

specialty 10110 Iron Bridge Rd
DENTAL BRANDS Chesterfield, VA 23832

**Dental
Investment Opportunity**
Offering Memorandum

\$1,556,232 | 10.00% Cap Rate | NN+ | 6.8 Years Remaining | 2% Annual Increases | 250+ Unit Operator



MATTHEWS™

Exclusively Listed By



Seamus O'Brien

Vice President

(773) 219-0964

seamus.obrien@matthews.com

License No. 02129205 (CA)



Thor St John

FVP & Associate Director

(510) 684-0574

thor.stjohn@matthews.com

License No. 02051284 (CA)



Michael Moreno

SVP & Senior Director

(949) 432-4511

michael.moreno@matthews.com

License No. 01982943 (CA)



Rahul Chhajed

SVP & Senior Director

(949) 432-4513

rahul.chhajed@matthews.com

License No. 01986299 (CA)

Kyle Matthews

Broker of Record

License No. 226035518 (VA)

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Property Overview

Specialty Dental Brands
10110 Iron Bridge Rd, Chesterfield, VA 23832



Investment Highlights

Tenant & Industry

- **Best-in-class Tenant** – Specialty Dental Brands is one of the largest DSOs in the country with 250+ locations across 25 states.
- **2% Annual Rental Increases** – The lease features 2% annual rental increases, providing investors with growing cash flow and a hedge against inflation.
- **Streamlined Expansion** – Specialty Dental Brands expands by acquiring existing practices that are already successful and established within the community. This business model allowed them to quickly become one of the largest DSOs in the country.
- **Healthcare Real Estate** – Healthcare properties are extremely sought-after investments for their resistance to recessions and e-commerce.

Property & Location

- **Dense, Affluent Demographics** – The property is situated in a highly populated, affluent area with over 87,000 residents within a 5-mile radius and an average household income exceeding \$94,000.
- **Excellent Frontage & High-Traffic** – The site offers direct frontage along State Route 10, a major Chesterfield County thoroughfare with strong daily traffic counts, providing outstanding visibility and convenient access for patients.
- **Strategic Location** – The property is located next to various national retail tenants such as Burger King, Starbucks, Jersey Mike's, Chipotle, & Wendy's, generating constant customer traffic and further enhancing site visibility.
- **Recent Practice Acquisition** – Specialty Dental Brands acquired this practice in October of 2022.
- **Tenant Investment in Location** – Dental support organizations rarely relocate due to high build-out costs and difficulty in retaining the same patients after moving.
- **Exchange Opportunity** – This property offers an excellent investment for 1031 exchange buyers seeking a high-yield asset with minimal landlord responsibilities.





Courthouse Landing
New 124 Acre Mixed-Use Development
Delivery Spring 2025



Beach Rd
± 13,900 VPD



Subject Property



Krause Rd

Iron Bridge Rd ± 24,200 VPD



Iron Bridge Rd # 24,200 VPD

CHESTERFIELD
Historical Society of Virginia



Subject Property

growtherapy

Krause Rd



10110 Iron Bridge Rd
Chesterfield, VA 23832

±2,080 SF

GLA

1974/2007

Year Built/Renovated

±6.8 Years

Term Remaining on Lease

NN+

Lease Type

10.00%

Cap Rate



Financial Overview

Specialty Dental Brands
10110 Iron Bridge Rd, Chesterfield, VA 23832



Financial Summary

\$1,556,232

List Price

10.00%

Cap Rate

2% Annual

Rental Increases

\$155,623

Net Operating Income

Property Details

Tenant Trade Name	Specialty Dental Brands
Type of Ownership	Fee Simple Interest
Lease Guarantor	SDB NE Partners, LLC
Lease Type	NN+
Original Lease Term	10 Years
Rent Commencement Date	10/7/2022
Lease Expiration Date	10/7/2032
Term Remaining on Lease	±6.85 Years
Base Rent	\$156,123
Increases	2% Annual
Options	Two, 5-Year Options

Annualized Operating Data

Lease Year	NOI	Monthly Rent	Cap Rate
Year 1	\$146,618	\$12,218.20	9.42%
Year 2	\$149,561	\$12,463.40	9.61%
Year 3	\$152,562	\$12,713.50	9.80%
Year 4	\$155,623	\$12,968.60	10.00%
Year 5	\$158,623	\$13,228.81	10.20%
Year 6	\$161,931	\$13,494.22	10.41%
Year 7	\$165,179	\$13,764.93	10.61%
Year 8	\$168,493	\$14,041.07	10.83%
Year 9	\$171,873	\$14,322.72	11.04%
Year 10	\$175,320	\$14,610.01	11.27%

* NOI includes an estimated \$500 annual allowance for HVAC servicing.

Tenant Overview

Year Founded
2017

Headquarters
Nashville, TN

Website
specialtydentalbrands.com

Growth Strategy
Data Driven

Services Provided
Partnerships

Operational Focus
Infrastructure



Tenant Overview

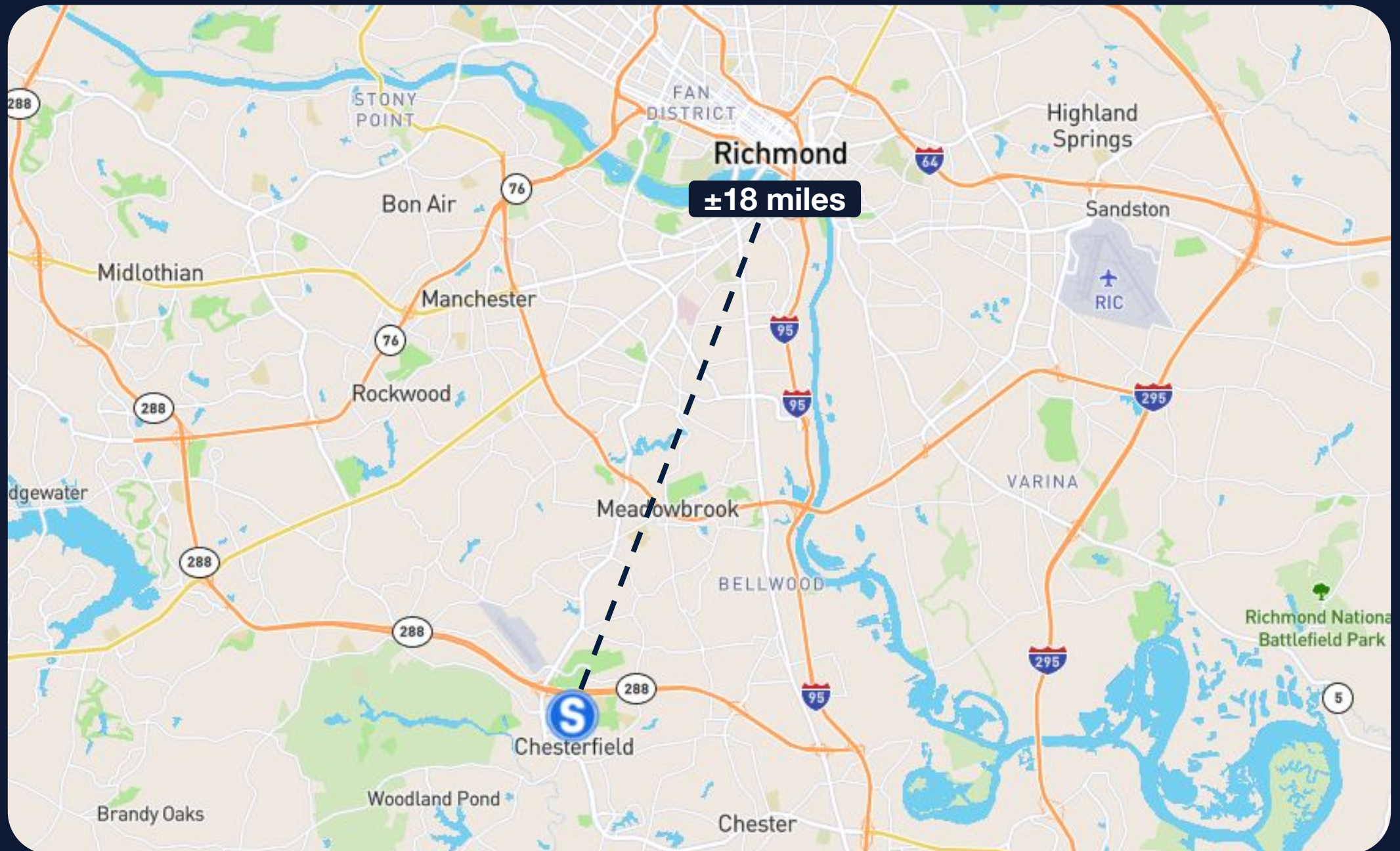
Specialty Dental Brands is a U.S.-based, private equity-backed dental support organization (DSO) headquartered in Nashville, Tennessee, that partners with top-tier pediatric dentists, orthodontists, oral surgeons, and endodontists to deliver comprehensive oral healthcare. Founded in 2017, SDB provides business infrastructure, administrative support, and operational management — including human resources, finance, compliance, marketing, and IT — enabling affiliated specialists to maintain clinical autonomy while benefiting from the efficiency and scale of a robust support platform.

Why Invest in Specialty Dental Brands?

- **Established Multi-Specialty Platform:** Backed by Leon Capital Group, Specialty Dental Brands (SDB) is a leading Dental Support Organization (DSO) serving pediatric dentistry, orthodontics, and oral surgery under one integrated model.
- **Rapidly Expanding Footprint:** Operates across more than 250 locations nationwide with a growing network of 270+ specialists and 1,300+ employees, reflecting strong scalability and market demand.

Market Overview

Specialty Dental Brands
10110 Iron Bridge Rd, Chesterfield, VA 23832



Chesterfield, VA

Market Demographics



370,000
Total Population

\$99,000
Median HH Income

143,255
of Households

76%
Homeownership Rate

200,909
Employed Population

41%
% Bachelor's Degree

39.5
Median Age

\$367,000
Median Property Value

Local Market Overview

Chesterfield, Virginia is a suburban county located south of Richmond with a range of residential neighborhoods, commercial hubs, and industrial zones. The area includes major road networks, public facilities, and access to the James and Appomattox Rivers, giving residents and businesses stable regional connectivity. Chesterfield's school system, recreation options, and steady population growth support its role as a key part of the Richmond metropolitan area.

The county's economy is driven by manufacturing, healthcare, logistics, retail, and public-sector employment. Industrial parks, corporate offices, and distribution centers provide a broad mix of job opportunities, while commercial corridors such as Midlothian Turnpike and Hull Street continue to expand. Chesterfield also maintains active partnerships to attract new employers through workforce training programs, available development sites, and proximity to interstates, airports, and the Port of Virginia. These factors contribute to consistent economic performance and ongoing business investment in the region.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,076	30,439	89,208
Current Year Estimate	4,124	29,690	86,220
2020 Census	4,134	28,260	82,264
Growth Current Year-Five-Year	-1.16%	2.52%	3.46%
Growth 2020-Current Year	-0.23%	5.06%	4.81%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,624	11,796	34,398
Current Year Estimate	1,615	11,305	32,698
2020 Census	1,584	10,417	30,212
Growth Current Year-Five-Year	0.52%	4.34%	5.20%
Growth 2020-Current Year	1.95%	8.52%	8.23%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$97,853	\$126,058	\$118,058

Chesterfield, VA

A diversified industrial base underpins Chesterfield's robust economy.

Strategic Mid-Atlantic location and business infrastructure make it a magnet for manufacturing, logistics, and corporate investment.

Economic Drivers

Chesterfield County's economy is anchored by a broad mix of manufacturing, logistics, health care, retail, and professional services, supported by an employer-friendly environment and abundant build-ready industrial land. The county's publicly owned Meadowville Technology Park offers large, infrastructure-served parcels, attracting national and international firms for manufacturing, distribution, and advanced industrial development. Major recent investments include expansions by Super Radiator Coils (adding ~160 jobs) and new commitments by high-profile firms such as The LEGO Group (precision manufacturing), a clean-energy technology company, and indoor-farming developer Plenty Unlimited — signaling growing economic diversification beyond traditional sectors.

Primary Industries

- Healthcare & social assistance
- Retail trade
- Education services
- Manufacturing & industrial production
- Professional, scientific & technical services

Top Employers

- Amazon Fulfillment Services
- Major regional health-care systems
- Super Radiator Coils

Recent Developments

- Build-ready industrial and technology sites at Meadowville Technology Park
- Major new manufacturing and industrial investments totaling multi-billion-dollar commitments over recent years
- Expansion of existing advanced-manufacturing facilities (e.g., Super Radiator Coils)

\$22.4B+

Regional Gross Domestic Product

3.2%

Unemployment Rate 2024



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FVP & Associate Director

(510) 684-0574

thor.stjohn@matthews.com

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SVP & Senior Director

(949) 432-4511

michael.moreno@matthews.com

License No. 01982943 (CA)

Rahul Chhajer

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(949) 432-4513

rahul.chhajed@matthews.com

License No. 01986299 (CA)

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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 10110 Iron Bridge Rd, Chesterfield, VA, 23832 ("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™. The material and information in the Offering Memorandum is unverified. Matthews™. 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:

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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.

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Owner and Matthews™. 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™. 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.

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