HEARTLAND
DENTAL

3911 CHALLENGER AVE
Roanoke, VA

OFFERED FOR SALE
$3,482,000 | 5.60% CAP

Atlantic
CAPITAL PARTNERS™

CONFIDENTIAL
OFFERING MEMORANDUM

EXECUTIVE SUMMARY

Atlantic Capital Partners has been exclusively engaged to solicit offers for the sale of a Heartland Dental in Roanoke, VA. The Premises is leased to Heartland Dental for a twelve year initial term with four (4) five (5) year extensions remaining. The Asset was recently constructed to fit the tenants specifications. The site is located in the rapidly expanding Roanoke-Lynchburg, VA MSA.

12-YR LEASE

POSITIONED IN RETAIL NODE

HIGH GROWTH MSA

LEASE YEARS	TERM	ANNUAL RENT
Current Term	1-5	$194,999
Rent Escalation	6-10	$214,499
Rent Escalation	11-12	$235,949
1st Option Term	13-17	$259,544
2nd Option Term	18-22	$285,498
3rd Option Term	23-27	$314,048
4th Option Term	28-32	$345,453

NOI	$194,999
CAP	5.60%
PRICE	$3,482,000

ASSET SNAPSHOT

Tenant Name	Heartland Dental
Address	3911 Challenger Ave, Roanoke, VA 24012
Building Size (GLA)	4,260 SF
Land Size	1.36 Acres
Year Built/Renovated	2025
Signator/Guarantor	Heartland Dental (Corporate)
Rent Type	Abs. NNN
Landlord Responsibilities	None
Rent Commencement Date	10/11/2024
Lease Expiration Date	10/31/2036
Remaining Term	11 Years
Rent Escalations	10% in Year 6, 10% in Year 11 and 10% Each Option
Current Annual Rent	$194,999

93,313 PEOPLE IN 5 MILE RADIUS

$87,550 AHHI IN 3 MILE RADIUS

34,635 VPD ON CHALLENGER AVE

INVESTMENT HIGHLIGHTS

ABS. NNN LEASE STRUCTURE

One of the first Abs. NNN Heartland Dental lease formats | Zero landlord Responsibilities | 12 Year lease with four (4) five (5) year extensions | 10% Rental Increases every 5 years and in extensions

LARGEST DENTAL ORGANIZATION GUARANTY

Heartland Dental is the largest dental support organization in the United States | Over 1,800 Locations | 2024 Total Revenue was over $3B

HARD-CORNERED SITE

Prominent hard-corner positioning at the signalized intersection of Challenger Ave (Route 460) and Carson Rd | Excellent access and visibility to over 34,000 vehicles per day

NEW CONSTRUCTION IN A HIGH TRAFFICKED CORRIDOR

The Building has recently been constructed to suit the tenant's need | Site is positioned off of busy SR 64 E (31K VPD)

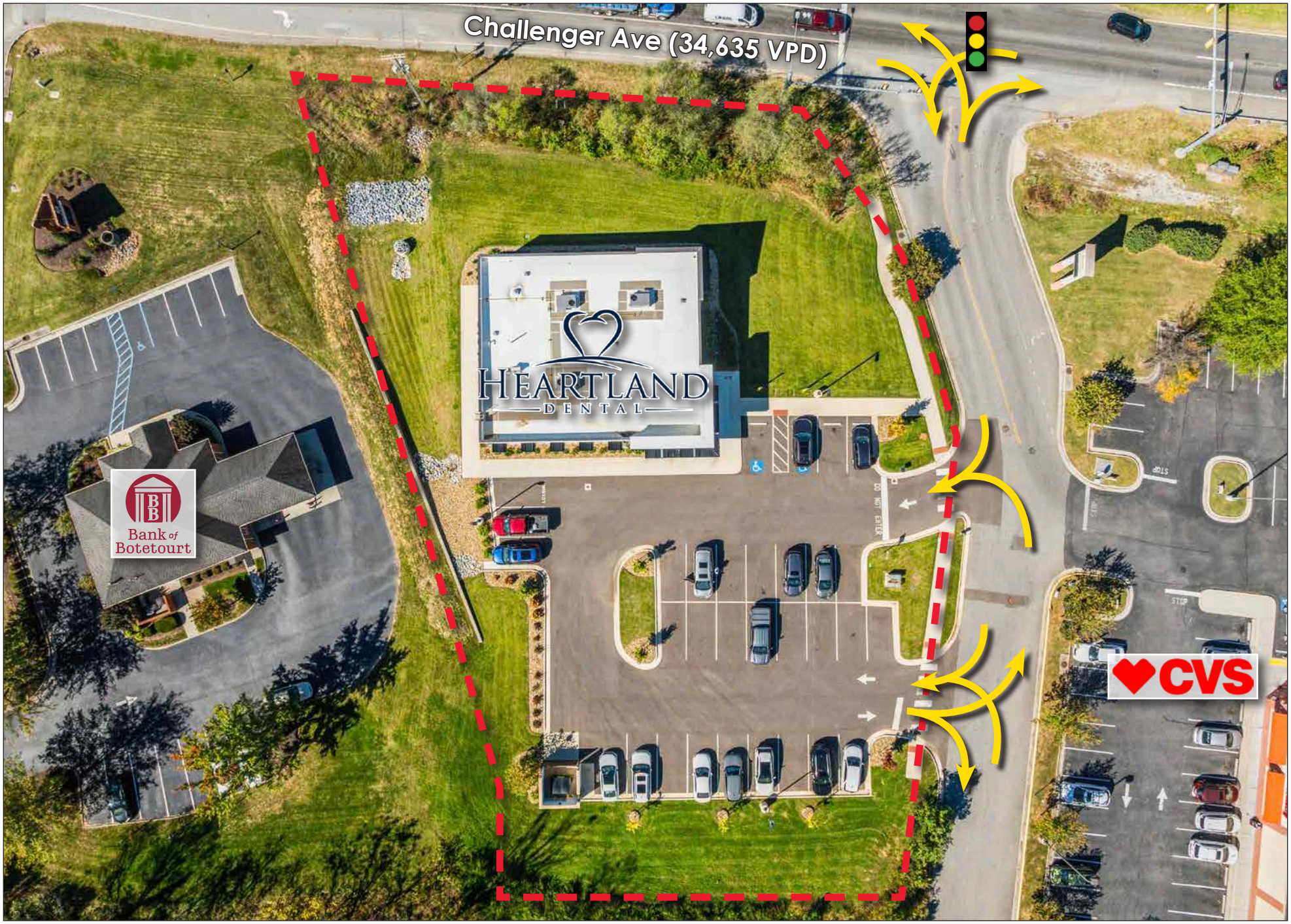
POSITIONED IN DENSE RETAIL NODE

Within a 1-mile radius of the site is more than 491K SF of retail space | Vacancy Rate within that radius is 0.3% | Nearby national retailers include: Kroger, Lowe's Home Improvement, Walmart Supercenter, and more

HIGH GROWTH ROANOKE-DANVILLE-LYNCHBURG, MSA

The Roanoke–Danville–Lynchburg regional market is forecasted to grow ~1.8% over the next 5 years (from ~1,139,848 to ~1,160,033) | Roanoke MSA population ~315,749 in 2024 | Lynchburg MSA's median household income has risen steadily, now ~$67,782 | The combined corridor is seeing reinvestment and expansion in retail, medical, and residential sectors as the geographic crossroads between two growth hubs of southern/central Virginia

SITE PLAN


Challenger Ave (34,635 VPD)
HEARTLAND DENTAL
Bank of Botetourt
CVS

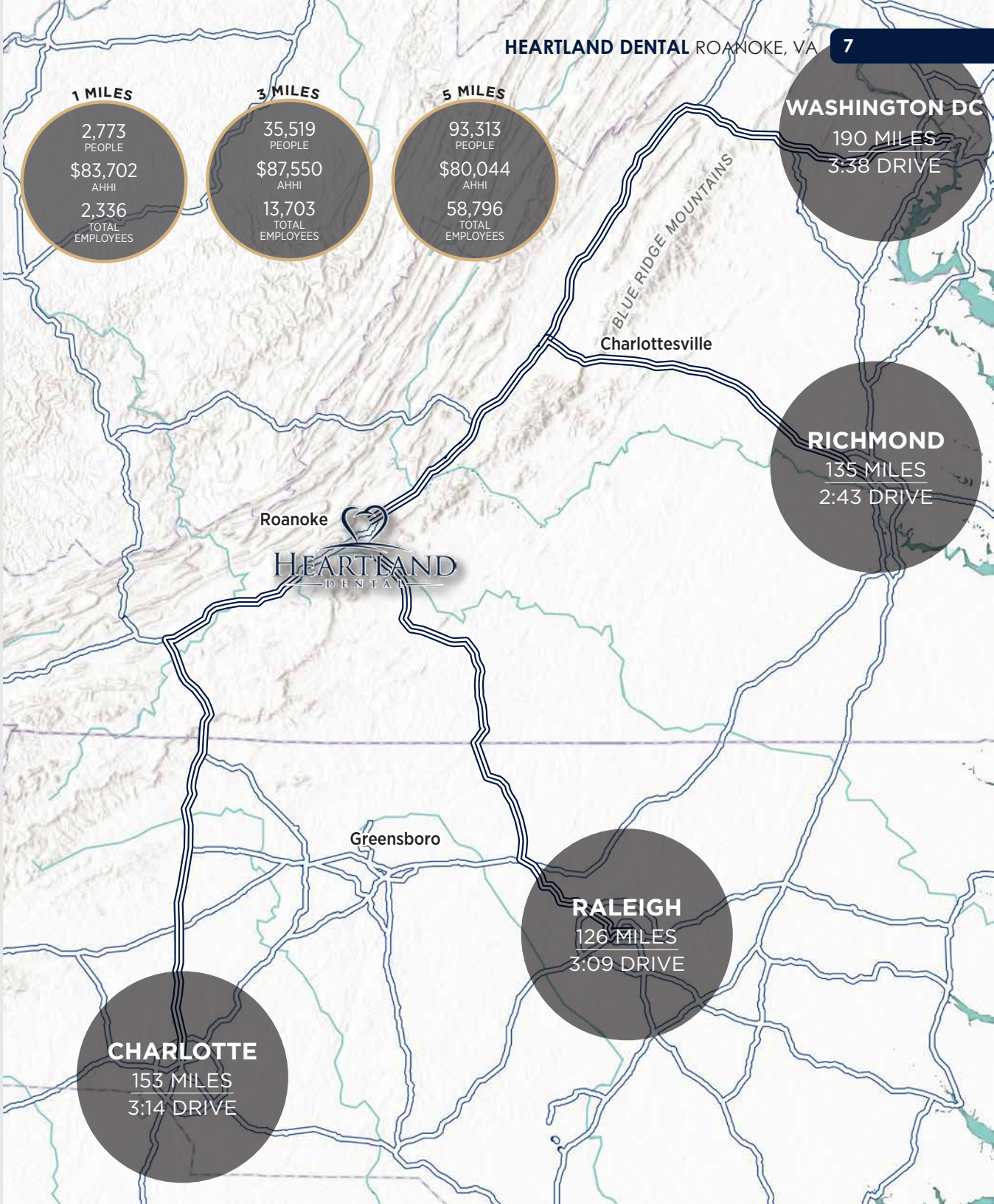
Walmart
LOWE'S
Applebee's
Firestone
SUBWAY
Kroger
ZIPS
Valvoline
Pinnacle
FINANCIAL PARTNERS
LewisGale
Blue Hills ER
Chick-fil-A
CVS
HEARTLAND
DENTAL
Bank of
Botetourt
Challenger Ave (34,635 VPD)
EXXON

planet fitness
KFC
DOLLAR TREE
BURGER KING
DUNKIN'
Wendy's
ATOMIC WINGS
Jersey Mike's Subs
tropical SMOOTHIE CAFE
Advance Auto Parts
CHIPOTLE MEXICAN GRILL
EXXON
Bank of Botetourt
HEARTLAND DENTAL
Chick-fil-A
CVS
Challenger Ave (34,635 VPD)
LewisGale Blue Hills ER

ROANOKE, VA

Roanoke, Virginia—often called the "Star City of the South"—is a thriving urban center set in the heart of the Blue Ridge Mountains. Known for its iconic Roanoke Star overlooking the valley, the city serves as the economic, cultural, and transportation hub of Southwest Virginia. Roanoke has a diverse economy anchored by healthcare, higher education, advanced manufacturing, and logistics, with major employers such as Carilion Clinic, Virginia Tech, and Norfolk Southern.

Downtown Roanoke has experienced a major revitalization in recent years, featuring a lively mix of restaurants, breweries, shops, and art galleries centered around the historic City Market. The Taubman Museum of Art and Mill Mountain Theatre contribute to the city's growing arts and cultural presence. Outdoor recreation is central to Roanoke's identity, offering direct access to the Blue Ridge Parkway, the Appalachian Trail, and countless hiking and biking routes throughout the Roanoke Valley. The result is a city that balances small-town friendliness with modern amenities and a deep appreciation for nature and community.



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.

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

Corporate HQ

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Exclusively Offered By

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