



9163 BABCOCK ST
Palm Bay, FL

OFFERED FOR SALE
\$4,078,000 | 5.15% CAP



CONFIDENTIAL
OFFERING MEMORANDUM



EXECUTIVE SUMMARY

Atlantic Capital Partners has been exclusively engaged to solicit offers for the sale of a Heartland Dental in Palm Bay, FL. The Premises is leased to Heartland Dental for a twelve year initial term and located directly in front of a Publix as a shopping center outparcel.



**12-YR
LEASE**



**EXTREMELY
STRONG
DEMOGRAPHICS**



**HIGH GROWTH
MARKET**

LEASE YEARS	TERM	ANNUAL RENT
Current Term	1-5	\$210,000
Rent Escalation	6-10	\$231,000
Rent Escalation	11-12	\$254,100
1st Option Term	13-17	\$279,510
2nd Option Term	18-22	\$307,461
3rd Option Term	23-27	\$338,207
4th Option Term	28-32	\$372,028

NOI	\$210,000
CAP	5.15%
PRICE	\$4,078,000

ASSET SNAPSHOT

Tenant Name	Heartland Dental
Address	9163 Babcock St, Palm Bay, FL 32909
Building Size (GLA)	4,260 SF
Land Size	1.2 Acres
Year Built/Renovated	2026
Signator/Guarantor	Corporate
Rent Type	Abs. NNN
Landlord Responsibilities	None
Rent Commencement Date	1/21/2026
Lease Expiration Date	1/31/2038
Remaining Term	12 Years
Rent Escalations	10% Every 5 Years and in Options
Current Annual Rent	\$210,000

ACTUAL PROPERTY



34,376 PEOPLE
IN 5 MILE RADIUS



\$180,062 AHHI
IN 1 MILE RADIUS



57,584 VPD
INTERSTATE -95





STRONG LEASE FUNDAMENTALS

Abs. NNN Heartland Dental concepts | Zero landlord Responsibilities | 12 Years lease with four (4) five (5) year extensions | 10% Rental Increases every 5 years and in option periods



CORPORATE GUARANTEE FROM CREDIT TENANT

Heartland Dental is the largest dental support organization in the United States | Over 1,800 Locations | 2024 Total Revenue was \$4.2B



LOCATED IN FAST GROWING & HIGHLY AFFLUENT PALM BAY

AHHI exceeds \$180K in a 1-mile radius | Within the rapidly growing Palm Bay–Melbourne–Titusville MSA (600,000+ residents) | Palm Bay is the largest city in Brevard County (127,000+ residents) and benefits from strong aerospace, defense, and tech employment clusters led by Lockheed Martin, L3Harris, and Northrop Grumman | Potential customers with an AHHI greater than \$160,000



STRATEGIC CONNECTIVITY

This brand new construction is less than 3 miles from I -95 | Quick access to Palm Bay–Melbourne–Titusville regional market | 242 feet of frontage and excellent visibility



PUBLIX OUTPARCEL & NEW DEVELOPMENT

Immediate trade area features multiple master planned residential communities under construction | Cypress Bay Preserve, Emerald Lakes and Edgewood at Everland's | Across the street from Courtyard at Waterstone | Outparcel to Publix Shopping Center



BREVARD COUNTY ECONOMIC DRIVERS

Anchored by aerospace, defense, and high-tech employers | L3Harris (8,000+ employees), Northrop Grumman (6,500+ employees), and Lockheed Martin contribute to consumer spending





HEARTLAND
DENTAL

Proposed
Mexican QSR

Publix
Liquors
Domino's
Pizza



CHASE

CIRCLE K

TACO BELL

7-ELEVEN

LAUNCH
CREDIT UNION

St John Heritage Pkwy (6,900 VPD)

Babcock St (3,500 VPD)



TAMPA
 112 MILES
 2:40 DRIVE

 **HEARTLAND DENTAL**
PALM BAY

FORT MYERS
 115 MILES
 3:00 DRIVE

WEST PALM BEACH
 88 MILES
 1:40 DRIVE

1 MILES
 1,827
 PEOPLE
 \$180,062
 AHHI
 155
 TOTAL
 EMPLOYEES

3 MILES
 12,868
 PEOPLE
 \$149,407
 AHHI
 491
 TOTAL
 EMPLOYEES

5 MILES
 34,376
 PEOPLE
 \$131,257
 AHHI
 3,095
 TOTAL
 EMPLOYEES

MIAMI
 150 MILES
 3:00 DRIVE

Florida Business Environment

Florida's business market is one of the most dynamic in the United States, driven by its strategic location, strong population growth, and diverse economy. The state benefits from a favorable tax climate with no personal income tax, making it attractive for entrepreneurs, corporations, and investors. Key industries include tourism, real estate, financial services, aerospace and defense, international trade, and a rapidly growing technology sector. With major ports, global connectivity, and close ties to Latin America, Florida serves as a gateway for international commerce. Additionally, its large and expanding workforce, coupled with continuous infrastructure investment, positions the state as a competitive hub for both established enterprises and emerging startups.

TENANT OVERVIEW

Heartland Dental is the largest dental support organization in the United States, with over 1,800 supported dental offices in 38 states. Founded in 1997, Heartland Dental supports over 2,700 dentists and over 10,000 team members nationwide. Based in Effingham, IL, Heartland Dental offers supported dentists and team members continuing education and leadership training, along with a variety of non-clinical administrative services. Heartland Dental partners with its supported dentists to deliver high-quality care across the full spectrum of dental services and is majority owned by KKR, a leading global investment firm.

KKR

Heartland Dental's parent company, KKR (NYSE: KKR), is a leading global investment firm that manages multiple alternative asset management, capital markets, and insurance solutions. KKR has approximately \$207 billion in assets under management and more than 103 companies in their portfolio



20,000+
Team Members in the HD Family



2,700+
Support Doctors Nationally



1,800+
Support Offices Nationally

HEARTLAND DENTAL QUICK FACTS

Founded	1997
Ownership	Private (KKR)
Number of Locations	1,800+
Headquarters	Effingham, IL
Guaranty	Corporate



HEARTLAND
DENTAL

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Exclusively Offered By



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