

OFFERING MEMORANDUM

4801 N 75TH AVE

*NN Veterinary Hospital Investment
Opportunity located in Phoenix, AZ*

Heartland
VETERINARY PARTNERS

IN PARTNERSHIP WITH

Westridge
ANIMAL
HOSPITAL

PHOENIX, AZ

km Kidder
Mathews

TABLE OF CONTENTS

01

EXECUTIVE
SUMMARY

02

FINANCIAL
OVERVIEW

03

TENANT
OVERVIEW

04

LOCATION
OVERVIEW

*Exclusively
Listed by*

DANIEL SOLOMON
Kidder Mathews
310.709.8985
daniel.solomon@kidder.com
LIC N° SA715485000 (AZ)

KIDDER.COM



The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Kidder Mathews and should not be made available to any other person or entity without the written consent of Kidder Mathews.

This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Kidder Mathews has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Kidder Mathews has not verified, and will not verify, any of the information contained herein, nor has Kidder Mathews conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

This information has been secured from sources we believe to be reliable. We make no representations or warranties, expressed or implied, as to the accuracy of the information. References to square footage or age are approximate. Recipient of this report must verify the information and bears all risk for any inaccuracies.



EXECUTIVE SUMMARY

INVESTMENT SUMMARY



\$688,000

LIST PRICE



\$54,996

NET OPERATING INCOME



\$21.15

RENT/SF



8.00%

CAP RATE



1982/2023

YEAR BUILT / RENOVATED



100%

OCCUPANCY



EXECUTIVE SUMMARY



In Partnership With



PROPERTY OVERVIEW

ADDRESS	4801 N 75th Ave, Phoenix, AZ 85033
TENANT NAME	Heartland Veterinary Partners (Westridge Animal Hospital)
BUILDING SIZE	±2,600 SF
YEAR BUILT	1982 / Renovated 2023
OWNERSHIP TYPE	Fee Simple Absolute



PROPERTY & LEASE HIGHLIGHTS

- **Heartland Veterinary Partners Corporate Guaranty:** Lease features a corporate guaranty from Heartland Veterinary Partners - one of the highest quality and fastest growing veterinary support organizations in the U.S., with over 300 veterinary practices across the Midwest and Southern markets.
- **Top MSA (Phoenix):** The Phoenix MSA is one of the most populous and fastest-growing metropolitan statistical areas in the United States.
- **Secure Financial Backing:** Heartland Veterinary Partners is supported by Gryphon Investors - a prominent private equity firm specializing in the profitable growth and competitive enhancement of middle-market companies. With approximately \$9.0 billion in assets under management, Gryphon has a robust track record of partnering with management teams to achieve transformational growth and returns.
- **Passive Lease Structure:** This NN lease provides a passive investment vehicle for all types of investors, with minimal landlord responsibilities.



TENANT HIGHLIGHTS

- **Long Term Commitment To The Site:** This practice is a very well-known staple in the community. They have been providing complete veterinary care for dogs and cats in Phoenix, Glendale and Peoria since 1982.
- **Tenant Investment In Location:** Veterinary hospitals hardly ever relocate due to the high costs associated with moving and difficulty retaining the same patients in a new location. They are also very well insulated from e-commerce competition and resilient to economic downturns.
- **Growing Company:** Heartland's footprint continues to expand rapidly through the successful execution of veterinary practice acquisitions and partnerships.
- **Full Range Veterinary Services:** This veterinary hospital offers all types of veterinary medicine, dentistry, surgery, and more. Practice was acquired by Heartland due to its exceptional performance.
- **Robust Industry Growth:** The global veterinary services market size was estimated at USD 120.12 billion in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 7.45% from 2023 to 2030.
- **Key Pet Ownership Statistics In The US:**
 - 66% of households in the US, or 86.9 million, own a pet. This increase in pet ownership trend has fueled demand for veterinary services, including preventive care, diagnostics and treatments.
 - The average US dog owner spends about \$2,524 per year on recurring pet costs.
 - People spent \$136.8 billion on pets in 2022, and \$147 billion on pets in 2023.*



*Source: American Pet Products Association (APPA) via MarketWatch Guides, published August 7, 2024.

LOCATION HIGHLIGHTS

- **Rapid Expansion:** Phoenix (the capital of Arizona) is in the Phoenix Metropolitan Area, one of the fastest growing regions in the United States. This growth has led to increased demand for healthcare, housing, retail, and professional services.
- **Strong Population:** As of 2023, Phoenix has a population of approximately 1.75 million, making it the fifth-largest city in the United States.
- **Strategic Location:** The property is located at the heart of a large residential community, surrounded by thousands of homes. This prime location ensures a steady and reliable customer base, as local homeowners frequently bring their pets to the clinic for veterinary care, fostering strong community ties and a consistent demand for services.
- **Robust Demographics:** Local demographics feature a population base of 99,167 people within a 2 mile radius, and 428,696 people within a 5 mile radius.
- **Business Friendly State:** Arizona is known for its competitive tax environment, which, combined with Chandler's pro-business policies, continues to attract corporate investments. With ongoing commercial and residential developments, Chandler remains a hotspot for real estate investment.
- **Job Growth:** Phoenix consistently ranks among the top U.S. metros for job creation, with significant expansions in sectors like aerospace, bioscience, and renewable energy.



EXECUTIVE SUMMARY





FINANCIAL OVERVIEW

Section 02

FINANCIAL OVERVIEW

LEASE ABSTRACT

TENANT NAME	Heartland Veterinary Partners (Westridge Animal Hospital)
ADDRESS	4801 N 75th Ave, Phoenix, AZ 85033
LEASE COMMENCEMENT DATE	5/17/2023
LEASE END DATE	5/17/2027
LEASE TERM REMAINING	±2 Years & 6 Months Remaining
LEASE TYPE	NN
TENANT RESPONSIBILITIES	Taxes, Insurance, Interior Maintenance, Utilities, Etc
LANDLORD RESPONSIBILITIES	Roof, Foundation, Exterior Structure, Mechanical, HVAC
RENTAL INCREASES	4% Increase Year 5 (First Option Period)
OPTIONS	2, 5 Year Options Remaining
GUARANTY	Corporate - Heartland Veterinary Partners LLC

*Lease Information Disclaimer: All lease details are provided for informational purposes only and are believed to be accurate, but are not guaranteed. Buyers are advised to independently verify all information. The broker and seller assume no liability for any errors or omissions.





TENANT OVERVIEW

TENANT OVERVIEW



MEET THE HEARTLAND FAMILY

Heartland was started by a veterinarian, and all our team members share a passion for helping vets succeed. In fact, our mission statement is to improve the lives of veterinarians. When you partner with us, you become a member of the Heartland family too.

Joining a Heartland practice as a veterinarian means gaining a network of friendly faces and valuable tools. Our practices are located in many states across the country with diverse settings and focuses. Our Vets have lives outside of the practice, and we never lose sight of that. And we help our DVMs hone their craft in a safe, supportive environment.

Source: heartlandvetpartners.com



TENANT OVERVIEW



ABOUT US

Westridge Animal Hospital is a well-established, full-service, small animal veterinary hospital providing comprehensive medical, surgical and dental care.

We provide a broad spectrum of diagnostic procedures through in-house testing and the use of external laboratories. We also work closely with local practices when special diagnostic procedures are required. The facility includes a well-stocked pharmacy, in-hospital surgery suite, in-house x-ray capabilities, a closely supervised hospitalization area, and indoor boarding kennels with outdoor walking areas.

At Westridge Animal Hospital we strive to offer not only sound advice, but also optimal veterinary care, thus allowing you the enjoyment of your companion for a maximum number of years. Our job is not only to treat your pet when he or she isn't feeling well, but also to help you learn how to keep your best friend happy and healthy.

Source: wah.vet



PRIVATE EQUITY BACKING OVERVIEW



GRYPHON
INVESTORS

TIME-TESTED INDUSTRY EXPERTISE TO DRIVE GROWTH

Gryphon invests across six industries via teams of investment and operational professionals who've dedicated their careers to each of these categories.

Through decades of experience as investors and operating executives, Gryphon's industry group professionals have developed differentiated insights, expertise, and networks that benefit the management teams. Our targeted, thesis-driven Proactive Investment Strategies have been time-tested across over 70 platform investments and more than 525 add-on acquisitions since 1995.

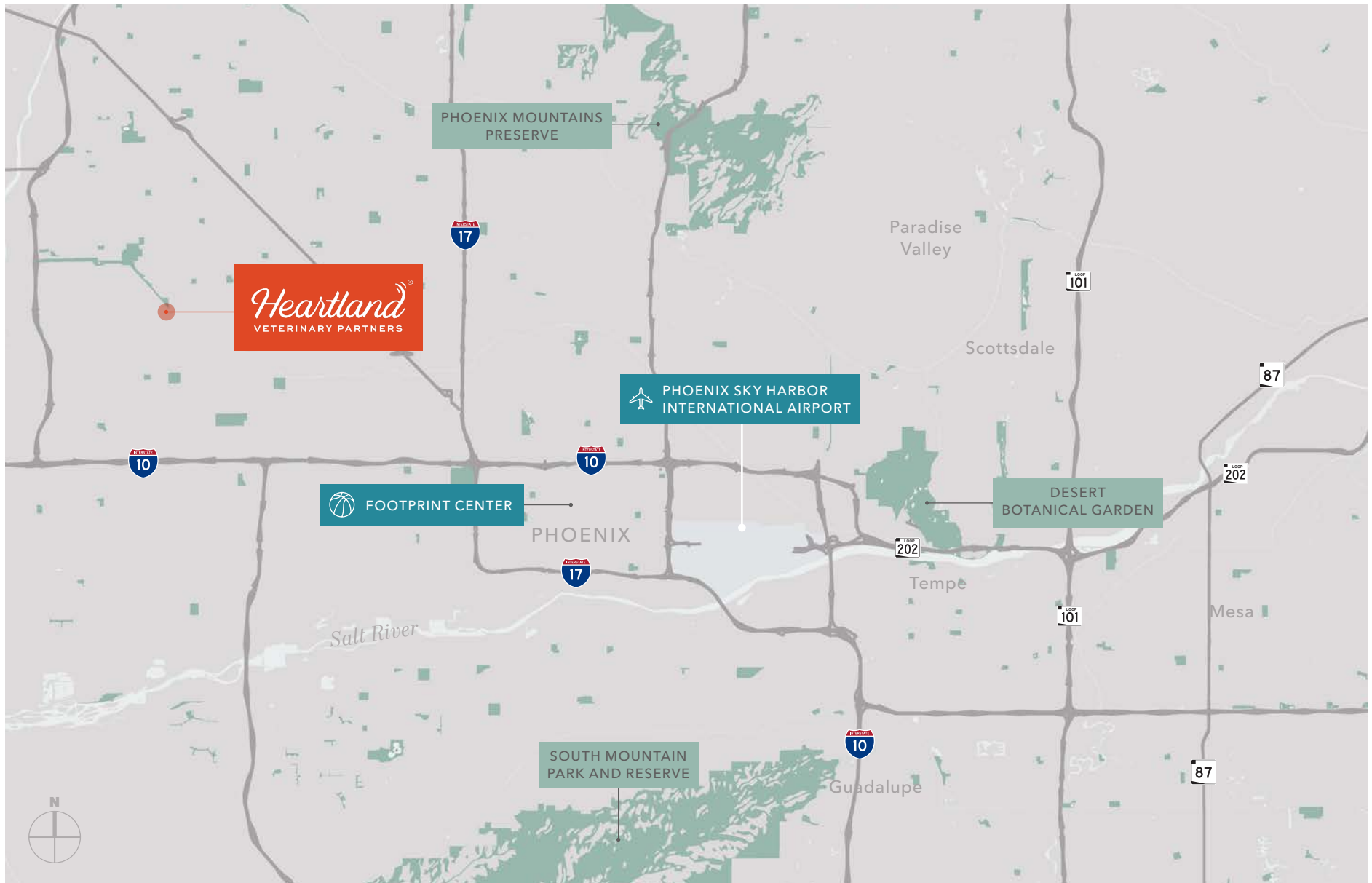
Source: gryphon-inv.com





LOCATION OVERVIEW

LOCATION OVERVIEW





A BUDDING LEADER IN THE *TECH INDUSTRY*

Phoenix, Arizona, often referred to as the "Valley of the Sun," stands as a testament to urban growth and transformation in the heart of the Sonoran Desert.

As the fifth-largest city in the United States, Phoenix boasts a dynamic blend of old-world charm and modern sophistication. Its residential landscape is as diverse as its history, with a mix of historic neighborhoods like Encanto and Willo, offering classic bungalows and period revivals, juxtaposed against the contemporary high-rise condos and plush suburban homes that dot the city's newer districts. This residential growth is complemented by a thriving commercial sector. The city's downtown and midtown areas are bustling hubs of commerce, teeming with a range of businesses from local boutiques to Fortune 500 companies. The Camelback Corridor and Deer Valley stand out as commercial epicenters, housing everything from retail giants to innovative tech startups. Phoenix's commercial prowess is further bolstered by its strategic location, with easy access to major markets in California, Texas, and Mexico. The city's infrastructure, including the expansive Sky Harbor International Airport, supports its commercial activities, making it a magnet for investors and entrepreneurs. As Phoenix continues to evolve, it seamlessly marries its rich cultural heritage with the aspirations of a modern metropolis, offering both residents and businesses a place of opportunity and growth.

DEMOGRAPHICS



Population

	2 Mile	5 Miles	10 Miles
2024 POPULATION	99,167	428,696	1,325,724
2029 POPULATION PROJECTION	106,652	463,002	1,424,148



Household Income

	2 Mile	5 Miles	10 Miles
2024 HOUSEHOLDS	27,125	129,714	453,351
2029 HOUSEHOLD PROJECTION	29,211	140,350	491,762
AVG HOUSEHOLD INCOME	\$72,543	\$70,007	\$78,330

Source: CoStar, 2024



Exclusively listed by

DANIEL SOLOMON
Kidder Mathews
310.709.8985
daniel.solomon@kidder.com
LIC N° SA715485000 (AZ)

KIDDER.COM

