

# HEARTLAND DENTAL

3699 HIGHWAY 95, BULLHEAD CITY, ARIZONA



OFFERING MEMORANDUM

Marcus & Millichap





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# Executive Summary

3699 Highway 95, Bullhead City, AZ 86442

## FINANCIAL SUMMARY

<b>Price</b>	<b>\$4,003,738</b>
Cap Rate	5.35%
Building Size	4,192 SF
Net Cash Flow	5.35% \$214,200
Year Built	2025
Lot Size	1.11 Acres

## LEASE SUMMARY

Lease Type	Absolute Triple-Net (NNN) Lease
Roof & Structure	Tenant Responsible
Tenant	Canyon View Dental Care
Guarantor	Heartland Dental (Corporate)
Rent Commencement Date	March 10, 2025
Lease Expiration Date	March 31, 2037
Lease Term	12 Years
Rental Increases	10% Every 5 Years and in Every Option
Renewal Options	4, 5 Year Options
Right of First Refusal	N/A

## ANNUALIZED OPERATING DATA

Lease Years	Annual Rent	Cap Rate
Current – 3/31/2030	\$214,200	5.35%
4/1/2030 – 3/31/2035	\$235,620	5.89%
4/1/2035 – 3/31/2037	\$259,182	6.47%
Options	Annual Rent	Cap Rate
Option 1 (4/1/2037 – 3/31/2042)	\$285,100	7.12%
Option 2 (4/1/2042 – 3/31/2047)	\$313,610	7.83%
Option 3 (4/1/2047 – 3/31/2052)	\$344,971	8.62%
Option 4 (4/1/2052 – 3/31/2057)	\$379,468	9.48%

<b>Base Rent</b>	<b>\$214,200</b>
<b>Net Operating Income</b>	<b>\$214,200</b>
<b>Total Return</b>	<b>5.35% \$214,200</b>







LAUGHLIN



MOHAVE  
HIGH SCHOOL

1,175+ STUDENTS



95







BatteriesPlus  
kw  
KELLER WILLIAMS  
Crossroads  
FAMILY DENTAL

US  
SOUTHWEST  
REAL ESTATE

Vito's



KOHL'S

accentCare.  
Quality Marble  
& Granite  
LONGNER  
Chiropractic  
GEDALJE GROUP exp  
REALTY



LATINOS  
& RODEO  
FIRE SHOP

MATTRESS  
FIRM

CHASE



33,285 CPD  
AZ HIGHWAY 95

DISCOUNT  
TIRE





# Property Description



## INVESTMENT HIGHLIGHTS

- » **Brand New 12-Year Absolute NNN Lease with Corporate Guaranty by Heartland Dental**
- » 10% Rental Increases Every 5 Years with Multiple Renewal Options
- » **New High-Quality 2025 Construction**
- » Target Outparcel within Mohave Crossroads Shopping Center - Neighboring Tenants  
Include Kohl's, Ross Dress for Less, and PetSmart
- » **Easily Accessible Location Along US Highway 95 (33,285+ Cars per Day), Bullhead City's Primary Thoroughfare**
- » 20 Minutes from Laughlin, Nevada, a Major Tourist Destination Home to Several Casino Resorts & Hotels, Dining, Entertainment, and Recreation
- » **1 Mile from Mohave Community College (5,500+ Students)**



## DEMOGRAPHICS

1-mile

3-miles

5-miles

### Population

2029 Projection	2,690	16,988	49,855
2024 Estimate	2,643	16,732	48,973
Growth 2024 - 2029	1.80%	1.53%	1.80%

### Households

2029 Projections	1,088	7,527	21,712
2024 Estimate	1,056	7,340	21,108
Growth 2024 - 2029	3.08%	2.54%	2.87%

### Income

2024 Est. Average Household Income	\$85,382	\$76,263	\$71,731
2024 Est. Median Household Income	\$66,871	\$60,778	\$57,176



# Tenant Overview



**EFFINGHAM, ILLINOIS**

Headquarters



**1,800+**

Locations



**KKR & CO.**

Parent Company



**1997**

Founded



**HEARTLAND.COM**

Website

Heartland Dental operates as a dental practice management organization with headquarters in Effingham, Illinois. It provides support through continuing education; and management services, such as staffing, human relations, purchasing, administration, financial, marketing and information technology support. Heartland Dental is focused on positively impacting dentistry with the goal of offering dentists the freedom to focus on their craft. This culture is sustained with continuing education and ongoing leadership development at all levels of the organization.

Heartland Dental has expanded to over 20,000 team members in over 1,800 supported office with over 2,400 supported doctors across 38 states. They are able to differentiate themselves from competition to become what they are today. They provide dentists, hygienists, and non-clinical team members with world-class non-clinical administrative and operational support to help them achieve sustainable professional and financial growth.

Heartland Dental has a mission to help dentists and their teams deliver the highest quality dental care and experience to the communities they serve. They do this while providing exceptional careers and creating value for our stakeholders.



# Property Photos





# Location Overview



The City of Bullhead City is a family-oriented, vibrant community for its residents and businesses seeking careful growth, environmental awareness, an affordable place to live and a high quality of life. In addition to these qualities of life, there are approximately two-million visitors per year that frequent Bullhead and its sister city the popular gaming community of Laughlin, Nevada.

The nearby communities of Laughlin, Needles, California, Fort Mohave and Mohave Valley bring the Bullhead area's total population to over 77,000, making it the largest economic region in Mohave County. Located directly across the Colorado River from Laughlin, Nevada, and minutes from Needles, California, Bullhead City offers year-round sunshine and blue skies, views of the Black

Mountain Range, and access to the Colorado River and the Lake Mead National Recreation Area. Bullhead City has hundreds of acres of city-operated parks. Ken Fovargue Park features lighted basketball courts, a bike trail, ball fields, a playground, and a public swimming pool with a water slide. Rotary Park, the largest city park, covers 300 acres of riverfront land.

Bullhead City is home to several educational institutions, the largest of which is the Bullhead City Campus of Mohave Community College. The campus also houses Northern Arizona University's Bullhead City campus, which offers four-year degree programs. The Laughlin/Bullhead International Airport has been named Airport of the Year by the Arizona Department of Transportation.



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