# BluePearl Pet Hospital

3735 Dempster St | Skokie, IL 60076

**Veterinary Investment Opportunity**

Offering Memorandum

**BluePearl Pet Hospital | NNN Lease | 1.5% Annual Escalators | Chicago, IL MSA**


MATTHEWS™

# EXCLUSIVELY LISTED BY

**Point of Contact**

**Andrew Evans**
SVP & Director
**(949) 662-2256**
**Andrew.Evans@matthews.com**
License No. 02055475 (CA)

**Michael Moreno**
SVP & Senior Director
**(949) 432-4511**
**michael.moreno@matthews.com**
License No. 01982943 (CA)

**Rahul Chhajed**
EVP & Senior Director
**(949) 432-4513**
**rahul.chhajed@matthews.com**
License No. 01986299 (CA)

**Matthew Fitzgerald**
Broker of Record
Broker Lic. No.: 471021676 (IL)
Firm Lic. No.: 478027547 (IL)

**MATTHEWS™**


## Table of Contents

# PROPERTY OVERVIEW

**BluePearl Pet Hospital**
3735 Dempster St, Skokie, IL 60076

# EXECUTIVE SUMMARY

## The Opportunity

Matthews™ Healthcare Division is pleased to exclusively offer the opportunity to acquire the fee simple interest in 3735 Dempster St in Skokie, Illinois, a single-tenant veterinary hospital located within the greater Chicago metropolitan area. The 4,640-square-foot facility is 100% leased to Blue Pearl Operations, LLC under an NNN lease structure, providing investors with established veterinary tenancy and predictable income.

Constructed in 1974 and situated on approximately 0.23 acres, the property generates $192,107 in annual NOI and has approximately 5.1 years of lease term remaining. The lease features 1.50% annual rental increases, providing contractual income growth throughout the remaining term. The property is positioned approximately 15 miles north of Downtown Chicago with access to Interstate 94, U.S. Route 41, and the CTA Yellow Line.

The lease is structured as an NNN lease, with the tenant responsible for roof and structure, further limiting landlord obligations. Additionally, the lease includes two (5-year) renewal options, offering the potential for extended occupancy and long-term income continuity. The surrounding Skokie market benefits from a dense and affluent population base, including an estimated 516,971 residents within five miles and average household income of approximately $157,764 within the same radius.


# INVESTMENT HIGHLIGHTS

- **Established Veterinary Tenant:** The property is 100% leased to BluePearl Operations, LLC, providing investors with established veterinary hospital tenancy.
- **NNN Lease Structure:** The asset is leased on an NNN basis, with the tenant also responsible for roof and structure, reducing landlord responsibilities.
- **Contractual Rent Growth:** The lease features 1.50% annual rental increases, providing consistent contractual revenue growth throughout the remaining lease term.
- **Renewal Optionality:** The lease includes two (5-year) renewal options, providing the potential for extended occupancy beyond the current lease term.
- **Strategic Chicago MSA Location:** Located in Skokie, approximately 12 miles north of Downtown Chicago, with convenient access to Interstate 94, U.S. Route 41, and the CTA Yellow Line.
- **Dense & Affluent Demographics:** Approximately 516,971 residents live within five miles, with average household income of approximately $157,764 within the same radius.
- **Attractive Investment Economics:** The property is positioned at a $2,613,700 list price, representing a 7.35% cap rate on $192,107 of annual NOI.


SE
Evanstown Plaza
Saint Errant Brewing
Valli International Fresh Market
jiffy lube
Public Storage
DUNKIN'
Auto Zone
PET SUPPLIES PLUS
Goodwill
Main Street Commons
FOOD 4 LESS
planet fitness
five BELOW
WINGSTOP
sam's club
THE HOME DEPOT
ALDI
Marshalls
Downtown Chicago
±18 Miles Away
Bryn Mawr
Golf Course
Evanston Center
Jewel-Osco
target
WELLS FARGO
Skokie Sports Park
±10 Miles Away
Dawes Elementary
±298 Students
Evanston Township High School
±3,600 Students
Skokie Commons
Walmart Supercenter
LOWE'S
KOHL'S
Olive Garden
FIVE GUYS
BURGERS and FRIES
Red Lobster
Public Storage
Chick-fil-A
Wendy's
Sunrise
Massage Therapy Services
HUB'S
Chicken
Gyros
Ribs
BluePearl Pet Hospital
Subject Property
Dempster St ± 29,730 VPD
Larsa's
Fine Mediterranean Food
RACK ATTACK

**3735 Dempster St**
Skokie, IL 60076

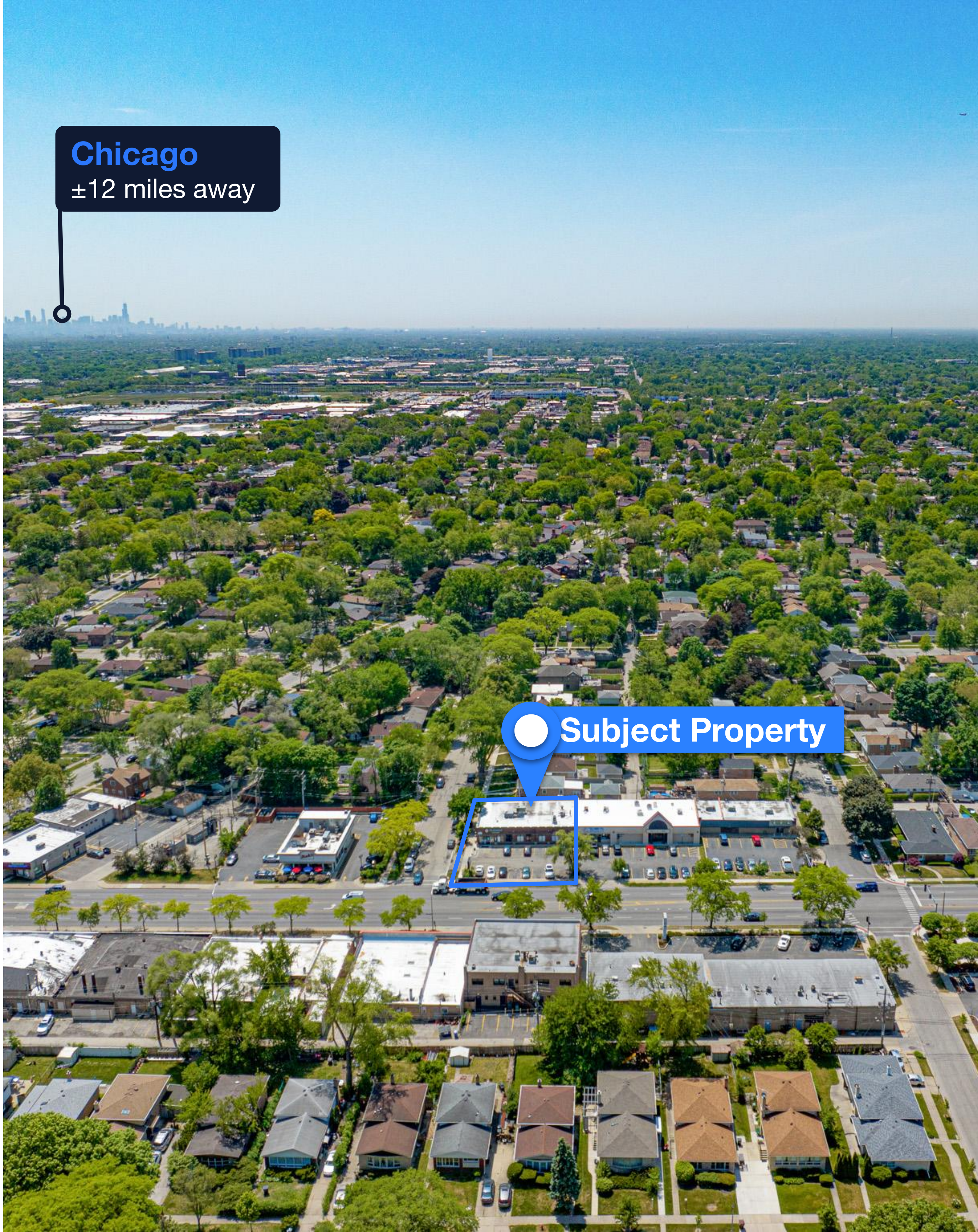
**$2,613,700**
Price

**1974**
Year Built

**1.50% Annual**
Increases

**NNN**
Lease Type

**±5 Years**
Term Remaining



# FINANCIAL OVERVIEW



# FINANCIAL SUMMARY

| $2,613,700 | 7.35% | ±5 Years | ±4,640 SF |
|---|---|---|---|
| List Price | Cap Rate | Term Remaining | GLA |

| Property Overview | |
|---|---|
| **Address** | 3735 Dempster Street<br>Stokie, IL 60076 |
| **Property Size** | ±4,640 SF |
| **Year Built** | 1974 |
| **Leased** | 100% |
| **Property Type** | Veterinary Hospital |
| **Ownership Type** | Fee Simple |

| Investment Summary | |
|---|---|
| **List Price** | $2,613,700 |
| **NOI** | $192,107 |
| **Cap Rate** | 7.35% |
| **Price PSF** | $563.30 |
| **Net Rent Per Foot** | $41.40 |

# FINANCIAL SUMMARY

## Lease Abstract

| | |
|---|---|
| **Tenant Name** | BluePearl Operations, LLC |
| **Type of Ownership** | Fee Simple |
| **Lease Guarantor** | Corporate |
| **Lease Type** | NNN |
| **Original Lease Term** | 10 years |
| **Lease Effective Date** | 4/16/2012 |
| **Lease Expiration Date** | 8/31/2031 |
| **Term Remaining on Lease** | 5.00 |
| **Rental Increases** | 1.50% Annual |
| **Option Periods** | 2, 5 years options |

# TENANT OVERVIEW

Year Founded
**1996**

Headquarters
**Tampa, FL**

Parent Company
**Mars Veterinary Health**

Locations
**110+**

BluePearl Pet Hospital is one of the largest providers of specialty and emergency veterinary care in the United States, operating more than 110 hospitals across 30 states. Founded in 1996, the company employs more than 8,000 associates, including 1,100+ veterinarians and 4,000+ veterinary technicians, and provides care to more than 1.1 million pets and their families annually. BluePearl hospitals specialize in emergency and advanced veterinary medicine, with many locations operating 24 hours a day and offering access to experienced emergency veterinarians, specialists, advanced diagnostics, and comprehensive medical care.

BluePearl is part of Mars Veterinary Health, the global veterinary healthcare division of Mars Petcare. Mars Veterinary Health encompasses nearly 70,000 associates across North America, Europe, and Asia and includes major veterinary brands such as BluePearl, VCA, Banfield, AniCura, and Linnaeus. BluePearl's scale, national hospital network, specialized care model, and backing by the Mars Veterinary Health platform position the company as a leading operator within the U.S. veterinary healthcare industry.

# VETERINARY INDUSTRY OVERVIEW

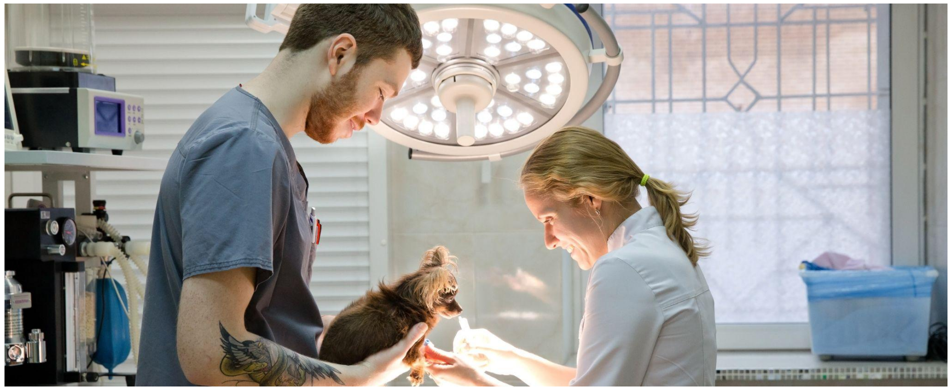
## Pet Healthcare Industry Overview

The pet healthcare industry is experiencing sustained, multi-year expansion driven by structural increases in pet ownership, higher utilization of veterinary services, and rising spend per visit as care becomes more advanced and preventive in nature. In the U.S., veterinary services revenue is projected to reach approximately $69 billion in 2025, reflecting steady high-single-digit annual growth that has persisted well beyond the pandemic period. This growth has been fueled by a meaningful increase in the number of pets and pet-owning households over the past decade, alongside a lasting shift in owner behavior toward prioritizing routine care, diagnostics, and treatment for chronic conditions. Utilization trends remain supportive, with a majority of dog and cat owners visiting a veterinarian annually, reinforcing a recurring demand base for general practice, specialty, and urgent care services.

At the same time, industry revenues have expanded faster than visit volumes due to pricing, increased service complexity, and broader adoption of premium offerings such as advanced imaging, surgical procedures, parasite prevention, and long-term therapeutics. Looking ahead, projected revenue growth of roughly 7% annually through the latter part of the decade reflects continued momentum from new pet owners entering the market, an aging pet population requiring more frequent care, and expanding access to services through new clinic development and alternative care models. Collectively, these factors support a clear long-term growth trajectory for the pet healthcare sector, positioning it as one of the more consistently expanding segments within consumer-oriented healthcare services.

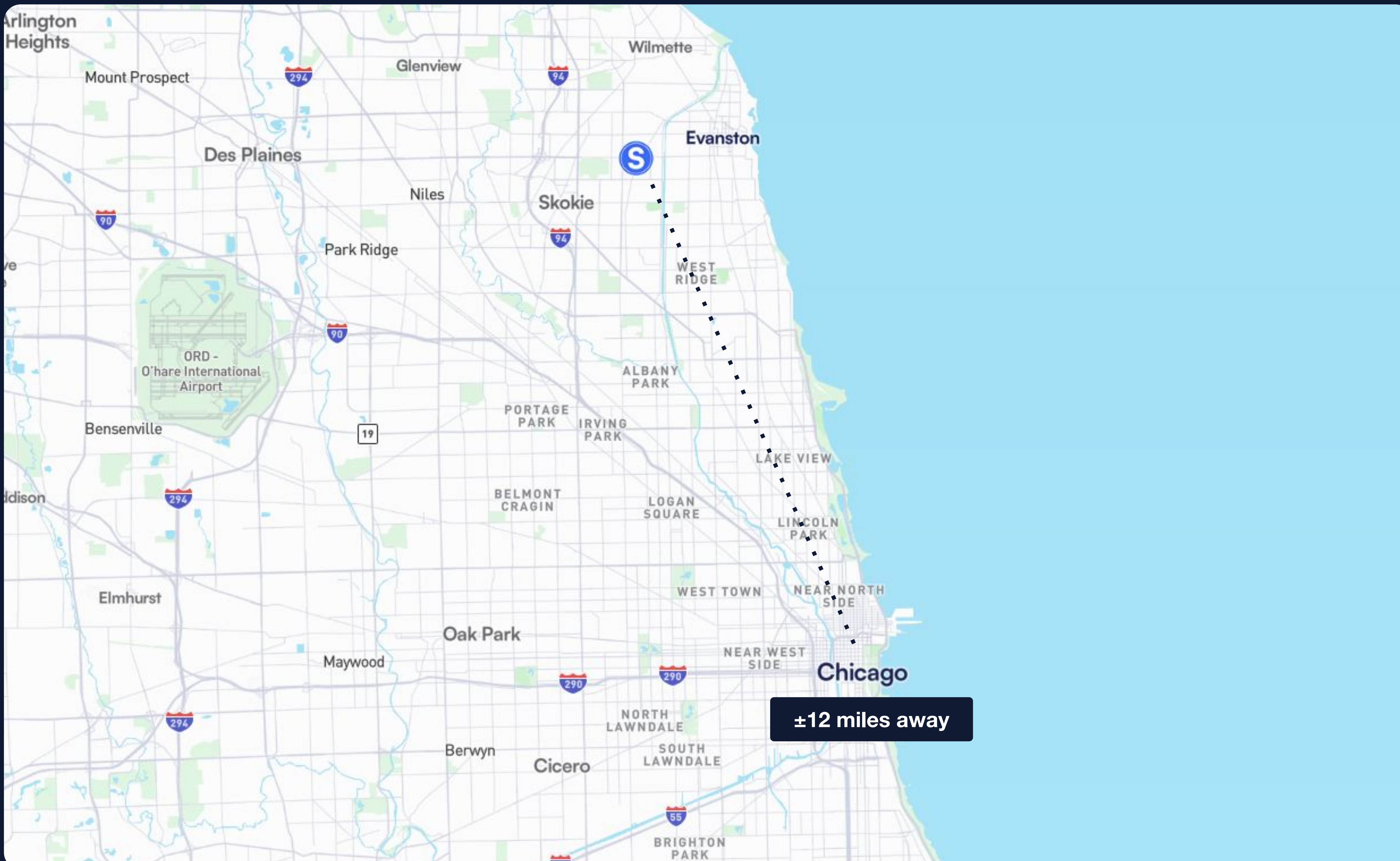
## Industry Statistics

| | |
|---|---|
| **Number of Pets**<br>188.2M | **Households with at Least One Pet**<br>94.0M |
| **Revenue Growth 2010-2015**<br>$69.4B | **2025 Industry Revenue**<br>$69.4B |
| **New Pet Owners 2023-2025**<br>12.0M | **Projected Revenue Growth 2023-2029**<br>7.1% |



# MARKET OVERVIEW

**BluePearl Pet Hospital**
3735 Dempster St, Skokie, IL 60076



# SKOKIE, IL

**66,544** Total Population

**$95,337** Median HH Income

**43.2** Median Age

**$2.44B** Total Retail Sales


## Local Market Overview

Skokie is a well-established northern suburb of Chicago located approximately 15 miles north of Downtown Chicago. The village benefits from direct access to the broader Chicago metropolitan area through I-94, U.S. Route 41, and an established public transportation network. Its location near Chicago, Evanston, and the North Shore provides convenient access to major employment centers, universities, healthcare systems, and regional amenities. Skokie maintains a dense population base of more than 66,000 residents within approximately 10 square miles.

The local economy is supported by a diverse mix of healthcare, professional services, commerce, education, and other employment sectors, while Skokie's position within Cook County provides access to one of the nation's largest metropolitan economies. The village recorded approximately $2.44 billion in retail sales and $1.24 billion in healthcare and social assistance revenue in 2022. Skokie also benefits from household incomes above broader county levels, supporting continued economic activity and investment throughout the community.

## Property Demographics

| Population | 3-Mile | 5-Mile | 10-Mile |
|---|---|---|---|
| Five-Year Projection | 101,056 | 195,014 | 415,364 |
| Current Year Estimate | 100,868 | 194,753 | 414,865 |
| 2020 Census | 99,880 | 193,445 | 415,061 |
| **Households** | **3-Mile** | **5-Mile** | **10-Mile** |
| Five-Year Projection | 34,390 | 67,240 | 133,768 |
| Current Year Estimate | 34,338 | 67,168 | 133,599 |
| 2020 Census | 34,045 | 66,771 | 133,640 |
| **Income** | **3-Mile** | **5-Mile** | **10-Mile** |
| Average Household Income | $107,249 | $97,812 | $95,179 |

# Chicago, IL MSA

Chicago remains one of the nation’s largest and most established metropolitan areas, supported by a diverse economy, extensive transportation infrastructure, and a broad base of residents, businesses, and institutions. The region serves as a major center for finance, healthcare, technology, manufacturing, education, and transportation, providing a stable foundation for continued economic activity.

Chicago’s central location and extensive connectivity reinforce its role as a major national business and transportation hub. The metro benefits from two major airports, an expansive interstate and rail network, established employment centers, and numerous universities and healthcare systems, supporting long-term investment and economic development throughout the region.

**9.42M+**
Total Population

**$94.4K**
Median HH Income

**3rd Largest**
Inventory Among Major Metros

Source: CoStar Group; U.S. Census Bureau; Chicago Metropolitan Agency for Planning; World Business Chicago; Illinois Department of Commerce & Economic Opportunity | **2025 Dataset**

BluePearl Pet Hospital

MATTHEWS™

# EXCLUSIVELY LISTED BY


Point of Contact

**Andrew Evans**
SVP & Director
**(949) 662-2256**
**Andrew.Evans@matthews.com**
License No. 02055475 (CA)

**Michael Moreno**
SVP & Senior Director
**(949) 432-4511**
**michael.moreno@matthews.com**
License No. 01982943 (CA)

**Rahul Chhajed**
EVP & Senior Director
**(949) 432-4513**
**rahul.chhajed@matthews.com**
License No. 01986299 (CA)

**Matthew Fitzgerald** | Broker of Record | Broker Lic. No.: 471021676 (IL) | Firm Lic. No.: 478027547 (IL)