

# DUGAS PROFESSIONAL BUILDING

9410 DUGAS DRIVE SAN ANTONIO, TX 78249 SALES PACKAGE



## DUGAS PROFESSIONAL BUILDING

9410 DUGAS DRIVE SAN ANTONIO, TX 78245

presented by

DAVID BALLARD, CCIM PARTNER 210.841.3239 dballard@reatares.com

PARKER LABARGE ASSISTANT VICE PRESIDENT 210.841.3207 plabarge@reatares.com

REATA REAL ESTATE SERVICES

1100 NE Loop 410, Suite 400 San Antonio, TX 78209

TEL 210.930.4111 Fax 210.930.1114

REATAREALESTATE.COM

Information contained was obtained from sources believed reliable, however, REATA Real Estate Services, LP, makes no guarantees, warranties or representations as to the completeness or accuracy thereof. The presentation of this project is submitted subject to the errors, omissions and change of price or conditions prior to lease or withdrawal. @REATA Real Estate Services, LP





# SECTION I..... ... ... ... EXECUTIVE SUMMARY

# SECTION II. ... ... ... ... PROPERTY OVERVIEW

SITE DESCRIPTION FLOOR PLAN MAP AERIALS

SAN ANTONIO MARKET OVERVIEW DEMOGRAPHIC PROFILE

SECTION IV ... ... ... ... AGENCY DISCLOSURE CONFIDENTIALITY AGREEMENT AGENCY DISCLOSURE

## EXECUTIVE SUMMARY

Dugas Professional Building is home to an established family practice and family dental practice located within easy reach of Loop 1604, Loop 410 and Highway 151 in the fast-growing Westover Hills area. This area boasts a high population density with above average household incomes and is home to Christus Santa Rosa Hospital, Baptist Emergency Clinic and numerous other medical facilities and corporate offices.

This is a rare opportunity to become a part of Westover Hills, one of the city's most desirable healthcare real estate markets and own a 100% occupied building with long-term NNN leases in place.



# SITE DESCRIPTION

ADDRESS 9410 Dugas Drive San Antonio, TX 78245

SIZE AVAILABLE 100% Occupied

**ASKING PRICE** \$4,500,000

PARKING RATIO 6/1,000 SF

### **KEY TENANTS**

Your Family Medical Home, Dugas Family Dental, Behavior Keys and Westover Hills Birth Center

## AREA BUSINESS GENERATORS

Christus Santa Rosa Hospital, Baptist Emergency Clinic, Warm Springs Rehabilitation Hospital, Frost Bank, Wells Fargo and Nationwide Insurance

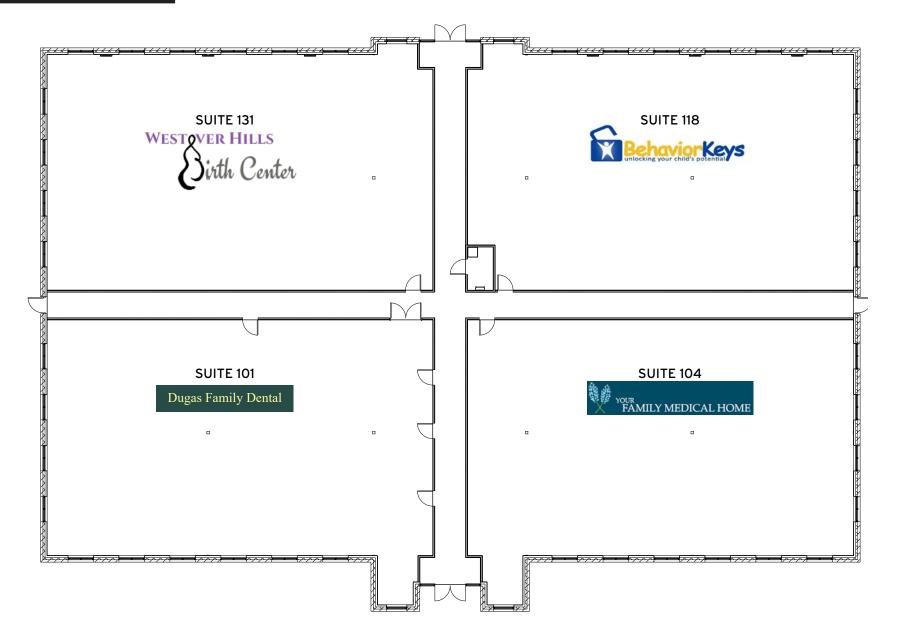
DEMOGRAPHIC SNAPSHOT	1 Mile	3 Miles	5 Miles
2018 Estimated Population	21,712	126,772	270,228
2018 Estimated Households	6,738	41,147	84,562
Daytime Population	2,354	27,092	65,509
Average Household Income	\$97,166	\$86,285	\$85,448





R

# FLOOR PLAN



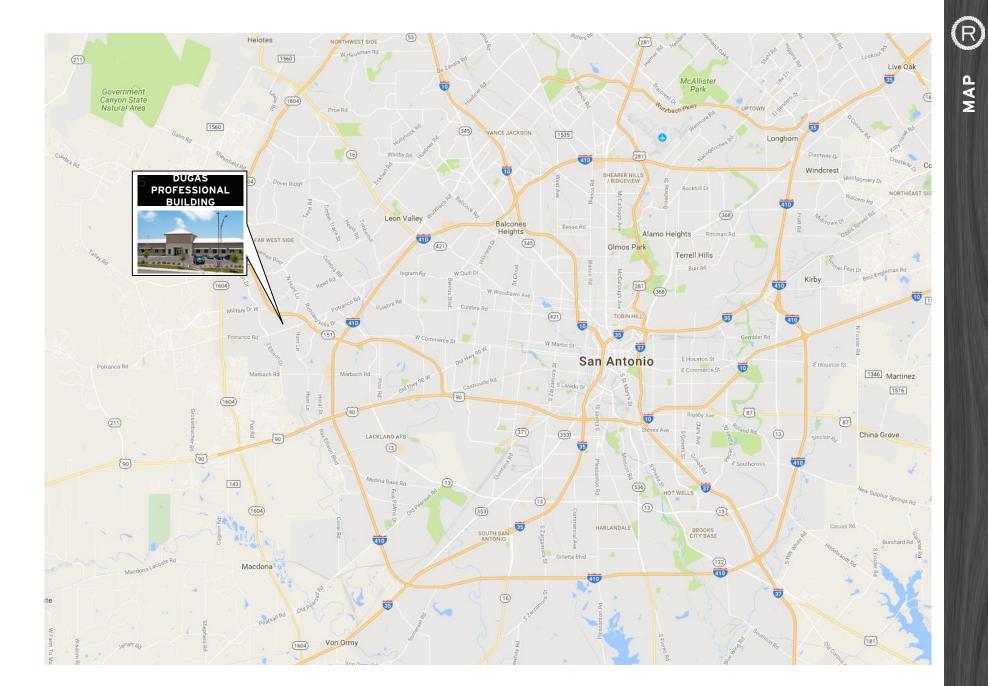




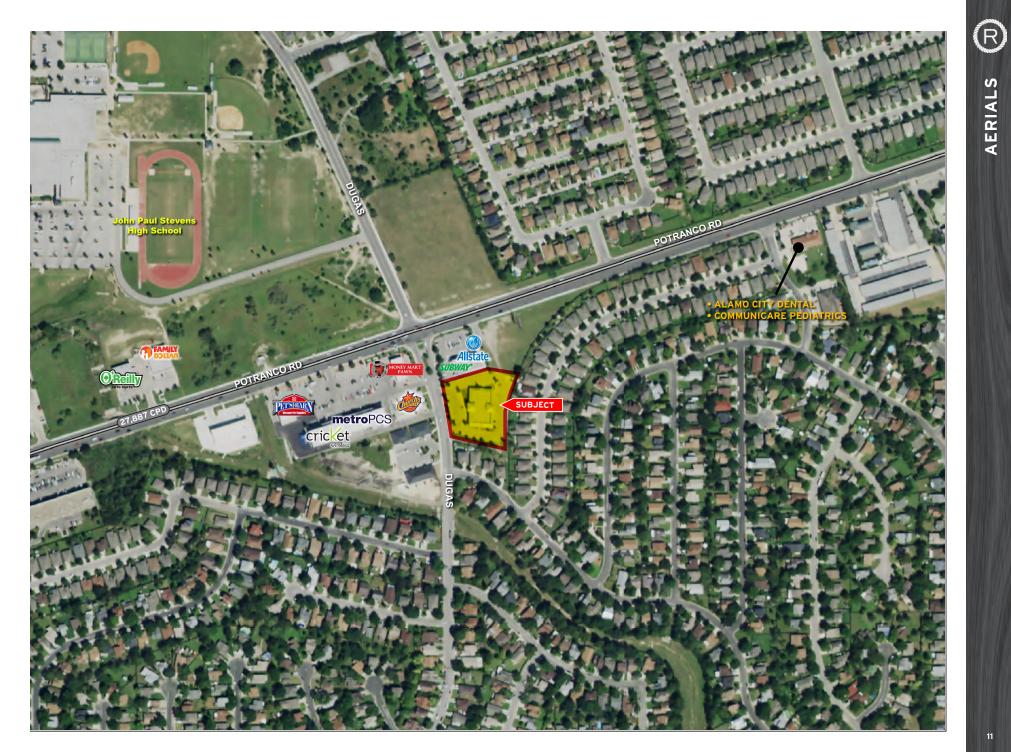












### SAN ANTONIO MARKET OVERVIEW

San Antonio is the nation's 7th largest city and the 24th largest metropolitan service area (MSA) in the United States. The San Antonio-New Braunsfels MSA (referred to as Greater San Antonio) encompasses eight counties and is situated in South-Central Texas along the I-35 corridor with a population of nearly 2.3 million people; 200 miles west of Houston, 280 miles southwest of Dallas and 84 miles south of Austin

The MSA is centrally located between the East and West Coasts, with close proximity to Mexico. Due to its central location and positioning along Interstate 35, more than half of the total goods flowing between the U.S. and Mexico travel through San Antonio before reaching their final destination. San Antonio is also home to a number of national landmarks and famous attractions, making it Texas' most visited city with about 20 million visitors annually. San Antonio benefits greatly from the city's close proximity to Mexico and the cost advantages of living in this unique city. The economy of San Antonio is a healthy mix of financial services, government services, manufacturing, education and health care, biosciences, communications, oil & gas and tourism industries. San Antonio is home to five Fortune 500 companies including Valero Energy, Tesoro, USAA, NuStar Energy and Clear Channel Communications. In addition, other major companies call San Antonio home for their corporate headquarters, including H-E-B and Rackspace.

According to the Council for Community and Economic Research, the cost of living is nearly 12 percent below the U.S. average, allowing residents and companies alike to enjoy affordable living in a cultural and business-savvy environment. Home prices in San Antonio are more than 35 percent below the U.S. median and are less than half the cost of comparable housing in some cities in California and the East Coast.

In recent years, San Antonio has been among the top of a number of economic indicator rankings including Milken Institute's list of top performing cities (#1 in 2011), Brookings Institution's top-economic performer list and Forbes list of America's Fastest Recovering Cities (#2 in 2009). The Eagle Ford Shale play that is currently taking place in South Texas has made significant contributions to the city's recent success. The Eagle Ford Shale (EFS) is quite possibly the largest single economic development in the history of the state of Texas and ranks as the largest oil & gas development in the world based on capital invested. The EFS is a gas and oil producing shale rock formation in south Texas that runs from the US-Mexico border north of Lare-



do in a narrow band extending northeast for several hundred miles to just north of Houston. The EFS takes its name from the town of Eagle Ford, Texas where the shale outcrops at the surface in clay form. Approximately \$30 billion was spent developing the play in 2013 and had more than a \$60 billion dollar impact on the South Texas economy in 2012; over 116,000 Eagle Ford jobs were supported

in the 20 county area impacted by the play. Since the beginning of 2010 over 7% of the state's employment gains are attributed to the EFS. It is currently the most active shale play in the world with over 200 rigs running. From record drilling levels to wells producing over 4,000 barrels per day of oil, the play is redefining South Texas as an oil industry hotbed and bringing new wealth to the region.

#### CORPORATE HEADQUARTERS IN SAN ANTONIO

BUSINESS	EMPLOYED IN SAN ANTONIO
Super Market Chain	20,000
Financial Services and Insurance	18,305
Financial Services	3,540
Fast Food Chain	3,982
IT Managed Hosting Solutions	3,022
Utilities	3,022
Auto Manufacturing	2,800
TV & Radio Stations, Outdoor Ads	2,800
Applied Research	2,715
Oil Refiner & Gas Manufacturing	1,653
Check Printing	1,500
Medical Supplies	1,400
Oil Refiner & Petroleum Products	1,300
	Super Market Chain Financial Services and Insurance Financial Services Fast Food Chain IT Managed Hosting Solutions Utilities Auto Manufacturing TV & Radio Stations, Outdoor Ads Applied Research Oil Refiner & Gas Manufacturing Check Printing Medical Supplies

Source: The San Antonio Business Journal and by contact with company representatives. Updated August 2017.

#### MAJOR REGIONAL EMPLOYERS IN SAN ANTONIO

COMPANY	BUSINESS	EMPLOYED IN SAN ANTONIO
Lackland Air Force Base	Military	37,000
Fort Sam Houston	Military	32,000
H-E-B	Super Market Chain	20,000
USAA	Financial Services and Insurance	18,305
Randolph Air Force Base	Military	11,000
Methodist Healthcare System	Health Care Services	9,620
City of San Antonio	City Government	9,145
San Antonio Independent School District	School District	7,000

Source: The 2017 Book of Lists, The San Antonio Business Journal

#### FORTUNE 500 COMPANIES HEADQUARTERED IN SAN ANTONIO

COMPANY	RANK
Valero Energy	31
Andeavor	90
USAA	100



Source: Fortune Magazine



OVERVIEW

AREA

TRADE

## DEMOGRAPHIC PROFILE

Demographic Summary		2018	2023
Population		21,448	23,101
Households		6,906	7,448
Families		5,277	5,650
Median Household Income		\$60,929	\$65,975
Males per 100 Females		93.7	93.5
Population By Age			
Population <5 Years		8.4%	8.7%
Population 65+ Years		7.9%	8.2%
Median Age		31.3	31.2
	Spending Potential	Average Amount	
	Index	Spent	Total
Health Care	82	\$4,710.73	\$32,532,269
Medical Care	81	\$1,586.64	\$10,957,321
Physician Services	85	\$213.85	\$1,476,835
Dental Services	81	\$302.24	\$2,087,280
Eyecare Services	82	\$50.08	\$345,836
Lab Tests, X-Rays	86	\$51.37	\$354,783
Hospital Room and Hospital Services	90	\$153.77	\$1,061,913
Convalescent or Nursing Home Care	65	\$20.84	\$143,897
Other Medical services (1)	88	\$102.17	\$705,582
Nonprescription Drugs	84	\$111.46	\$769,736
Prescription Drugs	78	\$280.51	\$1,937,213
Nonprescription Vitamins	80	\$56.95	\$393,278
Medicare Prescription Drug Premium	69	\$88.49	\$611,080
Eyeglasses and Contact Lenses	83	\$76.68	\$529,537
Hearing Aids	72	\$20.56	\$141,968
Medical Equipment for General Use	90	\$5.33	\$36,785
Other Medical Supplies/Equipment (2)	86	\$52.36	\$361,599
Health Insurance	83	\$3,124.09	\$21,574,948
Blue Cross/Blue Shield	85	\$1,082.17	\$7,473,465
Fee for Service Health Plan	86	\$636.58	\$4,396,197
НМО	91	\$732.45	\$5,058,323
Medicare Payments	69	\$421.90	\$2,913,644
Long Term Care Insurance	78	\$81.99	\$566,221
Other Health Insurance (3)	69	\$169.00	\$1,167,098

#### 23 MEDICAL EXPENDITURES 1 MILE RADIUS

DATA NOTE: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

(1) OTHER MEDICAL SERVICES include Services by Medical Professionals other than physicians, Nursing Services, Therapeutic Treatments, Blood Donation, Ambulance, Remregency Room and Outpatient Hospital Services.

(2) OTHER MEDICAL SUPPLIES includes Topicals, Dressings, Supportive and Convalescent Medical Equipment, Rental of Medical Equipment for General Use and Rental of Supportive and Convalescent Medical Equipment.

(3) OTHER HEALTH INSURANCE includes Medicare Supplements and Other Health Insurance excluding Blue Cross/Blue Shield.

**SOURCE:** Esri forecasts for 2014 and 2019; Consumer Spending date is derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.

## DEMOGRAPHIC PROFILE

Demographic Summary		2018	2023	Μ
Population		131,855	145,511	3
Households		44,221	48,882	DA
Families		32,254	35,344	ho pro
Median Household Income		\$57,701	\$62,887	De
Males per 100 Females		94.6	94.3	(1)
				Me
Population By Age				Se Arr
Population <5 Years		8.3%	8.6%	Se
Population 65+ Years		8.1%	8.4%	(2
Median Age		30.9	31.0	Dr Eq
	Spending Potential	Average Amount		Us
	Index	Spent	Total	Eq
Health Care	81	\$4,666.51	\$206,357,691	(3
				Su Cro
Medical Care	81	\$1,572.71	\$69,546,993	SO
Physician Services	83	\$209.57	\$9,267,430	Sp
Dental Services	79	\$293.78	\$12,991,236	Ex
Eyecare Services	81	\$49.68	\$2,196,712	
Lab Tests, X-Rays	84	\$49.98	\$2,210,190	
Hospital Room and Hospital Services	88	\$150.16	\$6,640,029	
Convalescent or Nursing Home Care	70	\$22.49	\$994,460	
Other Medical services (1)	86	\$100.15	\$4,428,883	
Nonprescription Drugs	84	\$111.99	\$4,952,445	
Prescription Drugs	78	\$281.56	\$12,450,944	
Nonprescription Vitamins	80	\$56.97	\$2,519,204	
Medicare Prescription Drug Premium	72	\$92.46	\$4,088,894	
Eyeglasses and Contact Lenses	81	\$75.65	\$3,345,221	
Hearing Aids	73	\$20.96	\$927,083	
Medical Equipment for General Use	87	\$5.18	\$228,965	
Other Medical Supplies/Equipment (2)	86	\$52.13	\$2,305,299	
Health Insurance	82	\$3,093.79	\$136,810,698	
Blue Cross/Blue Shield	84	\$1,068.16	\$47,235,098	
Fee for Service Health Plan	84	\$623.56	\$27,574,296	
НМО	89	\$714.39	\$31,590,895	
Medicare Payments	71	\$435.70	\$19,267,160	
Long Term Care Insurance	78	\$82.14	\$3,632,448	
Other Health Insurance (3)	70	\$169.85	\$7,510,801	
• •				

#### MEDICAL EXPENDITURES 3 MILE RADIUS

DATA NOTE: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

(1) OTHER MEDICAL SERVICES include Services by Medical Professionals other than physicians, Nursing Services, Therapeutic Treatments, Blood Donation, Ambulance, Remregency Room and Outpatient Hospital Services.

(2) OTHER MEDICAL SUPPLIES includes Topicals, Dressings, Supportive and Convalescent Medical Equipment, Rental of Medical Equipment for General Use and Rental of Supportive and Convalescent Medical Equipment.

(3) OTHER HEALTH INSURANCE includes Medicare Supplements and Other Health Insurance excluding Blue Cross/Blue Shield.

**SOURCE:** Esri forecasts for 2014 and 2019; Consumer Spending date is derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics. R

## DEMOGRAPHIC PROFILE

Demographic Summary		2018	2023
Population		277,670	307,318
Households		90,860	100,817
Families		67,326	74,249
Median Household Income		\$57,939	\$63,313
Males per 100 Females		96.3	96.2
Population By Age			
Population <5 Years		8.1%	8.3%
Population 65+ Years		9.2%	9.9%
Median Age		31.3	31.6
	Spending Potential	Average Amount	
	Index	Spent	Total
Health Care	84	\$4,782.00	\$434,492,543
Medical Care	83	\$1,614.77	\$146,717,802
Physician Services	84	\$213.28	\$19,378,752
Dental Services	82	\$305.11	\$27,722,257
Eyecare Services	83	\$51.01	\$4,634,857
Lab Tests, X-Rays	85	\$51.13	\$4,645,605
Hospital Room and Hospital Services	89	\$151.91	\$13,802,600
Convalescent or Nursing Home Care	74	\$23.65	\$2,148,416
Other Medical services (1)	87	\$101.61	\$9,232,633
Nonprescription Drugs	85	\$113.94	\$10,352,298
Prescription Drugs	80	\$290.10	\$26,358,385
Nonprescription Vitamins	82	\$58.16	\$5,284,088
Medicare Prescription Drug Premium	76	\$97.38	\$8,848,348
Eyeglasses and Contact Lenses	83	\$77.11	\$7,006,555
Hearing Aids	78	\$22.18	\$2,014,841
Medical Equipment for General Use	91	\$5.42	\$492,261
Other Medical Supplies/Equipment (2)	87	\$52.78	\$4,795,906
Health Insurance	84	\$3,167.23	\$287,774,741
Blue Cross/Blue Shield	86	\$1,085.38	\$98,617,315
Fee for Service Health Plan	85	\$630.79	\$57,313,483
НМО	91	\$729.88	\$66,316,587
Medicare Payments	75	\$458.65	\$41,672,568
Long Term Care Insurance	81	\$85.85	\$7,800,393
Other Health Insurance (3)	73	\$176.69	\$16,054,397

# MEDICAL EXPENDITURES 5 MILE RADIUS

DATA NOTE: The Spending Potential Index (SPI) is household-based, and represents the amount spent for a product or service relative to a national average of 100. Detail may not sum to totals due to rounding.

(1) OTHER MEDICAL SERVICES include Services by Medical Professionals other than physicians, Nursing Services, Therapeutic Treatments, Blood Donation, Ambulance, Remregency Room and Outpatient Hospital Services.

(2) OTHER MEDICAL SUPPLIES includes Topicals, Dressings, Supportive and Convalescent Medical Equipment, Rental of Medical Equipment for General Use and Rental of Supportive and Convalescent Medical Equipment.

(3) OTHER HEALTH INSURANCE includes Medicare Supplements and Other Health Insurance excluding Blue Cross/Blue Shield.

**SOURCE:** Esri forecasts for 2014 and 2019; Consumer Spending date is derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics. R

TO:	OWNER - DPC HOLDINGS, LP	PROPERTY:	DUGAS PROFESSIONAL BUILDING
C/O:	REATA Real Estate Services, L.P.	ADDRESS:	9410 DUGAS DRIVE
	1100 NE LOOP 410, Suite 400 San Antonio, TX 78209		SAN ANTONIO, TX 78245
ATTN:	DAVID BALLARD, CCIM / PARKER LABARGE	FAX TO:	210.930.1114

and agreement concerning certain material, data, which a prospective purchaser may desire. Neither information and the Investment Offering (collectively Owner nor Reata Real Estate Services, LP., nor any the "Evaluation Material") which you have and will of their officers, employees, or agents, make any make available to us solely in connection with our representation or warranty, expressed or implied, as prospective purchase of Dugas Professional to the accuracy or completeness of this Investment Building in San Antonio, Texas (the "Property") from Offering or any of its contents, and no legal liability the Owner. You are prepared to furnish us with the is assumed or shall be implied with respect thereto. Evaluation Material, which is not intended to be an offer for the sale of the property only on the condition that we treat such Evaluation Material confidentially.

The Evaluation Material furnished to us will be used by us solely for evaluating a possible transaction exclusively for our own account, as principal in the transaction and not as a broker or agent for any other person. By acknowledgment of our receipt of this confidentiality agreement, we agree that the Evaluation Material is confidential, that we will hold and treat it in the strictest of confidence, that we will not, directly or indirectly, disclose or permit anyone else to disclose this Evaluation Material or its contents to any other person, firm, or entity without prior written authorization of Owner, and that we will not use or permit to be used this Investment Offering or its contents in any fashion or manner detrimental to the interest of Owner. Photocopying or other duplication is strictly prohibited. All Evaluation Material shall remain the Property of the Owner.

contains brief, selected information pertaining to this acquisition, or if in future you discontinue such the business and affairs of the property, has been negotiations, we agree to return the Evaluation prepared by Reata Real Estate Services, LP. The Material to Reata Real Estate Services, LP. confidential Evaluation Material does not purport

This letter will serve to confirm our understanding to be all-inclusive or to contain all the information

We understand that the Owner expressly reserves the right at its sole discretion to reject any or all proposals or terminate discussions with any party at anytime with or without notice.

As a further condition of you providing us with the Evaluation Material for our consideration in connection with a prospective purchase of the Property, we agree that neither Reata Real Estate Services, LP., nor any of their affiliates will be responsible for the payment to us or to any third party representing us any brokerage commissions of any type whatsoever relating to our purchase of the Property, unless specifically agreed to in writing. In the absence of such an agreement, we agree to be responsible for all such commissions.

This Evaluation Material shall not be deemed a representation of the state of affairs of the Property or constitute an indication that there has been no change in the business or affairs of the Property since the date of preparation of the Evaluation Material.

This confidential Investment Offering, which If we do not wish to pursue negotiations leading to

AGREE AND ACCEPTED	ADDRESS:
DATE:	
SIGNATURE:	
NAME:	TEL:FAX:
TITLE:	EMAIL:
COMPANY:	

The information contained was obtained from sources believed reliable. However, REATA Real Estate Services, LP, makes no guarantees, warranties or representations as to the completeness or accuracy thereof. The presentation of this project is submitted subject to the errors, omissions and change of price or conditions prior to lease or withdrawal.

## AGENCY DISCLOSURE

#### INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate licensees 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:



- > 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.

REATA Real Estate Services, LP Licensed Broker/Broker Firm Name or Primary Assumed Business Name	9002891 License Number	ttyng@reatares.com Email	210.930.4111 Phone	
<u>Thomas C. Tyng, Jr.</u>	0406718	ttyng@reatares.com	210.930.4111	
Designated Broker of Firm	License Number	Email	Phone	
Kenneth David Ballard, CCIM	0485071	dballard@reatares.com	210.930.4111	
Sales Agent	License Number	Email	Phone	
<u>Parker Labarge</u>	0628793	<u>plabarge@reatares.com</u>	210.930.4111	
Sales Agent	License Number	Email	Phone	
Sales Agent	License Number	Email	Phone	

Buyer/Tenant/Seller/Landlord Initials

Date

REGULATED BY THE TEXAS REAL ESTATE COMMISSION. INFORMATION AVAILABLE AT WWW.TREC.TEXAS.GOV IABS 1-0 02/16/16



OUR MISSION is to provide excellent real estate services to both external and internal customers while building a lasting <u>Company committed to profitability and opportunity.</u>

We strive for the highest standards of service, integrity and accountability to our EMPLOYEES, CLIENTS and PARTNERS.

