

EXECUTIVE SUMMARY

# Callaghan Road Shopping Center

6007 Callaghan Road | San Antonio, Texas 78228



Marcus & Millichap

LAGOS-WOLANSKY RETAIL GROUP

## OFFERED EXCLUSIVELY BY



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# Marcus & Millichap

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Real Estate Investment Sales • Financing • Research • Advisory Services

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TEXAS REAL ESTATE COMMISSION  
P.O. BOX 12188,  
AUSTIN, TEXAS 78711-2188  
(512) 936-3000

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## PROPERTY OVERVIEW

 **PRICE**  
**\$1,899,000**

Cap Rate (Current/Pro Forma):	7.04% / 9.56%
NOI (Current/Pro Forma):	\$133,748 / \$181,481
Price/SF:	\$167.03
Building GLA:	11,369 SF
Total Land Area:	1.02 AC
Year Built:	1960
Occupancy:	78%
Parcel ID:	11608-000-0093

Marcus & Millichap is pleased to exclusively list for sale Callaghan Road Shopping Center located at 6007 Callaghan Road in San Antonio, Texas. This 11,369-square-foot retail building fronts Callaghan Road and is 0.25 miles from Interstate 410.

The subject property is 78 percent occupied. All tenant leases are triple-net, protecting an investor from possible increases in future expenses. Callaghan Road Shopping Center is offered at a price of \$1,899,000, which is \$167.03 per square foot.

Strategically located in San Antonio's high growth northwest market, the property is minutes from the 900-acre South Texas Medical Center, USAA's corporate headquarters, and the vast majority of San Antonio's corporate presence.

## INVESTMENT HIGHLIGHTS



**Frontage Location:** 24,455 Vehicles Per Day



**0.25 Miles From Interstate 410 (Connally Loop):**  
199,606 Vehicles Per Day



**Triple-Net Leases**



**Staggered Lease Expiration**

AERIAL

South Texas Medical Center

Oak Hills Country Club

Glenoaks Elementary School

CINEMARK  
PET SMART  
LA MICHOCALINA MEAT MARKET

Sam's CLUB

THE HOME DEPOT

Walmart

CAVENDER'S chili's  
golden corral Burger King  
Jollibee DOLLAR TREE goodwill

WAMBO

Texas Department of Transportation

Subject Property

199,606 VPD

IBC BANK  
PIZZA HUT  
GOLDS GYM  
TACO CABANA

CONNALLY LOOP (LOOP 410)

Pat M. Neff Middle School

HOME SUITES

GRAINGER

HYUNDAI

CIRCLE K

POPEYES

WHATABURGER

RED LOBSTER

St. Luke Catholic Church & School

24,455 VPD

CALLAGHAN ROAD

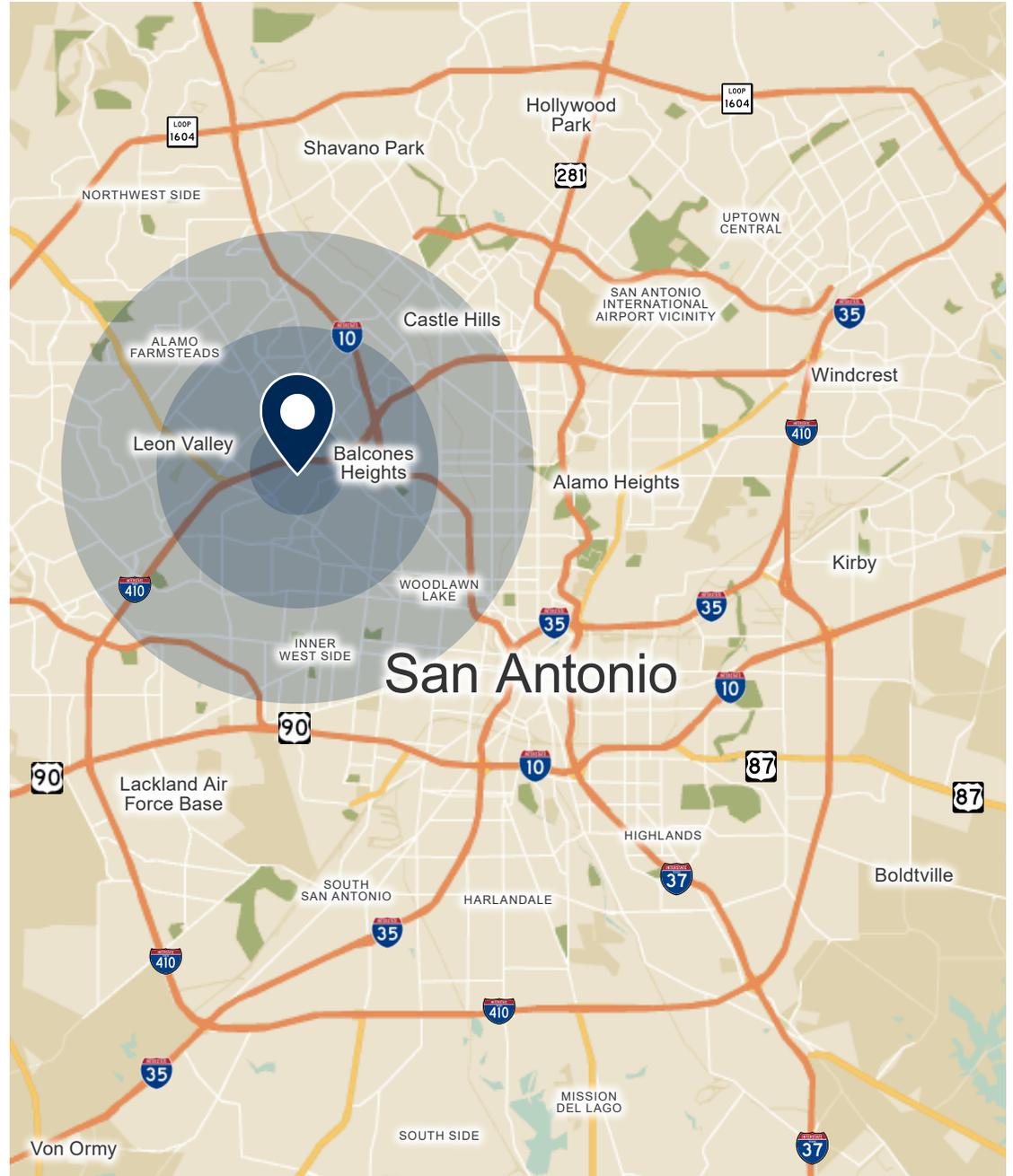
Colby Glass Elementary School

Regency Manor Apartments



## DEMOGRAPHICS

POPULATION	1 MILE	3 MILE	5 MILE
2029 PROJECT. POPULATION	12,197	159,610	377,470
2024 EST. POPULATION	12,045	156,904	372,209
CHANGE 2024-2029	1.26%	1.72%	1.41%
2024 MEDIAN AGE	36.0	35.0	35.0
POPULATION BY RACE	1 MILE	3 MILE	5 MILE
WHITE	41.58%	39.47%	40.54%
BLACK	6.60%	7.41%	5.76%
ASIAN	2.76%	5.58%	3.99%
AMERICAN INDIAN, ESKIMO, ALEUT	1.60%	1.37%	1.38%
HAWAIIAN, PACIFIC ISLANDER	0.12%	0.12%	0.11%
MULTI-RACE	31.49%	28.75%	29.43%
OTHER	15.86%	17.30%	18.79%
HISPANIC ORIGIN	70.13%	68.26%	71.48%
HOUSEHOLDS BY INCOME	1 MILE	3 MILE	5 MILE
\$200,000 OR MORE	4.98%	2.60%	3.66%
\$150,000 - \$199,999	3.15%	3.19%	4.63%
\$100,000 - \$149,999	10.71%	11.36%	12.66%
\$75,000 - \$99,999	11.08%	12.33%	12.34%
\$50,000 - \$74,999	21.27%	19.30%	18.32%
\$35,000 - \$49,999	17.61%	15.54%	14.79%
\$25,000 - \$34,999	9.64%	11.16%	10.58%
\$15,000 - \$24,999	10.22%	10.65%	10.34%
\$10,000 - \$14,999	2.64%	5.98%	5.57%
UNDER \$9,999	8.70%	7.89%	7.11%
AVERAGE HOUSEHOLD INCOME	\$72,347	\$64,249	\$69,805
MEDIAN HOUSEHOLD INCOME	\$57,047	\$51,438	\$55,919
PER CAPITA INCOME	\$30,039	\$27,275	\$28,519
MEDIAN PROPERTY VALUE	\$160,601	\$150,415	\$155,865



## MARKET OVERVIEW

Home to the Alamo and famous River Walk, the San Antonio metro is located in the southern portion of central Texas and straddles the Interstate 35 corridor, one of the fastest-growing areas in the state. The metro encompasses eight counties: Banderita, Atascosa, Kendall, Comal, Bexar, Guadalupe, Medina, and Wilson.

Situated only 160 miles from Nuevo Laredo, Mexico, San Antonio is an easy drive on I-35 from the border and serves as a major gateway between the United States and Mexico. The area is further enhanced by an extensive transportation network that provides shipping options to domestic and international markets, as well as the Eagle Ford Shale formation that runs through Atascosa and Wilson counties.

San Antonio is the most populous city in the metro, housing nearly 1.5 million residents. New Braunfels also has a local population above 100,000 citizens.



# MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

Marcus & Millichap Capital Corporation (MMCC) is a subsidiary of Marcus & Millichap (NYSE:MMI). We source and structure financing for a wide variety of net lease and multi-tenant retail properties across the nation. Whether for acquisitions, development or recapitalizations, appropriate debt structuring is critical for not only favorable returns but to also prevent over-leveraging and create flexibility to respond to market trends.

Ultimately, our Debt Placement capabilities drive lenders to work in partnership with our retail clients to achieve a balanced capital stack that results in favorable leverage levels, loan pricing, terms, and options.



Lagos-Wolansky sales listing financed by Jamie Safier



NATIONAL PLATFORM  
OPERATING WITHIN THE  
FIRM'S **81** BROKERAGE  
OFFICES



**414** UNIQUE CAPITAL  
SOURCES FUNDED MMCC  
DEALS



**1,557** CLOSED  
DEBT & EQUITY  
FINANCINGS



**\$11.6B** TOTAL  
FINANCING  
NATIONAL VOLUME

Year Ending December 31, 2025

## FINANCING INTERMEDIARIES CONTACTS

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# Marcus & Millichap Capital Corporation



## Information About Brokerage Services

11-03-2025

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

### 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.

**WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS:** A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

### 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.

### A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant options or advise regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

**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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Designated Broker of Firm	License No.	Email	Phone
Ford Noe	709695	ford.noe@marcusmillichap.com	713-452-4200
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Regulated by the Texas Real Estate Commission

Buyer/Tenant/Seller/Landlord's Initials

Date

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)

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