



Brand New 2024 Construction | 14+ Years Remaining | Income Tax Free State



OFFERING MEMORANDUM  
SAN ANTONIO, TEXAS

Marcus & Millichap  
THE SULO GROUP

# CONFIDENTIALITY & DISCLAIMER

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

**By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this single tenant property.**

# INFORMATION ABOUT BROKERAGE SERVICES



## Information About Brokerage Services

11-2-2015

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

### 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:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o 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.

Marcus & Millichap	9002994	tim.speck@marcusmillichap.com	972-755-5200
Licensed Broker/Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Tim A. Speck	432723	tim.speck@marcusmillichap.com	972-755-5200
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Regulated by the Texas Real Estate Commission

Buyer/Tenant/Seller/Landlord's Initials

Date

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)  
IABS 1-0



# OFFERING SUMMARY

## PROPERTY ADDRESS

### Texas MedClinic Urgent Care

14609 Potranco Road

San Antonio, TX 78245

## OFFERING SUMMARY

Price:	\$3,897,000
Cap Rate:	6.00%
Net Operating Income:	\$233,812
Building Square Footage:	4,000 Sq Ft
Year Built:	2024
Lot Size:	+/- 0.849 Acres

## LEASE SUMMARY

Tenant:	Community Care Partners, LLC
Guaranty:	Corporate
Lease Commencement:	4/1/2024
Rent Commencement:	7/1/2024
Lease Expiration:	6/30/2039
Lease Term Remaining:	14+ Years
Lease Type:	Triple Net
Structure & Foundation:	Landlord Responsible
Rental Increases:	2.00% Annual Increases
Renewal Options:	Two, Five-Year
Right of First Refusal:	None

## OPERATING DATA

Year	Start Date	End Date	Annual Rent	Cap Rate
2	7/1/2025	6/30/2026	\$233,812	6.00%
3	7/1/2026	6/30/2027	\$238,489	6.12%
4	7/1/2027	6/30/2028	\$243,258	6.24%
5	7/1/2028	6/30/2029	\$248,123	6.37%
6	7/1/2029	6/30/2030	\$253,086	6.49%
7	7/1/2030	6/30/2031	\$258,148	6.62%
8	7/1/2031	6/30/2032	\$263,311	6.76%
9	7/1/2032	6/30/2033	\$268,577	6.89%
10	7/1/2033	6/30/2034	\$273,948	7.03%
11	7/1/2034	6/30/2035	\$279,427	7.17%
12	7/1/2035	6/30/2036	\$285,016	7.31%
13	7/1/2036	6/30/2037	\$290,716	7.46%
14	7/1/2037	6/30/2038	\$296,530	7.61%
15	7/1/2038	6/30/2039	\$302,461	7.76%
16-20 (Option 1)	7/1/2039	6/30/2044	\$308,510	7.92%
21-25 (Option 2)	7/1/2044	6/30/2049	\$340,620	8.74%

# INVESTMENT HIGHLIGHTS

- **Corporate Guaranty from Community Care Partners (100+ Units)**
  - Under the Community Care Partners umbrella, the brands operate over one hundred clinics across seven states — Oregon, Washington, Montana, Wyoming, Colorado, Louisiana, and Texas.
  - The organization is ranked among Inc. 500's Fastest Growing Private Companies with 387% growth over the last three years and ranks as the 10th largest independent urgent care operator in the U.S.
- **Brand New 2024 Construction**
  - The subject property is a brand new build-to-suit for Texas MedClinic Urgent Care in 2024 and a strategic location in the main retail corridor.
  - The tenant pays for CAM, taxes, and insurance and the landlord's responsibilities are limited to outer four walls & foundation only.
  - This property is an ideal, low-management investment for a passive investor.
- **14+ Years Remaining with 2.00% Annual Rental Increases**
  - The CCP Holdings. LLC corporate guaranteed lease which has over 14 years remaining on initial lease term with two, five-year options to extend.
  - The lease features 2% annual rental increases throughout the initial term and continuing into the option periods, growing NOI and hedging against inflation.
- **Income Tax Free State (San Antonio - 2nd Largest City in Texas)**
  - San Antonio is the second biggest city in Texas. Its metro area is twice the size of Chicago and is the 7th largest city in the U.S. San Antonio is the most populous city in the metro, housing nearly 1.5 million residents.
  - San Antonio is the headquarters of six Fortune 500 companies including Valero Energy, Andeavor (formerly known as Tesoro Corp), USAA, iHeartMedia, NuStar Energy and CST Brands, Inc.
  - Home to the Alamo and famous River Walk, the San Antonio metro is located in the southern portion of central Texas and straddles the Interstate 35 corridor, one of the fastest-growing areas in the state.



## WHY BUY URGENT CARE

### Growth

- According to estimates from IBISWorld, the urgent care market will reach roughly \$48 billion in revenue in 2023, a 21% increase from 2019.
- Growth is being fueled by consumers seeking affordable and accessible health care coupled with a well-documented shortage of primary care physicians and aging baby boomer population.
- In 2023, estimates for the total urgent care centers in the United States equate to 11,150 centers. This number expects to continue to grow about 7% annually, according to UCA. This number does not include clinics inside retail centers like CVS/ Walgreens/ Walmart or freestanding emergency rooms.

### Demand For Healthcare

- Urgent care clinics handle about 89 million patient visits each year.
- Healthcare in the United States is upwards of 17.8 percent of the national gross domestic product (2019)

### Consumer's Push Towards Convenience

- Convenience in retail centric locations of urgent care centers, convenience in hours of availability and convenience in breadth of services offered. Most urgent care centers offer a one-stop environment from the scope of services, offering pediatric to geriatric evaluations, to on-site diagnostics including imaging and laboratory. Many also dispense prepackaged medications, allowing patients immediate access to dozens of routine and/or generic medications without having to visit a 24-hour off-site pharmacy or wait for the next day to receive necessary medical treatment.

Source: <https://www.ucaoa.org/>, <https://www.ibisworld.com/>



**\$48B**  
**Industry**

Urgent Care Market  
in 2023



**7.00%**  
**Annual Growth**

Growth Rate of Urgent Care  
Centers



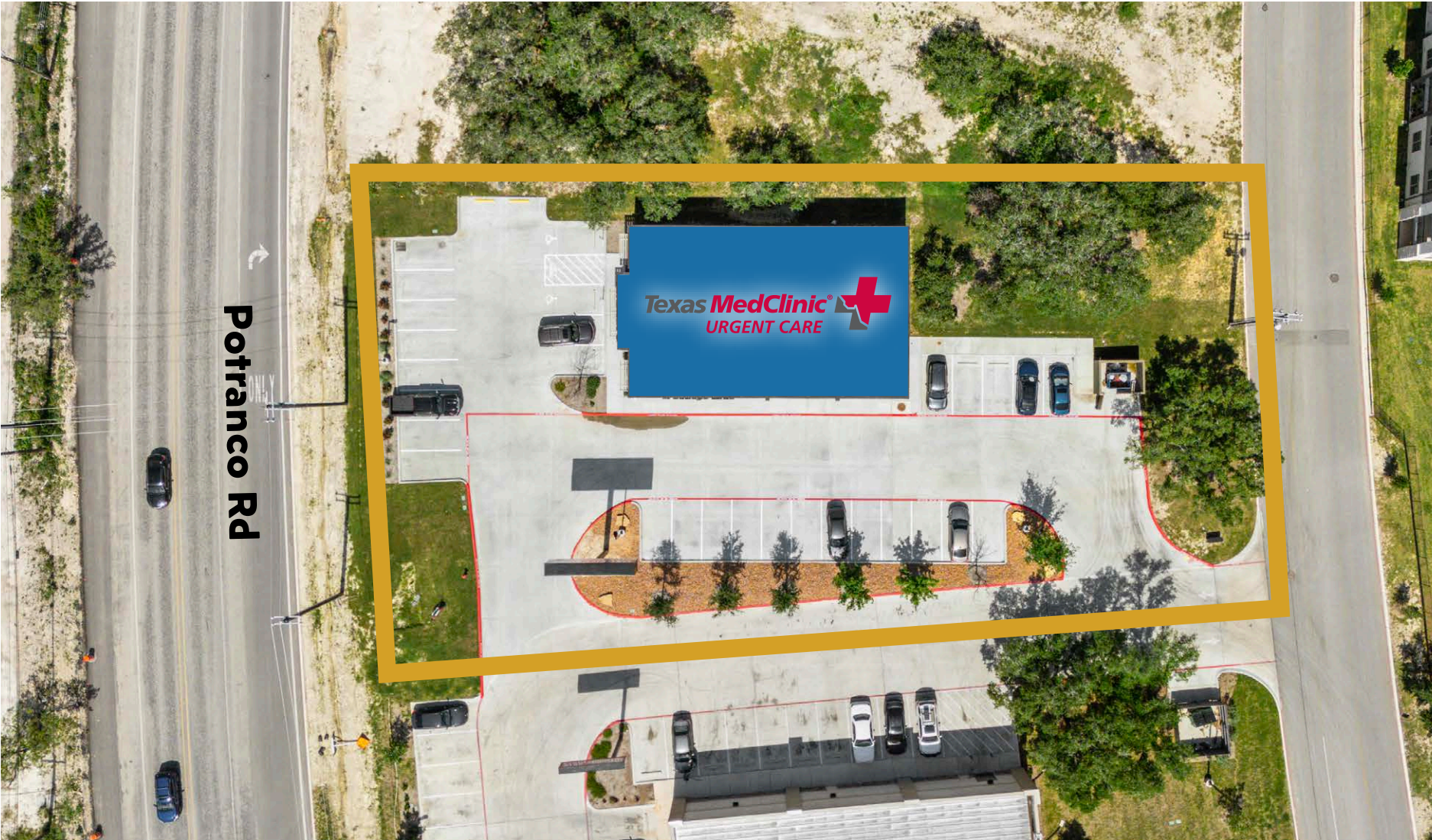
**17.8%**  
**GDP**

Healthcare in  
the U.S.





SITE PLAN





# AERIAL OVERVIEW





# AERIAL OVERVIEW





## TENANT PROFILE



With founding roots in Oregon and Louisiana, Community Care Partners pursues partnerships with like-minded medical professionals to build a platform of high-quality medical care clinics across the United States.

BestMed began in 2008 with a single clinic with nine employees in Eugene, Oregon. SouthStar Urgent Care was founded in 2011 in Lafayette, Louisiana. Today, under the Community Care Partners umbrella, the brands operate over ninety clinics across seven states — Oregon, Washington, Montana, Wyoming, Colorado, Louisiana and Texas.

With its remarkable growth, Community Care Partners has over 1500 team members including over 290 providers to date. Recognizing that culture is a key component of delivering high quality care, we focus first on our team. We create a great environment where team members can realize their full potential and flourish. This enables us to live up to on our promise of delivering care that is personal.

### TENANT OVERVIEW

No. of Locations:	100+
Year Founded:	2008
Headquarters:	Eugene, Oregon
Website:	<a href="https://ccpartners.com/">https://ccpartners.com/</a>



Texas MedClinic is a group medical practice specializing in Urgent Care, Occupational Medicine, and Travel Medicine. Established in 1982, Texas MedClinic has grown to twelve San Antonio locations, one location in New Braunfels, two in Austin, and one in Round Rock, Texas.

Our providers treat a range of minor emergencies from cuts, broken bones, allergies, and stomach aches to headaches, rashes, fever and sore throats. For over 40 years, Texas MedClinic has been San Antonio's family urgent care center of choice for treating Life's Little Emergencies.

At each of our locations, an experienced and well-trained team of providers and urgent care staff will take pride in giving YOU and YOUR family comprehensive medical care. We are exactly where you need us, when you need us. We are open every day, and offer three 24-hour urgent care locations in San Antonio.

### TENANT OVERVIEW

No. of Locations:	37+
Year Founded:	1982
Headquarters:	San Antonio, Texas
Website:	<a href="https://www.texasmedclinic.com/locations/">https://www.texasmedclinic.com/locations/</a>

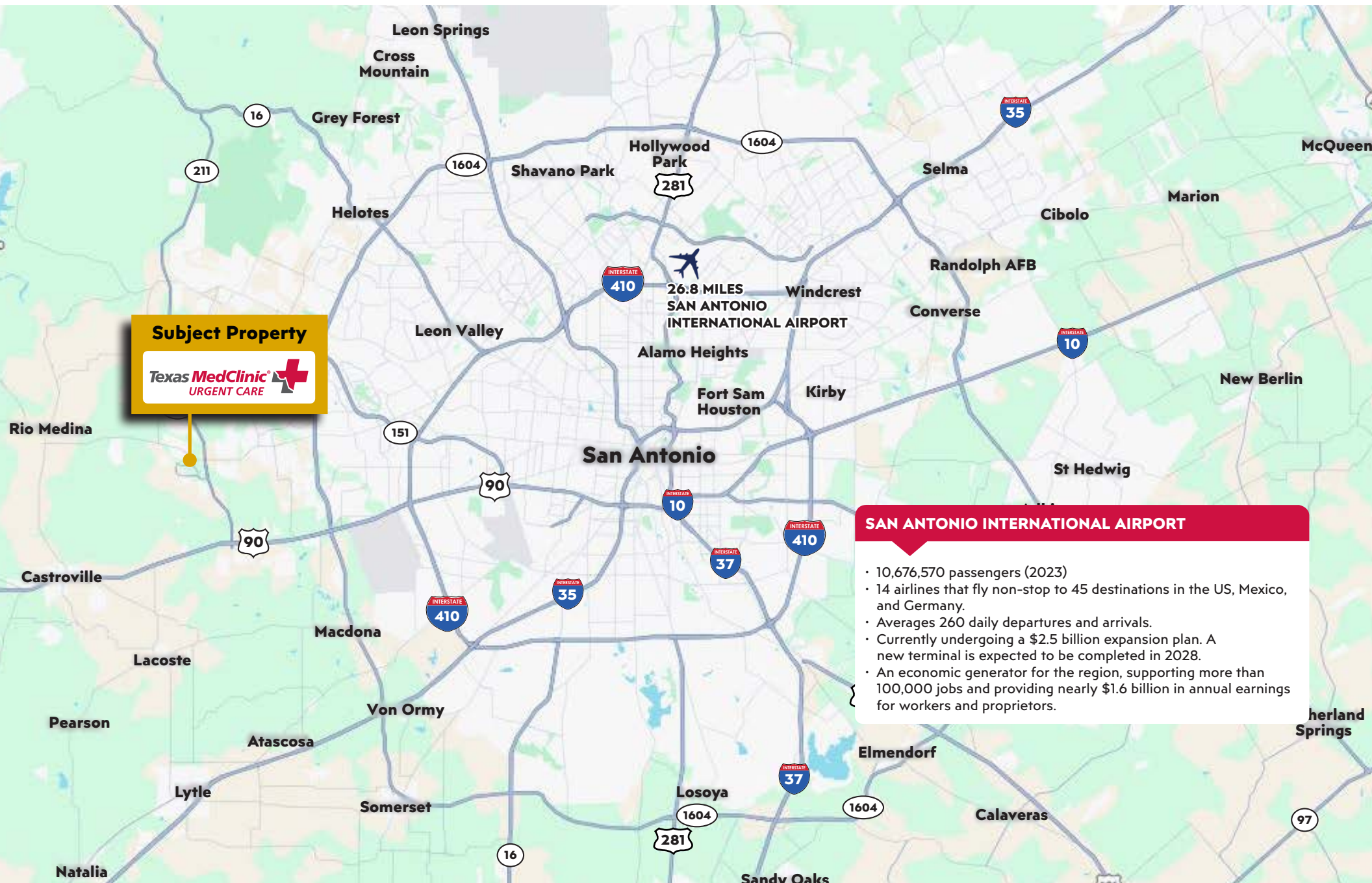


## PROPERTY PHOTOS





## REGIONAL MAP





## AREA OVERVIEW

### SAN ANTONIO

- San Antonio is the second biggest city in Texas. Its metro area is twice the size of Chicago and is the 7th largest city in the U.S. San Antonio is the most populous city in the metro, housing nearly 1.5 million residents.
- A hotspot for travel – About 40 million tourists visit San Antonio every year.
- Ranked #10 Best City in the nation (Travel + Leisure)
- San Antonio is the headquarters of six Fortune 500 companies including Valero Energy, Andeavor (formerly known as Tesoro Corp), USAA, iHeartMedia, NuStar Energy and CST Brands, Inc.
- Home to the Alamo and famous River Walk, the San Antonio metro is located in the southern portion of central Texas and straddles the Interstate 35 corridor, one of the fastest-growing areas in the state.
- Situated only 160 miles from Nuevo Laredo, Mexico, San Antonio is an easy drive on I-35 from the border and serves as a major gateway between the United States and Mexico.
- The area is further enhanced by an extensive transportation network that provides shipping options to domestic and international markets, as well as the Eagle Ford Shale formation that runs through Atascosa and Wilson counties.
- Culture and history abound in places like La Villita, the Spanish Governor's Palace, San Fernando Cathedral, Casa Navarro State Historic Site and the Alamo.
- Tradition blends with more modern attractions, such as the River Walk, a 2.5 mile stretch of parks, cafes, night-clubs and hotels. Upscale apartments built along the walk have brought more residents into the city.
- The metro is also home to numerous sporting events and teams, including the NBA's San Antonio Spurs, San Antonio FC Soccer and AA Baseball's Missions. Also, the University of Texas at San Antonio Roadrunners play NCAA Division 1 football.
- Art enthusiasts can visit many museums and cultural centers in San Antonio.
- San Antonio is a city where food lovers can indulge in every type of cuisine imaginable. With endless options of incredible restaurants in every corner of the city, you'll find everything from smoky BBQ joints and historic cafes to vibrant seafood spots and eateries with bold international flavors.

### ECONOMY

- The Eagle Ford Shale deposit has contributed to the diversification of jobs into the energy sector. Valero's corporate headquarters are here, as well as firms like NuStar Energy.
- Lackland Air Force Base, Randolph Air Force Base, Fort Sam Houston and Camp Bullis are among the myriad military installations located in the metro.
- An important component of the health care industry is South Texas Medical Center — a conglomerate of hospitals, clinics and research, as well as higher education facilities.



## DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2010 Population	1,229	12,056	34,766
2020 Population	3,982	29,520	77,936
2024 Population	4,461	33,255	90,433
2029 Population	5,142	37,986	102,938
HOUSEHOLDS			
2010 Households	373	3,816	11,181
2020 Households	1,098	8,639	24,039
2024 Households	1,357	10,614	29,680
2029 Households	1,547	12,056	33,799
OWNER OCCUPIED HOUSING UNITS			
2010 Owner Occupied Housing Units	81.8%	75.3%	76.1%
2020 Owner Occupied Housing Units	82.8%	75.2%	76.9%
2024 Owner Occupied Housing Units	82.2%	74.6%	76.5%
2029 Owner Occupied Housing Units	82.0%	74.5%	76.4%
RENTER OCCUPIED HOUSING UNITS			
2010 Renter Occupied Housing Units	13.8%	19.9%	19.4%
2020 Renter Occupied Housing Units	10.6%	15.6%	16.1%
2024 Renter Occupied Housing Units	11.1%	16.1%	16.4%
2029 Renter Occupied Housing Units	11.2%	16.2%	16.5%
AVERAGE HOUSEHOLD INCOME	\$127,127	\$121,625	\$116,210

### AREA SNAPSHOT



**90,433**  
POPULATION (5-MILE)



**51,439**  
DAYTIME POPULATION (5-MILE)



**5.9%**  
POPULATION GROWTH (2023-2028)



**\$127,127**  
AVERAGE HOUSEHOLD INCOME (1-MILE)