



Smile Doctors & Specialty1 Partners

201 Van Gundy Drive Building C,
Bryan, OH 43506



INTERACTIVE
MARKETING PACKAGE

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

OFFERING MEMORANDUM

EXCLUSIVELY LISTED BY



SEAMUS O'BRIEN

Senior Associate

Direct (773) 219-0964

Mobile (805) 341-2309

seamus.obrien@matthews.com

License No. 02129205 (CA)



THOR ST JOHN

VP & ASSOCIATE DIRECTOR

Direct (310) 955-1774

Mobile (510) 684-0574

thor.stjohn@matthews.com

License No. 02051284 (CA)



MICHAEL MORENO

SVP & SENIOR DIRECTOR

Direct (949) 432-4511

Mobile (818) 522-4497

michael.moreno@matthews.com

License No. 01982943 (CA)



RAHUL CHHAJED

SVP & SENIOR DIRECTOR

Direct (949) 432-4513

Mobile (818) 434-1106

rahul.chhajed@matthews.com

License No. 01986299 (CA)

BROKER OF RECORD

MATT WALLACE

License No. .REC.2022007141 (OH)



TABLE OF CONTENTS

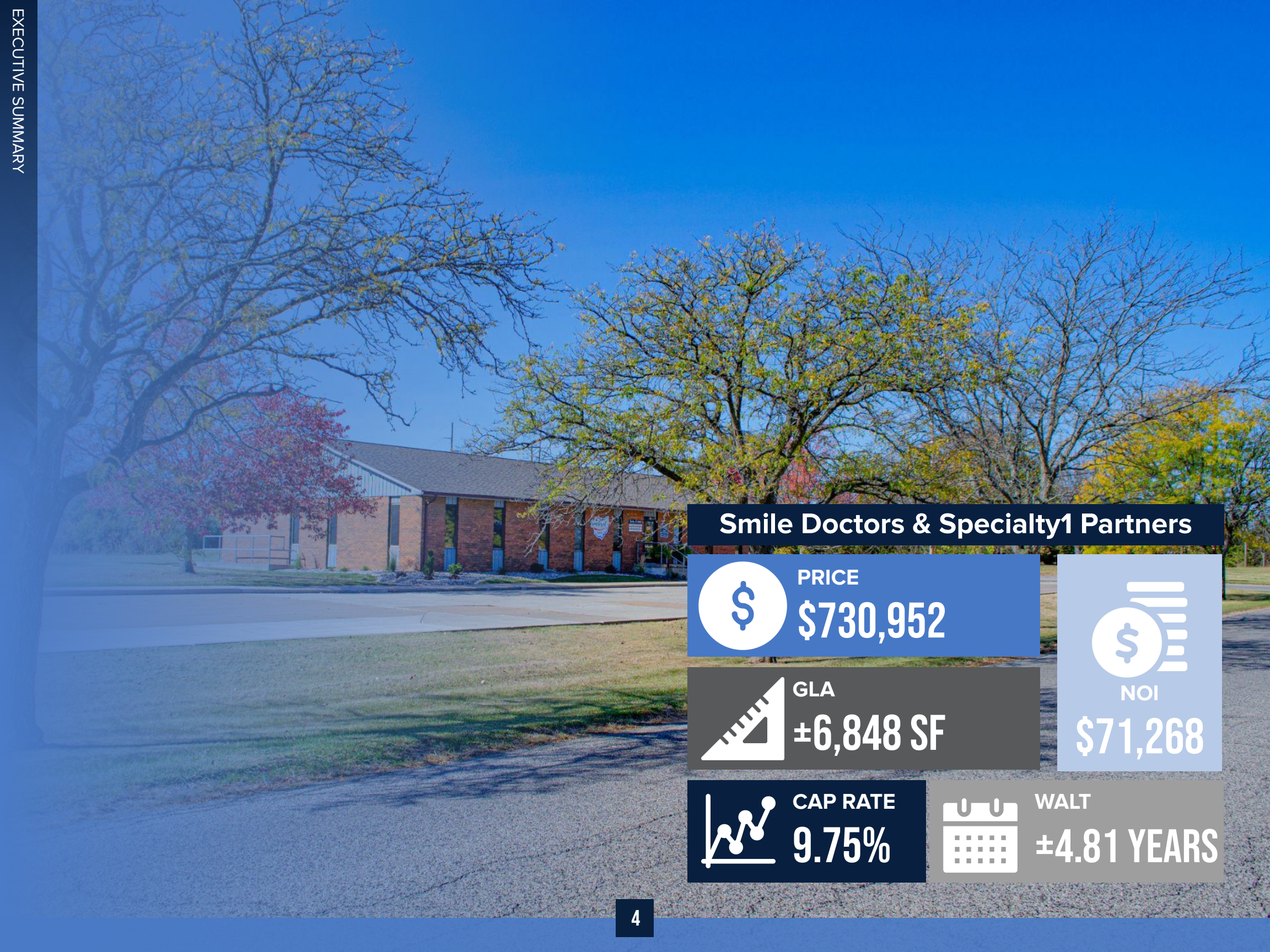
04 EXECUTIVE SUMMARY

05 INVESTMENT OVERVIEW

07 FINANCIAL OVERVIEW

10 TENANT OVERVIEW

12 AREA OVERVIEW



Smile Doctors & Specialty1 Partners



PRICE

\$730,952



NOI

\$71,268



GLA

±6,848 SF



CAP RATE

9.75%



WALT

±4.81 YEARS

PROPERTY OVERVIEW

Property Name	Smile Doctors & Specialty1 Partners
Address	201 Van Gundy Drive Building C, Bryan, OH 43506
Property Size	±6,848 SF
Lot Size	±0.49 AC
Year Built	1984
Occupancy	100%
Property Type	Dental
Ownership Type	Fee Simple





INVESTMENT HIGHLIGHTS

Tenant Investment in Location

Dental support organizations rarely relocate due to high build-out costs and difficulty in retaining the same patients after moving.

Ideal Investment

This deal has a low barrier to entry for investors because of its attractive price point and high return.

Scheduled Rental Increases

2.00% annual rental increases provide a future owner a boost in cash flow and return on their investment, along with protection against inflation.

Growing Business Model

In 2017, 7.4% of dental practices were affiliated with a dental support organization. By 2020 this number grew to 10.4% – a 40% increase.

Best-in-class Tenant

Smile Doctors is one of the most sought-after tenants in the Healthcare space, recognized as one of the largest dental companies in the US with 450+ locations across 31 states.


Recent Lease Extension

Smile Doctors acquired the practice in 2023 showing their long-term commitment to the location.

Streamlined Expansion

Smile Doctors expands by acquiring existing practices that are already established within the community. This allows them to quickly grow their footprint across the country.

INVESTMENT SUMMARY



LIST PRICE	\$730,952
NOI	\$71,268
CAP RATE	9.75%
PROPERTY SIZE	±6,848 SF
LOT SIZE	±0.49 AC
YEAR BUILT	1984
OWNERSHIP TYPE	Fee Simple
WALT	±4.81 Years
PRICE PSF	\$106.74
RENT PSF	\$10.41



BUILDING SIZE
±6,848 SF



WALT
±4.81 YEARS



CAP RATE
9.75%



IN-PLACE NOI
\$71,268

RENT ROLL

TENANT	SF	% OF GLA	LEASE EXP	TERM	MONTHLY RENT	ANNUAL RENT	RENT PSF	LEASE TYPE	OPTIONS
Smile Doctors	±5,938	87%	4/21/28	±3.50 Years	\$4,386	\$52,632	\$8.86	NN	Two, 5 Year
Specialty1 Partners	±910	13%	12/31/32	±8.20 Years	\$1,700	\$20,400	\$22.42	Gross	Two, 5 Year
Total	±6,848	100%		-	\$6,086	\$73,032	\$10.66	-	-

FINANCIAL OVERVIEW

RENTAL INCOME **\$73,032**

ADDITIONAL INCOME **\$10,324**

EFFECTIVE GROSS REVENUE **\$83,356**

EXPENSES

PROPERTY TAX **\$7,580**

INSURANCE **\$3,326**

HVAC **\$500**

**SNOW REMOVAL &
LANDSCAPING** **\$500**

RESERVES **\$182**

TOTAL EXPENSES **\$12,089**

NET OPERATING INCOME **\$71,268**

*Please note that these expenses are approximate. There is a single utility meter, and Smile Doctors has historically covered utilities along with the majority of other expenses.

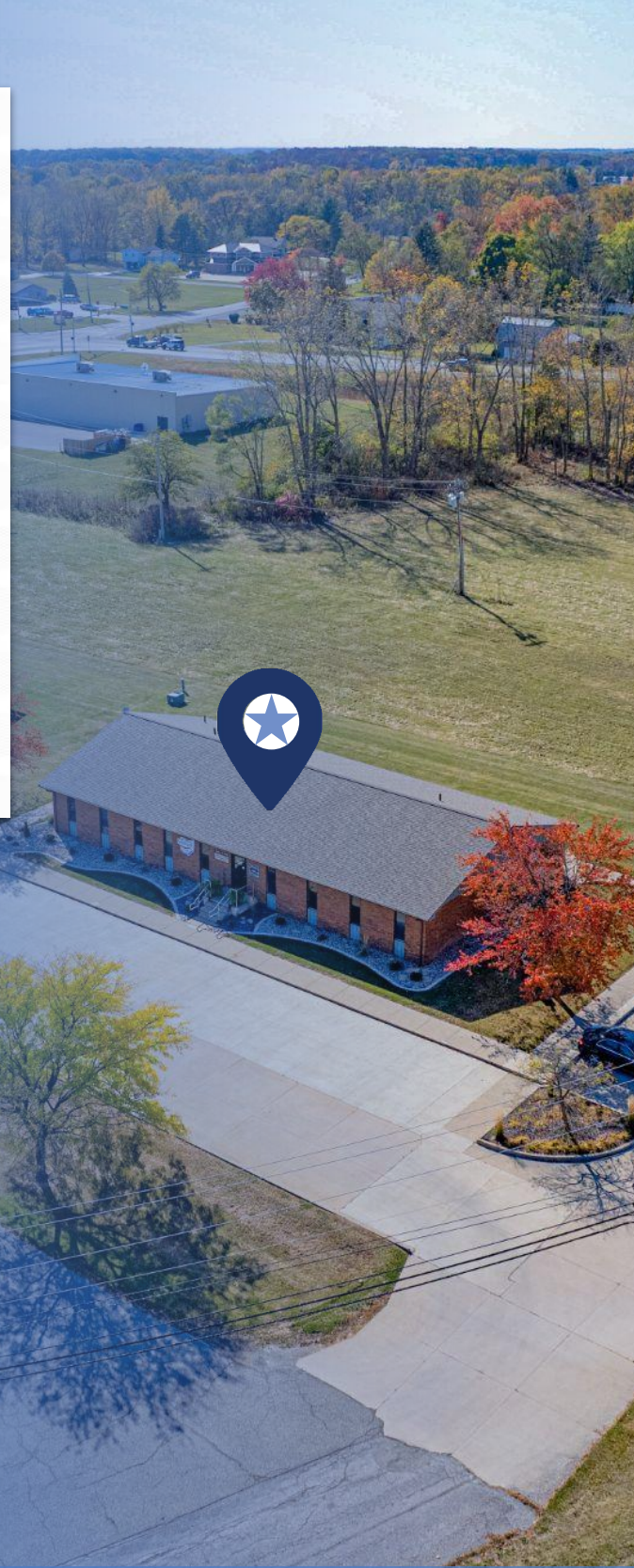
SMILE DOCTORS



Founded in 2015 by Dr. Scott Law, Dr. Dana Fender, and Dr. Greg Goggans, Smile Doctors brings together orthodontists and teams across the country who believe in a people-first culture. The organization is the largest ortho-focused dental support organization (OSO) in the U.S. It boasts the fastest-growing network of award-winning orthodontists. With more than 415 convenient locations in 28 states, Smile Doctors has a rich history of developing and growing affiliated practices by providing tools and technology that allow its orthodontists to focus entirely on patient care.



Specialty1 Partners is a dental specialty service organization that supports endodontic, oral surgery, and periodontic practices across the U.S. They provide administrative and business solutions, allowing dental professionals to focus on patient care. The organization serves over 220 practices in 28 states, offering benefits such as clinical autonomy, professional growth, and financial opportunities. Their doctor-led approach emphasizes collaboration and innovation in patient care, making it a trusted partner for dental specialists seeking to streamline operations and enhance patient outcomes.



Website
smiledoctors.com



Founded
2015



Number of Locations
415+



Headquarters
Dallas, TX



Marathon Health

PARKVIEW BRYAN HOSPITAL
85 BEDS

The Bryan Dental Group
General Dentistry

elwood staffing
Allstate
pure yoga

WINTHROP TERRACE APARTMENTS
32 UNITS

Bryan Lanes
O'Bryan's Pub and Sports Bar

KNIGHTS OF COLUMBUS

Recovery Services
of Northwest Ohio
Treatment that works!

M
MARATHON

SUBJECT PROPERTY

Whittaker Family Dental
HEALTH | COMPASSION | SMILES

W HIGH ST ± 7,000 VPD

Pizza Hut

DOLLAR GENERAL

STATE ROUTE 34 ± 5,300 VPD

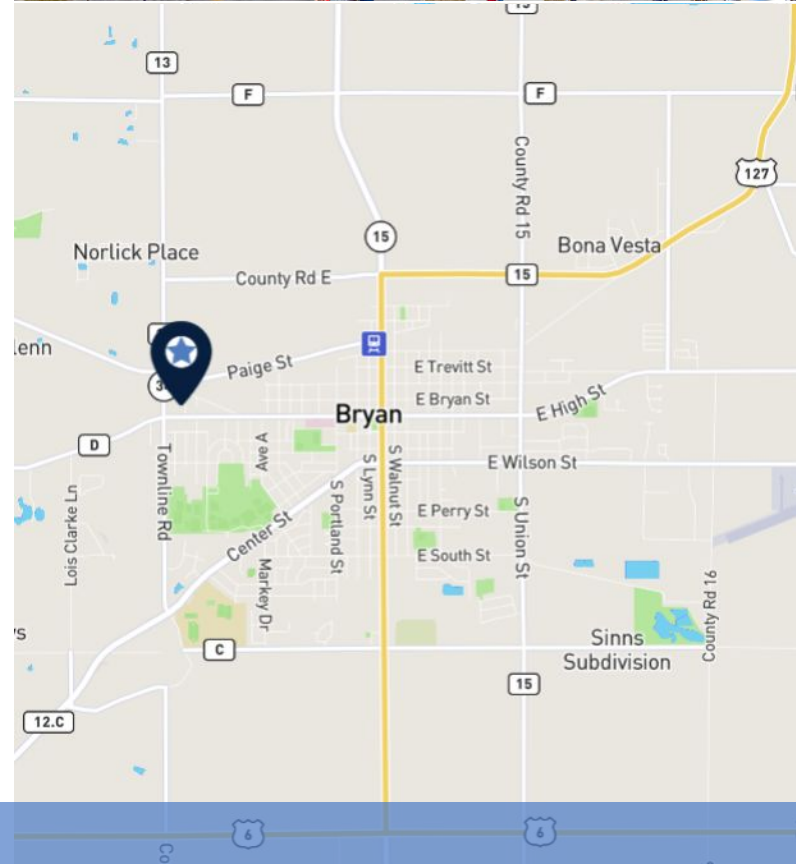
BRYAN, OH

Bryan, Ohio, is a small city located in the northwestern part of the state, serving as the county seat of Williams County. With a population of just under 9,000 residents, it retains a charming, close-knit community feel while offering the amenities of a larger town. Bryan is situated near the Indiana border, making it part of the Toledo metropolitan area, though it maintains its distinct rural identity. The town's well-preserved historic architecture, tree-lined streets, and community parks reflect its Midwestern heritage and contribute to its appeal as a great place to live and raise a family.

The economy of Bryan has long been supported by both agriculture and manufacturing, with local industries playing a key role in its development. One of the most well-known businesses from the area is the Spangler Candy Company, famous for producing Dum Dums lollipops and other candy products. The town also has a history of being home to various manufacturers and small businesses that serve the agricultural industry. Despite its relatively small size, Bryan is known for its entrepreneurial spirit and for fostering strong local business networks that contribute to the economic stability of the region.

In addition to its economic strengths, Bryan offers a variety of recreational activities and cultural events that enhance the quality of life for its residents. The town hosts several annual events, such as the Bryan Jubilee and holiday parades, which bring the community together. Bryan's close proximity to larger cities like Toledo and Fort Wayne also means that residents have easy access to more extensive shopping, entertainment, and cultural venues, while still enjoying the quieter pace of small-town life. Overall, Bryan, Ohio, combines the best aspects of rural living with the convenience of nearby urban centers.

DEMOGRAPHICS			
POPULATION	1-MILE	3-MILE	5-MILE
Current Year Estimate	2,674	11,556	13,868
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Current Year Estimate	1,212	5,149	6,096
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$91,847	\$88,262	\$90,450



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 **201 Van Gundy Drive building c, Bryan, OH, 43506** (“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.

EXCLUSIVELY LISTED BY

SEAMUS O'BRIEN

Senior Associate

Direct (773) 219-0964

Mobile (805) 341-2309

seamus.obrien@matthews.com

License No. 02129205 (CA)

THOR ST JOHN

VP & ASSOCIATE DIRECTOR

Direct (310) 955-1774

Mobile (510) 684-0574

thor.stjohn@matthews.com

License No. 02051284 (CA)

MICHAEL MORENO

SVP & SENIOR DIRECTOR

Direct (949) 432-4511

Mobile (818) 522-4497

michael.moreno@matthews.com

License No. 01982943 (CA)

RAHUL CHHAJED

SVP & SENIOR DIRECTOR

Direct (949) 432-4513

Mobile (818) 434-1106

rahul.chhajed@matthews.com

License No. 01986299 (CA)

BROKER OF RECORD

MATT WALLACE

License No .REC.2022007141 (OH)



Smile Doctors & Specialty1 Partners

201 Van Gundy Drive Building C,
Bryan, OH 43506

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES