



MERCY GATEWAY MEDICAL CAMPUS

1963 East Willis Road & 1915 East Willis Road | Gilbert, Arizona 85297



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EXECUTIVE SUMMARY

1963 East Willis Road & 1915 East Willis Road
Gilbert, Arizona 85297

The properties at 1963 East Willis Road & 1915 East Willis Road in Gilbert present a compelling opportunity to acquire two adjacent land parcels within one of the most established and rapidly expanding healthcare corridors in the Southeast Valley. Strategically located near Dignity Health Mercy Gilbert Medical Center, the site benefits from immediate proximity to a dense concentration of medical providers, hospital infrastructure, and a growing patient population.

This offering is uniquely positioned for a medical office or outpatient-driven development, supported by strong physician demand and continued institutional investment in the surrounding area, including expansion from Phoenix Children's Hospital. The combined parcels allow for a thoughtfully designed proposed 52,000 square foot medical campus across three buildings, providing flexibility for owner-users, group practices, or investors seeking to capitalize on the shift toward outpatient care delivery.

With continued population growth, increasing healthcare utilization, and limited remaining medical-zoned land near Mercy Gilbert, the site offers a rare opportunity to develop in a supply-constrained submarket. Overall, this offering is well-positioned to capture long-term value through alignment with the sustained expansion of the East Valley's healthcare ecosystem and the growing demand for high-quality outpatient medical space.



PROPERTY OVERVIEW

1963 East Willis Road & 1915 East Willis Road
Gilbert, Arizona 85297

Sale Price: Call for Pricing

Price/SF: Call for Pricing

Lot Size (Acres): ±5.03 Acres

Frontage: South Rome Street

Parcel Number: 304-53-013W / 304-53-013K / 304-53-170

Utilities: Yes

Mercy Gateway Medical Campus represents a rare opportunity to develop ±5.03 acres of prime medical land within one of the most established and rapidly expanding healthcare corridors in the Southeast Valley.

Strategically positioned within the Town of Gilbert's Melrose Improvement District, this site is not a standalone project, it is a direct extension of a larger, planned healthcare ecosystem anchored by Mercy Gilbert Medical Center.

This offering provides developers, healthcare operators, and investors the ability to deliver a purpose-built medical campus in a location where demand, infrastructure, and surrounding tenancy are already proven.

- Located within the Mercy Gilbert Healthcare Corridor
- One of the last remaining vacant medical sites in the immediate trade area
- Purpose-built for medical office, outpatient services, and specialty care
- Strong demographics and continued population growth in Gilbert and the Southeast Valley



Established
Hospital Anchor



Surrounding
Development Momentum



Existing
Medical Tenancy



Limited Supply of
Medical-Zoned Land



SITE PLAN

1963 East Willis Road & 1915 East Willis Road
Gilbert, Arizona 85297

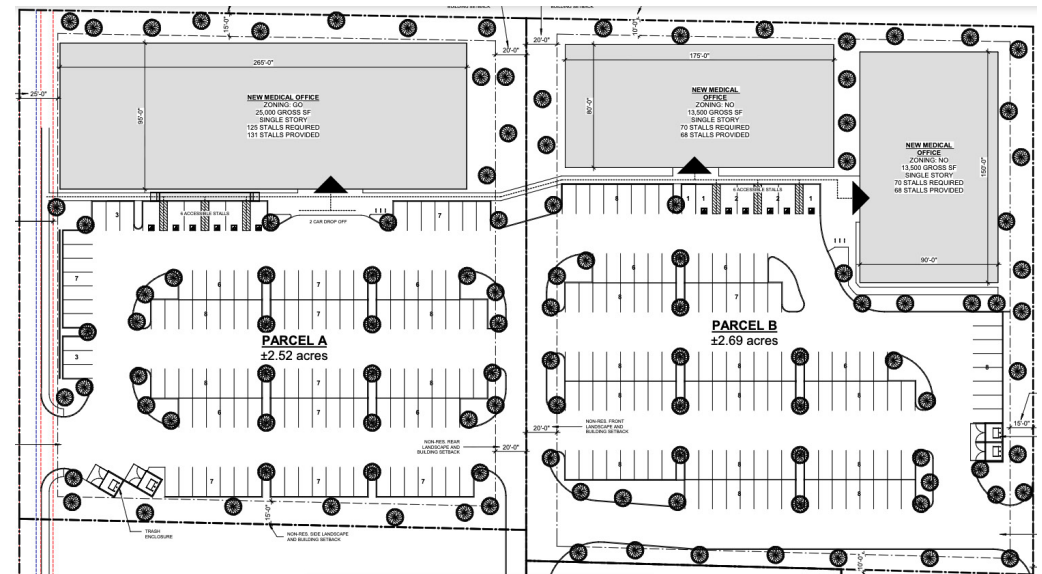
The preliminary architectural test-fit outlines a 52,000 SF medical campus designed to support a variety of outpatient and specialty medical uses:

- 1 ±24,000 SF Single-Story Medical Office Building**
- 2 ±14,000 SF Single-Story Medical Office Building**

Total Build-Out: ±52,000 SF Medical Office Space

- Efficient parking layout with ±262 total stalls across both parcels
- Designed for flexibility to accommodate multi-tenant or single-user configurations

This layout allows for phased development, owner-user opportunities, or institutional investment strategies, and is ideally suited for physician owner/users, physician groups, and medical providers seeking space for clinics, ambulatory surgery centers (ASC), and outpatient care facilities.



SUBMARKET OVERVIEW

1963 East Willis Road & 1915 East Willis Road
Gilbert, Arizona 85297

The property at 1963 E Willis Rd is strategically positioned within one of the most dynamic and rapidly expanding healthcare corridors in the Southeast Valley, anchored by Dignity Health Mercy Gilbert Medical Center. This established medical hub currently features a 197-bed full-service hospital, a 22-bed pediatric unit, more than 1,400 employees, and over 1,000 affiliated physicians, creating a strong foundation of patient demand and referral networks for surrounding medical users.

The area continues to see significant institutional investment, highlighted by Phoenix Children's Hospital planning its largest East Valley tower expansion at Mercy Gilbert. This major addition is expected to further accelerate pediatric and specialty care demand, reinforcing the long-term viability of the surrounding outpatient ecosystem and increasing patient draw across the region.

Within a 5-mile radius, the Outpatient Market Scenario Planner (MSP) data demonstrates strong and sustained growth across key service lines critical to physician ownership and outpatient investment strategies. Notably, specialties such as Endocrinology (+32.2% 5-year growth), Cardiology (+22.3%), Orthopedics (+21.5%), and Physical Therapy/Rehabilitation (+23.4%) are all projected to see meaningful increases in patient volume, while high-demand categories like Lab Services and Evaluation& Management visits continue to scale with population growth. This data underscores a clear trajectory toward outpatient migration and supports long-term absorption for medical office, ASC, and specialty clinic users.

The immediate trade area is already densely populated with leading providers including OrthoArizona, Sonoran Spine, Southwest Kidney Institute, and Arizona Center for Cancer Care, creating a synergistic healthcare environment that benefits from shared referrals, proximity to hospital infrastructure, and operational efficiencies. Combined with strong demographics, continued residential growth, and accessibility via Loop 202, the submarket offers a compelling opportunity for physician owners, developers, and investors seeking to capitalize on one of the most supply-constrained and high-growth medical corridors in the Phoenix metro.



OUTPATIENT MARKET PLANNER SCENARIO

The outpatient Market Scenario Planner (MSP), as developed by the Advisory Board, provides current and projected patient utilization estimates for specific specialties in key markets across the United States. The following data is representative service line growth within a 5 mile radius of the project.

DATA AND ANALYTICS | MARKET SCENARIO PLANNER - OUTPATIENT

Service Line	2022 Volume	2027 Volume	2032 Volume	5 Yr Growth	10 Yr Growth
Endocrinology	4,930	6,518	7,894	32.2%	60.1%
Podiatry	36,234	45,435	55,063	25.4%	52.0%
Psychiatry	330,666	413,024	451,313	24.9%	36.5%
Spine	4,628	5,754	6,758	24.3%	46.0%
Vascular	37,541	46,402	56,071	23.6%	49.4%
Physical Therapy	610,523	753,181	908,236	23.4%	48.8%
Cardiology	221,613	270,963	317,853	22.3%	43.4%
Ophthalmology	202,882	247,704	295,642	22.1%	45.7%
Orthopedics	69,970	84,980	100,358	21.5%	43.4%
Pain Management	26,242	31,785	36,891	21.1%	40.6%
Lab	1,032,780	1,242,809	1,449,661	20.3%	40.4%
Misc. Services	506,048	598,099	708,099	18.2%	39.9%
ENT	80,318	94,284	110,493	17.4%	37.6%
Nephrology	12,016	14,101	16,146	17.3%	34.4%
Evaluation & Management	2,454,503	2,816,304	3,290,459	14.7%	34.1%
Trauma	17,673	20,175	23,074	14.2%	30.6%
Oncology	34,603	39,399	44,517	13.9%	28.7%
Radiology	705,311	800,793	914,657	13.5%	29.7%
Gastroenterology	55,681	63,107	69,805	13.3%	25.4%
Neurology	41,850	47,381	53,527	13.2%	27.9%
Thoracic Surgery	1,275	1,443	1,578	13.2%	23.7%
Dermatology	104,735	118,028	131,995	12.7%	26.0%
Neuro Surgery	2,189	2,465	2,830	12.6%	29.2%
General Surgery	14,215	15,963	17,675	12.3%	24.3%
Urology	23,030	25,815	28,526	12.1%	23.9%
Cosmetic Procedures	19,221	21,253	22,911	10.6%	19.2%
Gynecology	23,685	25,457	27,501	7.5%	16.1%
Pulmonology	34,322	35,233	36,098	2.7%	5.2%
Obstetrics	10,679	10,039	9,474	-6.0%	-11.3%

MAJOR MEDICAL CENTERS

1963 East Willis Road & 1915 East Willis Road
Gilbert, Arizona 85297

Walking Distance from Major Medical Centers, including Mercy Gilbert Medical Center & More:



FACTS & FIGURES:

- 212 Beds
- 22 Bed Pediatric Unit
- More than 1,400 Employees
- More than 1,000 Physicians
- Opened Doors in June 2006
- Award Winning Hospital
- ±53,000 ER Visits
- ±3,400 Babies Delivered
- ±15,000 Admissions
- ±10,000 Surgeries
- ±35 Million Community Benefit



THE GILMORE

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Located directly adjacent of the opportunity, at the NWC of Val Vista Drive and Germann Road, is Thompson Thrift's 35-acre mixed-use development, The Gilmore.

The Gilmore will be comprised of both residential apartment homes and commercial retail space. The development will provide residents and visitors with a variety of shopping, dining, and living options. Construction will begin Q2 2024.

LEARN MORE: <https://www.thegilmorelife.com/>



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- Equipment



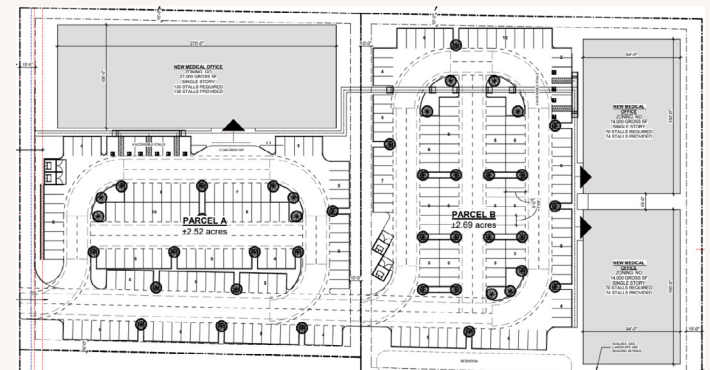
For more information on
financing options available at
the Project, please contact:

ROSEMARY MCCLELLAND

Commercial Banker

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PARCEL MAP

1963 East Willis Road & 1915 East Willis Road
Gilbert, Arizona 85297



PARCEL NUMBERS:

304-53-013W

304-53-013K

304-53-170

AREA HIGHLIGHTS

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GILBERT, ARIZONA

Gilbert is a rapidly growing suburban town southeast of Phoenix in the metropolitan area. Once known as the “Hay Shipping Capital of the World,” Gilbert has transformed into a thriving, family-friendly community with a strong economy, highly rated schools, and high quality of life. The town features a blend of modern amenities and small-town charm, highlighted by its revitalized downtown area, known as the Heritage District, offering popular restaurants, shops, and community events. Gilbert is also recognized for its extensive park system, scenic walking trails, and attractions like the Riparian Preserve at Water Ranch, appealing to residents and visitors seeking outdoor recreation.



5 MILE DAYTIME POPULATION

283,233



5 MILE AVG HOUSEHOLD INCOME

\$171,587

2025 DEMOGRAPHICS (Sites USA)

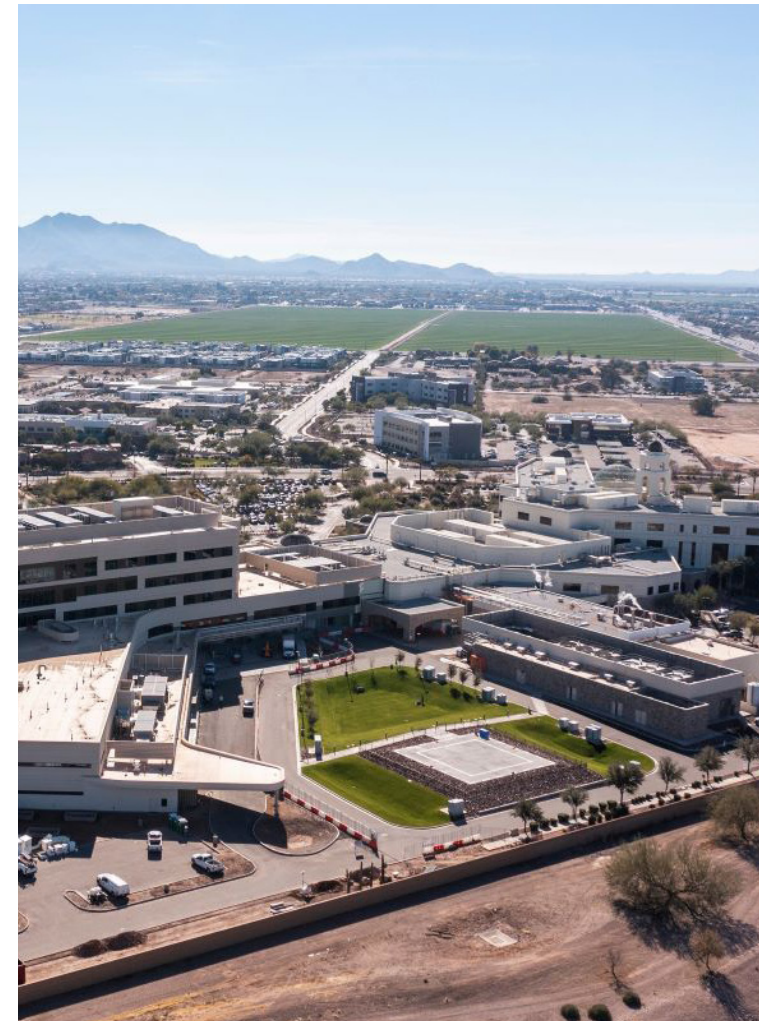
POPULATION:	1- MILE	3-MILE	5-MILE
Daytime:	6,504	104,554	283,233
Employees:	2,454	22,432	58,227
HOUSEHOLDS:	1-MILE	3-MILE	5-MILE
Total:	2,434	34,808	95,299
Average Size:	2.6	3.0	3.0
INCOME:	1-MILE	3-MILE	5-MILE
Average Household Income:	\$151,790	\$173,859	\$171,587
Annual Household Expenditure:	\$309.79 M	\$4.89 B	\$13.11 B

HEALTHCARE EXPENDITURES:

AVERAGE HEALTH SERVICES EXPENDITURES

\$7,019

26% ↑ THAN NATIONAL AVERAGE (\$5,579)





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