



7960 Lewis Ave | Temperance, MI 48182

**EXCLUSIVE OPPORTUNITY: HEARTLAND DENTAL – PART OF A PREMIER 10-PROPERTY PORTFOLIO,  
BACKED BY THE NATION'S LARGEST DENTAL NETWORK**



PRICE: \$632,594



LEASE TERM: ±6.3 Years



CAP RATE: 7.50%



HEARTLAND DENTAL: 1,700+ Unit Operator

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



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**MATTHEWS**<sup>™</sup>  
REAL ESTATE INVESTMENT SERVICES

## HEARTLAND DENTAL OFFERING MEMORANDUM

This Property is Available to Purchase as an Individual Asset, Part of a Small Group of Properties, or as a Complete, Ten-Property Portfolio.

*CONTACT BROKER FOR GROUPED OR PORTFOLIO PRICING*





7960 LEWIS AVE | TEMPERANCE, MI 48182

## EXCLUSIVELY LISTED BY

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## PROPERTY OVERVIEW

SECTION 1







## THE OFFERING

Matthews™ Healthcare Division is pleased to offer to qualified investors the opportunity to acquire a fee simple property leased to **Heartland Dental**. Within the dental world, Heartland is the premier operator, and boasts over 1,700 locations, 2,800 doctors, and has been in business for nearly 30 years. They have added locations every year by acquiring existing and successful dental practices that are well established within the communities they serve.

This property is offered as part of a portfolio, and could be purchased by itself or in combination with other locations. The portfolio offers a very diverse array of options, with varying price points, lease lengths, and cap rates.

## 7960 LEWIS AVE OVERVIEW



PRICE  
**\$632,594**



GLA  
**±2,890 SF**



CAP RATE  
**7.50%**



NOI  
**\$47,445**

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## INVESTMENT HIGHLIGHTS

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### **HEARTLAND DENTAL - LARGEST DENTAL OPERATOR**

Heartland is the country's largest network of dental practices with over 1,700 locations, 2,800 doctors, and 20,000 employees. They have consistently added new locations every year since the company was founded in 1995, and currently are growing at nearly 100 locations per year.

### **\$187 BILLION INDUSTRY**

Dentistry is one of the largest industries in healthcare and grows by an average of 5.3% annually.

### **LONG-TERM LOCATION COMMITMENT**

Heartland signed a 10 year lease at the location when purchasing the business in 2023, demonstrating a long-term commitment to this location and providing confidence in their success at this clinic.

### **ACCESSIBLE INVESTMENT OPPORTUNITY**

The property offers investors the opportunity to acquire a long-term NNN lease with a national tenant at under \$650,000.

### **ADVANTAGEOUS PER/SF METRICS**

At a price of just \$218/SF the property is priced below replacement cost. Just the interior build-out costs alone for dental offices can frequently pass over \$150/SF.

### **STRONG HISTORICAL OCCUPANCY**

The property has been operating as a dental practice for well over a decade, providing a buyer a high level of comfort with the success of the current property use

### **SPECIALIZED USE & TENANT INVESTMENT IN LOCATION**

It is costly for dental practices to relocate due to having one of the highest build-out costs across all medical specialties. Practices tend to stay put due to the difficulty in retaining the same patients after moving.

## INVESTMENT SUMMARY

List Price	\$632,594
NOI	\$47,445
Cap Rate	7.50%
Price PSF	\$218.89
Rent PSF	\$16.42
Address	7960 Lewis Ave Temperance, MI
GLA of Building	±2,890 SF
Lot Size	±0.95 AC
Year Built	1998

## LEASE ABSTRACT

Tenant Name	Heartland Dental
Type of Ownership	Fee Simple
Tenant Entity	Heartland Dental LLC
Lease Type	NNN
Lease Commencement Date	2/4/2021
Lease Expiration Date	2/28/2031
Term Remaining on Lease	±6.3 Years
Rental Increases	The Greater of CPI or 1.5% Annually
Option Periods	Four (4) Five (5) Year Options
Tenant Responsible	Taxes, Maintenance, Insurance
Landlord Responsible	Roof, Structure

## LEASE EXPENSE ABSTRACT

Expense Item	Tenant Responsible	Landlord Responsible
Property Taxes	x	
Insurance	x	
Parking Lot	x	
HVAC	x	
Landscaping	x	
Utilities	x	
Interior	x	
Structure		x
Roof		x

\*Tenant pays a management fee not to exceed 5% of operating expenses

## ANNUALIZED OPERATING DATA

LEASE YEAR	ANNUAL RENT	MONTHLY RENT	CAP RATE
Current	\$47,445	\$3,954	7.50%
Year 2	\$48,156	\$4,013	7.61%
Year 3	\$48,879	\$4,073	7.73%
Year 4	\$49,612	\$4,134	7.84%
Year 5	\$50,356	\$4,196	7.96%
Year 6	\$51,111	\$4,259	8.08%
Year 7	\$51,878	\$4,323	8.20%

### FOR FINANCING INQUIRIES PLEASE CONTACT

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**+ TEMPERANCE FMC  
PHARMACY**



**MOONGATE LUXURY ADULT LIVING  
300 UNITS**



**CORAL RIDGE APARTMENTS  
72 UNITS**



**BEDFORD HIGH SCHOOL  
1,294 STUDENTS ± 1.5 MILES**

**SUBJECT  
PROPERTY**

7960 Lewis Ave  
Temperance, MI



**MONROE COUNTY COMMUNITY COLLEGE  
4,050 STUDENTS ± 0.3 MILES**

**LEWIS AVE ± 13,700 VPD**





Temperance, MI 48182

## PORTFOLIO OVERVIEW

SECTION 2

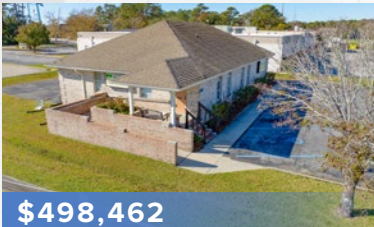




# PORTFOLIO SUMMARY

THIS EXCLUSIVE 10-PROPERTY HEARTLAND DENTAL PORTFOLIO OFFERS FLEXIBILITY FOR INVESTORS, WITH THE OPTION TO PURCHASE PROPERTIES INDIVIDUALLY, IN GROUPS, OR AS A COMPLETE PORTFOLIO. BELOW, YOU WILL FIND A SUMMARY OF EACH ASSET, SHOWCASING THEIR UNIQUE ATTRIBUTES.

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**\$498,462**

**HEARTLAND DENTAL  
MOREHEAD CITY, NC**

TERM REMAINING: ±8.6 YRS  
CAP RATE: 6.50%



**\$1,001,467**

**HEARTLAND DENTAL  
PENSACOLA, FL**

TERM REMAINING: ±8.0 YRS  
CAP RATE: 6.75%



**\$1,164,171**

**HEARTLAND DENTAL  
WYOMING, MI**

TERM REMAINING: ±7.6 YRS  
CAP RATE: 7.50%



**\$887,374**

**HEARTLAND DENTAL  
MIDLOTHIAN, VA**

TERM REMAINING: ±7.2 YRS  
CAP RATE: 6.50%



**\$828,178**

**HEARTLAND DENTAL  
SCOTTSBURG, IN**

TERM REMAINING: ±6.9 YRS  
CAP RATE: 7.50%



**\$1,528,573**

**HEARTLAND DENTAL  
CINCINNATI, OH**

TERM REMAINING: ±6.9 YRS  
CAP RATE: 7.25%



**\$632,594**

**HEARTLAND DENTAL  
TEMPERANCE, MI**

TERM REMAINING: ±6.4 YRS  
CAP RATE: 7.50%



**\$464,558**

**HEARTLAND DENTAL  
MUNCIE, MI**

TERM REMAINING: ±6.0 YRS  
CAP RATE: 7.50%



**\$1,475,546**

**HEARTLAND DENTAL  
JACKSONVILLE, NC**

TERM REMAINING: ±4.6 YRS  
CAP RATE: 7.50%



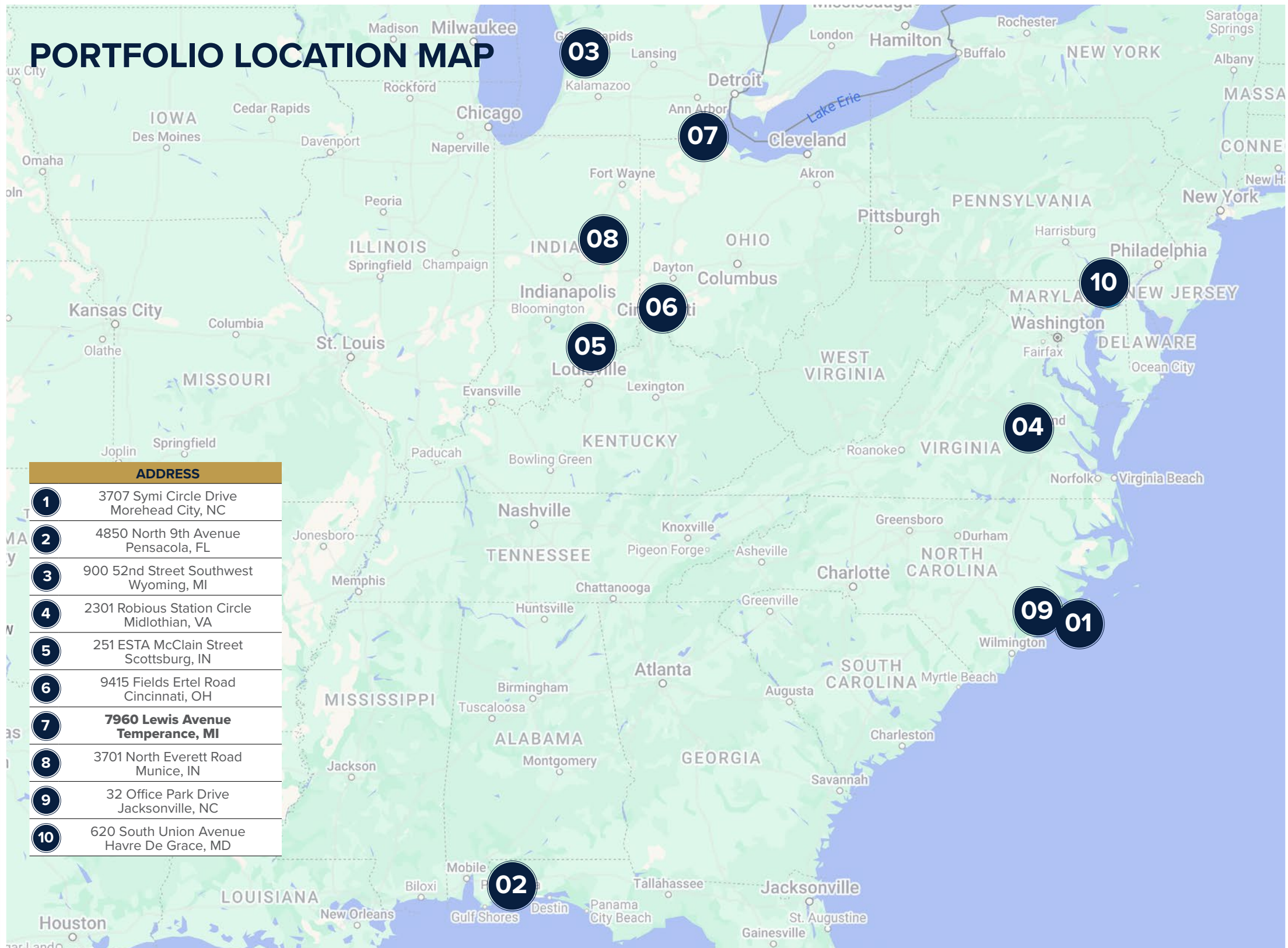
**\$718,440**

**HEARTLAND DENTAL  
HAVRE DE GRACE, MD**

TERM REMAINING: ±3.6 YRS  
CAP RATE: 8.50%



# PORTFOLIO LOCATION MAP



## ADDRESS

- 3707 Symi Circle Drive  
Morehead City, NC
- 4850 North 9th Avenue  
Pensacola, FL
- 900 52nd Street Southwest  
Wyoming, MI
- 2301 Robious Station Circle  
Midlothian, VA
- 251 ESTA McClain Street  
Scottsburg, IN
- 9415 Fields Ertel Road  
Cincinnati, OH
- 7960 Lewis Avenue  
Temperance, MI**
- 3701 North Everett Road  
Munice, IN
- 32 Office Park Drive  
Jacksonville, NC
- 620 South Union Avenue  
Havre De Grace, MD





Temperance, MI 48182

## TENANT OVERVIEW

SECTION 3







#### ABOUT HEARTLAND DENTAL

Heartland Dental, founded in 1997 by Dr. Rick Workman in Effingham, Illinois, is the nation's largest dental support organization (DSO). The company provides non-clinical administrative support to over 2,800 doctors across more than 1,700 offices in 38 states, including the District of Columbia. Their mission is to support dentists and their teams in delivering the highest quality patient care and experiences to the communities they serve.

Heartland Dental offers a comprehensive range of services, including general dentistry, orthodontics, restorative care, and other oral health specialties. They are committed to providing supported doctors with access to continuing education, leadership training, state-of-the-art equipment, and efficient operational systems.



2,800

NUMBER OF DOCTORS

1,700+

NUMBER OF LOCATIONS

1997

YEAR FOUNDED

HEARTLAND.COM

WEBSITE

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## AREA OVERVIEW

SECTION 4



Toledo, OH



# TEMPERANCE, MICHIGAN

Temperance, located in Monroe County, Michigan, in the southeastern corner of the state near the Ohio border. It is part of Bedford Township and is known for its peaceful suburban atmosphere. Temperance boasts a mix of residential neighborhoods, local businesses, and agricultural lands, reflecting its community-oriented spirit. The area is home to excellent schools, parks, and recreational facilities, making it a popular choice for families. Its proximity to Toledo, Ohio, and major highways provides convenient access to urban amenities while preserving a quiet, rural feel. Rich in history and community pride, Temperance is a welcoming place that blends modern living with traditional Midwestern values.

## DEMOGRAPHICS

	3 MI	5 MI	10 MI
2029 PROJECTION	30,130	91,836	335,430
2024 POPULATION	29,870	92,472	337,503
ANNUAL GROWTH 2020-2024	0.1%	-0.7%	0%
ANNUAL GROWTH 2024-2029	0.2%	-0.1%	-0.1%
2029 HOUSEHOLDS	12,557	38,461	140,717
2024 HOUSEHOLDS	12,450	38,737	141,661
ANNUAL GROWTH 2020-2024	1.1%	0.1%	0.3%
ANNUAL GROWTH 2024-2029	0.2%	-0.1%	-0.1%
AVG HH INCOME	\$81,358	\$75,075	\$70,381



## RECREATIONAL ACTIVITIES AND ATTRACTIONS

Temperance offers a variety of attractions that reflect its community-focused lifestyle. Nature lovers can explore local parks like Carr Park and Indian Creek Park, which provide serene settings for picnics, walking trails, and outdoor recreation. The Bedford Township Veterans Memorial is a poignant tribute to local veterans and a point of pride in the community. For families, the Temperance community frequently hosts events at its public spaces, including seasonal festivals, farmers' markets, and craft fairs that bring the town together. Local businesses, such as family-owned diners and specialty shops, provide unique shopping and dining experiences.

## ECONOMIC LANDSCAPE

The economy has a mix of local businesses, agriculture, and service industries playing a significant role. As part of Bedford Township, the area benefits from a supportive business environment that encourages small enterprises, including retail shops, restaurants, and professional services. Agriculture has historically been an economic staple, with nearby farmlands producing crops that contribute to the local and regional economy. Many residents commute to nearby urban centers, such as Toledo, Ohio, or Monroe, Michigan, for employment in manufacturing, healthcare, education, and other industries. The community also sees economic activity through real estate development, as its appealing suburban lifestyle attracts families and retirees. Temperance's economy reflects a balance between its rural heritage and its connection to larger metropolitan areas, providing stability and opportunities for growth.

## COMMUNITY AND EDUCATION

Education in Temperance is highly regarded, with the community served primarily by the Bedford Public Schools district. This district includes several well-performing schools, such as Bedford High School, Bedford Junior High, and multiple elementary schools, all known for their strong academic programs, dedicated teachers, and wide array of extracurricular activities. The schools emphasize a well-rounded education, offering opportunities in athletics, arts, and advanced placement courses to prepare students for college and careers. The community's commitment to education is evident in the support for school facilities and programs, fostering a collaborative environment between parents, educators, and local leaders. For higher education, Temperance's proximity to Toledo provides easy access to colleges and universities, including the University of Toledo, which offers a range of undergraduate and graduate programs. This accessibility ensures that students in Temperance have ample opportunities to pursue lifelong learning and professional development.





# CONFIDENTIALITY AGREEMENT & DISCLAIMER

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **7960 Lewis Ave, Temperance, MI 48182** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services™. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services™, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

**Net Lease Disclaimer:** There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.



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