HEARTLAND
DENTAL

5170 DAVE ROBBINS WAY | LAKELAND, FL

OFFERED FOR SALE
$2,929,000
6.50% CAP

Atlantic
CAPITAL PARTNERS™

CONFIDENTIAL OFFERING MEMORANDUM

HEARTLAND DENTAL

EXECUTIVE SUMMARY

Atlantic Capital Partners has been exclusively engaged to offer for sale Heartland Dental, a 4,290-square-foot net leased medical asset located at 5170 Dave Robbins Way in Lakeland, Florida. The property is leased to Heartland Dental, LLC, the nation's largest dental support organization, under a corporate-guaranteed NN lease with approximately 6.2 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 2019 as a purpose-built dental facility, the property occupies a highly visible position along Bartow Road (US-98), which carries approximately 45,200 vehicles per day and serves as one of Southeast Lakeland's primary commercial corridors. The asset benefits from strong surrounding retail fundamentals, including nearby Publix, Verizon, IHOP, Advance Auto Parts, MidFlorida Credit Union, and numerous national retailers that drive consistent consumer traffic to the corridor.

Located approximately 41 miles east of Tampa and 58 miles southwest of Orlando, Lakeland is one of the fastest-growing cities in Central Florida and serves as a major logistics, healthcare, and commercial hub along the I-4 corridor. Supported by sustained population growth, continued residential development, and a diverse employment base anchored by Publix Super Markets, Lakeland Regional Health, Amazon, and GEICO, Heartland Dental offers investors the opportunity to acquire a well-located healthcare asset leased to an industry-leading operator in one of Florida's strongest growth markets.

RENT SCHEDULE	LEASE YEARS	ANNUAL RENT
Current Term	8/1/2022 - 7/31/2027	$190,354
Rent Escalation	8/1/2027 - 7/31/2032	$209,389
1st Extension Term	8/1/2032 - 7/31/2037	$230,328
2nd Extension Term	8/1/2037 - 7/31/2042	$253,361
3rd Extension Term	8/1/2042 - 7/31/2047	$278,697
4th Extension Term	8/1/2047 - 7/31/2052	$306,567

NOI	$190,354
CAP	6.50%
PRICE	$2,929,000

ASSET SNAPSHOT

Tenant Name	Heartland Dental
Signator/Guarantor	Heartland Dental, LLC (Corporate)
Address	5170 Dave Robbins Way, Lakeland, FL 33812
Building Size (GLA)	4,290 SF
Land Size	1.26 Acres
Year Built/Renovated	2019
Lease Type	NN
Landlord Responsibilities	Roof & Structure
Lease Expiration Date	7/31/2032
Remaining Term	6.17 Years
Renewal Options	4 x 5-Years
Rental Increases (Base Term & Options)	10% Every 5-Years
NOI	$190,354

28,837 PEOPLE IN 3 MILE RADIUS

$118,204 AHHI IN 3 MILE RADIUS

45,200 VPD ON US 98

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.

FLORIDA'S HIGH-GROWTH I-4 CORRIDOR

Lakeland is ideally positioned along the I-4 corridor between Tampa and Orlando, one of Florida's most active economic and population growth axes, attracting major distribution, healthcare, and service sector investment.

RAPID RESIDENTIAL EXPANSION

Lakeland's population has grown 11.2% since 2019, with projections supporting continued growth above 2% annually driving sustained demand for healthcare services.

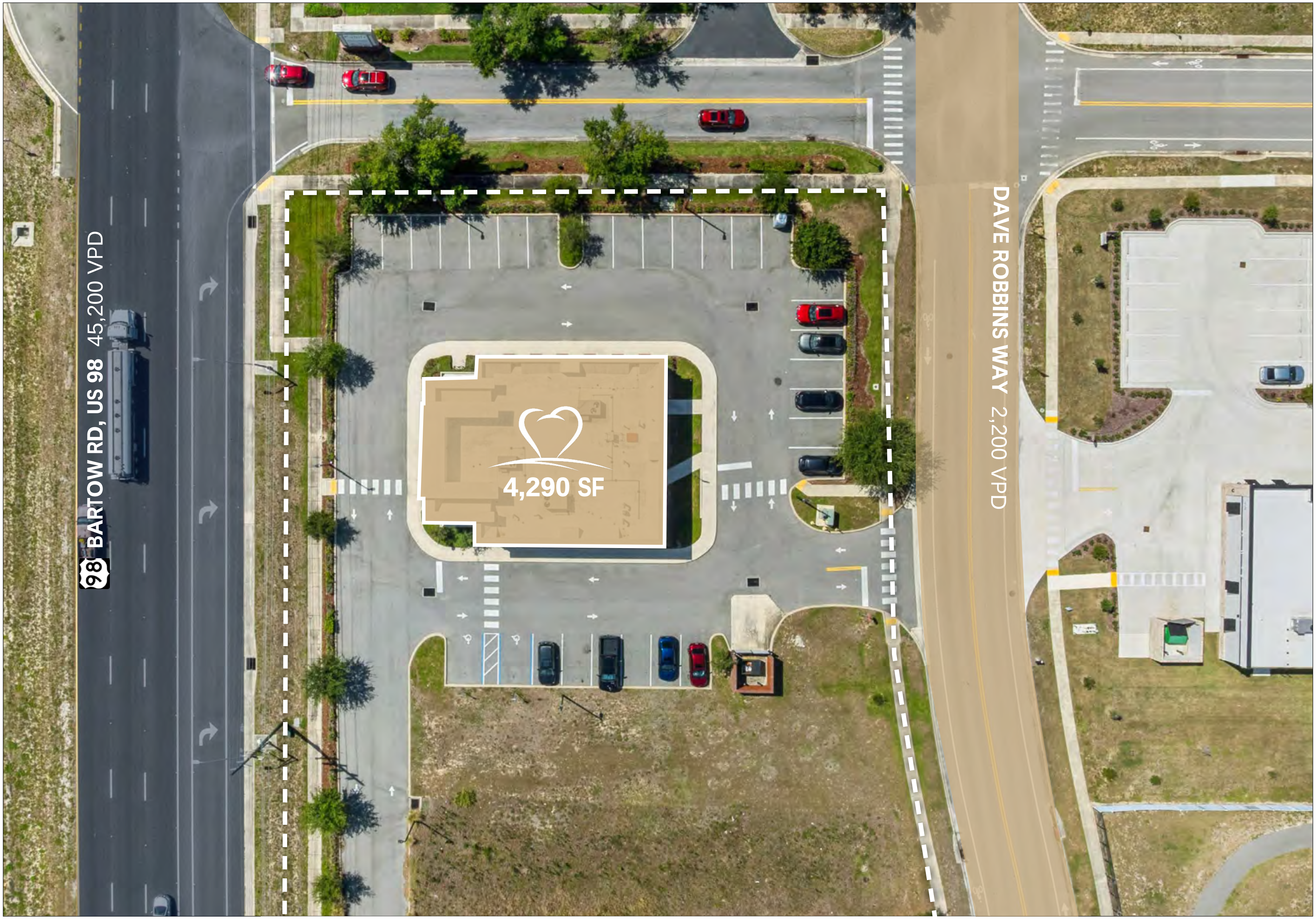
PURPOSE-BUILT DENTAL FACILITY

The Property was purpose-built to Heartland Dental's operational specifications, providing a facility designed specifically for the demands of a full-service dental practice and reducing near-term capital expenditure risk for an incoming investor.

POLK COUNTY - ONE OF FLORIDA'S FASTEST-GROWING COUNTIES

Polk County consistently ranks among the fastest-growing counties in the state of Florida, driven by sustained in-migration from Tampa, Orlando, and other coastal markets as households seek affordability and quality of life along the I-4 corridor.

SITE PLAN



SOUTHEAST AERIAL

PROPERTY PHOTOS

LOCATION OVERVIEW

LAKELAND is one of the fastest-growing cities in Central Florida, strategically positioned between Tampa and Orlando along the Interstate 4 corridor. As the largest city in Polk County, Lakeland benefits from exceptional regional connectivity, sustained population growth, and a rapidly expanding economy driven by logistics, healthcare, manufacturing, and professional services. Its central location provides access to two of Florida's largest metropolitan areas, making the market a preferred destination for both businesses and residents seeking affordability and long-term growth opportunities.

Located within the thriving southeast Lakeland submarket, the property benefits from strong residential development, rising household incomes, and continued commercial investment throughout Polk County. The market is anchored by major employers including Publix Super Markets, Lakeland Regional Health, Amazon, and GEICO. Supported by Florida's continued population migration, robust job creation, and its strategic location along one of the state's most important transportation corridors, Lakeland remains one of the strongest retail and investment markets in the Southeast.

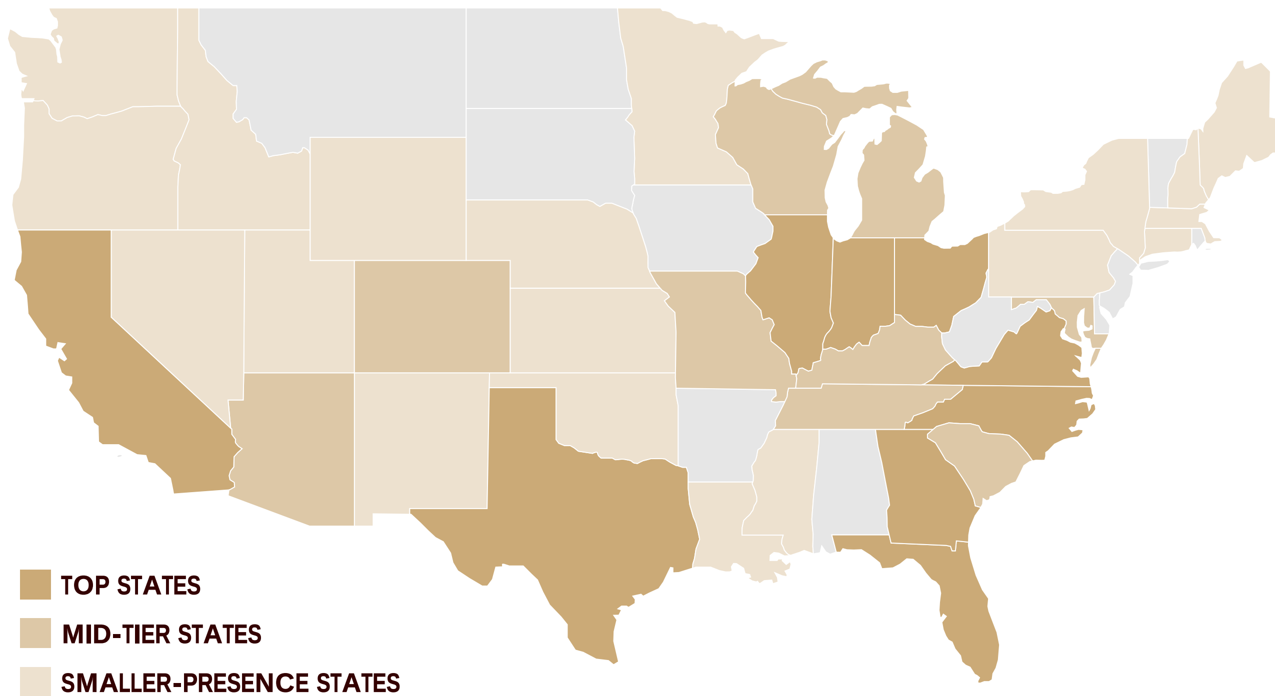
HEARTLAND DENTAL

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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6.50% CAP

Exclusively Offered By

Atlantic CAPITAL PARTNERS™

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