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THE GLASS GROUP



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or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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105 MICHAEL MARTIN ROAD, MOUNT OLIVE, NORTH CAROLINA 28365

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- (1) Lease is guaranteed by DaVita Inc
- (2) Source: www.investors.davita.com

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## DAVITA INC.(1)



Founded over 25 years ago and headquartered in Denver, Colorado, DaVita Inc. is a Fortune 500 company that provides renal care services for patients suffering from chronic kidney disease (CKD) or end stage renal disease (ESRD). Formerly known as DaVita Healthcare Partners Inc., the company operates kidney dialysis centers and provides related lab services in outpatient dialysis centers across the globe. The Fortune 500 company has reduced hospitalizations, improved mortality and worked collaboratively to propel the kidney care industry to adopt an equitable and high-quality standard of care for all patients. Through a network of 2,971 locations worldwide, DaVita Inc. enjoys a global presence with dialysis facilities in 46 states, the District of Columbia and operates in 9 countries including Brazil, China, Colombia, Germany, Malaysia, Taiwan, Poland, Portugal, Netherlands, Saudi Arabia, Singapore and international management offices in the United Kingdom.

As of June 30, 2019, DaVita served 231,700 patients at 2,971 outpatient dialysis centers, of which 2,723 centers were located in the U.S. and 248 centers were located in 9 countries outside the United States. During the second quarter of 2019, DaVita opened a total of 33 new facilities and acquired 3 dialysis centers across the nation. With more than 77,700 team members serving approximately 25,000 patients monthly, DaVita is recognized as one of "America's Largest Public Companies" on the 2019 Forbes List and has been part of Fortune Magazine's List of "World's Most Admired Companies" for 12 consecutive years.

- WARREN BUFFET'S BERKSHIRE HATHAWAY OWNS APPROXIMATELY 38.5 MILLION SHARES OF DAVITA STOCK, MAKING THEM THE COMPANY'S LARGEST SHAREHOLDER WITH A 24% STAKE<sup>2)</sup>
- ▶ GENERATED REVENUE OF \$11.4 BILLION IN FISCAL 2018 / ESTIMATED \$4.04 BILLION NET WORTH
- FORTUNE 500 COMPANY 13 YEARS IN A ROW, 12TH CONSECUTIVE YEAR AS ONE OF FORTUNE MAGAZINE'S "WORLD'S MOST ADMIRED COMPANIES" IN 2019
- ▶ 2,971 LOCATIONS WORLDWIDE IN 46 STATES, THE DISTRICT OF COLUMBIA AND 9 COUNTRIES
- ▶ MORE THAN 77,700 TEAM MEMBERS SERVING APPROXIMATELY 25,000 PATIENTS MONTHLY
- RANKED #2 ON FORTUNE MAGAZINE'S "MOST INNOVATIVE COMPANY" IN THE HEALTHCARE MEDICAL FACILITIES CATEGORY

(1) Source: www.davita.com

## DAVITA INC. - FINANCIAL HIGHLIGHTS(2)

\$462M

2Q-19 OPERATING INCOME, UP 5.50% Y-O-Y



DaVita Inc. 2nd Quarter 2019 results include the following highlights:

- ► Completed the sale of our DMG division to Optum
- ► Consolidated revenues of \$2.843 million
- ► Operating income of \$462 million
- ► Cash flows from continuing operations of \$574 million

As of June 30, 2019, we provided dialysis services to a total of approximately 231,700 patients at 2,971 outpatient dialysis centers, of which 2,723 center were located in the United States and 248 centers were located in nine countries outside of the United States. During the second quarter of 2019, we opened a total of 33 new dialysis centers, acquired three dialysis centers and closed two dialysis center in the United States. In addition, we acquired five dialysis centers outside of the United States during the second quarter of 2019.

#### **OUR MISSION:**

To be the Provider, Partner, and Employer of Choice.











180,000

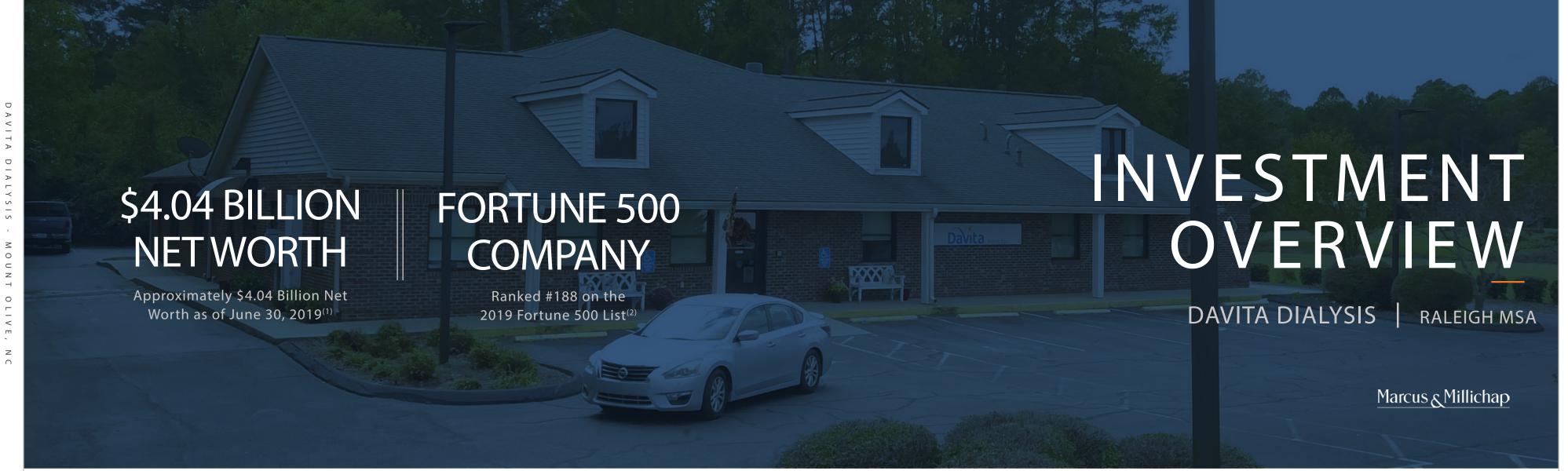
HOURS OF VOLUNTEER
WORK BY DAVITA
TEAMMATES, FAMILY &
FRIENDS SINCE 2006



YEARS ON FORTUNE'S
WORLD'S MOST
ADMIRED COMPANIES
LIST

12

(2) This is a partial summary of the full earnings report. The full report can be viewed at https://pressreleases.davita.com/index.php. Marcus & Millichap and its affiliates has not made any investigation, and makes no warranty or representation, with respect to the information contained herein. This information has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. Individuals are strongly advised to take appro priate measures to verify all of the information set forth herein. Buyer must conduct their own Due Diligence.



- (1) Source: www.investors.davita.com
- (2) Source: www.fortune.com

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### INVESTMENT OVERVIEW

#### CORPORATE LEASE WITH MINIMAL LANDLORD RESPONSIBILITIES

The subject property is a well-established (25-year operating history), single tenant DaVita Dialysis facility situated less than one hour from Downtown Raleigh. The lease has minimal landlord responsibilities, especially when compared to the majority of other DaVita and Fresenius leases that require significantly more Landlord responsibilities such as maintenance of the building structure, roof membrane replacement, HVAC replacement, day-to-day management and replacement of the parking lot areas. The subject property's lease is modified triple net with Landlord responsibilities limited to the replacement of the structure and structural elements of the roof.<sup>(1)</sup>

#### MAJOR CAPITAL IMPROVEMENTS COMPLETED IN 2016/2017

Estimated \$421,000 in renovations including significant tenant improvements with new flooring, structural upgrades, replacement of HVAC units, landscaping, paint and major repairs to the parking lot and roof. (2)

#### LONG TERM CORPORATE LEASE WITH A FORTUNE 500 COMPANY

There are approximately 12 years remaining on the initial lease term with 10% rent increases every 5 years, which continue through each of the two, 5-year renewal option periods. The lease comes with a corporate guarantee from DaVita Inc., a Fortune 500 company with \$11.4 billion in revenue and an estimated net worth of \$4.04 billion. As of June 30, 2019, DaVita served 231,700 patients at 2,971 outpatient dialysis centers, of which 2,723 centers were located in the U.S. and 248 centers were located in 9 countries outside the United States. DaVita is recognized as one of "America's Largest Public Companies" on the 2019 Forbes List and has been part of Fortune Magazine's List of "World's Most Admired Companies" for 12 consecutive years.

#### SITUATED IN A REGIONAL RETAIL AND COMMERCIAL HUB

The subject property has a 25-year operating history at this location, which is situated just off Highway 117 (11,477 ADT) one hour from Downtown Raleigh. The facility is situated in a regional retail and commercial hub less than one mile from the University of Mount Olive (3,451 students). The Subject Property is surrounded by national retailers including Walmart Supercenter, Advance Auto Parts, McDonald's, Walgreens, Domino's, Burger King, Food Lion, Taco Bell, Dollar General, Pizza Hut, Hardee's & many more.

#### WARREN BUFFET'S BERKSHIRE HATHAWAY IS DAVITA INC.'S LARGEST SHAREHOLDER

Berkshire Hathaway owns approximately 38.5 million shares of DaVita Inc. stock, making them the company's largest shareholder with a 24% stake. Berkshire Hathaway is ranked #4 on the Fortune 500 list of largest publicly traded companies. Warren Buffet has served as the company's CEO for over 50 years.<sup>(3)</sup>

<sup>(2)</sup> Estimated renovation costs provided by Seller. Buyer will be provided a copy of estimated renovation costs during their Due Diligence Period and will need to verify the accuracy of the information. Marcus & Millichap and its affiliates have not verified and will not verify any information contained herein. Buyer must conduct their own due diligence.





<sup>(1)</sup> Buyer will need to verify the accuracy of this information during their Due Diligence Period. Marcus & Millichap and its affiliates have not verified and will not verify any information contained herein. Buyer must conduct their own due diligence.

## OFFERING HIGHLIGHTS

## DAVITA DIALYSIS - MOUNT OLIVE, NC (RALEIGH MSA)

105 MICHAEL MARTIN ROAD, MOUNT OLIVE, NORTH CAROLINA 28365

OFFERING PRICE

CAP RATE YEARS 1-2

**CAP RATE YEARS 3-7** 

\$1,826,750

6.00%

6.60%

Annual Rent	\$109,605
Lease Type	Modified Triple Net
Lease Commencement	11/18/2016
Lease Expiration Date	11/30/2031
Year Built	1994/2016 <sup>(1)</sup>
Rentable Area	7,307 SF <sup>(1)</sup>
Lot Size	1.02 Acres <sup>(1)</sup>
Increases	10% Every 5 Years
Options	(2) Five-Year Renewal Options
Guarantor	DaVita Inc. <sup>(1)</sup>
Right of First Offer	Yes <sup>(2)</sup>

#### (1) Year Built/Renovated, Rentable Area, Lot Size, Lease Terms, and Guarantor are approximate. Please see the following page for details on landlord responsibilities under the Lease. Buyer will need to verify the accuracy of these estimates during their Due Diligence period.

## RENT ROLL

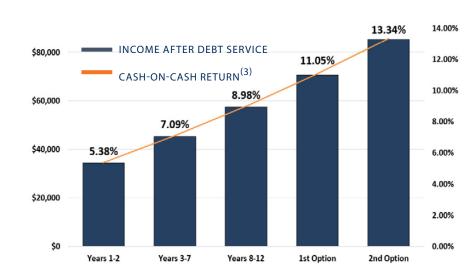
Years 3-7 COC Return<sup>(3)</sup>

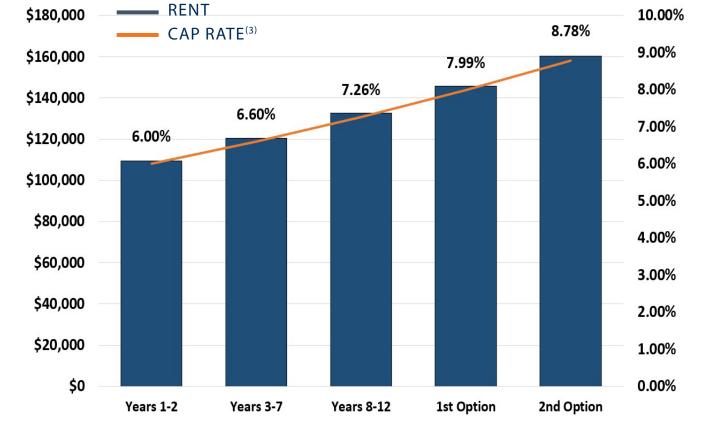
GUARANTOR	RENTABLE AREA	COMMENCEMENT	EXPIRATION	RENT	RENT INCREASES	OPTIONS	NEXT ESCALATION	LEASE TYPE
DAVITA INC. (NYSE: DVA)	7,307 SF <sup>(1)</sup>	11/18/2016	11/30/2031	\$109,605	10% EVERY 5 YEARS	(2) 5-YEAR OPTIONS	12/1/2021	MODIFIED TRIPLE NET <sup>(1)</sup>

## FINANCING PROJECTIONS & CAP RATE GROWTH CHART (3)

7.09%







<sup>(2)</sup> Tenant has a Right of First Offer. Please contact the listing agent for details.

<sup>(3)</sup> Pro forma returns shown on both chart are based on ownership years and assumes Year 1 of ownership begins on 12/1/2019. Pro forma returns are also based on gross annual rent only and not guaranteed. Pro forma returns do not take into consideration any unforeseen expenses including Landlord responsibilities under the Lease. Buyer must conduct their own due diligence to confirm the accuracy of these estimates. Financing options shown are subject to market changes.

## LANDLORD FRIENDLY LEASE STRUCTURE(1)

#### LANDLORD RESPONSIBILITIES PER THE LEASE

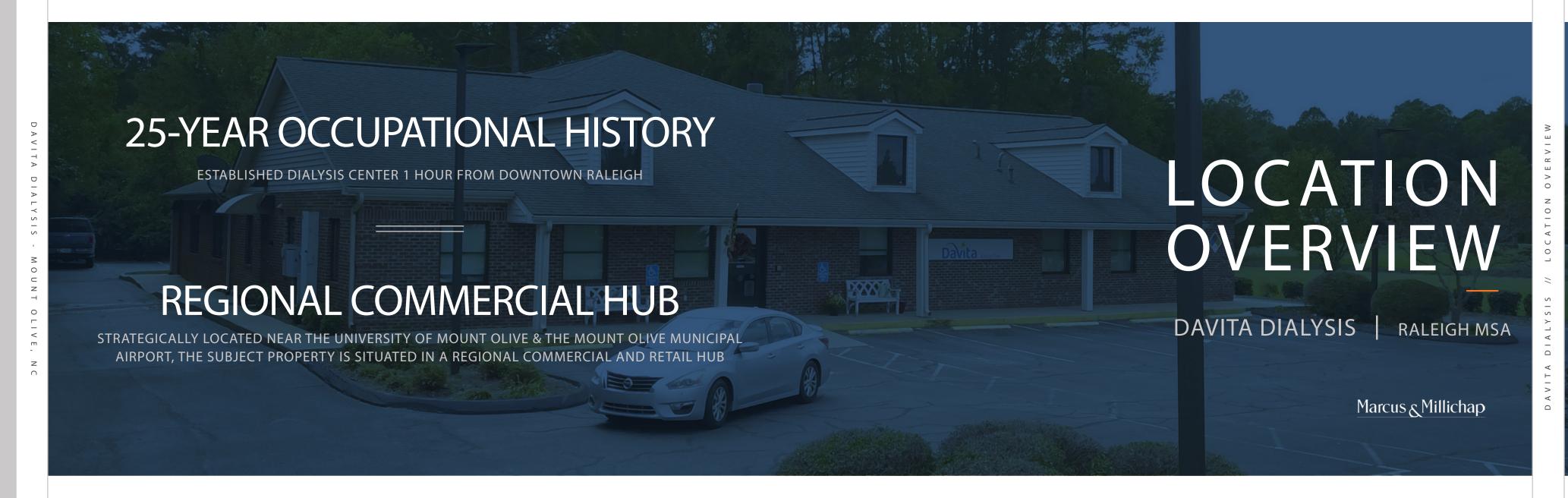
Landlord shall, at Landlord's sole cost and expense, promptly make any necessary replacements to the Building structure, including the slab, footings, foundation and other structural components of the Building and the structural elements of the roof, but **expressly excluding** the windows, the roof deck and the roof membrane. Landlord shall have no responsibility with respect to any sheds or other structures located on the Premises other than the primary Building.

UNLIKE THE MAJORITY OF FRESENIUS AND DAVITA LEASES, THERE ARE NO LANDLORD REPAIR OR REPLACEMENT RESPONSIBILITIES FOR THE ROOF MEMBRANE, ROOF DECK, HVAC, WINDOWS, DOORS, BUILDING EXTERIOR PAINT OR PARKING AREAS AND SIDE-WALK<sup>(1)</sup>

- ■No Landlord Responsibility for Maintenance of the Building Structure
- ■No Landlord Responsibility for Repair or Replacement of Roof Deck & Roof Membrane
- ■No Landlord Responsibility for Repair or Replacement of the Parking Areas & Sidewalks
- ■No Landlord Responsibility for HVAC Servicing, Repair or Replacement
- ■No Landlord Responsibility for Painting of the Building Exterior
- ■No Landlord Responsibility for Building Windows and Doors







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### LOCATION OVERVIEW



WELL-ESTABLISHED
DIALYSIS CENTER WITH A
25-YEAR OPERATIONAL
HISTORY IN MOUNT OLIVE

STRATEGICALLY LOCATED
IN A REGIONAL RETAIL &
COMMERCIAL HUB NEAR
THE UNIVERSITY OF MOUNT
OLIVE & THE MOUNT OLIVE
MUNICIPAL AIRPORT

RANKED #1 "BEST STATE FOR BUSINESS" ON FORBES 2018 LIST

FEDERAL MILITARY
SPENDING CONTRIBUTES
OVER \$11 BILLION TO
NORTH CAROLINA'S
ECONOMY EACH YEAR

# Marcus & Millichap

#### REGIONAL COMMERCIAL AND RETAIL HUB

Located in the coastal plain region of eastern North Carolina and situated one hour from Downtown Raleigh, Mount Olive is the home of the #1 pickle brand in the Southeast. Originally founded for the purpose of brining cucumbers, the Mt. Olive Pickle Company facilities boast 150 acres, over 1 million square feet of manufacturing and warehouse space and a capacity for over 40 million pounds of cucumbers. The Mt. Olive Pickle Company is the second-bestselling brand of pickles, peppers and relishes across the nation. Agriculture and agribusiness are the leading industries for Wayne County and have been since the county was founded in 1779. The county boasts excellent soils and a moderate climate that are highly conducive for agriculture production. Today Mount Olive is ranked third in the state of North Carolina in agriculture income. The Ag industry is diverse and spans swine, poultry, tobacco, corn, soybeans, cotton, cattle, wheat, and vegetables.

#### RANKED #1 "BEST STATE FOR BUSINESS" BY FORBES

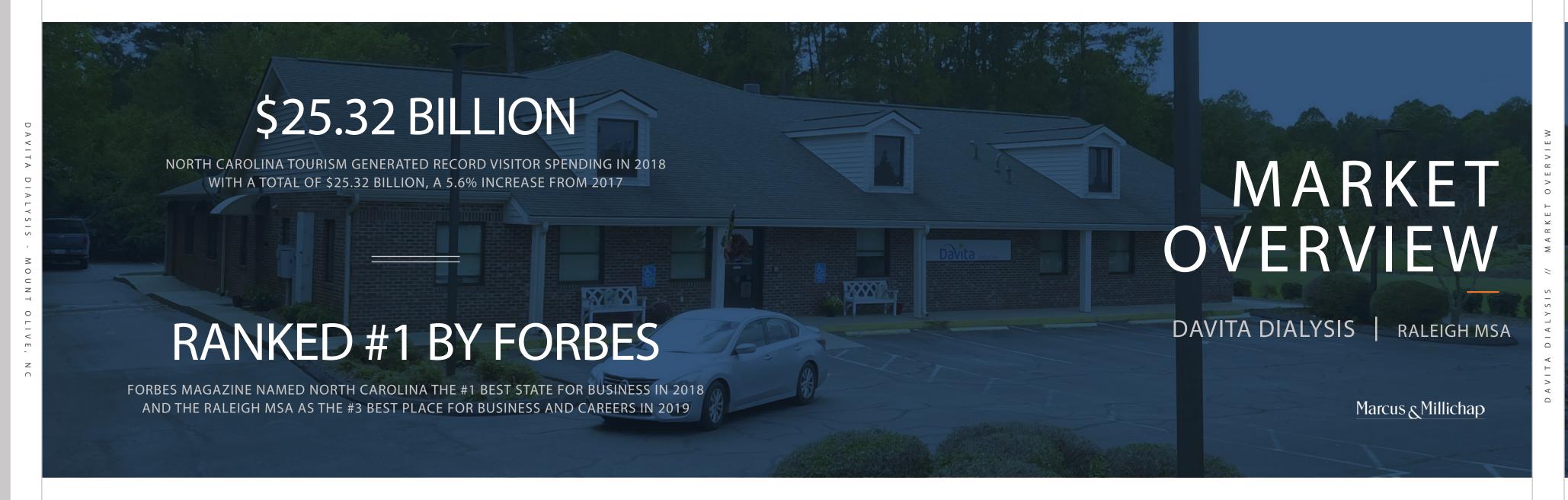
DaVita Dialysis is surrounded by several national retailers including Walmart Supercenter, Wendy's, Dollar General, Hardee's, Walgreens, BB&T, AutoZone Auto Parts, Burger King, Pizza Hut, Advance Auto Parts, Subway, Food Lion, and many more. The Subject Property is positioned just off HWY 117 (11,477 ADT), one hour from Downtown Raleigh. Currently the tenth-largest MSA in the nation with 1.4 million residents, the region is home to 12 Fortune 500 and 27 Fortune 1000 headquarters, such as Bank of America (#25) and Lowe's (#42). Year after year North Carolina is recognized for its pro-business environment. A diverse business ecosystem, talented workforce and high quality lifestyle are only a few of the major factors for the area's continued growth.



## **AERIAL VIEW**

The Subject Property is strategically located at 105 Michael Martin Road at the cross-section of Highway 117 (11,477 ADT) and Highway 55 (11,588 ADT), the two main thoroughfares through the heart of Mount Olive, NC.





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## HOUSEHOLD INCOME

YEAR 2018	1 MILE	3 MILES	5 MILES
AVERAGE	\$58,297	\$50,598	\$51,223
MEDIAN	\$36,318	\$32,356	\$34,955

## **POPULATION**

YEAR	1 MILE	3 MILES	5 MILES
2023 Projection Total Population	1,967	7,128	12,604
2018 Census Total Population	1,936	7,046	12,137
2010 Census Total Population	1,957	7,057	11,894

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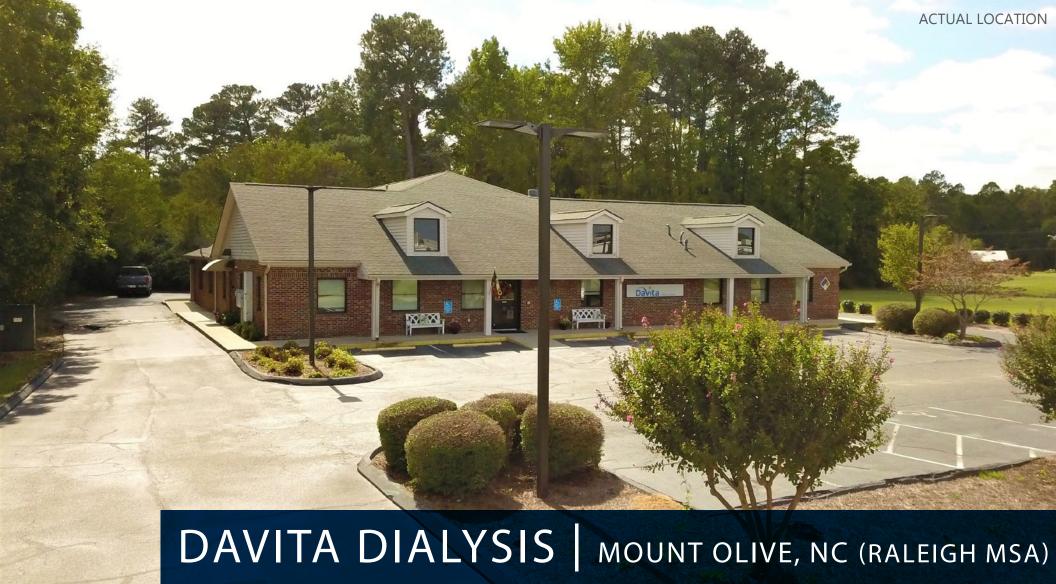


## RALEIGH MSA

As one of the three "corners" of North Carolina's world-renowned Research Triangle Region, the capital city of Raleigh is unusally rich in educational and business opportunities. Anchored by the three Tier 1 research universities of Duke University in Durham, Raleigh's North Carolina State University and the University of North Carolina Chapel Hill, the Research Triangle Park (RTP) is the largest and most prestigious research and development business park in North America. Attracting worldwide talent, this business, academia and government converge is comprised of 7,000 acres of over 250 companies, employing 55,000 workers and an additional 10,000 contractors. Boasting an annual \$300 million invested in research and development, companies such as GlaxoSmithKline, Cisco Systems, IBM, Oracle, John Deere, Merck, Biogen, Duke Energy, CAT, Pfizer and MetLife have earned North Carolina the #4 rank in the nation for patent growth per capita every year over the last fifty years. In 2017 alone, 173 startups across the state raised over \$1.2 Billion in venture capital. The city of Mount Olive is home of the #1 pickle brand in the Southeast. Originally founded for the purpose of brining cucumbers, the Mt. Olive Pickle Company facilities boast 150 acres, over 1 million square feet of manufacturing and warehouse space and a capacity for over 40 million pounds of cucumbers. The Mt. Olive Pickle Company is the secondbestselling brand of pickles, peppers and relishes in the nation.

Currently the tenth-largest MSA in the nation with approximately 1.4 million residents, the metro region is home to 12 Fortune 500 and 27 Fortune 1000 headquarters, such as Bank of America (#25), Lowe's (#42), Nucor (#120), Duke Energy (#126), BB&T Corp. (#246), Advance Auto Parts (#326) and many more. Centrally located between New York and Miami, the region is easily accessible by six regional airports, two ports and multiple interstates that span from Florida to New York and North Carolina to California. A diverse business ecosystem, talented workforce and high quality lifestyle are major factors in the area's continued growth.







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