



HILDEBRAND AVENUE RETAIL STRIP

1122-1136 WEST HILDEBRAND AVENUE, SAN ANTONIO, TEXAS 78201

Marcus & Millichap



1122-1136 WEST HILDEBRAND AVENUE

1122 WEST HILDEBRAND AVENUE, SAN ANTONIO, TEXAS 78201

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Broker of Record

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Marcus & Millichap



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1122-1136 WEST HILDEBRAND AVENUE

1122 WEST HILDEBRAND, SAN ANTONIO, TEXAS 78201

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EXECUTIVE SUMMARY

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OFFERING OVERVIEW

HILDEBRAND AVENUE RETAIL STRIP

1122 WEST HILDEBRAND AVENUE, SAN ANTONIO, TEXAS 78201

OFFERING PRICE

\$1,225,000

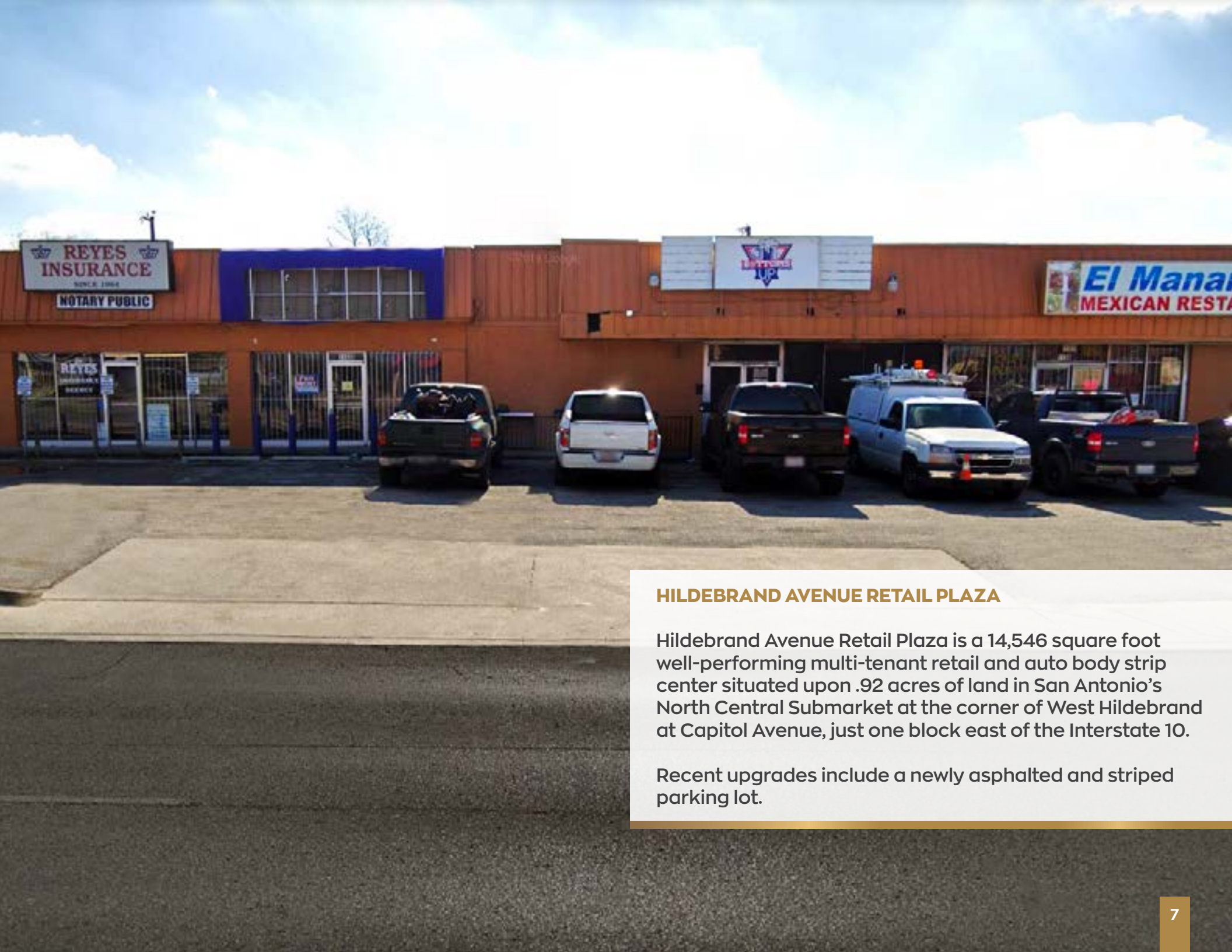
CAP RATE

8.01%

SUMMARY

Price	\$1,225,000
CAP Rate	8.01%
Price/SF	\$84.22
Total Size (Gross Acres)	0.92 Acres
Total Size (Gross Square Feet)	14,546 SF





HILDEBRAND AVENUE RETAIL PLAZA

Hildebrand Avenue Retail Plaza is a 14,546 square foot well-performing multi-tenant retail and auto body strip center situated upon .92 acres of land in San Antonio's North Central Submarket at the corner of West Hildebrand at Capitol Avenue, just one block east of the Interstate 10.

Recent upgrades include a newly asphalted and striped parking lot.



PROPERTY DETAILS

1122-1136 HILDEBRAND

Property Address	1122 West Hildebrand Avenue San Antonio, Texas 78201
Parcel Number	03113-012-0321
Square Footage	14,546 SF
Number of Units	7
Occupancy	100%
Year Built	1965
Lot Size	0.92 Acres
Type of Ownership	Fee Simple
Parking	22 Surface Spaces

FINANCIAL ANALYSIS

Marcus & Millichap

FINANCIAL OVERVIEW

1122-1136 WEST HILDEBRAND AVENUE

1122 WEST HILDEBRAND AVENUE, SAN ANTONIO, TEXAS 78201

OFFERING PRICE

\$1,225,000

\$1.225M

OFFERING PRICE

\$84

PRICE S/F

8.01%

CAP RATE

OVERVIEW

Offering Price	\$1,225,000
CAP Rate	8.01%
Price S/F (GLA)	\$84.22
Net Operating Income	\$98,107
Gross Leasable Area (GLA)	14,546 SF
Lot Size	0.92 Acres
Year Built	1965

SURROUNDING RETAIL



Walmart Supercenter
DOLLAR TREE
Bank of America
Fantastic Sams
 Domino's Pizza
 SALLY'S BAKERY
6
SUBWAY
IHOP
 TRADER JACQUES
 PANDA EXPRESS

O'Reilly
TITLEMAX
metro by **☎ Mobile**
AutoZone
DOLLAR GENERAL
 Little Caesars
 Home Depot

Starbucks
 UNITED STATES POSTAL SERVICE

metro by **☎ Mobile** **cricket** wireless **MELROSE**
FAMILY DOLLAR my family, my family, our family.
ExxonMobil
99¢ ONLY
Wendy's
7-ELEVEN
THE SAVANNAH ARMY
WHATABURGER
SUBWAY
H&R BLOCK

3503-3509 BLANCO ROAD

3321 BLANCO ROAD

g **Pollo Loco** **Pizza Hut** **jiffy lube**
DOLLAR TREE **Burger King**
AutoZone **Walgreens**
McDonalds
Denny's **Public Storage** **metro** by **☎ Mobile** **WHATABURGER**

McDonalds
BurgerKing
cricket wireless

Thomas Edison High School

StorageMart
CHASE
metro by **☎ Mobile**

1124-1136 HILDEBRAND AVENUE

FINANCIAL OVERVIEW

SUMMARY

Offering Price	\$1,225,000
Net Operating Income	\$98,107
CAP Rate	8.01%
Price S/F (GLA)	\$84.22

PROPOSED FINANCING - ADJUSTED FOR CURRENT MARKET

New Loan	\$612,500
Down Payment	\$612,500
Loan to Value	50%
Interest Rate	4.35%
Term	5 Years
Amortization Period	25 Years
Loan Constant	6.57%
Annual Debt Service Payment	\$40,230
Debt Coverage Ratio	2.44
Year 1 Net Cash Flow After Debt Service	\$57,877
Principal Reduction	\$13,861

RETURNS

YEAR 1

CAP Rate	8.01%
Cash Flow (After Debt)	\$57,877
Cash-on-Cash	9.45%
Total Annual Return	11.71%

FINANCING QUOTE PROVIDED BY:

NICK GRAY (MMCC)

NICK.GRAY@MARCUSMILLICHAP.COM

702.215.7144

\$612K

DOWN PAYMENT

\$612K

LOAN AMOUNT

4.35%

INTEREST RATE

(SUBJECT TO MARKET

FLUCTUATION)



ANNUAL OPERATING DATA

YEAR 1

Scheduled Base Rental Income	\$142,200
Total NNN Reimbursement Income	(2.6%) \$3,744
General Vacancy Factor (5% of GPR)	(\$7,110)
Effective Gross Revenue	\$138,834
Less: Operating Expenses	(29.3%) \$40,727
Net Operating Income	\$98,107
Cash Flow	\$98,107
Debt Service	(\$40,230)
Net Cash Flow After Debt Service	(9.45%) \$57,877
Principal Reduction	\$13,861
Total Return	(11.71%) \$71,738

OPERATING EXPENSES

YEAR 1

Estimated Common Area Expenses	\$9,562
Insurance	\$4,117
Real Estate Taxes	\$21,495
Management Fee	\$5,553
Total Expenses	\$40,727
Expenses Per S/F	\$2.80

RENT ROLL

SUITE	TENANT	SIZE (SF)	GLA %	LEASE EXP	ANNUAL RENT (PSF)	MONTHLY RENT	ANNUAL RENT	LEASE TYPE	EXPENSE REIMBURSEMENTS
1122-1124	Challenge Car Lot	3,722	25.6%	3/31/23	\$8.38	\$2,600	\$31,200	Modified Gross	\$2,020
1128	Value Added Printing	1,065	7.3%	2/28/23	\$12.96	\$1,150	\$13,800	Modified Gross	\$578
1130	Reyes Insurance	1,086	7.5%	5/31/23	\$12.15	\$1,100	\$13,200	Modified Gross	\$589
1132	Nuevo Estilo Barber Shop	1,027	7.1%	1/31/20	\$12.85	\$1,100	\$13,200	Modified Gross	\$557
1134	Botttoms Up Bar & Cantina	3,508	24.1%	2/28/21	\$11.63	\$3,400	\$40,800	Modified Gross	\$0
1136	El Manantial Restaurant	4,138	28.4%	2/28/21	\$7.25	\$2,500	\$30,000	Modified Gross	\$0
6 Tenants		14,546 SF	100%		Avg \$9.78	\$11,850	\$142,200		\$3,744

Leases are Modified Gross with tenants being responsible for increases in taxes to the base year and any common area charges.

Sewer & Water is paid for by the Landlord and reimbursed by the tenants, with the exception of Johnny's Bar and El Manantial Restaurant, who pay directly for separately metered sewer/water.

PROPERTY DEMOGRAPHICS

Marcus & Millichap

15 minutes from the
San Antonio International Airport

DEMOGRAPHICS

2018 ESTIMATE	1 MILE	3 MILES	5 MILES
Population	22,544	162,831	397,872
Households	7,989	58,000	143,315
Average HH Income	\$50,773	\$56,680	\$60,225



18,472
Daytime Population

35.79
Median Age

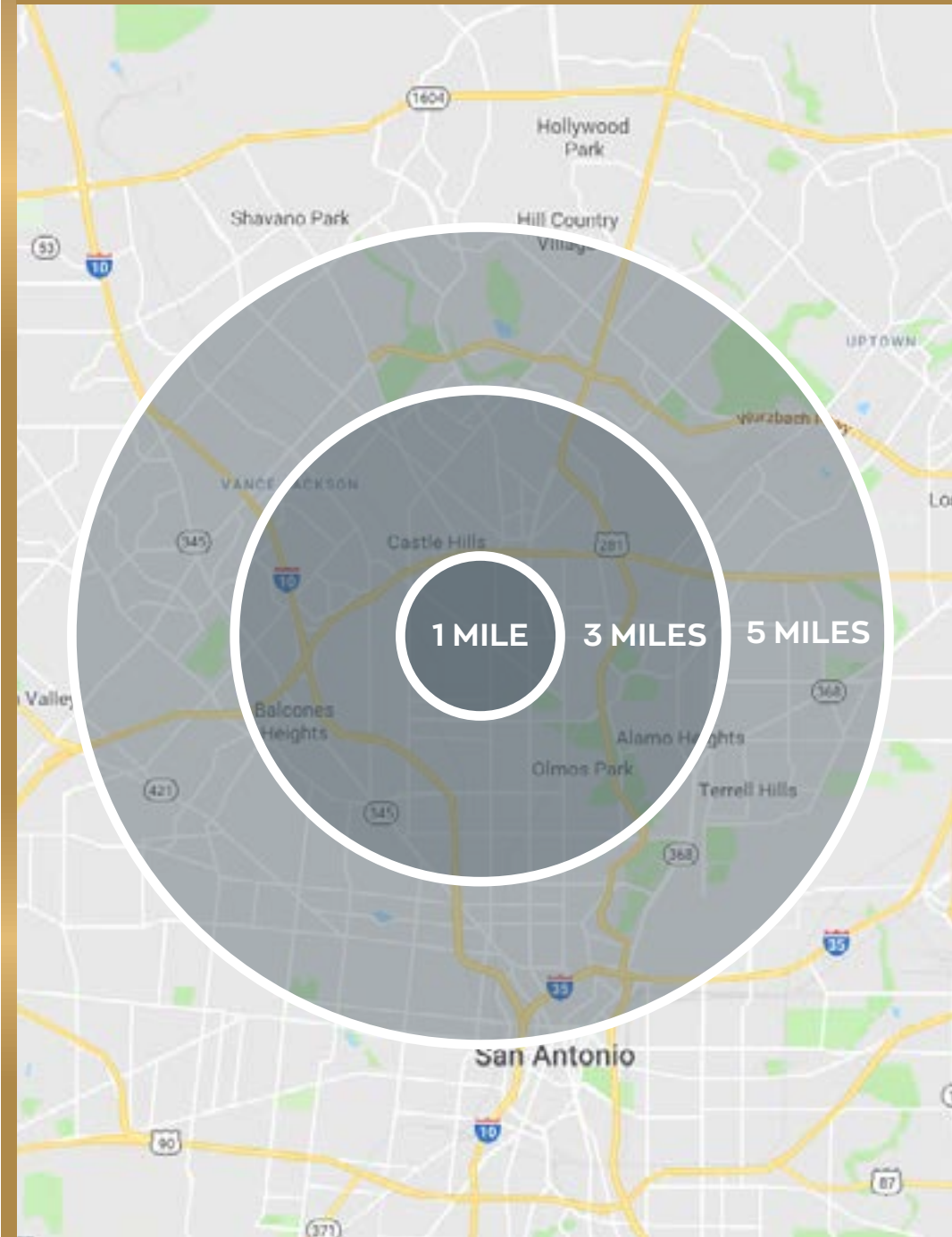
66.83%
High School or Higher

13.93%
Bachelor's Degree or Higher

4.73%
Graduate or Professional Degree



2.53
Average Household Size





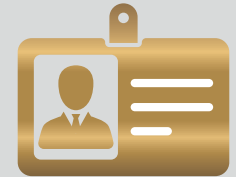
DEMOGRAPHICS SUMMARY

In 2018, there are 4,589 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 48.09% of employees are employed in white-collar occupations in this geography, and 51.96% are employed in blue-collar occupations. In 2018, unemployment in this area is 3.96%.

The median housing value in your area was \$96,899 in 2018, compare this to the US average of \$201,842. In 2000, there were 4,535 owner occupied housing units in your area and there were 3,048 renter occupied housing units in your area. The median rent at the time was \$377.

The current year racial makeup of your selected area is as follows: 76.40% White, 1.39% Black, 0.05% Native American and 0.69% Asian/Pacific Islander. Compare these to US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander. People of Hispanic origin are counted independently of race. People of Hispanic origin make up 86.33% of the current year population in your selected area. Compare this to the US average of 18.01%.

In 2018, the median household income for your selected geography is \$38,418, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 36.15% since 2000. It is estimated that the median household income in your area will be \$43,155 five years from now, which represents a change of 12.33% from the current year.



POPULATION	1 MILE	3 MILES	5 MILES
2023 Projection	21,946	159,444	393,811
2018 Estimate	22,544	162,831	397,872
2010 Census	20,755	151,088	369,092
2000 Census	22,453	158,904	377,320
Current Daytime Population	18,472	210,587	589,899

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
Under 20	25.29%	25.78%	26.96%
20 to 34 Years	23.55%	23.68%	23.79%
35 to 39 Years	7.13%	6.66%	6.47%
40 to 49 Years	13.48%	12.47%	11.88%
50 to 64 Years	17.95%	17.54%	16.97%
Age 65+	12.60%	13.85%	13.93%
Median Age	35.79	35.38	34.46

POPULATION EDUCATION LEVEL	1 MILE	3 MILES	5 MILES
2018 Estimate Population Age 25+	15,246	107,731	258,908
Elementary (0-8)	15.06%	12.29%	11.37%
Some High School (9-11)	14.00%	14.06%	13.39%
High School Graduate (12)	29.48%	29.07%	27.05%
Some College (13-15)	18.67%	18.72%	19.22%
Associate Degree Only	4.75%	5.00%	5.05%
Bachelors Degree Only	9.20%	10.82%	12.67%
Graduate Degree	4.73%	7.06%	8.26%

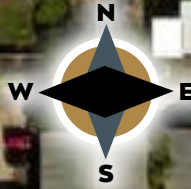




HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2023 Projection	8,020	58,254	145,704
2018 Estimate	7,989	58,000	143,315
2010 Census	7,386	53,746	132,779
2000 Census	7,583	55,554	133,617

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
\$150,000 or More	2.66%	4.95%	6.08%
\$100,000 - \$149,000	6.15%	6.29%	7.32%
\$75,000 - \$99,999	10.19%	8.87%	8.45%
\$50,000 - \$74,999	19.02%	16.81%	16.79%
\$35,000 - \$49,999	15.23%	15.61%	14.84%
Under \$35,000	46.74%	47.44%	46.51%
Average Household Income	\$50,773	\$56,680	\$60,225
Median Household Income	\$38,418	\$37,265	\$38,076
Per Capita Income	\$18,113	\$20,951	\$22,260

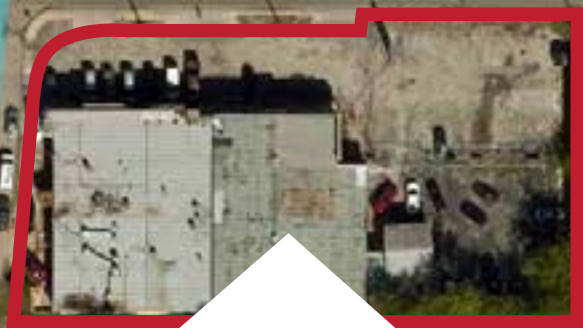
HOUSEHOLDS BY EXPENDITURE	1 MILE	3 MILES	5 MILES
Total Average Household Retail Expenditure	\$52,493	\$52,248	\$53,465
Average Household Housing Expenditure	\$13,810	\$13,775	\$14,141
Average Household Transportation Expenditure	\$10,516	\$10,427	\$10,710
Average Household Food Expenditure	\$5,682	\$5,565	\$5,652
Average Household Health Care Expenditure	\$3,241	\$3,311	\$3,394
Average Household Entertainment Expenditure	\$2,180	\$2,160	\$2,218



HILDEBRAND AVENUE (30,545 VPD)

CAPITOL AVENUE (623 VPD)

WILDWOOD DRIVE



1124-1136
HILDEBRAND
AVENUE

El Manantial Restaurant
Approx 4,138 SF

Johnny's Bar
Approx 3,508 SF

Barber Shop
Approx 1,027 SF

Reyes Insurance
Approx 1,086 SF

Value Printing
Approx 1,065 SF

Boss Body & Paint
&
Challenge Car Lot
Approx 3,722 SF



El Manantial
MEXICAN RESTAURANT
"Beverly Hills" style
210-731-9957

Exclusive Lifestyle

CHALLENGE
210-634-9003

INSURANCE
AUTO HOME COMMERCIAL MEXICO
210-731-9229
REYES INSURANCE AGENCY

MARKET OVERVIEW

Marcus & Millichap

MARKET OVERVIEW

SAN ANTONIO

The San Antonio metro is located in the southern portion of central Texas, covering 412 square miles and straddling the Interstate 35 Corridor, one of the fastest-growing areas in the lone star state.

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. San Antonio is the most populous city in the metro area, housing more than 1.4 million residents.



The metro is maintaining population growth and household formation well above the national level and generating the need for housing options.



More than 47,000 jobs are expected to be created through 2022. Many positions will be related to Eagle Ford, one of the largest oil and gas developments in the world.





SAN ANTONIO METRO AREA

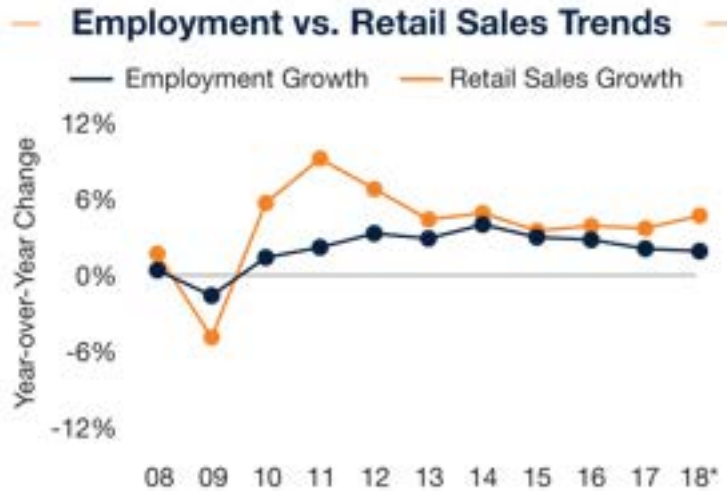
Retailers concentrate on existing space as demand outweighs limited supply this year.

Steady employment growth has resulted in a healthy stream of new residents to San Antonio over the past several years, encouraging retailers to expand. Developers have struggled to keep pace with robust tenant demand, and vacancy has tightened 100 basis points below the national average. Completions dip for a second consecutive year in 2018, as deliveries remain less than half of the 10-year average, and expanding retailers will be forced to compete for limited space in existing centers. As a result, the vacancy rate remains on a downward spiral this year.

Vacancy tightest in submarkets with minimal new supply.

Developers have completed nearly 4.6 million square feet of retail space in northern submarkets since 2012, compared with approximately 2.4 million square feet throughout the rest of the metro during the span. Scant completions elsewhere in the market have resulted in vacancy retreating well below the overall average for eight out of 12 submarkets. While completions remain heavy in the north, vacancy stays above the metrowide average through the rest of the year.

SAN ANTONIO METRO AREA



1.8%

Increase in Total Employment Y-O-Y

The construction and trade, transportation and utilities sectors added 4,400 and 3,800 positions, respectively, over the past year, leading employment gains. These additions contributed to total job creation of 18,400 during the past 12 months.

The unemployment rate sank 70 basis points during the past four quarters to 3.4 percent.



743,000

Squared Feet Completed Y-O-Y

Developers completed 66,000 square feet of space during the first quarter of the year as the pace of deliveries slows during 2018. More than 175,000 square feet was brought online in the first three months last year.

Nearly 300,000 square feet of retail space is underway in the northern portion of the metro as deliveries remain concentrated through the remainder of the year.



40

Basis Point Decrease In Vacancy Y-O-Y

A reduced level of deliveries has been met with still strong demand, driving retail vacancy down to 4.0 percent in the first quarter. This rate matches a cyclical low recorded in 2016.

Vacancy in North Central and Northeast San Antonio are some of the highest in the metro, at 5.4 percent and 4.9 percent, respectively.



3.4%

Decrease In the Average Asking Rent Y-O-Y

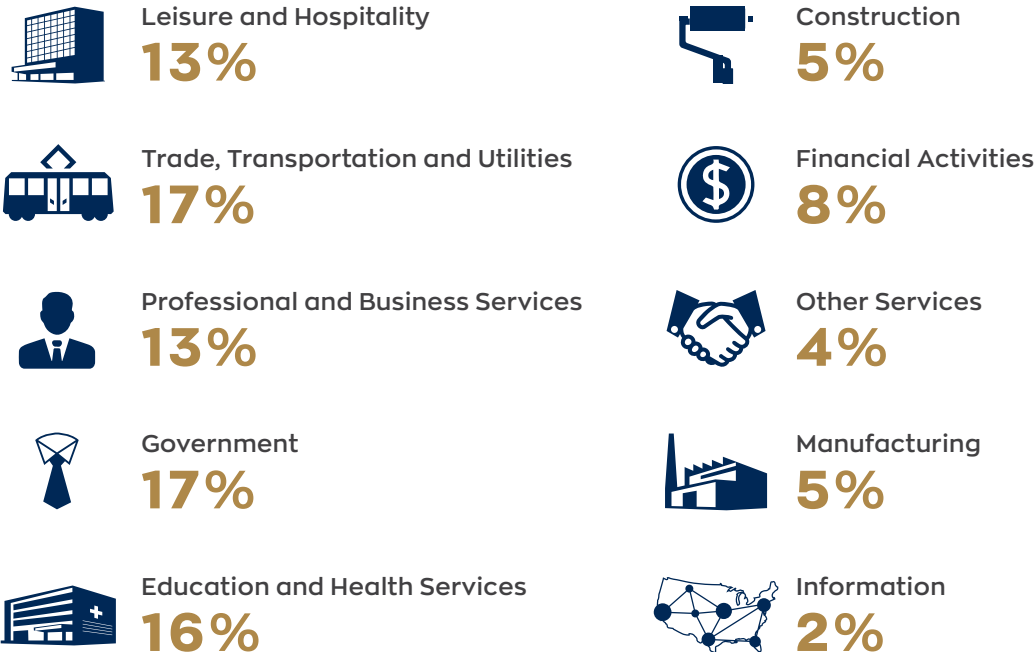
The average asking rent reached its highest level since the recession during the first quarter last year but has since retreated to \$15.18 per square foot.

Absorption of existing square footage has resulted in the space available for lease primarily in older buildings in need of upgrades or repositioning, prompting the decline in marketed rents since March of last year.

ECONOMY

- The economy is anchored by the industries of healthcare, tourism and national defense.
- 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 NuStar Energy, Halliburton, NOV, Baker-Hughes and Tesoro.
- Lackland Air Force Base, Randolph Air Force Base, Fort Sam Houston and Camp Bullis are among the many military installations located in the metro.
- An important component of the healthcare industry is South Texas Medical Center, a conglomerate of hospitals, clinics and research and higher-education facilities.

SHARE OF 2017 TOTAL EMPLOYMENT



MAJOR AREA EMPLOYERS

South Texas Medical Center
 USAA
 Wells Fargo
 Baptist Health System
 Southwest Research Institute
 Methodist Healthcare System

SPORTS



EDUCATION



ARTS & ENTERTAINMENT

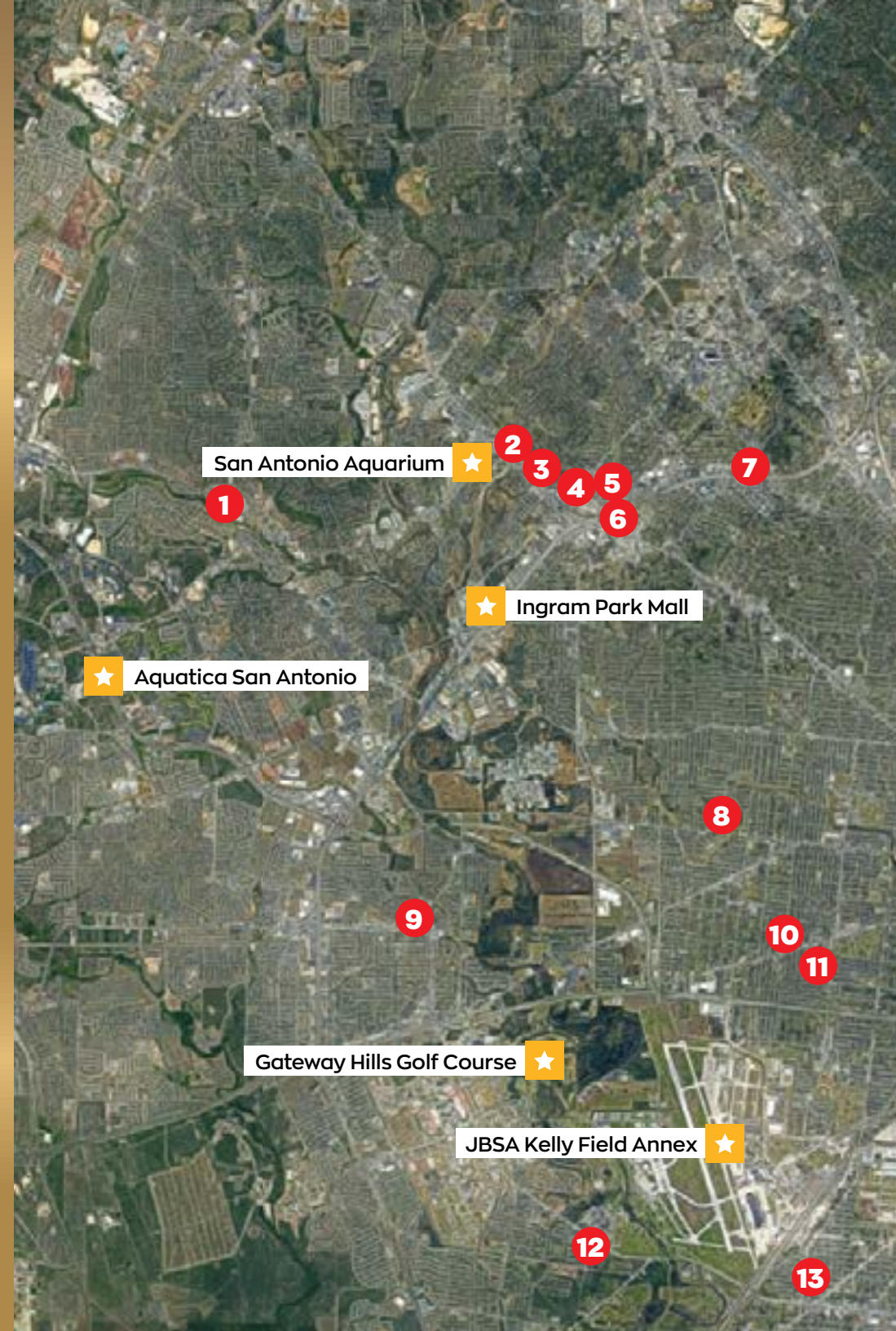


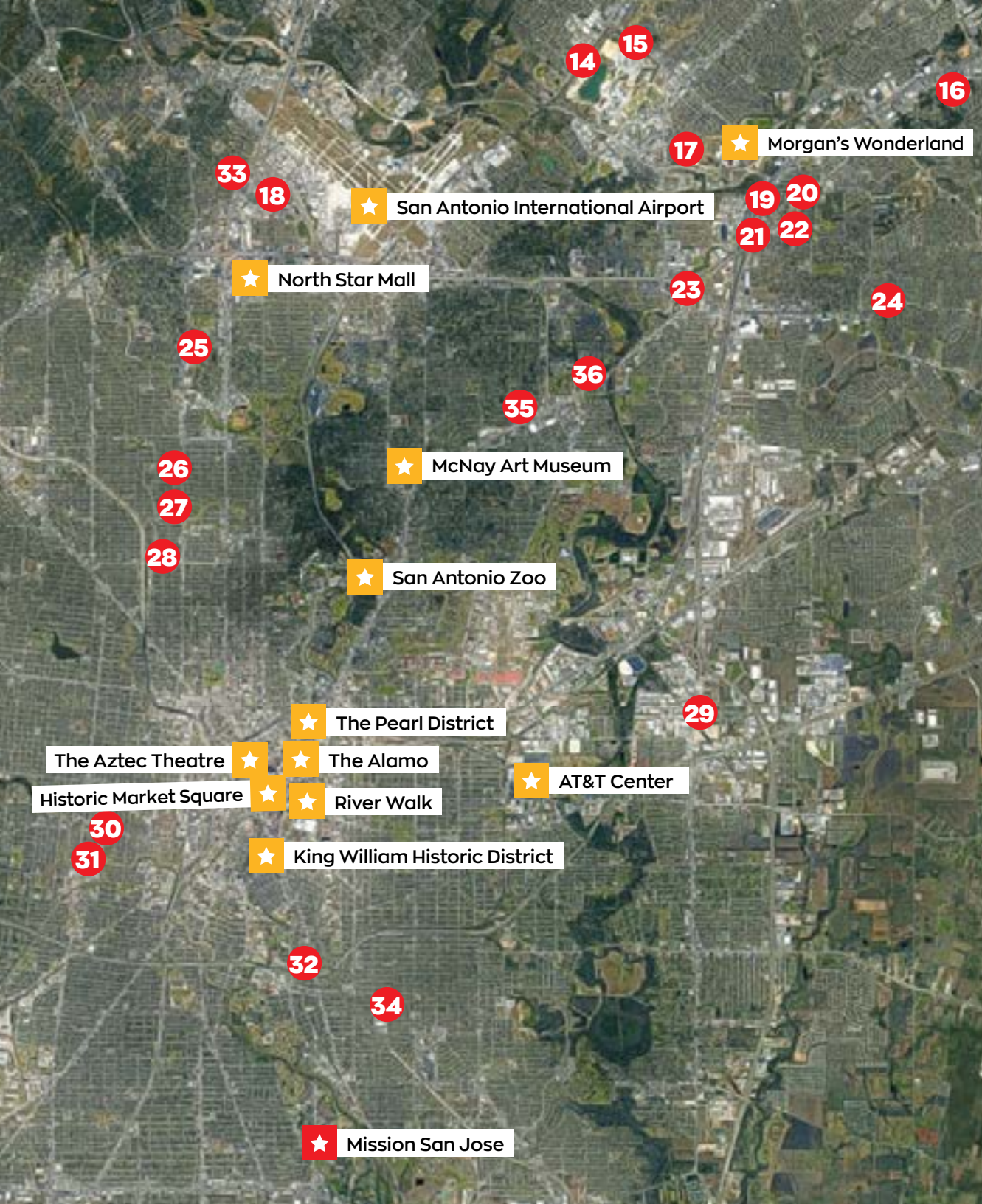
PORTFOLIO:

SAN ANTONIO ASSETS

- 1 ~~6025 Tezel Road (Timber Plaza)~~ **SOLD**
 - 2 [6504 Bandera Road \(Alamo Pets Center\)](#)
 - 3 [6501 Bandera Road \(Seneca Plaza\)](#)
 - 4 5403 Jackwood Drive
 - 5 [5402 Glen Ridge Drive](#)
 - 6 5440 Evers Road
 - 7 [6402 Callaghan Road](#)
 - 8 5719 W Commerce Street
 - 9 ~~7475 Military Drive~~ **SOLD**
 - 10 1303 Castroville
 - 11 1158-1166 S General McMullen
 - 12 5028-5040 Military Drive
 - 13 3632 SW Military Drive
- [1210 Pat Booker Road](#)
(far East San Antonio -falls off the city map)
- 3751 Loop 1605
(far East San Antonio -falls off the city map)

[VIEW OTHER LISTINGS](#)





- 14
- 15
- 16 12573 Wetmore Road
- 17 3965 Thousand Oaks Drive
- 18 ~~SOLD 12107 Teepperwein Road~~
- 19 ~~SOLD 10712 Perrin Bietel Road~~
- 20 [747 Isom Road](#)
- 21 [5103 Randolph Boulevard](#)
- 22 [5520 Randolph Boulevard](#)
- 23 [5042 Sherri Ann Road](#)
- 24 [5170 Randolph Boulevard](#)
- 25 2818 NE Loop 410
- 26 [6206 Montgomery Drive](#)
- 27 [5510 Blanco Road](#)
- 28 [3503 Blanco Road](#)
- 29 [3321 Blanco Road](#)
- 30 [1124-1136 Hildebrand](#)
- 31 113-115 Lula Mae
- 32 ~~SOLD 2702 W Commerce Street~~
- 33 ~~SOLD 2710 W Commerce Street~~
- 34 ~~SOLD 2602-2620 S Presa Street~~
- 35 [10200 San Pedro Avenue](#)
- 36

REYES
INSURANCE
SINCE 1964

NOTARY PUBLIC

California Lifestyle

7-Eleven



HILDEBRAND AVENUE RETAIL

CANDACE BARE

Senior Associate
Las Vegas, NV

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