

**FOR SALE**

**3,824 S.F. COMMERCIAL RETAIL OR OFFICE CONDO**

# MAIN STREET PLAZA arts district

**7039 EAST MAIN STREET  
SCOTTSDALE, AZ 85251**



**Inquiries:**

**Jose Ramirez**

602-363-4628 cell

jose@oxurban.com

**TJ Claassen**

602-524-6000 cell

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**KARADU  
GALLERY**

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# DISCLAIMER & CONFIDENTIALITY AGREEMENT

OX Urban Properties (“Agent”) has been engaged as the exclusive agent for the sale of 7039 East Main Street, Scottsdale, AZ 85251 (the “Property”), by the owner of the Property (“Seller”). The Property is currently land; however, the Property is being offered for sale along with full entitlements for the proposed multi-family project. Seller and Agent make no representations or warranties as to the accuracy of the information contained in this Offering Memorandum. The enclosed materials include highly confidential information and are being furnished solely for the purpose of review by prospective purchasers of the interest described herein. Neither the enclosed materials nor any information contained herein is to be used for any other purpose or made available to any other person without the express written consent of the Seller. The use of this Offering Memorandum and the information provided herein is subject to the terms, provisions and limitations of the confidentiality agreement furnished by Agent prior to delivery of this Offering Memorandum.

The enclosed materials are being provided solely to facilitate the prospective buyer’s own due diligence for which it shall be fully and solely responsible. The material contained herein is based on information and sources deemed to be reliable, but no representation or warranty, expressed or implied, is being made by Agent or Seller or any of their respective representatives, affiliates, officers, employees, shareholders, partners and directors, as to the accuracy or completeness of the information contained herein. Summaries contained herein of any legal or other documents are not intended to be comprehensive statements of the terms of such documents, but rather only outlines of some of the principal provisions contained therein. Neither the Agent nor the Seller shall have any liability whatsoever for the accuracy or completeness of the information contained herein or any other written or oral communication or information transmitted or made available or any action taken or decision made by the recipient with respect to the Property. Interested parties are to make their own investigations, projections and conclusions without reliance upon the material contained herein.

Seller reserves the right, at its sole and absolute discretion, to withdraw the Property from the market at any time and for any reason. Seller expressly reserves the right, at their sole and absolute discretion, to reject any and all expressions of interest or offers regarding the Property and/or to terminate discussions with any entity at any time, with or without notice. This offering is made subject to omissions, correction of errors, change of price or other terms, prior sale or withdrawal from the market without notice. Agent is not authorized to make any representations or agreements on behalf of Seller.

Seller shall have no legal commitment or obligation to any interested party reviewing the enclosed materials, performing additional investigation and/or making an offer to purchase the Property unless and until a binding written agreement for the purchase of the Property has been fully executed, delivered, and approved by Seller and any conditions to Seller’s obligations thereunder have been satisfied or waived.

By taking possession of and reviewing the information contained herein, the recipient agrees that (a) the enclosed materials and their contents are of a highly confidential nature and will be held and treated in the strictest confidence and shall be returned to Agent or Seller promptly upon request; and (b) the recipient shall not contact employees or tenants of the Property directly or indirectly regarding any aspect of the enclosed materials or the Property without the prior written approval of the Seller or Agent; and (c) no portion of the enclosed materials may be copied or otherwise reproduced without the prior written authorization of Seller or Agent or as otherwise provided in the Confidentiality and/ or Registration Agreement executed and delivered by the recipient(s) to OX Urban Properties.



## SALES ABSTRACT

**SALES PRICE**

Call for Pricing

**PROJECTED NOI (2027)**

**\$183,878\***

**IN PLACE NOI (XANADU GALLERY)**

**\$63,360**

**XANADU GALLERY**                      **2,154 SF**

**VACANT SHELL**                         **1,470 SF**

**DISPLAY**                                 **200 SF**

**TOTAL SF**                                **3,824 SF**

**Building Operating Expenses:**         **Approx \$7.00 per square foot per year**

*\*PROJECTED NOI assumes 100% occupancy and Market Rent on all currently vacant spaces. Xanadu Gallery lease expires 1/31/2027.*



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*The material contained herein is based on information and sources deemed to be reliable, but no representation or warranty, expressed or implied, is being made by Agent or Seller or any of their respective representatives, affiliates, officers, employees, shareholders, partners and directors, as to the accuracy or completeness of the information contained herein.*

## MAIN STREET PLAZA

Downtown Scottsdale central location within Main Street Plaza development perfect for an OWNER/USER OR INVESTOR either retail, service retail, art/ design studio, gallery or office in the heart of the Scottsdale's Gallery District.

Located on Main Street, adjacent from the Museum of the West amidst galleries, the Art Walk and eateries such as The Beverly and Malee's Thai Bistro on Main. Also coming soon is Jamie Hormel's (Wrigley Mansion) future wine bar.

Main Street Plaza is a partially leased, multi-tenant, NNN, Investment or Owner User Opportunity offering investors the chance to own one of Scottsdale's most unique mixed-use projects

# MAIN STREET PLAZA arts district



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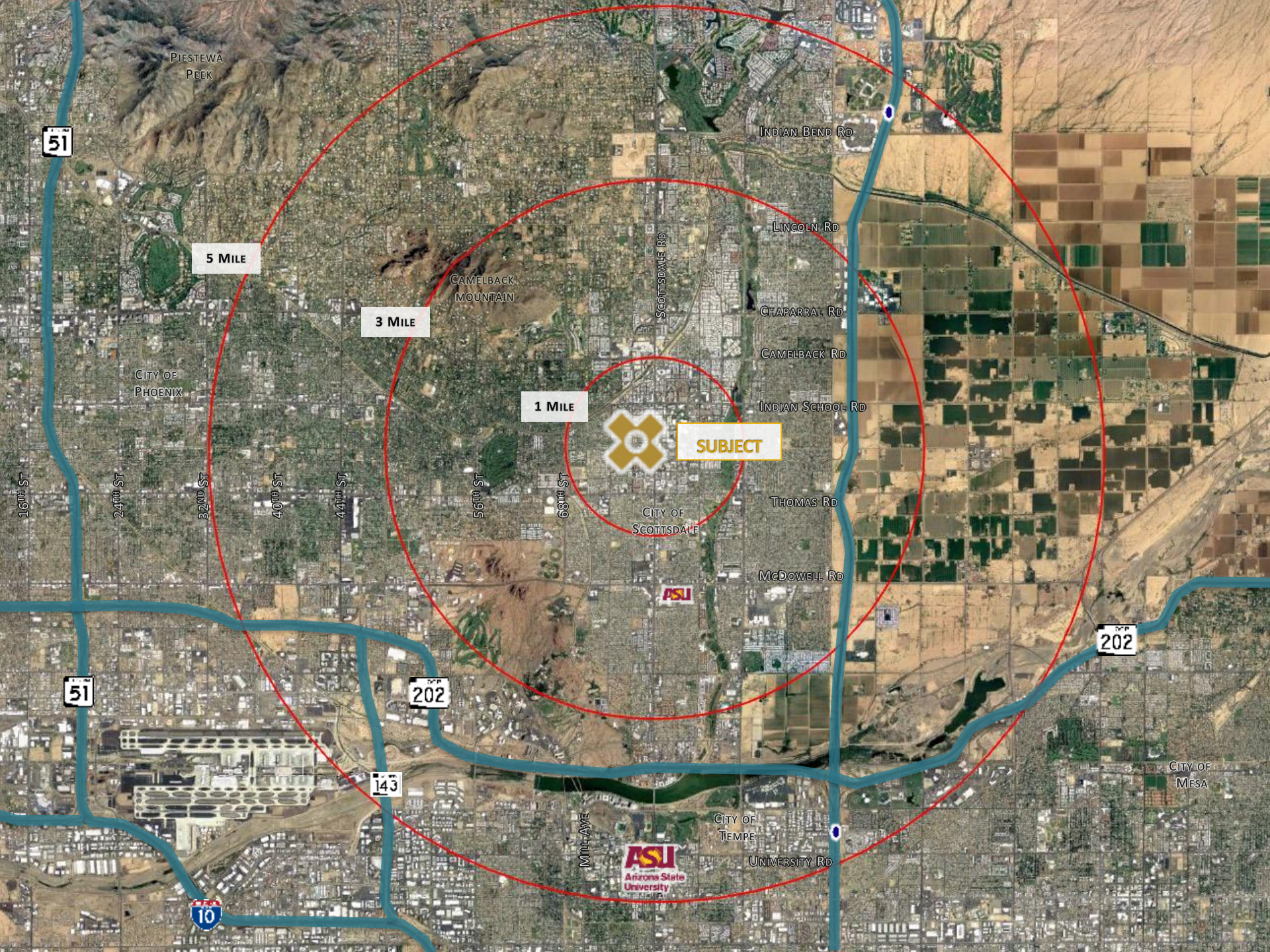
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PIESTEWA PEEK

51

5 MILE

3 MILE

1 MILE

SUBJECT

CITY OF PHOENIX

CAMELBACK MOUNTAIN

SCOTTSDALE RD

INDIAN BEND RD

LINCOLN RD

CHAPARRAL RD

CAMELBACK RD

INDIAN SCHOOL RD

THOMAS RD

McDOWELL RD

CITY OF SCOTTSDALE

ASU

202

CITY OF MESA

CITY OF TEMPE

ASU  
Arizona State University

UNIVERSITY RD

16th ST

24th ST

32nd ST

40th ST

44th ST

56th ST

68th ST

MILITARY AVE

10

143



SCOTTSDALE  
FASHION SQUARE

SCOTTSDALE  
WATERFRONT

CAMELBACK RD

SCOTTSDALE RD

DRINKWATER BLVD

GOLDWATER BLVD

MARSHALL WAY

25,435 VPD

INDIAN SCHOOL RD

AZ CANAL

Valley



MAIN ST

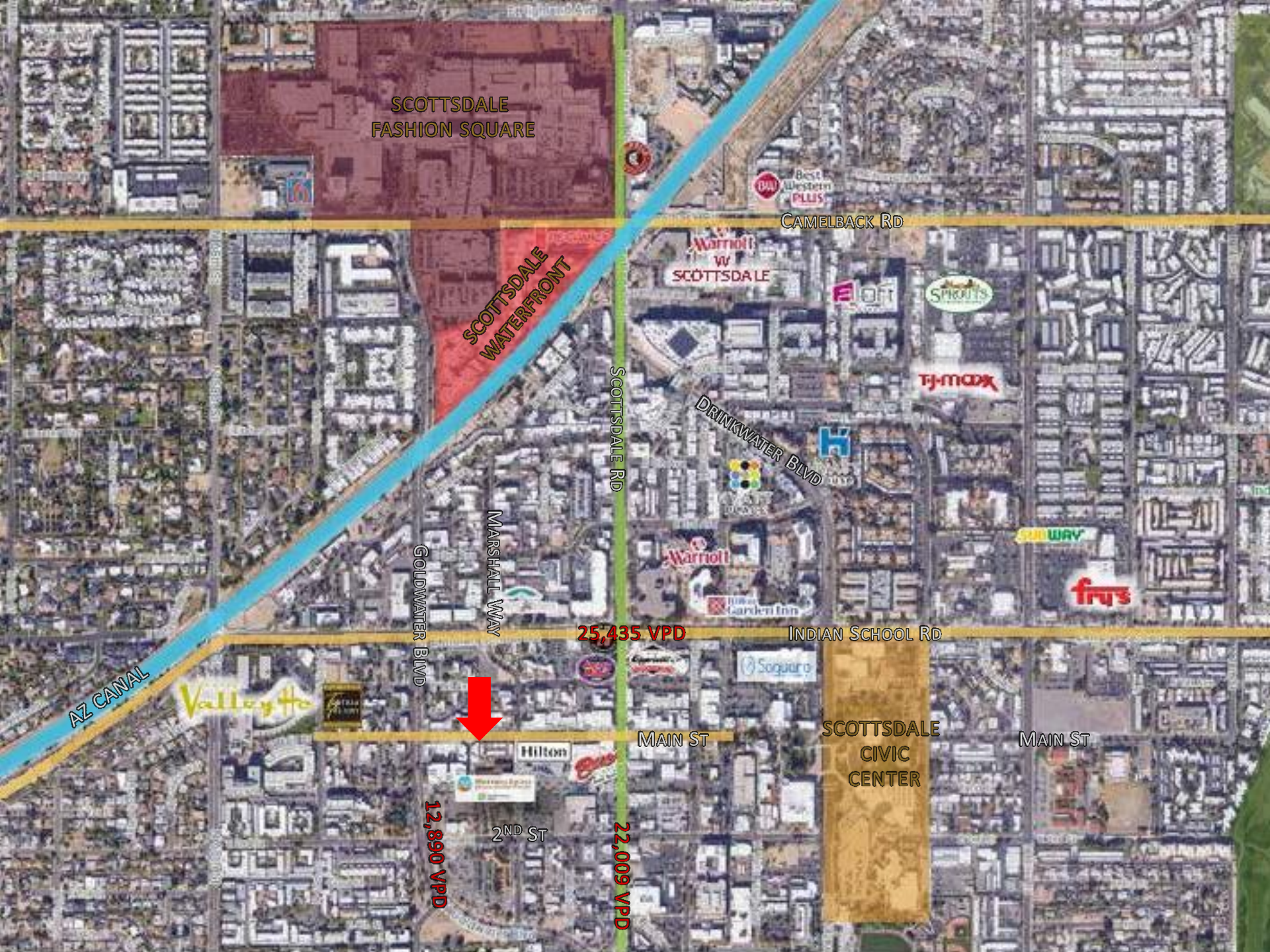
SCOTTSDALE  
CIVIC  
CENTER

MAIN ST

12,890 VPD

2ND ST

22,009 VPD



E Indian School Rd

FUTURE  
RESIDENTIAL

E Indian School Rd

The Wine Collective of  
Scottsdale, Wine Store, ...  
Voted best  
new Wine Bar

The M...  
4.0  
3-s

E 1st Ave

Arcadia Farms Cafe

N Goldwater Blvd

Bonner David Galleries  
Fine Art Gallery -  
Scottsdale | New Yo...



E Main St

Chin Up Donuts  
Donuts Made  
From Scratch

Canopy by Hilton  
Scottsdale Old Town  
4.7 ★ (636)  
4-star hotel

N Scottsdale Rd

E 1st St

AZ/A  
Amer

Western Spirit:  
Scottsdale's Museum of...  
Western history, art & culture museum

FUTURE  
BOUTIQUE  
HOTEL

FUTURE  
RESIDENTIAL

Scott  
of Co  
Moder

E 2nd St

E 2nd St

FUTURE  
RESIDENTIAL

N Marshall Way

JoJo Coffeehouse  
Breakfast & Brunch  
Breakfast - \$\$

Scottsdale Sinus  
& Allergy Center

ells Fargo Ave

The museum celebrates the art, history and culture of the American West. It features exhibitions of Western art, historic artifacts and compelling stories of the old and new West, plus exciting events.

The \$11.4 million, 43,000 square-foot museum is owned by the city of Scottsdale and operated by a nonprofit called Scottsdale Museum of the West.

The museum features rotating exhibitions of Western art and cultural treasures on loan from some of the world's foremost collectors and institutions. Interactive games and activities as well as multimedia kiosks located throughout the galleries engage children and adults, providing insights into the art and artifacts on exhibit.



# OLD TOWN SCOTTSDALE FUTURE GROWTH



SCOTTSDALE FASHION SQUARE



CAESARS REPUBLIC



THE MARQUEE



MUSEUM SQUARE



# GREATER METRO PHOENIX MARKET SUMMARY

Phoenix's historically strong housing, construction and real estate industries are incredibly strong. These industries have helped Phoenix regain its position as one of the leading growth markets in the nation.

## Phoenix has a Vibrant, Diversified Economy

Phoenix has a highly diversified base of industries, led by aerospace, high-tech manufacturing, distribution/ logistics, financial services and corporate/regional headquarters. Phoenix has recently seen many companies move or expand from California, including eBay/PayPal, Amazon.com, Dunn Edwards, Power One, and American Presidential Lines. Phoenix also is ranked among the top in the country for its solar/renewal energy sector, and has a rapidly growing healthcare/biomedical industry.

- Inc. Magazine named Phoenix one of the top 20 cities in the country for start-up companies; Phoenix ranks third in the country for entrepreneurs per 1,000 people
- Phoenix is top 10 for financial services employment
- Major data processing, credit card and customer service companies are attracted by Greater Phoenix's telecommunications infrastructure, predictable climate, and low catastrophic risk – no earthquakes, tornados, coastal flooding, or hurricanes
- Arizona has some of the world's largest solar generation projects



## MAJOR PHOENIX METRO EMPLOYERS

### AEROSPACE AND AVIATION

Honeywell  
Boeing  
Cessna  
General Dynamics  
Hawker Beechcraft  
Orbital Sciences Corporation

### HIGH-TECH MANUFACTURING/ DISTRIBUTION

Intel  
Avnet  
Freescale Semiconductor  
Microchip Technology  
Iridium Communications  
Insight Enterprises

### DISTRIBUTION/LOGISTICS CENTERS

Amazon.com  
Dick's Sporting Goods  
Gap, Inc.  
Target  
Macy's  
Walmart

### FINANCIAL/BUSINESS/DATA SERVICES

JP Morgan Chase  
Bank of America  
American Express  
eBay/PayPal  
Vanguard Securities  
Charles Schwab  
Uber  
Northern Trust  
State Farm Regional Headquarters

### CORPORATE/ REGIONAL HEADQUARTERS

Freeport McMoran Copper and Gold  
US Airways  
Apollo Group/University of Phoenix  
PetSmart  
Dial Corporation/Henkel  
Go Daddy

### HEALTHCARE/BIOTECH/ RENEWABLE ENERGY

Mayo Clinic  
United Healthcare  
TGen  
International Genomic Consortium  
First Solar  
Kyocera



# SCOTTSDALE MARKET SUMMARY

Scottsdale is one of the most livable cities in the country – a community where economic prosperity, entrepreneurial spirit and lifestyle come together.

A destination famous for casual Southwestern style, Scottsdale boasts of first-rate resorts, world-class events, sophisticated arts, lively nightlife and diverse shopping. With its affluent and educated population, large employment base and business-friendly atmosphere, Scottsdale maintains a competitive edge in attracting new retailers, company headquarters, technology and biomedical industry leaders. More than 51% of the population has a Bachelor’s degree or higher.

The city enjoys the largest concentration of Class A office space in the region, a highly developed workforce, excellent business infrastructure and transportation links including a first-class executive airport.

Tourism is an integral part of Scottsdale’s economy, generating \$2.9 billion annually. 8.6 million people visit each year, filling 13,700 resort and hotel rooms. The average household income of visitors to Scottsdale is \$107,000.

Scottsdale and the surrounding area host an estimated 8.3 million rounds of golf each year.

Bloomberg BusinessWeek ranked Scottsdale among the best U.S. Cities in the nation, based on economic factors, educational attributes, leisure attributes, crime and air quality.

American Style magazine named Scottsdale in its Top 25 U.S. Arts Destinations among mid-size cities in the country.

## Top 10 Major Employers in Scottsdale

Scottsdale Healthcare	4,278	
General Dynamics C4 Systems	3,166	
City of Scottsdale		2,744
CVS/Caremark		2,124
GoDaddy.com		1,915
Mayo Clinic		1,861
The Vanguard Group	1,860	
Scottsdale Unified School District	1,820	
Scottsdale Insurance Company	1,420	
L&G Mortgagebank Inc.	1,000	

## Education

Paradise Valley Unified School District	33,000 students
Scottsdale Unified School District	26,000 students

## Colleges/Universities

Arizona State University	72,250 students
Scottsdale Community College	22,000 students

## Tourism/Major Hotels

The Phoenician	828	
The Westin Kierland Resort & Spa	732	
JW Marriott Camelback Inn	453	
Scottsdale Plaza Resort	404	
DoubleTree Paradise Valley Resort	378	
The Westin Kierland Villas Scottsdale	298	
Firesky Resort & Spa	204	
Scottsdale Cottonwoods Resort	171	
Royal Palms		119
The Sanctuary on Camelback	98	
Hyatt Regency		500

## Area Events

Waste Management Phoenix Open	525,821	
Scottsdale Arabian Horse Show	300,000	
Barrett-Jackson Car Auction	270,000	
Spring Training		230,000
Fiesta & Buffalo Wild Wings Bowls	127,174	
Parada del Sol Parade & Rodeo	100,000	
Scottsdale Culinary Festival	40,000	
Scottsdale Arts Festival	28,592	
Sunday A’Fair		4,497

## Entertainment and Cultural Venues/Sports/Conventions

West World		700,000 attendees
Salt River Fields at Talking Stick	369,393 attendees	
Scottsdale Stadium		168,320 attendees



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# OLD TOWN SCOTTSDALE



*There's no better place for a business than Scottsdale. Named "the most livable city," it is Arizona's sixth largest city with a population over 215,000. The city is located East of Phoenix and is a popular destination in the winter for vacationers who want to enjoy the state's mild climate.*

## DOWNTOWN SCOTTSDALE

As one of the most acclaimed tourist areas in the state of Arizona, downtown Scottsdale provides an eclectic mix of southwestern and contemporary art galleries, specialty retail, upscale dining, active nightlife and museums for residents and visitors. It is comprised of a number of distinctive districts including Old Town Scottsdale and the Scottsdale Arts District. Downtown Scottsdale offers something for everyone within a close distance and has become pedestrian friendly. Residents and visitors are within walking distance to most of Scottsdale's greatest attractions.

## 5TH AVENUE SHOPS

Fifth Avenue is located within Downtown Scottsdale. It combines the look and feel of Old Scottsdale with some of the city's best

restaurants, unique shops, salons, galleries, jewelers and nightlife.

## ENTERTAINMENT DISTRICT

This district offers a wide selection of dining alternatives that vary from exotic to traditional, along with a wide array of Scottsdale's hottest nightclubs. The entertainment district is the perfect place to go after a day of shopping.

## SCOTTSDALE ARTS DISTRICT

The Scottsdale Art's District is home to the country's original "Art Walk." Each Thursday the Scottsdale Art District is open into the evening, featuring one of the largest concentrations of art galleries in the country, which draw serious art collectors and visitors alike. In addition to the myriad of art galleries, the area is filled with bookstores, world renowned jewelry stores, fine dining and spas.

## OLD TOWN DISTRICT

Amidst designated historic buildings in this western themes area is western wear, bookstores, galleries, home décor shops, Southwest jewelry, restaurants and nightlife options.

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# OPPORTUNITY ZONE

Located in a federally Approved opportunity zone.

Arizona's Opportunity Zone nominations were submitted on March 21, 2018 and approved by the U.S. Treasury Department on April 9, 2018, making Arizona one of the first states in the nation to have its zones officially designated.

The federal Opportunity Zones program allows each state's governor to nominate up to 25 percent of the qualifying low-income Census tracts as Opportunity Zones. It was created under a provision of the Tax Cuts and Jobs Act, which was signed into law December of 2017.

**Investors who reinvest capital gains monies in Opportunity Zone funds will receive reductions on capital gains taxes relative to the years of their investment.**

Investments held 10 years: taxable amount of the capital gains reinvested is reduced by 15% and no tax is owed on appreciation. For example: \$100 of capital gains is reinvested into an Opportunity Zone fund and held for 10 years. Tax owed on the original \$100 is deferred until 2026, and taxable amount is reduced to \$85 (\$100 minus \$15). Investor will owe \$20 of tax on the original capital gains (23.8% of \$85). No tax is owed on Opportunity Zone investment's capital gain. Assuming a 7% annual growth rate, the after-tax value of the original \$100 investment is \$176 by 2028.\*

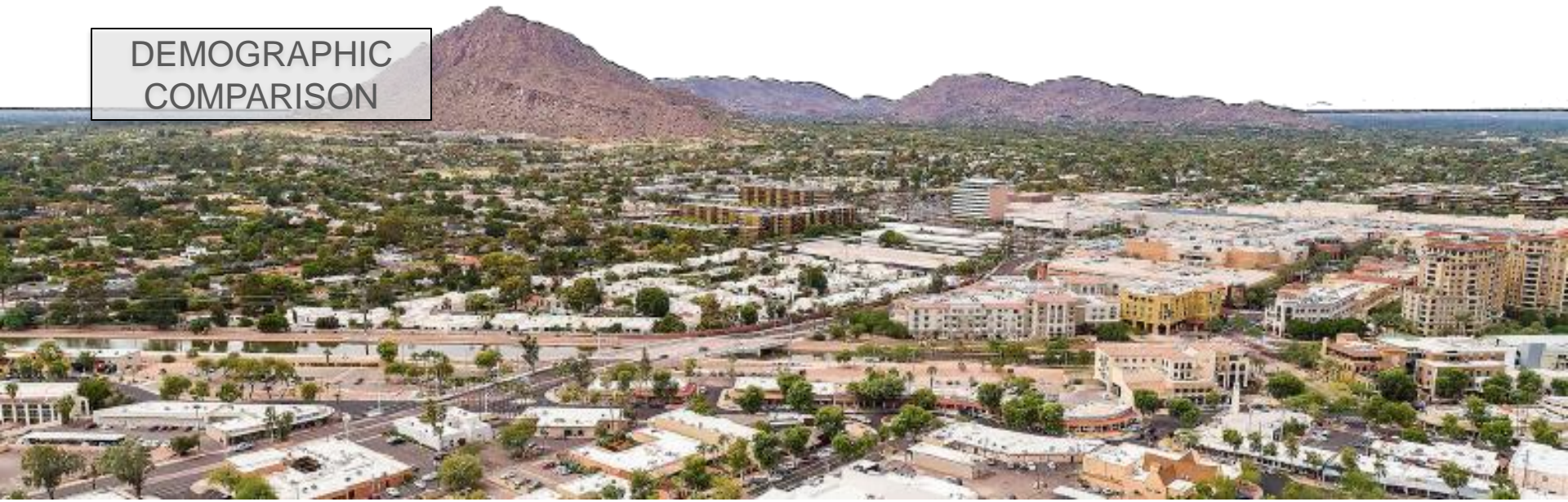
Investments held 7 years: taxable amount of the capital gains reinvested is reduced by 15%. For example: \$100 of capital gains is reinvested into an Opportunity Zone fund and held for 7 years, selling in 2025. Taxable amount is reduced to \$85 (\$100 minus \$15). Investor will owe \$20 of tax on the original capital gains (23.8% of \$85). Assuming a 7% annual growth rate, the investor will owe \$15 in tax (23.8% of \$61) on the Opportunity Zone investment's capital gain.\*

Investments held 5 years: taxable amount of the capital gains reinvested is reduced by 10%. For example: \$100 of capital gains is reinvested into an Opportunity Zone fund and held for 5 years, selling in 2023. Taxable amount is reduced to \$90 (\$100 minus \$10). Investor will owe \$21 in tax on the original capital gains (23.8% of \$90). Assuming a 7% annual growth rate, the investor will owe \$10 in tax (23.8% of \$40) on the Opportunity Zone investment's capital gain.\*





## DEMOGRAPHIC COMPARISON



<b>2019</b>	<b>1 MILE</b>	<b>3 MILE</b>	<b>5 MILE</b>
Total Population	20,417	101,331	217,229
Daytime Population	29,328	64,914	168,857
Avg. HH Income	\$115,737	\$107,060	\$99,990
Avg. Family Size	1.7	2.0	2.1
Avg. Age	44.0	41.9	40.3

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