

FOR SALE

9480 CUYAMACA STREET SANTEE, CALIFORNIA 92071



DENTAL EXPRESS | SALE LEASE-BACK | 10 YEAR NNN LEASE

Voit

REAL ESTATE SERVICES

MAX STONE, CCIM
VICE PRESIDENT

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\$4,361,043
ASKING PRICE

\$250,760
NOI (YEAR 1)

5.75%
CAP RATE

3% ANNUAL
BASE RENT INCREASES

5,079 SF
BUILDING SIZE

0.37 ACRES
LAND SIZE

2017
YEAR BUILT

3.94/1,000 SF
PARKING RATIO



LEASE TYPE	NNN
ROOF & STRUCTURE	TENANT
INITIAL LEASE TERM	10 YEARS
RENT COMMENCEMENT	UPON CLOSE OF ESCROW (COE)
EXPIRATION DATE	10 YEARS FOLLOWING COE
OPTIONS	THREE 5-YEAR OPTIONS W/ 3% ANNUAL INCREASES
TAXES, INSURANCE & UTILITIES	TENANT

Base Rent Schedule

INCREASE DATE	INCREASE	MONTHLY RENT	MONTHLY \$/SF	ANNUAL RENT	ANNUAL \$/SF
YEAR 1	3.00%	\$20,897	\$4.11	\$250,760	\$49.37
YEAR 2	3.00%	\$21,524	\$4.24	\$258,282	\$50.92
YEAR 3	3.00%	\$22,169	\$4.37	\$266,031	\$52.45
YEAR 4	3.00%	\$22,834	\$4.50	\$274,012	\$54.02
YEAR 5	3.00%	\$23,519	\$4.64	\$282,232	\$55.65
YEAR 6	3.00%	\$24,225	\$4.78	\$290,699	\$57.31
YEAR 7	3.00%	\$24,952	\$4.92	\$299,420	\$59.03
YEAR 8	3.00%	\$25,700	\$5.04	\$308,403	\$60.80
YEAR 9	3.00%	\$26,471	\$5.22	\$317,655	\$62.63
YEAR 10	3.00%	\$27,265	\$5.38	\$327,185	\$64.51



- » 10 YEAR NNN LEASE WITH 3% ANNUAL RENT INCREASES THROUGHOUT TERM AND OPTION PERIODS
- » 2017 CONSTRUCTION
- » OUTPARCEL TO MAJOR ANCHOR: FOOD FOR LESS
- » STREET VISIBILITY FROM CUYAMACA ST (\pm 24,000 CPD) WITH MULTIPLE POINTS OF INGRESS & EGRESS





KHAO SAN THAI

Nicolosi's
ITALIAN RESTAURANT

Food 4 Less

TUTOR TIME
CHILD CARE | LEARNING CENTERS

Santee
Children's Community

CUYAMACA STREET

MISSION CREEK DRIVE



HISTORY

Dental Express is a multi-location dental group with seven locations and over 65 chairs, founded in 2014 by Dr. Casey Ashmore and his wife Nicole. They have an operations center in Hillcrest and 17 dentists on staff, serving over 28,000 active patients. They are committed to expanding their coverage across San Diego county, indicating their dedication to providing quality dental care to the community.

MISSION

Dental Express's mission is to expand its patient-centric model, opening more practices and providing affordable, family-friendly dental care. To fulfill this vision, DE is looking to establish provider relationships that will create further opportunities for growth, development, and career success.

MARKET-LEADING MANAGEMENT

With DE's history of success building out a management team to bring enterprise scalability, it supports each practice with centralized services delivering:

- Account Payroll Billing
- Facilities Management
- Project Management
- Marketing
- HR & GA Services
- Information Technology

45% PREVENTATIVE CARE

30% RESTORATIVE DENTISTRY

25% ORAL SURGERY, ENDODONTICS AND OTHER

CORE VALUES

DE has a long history of talent retention, thanks to its unique culture of fostering a family-like atmosphere and promoting a "whistle while you work" spirit. This culture is reinforced by DE's commitment to employee education, flexible scheduling, and desirable wages, which has established a loyal and dedicated team essential to the Company's success.

- Collaboration
- Whistle While You Work
- Adaptability
- Empathy
- Integrity

LOCATIONS

With seven convenient locations in the San Diego area, affordable, family-friendly dental care is right around the corner.



- Clairemont
- Escondido
- Point Loma
- Santee
- Downtown
- Hillcrest
- R.B./Poway

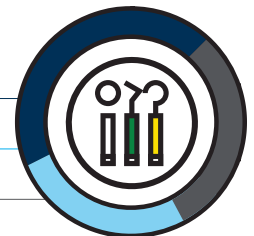
\$15.5 M
EST. REVENUE FOR 2023 CY

16.4%
GROWTH YTD OVER 2022

16.2%
2022 GROWTH OVER 2021

34%
2021 GROWTH OVER 2020

6%
2020 GROWTH OVER 2019*
*COVID CLOSURES





CUSTOMER-FOCUSED CARE

Dental practices are reliable tenants, but what sets DE apart is its commitment to providing affordable, customer-focused dental care. By putting the patient first, DE has created a differentiated customer experience that fills a gap in the market and has led to a loyal and growing patient base. This unique approach positions DE for long-term growth, which provides real estate investors with stable rental income.



COMPREHENSIVE SERVICES

DE offers a comprehensive suite of dental services, including crowns, root canals, dentures, partials, implants, and children's dental services, among others. By providing a full range of services, DE helps patients avoid the expense and inconvenience of specialties referrals.



SUPERIOR NEW PATIENT FLOW

DE's business model is designed to optimize patient flow and attract new patients. With walk-in appointments, same-day appointments, and extended hours six days a week, DE distinguishes itself from other practices and generates a steady stream of new patients. In fact, each DE location attracts an impressive 100-250 new patients per month. This high patient volume positions DE for continued growth.



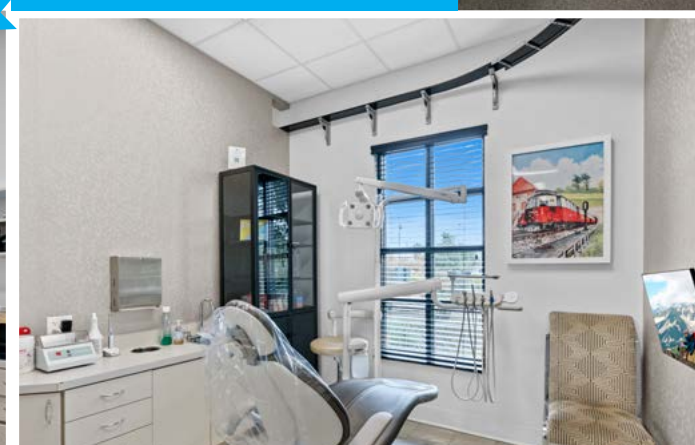
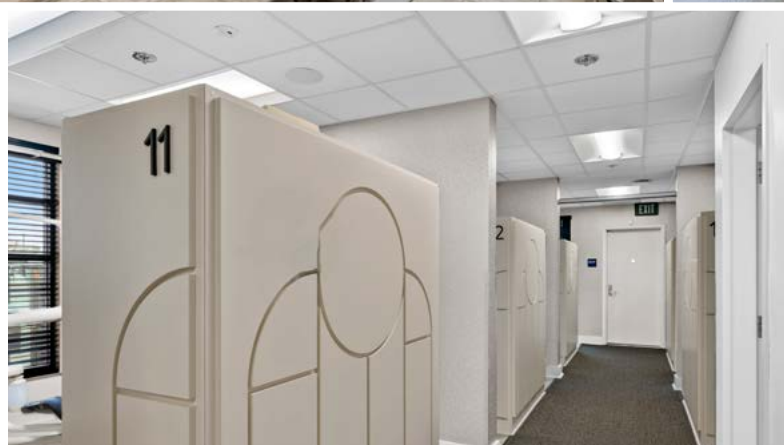
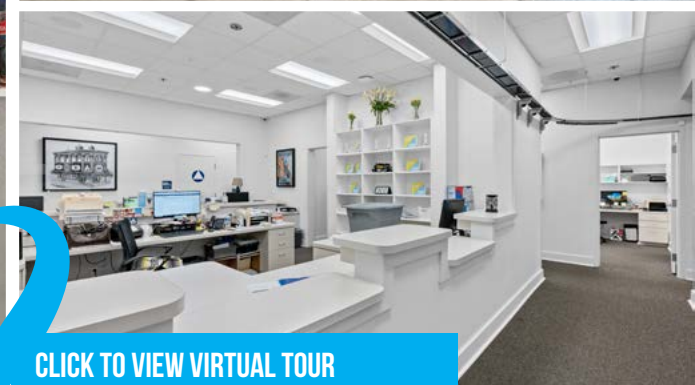
RECESSION RESISTANT

DE has proven to be recession-resistant, with impressive financial performance even during challenging times. Despite the pandemic in 2020, DE's adjusted average monthly production improved by 14% compared to the previous year all locations resumed routine care.



DIVERSE PAYOR MIX

The company participates in most PPO insurance plans, Medi-Cal Dental, and TRICARE, increasing access to dental care for Californians. DE has established a balanced composition of revenues with approximately 65% of DE's income attributed to cash and private payers.



[CLICK TO VIEW VIRTUAL TOUR](#)

6TH
MOST POPULOUS
CITY IN THE US

SAN DIEGO OFFERS INCOMPARABLE OPPORTUNITIES FOR BUSINESS OF ALL SIZES TO THRIVE



1.5M
REGIONAL JOBS (2021)

\$266.4B
GROSS REGIONAL PRODUCT (2022)

\$91,000
MEDIAN HOUSEHOLD INCOME (2021)

3.3M+
POPULATION

TOP INDUSTRIES



SITUATED NEXT TO THE BUSIEST LAND PORT OF ENTRY IN THE WESTERN HEMISPHERE

San Diego borders the Pacific Ocean coast of Southern California, located immediately adjacent to the Mexico–US border. It is the sixth-most populous city in the US and the fifth-most populous county in the US. The city is known for its mild year-round Mediterranean climate, natural deep-water harbor, extensive beaches and parks, long association with the United States Navy and recent emergence as a healthcare and biotechnology development center.

San Diego's main economic engines are military and defense-related activities, tourism, international trade, research, and manufacturing. The city is the economic center of the San Diego–Tijuana conurbation, the second-most populous transborder metropolitan area in the Western Hemisphere. The primary border crossing between San Diego and Tijuana, the San Ysidro Port of Entry, is the busiest international land border crossing in the world outside of Asia. The city's airport, San Diego International Airport, is the busiest single-runway airport in the world.

3RD

**MOST POPULOUS
CITY IN SAN DIEGO**

39,966

**EMPLOYEES WITHIN A 3
MILE RADIUS**

TOP EMPLOYERS

1ST  SCANTIBODIES

2ND  PADRE DAM
Municipal Water District

3RD  SAN DIEGO
CHRISTIAN COLLEGE



IDEALLY LOCATED, SANTEE HAS NURTURED A VIBRANT LOCAL ECONOMY BY PROVIDING FOR A BALANCE OF RETAIL, COMMERCIAL AND RESIDENTIAL USES.

Santee prides itself on Sunny climate, good schools, and small-town friendliness. Collectively, these are among the key attributes of the City of Santee, which in 2022 has an estimated population of 60,037. Quality-of-life issues are important to local residents, who simultaneously value the abundance of open space as well as convenient shopping in the city's retail core.

Santee is ideally located between the Pacific Ocean and the mountains of the Cleveland National Forest. While Santee is considered part of the East County Region, the city is only 18 miles from the San Diego's premier beaches. Santee is connected to the coastline by State Route 52, a six-lane freeway that connects Interstate 5 in La Jolla to State Route 67. State Route 125 also intersects with State Route 52, forming a transportation hub in the heart of Santee.

Santee has nurtured a vibrant local economy by providing for a balance of retail, commercial and residential uses. The 700-acre Town Center district forms a downtown core comprised of business parks, high-density residential and retail businesses that feed off the synergy of Santee Trolley Square shopping complex and the Metropolitan Transit System trolley station.



	1 MILE	3 MILE	5 MILE
 2022 POPULATION	18,147	85,164	248,247
2027 POPULATION PROJECTION	18,231	85,543	248,617
MEDIAN AGE	38	38.7	37.7
MEDIAN HOUSEHOLD INCOME	\$95,718	\$87,894	\$75,129
 2022 HOUSEHOLDS	6,174	30,667	89,269
2027 HOUSEHOLD PROJECTION	6,203	30,797	89,394
MEDIAN HOME VALUE	\$516,424	\$543,558	\$542,330
MEDIAN YEAR BUILT	1976	1976	1973



**DENTAL
EXPRESS**

9480 CUYAMACA STREET

SANTEE, CALIFORNIA 92071

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