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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by ORION Investment Real Estate in compliance with all applicable fair housing and equal opportunity laws.



ORION Investment Real Estate
7328 East Stetson Drive | Scottsdale, AZ
www.orionprop.com

PROPERTY SUMMARY

| | |
|-------------------------|-----------------------------|
| SALE PRICE | \$6,475,000 |
| PRICE/ SF | \$86.84 |
| CAP RATE | 7.11% |
| BUILDING SIZE | 74,562 SF |
| OCCUPANCY | 86% |
| PARCEL SIZE | 8.00 Acres |
| YEAR BUILT | 1975 |
| ZONING | C-2, Phoenix |
| CROSS STREETS | 67th Avenue & Indian School |
| TRAFFIC AT INTERSECTION | +/- 74,586 VPD |



OVERVIEW

Westside Plaza is a large retail center, spanning 74,562 square feet, in Phoenix. The property offers tremendous value-add with well below market rents and future rent increases. The property has a nice mix of regional and national tenants such as MetroPCS, Peter Piper Pizza, and The Menta Group.

Situated along high-traffic 67th Avenue, Westside Plaza benefits from high visibility. The trade area is established, with numerous surrounding retailers. Within 5 miles of the property, there are nearly 5,000 businesses and 125,357 Daytime Employees.

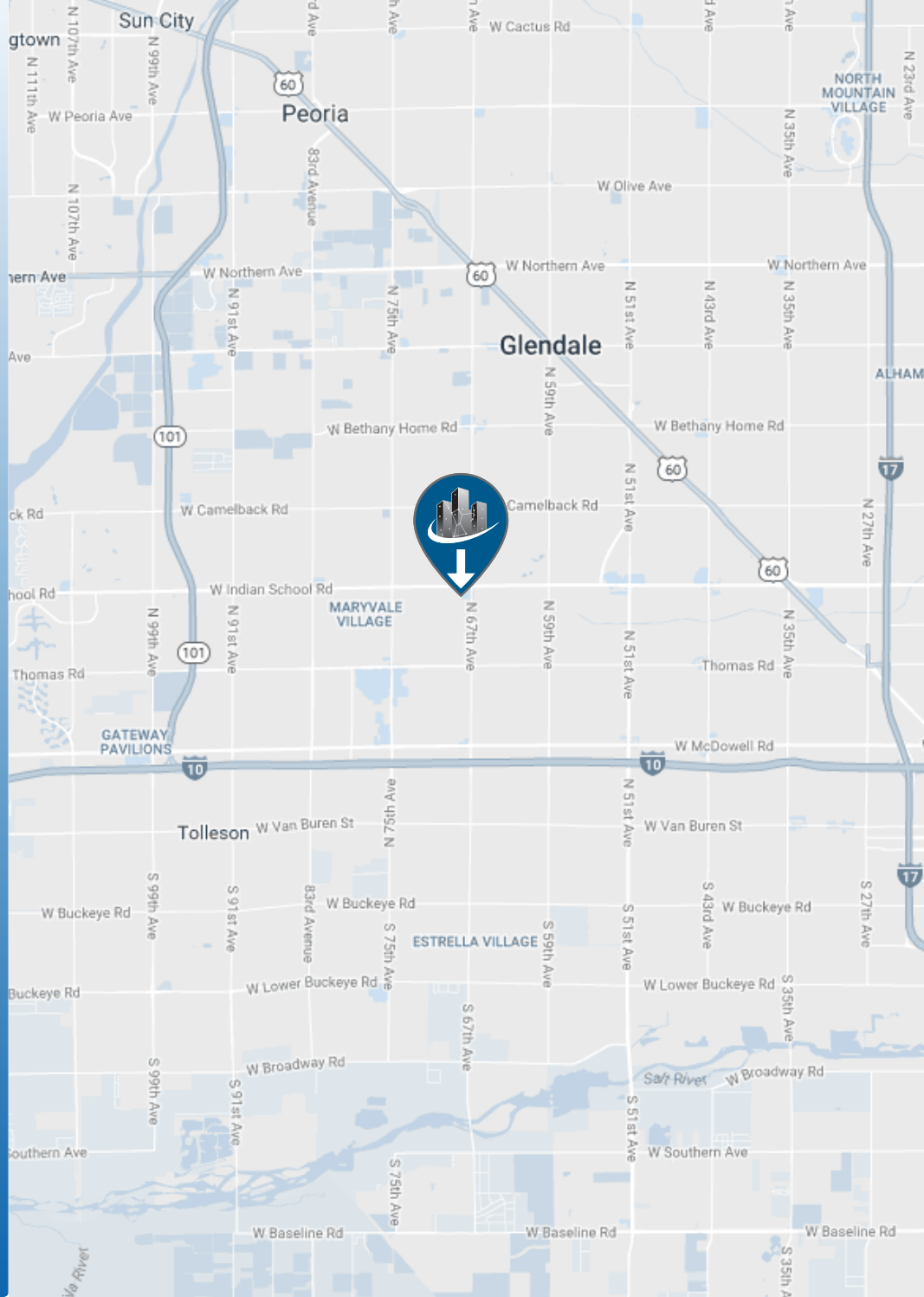
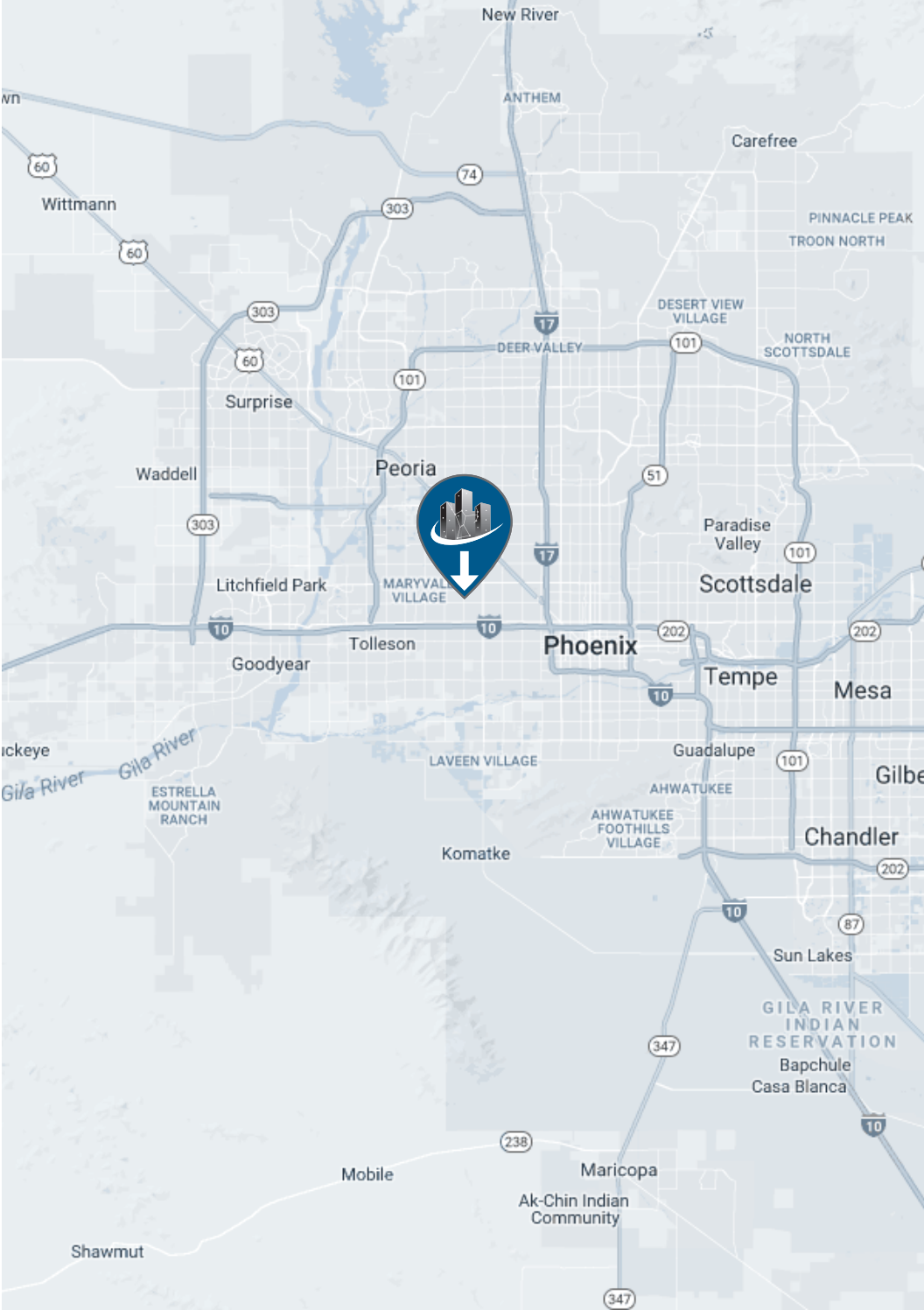
HIGHLIGHTS

- » Tremendous Value-Add Opportunity
- » Well Below Market Rents
- » Great Lease Terms with Rent Bumps
- » Nearly Half (45%) of Tenants have been at this Location for 10+ Years
- » Two Large Monument Signs and Ample Parking
- » Established High-traffic Area
- » Excellent Visibility Along 67th Avenue
- » Almost 5,000 Businesses are Located within a 5 mile Radius with 125,357 Daytime Employees





LOCATION MAPS



PARCEL MAP

Parcel #: 102-21-417A, 102-21-418A
Taxes (2017): \$100,704.50

36,978 VPD

INDIAN SCHOOL ROAD



102-21-418A

102-21-417A

67TH AVENUE: 37,608 VPD



SITE PLAN



INDIAN SCHOOL ROAD

67TH AVENUE

NOT A PART

NOT A PART

NOT A PART



PHOENIX
EVENT
CENTER

VACANT
9,555 SF



THE MENTA GROUP®

HARVEST
COMPASSION
1,200 SF
KABOOM
BEAUTY
metro PCS
USA INCOME
TAX
1,200 SF

LEASE PENDING



NOT A PART

VALERO

fray's

AERIAL MAP



PHOENIX, AZ

Phoenix is the capital and largest city of Arizona. It is home to 1,563,025 people according to the 2016 U.S. Census estimates. Phoenix is the 13th largest Metropolitan area by population in the United States with 4,400,000 residents. In addition, Phoenix is the county seat of Maricopa County, and is the sixth largest city in the United States by land area. The largest capital city in the United States, Phoenix is the only state capital with over 1,000,000 people. The evolution of Downtown Phoenix over the last 5 years has been significant with more than \$4 Billion invested in office space, retail, restaurants, educational facilities, convention space, and hotels.

Phoenix is the vibrant center of one of the fastest growing job markets and economies in the United States. Phoenix is home to a large number of high-tech, IT, renewable energy and bioscience industries. The city's economic base also includes a viable financial and advanced business services enterprises as well as a robust health sciences sector. The Phoenix area has a talented labor pool with the median age of its population at 33 years old, younger than the national average, and 28 percent of the total population hold a bachelor's degree. Engaged, high-quality colleges and universities are fundamental to a strong and sustainable economy and Phoenix has over 300,000 current college students. All three Arizona public universities have a presence in Phoenix, nine private academic institutions offering undergraduate and graduate degrees are located in Phoenix, and there are 17 other academic institutions.

In a landscape famous for red rocks, blue skies and golden sunshine, Greater Phoenix takes great pride in being green. The Phoenix Convention Center is LEED certified, METRO Light Rail is virtually pollution free, and the City of Phoenix has created more than 80 sustainability programs in water, energy and natural-resource conservation.

Phoenix's beautiful desert landscape and vast-sky sunsets aren't the only reasons people love to live and visit Phoenix. Within the beautiful desert lies urban sophistication: Resorts and spas, stadiums and arenas worthy of the world's biggest sports spectacles, restaurants with inspired cuisine and views, golf courses that beckon players the year round, and shopping centers with some of best globally recognized brands. Inc. Magazine ranked Phoenix as the best city to start and grow a company and the city ranks as the fastest growing city among cities in the United States with populations greater than one million. In Q1 of 2017 Forbes ranked Phoenix as the metro with the 8th fastest job growth rate among the 100 metro areas analyzed, and also 8th in America's 20 fastest growing cities.



QUICK FACTS

- Capital & Largest City of Arizona
- Most Populous Capital City in Nation
- Best City to Start and Grow a Business
- Population of Over 1.5 Million People
- Fastest Growing City with Over 1 Million People

AREA HIGHLIGHTS

MARYVALE BASEBALL PARK



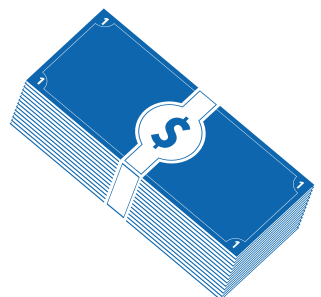
GRAND CANYON UNIVERSITY GOLF COURSE



BANNER ESTRELLA MEDICAL CENTER



POPULATION
381,883



AVERAGE HOUSEHOLD
INCOME
\$49,656



AVERAGE HOME VALUE
\$171,015

DEMOGRAPHICS

RENT ROLL

| Tenant Name | Unit Sqft | Lease From | Lease To | Annual PSF | Monthly Rent | Annual Rent | Lease Type | CAM Recapture | CAM PSF | Rent Increases | |
|--|-----------|------------|------------|------------|--------------|---------------|------------|---------------|---------------|----------------|-------------|
| Harvest Compassion Center | 3,600 | 01/01/2018 | 12/31/2022 | \$ 8.20 | \$ 2,460.00 | \$ 29,520.00 | NNN | \$ 15,660.00 | \$ 4.35 | Date | Amount |
| <i>*** Clothing and Food Bank with Multiple Locations ***</i> | | | | | | | | | | 1/1/2020 | \$2521.50 |
| | | | | | | | | | | 1/1/2021 | \$2647.50 |
| | | | | | | | | | | 1/1/2022 | \$2713.75 |
| Super Carniceria La Hereford | 2,500 | 12/21/2012 | 12/31/2018 | \$ 9.50 | \$ 1,979.32 | \$ 23,751.82 | NNN | \$ 10,875.00 | \$ 4.35 | | |
| Super Carniceria La Hereford | 2,455 | 11/01/1999 | 12/31/2020 | \$ 9.41 | \$ 1,925.36 | \$ 23,104.32 | NNN | \$ 10,679.25 | \$ 4.35 | Date | Amount |
| | | | | | | | | | | 1/1/2020 | \$2002.37 |
| Metro PCS | 1,500 | 03/01/2014 | 02/28/2020 | \$ 13.31 | \$ 1,664.09 | \$ 19,969.02 | NNN | \$ 6,525.00 | \$ 4.35 | Date | Amount |
| | | | | | | | | | | 3/1/2019 | \$1747.28 |
| Watermill | | 08/01/2002 | 08/01/2022 | | \$ 716.63 | \$ 8,599.50 | | | | | |
| Vacant | 1,200 | | | \$ 12.00 | \$ 1,200.00 | \$ 14,400.00 | | | \$ 4.35 | | |
| Vacant | 9,555 | | | \$ 10.00 | \$ 7,962.50 | \$ 95,550.00 | | | \$ 4.35 | | |
| Kaboom Nails | 920 | 01/01/2008 | 07/31/2020 | \$ 15.34 | \$ 1,175.90 | \$ 14,110.80 | NNN | \$ 4,002.00 | \$ 4.35 | Date | Amount |
| | | | | | | | | | | 8/1/2019 | \$1211.17 |
| Phoenix Event Center | 21,295 | 09/01/2017 | 05/13/2027 | \$ 4.37 | \$ 7,751.00 | \$ 93,012.00 | NNN | \$ 92,633.25 | \$ 4.35 | Date | Amount |
| | | | | | | | | | | 9/1/2019 | \$7983.53 |
| | | | | | | | | | | 9/1/2020 | \$8223.03 |
| | | | | | | | | | | 9/1/2021 | \$8469.72 |
| | | | | | | | | | | 9/1/2022 | \$8723.81 |
| | | | | | | | | | | 9/1/2023 | \$8985.53 |
| | | | | | | | | | | 9/1/2024 | \$9255.10 |
| | | | | | | | | | | 9/1/2025 | \$9532.75 |
| | | | | | | | | | | 9/1/2026 | \$9818.73 |
| Peter Piper Pizza | 11,040 | 06/01/1982 | 06/30/2027 | \$ 10.00 | \$ 9,200.00 | \$ 110,400.00 | NNN | \$ 48,024.00 | \$ 4.35 | Date | Amount |
| | | | | | | | | | | 7/1/2020 | \$9660.00 |
| | | | | | | | | | | 1/1/2024 | \$10,626.00 |
| The Menta Group - Southwest Academy | 18,097 | 01/23/2015 | 12/31/2021 | \$ 6.62 | \$ 9,983.58 | \$ 119,802.96 | NNN | \$ 78,721.95 | \$ 4.35 | Date | Amount |
| <i>*** Over 40 Years of Experience in Education. Multiple Locations in Multiple States ***</i> | | | | | | | | | | 6/1/2019 | \$10,183.25 |
| | | | | | | | | | | 6/1/2020 | \$10,386.91 |
| | | | | | | | | | | 6/1/2021 | \$10,594.65 |
| USA Income Tax | 1,200 | 01/01/2008 | 01/15/2019 | \$ 13.83 | \$ 1,382.50 | \$ 16,590.00 | NNN | \$ 5,220.00 | \$ 4.35 | | |
| (Pending Lease) | 1,200 | | | \$ 12.00 | \$ 1,200.00 | \$ 14,400.00 | | \$ 5,220.00 | \$ 4.35 | Date | Amount |
| <i>*** One 3rd Option @ 3% Annual Increases</i> | | | | | | | | | | | \$14,832.00 |
| | | | | | | | | | | | \$15,276.96 |
| | | | | | | | | | | | \$15,735.27 |
| | | | | \$ 10.23 | \$ 47,400.87 | \$ 583,210.42 | | | \$ 277,560.45 | | |

Total 74,562 Occupied 86% Vacant 14%

RENT PROJECTIONS

| Tenant Name | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | TOTAL |
|--------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| Harvest Compassion Center | \$ 2,400.00 | \$ 2,400.00 | \$ 2,400.00 | \$ 2,400.00 | \$ 2,400.00 | \$ 2,460.00 | \$ 2,460.00 | \$ 2,460.00 | \$ 2,460.00 | \$ 2,460.00 | \$ 2,460.00 | \$ 2,460.00 | \$ 29,220.00 |
| Super Carniceria La Hereford | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 1,979.32 | \$ 23,751.84 |
| Metro PCS | \$ 1,664.09 | \$ 1,664.09 | \$ 1,664.09 | \$ 1,664.09 | \$ 1,664.09 | \$ 1,664.09 | \$ 1,664.09 | \$ 1,747.28 | \$ 1,747.28 | \$ 1,747.28 | \$ 1,747.28 | \$ 1,747.28 | \$ 20,385.03 |
| Watermill | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 716.63 | \$ 8,599.56 |
| VACANT | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 14,400.00 |
| Super Carniceria La Hereford | \$ 1,833.68 | \$ 1,833.68 | \$ 1,833.68 | \$ 1,833.68 | \$ 1,833.68 | \$ 1,925.36 | \$ 1,925.36 | \$ 1,925.36 | \$ 1,925.36 | \$ 1,925.36 | \$ 1,925.36 | \$ 1,925.36 | \$ 22,645.92 |
| VACANT | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 7,962.50 | \$ 95,550.00 |
| Kaboom Nails | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 1,175.90 | \$ 14,110.80 |
| Phoenix Event Center | \$ 7,381.92 | \$ 7,751.00 | \$ 7,751.00 | \$ 7,751.00 | \$ 7,751.00 | \$ 7,751.00 | \$ 7,751.00 | \$ 7,751.00 | \$ 7,751.00 | \$ 7,751.00 | \$ 7,751.00 | \$ 7,751.00 | \$ 92,642.92 |
| Peter Piper Pizza | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 9,200.00 | \$ 110,400.00 |
| The Menta Group - Southwest Ac | \$ 9,983.58 | \$ 9,983.58 | \$ 9,983.58 | \$ 9,983.58 | \$ 9,983.58 | \$ 9,983.58 | \$ 9,983.58 | \$ 9,983.58 | \$ 9,983.58 | \$ 9,983.58 | \$ 10,183.25 | \$ 10,183.25 | \$ 120,202.30 |
| USA Income Tax | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 1,382.50 | \$ 16,590.00 |
| (Pending Lease) | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 1,200.00 | \$ 14,400.00 |
| | \$ 48,080.12 | \$ 48,449.20 | \$ 48,449.20 | \$ 48,449.20 | \$ 48,449.20 | \$ 48,600.88 | \$ 48,600.88 | \$ 48,684.07 | \$ 48,684.07 | \$ 48,684.07 | \$ 48,883.74 | \$ 48,883.74 | \$ 582,898.37 |

FINANCIAL ANALYSIS

| | 2018 Current at 86% Occupancy | Aug 2018 Forward Proforma at 95% Occupancy |
|---------------------------------|----------------------------------|---|
| Scheduled Gross Income | \$472,948 | \$582,898 |
| Percentage Rent | \$2,977 | \$2,977 |
| CAM Recapture | \$263,099 | \$278,770 |
| Adjusted Gross Income | \$739,024 | \$864,645 |
| (Less Vacancy Factor ACTUAL/5%) | Actuals | \$43,232 |
| TOTAL OPERATING EXPENSES | \$278,770 | \$278,770 |
| Less Operating Expenses | | |
| Net Operating Income | \$460,254 | \$542,643 |

List Price of \$6,475,000

\$86.84 psf

Actual Cap Rate of 7.11%

ProFroma Cap Rate of 8.38%



THE MENTA GROUP®

www.menta.com

The Menta Group is a dynamic, responsive, multi-state education non-profit, operating numerous private and public/private partnership schools. The organization firmly adheres to its policy to never give up on a child and that no student will be rejected, suspended, or expelled. The Menta Group has also expanded to offer additional non-profit educational services under the umbrella of Special Education Services (SES) as well as transportation services under the umbrella of Special Education Systems.



www.peterpiperpizza.com

Peter Piper Pizza is an Arizona-based pizza chain founded in 1973, which now has locations in Arizona, California, Florida, New Mexico, Texas, Oklahoma, Nevada, and Mexico, and formerly in Colorado, Utah, and Michigan. Peter Piper Pizza's are equipped with large dining areas that adjoins a game room with playground equipment and classic arcade games. Peter Piper Pizza ranked #2 in the Top 50 U.S. Pizzerias in sales per unit.



harvestcompassioncenter.org

The Harvest Compassion Center is a Mitchell Swaback Charities Project. Mitchell Swaback Charities (MSC) is a public, non-profit 501c who began operations in 2004. With strong supporters of MSC living in the Phoenix area, MSC's board of directors approved the vision of opening a local food and clothing bank in the Valley. This vision became a reality in 2011, when the Harvest Compassion Center (HCC) welcomed its first guest.



www.metropcs.com

MetroPCS is a prepaid wireless service in the United States that is part of T-Mobile US, Inc. MetroPCS provides nationwide talk, text, and data depending on the plan services using GSM, HSPA, HSPA+ and 4G LTE networks. T-Mobile currently covers 322,000,000 people, and brought in \$30,000,000,000 in revenue last year (2017).



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