



Loop 20 Medical Plaza

4151 Jaime Zapata Memorial Hwy

Laredo, TX 78046

OFFERING MEMORANDUM

Gustavo Torres

Senior Associate Investment Sales
tel 210 384 2352

gustavo.torres@naipartners.com

Josh Murphy

Vice President Investment Sales
tel 210 384 2345

josh.murphy@naipartners.com

NAIpartners

The Murphy Group

NAI Partners

+ 210 446 3655
1020 NE Loop 410, Suite 810
San Antonio, TX 78209

Disclaimer

This broker's price opinion is for general information only. No information, forward looking statements, or estimations presented herein represent any final determination on investment performance. While the information presented in this offering memorandum has been researched and is thought to be reasonable and accurate, any real estate investment is speculative in nature. NAI Partners and/or its agents cannot and do not guarantee any rate of return or investment timeline based on the information presented herein.

By reading and reviewing the information contained in this offering memorandum, the user acknowledges and agrees that NAI Partners and/or its agents do not assume and hereby disclaim any liability to any party for any loss or damage caused by the use of the information contained herein, or errors or omissions in the information contained in this offering memorandum, to make any investment decision, whether such errors or omissions result from negligence, accident or any other cause.

Investors are required to conduct their own investigations, analysis, due diligence, draw their own conclusions, and make their own decisions. Any areas concerning taxes or specific legal or technical questions should be referred to lawyers, accountants, consultants, brokers, or other professionals licensed, qualified or authorized to render such advice.

In no event shall NAI Partners and/or its agents be liable to any party for any direct, indirect, special, incidental, or consequential damages of any kind whatsoever arising out of the use of this offering memorandum or any information contained herein. NAI Partners and/or its agents specifically disclaim any guarantees, including, but not limited to, stated or implied potential profits, rates of return, or investment timelines discussed or referred to herein.

INVESTMENT OVERVIEW



The Murphy Commercial Group as part of NAI PARTNERS has been exclusively retained to market the Loop 20 Medical Office Plaza in Laredo Texas. This property features a 45,999 square foot building consisting of 2-stories on 3.83 acres. This medical office is optimally located in South Laredo with abundant visibility from Jaime Zapata Highway, which is a key artery connecting Loop 20 and US-83. The plaza is the premier South Laredo medical office possessing superior quality over the existing supply available.

This investment offering represents an attractive investment opportunity to acquire a stabilized medical office building boasting an attractive 8.41% Cap Rate. The office rent roll is primarily made up of essential medical services offered by physicians that have been tenants of the property longer than 10 years. Additional upside can be achieved by leasing the

vacant units accounting for 13% of rentable area. The pro forma NOI can be \$622,821 including a 4.5% vacancy factor and can potentially produce a 9.59% CAP Rate.

INVESTMENT HIGHLIGHTS

- Priced below replacement costs (\$141/ SF)
- Ample parking 236 Spaces (5.13/ 1,000 SF)
- Efficient building design with no common area lobby
- Recently painted entire façade
- 5-mile population exceeds 183,000
- Located on major thoroughfare boasting 20,916 VPD

EXECUTIVE SUMMARY

PRICING OVERVIEW

ASKING PRICE	\$6,495,000
NET OPERATING INCOME	\$546,405
CURRENT CAP RATE	8.41%
CASH ON CASH	14.15%
SQUARE FEET	45,999
PRICE PER SQ FT	\$141.20
YEAR BUILT	2001
LOT SIZE	3.83 AC
CURRENT OCCUPANCY	87.7%



PRO FORMA

NET OPERATING INCOME	\$622,821
CAP RATE	9.59%
CASH ON CASH	18.85%

LEVERAGED RETURN ASSUMPTIONS

LOAN TO VALUE	75%
INTEREST RATE	4.25%
AMMORTIZATION	25 Years
DEBT SERVICE COVERAGE RATIO	1.73

*Debt Quote: Contact Listing Broker for financing options.

Property Photos

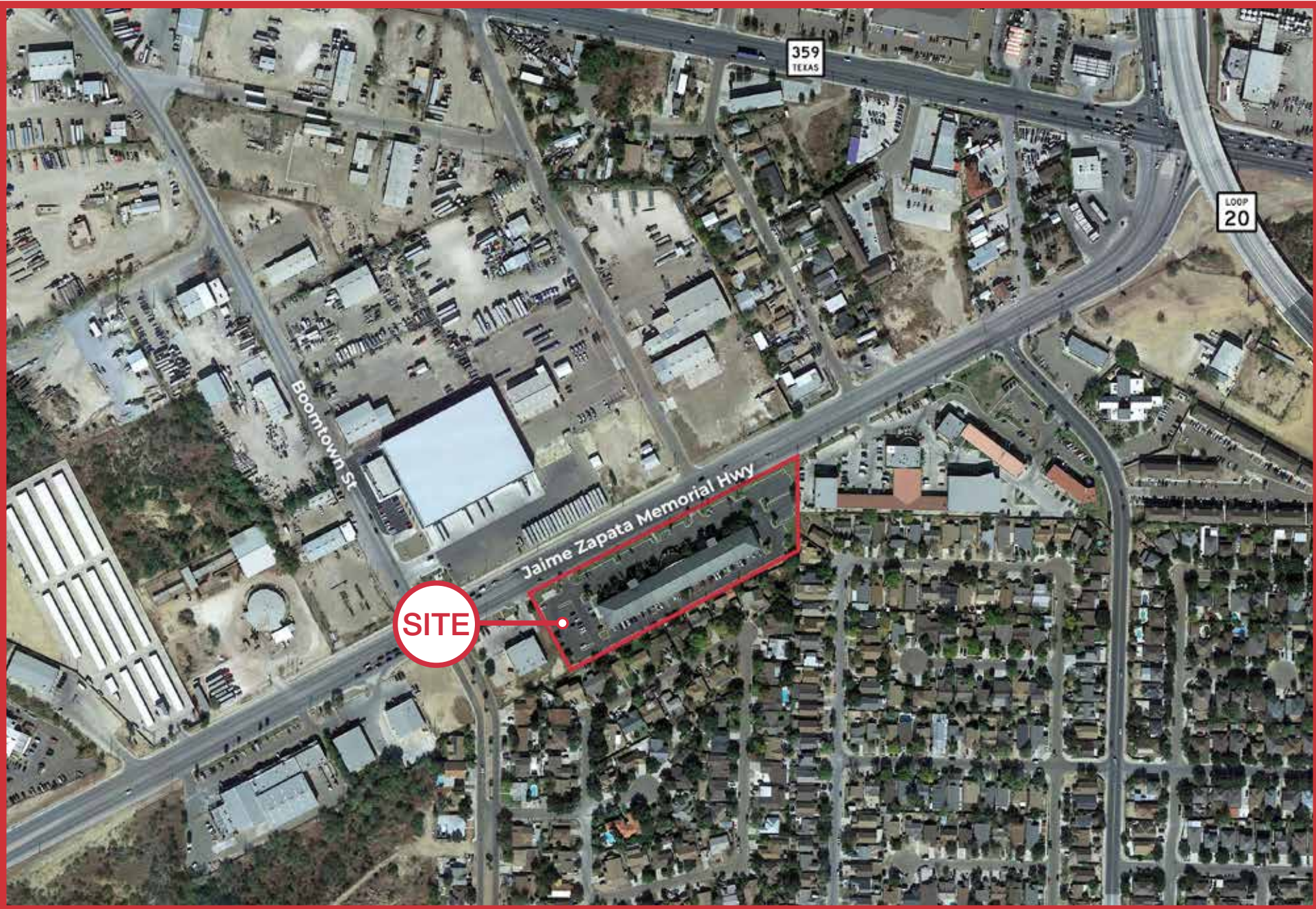


Property Photos

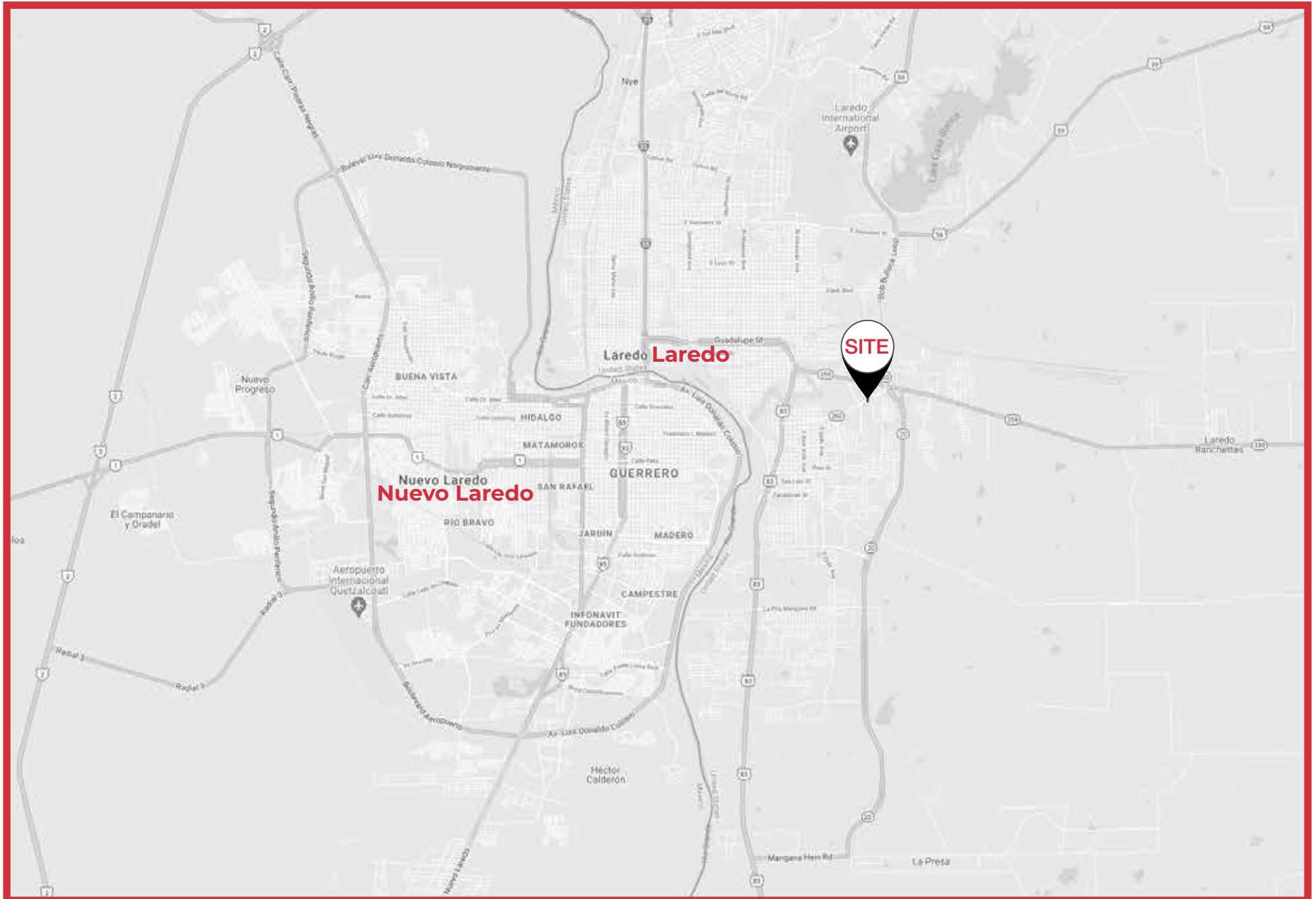
NAI Partners
HOUSTON | AUSTIN | SAN ANTONIO



Aerial Map



Regional Map



Tenant Summary

TENANT NAME	SUITE	RENTABLE SF	% BUILDING SHARE	LEASE COMM.	LEASE	ANNUAL RENT PER SF	TOTAL RENT PER MONTH	TOTAL RENT PER YEAR	LEASE TYPE
LMC Hospital Lab	101-A & 205	4,765	10.4%	1/1/17	12/31/21	\$18.40	\$7,307	\$87,682	Gross
Ruben Bocanegra, MD, FM	101-B	2,040	4.4%	1/1/17	12/31/21	\$17.00	\$2,890	\$34,680	Gross
University Health SA	101-C	1,810	3.9%	4/1/19	3/31/26	\$22.20	\$3,349	\$40,182	Gross
Fernando Castaneda, MD, PD	102	2,537	5.5%	1/1/17	12/31/22	\$17.31	\$3,659	\$43,913	Gross
Miguel Villarino, MD, FM	103	1,557	3.4%	1/1/17	12/31/21	\$18.40	\$2,387	\$28,649	Gross
Oscar Perez, MD, FM	104	1,962	4.3%	1/1/17	12/31/21	\$18.40	\$3,008	\$36,101	Gross
Satelilite Health Dialysis	105	10,000	21.7%	1/14/02	3/30/22	\$22.16	\$18,467		NN
Edgar Molina, MD, PD	201	1,950	4.2%	1/1/17	6/30/24	\$18.50	\$3,189	\$38,268	Gross
Carlos Casas, MD, IM	202	1,962	4.3%	1/1/17	12/31/21	\$18.40	\$3,008	\$36,101	Gross
Enrique Becerra, MD, OBG	203	1,962	4.3%	1/1/17	12/31/23	\$17.86	\$2,920	\$35,041	Gross
CPL Laboratory	204	1,962	4.3%	12/1/20	11/30/21	\$13.20	\$2,158	\$25,898	Gross
Vacant	206	1,856	4.0%			\$0.00	\$0	\$0	Gross
Vacant	207	1,856	4.0%			\$0.00	\$0	\$0	Gross
Lakeside Pharmacy	208	1,856	4.0%	7/1/21		\$17.04	\$2,635	\$31,620	Gross
Vacant	209	1,962	4.3%			\$0.00	\$0	\$0	Gross
Hector Lopez, DDS	210	2,000	4.3%	3/1/13	2/28/23	\$18.60	\$3,100	\$37,200	Gross
Hector Lopez, DDS	211	2,000	4.3%	3/1/13	2/28/23	\$18.60	\$3,100	\$37,200	Gross
TX Lonestar Physician Svcs	212	1,962	4.3%	3/1/20	2/28/23	\$15.29	\$2,500	\$30,000	Gross
Total		45,999				\$18.95	\$63,678	\$764,140	
Occupied Tenants: 15	Unoccupied Tenants: 3		Occupied Rentable SF: 87.70%			Unoccupied Rentable SF: 12.30%			
Total Current Rents: \$63,678			Occupied Current Rents: \$63,678			Unoccupied Current Rents: \$0			

Notes:
Satellite Health renewal options are to be completed at Fair Market Value defined by 3rd party appraiser. - (3) 5-Yr Options

Operating Statement

Income	Current		Per SF	Pro Forma		Per SF	Notes
Scheduled Base Rental Income	764,140		16.61	869,874		18.91	[1]
Expense Reimbursement Income							
CAM	9,420		0.20	9,420		0.20	
Property Management	0		0.00	5,285		0.11	[2]
Real Estate Taxes	26,856		0.58	35,416		0.77	
Total Reimbursement Income	\$36,276	14.3%	\$0.79	\$50,121	19.4%	\$1.09	
Potential Gross Revenue	800,416		17.40	919,995		20.00	
General Vacancy	0	0.0%	0.00	(39,144)	4.5%	(0.85)	[3]
Effective Gross Revenue	\$800,416		\$17.40	\$880,851		\$19.15	

Operating Expenses	Current		Per SF	Pro Forma		Per SF	Notes
Electric	3,325		0.07	3,325		0.07	
Water	4,785		0.10	4,785		0.10	
Trash Removal	7,445		0.16	7,445		0.16	
Repairs & Maintenance	4,322		0.09	4,322		0.09	
Landscaping	6,000		0.13	6,000		0.13	
Alarm	1,325		0.03	1,325		0.03	
Elevator Maintenance	14,361		0.31	14,361		0.31	
Pest Control	1,251		0.03	1,251		0.03	
Parking Lot Maintenance	580		0.01	580		0.01	
HVAC Maintenance	9,600		0.21	9,600		0.21	
Insurance	6,000		0.13	6,000		0.13	
Real Estate Taxes	154,997		3.37	154,997		3.37	
Management Fee	40,021	5.0%	0.87	44,043	5.0%	0.96	
Total Expenses	\$254,011		\$5.52	\$258,032		\$5.61	
Expenses as % of EGR	31.7%			29.3%			
Net Operating Income	\$546,405		\$11.88	\$622,818		\$13.54	

Notes:

[1] Includes current rental revenue plus leasing existing vacancies at \$18.50 per sq. ft. gross.

[2] Property Management reimbursement applied at 12% of property management as per existing lease with Satellite Health.

[3] As per Laredo medical office vacancy according to CoStar.

Loop 20 Medical Plaza

OFFERING MEMORANDUM

Gustavo Torres

Senior Associate Investment Sales
tel 210 384 2352
gustavo.torres@naipartners.com

Josh Murphy

Vice President Investment Sales
tel 210 384 2345
josh.murphy@naipartners.com





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.

PCR Brokerage San Antonio, LLC dba NAI Partners

9003952

licensing@naipartners.com

713-629-0500

Licensed Broker /Broker Firm Name or Primary Assumed Business Name

License No.

Email

Phone

Jon Silberman

389162

jon.silberman@naipartners.com

713-985-4626

Designated Broker of Firm

License No.

Email

Phone

Clare Flesher

473601

clare.flesher@naipartners.com

210-384-2342

Licensed Supervisor of Sales Agent/ Associate

License No.

Email

Phone

Joshua Murphy

583858

josh.murphy@naipartners.com

210-446-3655

Sales Agent/Associate's Name

License No.

Email

Phone

Buyer/Tenant/Seller/Landlord Initials _____ Date _____