



PACIFIC DENTAL SERVICES® PAD



Blue Sky
NAILS & LASH

MATTRESS FIRM

DOWNTOWN COLORADO SPRINGS
- 28-MIN DRIVE TIME -



100% Occupied 3-Tenant Pad to King Soopers | Positioned at the Trade Area's Busiest Intersection | Colorado Springs MSA



TOP 7% IN COLORADO | Placer.ai



TOP 5% IN COLORADO (GROCER CATEGORY) | Placer.ai



SUBJECT PROPERTY
PACIFIC
DENTAL SERVICES® PAD
PACIFIC DENTAL SERVICES | Blue Sky NAILS & LASH | MATTRESS FIRM

#1 IN COLORADO | Placer.ai



#1/6 IN COLORADO | Placer.ai

FALCON MARKET PLACE



2.1 MILLION ANNUAL VISITORS

Placer.ai

WOODMEN ROAD

MERIDIAN ROAD

38,000+ CPD
- INTERSECTION -

In Association with ParaSell, Inc. | A Licensed Colorado Broker #EC.100085004

OFFERING MEMORANDUM
FALCON, COLORADO





PACIFIC
DENTAL SERVICES® PAD



PACIFIC
DENTAL SERVICES®

Blue Sky
NAILS & LASH

MATTRESSFIRM

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OFFERING SUMMARY

LOCATION

Pacific Dental Pad
7555 Falcon Market Place
Falcon, CO 80831

 [VIEW ON GOOGLE MAPS](#)

OFFERING SUMMARY

Price:	\$6,440,000
Current Net Operating Income @ 100% Occupancy:	\$386,440
Current Capitalization Rate:	6.00%
Net Rentable Area:	9,500
Year Built:	2022
Lot Size (Acres):	1.64

LEASE TERMS

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



PACIFIC
DENTAL SERVICES®

Blue Sky
NAILS & LASH

MATTRESS FIRM



SUBJECT PROPERTY



PACIFIC
DENTAL SERVICES® PAD

PACIFIC DENTAL SERVICES *Blue Sky* **MATTRESS FIRM**
NAILS & LASH

INVESTMENT HIGHLIGHTS

- 100% Occupied Three-Tenant Pad to King Soopers (1.2 Million Annual Visits, Placer.ai):** Pacific Dental Services, Blue Sky Nails & Lash, and Mattress Firm
 - All tenants are on new 10-year NNN leases with staggered lease expirations and favorable rental increases to hedge against inflation
- Part of the New King Soopers Anchored Development; Dominant Grocer in Colorado:** Falcon Marketplace is a new 20-acre grocery anchored shopping center development which includes a 123,000 square foot King Soopers Marketplace and 9 pad sites ranging from QSR's to dentist offices. The development will add 300+ jobs to the surrounding neighborhood
 - New 23,000-square-foot Goodwill
- Situated within the Woodmen Road Corridor, the Area's Fastest Growing Residential and Commercial Corridor:**
 - Surrounded by several master-planned and large residential developments with over 17,000 planned residential units



INVESTMENT HIGHLIGHTS

- Excellent Accessibility and Visibility; Positioned at the Busiest Intersection in the Trade Area:**
 - Located at the hard corner, signalized intersection of Woodmen Road and Meridian Road (38,000+ CPD intersection)
 - Less than 1-mile from U.S. Highway 24, which connects the property to Colorado Springs
- Explosive Growth and Affluent Demographics:**
 - Over \$156,000 average household income within a 3-mile radius and over 92,000 people within a 5-mile radius
 - Over 151% population growth within a 3-mile radius from 2010 to 2024
- Falcon is Part of the Colorado Springs MSA:**
 - Colorado Springs is known as “Olympic City USA”
 - Colorado Springs was named the United States’ Most Desirable Place to Live and placed third overall in the *U.S. News & World Report’s* 2024-25 Best Places to Live ranking
 - The region is home to more than 35 *Fortune 500* companies and 5 military installations



RENT ROLL

TENANT	SUITE	SF	LEASE START	LEASE END	CURRENT RENT/SF	CURRENT RENT/YR	RENTAL INCREASES	LEASE TYPE	RENEWAL OPTIONS
Pacific Dental Services	100	3,200	10/10/23	10/30/33	\$41.20	\$131,840	3% Annually (11/25)	NNN	Two 5-Year @ 3% Annually
Blue Sky Nails & Lash	120	2,500	02/28/24	02/28/34	\$38.76	\$96,900	2% Annually (3/26)	NNN	Two 5-Year @ 2% Annually
Mattress Firm	160	3,800	01/01/24	12/31/33	\$41.50	\$157,700	10% Every 5 Years	NNN	Two 5-Year @ 10% Increases
Total Square Footage:		9,500				\$32,203	Total Monthly Rent		
Total Available:		0	0%	Vacancy		\$386,440	Total Annual Rent		
Total Occupied:		9,500	100%	Occupancy					

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):	\$386,440
Expense Reimbursement:	\$147,799
Effective Gross Revenue (EGR):	\$534,239
Total Operating Expenses:	(\$147,799)
Net Operating Income (NOI):	\$386,440

OPERATING EXPENSES

	<u>Amount</u>	<u>\$/SF</u>	
Taxes:	\$82,798	\$8.72	
Insurance:	\$2,667	\$0.28	
CAM:	\$47,120	\$4.96	
Management:	\$15,214	\$1.60	
Total Expenses:	\$147,799	\$15.56	Annually Per SF
		\$1.30	Monthly Per SF

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SITE PLAN / PARCEL MAP



Pacific Dental Pad
7555 Falcon Market Place
Falcon, CO 80831

- SUBJECT PROPERTY
- NOT A PART
- PROPERTY PARCEL

APN: 5301403003

SUITE	TENANTS	SF
100	Pacific Dental Services	3,200
120	Blue Sky Nails & Lash	2,500
160	Mattress Firm	3,800
TOTAL SQUARE FOOTAGE		9,500



PYLON SIGNAGE

38,000+ CPD
- INTERSECTION -

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.

SURROUNDING TENANTS



AERIAL OVERVIEW

DEMOGRAPHICS

Population:	
1-Mile Radius	2,868
3-Mile Radius	31,845
5-Mile Radius	92,112
Household Income:	
1-Mile Radius	\$157,968
3-Mile Radius	\$156,380
5-Mile Radius	\$146,864

PART OF THE NEW KING SOOPERS ANCHORED DEVELOPMENT; DOMINANT GROCER IN COLORADO:

Falcon Marketplace is a new 20-acre grocery anchored shopping center development which includes a 123,000 SF King Soopers Marketplace and 9 pad sites. The development will add 300+ jobs to the surrounding neighborhood.

Falcon Marketplace

2.6 MILLION ANNUAL VISITS; TOP 9% NEIGHBORHOOD CENTERS IN COLORADO (PLACER.AI)



AERIAL OVERVIEW



AERIAL OVERVIEW



AERIAL OVERVIEW



REGIONAL MAP



DENVER INTERNATIONAL AIRPORT

- 82.4 million annual passengers in 2024
- 225 nonstop destinations, serves 28 international destinations in 19 countries
- 5th Busiest Airport in the World – *Airports Council International* (2024)

COLORADO SPRINGS AIRPORT

- 1.2 million annual passengers (2024)
- 18 nonstop destinations with 5 airlines
- Second busiest airport in Colorado

TENANT PROFILES



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



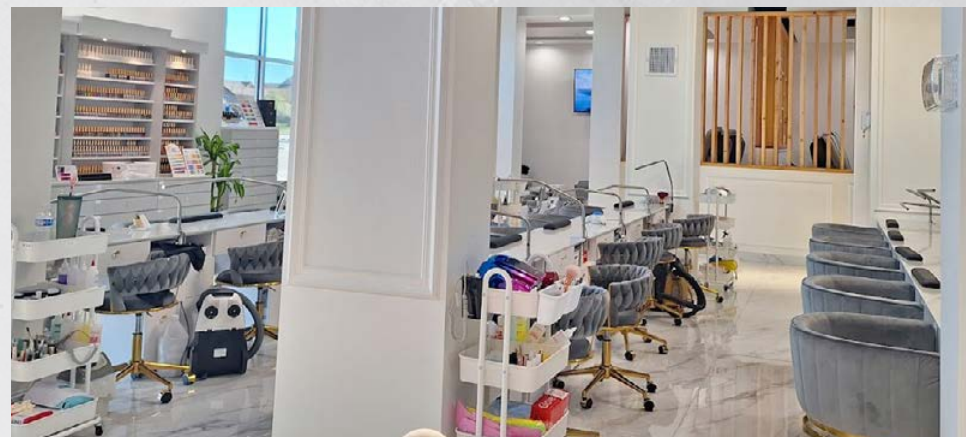
MATTRESS FIRM®

Mattress Firm has been a trusted source for better sleep for more than 90 years and is America's largest omnichannel mattress specialty retailer. The company is the market leader by consumer dollars and operates nearly 2,300 stores across 50 states. Mattress Firm sells America's best mattress brands including Tempur-Pedic®, Tuft & Needle®, Sealy®, and Purple®. Box springs, furniture, bedding, and a variety of sleep accessories are also available for purchase.

The retailer employs more than 6,500 trained Sleep Experts who are available in-store, online, or by phone to confidently match customers with the best bed for their unique needs. Customers purchase confidently at Mattress Firm with the company's 120-day trial period and 120-day low-price guarantee.

In early 2025, Tempur Sealy International completed the acquisition of Mattress Firm for approximately \$5 billion. The company changed its name to Somnigroup International and generated about \$8 billion in company-wide sales over the past year. Mattress Firm will continue to operate as a multi-brand retailer.

Company Type: Public (NYSE: SGI)
Locations: 2,300
Website: mattressfirm.com



Blue Sky NAILS & LASH

Blue Sky Nails & Lash is a premier beauty salon offering a comprehensive range of nail and spa services. With over 20 years of industry experience, owner Duy Tran established the salon in May 2024 to bring high-end luxury services at affordable prices to the residents of Falcon.

With his team of 10 skilled technicians, Blue Sky Nails & Lash specializes in nail care, lash extensions, and waxing, always giving personalized and meticulous attention to each client. Committed to cleanliness, all equipment is sanitized, pedicure stations use liners, and single-use files and buffers are standard. Blue Sky Nails & Lash is establishing itself as the salon known for its modern and inviting atmosphere, skilled technicians, and commitment to customer satisfaction. Whether patrons are seeking a relaxing spa day, a flawless manicure, or stunning lash extensions, the team at Blue Sky ensures every customer leaves feeling pampered and refreshed.

Blue Sky Nails & Lash operates seven days a week, welcoming both appointments and walk-ins.

Company Type: Private
Locations: 1



PR Newswire®

PDS Health Marks Three Decades of Excellence with Over 1,000 Practices Nationwide

June 25, 2024

PDS Health®, a leading dental and medical support organization, proudly marked its 30th anniversary this month, celebrating three decades of driving innovative advancements in health care and an unwavering commitment to patient-centered care. This milestone is further distinguished by the opening of its 1,000th supported practice, a testament to the organization's expansive growth and influence in the healthcare sector.

Founded as Pacific Dental Services® by Stephen E. Thorne IV on June 9, 1994, PDS Health has grown from its origins in dental support services into a comprehensive healthcare organization, supporting general dentistry, specialized dentistry, and primary care practices nationwide. In addition to remaining focused on clinical excellence, PDS Health has championed the scientifically supported Mouth-Body Connection®, highlighting the critical relationship between oral health and overall health.

[CLICK FOR ARTICLE](#)



PR Newswire®

PDS Health Advanced Dental-Medical Integration, Growth and Innovation in 2024

January 31, 2025

PDS Health™, a leading integrated healthcare support organization, marked 2024 as a year of growth, innovation, and expanded impact. Celebrating its 30th anniversary, the company transitioned from Pacific Dental Services to PDS Health, reflecting its broader mission to support dental and medical providers in delivering connected care that recognizes the proven link between oral health and overall health through the research-backed Mouth-Body Connection®. By investing in proven technologies, expanding strategic partnerships, and growing a nationwide team dedicated to advancing integrated health care, PDS Health is shaping the future of patient-centered care.

In 2024, more than seven million patient visits were completed by over 5,000 clinicians at 1,000 practices, demonstrating the impact of PDS Health's integrated healthcare support model.

[CLICK FOR ARTICLE](#)



Top Housing Markets for 2025: Colorado Springs and El Paso to Thrive

December 10, 2024

As we approach 2025, the U.S. housing market is showing signs of significant growth, particularly in the Sun Belt region. Realtor.com's latest forecast reveals exciting opportunities for homebuyers, sellers, and investors alike. In this comprehensive analysis, we'll dive deep into the top housing markets for 2025, with a special focus on Colorado Springs and El Paso, two standout cities in the current real estate landscape. As a leading homebuilder in Colorado Springs and El Paso, View Homes is proud to contribute to these thriving markets by offering high-quality new construction homes that meet the evolving needs of modern families.

THE TOP 10 HOUSING MARKETS FOR 2025

1. Colorado Springs, Colorado
2. Miami-Fort Lauderdale-Pompano Beach, Florida

[CLICK FOR ARTICLE](#)



Where Colorado's Growth is Headed

By William Craighead | January 9, 2025

Coloradans' mixed feelings about growth are well-known, so not everyone will be happy about the latest forecasts for the state's population.

Over the two decades to 2023, the state added 1.3 million residents. In percentage terms, Colorado's growth rate was roughly twice that of the U.S. overall, and the 7th-highest among states.

Recent forecasts project Colorado continuing to grow faster than the U.S. overall. Over the decade 2024-34, the Colorado State Demography Office forecasts an increase of nearly 687,000 in the state's population (an 11.7% increase), while the Congressional Budget Office projects 6.1% growth nationally.

Colorado has been growing fast and is expected to continue to add population. However, the growth has been quite uneven across regions, including within Southern Colorado. From 2003 to 2023, Douglas County's population exploded, increasing by 74%, El Paso County's population rose by 35%, and Pueblo County's by 15%.

[CLICK FOR ARTICLE](#)

AREA OVERVIEW

Falcon, CO

- A growing community in El Paso County with picturesque mountain views and affordable housing
 - 14 miles northeast of Colorado Springs; 70 miles southeast of Denver
- 21,995 residents; 20%+ annual growth from 2000-2020
- #4 “Best Colorado Springs Suburbs” – *Movoto*

ECONOMY

- Historically a railroad hub that transitioned to a ranching community before experiencing rapid residential growth that began in the 1990’s and continues today
 - Primarily a bedroom community with master-planned developments like Woodman Hills or Meridian Ranch
- Within the region, the broader economy is anchored by several military bases and their supporting operations, semiconductor companies, large retailers, and financial institutions
 - The city is located along U.S. Highway 24 providing easy access to Colorado Springs and beyond
- **Falcon Marketplace** - A 20-acre shopping center anchored by King Soopers; the major shopping center in the community
- 10-year job growth is projected to increase by 49%, significantly outpacing the U.S. estimate of only 34%
- \$131,716 average household income; \$566,645 average home value

DEVELOPMENTS

- **Grandview Reserve** - 768-acre master planned community; 3,200+ homes (under construction)
- **Meridian Ranch** - A 2,650-acre development that will contain 5,000 single-family homes at buildout (3,800 homes already built); also home to the Antler Creek Golf Course and the 223-acre El Paso County Falcon Regional Park
 - **Meridian Ranch Fieldhouse** - A \$15 million project to construct a 45,000 SF fieldhouse
- **Goodwill** - Construction of a new store and donation center slated to open during Q2 of 2025 and employ 50 local residents; projects collection of 3 million pounds of donated items each year



NEIGHBORHOODS IN FALCON



GRANDVIEW RESERVE



MERIDIAN RANCH FIELDHOUSE RENDERING



Fastest-Growing Suburb in the #1 U.S. Housing Market of 2025

View Homes (2025)

AREA OVERVIEW

Colorado Springs

- #3 “Best Place to Live in the United States” - *U.S. News & World Report* (2024-25)
- Located just 60 miles south of Denver in El Paso County, the most populous county in the state
 - 4 major highways lead into the city: Interstate 25 (I-25); U.S. Highway 24; Colorado State Highway 115 (SH 115), and Colorado State Highway 83 (SH 83)
- 495,000 city residents; forecasted to become the largest city in the state by 2050
- 300 days of sunshine a year, natural attractions, and mild climate; \$1.35 billion in annual tourism

ECONOMY

- Major industries include aerospace, defense, homeland security, cybersecurity, life sciences, and sports
- Large military presence, with a combined total of approximately 45,000 active-duty military, Guard, and Reserves, plus 15,000 federal civilians, and about 90,000 veterans and retirees
 - The military, defense, and aerospace complex in the Pikes Peak region is a major economic driver
- Principal employers are Fort Carson, Peterson SFB, Schriever SFB, & Cheyenne Mountain SFS, United States Air Force Academy, UCHealth Southern Colorado Region, and School District #11 - Colorado Springs
 - 7.25% job growth over the past three years
- The City has the infrastructure in place to become the cybersecurity capital of the U.S
 - Cybersecurity is an industry projected to grow from \$70 billion to \$170 billion a year in the next five years
- Home to The University of Colorado-Colorado Springs (UCCS), Colorado College, Pikes Peak Community College, and The United States Air Force Academy; serves a total of 37,000 students

DEVELOPMENTS

- **True North Commons** - 32-acre, \$345 million project that includes the Academy’s Hosmer Visitor Center, Hotel Polaris, retail shops, and a state-of-the-art office complex
- **Sunset Amphitheater** - \$90-million, 8,000-seat concert venue, an upscale chophouse, 5 rooftop bars, and 133 privately owned fire pit suites; opened in August 2024



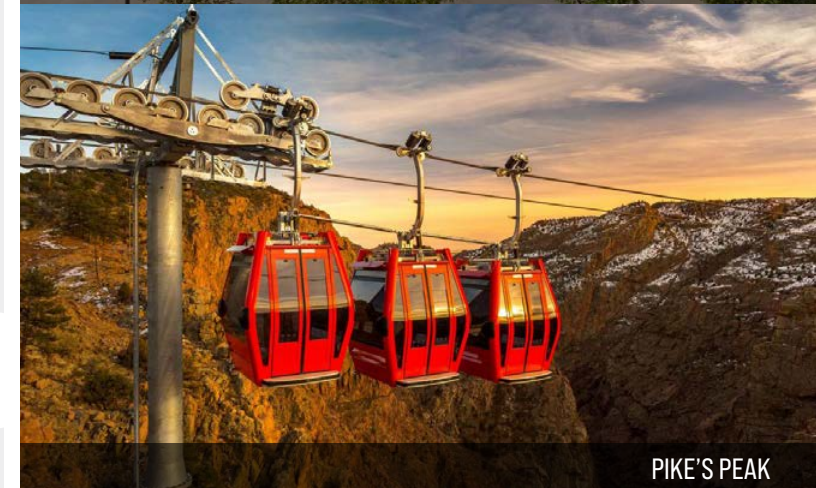
2nd Most Populated City in Colorado



DOWNTOWN COLORADO SPRINGS



UNIVERSITY OF COLORADO - COLORADO SPRINGS





PIKE'S PEAK


DEMOGRAPHICS


POPULATION	1-Mile	3-Mile	5-Mile
2029 Projection	3,475	40,520	111,397
2024 Census	2,868	31,845	92,112
2020 Census	2,363	24,803	76,136
2010 Census	1,483	12,658	45,125
Growth 2010-2020	59.34%	95.95%	68.72%
Growth 2020-2024	21.37%	28.39%	20.98%
Growth 2024-2029	21.16%	27.24%	20.94%
HOUSEHOLDS			
2029 Projection	1,224	12,997	37,424
2024 Census	979	10,115	30,635
2020 Census	779	7,780	25,119
2010 Census	464	3,971	15,055
Growth 2010-2020	67.89%	95.92%	66.85%
Growth 2020-2024	25.67%	30.01%	21.96%
Growth 2024-2029	25.03%	28.49%	22.16%
2024 POPULATION BY SINGLE-CLASSIFICATION RACE			
White Alone	2,109	22,833	64,663
Black or African American Alone	152	1,529	4,790
American Indian and Alaska Native Alone	23	287	829
Asian Alone	75	1,146	3,869
Native Hawaiian and Other Pacific Islander Alone	9	64	276
Some Other Race Alone	138	1,465	4,237
Two or More Races	359	4,522	13,356
2024 POPULATION BY ETHNICITY (HISPANIC OR LATINO)			
Hispanic or Latino	491	5,350	15,383
Not Hispanic or Latino	2,378	26,495	76,730
2024 AVERAGE HOUSEHOLD INCOME	\$157,968	\$156,380	\$146,864


AREA SNAPSHOT


92,112
 POPULATION (5-Mile)


59,475
 DAYTIME POPULATION (5-Mile)


95.95%
 POPULATION GROWTH (3-Mile, 2010-2020)


\$157,968
 AVERAGE HOUSEHOLD INCOME (1-Mile)


\$615,174
 AVERAGE HOME VALUE (1-Mile)

Source: ESRI (2025)

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A Licensed Colorado Broker #EC.100085004



\$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.