



1029 S CAMPBELL ROAD | SPRINGFIELD, MO 65807



17+ YEARS REMAINING | 2% ANNUAL INCREASES | ABSOLUTE NNN | 7.71% AVERAGE CAP RATE

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES

OFFERING MEMORANDUM

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1029 S CAMPBELL ROAD | SPRINGFIELD, MO 65807

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# EXECUTIVE OVERVIEW

SECTION 1



## OFFERING SUMMARY

Matthews Real Estate Investment Services™ Healthcare Division is pleased to exclusively offer a rare opportunity to acquire a premier healthcare asset secured by a long-term 20-year Absolute NNN lease with over 17 years remaining. Established in 2020, this purpose-built facility is strategically positioned as a high-visibility outparcel to a Walmart Neighborhood Market, maximizing walk-in traffic and brand exposure. The Absolute NNN lease structure provides investors with zero landlord responsibilities and features 2.00% annual rent increases, offering stable, inflation-protected cash flow. The tenant's commitment to this location underscores the site's critical role in their operational strategy, further bolstered by a corporate guaranty from Elysian Capital Inc., a reputable private equity firm.

Total Point Urgent Care distinguishes itself in the marketplace through its integrated service model, offering urgent care, imaging, labs, occupational medicine, and comprehensive physical exams—services typically not available in a traditional urgent care setting. With 17+ locations nationwide and continued expansion, Total Point demonstrates significant competitive advantage and growth potential. Situated within the Springfield MSA, the property benefits from a dense population of over 200,000 residents in the surrounding area and is just minutes from Missouri State University, home to more than 27,000 students. This combination of robust demographics, premier construction quality, and an irreplaceable location makes this a highly secure and compelling passive investment.

## THE OPPORTUNITY



### ADDRESS

1029 S Campbell Road, Springfield, MO



### GLA

±4,500 SF



### OWNERSHIP TYPE

Fee Simple



### PROPERTY TYPE

Urgent Care



### YEAR BUILT

2020



### TOTAL TENANTS

1



### OCCUPANCY

100%



### PRICE

\$3,265,262



### CAP RATE

6.50%



### PPSF

\$725.61



# INVESTMENT HIGHLIGHTS

## **RARE 20 YEAR ABSOLUTE NNN LEASE | 17 YEARS REMAINING**

The tenant, Total Point Urgent Care, executed a brand new 20 Year Absolute NNN lease upon completion of the building in 2020.

## **TOTAL POINT URGENT CARE | 17+ LOCATIONS | COMPETITIVE ADVANTAGE**

The tenant, Total Point Urgent Care, is a rapidly expanding medical service provider with urgent care, imaging centers, emergency rooms and hospitals across the country. They currently operate 17+ urgent care and primary care facilities across the US, further spreading their mission to provide patients with the highest quality care, at a fraction of the cost of a traditional visit.

Total Point sets themselves apart from other providers with urgent care, onsite lab and x-rays, occupational medicine services, school and sports physical exams, and comprehensive men and women's physicals, which traditionally aren't offered in the comfort of an urgent care setting.

## **CORPORATE GUARANTY FROM ELYSIAN CAPITAL, INC | STRONG PE BACKING**

The lease is corporately guaranteed by Elysian Capital Inc, the tenant's private equity backer. An investor reaps the benefits of security with a rare corporate guaranty from an established and successful PE firm. The lease also features a personal guaranty from the owner of Elysian Capital, Inc.

## **ABSOLUTE NNN LEASE STRUCTURE | ZERO LANDLORD RESPONSIBILITIES | 2.00% RENTAL INCREASES**

The absolute NNN lease structure offers a truly passive investment opportunity for both local and national investors. The tenant is responsible for all property expenses, including taxes, insurance, maintenance, and all capital expenses.

The lease also features 2.00% annual rental increases, providing an investor with a hedge against inflation and scheduled boosts in cashflow throughout the life of the lease.

## **WALMART OUTPARCEL LOCATION | 2020 TOP QUALITY CONSTRUCTION | DIRECT VISIBILITY AND FRONTAGE**

The location is fitted with utmost quality construction and is positioned as an outparcel to a thriving Walmart Neighborhood Market (built in 2016). This generates direct visibility of the asset in front of the nation's largest retailer, crucial to the success for outpatient healthcare facilities like an Urgent Care that relies and brand awareness and walk-in business.

Beyond the class-A build out, ownership reaps the benefits of a healthcare tenancy and further layer of security, as urgent care facilities rarely relocate due to the difficulty of retaining the same presence in a new location, and the high cost of moving.

## **SPRINGFIELD, MO MSA | 200,000+ RESIDENTS | SIGNIFICANT POPULATION GROWTH**

There are over 200,000+ residents in a five-mile radius of the property. Springfield is expected to continue its steady population growth over the foreseeable future, as it saw the state of Missouri's largest population growth rate over a four-year span, from 2020 to 2023.

## **PROXIMITY TO PATIENT BASE | 2 MINUTES FROM MISSOURI STATE UNIVERSITY (27,000+ STUDENTS)**

This site is just down the road from Missouri State University, which is home to over 27,000+ students – the tenant benefits from its direct proximity to one of Missouri's largest universities (2nd).





**TOTAL POINT**  
**URGENT CARE**

# FINANCIAL OVERVIEW

SECTION 2

## INVESTMENT SUMMARY

List Price	\$3,265,262
NOI	\$212,242
Cap Rate	6.50%
Price PSF	\$725.61
Rent PSF	\$47.16

## PROPERTY OVERVIEW

Property Name	Total Point Urgent Care
Address	1029 S Campbell Road, Springfield, MO 65807
Property Size	±4,500 SF
Lot Size	±0.47 AC
Year Built	2020
Occupancy	100%
Property Type	Urgent Care

### FOR FINANCING INQUIRIES PLEASE CONTACT

#### Greg Kavoklis

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## LEASE ABSTRACT

Tenant Name	Total Point Urgent Care
Ownership Type	Fee Simple
Corporate Guarantor	Rocinante Equity, Inc (DBA Elysian Capital, Inc)
Personal Guarantor	Yes - Owner of the Elysian Capital, Inc.
SF Leased	±4,500 SF
Occupancy	100%
Initial Term	20 Years
Rent Commencement	7/1/2022
Lease Expiration	6/30/2042
Lease Term Remaining	±17.1 Years
Base Rent	\$212,242
Rental Increases	2% Annual
Renewal Options	Two, 10-Year Options
Expense Structure	Absolute NNN
Tenant Responsibilities	Taxes, Insurance, Maintenance (Including Roof and Structure)
Landlord Responsibilities	None
Insurance	Tenant Responsible
Taxes	Tenant Responsible
Financial Reporting	Yes



# ANNUALIZED OPERATING DATA

LEASE YEAR	ANNUAL RENT	MONTHLY RENT	RENT PSF	CAP RATE
Year 1	\$200,000	\$16,666.67	\$44.44	-
Year 2	\$204,000	\$17,000.00	\$45.33	-
Year 3	\$208,080	\$17,340.00	\$46.24	-
<b>Year 4 (Current)</b>	<b>\$212,242</b>	<b>\$17,686.80</b>	<b>\$47.16</b>	<b>6.50%</b>
Year 5	\$216,486	\$18,040.54	\$48.11	6.63%
Year 6	\$220,816	\$18,401.35	\$49.07	6.76%
Year 7	\$225,232	\$18,769.37	\$50.05	6.90%
Year 8	\$229,737	\$19,144.76	\$51.05	7.04%
Year 9	\$234,332	\$19,527.66	\$52.07	7.18%
Year 10	\$239,019	\$19,918.21	\$53.12	7.32%
Year 11	\$243,799	\$20,316.57	\$54.18	7.47%
Year 12	\$248,675	\$20,722.91	\$55.26	7.62%
Year 13	\$253,648	\$21,137.36	\$56.37	7.77%
Year 14	\$258,721	\$21,560.11	\$57.49	7.92%
Year 15	\$263,896	\$21,991.31	\$58.64	8.08%
Year 16	\$269,174	\$22,431.14	\$59.82	8.24%
Year 17	\$274,557	\$22,879.76	\$61.01	8.41%
Year 18	\$280,048	\$23,337.36	\$62.23	8.58%
Year 19	\$285,649	\$23,804.10	\$63.48	8.75%
Year 20	\$291,362	\$24,280.19	\$64.75	8.92%



 **MISSOURI STATE UNIVERSITY**  
27,000+ STUDENTS  
± 0.6 MILES AWAY

 **VUE ON WALNUT**  
107 UNITS



 **800 SOUTH APARTMENTS**  
108 UNITS

 **BEAR VILLAGE APARTMENTS**  
263 UNITS

 **SOUTHWIND APARTMENTS**  
40 UNITS



 **GRAND DENTAL**



**W GRAND ST ± 15,000 VPD**



**SUBJECT PROPERTY**

**SMART BUY TIRE AND AUTO SERVICE**  
417-831-3589

 **MARKWOOD APARTMENTS**  
67 UNITS



**S CAMPBELL AVE ± 12,800 VPD**



# TENANT OVERVIEW

SECTION 3





## ABOUT TOTAL POINT URGENT CARE

Total Point Urgent Care is a rapidly expanding healthcare provider that delivers accessible, high-quality medical services in a cost-effective, patient-focused environment. Specializing in urgent and primary care, the organization bridges the gap between traditional emergency rooms and primary care offices by offering a wide range of services that include onsite labs, X-rays, occupational medicine, and comprehensive physical exams for men, women, and children. By streamlining diagnostics and treatment under one roof, Total Point offers patients a convenient alternative to hospital-based visits, often at a significantly reduced cost and with shorter wait times. Their mission is to make quality healthcare more accessible by bringing timely, efficient, and compassionate care closer to the communities they serve.

Total Point operates over 17 locations across the United States, with a strong and growing presence in the states of Texas and Missouri. These facilities are strategically situated in high-traffic areas near residential neighborhoods, universities, and retail hubs to optimize visibility and accessibility. Each site is designed to deliver a consistent and modern patient experience, with top-tier medical infrastructure and trained clinical staff. With plans to continue expanding their footprint, Total Point is positioning itself as a leading player in outpatient care by meeting the increasing demand for flexible, on-demand healthcare solutions across both urban and suburban markets.

2

NUMBER OF STATES LOCATED IN

17+

NUMBER OF LOCATIONS

2018

YEAR FOUNDED

[TOTALPOINTCARE.COM](http://TOTALPOINTCARE.COM)

WEBSITE



## SURROUNDING HOSPITALS

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### **COX NORTH & SOUTH HOSPITALS**

CoxHealth is a prominent, not-for-profit health system based in Springfield, Missouri, serving communities across southwest Missouri and northern Arkansas. With a rich history dating back to 1906, CoxHealth has grown into a comprehensive healthcare network that includes six hospitals, more than 80 clinics, and a robust array of specialized services, including trauma care, cardiology, oncology, neurology, and pediatrics. The health system is recognized for its commitment to quality care, patient satisfaction, and medical education through its partnerships with regional universities and its own College of Nursing and Health Sciences. CoxHealth plays a crucial role in regional healthcare, offering state-of-the-art technology and highly trained medical professionals to serve a broad and diverse patient population.

In Springfield, the CoxHealth system operates multiple campuses, with the two most notable being Cox North and Cox South. Cox South is the system's flagship and largest hospital, offering a full-service, Level 1 trauma center, advanced surgical suites, a neonatal intensive care unit (NICU), and comprehensive specialty services. It serves as the hub for most of the system's acute and inpatient care, including the main emergency department. In contrast, Cox North has transitioned over time to focus on behavioral health and psychiatric services, outpatient clinics, and administrative functions. While it was once the system's primary hospital, today Cox North supports the community by specializing in mental health care, rehabilitation, and ancillary services. This division of services between the North and South campuses allows CoxHealth to provide more focused and efficient care across different medical needs.

Cox North Hospital is located approximately 2.4 miles away from Total Point Urgent Care, and South Cox Hospital is located approximately 4.6 miles away from Total Point Urgent Care.



### **MERCY CHILDREN'S HOSPITAL SPRINGFIELD**

Mercy Children's Hospital in Springfield, Missouri, is a dedicated pediatric facility within the larger Mercy health system, which serves communities across the Midwest. The hospital provides comprehensive, family-centered care for infants, children, and adolescents through a wide range of specialized services including pediatric surgery, oncology, cardiology, neurology, and neonatal intensive care. Located on the Mercy Hospital Springfield campus, it features a state-of-the-art Level III Neonatal Intensive Care Unit (NICU), a pediatric intensive care unit (PICU), and a dedicated pediatric emergency department. The hospital is staffed by board-certified pediatric specialists and supported by child life services to create a comforting, healing environment tailored to young patients and their families. As part of a faith-based, not-for-profit organization, Mercy Children's Hospital is committed to delivering compassionate, high-quality healthcare while advancing pediatric care through innovation and community outreach.

Mercy Children's Hospital is located approximately 2.4 miles away from Total Point Urgent Care.



# MARKET OVERVIEW

SECTION 4

SPRINGFIELD, MO

# SPRINGFIELD, MISSOURI



**DOWNTOWN SPRINGFIELD**

±1 MI

**TOTAL POINT  
URGENT CARE**

Springfield, Missouri is a historic city in the heart of the Ozarks, serving as a key regional hub for healthcare, education, and commerce in southwest Missouri. It is home to Missouri State University and major health systems like CoxHealth and Mercy, which contribute significantly to the local economy and provide a range of services to the broader region. Springfield's connection to Route 66 adds a layer of cultural heritage, visible in its landmarks, museums, and longstanding businesses tied to the iconic highway.

The surrounding landscape of hills, trails, and waterways offers residents and visitors plenty of opportunities for outdoor recreation, including hiking, fishing, and boating. The city maintains a strong sense of local identity through its independent restaurants, community events, and arts venues. With its affordable cost of living and central location, Springfield appeals to a wide range of individuals looking for a place that balances tradition, opportunity, and access to nature.

## DEMOGRAPHICS

	1 MI	3 MI	5 MI
<b>2030 PROJECTION</b>	17,700	101,289	205,820
<b>2025 POPULATION</b>	16,944	97,128	198,185
<b>2030 HOUSEHOLDS</b>	6,857	41,059	85,006
<b>2025 HOUSEHOLDS</b>	7,416	43,653	87,842
<b>AVG HH INCOME</b>	\$50,643	\$54,439	\$64,373

## ECONOMY

Springfield serves as a key economic hub in the state, with a regional GDP of approximately \$22.6 billion as of 2023. The city's economy is anchored by core sectors such as healthcare, education, manufacturing, and retail. Healthcare leads local employment, with CoxHealth employing over 13,000 people and Mercy Springfield Communities employing more than 9,000. Missouri State University and Springfield Public Schools also play a major role in both workforce and economic contribution. The manufacturing presence is reinforced by major employers like O'Reilly Auto Parts and Bass Pro Shops, both of which are headquartered in Springfield and contribute to local production, distribution, and corporate employment.

Springfield's location supports a strong retail and transportation economy, with Walmart and Sam's Club employing nearly 6,000 people across their area operations. Tourism also adds to the city's revenue through attractions tied to Route 66, local museums, and access to outdoor recreation in the nearby Ozarks. Government employment is significant as well, with both state and federal agencies ranking among the city's top employers. This diverse mix of industries helps maintain economic stability and growth in Springfield, making it an important center for commerce and employment in southwest Missouri.



# MISSOURI STATE UNIVERSITY



## Missouri State UNIVERSITY

Missouri State University in Springfield is a public institution founded in 1905. It offers a broad range of academic programs, including over 170 undergraduate and 90 graduate degrees. The university emphasizes public affairs, encouraging students to become engaged, ethical leaders in their communities.

The university is especially known for its programs in business, education, health, and the arts. With a mix of in-person and online courses, it serves both traditional students and working adults. Missouri State also supports research and regional partnerships through centers like the efactory.

Missouri State employs more than 3,140 people and has over 27,000 students enrolled on its Springfield campus. It contributes to the regional economy through workforce development, business support, and community initiatives.

Students participate in more than 300 organizations, NCAA Division I sports, and regular campus events. Missouri State maintains a strong connection to the Springfield community and continues to focus on student success and regional impact.



**27,000+**

STUDENT POPULATION



**±3,140**

NUMBER OF EMPLOYEES

# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **1029 S Campbell Road, Springfield, MO 65807** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services™. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services™, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

**Net Lease Disclaimer:** There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.

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