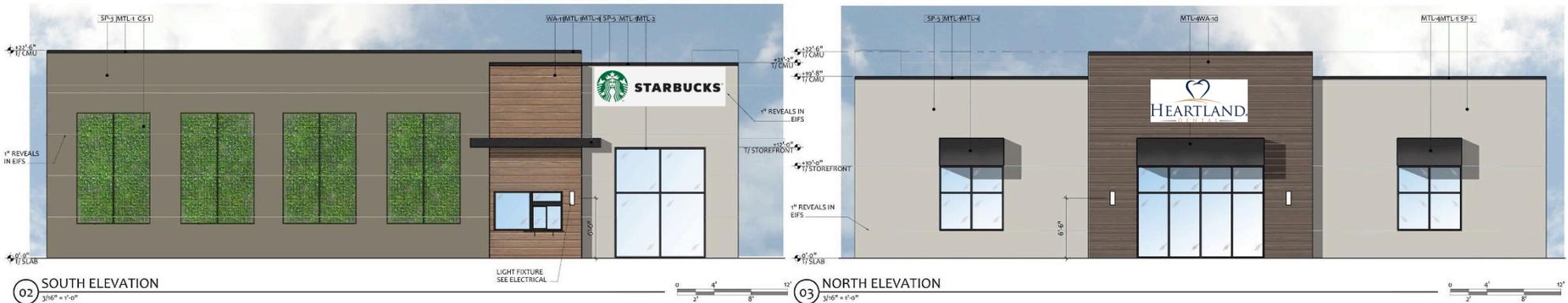


# UNDER CONSTRUCTION



01 EAST ELEVATION  
3/16" = 1'-0"



02 SOUTH ELEVATION  
3/16" = 1'-0"

03 NORTH ELEVATION  
3/16" = 1'-0"

**LANDMARK**  
REAL ESTATE COMPANY  
STARBUCKS & HEARTLAND DENTAL | NN LEASES  
7825 SW Highway 200, Ocala, FL 33476

Presented By:

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This Investment Offering Brochure is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Investment Offering Brochure or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to Owner, in Owner’s sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and Landmark Real Estate Co., LLC from any liability with respect thereto.

To the extent Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.

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ACTUAL PHOTO

# INVESTMENT OVERVIEW

## OCALA, FLORIDA

The Property is located at 7825 SW Highway 200 in Ocala, FL roughly in between Gainesville and Orlando. The Starbucks & Heartland Dental center is located on an outparcel to the local Walmart Neighborhood Market, also with co-tenancy with Burger King, Taco Bell, and Walgreens. Connected by shared cross access parking, the neighborhood market is situated just behind the center and they are both at corner of SW 80<sup>th</sup> Ave and SW Highway 200. Together, the freestanding Starbucks & Heartland Dental center and the Walmart Neighborhood Market occupy one highly visible corner, with contiguous frontage along both roads. The entire center is optimally surrounded by dense residential developments.

The subject property is supported by robust demographics. The estimated population within a 3-mile radius of the subject property is 42,866 and 105,148 within a 5-mile. Additionally, within a 3 mile radius of the subject property, there are 20,342 households with an average household income of \$51,361. Some of the surrounding retailers in the immediate area include Publix, Chase, Wells Fargo, Dunkin Donuts, Quick Care Med, Renasant Bank, Lowes, Aldi and many more.

### ASKING PRICE

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<b>\$4,593,181.82</b>	<b>5.50% Cap Rate</b>
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### DEAL POINTS

- NN LEASES  
.....
- LANDLORD OBLIGATIONS: ROOF, STRUCTURE, PARKING AREAS, ETC.  
.....
- NEW HIGH QUALITY 2019 CONSTRUCTION  
.....
- SCHEDULED INCREASES IN RENT  
.....
- RENT COMMENCEMENT IN 2020  
.....
- TEN YEAR BASE TERMS  
.....
- LOCATED ALONG RETAIL CORRIDOR OF OCALA  
.....

### OFFERING SPECIFICATIONS

---

<b>NET OPERATING INCOME</b>	<b>\$252,625</b>
<b>SQUARE-FOOTAGE</b>	<b>6,525</b>
<b>LAND SIZE</b>	<b>1.02 AC</b>
<b>YEAR BUILT</b>	<b>2019</b>

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# FINANCIAL SUMMARY

## STARBUCKS|NN LEASE

7825 SW Highway 200, Ocala, FL 33476

Suite 1



### SUMMARY

<b>TENANT NAME</b>	STARBUCKS
<b>SQUARE FOOTAGE</b>	2,400
<b>LEASE BEGINS</b>	1/01/2020
<b>LEASE ENDS</b>	1/02/2030
<b>ANNUAL RENT</b>	\$100,000
<b>OPTIONS</b>	FOUR, 5 YEAR
<b>INCREASES</b>	10% IN YEAR 6 & EACH OPTION

### OPERATING SUMMARY

	NET OPERATING INCOME
Years 1-2	\$100,000
Year 3	\$100,000
Year 4	\$100,000
Year 5	\$100,000
Year 6-10	\$110,000
Year 11-15	\$121,000
Year 16-20	\$133,100
Year 21-25	\$146,410
Year 26-30	\$161,051

# FINANCIAL SUMMARY

HEARTLAND DENTAL | NN LEASE

7825 SW Highway 200, Ocala, FL 33476

Suite 2



## SUMMARY

<b>TENANT NAME</b>	HEARTLAND DENTAL
<b>SQUARE FOOTAGE</b>	4,125
<b>LEASE BEGINS</b>	1/01/2020
<b>LEASE ENDS</b>	1/02/2030
<b>ANNUAL RENT</b>	\$152,625
<b>OPTIONS</b>	THREE, 5 YEAR
<b>INCREASES</b>	10% IN YEAR 6 & EACH OPTION

## OPERATING SUMMARY

	NET OPERATING INCOME
Years 1-2	\$152,625.00
Year 3	\$152,625.00
Year 4	\$152,625.00
Year 5	\$152,625.00
Year 6-10	\$167,887.50
Year 11-15	\$184,676.25
Year 16-20	\$203,156.25
Year 21-25	\$223,451.25

# LOCATION AERIAL





# AREA OVERVIEW

## OCALA - MARION COUNTY

Ocala, FL is a charming and vibrant city located in northern Florida as the seat of Marion County. **Known as the horse breeding capital of the world, 44,000 jobs are sustained by breeding, training, and related support of the equine industry, which generates over \$2.2 billion in annual revenue. Ocala is one of only four major thoroughbred centers in the world, with 450 thoroughbred farms that have produced 45 national champions, six Kentucky Derby winners, 20 Breeders' Cup champions and six Horses of the Year.**

At over 130 years of age, Ocala is rich with history dating back to the Indian Wars and is home to the Fort King National Historic Landmark, a major military post during the Second Seminole War. After sustaining irreparable damages in an 1883 fire, Ocala was rebuilt from materials intended to last many lifetimes, giving it the name "The Brick City," a sobriquet that still lives on. Due to its unmatched repute within the equine industry and overall attractiveness, tourism in Ocala has increased dramatically over the last several years, thus increasing the number of small businesses, hotels, and restaurants.

Ocala is also known for nearby Silver Springs, the site of one of the largest artesian spring formations in the world and Silver Springs Nature Theme Park, one of the earliest tourist attractions in Florida. A "can't miss" sight is the Ocala National Forest, the second largest national forest in the state

and the Florida Trail which cuts through forest. Other cultural points of interest are the Coca Cola Building, the Union Train Station, and Appleton Museum of Art.

Ocala's community and town pride is evident in the many festivals and events held throughout the year, including the Ocala Cultural Festival, First Friday Art Walk, Light Up Ocala, Earthfest, and the much-anticipated End of Summer Bash. Ocala boasts 33 parks, two adult activity centers, two aquatic fun centers, and two community centers.

	ONE-MILE RADIUS	THREE-MILE RADIUS	FIVE-MILE RADIUS
<b>POPULATION</b>			
2018 Estimated Population	4,924	42,866	105,148
<b>HOUSEHOLDS</b>			
2018 Estimated Households	2,810	20,342	44,592
<b>INCOME</b>			
2018 Average Household Income	\$45,736	\$51,361	\$53,304
<b>HOUSING</b>			
2018 Average Housing Value	\$139,991	\$174,211	\$205,429



# TENANT PROFILE

Starbucks Corporation is an American coffee company and coffeehouse chain. Starbucks was founded in Seattle, Washington in 1971. Today it operates over 23,768 locations worldwide.

Today, Starbucks is the world's largest coffee retailer and is considered the main representative of "second wave coffee," initially distinguishing itself from other coffee-serving venues in the US by taste, quality, and customer experience, while popularizing darkly roasted coffee. Since the 2000s, third wave coffee makers have targeted quality-minded coffee drinkers with hand-made coffee based on lighter roasts, while Starbucks nowadays uses automated espresso machines for efficiency and safety reasons.

Selling over 2 billion cups of coffee every year, Starbucks locations serve more than just hot and cold drinks. They also sell whole-bean coffee, micro ground instant coffee, espresso, cafe latte, full- and loose-leaf teas including Teavana tea products, Evolution Fresh juices, Frappuccino beverages, pastries, and snacks including items such as chips and crackers and some of their products are seasonal or specific to the locality of the store. Many stores sell pre-packaged food items, hot and cold sandwiches, and drinkware including mugs and tumblers; select "Starbucks Evenings" locations offer beer, wine, and appetizers.

TENANT OVERVIEW	
2016 Annual Revenue	\$21.315 Billion
Net Worth	\$5.890 Billion
Market Capitalization	\$86.76 Billion
Credit Rating	A (Outlook: Stable)
Rating Agency	S&P
Stock Symbol	SBUX
Board	NASDAQ
Rank	#131 on Fortune 500 (2017)
No. of Locations	24,395
Headquarters	Seattle Washington
Web Site	www.starbucks.com



## TENANT PROFILE



# HEARTLAND.<sup>®</sup>

D E N T A L

Heartland Dental was founded in 1997 by Rick Workman, DMD, who opened his first two dental offices in Effingham, IL. Today, Heartland Dental is the nation's largest dental support organization providing non-clinical, administrative support services to 1,500+ supported dentists and 900+ offices across 37 states. Heartland Dental partners with its supported dentists to deliver high-quality care across the full spectrum of dental services. Both new and tenured dentists who are looking to succeed by expanding their leadership, clinical, and treatment skills look to Heartland Dental.

Heartland Dental's mission is to support dentists and their teams as they deliver the highest quality dental care and experiences to the communities they serve, while also providing exceptional careers and creating value for all stakeholders. Dentists who utilize Heartland Dental have control over their career, are free from management burdens, and professional assistance across a range of categories. Services provided include, but are not limited to, Human Resources, Marketing Support, Information Technology, Education, Development, Payroll Support, Supplies, Accounting, and a 24/7 Patient Support Center.

Supported practice annual revenues stood at an estimated \$1.3 billion at the close of 2017, which is a 126 percent increase over the previous five years. As of 2018, Heartland Dental is majority owned by KKR, a leading global investment firm, who acquired a 58% stake at a valuation of \$2.8 billion.

The overall market for dental services is huge: \$73 billion in 2017, according to investment bank Harris Williams & Co. Less than 10 percent of dentists are affiliated with corporate-backed practices, according to the American Dental Association, so advocates expect a lot more investment and growth to follow.

## FACTS AND FIGURES

- Heartland Dental is the nation's largest dental support organization
- Heartland Dental provides non-clinical, administrative support services to over 900 supported dental offices across 37 states
- 85% of Heartland Dental's 1,400+ supported dentists say they would recommend Heartland Dental to other dentists
- On Average, supported offices see 15% revenue growth in their first year

Tenant	Heartland Dental
Parent Company	Heartland Dental, LLC
Headquarters	Effingham, IL
Year Founded	1997
Credit Rating	Private
Dental Services Ranking	#1
2017 Revenue	\$1.3 Billion
Number of Locations	900
Number of Supported Dentists	1400
2018 Charitable Support	\$2 Million



**STARBUCKS®**



Ocala West | Florida



392 Main Street | Wyckoff, NJ | 07481

STARBUCKS & HEARTLAND DENTAL | NN LEASES

7825 SW Highway 200, Ocala, FL 33476

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