interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE, Inc. and its Affiliates will act in the best interest of their respective client(s), at arms’ length, not in concert, or in a manner detrimental to any third party. CBRE, Inc. and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

Confidentiality Agreement

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc. If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

Disclaimer

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented “as is” without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property’s suitability for your needs.

ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

■ PASEO ■ ■ LINDO

DEVELOPED BY



STEVE FERNANDEZ
Senior Vice President
602.735.5553
steve.fernandez@cbre.com

CAM STANTON
First Vice President
602.735.5545
cam.stanton@cbre.com

CBRE

