



**REATA**  
REAL ESTATE

## DUGAS PROFESSIONAL BUILDING

9410 DUGAS DRIVE

SAN ANTONIO, TX 78249

SALES PACKAGE



## DUGAS PROFESSIONAL BUILDING

9410 DUGAS DRIVE  
SAN ANTONIO, TX 78245

presented by

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## 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

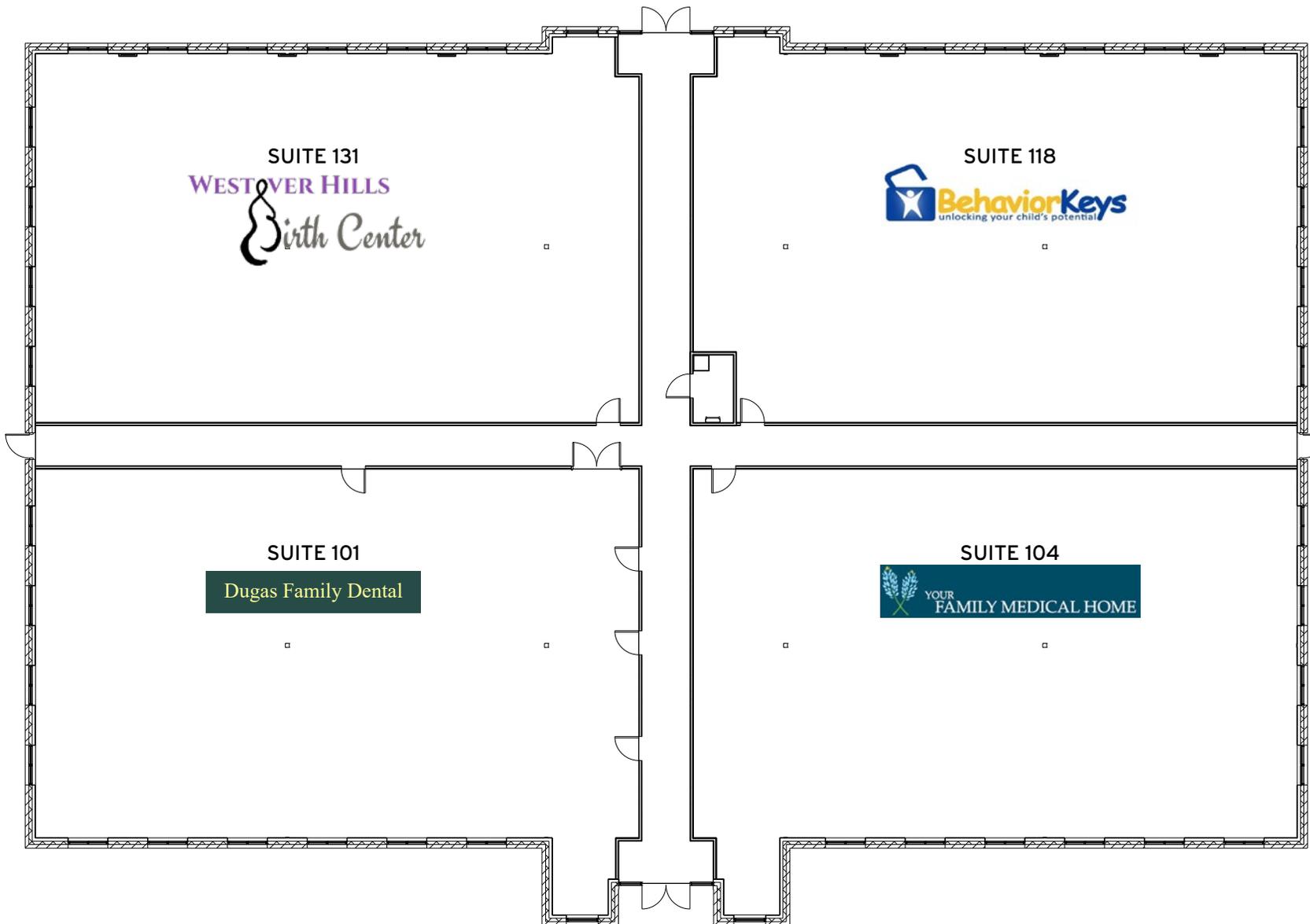
### DEMOGRAPHIC SNAPSHOT

	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



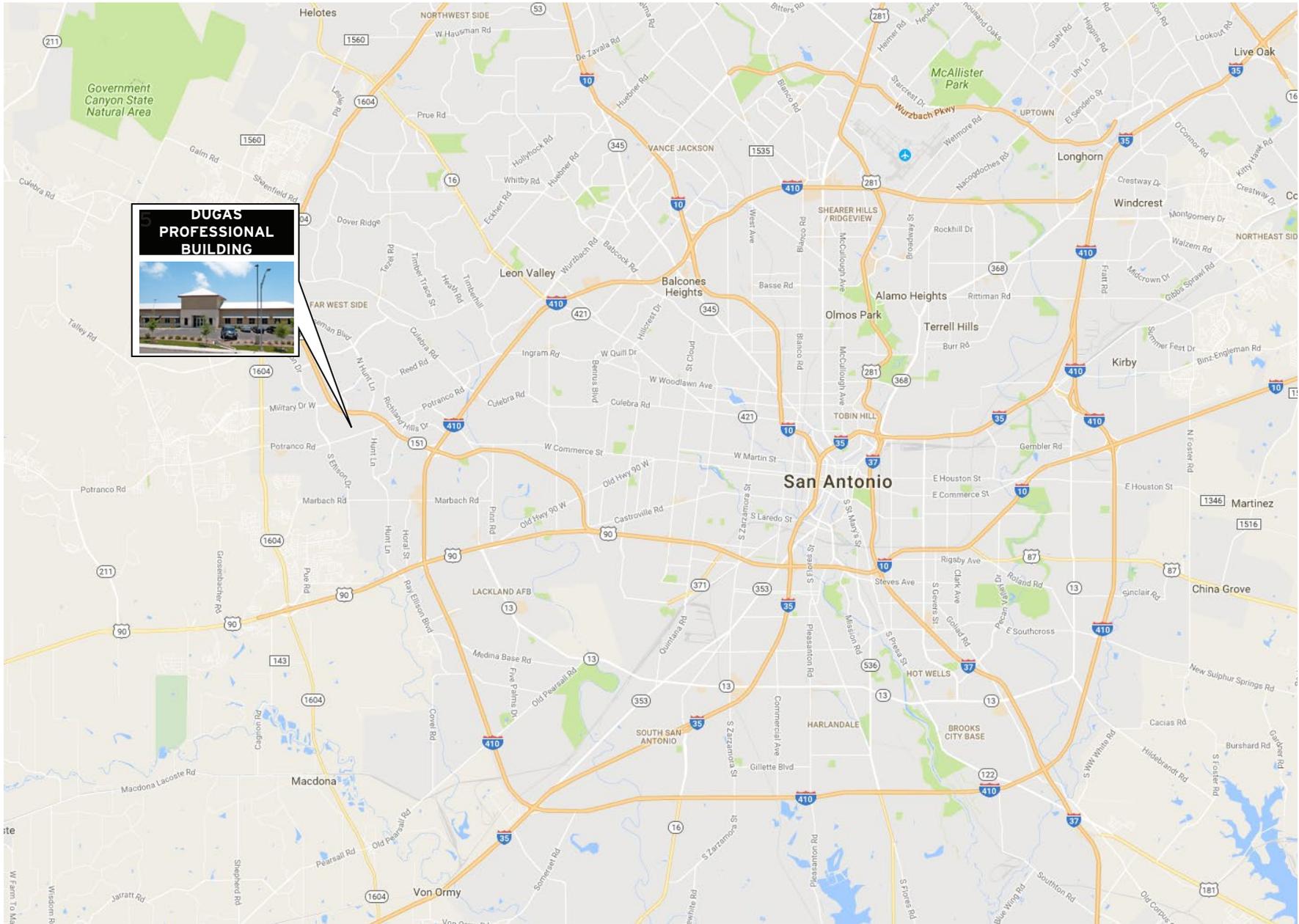


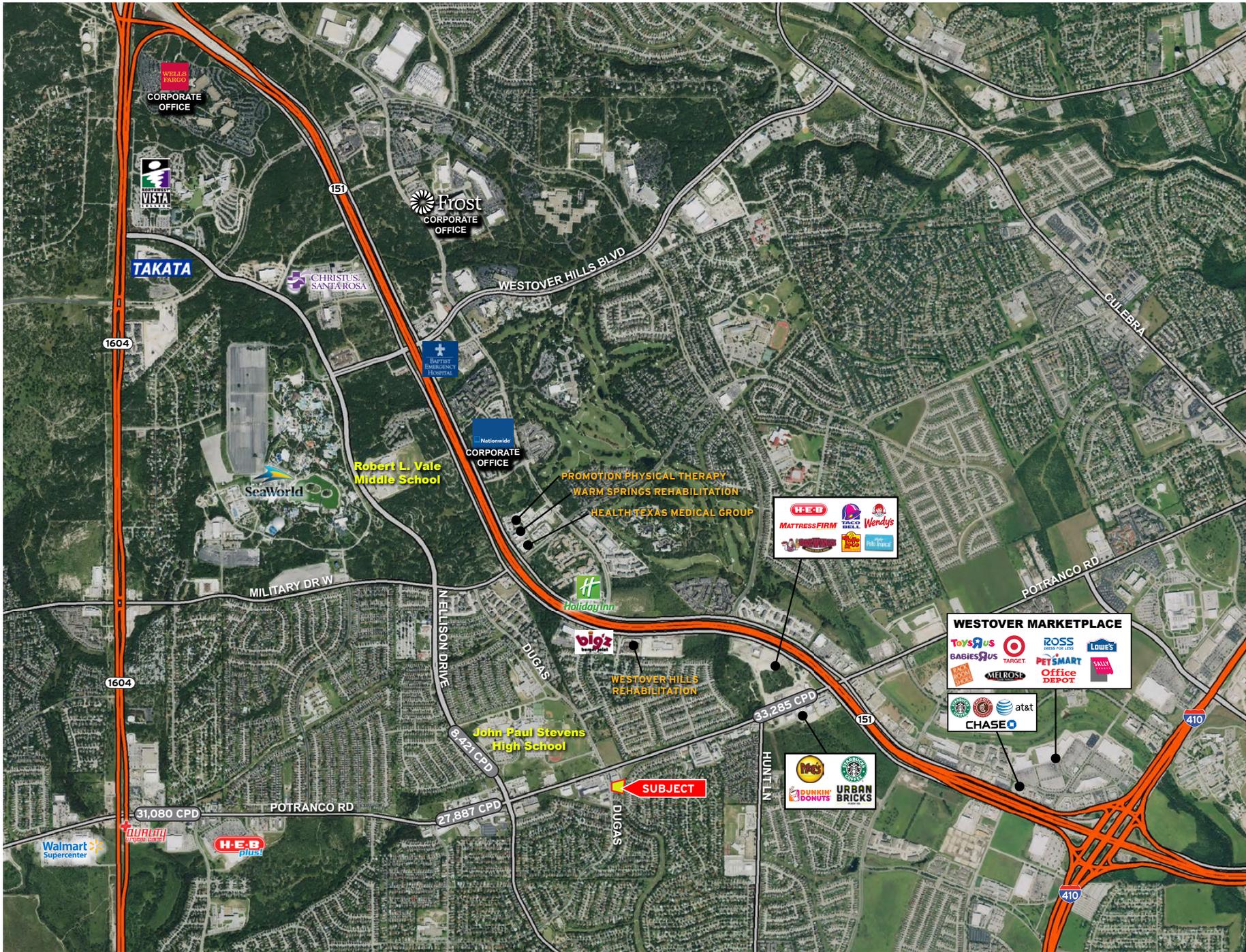
FLOOR PLAN













## 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 Braunfels 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**

COMPANY	BUSINESS	EMPLOYED IN SAN ANTONIO
H-E-B	Super Market Chain	20,000
USAA	Financial Services and Insurance	18,305
Cullen / Frost Bankers	Financial Services	3,540
Bill Miller Bar-B-Q	Fast Food Chain	3,982
Rackspace	IT Managed Hosting Solutions	3,022
CPS Energy	Utilities	3,022
Toyota Motor Manufacturing	Auto Manufacturing	2,800
Clear Channel Communications, Inc.	TV & Radio Stations, Outdoor Ads	2,800
Southwest Research Institute	Applied Research	2,715
Valero Energy	Oil Refiner & Gas Manufacturing	1,653
Harland Clarke	Check Printing	1,500
Kinetic Concepts, Inc	Medical Supplies	1,400
Tesoro	Oil Refiner & Petroleum Products	1,300

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

**MAJOR REGIONAL EMPLOYERS IN SAN ANTONIO**

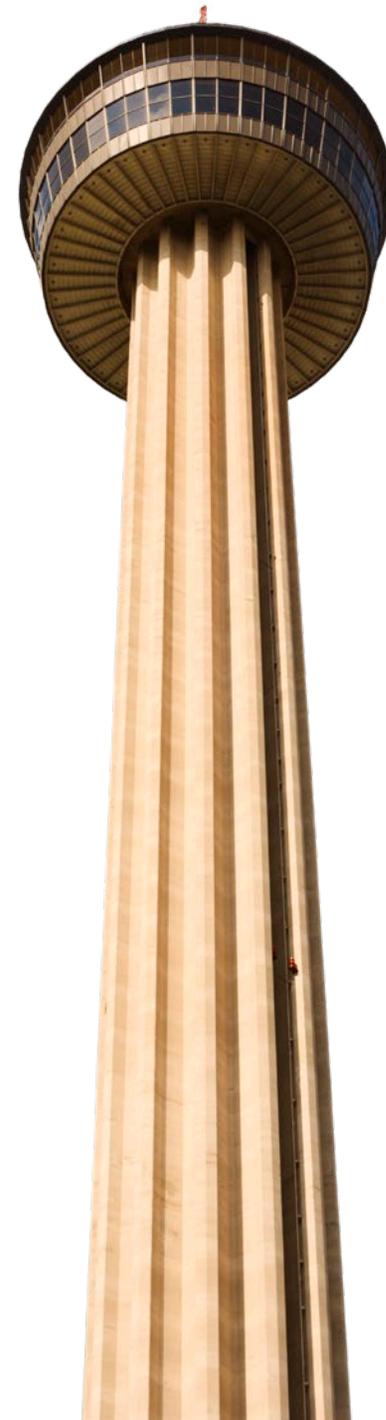
COMPANY	BUSINESS	EMPLOYED IN SAN ANTONIO
Lackland Air Force Base	Military	37,000
Fort Sam Houston	Military	32,000
H-E-B	Super Market Chain	20,000
USAA	Financial Services and Insurance	18,305
Randolph Air Force Base	Military	11,000
Methodist Healthcare System	Health Care Services	9,620
City of San Antonio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



## DEMOGRAPHIC PROFILE

<b>Demographic Summary</b>		<b>2018</b>	<b>2023</b>
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
<b>Population By Age</b>			
Population <5 Years		8.4%	8.7%
Population 65+ Years		7.9%	8.2%
Median Age		31.3	31.2
	<b>Spending Potential Index</b>	<b>Average Amount Spent</b>	<b>Total</b>
<b>Health Care</b>	82	\$4,710.73	\$32,532,269
<b>Medical Care</b>	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
<b>Health Insurance</b>	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
HMO	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

## 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, Emergency 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 data is derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.



## DEMOGRAPHIC PROFILE

Demographic Summary	2018	2023
Population	131,855	145,511
Households	44,221	48,882
Families	32,254	35,344
Median Household Income	\$57,701	\$62,887
Males per 100 Females	94.6	94.3

Population By Age	2018	2023
Population <5 Years	8.3%	8.6%
Population 65+ Years	8.1%	8.4%
Median Age	30.9	31.0

	Spending Potential Index	Average Amount Spent	Total
<b>Health Care</b>	81	\$4,666.51	\$206,357,691
<b>Medical Care</b>	81	\$1,572.71	\$69,546,993
Physician Services	83	\$209.57	\$9,267,430
Dental Services	79	\$293.78	\$12,991,236
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
<b>Health Insurance</b>	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
HMO	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

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



## DEMOGRAPHIC PROFILE

<b>Demographic Summary</b>		<b>2018</b>	<b>2023</b>
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
<b>Population By Age</b>			
Population <5 Years		8.1%	8.3%
Population 65+ Years		9.2%	9.9%
Median Age		31.3	31.6
	<b>Spending Potential Index</b>	<b>Average Amount Spent</b>	<b>Total</b>
<b>Health Care</b>	84	\$4,782.00	\$434,492,543
<b>Medical Care</b>	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
<b>Health Insurance</b>	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
HMO	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

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(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 data is derived from the 2011 and 2012 Consumer Expenditure Surveys, Bureau of Labor Statistics.





TO: OWNER - DPC HOLDINGS, LP  
 C/O: REATA Real Estate Services, L.P.  
 1100 NE LOOP 410, Suite 400  
 San Antonio, TX 78209  
 ATTN: DAVID BALLARD, CCIM/ PARKER LABARGE

PROPERTY: DUGAS PROFESSIONAL BUILDING  
 ADDRESS: 9410 DUGAS DRIVE  
 SAN ANTONIO, TX 78245  
 FAX TO: 210.930.1114

This letter will serve to confirm our understanding and agreement concerning certain material, data, information and the Investment Offering (collectively the "Evaluation Material") which you have and will make available to us solely in connection with our prospective purchase of Dugas Professional Building in San Antonio, Texas (the "Property") from the Owner. You are prepared to furnish us with the 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.

This confidential Investment Offering, which contains brief, selected information pertaining to the business and affairs of the property, has been prepared by Reata Real Estate Services, LP. The confidential Evaluation Material does not purport

to be all-inclusive or to contain all the information which a prospective purchaser may desire. Neither Owner nor Reata Real Estate Services, LP., nor any of their officers, employees, or agents, make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Investment Offering or any of its contents, and no legal liability is assumed or shall be implied with respect thereto.

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.

If we do not wish to pursue negotiations leading to this acquisition, or if in future you discontinue such negotiations, we agree to return the Evaluation Material to Reata Real Estate Services, LP.

AGREE AND ACCEPTED  
 DATE: \_\_\_\_\_  
 SIGNATURE: \_\_\_\_\_  
 NAME: \_\_\_\_\_  
 TITLE: \_\_\_\_\_  
 COMPANY: \_\_\_\_\_

ADDRESS: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 TEL: \_\_\_\_\_ FAX: \_\_\_\_\_  
 EMAIL: \_\_\_\_\_

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.





REATA

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

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

