



FRESENIUS MEDICAL CARE



KIDNEY CENTER
PARKING ONLY



Marcus & Millichap

FRESENIUS

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FRESENIUS | AUSTINTOWN, OH 139 JAVIT COURT



FINANCIAL OVERVIEW

 **ADDRESS:**
139 Javit Court, Austintown, Ohio 44515

Price: \$2,615,000

Cap Rate: 7.50%

Gross Leasable Area: 10,505

Price PSF: \$248.93

Year Built: 1991/2008

Lot Size: 1.76 Acres

Lease Summary

Lease Type: Double Net

Roof & Structure: Landlord Responsible

Lease Term: 10 Years

Rent Commencement: December 15, 2008

Lease Expiration: November 30, 2023

Term Remaining: 4.5 Years

Increases: 2% Annual

Options: Two, Five-Year

Option to Terminate: None

Right of First Refusal: None



PRICE

\$2,615,000



CAP RATE

7.50%



NOI

\$196,138



YEAR BUILT

1991/2008



YEARS LEFT

4.5 Years



OPTIONS

(2), Five-Year

Operating Data

Gross Operating Income \$215,353

Expenses (\$19,215)

Net Operating Income \$196,138

Expenses

Taxes \$19,215

Total Expenses \$19,215

TENANT INFO			LEASE TERMS		RENT SUMMARY				
Tenant	Sq. Ft.	% of GLA	Lease Start	Lease End	Monthly Rent	Annual Rent	Rent/FT	Lease Type	Option Terms
Fresenius	10,505	100%	12/15/2008	11/30/2023	\$17,946	\$215,352	\$20.50	NN	(2) Five-Year
		Increase	12/1/2019	11/30/2020	\$18,305	\$219,660	\$20.91		
		Increase	12/1/2020	11/30/2021	\$18,671	\$224,053	\$21.33		
		Increase	12/1/2021	11/30/2022	\$19,044	\$228,534	\$21.75		
		Increase	12/1/2022	11/30/2023	\$19,425	\$233,104	\$22.19		
		Option I	12/1/2023	11/30/2028		FMV			
		Option II	12/1/2028	11/30/2033		FMV			
Current Totals	10,505	100%			\$17,946	\$215,352	\$20.50		
Occupied	10,505	100%			\$17,946	\$215,352	\$20.50		
Vacant									



**FRESENIUS
MEDICAL CARE**

OWNERSHIP:
PUBLIC

TENANT:
CORPORATE

WEBSITE:
FRESENIUS.COM



Corporate Headquarters

TENANT OVERVIEW

Fresenius Medical Care is a German company specializing in the production of medical supplies primarily to facilitate or aid renal dialysis. It is 30% owned by the health care company Fresenius. Fresenius Medical Care manufactures a variety of durable medical devices used in the treatment of End Stage Renal Disease (ESRD). In the United States, 640,000 people live their lives with ESRD and more than 40 Percent of Americans live with at least one chronic illness. Around the world, Fresenius cares for more than 290,000 renal patients in their global network of more than 3,400 dialysis clinics. At the same time, they operate more than 40 production sites on all continents, to provide for the dialysis products demand.

90,690+
EMPLOYEES

**HEADQUARTERED IN
Bad Homburg,
Germany**

\$22.1b
TOTAL ASSETS

**STOCK SYMBOL
NYSE:
"FMS"**

1996
YEAR
FOUNDED

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INVESTMENT OVERVIEW

INVESTMENT HIGHLIGHTS

- Freestanding Fresenius with 21 Dialysis Stations – Recent Lease Renewal
- Strong Corporate Guaranty | S&P | NYSE:FMS
- Zero Competition – 35 Miles to the Nearest DaVita Dialysis
- High Probability of Renewal – Tenant Would Need to Re-Certify for New Location
- Completely Renovated in 2008 for Fresenius – Renal Care Group Occupied this Site Since 1991 | New Roof in 2009
- Located in Dense, Prime Retail Corridor | 5 Mile Population 83,300+ | 10 Mile 273,540+
- 2% Annual Increases in Base Term | Option Rent Increased based on FMV

Marcus & Millichap is pleased to present the opportunity to acquire fee simple interest in this freestanding, net leased property leased to Fresenius Dialysis Co., Inc. located in Austintown, Ohio.

The subject property is a freestanding Fresenius which was built to suit for Renal Care Group in 1991. The property is comprised of 10,505 square feet sits on a large 1.76 acre parcel and was renovated for Fresenius in 2008.

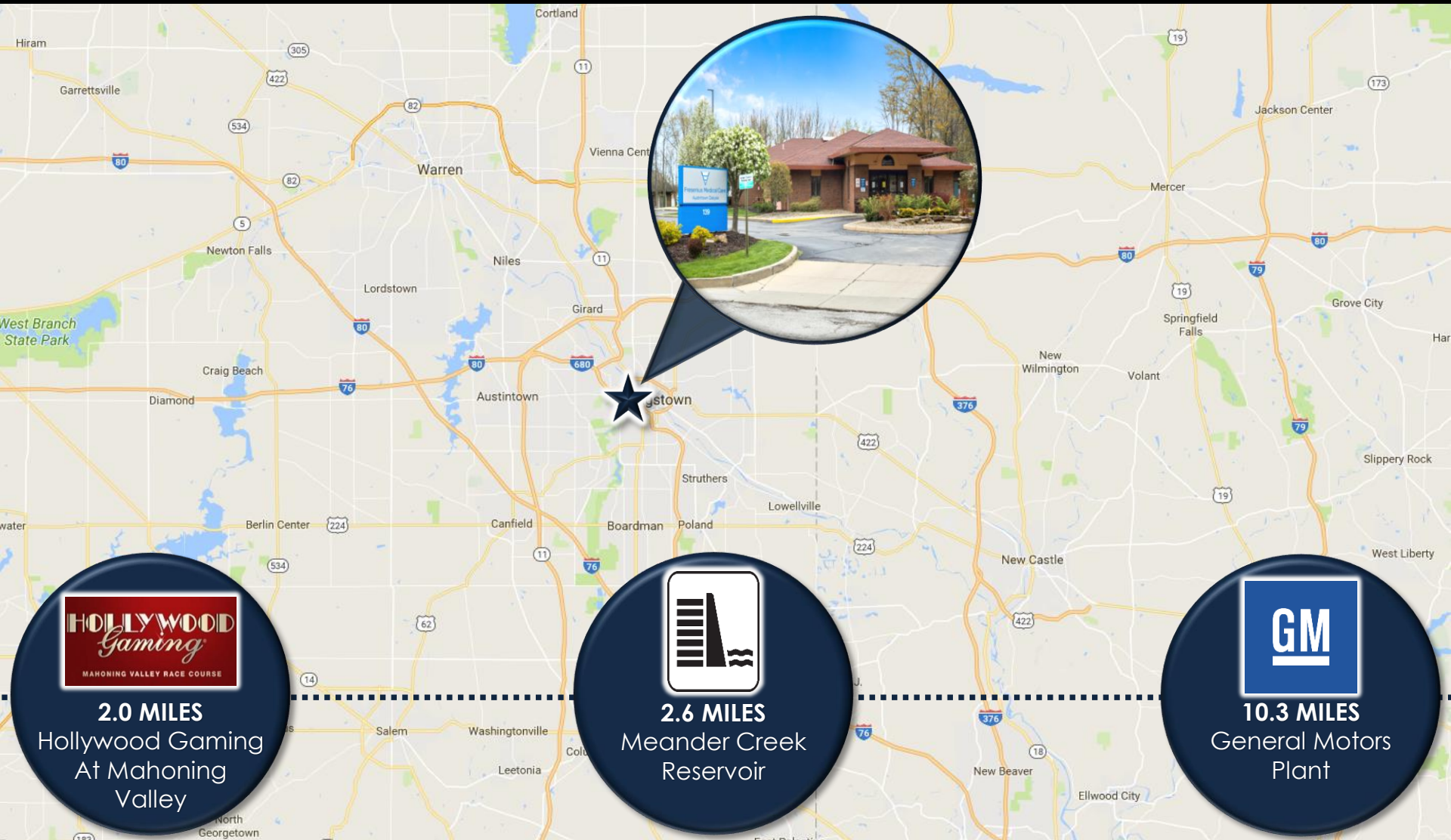
Fresenius has recently signed a new five year lease extension featuring 2% annual increases. The tenant also replaced the water system, a \$300,000 investment. The tenant has occupied this site since 2008 and holds a double net, roof and structure lease with minimal landlord responsibility. There are two, five year options remaining. Fresenius is directly responsible for the interior maintenance, landscaping, snow removal, and parking lot maintenance.

The property is strategically located on a 1.76 acre parcel in a business park in Austintown, which is 10 Miles to the West of Youngstown, Ohio. Fresenius is located with direct access to Mahoning Ave, where the traffic count totals 20,000 cars per day. It is located in a high demographic retail corridor across from Giant Eagle Supermarket and near many national retailers including Autozone, Walgreens, Pizza Hut, Rite Aid, Panera Bread, UPS, O'Reilly and more.

Around the world, Fresenius cares for more than 290,000 renal patients in their global network of more than 3,400 dialysis clinics. At the same time, they operate more than 40 production sites on all continents, to provide for the dialysis products demand. Fresenius's strategy is geared toward sustainable growth.









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MARKET OVERVIEW

Youngstown OVERVIEW

The Youngstown metro is situated in the Mahoning Valley, spanning portions of western Ohio and eastern Pennsylvania. The metro consists of Mahoning, Trumbull and Mercer counties. The city of Youngstown is the metro's largest municipality and a midpoint between Cleveland and Pittsburgh. Youngstown and the city of Warren account for a combined 100,000 citizens.



METRO HIGHLIGHTS



FAMILY FRIENDLY

A desirable quality of life attracts many families. Draws include Youngstown's collection of four- and five-star rated schools.



ACHIEVABLE HOMEOWNERSHIP

The metro's affordable cost of living and low home prices allow 71 percent of households to own a home, well above the U.S. rate.



GROWING CONCENTRATION OF MANUFACTURERS

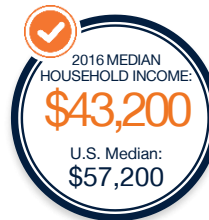
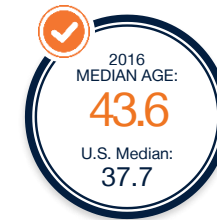
Matalco, Joseph Co. and other out-of-state manufacturers are securing incentives to construct facilities in the metro.



ECONOMY

- The metro boasts a diverse employment base driven by the education, healthcare and manufacturing sectors. Youngstown State University is the metro's largest employer.
- Other major employers represent a variety of industries and include Joseph Company International, a constructing a beverage and technology complex in Youngstown that will produce the world's first self-chilling beverage. Canadian-based manufacturer Matalco recently opened an aluminum re-melt factory in the village of Lordstown.
- The Lordstown Energy Center is building a \$900 million facility that will produce energy for roughly 800,000 homes beginning in 2018.

DEMOGRAPHICS





Population

In 2018, the population in your selected geography is 83,307. The population has changed by -7.77% since 2000. It is estimated that the population in your area will be 82,924.00 five years from now, which represents a change of -0.46% from the current year. The current population is 48.00% male and 52.00% female. The median age of the population in your area is 44.01, compare this to the US average which is 37.68. The population density in your area is 1,058.85 people per square mile.



Households

There are currently 34,845 households in your selected geography. The number of households has changed by -4.39% since 2000. It is estimated that the number of households in your area will be 34,960 five years from now, which represents a change of 0.33% from the current year. The average household size in your area is 2.33 persons.



Income

In 2018, the median household income for your selected geography is \$44,796, compare this to the US average which is currently \$54,505. The median household income for your area has changed by 18.88% since 2000. It is estimated that the median household income in your area will be \$54,173 five years from now, which represents a change of 20.93% from the current year.

The current year per capita income in your area is \$24,935, compare this to the US average, which is \$29,962. The current year average household income in your area is \$59,154, compare this to the US average which is \$78,425.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 84.70% White, 11.36% Black, 0.02% Native American and 0.70% Asian/Pacific Islander. Compare these to US averages which are: 70.77% White, 12.80% Black, 0.19% Native American and 5.36% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 3.71% of the current year population in your selected area. Compare this to the US average of 17.65%.



Employment

In 2018, there are 35,436 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 55.26% of employees are employed in white-collar occupations in this geography, and 44.63% are employed in blue-collar occupations. In 2016, unemployment in this area is 5.74%. In 2000, the average time traveled to work was 23.00 minutes.

POPULATION	1 Miles	5 Miles	10 Miles
■ 2021 Projection			
Total Population	6,623	82,924	269,473
■ 2018 Estimate			
Total Population	6,685	83,307	273,549
■ 2010 Census			
Total Population	6,857	85,093	279,191
■ 2000 Census			
Total Population	7,011	90,329	305,886
■ Current Daytime Population			
2016 Estimate	7,051	72,066	290,778
HOUSEHOLDS	1 Miles	5 Miles	10 Miles
■ 2021 Projection			
Total Households	3,075	34,960	113,341
■ 2018 Estimate			
Total Households	3,072	34,845	114,135
Average (Mean) Household Size	2.12	2.33	2.33
■ 2010 Census			
Total Households	3,170	35,754	117,109
■ 2000 Census			
Total Households	3,045	36,445	123,614
■ Occupied Units			
2021 Projection	3,075	34,960	113,341
2016 Estimate	3,420	39,363	131,922
HOUSEHOLDS BY INCOME	1 Miles	5 Miles	10 Miles
■ 2018 Estimate			
\$150,000 or More	3.70%	4.22%	3.74%
\$100,000 - \$149,000	8.18%	9.37%	8.14%
\$75,000 - \$99,999	13.62%	11.23%	10.01%
\$50,000 - \$74,999	21.17%	20.00%	18.41%
\$35,000 - \$49,999	13.59%	15.87%	15.60%
Under \$35,000	39.74%	39.32%	44.09%
Average Household Income	\$57,460	\$59,154	\$55,085
Median Household Income	\$46,122	\$44,796	\$40,351
Per Capita Income	\$26,642	\$24,935	\$23,360

HOUSEHOLDS BY EXPENDITURE	1 Miles	5 Miles	10 Miles
Total Average Household Retail Expenditure	\$60,137	\$58,951	\$55,982
■ Consumer Expenditure Top 10 Categories			
Housing	\$15,086	\$15,026	\$14,404
Transportation	\$10,549	\$10,063	\$9,425
Shelter	\$8,236	\$8,261	\$7,965
Food	\$6,997	\$6,911	\$6,567
Health Care	\$4,879	\$4,601	\$4,376
Personal Insurance and Pensions	\$4,521	\$4,534	\$4,136
Utilities	\$3,683	\$3,673	\$3,543
Entertainment	\$2,589	\$2,602	\$2,455
Apparel	\$2,075	\$2,105	\$1,941
Cash Contributions	\$1,778	\$1,655	\$1,543
POPULATION PROFILE	1 Miles	5 Miles	10 Miles
■ Population By Age			
2016 Estimate Total Population	6,685	83,307	273,549
Under 20	18.12%	22.47%	22.90%
20 to 34 Years	18.20%	17.10%	18.17%
35 to 39 Years	5.23%	5.48%	5.46%
40 to 49 Years	12.04%	12.48%	12.07%
50 to 64 Years	22.80%	23.04%	22.51%
Age 65+	23.61%	19.44%	18.90%
Median Age	47.12	44.01	42.98
■ Population 25+ by Education Level			
2016 Estimate Population Age 25+	5,041	59,574	192,980
Elementary (0-8)	0.53%	1.39%	2.00%
Some High School (9-11)	7.75%	7.53%	8.48%
High School Graduate (12)	41.00%	39.40%	40.53%
Some College (13-15)	24.10%	23.45%	21.80%
Associate Degree Only	7.16%	6.48%	6.38%
Bachelors Degree Only	12.07%	13.73%	13.19%
Graduate Degree	6.42%	7.21%	6.95%

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FRESENIUS | AUSTINTOWN, OH

Ohio BOR

Michael Glass

District Manager

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