



# EL COQUI PLAZA

5038 WEST MILITARY DRIVE, SAN ANTONIO, TEXAS 78242

Marcus & Millichap



## EL COQUI PLAZA

5038 WEST MILITARY DRIVE, SAN ANTONIO, TEXAS 78242

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# Marcus & Millichap





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Prospective purchasers are encouraged to visit the subject property prior to submitting offers. However, all property tours must be arranged with the Marcus & Millichap listing agent in advance. **PLEASE DO NOT CONTACT ONSITE MANAGEMENT, STAFF OR TENANTS WITHOUT PRIOR APPROVAL.**

# EL COQUI PLAZA

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# PROPERTY ANALYSIS

Marcus & Millichap

# OFFERING OVERVIEW

## EL COQUI PLAZA

5028-5040 WEST MILITARY DRIVE, SAN ANTONIO, TEXAS 78242

### OFFERING PRICE

**\$725,000**

### DETAILS

Price	\$725,000
Price/SF	\$64.73
Average Annual Rent/SF	\$7.45
Current Occupancy	100%
Total Size (Gross Acres)	0.88 AC
Total Size (Gross Square Feet)	11,200 SF





COQUI  
STAU<sup>R</sup>ANT  
BUFFET  
MONDAY - FRIDAY 11:00AM - 2:00 PM

COQUI Market  
International Foods  
NOW OPEN  
SONG  
ENTALS  
GIFTS

W 10th St  
W 11th St

SONG  
ORIENTAL  
GROCERY  
AND GIFTS

The DOOR Christian Fellowship





## EL COQUI PLAZA

Marcus & Millichap is pleased to present El Coqui Plaza, an 11,200 square foot neighborhood retail strip center located adjacent to San Antonio's Lackland Air Force Base. With 81.30% occupancy, an investor will benefit from added value in increasing rents (currently averaging a very low \$6.39 annually per square foot) and increasing occupancy. Long term tenancy and gross leases provide an investor with significant opportunity for upside.





# FINANCIAL ANALYSIS

Marcus & Millichap

# PROPERTY DETAILS

## 5028-5040 WEST MILITARY DRIVE

Property Address	5028-5040 West Military Drive San Antonio, Texas 78242
Parcel Number	15655-000-0138
Square Footage	11,200 SF
Number of Units	8
Year Built/Renovated	1965
Lot Size	0.88 AC
Type of Ownership	Fee Simple





# INVESTMENT HIGHLIGHTS

## **DESIRABLE SOUTHWEST SAN ANTONIO LOCATION**

TRetail Strip Center Adjacent to Lackland Air Force Base

## **EXCELLENT UPSIDE OPPORTUNITY**

Significant Upside in Lease Rates: Currently \$6.39 Average Annual Rent Per Square Foot

## **VALUE-ADD HIGH VACANCY INVESTMENT**

Value Add With 81.30% Occupancy and Very Low \$80 Price Per Square Foot

## **SAN ANTONIO IS EXPERIENCING THE COUNTRY'S LARGEST POPULATION BOOM - AND BUSINESS IS A BIG REASON WHY (FORBES)**

Texas crude oil has been booming, and San Antonio is enjoying the explosion in population growth and home prices. San Antonio is the clear winner in terms of largest population gain between 2016-2017.

## **SAN ANTONIO RANKED #7 IN "AMERICA'S TOP 15 CITIES IN THE UNITED STATES" (TRAVEL+LEISURE)**

San Antonio has received an abundance of positive recent national press, focusing on its quality of life, rich 300-year-old culture, dedication to art and public spaces and the culinary scene.



# FINANCIAL OVERVIEW

## 5028-5040 WEST MILITARY DRIVE

5028-5040 WEST MILITARY DRIVE, SAN ANTONIO, TEXAS 78242

OFFERING PRICE

**\$725,000**

**\$725K**

OFFERING PRICE

### OVERVIEW

Offering Price	\$725,000
Price S/F (GLA)	\$64.73
Net Operating Income	\$57,467
Cap Rate (Current/Proforma)	7.93%
Average Rent Per Square Foot	\$7.45
Gross Leasable Area (GLA)	11,200 SF
Lot Size	0.88 AC
Year Built	1965

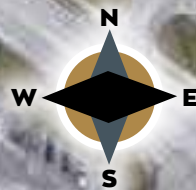
**\$65**

PRICE S/F

# RENT ROLL

SUITE	TENANT	SIZE (SF)	GLA %	LEASE START	LEASE END	ANNUAL RENT PSF (GROSS)	MONTHLY RENT	ANNUAL RENT	LEASE TYPE
5040 #2	Auto Guy	2,400	21.4%	unknown	2022	\$7.50	\$1,500	\$18,000	GROSS
5040 #1	SA Screen Printing	2,400	21.4%	7/1/2012	3/1/22	\$4.38	\$875	\$10,500	GROSS
5038	Insurance/Taxes	900	8.0%	TBD	TBD	\$6.67	\$500	\$6,000	GROSS
5036	El Coqui Restaurant	1,650	14.7%	1/1/2013	5/31/2023	\$10.18	\$1,400	\$16,800	GROSS
5034	Handsome & Sexy Barber Shop	850	7.6%	unknown	2022	\$9.53	\$675	\$8,100	GROSS
5032	Cantu Media	1,200	10.7%	unknown	unknown	\$5.00	\$500	\$6,000	GROSS
5030	Somsong Oriental Foods	800	7.1%	11/1/2012	5/31/2022	\$8.63	\$575	\$6,900	GROSS
5028	Latin Vibe Dance	1,000	8.9%	8/1/2018	7/31/2021	\$11.10	\$925	\$11,100	GROSS
		11,200 SF				Avg: \$7.45	\$6,950	\$83,400	





WHITEWOOD STREET (6,884 VPD)

MILITARY DRIVE (12,927 VPD)

**5028-5040  
WEST MILITARY  
DRIVE**



“ San Antonio ranks 24th in the Urban Land Institute’s Emerging Trends in Real Estate 2020 listing of “Markets to Watch” in terms of over-all prospects and 13th in its’ homebuilding outlook as well as in development/re- development opportunities. Such optimism seems well supported by its 2010–2018 population growth rate of 17.5 percent, or 375,000 new residents.

Investors now seem to be circling such opportunity, as 2018 and early 2019 transaction flows were just above \$7.3 billion, in the same ballpark with Nashville. San Antonio also seems poised to take advantage of a key technology need, as the local campus of the University of Texas is ranked second in cybersecurity education, our local focus group reports. ”



28 minutes from the  
San Antonio International Airport

# DEMOGRAPHICS

2018 ESTIMATE	1 MILE	3 MILES	5 MILES
Population	7,939	71,033	214,840
Households	2,687	17,746	61,356
Average HH Income	\$45,442	\$44,970	\$44,705



**12,594**  
Daytime Population



**27.04**  
Median Age

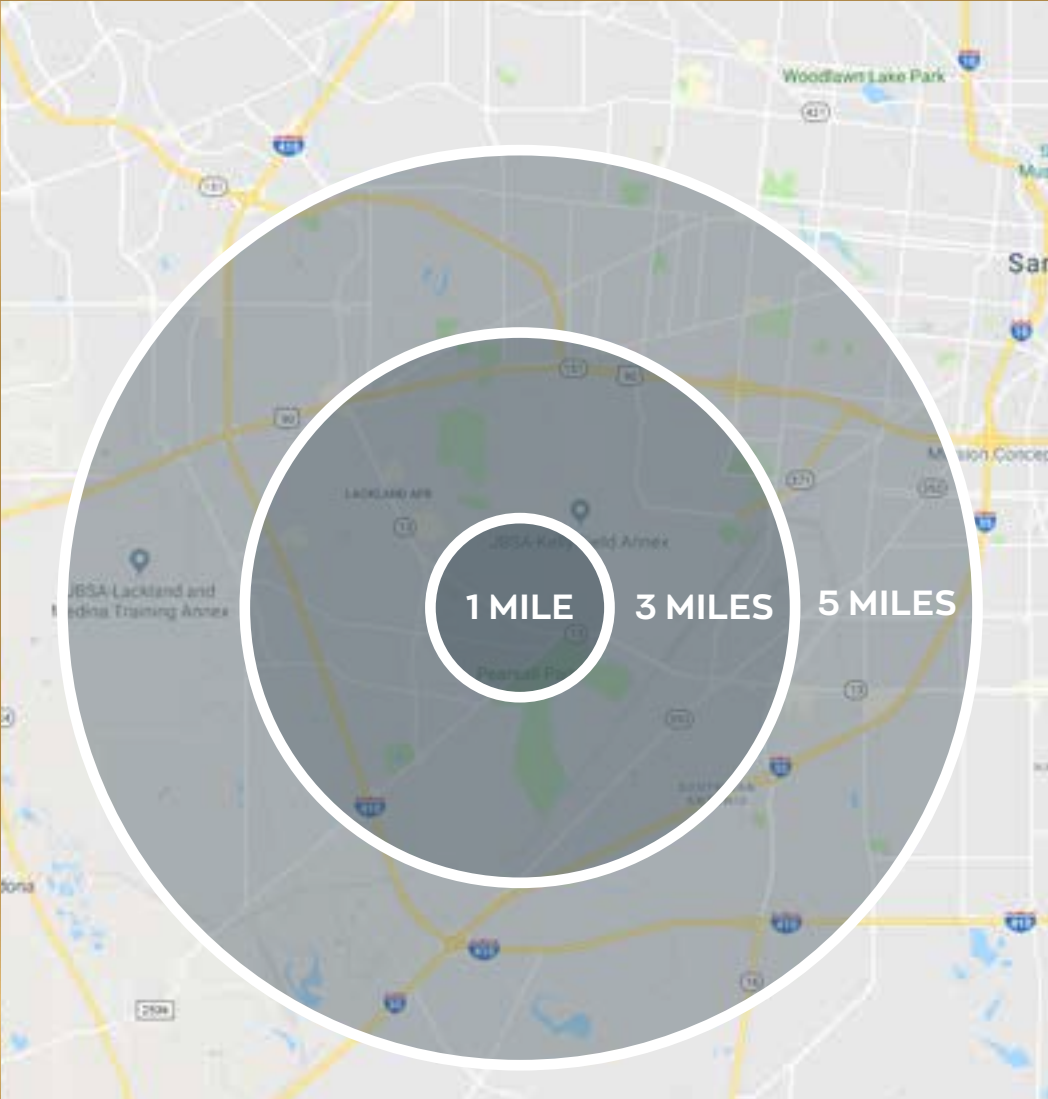
**77.19%**  
High School or Higher

**10.43%**  
Bachelor's Degree or Higher

**1.75%**  
Graduate or Professional Degree



**2.81**  
Average Household Size



## DEMOGRAPHICS SUMMARY

In 2018, there are 3,288 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 48.29% of employees are employed in white-collar occupations in this geography, and 51.13% are employed in blue-collar occupations. In 2018, unemployment in this area is 3.46%.

The median housing value in your area was \$82,025 in 2018, compare this to the US average of \$201,842. In 2000, there were 891 owner occupied housing units in your area and there were 1,384 renter occupied housing units in your area. The median rent at the time was \$401.

The current year racial makeup of your selected area is as follows: 71.08% White, 7.25% Black, 0.25% Native American and 1.08% 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 72.37% 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 \$34,854, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 34.48% since 2000. It is estimated that the median household income in your area will be \$39,129 five years from now, which represents a change of 12.27% from the current year.

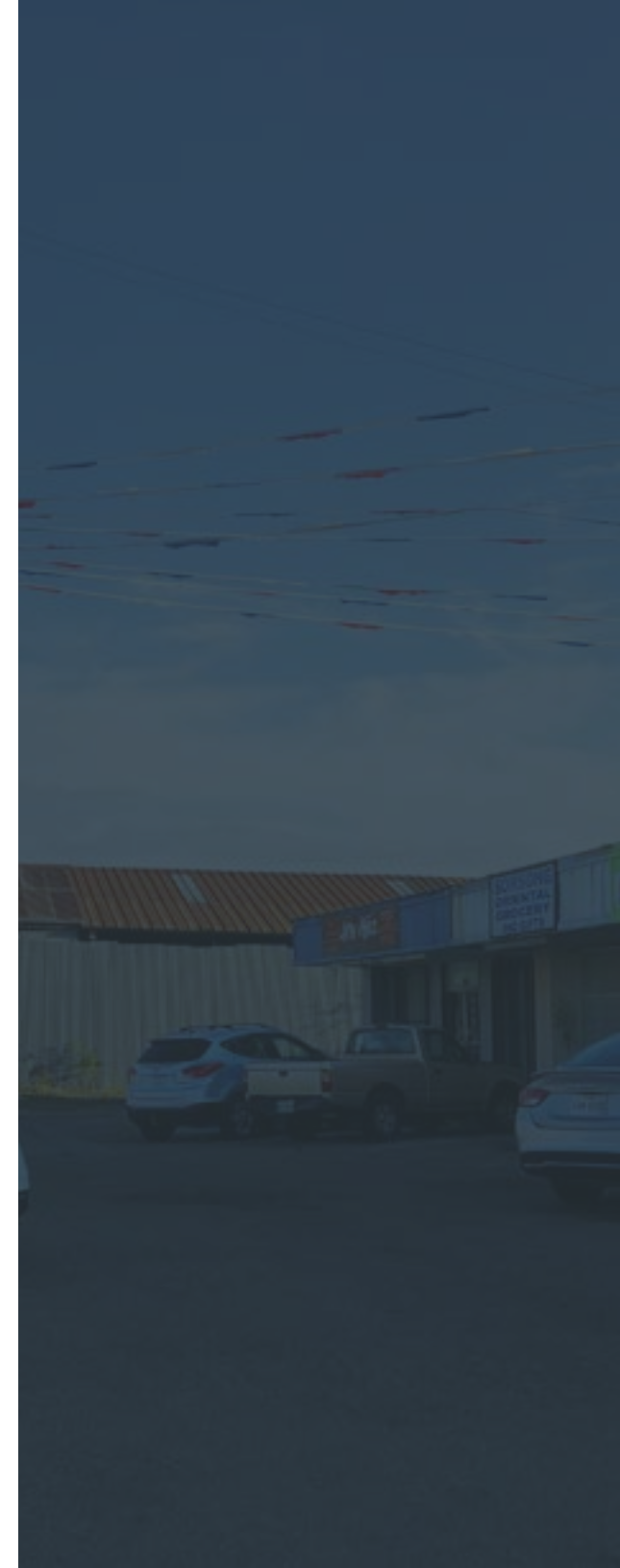




POPULATION	1 MILE	3 MILES	5 MILES
2023 Projection	8,065	73,005	218,845
2018 Estimate	7,939	71,033	214,840
2010 Census	7,459	64,414	198,950
2000 Census	7,122	55,796	185,203
Current Daytime Population	12,594	80,751	205,141

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
Under 20	31.90%	34.93%	32.86%
20 to 34 Years	31.87%	31.19%	25.42%
35 to 39 Years	5.94%	5.95%	6.15%
40 to 49 Years	9.01%	9.37%	10.76%
50 to 64 Years	11.42%	11.06%	13.80%
Age 65+	9.87%	7.50%	11.01%
Median Age	27.04	25.53	29.37

POPULATION EDUCATION LEVEL	1 MILE	3 MILES	5 MILES
2018 Estimate Population Age 25+	4,342	36,339	123,591
Elementary (0-8)	7.29%	13.97%	14.40%
Some High School (9-11)	14.67%	16.22%	17.36%
High School Graduate (12)	34.59%	31.93%	34.06%
Some College (13-15)	26.50%	21.81%	19.08%
Associate Degree Only	5.67%	5.12%	4.65%
Bachelors Degree Only	8.68%	6.67%	5.38%
Graduate Degree	1.75%	2.08%	1.86%





HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2023 Projection	2,740	18,978	64,798
2018 Estimate	2,678	17,746	61,356
2010 Census	2,474	16,118	57,218
2000 Census	2,275	14,163	52,055

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
\$150,000 or More	0.94%	0.87%	1.23%
\$100,000 - \$149,000	6.85%	5.61%	5.46%
\$75,000 - \$99,999	9.05%	9.07%	8.54%
\$50,000 - \$74,999	16.19%	19.36%	18.39%
\$35,000 - \$49,999	16.76%	17.75%	17.42%
Under \$35,000	50.22%	47.33%	48.95%
Average Household Income	\$45,442	\$44,970	\$44,705
Median Household Income	\$34,854	\$37,078	\$35,723
Per Capita Income	\$22,966	\$12,893	\$13,394

HOUSEHOLDS BY EXPENDITURE	1 MILE	3 MILES	5 MILES
Total Average Household Retail Expenditure	\$48,204	\$49,524	\$48,963
Average Household Housing Expenditure	\$12,994	\$13,142	\$12,938
Average Household Transportation Expenditure	\$9,796	\$10,091	\$9,894
Average Household Food Expenditure	\$5,336	\$5,453	\$5,396
Average Household Health Care Expenditure	\$2,782	\$2,911	\$3,026
Average Household Entertainment Expenditure	\$1,905	\$1,960	\$1,971





# 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.

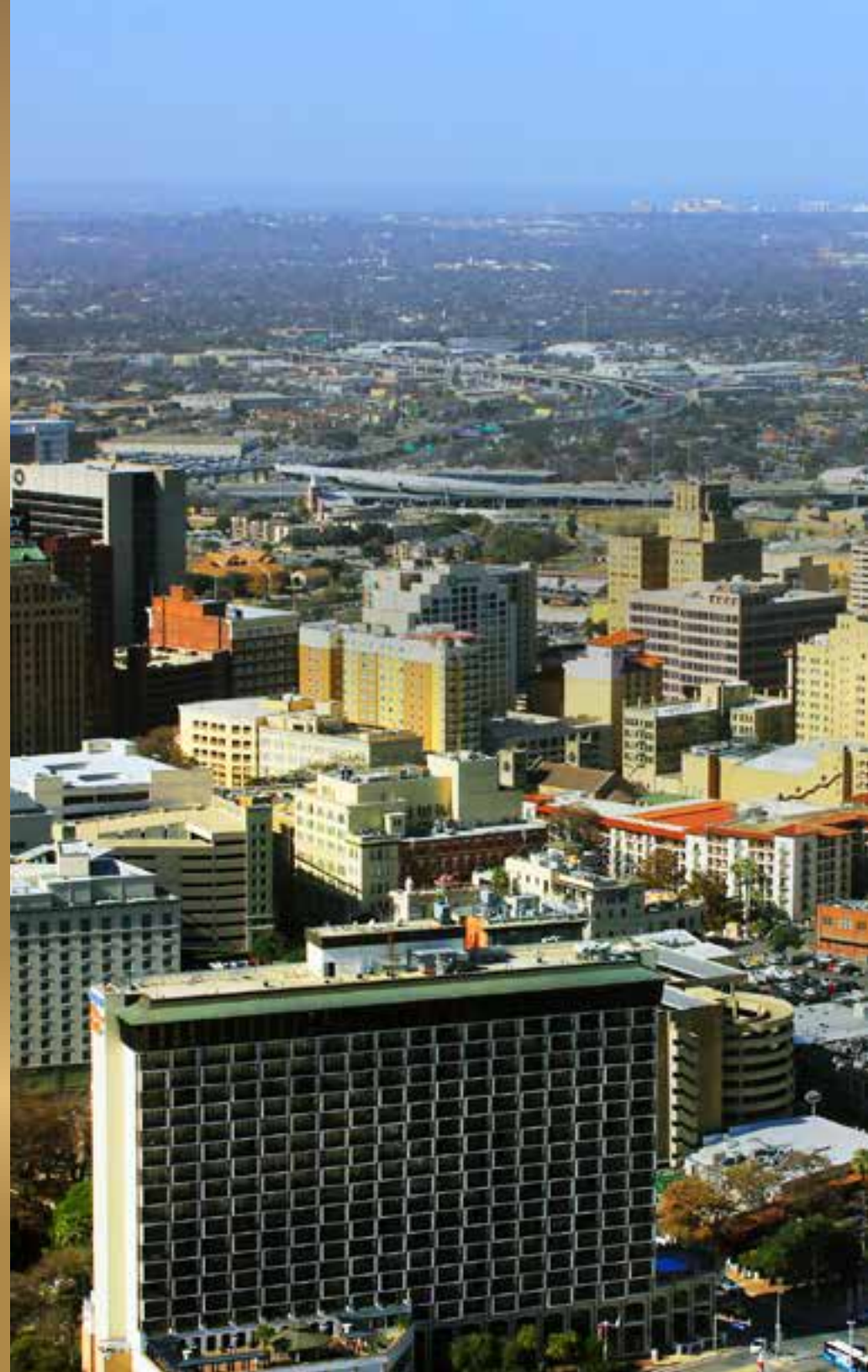
The area is further enhanced by an extensive transportation network that provides shipping options to domestic and international markets as well as the Eagle Ford Shale formation that runs through Atascosa and Wilson counties. San Antonio is the most populous city in the metro area, housing more than 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.**

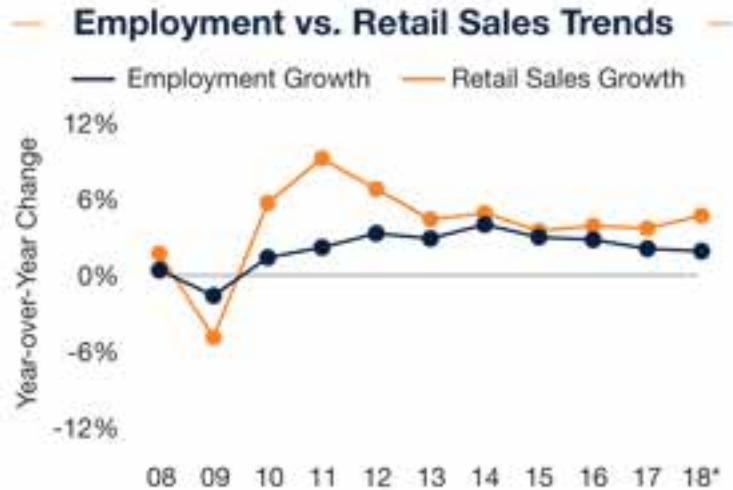
Steady employment growth has resulted in a healthy stream of new residents to San Antonio over the past several years, encouraging retailers to expand. Developers have struggled to keep pace with robust tenant demand, and vacancy has tightened 100 basis points below the national average. Completions 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

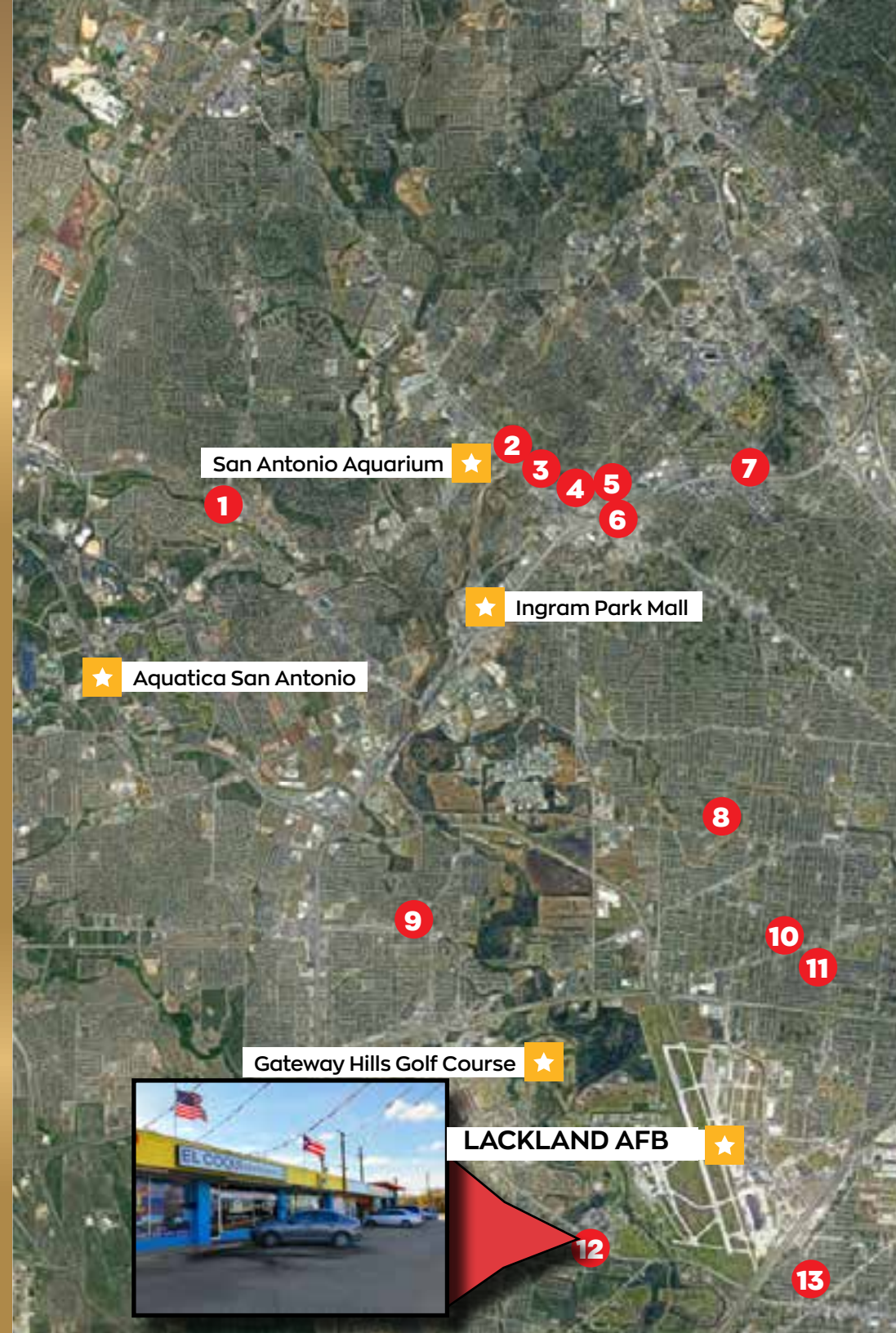


# PORTFOLIO:

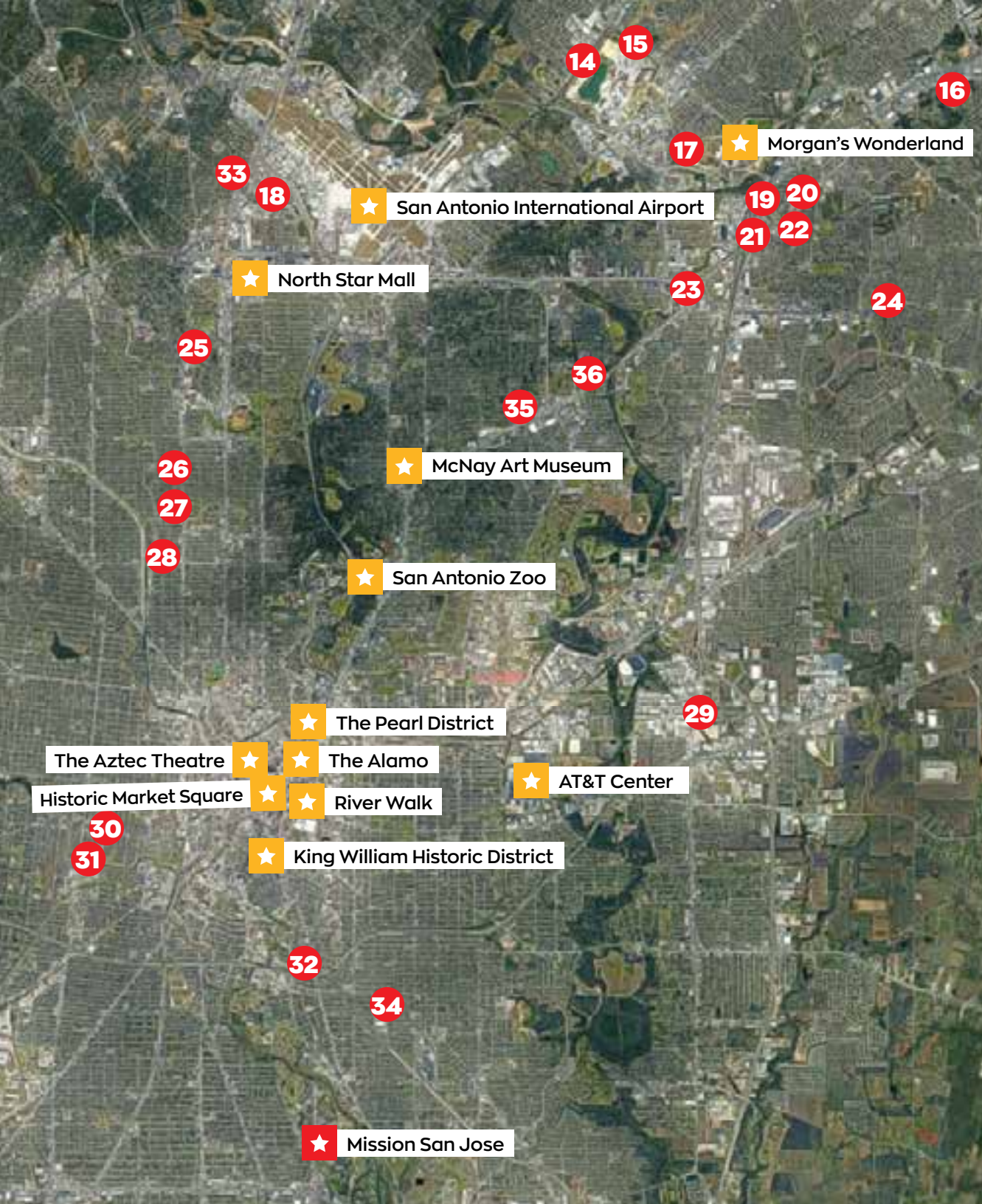
## SAN ANTONIO ASSETS

- 1 [6025 Tezel Road \(Timber Plaza\)](#) **SOLD**
  - 2 [6504 Bandera Road](#)
  - 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 \(El Coqui Plaza\)](#)
  - 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](#)







12573 Wetmore Road	14
3965 Thousand Oaks Drive	15
<del>SOLD 12107 Toepperwein Road</del>	16
<del>SOLD 10712 Perrin Beitel Road</del>	17
<a href="#">747 Isom Road</a>	18
<a href="#">5103 Randolph Boulevard</a>	19
<a href="#">5520 Randolph Boulevard</a>	20
<a href="#">5042 Sherri Ann Road</a>	21
<a href="#">5170 Randolph Boulevard</a>	22
2818 NE Loop 410	23
<a href="#">6206 Montgomery Drive</a>	24
<a href="#">5510 Blanco Road</a>	25
<a href="#">3503 Blanco Road</a>	26
<a href="#">3321 Blanco Road</a>	27
<a href="#">1124-1136 Hildebrand</a>	28
113-115 Lula Mae	29
<del>SOLD 2702 W Commerce Street</del>	30
<del>SOLD 2710 W Commerce Street</del>	31
<del>SOLD 2602-2620 S Presa Street</del>	32
<a href="#">10200 San Pedro Avenue</a>	33
1107-1111 Fair Avenue	34
1363-1375 Austin Highway	35
<a href="#">1710 Austin Highway</a>	36



## 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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<u> </u>	<u> </u>	<u> </u>	<u> </u>
Sales Agent/Associate's Name	License No.	Email	Phone





## 5038 WEST MILITARY DRIVE

5028-5040 WEST MILITARY DRIVE, SAN ANTONIO, TEXAS 78242

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