HEARTLAND
DENTAL

9685 HARRIS RD | CONCORD, NC

OFFERED FOR SALE
$2,607,000
6.75% CAP

CONFIDENTIAL OFFERING MEMORANDUM

Atlantic
CAPITAL PARTNERS™

EXECUTIVE SUMMARY

Atlantic Capital Partners has been exclusively engaged to offer for sale Heartland Dental, a 4,013-square-foot net leased medical asset located at 9685 Harris Road in Concord, North Carolina. The property is leased to Heartland Dental, LLC, the nation's largest dental support organization, under a corporate-guaranteed NN lease with approximately 5.1 years of remaining primary term. The lease features attractive 10% rental increases every five years throughout the primary term and renewal options, providing investors with contractual income growth and long-term cash flow visibility.

Constructed in 2008 as a purpose-built dental facility, the property occupies a highly visible position along Harris Road within one of Concord's premier suburban retail corridors. The asset benefits from strong surrounding retail fundamentals and continued residential and commercial growth throughout the immediate trade area.

Located approximately 25 miles northeast of Downtown Charlotte, Concord is one of the fastest-growing communities within the Charlotte MSA and serves as a major residential, retail, and employment hub for Cabarrus County. Supported by strong population growth, affluent demographics, and proximity to one of the Southeast's most dynamic metropolitan areas, Heartland Dental offers investors the opportunity to acquire a well-located healthcare asset leased to an industry-leading operator in one of North Carolina's strongest suburban growth markets.

RENT SCHEDULE	LEASE YEARS	ANNUAL RENT
Current Term	8/1/2022 - 6/30/2027	$176,000
Rent Escalation	7/1/2027 - 6/30/2032	$193,600
1st Extension Term	7/1/2032 - 6/30/2037	$212,960
2nd Extension Term	7/1/2037 - 6/30/2042	$234,256
3rd Extension Term	7/1/2042 -6/30/2051	$257,682

NOI	$176,000
CAP	6.75%
PRICE	$2,607,000

ASSET SNAPSHOT

Tenant Name	Heartland Dental
Signator/Guarantor	Heartland Dental LLC (Corporate)
Address	9685 Harris Rd, Concord, NC 28027
Building Size (GLA)	4,013 SF
Land Size	1.08 Acres
Year Built	2008
Lease Type	NN
Landlord Responsibilities	Roof & Structure
Lease Expiration Date	6/30/2031
Remaining Term	5.1 Years
Renewal Options	3 x 5-Years
Rental Increases (Base Term & Options)	10% Every 5-Years
NOI	$176,000

40,606 PEOPLE IN 3 MILE RADIUS

$167,467 AHHI IN 3 MILE RADIUS

14,100 VPD ON HARRIS RD

INVESTMENT HIGHLIGHTS

NATION'S LARGEST DENTAL SUPPORT ORGANIZATION

Heartland Dental supports more than 3,000 dentists across over 1,900 affiliated dental offices in 39 states and the District of Columbia, making it the largest DSO in the United States.

INDUSTRY-LEADING SCALE & MARKET POSITION

The company's extensive national footprint creates significant operating advantages, brand recognition, and access to best-in-class recruiting, technology, and administrative resources.

CHARLOTTE MSA - MAJOR FINANCIAL & CORPORATE HUB

Concord sits within the Charlotte-Concord-Gastonia MSA, a top-10 fastest-growing major metro in the United States, anchored by Bank of America, Truist, Honeywell, and a rapidly expanding technology and logistics sector.

LONG-TERM CORPORATE-GUARANTEED INCOME

Heartland Dental, LLC guarantees 100% of the lease obligations through a final option expiration in 2051, providing investors with a multi-decade income runway backed by the nation's largest dental support organization.

PURPOSE-BUILT DENTAL FACILITY

The 4,013 SF building is a purpose-built dental office designed to Heartland Dental's operational specifications, with a well-maintained physical plant and limited near-term capital expenditure requirements for an incoming investor.

PREMIUM RENT PROFILE

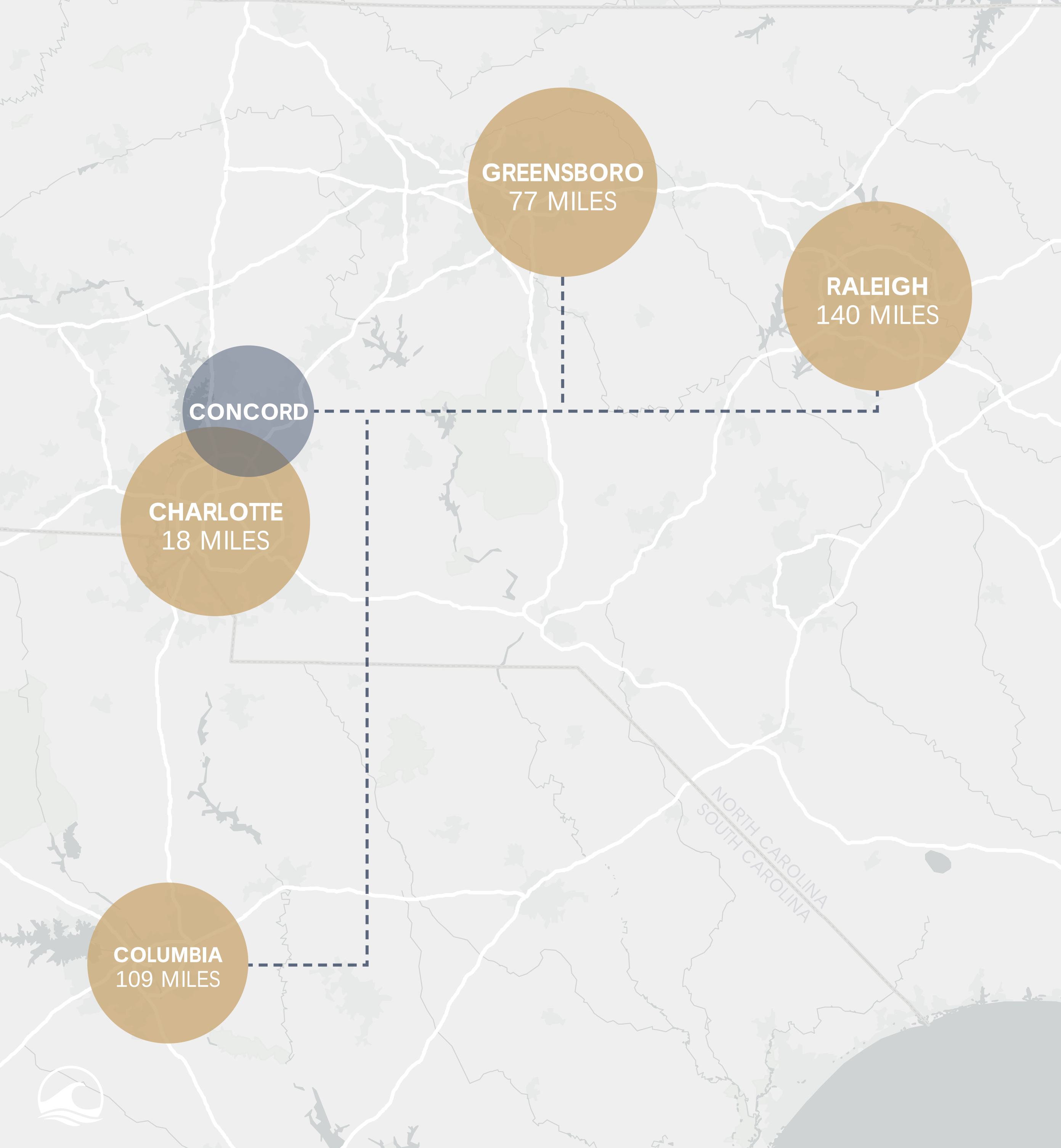
Cannon Crossroads Dental Care generates one of the portfolio's highest in-place rents, underscoring strong market demand and the quality of the Concord suburban consumer base.

SITE PLAN

SOUTH AERIAL

PROPERTY PHOTOS

LOCATION OVERVIEW



CONCORD, NORTH CAROLINA

is one of the fastest-growing and most affluent communities in the Charlotte metropolitan area, strategically located approximately 18 miles northeast of downtown Charlotte along the Interstate 85 corridor. As the largest city in Cabarrus County, Concord has experienced significant residential and commercial growth fueled by strong population gains, corporate investment, and excellent regional connectivity. The market benefits from a highly educated workforce, rising household incomes, and continued in-migration, making it one of the most desirable suburban locations in the Southeast.

The Harris Road corridor is positioned within a dense, high-growth retail and residential trade area that serves both Concord and the broader North Charlotte market. Major economic drivers include Charlotte Motor Speedway, Concord Mills, and the region's expanding logistics, healthcare, and advanced manufacturing sectors. The area also benefits from proximity to major employers such as Atrium Health, Wells Fargo, and Amazon. Supported by sustained population growth, strong consumer spending, and ongoing development activity, Concord continues to rank among the premier retail and investment markets in the Carolinas.

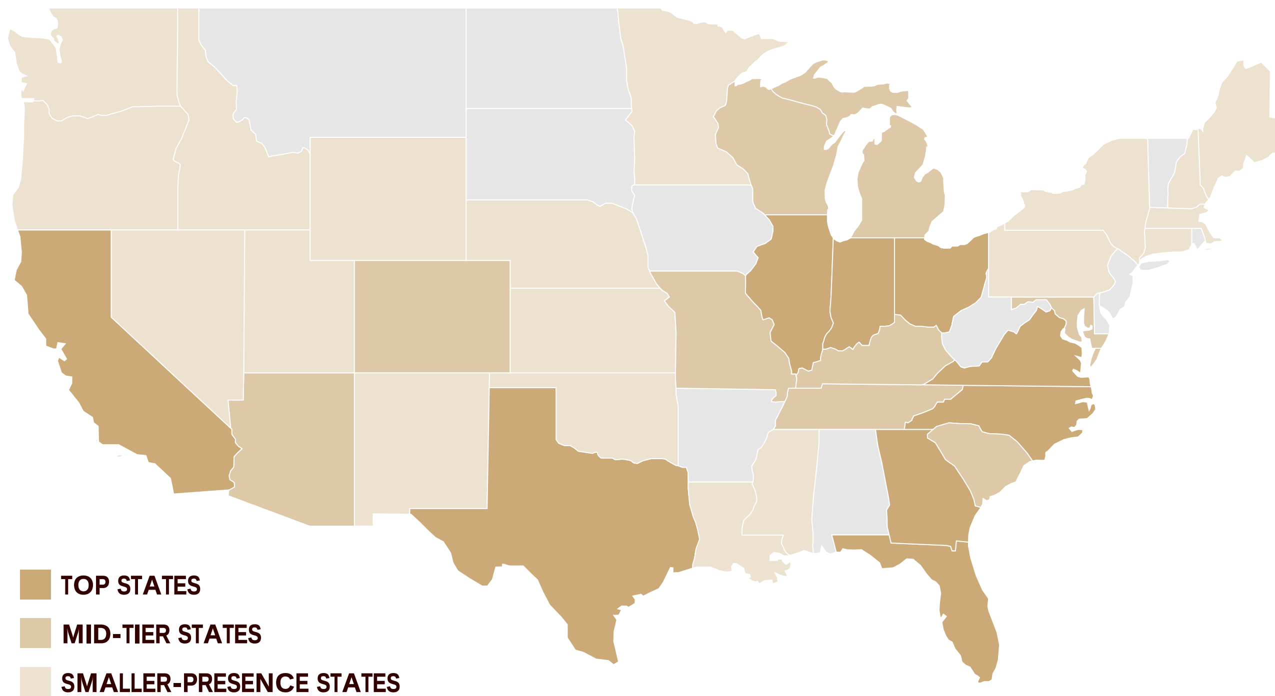
HEARTLAND DENTAL

HEARTLAND DENTAL QUICK FACTS	
Founded:	1997
Headquarters:	Effingham, IL
Ownership:	Private
Locations:	1,900+
Guaranty:	Corporate

Heartland Dental is the nation's largest dental support organization (DSO), providing comprehensive non-clinical administrative services to a network of affiliated dental practices across 39 states and the District of Columbia. Founded in 1997 by Dr. Rick Workman, the company has grown into an industry leader, supporting more than 3,000 dentists across over 1,900 locations nationwide. Heartland Dental is backed by leading institutional investors, including KKR and the Ontario Teachers' Pension Plan, reflecting the strength and scale of its platform.

Through its centralized operating model, Heartland Dental provides affiliated practices with essential business support services, including marketing, technology, human resources, accounting, and compliance, allowing providers to focus on patient care. Supported by favorable demographic trends and a highly fragmented dental industry, the company continues to expand its national footprint through new affiliations and de novo growth, reinforcing its position as the market leader in the dental services sector.

READ MORE



$4.2B
2025 REVENUE

1,900+
TOTAL LOCATIONS

39 STATES
GEOGRAPHIC FOOTPRINT

40,000+
TOTAL EMPLOYEES

S&P: B
CREDIT RATING

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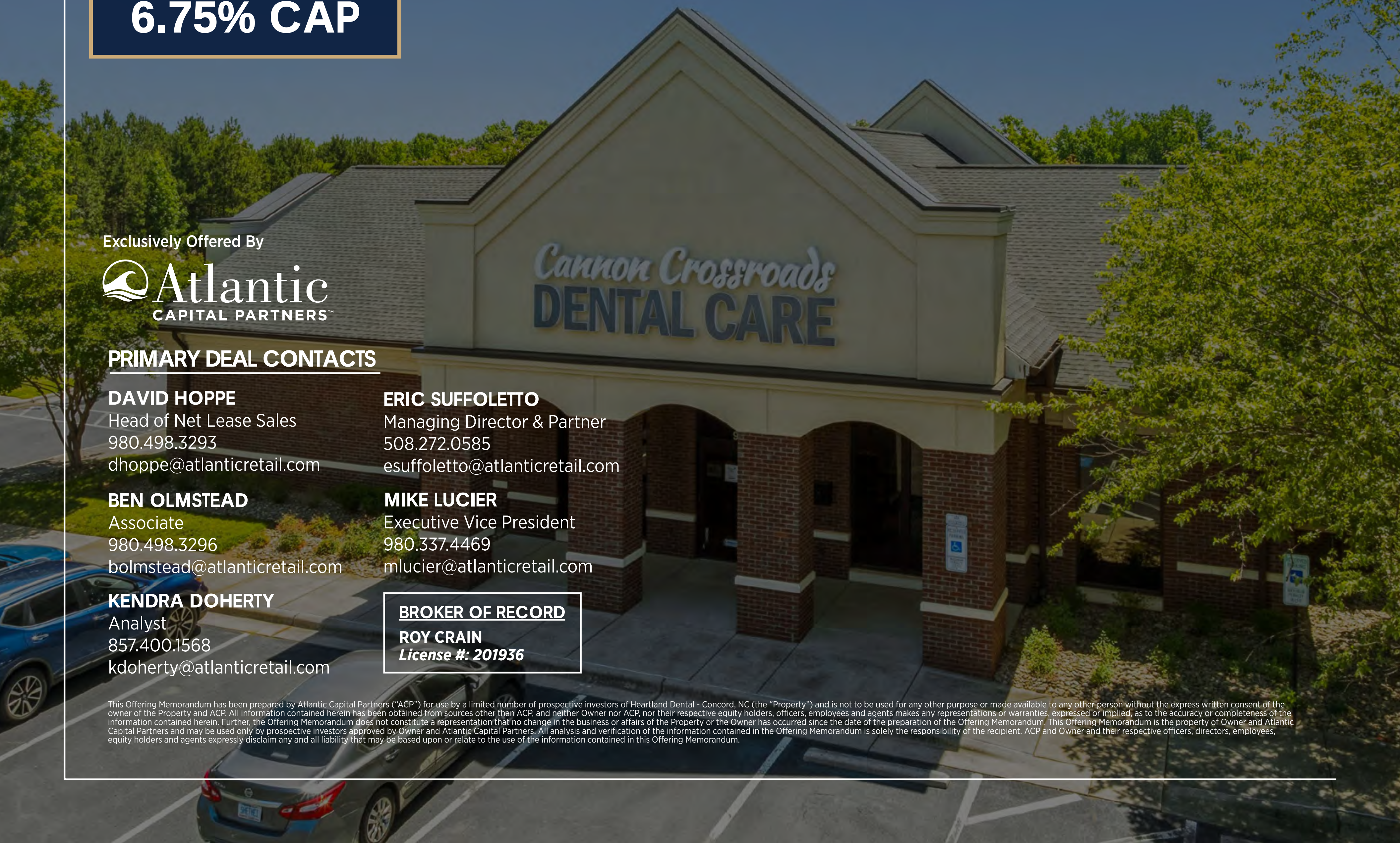
6.75% CAP



Exclusively Offered By

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