



**FRESENIUS
KIDNEY CARE**

208 ASHLEY AVE
WEST SPRINGFIELD, MA

CONFIDENTIAL
OFFERING MEMORANDUM



**OFFERED
FOR SALE**

\$4,283,000 | 7.00% CAP

EXECUTIVE SUMMARY

Atlantic Capital Partners has been exclusively engaged to solicit offers for sale of Fresenius Medical Care, West Springfield, MA. This 16,862 SF medical office asset has been 100% occupied by Fresenius Medical Care since 1997 and is strategically positioned along Route 20, a high traffic corridor in one of Western Massachusetts' most established suburban communities. The property serves as a mission-critical dialysis clinic, reinforcing Fresenius's long-term operational commitment to the site.


Situated at 208 Ashley Ave in West Springfield, Massachusetts, is a 16,862 square foot medical office building sitting on approximately 3.54 acres. The asset is 100% leased to Fresenius Medical Care under a NN lease structure, with the landlord responsibilities limited to the roof, structure and parking lot. The lease commenced in 1997, and is set to expire in 2030, offering over 5 Years of remaining lease term. The tenant holds 4 additional five-year renewal options. Fresenius is currently paying \$293,905, with 2% annual rental increases throughout the primary and option and terms.

NOI	\$299,783
CAP	7.00%
PRICE	\$4,283,000

ASSET SNAPSHOT

Tenant Name	Fresenius Medical Care
Address	208 Ashley Ave, West Springfield, MA
Building Size (GLA)	16,862 SF
Land Size	3.54 AC
Year Built	1997
Guarantor	Corporate
Lease Type	NN
Landlord Responsibilities	Roof, Structure & Parking Lot
Lease Expiration Date	11/30/2030
Remaining Term	4 x 5 Year Options
NOI	\$299,783

RENT SCHEDULE	TERM	ANNUAL RENT
Current Term	12/1/2024 - 11/30/2025	\$293,905
Current Term	12/1/2025 - 11/30/2026	\$299,783
Current Term	12/1/2026 - 11/30/2027	\$305,779
Current Term	12/1/2027 - 11/30/2028	\$311,894
Current Term	12/1/2028 - 11/30/2029	\$318,132
Current Term	12/1/2029 - 11/30/2030	\$324,495
1st Extension Term	12/1/2030 - 11/30/2035	FMV
2nd Extension Term	12/1/2035 - 11/30/2040	FMV
3rd Extension Term	12/1/2040 - 11/30/2045	FMV
4th Extension Term	12/1/2045 - 11/30/2050	FMV

 **85,491** PEOPLE
IN 3 MILE RADIUS

 **\$73,496** AHHI
IN 3 MILE RADIUS

 **4,595** VPD
ON ASHLEY AVE





**CORPORATE GUARANTY
FROM INVESTMENT
GRADE TENANT**

Fresenius Medical Care, a global healthcare company with a strong credit rating, provides a corporate guaranty, offering long-term income security



**ANNUAL RENTAL
INCREASES PROVIDE
HEDGE AGAINST INFLATION**

The lease includes 2% annual rent increases, delivering predictable NOI growth and protection against inflation



**5+ YEARS OF
TERM REMAINING**

Over 5 years of remaining lease term, with four additional 5-year renewal options, ensuring long-term occupancy stability



**STRATEGIC LOCATION IN
WESTERN MASSACHUSETTS**

Located on Ashley Ave in West Springfield, the property gains regional access to I-91 (78,078 VPD), and the Massachusetts Turnpike (26,675 VPD)



**DENSE RETAIL &
RESIDENTIAL TRADE AREA**

Positioned in a well-established suburban area surrounded by national retailers and residential communities, the property benefits from consistent local traffic and community demand

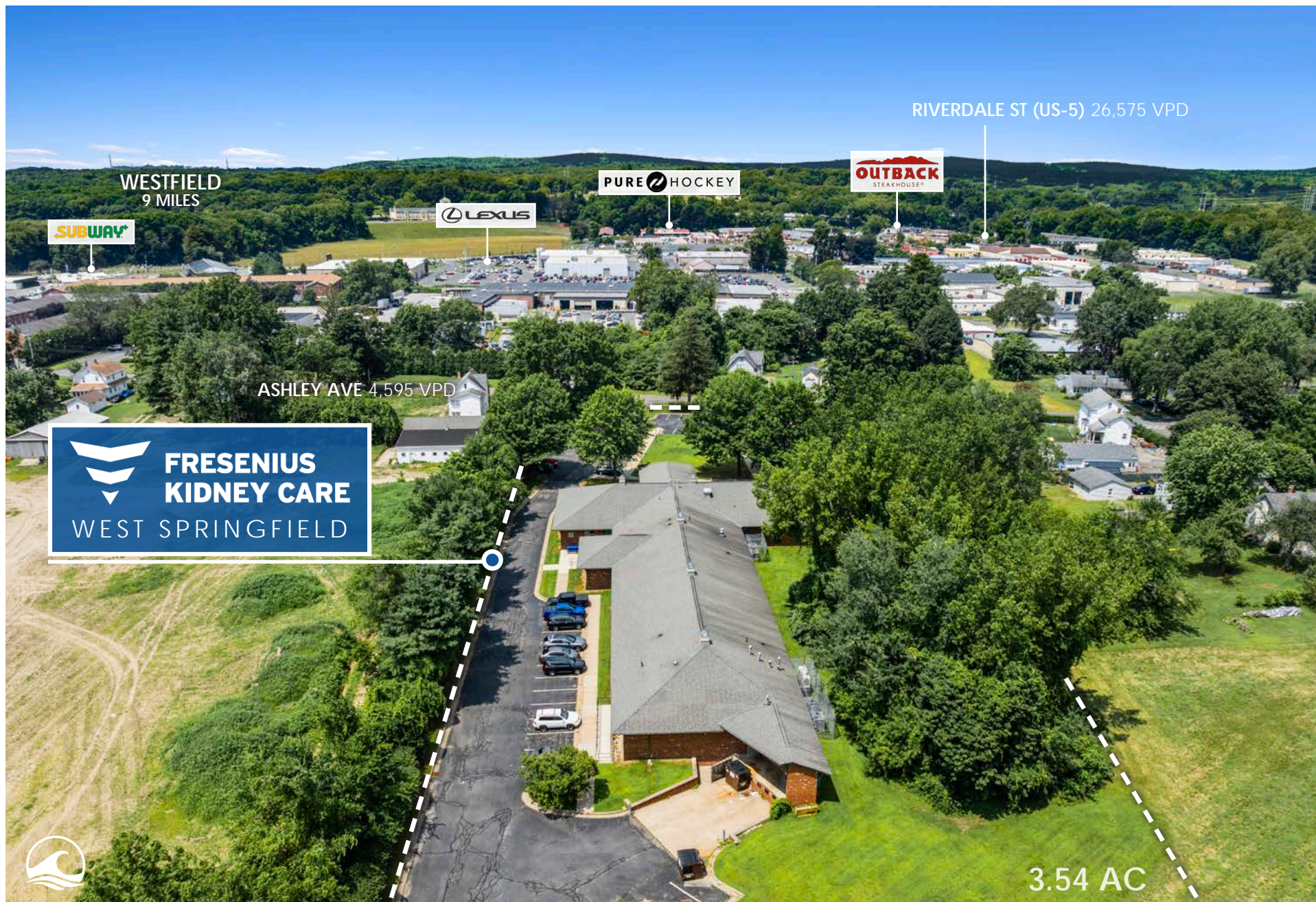


**ESSENTIAL
HEALTHCARE FACILITY**

As a dialysis clinic, the facility plays a critical role in Fresenius's treatment network, making it a stable, long-term operating location with low tenant relocation risk



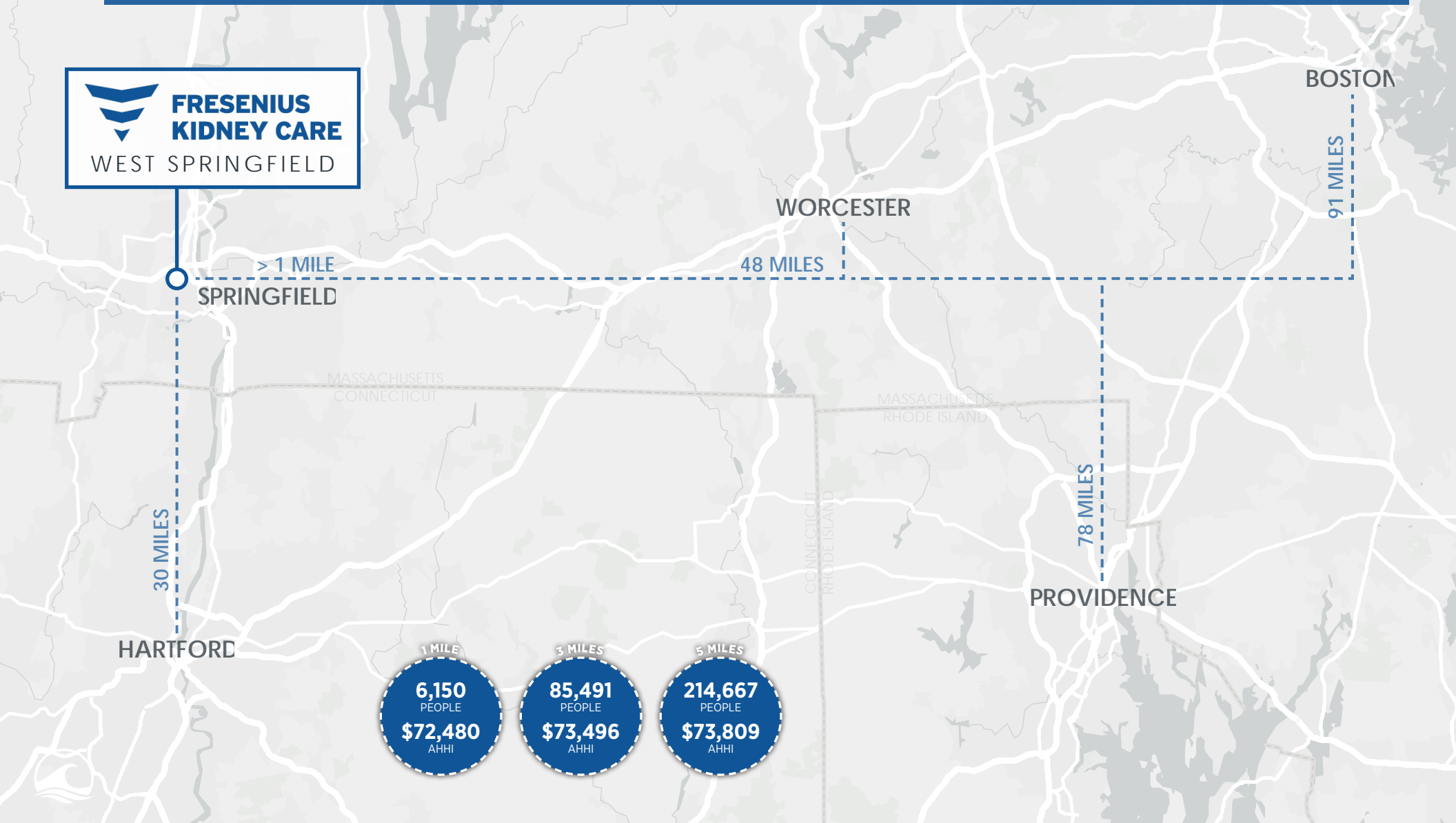








West Springfield, Massachusetts, is a dynamic suburban community located in Hampden County, just across the Connecticut River from Springfield and approximately 90 miles west of Boston. With a population of roughly 28,000 residents, West Springfield combines suburban convenience with close proximity to one of Western Massachusetts' largest urban centers. The town offers a well-balanced blend of residential neighborhoods, retail corridors, and commercial zones, making it an attractive destination for both families and businesses. The real estate market in West Springfield has remained steady, supported by its strategic location, access to major highways (including I-90 and Mass Pike), and ongoing regional development. The town benefits from strong demand for healthcare, industrial, and service-oriented properties, driven by its diverse economy and central location within the Springfield MSA. The area has also seen consistent investment in infrastructure and redevelopment, contributing to a positive long-term outlook for property values. With its strategic location, stable real estate market, and strong regional connectivity, West Springfield offers a compelling environment for real estate investment and economic growth.





Fresenius Medical Care is the world's leading provider of products and services for individuals with chronic kidney failure, serving over 345,000 patients through a global network of more than 4,000 dialysis clinics. Headquartered in Bad Homburg, Germany, and publicly traded on both the Frankfurt Stock Exchange and the New York Stock Exchange, Fresenius has built a trusted reputation for delivering high-quality life-sustaining treatment for patients around the world. Founded in 1996 through the merger of Fresenius Worldwide Dialysis and National Medical Care, Fresenius Medical Care has since **grown into a vertically integrated healthcare organization. The company not only operates dialysis clinics but also manufactures dialysis machines, filters, and related supplies**, allowing it to maintain strict control over the quality and consistency of its services and products. In the United States, Fresenius operates more than 2,600 outpatient dialysis centers and employs over 70,000 people. The company's continued expansion across suburban and urban markets is driven by increasing demand for dialysis services due to rising rates of diabetes, hypertension, and chronic kidney disease. **Fresenius Medical Care's presence at 208 Ashley Ave in West Springfield reflects its commitment to providing essential healthcare services in high-need areas. As a mission-critical facility within Fresenius's national network, this location supports the company's broader goal of improving patient outcomes and delivering compassionate structure.** Fresenius represents highly stable and secure tenant investors seeking reliable income from healthcare real estate.

FRESENIUS KIDNEY CARE QUICK FACTS

Founded:	1996
Headquarters:	Waltham, MA
Ownership:	Public
Locations:	2,600+
Guaranty:	Corporate



LESSEE:		Fresenius Medical Care		
LAND:		3.54 Acres		
LEASE TERM:		Twenty (20) Years		
RENT COMMENCEMENT DATE:		December 1, 1996		
EXPIRATION DATE:		November 30, 2030		
BASE RENT:	PERIOD (LEASE YEARS)	ANNUAL	MONTHLY	PSF
Current Term	12/1/2024 - 11/30/2025	\$293,905	\$24,492	\$17.43
Current Term	12/1/2025 - 11/30/2026	\$299,783	\$24,982	\$17.78
Current Term	12/1/2026 - 11/30/2027	\$305,779	\$25,482	\$18.13
Current Term	12/1/2027 - 11/30/2028	\$311,894	\$25,991	\$18.50
Current Term	12/1/2028 - 11/30/2029	\$318,132	\$26,511	\$18.87
Current Term	12/1/2029 - 11/30/2030	\$324,495	\$27,041	\$19.24
1st Extension Term	12/1/2030 - 11/30/2035	FMV	--	--
2rd Extension Term	12/1/2035 - 11/30/2040	FMV	--	--
3rd Extension Term	12/1/2040 - 11/30/2045	FMV	--	--
4th Extension Term	12/1/2045 - 11/30/2050	FMV	--	--
SIGNATOR/GUARANTOR:		Corporate		
RENEWAL TERM(S):		Tenant has four (4) five (5) year renewal options.		
REQUIRED PARKING:		Tenant shall have the right to use the parking area adjoining the Demised Premises [Lease Section 28]		
USE RESTRICTIONS:		Tenant shall use the Premises as a medical office and may not use it for any other purpose without Landlord's prior written consent, which shall not be unreasonably withheld if the new use is permitted by zoning; all signage must comply with applicable laws and have Landlord's approval. [Lease Section 3]		
TERMINATION OPTION(S):		None.		
REAL ESTATE TAXES:		Tenant shall pay for all real estate taxes assessed to the parcel [Lease Section 7(b)]		
COMMON AREA EXPENSES:		Refer to Repairs & Maintenance Section.		
REPAIRS & MAINTENANCE:		Landlord is responsible for maintaining structural elements, roof, parking lots, access driveways, and sidewalks, including snow and ice removal; Tenant shall maintain, at its expense the interior of the Premises, all fixtures, improvements, parking areas, and driveways in good order, repair, and cleanliness. [Lease Section 11]		
UTILITIES:		Cost of all utilities servicing the Demised Premises including, without limitation, gas, steam, water, electricity, sewer charges, heating & AC. [Lease Section 7(b)]		
INSURANCE:		Landlord shall maintain property insurance for the Premises, while Tenant shall insure its contents, maintain Comprehensive General Liability Insurance with \$2M per occurrence and aggregate limits for bodily and personal injury, \$1M for property damage, and carry statutory worker's compensation; Tenant must name Landlord as an additional insured and provide certificates evidencing coverage with 20 days' notice of cancellation. [Lease Section 14]		
ASSIGNMENT, SUBLETTING & GO DARK:		Tenant may not assign, transfer, sell, mortgage, pledge, or sublet any part of the Premises without prior written consent from Landlord; consent does not release Tenant from liability, and Lease terms bind all heirs, successors, and assigns. [Lease Section 16]		
ESTOPPEL CERTIFICATE:		Tenant and Landlord each agree, at any time and from time to time upon not less than ten (10) days prior to written notice by the other part to execute an Estoppel Certificate. [Lease Section 21]		
Holding Over:		If Tenant holds over after lease expiration, Rent increases to 200% of the last year's Rent, with no rights granted unless Landlord consents in writing; Tenant is also liable for all damages, including consequential damages, resulting from the holdover. [Lease Section 26]		

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WEST SPRINGFIELD, MA



**FRESENIUS
KIDNEY CARE**

Exclusively Offered By



PRIMARY DEAL CONTACTS

DANNY GRIFFIN

Vice President

781.635.2449

dgriffin@atlanticretail.com

ERIC SUFFOLETTO

Managing Director & Partner

508.272.0585

esuffoletto@atlanticretail.com

KENDRA DOHERTY

Analyst

857.400.1568

kdoherthy@atlanticretail.com

BROKER OF RECORD:

Bryan Anderson

#9040601

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This Offering Memorandum has been prepared by Atlantic Capital Partners ("ACP") for use by a limited number of prospective investors of Fresenius Kidney Care - West Springfield, MA (the "Property") and is not to be used for any other purpose or made available to any other person without the express written consent of the owner of the Property and ACP. All information contained herein has been obtained from sources other than ACP and neither Owner nor ACP nor their respective equity holders, officers, employees and agents makes any representations or warranties, expressed or implied, as to the accuracy or completeness of the information contained herein. Further, the Offering Memorandum does not constitute a representation that no change in the business or affairs of the Property or the Owner has occurred since the date of the preparation of the Offering Memorandum. This Offering Memorandum is the property of Owner and Atlantic Capital Partners and may be used only by prospective investors approved by Owner and Atlantic Capital Partners. All analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the recipient. ACP and Owner and their respective officers, directors, employees, equity holders and agents expressly disclaim any and all liability that may be based upon or relate to the use of the information contained in this offering Memorandum.