



OFFERING MEMORANDUM

SALEM FURNITURE

# Indian School Crossing — Single-Tenant NNN Retail

12450 E Indian School Rd · Scottsdale · AZ · 85256

# Investment Highlights

- Long-duration income from AutoZone Stores, Inc. with BBB (S&P) credit profile.
- 15-year primary term with 1.25% annual escalations supports underwritten NOI growth.
- Absolute NNN — tenant responsible for all property expenses including roof + structure.
- Submarket fundamentals — Scottsdale / Pima Crossing — are stable to improving on rent and vacancy.
- Going-in cap rate ({{val.goingInCapRate}}) priced at or below recent comparable trades.

<b>PURCHASE PRICE</b> <b>\$4,250,000</b>	<b>GOING-IN CAP</b> <b>6.32%</b>	<b>LTV</b> <b>65.00%</b>
<b>DSCR</b> <b>1.23x</b>	<b>IRR</b> <b>8.64%</b>	<b>EQUITY MULTIPLE</b> <b>1.85x</b>

---

# Property Overview

---

<b>PROPERTY TYPE</b>	retail
<b>ANALYSIS TYPE</b>	commercial
<b>RENTABLE SF</b>	14,820
<b>YEAR BUILT</b>	2019
<b>SITE AREA</b>	1.42 acres
<b>PARKING</b>	64 spaces (4.3 / 1,000 SF)

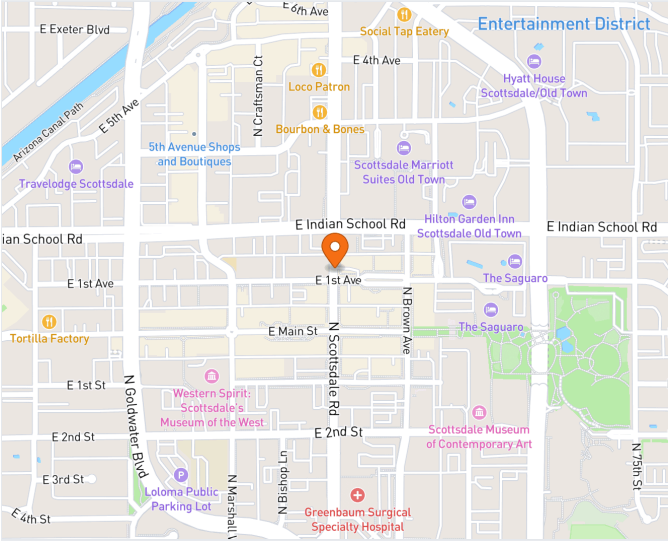
EXAMPLE

# Property Photos

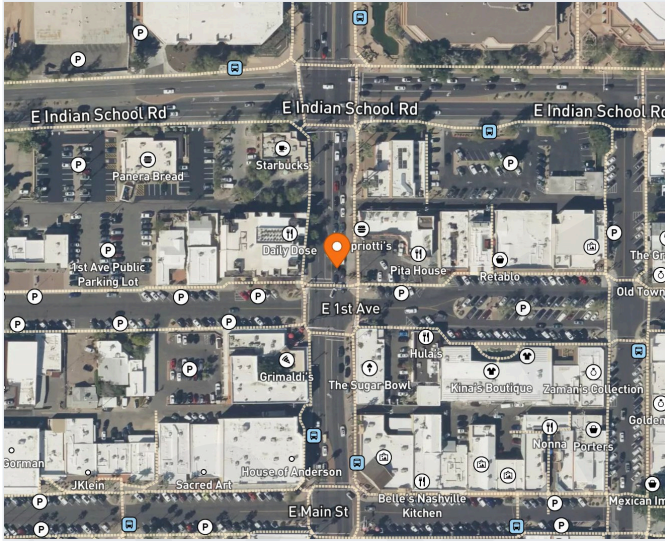


EXTRA

# Location



Street view



Aerial view

## DEMOGRAPHICS — 2025 ESTIMATE, ESRI

	1-MILE RADIUS	3-MILE RADIUS	5-MILE RADIUS
Population	12,840	94,720	241,580
Households	5,210	38,910	98,420
Median HHI	\$112,400	\$104,800	\$98,200
Avg HHI	\$148,200	\$139,500	\$131,800
Daytime Pop	18,560	128,400	312,750
5-Yr Growth	+1.8% / yr	+1.5% / yr	+1.3% / yr

# Financial Performance

## ANNUAL OPERATING STATEMENT

### Pro Forma

YEAR	GPR	VACANCY	EGI	OPEX	NOI	DEBT SERVICE	BTCF
Y1	\$274,170	\$0.00	\$274,170	\$5,483	<b>\$268,687</b>	\$218,680	\$50,006
Y2	\$277,597	\$0.00	\$277,597	\$5,552	<b>\$272,045 ▲</b>	\$218,680	\$53,365
Y3	\$281,067	\$0.00	\$281,067	\$5,621	<b>\$275,446 ▲</b>	\$218,680	\$56,765
Y4	\$284,580	\$0.00	\$284,580	\$5,692	<b>\$278,889 ▲</b>	\$218,680	\$60,208
Y5	\$288,138	\$0.00	\$288,138	\$5,763	<b>\$282,375 ▲</b>	\$218,680	\$63,695
Y6	\$291,739	\$0.00	\$291,739	\$5,835	<b>\$285,905 ▲</b>	\$218,680	\$67,224
Y7	\$295,386	\$0.00	\$295,386	\$5,908	<b>\$289,478 ▲</b>	\$218,680	\$70,798
Y8	\$299,078	\$0.00	\$299,078	\$5,982	<b>\$293,097 ▲</b>	\$218,680	\$74,417
Y9	\$302,817	\$0.00	\$302,817	\$6,056	<b>\$296,761 ▲</b>	\$218,680	\$78,080
Y10	\$306,602	\$0.00	\$306,602	\$6,132	<b>\$300,470 ▲</b>	\$218,680	\$81,790

GPR · Gross Potential Rent · EGI · Effective Gross Income · OPEX · Operating Expenses · NOI · Net Operating Income · BTCF · Before-Tax Cash Flow

# Returns Analysis

IRR

8.64%

Levered · 10-year hold · base case

EQUITY MULTIPLE

1.85x

Total equity multiple at exit

CASH-ON-CASH

3.36%

Year-1, after debt service

DSCR

1.23x

Year-1, on stabilized NOI

REFERENCE SET

# Sale Comparables

PROPERTY	CITY	SALE DATE	PRICE	SF	\$ / SF	CAP	TERM	CREDIT
Walgreens — 7320 E Bell Rd	Scottsdale, AZ	Feb 2026	\$5,150,000	14,990	\$343	6.10%	12 yrs remaining	BBB
AutoZone — 4815 E Cactus Rd	Phoenix, AZ	Dec 2025	\$4,420,000	14,820	\$298	6.35%	14 yrs remaining	BBB
Dollar General — 10515 N Tatum Blvd	Phoenix, AZ	Oct 2025	\$3,910,000	9,100	\$430	6.50%	11 yrs remaining	BBB
7-Eleven — 16210 N Scottsdale Rd	Scottsdale, AZ	Aug 2025	\$4,775,000	3,200	\$1,492	5.85%	15 yrs remaining	A
<b>Subject (this OM)</b>	Scottsdale, AZ	For sale	\$4,250,000	14,820	\$287	<b>6.32%</b>	15 yrs remaining	BBB

Comp set drawn from public sale records, broker tear sheets, and CoStar within the trade area over the trailing 9 months. Subject highlighted in ember. Pricing band of \$287-\$430 / SF and cap rates of 5.85-6.50% bracket the subject and support the offering price.

CONFIDENTIAL

# For Further Information

---

## AI Underwriting Real Estate Advisors

Senior Investment Team · Acquisitions & Underwriting

**DIRECT**

+1 (480) 555-0142

**EMAIL**

investments@aiunderwriting.net

**WEB**

aiunderwriting.net

---

Generated 2026-05-13 · Report rpt\_mpj51fnxmp4niczw

EXAMPLE

---

# Disclaimers

---

## **DISCLAIMER-CANONICAL**

This report is provided for informational and analytical purposes only. It does not constitute an appraisal, valuation certification, credit decision, lending commitment, agency approval, legal advice, tax advice, or investment advice. The user is responsible for verifying all assumptions, data sources, and document support. AI Underwriting is not a lender, broker-dealer, fiduciary, or licensed appraiser.

## **DISCLAIMER-AI-MEMO**

AI-generated narrative is a draft and may not reflect all material facts. Numeric values are bound to engine outputs; narrative interpretation is not advice. Review before external sharing.

## **DISCLAIMER-AVM-NON-CLAIM**

Property valuation estimates are not Automated Valuation Models under 12 CFR 1026.42(i). They are not intended for use by mortgage originators or secondary-market issuers in determining the collateral value of a consumer principal dwelling.

## **DISCLAIMER-USPAP-NON-CLAIM**

This analysis is not a USPAP-compliant appraisal. It is an investment-analysis tool. Engage a state-licensed or certified appraiser for appraisal purposes.

## **DISCLAIMER-DATA-PROVENANCE**

Property data provided in part by ATTOM Data, public records, SEC EDGAR, FRED, U.S. Census Bureau, and HMDA. Sources are cited per data field in the source-map appendix.