

**AVISON
YOUNG**



Offering Memorandum

206 OXFORD ROAD | NEW ALBANY, MISSISSIPPI

Medical Office Sale-Leaseback Opportunity



MITIAS
ORTHOPAEDICS

206 Oxford Road | New Albany, MS

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Executive Summary

THE OPPORTUNITY

Avison Young (“AY”) has been exclusively retained by Mitias Orthopaedic and Sports Medicine (“Mitias”) to solicit proposals for the sale of the Single Tenant Net-Leased Medical Office Portfolio (the “Properties”). The Properties consist of two (2) separate buildings. The main building is a two-story clinic building and the second building is a single-story garden style physical therapy building. Both buildings comprise approximately 12,818 square feet.

Mitias is located at 206 Oxford Road in New Albany, MS and serves all of North Mississippi as well as West Tennessee and Northwest Alabama. With over 100 years of combined clinical and surgical experience, they are one of the South’s leading orthopedic clinics. Mitias specializes in broken bones, sprained ankle, ultra-sound injections, x-ray, sports medicine and all bone related injury.

THE OFFERING

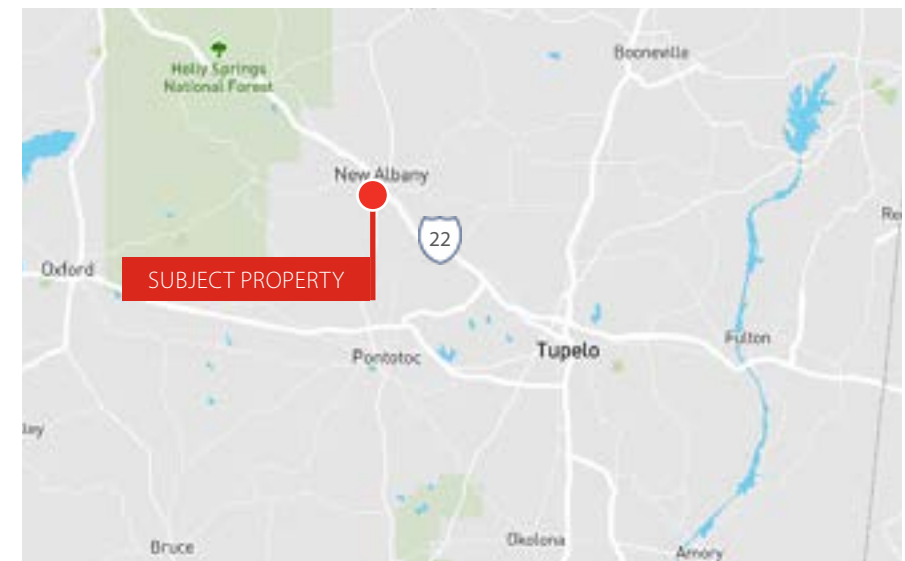
This offering provides a unique opportunity to acquire Properties subject to a fifteen (15) year absolute triple-net lease to Mitias, one of the largest and most successful medical practices, in the Mississippi markets. The investment offers significant, predictable cash flow from a leading medical group plus the potential for increased real estate value as the lease matures.



OFFERING AT A GLANCE

Address	206 Oxford Road New Albany, MS 38652
Number of Buildings	2
Total SF	12,818 sf
Total Acreage	2.8 acres
Lease Structure	Absolute NNN
Lease Expiration	15 year term from Lease Execution
Net Operating Income	\$166,634.00
Offering Price	\$2,300,000
Offering Price Per SF	\$179 PSF
Cap Rate	7.24%

LOCATION



Investment Highlights

CREDIT

Properties are 100% leased to Mitias. Mitias is the most successful and largest Orthopaedics and Sports Medicine practice in the Mississippi area, boasting two physicians, four nurse practitioners, and produces approximately \$3.0 million in annual revenues.

LONG-TERM COMMITMENT

The Subject Medical Properties were built for Mitias in order to fit the needs of its practice and strategic growth within its target customer markets, evidencing a long-term commitment.

MARKET

Unlike many communities its size, New Albany is fortunate to have modern health care facilities with Baptist Memorial Hospital-Union County. At a time when many community hospitals are closing their doors, Baptist continues to expand its range of services, specialties, and physician base. The emergency department treats approximately 30,000 people annually, and includes trauma rooms, isolation rooms, and vertical waiting area. The Women's Center features 10 labor/delivery/recovery suites, 18 postpartum rooms, Cesarean delivery suites, expanded nursery and waiting room. Each year, nearly 1,000 babies are born at Baptist Union County. Baptist Memorial Hospital-Union County is a part of the Baptist Memorial Health Care Corporation, named one of the Top 100 Integrated Health Care Systems in the country. Baptist Memorial Hospital-Union County has an overall economic impact of more than \$82 million.

LOCATION

Union County lies in the northeastern portion of Mississippi and contains approximately 415 square miles. It is bordered on the north by Benton and Tippah Counties, on the east by Prentiss and Lee Counties, on the south by Pontotoc County, and on the west by Lafayette and Marshall Counties. New Albany, Union County's largest municipality and County Seat, is centrally located in the county. New Albany is approximately 75 miles from Memphis, Tennessee; 165 miles from Birmingham, Alabama; 185 miles from Jackson, Mississippi; and 200 miles from Nashville, Tennessee.

LEASE ECONOMICS

This fifteen year highly-passive lease structure provides prospective landlords with stable and increasing cash flows for years to come as the tenant is responsible for all repairs and replacements. There is to be two 5-year options to renew at full market value.

Tenant Overview

MITIAS ORTHOPAEDICS

Mitias Properties are strategically located in New Albany allowing them to provide quality and convenient services to its patients. Mitias Orthopaedics and Sports Medicine is located at 206 Oxford Road in New Albany, MS and serves all of North Mississippi as well as West Tennessee and Northwest Alabama. With over 70 years of combined clinical and surgical experience, they are one of the South's leading orthopedic clinics. We specialize in broken bones, sprained ankle, ultra-sound injections, x-ray, sports medicine and all bone related injury.

Originally from Waterloo, Ontario, Canada, Dr. Johnny Mitias moved to Jackson, MS as a child where he finished High School and obtained his undergraduate from Millsaps College. From there, he obtained his medical degree from the University of Mississippi and continued on with residency at Campbell Clinic Orthopaedics in Memphis, TN. Since residency in 1998, Dr. Mitias has been serving the New Albany

and North Mississippi/West Tennessee regions through Mitias Orthopaedics. With strong roots in this great area of the country, he has been caring for people, from all walks of life, with expertise and experience. Mitias has satellite locations throughout Mississippi for his practice in cities such as Oxford, Olive Branch, Southaven, Tupelo, Holly Springs, Corinth and Starkville. Mitias also has hospital affiliations with Baptist Memorial Hospital-Union County and Baptist Memorial Hospital-Desoto County.



Tenant Overview

CAPABILITIES

EXPERIENCE

Mitias Orthopaedics and Sports Medicine has literally a century of combined experience. With over 20 years of experience on average, patients can be confident their orthopaedic care is in good hands.

SIZE

Mitias Orthopaedics and Sports Medicine is the largest group of orthopaedics in the area and among the largest in Mississippi with eight (8) locations, they have an office conveniently near where their patients live and work.

TECHNOLOGY

Mitias Orthopaedics and Sports Medicine offers state-of-the-art equipment and techniques.

NON-SURGICAL SOLUTIONS

Over 97% of Mitias Orthopaedics and Sports Medicine patients are seen without being referred to surgery. Mitias' doctors and clinicians always try to find a non-surgical route in getting you back to a healthy lifestyle.

CONVENIENCE

Mitias Orthopaedics covers a vast amount of conditions regarding fractures, sports injuries, joint replacement amongst others. Mitias provides same day appointments and on-site x-rays. All of their services cost patients and their insurance company less than those provided at the hospital.



Property Overview

CONSTRUCTION

Basic Construction	Wood frame with concrete slab
Foundation	Concrete slab
Framing	Wood frame
Stories	2/1
Exterior Walls	Brick veneer, cement fiber siding
Roof Structure	Asphalt shingle
Number of Buildings	2

MECHANICAL

Heating and Cooling	All central units
Electrical Service	New Albany Light Gas and Water
Fire Protection	Above average sprinkler system

INTERIOR

Floor Coverings	Finished concrete
Walls	Sheetrock
Ceilings	Acoustical tile
Lighting	Fluorescent fixtures

SITE IMPROVEMENTS

Onsite Paving	Approximately 1,000 sf of concrete paving
Landscaping	Well maintained landscaping with sod and shrubs along Oxford Road

Property Overview

PROPERTY PHOTOS



Property Overview

PROPERTY PHOTOS



Property Overview

AREA AMENITIES



Property Overview

DEMOGRAPHICS

	1-MILE	3-MILE	5-MILE
2024 Projection	2,525	9,598	14,012
2019 Total Population	2,422	9,347	13,635
2019-2024 Compound Annual Change	0.6%	0.4%	0.4%
2010-2019 Compound Annual Change	0.8%	0.5%	0.5%
2010 Population	2,126	8,852	12,957

HOUSEHOLDS

2024 Projection	893	3,567	5,230
2019 Households	858	3,483	5,101
2010 Households	755	3,334	4,887
2019-2024 Annual Rate	0.8%	0.4%	0.5%

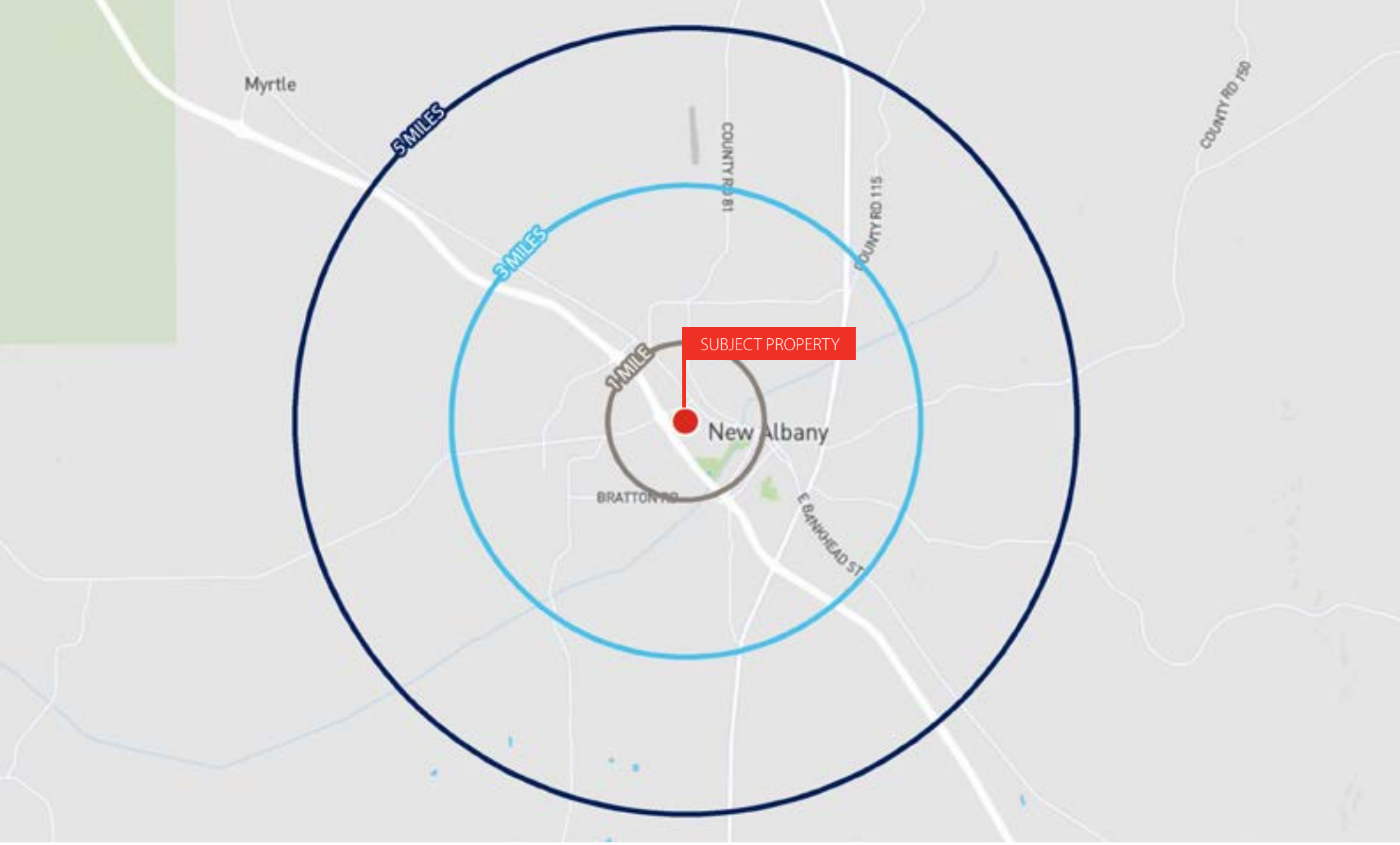
INCOME

2019 Median HH Income	\$37,593	\$41,318	\$40,796
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RACE (2019)

White Alone	60.9%	61.8%	69.1%
Black Alone	29.7%	29.7%	23.7%
American Indian/Alaska Native Alone	0.4%	0.3%	0.3%
Asian Alone	0.5%	0.3%	0.3%
Hawaiian/Pacific Islander Alone	0.0%	0.0%	0.0%
Some Other Race Alone	5.6%	5.2%	4.3%
Two or More Races	2.9%	2.7%	2.3%
Hispanic Origin (Any Race)	8.7%	7.9%	6.5%

Property Overview



Location Overview

NEW ALBANY, MISSISSIPPI



Known as the “fair and friendly city,” New Albany is situated in the rolling hills of Northern Mississippi, just an hour south of Memphis. The population was 8,034 at the 2010 census, and has since grown to an estimated 8,761 as of 2018. New Albany is the county seat of Union County, formed from parts of the neighboring Lee, Pontotoc, and Tippah Counties in 1870. The largest surrounding cities are Tupelo, Memphis, Birmingham, and Nashville.



New Albany is quickly becoming a hotspot for those looking for an active environment. Home to the BNA Sportsplex, UTSA award-winning tennis facilities, a brand new 44-mile trail ride, and a disc golf course, there is endless opportunity in the great outdoors of New Albany. The city’s most notable feature is arguably the vibrant downtown area, full of antique stores, speciality shops, and boutiques.

The economy of New Albany, MS employs 3.27k people. The largest industries in New Albany, MS are Manufacturing (1,066 people), Educational Services (467 people), and Retail Trade (387 people), and the highest paying industries are Public Administration (\$71,058), Professional, Scientific, & Technical Services (\$70,724), and Transportation & Warehousing, & Utilities (\$48,750). New Albany is also home to a regional medical center, increasing the population’s opportunity for employment.



Partnership. Performance.

To discuss, please contact: **CAPITAL MARKETS GROUP**

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