



2023 & 2051 WEST GUADALUPE ROAD
MESA, ARIZONA 85202

DOBSON PALM PLAZA



DEREK BUESCHER

O: 480.689.4146

C: 480.213.2531

derek.buescher@orionprop.com



EXECUTIVE SUMMARY

| | |
|---------------|--------------------|
| SALE PRICE | \$4,800,000 |
| PRICE/ SF | \$136.20 |
| CAP RATE | 7.6% |
| OCCUPANCY | 77% |
| BUILDING SIZE | 35,242 SF |
| YEAR BUILT | 1981 |
| LOT SIZE | 2.38 Acres |
| ZONING | LC |
| PARKING RATIO | 5.2/1,000 SF |
| CROSS STREETS | Guadalupe & Dobson |

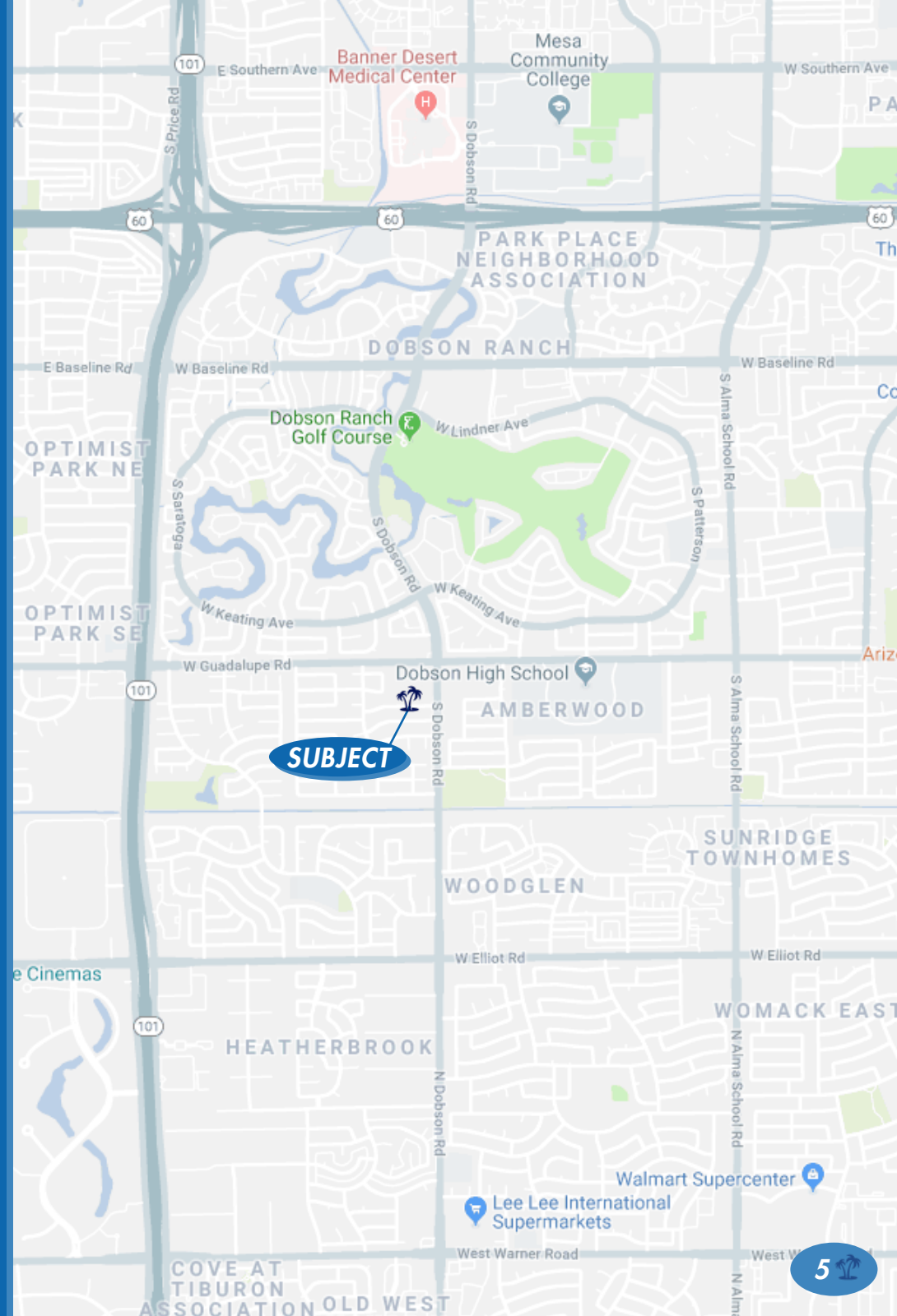
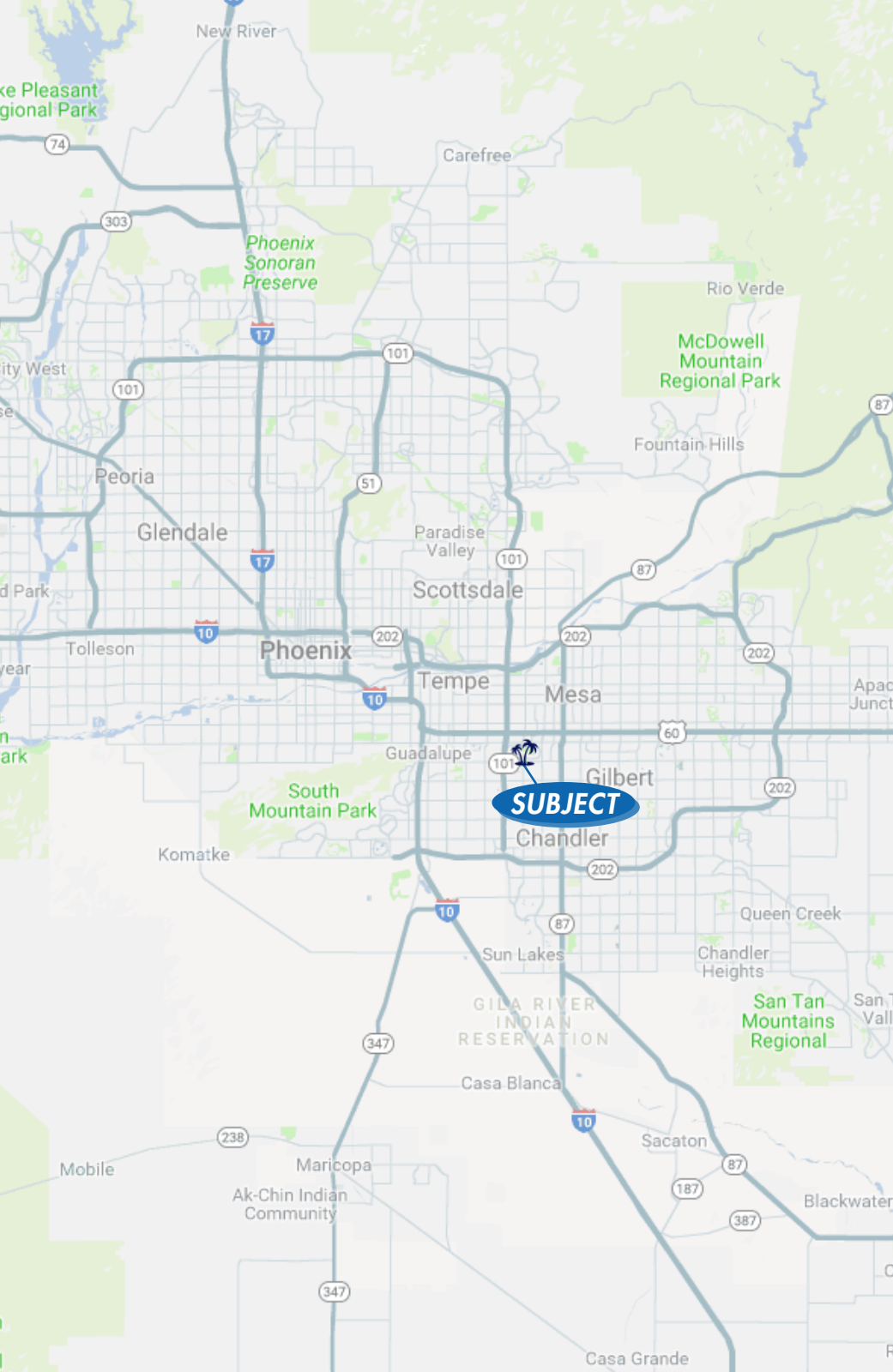
PROPERTY HIGHLIGHTS

- Anchored by Goodwill (NAP) and Rosita's Mexican Restaurant
- Value Add Through Lease-up
- Currently 77% Occupied
- Abundant Parking (5.2/1,000 SF)
- Easy Access to Loop 101 and US 60



NOT A PART





PARCEL #: 302-86-513A; 515B

TAXES (2018): \$38,583



GUADALUPE ROAD 24,800 VPD

DOBSON ROAD 26,154 VPD

Auto Zone

TITLEMAX

jiffy lube

Tejiya's Kitchen

STARBUCKS COFFEE

CIRCLE K

302-86-515B

goodwill

302-86-513A



CORNISH PASTRY Sugarlips CAREERS
native grill wings
Great Clips

Hungry Howie's



SUBJECT

DOBSON HIGH SCHOOL

SAFEWAY

GUADALUPE ROAD

LOOP 101

SUN CIRCLE TRAIL

CHANDLER AQUATICS

ARIZONA 87

ZIA H&R BLOCK
BBVA Compass

ELEMENTARY SCHOOL

DUNKIN' DONUTS

ELLIOT ROAD

Filiberto's MEXICAN FOOD

Bank of America
BURGER KING Little Caesars pizzalpizza!

FOOD STORES IHOP RESTAURANT
Starbucks O'Reilly AUTO PARTS

CYTEC SOLVAY GROUP

BROOKDALE SENIOR LIVING SOLUTIONS

ALMA SCHOOL ROAD

ASU ARIZONA STATE UNIVERSITY Research Park

ARIZONA 87

LOOP 101

LA fitness CVS pharmacy

BIG LOTS! 99c ONLY

Walmart

NEW HOME DEVELOPMENT

Amkor technology

WARNER ROAD

Walgreens

FOOD STORES fru's

PGA TOUR

7

MESA HIGHLIGHTS

- 3rd Largest City in Arizona after Phoenix and Tucson
- Two major airports and employment bases: Falcon Field and Phoenix Mesa Gateway Airport
- Access to three major freeways: Loop 101, Loop 202 (Red Mountain Freeway and the Santan Freeway, and State Rte. 60 (Superstition Freeway)
- Adjacent to other vibrant SE Valley communities: Tempe, Chandler, Gilbert and Queen Creek
- Home to 13 colleges including: ASU Polytechnic Campus, Mesa Community College (40,000+ Students Annually), East Valley Institute of Technology, A.T. Still University, Benedictine University and DeVry University
- In recent months, over 1,824,000 square feet of new employers are joining companies like MD Helicopters and Apple. In fact, Boeing will be shifting hundreds of jobs from Washington to Mesa in the next 2 years
- Mesa Downtown Core now has light rail and is redeveloping into a vibrant mixed-use corridor including the award-winning and popular Mesa Arts Center
- Master-planned community (by DMB), Eastmark, was named one of the Top 6 new communities in the country. Eastmark is located in far eastern Mesa close to the new Tech Corridor on Elliot Road. It leads the southeast valley of Maricopa County with new homes sales along with nearby Queen Creek
- Named Best Big City in the Southwest (Money Magazine 2016)



RENT ROLL

| Tenant | Square Footage | Lease Start Date | Lease End Date | Rental Rate per Year | Monthly Rent | Annual Rent | Lease Type | Rent Escalations | Renewal Options |
|--------------------------------------|------------------|------------------|----------------|----------------------|------------------|-------------------|------------|--|-----------------|
| Tops Asian Massage | 900 | 4/15/2004 | MTM | \$ 17.57 | \$ 1,318 | \$ 15,813 | NNN | | |
| NFP Insurance | 4,200 | 8/1/2006 | 7/31/2021 | \$ 23.95 | \$ 8,383 | \$ 100,596 | NNN | \$ 103,614 \$ 106,722 | 5 Year Option |
| Rosita's Restaurant | 5,100 | 7/1/1991 | 6/30/2023 | \$ 14.40 | \$ 6,119 | \$ 73,433 | NNN | \$ 75,636 \$ 77,905 \$ 80,242 \$ 82,649 | 5 Year Option |
| 4 Seasons Nails & Spa | 1,200 | 4/29/1996 | 8/31/2026 | \$ 19.25 | \$ 1,925 | \$ 23,103 | NNN | | |
| Smoke Shop | 1,200 | 4/1/2016 | 1/31/2022 | \$ 9.50 | \$ 950 | \$ 11,400 | NNN | No Increases | 3 Year Option |
| Amici Pizza | 2,100 | 8/1/2018 | 8/31/2023 | \$ 16.74 | \$ 2,930 | \$ 35,154 | NNN | \$ 36,209 \$ 37,295 \$ 38,414 \$ 39,566 | 5 Year Option |
| Sushi Stop | 1,200 | 9/1/2016 | 8/31/2021 | \$ 9.84 | \$ 984 | \$ 11,812 | NNN | \$ 12,166 \$ 12,531 | 5 Year Option |
| Rosita's Restaurant Corporate Office | 3,642 | 7/1/2013 | 7/3/2019 | \$ 0.78 | \$ 238 | \$ 2,851 | NNN | | 3 Year Option |
| Kid's Corner Preschool | 7,700 | 3/20/2006 | 5/31/2021 | \$ 12.82 | \$ 8,226 | \$ 98,717 | NNN | \$ 101,679 \$ 104,729 | |
| Vacant | 8,000 | | | \$ - | \$ - | \$ - | - | | |
| Totals | 35,242 SF | | | \$ 10.58 | \$ 31,073 | \$ 372,879 | | | |
| Current Occupied Suites | 27,242 | 77.30% | | | | | | | |
| Vacant Suites | 8,000 | 22.70% | | | | | | | |

RENT PROJECTIONS

| Tenant Name | August | September | October | November | December | January | February | March | April | May | June | July | Total |
|--------------------------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|
| Tops Asian Massage | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 1,358 | \$ 16,290 |
| NFP Insurance | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 8,635 | \$ 103,614 |
| Rosita's Restaurant | \$ 6,119 | \$ 6,119 | \$ 6,119 | \$ 6,119 | \$ 6,119 | \$ 6,119 | \$ 6,119 | \$ 6,119 | \$ 6,119 | \$ 6,119 | \$ 6,119 | \$ 6,303 | \$ 73,612 |
| 4 Seasons Nails & Spa | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 1,983 | \$ 23,793 |
| Smoke Shop | \$ 950 | \$ 950 | \$ 950 | \$ 950 | \$ 950 | \$ 950 | \$ 950 | \$ 950 | \$ 950 | \$ 950 | \$ 950 | \$ 950 | \$ 11,400 |
| Amici Pizza | \$ 2,930 | \$ 3,018 | \$ 3,018 | \$ 3,018 | \$ 3,018 | \$ 3,018 | \$ 3,018 | \$ 3,018 | \$ 3,018 | \$ 3,018 | \$ 3,018 | \$ 3,018 | \$ 36,127 |
| Sushi Stop | \$ 984 | \$ 1,014 | \$ 1,014 | \$ 1,014 | \$ 1,014 | \$ 1,014 | \$ 1,014 | \$ 1,014 | \$ 1,014 | \$ 1,014 | \$ 1,014 | \$ 1,014 | \$ 12,133 |
| Rosita's Restaurant Corporate Office | \$ 165 | \$ 165 | \$ 165 | \$ 165 | \$ 165 | \$ 165 | \$ 165 | \$ 165 | \$ 165 | \$ 165 | \$ 165 | \$ 165 | \$ 1,980 |
| Kid's Corner Preschool | \$ 8,226 | \$ 8,226 | \$ 8,226 | \$ 8,226 | \$ 8,226 | \$ 8,226 | \$ 8,226 | \$ 8,226 | \$ 8,226 | \$ 8,226 | \$ 8,226 | \$ 8,473 | \$ 99,206 |
| Vacant (Proforma @ \$12.00) | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 8,000 | \$ 96,000 |
| Totals | \$ 37,991 | \$ 38,109 | \$ 38,109 | \$ 38,109 | \$ 38,109 | \$ 38,109 | \$ 38,109 | \$ 38,109 | \$ 38,109 | \$ 38,109 | \$ 38,355 | \$ 38,539 | \$ 474,155 |

*For Analysis Purposes, Rental Rate Increases at 3% at Expiration

Total Occupied Rents

\$ 378,155

FINANCIAL ANALYSIS

| INCOME/EXPENSE INFORMATION | | | Actual Occupancy | Pro Forma |
|---------------------------------------|------------|------------|---------------------|---------------|
| Base Rent | | | \$ 378,155 | 474,155 |
| NNN Reimbursement-Shops | | | \$ 79,185 | 105,265 |
| CAM Management | | | \$ 12,000 | 12,000 |
| Total Revenue | | | \$ 469,340 | 591,420 |
| Less Vacancy (Actual/5%) | | | <u>Actual</u> | <u>29,571</u> |
| Adjusted Gross Revenue | | | \$ 469,340 | 561,849 |
| Estimated Operating Expenses | | | | |
| Utilities | \$ 12,186 | \$0.35 psf | | |
| Portering - Parking Lot - Sidewalks | \$ 2,349 | \$0.07 psf | | |
| Landscaping | \$ 1,418 | \$0.04 psf | | |
| Repair & Maintenance | \$ 22,000 | \$0.62 psf | | |
| Fire/Life Safety | \$ 920 | \$0.03 psf | | |
| Management (Estimated Management Fee) | \$ 15,000 | \$0.43 psf | | |
| Insurance | \$ 6,899 | \$0.20 psf | | |
| Property Taxes | \$ 38,583 | \$1.09 psf | | |
| Miscellaneous | \$ 3,084 | \$0.09 psf | | |
| Total Operating Expenses | \$ 102,439 | \$2.91 psf | \$ (102,439) | \$ (102,439) |
| Net Operating Income | | | \$ 366,901 | \$ 459,410 |

| Pricing Analysis: | Pricing | \$/PSF | Actual Cap Rate | Pricing | Cap Rate |
|--------------------|--------------------|-----------------|--------------------|--------------------|-------------|
| List Price: | \$4,800,000 | \$136.20 | 7.6% | \$4,800,000 | 9.6% |

TENANT OVERVIEWS

NOT A PART



Goodwill is an American nonprofit 501(c)(3) organization that provides job training, employment placement services, and other community-based programs for people who have barriers preventing them from otherwise obtaining a job. Goodwill is funded by a massive network of retail thrift stores, which operate as nonprofits as well. Founded in 1947, Goodwill of Central and Northern Arizona operates more than 80 stores and donation centers today, and no-cost Goodwill career centers across the state. Annually, they fight unemployment by providing thousands of Arizonans with job preparation resources to connect local job seekers with hiring companies. Goodwill is the largest used goods retailer in the United States.



TitleMax® is one of the nation's largest title lending companies. Every day, TitleMax® helps thousands of people get the cash they need with a title loan or title pawn. They offer rates that are very competitive, while providing a superior level of customer service. Since the first stores opening in 1998 in Georgia, TitleMax® has expanded to over 1,000 locations spanning 16 states. With over 4000 employees nationwide, they pride themselves on providing customers with clarity and confidence.



Based in Memphis, Tennessee, AutoZone, Inc. is an American retailer of after-market automotive parts and accessories, the largest in the United States. Founded in 1979, AutoZone has over 6,000 stores across the United States, Mexico, and Brazil.



Rosita's Fine Mexican Food opened their first restaurant in 1963. They currently have two locations in Arizona. Rosita's is said to serve the best authentic Mexican food in the Valley.



Kid's Corner Preschool offers over 20 years of combined experience in providing outstanding daycare, preschool, and before/after school programs and services to children and their parents.



NFP is a leading insurance broker and consultant with office throughout the United States, Canada, Puerto Rico, and the United Kingdom. They have a collaborative, hard-working team that takes pride in what they do.

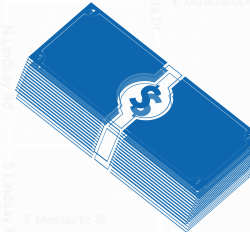


Amici Pizza is a long-running counter-service neighborhood pizzeria offering New York-style slices, beer and wine, in a modest setting.

DEMOGRAPHIC HIGHLIGHTS



DAYTIME POPULATION
648,459
*5 Mile Radius



AVERAGE HOUSEHOLD INCOME
\$81,553
*1 Mile Radius



MEDIAN AGE
31.9
*5 Mile Radius

| 2018 SUMMARY (ESRI) | ONE MILE | THREE MILE | FIVE MILE |
|--------------------------|----------|------------|-----------|
| DAYTIME POPULATION | 19,558 | 207,031 | 648,459 |
| POPULATION | 16,213 | 145,616 | 432,004 |
| AVERAGE HOUSEHOLD SIZE | 2.50 | 2.41 | 2.55 |
| AVERAGE HOUSEHOLD INCOME | \$81,553 | \$76,209 | \$72,562 |
| MEDIAN AGE | 37.8 | 36.4 | 31.9 |

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