

BLACK ROCK COFFEE BAR (NYSE: BRCB)

3225 E BASELINE RD, PHOENIX, AZ 85042 | SEC 32ND ST & BASELINE RD



LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

SEAN M. BISHOP, CCIM
PRINCIPAL
602.954.3774
sbishop@leearizona.com

JOHN ESSLINGER
PRINCIPAL
602.385.3797
jesslinger@leearizona.com

CAMCRE.

JASON HERSKER
EXECUTIVE VICE PRESIDENT
602.370.9605
jhersker@camcre.com

TABLE OF CONTENTS

03★ PROPERTY SUMMARY

04★ INVESTMENT HIGHLIGHTS

05★ FINANCIAL SUMMARY

06★ TENANT SUMMARY

12★ DEMOGRAPHICS





PROPERTY SUMMARY

OFFERING PRICE: \$2,800,000

TENANT: Black Rock Store Operations
LLC d/b/a Black Rock Coffee Bar

CAP RATE: 5.00%

LEASE TYPE: Absolute NNN

LEASE TERM: 15 years

YEAR BUILT: 2025

ANNUAL BASE RENT: \$140,000

BUILDING GLA: ±2,485 SF

LAND SF / PARCEL SIZE: TBD*

*Parcel split to occur while marketing. Seller shall be responsible to complete lot split at no cost to buyer.

INVESTMENT HIGHLIGHTS

- Long term, 15-year lease with a corporate guaranty from Black Rock Coffee
- Absolute NNN with no Landlord responsibilities
- Brand new construction building with a double drive-thru window
- The lease has scheduled rent increases - 10% every 5 years including each option period
- Black Rock Coffee has ±54 stores in Arizona and growing, along with their recent IPO in September of 2025 (NYSE: BRCB)



FINANCIAL SUMMARY

LEASE ABSTRACT

| | |
|--------------------|--|
| Lease Type: | Absolute NNN |
| Lease Term: | 15 Years |
| Tenant: | Black Rock Store Operations LLC d/b/a Black Rock Coffee Bar |
| Rent Commencement: | September 27, 2025 |
| Lease Expiration: | September 30, 2040 |
| Rent Increases: | Step-ups in Year 6 and Year 11; 10% every 5 years |
| Renewal Options: | Four (4) x Five (5) years |

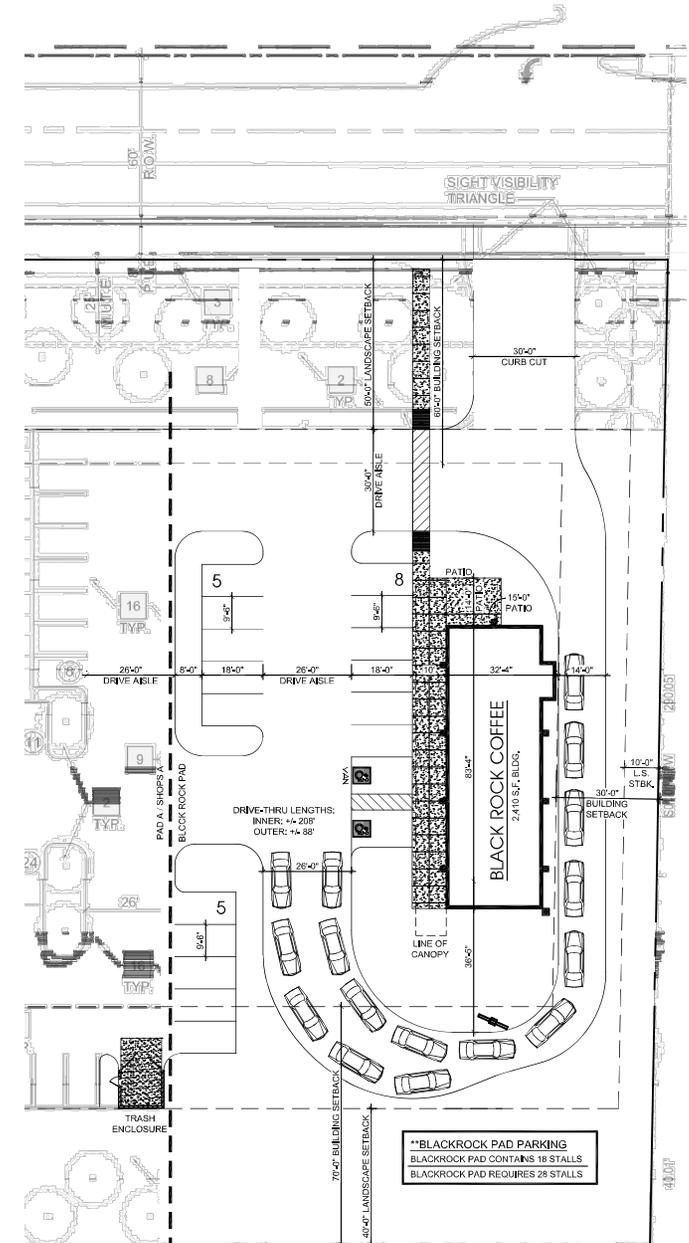
ANNUALIZED OPERATING DATA

LEASE YEARS

| LEASE YEARS | ANNUAL RENT | CAP RATE |
|-------------|-------------|----------|
| Years 1 - 5 | \$140,000 | 5.0% |
| Years 6-10 | \$154,000 | 5.5% |
| Years 11-15 | \$169,400 | 6.1% |

RENEWAL OPTIONS

| RENEWAL OPTIONS | ANNUAL RENT | CAP RATE |
|-----------------|-------------|----------|
| Option 1 | \$186,340 | 6.7% |
| Option 2 | \$204,974 | 7.3% |
| Option 3 | \$225,471 | 8.1% |
| Option 4 | \$248,019 | 8.9% |





Tenant Summary | Black Rock Coffee Bar (Nasdaq: BRCB)

Black Rock Coffee Bar is a publicly traded drive-thru coffee concept offering premium caffeinated beverages and an “elevated” guest experience built around speed, service, and community. The company was founded in 2008 (Beaverton, Oregon) and maintains its principal executive offices in Scottsdale, Arizona.

As of September 30, 2025, Black Rock reported 169 locations across seven states and describes itself as the largest fully company-owned coffee retailer in the country.

For Arizona, the most recent state-level breakout I can cite from SEC materials shows 52 locations in AZ (as of June 30, 2025)



| | |
|----------------------------|-----------------------|
| Website | www.br.coffee |
| Ownership | Public (Nasdaq: BRCB) |
| Founded | 2008 |
| Headquarters | Scottsdale, AZ |
| Locations (Total) | ±171 |
| Locations (Arizona) | ±54 |





BR baskin
robbins **DUNKIN'**
DONUTS

BARRO'S
PIZZA

KUNSTEIN BREW
BAGELS **ATOMIC WINGS**

RESIDENTIAL UNDER
CONSTRUCTION

PROPOSED
RETAIL STRIP

32ND ST.

BASELINE RD. 59,112VPD

PROPOSED
RETAIL PAD

Gallagher's
An American Sports Grill



RESIDENTIAL UNDER CONSTRUCTION

PROPOSED RETAIL STRIP

RESIDENTIAL UNDER CONSTRUCTION



32ND ST.

PROPOSED RETAIL PAD



BASELINE RD. 58,480 VPD





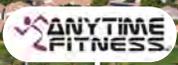
THE RAVEN
CONDOMINIUMS
161 UNITS

SHADOW MOUNTAIN
VILLAS CONOMINUMS
277 UNITS



BASELINE RD. 59,112 VPD





RESIDENTIAL UNDER CONSTRUCTION

32ND ST.

PROPOSED RETAIL PAD

BASELINE RD. 59,112VPD



2025 DEMOGRAPHICS

| | <i>5 MINUTES</i> | <i>10 MINUTES</i> | <i>15 MINUTES</i> |
|--|------------------|-------------------|-------------------|
|  POPULATION | 29,026 | 126,679 | 510,542 |
|  HOUSEHOLDS | 10,599 | 46,783 | 200,454 |
|  AVG. HH INCOME | \$113,838 | \$101,122 | \$104,363 |
|  MEDIAN HH INCOME | \$85,369 | \$75,827 | \$76,970 |

DENSE Daytime Drivers and Established Neighborhoods

\$113K Average HH Income

510K+ Residents

\$785M Annual Spend on Food Away from Home

STEPS from Schools, Hospitals & Homes

PHOENIX MSA AT A GLANCE



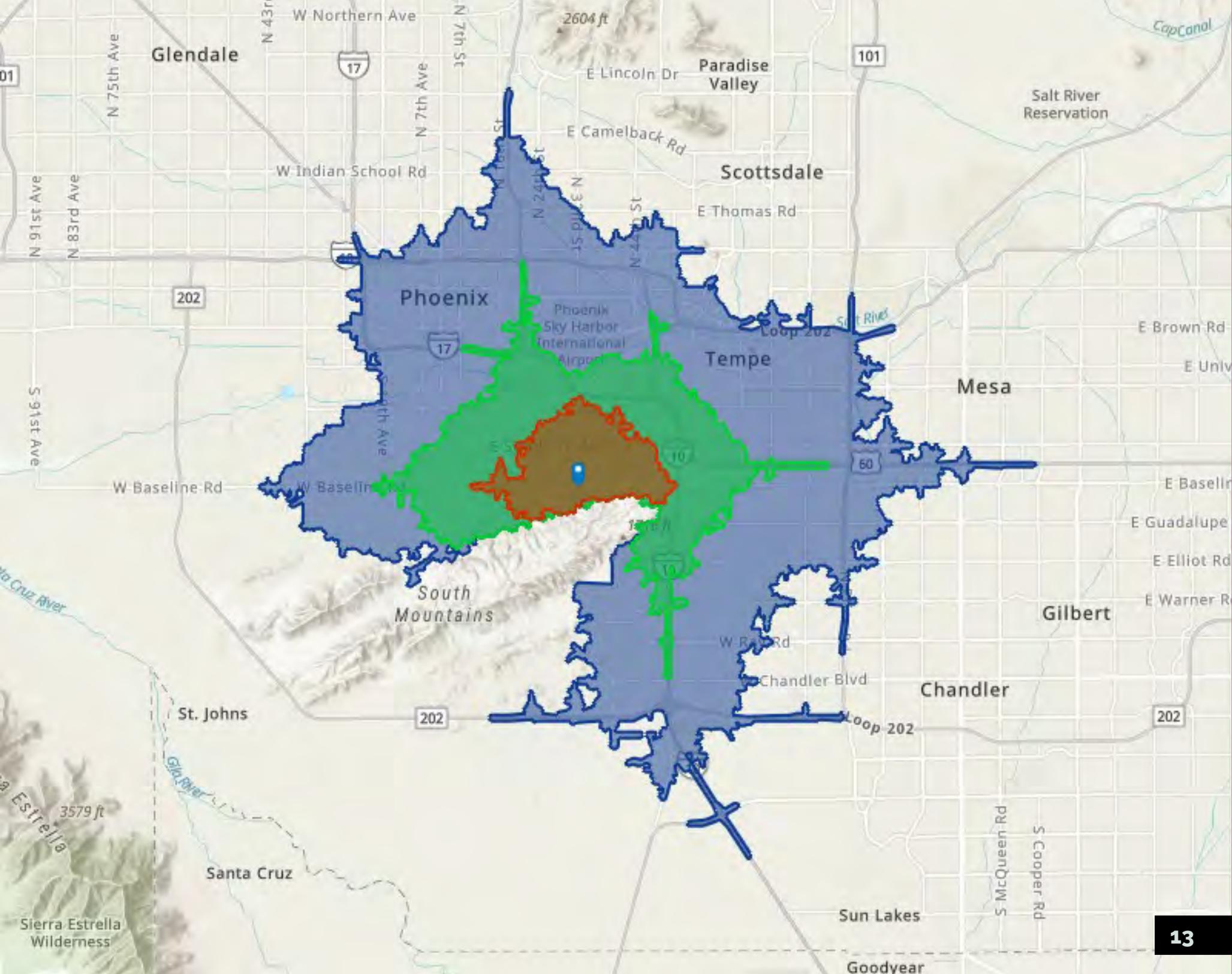
6TH LARGEST CITY



10TH LARGEST METRO



#1 FASTEST GROWING COUNTY





CONTACT

SEAN M. BISHOP, CCIM

PRINCIPAL

602.954.3774

sbishop@leearizona.com

JOHN ESSLINGER

PRINCIPAL

602.385.3797

jesslinger@leearizona.com



JASON HERSKER

EXECUTIVE VICE PRESIDENT

602.370.9605

jhersker@camcre.com

CAMCRE.

The information contained in this Offering Memorandum ("Offering") is confidential, furnished solely for the purpose of a review by a prospective purchaser of Black Rock Coffee Bar in Phoenix, Arizona (the "Property"), and is not to be used for any other purpose or made available to any other person without the express written consent supplied by the Owner, and in part upon information obtained by the Broker from sources it deems reasonably reliable. Summaries of any documents are not intended to be comprehensive or all-inclusive, but rather only outlines some of the provisions contained therein. No warranty or representation, expressed or implied, is made by the Owner, the Broker, or any affiliates, as to the accuracy or completeness of the information contained herein or any other written or oral communication transmitted to a prospective purchaser in the course of its evaluation of the Property.

Prospective purchasers should make their own projections and conclusions without reliance upon the material contained herein and conduct their own independent due diligence, to determine the condition of the Property and the existence of any potentially hazardous material used in the construction or maintenance of the building or located at the site.

This Offering Memorandum was prepared by the Broker and has been reviewed by the Owner. It contains selected information pertaining to the Property and does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may desire. All financial projections are provided for general economy, competition, and other factors beyond owner's and broker's control and, therefore, are subject to material change or variation. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Offering Memorandum, certain documents, including leases and other materials, are described in summary form. The summaries do not purport to be complete nor, necessarily, accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to independently review all documents.

This Offering Memorandum is subject to prior sale, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the property by the Broker or the Owner. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the Property described herein.

Owner and Broker expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered, and approved by the Owner and any conditions to the Owner's obligations thereunder have been satisfied or waived. The Brokers are not authorized to make any representations or agreements on behalf of the Owner.

The Offering Memorandum is the property of the Broker and may be used only by parties approved by the Broker and the Owner. The Property is privately offered and, by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it to Lee & Associates immediately upon request of the Lee & Associates or the Owner and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Lee & Associates and the Owner.

The terms and conditions set forth above apply to this Offering Memorandum in its entirety.