

HREA

HEALTHCARE  
REAL ESTATE ADVISORS

# GHP HOSPITAL ODESSA

CONFIDENTIAL OFFERING MEMORANDUM



In Association with Scott Reid & ParaSell, Inc. | A Licensed Texas Broker #9009637





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# EXECUTIVE SUMMARY



**GHP Hospital Odessa** is a short-stay surgical hospital and outpatient surgery center located in Odessa, TX (the "Property" or "Facility"). The Property is being offered for sale or for lease on an exclusive basis to qualified buyers or tenant(s).

**The Property is situated on an entire city block and is currently vacant and available for immediate occupancy.**

Built in 2009, the state-of-the-art surgical hospital is comprised of approximately 44,000 square feet and consists of four (4) Operating Rooms and fourteen (14) private inpatient rooms. The design and layout of the building provides the flexibility for a multi-tenancy layout with separate dedicated entrances, as well as the ability to add a 3rd floor, which was contemplated in the original design and construction of the building.

Located in the heart of Odessa, TX, the Hospital is situated near a strong population base, conveniently located along Interstate 20, providing patients exceptional regional access and coverage. GHP Hospital Odessa also benefits from its proximity to a variety of other healthcare providers, including the Odessa Regional Medical Center Main Campus, which is located less than one mile away.

The Odessa MSA has an estimated population of approximately 172,000 residents, which has increased by an average of 2% annually since the 2020 census, adding an average of 3,311 residents per year from 2020 –2022. The growth in Odessa's population exceeded the state of Texas during that period, and over the next five (5) years, is expected to continue to exceed the growth rate of Texas.

**44,000 RSF**  
PROPERTY SIZE

**2009**  
YEAR BUILT

**2.12 ACRES**  
SITE AREA

**100%**  
VACANT – FOR SALE/LEASE



# PROPERTY OVERVIEW

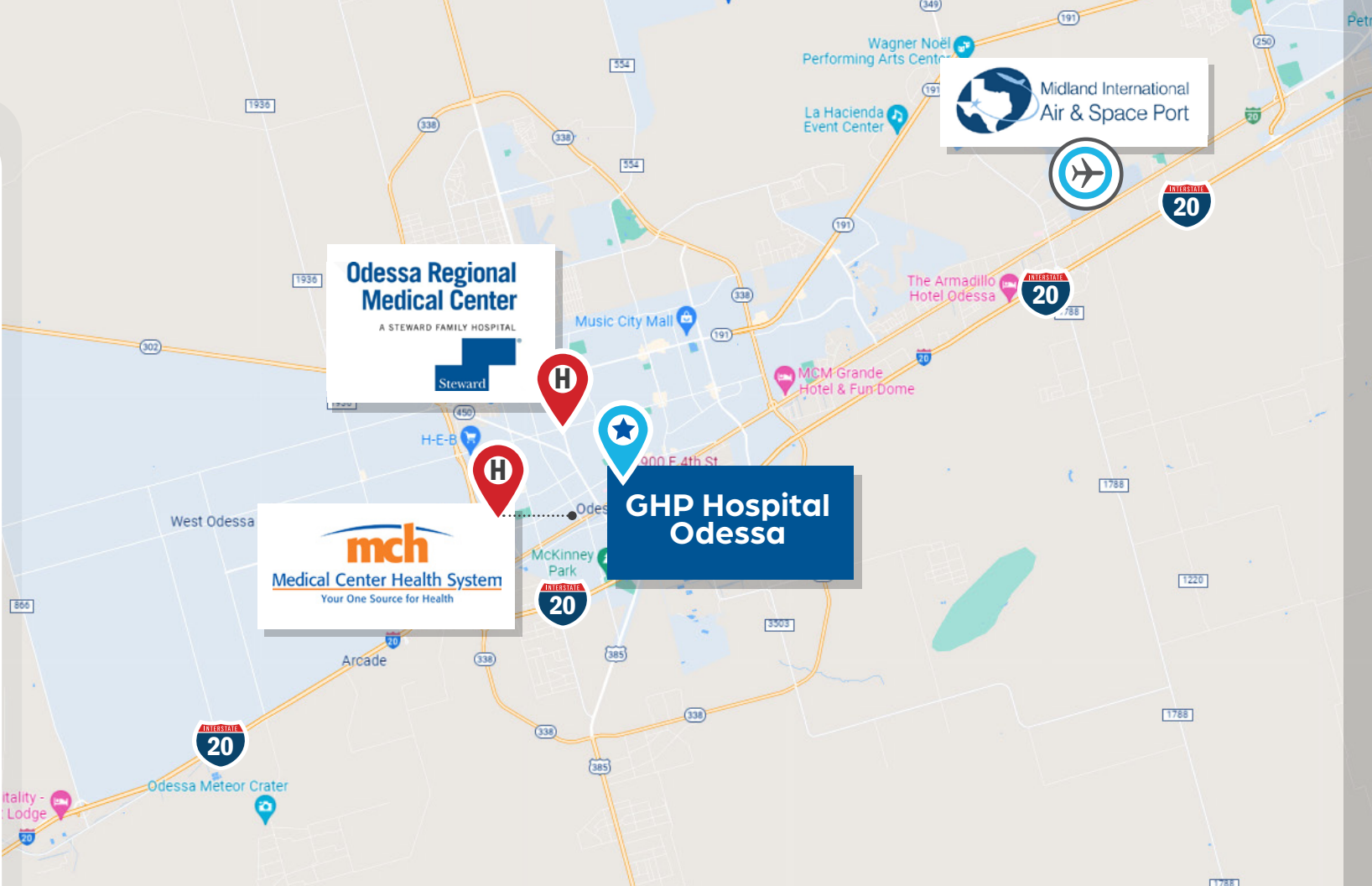


**GHP Hospital Odessa** is designed to offer a more concierge level of care and experience that is complemented by a boutique hotel-like setting. Unlike a traditional hospital, the Property offers its patients privacy, being specially designed with the patient and their family in mind. Each of the fourteen (14) licensed beds offer privacy with a warm atmosphere and hotel-like appointments. Consisting of approximately 44,000 RSF, the Hospital features four (4) ORs, one (1) procedure room, twelve (12) pre-op bays and twelve (12) PACU bays.

GHP Hospital Odessa is located in a medical corridor with a variety of high-quality medical practices within close proximity to the Facility. This strategic placement will support the long-term growth and demand of the future tenant. With well-appointed private rooms and four (4) ORs, the Hospital is uniquely positioned in the region to provide superior outpatient and inpatient surgical procedures in a safe, comfortable and lower cost environment.

GHP Hospital Odessa and the Odessa MSA is supported by strong trade area demographics with a median household income exceeding \$75,000, which is 6% higher than Texas. In addition, the Odessa MSA has a per capita GDP of approximately \$67,400, which is 14% more than Texas's GDP of \$59,150.

This demonstrates the local workforce's ability to add more value to the economy, as compared to the rest of the state, and in industries that are supported by skilled labor and higher wages, such as healthcare services and oil and gas production.



**FOUR (4)**  
**Operating Rooms**

**ONE (1)**  
**Procedure Room**

**TWELVE (12)**  
**Pre-Operative Bays**

**TWELVE (12)**  
**PACU Bays**

Property Name:	GHP Hospital Odessa
Address:	900 East 4th Street Odessa, TX
Property Size (RSF):	44,000 RSF
Year Built:	2009
Property Type:	Acute-Care Surgical Hospital
Number of Beds:	14
Operating Rooms:	4
Procedure Rooms:	1
Pre-OP Bays:	12
PACU Bays:	12
Site Area:	2.12 acres





# INVESTMENT HIGHLIGHTS

## STATE-OF-THE-ART FACILITY

The Hospital consists of 14 licensed beds, four (4) operational operating rooms, 12 pre-op bays and 12 PACU bays.

## STRONG TRADE AREA DEMOGRAPHICS

The Hospital is supported by strong trade area demographics, with the median household income in the Odessa MSA exceeding \$75,000, which is 6% higher than Texas.

## BUILT-TO-SUIT

GHP Hospital Odessa was designed and built as an inpatient and outpatient surgical hospital for the physician-owners. The original design included the ability to add a 3rd floor to accommodate future growth.

## CENTER FOR OIL & GAS INDUSTRY

Odessa serves as a center for the oil and gas industry, which accounts for 9.7% of the Odessa MSA payroll employment, exceeding the 2.3% average in Texas. This includes agriculture, mining, quarrying, and oil and gas extraction.

## ESTABLISHED POPULATION BASE

The Odessa, TX metro has an estimated population of 172,000 residents, which has grown by an average of 2% annually since the 2020 census.

## PATIENT REFERRALS

The Odessa Regional Medical Center Main Campus is located within one-mile from the Property, providing a large provider base and specialty network for the area, which could lead to patient-referrals for a future occupant.

## DEMAND FOR ELECTIVE-BASED FACILITIES

As a result of the COVID-19 pandemic, there has been a migration of care from hospitals to elective-based settings where the risk of facility-borne infections is much lower than in a traditional hospital setting. Furthermore, low overhead and high-level patient care will continue to see the majority of elective procedures shifted away from traditional hospitals to elective-based ASCs and surgical hospitals.

## ANNUAL POPULATION GROWTH

Odessa added an average of 3,311 residents per year from 2020 – 2022, which represents an annual increase of 2.0%, outpacing the growth of the state of Texas.

## LOW INFECTION RATES

Healthcare-associated infection can result in longer hospital stays, long-term disability, increased resistance to antimicrobials, and an additional financial burden. GHP Hospital Odessa was designed to keep infection rates low compared to a typical hospital setting, providing better clinical outcomes and higher patient satisfaction.

## STRONG HEALTHCARE PRESENCE IN THE REGION

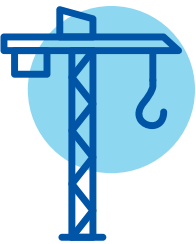
Odessa and the overall MSA are supported by a strong healthcare presence with the Medical Center Health System and Odessa Regional Medical Center (a Steward Family Hospital) as top employers in the region.

## LARGE CATCHMENT AREA

As an acute-care surgical hospital, the healthcare providers cared for a large population base, exceeding 500,000 residents and spanning approximately 100 miles.



# CONSTRUCTION FEATURES



Description:	GHP Hospital Odessa
Property Type:	Acute Care Hospital
Year Built:	2009
Foundation:	Poured concrete slab
Floors:	2
Exterior Walls:	Concrete
Interior Walls:	Painted Drywall
Roof:	Flat/Membrane
Ceilings:	Acoustic ceiling panels
Windows:	Fixed Casement
Windows:	Fixed Casement
Structural Frame:	Heavy Concrete Frame
HVAC:	Central
Lighting:	Fluorescent and incandescent lighting
Site Area:	2.12 acres
Total Parking Spaces:	90
Parking Ratio:	2.0



2.12  
ACRES  
SITE AREA

90  
PARKING  
TOTAL SPACES

2  
FLOORS





# EXTERIOR PHOTOS







INTERIOR  
PHOTOS

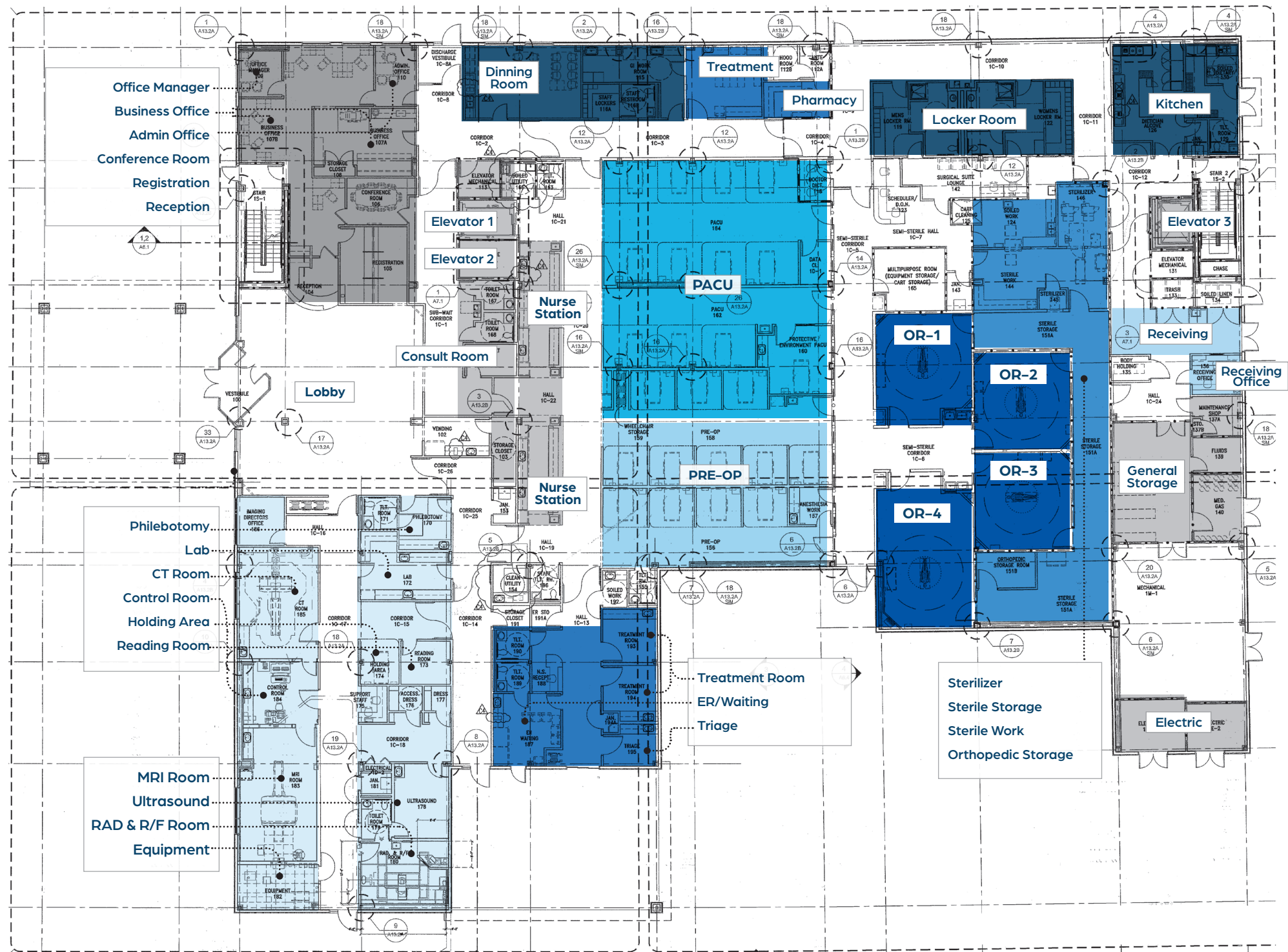






# FLOOR PLAN

## FIRST FLOOR

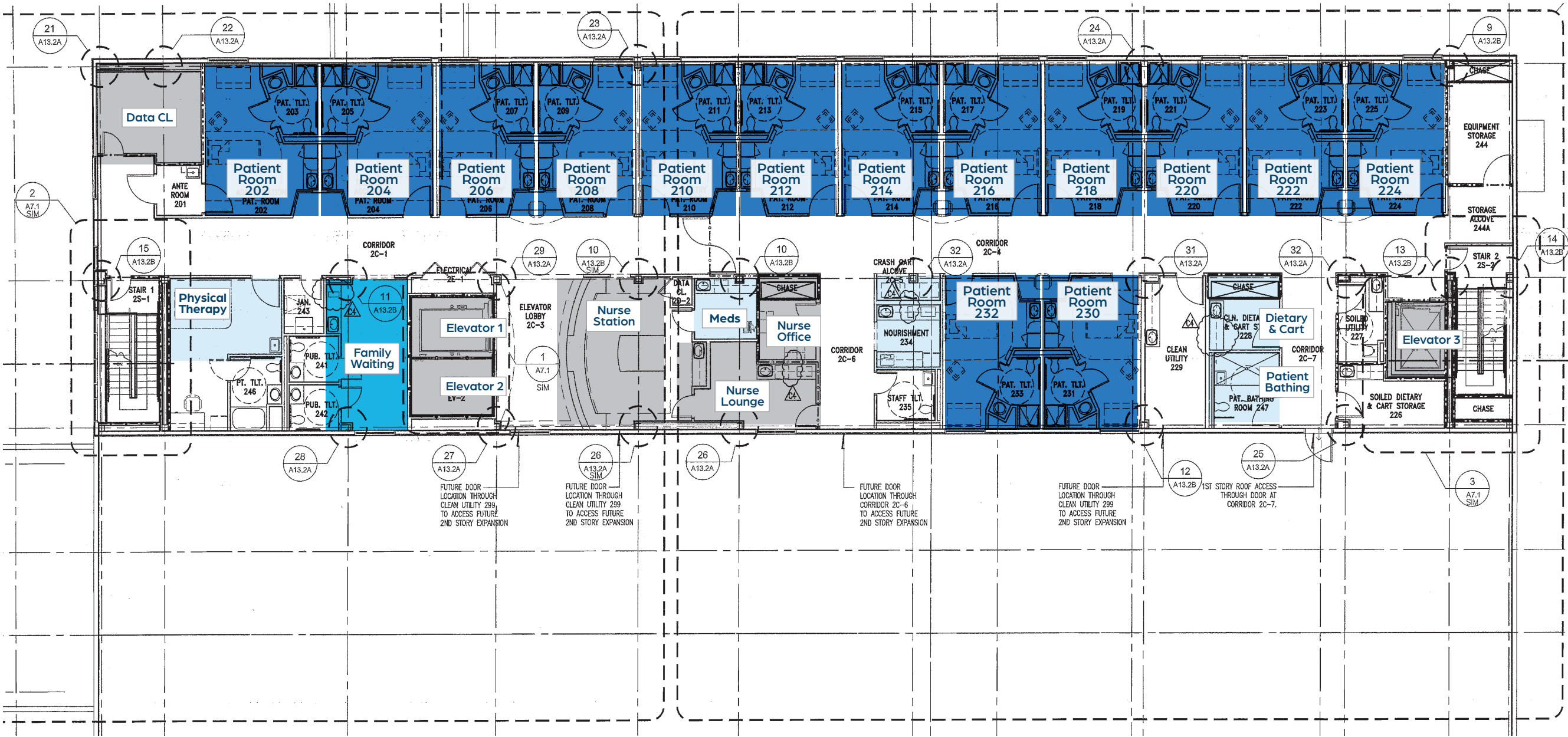
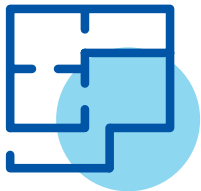




# FLOOR PLAN

## SECOND FLOOR

(original design and structure supports the addition of a 3rd floor)







# AREA OVERVIEW

Odessa is the largest town and county seat of Ector County, is the chief shipping point for the surrounding livestock area as well as a center for the oil and gas industry. Since its origin, Odessa has grown from a cattle-shipping point to an influential urban center. The Midland-Odessa region lies in the heart of the Permian Basin – which accounts for 30% of the U.S oil production, which has grown by more than 13% since 2010. The economy is overwhelmingly energy driven, with close to 30% of the workforce being employed by companies in energy and mining, a cluster of the economy that has experienced rapid growth.

**30%**  
U.S. OIL PRODUCTION

**30%**  
ENERGY & MINING  
EMPLOYMENT

## HEALTHCARE HUB



**200+**  
**Physicians**  
**representing a**  
**wide variety of**  
**specialties in**  
**the region.**

Odessa has grown to be the healthcare hub for the surrounding communities with state-of-the-art services and technology. There are more than 200 physicians representing a wide variety of specialties in the region, including cardiovascular surgery, emergency care and comprehensive cancer care. Medical Center Health System and Odessa Regional Medical Center are full-service hospitals in the region, which have a combined total of 632 licensed beds. Texas Tech University Health Sciences Center (TTUHSC) in Odessa is dedicated to improving the quality of healthcare, medical education, and research in the Permian Basin. Medical Center Health System and Odessa Regional Medical Center, represent two of the top three employers in the region.





# STRATEGIC LOCATION

The city is accessible to surrounding larger markets with U.S Highways 80 and 385 as well as Interstate Highway 20, serving as the major transportation links. Serving as the crucial midpoint between Fort Worth and El Paso, Odessa has access to multi-lane interstates and an advanced transportation system. Odessa's proximity to major markets within Texas and beyond provides businesses with opportunities for domestic and international trade. Odessa is the epicenter of West Texas commerce, with plenty of sites and properties available to choose from to expand your business.



# EMPLOYMENT

The Odessa MSA has a greater percentage employment than Texas in the following categories:

		ODESSA, TX	TEXAS
1	<b>Trade, Transportation, Utilities</b> Accounts for 25.1% of Odessa MSA payroll employment compared to 20.8% for Texas as a whole. This sector includes jobs in retail trade, wholesale trade, trucking, warehousing, and electric, gas, and water utilities.	25.1%	20.8%
2	<b>Construction</b> Accounts for 12.0% of Odessa MSA payroll employment compared to 9.2% for Texas as a whole. This sector includes construction of buildings, roads, and utility systems.	12.0%	9.2%
3	<b>Natural Resources, Mining</b> Accounts for 9.7% of Odessa MSA payroll employment compared to 2.3% for Texas as a whole. Agriculture, mining, quarrying, and oil and gas extraction are included in this sector.	9.7%	2.3%
4	<b>Other Services</b> Accounts for 9.6% of Odessa MSA payroll employment compared to 9.2% for Texas as a whole. This sector includes establishments that do not fall within other defined categories, such as private households, churches, and laundry and dry-cleaning establishments.	9.6%	9.2%



# AREA HOSPITAL OVERVIEW

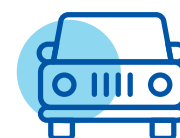


## Medical Center Hospital (MCH)

Medical Center Hospital (MCH) has proudly served Ector County and the surrounding 17 counties of the Permian Basin for over 70 years. The health system has come a long way since they opened their doors in 1949, growing from a small county hospital into a prosperous 402-bed regional medical center serving over 100,000 patients annually. While the hospital has seen many changes over the years, some things have remained unchanged. They are still the only full-service hospital in the region, and always strive to deliver the best care possible for the people of the Permian Basin. Medical Center Health System is a community-based teaching organization dedicated to providing high-quality and affordable healthcare to improve the health and wellness of all residents of the Permian Basin.

## Odessa Regional Medical Center (ORMC)

Odessa Regional Medical Center (ORMC) is a full-service healthcare facility offering comprehensive women's and maternal/child services, NICU, cardiovascular, surgical (including laparoscopic, vascular and robotics), orthopedics, and emergency services. Odessa Regional Medical Center was founded in 1975 by 14 obstetricians, pediatricians, and family practitioners as Odessa Women's and Children's Hospital. Through the years, the hospital grew and evolved into a full-service healthcare facility and the name was changed to Odessa Regional Hospital in 1995. In June 2007, Odessa Regional Hospital purchased Alliance Hospital and changed its name to Odessa Regional Medical Center to reflect its larger campus and more comprehensive services. The hospital has 225 beds and has approximately 250 physicians on staff and has over 700 employees.



**Distance to  
GHP Hospital  
Odessa Campus**

**0.7  
MILES AWAY  
Odessa Regional  
Medical Center  
(ORMC)**

**3.1  
MILES AWAY  
Medical Center  
Hospital  
(MCH)**



# NEARBY UNIVERSITIES



## University of Texas of the Permian Basin

The University of Texas Permian Basin (UTPB) is a public university in Odessa, Texas. It is part of the University of Texas System. UTPB was authorized by the Texas Legislature in 1969 and founded in 1973. UTPB is now home to over 7,000 students and 250 teaching faculty. A state-of-the-art building known as the Wagner Noël Performing Arts Center is now open in the Midland campus, off Hwy 191 and FM 1788. Construction began in 2009 and the center opened with a grand gala featuring Rod Stewart on November 1, 2011. In 2018, UTPB announced a new Kinesiology building at a cost of around 37 million dollars. The following year, UTPB announced the opening of its 55 million dollar Engineering building.

## Texas Tech University Health Sciences Center

The Texas Tech University Health Sciences Center (TTUHSC) is a public medical school based in Lubbock, Texas, with additional campuses in Abilene, Amarillo, Dallas, and the Permian Basin. TTUHSC serves more than 100 counties in the western portion of Texas. The university is a separate institution from Texas Tech University; both universities are among five universities that are part of the Texas Tech University System. Texas Tech University Health Sciences Center El Paso, founded in 1969 as a branch campus of TTUHSC, became a separate institution in 2013. The school has campuses in Lubbock, Permian Basin, Highland Lakes, and Abilene; and it educates more than 1,000 students each year. Bachelors, masters, and doctoral degrees in nursing are issued by the school.



**TEXAS TECH UNIVERSITY  
HEALTH SCIENCES CENTER™**



**Distance to  
GHP Hospital  
Odessa Campus**

**4.6  
MILES AWAY  
University of  
Texas of the  
Permian Basin**

**1.5  
MILES AWAY  
Texas Tech  
University Health  
Sciences Center**



# TARGET INDUSTRIES



## Distribution

Odessa is strategically located to be a major distribution center for international goods. According to data from the U.S. Department of Commerce, trade with Mexico continues to grow and provides tremendous benefits statewide. Many national and international companies outside the oil and gas industry view Odessa’s diversified economy as pivotal for product distribution. In fact, several companies that sell goods worldwide have large distribution centers here. Global economies rely on these strategically located regional distribution hubs to supplement each company’s robust inventory.

## Energy

Oil and gas is without a doubt the most valuable mineral produced in Texas, and it’s the backbone of the city of Odessa. In fact, the Permian Basin is hands down the #1 producer of oil & gas in the United States. They provide service, equipment, and manufacturing to a massive world petroleum market. Even though our economy has diversified significantly in recent years, Odessa is still considered one of the major oil field technology and manufacturing economies of the world.



## Medical

Odessa has grown to be the healthcare hub for the surrounding communities with state-of-the-art services and technology. Of the top ten employers in the community, four are in the healthcare field. There are more than 200 physicians representing a wide variety of specialties, including cardiovascular surgery, emergency care, and comprehensive cancer care. In addition, there are more than 80 dentists in the community.



## Technology

The energy sector is evolving, with emerging challenges and exciting new technologies. Challenges include scarce fresh water for drilling needs and environmental concerns such as water usage and disposal of wastewater. New technologies can both address these problems and enhance all aspects of the exploration and production process. Odessa is well positioned to emerge as a center for the future of the energy industry beyond the basic support of oil and gas drilling and production.



## Manufacturing

With abundant energy and 24/7 manufacturing support, Odessa has the infrastructure, skilled workforce and business climate to ensure every company succeeds. With the discovery of oil in the 1920s, Odessa quickly became the regional hub for all manufacturing needs, and our city truly does support a 24/7 manufacturing industry. Response is critical in this industry and our workforce understands that. From machinery manufacturing to chemical and metal manufacturing, Odessa has been the longstanding leader in this industry.



# LEADING EMPLOYERS IN THE REGION



1	Medical Center Health System	1,922
2	Halliburton	1,160
3	Walmart Inc.	877
4	Odessa Regional Medical Center	750
5	Champion X / Chemical Technologies	713
6	NexTier Complete Solution	700
7	Saulsbury Cos.	687
8	HEB	648
9	The University of Texas of the Permian Basin	634
10	Bobby Cox Cos. Inc.	609
11	Texas Tech Permian Basin	564
12	Albertson's/United/MarketStreet	560
13	Select Energy Oil Field Services	500
14	Sewell Family of Dealerships	490
15	Delek	450
16	Odessa College	352
17	Family Dollar	334
18	Investment Corp. of America	325
19	Jones Bros Dirt & Paving	310
20	Lithia Motors	281



1,922  
MEDICAL CENTER  
HEALTH SYSTEM

1,160  
HALLIBURTON

877  
WALMART INC.

750  
ODESSA REGIONAL  
MEDICAL CENTER

	5 MILE RADIUS	10 MILE RADIUS	15 MILE RADIUS
MOB SF	516,890	527,131	527,131
Median Income	\$59,694	\$64,224	\$64,363
Total Population	116,133	157,083	173,119
Pop over 65	11,814	15,107	16,185
Insured Pop	93,251	126,628	137,930
# of Doctors	436	459	461
# Providers	665	701	705



# STRONG ECONOMY



Odessa’s strong economy is supported by companies across a range of business sectors in energy, manufacturing and more.

Major business clusters in Odessa include energy, manufacturing, transportation and distribution. Additional major employers, include Bobby Cox Companies, Halliburton, Investment Corporation of America, Keane Group, Saulsbury Companies, Telvista and Weatherford.

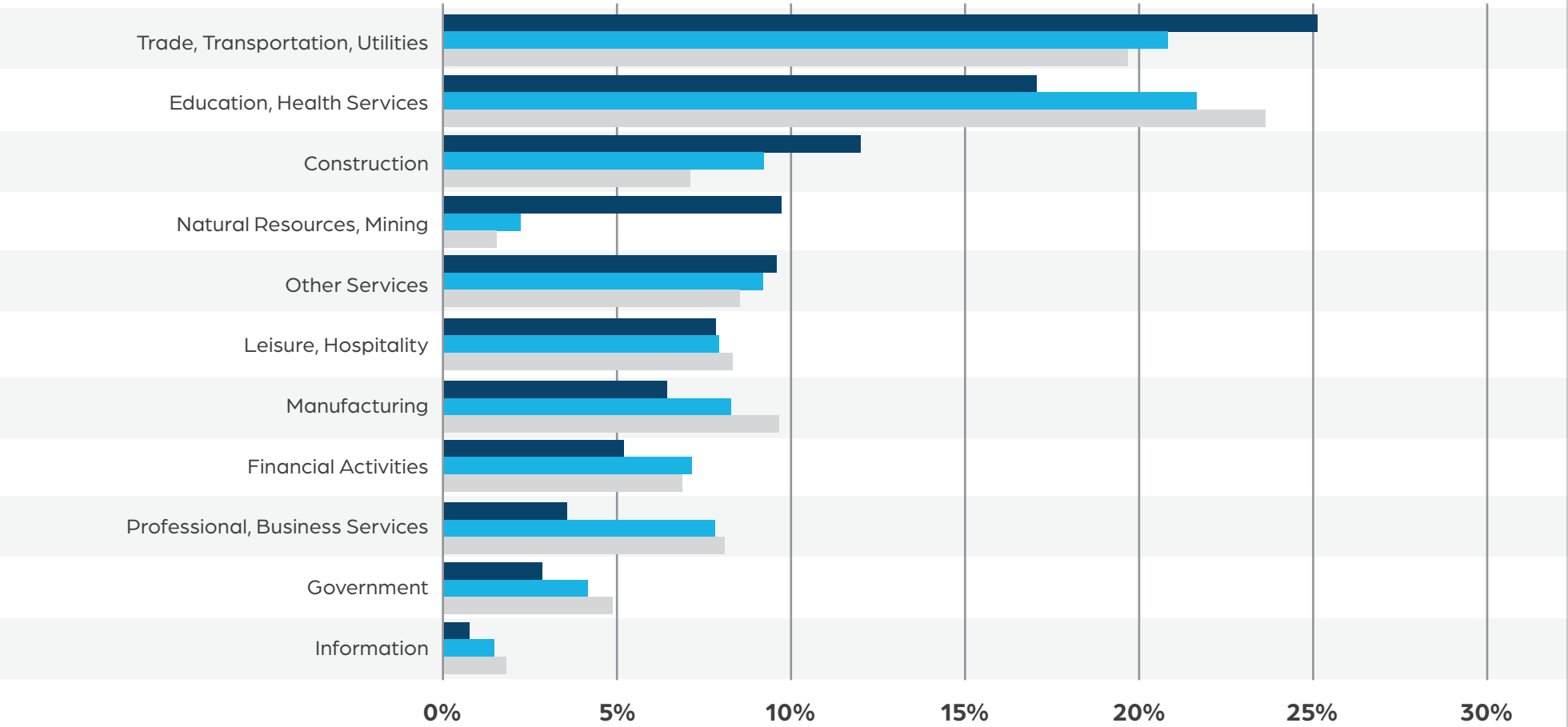
## MAJOR BUSINESS IN ODESSA



# EMPLOYMENT SECTORS 2022



Odessa MSA Texas United States



# 2022 MEDIAN HOUSEHOLD INCOME



**\$75,500**  
ODESSA MSA

**\$70,000**  
TEXAS

**\$72,500**  
UNITED STATES





# TRANSACTION GUIDELINES



The offering of GHP Hospital – Odessa is being marketed on an exclusive basis.

**The purchaser will be selected by the seller in its sole and absolute discretion based on a variety of factors including, but not limited to:**

- Offer price
- Transaction structure
- Ability to perform and to close expeditiously
- Absence of contingencies
- Level of due diligence completed

Broker will notify prospective purchasers of the call-for-offers date and will respond to questions related to information contained in this Offering Memorandum, as well as the scheduling and coordinating of all property tours.

## **ALL OFFERS MUST BE PRESENTED IN WRITING AND INCLUDE:**

- Source of purchaser's equity and debt capital
- The amount of proposed earnest money deposit
- Proposed due diligence period and subsequent closing period
- Description of major assumptions reflected in the offer price
- List of any committee or third-party approvals required to close the transaction

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The potential investor is urged to perform its own examination and inspection of the Property and information relating to same, and shall rely solely on such examination and investigation and not on this Brochure or any materials, statements or information contained herein or otherwise provided.

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# Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

2-10-2025



## TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

## A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

## A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

## TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date