



OFFERING MEMORANDUM

SUNDANCE DENTAL CARE

6588 E MAIN ST | FARMINGTON, NM (CONDO)

8.5 YEAR LEASE | NNN CONDO | CORPORATE GUARANTY | 10% RENT INCREASES

EXCLUSIVELY LISTED BY:

ANTONIO DIONA

Associate

D: (818) 923-6366

M: (818) 442-4722

E: antonio.diona@matthews.com

License No. 02037030 (CA)

THOR ST JOHN

Senior Associate

D: (310) 955-1774

M: (510) 684-0574

E: thor.stjohn@matthews.com

License No. 02051284 (CA)

MICHAEL MORENO

Vice President & Senior Director

D: (949) 432-4511

M: (818) 522-4497

E: michael.moreno@matthews.com

License No. 01982943 (CA)

RAHUL CHHAJED

Vice President & Senior Director

D: (949) 432-4513

M: (818) 434-1106

E: rahul.chhajed@matthews.com

License No. 01986299 (CA)

BROKER OF RECORD

KYLE MATTHEWS

License No. 19601 (NM)

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PROPERTY AND LEASE HIGHLIGHTS

- **Tenant Investment in Location** – Dental support organizations rarely relocate due to high build-out costs and difficulty in retaining the same patients after moving.
- **E-Commerce Resistant Healthcare Investment** – Medical properties are highly sought-after for their security of investment and their resistance to economic downturns and e-commerce trends that affect traditional retail properties.
- **Passive Lease Structure** – This long-term NNN lease provides the owner with a “hands-off” investment opportunity, as the tenant takes care of taxes, insurance, and maintenance associated with the property.
- **Scheduled Rental Increases** – 10% rental increases every 5 years provide future owners with a boost in cash flow and return on their investment, along with protection against inflation.

LOCATION HIGHLIGHTS

- **Farmington MSA** – Farmington is known as the commercial hub of Northwestern New Mexico and the Four Corners Region which includes New Mexico, Colorado, Arizona, and Utah. The population swells to over 150,000 on weekends as residents from the Four States enjoy the city’s unique retail opportunities.
- **Major Retail Corridor** – This site is located within 2 miles of Farmington’s major retail corridor, which is anchored by national tenants like Walmart, Lowe’s Home Improvement, Target, Sam’s Club, Walgreens, Albertson’s, and many others. This also includes the Animas Valley Mall, which is a 400,000+ square foot shopping center offering a variety of tenants that help drive traffic to this clinic.
- **Synergistic Location**– This particular clinic is located within a retail center that is also home to different medical providers like Family First Chiropractic and Sound Sleep solutions, which ultimately brings more patients to the site.

TENANT HIGHLIGHTS

- **P4D Dental** is a Dental Support Organization with approximately 25 partnered locations across the US. They expand by acquiring existing and successful dental practices that are already established within their market.
- **\$137 Billion Industry** – Dentistry is one of the largest industries in medicine and grows by an average of 2.4% annually.
- **2020 Practice acquisition** – P4D acquired this practice in 2020, demonstrating their long-term commitment to the location.
- **Well Recognized Brand** – Sundance Dental Care is a well-recognized brand throughout New Mexico with 6 established locations in Bloomfield, Farmington, Rio Rancho, Grants, and Gallup.



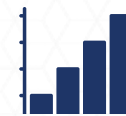
LIST PRICE

\$1,516,814



TOTAL NOI

\$109,969.68



CAP RATE

7.25%



GROSS LEASABLE AREA

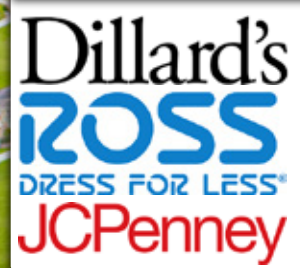
±3,879 SF



SAN JUAN COLLEGE



ANIMAS VALLEY MALL SHOPPING MALL



- AEROPOSTALE
- APPLEBEE'S
- BATH & BODY WORKS
- BOOT BARN
- BUCKLE
- CLAIRE'S
- FAMOUS FOOTWEAR
- FOOT LOCKER
- FUDRUCKER'S
- GNC
- ETC.



E. MAIN ST
± 26,000 VPD







FINANCIAL OVERVIEW

SUNDANCE DENTAL CARE

FINANCIAL OVERVIEW

TENANT	Sundance Dental Care (P4D Dental)
PROPERTY ADDRESS	6588 E Main St (Condo)
CITY, STATE	Farmington, NM
ZIP	87402
LIST PRICE	\$1,516,814
CAP RATE	7.25%
GLA	±3,879 SF
YEAR BUILT	2004
LEASE TYPE	NNN
LEASE GUARANTOR	P4D Dental
LEASE TERM REMAINING	±8.52 Years
ROOF AND STRUCTURE	Owner Responsible
RENTAL INCREASES	10% Every 5 Years
LEASE COMMENCEMENT DATE	1/27/2020
LEASE EXPIRATION DATE	1/27/2030
OPTIONS	Two (2), Five (5) year option



Please contact a Matthews™ Capital Markets Agent for financing options:

GREGORY KAVOKLIS
 gregory.kavoklis@matthews.com

ANNUALIZED OPERATING DATA

	YEAR	MONTHLY RENT	ANNUAL RENT	RENT/SF
	1	\$9,164.14	\$109,969.68	\$28.35
Current	2	\$9,164.14	\$109,969.68	\$28.35
	3	\$9,164.14	\$109,969.68	\$28.35
	4	\$9,164.14	\$109,969.68	\$28.35
10% Rental Increase	5	\$10,080.58	\$120,966.96	\$31.19
	6	\$10,080.58	\$120,966.96	\$31.19
	7	\$10,080.58	\$120,966.96	\$31.19
	8	\$10,080.58	\$120,966.96	\$31.19
	9	\$10,080.58	\$120,966.96	\$31.19
	10	\$10,080.58	\$120,966.96	\$31.19





TENANT OVERVIEW

SUNDANCE DENTAL CARE



P4D DENTAL (PARTNERSHIPS FOR DENTISTS)



P4D Dental's goal is to improve the business of dentistry and access to dentistry by providing the highest value non-clinical dental services to dental practices nationally. Their team accomplishes this by working with top dentists throughout the country, providing excellent support services that help dentists better manage and grow practices.

With their in-depth understanding of what it takes to run a successful dental practice – P4D Dental strive to provide strategic support and top-notch services allowing dentists to do what they do best – practice dentistry.

They are one of the only Dental Service Organizations that not only allows their partner dentists to participate in the higher profits of a portfolio of practices, they ensure that their partner dentists are side-by-side with them on their returns so everyone succeed together.

SUNDANCE DENTAL CARE

At Sundance Dental & Orthodontics, they are a one-stop shop for all of their patients' dentistry needs. Their patients enjoy cosmetic, family, and restorative dentistry treatments in one convenient location. They utilize the latest in dental technology to help their patients achieve healthy, stunning smiles. Every office at Sundance Dental & Orthodontics features the most skilled doctors in the area, practicing with the most advanced tools and procedures available with hi-tech dentistry. Sundance's dentists truly care about their patients personal experience.



AREA OVERVIEW

SUNDANCE DENTAL CARE

FARMINGTON, NM

Located along the confluence of 3 rivers in extreme northwestern New Mexico, Farmington is the major industrial and retail center of the entire Four Corners region. Because of its great location and nearly ideal climate, Farmington is an outdoor recreation paradise. Home to over 45,000 residents, Farmington is the sixth-largest city in New Mexico.

The city occupies 27 square miles of high Colorado Plateau desert and is considered the “Hub” of San Juan County, with a trade radius of 150 miles. Navajo Mine, just west of the city, is one of the largest coal mining operations in the world, and the extractive industries of oil, gas, and mining are the largest employers in the region.

The primary industries of San Juan County are the production of petroleum, natural gas, and coal. Major coal mines are the Navajo and San Juan mines, operated by BHP Billiton. The coal mined from the Navajo and San Juan mines are used entirely for fuel for the nearby Four Corners Generating Station and San Juan Power Plant to produce electric power.

ECONOMY

Farmington’s local economy is supported by the natural resources extractive industry, two coal-fired electric generating stations, and its geographical position as a regional retail center. Major employers in the city include the regional medical center, four public school districts, a community college, city and county local governments, a coal mining operation, two electrical power generation plants, two Wal-Mart superstores, Sam’s Club, and various oil and gas companies. Farmington has been attracting new businesses and current businesses in the city have also been expanding, creating a bright future for Farmington’s local economy. According to Forbes, Farmington has a gross metro product of \$7.2 billion and a cost of living 7% below the national average.

DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2026 Projection	4,965	9,412	12,812
2021 Estimate	5,348	10,109	13,706
2010 Census	5,665	10,694	14,461

HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2026 Projection	1,981	3,722	5,049
2021 Estimate	1,999	3,747	5,062
2010 Census	1,996	3,732	5,029

INCOME	1-MILE	3-MILE	5-MILE
Avg HH Income	\$63,503	\$65,520	\$69,877

THE FOUR CORNERS

The Four Corners is a region of the United States consisting of the southwestern corner of Colorado, southeastern corner of Utah, northeastern corner of Arizona, and northwestern corner of New Mexico. The Four Corners area is named after the quadripoint at the intersection of approximately 37° north latitude with 109° 03' west longitude, where the boundaries of the four states meet and are marked by the Four Corners Monument. It is the only location in the United States where four states meet.

MUSEUM OF NAVAJO ART & CULTURE

The Museum of Navajo Art & Culture is the newest facility of the Farmington Museum System and celebrates the vibrant art, culture, and history of the Diné (Navajo) people. The Culpepper's textile collection, along with Farmington Museum's permanent collection, will be used to exhibit, program, and educate visitors about the wonderful indigenous cultures in the Four Corners Region.

GOLF COURSES

The City of Farmington is proud to have two excellent, affordable golf facilities: Piñon Hills Golf Course and Civitan Golf Course.

Piñon Hills Golf Course: Farmington's nationally-recognized, 18-hole, regulation golf course that is consistently ranked by Golf Digest as one of the top municipal golf courses in the nation.

Civitan Golf Course: Civitan Golf Course is the city's nine-hole par-three courses that allows golfers of all levels to enjoy the game of golf.



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Sundance Dental Care** located at **6588 E Main Street, Farmington, NM** ("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. 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 detrimental to the interest of the Seller.

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 corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Matthews Real Estate Investment Services.

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 Seller 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 this Offering Memorandum.

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MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES