SCOTTSDALE OWNER/USER OFFICE OPPORTUNITY

Offering Price: **$6,250,000** | Price/SF: **$314**

A Rare Freestanding Office Building in One of Scottsdale's Most Coveted Corridors

LEE & ASSOCIATES
COMMERCIAL REAL ESTATE SERVICES

7098 East Cochise Road, Scottsdale, Arizona 85253

TABLE OF CONTENTS

04 Executive Summary

07 Offering Summary

08 Investment Highlights

10 Property Overview

13 Site Plan

14 Aerial

16 Scottsdale Overview

18 Lease Abstract

20 Financial Information

22 Confidentiality & Disclaimer

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7098

EXECUTIVE SUMMARY

The Opportunity

Lee & Associates is pleased to present 7098 East Cochise Road, a ±22,910 SF two-story Class B office building in Scottsdale, Arizona. The offering is a rare opportunity for an owner/user buyer to acquire a freestanding, single-tenant office asset in one of the Valley's most established and coveted locations. The Property is currently occupied by Baker Tilly US, LLP under an absolute NNN lease through March 31, 2028, providing in-place cash flow during a transition to owner occupancy.

Property Details

- 22,910 SF gross building area;19,908 SF rentable (above-grade); 3,002 SF unfinished basement excluded from rentable area
- Currently 100% occupied, with a clear path to owner/user occupancy
- Absolute NNN lease structure, with the tenant responsible for 100% of operating expenses, including HVAC, roof, and parking lot capital items
- 10-year initial lease term (3/7/2018-3/31/2028)

OFFERING SUMMARY

Offering Price	$6,250,000
Price per Square Foot	$314 (above-grade square footage)
Year 1 NOI (COE 1/1/2027)	$487,731
Year 1 Cap Rate	7.80%
Number of Buildings	One (1)
Rentable Area	19,908 SF above-grade (22,910 SF gross including basement
Property Type	Two-story Class B office building
Zoning	CO, City of Scottsdale
Addresses	7098 E Cochise Road, Scottsdale, AZ 85253
APN	175-49-006M

INVESTMENT HIGHLIGHTS

Single-Tenant Simplicity

Full-building, single-tenant office asset, ideally suited for a single owner/user occupant, with no shared common areas or multi-tenant management complexity.

Abundant, Covered Parking

Ample parking on three sides of the property, with approximately 50% of the parking spaces being covered.

Clear Path to Owner Occupancy

Owner/user occupancy path: full-building acquisition suited to a single professional-services or corporate user, with occupancy achievable at lease expiration, and very possible early occupancy, if desired.

Bonus Basement Expansion Space

Basement (3,002 SF, unfinished) offers expansion/build-out potential, offering additional flexibility for an owner/user's space needs.

$1.8M–$2.4M Ownership Advantage

10-year rent-vs-own analysis shows an estimated $1.8M–$2.4M advantage in total cost of ownership versus leasing comparable space over the same period, through depreciation, SBA financing, cost segregation and other tax savings. Please contact the listing team for more details.

Cash Flow Through 2028

In-place cash flow under the active Baker Tilly lease through March 31, 2028, provides income during any transition to owner occupancy.

Zero Landlord Responsibility

Absolute NNN lease structure offering zero landlord operating responsibilities during any interim hold period.

Rare Central Scottsdale Availability

Located just west of Scottsdale Road, within the Central Scottsdale office submarket, an area with limited freestanding, non-condo inventory available for owner/user purchase.

$1.13B Trade Area Purchasing Power

Within a 3-mile radius, households spend over $1.13 billion annually across core categories, averaging $41,028 per household.



Art Heals!

PROPERTY OVERVIEW

Property Address	7098 East Cochise Road, Scottsdale, AZ 85253
Property Type	Two-story Class B office building
Total Building Area	22,910 SF gross (19,908 SF rentable above-grade + 3,002 SF unfinished basement
Occupancy	100%, single tenant, with a clear path to owner/user occupancy
Zoning	CO, City of Scottsdale
Parking	87 spaces (4.37/1,000 ratio, based on above-grade square footage)
Parcel Number	175-49-006M
Year Built	1998
Total Land Area	1.50 Acres (±65,741 SF) per Maricopa Count
Current Property Taxes	$37,687 (2025)

Location & Market

Situated southwest of the Scottsdale Road/Shea Boulevard intersection in north-central Scottsdale, the Property offers proximity to the Loop 101 freeway and sits approximately 13.4 miles from Sky Harbor International Airport.

Scottsdale Airport/Airpark, the city's largest employment area, is located approximately 3 miles north, offering quick access for corporate/private aviation and proximity to the broader Airpark employment base

The property sits within the dense Scottsdale Road hotel/resort corridor.

- Kimpton Miralina Resort & Villas, rebranded in early 2026, 400+ rooms/villas on 42 acres
- The McCormick Scottsdale, lakeside resort on Camelback Lake, 125 rooms)
- The Scottsdale Resort and Spa, Curio Collection by Hilton, AAA Four-Diamond, adjacent to McCormick Ranch Golf Club.
- Grand Hyatt Scottsdale Resort, recently completed a $115M renovation/rebrand from Hyatt Regency.
- Sonesta Suites Scottsdale Gainey Ranch, boutique all-suite property in Gainey Ranch.
- DoubleTree Resort by Hilton Paradise Valley-Scottsdale, 20-acre resort with conference facilities.
- Orange Tree Resort, featuring a USGA-rated 18-hole course dating to 1957.

Several restaurants sit within a half-mile to one mile of the Scottsdale Road/Shea Boulevard intersection, spanning American, Mediterranean, Thai, Mexican, and Italian concepts — including JING Scottsdale, Cook & Craft, Green Corner, The Herb Box, Pita Jungle, JL Patisserie, Butterfields Pancake House, Thai House on Shea, Starbucks, US Egg, and Salsitas.

Traffic volumes within roughly a half mile of the Scottsdale Road/Shea Boulevard intersection range from 37,440 to 50,810 vehicles per day (2025–2026 counts).

The Property sits within a dense, walkable retail/service node at Scottsdale Road & Cochise, including Chase Bank, Discount Tire, Walgreens, YMCA, CVS Pharmacy, Safeway, Harkins Theatres, Total Wine & More, BevMo!, Banner Urgent Care, Ace Hardware, and H&R Block, in addition to the restaurant cluster noted above.

New Residential Development Nearby: Two multifamily projects are under construction within view of the Property. Consanti Commons (189 units, directly across Shea Boulevard) and Montclair Scottsdale (215 units, just south of the subject property along Gold Dust Avenue), representing 404 combined new units.

Chaparral High School, located just southwest of the Property, enrolls approximately 1,900 students and ranks #31 among Arizona high schools and #20 among Phoenix-metro high schools (rankings based on state-required test performance, graduation rates, and college readiness), a strong draw for family-oriented executives and staff.

The Property sits just north of the Scottsdale / Town of Paradise Valley border. Paradise Valley is one of the most affluent communities in Arizona: median home sales price is $4.2M and median home listing price is $5.2M, with median household income of $225,753, further reinforcing the caliber of the surrounding trade area.


CAMELBACK MOUNTAIN
MUMMY MOUNTAIN
PARADISE VALLEY
MEDIAN HOME SOLD PRICE: $4.2M
MEDIAN HOME LISTING PRICE: $5.2M
CHAPARRAL HIGH SCHOOL
MONTCLAIR SCOTTSDALE
UNDER CONSTRUCTION
215 UNITS
Total Wine & MORE
70TH ST
COCHISE RD.
BevMo!
H&R BLOCK
ROSATI'S PIZZA
U.S. EGG
DISCOUNT TIRE


SUBJECT
SHEA BLVD.
CACTUS RD.
60TH ST.
SCOTTSDALE RD.
TATUM BLVD.
MOUNTAINSIDE FITNESS
COSTCO WHOLESALE
SPROUTS FARMERS MARKET
pv
WHOLE FOODS MARKET
Walmart Supercenter
LIFE TIME LIVING
EōS FITNESS
TARGET
IN-N-OUT BURGER
Olive Garden
CHIPOTLE MEXICAN GRILL
Cane's
HAWAIIAN BROS ISLAND GRILL
WHATABURGER
CHASE
Chili's
RED LOBSTER
OUTBACK STEAKHOUSE
Chick-fil-A
fry's Marketplace
ROSS DRESS FOR LESS
CRUNCH FITNESS
TRADER JOE'S
Walgreens
TACO BELL
PANDA EXPRESS
CHOPSHOP
CHASE
IRON CHEF
O.H.S.O.
JET'S PIZZA
PETSMART
Total Wine & MORE
BevMo!
Walgreens
Banner Urgent Care
Shell
H&R BLOCK
DISCOUNT TIRE
ACE Hardware
ROSATI'S PIZZA
DQ
CHASE
U.S. EGG


HAYDEN RD.
101
92ND ST.
100TH ST.
SAFEWAY
Harkins Theatres
WELLS FARGO
YOGIS GRILL
CRUST
BUTTERFIELD'S
hopdoddy
fry's Marketplace
HONORHEALTH
THE HOME DEPOT
PETSMART
Marshalls
HomeGoods
IHOP
WELLS FARGO
OfficeMax
HAWAIIAN BROS ISLAND GRILL
FLOWER CHILD
POPEYES
Portillo's
Chick-fil-A
Schlotzsky's
Gainey Ranch

OVERVIEW
CITY OF SCOTTSDALE

Scottsdale is one of Arizona's most established and economically diverse communities, home to more than 243,000 residents across 184.5 square miles in the northeast Phoenix metro. Its business base spans healthcare, finance, technology, and tourism, anchored by nearly 34,000 companies and more than 200,000 jobs; enough that Scottsdale draws more workers into the city each day than it sends out, a distinction few Valley submarkets can claim. Major employers include HonorHealth, Vanguard, the City of Scottsdale, General Dynamics, Axon, and Mayo Clinic, reflecting the city's strength across both healthcare/finance and advanced technology.

Beyond its employment base, Scottsdale carries a national profile as a tourism and lifestyle destination, home to TPC Scottsdale and the WM Phoenix Open, the Barrett-Jackson Collector Car Auction, and a resort and hospitality sector that generates an estimated $2.5 billion in annual economic impact.

The city's residents are highly educated (over 60% hold a bachelor's degree or higher) and affluent, and Scottsdale carries the highest median home values of any large city in the Valley, underpinning a stable, high-quality market for office owners and occupiers alike.

Scottsdale ranks among the 48 largest cities in the U.S. and is one of the top five largest in Arizona. Its economic development strategy centers on six target industry sectors: IT services and software, financial and insurance services/technology, healthcare services and innovation, logistics management, corporate headquarters, and tourism, offering a diversified base that has helped the city sustain one of the region's most affluent resident profiles. Nearly half of all Scottsdale households earn more than $100,000 annually.

Area Demographics

2025 ESTIMATES	1 MILE	3 MILES	5 MILES
Total Population	7,718	62,355	198,225
2030 Population Projection	8,066	65,527	208,155
Average Household Income	$140,022	$156,173	$143,782
Median Home Value	$940,066	$871,509	$775,352

SCOTTSDALE

FACTS

7M FROM SKY HARBOR AIRPORT

OVER 16K BUSINESSES

49.9 MEDIAN AGE

184.5 SQUARE MILES OF THRIVING CITY

120K HOUSEHOLD INCOME (MEDIAN IN DOLLARS)

250K POPULATION

247K EMPLOYEES

ECONOMIC GROWTH

- **54%** Management, Business, Science, Arts
- **25%** Sales and Office Positions
- **13%** Service Industry
- **5%** Production and Transportation
- **3%** Construction and Maintenance

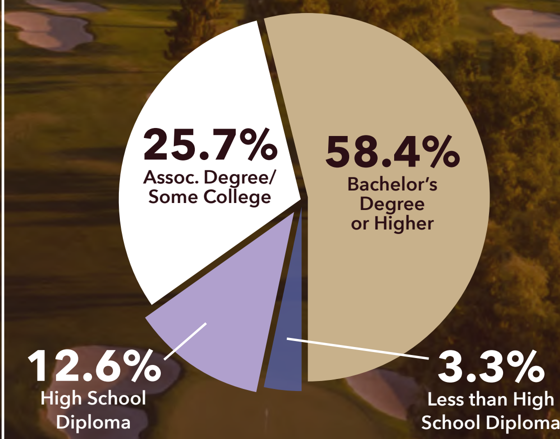
CITY OVERVIEW

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.

EDUCATION LEVELS



LEASE ABSTRACT

Tenant	Baker Tilly US, LLC (successor to Henry & Horne, LLP, acquired December 2022)
Premises	7098 East Cochise Road, Scottsdale, AZ, entire building, 22,910 SF gross (19,908 SF rentable above-grade + 3,002 SF unfinished basement)
Lease Effective Date	March 7, 2018
Initial Term	10 years, expiring March 31, 2028
Renewal Options	Two (2) additional 5-year periods. Written notice is required no earlier than 15 months and no later than 12 months before expiration of the then-current term.
Rent Structure	Escalating annually each April 1 at 2.0% through Lease Year 5 (4/1/19-4/1/22 escalations), then 3.0% from Lease Year 6 onward due to CPI trigger, effective 4/1/23 per the terms of the lease agreement. See Rent Schedule below.
Lease Type	Absolute NNN. Tenant pays 100% of operating expenses (taxes, insurance, CAM, utilities)
Capital Work / Reimbursement	Tenant maintenance obligation extends to roof, foundation, elevator, HVAC, and parking lot. If a licensed contractor determines full replacement (capital improvement) is required, Tenant may perform the work but can seek reimbursement from Landlord for the unamortized value at lease-end, and capital costs are amortized over the lesser of useful life or 10 years
Elevator Maintenance	Tenant responsibility under Section 7(a)
Security Deposit	$76,457
Holding Over	150% of Monthly Base Rent
Surrender Condition	Broom clean, ordinary wear and tear excepted.
Early Occupancy (Owner/User Path)	A buyer intending to occupy before March 31, 2028 would need written confirmation from Baker Tilly regarding timing and terms of an early transition/early lease cancellation.

SAFEWAY
Harkins Theatres
ULTIMATE MOVIEGOING
SCOTTSDALE RD.
CVS pharmacy
CONSANTI COMMONS
UNDER CONSTRUCTION
189 UNITS
CHASE
SHEA BLVD.
U.S. EGG
DISCOUNT TIRE
ROSATI'S
PIZZA
BevMo!
Walgreens
COCHISE RD.

FINANCIAL
INFORMATION

Current Rent Roll

Tenant	SF (Gross)	Lease Start	Lease End	Monthly Rent	Annual Rent	NNN Rent/SF
Baker Tilly US, LLP	22,910	3/7/2018	3/31/2028	$39,749.84	$476,998.08	$20.82

10-Year Rent Schedule

Lease Year	Period	Monthly Rent	Annual Rent	NNN Rent/SF
1	3/7/2018 – 3/31/2019	$32,627.65	$391,531.80	$17.09
2	4/1/2019 – 3/31/2020	$33,280.20	$399,362.44	$17.43
3	4/1/2020 – 3/31/2021	$33,945.81	$407,349.69	$17.78
4	4/1/2021 – 3/31/2022	$34,624.72	$415,496.68	$18.14
5	4/1/2022 – 3/31/2023	$35,317.22	$423,806.62	$18.50
6	4/1/2023 – 3/31/2024	$36,376.73	$436,520.81	$19.05
7	4/1/2024 – 3/31/2025	$37,468.04	$449,616.44	$19.63
8	4/1/2025 – 3/31/2026	$38,592.08	$463,104.93	$20.21
9	4/1/2026 – 3/31/2027	$39,749.84	$476,998.08	$20.82
10	4/1/2027 – 3/31/2028	$40,942.34	$491,308.02	$21.45

12-Month Scheduled Rent Income

Month	Scheduled Rent
January 2027	$39,749.84
February 2027	$39,749.84
March 2027	$39,749.84
April 2027	$40,942.34
May 2027	$40,942.34
June 2027	$40,942.34
July 2027	$40,942.34
August 2027	$40,942.34
September 2027	$40,942.34
October 2027	$40,942.34
November 2027	$40,942.34
December 2027	$40,942.34
TOTAL	**$487,730.54**

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