

specialty
DENTAL BRANDS

210 Executive Center
Pkwy
Fredericksburg, VA 22401

**Dental
Investment Opportunity**
Offering Memorandum

\$1,945,290 | 8.00% Cap Rate | NN+ | 6.8 Years Remaining | 2% Annual Increases | 250+ Unit Operator



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Property Overview

Specialty Dental Brands

210 Executive Center Pkwy, Fredericksburg, VA 22401



Investment Highlights

Tenant & Industry

- **Best-in-class Tenant** – Specialty Dental Brands is one of the largest DSOs in the country with 250+ locations across 25 states.
- **2% Annual Rental Increases** – The lease features 2% annual rental increases, providing investors with growing cash flow and a hedge against inflation.
- **Streamlined Expansion** – Specialty Dental Brands expands by acquiring existing practices that are already successful and established within the community. This business model allowed them to quickly become one of the largest DSOs in the country.
- **Healthcare Real Estate** – Healthcare properties are extremely sought-after investments for their resistance to recessions and e-commerce.

Property & Location

- **Dense, Affluent Demographics** – The property is situated in a highly populated, affluent area with over 112,000 residents within a 5-mile radius and an average household income exceeding \$140,000.
- **High-Traffic** – The property is positioned off U.S. Route 1, a major regional highway with high daily traffic counts providing excellent visibility and convenient customer access.
- **Strategic Location** – The property is located in a retail corridor filled with national brands, including McDonald's, Pizza Hut, Taco Bell, and Domino's, helping drive consistent traffic.
- **Hospital Proximity** – The property is adjacent to Mary Washington Hospital, a 451-bed, full-service regional medical center recognized by U.S. News & World Report as a high-performing hospital, reinforcing the strength and stability of the location.
- **Recent Practice Acquisition** – Specialty Dental Brands acquired this practice in October of 2022.
- **Tenant Investment in Location** – Dental support organizations rarely relocate due to high build-out costs and difficulty in retaining the same patients after moving.
- **Exchange Opportunity** – This property offers an excellent investment for 1031 exchange buyers seeking a high-yield asset with minimal landlord responsibilities.





University of Mary Washington
±5,000 Students



±28,200 VPD
1

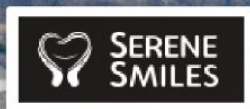


Mary Washington Blvd



Subject Property





± 28,200 VPD

Fredericksburg Shopping Center



WELLS FARGO



Subject Property



210 Executive Center Pkwy
Fredericksburg, VA 22401

±3,393 SF
GLA

1998
Year Built

±6.8 Years
Term Remaining on Lease

NN+
Lease Type

8.00%
Cap Rate



Financial Overview

Specialty Dental Brands

210 Executive Center Pkwy, Fredericksburg, VA 22401



Financial Summary

\$1,945,290

List Price

8.00%

Cap Rate

2% Annual

Rental Increases

\$155,623

Net Operating Income

Property Details

Tenant Trade Name	Specialty Dental Brands
Type of Ownership	Fee Condo Interest
Lease Guarantor	SDB NE Partners, LLC
Lease Type	NN+
Original Lease Term	10 Years
Rent Commencement Date	10/7/2022
Lease Expiration Date	10/7/2032
Term Remaining on Lease	±6.85 Years
Base Rent	\$155,623
Increases	2% Annual
Options	Two, 5-Year Options

Annualized Operating Data

	NOI	Monthly Rent	Rent Psf	Cap Rate
Year 1	\$146,618	\$12,218.20	\$43.21	7.54%
Year 2	\$149,561	\$12,463.40	\$44.08	7.69%
Year 3	\$152,562	\$12,713.50	\$44.96	7.84%
Year 4	\$155,623	\$12,968.60	\$45.87	8.00%
Year 5	\$158,623	\$13,228.81	\$46.79	8.16%
Year 6	\$161,931	\$13,494.22	\$47.72	8.32%
Year 7	\$165,179	\$13,764.93	\$48.68	8.49%
Year 8	\$168,493	\$14,041.07	\$49.66	8.66%
Year 9	\$171,873	\$14,322.72	\$50.66	8.84%
Year 10	\$175,320	\$14,610.01	\$51.67	9.01%

* NOI includes an estimated \$500 annual allowance for HVAC servicing.

Tenant Overview

Year Founded
2017

Headquarters
Nashville, TN

Website
specialtydentalbrands.com

Growth Strategy
Data Driven

Services Provided
Partnerships

Operational Focus
Infrastructure



Tenant Overview

Specialty Dental Brands is a U.S.-based, private equity-backed dental support organization (DSO) headquartered in Nashville, Tennessee, that partners with top-tier pediatric dentists, orthodontists, oral surgeons, and endodontists to deliver comprehensive oral healthcare. Founded in 2017, SDB provides business infrastructure, administrative support, and operational management — including human resources, finance, compliance, marketing, and IT — enabling affiliated specialists to maintain clinical autonomy while benefiting from the efficiency and scale of a robust support platform.

Why Invest in Specialty Dental Brands?

- **Established Multi-Specialty Platform:** Backed by Leon Capital Group, Specialty Dental Brands (SDB) is a leading Dental Support Organization (DSO) serving pediatric dentistry, orthodontics, and oral surgery under one integrated model.
- **Rapidly Expanding Footprint:** Operates across more than 250 locations nationwide with a growing network of 270+ specialists and 1,300+ employees, reflecting strong scalability and market demand.

Market Overview

Specialty Dental Brands

210 Executive Center Pkwy, Fredericksburg, VA 22401



Fredericksburg, Virginia

Market Demographics



28,383

Total Population

\$85,000

Median HH Income

11,200

of Households

41.6%

Homeownership Rate

14,882

Employed Population

46.8%

% Bachelor's Degree

31

Median Age

\$461,500

Median Property Value

Local Market Overview

Fredericksburg, VA is a historic city located along the Rappahannock River between Washington, D.C., and Richmond. Known for its pivotal role in American history, Fredericksburg blends colonial charm with modern convenience, offering a walkable downtown filled with 18th-century architecture, boutique shops, and a thriving culinary scene. The city's unique character is complemented by strong public schools, a growing healthcare sector, and the University of Mary Washington, which contributes to both the local economy and cultural life. Its strategic location along the I-95 corridor makes it a desirable hub for professionals commuting to Northern Virginia while enjoying a lower cost of living and a slower pace of life.

In recent years, Fredericksburg has experienced steady population and economic growth, attracting young families, retirees, and remote workers. The region benefits from regional investments in infrastructure, such as the expansion of the Virginia Railway Express (VRE) and nearby development in Spotsylvania and Stafford counties. Outdoor recreation is abundant, with access to hiking trails, riverfront parks, and Civil War battlefields that draw tourists and history enthusiasts alike. With its rich blend of heritage and progress, Fredericksburg continues to evolve as both a dynamic residential community and a gateway to Virginia's broader economic landscape.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	10,541	62,104	118,587
Current Year Estimate	10,362	58,799	112,791
2020 Census	10,034	54,845	105,734
Growth Current Year-Five-Year	1.73%	5.62%	5.14%
Growth 2020-Current Year	3.27%	7.21%	6.67%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,363	24,693	45,899
Current Year Estimate	4,159	22,538	42,223
2020 Census	4,062	20,652	38,797
Growth Current Year-Five-Year	4.91%	9.56%	8.71%
Growth 2020-Current Year	2.39%	9.13%	8.83%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$110,607	\$141,686	\$142,036

Fredericksburg, Virginia

A diversified service- and healthcare-driven economy underpins Fredericksburg's growing regional role.

Strategic Mid-Atlantic location and proximity to Washington, D.C., make Fredericksburg a magnet for education, healthcare, government, retail, and professional service investment.

Economic Drivers

Fredericksburg's economy is anchored by a strong mix of healthcare, education, retail, hospitality, public administration, and professional services. The presence of Mary Washington Hospital and the University of Mary Washington serves as a major economic engine, attracting medical professionals, educators, and highly skilled workers. Its historic downtown and cultural destinations drive tourism and hospitality activity, while large retail centers and national brand employers support a steady commercial base. The city's location along I-95 — between Richmond and Washington, D.C. — enhances logistics connectivity and supports population and employment growth. Recent economic momentum includes population increases, rising household incomes, and continued commercial development, positioning Fredericksburg as both a regional service hub and a commuter gateway to Northern Virginia and D.C.

Primary Industries

- Healthcare & social assistance
- Educational services
- Professional, scientific & technical services
- Retail trade
- Public administration

Top Employers

- Mary Washington Healthcare
- University of Mary Washington (UMW)
- City of Fredericksburg & regional government agencies
- Fredericksburg City Public Schools

Recent Developments

- Expansion of Mary Washington Healthcare facilities and specialty service lines
- Ongoing commercial redevelopment in Downtown Fredericksburg and Central Park area
- Residential growth driven by I-95 corridor population increases and commuter demand

\$9.1B+

Regional Gross Domestic Product

4.2%

Unemployment Rate 2024



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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 210 Executive Center Pkwy, Fredericksburg, VA, 22401 ("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™. The material and information in the Offering Memorandum is unverified. Matthews™. 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.

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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™. 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.

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