



FRESENIUS

838 Ole Turnpike Dr • Bedford, VA 24523

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FRESENIUS
Bedford, VA
ACT ID Z0290393

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Marcus & Millichap

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INVESTMENT OVERVIEW



EXECUTIVE SUMMARY

Property Name	Address	Building Size (SF)	Year Built	Asking Price	Asking Cap Rate	Price per SF	Annual Rental Rate	Rental Rate per SF	Lease Term Remaining
Fresenius	838 Ole Turnpike Dr. Bedford, VA 24523	7,000	2005	\$1,496,828	7.00%	\$213.83	\$115,500	\$16.50	8.7 Years
Fresenius	394 McDowell St. Welch, WV 24801	3,000	1979	\$316,200	8.00%	\$105.40	\$34,500	\$11.50	4.9 Years
Fresenius	300 Technology Dr. Rocky Mount, VA 24151	7,000	2006	\$1,349,128	7.00%	\$192.73	\$105,000	\$15.00	8.7 Years
	Total SF: 17,000		Total Price: \$ 3,162,156		Total Annual Rent: \$255,000				

Properties may be purchased individually or as a portfolio.

EXECUTIVE SUMMARY

OFFERING SUMMARY

Price	\$1,496,828
Net Operating Income	\$104,778
Capitalization Rate – Current	7.00%
Price / SF	\$213.83
Rent / SF	\$16.50
Lease Type	NN
Gross Leasable Area	7,000 SF
Year Built / Renovated	2005
Lot Size	3.36 acre(s)

FINANCING

Down Payment	All Cash
Net Cash Flow	7.00% / \$104,778
Cash on Cash Return	7.00%

MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES *
Virginia Baptist Hospital	2,491
Carilion Medical Center	2,459
Walmart	2,000
Advance Auto Parts	1,977
Liberty University Inc	1,795
Kroger	1,516
LIBERTY UNIVERSITY	1,399
Central Virginia Training Ctr	1,344
County of Campbell	1,113
Lynchburg College	1,087
Physician Referral & Hlth Info	1,000
School Administration Office	1,000

DEMOGRAPHICS

	5-Miles	15-Miles	25-Miles
2017 Estimate Pop	12,875	64,915	392,927
2010 Census Pop	13,027	62,685	380,048
2017 Estimate HH	5,383	25,731	159,814
2010 Census HH	5,394	24,820	154,887
Median HH Income	\$43,155	\$54,931	\$50,595
Per Capita Income	\$24,957	\$28,233	\$27,837
Average HH Income	\$58,658	\$70,920	\$66,987

* # of Employees based on 25 mile radius



INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present the Fresenius Medical Center located at 838 Ole Turnpike Drive in Bedford, Virginia. This building was constructed in 2005 and contains 7,000 square feet of total rentable building area. The tenant, Fresenius Medical Care Roanoke Valley Dialysis has nearly nine years remaining on their modified NN lease. The lease features minimal landlord responsibility, two percent annual increases starting after the 5th year. The lease is corporately-guaranteed by Fresenius Medical Care Holdings, Inc. Fresenius Kidney Care Blue Ridge contains 30 dialysis stations and services approximately 27 patients per day. This dialysis center pulls patients from a 30 mile radius. This property is part of a three property dialysis center portfolio located in Virginia and West Virginia. The properties may be purchased individually or as a portfolio.

This asset is strategically located three miles from Centra Bedford Memorial Hospital, a 50-licensed bed full-service hospital that provides General Surgery, Pulmonology Center, Rehabilitation, Hospice, Cardiovascular and other services.

Fresenius Medical Center is in close proximity to both US-221 Highway (Lynchburg Salem Turnpike) and Blue Ridge Avenue, providing ease of access for patients.

This property offers an investor an excellent opportunity to acquire a stable investment grade asset.

INVESTMENT HIGHLIGHTS

- 8.7 Years Remaining on the Modified NN Lease
- Corporately-Guaranteed by Fresenius Medical Care Holdings, Inc.
- Two Percent Annual Increases After Year Five
- Three, Five-Year Options with Increases
- Outstanding Location in Close Proximity to Centra Bedford Memorial Hospital
- Close Proximity to Major Thoroughfares



Fresenius Medical Care Holdings, Inc.

TENANT PROFILE

Fresenius Medical Care is the world's leading provider of products and services for people with chronic kidney failure. Worldwide, more than 2.5 million patients with this disease regularly undergo dialysis therapy, a vital blood cleansing procedure that substitutes the function of the kidney in the case of kidney failure. Fresenius Medical Care has been developing and producing dialysis products for more than four decades.

Fresenius Medical Care provides coordinated health care services at pivotal care points for hundreds of thousands of chronically ill customers throughout the continent. As the world's only vertically integrated renal company, they also offer specialty pharmacy and laboratory services, as well as manufacturing and distributing the most comprehensive line of dialysis equipment, disposable products and renal pharmaceuticals. This integrated approach helps to not only improve patients' health outcomes, but also reduce the cost of care.

In the United States, 640,000 people live their lives with end-stage renal disease. With innovative products, therapies and coordinated approaches to care giving, Fresenius Medical Care defines the highest standards for treating patients with kidney failure and other chronic diseases.

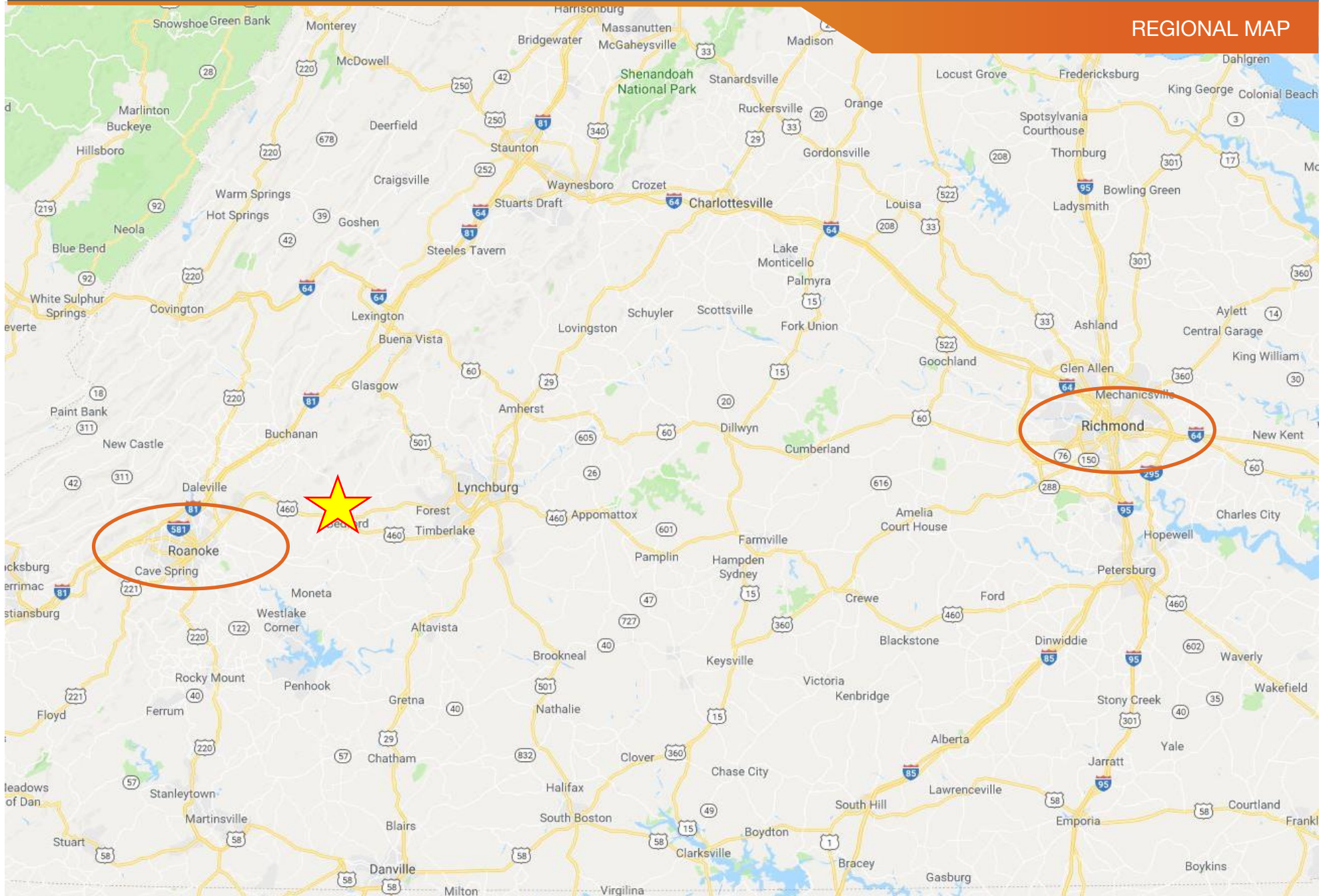
In August, 2017 signed an agreement to acquire NxStage Medical, Inc., (NxStage) (a U.S.-based medical technology and services company. This acquisition enables Fresenius Medical Care to further leverage its manufacturing, supply chain and marketing competencies across the dialysis products, services and care coordination businesses in a less labor- and capital- intensive care setting.

Lease Abstract	
Tenant Name	Fresenius Medical Care Roanoke Valley Dialysis, LLC., d/b/a Fresenius Kidney Care Blue Ridge By: Bio-Medical Applications of Virginia, Inc.
Parent Company	Fresenius Medical Care Holdings, Inc.
Website	www.freseniusmedicalcare.com
Headquartered	Bad Homburg, Germany
Revenue (2016)	\$17.9 Billion
No. of Locations	2,200+
Rentable Square Feet	7,000 SF
Lease Commencement	12/20/2004
Lease Expiration	12/31/2027
Real Estate Taxes	Landlord is Responsible for Real Estate Taxes
Insurance	Landlord is Responsible for Insurance of the Property
HVAC	Tenant is responsible for routine maintenance of HVAC - Landlord shall be responsible for "major repairs" to and replacement of the system (\$1,000 or more)
Repairs/Maintenance	Landlord is responsible for repairs to foundation, structure, load bearing walls, roof, gutters, downspouts, elevators, water mains, gas & sewer lines, sidewalks, private roadways, parking areas, common areas, and loading docks.



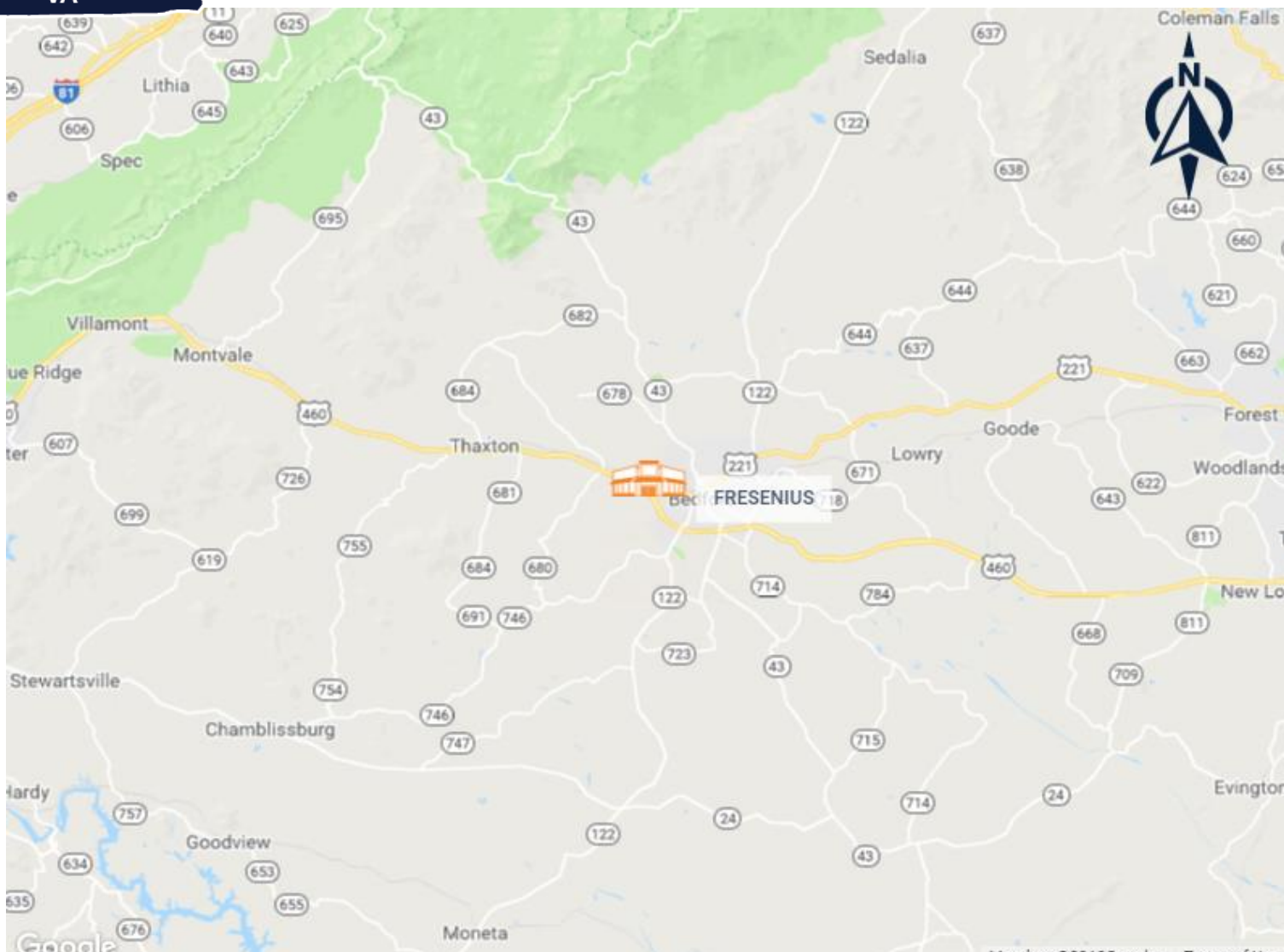
**FRESENIUS
MEDICAL CARE**

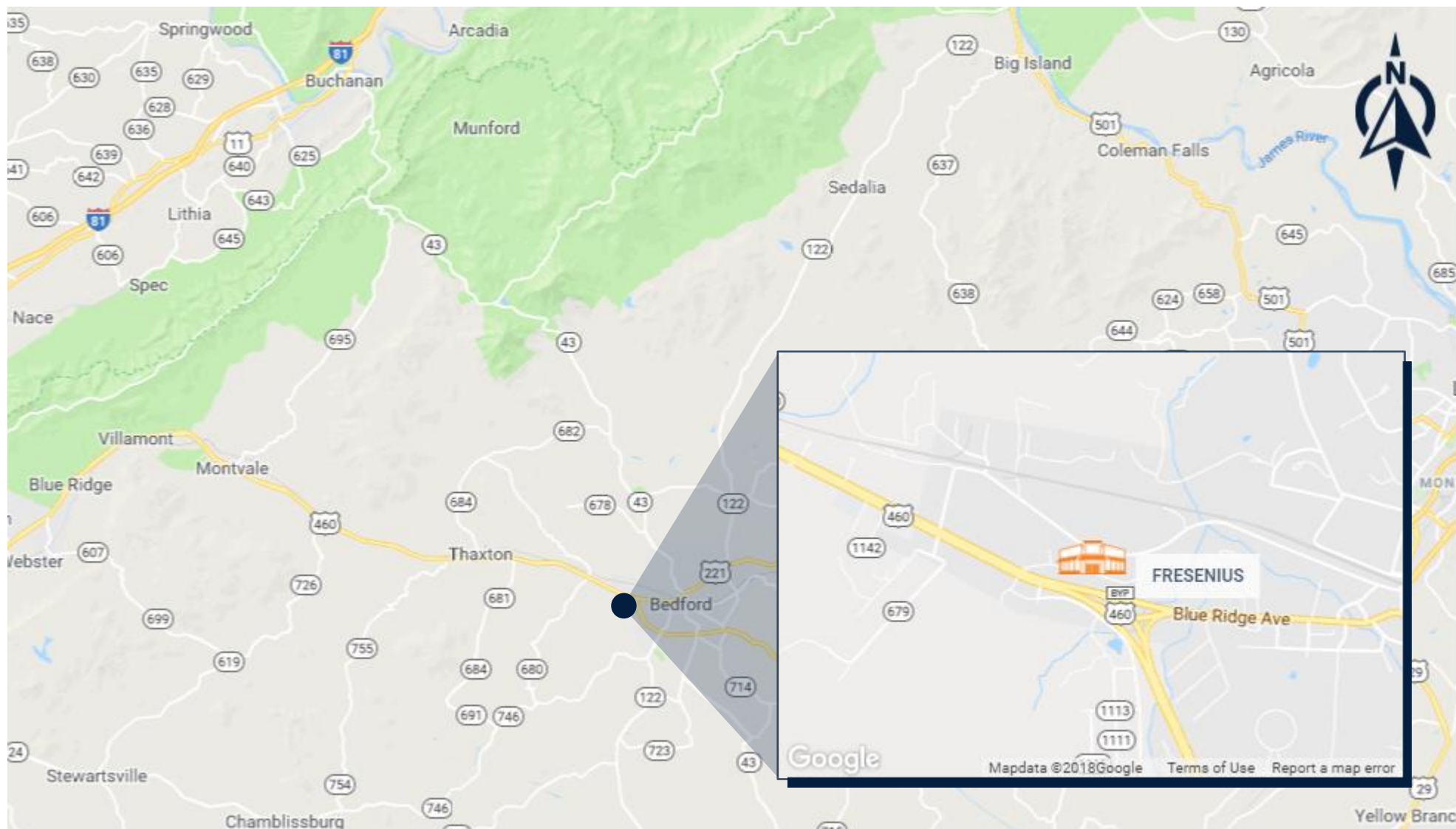




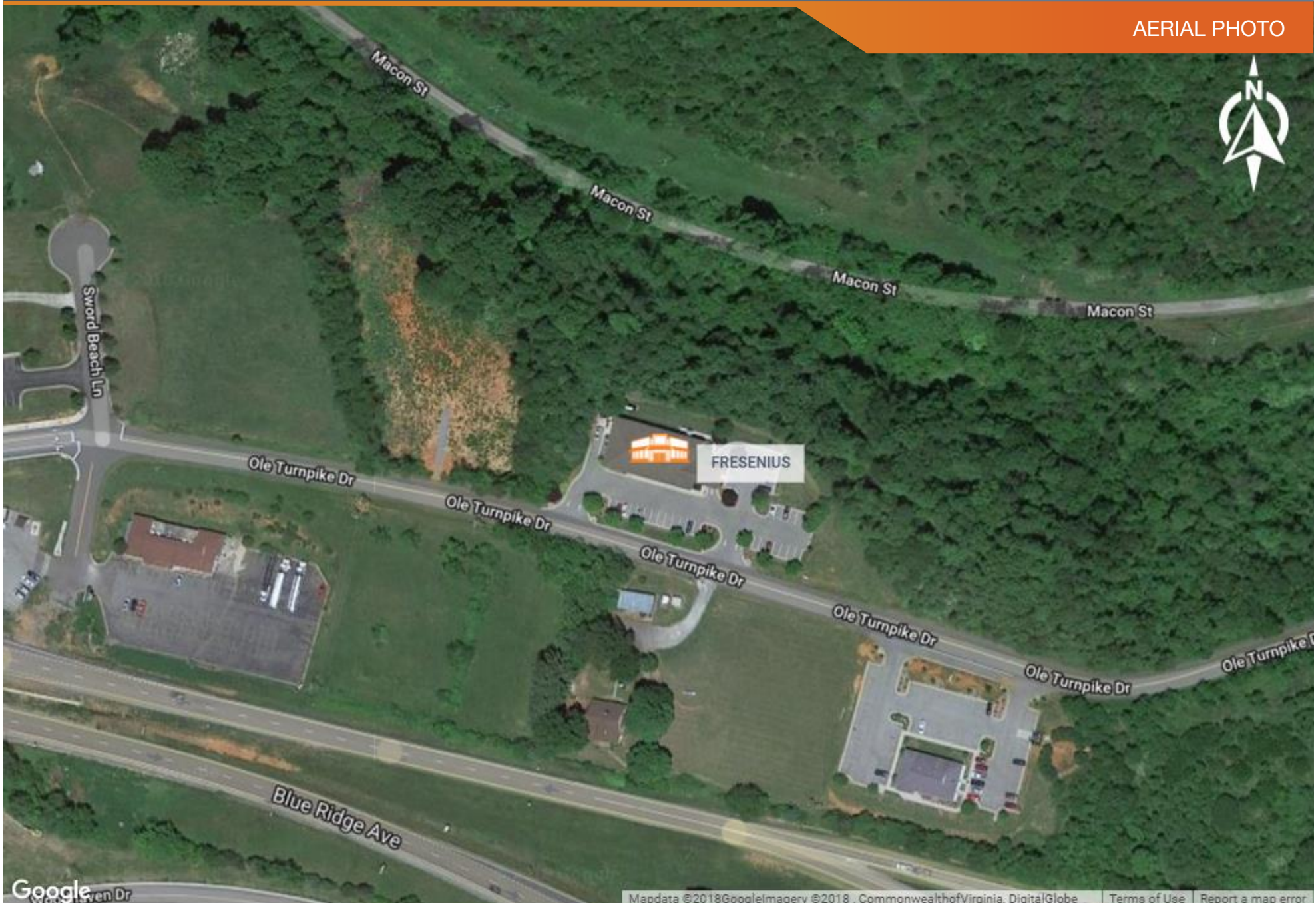


838 Ole Turnpike Dr, Bedford, VA 24523



838 Ole Turnpike Dr, Bedford, VA 24523





FINANCIAL ANALYSIS



PROPERTY SUMMARY

THE OFFERING	
Property	Fresenius Medical Center - Bedford
Property Address	838 Ole Turnpike Dr Bedford, VA 24523
Price	\$1,496,828
Capitalization Rate	7.00%
Price/SF	\$213.83

PROPERTY DESCRIPTION	
Year Built / Renovated	2005
Gross Leasable Area	7,000 SF
Zoning	Commerical
Type of Ownership	Fee Simple
Lot Size	3.36 Acres

LEASE SUMMARY	
Property Subtype	Single Tenant Office Medical
Tenant	Fresenius Medical Care Holdings, Inc.
Rent Increases	2% Annually After First 5 Years
Guarantor	Corporate Guarantee
Lease Type	NN
Lease Commencement	12/20/2004
Lease Expiration	12/31/2027
Lease Term	23
Term Remaining on Lease (Years)	8.7
Renewal Options	3, 5-Year
Landlord Responsibility	Taxes, Insurance, Roof & Structure
Tenant Responsibility	All Other
Right of First Refusal/Offer	No

ANNUALIZED OPERATING INFORMATION

INCOME	
Base Rental Income	\$115,500
Operating Expense Reimbursement	\$0
Gross Income	\$115,500
Operating Expenses	\$10,722
Net Operating Income	\$104,778

RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE ¹
Current	\$115,500	\$9,625	\$16.50	7.00%
1/1/2020	\$115,500	\$9,625	\$16.50	7.00%
1/1/2021	\$115,500	\$9,625	\$16.50	7.00%
1/1/2022	\$115,500	\$9,625	\$16.50	7.00%
1/1/2023	\$117,810	\$9,818	\$16.83	7.15%
1/1/2024	\$120,166	\$10,014	\$17.17	7.31%
1/1/2025	\$122,570	\$10,214	\$17.51	7.47%
1/1/2026	\$125,021	\$10,418	\$17.86	7.64%
1/1/2027	\$127,521	\$10,627	\$18.22	7.80%

OPERATING EXPENSES	
Taxes & Insurance	\$10,722
Total Expenses	\$10,722
Total Expenses/SF	\$1.53

1: Assumes Total Expenses remain constant. Please see agent for details.

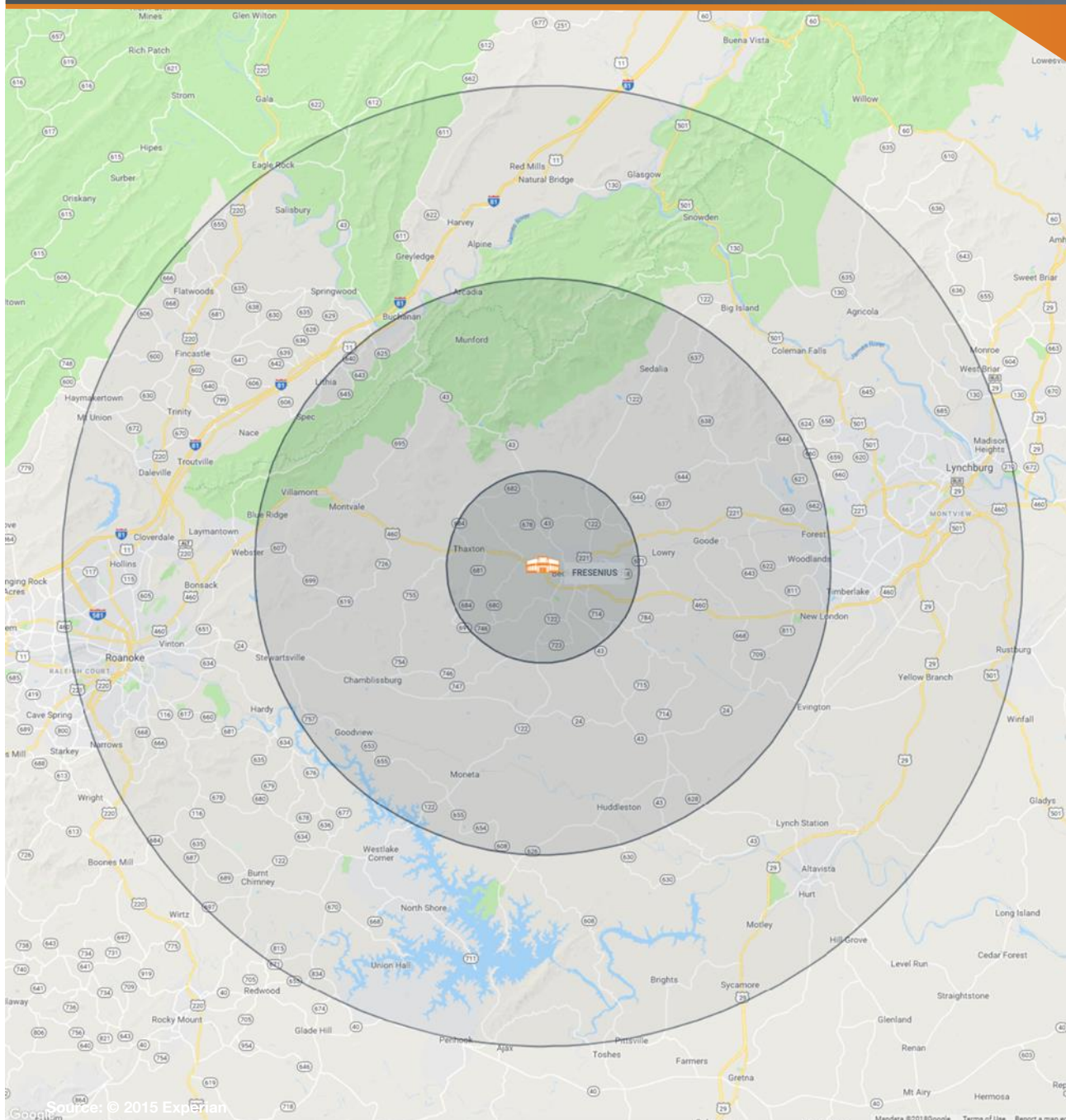
MARKET OVERVIEW





CREATED ON APRIL 23, 2019

	5 Miles	15 Miles	25 Miles
POPULATION			
2022 Projection	13,153	68,225	406,970
2017 Estimate	12,875	64,915	392,927
2010 Census	13,027	62,685	380,048
2000 Census	12,817	56,106	347,521
INCOME			
Average	\$58,658	\$70,920	\$66,987
Median	\$43,155	\$54,931	\$50,595
Per Capita	\$24,957	\$28,233	\$27,837
HOUSEHOLDS			
2022 Projection	5,558	27,359	167,880
2017 Estimate	5,383	25,731	159,814
2010 Census	5,394	24,820	154,887
2000 Census	5,090	21,850	141,308
HOUSING			
2017	\$168,285	\$203,239	\$172,735
EMPLOYMENT			
2017 Daytime Population	14,477	48,168	444,975
2017 Unemployment	6.73%	4.35%	4.38%
2017 Median Time Traveled	26	30	24
RACE & ETHNICITY			
White	82.49%	89.02%	77.73%
Native American	0.03%	0.02%	0.04%
African American	13.92%	7.42%	16.37%
Asian/Pacific Islander	0.53%	1.09%	2.02%



Source: © 2015 Experian

PRESENTED BY

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