# SINGLE TENANT NNN LEASE

Investment Opportunity

OPTUM Health™

**Tenant Acquired Business in 2023 | Annual Rental Increases | Recent Extension |**
**The Villages: Highest-Selling Master-Planned Community in US**


809 County Road 466 unit 101-c

# LADY LAKE FLORIDA (THE VILLAGES)

ACTUAL SITE

SRS CAPITAL MARKETS

# EXCLUSIVELY MARKETED BY

OPTUMHealth™


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Qualifying Broker: Patrick Nutt, SRS Real Estate Partners-SOFLO LLC | FL License No. BK3120739

REPRESENTATIVE PHOTO


SPANISH SPRINGS TOWN SQUARE
chico's
Soma
J.Jill
Flip Flop Shops
LA PLAZA GRANDE WEST
Publix
ACE Hardware
ME Massage Envy
Winn-Dixie
MERLE NORMAN cosmetics
CITY FURNITURE
ROLLING ACRES PLAZA
TARGET
T.J.maxx
Michaels
bealls
Staples
ROSS DRESS FOR LESS
petco
CVS pharmacy
THE HOME DEPOT
PANDA EXPRESS
MATTRESS FIRM
VILLAGES CROSSROADS
BEST BUY
HOME SENSE
PETSMART
LADY LAKE CROSSING
KOHL'S
DOLLAR TREE
Kirkland's
five BELOW
Total Wine & MORE
PGA TOUR SUPERSTORE
goodwill
Colossal Quartz
SELF STORAGE SERVICES
sam's club
SPORTSMANS WAREHOUSE
BOOT BARN
ULTA BEAUTY
15,700
VEHICLES PER DAY
ROLLING ACRES RD.
LADY LAKE GOLF DRIVING RANGE
OPTUMHealth
IMMUNITY
Curelogics
LAKE EYE ASSOCIATES
A US EYE COMPANY
Comfort Keepers
MD NOW URGENT CARE
24,500
VEHICLES PER DAY
COUNTY RD. 466
Village Palms



SRS


LAKE SUMTER LANDING
CITY FURNITURE
Golf Cars
BARNES&NOBLE
Panera BREAD
orangetheory FITNESS
Hallmark
SHERWIN-WILLIAMS
petsense
SOUTHERN TRACE PLAZA
Publix
DUNKIN'
TACO BELL
ACE Hardware
IHOP
The Villages
CRAINE-N-SONS MOVING SERVICES
ALLIANT DERMATOLOGY
ABSOLUTE LAW GROUP
LADY LAKE
24,500
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IMMUNITY
Curelogics
Village Palms


Sun Communities
AutoZone
Domino's
Advance Auto Parts
SUBWAY
ANYTIME FITNESS
SABAL PALMS EXECUTIVE SUITES
DUKE'S
ExtraSpace Storage
OAKLEAF VILLAGES APARTMENT HOMES
15,700 VEHICLES PER DAY
AMERICAN LEGION
ROLLING ACRES RD.
Village Palms
Comfort Keepers
OPTUMHealth
24,500 VEHICLES PER DAY
LAKE EYE ASSOCIATES
A US EYE COMPANY
IMMUNITY
Curelogics
COUNTY RD. 466

# SITE OVERVIEW

# PROPERTY PHOTOS

OPTUMHealth™








SRS

OPTUMHealth


## OFFERING

| | |
|---|---|
| **Pricing** | $1,135,000 |
| **Net Operating Income** | $72,120 |
| **Cap Rate** | 6.35% |

## PROPERTY SPECIFICATIONS

| | |
|---|---|
| **Property Address** | 809 County Road 466 unit 101-c<br>Lady Lake, Florida 32159 |
| **Rentable Area** | 3,105 SF |
| **Land Area** | 0.09 AC |
| **Year Built / Remodeled** | 2014 / 2021 |
| **Tenant** | Optum Health |
| **Guaranty** | Corporate (UnitedHealth Group (NYSE: UNH)) |
| **Lease Type** | NNN |
| **Landlord Responsibilities** | None |
| **Lease Term Remaining** | 8 Years |
| **Increases** | 3% Annual Increases |
| **Options** | 1 (5-Year) |
| **Rent Commencement** | 2/16/2023 |
| **Lease Expiration** | 2/28/2033 |

| | | LEASE TERM | | RENTAL RATES | | | | |
|---|---|---|---|---|---|---|---|---|
| **Tenant Name** | **Square Feet** | **Lease Start** | **Lease End** | **Begin** | **Increase** | **Monthly** | **Annually** | **Options** |
| **Optum Health** | 3,105 | 2/16/2023 | 2/28/2033 | Current | | $6,010 | $72,120 | 1 (5-Year) |
| (Corporate Guaranty) | | | | 2/16/2027 | 3% | $6,190 | $74,284 | |
| | | | | 2/16/2028 | 3% | $6,376 | $76,512 | |
| | | | | 3% Annual Increases Throughout Initial Term & Options Thereafter | | | | |

### 8 Years Remaining | Recent Extension | Options to Extend | Annual Rental Increases | Established Brand

- The tenant recently extended their lease by 8 years with 1 (5-year) option to extend, demonstrating their commitment to the site
- The lease features 3% annual rental increases throughout the initial term and options thereafter, growing NOI and hedging against inflation

### NNN Lease | Fee Simple Ownership | No Landlord Responsibilities

- Tenant pays for taxes, insurance and maintains most aspects of the premises
- Capital Expenditures, Maintenance, and repairs are handled by tenant
- No andlord responsibilities s
- Ideal, management-free investment for a passive investor

### The Villages | Local Demographics in 5-mile Trade Area

- The asset is located within The Villages, the fastest growing metro area within the past decade
- More than 103,000 residents and 27,000 employees support the trade area
- $97,425 average household income

### Located Along County Rd 466 | Dense Retail Corridor | Rolling Acres Plaza (346,000+ SF) | Nearby Apartments & Schools

- The asset is located along County Rd 466 which averages 24,500 VPD
- The site is located in close proximity to Rolling Acres Plaza, a 346,000+ SF shopping plaza, that is anchored by Target, T.J. Maxx, Bealls, Staples, and more
- Other nearby national/credit tenants include Publix, Home Depot, Petsmart, Kohl's, Petco, Ulta, Five Below, CVS, and many more
- Strong tenant synergy increases consumer draw to the immediate trade area and promotes crossover store exposure to the site
- 3,000+ SF condo unit with (2) entry points, making this highly flexible for multiple doctors
- The whole medical plaza is 100% occupied
- Furthermore, the subject property is located near Oakleaf Village Apartments (356 units), Carmendy Square Townhomes (152 units), and The Villages Elementary of Lady Lake School (761 students), further increasing consumer traffic to the immediate trade area

# Optum's SCA Health quietly bought 2 cardiovascular chains

**Optum's ASC arm, Deerfiled, Ill.-based SCA Health, quietly purchased at least two cardiovascular providers in 2023, National Cardiovascular Partners and Pivotal Healthcare.**

By: Patsy Newitt | Friday, May 17th, 2024

National Cardiovascular Partners comprises 21 cardiac catheterization and vascular labs. The platform was previously owned by Fresenius Medical Care, which confirmed in a January news release that it sold the organization.

The group is now listed as part of SCA Health on the company's website.

"Our evolved partnership with NCP exemplifies the opportunity for achieving successful collaboration, resulting in clinical expertise and strategic business outcomes," cardiologist Andrei Damian, MD, said on the site.

SCA Health also acquired Pivotal Healthcare in July 2023, according to Pitchbook. The Ponte Vedra Beach, Fla.-based cardiovascular care platform has 11 affiliate practices and 14 locations, according to the company's website.

As of 2023, the most recent available information, SCA Health has more than 320 ASCs – making it one of the largest ASC chains in the U.S.

Becker's has reached out to SCA Health and will update this story if more information becomes available.

**Source: Becker's ASC Review**
**Read Full Article HERE**


## UNITEDHEALTH GROUP

**unitedhealthgroup.com**
**Ticket Symbol:** NYSE: UNH
**Market Cap:** $476.56B (as of March 25, 2025)
**Founded:** 1977

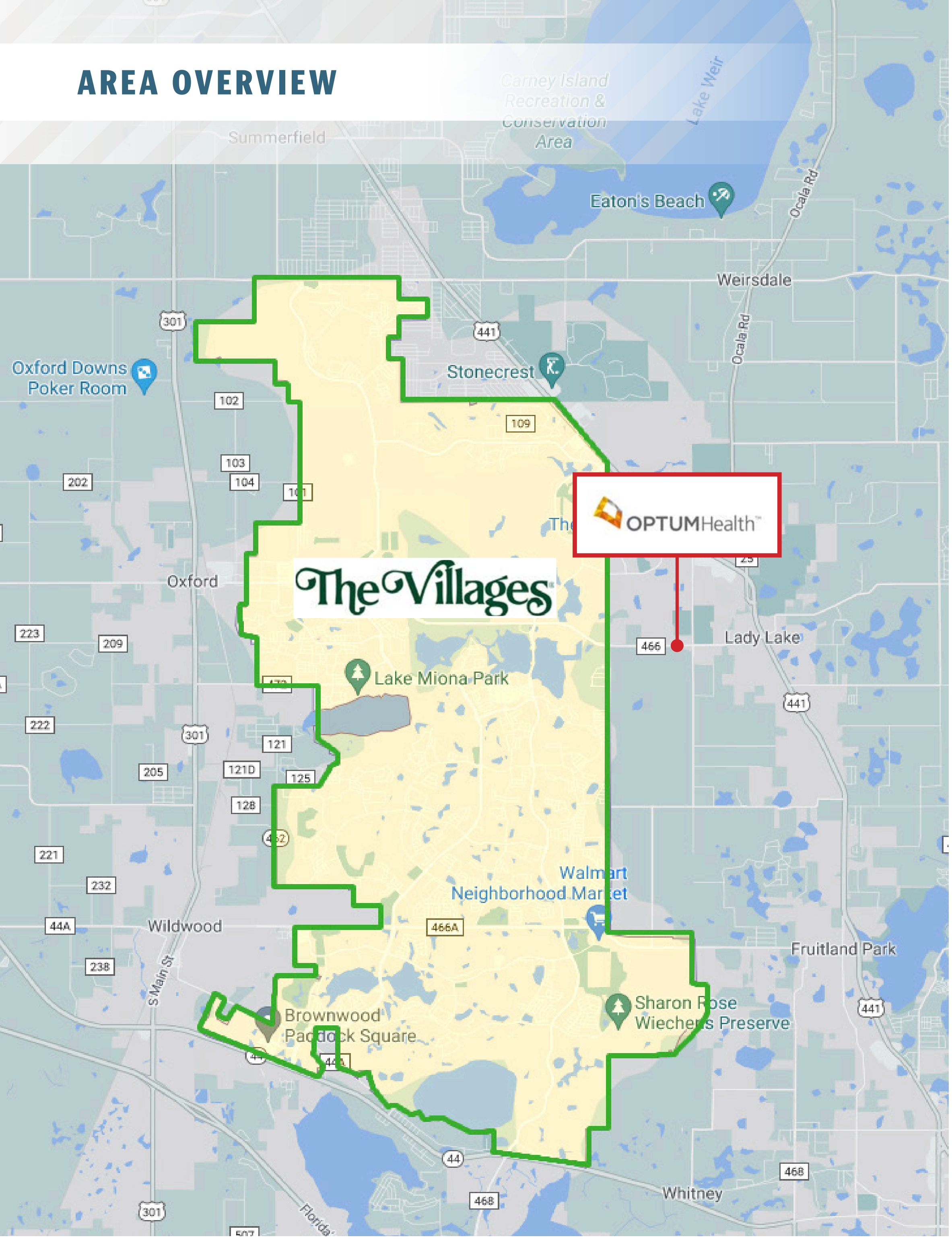
UnitedHealth Group is a leading American multinational healthcare company that provides a wide range of health services and insurance products to individuals, employers, and governments. As one of the largest healthcare companies in the world, UnitedHealth Group operates through two primary business segments: UnitedHealthcare and Optum.

UnitedHealthcare is one of the largest health insurers in the U.S., offering a variety of health benefit plans for individuals, families, employers, and government programs (such as Medicare and Medicaid). UnitedHealthcare's services include medical, dental, vision, and pharmacy plans, serving millions of people across the country.
Optum is a health services division that provides information and technology-enabled health services. Optum focuses on delivering innovative solutions to improve healthcare outcomes, reduce costs, and enhance the patient experience. It offers services in three key areas: OptumHealth (healthcare delivery), OptumInsight (data analytics and consulting), and OptumRx (pharmacy care services).

UnitedHealth Group has shown consistent growth in revenue and profitability. In 2023, the company reported revenues of over $400 billion and continued its track record of profitability. It remains one of the most valuable companies in the world, frequently appearing among the largest by market capitalization.

Source: unitedhealthgroup.com

# AREA OVERVIEW




## The Villages, Florida, was fastest-growing metro area this decade: Census Bureau

The majority of U.S. metro areas have grown in population over the past decade, but one Florida community beat them all.

The Villages, a 55-plus master-planned community about an hour northwest of Orlando, was the fastest-growing U.S. metro area between 2010 and 2020, according to new data released by the U.S. Census Bureau Thursday. Marc Perry, a senior demographer with the bureau's population division, said The Villages' population grew by 39% over the decade.

There are about 60,000 households in The Villages, and more homes are in development.

The community is well-known as a popular retirement enclave with many activities for its residents, as well as more than 90 miles of golf cart paths for them to get around. There are 54 golf courses in the area, more than 100 pickleball courts, plus tennis, bocce, shuffleboard and numerous clubs.

The Villages also has three distinct "town squares" with restaurants, shops, movie theaters and other businesses so locals don't have to venture far for the essentials, or for fun.

Read Full Article **HERE**

## LOCATION

Lady Lake, Florida
Lake County
Orlando-Kissimmee-Sanford MSA

## PARKING

There are approximately 40 parking spaces on the owned parcel.
The parking ratio is approximately 12.88 stalls per 1,000 SF of leasable area.

## ACCESS

County Road 466: 1 Access Point

## PARCEL

Parcel Number: 18-18-24-1000-00C-20100
Acres: 0.09
Square Feet: 3,820

## TRAFFIC COUNTS

County Road 466: 24,500 VPD
Rolling Acres Road: 15,700 VPD
U.S. Highway 27 & 441/State Highway 500: 30,500 VPD

## CONSTRUCTION

Year Built: 2014
Year Renovated: 2021

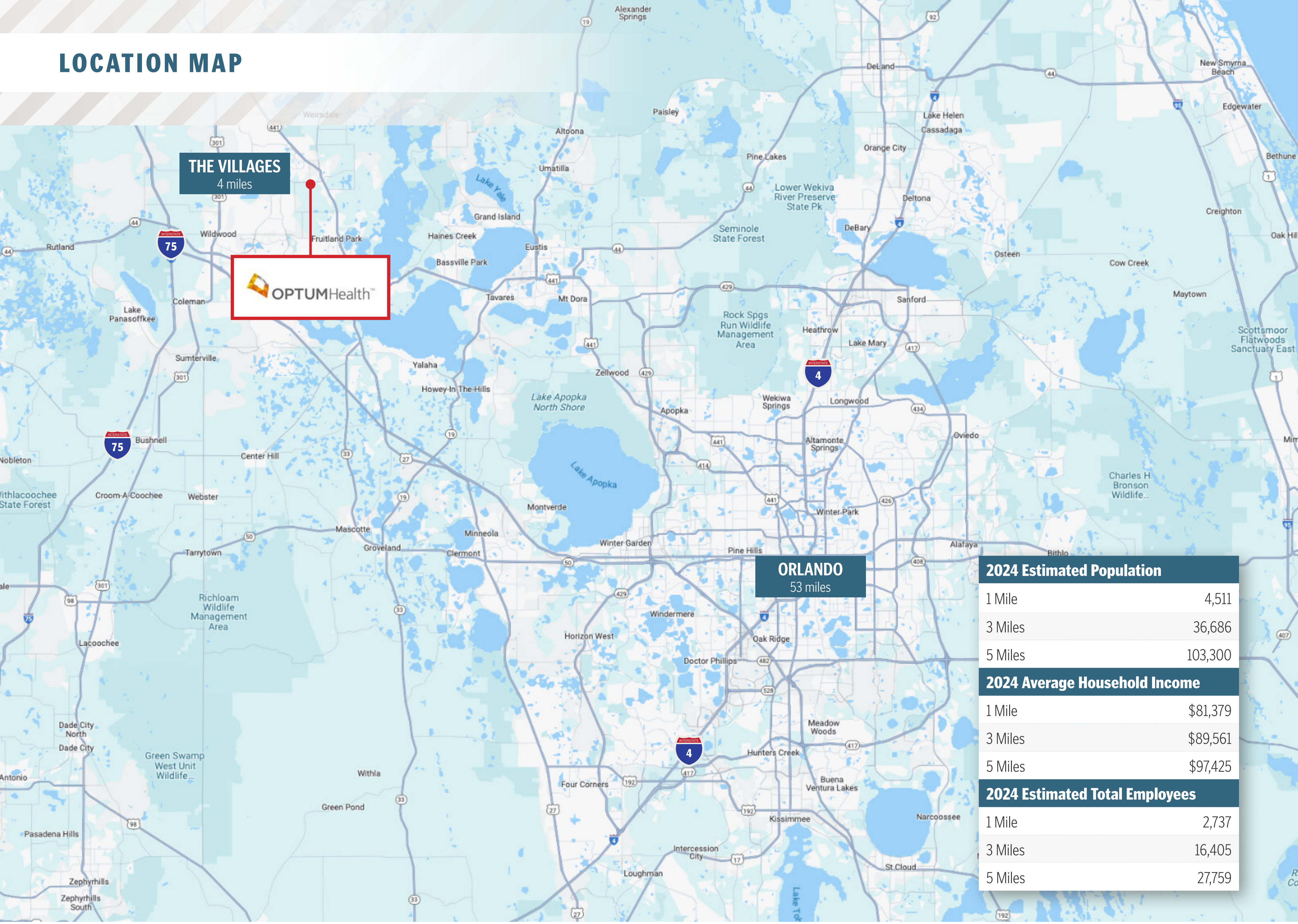
## IMPROVEMENTS

There is approximately 3,105 SF of existing building area

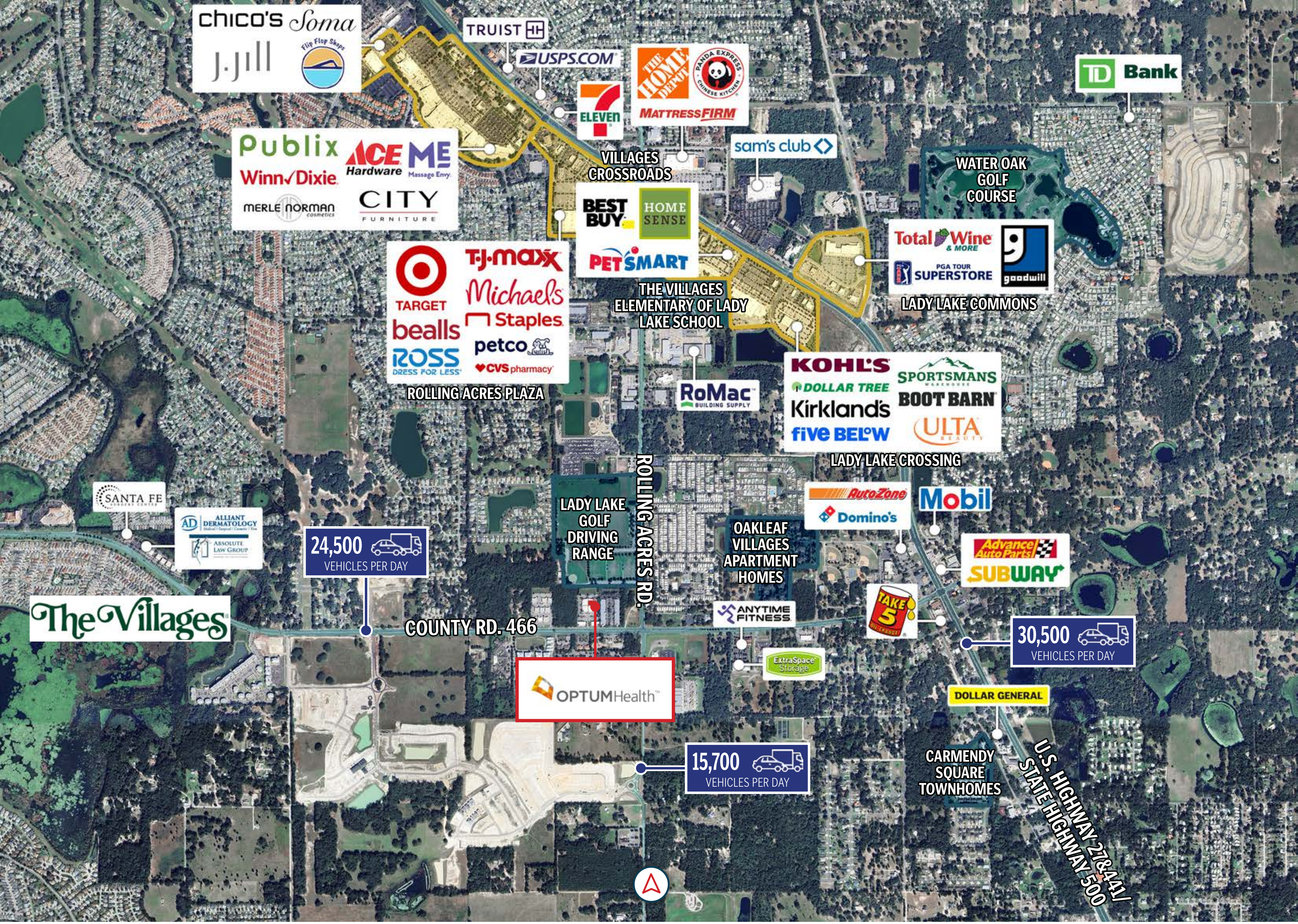
## ZONING

RP -- Residential Professional

# LOCATION MAP




| 2024 Estimated Population | |
|---|---|
| 1 Mile | 4,511 |
| 3 Miles | 36,686 |
| 5 Miles | 103,300 |
| **2024 Average Household Income** | |
| 1 Mile | $81,379 |
| 3 Miles | $89,561 |
| 5 Miles | $97,425 |
| **2024 Estimated Total Employees** | |
| 1 Mile | 2,737 |
| 3 Miles | 16,405 |
| 5 Miles | 27,759 |


CHICO'S
Soma
J.Jill
Flip Flop Shops
TRUIST
USPS.COM
7 ELEVEN
THE HOME DEPOT
PANDA EXPRESS CHINESE KITCHEN
MATTRESS FIRM
TD Bank
Publix
ACE Hardware
Massage Envy
Winn-Dixie
MERLE NORMAN cosmetics
CITY FURNITURE
VILLAGES CROSSROADS
sam's club
WATER OAK GOLF COURSE
BEST BUY
HOME SENSE
PETSMART
Total Wine & More
PGA TOUR SUPERSTORE
goodwill
TARGET
T.J.maxx
Michaels
Staples
bealls
petco
ROSS DRESS FOR LESS
CVS pharmacy
THE VILLAGES ELEMENTARY OF LADY LAKE SCHOOL
LADY LAKE COMMONS
ROLLING ACRES PLAZA
RoMac BUILDING SUPPLY
KOHL'S
DOLLAR TREE
Kirkland's
five BELOW
SPORTSMANS WAREHOUSE
BOOT BARN
ULTA BEAUTY
LADY LAKE CROSSING
ROLLING ACRES RD.
SANTA FE
ALLIANT DERMATOLOGY
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Mobil
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CARMENDY SQUARE TOWNHOMES
U.S. HIGHWAY 27&441/ STATE HIGHWAY 500



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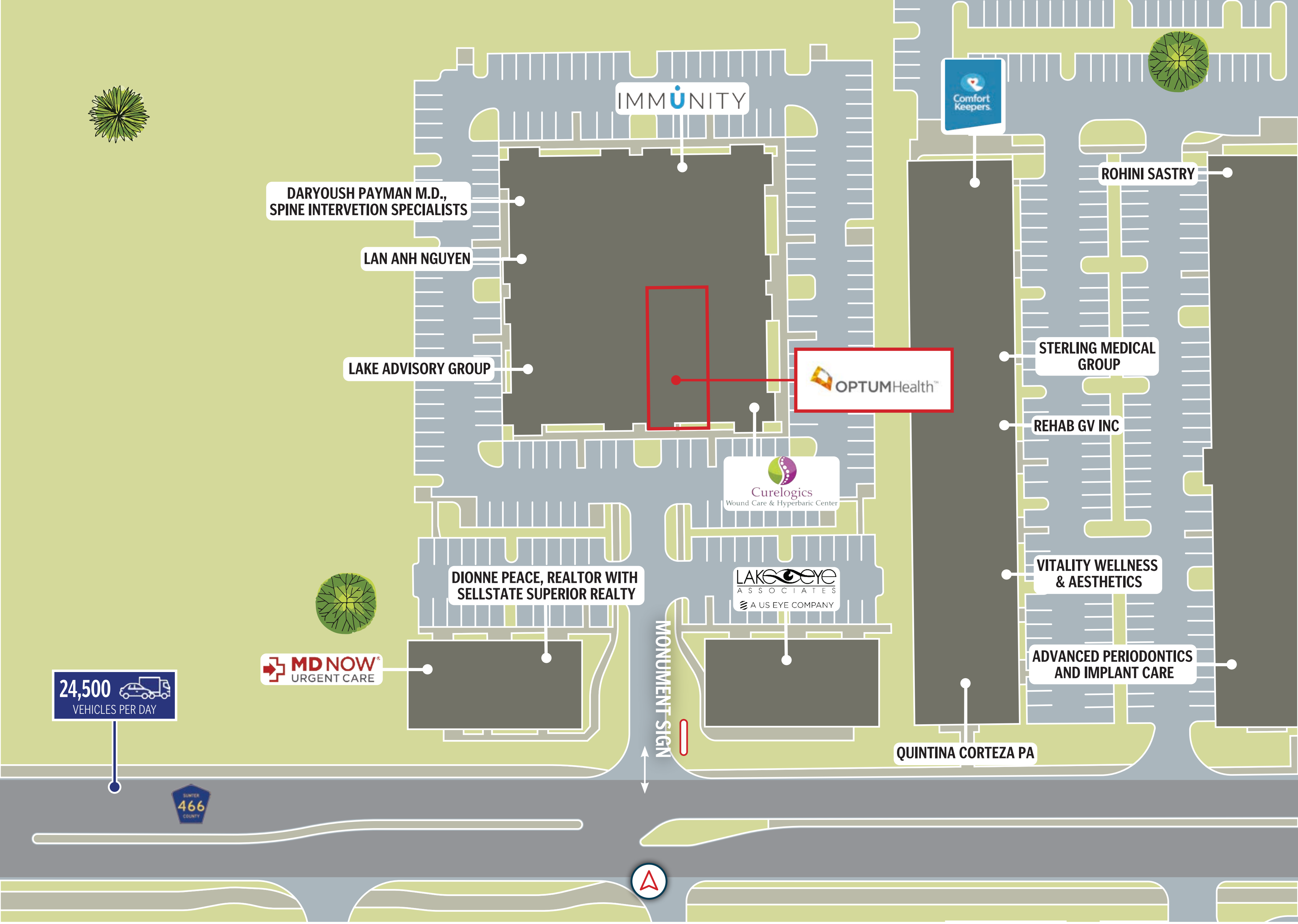
IMMUNITY
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DARYOUSH PAYMAN M.D.,
SPINE INTERVETION SPECIALISTS
LAN ANH NGUYEN
LAKE ADVISORY GROUP
OPTUMHealth™
ROHINI SASTRY
STERLING MEDICAL GROUP
REHAB GV INC
Curelogics
Wound Care & Hyperbaric Center
VITALITY WELLNESS & AESTHETICS
LAKE EYE ASSOCIATES
A US EYE COMPANY
DIONNE PEACE, REALTOR WITH SELLSTATE SUPERIOR REALTY
MD NOW URGENT CARE
ADVANCED PERIODONTICS AND IMPLANT CARE
MONUMENT SIGN
QUINTINA CORTEZA PA
24,500
VEHICLES PER DAY
466


SRS

| | 1 Mile | 3 Miles | 5 Miles |
|---|---|---|---|
| **Population** | | | |
| 2024 Estimated Population | 4,511 | 36,686 | 103,300 |
| 2029 Projected Population | 4,684 | 39,511 | 111,181 |
| 2024 Median Age | 66.3 | 72.4 | 72.2 |
| **Households & Growth** | | | |
| 2024 Estimated Households | 2,390 | 20,338 | 55,797 |
| 2029 Projected Households | 2,509 | 22,128 | 60,632 |
| **Income** | | | |
| 2024 Estimated Average Household Income | $81,379 | $89,561 | $97,425 |
| 2024 Estimated Median Household Income | $64,019 | $66,217 | $76,740 |
| **Businesses & Employees** | | | |
| 2024 Estimated Total Businesses | 259 | 1,336 | 2,498 |
| 2024 Estimated Total Employees | 2,737 | 16,405 | 27,759 |

## LADY LAKE, FLORIDA

Lady Lake, Florida, in Lake County, is 39 miles W of Deltona, Florida (center to center) and 74 miles NE of Tampa, Florida. It is part of the Orlando–Kissimmee–Sanford Metropolitan Statistical Area. The Town of Lady Lake had a population of 16,507 as of July 1, 2024.

The economy of Lady Lake, FL employs 4.95k people. The largest industries in Lady Lake, FL are Retail Trade, Health Care & Social Assistance, and Professional, Scientific, & Technical Services, and the highest paying industries are Finance & Insurance, Finance & Insurance, & Real Estate & Rental & Leasing, and Educational Services. It is home to many local businesses such as Ace Hardware, Ocean Breeze Marina & RV Park, and The Villages Charter School System.

Lady Lake and nearby attractions are Leesburg Arts Festival, Chain of Lakes, Uncle Donalds Farm, Lake Griffin, Lady Lake Historical Society Museum. The town of Lady Lake is also known as the Home of Lakes and Sunshine. It offers a number of outdoor and indoor activities such as bowling alleys, golf courts, a softball complex, polo clubs and boating on the several beautiful lakes. In addition, there are also antique shops, restaurants and shopping areas. You can also visit the Ocala National Forest.

Lake County Schools operates public schools in Lady Lake. The Villages Elementary School of Lady Lake is serving the town. Carver Middle School in Leesburg and Leesburg High School also serve Lady Lake. The city is served by the Central Florida Community College.

The closest major airport to Lady Lake, Florida is Orlando Sanford International Airport.

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# THE EXCLUSIVE NATIONAL NET LEASE TEAM

of SRS Real Estate Partners

**300+**
TEAM MEMBERS

**25+**
OFFICES

**$5B+**
TRANSACTION VALUE
company-wide in 2024

**600+**
CAPITAL MARKETS PROPERTIES SOLD
in 2024

**$2.5B+**
CAPITAL MARKETS TRANSACTION VALUE
in 2024



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