

# SINGLE TENANT NN

Investment Opportunity



**FRESENIUS  
KIDNEY CARE**



1012 Hayes Avenue

**LA JUNTA** COLORADO

ACTUAL SITE



**SRS**

NATIONAL  
NET LEASE  
GROUP



## EXCLUSIVELY MARKETING BY



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PROPERTY PHOTO





# INVESTMENT SUMMARY



SRS National Net Lease Group is pleased to offer the opportunity to acquire the fee simple interest (land & building ownership) in a NN leased, investment grade (S&P: BBB), corporate guaranteed, Fresenius Medical Care investment property located in La Junta, CO. The tenant, QualiCenters Pueblo, LLC (dba Fresenius Medical Care La Junta Dialysis), has over 9 years remaining on their initial term with 3 (5-year) options left to extend. The lease features rare 2.25% annual rental increases throughout the initial term and option periods (see rent roll), steadily growing NOI and hedging against inflation. The lease is corporate guaranteed by Fresenius Medical Care, and is NN with limited landlord responsibilities, making this an ideal, low-management investment opportunity for a passive investor. Fresenius Medical Care operates more than 4,110 dialysis clinics and provides dialysis treatment to over 344,400 patients around the globe, making them the world's largest provider of products and services for individuals with chronic kidney disease.

Fresenius Medical Care is strategically located along W. 10th Street with clear visibility and access to 6,100 vehicles passing by daily. The property benefits from nearby direct on/off ramp access to U.S. Route 50 (14,000 VPD), a major east-west highway that stretches over 3,000 miles and connects Sacramento, CA to Ocean City, MD. The freestanding building also benefits from superior store visibility via a large monument sign. The site is ideally located in a dense retail corridor with many nearby national/credit tenants including Walmart Supercenter, Aaron's, McDonald's, O'Reilly Auto Parts, NAPA Auto Parts, and more. Strong tenant synergy increases consumer draw to the immediate trade area and promotes crossover store exposure for the site. Furthermore, the property is near numerous single-family communities and multi-family complexes including Mountain View (20 units), College Overlook (24 units), Morningside Heights (50 units), and more, providing a direct residential consumer base from which the site can draw. The 5-mile trade area is supported by 9,769 residents and 4,840 daytime employees, with an average annual household income of \$52,571.



PROPERTY PHOTO





# OFFERING SUMMARY



## OFFERING

Pricing	\$5,568,000
August 2022 NOI	\$278,407 <sup>1</sup>
Cap Rate	5.00%
Blended Cap Rate	5.42%
Guaranty	Corporate
Tenant	QualiCenters Pueblo, LLC dba Fresenius Medical Care La Junta Dialysis
Lease Type	NN
Landlord Responsibilities	Roof, Structure, Insurance, and CAM <sup>2</sup>
Sales Reporting	No

<sup>1</sup> NOI includes \$6,000 of the allotted annual reimbursement (see rent roll)

<sup>2</sup> Operating expenses (including insurance) are to be reimbursed by tenant (see rent roll)

## PROPERTY SPECIFICATIONS

Rentable Area	5,112 SF
Land Area	0.95 Acres
Property Address	1012 Hayes Avenue La Junta, Colorado 81050
Year Built	2016
Parcel Number	4643-102-12004
Ownership	Fee Simple (Land & Building)

# INVESTMENT HIGHLIGHTS



## **Over 9 Years Remaining | Annual Rental Increases | Corporate Guaranteed | Strong & Established Tenant**

- The tenant has over 9 years remaining on their initial term with 3 (5-year) options left to extend
- The lease features rare 2.25% annual rental increases throughout the initial term and option periods (see rent roll), steadily growing NOI and hedging against inflation
- The lease is corporate guaranteed by Fresenius Medical Care
- Fresenius Medical Care operates more than 4,110 dialysis clinics and provides dialysis treatment to over 344,400 patients around the globe

## **NN Leased | Fee Simple Ownership | Limited Landlord Responsibilities**

- Tenant pays for taxes and insurance
- Limited landlord responsibilities
- Ideal, low-management investment opportunity for a passive investor

## **Direct Residential Consumer Base | Demographics in 5-Mile Trade Area**

- The property is near numerous single-family communities and multi-family complexes including Mountain View (20 units), College Overlook (24 units), Morningside Heights (50 units), and more
- Nearby residential communities provide a direct consumer base from which the site can draw
- More than 9,700 residents and 4,800 employees support the trade area
- \$52,571 average household income

## **Dense Retail Corridor | Strong Tenant Synergy**

- The site is ideally located in a dense retail corridor with many nearby national/credit tenants including Walmart Supercenter, Aaron's, McDonald's, O'Reilly Auto Parts, NAPA Auto Parts, and more
- Strong tenant synergy increases consumer draw to the immediate trade area and promotes crossover store exposure for the site

## **Located Along W. 10th Street | Excellent Visibility | Direct Access to Major Highway**

- Fresenius Medical Care is strategically located along W. 10th Street with clear visibility and access to 6,100 vehicles passing by daily
- The freestanding building benefits from superior store visibility via a large monument sign
- The property also benefits from nearby direct on/off ramp access to U.S. Route 50 (14,000 VPD), a major east-west highway that stretches over 3,000 miles and connects Sacramento, CA to Ocean City, MD



# PROPERTY OVERVIEW



## Location



La Junta, Colorado  
Otero County

## Parking



There are approximately 23 parking spaces on the owned parcel.  
The parking ratio is approximately 4.50 stalls per 1,000 SF of leasable area.

## Access



W. 10th Street: 2 Access Points

## Parcel



Parcel Number: 4643-102-12004  
Acres: 0.95  
Square Feet: 41,465

## Traffic Counts



W. 10th Street: 6,100 VPD  
U.S. Highway 50: 14,000 VPD

## Construction



Year Built: 2016

## Improvements



There is approximately 5,112 SF of existing building area

## Zoning



Commercial











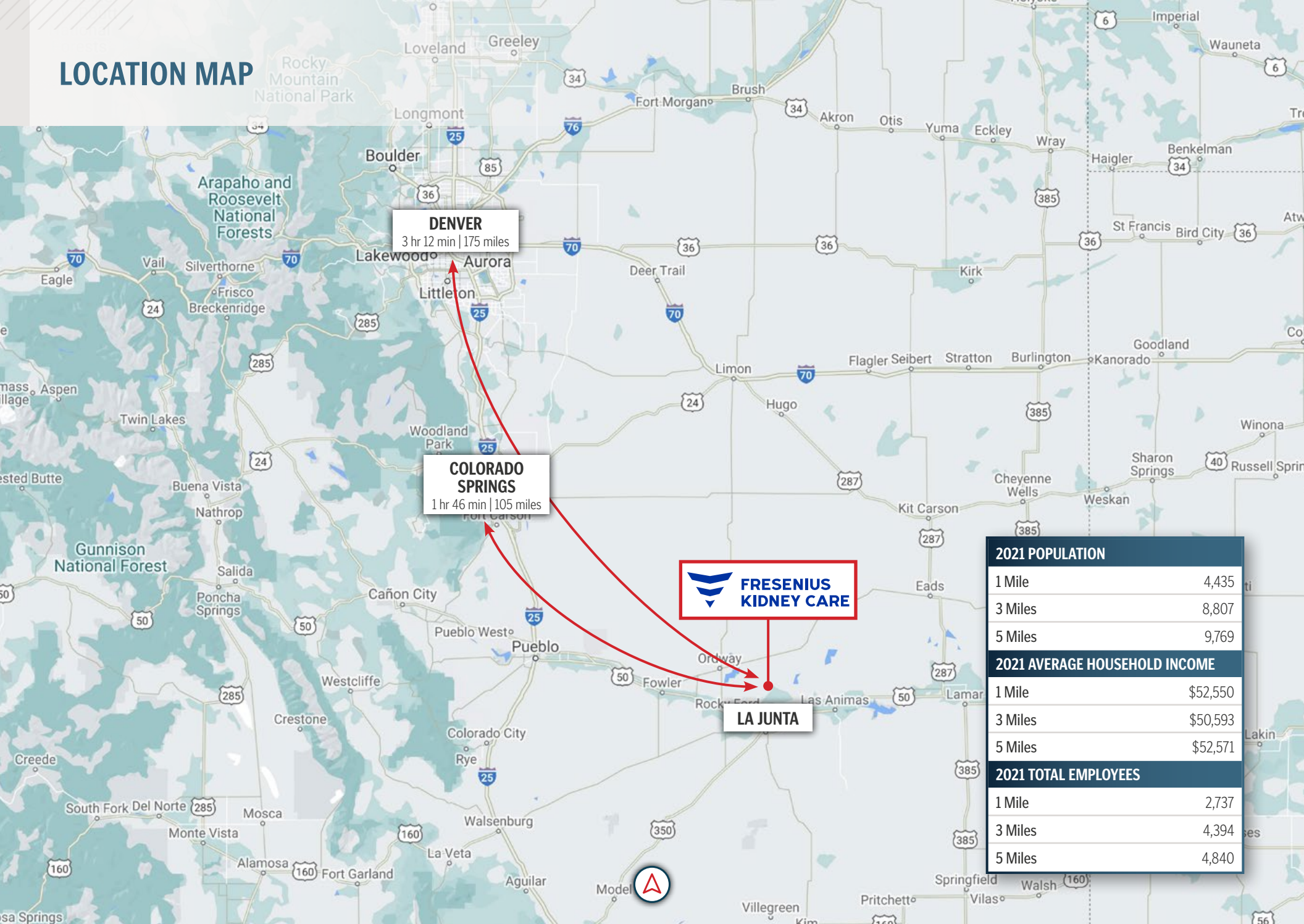








# LOCATION MAP







### LA JUNTA, COLORADO

Located in Otero county, La Junta, Colorado, is 60 miles E of Pueblo, Colorado (center to center) and 90 miles SE of Colorado Springs, Colorado. The City of La Junta has a population of 7,183 as of July 1, 2021.

The name “La Junta” is a Spanish word meaning “the meeting city”; the community was so named because of its existence as a railroad junction. During World War II, the city had an Army Air Force Training Base located just outside its boundary. La Junta was officially incorporated into the state in 1881. Among the notable residents of the city are writer Ken Kesey and founder of the Koshare Indian Dancers J. F. Burshears.

La Junta developed as a shipping point to New Mexico and is now a railroad junction with large railroad shops. It lies in an irrigated-farming area devoted to sugar beets and vegetables. The largest industries in La Junta, CO are Health Care & Social Assistance, Public Administration, and Accommodation & Food Services, and the highest paying industries are Public Administration, Manufacturing, and Utilities.

La Junta and nearby Attractions are Bent’s Old Fort National Historic Site, John Martin Reservoir, Koshare Indian Museum, La Junta/ Woodruff Memorial Library.

The city of La Junta offers many recreational opportunities. The Otero Junior College features the Koshare Indian Museum, which has a large collection of Native American artifacts. The Bent’s Old Fort National Historic Site serves as a supply station as well as a resting city for the travelers on Santa Fe Trail. At the John Martin Reservoir, activities such as fishing, camping, and picnicking are available.

Higher education is available at the Otero Junior College, Colorado College, and Lamar Community College. The closest airport to the city is the Lamar Municipal Airport.



# AREA DEMOGRAPHICS



	1 MILE	3 MILES	5 MILES
<b>POPULATION</b>			
2021 Estimated Population	4,435	8,807	9,769
2026 Projected Population	4,397	8,763	9,707
2010 Census Population	4,413	8,628	9,636
Historical Annual Growth 2010 to 2021	0.08%	0.18%	0.12%
<b>HOUSEHOLDS &amp; GROWTH</b>			
2021 Estimated Households	1,828	3,611	3,986
2026 Projected Households	1,816	3,600	3,968
2010 Census Households	1,818	3,535	3,925
Historical Annual Growth 2010 to 2021	0.07%	0.19%	0.13%
<b>RACE &amp; ETHNICITY</b>			
2021 Estimated White	91.15%	89.97%	90.60%
2021 Estimated Black or African American	2.55%	2.67%	2.50%
2021 Estimated Asian or Pacific Islander	0.52%	0.60%	0.63%
2021 Estimated American Indian or Native Alaskan	1.76%	2.43%	2.34%
2021 Estimated Other Races	15.15%	16.32%	15.97%
2021 Estimated Hispanic	42.68%	44.54%	42.63%
<b>INCOME</b>			
2021 Estimated Average Household Income	\$52,550	\$50,593	\$52,571
2021 Estimated Median Household Income	\$39,464	\$37,441	\$38,861
2021 Estimated Per Capita Income	\$21,991	\$20,868	\$21,650
<b>BUSINESSES &amp; EMPLOYEES</b>			
2021 Estimated Total Businesses	261	440	473
2021 Estimated Total Employees	2,737	4,394	4,840





# RENT ROLL



LEASE TERM						RENTAL RATES					
TENANT NAME	SQUARE FEET	LEASE START	LEASE END	BEGIN	INCREASE	MONTHLY	PSF	ANNUALLY	PSF	RECOVERY TYPE	OPTIONS
QualiCenters Pueblo, LLC	5,112	Aug. 2016	Aug. 2031	Current	-	\$22,201	\$4.34	\$266,413	\$52.12	NN	3 (5-Year)
(Corporate Guaranty)				Aug. 2022	2.25%	\$22,701	\$4.44	\$272,407	\$53.29		See Note Below
				Aug. 2023	2.25%	\$23,211	\$4.54	\$278,536	\$54.49		
Annual 2.25% Rental Increases Throughout Initial Term											

Note 1: Tenant shall reimburse for operating expenses and management fees ("Maintenance Expenses"); however, amount is never to exceed 5% of base rent.

Note 2: Base rent for the first year of the applicable option period is to be 95% of the prior year's rent followed by 2.25% annual rental increases thereafter.

## FINANCIAL INFORMATION

<b>Price</b>	\$5,568,000
<b>August 2022 NOI</b>	\$278,407*
<b>Cap Rate</b>	5.00%
<b>Blended Cap Rate</b>	5.42%
<b>Lease Type</b>	NN

\*NOI includes \$6,000 of the allotted annual Maintenance Expense reimbursement (see rent roll)

## PROPERTY SPECIFICATIONS

<b>Year Built</b>	2016
<b>Rentable Area</b>	5,280 SF
<b>Land Area</b>	0.95 Acres
<b>Address</b>	1012 Hayes Avenue La Junta, Colorado 81050



**For financing options and loan quotes:**

Please contact our SRS Debt & Equity team at [debtequity-npb@srsre.com](mailto:debtequity-npb@srsre.com)





### FRESENIUS

**fresenius.com**

**Company Type:** Public (NYSE: FMS)

**Locations:** 4,110

**2020 Employees:** 123,528

**2020 Revenue:** \$17.86 Billion

**2020 Net Income:** \$1.16 Billion

**2020 Assets:** \$31.69 Billion

**2020 Equity:** \$11.22 Billion

**Credit Rating: S&P:** BBB

Fresenius Medical Care is the world's largest provider of products and services for individuals with renal diseases of which around 3 million patients worldwide regularly undergo dialysis treatment. Fresenius Kidney Care dialysis centers are part of Fresenius Medical Care North America. Some centers may be known as Fresenius Kidney Care or Fresenius Medical Care (FMC), as well as other names. Through its network of more than 4,110 dialysis clinics, Fresenius Medical Care provides dialysis treatments for 344,476 patients around the globe. 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). The company was founded in 1912 and is headquartered in Bad Homburg, Germany.





SRS

NATIONAL  
NET LEASE  
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## THE EXCLUSIVE NET LEASE CAPITAL MARKETS TEAM OF SRS REAL ESTATE PARTNERS

275+

RETAIL  
PROFESSIONALS

25+

OFFICES

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LARGEST REAL ESTATE  
SERVICES FIRM  
in North America  
exclusively dedicated  
to retail

1.7K+

RETAIL  
TRANSACTIONS  
company-wide  
in 2020

500+

NET LEASE  
PROPERTIES SOLD  
in 2020

\$1.9B

NET LEASE  
TRANSACTION VALUE  
in 2020

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