

URGENT CARE

40 Davis Straits, Falmouth, MA

Offered For Sale: \$3,605,556 | 6.75% CAP



CONFIDENTIAL  
OFFERING MEMORANDUM





## Executive Summary

Atlantic Capital Partners has been exclusively engaged to solicit offers for the sale of ConvenientMD | Falmouth, Massachusetts. This 5,099 SF asset has been 100% occupied by ConvenientMD since 2018 with unmatched visibility along Rt 28 (Davis Straits) in the major retail node of Falmouth servicing the coastal communities of Cape Cod.

Situated at 40 Davis Straits, the 5,099 square foot building was recently leased to ConvenientMD. The 15-year lease with ConvenientMD was signed in 2017 with rent commencing on 11/6/2018. The lease includes four (4) five (5) year options. ConvenientMD is currently paying \$243,375 with an upcoming increase of 11% in December 2028 and includes additional 11% rent escalations throughout each option period, hedging against inflation.

Lease Years	Term	Annual Rent
Lease Years 1-5	11/6/2018-11/30/2023	\$219,257
Lease Years 6 - 10 (Current Term)	12/1/2023 - 11/30/2028	\$243,375
Lease Years 11 - 15 (11% Increase)	12/1/2028 - 11/30/2033	\$270,145
Option 1	12/1/2033 - 11/30/2038	\$299,821
Option 2	12/1/2038 - 11/30/2043	\$332,812
Option 3	12/1/2043 - 11/30/2048	\$369,423
Option 4	12/1/2048 - 11/30/2053	\$410,062

NOI	\$243,375
CAP	6.75%
Price	\$3,605,556

### Asset Snapshot

Tenant Name	ConvenientMD
Address	40 Davis Straits, Falmouth, MA
Building Size (GLA)	5,099 SF
Land Size	0.72 AC
Year Built	2018
Signator/Guarantor	ConvenientMD, LLC (Corporate)
Lease Type	NNN
Landlord Responsibilities	None
Lease Expiration Date	11/30/2033
Remaining Term	8 Years 4 months
NOI	\$243,375



15,465 PEOPLE  
IN 3 MILE RADIUS



\$127,990 AHHI  
IN 3 MILE RADIUS



14,657 VPD  
ON DAVIS STRAITS







## Strategically Positioned Between Falmouth Landing and Falmouth Plaza

The asset benefits from excellent exposure and visibility along the main thoroughfare (Route 28) in Falmouth between both Falmouth Landing and Falmouth Plaza, home to national tenants such as Walmart, Shaw's, TJ Maxx, HomeGoods, Staples, Planet Fitness, Petco, Dollar Tree and more



## Attractive Rental Increases

The 15-year lease with ConvenientMD was signed in 2017 with rent commencing on 11/6/2018 and calls for attractive 11% rent increases every 5 years throughout the initial lease term and at the start of each renewal options periods, providing an attractive increase in revenue and hedge against inflation .



## Rare Cape Cod Offering

Strategically situated along Route 28 (14,657 vehicles per day) within Falmouth, an affluent residential and vacation destination that also serves the surrounding communities of Mashpee, Bourne, Sandwich and more. Cape Cod received 3.5M tourists during summer 2023



## Strong Demographics

Over 15,465 people live within a 3-mile radius of the property with an average household income of \$127,990. More than 28,940 people live within a 5-mile radius of the property with an average household income of \$105,677



## Corporate Guaranty from Explosive Growth Medical Retail Tenant (ConvenientMD LLC)

ConvenientMD is New England's leading urgent care provider and operates approximately 47 locations throughout Massachusetts, New Hampshire, and Maine with several additional locations in the development pipeline.



## Minimal Landlord Responsibilities

Tenant pays CAM, taxes, and reimburses for insurance as well as maintains all aspects of the premises, excluding roof. Investor benefits from fee-simple ownership of the building and land providing an ideal low intensive management investment opportunity for a passive investor.

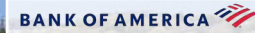








Menauhant Beach



Oaks Bluffs Ferry to Falmouth  
Falmouth to Oaks Bluffs Ferry

Falmouth Harbor



Davis Straits - MA 28 (14,657 VPD)

Dillingham Ave (3,655 VPD)



## West Falmouth

### Route 28

Route 28 in Falmouth, Massachusetts, serves as a vital artery connecting various communities along the picturesque Cape Cod peninsula. This iconic roadway stretches from the Bourne Bridge in the north to Woods Hole in the south, traversing Falmouth's diverse landscapes and charming neighborhoods along the way.

As one of the primary routes, Route 28 winds its way through Falmouth's bustling downtown area, where historic architecture blends seamlessly with modern amenities. Throughout the year, Route 28 plays host to a variety of events and activities that showcase the rich tapestry of life in Falmouth. From summer festivals and farmers' markets to holiday parades and cultural celebrations, there's always something happening along this vibrant thoroughfare.

In summary, Route 28 in Falmouth, Massachusetts, is more than just a road; it's a journey through the heart of Cape Cod, offering travelers a chance to experience the region's natural beauty, rich history, and vibrant community spirit. Whether you're exploring its shops and restaurants or simply taking in the views, a trip along Route 28 is sure to leave a lasting impression.

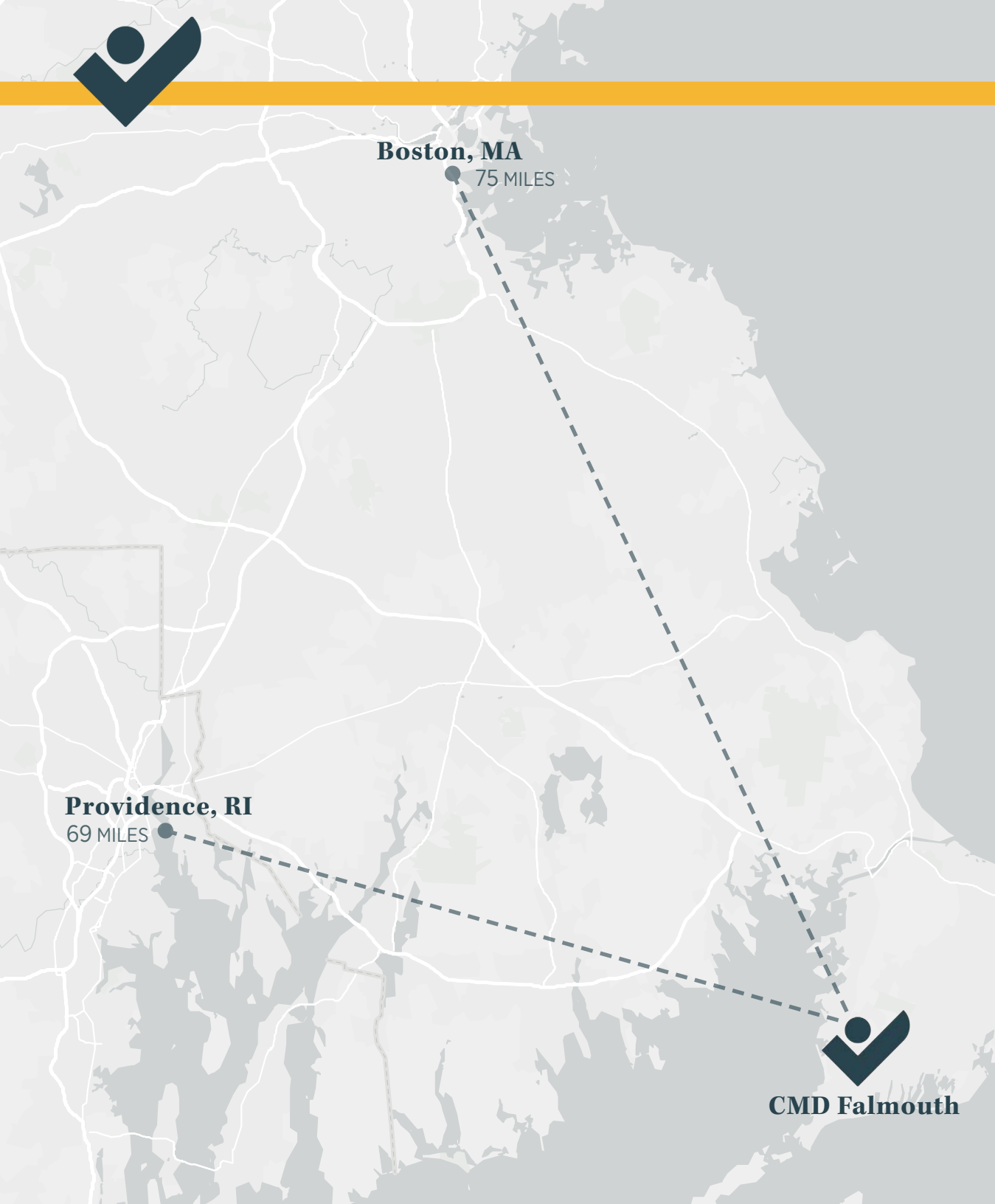
## Falmouth

Route 28 (14,657 VPD)

Oaks Bluffs Ferry to Falmouth  
Falmouth to Oaks Bluffs Ferry

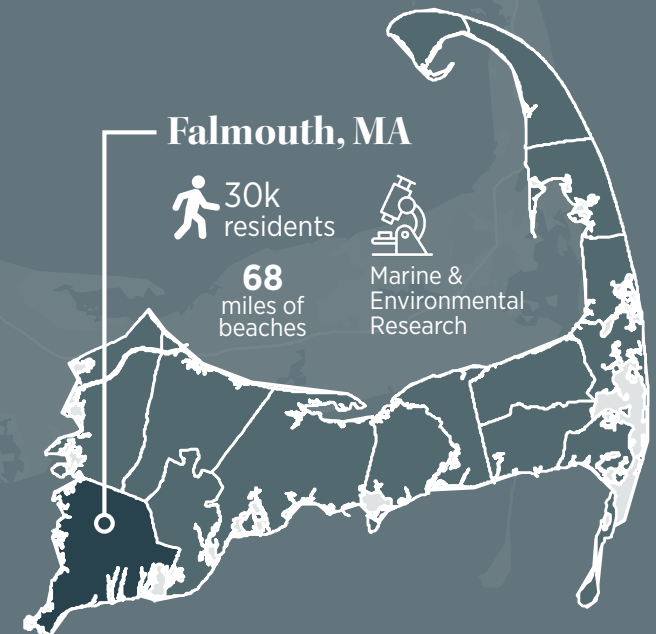
Menauhant Beach





## Falmouth, MA

Falmouth, Massachusetts, located on the southwestern tip of Cape Cod, boasts a population of approximately 30,000 residents. Known for its scenic coastal beauty and historical charm, Falmouth has seen steady economic growth, particularly in the tourism, marine science, and healthcare sectors. The presence of institutions like the Woods Hole Oceanographic Institution and Marine Biological Laboratory underscores the town's prominence in marine and environmental research. Additionally, the Falmouth Hospital is a key healthcare provider in the region. Commercial real estate development in Falmouth has been dynamic, with investments in both residential and commercial properties to cater to the influx of seasonal tourists and the needs of permanent residents. The development includes boutique hotels, retail shops, and mixed-use properties that blend commercial and residential spaces, enhancing the town's appeal as a vibrant, year-round community.





URGENT CARE

## ConvenientMD

ConvenientMD is a rapidly growing urgent care provider with numerous locations across the northeastern United States. Established in 2012, the company aims to offer high-quality, efficient, and affordable medical care for non-life-threatening conditions. ConvenientMD clinics are open seven days a week with extended hours, ensuring accessible healthcare services for patients when they need it most. The clinics provide a wide range of services, including treatment for illnesses and injuries, physical exams, vaccinations, and on-site lab testing and X-rays. Staffed by experienced medical professionals, ConvenientMD focuses on delivering compassionate care with minimal wait times. The company has earned a strong reputation for its patient-centered approach and commitment to improving community health. By offering an alternative to crowded emergency rooms, ConvenientMD helps reduce healthcare costs and provides a convenient option for immediate medical needs.

**2012** FOUNDED

**Portsmouth, NH** HEADQUARTERS

**Corporate** GUARANTY

**47** LOCATIONS





<b>LESSEE</b>	ConvenientMD			
<b>LAND</b>	0.72 Acres (31,363 SF)			
<b>LEASE TERM</b>	Fifteen (15) Years			
<b>RENT COMMENCEMENT DATE</b>	November 6, 2018			
<b>EXPIRATION DATE</b>	November 30, 2033			
<b>BASE RENT</b>	<b>PERIOD (LEASE YEARS)</b>	<b>ANNUAL</b>	<b>MONTHLY</b>	<b>\$/SF/YEAR</b>
<b>LEASE YEARS 1-5</b>	11/6/2018-11/30/2023	\$219,257	\$18,271	\$43.00
<b>LEASE YEARS 6 - 10 (CURRENT TERM)</b>	12/1/2023 - 11/30/2028	\$243,375	\$20,281	\$47.73
<b>LEASE YEARS 11 - 15 (11% INCREASE)</b>	12/1/2028 - 11/30/2033	\$270,145	\$22,512	\$52.98
<b>Option 1</b>	12/1/2033 - 11/30/2038	\$299,821	\$24,985	\$58.80
<b>Option 2</b>	12/1/2038 - 11/30/2043	\$332,812	\$27,734	\$65.27
<b>Option 3</b>	12/1/2043 - 11/30/2048	\$369,423	\$30,785	\$72.45
<b>Option 4</b>	12/1/2048 - 11/30/2053	\$410,062	\$34,172	\$80.42
<b>SECURITY DEPOSIT</b>	Tenant shall be obligated to provide a security deposit (the "Security Deposit") in an amount equal to \$54,223.00 upon the execution of this Lease. Assuming Tenant has timely paid all amounts due under this Lease and is not otherwise then in default hereunder, Landlord shall, upon Tenant's written request, return \$18,074.33 to Tenant on the first month of each anniversary of the Rent Commencement Date through the third anniversary of the Rent Commencement Date, at which point such Security Deposit shall have been returned to Tenant.			
<b>SIGNATOR/GUARANTOR</b>	ConvenientMD, LLC (Corporate)			
<b>RENEWAL TERM(S)</b>	Four (4), Five (5) Year Renewal Options			
<b>REQUIRED PARKING</b>	Landlord shall provide Tenant with the exclusive use of all of the parking on the Property, as shown on the Site Plan attached hereto as Exhibit A. Tenant, at its cost and expense, shall have the right to enforce parking rights and have any violators towed. Landlord shall not limit parking available to Tenant in any way or put any limitation on Tenant's ability to use the parking area on the Property.			
<b>USE RESTRICTIONS</b>	From and after the Effective Date, Landlord covenants and agrees that, for so long as Tenant is not in default under this Lease (beyond any notice or cure period), it will not use or allow any other party, except by written consent of the Tenant, to use the Premises or any other property owned by Landlord within two (2) miles of the Premises for (i) medical services for episodic medical events, including walk-in medical services or urgent care medical services for illness or injury (the "Exclusive Use").			

<b>TERMINATION OPTION(S)</b>	None.
<b>REAL ESTATE TAXES</b>	Commencing on the Rent Commencement Date and throughout the Initial Term and any Renewal Term(s) hereof, Tenant shall pay, as Additional Rent, all of the real estate taxes related to the Premises and any improvements on the Premises (collectively, the Taxes").
<b>COMMON AREA EXPENSES</b>	Tenant shall maintain, repair and replace the Premises utility systems, HVAC systems, parking areas, driveways, walk ways, landscaping and other improvements on the Premises in good repair and in a clean, safe condition. Tenant shall keep the Premises brightly and professionally lit, keep the landscaping professionally trimmed, clean the Premises of trash and rubbish, and arrange for the collection of trash and garbage generated by tenants of the Building. If an item is not a Landlord Obligation, Tenant is responsible for the repair, maintenance and/or replacement of such item. Landlord shall be solely responsible for the Landlord Obligations; provided if the footings, foundation or structural bearing walls of the Building are damaged by Tenant or Tenant's contractor, Tenant shall reimburse Landlord, within thirty (30) days of demand, for the cost and expense of any such repair or restoration.
<b>REPAIRS &amp; MAINTENANCE</b>	Except for Landlord Obligations (as defined herein), Tenant shall maintain, repair and replace the Premises (and all elements and components thereof) and be responsible for all costs associated therewith. It is intended that following the Delivery Date and during the Term that this Lease be "triple net" to Landlord, as more fully described in the body of this Lease. For purposes hereof, Landlord Obligations shall be limited to the repair and maintenance of the footings, foundation (with the slab floor not considered part of the foundation) and structural bearing walls of the Building.
<b>UTILITIES</b>	Tenant shall pay all charges for water, gas and electric utilities supplied to the Premises during the Initial Term and any Renewal Term(s) of this Lease (collectively, the "Utility Expenses"). All utilities supplied to the Premises shall be separately metered and paid directly by Tenant.
<b>INSURANCE</b>	Tenant shall, at its expense, take out and maintain, throughout the Term of this Lease, the following insurance: Commercial General Liability Insurance, Worker's Compensation Insurance, Special Form Property Insurance, Business Income and Extra Expense Income covering twelve months' Rent, Building Insurance covering full replacement cost of the Building.
<b>ASSIGNMENT, SUBLETTING &amp; GO DARK</b>	So long as Tenant is not in default under this Lease, Tenant may assign its interest in this Lease or sublet all, but not less than all, of the Premises with the consent of the Landlord (on not less than twenty (20) days prior written notice to Landlord and which consent of Landlord shall not be unreasonably withheld, delayed or conditioned).
<b>ESTOPPEL CERTIFICATE</b>	None.
<b>HOLDING OVER</b>	If Tenant or any party claiming under Tenant remains in possession of the Premises or any part thereof after the expiration of this Lease without Landlord's written consent, no tenancy or interest in the Premises will result, Tenant shall be deemed a "tenant-at-sufferance", and such action shall result in Landlord's immediate right to the immediate eviction and removal of Tenant from the Premises, provided that for each day Tenant remains within the Premises, Tenant shall pay to Landlord an occupancy charge equal to one hundred fifty percent (150%) of the sum of (i) the per diem Base Rent otherwise payable by Tenant during the last month of the Term then expiring, plus (ii) the per diem amount of Taxes and other Additional Rent which was payable by Tenant in the last month of the Term then expiring.





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Exclusively Offered By



### **PRIMARY DEAL CONTACTS**

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