

HILLTOP CENTER

1210 PAT BOOKER ROAD, UNIVERSAL CITY, TEXAS 78148



Marcus & Millichap



HILLTOP CENTER

1210 PAT BOOKER ROAD, UNIVERSAL CITY, TEXAS 78148

CANDACE BARE

Senior Associate

Cell 702.250.3392

Office 702.215.7125

candace.bare@marcusmillichap.com

License NV S.0171556

TIM SPECK

District Manager

Broker of Record

Texas, License #9002994

Office 972.755.5200

Marcus & Millichap



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PROPERTY TOURS:

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.

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San Antonio Overview

PROPERTY ANALYSIS

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OFFERING OVERVIEW

HILLTOP CENTER

1210 PAT BOOKER ROAD, UNIVERSAL CITY, TEXAS 78148

OFFERING PRICE

\$785,000

OVERVIEW

Offering Price	\$785,000
Price S/F (GLA)	\$98.19
Net Operating Income (Current)	\$47,139
Net Operating Income (Proforma)	\$59,139
Occupancy	92.03%
Gross Leasable Area (GLA)	7,995 SF
Lot Size	0.72 AC
Year Built	1967/1990





PROPERTY DETAILS

HILLTOP CENTER

Property Address	1210 Pat Booker Road Universal City, Texas 78148
Parcel Numbers	05054-035-0140, 05054-035-0071
Square Footage	7,995 SF
Number of Units	6
Year Built/Renovated	1967/1990
Lot Size	0.72 AC
Type of Ownership	Fee Simple
Parking	55 Surface Spaces



HILLTOP CENTER

Hilltop Center is a 7,995 square foot value add retail strip center situated upon .72 acres of land, with frontage and access points on both Pat Booker Road and Villa Drive. High residential population and desirable average household income levels support the daily needs, lifestyle and restaurant tenants who currently occupy the center. The Northeast Submarket vacancy rate is currently 6.5% with an average market rent of \$15.68.

Close proximity to Joint Base San Antonio - **Randolph**. In 2005, the Department of Defense received Congressional authorization for a Base Realignment and Closure Round. Under the BRAC Joint Basing Recommendation for San Antonio, installation support functions at the Army's Fort Sam Houston were combined with those at Randolph and Lackland Air Force Bases under a single organization to form what is the largest joint base in the DOD.



INVESTMENT HIGHLIGHTS

WELL-LOCATED RETAIL STRIP CENTER

Close proximity to San Antonio - Randolph Air Force Base and just one mile east of Loop 1604 at Kitty Hawk Road

SURROUNDED BY A VARIETY OF NATIONAL TENANTS

Whataburger, AutoZone, Taco Cabana, McDonalds, Walmart, H-E-B

VALUE-ADD OPPORTUNITY

Currently 92.03% occupied with a low submarket vacancy rate of 6.5%

CENTRAL TO MULTIPLE LARGE SCALE DEVELOPMENT PROJECTS

Over 480,000 square feet of construction deliveries over the past twelve months within the nearby radius, including San Antonio's first and only IKEA

ADDITIONAL PROJECTS UNDER CONSTRUCTION

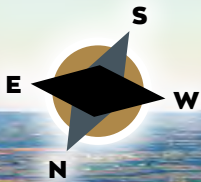
Nearly 600,000 square feet of construction projects are currently under way in the surrounding five mile radius

STRONG SURROUNDING DEMOGRAPHICS

Dynamic population density exceeding 73,631 residents with an average household income of \$80,079 in the surrounding three-mile radius

EASILY ACCESSIBLE WITH AMPLE PARKING

Two points of ingress/egress off both Pat Booker Road and Villa Drive, with ample parking available between two parcels



78 INTERSTATE 78 (27,135 VPD)

Joint Base San Antonio Air Force Base

Universal City Park



McDonalds



Universal City Library



PAT BOOKER ROAD (20,036 VPD)



HILLTOP CENTER

 **H&R BLOCK**

Haircuts
The Barber Shop
2658-8584

SUV
TRUCKS

BUY HERE
PAY HERE

SUV
CARS

STEVE CHAPMAN
No Interest
Cash Price Only

E-Z-WASH





Villa Dr

North Blvd

North Blvd

Stonegate Dr

Pat Booker Rd

Villa Dr

218

Pat Booker Rd

Stonegate Dr

2



H&P BLOCK

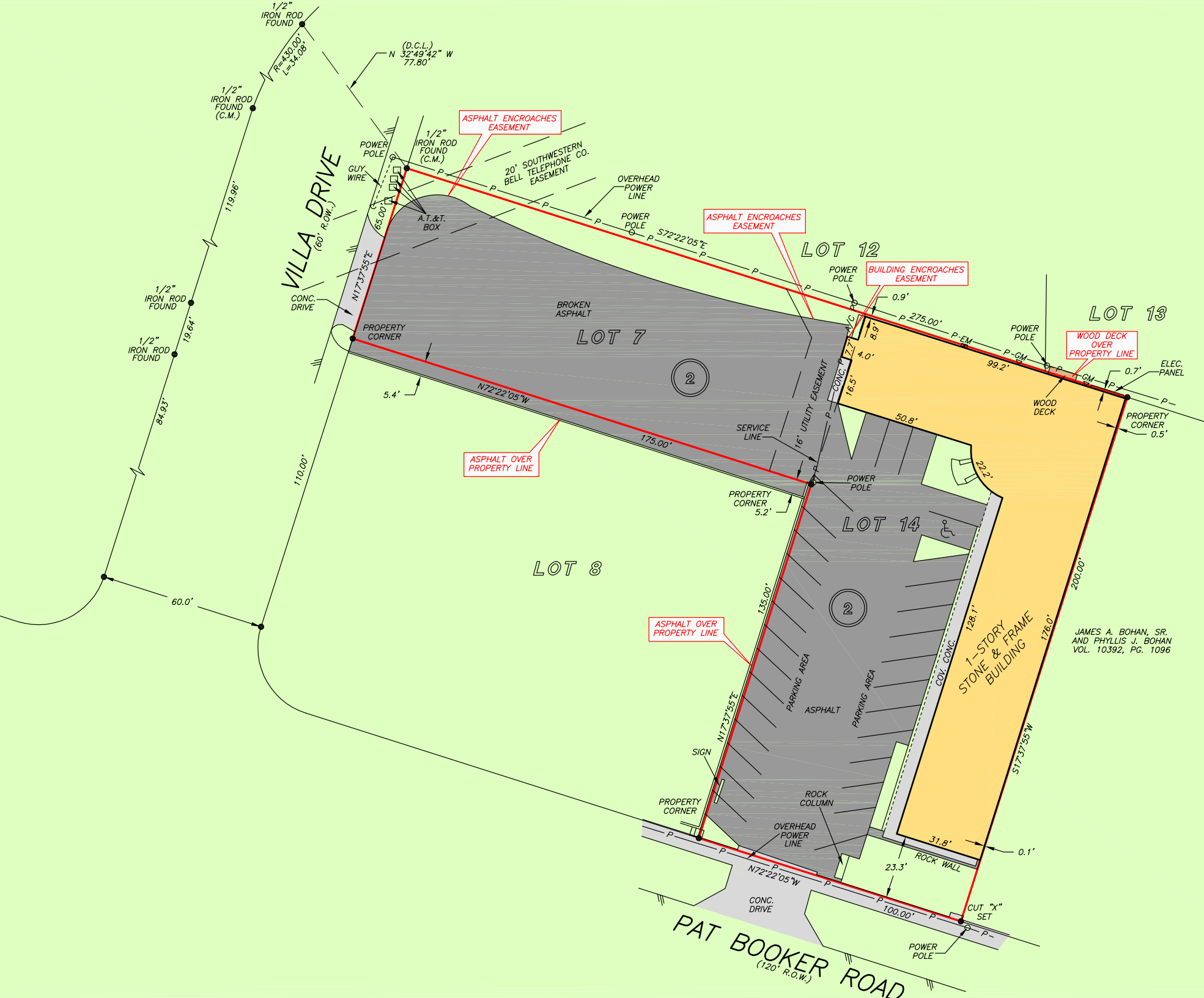
Haircuts
The Barber Shop
658-8584

H&P BLOCK

H&P BLOCK

TRUCKS

59-5997



HILLTOP CENTER



PAT BOOKER ROAD (28,173 VPD)

1604 HIGHWAY 1604 (46,722 VPD)

35 INTERSTATE 35 (145,802 VPD)



VILLA DRIVE (2,360 VPD)

Steve Chapman
Motor Sales
(Not A Part)

Big Aloha Ali'i Cove Restaurant

Vacant

New Tenant

Shear Look
Hair Salon

Tee C
Hair Salon

**H&R
BLOCK**

PAT BOOKER ROAD (20,036 VPD)

FINANCIAL ANALYSIS

Marcus & Millichap

FINANCIAL OVERVIEW

HILLTOP CENTER

1210 PAT BOOKER ROAD, UNIVERSAL CITY, TEXAS 78148

OFFERING PRICE

\$785,000

DETAILS

Offering Price	\$785,000
Net Operating Income (Current)	\$47,139
Net Operating Income (Proforma)	\$59,139
Cap Rate (Current)	6.01%
Cap Rate (Proforma)	7.53%
Price/SF	\$98.19
Occupancy	92.03%
Total Size (Gross Acres)	0.72 AC
Total Size (Gross Square Feet)	7,995 SF



ANNUAL OPERATING DATA	CURRENT	PROFORMA
Scheduled Base Rental Income	\$67,800	\$79,800
Expense Reimbursement Income	\$0	\$0
Potential Gross Revenue	\$67,800	\$79,800
Less: Current Operating Expenses	(30.5%) \$20,661	(25.9%) \$20,661
Net Operating Income	\$47,139	\$59,139
Cash Flow	\$47,139	\$59,139
Debt Service	(\$32,829)	(\$32,829)
Net Cash Flow After Debt Service	(5.21%) \$14,311	(9.58%) \$26,311
Principal Reduction	\$11,878	\$12,380
Total Return	(9.53%) \$26,188	(14.08%) \$38,691

OPERATING EXPENSES	CURRENT	PSF
Utilities (Sewer/Water)	\$1,380	\$0.17
Insurance	\$2,470	\$0.31
Real Estate Taxes	\$14,099	\$1.76
Management Fee (@ 4%)	\$2,712	\$0.34
Total Expenses	(30.5%) \$20,661	\$2.58

RENT ROLL

SUITE	TENANT	SIZE (SF)	GLA %	LEASE EXP	ANNUAL RENT PSF	CURRENT MONTHLY RENT	CURRENT ANNUAL RENT	PROFORMA ANNUAL RENT	LEASE TYPE	EX-PENSE REIMB
A-B	H&R Block	1,830	22.9%	4/30/2022	\$13.11	\$2,000	\$24,000	\$24,000	GROSS	-0-
C	Tee C Hair Salon	465	5.8%	M-T-M	\$14.19	\$550	\$6,600	\$6,600	GROSS	-0-
D	Shear Look Hair Salon	475	5.9%	8/31/2019	\$13.89	\$550	\$6,600	\$6,600	GROSS	-0-
E	New Tenant	388	4.9%	10/31/2020	\$17.01	\$550	\$6,600	\$6,600	GROSS	-0-
F	Vacant (for lease @ \$750/mo)	637	8%	N/A	-0-	-0-	-0-	\$9,000	GROSS	-0-
G, H, I	Big Aloha's Ali'i Cove Restaurant	4,200	52.5%	7/31/2020	\$5.71	\$2,000	\$24,000	\$27,000 (as of 8/1/20)	GROSS	-0-
6 Tenants		7,995 SF	87.2%		Avg \$8.48 PSF	\$5,650	\$67,800	\$79,800		-0-

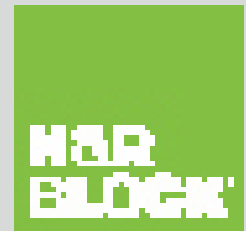
* Big Aloha's Ali'i Cove Restaurant has one 2-year option beginning 8/1/2020 at \$2,250 per month.

TENANT PROFILES

H&R BLOCK SUITE A-B

www.hrblock.com

H&R Block is an American tax preparation company operating in North America, Australia, and India. The company was founded in 1955 by brothers Henry W. Bloch and Richard Bloch. As of 2018, H&R Block operates approximately 12,000 retail tax offices staffed by tax professionals worldwide.



BIG ALOHA'S ALI'I COVE RESTAURANT SUITE H

www.facebook.com/hawaiianfoodtruck

Big Aloha's Ali'i Cove Restaurant specializes in Hawaii's local cuisine and desserts.





MARKET OVERVIEW

Marcus & Millichap

DEMOGRAPHICS

2018 ESTIMATE	1 MILE	3 MILES	5 MILES
Population	8,307	73,631	179,883
Households	3,537	28,464	63,725
Average HH Income	\$67,240	\$80,079	\$80,821



7,785

Daytime Population

37.46

Median Age



88.75%

High School or Higher

23.63%

Bachelor's Degree or Higher

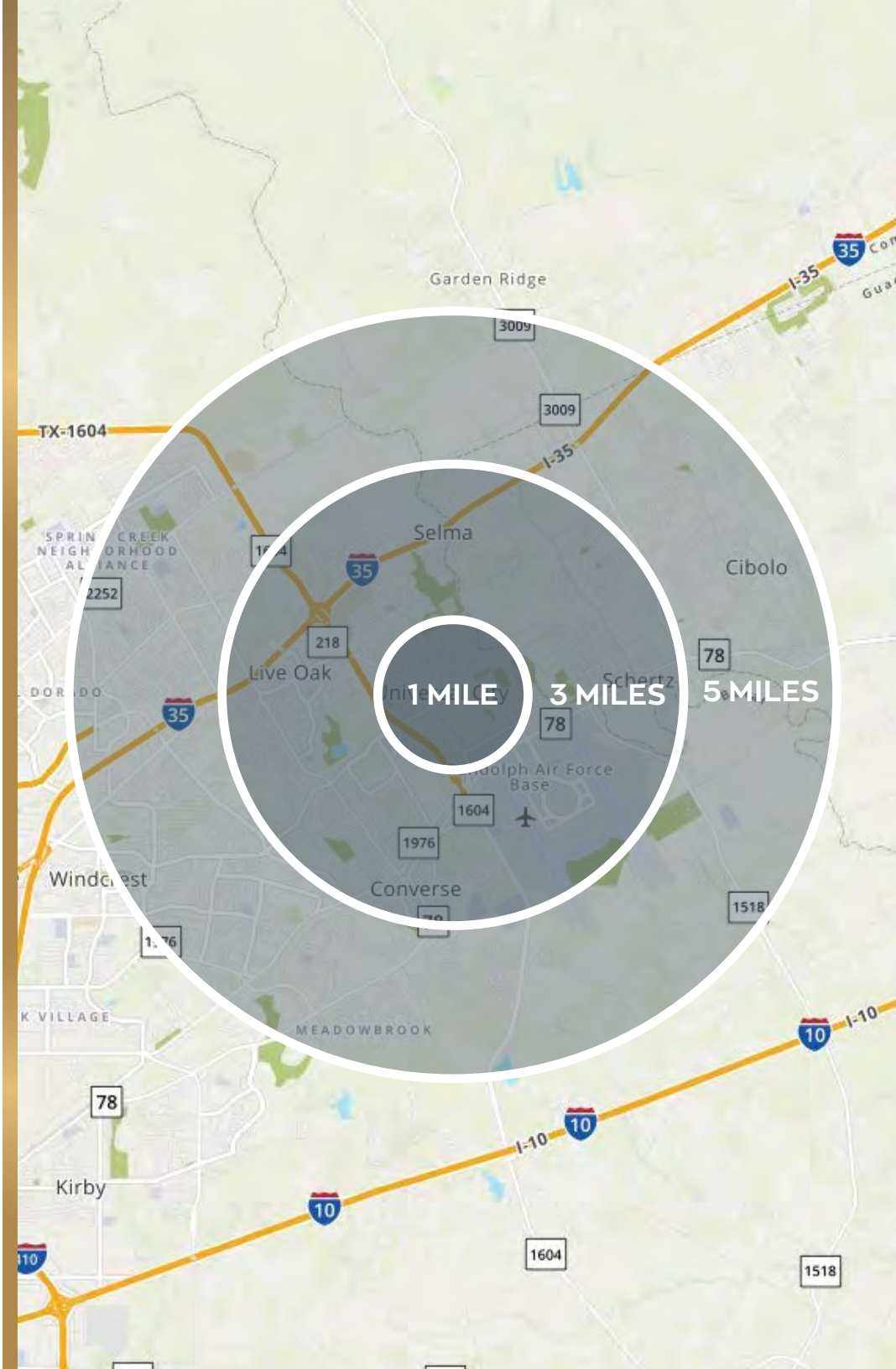
7.93%

Graduate or Professional Degree



2.38

Average Household Size





DEMOGRAPHICS SUMMARY

In 2018, there are 3,433 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 61.36% of employees are employed in white-collar occupations in this geography, and 39.54% are employed in blue-collar occupations. In 2018, unemployment in this area is 3.01%.

The median housing value in your area was \$155,376 in 2018, compare this to the US average of \$201,842. In 2000, there were 1,695 owner occupied housing units in your area and there were 1,369 renter occupied housing units in your area. The median rent at the time was \$525.

The current year racial makeup of your selected area is as follows: 76.53% White, 7.44% Black, 0.23% Native American and 2.70% 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 38.02% 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 \$50,495, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 19.40% since 2000. It is estimated that the median household income in your area will be \$58,932 five years from now, which represents a change of 16.71% from the current year.



POPULATION	1 MILE	3 MILES	5 MILES
2023 Projection	8,565	82,796	200,996
2018 Estimate	8,307	73,631	179,883
2010 Census	7,863	65,550	160,316
2000 Census	7,393	49,473	113,264
Current Daytime Population	7,785	76,664	154,749

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
Under 20	25.02%	26.91%	29.03%
20 to 34 Years	22.14%	21.49%	20.55%
35 to 39 Years	5.65%	6.83%	7.14%
40 to 49 Years	12.17%	13.51%	13.70%
50 to 64 Years	18.99%	18.35%	17.90%
Age 65+	16.03%	12.92%	11.67%
Median Age	37.46	36.14	35.29

POPULATION EDUCATION LEVEL	1 MILE	3 MILES	5 MILES
2018 Estimate Population Age 25+	5,638	49,006	116,296
Elementary (0-8)	4.39%	1.97%	2.16%
Some High School (9-11)	6.86%	4.53%	5.57%
High School Graduate (12)	28.22%	25.19%	24.51%
Some College (13-15)	24.59%	26.13%	27.66%
Associate Degree Only	9.77%	11.27%	10.89%
Bachelors Degree Only	15.70%	18.75%	17.97%
Graduate Degree	7.93%	10.65%	9.87%





HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2023 Projection	3,729	32,716	72,630
2018 Estimate	3,537	28,464	63,725
2010 Census	3,333	25,199	56,673
2000 Census	3,064	18,129	39,696

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
\$150,000 or More	5.72%	8.37%	7.88%
\$100,000 - \$149,000	11.99%	17.15%	17.98%
\$75,000 - \$99,999	14.55%	16.58%	17.16%
\$50,000 - \$74,999	18.19%	20.99%	22.22%
\$35,000 - \$49,999	15.49%	14.87%	13.72%
Under \$35,000	34.07%	22.06%	21.02%
Average Household Income	\$67,240	\$80,079	\$80,821
Median Household Income	\$50,495	\$65,080	\$66,559
Per Capita Income	\$28,627	\$31,004	\$28,731

HOUSEHOLDS BY EXPENDITURE	1 MILE	3 MILES	5 MILES
Total Average Household Retail Expenditure	\$65,012	\$74,526	\$76,663
Average Household Housing Expenditure	\$17,006	\$19,308	\$19,868
Average Household Transportation Expenditure	\$13,028	\$15,158	\$15,665
Average Household Food Expenditure	\$6,710	\$7,544	\$7,792
Average Household Health Care Expenditure	\$4,060	\$4,473	\$4,556
Average Household Entertainment Expenditure	\$2,749	\$3,130	\$3,214

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

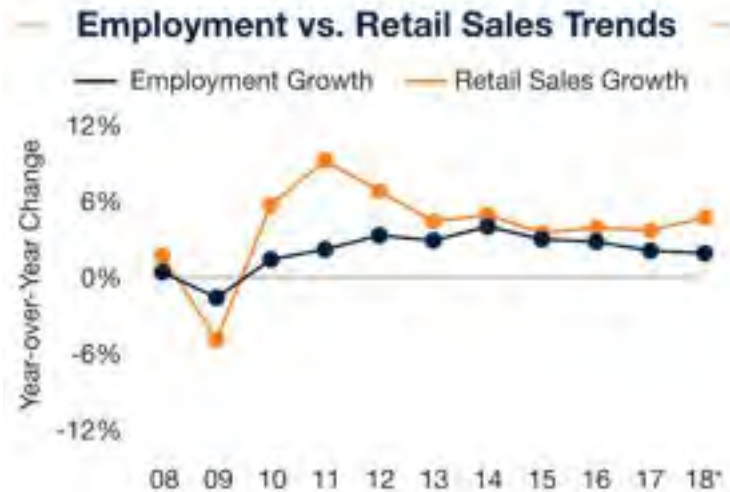
Retailers concentrate on existing space as demand outweighs limited supply this year.

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







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.

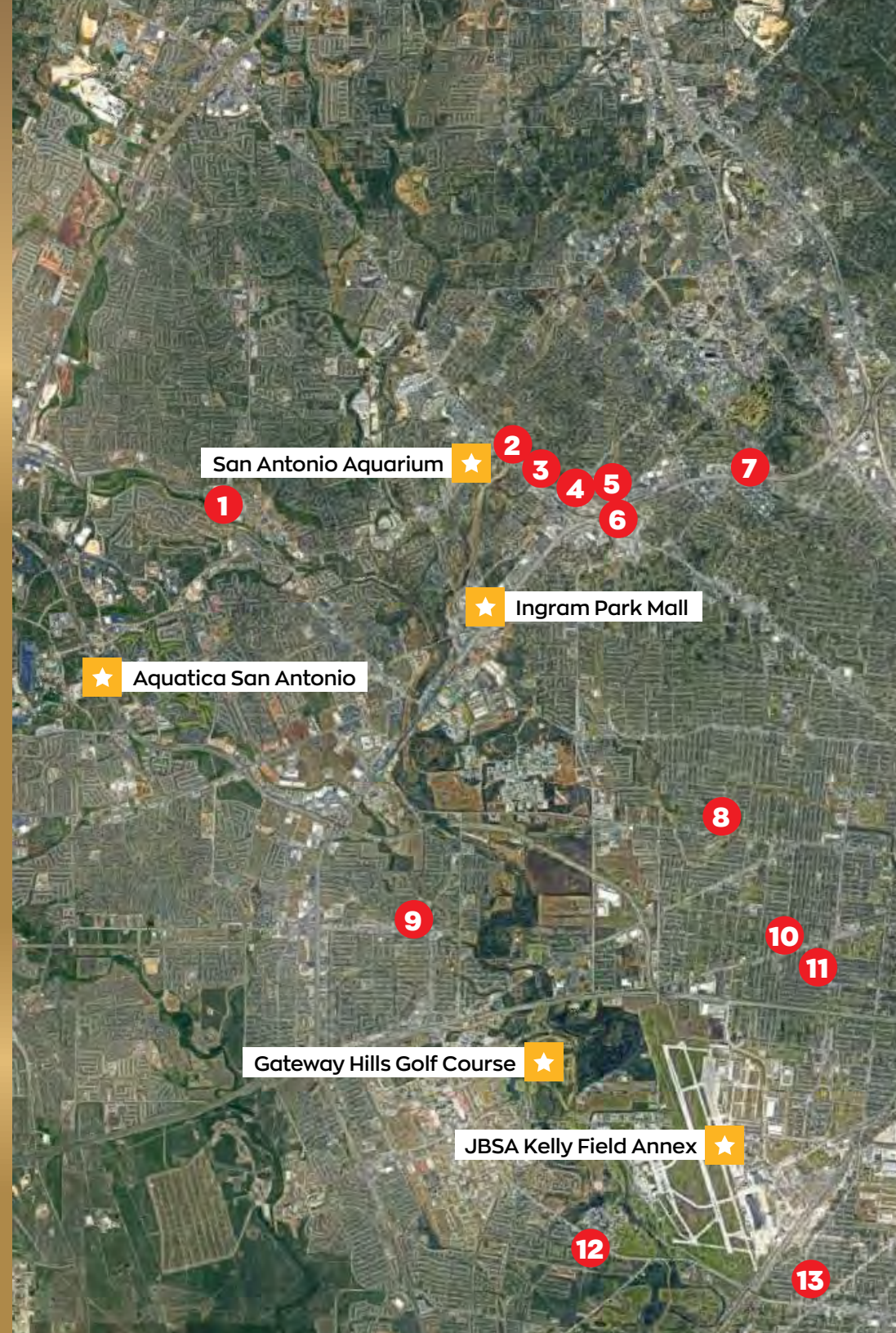
Marcus & Millichap	9002994	tim.speck@marcusmillichap.com	972-755-5200
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Tim A. Speck	432723	tim.speck@marcusmillichap.com	972-755-5200
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

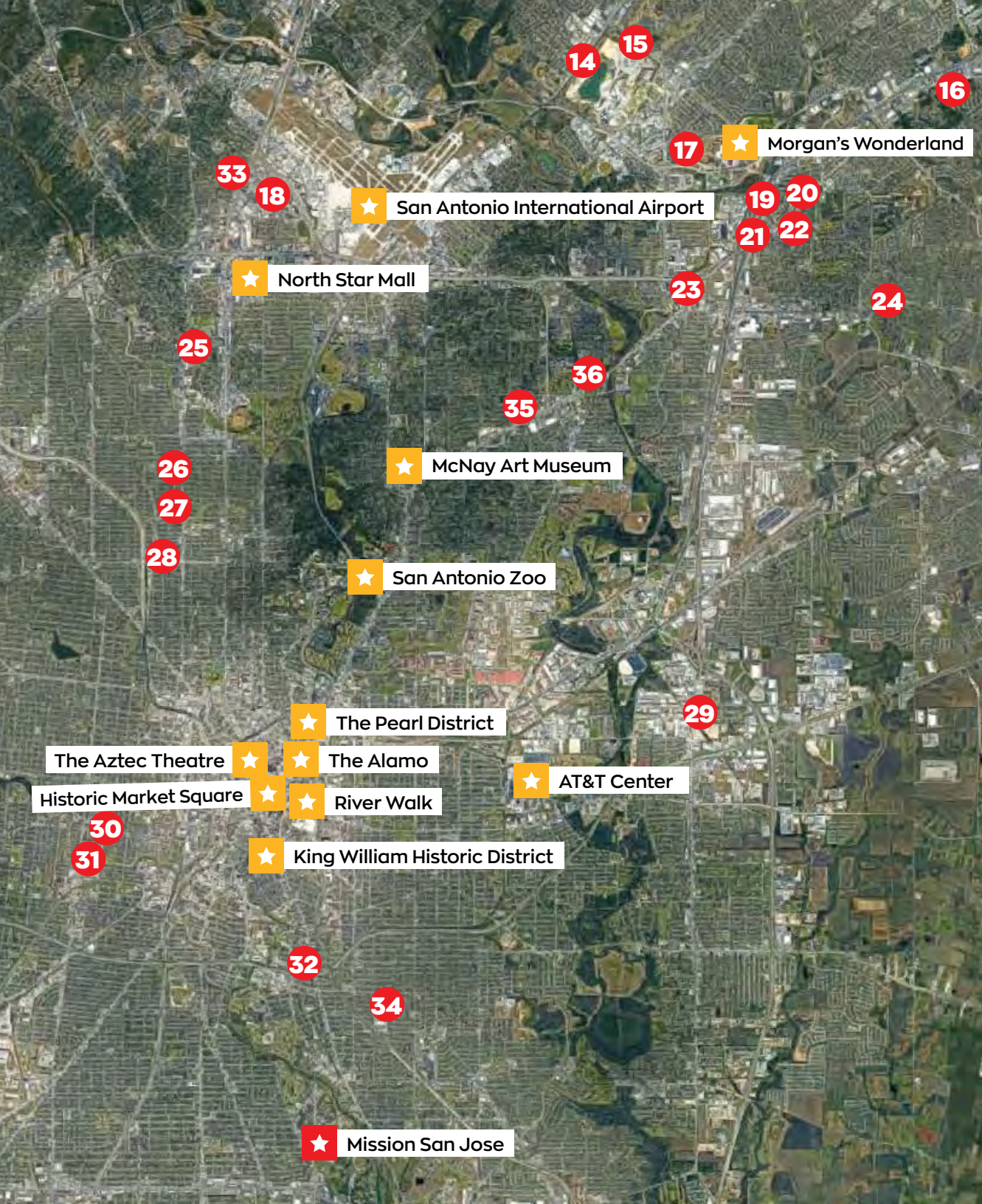
PORTFOLIO:

SAN ANTONIO ASSETS

- 1 [6025 Tezel Road \(Timber Plaza\)](#)
 - 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](#)





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



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Senior Associate
Las Vegas, NV

Cell 702.250.3392
Office 702.215.7125

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