

1407 N. Jefferson Street  
Mount Pleasant, Texas



**FRESENIUS  
MEDICAL CARE**

Marcus & Millichap



## INFORMATION ABOUT BROKERAGE SERVICES

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

11-2-2015

### **TYPES OF REAL ESTATE LICENSE HOLDERS:**

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### **A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):**

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### **A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:**

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### **TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:**

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

## CONFIDENTIALITY & DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure 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. All potential buyers must take appropriate measures to verify all the information set forth herein. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc.

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***ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.***

EXCLUSIVELY LISTED BY

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# INVESTMENT OVERVIEW



Marcus & Millichap

## The Offering

Address	1407 N. Jefferson St. Mt. Pleasant, Texas 75455
Price	\$2,900,000
Capitalization Rate	5.70%
Price/SF	\$288.33

## Property Description

Year Renovated	2018
Gross Leasable Area	10,058 SF
Zoning	Commercial
Type of Ownership	Fee Simple
Lot Size	2.18 Acres

## Lease Summary

Rent Increases	10% Every Five Years
Guarantor	Fresenius Medical Care Holdings Inc.
Lease Type	NN
Lease Commencement	12/29/2018
Lease Expiration	12/31/2033
Lease Term	15
Term Remaining on Lease (Years)	13.5
Renewal Options	Three Five Year Options
Landlord Responsibility	Roof, Structure, Parking Lot HVAC over \$2,500
Tenant Responsibility	Taxes, Insurance, Maintenance

## Annualized Operating Information

Net Operating Income	\$165,354
Rent Per Square Foot	\$16.44

## Rent Schedule

Year	Annual Rent	Monthly Rent	Cap Rate
Current	\$165,354	\$13,780	5.70%
12/1/2020 - 11/30/2021	\$165,354	\$13,780	5.70%
12/1/2021 - 11/30/2022	\$165,354	\$13,780	5.70%
12/1/2022 - 11/30/2023	\$165,354	\$13,780	5.70%
12/1/2023 - 11/30/2024	\$181,889	\$15,157	6.27%
12/1/2024 - 11/30/2025	\$181,889	\$15,157	6.27%
12/1/2025 - 11/30/2026	\$181,889	\$15,157	6.27%
12/1/2026 - 11/30/2027	\$181,889	\$15,157	6.27%
12/1/2027 - 11/30/2028	\$181,889	\$15,157	6.27%
12/1/2028 - 11/30/2029	\$200,078	\$16,673	6.90%
12/1/2029 - 11/30/2030	\$200,078	\$16,673	6.90%
12/1/2030 - 11/30/2031	\$200,078	\$16,673	6.90%
12/1/2031 - 11/30/2032	\$200,078	\$16,673	6.90%
12/1/2032 - 11/30/2033	\$200,078	\$16,673	6.90%



## Offering Summary

### Offering Summary

Price	\$2,900,000
Net Operating Income	\$165,354
Capitalization Rate – Current	5.7%
Price / SF	\$288.33
Rent / SF	\$16.44
Lease Type	NN
Gross Leasable Area	10,058 SF
Year Built / Renovated	2018
Lot Size	2.18 acre(s)

### Marcus & Millichap Capital Corp. Financing Quote

Loan Amount	\$2,030,000
Loan Type	New Loan
Loan to Value	70.00%
Interest Rate / Amortization	3.7% / 30 Years
Annual Loan Payment	\$112,125
Net Cash Flow After Debt Service	6.12% / \$53,229
Cash on Cash Return	6.12%
Total Return	10.45% / \$90,878

For additional financing details and to get a customized quote please contact:

### Garrett Fierstein

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POPULATION	3 Miles	5 Miles	10 Miles
■ 2024 Projection			
Total Population	17,688	20,946	33,166
■ 2019 Estimate			
Total Population	17,611	20,847	32,302
■ 2010 Census			
Total Population	17,657	20,888	31,446
■ 2000 Census			
Total Population	15,888	18,457	27,278
■ Current Daytime Population			
2019 Estimate	20,206	22,516	29,524

POPULATION PROFILE	3 Miles	5 Miles	10 Miles
■ Population By Age			
2019 Estimate	17,611	20,847	32,302
Under 20	33.73%	33.33%	32.02%
20 to 34 Years	20.70%	20.31%	19.02%
35 to 39 Years	6.10%	6.06%	5.89%
40 to 49 Years	12.07%	12.00%	12.06%
50 to 64 Years	15.11%	15.62%	16.80%
Age 65+	12.31%	12.68%	14.21%
Median Age	31.24	31.86	34.06
■ Population 25+ by Education Level			
2019 Estimate Age 25+	10,394	12,424	19,771
Elementary (0-8)	13.25%	12.34%	10.15%
Some High School (9-11)	13.94%	13.27%	11.63%
High School Graduate (12)	28.70%	28.97%	30.86%
Some College (13-15)	22.00%	22.43%	23.29%
Associate Degree Only	6.02%	6.15%	6.27%
Bachelors Degree Only	9.46%	10.05%	10.50%
Graduate Degree	3.13%	3.52%	4.44%



**FRESENIUS  
MEDICAL CARE**

Marcus & Millichap is pleased to present the opportunity to acquire the recently completed build to suit Fresenius clinic in Mount Pleasant, Texas. The original fifteen-year lease features 10% increases every 5 years. In addition, there are three five-year options to extend the lease.

The city of Mount Pleasant is located in Northeast Texas and is an easy drive to the Dallas-Fort Metroplex, Shreveport and Little Rock. The property is strategically positioned less than a mile from the Titus Regional Medical Center. This newly remodeled, state of the art clinic is the only stand-alone clinic in the city of Mt. Pleasant and is set to service the residents of Mount Pleasant for many years to come.

FMC Mount Pleasant represents the opportunity for an investor to secure a life-sustaining medical office property with a growing cash flow in an income tax free state. There is great stability in this asset with the continuing increase in ESRD and the growing need for dialysis treatment. Fresenius is the leader in dialysis treatment worldwide, has a credit rating of Baa3 and offers a full corporate guarantee behind the lease at this location.

## INVESTMENT HIGHLIGHTS

- ✓ 2018 Full Remodel | State of the Art Facility
- ✓ Corporate Guarantee by FMCH | NYSE: FMS
- ✓ Scheduled 10% Rental Increases
- ✓ Income Tax Free State



Fresenius Medical Care is the world's largest provider of products and services for individuals with renal diseases of which around 3.5 million patients worldwide regularly undergo dialysis treatment. Through its network of 4,003 dialysis clinics, Fresenius Medical Care provides dialysis treatments for 345,096 patients around the globe. Fresenius Medical Care has 120,659 employees in more than 50 countries. Fresenius Medical Care is also the leading provider of dialysis products such as dialysis machines or dialyzers. Along with the core business, the company focuses on expanding the range of related medical services in the field of Care Coordination. Fresenius Medical Care is listed on the Frankfurt Stock Exchange (FME) and on the New York Stock Exchange (FMS).

## Tenant Profile

Entity	Fresenius Medical Care AG & Co. KGaA
Ticker	NYSE: FMS
Headquarters	Bad Homburg, Germany
Revenue	\$19.20 Billion
EBITDA	\$2.73 Billion
Operating Income	\$2.49 Billion
Net Income	\$1.32 Billion
Credit Rating	S&P BBB   Moody's Baa3
Dialysis Patients	345,096
Dialysis Clinics	4,003

## MISSION

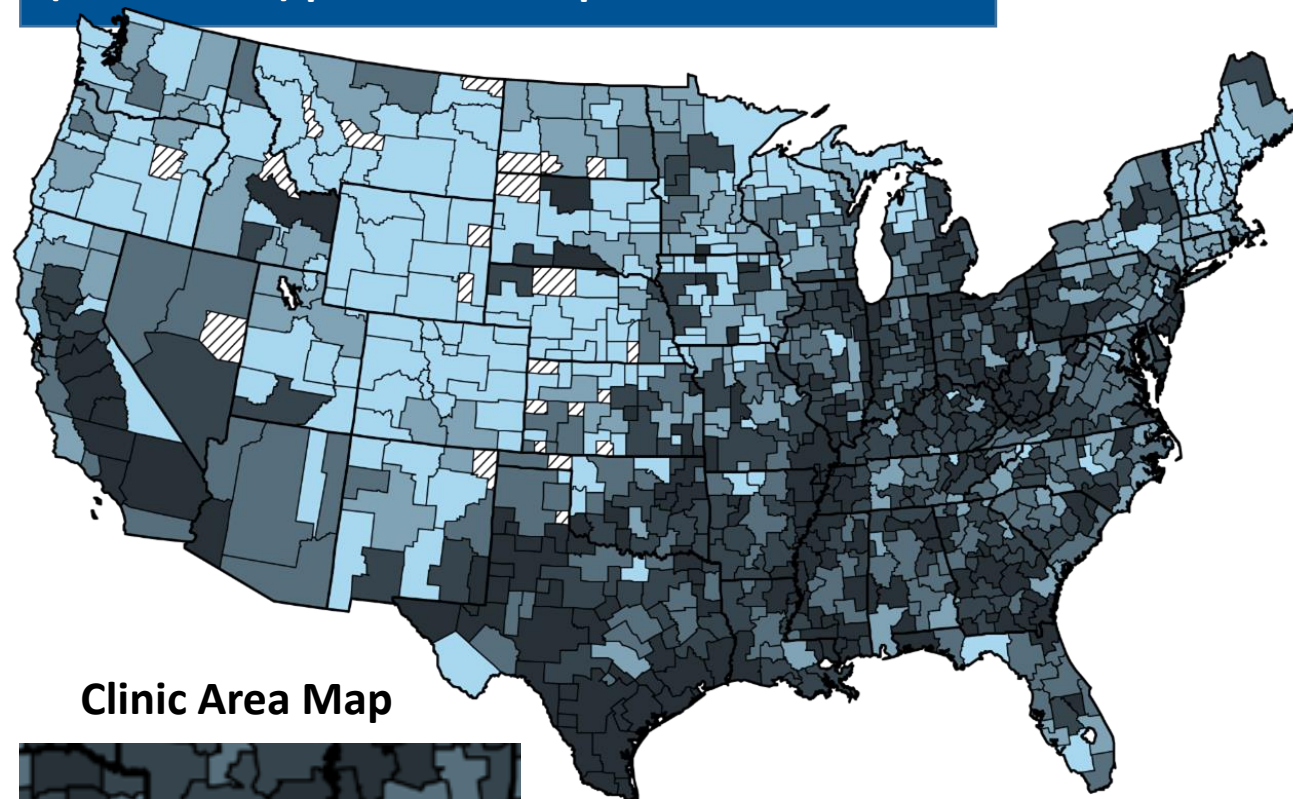
To deliver superior care that improves the quality of life of every patient, every day, setting the standard by which others in the healthcare industry are judged.

## VISION

To be the leader and partner of choice in managing care in a value-based system, we must continuously create clinical value for our patients and payors that translates to economic value for all of us.



## Incidence of ESRD, by Health Service Area (2011-2015) per USRDS report



Clinic Area Map

Fresenius Medical Care is the world's leading provider of dialysis products and services. We care for people with chronic kidney failure, of whom around 3.5 million worldwide depend on dialysis treatment. Thanks to our decades of experience in dialysis, our innovative research and our value-based care approach, we can help them to enjoy the very best quality of life.



4,003  
CLINICS



345,096  
PATIENTS SERVED



120,659  
EMPLOYEES



52M+  
TREATMENTS



50+  
STATES AND  
TERRITORIES IN OUR  
NETWORK



1 out of every 6 Medicare dollars was for patients with kidney failure. That's \$114 Billion for people with chronic kidney disease (CKD) and end-stage renal disease (ESRD).

# LOCATION OVERVIEW



Marcus & Millichap





*Greenhill Villas  
of Mount Pleasant*



**HERITAGE  
PARK  
VILLAGE**  
A Senior Living Community



**FOCUSED POST ACUTE  
CARE PARTNERS**  
IT TAKES A MINUTE TO CHANGE A LIFE









Titus Regional Medical Center is a 174-bed Joint Commission accredited hospital located in Mount Pleasant, Texas. Our mission is To Provide Excellence in Healthcare for the Communities We serve, and we have provided a legacy of compassionate service to the surrounding area for over half a century. Titus Regional Medical Center, which is owned by the people of Titus County, is governed by an elected Board of Managers. Today, there are seven Board Members, one from each precinct and three at-large.

<https://www.titusregional.com/about/our-story/>



We make it our top priority to care for seniors with the respect, compassion and dignity they deserve. We understand that caring is what makes a community and without a sense of caring, there can be no sense of community. It's what sets us apart from any other Healthcare Center. Here at Greenhill Villas our nursing staff are overly-courteous, respectful and maintain a high level of professionalism at all times. Our primary goal is to get you back in a condition to be independent once again while maintaining a friendly environment and providing nutritionally enhanced meals.

<https://stonebridgeplaceassistedliving.com/about-us/>



## MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues to the benefit of our clients.



Closed 1,678  
debt and equity  
financings  
in 2018



National platform  
operating  
within the firm's  
brokerage offices



\$6.24 billion  
total national  
volume in  
2018



Access to  
more capital  
sources than  
any other firm  
in the industry

## WHY MMCC?

Optimum financing solutions to  
enhance value

Our ability to enhance buyer pool by  
expanding finance options

Our ability to enhance seller control

- Through buyer qualification support
- Our ability to manage buyers finance expectations
- Ability to monitor and manage buyer/lender progress, insuring timely, predictable closings
- By relying on a world class set of debt/equity sources and presenting a tightly underwritten credit file



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Mount Pleasant, Texas

For Inquiries and to Present Offers  
Please Contact:

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