



healthcare

Commercial Real Estate Solutions®

Lakeway Medical Village

101 Medical Parkway

Lakeway, TX

Leasing Package



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EQUITY, INC



DISCLAIMER:

This document has been prepared to provide a summary of information for prospective investors regarding the subject proposed land purchases and medical office development. The information contained herein is not a substitute for a thorough due diligence investigation by investor(s).

The information contained in this document has been obtained from sources we deem to be reliable; however, Equity, Inc. (and/or its affiliates, broker, principals, or employees) make no warranty or representation regarding the accuracy or completeness of the information provided.

All potential investors must take appropriate measures to verify all of the information set forth herein and are encouraged to seek advice from their financial advisor, broker, CPA and/or attorney (as applicable) to evaluate and test projections, pro forma(s), and assumptions outlined or discussed herein.

SPONSOR SUMMARY

Equity, Inc. is a full-service real estate company, providing development, construction, real estate brokerage, asset management and property management services to create and enhance healthcare, mixed use, retail and office projects. As a company, Equity does not own any real estate, although the owner of the firm and other key executives often participate in investments and also frequently serve as managing member of entities created to own and operate properties. Affiliated Equity entities currently own and operate approximately \$260,000,000 of healthcare and retail properties. Equity, Inc. and its team of professional asset managers, property managers, and leasing agents operate and lease these properties. Equity, Inc. also provides these services for third-party owners.

HEALTHCARE FOCUS

Equity Offers an Extensive Healthcare Resume

- Over 30 years of successful, healthcare-focused project experience
- Maintains relationships with over 20 hospitals, including 2 in Austin/Round Rock
- Transaction experience in 40 states in the US
- 9 regional offices, including Austin and San Antonio, TX
- Proven ability to provide custom real estate solutions for hospitals and physicians throughout the US
- Established national, regional and local lending relationships
- Excellent relationships with REITs for exit strategy

PROJECT



Overview

Equity, LLC (and its subsidiary) has secured approx. 2.842 acres (Lot 18 of Lakeway Medical Village Subdivision) of land that will allow us and our capital partners to develop a Phase I 42,000 SF medical office development on the Baylor Scott & White- Lakeway Regional Medical Center campus with an anticipated delivery of April 2019.

Baylor Scott & White boasts the largest not-for-profit health care system in the state of Texas. The system currently includes just under 50 hospitals, 6,000 active physicians, 44,000 employees, and it is continuing to expand. BS&W - Lakeway is currently the only community hospital serving the rapidly expanding communities Lakeway, Bee Caves, and surrounding bedroom communities. The up to \$200,000,000 investment by Baylor Scott & White demonstrates long term support and commitment to the Lakeway community.

We have received immediate interest from private practice physicians in the time that we have had control of this opportunity. Among the many attractive qualities of this project, perhaps one of the most attractive is our anchor tenant, Premier Family Physicians, who has grown into the 3rd largest primary care group in Austin. Historically, Premier Family Physicians has drawn a wide range of complimentary specialists to the projects that it occupies, and we anticipate a similar experience on this project. In addition to securing Premier Family Physicians as our anchor tenant, we have managed to recruit two very reputable private practice groups: Texas Orthopedics and Urology Austin. Such future tenants may include, but not be limited to, the following specialties: endocrinology, gastroenterology, general surgery, cardiovascular surgery, colon and rectal, dermatology, ENT, ophthalmology, oncology, pediatrics, OB/GYN, pulmonology, nephrology and pain management.

The campus includes multiple retail sites, senior housing, independent living, and a Springhill Suites(Marriott) Hotel. The city of Lakeway is one of the wealthiest demographics of Austin(\$112,000 median household income), and in the fastest growing regions in the US. Hwy. 71, RR 620, and RR 2222 are all easily accessible from the campus. The Hill Country Galleria is just under 2 miles down the road - it contains 1.3 million square feet of mixed use space, including luxury apartments, upscale shopping and dining.

LEASE TERMS

Lease term Summary

Lease Terms

- 7 to 10 year lease terms
- Base Rent: \$29 NNN per RSF rental rates with 3% annual escalations
- In addition to Base Rent, tenants pay their pro-rata share of Building Operating Expenses. Estimate \$12 per RSF 1st year
- Tenant Improvement Allowance: \$50 per SF
- Estimated lease commencement is April 2019

Attractive physician tenant ownership opportunity. Please contact Equity for details on ownership structure.

TENANTS

TENANTS



Premier Family Physicians is an independent, physician-owned practice that has been serving Austin for more than 25 years. With locations in Bee Caves, Dripping Springs, Sunset Valley, and Westlake, Premier Family Physicians has grown into the *3rd largest primary care group in Austin* with more than 30 physicians, physician assistants and nurse practitioners- and growing. While meeting the challenges of this dynamic growth, Premier Family Physicians has maintained a personalized, continuity of care for the families it serves. PFP augments personal care with cutting-edge business practices, and technologies to achieve cost savings for patients and to increase communication/interactions between physicians and their patients.



Texas Orthopedics provides comprehensive orthopedic care by offering on-site X-ray, MRIs, bone density scans, physical and occupational therapy, general orthopedic services, sports medicine, spine care, joint replacement, fracture and trauma care, infusion therapy, an urgent care clinic and a Joint Commission-accredited outpatient surgery center. In addition to orthopedic surgeons, they have physiatrists on staff who provide non-surgical spine care, interventional pain management, and electrodiagnostic testing, as well as rheumatologists who treat patients with rheumatoid arthritis and other autoimmune diseases. The cumulative experience and knowledge of the TX Ortho doctors and medical staff allows them to treat patients of all ages.



Call it a urology dream team. Urology Austin consists of established leaders from universities, hospital urology departments and private practices across Austin, the Southwest and United States. Serving the greater Austin area, including Round Rock, Lakeway, Cedar Park, and Georgetown communities, some for nearly 40 years. Their highly trained urologists are members and leaders of prestigious medical associations, and have earned national rankings among their peers and patients. Their staff of 18 urologists and their Advanced Practice Registered Nurse provide comprehensive care for your optimal urological health. They address urology specialties including but not limited to:

- Bladder: infection, cancer
- Prostate: enlargement (BPH), prostate cancer, elevated PSA levels
- Kidney: infections, stones, recurrent UTI
- Urinary incontinence and frequent urination
- Male sexual health: no-scalpel vasectomy, erectile dysfunction, male infertility
- Female urology: painful bladder syndrome (IC), female sexual health

SITE PLANS & FLOOR PLANS

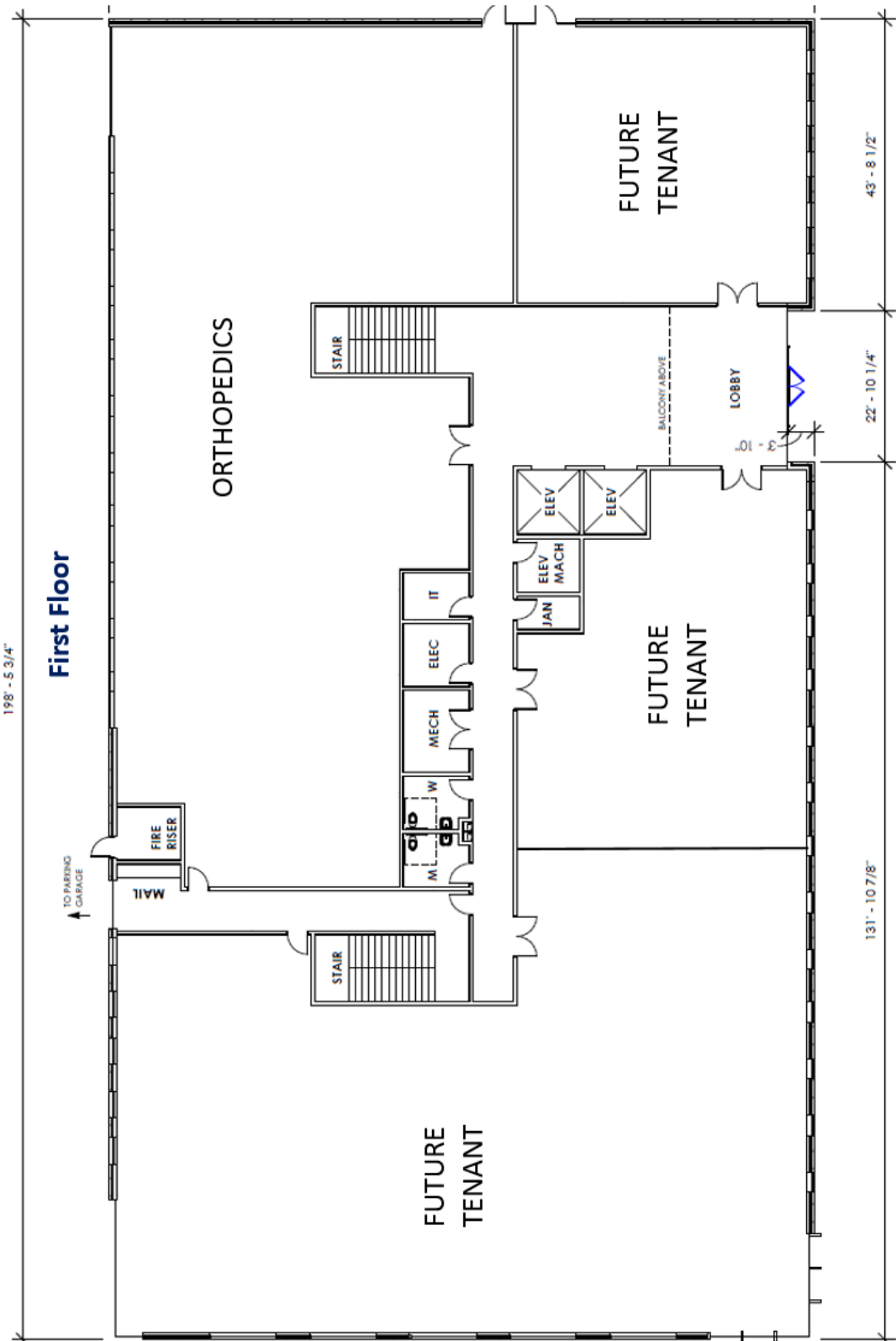


PHASE I SITE PLAN

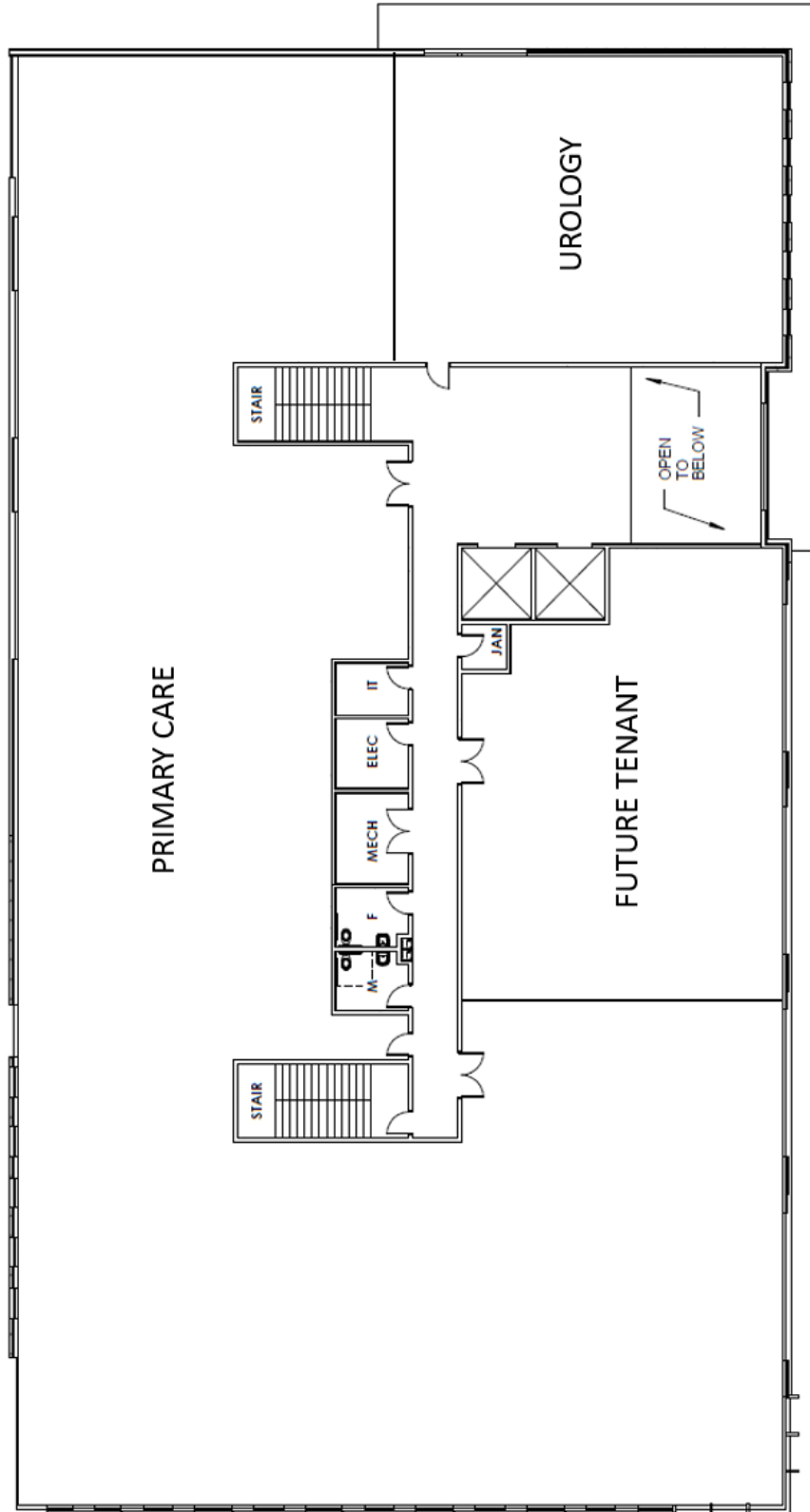
41,976 Gross SF 2 Story
199 Surface Parking Spaces Provided



1ST FLOOR

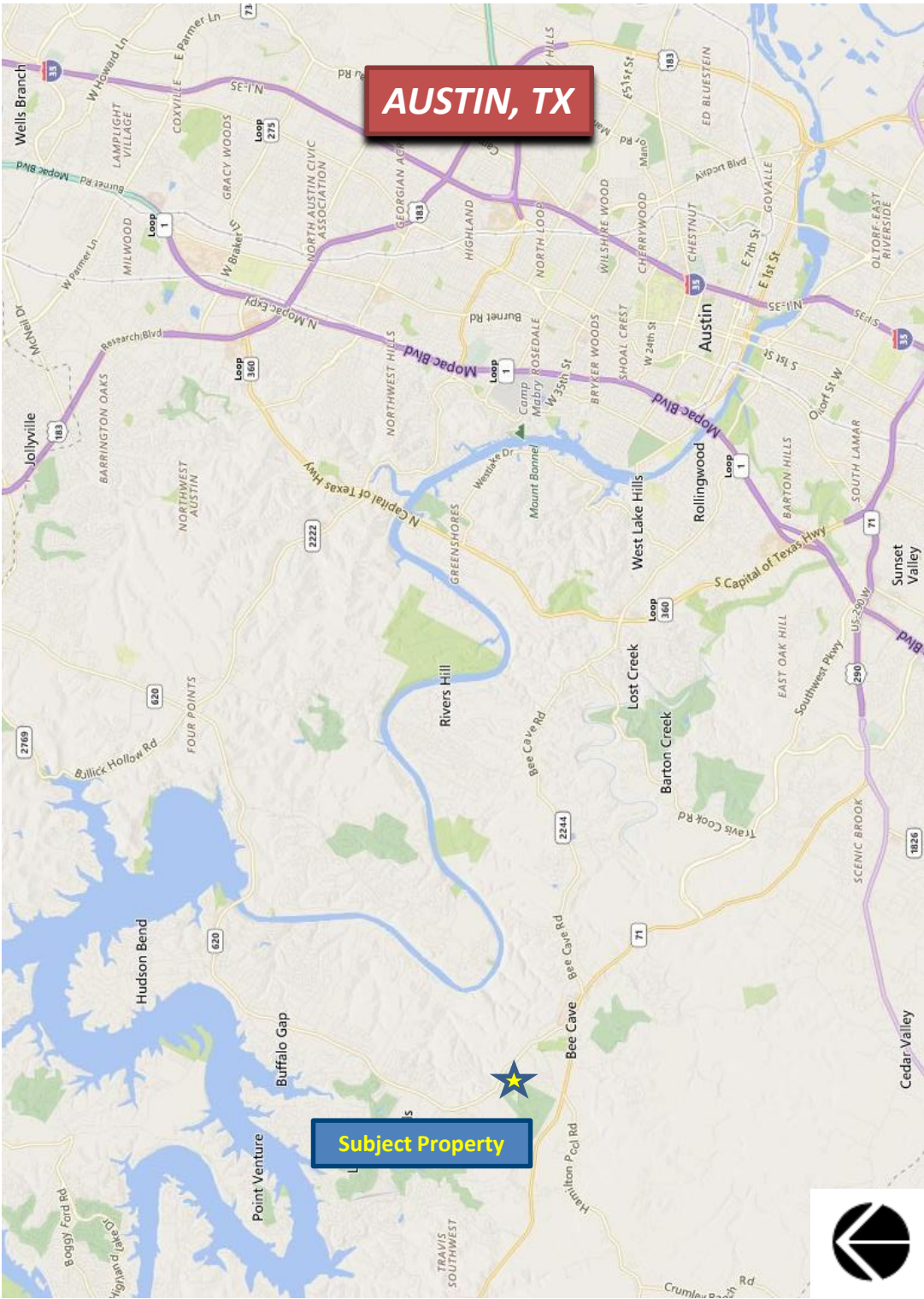


Second Floor

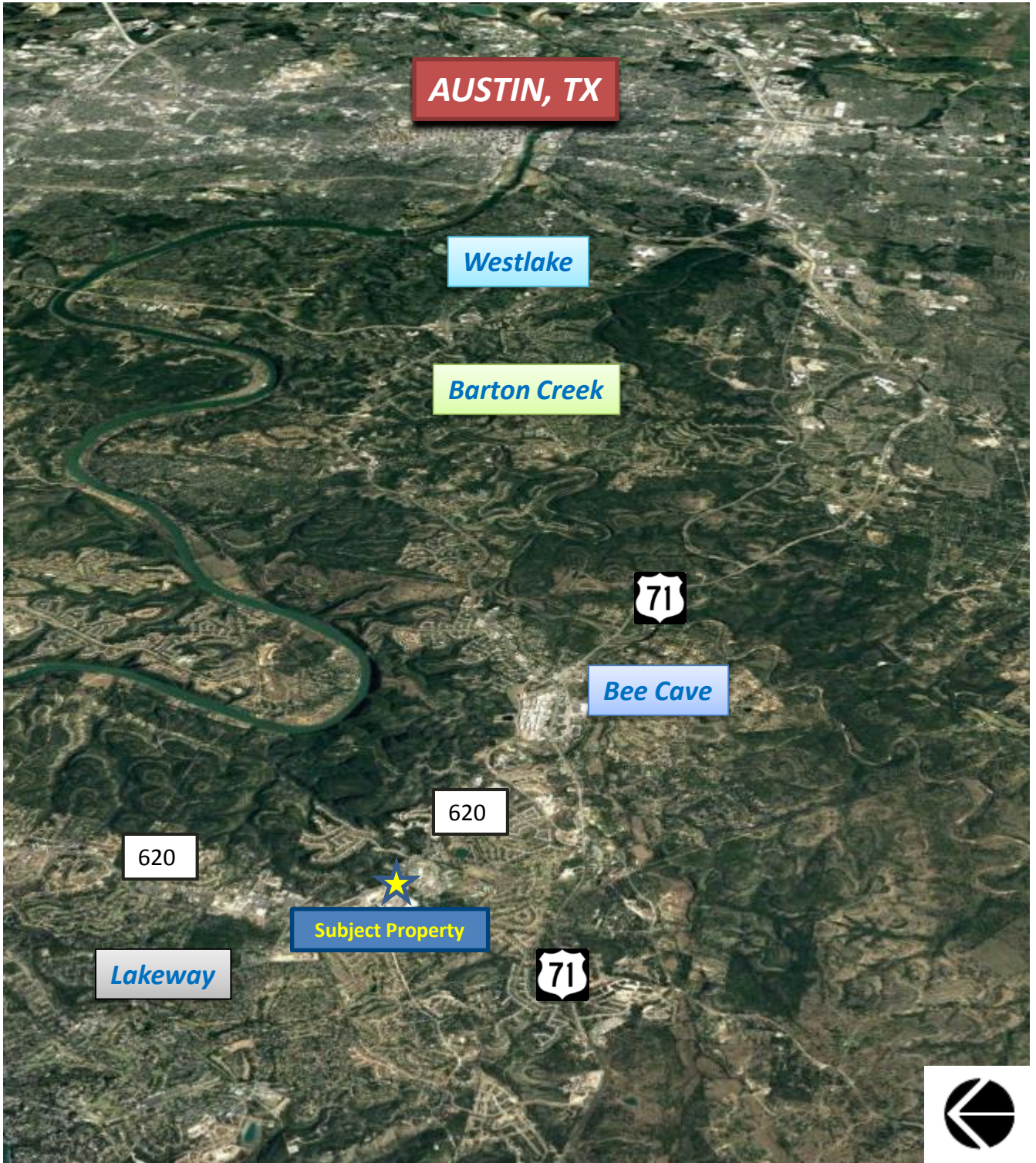


MAPS

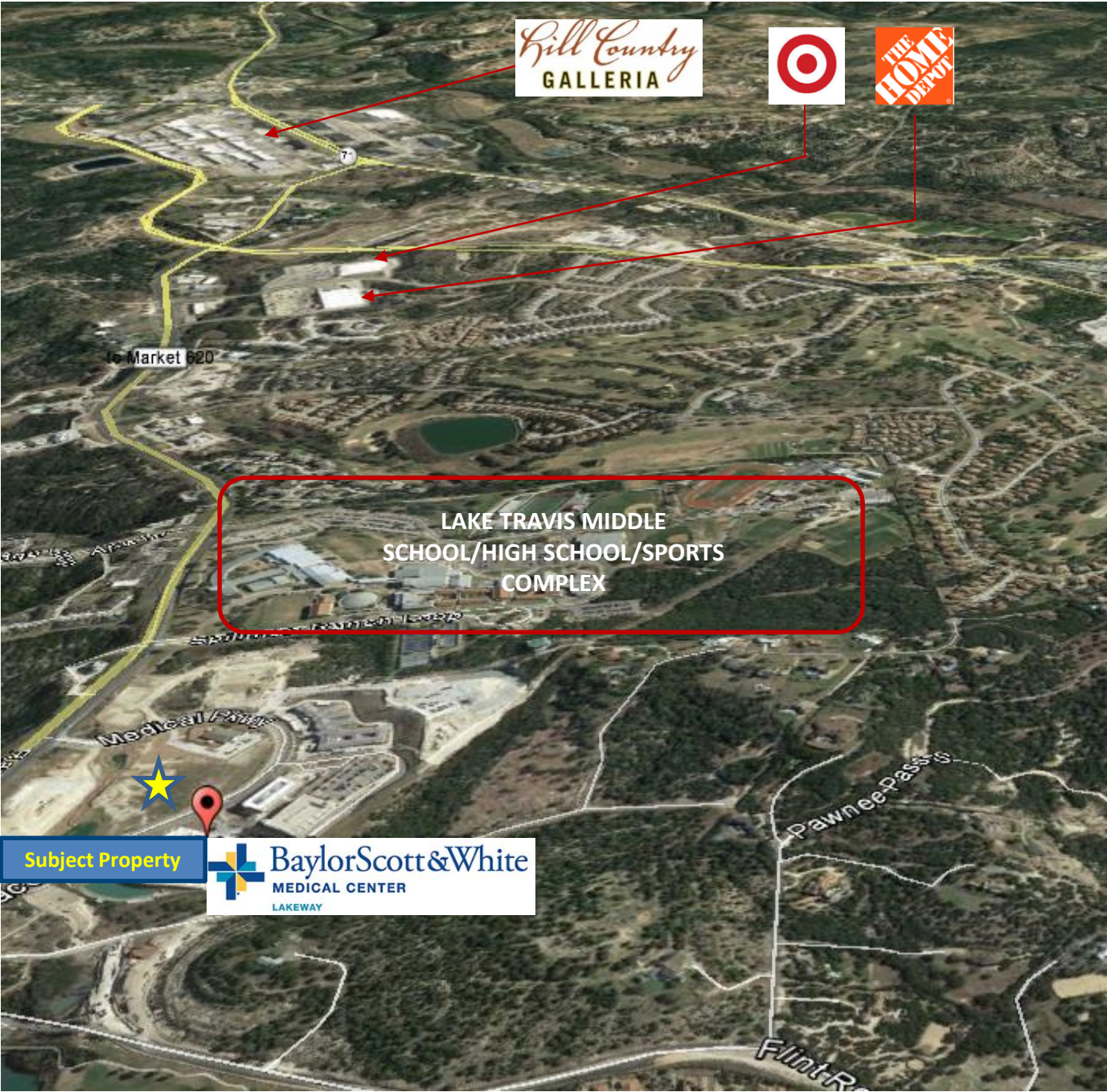
MAP



AERIAL



AERIAL (CLOSE-IN)



CAMPUS AERIAL



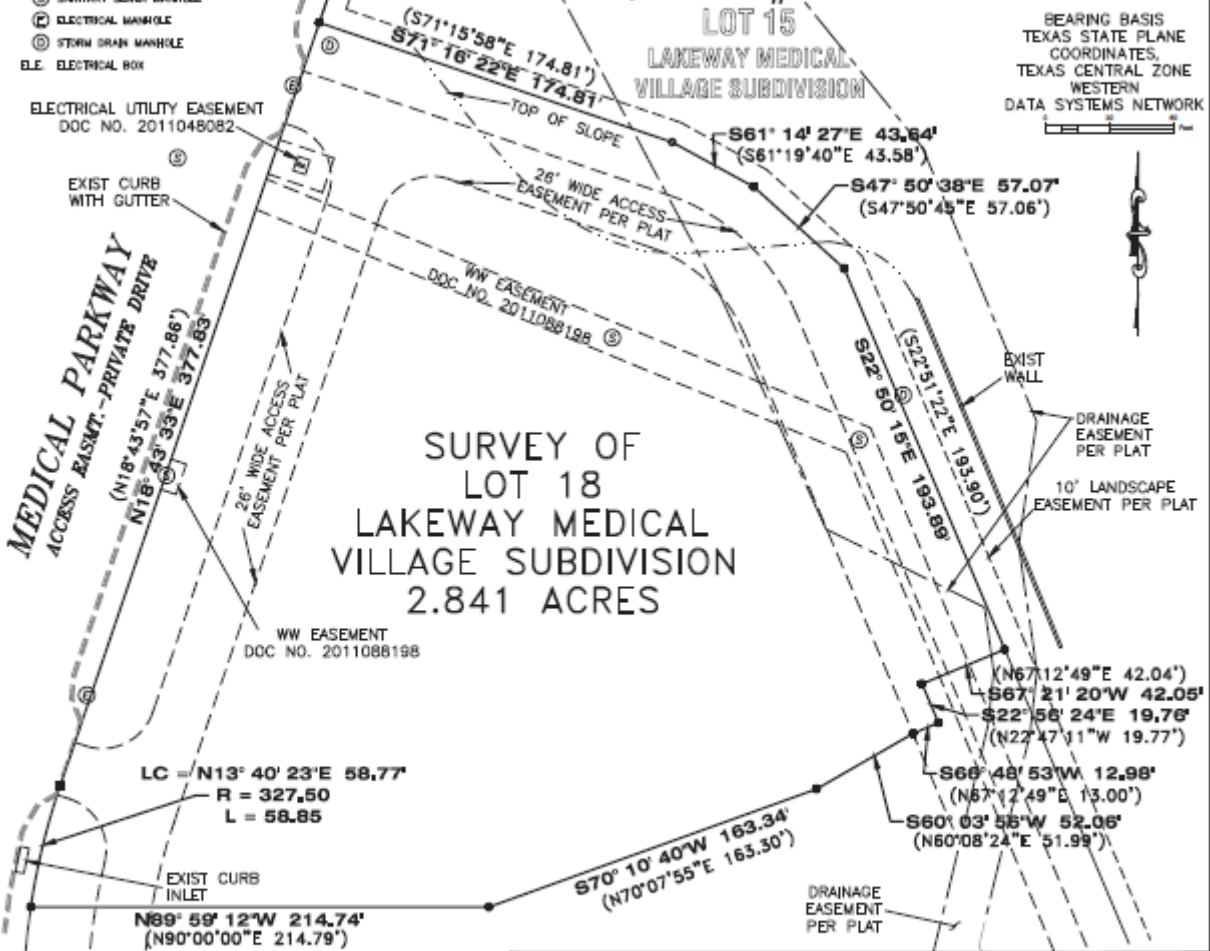
SURROUNDING DESTINATIONS



SURVEY OF LOT 18, LAKEWAY MEDICAL VILLAGE SUBDIVISION, A RESUBDIVISION OF LOT 1, BLOCK A, LAKEWAY REGIONAL MEDICAL CENTER FINAL PLAT, DOC # 201400139

- LEGEND**
- △ CONCRETE NAIL FOUND
 - 1/2" IRON ROD FOUND
 - CAPPED IRON ROD SET
 - ⊙ IRON PIPE FOUND
 - 1" ON CONCRETE
 - WROUGHT IRON FENCE
 - () RECORD INFORMATION
 - ⊙ SANITARY SEWER MANHOLE
 - ⊙ ELECTRICAL MANHOLE
 - ⊙ STORM DRAIN MANHOLE
 - E.E. ELECTRICAL BOX

BEARING BASIS
TEXAS STATE PLANE
COORDINATES
TEXAS CENTRAL ZONE
WESTERN
DATA SYSTEMS NETWORK



**SURVEY OF
LOT 18
LAKEWAY MEDICAL
VILLAGE SUBDIVISION
2.841 ACRES**

GRIFFITH CONSULTING
ENGINEERING SURVEYING PLANNING
JAMES W. GRIFFITH
4000 SENDERO SPRINGS DRIVE
ROUND ROCK, TEXAS 78681
Texas Survey Firm No. 101699-00
(512) 626-0023
EMAIL: jwg@gcons.net

MARKET OVERVIEW

MARKET SUMMARY

Lakeway, Bee Cave & Surrounding Areas

Miles	Current Population (2016)	Estimated Population (2021)	Median Income
3	25,460	30,144	\$108,343
5	50,444	58,876	\$112,257
7	80,395	93,174	\$109,574



Residents of the cities of Lakeway, Bee Cave, and those of surrounding communities choose to live in the Texas Hill Country (West Austin) with its scenic views, limestone bottom rivers/lakes, pristine State Parks, and award winning schools. To enjoy these amenities, residents are willing to commute 20 miles into Austin.



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.

11-2-2015



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.

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Designated Broker of Firm			
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Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date



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