



SMILE POINT DENTAL GROUP

620 E San Patricio Ave Mathis, TX 78368

NEW 10 YEAR NNN LEASE | 8.25% CAP | 2.00% ANNUAL INCREASES | 25+ LOCATION DSO



MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

OFFERING MEMORANDUM

EXCLUSIVELY LISTED BY



ANTONIO DIONA

SENIOR ASSOCIATE

Direct +1 (818) 923-6366

Mobile +1 (818) 442-4722

antonio.diona@matthews.com

License No. 02037030 (CA)



RAHUL CHHAJED

Senior VP & Senior Director

Direct +1 (949) 432-4513

Mobile +1 (818) 434-1106

rahul.chhajed@matthews.com

License No. 01986299 (CA)



MICHAEL MORENO

Senior VP & Senior Director

Direct +1 (949) 432-4511

Mobile +1 (818) 522-4497

michael.moreno@matthews.com

License No. 01982943 (CA)

BROKER OF RECORD

PATRICK GRAHAM

License No. 9005919 (TX)

ANTONIO DIONA, RAHUL CHHAJED, & MICHAEL MORENO (In conjunction with Matthews Real Estate Investment Services, Inc., a cooperating foreign broker for this listing pursuant to Section 535.4(b) of the Texas Administrative Code)





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SmilePoint Dental

 **PRICE**
\$756,364

 **NOI**
\$62,400

 **GLA**
±2,600 SF

 **CAP RATE**
8.25%

 **LEASE TERMS**
±10 YEARS

PROPERTY OVERVIEW

Property Name	SmilePoint Dental Group
Address	620 E San Patricio Ave, Mathis, TX 78368
Property Size	±2,600 SF
Year Built	1993
Occupancy	100%
Property Type	Healthcare
Ownership Type	Fee-Simple





INVESTMENT HIGHLIGHTS

Smilepoint Dental Group | 25+ Locations | Expanding DSO

Smilepoint, based in Houston, TX, is a rapidly expanding DSO with 25+ offices across Texas and New Mexico. Their mission is to provide the highest quality dental care to their communities in a family like environment.

Single Tenant Healthcare Investment | New 10 Year NNN Lease | 2% Annual Increases

This deal features a brand new 10-year lease executed at closing. The lease feature three (3), five (5) year options to extend, and 2% annual rental increases, providing a future owner with a boost in cash flow and a hedge against inflation throughout the life of their investment.

8.25% Cap Rate | High Yield Investment Opportunity | Small Price Point

This deal is offered at an 8.25% cap rate – rare to find with a brand new 10-year term leased to a proven regional operator. With 2% annual increases, this brings the return to over 9.03% over the initial 10 year term.

NNN Leases with Minimal Landlord Responsibilities

There are minimal landlord responsibilities throughout the lease term, offering a passive investment for both local and national investors.

Specialized Use IDSO Tenancy Resistant Asset Class

A new landlord reaps the benefits of a specialized healthcare tenancy and further layer of security as healthcare facilities rarely relocate due to the difficulty of retaining the same patients in a new location, and the high cost of moving. This location offers multiple service lines including Family Dentistry, Pediatric Dentistry, Dentures, Dental Implants, Orthodontics and Invisalign, etc.

H-E-B Shadow Anchored | Ideal Main Road Location | High Visibility

This site is ideally positioned directly across from the main grocer in Mathis, H-E-B. This constantly drives traffic through the location, allowing the practice to benefit from brand awareness and walk-in business, crucial to the success of outpatient healthcare facilities.

\$156 Billion Dollar Industry

Dentistry is one of the largest industries in healthcare and grows by an average of 2.4% annually.

INVESTMENT SUMMARY

List Price	\$756,364
NOI	\$62,400
Cap Rate	8.25%
Price PSF	\$290.91
Rent PSF	\$24.00

LEASE ABSTRACT

Tenant Name	Smilepoint Dental Group
Ownership Type	Fee-Simple
Lease Guarantor	Corporate
SF Leased	±2,600
Occupancy	100%
Initial Term	10 Years
Rent Commencement	Close of Escrow
Lease Expiration	10 Years from Close of Escrow
Lease Term Remaining	±10 Years
Base Rent	\$62,400
Rental Increases	2.00% Annually
Renewal Options	Three, 5 Year Options
Expense Structure	NNN
Landlord Responsibilities	Roof and Structure
Tenant Responsibilities	Taxes, Insurance, CAM
Insurance	Tenant
Taxes	Tenant



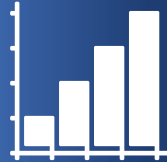
BUILDING SIZE
±2,600 SF



REMAINING LEASE TERMS
±10 YEARS



LEASE RATE
\$24.00/SF



IN-PLACE NOI
\$62,400

ANNUALIZED OPERATING DATA

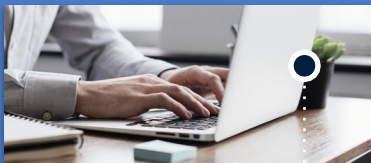
Year	Monthly Rent	Annual Rent	Rent/SF	Increase	Cap Rate
1	\$5,200.00	\$62,400.00	\$24.00	-	8.25%
2	\$5,304.00	\$63,648.00	\$24.48	2.00%	8.41%
3	\$5,410.08	\$64,920.96	\$24.97	2.00%	8.58%
4	\$5,518.28	\$66,219.38	\$25.47	2.00%	8.75%
5	\$5,628.65	\$67,543.77	\$25.98	2.00%	8.93%
6	\$5,741.22	\$68,894.64	\$26.50	2.00%	9.11%
7	\$5,856.04	\$70,272.53	\$27.03	2.00%	9.29%
8	\$5,973.17	\$71,677.99	\$27.57	2.00%	9.48%
9	\$6,092.63	\$73,111.55	\$28.12	2.00%	9.67%
10	\$6,214.48	\$74,573.78	\$28.68	2.00%	9.86%



SMILEPOINT DENTAL

SmilePoint Dental is a modern dental practice focused on providing comprehensive oral care in a welcoming and patient-friendly environment. Their team of experienced professionals offers a wide range of services, including general dentistry, cosmetic procedures, and orthodontics, ensuring that all patients receive personalized treatment tailored to their unique needs. With a commitment to utilizing the latest technology and techniques, SmilePoint Dental aims to enhance patient comfort and improve outcomes, making dental visits a positive experience.

In addition to their clinical services, SmilePoint Dental emphasizes education and preventive care, helping patients understand the importance of oral health. The practice fosters a community-centric approach, encouraging open communication and building lasting relationships with patients. Their inviting atmosphere, combined with a focus on compassionate care, positions SmilePoint Dental as a trusted choice for individuals and families seeking quality dental services.



Website

smilepointdentalnm.com



Locations

25+



Number of Employees

300+



Headquarters

Houston, Texas





± 23,200 VPD



 **MATHIS HIGH SCHOOL**
430 STUDENTS



 **MATHIS MIDDLE SCHOOL**
319 STUDENTS




SUBJECT PROPERTY 



E SAN PATRICIO AVE

 **MATHIS INTERMEDIATE SCHOOL**
240 STUDENTS

 **MATHIS PK/KG ACADEMY ANNEX BLDG**
452 STUDENTS

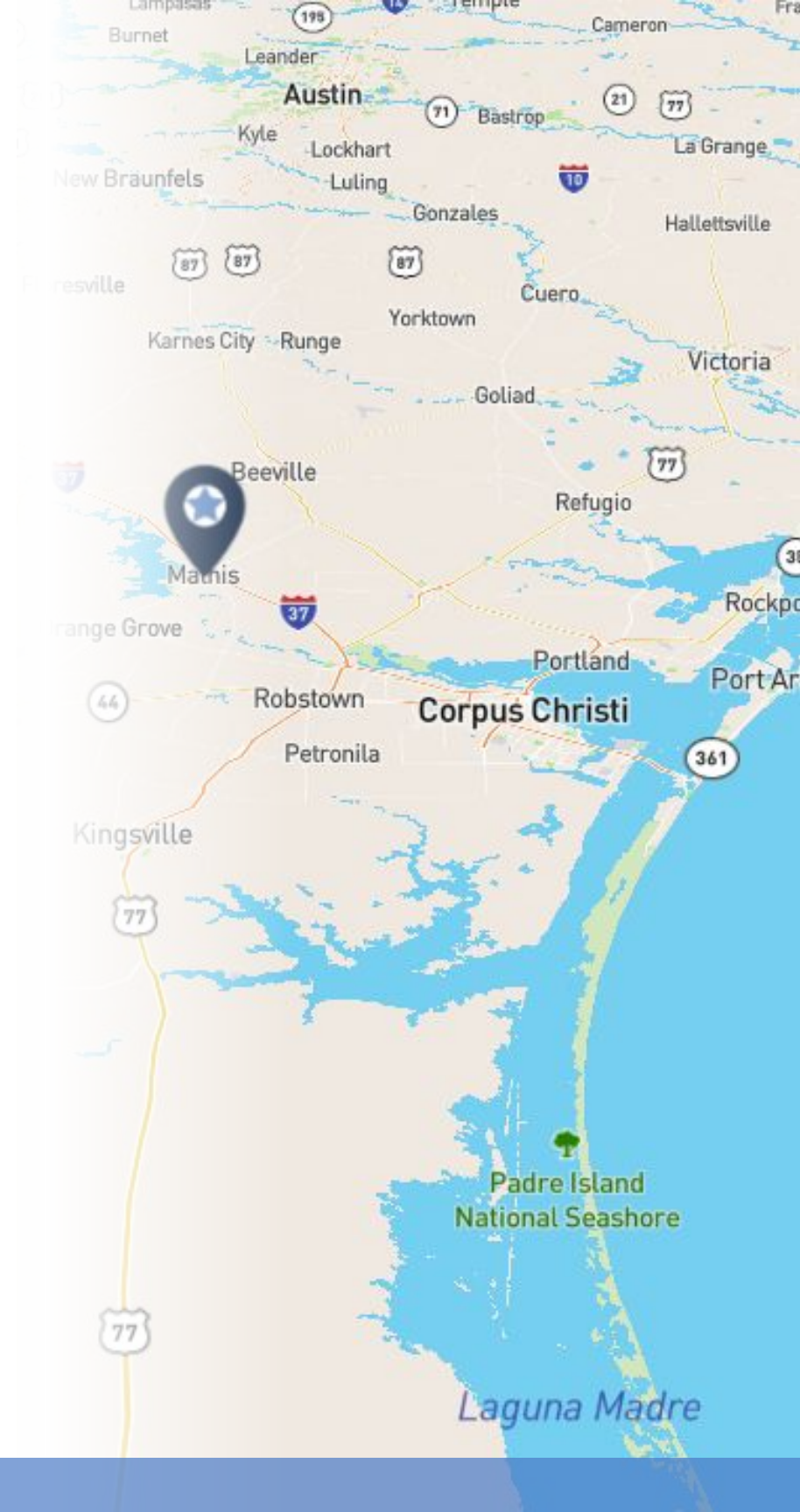
MATHIS, TX

Mathis, Texas, is a small town located in San Patricio County, situated in the southern region of the state. Known for its proximity to Lake Corpus Christi, the town offers a blend of outdoor recreational opportunities and rural charm. Visitors and residents alike enjoy fishing, boating, and camping at the nearby lake, making Mathis an ideal spot for those who love nature and water activities. The area's warm climate and scenic beauty further enhance its appeal for outdoor enthusiasts.

Historically, Mathis has deep agricultural roots, with farming and ranching playing a vital role in its development. The town was founded in the late 19th century and grew alongside the expansion of the railroad, which helped boost its economy and connect it to other parts of Texas. Today, the agricultural sector still contributes to the local economy, alongside other industries like oil and gas, which have also become prominent in the region.

Though small, Mathis is a tight-knit community with a friendly atmosphere. Local events, festivals, and markets bring residents together and foster a sense of camaraderie. The town's location near Corpus Christi allows residents to enjoy a quiet, rural lifestyle while having access to the amenities of a larger city just a short drive away.

POPULATION	1-MILE	3-MILE	5-MILE
Five-Year Projection	4,534	6,617	8,523
Current Year Estimate	4,145	6,080	7,869
2020 Census	3,900	5,743	7,368
Growth Current Year-Five-Year	9.38%	8.82%	8.32%
Growth 2020-Current Year	6.28%	5.87%	6.79%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Five-Year Projection	1,501	2,275	2,979
Current Year Estimate	1,404	2,137	2,814
2020 Census	1,346	2,031	2,651
Growth Current Year-Five-Year	6.94%	6.47%	5.86%
Growth 2020-Current Year	4.32%	5.22%	6.17%
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$53,500	\$63,978	\$73,338



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **620 E San Patricio Ave, Mathis, TX, 78368** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.

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ANTONIO DIONA

SENIOR ASSOCIATE

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antonio.diona@matthews.com

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Direct +1 (949) 432-4513

Mobile +1 (818) 434-1106

rahul.chhajed@matthews.com

License No. 01986299 (CA)

MICHAEL MORENO

Senior VP & Senior Director

Direct +1 (949) 432-4511

Mobile +1 (818) 522-4497

michael.moreno@matthews.com

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Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Matthews Real Estate Investment Services, Inc.	9005919	transactions@matthews.com	866-889-0050
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Patrick Graham	528005	licensing@matthews.com	866-889-0050
Designated Broker of Firm	License No.	Email	Phone
Patrick Graham	528005	licensing@matthews.com	866-889-0050
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date