



LA|FITNESS®

4836 E CHANDLER BLVD | PHOENIX, AZ 85048

INTERACTIVE OFFERING MEMORANDUM



LA FITNESS

4836 E CHANDLER BLVD
PHOENIX, AZ 78238

EXCLUSIVELY LISTED BY:

SIMON ASSAF

Broker of Record

License No. CO701910000 (AZ)





04

PROPERTY OVERVIEW

06

FINANCIAL OVERVIEW

08

TENANT OVERVIEW

12

AREA OVERVIEW



PROPERTY OVERVIEW

LA FITNESS | PHOENIX, AZ

INVESTMENT HIGHLIGHTS

- **High Growth Market** – Located in the Ahwatukee submarket of Phoenix, the area has a population north of 150,000 residents within a 3-mile radius. With average HH income north of \$100,000 and with the influx of new housing supply, the market is poised for continued growth.
- **Attractive Yield** – A recent rental increase now puts this opportunity at a 10.42% return.
- **Long Operating History** – LA Fitness has been operating at this location for ±18 years, with its lease term running through June of 2025.
- **Large Lot** – LA Fitness is operating out of a true single-tenant building with a GLA of ±45,091 SF and sits on a massive ±5.13 AC lot.
- **Surrounding Development** – The property is surrounded by multiple new large scale apartment developments, with a new 400+ unit complex currently being developed less than 1 mile away. In addition, the property is surrounded by multiple national retailers such as Sam's Club, REI, Home Depot, Kohl's, etc., that will continue to cater to the rapidly growing population.



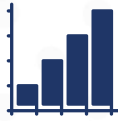


FINANCIAL OVERVIEW

LA FITNESS | PHOENIX, AZ



\$9,800,000
LIST PRICE



10.42%
CAP RATE



±45,091 SF
GLA



\$217
PPSF

INVESTMENT SUMMARY

Address	4836 E Chandler Blvd, Phoenix, AZ 85048
County	Maricopa
GLA (SF)	±45,091 SF
Lot (SF)	±223,463 SF
Lot (AC)	±5.13 AC
Year Built	2002
APN	301-84-726
Zoning	C-2
Parking Spaces	300

FINANCING INQUIRIES

For financing options reach out to:

GREG KAVOKLIS
+1 (818) 206-5835
gregory.kavoklis@matthews.com

TENANT SUMMARY

Tenant	LA Fitness
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NNN
Roof and Structure	Tenant
Original Lease Term	15 Years
Lease Commencement Date	9/26/2001
Lease Expiration Date	6/30/2025
Increases	The Lesser of CPI or 10% Every 5 Years
Options	Three, 5-Year Options

ANNUALIZED OPERATING DATA

TERM	LEASE YEARS	ANNUAL RENT	MONTHLY RENT	RENT PSF	CAP RATE
Current	1-15	\$1,020,863	\$85,069	\$22.64	10.42%



TENANT OVERVIEW

LA FITNESS | PHOENIX, AZ



LA|FITNESS®

HEADQUARTERS
IRVINE, CA

YEAR FOUNDED
1984

WEBSITE
LAFITNESS.COM

LOCATIONS
550+

LA Fitness is a well-known and popular fitness chain with locations throughout the United States, including many in Los Angeles. With its commitment to providing a comprehensive fitness experience, LA Fitness offers a wide range of amenities and services to cater to individuals of all fitness levels. The facilities typically include state-of-the-art exercise equipment, spacious workout areas, group fitness classes, indoor swimming pools, basketball courts, racquetball courts, and sauna and spa facilities. Members have access to certified personal trainers who can provide guidance and support in achieving fitness goals. Additionally, some locations offer specialized services such as kids' clubs, juice bars, and locker rooms equipped with amenities for convenience. LA Fitness aims to create a welcoming and inclusive environment where members can pursue their fitness goals in a supportive community setting. Whether someone is seeking to improve cardiovascular health, build strength, or engage in group workouts, LA Fitness offers a wide array of options to accommodate various fitness preferences and needs.

PHOENIX PREMIUM OUTLETS
SHOPPING CENTER

LUCKY  kate spade
EST. 1990 BANANA REPUBLIC NEW YORK
BRAND TOMMY HILFINGER RALPH LAUREN
J.CREW NIKE



± 86,000 VPD

± 42,000 VPD

202

DUNKIN'
Sweet Magnolia
SMOKEHOUSE
WHERE FLAVOR LIVES



TRU  FITNESS BUILDING STRONGER WOMEN 

brakes
plus
DISCOUNT
TIRE

KOHL'S

VABENE
Italian Cuisine • Wine Bar

SportClips®
HAIRCUTS
Thai Delight



★ Carl's Jr.



E CHANDLER BLVD ± 41,000 VPD

CVS
pharmacy®

WAFFLE
HOUSE



CIRCLE 



SPINATO'S PIZZERIA & FAMILY KITCHEN

LA  FITNESS
SUBJECT PROPERTY

S 48TH ST ± 18,000 VPD



Bahama BUCKS Original Shaved Ice Company
CLOTHES
MINCED

TUTOR TIME
CHILD CARE / LEARNING CENTERS



FOOTHILLS PARK PLACE
SHOPPING CENTER



± 86,000 VPD



AHWATUKEE FOOTHILLS TOWNE CENTER
SHOPPING CENTER





AREA OVERVIEW

LA FITNESS | PHOENIX, AZ



PHOENIX, AZ

With a population of around 1.6 million residents, the city of Phoenix is the capital and the most populous city in Arizona. It is also the fifth-most populous city in the nation.

With a population of 5.05 million residents, the Phoenix Metropolitan Area is the 10th most populated metropolitan in the United States. The Phoenix Metropolitan Area – often referred to as the Valley of the Sun, the Salt River Valley, or Phoenix Metro – is centered on the city of Phoenix, which includes much of the central part of the U.S. state of Arizona.

The United States Office of Management and Budget designates the area as the Phoenix-Mesa-Scottsdale Metropolitan Statistical Area (MSA), defining it as Maricopa and Pinal counties. Greater Phoenix encompasses 2,000 square miles and more than 20 incorporated cities, including Glendale, Scottsdale, Tempe, and Mesa. Maricopa County, in which Phoenix is located, covers more than 9,000 square miles. Phoenix's elevation is 1,117 feet, and the city's horizon is defined by three distinct mountains: South Mountain, Camelback Mountain, and Piestewa Peak.

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2028 Projection	13,793	77,276	156,951
2023 Estimate	13,339	75,661	153,322
2020 Census	12,982	74,259	150,191
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2028 Projection	5,633	31,721	64,035
2023 Estimate	5,432	30,922	62,229
2020 Census	5,277	30,240	60,691
INCOME	1-MILE	3-MILE	5-MILE
Avg. Household Income	\$113,675	\$131,096	\$133,955

ECONOMY

The Phoenix Metropolitan area has historically been the center of the state's economy. As with the state of Arizona, the area relied on the five C's (copper, cattle, climate, citrus, and cotton) for its economic growth and expansion. However, after World War II, the area entered the manufacturing industry, which spurred the growth of what would eventually be one of the largest urban areas in the nation.

About 40.9 million people visited Arizona in 2021 who collectively spend \$23.6 billion in the state (Tourism.az). Phoenix welcomes over 200 new residents each day as renters search for affordability. The Arizona State Fair has nearly 1.6 million visitors attend each year.

The technology and service industries currently account for almost 77% of total employment in the region. Phoenix also has a significant business sector. It is home to several headquarters of Fortune 1000 companies, which includes Avnet, Freeport-McMoRan, Republic Services, Magellan Health, Sports Farmers Market, ON Semiconductor, Knight-Swift Transportation Holdings, and Pinnacle West Capital. According to Forbes, Phoenix has a gross metro product of \$316 billion.

Nicknamed the "Valley of the Sun," the Greater Phoenix area sees more sunshine than any other metro area in the country. That in and of itself is enough to entice people to lay down roots, but Arizona's capital also features a desirable combination of a thriving job market, a relatively low cost of living, and plenty of ways to enjoy the nice weather.

MAJOR EMPLOYERS



DEVELOPMENTS

- A** THE REALREAL AUTHENTICATION CENTER
- B** TAIWAN SEMICONDUCTOR MANUFACTURING CO.
- C** MIRABELLA SENIOR LIVING
- D** CULDESAC TEMPE
- E** THE WATERMARK TEMPE
- F** CENTRAL STATION
- G** ROADRUNNER ON MCDOWELL
- H** HUDSON ON FARMER
- I** THE RYAN
- J** BLOCK 23
- K** PBC INNOVATION CENTER
- L** FIESTA BOWL PLAY AT HANCE PARK
- M** THE MCKINLEY
- N** AC HOTEL DOWNTOWN PHOENIX
- O** FOOTPRINT CENTER
- P** PHOENIX FORGE
- Q** KENECT PHOENIX



POINTS OF INTEREST

SOUTH MOUNTAIN PARK AND RESERVE

At over 16,000 acres, South Mountain Park and Preserve is the largest municipal park in the United States, and one of the largest urban parks in North America and the world. It has been designated as a Phoenix Point of Pride. The 30 trails across the park offer a wide variety of options for hikers and mountain bikers, from novices to the most experienced.

PHOENIX RACEWAY

Phoenix Raceway is a 1-mile, low-banked tri-oval racetrack located in Avondale, Arizona, near Phoenix. The motorsport track opened in 1964 and currently hosts two NASCAR race weekends every year generating \$425 million in economic activity annually. Phoenix Raceway has also hosted the CART, IndyCar Series, USAC, and the WeatherTech SportsCar Championship. The raceway is currently owned and operated by NASCAR.

WASTE MANAGEMENT PHOENIX OPEN

The Phoenix Open is a professional golf tournament on the PGA Tour at the Tournament Players Club (TPC) of Scottsdale, Arizona. The event's relaxed atmosphere, raucous by the standards of professional golf, has earned it the nickname "The Greatest Show on Grass" and made it one of the most popular events on the PGA Tour calendar. Waste Management estimated the total economic impact from the tournament and its fans at over \$400 million, one of the largest financial impacts of any golf event in the nation.

CACTUS LEAGUE SPRING TRAINING

In Major League Baseball (MLB), spring training is a series of practices and exhibition games preceding the start of the regular season. Spring training has always attracted fan attention, drawing crowds who travel to the warm climate of Arizona and watch their favorite teams play. The 2020 Cactus League season generated an estimated economic impact of \$363.6 million and generated \$213.7 million for Arizona's Gross Domestic Product. For 2022 the Cactus League anticipated an economic impact of \$644 million according to 2018 studies when the full season was played.

PHOENIX ZOO

The Phoenix Zoo opened in 1962 and is the largest privately owned, non-profit zoo in the United States. Located in Phoenix, Arizona serves 1.4 million guests annually and operates on 125 acres of land in the Papago Park area of Phoenix. It has been designated as a Phoenix Point of Pride. The zoo has over 3,000 animals on display and contains 2.5 miles of walking trails.



POINTS OF INTEREST

- A SOUTH MOUNTAIN PARK AND PRESERVE
- B PHOENIX ZOO
- C ARIZONA STATE UNIVERSITY
- D GRAND CANYON UNIVERSITY
- E FOOTPRINT CENTER
- F CHASE FIELD
- G TEMPE DIABLO STADIUM
- H PHOENIX MOUNTAINS PRESERVE
- I CAMELBACK MOUNTAIN
- J PHOENIX ART MUSEUM
- K PAPAGO PARK
- L DESERT BOTANICAL GARDEN
- M HEARD MUSEUM
- N ROOSEVELT ROW
- O OLD TOWN SCOTTSDALE
- P HERITAGE SQUARE
- Q MELROSE DISTRICT
- R HALL OF FLAME FIRE MUSEUM
- S ARIZONA SCIENCE CENTER
- T ARIZONA CAPITOL MUSEUM
- U CHILDREN'S MUSEUM OF PHOENIX
- V PHOENIX SYMPHONY





ARIZONA STATE UNIVERSITY

Arizona State University is a public metropolitan research university on five campuses across the Phoenix metropolitan area, and four regional learning centers throughout Arizona. With over 119,000 enrolled students (over 11,000 in its Downtown Phoenix campus), ASU is one of the largest public universities by enrollment in the U.S.

Recognized by U.S. News & World Report as the country's most innovative school, Arizona State University is where students and faculty work with NASA to develop, advance, and lead innovations in space exploration. This is where Nobel laureates and Pulitzer Prize winners teach master learners. This is where nationally ranked and internationally ranked programs prepare next-generation innovators to thrive while advancing pioneering research, strategic partnerships, entrepreneurship, and economic development. ASU offers 350 accredited undergraduate degree programs and majors and 450 graduate degree programs and certificates.

ASU's nationally ranked programs inspire the top-qualified graduates and have positioned the university as a "top tier" recruiting and hiring institution by more than 50 of the country's top corporations, according to professional recruiters and rankings services around the world.

ASU graduates more than 20,000 thinkers, innovators, and master learners every year.

In FY21, the university generated an economic impact of \$4.48 billion on the state's gross product, \$3.08 billion in labor income and 54,003 jobs.

#1 IN THE U.S. FOR INNOVATION

-U.S. News & World Report, 2016-2021

#3 IN THE U.S. FOR SUPPLY CHAIN MANAGEMENT/LOGISTICS

-U.S. News & World Report, 2016-2021

CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **4836 E Chandler Blvd, Phoenix, AZ 85048** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer: There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.



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