



Retail Investment Value-Add / Owner-User Opportunity

TALAVI TOWNE CENTRE II

5665 WEST BELL ROAD, GLENDALE, AZ 85308

 **LEE &
ASSOCIATES**
COMMERCIAL REAL ESTATE SERVICES

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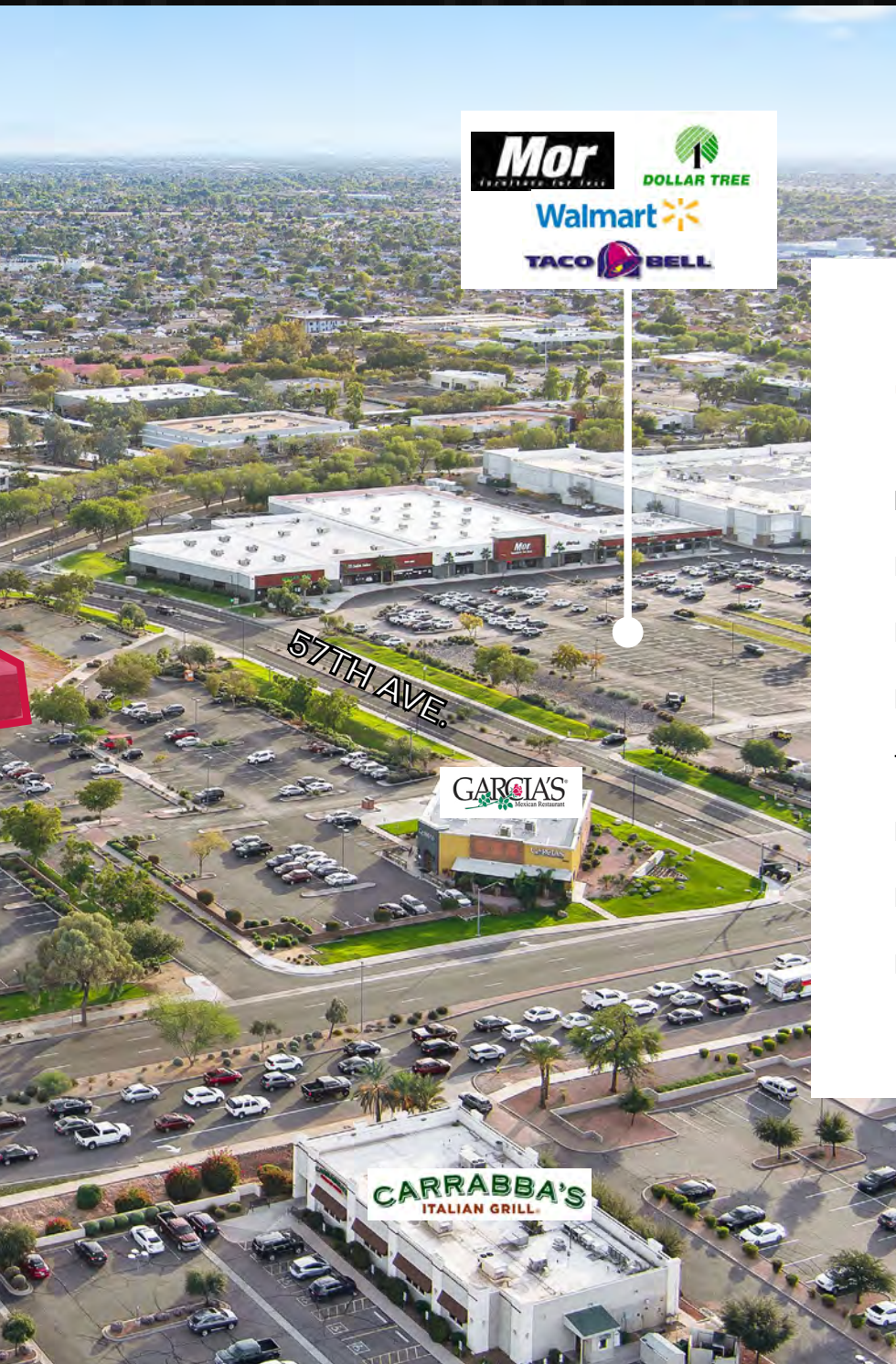


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EXECUTIVE SUMMARY

THE OPPORTUNITY

Lee & Associates Arizona Commercial Real Estate Services Company ("Exclusive Broker") is pleased to present the opportunity to purchase Talavi Towne Center II, consisting of ±61,302 square feet, situated on 5.67 acres of PAD zoned land, located in the heart of Glendale, Arizona (the "Property").

Ownership has completed several major capital expenditures including substantial tenant improvements, updated restrooms, painting, parking lot sealed/stripped in July 2024 and parking lot sealed/stripped in July 2024. At the close of escrow, ownership may consider a leaseback on the Pickleball Space at terms and conditions acceptable to both parties. The suite currently occupied by Stratosphere can be made available with proper notice.

The seller would also consider a sale of the businesses, joint venture, partnership or other creative structure related to the businesses and/or real estate. Ownership is willing to explore all possible ideas and solutions with a buyer.

OFFERING PRICE:

\$12,000,000

OFFERING PRICE PER SQUARE FOOT:

\$195.75/SF

CAP RATE:

TBD at Closing

YEAR 1 NOI:

TBD at Closing

OCCUPANCY:

TBD at Closing (ownership can currently make 30,000 SF available)

TOTAL SQUARE FEET:

±61,302

NUMBER OF TENANTS:

Two (2)

LAND SIZE:

±5.67 acres (±247,267 SF)



INVESTMENT HIGHLIGHTS

- Recent renovations in excess of \$2,000,000
- Located in an amenity-rich submarket with hotels, entertainment options, and eating venues within proximity.
- Within 2 miles of Loop 101 Freeway, providing access to the entire Phoenix MSA
- Close proximity to Arrowhead Towne Center, Peoria Sports Complex, State Farm Stadium, VAI Resort, Westgate Entertainment District, and more.
- New Parking Lot 2024





CITY OF GLENDALE

Glendale is a dynamic city located in the rapidly growing northwest part of the Phoenix metropolitan area. With a population of more than 250,000 people, Glendale is Arizona's sixth largest city. It is home to a diverse population covering a vast cross-section of economic and cultural communities. Glendale was established in 1892 and has transformed into a vibrant city on the move. Built on farming and irrigation, Glendale's forefathers laid the foundation for a city described as one with "small town character and ambiance." This allowed Glendale to grow and transform into a tourist attraction in the western U.S. Glendale's charm stems from a treasured heritage, strong community spirit and superior planning, making it one of Arizona's most distinctive and diverse communities.

PRINCIPAL ECONOMIC ACTIVITIES

Glendale's diverse economic base includes advanced business services, aerospace and defense, education, health care, manufacturing and signature entertainment. Major employers including Honeywell, Bechtel, Delta Dental, AAA, Coca-Cola, Conair and Humana call Glendale home. Redflex, Progressive Leasing and Lockheed Martin also have recently joined the ranks of notable employers.

Loop 101, Loop 303 and U.S. 60 all cross through Glendale with Interstate 17 and Interstate 10 in proximity. Northern Parkway, when complete, will further enhance transportation access through the city. Glendale is served by the Burlington Northern Santa Fe railroad and has its own municipal airport. The city is close to Phoenix Sky Harbor International Airport, connecting it to major national and international markets.

COMMUNITY FACILITIES

Glendale has a range of community and cultural facilities including an award-winning civic center, aquatics center, adult center, parks, libraries, fishing lakes and several museums within a half-hour drive.

101

amc THEATRES ★ macy's
DICK'S SPORTING GOODS Dillard's
The Style of Your Life.
TRADER JOE'S



BELL RD.



TARGET
NORDSTROM
rack ULTA
Staples M
OLD NAVY HOBBY LOBBY

LIVING SPACES
Auto Zone WaFd Bank
Jiffy Lube 76

67TH AVE.

KOHL'S
BIG 5
SPORTING GOODS
The UPS Store 

SUBJECT

DAISO 
fray's
DISCOUNT
TIRE

99c only 
WHATABURGER
SUBWAY
verizon

HARBOR FREIGHT
Quality Tools at Remarkably Low Prices
Freddy's
STEAKBURGERS

Walgreens

Walmart 

Mor
furniture for less
 **DOLLAR TREE**

59TH AVE.

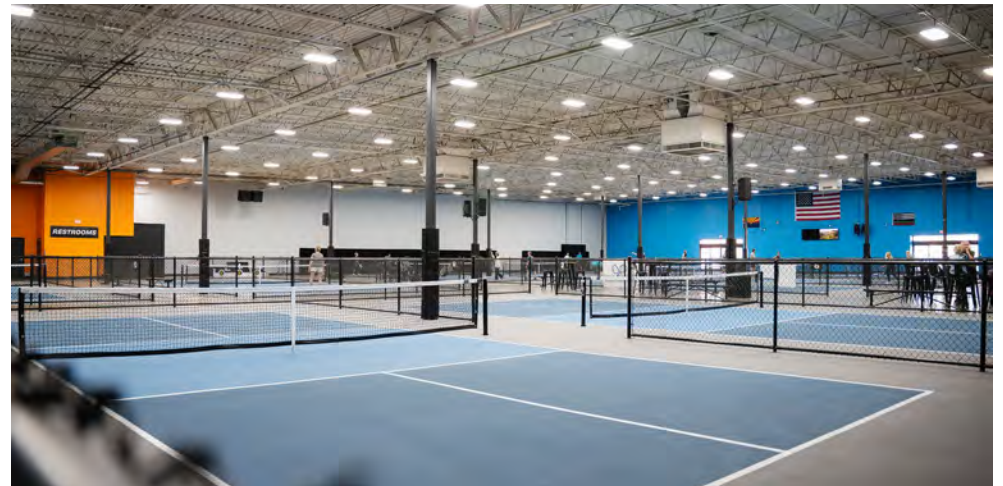
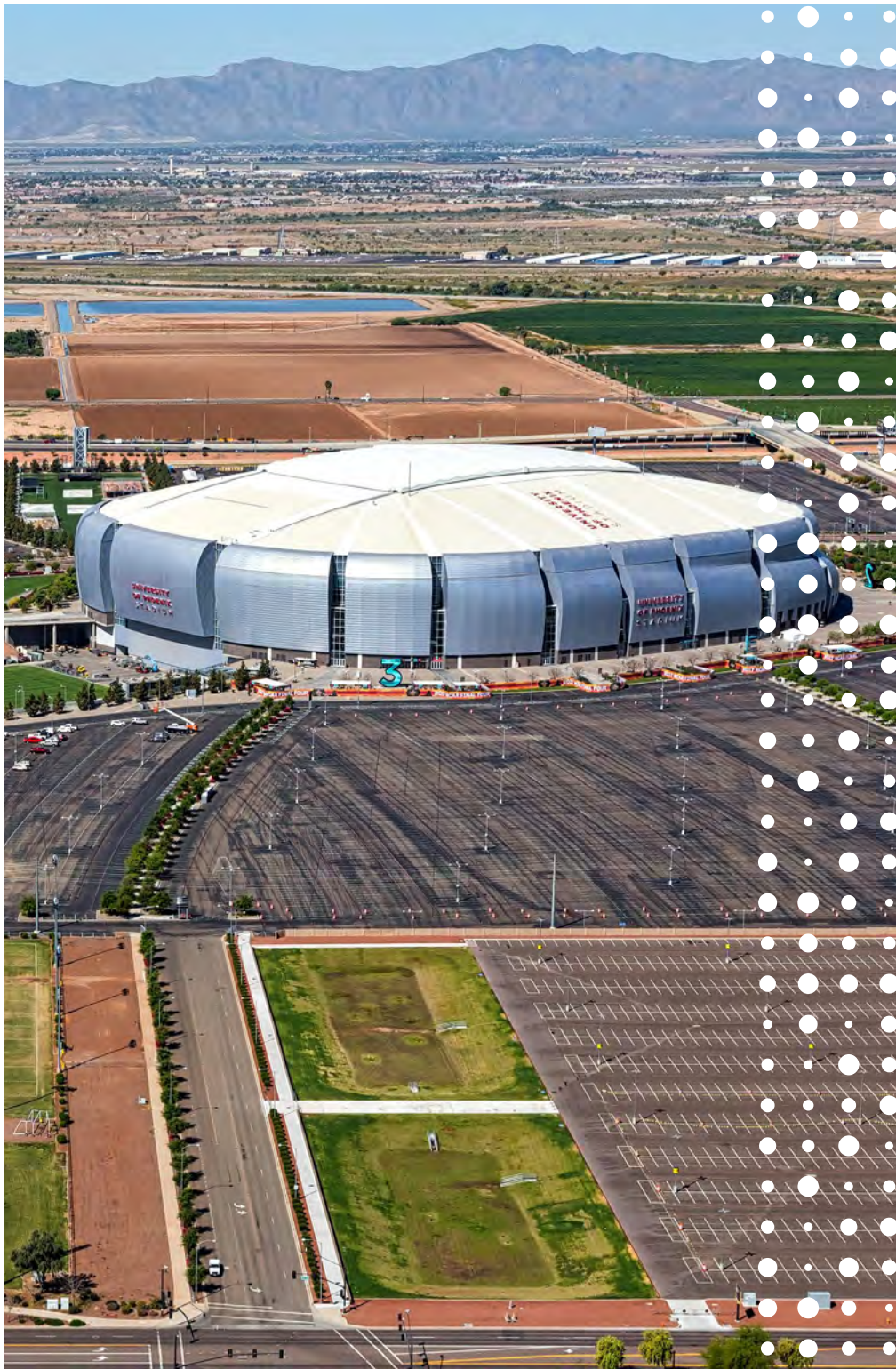
51ST AVE.

43RD AVE.

PROPERTY OVERVIEW

Property Address	5665 West Bell Road Glendale, Arizona 85308
Property Type	Retail Shopping Center
Property Name	Talavi Towne Center II
Total Building Size	±61,302 SF
Land Size	±5.67 Acres (±247,627 SF)
Year Built/Renovated	1994/2022/2023
Zoning	PAD, City of Glendale
Parking	4.75/1,000
Freeway Access	Loop 101 (2 miles)
Airport Access	Sky Harbor International Airport (xx Miles) Deer Valley Airport (xx miles)
Parcel Number	200-50-204
2024 Property Tax	\$128,800
Property Rights	Fee Simple
Traffic Counts	46,576 VPD (55th Avenue and Bell Road)





Talavi Towne Center II









59TH AVE.

BELL RD.

SUBJECT PROPERTY

DEMOGRAPHICS

	1 Mile	3 Mile	5 Mile
2024 Total Population:	11,268	115,241	350,299
2029 Proj. Population:	12,097	123,944	377,620
Annual Growth 2024-2029:	1.5%	1.5%	1.6%
Median Age:	41.2	39	38.8
Average Household Income:	\$93,281	\$95,947	\$90,265
Median Home Value:	\$334,717	\$348,549	\$326,648





LOCATION, LOCATION, LOCATION!

- Amenity Rich Location with over 46,000 VPD along Bell Road
- Within 2 Miles of Arrowhead Towne Center, featuring over 1.2M SF of Shopping and Retail Venues
- Withing 15 Minutes of Peoria Sports Complex, Westgate and State Farm Stadium
- Ideal Demographic Mix of Young Families and Active Adults contributing to the success of the existing Tenants
- Average Household Income exceeding \$95,000 within 3 Miles
- Highly sought after and dynamic location
- Phoenix Retail Vacancy is just under 5%, recording 3.6M SF of net absorption in 2023 (2nd in the Nation)
- Over the past 12 months, Phoenix was the top rent growth market in nation, with asking rental rates increasing 9%

TENANT INFORMATION



Stratosphere Adventure Park

Welcome to the most extreme indoor Trampoline and Adventure Park Arizona has to offer. Located in North Phoenix, Stratosphere Adventure Park activities are perfect for birthday parties, school field trips, group events, corporate team building, and more! In addition to our 5 rows of free jump trampolines, we have trampoline basketball, ninja warrior course, jousting, 2 sports courts, 4 and under kids jump time, and an amazing parkour course unlike any other in the valley! We also have glow-in-the-dark jump nights and a full-service kitchen with something for everyone. So grab your friends and family and come experience FUN THAT IS OUT OF THIS WORLD!

[Click Here for More Info](#)

- THE - PICKLEBALL SPACE

The Pickleball Space

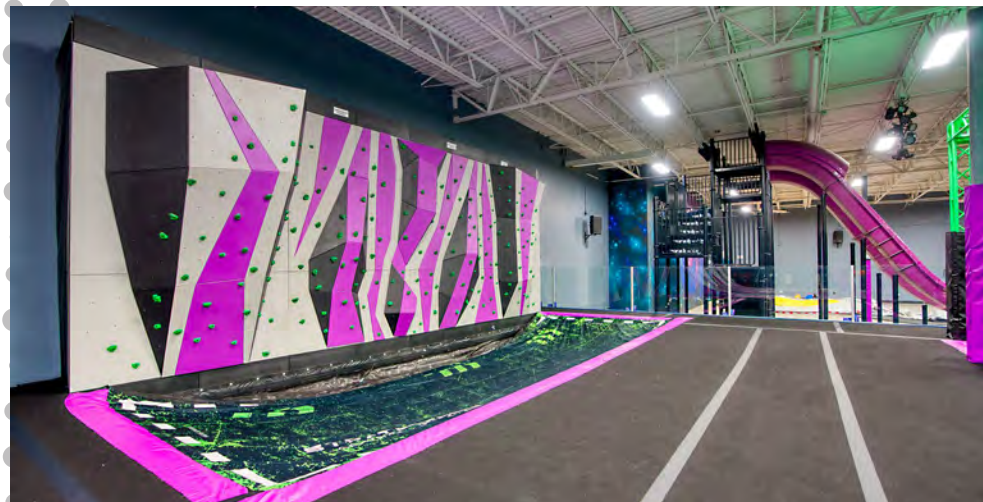
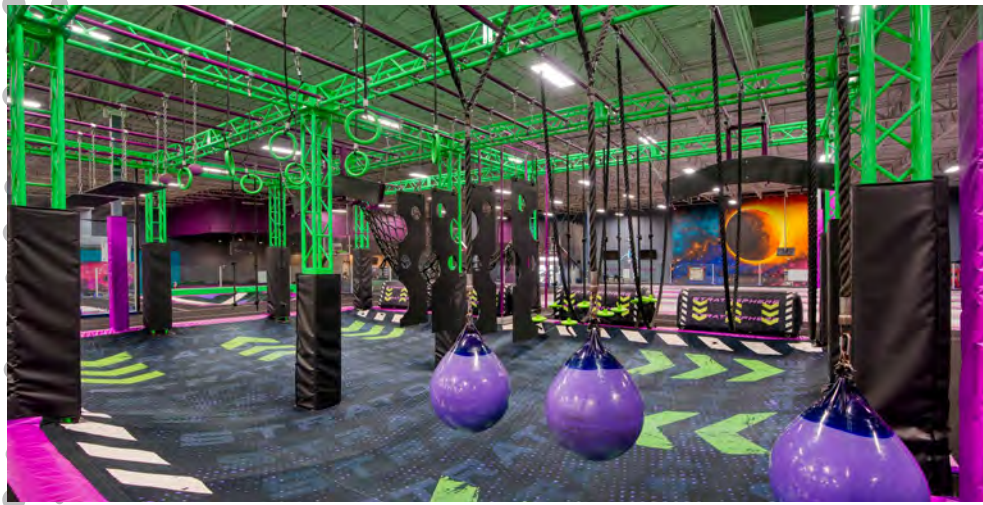
At The Pickleball Space, we're thrilled to offer a variety of ways for everyone to experience the excitement of pickleball, whether you're a seasoned pro or completely new to the game. We feature 10 courts, coffee, and ready to eat meals, spread across 30,000 square feet.

Member - For the dedicated pickleball enthusiast, our memberships offer unlimited access to our courts, exclusive events and fantastic perks. Elevate your game, connect with fellow players, and enjoy the ultimate pickleball experience with everything that The Space has to offer.

Visit - Want to attend a drop in play, a clinic, join a league or master your pickleball skills in a lesson? Not a problem, visitors are welcome to join us at The Space anytime! Visitors can drop in during designated open play hours, join leagues, reserve a private court and enjoy our cafe. We guarantee that you will enjoy the thrill of pickleball during your visit!

Learn - New to pickleball or want to brush up on your skills? Join us for our free introductory classes or academy lessons. Our skilled instructors will guide you through the basics, so you can step onto the court with confidence.

[Click Here for More Info](#)



RENT ROLL

TENANT RENT ROLL

Suite	Tenant	SF	SF %	Lease Start	Lease End	Annual Rent	Monthly Rent	Rent/SF	Comments
1	Stratosphere Adventure Park	31,302	51.1%						* Stratosphere suite can be made available with proper notice.
2	The Pickleball Space	30,000	48.9%	COE	5 Years	\$510,000	\$42,500	\$17.00	Lease executed at COE 2% Annual Rent Increase Two (2) 5-Year Renewal Options.
Total Square Feet		61,302	100.00%			\$510,000	\$42,500	\$17.00	
Total Occupied Square Feet		61,302	100.00%			Annual	Per Month	Per Foot	
Total Available Square Feet		0	0.00%						

FINANCIAL SUMMARY

OFFERING PRICE	\$12,000,000
OFFERING PRICE/SF	\$195.75



- THE -
**PICKLEBALL
SPACE**

STRATOSPHERE
ADVENTURE PARK

5625

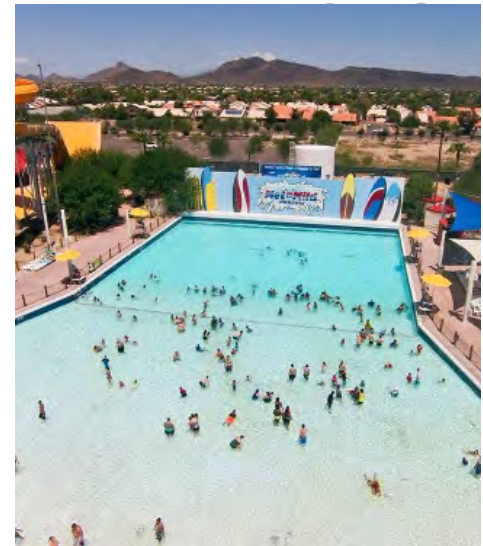
PHOENIX METRO OVERVIEW

The Greater Phoenix metro area consists of Maricopa County and Pinal County, which together include nearly 4.9 million residents. Greater Phoenix is the 10th largest Metropolitan Statistical Area (MSA) in the United States. The Phoenix metro area is by far the largest metro area in the Mountain West, with a population that outpaces Denver by 2.2 million residents, and more than two-times as large as Las Vegas.

The City of Phoenix is the fifth most populous city in the country and the largest city in the metro area. Major cities in the Phoenix MSA include: Phoenix (population 1.6 million), Mesa (population 500,000), Chandler (population 280,000), Gilbert (population 273,000), Glendale (population 250,000), Scottsdale (population 225,000), and Tempe (population 182,000).

Primary employment regions include Downtown Phoenix, the Camelback Corridor, the Southeast Valley cities (Tempe, Chandler, Mesa and Gilbert) and Scottsdale. Populations in the West Valley cities, including Buckeye, Avondale, Glendale and Surprise, are usually smaller than those to the north and the east, but are growing more rapidly due to available land. Growth in the West Valley cities is traditionally in the form of single-family housing rather than multifamily housing. In addition to housing-related industries, the West Valley economy is heavily influenced by the continued presence of Luke Air Force base, which has an annual economic impact of more than \$2.1 billion.

Historically a boom or bust metro area, the Phoenix MSA and specifically Tempe have emerged and grown to be a diversified market. Tempe has multiple Fortune 500 companies from key industries such as aerospace, advanced manufacturing, healthcare and biosciences. Additionally, Tempe is one of the only landlocked cities in the MSA which adds to the desirability of owning real estate in this bustling city.



GLENDALE

FACT SHEET

25
MINUTES
FROM SKY HARBOR
AIRPORT

34.2
MEDIAN AGE

22%
OF RESIDENTS HAVE
BACHELOR'S
DEGREES

**OVER
17K**
BUSINESSES

SIXTY
SQUARE MILES
OF THRIVING CITY

240K
POPULATION
175K
EMPLOYEES

CITY OVERVIEW

Glendale's diverse economic base includes major employers like Honeywell, Bechtel, Delta Dental, AAA, Coca-Cola, Conair and Humana call Glendale home. Redflex, Progressive Leasing and Lockheed Martin also have recently joined the ranks of notable employers. Loop 101, Loop 303 and U.S. 60 all cross through Glendale with Interstate

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KEY INDUSTRIES



Advanced Business
Services



Manufacturing



Healthcare &
BioScience



Technology &
Innovation



Aerospace, Aviation &
Defense Contracting

RETAIL MARKET OVERVIEW

MARKET STATS BY THE NUMBERS Q2 2024

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malls	16,275,689	9.4%	\$2.59	4.4%	(44,684)	0	519,410
Power Center	33,089,193	4.0%	\$2.35	3.8%	26,492	15,263	156,260
Neighborhood Center	91,863,852	5.6%	\$2.07	6.0%	45,549	8,900	201,515
Strip Center	14,967,848	5.1%	\$1.93	6.3%	13,724	20,299	251,806
General Retail	85,324,793	3.2%	\$2.03	3.3%	80,108	65,929	1,714,933
Other	2,309,855	11.0%	\$2.09	10.6%	5,400	0	32,670
Market	243,831,230	4.8%	\$2.12	4.7%	126,589	110,391	2,876,594

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.3%	8.1%	5.1%	12.3%	2011 Q1	4.4%	2023 Q4
Net Absorption SF	964K	2,739,168	963,228	11,194,082	2007 Q3	(2,940,722)	2009 Q4
Deliveries SF	1.7M	3,198,573	1,793,363	12,906,822	2007 Q4	673,231	2011 Q2
Market Asking Rent Growth	6.8%	0.9%	3.2%	8.4%	2023 Q4	-9.6%	2009 Q3
Sales Volume	\$1.9B	\$1.7B	N/A	\$3.9B	2022 Q3	\$436.7M	2010 Q3

12 MO DELIVERIES IN SF

1.7M

Conditions in the Phoenix retail market remain near the tightest level on record as the summer nears its end. Strong demographics, continued income growth, and healthy job gains fuel robust underlying tenant demand. These stout demand drivers, coupled with the modest construction pipeline and limited store closures, have kept space availability and rent growth near all-time bests.

The Valley recorded 960,000 SF of net absorption over the past 12 months, ranking Phoenix as one of the nation's top 15 strongest demand markets. Quickservice restaurants, beverage shops, discount retailers, and experiential tenants have been the primary sources of new retail leases.

**12 MO NET ABSORPTION
IN SF**

964K

One of the main factors supporting the steady improvement in property fundamentals during the current expansion cycle has been the lack of new construction. About 1.7 million SF delivered over the past 12 months, down from an average of 2.1 million SF from 2015 to 2019. Supply-side pressure is expected to remain limited over the near term, with 2.9 million SF currently under construction, just 20% of which is available for lease.

After years of steady gains, the Phoenix retail market is bumping up against a structural bound on growth. The availability rate is flattening out at a multi-decade low of 4.7%, making it difficult for retailers to find quality expansion options. Limited availabilities have weighed on leasing volume, down more than 10% from the prepandemic five-year average. When normalizing for the amount of for-lease space, however, leasing is well above the historical level, indicating that the recent slowdown is more a function of a lack of space than a weakness in demand.

VACANCY RATE

4.8%

Instead of an upswing in leasing, the recent outperformance is primarily driven by a pullback in store closures. Healthy corporate balance sheets and strong profit margins have kept most national retailers in a financially sound position. As a result, the amount of space vacated during the most recent 12-month period is down 20% from pre-pandemic levels, keeping conditions tight even as leasing slows.

**MARKET ASKING
RENT GROWTH**

6.8%

Historically low availability coupled with strong consumption patterns have driven aggressive rent growth. Additionally, many retailers have seen sales, profitability, and efficiency increase, enabling landlords to steadily push rents while allowing tenants to maintain comfortable occupancy costs. The average asking rent increased 6.8% over the past 12 months and a staggering 33.1% over the past five years, ranking Phoenix as one of the country's top rent growth markets.

Though an anticipated slowdown in economic and consumption growth may cause the availability rate and rent growth to normalize, a meaningful weakening of property performance is not expected over the near term. Robust demographic tailwinds, continued job gains, and healthy incomes are forecast to keep the fundamental balance between supply and demand intact over the near term.

CONFIDENTIALITY & DISCLAIMER

This Offering Memorandum has been prepared by Lee & Associates and contains information pertaining to the business operations and affairs of the property located at 5665 West Bell Road, Glendale, AZ 85308 (the "Property"). This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Owner. The material is based in part upon information supplied by the Owner and in part upon financial information obtained by sources it deems reliable. References to age, square footage and land size have been provided to agent or made available through public sources. Prospective purchasers shall have the opportunity to confirm the accuracy of information referenced herein. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum you agree and understand that the Offering Memorandum and its contents are confidential, you will hold it and treat it in the strictest of confidence and you will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Owner.

Owner and Lee & Associates expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering

Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Lee & Associates or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.





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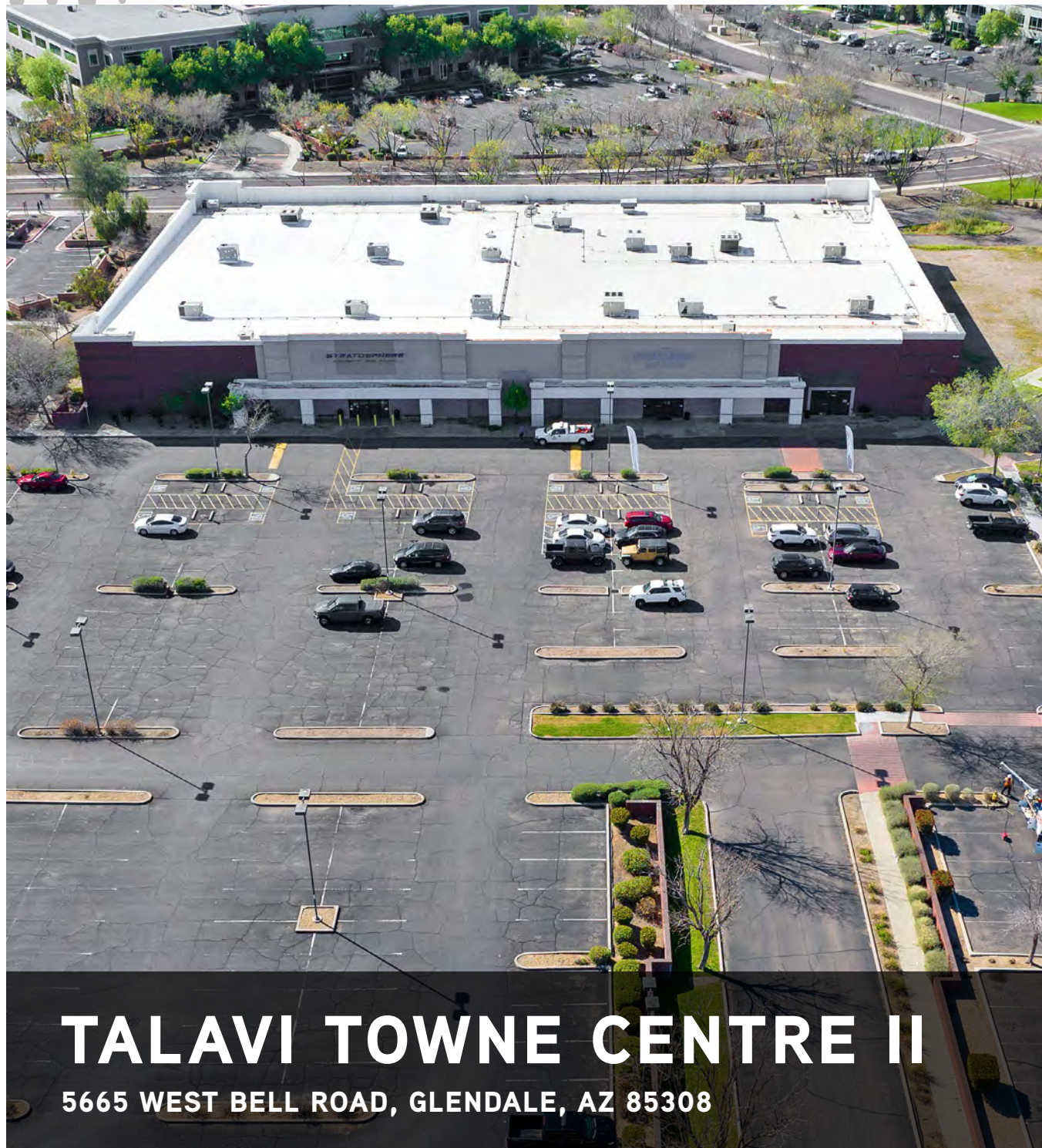
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