Golden Steps ABA Therapy

6023 Beatties Ford Rd. | Charlotte, NC 28216

Healthcare Investment Opportunity

Offering Memorandum

MATTHEWS™

EXCLUSIVELY LISTED BY

Rahul Chhajed
SVP & Senior Director
(949) 432-4511
rahul.chhajed@matthews.com
License No. 01986299 (CA)

Tyler Swade
VP & Director
(818) 479-7607
tyler.swade@matthews.com
License No. 02238285 (CA)

Kyle Mackulak
VP & Associate Director
(310) 919-5835
kyle.mackulak@matthews.com
License No. 02055597 (CA)

Michael Moreno
EVP & Senior Director
(818) 522-4497
michael.moreno@matthews.com
License No. 01982943 (CA)

Gerard Hamas
Broker of Record
Broker Lic. No.: 362768 (NC)
Firm Lic. No.: C42113 (NC)

MATTHEWS™

Table of Contents

PROPERTY OVERVIEW

Golden Steps ABA Therapy
6023 Beatties Ford Rd. Charlotte, NC 28216

EXECUTIVE SUMMARY

The Opportunity

Matthews™ is pleased to exclusively offer for sale 6023 Beatties Ford Road, a 7,385-square-foot medical office building on approximately 2.00 acres in northwest Charlotte, North Carolina. The building is fully built out for clinical use and will be 100% leased at closing across two income streams, anchored by Golden Steps ABA Therapy. The offering pairs long-term contractual growth with a near-term lease-up opportunity on the balance of the building in one of the fastest-growing metros in the Southeast.

At closing, 4,155 square feet of the building will be leased to Golden Steps ABA Therapy under a new 10-year sale-leaseback at $26.00 per square foot, with 3% annual rent increases. Golden Steps is a multi-state provider of applied behavior analysis therapy for children with autism, operating more than 40 clinic locations and serving thousands of families across 14 states. The lease will be structured on an NNN basis.

The remaining 3,230 square feet is currently vacant and built out for medical office use. The seller will master lease the space for two years at $20.00 per square foot, preserving full-building income at closing and giving the new owner time to secure a long-term tenant without immediate vacancy exposure.

Located along Beatties Ford Road in northwest Charlotte, the property offers convenient connectivity to Uptown, Charlotte Douglas International Airport, and the broader metro through I-77, I-85, and I-485. Charlotte remains one of the nation's fastest-growing major metros, with the city's population increasing 10.3% since 2020 to nearly 965,000 residents and the MSA reaching approximately 2.97 million residents. Continued population and employment growth support expanding demand for medical and behavioral health services throughout the region.

INVESTMENT HIGHLIGHTS

New 10-Year Sale-Leaseback with Annual Rent Growth: At closing, Golden Steps ABA Therapy will execute a new 10-year lease on 4,155 square feet of the building. The lease includes 3% annual rent increases, providing consistent rental growth throughout the initial term.

Established Operator in an Expanding ABA Sector: Golden Steps operates more than 40 clinics across 14 states and serves thousands of families. The latest CDC surveillance identified autism spectrum disorder in approximately one in 31 eight-year-old children, compared with one in 36 during the prior reporting cycle, reinforcing the growing need for ABA treatment capacity.

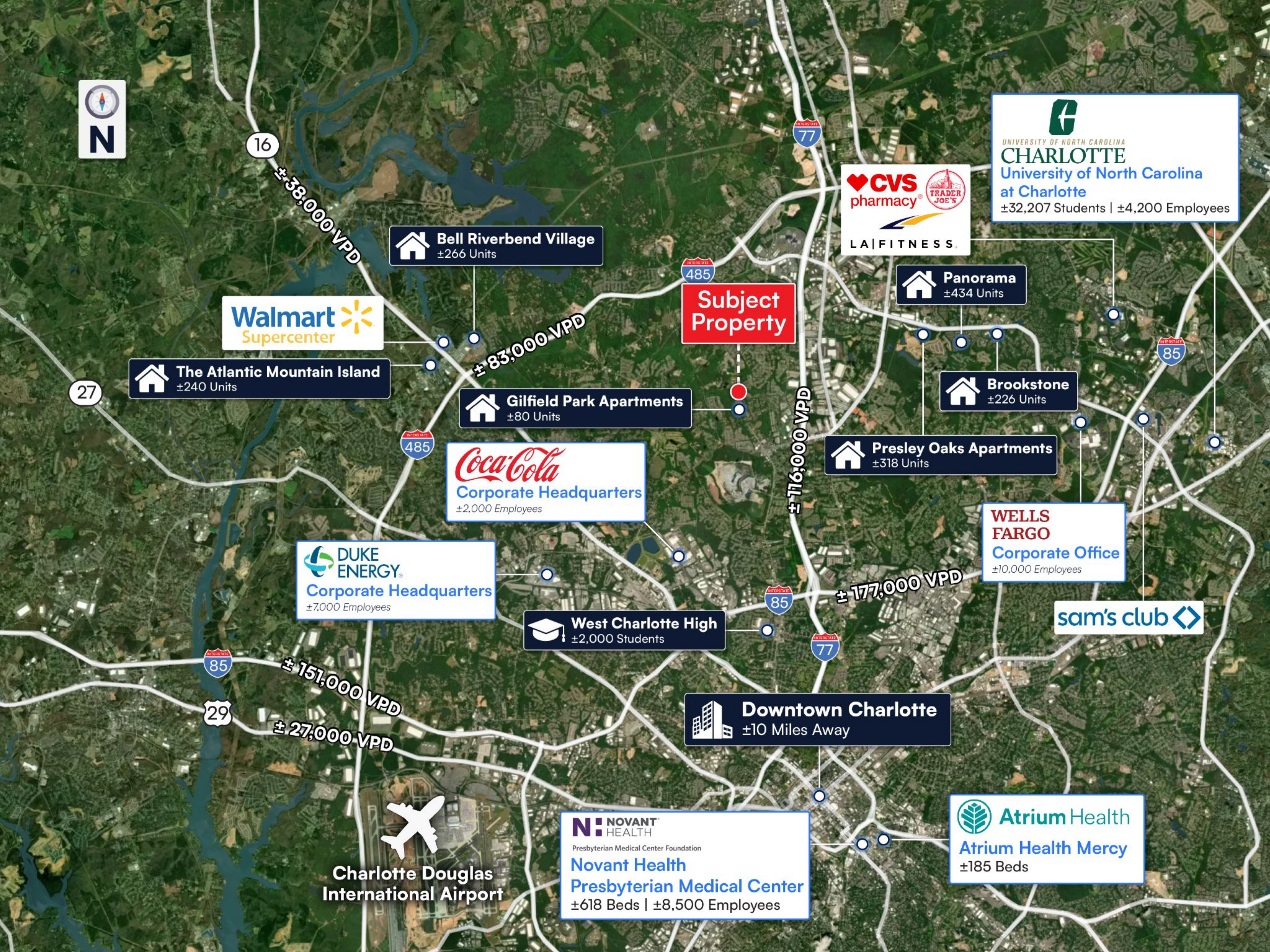
Specialized Medical Use Supports Tenant Retention: Medical and behavioral health users depend on purpose-built treatment environments and established patient locations. The cost, operational disruption, and approval requirements associated with relocating can support longer occupancy and stronger tenant retention than conventional office space.

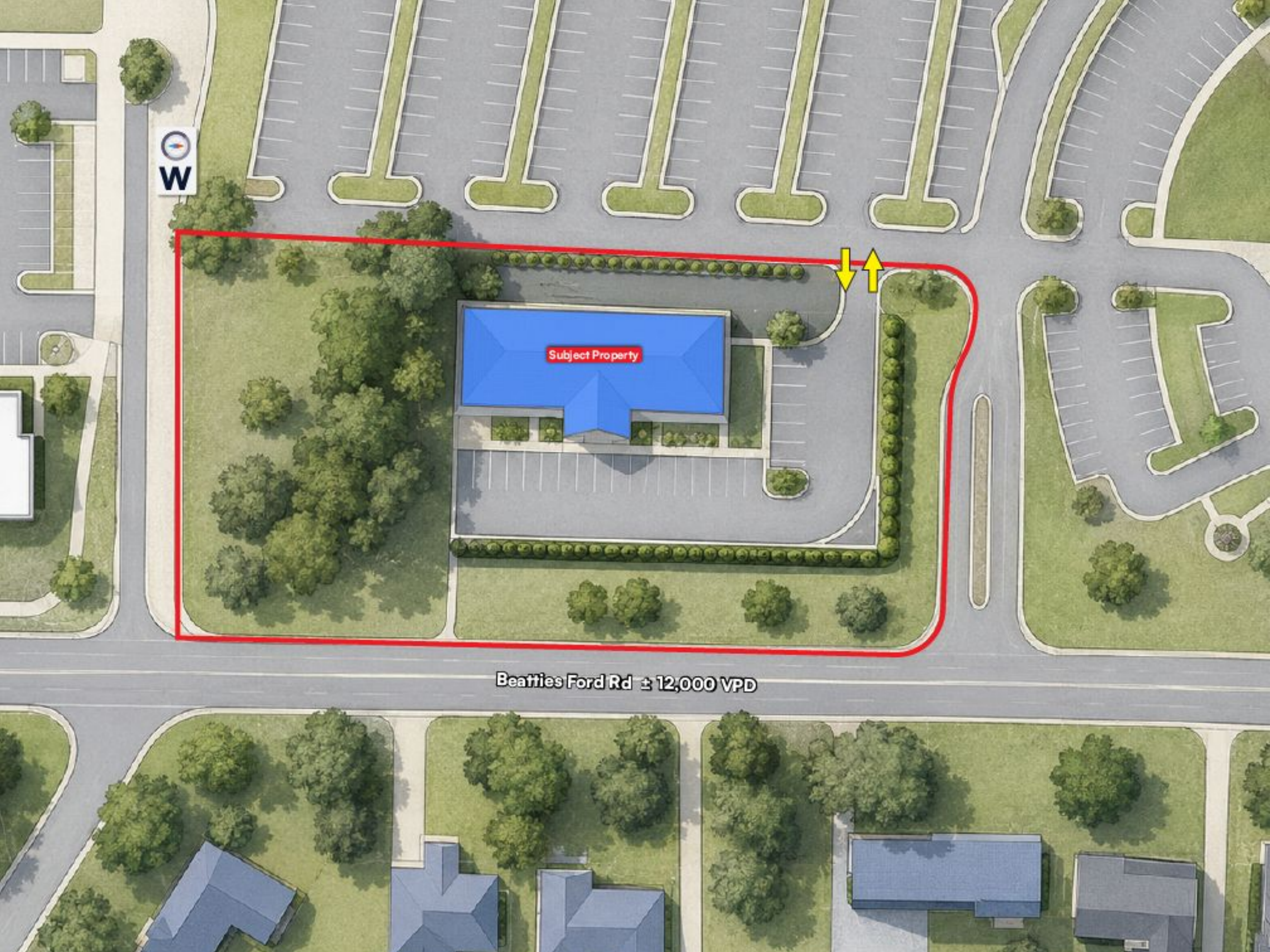
Existing Clinical Buildout at an Attractive Basis: The acquisition basis of approximately $292 per square foot includes the existing medical office improvements and is meaningfully below the reported $400 to $500 per square foot total development cost now common for new medical office properties. The existing buildout also reduces the time and capital required for another healthcare or behavioral health user to occupy the available suite.

Two-Year Master Lease Provides Income Protection: The seller will master lease the remaining 3,230 square feet for two years at $20.00 per square foot. This structure preserves full-building income at closing and limits the new owner's immediate exposure to the vacant suite.

Attractive 8.00% Going-In Yield: The property is offered at $2,157,875 based on $172,630 in annual NOI, equating to an 8.00% cap rate.

Exceptional Growth in the Charlotte Market: Charlotte added 20,731 residents between 2024 and 2025, more than any other city in the country, while the metro ranked among the five largest population gainers nationally. The city has grown 10.3% since 2020 to nearly 965,000 residents. The property's northwest Charlotte location provides convenient connectivity to Uptown and the broader metro through I-77, I-85, and I-485.


N
16
± 38,000 VPD
Bell Riverbend Village
±266 Units
Walmart Supercenter
The Atlantic Mountain Island
±240 Units
27
± 83,000 VPD
485
Subject Property
77
CVS pharmacy
TRADER JOE'S
LA|FITNESS
UNIVERSITY OF NORTH CAROLINA CHARLOTTE
University of North Carolina at Charlotte
±32,207 Students | ±4,200 Employees
Panorama
±434 Units
Gilfield Park Apartments
±80 Units
± 116,000 VPD
Brookstone
±226 Units
85
Presley Oaks Apartments
±318 Units
485
Coca-Cola
Corporate Headquarters
±2,000 Employees
DUKE ENERGY
Corporate Headquarters
±7,000 Employees
WELLS FARGO
Corporate Office
±10,000 Employees
± 177,000 VPD
85
West Charlotte High
±2,000 Students
77
sam's club
85
± 151,000 VPD
29
± 27,000 VPD
Downtown Charlotte
±10 Miles Away
NOVANT HEALTH
Presbyterian Medical Center Foundation
Novant Health Presbyterian Medical Center
±618 Beds | ±8,500 Employees
Atrium Health
Atrium Health Mercy
±185 Beds
Charlotte Douglas International Airport


W
Subject Property
Beatties Ford Rd ± 12,000 VPD

FINANCIAL OVERVIEW

Golden Steps ABA Therapy
6023 Beatties Ford Rd. Charlotte, NC 28216

FINANCIAL SUMMARY

$2,157,875	100%	2003	±2.00 AC
List Price	Leased	Year Built	Lot Size

Property Overview

Address	6023 Beatties Ford Road, Charlotte, NC
Property Size	7,385 SF
Lot Size (AC)	2.00 AC
Year Built	2003
Leased	100%
Property Type	MOB
Ownership Type	Fee Simple
Parking Ratio	5/1000
Signage	Building and Monument

Investment Summary

List Price	$2,157,875
NOI	$172,630
Cap Rate	8.00%
Price PSF	$292
Weighted Average Lease Term (WALT)	7 Years
Net Rent Per Foot	$23.38

FINANCIAL SUMMARY

Lease Abstracts	
Tenant Name	Golden Steps ABA Therapy
SF Leased	4,155
Percentage of NRA	56%
Initial Term	10 Years
Rent Commencement	At Close of Escrow
Base Rent	$108,030
Rental Increases	3% Annual
Renewal Options	Two (2) Five (5) Year Options
Expense Structure	NNN
Insurance	Tenant
Taxes	Tenant
Roof and Structure	Landlord

Lease Abstracts	
Tenant Name	Master Lease To Be Signed At Close
SF Leased	3,230
Percentage of NRA	44%
Initial Term	2 Years
Rent Commencement	At Close of Escrow
Base Rent	$64,600
Rental Increases	None
Renewal Options	None
Expense Structure	NNN
Insurance	Tenant
Taxes	Tenant
Roof and Structure	Landlord

RENT ROLL

Tenant	Lease Start	Lease Expiration	Remaining Term	SF	% of NRA	Annual Rent	Rent PSF	Lease Structure	Rental Increases	Options Rem.
Golden Steps ABA Therapy	At Closing	10 Years from Closing	±10 Years	4,155 SF	56.26%	$108,030	$26.00	NNN	3% Annual	Two, 5-Year
Master Lease	At Closing	24 Months from Closing	±2 Years	3,230 SF	43.74%	$64,600	$20.00	NNN	None	None
			WALT: 7 Years	7,385 SF	100.00%	$172,630	$23.38			

TENANT OVERVIEW

Year Founded
2018

Headquarters
Englewood Cliffs, NJ

Clinics
40+

Locations in
14 States

Golden Steps
ABA

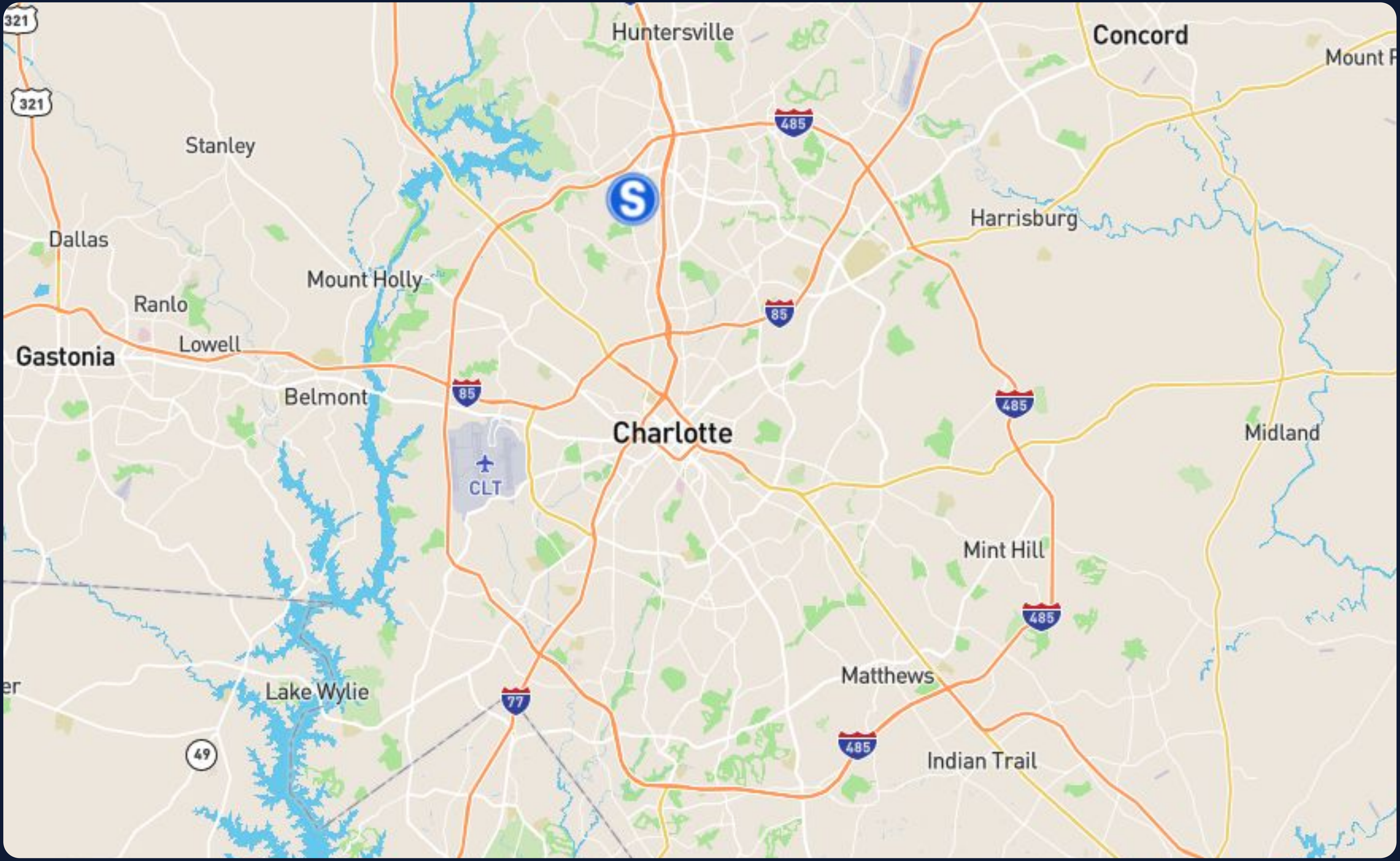
Tenant Overview
Golden Steps ABA is one of the nation's fastest-growing providers of Applied Behavior Analysis (ABA) therapy, delivering individualized, evidence-based treatment for children with Autism Spectrum Disorder (ASD). Founded in 2018 and headquartered in Englewood Cliffs, New Jersey, the company operates more than 40 clinics across 14 states, offering in-home, in-clinic, and school-based therapy services. Golden Steps continues to expand its national footprint while maintaining a family-centered approach focused on clinical excellence and meaningful patient outcomes

Why Invest in Golden Steps?

- Rapid National Expansion: One of the fastest-growing ABA providers, operating 40+ clinics across 14 states with continued expansion into new markets.
- Essential Healthcare Service: Provides mission-critical autism therapy, benefiting from increasing demand for behavioral healthcare and early intervention services.
- Strong Industry Fundamentals: Demand for ABA therapy continues to rise as autism diagnoses increase and insurance coverage expands nationwide.
- Scalable Operating Platform: Offers flexible in-home, clinic-based, and school-based services, allowing efficient expansion across diverse markets.
- Established Brand & Clinical Excellence: Recognized for evidence-based care, experienced clinicians, and a family-centered model that supports long-term patient relationships and sustainable growth.

MARKET OVERVIEW

Golden Steps ABA Therapy
6023 Beatties Ford Rd. Charlotte, NC 28216



Charlotte, NC

Charlotte has emerged as one of the fastest-growing and most economically dynamic metropolitan areas in the United States, supported by strong population growth, expanding employment, and continued corporate investment. The metro benefits from a highly diversified economy anchored by financial services, technology, healthcare, logistics, and advanced manufacturing industries. Continued in-migration, a growing labor force, and sustained development activity continue reinforcing Charlotte's position as one of the premier growth markets in the Southeast.

Source: CoStar Group, U.S. Census Bureau, Charlotte Regional Business Alliance | **2025 Dataset**

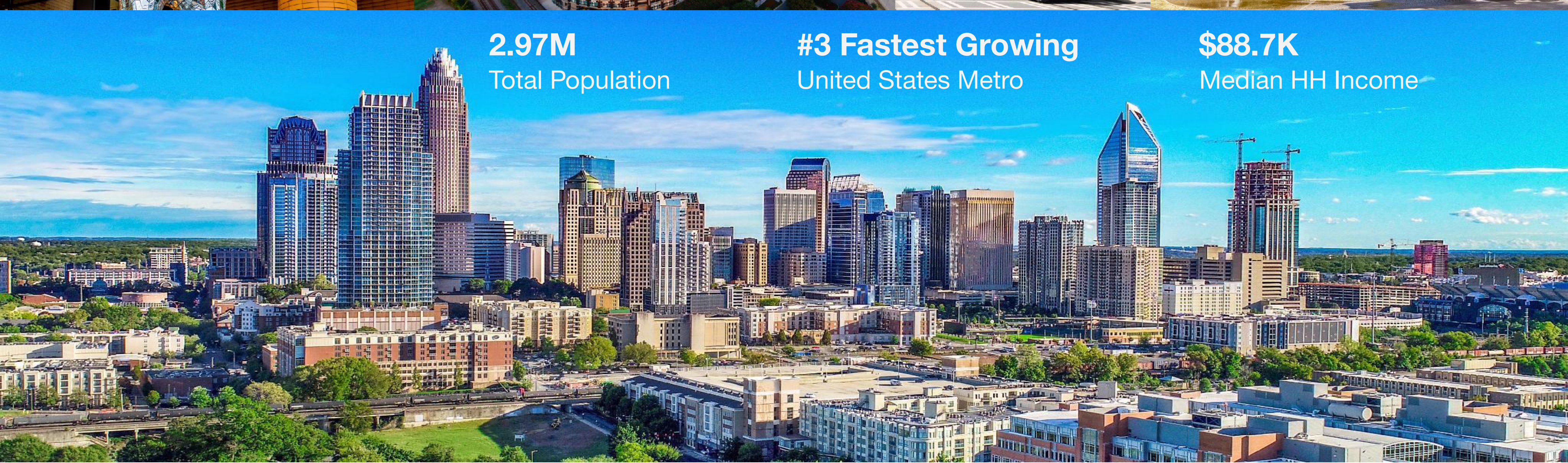
Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	7,144	61,397	154,920
Current Year Estimate	7,085	58,555	148,762
2020 Census	7,042	54,413	140,126
Growth Current Year-Five-Year	0.83%	4.85%	4.14%
Growth 2020-Current Year	0.61%	7.61%	6.16%
Households	**1-Mile**	**3-Mile**	**5-Mile**
Five-Year Projection	2,236	22,919	60,491
Current Year Estimate	2,224	21,915	58,209
2020 Census	2,173	20,336	54,116
Growth Current Year-Five-Year	0.56%	4.58%	3.92%
Growth 2020-Current Year	2.35%	7.76%	7.56%
Income	**1-Mile**	**3-Mile**	**5-Mile**
Average Household Income	$94,868	$96,598	$103,896

2.97M
Total Population

#3 Fastest Growing
United States Metro

$88.7K
Median HH Income



Employment

Charlotte continues establishing itself as one of the nation's leading employment and corporate growth markets, driven by sustained business relocations, headquarters expansions, and strong white-collar job creation. The metro's deep financial services talent pool, highly educated workforce, and business-friendly operating environment continue attracting major corporate investment across banking, technology, healthcare, and professional services. Combined with North Carolina's favorable corporate tax structure and rapid population growth, Charlotte continues outperforming many major U.S. metros in annual job growth.

1.42M+	37.6K+	2.7%
Total Jobs	Jobs Added YoY	Annual Job Growth

Major Job Expansions

Scout
1,200+ New Jobs
$207M+ Investment

JABIL
1,181+ New Jobs
$500M+ Investment

MAERSK
520+ New Jobs
$16M+ Investment

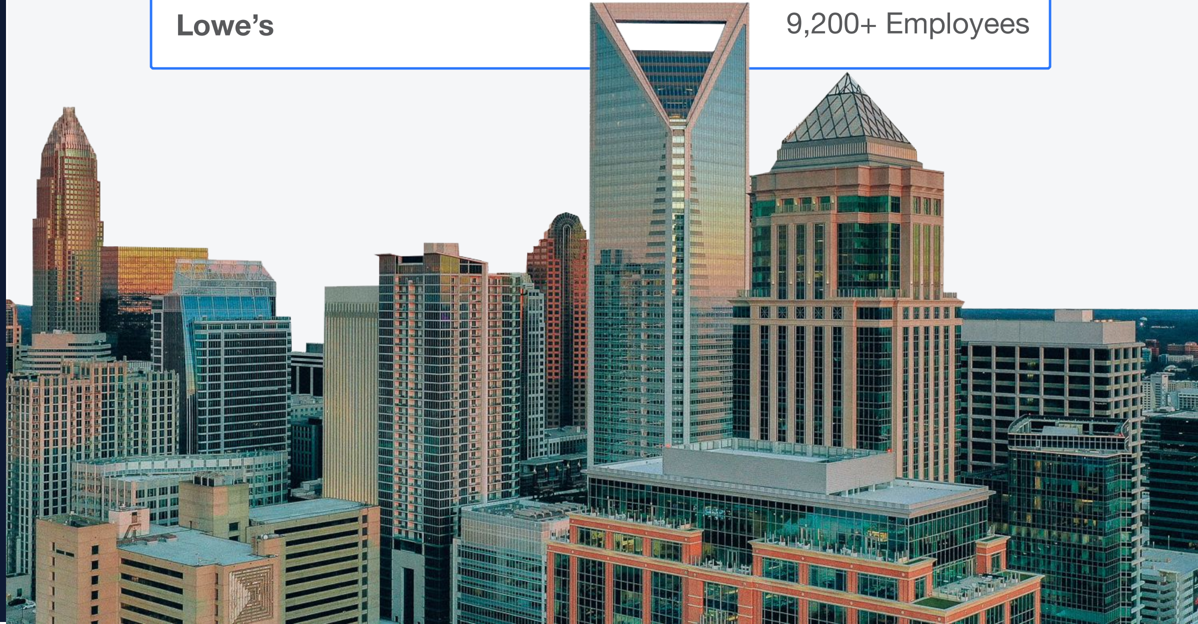
citi
510+ New Jobs
$16.1M+ Investment

Source: CoStar Group, U.S. Bureau of Labor Statistics, Charlotte Regional Business Alliance, NC Commerce, company reports | **2025 Dataset**

Top Employers

Largest Employer
Atrium Health — 35,700+ Employees

Employer	Employees
Wells Fargo	26,000+ Employees
Charlotte-Mecklenburg Schools	18,500+ Employees
Walmart	16,100+ Employees
Bank of America	15,000+ Employees
Novant Health	12,000+ Employees
American Airlines	11,000+ Employees
Lowe's	9,200+ Employees



Charlotte Market Drivers

Mixed-Use & Experiential

South End & Midtown

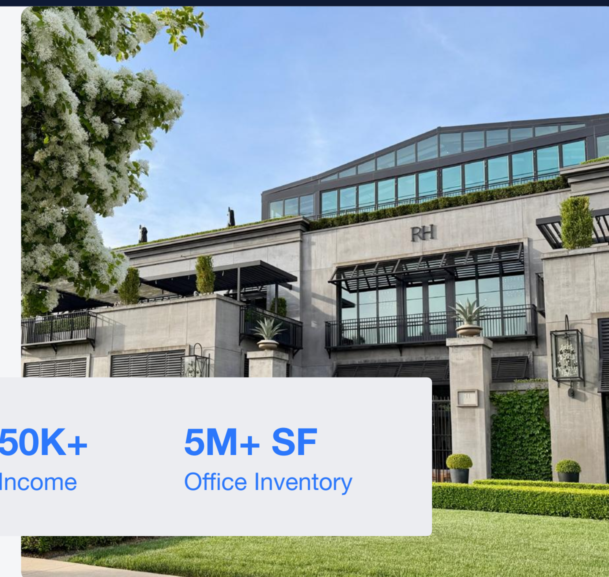
Charlotte's fastest-growing walkable retail corridor

30% Population Growth | 10 Yr	**25K/Day** Lynx Blue Line Riders	**The Line & RailYard South** Key Projects

Luxury Retail

SouthPark

The Southeast's premier luxury retail destination



1.6M+ SF SouthPark Mall	**$150K+** HH Income	**5M+ SF** Office Inventory

Suburban Growth

Ballantyne

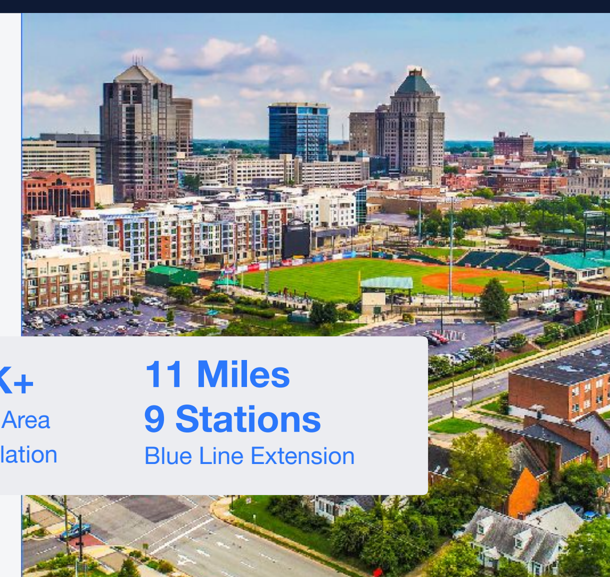
Fast-growing South Charlotte trade area

±535 AC Ballantyne Corporate Park	**600+ Units** Ballantyne Reimagined	**$125K+** South Charlotte HH Income

University Corridor

University City

Anchored by UNC Charlotte and transit growth



32K+ UNC Charlotte Students	**75K+** Total Area Population	**11 Miles 9 Stations** Blue Line Extension

Source: CoStar Group, Charlotte Regional Business Alliance, Placer.ai, Visit Charlotte, UNC Charlotte, Charlotte Area Transit System | **2025 Dataset**

MATTHEWS™

EXCLUSIVELY LISTED BY

Rahul Chhajed
SVP & Senior Director
(949) 432-4511
rahul.chhajed@matthews.com
License No. 01986299 (CA)

Tyler Swade
VP & Director
(818) 479-7607
tyler.swade@matthews.com
License No. 02238285 (CA)

Kyle Mackulak
VP & Associate Director
(310) 919-5835
kyle.mackulak@matthews.com
License No. 02055597 (CA)

Michael Moreno
EVP & Senior Director
(818) 522-4497
michael.moreno@matthews.com
License No. 01982943 (CA)

Gerard Hamas | Broker of Record | Broker Lic. No.: 362768 (NC) | Firm Lic. No.: C42113 (NC)