

# ENT INSTITUTE

 Washington University PHYSICIANS

Offering Memorandum

19 Wolf Creek Dr, Swansea, IL 62226

Absolute NNN Lease | 9.50% Cap Rate | 3% Annual Rent Increases | St. Louis MSA



**MATTHEWS**™

# EXCLUSIVELY LISTED BY

Point Of Contact



**Remi Bogdanovich**

Associate

**(818) 510-3158**

remi.bogdanovich@matthews.com

License No. 02236192 (CA)



**Kyle Mackulak**

VP & Associate Director

**(310) 919-5835**

kyle.mackulak@matthews.com

License No. 02055597 (CA)



**Michael Moreno**

SVP & Senior Director

**(949) 432-4511**

michael.moreno@matthews.com

License No. 01982943 (CA)



**Rahul Chhajed**

SVP & Senior Director

**(949) 432-4513**

rahul.chhajed@matthews.com

License No. 01986299 (CA)

**Matthew Fitzgerald**

Broker of Record

License No. 471021676 (IL)

Firm No. 478027547 (IL)



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# PROPERTY OVERVIEW

**ENT Institute**

19 Wolf Creek Dr, Swansea, IL 62226



# EXECUTIVE SUMMARY

## The Opportunity

Matthews™ Healthcare Division is pleased to present the opportunity to acquire a single-tenant medical office asset leased to the ENT Institute of Southern Illinois, located in Swansea, Illinois. Operating under a 3-year absolute NNN sale-leaseback, the offering provides immediate, predictable cash flow with zero landlord responsibilities, making it an attractive short-term, high-yield medical investment.

The ENT Institute of Southern Illinois is a well-established specialty practice providing essential ENT services to the greater St. Louis Metro East region. As an outpatient medical user, the tenant benefits from non-discretionary healthcare demand, strong referral patterns, and repeat patient visits, supporting durable occupancy. The absolute NNN lease structure creates a truly hands-off ownership profile for investors, making this a great opportunity for passive cash flow.

The property is positioned within an established suburban medical and professional corridor just minutes from Interstate 64, allowing convenient access from across St. Clair County and the broader St. Louis Metro East. The site is located less than 10 minutes from Memorial Hospital Belleville, supporting physician referrals and operational synergy with a major regional healthcare provider. The surrounding trade area is supported by strong demographics, including 113,321 residents within a 5-mile radius and a 1-mile average household income exceeding \$125,000, reinforcing the long-term viability of outpatient specialty medical services.

This offering represents a compelling opportunity for investors seeking high current yield, minimal management, and medical tenancy in a fundamentally strong suburban healthcare market.



# INVESTMENT HIGHLIGHTS

- **High-Yield Absolute NNN Sale-Leaseback:** The ENT Institute of Southern Illinois is operating under a 3-year absolute NNN lease, providing investors with truly passive ownership. The tenant is responsible for all operating expenses, taxes, insurance, and maintenance, eliminating landlord obligations and expense leakage.
- **Attractive Cap Rate:** Offered at a 9.50% cap rate, the investment delivers strong current income relative to other medical office assets, appealing to investors seeking yield without operational complexity.
- **Essential, Specialty Medical Tenancy:** ENT services are a core component of outpatient healthcare, driven by consistent patient demand, referral-based business, and repeat visits. Specialty medical practices such as ENT benefit from non-discretionary care needs and stable utilization across economic cycles.
- **Defensive Healthcare Asset Class:** Medical office real estate remains one of the most resilient property types due to its reliance on essential services rather than consumer spending. Outpatient specialty practices continue to see sustained demand as care shifts away from hospital settings.
- **Established Practice Serving the Metro East Region:** The tenant serves patients throughout the St. Louis Metro East and Southern Illinois markets, supporting long-term viability through a broad referral base and regional healthcare demand.
- **Strong Suburban Medical Location with Supportive Demographics:** The property is located in Swansea, Illinois, with convenient access to Interstate 64 and surrounding communities throughout St. Clair County. The immediate trade area is supported by 113,321 residents within a 5-mile radius, while the 1-mile average household income exceeds \$125,000, providing a strong demographic foundation for outpatient specialty medical services.
- **Low-Management, Short-Term Medical Investment:** The combination of a short-term lease, absolute NNN structure, and medical tenancy makes this offering well-suited for investors seeking near-term income with minimal management while maintaining future flexibility at lease rollover.





**Downtown St. Louis**  
±16.8 Miles Away

**St. Louis Downtown Airport**  
±11.7 Miles Away

**Fairview City Centre**

**St. Claire Square**

**INTERSTATE 64**  
± 56,700 VPD

**Memorial Care Center**  
Rehabilitation Center

**Wolf Branch Elementary**  
±452 Students

**Memorial Hospital Belleville**  
±300 Beds

**Wolf Branch Middle**  
±343 Students

**BJC Health**

**Subject Property**

**Department of Children & Family Services**

**Abraham Lincoln Elementary**  
±576 Students

**Abraham Lincoln Elementary**  
±394 Students

**Park Place Professional Centre**  
Business Center

**15**

**Bellevue Park Plaza**

**MidAmerica St. Louis Airport**  
±13.4 Miles Away

**±26,100 VPD**

**Schnucks**

**±20,400 VPD**

**Touchette Regional Hospital**  
±137 Beds

**Walmart Supercenter**

**Schnucks**

**19 Wolf Creek Dr**  
Swansea, IL 62226

**±7,300 SF**  
GLA

**2000**  
Year Built

**\$182,500**  
NOI

**Absolute NNN**  
Lease Type

**\$263.16**  
Price/SF



# FINANCIAL OVERVIEW

**ENT Institute**

19 Wolf Creek Dr, Swansea, IL 62226



# FINANCIAL SUMMARY

**\$1,921,053**

List Price

**9.50%**

Cap Rate

**\$182,500**

NOI

**\$25.00**

Rent/SF

## Property Summary

Address	19 Wolf Creek Dr, Swansea, IL
GLA of Building	±7,300 SF
Lot Size	±1.93 AC
Year Built	2000
Property Type	Medical Office Building



## Property Details

Tenant Trade Name	ENT Institute of Southern Illinois
Ownership Type	Fee Simple
Lease Guarantor	Corporate
Lease Type	Absolute NNN
Landlords Responsibilities	None
Original Lease Term	3 Years
Rent Commencement Date	At Close of Escrow
Lease Expiration Date	TBD
Term Remaining on Lease	±3 Years
Increases	3% Annual
Options	Three, 3-Year Options

# TENANT OVERVIEW



## Tenant Overview

ENT Institute of Southern Illinois provides comprehensive otolaryngology care for both adult and pediatric patients throughout the St. Louis MSA and Southern IL region. Founded in the 1960s, the practice has served the community for more than six decades and has built a strong reputation for clinical excellence and patient-focused care.

Led by board-certified otolaryngologists and clinically affiliated with Washington University, the practice delivers a full spectrum of ear, nose, and throat services within an outpatient setting. Its long-standing presence in the market has resulted in deep referral relationships, multi-generational patient loyalty, and consistent regional demand. Over the years, the practice has earned a reputation for quality outcomes and professional recognition within the medical community. Its established operating history and respected standing in the region support durable occupancy and long-term stability at the property.

Year Founded  
1960s

Clinical Affiliation with  
WashU Medicine

Practice Specialty  
Otolaryngology



# MARKET OVERVIEW

**ENT Institute**

19 Wolf Creek Dr, Swansea, IL 62226



# SWANSEA, IL

±15.5 Miles From St. Louis, MO



## Local Market Overview

Swansea, Illinois is a well-established suburban community located in St. Clair County, just **minutes east of Downtown St. Louis**. Positioned along key regional corridors including **Illinois Route 159 and Interstate 64**, the village offers **convenient connectivity to major employment centers, retail hubs, and transportation infrastructure throughout the Metro East region**. Its strategic location near Scott Air Force Base further enhances its accessibility and economic stability. Swansea benefits from proximity to national retailers, healthcare facilities, and educational institutions, while maintaining a distinct neighborhood-oriented character that appeals to both residents and businesses.

The community is characterized by a balanced mix of residential neighborhoods, retail centers, medical offices, and service-oriented commercial development. Well-maintained roadways, established subdivisions, and accessible shopping corridors contribute to consistent local activity and consumer traffic. Swansea's position within the broader St. Louis metropolitan area provides **access to a diversified regional economy supported by defense, healthcare, logistics, and advanced manufacturing sectors**. With steady development patterns and convenient access to employment drivers, Swansea continues to serve as a **desirable suburban location within the Illinois portion of the St. Louis MSA**.

## Property Demographics

Population	3-Mile	5-Mile	10-Mile
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Current Year Estimate	61,273	113,321	231,612
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Households	3-Mile	5-Mile	10-Mile
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Current Year Estimate	26,393	47,859	93,973
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Income	3-Mile	5-Mile	10-Mile
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Average Household Income	\$87,529	\$91,510	\$88,072
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# ST. LOUIS

## METROPOLITAN STATISTICAL AREA



### St. Louis MSA Overview

The St. Louis MSA is a **well-established** Midwest market that functions as the primary **economic and healthcare hub** for eastern Missouri and Southern Illinois. With a **population of ~2.8 million**, the region supports a deep and diverse base of residents, employers, and institutions that contribute to **steady, long-term demand** across commercial real estate sectors.

The market is supported by a **balanced employment base** spanning healthcare, education, bioscience, manufacturing, and logistics, with healthcare serving as one of the most consistent and resilient demand drivers. St. Louis is anchored by **nationally recognized health systems** including BJC HealthCare, Mercy, and SSM Health, along with Washington University School of Medicine, reinforcing the region's role as a center for **advanced medical care and research**.

For healthcare and service-oriented tenants, these **institutional anchors** and **broad patient draw** support consistent utilization of outpatient facilities and medical office space. Combined with **strong regional connectivity** and **continued reinvestment** across the metro area, these fundamentals create a reliable environment for **long-term tenancy** and **essential-service real estate**.

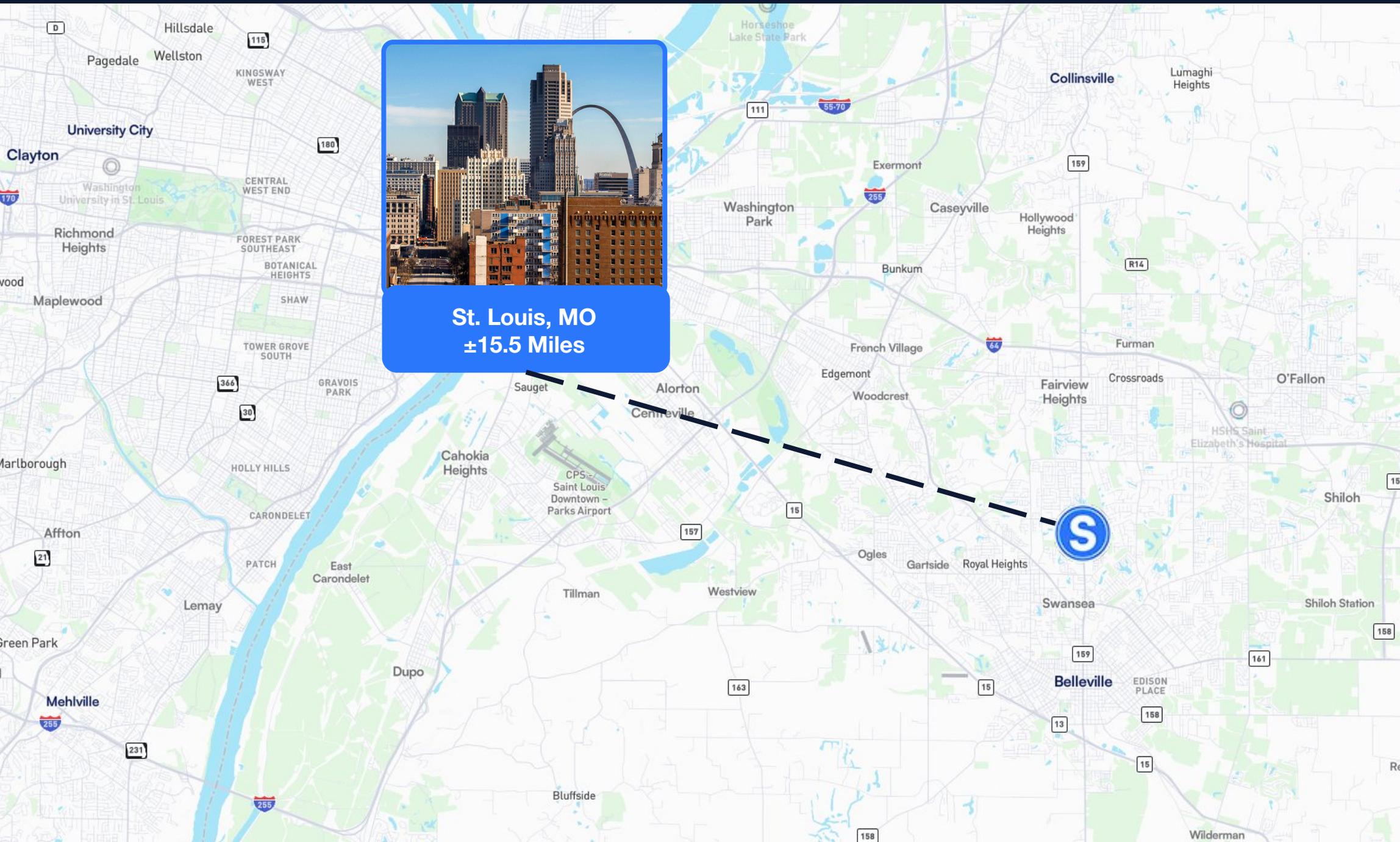
2.8M+ MSA Population

\$226B+ Metro GDP

1.5M+ Labor Force

24.1M+ Annual Visitors

# PROXIMITY MAP



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**Matthew Fitzgerald | Broker of Record | Lic. No. 471021676 (IL) | Firm No. 478027547 (IL)**

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 19 Wolf Creek Dr, Swansea, IL 62226 ("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™. The material and information in the Offering Memorandum is unverified. Matthews™. 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.

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Owner and Matthews™. 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™. 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.