



100% OCCUPIED CLASS “A” INVESTMENT OPPORTUNITY

Building 8 within Cross Ridge Exchange

OFFERING MEMORANDUM

First Capital Property Group, as an exclusive broker, is pleased to offer the opportunity to acquire the medical/retail building located within the new Cross Ridge Exchange development in Clermont, FL.



**FIRST CAPITAL
Property Group**

Commercial Real Estate Services

CORFAC
INTERNATIONAL
Affiliate Firm
LOCALLY OWNED. GLOBALLY CONNECTED.

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EXECUTIVE SUMMARY

Optum

NNN Medical Investment

First Capital Property Group is pleased to present 2603 US Highway 27, Clermont, FL 34711; a premier, 100% occupied medical/retail office property located within the vibrant Cross Ridge Exchange development.


This asset is anchored by **Optum Health**, a national leader in healthcare services and a subsidiary of UnitedHealth Group. Optum's long-term lease at this location reflects its strategic commitment to the growing Clermont market, offering investors stable, creditworthy income from a single-tenant, net-leased facility.


Positioned within the 17-building Cross Ridge Exchange, this property benefits from over 500 feet of direct frontage and excellent visibility from both US Highway 27 and Cross Ridge Road. With over 46,500 AADT, the location is ideally situated to attract strong and consistent traffic.

Strategically located between Walmart Supercenter and BJ's Wholesale Club, and less than one mile from Clermont's primary retail corridor, the property enjoys proximity to major national retailers and is just south of Clermont Landing, a 340,000 SF retail power center.




OFFERING GLA
5,225 SF


LAND AREA
0.20 AC


OCCUPANCY
100%


YEAR BUILT
2024


CAP RATE
5.0%


PRICE
\$4,075,500

HIGHLIGHTS

UnitedHealth Group (NYSE: UNH) backed ensures long-term financial stability

New Construction built in 2024 by Schmid Construction, voted "Best Builder/Contractor" for South Lake County

High Average Income of \$120,547 within 1 mile radius of property

Rapidly Growing Submarket with a projected annual growth rate 2.72% through 2028 within five miles of the Property.

Clermont voted "Best City to Live in Central FL" by Orlando Business Journal Readers Choice for 2017

Largest City in Lake County at a population of over 44,800 within the 19 square miles of city limits

2nd Best State for Business in the United States by Chief Executive Magazine (2021)

PROPERTY DESCRIPTION

Address: 2603 US Highway 27
Clermont, FL 34711

County: Lake County

Zoning: PUD

Land Use Code: 1610 - STRIP CENTER

Parcel ID: 32-22-26-2500-000-00800

Land Size: 8,545 SF / 0.20 acres

Building Size: ±5,225 SF

Stories: 1 Floor

Year Built: 2024

Property Type: Class "A" Retail Building

Number of Suites: 1 Suite

Frontage: ± 500 ft on US HWY 27

Slab/Foundation: Concrete Block Stucco

Parking: 524 Spaces Throughout Development

PROPERTY SNAPSHOT

Brand new construction with concrete block within the highly desirable Cross Ridge Exchange mixed-use development. The building has four front and rear doors allowing the building to be sub-divided for future tenants use.

Located within a property owners association, common area maintenance cost are shared throughout the association and professionally managed with licensed and insured vendors.



TRAFFIC COUNT
43,000 AADT
US Highway 27



AVERAGE HOUSEHOLD
INCOME
\$100,705
(5 minute radius)



EMPLOYMENT
POPULATION
± 30,364
(10 minute radius)



DAYTIME
POPULATION
± 61,811
(10 minute radius)

TENANT

OPTUM HEALTH

Optum Health, the care delivery arm of Optum and a key business segment of UnitedHealth Group (NYSE: UNH), represents one of the most sought-after tenants in the U.S. healthcare real estate market. As a tenant, Optum offers investors exceptional credit quality, long-term operational stability, and a strong alignment with the macro trends driving healthcare demand and real estate durability.

Backed by a Fortune 5 Healthcare Powerhouse:

Optum Health operates under the broader UnitedHealth Group umbrella, a Fortune 5 company with over \$370 billion in annual revenue (FY2024), a market capitalization exceeding \$450 billion, and a long-standing track record of consistent profitability and dividend growth. UnitedHealth Group's financial strength—**rated AA- by S&P and A+ by Moody's**—translates into high creditworthiness and security for landlords.

This corporate backing provides a powerful financial safety net for lease obligations and continued investment in property-level operations, expansion, and patient services. For real estate investors, Optum Health's presence as a tenant represents low credit risk and institutional-grade tenancy.

Optum Health delivers care through one of the largest networks of medical professionals in the country, encompassing 90,000+ affiliated or employed physicians, serving over 100 million individuals annually. Their integrated care model spans primary care, specialty services, behavioral health, and ambulatory surgery centers—frequently housed in outpatient and medical office facilities, like the subject property.

Optum's strategic shift toward value-based care and outpatient delivery creates long-term demand for well-located, high-quality medical facilities. They are aggressively growing their real estate footprint through acquisition and development of clinical hubs that support high-volume, high-margin procedures in lower-cost outpatient settings.



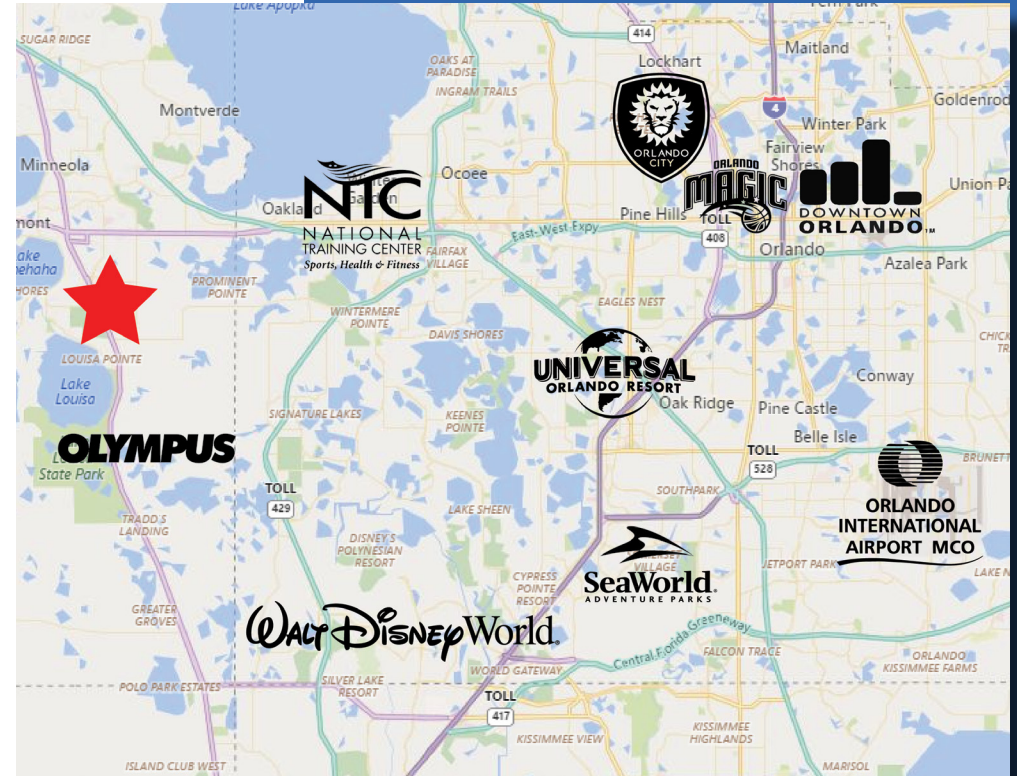
Image is for illustrative purposes only and does not depict the actual facility

Tenant	Optum Health
Industry	Health Care
Suite(s)	Full Building
SF Occupied	5,225 SF (Full Building)
Lease Effective Date	Open for business June 3, 2025
Initial Lease Term	10 year lease in place
Lease Expiration	December 21, 2034
Website	https://www.optum.com/en/

LOCATION OVERVIEW

LOCATION HIGHLIGHTS

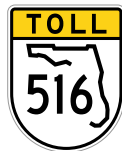
- **Prime Visibility & Accessibility:** Located along US Hwy 27 with over 46,500 AADT and 500+ feet of direct frontage, offering exceptional visibility and direct access from both US Highway 27 and Cross Ridge Road
- **Thriving Retail Corridor:** Positioned between Walmart Supercenter and BJ's Wholesale, less than a mile from Clermont's main retail corridor and just south of the 340,000 SF Clermont Landing retail power center
- **Dynamic Market Opportunity:** Situated in one of Central Florida's fastest-growing areas, Clermont, named the "Most Business-Friendly City in Central Florida" for smaller municipalities by WalletHub, providing a stable and high-demand investment environment



DRIVE TIMES & TRAFFIC COUNTS



2 minutes
(1.2 miles)



10 minutes
(7.5 miles)



12 minutes
(7.6 miles)



19 minutes
(14.8 miles)



23 minutes
(21 miles)



32 minutes
(24.6 miles)

Surrounding Businesses

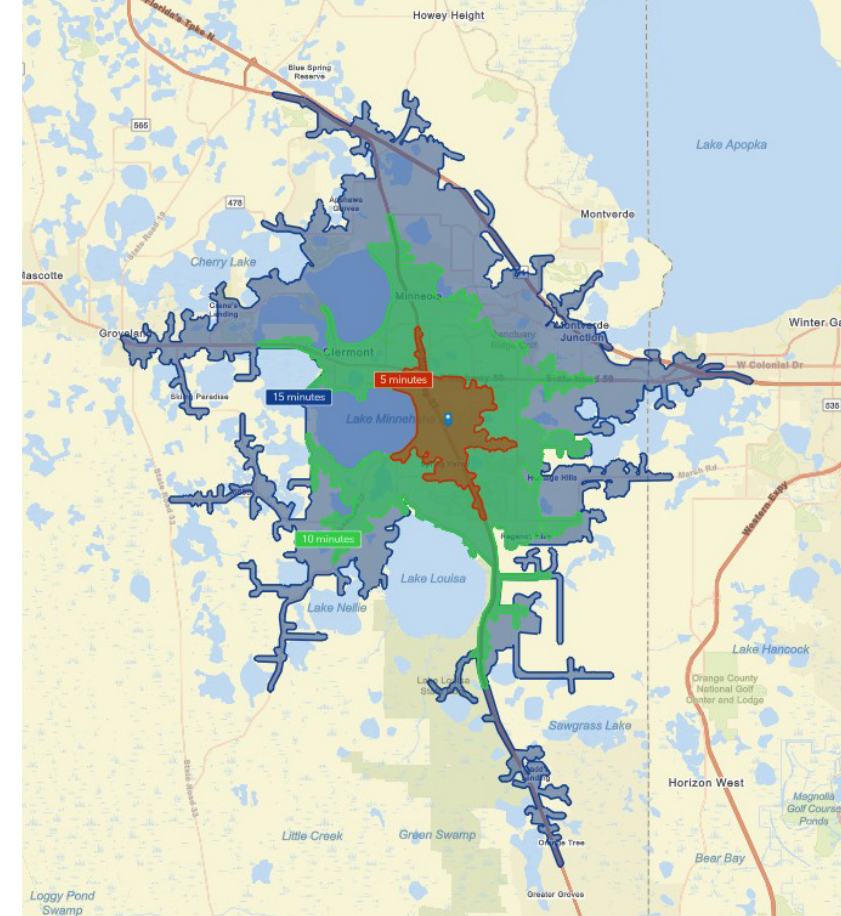
2025	5 Mins	10 Mins	15 Mins
Retail Businesses	149	486	665
Food & Drink Businesses	66	180	223

Average Annual Daily Trips

2024	
Citrus Tower Park Blvd	14,900
US HWY 27	44,000

DEMOGRAPHIC PROFILE

	5 MINS	10 MINS	15 MINS
TOTAL POPULATION	9,266	54,433	106,765
DAYTIME POPULATION	10,209	61,811	99,076
MEDIAN AGE	40.4	43.7	42.4
MALE POPULATION	49.0%	48.4%	48.6%
FEMALE POPULATION	51.0%	51.6%	51.4%
TOTAL HOUSEHOLDS	3,602	21,133	40,215
AVERAGE # OF PERSONS PER HH	2.76	3.00	3.04
AVERAGE HH INCOME	\$100,705	\$104,846	\$113,380
AVERAGE HOUSE VALUE	\$426,658	\$444,542	\$466,282
TOTAL BUSINESSES	652	2,527	3,469
TOTAL EMPLOYEES	6,742	30,364	37,329



SITE MAP



Walmart

THE NEIGHBORHOOD



WEST ORLANDO MARKET: CLERMONT

Clermont is the **largest city in Lake County** at a population of over 44,800 within the 19 square miles of city limits. Located just 20 minutes west of Orlando near major transportation networks, the **picturesque hills and pristine lakes** draw a diverse demographic.

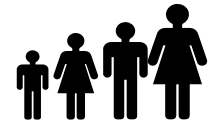
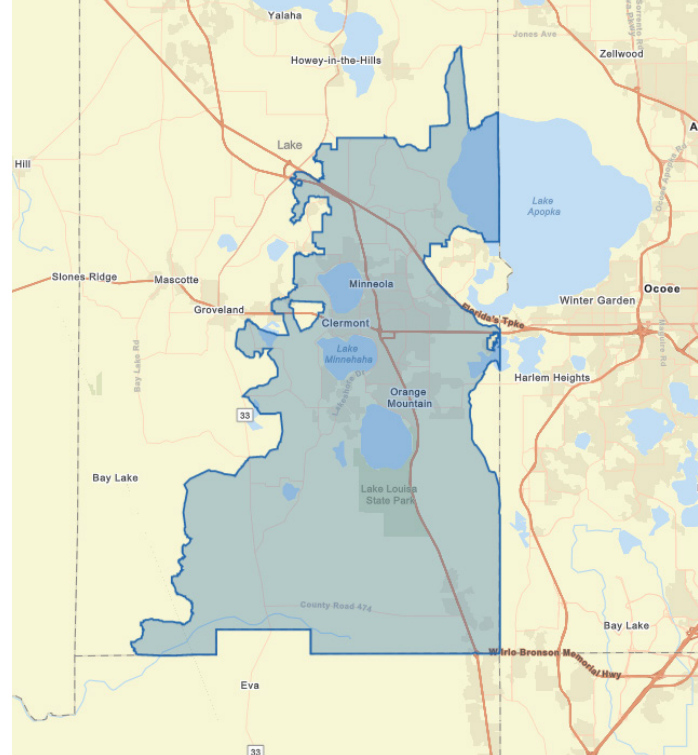
From those who want to be close to Orlando for work, enjoy being close to the **theme parks**, desire an abundance of **outdoor activity** options, want world-class **healthcare** options or top-notch **training opportunities**, Clermont has something for everyone.

Over 23 parks, 3.5 miles of paved trails, 4 piers, a boardwalk, splash pad and boat ramps are some of the **recreation programs, sports and activities** available in the Clermont area.

GROWTH

The area's **low cost of living** coupled with the area's focus on **innovation**, including but not limited to the 18 miles of optical fiber and cutting edge healthcare service options, continues to drive an influx of people moving to the region.

Advent Health invested \$35 million into Clermont with their first facility in the region. Located at SR 50 and Citrus Tower Blvd, the campus includes a 19,000 SF ER with 24 patient rooms and a 36,000 SF health park with primary and specialty care practices. The campus helps to **fill the need for specialty physicians** in the area and provide a seamless experience with single check-in, single bill, online forms and overall more convenient experience.



**4.01% ANNUAL
POPULATION
INCREASE
SINCE 2010
(ESRI)**



**2,093 HOUSING UNITS
UNDER CONSTRUCTION
IN 2018/2019
CLERMONTFL.GOV**

DEMOGRAPHICS

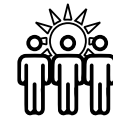
Population



POPULATION
± 136,290



**PROJECTED
ANNUAL GROWTH**
2.78%



**DAYTIME
POPULATION**
± 116,417



MEDIAN AGE
± 41.3

Income



**AVERAGE
HOUSEHOLD INCOME**
\$109,346



**AVERAGE
DISPOSABLE INCOME**
\$86,977



**AVERAGE NET
WORTH**
\$1,125,104

Employment



EMPLOYEES
40,276

Housing



HOUSEHOLDS
51,514



AVERAGE HOME VALUE
\$462,063

WEST ORLANDO MARKET: CLERMONT



± \$20,000,000
INVESTMENT INTO
DOWNTOWN
MASTER-PLAN



± 100 EVENTS
DOWNTOWN
ANNUALLY



"TOP 25 PLACES
TO RETIRE"
BY MONEY MAGAZINE
& FORBES (2016)



"MOST BUSINESS
FRIENDLY CITY IN
CENTRAL FL"
BY WALLET HUB



"BEST CITY TO LIVE
IN CENTRAL FL"
ORLANDO BUSINESS JOURNAL
READERS CHOICE, 2017



TOP 15 BEST LAKE
TOWNS IN THE U.S.
TRAVEL & LEISURE,
2021

DOWNTOWN MASTER PLAN

The City of Clermont is **investing over \$20 million into the award-winning Master Plan** to redevelop the Downtown core which includes over 32 projects. The Master Plan offers insight on how to keep the community growing and continue to maintain Clermont as one of the nations **top places to live and train for the world's elite athletes** tagging Clermont as the "Choice of Champions."



CHOICE OF CHAMPIONS

Clermont is home to the National Training Center which draws athletes from around the world. In the 2020 Tokyo Summer Olympics, at least **eighteen athletes trained in Clermont** and represented ten different countries across various track and field events. These Olympians earned 8 medals.

If Lake County were an independent country, it would have finished in the top three in the final medal count at the 2016 Summer Olympics in Rio de Janeiro. Clermont is also home to the Special Olympics Florida Headquarters, and Sommer Sports, the oldest American owned multi-sport event company. A **10-mile clay loop** also attracts Olympians and residents alike with its scenic views and rolling hills.



WEST ORLANDO MARKET: LAKE COUNTY

REAL FLORIDA. REAL CLOSE.

Located 35 minutes to the West of Downtown Orlando, Lake County is 'real close' to all of the Orlando MSA attractions while providing over **1,400 named bodies of water with 10 miles of designated blueways, 950 acres of park land, over 14 miles of paved trails**, dozens of golf courses, unique-to-Florida hills and lake views throughout the county.

Lake County is comprised of four sections: Forest Gateway, Northwest Lake, Golden Triangle and South Lake. South Lake, said to be **"a training ground for triathlons and a designated "Runner Friendly Community," bustling South Lake's hills make it a hot spot for athletes"** is within the West Orlando Market and includes Wellness Way and Olympus.

UNIQUE ADVENTURES

Sugarloaf Mountain, the highest point in peninsular Florida is located in South Lake County. This provides unique-to-Florida terrain for runners and bikers, and unique views over the area from the 312 feet above sea level summit.

Lake County has many **adventure options** including: ecotourism, fishing, sea planes, hot air balloons, off-road courses, agritourism (wineries, u-pick farms, and citrus groves), art & museums, antiques & shopping, golfing, equestrian, theatre, spas and more.

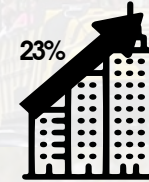
BUSINESS FRIENDLY

Lake County is dedicated to being a **premiere destination in Florida for business and industry**. Elevate Lake, the Department of Economic Development, has created an extensive business support system that is aimed at improving business retention and expansion through **assisting businesses in achieving their goals**.

The dedication to ensuring that businesses in Lake County also have a large workforce that is well-trained and highly-skilled drove Elevate Lake to establish a **well built-out partnership program with local training facilities, educational institutions and regional CareerSource** Central Florida representatives. Lake County offers numerous, attractive incentives for new businesses.



16.2%
INCREASE IN JOBS
IN LAKE COUNTY
(2013 - 2018)



TOP 3
FASTEST GROWING
COUNTIES IN FL (23%
GROWTH BY 2030)



5TH
BEST COUNTY FOR
INCOME INVESTMENT



Lake County's **population is expected to grow 28%** by 2030, according to the University of Florida Bureau of Economic and Business Research.



Lake County has **14 municipalities** account for over 50% of county's population.



Located 60 miles from **4 international airports** or executive airports and within 1.5 hr drive of **3 seaports**.



More than **500,000 students** enrolled in higher education within 100 mile radius of Lake County.



Lake County's **millage rate is one of the lowest** in the region making it appealing to existing and prospective business owners.

SURROUNDING MARKET INFORMATION



West Orlando Market - Florida
WINDERMERE, OCCOKEE, WHITE GARDEN, CLERMONT, LAKE COUNTY

First Capital Property Group / CORFAC International is a full-service commercial real estate company serving all of Central Florida from the Gulf Coast to the Space Coast. Since 1995, FCPG has specialized in acquisition, disposition, leasing, property management & consultation for commercial owners & associations.

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LEARN MORE ABOUT
THE SURROUNDING
MARKET IN OUR “WHY
WEST ORLANDO”
PACKET

[www.FCPG.com/
Why-West-Orlando](http://www.FCPG.com/Why-West-Orlando)




ORLANDO, FLORIDA
MARKET HIGHLIGHTS

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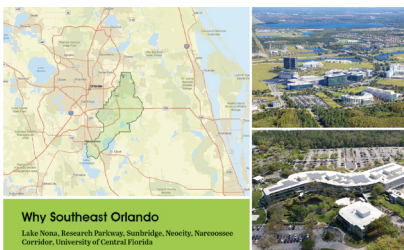
Seminole County - Florida
ALAMONTE SPRINGS, CASSELBERRY, LAKE MARY, LONGWOOD, OVIEDO, SANFORD, WINTER SPRINGS

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LEARN ABOUT
SEMINOLE COUNTY
MARKET IN OUR
“WHY SEMINOLE
COUNTY” PACKET

[www.FCPG.com/
Why-Seminole-County](http://www.FCPG.com/Why-Seminole-County)



Why Southeast Orlando
Lake Nona, Research Parkway, Sunbridge, Novecity, Narcoossee Corridor, University of Central Florida

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“WHY SOUTHEAST
ORLANDO” PACKET

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Optum

ASKING PRICE: \$4,075,500
CAP RATE: 5.0%



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