

SOUTHERN 19 PLAZA

1717 WEST SOUTHERN AVENUE, PHOENIX, ARIZONA



OFFERING MEMORANDUM

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A RETAIL INVESTMENT OPPORTUNITY

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PROPERTY INFORMATION

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EXECUTIVE SUMMARY



PROPERTY SUMMARY

Sale Price:	\$2,050,000
Price Per SF:	\$120.73
Occupancy:	77%
Cap Rate:	6.5%
NOI:	\$132,396
Lot Size:	1.91 Acres
Building Size:	16,980 SF
Year Built:	2010
Zoning:	C-2
Cross Streets:	Southern Avenue & 19th Avenue
Traffic Count:	Southern Avenue: 26,864

PROPERTY OVERVIEW

Southern 19 Plaza is a 16,980 square foot retail center anchored by Family Dollar. The retail plaza is located in a strong Hispanic trade area, with excellent frontage along Southern Avenue. Other tenants include Boost Mobile, City Nail & Spa, Krispy Krunchy Chicken, Quick Check Tax, and a Clearly Water Kiosk. This is an excellent value-add opportunity.

LOCATION OVERVIEW

The retail plaza is located in South Phoenix near the southeast corner of major arterial streets: 19th Avenue and Southern Avenue.

PROPERTY HIGHLIGHTS

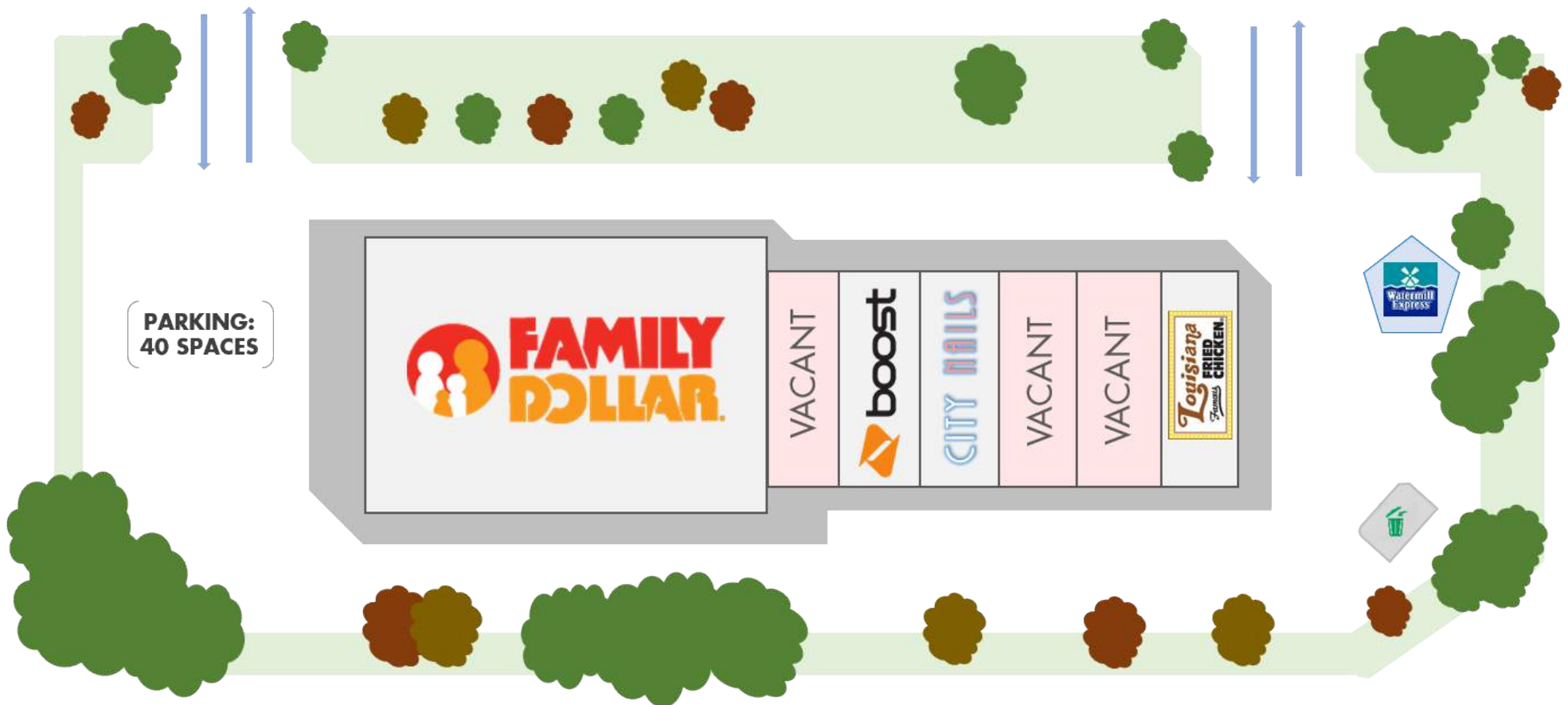
- Family Dollar Lease Recently Extended (Corporate Guarantee)
- Value-add Opportunity
- Proforma 9.06% Cap
- Strong Tenant Mix including Family Dollar and Boost Mobile
- Hispanic Trade Area
- Newer Construction
- Excellent Visibility along Southern Avenue (26,864 VPD)

ADDITIONAL PHOTOS



SITE PLAN

SOUTHERN AVENUE: 26,864 VPD



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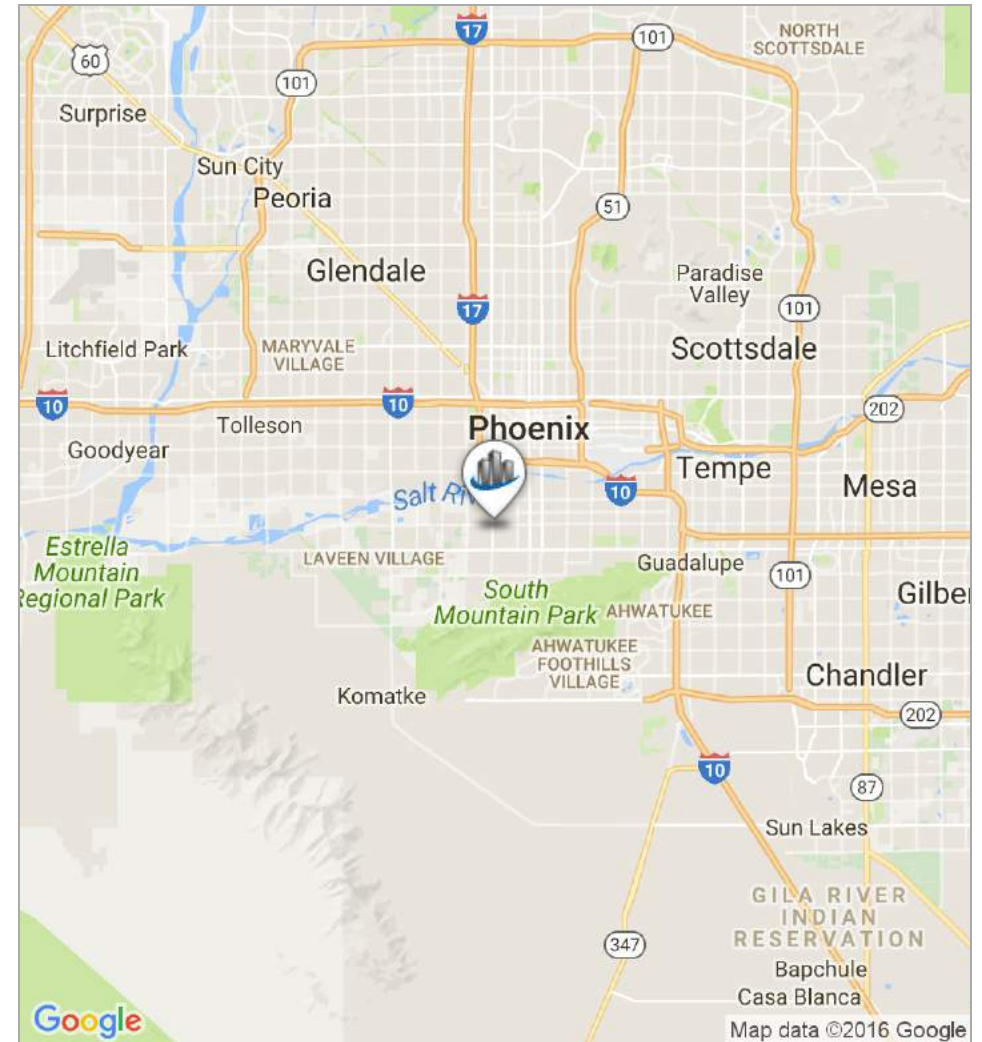
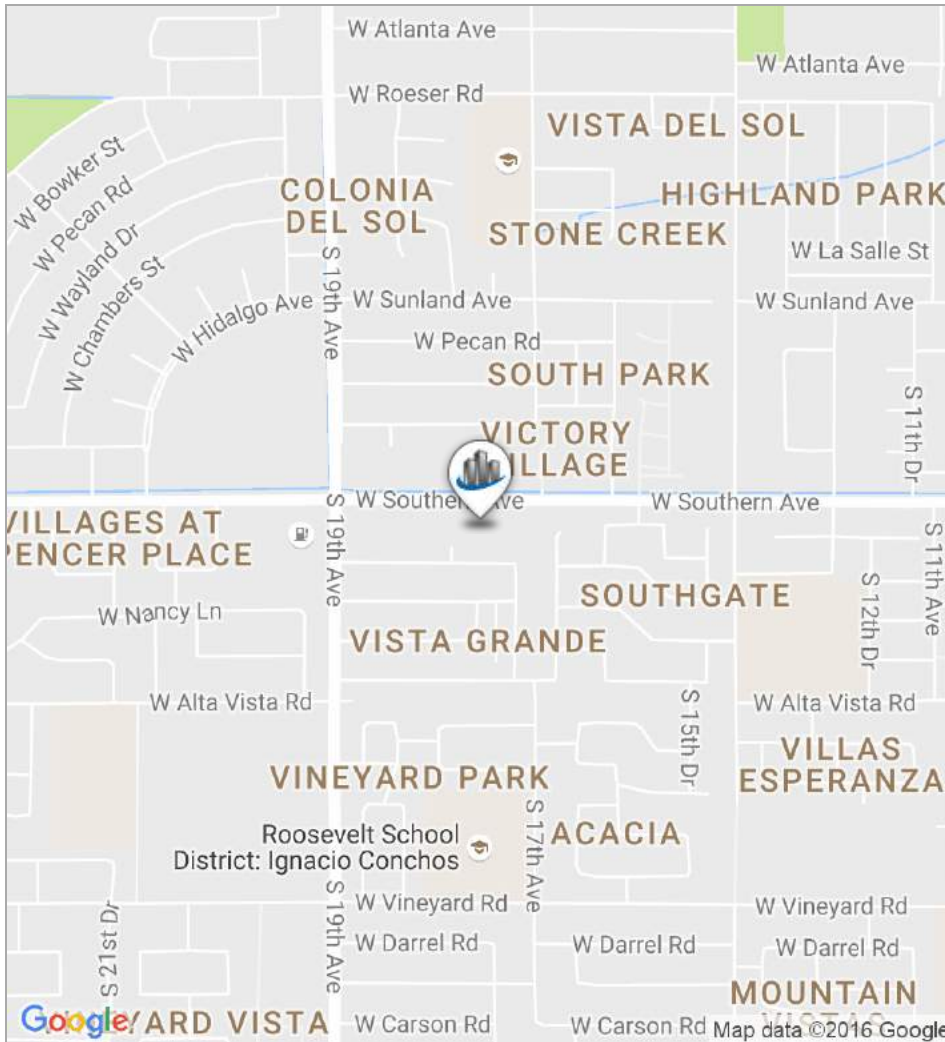
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LOCATION MAPS



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PARCEL MAP

PARCEL #:
105-84-164A

TOTAL TAXES (2016):
\$51,122.70

TOTAL LAND SIZE:
1.91 Acres



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AERIAL MAP



Phoenix

Phoenix is the capital and largest city of Arizona. It is home to 1,513,367 people according to the 2013 U.S. Census. The anchor of the Phoenix metropolitan area, Phoenix is the 14th largest metro area by population in the United States with more than 4.1 million people. 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.

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 2011 the Brookings Institution ranked Phoenix as the metro with the 7th fastest job growth rate among the 100 metro areas analyzed.

AZ Central named the current era the "Rise of Renter Nation" as more and more Phoenicians are choosing to rent over buy. About 47 percent of Phoenix-area residents are renters, which is above the U.S. average of 36 percent. &With the great job prospects, more people are moving to phoenix to further feed this trend.



CITY HIGHLIGHTS

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

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FINANCIAL ANALYSIS

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RENT ROLL AS OF APRIL 2017

Southern 19 Plaza - 1717 W Southern Avenue Phoenix, AZ

Tenant	Square Footage	Lease Start Date	Lease End Date	Rental Rate per Month	Rental Rate per Year	Monthly Rent	Annual Rent	CAM/SF	CAM Total
Family Dollar	9,180	9/10/2009	12/31/2023	\$ 1.15	\$ 13.78	\$ 10,541.67	\$ 126,500.04	\$ 3.19	\$ 29,284.20
Vacant	1,300			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
City Nail & Spa	1,300	5/1/2011	10/31/2019	\$ 0.70	\$ 8.45	\$ 915.65	\$ 10,987.80	\$ 5.39	\$ 6,318.00
Boost Mobile	1,300	8/2/2012	11/30/2020	\$ 0.89	\$ 10.73	\$ 1,162.50	\$ 13,950.00	\$ 5.39	\$ 6,214.00
Vacant	1,300			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Vacant	1,300			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Louisiana Fried Chicken	1,300	9/1/2015	12/31/2022	\$ 1.13	\$ 13.50	\$ 1,462.50	\$ 17,550.00	\$ 5.39	\$ 6,214.00
Clearly Water LTD		9/21/2009	8/31/2019			\$ 575.00	\$ 6,900.00		
Totals	16,980 SF			\$ 0.86	\$ 10.36	\$ 14,657.32	\$ 175,887.84		\$ 48,030.20

Occupied 77.03%
Vacant 22.97%

FINANCIAL ANALYSIS

INCOME/EXPENSE INFORMATION		Actual Occupancy	Proforma at 95% Occupied, \$12/PSF
Base Rent		\$ 175,888	\$ 222,688.00
CAM & Insurance Reimbursement		\$ 48,030	\$ 69,051.00
Total Revenue		\$ 223,918	\$ 291,739
Less Vacancy (Actual)		<u>Actual</u>	\$ 14,587
Adjusted Gross Revenue		\$ 223,918	\$ 277,152
Less Operating Expenses	\$5.39 psf	\$ 91,522	\$ 91,522
Net Operating Income		\$ 132,396	\$ 185,630

Pricing Analysis:	Pricing	\$/PSF	Actual Cap Rate
Price Of:	\$2,050,000	\$120.73	6.46%
Proforma:	\$2,050,000	\$120.73	9.06%



Family Dollar

Family Dollar is a massive national brand in the discount store business, first opening in 1959. Right from the start, owner Leon Levine, had a well-developed philosophy of what Family Dollar would be and how it would operate, a philosophy from which he and his management team have never strayed. The concept is a simple one, "the customers are the boss, and you need to keep them happy." This concept for a self-serve, cash-and-carry neighborhood discount store in low to middle income neighborhoods proved so successful that today Family Dollar is a chain with over 8,000 stores from Maine to California.



Boost Mobile

Boost Mobile gives their customers something the other prepaid cell phone carriers don't: Simplicity. The company offers three easy-to-understand plans that all include unlimited talk, text and data. Boost Mobile further simplifies the shopping experience by making the monthly plans available on all phone types. This means their customers don't have to pay a monthly premium for a smartphone. Boost Mobile is a newer phone company that is continuing to grow and expand.

Other Tenants

City Nails & Spa
Krispy Krunchy Chicken
Clearly Water LTD

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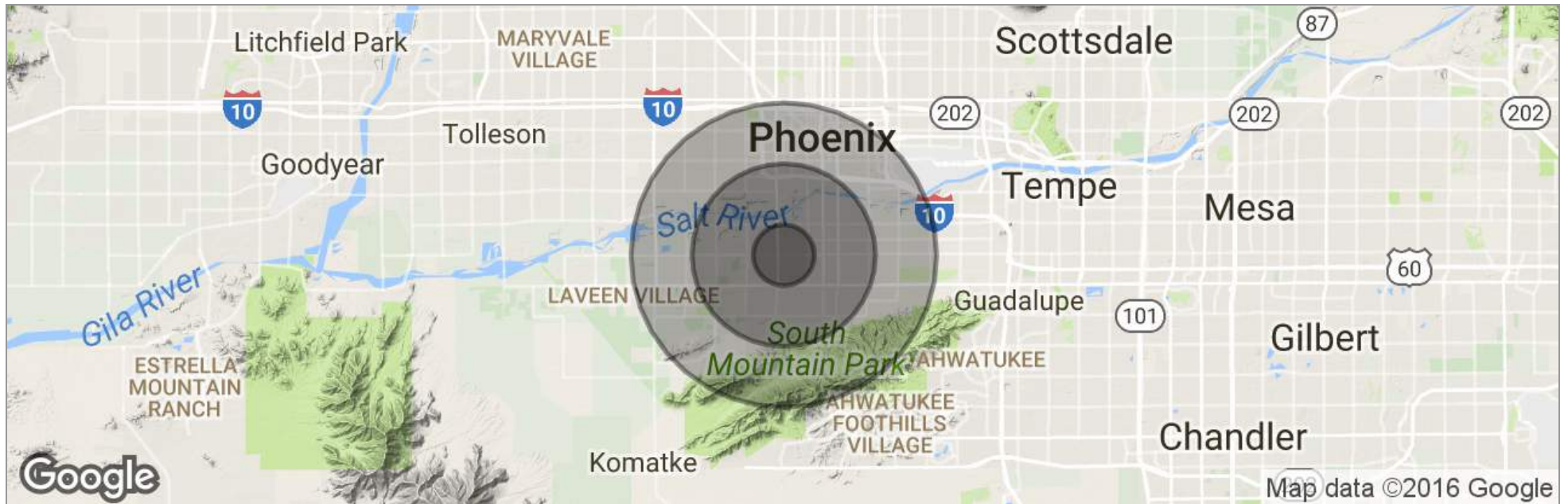
DEMOGRAPHICS REPORT

	1 MILE	3 MILES	5 MILES
Total households	4,634	23,175	53,406
Total persons per hh	3.7	3.5	3.4
Average hh income	\$49,908	\$51,139	\$51,695
Average house value	\$201,319	\$166,016	\$212,860
	1 MILE	3 MILES	5 MILES
Total population	17,010	81,858	183,651
Median age	26.3	27.8	28.9
Median age (male)	25.9	27.2	28.3
Median age (female)	27.2	28.5	29.2
	1 MILE	3 MILES	5 MILES
Total population - White / % White	10,165 / 59.8%	54,082 / 66.1%	122,870 / 66.9%
Total population - Black / % Black	2,795 / 16.4%	11,337 / 13.8%	27,078 / 14.7%
Total population - Asian / % Asian	380 / 2.2%	1,140 / 1.4%	3,364 / 1.8%
Total population - Hawaiian / % Hawaiian	20 / 0.1%	343 / 0.4%	606 / 0.3%
Total population - Indian / % Indian	183 / 1.1%	1,911 / 2.3%	4,406 / 2.4%
Total population - Other / % Other	2,886 / 17.0%	10,415 / 12.7%	20,177 / 11.0%

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DEMOGRAPHICS MAP



	1 Mile	3 Miles	5 Miles
Total Population	17,010	81,858	183,651
Population Density	5,414	2,895	2,338
Median Age	26.3	27.8	28.9
Median Age (Male)	25.9	27.2	28.3
Median Age (Female)	27.2	28.5	29.2
Total Households	4,634	23,175	53,406
# of Persons Per HH	3.7	3.5	3.4
Average HH Income	\$49,908	\$51,139	\$51,695
Average House Value	\$201,319	\$166,016	\$212,860

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