



CVS/pharmacy

212 Pottsville Street

Pottsville, PA 17901



## DISCLAIMER

TIM PULTE  
Senior Executive Vice President



## EXECUTIVE SUMMARY

Colliers International is pleased to offer for sale to qualified investors the 100% fee simple interest in a true NNN CVS leased pharmacy store located in Pottsville, PA.

This is an opportunity to acquire the dominant pharmacy in the market. CVS has operated at the site since 2010. The property sits at a lighted intersection with a specific address of 212 Pottsville street, Pottsville, PA, and contains 13,225 sf.

The 16 year lease is offered at \$6,676,814 on which translates to a 5.65% cap rate. The lease contains 10 additional 5 year options to extend the lease.



**\$6,676,814**  
PRICE



**\$377,240**  
NOI



**5.65%**  
CAP RATE



## PROPERTY DESCRIPTION

PROPERTY ADDRESS:	212 Pottsville Street, Pottsville, PA 17901
OFFERING PRICE:	\$6,676,814.16
NOI:	\$377,240
LAND SIZE:	2.94 Acres
BUILDING SIZE:	+/- 13,225 SF
YEAR BUILT:	2010

## LEASE SUMMARY

LEASE TYPE:	NNN
LEASE TERM REMAINING:	+/-16 Years
LEASE EXPIRATION:	1/31/2036
RENEWAL OPTIONS:	Ten, five (5) year options
GUARANTEE:	Corporate



## POPULATION DEMOGRAPHICS

12,853  
Population

  
5,254  
Households

44.0  
Median Age

9%  
2019 Minority  
Population

## INCOME

  
\$57,270  
Median Household  
Income

  
\$30,796  
Per Capita Income

  
48,122  
2019 Median Disposable  
Income

## EMPLOYMENT

  
58%  
White Collar

  
29%  
Blue Collar

  
13%  
Services

4.2%  
Unemployment Rate

## BUSINESS AND COMMUTE

  
513  
Businesses

  
7,041  
Employees

  
2%  
Worked at Home

  
8%  
Carpooled

  
87%  
Drove Alone to Work

  
0%  
Took Public Transportation



# RETAIL AERIAL MAP







## TENANT OVERVIEW

CVS Caremark Corporation (NYSE: CVS) is an integrated pharmacy services provider, combining a pharmaceutical service company with a U.S. pharmacy chain. CVS Caremark provides pharmacy services through its over 9,700 CVS/Pharmacy stores its pharmacy benefit management, mail order and specialty pharmacy division, (Caremark Pharmacy Services), its retail-based health clinic subsidiary (MinuteClinic) and its online pharmacy (CVS.com). CVS Caremark Corporation is chartered in Delaware and is headquartered in Woonsocket, Rhode Island. The pharmacy services business is headquartered in Nashville, Tennessee. As the retail pharmacy division of CVS Health, it ranks as the 7th largest U.S. corporation according to Fortune 500 in 2016.

CVS Caremark has two operating segments: CVS/Pharmacy and Caremark Pharmacy Services. CVS Pharmacy same store prescription volumes rose by 3.6 percent in 2016, with same store pharmacy sales up 3.2 percent. With front store same store sales declining by 1.5 percent, total same store sales increased by 1.9 percent. CVS Pharmacy locations now fill more than 1 billion prescriptions annually and have captured a 23.8 percent share of U.S. retail prescriptions. Size, scale, and expertise matter in health care.

CVS experienced strong organic prescription growth across the enterprise in 2016, augmented by the Omnicare and Target acquisitions. Nearly 1,700 pharmacies expanded their retail footprint by more than 20 percent. It also gave CVS a presence in new regions such as Seattle, Denver, Portland, and Salt Lake City. They have successfully completed the integration and are now focused on converting more of Target's 30 million weekly guests into CVS Pharmacy customers.

As of December 31, 2016, the Retail/LTC Segment included 9,709 retail locations (of which 7,980 were stores that operated a pharmacy and 1,674 were pharmacies located within Target Corporation Target's. The retail locations are in 49 states and the District of Columbia. With the addition of the Target pharmacies, they currently operate in all of the top 100 United States drugstore markets. During 2016, their Retail/LTC Segment filled approximately 1.2 billion prescriptions (counting 90-day prescriptions as three prescriptions) and held approximately 23.8% of the United States retail pharmacy market.



# DEMOGRAPHICS



## 212 POTTSVILLE STREET, POTTSVILLE, PA 17901

### POP FACTS: DEMOGRAPHIC REPORT 2019

	RADIUS 1 (0.0-1.0 miles)	RADIUS 2 (0.0-3.0 miles)	RADIUS 3 (0.0-5.0 miles)
<b>POPULATION</b>			
2000 Census	9,633	26,748	46,374
2010 Census	8,962	25,240	44,719
2019 Estimate	8,387	23,865	42,750
2024 Projection	8,188	23,365	42,018
Growth 2000 - 2010	-6.97%	-5.64%	-3.57%
Growth 2010 - 2019	-6.42%	-5.45%	-4.40%
Growth 2019 - 2024	-2.37%	-2.10%	-1.71%
<b>HOUSEHOLDS</b>			
2000 Census	3,903	11,122	19,191
2010 Census	3,642	10,746	18,890
2019 Estimate	3,422	10,237	18,188
2024 Projection	3,346	10,048	17,919
Growth 2000 - 2010	-6.69%	-3.38%	-1.57%
Growth 2010 - 2019	-6.04%	-4.74%	-3.72%
Growth 2019 - 2024	-2.22%	-1.85%	-1.48%

	RADIUS 1 (0.0-1.0 miles)		RADIUS 2 (0.0-3.0 miles)		RADIUS 3 (0.0-5.0 miles)	
2019 EST. POPULATION BY SINGLE CLASSIFICATION RACE						
White Alone	7,763	92.56%	22,472	94.16%	40,225	94.09%
Black or African American Alone	225	2.68%	435	1.82%	851	1.99%
American Indian and Alaska Native Alone	18	0.21%	37	0.15%	99	0.23%
Asian Alone	37	0.44%	180	0.75%	367	0.86%
Native Hawaiian and Other Pacific Islander Alone	1	0.01%	2	0.01%	8	0.02%
Some Other Race Alone	106	1.26%	207	0.87%	387	0.91%
Two or More Races	236	2.81%	533	2.23%	814	1.90%
2019 EST. POPULATION HISPANIC OR LATINO						
Hispanic or Latino	364	4.34%	765	3.21%	1,359	3.18%
Not Hispanic or Latino	8,023	95.66%	23,100	96.80%	41,392	96.82%
2019 TENURE OF OCCUPIED HOUSING UNITS						
Owner Occupied	2,003	58.53%	6,864	67.05%	12,490	68.67%
Renter Occupied	1,419	41.47%	3,373	32.95%	5,698	31.33%
AVERAGE HOUSEHOLD SIZE						
Total	2.27		2.27		2.29	

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	RADIUS 1 (0.0-1.0 miles)		RADIUS 2 (0.0-3.0 miles)		RADIUS 3 (0.0-5.0 miles)	
2018 EST. HOUSEHOLDS BY HOUSEHOLD INCOME						
CY HHs, Inc < \$15,000	511	14.93%	1,234	12.05%	2,120	11.66%
CY HHs, Inc \$15,000 - \$24,999	505	14.76%	1,358	13.27%	2,176	11.96%
CY HHs, Inc \$25,000 - \$34,999	379	11.07%	1,009	9.86%	1,647	9.055
CY HHs, Inc \$35,000 - \$49,999	580	16.95%	1,628	15.90%	2,859	15.72%
CY HHs, Inc \$50,000 - \$74,999	629	18.38%	1,928	18.83%	3,496	19.22%
CY HHs, Inc \$75,000 - \$99,999	366	10.70%	1,211	11.83%	2,299	12.64%
CY HHs, Inc \$100,000 - \$124,999	198	5.79%	746	7.29%	1,473	8.10%
CY HHs, Inc \$125,000 - \$149,999	125	3.65%	542	5.29%	994	5.46%
CY HHs, Inc \$150,000 - \$199,999	101	2.95%	406	3.97%	729	4.01%
CY HHs, Inc \$200,000 - \$249,999	20	0.58%	105	1.03%	214	1.18%
CY HHs, Inc \$250,000 - \$499,999	7	0.20%	61	0.60%	142	0.78%
CY HHs, Inc \$500,000+	1	0.03%	9	0.09%	39	0.21%
2019 EST. AVERAGE HOUSEHOLD INCOME						
Total	\$54,310		\$62,698		\$65,958	
2019 EST. MEDIAN HOUSEHOLD INCOME						
Total	\$42,927		\$48,911		\$51,748	
2019 MEDIAN HH INC. BY SINGLE RACE, CLASS, OR ETHNICITY						
White Alone	\$43,833		\$49,600		\$52,472	
Black or African American Alone	\$22,048		\$23,832		\$25,822	
American Indian and Alaska Native Alone	\$6,375		\$8,532		\$10,598	
Asian Alone	\$31,484		\$48,654		\$52,093	
Native Hawaiian and Other Pacific Islander Alone	--		--		\$62,894	
Some Other Race Alone	\$23,192		\$23,893		\$30,498	
Two or More Races	\$63,672		\$66,231		\$68,360	
Hispanic or Latino	\$22,077		\$29,000		\$53,036	
Not Hispanic or Latino	\$43,548		\$49,364		\$51,731	

## DEMOGRAPHICS





A photograph of a CVS/pharmacy storefront at night. The "CVS/pharmacy" sign is illuminated in red and white. The interior of the store is visible through the glass doors, showing shelves stocked with products and a "get it now!" sign.

CVS/pharmacy

## CONTACT

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- 2) You will hold it and treat it in the strictest of confidence; and
- 3) You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Colliers International expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the property at 212 Pottsville Street, Pottsville, PA 17901 or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Colliers International or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.