

COMMERCIAL REAL ESTATE FOR SMB'S

SAM KAPUR
ARIZONA ELITE COMMERCIAL

COSTS

QUALIFYING

LOCATION

PROCESS

LEASE

BUSINESS USE DEPENDENT

RETAIL

OFFICE

INDUSTRIAL

Considerations

- Demographics
- Traffic
- Consumer Spending
- Daytime Employment
- Signage
- Visibility
- Parking
- Tenant Mix
- Build Out

CONSUMER SPENDING

Category	Value
Food & Beverage	1,234,567
Retail	987,654
Services	765,432
Health & Wellness	543,210
Education	321,098
Travel & Hospitality	109,876
Other	87,654

DAYTIME EMPLOYMENT

Category	Value
Retail	1,234
Food & Beverage	987
Services	765
Health & Wellness	543
Education	321
Travel & Hospitality	109
Other	87

TRAFFIC

Category	Value
Northbound	1,234
Southbound	987
Eastbound	765
Westbound	543
Other	321

DEMOGRAPHICS

Category	Value
Age Group 18-24	1,234
Age Group 25-34	987
Age Group 35-44	765
Age Group 45-54	543
Age Group 55-64	321
Age Group 65+	109

Consumer Spending Report

2831-2837 E Bell Rd, Phoenix, AZ 85032

Building Type: **General Retail**
 Secondary: **Freestanding**
 GLA: **8,500 SF**
 Year Built: **1959**
 Total Available: **8,500 SF**
 % Leased: **100%**
 Rent/SF/Yr: **Negotiable**



2023 Annual Spending (\$000s)	1 Mile	3 Mile	5 Mile
Total Specified Consumer Spending	\$237,914	\$1,818,167	\$4,003,242
Total Apparel	\$13,468	\$91,386	\$195,118
Women's Apparel	4,851	35,376	76,544
Men's Apparel	2,711	18,913	40,749
Girl's Apparel	1,032	6,377	13,360
Boy's Apparel	807	4,774	9,882
Infant Apparel	722	4,434	9,062
Footwear	3,344	21,511	45,521
Total Entertainment & Hobbies	\$34,300	\$276,143	\$610,465
Entertainment	6,020	43,358	94,249
Audio & Visual Equipment/Service	7,897	58,566	125,725
Reading Materials	526	4,814	10,878
Pets, Toys, & Hobbies	5,889	49,819	110,119
Personal Items	13,968	119,586	269,494
Total Food and Alcohol	\$71,358	\$509,114	\$1,094,470
Food At Home	39,491	264,492	560,622
Food Away From Home	27,511	210,056	457,299
Alcoholic Beverages	4,355	34,566	76,550
Total Household	\$34,938	\$293,167	\$666,880
House Maintenance & Repair	7,760	61,377	139,285
Household Equip & Furnishings	14,127	114,132	254,221
Household Operations	9,883	84,979	194,443
Housing Costs	3,168	32,679	78,931

Daytime Employment Report

1 Mile Radius

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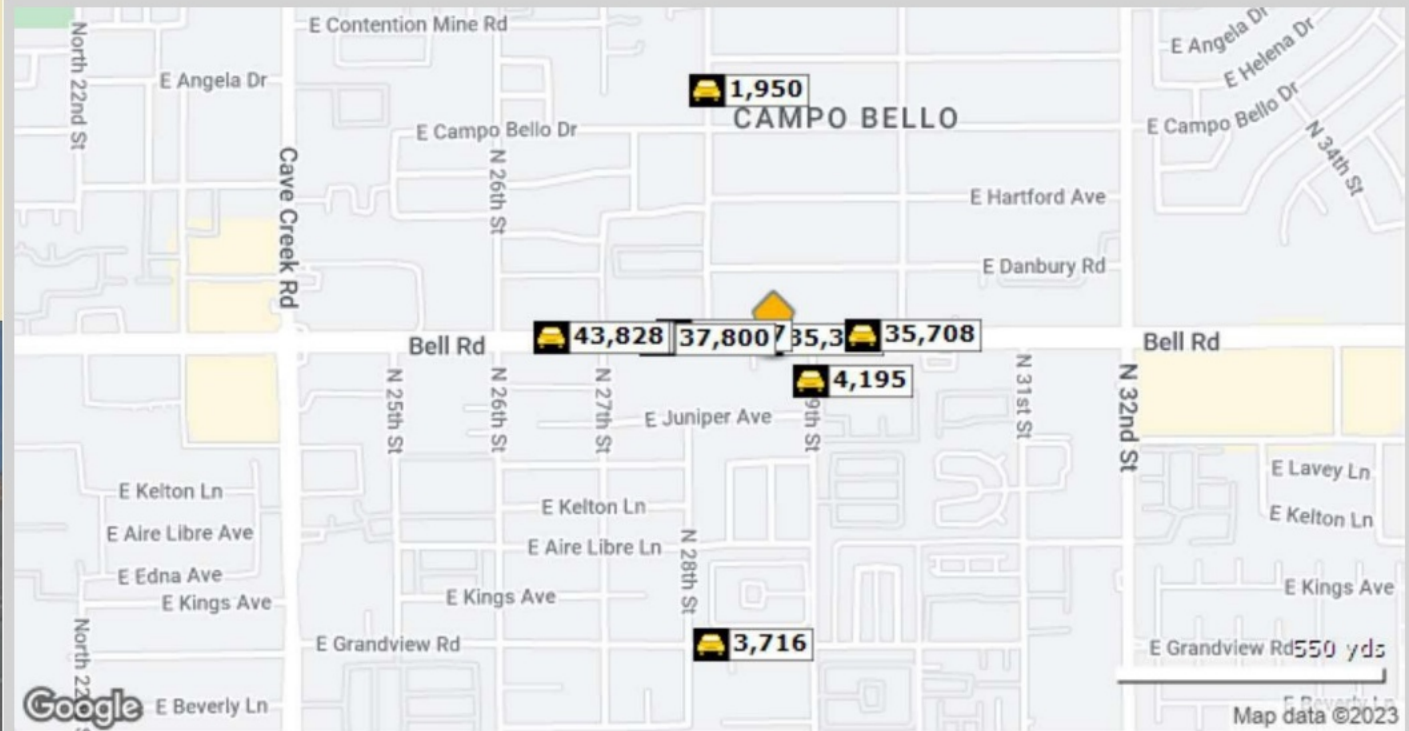
Business Employment by Type	# of Businesses	# Employees	#Emp/Bus
Total Businesses	662	4,684	7
Retail & Wholesale Trade	121	963	8
Hospitality & Food Service	54	830	15
Real Estate, Renting, Leasing	46	170	4
Finance & Insurance	63	222	4
Information	14	57	4
Scientific & Technology Services	39	160	4
Management of Companies	0	0	0
Health Care & Social Assistance	93	467	5
Educational Services	13	486	37
Public Administration & Sales	2	8	4
Arts, Entertainment, Recreation	10	52	5
Utilities & Waste Management	31	187	6
Construction	58	407	7
Manufacturing	17	72	4
Agriculture, Mining, Fishing	2	4	2
Other Services	99	599	6



Traffic Count Report

2831-2837 E Bell Rd, Phoenix, AZ 85032

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	Street	Cross Street	Cross Str Dist	Count Year	Avg Daily Volume	Volume Type	Miles from Subject Prop
1	E Bell Rd	N 29th St	0.05 E	2022	35,304	MPSI	.03
2	N 29th St	E Juniper Ave	0.04 S	2022	4,195	MPSI	.05
3	E Bell Rd	N 30th St	0.05 E	2022	35,708	MPSI	.11
4	E Bell Rd	N 28th St	0.04 E	2022	39,377	MPSI	.12
5	E Bell Rd	N 28th St	0.06 E	2020	38,743	MPSI	.14
6	E Bell Rd	N 28th St	0.06 E	2022	37,800	MPSI	.14
7	East Bell Road	N 27th St	0.06 E	2020	44,800	MPSI	.26
8	East Bell Road	N 27th St	0.06 E	2022	43,828	MPSI	.26
9	N 28th St	E Angela Dr	0.04 N	2022	1,950	MPSI	.33
10	E Grandview Rd	N 28th St	0.02 E	2022	3,716	MPSI	.34

Building Type: General Retail	Total Available: 8,500 SF
Secondary: Freestanding	% Leased: 100%
GLA: 8,500 SF	Rent/SF/Yr: Negotiable
Year Built: 1959	



Radius	1 Mile		3 Mile		5 Mile	
Population						
2028 Projection	24,626		141,252		290,293	
2023 Estimate	24,320		140,507		288,076	
2010 Census	21,560		130,836		264,082	
Growth 2023 - 2028	1.26%		0.53%		0.77%	
Growth 2010 - 2023	12.80%		7.39%		9.09%	
2023 Population by Age	24,320		140,507		288,076	
Age 0 - 4	1,549	6.37%	8,303	5.91%	16,345	5.67%
Age 5 - 9	1,659	6.82%	8,500	6.05%	16,692	5.79%
Age 10 - 14	1,766	7.26%	8,707	6.20%	17,265	5.99%
Age 15 - 19	1,726	7.10%	8,503	6.05%	17,161	5.96%
Age 20 - 24	1,620	6.66%	8,303	5.91%	16,886	5.86%
Age 25 - 29	1,739	7.15%	9,257	6.59%	18,479	6.41%
Age 30 - 34	1,942	7.99%	10,356	7.37%	20,113	6.98%
Age 35 - 39	1,974	8.12%	10,438	7.43%	20,159	7.00%
Age 40 - 44	1,856	7.63%	9,869	7.02%	19,444	6.75%
Age 45 - 49	1,648	6.78%	9,204	6.55%	18,750	6.51%
Age 50 - 54	1,510	6.21%	9,197	6.55%	19,274	6.69%
Age 55 - 59	1,358	5.58%	9,185	6.54%	19,669	6.83%
Age 60 - 64	1,187	4.88%	8,799	6.26%	19,106	6.63%
Age 65 - 69	960	3.95%	7,532	5.36%	16,621	5.77%
Age 70 - 74	759	3.12%	6,079	4.33%	13,583	4.72%
Age 75 - 79	521	2.14%	4,084	2.91%	9,173	3.18%
Age 80 - 84	300	1.23%	2,334	1.66%	5,227	1.81%
Age 85+	246	1.01%	1,858	1.32%	4,129	1.43%
Age 65+	2,786	11.46%	21,887	15.58%	48,733	16.92%
Median Age	35.40		39.00		40.20	

Radius	1 Mile		3 Mile		5 Mile	
2023 Population By Race	24,320		140,507		288,076	
White	21,116	86.83%	120,131	85.50%	247,875	86.05%
Black	1,203	4.95%	6,325	4.50%	11,641	4.04%
Am. Indian & Alaskan	593	2.44%	2,735	1.95%	5,083	1.76%
Asian	640	2.63%	6,579	4.68%	13,966	4.85%
Hawaiian & Pacific Island	78	0.32%	322	0.23%	583	0.20%
Other	690	2.84%	4,414	3.14%	8,928	3.10%
Population by Hispanic Origin	24,320		140,507		288,076	
Non-Hispanic Origin	11,993	49.31%	105,767	75.28%	230,413	79.98%
Hispanic Origin	12,327	50.69%	34,739	24.72%	57,662	20.02%
2023 Median Age, Male	34.90		38.00		39.20	
2023 Average Age, Male	35.30		38.10		39.10	
2023 Median Age, Female	36.00		40.00		41.40	
2023 Average Age, Female	36.70		40.00		40.80	
2023 Population by Occupation Classification	18,996		113,301		234,344	
Civilian Employed	12,468	65.63%	76,914	67.88%	157,316	67.13%
Civilian Unemployed	274	1.44%	2,111	1.86%	4,086	1.74%
Civilian Non-Labor Force	6,235	32.82%	34,238	30.22%	72,894	31.11%
Armed Forces	19	0.10%	38	0.03%	48	0.02%
Households by Marital Status						
Married	3,296		23,086		51,463	
Married No Children	1,570		13,339		30,070	
Married w/Children	1,726		9,746		21,393	
2023 Population by Education	17,930		106,992		221,210	
Some High School, No Diploma	3,508	19.56%	11,071	10.35%	17,779	8.04%
High School Grad (Incl Equivalency)	4,181	23.32%	21,768	20.35%	40,009	18.09%
Some College, No Degree	5,164	28.80%	32,678	30.54%	65,876	29.78%
Associate Degree	1,931	10.77%	8,800	8.22%	17,483	7.90%
Bachelor Degree	2,182	12.17%	20,803	19.44%	50,288	22.73%
Advanced Degree	964	5.38%	11,872	11.10%	29,775	13.46%

Radius	1 Mile		3 Mile		5 Mile		Radius		1 Mile		3 Mile		5 Mile	
2023 Population by Occupation	22,309		142,345		291,363		2023 Households by HH Income		8,809		57,588		118,941	
Real Estate & Finance	828	3.71%	8,803	6.18%	19,082	6.55%	<\$25,000	1,759	19.97%	8,655	15.03%	16,250	13.66%	
Professional & Management	5,571	24.97%	43,060	30.25%	94,236	32.34%	\$25,000 - \$50,000	2,591	29.41%	12,179	21.15%	23,046	19.38%	
Public Administration	471	2.11%	2,629	1.85%	4,913	1.69%	\$50,000 - \$75,000	1,848	20.98%	10,534	18.29%	20,923	17.55%	
Education & Health	1,729	7.75%	14,821	10.41%	32,360	11.11%	\$75,000 - \$100,000	1,303	14.79%	9,037	15.69%	17,222	14.48%	
Services	3,779	16.94%	15,389	10.81%	27,180	9.33%	\$100,000 - \$125,000	484	5.49%	5,613	9.75%	12,559	10.56%	
Information	249	1.12%	1,685	1.18%	3,449	1.18%	\$125,000 - \$150,000	228	2.59%	3,651	6.34%	8,059	6.78%	
Sales	2,716	12.17%	18,146	12.75%	38,383	13.17%	\$150,000 - \$200,000	451	5.12%	3,642	6.32%	8,799	7.40%	
Transportation	498	2.23%	1,766	1.24%	2,879	0.99%	\$200,000+	145	1.65%	4,277	7.43%	12,083	10.16%	
Retail	1,588	7.12%	9,425	6.62%	19,216	6.60%								
Wholesale	165	0.74%	1,787	1.26%	3,856	1.32%	2023 Avg Household Income	\$63,456		\$89,167		\$98,651		
Manufacturing	553	2.48%	4,315	3.03%	8,918	3.06%	2023 Med Household Income	\$50,672		\$68,318		\$74,048		
Production	1,240	5.56%	7,068	4.97%	12,876	4.42%								
Construction	1,483	6.65%	5,727	4.02%	9,644	3.31%	2023 Occupied Housing	8,809		57,588		118,941		
Utilities	603	2.70%	3,287	2.31%	6,318	2.17%	Owner Occupied	4,490	50.97%	33,567	58.29%	74,414	62.56%	
Agriculture & Mining	100	0.45%	381	0.27%	657	0.23%	Renter Occupied	4,319	49.03%	24,021	41.71%	44,527	37.44%	
Farming, Fishing, Forestry	79	0.35%	223	0.16%	302	0.10%	2010 Housing Units	8,258		58,191		123,514		
Other Services	657	2.94%	3,833	2.69%	7,094	2.43%	1 Unit	4,020	48.68%	37,378	64.23%	82,676	66.94%	
							2 - 4 Units	1,614	19.54%	3,556	6.11%	6,915	5.60%	
2023 Worker Travel Time to Job	11,862		71,371		144,191		5 - 19 Units	1,570	19.01%	9,031	15.52%	17,871	14.47%	
<30 Minutes	7,227	60.93%	45,650	63.96%	92,035	63.83%	20+ Units	1,054	12.76%	8,226	14.14%	16,052	13.00%	
30-60 Minutes	3,971	33.48%	22,989	32.21%	46,555	32.29%								
60+ Minutes	664	5.60%	2,732	3.83%	5,601	3.88%	2023 Housing Value	4,490		33,567		74,414		
							<\$100,000	1,011	22.52%	3,217	9.58%	4,838	6.50%	
2010 Households by HH Size	7,931		53,825		108,906		\$100,000 - \$200,000	834	18.57%	3,490	10.40%	6,842	9.19%	
1-Person Households	2,270	28.62%	16,214	30.12%	32,018	29.40%	\$200,000 - \$300,000	1,896	42.23%	10,515	31.33%	18,904	25.40%	
2-Person Households	2,257	28.46%	18,121	33.67%	37,609	34.53%	\$300,000 - \$400,000	460	10.24%	8,801	26.22%	17,851	23.99%	
3-Person Households	1,148	14.47%	8,485	15.76%	16,984	15.60%	\$400,000 - \$500,000	190	4.23%	3,256	9.70%	10,269	13.80%	
4-Person Households	1,050	13.24%	6,244	11.60%	13,089	12.02%	\$500,000 - \$1,000,000	99	2.20%	4,165	12.41%	14,217	19.11%	
5-Person Households	626	7.89%	2,792	5.19%	5,692	5.23%	\$1,000,000+	0	0.00%	123	0.37%	1,493	2.00%	
6-Person Households	320	4.03%	1,170	2.17%	2,165	1.99%								
7 or more Person Households	260	3.28%	799	1.48%	1,349	1.24%	2023 Median Home Value	\$221,097		\$295,829		\$337,101		
2023 Average Household Size	2.70		2.40		2.40		2023 Housing Units by Yr Built	9,742		63,695		131,108		
							Built 2010+	314	3.22%	4,147	6.51%	10,492	8.00%	
Households							Built 2000 - 2010	1,187	12.18%	7,156	11.23%	15,033	11.47%	
2028 Projection	8,900		57,865		119,889		Built 1990 - 1999	1,152	11.83%	15,465	24.28%	28,701	21.89%	
2023 Estimate	8,808		57,588		118,941		Built 1980 - 1989	3,950	40.55%	20,279	31.84%	38,056	29.03%	
2010 Census	7,931		53,826		108,904		Built 1970 - 1979	2,302	23.63%	13,042	20.48%	30,291	23.10%	
Growth 2023 - 2028	1.04%		0.48%		0.80%		Built 1960 - 1969	532	5.46%	2,557	4.01%	6,308	4.81%	
Growth 2010 - 2023	11.06%		6.99%		9.22%		Built 1950 - 1959	242	2.48%	764	1.20%	1,590	1.21%	
							Built <1949	63	0.65%	285	0.45%	637	0.49%	

BUSINESS USE DEPENDENT

RETAIL

OFFICE

INDUSTRIAL

Considerations

- *Daytime Employment*
- *Telecommunications*
- *Floor Plan*
- *Building / Amenities*
- *Rentable SF / Load Factor*
- *Parking*
- *Accessibility*
- *Demographics*
- *Traffic*



BUSINESS USE DEPENDENT

RETAIL

OFFICE

INDUSTRIAL

Considerations

- *Loading Dock*
- *Roll Up Doors*
- *Ceiling Height*
- *Power (Amps & Volts)*
- *Structural Limits*
- *Floor Plan*
- *Freeway Access*
- *Centralized Location*
- *AC/EVAP Cooled*
- *Ventilation*
- *Zoning*
- *Sprinklers*
- *Restrooms*



BUSINESS USE DEPENDENT

RETAIL

OFFICE

INDUSTRIAL

COMMERCIAL REAL ESTATE FOR SMB'S

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**QUALIFYING AS
A TENANT**

COMMERCIAL REAL ESTATE FOR SMB'S

SAM KAPUR
ARIZONA ELITE COMMERCIAL

COSTS

QUALIFYING

LOCATION

PROCESS

LEASE

Upfront

- 1st Months Rent
- Deposit
- Tenant Improvements
- Due Diligence

Monthly

- Insurance
- Base Rent
- Additional Rent
- Utilities
- Communications
- TPT Tax

COMMERCIAL REAL ESTATE FOR SMB'S

SAM KAPUR
ARIZONA ELITE COMMERCIAL

COSTS

QUALIFYING

LOCATION

PROCESS

LEASE

**Locating the
Space**

**Negotiating
Terms**

**Lease
Execution**

**Getting
Possession**

COMMERCIAL REAL ESTATE FOR SMB'S

SAM KAPUR
ARIZONA ELITE COMMERCIAL

COSTS

QUALIFYING

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LEASE

TYPES OF LEASES

GROSS

NET

PERCENTAGE

INCLUDED IN BASE RENT

	Modified Gross (MG)	Industrial Gross (IG)	Full Service (FS)
<i>Op Expense</i>	YES	YES	YES
<i>Utilities</i>	NO	NO	YES
<i>Janitorial</i>	NO	NO	YES

TYPES OF LEASES

GROSS

NET

PERCENTAGE

TRIPLE NET LEASE

NET #1: PROPERTY TAX

NET #2: PROPERTY INSURANCE

*NET #3: COMMON AREA MAINTENANCE
(CAMs)*

**ADDITIONAL TENANT
RESPONSIBILITIES**

HVAC, windows, plumbing, electrical, ceiling

NET #1: PROPERTY TAX

NET #2: PROPERTY INSURANCE

*NET #3: COMMON AREA MAINTENANCE
(CAMs)*

NET LEASE

ADDITIONAL TENANT RESPONSIBILITIES

HVAC, windows, plumbing, electrical, ceiling

TYPES OF LEASES

GROSS

NET

PERCENTAGE

PERCENTAGE LEASE

Base Rent + Percentage of Gross Sales

TYPES OF LEASES

GROSS

NET

PERCENTAGE

COMMERCIAL REAL ESTATE FOR SMB'S

SAM KAPUR
ARIZONA ELITE COMMERCIAL

COSTS

QUALIFYING

LOCATION

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