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FLYER



# Tesla Sales, Service & Delivery

Clermont, FL (Orlando MSA)

This property is listed in conjunction with Florida-licensed real estate broker Thomas Dixon | FL RE License #BK3167419 | (321) 594-6771 | tad@dixoncap.com

[fisherjamescapital.com](https://fisherjamescapital.com)



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Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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# PROPERTY HIGHLIGHTS

- Brand New Lease to Tesla, Inc. (NASDAQ: TSLA)
- Mission-Critical Location Less than 20 Miles from Downtown Orlando
  - Strategic "Auto Row" Location in Line with Long-Term Tesla Strategy
  - Large 9.8 Acre Lot on Highway 50 with Expanded Parking Area and Monument Sign
  - Excellent Access to Affluent, Rapidly Growing West Orlando Market
  - Site is Regional Training Facility for Tesla
- Tesla has Been Profitable for 21 Consecutive Quarters
- Reported Net Income of \$2.17B in Q3 of 2024
  - Total Revenue of \$25.2B
  - Operating Margin of 10.8% Among the Highest in the Industry
- Model Y Became Bestselling Vehicle Globally in Q1 of 2023
- Tesla was Raised to Investment Grade Status Baa3 by Moody's in March 2023 & S&P Global Investment Grade Rating of BBB in October 2022



**712,799 TOTAL POPULATION**  
within 15 Miles



**\$123,490 AVERAGE HOUSEHOLD INCOME**  
within a 10 Mile Radius



**NO STATE INCOME TAX IN FLORIDA**



**59,000+ VPD**  
Excellent Access via FL-50 Arterial



**EXCELLENT ACCESS TO WEST ORLANDO MARKET**  
via Florida Tpk & 429 Expy



**LESS THAN 30 MINUTES FROM DOWNTOWN ORLANDO**



# PROPERTY OVERVIEW



## PRICE

# 5.75% CAP RATE

[CLICK HERE TO EXECUTE CA & ACCESS FULL OM](#)

## LOCATION

The property is located at 16775 State Road 50 in Clermont, Florida.

## LOT SIZE

Approximately 9.813 acres or 427,453 square feet.

## IMPROVEMENTS

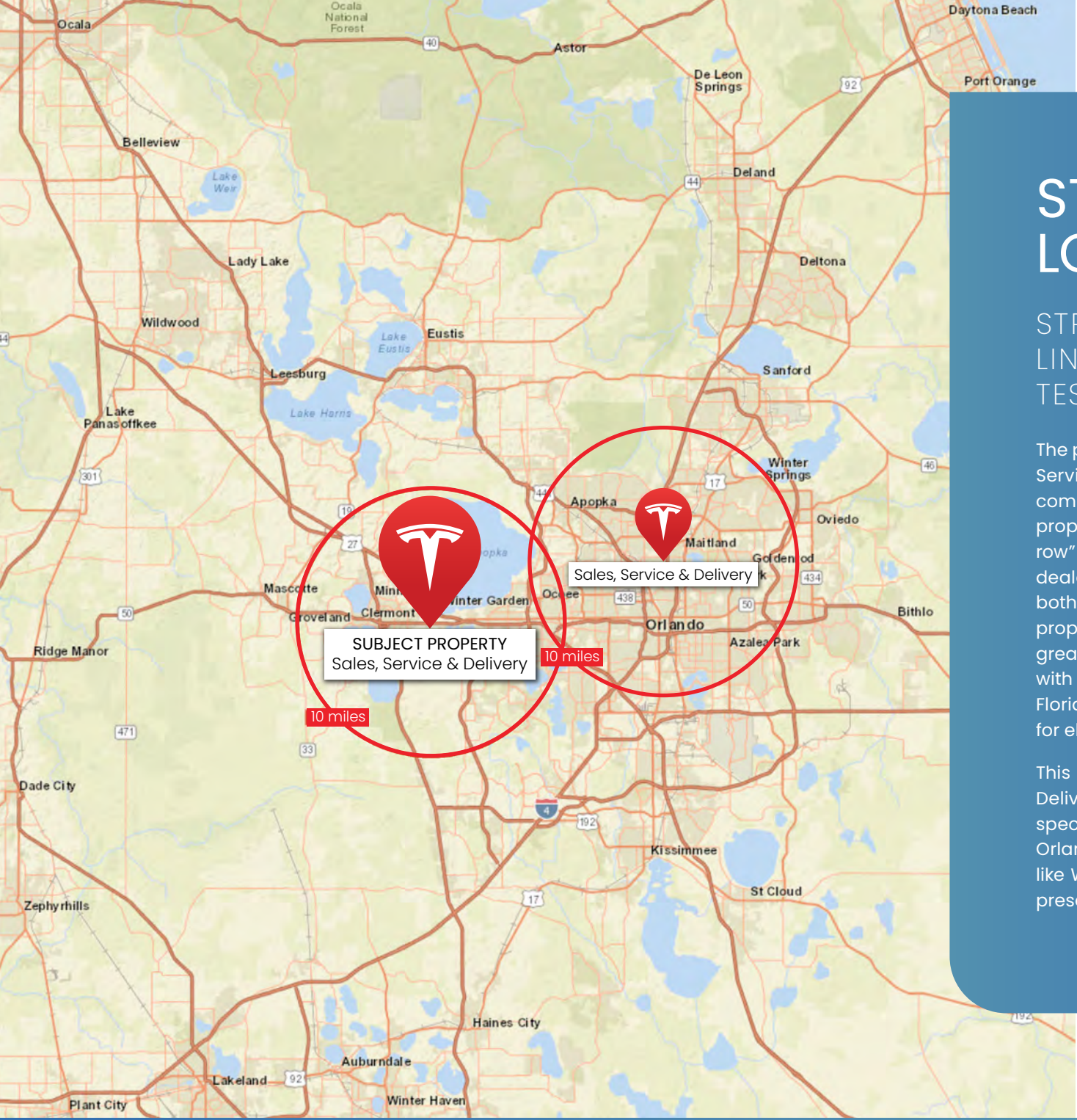
Construction was completed in October 2023 of a 61,000 square foot building for **Tesla**.

## PARKING

There are 589 parking spaces on site.

## NOTE

DUE TO THE CONFIDENTIALITY AGREEMENT WITH TESLA, WE ARE UNABLE TO DISCLOSE THE RENT, CAP RATE, OR LEASE INFORMATION. PLEASE EXECUTE THE NDA LINKED ABOVE TO ACCESS THE FULL OFFERING MEMORANDUM.



# STRATEGIC LOCATION

## STRONG INTRINSICS IN LINE WITH LONG-TERM TESLA STRATEGY

The property is an ideal site for a Tesla Sales, Service, & Delivery Center in line with the company's site selection criteria. The property benefits from a prominent "auto row" location in close proximity to other auto dealerships, which Tesla has found increases both traffic and sales to their locations. The property is ideally situated to serve the greater Orlando and Lake County markets with excellent access to major arterials. Florida remains one of the largest markets for electric cars in the U.S.

This is one of only two Sales, Service and Delivery Centers serving the market specifically drawing from the west side of Orlando including prominent communities like Windermere and Winter Garden market presently.

# TENANT INFORMATION

**Tesla, Inc. (NASDAQ: TSLA)**, is an American multinational electric vehicle and clean energy company based in Austin, Texas. The company specializes in electric vehicle manufacturing, battery energy storage from home to grid scale, and solar panel and solar roof tile manufacturing. Tesla is one of the world's most valuable companies and remains the world's most valuable automaker with a market capitalization of more than US \$838.8B (Oct 2024). In 2022, Tesla ranked as the world's bestselling battery electric passenger car manufacturer, with a market share of 18%. In March 2023, Tesla produced its four millionth vehicle.

Tesla operates seven major facilities around the world, including the Tesla Factory in Fremont, California; Giga Nevada; Giga New York; Giga Shanghai; Giga Berlin; Giga Texas; and Gigafactory Mexico.

Tesla gained popularity with its first vehicle, the Tesla Roadster, which was the first fully electric sports car. Since then, the company's main products include the Model S, Model 3, Model X, and Model Y cars, and the Powerwall, Powerpack, and Megapack batteries. The company's latest vehicle is the Cybertruck, an all-electric pickup truck style vehicle. In addition, the company has announced plans to begin limited-scale production of their new Tesla Semi design in 2024.

In March 2020, the company surpassed the 1 million mark of electric cars produced, becoming the first auto manufacturer to achieve such a milestone. Tesla is also one of the largest global suppliers of battery energy storage systems, with 14.7 GWh of battery storage supplied in 2023, more than double compared to the previous year, while Energy Generation and Storage business profits nearly quadrupled in 2023.

Tesla markets and sells cars directly to consumers through an international network of company-owned stores and galleries. Its locations are highly visible, premium outlets in major metropolitan markets, some of which combine retail sales and service, operating as "Sales, Service & Delivery" (SSD) locations. The company now operates more than 1,306 store and service locations globally and operates a mobile service fleet of 1,933 units. Tesla has also established 6,706 supercharger stations and 62,421 supercharging connectors across the globe. 99% of the U.S. population now lives within 150 miles of a supercharger, with plans to continue adding locations, enabling the company to expand markets for its vehicles nationwide.

## S&P 500 INCLUSION

From July 2019 to June 2020, Tesla recorded four profitable quarters in a row for the first time, which made it eligible for inclusion in the S&P 500 and it was added to the index on December 21, 2020.

In 2020 Tesla produced and delivered over half a million vehicles. Tesla cars accounted for 81% of the battery electric vehicles sold in the United States in the first half of 2020.



## 2021 & 2022

2021 was a breakthrough year for Tesla as deliveries were up 87% from the previous year. The company was able to achieve the highest quarterly operating margin among all volume OEMs, demonstrating that EVs can be more profitable than combustion engine vehicles. By the end of 2021 Tesla delivered 0.94 million vehicles and achieved cumulative sales totaling 2.3 million vehicles.

2022 was another record-breaking year for Tesla with record vehicle deliveries of 1.31 million, operating cash flow of \$14.7 billion, \$12.6 billion in net income, and 16.8% operating margin. In 2022, total revenue grew 51% YoY to \$81.5 billion and net income more than doubled YoY.

## 2023

The 2023 Fiscal Year continued to represent strong growth for Tesla, with revenue of \$96.8 billion (19% increase YOY), net income of \$15 billion, and total stockholder equity of \$62.6 billion. For Q4 of 2023, their operating margin was among the highest in the industry at 8.2% and achieved positive free cash flow of \$2.06 billion. The company also increased their cash and investments by \$3 billion quarter-over-quarter to \$29.1 billion.

For 2023, Tesla produced and delivered a record 1.8 million cars. Its global production reached a record annualized run rate of nearly 2 million vehicles in Q4.

## 3RD QUARTER 2024 FINANCIALS

In the third quarter of 2024, Tesla reported revenue of \$25.2 billion, net income of \$2.2 billion, and total stockholder equity of \$69.9 billion. Production continued to ramp up, with Cybertruck production increasing sequentially and achieving a positive gross margin. The company produced approximately 469,796 vehicles in Q3 of 2024 and delivered 462,890 vehicles.

Tesla has now been profitable for 21 consecutive quarters.

## INVESTMENT GRADE

Due to over three straight years of profitability, strong cash flow, minimal debt, and other positive factors, S&P Global announced it upgraded Tesla's credit rating to Investment Grade BBB on October 5, 2022. Moody's Investor Service became the second credit ratings firm to upgrade Tesla's credit score to Baa3 in March 2023.

*For more information, please visit [www.tesla.com](http://www.tesla.com).*

# TENANT INFORMATION

## ASIAN MARKET & GIGAFACTORY SHANGHAI

In April of 2018, China announced a plan to ease restrictions on foreign-owned businesses in China by the end of 2018, paving the way for Tesla to gain a foothold in the massive electric vehicles market in China, by far the largest market in the world for nine years running, from 2015 to 2023. As of 2023, China had the largest stock of highway legal plug-in passenger cars with 20.41 million units. Sales in 2023 totaled 7.4 million units with a market share of 30.2% of total new car registrations, ranking as the world's largest sales volume.

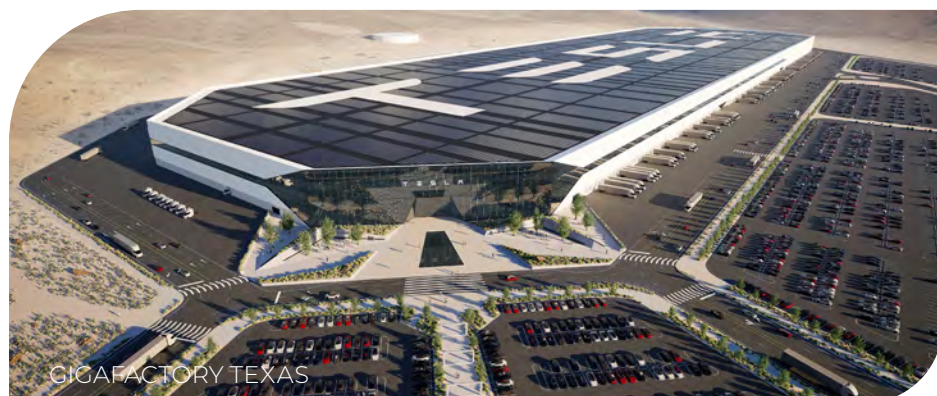
In July of 2018, the company announced plans to construct a new plant in Shanghai (its first Gigafactory outside of the United States), which enabled the company to bypass the 40% import tariff on the vehicles and offset current cost disadvantages in the Chinese market. By 2020, Tesla ramped Model 3 production and started production of Model Y at Gigafactory Shanghai less than a year after breaking ground on the expansion.

In 2021, China accounted for 26% of Tesla sales revenue, and was the second largest market for Tesla after the United States, which accounted for 45% of its sales.

As of Q3 2024, the Shanghai factory has the capacity to build over 950,000 Model 3 and Model Y vehicles per year. Giga Shanghai is the primary production site for Tesla vehicles exported to regions without a Gigafactory.

## GIGAFACTORY BERLIN-BRANDENBURG

Tesla first announced its plans for its first European Gigafactory named Gigafactory Berlin-Brandenburg in November 2019. On March 22, 2022, Gigafactory Berlin opened with planned capacity to produce 500,000 electric



vehicles annually as well as batteries for its vehicles. In Q3 2024, Model Y annual vehicle production capacity in Berlin was at over 375,000 vehicles.

## GIGAFACTORY TEXAS

On July 23, 2020, Tesla picked Austin, Texas as the site of its Gigafactory 5. Tesla's Gigafactory in Travis County spans over 2,000 acres and is roughly 15 minutes from downtown Austin. The factory produces Model Y cars for the Eastern United States and is also planned to be the main factory for the Cybertruck and the company's next-generation vehicle.

It also serves as the site of Tesla's corporate headquarters. Tesla employs over 20,000 people at the factory and expects to eventually have a staff of 60,000 as production ramps up.

It is the country's second biggest factory by size as well as the second-largest building by volume in the world. Estimated capacity at this plant is estimated at over 375,000 annually.

## GIGAFACTORY MEXICO

In March 2023, Tesla announced that the next Gigafactory will be constructed in Monterrey, Mexico. Gigafactory Mexico is set to open in 2025, with new vehicle production expected to begin as early as 2026.

# TENANT INFORMATION

## MODEL 3

The Model 3 is a compact luxury sedan aiming to reduce the entry price for electric vehicles over time. The Tesla Model 3 ended 2021 as the world's best-selling plug-in electric car for the fourth consecutive year and, in June 2021, became the first electric car to sell 1 million units globally. The Model 3 also ranked as the best-selling plug-in car in Europe in 2019, and the best-selling PEV in China in 2020. It is the all-time bestselling plug-in electric car worldwide.

The Model 3 saw a major design refresh in September 2023 which revised the exterior and interior.

## MODEL Y

In March 2019, Tesla announced plans for a new all-electric compact SUV with up to 300 miles of range. Given the performance, equipment, size, and increased range of the vehicle, the Model Y has become its most popular vehicle, with sales surpassing those of the Model S, Model X, and Model 3 combined.

Because of the production efficiencies developed during the Model 3 manufacturing process, Tesla was able to rapidly deploy production lines for the Model Y that offered both cost savings and faster production timelines.

The Fremont Factory was able to increase total Model 3 and Model Y production capacity from 400,000 units per year to 550,000 units per year.

Tesla continues to maximize build capacity for Model 3 and Model Y lines at Gigafactory Shanghai, Gigafactory Berlin-Brandenburg, and Gigafactory Texas, with production and deliveries live across all of the company's Gigafactories.

In 2023, Tesla delivered over 1.2 million Model Ys, making it the best-selling vehicle globally.



TESLA FILE PHOTO (MODEL Y)



TESLA FILE PHOTO (MODEL 3)

## VEHICLE PRODUCTION & DELIVERIES

In 2023, Tesla produced 1,845,985 vehicles and delivered 1,808,581 vehicles (20% increase YoY), staying ahead of its long-term 50% CAGR.

In Q3 2024, Tesla produced 469,796 Model 3 and Model Y vehicles and delivered a total of 462,890 vehicles.

In Q3 2024, Tesla produced 26,128 Model X and Model S vehicles and delivered a total of 22,915 vehicles.

## TESLA NEXT-GENERATION VEHICLE

The Tesla next-generation vehicle is an electric car platform under development. The next-generation vehicle will be the third mainstream platform for the company, and it is expected that production volumes will greatly surpass those of the Model 3/Y platform. The car will be manufactured at Gigafactory Texas, Gigafactory Berlin-Brandenburg, and the planned Gigafactory Mexico and will be their most efficient powertrain yet.

In January 2024, Tesla CEO Elon Musk announced that the first car to use the platform will be a compact SUV, with US deliveries targeting the second half of 2025.



# TENANT INFORMATION

## TESLA SEMI

Tesla unveiled plans to develop an all-electric heavy-duty truck with a range of 500 miles, the Tesla Semi, in late 2017. While the company's manufacturing efforts have largely been focused on Model 3 and Model Y production, the company plans to begin production of the Tesla Semi in 2025. Production of the Tesla Semi will take place at Giga Nevada and Giga Texas.

## TESLA CYBERTRUCK

Tesla has developed an all-electric full-sized pickup truck, known as the "Cybertruck", with a steel "exoskeleton" and 7,500+ lb towing capacity. On September 22, 2020, Elon Musk revealed that Tesla had received roughly 600,000 Cybertruck preorders. In Q3 2024, Tesla produced 14,613 Cybertrucks and delivered 16,692. In Q3 of 2024, the Cybertruck became the third best-selling EV in the U.S. (behind only the Model Y and Model 3).



TESLA FILE PHOTO (SEMI)



TESLA FILE PHOTO (ROADSTER)

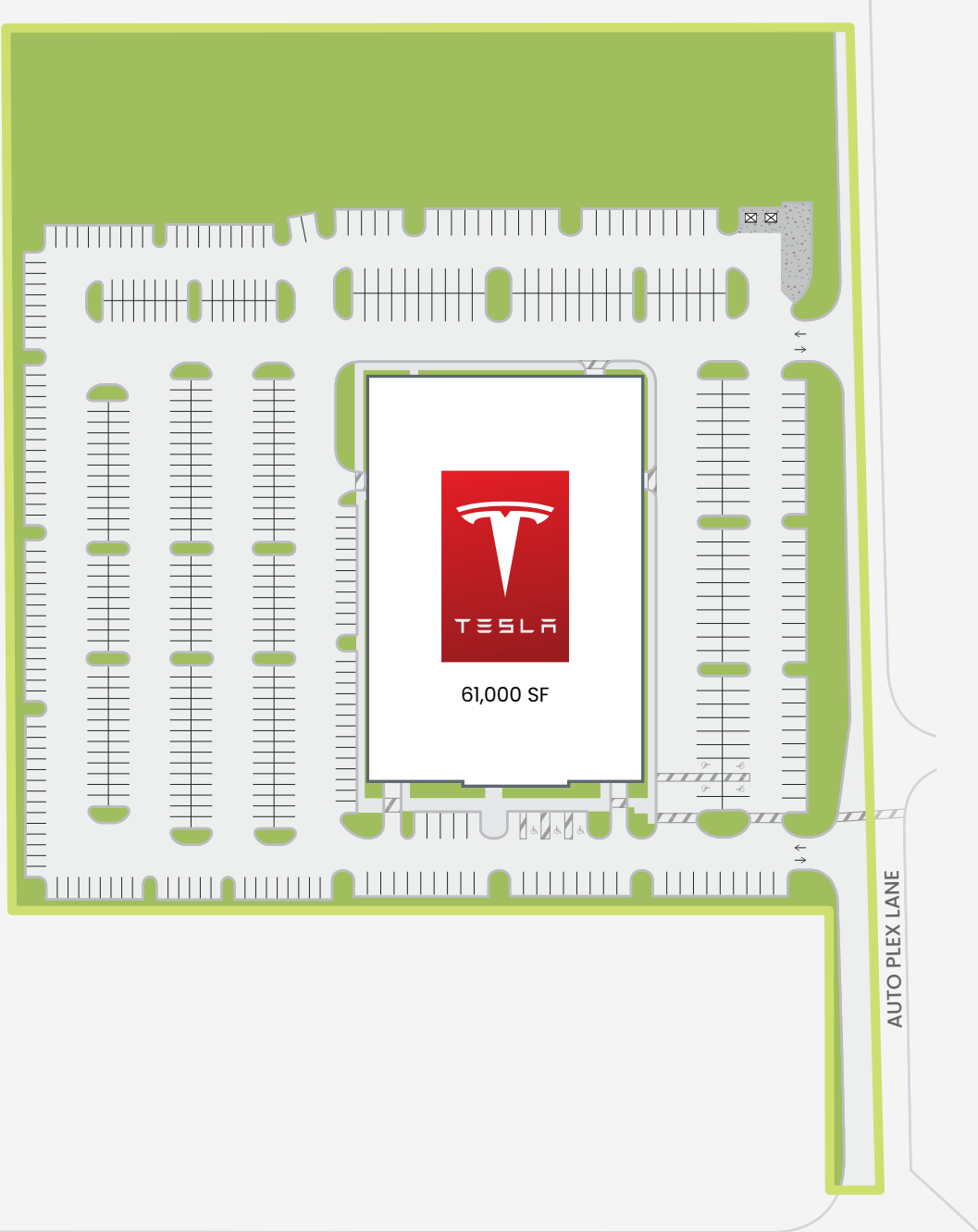
## TESLA ROADSTER

Tesla has also announced plans to release a new generation of its original Roadster model, with 0-60 acceleration in 1.9 seconds, a top speed exceeding 250 miles per hour, and 620 miles of range. Additional alleged features including the "SpaceX package" of cold air thrusters installed on the vehicle, up to 3G of thrust, and possibly the ability to hover or fly. The company anticipates that production and delivery of the new Roadster model will begin in 2025.



TESLA FILE PHOTO (CYBERTRUCK)

# SITE PLAN



50 STATE ROAD 50

# EAST AERIAL VIEW

Orlando  
(~20 Miles)

Winter Garden

Tidenville

Lake Apopka

Oakland

John's Lake

Hull Island at Oakland  
(New Homes)

Oakland Trails

Lake Apopka Sound  
(New Homes)

Verde Park

New Development

Florida's Tpk (102,500 AADT)

FLOOR  
DECOR &



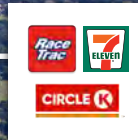
HYUNDAI



CHEVROLET



TOYOTA



DUNKIN'

John's Lake Landing Phase II  
(New Homes)

John's Lake Landing Phase I  
(New Homes)



CARmax

50

(59,000+ VPD)

The Grove at Clermont  
(New Apartment Homes)

EAST TOWNE CENTER



County Rd 455

# WEST AERIAL VIEW



Walmart  
Supercenter

LOWE'S  
Home Improvement Warehouse

HOBBY  
LOBBY  
TJ-MAXX

DICK'S  
SPORTING GOODS

THE HOME  
DEPOT

Publix

Winn-Dixie  
at home  
The Home Décor Superstore

ORLANDO  
HEALTH®  
South Lake Hospital

East Ridge High School

petco  
Office DEPOT  
Advance! Auto Parts!  
chili's  
Chick-fil-A  
7 ELEVEN  
TIRE PLUZ  
TREK  
CLERMONT

Tommy's  
BOATS  
The GolfCart  
Company

UCF Lake Sumter  
State College  
South Lake Campus

TARGET  
LESLIE'S SWIMMING  
POOL SUPPLIES  
Ruby Tuesday  
McDonald's

NISSAN  
CHRYSLER  
Jeep  
DODGE  
RAM

ANYTIME FITNESS  
Walgreens  
McALISTER'S  
WAFLE  
HOUSE

Auto Zone  
ROOMS  
TO GO  
Mobil  
POPEYE'S  
LOUISIANA KITCHEN

DISCOUNT  
TIRE  
WOODSPRING  
SUITES  
AN EXTENDED STAY HOTEL  
bp

EAST TOWNE CENTER  
Publix  
Orangetheory  
FITNESS  
CHASE  
Bank of America  
Great Clips  
UPS  
IT'S GONNA BE GREAT

County Rd 455

CARmax

The Grove at Clermont  
(New Apartment Homes)

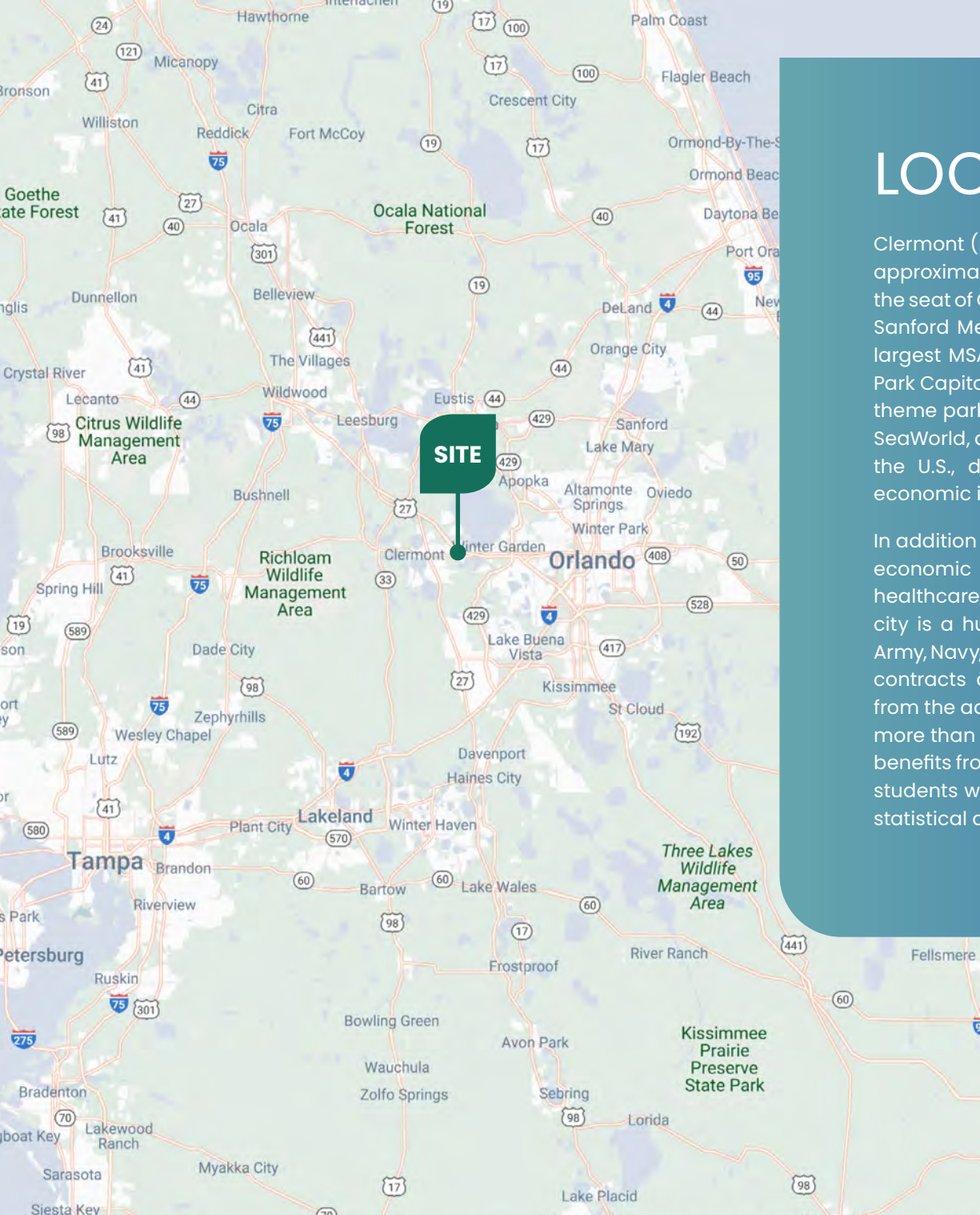
TESLA

(59,000+ VPD)

50

TOYOTA

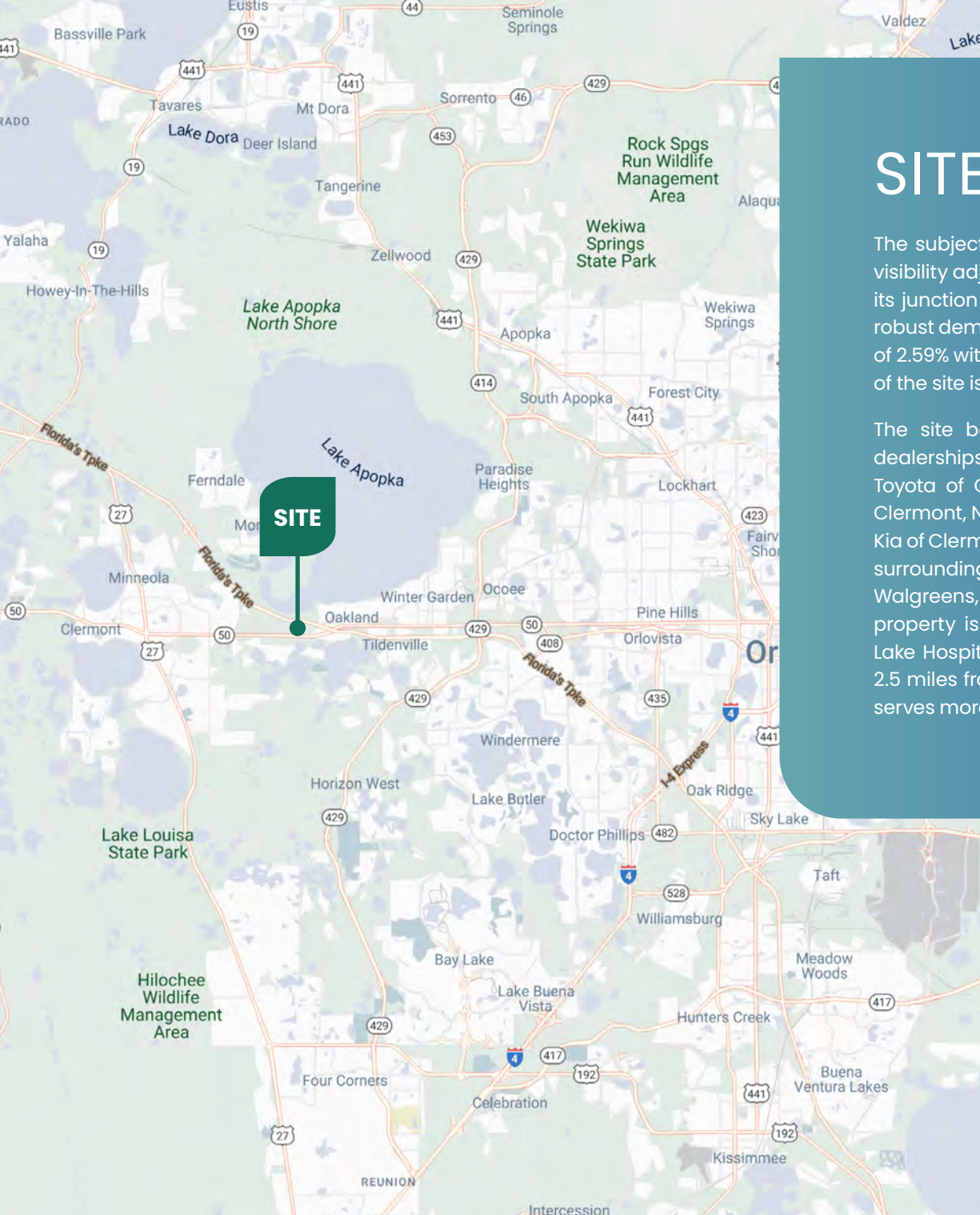
John's Lake Landing  
(New Homes)



# LOCATION OVERVIEW

Clermont (population 47,076) is the largest city in Lake County, located approximately 20 miles from Orlando. Orlando (population 312,280) is the seat of Orange County and a principal city of the Orlando-Kissimmee-Sanford Metropolitan Statistical Area (population 2,764,182), the fifth-largest MSA in the southeastern U.S. The city is known as the “Theme Park Capital of the World,” and is home to seven of the ten most-visited theme parks in the U.S., including Walt Disney World, Universal Studios, SeaWorld, and more. Orlando is one of the largest tourist destinations in the U.S., drawing upwards of 74 million visitors annually with an economic impact exceeding \$54 billion per year.

In addition to a robust tourism economy, the city benefits from a broad economic base in technology, manufacturing, entertainment, healthcare, aviation, aerospace & defense, life sciences, and more. The city is a hub for defense research, simulation, and modeling for the Army, Navy, Air Force, and Marines, with more than \$4 billion in simulation contracts annually. Orlando also benefits from robust contributions from the advanced manufacturing and technology sectors, employing more than 52,700 with more than \$4.1 million in annual payroll. The city benefits from a large, well-educated workforce, with more than 500,000 students within 100 miles of the city. Overall, the Orlando metropolitan statistical area has a total gross domestic product of \$167.3 billion.



# SITE INFORMATION

The subject property is prominently located with excellent access and visibility adjacent to the SR-50 arterial (59,000+ VPD) in close proximity to its junction with Florida's Turnpike (102,500 AADT). The site benefits from robust demographics with a population of 107,221 and annual growth rate of 2.59% within a 5 mile radius. Average household income within 10 miles of the site is \$123,490.

The site benefits from a strategic location neighboring other auto dealerships, retail centers, and more. Nearby car dealerships include Toyota of Clermont, CarMax, Hyundai of Central Florida, Reed Nissan Clermont, Napleton Clermont Chrysler Jeep Dodge, Headquarter Mazda, Kia of Clermont, Headquarter Honda, and more. Major retail tenants in the surrounding area include Publix, Rooms to Go, Target, Petco, ALDI, Walgreens, TJ Maxx, At Home, Winn-Dixie, Home Depot, and more. The property is located approximately 3 miles from Orlando Health South Lake Hospital, one of Clermont's largest employers, and approximately 2.5 miles from Lake-Sumpter State College's South Lake Campus, which serves more than 2,000 students.

# DEMOGRAPHICS



2023 TOTAL POPULATION  
**712,799**



AVG. HOME VALUE  
**\$413,095**



AVG. HOUSEHOLD INCOME  
**\$123,490**

## 16775 State Road 50 | Clermont, FL 34711

Population Summary	5 Mile	10 Miles	15 Miles
2020 Total Population	95,163	269,427	660,086
2023 Total Population	107,221	298,751	712,799
2028 Total Population	121,829	749,149	749,149
2023-2028 Growth Rate	2.59%	1.74%	1.00%
2023 Total Daytime Population	89,277	244,592	635,203
Average Household Income			
2023	\$116,792	\$123,490	\$105,405
2028	\$132,378	\$141,280	\$121,852
Average Home Value			
2023	\$392,857	\$399,476	\$413,095
2028	\$396,928	\$405,394	\$429,322

### Major Employers in Orlando MSA

### # of Employees

Walt Disney World Resort	58,478
AdventHealth	37,000
Universal Orlando	21,143
Orlando Health	19,657
Orlando International Airport	15,783
University of Central Florida	12,354
Lockheed Martin	10,000
Siemens Energy	5,541
Westgate Resorts	4,975
SeaWorld Parks & Entertainment	4,472



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