



MEDICAL OFFICE MARKET GAP ANALYSIS

TERRAZA MEDICAL VILLAGE

40245 N GANTZEL RD, SAN TAN VALLEY, AZ 85140 • 5-MILE TRADE AREA • APRIL 2026

Prepared by
ICRE Investment Team

Executive Summary

Terraza Medical Village is a 100,000 SF, five-building Class A medical office campus under construction at the southeast corner of Gantzel Road and Ocotillo Road in San Tan Valley, Arizona. The 12-acre, \$45 million development broke ground March 10, 2025, with the first two buildings scheduled for delivery in May 2026. This report evaluates the market opportunity for the campus through a 5-mile trade area gap analysis run in Esri ArcGIS Business Analyst and combines the analytical findings with the pipeline supply that Terraza itself contributes.

The 5-mile trade area captures 140,486 residents across 57 census block groups, with average median household income of \$114,800 and a wide dispersion ranging from approximately \$51,000 to \$202,000. The Esri void analysis indicates that today's per-capita healthcare supply is at parity with the regional benchmark — 126 healthcare locations against a population-normalized expectation of 123 — but exposes 178 specific operator and brand voids in the trade area.

The investment thesis is a growth-capture play, not a void-fill play. San Tan Valley is among the fastest-growing zip codes in Arizona (44 percent population increase from 2010 to 2020), the absent operators are clustered 7 to 10 miles to the northwest in mature East Valley submarkets, and Terraza Medical Village is positioned to be the new healthcare cluster for the trade area as population growth, household formation, and operator expansion continue.

Terraza is already attracting tenants in categories the void analysis flagged as under-represented in the trade area. Tri-City Cardiology — a specialty cardiology practice in a category the analysis identified as broadly under-supplied — is the anchor tenant for Building 2 (10,054 RSF), and an oncology practice has pre-leased 4,767 RSF in Building 5. Together these pre-leases offer qualitative validation that the categories surfaced by the analysis are seeing real operator demand, even if no single operator can be claimed as definitively 'the most' under-represented.

With Terraza's 100,000 SF added to the local supply picture, the 5-mile market moves from today's parity to a near-term oversupply that is expected to absorb back into balance within roughly two to three years of population growth. The remaining ~85,000 SF after current pre-leases represents the addressable lease-up opportunity for the operators identified in the 178 brand-void list.

Methodology

Analysis was conducted in Esri ArcGIS Business Analyst (bao.arcgis.com) within the dedicated Terraza Medical Village project, using the following workflows:

- Trade Area Definition: 5-mile concentric ring around the geocoded Terraza Medical Village site at 40245 N Gantzel Rd.
- Nearby Analysis: Healthcare Featured Point List from Data Axle, encompassing Hospitals, Medical Centers, Clinics, Physicians & Surgeons, Doctors' Offices, Emergency Medical Centers, Minor Medical Centers, and Urgent Care.
- Color-Coded Demographic Mapping: 2025 Median Household Income mapped at the block-group level inside the 5-mile ring.
- Void Analysis: Healthcare category compared against a 10-mile reference area (analysis area expanded by a factor of 2x). Results normalized by 2025 Total Population (Esri).
- Pipeline Supply Augmentation: Project-level data for Terraza Medical Village (developer disclosure, marketing collateral, public construction announcements) added to the supply-side analysis to convert the Esri findings from operating-supply-only to total-known-supply.

All four Esri steps used the fixed 5-mile analysis area for direct comparability. The reference area for the void calculation is a doubled-radius (10-mile) ring centered on the same site, providing a regional supply benchmark that controls for Phoenix East Valley healthcare density patterns. The pipeline supply augmentation is a critical addition because Data Axle business listings only capture operating businesses; properties under construction such as Terraza do not appear in the underlying Esri count.

Site & Trade Area Overview

Parameter	Value
Anchor Site / Development	Terraza Medical Village
Address	40245 N Gantzel Rd, San Tan Valley, AZ 85140
Cross Street	SEC of Gantzel Rd & Ocotillo Rd
Site Area	12+ commercial acres
Total SF (5 buildings)	Approx. 100,000 SF Class A
Project Cost	Approx. \$45 million
Developer	TCCC Real Estate Holding LLC
General Contractor	Kraus-Anderson Construction
Listing / Leasing	ICRE Investment Team — ORION Investment Real Estate
Groundbreaking	March 10, 2025
First-Phase Delivery (Bldgs 1 & 2)	May 2026
Trade Area	5-mile concentric ring
Reference Area	10-mile ring (analysis area + 5-mile buffer)
Geography Level	Block group (automatic)
Block Groups in Trade Area	57
2025 Population (5-mile)	140,486
2025 Population (10-mile reference)	382,453
Average Median Household Income	\$114,800

Existing Healthcare Facility Supply

POI Density and Spatial Distribution

The Nearby Analysis identified 54 healthcare facility points within the 5-mile ring (Esri's conservatively aggregated count) while the Void Analysis applied a more granular Data Axle business count of 126 individual healthcare-classified locations. Both figures reflect operating businesses only; properties under construction such as Terraza Medical Village are not in the underlying source data and are accounted for separately in the Pipeline Supply section that follows.

- Most existing healthcare POIs cluster in the western and central portions of the 5-mile ring, generally along the Hunt Highway, Ironwood Drive, and Combs Road corridors that form the developed retail spine of San Tan Valley.
- Sparse to no coverage in the eastern desert and agricultural zones, the southern fringe, and the open lands in the central-east interior of the ring — these represent forward-development land where supply has not yet materialized.
- A meaningful cluster exists immediately around the Banner Ironwood Medical Center campus to the south of Terraza, accounting for a portion of the visible POIs and providing the principal hospital-anchor referral environment for any new MOB product.



- The closest healthcare point to the Terraza site itself is approximately 0.33 miles, indicating immediate adjacency to existing supply rather than a complete service desert at the parcel scale.

Pipeline Supply: Terraza Medical Village

Terraza Medical Village is a five-building Class A medical office campus on 12+ acres at the southeast corner of Gantzel Road and Ocotillo Road. Total project size is approximately 100,000 SF with an estimated \$45 million project cost. Construction commenced March 10, 2025, with first-phase delivery (Buildings 1 and 2) targeted for May 2026.

Building Program

Building	Floors	Approx. RSF	Status
Building 1	2 (1st + 2nd)	~29,200 RSF (Suites 101–103, 201–203)	Phase 1 — May 2026 delivery
Building 2	2 (1st + 2nd)	~19,700 RSF (Suite 101 + Suites 201–202)	Phase 1 — May 2026 delivery; Suite 101 LEASED to Tri-City Cardiology
Building 3	TBD per dev plan	TBD	Phase 2
Building 4	1 floor (Suites 101–103)	~9,700 RSF	Phase 2
Building 5	1 floor (Suites 101–103)	~9,700 RSF; Suite 102 LEASED to Oncology	Phase 2
Total Project (5 buildings)	—	Approx. 100,000 SF	Class A medical office

Suite sizes range from ±2,434 RSF up to ±15,067 RSF contiguous, providing flexibility for both small specialty practices and larger group practices or surgical-capable plates. The site plan locates buildings around a shared parking and circulation field with frontage on both Gantzel Road and Ocotillo Road, providing dual-arterial access and visibility.

Confirmed Pre-Leases (Phase 1)

Tenant	Building / Suite	RSF	Specialty	Significance
Tri-City Cardiology	Building 2, Suite 101	~10,054	Cardiology / Vascular	27-physician practice; anchor tenant; first provider in the development
Oncology practice	Building 5, Suite 102	~4,767	Oncology	Pre-lease in Phase 2 program; specialty-care expansion
TOTAL pre-leased	—	~14,821	—	~14.8% of project pre-leased before first-phase delivery

Pre-Leasing Validation: Pipeline Tenants Map Directly to Void Findings

The two pre-leased tenants at Terraza fall into operator categories the void analysis surfaced as under-represented in the 5-mile trade area. This mapping is qualitative validation: it shows that operators in categories the analysis identified as under-supplied are choosing to pre-lease at Terraza ahead of delivery. It is not, by itself, proof of any single operator-level ranking — multiple operators are flagged at similar gap magnitudes, and the absent operators (true voids) are arguably more under-represented than the partially-present ones.

Pre-Leased Operator	Void Analysis Finding	Significance
Tri-City Cardiology (anchor)	Cardiology specialty category broadly flagged as under-represented in the analysis; gap-magnitude shared with multiple other operators including pharmacy and dental brands	Validates the category-level finding without claiming a single-operator ranking.
Oncology practice (Bldg 5)	Specialty-practice category broadly under-represented in trade area (within the 178 brand-void list)	Validates the systemic specialty-practice gap surfaced by the void analysis at the category level.

Demographic Demand Profile

Income Distribution (2025 Median Household Income)

Average median household income across the 5-mile ring is \$114,800 (Esri 2025). The development's marketing materials cite an average household income of \$144,586 within a 10-mile radius (SitesUSA 2024) – both data sources confirm a high-income catchment well above the Phoenix MSA median, with Terraza's broader 10-mile pull benefiting from the affluent Maricopa County block groups to the northwest.

Top 5 Block Groups by Median Household Income (5-Mile Ring)

Census Block Group ID	2025 Median HHI	County / Tract
040138172.002	\$201,900	Maricopa Co. — Tract 8172.00
040138169.011	\$198,700	Maricopa Co. — Tract 8169.01
040138169.031	\$193,700	Maricopa Co. — Tract 8169.03
040138169.042	\$186,800	Maricopa Co. — Tract 8169.04
040138169.041	\$183,200	Maricopa Co. — Tract 8169.04

Bottom 5 Block Groups by Median Household Income (5-Mile Ring)

Census Block Group ID	2025 Median HHI	County / Tract
040210002.291	\$68,900	Pinal Co. — Tract 2.29
040210002.193	\$67,500	Pinal Co. — Tract 2.19
040210002.251	\$64,300	Pinal Co. — Tract 2.25
040210171.021	\$52,000	Pinal Co. — Tract 171.02
040210002.223	\$51,100	Pinal Co. — Tract 2.22

The income gradient maps cleanly to the Maricopa-Pinal county split running through the 5-mile ring. Maricopa County block groups carry premium-tier HHI levels at \$180,000 to \$200,000+, supporting elevated demand for premium and elective medical office product. The wide dispersion is a marketing differentiator: Terraza can target both the premium-tier western catchment for elective specialties and the broader middle-income family-suburban catchment for primary care and pediatrics.

Void Analysis Findings (Existing Supply Only)

Aggregate Healthcare Density

Metric	Value
Locations in 5-mile analysis area	126
Expected in analysis area (population-normalized)	123
Difference from expected	+3 locations (+2.4%)
Locations in 10-mile reference area	334
Locations per 1,000 residents (analysis)	0.90
Locations per 1,000 residents (reference)	0.87

At today's existing supply, the 5-mile ring is at parity with the regional benchmark – three locations more than the population-normalized expectation. This is the foundation of the growth-capture thesis: the opportunity at Terraza is not a static supply gap, but a forward-looking growth-capture opportunity. Per-capita parity at the aggregate level masks the operator-specific gaps captured in the brand-void list and the demographic trajectory of the submarket.

Specific Operator and Category Voids (Existing Supply)

178 specific brand and operator voids surfaced in the analysis. The pink-shaded rows below are true voids – zero local presence – and arguably represent the most acute under-representation since they show 100 percent of expected supply missing. The chain pharmacies show larger absolute count gaps but smaller percentage gaps. The cardiology category in which Terraza's anchor tenant operates is among the under-represented specialty practice categories at a similar -1 magnitude as several others.

Category / Brand	Local	Expected	Reference	Gap vs Expected
Walgreens	3	4	10	-1
Fry's Food Pharmacy	2	3	7	-1
CVS Pharmacy	3	3	7	0 (at expectation)
Walmart Pharmacy	2	2	5	0 (at expectation)
Bashas' Pharmacy	0	1	3	-1 (TRUE VOID)
Cooley Station Dental Group	0	1	2	-1 (TRUE VOID)
Genoa Healthcare	0	1	2	-1 (TRUE VOID)
Stripes Primary Care	0	1	2	-1 (TRUE VOID)
Action Behavior Center	1	1	2	0
Banner Health	1	1	2	0
Banner Primary Care	1	1	2	0

Net Supply Outlook: Adding Pipeline to Existing Supply

Combining the existing supply count with Terraza's 100,000 SF pipeline produces a forward-looking supply picture meaningfully different from the snapshot the void analysis captures alone. Below is the indicative supply-demand trajectory.

Time Horizon	Supply Picture	Demand Driver	Net Position
Today (Apr 2026)	126 healthcare locations, ~600–650K SF est. existing GLA	140K population, \$114.8K avg HHI	At per-capita parity (+2.4% surplus)
May 2026 (Phase 1 delivers)	Add ~50K SF (Bldgs 1 + 2); ~14.8% pre-leased	Ongoing population growth	Mild oversupply, but pre-leases mitigate;
Phase 2 (Bldgs 3–5 deliver)	Add ~50K SF; total Terraza ~100K SF	Continued residential delivery; aging-in-place demographic effect	Oversupply if delivery exceeds absorption; balance returns as population grows
Year 3+ post-completion	Trade area adds operator brands from 178-void list	Population growth catches up; Terraza captures specialty migration	Return to per-capita parity or modest tightness; growth-capture realized

Translation: the timing thesis depends on absorption pace and population growth keeping up with the new supply. The pre-leasing track record so far (~15 percent before first-phase delivery, with both pre-leases mapped to validated void categories) suggests absorption is tracking ahead of conservative underwriting.

The Growth-Capture Investment Thesis

The traditional medical office siting framework asks: where is supply visibly short relative to today's demand? In the Terraza 5-mile ring, that question returns a near-zero answer — the area is at per-capita parity. The right framework for Terraza is a forward-looking growth-capture thesis built on six compounding drivers, now strengthened by the pipeline supply context:

1. Demographic Trajectory

San Tan Valley experienced a 44 percent population increase from 2010 to 2020 and remains among the fastest-growing zip codes in Arizona. The 140,486 5-mile population is rising materially each year. Today's parity will become structural undersupply within a five-to-seven-year horizon if healthcare supply does not keep pace with rooftop expansion. Esri's 2029 projection for the 5-mile ring (per the development's marketing collateral) is 141,808 — modest base-case growth that operator-channel projections likely understate given the underlying entitlement and permit pipeline visible in the housing development map.

2. High-Income Catchment Within Reach

The top quintile block groups inside the 5-mile ring carry \$180,000 to \$202,000 median HHI — premium-tier income levels that historically support elective medical office product (concierge primary care, plastics, fertility, dental specialty, aesthetic dermatology) that Banner-affiliated primary care clinics do not currently serve. The 10-mile average household income at \$144,586 reinforces this picture.

3. Pre-Leasing Validation

Tri-City Cardiology is the anchor tenant for Building 2, and an oncology practice has pre-leased Suite 102 in Building 5. Both fall into specialty-care categories the void analysis identified as under-represented at the category level (without claiming any single-operator ranking). These two pre-leases cover approximately 14.8 percent of project SF before first-phase delivery, providing qualitative validation that the gap-analysis-to-tenant pipeline thesis is converting in practice. The remaining ~85,000 SF is the addressable lease-up opportunity, with the 178 brand-void list providing the actionable target list of expansion candidates.

4. Hospital-Anchor Referral Environment

Banner Ironwood Medical Center is the regional hospital anchor for San Tan Valley and is located minutes from the Terraza site. Medical office product positioned within the same submarket benefits from the Banner referral network and from co-tenancy with primary care clinics that channel specialty volumes. Terraza is also within 25 minutes of Phoenix-Mesa Gateway Airport, Dignity Health Mercy Gilbert, Banner Heart Hospital, Banner Baywood, Banner Gateway, HonorHealth Mountain Vista, HonorHealth Florence, and Dignity Arizona General Hospital — a regional medical infrastructure context that supports specialist co-affiliation.

5. New Healthcare Cluster Position

With 100,000 SF coming online, Terraza is positioned to anchor a new healthcare cluster on the Gantzel/Ocotillo corridor — distinct from but complementary to the established Banner Ironwood cluster to the south. First-mover positioning in the next medical commercial spine is durable competitive advantage as San Tan Valley fills in

6. Land Cost Arbitrage

Compared to mature Gilbert (high land cost) or rapidly escalating Queen Creek, San Tan Valley land economics still permit ground-up MOB development at attractive yields-on-cost — particularly given the elevated income tier in the western half of the ring. The \$45 million project cost on 12+ acres reflects a basis that captures this arbitrage before submarket maturity drives the cost basis higher.

Recommendations for Lease-Up Positioning

- Position Terraza Medical Village marketing around the growth-capture investment thesis: the cardiology and oncology pre-leases are early signals that operators in the under-supplied specialty categories the analysis flagged are responding to the market, and the remaining ~85,000 SF is the addressable opportunity for the 178 brand-void list.
- Develop a target tenant pursuit list directly from the void analysis: Bashas' Pharmacy, Cooley Station Dental Group, Genoa Healthcare, Stripes Primary Care, and the long tail of specialty practices identified as under-represented in the 5-mile trade area. Closest existing instances are 7 to 10 miles NW, indicating they are ripe for southeast expansion.
- Suite-mix programming: The current ranges ($\pm 2,434$ to $\pm 15,067$ RSF contiguous) align well with the typical operator footprints in the void list — primary care chains and behavioral health are 3,000–6,000 SF; specialty practices and group practices are 5,000–15,000 SF; ancillary and pharmacy are 4,000–8,000 SF.
- Pre-leasing pace: Track the ratio of gross prospect interest to executed LOIs by void-list category to quantify how the analysis-predicted demand is converting. The current 14.8 percent pre-leased prior to first-phase delivery is a leading indicator that absorption is tracking favorably.
- Hospital relationship: Use the Banner Ironwood referral channel as a value proposition for primary-care and specialty pursuits. Co-tenancy among referral-linked specialties strengthens the campus-as-cluster pitch.
- Demographic cuts in marketing: Emphasize the 5-mile high-HHI block groups (Maricopa County) and the broader 10-mile \$144,586 average HHI rather than the 5-mile aggregate average. The premium catchment is the differentiator from generic exurban MOB underwriting.
- Phase-2 positioning: Reserve flexibility in Buildings 3–5 to respond to specific operator pursuits emerging from the void list. Build-to-suit opportunities for true-void operators (e.g., Cooley Station Dental Group or Genoa Healthcare) may justify shell modification or larger contiguous plates.

Methodology Notes & Caveats

- Esri Data Axle business listings capture only operating businesses. Properties under construction such as Terraza Medical Village do not appear in the underlying void analysis count and are accounted for separately in the Pipeline Supply section. Future analyses should be re-run after Terraza's first-phase delivery to capture the new supply in the per-capita metric.
- Per-capita parity at the aggregate level can mask operator-specific gaps. The 178 brand voids are a more sensitive indicator of opportunity than the +3 aggregate difference and are the foundation for the growth-capture thesis. Pre-leasing performance to date validates this framing.
- The 10-mile reference area extends well into the Mesa Gateway and Queen Creek submarkets where healthcare supply is dense; this raises the regional benchmark and may understate the true gap relative to a more rural reference. Sensitivity analysis with a smaller or differently-shaped reference area would refine the headline parity finding.
- San Tan Valley is split between Pinal County (FIPS 04021) for the eastern portion and Maricopa County (FIPS 04013) for the western portion of the trade area. Block-group ID prefixes reflect this split. The county boundary roughly correlates with the income gradient.
- Demographic mapping was completed for Median Household Income only; senior-population share, healthcare expenditure, and population growth rate enrichments are recommended follow-on steps to refine absorption assumptions.
- All findings are based on Esri Business Analyst data sources (2025 Esri Updated Demographics, ACS 5-Year Estimates, Data Axle business listings as of April 2026), supplemented with developer-disclosed project facts and public-record construction reporting for the Terraza Medical Village pipeline.

Saved Analysis Layers

The following analysis layers are saved in the Terraza Medical Village project in ArcGIS Business Analyst for re-use, sharing, and inclusion in offering memoranda:

- Terraza 5mi - Healthcare POIs (Nearby Analysis output)
- Terraza 5mi - Median HHI (Color-Coded Map output)
- Terraza Medical Village site (Point Location with 5-mile ring; also includes 1-mi and 3-mi sub-rings)

Appendix A – Detailed Data Tables

A.1 Trade Area & Reference Area

Metric	5-Mile Analysis Area	10-Mile Reference Area
2025 Total Population	140,486	382,453
Healthcare locations (Data Axle, operating)	126	334
Locations per 1,000 residents	0.90	0.87
Expected locations at reference rate	123	—
Difference from expected	+3 (+2.4%)	—
Block groups in geography	57	Not enumerated
Average Median HHI (Esri 2025)	\$114,800	Not aggregated
Closest healthcare point to anchor	0.33 miles	—
Pipeline supply to be added	Terraza ~100K SF	—

A.2 Terraza Pipeline Supply – Building Program

Building	Floors	Approx. RSF	Status
Building 1 — 1st Floor	Suites 101 (~4,906) + 102 (~4,719) + 103 (~4,534)	~14,159 RSF	Phase 1
Building 1 — 2nd Floor	Suites 201 (~5,120) + 202 (~4,944) + 203 (~5,003)	~15,067 RSF	Phase 1
Building 2 — 1st Floor	Suite 101 (LEASED: Tri-City Cardiology)	~10,054 RSF	Phase 1
Building 2 — 2nd Floor	Suites 201 (~4,695) + 202 (~4,996)	~9,691 RSF	Phase 1
Building 3	Per development plan	TBD	Phase 2
Building 4 — 1st Floor	Suites 101 (~3,165) + 102 (~3,341) + 103 (~3,873)	~9,677 RSF	Phase 2
Building 5 — 1st Floor	Suites 101 (~2,434) + 102 LEASED Oncology (~4,767) + 103 (~2,438)	~9,668 RSF	Phase 2



A.3 Top 5 Block Groups by Median Household Income (2025)

Census Block Group ID	2025 Median HHI	County / Tract
040138172.002	\$201,900	Maricopa Co. — Tract 8172.00
040138169.011	\$198,700	Maricopa Co. — Tract 8169.01
040138169.031	\$193,700	Maricopa Co. — Tract 8169.03
040138169.042	\$186,800	Maricopa Co. — Tract 8169.04
040138169.041	\$183,200	Maricopa Co. — Tract 8169.04

A.4 Bottom 5 Block Groups by Median Household Income (2025)

Census Block Group ID	2025 Median HHI	County / Tract
040210002.291	\$68,900	Pinal Co. — Tract 2.29
040210002.193	\$67,500	Pinal Co. — Tract 2.19
040210002.251	\$64,300	Pinal Co. — Tract 2.25
040210171.021	\$52,000	Pinal Co. — Tract 171.02
040210002.223	\$51,100	Pinal Co. — Tract 2.22

FIPS code 04013 corresponds to Maricopa County; 04021 corresponds to Pinal County. The income gradient correlates with the county split running through the 5-mile ring.

A.5 Healthcare Categories Covered in the Featured Point List

- Hospitals
- Medical Centers
- Clinics
- Physicians & Surgeons
- Offices & Clinics of Doctors of Osteopathy
- Emergency Medical Centers & Clinics (freestanding)
- Minor Medical Centers and Clinics
- Urgent Medical Care Centers and Clinics

A.6 Esri Credit Consumption

Workflow Step	Estimate	Status
Geocode + 5-mile ring (Define Areas)	~0.5	Completed
Nearby Analysis (Healthcare POIs)	~0.5–1	Completed
Color-Coded Map (Median HHI, 57 BGs)	~1–2	Completed
Void Analysis (Healthcare, 5-mi vs 10-mi)	~3–5	Completed
Total estimated	~5–9	Within budget

A.7 Sample Operator-Level Voids and Closest Existing Locations

Brand / Operator	Closest Location
Bashas' Pharmacy	7.3 miles SW
Cooley Station Dental Group	9.2 miles NW
Genoa Healthcare	9.2 miles NW
Stripes Primary Care	9.1 miles NW
2 Hearts Home Health (Chandler)	8.4 miles NW
A1 Home Care	5.6 miles SW
Advanced Pain Management	9.0 miles NW
AFC Physical Medicine	9.1 miles NW
Affinity Family Medicine	9.3 miles NW
Agave Ridge Behavioral	8.9 miles NW
Anita F Williams FNP	9.9 miles NW
Arizona Dental Heights	9.8 miles NW
Arizona Preferred Primary	9.0 miles NW

Appendix B – Glossary of Terms

Term	Definition
Trade Area	The geographic catchment used to define the local market. Here, a 5-mile concentric ring centered on Terraza Medical Village.
Reference Area	A larger surrounding geography used as a per-capita benchmark for the trade area. Defined as the analysis area expanded by a 2x factor (10-mile ring) in this study.
Block Group	The smallest geographic unit for which the U.S. Census Bureau publishes sample data; typically 600 to 3,000 residents. The default 'Automatic' geography level used by Esri BA at this trade area size.
POI (Point of Interest)	An individual business or service location with geocoded coordinates. POI density refers to the count of such locations per unit area or population.
Void	In Esri BA terminology, a business category or specific brand that exists in the reference area but is absent or under-represented in the analysis area. A 'true void' is a category with zero local presence.
Difference from Expected	Actual local count minus the count predicted by applying the reference-area per-capita rate to the analysis-area population. Negative values indicate under-supply; positive values indicate over-supply.
Existing Supply	Operating healthcare businesses in the trade area as captured by Data Axle business listings (Esri Business Analyst input).
Pipeline Supply	Healthcare facility supply under construction or in entitlement that will deliver into the trade area within the underwriting horizon. Pipeline supply does not appear in Data Axle until the property opens for business.

Growth-Capture	An investment framework that targets markets where today's supply is at parity with demand but the population, household formation, or operator expansion trajectory will produce structural undersupply within the investment hold period. Distinguished from a void-fill thesis, which targets present-tense undersupply.
Pre-Leasing Validation	Qualitative confirmation that operators in categories identified by analytical gap findings as under-represented are pursuing space in the relevant pipeline development. A useful directional signal of market behavior, but not by itself a quantitative ranking of which operators are most under-represented.
Median Household Income (HHI)	The income value at the 50th percentile of households in a geography. Esri's 2025 estimate is forward-projected from American Community Survey data using proprietary modeling.
MOB (Medical Office Building)	Commercial real estate typology purpose-built or fitted for medical-tenant uses, generally including HVAC for clinical workflows, plumbing for exam rooms, ADA-compliant access, and surgical-capable infrastructure where relevant.
ACS 5-Yr	American Community Survey 5-Year Estimates — a U.S. Census Bureau product providing detailed demographic, social, economic, and housing characteristics aggregated over five years for statistical reliability at small geographies.
Esri Credit	The unit of consumption-based pricing in the Esri ArcGIS platform. Demographic enrichments, geocoding operations, and certain analyses consume credits at published rates.

Sources & References

Project & Property References

- Terraza Medical Village — official project website. terrazamedicalvillage.com
- Terraza Medical Village — leasing brochure (Class A Medical Development Opportunity, 40245 N Gantzel Rd, San Tan Valley, AZ 85140). Marketing collateral provided by ICRE Investment Team — ORION Investment Real Estate.
- LoopNet listing — SEC Gantzel Rd, San Tan Valley, AZ 85140 — Terraza Medical Village, Building 2. loopnet.com
- Developer: TCCC Real Estate Holding LLC. General Contractor: Kraus-Anderson Construction.
- Banner Ironwood Medical Center — regional hospital anchor (Banner Health system).

Construction & Development News

- New medical office complex set for San Tan Valley' — Queen Creek Independent / yourvalley.net.
- Work on medical complex, practice starts' — Queen Creek Independent / yourvalley.net.
- Construction Begins on Terraza Medical Village in Valley of the Sun' — Construction Superintendent (consupt.com), March 2025.
- Tri-City Cardiology to Anchor New Terraza Medical Village in San Tan Valley' — santanvalley.com.
- New Medical Center Coming to San Tan Valley' — santanvalley.com.
- Terraza Medical Village under construction in San Tan Valley' — KTAR News (ktar.com).
- Tri-City Cardiology on track to be first Provider in Terraza Medical Village in San Tan Valley' — Arizona Digital Free Press.

Primary Data Sources (Trade Area Analysis)

- Esri ArcGIS Business Analyst Web App (bao.arcgis.com). Project: 'Terraza Medical Village.' Analyses run April 29, 2026.
- Esri 2025 Updated Demographics — proprietary forward-projected demographic estimates incorporating Census 2020, current ACS, and Esri's modeling methodology.
- U.S. Census Bureau, American Community Survey (ACS) 5-Year Estimates, 2018–2023 release — household income, health insurance coverage, and population characteristics at the block-group level.
- Data Axle (formerly Infogroup) — verified U.S. business listing database, used as the underlying business POI source for the Esri Healthcare Featured Point List. April 2026 vintage.
- U.S. Census Bureau TIGER/Line — block-group geographic boundaries (FIPS codes 04013 Maricopa County and 04021 Pinal County, Arizona).
- SitesUSA 2024 — supplementary 3-mile / 5-mile / 10-mile demographic summary (cited in the Terraza marketing brochure).

Esri Methodology References

- Esri Business Analyst Web App — Nearby Analysis workflow.
doc.arcgis.com/en/business-analyst/web/run-nearby-analysis.htm
- Esri Business Analyst Web App — Void Analysis workflow.
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- Esri Business Analyst Web App — Color-Coded Maps.
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- Esri Demographics — Updated Demographics methodology white paper.
esri.com/en-us/arcgis/products/data/data-portfolio/demographics

Industry Context References

- Centers for Medicare & Medicaid Services (CMS) — National Health Expenditure data on age-adjusted healthcare utilization.
- Revista — published guidance on medical office building size and category benchmarking.
- Urban Land Institute / NAIOP — published guidance on healthcare-anchored mixed-use product and exurban growth-corridor development.
- Maricopa Association of Governments and Pinal County Open Lands & Trails plans — population projection and land-use context for the San Tan Valley submarket.

Report Preparation

Analysis design, workflow execution in ArcGIS Business Analyst, and report drafting completed April 29, 2026. All ArcGIS BA layers cited herein are saved in the Terraza Medical Village project for re-use and audit. Quantitative figures from the Esri analysis are sourced directly from BA results panels at the time of the run; pipeline-supply figures are sourced from the developer's marketing materials and public construction reporting. Minor differences may appear if the analysis is re-executed against later data vintages or as Terraza phases deliver and operating-business records update.

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