



10755 Camelback Road

Phoenix, AZ 85037

Retail Investment Opportunity

Offering Memorandum



MATTHEWS™

Exclusively Listed By

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 **State Farm**
STADIUM
±2.7 Miles Away



Table of Contents

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



Property Overview



10755 Camelback Rd
Phoenix, AZ 85037



Investment Highlights

Property Highlights

- **Experienced Brand** – Scooter's Coffee, founded in 1998 in Bellevue, Nebraska, operates more than 900 locations across 32 states.
- **Absolute NNN Lease** – The tenant is responsible for all expenses providing an investor with passive income and no landlord responsibilities.
- **Camelback Ranch Adjacent** – The subject property is located nearby Camelback Ranch (spring training home of the LA Dodgers and Chicago White Sox).
- **Positioned along West Camelback Road with immediate access to Loop 101** (Agua Fria Freeway), providing regional connectivity to Downtown Phoenix, the West Valley, and major employment corridors throughout Metro Phoenix.
- **Located within the rapidly growing West Valley submarket**, an area benefiting from sustained residential expansion, retail investment, and population growth that continues to drive long-term commercial demand.
- **The property benefits from strong accessibility to State Farm Stadium, Desert Diamond Arena, and the Westgate Entertainment District**, one of the region's premier mixed-use entertainment and retail destinations.
- **Proximity to major West Valley employment hubs** including logistics, distribution, healthcare, retail, and municipal employers supports a large daytime population and workforce accessibility.





CONAIR
Corporate Office
±500 Employees

Westgate Entertainment District

AMC CHICKEN N PICKLE R RENAISSANCE®
GLENDALE PHOENIX GLENDALE HOTEL & SPA

Yard House DAVE & ANASTAS crumbl cookies MENSHO TOKYO Folly Eight BREWERY

KABUKI Japanese Restaurant COLD STONE CREAMERY

State Farm STADIUM
NFL's Arizona Cardinals Stadium & Events
±1 M Annual Visitors

CAMELBACK RANCH GLENDALE

Spring Training Baseball Complex
±13,000-Seat Stadium

Tanger Outlets Phoenix

vuori NikeFactoryStore UNDER ARMOUR
Abercrombie & Fitch VANS Bath & Body Works

OLD NAVY

101 ±116,555 VPD

DESERT DIAMOND ARENA
Indoor Sports & Entertainment Venue
±1 M Annual Visitors

Tianyu Lights Festival
±10,000 Visitors Per Season

N 107th Ave ±11,115 VPD

W Camelback Rd ±26,818 VPD

CVS pharmacy

Development Ready Pad Site

SCOOTER'S COFFEE
EST. 1998
Subject Property

Development Ready Pad Site

W Camelback Rd ± 26,818 VPD



10755 Camelback Road
Phoenix, AZ 85037

±544 SF
GLA*

2024
Year Built

±37,933 VPD
W Camelback Rd & N 107th Ave

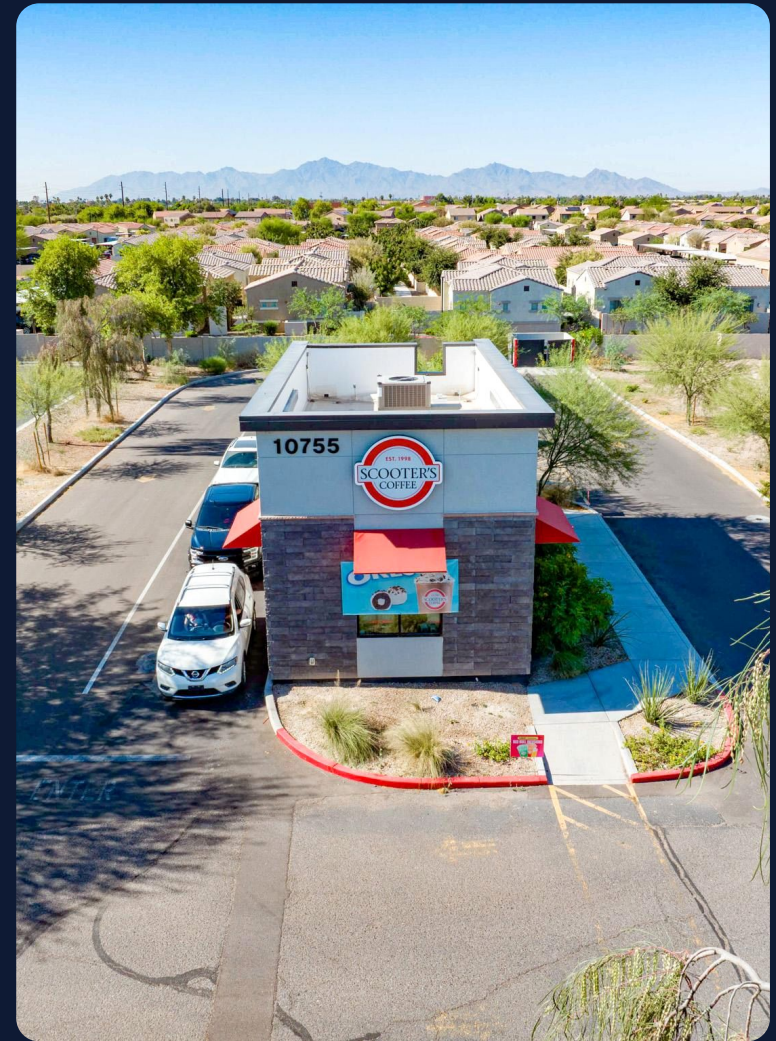
Absolute NNN
Lease Type

±0.60 AC
Lot Size*

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



Property Photos



Financial Overview



10755 Camelback Rd
Phoenix, AZ 85037



Financial Summary

\$1,444,444

List Price

4.50%

Cap Rate

\$65,000

Annual Rent

Ground Lease

Type of Ownership

Property Details

Tenant Trade Name	Scooter's
Type of Ownership	Ground Lease
Tenant	BLOC Coffee, LLC
Lease Type	Absolute NNN
Original Lease Term	10 Years
Lease Expiration Date	9/24/2034
Term Remaining on Lease	±8 Years
Increases	10.00% Every 5 Years
Options	Two, 5-Year Options

Annualized Operating Data

	Annual Rent	Monthly Rent	Cap Rate
09/25/2024 – 09/24/2029	\$65,000.00	\$5,416.00	4.50%
09/25/2029 – 09/24/2034	\$71,500.00	\$5,958.00	4.95%
09/25/2034 – 09/24/2039	\$78,650.00	\$6,554.00	5.45%
09/25/2039 – 09/24/2044	\$86,515.00	\$7,209.00	5.99%



Tenant Summary

'One Of The Fastest-Growing Drive-Thru Specialty Coffee Concepts In The United States'

Year Founded
1998

Headquarters
Omaha, Nebraska

Ownership Status
Private

Employees
500+

Locations
900+

Lease Guarantor
BLOC Coffee, LLC

Annual Revenue
\$1.5 Billion



Tenant Overview

Scooter's Coffee is one of the fastest-growing drive-thru specialty coffee concepts in the United States, recognized for its efficient kiosk format, strong franchise model, and customer-centric service approach. Founded in 1998 in Bellevue, Nebraska, the brand has built a loyal following around its "Amazing People, Amazing Drinks... Amazingly Fast!®" operating philosophy.

The company has successfully differentiated itself within the competitive coffee segment through a streamlined drive-thru experience, consistent store design, and rapid nationwide expansion strategy. With a growing footprint concentrated across suburban and secondary markets, Scooter's Coffee has emerged as a notable challenger brand within the quick-service beverage category.

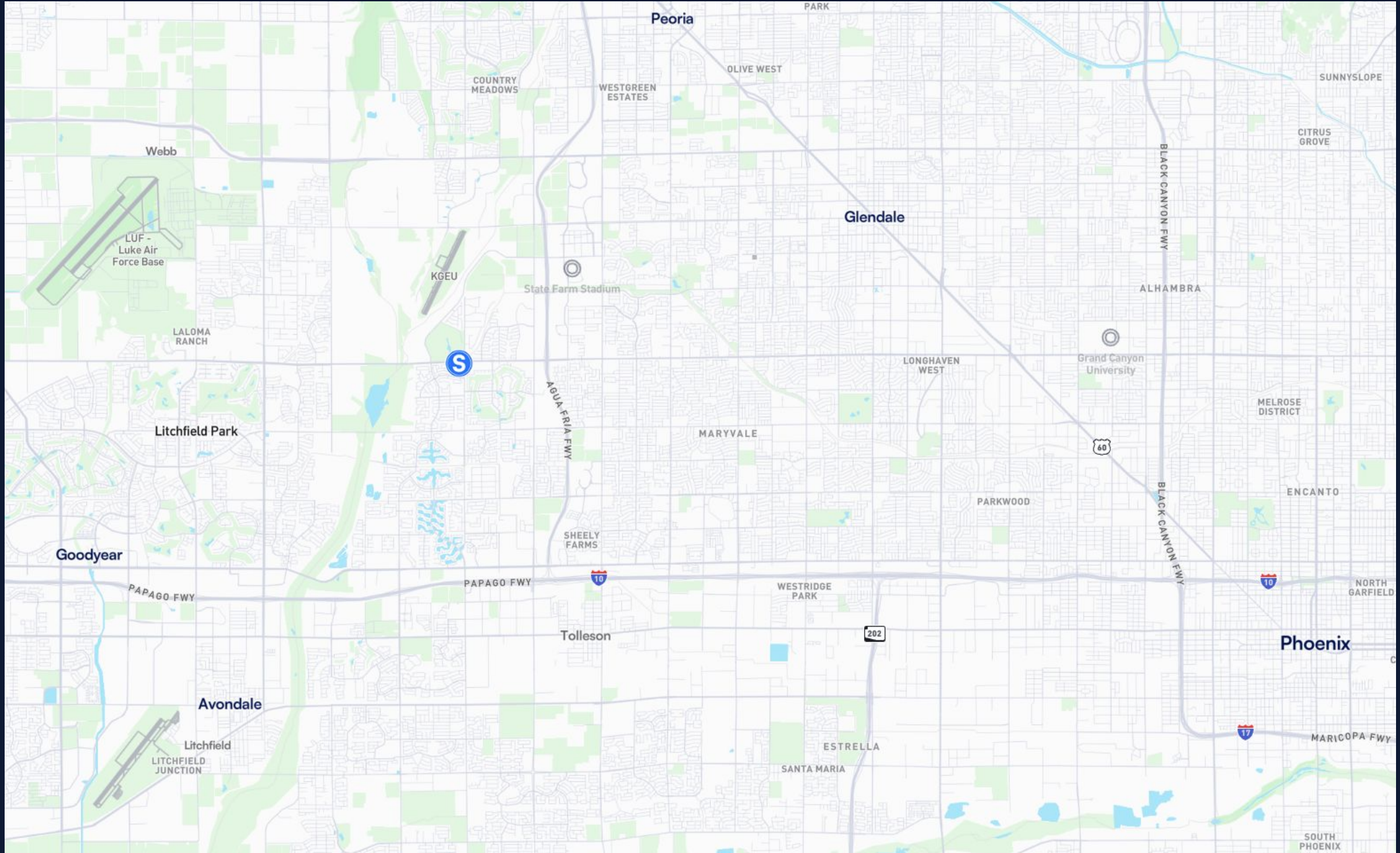
Why Invest in Scooter's Coffee?

- **Rapid National Expansion:** Scooter's Coffee is one of the fastest-growing drive-thru coffee chains in the United States, with 900+ locations and continued franchise development across multiple high-growth markets. Its scalable small-format prototype supports efficient expansion and attractive site economics.
- **Strong Drive-Thru Operating Model:** The company's convenience-focused business model aligns with evolving consumer preferences for speed and accessibility. Its compact drive-thru format typically requires lower development costs and provides operational efficiency compared to larger café-style competitors.
- **Resilient Coffee Industry Fundamentals:** Specialty coffee remains a highly durable consumer category with strong daily repeat visitation patterns. Scooter's Coffee benefits from recurring customer demand, loyalty-driven purchasing behavior, and broad demographic appeal.
- **Established Brand and Franchise Support Platform:** Scooter's Coffee has developed a recognizable national brand supported by digital loyalty initiatives, marketing technology, supply chain investments, and franchisee support systems that enhance long-term growth potential and operational consistency.

Market Overview



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Phoenix, AZ 85037



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.

Property Demographics

Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	76,924	249,592	1,101,146
2020 Census	72,960	246,316	1,080,681
Growth 2020-Current Year	5.43%	1.33%	1.89%
Households	3-Mile	5-Mile	10-Mile
Current Year Estimate	39,462	121,496	486,535
2020 Census	36,317	113,361	449,895
Growth 2020-Current Year	8.66%	7.18%	8.14%
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$228,107	\$176,524	\$133,760

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)





ARIZONA CARDINALS

Located in  **State Farm**
Glendale Arizona **STADIUM**

NFL Team | Stadium Overview

State Farm Stadium and the Arizona Cardinals are closely connected symbols of professional football in Arizona. Together, they represent the growth of the NFL in the Southwest and the transformation of the Cardinals into a modern franchise with a nationally recognized home venue. The Arizona Cardinals are the oldest continuously operating professional football team in the United States, with origins dating back to 1898 in Chicago. The franchise later moved to St. Louis before relocating to Arizona in 1988. For years, the team played at Sun Devil Stadium in Tempe, but the lack of a football-specific venue limited the organization's growth and fan experience. That changed with the construction of State Farm Stadium in Glendale, which officially opened in 2006. The new stadium gave the Cardinals a permanent home designed specifically for NFL football and helped elevate the franchise's profile both locally and nationally.

State Farm Stadium is considered one of the most advanced sports venues in the world. It features a retractable roof and a movable natural grass field that slides outside the stadium for maintenance and sunlight exposure. These innovations allow the stadium to host football games, concerts, and large-scale events year-round despite Arizona's extreme summer temperatures. With seating for more than 63,000 fans — expandable for major events — the stadium quickly became a centerpiece of Arizona sports culture.

Market Impact

Together, the Arizona Cardinals and State Farm Stadium reflect the evolution of professional sports in Arizona. The team provides the history and competitive identity, while the stadium delivers the modern infrastructure and world-class experience that support one of the NFL's most recognizable franchises.



WESTGATE ENTERTAINMENT DISTRICT

Westgate Entertainment District in Glendale, Arizona, is a major shopping, dining, and entertainment destination located next to State Farm Stadium and Desert Diamond Arena. Known for its restaurants, nightlife, retail stores, and live events, Westgate serves as a central gathering place for both locals and visitors in the Phoenix metro area.

The district is especially popular during Arizona Cardinals games, concerts, and major sporting events, creating a lively atmosphere throughout the year. Westgate has played an important role in Glendale's growth as a sports and entertainment hub in the West Valley.



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

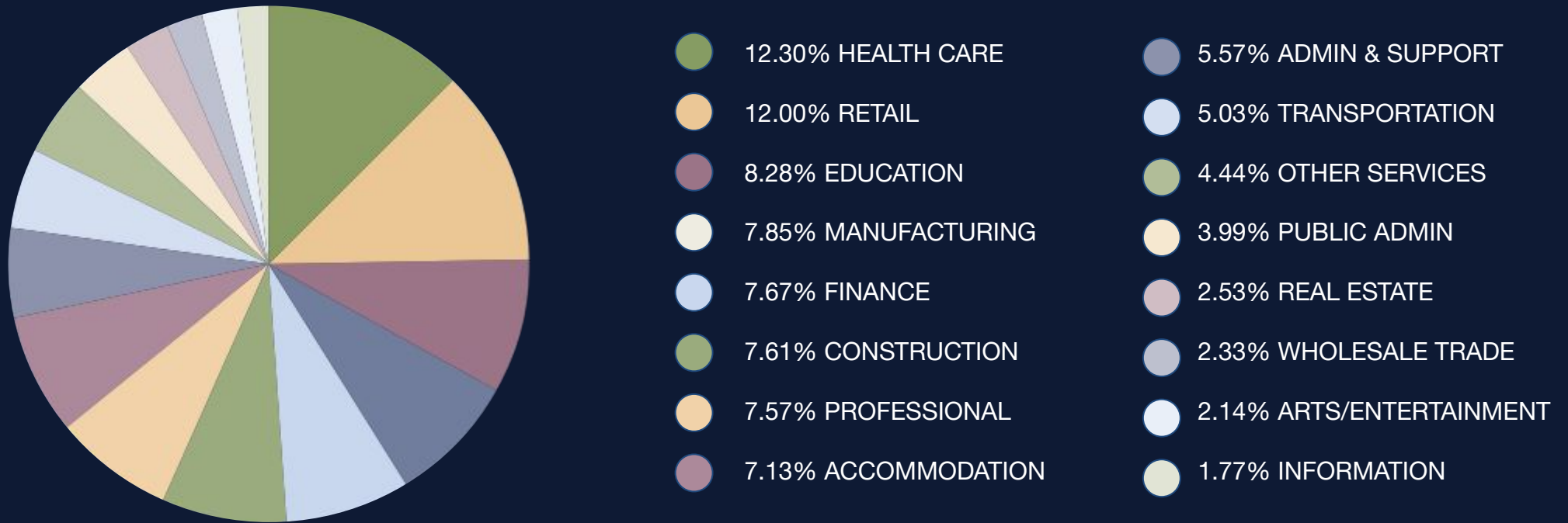
Phoenix has consistently ranked as one of the top locations in the United States, offering a dynamic mix of economic opportunities, cultural richness, and lifestyle benefits that appeal to both individuals and businesses. The city's thriving job market—anchored by major employers in technology, healthcare,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

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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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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.

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