

# OFFERING MEMORANDUM

FOR SALE | \$4,000,000 (\$156.94/SF)  
141 E Palm Lane



**OWNER /USER OPPORTUNITY**  
**Palm Plaza | 24,487 SF | Phoenix, AZ 85004**

All information furnished regarding property for sale, rental or financing is from sources deemed reliable, but no warranty or representation is made to the accuracy thereof and same is submitted subject to errors, omissions, change of price, rental or other conditions prior to sale, lease or financing or withdrawal without notice. No liability of any kind is to be imposed on the broker herein.

Offered Exclusively by:

**NAI Horizon**

2944 N 44th St, Suite 200, Phoenix, AZ 85018  
602 955 4000 | [naihorizon.com](http://naihorizon.com)



# BUILDING AND AREA FEATURES



Two story brick-block-stucco construction with copper accents and balconies on some suites.



Located on a hard corner, signalized intersection.



Good parking with 4.0 spaces per 1,000 SF, and 30 covered stalls.



5 Miles to Sky Harbor International Airport and 1.5 miles to Downtown Phoenix.



Easy access from freeway – just 1 Mile from the I-10 freeway.



Excellent visibility with 3rd Street frontage.



# BUILDING AND AREA FEATURES



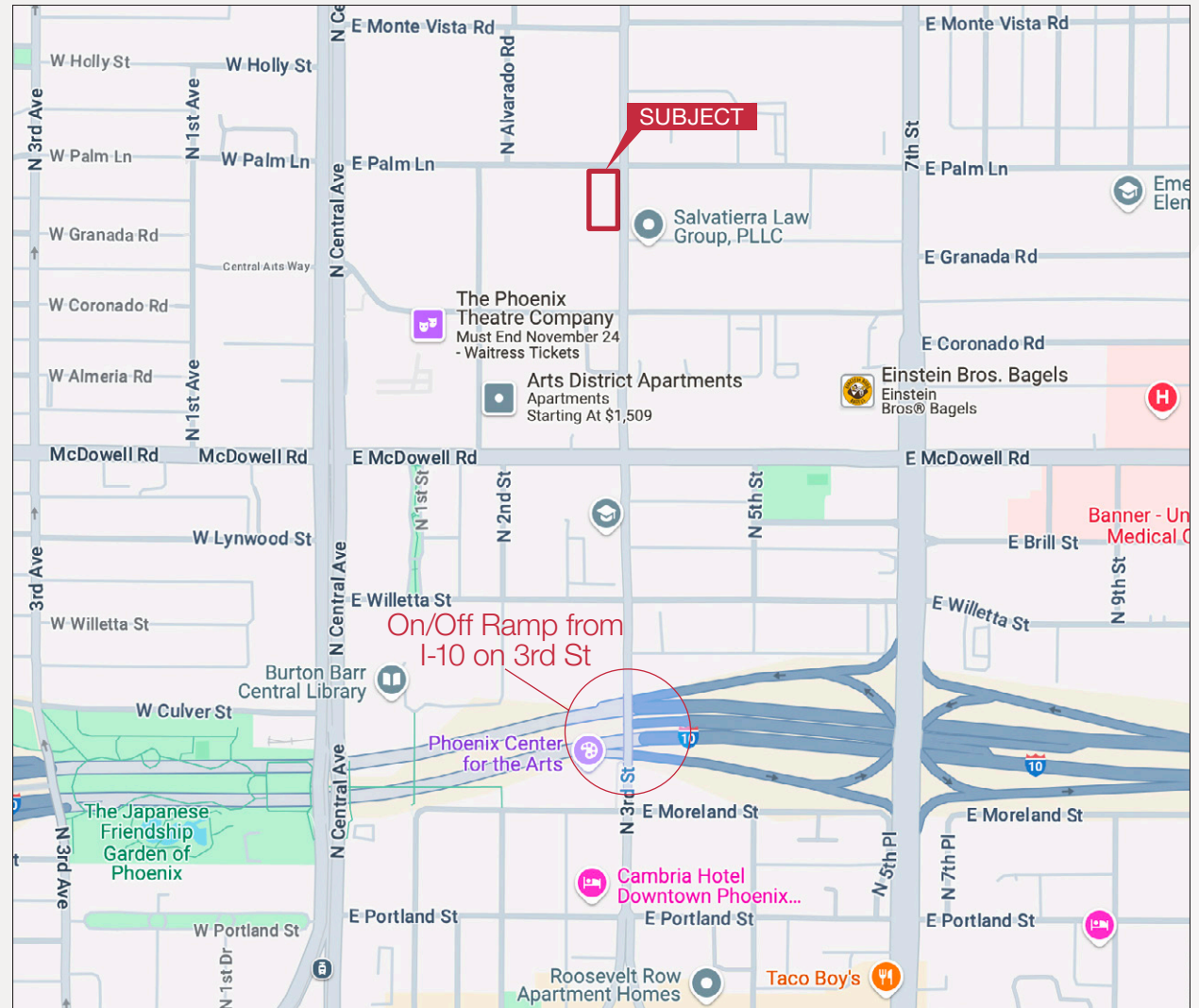
Located in Arts / Museum District & Close to Downtown Phoenix and I-10



# PROPERTY OVERVIEW

## Offering Summary

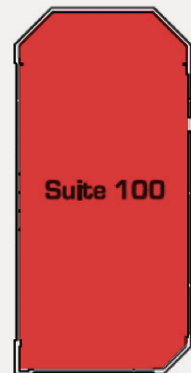
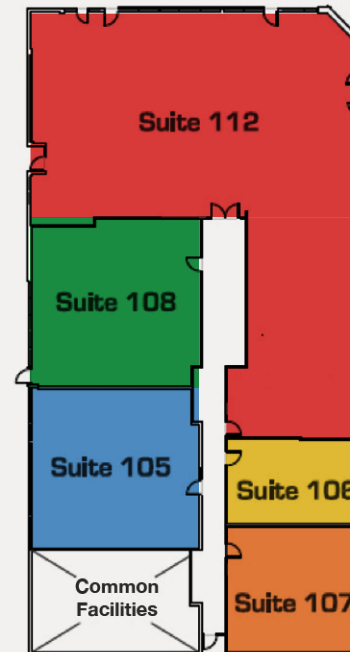
|            |   |
|------------|---|
| Address    | Palm Plaza<br>141 E Palm Lane<br>Phoenix, AZ 850004 |
| Price      | \$4,000,000   |
| County     | Maricopa  |
| Parcels    | 118-55-022E   |
| Lot Size   | 48,787 SF (1.12 Acres)                              |
| Zoning     | C-T   |
| Building   | 25,487  |
| Floor Size | 12,743  |
| Year Built | 1985, Remodeled 2000                                |



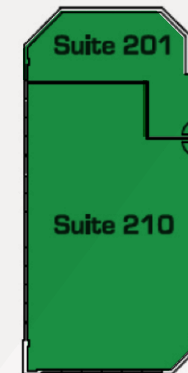
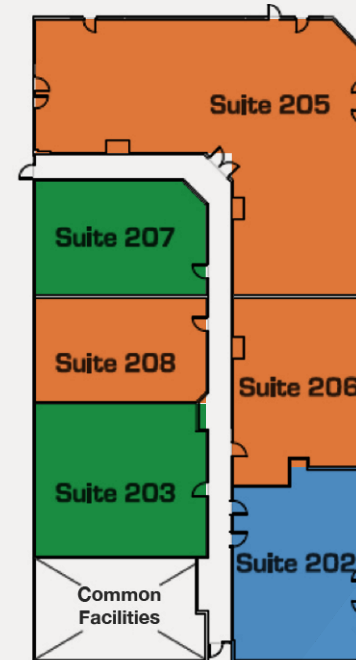
# FLOOR PLANS

| Vacancy   | Now      | 2025      | 2026   | 2027     | 2028     |
|-----------|----------|-----------|--------|----------|----------|
| Suite 105 |          | 1,423 SF  |        |          |          |
| Suite 108 | 1,470 SF |           |        |          |          |
| Suite 201 | 684 SF   |           |        |          |          |
| Suite 202 |          | 1,326 SF  |        |          |          |
| Suite 203 | 1,656 SF |           |        |          |          |
| Suite 207 | 996 SF   |           |        |          |          |
| Suite 210 | 2,435 SF |           |        |          |          |
| Sub Total | 7,241 SF | 2,749 SF  |        |          |          |
| TOTAL     |          | 9,990 SF* |        |          |          |
| Suite 106 |          |           | 617 SF |          |          |
| Suite 107 |          |           |        | 914 SF   |          |
| Suite 205 |          |           |        | 2,948 SF |          |
| Suite 206 |          |           |        | 1,573 SF |          |
| Suite 208 |          |           |        | 892 SF   |          |
| Sub Total |          |           |        | 6,327 SF |          |
| Suite 100 |          |           |        |          | 3,150 SF |
| Suite 112 |          |           |        |          | 5,403 SF |
| Sub Total |          |           |        |          | 8,553 SF |

\* Expirations to occur by 10/31/25



First Floor



Second Floor



# PHOTOS





# PHOTOS





# PHOTOS





# FINANCIAL OVERVIEW OWNER/USER SALE

## Cost of Occupancy Palm Plaza | 141 E Palm Ln, Phoenix AZ 85004

Building Size: **25,487 SF** Asking Price: **\$4,000,000** Cap Rate: **6.30%**  
 Price/SF: **\$156.94** Projected NOI: **\$252,151**

| INCOME:                             |                  | STABILIZED       | IN-PLACE         |
|-------------------------------------|------------------|------------------|------------------|
| Gross Scheduled Income:             |                  | Annually         |                  |
|                                     | SF               |                  |                  |
| Income from occupied space:         | 18,246           | \$319,455        | \$319,455        |
| Income from currently vacant space: | 7,241            | \$137,579        | \$0              |
| <b>TOTAL POTENTIAL BASE INCOME:</b> | <b>25,487</b>    | <b>\$457,034</b> | <b>\$319,455</b> |
| Miscellaneous Income:               |                  |                  |                  |
| CAM Reimbursement:                  |                  | \$32,197         | \$32,197         |
| Parking Income:                     |                  | \$1,980          | \$1,980          |
| Less Vacancy:                       | Vacancy %: 5.00% |                  |                  |
|                                     | Vacancy amount:  | (\$24,561)       |                  |
| <b>Effective Gross Income:</b>      |                  | <b>\$466,651</b> | <b>\$353,633</b> |

| OPERATING EXPENSES:                          |               | Annualized from Sep 24 YTD |                  |
|--|---------------|----------------------------|------------------|
| Less Expenses:                               | Per Sq Ft     | Annual                     | Annual           |
| Janitorial <i>(Includes waste removal)</i> : | \$1.00        | \$45,165                   | \$45,165         |
| Fire/Life safety monitoring:                 | \$0.24        | \$6,186                    | \$6,186          |
| Repairs & maintenance:                       | \$0.20        | \$5,219                    | \$5,219          |
| Landscaping:                                 | \$0.23        | \$5,917                    | \$5,917          |
| Heating & AC                                 | \$0.97        | \$24,815                   | \$24,815         |
| Elevator:                                    | \$0.11        | \$2,797                    | \$2,797          |
| Lighting:                                    | \$0.03        | \$886                      | \$886            |
| Maintenance Salary/Benefits:                 | \$0.49        | \$12,385                   | \$12,385         |
| Water, Sewer, & Electricity:                 | \$1.97        | \$50,135                   | \$50,135         |
| Management:                                  | \$0.57        | \$14,634                   | \$14,634         |
| Administrative Expenses:                     | \$0.01        | \$167                      | \$167            |
| Professional fees:                           | \$0.04        | \$1,105                    | \$1,105          |
| Property taxes (Actual 2024):                | \$1.52        | \$38,699                   | \$38,699         |
| Insurance <i>(From current bid)</i> :        | \$0.25        | \$6,390                    | \$6,390          |
| <b>TOTAL EXPENSES:</b>                       | <b>\$7.64</b> | <b>\$214,500</b>           | <b>\$214,500</b> |
| <b>NET OPERATING INCOME:</b>                 |               | <b>\$252,151</b>           | <b>\$139,133</b> |



# FINANCIAL OVERVIEW OWNER/USER SALE

## Owner/User Cost of Occupancy Palm Plaza | 141 E Palm Ln, Phoenix AZ 85004

Building Size: **25,487 SF** Asking Price: **\$4,000,000** Cap Rate: **6.30%**  
 Price/SF: **\$156.94** Projected NOI: **\$252,151**

**OWNER/USER SPACE: 7,241**

### INCOME FROM OCCUPIED SPACE:

#### AFTER VACATING EXPIRING TENANTS

|  |                 |                  |
|--|-----------------|------------------|
| Base Income: <i>(Not including space for owner/user)</i> | \$26,621        | \$319,455        |
| Expense reimbursements:                                  | \$2,683         | \$32,197         |
| Parking income:  | \$165           | \$1,980          |
| <b>TOTAL BASE INCOME FROM:</b>                           | <b>\$29,469</b> | <b>\$353,633</b> |

### OPERATING EXPENSES:

| Less Expenses:                | Per Sq Ft     | Annual           |
|-------------------------------|---------------|------------------|
| Janitorial:                   | \$1.77        | \$45,165         |
| Fire/Life safety monitoring:  | \$0.24        | \$6,186          |
| Repairs & maintenance:        | \$0.20        | \$5,219          |
| Landscaping:                  | \$0.23        | \$5,917          |
| Heating & AC:                 | \$0.97        | \$24,815         |
| Elevator:                     | \$0.11        | \$2,797          |
| Lighting:                     | \$0.03        | \$886            |
| Maintenance Salary/Benefits:  | \$0.49        | \$12,385         |
| Water, Sewer, & Electricity:  | \$1.97        | \$50,135         |
| Management:                   | \$0.57        | \$14,634         |
| Administrative Expenses:      | \$0.01        | \$167            |
| Professional fees:            | \$0.04        | \$1,105          |
| Property taxes (Actual 2024): | \$1.52        | \$38,699         |
| Insurance:                    | \$0.25        | \$6,390          |
| <b>TOTAL EXPENSES:</b>        | <b>\$8.42</b> | <b>\$214,500</b> |
| <b>NET INPLACE INCOME</b>     |               | <b>\$139,133</b> |

### Owner/User Cost of Occupancy IN PLACE INCOME

### INCOME:

|                         |                  |
|-------------------------|------------------|
| BASE INCOME:            | \$319,455        |
| Expense reimbursements: | \$30,000         |
| Parking income:         | \$1,980          |
| <b>GROSS INCOME:</b>    | <b>\$351,435</b> |

### OPERATING EXPENSES:

**Net Income:** **\$136,935**

### LOAN INFORMATION:

|   |             |                    |
|---|-------------|--------------------|
| Valuation:                                    | (\$160/SF)  | \$4,000,000        |
| Down payment:                                 | \$1,200,000 |                    |
| Loan to value:                                | 70%         |                    |
| Loan amount: <i>(Remaining Bal)</i>           | \$2,800,000 |                    |
| Interest rate:                                | 6.50%       |                    |
| Amortization (Yrs):                           | 25          |                    |
| <b>Debt service:</b>                          |             | <b>(\$226,870)</b> |
| Debt service/SF                               | (\$8.90)    |                    |
| <b>OWNER/USER INCOME FROM OCCUPIED SPACE:</b> |             | <b>\$139,133</b>   |
| TOTAL COST OWNER/USER:                        | 7,241       | <b>(\$87,737)</b>  |
| <b>OWNER/USER COST/SF</b>                     |             | <b>(\$12.12)</b>   |

**Owner/User cost of occupancy:**  
**\$12.12 per square foot (FSG)**



# FINANCIAL OVERVIEW OWNER/USER SALE

## Rent Roll with User/Owner Palm Plaza | 141 E Palm Ln, Phoenix AZ 85004

| Suite | Tenant Name:                    | Lease Start Date: | Lease Expiration Date: | Square Footage | Lease Rate/ Sq Ft | Annual Base Rent | Current Monthly Base Rent | Lease Type |
|-------|---------------------------------|-------------------|------------------------|----------------|-------------------|------------------|---------------------------|------------|
| 100   | Sud-Devaraj                     | 1/1/12            | 7/31/28                | 3,150          | \$17.25           | \$54,338         | \$4,528                   | FSG        |
| 105   | Ronic                           | 4/1/19            | MTM                    | 1,423          | \$17.50           | \$24,903         | \$2,075                   | FSG        |
| 106   | Jeff Springer                   | 3/27/24           | 2/28/26                | 617            | \$18.03           | \$11,124         | \$927                     | FSG        |
| 107   | Brent Wyatt West Publishing     | 7/1/19            | 1/31/27                | 914            | \$18.50           | \$16,909         | \$1,409                   | FSG        |
| 112   | Federal Immigration Counselor   | 10/1/10           | 1/31/28                | 5,403          | \$17.25           | \$93,202         | \$7,767                   | FSG        |
| 202   | Premium Lending                 | 2/1/16            | 11/30/25               | 1,326          | \$18.00           | \$24,200         | \$2,017                   | FSG        |
| 205   | Enhanced Beauty Bar             | 11/1/22           | 10/31/27               | 2,948          | \$17.50           | \$51,590         | \$4,299                   | FSG        |
| 206   | Henry's Tax                     | 1/1/21            | 12/31/27               | 1,573          | \$17.25           | \$27,134         | \$2,261                   | FSG        |
| 208   | Mexican American Legal Def Fund | 10/12/21          | 12/31/27               | 892            | \$18.00           | \$16,056         | \$1,338                   | FSG        |

|                                |  |  |               |                |                  |                 |
|--------------------------------|--|--|---------------|----------------|------------------|-----------------|
| <b>OCCUPIED SQUARE FOOTAGE</b> |  |  | <b>18,246</b> | <b>\$17.51</b> | <b>\$319,455</b> | <b>\$26,621</b> |
|--------------------------------|--|--|---------------|----------------|------------------|-----------------|

|     |           |  |  |       |         |          |         |     |
|-----|-----------|--|--|-------|---------|----------|---------|-----|
| 108 | Available |  |  | 1,470 | \$19.00 | \$27,930 | \$2,328 | FSG |
| 201 | Available |  |  | 684   | \$19.00 | \$12,996 | \$1,083 | FSG |
| 203 | Available |  |  | 1,656 | \$19.00 | \$31,464 | \$2,622 | FSG |
| 207 | Available |  |  | 996   | \$19.00 | \$18,924 | \$1,577 | FSG |
| 210 | Available |  |  | 2,435 | \$19.00 | \$46,265 | \$3,855 | FSG |

|                              |  |  |              |  |                  |                 |
|------------------------------|--|--|--------------|--|------------------|-----------------|
| <b>VACANT SQUARE FOOTAGE</b> |  |  | <b>7,241</b> |  | <b>\$137,579</b> | <b>\$11,465</b> |
|------------------------------|--|--|--------------|--|------------------|-----------------|

|                      |  |  |               |  |                  |                 |
|----------------------|--|--|---------------|--|------------------|-----------------|
| <b>TOTAL PROJECT</b> |  |  | <b>25,487</b> |  | <b>\$457,034</b> | <b>\$38,086</b> |
|----------------------|--|--|---------------|--|------------------|-----------------|

| SUMMARY                      | SIZE          | Physical Vacancy | Economic Vacancy | Averag Rent/SF | ANNUAL INCOME    | MONTHLY INCOME  |
|------------------------------|---------------|------------------|------------------|----------------|------------------|-----------------|
| OCCUPIED SPACE:              | 18,246        | 71.59%           | 69.90%           | \$17.51        | \$319,455        | \$26,621        |
| VACANT SPACE:                | 7,241         | 28.41%           | 30.10%           |                | \$137,579        | \$11,465        |
| <b>TOTAL SQUARE FOOTAGE:</b> | <b>25,487</b> |                  |                  |                | <b>\$457,034</b> | <b>\$38,086</b> |



# SALES COMPARABLES

|   | Property Name                | Property Address        | Property City | Building SF | Available Space | Vacancy | Parking Ratio | Year Built | Stories | Class | Zoning           |
|---|------------------------------|-------------------------|---------------|-------------|-----------------|---------|---------------|------------|---------|-------|------------------|
| 1 |                              | 7201 N Dreamy Draw Dr   | Phoenix       | 12,000      | 0               | 0.0     | 3.25          | 1999       | 2       | B     | R-5              |
| 2 | Circle Square                | 1430 E Indian School Rd | Phoenix       | 20,714      | 11,014          | 53.2    | 4.34          | 1982       | 2       | C     | C-2, Phoenix     |
| 3 |                              | 1301 E Almeria Rd       | Phoenix       | 14,275      | 14,275          | 100.0   | 0.91          | 2006       | 3       | B     | R-5, Phoenix     |
| 4 | Marbella Professional Centre | 3216 N 3rd St           | Phoenix       | 13,500      | 4,455           | 66.7    | 3.10          | 1980       | 3       | B     | C-1, Phoenix     |
| 5 |                              | 1802 E Thomas Rd        | Phoenix       | 15,510      | 15,510          | 100.0   | 4.51          | 1973       | 1       | C     | R-5/C-O, Phoenix |



1



2



3



4



5

# OFFERING MEMORANDUM

FOR SALE | \$4,000,000 (\$156.94/SF)  
141 E Palm Ln

Offered Exclusively by:

**Don Morrow**

Senior Vice President  
don.morrow@naihorizon.com  
602 393 6608

**Dylan Whitwer**

Vice President  
dylan.whitwer@naihorizon.com  
602 393 6609

**PALM  
PLAZA  
141**

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24-04-099

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