



# WELLOW URGENT CARE

EUCLID (CLEVELAND MSA), OHIO

OFFERING MEMORANDUM





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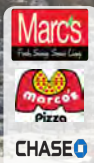
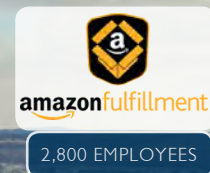
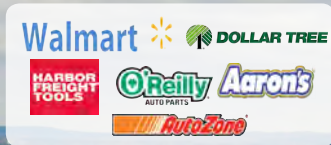
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LAKESHORE BLVD. 19,000 CARS/DAY

SUBJECT PROPERTY



WALGREENS





## ADDRESS

22595 Lake Shore Blvd.  
Euclid, OH 44123

## PRICE

\$3,405,000

## CAP RATE

5.50%

## NOI

\$187,250

# FINANCIAL OVERVIEW

PRICE	\$3,405,000
CAP RATE	5.50%
GROSS LEASABLE AREA	3,500 SF
YEAR BUILT	2022
LOT SIZE	0.83 +/- Acres

## *Lease Summary*

LEASE TYPE	NN
ROOF & STRUCTURE	Landlord Responsible
LEASE TERM	10 Years
RENT COMMENCEMENT	Est. April 2022
INCREASES	8% Every Five Years
OPTIONS	Three, 5-Year
OPTION TO TERMINATE	None
RIGHT OF FIRST REFUSAL	None

TERM	ANNUAL RENT	MONTHLY RENT
Year 1 - Year 5	\$187,250	\$15,604
Year 6 - Year 10	\$202,230	\$16,853
Option 1	\$218,400	\$18,200
Option 2	\$235,865	\$19,655
Option 3	\$254,730	\$21,228



## TENANT OVERVIEW

**OWNERSHIP:** PRIVATE  
**TENANT:** ASP UC SUPPORT LLC

WellNow Urgent Care is one of the fastest-growing providers of urgent medical care, telehealth and occupational health services in the United States, with more than 90 centers across New York, Illinois, Ohio and Michigan. Founded as Five Star Urgent Care in 2011 by Dr. John Radford, the company rebranded as WellNow Urgent Care in 2018 to better reflect its mission of offering quick, convenient and quality care for non-life-threatening injuries and illnesses. As WellNow Urgent Care has continued to open new facilities, the company has also grown through the strategic acquisitions of MASH Urgent Care in 2018 and Hometown Urgent Care & Occupational Health in 2020.

## LEASE SUMMARY

<b>LANDLORD RESPONSIBILITIES</b>	All maintenance, replacement, and repair to the roof and structure, building slab, heating and ventilation.
<b>TENANT RESPONSIBILITIES</b>	Tenant shall make and pay for all maintenance, replacement, and repair necessary to keep the Premises, surface parking area, sidewalks and landscaping of the Premises.
<b>TAXES</b>	Tenant shall pay the real estate taxes and assessments.
<b>INSURANCE</b>	<p>Tenant agrees to carry commercial general liability insurance, special form property insurance, and maintain employer's liability insurance.</p> <p>Landlord agrees to carry property damage insurance and commercial general liability insurance.</p>
<b>ESTOPPEL</b>	Tenant shall have 20 Days after request to provide an executed Estoppel. Can receive Estoppel under Twenty (20) Days, Tenant reserves the right to charge \$750.00 for each such certificate.

# INVESTMENT *HIGHLIGHTS*

- 10-Year Corporate Lease with 8% Increases Every 5 Years
- WellNow Has 100+ Locations and is a Subsidiary of Aspen Dental
- One of the Fastest-Growing Urgent Care Providers in the U.S.
- ER Treatment Costs (Average \$2,200) are Approximately 10 Times More than an Urgent Care Center (Average \$168)
- Interest in On-Demand, Affordable Care of Urgent Care Clinics has Grown Rapidly
- Classified Nationally as an Essential Business, WellNow Also Offers a Telehealth Platform for Virtual Consultations 24/7
- Brand New Construction with Minimal Landlord Responsibilities
- Serving Over 136,000 Residents in Dense Cleveland Suburb
- Highly Visible Along Major Commercial Corridor with Over 19,000 Cars/Day
- Just Off I-90 with 118,700 Cars/Day, Easy Access to Downtown Cleveland
- Strategic Location, 1.5 Miles to High-Volume ER at UH Euclid Health Center and Euclid Hospital (Average Wait-Time is 40-60 Minutes)
- Strong Daytime Population, Over 53,600 Employees within a 5-Mile Radius
- Down the Street from an Amazon Fulfillment Center with 2,800 Employees and Lincoln Electric's Corporate Headquarters with 5,905 Employees
- Across from 111,000 SF Community Center with Aldi, Dave's Supermarket, Burlington Coat, Dollar Tree, Dunkin Donuts, Chipotle, Burger King and Many More
- Surrounded by Several K-12 Schools with Over 12,000 Students
- Minutes to Lake Erie with More Than 7 Million Visitors Annually



# How the growth of the urgent care industry business model is changing the healthcare market in 2021

www.businessinsider.com  
By: Shelagh Dolan | Jan 29, 2021

## WHAT ARE URGENT CARE CLINICS?

Urgent care centers are convenient, on-demand care outlets similar to walk-in retail clinics, but rather than treating low-acuity conditions such as bronchitis and minor infections, urgent care clinics are equipped to treat more serious ailments, including fractures, sprains, and wounds. They also offer services like blood tests, stitching, and X-rays.

Urgent care centers can serve as a first step in the patient journey as well by referring patients to follow-up appointments or ERs. Though they should not be used for life-threatening emergencies, urgent care clinics provide easy access to quality healthcare for times when your primary care doctor is unavailable.

## THE URGENT CARE MARKET & BUSINESS MODEL

According to Consumer Reports, the number of urgent care facilities increased from 6,400 in 2014 to 8,100 in 2018, with another 500 to 600 expected to open. Some 24/7 urgent care centers function like satellite emergency rooms, and incur similar healthcare costs, while other centers simply charge copays.

Generally speaking, an urgent care visit is a money-saver for patients. A 2016 study in the *Annals of Emergency Medicine* found that ER treatment costs were about 10 times more (an average of about \$2,200) than in an urgent care center (about \$168) — even for patients with the same diagnosis.

Because of the overlap urgent care centers have with family medicine and emergency medicine, they are typically staffed accordingly with at least one medical physician or specialist, as well as a physician assistant, nurse practitioner, or radiologist available to see patients any time the facility is open.

## URGENT CARE STAFFING MODELS

Henry Schein Medical cites three major urgent care center staffing models:

**Physician Only:** The most expensive model that uses no mid-level practitioners. However, it could be the most cost effective options for new centers building their patient base.

**Mixed Model:** A balance of physicians, physician assistants, and nurse practitioners for centers increasing in patient volume.

**Mid-Level Model:** Centers staffed entirely by mid-level staff. This option is suitable for low acuity cases, but may not be equipped to handle more complex patient needs.

## TOP URGENT CARE PROVIDERS & COMPANIES

Urgent care clinics aren't necessarily run by traditional hospitals or health systems. In fact, 61% of urgent care clinics in Massachusetts are owned by non-hospital urgent care chains, per a 2018 Massachusetts Health Policy Commission report.

## URGENT CARE INDUSTRY TRENDS & STATISTICS

Interest in the on-demand, affordable care of urgent care clinics—particularly amid the coronavirus pandemic—has been growing rapidly. According to the Urgent Care Association (UCA), the total number of urgent care centers in the U.S. reached 8,774 in November 2018 — up eight percent from 8,125 in 2017.

Laurel Stoimenoff, PT, CHC, CEO of UCA, says that urgent care clinics handle about 89 million patient visits each year, which includes more than 29% of all primary care visits in the US, and nearly 15% of all outpatient physician visits.

And nearly all of those visits are more convenient and affordable than a trip to the ER; the UCA's 2018 Benchmarking Report found that more than 70% of patients waited less than 20 minutes to see a provider at an urgent care center, and nearly 94% were seen in less than 30 minutes. Overall, 85% of urgent care centers patients are taken care of in under an hour.

"Urgent care centers play an increasingly vital role in the continuum of care, providing services for a wide array of patients who may be unable to see a primary care physician for various reasons, including simply not yet affiliating with one," said Stoimenoff.

Consumer demand for hyper-convenient care has reached a fever pitch, especially among younger cohorts. Nearly one-quarter of millennials haven't visited a primary care physician (PCP) in five years or more, with about one-third saying that going to get a physical isn't convenient, per a 2019 Harmony Healthcare IT survey. That's why we're seeing more younger patients opt for medical care as well as walk-in appointments for real-time needs such as covid testing.









LAKESHORE BOULEVARD

EAST 226TH STREET





# DEMOGRAPHICS

22595 LAKE SHORE BLVD.  
EUCLID, OH 44123

## POPULATION

2021 Population

1-MILE

13,226

3-MILES

62,690

5-MILES

136,231

## HOUSEHOLDS

2021 Households

6,087

28,305

61,861

## INCOME

2021 Average  
Household Income

\$56,841

\$57,277

\$62,711

## EMPLOYEES

2021 Number of  
Employees In Area

2,201

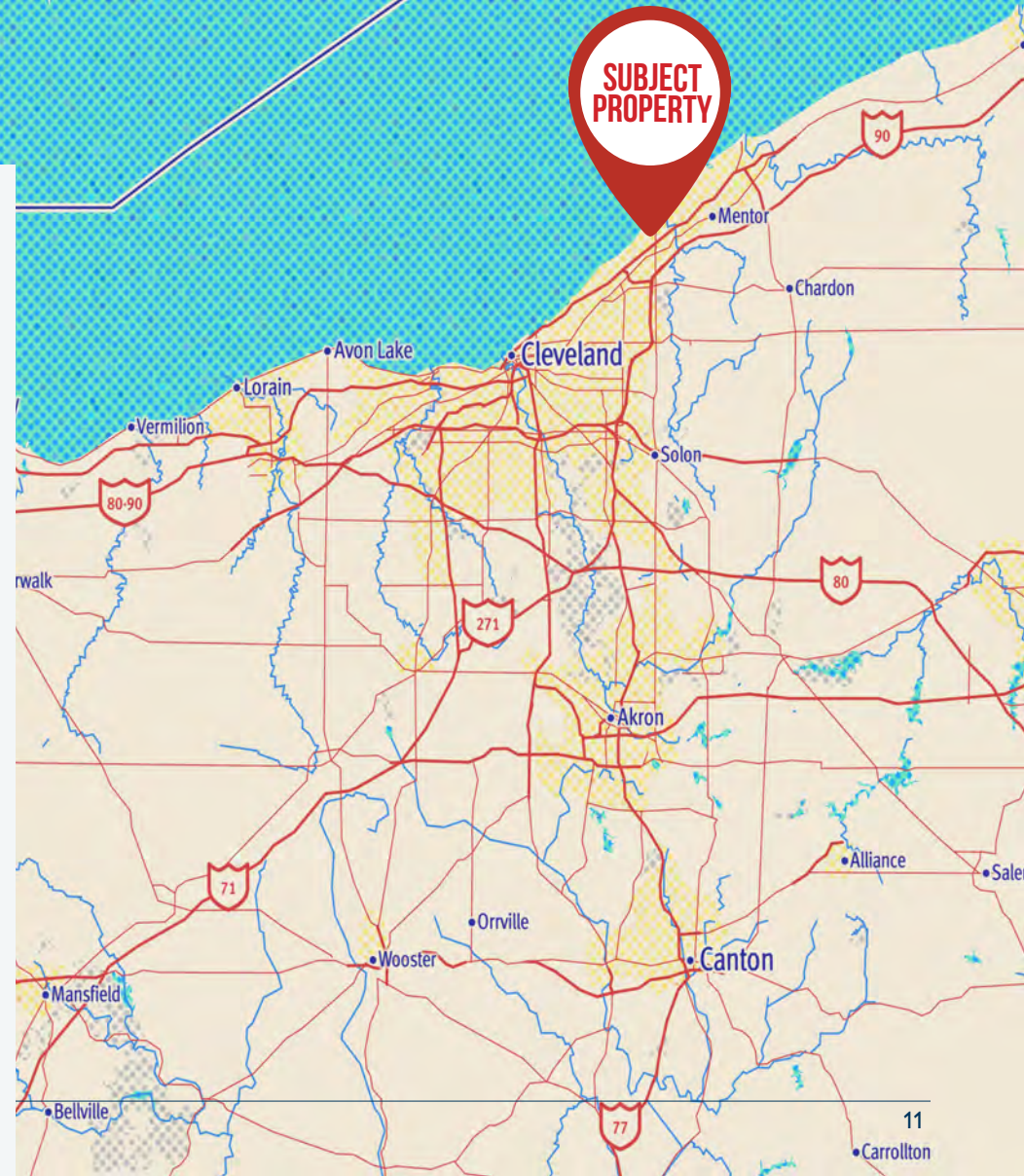
23,916

53,683

  
**13**  
MILES  
DOWNTOWN  
CLEVELAND

  
**20**  
MILES  
CLEVELAND  
CLINIC

  
**24**  
MILES  
CLEVELAND  
HOPKINS  
INTERNATIONAL  
AIRPORT





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O F F E R I N G M E M O R A N D U M

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