



MOUNTAIN WEST
COMMERCIAL REAL ESTATE



HEARTLAND DENTAL

7666 HWY 72 WEST
MADISON, ALABAMA 35758

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Listed in conjunction with
Alabama real estate broker
DZ NET LEASE REALTY, LLC
License 98934

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 DENTAL CARE of Huntsville

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PREPARED BY

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MOUNTAIN WEST
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CONFIDENTIALITY AND DISCLOSURE

Mountain West Commercial Real Estate and DZ Net Lease Realty, LLC ("Broker") have been retained on an exclusive basis to market the property described as 7666 Hwy 72 West, Madison, Alabama 35758. Broker has been authorized by seller of the property to prepare and distribute the enclosed information for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and the prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and /or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the Market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

EXECUTIVE SUMMARY & HIGHLIGHTS

PRICING

PURCHASE PRICE	\$2,558,000
NET OPERATING INCOME	\$153,500
CAP RATE	6.0%

LEASE INFORMATION

TENANT TRADE NAME	Dental Care of Huntsville
LEASE GUARANTOR	Heartland Dental, LLC
LEASE TYPE	NNN
COMMENCEMENT	9/22/2017
EXPIRATION	9/21/2027
LEASE TERM	10 Years
LEASE TERM REMAINING	4.5 Years
RENTAL INCREASES	See Rent Roll
EXTENSION OPTIONS	Three, 5-Year
PROPERTY TAXES	Tenant Responsible
INSURANCE	Tenant Responsible
UTILITIES	Tenant Responsible
MAINTENANCE	Tenant Responsible
ROOF AND STRUCTURE	Landlord Responsible

PROPERTY INFORMATION

PROPERTY ADDRESS	7666 Hwy 72 W. Madison, AL 35758
GROSS LEASABLE AREA (SF)	4,000
LAND SIZE (AC)	0.92
YEAR BUILT	2017

- 4.5 Years Left on NNN Lease
- Located in Huntsville MSA , Alabama's Fastest Growing Metro
- Madison County is the Third Most Populous County in Alabama
- Benefits from Traffic Counts of Over 51,000 VPD
- Over 39,000 People in a 3-mile Radius with an Average Household Income of \$120,000

TENANT NAME	SQ. FT.	% GLA	LEASE TYPE	TERM	LEASE TERMS WITH OPTIONS & ESCALATIONS				
					START	EXPIRES	PSF	MONTHLY	ANNUAL
Heartland Dental, LLC	4,000	100.00%	NNN	Current	10/1/17	9/30/27	\$36.00	\$12,000	\$144,000
				Option 1	10/1/27	9/30/32	\$39.60	\$13,200	\$158,400
				Option 2	10/1/32	9/30/37	\$43.56	\$14,520	\$174,240
				Option 3	10/1/37	9/30/42	\$47.92	\$15,973	\$191,680
Lamar Companies (Billboard)	0	0.00%		Current	1/1/17	12/31/26	\$0.00	\$791.67	\$9,500
TOTALS	4,000								\$153,500
Occupied	100%								



PROPERTY FEATURES & LAND OVERVIEW

PROPERTY FEATURES

LOCATION

7666 Hwy 72 West
Madison, AL 35758

SITE

Located along heavily trafficked
Highway 72

LAND AREA

Consists of one (1) parcel totaling
approximately 0.92 of an acre

BUILDING SIZE

4,000 SF

YEAR BUILT

2017

FRONTAGE & ACCESS

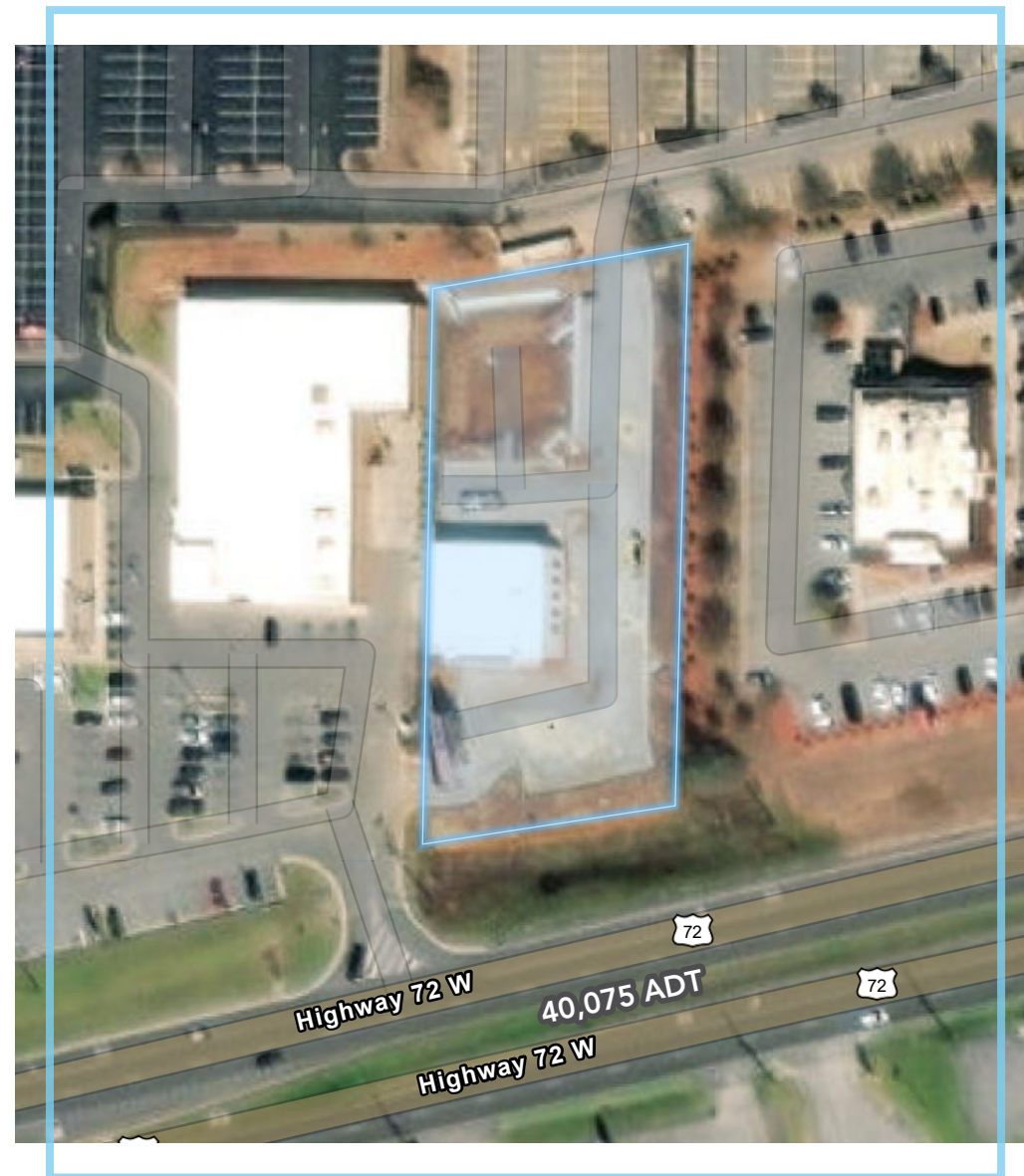
Access points to the property
include two (2) entrance/exit, on the
north and south sides of property

TRAFFIC COUNTS

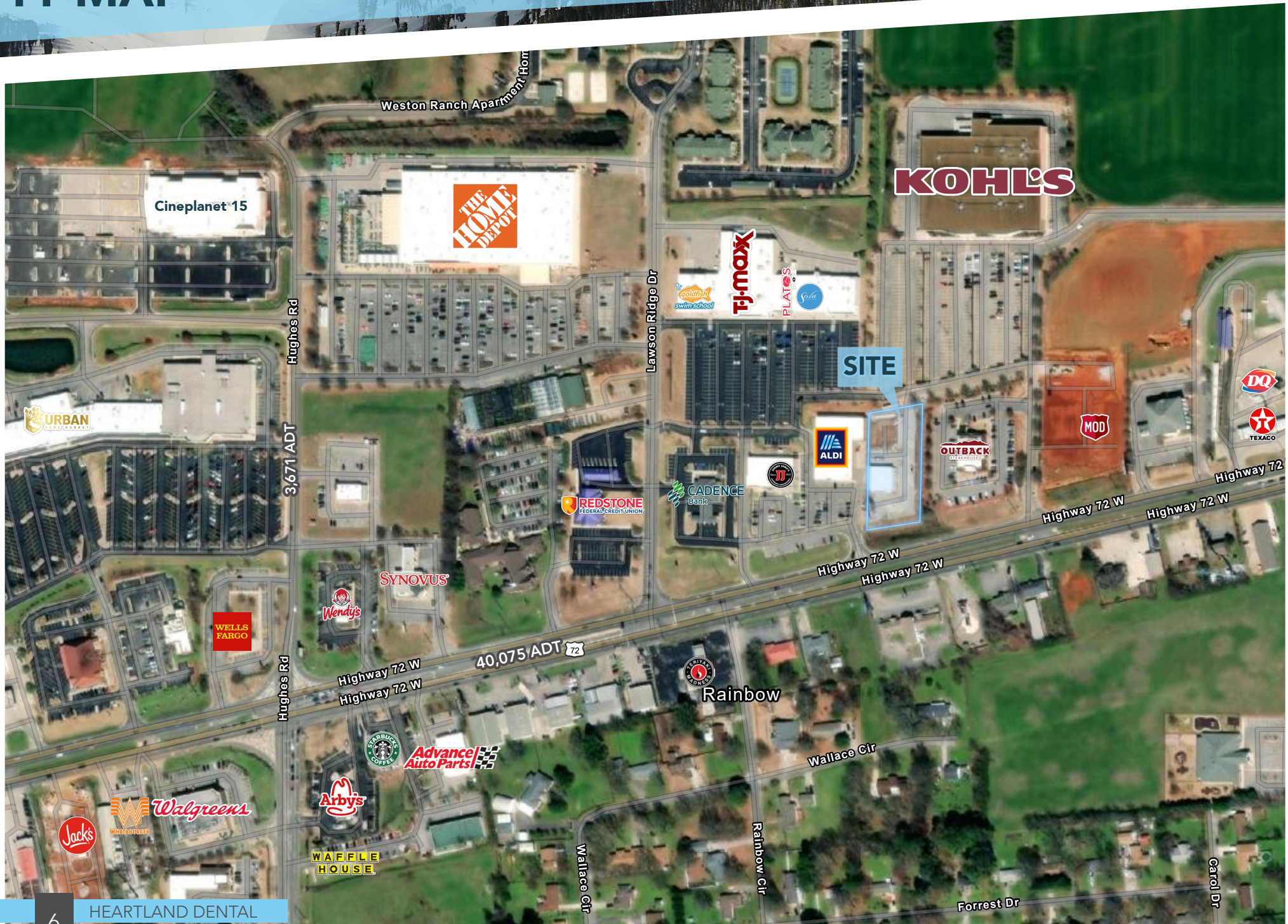
Highway 72 W - 40,075 ADT

LAND OVERVIEW

APN #	ACRES	SF
15-08-28-1-001-006.001	0.92	40,075



TT MAP



COMPANY SUMMARY & TENANT HIGHLIGHTS



Heartland Dental was founded in 1997 by Rick Workman, DMD who opened his first two dental offices in Effingham, IL. Today Heartland Dental is the nation's largest dental support organization providing non-clinical, administrative support services to 1,500+ supported dentists and 900+ offices across 37 states. Heartland Dental partners with its supported dentists to deliver high-quality care across the full spectrum of dental services.

TENANT HIGHLIGHTS

Nation's Largest Dental Support Organization

Over 1,400 Dentists Supported

Over 900 Locations in 37 States

DEMOGRAPHICS

POPULATION



1 MILE
4,171
2022 EST.
POPULATION

3 MILES
50,997
2022 EST.
POPULATION

5 MILES
110,093
2022 EST.
POPULATION



1 MILE
4,376
2027 EST.
POPULATION

3 MILES
53,041
2027 EST.
POPULATION

5 MILES
114,655
2027 EST.
POPULATION

HOUSEHOLDS & AVERAGE INCOME



1 MILE
1,717
2022 EST.
HOUSEHOLDS

3 MILES
20,357
2022 EST.
HOUSEHOLDS

5 MILES
43,936
2022 EST.
HOUSEHOLDS

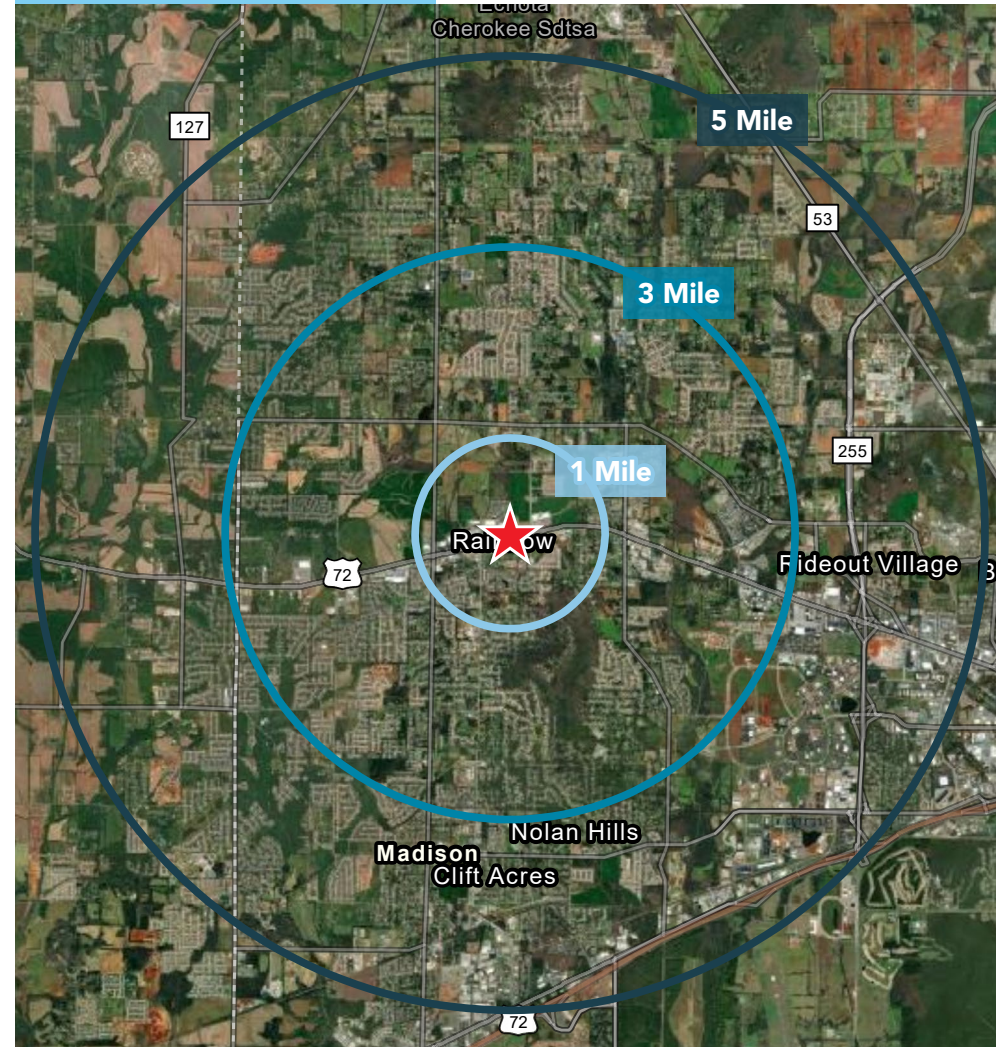


1 MILE
\$105,865
2022 EST.
INCOME

3 MILES
\$111,626
2022 EST.
INCOME

5 MILES
\$104,378
2022 EST.
INCOME

BUFFERS - 1, 3, 5 MILES





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Conclusion

After reading this consumer information booklet, you should sign a brokerage agreement that contains a statement of the services to be provided by the real estate professional. Remember, if you do not sign a brokerage agreement, by law, the licensee working with you will be considered a transaction broker. Ask your real estate licensee to clarify and explain anything in this booklet that you do not fully understand before signing a contract for real estate brokerage services. You are encouraged to sign the disclosure form and retain a copy for your records.

Acknowledged and Accepted:

Seller/Landlord

By: _____ Date: _____

Buyer/Tenant

By: _____ Date: _____

A Consumer Information Booklet

What Consumers Need To Know When Working With A Real Estate Broker

Published as a public service by the Alabama Real Estate Commission and developed with the assistance of the Alabama Research and Education Center at the University of Alabama.



Revised September 8, 1998

As real estate transactions have become more complex and varied, the types of real estate brokerage arrangements available to the public have evolved to meet the changing needs of consumers entering this market. This booklet is intended to provide buyers and sellers with a description of the different types of brokerage arrangements so that consumers can choose the type of brokerage services best suited to their needs.

Know Your Rights

At the initial contact between a licensee (both sales persons and brokers) and the public, the licensee shall be considered to be a transaction broker. As soon as reasonably possible and before the exchange of confidential information, Alabama law requires the licensee to provide you with a written disclosure form that describes different types of brokerage arrangements. You are encouraged to read and sign this disclosure form.

After disclosure you may then choose the type of brokerage agreement best suited to your needs. This brokerage agreement will contain a statement of the specific brokerage services the broker will provide. In the absence of a signed brokerage agreement, the transaction brokerage relationship will remain in effect. Make sure you talk to the real estate licensee with whom you are working to determine the type of services you need or will receive under alternative brokerage arrangements.

Customer or Client?

The most important thing you need to know when working with a real estate licensee is whether you

are a client or a customer. A licensee owes certain duties to a client that are different from the services the licensee performs for a customer.

Agent and Client

An agent is a person who acts for or represents you in negotiations with other parties. The client or principal is the person the agent represents. The licensee when acting as an agent must loyally represent the best interest of the client by placing the interests of the client ahead of the interests of any other party. In a real estate transaction, when a real estate salesperson is employed as an agent, the salesperson is obligated to negotiate the best price and terms for his or her client.

What is a Customer?

A customer is a person who is provided services by a real estate broker, but who is not a client of the broker. In this case, the real estate licensee is not acting as an agent. The actual services you receive from a real estate broker depend on the arrangement that is established between you and the licensee. The different types of real estate agreements are described below.

There are basically three types of real estate brokerage relationships that can be established between the consumer and a real estate licensee: Single agency, limited consensual dual agency, and a transaction brokerage arrangement.



Transaction Brokerage

Transaction brokerage describes a brokerage arrangement whereby the real estate licensee assists one or more parties, who are customers, in a contemplated real estate transaction, without being the agent, fiduciary, or advocate of that party to the transaction. This means that real estate brokers and salespeople can act as intermediaries between buyers and sellers. With this type of brokerage arrangement, home buyers and sellers are customers and not clients of the licensees with whom they are working. The basic function of the licensee is to bring buyers and sellers together so that a real estate sale can be completed. Sellers will employ the licensee to help market their real estate by identifying qualified buyers and showing their properties to prospective purchasers. This will usually also involve advertising properties for sale in newspapers and other media. Sellers will commonly also rely on the expertise, experience, and advice of the real estate licensee to help make their property ready for sale and determine an appropriate asking price. Buyers, in turn, rely on the services of brokers to find and show them suitable real estate that they can afford and have the desired characteristics. Real estate professionals may also help consumers obtain mortgage financing as well as assist them with finalizing the real estate sale and recording the deed and other documents associated with the sale.

Transaction brokerage arrangements are usually best suited for consumers who are primarily interested in the marketing services and expertise that can be provided by real estate professionals, but who do not need an agent to represent them in the negotiations for the sale or purchase of real estate. Under transaction brokerage, the licensee must provide brokerage services to all parties honestly and in good faith and avoid showing favoritism to either buyer or seller. Alabama law also requires all licensees exercise reasonable care and skill when providing brokerage services, answer all questions completely and accurately, and present all written purchase offers to sellers promptly and in a truthful manner.

Licensees must also keep confidential any information given to them in confidence, unless disclosure of this information is required by law. For sellers, this means that licensees must answer a buyer's questions about the condition of the property completely and honestly. In addition, the buyer must be told about any hidden defects known to the licensee that could affect the health or safety of occupants.

Single Agency

A single agency arrangement describes a relationship whereby the real estate licensee represents only one party in a real estate sales transaction. In the case of a single agency brokerage arrangement, the real estate licensee represents either the buyer or the seller, but not both parties to the real estate transaction. This type of brokerage arrangement is most appropriate for consumers who need the advice and negotiating skills of real estate professionals in addition to their marketing services. If a seller enters into a single agency agreement with a real estate broker, the broker is referred to as a seller's agent. Under this arrangement the broker must represent only the seller in the negotiations with buyers. Here the broker will seek the highest possible price and best possible sale terms for the seller. This type of brokerage arrangement can involve the use of subagents, especially in situations where properties are marketed through a multiple listing service.

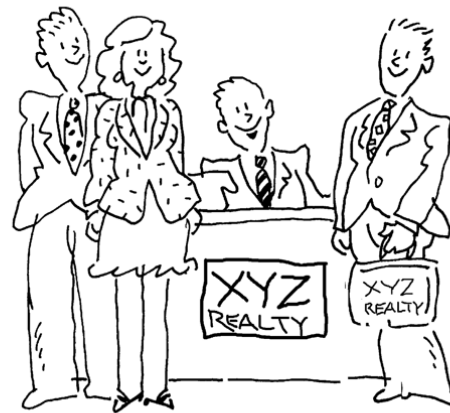
Subagents are empowered to act for another broker in performing real estate services for that broker. The subagent owes the same duties to the broker's client as the broker. If a broker is an agent of the seller, then the subagent is also the seller's agent. When examining properties advertised through a multiple listing service it is important for buyers to determine whether the licensee that is showing them properties is acting in the capacity of a transaction broker, seller's agent, or as a subagent of the seller.

Buyers should exercise care with respect to the information they reveal to licensees working as seller agents. For example, if you are the customer it would not be wise to tell a licensee the maximum price you would be willing to pay for a particular property when considering making

a formal purchase offer. If you are the customer, the broker's primary responsibility is to the seller. In this case, the licensee, as the seller's agent, must convey such information to the seller.

A buyer's agent describes a real estate licensee who is employed by and represents only the buyer in a real estate transaction. This relationship is created by a written transaction. This transaction should clearly state the service the agent will perform for the buyer as well as specify how the licensee is paid for services rendered in connection with the real estate sale. In this case, the buyer is the client or principal and the real estate broker is the agent of and represents the buyer in dealings with sellers.

This type of real estate brokerage agreement should be used when the buyer needs guidance and representation when negotiating with sellers to purchase real estate. Buyers moving to a new location and who are unfamiliar with local market conditions would be those consumers most likely to benefit from this type of agency arrangement. It is becoming increasingly common in multiple listing situations for the selling broker (a licensee working with and showing properties to the buyer) to be an agent of the buyer and the listing broker to represent the owner-seller. Here, both the buyer and seller, working through their respective agents, could negotiate at arm's length with the benefit of professional help.



Limited Consensual Dual Agent

Limited consensual dual agency is an agency relationship where the real estate brokerage company represents both the buyer and the seller in the same real estate transaction. Consensual dual agency requires the licensee to obtain the written consent of both the buyer and the seller to act as their agent. The two most common circumstances where dual agency is encountered are (1) when two or more salespersons licensed under the same broker each represent a different party to the transaction, and (2) when one licensee represents both the buyer and seller in the same sales transaction.

One major advantage of limited consensual dual agency is that it allows broader marketing opportunities than single agency arrangements. With this type of transaction, salespeople can show houses of owners that they represent as agents to their buyer clients. Consensual dual agency is common in the larger real estate markets where real estate companies often have a large number of properties listed for sale. Many of these properties may be desirable to their buyers. With a dual agency agreement, these properties can be shown to their buyer clients.

In the case of dual agency, the principle function of the licensee is to help both parties reach mutually satisfactory outcome to their negotiations. The dual agent must avoid showing favoritism to either party and refrain from revealing confidential information that could prove detrimental to one side or the other. Although buyers and sellers may not benefit from the full range of services or agent loyalty that could otherwise be provided with a single agency arrangement, consensual dual agency does offer consumers more assistance and guidance than would be possible under a transaction brokerage agreement.

When considering signing a dual agency agreement, it is very important that you talk with the broker to determine the types of service that will be provided, and what types of information you will share with the broker and broker's other clients.