



For Sale 6,115 SF Retail Building Perfect For Owner/User

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Suite 150  
Phoenix, AZ 85016  
avisonyoung.com

Availability

- 6,115 sf

Price

- \$975,000
- Own for lower cost than leasing with SBA Financing

Lease Type

- Triple Net

Features

- Huge monument sign along 35th Avenue
- Abundant parking
- Close proximity to ASU West Campus
- Close to Fry's grocery store

Traffic Counts

- 35th Avenue: ±28,549 CPD
- Thunderbird Road: ±45,799 CPD

Notable Tenants at Intersection



2020 Demographics	1 MILE	3 MILE	5 MILE
Estimated Population	21,018	148,941	416,696
Avg Household Income	\$70,893	\$71,318	\$74,645
Daytime Employment	3,451	56,529	136,990



## Estimated SBA Loan Terms

### Purchase Price

- \$975,000
- Estimated cost with SBA 10% down financing

### Down Payment

- \$97,500

### Points, Legal & Closing Costs

- \$15,000

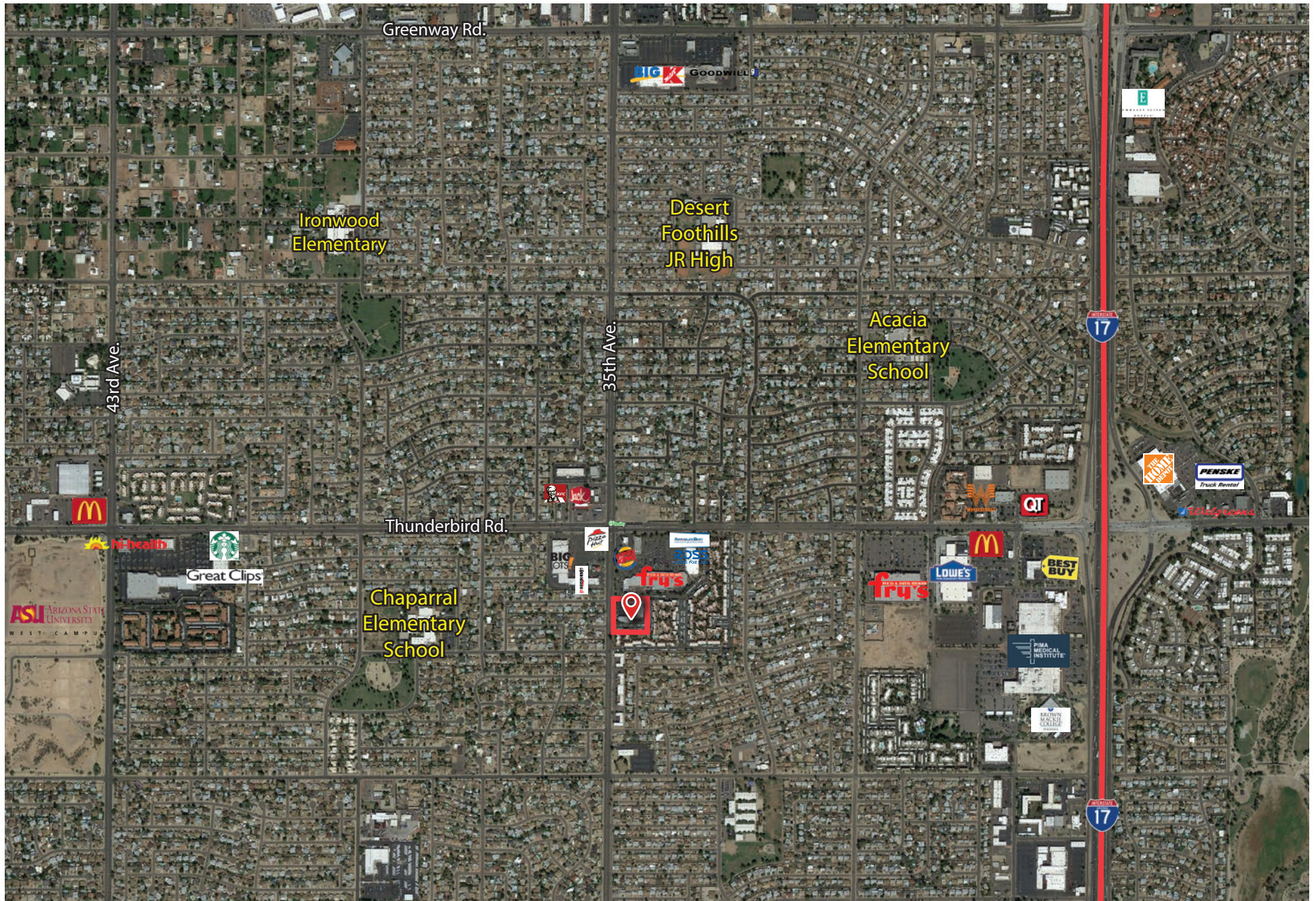
### Total Initial Investment

- \$112,500

### Terms

- Principal Balance of \$877,500 at 4% interest amortized over 25 years
- Annual Mortgage Payment of \$55,397 or \$9.06 psf
- The first year principal reduction on the loan balance would be \$20,297 or an 18% return on the initial investment





# Demographics | 1-Mile, 3-Mile, 5-Mile Radius

Lat/Lon: 33.6109/-112.1339

N 35th Ave & W Thunderbird Rd					
	1 mi radius		3 mi radius		5 mi radius
<b>Population</b>					
Estimated Population (2020)	21,018	148,941	416,696		
Projected Population (2025)	22,617	161,416	452,973		
Census Population (2010)	19,850	136,050	377,027		
Census Population (2000)	19,581	141,039	386,486		
Projected Annual Growth (2020 to 2025)	1,599 1.5%	12,475 1.7%	36,277 1.7%		
Historical Annual Growth (2010 to 2020)	1,168 0.6%	12,891 0.9%	39,669 1.1%		
Historical Annual Growth (2000 to 2010)	269 0.1%	-4,989 -0.4%	-9,459 -0.2%		
Estimated Population Density (2020)	6,694 psm	5,270 psm	5,308 psm		
Trade Area Size	3.1 sq mi	28.3 sq mi	78.5 sq mi		
<b>Households</b>					
Estimated Households (2020)	7,793	57,021	162,208		
Projected Households (2025)	8,047	59,366	169,523		
Census Households (2010)	7,284	51,343	144,773		
Census Households (2000)	7,015	52,708	146,358		
Estimated Households with Children (2020)	2,627 33.7%	18,317 32.1%	51,148 31.5%		
Estimated Average Household Size (2020)	2.69	2.58	2.55		
<b>Average Household Income</b>					
Estimated Average Household Income (2020)	\$70,893	\$71,318	\$74,645		
Projected Average Household Income (2025)	\$78,958	\$79,196	\$83,098		
Estimated Average Family Income (2020)	\$76,942	\$83,269	\$88,982		
<b>Median Household Income</b>					
Estimated Median Household Income (2020)	\$57,476	\$61,206	\$62,221		
Projected Median Household Income (2025)	\$67,474	\$71,974	\$72,934		
Estimated Median Family Income (2020)	\$66,750	\$73,585	\$75,447		
<b>Per Capita Income</b>					
Estimated Per Capita Income (2020)	\$26,323	\$27,400	\$29,147		
Projected Per Capita Income (2025)	\$28,126	\$29,215	\$31,181		
Estimated Per Capita Income 5 Year Growth	\$1,803 6.8%	\$1,816 6.6%	\$2,035 7.0%		
Estimated Average Household Net Worth (2020)	\$530,607	\$529,729	\$599,502		
<b>Daytime Demos (2020)</b>					
Total Businesses	364	4,795	12,697		
Total Employees	3,451	56,529	136,990		
Company Headquarter Businesses	-	19 0.4%	53 0.4%		
Company Headquarter Employees	-	4,466 7.9%	12,733 9.3%		
Employee Population per Business	9.5	11.8	10.8		
Residential Population per Business	57.7	31.1	32.8		

Lat/Lon: 33.6109/-112.1339

N 35th Ave & W Thunderbird Rd					
	1 mi radius		3 mi radius		5 mi radius
<b>Race &amp; Ethnicity</b>					
White (2020)	15,163 72.1%	106,619 71.6%	293,980 70.6%		
Black or African American (2020)	1,159 5.5%	8,830 5.9%	25,930 6.2%		
American Indian or Alaska Native (2020)	360 1.7%	2,880 1.9%	8,112 1.9%		
Asian (2020)	846 4.0%	6,403 4.3%	20,912 5.0%		
Hawaiian or Pacific Islander (2020)	51 0.2%	324 0.2%	837 0.2%		
Other Race (2020)	2,565 12.2%	17,460 11.7%	49,819 12.0%		
Two or More Races (2020)	874 4.2%	6,425 4.3%	17,107 4.1%		
Not Hispanic or Latino Population (2020)	15,456 73.5%	108,722 73.0%	300,592 72.1%		
Hispanic or Latino Population (2020)	5,562 26.5%	40,219 27.0%	116,104 27.9%		
Not Hispanic or Latino Population (2025)	16,437 72.7%	116,430 72.1%	323,016 71.3%		
Hispanic or Latino Population (2025)	6,180 27.3%	44,986 27.9%	129,957 28.7%		
Not Hispanic or Latino Population (2010)	15,275 77.0%	103,564 76.1%	283,817 75.3%		
Hispanic or Latino Population (2010)	4,575 23.0%	32,486 23.9%	93,210 24.7%		
Not Hispanic or Latino Population (2000)	16,974 86.7%	121,141 85.9%	325,430 84.2%		
Hispanic or Latino Population (2000)	2,607 13.3%	19,898 14.1%	61,056 15.8%		
Projected Hispanic Annual Growth (2020 to 2025)	619 2.2%	4,767 2.4%	13,853 2.4%		
Historic Hispanic Annual Growth (2000 to 2020)	2,954 5.7%	20,321 5.1%	55,048 4.5%		
<b>Age Distribution (2020)</b>					
Age Under 5	1,230 5.9%	8,955 6.0%	25,185 6.0%		
Age 5 to 9 Years	1,279 6.1%	8,839 5.9%	25,012 6.0%		
Age 10 to 14 Years	1,427 6.8%	9,692 6.5%	26,998 6.5%		
Age 15 to 19 Years	1,530 7.3%	10,222 6.9%	27,873 6.7%		
Age 20 to 24 Years	1,492 7.1%	10,338 6.9%	28,955 6.9%		
Age 25 to 29 Years	1,591 7.6%	11,528 7.7%	32,716 7.9%		
Age 30 to 34 Years	1,452 6.9%	10,572 7.1%	29,628 7.1%		
Age 35 to 39 Years	1,451 6.9%	9,651 6.5%	27,216 6.5%		
Age 40 to 44 Years	1,352 6.4%	9,252 6.2%	26,083 6.3%		
Age 45 to 49 Years	1,385 6.6%	9,746 6.5%	27,532 6.6%		
Age 50 to 54 Years	1,347 6.4%	9,648 6.5%	27,374 6.6%		
Age 55 to 59 Years	1,349 6.4%	9,859 6.6%	27,836 6.7%		
Age 60 to 64 Years	1,170 5.6%	8,684 5.8%	24,087 5.8%		
Age 65 to 74 Years	1,829 8.7%	12,876 8.6%	35,444 8.5%		
Age 75 to 84 Years	865 4.1%	6,429 4.3%	17,815 4.3%		
Age 85 Years or Over	269 1.3%	2,651 1.8%	6,944 1.7%		
Median Age	36.1	36.9	36.9		
<b>Gender Age Distribution (2020)</b>					
Female Population	10,362 49.3%	75,201 50.5%	210,264 50.5%		
Age 0 to 19 Years	2,615 25.2%	18,281 24.3%	50,975 24.2%		
Age 20 to 64 Years	6,143 59.3%	44,529 59.2%	125,312 59.6%		
Age 65 Years or Over	1,604 15.5%	12,391 16.5%	33,977 16.2%		
Female Median Age	37.1	38.5	38.4		
Male Population	10,656 50.7%	73,740 49.5%	206,432 49.5%		
Age 0 to 19 Years	2,851 26.8%	19,428 26.3%	54,093 26.2%		
Age 20 to 64 Years	6,446 60.5%	44,748 60.7%	126,114 61.1%		
Age 65 Years or Over	1,359 12.8%	9,564 13.0%	26,225 12.7%		
Male Median Age	35.1	35.4	35.6		

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Demographic Source: Applied Geographic Solutions 4/2020, TIGER Geography



# Demographics | 1-Mile, 3-Mile, 5-Mile Radius

Lat/Lon: 33.6109/-112.1339

RFS

N 35th Ave & W Thunderbird Rd				
	1 mi radius	3 mi radius	5 mi radius	
<b>Household Income Distribution (2020)</b>				
HH Income \$200,000 or More	278 3.6%	1,592 2.8%	6,474 4.0%	
HH Income \$150,000 to \$199,999	249 3.2%	2,493 4.4%	7,760 4.8%	
HH Income \$100,000 to \$149,999	1,053 13.5%	8,137 14.3%	22,751 14.0%	
HH Income \$75,000 to \$99,999	1,018 13.1%	8,441 14.8%	22,680 14.0%	
HH Income \$50,000 to \$74,999	1,821 23.4%	12,509 21.9%	33,250 20.5%	
HH Income \$35,000 to \$49,999	1,289 16.5%	8,615 15.1%	24,306 15.0%	
HH Income \$25,000 to \$34,999	768 9.9%	4,995 8.8%	14,669 9.0%	
HH Income \$15,000 to \$24,999	668 8.6%	5,234 9.2%	15,699 9.7%	
HH Income Under \$15,000	649 8.3%	5,004 8.8%	14,620 9.0%	
HH Income \$35,000 or More	5,708 73.2%	41,787 73.3%	117,221 72.3%	
HH Income \$75,000 or More	2,598 33.3%	20,663 36.2%	59,664 36.8%	
<b>Housing (2020)</b>				
Total Housing Units	7,980	58,765	167,613	
Housing Units Occupied	7,793 97.7%	57,021 97.0%	162,208 96.8%	
Housing Units Owner-Occupied	4,796 61.5%	33,009 57.9%	92,058 56.8%	
Housing Units, Renter-Occupied	2,997 38.5%	24,013 42.1%	70,149 43.2%	
Housing Units, Vacant	187 2.4%	1,744 3.1%	5,405 3.3%	
<b>Marital Status (2020)</b>				
Never Married	7,177 42.0%	44,118 36.3%	123,202 36.3%	
Currently Married	6,595 38.6%	47,319 39.0%	133,233 39.2%	
Separated	767 4.5%	6,022 5.0%	17,071 5.0%	
Widowed	778 4.6%	6,835 5.6%	17,975 5.3%	
Divorced	1,765 10.3%	17,161 14.1%	48,020 14.1%	
<b>Household Type (2020)</b>				
Population Family	17,451 83.0%	120,092 80.6%	332,744 79.9%	
Population Non-Family	3,510 16.7%	27,195 18.3%	80,142 19.2%	
Population Group Quarters	57 0.3%	1,654 1.1%	3,810 0.9%	
Family Households	5,160 66.2%	36,237 63.5%	101,031 62.3%	
Non-Family Households	2,633 33.8%	20,785 36.5%	61,177 37.7%	
Married Couple with Children	1,502 22.8%	9,999 21.1%	28,308 21.2%	
Average Family Household Size	3.4	3.3	3.3	
<b>Household Size (2020)</b>				
1 Person Households	1,965 25.2%	15,899 27.9%	46,793 28.8%	
2 Person Households	2,429 31.2%	17,816 31.2%	51,187 31.6%	
3 Person Households	1,313 16.9%	9,414 16.5%	25,920 16.0%	
4 Person Households	1,023 13.1%	7,068 12.4%	19,570 12.1%	
5 Person Households	591 7.6%	3,878 6.8%	10,499 6.5%	
6 or More Person Households	472 6.1%	2,948 5.2%	8,239 5.1%	
<b>Household Vehicles (2020)</b>				
Households with 0 Vehicles Available	423 5.4%	4,025 7.1%	11,584 7.1%	
Households with 1 Vehicles Available	2,725 35.0%	20,517 36.0%	59,620 36.8%	
Households with 2 or More Vehicles Available	4,646 59.6%	32,479 57.0%	91,004 56.1%	
Total Vehicles Available	14,644	103,337	288,769	
Average Vehicles Per Household	1.9	1.8	1.8	

Lat/Lon: 33.6109/-112.1339

RFS

N 35th Ave & W Thunderbird Rd				
	1 mi radius	3 mi radius	5 mi radius	
<b>Labor Force (2020)</b>				
Estimated Labor Population Age 16 Years or Over	16,807	119,605	334,358	
Estimated Civilian Employed	10,783 64.2%	75,480 63.1%	211,610 63.3%	
Estimated Civilian Unemployed	397 2.4%	3,045 2.5%	9,061 2.7%	
Estimated in Armed Forces	-	-	197 -	
Estimated Not in Labor Force	5,627 33.5%	41,009 34.3%	113,490 33.9%	
Unemployment Rate	2.4%	2.5%	2.7%	
<b>Occupation (2020)</b>				
Occupation: Population Age 16 Years or Over	10,783	75,480	211,610	
Management, Business, Financial Operations	1,362 12.6%	9,831 13.0%	30,206 14.3%	
Professional, Related	1,935 17.9%	14,574 19.3%	42,420 20.0%	
Service	2,111 19.6%	14,950 19.8%	40,795 19.3%	
Sales, Office	2,625 24.3%	19,268 25.5%	53,392 25.2%	
Farming, Fishing, Forestry	7 -	110 0.1%	334 0.2%	
Construct, Extraction, Maintenance	1,300 12.1%	7,319 9.7%	19,375 9.2%	
Production, Transport Material Moving	1,443 13.4%	9,428 12.5%	25,088 11.9%	
White Collar Workers	5,922 54.9%	43,673 57.9%	126,017 59.6%	
Blue Collar Workers	4,861 45.1%	31,808 42.1%	85,593 40.4%	
<b>Consumer Expenditure (2020)</b>				
Total Household Expenditure	\$431.23 M	\$3.16 B	\$9.24 B	
Total Non-Retail Expenditure	\$226.72 M	52.6% \$1.66 B	52.6% \$4.87 B	52.7%
Total Retail Expenditure	\$204.51 M	47.4% \$1.5 B	47.4% \$4.37 B	47.3%
Apparel	\$15.07 M	3.5% \$110.48 M	3.5% \$323.85 M	3.5%
Contributions	\$13.46 M	3.1% \$98.77 M	3.1% \$292.39 M	3.2%
Education	\$11.86 M	2.8% \$87.55 M	2.8% \$262.41 M	2.8%
Entertainment	\$23.99 M	5.6% \$176.14 M	5.6% \$516.38 M	5.6%
Food and Beverages	\$64.26 M	14.9% \$470.7 M	14.9% \$1.37 B	14.8%
Furnishings and Equipment	\$14.92 M	3.5% \$109.65 M	3.5% \$321.19 M	3.5%
Gifts	\$10.05 M	2.3% \$73.59 M	2.3% \$218.7 M	2.4%
Health Care	\$37.12 M	8.6% \$271.65 M	8.6% \$789.69 M	8.5%
Household Operations	\$16.68 M	3.9% \$122.24 M	3.9% \$358.81 M	3.9%
Miscellaneous Expenses	\$8.1 M	1.9% \$59.47 M	1.9% \$174.07 M	1.9%
Personal Care	\$5.77 M	1.3% \$42.37 M	1.3% \$123.87 M	1.3%
Personal Insurance	\$2.9 M	0.7% \$21.31 M	0.7% \$62.89 M	0.7%
Reading	\$929.19 K	0.2% \$6.82 M	0.2% \$19.99 M	0.2%
Shelter	\$90.99 M	21.1% \$667.69 M	21.1% \$1.95 B	21.1%
Tobacco	\$2.84 M	0.7% \$20.61 M	0.7% \$59.32 M	0.6%
Transportation	\$79.32 M	18.4% \$580.92 M	18.4% \$1.69 B	18.3%
Utilities	\$32.99 M	7.6% \$240.62 M	7.6% \$697.94 M	7.6%
<b>Educational Attainment (2020)</b>				
Adult Population Age 25 Years or Over	14,060	100,895	282,673	
Elementary (Grade Level 0 to 8)	695 4.9%	4,222 4.2%	12,123 4.3%	
Some High School (Grade Level 9 to 11)	1,292 9.2%	7,850 7.8%	20,340 7.2%	
High School Graduate	3,808 27.1%	27,674 27.4%	76,866 27.2%	
Some College	3,514 25.0%	27,419 27.2%	73,564 26.0%	
Associate Degree Only	1,384 9.8%	10,082 10.0%	27,283 9.7%	
Bachelor Degree Only	2,233 15.9%	16,053 15.9%	47,196 16.7%	
Graduate Degree	1,134 8.1%	7,594 7.5%	25,302 9.0%	

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Demographic Source: Applied Geographic Solutions 4/2020, TIGER Geography



# Demographics | 1-Mile, 3-Mile, 5-Mile Radius

Lat/Lon: 33.6109/-112.1339

RF5

## N 35th Ave & W Thunderbird Rd

	1 mi radius	3 mi radius	5 mi radius
<b>Units In Structure (2020)</b>			
1 Detached Unit	5,486 75.3%	36,937 71.9%	100,041 69.1%
1 Attached Unit	281 3.9%	2,295 4.5%	6,822 4.7%
2 to 4 Units	171 2.3%	2,736 5.3%	9,269 6.4%
5 to 9 Units	221 3.0%	3,706 7.2%	10,530 7.3%
10 to 19 Units	880 12.1%	4,136 8.1%	11,728 8.1%
20 to 49 Units	200 2.7%	1,348 2.6%	5,285 3.7%
50 or More Units	435 6.0%	4,531 8.8%	12,184 8.4%
Mobile Home or Trailer	116 1.6%	1,294 2.5%	6,070 4.2%
Other Structure	4 -	38 -	278 0.2%
<b>Homes Built By Year (2020)</b>			
Homes Built 2010 or later	205 2.8%	1,688 3.3%	5,393 3.7%
Homes Built 2000 to 2009	629 8.6%	4,531 8.8%	14,158 9.8%
Homes Built 1990 to 1999	852 11.7%	6,815 13.3%	26,676 18.4%
Homes Built 1980 to 1989	1,296 17.8%	12,842 25.0%	41,706 28.8%
Homes Built 1970 to 1979	2,992 41.1%	22,393 43.6%	48,177 33.3%
Homes Built 1960 to 1969	1,559 21.4%	6,774 13.2%	16,204 11.2%
Homes Built 1950 to 1959	190 2.6%	1,467 2.9%	7,387 5.1%
Homes Built Before 1949	70 1.0%	511 1.0%	2,506 1.7%
<b>Home Values (2020)</b>			
Home Values \$1,000,000 or More	23 0.5%	150 0.5%	533 0.6%
Home Values \$500,000 to \$999,999	227 5.1%	1,512 4.9%	5,641 6.6%
Home Values \$400,000 to \$499,999	172 3.8%	1,500 4.9%	5,823 6.8%
Home Values \$300,000 to \$399,999	379 8.4%	3,746 12.2%	13,080 15.3%
Home Values \$200,000 to \$299,999	1,896 42.3%	12,385 40.5%	31,144 36.4%
Home Values \$150,000 to \$199,999	1,264 28.2%	7,758 25.3%	18,595 21.7%
Home Values \$100,000 to \$149,999	527 11.8%	3,146 10.3%	8,541 10.0%
Home Values \$70,000 to \$99,999	130 2.9%	1,009 3.3%	2,802 3.3%
Home Values \$50,000 to \$69,999	53 1.2%	310 1.0%	1,191 1.4%
Home Values \$25,000 to \$49,999	22 0.5%	239 0.8%	1,002 1.2%
Home Values Under \$25,000	86 1.9%	1,059 3.5%	3,241 3.8%
Owner-Occupied Median Home Value	\$212,495	\$221,104	\$235,176
Renter-Occupied Median Rent	\$888	\$892	\$885
<b>Transportation To Work (2020)</b>			
Drive to Work Alone	7,776 75.6%	56,048 76.5%	156,704 76.3%
Drive to Work in Carpool	1,435 14.0%	8,073 11.0%	22,146 10.8%
Travel to Work by Public Transportation	147 1.4%	2,066 2.8%	5,806 2.8%
Drive to Work on Motorcycle	31 0.3%	231 0.3%	701 0.3%
Walk or Bicycle to Work	267 2.6%	1,400 1.9%	4,386 2.1%
Other Means	158 1.5%	1,091 1.5%	3,130 1.5%
Work at Home	468 4.6%	4,390 6.0%	12,516 6.1%
<b>Travel Time (2020)</b>			
Travel to Work in 14 Minutes or Less	2,574 25.0%	15,808 21.6%	41,233 20.1%
Travel to Work in 15 to 29 Minutes	3,687 35.9%	27,737 37.8%	77,126 37.6%
Travel to Work in 30 to 59 Minutes	3,217 31.3%	23,027 31.4%	67,353 32.8%
Travel to Work in 60 Minutes or More	794 7.7%	4,261 5.8%	12,615 6.1%
Average Minutes Travel to Work	22.2	23.3	24.2

