



*DaVita*<sup>®</sup>

105 E Washington Jackson Rd  
Eaton, OH 45320

OFFERING MEMORANDUM





## LISTED BY

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# Executive Overview

## INVESTMENT HIGHLIGHTS

### PROPERTY

- E-Commerce Resistant Medical Tenant
- **Attractive Annual Rental Increases** – 2% annual increases provide investors with a hedge against inflation
- **Renewal Options** – Three 5-year options to extend beyond their current term

### THE CLINIC OFFERS

- **Hemodialysis** – Including home training
  - Hemodialysis is a procedure where a dialysis machine and a special filter called an artificial kidney, or a dialyzer, are used to clean your blood. To get your blood into the dialyzer, the doctor needs to make an access, or entrance, into your blood vessels. This is done with minor surgery, usually to your arm.
- **Peritoneal Dialysis** – Including training
  - Peritoneal dialysis is a way to remove waste products from your blood when your kidneys can't adequately do the job any longer. This procedure filters the blood in a different way than does the more common blood-filtering procedure called hemodialysis.

### LOCATION

- **Hospital Proximity** – The property is strategically located one block from Kettering Medical Center
- **Walmart Anchor** – The property is across the street from a high traffic Walmart, making this a convenient and highly desirable location
- **High Traffic Area** – Located near the corner of North Barron St and Washington Jackson Rd, which feature traffic counts of 10,000 VPD and 4,536 VPD respectively

### TENANT

- **DaVita (NYSE: DVA)** – DaVita has an \$11.87B market cap and is the world's second largest dialysis provider
- **Investment Grade Credit** – DaVita has a Moody's credit rating of Ba3, making it an investment-grade company
- **2,600+ Locations** – DaVita has 2,625 outpatient dialysis centers across the US, serving approximately 201,000 patients. They also have 251 outpatient dialysis centers outside of the US in 10 different countries.





Edward Jones

CHINA WOK



Walmart  
Supercenter

LCNB  
National Bank



verizon

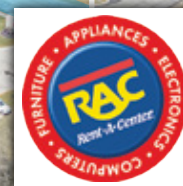
TSC TRACTOR  
SUPPLY CO

N BARON STREET  
± 10,000 VPD



CATO

*Davita*



E WASHINGTON JACKSON RD





N BARON STREET  
± 10,000 VPD



E WASHINGTON JACKSON RD





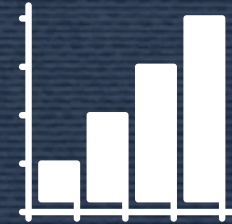
# Financial Overview



**\$1,170,000**  
LIST PRICE



**\$90,605.94**  
NOI



**7.75%**  
CAP RATE

## PROPERTY OVERVIEW

Address	105 E Washington Jackson Rd Eaton, OH 45320
Price/SF	\$205.55
Rent PF	\$15.92
Number of Stories	Two
Year Built	2007
GLA	± 5,692 SF
Lot Size	± 0.32 Acres (± 13,986 SF)
Landscaping	Professional
Topography	Generally Level



## TENANT OVERVIEW

Tenant Name	DaVita Dialysis
Type of Ownership	Fee Simple
Lease Type	NN
Original Lease Term	5 Years
Lease Commencement Date	9/1/17
Lease Expiration Date	9/1/23
Term Remaining	± 2 Years 6 Months
Increases	2% Annually
Options	Three, 5 Year Options
Gurantee	Renal Treatment Centers-Illinois, Inc.
Landlord Responsibilites	Roof, Foundation, Exterior Walls
Tenant Responsibilites	Non-Structural Portions of the interior of the premise
Utilities	Tenant
Taxes	Tenant

## ANNUALIZED OPERATING DATA

Period	Rent Per S/F	Monthly Rent	Yearly Rent
9/01/20-08/31/21	\$15.92	\$7,550.49	\$90,605.94
09/01/21-08/31/22	\$16.24	\$7,701.50	\$92,418.06
09/01/22-08/31/23	\$16.56	\$7,855.53	\$94,266.42

## DEBT QUOTE

Loan quote provided by Matthews™ based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing.

**LTV:** 65.00%

**RATE:** 4.00%

**AMORTIZATION:** 25

**JESSE LILLARD**

(956) 564-2922

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**COMPANY NAME**

DaVita Inc.

**OWNERSHIP**

Public (NYSE: DVA)

**YEAR FOUNDED**

1999

**INDUSTRY**

Healthcare

**HEADQUARTERS**

Denver, CO

**NO. OF EMPLOYEES**

± 74,500

**TENANT OVERVIEW**

DaVita Inc., a Fortune 500® company, is the parent company of DaVita Kidney Care and HealthCare Partners. DaVita Kidney Care is a leading provider of kidney care in the United States, delivering dialysis services to patients with chronic kidney failure and end-stage renal disease. DaVita Kidney Care consistently differentiates itself from other kidney care companies and surpasses national averages for clinical outcomes. Through its Kidney Care division, the firm is one of the US' largest providers of dialysis, providing administrative services to more than 2,624 outpatient centers across the US; it serves some 201,000 patients. The company also offers home-based dialysis services, as well as inpatient dialysis in about 251 clinics. It operates two clinical laboratories that specialize in routine testing of dialysis patients and serve the company's network of clinics. Subsidiary HealthCare Partners (HCP) operates primary care clinics and physician practices in several states.

**STRATEGY**

While DaVita has primarily grown through acquisitions over the years, it also expands its operations through joint ventures and partnerships. In 2015 DaVita merged two of its business units -- DaVita Clinical Research and HealthCare Partners Clinical Research -- to further expand its extensive clinical research and data analytics services, specifically in patients with chronic kidney disease and ESRD, as well as primary care and chronic disease patients treated in an integrated care organization. A long-term strategy to expand into overseas markets for growth is in play. Through acquisitions and partnerships, DaVita was able to enter the Chinese, Brazilian and Saudi Arabian markets in 2015.

**GEOGRAPHIC REACH**

California, Florida, and Texas are home to about 30% of all DaVita dialysis centers, though the firm has locations in more than 45 US states and Washington, DC. Nearly all of the company's outpatient dialysis centers are either wholly owned or majority-owned by DaVita. Currently, the company's international operations comprise a small fraction of its total business at 118 outpatient dialysis centers in 10 countries. The company has established a presence in select international markets, including Europe, Latin America, the Middle East, and the Asia/Pacific region. Colombia, Germany, India, and Malaysia together account for more than 70% of DaVita's outpatient dialysis centers outside of the US.






# Area Overview

## EATON, OH

Eaton is a city in, and the county seat of, Preble County, Ohio. it is part of the Dayton metropolitan area. Eaton is geographically located in the center of Preble County, Ohio, 35 miles west of Dayton, Ohio and 18 miles southeast of Richmond, Indiana and is south of Interstate 70. Eaton is the center of activity associated with agriculture and manufacturing.

## DEMOGRAPHICS

	1-MILE	3-MILE	5-MILE
 2020 POPULATION	3,202	10,037	12,453
 2020 HOUSEHOLDS	1,388	4,067	4,991
 2020 HH INCOME	\$72,290	\$71,411	\$73,525



±22 MILES



# DAYTON, OH

Dayton is the sixth-largest city in the state of Ohio. Ohio sits very close to roughly 60 percent of the country's population and manufacturing infrastructure, making the Dayton area a logistical centroid for manufacturers, suppliers, and shippers. With the decline of heavy manufacturing, Dayton's businesses have diversified into a service economy that includes insurance and legal sectors as well as healthcare and government sectors. Along with defense and aerospace, healthcare accounts for much of the Dayton area's economy. Hospitals in the Greater Dayton area have an estimated combined employment of nearly 32,000 and a yearly economic impact of \$6.8 billion. Dayton's economy is relatively diversified and vital to the overall economy of the state of Ohio. Site Selection magazine ranked Dayton the #1 medium-sized metropolitan area in the U.S. for economic development. Dayton is also among the top 100 metropolitan areas in both exports and export-related jobs, ranked 16 and 14 respectively by the Brookings Institution. Bloomberg Businessweek ranked Dayton in 2010 as one of the best places in the U.S. for college graduates looking for a job. Companies such as Reynolds and Reynolds, CareSource, DPL, LexisNexis, Kettering Health Network, Premier Health Partners, and Standard Register have their headquarters in Dayton.





## UNIVERSITY OF DAYTON

The University of Dayton (UD) is a private Roman Catholic research university in Dayton, Ohio. It is one of three Marianist universities in the nation and the second-largest private university in Ohio. The university's campus is in the city's southern portion and spans 388 acres on both sides of the Great Miami River. The university has about 8,000 undergraduate and 2,200 post-graduate students from a variety of religious, ethnic and geographic backgrounds, drawn from across the United States and more than 40 countries.

UD offers more than 80 academic programs in arts and sciences, business administration, education and health sciences, engineering, law and, in 2009, was first in the country to offer an undergraduate degree program in human rights.



**11,271**  
STUDENTS



**1,035**  
ACADEMIC STAFF



**1850**  
ESTABLISHED



**\$609.7 M**  
ENDOWMENT



## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **DaVita, Inc.** located at **105 E Washington Jackson Rd, Eaton, OH 45320**. ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Matthews Real Estate Investment Services.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.





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**MATTHEWS**<sup>™</sup>  
REAL ESTATE INVESTMENT SERVICES