



POST OFFICE PLAZA

10712 PERRIN BEITEL ROAD, SAN ANTONIO, TEXAS 78217



POST OFFICE PLAZA

10712 PERRIN BEITEL ROAD, SAN ANTONIO, TEXAS 78217

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Marcus & Millichap



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 acceptance
auto insurance

Rapid Tax

ROSE OF TEXAS
TATTOO

Instant
Coverage
acceptance.com

Compare
and Save


Top
Rated
Carriers
acceptance.com

Rapid Tax

880-1200

BRIGHTEST
COLORS
AND THE
TATTOO
BLACK
PERMANENT

POST OFFICE PLAZA

10712 PERRIN BEITEL ROAD, SAN ANTONIO, TEXAS 78217



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MARKET OVERVIEW

San Antonio Overview



POST OFFICE PLAZA

Post Office Plaza is a fully occupied multi-tenant retail center situated upon .90 acres of land located just north of the Wurzbach Parkway. Fee simple interest is offered in this 13,650 square foot Northeast Submarket strip center. Post Office Plaza is located within an Opportunity Zone.

Significant population density surrounds the property with 94,357 residents in the 3-mile radius with an average household income of \$71,439. This, in addition to the average 20,766 vehicles per day passing the 354 feet of frontage, provides an investor great opportunity for long term stability. Recent capital improvements to the center include a new TPO roof (in 2015) and three new HVAC units.

PROPERTY ANALYSIS



Marcus & Millichap

OFFERING OVERVIEW

POST OFFICE PLAZA

10712 PERRIN BEITEL ROAD, SAN ANTONIO, TEXAS 78217

OFFERING PRICE

\$2,000,000

OFFERING SUMMARY

Price	\$2,000,000
Net Operating Income	\$136,845
Price/SF	\$144.40
Total Size (Gross Acres)	0.90 AC
Total Size (Gross Square Feet)	13,850 SF
Occupancy	100%

OPPORTUNITY ZONE PROPERTY

** Recent capital improvements include a new TPO roof and three new air conditioning units.





PROPERTY DETAILS

POST OFFICE PLAZA	
Property Address	10712 Perrin Beitel Road San Antonio, Texas 78217
Parcel Number	14319-001-0150
Square Footage	13,850 SF
Number of Stories	1
Year Built	1986
Lot Size	0.90 Acres
Type of Ownership	Fee Simple
Parking	60 Surface Spaces
Zoning	C-3

AERIAL MAPS



Wendy's
DOLLAR TREE
H-E-B
Domino's Pizza
GOLD'S GYM
Walgreens
TITLEMAX

Planned Parenthood
Care. No matter what.
FARMERS INSURANCE
McDonalds
Firestone
GOODYEAR
TACO BELL
U-HAUL
cricket wireless



SUBJECT
10712 PERRIN BEITEL ROAD
GLA: 13,850 SQ FT
LOT: 0.90 AC | BUILT: 1986

HEROES STADIUM

FISCHER
SOFTBALL COMPLEX

UNITED STATES POSTAL SERVICE
moxie in the box
Budget

CLEAR SPRING
ELEMENTARY
SCHOOL



PERRIN BEITEL ROAD (20,766 VPD)

WURZBACH PARKWAY (19,316 VPD)

INTERSTATE 35 (194,913 VPD)



McDonalds



GOODYEAR



cricket
wireless

10712 PERRIN
BEITEL ROAD

WURZBACH PARKWAY (19,316 VPD)



Budget

PERRIN BEITEL ROAD (20,766 VPD)



HEROES STADIUM



10712 PERRIN
BEITEL ROAD

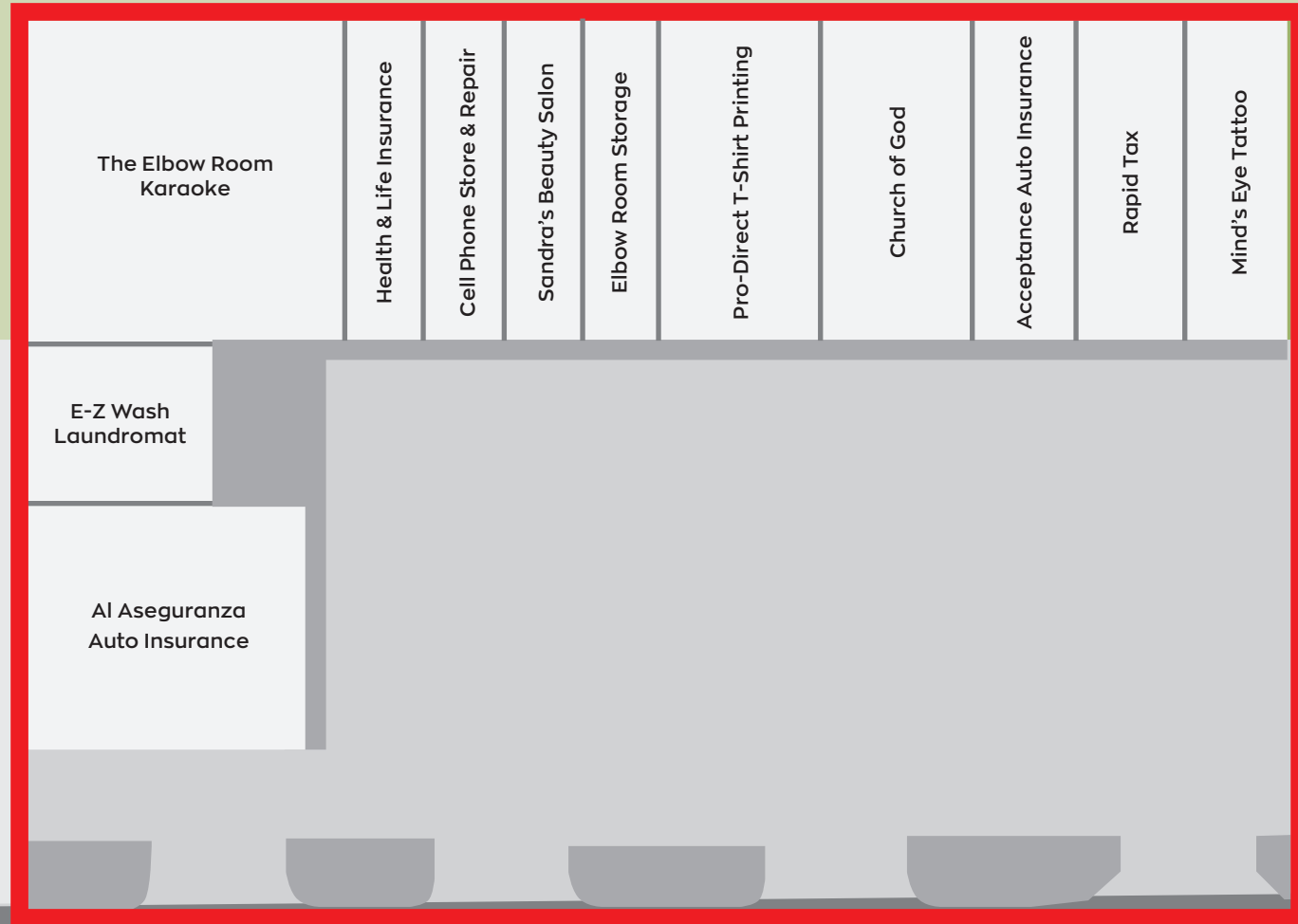
WURZBACH PARKWAY (19,316 VPD)



CLEAR SPRING
ELEMENTARY
SCHOOL

PERRIN BEITEL ROAD (20,766 VPD)





PERRIN BEITEL ROAD (20,766 VPD)



GREYSTONE DRIVE
(50' R.O.W.)

LOT 18

1

1/2"
IRON ROD
FOUND
(C.M.)

1/2"
IRON ROD
FOUND
(C.M.)

N 89°55'00" E

155.00'

0.9'

5.1'

1-STORY
BRICK & FRAME
RESIDENCE

44.0'

18.9'

37.9'

25.1'

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E-Z WASH
COIN OPERATED LAUNDRY

**Private Room
KARAOKE
LOUNGE**

PROPERTY & LIFE INSURANCE
Enrollment Center
No Mobile Exposed

GOOD LUCK COMMUNICATIONS
IPHONE REPAIRS
IPAD • LAPTOPS
ACCESSORIES
SERVICE • PAYMENTS • SALES

Glamour Cuts
by: **Sandra**

Zexcel Technologies
Web Designing & Computer
Sales and Services

Highlight, Color,
Men's Hair Cuts,
Kids Hair Cuts, Wax

Walk-in's
Welcome
210-396-2921

FOR RENT
10722

Cuts for the Whole
Family

08460H9
DEC 13 2018
PALM BEACH

FINANCIAL ANALYSIS



Marcus & Millichap

FINANCIAL OVERVIEW

POST OFFICE PLAZA

10712 PERRIN BEITEL ROAD, SAN ANTONIO, TEXAS 78217

OFFERING PRICE

\$2,000,000

OVERVIEW

Offering Price	\$2,000,000
Price S/F (GLA)	\$144.40
Net Operating Income	\$136,845
Gross Leasable Area (GLA)	13,850 SF
Occupancy	100%
Lot Size	0.90 Acres
Year Built	1986
Zoning	C-3

OPPORTUNITY ZONE

\$2M

OFFERING PRICE

\$144

PRICE S/F

6.84%

CAP RATE

\$600K

DOWN PAYMENT

\$1.4M

LOAN AMOUNT

4.65%

INTEREST RATE QUOTE

(SUBJECT TO MARKET FLUCTUATION)

SUMMARY

Offering Price	\$2,000,000
Net Operating Income	\$136,845
CAP Rate	6.84%
Price S/F (GLA)	\$144.40

PROPOSED FINANCING

New Loan	\$1,400,000
Down Payment	\$600,000
Loan to Value	70%
Interest Rate	4.65%
Term	5 Years
Amortization Period	25 Years
Loan Constant	6.77%
Annual Debt Service Payment	\$94,816
Debt Coverage Ratio	1.44
Year 1 Net Cash Flow After Debt Service	7.00%
Principal Reduction	\$30,358
Total Return	\$64,061

RETURNS

YEAR 1

CAP Rate	6.84%
Cash-on-Cash	7.00%
Total Annual Return	12.06%

FINANCING QUOTE PROVIDED BY:

NICK GRAY (MMCC)

NICK.GRAY@MARCUSMILLICHAP.COM

702.215.7144

FINANCIAL OVERVIEW (CONTINUED)

ANNUAL OPERATING DATA	YEAR 1	PSF
Scheduled Base Rental Income	\$193,440	\$13.97
Total NNN Reimbursement Income	(0%) \$0	\$0
Potential Gross Revenue	\$193,440	\$13.97
General Vacancy Factor (@ 5%)	(\$9,672)	(\$0.70)
Effective Gross Revenue	\$183,768	\$13.27
Less: Operating Expenses	(25.5%) (\$46,923)	\$3.39
Net Operating Income	\$136,845	PSF
Cash Flow	\$136,845	\$9.88
Debt Service	(\$94,816)	(\$6.85)
Net Cash Flow After Debt Service	(7.0%) \$42,029	\$3.03
Principal Reduction	\$30,358	\$2.19
Total Return	(12.06%) \$72,386	\$5.23

OPERATING EXPENSES	YEAR 1	PSF
Common Area Expense Estimate	\$11,849	\$0.85
Insurance	\$4,500	\$0.32
Real Estate Taxes	\$23,224	\$1.68
Management Fee (@ 4%)	\$7,351	\$0.53
Total Expenses	\$46,923	\$3.39



RENT ROLL

SUITE	TENANT	SIZE (SF)	GLA %	LEASE TYPE	ANNUAL RENT PSF (GROSS)	ANNUAL RENT PSF (IF NNN)	CURRENT MONTHLY RENT	CURRENT ANNUAL RENT	EXPENSE REIMBURSEMENTS
10712	Mind's Eye Tattoo	950	6.9%	GROSS	\$11.87	\$8.49	\$940	\$11,280	- 0 -
10714	Rapid Tax	950	6.9%	GROSS	\$12.63	\$9.24	\$1,000	\$12,000	- 0 -
10716	Acceptance Auto Insurance	950	6.9%	GROSS	\$17.37	\$13.98	\$1,375	\$16,500	- 0 -
10718	Casa Iglesia Church	1,450	10.5%	GROSS	\$13.03	\$9.65	\$1,575	\$18,900	- 0 -
10720	Pro-Direct T-Shirt Printing Co	1,450	10.5%	GROSS	\$10.92	\$7.54	\$1,320	\$15,840	- 0 -
10722	Elbow Room Storage	700	5.1%	GROSS	\$12.86	\$9.47	\$750	\$9,000	- 0 -
10724	Sandra's Beauty Salon	700	5.1%	GROSS	\$16.71	\$13.33	\$975	\$11,700	- 0 -
10726	Cell Phone Store & Repair	700	5.1%	GROSS	\$18.86	\$15.47	\$1,100	\$13,200	- 0 -
10728	Health & Life Insurance	800	5.8%	GROSS	\$15.00	\$11.61	\$1,000	\$12,000	- 0 -
10730	The Elbow Room - Karaoke	2,900	20.9%	GROSS	\$10.34	\$6.96	\$2,500	\$30,000	- 0 -
10738	E-Z Wash Landromat	1,000	7.2%	GROSS	\$12.42	\$9.03	\$1,035	\$12,420	- 0 -
10742	Al Aseguranza Auto Insurance	1,300	9.4%	GROSS	\$23.54	\$20.15	\$2,550	\$30,600	- 0 -
12 Tenants		13,850 SF	100%		AVG: \$13.97	AVG: \$10.58	\$16,120	\$193,440	- 0 -

9 minutes from the
San Antonio International Airport

DEMOGRAPHICS

2018 ESTIMATE	1 MILE	3 MILES	5 MILES
Population	10,406	94,357	268,555
Households	4,550	38,940	105,549
Average HH Income	\$54,645	\$71,439	\$78,093



22,524

Daytime Population

32.05

Median Age

87.78%

High School or Higher



16.52%

Bachelor's Degree or Higher

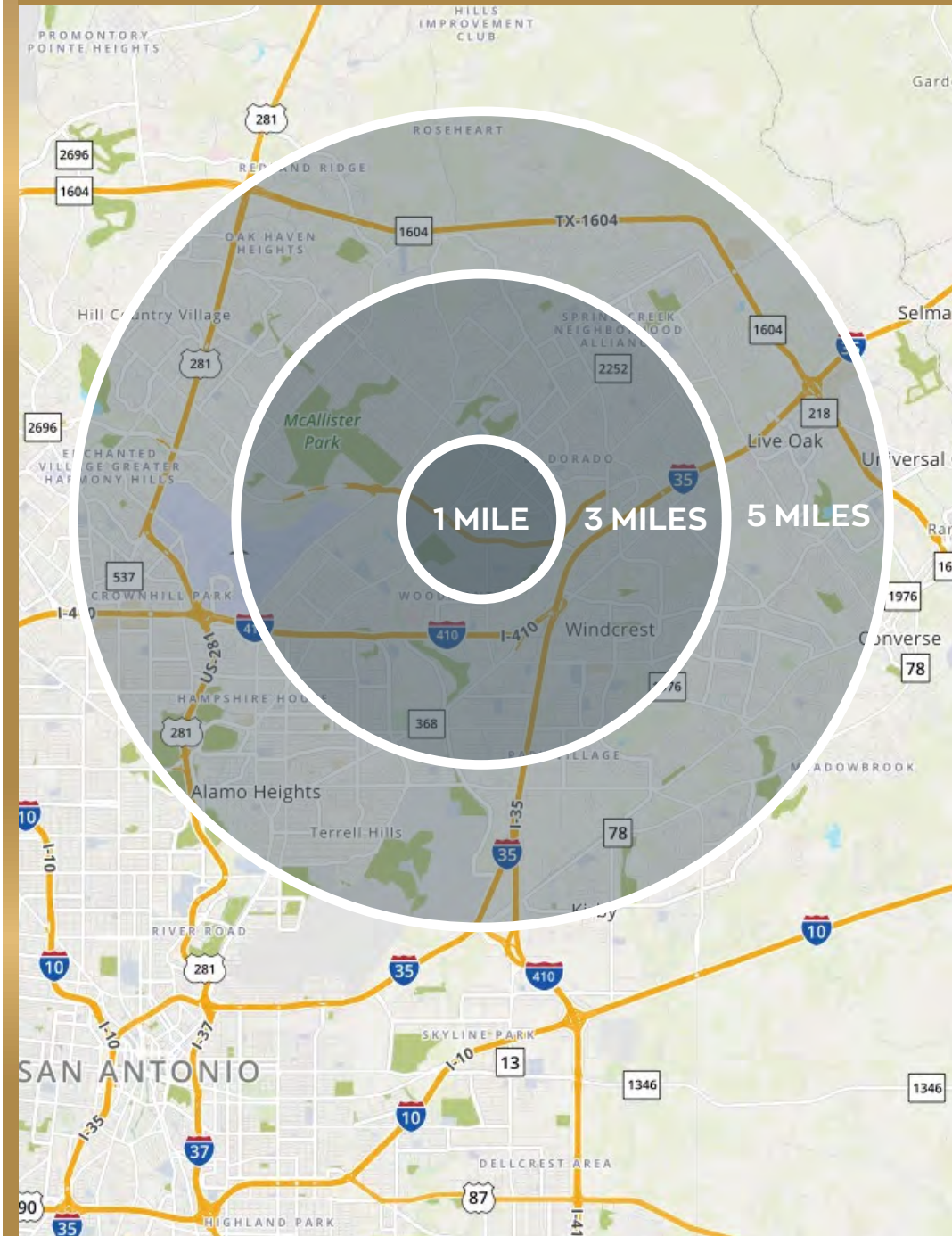
5.40%

Graduate or Professional Degree



2.30

Average Household Size





DEMOGRAPHICS SUMMARY

In 2018, there are 7,086 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 64.64% of employees are employed in white-collar occupations in this geography, and 36.20% are employed in blue-collar occupations. In 2018, unemployment in this area is 4.35%.

The median housing value in your area was \$97,787 in 2018, compare this to the US average of \$201,842. In 2000, there were 1,446 owner occupied housing units in your area and there were 2,457 renter occupied housing units in your area. The median rent at the time was \$531.

The current year racial makeup of your selected area is as follows: 63.25% White, 16.21% Black, 0.43% Native American and 2.36% 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 52.55% of the current year population in your selected area. Compare this to the US average of 18.01%.

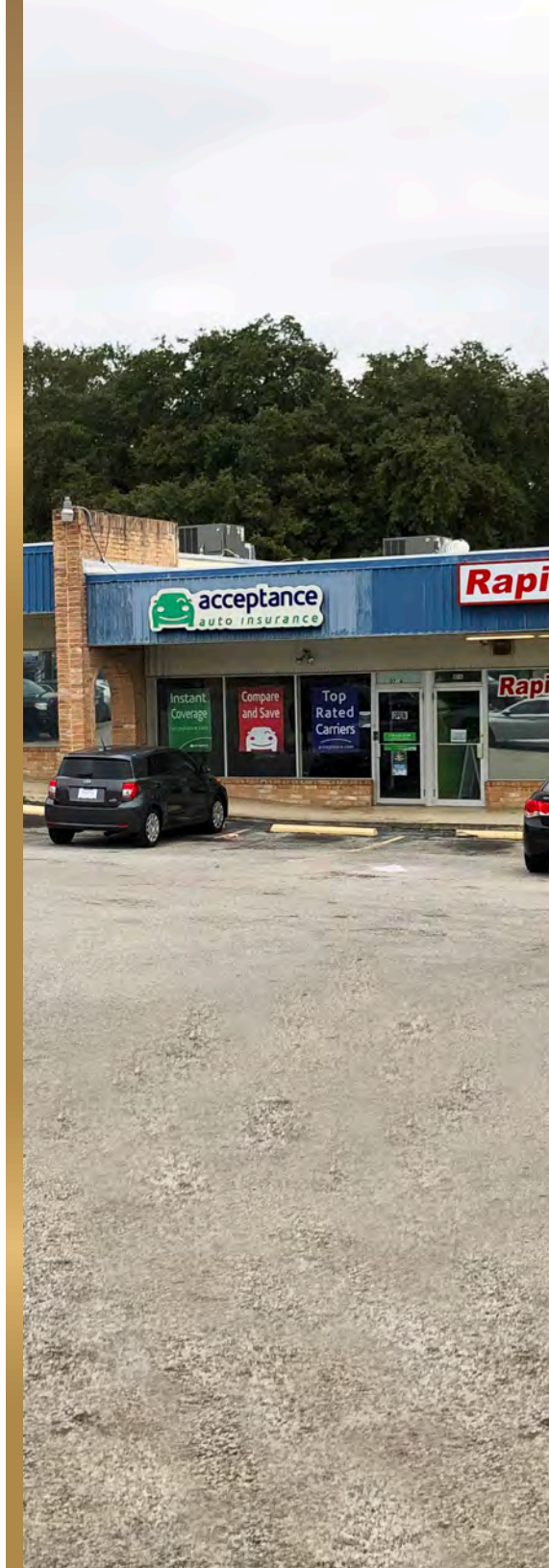
In 2018, the median household income for your selected geography is \$37,469, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 9.36% since 2000. It is estimated that the median household income in your area will be \$42,547 five years from now, which represents a change of 13.55% from the current year.



POPULATION	1 MILE	3 MILES	5 MILES
2023 Projection	10,653	96,025	279,647
2018 Estimate	10,406	94,357	268,555
2010 Census	9,723	89,443	250,812
2000 Census	9,049	87,461	226,467
Current Daytime Population	22,524	125,578	335,869

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
Under 20	26.37%	25.19%	26.18%
20 to 34 Years	29.16%	22.19%	21.26%
35 to 39 Years	7.26%	6.66%	6.76%
40 to 49 Years	11.86%	12.21%	12.81%
50 to 64 Years	14.75%	18.32%	18.78%
Age 65+	10.61%	15.42%	14.21%
Median Age	32.05	36.88	36.84

POPULATION EDUCATION LEVEL	1 MILE	3 MILES	5 MILES
2018 Estimate Population Age 25+	6,840	64,593	181,355
Elementary (0-8)	6.44%	3.30%	3.05%
Some High School (9-11)	5.78%	5.52%	5.45%
High School Graduate (12)	33.62%	28.25%	24.63%
Some College (13-15)	25.78%	26.71%	26.35%
Associate Degree Only	10.31%	8.87%	9.04%
Bachelors Degree Only	11.12%	17.23%	19.41%
Graduate Degree	5.40%	9.29%	10.97%





HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2023 Projection	4,746	40,304	111,452
2018 Estimate	4,550	38,940	105,549
2010 Census	4,242	36,798	98,502
2000 Census	3,903	35,438	88,919

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
\$150,000 or More	3.87%	6.66%	8.32%
\$100,000 - \$149,000	7.99%	12.12%	14.22%
\$75,000 - \$99,999	8.89%	13.40%	13.69%
\$50,000 - \$74,999	16.23%	21.63%	21.84%
\$35,000 - \$49,999	15.77%	14.41%	13.50%
Under \$35,000	47.25%	31.80%	28.44%
Average Household Income	\$54,645	\$71,439	\$78,093
Median Household Income	\$37,469	\$53,711	\$58,261
Per Capita Income	\$23,894	\$29,546	\$30,855

HOUSEHOLDS BY EXPENDITURE	1 MILE	3 MILES	5 MILES
Total Average Household Retail Expenditure	\$53,526	\$66,380	\$70,526
Average Household Housing Expenditure	\$14,225	\$17,431	\$18,440
Average Household Transportation Expenditure	\$10,854	\$13,397	\$14,347
Average Household Food Expenditure	\$5,818	\$6,821	\$7,221
Average Household Health Care Expenditure	\$2,988	\$4,169	\$4,375
Average Household Entertainment Expenditure	\$2,095	\$2,738	\$2,969

AI UNITED
INSURANCE
ASEGURANZA
LIABILITY 25
MONTHLY & UP

NO LICENCIA? PROBLEMA
ACEPTAMOS PASAPORTE MATRICULA

OPEN
LIABILITY 25
MONTHLY & UP

210 880-4040

AUTO
MOTORCYCLE
HOMEOWNERS

get insured today



SPACE FOR LEASE
259-9220

The Elbow Room
KARAOKE LOUNGE

TATTOO
TRADER
OBAMA
WASH
210-141-1414



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

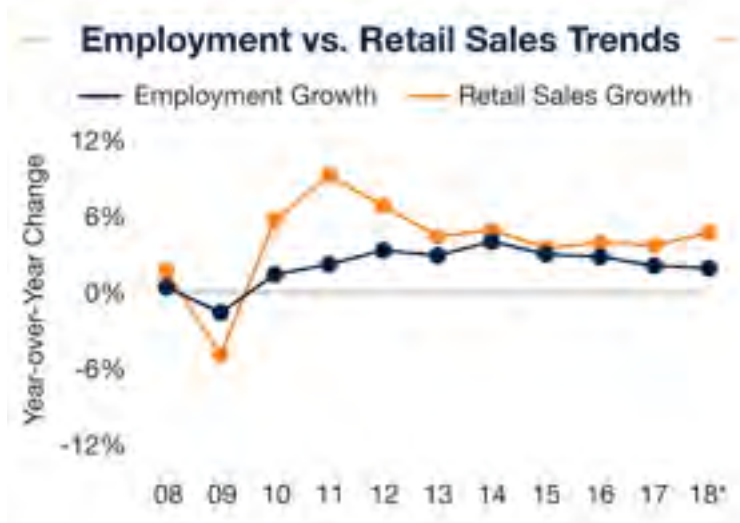
Retailers concentrate on existing space as demand outweighs limited supply this year.

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



Leisure and Hospitality

13%



Construction

5%



Trade, Transportation and Utilities

17%



Financial Activities

8%



Professional and Business Services

13%



Other Services

4%



Government

17%



Manufacturing

5%



Education and Health Services

16%



Information

2%

MAJOR AREA EMPLOYERS

South Texas Medical Center

USAA

Wells Fargo

Baptist Health System

Southwest Research Institute

Methodist Healthcare System

SPORTS



EDUCATION



ARTS & ENTERTAINMENT





acceptance
auto insurance

Rapid Tax

ROSE OF TEXAS
TATTOO

Instant
Coverage

Compare
and Save

Top
Rated
Carriers

Rapid Tax

880-1200

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ROSE OF
TEXAS
TATTOO
TUE-SUN
12PM-10PM
WALK-INS
WELCOME

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COLORS

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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:
 - * 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.

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