

Gadsden Regional Building 100 & 300

100 & 300 Medical Center Drive
Gadsden, AL 35903

Building 100

46,754 SF

33% Occupancy

100 Medical Center Drive

Building 300

53,699 SF

60% Occupancy

300 Medical center Drive

EXECUTIVE SUMMARY

100 & 300 Medical Center Drive offer a rare opportunity to acquire two on-campus medical office buildings totaling **100,453 square feet** adjacent to **Gadsden Regional Medical Center**, a key healthcare hub in northeast Alabama. The portfolio is currently **47% occupied**, providing in-place income with significant upside through targeted lease-up, refreshed tenant improvements, and enhanced positioning within the regional healthcare ecosystem.

The assets can be acquired at well below replacement cost, at a price point that reflects a compelling entry for investors seeking to create value while minimizing downside risk. Given the high costs of new medical office construction – typically exceeding **\$600/SF** – and market rents averaging **\$20–\$22/SF Full Service at minimum**, these properties represent a highly efficient investment with strong comparative fundamentals.

100,453 SF
Both Buildings



THIS OPPORTUNITY IS ESPECIALLY ATTRACTIVE FOR INVESTORS FOCUSED ON:

On-campus location: Directly connected to Gadsden Regional Medical Center, offering strong visibility and tenant synergies.

Value creation: Flexible lease terms and vacant space create a near-term opportunity to increase occupancy and improve cash flow.

Low basis: Acquire on campus medical significantly below comparable development or acquisition costs in the medical office space

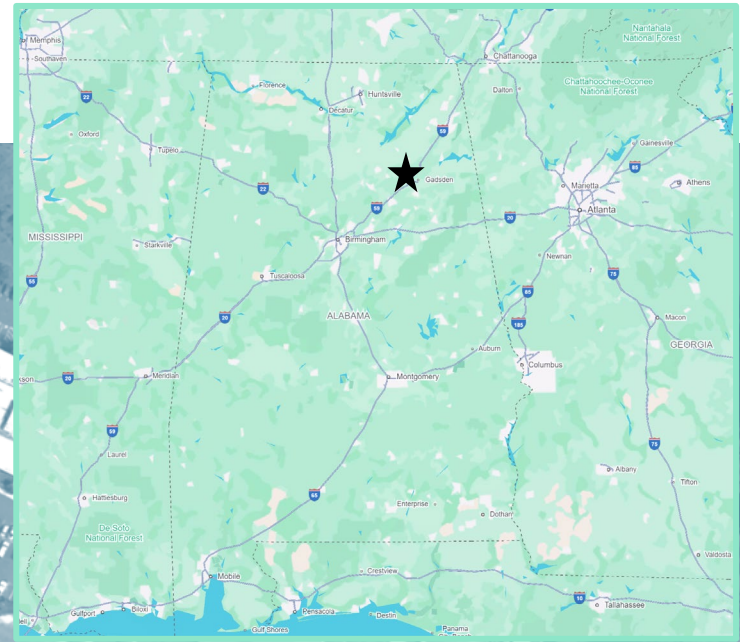
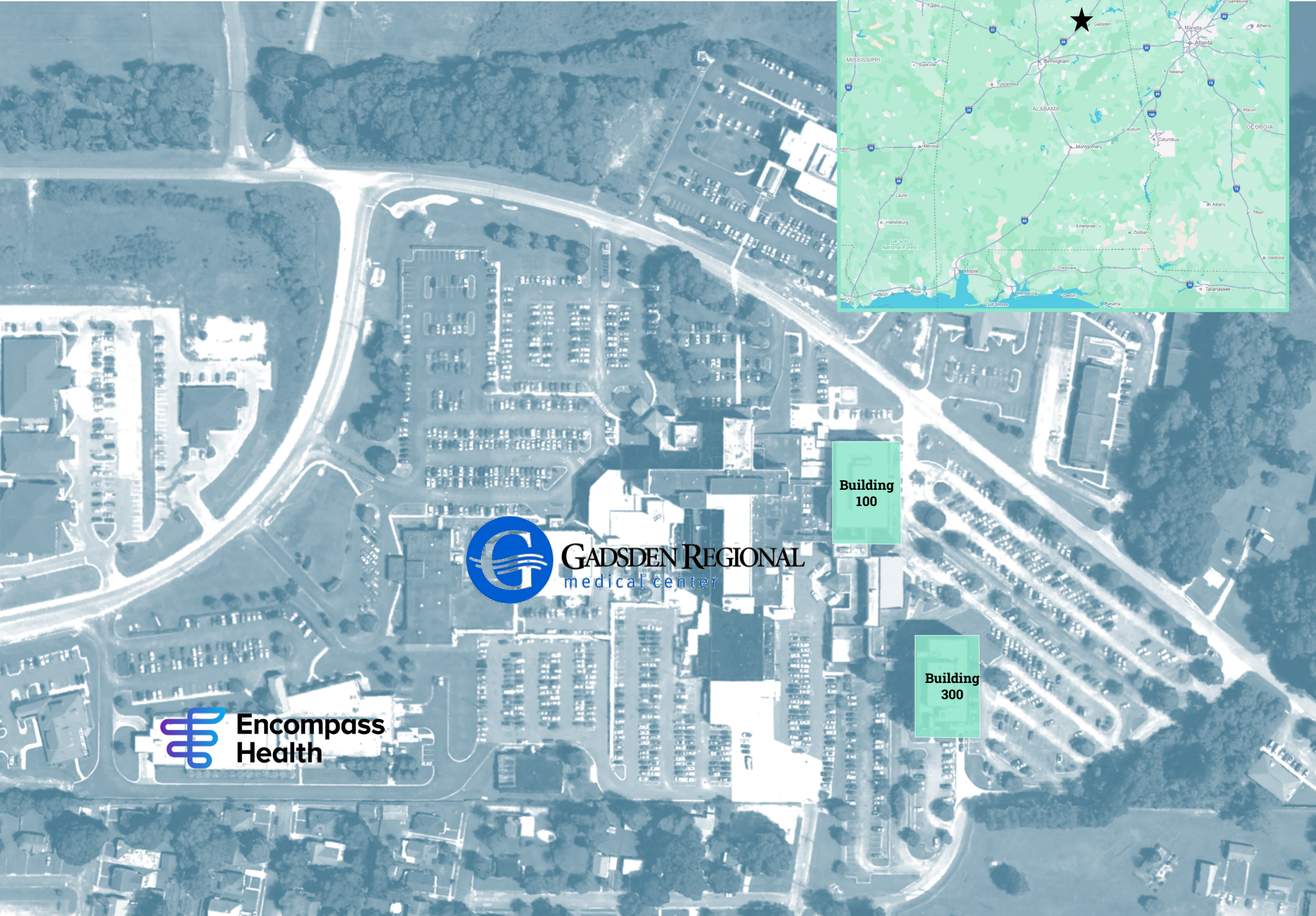
Community impact: Positioned to support healthcare delivery in a rural and medically underserved region, aligning with ESG and mission-driven capital.

PROPERTY DETAILS



| | |
|--------------------------------|---|
| Property Name | 100 & 300 Medical Center Drive |
| Address | 100 & 300 Medical Center Drive, Gadsden, AL 35903 |
| Property Type | On-Campus Medical Office Buildings (MOBs) |
| Total Building Size | Total: 100,453 SF - Building 100: 46,754 SF - Building 300: 53,699 SF |
| Occupancy | 52% overall - Building 100: 33% - Building 300: 60% |
| Year Built | - Building 100: 1977 - Building 300: 1992 |
| WALT | 3.5 Years (Renewals and extensions were not pursued by the previous owner and Purchaser will have the chance to create value by renewing and extending leases with high likelihood of renewal) |
| Parking | Ample surface parking via hospital campus (shared access) |
| Site Area | Slightly larger than building footprints (hospital controls parking/campus) |
| Estimated Capital Needs | Estimated \$600,000 in deferred maintenance; Property Condition Assessment available for review |

LOCATION MAP & AERIAL



**Building
100**

**Building
300**

HOSPITAL OVERVIEW

About the Hospital

Gadsden Regional Medical Center, located at 1007 Goodyear Avenue, Gadsden, AL 35903, is a **346-bed acute care hospital** offering comprehensive inpatient and outpatient services spanning emergency care, surgery, cardiology, oncology, maternity, orthopedics, and rehabilitation. In the past four years net patient revenue has increased by nearly **\$ 1 Billion from \$2.4B in 2020 to \$3.2B in 2024**.

Ownership & Network

Owned by **Community Health Systems (CHS)**, a leading U.S. for-profit hospital operator headquartered in Franklin, TN. CHS manages around 70 hospitals and over 10,000 beds across 14 states.



346
Beds

300+
Physicians

1200+
Employees

Level III
Trauma Center

Joint Commission
Fully Accredited

\$3.2 Billion
Annual Net Patient Revenues

302,000
Annual Patient Encounters

MARKET OVERVIEW

Strategic Location in Northeast Alabama

Gadsden is the county seat of **Etowah County** and a regional commercial and healthcare center serving northeast Alabama. Located approximately **60 miles northeast of Birmingham**, the city sits along the Coosa River and offers convenient access to Interstate 59 and U.S. Highways 431 and 278. Its location places it within a short drive of major population centers, including Birmingham, Huntsville, and Chattanooga.

Healthcare Hub for the Region

Gadsden functions as a **critical healthcare hub** for the surrounding rural counties. The presence of **Gadsden Regional Medical Center**, a 346-bed full-service hospital, anchors medical demand and supports a wide range of specialties and ancillary providers in the immediate area.

The market benefits from limited new medical office development due to cost constraints, creating favorable supply/demand fundamentals for existing assets, especially those located on or adjacent to the hospital campus.

Economic Snapshot

- **Top Employers:** Gadsden Regional Medical Center, Gadsden State Community College, Koch Foods, and local government agencies
- **Industries:** Healthcare, advanced manufacturing, automotive supply chain, education, and tourism
- **Labor Market:** Strong availability of skilled labor with support from local institutions like Gadsden State and Alabama Technology Network
- **Cost of Living:** Below national average, attracting workforce retention and retiree relocation

Investment Considerations

- **Underserved Healthcare Demographics:** The surrounding rural population depends on Gadsden for access to specialized care, enhancing the long-term stability of the healthcare sector.
- **Limited Competition:** Market rent levels in the \$10–14/SF NNN range are not supportive of new medical development, making existing product more valuable.
- **Community Support:** Local economic development efforts have focused on revitalization, workforce development, and healthcare infrastructure.
- **Strategic Relevance:** Gadsden's geographic position between Birmingham and Chattanooga makes it a natural spoke in regional healthcare delivery.

Gadsden, AL



AREA DEMOGRAPHICS

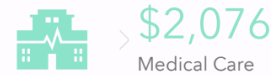
Health Care & Insurance

300 Medical Center Dr, Gadsden, Alabama, 35903
Rings: 3, 5, 10 mile radii

This infographic provides a set of key demographic and health care indicators. [Learn more about this data](#)

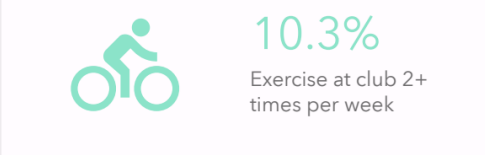
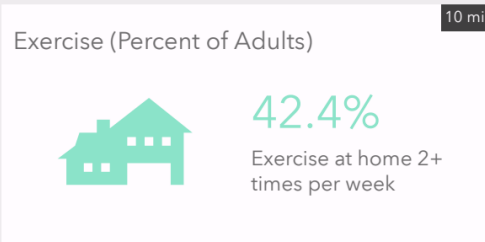
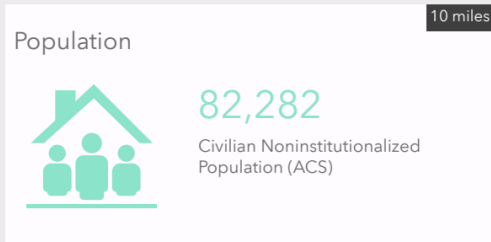
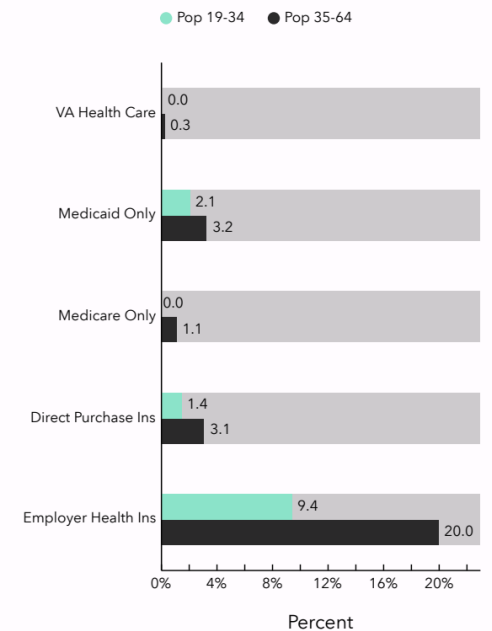


Health Care Expenditure



| Health Care (Consumer Spending) | Annual Expenditure |
|----------------------------------|--------------------|
| Blue Cross/Blue Shield | \$997.0 |
| Medicare Payments | \$964.6 |
| Physician Services | \$219.8 |
| Dental Services | \$364.9 |
| Eyecare Services | \$65.7 |
| Lab Tests/X-rays | \$65.9 |
| Hospital Room & Hospital Service | \$199.3 |
| Convalescent/Nursing Home Care | \$52.7 |

Health Insurance Coverage (ACS)



Source: This infographic contains data provided by ACS (2019-2023), Esri-U.S. BLS (2025), Esri-MRI-Simmons (2025), Esri (2025, 2030).

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AREA DEMOGRAPHICS

DEMOGRAPHIC PROFILE

300 Medical Center Dr, Gadsden, Alabama, 35903

Rings: 3, 5, 10 mile radii

Interesting Behaviors facts

5 miles

178 2025 Use Boost Mobile Cell Phone Svc Most Often: Index
Which is more than 95% of all ZIP Codes

154 2025 Purchased White Castle/6 Mo: Index
Which is more than 95% of all ZIP Codes

137 2025 Purchased Daily Drawing Lottery Ticket/12 Mo: Index
Which is more than 95% of all ZIP Codes



Source: This infographic contains data provided by ACS (2019-2023), Esri-U.S. BLS (2025), Esri-MRI-Simmons (2025), Esri (2025, 2030). © 2025 Esri

EDUCATION

10 miles

11.4%

No High School Diploma



34.1%
High School Graduate



35.2%
Some College/
Associate's Degree



19.3%
Bachelor's/Grad/
Prof Degree

KEY FACTS

10 miles

82,603

Population



2.4
Average Household Size

42.9

Median Age

0.05%

2024-2029 Households: Compound Annual Growth Rate

ANNUAL HOUSEHOLD SPENDING

10 miles



\$1,577
Apparel & Services



\$5,208
Groceries



\$142
Computers & Hardware



\$5,727
Health Care



\$2,618
Eating Out

INCOME

10 miles



\$55,446

Median Household Income



\$75,216

2023 Average Household Income (Esri)

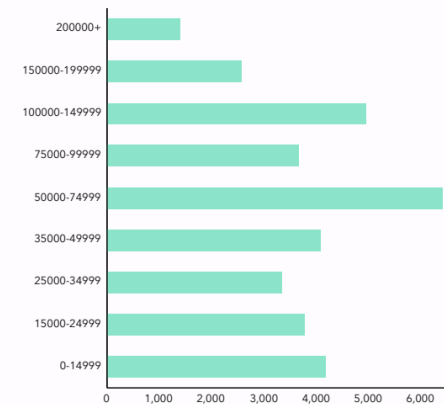


\$154,453

Median Net Worth

HOUSEHOLD INCOME (\$)

10 miles



| Variables | 3 miles | 5 miles | 10 miles |
|--------------------------------------|----------|----------|----------|
| 2023 Total Population | 20,009 | 42,955 | 82,603 |
| 2023 Total Households | 8,558 | 18,033 | 34,328 |
| 2023 Average Household Size | 2.25 | 2.31 | 2.36 |
| 2023 Median Household Income | \$40,241 | \$44,989 | \$55,446 |
| 2023 Median Age | 41.4 | 42.3 | 42.9 |
| 2023 Average Household Income (Esri) | \$54,640 | \$65,059 | \$75,216 |

PROCESS & OFFER INSTRUCTIONS

Offer Process

Lincoln Holdings will facilitate a structured but flexible marketing process for the sale of 100 & 300 Medical Center Drive. The anticipated steps are as follows:

- 1) Distribution of Offering Memorandum**
Qualified prospective buyers will receive this OM and may request access to additional materials.
- 2) Property Tours & Discussions**
Interested parties are encouraged to schedule property tours and introductory calls with Lincoln Holdings to discuss the investment opportunity in more detail.
- 3) Q&A and Preliminary Diligence**
Additional documents and financials may be made available upon request. All inquiries should be directed solely to Lincoln Holdings.
- 4) Call for Offers**
A formal **Call for Offers date may be established** if multiple groups express interest. Otherwise, offers will be reviewed on a rolling basis.
- 5) Buyer Selection & Negotiation**
The Owner will evaluate proposals based on price, terms, track record, and certainty of execution, with a goal of selecting a qualified buyer to move forward. The Owner reserves the right to accept or reject any offer, to negotiate with one or more parties, or to proceed to contract at any time.

Offer Submission Instructions

All offers should be submitted in writing and must include the following information:

- **Purchase Price**
- **Proposed Due Diligence Period**
- **Proposed Closing Timeline**
- **Amount and Timing of Earnest Money Deposit**
- **Outline of Financing (if applicable)**
- **Description of Buyer Entity and Ownership Structure**
- **Confirmation of Internal Investment Committee Approval (if applicable)**
- **Any Contingencies or Conditions**

Please submit offers via email to: katy@lincolncre.com



EXCLUSIVELY LISTED BY:

Katy Lincoln

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