



# DOLLAR TREE

ARLINGTON | TEXAS

Offering Memorandum

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



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## Investment Highlights

- » Newly Constructed Asset: **PREMIUM CONSTRUCTION** building was delivered to the tenant in November of 2015 (No Metal Sides)
- » Rental Increases: **Attractive \$5,000 rental increases every 5-years** in the Initial Term and Renewal Terms. Cap rate will increase to 6.77% after year 5 of the base term (assuming a purchase at list price)
- » Passive Net Investment: **Tenant responsible for taxes, insurance, HVAC, CAM.** Landlord responsibility limited to roof & structure (20-year roof warranty)
- » Long Term Lease: **±7 years remaining on the initial 10-year base term** Additionally, there are two, 5 year extension periods, both of which include bumps
- » **Large Footprint: 10,000 SF Dollar Tree prototype** due to an anticipated sales volume well above the national average
- » Top MSA: The subject property is located in the heart of **Dallas Fort Worth MSA** (4th largest in the country)
- » High Traffic: The property is located along W Park Row Dr, the busiest road in the area seeing **more than 34,750 vehicles daily**
- » Retail Synergy: **Subject property is located along a major retail thoroughfare** surrounded by other strong national tenants like Starbucks, Shell, Aldi, CVS, Chase, Schlotzsky's, Dairy Queen, Pinnacle Bank and many more.
- » Strong Demographics: more than 12,569 in a 1-mile radius
- » Strong Demographics: more than 118,203 in a 3-mile radius
- » **Strong Demographics: more than 301,354 in a 5-mile radius**
- » **Explosive Growth:** Population is expected to boom over 7% within a 1,3,5-mile radius by 2023.
- » The subject property is located within 2 miles west of The University of Texas at Arlington (**Largest University in North Texas with 42,496 students & generates an economic impact of \$13 billion**)
- » The subject property is **located within 5 miles of AT&T Stadium (NFL Dallas Cowboys): New \$1.35 billion development of Globe Life Park (MLB Texas Rangers) and entertainment district Texas Live!**
- » **Income Tax-Free State:** Texas is 1 of only 8 states with no state income tax
- » **Corporate Guarantee:** Dollar Tree has an extremely strong Credit Rating (S&P rated BBB-)



## Investment Summary

» <b>LIST PRICE</b>	\$1,846,150
» <b>NOI (YEAR 1)</b>	\$120,000
» <b>CAP RATE (YEAR 1)</b>	6.50%
» <b>TOTAL BUILDING AREA</b>	± 10,000 SF

## Annualized Operating Data

	Monthly Rent	Annual Rent	RPSF	Cap Rate
Year 1-5	\$10,000	\$120,000	\$12.00	6.50%
Year 6-10	\$10,416.67	\$125,000	\$12.50	6.77%
Option 1	\$10,833.33	\$130,000	\$13.00	7.04%
Option 2	\$11,250	\$135,000	\$13.50	7.31%

## Tenant Summary

Tenant Trade Name	Dollar Tree
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN+
Original Lease Term	10 Years
Rent Commencement Date	12/30/2015
Lease Expiration Date	1/31/2026
Term Remaining	± 7 Years
Options	Two 5 -Year Options





## The Offering

### DOLLAR TREE

Property Address      2305 W Park Row Dr  
Arlington, TX 76013

### SITE DESCRIPTION

Number of Stories	One
Year Built	2015
GLA	±10,000 SF
Lot Size	±.87 AC (37,867 SF)
Type of Ownership	Fee Simple
Landscaping	Professional

## Tenant Overview

» Company Name	» Year Founded	» Headquarters
Dollar Tree	1986	Chesapeake, VA
» Locations	» Industry	» Website
15,000+	Retail	<a href="http://www.dollartree.com">www.dollartree.com</a>

Dollar Tree locations carry a mix of housewares, toys, seasonal items, food, health and beauty aids, gifts, and books. At Dollar Tree shops most goods are priced at \$1 or less while Family Dollar merchandise is usually less than \$10. The stores are located in high-traffic strip centers and malls often in small towns. It purchased fellow discounter, Family Dollar in 2015, bolstering competitive position against Dollar General. The company wants to create a “treasure hunt” type environment where people can bring their whole families.

### GEOGRAPHIC OUTREACH

Dollar Tree operates more than 14,000 Dollar Tree, Deal\$, Dollar Bills, and Family Dollar discount stores in 48 US states and the District of Columbia and five provinces in Canada.

### STRATEGY

The Dollar Tree continues to offer customers products they need at extreme values while keeping their stores bright, clean, organized and stocked. The company carries a broad mix of merchandise that includes many trusted national and regional brands.



# Property Overview

















# Area Overview

## Demographics

POPULATION	1 - MILE	3 - MILE	5 - MILE
2010 Census	11,268	96,947	269,440
2019 Estimate	11,776	103,307	288,347
2024 Projection	12,296	108,418	303,594
Growth 2010-2019	4.51%	6.56%	7.02%
Growth 2019-2014	4.42%	4.95%	5.29%

HOUSE HOLDS	1 - MILE	3 - MILE	5 - MILE
2010 Census	4,904	39,346	101,862
2019 Estimate	5,169	41,762	108,651
2024 Projection	5,413	43,874	114,399
Growth 2010-2019	5.4%	6.14%	6.67%
Growth 2019-2024	4.72%	5.06%	5.29%

INCOME	1 - MILE	3 - MILE	5 - MILE
2019 Est. Average Household Income	\$82,156	\$76,624	\$74,735

## ARLINGTON, TX

Located in Tarrant County and sitting directly in between the cities of Dallas and Fort Worth, Arlington is the third largest municipality in the DFW Metropolitan Area. As of 2016, the city was home to 392,787 people, making it the seventh most populous city in the state of Texas.

With an unemployment rate well below the state and national averages, Arlington has a healthy economy. The largest industries in the city are manufacturing and construction. Future job growth over the next 10 years is projected to be 38.3%, which is higher than the national average.

Arlington is home to the University of Texas at Arlington, a major urban research university, the Arlington Assembly plant used by General Motors, the Nuclear Regulatory Commission Region IV, Texas Health Resources, American Mensa, and D. R. Horton. The UPS Regional Hub, set to open in Arlington in 2019, is expected to bring in over 1,400 full-time jobs to the area.

Known for its family friendliness and diversity, Arlington was ranked the #14 Most Diverse City in America in 2018. It was also ranked the #41 Best Cities to Buy a House in America. The cost of living in the city is very affordable as compared to the surrounding large cities. Arlington real estate has appreciated 72.33% since 2000 at an annual appreciation rate of 3.03%.





## AT&T STADIUM

Home of the Dallas Cowboys, the most valuable sports franchise in the world, and the annual Cotton Bowl Classic, AT&T Stadium is a retractable roof stadium which completed construction in 2009.

The stadium is used for much more than football games—concerts, basketball games, soccer matches, rodeos, motocross races, and many more activities are held at AT&T each year.

AT&T Stadium seats 80,000 guests, making it tied for the fifth largest stadium in the NFL. The maximum capacity with standing room is 105,000. AT&T also has the world's 24th largest high definition video screen, which hangs from 20-yard line to 20-yard line of the field.



## GLOBE LIFE PARK

Globe Life Park is home to the Texas Rangers MLB baseball team and the Texas Rangers Baseball Hall of Fame. In November 2016, voters approved an extension of hotel and sales taxes to fund Globe Life Field, a new \$1.1 Billion ballpark development set to be built in the area adjacent to the current ballpark and open in 2020.

The new air conditioned stadium will feature a retractable roof, which many say will increase stadium revenue from those who would otherwise not want to sit in the heat during games as the season progresses throughout the hot Texas summer.

After the completion of the new stadium, city officials will not bulldoze the old stadium, but rather redevelop the structure as part of the Texas Live! complex.



## SIX FLAGS OVER TEXAS

Sitting on 212 acres, Six Flags Over Texas was the first Six Flags Theme Park location, opening in 1961. Six Flags is the world's largest regional theme park company.

The company recently reported that 2017 marked its 8th consecutive year of record growth for both revenue and annual visitors.

Six Flags over Texas features 45 total rides, and the neighboring Hurricane Harbor Water Park, which houses approximately 15 rides and attractions.

The company's headquarters are in Grand Prairie, Texas, just 5 miles down the road from the park.





## TEXAS LIVE! DEVELOPMENT

Texas Live! is an entertainment district opening August 2018, which will be anchored by the new Texas Rangers baseball stadium. The development will include over 200,000 square feet of dining and entertainment options, a local brewery, as well as a new 300+ room hotel and event space and the flagship bar of the Professional Bull Riders, which will be the largest in the country.

Construction for the new baseball stadium, which is set to open in 2020, has added over 2,000 construction jobs to the area. The opening of the restaurants, retail stores, and hotels is also expected to add approximately 1,250 full-time jobs.

The Texas Live! development was named the “Best Real Estate Deal” of 2017 by the Dallas Business Journal as well as the award for the “Best Real Estate Deal in the Sports and Entertainment Category.”

## BY THE NUMBERS

**\$250M**

TOTAL  
ESTIMATED  
PROJECT COST

**3,250+**

FULL AND PART  
TIME JOBS  
CREATED

**200K+**

SQUARE FEET  
OF RETAIL AND  
ENTERTAINMENT



## TEXAS LIVE! FEATURES





## Confidentiality Agreement & Disclaimer

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar Tree** located at 2305 W Park Row Dr, Arlington, TX 76013 ("Property"). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.





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REAL ESTATE INVESTMENT SERVICES





## Information About Brokerage Services

11-2-2015

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

### 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.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- 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.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### 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.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
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Designated Broker of Firm	License No.	Email	Phone
_____ 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