



# VALVOLINE

670 W Ray Rd, Gilbert, AZ 85233

Retail  
Investment Opportunity

Offering Memorandum



**MATTHEWS**™

# EXCLUSIVELY LISTED BY

## Point of Contact



### Hudson DeJean

Associate Vice President

**(602) 218-5242**

[Hudson.Dejean@matthews.com](mailto:Hudson.Dejean@matthews.com)

License No. SA704485000 (AZ)



### Alex DeSoto

FVP & Director

**(602) 898-8499**

[alex.desoto@matthews.com](mailto:alex.desoto@matthews.com)

License No. SA705467000 (AZ)

### David Harrington

Broker of Record

[listings@matthews.com](mailto:listings@matthews.com)

Broker Lic. No.: BR715518000 (AZ)

Firm Lic. No.: CO701910000 (AZ)

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# PROPERTY OVERVIEW

**Valvoline**  
670 W Ray Rd, Gilbert, AZ 85233



# INVESTMENT HIGHLIGHTS

## Property Highlights

- **Brand New 15-Year Lease & Renovation** – Features a 2025 lease execution with just under 14 years remaining. The tenant fully renovated the facility prior to opening, showing a deep financial commitment to the site.
- **Below Market Rent** – Rental rate is below the market average for an automotive asset, providing long term security and maximizing tenant profitability.
- **Absolute Triple Net (NNN) Lease Structure** – A passive, “hands off” investment with zero landlord responsibilities. The tenant covers all taxes, insurance, maintenance, and repairs including the roof and structure.
- **Low Price Point** – Offered at a significantly lower entry price than typical Valvoline assets in the Phoenix MSA, providing an accessible basis in a high-demand market.
- **Fee Simple Ownership** – Includes ownership of both the building and land, allowing for full depreciation and advantages not found in ground lease structures.
- **Built in Rent Increases** – 10% Rent Increases Every 5 Years to provide a definitive hedge against inflation and compounding rent growth.

## Location Highlights

- **Highly Trafficked Intersection** – Positioned just East of the W Ray Rd & S Cooper Rd intersection, capturing a combined count of  $\pm 45,205$  VPD.
- **Exceptional Trade Area Demographics** – A surrounding 1-Mile Household Income is \$160,654 and \$137,881 within a 5-Mile Radius. The 3-Mile population is  $\pm 132,238$  and  $\pm 333,900$  in a 5-Mile.
- **Strategic Freeway Proximity** – The property sites just  $\pm 2.5$  Miles East of Loop 101 ( $\pm 176,270$  VPD) and  $\pm 2.7$  Miles North of Loop 202 ( $\pm 165,562$  VPD).
- **Synergy with National Retailers** – Surrounded by “daily needs” traffic drivers such as Safeway, EOS Fitness, Chevron, and Jack in the Box.



Provinces



Autumn Creek Apartments  
±360 Units

Stonegate Crossing II  
Neighborhood

Key Harbor  
Neighborhood

Mesquite High School  
±1,400 Students



Expansive Cooper Crossing  
Office Space Rental Agency

Top 77% Location  
Based on Foot Traffic  
Source: AlphaMap

Alcove at the Islands  
Apartments  
±272 Units



GLOBAL  
CREDIT UNION

Windhaven  
Neighborhood

The Orchard  
Neighborhood



S Cooper Rd ± 24,940 VPD



MIDFIRST BANK

W Ray Rd ± 20,265 VPD

GOODYEAR

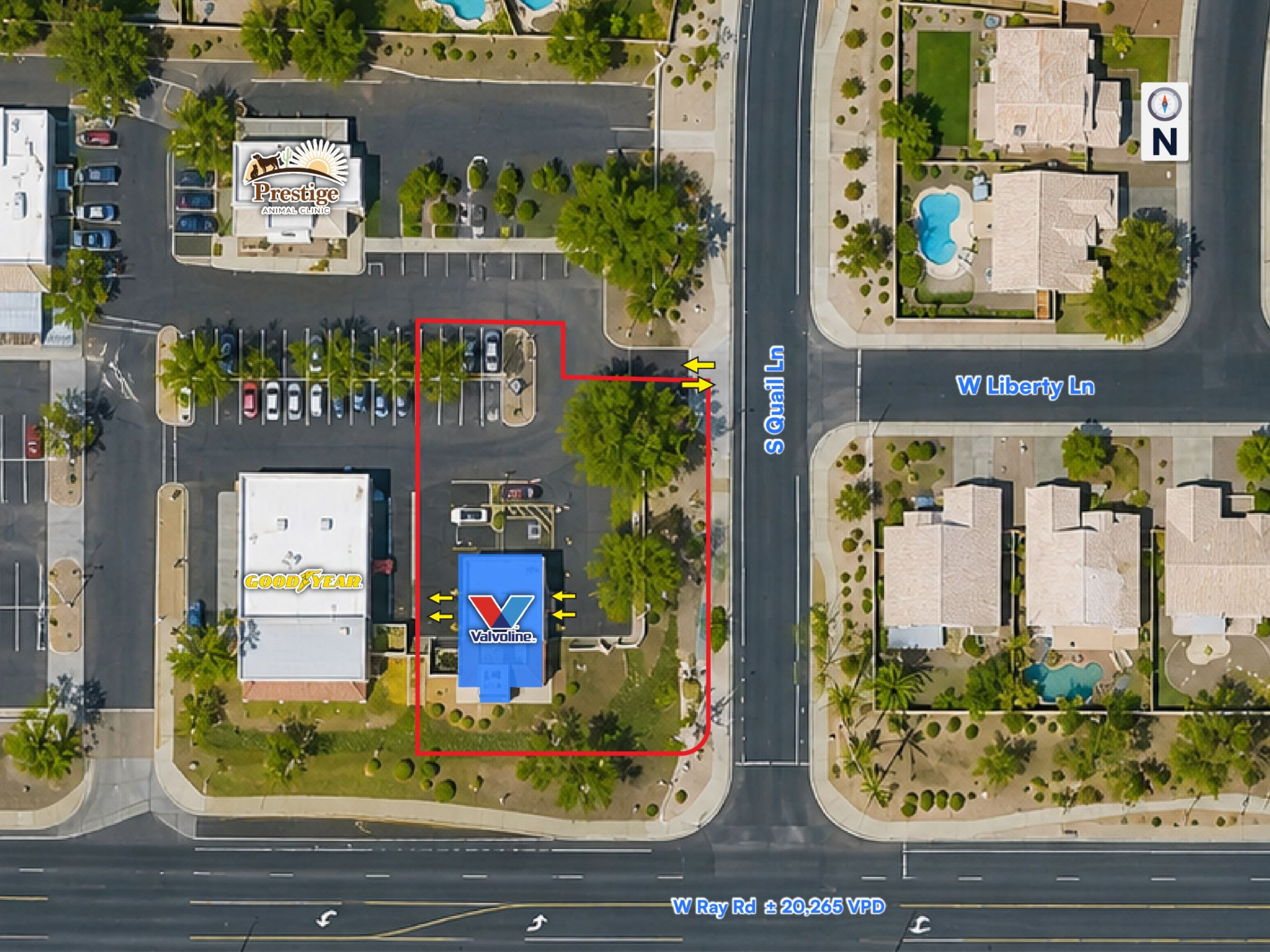


Leading Edge Academy Gilbert Elementary  
±300 Students

GILBERT  
SCHOOL  
of MUSIC



ICONIC  
TIRE & SERVICE CENTERS



**Prestige**  
ANIMAL CLINIC

**GOODYEAR**

**Valvoline**

**S Quail Ln**

**W Liberty Ln**

**W Ray Rd ± 20,265 VPD**



# Valvoline

670 W Ray Rd, Gilbert, AZ 85233

**±2,512 SF**

GLA

**1999/2025**

Year Built/Renovated

**±45,205**

Vehicles Per Day

**±0.44 AC**

Lot Size



# FINANCIAL OVERVIEW

**Valvoline**

670 W Ray Rd, Gilbert, AZ 85233



# FINANCIAL SUMMARY

**\$1,485,000**

List Price

**4.85%**

Cap Rate

**\$72,000**

NOI

## Property Details

|                         |                       |
|-------------------------|-----------------------|
| Brand Name              | Valvoline             |
| Tenant                  | Valvoline, LLC        |
| Lease Commencement Date | 2/27/2025             |
| Lease Expiration Date   | 2/29/2040             |
| Lease Term Remaining    | ±13.8 Years           |
| Annual Rent             | \$72,000.00           |
| Rent Increases          | 10% Every 5 Years     |
| Option Periods          | Three, 5 Year Options |
| Ownership               | Fee Simple            |
| Lease Type              | Absolute NNN Lease    |
| Parking Lot / CAM       | Tenant Responsibility |
| Property Tax            | Tenant Responsibility |
| Insurance               | Tenant Responsibility |
| Roof/Structure          | Tenant Responsibility |

## Annualized Operating Data

| Years                 | Monthly Rent | Annual Rent  | Rent Increases |
|-----------------------|--------------|--------------|----------------|
| Current - 2/26/2030   | \$6,000.00   | \$72,000.00  | -              |
| 2/27/2030 - 2/26/2035 | \$6,600.00   | \$79,200.00  | 10.00%         |
| 2/27/2035 - 2/29/2040 | \$7,260.00   | \$87,120.00  | 10.00%         |
| Option 1              | \$7,986.00   | \$95,832.00  | 10.00%         |
| Option 2              | \$8,784.60   | \$105,415.20 | 10.00%         |
| Option 3              | \$9,663.06   | \$115,956.72 | 10.00%         |



# PROPERTY PHOTOS



# TENANT OVERVIEW

Year Founded  
1866

Headquarters  
Lexington, KY

Ownership Status  
Public Company

Employees  
11,000+

Locations  
1,800+

Annual Revenue  
Approx. \$1.62 B



## Tenant Overview

Valvoline is a leading provider of automotive preventive maintenance services, operating one of the largest quick-lube service networks in North America. With a brand history spanning over 150 years, Valvoline has built a strong reputation for reliability, convenience, and high-quality vehicle care. The company specializes in quick oil changes and a comprehensive suite of maintenance services, serving millions of customers annually through its growing network of company-owned and franchised locations. Valvoline's strong brand loyalty, streamlined operating model, and consistent performance make it a stable and attractive tenant in the automotive service sector.

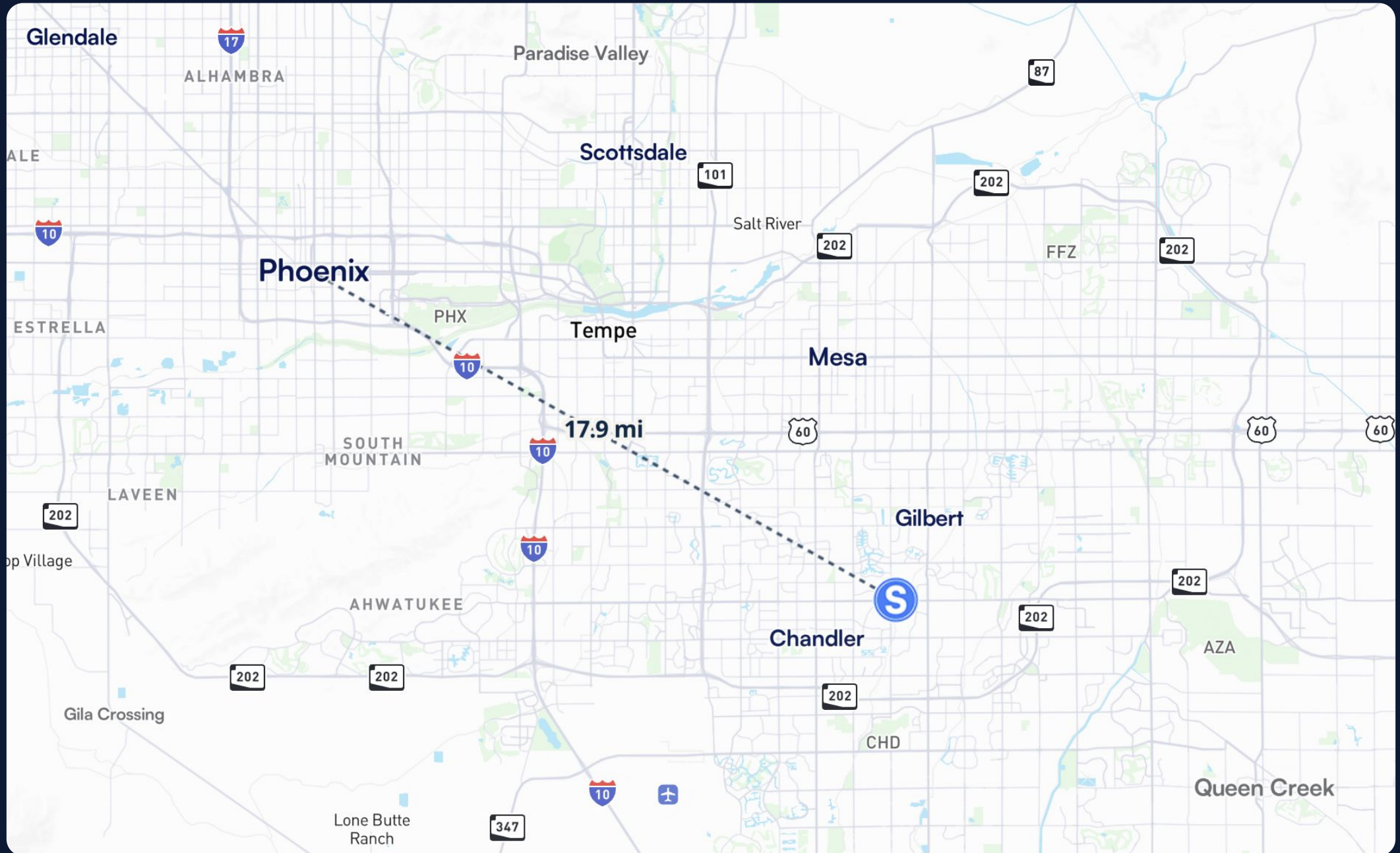
## Why Invest in Valvoline?

- **Essential, Recession-Resistant Business Model** – Automotive maintenance is a necessity regardless of economic cycles, supporting stable long-term demand.
- **Strong National Brand** – Over a century of brand presence drives high customer recognition and repeat business.
- **Growing Footprint** – Continued expansion of service locations enhances market presence and strengthens long-term occupancy.
- **Operational Stability** – Simple, service-driven business model with predictable revenue and minimal exposure to e-commerce disruption.
- **Attractive Lease Structures** – Typically features long-term NNN leases, providing passive income and limited landlord responsibilities.
- **Industry Tailwinds** – Increasing average vehicle age and rising vehicle ownership support ongoing demand for maintenance services.

# MARKET OVERVIEW

**Valvoline**

670 W Ray Rd, Gilbert, AZ 85233



# Gilbert, AZ

89% Of workers in Gilbert *commute by car*

275,000  
Total Population

\$110,000  
Median HH Income



## Local Market Overview

Gilbert is a rapidly growing town located in the southeast Phoenix metropolitan area and is known for its strong residential appeal, modern infrastructure, and well-planned communities. The market is characterized by newer housing stock, a high concentration of owner-occupied homes, and a population made up largely of working professionals and families. Gilbert is widely recognized for its quality of life, strong school systems, and continued expansion of commercial and mixed-use developments.

Gilbert continues to be one of the strongest growth markets in the Phoenix metro, supported by steady in-migration and ongoing residential development. The local economy benefits from a strong base of professional employment, higher household incomes, and a well-educated workforce. Retail, healthcare, education, and business services remain key drivers, and the area continues to attract new investment due to its demographics, housing demand, and regional job growth.

## Property Demographics

| Population               | 1-Mile    | 3-Mile    | 5-Mile    |
|--------------------------|-----------|-----------|-----------|
| Current Year Estimate    | 15,486    | 134,463   | 334,410   |
| Five-Year Projection     | 15,854    | 138,402   | 345,306   |
| Households               | 1-Mile    | 3-Mile    | 5-Mile    |
| Current Year Estimate    | 5,526     | 47,938    | 120,148   |
| Five-Year Projection     | 5,657     | 49,368    | 124,116   |
| Income                   | 1-Mile    | 3-Mile    | 5-Mile    |
| Average Household Income | \$160,654 | \$133,995 | \$137,881 |

# Phoenix, Arizona MSA

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, AZ

## Driving Dynamic Southwest Growth

### Discover the Valley of the Sun

Phoenix has consistently ranked as one of the top real estate markets 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.

**#1**

**Largest MSA in Arizona**  
U.S. Census Bureau

**#14**

**Highest U.S. Metropolitan GDP**

**#4**

**Best Performing U.S. Cities**  
Milken Institute (2022)

**#10**

**Largest U.S. MSA**  
U.S. Census Bureau

**#5**

**Fastest Growing Metro in the U.S.**

**#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



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**alex.desoto@matthews.com**

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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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