

# 330

SOUTH 75TH AVE

PHOENIX | ARIZONA



**OWNER-USER/VALUE-ADD RAIL-SERVED  
INDUSTRIAL INVESTMENT OPPORTUNITY**



**SOUTH 75TH AVE**

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Newmark (the "Agent") has been engaged as the exclusive sales representative for the sale of 330 S 75th Ave (the "Property") by 'Ownership' (the "Seller"). This Memorandum does not constitute a representation that the business or affairs of the Property or Seller since the date of preparation of this Memorandum have remained the same. Analysis and verification of the information contained in this Memorandum are solely the responsibility of the prospective purchaser.

Additional information and an opportunity to inspect the Property will be made available upon written request of interested and qualified prospective purchasers. Seller and Agent each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the Property, and/or terminate discussions with any party at any time with or without notice. Seller reserves the right to change the timing and procedures for the Offering process at any time in Seller's sole discretion. Seller shall have no legal commitment or obligations to any party reviewing this Memorandum, or making an offer to purchase the Property, unless and until such offer is approved by Seller, and a written agreement for the purchase of the Property has been fully executed and delivered by Seller and the Purchaser thereunder.

This Memorandum and the contents, except such information which is a matter of public record or is provided in sources available to the public, are of a confidential nature. By accepting this Memorandum, you agree that you will hold and treat it in the strictest confidence, that you will not forward, photocopy or duplicate it, that you will not disclose this Memorandum or any of the contents to any other entity (except to outside advisors retained by you, if necessary, for your determination of whether or not to make a proposal and from whom you have obtained an agreement of confidentiality) without the prior written authorization of Seller or Agent, and that you will not use this Memorandum or any of the contents in any fashion or manner detrimental to the interest of Seller or Agent.

**NEWMARK**



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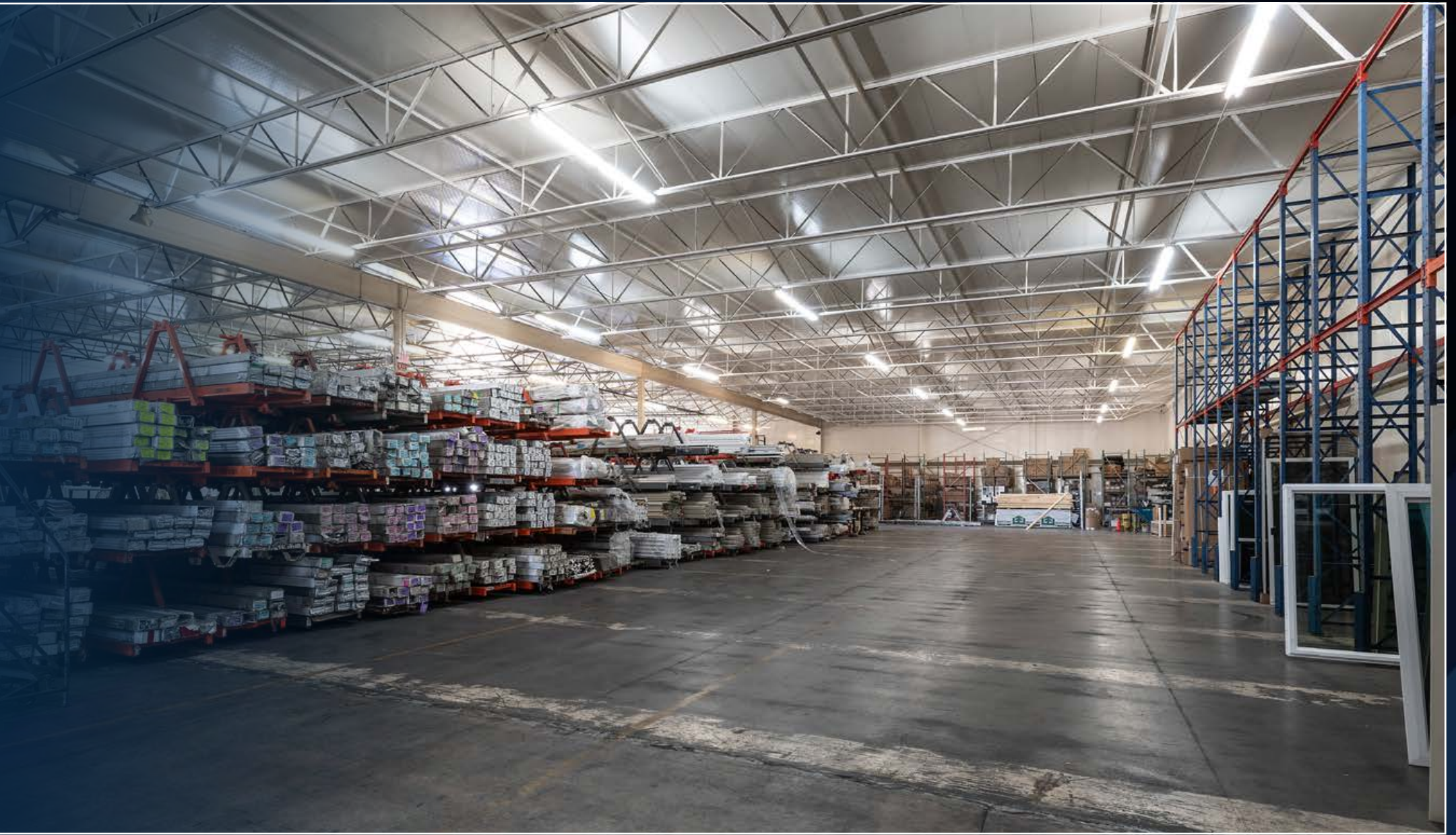
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01

EXECUTIVE SUMMARY







# EXECUTIVE SUMMARY

Newmark, as an exclusive advisor, is honored to present the opportunity to acquire the fee-simple interest in 330 S 75th Ave (the "Property"), a one-of-a-kind owner/user or investor opportunity in the heart of Phoenix's Southwest Valley industrial market. This unique offering includes 4 freestanding warehouse structures totaling ±73,791 SF positioned upon ±10.6 acres of premier industrial land. The property features heavy industrial zoning, 5+ acres of outdoor secured storage area and two Union Pacific rail spurs (one active). The property is currently occupied by 3 tenants with in-place rents that are ±50% below market and a landlord right to terminate each lease within 120 days' notice. 330 S 75th Ave presents an excellent opportunity for an owner-user or investor to purchase a highly desirable infill industrial property in a mature and thriving area.



## PROPERTY OVERVIEW



### ADDRESS:

330 S. 75th Ave  
Phoenix, Arizona



### YEAR BUILT/RENOVATED:

1977/2019



### BUILDING SIZES:

Building A (Industrial): ±64,754 SF  
 Building B (Office): ±2,350 SF  
 Building C (Industrial): ±5,063 SF  
 Building D (Industrial): ±1,624 SF  
**Total: ±73,791 SF**



### POWER CAPACITY:

4,000 Amps (Heavy)  
(BUYER TO VERIFY)



### LOADING:

Building A: 5 Docks, 4 Drive-Ins  
 Building C: 1 Dock, 2 Drive-Ins  
 Building D: 2 Drive-Ins  
**Total: 6 Docks, 8 Drive-Ins**



### LAND AREA:

±10.6 acres



### CLEAR HEIGHT:

±20'



### ZONING:

Heavy Industrial  
(Ind-3, Maricopa County)



## FINANCIAL OVERVIEW



**ASKING PRICE:**  
\$13,000,000



**MARKET RENTAL RATE:**  
\$1.20 NNN



**ASKING PRICE/  
BUILDING SF:**  
\$176/SF



**PROFORMA NOI  
(100% MARKET):**  
\$1,062,000



**ASKING PRICE/  
LAND SF:**  
\$28/SF



**PROFORMA CAP RATE  
(100% MARKET):**  
8.2%



**OCCUPANCY:**  
100%



**WALT:**  
±2-Years

The Property is 100% occupied by 3 tenants with lease agreements that can be terminated by Landlord with 120-days' notice.



# INVESTMENT HIGHLIGHTS

## EXTREMELY RARE, RAIL-SERVED INDUSTRIAL PROPERTY WITH LARGE SECURED YARD AREA IN PRIME LOCATION



330 S 75th Ave is a unique industrial property featuring unparalleled IOS and rail capabilities within Metro Phoenix. Key highlights include over 5 acres of secured outdoor storage yard with two rail spurs (one active) and exceptionally heavy (Ind-3 - Maricopa County) zoning. The property comprises four standalone industrial warehouses with a total of ±73,791 SF. The main manufacturing warehouse (Bldg. A), spanning ±64,754 SF, boasts 9 loading doors (5 docks, 4 drive-ins) ±20' clear height, and heavy power capability (±4,000 Amps).

## ATTRACTIVE OWNER-USER INVESTMENT OPPORTUNITY



The property is fully leased by a single tenant who occupies Building A and subleases Buildings B-D to two subtenants. The current tenants are paying approximately 50% below market rent, with each lease terminable within 120 days' notice. This presents an outstanding opportunity for an owner-user or investor to occupy or re-lease and add significant value in the near term.

## ONE-OF-A-KIND INDUSTRIAL FACILITY



Heavy power manufacturing facilities with rail capabilities and large secured yard areas are exceedingly rare in Metro Phoenix. Within a 15-mile radius of the property, there are no rail-served industrial buildings with over 3 acres of secured yard area capable of accommodating a 50K-100K SF user. As requirements for rail and secured yard areas increase, the market does not have the existing inventory to satisfy this increasing demand.



**BUILDING A - INDUSTRIAL**



**BUILDING B - OFFICE**



**BUILDING C - INDUSTRIAL**



**BUILDING D - INDUSTRIAL**





Camelback Mountain

Downtown Phoenix

75TH AVENUE

Georgia Pacific

Old Dominion





# LOCATION HIGHLIGHTS

This strategically positioned Property sits in the core of the Southwest Valley industrial submarket, among the most desirable industrial zones across Metro Phoenix. The submarket has an abundance of heavy manufacturing and distribution facilities, catering to local and national tenants of all sizes. Corporate users in the immediate area include Target, Amazon, Home Depot, FedEx, Pepsi, Living Spaces, and AutoZone, among several others.

## LOGISTIC ORIENTED LOCATION



The property offers convenient access to the I-10 ( $\pm 1$  mile) and SR-202 ( $\pm 2.5$  miles) freeways via full-diamond interchanges, providing unmatched connectivity to labor, customers, suppliers, and job sites throughout the entire Metro Phoenix area. Additionally, the property features two Union Pacific-served rail spurs (one active), offering unique freight capabilities.

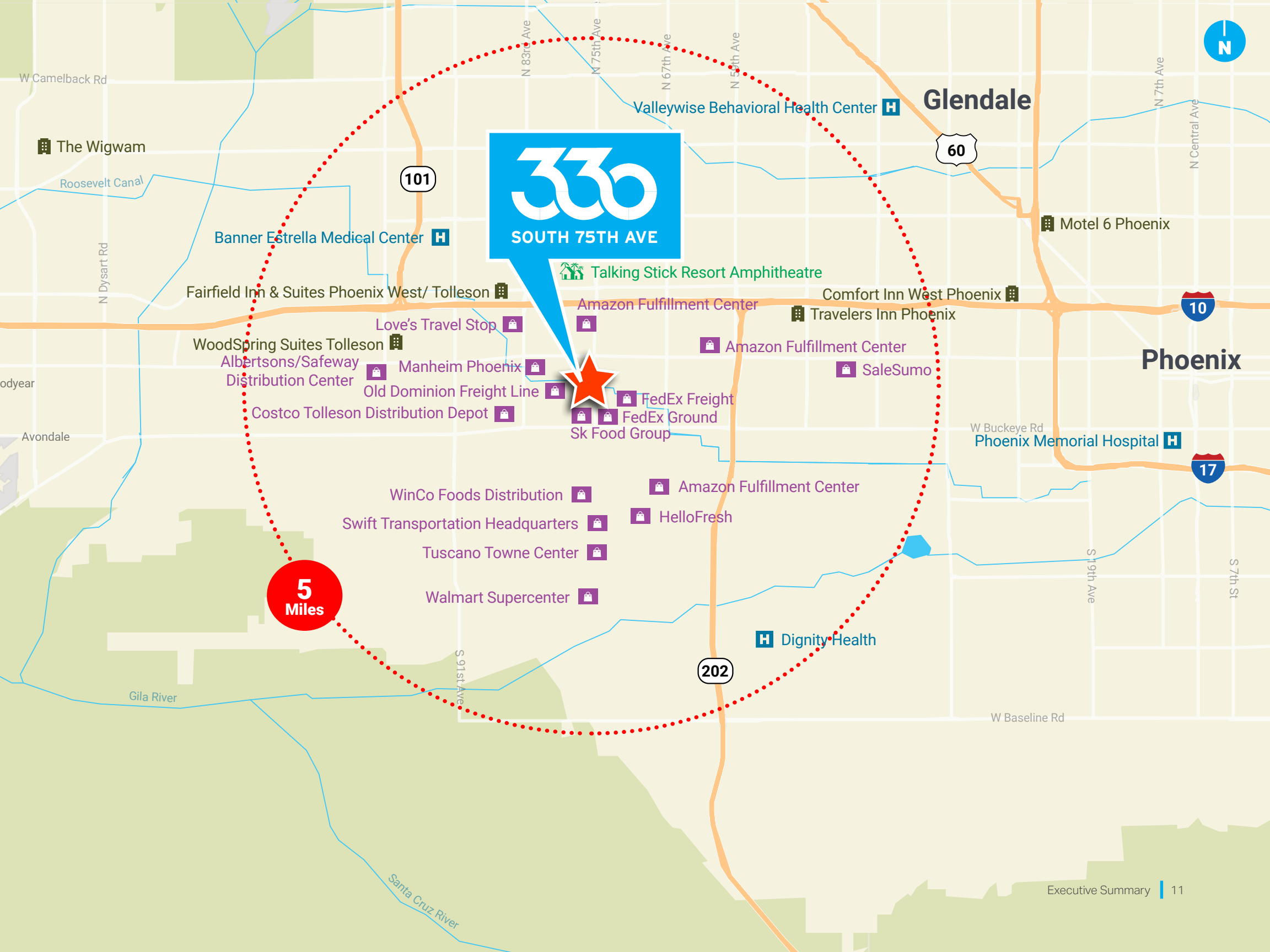
## MARICOPA "COUNTY ISLAND" WITH HEAVY ZONING



The property is unincorporated, offering zoning and tax benefits. It is zoned Ind-3, the heaviest industrial zoning in Maricopa County. Additionally, the property is not subject to city property or rental taxes, among other cost-saving benefits.







**330**  
SOUTH 75TH AVE

**5**  
Miles

Talking Stick Resort Amphitheatre

Amazon Fulfillment Center

Comfort Inn West Phoenix

Travelers Inn Phoenix

Love's Travel Stop

Amazon Fulfillment Center

SaleSumo

WoodSpring Suites Tolleson

Albertsons/Safeway  
Distribution Center

Manheim Phoenix

Old Dominion Freight Line

FedEx Freight

FedEx Ground

Sk Food Group

Phoenix Memorial Hospital

WinCo Foods Distribution

Amazon Fulfillment Center

Swift Transportation Headquarters

HelloFresh

Tuscano Towne Center

Walmart Supercenter

Dignity Health

# SITE PLAN







02

MARKET OVERVIEW





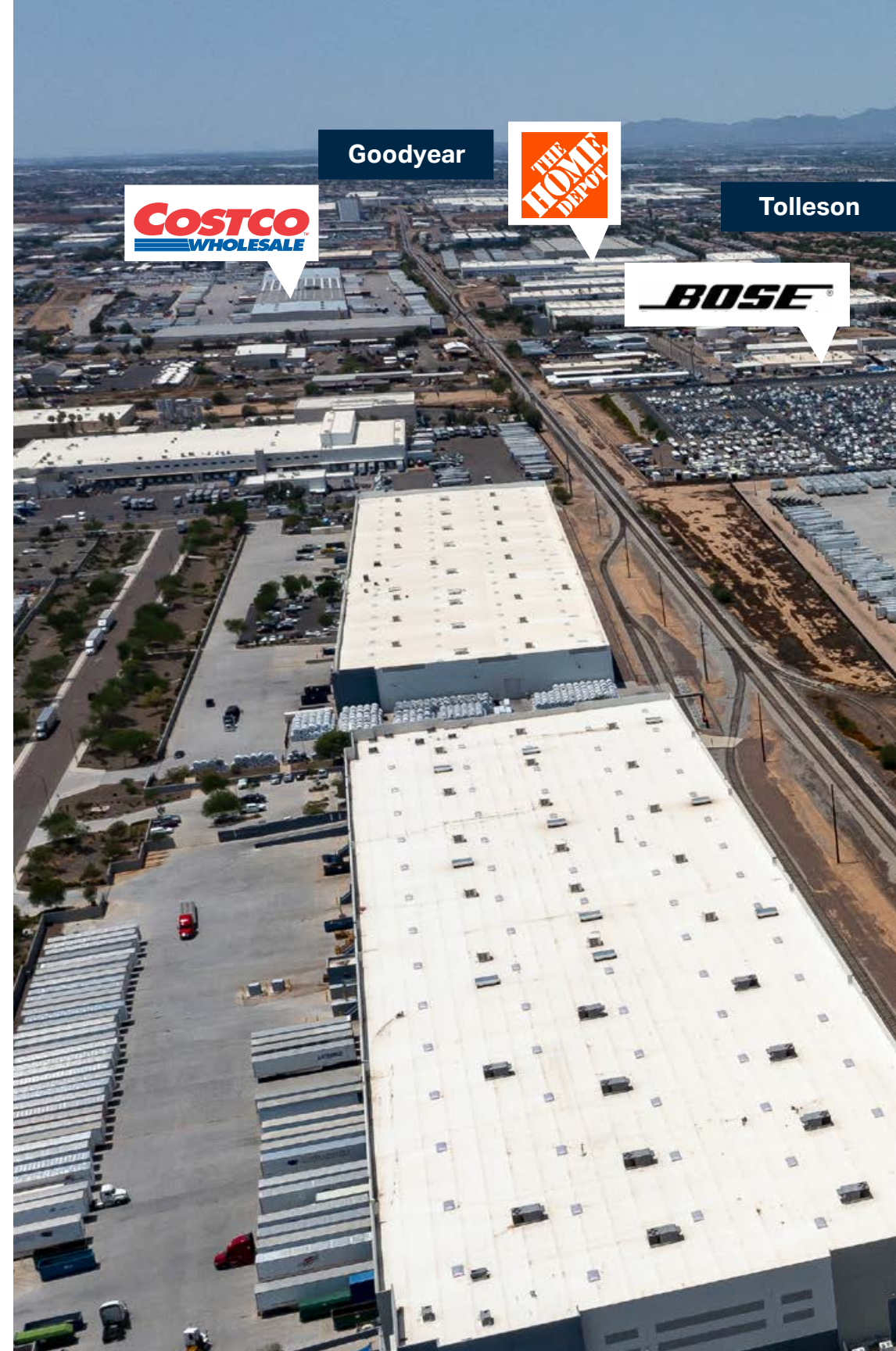


# TOLLESON SUBMARKET OVERVIEW

Located in the southwest valley of Phoenix, Arizona, the Tolleson industrial submarket stands as a prime example of desirable industrial real estate. This area boasts exceptional connectivity throughout Metro Phoenix and is strategically positioned for businesses seeking proximity to major transit routes. With excellent freeway access and heavy industrial zoning, Tolleson provides an ideal environment for significant manufacturing and distribution operations. Additionally, Tolleson is just a 5-hour drive from the major ports in Southern California, making it an ideal hub for commerce.

According to current CoStar data, the Tolleson industrial submarket encompasses a total inventory of 48.8 million SF. The submarket's vacancy rate is impressively low at 2.6%, indicating strong demand and limited availability of space. With only 802,000 SF currently under construction, the submarket remains extremely tight with limited supply forthcoming.

Tolleson is recognized for its access to a strong labor force, essential for supporting extensive manufacturing and distribution operations. As Phoenix maintains its status as one of the fastest-growing major cities in the nation, the Southwest Valley is well-positioned to support this monumental growth for national and local industrial users of all shapes and sizes. This combination of excellent freeway access, heavy industrial zoning, and a skilled labor pool makes the Tolleson industrial submarket a highly attractive destination for businesses. The sustained demand for industrial properties in this area and limited land available for development suggests a bright future for value growth within the submarket.





Glendale

**PETSMART**

amazon

*Walgreens*



**330**  
SOUTH 75TH AVE

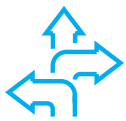
**AutoZone**



# PHOENIX MARKET OVERVIEW

The Phoenix Metropolitan Area is the primary business center of Arizona, and has become an increasingly vibrant community and economic hub over the last several decades, attracting new residents and businesses alike. Today, the Greater Phoenix region is home to over 5 million residents and continues to grow. In fact, Maricopa County, which encompasses the Phoenix metro, was number 1 in the nation for population growth in 2022, for the 6th year in a row. This growth led Phoenix to reclaim its title as the fifth largest city in the U.S. The metro is attractive not only because of a competitive advantage with regard to cost, but also because of an overall value proposition, which includes its infrastructure, talent pool and quality of life.

## PHOENIX'S PILLARS FOR ECONOMIC EXPANSION



**PHOENIX'S ECONOMIC  
DIVERSIFICATION CONTINUES**



**INFRASTRUCTURE AND INVESTMENTS  
IN TRANSPORTATION ATTRACTING  
WORLD-CLASS COMPANIES TO PHOENIX**



**ROBUST POPULATION GROWTH  
FUELS OFFICE SPACE DEMAND**



**CENTRAL LOCATION WITH  
ACCESS TO MAJOR TRADE HUBS**



**PHOENIX RANKS AS THE 2ND  
MOST AFFORDABLE MAJOR WESTERN  
US METROPOLITAN MARKET**



**EXCEPTIONAL  
QUALITY OF LIFE**



## BY THE NUMBERS

#1

**Phoenix Sky Harbor ranked best large airport in the U.S.** (WSJ, 2023)

**Maricopa County is the #1 county for growth in the country** (U.S. Census Bureau, 2017-2022)

**Maricopa County top large county for talent attraction for 3rd consecutive year** (Lightcast, 2022)

**Phoenix is best city to launch a startup** (Time2Play, 2022)

**Phoenix #1 in U.S. for year-over-year home price increase** (S&P Dow Jones Indices, 2021)

**Phoenix Ranks #1 in Nation For Monthly Rent Growth** (RealPage, 2021)

**Scottsdale ranks #1 in Best cities to retire in America** (Niche, 2021)

**Metro Phoenix ranks #1 in U.S. for net migration in 2018-2021** (U.S. Census, 2021)

**Metro Phoenix Ranks # 1 nationally for attracting and retaining workers** (Emsi, 2021)

#2

**Tempe ranks #2 best place to live in the U.S.** (Money, 2022)

**Metro Phoenix #2 among best-performing labor markets** (ThinkWhy, 2021)

**Phoenix ranks #2 among hottest housing markets of 2021** (Zillow, 2021)

**Phoenix ranks #2 in U.S. for small business growth** (Paychex, 2021)

#3

**Phoenix ranks #3 for attracting wealth and high income earners** (MyEListing, 2023)

**Phoenix ranks #3 for new jobs in the country** (Bureau of Labor Statistics, 2023)

**#3 State in the nation for job recovery** (Arizona Offices of Economic Opportunity, Feb 2020 - Feb 2021)

**Gilbert ranks #3 in best cities to buy an affordable family home** (SmartAsset.com, 2021)

#4

**Best state for women startup founders** (Merchant Maverick, 2023)

**Most electric vehicle friendly state** (The Fabricator, 2022)

**Phoenix is ranked 4th for projected job growth over the next two years** (CBRE EA)

**Maricopa County is the 4th largest county in the United States** (US Census, 2022)





# ROBUST POPULATION GROWTH

Greater Phoenix is one of the fastest-growing regions in the nation. In fact, Maricopa County, which encompasses the Phoenix metro, was number 1 in the nation for population growth in 2022, for the 6th year in a row. The metro is home to more than 5.0 million people, with net migration fueling further growth. Over the last two decades, Greater Phoenix has grown by 93,000 people each year on average. The region adds over 250 people each day, making Greater Phoenix the second fastest growing region in the U.S. Furthermore, Phoenix metro has a relatively young population with a median age of 36.6 years, falling below the national median.

## METRO PHOENIX BY THE NUMBERS



**5,069,353**  
Population



**3.2%**  
Projected Growth  
Over Next 5 Years



**36.6**  
median Age



**3.5%**  
Unemployment  
(NOV-23)



**1,852,549**  
Households



**1,930,969**  
Households  
2027 Projected



**300+**  
Yearly Days  
Of Sunshine



**76°**  
Average Annual  
Temperature



**56%**  
Home  
Ownership



**26**  
Average Commute  
in Minutes



**400+**  
Hiking Trails



**230+**  
Art Galleries



**370+**  
Golf Courses



**50+**  
Performing  
Arts Theatres

Source: U.S. Climate Data, U.S. Census Bureau, Newmark Research





## CENTRAL LOCATION WITH ACCESS TO MAJOR TRADE HUBS

Three major consumer markets in the Southwest including Los Angeles, Phoenix, and Houston are connected by Interstate 10. Heightened interstate movement of goods throughout the Southwest has prompted major manufacturing, distribution, and logistics firms to invest in facilities along Interstate 10, specifically in Metro Phoenix's West Valley leading to Los Angeles and in South Phoenix leading to Texas. With a majority of population growth in the U.S. taking place in Sun Belt markets, movement of goods and materials along Interstate 10 will need to increase to service heightened consumer demand and capital investment in growing metropolitan areas. Correspondingly, manufacturers and logistics-oriented firms will continue to invest along Interstate 10, contributing positively to Metro Phoenix job growth and overall Metro productivity.



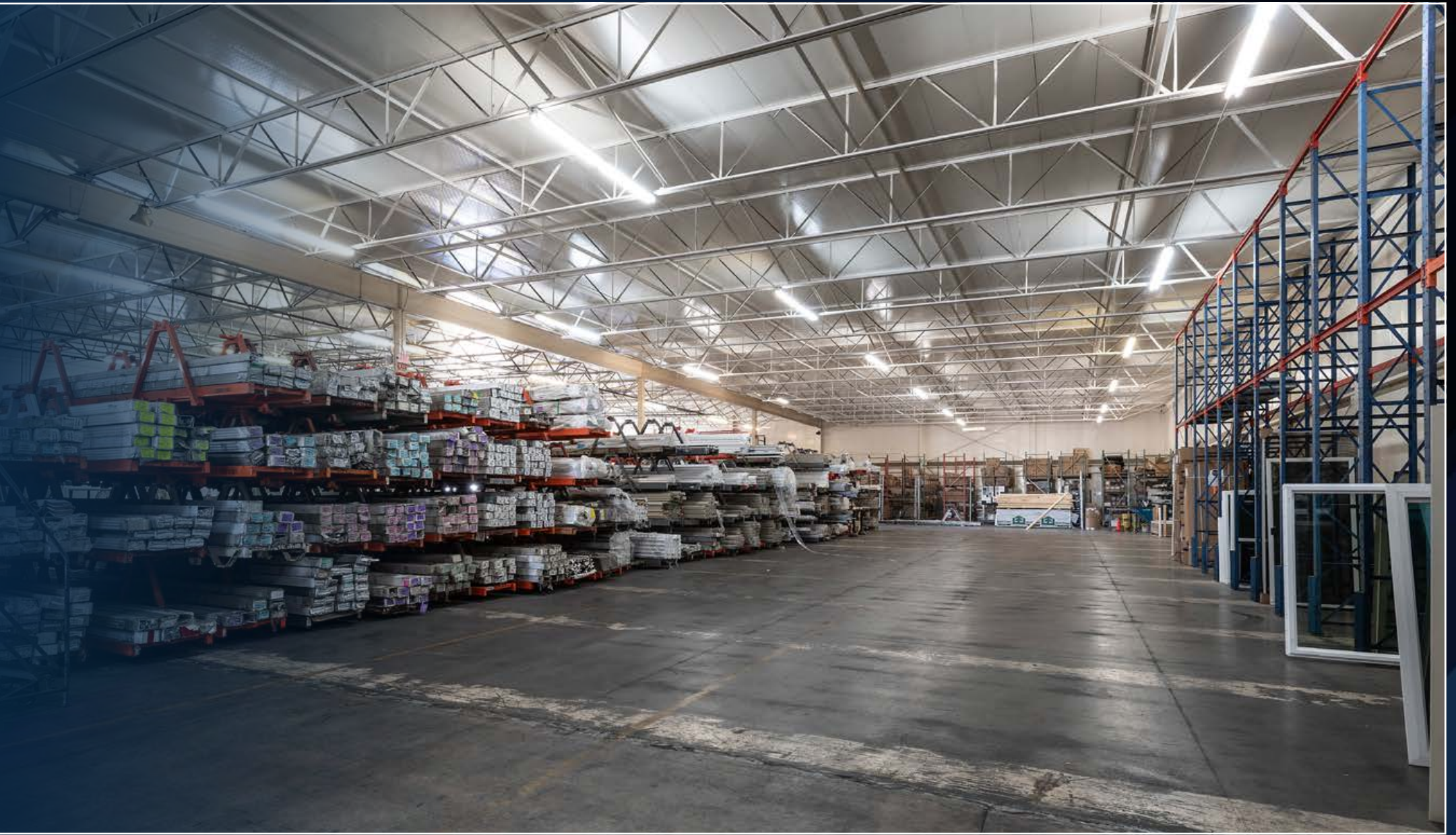
Approximate distance in miles  
Source: Rand McNally Road Atlas/Mapquest



03

**FINANCIAL ANALYSIS**





# RENT ROLL

GENERAL TENANT INFORMATION			RENT DETAILS				FREE RENT		RECOVERY	TENANT IMPROVEMENTS	LEASING COMMISSIONS	RENEWAL ASSUMPTION
Tenant Name		Lease Period	Rate Per Month						Structure Name			Market - %
Lease Dates	Initial Area	Lease Status	Rate Per Year	Rent	Rent	Rent			Type	Rate \$/SF	Rate \$/SF	Reabsorb
Lease Term	Building Share %	Market Leasing	Amount Per Month	Changes On	Changes To	Changes To	Date	Months	Input Amount	Total Amount	Total Amount	Option
		Lease Type	Amount Per Year	Date	\$/SF-Annual	\$/SF-Monthly						
<b>Existing Tenant</b>	73,791.	Base	0.53	Jan-2025	6.50	0.54	None		NNN	0.00	0.00	Vacate
	100.00%	Contract	6.31							0	0	
1/1/2022 - 2/28/2025		\$1.20 NNN	38,831									
3 Years 2 Months		Industrial	465,972									
Note: It has been assumed that the existing lease is terminated on 2-28-2025 approximately 120 days after the estimated close of escrow (11-1-2024).												
<b>New Single Tenant</b>	73,791.	Base	1.20	Sep-2026	14.90	1.24	Jun-2025	3 Months	NNN	10.30	5.26	Market - 75.00%
	100.00%	Contract	14.40	Sep-2027	15.43	1.29				760,047	388,198	
6/1/2025 - 8/31/2030		\$1.20 NNN	88,549	Sep-2028	15.97	1.33						
5 Years 3 Months		Industrial	1,062,590	Sep-2029	16.52	1.38						



# ANNUAL CASH FLOW

	YEAR ENDING	OCTOBER 31, 2025	OCTOBER 31, 2026	OCTOBER 31, 2027	OCTOBER 31, 2028	OCTOBER 31, 2029	OCTOBER 31, 2030	OCTOBER 31, 2031	OCTOBER 31, 2032
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8
Total Occupied Area		55,343	73,791	73,791	73,791	73,791	61,493	73,791	73,791
Building Area		73,791	73,791	73,791	73,791	73,791	73,791	73,791	73,791
% Occupied		75.0%	100.0%	100.0%	100.0%	100.0%	83.3%	100.0%	100.0%
Weighted Average In-Place Rent		\$0.90	\$1.21	\$1.25	\$1.29	\$1.34	\$1.38	\$1.43	\$1.48
Weighted Average Market Rent		\$1.23	\$1.27	\$1.30	\$1.34	\$1.38	\$1.43	\$1.47	\$1.51
Operating Expenses PSF		\$1.74	\$1.79	\$1.84	\$1.90	\$1.95	\$2.01	\$2.07	\$2.13
	Year 1 PSF								
Potential Base Rent	\$11.84	874,017	1,068,789	1,106,196	1,144,913	1,184,985	1,227,587	1,268,789	1,313,196
Lost Absorption / Turnover Rent	(\$3.71)	(273,617)	0	0	0	0	(211,465)	0	0
Free Rent	(\$3.60)	(265,648)	0	0	0	0	0	(79,299)	0
<b>Total Rental Revenue</b>	<b>\$4.54</b>	<b>334,752</b>	<b>1,068,789</b>	<b>1,106,196</b>	<b>1,144,913</b>	<b>1,184,985</b>	<b>1,016,122</b>	<b>1,189,489</b>	<b>1,313,196</b>
Expense Recoveries	\$1.30	95,888	131,901	135,858	139,934	144,132	123,593	152,910	157,497
(blank)	\$0.00	0	0	0	0	0	0	0	0
Total Other Income	\$1.30	95,888	131,901	135,858	139,934	144,132	123,593	152,910	157,497
<b>EFFECTIVE GROSS REVENUE</b>	<b>\$5.84</b>	<b>430,641</b>	<b>1,200,690</b>	<b>1,242,055</b>	<b>1,284,847</b>	<b>1,329,117</b>	<b>1,139,715</b>	<b>1,342,399</b>	<b>1,470,693</b>
<b>OPERATING EXPENSES</b>									
Administrative	(\$0.05)	(3,630)	(3,738)	(3,851)	(3,966)	(4,085)	(4,208)	(4,334)	(4,464)
Insurance	(\$0.72)	(53,051)	(54,642)	(56,282)	(57,970)	(59,709)	(61,501)	(63,346)	(65,246)
Real Estate Taxes	(\$0.97)	(71,379)	(73,520)	(75,726)	(77,998)	(80,338)	(82,748)	(85,230)	(87,787)
<b>TOTAL OPERATING EXPENSES</b>	<b>(\$1.74)</b>	<b>(128,059)</b>	<b>(131,901)</b>	<b>(135,858)</b>	<b>(139,934)</b>	<b>(144,132)</b>	<b>(148,456)</b>	<b>(152,910)</b>	<b>(157,497)</b>
<b>NET OPERATING INCOME</b>	<b>\$4.10</b>	<b>302,581</b>	<b>1,068,789</b>	<b>1,106,196</b>	<b>1,144,913</b>	<b>1,184,985</b>	<b>991,259</b>	<b>1,189,489</b>	<b>1,313,196</b>
<b>CAPITAL EXPENSES</b>									
Tenant Improvements	(\$10.30)	(760,047)	0	0	0	0	0	(220,276)	0
Leasing Commissions	(\$5.26)	(388,198)	0	0	0	0	0	(380,210)	0
Capital Reserves	(\$0.15)	(11,345)	(11,686)	(12,036)	(12,397)	(12,769)	(13,152)	(13,547)	(13,953)
<b>TOTAL CAPITAL EXPENSES</b>	<b>(\$15.71)</b>	<b>(1,159,591)</b>	<b>(11,686)</b>	<b>(12,036)</b>	<b>(12,397)</b>	<b>(12,769)</b>	<b>(13,152)</b>	<b>(614,032)</b>	<b>(13,953)</b>
<b>OPERATING CASHFLOW</b>	<b>(\$11.61)</b>	<b>(857,009)</b>	<b>1,057,103</b>	<b>1,094,160</b>	<b>1,132,516</b>	<b>1,172,216</b>	<b>978,107</b>	<b>575,457</b>	<b>1,299,243</b>



# MARKET LEASING ASSUMPTIONS

**Analysis Start** November 1, 2024      **Area Measure** 73,791 RSF      **Occupancy** 100.0%

## GLOBAL ASSUMPTIONS

<b>Growth Rates</b>		<b>Capital Reserves</b>	\$0.15	<b>Market Rent</b>	2025	3.0%	<b>\$1.24</b>
CPI	3.0%			<b>Growth</b>	2026	3.0%	<b>\$1.27</b>
Operating Expenses	3.0%				2027	3.0%	<b>\$1.31</b>
Real Estate Taxes	3.0%	<b>Real Estate Taxes Reassessed</b>	No		2028	3.0%	<b>\$1.35</b>
					2029	3.0%	<b>\$1.39</b>
<b>General Vacancy</b>	0.0%				2030 +	3.0%	<b>\$1.43</b>

## MARKET LEASING

MLA	Retention Ratio	Market Rent	Rent Adjustment	Lease Term	Recovery Method	Tenant Improvements			Commissions			Downtime		Free Rent	
						New	Renew	Wtd Avg	New	Renew	Wtd Avg	New	Wtd Avg	New	Renew
\$1.20 NNN	75%	\$1.20	3.50%	5/3	NNN	\$10.00	\$0.00	\$2.50	7.50%	5.00%	5.63%	6 Months	1.50 Months	3.0 Months	0.0 Months

## ADDITIONAL NOTES

### Expenses

It has been assumed that the existing lease is terminated on 2-28-2025 approximately 120 days after the estimated close of escrow (11-1-2024) and a new single tenant lease is signed on 6-1-2025 at the outlined terms on the rent roll.

Tenant pays all utilities and vendors directly. Tenant reimburses insurance, real estate taxes, and admin charges to the landlord on a NNN basis.

### Other Notes

Leasing Commissions are calculated by applying 100% of the rates shown above for lease years 1-5, and 50% of the above rates for lease years 6 and beyond





**330**

**SOUTH 75TH AVE**





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PHOENIX | ARIZONA

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