

**specialty** 10110 Iron Bridge Rd  
DENTAL BRANDS Chesterfield, VA 23832

**Dental  
Investment Opportunity**  
Offering Memorandum

**\$1,447,658 | 10.75% Cap Rate | NN+ | 6.8 Years Remaining | 2% Annual Increases | 250+ Unit Operator**



**MATTHEWS™**

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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

**First Community Bank**

**FOOD LION**

**jiffylube** **7 ELEVEN**

**UNITED STATES POSTAL SERVICE**

**PETS NOW URGENT CARE**

**THE GODDARD SCHOOL**

**125 YEARS CHESAPEAKE BANK**

**PRIVIA HEALTH**

**DauvCo**

**Beach Rd ± 13,900 VPD**

**The Cardiac Connection**  
Home Health Care With Heart

**James E. Ayers & Associates, Inc.**

**growtherapy**

**TOP GUARD SECURITY**

**Subject Property**

**BURGER KING**

**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

**1974/2008**

Year Built/Renovated

**±6.8 Years**

Term Remaining on Lease

**NN+**

Lease Type

**10.75%**

Cap Rate



# Financial Overview

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



# Financial Summary

**\$1,447,658**

List Price

**10.75%**

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	10.13%
Year 2	\$149,561	\$12,463.40	10.33%
Year 3	\$152,562	\$12,713.50	10.54%
<b>Year 4</b>	<b>\$155,623</b>	<b>\$12,968.60</b>	10.75%
Year 5	\$158,623	\$13,228.81	10.97%
Year 6	\$161,931	\$13,494.22	11.19%
Year 7	\$165,179	\$13,764.93	11.41%
Year 8	\$168,493	\$14,041.07	11.64%
Year 9	\$171,873	\$14,322.72	11.87%
Year 10	\$175,320	\$14,610.01	12.11%

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

# Tenant Overview

Year Founded  
2017

Headquarters  
Nashville, TN

Website  
[specialtydentalbrands.com](https://specialtydentalbrands.com)

Growth Strategy  
Data Driven

Services Provided  
Partnerships

Operational Focus  
Infrastructure



## Tenant Overview

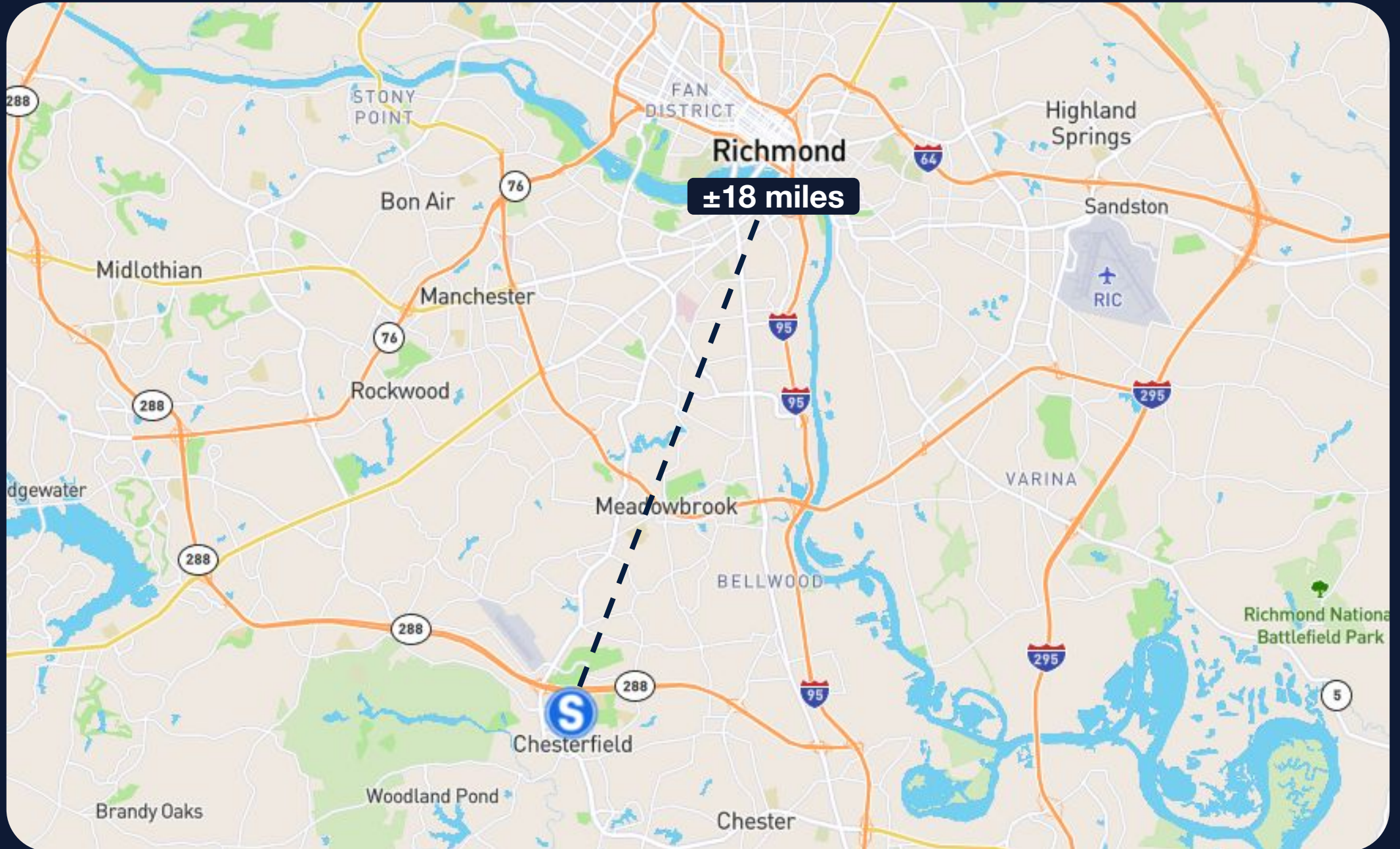
Specialty Dental Brands is a U.S.-based, private equity-backed dental support organization (DSO) headquartered in Nashville, Tennessee, that partners with top-tier pediatric dentists, orthodontists, oral surgeons, and endodontists to deliver comprehensive oral healthcare. Founded in 2017, SDB provides 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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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.

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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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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.

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