



AVITA PHARMACY & AGUIRRE MEDICAL GROUP

2207 S Zaramora St, San Antonio, TX 78207



INTERACTIVE OFFERING MEMORANDUM

AVITA PHARMACY & AGUIRRE MEDICAL GROUP

2207 S Zarzamora St | San Antonio, TX 78207

EXCLUSIVELY LISTED BY



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Kevin Puder & Chad Kurz (In conjunction with Matthews Real Estate Investment Services, Inc., a cooperating foreign broker for this listing pursuant to Section 535.4(b) of the Texas Administrative Code)

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±5,225 | ±2,150 SF

GLA



2014

Year Built



±15,900

Vehicles Per Day



NNN

Lease Type

PROPERTY OVERVIEW

- **Corporately & Personal Guaranteed Lease** – Lease is backed by Avita Care Solutions and is an absolute NNN structure with zero landlord responsibilities. The lease is also backed by Aguirre Medical Group with offices in Dallas & San Antonio.
- **Expanding Tenant** – Last year, Avita Care Solutions acquired three San Antonio pharmacies one which previously occupied this location (Empire Pharmacy). They also acquired Q Care Plus and formed AvitaCare Atlanta. The latest acquisitions have demonstrated the efforts to grow their national footprint, and the services offered to patients.
- **Strong Demographics** – The 5-mile population radius for the subject property is 434,718. Nearby tenants include Boost Mobile, Dollar Tree, Cricket Wireless, and others. This location has consistently proven to attract medical tenants.
- **Attractive Lease Structure** – There are zero landlord responsibilities with this asset. Taxes, insurance, and CAM are covered by the tenant. The lease also contains attractive rental increases of 10% every extension executed by the tenant.
- **Major City Developments** – San Antonio is seeing a range of healthcare developments dedicated to medical services. Palo Alto Hospital is under construction on the south side of town with 166 beds slated to open by mid-2027. UT Health San Antonio is expanding their medical infrastructure and advancing in data-driven healthcare. Children's Hospital of San Antonio has an ongoing \$135 million expansion to improve pediatric care facilities.



FINANCIAL SUMMARY



\$1,500,000
LIST PRICE



7.84%
CAP RATE



\$28.41
TOTAL RENT PER SF

TENANT SUMMARY

Tenant Trade Name Avita Pharmacy | Aguirre Medical Group

Type of Ownership Fee Simple

Lease Guarantor Corporate | Personal

Lease Type NNN

Landlords Responsibilities None

Original Lease Term 5 YEARS | 3 YEARS

Rent Commencement Date 02/16/2023 | 10/01/2024

Lease Expiration Date 02/15/2028 | 09/30/2027

Term Remaining on Lease ±3.5 Yrs | ±3 Yrs

Increases 10% in Options | 8% in Option

Options Two, 5-year Options | One, 5-year Option

ANNUALIZED OPERATING DATA - AVITA PHARMACY

	MONTHLY RENT	ANNUAL RENT	RENT PSF
Current	\$8,000.00	\$96,000.00	\$18.37
Option 1	\$8,800.00	\$105,600.00	\$20.21
Option 2	\$9,680.00	\$116,160.00	\$22.23

ANNUALIZED OPERATING DATA - AGUIRRE MEDICAL GROUP

	MONTHLY RENT	ANNUAL RENT	RENT PSF
Current	\$1,800.00	\$21,600.00	\$10.04
Option 1	\$1,944.00	\$23,328.00	\$10.85

DOWNTOWN SAN ANTONIO ±5 MILES AWAY



**JBSA-KELLY FIELD ANNEX
AIR FORCE BASE**
± 2.8 MILES SOUTH



PROMESA ACADEMY CHARTER SCHOOL
262 STUDENTS



THE GARDENS AT SAN JUAN
252 UNITS



STORM ELEMENTARY
276 STUDENTS



SAN JUAN SQUARE 2
144 UNITS

GRIFOLS

S ZARZAMORA ST ± 15,900 VPD



GARDENS AT SAN JUAN SQUARE
252 UNITS



**SUBJECT
PROPERTY**

FRIO CITY RD

AREA OVERVIEW

San Antonio, officially the city of San Antonio, is the seventh most populous city in the United States and the second-most populous city in both Texas and the Southern United States. Straddling the regional divide between South and Central Texas, San Antonio anchors the southwestern corner of an urban megaregion colloquially known as the “Texas Triangle.” San Antonio is the center of the San Antonio–New Braunfels metropolitan statistical area. Growth along the Interstate 35 and Interstate 10 corridors to the north, west, and east make it likely that the metropolitan area will continue to expand.

The city of San Antonio maintains a strong financial position with a “AAA” general obligation bond rating from all three major rating agencies. The Milken Institute has ranked San Antonio No. 1 on its Best-Performing Cities list. As the seventh-largest city in the United States, San Antonio is experiencing solid economic growth in 21st-century industries such as bioscience and healthcare, aerospace, IT and cybersecurity, and green technologies. Biotech companies and healthcare systems in San Antonio contribute billions to the local economy. The Aerospace industry remains a dominant economic strength in San Antonio with the presence of several aviation and aerospace corporations, including the military.



\$39 Million

NUMBER OF ANNUAL VISITORS



\$16 Billion

ANNUAL REVENUE

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
Five-Year Projection	21,416	153,958	357,113
Current Year Estimate	20,821	146,952	341,717
2020 Census	20,839	147,737	341,214
Growth Current Year-Five-Year	2.86%	4.77%	4.51%
Growth 2020-Current Year	-0.09%	-0.53%	0.15%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Five-Year Projection	7,155	54,556	131,169
Current Year Estimate	6,835	50,637	122,054
2020 Census	6,709	48,466	115,922
Growth Current Year-Five-Year	4.69%	7.74%	7.47%
Growth 2020-Current Year	1.88%	4.48%	5.29%
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$50,616	\$59,561	\$64,492



UNIVERSITIES

The University of Texas at San Antonio - Economic Impact: \$2.4B

SPORTS TEAMS

San Antonio Spurs
San Antonio FC



SEAWORLD

±16 miles west of Downtown in the city's Westover Hills district, is the number 3 attraction and one of the largest marine life parks in the world.



THE RIVER WALK

The River Walk meanders through the Downtown area, is the city's second-most-visited attraction, giving it the additional nickname of "River City".

THE SHOPS AT LA CANTERA

Offers over 190 shopping and dining amenities. The open-air shopping center features high-end retailers such as Neiman Marcus, Burberry, Nordstrom, and many more.

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 **2207 S Zarzamora St, San Antonio, TX, 78207** (“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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AVITA DRUGS

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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.

11-2-2015



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.

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.

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

Buyer/Tenant/Seller/Landlord Initials

Date