

## INVESTMENT OFFERING

DAVITA DIALYSIS

805 Old Mill Street  
Tuscaloosa, AL

NEW 10-YEAR LEASE EXTENSION



ACTUAL SITE



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## DISCLAIMER

This Marketing Package was prepared by Wertz Real Estate Investment Services and DZ Net Lease Realty, LLC ("Broker") solely for the use of prospective buyer considering the purchase of the Property within (the "Property") and is not to be used for any other purpose. Neither the Broker nor the Owner of the Property make any representation or warranty, expressed or implied, as to the completeness or accuracy of the material contained in the Marketing Package.

Prospective purchasers of the Property are advised that changes may have occurred in the physical or financial condition of the Property since the time this Marketing Package or the financial statements herein were prepared. Prospective purchasers acknowledge that this Marketing Package and the financial statements herein were prepared by Broker, and not by Owner, and are based upon assumptions or events beyond the control of both Broker and Owner, and therefore may be subject to variation. Other than current and historical revenue and operating expense figures for the Property, Owner has not, and will not, provide Broker or any prospective purchaser with any projections regarding the Property. Prospective purchasers of the Property are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

The Marketing Package is a solicitation of interest only and is not an offer to sell the Property. The Owner and Broker expressly reserve the right, at their sole discretion, to reject any or all expression of interest or offers to purchase the Property and expressly reserve the right, at their sole discretion, to terminate discussions with any entity at any time with or without notice.

The Owner shall have no legal commitments or obligations to any entity reviewing the Marketing Package or making an offer to purchase the Property unless and until such offer is approved by Owner pursuant to its Governing Authorities and the signature of the Owner or Owner's representative is affixed to a Real Estate Purchase Agreement prepared by Owner.

This Marketing Package is confidential. By accepting the Marketing Package, you agree (i) that you will hold and treat the Marketing Package and its contents in the strictest confidence, (ii) that you will not photocopy or duplicate any part of the Marketing Package, (iii) that you will not disclose the Marketing Package or any of its contents to any entity without the prior authorization of the Owner, and (iv) that you will not use the Marketing Package in any fashion or manner detrimental to the Owner or Broker.

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ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT BROKER FOR MORE DETAILS.

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**WERTZ**  
REAL ESTATE INVESTMENT SERVICES

# FINANCIAL OVERVIEW

## OFFERING SUMMARY

PRICE	\$2,188,976
DOWN PAYMENT	100% / \$2,188,976
RENTABLE SQUARE FEET	7,416 SF
CAP RATE	6.35%
YEAR BUILT / RENOVATED	1971 / 2013 / 2025
LOT SIZE	26,572 +/- SF
TYPE OF OWNERSHIP	Fee Simple

## TENANT SUMMARY

TENANT TRADE NAME	DaVita Dialysis
OWNERSHIP	Public
LEASE GUARANTOR	Corporate
LEASE TYPE	NN
ROOF & STRUCTURE	Landlord Responsible
TERM REMAINING ON LEASE	Ten (10) Years
LEASE EXPIRATION DATE	12/31/2035
INCREASES	10% Every 5-Yrs & 1.75% Annually in Options
OPTIONS TO RENEW	(3) 5-Year Options
RIGHT OF FIRST REFUSAL	No

## ANNUALIZED OPERATING DATA

RENT INCREASES	ANNUAL RENT	MONTHLY RENT
Years 1-5	\$139,000.00	\$11,583.33
Years 6-10	\$152,900.00	\$12,741.67
Year 11 (Option 1)	\$155,576.00	\$12,964.67
Year 12	\$158,295.58	\$13,191.30
Year 13	\$161,058.74	\$13,421.56
Year 14	\$163,865.75	\$13,655.48
Year 15	\$166,716.89	\$13,893.07
Year 16 (Option 2)	\$169,612.44	\$14,134.37
Year 17	\$172,552.73	\$14,379.39
Year 18	\$175,538.00	\$14,628.17
Year 19	\$178,568.92	\$14,880.74
Year 20	\$181,645.88	\$15,137.16
Year 21 (Option 3)	\$184,769.19	\$15,397.43
Year 22	\$187,939.16	\$15,661.60
Year 23	\$191,156.10	\$15,929.68
Year 24	\$194,420.33	\$16,201.69
Year 25	\$197,732.20	\$16,477.68

BASE RENT		\$139,000.00
NET OPERATING INCOME		\$139,000.00
TOTAL RETURN YR-1	6.35%	\$139,000.00

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# TENANT OVERVIEW



## DAVITA DIALYSIS INC.

DaVita Inc. (NYSE: DVA), ranked #341 on the Fortune 500 list (2024), is one of the largest kidney care companies in the world and the leading provider of kidney dialysis services in the United States for patients suffering from chronic kidney failure, also known as end-stage renal disease (ESRD). As of December 31, 2023, the company operated 2,675 outpatient dialysis centers across 46 states and the District of Columbia, serving approximately 200,800 patients. In addition, DaVita provides acute inpatient dialysis services in about 820 hospitals throughout the U.S. and manages more than 350 outpatient clinics across 11 countries internationally, caring for an additional 45,600 patients.

DaVita generated approximately \$12 billion in revenue in 2024, supported by the essential and recurring nature of its life-sustaining treatments. Approximately 90% of its U.S. dialysis patients are covered under government-based programs, with about 75% under Medicare and Medicare Advantage plans. This payer mix provides a highly stable revenue stream, while the remaining patient services are supported by commercial payors. The development of a typical outpatient dialysis center requires an investment of about \$2.3 million, with new centers generally reaching profitability within two years and stabilizing within three to five years.

In addition to in-center treatments, DaVita offers home-based dialysis options such as home hemodialysis and peritoneal dialysis, supported by training, equipment, and ongoing patient care. These programs align with federal initiatives to expand access to home-based therapies, which accounted for roughly 14% of ESRD patients in 2020. With its national footprint, government-backed reimbursement model, and mission-driven approach, DaVita is recognized as one of the most reliable healthcare tenants in the market and remains well-positioned for long-term stability and growth.

PROPERTY NAME	DaVita Dialysis
PROPERTY ADDRESS	805 Old Mill Street Tuscaloosa, AL
PROPERTY TYPE	Dialysis Clinic
OWNERSHIP	Fee Simple
LEASE GUARANTOR	Corporate
STOCK SYMBOL	DVA
BOARD	NYSE
TERM REMAINING ON LEASE	Ten (10) Years
INCREASES	10% Every 5-Yrs & 1.75% Annually in Options
YEAR 1 NET OPERATING INCOME	\$139,000.00
NO. OF LOCATIONS	2,675
HEADQUARTERED	Denver, CO
WEBSITE	www.davita.com
YEARS IN THE BUSINESS	Since 2000



# EXECUTIVE SUMMARY

## INVESTMENT OVERVIEW

The subject property is a freestanding DaVita Dialysis clinic located in Tuscaloosa, AL. DaVita has operated at this location since 2007 and recently reaffirmed its commitment by signing a new 10-year lease extension through 2035. In 2025, the tenant invested in significant property upgrades — including a brand-new fence, landscaping, and a full parking lot repaving and restriping — all completed at DaVita's expense. The lease provides 10% rent increases during the primary term and 1.75% annual increases throughout the three five-year option periods, offering investors stable, long-term income secured by a mission-critical healthcare tenant. Additionally, Alabama's Certificate of Need (CON) regulations make relocating or establishing a competing facility more difficult, further enhancing the site's strategic value. DaVita, Inc. (NYSE: DVA), a Fortune 500 healthcare provider and one of the largest kidney care companies in the United States operating over 2,675 dialysis centers nationwide, generated \$12.8 billion in revenue and \$936 million in net income as of 2024. The tenant holds a BB credit rating from Standard & Poor's and a Ba3 rating from Moody's, offering a reliable and stable income stream backed by one of the largest kidney care companies in the world.

This DaVita benefits from exceptional visibility and accessibility in Tuscaloosa's primary commercial and medical corridor. The property is located just 2.5 miles from the University of Alabama (over 42,000 students), home to Bryant–Denny Stadium (seating capacity over 100,000 people), and benefits from the university's strong regional economic impact. The site has strong exposure along Greensboro Avenue with 21,500 vehicles per day and benefits from exceptional visibility and accessibility, drawing from high daily traffic and neighboring national brands, healthcare providers, and service-oriented businesses that help support consistent patient and visitor volume.

Major employers in Tuscaloosa include The University of Alabama (over 42,000 students and more than 8,000 faculty and staff), Mercedes-Benz U.S. International, DCH Health System, BFGoodrich Tire Manufacturing, and Hunt Refining Company, collectively employing tens of thousands across the region. Other national retailers in the immediate vicinity include Walmart, Sam's Club, Target, Lowe's, Home Depot, Academy Sports, Dick's Sporting Goods, TJ Maxx, Michaels, Five Below, World Market, PetSmart, Dollar General, Family Dollar, Walgreens, CVS, Chick-fil-A, Taco Bell, Wendy's, Zaxby's, Outback Steakhouse, Olive Garden, IHOP, Hardee's, AutoZone, Advance Auto Parts, and Sherwin-Williams. The area is further supported by nearby hotel and service providers including Hotel Indigo, Homewood Suites, Home2 Suites, and Holiday Inn Express. This is a strong opportunity to acquire a mission-critical medical asset in a thriving Alabama university market.

## INVESTMENT HIGHLIGHTS

- New 10-Year Lease Extension Indicating DaVita's Long-Term Commitment to the Location (Historical Occupancy Since 2007)
- Strong Parent Company - DaVita, Inc. (NYSE: DVA) Reported \$12.8 Billion in Revenue w/ \$936 Million in Net Income in 2024
- Prime Tuscaloosa Location Near University of Alabama — 2.5 Miles from Campus (Over 42,000 Students) with Bryant-Denny Stadium Nearby (Seating Capacity Over 100,000 People)
- Dense Trade Area w/ 139,000 Residents in 5-Miles & 13% Expected Population Growth Over Next 5-Years
- High Visibility Along Greensboro Avenue with 21,500 VPD
- Mission-Critical Healthcare Asset with Limited Competition in a University-Focused Market, Providing Long-Term, Stable Income in a Certificate of Need State





# AERIAL PHOTO



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# SUBJECT PROPERTY



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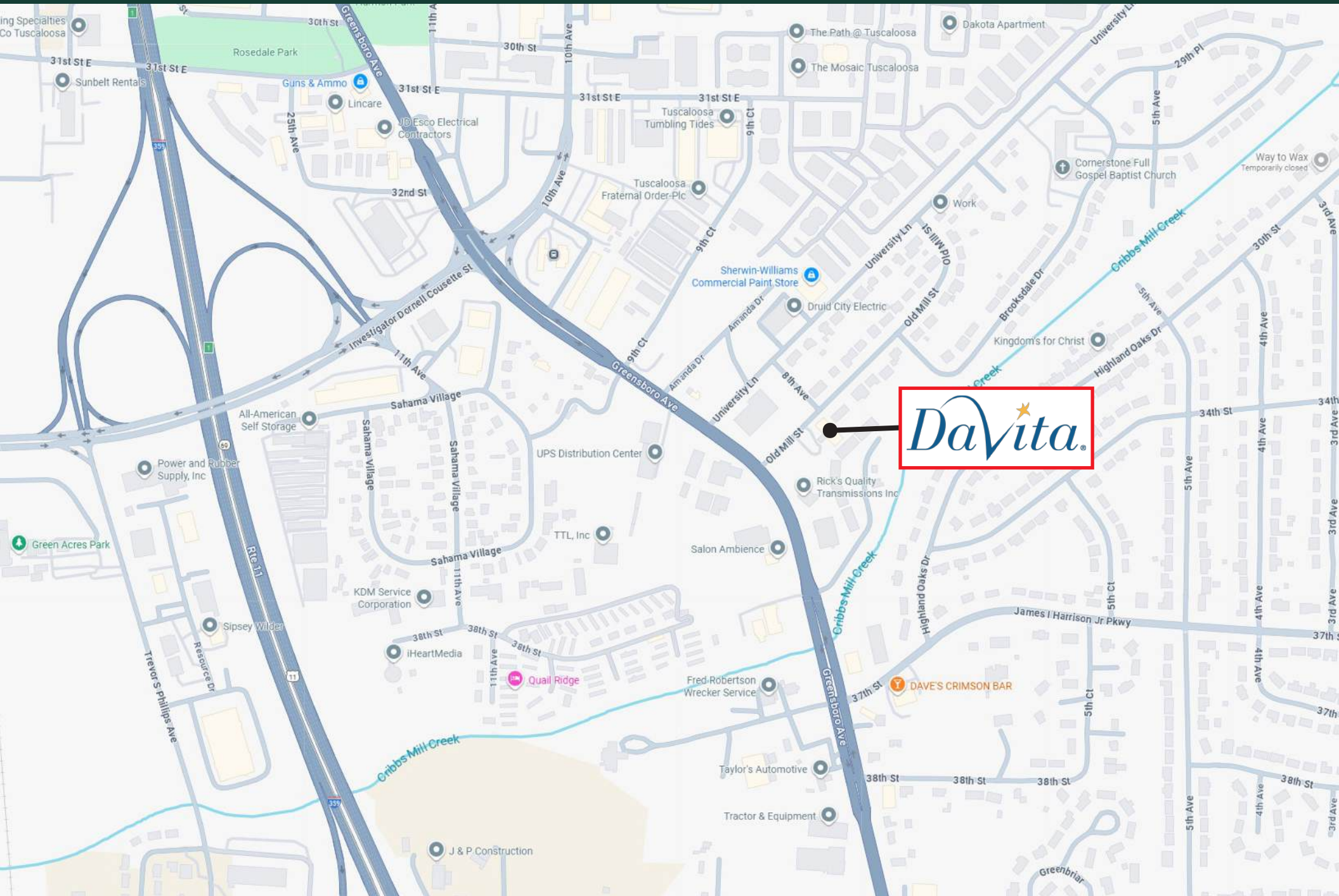
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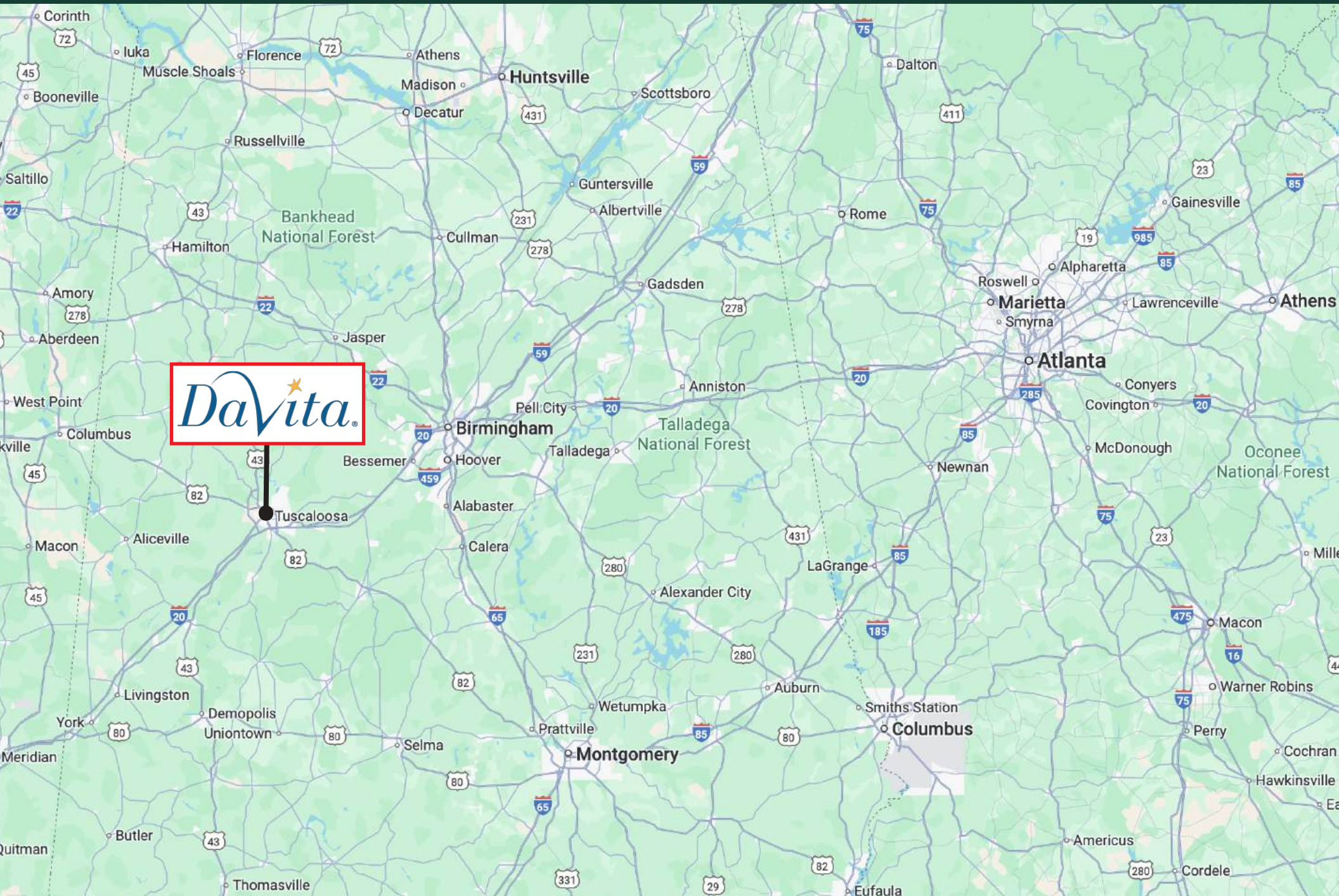
# LOCATION MAP



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# AREA MAP



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# MARKET OVERVIEW

## TUSCALOOSA, ALABAMA

Tuscaloosa, home to the University of Alabama, is one of the state's most strategically positioned and economically vibrant cities. At the 2020 U.S. Census, the city's immediate trade area recorded 120,380 residents within five miles. By 2025, this population is projected to reach more than 139,000 residents, with growth continuing to nearly 157,000 by 2029. This expanding base—growing by over 36,000 residents between 2020 and 2029—brings enhanced foot traffic, untapped consumer demand, and strong support for new development initiatives, particularly in retail, medical, hospitality, and mixed-use sectors.

Just 60 miles southwest of Birmingham, Tuscaloosa offers the perfect balance of college-town vibrancy and regional connectivity. Its location along Interstate 20/59 and U.S. Highway 82 provides seamless access across Alabama and the broader Southeast. The city's economy is anchored by The University of Alabama, with more than 38,000 students, and Mercedes-Benz U.S. International, a global automotive manufacturer with a major production facility nearby. These anchors are complemented by leading healthcare providers such as DCH Regional Medical Center, along with thriving sectors in retail, education, and hospitality.

Within a five-mile radius, the population is projected to grow from more than 139,000 residents in 2025 to nearly 157,000 by 2029, with average household incomes exceeding \$67,600—a clear signal of strong purchasing power and long-term market stability. Household formation is equally robust, with the five-mile trade area adding nearly 12,000 new households between 2020 and 2029.

Tuscaloosa's commercial corridors feature a mix of national retailers, regional operators, and local restaurants, boutiques, and entertainment venues. Residents and visitors alike enjoy a rich quality of life—whether strolling the Black Warrior Riverwalk, exploring Midtown Village and The Shoppes at Legacy Park, or experiencing the energy of Bryant-Denny Stadium on game days. Festivals, arts programming, and outdoor recreation add to the city's well-rounded community appeal.

Blending college-town energy, major manufacturing strength, and modern conveniences, Tuscaloosa offers the character of a vibrant Southern city with the economic stability of a regional hub. As growth continues, demand for retail, medical, hospitality, and mixed-use space remains strong—positioning Tuscaloosa as one of Alabama's most desirable and investable markets.



### ***Major University & Global Industry Hub***

Tuscaloosa is home to the University of Alabama & Mercedes-Benz U.S. International, two powerhouse anchors fueling growth & innovation.



### ***Economy Healthcare & Manufacturing***

The economy is driven by higher education, advanced manufacturing, and healthcare, led by DCH Regional Medical Center.



### ***Rapidly Expanding Market***

Strong population and household growth are fueling demand for retail, housing, medical, and mixed-use development opportunities.





# DEMOGRAPHIC REPORT

ACTUAL SITE



POPULATION	1 MILE	3 MILES	5 MILES
2029 Projection	8,687	96,089	156,985
2025 Population	7,511	85,570	139,227
2020 Census	6,581	69,424	120,380
Percent Change 2020-2025	14.1%	23.3%	15.7%
Percent Change 2025-2029	15.7%	12.3%	12.8%
Median Age	34.4	26.5	29.2

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2025 Est. Avg. HH Income	\$51,346	\$54,478	\$67,657
2029 Projection	3,991	36,602	61,231
2025 Est. Households	3,472	31,867	53,620
2020 Census	3,058	28,264	49,414
Percent Change 2020-2025	13.5%	12.7%	8.5%
Percent Change 2025-2029	14.9%	14.9%	14.2%

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# WERTZ

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## **REAL ESTATE BROKERAGE SERVICES DISCLOSURE**

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➤ Alabama law requires you, the consumer, to be informed about the types of services that real estate licensees may perform. The purpose of this disclosure is to give you a summary of these services.

A **SINGLE AGENT** is a licensee who represents only one party in a sale. That is, a single agent represents his or her client. The client may be the seller or the buyer. The licensee when acting as an agent must represent the best interests of the client by placing the interests of the client ahead of the interests of any other party. In a real estate transaction, when a real estate licensee is employed as an agent, the licensee is obligated to advise and advocate for the best interests of his or her client. A single agent must be loyal and faithful to the client.

When two or more licensees under the same qualifying broker are in separate agency agreements with a different party in the same transaction, the qualifying broker can designate those licensees as single agents as to the licensee's client. The designation must be in writing and done as soon as reasonably possible. A designated single agent is not a dual agent, and neither the qualifying broker, the designated single agent, nor any other licensee involved in the transaction shall be assumed to have knowledge to any other party with whom the licensee has not entered an agency agreement.

A **DUAL AGENT** is a licensee, who is an individual, acting as an agent for both the buyer and the seller. This may only be done with the written, informed consent of all parties. This type of agent must also be loyal and faithful to each client, except where the duties owed to the clients' conflict with one another.

A **TRANSACTION FACILITATOR** assists one or more parties, who are customers, in a sale. Transaction facilitator describes a brokerage arrangement whereby the real estate licensee assists one or more parties, who are customers, in a contemplated real estate transaction, without being the agent, fiduciary, or advocate of that party to the transaction. The transaction facilitator can act as an intermediary between buyers and sellers. A licensee can serve as a transaction facilitator to a single party or to both the buyer and seller. A licensee can also represent one party as an agent and serve as a transaction facilitator for the other party in the transaction. In the absence of an agency agreement, a licensee is presumed to be acting as a transaction facilitator for any otherwise unrepresented party to whom the licensee is providing services.

➤ **Alabama law imposes the following obligations on all real estate licensees to all parties in a real estate transaction:**

1. To provide services honestly and in good faith;
2. To exercise reasonable care and skill;
3. To keep confidential any information gained in confidence, unless disclosure is required by law or duty to a client, the information becomes public knowledge, or disclosure is authorized in writing;
4. To present all written offers in a timely and truthful manner when assisting a party in the negotiation of a real estate transaction; and
5. To act on behalf of the licensee or his or her immediate family, or on behalf of any other individual, organization, or business entity in which the licensee has personal interest only with a timely written disclosure of this interest to all parties to the transaction.





**➤ Further, even if you are working with a licensee who is not your agent, there are many things the licensee may do to assist you.**

Some examples are:

1. Provide information about properties;
2. Show properties;
3. Assist in making a written offer; or
4. Provide information on financing.

You may choose which type of service you want from a licensee and sign a brokerage service agreement. If you do not sign an agreement, by law the licensee working with you is a transaction facilitator. A written agreement is required by law prior to a licensee listing a property on your behalf or submitting an offer on your behalf for compensation.

The licensee's broker is required by law to have on file an agency disclosure office policy describing the company's brokerage services and general information on how the company and licensee are compensated for the brokerage services. That agency disclosure office policy is required, in addition to this form, to be provided to you prior to the licensee providing you any brokerage services. You should feel free to ask any questions you have.

*The Alabama Real Estate Commission requires the real estate licensee to sign, date, and provide you a copy of this form. Your signature is not required by law or rule, but it would be appreciated.*

---

David B Zacharia, DZ Net Lease Realty, LLC

Name of Licensee



Licensee's Signature

Date

10.03.25

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Name of Consumer

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Consumer's Signature (Acknowledgement for Receipt Purposes Only)

Date

