

AspenDental[®] tropicalCAFE^{SMOOTHIE}

TWO (2) TENANT, NET LEASED PROPERTY OCCUPIED BY
ASPEN DENTAL & TROPICAL SMOOTHIE CAFE



NEWMARK

Offering Memorandum

901 W 15TH STREET, PLANO (DALLAS MSA), TX 75075

Net Leased Aspen Dental & Tropical Smoothie Cafe

The Offering

Newmark, as an exclusive advisor, is pleased to present the opportunity to acquire a two (2) tenant, net leased property occupied by Aspen Dental and Tropical Smoothie Cafe in Plano, TX.

\$3,100,000

ASKING PRICE

\$196,795

NET OPERATING INCOME
* SEE PAGE 7 (NOI CALC)

6.35%

CAP RATE

NNN

LEASE STRUCTURE*
*SEE PAGES 11-12

8.1 Years

WALT

Fee Simple

OWNERSHIP INTEREST



Net Lease Capital Markets

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[Click Here to View TREC's Information About Brokerage Services Form](#)

Investment Highlights

RAPIDLY EXPANDING DENTAL TENANT | 1,000+ LOCATIONS IN 43 STATES | ASPEN DENTAL LOCATIONS SERVE 30,000+ PATIENTS DAILY

- Aspen Dental practices are the fastest growing network of independently owned dental practices in the country; currently a new Aspen Dental practice opens every week
- Aspen Dental operates over 1,000 locations in 43 states
- In total Aspen Dental serves more than 30,000 patients daily

FAST-GROWING HEALTH-FOCUSED CAFE CHAIN | 1,235 LOCATIONS | PROVEN FRANCHISE MODEL WITH STRONG UNIT LEVEL METRICS

- Tropical Smoothie Cafe continues to expand, the company opened 41 cafes in Q12023 while signing an additional 42 franchise agreements
- Tropical Smoothie Cafe operates over 1,235 locations nationwide with the average location doing \$840,622 in Annual Revenue

8.1 YEARS OF WEIGHTED AVERAGE LEASE TERM REMAINING | TROPICAL SMOOTHIE CAFE HAS 9.9 YEARS OF PRIMARY TERM REMAINING PLUS 2 (5-YEAR) OPTIONS | ASPEN DENTAL HAS 7.5 YEARS OF PRIMARY TERM REMAINING PLUS 2 (5-YEAR) OPTIONS | BOTH LEASES FEATURE 10% RENTAL INCREASES EVERY 5 YEARS INCLUDING EACH OPTION PERIOD

- Aspen Dental currently has 7.5 years of firm term remaining on their lease which calls for 10% rental increases every 5 years including at each option period. Aspen Dental has 2 (5-Year) options remaining.
- Tropical Smoothie Cafe currently has 9.9 years of firm term remaining on their lease which calls for 10% rental increases every 5 years including at each option period. Tropical Smoothie Cafe has 2 (5-Year) options remaining.

PASSIVE NNN LEASES WITH ABILITY TO DEPRECIATE THE BUILDING | ASPEN DENTAL ACCOUNTS FOR 72% OF THE TOTAL RENT

- Both tenants operate on NNN leases with Aspen Dental accounting for 72% of the rent and Tropical Smoothie Cafe accounting for 28% of the rent
- The NNN leases make this an ideal investment for both local and out-of-area investors looking for ease of management



Investment Highlights (Continued)

AFFLUENT & GROWING DALLAS MSA LOCATION | PLANO, TX IS A PROMINENT SUBURB FOR FAMILIES | DOMINANT RETAIL LOCATION WITH HIGH TRAFFIC FRONTAGE

- Located only 20-25 minutes from downtown Dallas, Plano, TX is the 9th most populous city in Texas with more than 288,000 residents. The city is home to over 107,000 households and 76,211 families.
- Between 2022-2027 the population in a surrounding 5 mi radius is projected to grow from 344,935 to 404,100 representing a 17% increase. In the same timeframe the number of households within a 5 mi radius is projected to grow 16.5%.
- 344,935 residents with an average household income of \$107,314 within 5 miles of the property
- 116,833 residents with an average household income of \$99,124 within 3 miles of the property
- The subject property is located along 15th Street (34,397 VPD) and features direct on/off ramp access via Hwy 75 (198,030 VPD) the dominant north/south artery connecting Dallas to Plano
- Prominent national retailers in the immediate trade area include: Michael's, DSW, Petco, Old Navy, Barnes & Noble, Hobby Lobby, Conn's HomePlus, Big Lots, Raising Cane's, Home Depot, Planet Fitness, Ashley HomeStore, Goodwill, Marshalls, Total Wine & More

LOCATED NEXT TO \$1 BILLION COLLIN CREEK REDEVELOPMENT (DEVELOPER CENTURION AMERICAN) | THE PROJECT CALLS FOR 500 NEW SINGLE-FAMILY HOMES AND 2,300 NEW MULTI-FAMILY UNITS

- 300,000 SF of New Retail Space + 40,000 SF of Restaurant Space
- 500 Single Family Homes
- 2,300 Multi-Family Units
- 1.3 M SF of New Office Space
- 200 Hotel Guest Rooms
- 8 Acre Open-Air Park



The Investment



Rent Roll

TENANT	SQ. FT	% SF	CURRENT RENT	RENT PSF	% OF RENT	RENT INCREASES						COMMENCE DATE	EXPIRE DATE	LEASE TERM REMAINING	OPTIONS REMAINING	LEASE STRUCTURE
						DATE	INCREASE %	RENT	PSF	MONTHLY RENT	PSF					
Aspen Dental	3,500	70.00%	\$147,000	\$42.00	72%	2/1/2026	10.0%	\$161,700	\$46.20	\$13,475	\$3.85	1/28/2021	1/31/2031	7.5	2 (5-Year)	NNN
						Option 1: 2/1/2031	10.0%	\$177,870	\$50.82	\$14,823	\$4.24					
						Option 2: 2/1/2036	10.0%	\$195,650	\$55.90	\$16,304	\$4.66					
Tropical Smoothie Cafe	1,500	30.00%	\$56,250	\$37.50	28%	07/1/2027	10.0%	\$61,875	\$41.25	\$5,156	\$3.44	07/1/2022	06/30/2033	9.9	2 (5-Year)	NNN
						Option 1: 07/1/2033	10.0%	\$68,070	\$45.38	\$5,673	\$3.78					
						Option 2: 07/1/2038	10.0%	\$74,880	\$49.92	\$6,240	\$4.16					
TOTALS	5,000	100%	\$203,250	\$40.65	100%									8.1		



Year 1 NOI Calculation

(in USD)	PSF	Year 1
Rental Income	\$40.65	\$203,250.00
Real Estate Taxes (1)	\$2.79	\$13,967.75
Insurance		NNN
Total CAM Income (2)		NNN
Total Revenue	\$43.44	\$217,217.75
Operating Expenses		
RE Taxes	\$4.08	\$20,423.00
Property Insurance		NNN
CAM		NNN
Total Operating Expenses	\$4.08	\$20,423.00
Net Operating Income	\$39.36	\$196,794.75

1) Contact Brokers for the full Tax Differential Calculation.

2) Seller will bridge the shortfall for any CAM cap leakage for the duration of the tenancy, including the option terms pursuant to existing leases, until such time that either tenant vacates.



Site Aerial East



Site Aerial Northeast



Michaels
Where Creativity Happens

petco

OLD NAVY

DSW

BARNES
& NOBLE

MATTRESS FIRM

OUTBACK
STEAKHOUSE

The Boiling
Crab

7-ELEVEN

POTBELLY
BREADS & BUTTER

WELLS
FARGO

La Madeleine

198,030 VPD

BOSTON
MARKET

34,397 VPD

15TH STREET

Cane's
CHICKEN FINGERS

ALMA DRIVE

20,399 VPD

NEWARK

Site Aerial West



Site Aerial South



COLLIN CREEK
Mall Redevelopment
300,000 SF Retail Space
500 Single Family Homes
2,300 Multi-Family Units
40,000 SF Restaurant Space
1.3 M SF Office Space
200 Hotel Guest Rooms
8 Acres Park Space

198,030 VPD
US 75

190
TEXAS

PRESIDENT GEORGE BUSH TURNPIKE

BIG LOTS!

DICK'S
SPORTING GOODS

Conn's

FLOOR DECOR

DOLLAR TREE

HOBBY LOBBY

Canes
CHICKEN FINGERS

ST. MARK CATHOLIC SCHOOL

ST. MARK THE EVANGELIST CATHOLIC CHURCH

20,399 VPD

ALMA DRIVE

15TH STREET

34,397 VPD

BOSTON MARKET
EST. 1965

OLD NAVY

petco

DSW

Hallmark

Michaels
Where Creativity Happens

BARNES & NOBLE

THE INVESTMENT

Lease Abstract & Property Details - Aspen Dental

Property Overview

Rentable Building Area (SF)	3,500
Acreage	0.58
Year Built/Renovated	1994/2021
Parcel	R2009652

Lease Abstract

Address	901 W 15th St, Plano, TX 75075
Tenant Trade Name	Aspen Dental
Guarantor	None
Credit Rating	Not Rated
Lease Commencement	January 28, 2021
Lease Expiration	January 31, 2031
Initial Term	Ten (10) Years
Lease Term Remaining	7.5 Years
Renewal Options	2 (5-Year)
Annual Rent (PSF)	\$147,000 (\$42.00 PSF)
Rent Increases	10% every 5 years
Lease Structure ⁽¹⁾	NNN- see Recovery Abstract Table
Landlord Responsibilities	None
Utilities	Tenant Responsibility
Taxes	Tenant Responsibility
HVAC	Tenant Responsibility
Insurance	Tenant Responsibility
Common Area	Tenant Responsibility
Admin Fee	Yes- 10%
Management Fee	Yes- 10%
Cap on "Controllable" Operating Expenses	5% per annum over the prior year on controllable expenses.
ROFR	None

Rent Schedule

	Annual Rent	PSF	Monthly Rent	PSF	% Increase
01/28/21 - 1/31/26	\$147,000	\$42.00	\$12,250	\$3.50	-
02/01/26- 1/31/31	\$161,700	\$46.20	\$13,475	\$3.85	10.00%
Option 1: 02/01/31- 1/31/36	\$177,870	\$50.82	\$14,823	\$4.24	10.00%
Option 2: 02/01/36- 1/31/41	\$195,650	\$55.90	\$16,304	\$4.66	10.00%

Aspen Dental - Recovery Abstract

Common Area Maintenance	<p>1) Tenant is responsible for Tenant's Percentage Share of the Operating Expenses (CAM and Insurance). Tenant's Percentage Share of the controllable Operating Expenses shall not increase by more than 5% from prior year. Such cap is reset at each renewal term.</p> <p>2) Tenant's Percentage Share is defined as the rentable square footage of the Premises over the rentable square footage of the Center commonly known as Creekwalk Village (approximately 174,484 sf) excluding direct paying tenants.</p>
Taxes	<p>1) Tenant is responsible for Tenant's Percentage Share of the Real Estate Taxes.</p> <p>2) Tenant's Percentage Share is defined as the rentable square footage of the Premises over the rentable square footage of the Center commonly known as Creekwalk Village (approximately 174,484 sq. ft. consisting of 3 parcels) excluding direct paying tenants.</p>
Insurance	<p>1) Tenant is required to carry all-risk, liability, business interruption, workers compensation, and umbrella insurance for the Premises (within the confines of the store) and naming Landlord as additional insured.</p>

Expense Recovery

CAM Cap	Seller will bridge the shortfall for any CAM cap leakage for the duration of the tenancy, including the option terms pursuant to existing leases, until such time that either tenant vacates.
Taxes	See Transaction Summary on pg. 7

THE INVESTMENT

Lease Abstract & Property Details - Tropical Smoothie Cafe

Property Overview

Rentable Building Area (SF)	1,500
Acreage	0.58
Year Built/Renovated	1994/2021
Parcel	R2009652

Lease Abstract

Address	901 W 15th St Ste A, Plano, TX 75075
Tenant Trade Name	Tropical Smoothie Cafe
Guarantor	Jesse Zogleman & Brandy Zogleman
Credit Rating	Not Rated
Lease Commencement	Lease Commenced in May 2022; Rent Commenced July 1, 2022
Lease Expiration	June 30, 2033
Initial Term	Eleven (11) Years
Lease Term Remaining	9.9 Years
Renewal Options	2 (5-Year)
Annual Rent (PSF)	\$56,250 (\$37.50 PSF)
Rent Increases	10% every 5 years
Lease Structure	NNN- see Recovery Abstract Table
Landlord Responsibilities	None
Utilities	Tenant Responsibility
Taxes	Tenant Responsibility
HVAC	Tenant Responsibility
Insurance	Tenant Responsibility
Common Area	Tenant Responsibility
Admin Fee Percentage	Yes- 15%
Management Fee Percentage	Yes
Cap on "Controllable" Operating Expenses	5% per annum over the prior year on controllable expenses.
ROFR	None

Rent Schedule

	Annual Rent	PSF	Monthly Rent	PSF	% Increase
07/1/22 - 06/30/2027	\$56,250	\$37.50	\$4,688	\$1.34	-
07/01/27 - 06/30/2033	\$61,875	\$41.25	\$5,156	\$1.47	10.00%
Option 1: 07/1/2033 - 6/30/2038	\$68,070	\$45.38	\$5,673	\$1.62	10.00%
Option 2: 07/1/2038 - 06/30/43	\$74,880	\$49.92	\$6,240	\$1.78	10.00%

Tropical Smoothie Cafe - Recovery Abstract

Common Area Maintenance	<p>1) Tenant is responsible for Tenant's Percentage Share of the Operating Expenses (CAM and Insurance). Tenant's Percentage Share of the controllable Operating Expenses shall not increase by more than 5% from prior year. Such cap is reset at each renewal term.</p> <p>2) Tenant's Percentage Share is defined as the rentable square footage of the Premises over the rentable square footage of the Center commonly known as Creekwalk Village (approximately 174,484 sq. ft) excluding direct paying tenants.</p>
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Expense Recovery

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Property Photos



Market Overview - Plano, TX

Plano, TX

Plano, TX is a northeast suburb of Dallas, TX and is centrally located to the city center via Hwy 75, only a 20-25-minute drive from downtown Dallas. Plano, TX is the 9th most populous city in Texas, with more than 288,000 residents. The city is home 107,320 households, and 76,211 families.

Dallas/Fort Worth MSA

- 1,350,000+ Employees in 30M+ SF
- \$4+ Billion in Active Development
- Robust in-migration: 86,000 new residents have moved to D/FW every year since 2014. This trend will continue with a projected 400,000 people moving in by 2024, or the equivalent of 273 people per day.
- #1 in the country for population growth since 2010
- Attractive costs of living & doing business: Zero Corporate or personal income tax, Dallas offers compelling cost advantages for companies and workers relocating from other states
- #3 in the country for job growth since 2010
- 4th Largest market in the US: over the next 5 years, the population of the D/FW metro is forecast to grow at twice the national average to reach 8.5 million



Fortune 500 Companies in Texas (Top 14)

Company	Rank
McKesson	7
Exxon Mobil	10
AT&T	11
Dell Technologies	28
Phillips 66	48
Valero Energy	53
Sysco	60
Oracle	80
Energy Transfer	81
USAA	87
Enterprise Products Partners	105
Hewlett Packard Enterprise	106
CBRE Group	122
Plains GP Holdings	127

Demographics	1 Mile	3 Mile	5 Mile
2022 Population	15,330	116,833	344,935
2027 Population	18,545	139,410	404,100
2022 Households	5,448	43,358	132,370
2027 Households	6,551	51,504	154,314
2022 Avg. Household Income	\$84,965	\$99,124	\$107,138



49 Fortune 500 Companies in VA





8.5 million people in the MSA

Largest Universities in Dallas/Forth Worth MSA

University	Number of Students
University of North Dallas	42,375
University of Texas at Arlington	39,714
University of Texas at Dallas	26,793
Texas Women's University	15,472
Texas A&M University- Commerce	12,385
Southern Methodist University	11,643
Texas Christian University	10,394
Dallas Baptist University	5,445
Texas Wesleyan University	3,378
University of North Texas at Dallas	3,030

Tenant Profiles

Tenant	HQ	# Locations	Overview
	Syracuse, NY	1,000+	<p>Founded in 1998, Aspen Dental is a private corporation offering complete care solutions, providing general and cosmetic dentistry and denture care for families and seniors in more than 1,000 practices in 43 states and territories. Aspen practices are the fastest growing network of independently owned dental practices in the country; currently, a new Aspen Dental practice opens every week. The dentists at independently owned and operated Aspen Dental practices believe that patients deserve both choice and access when it comes to choosing a dental care provider. They're focused on removing barriers to care because they believe that everyone has the right to quality, affordable oral health care close to home. Aspen Dental practices serve more than 30,000 patients daily.</p> <p>Website: www.aspendental.com</p>
	Atlanta, GA	1,235	<p>Tropical Smoothie Cafe is a health-focused cafe chain that focuses on serving flavorful smoothies, sandwiches, and bowls. Founded in 1997 in Destin, FL the business has grown national and now includes 1,235 locations. Tropical Smoothie Cafe opened 41 cafes in the first quarter of 2023 and continued to expand in key growth markets across the country by signing an additional 42 franchise agreements. The average Tropical Smoothie Cafe does \$840,622 in revenue. The brand is currently owned by private equity firm Levine Leichtman Capital Partners, an established middle market private equity firm based in Beverly Hills, CA.</p> <p>Website: www.tropicalsmoothie.com</p>

Two (2) Tenant Net Leased Aspen Dental & Tropical Smoothie Cafe

Net Lease Capital Markets:

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