

SOLAR ROAST COFFEE

3206 W NORTHERN AVENUE, PUEBLO, CO 81005

Marcus & Millichap
DUONG INVESTMENT GROUP



INVESTMENT OVERVIEW

Investment Highlights



Signalized Hard-Corner Position on West Northern Avenue ($\pm 23,000$ Cars Per Day)



Minutes From the Colorado State Fairgrounds, Drawing $\pm 430,000$ Annual Attendees to the Immediate Trade Area



Absolute NNN Lease With Zero Landlord Responsibilities for a Truly Passive, Management-Free Investment

Prime Retail Location

- ▶ Positioned Less Than 1/2 Mile From Interstate-25 ($\pm 51,000$ Vehicles Per Day) for Strong Regional Access and Visibility
- ▶ Dense Surrounding Trade Area With a 5-Mile Population Exceeding $\pm 100,300$ Residents, Supporting Consistent Daily Demand
- ▶ Strong Student and Daytime Draw From Colorado State University Pueblo and Pueblo Community College ($\pm 11,000$ Enrolled)
- ▶ Service-Based, E-Commerce-Resistant Café Use That Drives Habitual Daily Visits and Steady Traffic

Surrounding Retail & Demand Drivers

- ▶ Adjacent to a King Soopers and Walgreens Anchored Center and Near Sunset Plaza | National Credit Tenants Nearby Include Safeway, Family Dollar, Wells Fargo, and AutoZone
- ▶ Minutes From the Union Avenue Historic Business District, a Revitalized Downtown Destination on the Historic Arkansas Riverwalk With 50+ Shops, Restaurants, and Retailers
- ▶ Near the Pueblo Convention Center | ± 220 Events and $\pm 124,000$ Visitors Annually
- ▶ Close to the Historic Steel Manufacturing District Anchored by EVRAZ, One of the County's Largest Employers With 1,300+ Workers Producing ± 1.1 Million Tons of Steel Annually



INVESTMENT OVERVIEW

Tenant Spotlight

Solar Roast Coffee

Solar Roast Coffee is a Pueblo-based specialty coffee roaster and café concept known for its unique solar-powered roasting process and strong local identity. Founded in 2004 by brothers Michael and David Hartkop, the brand began with an inventive solar coffee roaster built from a satellite dish, plastic mirrors, and a roasting drum, eventually leading the company to Pueblo, Colorado in 2007 due to the region's strong solar exposure.



The company has developed a differentiated position within the coffee and beverage category by combining organic coffee, sustainable roasting practices, and a community-focused café experience. Solar Roast Coffee identifies itself as the inventor of the world's only commercial solar-powered coffee roaster and highlights a combustion-free roasting process designed to reduce environmental impact while producing smoother, less bitter coffee.

Solar Roast Coffee's offering includes retail cafés, online coffee sales, and wholesale opportunities for restaurants, grocery stores, and businesses. The company's official site notes that it ships daily to stores across the United States, further expanding the brand beyond its physical café footprint.

Founded	2004
Headquarters	Pueblo, CO

Company Growth

Solar Roast Coffee has grown from an experimental solar roasting concept into a recognizable Southern Colorado coffee brand with cafés in Pueblo, Pueblo West, Colorado Springs, and on the Colorado State University Pueblo campus. Current café listings include Main Street Pueblo, Northern Avenue in Southside Pueblo, Pueblo West, Colorado Springs, and CSUP.

The brand's growth is supported by a distinct sustainability-driven story, a certified organic product platform, and a café model that serves daily-use consumer demand through coffee, beverages, food items, and local menu offerings. Solar Roast Coffee's website states that its coffee is Certified 100% USDA and Colorado State Certified Organic, with a focus on single-origin coffees from around the world.

In addition to its café operations, Solar Roast Coffee has expanded through online sales and wholesale distribution, offering coffee to restaurants, grocery stores, and businesses. This multi-channel platform enhances brand reach while reinforcing Solar Roast Coffee's position as both a local café tenant and specialty coffee producer.

Website	solarroast.com
---------	--

Why Choose Solar Roast Coffee?

For commercial real estate investors, Solar Roast Coffee represents a locally established, experience-driven café tenant with a differentiated brand identity and recurring daily traffic drivers. Coffee tenants benefit from habitual customer visits, morning and afternoon daypart activity, and strong compatibility with neighborhood retail centers, campuses, and mixed-use corridors.

Solar Roast Coffee's Pueblo roots, sustainability-focused roasting process, organic product offering, and recognizable local following help distinguish the brand from conventional coffee operators. Its presence in multiple Colorado cafés, online retail, and wholesale channels supports broader brand awareness while maintaining the community-oriented appeal of an independent regional tenant.

For this location, Solar Roast Coffee provides a service-based, neighborhood-oriented use that complements surrounding retail traffic and adds a local destination component to the tenant mix.



INVESTMENT OVERVIEW

Aerial Photo

Pueblo Convention Center
- Hosts 220+ Events Annually
- 124,000 Annual Visitors

Union Avenue Historic Business District
- 50+ Shops, Restaurants, & Retail

Pueblo Community College
- ±6,700 Students

Pueblo Central High School
- ±1,100 Students

Steel Mill Manufacturing
- ±1,300 Employees
- EVRAZ is One of the Largest Employers in the County
- Produces ±1.1 Million Tons Annually

I-25 Freeway
±51,000 Cars Per Day

Lake Minnequa Park
- 270-Acres
- 2.5-Mile Trail
- 16-Acres of Athletic Fields

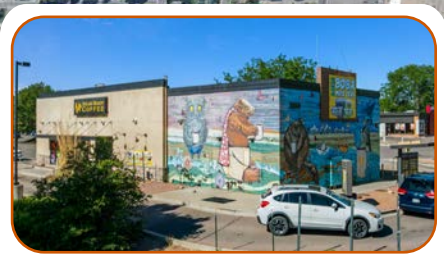


CO State Fair Grounds
- ±430,000 Annual Attendees
- ±400 Seasonal Employees

Sunset Plaza



W Northern Ave
±23,000 Cars Per Day



SUBJECT PROPERTY



Pueblo South High School and Roncalli STEM Academy
- 1,300 Students Total



INVESTMENT OVERVIEW

Close-Up Aerial Photo



Walmart IHOP
Jersey Mike's McDonald's DOLLAR TREE

ROSS HARBOR FREIGHT
DRESS FOR LESS QUALITY TOOLS LOWEST PRICES
TACO BELL Carl's Jr. H&R BLOCK
usbank Applebee's GRILL + BAR

Pueblo South High School

Stardust Apartments

Rustic Villas Apartments

W Northern Ave
±23,000 Cars Per Day

GRIFOLS Schrock's Health Foods COSMO PROF SUPERCUTS
Valvoline Wendy's

KING Walgreens
Scoopers O'Reilly
UNITED STATES POSTAL SERVICE AUTO PARTS
Starbucks



CO State Fair Grounds
- ±430,000 Annual Attendees
- ±400 Seasonal Employees

Sunset Plaza
SAFeway FAMILY DOLLAR WELLS FARGO
AutoZone GOODYEAR Little Caesars

FINANCIAL ANALYSIS

Offering Summary

Property Name	Solar Roast Coffee
Property Address	3206 West Northern Avenue Pueblo, CO 81005
Assessor's Parcel Number	1510132007
Year Built	2009
Gross Leasable Area (GLA)	±3,350 Square Feet
Lot Size	±1.32 AC (±57,412 Square Feet)

Pricing

Price	\$1,135,000
Cap Rate	6.50%
Price/SF	\$338.81

Annualized Operating Data

Net Operating Income	\$73,787
----------------------	----------

Lease Information

Lease Commencement Date	06/18/2018
Lease Expiration Date	06/30/2032
Total Lease Term	±14 Years
Lease Term Remaining	±6 Years
Increases	3% Annual
Options	None
Lease Type	Absolute NNN



MARKET OVERVIEW

The City Of Pueblo, CO



Pueblo is the county seat and principal city of the Pueblo, CO MSA, a Southern Colorado market with approximately 169,000 residents. The MSA serves as a regional commercial hub along the I-25 corridor, connecting local households, commuter traffic, nearby rural communities, and regional visitors.

The city is widely known as the “Steel City” due to its long-standing steel manufacturing base. Pueblo’s steel industry remains active through Rocky Mountain Steel Mills, which produces rail and other steel products, and the Pueblo mill is recognized as one of North America’s leading rail production facilities. This industrial base supports the city’s broader employment profile and reinforces Pueblo’s role as a legacy manufacturing center.

Pueblo is also a higher education hub for Southern Colorado. Colorado State University Pueblo and Pueblo Community College collectively enroll nearly 11,000 students based on the latest verified figures, creating a steady base of students, faculty, staff, and related household demand. This educational presence supports workforce development, local spending, and recurring traffic across the retail market.

Retail demand is supported by necessity-based shopping, grocery-anchored centers, automotive services, quick-service restaurants, and civic traffic generators. The Subject Property is positioned within an established retail corridor near national and regional tenants, with access to surrounding residential demand, Lake Minnequa, I-25, and the Colorado State Fairgrounds.

The Colorado State Fairgrounds is a significant annual traffic driver for Pueblo. The Colorado State Fair reported 428,941 attendees in 2025, supporting seasonal visitor activity, food and beverage spending, lodging demand, and retail exposure near the city’s core commercial corridors.

Nearby Points of Interest ****Proximity to Subject Property**

Colorado State Fair Grounds



BNSF/Union Pacific Railroad



Pueblo Community College



Colorado State University



Pueblo Steel District



Demographics

Income & Economics

	1-Mile	3-Mile	5-Mile
Average Household Income	\$66,927	\$70,901	\$67,071
Average Household Retail Expenditure	\$69,470	\$70,879	\$68,926
2025 Daytime Population	10,312	65,797	95,715

Population

2030 Population	13,868	63,665	100,366
2025 Population	19,766	63,026	99,263
2020 Population	13,868	63,104	99,457

Households

2030 Households	6,211	27,064	42,833
2025 Households	6,133	26,648	42,149
2010 Households	5,914	24,803	39,368

SOLAR ROAST COFFEE

Exclusively Listed By

RON DUONG

Senior Managing Director Investments

(949) 350-5431 call/text

ron.duong@marcusmillichap.com

Lic. CA 01438643

Broker Of Record

ADAM LEWIS

License: ER.100091205

1144 15th St., Suite 2150

Denver, CO 80202

19800 MacArthur Boulevard, Suite 150, Irvine, CA 92612 / www.marcusmillichap.com

©2026 Marcus & Millichap. All rights reserved. The material in this presentation has been prepared solely for information purposes, and is strictly confidential. Any disclosure, use, copying or circulation of this presentation (or the information contained within it) is strictly prohibited, unless you have obtained Marcus & Millichap's prior written consent. The views expressed in this presentation are the views of the author and do not necessarily reflect the views of Marcus & Millichap. Neither this presentation nor any part of it shall form the basis of, or be relied upon in connection with any offer, or act as an inducement to enter into any contract or commitment whatsoever. NO REPRESENTATION OR WARRANTY IS GIVEN, EXPRESS OR IMPLIED, AS TO THE ACCURACY OF THE INFORMATION CONTAINED WITHIN THIS PRESENTATION, AND MARCUS & MILLICHAP IS UNDER NO OBLIGATION TO SUBSEQUENTLY CORRECT IT IN THE EVENT OF ERRORS.