



CUSHMAN &  
WAKEFIELD

# STAPLEY SQUARE

MULTI-TENANT RETAIL INVESTMENT

MESA, ARIZONA



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This is a confidential Offering Memorandum intended solely for your limited use and benefit in determining whether you desire to express any further interest in the purchase of **Stapley Square** (“the Asset”).

This Offering Memorandum was prepared by Cushman & Wakefield of U.S., Inc. (“Cushman & Wakefield”) and has been reviewed by representatives of the owners of The Property (“the Ownership”). It contains selected information pertaining to the Property and does not purport to be all-inclusive or to contain all of the information that prospective purchasers may desire. It should be noted that all information provided is for general reference purposes only in that such information is based on assumptions relating to the general economy, competition, and other factors beyond the control of Ownership and, therefore, is subject to material variation. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. Neither Ownership nor Cushman & Wakefield nor any of their respective officers have made any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, any of its contents, or any other materials provided as a courtesy to facilitate prospective purchaser’s own investigations of the Property, and no legal commitments or obligations shall arise by reason of this Offering Memorandum, its contents or any further information provided by Cushman & Wakefield regarding the Property.

It is essential that all parties to real estate transactions be aware of the health, liability and economic impact of environmental factors on real estate. Cushman & Wakefield does not conduct investigations or analyses of environmental matters and, accordingly, urges its clients to retain qualified environmental professionals to determine whether hazardous or toxic wastes or substances (such as asbestos, PCB’s and other contaminants or petro-chemical products stored in underground tanks) or other undesirable materials or conditions are present at the Property and, if so, whether any health danger or other liability exists. Such substances may have been used in the construction or operation of buildings or may be present as a result of previous activities at the Property.

Various laws and regulations have been enacted at the federal, state and local levels dealing with the use, storage, handling, removal, transport and disposal of toxic or hazardous wastes and substances. Depending upon past, current and proposed uses of the Property, it may be prudent to retain an environmental expert to conduct a site investigation and/or building inspection. If such substances exist or are contemplated to be used at the Property, special governmental approvals or permits may be required. In addition, the cost of removal and disposal of such materials may be substantial. Consequently, legal counsel and technical experts should be consulted where these substances are or may be present.

Ownership and Cushman & Wakefield expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or terminate discussions with any entity at any time with or without notice. Ownership shall have no legal commitment or obligation to any entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written commitment to purchase the Property has been fully executed, delivered and approved by Ownership and any conditions to Ownership’s obligations thereunder have been satisfied or waived. Except for representations and warranties expressly set forth in such definitive, executed purchase and sale agreement, Ownership makes and will make no representations and warranties regarding the Property and any prospective purchaser must rely entirely on its own investigations and those of its agents and consultants.

By receipt of this Offering Memorandum, you agree that this Offering Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence, and that you will not disclose this Offering Memorandum or any of its contents to any other entity without the prior written authorization of Ownership nor will you use this Offering Memorandum or any of its contents in any fashion or manner detrimental to the interest of Ownership or Cushman & Wakefield.

The terms and conditions stated in this section will relate to all of the sections of the Offering Memorandum as if stated independently therein. If, after reviewing this Offering Memorandum, you have no further interest in purchasing the Property at this time, kindly return this Offering Memorandum to Cushman & Wakefield at your earliest possible convenience. Photocopying or other duplication is not authorized.

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 PNC BANK

 SCOOTIN' BOOTS DANCE HALL

PNC BANK  
ATM  
Parking  
Only

PNC BANK

101

103

01

PROPERTY SUMMARY  
& OVERVIEW

# PROPERTY DETAILS

<b>ADDRESS</b>	425-525 N. Stapley Drive, Mesa, AZ 85203
<b>OCCUPANCY</b>	100%
<b>TENANCY</b>	Multi-Tenant
<b>PARCEL</b>	137-04-008 & 137-04-010
<b>LAND AREA</b>	±2.11 Acres (±91,967 SF)
<b>BUILDING GLA</b>	±24,568 Square Feet
<b>YEAR BUILT</b>	1999/Renov 2005

# INVESTMENT HIGHLIGHTS

- 100% occupied
- Below market rents
- Diverse tenant mix
- Priced below replacement cost
- Fitness anchored shopping center

# OFFERING TERMS

**PRICE:** \$5,781,344

**CAP:** 6.25%

**NOI:** \$361,334

# LOCATION HIGHLIGHTS

- Prime location at the signalized intersection of University Drive and Stapley Drive with ±53,748 vehicles per day
- Densely populated trade area with ±332,375 residents in a 5-mile radius
- Located ±2.5 miles from U.S. 60 (±225,656 VPD)
- High average household incomes over \$100,000 in a 5 mile radius



# 02

FINANCIAL  
ANALYSIS

# RENT ROLL

Suite	Tenant	Square Feet	% of GLA	Lease Term		Rental Rates				Escalation		Recovery Type
				Begin	End	Monthly Rent	Monthly Rent PSF	Annual Rent	Annual Rent PSF	Date	Rate	
A101	<b>El Pueblo, LLC</b> Notes: No options	1,400	5.70%	2/1/2022	3/31/2027	\$1,444.33	\$1.03	\$17,331.96	\$12.38	2/1/2026 2/1/2027	\$12.75 \$13.13	NNN
A102	<b>GNC</b> Notes: No options	1,400	5.70%	9/1/1999	1/31/2027	\$2,479.88	\$1.77	\$29,758.56	\$21.26	2/1/2026	\$21.89	NNN
A103	<b>Gilgamesh Barbershop</b> Notes: One 5 year option at a 5% increase. Pays \$150/month in signage rent	1,400	5.70%	1/1/2023	4/30/2028	\$2,061.00	\$1.47	\$24,732.00	\$17.67	1/1/2026 1/1/2027 1/1/2028	\$18.20 \$18.74 \$19.30	NNN
A104	<b>Subway</b> Notes: No options	1,400	5.70%	5/1/2015	4/30/2028	\$2,625.00	\$1.88	\$31,500.00	\$22.50	5/1/2026 5/1/2027	\$23.18 \$23.87	NNN
A105-109	<b>Athletico</b> Notes: Two 5 year options with 2.5% annual increases Termination option: Right to terminate with a 6 month notice of 60th month	4,125	16.79%	10/7/2019	10/31/2026	\$3,889.22	\$0.94	\$46,670.64	\$11.31	11/1/2025	\$11.60	NNN
A110-111	<b>Nails of the world</b> Notes: One 5 year with 3% annual increases	1,735	7.06%	4/1/2018	12/31/2029	\$3,759.16	\$2.17	\$45,109.92	\$26.00	4/1/2026 4/1/2026 4/1/2027 4/1/2028 4/1/2029	\$27.00 \$28.00 \$29.00 \$30.00 \$31.00	NNN

# RENT ROLL

Suite	Tenant	Square Feet	% of GLA	Lease Term		Rental Rates				Escalation		Recovery Type
				Begin	End	Monthly Rent	Monthly Rent PSF	Annual Rent	Annual Rent PSF	Date	Rate	
A112	<b>OMG Foundation</b>	2,308	9.39%	1/1/2026	12/31/2028	\$1,923.33	\$0.83	\$23,080.00	\$10.00	1/1/2027	\$10.30	NNN
	Notes: Six months free rent. One 5 year option with 3% annual increases.											
B101-102	<b>PNC</b>	1,996	8.12%	2/28/2015	2/29/2028	\$3,411.63	\$1.71	\$40,939.56	\$20.51	3/1/2026	\$21.33	NNN
	Notes: No options											
B103-107	<b>Scoot'n Boots LLC</b>	8,804	35.84%	10/11/2017	6/30/2030	\$8,367.67	\$0.95	\$100,412.04	\$11.41	7/1/2026	\$11.98	NNN
	Notes: One 5 year option with a 5% increase. First Right of Refusal of the adjacent PNC Bank space.											
										7/1/2027	\$12.57	
										7/1/2028	\$13.20	
										7/1/2029	\$13.86	
<b>TENANTS NOT INCLUDED IN OFFERING</b>												
PAD 1	<b>Circle K Pad (NAP)</b>											Net CAM
PAD 2	<b>Fitness Tenant (NAP)</b>											Net CAM
PAD 3	<b>Jack in the Box (NAP)</b>											Net CAM
<b>Total</b>		<b>24,568</b>						<b>\$359,534.64</b>				

# INCOME VALUATION

Income	
Base Rent	\$359,534.64
Signage Income	\$1,800.00
CAM Reimbursements	\$139,097.12
<b>Total Income</b>	<b>\$500,431.76</b>

Operating Expenses	
Electric	\$3,600.00
Day Porter/Janitorial	\$13,680.00
Parking Lot Sweeping	\$900.00
Landscaping	\$12,000.00
Landscaping Repairs	\$2,400.00
Misc Maint.	\$600.00
Water/Sewer	\$6,900.00
Pressure Wash	\$1,560.00
Pest	\$1,584.00
Trash	\$6,360.00
Hauling	\$1,020.00
Lighting/Lighting Maint.	\$3,900.00
Fire Monitoring	\$576.00
Fire Repairs	\$540.00
Repairs	\$1,020.00
Roof	\$2,040.00
Signs/Sign Maint & Repairs	\$2,220.00
CAM Admin	\$1,080.00
Management	\$18,000.00
Insurance	\$14,868.00
Property Taxes	\$44,249.12
<b>Total Expenses</b>	<b>\$139,097.12</b>

<b>NET OPERATING INCOME</b>	<b>\$361,334.64</b>
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# LOCATION MAP



MESA PUBLIC SCHOOLS  
CURRICULUM SERVICES  
CENTER

OWNED BY SRPAI &  
PD ZONED PS

OWNED BY  
CITY OF MESA  
ZONED PS



(NAP)



STAPLEY DRIVE

# LOCATION MAP



±21,729 VPD

STAPLEY DRIVE

PNC

MESA PUBLIC SCHOOLS  
CURRICULUM SERVICES CENTER

Jack  
in the box  
(NAP)

SCOOTER  
BOOTS

EASTWOOD PARK  
±156 UNITS

Davita

AMPED  
FITNESS  
(NAP)

OWNED BY  
CITY OF MESA  
ZONED PS

K  
(NAP)

GNC

SUBWAY

±32,019 VPD

ATHLETICO  
PHYSICAL THERAPY

UNIVERSITY DRIVE



PYRO  
STUDIOS

NORTH STAPLEY  
Dental Care

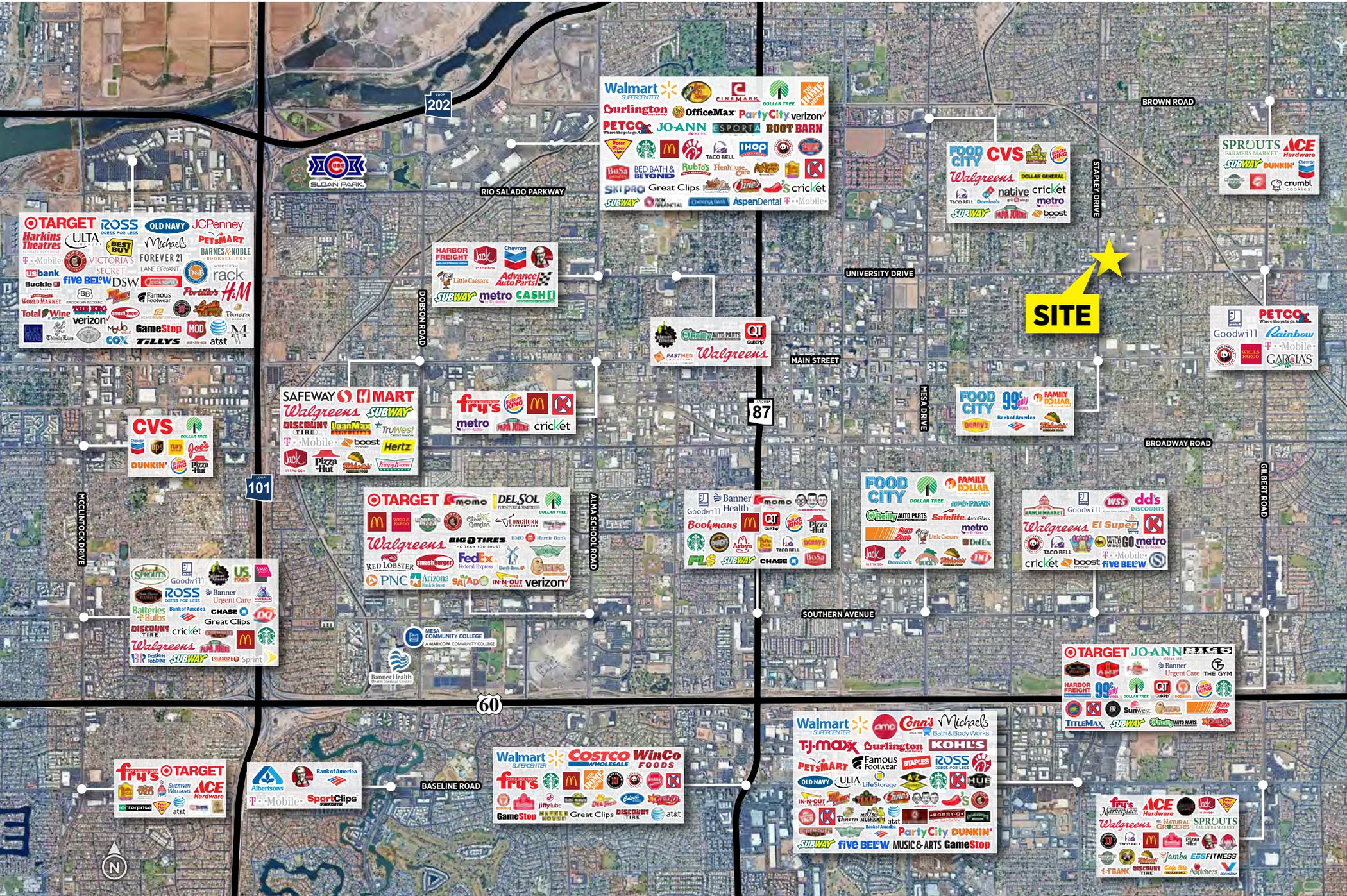
CONNECT ON  
UNIVERSITY  
±67 UNITS

THE CHURCH OF  
JESUS CHRIST OF  
LATTER-DAY SAINTS



OWNED BY SRPAI & PD ZONED PS

# LOCATION MAP



**SITE**

**Target** **ROSS** **OLD NAVY** **JCPenney**  
**Harkins Theatres** **ULTA** **PETSMART**  
**Best Buy** **Victoria's Secret** **Barnes & Noble**  
**Five Below** **Forever 21** **rack**  
**GameStop** **MOD** **at&t**

**SAFeway** **Q MART**  
**Walgreens** **SUBWAY**  
**DISCOUNT TIRE** **TruWest**  
**T-Mobile** **boost** **Hertz**  
**Jack in the Box** **Pizza Hut** **Wendy's**

**Target** **momo** **DEL SOL**  
**Walgreens** **Big O Tires** **Wells Fargo**  
**Red Lobster** **Smart Burgers** **FedEx** **DeWalt**  
**PNC** **Arizona** **Safado** **In-N-Out** **Verizon**

**Walmart** **OfficeMax** **Party City** **Verizon**  
**PETCO** **JO-ANN** **ESPORTA** **BOOT BARN**  
**Starbucks** **McDonald's** **Taco Bell** **IHOP**  
**Wendy's** **Red Bath & Beyond** **Rubio's** **Henk's**  
**SkiPro** **Great Clips** **Cricket**

**HARBOR FREIGHT** **Jack in the Box** **Chevron**  
**Little Caesars** **Advance Auto Parts**  
**SUBWAY** **metro** **CASH!**

**O'Reilly AUTO PARTS** **CT**  
**Past Perfect** **Walgreens**

**Banner Health** **momo**  
**Goodwill** **Boonmans** **CT** **Pizza Hut**  
**Starbucks** **Arby's** **Denny's** **Bosch**  
**FLS** **SUBWAY** **CHASE**

**FOOD CITY** **FAMILY DOLLAR**  
**O'Reilly AUTO PARTS** **Safelite** **Auto Glass**  
**Auto Zone** **Little Caesars** **Dixie**

**Goodwill** **WSS** **dd's**  
**Walgreens** **El Super** **Wendy's**  
**Taco Bell** **Wendy's** **60** **metro**  
**cricket** **boost** **FIVE BELOW**

**Target** **JO-ANN** **ELKS**  
**Harbor Freight** **99c Only** **CT** **PODiums**  
**Walmart** **SUBWAY** **O'Reilly AUTO PARTS** **Wendy's**

**Fru's** **Target**  
**Wendy's** **Overmyer Williams** **ACE Hardware**  
**Enterprise** **at&t**

**Albertsons** **Bank of America**  
**T-Mobile** **SportClips**

**Walmart** **Costco** **WinCo**  
**Fru's** **McDonald's** **Wendy's** **Wendy's**  
**GameStop** **Great Clips** **Tire** **at&t**

**Walmart** **Costco** **WinCo** **Michael's**  
**TJ-maxx** **Durlington** **KOHLES**  
**PETSMART** **Famous Footwear** **Staples** **ROSS**  
**In-N-Out** **Wendy's** **Wendy's** **Wendy's**  
**SUBWAY** **FIVE BELOW** **MUSIC & ARTS** **GameStop**

**Fru's** **ACE Hardware** **Wendy's**  
**Walgreens** **Natural Grocers** **SPROUTS**  
**Wendy's** **Wendy's** **Wendy's** **Wendy's**  
**Wendy's** **Wendy's** **Wendy's** **Wendy's**



**DANCE HALL**

**CITY BANK**

**03**

**MARKET  
OVERVIEW**

# DEMOGRAPHICS

## 2025 DEMOGRAPHIC OVERVIEW

	1 MILE	3 MILES	5 MILES
Total Population	21,091	164,148	332,375
Total Households	7,234	60,343	129,144
Average Household Income	\$93,807	\$93,970	\$100,621
Daytime Population	16,868	156,176	326,463
Median Age	31.5	34.5	35.6
Average Home Value	\$512,246	\$455,032	\$484,541

## 2030 DEMOGRAPHIC PROJECTIONS

	1 MILE	3 MILES	5 MILES
Total Population	21,140	165,091	336,402
2024-2029 Annual Growth Rate	0.05%	0.11%	0.24%
Total Households	7,343	61,660	132,438
Average Household Income	\$105,792	\$105,663	\$112,718
Average Home Value	\$678,563	\$590,847	\$613,487

## TRAFFIC COUNTS VEHICLES PER DAY (VPD)

North on Stapley Drive	±21,729 VPD
South on Stapley Drive	±19,009 VPD
West on University Drive	±32,019 VPD
East on University Drive	±24,693 VPD



# MARKET OVERVIEW

## Population

Phoenix is the fifth largest city in the United States and anchors the nation's tenth largest metropolitan area, with 5.1 million residents. Greater Phoenix encompasses 14,600 square miles and more than 20 incorporated cities, including Glendale, Scottsdale, Tempe and Mesa. Greater Phoenix is the financial, commercial, cultural, entertainment and government center of Arizona.

Maricopa County, in which Phoenix is located, covers more than 14,600 square miles. Its strategic southwest location has made it a major business and distribution hub for aerospace, high-technology, logistics, financial services, bioscience and sustainable technology companies.

Phoenix is a large desert city. Its elevation is 1,117 feet above sea level. The city's horizon is defined by three distinct mountains: South Mountain, Camelback Mountain and Piestewa Peak. It is known for its warm climate, beautiful setting and great cultural and recreational amenities. The timeless Southwestern backdrop is scattered with resorts and spas infused with Native American tradition. Numerous golf courses stay emerald green all year. Mountain parks are crisscrossed with trails and plentiful sports venues host some of the biggest events in the nation. All together, Phoenix makes for the perfect setting for 16 million leisure visitors each year, which is good for business.

The population of Greater Phoenix is 5.1 million and is expected to grow to nearly 6.4 million in the next 20 years. A relatively young region, Greater Phoenix has a median age of 36.6 - 2.3 years younger than the average age nationwide. The population boasts comparatively high-earnings, with an median household income of over \$75,940.

This is 4.9% above the national median average household income, which stands at \$72,414.

## Employment

The Metro Phoenix employment base has grown rapidly in the past 20 years and currently boasts more than 2 million workers. Projected employment by occupation shows continued strength in the area's professional and technical workforce, with service employment increasing as well. A steady influx of new workers and high graduation levels from the state's largest university, Arizona State University, enrich the quality of labor. Thanks to the variety of universities and technical schools in the area, the pipeline of skilled workers continues to grow.

Metro Phoenix has a diversified base of industries, led by aerospace, high-tech manufacturing, distribution and logistics, financial services and corporate/regional headquarters. Major data processing, credit card and customer service companies are also attracted to Greater Phoenix's telecommunications infrastructure. Phoenix has a predictable climate and low catastrophic risk—no earthquakes, tornadoes or coastal flooding.

Intel, Freescale, Microchip Technology and ON Semiconductor have given Arizona the distinction of being the fourth largest semiconductor manufacturing exporter in the nation.

Phoenix is ranked among the top in the country for its solar and renewable energy sector, and has a rapidly growing healthcare and biomedical industry. With \$1.3 billion in strategic investments over the past 10 years added into its emerging healthcare enterprise and research capabilities, Greater Phoenix is the place for healthcare opportunities.



## Major Phoenix Employers

State of Arizona

Banner Health

Walmart

Frys Food Stores

Wells Fargo

Maricopa County

City of Phoenix

Intel

Arizona State University

Bank of America

State Farm Insurance

U-Haul

Dignity Health

USAA

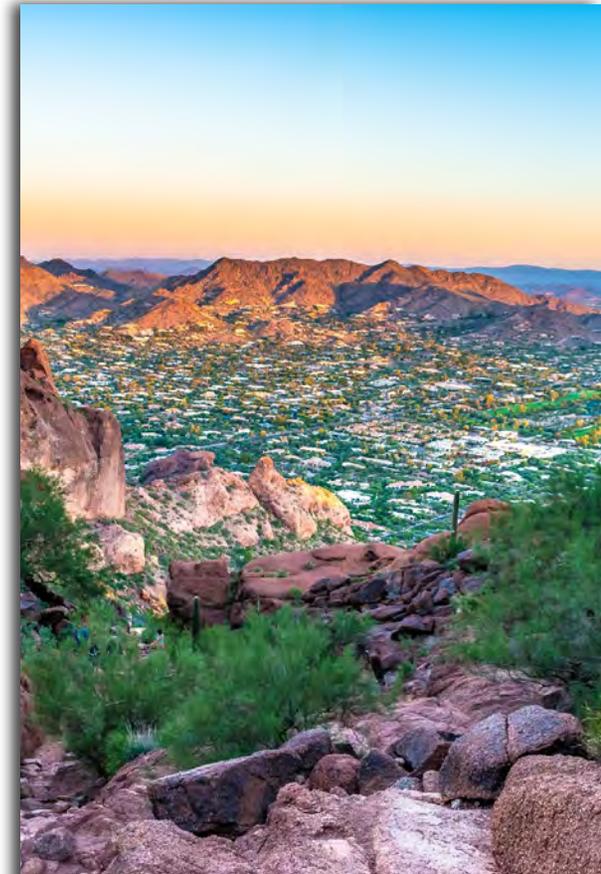
## Lifestyle & Entertainment

Dependable sunshine and warm temperatures make outdoor activities a way of life in Phoenix. Golf, tennis, hiking, cycling, mountain biking and rock climbing are popular Phoenix activities. Some of Greater Phoenix's most notable outdoor attractions are South Mountain Park and Preserve, Tempe Town Lake, Camelback Mountain, Desert Botanical Garden, the Tournament Players Club (TPC) and the Phoenix Zoo. Phoenix is also a gateway to the Grand Canyon, just a short three and a half hour drive to America's greatest natural wonder.

Live music including classical, blues, local bands and major concerts are easy to come by, and Downtown Phoenix's First Friday Artwalk is a popular event each month with thousands of attendees. Phoenix is chockfull of local galleries, boutiques and studios.

Greater Phoenix annually plays host to the PGA Tour's Waste Management Phoenix Open at the TPC, NASCAR's March and November events at Phoenix International Raceway, the Rock 'n' Roll Arizona Marathon and college football's VRBO Fiesta Bowl and Guaranteed Rate Bowl. Phoenix has played host to the Super Bowl in 2023, 2015 and 2008 at University of State Farm Stadium, the College Football Playoff National Championship Game in 2016 and the 2017 and 2024 NCAA Men's Basketball Final Four. Phoenix has franchises in three major professional sports leagues: Phoenix Suns (NBA), Arizona Diamondbacks (MLB) and Arizona Cardinals (NFL).

With more than 16 million leisure visitors each year, Greater Phoenix is home to more than 500+ hotels with more than 69,000 guest rooms. That total includes more than 40 luxury resorts. Notable resorts include the JW Marriott Desert Ridge Resort and Spa, the Arizona Biltmore, Westin Kierland Resort & Spa, The Phoenician, Royal Palms, Omni Scottsdale Resort & Spa at Montelucia, Four Seasons Resort at Troon North, Hyatt Regency Resort & Spa at Gainey Ranch, Sanctuary Camelback Mountain, The Camby, The Wigwam, W Scottsdale, and the Fairmont Scottsdale Princess.



# National Team Coverage

● Retail Investment Advisors Locations  
● C&W Office Locations

## SAN FRANCISCO / CA



Dan Wald | Donald Lebuhn | Rick Ryan

## PHOENIX / AZ



Chris Hollenbeck | Shane Carter

## DENVER / CO



Jon Hendrickson | Aaron Johnson

## HOUSTON & DALLAS / TX



Kris Von Hohn | Bruce Veyna

## ATLANTA / GA



Margaret Jones | Lane Breedlove

## CHICAGO / IL



Michael Marks  
Evan Halkias  
David Matheis

## EAST RUTHERFORD / NJ



Frank DiTommaso II  
Joanna Manfro  
Max Helfman

## WASHINGTON / D.C.



John Owendoff

## NASHVILLE / TN

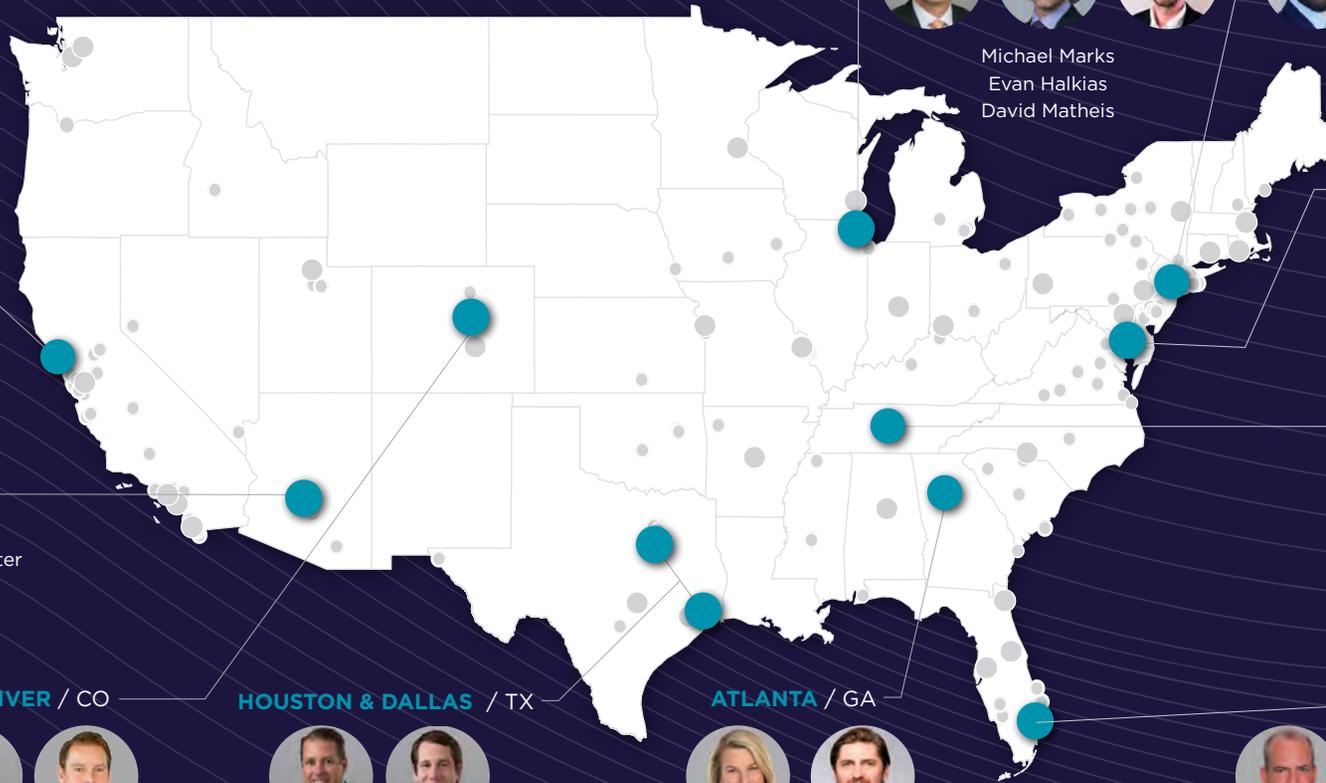


Evan Halkias | David Matheis

## MIAMI / FL



Mark Gilbert | Adam Feinstein | Mitchell Halpern



**11**

Key Markets

**22**

Capital Market Professionals

**24**

Dedicated Support

**562** Capital Markets Closed Transactions

**\$12.6B** Transaction Volume

**41+MSF** Transaction Volume

**140+** Projects Managed

**11,500+** Retail Property Appraisals

**1500+** Retail Professionals in the Americas



## INVESTMENT ADVISORS

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