

\$150,000 Fee to Buyer's Broker



10+ Year Walgreens in Sacramento MSA

- Rare Long-Term California Walgreens
- Hard Corner Location With Drive-Thru
- Dense Population: 279,000 Residents Within 5 Miles
- 10 Miles From Downtown Sacramento
- Situated on Busy Watt Ave With 35,500 Cars Per Day
- Full Walgreens Corporate Guaranty

Walgreens

📍 NORTH HIGHLANDS, CA

\$7,292,018

5.65% CAP

📞 (888) 434-9701
✉️ loopnet@deerfieldteam.com

John Giordani
Art Griffith



DeerfieldPartners
The Drugstore Experts

INVESTMENT SUMMARY

6819 WATT AVE | NORTH HIGHLANDS, CA 95660

WALGREENS #10693

\$7,292,018

PRICE

5.65%

CAP

\$411,999

ANNUAL RENT

10.8

YRS. GUARANTEED

This is an extremely rare opportunity for an investor to acquire a freestanding, long-term Walgreens in California. The Sacramento MSA is experiencing tremendous growth, as folks flee the Bay Area due to COVID, high cost of living etc. and remains poised for tremendous long term growth. This Walgreens is situated on the high traffic corner of Watt Ave (35,500 cars per day) and Elkhorn Blvd (25,738 cars per day) with neighboring retailers including: Ross, Big Lots, IN-N-OUT, Starbucks, McDonald's, AutoZone, Jiffy Lube and Popeye's Chicken. California drugstores with term are hard to come by. This property is an ideal 1031 exchange, with the full rents guaranteed by Walgreens Corporate.



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PROPERTY OVERVIEW



PROPERTY DETAILS

Address: 6819 Watt Ave
Year Built: 2007
Building Size: 14,412 Square Feet
Lot Size: 2.094 Acres
Tenant: Walgreens



LEASE SUMMARY

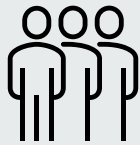
Lease Type: NNN
Landlord Responsibilities: None
Rent Start Date: 1/1/2008
Firm Term End Date: 1/31/2033
Termination Options: 50 x 1



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DEMOGRAPHICS



POPULATION

1 Mile	3 Mile	5 Mile
14,913	127,024	278,965



AVERAGE HOUSEHOLD INCOME

1 Mile	3 Mile	5 Mile
\$69,526	\$75,834	\$80,679



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REGIONAL OVERVIEW



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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 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.



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WALGREENS INCOME STATEMENTS TRAILING 5 YEARS

Fiscal year is Sept. – Aug. (All values USD millions)	2016	2017	2018	2019	2020
Sales/Revenue	117.35B	118.21B	131.54B	136.87B	139.54B
Sales Growth	13.44%	0.74%	11.27%	4.05%	1.95%
Cost of Goods Sold (COGS) Incl, D&A	89.2B	90.71B	102.52B	108.83B	113.45B
COGS excluding D&A	87.48B	89.05B	100.75B	106.79B	111.52B
Depreciation & Amortization Expense	1.72B	1.65B	1.77B	2.04B	1.92B
Depreciation	1.32B	1.27B	1.28B	1.49B	1.47B
Amortization of Intangibles	396M	385M	493M	552M	461M
Gross Income	28.16B	27.51B	29.02B	28.04B	26.09B
	2016	2017	2018	2019	2020
SG&A Expense	21.79B	21.25B	22.88B	22.91B	22.34B
Research & Development	-	-	-	-	-
Other SG&A	21.79B	21.25B	22.88B	22.91B	22.34B
Other Operating Expense	-	-	-	-	-
Unusual Expense	963M	886M	188M	311M	2.85M
EBIT after Unusual Expense	5.41B	5.37B	(188M)	4.82B	897M
Non Operating Income/Expense	297M	37M	450M	251M	145M
Non-Operating Interest Income	-	-	-	-	-
Equity in Affiliates (Pretax)	37M	135M	191M	164M	341M
Interest Expense	596M	693M	616M	704M	639M
Gross Interest Expense	596M	693M	616M	704M	639M
Interest Capitalized	-	-	-	-	-
Pretax Income	5.14B	4.85B	5.98B	4.53B	743M
Income Tax	997M	760M	998M	588M	360M
Income Tax – Current Domestic	1.06B	804M	969M	247M	199M
Income Tax – Current Foreign	371M	390M	353M	241M	204M
Income Tax – Deferred Domestic	(177M)	(330M)	(266M)	155M	(81M)
Income Tax – Deferred Foreign	(252M)	(104M)	(58M)	(55M)	38M
Income Tax Credits	-	-	-	-	-
Equity In Affiliates	44M	8M	54M	23M	41M
Other After Tax Income (Expense)	-	-	-	-	-
Consolidated Net Income	4.19B	4.1B	5.03B	3.96B	424M
Minority Interest Expense	18M	23M	7M	(20M)	(32M)



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.

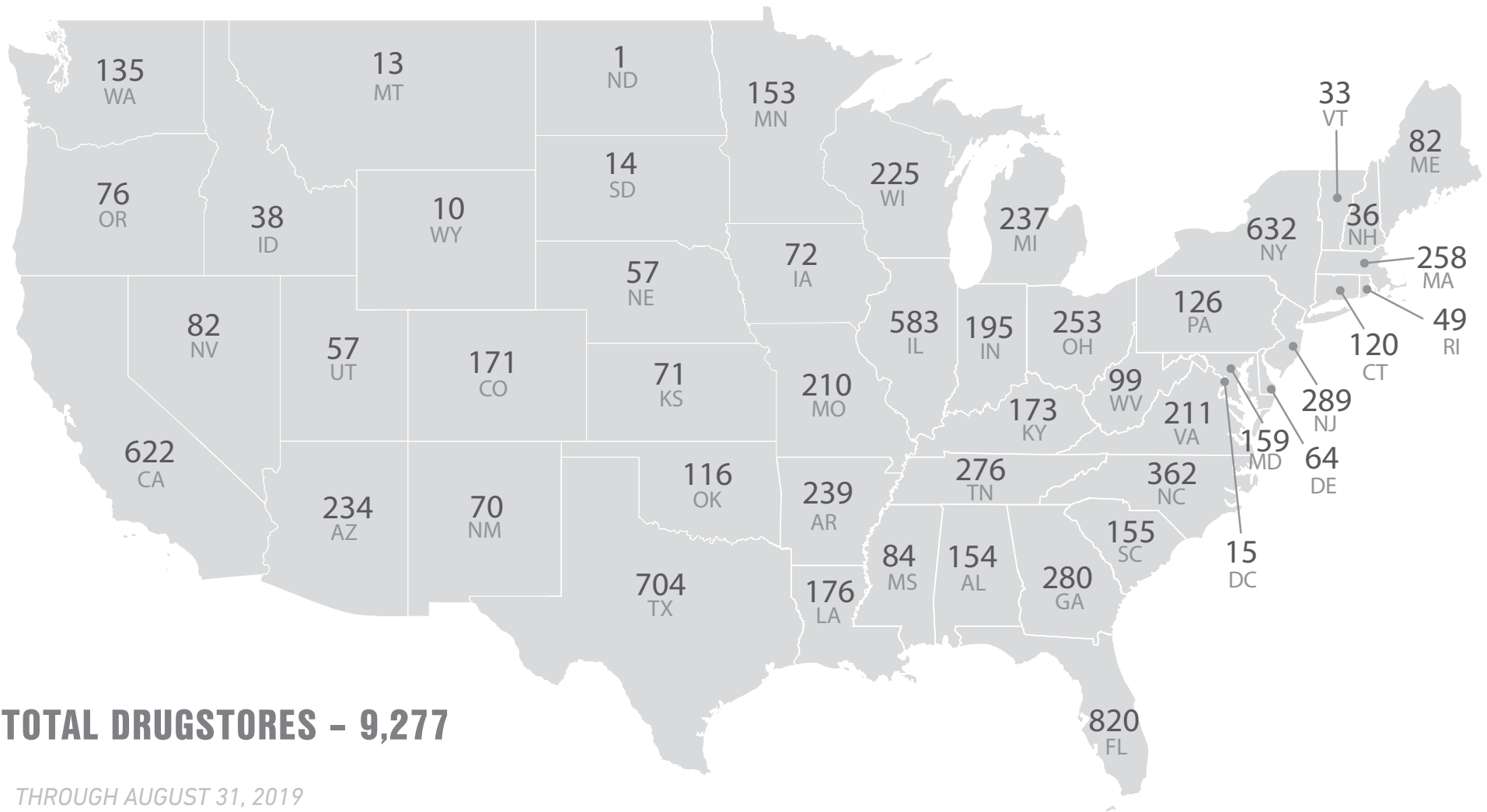
We seek to expand our product and service offerings across new channels and markets where, in addition to our stores, customers and patients can utilize our health system pharmacies, Walgreens.com, mobile applications and social media sites.

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WALGREENS DRUGSTORES NATIONWIDE BY STATE



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.

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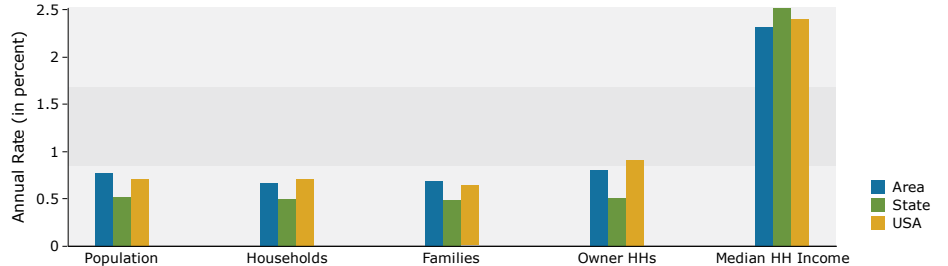
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1-Mile DEMOGRAPHICS

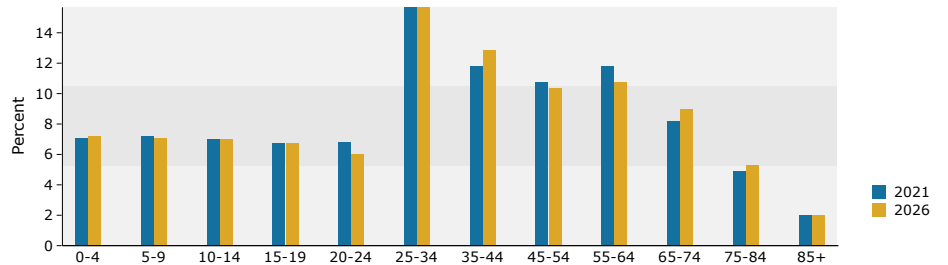
Summary		Census 2010		2021		2026	
Population		13,658		14,913		15,496	
Households		4,236		4,573		4,729	
Families		3,194		3,441		3,562	
Average Household Size		3.21		3.25		3.27	
Owner Occupied Housing Units		2,777		2,979		3,102	
Renter Occupied Housing Units		1,459		1,594		1,627	
Median Age		33.5		34.6		35.2	
Trends: 2021-2026 Annual Rate		Area		State		National	
Population		0.77%		0.52%		0.71%	
Households		0.67%		0.50%		0.71%	
Families		0.69%		0.49%		0.64%	
Owner HHs		0.81%		0.51%		0.91%	
Median Household Income		2.32%		2.52%		2.41%	
Households by Income				2021		2026	
				Number	Percent	Number	Percent
<\$15,000				365	8.0%	326	6.9%
\$15,000 - \$24,999				329	7.2%	294	6.2%
\$25,000 - \$34,999				582	12.7%	527	11.1%
\$35,000 - \$49,999				877	19.2%	811	17.1%
\$50,000 - \$74,999				906	19.8%	901	19.1%
\$75,000 - \$99,999				624	13.6%	673	14.2%
\$100,000 - \$149,999				548	12.0%	722	15.3%
\$150,000 - \$199,999				214	4.7%	317	6.7%
\$200,000+				128	2.8%	158	3.3%
Median Household Income				\$52,514		\$58,885	
Average Household Income				\$69,526		\$79,853	
Per Capita Income				\$21,285		\$24,314	
		Census 2010		2021		2026	
Population by Age		Number	Percent	Number	Percent	Number	Percent
0 - 4		1,039	7.6%	1,053	7.1%	1,111	7.2%
5 - 9		1,037	7.6%	1,080	7.2%	1,097	7.1%
10 - 14		1,113	8.1%	1,038	7.0%	1,090	7.0%
15 - 19		1,187	8.7%	1,004	6.7%	1,031	6.7%
20 - 24		982	7.2%	1,018	6.8%	931	6.0%
25 - 34		1,720	12.6%	2,339	15.7%	2,438	15.7%
35 - 44		1,619	11.9%	1,754	11.8%	2,001	12.9%
45 - 54		1,890	13.8%	1,613	10.8%	1,605	10.4%
55 - 64		1,322	9.7%	1,764	11.8%	1,668	10.8%
65 - 74		838	6.1%	1,219	8.2%	1,397	9.0%
75 - 84		699	5.1%	734	4.9%	818	5.3%
85+		212	1.6%	294	2.0%	307	2.0%
		Census 2010		2021		2026	
Race and Ethnicity		Number	Percent	Number	Percent	Number	Percent
White Alone		8,681	63.6%	8,713	58.4%	8,667	55.9%
Black Alone		1,242	9.1%	1,380	9.3%	1,438	9.3%
American Indian Alone		174	1.3%	187	1.3%	193	1.2%
Asian Alone		728	5.3%	959	6.4%	1,096	7.1%
Pacific Islander Alone		99	0.7%	137	0.9%	162	1.0%
Some Other Race Alone		1,783	13.1%	2,278	15.3%	2,540	16.4%
Two or More Races		951	7.0%	1,258	8.4%	1,400	9.0%
Hispanic Origin (Any Race)		3,622	26.5%	4,577	30.7%	5,115	33.0%

Notes: Totals are expressed in current dollars

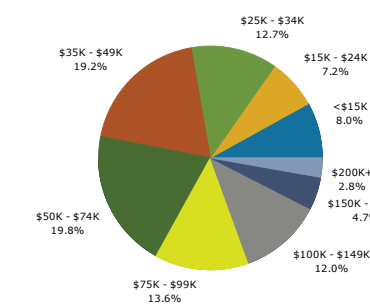
Trends 2021-2026



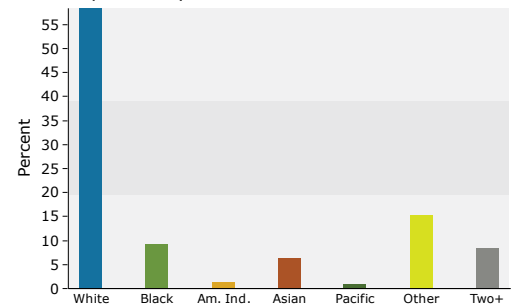
Population by Age



2021 Household Income



2021 Population by Race



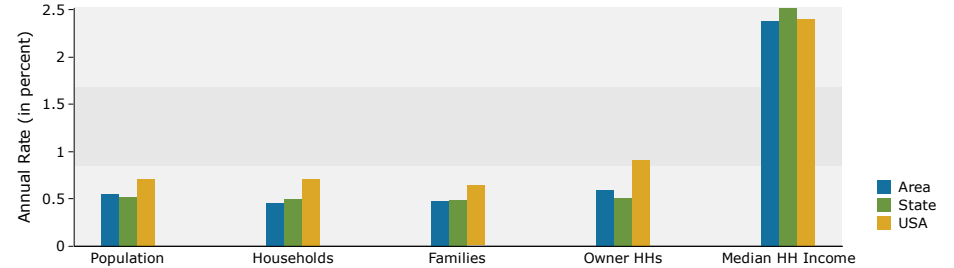
2021 Percent Hispanic Origin: 30.7%

3-Mile DEMOGRAPHICS

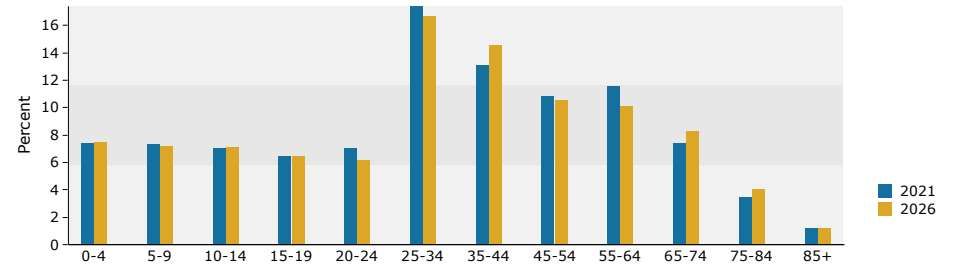
Summary		Census 2010		2021		2026	
Population		119,626		127,024		130,626	
Households		39,445		41,315		42,272	
Families		28,946		30,246		30,977	
Average Household Size		3.02		3.06		3.08	
Owner Occupied Housing Units		22,798		23,872		24,579	
Renter Occupied Housing Units		16,647		17,444		17,693	
Median Age		31.7		33.5		34.4	
Trends: 2021-2026 Annual Rate		Area		State		National	
Population		0.56%		0.52%		0.71%	
Households		0.46%		0.50%		0.71%	
Families		0.48%		0.49%		0.64%	
Owner HHs		0.59%		0.51%		0.91%	
Median Household Income		2.38%		2.52%		2.41%	
Households by Income				2021		2026	
				Number	Percent	Number	Percent
<\$15,000				3,487	8.4%	3,030	7.2%
\$15,000 - \$24,999				3,172	7.7%	2,716	6.4%
\$25,000 - \$34,999				3,979	9.6%	3,548	8.4%
\$35,000 - \$49,999				5,367	13.0%	4,961	11.7%
\$50,000 - \$74,999				8,718	21.1%	8,579	20.3%
\$75,000 - \$99,999				6,374	15.4%	6,670	15.8%
\$100,000 - \$149,999				6,668	16.1%	8,050	19.0%
\$150,000 - \$199,999				2,112	5.1%	2,875	6.8%
\$200,000+				1,437	3.5%	1,843	4.4%
Median Household Income				\$60,766		\$68,347	
Average Household Income				\$75,834		\$86,596	
Per Capita Income				\$24,669		\$28,022	
Population by Age		Census 2010		2021		2026	
		Number	Percent	Number	Percent	Number	Percent
0 - 4		9,718	8.1%	9,463	7.4%	9,841	7.5%
5 - 9		9,180	7.7%	9,269	7.3%	9,398	7.2%
10 - 14		9,549	8.0%	8,855	7.0%	9,327	7.1%
15 - 19		10,200	8.5%	8,109	6.4%	8,415	6.4%
20 - 24		9,066	7.6%	8,838	7.0%	8,003	6.1%
25 - 34		17,594	14.7%	22,136	17.4%	21,816	16.7%
35 - 44		15,666	13.1%	16,617	13.1%	19,127	14.6%
45 - 54		17,058	14.3%	13,713	10.8%	13,756	10.5%
55 - 64		11,193	9.4%	14,796	11.6%	13,226	10.1%
65 - 74		5,778	4.8%	9,406	7.4%	10,863	8.3%
75 - 84		3,581	3.0%	4,328	3.4%	5,245	4.0%
85+		1,042	0.9%	1,492	1.2%	1,608	1.2%
Race and Ethnicity		Census 2010		2021		2026	
		Number	Percent	Number	Percent	Number	Percent
White Alone		76,691	64.1%	74,702	58.8%	73,410	56.2%
Black Alone		11,990	10.0%	12,972	10.2%	13,379	10.2%
American Indian Alone		1,358	1.1%	1,392	1.1%	1,405	1.1%
Asian Alone		9,304	7.8%	12,050	9.5%	13,659	10.5%
Pacific Islander Alone		895	0.7%	1,197	0.9%	1,402	1.1%
Some Other Race Alone		10,515	8.8%	13,171	10.4%	14,596	11.2%
Two or More Races		8,872	7.4%	11,538	9.1%	12,774	9.8%
Hispanic Origin (Any Race)		24,287	20.3%	30,114	23.7%	33,462	25.6%

* Median Income is expressed in current dollars

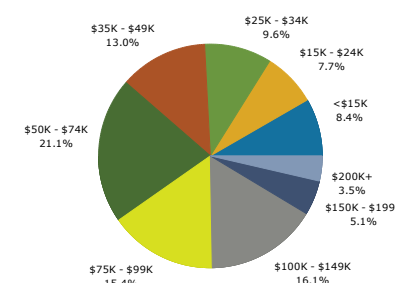
Trends 2021-2026



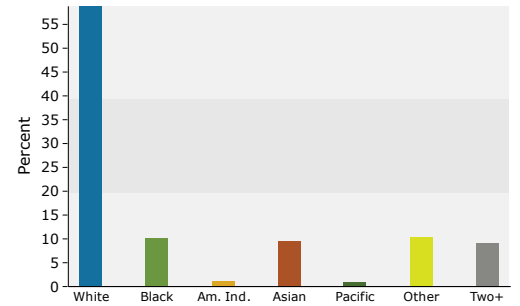
Population by Age



2021 Household Income



2021 Population by Race



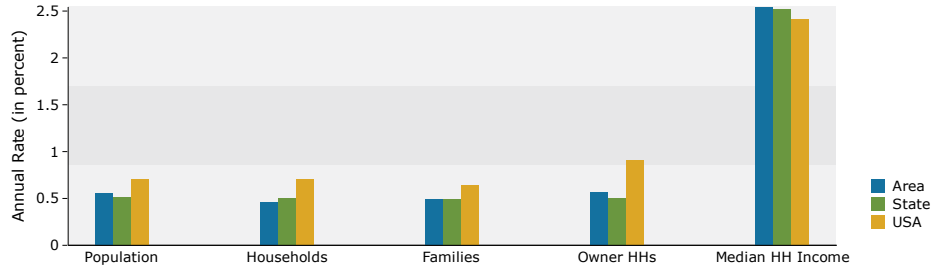
2021 Percent Hispanic Origin: 23.7%

5-Mile DEMOGRAPHICS

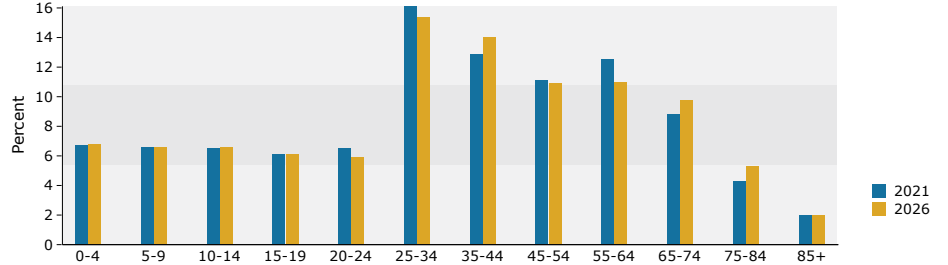
Summary		Census 2010		2021		2026	
Population		262,676		278,965		286,934	
Households		93,149		97,698		99,969	
Families		64,181		67,154		68,809	
Average Household Size		2.80		2.84		2.85	
Owner Occupied Housing Units		55,032		57,736		59,387	
Renter Occupied Housing Units		38,117		39,962		40,582	
Median Age		34.5		36.1		36.9	
Trends: 2021-2026 Annual Rate		Area		State		National	
Population		0.56%		0.52%		0.71%	
Households		0.46%		0.50%		0.71%	
Families		0.49%		0.49%		0.64%	
Owner HHs		0.57%		0.51%		0.91%	
Median Household Income		2.54%		2.52%		2.41%	
Households by Income				2021		2026	
				Number	Percent	Number	Percent
<\$15,000				8,377	8.6%	7,209	7.2%
\$15,000 - \$24,999				7,391	7.6%	6,334	6.3%
\$25,000 - \$34,999				9,505	9.7%	8,447	8.4%
\$35,000 - \$49,999				12,071	12.4%	11,088	11.1%
\$50,000 - \$74,999				19,562	20.0%	19,433	19.4%
\$75,000 - \$99,999				14,479	14.8%	15,446	15.5%
\$100,000 - \$149,999				15,867	16.2%	18,783	18.8%
\$150,000 - \$199,999				5,670	5.8%	7,345	7.3%
\$200,000+				4,776	4.9%	5,884	5.9%
Median Household Income				\$62,235		\$70,542	
Average Household Income				\$80,679		\$91,782	
Per Capita Income				\$28,304		\$32,029	
Census 2010				2021		2026	
Population by Age		Number	Percent	Number	Percent	Number	Percent
0 - 4		19,459	7.4%	18,807	6.7%	19,510	6.8%
5 - 9		18,631	7.1%	18,510	6.6%	18,824	6.6%
10 - 14		19,178	7.3%	18,123	6.5%	18,903	6.6%
15 - 19		20,417	7.8%	16,897	6.1%	17,375	6.1%
20 - 24		18,526	7.1%	18,081	6.5%	16,977	5.9%
25 - 34		36,975	14.1%	44,819	16.1%	43,808	15.3%
35 - 44		33,901	12.9%	35,779	12.8%	40,305	14.0%
45 - 54		38,114	14.5%	30,926	11.1%	31,136	10.9%
55 - 64		27,755	10.6%	34,782	12.5%	31,499	11.0%
65 - 74		15,100	5.7%	24,633	8.8%	27,690	9.7%
75 - 84		10,277	3.9%	12,082	4.3%	15,128	5.3%
85+		4,342	1.7%	5,526	2.0%	5,778	2.0%
Census 2010				2021		2026	
Race and Ethnicity		Number	Percent	Number	Percent	Number	Percent
White Alone		179,361	68.3%	176,607	63.3%	174,489	60.8%
Black Alone		21,750	8.3%	23,625	8.5%	24,437	8.5%
American Indian Alone		2,988	1.1%	3,088	1.1%	3,121	1.1%
Asian Alone		18,857	7.2%	24,630	8.8%	28,025	9.8%
Pacific Islander Alone		2,083	0.8%	2,776	1.0%	3,245	1.1%
Some Other Race Alone		20,249	7.7%	25,416	9.1%	28,201	9.8%
Two or More Races		17,387	6.6%	22,822	8.2%	25,417	8.9%
Hispanic Origin (Any Race)		48,532	18.5%	60,537	21.7%	67,510	23.5%

- Median Income is expressed in current dollars

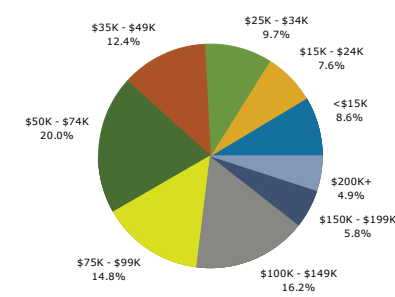
Trends 2021-2026



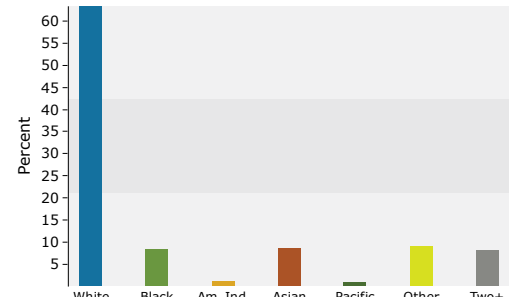
Population by Age



2021 Household Income



2021 Population by Race



2021 Percent Hispanic Origin:21.7%

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