



# Walgreens

Walgreens Pharmacy #11924

## Shawnee / Kansas City

**\$5,791,000**

**5.75%  
CAP Rate**

- Rare combo of dense population and high incomes
- Over 100,000 people within 3 miles
- Average HH Incomes > \$80,000
- Growing suburb of Kansas City
- Low rent and purchase price
- 15 years remaining on firm lease term
- Zero management responsibilities



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## Investment Summary

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|                       |   |
|-----------------------|---|
| <b>Price</b>          | \$5,791,000   |
| <b>CAP</b>            | 5.75%   |
| <b>Annual Income</b>  | \$333,000   |
| <b>Rent Increases</b> | None  |
| <b>Debt</b>           | Buyer to obtain new debt at market. Please call to discuss options. |

## About This Investment Opportunity

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This site is on the border of the Overland Park and Shawnee Mission neighborhoods, in close proximity to the Shawnee Mission Medical Center. Situated in front of a grocery anchored center and adjacent to a Starbucks, the site sits between the Westbrooke Village Shopping Center and Tomahawk Shopping Center. Neighboring retailers include Wal-Mart, Big Lots, and Dollar General. Caddy-corner from the Trailridge Middle School with Shawnee Elementary School a half block down the street.

## Property Details

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|                |                      |                   |            |
|----------------|----------------------|-------------------|------------|
| <b>Address</b> | 11830 W. 75th Street | <b>Year Built</b> | 2009       |
| <b>City</b>    | Shawnee              | <b>Bldg Size</b>  | 14,820     |
| <b>State</b>   | Kansas               | <b>Lot Size</b>   | 1.63 acres |

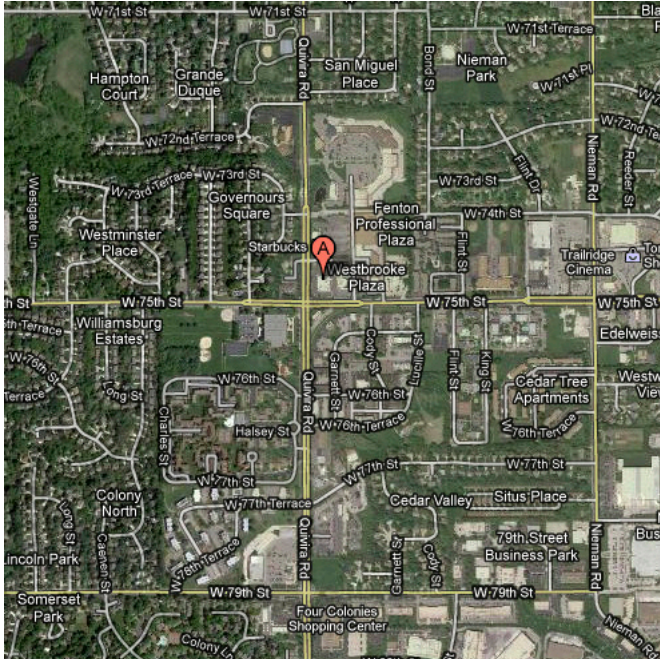
## Lease Summary

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|                                  |   |
|----------------------------------|---|
| <b>Tenant</b>                    | Walgreens (NYSE:WAG)  |
| <b>Rent Start Date</b>           | September 1, 2009   |
| <b>Rent Increases</b>            | None  |
| <b>Lease Term</b>                | 75 years  |
| <b>Options</b>                   | Starting in year 26 Tenant may terminate lease with 12 months notice. |
| <b>Landlord Responsibilities</b> | None. Lease is truly triple-net (NNN). Zero landlord cost exposure.   |

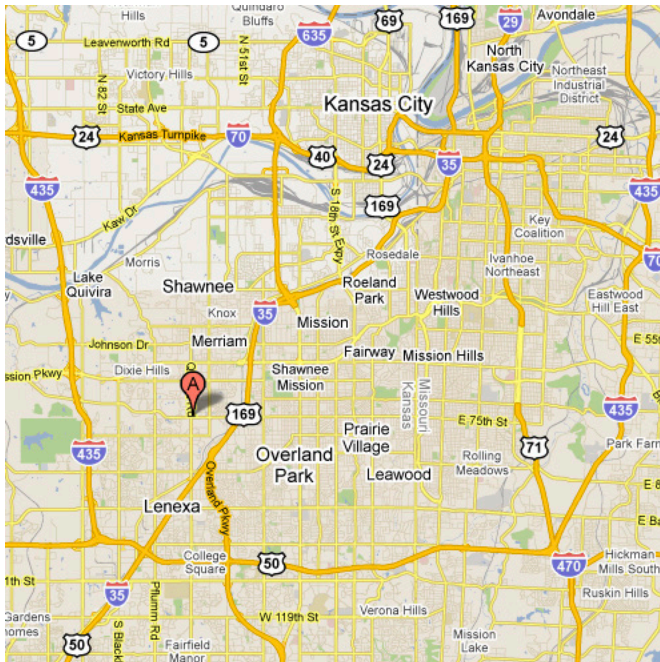


## Demographic Summary



|                | 1 Mile   | 3 Mile   | 5 Mile   |
|----------------|----------|----------|----------|
| Population     | 15,147   | 100,851  | 211,460  |
| Avg. HH Income | \$76,738 | \$81,655 | \$88,292 |

## Regional Map / About Shawnee



Shawnee is a rapidly growing city and western suburb of Kansas City, Missouri. Known as one of the areas best bedroom communities and a great place to raise a family, Shawnee continues to receive recognition as one of the best towns in America. In 2008, Money Magazine ranked Shawnee, KS the 39th best place to live in the United States. Among those reasons cited were the excellent public school, quality of life and easy access to the Kansas City area's many amenities.

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## About Walgreens Boots Alliance

Walgreens Boots Alliance (Nasdaq: WBA) is the first global pharmacy-led, health and wellbeing enterprise. The Company's heritage of trusted healthcare services through community pharmacy care and pharmaceutical wholesaling dates back more than 100 years.

Walgreens Boots Alliance is the largest retail pharmacy, health and daily living destination across the U.S. and Europe. Walgreens Boots Alliance and the companies in which it has equity method investments together have a presence in more than 25\* countries and employ more than 385,000\* people. The Company is a global leader in pharmacy-led, health and wellbeing retail and, together with the companies in which it has equity method investments, has more than 13,200\* stores in 11\* countries as well as one of the largest global pharmaceutical wholesale and distribution networks, with more than 390\* distribution centers delivering to more than 230,000\*\* pharmacies, doctors, health centers and hospitals each year in more than 20\* countries. In addition, Walgreens Boots Alliance is one of the world's largest purchasers of prescription drugs and many other health and wellbeing products. The Company's size, scale, and expertise will help us to expand the supply of, and address the rising cost of, prescription drugs in the U.S. and worldwide.

Walgreens Boots Alliance is included in Fortune magazine's 2018 list of the World's Most Admired Companies. This is the 25th consecutive year that Walgreens Boots Alliance or its predecessor company, Walgreen Co., has been named to the list.

\* As of 31 August 2017, using publicly available information for AmerisourceBergen.

\*\*For 12 months ending 31 August 2017, using publicly available information for AmerisourceBergen.



## Walgreens Income Statements Trailing 5 Years

| Fiscal year is September-August. All values USD millions. |        |        |         |         |         |              |
|---|--------|--------|---------|---------|---------|--------------|
|   | 2013   | 2014   | 2015    | 2016    | 2017    | 5-year trend |
| <b>+ Sales/Revenue</b>                                    | 72.22B | 76.39B | 103.44B | 117.35B | 118.21B |              |
| <b>+ Cost of Goods Sold (COGS) incl. D&amp;A</b>          | 51.1B  | 54.82B | 78.26B  | 89.2B   | 90.71B  |              |
| COGS excluding D&A  | 49.82B | 53.51B | 76.52B  | 87.48B  | 89.05B  |              |
| Depreciation & Amortization Expense                       | 1.28B  | 1.32B  | 1.74B   | 1.72B   | 1.65B   |              |
| Depreciation  | 994M   | 1.03B  | 1.26B   | 1.32B   | 1.27B   |              |
| Amortization of Intangibles                               | 289M   | 282M   | 480M    | 396M    | 385M    |              |
| <b>+ Gross Income</b>                                     | 21.12B | 21.57B | 25.18B  | 28.16B  | 27.51B  |              |
|   |        |        |         |         |         |              |
|   | 2013   | 2014   | 2015    | 2016    | 2017    | 5-year trend |
| <b>+ SG&amp;A Expense</b>                                 | 17.4B  | 17.78B | 20.35B  | 21.79B  | 21.85B  |              |
| Research & Development                                    | -      | -      | -       | -       | -       |              |
| Other SG&A  | 17.4B  | 17.78B | 20.35B  | 21.79B  | 21.85B  |              |
| Other Operating Expense                                   | -      | -      | -       | -       | -       |              |
| Unusual Expense   | 40M    | 709M   | (750M)  | 963M    | 872M    |              |
| EBIT after Unusual Expense                                | 3.68B  | 3.08B  | 5.58B   | 5.41B   | 4.79B   |              |
| Non Operating Income/Expense                              | 29M    | 19M    | 20M     | 297M    | 625M    |              |
| Non-Operating Interest Income                             | -      | -      | -       | -       | -       |              |
| Equity in Affiliates (Pretax)                             | 344M   | 617M   | 315M    | 37M     | 135M    |              |
| <b>+ Interest Expense</b>                                 | 161M   | 156M   | 608M    | 596M    | 693M    |              |
| Gross Interest Expense                                    | 168M   | 162M   | 609M    | 596M    | 693M    |              |
| Interest Capitalized                                      | 7M     | 6M     | 1M      | -       | -       |              |
| <b>+ Pretax Income</b>                                    | 3.9B   | 3.56B  | 5.31B   | 5.14B   | 4.85B   |              |
| Income Tax  | 1.45B  | 1.53B  | 1.06B   | 997M    | 760M    |              |
| Income Tax - Current Domestic                             | 1.26B  | 1.32B  | 967M    | 1.06B   | 804M    |              |
| Income Tax - Current Foreign                              | 15M    | 35M    | 128M    | 371M    | 390M    |              |
| Income Tax - Deferred Domestic                            | 172M   | 180M   | (39M)   | (177M)  | (330M)  |              |
| Income Tax - Deferred Foreign                             | 2M     | (5M)   | -       | (252M)  | (104M)  |              |
| Income Tax Credits  | -      | -      | -       | -       | -       |              |
| Equity in Affiliates                                      | -      | -      | 24M     | 44M     | 8M      |              |
| Other After Tax Income (Expense)                          | -      | -      | -       | -       | -       |              |
| Consolidated Net Income                                   | 2.45B  | 2.03B  | 4.28B   | 4.19B   | 4.1B    |              |
| Minority Interest Expense                                 | -      | 99M    | 59M     | 18M     | 23M     |              |
| <b>+ Net Income</b>                                       | 2.45B  | 1.93B  | 4.22B   | 4.17B   | 4.08B   |              |

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## Walgreens Boots Alliance -- Segment Structure



## Walgreens Boots Alliance -- Retail Pharmacy USA Division

Our Retail Pharmacy USA Division's principal retail pharmacy brands are Walgreens and Duane Reade. Together, they form one of the largest drugstore chains in the U.S., operating 8,100\* drugstores in 50\* states, the District of Columbia, Puerto Rico and the U.S. Virgin Islands. As of August 2017, approximately 76 percent of the population of the U.S. lives within five miles of a Walgreens or Duane Reade.

We sell prescription and non-prescription drugs, as well as general merchandise, including household items, convenience and fresh foods, personal care, beauty care, photofinishing and candy. We offer our products and services through drugstores, as well as through mail, telephone and online. We also provide specialty pharmacy and respiratory services, and operate retail clinics.

Our services help improve health outcomes for patients and manage costs for payers including employers, managed care organizations, health systems, pharmacy benefit managers and the public sector. Our stores sell branded and own brand general merchandise. In addition, Walgreens has approximately 400 in-store clinic locations throughout the U.S., some of which are operated by the Company and some of which are operated by health system partners.

Prescription drugs account for 69 percent† of sales, while retail products are 31 percent.

Overall, we filled approximately 764 million† prescriptions in fiscal 2017. Adjusted to 30-day equivalents, we filled approximately 990 million† prescriptions in fiscal 2017. Third party sales, where reimbursement is received from managed care organizations, government and private insurance, were approximately 98 percent† of prescription sales.

We utilize our extensive retail network as a channel to provide affordable quality health and wellness services to our customers and patients, as illustrated by our ability to play a significant role in providing flu vaccines and other immunizations.

We have more than 78,000\* healthcare service providers, including pharmacists, pharmacy technicians, nurse practitioners and other health related professionals. Through them we expect to continue to play a growing role in government and employer efforts to control escalating healthcare costs.

Our loyalty program, Balance® Rewards, is designed to reward our most valuable customers and encourage shopping in stores and online and allows customers the opportunity to earn points for purchasing select merchandise in addition to receiving special pricing on select products when shopping with a rewards card. Customers have the ability to instantly redeem rewards at our stores or through Walgreens.com. We had 88 million Balance® Rewards active members as of August 2017.

The Division's strategy is designed to further transform our traditional drugstore by offering ultimate convenience, driving the best customer loyalty and delivering extraordinary customer and patient care. We seek to expand our product and service offerings across new channels and markets where, in addition to our stores, customers and patients can utilize our health system pharmacies, Walgreens.com, mobile applications and social media sites.

## Walgreens Drugstores Nationwide by State

Total Drugstores - 8,100

Through August 31, 2017

Includes all 50 states, the District of Columbia, Puerto Rico and U.S. Virgin Islands

|             |     |                |     |                     |                    |
|-------------|-----|----------------|-----|---------------------|--------------------|
| Alabama     | 113 | Maine          | 14  | Oklahoma            | 115                |
| Alaska      | 12  | Maryland       | 85  | Oregon              | 76                 |
| Arizona     | 241 | Massachusetts  | 161 | Pennsylvania        | 123                |
| Arkansas    | 80  | Michigan       | 227 | Rhode Island        | 25                 |
| California  | 622 | Minnesota      | 153 | South Carolina      | 113                |
| Colorado    | 162 | Mississippi    | 75  | South Dakota        | 14                 |
| Connecticut | 93  | Missouri       | 211 | Tennessee           | 252                |
| Delaware    | 64  | Montana        | 13  | Texas               | 704                |
| Florida     | 824 | Nebraska       | 57  | Utah                | 48                 |
| Georgia     | 201 | Nevada         | 82  | Vermont             | 3                  |
| Hawaii      | 19  | New Hampshire  | 31  | Virginia            | 139                |
| Idaho       | 38  | New Jersey     | 198 | Washington          | 135                |
| Illinois    | 592 | New Mexico     | 74  | West Virginia       | 15                 |
| Indiana     | 190 | New York       | 432 | Wisconsin           | 225                |
| Iowa        | 71  | North Carolina | 265 | Wyoming             | 10                 |
| Kansas      | 71  | North Dakota   | 1   | Puerto Rico         | 120                |
| Kentucky    | 95  | Ohio           | 249 | Washington D.C.     | 9                  |
| Louisiana   | 157 |                |     | U.S. Virgin Islands | 1                  |
|             |     |                |     |                     | <b>Total 8,100</b> |

Note: Approximately 400 Walgreens stores offer Healthcare Clinic or other provider retail clinic services.



## Demographics - 1 Mile Radius

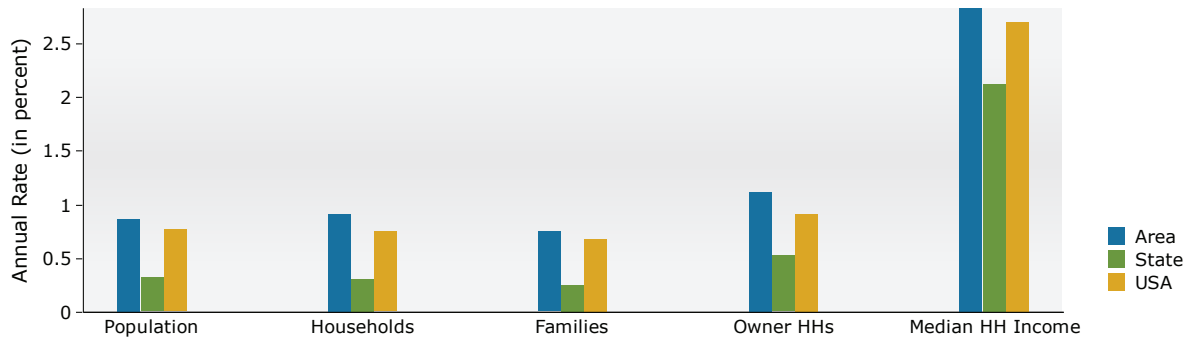


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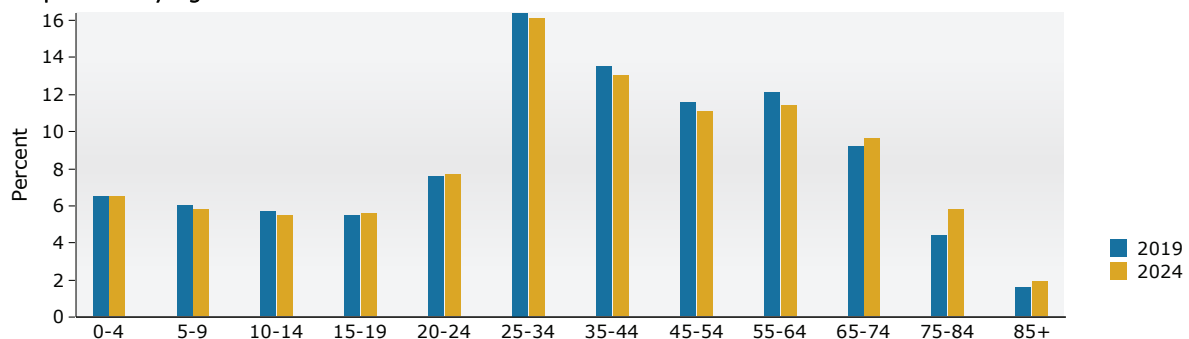
## Demographic and Income Profile

11830 W 75th St, Overland Park, Kansas, 66214  
Ring: 1 mile radiusPrepared by Esri  
Latitude: 38.99287  
Longitude: -94.72319

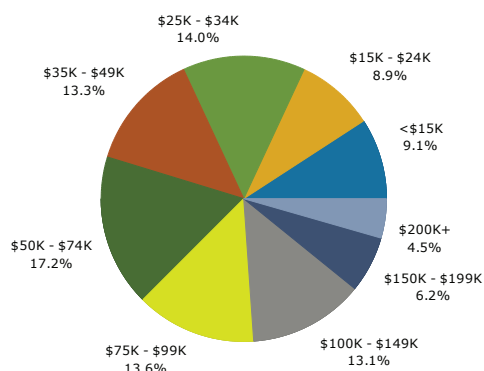
## Trends 2019-2024



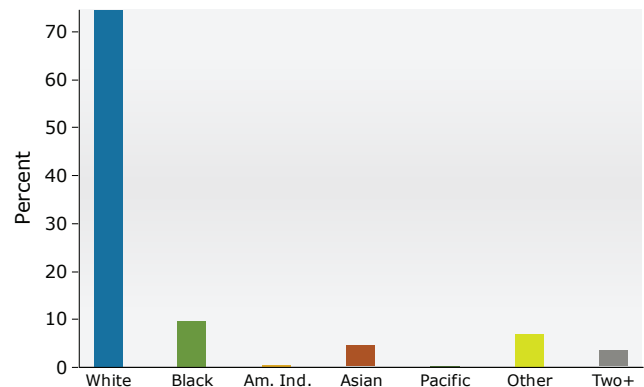
## Population by Age



## 2019 Household Income



## 2019 Population by Race



2019 Percent Hispanic Origin: 15.6%

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## Demographics - 1 Mile Radius



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Ring: 1 mile radius

Prepared by Esri  
Latitude: 38.99287  
Longitude: -94.72319

| Summary                         | Census 2010 |         | 2019     |         | 2024     |         |
|---------------------------------|-------------|---------|----------|---------|----------|---------|
| Population                      | 13,878      |         | 15,147   |         | 15,818   |         |
| Households                      | 6,049       |         | 6,667    |         | 6,980    |         |
| Families                        | 3,621       |         | 3,869    |         | 4,016    |         |
| Average Household Size          | 2.29        |         | 2.27     |         | 2.27     |         |
| Owner Occupied Housing Units    | 3,382       |         | 3,548    |         | 3,752    |         |
| Renter Occupied Housing Units   | 2,667       |         | 3,118    |         | 3,228    |         |
| Median Age                      | 34.6        |         | 36.6     |         | 37.1     |         |
| Trends: 2019 - 2024 Annual Rate | Area        |         | State    |         | National |         |
| Population                      | 0.87%       |         | 0.32%    |         | 0.77%    |         |
| Households                      | 0.92%       |         | 0.31%    |         | 0.75%    |         |
| Families                        | 0.75%       |         | 0.25%    |         | 0.68%    |         |
| Owner HHS                       | 1.12%       |         | 0.53%    |         | 0.92%    |         |
| Median Household Income         | 2.83%       |         | 2.13%    |         | 2.70%    |         |
|                                 |             |         | 2019     |         | 2024     |         |
| Households by Income            |             |         | Number   | Percent | Number   | Percent |
| <\$15,000                       |             |         | 607      | 9.1%    | 495      | 7.1%    |
| \$15,000 - \$24,999             |             |         | 592      | 8.9%    | 506      | 7.2%    |
| \$25,000 - \$34,999             |             |         | 931      | 14.0%   | 854      | 12.2%   |
| \$35,000 - \$49,999             |             |         | 890      | 13.3%   | 894      | 12.8%   |
| \$50,000 - \$74,999             |             |         | 1,146    | 17.2%   | 1,190    | 17.0%   |
| \$75,000 - \$99,999             |             |         | 910      | 13.6%   | 1,021    | 14.6%   |
| \$100,000 - \$149,999           |             |         | 874      | 13.1%   | 1,071    | 15.3%   |
| \$150,000 - \$199,999           |             |         | 416      | 6.2%    | 594      | 8.5%    |
| \$200,000+                      |             |         | 301      | 4.5%    | 355      | 5.1%    |
|                                 |             |         |          |         |          |         |
| Median Household Income         |             |         | \$55,072 |         | \$63,333 |         |
| Average Household Income        |             |         | \$76,738 |         | \$87,850 |         |
| Per Capita Income               |             |         | \$33,435 |         | \$38,400 |         |
|                                 |             |         | 2019     |         | 2024     |         |
| Population by Age               | Number      | Percent | Number   | Percent | Number   | Percent |
| 0 - 4                           | 1,027       | 7.4%    | 983      | 6.5%    | 1,035    | 6.5%    |
| 5 - 9                           | 829         | 6.0%    | 915      | 6.0%    | 911      | 5.8%    |
| 10 - 14                         | 796         | 5.7%    | 866      | 5.7%    | 877      | 5.5%    |
| 15 - 19                         | 858         | 6.2%    | 826      | 5.5%    | 885      | 5.6%    |
| 20 - 24                         | 1,125       | 8.1%    | 1,144    | 7.6%    | 1,222    | 7.7%    |
| 25 - 34                         | 2,393       | 17.2%   | 2,478    | 16.4%   | 2,549    | 16.1%   |
| 35 - 44                         | 1,735       | 12.5%   | 2,048    | 13.5%   | 2,062    | 13.0%   |
| 45 - 54                         | 1,929       | 13.9%   | 1,750    | 11.6%   | 1,751    | 11.1%   |
| 55 - 64                         | 1,646       | 11.9%   | 1,839    | 12.1%   | 1,802    | 11.4%   |
| 65 - 74                         | 909         | 6.6%    | 1,391    | 9.2%    | 1,516    | 9.6%    |
| 75 - 84                         | 472         | 3.4%    | 666      | 4.4%    | 910      | 5.8%    |
| 85+                             | 157         | 1.1%    | 241      | 1.6%    | 297      | 1.9%    |
|                                 |             |         | 2019     |         | 2024     |         |
| Race and Ethnicity              | Number      | Percent | Number   | Percent | Number   | Percent |
| White Alone                     | 10,724      | 77.3%   | 11,304   | 74.6%   | 11,485   | 72.6%   |
| Black Alone                     | 1,226       | 8.8%    | 1,467    | 9.7%    | 1,642    | 10.4%   |
| American Indian Alone           | 59          | 0.4%    | 61       | 0.4%    | 60       | 0.4%    |
| Asian Alone                     | 526         | 3.8%    | 707      | 4.7%    | 823      | 5.2%    |
| Pacific Islander Alone          | 27          | 0.2%    | 26       | 0.2%    | 26       | 0.2%    |
| Some Other Race Alone           | 896         | 6.5%    | 1,053    | 7.0%    | 1,169    | 7.4%    |
| Two or More Races               | 420         | 3.0%    | 530      | 3.5%    | 613      | 3.9%    |

## Demographics - 3 Mile Radius

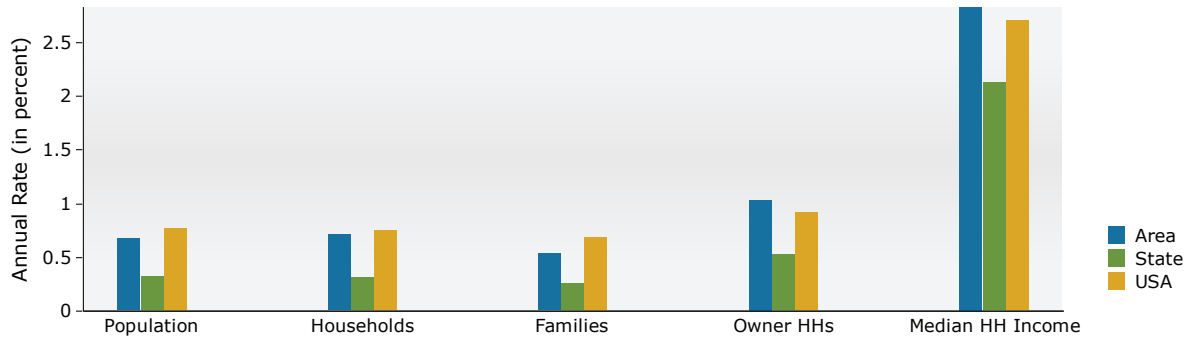


## Demographic and Income Profile

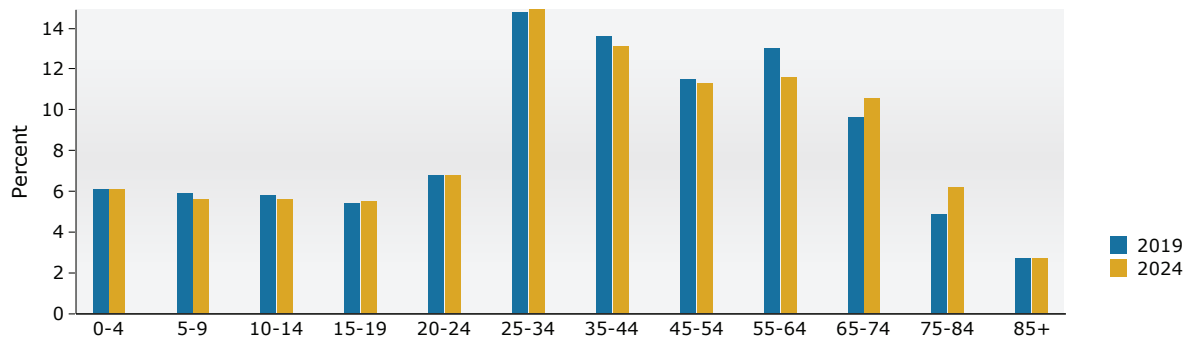
11830 W 75th St, Overland Park, Kansas, 66214  
Ring: 3 mile radius

Prepared by Esri  
Latitude: 38.99287  
Longitude: -94.72319

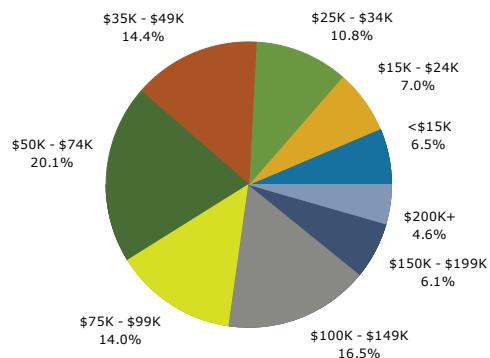
## Trends 2019-2024



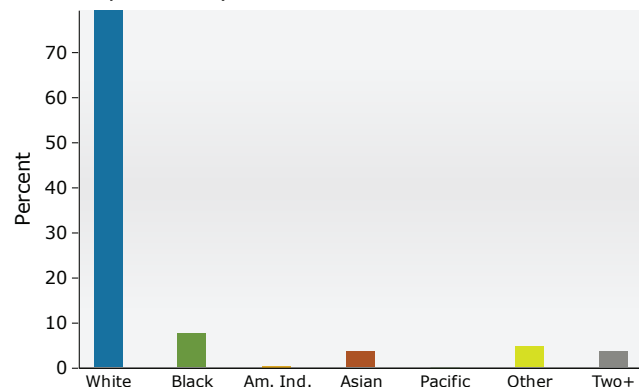
## Population by Age



## 2019 Household Income



## 2019 Population by Race



2019 Percent Hispanic Origin: 12.1%

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## Demographics - 3 Mile Radius



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Ring: 3 mile radius

Prepared by Esri  
Latitude: 38.99287  
Longitude: -94.72319

| Summary                         | Census 2010             |             | 2019     |          | 2024     |         |         |
|---------------------------------|-------------------------|-------------|----------|----------|----------|---------|---------|
| Population                      | 96,085                  |             | 100,851  |          | 104,264  |         |         |
| Households                      | 40,889                  |             | 43,102   |          | 44,646   |         |         |
| Families                        | 24,966                  |             | 25,733   |          | 26,433   |         |         |
| Average Household Size          | 2.32                    |             | 2.31     |          | 2.31     |         |         |
| Owner Occupied Housing Units    | 24,302                  |             | 24,659   |          | 25,960   |         |         |
| Renter Occupied Housing Units   | 16,587                  |             | 18,443   |          | 18,687   |         |         |
| Median Age                      | 36.7                    |             | 38.5     |          | 39.3     |         |         |
| Trends: 2019 - 2024 Annual Rate | Area                    |             | State    |          | National |         |         |
| Population                      | 0.67%                   |             | 0.32%    |          | 0.77%    |         |         |
| Households                      | 0.71%                   |             | 0.31%    |          | 0.75%    |         |         |
| Families                        | 0.54%                   |             | 0.25%    |          | 0.68%    |         |         |
| Owner HHs                       | 1.03%                   |             | 0.53%    |          | 0.92%    |         |         |
| Median Household Income         | 2.83%                   |             | 2.13%    |          | 2.70%    |         |         |
| Households by Income            | 2019                    |             |          | 2024     |          |         |         |
|                                 | Number                  |             | Percent  | Number   |          | Percent |         |
|                                 | <\$15,000               |             | 2,803    | 6.5%     | 2,299    | 5.1%    |         |
|                                 | \$15,000 - \$24,999     |             | 3,007    | 7.0%     | 2,514    | 5.6%    |         |
|                                 | \$25,000 - \$34,999     |             | 4,658    | 10.8%    | 4,109    | 9.2%    |         |
|                                 | \$35,000 - \$49,999     |             | 6,194    | 14.4%    | 5,851    | 13.1%   |         |
|                                 | \$50,000 - \$74,999     |             | 8,673    | 20.1%    | 8,598    | 19.3%   |         |
|                                 | \$75,000 - \$99,999     |             | 6,046    | 14.0%    | 6,551    | 14.7%   |         |
|                                 | \$100,000 - \$149,999   |             | 7,106    | 16.5%    | 8,695    | 19.5%   |         |
|                                 | \$150,000 - \$199,999   |             | 2,650    | 6.1%     | 3,704    | 8.3%    |         |
|                                 | \$200,000+              |             | 1,964    | 4.6%     | 2,327    | 5.2%    |         |
|                                 | Median Household Income |             | \$61,592 |          | \$70,817 |         |         |
| Average Household Income        |                         | \$81,655    |          | \$92,956 |          |         |         |
| Per Capita Income               |                         | \$34,784    |          | \$39,669 |          |         |         |
| Population by Age               | Census 2010             |             | 2019     |          | 2024     |         |         |
|                                 | Number                  | Percent     | Number   | Percent  | Number   | Percent |         |
|                                 | 0 - 4                   | 6,548       | 6.8%     | 6,108    | 6.1%     | 6,355   | 6.1%    |
|                                 | 5 - 9                   | 5,728       | 6.0%     | 5,909    | 5.9%     | 5,886   | 5.6%    |
|                                 | 10 - 14                 | 5,829       | 6.1%     | 5,884    | 5.8%     | 5,858   | 5.6%    |
|                                 | 15 - 19                 | 5,642       | 5.9%     | 5,449    | 5.4%     | 5,714   | 5.5%    |
|                                 | 20 - 24                 | 6,296       | 6.6%     | 6,903    | 6.8%     | 7,103   | 6.8%    |
|                                 | 25 - 34                 | 15,964      | 16.6%    | 14,914   | 14.8%    | 15,526  | 14.9%   |
|                                 | 35 - 44                 | 11,778      | 12.3%    | 13,684   | 13.6%    | 13,671  | 13.1%   |
|                                 | 45 - 54                 | 13,863      | 14.4%    | 11,596   | 11.5%    | 11,781  | 11.3%   |
|                                 | 55 - 64                 | 11,902      | 12.4%    | 13,066   | 13.0%    | 12,056  | 11.6%   |
|                                 | 65 - 74                 | 6,098       | 6.3%     | 9,679    | 9.6%     | 11,001  | 10.6%   |
|                                 | 75 - 84                 | 4,180       | 4.4%     | 4,937    | 4.9%     | 6,462   | 6.2%    |
|                                 | 85+                     | 2,260       | 2.4%     | 2,722    | 2.7%     | 2,850   | 2.7%    |
|                                 | Race and Ethnicity      | Census 2010 |          | 2019     |          | 2024    |         |
|                                 |                         | Number      | Percent  | Number   | Percent  | Number  | Percent |
|                                 |                         | White Alone | 79,031   | 82.3%    | 80,104   | 79.4%   | 80,696  |
| Black Alone                     |                         | 6,528       | 6.8%     | 7,827    | 7.8%     | 8,848   | 8.5%    |
| American Indian Alone           |                         | 420         | 0.4%     | 415      | 0.4%     | 415     | 0.4%    |
| Asian Alone                     |                         | 2,954       | 3.1%     | 3,791    | 3.8%     | 4,395   | 4.2%    |
| Pacific Islander Alone          |                         | 85          | 0.1%     | 84       | 0.1%     | 85      | 0.1%    |
| Some Other Race Alone           |                         | 4,062       | 4.2%     | 4,840    | 4.8%     | 5,440   | 5.2%    |
| Two or More Races               |                         | 3,004       | 3.1%     | 3,789    | 3.8%     | 4,385   | 4.2%    |

## Demographics - 5 Mile Radius

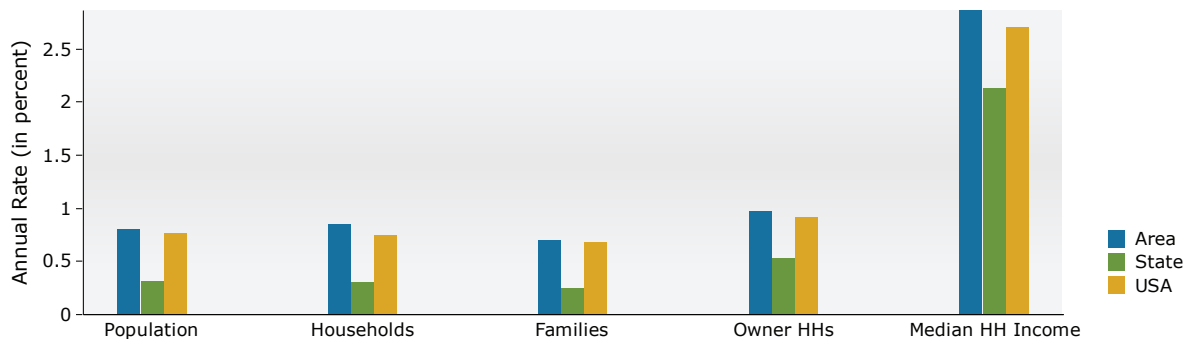


esri®

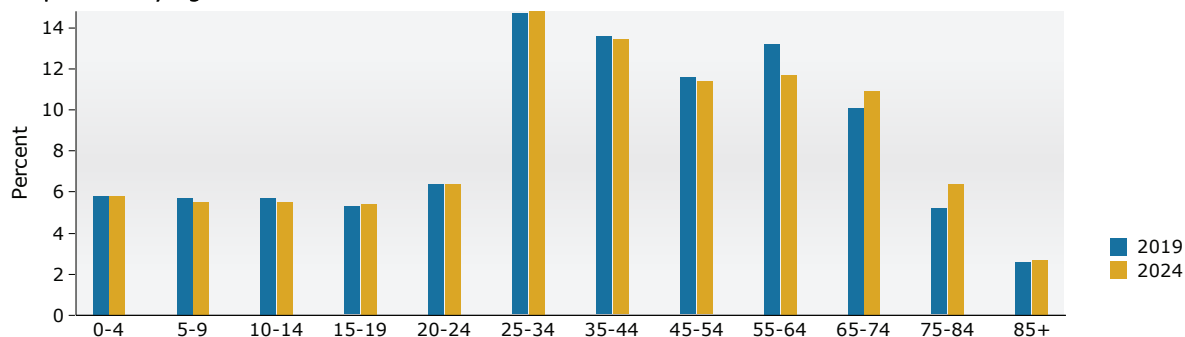
## Demographic and Income Profile

11830 W 75th St, Overland Park, Kansas, 66214  
Ring: 5 mile radiusPrepared by Esri  
Latitude: 38.99287  
Longitude: -94.72319

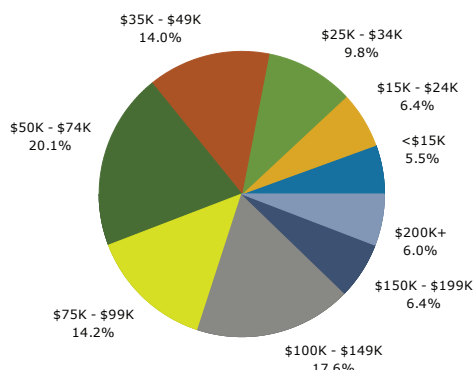
## Trends 2019-2024



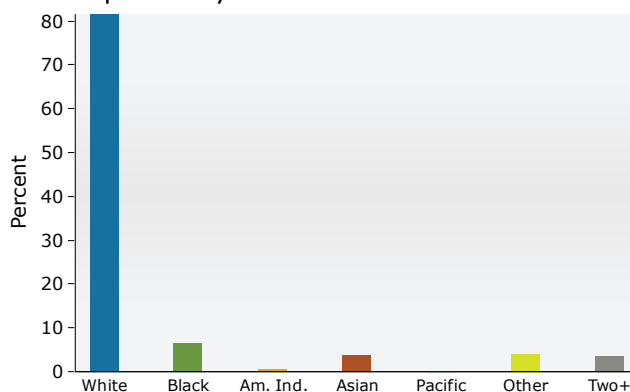
## Population by Age



## 2019 Household Income



## 2019 Population by Race



2019 Percent Hispanic Origin: 10.8%

John Giordani

Art Griffith

(888) 258-7605

listings@deerfieldteam.com

## Demographics - 5 Mile Radius



## Demographic and Income Profile

11830 W 75th St, Overland Park, Kansas, 66214  
Ring: 5 mile radius

Prepared by Esri  
Latitude: 38.99287  
Longitude: -94.72319

| Summary                         | Census 2010           |             | 2019    |          | 2024     |         |       |
|---------------------------------|-----------------------|-------------|---------|----------|----------|---------|-------|
| Population                      | 198,311               |             | 211,460 |          | 220,194  |         |       |
| Households                      | 86,127                |             | 92,228  |          | 96,218   |         |       |
| Families                        | 52,116                |             | 54,646  |          | 56,581   |         |       |
| Average Household Size          | 2.29                  |             | 2.28    |          | 2.27     |         |       |
| Owner Occupied Housing Units    | 54,987                |             | 55,940  |          | 58,723   |         |       |
| Renter Occupied Housing Units   | 31,140                |             | 36,289  |          | 37,495   |         |       |
| Median Age                      | 37.7                  |             | 39.2    |          | 40.1     |         |       |
| Trends: 2019 - 2024 Annual Rate | Area                  |             | State   |          | National |         |       |
| Population                      | 0.81%                 |             | 0.32%   |          | 0.77%    |         |       |
| Households                      | 0.85%                 |             | 0.31%   |          | 0.75%    |         |       |
| Families                        | 0.70%                 |             | 0.25%   |          | 0.68%    |         |       |
| Owner HHs                       | 0.98%                 |             | 0.53%   |          | 0.92%    |         |       |
| Median Household Income         | 2.86%                 |             | 2.13%   |          | 2.70%    |         |       |
|                                 |                       |             | 2019    |          | 2024     |         |       |
| Households by Income            |                       |             | Number  | Percent  | Number   | Percent |       |
|                                 | <\$15,000             |             | 5,115   | 5.5%     | 4,213    | 4.4%    |       |
|                                 | \$15,000 - \$24,999   |             | 5,948   | 6.4%     | 4,992    | 5.2%    |       |
|                                 | \$25,000 - \$34,999   |             | 9,055   | 9.8%     | 8,035    | 8.4%    |       |
|                                 | \$35,000 - \$49,999   |             | 12,933  | 14.0%    | 12,280   | 12.8%   |       |
|                                 | \$50,000 - \$74,999   |             | 18,545  | 20.1%    | 18,320   | 19.0%   |       |
|                                 | \$75,000 - \$99,999   |             | 13,085  | 14.2%    | 14,141   | 14.7%   |       |
|                                 | \$100,000 - \$149,999 |             | 16,189  | 17.6%    | 19,570   | 20.3%   |       |
|                                 | \$150,000 - \$199,999 |             | 5,859   | 6.4%     | 8,202    | 8.5%    |       |
|                                 | \$200,000+            |             | 5,495   | 6.0%     | 6,461    | 6.7%    |       |
|                                 |                       |             |         |          |          |         |       |
| Median Household Income         |                       | \$65,428    |         | \$75,346 |          |         |       |
| Average Household Income        |                       | \$88,292    |         | \$99,833 |          |         |       |
| Per Capita Income               |                       | \$38,382    |         | \$43,476 |          |         |       |
|                                 |                       |             | 2019    |          | 2024     |         |       |
| Population by Age               | Census 2010           |             |         |          |          |         |       |
|                                 | Number                | Percent     | Number  | Percent  | Number   | Percent |       |
|                                 | 0 - 4                 | 12,879      | 6.5%    | 12,258   | 5.8%     | 12,853  | 5.8%  |
|                                 | 5 - 9                 | 11,589      | 5.8%    | 12,031   | 5.7%     | 12,168  | 5.5%  |
|                                 | 10 - 14               | 11,595      | 5.8%    | 12,125   | 5.7%     | 12,157  | 5.5%  |
|                                 | 15 - 19               | 11,344      | 5.7%    | 11,279   | 5.3%     | 11,793  | 5.4%  |
|                                 | 20 - 24               | 12,357      | 6.2%    | 13,492   | 6.4%     | 14,024  | 6.4%  |
|                                 | 25 - 34               | 32,731      | 16.5%   | 31,179   | 14.7%    | 32,608  | 14.8% |
|                                 | 35 - 44               | 24,359      | 12.3%   | 28,695   | 13.6%    | 29,486  | 13.4% |
|                                 | 45 - 54               | 28,774      | 14.5%   | 24,627   | 11.6%    | 25,158  | 11.4% |
|                                 | 55 - 64               | 25,408      | 12.8%   | 27,819   | 13.2%    | 25,751  | 11.7% |
|                                 | 65 - 74               | 13,710      | 6.9%    | 21,451   | 10.1%    | 24,072  | 10.9% |
|                                 | 75 - 84               | 9,036       | 4.6%    | 10,927   | 5.2%     | 14,197  | 6.4%  |
|                                 | 85+                   | 4,529       | 2.3%    | 5,576    | 2.6%     | 5,926   | 2.7%  |
|                                 |                       |             |         | 2019     |          | 2024    |       |
|                                 | Race and Ethnicity    | Census 2010 |         |          |          |         |       |
| Number                          |                       | Percent     | Number  | Percent  | Number   | Percent |       |
| White Alone                     |                       | 167,406     | 84.4%   | 172,549  | 81.6%    | 175,208 | 79.6% |
| Black Alone                     |                       | 11,212      | 5.7%    | 13,774   | 6.5%     | 15,789  | 7.2%  |
| American Indian Alone           |                       | 815         | 0.4%    | 818      | 0.4%     | 827     | 0.4%  |
| Asian Alone                     |                       | 5,934       | 3.0%    | 8,108    | 3.8%     | 9,652   | 4.4%  |
| Pacific Islander Alone          |                       | 142         | 0.1%    | 166      | 0.1%     | 179     | 0.1%  |
| Some Other Race Alone           |                       | 7,118       | 3.6%    | 8,689    | 4.1%     | 9,920   | 4.5%  |
| Two or More Races               |                       | 5,685       | 2.9%    | 7,356    | 3.5%     | 8,619   | 3.9%  |