



15,632 SF / MEDICAL OFFICE BUILDING / 1068 BROADWAY, EL CAJON CA 92021



CRT Plasma (Sale Leaseback)

1068 Broadway
El Cajon, CA 92021 (San Diego MSA)





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Executive Summary

Regional Realty is pleased to exclusively market for sale a proposed single tenant sale leaseback to CRT Plasma. The proposed sale leaseback terms include a 15-year lease with 2.5% annual rental escalations throughout the primary term and four 5-year renewal options. The lease will be absolute triple net and feature no landlord responsibilities. The submarket boasts an extremely low vacancy rate of 3% according to CoStar. The practice is led by a Johns Hopkins-trained transfusion medicine specialist and has experienced strong success. Please inquire with broker for financial information.

The 15,632-square-foot building is strategically located along Broadway, a primary thoroughfare with traffic exceeding 24,700 vehicles per day. Broadway hosts a wide range of major retailers, including Target, Food 4 Less, The Home Depot, Best Buy, ALDI, and Home Goods, as well as Parkway Plaza, a regional shopping center featuring Dick's Sporting Goods, JC Penney, H&M, Regal Cinemas, Ashley, Bath & Body Works, and more. The property also offers close proximity to Interstate 8 (148,000 VPD) and CA-67 (100,000 VPD), enhancing accessibility. Situated in a densely populated area, the asset serves over 308,000 residents within a five-mile radius, with an average household income of \$124,210.

CRT Plasma, located in El Cajon, California, is a premier plasma donation center dedicated to advancing life-saving medical therapies. Led by Peter Miller, M.D., a Johns Hopkins-trained transfusion medicine specialist, CRT Plasma emphasizes exceptional donor care and safety, with sterile, well-maintained facilities and a compassionate, professional team. Donors are appreciated with cash compensation and a commitment to a comfortable experience.

Investment Highlights

- » Positioned within the San Diego MSA – Ranked #18 in the United States for population size
- » Long-term sale leaseback
- » E-commerce resistant tenant
- » NNN – no landlord responsibilities
- » Extremely low 3% submarket vacancy according to CoStar
- » Located along Broadway (24,700 VPD)
- » Close proximity to Interstate 8 (148,000 VPD) & CA-67 (100,000 VPD)
- » Densely populated area - over 308,000 people live within a five-mile radius
- » Six-figure average household income within five miles (\$124,210)
- » Nearby traffic draws include Target, Food 4 Less, The Home Depot, Best Buy, ALDI, HomeGoods, and Parkway Plaza (regional shopping center)



Property Overview



PRICE
\$6,450,000



CAP RATE
7%



NOI
\$468,960

LEASE COMMENCEMENT DATE:

Close of Escrow

LEASE TERM

15-Year

RENEWAL OPTIONS:

Four 5-year

RENTAL ESCALATION:

2.5% Annual

LEASE TYPE:

NNN

TENANT:

CRT, INC.

YEAR BUILT:

1984

BUILDING SIZE:

15,632 SF

LAND SIZE:

0.89 AC

** The terms of this sale-leaseback are open to negotiation. Please contact the broker for further details.*

Plasma

Overview

WHAT IS BLOOD PLASMA?

Plasma, the largest component of human blood, is a yellowish liquid that constitutes about 55% of blood's total volume. It is primarily composed of water, proteins, and essential substances such as electrolytes, hormones, and waste products. Plasma plays a critical role in maintaining blood pressure, volume, and pH balance, as well as in transporting nutrients, hormones, and proteins throughout the body.

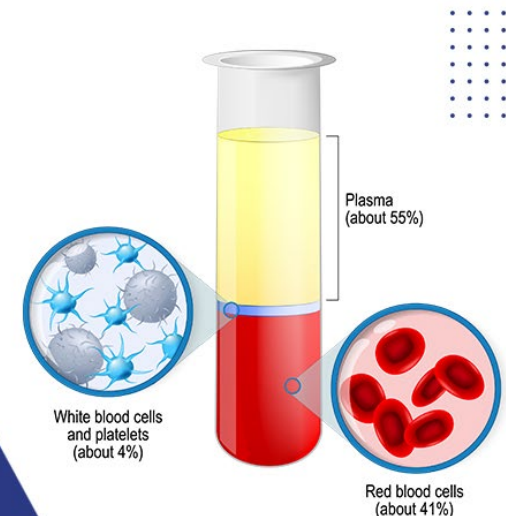
WHY DONATING BLOOD PLASMA IS IMPORTANT:

Donating plasma is crucial because it is used to create life-saving therapies for patients with severe burns, trauma, shock, and chronic illnesses like hemophilia and immune deficiencies. Plasma donations are also essential for manufacturing clotting factors for those with bleeding disorders and for creating immunoglobulins to help fight infections. Regular plasma donations ensure a steady supply of these vital therapies, benefiting patients worldwide.

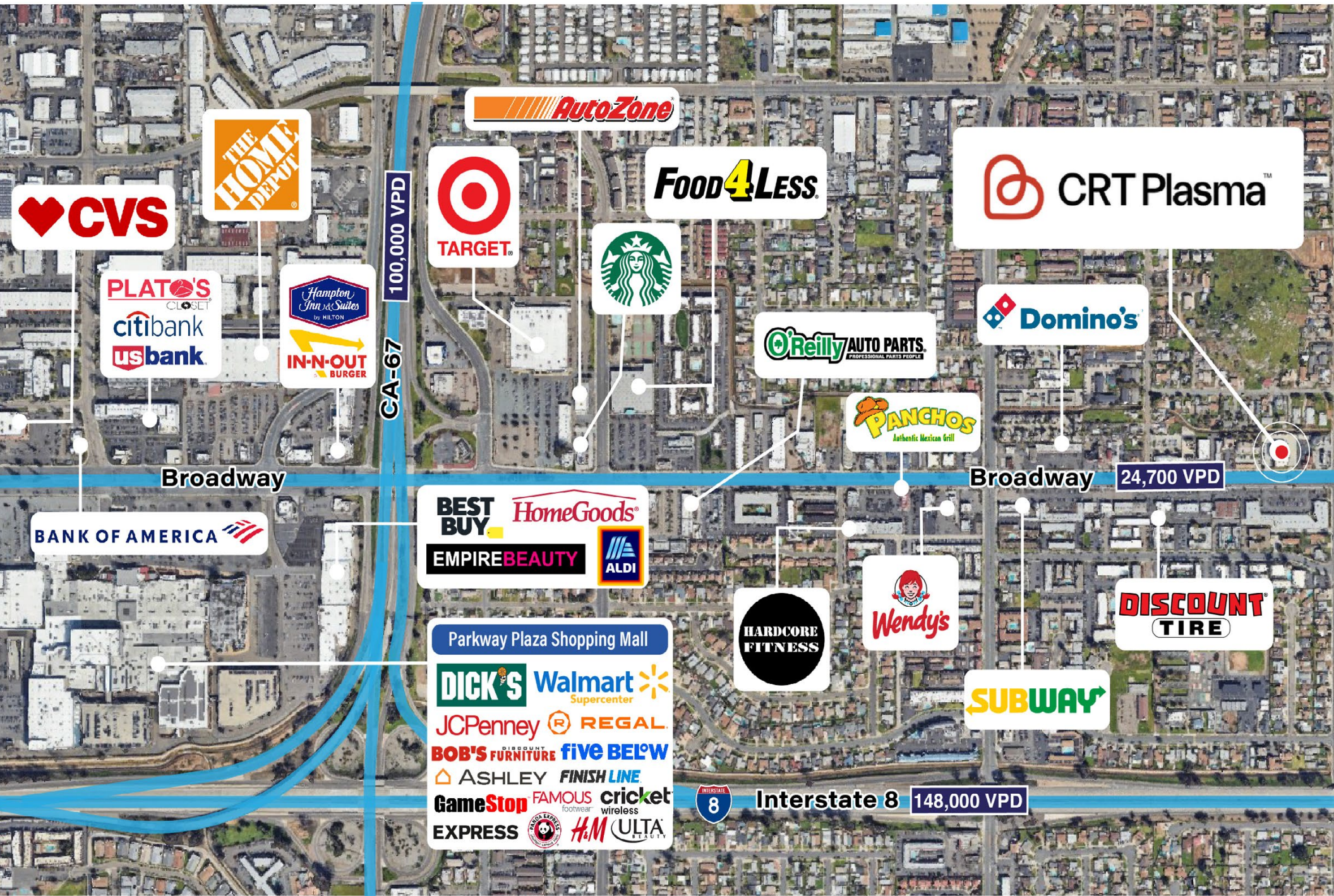
BLOOD PLASMA? MARKET OVERVIEW

The global blood plasma market, which encompasses both blood plasma and plasma-derived products, is estimated to be worth \$34.02 billion in 2023 and is projected to reach \$59.97 billion by 2032, reflecting a compound annual growth rate (CAGR) of nearly 6.5% from 2024 to 2032. The United States is the largest market for plasma-derived products, driven by the increasing prevalence of chronic diseases such as hemophilia, immune disorders, and certain cancers. Advancements in plasma collection and processing technologies, including automated systems and improved screening methods, are enhancing efficiency and safety. Despite these advancements, there is no synthetic substitute for plasma, so drug manufacturers continue to rely on human donors. Additionally, emerging markets in Europe and Asia-Pacific are experiencing growth, with more plasma collection centers opening and rising demand for therapies.

PLASMA
The largest part
of the blood



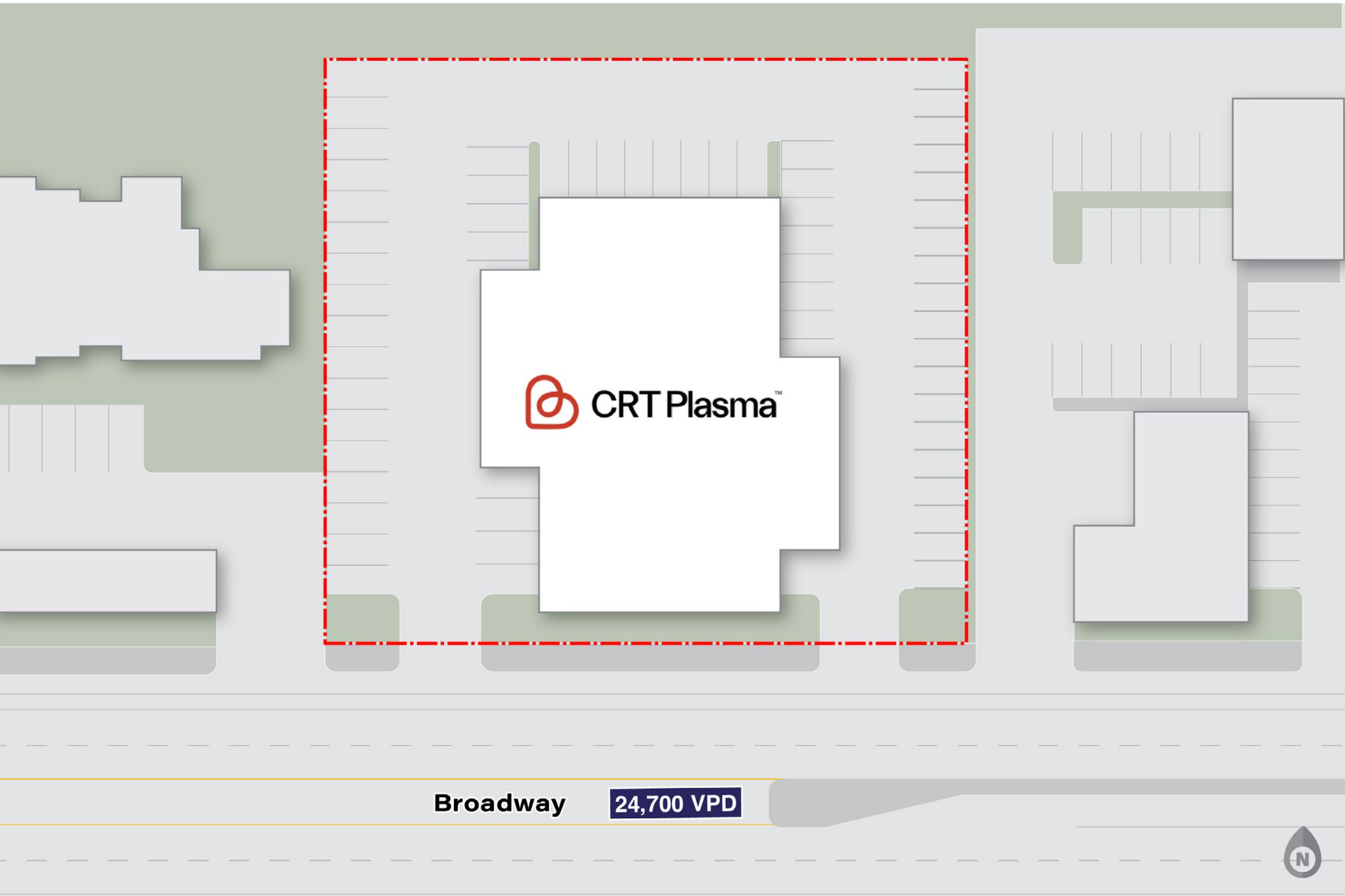
Aerial



Aerial



Site Plan



Map



Location Overview

El Cajon, California

El Cajon, California, is a vibrant city in San Diego County with a diverse population of approximately 104,000 residents. Located 15 miles east of Downtown San Diego, El Cajon provides convenient access to major highways, including Interstate 8 and State Route 67, making it a strategic area for retail, commercial, and residential development. The city’s median household income is around \$64,000, with steady income growth seen in recent years.

Retail sector benefits from a high volume of daily traffic, especially along major corridors such as Main Street and Magnolia Avenue, which attract visitors to various shopping, dining, and entertainment options. Additionally, the city has experienced robust population growth over the past decade, outpacing the national average, driven by its desirable suburban setting and proximity to San Diego’s urban amenities.

Local economic drivers include health services, retail trade, and educational institutions. The city is home to several prominent employers, including Grossmont Union High School District and Sharp Grossmont Hospital, which contribute to the stability and growth of the local economy.



Demographics

	 POPULATION	 HOUSEHOLDS	 MEDIAN INCOME	AVERAGE INCOME
1-MILE	39,305	13,263	\$57,980	\$82,324
3-MILE	159,516	54,184	\$78,748	\$108,767
5-MILE	308,530	108,971	\$92,970	\$124,210



MSA

Overview

SAN DIEGO MSA

The San Diego Metropolitan Statistical Area (MSA) is a dynamic economic and cultural hub in Southern California, comprising over 3.3 million residents. As the second-largest city in California, San Diego itself anchors the MSA with a well-diversified economy supported by sectors such as defense, tourism, biotechnology, and international trade. San Diego's proximity to the U.S.-Mexico border and its extensive port facilities position it as a gateway for international commerce, while its robust infrastructure—including San Diego International Airport and major interstates like I-5 and I-8—ensures connectivity within the region and beyond.

The MSA boasts a median household income of approximately \$89,000, significantly above the national average, reflecting the area's high standard of living and strong job market. Additionally, the San Diego MSA benefits from a highly educated workforce, with nearly 40% of residents holding a bachelor's degree or higher. A popular tourism destination, San Diego attracts over 35 million visitors annually to renowned attractions like the San Diego Zoo, Balboa Park, and pristine beaches.

With sustained population growth and rising demand for residential and commercial properties, the San Diego MSA continues to be an attractive market for investment. Local initiatives focusing on clean technology and innovation, combined with a supportive business environment, contribute to the region's resilience and long-term growth potential.

Tenant Overview



BRIEF HISTORY OF CRT PLASMA

CRT Plasma was originally established on what was once Scantibodies Biologics Inc. (SBI) a local family-owned business in San Diego. Initially, SBI was founded, built and received a US plasma collection license back around 2008-2010. SBI was very successful in collecting plasma and selling it for manufacture into much needed pharmaceutical products till it was purchased by CRT Plasma in late 2022. CRT Plasma is thus built on a rich history of more than a decade of successful operations. CRT Plasma was started and is led by President Peter Miller MD who has improved infrastructure as well as grown sales. The center currently has a capacity of more than \$23M in sales each year and is rapidly expanding to that design goal through multiple revenue streams. CRT continues to grow, and forecasts increased sales over the coming years in line with the broader global plasma market demands.

BRIEF HISTORY OF PETER MILLER, MD

Dr. Miller originally received training in Laboratory Medicine at the George Washington University and Transfusion Medicine at Johns Hopkins Hospital where he completed more than 10 peer reviewed journal articles, abstracts and multiple research projects. He moved into private industry after training, focusing on running the laboratory, blood collections and therapeutic apheresis operations at Life South the 7th largest blood center in the US. Dr. Miller was hired as CEO and founder of Innovative Transfusion Medicine in 2018, a small blood center located in south Florida with now more than \$50 million in annual sales. He then moved back into research founding Advanced Bioarchives a research company that had more than \$15 million in sales during the first 3 years of operations. He actively ran his own successful medical practice in Boca Raton, Florida as well as serving as medical director for many different companies prior to starting and running CRT Plasma. His vision of industry combined with research has brought CRT the regulatory and production formulas for success and he continues to help CRT move towards full capacity while expanding collection operations and centers. His focus is building therapeutic and research revenue streams in tandem for CRTs centers.



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