



MATTHEWS™

4716 E Ray Rd | Phoenix, AZ 85044



Retail Investment Opportunity

Offering Memorandum

Exclusively Listed By



Mason Gates

Associate Vice President

(602) 946-4856

mason.gates@matthews.com

License No. SA704393000 (AZ)

David Harrington

Broker of Record

Broker Lic. No.: BR715518000 (AZ)

Firm Lic. No.: CO701910000 (AZ)





Table of Contents

- 04** | Property Overview
- 10** | Financial Summary
- 12** | Tenant Summary
- 13** | Market Overview

Property Overview



4716 E Ray Rd
Phoenix, AZ 85044



Investment Highlights

Property Highlights

- **Experienced Brand** – Salad and Go, founded in 2013 in Gilbert, Arizona, operates over 70 locations across Arizona and Nevada.
- **Absolute NNN Lease** – The tenant is responsible for all expenses providing an investor with passive income and no landlord responsibilities.
- **Premier Local Retail** – The subject property is located nearby many national retailers such as Target, Sam's Club, Home Depot, Lowe's, Sprouts Farmers Market, REI, Burlington, Hobby Lobby, JCPenney, Michaels, Best Buy, Marshalls, HomeGoods, AMC Theatres, Chick-fil-A, In-N-Out, McDonald's, Starbucks, and Chipotle.

Location Highlights

- **Positioned at the intersection of Interstate 10 and Loop 202**, the property benefits from exceptional regional connectivity to Phoenix, Chandler, Tempe, and the broader Southeast Valley employment corridor.
- **Located within the affluent Ahwatukee Foothills submarket**, the surrounding trade area features strong household incomes and dense residential demographics that support long-term consumer spending growth.
- The site is strategically located near the Chandler technology corridor, **one of Metro Phoenix's largest employment hubs**, anchored by Intel, Northrop Grumman, and advanced manufacturing employers driving sustained daytime population growth.
- **Situated along Ray Road, a major east-west arterial**, the property benefits from strong traffic patterns and direct access to some of the Southeast Valley's most established residential communities and retail destinations.



Foothills Park Place

MOUNTAINSIDE **FITNESS** **FedEx**
 peter piper pizza
Urban Air **Goodwill**
 ADVENTURE PARK
JCPenney **native**
 grill wings

Ahwatukee Foothills Town Center

petco **BEST BUY**
DOLLAR TREE
Chick-fil-e **THE HUB** **DAVID'S BRIDAL**
 GRILL AND BAR

THE HOME DEPOT **sam's club** **SPORTSMAN'S WAREHOUSE**
BOOT BARN **MEGA FURNITURE** **REI COOP**



LOWE'S
IN-N-OUT BURGER **McDonald's**

Snooze
 BREAKFAST BRUNCH LUNCH
QDOBA
 MEXICAN EATS

amc **HomeGoods** **SEPHORA** **CHAGA HUT**
ROSS **GOLF GALAXY** **VEGA JUNGLE**
 DRESS FOR LESS

Wild Fork

WELLS FARGO

BANK OF AMERICA

S 48th St ± 38,300 VPD

Michael's **Burlington** **Marshall's**
SPROUTS **Great Clips**
 FARMERS MARKET
LESLIE'S **five BELOW** **SBARRO**
PET SMART **LINA**
 Home Furnishings

TARGET **HOBBY LOBBY**
AT&T **ME** **Massage Envy**
SUPERCUTS
CleanEatz

KNEADERS
 BAKERY & CAFE

Pollo Loco

GUS'S **FRIED CHICKEN** **WORLD FAMOUS** **FirstWatch**

FOOTHILLS SMILES
 DENTISTRY AND ORTHODONTICS

SAJAD AND GO
 Subject Property

E Ray Rd ± 21,500 VPD



E Ray Rd ± 21,500 VPD



SAJAD AND GO

4716 E Ray Rd
Phoenix, AZ 85044

±692 SF
GLA*

2021
Year Built

±49,900 VPD
E Ray Rd & S 48th St

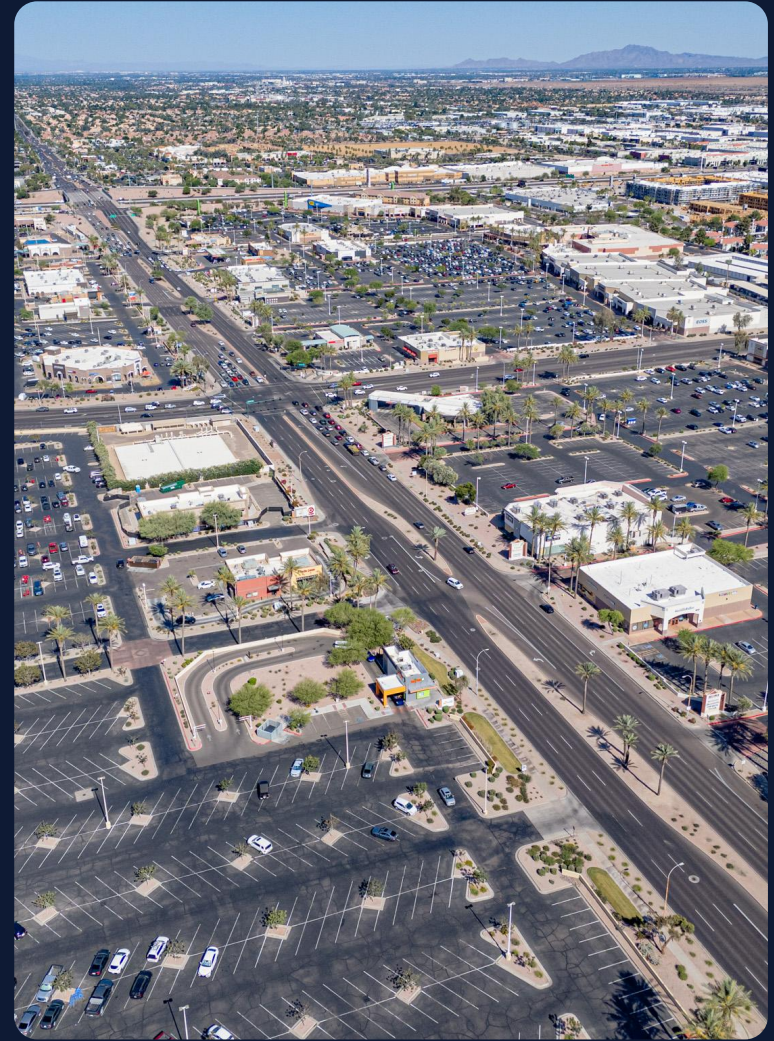
NNN
Lease Type

±0.61 AC
Lot Size*



*Buyer to verify GLA and Lot Size with a new Survey

Property Photos



Financial Overview



4716 E Ray Rd
Phoenix, AZ 85044



Financial Summary

\$3,801,818

List Price

5.50%

Cap Rate

\$209,100

Annual Rent

Ground Lease

Type of Ownership

Property Details

Tenant Trade Name	Salad and Go
Type of Ownership	Ground Lease
Lease Guarantor	Corporate
Lease Type	NNN
Original Lease Term	20 Years
Rent Commencement Date	6/3/2021
Lease Expiration Date	6/30/2041
Term Remaining on Lease	±15 Years
Increases	2.00% Annual
Options	Three, 5-Year Options

Annualized Operating Data

Lease Year	Monthly Rent	Annual Rent	Cap Rate
6/3/2021 – 6/30/2026	\$17,083.33	\$205,000.00	5.39%
7/1/2026 – 6/30/2027	\$17,425.00	\$209,100.00	5.50%
7/1/2027 – 6/30/2028	\$17,773.50	\$213,282.00	5.61%
7/1/2028 – 6/30/2029	\$18,128.97	\$217,547.64	5.72%
7/1/2029 – 6/30/2030	\$18,491.55	\$221,898.59	5.84%
7/1/2030 – 6/30/2031	\$18,861.38	\$226,336.56	5.95%
7/1/2031 – 6/30/2032	\$19,238.61	\$230,863.30	6.07%
7/1/2032 – 6/30/2033	\$19,623.38	\$235,480.56	6.19%
7/1/2033 – 6/30/2034	\$20,015.85	\$240,190.17	6.32%
7/1/2034 – 6/30/2035	\$20,416.16	\$244,993.98	6.44%
7/1/2035 – 6/30/2036	\$20,824.49	\$249,893.86	6.57%
7/1/2036 – 6/30/2037	\$21,240.98	\$254,891.73	6.70%
7/1/2037 – 6/30/2038	\$21,665.80	\$259,989.57	6.84%
7/1/2038 – 6/30/2039	\$22,099.11	\$265,189.36	6.98%
7/1/2039 – 6/30/2040	\$22,541.10	\$270,493.15	7.11%
7/1/2040 – 6/30/2041	\$22,991.92	\$275,903.01	7.26%

Pricing is assessed off the future rent increase commencing July 2026*

Tenant Summary

Year Founded
2013

Headquarters
Tempe, Arizona

Ownership Status
Private

Employees
3,500

Locations
70+

Credit Rating
N/A



Tenant Overview

Salad and Go is a fast-casual restaurant concept specializing in made-to-order salads, wraps, breakfast burritos, and beverages offered through a drive-thru-focused, small-format prototype. The company differentiates itself through vertically integrated supply chain operations and centralized kitchen facilities, allowing it to deliver high-quality, affordable menu items at price points typically below traditional fast-casual competitors. Its efficient operating model emphasizes speed, value, and accessibility, targeting high-traffic suburban corridors and commuter routes. After a period of rapid expansion, Salad and Go has chosen to re-focus on its home market, but remains committed to its existing leases in Texas, with plans to potentially regrow operations in the future.

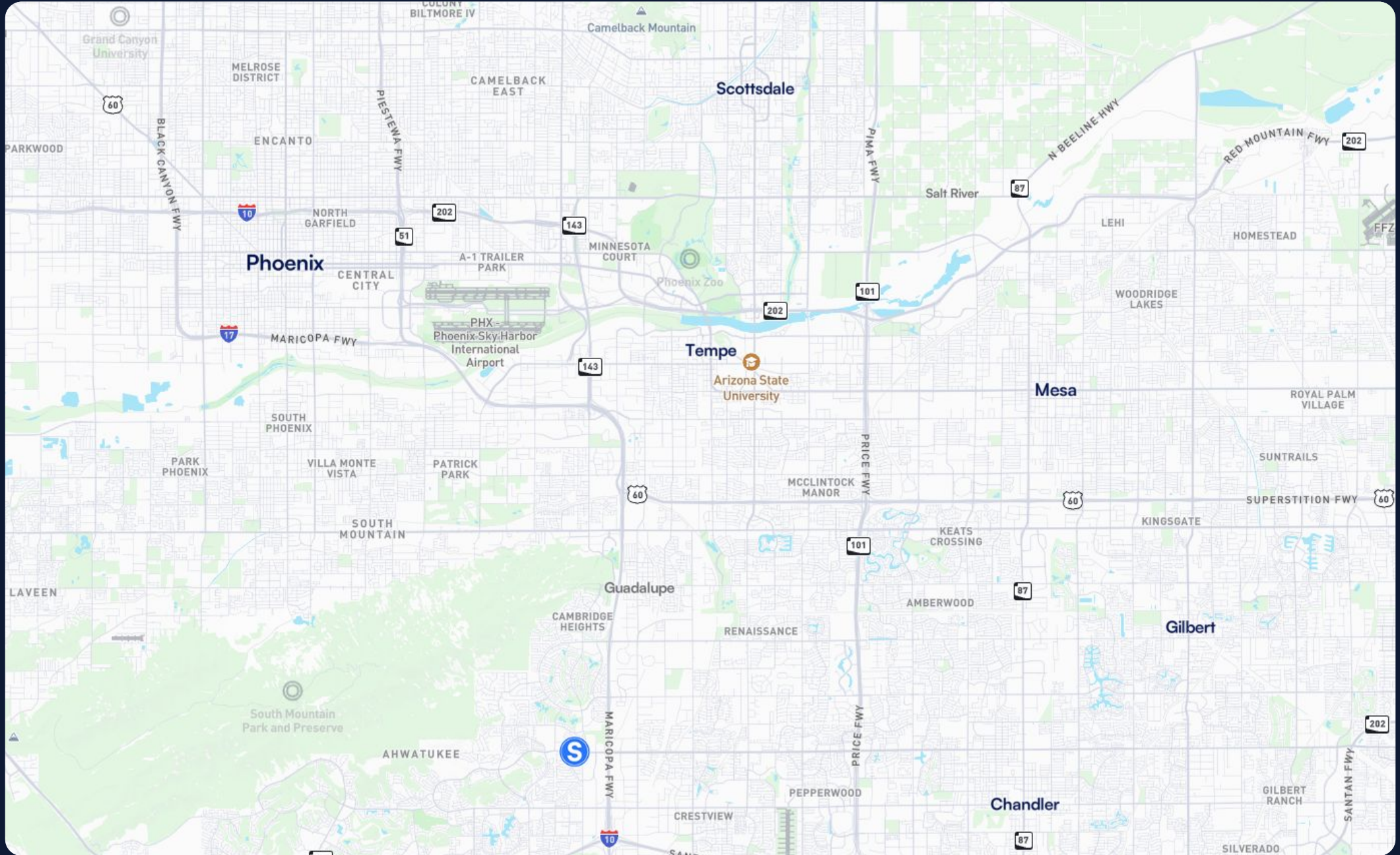
Why Invest in Salad and Go?

- **Value-Oriented Pricing Model:** Competitive price points expand customer base and drive repeat traffic across diverse income levels.
- **Drive-Thru Focused Prototype:** Small-format, efficient layout lowers construction and operating costs while maximizing throughput.
- **High-Growth Segment:** Positioned within the expanding health-conscious and convenience-driven dining category.
- **Scalable Infrastructure:** Centralized kitchen model enhances quality control, margin management, and rapid market expansion.
- **Strong Unit Expansion Strategy:** Concentrated regional clustering improves brand awareness and distribution efficiency.

Market Overview



4716 E Ray Rd
Phoenix, AZ 85044



Phoenix, Arizona

The Phoenix-Mesa-Scottsdale MSA is one of the fastest-growing metropolitan areas in the United States, with a current population exceeding 5.19 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.

Property Demographics

Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	78,865	184,140	764,200
Households	3-Mile	5-Mile	10-Mile
Current Year Estimate	33,953	76,450	306,557
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$157,463	\$149,820	\$125,287

5.19M

Total Phoenix MSA
Population

1.7%

Annual Population Growth
(2020-2025)

\$398B

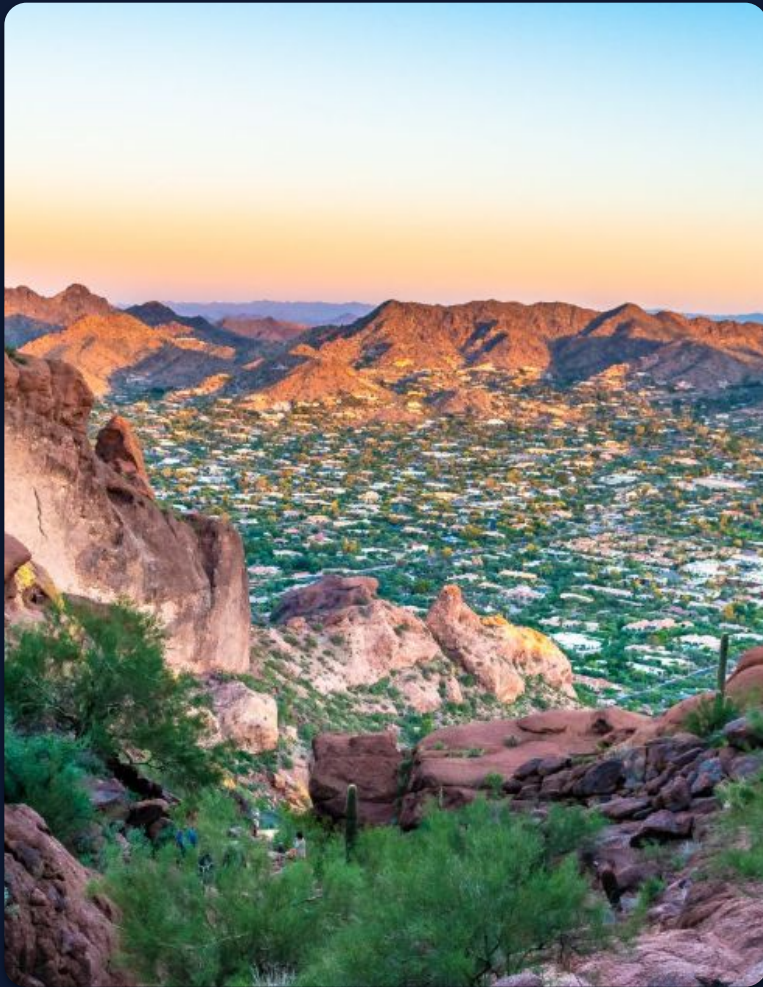
Gross Domestic Product
(GDP) in 2023

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. 2020-2022

#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

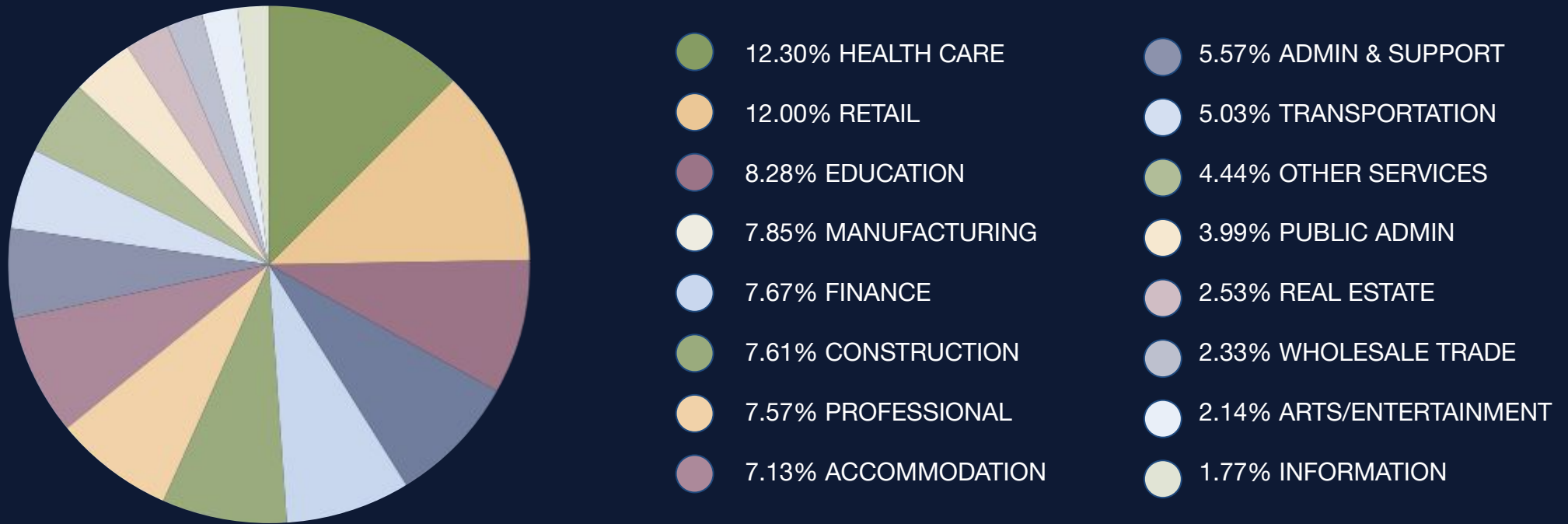
Phoenix has consistently ranked as one of the top locations in the United States, offering a dynamic mix of economic opportunities, cultural richness, and lifestyle benefits that appeal to both individuals and businesses. The city's thriving job market—anchored by major employers in technology, healthcare, 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 \$400 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.



\$400 Billion

Gross Domestic Product (2024-2025)

1.3% Growth

In Employment Year-Over-Year

MATTHEWS™

EXCLUSIVELY LISTED BY



Mason Gates

Associate Vice President

(602) 946-4856

mason.gates@matthews.com

License No. SA704393000 (AZ)

David Harrington | Broker of Record | Broker Lic. No.: BR715518000 (AZ) | Firm Lic. No.: CO701910000 (AZ)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 4716 E Ray Rd, Phoenix, AZ, 85044 ("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.

Matthews™. 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™., the property, or the seller by such entity.

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.

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.