



**MEDICAL INVESTMENT SALE**

# Optum Care Scottsdale

**9590 E IRONWOOD SQUARE DR. #120/125**

Scottsdale, AZ 85258

**PRESENTED BY:**

**RICHARD LEWIS JR.**

O: 480.425.5536

[richard.lewis@svn.com](mailto:richard.lewis@svn.com)

**JUSTIN HORWITZ, SIOR**

O: 480.425.5518

[justin.horwitz@svn.com](mailto:justin.horwitz@svn.com)

**AARON GUTIERREZ**

O: 480.425.5517

[aaron.gutierrez@svn.com](mailto:aaron.gutierrez@svn.com)

**SEAN ALDERMAN**

O: 480.425.5520

[sean.alderman@svn.com](mailto:sean.alderman@svn.com)

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# PROPERTY SUMMARY

## OFFERING SUMMARY

<b>SALES PRICE</b>	<b>\$2,950,000   \$357 PSF</b>
<b>CAP RATE</b>	<b>5.66%</b>
<b>PRO-FORMA CAP RATE</b>	<b>6.60%   (\$25 PSF NNN, 7784 SF)</b>
<b>YR 1 NOI</b>	<b>\$166,877.08</b> (Assumes 1/1/2025 Purchase Date)
<b>CURRENT LEASE TERM</b>	10/1/2023 - 9/30/2028
<b>ORIGINAL LEASE STATE DATE</b>	4/1/2016
<b>LEASE TYPE</b>	MG
<b>LEASE SQUARE FOOTAGE</b>	± 6,843 SF
<b>CONDO SIZE</b>	±7,784 SF
<b>STORIES</b>	Two Story
<b>PARKING</b>	Surface & Covered Parking
<b>YEAR BUILT</b>	2004
<b>ZONING</b>	C-O (Commercial Office)
<b>APN</b>	217-53-967, 217-53-968
<b>2024 TAXES</b>	\$9,559.80   Tenant Reimburses
<b>HOA FEES</b>	Tenant Reimburses
<b>INSURANCE</b>	Tenant Reimburses
<b>HVAC</b>	Landlord Responsible
<b>UTILITIES</b>	Tenant Pays Direct



## PROPERTY DESCRIPTION



## PROPERTY DESCRIPTION

SVN Desert Commercial Advisors is pleased to present, on behalf of the owner this leased investment opportunity located at 9590 E Ironwood Square Dr #120/125. Currently leased to Optum Care on an initial 5-year MG lease, this property is a perfect investment for any investor wanting a quality tenant, in a highly desirable location with potential long-term capabilities and a strong value add component. Currently priced below replacement cost this condo is leased to Optum Care, which is a part of Optum, Inc. a subsidiary of United Health Group, one of the world's largest healthcare organizations. Optum who has occupied the space since 2016 was as 4C Medical Group and at lease renewal converted to a modified Gross style lease. The landlord gets reimbursed for CAM fees, Insurance, and Taxes but is responsible for HVAC. The Tenant, also at lease renewal, deployed their own capital to renovate parts of the property and modernize the space. Further, from a value add standpoint, the lease is currently only observing the property's net square footage, effectively lowering the rent to well below market for a medical property in this part of town and allowing any investor to apply the gross square footage at least renewal and increase the rents to market standards and observe a significant increase in net operating income.

## LOCATION DESCRIPTION

Located off of Ironwood Square Dr., at the crossroads of E Mountainview Rd and N 96th St, this ±7,784 SF condo is easy to get to from anywhere in the valley and is located just east of the Loop-101 in Scottsdale, Arizona. Within immediate proximity of the property are a variety of retail amenities such as Scottsdale Fiesta Shopping Center anchored by Fry's, Sprouts, and The Home Depot. Additionally, the property's location and cross streets place multiple retail lifestyle centers within a ten-minute drive, including, Fashion Square Mall, Scottsdale Pavilions at Indian Bend Rd, Scottsdale Quarter and Kierland Commons. Additionally, the property is walking distance from the HonorHealth Scottsdale Shea Medical Center in the medically dense Ironwood Courtyard development and directly adjacent to Ironwood Village and Ironwood Office Suites, both of which contain multiple similar medical tenants.

**RENT ROLL**

SUITE	TENANT NAME	SIZE SF	% OF BUILDING	PRICE / SF / YEAR	MARKET RENT	MARKET RENT / SF	ANNUAL RENT	LEASE START	LEASE END
120/125	Optum Care	6,843 SF	87.91%	\$24.21	\$26.00	-	\$165,634.82	10/1/2023	9/30/2028
<b>TOTALS</b>		<b>6,843 SF</b>	<b>87.91%</b>	<b>\$24.21</b>	<b>\$26.00</b>		<b>\$165,634.82</b>		

- Lease Increases 3% annually
- The tenant has Two (2) options to renew for a period of Three (3) years each. Each renewal shall be at fair market rental rates.
- Lease is based on usable Square Footage, not rentable square footage. Percentage of Occupancy comes from this difference.
- Tenant reimburses for all Association fees, Taxes and Insurance as well as a management fee equal to a max of 4%.
- Landlord is responsible for HVAC repair and replacement

## TENANT INFORMATION



# OPTUM®

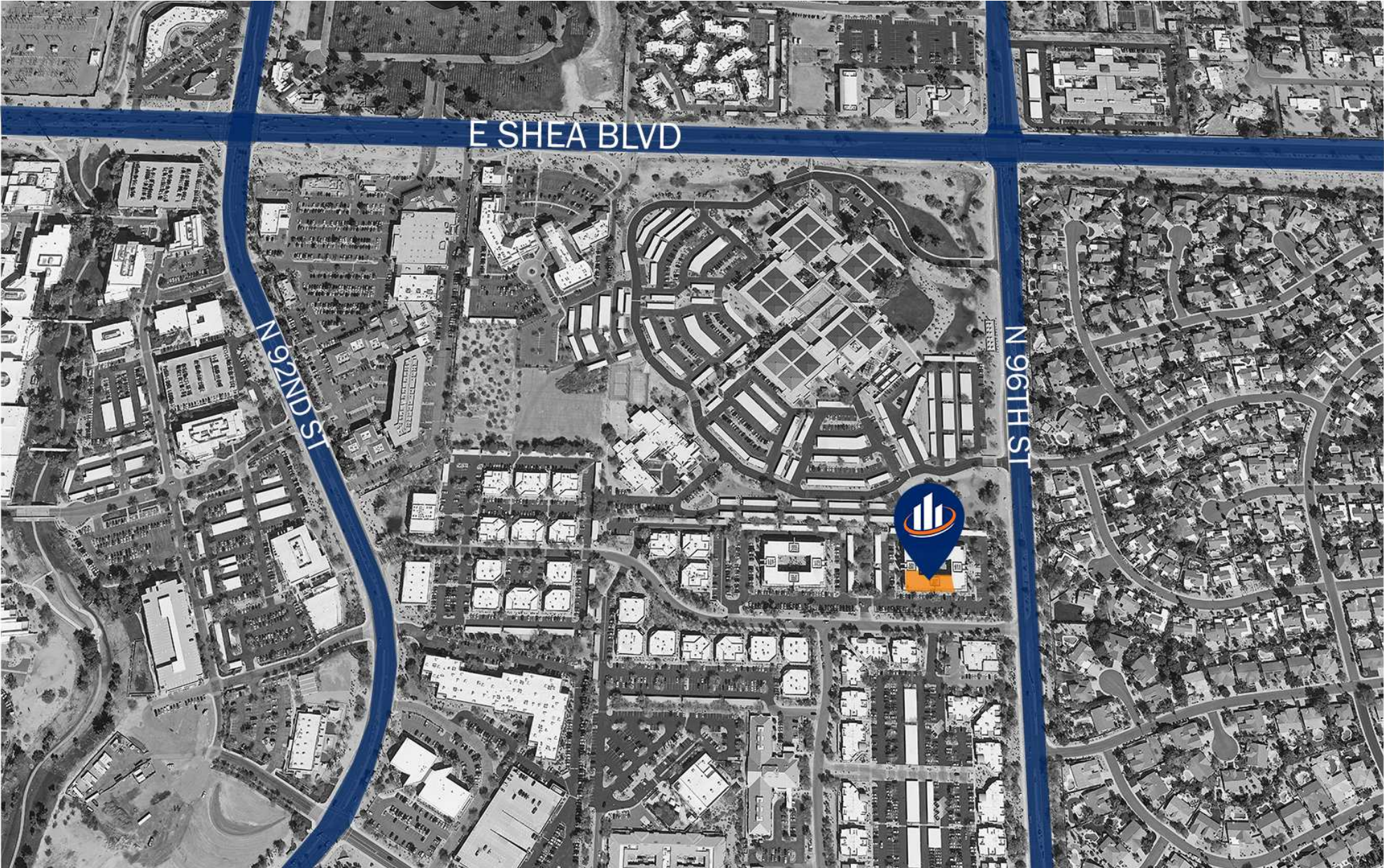
### ABOUT

OptumCare, a subsidiary of UnitedHealthGroup (UHG), stands as a leading force in the U.S. Healthcare landscape. As part of a larger entity generating over \$15 billion in revenue in 2016, OptumCare ranks among the top 10 largest healthcare systems nationwide, surpassing renowned institutions like the Mayo Clinic and the Cleveland Clinic. Over the past decade, Optum has transformed from a perceived distraction to a vital catalyst for UHG's accelerated growth, contributing \$16 billion in revenue growth in 2016 alone. Analysts now applaud the synergies between UHG and Optum, recognizing their pivotal role in reshaping the healthcare system. UHG's strategic investments in standardization, process integration, and customer learning contribute to a scalable platform for growth. With an expected acceleration in organic growth over the next five years, evidenced by a 40% increase in stock price, UHG stands as a formidable force driving positive change in the industry.

### HIGHLIGHTS

- OptumCare is a prominent division of UnitedHealth Group
- Operates directly through local medical groups
- Top 10 largest healthcare systems nationwide
- Generated \$15 billion in revenue in 2016
- 2,000 locations nationwide
- 165,000 employees worldwide
- Committed to innovative healthcare solutions such as machine learning and AI
- Aims to enhance efficiency and deliver cost-effective, high-quality care

PROPERTY AERIAL



# RETAILER MAP





# CITY OF SCOTTSDALE

The City of Scottsdale is one of Arizona's 10 largest cities with a population of more than 240,000. Scottsdale continues to be recognized nationwide as one of the top markets for business performance, job growth, livability, and hospitality.

More than 28,000 businesses and more than 25% of Arizona corporate headquarters have made Scottsdale their home. Professionals have chosen Scottsdale due to the city's commitment to long-range planning, dedication to the success of residents and the business community, low taxes for families and corporations, and so much more.

What Scottsdale was known for even before becoming a global destination for business, was its exceptional recreational amenities. Still today, Scottsdale remains a popular tourist destination, visited by more than 11 million people annually, generating an economic impact of \$3.3 billion. Home to Arizona's finest shopping and dining, visitors come to experience the best in art, sports, special events, and the natural beauty of the Sonoran Desert.



## SCOTTSDALE RANKINGS

### **TOP 100 BEST COMMUNITIES FOR YOUNG PEOPLE**

- AMERICA'S PROMISE ALLIANCE

### **NO. 1 HIGH SCHOOL IN THE NATION**

- U.S. NEWS & WORLD REPORT

### **TOP 10 CITY TO LAUNCH A STARTUP**

- DATAFOX RANKING

### **BEST CITIES FOR HISPANIC ENTREPRENEURS**

- WALLETHUB

### **BEST CITY IN THE U.S. TO GET A JOB**

- WALLETHUB

### **NO. 7 SAFEST CITY IN THE U.S.**

- LAW STREET MEDIA

### **NO. 1 U.S. CITY TO LIVE AN ACTIVE LIFESTYLE**

- WALLETHUB

### **TOP 25 CITY IN THE U.S. FOR ARTS DESTINATIONS**

- AMERICAN/STYLE MAGAZINE

# CITY OF SCOTTSDALE EMPLOYMENT

Scottsdale is one of the state's leading job centers with a robust economy anchored by bio-life science companies, high-tech innovation, financial services, tourism, and corporate headquarters. More than 28,000 companies do business in Scottsdale, with nearly 210,000 employees. SkySong, the ASU Scottsdale Innovation Center, is designed to help companies grow through a unique partnership with Arizona State University. Scottsdale's downtown, Old Town Scottsdale, is an emerging center for high-tech businesses. To the north, the Scottsdale Airpark is the city's largest employment area, and the Scottsdale Cure Corridor is a hub of premier healthcare providers and biomedical companies.



**28,000+**

**COMPANIES  
OPERATING**



**210,000**

**NUMBER OF  
EMPLOYEES**



**\$145,977**

**AVG. WAGE OF JOBS  
CREATED/RETAINED**

\* 39,673+

FINANCE & INSURANCE

\* 37,922+

HEALTHCARE & SOCIAL  
ASSISTANCE

\* 35,478+

WASTE MANAGEMENT,  
REMEDIAION & ADMIN

\* 25,162+

TRANSPORTAION &  
WAREHOUSING

\* 24,982+

RETAIL TRADE

\* 24,226+

PROF, SCIENTIFIC &  
TECHNICAL SERVICES

\*2021 Jobs Data

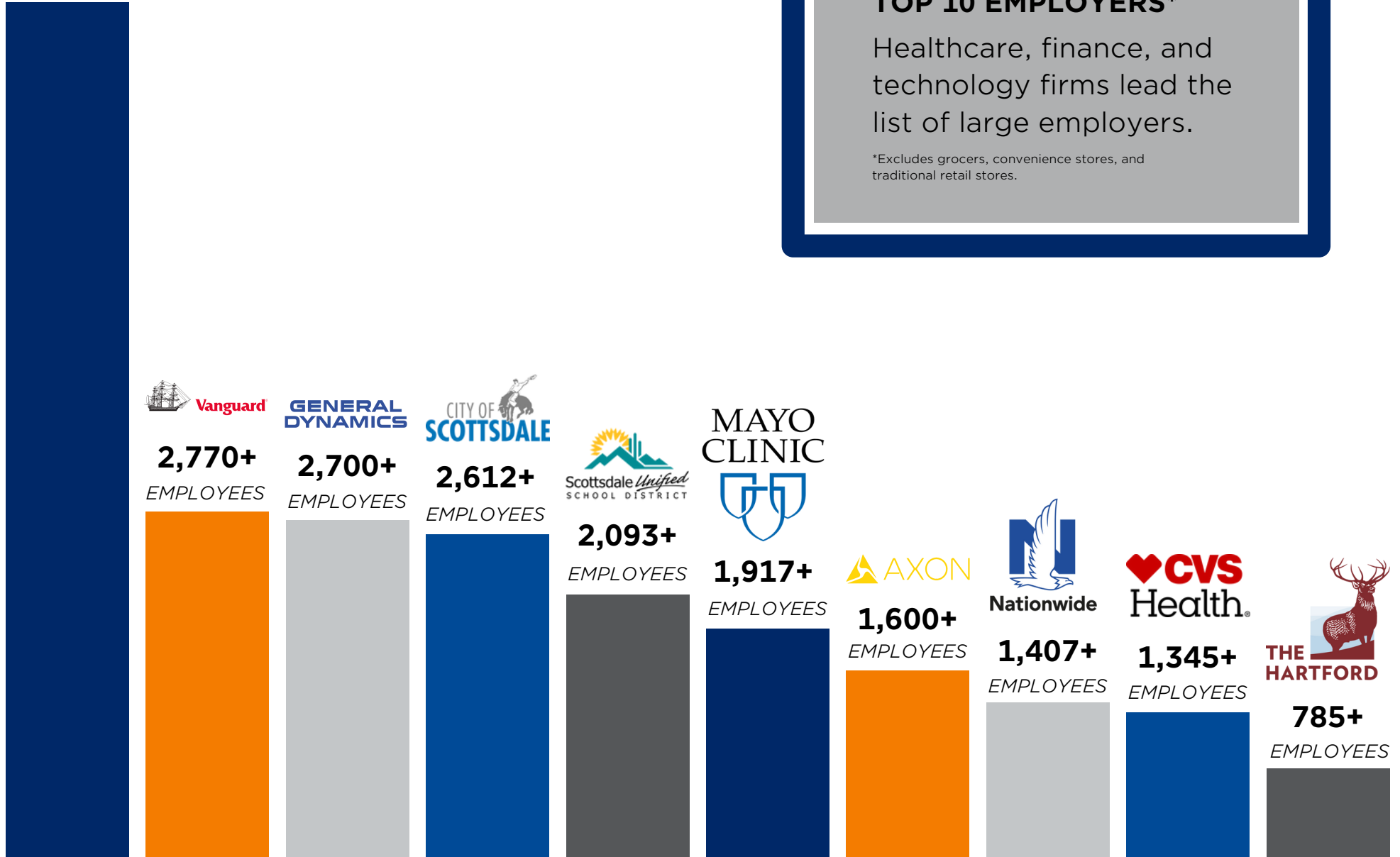
# CITY OF SCOTTSDALE MAJOR EMPLOYERS

HONORHEALTH.

**7,131+**

EMPLOYEES

**TOP 10 EMPLOYERS\***  
Healthcare, finance, and technology firms lead the list of large employers.  
\*Excludes grocers, convenience stores, and traditional retail stores.



# CITY OF SCOTTSDALE TOURISM

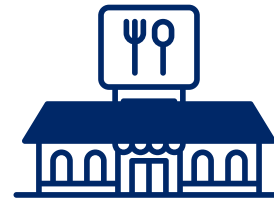
With over 300 days of sunshine, 30,000 acres of breathtaking desert scenery, and a calendar full of special events, Scottsdale is a popular tourist destination in Arizona that welcomes millions of visitors annually. The annual economic impact of Scottsdale visitors is estimated at \$2 billion dollars. Visitors generate more than \$38 million dollars of annual tax revenue— representing about one in every five city sales tax dollars.



**52+**  
HOTELS



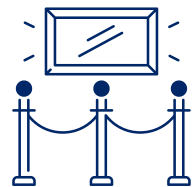
**1**  
AIRPORT



**868+**  
RESTAURANTS



**7**  
MUSEUMS



**107**  
ART GALLERIES  
& DEALERS



**125+**  
SCOTTSDALE-AREA  
GOLF COURSES



**43**  
PARKS



**37**  
PUBLIC SCHOOLS

# CITY OF SCOTTSDALE ATTRACTIONS

## GOLF

Well known as 'America's Best Place to Live for Golf' there are over 125 golf courses in the Scottsdale-area, ranging from championship tournament facilities to municipal courses. Millions of people from all over the world visit Scottsdale each year to both play and watch, especially during the Waste Management Phoenix Open at the TPC of Scottsdale Stadium Course.



## SPORTS

Each year millions travel to Scottsdale to experience attractions like spring training, golf, and football. Scottsdale is home to three baseball spring training programs. The Salt River Fields at Talking Stick, an 11,000-seat spring training facility is home to both the Arizona Diamondbacks and Colorado Rockies, and Old Town Stadium is home to the San Francisco Giants.



## WESTWORLD

Each year, WestWorld hosts more than 70 events spanning 579 event days at the facility, attracting 500,000 people for an array of vastly different activities and attractions. Among many nationally recognized events that call WestWorld home are; the Barrett-Jackson Collector Car Auction, the Scottsdale Arabian Horse Show, and the Sun Circuit Quarter Horse Association.



# CITY OF SCOTTSDALE ATTRACTIONS

## SHOPPING

Scottsdale boasts the best shopping in Arizona with more than 2,500 luxury retailers, one-off boutiques, and upscale malls. Old Town Scottsdale is home to dozens of gift shops, Native American jewelry stores, and Scottsdale Fashion Square. Fashion Square is Southwest's largest shopping destination, offering over 200 stores, a Harkins Theater, concierge services, and more. In North Scottsdale, Scottsdale Quarter and Kierland Commons offer shoppers high-end stores in an open-air setting.



## ART & CULTURE

The Scottsdale arts scene vibrates with a creative energy all its own. A pillar in the legacies of Frank Lloyd Wright, Bennie Gonzales, Paolo Soleri, and many more architects. Visitors and locals alike can enjoy ArtWalk, Canal Convergence, and Scottsdale Contemporary Month. Catch Broadway shows at one of the performing arts theaters. Take a walking tour of public art installations in Old Town. And more!



## RESTAURANTS & ENTERTAINMENT

Scottsdale offers more than 800 restaurants, Old Town nightlife, and plenty of fun activities including Top Golf at Talking Stick Resort, ATV tours, wine tasting, high-tech bowling alleys, and more! Looking to relax? Scottsdale has more than 50 renowned spas with innovative treatments inspired by Sonoran Desert Botanicals and Native American traditions.



# DEMOGRAPHICS MAP & REPORT

## POPULATION

	1 MILE	3 MILES	5 MILES
<b>TOTAL POPULATION</b>	8,285	63,363	132,475
<b>AVERAGE AGE</b>	54.4	45.9	44.4
<b>AVERAGE AGE (MALE)</b>	54.5	45.4	43.7
<b>AVERAGE AGE (FEMALE)</b>	54.1	46.2	44.6

## HOUSEHOLDS & INCOME

	1 MILE	3 MILES	5 MILES
<b>TOTAL HOUSEHOLDS</b>	4,421	29,928	60,339
<b># OF PERSONS PER HH</b>	1.9	2.1	2.2
<b>AVERAGE HH INCOME</b>	\$101,536	\$108,902	\$112,673
<b>AVERAGE HOUSE VALUE</b>	\$491,678	\$562,091	\$577,777

2020 American Community Survey (ACS)

