

COYOTE VIEW PLAZA



**A ±20,743 SF Multi-Tenant Medical/Professional
Office Investment Opportunity**

8535 East Hartford Drive, Scottsdale, Arizona 85255

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MCDOWELL MOUNTAIN
RANCH

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OFFERING SUMMARY

THE OPPORTUNITY

Lee & Associates is honored to present a Class A medical/professional office investment opportunity within the Perimeter Center of the coveted North Scottsdale Submarket. Coyote View Plaza, located at 8535 E. Hartford Drive, Scottsdale, Arizona is a two-story, 20,743 +/- square foot medical/professional office building, constructed by the current ownership group in 1997. The property has never been offered for sale, representing a unique and exciting opportunity for the most discriminating investor seeking an irreplaceable building in a trophy location.

Coyote View Plaza is located at the signalized intersection of Bell Road and Perimeter Drive, just one-half mile east of the entrance to TPC Scottsdale, home of the Waste Management Open and 1/4 of a mile west of the Loop 101 Freeway. The project is 92% leased to six (6) tenants. Four (4) of the tenants are owner-related entities. Ownership will offer a seller guarantee on the remaining vacant space (1,718 +/- SF) for 12 months following the close of escrow.

The Scottsdale Office Submarket has the second-largest inventory in metro Phoenix, with approximately 14.2 million SF of office space. In past years, the absence of new construction and steady demand have kept fundamentals stable in the submarket. Moving forward, the moderate construction pipeline should help keep supply and demand in balance. Scottsdale Airpark is traditionally one of the more liquid office submarkets in Phoenix. An estimated \$145 million in transactions traded hands over the past 12 months, the most of any of Phoenix's submarkets.

OFFERING PRICE:

\$5,750,000

CAP RATE:

6.21%

OCCUPANCY:

100% (with seller rent guarantee)

YEAR 1 NOI:

\$357,161

TOTAL BUILDING SQUARE FEET:

±20,743

NUMBER OF TENANTS:

Six (6)

TOTAL LAND SQUARE FEET/ACRES:

±85,465 (±1.96 Acres)

Coyote View Plaza



OFFERING HIGHLIGHTS

- Generational Asset – First Time To Market Since The Property Was Constructed In 1997
- Located 3,000 Feet From The Waste Management Open
- Pride Of Ownership Opportunity In One Of The Best Performing Submarkets In Metro Phoenix
- 1/4 Mile From Loop 101 Freeway Providing Access To The Entire Valley
- Average Household Income Of \$134,220 And Median Home Value Of Nearly \$600,000 Within A 3-Mile Radius
- Internet Resistant Tenancy
- Offered At \$277/SF, Well Below Replacement Cost
- Recent Capital Expenditures Include New Exterior Painting (March 2024), Resurfaced/Striped Parking Lot (April 2024), Replaced Sprinkler Heads (March 2024), New Led Lighting (2021), New Pump On Cooling Tower Chemicals And Controls (2024), New Cooling Tower installed October 2024
- Roof Was Redone In 2021 With A 10-Year Warranty In Place





IMPRESSIVE AREA INFRASTRUCTURE

WASTE MANAGEMENT OPEN

Home to the largest and most enthusiastic crowds in the game as well as the most iconic hole on the PGA TOUR – the famed 16th hole Coliseum – the WM Phoenix Open has captured the hearts of millions of golf fans around the world. From hall-of-fame champions, par-4 aces and the loudest hole in golf, to after-hours concerts, Saturday breakfast clubs and more than \$190 million raised for Arizona charities, there is simply nothing like it in professional sports. Each year the event attracts more than 700,000 fans, ranking it as the highest attended golf event in the world.

TPC SCOTTSDALE

Located in Scottsdale, Arizona and only a half hour from Phoenix, TPC Scottsdale offers two legendary championship courses both open to the public to enjoy – The Stadium Course and the Champions Course. The Club is the permanent home to the WM Phoenix Open, and hosts many other events throughout the year. TPC Scottsdale has been named “One of America’s Best Courses” by Golfweek Magazine, one of the “Top 50 Golf Resort Destinations in the World” by Condé Nast Traveler, and is consistently named one of the top courses in Arizona.

SILVERLEAF

Silverleaf is a private haven of rare grace and refinement. Nestled into the surrounding McDowell Sonoran Preserve, Silverleaf is one of the most prestigious addresses in the Phoenix Metro area, mere minutes from the luxury amenities of north Scottsdale. Custom homes and home sites provide stunning views of city lights, high desert canyons and the matchless beauty of Arizona sunsets. Opened in 2002, the development sits on 2,000 acres with 700 custom and semi-custom home sites. In 2023 the median home price in Silverleaf was \$4.1M.

DC RANCH

Situated at the base of the McDowell Mountains, the DC Ranch is a highly sought-after Scottsdale community in North Scottsdale with homes that appeal to every lifestyle and age group. This master-planned community spans 4,000 acres and includes nearly every conceivable amenity within its boundaries. There are 3 distinctive shopping districts within the community. Market Street, Canyon Village, and DC Ranch Crossing, all with architecturally unique buildings that house upscale eating establishments, specialty boutiques, dry cleaning, coffee shops, fitness centers, daycare, grocery stores, and business offices.





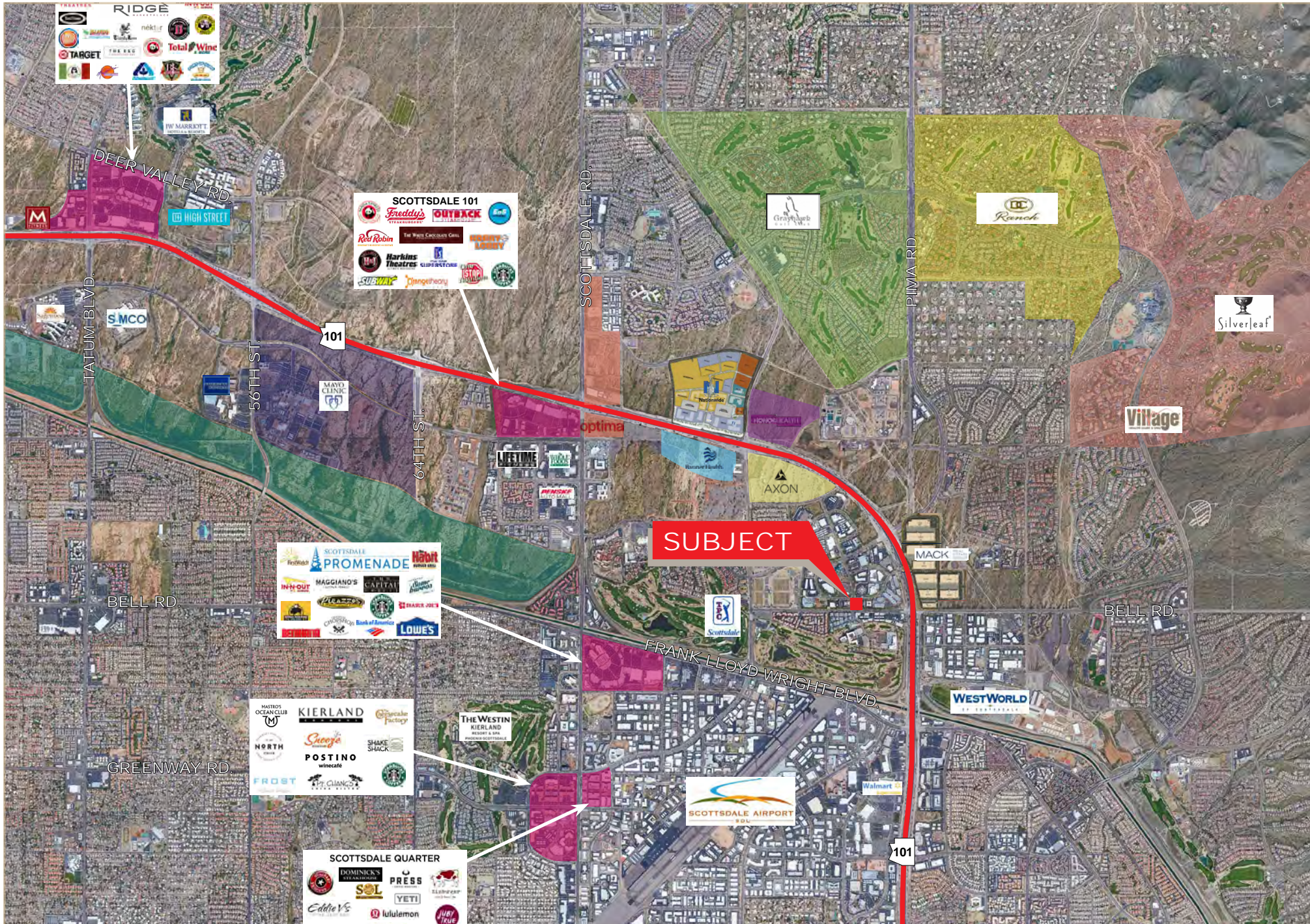
Coyote
Pharmacy

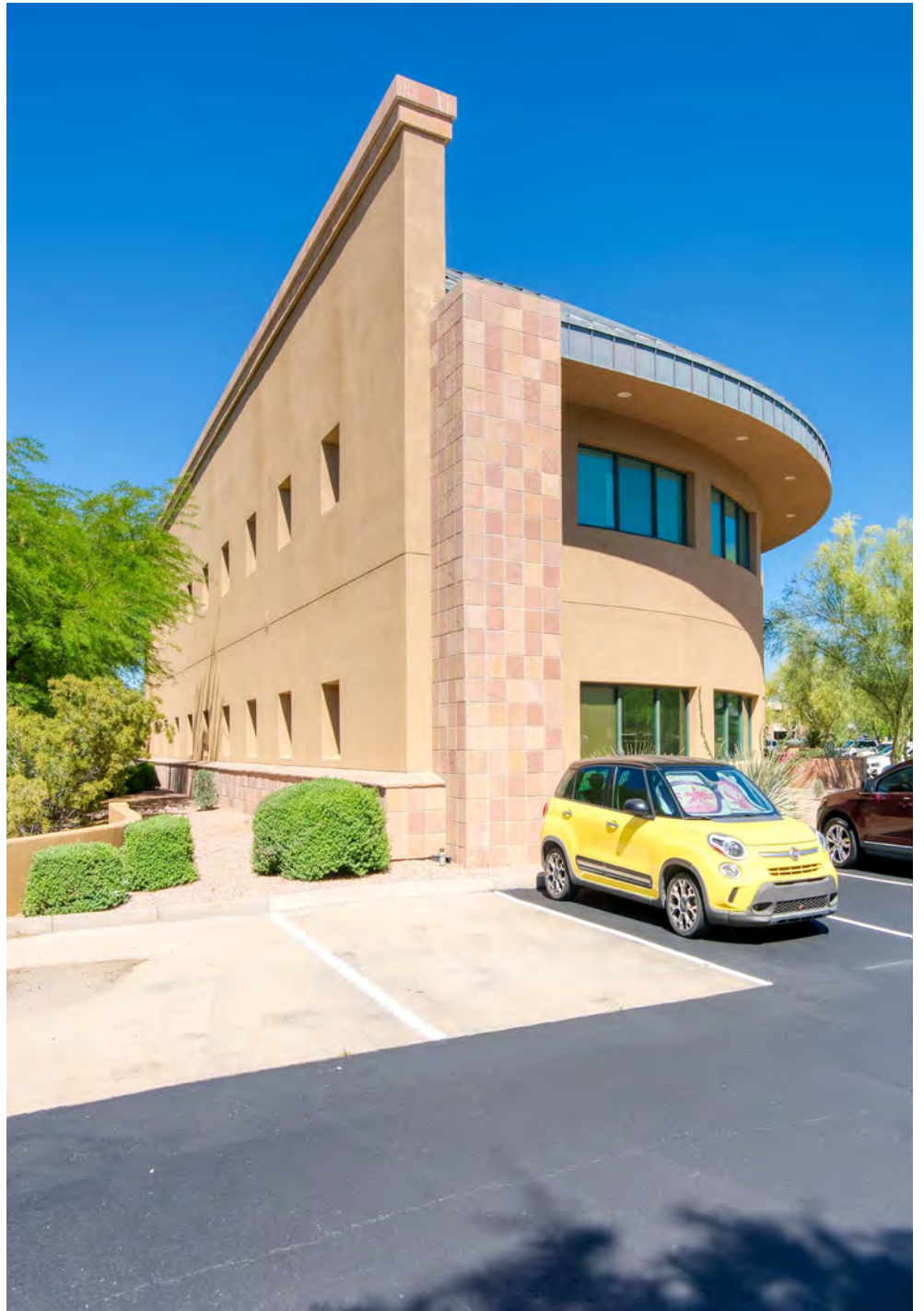
PROPERTY OVERVIEW

Property Name:	Coyote View Plaza
Property Address:	8535 E. Hartford Drive Scottsdale, AZ 85255
Property Type:	Dental/Medical & Professional Office
Building Size:	±20,743 RSF
Land Size:	±1.96 Acres
Year Built:	1997
Parking:	107 spaces (ratio 5.15/1,000)
Zoning:	I-1, City of Scottsdale
Parcel Number:	215-07-001K





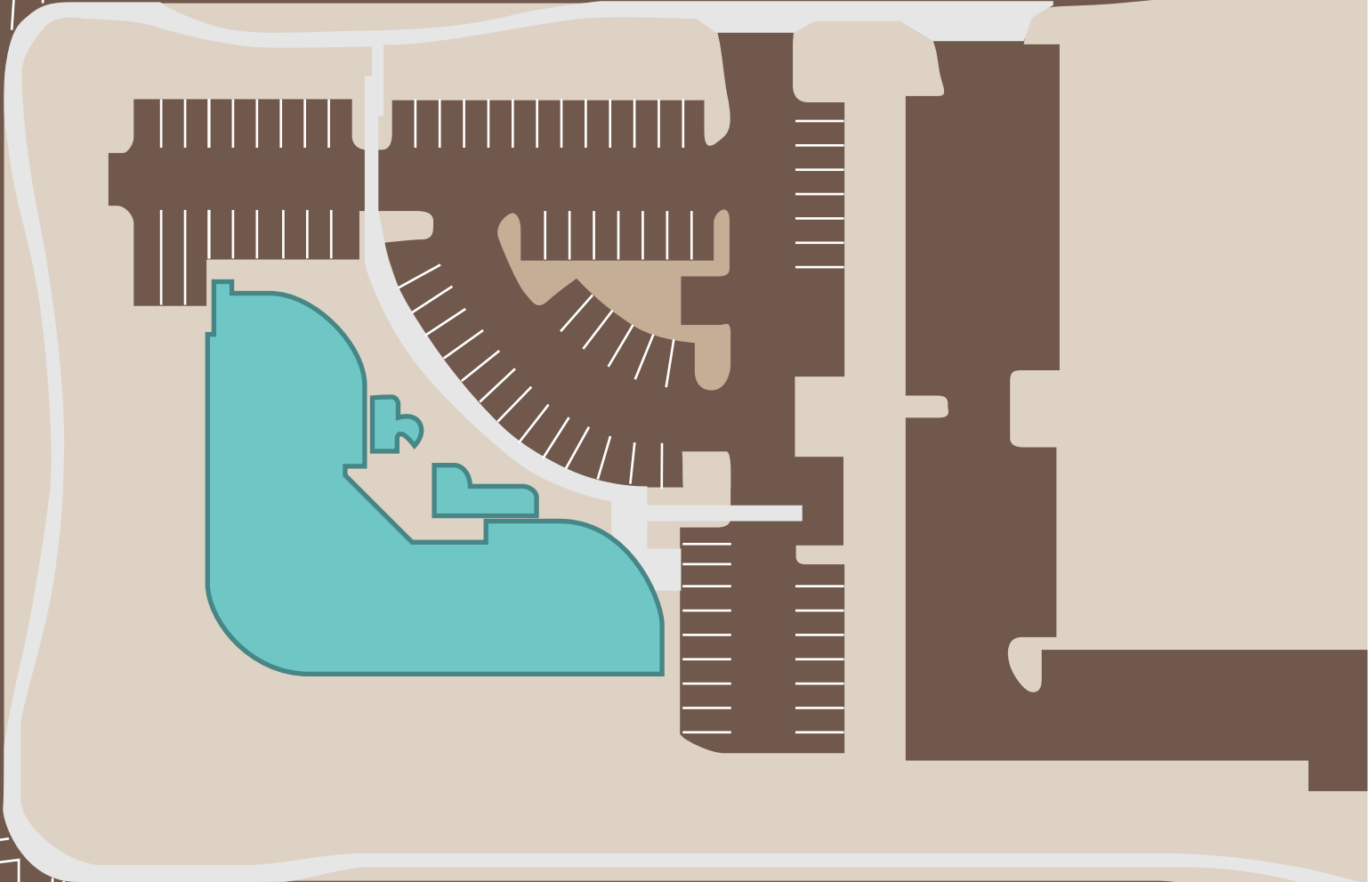




HARTFORD DRIVE

PERIMETER DRIVE

BELL ROAD





SCOTTSDALE
AIRPORT

SCOTTSDALE
QUARTER

WESTIN
KIERLAND

SCOTTSDALE
PROMENADE

TPC SCOTTSDALE
STADIUM COURSE

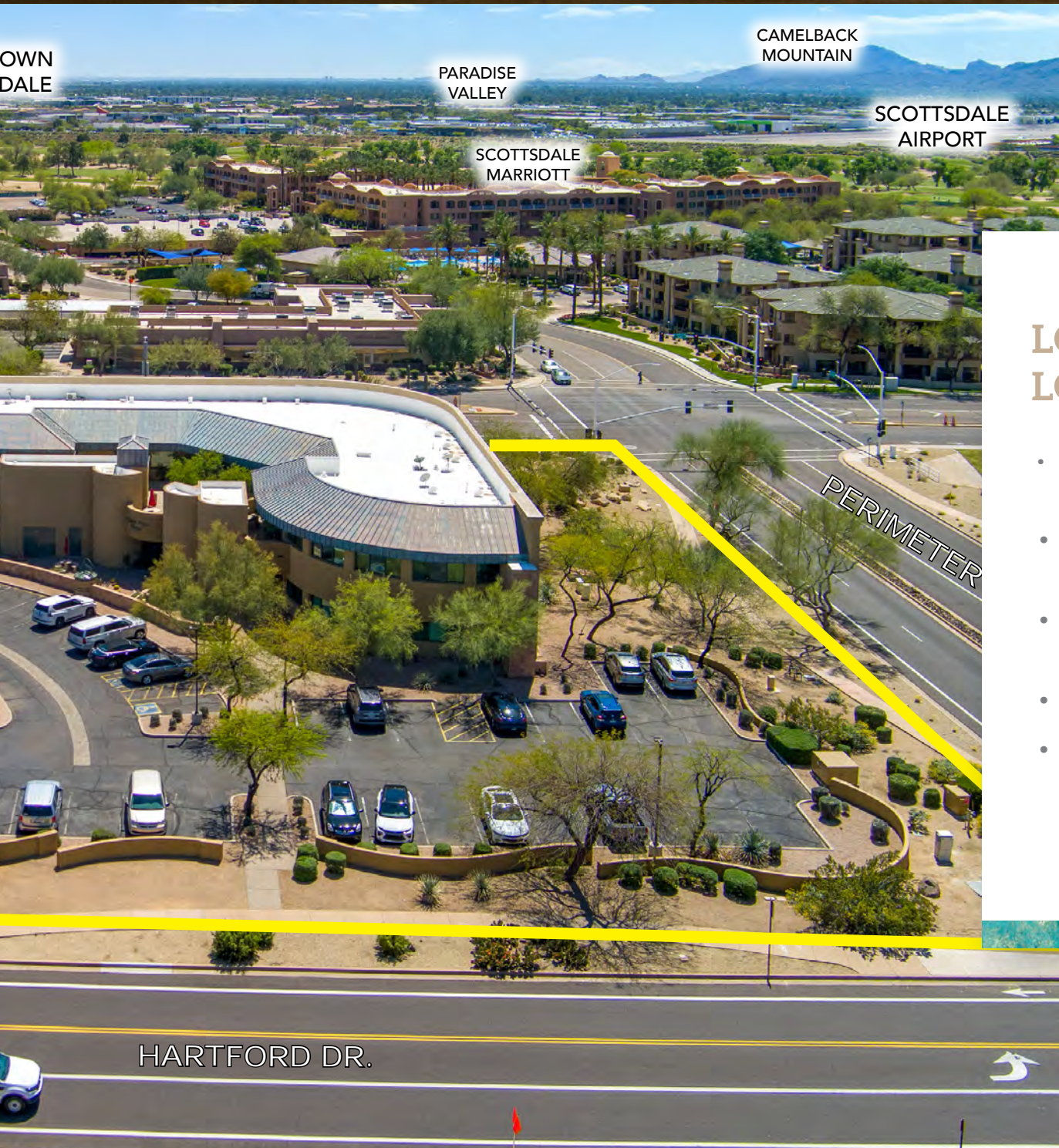
BELL RD.

PERIMETER DR.

DEMOGRAPHICS

2023-2028 Estimates	1 Mile	3 Mile	5 Mile
2023 Total Population	3,227	64,254	146,511
2028 Population Projection	3,400	65,681	147,724
Population Growth 2023-2028	1.1%	0.4%	0.2%
Median Age	43.9	43.1	45
2023 Total Households	1,592	29,466	64,037
Household Growth 2023-2028	1.0%	0.4%	0.2%
Average Household Income	\$109,075	\$134,220	\$136,744
Median Home Value	\$630,102	\$598,806	\$591,915





LOCATION, LOCATION, LOCATION!

- Scottsdale Is The 48th Largest City In The US – 184.5 Square Miles
- Population Of 243,050 With A Median Age Of 47.9 Years
- Highly-Educated Workforce With Over 60% Possessing A Bachelor's Degree
- Median House Price Of \$540,000
- Nearly One-Half Of All Scottsdale Households Make More Than \$100,000/Year

TENANT INFORMATION



Elevation Dental Group is located in the heart of North Scottsdale, AZ, easily accessible for patients from nearby communities such as Paradise Valley, Cave Creek, Fountain Hills, and North Phoenix. Our office offers a welcoming and comfortable environment, ensuring your visit is as pleasant as possible. We pride ourselves on delivering attentive and patient-centered service in a caring and pleasant environment. With a commitment to utilizing leading-edge technology and procedures, we strive to provide the best dental services available. Our treatments are customized to meet your needs, from comprehensive preventative care to transformative restorative work and cosmetic solutions. Our ultimate goal is to give you a smile you'll be eager to share with everyone you meet!

Dr. Bruce Lachot is a seasoned dentist with over 40 years of experience practicing in the Valley. A graduate of Indiana University in 1983, Dr. Lachot immediately began his dental career in Arizona, where he has become a respected figure in the dental community. He is actively involved with the American Dental Association (ADA), Arizona State Dental Association (AzDA), and Central Arizona Dental Society. His professional affiliations extend to the Academy of Laser Dentistry (ALD) and the American Academy of Cosmetic Dentistry (AACD), and he holds Invisalign Orthodontic certification. Additionally, Dr. Lachot is a member of CEREC Doctors, reflecting his commitment to advanced dental technology.

www.elevationdentalgroup.com



Truly passionate about his craft, Scottsdale, AZ dentist, Dr. Rod W. Gore, offers cosmetic, general, and restorative dental care for the entire family. At his practice, Rod W. Gore DDS, PC, Dr. Gore goes above and beyond what it means to be a dentist, delivering true excellence to all of his patients. For more than 29 years, Dr. Gore has created GOREgeous, healthy smiles for Valley residents and beyond. Not only does Dr. Gore deliver stunning results through an array of advanced and innovative procedures, but he teaches them, too. Throughout his career, Dr. Gore has shared his knowledge, expertise, and experience teaching dentists worldwide about the art and science of various cosmetic and restorative procedures. For these reasons, Dr. Gore has been voted as a "Top Dentist" in Phoenix Magazine for several years in a row.

www.goregeoussmiles.com



Discover the truth at Veritas Laboratory! We provide advanced scientific testing and analysis for a wide range of industries. We are committed to delivering unparalleled accuracy, reliability, and speed in various forms of testing, including Qualitative Toxicology Screening and Liquid Chromatography-Mass Spectrometry (LC-MS) Testing. Our mission is to empower professionals across healthcare, pharmaceuticals, environmental science, and forensic fields with high-quality data they can depend on.

www.veritaslabllc.com



We handle Arizona administrative law, including occupational licensing board discipline actions and state agency investigations, including those before the Department of Child Safety (DCS), the Arizona Corporation Commission (ACC), the Arizona State Board of Nursing (ASBN), The Arizona State Veterinary Medical Examining Board (ASVMEB), and the Arizona Registrar of Contractors (AZ ROC). We handle other general criminal, civil, business, and agency actions including complaints and investigations, pre-indictment resolutions, witness representation, and contract negotiation.

www.altmanaz.com



U.S. Oral Surgery Management (USOSM) offers oral surgeons a unique opportunity to partner, collaborate, and grow their practice. Investing in USOSM means you join forces with a premier group of oral surgeons committed to driving clinical and financial excellence, practice growth and operational efficiencies. Our management service organization creates a sustainable partnership model that fuels innovation, clinical excellence and steadier, more profitable growth for all.

Dr. Pogue's educational background and training provide the expertise to perform a variety of procedures. Facial surgeries range from complex cases involving misaligned jaws to correction of facial injuries. Facial cosmetic procedures such as facelifts, brow lifts, and laser skin resurfacing are performed with an aesthetic eye for perfection. Additionally, Dr. Pogue works cooperatively with other specialists such as orthodontists, dentists, and physicians to give you the best result. Most surgeries take place in the state-of-the-art, Joint Commission-accredited outpatient center attached to the office. This provides a private, monitored environment for your comfort and safety. Intravenous sedation is available for most procedures. Place your confidence in a physician that makes you feel comfortable, keeps you informed, and most importantly, safe in his care.

www.drpogue.com

O'Malley & Berberich CPAs, P.C.

O'Malley & Berberich CPAs, P.C. is a local CPA firm specializing in personal and small business accounts.

This site has been created to further simplify things for you, our client, and your accounting needs by providing the forms and answers for the most frequently asked questions. Please take the time to browse the site and familiarize yourself with it so that next time you visit you will know exactly where to go when you need information. If you do not see what you are looking for, please go to the contact page to reach any of the staff via telephone or e-mail for a quick and friendly answer to your question.

www.omalleycpas.com

RENT ROLL

Suite	Tenant	SF	SF %	Lease Start	Lease End	Annual Rent	Monthly Rent	Rent/ SF	Total Annual CAM	Increase Date	Rent Increase	Lease Type	Comments
102	US Oral Surgery Management, LLC	3,675	17.72%	9/1/2006	2/28/2028	\$73,500	\$6,125	\$20.00	\$52,063	3/1/2025 3/1/2026 3/1/2027	\$6,248 \$6,372 \$6,500	NNN	2% rent increase per year. 4, 3-year renewal options. Lessee may terminate the lease w/60 day notice due to employment termination, death, disability or retirement.
104	Veritas Laboratory, LLC	1,673	8.07%	3/1/2023	2/28/2026	\$41,820	\$3,485	\$25.00	\$2,880	n/a	n/a	FS	Flat Rent through lease term. 1, 3-year renewal option at \$25.75/SF
105	Vacant (Seller Rent Guaranty)	1,718	8.28%	8/1/2024	7/31/2025	\$42,948	\$3,579	\$25.00	\$0	n/a	n/a	FS	Seller rent guarantee for 12 months from COE at \$25/SF
108	O'Malley & Berberich, CPAs, PC	3,269	15.76%	3/1/2005	12/31/2026	\$65,380	\$5,448	\$20.00	\$46,311	n/a	n/a	NNN	Flat Rent through lease term. 2, 1-year renewal options at FMV, but not less than 103% of prior months rent in primary term.
202	Imagen Elevation Dental Support Services, LLC	4,333	20.89%	12/1/1997	12/31/2028	\$86,660	\$7,222	\$20.00	\$61,385	n/a	n/a	NNN	Flat Rent through lease term. 1, 5 year renewal option at FMV, but not less than 103% of prior months rent in primary term.
206	Kurt M. Altman, PLC	2,168	10.45%	10/1/2021	10/31/2026	\$41,196	\$3,433	\$19.00	\$0	11/1/2024	\$3,613	FS	No renewal options.
208	Dr. Rod Gore, DDS, PC	3,907	18.84%	1/1/2009	12/31/2028	\$78,140	\$6,512	\$20.00	\$55,350	n/a	n/a	NNN	Flat Rent through primary term. 3, 5 year renewal options at FMV, but not less than 103% of prior months rent in primary term.
Total		20,743	100.00%			\$429,644	\$35,804		\$217,989				

PROJECTED RENT SCHEDULE

12-MONTH SCHEDULED RENTAL INCOME - JANUARY 2025 TO DECEMBER 2025

Suite	Tenant	January	February	March	April	May	June	July	August	September	October	November	December	Total
102	US Oral Surgery Management, LLC	\$6,125	\$6,125	\$6,248	\$6,248	\$6,248	\$6,248	\$6,248	\$6,248	\$6,248	\$6,248	\$6,248	\$6,248	\$74,730
104	Veritas Laboratory, LLC	\$3,485	\$3,485	\$3,485	\$3,485	\$3,485	\$3,485	\$3,485	\$3,485	\$3,485	\$3,485	\$3,485	\$3,485	\$41,820
105	Vacant (Seller Rent Guaranty)	\$3,579	\$3,579	\$3,579	\$3,579	\$3,579	\$3,579	\$3,579	\$3,579	\$3,579	\$3,579	\$3,579	\$3,579	\$42,948
108	O'Malley & Berberich, CPAs, PC	\$5,448	\$5,448	\$5,448	\$5,448	\$5,448	\$5,448	\$5,448	\$5,448	\$5,448	\$5,448	\$5,448	\$5,448	\$65,380
202	Imagen Elevation Dental Support Services, LLC	\$7,222	\$7,222	\$7,222	\$7,222	\$7,222	\$7,222	\$7,222	\$7,222	\$7,222	\$7,222	\$7,222	\$7,222	\$86,660
206	Kurt M. Altman, PLC	\$3,613	\$3,613	\$3,613	\$3,613	\$3,613	\$3,613	\$3,613	\$3,613	\$3,613	\$3,613	\$3,613	\$3,613	\$43,357
208	Dr. Rod Gore, DDS, PC	\$6,512	\$6,512	\$6,512	\$6,512	\$6,512	\$6,512	\$6,512	\$6,512	\$6,512	\$6,512	\$6,512	\$6,512	\$78,140
Total		\$35,984	\$35,984	\$36,107	\$36,107	\$36,107	\$36,107	\$36,107	\$36,107	\$36,107	\$36,107	\$36,107	\$36,107	\$433,035

Scheduled Rental Increase Per Lease

INCOME & EXPENSE SUMMARY

INCOME		
Scheduled Rental Income - Occupied Suites		\$390,087
Seller Rent Guaranty - Vacant Suite ⁽¹⁾		42,948
CAM/Utility Reimbursements (Owner Tenants) ⁽²⁾		215,109
Utility Reimbursements (Non-Owner Tenant) ⁽³⁾		2,880
Potential Gross Income		\$651,023
<i>Less Vacancy</i>		<i>0</i>
Effective Gross Income		\$651,023
LESS OPERATING EXPENSES		
Utilities	\$68,704	\$3.31 psf
Repairs & Maintenance	66,212	3.19
Real Estate Taxes	58,392	2.82
Janitorial Services	47,060	2.27
Property Management ⁽⁴⁾	22,750	1.10
Association Fees	7,872	0.38
Property Insurance	5,242	0.25
Telephone & Alarm	760	0.04
Legal	5,000	0.24
EMS Internet/Supplies	4,200	0.20
Tax Preparation & 1099	7,670	0.37
Total Expenses	\$293,862	\$14.17
NOI	\$357,161	
Suggested List Price	\$5,750,000	
Cap Rate	6.21%	
Price/SF	\$277	
Notes		
⁽¹⁾ 12-Month Seller Rent Guaranty @ \$25/SF		
⁽²⁾ CAM Reimb. Income equals 73.20% of Total Operating Expenses, equal to owner/tenant square footage		
⁽³⁾ Utility CAM of \$240/Month for Veritas Labs		
⁽⁴⁾ Currently self-managed. Inserted 3.5% Market Management Fee		



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DESERT RIDGE

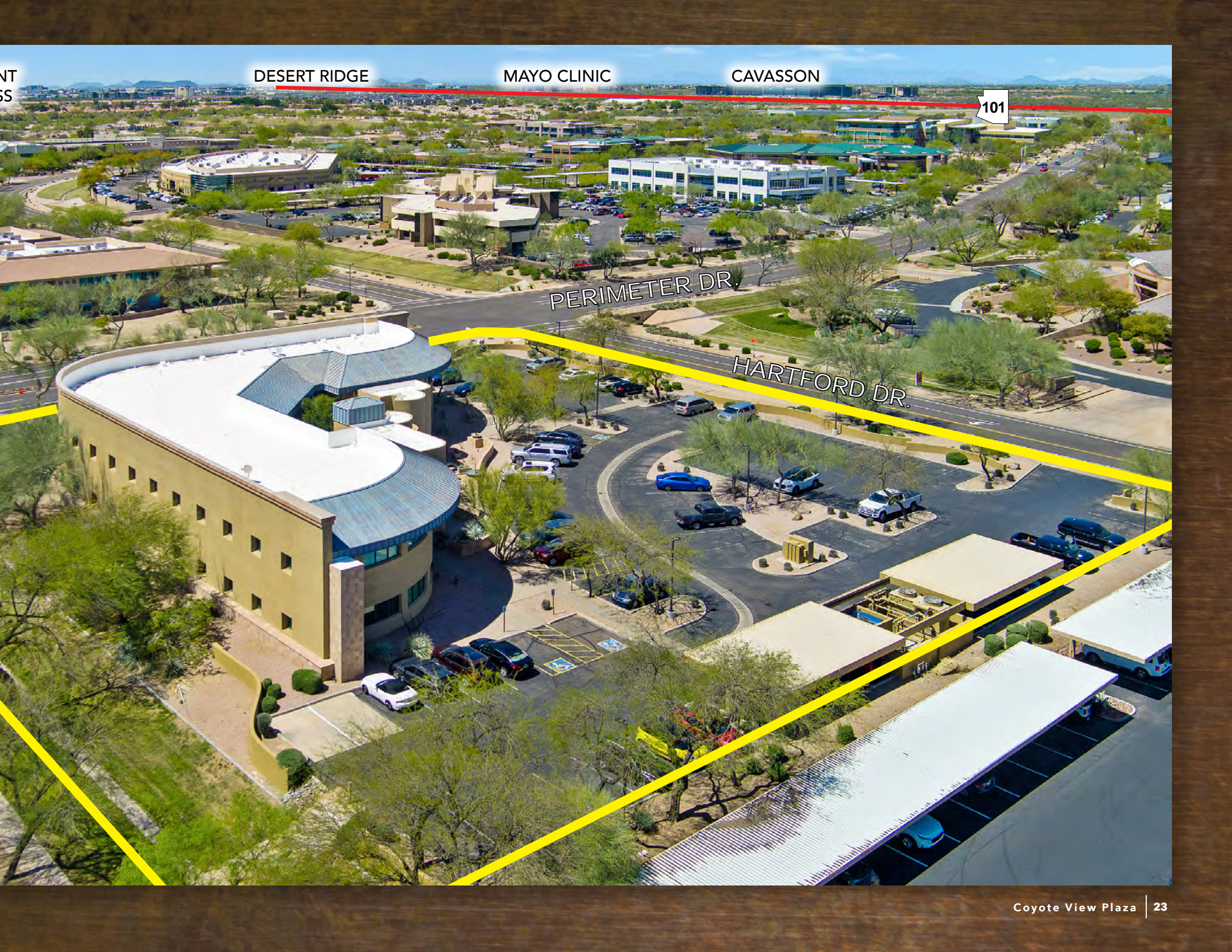
MAYO CLINIC

CAVASSON

101

PERIMETER DR.

HARTFORD DR.



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.

TOP 10 ARIZONA EMPLOYERS



Maricopa County

A government agency with over 10,000 employees



Banner Health

A healthcare organization with over 50,000 employees



Intel Corporation

A technology company with over 12,000 employees



State of Arizona

A government agency with over 33,000 employees



Walmart

A retail company with over 35,000 employees



Wells Fargo

A financial services company with over 12,000 employees



City of Phoenix

City of Phoenix

A government agency with over 14,000 employees



Honeywell Aerospace

An aerospace and defense company with over 10,000 employees



Raytheon Technologies

A defense and cybersecurity company with over 10,000 employees



Arizona State University

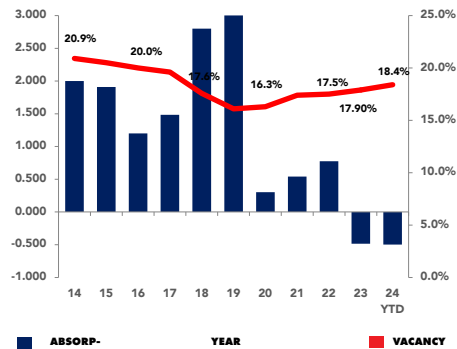
A public research university with over 26,000 employees

OFFICE MARKET OVERVIEW

MARKET STATS BY THE NUMBERS Q1 2024

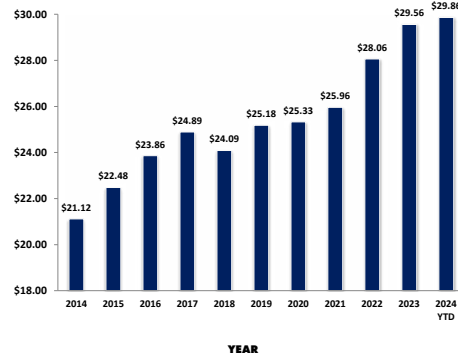
ABSORPTION/VACANCY

2014 - 2024 YTD



RENTAL RATES (FULL SERVICE)

PER YEAR, 2014 - 2024 YTD



QUARTERLY TREND ANALYSIS

	Q1 2024	Q4 2023	Q3 2023	Q2 2023
Vacancy Rate	18.4%	17.8%	17.9%	17.6%
Availability Rate	20.7%	20.1%	20.6%	20%
Asking Lease Rate	\$29.86	\$29.56	\$28.64	\$28.79
Leased SF	1,249,522 SF	1,355,716 SF	1,466,151 SF	1,588,090 SF
Sold SF	1,258,031 SF	1,475,057 SF	1,811,503 SF	1,232,885 SF
Net Absorption	(497,019) SF	68,616 SF	(355,027) SF	(137,097) SF

During the first quarter of 2024, the Phoenix Office Market continued to navigate trends hampering the sector over recent years. Among these was a noticeable adjustment in demand for office spaces, partly due to the ongoing shift towards remote and hybrid work models. In the initial quarter of 2024, there was negative absorption of 500,000 square feet, contributing to a direct vacancy rate of 18.4%. Despite this, rental rates displayed a positive trend, witnessing a 5.32% increase compared to Q1 of last year. This upward trajectory in rental rates stands out as a positive aspect amid the shifts observed in the market.

Sublease space remained stagnant in the quarter, staying at around 6.7 million square feet, representing 6.1% of the market. Tempe remains the frontrunner in sublease space availability with 1.2 million square feet, followed by Chandler with 1.1 million square feet, and the Scottsdale Airpark with 628,000 square feet.

The region's speculative construction pipeline has experienced a notable slowdown, reaching its lowest point since 2011. High interest rates and financial instability have acted as significant barriers to development efforts. Currently, only three

office projects are underway in the Phoenix area, signaling a cautious approach within the real estate sector. However, amidst this decline in construction activity, there is a silver lining: the low numbers serve as a safeguard for Metro Phoenix against overbuilding.

Continued elevated interest rates and reduced occupancy continue to hinder sales momentum. Sales for the quarter totaled \$208 million, reflecting a 29 percent drop compared to the same period in 2023 and a significant decrease from the \$861 million achieved in the first quarter of 2022.

The Phoenix office market encounters hurdles amid shifting work patterns, evidenced by a notable surge in vacancy rates and negative net absorption. The pace of constructing new office spaces has notably decelerated, primarily attributed to elevated interest rates and instability in the capital market. Despite this, the state maintains a business-friendly atmosphere marked by favorable tax policies, simplified regulations, and incentives aimed at attracting companies to set up their operations.

NO. OF TRANSACTIONS

58

Q4 2023: 72

TOTAL SALES VOLUME

\$208M

Q4 2023: \$289M

AVERAGE PSF

\$164/SF

Q4 2023: \$192/SF

AVERAGE CAP RATE

6.7%

Q4 2023: 7.3%

BUILDING CLASS	INVENTORY TOTAL	VACANCY RATE						NET ABSORPTION		SUBLEASE AVAILABLE			UNDER CONSTRUCTION	ASKING FS RENTS
		DIRECT		SUBLEASE		TOTAL		Q1 2024	YTD 2024	VACANT SF	TOTAL SF	PERCENT		
		SF	PERCENT	SF	PERCENT	SF	PERCENT							
Class A	49,452,369	11,553,746	23.3%	3,481,647	7.0%	15,035,393	30.3%	(350,937)	(350,937)	3,481,647	4,008,752	8.1%	387,578	\$32.76
Class B	53,666,480	8,130,109	15.1%	1,827,149	3.4%	9,957,258	18.6%	(124,701)	(124,701)	1,827,149	2,517,890	4.7%	-	\$24.24
Class C	6,067,784	347,628	5.7%	147,551	2.4%	592,395	8.1%	(21,381)	(21,381)	147,551	147,551	9.2%	-	\$19.56
Totals	109,186,633	20,031,483	18.4%	5,456,347	5.0%	25,585,046	23.4%	(497,019)	(497,019)	5,456,347	6,760,552	6.1%	387,578	\$29.86

OFFICE SUBMARKET	INVENTORY TOTAL	VACANCY RATE						NET ABSORPTION		SUBLEASE AVAILABLE			UNDER CONSTRUCTION	ASKING FS RENTS
		DIRECT		SUBLEASE		TOTAL		Q1 2024	YTD 2024	VACANT SF	TOTAL SF	PERCENT		
		SF	PERCENT	SF	PERCENT	SF	PERCENT							
Downtown Phoenix	6,086,074	1,647,033	27.1%	110,111	1.8%	1,757,144	28.9%	(111,375)	(111,375)	110,111	119,384	2.0%	-	\$32.28
Midtown Phoenix	10,017,810	2,358,685	23.5%	81,849	0.8%	2,440,534	24.4%	32,584	32,584	81,849	81,849	0.8%	-	\$26.04
Midtown/Central Phoenix	1,952,221	206,571	10.6%	-	0.0%	206,571	10.6%	(15,321)	(15,321)	-	-	-	-	\$23.40
44th St. Corridor	2,718,691	496,584	18.3%	81,016	3.0%	577,600	21.2%	(19,892)	(19,892)	81,016	162,322	6.0%	-	\$28.56
Camelback Corridor	7,892,164	1,487,054	18.0%	191,246	2.4%	1,678,300	21.3%	171,036	171,036	191,246	215,218	2.7%	-	\$37.80
Piestewa Corridor	2,161,197	290,667	13.4%	95,284	4.4%	385,951	17.9%	(18,134)	(18,134)	95,284	98,284	4.5%	-	\$26.16
Northwest Phoenix	6,484,162	1,331,821	20.5%	169,641	2.6%	1,501,462	23.2%	(86,036)	(86,036)	169,641	252,225	3.9%	-	\$22.08
Southwest Phoenix	1,433,253	103,950	7.3%	-	0.0%	103,950	7.3%	-	-	-	-	-	-	\$25.80
Sky Harbor Airport	3,647,933	502,361	13.8%	776,939	21.3%	1,279,300	35.1%	(123,236)	(123,236)	776,939	784,443	21.5%	-	\$18.72
S. Tempe/Ahwatukee	5,021,681	1,095,334	21.8%	413,337	8.2%	1,508,671	30.0%	(171,213)	(171,213)	413,337	670,569	13.4%	-	\$26.28
Tempe	13,433,077	3,379,710	25.2%	1,271,957	9.5%	4,651,667	34.6%	(141,671)	(141,671)	1,271,957	1,271,957	8.8%	268,356	\$35.52
Scottsdale South	5,836,932	1,005,662	17.2%	183,016	3.1%	1,188,678	20.4%	-	-	183,016	294,997	5.1%	-	\$38.64
Central Scottsdale	5,573,113	952,542	17.1%	173,586	3.1%	1,126,128	20.2%	(50,016)	(50,016)	173,586	195,385	3.5%	-	\$31.08
Paradise Valley	2,560,659	465,026	18.2%	17,952	0.7%	482,978	18.9%	1,565	1,565	17,952	12,950	0.5%	-	\$31.92
Deer Valley Airport	5,000,122	519,107	10.4%	544,695	10.9%	1,063,802	21.3%	10,927	10,927	544,695	607,016	12.1%	-	\$22.08
Arrowhead	1,257,105	125,608	10.0%	20,951	1.7%	146,559	11.7%	29	29	20,951	22,282	1.8%	-	\$28.44
Glendale	1,972,386	404,326	20.5%	40,306	2.0%	444,632	22.5%	7,083	7,083	40,306	40,306	2.0%	-	\$22.20
Chandler	8,203,464	1,192,214	14.5%	812,863	9.9%	2,005,077	24.4%	(67,598)	(67,598)	812,863	1,138,304	13.9%	119,222	\$28.44
Gateway/Loop 202	612,015	54,981	9.0%	-	0.0%	54,981	9.0%	16,404	16,404	-	-	-	-	\$29.04
Superstition Corridor	2,865,372	268,738	9.4%	104,448	3.6%	373,186	13.0%	(24,542)	(24,542)	104,448	84,573	3.0%	-	\$23.40
Mesa Downtown	670,995	65,449	9.8%	972	0.1%	66,421	9.9%	(1,771)	(1,771)	972	972	0.1%	-	\$21.84
Mesa East	1,333,380	419,933	31.5%	36,287	2.7%	456,220	34.2%	(20,112)	(20,112)	36,287	46,369	3.5%	-	\$35.65
Scottsdale Airpark	9,877,095	1,327,352	13.4%	298,734	3.0%	1,626,086	16.5%	114,040	114,040	298,734	628,398	6.4%	-	\$33.36
N. Scottsdale/Carefree	621,595	76,667	12.3%	19,065	3.1%	95,732	15.4%	6,313	6,313	19,065	19,065	3.1%	-	\$22.32
N. Phoenix/Cave Creek	13,607	-	-	-	-	-	0.0%	-	-	-	-	-	-	\$0.00
North I-17	537,801	68,900	12.8%	2,447	0.5%	71,347	13.3%	(50,954)	(50,954)	2,447	4,039	0.8%	-	\$25.68
Loop 303/Surprise	435,380	44,817	10.3%	-	0.0%	44,817	10.3%	3,394	3,394	-	-	-	-	\$32.52
West I-10	1,280,579	140,391	11.0%	9,645	0.8%	150,036	11.7%	41,477	41,477	9,645	9,645	0.2%	-	\$32.52
TOTALS	109,186,633	20,031,483	18.4%	5,456,347	5.0%	25,585,046	23.4%	(497,019)	(497,019)	5,456,347	6,760,552	6.1%	387,578	\$29.86

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 8535 East Hartford Drive, Scottsdale, AZ 85255 (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 8535 East Hartford Drive 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

SC

FA

7M

FROM SKY HARBOR
AIRPORT

47.7

MEDIAN AGE

88K

HOUSEHOLD
INCOME

(MEDIAN IN DOLLARS)



SCOTTSDALE

CTS

**OVER
15K
BUSINESSES**

**184.5
SQUARE MILES
OF THRIVING CITY**

**241K
POPULATION
130K
EMPLOYEES**

ECONOMIC GROWTH



54%

Management,
Business, Science, Arts



25%

Sales and Office
Positions



13%

Service
Industry



5%

Production and
Transportation



3%

Construction and
Maintenance

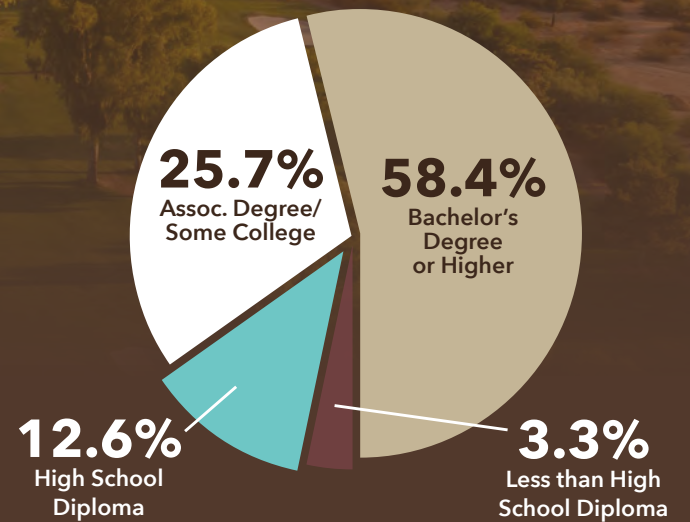
CITY OVERVIEW

The Scottsdale area spans over 30-miles from north to south and encompasses over 184 square miles. With a population of over 250,000 residents, Scottsdale is one of the top five largest cities in Arizona. It is Arizona's mecca for corporate business professionals and new technology startups.

Scottsdale is one of the state's leading job centers with more than 16,000 businesses employing approximately 210,000 employees. Scottsdale's economic development foundation is built upon the six promising export industry sectors: IT Services and Software; Financial and Insurance Services/Technology; Healthcare Services and Innovation; Logistics Management; Corporate HQs; and Tourism.

Scottsdale continues to be recognized nationally and internationally for its beautiful landscapes, vast retail offerings, attainable quality of life and community safety.

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