



PACIFIC

DENTAL SERVICES® PAD



PACIFIC
DENTAL SERVICES®



TruEAR

NAIS OF US
ART • BAR • SPA

xfinity

100% Occupied Multi-Tenant NNN Investment | Income Tax-Free State | Irreplaceable Hard-Corner Signalized Intersection

Total Wine
& More

PGA TOUR
SUPERSTORE

TEXAS
PACIFIC

Portillo's
PLANNED

McDonald's

SPORTSMAN'S
WAREHOUSE

ULTA

BOOT BARN

DOLLAR TREE

KOHL'S

sam's
club

ABC

GOODYEAR

MATTRESS FIRM

27

US HIGHWAY 27

CHIPOTLE

Arbys

THE VITAMIN SHOPPE

LONGHORN
STEAKHOUSE

SUBJECT PROPERTY



PACIFIC
DENTAL SERVICES® PAD

PACIFIC DENTAL SERVICES POTBELLY TruEAR NAIS OF US xfinity

HOMESENSE
Invisible finds. Exceptional prices.

BEST
BUY

FIVE
GUYS

PAPA JOHN'S

TARGET

TJ-maxx

petco

43,000+ CPD
- INTERSECTION -

ROLLING ACRES ROAD

In Association with ParaSell, Inc. | A Licensed Florida Broker #CQ1059597

OFFERING MEMORANDUM
LADY LAKE (THE VILLAGES), FLORIDA



HANLEY INVESTMENT GROUP
REAL ESTATE ADVISORS



PACIFIC
DENTAL SERVICES® PAD



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OFFERING SUMMARY

LOCATION

Pacific Dental Pad
870 N. US Highway 27
Lady Lake, FL 32159



OFFERING SUMMARY

Price:	\$8,500,000
Current Net Operating Income @ 100% Occupancy:	\$509,981
Current Capitalization Rate:	6.00%
Net Rentable Area:	14,142
Year Built:	2006
Lot Size [Acres]:	1.58

LEASE TERMS

All Cash or Cash to New Financing
(Contact Hanley Investment Group for Further Details)



INVESTMENT HIGHLIGHTS

- **100% Occupied Five-Tenant NNN Retail Investment:** Pacific Dental Services, Potbelly Sandwich Shop, TruEar Hearing, Nails of Us, and Xfinity
 - All tenants are on long-term NNN leases with staggered lease expirations and favorable rental increases to hedge against inflation
- **Pad to Village Crossroads, a Best Buy, and Home Sense Anchored Center (1.6 Million Annual Visitors, and Top 30% Shopping Center in Florida, Per Placer.ai)**
- **Florida is an Income Tax-Free State**



INVESTMENT HIGHLIGHTS

- **Excellent Location at Signalized Intersection of Rolling Acres Road and Highway 441/U.S. 27 (43,000+ Cars Per Day)**
- **Located Within a Dense Retail Corridor; Adjacent to The Villages, the Largest Retirement Community in the United States:**
 - Area tenants include Target, Walmart Supercenter, Home Depot, Sam's Club, Kohl's, PetSmart, Best Buy, T.J. Maxx, Ross Dress for Less, Ulta Beauty, Sportsman's Warehouse, and more
 - The Villages (26,000 acres) is a 55-plus active retirement community with over 100,000 residents
 - The Villages was the fastest-growing U.S. metro area between 2020 to 2023, increasing by 16.8%
- **High-Growth Orlando Demographics:** 13% population growth from 2010 to 2024 within a 3-mile radius
- **Lady Lake is Part of the Orlando MSA:**
 - The property is one hour north of Orlando
 - One of the top 25 largest MSA's in the nation boasting a population of over 2.8 million people
 - Orlando was the most visited city in America in 2023 (74+ million visitors)
 - #2 "Fastest Growing U.S. Metros" – *U.S. Census Bureau* (2022-2023)
 - #2 in the Country for Job Growth – *U.S. Bureau of Labor Statistics* (2023)
 - Major international companies have a presence in Orlando including Walt Disney Company, Lockheed Martin, Mitsubishi, Northrop Grumman, Darden Restaurants, Verizon Communications, and American Automobile Association (AAA)



RENT ROLL

TENANT	SUITE	SF	LEASE START	LEASE END	CURRENT RENT/SF	CURRENT RENT/YR	RENTAL INCREASES	LEASE TYPE	RENEWAL OPTIONS
Pacific Dental Services	A	3,811	07/19/16	07/31/34	\$36.59	\$139,444	3% Annually [8/25]	NNN	Two 5-Year @ 3% Annually
Potbelly	C	2,191	01/28/25	01/31/35	\$37.50	\$82,163	10% Every 5 Years	NNN	Two 5-Year @ 10% Increases
TruEAR (1)	D	1,275	04/20/20	04/30/30	\$39.39	\$50,222	None	NNN	One 5-Year @ 3% Annually
Nails of Us	E	2,190	09/01/23	08/31/33	\$29.80	\$65,262	2% Annually [9/25]	NNN	Two 5-Year @ 2.5% Annually (FMV Reset)
Xfinity	F/G	4,675	03/01/18	02/29/32	\$36.98	\$172,890	3/28 - 10% Increase	NNN	None

Total Square Footage:	14,142				\$42,498	Total Monthly Rent
Total Available:	0	0%	Vacancy		\$509,981	Total Annual Rent
Total Occupied:	14,142	100%	Occupancy			

NOTES

[1] 5-year lease extension to 4/30/30 is in negotiations.

The information provided hereto is intended to be used and must be used for informational purposes only. You are responsible for conducting your own analysis before making any investment-based decision. Although best efforts are made to ensure that all information is accurate and up to date, information has been provided by sources outside of the company and errors and misprints may occur.

INCOME & EXPENSE

ANNUALIZED OPERATING DATA

	<u>Current</u>
Scheduled Gross Income (SGI):	\$509,981
Expense Reimbursement: (1)	\$159,855
Effective Gross Revenue (EGR):	\$669,836
Total Operating Expenses:	(\$159,855)
Net Operating Income (NOI):	\$509,981

(1) The leases allow for the collection of an administrative fee in addition to a management fee, which is not included in the analysis.

OPERATING EXPENSES

	<u>Amount</u>
Taxes:	\$78,361
Insurance:	\$17,991
CAM:	\$48,204
Management (3.0% of SGI):	\$15,299
Total Expenses:	\$159,855

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SITE PLAN / PARCEL MAP



The site plan provided is for illustrative purposes only and may not be accurate or to scale. Actual layout and dimensions may vary. Please consult official documentation for precise details.



SUBJECT PROPERTY

 **PACIFIC**
DENTAL SERVICES® PAD

43,000+ CPD
- INTERSECTION -

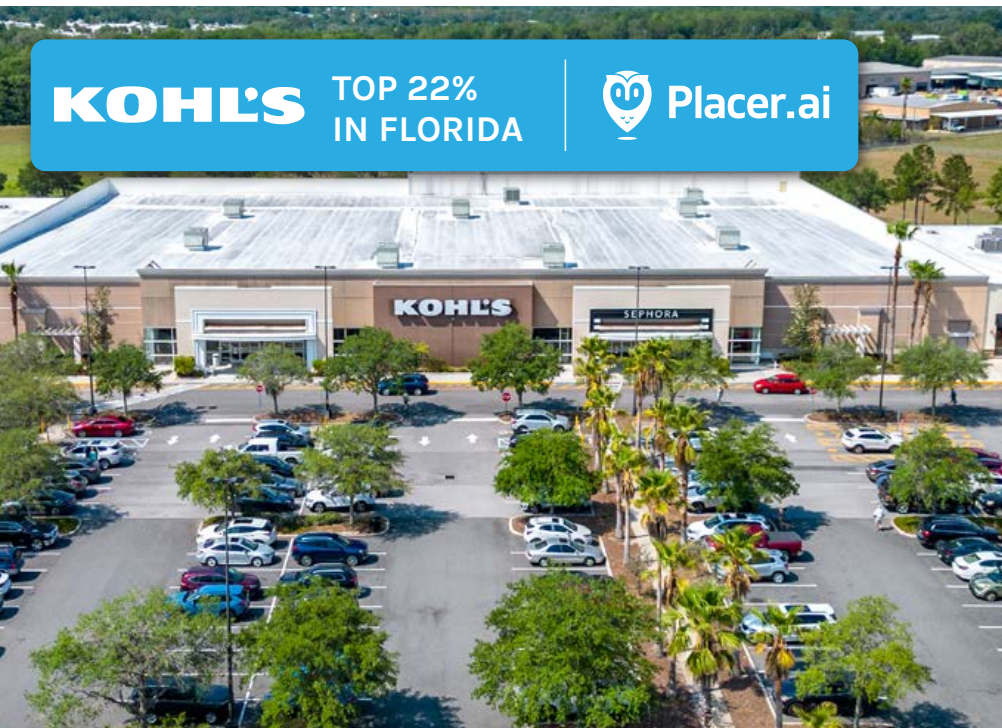
SURROUNDING TENANTS

KOHL'S

TOP 22%
IN FLORIDA



Placer.ai



TARGET

1 MILLION
ANNUAL VISITORS



Placer.ai



sam's club

1.7 MILLION
ANNUAL VISITS



Placer.ai



AERIAL OVERVIEW

The Villages

#1 FASTEST-GROWING U.S. METRO AREA BETWEEN 2020-2023, INCREASING BY 16.8%
(85,000+ RESIDENTS; PROJECTED TO REACH 100,000)

ORLANDO

- 1-HOUR DRIVE TIME -



SUBJECT PROPERTY



PACIFIC
DENTAL SERVICES® PAD

PACIFIC DENTAL SERVICES® POTOMAC TRUHEAR ORAL CARE xfinity

ROLLING ACRES PLAZA



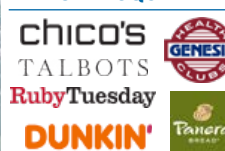
LA PLAZA GRANDE SOUTH



LA PLAZA GRANDE WEST



SPANISH SPRINGS TOWN SQUARE



US HIGHWAY 27

43,000+ CPD
- INTERSECTION -

ROLLING ACRES ROAD

KOHL'S
KIRKLAND'S
five BELOW

BEST BUY
PET SMART
HOMESENSE

CHIPOTLE
MEXICAN GRILL

Arby's

THE VITAMIN SHOPPE

LONGHORN
STEAKHOUSE

MATTRESS FIRM

GOODYEAR

PANDA EXPRESS

THE HOME DEPOT

OUTBACK
STEAKHOUSE

CVS
pharmacy

Chick-fil-A

CARRABBA'S
ITALIAN GRILL
Jersey Mike's

TACO BELL

BURGER KING

Applebee's

Wendy's

HCA Florida
Healthcare

verizon

sam's club

AERIAL OVERVIEW

ORLANDO

- 1-HOUR DRIVE TIME -



The Villages

#1 FASTEST-GROWING U.S. METRO AREA BETWEEN 2020-2023, INCREASING BY 16.8%
(85,000+ RESIDENTS; PROJECTED TO REACH 100,000)

TREE TOPS
GOLF

LADY LAKE GOLF
DRIVING RANGE

441

500

25

27

US HIGHWAY 27

ROLLING ACRES ROAD

SUBJECT PROPERTY



PACIFIC
DENTAL SERVICES[®] PAD

PACIFIC DENTAL SERVICES[®] | POTENTIUM | TRUEAR | NAIS OF US | xfinity

ROLLING ACRES PLAZA



Walgreens

43,000+ CPD
- INTERSECTION -

AERIAL OVERVIEW



REGIONAL MAP

SUBJECT PROPERTY



PACIFIC
DENTAL SERVICES® PAD



ORLANDO INTERNATIONAL AIRPORT

- More than 57 million annual passengers (2024)
- 177 nonstop destinations with 38 airlines
- 7th busiest airport in the nation (2024)



TENANT PROFILES



PACIFIC
DENTAL SERVICES®

Founded in 1994, Pacific Dental Services is the country's 3rd-largest dental support organization, providing supported autonomy that enables dentists to concentrate on delivering clinical excellence and high-quality patient care. Pacific Dental Services has grown to support over 1,000 practices across 24 states. This partnership allows affiliated dentists to benefit from business support services such as billing, marketing, human resources, and technology integration.

In early 2024, Pacific Dental Services unveiled its new name, PDS Health, which reflects the company's vision to redefine health care through the integration of dental and medical services. This approach—centered on the connection between oral health and overall health—aims to create healthier, happier patients and set new benchmarks in the healthcare industry. A pioneer in leveraging technology in dental care, PDS Health emphasizes a “We Serve Patients” philosophy by promoting integrated dental-medical care and encouraging early diagnoses for improved patient outcomes. One of their hallmark innovations is the use of CAD/CAM (computer-aided design and manufacturing) technology, enabling same-day dental restorations. Additionally, PDS Health practices utilize electronic health records and advanced tools to streamline workflows, enhance accuracy, and provide a seamless patient experience.

PDS Health delivered record-breaking financial results in 2023 with double-digit growth; 72 new dental practices and 6 medical practices were opened. The company recently moved its headquarters to Henderson, Nevada.

Company Type:	Private
Locations:	1,000+
Website:	pacificdentalservices.com

14X
**Fastest Growing
Companies in America**
Inc. Magazine

#4
**Top 10 Heroes of the
American Economy**
Inc. Magazine

#1
**Employer of
the Year**
CAPPS

TENANT PROFILES



Comcast Cable Communications, LLC, doing business as Xfinity, is an American telecommunications business segment and division of the Comcast Corporation. Xfinity provides internet, television, and phone services in the United States. Xfinity retail stores are interactive showrooms that allow customers to experience Xfinity products and services. They also offer services like bill pay, equipment swaps, and help with troubleshooting. Xfinity serves millions of customers nationwide, delivering reliable and high-speed connectivity to homes and businesses. The brand was first introduced in 2010; before that, these services were marketed primarily under the Comcast name.

In 2023, Xfinity reported an annual revenue of over \$60 billion. The company has successfully increased its market share by providing advanced broadband solutions, with a particular focus on enhancing internet speeds and reliability. This growth is also attributed to the rise in demand for streaming services and remote work, which has fueled the need for high-speed internet.

Company Type: Public (NASDAQ: CMCSA)
Locations: 623
Website: www.xfinity.com



Potbelly Sandwich Shop is a neighborhood sandwich concept offering warm, toasty sandwiches, signature salads, hand-dipped shakes, and other fresh menu items, customized just the way customers want them. Potbelly promises Fresh, Fast & Friendly service in an environment that reflects the local neighborhood.

Since opening its first shop in Chicago in 1977, Potbelly has expanded to neighborhoods across the country, with more than 435 shops in the United States including more than 80 franchised shops in the United States. Potbelly's revenue for the first three quarters of fiscal year 2024 was \$345.9 million. Potbelly plans to open 38 new shops in 2025. Potbelly ranked #1 on AOL's "The Absolute Best Sandwich Chain Out There" list in 2024. Potbelly also ranked #139 on the *Franchise Times* "Top 400" list.

Company Type: Public (NASDAQ: PBPB)
Locations: 435+
Website: www.potbelly.com

TENANT PROFILES



TruEar is a hearing aid provider based in Florida, known for its innovative approach to improving auditory health and enhancing the quality of life for individuals with hearing impairments. TruEar specializes in providing personalized hearing solutions, utilizing cutting-edge technology to ensure customers receive the best possible auditory experience. The company’s expert audiologists and hearing specialists are dedicated to delivering exceptional care, assisting clients in selecting and fitting the most suitable hearing aids for their unique needs.

Founded in 2017 and headquartered in Leesburg, Florida, TruEar has steadily grown to establish a reputable presence in the hearing aid industry. As of 2024, the company operates 11 locations across Florida.

Company Type: Private
Locations: 11
Website: www.truearhearing.com



Nails of US is a salon offering a wide variety of services, including manicures, pedicures, acrylic and gel nail enhancements, nail art (from simple designs to intricate and detailed designs), and spa treatments. Their skilled technicians use high-quality products and the latest techniques to ensure customer satisfaction and maintain the health and beauty of clients’ nails. The salon is known for its clean and welcoming atmosphere, with friendly and professional staff who prioritize customer satisfaction. Nails of US uses high-quality products and tools to ensure that customers receive the best possible service.

Company Type: Private
Locations: 1



Villages-News.com

Lady Lake Sees Growth in Population and Per Capita Income

September 3, 2024

The population and per capita income have continued to climb in the Town of Lady Lake.

The per capita income (average income per resident) has increased 56.9 percent from 2014 of \$26,236 to \$41,164 in 2023, according to Pam Winegardner of the Finance Department of the Town of Lady Lake.

Lady Lake's population has grown from 14,148 in 2014 to 16,224 in 2023 with unemployment dropping from 5.4 percent to 2.8 percent.

The town population was 6,384 in 1989 which doubled to 12,621 in 1998. The town has grown from 6.59 square miles to 9.56 square miles in 2023.

"Lady Lake stats show in 1989 total taxable assessed value of Lady Lake properties was \$138,643,311 which includes personal property and real estate.

[CLICK FOR ARTICLE](#)



The Villages
DAILY SUN

Lady Lake Looks Toward Future Growth, Identity

By Leah Schwarting | December 19, 2024

Lady Lake is on the verge of major expansion.

The town is seeing new interest as development continues to pour into Lake County and Central Florida in general. The region was home to three of the nation's fastest growing metro areas in 2022-23 — The Villages, Ocala and Lakeland-Winter Haven.

Lady Lake, a close neighbor to The Villages and Ocala, saw 24 new businesses open this year and is poised to welcome thousands of new residents in the years to come.

As the year ends, officials now are juggling that growth with establishing Lady Lake's identity.

"The Villages being such a big entity, Water Oak also being a large entity, and having new development coming in gives us an opportunity really to define, or understand, who we are and who we're going to be in the next 10 years," Elisha Pappacoda, communications director, said at a recent workshop.

[CLICK FOR ARTICLE](#)

AREA OVERVIEW

Lady Lake

- A suburb located just one hour away from Orlando, the fastest-growing metropolitan area in the country
- Situated near the Harris Chain of Lakes, which provides residents with opportunities for boating, fishing, and other water sports
- 2nd lowest tax rate in Lake County while still offering a full-service government with utilities and active economic development opportunities
- 17,184 total residents, 239,000+ residents within a 10-mile radius

ECONOMY

- The largest industries are: retail trade; health care & social assistance; professional, scientific, & technical services
- Major employers include The Villages, Lake County School District, Walmart, and Lowe's
- **The Villages** - Master-planned retirement community that spans over 30,000 acres and houses over 100,000 residents
 - The community boasts an array of amenities, including 50+ golf courses, numerous swimming pools, tennis courts, pickleball courts, softball fields, and a variety of restaurants and shopping options
 - Recognized as one of the fastest-growing communities in the United States, its popularity as a retirement destination continues to grow

DEVELOPMENTS

- **Hammock Oaks / The Reserve at Hammock Oaks** - A 732-acre, mixed-use development that includes 2,500 residential units consisting of single-family homes, townhomes, and apartments
 - The project will also include a network of multi-use trails connecting residents with adjacent commercial development and a plentiful amount of internal amenity areas
- **Lady Lake Library** - The library received a \$1 million grant for its expansion; the library area will increase from 4,560 square feet to 7,697 square feet, a 69% increase; currently under construction
- **Cresswind at Hammock Oaks** - An active adult community, is scheduled to open for new home sales in the spring of 2025



LADY LAKE



THE VILLAGES



WATER OAK COUNTRY CLUB ESTATES



Located Just One Hour from Orlando

AREA OVERVIEW

Orlando

- 21st largest metropolitan area (MSA) in the country
- 5th largest MSA in the Southeastern U.S.
- Strategically located in East Central Florida
- 2nd fastest-growing large region in the U.S.; the region is planning for close to one million more people arriving by 2045

ECONOMY

- Over \$217 billion gross domestic product in the MSA (26th largest GDP in the country)
- Largest industries are leisure and hospitality; professional business services; education and health services; and retail trade
- Total sales in the region exceeded \$222 billion in 2024, 3.4% more than in 2023
- \$92.5 billion record-breaking economic impact in 2023; 464,000 jobs created by the tourism industry
 - Visitor spending was \$58.5 billion
- \$13.4 billion technology industry with over 2,000 technology companies and home to the 7th largest research park in the country
- Aviation, aerospace, and defense industries have a strong presence in the region
 - Known as the modeling, simulation, and training capital of the world
 - \$4 billion in simulation contracts awarded to local companies annually
 - Lockheed Martin, Boeing, and General Dynamics have operations in the city
- **Orange County Convention Center** - 2nd largest convention center in the U.S.; hosts over 230 events with 1.5 million attendees annually; the economic impact of which is estimated at \$2.3 billion
- **Orlando International Airport** - 7th busiest airport in the U.S with 44 airlines, 135 domestic and international destinations; within a 2-hour drive of 60%+ of Florida's population
 - \$41 billion annual economic impact on the region
 - 57+ million passengers in 2024



5th Largest Metro in the Southeastern U.S.



ORLANDO



WALT DISNEY WORLD




ORANGE COUNTY CONVENTION CENTER


DEMOGRAPHICS

POPULATION	1-Mile	3-Mile	5-Mile
2029 Projection	6,483	36,726	88,979
2024 Census	6,457	34,642	83,691
2020 Census	6,459	33,025	80,964
2010 Census	5,591	30,660	74,073
Growth 2010-2020	15.52%	7.71%	9.30%
Growth 2024-2029	0.40%	6.02%	6.32%
HOUSEHOLDS			
2029 Projection	4,003	20,746	48,952
2024 Census	3,918	19,347	45,589
2020 Census	3,829	18,333	43,979
2010 Census	3,205	16,447	38,866
Growth 2010-2020	19.47%	11.47%	13.16%
Growth 2020-2024	2.32%	5.53%	3.66%
Growth 2024-2029	2.17%	7.23%	7.38%
2024 POPULATION BY SINGLE-CLASSIFICATION RACE			
White Alone	5,856	30,830	75,323
Black or African American Alone	161	1,143	2,260
American Indian and Alaska Native Alone	13	69	167
Asian Alone	84	416	1,004
Native Hawaiian and Other Pacific Islander Alone	-	-	-
Some Other Race Alone	84	624	1,255
Two or More Races	252	1,559	3,682
2024 POPULATION BY ETHNICITY (HISPANIC OR LATINO)			
Hispanic or Latino	297	1,940	4,268
Not Hispanic or Latino	6,160	32,701	79,424
2024 AVERAGE HOUSEHOLD INCOME			
	\$66,787	\$84,227	\$90,327


AREA SNAPSHOT




83,691
POPULATION (5-Mile)




96,057
DAYTIME POPULATION (5-Mile)



15.52%
POPULATION GROWTH (1-Mile, 2010-2020)



\$90,327
AVERAGE HOUSEHOLD INCOME (5-Mile)



\$393,453
AVERAGE HOME VALUE (5-Mile)

Source: ESRI (2025)

The information contained herein does not purport to provide a complete or fully accurate summary of the Property or any of the documents related thereto, nor does it purport to be all-inclusive or to contain all of the information which prospective buyers may need or desire. All financial projections are based on assumptions relating to the general economy, competition, and other factors beyond the control of the Owner and Broker and, therefore, are subject to material variation. This Marketing Package does not constitute an indication that there has been no change in the business or affairs of the Property or the Owner since the date of preparation of the information herein. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective buyers.

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Owner and Broker expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or terminate discussions with any entity at any time with or without notice. Owner has no legal commitment or obligations to any entity reviewing this Marketing Package or making an offer to purchase the Property unless and until such sale of the Property is approved by Owner in its sole discretion, a written agreement for purchase of the Property has been fully delivered, and approved by Owner, its legal counsel and any conditions to the Owner's obligations thereunder have been satisfied or waived.

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\$11.5 BILLION
retail sales nationwide



SHARED DATABASE
collaborative proprietary database



GLOBEST. INFLUENCERS
in retail & net lease sales



NATIONWIDE REACH
retail & investors across the U.S.



\$3 BILLION IN RETAIL SOLD
530+ transactions in last 36 mos.