



FOR SALE | LAND

SCOTTSDALE MULTI-FAMILY LAND FOR DEVELOPMENT

7660 E McKellips | Scottsdale, AZ 85257



PRESENTED BY:

DAVID LANEY

Executive Director
480.719.2496
david.laney@svn.com
AZ #BR629946000

DAVID BENZING

Advisor
480.626.0173
david.benzing@svn.com
AZ #SA656274000

ART RULLO

Advisor
480.626.0181
art.rullo@svn.com
AZ #SA53/04/00 000

PROPERTY HIGHLIGHTS

- 13.39 acres located in South Scottsdale
- Bordered to the East by McKellips Lake Park
- Minutes to ASU, Old Town Scottsdale and Downtown Phoenix



All SVN® Offices Independently Owned & Operated.
The information listed above has been obtained from sources we believe to be reliable, however, we accept no responsibility for its correctness.



DISCLAIMER

SCOTTSDALE MULTI-FAMILY LAND FOR DEVELOPMENT | 13.39 ACRES | SCOTTSDALE, AZ

The material contained in this Offering Brochure is furnished solely for the purpose of considering the purchase of the property within and is not to be used for any other purpose. This information should not, under any circumstances, be photocopied or disclosed to any third party without the written consent of the SVN® Advisor or Property Owner, or used for any purpose whatsoever other than to evaluate the possible purchase of the Property.

The only party authorized to represent the Owner in connection with the sale of the Property is the SVN Advisor listed in this proposal, and no other person is authorized by the Owner to provide any information or to make any representations other than contained in this Offering Brochure. If the person receiving these materials does not choose to pursue a purchase of the Property, this Offering Brochure must be returned to the SVN Advisor.

Neither the SVN Advisor nor the Owner make any representation or warranty, express or implied, as to the accuracy or completeness of the information contained herein, and nothing contained herein is or shall be relied upon as a promise or representation as to the future representation of the Property. This Offering Brochure may include certain statements and estimates with respect to the Property. These Assumptions may or may not be proven to be correct, and there can be no assurance that such estimates will be achieved. Further, the SVN Advisor and the Owner disclaim any and all liability for representations or warranties, expressed or implied, contained in or omitted from this Offering Brochure, or any other written or oral communication transmitted or made available to the recipient. The recipient shall be entitled to rely solely on those representations and warranties that may be made to it in any final, fully executed and delivered Real Estate Purchase Agreement between it and Owner.

The information contained herein is subject to change without notice and the recipient of these materials shall not look to Owner or the SVN Advisor nor any of their officers, employees, representatives, independent contractors or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Brochure are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

This Offering Brochure is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Brochure or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and the SVN Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.



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TABLE OF CONTENTS

SCOTTSDALE MULTI-FAMILY LAND FOR DEVELOPMENT | 13.39 ACRES | SCOTTSDALE, AZ

1. PROPERTY INFORMATION	4
Executive Summary	5
Property Description	6
Additional Photos	7
Location Maps	8
2. SALE COMPARABLES	9
Sale Comps	10
Sale Comps Summary	12
Sale Comps Map	13
3. SAMPLE MARKETING MATERIAL	14
Sample - Property Website	15
Sample - Email Campaign	16
4. ABOUT SPERRY VAN NESS	17
About Sperry Van Ness	18
Why Sperry Van Ness	19
Multifamily Representative Closings_FOR WEB.pdf [1]	20
Land Representative Closings_FOR WEB.pdf [1]	21
5. ADVISOR BIOS	22
Advisor Bio & Contact 1	23
Advisor Bio & Contact 2	24



1 | PROPERTY INFORMATION



Executive Summary



SALE OVERVIEW

SALE PRICE:	\$1,344,261 / Acre
LOT SIZE:	13.39 Acres
APN #:	85 Different APN #'S
ZONING:	M - H
MARKET:	Phoenix
SUB MARKET:	Scottsdale / Tempe
CROSS STREETS:	McKellips Rd & Miller Rd

PROPERTY DESCRIPTION

The subject property consists of 13.39 acres that is currently being utilized as a mobile home community. This site represents one of the last large lots available in the market for multi-family development. The subject property borders with McKellips Lake Park a regional green belt developed by the city of Scottsdale. The subject property additionally has lake access to the east of the property making this an additional amenity to residents in any new development. Centrally located in the Phoenix Metro as well as having close proximity to the city of Tempe, Arizona State University and Downtown Scottsdale.



Property Description

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The subject property consists of 13.39 acres that is currently being utilized as a mobile home community. This site represents one of the last large lots available in the market for multi-family development. The subject property borders with McKellips Lake Park a regional green belt developed by the city of Scottsdale. The subject property additionally has lake access to the east of the property making this an additional amenity to residents in any new development. Centrally located in the Phoenix Metro as well as having close proximity to the city of Tempe, Arizona State University and Downtown Scottsdale.

LOCATION OVERVIEW

The property is located in South Scottsdale, Arizona a very rapidly growing area that is underserved by Multi-Family development. Located within a few blocks of Scottsdale Road and Hayden Rd. and has easy access to both Interstates 101 and 202. The development would be bordered by the city of Scottsdale's green belt park that features the McKellips Lake Park. Additional area amenities include Papago Park (Zoo), and Sky Harbor International Airport for traveling professionals. The development's would serve students and employees of Arizona State University (ASU) as well workers in the Downtown/Old Town Scottsdale. The area has a high walkability score for residents.

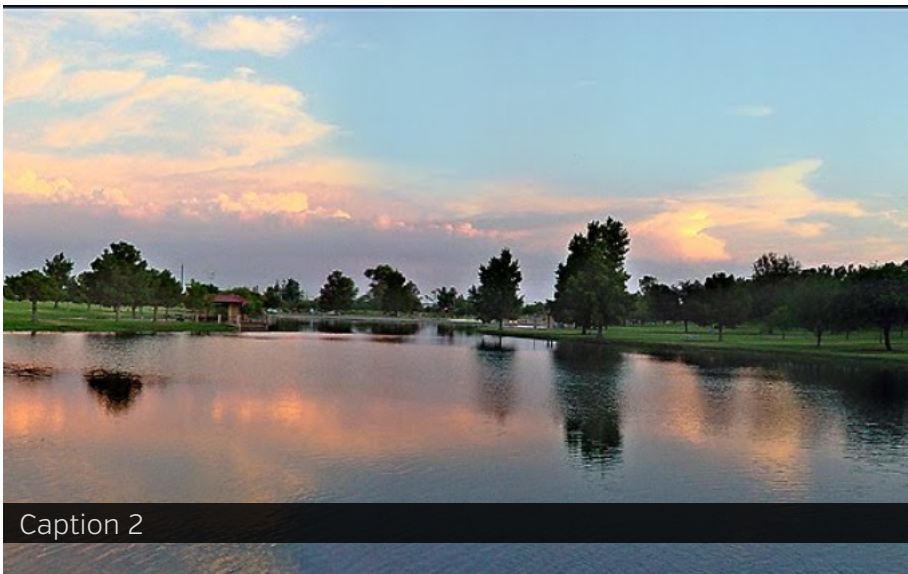




Additional Photos



Caption 1



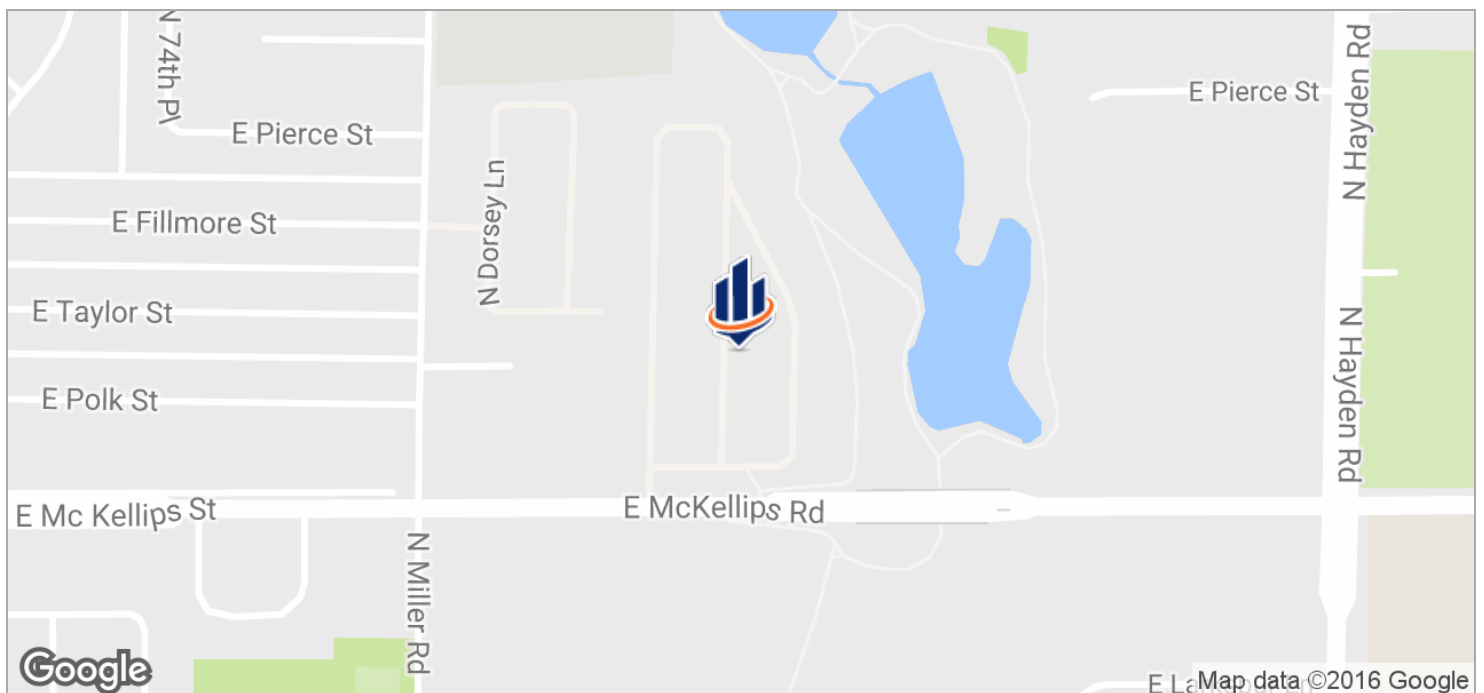
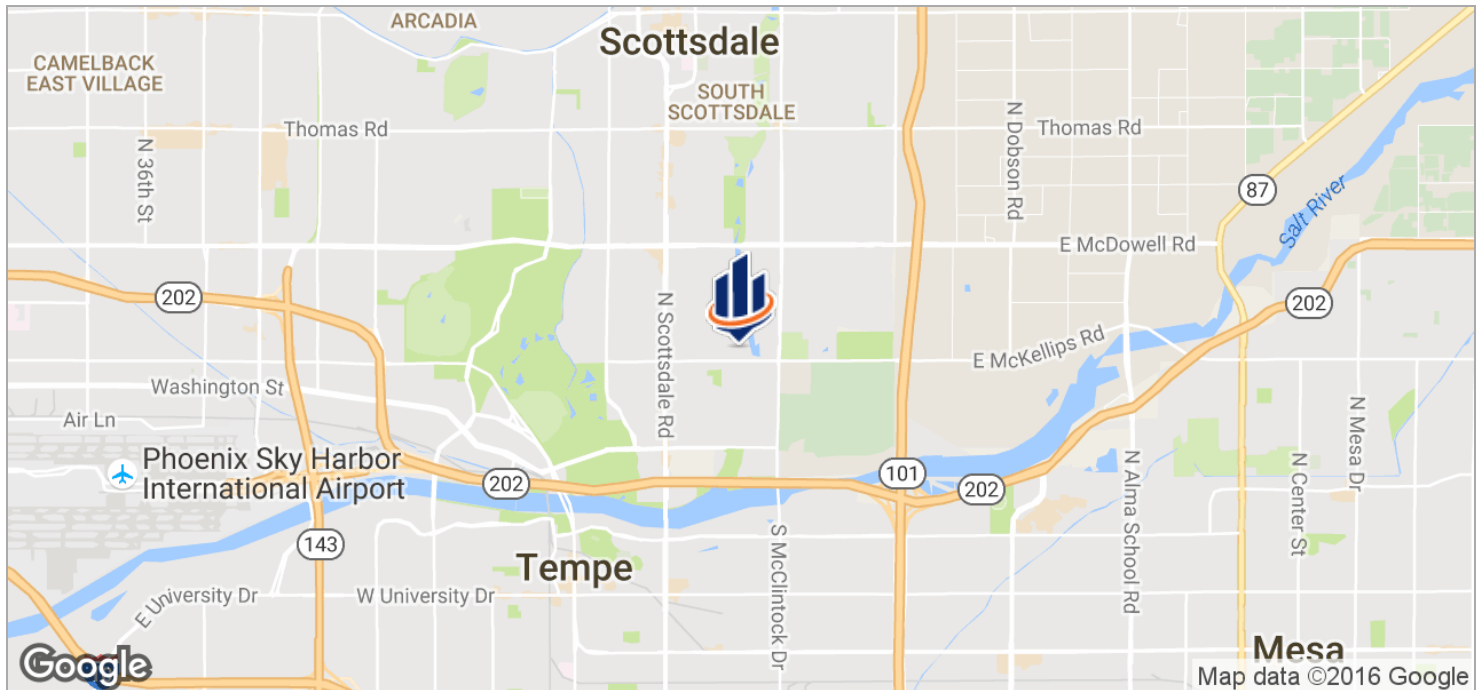
Caption 2



Caption 3



Location Maps





2 | SALE COMPARABLES



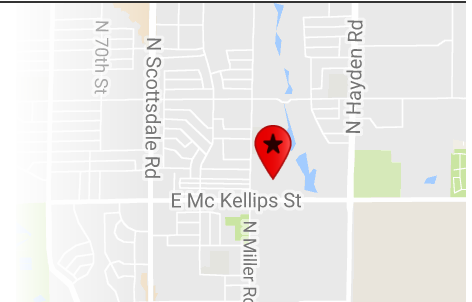
Sale Comps



SUBJECT PROPERTY

7660 E McKellips | Scottsdale, AZ 85257

Sale Price: \$1,344,261 / Lot Size: 13.39 AC
Price PSF: \$30.86 Price / AC: \$1,344,262



PLANNED AGAVE OLD TOWN SCOTTSDALE

SW of E Osborn Rd & Scottsdale Rd | Scottsdale, AZ 85251

Sale Price: \$14,895,000 Lot Size: 7.1 AC
Year Built: 1984 Building SF: 309,276 SF
Price PSF: \$48.16 Closed: 09/04/2015



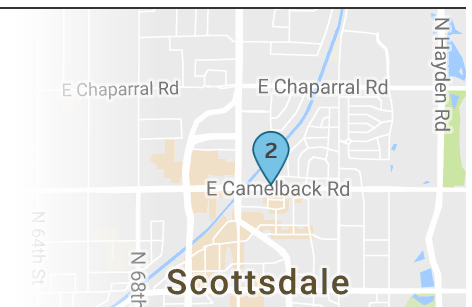
Former Red Lobster restaurant / Olive Garden being redeveloped to Multifamily Condominiums.



CAMELBACK RD & 73 ST.

NW of E Camelback Rd & N 73 St | Scottsdale, AZ 85251

Sale Price: \$18,000,000 Lot Size: 8.31 AC
Price PSF: \$49.73 Price / AC: \$2,166,064
Closed: 12/31/2014



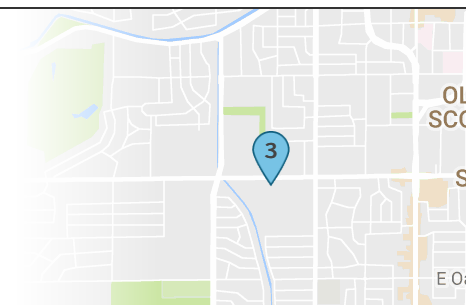
Planned Multifamily development.



MERITAGE HOMES

6525 E Thomas | Scottsdale, AZ 85251

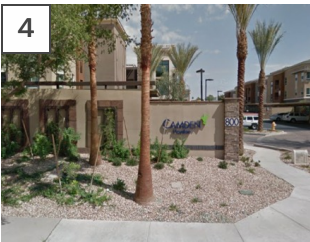
Sale Price: \$8,500,000 Lot Size: 10 AC
Price PSF: \$19.51 Price / AC: \$850,000
Closed: 03/07/2014



Former warehouse redevelopment project.



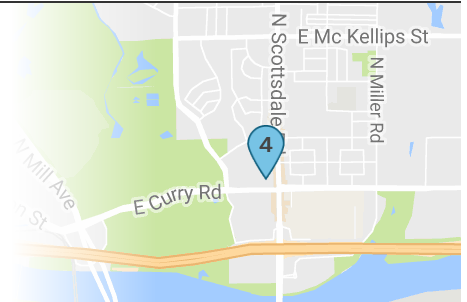
Sale Comps



CAMDEN HAYDEN

800 E Curry Rd | Tempe, AZ 85281

Sale Price:	\$9,243,000	Lot Size:	7.8 AC
Price PSF:	\$27.20	Price / AC:	\$1,185,000
Closed:	06/06/2013		



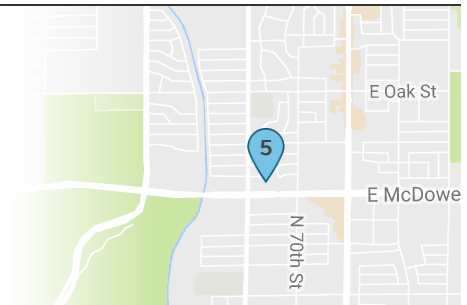
Former strip mall, redevelopment project



FORMER AUTO DEALERSHIP BUILDING

6850 E. McDowell Rd. | Scottsdale, AZ 85257

Sale Price:	\$6,000,000	Lot Size:	5.1 AC
Price PSF:	\$27.01	Price / AC:	\$1,176,470
Closed:	08/22/2016		



Former Auto Dealership

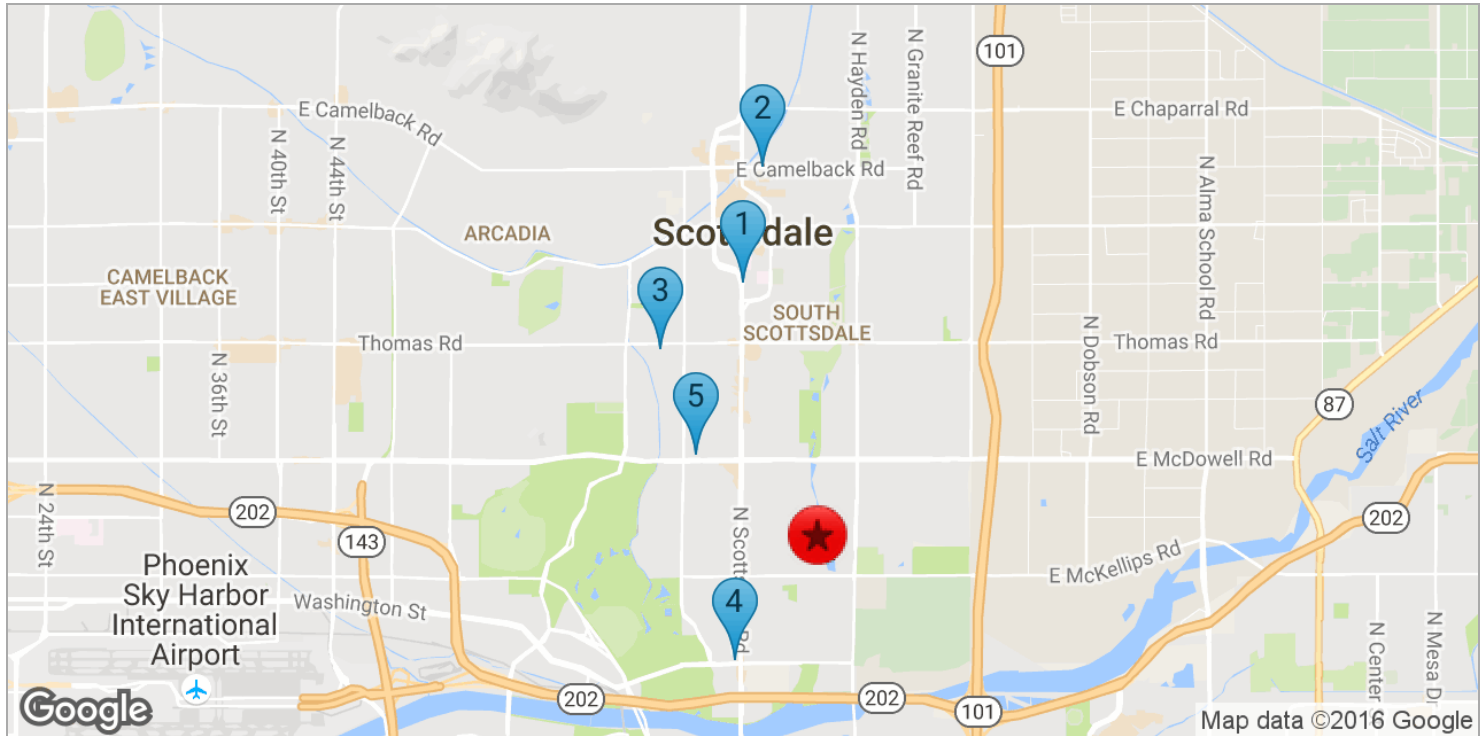


Sale Comps Summary

	SUBJECT PROPERTY	PRICE	LOT SIZE	PRICE/SF	PRICE/AC
	 South Scottsdale Developable Land 7660 E McKellips Scottsdale, AZ 85257	\$1,344,261 / acre	13.39 AC	\$30.86	\$1,344,262
	SALE COMPS	PRICE	LOT SIZE	PRICE/SF	PRICE/AC
1	Planned Agave Old Town Scottsdale SW of E Osborn Rd & Scottsdale Rd Scottsdale, AZ 85251	\$14,895,000	7.1 AC	\$48.16	\$2,097,887
2	Camelback Rd & 73 St. NW of E Camelback Rd & N 73 St Scottsdale, AZ 85251	\$18,000,000	8.31 AC	\$49.73	\$2,166,064
3	Meritage Homes 6525 E Thomas Scottsdale, AZ 85251	\$8,500,000	10 AC	\$19.51	\$850,000
4	Camden Hayden 800 E Curry Rd Tempe, AZ 85281	\$9,243,000	7.8 AC	\$27.20	\$1,185,000
5	Former Auto Dealership Building 6850 E. McDowell Rd. Scottsdale, AZ 85257	\$6,000,000	5.1 AC	\$27.01	\$1,176,470
		PRICE	LOT SIZE	PRICE/SF	PRICE/AC
	TOTALS/AVERAGES	\$11,327,600	7.66 AC	\$33.95	\$1,478,798



Sale Comps Map

**SUBJECT PROPERTY**

7660 E McKellips | Scottsdale, AZ 85257

- | | | |
|---|--|--|
| 1 PLANNED AGAVE OLD TOWN SCOTTSDALE
SW of E Osborn Rd & Scottsdale Rd
Scottsdale, AZ 85251 | 2 CAMELBACK RD & 73 ST.
NW of E Camelback Rd & N 73 St
Scottsdale, AZ 85251 | 3 MERITAGE HOMES
6525 E Thomas
Scottsdale, AZ 85251 |
| 4 CAMDEN HAYDEN
800 E Curry Rd
Tempe, AZ 85281 | 5 FORMER AUTO DEALERSHIP BUILDING
6850 E. McDowell Rd.
Scottsdale, AZ 85257 | |



3 | SAMPLE MARKETING MATERIAL



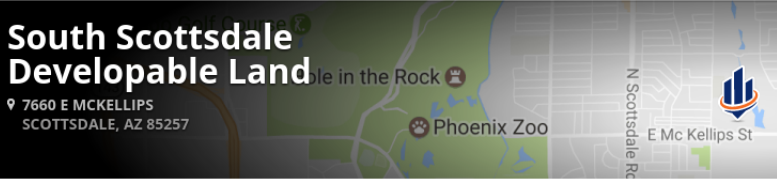
Sample - Property Website

Dedicated Property Website



South Scottsdale Developable Land

7660 E MCKELLIPS
SCOTTSDALE, AZ 85257

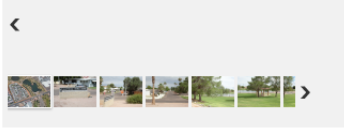


[OVERVIEW](#) [PHOTOS](#) [VIEW ON MAP](#)

Scottsdale Multi-Family Land For Development



[VIEW ALL](#) 1/10 PHOTOS



PRICE:	\$1,344,261 / acre
PROPERTY TYPE:	Land
LOT SIZE:	13.39 Acres

Highlights

- Large Parcel of 13.39 acres located in South Scottsdale
- M-H Zoning for Multi-Family Development
- Bordered to the East by McKellips Lake Park For Tenant Amenities
- Minutes to ASU, Old Town Scottsdale and Downtown Phoenix

Description

The subject property consists of 13.39 acres that is currently being utilized as a mobile home community. This site represents one of the last large lots available in the market for multi-family development. The subject property borders with McKellips Lake Park a regional green belt developed by the city of Scottsdale. The subject property additionally has lake access to the east of the property making this an additional amenity to residents in any new development. Centrally located in the Phoenix Metro as well as having close proximity to the city of Tempe, Arizona State University and Downtown Scottsdale.

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[Contact Us](#)



David Laney
Executive Director
david.laney@svn.com
480.719.2496
505.286.2060



David Benzing
Advisor
david.benzing@svn.com
480.626.0173
480.395.6170



Art Rullo
Advisor
art.rullo@svn.com
480.626.0181
602.909.2517



Sample - Email Campaign

HTML Email Marketing Campaigns

For Sale | 7660 E McKellips | SVN | RealStar Advisors | Featured Listing



David Laney | 480.719.2496 | [Email](#)
AZ #BR629946000
NM #148038

David Benzing | 480.626.0173 | [Email](#)
AZ #SA656274000

Art Rullo | 480.626.0181 | [Email](#)
AZ #SA530400000

Scottsdale Multi-Family Land For Development

7660 E McKellips | Scottsdale, AZ 85257



Price: \$1,344,261 / acre
Lot Size: 13.39 Acres
Zoning: M - H

[View Full Listing](#)

Highlights & Location

- » Large Parcel of 13.39 acres located in South Scottsdale
- » M-H Zoning for Multi-Family Development
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- » Minutes to ASU, Old Town Scottsdale and Downtown Phoenix



[View Full Map](#)

Additional Photos



For more information contact:

DAVID LANEY
AZ #BR629946000
NM #148038
Executive Director
(O) 480.719.2496 | (F) 480.648.2396
(E) david.laney@svn.com

DAVID BENZING
AZ #SA656274000
Advisor
(O) 480.626.0173 | (F) 480.648.2396
(E) david.benzing@svn.com

ART RULLO
AZ #SA530400000
Advisor
(O) 480.626.0181 | (F) 480.648.2396
(E) art.rullo@svn.com



10789 N. 90TH ST., SUITE 203 | SCOTTSDALE, AZ 85260 | 480.719.2496

We obtained the information above from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.

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4 | ABOUT SPERRY VAN NESS



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About Sperry Van Ness

It's a different world out there – the commercial real estate landscape has changed; it has perhaps changed forever. We don't need to tell you times are challenging, your own experience has proven the need for different strategies and direction. You have demanded a different kind of broker – a proactive, collaborative, and proven advisor with deep local knowledge and a broad national footprint. The SVN Company of Affiliates has what you need.

Because It's Right.

Our culture is designed to ensure that our interests are aligned with those we serve. Why? Because it's right. We have a long and very public history of setting the industry standard in this regard. Every SVN® company affiliate must agree in writing to abide by our Core Covenants – the first of which is this primary covenant: "I place my client's interests above my own..." These covenants are more than mere words, they allow us to breathe and align as one organization. They offer you the confidence of knowing our entire organization of affiliates is always thinking of what is best for you. It's a different standard, driven by a different focus and supported by a unique, committed and passionate culture built to challenge the status quo.

Why? **Because It's Right.**

Defined.

Our message isn't about us – it's about you. We understand that your success is our success and we never lose sight of that. We like to think that we have some of the brightest minds in the industry, an innovative approach, a culture of sharing and collaboration, and a relentless commitment to service; but we prefer to let our actions and results speak louder than words.

Vision.

Our vision can be best summarized by our clear recognition that we have only one niche – our client. The bottom line is that we are built to serve your needs across asset classes, practice areas, and geographic boundaries. If you have a need we have both the capability and the competency to insure a successful execution.

Leadership.

The SVN Company of Affiliates has an executive team with tremendous integrity, continuity and experience. Along with our industry veterans, we embrace the talents and insights of our next generation of leaders. You asked us to harness the incredible power that comes from the blending of institutional talent with a results-driven, entrepreneurial approach to doing the business – and we listened.

Wall Street To Main Street.

We believe the SVN company of affiliates simply has the best footprint in the market. We realize that transactions don't just occur in major markets, and as such we have uniquely built our brand around a platform that focuses on your needs. Our affiliates have offices in major markets, as well as second and tertiary market. Whether you're seeking acquisition, disposition, advisory, management, or capital markets assistance, we stand ready to serve your needs. Lipsey Co. has ranked the Sperry Van Ness organization as one of the most recognized commercial real estate brands in the US for a reason – we know how to deliver a certainty of execution for our clients.

Tenacious.

There are many things that go into creating a best-in-class commercial real estate company of affiliates or CRE Brand. While ours offers proven and emerging technologies, an innovative business model, a strategic footprint and a culture of collaboration and sharing, it is our tenacity that is the defining difference. Our affiliates understand our value is in breaking down barriers and accelerating results for our clients. We know that we don't earn your business by telling you how wonderful we are, but by creating a certainty of execution you can depend upon. We learned long ago that it doesn't cost anything to work hard; it just takes a commitment to a work ethic which is deeply ingrained in the SVN® culture. It is this tenacious approach to relentlessly earn your business that has built the numerous longterm client relationships for our affiliates, and which continues to validate our beliefs and efforts. If you want evidence of our tenacity, look no further than our comprehensive approach to marketing. Every asset marketed within our system, SVN Connect®, receives its own custom online presence cross-linked to a variety of other industry portals and fully integrate into state-of-the-art social media and search engine marketing campaigns. We further augment our marketing efforts with National marketing opportunities, email and telesales efforts to proprietary investor and broker databases, and options like our accelerated marketing platform. We simply leave no stone unturned.





Why Sperry Van Ness

Rand Sperry and Mark Van Ness first met while working on opposing sides of an investment deal in 1977. Mark's client wanted to purchase a property listed by Rand, whose firm did not cooperate with outside brokers.

Imagine if your own broker actually discouraged buyers from bidding on your property! It happens everyday.

Mark represented his client in the transaction, but received only a small referral fee – not a commission from Rand's broker. This common practice of broker exclusion causes properties to sell for less than their actual value, or not sell at all. The proof? Mark sold the same property soon after, demonstrating the value of full broker cooperation – with a 400 percent profit for his client.

“Giving up half your income in order to put clients first is something many brokers can't swallow.”

-Mark Van Ness

From Solution to Revolution

SVN was created in 1987 with a new philosophy: putting the client's interest first, by aggressively marketing to and cooperating with all brokers. This strategy creates a "bidding war" in the marketplace. In an industry where the status quo is to double end deals, SVN forged a new approach.

Maximum Competition Equals Maximum Value

Our philosophy "Maximum Competition Equals Maximum Value" separates us from all other national companies. We have a written policy of cooperation on every listing. No other brokerage firm does that! Even today, SVN remains the only firm that places the client's interests first, with our policy of marketing to the entire brokerage community



MULTIFAMILY PROPERTIES REPRESENTATIVE CLOSINGS

The following is a partial list of noteworthy closed transactions by SVN Advisors.

CLOSING PRICE	LOCATION	UNITS
\$5,625,000	Saint Charles, IL	71
\$5,850,000	Mesa, AZ	126
\$3,000,000	Abbeville, LA	120
\$1,500,000	Kansas City, MO	72
\$2,350,000	Dayton, OH	111
\$2,200,000	Dallas, TX	60
\$2,825,000	Tucson, AZ	112
\$160,000,000	Chicago, IL	160
\$4,900,000	Stockton, CA	84
\$3,393,976	Cocoa, FL	100
\$2,300,000	Chicago, IL	31
\$6,945,333	Youngstown, OH	200
\$4,998,000	San Francisco, CA	39
\$6,850,000	Hillsboro, OR	111
\$4,240,000	Decatur, AL	188
\$4,000,000	Baltimore, MD	84
\$3,200,000	Salem, OR	64
\$9,000,000	Charlotte, NC	144
\$9,100,000	Kent, WA	92
\$9,100,000	Glendale, AZ	260
\$3,500,000	Los Angeles, CA	48
\$2,550,000	Colorado Springs, CO	54
\$4,900,000	Tallahassee, FL	104
\$10,000,000	Orchard Park, NY	82
\$2,300,000	El Paso, TX	52

The following is a partial list of recently closed investment properties.

CLOSING PRICE	CITY, STATE	ACRES
\$2,400,000	Aventura, FL	1.71 Acres
\$962,500	Coldwater, MI	32 Acres
\$2,793,100	Cotulla, TX	101.92 Acres
\$5,000,000	Counties, NM	22,277 Acres
\$2,500,000	Escondido, CA	45 Acres
\$3,510,000	Homestead, FL	27 Acres
\$730,000	Idaho Falls, ID	77.5 Acres
\$2,000,000	Knoxville, TN	2 Acres
\$5,000,000	Melbourne, FL	495 Acres
\$2,975,000	Minden, NV	10.99 Acres
\$2,300,000	Pigeon Forge, TN	1.29 Acres
\$4,000,000	Rincon, GA	125 Acres



5 | ADVISOR BIOS



Advisor Bio & Contact 1



David Laney

Executive Director
SVN | RealStar Advisors

David Laney is the Executive Director for SVN/RealStar Advisors, office based in Scottsdale, Arizona. Mr. Laney brings to the office over 20 years of commercial real estate brokerage and property management experience. Mr. Laney has completed over \$155 Million in combined transactions conducted in both of the states of Arizona and New Mexico.

In addition, early in his career Mr. Laney had been an Asset Manager for Rosemont Realty (10th largest REIT) with its regional headquarters in Santa Fe and Albuquerque, New Mexico.

Mr. Laney provides his clients with the expertise in sales and leasing marketing strategies to create the maximum values for properties in the market. Mr. Laney also assist owners in finding commercial financing when necessary by reaching out to various lenders to give further insight and valuations of the properties. Mr. Laney prides himself as a "problem solver," consulting with clients to discover their future personal and business goals in order to create possible exit strategies for the disposition of assets when the timing is right for the client.

Mr. Laney's areas of focus include commercial investment properties, with further specialization of selling self storage businesses.

He is originally from Tulsa, Oklahoma and attended the University of Oklahoma in Norman.

Mr. Laney is licensed as a Designated Broker in both Arizona and New Mexico.

Memberships & Affiliations

CCIM Candidate
Arizona Self Storage Association
New Mexico Self Storage Association
Tempe Chamber of Commerce
Scottsdale Chamber of Commerce

NM #14803B

AZ #BR629946000

Phone: 480.719.2496

Fax: 480.648.2396

Cell: 505.286.2060

Email: david.laney@svn.com

Address: 10789 N. 90th St.

Suite 203

Scottsdale, AZ 85260





Advisor Bio & Contact 2



David Benzing

Advisor
SVN | RealStar Advisors

David Benzing as a Jr. Advisor joined Sperry Van Ness in April of 2015 and will focus his talents in the multi family market. David brings 17 years of experience in multi-family property management. David's experience includes working with industry leaders such as Greystar, Camden, Alliance and Fairfield.

David has been recognized with numerous company awards at the national level, attributed to techniques in budget control and property rehabilitation. David carries certifications in Crime Free Multi-Housing in numerous Valley cities along with EPA-Universal HVAC, and National Pool and Spa operator.

Mr. Benzing is an avid bowler and a weekend golfer. He currently resides in Mesa, Arizona with his wife, Amie and daughter, Kayla.

Memberships & Affiliations

EPA - HVAC Universal certification
National Pool & Spa Operator
Crime Free multi-housing for the cities of Mesa, Gilbert

AZ #SA656274000

Phone: 480.626.0173

Fax: 480.648.2396

Cell: 480.395.6170

Email: david.benzing@svn.com

Address: 10789 N. 90th St.
Suite 203
Scottsdale, AZ 85260

