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COMMERCIAL REAL ESTATE

SAMPLE OFFERING MEMORANDUM

Sunset Plaza Retail Center

1450 Sunset Boulevard · Phoenix, Arizona 85004

$4,250,000 7.10% CAP · $301,750 NOI · 94% Occupied

PROPERTY TYPE	BUILDING SIZE	LOT SIZE	YEAR BUILT
Retail	**12,500 SF**	**1.42 Acres**	**2004**

Executive Summary

Sunset Plaza Retail Center is a fictional 12,500-square-foot multi-tenant retail property created to illustrate how an Offering Memorandum is typically organised. It is offered at **$4,250,000**, representing a **7.10% capitalisation rate** on in-place net operating income of **$301,750**.

THE OFFERING

Offering Price	**$4,250,000**
Price per Square Foot	**$340.00**
Capitalisation Rate	**7.10%**
Net Operating Income	**$301,750**
Occupancy	**94%**
Offering Structure	**Fee Simple**

PROPERTY FACTS

Property Type	**Retail**
Subtype	**Neighbourhood Center**
Building Size	**12,500 SF**
Lot Size	**1.42 Acres**
Year Built / Renovated	**2004 / 2019**
Zoning	**C-2 Commercial**
Parking	**62 spaces (4.96 / 1,000 SF)**

INVESTMENT HIGHLIGHTS

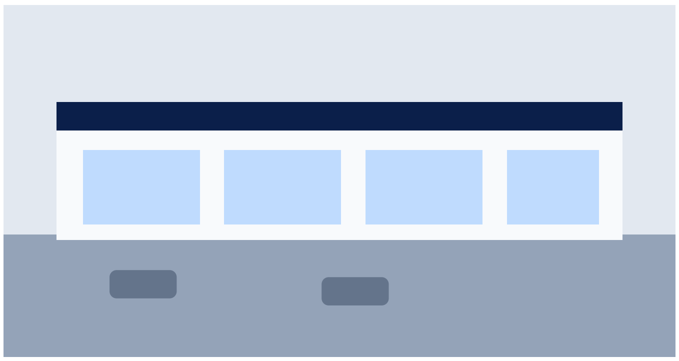
- **Anchored corner position** at a signalised intersection with an estimated 31,400 vehicles per day on Sunset Boulevard.
- **Long-term national tenancy.** Four of six suites are occupied by investment-grade covenants with a weighted average lease term of 6.2 years remaining.
- **Below-market in-place rents** averaging $23.40 per square foot against a submarket average of $27.10, offering mark-to-market upside at rollover.
- **Recent capital investment.** Roof, parking field and façade were renewed in 2019 at a reported cost of $410,000, limiting near-term capital exposure.
- **Absolute NNN structure** on five of six suites, with landlord responsibility limited to roof and structure.
- **Growing trade area.** Population within three miles is projected to grow 6.8% over five years, against a metropolitan average of 4.1%.

> **How to read this document.** Every figure, name, tenant and statistic in this memorandum is invented for demonstration. A genuine Offering Memorandum would substantiate each of these with a rent roll, historical operating statements, third-party reports and estoppel certificates.

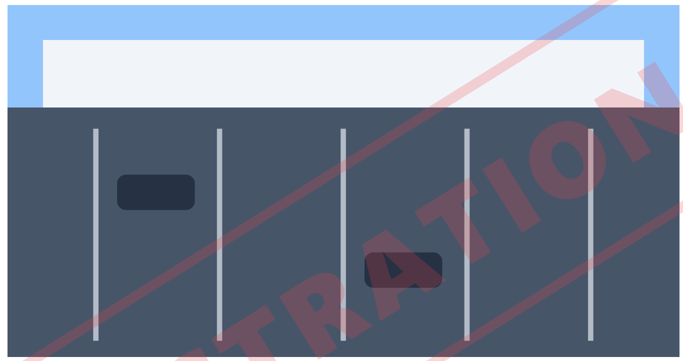
Property Description

The property comprises a single-storey multi-tenant retail building of 12,500 square feet arranged in an L-configuration around a 62-space surface parking field. The building was constructed in 2004 of masonry and steel-frame construction with a stucco and cultured-stone façade, and was substantially renovated in 2019.

Six demised suites range from 1,200 to 3,400 square feet. Five are configured for retail use with full-height storefront glazing; the sixth is improved as a quick-service restaurant with a Type I hood, grease interceptor and a dedicated service corridor. All suites are separately metered for electricity and gas.



Storefront elevation — illustrative



Parking field, 62 spaces — illustrative

Suite interior, shell condition — illustrative

Monument signage — illustrative

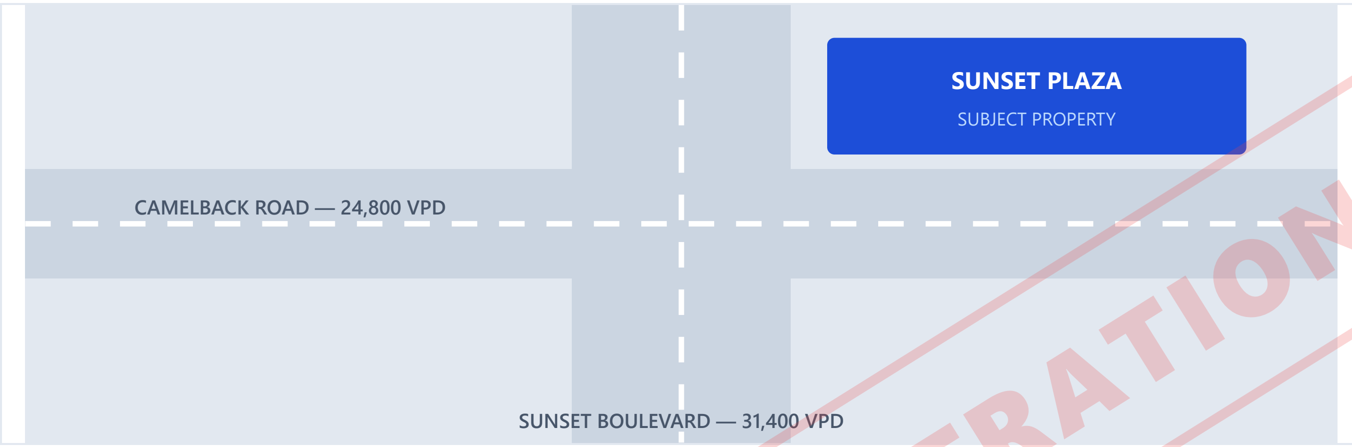
CONSTRUCTION & SYSTEMS

Foundation	**Reinforced concrete slab on grade**
Frame	**Masonry bearing wall with steel joists**
Roof	**TPO membrane, replaced 2019, 15-year warranty**
HVAC	**Six rooftop package units, 2019 vintage**
Fire Protection	**Fully sprinklered, wet system**
ADA	**Compliant following 2019 renovation**

Location Overview

PHOENIX, ARIZONA

The property occupies the north-east corner of Sunset Boulevard and Camelback Road, a signalised intersection approximately four miles from the fictional central business district. The immediate trade area is characterised by established single-family neighbourhoods to the north and a mix of commercial and light-industrial uses along the Sunset Boulevard corridor.



DEMOGRAPHICS (3-MILE RADIUS)

Population	**84,200**
Projected 5-Year Growth	**6.8%**
Households	**32,150**
Average Household Income	**$78,400**
Median Age	**36.2**
Daytime Population	**91,700**

ACCESS & VISIBILITY

Traffic — Sunset Blvd	**31,400 VPD**
Traffic — Camelback Rd	**24,800 VPD**
Signalised Access Points	**2**
Frontage	**310 feet**
Nearest Freeway	**1.8 miles**
Transit	**Bus stop at property frontage**

SURROUNDING USES

National and regional retailers occupy the three remaining corners of the intersection, including a fictional grocery anchor to the south-west and a fictional pharmacy to the north-west. A 240-unit multifamily community completed in 2021 sits half a mile north, contributing to weekday and weekend trade.

Financial Summary

YEAR 1 PRO FORMA

INCOME & EXPENSES

Scheduled Base Rent (12,500 SF @ $23.40)	**$292,500**
Expense Reimbursements (CAM, tax, insurance)	**$78,400**
Percentage Rent	**$6,200**
Gross Potential Income	**$377,100**
Less: Vacancy & Credit Loss (6.0%)	**($22,626)**
Effective Gross Income	**$354,474**
Real Estate Taxes	**($21,800)**
Insurance	**($7,450)**
Common Area Maintenance	**($14,200)**
Management Fee (3.0% of EGI)	**($10,634)**
Reserves ($0.15 / SF)	**($1,875)**
Total Operating Expenses	**($55,959)**
Net Operating Income	**$301,750**

RETURNS

Offering Price	**$4,250,000**
Capitalisation Rate	**7.10%**
Price per Square Foot	**$340.00**
Expense Ratio	**15.8%**
NOI per Square Foot	**$24.14**

RENT ROLL SUMMARY

Total Suites	**6**
Occupied	**5 (94% by area)**
Vacant	**1 (750 SF)**
WALT (remaining)	**6.2 years**
Average In-Place Rent	**$23.40 / SF**
Submarket Average	**$27.10 / SF**

> **Mark-to-market opportunity.** In-place rents sit approximately 13.7% below the quoted submarket average. Renewing the two leases expiring within 24 months at market would add an estimated $18,900 to annual net operating income — an illustrative figure, like every other in this document.

Broker Contact

FICTIONAL — DO NOT CONTACT

The details below are invented to show where broker information normally appears in an Offering Memorandum. **They do not identify a real person, a real firm, a real licence or a working telephone number or email address.**

DR

Dana Reyes (fictional)

Senior Investment Advisor · Reyes Commercial (fictional firm)

Licence No. SAMPLE-000000 · Not a real licence number
Telephone and email intentionally omitted — this is a demonstration document

MO

Morgan Okafor (fictional)

Associate · Reyes Commercial (fictional firm)

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Telephone and email intentionally omitted

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