



GUARDIAN DENTISTRY PARTNERS

2 Cardinal Park Dr SE #204a, Leesburg, VA 201575

\$2,853,880 | 8.25% CAP RATE | 2.50% ANNUAL INCREASES | ±4.81 YEARS REMAINING | 160+ UNIT OPERATOR



MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

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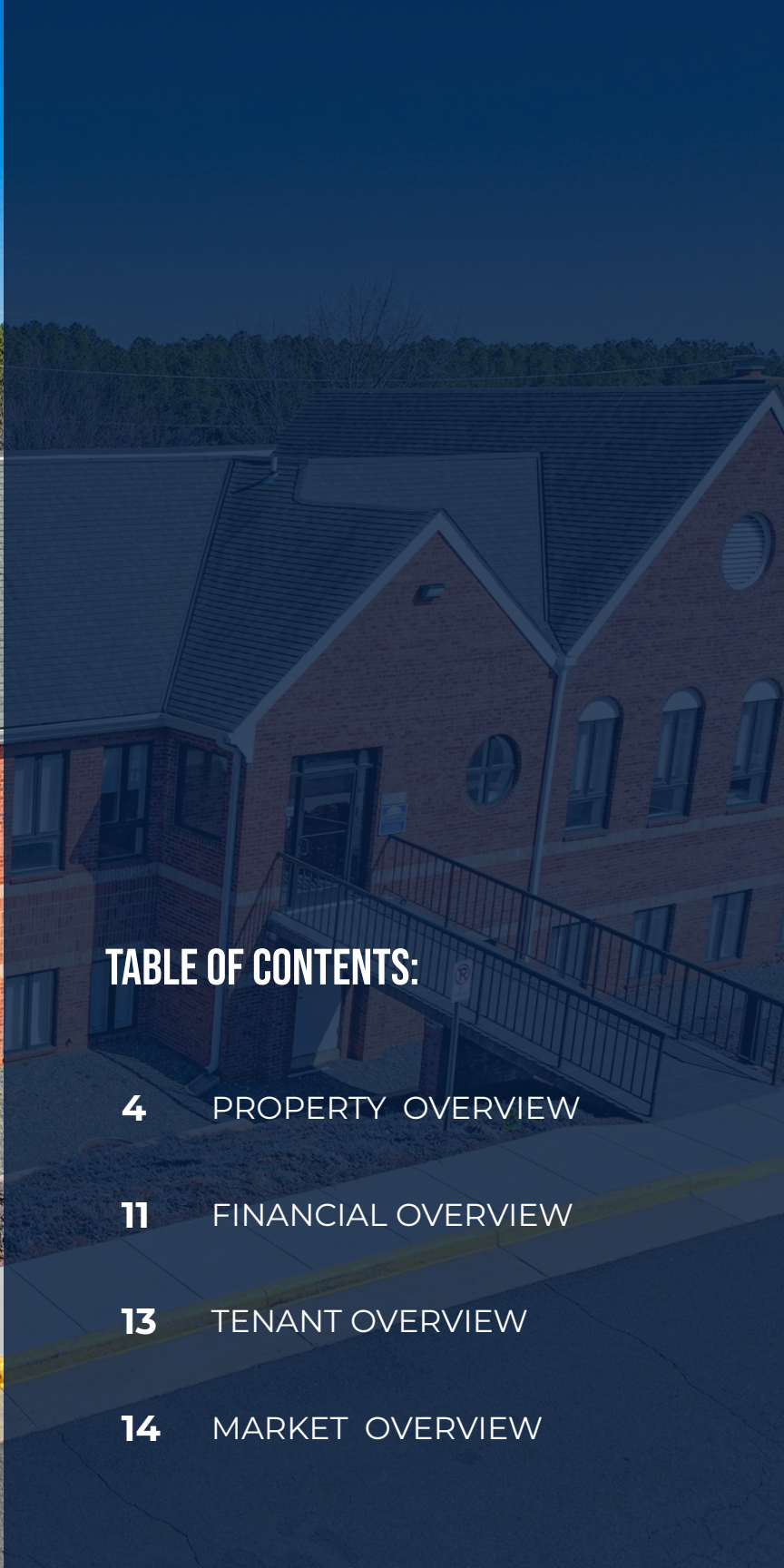


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**PROPERTY
OVERVIEW**

PROPERTY DETAILS



LIST PRICE

\$2,853,880



CAP RATE

8.25%



INCREASES

2.50% Annual



GROSS LEASABLE AREA

±7,500 SF



INVESTMENT HIGHLIGHTS

- **Dense Demographics** – The property is ideally located in a densely populated and affluent area with over 110,000 residents within a five-mile radius and an average household income exceeding \$170,000.
- **Strategic Location** – The property is ideally positioned just off VA-7 and is minutes from a shopping center featuring national retailers such as Nike, Banana Republic, Panera Bread, and Abercrombie.
- **Tenant Investment in Location** – Dental support organizations rarely relocate due to high build-out costs and difficulty in retaining the same patients after moving.
- **Thriving Industry** – The dental market is projected to grow at a 7.4% CAGR from 2022-2029 (Fortune Business Insights), ensuring long-term demand for dental services.



TENANT & INDUSTRY HIGHLIGHTS

- **Best-in-class Tenant** – Guardian Dentistry Partners was recently ranked as one of the fastest growing companies in the country with over 160+ locations across 11 states.
- **Recession-Resistant Asset** – Healthcare real estate remains a highly sought-after investment due to its stability, strong tenant retention, and insulation from economic downturns and e-commerce disruption.
- **Scheduled Rental Increases** – 2.50% annual rental increases provide a future owner a boost in cash flow and return on their investment, along with protection against inflation.
- **Passive Investment Opportunity** – This property offers an excellent investment for 1031 exchange buyers seeking a high-yield asset with minimal landlord responsibilities.
- **Streamlined Expansion** – Guardian Dentistry Partners expand by acquiring existing practices that are already established within the community. This allows them to quickly grow their footprint across the country.











ANN TAYLOR
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LOFT
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kate spade
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THE CHILDREN'S PLACE
PAC SUN
FOREVER 21
OLD NAVY
WILLIAMS SONOMA
adidas
J.CREW
FAMOUS footwear

TARGET
DICK'S SPORTING GOODS
KOHLS
MICHAEL'S
ROSS
HOBBY LOBBY
PETCO
BOOT BARN
Total Wine & More
DSW

COSTCO WHOLESALE

HomeGoods
TRADER JOE'S
Marshall's
CUBESMART self storage
WALMART
DQ
BANK OF AMERICA
DOLLAR TREE
five BELOW
Jersey Mike's

HOMewood SUITES by Hilton
Hampton by Hilton

Panera BREAD
OUTBACK STEAKHOUSE

THE HOME DEPOT

HOME 2 SUITES BY HILTON

15 ± 45,800 VPD

Ford

7 ± 75,200 VPD

TOYOTA

SUBJECT PROPERTY

SYCAMORE HILL
475 UNITS

CARDINAL PARK DR

ExtraSpace Storage

enterprise



FINANCIAL OVERVIEW

INVESTMENT SUMMARY

List Price	\$2,853,880
NOI	\$235,445
Cap Rate	8.25%
Price/SF	\$380.52
GLA	±7,500 SF
Year Built	1988

TENANT SUMMARY

Tenant Name	Guardian Dentistry Partners
Type of Ownership	Fee Condo Interest
Lease Entity	GDVA JV CPFDC, LLC
SF Leased	±7,500 SF
Occupancy	100%
Initial Term	7 Years
Rent Commencement	12/28/2022
Lease Expiration	12/28/2029
Base Rent	\$235,445
Rental Increases	2.5% Annual
Renewal Options	Two, 5-Year Options
Expenses Structure	NN+

ANNUALIZED OPERATING DATA

LEASE YEAR	NOI	MONTHLY RENT	RENT PSF	CAP RATE
Year 3	\$235,445.00	\$19,620.42	\$31.39	8.25%
Year 4	\$241,331.00	\$20,110.93	\$32.18	8.46%
Year 5	\$247,364.00	\$20,613.71	\$32.98	8.67%
Year 6	\$253,549.00	\$21,129.05	\$33.81	8.88%
Year 7	\$259,887.00	\$21,657.27	\$34.65	9.11%
First Option - Year 8	\$266,384.00	\$22,198.71	\$35.52	9.33%
First Option - Year 9	\$273,044.00	\$22,753.67	\$36.41	9.57%
First Option - Year 10	\$279,870.00	\$23,322.52	\$37.32	9.81%
First Option - Year 11	\$286,867.00	\$23,905.58	\$38.25	10.05%
First Option - Year 12	\$294,039.00	\$24,503.22	\$39.21	10.30%
First Option - Year 13	\$301,390.00	\$25,115.80	\$40.19	10.56%
First Option - Year 14	\$308,924.00	\$25,743.69	\$41.19	10.82%
First Option - Year 15	\$316,647.00	\$26,387.29	\$42.22	11.10%
First Option - Year 16	\$324,564.00	\$27,046.97	\$43.28	11.37%
First Option - Year 17	\$332,678.00	\$27,723.14	\$44.36	11.66%



TENANT OVERVIEW



GUARDIAN DENTISTRY PARTNERS

Guardian Dentistry Partners is a dental support organization that collaborates with dental practices to provide operational, administrative, and business support. By partnering with independent dental offices, Guardian enables dentists to focus on patient care while benefiting from resources such as marketing, human resources, financial management, and advanced technology. Their approach fosters professional growth, practice expansion, and a streamlined experience for both practitioners and patients.

Cardinal Park Family Dental Care is a dental practice that has joined forces with Guardian Dentistry Partners, leveraging the organization's expertise to enhance its operations while maintaining a high standard of patient-centered care. As part of the Guardian network, Cardinal Park Family Dental Care benefits from shared resources and business support, allowing its dental professionals to concentrate on delivering quality treatments in a comfortable environment. This affiliation helps ensure that patients receive comprehensive care backed by a well-supported and efficient practice model.



WEBSITE

<https://guardiandentistry.com/>



LOCATIONS

136+



STATES

11+



HEADQUARTERS

Miami Lakes, FL





MARKET OVERVIEW

LEESBURG, VA

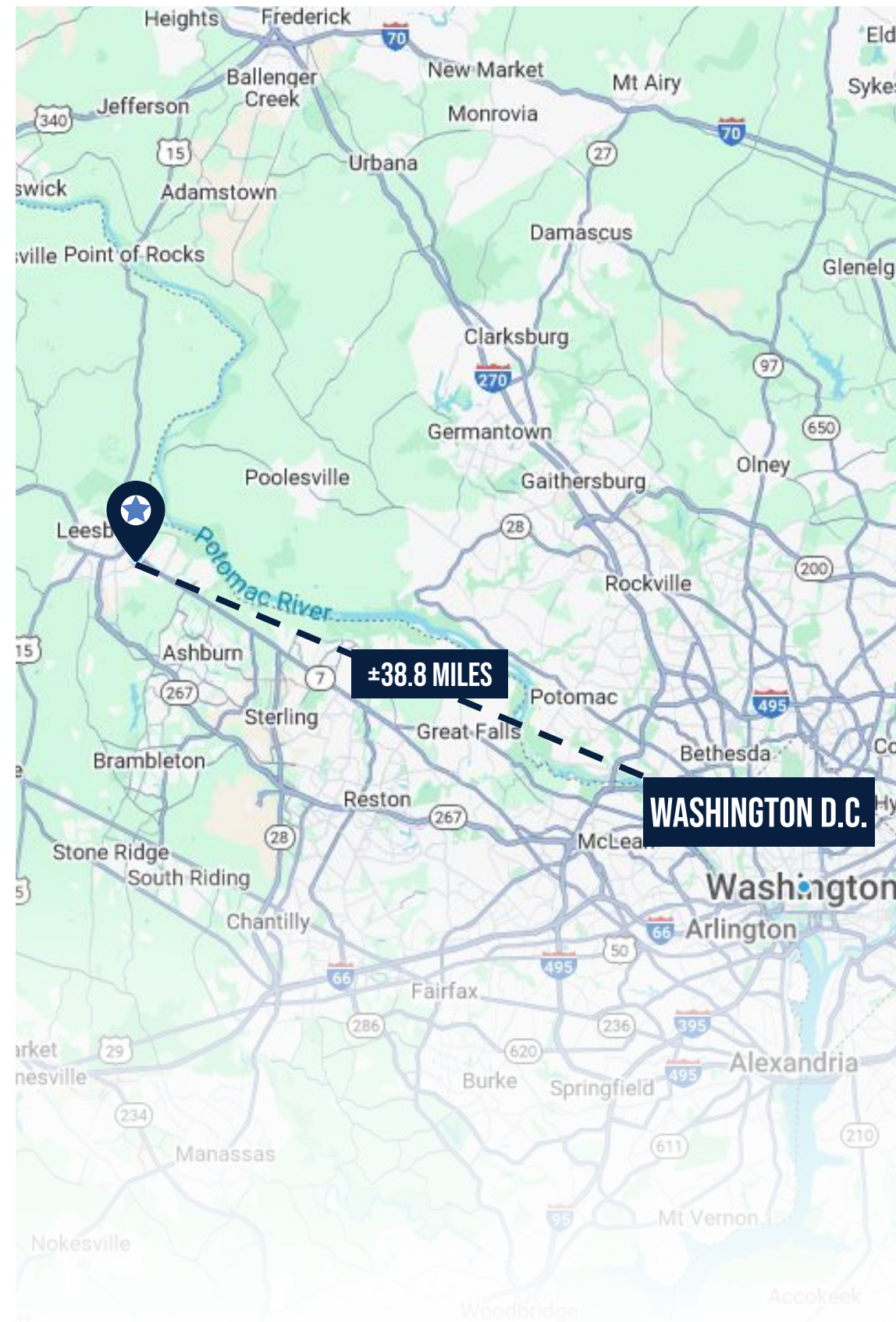
Leesburg, Virginia is a historic town located in Loudoun County, about ±35 miles northwest of Washington, D.C. Nestled in the foothills of the Blue Ridge Mountains, it serves as the county seat and offers a mix of colonial charm and modern amenities. Popular attractions include Morven Park, a grand estate with gardens and equestrian facilities; the historic downtown district, which features boutique shops, restaurants, and galleries. Leesburg is also a gateway to Virginia's wine country, with several acclaimed wineries and breweries nearby, making it a popular destination for day trips and weekend getaways.

ECONOMY

Leesburg, Virginia, presents a promising environment for investing in a dental care office due to its growing population, strong local economy, and high demand for healthcare services. As part of Loudoun County, one of the wealthiest and fastest-growing counties in the U.S., Leesburg has a well-educated and high-income population, which supports demand for both general and specialized dental care. The town's economic stability, driven by government, technology, and professional services, ensures a steady base of potential patients with employer-sponsored dental insurance and disposable income for elective procedures. Additionally, Leesburg's mix of families, young professionals, and retirees creates opportunities for a wide range of dental services, from pediatric to cosmetic dentistry.

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
Current Year Estimate	15,564	65,623	110,479
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Current Year Estimate	5,064	21,635	37,179
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$123,272	\$163,158	\$172,821



WASHINGTON D.C. MSA

Washington D.C., the capital of the United States, is a city rich in history, culture, and political significance. Located along the Potomac River between Maryland and Virginia, it serves as the center of the federal government, housing key institutions such as the White House, U.S. Capitol, and Supreme Court. With its blend of political influence, cultural attractions, and diverse communities, Washington, D.C. is both a center of governance and a dynamic urban destination.

ECONOMY

Washington D.C.'s economy is driven by a combination of government, professional services, tourism, and education. As the nation's capital, the federal government is the largest employer, supporting a wide range of industries, including law, lobbying, defense contracting, and public policy consulting. The city also has a strong professional and business services sector, with major firms specializing in finance, technology, and healthcare. Tourism is a significant contributor, with millions of visitors each year drawn to its historic landmarks, museums, and cultural attractions.

ATTRACTIONS

Washington D.C. is home to a wealth of attractions that draw millions of visitors each year. The National Mall is the heart of the city's landmarks, featuring the Washington Monument, Lincoln Memorial, and Vietnam Veterans Memorial. The Smithsonian Institution offers world-renowned museums, including the National Air and Space Museum, the National Museum of Natural History, and the National Museum of African American History and Culture, all with free admission. History and politics enthusiasts can explore the U.S. Capitol, the Library of Congress, and the Supreme Court. The White House, the residence of the U.S. president, is another must-see. Beyond politics and history, neighborhoods like Georgetown and Adams Morgan offer shopping, dining, and nightlife. The Tidal Basin is particularly famous during the National Cherry Blossom Festival in the spring. For those interested in arts and culture, the Kennedy Center hosts performances in theater, music, and dance. With its mix of historic sites, museums, and vibrant districts, Washington, D.C. offers a rich and diverse experience for visitors.



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 **2 Cardinal Park Dr SE #204a, Leesburg, VA 20175** ("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:

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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.

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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.

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OFFERING MEMORANDUM



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