



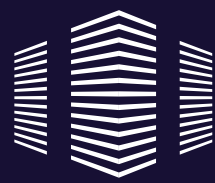
Marquee

4419 NORTH SCOTTSDALE ROAD, SCOTTSDALE AZ



IM  
MARQUEE

Marquee



**STOCKDALE**  
CAPITAL PARTNERS

**DEVELOPER**

Stockdale Capital Partners originated out of the family office of Triyar Companies, Inc. a successful real estate firm with over 50 years of experience and nearly \$2.0 billion of owned assets with a primary focus in the Southwest.

**CBRE**

**LEASING BROKER**

CBRE is the world's largest commercial real estate services and investment firm. CBRE has approximately 44,000 employees and serves real estate owners, investors and occupiers through approximately 350 offices worldwide.

**± 2800K**

**TOTAL SQUARE FEET**

# THE PROJECT



## HIGHLIGHTS

<b>TOTAL SQUARE FEET</b>	±286,000 SF
<b>TOTAL FLOORS</b>	12
<b>PARKING RATIO</b>	4:1,000
<b>FEATURE</b>	10' floor to ceiling glass 8th floor amenity deck Rooftop deck

## FLOORS

<b>1ST FLOOR</b>	Retail / lobby
<b>2ND-7TH FLOORS</b>	Parking garage
<b>8TH-12TH FLOORS</b>	±48,000 SF office per floor

**WHERE DO  
YOU GROW?**



LA – San Francisco – NY

VS



Scottsdale

\$130K

**AVERAGE TECH SALARIES**

\$80K

\$130K x 333

**50,000 SF @ 150 SF/PERSON**

\$80K x 333

Equals 333 People



\$43.29M

Salaries x Headcount Equals Annual Employee Salary Costs

\$26.6M

50,000 SF  
@ \$70.00 PSF Gross

**REAL ESTATE COSTS**

50,000 SF  
@ \$45.00 PSF Gross

Class A Rents



\$3.5M

Per Year

\$2.25M

\$216.4M + \$17.5M

**TOTAL**

\$133.2M + \$11.25M



(5 Year Salary + Real Estate)



**\$233.9M**



**\$144.45M**

**CHOOSING PHOENIX-SCOTTSDALE WILL SAVE \$89.45M**

in combined labor and real estate cost over a 5-year period

**TO BE MORE SPECIFIC...**

**DOWNTOWN**

**SCOTTSDALE**





M  
MARQUEE

SCOTTSDALE ROAD

CAMELBACK ROAD

SCOTTSDALE ROAD

STETSON DRIVE

6TH AVENUE

CIVIC CENTER PLAZA

75TH STREET

DRINKWATER BOULEVARD

3RD AVENUE

INDIAN SCHOOL ROAD



# WHY DOWNTOWN SCOTTSDALE?

**LIVE, WORK, PLAY = BEST ADDRESS TO RECRUIT GREAT TALENT**



**90**  
WALK SCORE

SOURCE WALKSCORE.COM

It looks great! We're excited about the building and the space, and downtown Scottsdale. It's so vibrant and has that walk-ability to it.

*Yelp Chief Operating Officer Geoff Donaker said about The Galleria*

There's a great tech community here and also a lot of talent. Look at a place like San Francisco, there's a lot of people competing for talent. You come out here and it's a hidden gem.

*Phil Hansen, Clearlink CEO*



**13.6%**  
OF DOWNTOWN  
SCOTTSDALE JOBS  
ARE SALES JOBS

SOURCE ESRI 2018

**40.7%**

OF DOWNTOWN SCOTTSDALE  
POPULATION IS 21-44 YEARS OLD

SOURCE ESRI 2018

We wanted our Scottsdale office to be closer to restaurants, hotels and other attractions and amenities. We thought the Galleria was a really innovative and comfortable space and very compatible for what we're doing. This is a home run!

*Jon Hunter, Ca Technologies' Senior Vice President and General Manager for North America*

I see Phoenix as the next major tech hub in the U.S. There's so much talent here with other well-known tech companies. We decided Phoenix was really the place to be.

*Parker Conrad, CEO and Co-founder of Zenefits*



# 2,891

MULTI-FAMILY UNITS DELIVERED  
SINCE 2018 IN DOWNTOWN SCOTTSDALE

SOURCE AXIOMETRICS 2018



# 64%

DOWNTOWN  
SCOTTSDALE  
POPULATION HAVE  
AN ASSOCIATES  
DEGREE OR HIGHER

SOURCE ESRI 2018

Scottsdale has a welcoming, business friendly culture and has been a great partner. The growing technology hub and high volume of universities and colleges surrounding Scottsdale gives us access to a strong talent pool that will be an invaluable resource for web.com.

*Court Cunningham, web.com CEO*

# 3.4%

HOUSEHOLD GROWTH  
FROM 2010 – 2018



# 2.3%

PROJECTED HOUSEHOLD  
GROWTH FROM 2018 – 2023

SOURCE ESRI 2018

# \$84K

AVERAGE TECH SALARY  
IN METRO PHOENIX

SOURCE BUREAU OF LABOR STATISTICS 2019  
(COMPUTER AND MATHEMATICAL OCCUPATION)

# THE ADDRESS TO RECRUIT

# CORPORATE NEIGHBORS



# URBAN RESIDENTIAL

OVER 2,400 EXISTING UNITS AND OVER 800 NEW UNITS UNDER CONSTRUCTION



Scottsdale Waterfront



Safari Drive



Optima Camelview



Optima Sonoran Village





**OPTIMA SONORAN VILLAGE**  
388 UNITS

**THE MODERNE**  
369 UNITS

**OPTIMA CAMELVIEW**  
700 UNITS

**SCOTTSDALE WATERFRONT**  
200 UNITS

**BLUE SKY**  
700 PLANNED UNITS

**SAFARI DRIVE**  
97 UNITS

**BROADSTONE WATERFRONT**  
259 UNITS

**MARQUEE**

140 PLANNED UNITS

**THE STETSON WEST**  
180 UNITS

**THE STETSON EAST**  
136 UNITS

**3RD AVENUE LOFTS**  
88 UNITS

**SAN MARIN**  
276 UNITS

INDIAN SCHOOL ROAD

SCOTTSDALE ROAD

DRINKWATER BOULEVARD

STETSON DRIVE  
6TH AVENUE

MELBACK ROAD

CIVIC CENTER PLAZA

75TH STREET

# HOTELS

OVER 2,500 HOTEL ROOMS WITHIN WALKING DISTANCE



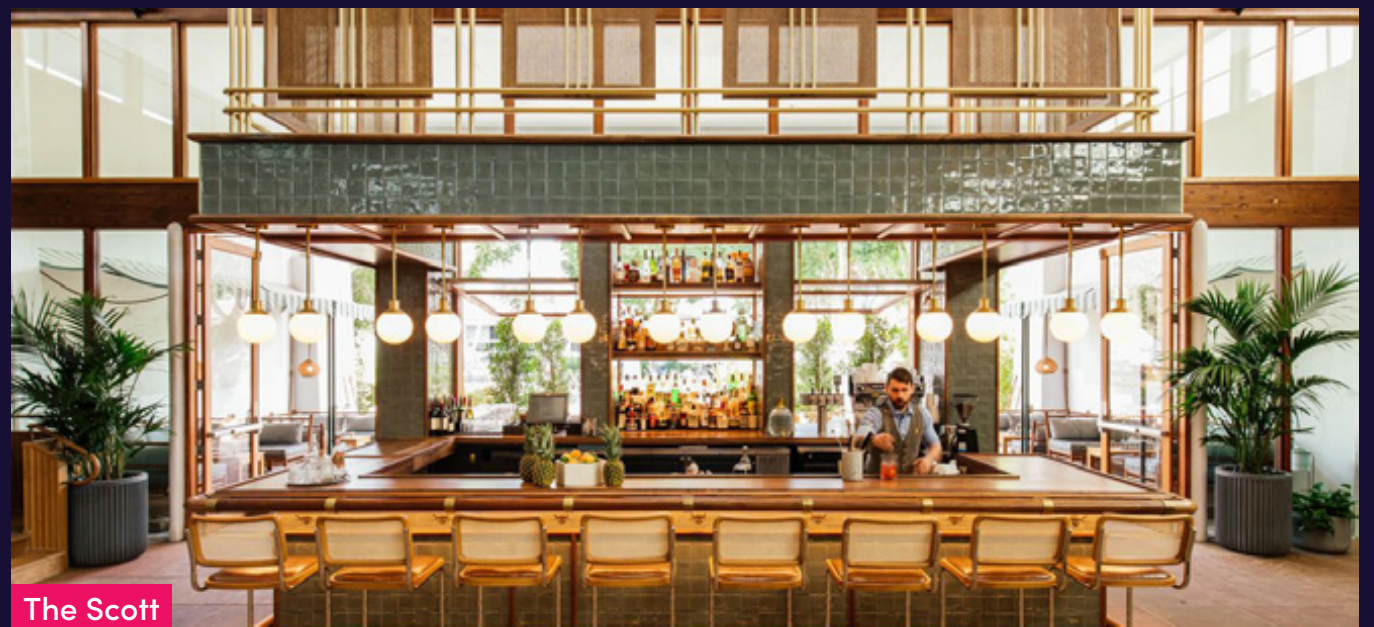
Valley Ho



The Saguardo



W Hotel



The Scott



**EMBASSY SUITES**  
312 ROOMS

**HOTEL ADELINE**  
213 ROOMS

**THE SCOTT RESORT AND SPA**  
204 ROOMS

**M**  
**MARQUEE**

**W SCOTTSDALE**  
230 ROOMS

**EDITION**  
200 ROOMS  
UNDER CONSTRUCTION

**SUNDIAL**  
54 ROOMS

**ALOFT**  
126 ROOMS

**SCOTTSDALE MARRIOTT SUITES**  
243 ROOMS

**HYATT PLACE**  
127 ROOMS

**HYATT HOUSE**  
164 ROOMS

**HILTON GARDEN INN**  
133 ROOMS

INDIAN SCHOOL ROAD

SCOTTSDALE ROAD

3RD AVENUE

DRINKWATER BOULEVARD

STETSON DRIVE

CIVIC CENTER PLAZA

CAMELBACK ROAD

75TH STREET

# DINING

OVER 50 RESTAURANTS WITHIN WALKING DISTANCE



Diego Pops



Tocaya Organica



Olive & Ivy



Farm & Craft

- |  |   |   |   |   |  |  |
|--|---|---|---|---|--|--|
| 1. Chipotle<br>Sprinkles<br>Yogurtland   | Panda Express<br>Subway<br>Thirsty Lion Gastropub   | Zoe's Kitchen<br>Hand Cut Chophouse<br>Mable & Ash*   | Kazimierz<br>The Drunk Monk<br>New Wave Market              | Second Story<br>Bourbon & Bones<br>Famous 48  | Social Tap<br>16. Wasted Grain<br>17. Goodwood   | Julio's Too<br>Oasis Cafe<br>Bevvy   |
| 2. Z'tejas<br>Ocean 44<br>Tocaya Organica<br>Fired Pie<br>Shake Shack<br>Starbucks<br>Yard House<br>Pita Jungle<br>Five Guys<br>Johnny Rockets | 3. Pokitrition<br>Farmhouse*<br>Nobu*<br>SunLife Organics*<br>Toca Madera*<br>Culinary Dropout<br>Press Coffee<br>P.F. Chang's<br>Sauce Pizza & Wine<br>Olive & Ivy | 4. Mastro's City Hall<br>5. Tap & Bowl<br>Breakfast Club<br>Kyoto Japanese<br>6. Casablanca Lounge<br>Marcellino Ristorante<br>Tapas Papa Frita<br>Barrio Queen<br>7. The Montauk<br>Farm & Craft | 8. Loco Patron<br>Cold Beers & Cheeseburgers<br>Dos Gringos | 9. Citizen Public House<br>FnB Restaurant<br>10. The Herb Box<br>Berdenas<br>11. Evo<br>12. Frank & Lupe's<br>13. Tommy V's Urban<br>14. Morning Squeeze<br>Vines & Hops<br>15. Giligin's | 18. Sushi Roku<br>19. Bottled Blonde<br>Casa Amigos<br>HiFi<br>Maya<br>Whiskey Row<br>Cake | INTL<br>The District<br>Comoncy<br>Dakota<br>20. Riot House<br>El Hefe<br>21. Mint |

\*Coming Soon



# NIGHTLIFE

OVER 40 BARS AND NIGHTLIFE VENUES WITHIN WALKING DISTANCE



Bottled Blonde



Whiskey Row



Maya



Riot House



**M**  
MARQUEE

**ENTERTAINMENT DISTRICT**  
W SCOTTSDALE, WHISKEY ROW,  
MAYA, THE DISTRICT, DAKOTA,  
CASA AMIGOS, BOTTLED BLONDE,  
BEVVY, RIOT HOUSE, EL HEFE,  
CAKE, HI-FI, INTL

SCOTTSDALE ROAD

CAMELBACK ROAD

SCOTTSDALE ROAD

DRINKWATER BOULEVARD

STETSON DRIVE

6TH AVENUE

CIVIC CENTER PLAZA

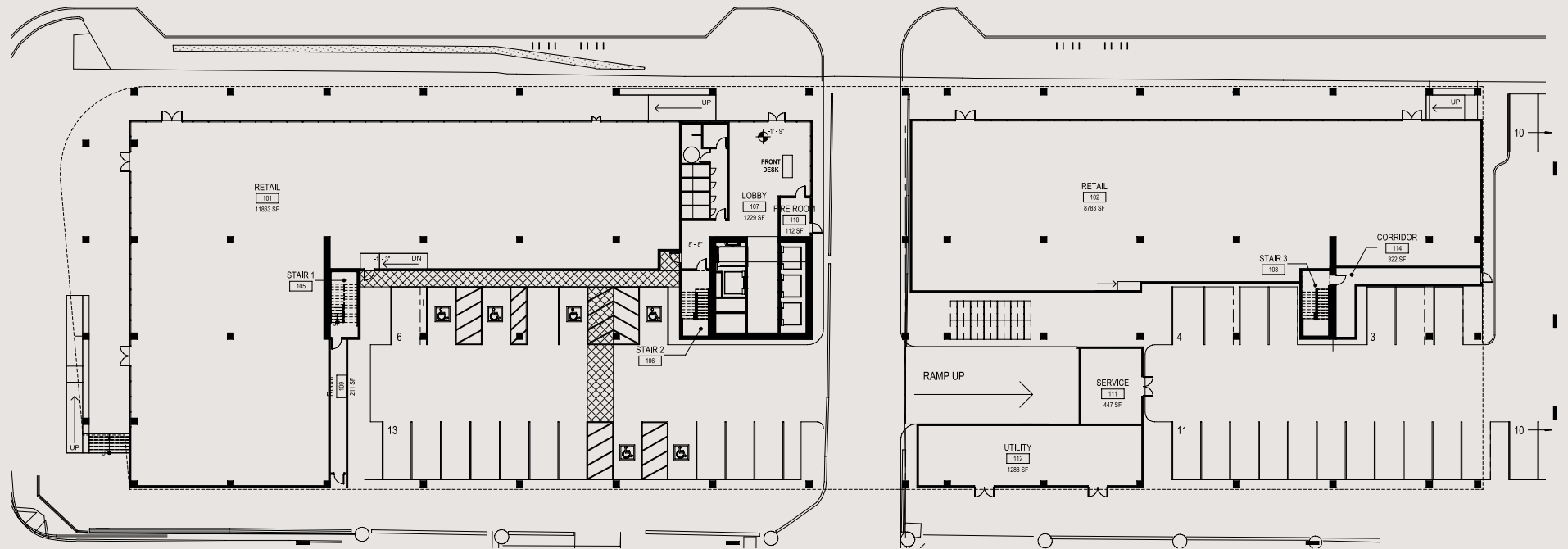
3RD AVENUE

INDIAN SCHOOL ROAD

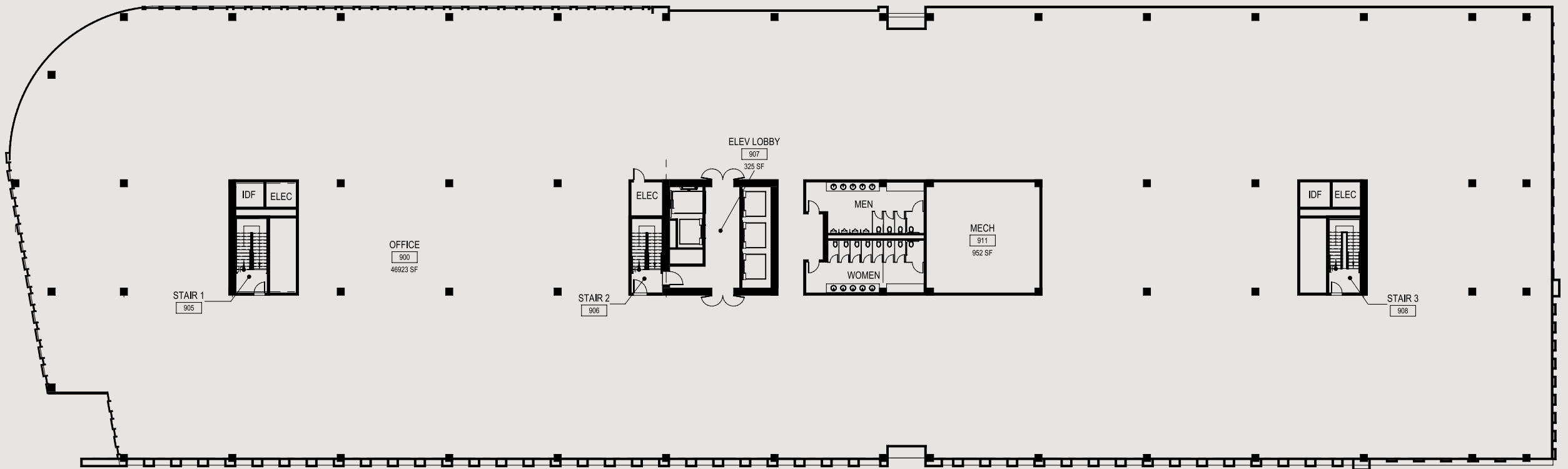
75TH STREET

# FLOOR PLANS

## GROUND FLOOR PLAN



## TYPICAL FLOOR PLAN







- Located in the heart of Scottsdale's Entertainment District, 20 minutes from Phoenix Sky Harbor Airport
- Strong access to young, educated talent who desire Downtown's work-live-play accessibility
- Surrounded by leading tech tenants such as Yelp, Indeed, & Square
- Less than one hour in air travel from Los Angeles & two hours from San Francisco
- Immediate access to exciting retail, entertainment, hospitality & new residential amenities
- Downtown Scottsdale's only creative office offering allowing for strong recruiting & retainment potential



**BRYAN TAUTE**  
Primary Contact  
602.735.1710  
bryan.taute@cbre.com

**CHARLIE VON ARENTSCHILDT**  
Secondary Contact  
602.735.5626  
charlie.vona@cbre.com



**STOCKDALE**  
CAPITAL PARTNERS

**CBRE**