

# BUYER CAPITALIZES ON VALUE ADD OFF MARKET ACQUISITION

**PLAZA AT GUADALUPE & HAWES**  
**8523-8257 E GUADALUPE ROAD**  
**MESA, AZ 85212**

## TRANSACTIONAL SUMMARY

**ASSET TYPE:** Multi-Tenant Retail Building

**SIZE:** 35,283 SF

**SELLER:** Five Timbers

**BUYER:** MM George, LLC

## TESTIMONIAL:

"I would highly recommend the LevRose Retail Team. Our experience working with them in our search for a multi-tenant retail shopping center was nothing short of exceptional. Trenton, Danielle, and Branden displayed an unwavering commitment to our project from day one. They worked diligently to identify the ideal multi-tenant retail shopping center that would meet our specific needs. What truly set them apart was their comprehensive approach. They were involved in every step of the transaction process, from start to finish. Their dedication was evident through the hard work and long hours they put into our project. Their tireless efforts were instrumental in helping us achieve our goals and ensured a seamless transaction. Their extensive knowledge of the Phoenix Valley real estate market was evident in every recommendation and decision they made. Trenton, Danielle, and Branden's commitment to our success was not only commendable but also incredibly effective. They are a team that goes above and beyond for their clients, and we couldn't have asked for better partners in our real estate endeavors. Based on our experience working with them, I would highly recommend the LevRose Commercial Real Estate team to any landlord or tenant seeking top-tier real estate professionals. Their expertise, dedication, and superb knowledge of the Phoenix Valley make them an invaluable asset. We have complete confidence in their ability to deliver outstanding results, and we are grateful for the exceptional service they provided."

- Kevin Fickle



**CLICK TO LEARN ABOUT  
LEVROSE**



**CLICK TO LEARN ABOUT  
THE RETAIL TEAM**

## SITUATION:

Kevin, a relatively new but savvy investor in the retail category of Arizona real estate approached the LevRose Retail Team to discuss what opportunities may exist and that would fit his investment strategy. He was looking to find an opportunity that had vacancy in place, a decent CAP rate on the "as-is" income and possibly shadowing a grocer. Once the team had full understanding of what Kevin's needs were, they got to work, making calls and having off-market discussion to stir up an opportunity.

## SOLUTION:

The LevRose Retail Team collectively put together a list of opportunities that existed along with properties that they had past experience with and felt would be a good fit. Almost immediately, the team was able to bring Plaza at Guadalupe and Hawes to the table given the relationship it held with the owners of the center. Knowing that the owners had other projects going on and that there was potential for them to sell and bring more capital to their new projects, this was an ideal fit for both, the buyer and seller.

## RESULT:

- The LevRose Retail Team was able to successfully and demonstrate explain where the opportunity was with the 74% occupied center.
- After performing an opinion of value on the center with the seller, the team and seller were able to come to an agreement where the property would most likely trade.
- Buyer was presented the opportunity, off-market, reviewed the information and agreed with the pricing.
- LevRose presented an offer and helped both parties come to final terms, allowing the seller time to close in order to fulfill their 1031 Exchange.
- Both parties walked away happy with the final terms of \$4,790,000 at a 7.61% CAP rate with 36% vacancy to backfill.
- Vacancy is now below 5%.

## TRENT MCCULLOUGH

Partner  
480.294.6582  
tmccullough@levrose.com

## DANIELLE DAVIS

Partner  
480.294.6017  
ddavis@levrose.com

## BRANDEN MONDRAGON

Senior Advisor  
480.289.4234  
bmondragon@levrose.com