



# HELOTES CROSSING

NET LEASED NEW CONSTRUCTION RETAIL CENTER IN HIGHLY POPULATED AND AFFLUENT AREA

HELOTES, TX



CAPITAL PACIFIC

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**Walmart**  
Save money. Live better.





RENDERED SIGNAGE

## HELOTES CROSSING

12423 BANDERA RD, HELOTES, TX 78023 

**\$4,082,000**

**PRICE**

**6.40%**

**CAP**

NOI:	<b>\$261,055</b>
PRICE/SF:	<b>\$441.15</b>
OCCUPANCY:	<b>100%</b>
NUMBER OF TENANTS:	<b>5</b>
YEAR BUILT:	<b>2019</b>
LEASABLE AREA:	<b>9,253 SF</b>
LAND AREA:	<b>1.72 AC</b>

**HIGHLY DESIRABLE RETAIL CORRIDOR IN  
AFFLUENT SAN ANTONIO SUBURB**

# Investment Highlights



## THE OFFERING

The offering is a brand new shopping center in Helotes, TX, an affluent suburb of San Antonio. The broad tenant mix and plethora of rental increases and extension options provide an investor the opportunity to enjoy long-term income growth at an ideal location. Situated strategically along Bandera Road, a premier retail arterial of Helotes, the property benefits from traffic counts of over 42,892 VPD, and is further enhanced by excellent frontage and visibility, with the entire length of the center visible from the road.

The subject property is a newly constructed center with four reputable, internet resistant tenants and a single one year master lease, with multiple tenants expressing interest in securing a long term lease on this space. All tenants are on NNN leases, providing minimal landlord responsibility. The neighborhood retail center consists of 9,253 SF of GLA, with plenty of parking on a 1.72 AC parcel. The property is situated approximately 0.5 miles from an elementary and high school, attracting further traffic to the location along with nearby retailers including Walmart Supercenter, CVS, The Home Depot, and many more. Helotes is a highly affluent and dense area, with over 83,000 residents and average household incomes over \$102,000 within a 3-mile radius of the subject property.

## HIGHLIGHTS

- **Located within .5 miles from an elementary and high school, with over 4,100 students enrolled**
- **Traffic counts exceed 42,892 VPD with excellent visibility along Bandera Road, the main retail corridor of Helotes**
- **Tenants are on brand new, long-term leases with regularly scheduled increases providing a significant hedge against inflation**
- **Strong neighboring tenants include Walmart Supercenter, CVS, The Home Depot, & HEB**
- **Over 83,000 residents with average household incomes exceeding \$102,000 in a 3-mile radius**



# Income & Expense

		CURRENT
Price:		\$4,082,000
Capitalization Rate:		6.40%
Price Per Square Foot:		\$441.15
Down Payment	30%	\$1,224,600
Loan Amount	70%	\$2,857,400
Total Leased (SF):	100.00%	9,253
Total Vacant (SF):	0.00%	0
Total Rentable Area (SF):	100.00%	9,253
INCOME	P/SF	
Scheduled Rent	\$28.21	\$261,055
Recoveries	\$10.69	\$98,915
EFFECTIVE GROSS INCOME		\$359,969
EXPENSE (Projected)	P/SF	
Property Taxes	(\$6.32)	(\$58,479)
Insurance	(\$1.30)	(\$12,029)
CAM	(\$3.07)	(\$28,407)
TOTAL OPERATING EXPENSES	(\$10.69)	(\$98,915)
NET OPERATING INCOME		\$261,055

## PROPOSED FINANCING/CASH FLOW

	PROPOSED
Proposed Loan Amount	\$2,857,400
Loan To Value	70%
Interest Rate	3.85%
Amortization	30 Year
Term	10 Year
Net Operating Income	\$261,055
Debt Service	(\$160,749)
Pre-Tax Cash Flow	\$100,306
Debt Coverage Ratio	1.62
Cash-on-cash Return	8.19%
Principal Pay down (Year 1)	\$51,644
Total Return	\$151,950



# Rent Roll

TENANT INFO			LEASE TERMS		RENT SUMMARY		
TENANT	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT
Dunkin'	2,000	21.61%	<b>07/16/20</b>	<b>07/31/30</b>	<b>\$5,000.00</b>	<b>\$60,000.00</b>	<b>\$30.00</b>
		Increase	08/01/25	07/31/30	\$5,500.00	\$66,000.00	\$33.00
		Option 1	08/01/30	07/31/35	\$6,050.00	\$72,600.00	\$36.30
		Option 2	08/01/35	07/31/40	\$6,655.00	\$79,860.00	\$39.93
Club Pilates	1,763	19.05%	<b>04/23/20</b>	<b>04/30/30</b>	<b>\$4,113.67</b>	<b>\$49,364.00</b>	<b>\$28.00</b>
		Increase	05/01/22	04/30/24	\$4,278.21	\$51,338.56	\$29.12
		Increase	05/01/24	04/30/26	\$4,449.34	\$53,392.10	\$30.28
		Increase	05/01/26	04/30/28	\$4,627.32	\$55,527.79	\$31.50
		Increase	05/01/28	04/30/30	\$4,812.41	\$57,748.90	\$32.76
		Option 1	05/01/30	04/30/32	\$5,004.90	\$60,058.85	\$34.07
		Increase	05/01/32	04/30/34	\$5,205.10	\$62,461.21	\$35.43
		Increase	5/1/2034	04/30/35	\$5,413.30	\$64,959.66	\$36.85
		Option 2	05/01/35	04/30/36	\$5,413.30	\$64,959.66	\$36.85
		Increase	05/01/36	04/30/38	\$5,629.84	\$67,558.04	\$38.32
Increase	05/01/38	04/30/40	\$5,855.03	\$70,260.36	\$39.85		
Goddess Nails	2,291	24.76%	<b>06/15/20</b>	<b>06/30/30</b>	<b>\$5,154.75</b>	<b>\$61,857.00</b>	<b>\$27.00</b>
		Increase	07/01/21	06/30/22	\$5,283.62	\$63,403.43	\$27.68
		Increase	07/01/22	06/30/23	\$5,415.71	\$64,988.51	\$28.37
		Increase	07/01/23	06/30/24	\$5,551.10	\$66,613.22	\$29.08
		Increase	07/01/24	06/30/25	\$5,689.88	\$68,278.55	\$29.80
		Increase	07/01/25	06/30/26	\$5,832.13	\$69,985.52	\$30.55
		Increase	07/01/26	06/30/27	\$5,977.93	\$71,735.16	\$31.31
		Increase	07/01/27	06/30/28	\$6,127.38	\$73,528.53	\$32.09
		Increase	07/01/28	06/30/29	\$6,280.56	\$75,366.75	\$32.90
		Increase	07/01/29	06/30/20	\$6,437.58	\$77,250.92	\$33.72
Smile Structure Dentistry	1,952	<b>21.10%</b>	<b>06/15/21</b>	<b>06/30/31</b>	<b>\$4,554.67</b>	<b>\$54,656.04</b>	<b>\$28.00</b>
		Increase	07/01/26	06/30/31	\$5,010.14	\$60,121.64	\$30.80
		Option 1	07/01/31	06/30/36	\$5,511.15	\$66,133.81	\$33.88
		Option 2	07/01/36	06/30/41	\$6,062.27	\$72,747.19	\$37.27
Abiso Helotes Crossing LP Master Lease (1 year)	1,247	<b>13.48%</b>	<b>Upon Close</b>		<b>\$2,931.49</b>	<b>\$35,177.87</b>	<b>\$28.21</b>
	<b>OCCUPIED</b>	<b>9,253</b>	<b>100.00%</b>	<b>TOTAL CURRENT</b>	<b>\$21,754.58</b>	<b>\$261,054.91</b>	<b>\$28.21</b>
	<b>VACANT</b>	<b>0</b>	<b>0.00%</b>				
	<b>CURRENT TOTALS</b>	<b>9,253</b>	<b>100.00%</b>				

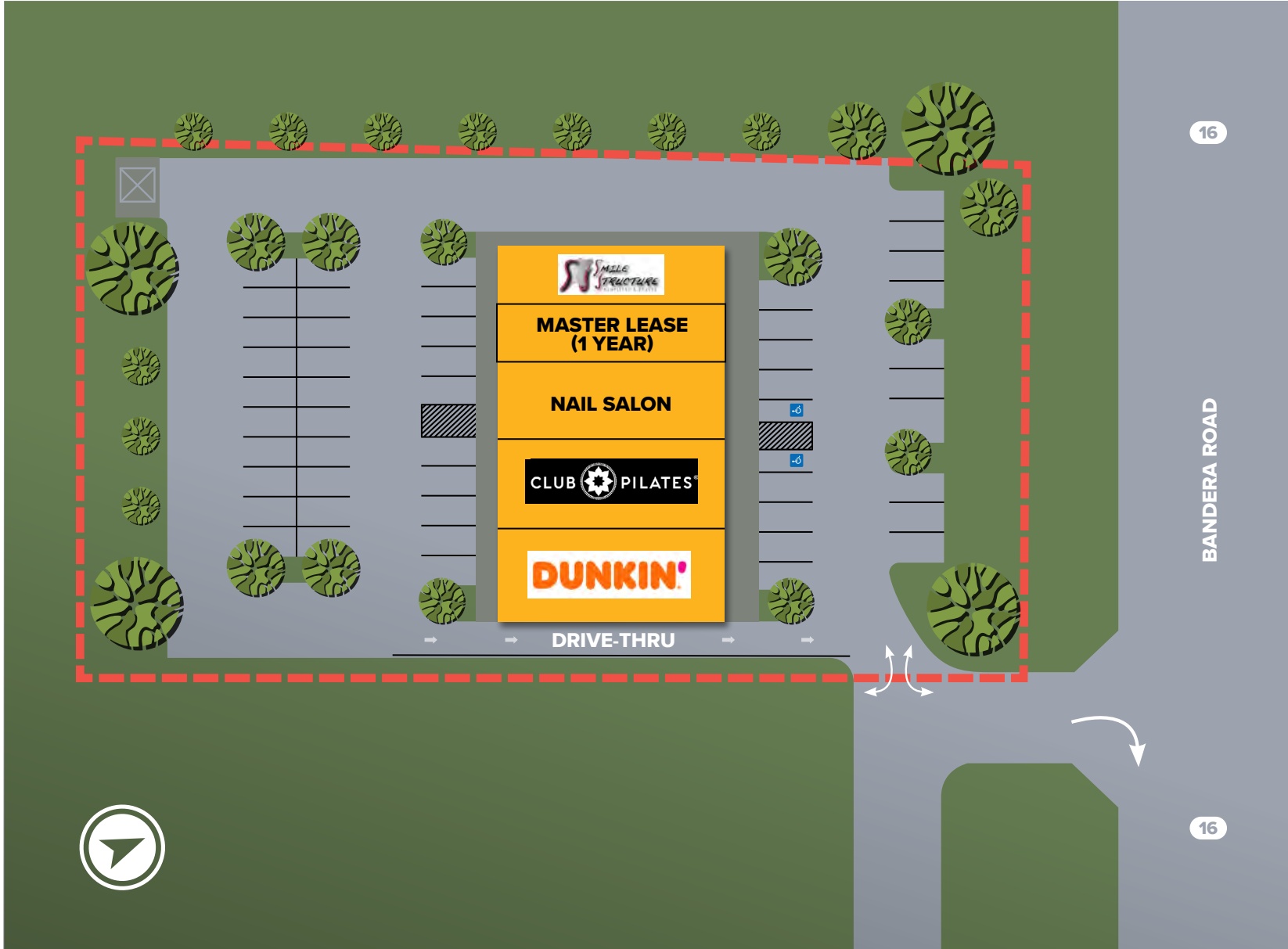
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# Site Plan

**sf**  
**9,253**  
**RENTABLE SF**

**ac**  
**1.72**  
**ACRES**

**59**  
**SPACES**



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# Tenant Overview

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## DUNKIN'

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Dunkin' is the world's leading baked goods and coffee chain, serving more than 3 million customers each and every day. They offer 50+ varieties of donuts, dozens of premium beverages, bagels, breakfast sandwiches and other baked goods. There are more than 11,300 Dunkin' restaurants worldwide – over 8,500 restaurants in 41 states across the U.S.A. and over 3,200 international restaurants across 36 countries. Dunkin' is owned by Dunkin' Brands Group, Inc., which operates Baskin Robbins as well. Dunkin Brands Group, Inc. reported a revenue of \$1.37 billion in 2019.

**\$1.37 B**

2019 REVENUE

**11,300**

LOCATIONS  
WORDWIDE

## GODDESS NAILS

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Goddess Nails & Spa is a full-service beauty salon with nails and hair services. Goddess Nails & Spa offers premier nail care, hair and spa treatment services via appointment or walk-in.



# Tenant Overview

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## CLUB PILATES

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Born in San Diego in 2007, Club Pilates has expanded around the globe, bringing Pilates to hundreds of thousands of people. The studio hosts over eight million workouts each year to their members.

Club Pilates practices Joseph Pilates' original Reformer-based Contrology Method, but modernized with group practice and expanded state-of-the-art equipment. Club Pilates offers high-quality, life-changing training at an affordable price.

## SMILE STRUCTURE DENTISTRY

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Excellence in dentistry with friendly, personal patient care is what you will find at Smile Structure Dentistry. The entire dental team welcome patients of all ages, from toddlers to seniors. Their goal is to provide affordable, quality dental care to improve the health and appearance of all the smiles.

Smile Structure Dentistry boasts an experienced dental team that is passionate about providing personalized service and a one-of-a-kind dental experience to each and every patient. The team loves dentistry and offers comprehensive care so busy families have the convenience of a one-stop dental care office.

# Aerial



**SAN ANTONIO**  
22 MILES

*Neiman Marcus*  
**NORDSTROM**  
*macy's* **Dillard's**  
HOLLISTER POTTERY BARNES & NOBLE  
CALIFORNIA BARN Abercrombie & Fitch  
J.CREW TIFFANY & CO.  
LOFT **CHICO'S**  
PR **claire's**

**LOWE'S**  
**DICK'S SPORTING GOODS** **five BELOW** *Jobs To Shops*  
**rack** *Life Time* **OFF 5TH** **Sun & Ski**  
**LIFETIME** **STAPLES** **OFF ROADWAY**  
**MATTRESS FIRM**  
**GNC**

123,348 VPD

*Michaels* **DOLLAR TREE**  
**BEST BUY** **TARGET** **HOBBY LOBBY**  
**ROSS TJ-maxx** **ULTA**  
**OLD NAVY** **PETSMART** **DSW**  
**JCPenney** **KIRKLAND'S**

124,669 VPD

**THE UNIVERSITY OF TEXAS AT SAN ANTONIO**

206,569 VPD

102,158 VPD

18,426 VPD

ELEMENTARY SCHOOL

HIGH SCHOOL

**THE HOME DEPOT**  
**verizon**

HIGH SCHOOL

MIDDLE SCHOOL

ELEMENTARY SCHOOL

ELEMENTARY SCHOOL

**Academy**  
**PETCO** **Cnn's HomePlus**  
**Office DEPOT** **HEB** **BOOKS**

ELEMENTARY SCHOOL

37,536 VPD

72,175 VPD

ELEMENTARY SCHOOL

**LOWE'S**  
**KOHL'S**  
**ROSS TJ-maxx**  
**PETSMART** **OLD NAVY**  
**JO-ANN** **carter's**  
**ULTA** **Payless**  
**BARNES & NOBLE**

ELEMENTARY SCHOOL

ELEMENTARY SCHOOL

YMCA

MIDDLE SCHOOL

ELEMENTARY SCHOOL

FAMILY DOLLAR

**OLD NAVY**  
**TALBOTS**  
**BED BATH & BEYOND** **GAP**  
**ROSS** **AGÉI**  
*Eddie Bauer*  
**CHICO'S**

ELEMENTARY SCHOOL

**COSTCO WHOLESALE**  
**GO** **GO** **GO**

**PETSMART**  
**THE HOME DEPOT** **HAVERTY'S FURNITURE**  
**SPEC'S**

**HEB**  
**Stain Mart**  
**Party City** **OREGAL**  
**PETCO** **LA BOY**

MIDDLE SCHOOL

OREGAL

**CVS pharmacy**  
**Walgreens**

**HEB**  
**Stain Mart**


**HOMEWOOD SUITES**  
**EXTENDED STAY**  
**QUALITY HOTELS & RESORTS**

**HEB**  
**Office DEPOT** **CVS pharmacy**  
**AutoZone**


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# Demographics

## POPULATION

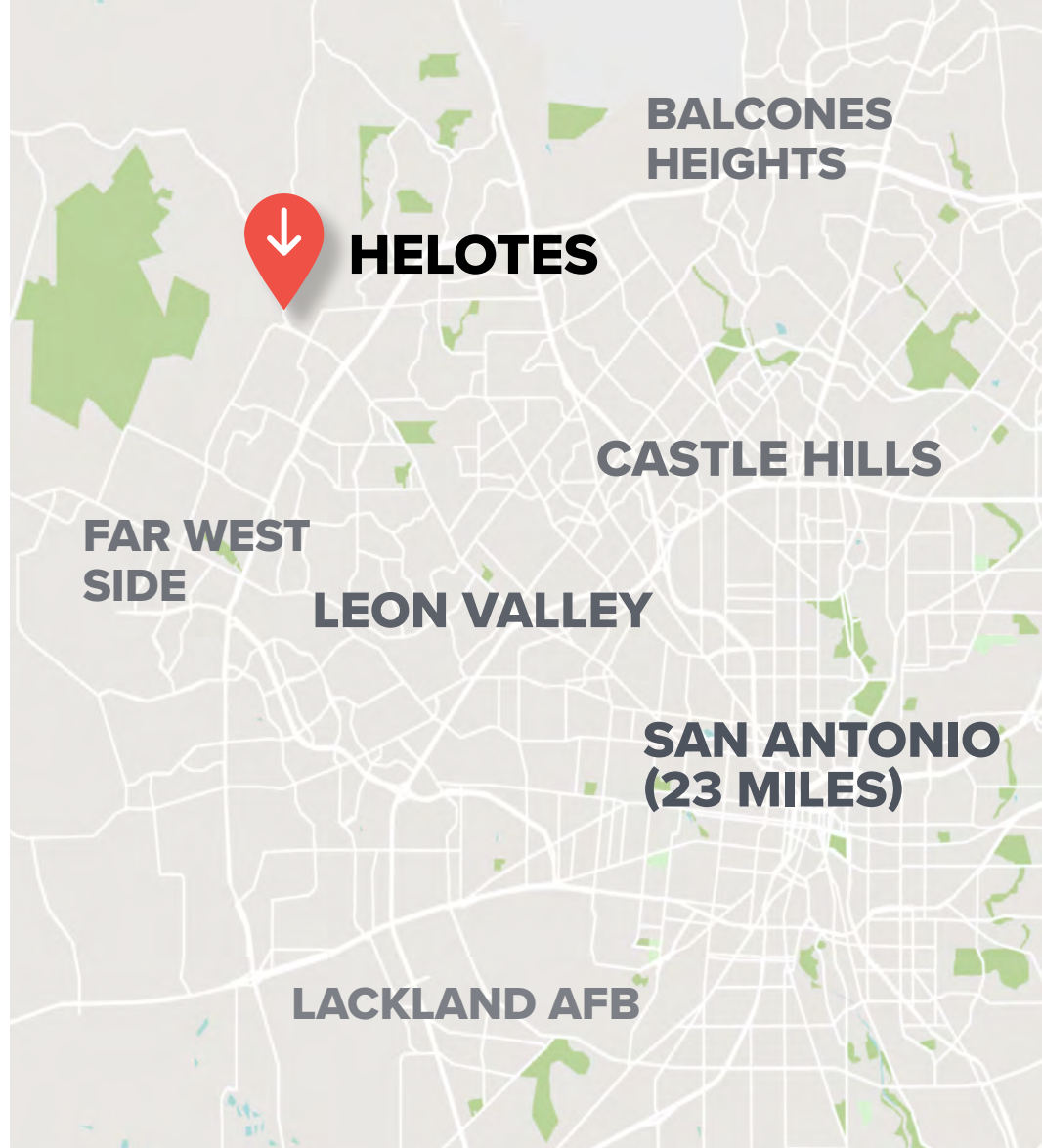
	1-MILE	3-MILES	5-MILES
2010	6,046	71,278	185,155
2019	7,795	75,188	206,146
2024	8,514	79,933	220,890

## 2019 HH INCOME

	1-MILE	3-MILES	5-MILES
Average	\$111,596	\$101,590	\$94,137
Median	\$103,962	\$85,039	\$75,537

## TOP EMPLOYERS

EMPLOYER	# OF EMPLOYEES
Lackland Air Force Base	37,000
Fort Sam-Houston-U.S. Army	32,000
H-E-B	20,000
USAA	18,305
Randolph Air Force Base	11,000



**THE AVERAGE HOUSEHOLD INCOME WITHIN A 1-MILE RADIUS IS OVER \$111K**

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# Location Overview

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# HELOTES, TEXAS



SAN ANTONIO, TX

**HELOTES**, TX is located in Bexar County 17 miles northwest of San Antonio. It is known for being a vibrant community with beautiful rolling hills and a business-friendly environment, as well as being named a historic landmark.

The Floore's Country Store, a unique venue where many country music stars, including Willie Nelson, Merle Haggard, and Patsy Cline got their start. In 2019, Bloomberg has named Helotes as one of the Best Small Towns in Texas to Raise Kids and Reader's Digest named the historic district, Old Town Helotes, as the Coolest Secret Location in Texas.

## **BEXAR COUNTY**

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As the 4th largest county in Texas and the 17th largest county nationally, Bexar County is steeped in rich history and tradition, while at the same time rapidly growing with a population approaching two million. Home of the first ever digital library, BiblioTech, Bexar County is also the home of such treasures as the San Antonio Riverwalk, the Alamo, and our historic Missions, which are a World Heritage Site.

**1,958,578**



**BEXAR COUNTY  
POPULATION  
(ESTIMATED)**

# San Antonio MSA



**SAN ANTONIO MSA** San Antonio is seventh most populous city in the U.S., and the second most populous city in Texas. Home to numerous historical and cultural sites, including The Alamo; the world famous River Walk, and Sea World, among many other attractions.

The city also has one of the largest concentrations of military bases in the U.S. The defense industry in San Antonio employs over 190,000 and provides a \$27.7 billion regional economic impact. San Antonio is home to Fort Sam Houston, Lackland Air Force Base, Randolph Air Force Base, and Brooks City-Base, with Camp Bullis and Camp Stanley outside the city. These bases make up what is known as Joint Base San Antonio (JBSA). JBSA services more Department of Defense students than any other installation, houses the DoD's largest hospital, and supports more than 250,000 personnel.

## GENERAL STATS

**2ND MOST POPULOUS CITY IN TEXAS**

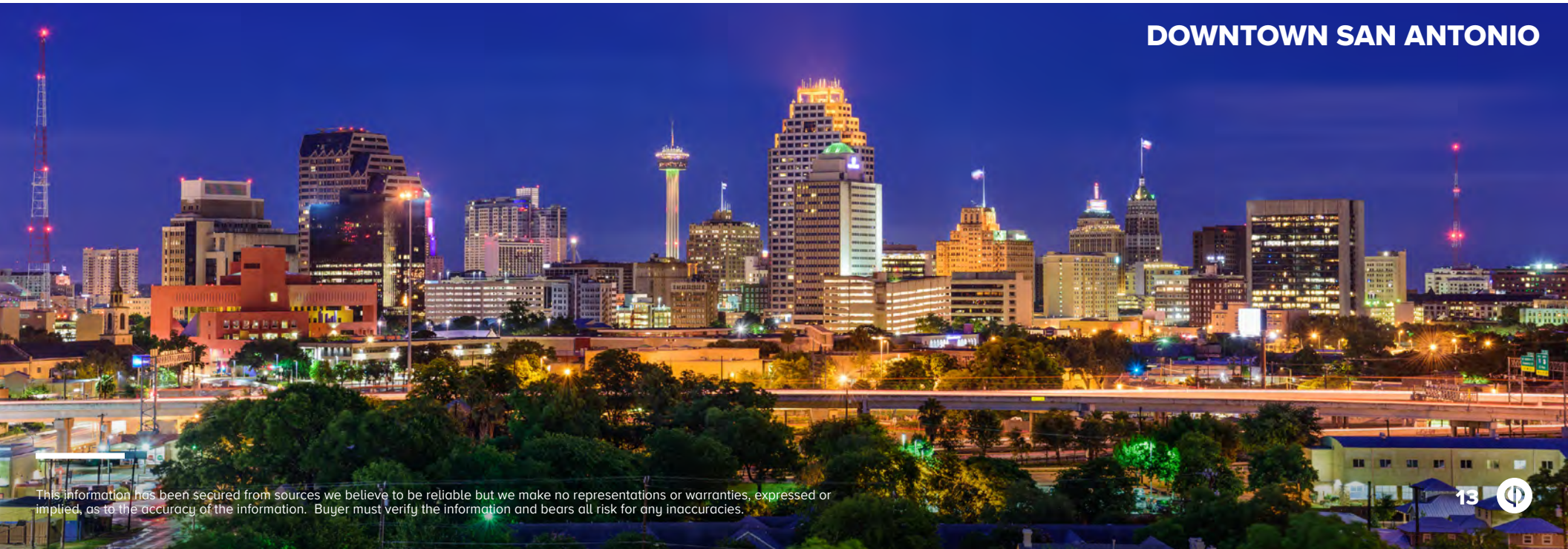
**7TH MOST POPULOUS CITY IN U.S.**

**250,000 PERSONNEL SUPPORTED BY JOINT BASE SAN ANTONIO**

**32 MILLION TOURISTS VISIT EVERY YEAR**

**125,000+ UNIVERSITY AND COLLEGE STUDENTS**

## DOWNTOWN SAN ANTONIO



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CLICK HERE TO MEET OUR  
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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.



### 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.

_____ Licensed Broker /Broker Firm Name or Primary Assumed Business Name	_____ License No.	_____ Email	_____ Phone
_____ 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

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date