



FOR SALE

HEMBREE & ASSOCIATES

COMMERCIAL REAL ESTATE

FRESENIUS KIDNEY CARE

Long-Term Corporate Medical Net Lease

310 Longview Avenue | Lady Lake, FL 32159

\$3,488,000

Purchase Price

6.25%

Cap Rate

2032

Lease Expiry

BBB- S&P

Tenant Credit

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PROPERTY INFORMATION

310 Longview Avenue | Lady Lake, FL 32159

OFFERING SUMMARY

Purchase Price	\$3,448,000
CAP Rate	6.25%
Tenancy	Single
Lease Type	NN
Lease Term	15 Years
Rental Increases	10% Every 5 Years
Lease Commencement	December 2018
Lease Expiration	2032

LOCATION INFORMATION

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

PROPERTY INFORMATION

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

BUILDING INFORMATION

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

\$3.45M

Purchase Price

6.25%

Cap Rate

2032

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 3–5 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
POPULATION			
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
HOUSEHOLDS & INCOME			
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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