



**680 POTOMAC STATION DRIVE
LEESBURG, VA
(WASHINGTON D.C. MSA)**



CONFIDENTIAL
OFFERING MEMORANDUM



**OFFERED
FOR SALE**
\$3,806,000 | 5.25% CAP



EXECUTIVE SUMMARY

Atlantic Capital Partners has been exclusively engaged to solicit offers for the sale of a Heartland Dental in Leesburg, VA. The premises is leased to Heartland Dental for a twelve year initial term with four (4) five (5) year options remaining. The Asset was recently renovated to fit tenant specifications and is located under 15 miles from the busy Dulles International Airport in the Washington, DC MSA.



**12-YR
LEASE**



**LOCATED IN
RETAIL NODE**



**WASHINGTON
DC MSA**

LEASE YEARS	TERM	ANNUAL RENT
Current Term	1-5	\$199,824
Rent Escalation	6-10	\$219,806
Rent Escalation	11-12	\$241,787
1st Option Term	13-17	\$265,966
2nd Option Term	18-22	\$292,562
3rd Option Term	23-27	\$321,819
4th Option Term	28-32	\$354,000

NOI \$199,824

CAP 5.25%

PRICE \$3,806,000

ASSET SNAPSHOT

Tenant Name	Heartland Dental
Address	680 Potomac Station Drive, Leesburg, VA 20176
Building Size (GLA)	4,163 SF
Land Size	1.8 Acres
Year Built/Renovated	2012/2024
Signator/Guarantor	Heartland Dental (Corporate)
Rent Type	Abs. NNN
Landlord Responsibilities	None
Rent Commencement Date	9/1/2024
Lease Expiration Date	8/31/2036
Remaining Term	11.5 years
Rent Escalations	10% in Year 6, 10% in Year 11 and 10% Each Option
Current Annual Rent	\$199,824



ACTUAL PROPERTY



123,489 PEOPLE
IN 5 MILE RADIUS



\$205,873 AHHI
IN 5 MILE RADIUS



17,000 VPD
ON BATTLEFIELD PKWY NE





RARE LEASE STRUCTURE

One of the first Abs. NNN Heartland Dental lease formats | Zero landlord Responsibilities | 12 Year lease with four (4) five (5) year extensions | 10% Rental Increases every 5 years and in extensions



LARGEST DENTAL ORGANIZATION GUARANTY

Heartland Dental is the largest dental support organization in the United States | Over 1,800 Locations | 2023 Total Revenue was \$3B



WASHINGTON, D.C. MSA

Located just 14 miles from Dulles International Airport which services over 20 million people annually | The Washington MSA is one of the countries most educated and affluent MSA's in the country | Washington's GMP (Gross metropolitan product) is over \$541B, making it the 5th largest metro in the Country



DENSE RETAIL NODE

Adjacent to the site is Potomac Station, a 1,400+ home residential community | Within a 1-mile radius of the site is more than 2.4M SF of retail space | Nearby national retailers include: Lowe's Home Improvement, ALDI, Giant Food, Best Buy, Wegmans, and more



RECENT RENOVATION

Located at a lighted intersection of Potomac Station Dr | The Building has recently been converted to suit the tenant's specifications | Tenant has paid to add specific capital improvements to enhance operational performance



HIGHLY AFFLUENT DEMOGRAPHICS

The average household income for 1,3,5 mile radiuses are all over \$190K | The AHHI for all three boundaries are more than double the national average of \$80K | With more than 120K people within a 5-mile radius, there is a large customer base | Across the Street from Harper Park Middle School (880 Students) and John W Tolbert (615 Students)





Wegmans

ULTA

CMX
CINEMAS

LAIFITNESS

LOWE'S

ALDI

Harper Park Middle
880 Students

John W Tolbert Jr
Elementary
615 Students

Market St (66,000 VPD)

palm beach tan

everyday

BEST BUY

Giant

SUBWAY

Potomac Station Dr NE

MOEs
SOUTHWEST GRILL

ups

Arby's

FIRST WATCH
THE DAYTIME CAFE

HEARTLAND
DENTAL

Potomac Station
Over 1,400 Homes,
Condos, and Apartments



Potomac Station
Over 1,400 Homes,
Condos, and Apartments

Battlefield Pkwy NE (17,000 VPD)

Potomac Station Dr NE



Washington DC MSA

The Washington, D.C. market remains one of the most stable and dynamic in the United States, driven by a strong federal presence, a growing tech sector, and a highly educated workforce. The real estate landscape is marked by steady demand across both commercial and residential sectors, supported by consistent government spending and a diversified economy. The region's low unemployment and resilient job market continue to attract investors, developers, and new residents. Key submarkets like Capitol Hill, Georgetown, and the Navy Yard are seeing ongoing development, and sectors such as cybersecurity, biotech, and green energy are expanding rapidly. Overall, Washington, D.C. remains a resilient and opportunity-rich market with long-term growth potential.



BALTIMORE

175 MILES
2:45 DRIVE

WASHINGTON DC

175 MILES
0:50 DRIVE

1 MILES

12,239
PEOPLE
\$198,704
AHHI
6,902
TOTAL
EMPLOYEES

3 MILES

68,320
PEOPLE
\$191,686
AHHI
34,084
TOTAL
EMPLOYEES

5 MILES

123,489
PEOPLE
\$205,873
AHHI
51,348
TOTAL
EMPLOYEES

HEARTLAND DENTAL

Heartland Dental is the largest dental support organization in the United States, with over 1,800 supported dental offices in 38 states. Founded in 1997, Heartland Dental supports over 2,700 dentists and over 10,000 team members nationwide. Based in Effingham, IL, Heartland Dental offers supported dentists and team members continuing education and leadership training, along with a variety of non-clinical administrative services. Heartland Dental partners with its supported dentists to deliver high-quality care across the full spectrum of dental services and is majority owned by KKR, a leading global investment firm.

KKR

Heartland Dental's parent company, KKR (NYSE: KKR), is a leading global investment firm that manages multiple alternative asset management, capital markets, and insurance solutions. KKR has approximately \$207 billion in assets under management and more than 103 companies in their portfolio



20,000+
Team Members in
the HD Family



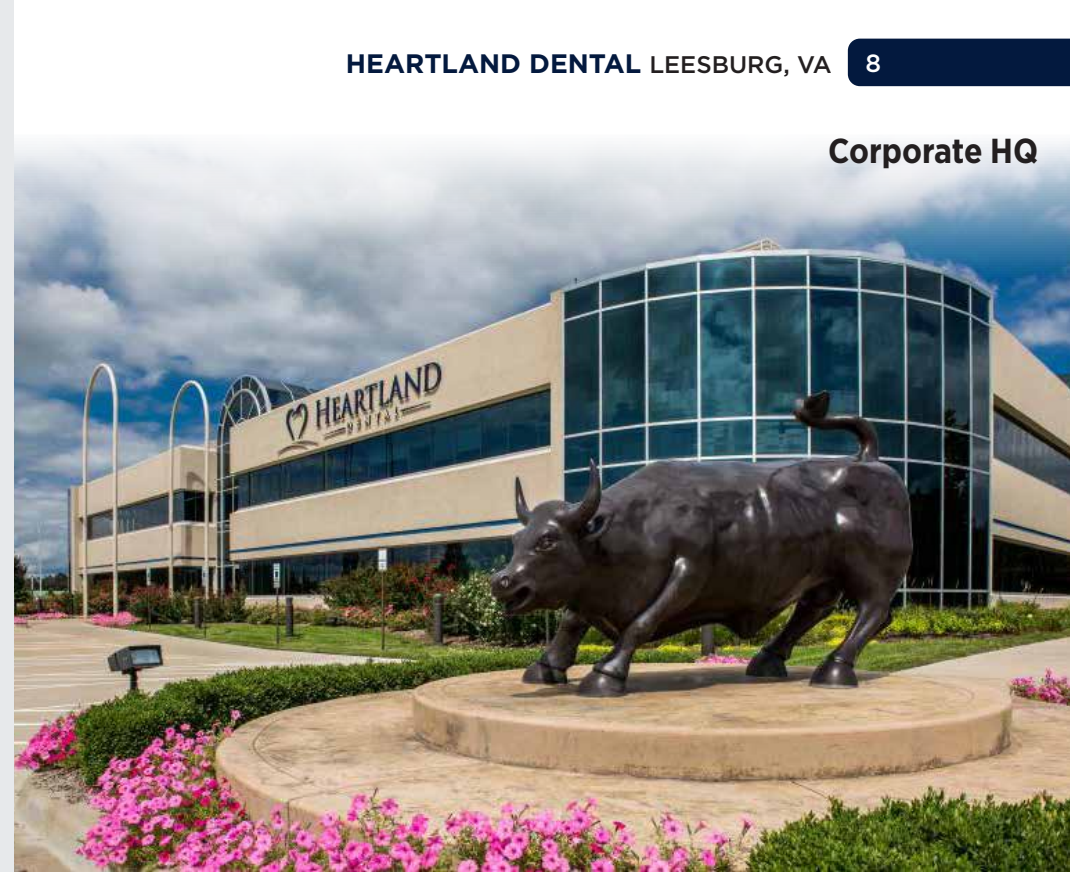
2,700+
Support Doctors
Nationally



1,800+
Support Offices
Nationally

HEARTLAND DENTAL QUICK FACTS

Founded	1997
Ownership	Private (KKR)
Number of Locations	1,800+
Headquarters	Effingham, IL
Guaranty	Corporate



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HEARTLAND DENTAL

**680 POTOMAC STATION DRIVE
LEESBURG, VA**

Exclusively Offered By



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