

# HEARTLAND DENTAL

11130 PANAMA CITY BEACH PKWY, PANAMA CITY BEACH, FLORIDA



OFFERING MEMORANDUM

Marcus & Millichap





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# Executive Summary

11130 Panama City Beach Pkwy, Panama City Beach, FL 32407

## FINANCIAL SUMMARY

<b>Price</b>	<b>\$2,995,000</b>
Cap Rate	5.65%
Building Size	3,600 SF
Net Cash Flow	5.65% \$169,200
Year Built	2022
Lot Size	0.79 Acres

## LEASE SUMMARY

Lease Type	Double-Net (NN) Lease
Roof & Structure	Landlord Responsible
Tenant	Breakfast Point Dental Care
Guarantor	Heartland Dental (Corporate)
Lease Term	10 Years
Lease Commencement Date	December 2, 2022
Lease Expiration Date	December 31, 2032
Effective Lease Term Remaining	9 Years
Rental Increases	10% Every 5 Years
Renewal Options	4, 5 Year Options
Right of First Refusal	N/A

## ANNUALIZED OPERATING DATA

Lease Years	Annual Rent	Cap Rate
Current – 12/31/2027	\$169,200.00	5.65%
1/1/2028 – 12/31/2032	\$186,120.00	6.21%
Options	Annual Rent	Cap Rate
Option 1	\$204,732.00	6.84%
Option 2	\$225,205.20	7.52%
Option 3	\$247,725.72	8.27%
Option 4	\$272,498.29	9.10%

<b>Base Rent</b>	<b>\$169,200</b>
<b>Net Operating Income</b>	<b>\$169,200</b>
<b>Total Return</b>	<b>5.65% \$169,200</b>



# Lease Summary

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## LANDLORD RESPONSIBILITIES

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Landlord shall be responsible for all replacements to the roof and structural components of the Building as well as all repairs, maintenance, and replacements to the extent necessitated by the acts or omissions of Landlord, its agents, employees, or representatives.

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## TENANT RESPONSIBILITIES

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Tenant shall keep and maintain in good order, condition, and repair the Property and every part thereof including but without limitation, the HVAC, the exterior and interior portion of all doors, door checks, windows, plate glass, store front, all plumbing and sewage facilities, fixtures, sprinkler systems, walls, floors and ceiling.

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## CAM

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Tenant pays pro rata share, including a management fee equal to 5% of operating expenses

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## TAXES

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Tenant responsible

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## INSURANCE

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Tenant responsible

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## ESTOPPEL

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Tenant has 10 Business Days to process

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## ASSIGNMENT & SUBLETTING

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Except for Permitted Assignments and Permitted Sublease, Tenant shall have no right to assign or sublet without Landlord's consent, which consent shall not be unreasonably withheld. No Permitted Assignment shall release Tenant





Wonder Works

laketown  
WHARF  
Resort

SHORES of PANAMA

LONG BEACH  
RESORT CONDO  
RENTALS

MAJESTIC  
BEACH TOWERS

Walmart

98

52,000 CPD

PANAMA CITY BEACH PKWY

MEDICAL  
OFFICES

ExxonMobil

HEARTLAND  
DENTAL

Ascension  
Sacred Heart  
EMERGENCY CARE

Pet Supermarket

PIZZA  
PAPA JOHN'S  
FIRST WATCH  
THE DAYTIME CAFE

WAFFLE  
HOUSE

DUNKIN'

Office  
DEPOT

Publix

N



**TARGET** Dillard's  
**Walmart** Marshalls  
 DAVE'S ROOMS TO GO DICK'S SPORTING GOODS  
 JCPenney ROSS ULTA  
 Michael's MATTRESS FIRM  
**PIER PARK**

**LOWE'S**  
 CVS pharmacy Hardee's

Chick-fil-A Culver's  
 TRUIST verizon  
 AutoZone REGIONS

**ARNOLD HIGH SCHOOL**

**THE HOME DEPOT**



Ascension Sacred Heart  
**EMERGENCY CARE**

**DUNKIN'**  
 WAFFLE HOUSE

**Publix**

**15,100 CPD**  
 RICHARD JACKSON BLVD

**Office DEPOT**

**HEARTLAND DENTAL**

Pet Supermarket  
 PAPA JOHN'S FIRST WATCH  
 THE DAYTIME CAFE

**ExxonMobil**



98 **52,000 CPD**  
 PANAMA CITY BEACH PKWY

**MEDICAL OFFICES**





# Property Description



## INVESTMENT HIGHLIGHTS

- » **10-Year Heartland Dental Corporate Guaranteed Lease**
- » Shared Ingress & Egress with Publix Super Market Anchored Shopping Center
- » **10 Percent Rental Increases Every Five Years with Multiple Renewal Options**
- » Highly Accessible Location Directly Off of Panama City Beach Parkway / Highway-98 (52,000 Cars per Day)
- » **Surrounded by National Tenants: Publix, Home Depot, Office Depot, Dunkin', Chick-fil-A, Lowe's, AutoZone, Culver's, and Many More**
- » Average Annual Population Projected to Increase 4 – 9% in the Next Five Years
- » **Direct Connections to Panama City Beach, Downtown Panama City, and Beach Resorts and Attractions All Along the Coast**
- » 146,000 Residents and 165,300+ Daytime Employees in a Fifteen-Mile Radius



## DEMOGRAPHICS

1-mile

3-miles

5-miles

### Population

2027 Projection	3,649	16,593	29,775
2022 Estimate	3,406	15,812	28,535
Growth 2022 - 2027	7.13%	4.94%	4.35%

### Households

2027 Projection	1,530	7,479	13,263
2022 Estimate	1,395	7,076	12,627
Growth 2022 - 2027	9.67%	5.70%	5.04%

### Income

2022 Est. Average Household Income	\$83,999	\$87,218	\$89,153
2022 Est. Median Household Income	\$63,914	\$68,607	\$68,900

# Tenant Overview



**EFFINGHAM, ILLINOIS**

Headquarters



**1,700+**  
Locations



**KKR & CO.**  
Parent Company



**1997**  
Founded



**HEARTLAND.COM**  
Website

Heartland Dental operates as a dental practice management organization with headquarters in Effingham, Illinois. It provides support through continuing education; and management services, such as staffing, human relations, purchasing, administration, financial, marketing and information technology support. Heartland Dental is focused on positively impacting dentistry with the goal of offering dentists the freedom to focus on their craft. This culture is sustained with continuing education and ongoing leadership development at all levels of the organization.

Heartland Dental has expanded to over 20,000 team members in over 1,700 supported office with over 2,400 supported doctors across 38 states. They are able to differentiate themselves from competition to become what they are today. They provide dentists, hygienists, and non-clinical team members with world-class non-clinical administrative and operational support to help them achieve sustainable professional and financial growth.

Heartland Dental has a mission to help dentists and their teams deliver the highest quality dental care and experience to the communities they serve. They do this while providing exceptional careers and creating value for our stakeholders.

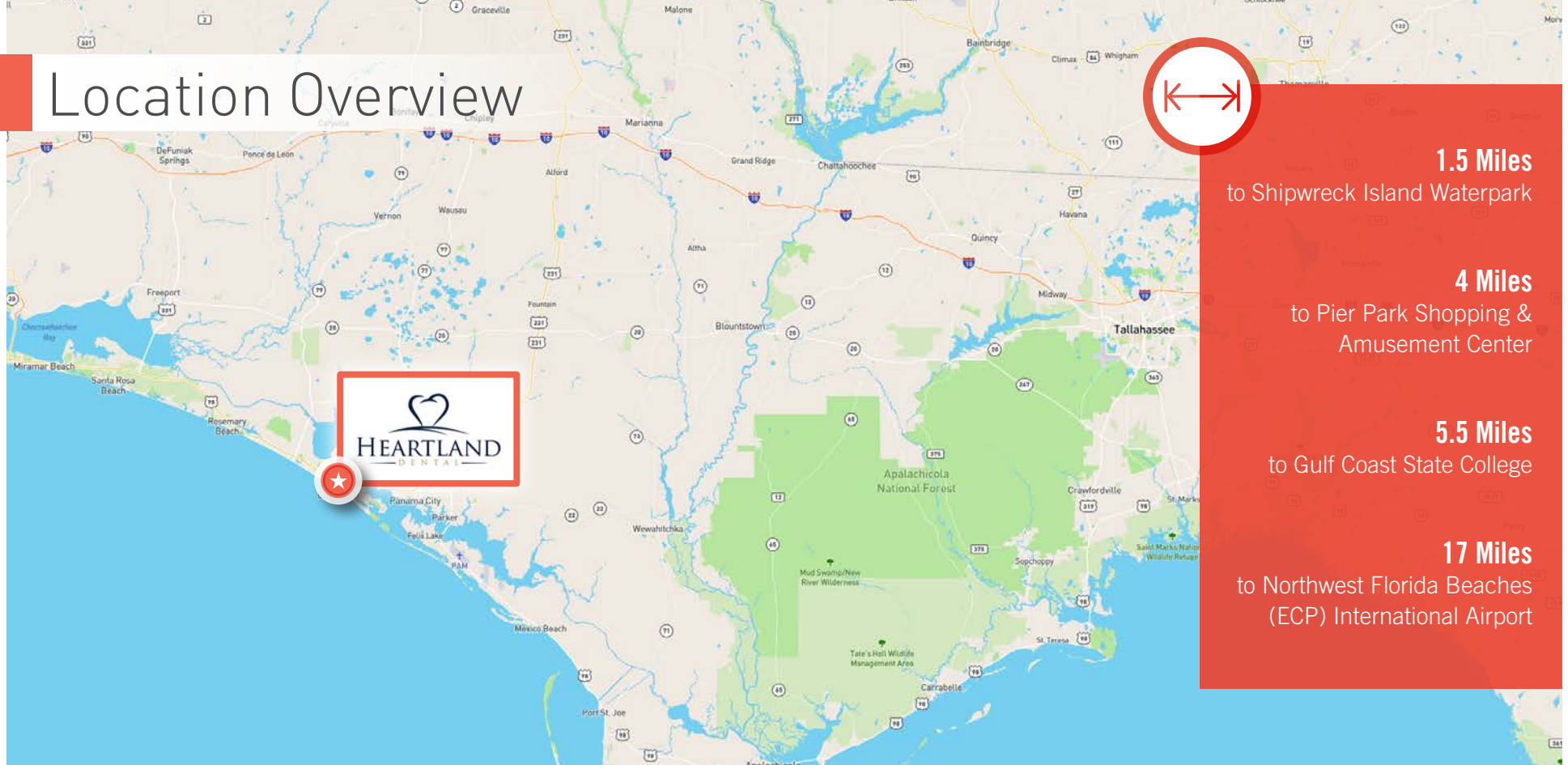


# Property Photos





# Location Overview



Panama City Beach is a resort town in Bay County, Florida, along the Gulf of Mexico coast in the Florida Panhandle. Often referred to as just “Panama City,” Panama City Beach’s slogan is “The World’s Most Beautiful Beaches” due to the unique, sugar-white sandy beaches of northwest Florida. With a population of approximately 13,000 residents, the city’s population swells significantly during the peak tourist season.

Panama City Beach’s economy is largely driven by tourism. The city’s pristine beaches, emerald waters, and an array of family-friendly attractions draw millions of visitors each year. Hospitality, including hotels, restaurants, and entertainment venues, forms a significant part of the local economy. Water

sports, fishing charters, and eco-tourism also contribute to the tourism sector. The city’s businesses cater to the needs and desires of both tourists and the local community.

Panama City Beach is home to two state parks, St. Andrews State Park and Camp Helen State Park, dozens of public beach access points, waterfront restaurants, among several other renowned attractions. The Pier Park shopping center and entertainment complex features numerous retail stores, restaurants, and an amusement park. Other destinations include the Shipwreck Island Waterpark, and Gulf World Marine Park, where visitors can interact with dolphins, sea lions, and other marine life.



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**Marcus & Millichap**