



# FRESENIUS MEDICAL CARE

200 WAKE AVE | EL CENTRO, CA 92243



OFFERING MEMORANDUM

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



An aerial photograph of a medical facility, identified as Fresenius Medical Care Imperial County. The building is a single-story, light-colored structure with a flat roof. In the foreground, there is a large parking lot with several cars parked, including a white sedan and a blue SUV. Several tall palm trees are planted in the parking lot, casting long shadows. In the background, there are more trees and a large white dome structure, possibly a water tower or part of an industrial facility. The sky is clear and blue.

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## EXCLUSIVELY LISTED BY

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A photograph of a modern, single-story medical center building with a light beige facade. The building features a prominent entrance with a covered walkway supported by columns. Several tall palm trees are planted in front of the building, and a paved parking lot is visible in the foreground. The sky is clear and blue.

# EXECUTIVE OVERVIEW

section 1



## EXECUTIVE OVERVIEW

Matthews Real Estate Investment Services™ is pleased to offer to qualified investors a rare opportunity to acquire fee simple ownership of a Fresenius Medical Care facility, which has recently undergone significant tenant improvements. Fresenius Medical Care is the leading global provider of dialysis services and products, operating over 4,000 clinics in more than 50 countries and serving over 345,000 patients annually. This property is strategically situated along the busy Highway 8, offering excellent visibility and proximity to several national retailers. This is a fantastic opportunity for investors to purchase a property with reliable rental income and little to no maintenance required during the term.

## INVESTMENT HIGHLIGHTS

### INVESTMENT-GRADE TENANT

Fresenius Medical Care is the Largest Provider of renal care in both the United States and across the world. The company holds S&P's Investment grade credit rating of "BBB Stable".

### CORPORATE GUARANTEE

Fresenius Medical Care is the largest operator of outpatient dialysis clinics and a leading provider of products and services for people with kidney failure worldwide. They serve over 344,000 patients across their 4,100+ locations.

### STRONG OPERATIONAL HISTORY

Tenant has operated from this location for over 16 years and just recently extended their lease for another 5-year term showing commitment to this location.

### STRATEGIC LOCATION

Positioned just off Interstate 8, with a daily traffic volume of 36,500 VPD, this site provides easy access for patients residing in or traveling through El Centro.

### ROBUST INDUSTRY GROWTH

The global dialysis services market size is expected to reach \$181.16 Billion by 2032, with a CAGR of 7.9% during that period.

### RECESSION RESISTANT PROPERTY

Dialysis centers are extremely sought-after investments for their resistance to downturns in the economy and e-commerce trends that affect traditional retail properties.

### INFLATION PROTECTION

The rent increases by 2.5% annually, providing investors with a hedge against inflation through increases in rent over the life of the lease.



# FINANCIAL OVERVIEW

section 2





INVESTMENT SUMMARY

List Price	\$5,932,330
NOI	\$394,500
Cap Rate	6.65%
Lease Term	5 Years
Options	Three, 5-Year Options
Increases	2.5% Annually
Landlord Responsibilities	NN - Roof and Structure

PROPERTY OVERVIEW

Property Name	Fresenius Medical Care
Address	200 Wake Ave, El Centro, CA 92243
GLA	±12,997 SF
Lot Size	±1.71 AC
Year Built	2009
Ownership Type	Fee Simple
Property Type	Dialysis Clinic

ANNUALIZED OPERATING DATA

LEASE COMMENCE	MONTHLY RENT	ANNUAL RENT	RPSF	CAP RATE	INCREASES
Current - 8/31/2025	\$32,875.00	\$394,500.00	\$30.35	6.65%	
8/31/2025-8/31/26	\$33,696.88	\$404,362.50	\$31.11	6.82%	2.5%
8/31/2026-8/31/27	\$34,539.30	\$414,471.56	\$31.89	6.99%	2.5%
8/31/2027-8/31/28	\$35,402.78	\$424,833.35	\$32.69	7.16%	2.5%
8/31/2028-8/31/29	\$36,287.85	\$435,454.19	\$33.50	7.34%	2.5%
Option 1	\$37,195.04	\$446,340.54	\$34.34	7.52%	2.5%
Option 1	\$38,124.92	\$457,499.05	\$35.20	7.71%	2.5%
Option 1	\$39,078.04	\$468,936.53	\$36.08	7.90%	2.5%
Option 1	\$40,055.00	\$480,659.94	\$36.98	8.10%	2.5%
Option 1	\$41,056.37	\$492,676.44	\$37.91	8.30%	2.5%
Option2	\$42,082.78	\$504,993.35	\$38.85	8.51%	2.5%
Option2	\$43,134.85	\$517,618.19	\$39.83	8.73%	2.5%
Option2	\$44,213.22	\$530,558.64	\$40.82	8.94%	2.5%
Option2	\$45,318.55	\$543,822.61	\$41.84	9.17%	2.5%
Option2	\$46,451.51	\$557,418.17	\$42.89	9.40%	2.5%
Option 3	\$47,612.80	\$571,353.63	\$43.96	9.63%	2.5%
Option 3	\$48,803.12	\$585,637.47	\$45.06	9.87%	2.5%
Option 3	\$50,023.20	\$600,278.40	\$46.19	10.12%	2.5%
Option 3	\$51,273.78	\$615,285.36	\$47.34	10.37%	2.5%
Option 3	\$52,555.62	\$630,667.50	\$48.52	10.63%	2.5%

LEASE ABSTRACT

Tenant Name	Fresenius Medical Care
Ownership Type	Fee Simple
Lease Guarantor	Corporate
Initial Term	5 Years
Rent Commencement	8/30/2024
Lease Expiration	8/31/2029
Lease Term Remaining	±5 Years
Base Rent	\$394,500
Rental Increases	2.5% Annually
Renewal Options	Three (3), 5-Year Options
Expense Structure	NN
Landlord Responsibilities	Roof and Structure

FOR FINANCING OPTIONS REACH OUT TO

JACKSON DAILY  
(949) 617-0274  
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IMPERIAL VALLEY MALL



BROKEN SPOKE COUNTRY CLUB

SUBJECT  
PROPERTY



MT. SIGNAL VIRTUAL ACADEMY  
102 STUDENTS

WAKE AVE

accentCare.





S 4TH ST ± 15,400 VPD



± 36,500 VPD





**WILLOWBEND RESIDENTIAL SUBDIVISION**  
134 LOTS SINGLE-FAMILY SUBDIVISION

**PARKVIEW RESIDENTIAL SUBDIVISION**  
114 LOTS SINGLE-FAMILY SUBDIVISION

**LOTUS RANCH**  
609 LOTS SINGLE-FAMILY SUBDIVISION

**SPEAR & 6TH STREET APARTMENTS**  
288 UNIT APARTMENT COMPLEX

**SUBJECT  
PROPERTY**





Fresenius Medical Care  
Imperial County

# TENANT OVERVIEW

section 3



## About Fresenius Medical Care

Fresenius Medical Care is the world's leading provider of dialysis services and products for individuals with chronic kidney failure, a condition that affects millions globally. Headquartered in Bad Homburg, Germany, the company operates over 4,000 dialysis clinics across more than 50 countries, treating over 345,000 patients each year. With a strong global presence, Fresenius Medical Care is committed to delivering the highest standard of care to patients suffering from kidney disease.

## History and Operations

Founded in 1996 as a result of the merger between Fresenius Worldwide Dialysis and National Medical Care, the company has since established itself as a leader in both the provision of dialysis services and the manufacture of dialysis products, including dialysis machines, filters, and related supplies. Fresenius Medical Care's vertically integrated model allows it to control every aspect of the dialysis treatment process—from the development of treatment products to direct patient care—ensuring high-quality and cost-efficient healthcare.

## Financial Strength

Fresenius Medical Care is a publicly traded company, listed on both the Frankfurt Stock Exchange and the New York Stock Exchange (NYSE: FMS), boasting annual revenues of approximately €19.4 billion in 2023. This strong financial performance reflects the company's resilience and ability to maintain growth, even amid healthcare challenges. The company continues to make significant investments in R&D to innovate in dialysis treatments, positioning itself as a leader in nephrology-related advancements.

## Industry Leadership

As the largest provider of dialysis services globally, Fresenius Medical Care treats one out of every three dialysis patients worldwide. The company's services are critical, as end-stage renal disease (ESRD) requires consistent, life-saving dialysis treatments, often three times a week. The growing prevalence of kidney disease, driven by factors like diabetes and hypertension, ensures that Fresenius Medical Care operates in an industry with constant demand.

**±4,000**

DIALYSIS CLINICS

**25**

STATES ACROSS THE U.S.

**±125,000**

NUMBER OF EMPLOYEES





AREA  
**OVERVIEW**

section 4





# EL CENTRO, CALIFORNIA

El Centro, the largest city in Imperial County, is a key hub in California's Imperial Valley. Its strategic location near the U.S.-Mexico border and major transportation routes makes it a vital center for agriculture, trade, and logistics. The city's economy is primarily driven by agriculture, with crops like lettuce and melons produced in the region, along with growing sectors in renewable energy and cross-border commerce. El Centro's population is around 44,000, largely Hispanic or Latino, and the area benefits from a relatively low cost of living. The city is seeing steady growth in residential, retail, and industrial real estate, fueled by its expanding workforce and strong demand in trade and renewable energy sectors. With its role as a trade corridor and key agricultural center, El Centro offers solid opportunities for investment.

DEMOGRAPHICS	1 MI	3 MI	5 MI
2023 POPULATION	7,365	51,450	67,286
2023 HOUSEHOLDS	2,221	16,137	20,711
AVG HH INCOME	\$83,800	\$81,200	\$85,000



## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **200 Wake Ave, El Centro, CA 92243** ("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. Neither 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.

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 entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services™, the property, or the seller by such entity.

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 Owner 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 of this Offering Memorandum.

**Net Lease Disclaimer:** There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.





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