



11+ Year Walgreens - Strong Sales - Zero Landlord Responsibilities

- Less Than a Mile From the World Famous Oakmont Country Club
- Affluent Demographics, Average HH Incomes Almost \$100k
- Excellent Store Sales History
- Absolute Net - No Landlord Responsibilities
- Strategic Location for Walgreens - Just 10 Miles from Downtown Pittsburgh
- Full Walgreens Guaranty

Walgreens

📍 OAKMONT, PA

\$6,948,234

6.40% CAP

📞 (888) 258-7605

✉️ Listings@deerfieldteam.com

John Giordani
Art Griffith



DeerfieldPartners

The Drugstore Experts

INVESTMENT SUMMARY

offering memorandum

324 HULTON RD. | OAKMONT, PA 15139

WALGREENS #9803

\$6,948,234

PRICE

6.40%

CAP

\$444,687

NOI

11

YEARS REMAINING

Oakmont is an affluent bedroom community, located just 10 miles from Downtown Pittsburgh. Oakmont is known for being one of Pittsburgh's most desirable communities, and is also home to the famous Oakmont Country Club, which is less than a mile from this Walgreens store. This store features a rare Absolute Net Lease with ZERO landlord responsibilities. This investment features a strong reported sales history, and is an ideal 1031 exchange, with the full rents guaranteed by Walgreens Corporate.



John Giordani
Art Griffith

(888) 258-7605
Listings@deerfieldteam.com

 **DeerfieldPartners**
The Drugstore Experts

PROPERTY OVERVIEW



PROPERTY DETAILS

Address: 324 Hulton Rd.
Year Built: 2006
Building Size: 14,490 SF
Lot Size: 1.30 Acres
Tenant: Walgreens



LEASE SUMMARY

Lease Type: NNN
Landlord Responsibilities: None
Rent Start Date: 1/6/2007
Firm Term End Date: 1/31/2032
Termination Options: Tenant has 10 5-year options to renew after the initial 25-year lease term.



John Giordani
Art Griffith

(888) 258-7605
Listings@deerfieldteam.com

 **DeerfieldPartners**
The Drugstore Experts

DEMOGRAPHICS



POPULATION

1 Mile	3 Mile	5 Mile
6,270	31,904	95,884



AVERAGE HOUSEHOLD INCOME

1 Mile	3 Mile	5 Mile
\$98,612	\$98,481	\$92,920



John Giordani
Art Griffith

(888) 258-7605
Listings@deerfieldteam.com

 **DeerfieldPartners**
The Drugstore Experts



Panera
BREAD

ACE
Hardware

KeyBank

SUBJECT PROPERTY
Walgreens

OAKMONT COUNTRY CLUB

← ± 1 MILE FROM
SUBJECT PROPERTY

PNC

RIVERVIEW JR
HIGH SCHOOL

ALLEGHENY AVE
(8,658 VPD)



HULTON RD

HULTON RD
(18,646 VPD)

MATTRESS
Warehouse

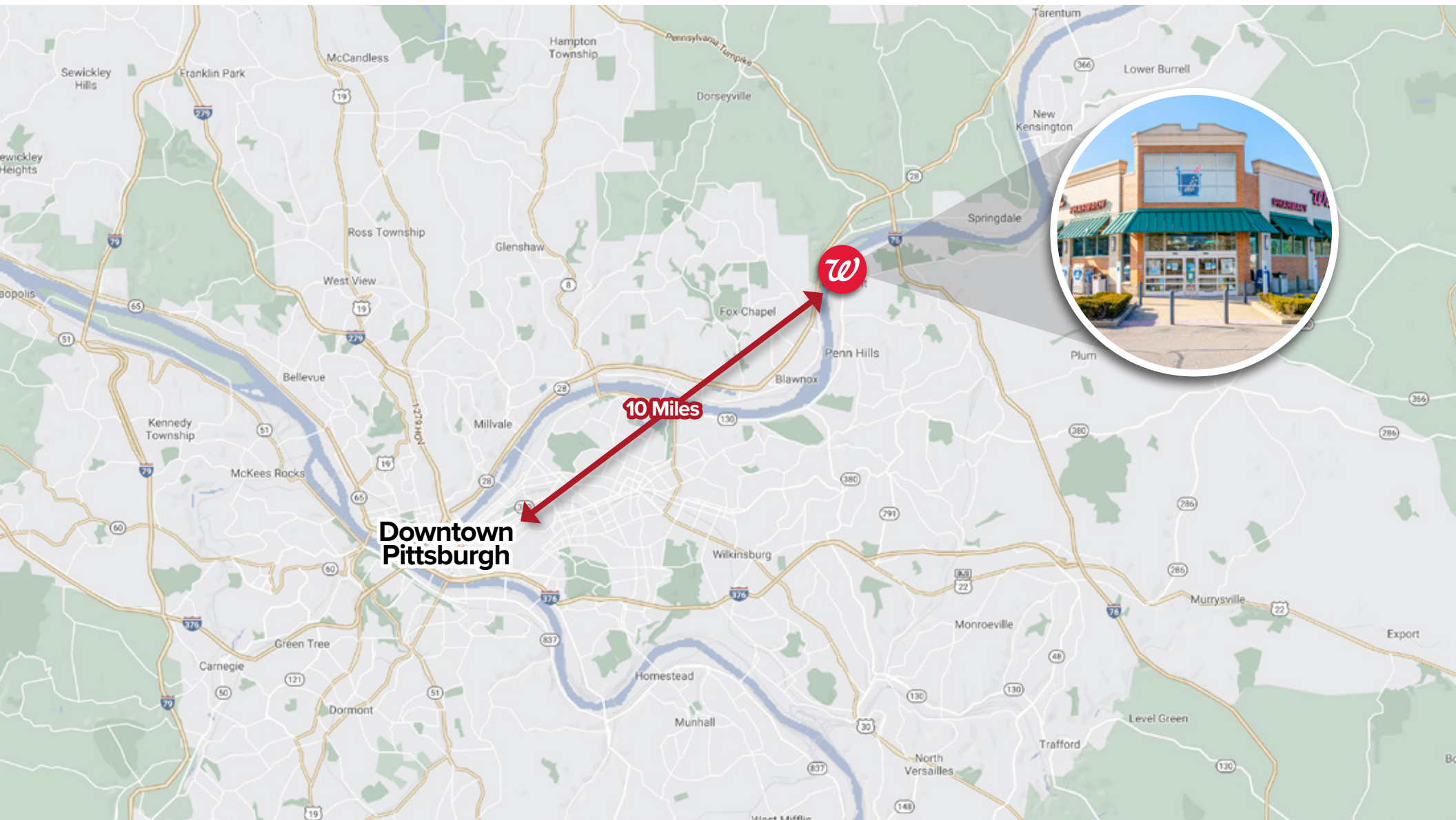
Speedway

John Giordani
Art Griffith

(888) 258-7605
 Listings@deerfieldteam.com

DeerfieldPartners
The Drugstore Experts

REGIONAL OVERVIEW



John Giordani
Art Griffith

(888) 258-7605
Listings@deerfieldteam.com

 **DeerfieldPartners**
The Drugstore Experts

ABOUT WALGREENS BOOTS ALLIANCE



Walgreens is committed to providing health services that protect our communities from COVID-19. As of February, 2021 Walgreens will support the administration of COVID-19 vaccines to the general public through their more than 9,000 store locations. With nationwide presence, extensive vaccine experience and trusted community pharmacists, Walgreens can help accelerate COVID-19 vaccine administration nationwide. Walgreens will continue to provide COVID-19 drive-thru testing in 49 states and at-home testing kits.

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 415,000* 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 18,500* 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 2018, using publicly available information for AmerisourceBergen.

**For 12 months ending 31 August 2018, using publicly available information for AmerisourceBergen.



John Giordani
Art Griffith

(888) 258-7605
Listings@deerfieldteam.com

 **DeerfieldPartners**
The Drugstore Experts

WALGREENS INCOME STATEMENTS TRAILING 5 YEARS

Fiscal year is Sept. – Aug. (All values USD millions)	2015	2016	2017	2018	2019
Sales/Revenue	103.44B	117.35B	118.21B	131.54B	136.87B
Sales Growth	35.41%	13.44%	0.74%	11.27%	4.05%
Cost of Goods Sold (COGS) Incl, D&A	78.26B	89.2B	90.71B	102.52B	108.83B
COGS excluding D&A	76.52B	87.48B	89.05B	100.75B	106.79B
Depreciation & Amortization Expense	1.74B	1.72B	1.65B	1.77B	2.04B
Depreciation	1.26B	1.32B	1.27B	1.28B	1.49B
Amortization of Intangibles	480M	396M	385M	493M	552M
Gross Income	25.18B	28.16B	27.51B	29.02B	28.04B
	2015	2016	2017	2018	2019
SG&A Expense	20.26B	21.79B	21.25B	22.88B	22.91B
Research & Development	-	-	-	-	-
Other SG&A	20.26B	21.79B	21.25B	22.88B	22.91B
Other Operating Expense	-	-	-	-	-
Unusual Expense	(663M)	963M	886M	188M	311M
EBIT after Unusual Expense	5.58B	5.41B	5.37B	(188M)	4.82B
Non Operating Income/Expense	20M	297M	37M	450M	251M
Non-Operating Interest Income	-	-	-	-	-
Equity in Affiliates (Pretax)	315M	37M	135M	191M	164M
Interest Expense	608M	596M	693M	616M	704M
Gross Interest Expense	609M	596M	693M	616M	704M
Interest Capitalized	1M	-	-	-	-
Pretax Income	5.31B	5.14B	4.85B	5.98B	4.53B
Income Tax	1.06B	997M	760M	998M	588M
Income Tax – Current Domestic	967M	1.06B	804M	969M	247M
Income Tax – Current Foreign	128M	371M	390M	353M	241M
Income Tax – Deferred Domestic	(39M)	(177M)	(330M)	(266M)	155M
Income Tax – Deferred Foreign	-	(252M)	(104M)	(58M)	(55M)
Income Tax Credits	-	-	-	-	-
Equity In Affiliates	24M	44M	8M	54M	23M
Other After Tax Income (Expense)	-	-	-	-	-
Consolidated Net Income	4.28B	4.19B	4.1B	5.03B	3.96B
Minority Interest Expense	59M	18M	23M	7M	(20M)



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.

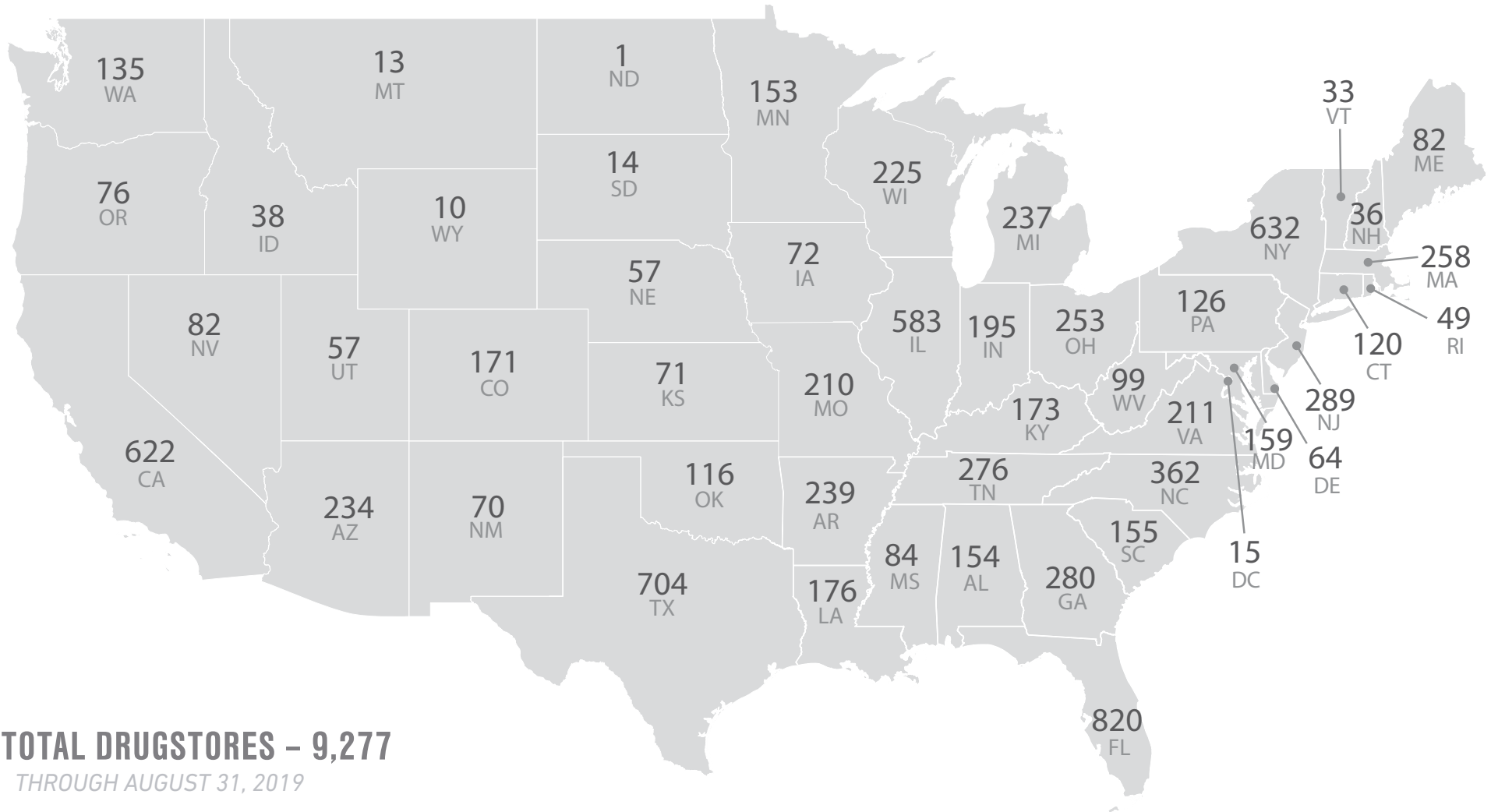
We seek to expand our product and service offerings across new channels and markets where, in addition to our stores, customers and patients can utilize our health system pharmacies, Walgreens.com, mobile applications and social media sites.

John Giordani
Art Griffith

 (888) 258-7605
 Listings@deerfieldteam.com

 **DeerfieldPartners**
The Drugstore Experts

WALGREENS DRUGSTORES NATIONWIDE BY STATE



TOTAL DRUGSTORES – 9,277

THROUGH AUGUST 31, 2019

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

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

John Giordani
Art Griffith

(888) 258-7605
Listings@deerfieldteam.com

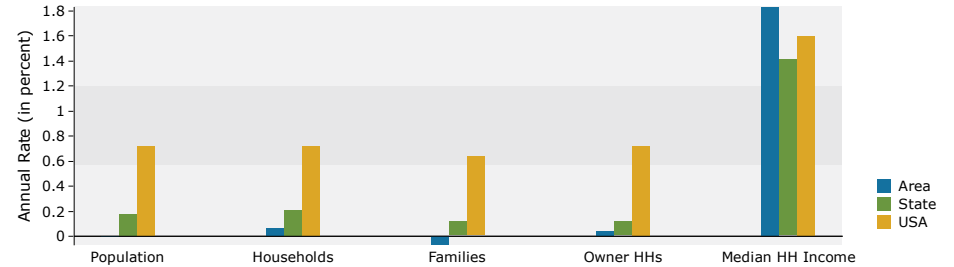
 **DeerfieldPartners**
The Drugstore Experts

1-Mile DEMOGRAPHICS

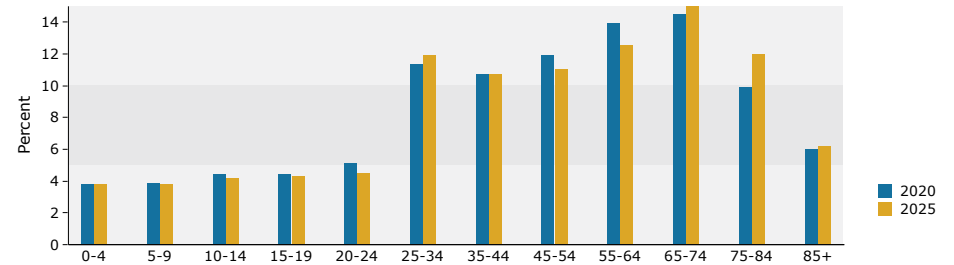
Summary		Census 2010		2020		2025	
Population		6,184		6,270		6,268	
Households		2,889		2,974		2,985	
Families		1,520		1,524		1,519	
Average Household Size		2.05		2.02		2.02	
Owner Occupied Housing Units		1,668		1,661		1,664	
Renter Occupied Housing Units		1,221		1,314		1,321	
Median Age		47.5		50.5		51.2	
Trends: 2020-2025 Annual Rate		Area		State		National	
Population		-0.01%		0.18%		0.72%	
Households		0.07%		0.21%		0.72%	
Families		-0.07%		0.12%		0.64%	
Owner HHs		0.04%		0.12%		0.72%	
Median Household Income		1.83%		1.41%		1.60%	
Households by Income				2020		2025	
				Number	Percent	Number	Percent
<\$15,000				221	7.4%	197	6.6%
\$15,000 - \$24,999				236	7.9%	213	7.1%
\$25,000 - \$34,999				306	10.3%	286	9.6%
\$35,000 - \$49,999				327	11.0%	304	10.2%
\$50,000 - \$74,999				523	17.6%	514	17.2%
\$75,000 - \$99,999				411	13.8%	422	14.1%
\$100,000 - \$149,999				427	14.4%	460	15.4%
\$150,000 - \$199,999				217	7.3%	248	8.3%
\$200,000+				305	10.3%	340	11.4%
Median Household Income				\$67,132		\$73,508	
Average Household Income				\$98,612		\$108,739	
Per Capita Income				\$47,302		\$52,352	
		Census 2010		2020		2025	
Population by Age		Number	Percent	Number	Percent	Number	Percent
0 - 4		264	4.3%	240	3.8%	237	3.8%
5 - 9		270	4.4%	245	3.9%	241	3.8%
10 - 14		313	5.1%	275	4.4%	266	4.2%
15 - 19		316	5.1%	277	4.4%	267	4.3%
20 - 24		289	4.7%	321	5.1%	283	4.5%
25 - 34		714	11.5%	716	11.4%	748	11.9%
35 - 44		700	11.3%	670	10.7%	673	10.7%
45 - 54		920	14.9%	747	11.9%	689	11.0%
55 - 64		902	14.6%	871	13.9%	785	12.5%
65 - 74		624	10.1%	911	14.5%	943	15.0%
75 - 84		558	9.0%	622	9.9%	750	12.0%
85+		312	5.0%	375	6.0%	388	6.2%
		Census 2010		2020		2025	
Race and Ethnicity		Number	Percent	Number	Percent	Number	Percent
White Alone		5,996	97.0%	6,001	95.7%	5,945	94.8%
Black Alone		62	1.0%	70	1.1%	75	1.2%
American Indian Alone		7	0.1%	10	0.2%	13	0.2%
Asian Alone		55	0.9%	93	1.5%	119	1.9%
Pacific Islander Alone		0	0.0%	0	0.0%	0	0.0%
Some Other Race Alone		14	0.2%	21	0.3%	26	0.4%
Two or More Races		50	0.8%	73	1.2%	91	1.5%
Hispanic Origin (Any Race)		91	1.5%	150	2.4%	190	3.0%

- Major Totals are expressed in nearest dollars

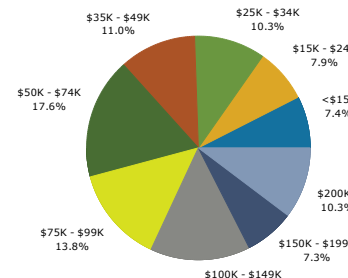
Trends 2020-2025



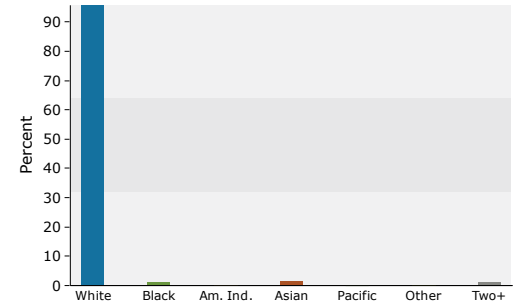
Population by Age



2020 Household Income



2020 Population by Race



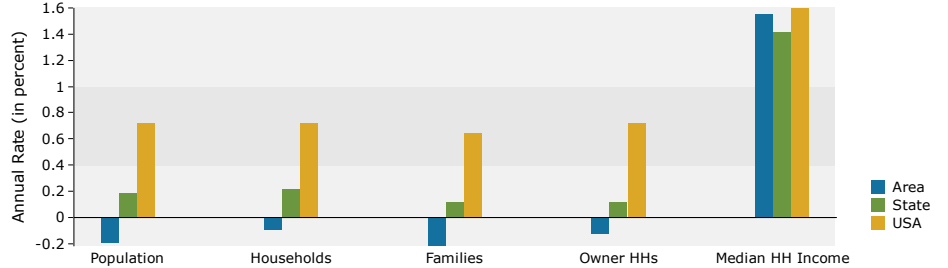
2020 Percent Hispanic Origin: 2.4%

3-Mile DEMOGRAPHICS

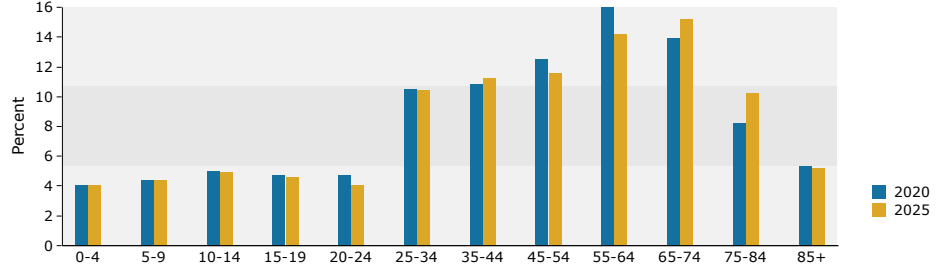
Summary		Census 2010		2020		2025			
Population		32,449		31,904		31,588			
Households		14,576		14,623		14,553			
Families		8,644		8,489		8,398			
Average Household Size		2.19		2.15		2.13			
Owner Occupied Housing Units		10,363		10,149		10,081			
Renter Occupied Housing Units		4,213		4,473		4,473			
Median Age		47.5		50.1		50.6			
Trends: 2020-2025 Annual Rate		Area		State		National			
Population		-0.20%		0.18%		0.72%			
Households		-0.10%		0.21%		0.72%			
Families		-0.22%		0.12%		0.64%			
Owner HHs		-0.13%		0.12%		0.72%			
Median Household Income		1.55%		1.41%		1.60%			
Households by Income				2020		2025			
				Number	Percent	Number	Percent		
		<\$15,000		1,185	8.1%	1,075	7.4%		
		\$15,000 - \$24,999		1,178	8.1%	1,064	7.3%		
		\$25,000 - \$34,999		1,402	9.6%	1,304	9.0%		
		\$35,000 - \$49,999		1,955	13.4%	1,834	12.6%		
		\$50,000 - \$74,999		2,526	17.3%	2,482	17.1%		
		\$75,000 - \$99,999		1,815	12.4%	1,867	12.8%		
		\$100,000 - \$149,999		2,163	14.8%	2,303	15.8%		
		\$150,000 - \$199,999		956	6.5%	1,053	7.2%		
\$200,000+		1,443	9.9%	1,571	10.8%				
Median Household Income				\$63,518		\$68,590			
Average Household Income				\$98,481		\$107,813			
Per Capita Income				\$45,710		\$50,304			
Population by Age		Census 2010		2020		2025			
		Number	Percent	Number	Percent	Number	Percent		
		0 - 4		1,470	4.5%	1,308	4.1%	1,289	4.1%
		5 - 9		1,541	4.7%	1,393	4.4%	1,380	4.4%
		10 - 14		1,834	5.7%	1,598	5.0%	1,541	4.9%
		15 - 19		1,812	5.6%	1,486	4.7%	1,465	4.6%
		20 - 24		1,463	4.5%	1,491	4.7%	1,295	4.1%
		25 - 34		3,338	10.3%	3,356	10.5%	3,276	10.4%
		35 - 44		3,580	11.0%	3,455	10.8%	3,546	11.2%
		45 - 54		5,224	16.1%	3,980	12.5%	3,657	11.6%
		55 - 64		5,008	15.4%	5,108	16.0%	4,499	14.2%
		65 - 74		3,075	9.5%	4,439	13.9%	4,790	15.2%
		75 - 84		2,706	8.3%	2,613	8.2%	3,207	10.2%
		85+		1,399	4.3%	1,677	5.3%	1,644	5.2%
		Race and Ethnicity		Census 2010		2020		2025	
Number	Percent			Number	Percent	Number	Percent		
White Alone				29,968	92.4%	28,805	90.3%	28,084	88.9%
Black Alone				1,381	4.3%	1,456	4.6%	1,491	4.7%
American Indian Alone				39	0.1%	48	0.2%	54	0.2%
Asian Alone				605	1.9%	959	3.0%	1,196	3.8%
Pacific Islander Alone				2	0.0%	3	0.0%	3	0.0%
Some Other Race Alone				78	0.2%	100	0.3%	116	0.4%
Two or More Races				377	1.2%	533	1.7%	644	2.0%
Hispanic Origin (Any Race)				405	1.2%	631	2.0%	796	2.5%

- Median Income is expressed in current dollars

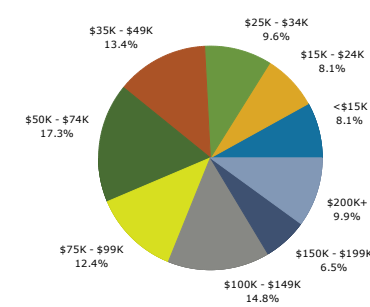
Trends 2020-2025



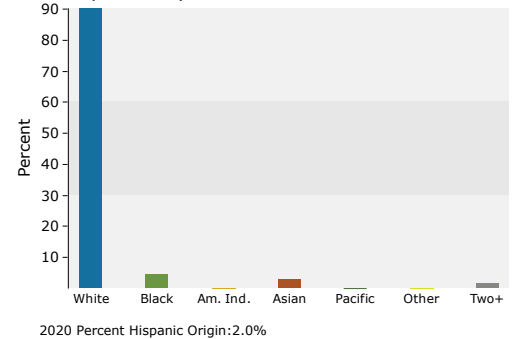
Population by Age



2020 Household Income



2020 Population by Race

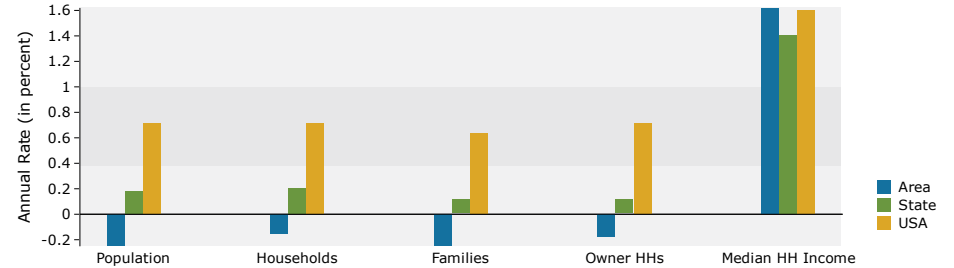


5-Mile DEMOGRAPHICS

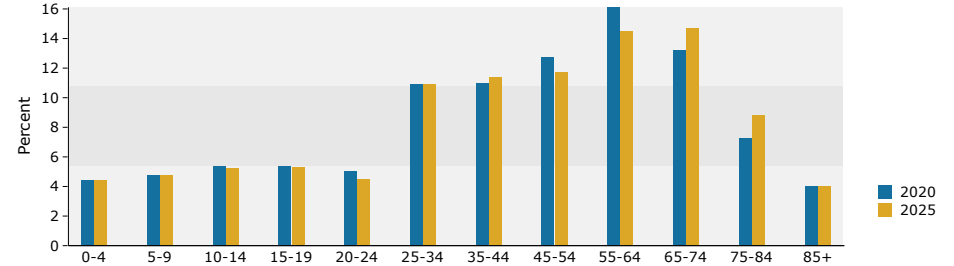
Summary		Census 2010		2020		2025	
Population		98,933		95,884		94,685	
Households		43,491		42,841		42,502	
Families		26,613		25,857		25,539	
Average Household Size		2.24		2.20		2.19	
Owner Occupied Housing Units		31,154		30,319		30,040	
Renter Occupied Housing Units		12,337		12,523		12,462	
Median Age		45.5		47.7		48.2	
Trends: 2020-2025 Annual Rate		Area		State		National	
Population		-0.25%		0.18%		0.72%	
Households		-0.16%		0.21%		0.72%	
Families		-0.25%		0.12%		0.64%	
Owner HHs		-0.18%		0.12%		0.72%	
Median Household Income		1.62%		1.41%		1.60%	
Households by Income				2020		2025	
				Number	Percent	Number	Percent
<\$15,000				4,091	9.5%	3,688	8.7%
\$15,000 - \$24,999				3,866	9.0%	3,500	8.2%
\$25,000 - \$34,999				4,110	9.6%	3,852	9.1%
\$35,000 - \$49,999				5,092	11.9%	4,717	11.1%
\$50,000 - \$74,999				7,410	17.3%	7,216	17.0%
\$75,000 - \$99,999				5,605	13.1%	5,723	13.5%
\$100,000 - \$149,999				6,347	14.8%	6,744	15.9%
\$150,000 - \$199,999				2,636	6.2%	2,973	7.0%
\$200,000+				3,681	8.6%	4,085	9.6%
Median Household Income				\$62,057		\$67,249	
Average Household Income				\$92,920		\$102,466	
Per Capita Income				\$41,584		\$46,046	
		Census 2010		2020		2025	
Population by Age		Number	Percent	Number	Percent	Number	Percent
0 - 4		4,763	4.8%	4,184	4.4%	4,124	4.4%
5 - 9		5,234	5.3%	4,528	4.7%	4,451	4.7%
10 - 14		6,025	6.1%	5,173	5.4%	4,938	5.2%
15 - 19		6,246	6.3%	5,202	5.4%	4,984	5.3%
20 - 24		4,710	4.8%	4,754	5.0%	4,282	4.5%
25 - 34		10,234	10.3%	10,472	10.9%	10,275	10.9%
35 - 44		11,499	11.6%	10,564	11.0%	10,837	11.4%
45 - 54		16,256	16.4%	12,214	12.7%	11,083	11.7%
55 - 64		14,865	15.0%	15,438	16.1%	13,717	14.5%
65 - 74		8,687	8.8%	12,648	13.2%	13,874	14.7%
75 - 84		7,073	7.1%	6,888	7.2%	8,359	8.8%
85+		3,342	3.4%	3,820	4.0%	3,760	4.0%
		Census 2010		2020		2025	
Race and Ethnicity		Number	Percent	Number	Percent	Number	Percent
White Alone		76,874	77.7%	72,595	75.7%	70,360	74.3%
Black Alone		17,863	18.1%	17,463	18.2%	17,319	18.3%
American Indian Alone		161	0.2%	177	0.2%	193	0.2%
Asian Alone		1,887	1.9%	2,814	2.9%	3,491	3.7%
Pacific Islander Alone		6	0.0%	8	0.0%	8	0.0%
Some Other Race Alone		353	0.4%	434	0.5%	493	0.5%
Two or More Races		1,789	1.8%	2,393	2.5%	2,820	3.0%
Hispanic Origin (Any Race)		1,341	1.4%	1,990	2.1%	2,457	2.6%

* Median Income is expressed in current dollars

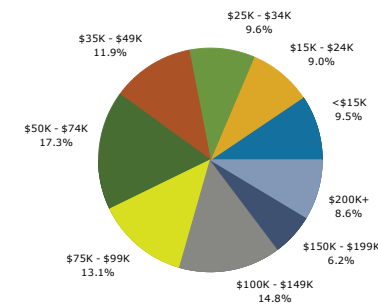
Trends 2020-2025



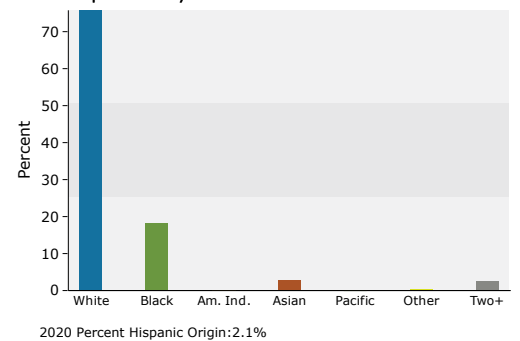
Population by Age



2020 Household Income



2020 Population by Race



John Giordani

Partner

listings@deerfieldteam.com

888-258-7605

Arthur Griffith

Partner

listings@deerfieldteam.com

888-258-7605

Deerfield Partners

201 Mission Street

12th Floor

San Francisco, CA 94105

deerfieldteam.com

**100% Focused on Drugstores
All Day, Every Day**



All information provided is deemed reliable, but is not guaranteed and should be independently verified.