

# MAIN STREET PLAZA

4815 E Main St | Mesa, AZ 85205

Shopping Center  
Investment Opportunity

Offering Memorandum



## Exclusively Listed By

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# EXECUTIVE OVERVIEW

**Main Street Plaza**  
4815 E Main St, Mesa, AZ 85205



# Executive Summary

**\$5,252,000**

List Price

**\$164.70**

Price PSF

**\$322,148**

Year 1 NOI

**6.13%**

Year 1 Cap Rate



## Property Summary

Property Name	Main Street Plaza
Address	4815 E Main St
City, State, Zip Code	Mesa, AZ 85205
Occupancy	77.32%
Gross Leasable Area	±31,888 SF
Land Area	±2.38 AC
Year Built	1978
Zoning	LC
Parcel	140-34-862B

# Investment Highlights

## Property Highlights

**Value-Add with Significant Upside:** Main Street Plaza presents a strong value-add opportunity driven by below-market in-place rents. Current average rents are approximately \$13.00/SF, well below prevailing rates for comparable neighborhood retail in East Mesa. As leases roll, a new owner can negotiate rents through renewals, re-tenanting, or light repositioning, creating meaningful NOI growth through stabilization. Additional upside includes several month to month leases that can be re-signed at higher rental rates, instantly increasing operating cash flow.

**Near-Term Upside Through Lease-Up:** The property is 77.32% occupied, with approximately ±7,231 SF of vacant space available for immediate lease-up. This provides a straightforward opportunity to increase cash flow in the near term while improving overall tenancy and investor appeal.

**High-Visibility, High-Traffic Location:** Situated along East Main Street, one of East Mesa's primary retail corridors, the center benefits from 22,000+ vehicles per day, strong visibility, multiple points of ingress/egress, ample parking, and prominent monument signage. Proximity to Loop 202 and US 60 further enhances accessibility and regional connectivity.

**Dense, Stable Consumer Base:** The surrounding trade area features a strong residential density, including a significant concentration of age-restricted and retirement communities, supporting consistent daily traffic and service-oriented retail demand. The property also benefits from its location near Mesa's expanding medical and service corridor, including Banner Gateway Medical Center and other national tenants such as Taco Bell, Fry's Marketplace, Wendy's, Autozone, PNC and Chase bank, which bolsters daytime population and demand.

**Established Retail Corridor with Year-Round Demand:** Main Street Plaza is surrounded by long-standing demand drivers such as Arizona Golf Resort, and multiple RV parks and manufactured housing communities, generating both seasonal and year-round traffic. The area's mix of local and national retailers further reinforces the center's position within one of East Mesa's most established and resilient retail submarkets.





Calusa Trace Apartments Complex



Falcon Glen ±402 Units

**Subject Property**

E Main St ± 22,120 VPD



Pueblo Seco Condominium Condo Complex



Banner Baywood Medical Center ±324 Beds

Madison Elementary ±378 Students

Superstition Springs Center

Veora E. Johnson Elementary ±618 Students

Sunland Village Golf Club Golf Course

Coyote Run Golf Course



Franklin Junior High School ±282 Students



Franklin Accelerated Academy ±546 Students



± 209,100 VPD



Wilson Elementary ±473 Students



Banner Gateway Medical Center ±286 Beds



Google Earth

# FINANCIAL OVERVIEW

**Main Street Plaza**  
4815 E Main St, Mesa, AZ 85205



# Financial Summary

**\$5,252,000**

List Price

**\$164.70**

Price PSF

**\$322,148**

Year 1 NOI

**6.13%**

Year 1 Cap Rate

## Income & Expense Summary

### GROSS REVENUE

Base Rental Revenue \$354,326

Reimbursement Revenue \$109,242

**EFFECTIVE GROSS REVENUE \$463,568**

### OPERATING EXPENSES

CAM \$75,714

Property Taxes \$31,467

Insurance \$15,696

Management Fee \$18,543

**TOTAL OPERATING EXPENSES \$141,420**

### Financing Inquiries

**Volt Migrino**

First Vice President, Capital Markets

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# Rent Roll

Suite	Tenant	GLA (SF)	Percent Occupancy	Lease Term		Lease Type	Rental Rates		
				Lease Commencement	Lease Expiration		PSF	Monthly	Annually
361-01	Wild Berry Diner	3,600	11.29%	2/1/2006	7/31/2030	NNN	\$19.65	\$5,893.63	\$70,724
361-02	Vacant	3,581	11.23%	-	-	NNN	-	-	-
361-03	ILERI	805	2.52%	10/1/2023	MTM	NNN	\$13.42	\$900.00	\$10,800
361-05	Vacant	700	2.20%	-	-	NNN	-	-	-
361-6/7/8	Just Teazzin	2,082	6.53%	10/26/2014	10/31/2027	NNN	\$12.61	\$2,188.24	\$26,259
361-10	Healthy Innovation	1,298	4.07%	8/1/2009	5/30/2028	NNN	\$18.55	\$2,006.00	\$24,072
361-12	Healthy Innovation Expansion	1,481	4.64%	12/1/2025	11/30/2030	NNN	\$18.09	\$2,232.28	\$26,787
361-14	Smoke Mini LUX2	1,015	3.18%	1/16/2017	4/30/2029	NNN	\$12.87	\$1,088.25	\$13,059
361-16	Zur Kate German Restaurant	1,921	6.02%	1/1/1989	MTM	NNN	\$16.54	\$2,648.00	\$31,776
361-18	Plaza Laundromat	1,620	5.08%	9/1/2018	1/31/2027	NNN	\$20.19	\$2,725.00	\$32,700
361-20	AGI Group	1,276	4.00%	9/1/2020	MTM	NNN	\$4.90	\$521.50	\$6,258
361-21	Comforter Fashion	720	2.26%	9/1/2019	6/30/2027	NNN	\$13.75	\$825.00	\$9,900
361-22	TransAfrica Market	812	2.55%	10/1/2021	MTM	NNN	\$17.32	\$1,172.00	\$14,064
361-23	TransAfrica Market	596	1.87%	10/1/2025	MTM	NNN	\$0.00	\$0.00	\$0
361-24	Vacant	800	2.51%	-	-	-	-	-	-
361-25	Ivy Spa	1,200	3.76%	5/1/2025	4/30/2028	NNN	\$15.49	\$1,548.75	\$18,585
361-26	Papi's Thrift Shop	1,624	5.09%	12/1/2021	MTM	NNN	\$4.37	\$591.00	\$7,092
361-29	The Public Grill Bar	2,132	6.69%	9/1/2024	8/31/2029	NNN	\$12.64	\$2,245.00	\$26,940
361-31	Vacant	2,150	6.74%	-	-	-	-	-	-
361-34	Corporate Caterers	2,475	7.76%	6/13/2014	MTM	NNN	\$12.60	\$2,598.32	\$31,180
<b>Total Square Footage</b>		<b>31,888</b>	<b>100.00%</b>						
<b>Total Available Square Feet</b>		<b>7,231</b>	<b>22.68%</b>						
<b>Occupied Square Footage</b>		<b>24,657</b>	<b>77.32%</b>						



E Main St ± 22,120 VPD

48th St



Suite	Tenant	SF
1	Wildberry-Petropoulos	3,600 SF
2	Vacant	3,581 SF
3	ILERI	805 SF
5	Vacant	700 SF
6/7/8	Just Teazzin Salon	2,082 SF
10	Healthy Innovations	1,298 SF
12	Healthy Innovations Expansion	1,481 SF
14	Lux Smoke & Vape	1,015 SF
16	Zukate-Schlembach	1,921 SF
18	Laundromat-Andrews	1,620 SF

Suite	Tenant	SF
20	AGI Group	1,276 SF
21	Comforter Fashion	720 SF
22	Trans-Africa Market	812 SF
23	Trans-Africa Market	596 SF
24	Vacant	800 SF
25	Ivy Spa	1,200 SF
26	Papi's Thirft Shop	1,624 SF
29	The Public Grill Bar	2,132 SF
31	Vacant	2,150 SF
34	Crown Start Investment	2,475 SF

# MARKET OVERVIEW

**Main Street Plaza**  
4815 E Main St, Mesa, AZ 85205



# MESA, AZ

Mesa, Arizona is a key component of the greater Phoenix metropolitan area, benefiting from strong regional connectivity, population inflows, and a business-friendly environment that continues to attract investment. The city's strategic location along major transportation corridors, including U.S. Route 60 and Loop 202, supports both commuter accessibility and regional retail traffic. Mesa's steady residential expansion and evolving commercial base have contributed to increased consumer demand, positioning the area as a reliable market for retail and shopping center development. The presence of higher education institutions, healthcare systems, and advanced manufacturing employers further reinforces daytime population density and spending power.

The retail and shopping center sector in Mesa has demonstrated resilience, supported by a mix of established neighborhood centers, power centers, and experiential retail destinations. Ongoing redevelopment initiatives and adaptive reuse projects are enhancing older retail corridors, while new mixed-use developments are integrating retail with residential and office components to meet shifting consumer preferences. National and regional tenants continue to target Mesa due to its accessibility and consistent household formation trends, while local businesses benefit from strong community engagement.

## DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2020 Population	15,906	117,227	309,463
2025 Population	17,740	125,426	321,090
2030 Population Projection	19,466	136,725	348,264
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2020 Households	8,003	49,891	118,482
2025 Households	9,107	54,324	124,709
2030 Household Projections	10,041	59,499	135,858
INCOME	1-MILE	3-MILE	5-MILE
Avg Household Income	\$62,136	\$83,035	\$92,810

## MESA RETAIL VACANCY RATES

2021	<b>3.8%</b>
2022	<b>3.2%</b>
2023	<b>3.5%</b>
2024	<b>5.0%</b>
2025	<b>6.9%</b>
Q1 2026	<b>4.3%</b>

**\$1B+**

INVESTED IN RECENT  
DEVELOPMENTS

**#2**

LARGEST CITY  
IN METRO PHX

**25 MI**

FROM  
DOWNTOWN PHX

# ECONOMIC MOMENTUM POWERING THE SOUTHEAST VALLEY

Mesa's economy continues to experience strong and sustained growth, driven by a diverse mix of industries including advanced manufacturing, aerospace, healthcare, education, and logistics. The city has attracted significant corporate investment in recent years, supported by a business-friendly environment, available land for development, and a skilled and expanding workforce. Major employment hubs such as the Phoenix-Mesa Gateway Airport area and the ASU Polytechnic campus are fueling job creation and daytime population growth. Coupled with ongoing residential expansion and infrastructure investment, Mesa's economic momentum is reinforcing its position as a key driver of growth in the Southeast Valley and a highly attractive market for long-term retail investment.

## MAJOR EMPLOYERS



## MESA GATEWAY AIRPORT

The Mesa Gateway Airport has emerged as a significant driver of economic growth in the Southeast Valley, serving as a rapidly expanding commercial and cargo hub. Positioned within one of the region's fastest-growing corridors, the airport supports a growing base of domestic air service, anchored by low-cost carriers and increasing passenger volume. Surrounding the airport, continued investment in industrial, logistics, and business park development is transforming the area into a major employment center. This sustained growth is enhancing daytime population, strengthening nearby retail demand, and reinforcing Mesa's position as a key node for long-term commercial and retail expansion.

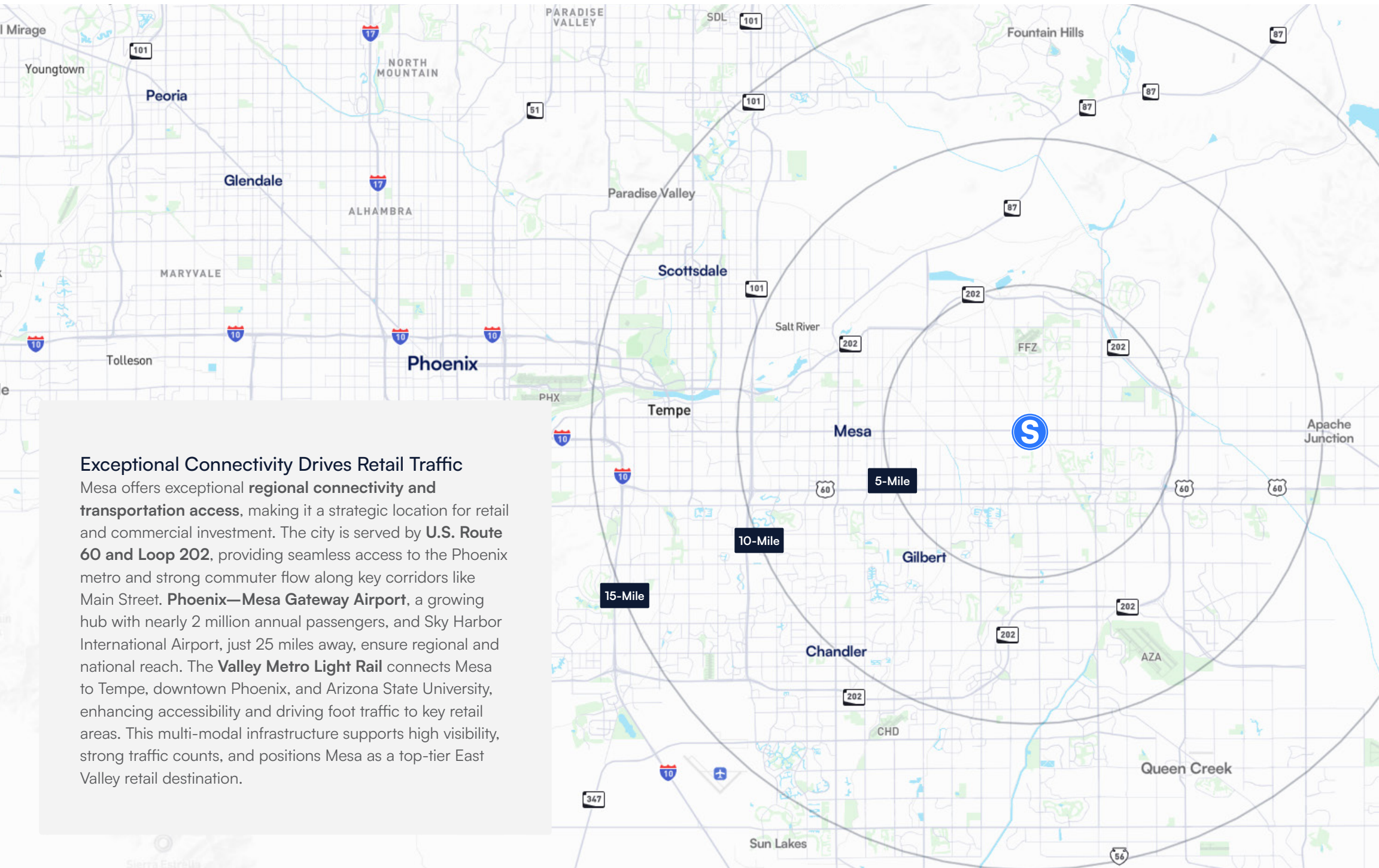
**1.9M+**  
ANNUAL  
PASSENGERS

**160+**  
FLIGHTS  
WEEKLY

**#1**  
FASTEST  
GROWING IN AZ



# Regional Map



## Exceptional Connectivity Drives Retail Traffic

Mesa offers exceptional **regional connectivity and transportation access**, making it a strategic location for retail and commercial investment. The city is served by **U.S. Route 60 and Loop 202**, providing seamless access to the Phoenix metro and strong commuter flow along key corridors like Main Street. **Phoenix—Mesa Gateway Airport**, a growing hub with nearly 2 million annual passengers, and Sky Harbor International Airport, just 25 miles away, ensure regional and national reach. The **Valley Metro Light Rail** connects Mesa to Tempe, downtown Phoenix, and Arizona State University, enhancing accessibility and driving foot traffic to key retail areas. This multi-modal infrastructure supports high visibility, strong traffic counts, and positions Mesa as a top-tier East Valley retail destination.

# PHOENIX MSA

Phoenix serves as Arizona's capital and the economic and administrative center of the state, characterized by its expansive geographic footprint and continued urban development. The city plays a critical role in regional logistics and commerce, bolstered by proximity to Interstate 10, Interstate 17, and Sky Harbor International Airport—one of the busiest airports in the country by passenger volume. Its transportation infrastructure supports both freight and commuter connectivity throughout the Southwest.

Phoenix is home to multiple Fortune 500 companies and a diverse mix of industries including healthcare, financial services, technology, manufacturing, and government. Institutions such as Arizona State University and the Mayo Clinic contribute to education and biomedical research, while downtown redevelopment has introduced new commercial space, sports venues, hospitality assets, and multifamily housing. The area also supports a strong tourism sector, driven by outdoor recreation, professional sports, and a year-round events calendar. Continued investment in light rail expansion and infrastructure modernization reflect the city's long-term growth strategy.

**RAPID ECONOMIC GROWTH | LIFESTYLE AFFORDABILITY | BOOMING POPULATION AND ENERGY | ENVIRONMENTAL INNOVATION | EDUCATION EXCELLENCE | OUTDOOR ADVENTURE AND RECREATION | RESILIENT HOUSING AND BUSINESS MARKETS**

**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 MSA RETAIL VACANCY RATES

2021	<b>7.1%</b>
2022	<b>5.7%</b>
2023	<b>4.5%</b>
2024	<b>5.0%</b>
2025	<b>4.3%</b>
Q1 2026	<b>4.7%</b>

**#10** Largest MSA in the U.S.  
-U.S. Census Bureau

**#14** Highest GDP Among U.S. Metros  
-BEA

**#7** Best Startup Cities in America  
-AZ Big Media

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

**#3** Best U.S. Metro for Manufacturing  
-Niche

**#4** Largest Population Growth in America  
-AZ Big Media

# Local Attractions & Amenities



**Phoenix offers a strong mix of outdoor recreation, cultural attractions, and everyday conveniences—all close to home. With signature hikes, top dining, and year-round sunshine, the area delivers the lifestyle features today’s renters value most.**

**Recreation & Outdoors:** Residents enjoy quick access to Phoenix’s most recognized outdoor destinations, including Camelback Mountain, Piestewa Peak, Papago Park, and South Mountain Park & Preserve. Hiking, biking, and open desert views are available year-round thanks to the region’s sunny climate.

**Arts & Culture:** Phoenix features respected cultural institutions such as the Heard Museum and Phoenix Art Museum, complemented by Roosevelt Row’s galleries, murals, and community events. The area blends Southwestern heritage with a growing creative scene.



**Sports & Entertainment:** Phoenix is home to major professional teams including the Suns, Diamondbacks, Mercury, and Coyotes. The region also hosts Cactus League Spring Training, the WM Phoenix Open, and NASCAR events at Phoenix Raceway. Footprint Center, Chase Field, and Old Town Scottsdale provide year-round options for concerts, nightlife, and entertainment.

**Dining & Retail:** A wide selection of restaurants, boutiques, and national retailers can be found throughout the Valley. Popular destinations include Old Town Scottsdale, Scottsdale Fashion Square, Biltmore Fashion Park, and Desert Ridge Marketplace—offering both everyday convenience and destination shopping.

**Healthcare Access:** The region is supported by major healthcare networks including Banner Health, HonorHealth, and Dignity Health. Hospitals, specialty centers, and urgent care facilities are spread throughout the metro, ensuring strong access to medical services.



**Education & Family Amenities:** Phoenix offers a range of public, charter, and private school options, along with higher education institutions like Arizona State University. Family-friendly attractions such as the Phoenix Zoo, Arizona Science Center, and Children’s Museum add to the area’s appeal.

**Commuter Convenience:** With connectivity provided by Loop 101, I-10, Loop 202, and Phoenix Sky Harbor International Airport, residents can easily reach employment hubs across Phoenix, Scottsdale, Tempe, Mesa, and Chandler.

Phoenix continues to grow as a desirable metro area, offering a balanced lifestyle defined by natural beauty, cultural experiences, and strong regional connectivity.

# MATTHEWS™

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **4815 E Main St, Mesa, AZ, 85205** ("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™. The material and information in the Offering Memorandum is unverified. Matthews™ 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.

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Owner and Matthews™ 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™ 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.