



# FOR SALE

**HEMBREE & ASSOCIATES**  
COMMERCIAL REAL ESTATE

## FRESENIUS KIDNEY CARE

*Long-Term Corporate Medical Net Lease*

310 Longview Avenue | Lady Lake, FL 32159

**\$3,690,000**

Purchase Price

**6.42%**

Cap Rate

**2033**

Lease Expiry

**BBB- S&P**

Tenant Credit

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# PROPERTY INFORMATION

310 Longview Avenue | Lady Lake, FL 32159

## OFFERING SUMMARY

Purchase Price	<b>\$3,690,000</b>
CAP Rate	<b>6.42%</b>
Tenancy	<b>Single</b>
Lease Type	<b>NN</b>
Lease Term	<b>15 Years</b>
Rental Increases	<b>10% Every 5 Years</b>
Lease Commencement	<b>December 2018</b>
Lease Expiration	<b>2033</b>

## LOCATION INFORMATION

Building Name	<b>Fresenius Kidney Care</b>
Address	<b>310 Longview Avenue</b>
City / State	<b>Lady Lake, FL 32159</b>
County	<b>Lake</b>

## PROPERTY INFORMATION

Property Type	<b>Office / Medical</b>
Zoning	<b>Commercial</b>
APN #	<b>28-18-24-0061-000-00400</b>
Lot Size	<b>63,990 SF</b>
Building Size	<b>7,580 SF</b>
Building Class	<b>A</b>

## BUILDING INFORMATION

Year Built	<b>2018</b>
Floors	<b>1</b>
Exterior	<b>Concrete Block</b>
Roof	<b>Metal</b>
Parking	<b>Surface / Ample</b>

**\$3.69M**

Purchase Price

**6.42%**

Cap Rate

**2033**

Lease Expiration

**BBB-**

S&P Credit

**NN**

Lease Type

# INVESTMENT HIGHLIGHTS

## Mission-Critical Medical Real Estate

Dialysis centers are highly specialized build-to-suit facilities with significant tenant-led build-out costs — plumbing, backup generators, and water filtration systems — creating exceptionally high barriers to exit and renewal rates far exceeding typical net-lease assets.

## Gateway to The Villages®

Located less than 1 mile from The Villages, the nation's largest retirement community with 150,000+ residents. This 55+ demographic is the primary driver of dialysis demand, ensuring the long-term viability and 'sticky' nature of this clinic location.

## Florida: Zero State Income Tax

Florida levies no state income tax on individuals or corporations, meaningfully improving after-tax returns and making it the nation's premier destination for 1031 exchange capital seeking defensive, income-producing net-lease assets.

## Investment-Grade Corporate Tenant

Fresenius Medical Care (NYSE: FME, S&P: BBB-) is the world's leading renal care provider, treating 340,000+ patients across 4,000+ clinics globally. Their 2025 earnings grew 27%, reinforcing their status as a premier 'Flight to Quality' net-lease tenant.

## Superior Lease Fundamentals

A 15-year NN lease commenced December 2018, expiring 2033, with 10% rental bumps every 5 years and 3(three) - 5(five) year extension options. Nearly 7 years of guaranteed corporate-backed cash flow remain.

## Strategic US-441/27 Corridor Location

Situated just off US-441/27 — Central Florida's primary north-south artery carrying 45,000+ vehicles per day — with easy patient access from Lake and Sumter Counties, anchored by a rapidly growing high-density commercial corridor.

# THE TENANT — FRESENIUS MEDICAL CARE

NYSE: FME | S&P: BBB-

**4,000+** Dialysis Clinics Worldwide

**340,000+** Patients Treated Globally

**100,000+** Employees Worldwide

**40+ Yrs** Industry Leadership

**27%** Earnings Growth — 2025

**BBB-** S&P Investment-Grade

## ABOUT FRESENIUS MEDICAL CARE

Fresenius Medical Care is the world's leading provider of products and services for individuals with renal diseases. Operating a global network of over 4,000 dialysis clinics and serving more than 340,000 patients, Fresenius is a vertically integrated giant — not only providing life-sustaining care, but also manufacturing the highly specialized dialysis machines and disposables used in the process.

As a mission-critical healthcare provider, the company occupies a recession-proof niche driven by the non-discretionary nature of End-Stage Renal Disease (ESRD) treatments and an aging global demographic. There is currently no cure for renal failure; patients require treatment up to four times per week — making this among the most stable and predictable revenue streams in commercial real estate.

## FME25+ TRANSFORMATION PROGRAM

Fresenius is executing its FME25+ strategic initiative to optimize global operations and drive long-term profitability. For real estate investors, this signals a financially strengthened tenant committed to long-term operational stability.

## WHY FRESENIUS IS AN IDEAL NET-LEASE TENANT

- Non-discretionary treatment demand — patients cannot defer dialysis
- Global investment-grade corporate guarantee (BBB- S&P)
- Highly specialized build-out creates high cost to exit or relocate

# LOCATION & AREA OVERVIEW

## THE VILLAGES® DEMAND DRIVER

The property sits less than 1 mile from The Villages®, the fastest-growing metropolitan area and the largest retirement community in the United States, home to over 150,000 residents with an average age exceeding 64 within a 5-mile radius.

This 55+ demographic represents the nation's highest per-capita rate of End-Stage Renal Disease (ESRD) — the primary driver of dialysis demand — making this location among the most defensible clinic sites in the entire Fresenius network.

## US-441/27 COMMERCIAL CORRIDOR

Situated seconds off US-27/US-441, Central Florida's primary north-south artery carrying over 45,000 vehicles per day. This stretch of Lady Lake is undergoing a radical modernization — evolving from a traditional retail corridor into a high-density, mixed-use hub designed to serve the explosive growth of The Villages®.

**45,000+ vehicles per day on US-441/27**

Primary north-south artery of Central Florida — directly serving Lake & Sumter Counties

## KEY DEVELOPMENT ANCHORS & DRIVERS

### Hammock Oaks Mixed-Use Mega-Project

Directly adjacent 732-acre development bringing 2,500+ new residential units, 160,000 SF of medical/professional office, and a flagship grocery store.

### Lady Lake Crossings Phase 2

35-acre retail expansion anchored by Kohl's, adding Chase Bank and Rooms To Go — cementing this corridor as the regional destination for the affluent Villages demographic.

### Lady Lake Commons — Tier-1 Retail

High-profile center with Earth Fare, Miller's Ale House & Heartland Dental. National neighbors within 1 mile: Target, Sam's Club, Home Depot, Best Buy.

### New Medical Infill — 151 La Grande Blvd

A 7,100+ SF medical facility currently under construction nearby signals the ongoing 'medicalization' of the northern Villages entry point.

# DEMOGRAPHICS

**64.3 yrs**

Avg Age — 5 Mile Radius

**78,820**

Total Population — 5 Miles

**\$84,093**

Avg HH Income — 5 Miles

**214,354**

Total Population — 10 Miles

METRIC	3 MILES	5 MILES	10 MILES
<b>POPULATION</b>			
Total Population	23,120	78,820	214,354
Average Age	56.1	64.3	61.1
Average Age (Male)	56.5	64.5	61.5
Average Age (Female)	57.2	64.5	60.9
<b>HOUSEHOLDS &amp; INCOME</b>			
Total Households	11,157	41,459	107,500
Persons per Household	2.1	1.9	2.0
Avg Household Income	\$76,123	\$84,093	\$84,211
Average House Value	\$263,262	\$357,721	\$336,387

The 5-mile average age of 64.3 — the prime dialysis demographic — combined with 78,820+ residents, creates one of the most concentrated dialysis demand zones in Florida.

# THE FLORIDA ADVANTAGE & WHY BUY NOW

## WHY FLORIDA NET-LEASE IS THE SMART CAPITAL DESTINATION

### Zero State Income Tax

Florida levies no personal or corporate state income tax — meaningfully improving after-tax returns for investors vs. most competing markets.

### Explosive Population Growth

Florida is the fastest-growing state in the U.S., adding 400,000+ new residents annually, with disproportionate growth in the 55+ retiree cohort driving dialysis demand.

### #1 Destination for 1031 Exchange Capital

Florida's tax climate and strong fundamentals make it the top destination for 1031 exchange capital seeking defensive, income-producing net-lease assets.

### The Villages MSA: #1 Fastest-Growing Metro

The Villages MSA has consistently ranked as the fastest-growing metropolitan area in the U.S. — a trend with no signs of reversal.

## WHY BUY NOW

**~7 Yrs**

### Guaranteed Lease Remaining

Nearly 7 years of iron-clad, corporate-guaranteed cash flow with no near-term lease risk.

**10%**

### Rent Bumps Every 5 Years

Built-in NOI escalation protects against inflation and generates compounding asset appreciation.

**6.42%**

### Day-One Cap Rate

Superior risk-adjusted yield vs. comparable NN medical net-lease assets in this market.

**BBB-**

### Investment-Grade Guarantee

Corporate-backed lease with global financial strength behind every rent check.

**\$0**

### State Income Tax

Florida's no-income-tax environment maximizes investor net yield from day one.

EXCLUSIVELY PRESENTED BY

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