

INVESTOR
OFFERING

MONARCH DENTAL | RETAIL @ AT&T STADIUM ARLINGTON

Brand New 5 Year Renewal

1005 N COLLINS STREET, ARLINGTON, TEXAS



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AERIAL MAP



AERIAL MAP



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OFFERING SUMMARY

Price:	\$2,857,000
Current CAP:	5.25% CAP
Pro-Forma CAP:	7.50% CAP
Price/SF:	\$326.30
Year Built:	1983/2004
GLA:	8,756 SF
Lot Size:	34,848 SF
% Leased:	55%
Leased SF:	4,840 SF (Monarch Dental)
Vacant SF:	3,916 SF (Second Generation Restaurant Space)



INVESTMENT HIGHLIGHTS

- Opportunity to Acquire a Core Infill, Generational Asset in Dallas/Fort Worth: 8,750 SF retail building fronting Collins street, just north of AT&T Stadium (home of Dallas Cowboys) and adjacent numerous national retailers and restaurants.
- Sports/Entertainment District: Just west of new \$1.2 billion Texas Rangers ballpark and \$250 million "Texas Live" retail and entertainment district. Texas Live includes a 14 story Loews Hotel (301 luxurious rooms, 23 "floor to ceiling" suites)
- Brand New Lease Extension: Monarch Dental (Smile Brands Inc.) just signed a 5 year renewal. Tenant has operated in location since 2004. Smile Brands operates 400 dental practices in 16 States. Monarch Dental expanded footprint at center in 2012. Monarch operates 45 locations in Dallas/Fort Worth
- Long-Term Upside to Lease Existing Vacancy and Increase Parking Revenue: 3,914 SF second generation restaurant space (shell condition) with grease Trap, ADA restrooms, and outdoor patio space. Also suitable for other retail/office uses. Upside to increase parking revenue long-term for AT&T stadium events.
- Tremendous Growth and Excellent Demographics: Population in a 1 mile radius grew 22% from 2010-2019. Expected to grow another 8% over next 5 years. Current population of 16,800 people in a one mile radius and 143,000 in a three mile radius.



RENT ROLL

SUITE	TENANT NAME	SQ FT	ANNUAL RENT	RENT PSF	RENT AND OPTIONS
1005	Monarch Dental (Smile Brands Inc.)	4,840	\$161,027*	\$33.27	10/18/2004-10/31/2009: \$99,996 11/1/2009-10/31/2014: \$133,099* 11/1/2014-10/31/2019: \$146,409 Option 1: 11/1/2019-10/31/2024: \$161,027 Option 2: 11/1/2024-10/31/2029: \$177,144
1003	Vacant	3,916	\$58,740 (Proforma)	\$15.00	TBD
1005	Parking Revenue (Monthly Lease with 1010 Collins)		\$15,000		
	Subtotal SF	8,756			
	CURRENT RENT:		\$176,027		
	PROFORMA RENT:		\$219,767		

*Rent shown on rent roll and and CAP rate based on renewal rent of \$161,027 effective 11/1/2019

*Monarch Dental expanded space by 850 SF on 11/2009

FINANCIAL SUMMARY



CURRENT: INCOME

Base Rent	\$161,027
Parking Revenue	\$15,000
Reimbursements	\$35,564
Gross Income	\$211,591

EXPENSES*

Taxes	\$36,708
Insurance	\$2,675
CAM	\$22,211
Subtotal Expenses	\$61,594
Net Operating Income	\$149,997

* Expenses based on 2018 Actual expenses less non-recurring capital expenses

FINANCIAL SUMMARY

PRO-FORMA:



INCOME

Base Rent*	\$219,767
Parking Revenue	\$15,000
Reimbursements	\$64,346
Gross Income	\$299,113

EXPENSES

Taxes*	\$36,708
Insurance	\$5,513
CAM	\$28,143
Expenses	\$70,364
Net Operating Income:	\$228,749

* Assumes leasing the existing 3,916 vacancy at \$15 NNN rent (see rent roll)

* 2018 Taxes Paid



NAME:	Monarch Dental (Smile Brands Inc.)
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SUITE #	A
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SQUARE FOOTAGE	4,840
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RENT PSF	\$33.27
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COM- MENCE- MENT	10/18/2004
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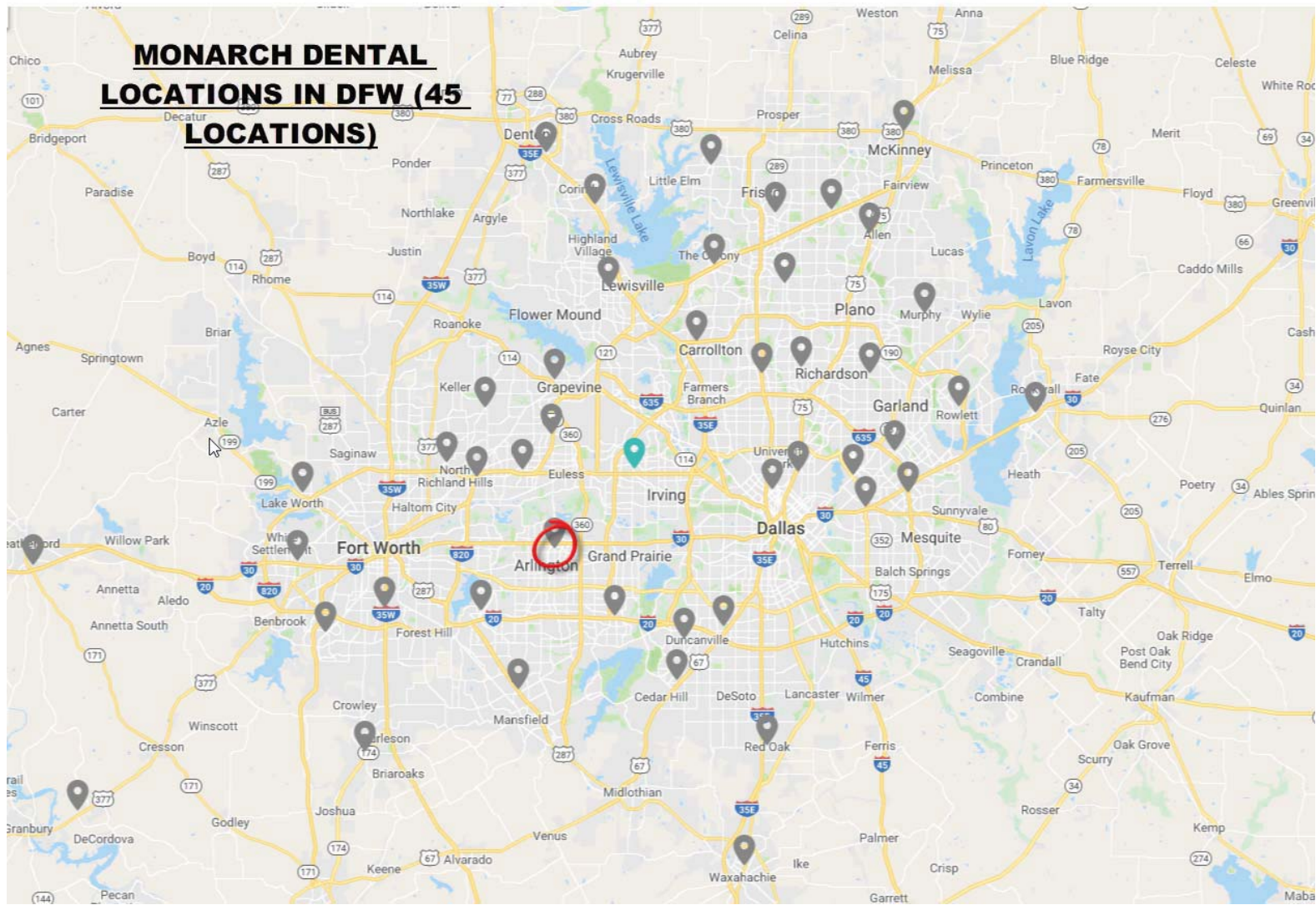
EXPIRATION	10/31/2024
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OPTIONS REMAINING	One Five Year Option 10% Rent Increase
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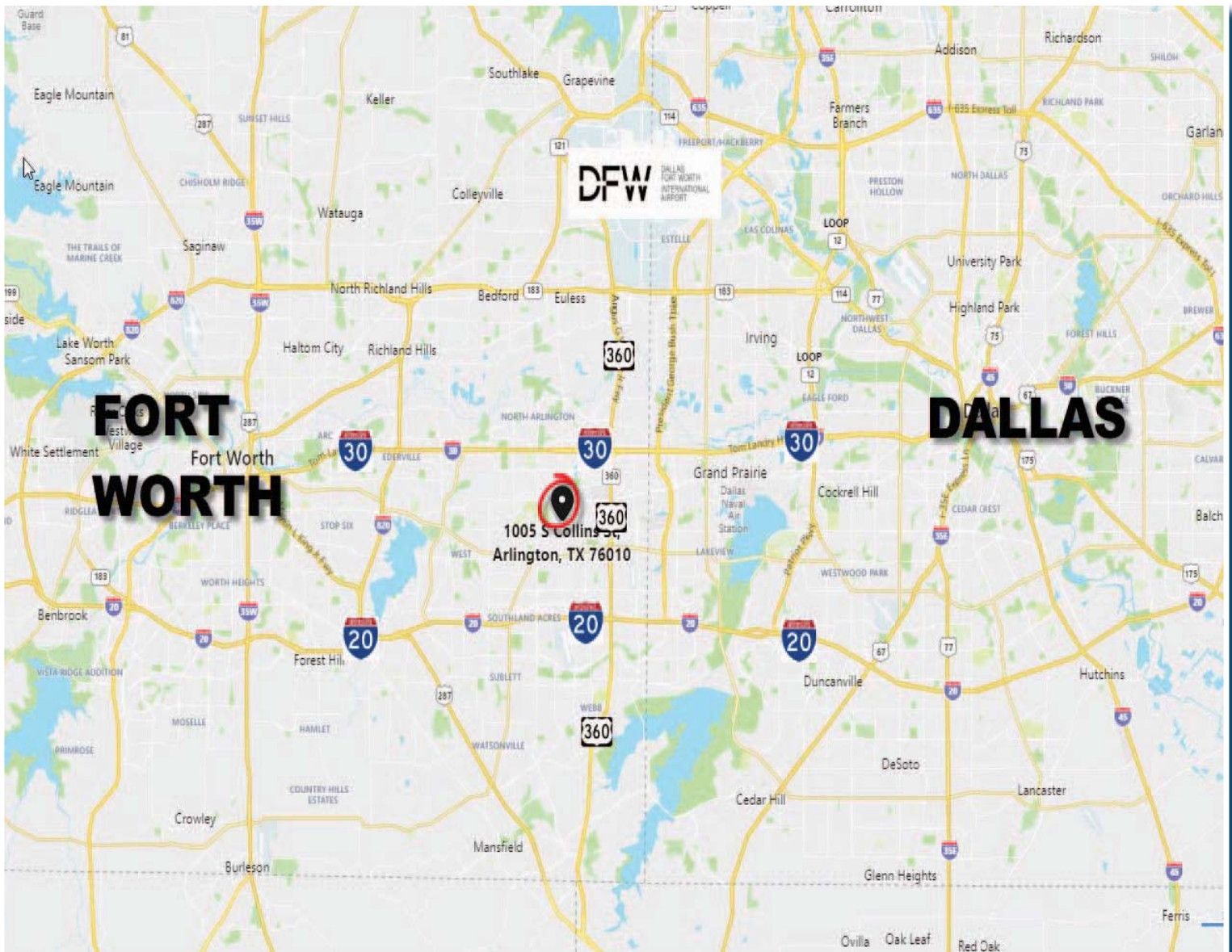
A pioneer among DSOs, Smile Brands was founded in 1998 by a management team that included co-founder and CEO Steve Bilt and CFO Brad Schmidt, combining three West Coast dental companies to form Bright Now!® Dental. Through two large acquisitions – Monarch Dental Corporation in 2003 and Castle Dental Centers, Inc., in 2004 – the organization, which was renamed Smile Brands in 2009, became a dominant player in the dental space. Today the organization, which continues to grow through acquisitions and opening new dental offices, supports approximately 400 practices in 16 states



MONARCH DENTAL
LOCATIONS IN DFW (45
LOCATIONS)



LOCATION MAPS



DEMOGRAPHICS

Radius	1 Mile	3 Mile	5 Mile
Population:			
2024 Projection	18,333	155,864	321,812
2019 Estimate	16,888	143,422	298,931
2010 Census	13,816	115,951	257,267
Growth 2019-2024	8.56%	8.68%	7.65%
Growth 2010-2019	22.24%	23.69%	16.19%
2019 Population Hispanic Origin	9,086	57,641	111,076
2019 Population by Race:			
White	12,217	99,324	198,384
Black	3,388	28,970	67,564
Am. Indian & Alaskan	198	1,817	3,194
Asian	587	9,018	21,306
Hawaiian & Pacific Island	22	241	576
Other	477	4,051	7,908
U.S. Armed Forces:	19	73	136
Households:			
2024 Projection	6,880	60,833	123,374
2019 Estimate	6,346	56,034	114,682
2010 Census	5,219	45,540	98,958
Growth 2019 - 2024	8.41%	8.56%	7.58%
Growth 2010 - 2019	21.59%	23.04%	15.89%
Owner Occupied	1,332	19,177	44,449
Renter Occupied	5,014	36,857	70,233
2019 Avg Household Income	\$49,904	\$59,378	\$62,259
2019 Med Household Income	\$36,759	\$42,177	\$46,498
2019 Households by Household Inc:			
<\$25,000	1,972	15,110	28,028
\$25,000 - \$50,000	2,093	17,393	33,275
\$50,000 - \$75,000	1,315	10,294	23,037
\$75,000 - \$100,000	354	4,862	11,464
\$100,000 - \$125,000	230	3,326	7,903
\$125,000 - \$150,000	105	1,673	4,001
\$150,000 - \$200,000	173	1,751	3,819
\$200,000+	103	1,626	3,153



NET REALTY
ADVISORS

MONARCH DENTAL | RETAIL

NET LEASED PROPERTY SPECIALISTS

800.727.3147

SITE PLAN



New Loews Hotel at Texas Live in Arlington

By [Teresa Gubbins](#)

Dallas Morning News: May 28, 2019



The hotel will join a lively sports and entertainment district. *Photo courtesy of Texas Rangers and Cordish Companies*

A new hotel is opening at the Texas Live complex in Arlington with lots of extras including five spots for dining and lounging.

Called Live! by Loews – Arlington, the hotel is a joint venture between Loews, The Cordish Companies, and the Texas Rangers and will open in late August.

A release promises that it will bring an "upscale hospitality experience" to the Arlington Entertainment District, which includes Texas Live! and Globe Life Field, the new home for The Texas Rangers due to open in 2020.

The 14-story hotel will have 300 guest rooms, including 23 suites. It'll also have meeting and event space, a Tower Terrace, a lawn for events, an outdoor infinity pool, and a private rooftop terrace.

There'll be a serious commitment to food and beverage, with five signature restaurants and bars for dining and lounging, as follows:

Cut & Bourbon. This will be a classic steakhouse featuring a variety of cuts of meat sourced from Texas, plus game and seafood.

Bar Bourbon. This lounge in the lobby will boast a "vast bourbon selection" plus also private bourbon lockers for aging.

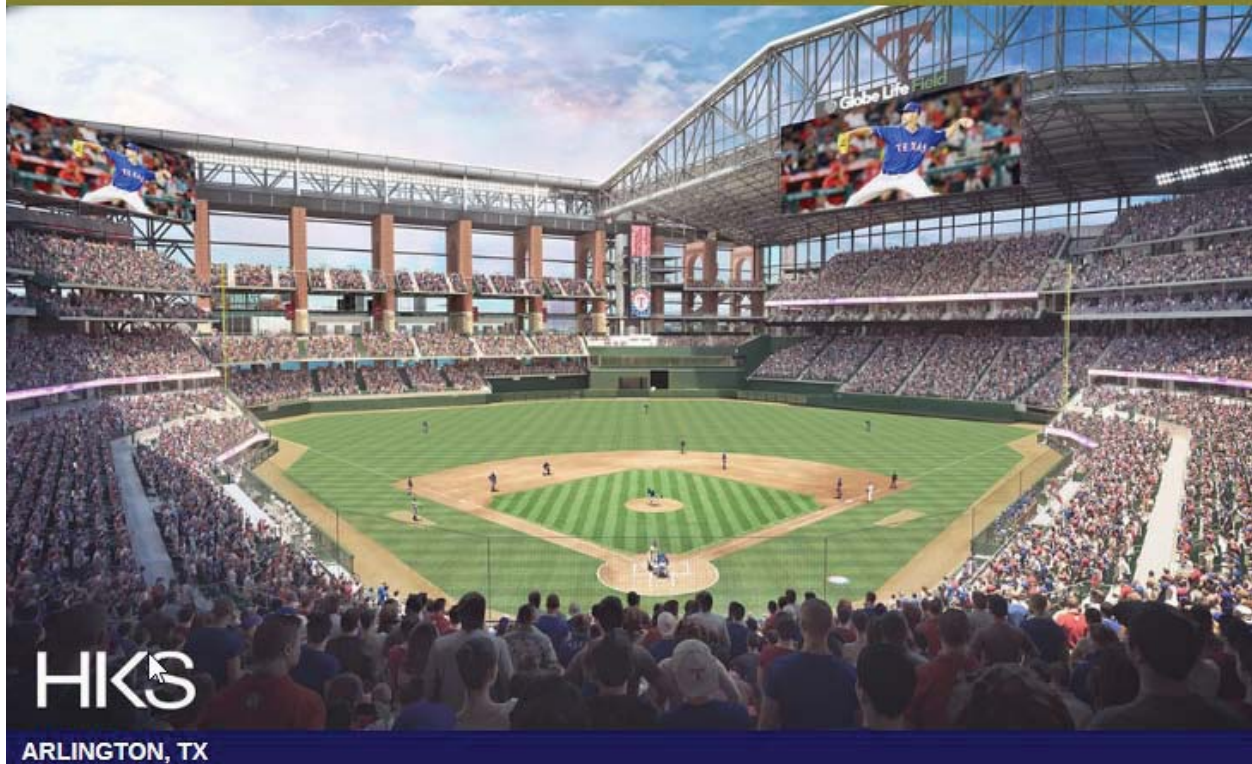
Arlington Clover Club. Craft cocktails will be the thing at this outdoor mixology bar and restaurant, whose menu will be a mix of international and American cuisines.

Soak. The poolside bar and lounge will serve cocktails and light bites.

River Market. An in-house organic market will offer grab-and-go items, including juices, sandwiches salads, pastries, and coffee drinks featuring Arlington's Salter Bros. Coffee.

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GLOBE LIFE FIELD



Sweltering summers have plagued both the Rangers and their fans since the team moved to Arlington, TX in 1972, first at Arlington Stadium and currently at Globe Life Park. When the Rangers current ballpark was designed in the early 1990s previous ownership rejected the idea of a retractable roof, favoring a retro-style ballpark. Although the team has recently spent over \$50 million upgrading Globe Life Park, they announced plans to build a new \$1.1 billion retractable roof stadium adjacent to their current home in May 2016. The City of Arlington and the Rangers would share the cost of the stadium and extend their lease through the 2053 season. Arlington plans to use a half-cent sales tax, 2 percent hotel tax and 5 percent car tax to fund their portion of the facility. On November 8, 2016 voters approved the proposition to fund a new ballpark for the Rangers, keeping them in Arlington until 2053.

The ballpark is currently under construction across Randol Mill Road from Globe Life Park. It is being built in conjunction with Texas Live!, an entertainment complex the Rangers plan to build within existing parking lots. This complex will feature a hotel, convention center, courtyard, retail stores, restaurants and clubs. It will serve as one of the main entrance areas into the ballpark, directly into left field. The facade of the ballpark will consist of glass, brick and steel. The

retractable roof will feature clear roof panels to allow natural light into the ballpark when the roof is closed. When open, the roof will retract west, over and behind the third base grandstand. Inside Globe Life Park will have a seating capacity between 40,000 to 41,000. The ballpark will feature two massive videoboards. Towering over right field will be a 58' high by 150' wide videoboard. The display in left field will measure 40' high by 111' wide. Globe Life Field will not have a grass field, but will feature an artificial synthetic turf. The Rangers chose turf due to issues with growing natural grass in retractable roof stadiums. In August 2017, the Rangers and Globe Life and Accident Insurance Company extended the naming rights agreement that's currently attached to the Rangers ballpark to their future ballpark. Construction of Globe Life Field begins in Fall 2017 and the ballpark will open in 2020.





AT&T Stadium, home of the Dallas Cowboys, is one of the most expensive sports venues ever built. Final construction costs totaled about \$1.2 billion, and everywhere you turn, you will notice the level of detail and luxury that went into creating this world-class stadium.

As soon as you walk in, you will be greeted by two 300-foot steel arches spanning the length of the stadium dome. No matter where you are, you will be able to watch the game on one of the 3,000 LCD displays, including the luxury suites, concourses, and concession areas.

Once in the stadium, you will not miss any of the gridiron action. AT&T Stadium is home to one of the largest 1080p HD video display boards in the world. Weighing 1.2 million pounds and containing 25,000 square feet of video displays, you will be in awe as you watch each play and touchdown—or every dance move and guitar solo if you're here for one of the many stadium-worthy acts that play here, like Jay-Z and Beyoncé, U2, and The Rolling Stones to name a few.



Information About Brokerage Services

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TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

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- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

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TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

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Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date