HEARTLAND DENTAL

Publix Outparcel

9641 PATRIOT HWY FREDERICKSBURG, VA

OFFERED FOR SALE

$4,000,000 | 5.25% CAP

CONFIDENTIAL OFFERING MEMORANDUM

Atlantic
CAPITAL PARTNERS™

EXECUTIVE SUMMARY

Atlantic Capital Partners has been exclusively engaged to offer for sale a Heartland Dental in Fredericksburg, VA, a newly delivered 4,200-square-foot Absolute NNN dental office located at 9641 Patriot Highway in Fredericksburg, Virginia.

The lease is backed by a full corporate guarantee from Heartland Dental - the largest dental support organization in the United States with over 1,800 supported locations and $3.2 billion in total revenue - and features zero landlord responsibilities, a 12-year term, and 10% rental increases at Year 6, Year 11, and throughout all option periods. Current annual rent of $210,000 reflects a newly constructed, purpose-built facility with transferable manufacturer warranties and no near-term capital exposure.

The property is positioned on Patriot Highway at 25,000 AADT within an established retail corridor on a Publix outparcel serving residents with an average household income of $130,525 within 5 miles. Fredericksburg sits midway between Washington DC and Richmond along the I-95 corridor and has been among the fastest-growing cities in Virginia for over a decade, providing Heartland Dental with a continuously expanding, affluent patient base in one of the most supply-constrained retail markets in the region.

RENT SCHEDULE	TERM	RENT	PSF RENT
Current Term	1-5	$210,000	$50.00
Rent Escalation	6-10	$231,000	$55.00
Rent Escalation	11-12	$254,100	$60.50
1st Extension Term	13-17	$279,510	$66.55
2nd Extension Term	18-22	$307,461	$73.21
3rd Extension Term	23-27	$338,207	$80.53
4th Extension Term	28-32	$372,028	$88.58

NOI	$210,000
CAP RATE	5.25%
LISTING PRICE	$4,000,000

ASSET SNAPSHOT

Tenant Name	Heartland Dental
Address	9641 Patriot Hwy, Fredericksburg, VA 22407
Building Size (GLA)	4,200 SF
Land Size	1.03 Acres
Year Built/Renovated	2026
Signatory/Guarantor	Heartland Dental (Corporate)
Rent Type	Abs. NNN
Landlord Responsibilities	None
Rent Commencement Date	4/8/2026
Lease Expiration Date	4/30/2038
Remaining Term	12 Years
Rent Escalations	10% in Year 6, 10% in Year 11 and 10% Each Option
Current Annual Rent	$210,000

91,813
PEOPLE
IN 5 MILE RADIUS

$130,525
AHHI IN
5 MILE RADIUS

25,000
VPD ON
PATRIOT HWY

INVESTMENT HIGHLIGHTS

ABSOLUTE NNN LEASE | ZERO LANDLORD RESPONSIBILITIES

Absolute NNN lease with zero landlord responsibilities, providing a truly passive investment and one of the cleanest ownership structures in net lease real estate.

CORPORATE GUARANTEE | LARGEST DSO IN THE US

Backed by a full corporate guarantee from Heartland Dental, the nation's largest dental support organization with 1,800+ locations, $3.2 billion in revenue, and sponsorship from KKR.

BRAND NEW 2026 CONSTRUCTION | STRUCTURED RENT GROWTH

Brand-new 2026 construction with a fresh 12-year lease term, no deferred maintenance, and 10% rent increases in Years 6 and 11 and throughout all options.

EXCEPTIONAL IMMEDIATE AFFLUENCE | $130K AHHI WITHIN 5 MILES

Affluent trade area with average household income of $130K within 5 miles and $110K within 1 mile, supporting strong long-term patient demand.

ESTABLISHED HIGH-TRAFFIC RETAIL NODE | 25,000 VPD ON PATRIOT HWY

Located at the signalized intersection of Patriot Highway (25,000 VPD) and Spotsylvania County Parkway (22,000 VPD) as an outparcel to Publix, and surrounded by Target, Publix, and Starbucks.

GROWING FREDERICKSBURG MARKET | DC-RICHMOND CORRIDOR

Fredericksburg and Spotsylvania County continue to benefit from rapid growth along the I-95 corridor, with county population increasing more than 20% over the past decade.

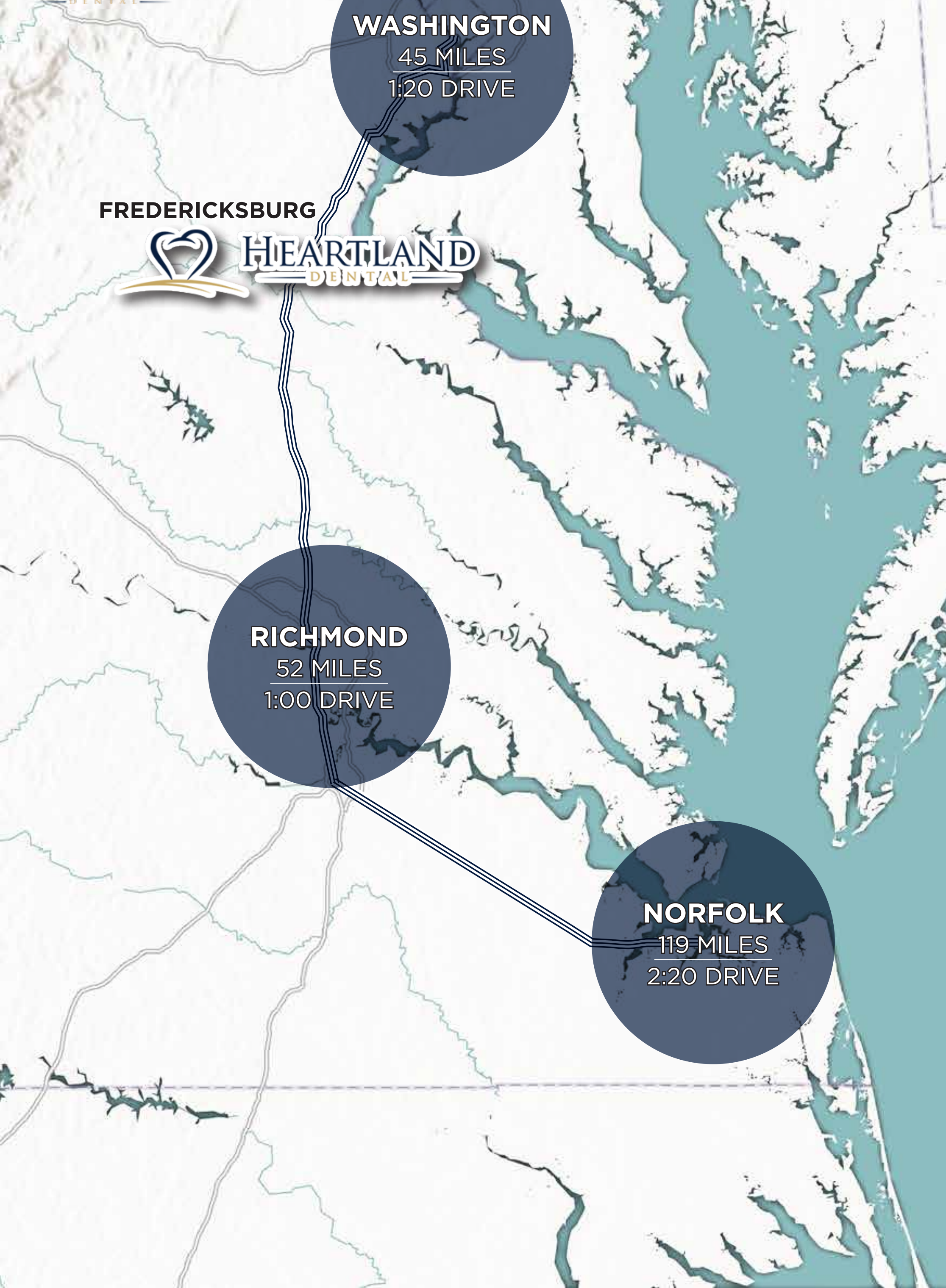
Atlantic CAPITAL PARTNERS™

SITE PLAN

NORTH AERIAL

PROPERTY PHOTOS (JUNE 2026)

LOCATION OVERVIEW



1 MILES

5,845
PEOPLE

$109,662
AHHI

3,843
TOTAL EMPLOYEES

3 MILES

41,271
PEOPLE

$128,811
AHHI

16,340
TOTAL EMPLOYEES

5 MILES

91,813
PEOPLE

$130,525
AHHI

28,461
TOTAL EMPLOYEES

The Washington, D.C. market remains one of the most stable and dynamic in the United States, driven by a strong federal presence, a growing tech sector, and a highly educated workforce. The real estate landscape is marked by steady demand across both commercial and residential sectors, supported by consistent government spending and a diversified economy. The region's low unemployment and resilient job market continue to attract investors, developers, and new residents. Key submarkets like Capitol Hill, Georgetown, and the Navy Yard are seeing ongoing development, and sectors such as cybersecurity, biotech, and green energy are expanding rapidly. Overall, Washington, D.C. remains a resilient and opportunity-rich market with long-term growth potential.

TENANT SUMMARY

TENANT OVERVIEW

Heartland Dental is the largest dental support organization in the United States, with over 1,800 supported dental offices in 38 states. Founded in 1997, Heartland Dental supports over 2,700 dentists and over 20,000 team members nationwide. Based in Effingham, IL, Heartland Dental offers supported dentists and team members continuing education and leadership training, along with a variety of non-clinical administrative services. Heartland Dental partners with its supported dentists to deliver high-quality care across the full spectrum of dental services and is majority owned by KKR.

KKR

Heartland Dental's parent company, KKR (NYSE: KKR), is a leading global investment firm that manages multiple alternative asset management, capital markets, and insurance solutions. KKR has approximately $207 billion in assets under management and more than 103 companies in their portfolio.

20,000+
Team Members in the HD Family

2,700+
Support Doctors Nationally

1,800+
Support Offices Nationally

HEARTLAND DENTAL QUICK FACTS	
Founded	1997
Ownership	Private (KKR)
Number of Locations	1,800+
Headquarters	Effingham, IL
Guaranty	Corporate

Corporate HQ

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Exclusively Offered By

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