

# Cottonwood Village

973 E Cottonwood Ln, Casa Grande, AZ 85122



**Shopping Center Investment Opportunity**

Offering Memorandum

**MATTHEWS™**

# EXCLUSIVELY LISTED BY

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# MATTHEWS™



## Table of Contents

- 01 Executive Overview
- 02 Asset Overview
- 03 Financial Overview
- 04 Tenant Overview
- 05 Market Overview

# EXECUTIVE OVERVIEW

**Cottonwood Village**

973 E Cottonwood Ln, Casa Grande, AZ 85122



# EXECUTIVE SUMMARY

**\$2,750,000**  
List Price

**6.85%**  
Cap Rate

**\$184.55**  
Price Per SF

**\$188,157**  
NOI

**±14,901 SF**  
GLA

## Location Highlights

- **Strong Traffic Counts** - Cottonwood Village is positioned at one of the busiest intersections within Casa Grande and benefits from strong traffic counts (approx. 41,000 on Cottonwood and Trell Rd)
- **Rapid Growth** - This property benefits from rapid population growth with a projected 8.3% growth within a 3-mile radius. Additionally, the City of Casa Grande has seen a 42.2% population increase over the last 5 years.
- **Economic and Employment Drivers** - Located minutes from Lucid Motors "Lucid Air at AMP -1"; one of Arizona's largest advanced manufacturing projects. Lucid Motors along with developments from Kohler, FrameTec, and LG, will add over 8,000 jobs and will have an economic impact of over \$100 million.
- **Strong Infill** - Cottonwood Village is an attractive infill location with over 63,000 residents and ± 25,000 households within a 5-mile radius. Due to the infill this center serves as a convenient "daily-needs" retail destination for all residents living in the immediate area.

## Property Highlights

- **Well Maintained:** Cottonwood Village has been well-maintained with new foam roof in 2018 with existing 10/15 year workmanship/armor warranties. As well as exterior painting, certain exterior lighting replacements, regularly serviced HVAC units, 2025 patch, resealing and re-stripe of the parking lot and more.
- **High Quality Construction:** Cottonwood Village has superior CMU construction which provides for heat resistance and structural longevity.
- **Abundant Parking:** Cottonwood Village has approximately 85 parking spaces; providing abundant parking for this center which supports a wide range of future tenancy without having parking constraints.
- **In-place stabilization:** At 100% occupancy this property is fully stabilized and has a mix of long-term tenancy and newly signed leases all with low turnover. The property has a history of very-low turnover.
- **Upside potential:** Through lease modification as leases rollover. The Current tenants only reimburse for rental tax; thus there is an inherent opportunity for the new landlord to convert Leases to NNN over time; effectively creating NNN leases for a more passive management structure and increasing NOI and yield.



# ASSET OVERVIEW

## Cottonwood Village

973 E Cottonwood Ln, Casa Grande, AZ 85122



# ASSET OVERVIEW

## Asset Overview

Name	Cottonwood Village
Address	973 E Cottonwood Ln
City	Casa Grande
State, Zip Code	AZ, 85122
APN	506-10-085C

Land Area (AC)	±1.75
Year Built	2006
Gross Leasable Area (SF)	±14,901
Zoning	B-2
Current Occupancy	100.00%





 **Cholla Elementary School**  
±453 Students


 **Courtyard Apartments**  
±244 Units

 **Cactus Middle School**  
±780 Students

 **The Avenida**  
±59 Units

 **Cottonwood Ranch**  
±300 Units

 **Cottonwood Elementary**  
±480 Students

 **Palm View Apartments**  
±60 Units



 **Quail Gardens Apartments**  
±196 Units



 **Bungalows on Cottonwood**  
±174 Units



**E Cotton Wood Ln ± 19,400 VPD**



**Subject Property** 



**N Trekell Rd ± 21,800 VPD**

E Cotton Wood Ln ± 19,400 VPD



<b>Tee It Up (Golf)</b>	<b>Kiva Insurance</b>	<b>Cunningham Salon</b>	<b>sweet Village Bakery</b>	<b>Nails &amp; Spa</b>	<b>L.A. Insurance</b>	<b>Minuteman Press</b> <small>WE SERVICE YOU &amp; PROMOTE YOU</small>	<b>Persian Garden</b>		<b>goodruby</b> <small>CHRISTIAN BOOKSTORE</small>
1,491 SF	1,573 SF	1,077 SF	1,390 SF	1,423 SF	1,196 SF	1,810 SF	1,562 SF	1,380 SF	1,999 SF

# RENT ROLL & RECOVERY STRUCTURE

## Rent Roll

Suite#	Tenant	GLA (SF)	Percent Occupancy	Lease Term		Term Remaining (Yrs)	Lease Type	Rental Rates			Rental Increases			Options
				Lease Commencement	Lease Expiration			PSF	Monthly	Annually	Current Increase	Date	Amount	
101	Good Ruby	±1,999	13.42%	2015	1/1/2031	4.58	MG	\$18.87	\$3,143.00	\$37,716	3.0%	1/1/2027	\$3,237.29	None
102	Warriors	±1,380	9.26%	2017	6/30/2029	3.00	MG	\$16.71	\$1,922.00	\$23,064	4.5%	7/1/2026	\$2,009.00	1x3 at 5%
103	Persian Garden	±1,562	10.48%	2026	3/30/2031	4.75	MG	\$19.54	\$2,543.00	\$30,516	3.0%	1/1/2027	\$2,619.29	2x5 Opt.1 rent to start at \$3,100 with 3% annual increases. Opt. 2 to be FMV
105	Minute Press	±1,810	12.15%	2015	2/1/2036	9.67	MG	\$18.96	\$2,860.00	\$34,320	3.0%	2/1/2027	\$2,945.80	None
106	L.A. Insurance	±1,196	8.03%	2008	7/1/2029	3.08	MG	\$19.67	\$1,960.00	\$23,520	3.0%	7/1/2027	\$2,018.80	None
107	Kelly T. Nail	±1,423	9.55%	2008	2/1/2029	2.67	MG	\$18.63	\$2,209.00	\$26,508	3.0%	2/1/2027	\$2,275.27	None
108	Sweet Village Bakery	±1,390	9.33%	2018	3/1/2031	4.75	MG	\$21.39	\$2,478.00	\$29,736	3.0%	1/1/2027	\$2,552.34	2x5 3% then FMV
-	Sweet Village - Equip Rental		0.00%	-	-	-	-	-	\$275.00	\$3,300	-	-	-	-
109	Cunningham Salon	±1,077	7.23%	2020	2/28/2029	2.67	MG	\$19.43	\$1,744.00	\$20,928	0.0%	-	-	None
110	Kiva Insurance And Financial	±1,573	10.56%	2016	5/1/2034	7.92	MG	\$19.44	\$2,548.00	\$30,576	3.0%	5/1/2027	\$2,624.44	1x5 at FMV
111	Tee It Up (Golf)	±1,491	10.01%	2025	3/1/2030	3.75	MG	\$16.58	\$2,060.00	\$24,720	3.0%	3/1/2027	\$2,121.80	1x5 at FMV
<b>Totals</b>		<b>±14,901</b>	<b>100%</b>					<b>\$19.12</b>	<b>\$23,742</b>	<b>\$284,904</b>				

# FINANCIAL OVERVIEW

**Cottonwood Village**

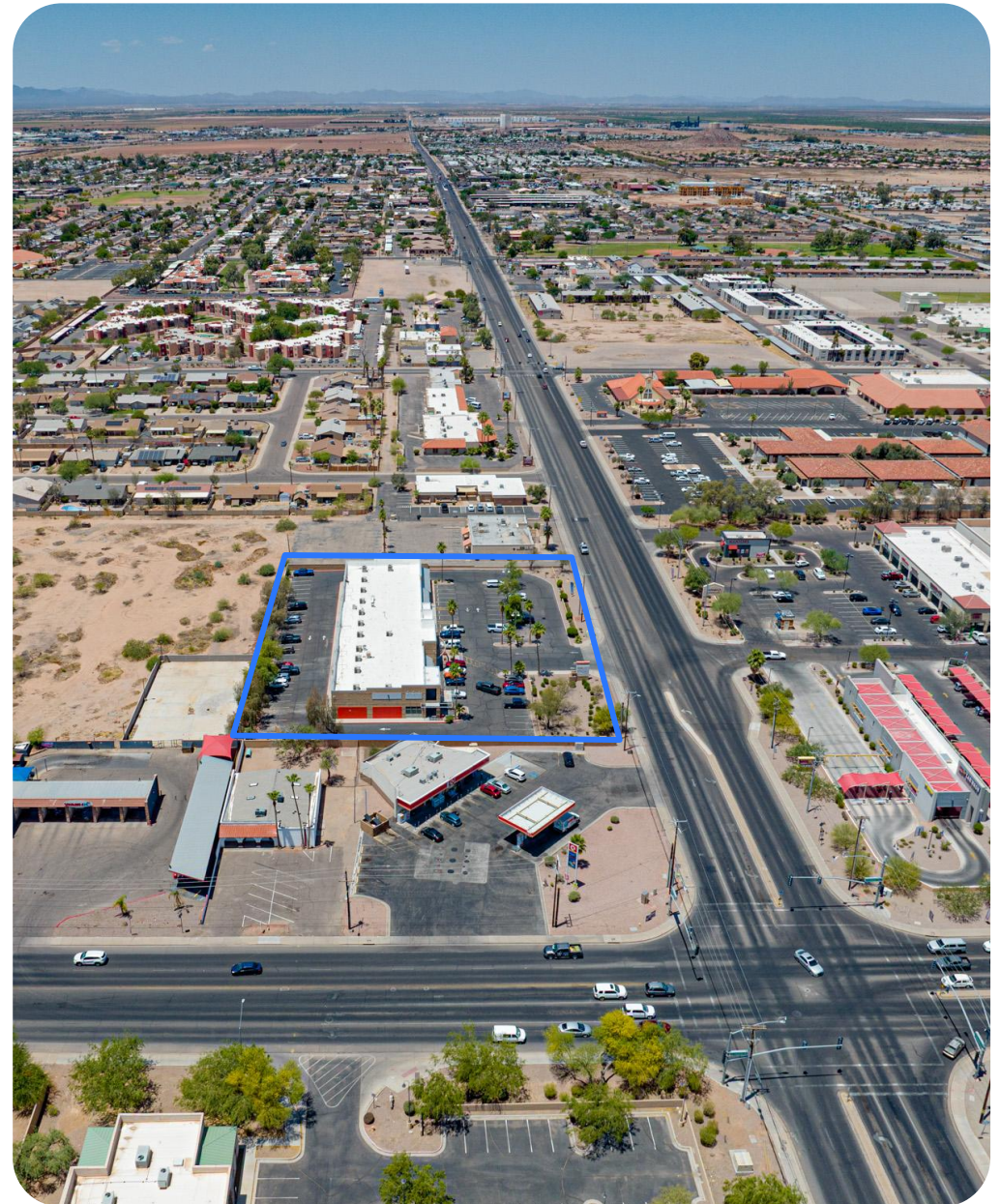
973 E Cottonwood Ln, Casa Grande, AZ 85122



# VALUATION

## Income & Expense Summary

Base Rental Revenue	\$289,523	
Reimbursement Revenue	\$4,859	
<b>Effective Gross Revenue</b>	<b>\$294,382</b>	
<b>Operating Expenses</b>		<b>PSF</b>
CAM Expense	\$55,209	\$3.71
Property Taxes	\$27,492	\$1.84
Insurance	\$11,943	\$0.80
Management Fee (4% of Base Rent)	\$11,581	\$0.78
<b>Total Operating Expenses</b>	<b>\$106,225</b>	<b>\$7.13</b>
<b>Offering Price</b>	<b>\$2,750,000</b>	
<b>Price Per Square Foot</b>	<b>\$184.55</b>	
<b>NOI (Year-1)</b>	<b>\$188,157</b>	
<b>Cap Rate (Year-1)</b>	<b>6.85%</b>	

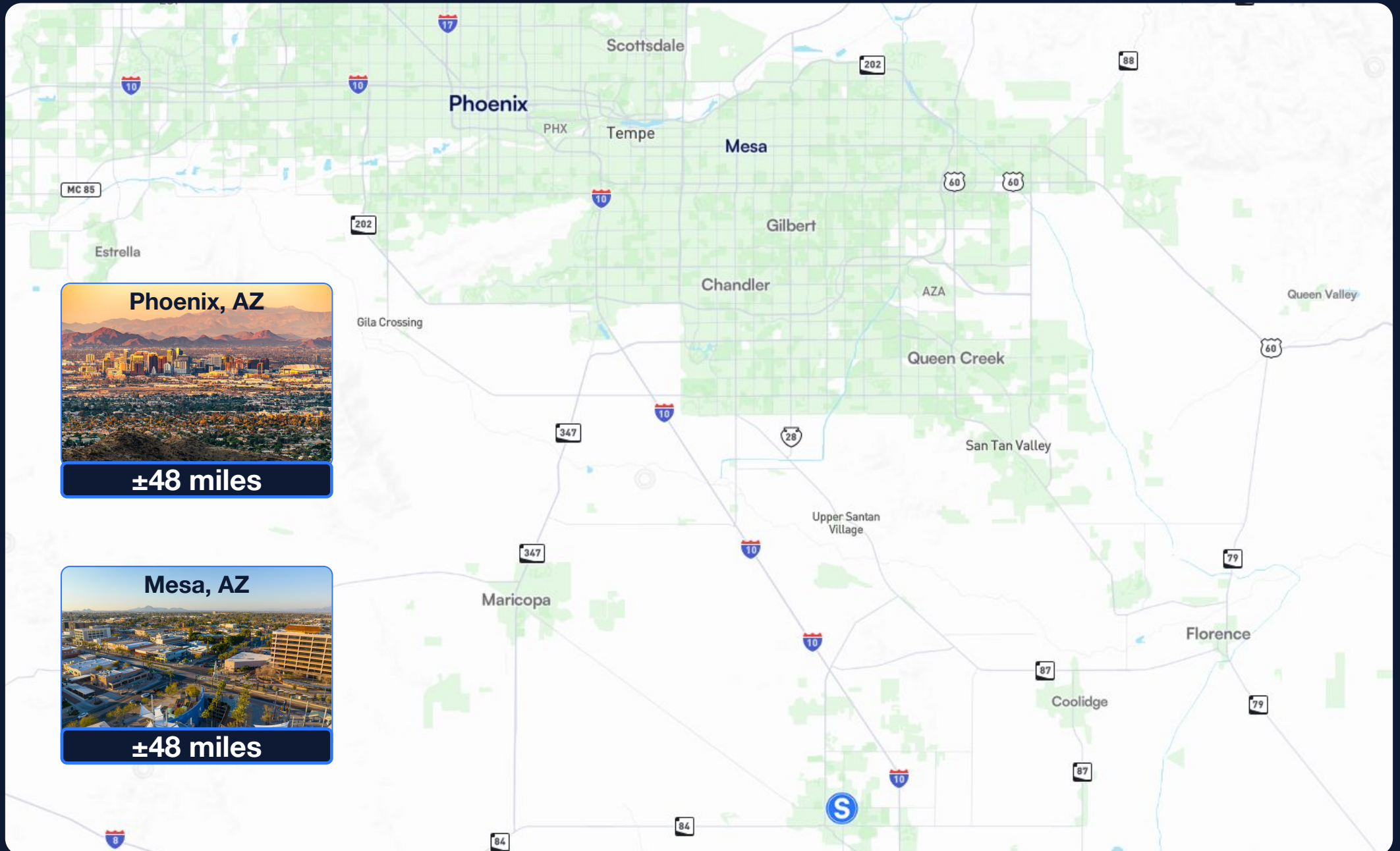




# MARKET OVERVIEW

## Cottonwood Village

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**Phoenix, AZ**

**±48 miles**



**Mesa, AZ**

**±48 miles**

# CASA GRANDE, AZ

**69,700**

Total Population

**21,600**

# of Households

**73%**

Homeownership Rate

**\$304,000**

Median Property Value



## Local Market Overview

Casa Grande has emerged as one of Arizona’s most strategically positioned growth markets, benefiting from its location between the Phoenix and Tucson metropolitan areas along the Interstate 10 corridor. The city has experienced sustained residential and commercial expansion supported by population growth, industrial investment, and increasing regional connectivity. As Greater Phoenix continues to expand southward, Casa Grande has become an attractive destination for manufacturers, logistics operators, and new residential development due to its comparatively affordable land costs, available workforce, and access to transportation infrastructure.

The local economy is supported by a diverse mix of manufacturing, logistics, healthcare, retail trade, and construction employment. Continued infrastructure investment, business-friendly policies, and access to major transportation corridors position the city for sustained economic expansion. Casa Grande also benefits from its proximity to major employment hubs while maintaining a lower cost of living than many larger Arizona markets. Residential development activity has increased substantially in recent years, supported by household formation trends, migration into Arizona, and demand from employees relocating to the region. These dynamics continue to support commercial real estate fundamentals across industrial, retail, multifamily, and mixed-use product types.

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	18,697	67,490	85,771
Current Year Estimate	14,568	54,034	67,412
2020 Census	12,249	44,883	53,598
Growth Current Year-Five-Year	28.34%	24.90%	27.23%
Growth 2020-Current Year	18.93%	20.39%	25.77%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	7,021	26,185	32,988
Current Year Estimate	5,442	20,936	25,910
2020 Census	4,342	16,572	19,789
Growth Current Year-Five-Year	29.02%	25.07%	27.32%
Growth 2020-Current Year	25.34%	26.33%	30.93%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$94,052	\$106,880	\$108,048

# PHOENIX, ARIZONA

The Phoenix-Mesa-Scottsdale MSA is one of the fastest-growing metropolitan areas in the United States, with a current population exceeding 5.1 million and strong annual in-migration driving robust demand across all major property sectors. The region's diversified economy, pro-business climate, and consistent job and income growth continue to make it a premier destination for real estate investment.

**5.19M**

Total Phoenix MSA  
Population

**1.7%**

Annual Population Growth  
(2020-2025)

**\$398B**

Gross Domestic Product  
(GDP) in 2023

**1.6%**

Annual Employment Growth  
(2023-2024)



# PHOENIX - THE SOUTHWEST'S DESTINATION FOR DYNAMIC GROWTH



## Phoenix MSA Accolades & Rankings

#10

Largest MSA in the U.S.  
- U.S. Census Bureau

#14

Highest GDP (\$398B)  
Among U.S. Metros  
- BEA

#4

Best Performing Cities in  
the U.S.  
- Milken Institute (2022)

#1

Largest MSA in the state  
of Arizona  
- U.S. Census Bureau

#1

Top Growth Metro In  
U.S. 2020-2020

#4

Largest population  
growth in the U.S.  
- AZ Big Media

#3

Best U.S. Metro for  
Manufacturing  
- Niche

#7

Best startup cities in  
America  
- AZ Big Media

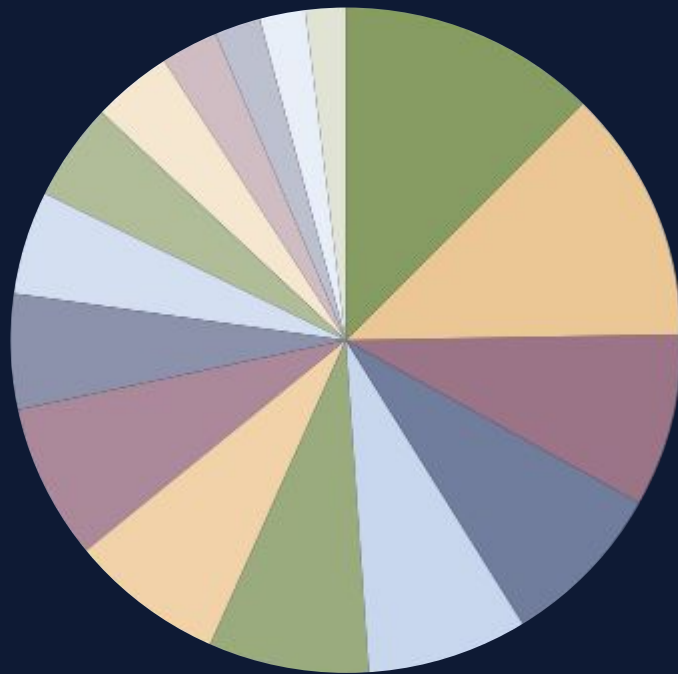
Phoenix has consistently ranked as one of the top locations in the United States, offering a dynamic mix of economic opportunities, cultural richness, and lifestyle benefits that appeal to both individuals and businesses. The city's thriving job market—anchored by major employers in technology, healthcare, education, and manufacturing—continues to draw a highly skilled workforce and supports ongoing population growth.

*Here's what makes Phoenix stand out as a premier destination:*

Rapid Economic Growth | Lifestyle Affordability | Booming Population and Energy | Connectivity and Infrastructure Environmental Innovation | Support for Entrepreneurs | Education Excellence | Outdoor Adventure and Recreation Resilient Housing and Business Markets

# SOARING HIGH AS A HUB FOR GROWTH AND INNOVATION

The Phoenix MSA economy is one of the most dynamic in the United States, fueled by a diverse range of industries, including technology, advanced manufacturing, healthcare, and renewable energy. With a GDP of approximately \$362.1 billion, the region stands as a significant economic force, ranking among the top metro areas for business growth and investment potential. Phoenix's rapid population growth, strategic location in the Southwest, and business-friendly climate consistently attract both Fortune 500 companies and startups, solidifying its reputation as a hub for innovation and economic development.



12.30% HEALTH CARE	5.57% ADMIN & SUPPORT
12.00% RETAIL	5.03% TRANSPORTATION
8.28% EDUCATION	4.44% OTHER SERVICES
7.85% MANUFACTURING	3.99% PUBLIC ADMIN
7.67% FINANCE	2.53% REAL ESTATE
7.61% CONSTRUCTION	2.33% WHOLESALE TRADE
7.57% PROFESSIONAL	2.14% ARTS/ENTERTAINMENT
7.13% ACCOMMODATION	1.77% INFORMATION

## \$398 Billion

Gross Domestic Product (2022)

## 12.7% Growth

In Employment Since 2020

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