



# ENDODONTIC SPECIALISTS - LAREDO (SPECIALIZED DENTAL PARTNERS)

6999 MCPHERSON RD, SUITE 215 LAREDO, TX 78041

**200+ LOCATION DSO | 10 YR NNN LEASE | 7 YEARS REMAINING | 3.00% ANNUAL RENTAL INCREASES**



**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



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LIST PRICE

\$634,757



CAP RATE

7.50%



TOTAL NOI

\$47,607



GROSS LEASABLE AREA

±1,955 SF

## INVESTMENT HIGHLIGHTS

### SPECIALIZED DENTAL PARTNERS (200+ LOCATIONS) | DSO TENANCY | CORPORATE LEASE

- The tenant, Specialized Dental Partners, is a specialty focused DSO with **over 200+ locations across 35+ states and growing – their practices are focused on endodontics, periodontics, and oral surgery.** Specialized Dental Partners connects and supports a national network of growth-oriented clinicians who collaborate to deliver exceptional patient experiences and outcomes while advancing their specialties.

### 10 YEAR NNN LEASE | 2021 PRACTICE ACQUISITION | 7 YEARS REMAINING | 7.50% CAP | 3% INCREASES

- The tenant acquired this practice in September of 2021 and signed a new 10 year NNN lease, establishing their commitment and success of the location going forward.
- Offered at a 7.50% cap, this asset offers a high-yield investment opportunity leased to a national and proven operator. The lease features 3% annual rental increases throughout the term, creating a hedge against inflation and growth of cash flow over the life of the investment.

### NNN LEASE STRUCTURE | MINIMAL LANDLORD RESPONSIBILITIES

- The NNN lease structure offers a passive investment opportunity for both local and national investors.

### SPECIALIZED TENANCY | THE ENDODONTIC SPECIALISTS OF LAREDO | STICKY INVESTMENT | SYNERGISTIC MOB LOCATION

- **The Endodontic Specialists of Laredo** provides specialty dental services to Laredo and surrounding markets. **Endodontics** is a branch of dentistry recognized by the American Dental Association involving treatment of the pulp (root canal), and surrounding tissues of the tooth. This practice is specialized in root canal therapy, endodontic retreatment, apicoectomy, traumatic injury treatment, cracked teeth, etc.
- The location is part of a medical office building known as the Northtown Professional Plaza. The building is filled with other medical practices and specialties, creating a synergy which the tenant benefits from. Beyond the medical office location, ownership reaps the benefits of a specialized healthcare tenancy and further layer of security. This is because dental facilities rarely relocate due to the difficulty of retaining the same patients in a new location and the high cost of moving.

### PROXIMITY TO NATIONAL TENANTS + HIGH TRAFFIC SHOPPING CENTERS | ±41,601 VPD

- The property benefits from high exposure on McPherson Rd, which sees **over ±41,601 cars per day.** This generates direct visibility of the asset, crucial to the success for outpatient healthcare facilities like a dental office.
- The site is just down the street from a major intersection at McPherson Rd and E Del Mar Blvd which includes a major HEB shopping center and other national tenants like Starbucks, McDonald's, Smoothie King, Crumbl, Walgreens, Chipotle, 7-Eleven KFC, Jiffy Lube, etc., all which constant traffic to the location.

### LAREDO, TX | BORDER METROPOLIS | ROBUST DEMOGRAPHICS | TOP 10 TEXAS CITY

- Laredo serves as a hub of south Texas and is a top 10 city in the state (population). Average household income is **over \$151,164** within a 1-mile radius of the property. There are over 173,026 residents in a 5-mile radius of the property, which is expected to continue to grow annually as it has an average growth rate of 2.15% since 2009. The Laredo metro area population is projected to reach 340,000 in 2024.

### \$145+ BILLION INDUSTRY | \$300 BILLION BY 2032

- The U.S. dental services market size was exhibited at \$147.3 billion in 2022 and is projected to hit around USD \$295.23 billion by 2032, growing at a CAGR of 7.2% during the forecast period 2023 to 2032.





**Academy**  
SPORTS+OUTDOORS

**THE HOME DEPOT**

**TEXAS ROADHOUSE**

**Pepper's Office DEPOT**

**Walmart**  
Supercenter

**ROSS** DRESS FOR LESS

**petco**

**five BELOW**

**Michaels**

**SHOE CARNIVAL**

**DOLLAR TREE**

**Burlington**

**H-E-B**

**sam's club**

**POPEYES**

**WHATABURGER**

**McDonald's**

**Pizza-That**

**Red Roof**

**Super 8**

± 75,450 VPD

± 41,601 VPD



MCPHERSON RD

**BEST BUY**

**Marshalls**

**TARGET**

**H-E-B**

**ihop**

**Applebees**

**WING STOP**

**SEPHORA**

Bath & Body Works

**OLD NAVY**

**BIG LOTS**

**HomeGoods**

**MALL DEL NORTE**

**Dillard's**

**JCPenney**

**macy's**

**Auntie Anne's**

**CINEMARK**

**CHUCK E. CHEESE**

**WORKSDOP**

**CHAMPS**

**GameStop**

**GNC**

**LIVE WELL**

**FOREVER 21**

**MAIN EVENT**

**VANS**

**Foot Locker**

**Chick-fil&**

**AÉROPOSTALE EXPRESS**

**MEGA FURNITURE**

**Chick-fil&**

LAREDO COUNTRY CLUB

**H-E-B**

**SUBJECT PROPERTY**



**TEXAS A&M INTERNATIONAL UNIVERSITY**  
8,507 STUDENTS  
± 3 MILES AWAY



**LAREDO INTERNATIONAL AIRPORT**



## INVESTMENT SUMMARY

List Price	\$634,757
NOI	\$47,607
CAP Rate	7.50%
Price/SF	\$324.68
Rent/SF	\$24.35

## TENANT SUMMARY

Tenant Name	The Endodontic Specialists - Laredo (Specialized Dental Partners)
Type of Ownership	Fee Condo Interest
Lease Entity Name	US Endo Partners OPCO, LLC
Occupancy	100%
Initial Term	10 Years
Lease Type	NNN
Lease Commencement Date	9/10/2021
Lease Expiration Date	9/10/2031
Term Remaining	±7 Years
Increases	3% Annual Increases
Options	Two, 5-Year Options
Landlord Responsibilities	Roof and Structure
Tenant Responsibilities	Taxes, Insurance, CAM
Insurance	Tenant Responsible
Taxes	Tenant Responsible

## ANNUALIZED OPERATING DATA

LEASE YEAR	ANNUAL RENT	MONTHLY RENT	GROSS RENT PSF
1 (2021 - 2022)	\$43,566.96	\$3,630.58	\$22.28
2 (2022 - 2023)	\$44,873.97	\$3,739.50	\$22.95
3 (2023-2024)	\$46,220.19	\$3,851.68	\$23.64
<b>4 (Current 2024-2025)</b>	<b>\$47,606.79</b>	<b>\$3,967.23</b>	<b>\$24.35</b>
5 (2025-2026)	\$49,035.00	\$4,086.25	\$25.08
6 (2026-2027)	\$50,506.05	\$4,208.84	\$25.83
7 (2027-2028)	\$52,021.23	\$4,335.10	\$26.61
8 (2028-2029)	\$53,581.87	\$4,465.16	\$27.41
9 (2029-2030)	\$55,189.32	\$4,599.11	\$28.23
10 (2030-2031)	\$56,845.00	\$4,737.08	\$29.08





**200+ LOCATIONS**  
**35+ STATES**



**FOUNDED IN 2018**



**SPECIALIZEDDENTAL.COM/**

## SPECIALIZED DENTAL PARTNERS

Specialized Dental Partners provides comprehensive management services tailored to dental practices, allowing dental professionals to focus solely on patient care. They handle all non-clinical operations such as human resources, finance, marketing, and administrative tasks.

The company prides itself on offering personalized solutions that fit the unique needs of each practice. Through a partnership approach, they strive to enhance the efficiency and growth of dental offices while maintaining the clinical autonomy of their partners.

Their experienced team supports dental offices in optimizing their operations and delivering superior care to patients.

For more details, you can explore their [Who We Are](#) page.



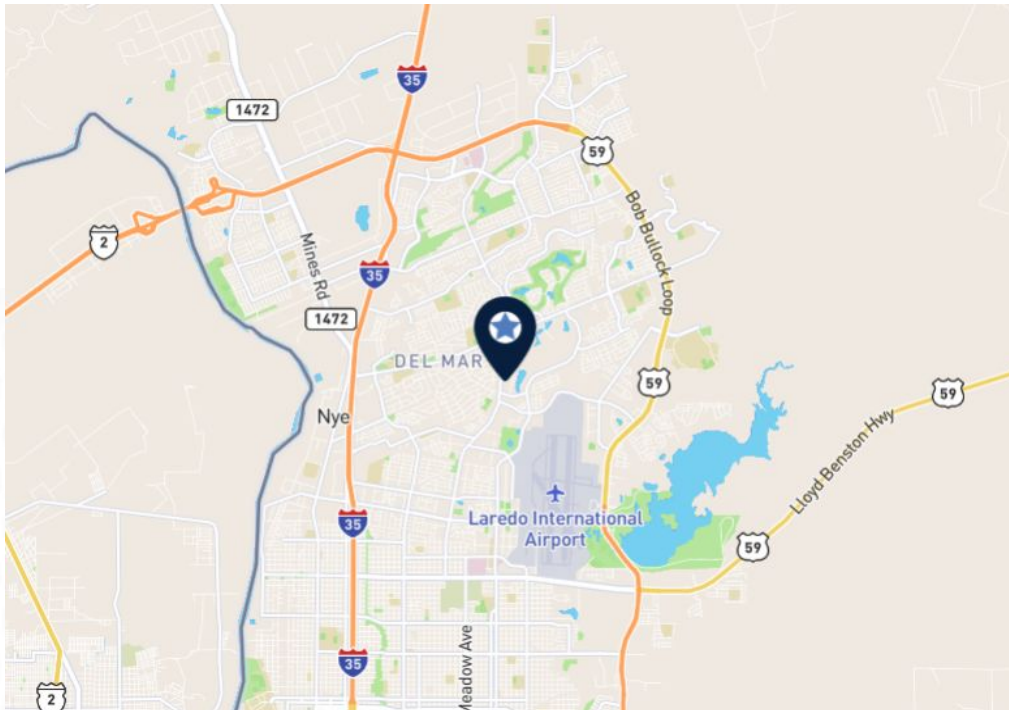




## LAREDO, TX

Laredo, officially the City of Laredo, is a vibrant and strategically significant city located on the southern border of Texas. Serving as the county seat of Webb County, Laredo plays a crucial role as a major gateway for trade between the United States and Mexico. It is home to the largest inland port in the United States, with four international bridges connecting the city to its sister city, Nuevo Laredo, in Mexico. Laredo's unique position on the U.S.-Mexico border makes it a vital hub for international trade, logistics, and commerce.

Laredo is the center of the Laredo metropolitan statistical area, and its economy is heavily influenced by its status as a major port of entry. The city's robust trade infrastructure includes the World Trade Bridge, which handles a significant portion of the goods that flow between the U.S. and Mexico. The logistics and transportation industries are the backbone of Laredo's economy, supported by a well-established network of highways, railroads, and the Laredo International Airport.



### DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
Current Year Estimate	8,696	85,149	173,026
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Current Year Estimate	3,064	27,524	54,149
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$151,164	\$120,671	\$100,369



## ATTRACTIONS

San Agustín Cathedral Tower is a key landmark in Laredo, Texas, and stands as part of one of the oldest churches in the region.

Built in 1872, the cathedral showcases stunning Gothic Revival architecture, with its tower being a prominent feature that can be seen from various parts of the city.

Located in the heart of the historic San Agustín Plaza, the cathedral has long served as a central place of worship and community gathering. Its timeless design and historical significance make it a notable site for visitors interested in exploring Laredo's heritage.

Fort McIntosh, established in 1849 and decommissioned in 1946, played a significant role in Laredo's military history. Originally built to protect the border and keep peace in the region, the fort saw action during key periods in American history, including the Civil War and the Mexican Revolution.

Its strategic location near the Rio Grande made it a crucial defense point. Though much of the original fort has been repurposed, the site, now part of Laredo College, preserves several historic structures, offering a glimpse into its past.

Both of these landmarks highlight Laredo's cultural and military importance over the centuries. Whether exploring the sacred grounds of San Agustín Cathedral or the historical legacy of Fort McIntosh, visitors gain a greater understanding of the city's role in shaping the region.





# CONFIDENTIALITY AGREEMENT & DISCLAIMER

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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 **6999 McPherson Rd, Suite 215 Laredo, TX 78041** (“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.



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**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES





## Information About Brokerage Services

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

11-2-2015



**TYPES OF REAL ESTATE LICENSE HOLDERS:**

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

**A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):**

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

**A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:**

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

**TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:**

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date