



**FAMILY DOLLAR & RETAIL**

1132 3rd Ave • Ford City, PA 16226

## NON-ENDORSEMENT AND DISCLAIMER NOTICE

### **Confidentiality and Disclaimer**

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2018 Marcus & Millichap. All rights reserved.

### **Non-Endorsement Notice**

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.  
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

FAMILY DOLLAR & RETAIL  
Ford City, PA  
ACT ID ZAA0280105

## SECTION

**INVESTMENT OVERVIEW****01**

Offering Summary  
Location Overview  
Regional Map  
Local Map  
Aerial Photo

**FINANCIAL ANALYSIS****02**

Tenant Summary  
Lease Expiration Chart  
Operating Statement  
Notes  
Pricing Detail  
Acquisition Financing

**MARKET OVERVIEW****03**

Market Analysis  
Demographic Analysis

# INVESTMENT OVERVIEW



## EXECUTIVE SUMMARY

VITAL DATA				
			YEAR 1	YEAR 2
Price	\$423,100	CAP Rate	9.00%	12.78%
Down Payment	100% / \$423,100	Net Operating Income	\$38,079	\$54,079
Loan Type	All Cash	Net Cash Flow After Debt Service	9.00% / \$38,079	12.78% / \$54,079
Gross Leasable Area (GLA)	11,200 SF	Total Return	9.00% / \$38,079	12.78% / \$54,079
Price/SF	\$37.78			
Current Occupancy	71.4%			
Year Built / Renovated	2006			



## MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES
ACMH HOSPITAL	868
County of Armstrong	566
Commissioners Office	500
Walmart	250
Evergreen Homes Inc	149
Family Counseling Cntr of Armstr	140
Butler Health System Inc	139
Armstrong County Health Center	125
United States Dept of Army	121
Kittanning Care Center	120
Maintenance District 10-1	117
Sears Roebuck and Co	113

## DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2018 Estimate Pop	4,485	11,078	21,657
2010 Census Pop	4,798	11,667	22,563
2018 Estimate HH	2,050	5,154	9,425
2010 Census HH	2,193	5,424	9,831
Median HH Income	\$39,155	\$42,254	\$44,029
Per Capita Income	\$23,475	\$26,065	\$25,179
Average HH Income	\$51,342	\$55,738	\$57,450



## INVESTMENT OVERVIEW

Marcus & Millichap is pleased to exclusively list a retail building tenanted by Family Dollar and a 3,200 square foot vacant space located in Ford City (Armstrong County), Pennsylvania. The subject property is 71.4% occupied by Family Dollar who has been in the same location for 13 years. The approximately 11,200 square foot building is located at 1132 3rd Avenue in Ford City and is within proximity to multiple apartment complexes, eateries and local attractions.

Ford City is a borough in Armstrong County, Pennsylvania, 40 miles northeast of Pittsburgh along the east bank of the Allegheny River and 4 miles south of Kittanning, the county seat. Ford City was founded in 1887 as a company town by the Pittsburgh Plate Glass Company (now PPG Industries) as the site for its Works No. 3 glass factory. The town was named in honor of the company founder, John Baptiste Ford. Currently, students in the Ford City area attend Lenape Elementary and Ford City High School. In addition to the town's elementary and high school, two additional schools are located in the area. Students can attend Lenape Vocational Technical School beginning their junior year. It is located just below the elementary school (hence the similar name). Furthermore, the area's only Catholic elementary school, Divine Redeemer, is located on 4th Avenue in downtown Ford City. The town is also home to popular attractions such as Boulder Park and Armstrong Trail, a 36 mile trail that is open to hiking, biking and skiing.

### INVESTMENT HIGHLIGHTS

- Family Dollar Reimburses Pro-Rata Portion of Taxes, Insurance, and CAM
- 11,200 SF Two Tenant Retail Building
- Situated on .86 Acre Corner Lot
- Roof Replaced in January 2019
- Pro Forma Cap Rate of 12.78%



**PROPERTY OVERVIEW**

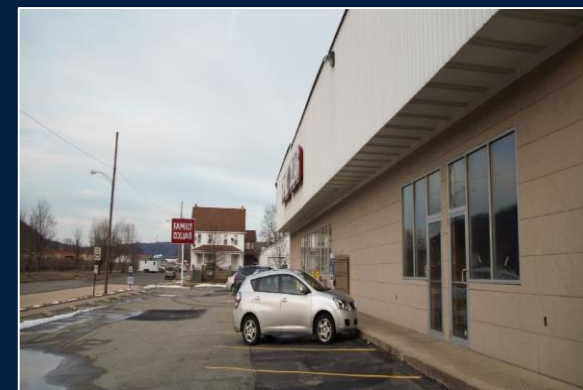
Ford City is a borough in Armstrong County, Pennsylvania, 40 miles northeast of Pittsburgh along the east bank of the Allegheny River and 4 miles south of Kittanning, the county seat. Ford City was founded in 1887 as a company town by the Pittsburgh Plate Glass Company (now PPG Industries) as the site for its Works No. 3 glass factory. The town was named in honor of the company founder, John Baptiste Ford.



## PROPERTY SUMMARY

THE OFFERING	
Property	Family Dollar & Retail
Price	\$423,100
Property Address	1132 3rd Ave, Ford City, PA
SITE DESCRIPTION	
Number of Stories	1
Year Built/Renovated	2006
Gross Leasable Area	11,200 SF
Ownership	Fee Simple
Lot Size	0.86 Acres

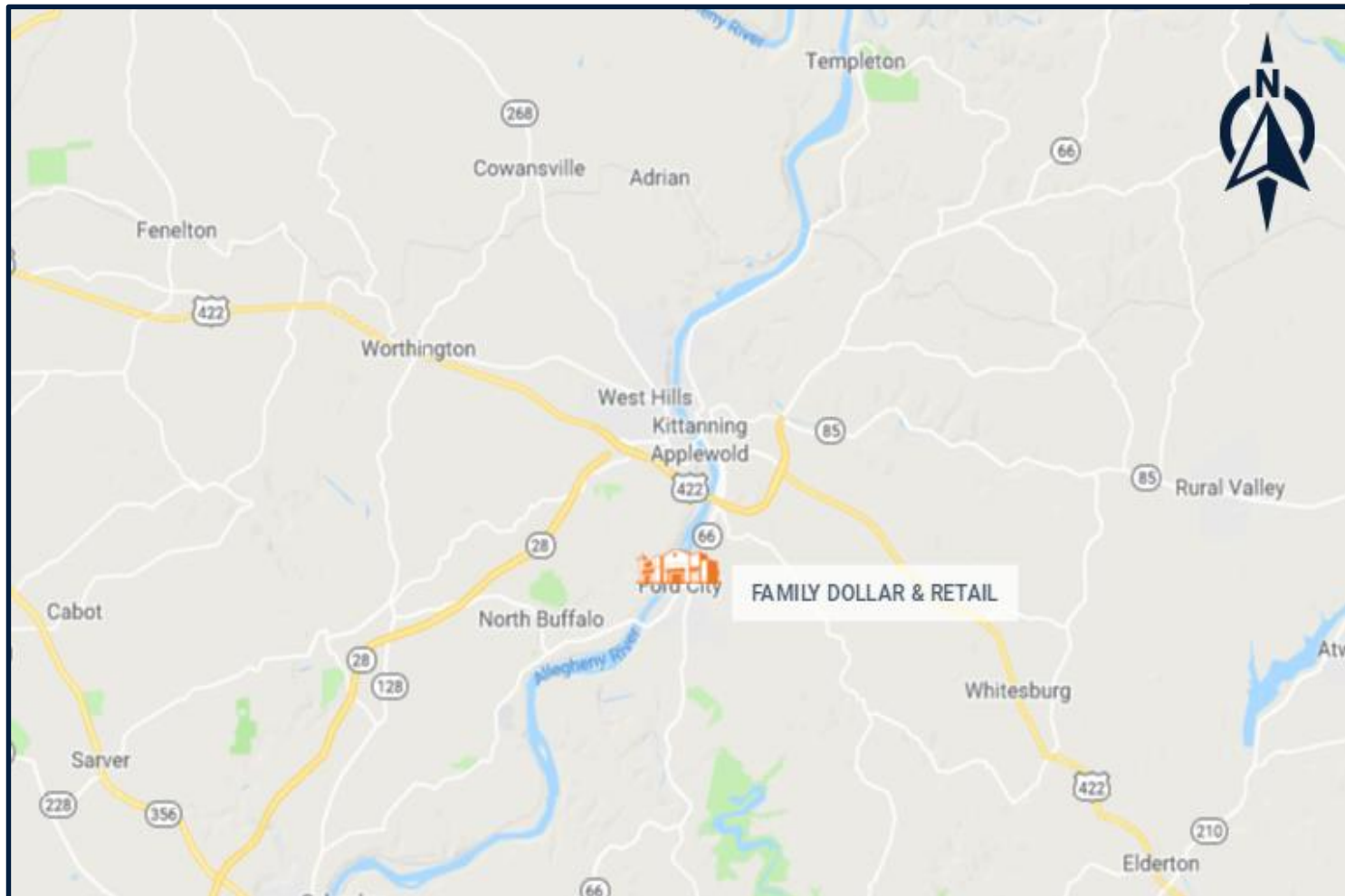
PROPOSED FINANCING	
First Trust Deed	
Loan Type	All Cash





PA

1132 3rd Ave, Ford City, PA 16226



CLOSE PROXIMITY TO:



Downtown



Hospital



Hotel

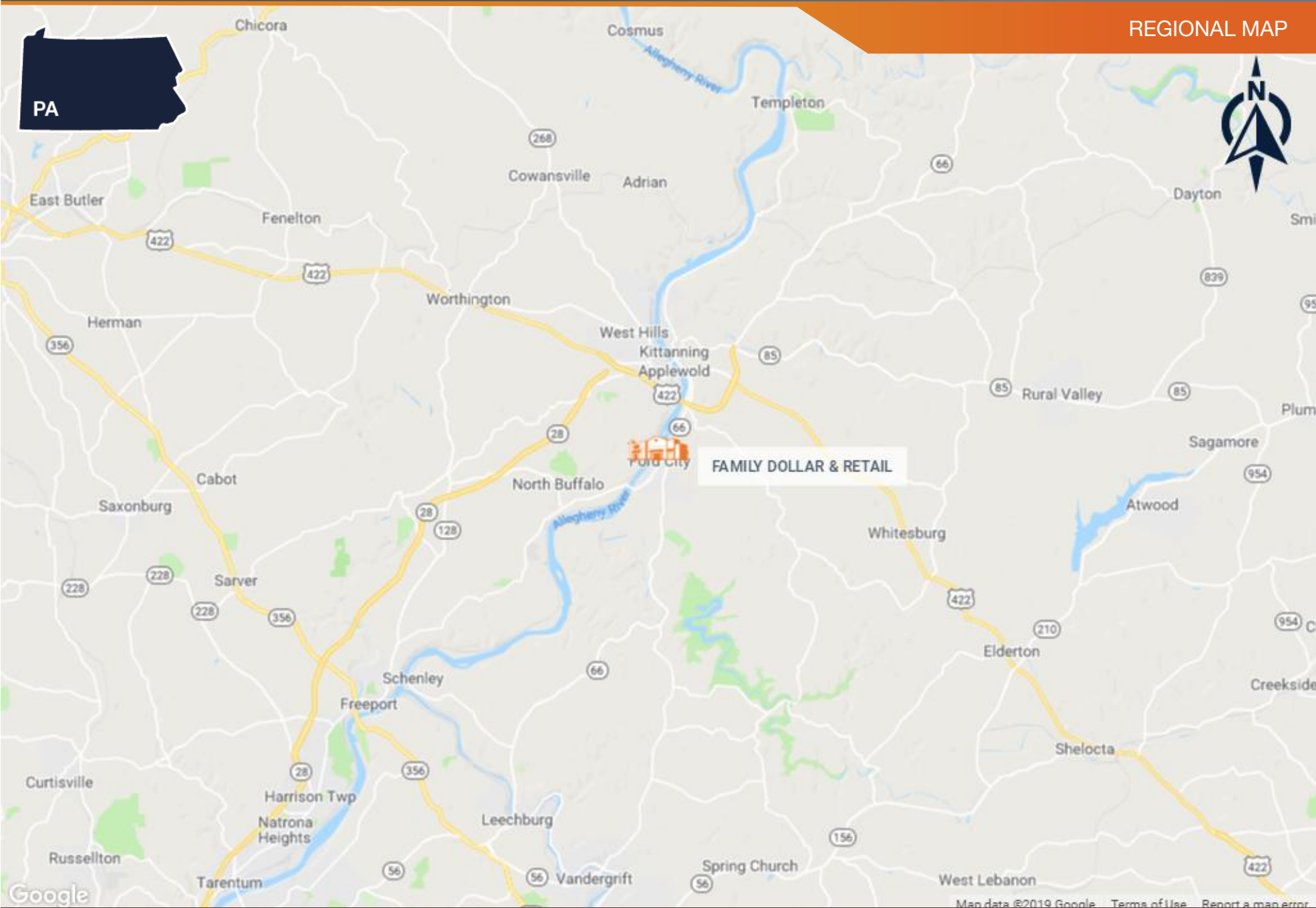


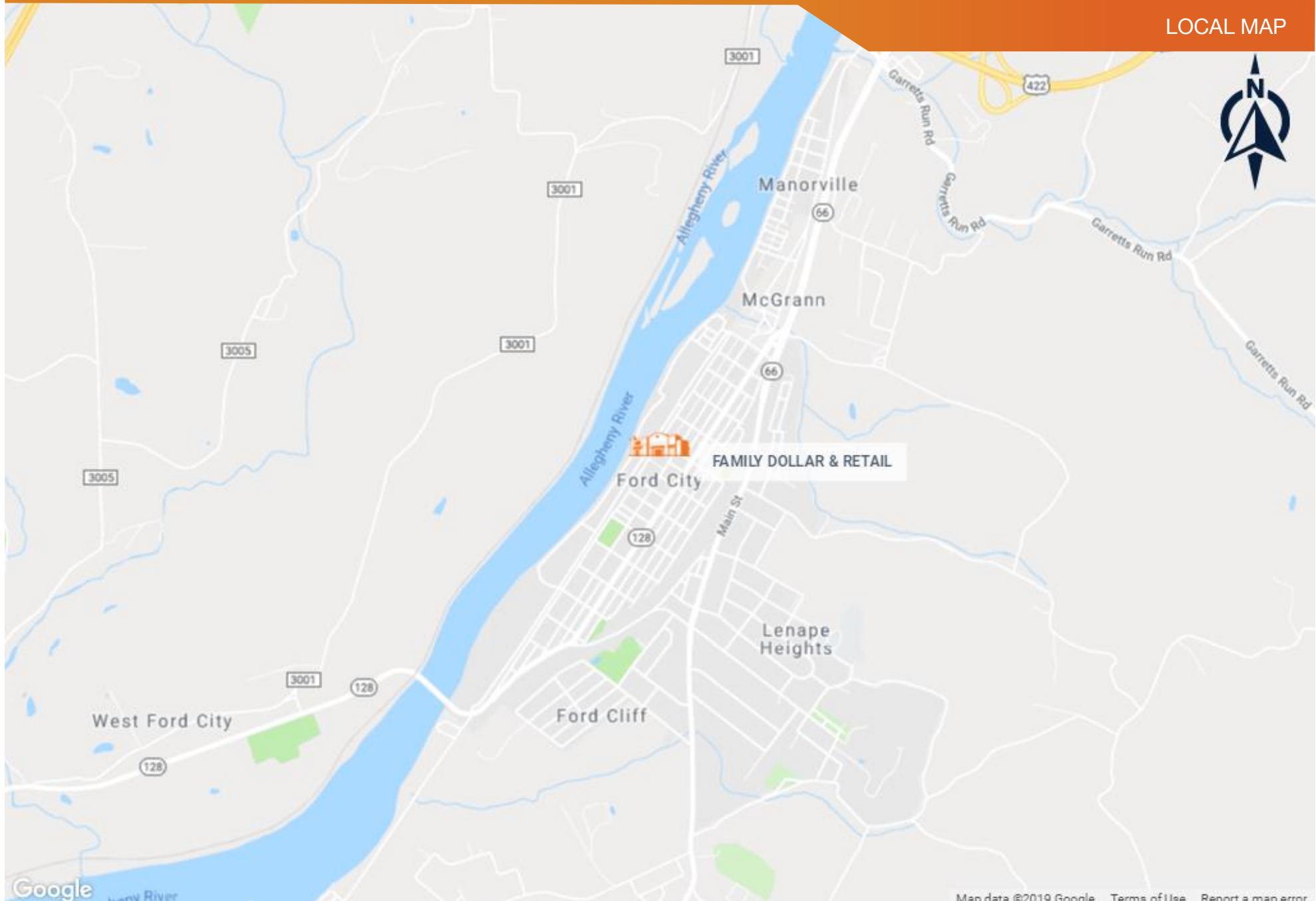
Schools



Shopping Center



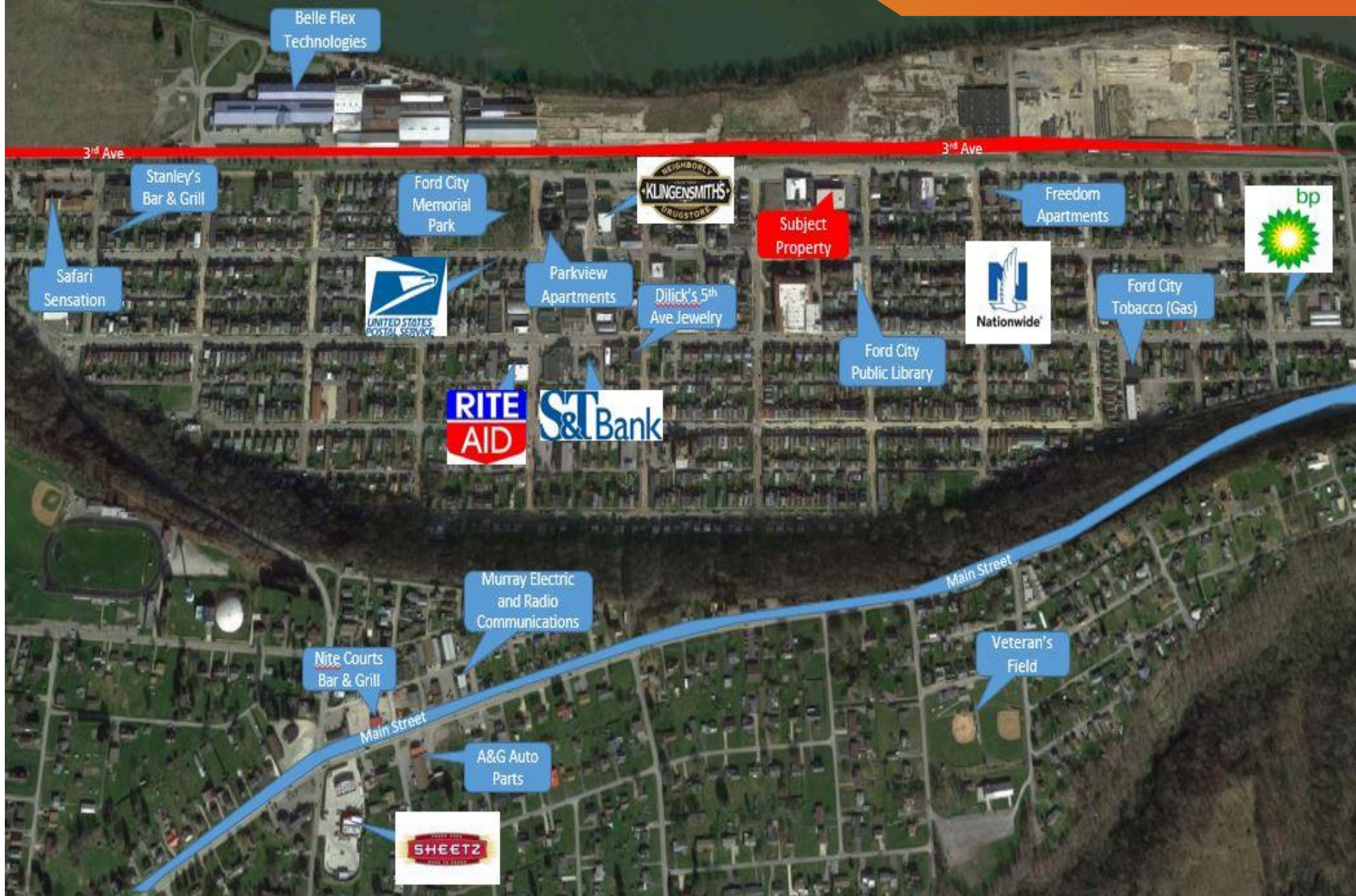




Google

Map data ©2019 Google. Terms of Use. Report a map error.







# FINANCIAL ANALYSIS





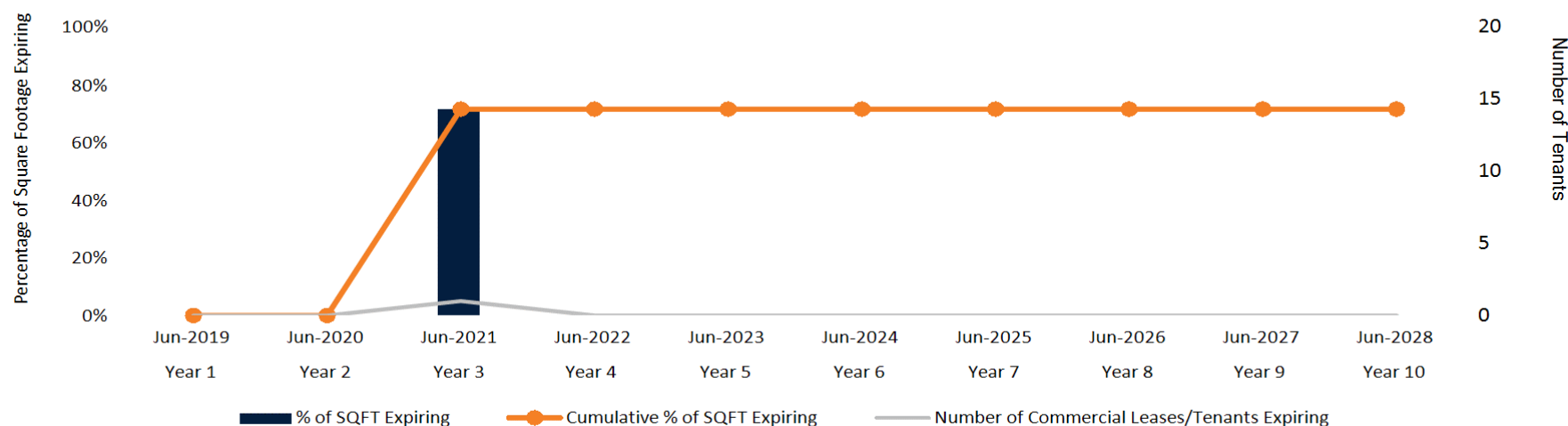
## TENANT SUMMARY

As of June, 2019

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Changes to	Lease Type	Renewal Options and Option Year Rental Information
Family Dollar	1	8,000	71.4%	7/1/06	6/30/21	\$5.97	\$3,983	\$47,790	N/A	NNN	6 (5) Year Options with 10% Increases Every Option Period
Vacant Retail	2	3,200	28.6%	N/A	N/A	\$5.00	\$1,333	\$16,000	N/A	Gross	
<b>Total</b>		<b>11,200</b>				<b>\$5.70</b>	<b>\$5,316</b>	<b>\$63,790</b>			
<b>Occupied Tenants: 2</b>				<b>Unoccupied Tenants: 0</b>		<b>Occupied GLA: 100.00%</b>		<b>Unoccupied GLA: 0.00%</b>			

Notes: 55 Parking Spaces with 3 Handicap Spaces. Roof Replaced January 2019.

## Lease Expiration Summary



## OPERATING STATEMENT

Income	Year 1		Per SF	Year 2		Per SF	Notes
Scheduled Base Rental Income	63,790		5.70	63,790		5.70	
Expense Reimbursement Income							
CAM	3,050		0.27	3,050		0.27	
Insurance	1,207		0.11	1,207		0.11	
Real Estate Taxes	19,986		1.78	19,986		1.78	
Total Reimbursement Income	\$24,243	71.4%	\$2.16	\$24,243	71.4%	\$2.16	
Potential Gross Revenue	88,033		7.86	88,033		7.86	
General Vacancy	(16,000)	25.1%	(1.43)	0	0.0%	0.00	
Effective Gross Revenue	\$72,033		\$6.43	\$88,033		\$7.86	
Operating Expenses	Year 1		Per SF	Year 2		Per SF	Notes
Common Area Maintenance (CAM)							
CAM	4,272		0.38	4,272		0.38	
Insurance	1,690		0.15	1,690		0.15	
Real Estate Taxes	27,992		2.50	27,992		2.50	
Total Expenses	\$33,954		\$3.03	\$33,954		\$3.03	
Expenses as % of EGR	47.1%			38.6%			
Net Operating Income	\$38,079		\$3.40	\$54,079		\$4.83	

Notes and assumptions to the above analysis are on the following page.

## PRICING DETAIL

Summary		
<b>Price</b>	<b>\$423,100</b>	
Down Payment	\$423,100	100%
Number of Suites	2	
Price Per SqFt	\$37.78	
Gross Leasable Area (GLA)	11,200 SF	
Lot Size	.86 Acres	
Year Built/Renovated	2006	
Occupancy	100.00%	

Returns	Year 1	Year 2
<b>CAP Rate</b>	<b>9.00%</b>	<b>12.78%</b>
Cash-on-Cash	9.00%	12.78%
Debt Coverage Ratio	N/A	N/A

Operating Data				
Income		Year 1		Year 2
<b>Scheduled Base Rental Income</b>		<b>\$63,790</b>		<b>\$63,790</b>
Total Reimbursement Income	38.0%	\$24,243	38.0%	\$24,243
Other Income		\$0		\$0
Potential Gross Revenue		\$88,033		\$88,033
General Vacancy		(\$16,000)		\$0
Effective Gross Revenue		\$72,033		\$88,033
Less: Operating Expenses	47.1%	(\$33,954)	38.6%	(\$33,954)
<b>Net Operating Income</b>		<b>\$38,079</b>		<b>\$54,079</b>
Tenant Improvements		\$0		\$0
Leasing Commissions		\$0		\$0
Capital Expenditures		\$0		\$0
Cash Flow		\$38,079		\$54,079
Debt Service		\$0		\$0
Net Cash Flow After Debt Service	9.00%	\$38,079	12.78%	\$54,079
Principal Reduction		\$0		\$0
<b>Total Return</b>	<b>9.00%</b>	<b>\$38,079</b>	<b>12.78%</b>	<b>\$54,079</b>
Operating Expenses		Year 1		Year 2
CAM		\$4,272		\$4,272
Insurance		\$1,690		\$1,690
Real Estate Taxes		\$27,992		\$27,992
Management Fee		\$0		\$0
Other Expenses - Non Reimbursable		\$0		\$0
<b>Total Expenses</b>		<b>\$33,954</b>		<b>\$33,954</b>
<b>Expenses/SF</b>		<b>\$3.03</b>		<b>\$3.03</b>

## Dollar Tree, Inc.


**CREDIT RATING: B1**
[www.fdreports.com](http://www.fdreports.com) | [www.creditintell.com](http://www.creditintell.com) | November 03, 2018

### General Information

Address	500 Volvo Pkwy , Chesapeake, Virginia, 23320, United States
Phone	757-321-5000
Website	<a href="http://www.dollartree.com">www.dollartree.com</a>

### Key Personnel

President & CEO	Gary Philbin
Chief Financial Officer	Kevin S. Wampler
Executive Chairman	Bob Sasser

### Store Base

Store Count	15,187
TTM Sales	\$22,978,700,000

### Financial Markets

Stock Ticker	DLTR
Current Price	\$97.58 as of 2/25/19
52 Week High/Low	\$108.83 / \$78.78

Dollars may not grow on trees, but Dollar Tree brings in the green. The fast-growing company operates more than 15,000 Dollar Tree and Family Dollar discount stores across the US and in five provinces in Canada. The stores carry a mix of housewares, toys, seasonal items, food, health and beauty aids, 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 generally located in high-traffic strip centers and malls, often in midsize cities and small towns.

Fiscal Year Ended February 03, 2018

### Credit Rating Chart Comparison Creditintell | F&Dreports

Please note that our rating model is our own proprietary model and is not meant to align with other rating agency models. This comparison was compiled purely for informational purposes based on a representative sampling of ratings on various retailers.

RATING	CREDIT QUALITY	EST. S&P
A1	Excellent	AAA
A2	Excellent	AA (+/-)
B1	Good	A (+/-)
B2	Good	BBB (+/-)
C1	Satisfactory	BB(+/-)
C2	Satisfactory	B+
D1	Below Satisfactory	B
D2	Below Satisfactory	B-
E1	Poor	CCC+/CCC
E2	Poor	CC
F1	Critical	C
F2	Critical	D

## MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues to the benefit of our clients.



**Closed 1,707  
debt and equity  
financings  
in 2017**



**National platform  
operating  
within the firm's  
brokerage  
offices**



**\$5.63 billion  
total national  
volume in 2017**



**Access to  
more capital  
sources than  
any other firm  
in the industry**

## WHY MMCC?

**Optimum financing solutions  
to enhance value**

**Our ability to enhance  
buyer pool by expanding  
finance options**

**Our ability to enhance  
seller control**

- **Through buyer qualification support**
- **Our ability to manage buyers finance expectations**
- **Ability to monitor and manage buyer/lender progress, insuring timely, predictable closings**
- **By relying on a world class set of debt/equity sources and presenting a tightly underwritten credit file**



# MARKET OVERVIEW



## PITTSBURGH OVERVIEW

The Pittsburgh metro area rests at the foothills of the Allegheny Mountains in the southeastern corner of Pennsylvania, outside the congested East Coast corridor. Consisting of Armstrong, Butler, Fayette, Westmoreland, Washington, Allegheny and Beaver counties, the metro contains nearly 2.4 million residents, with nearly half concentrated in Allegheny county. The region's economy, which was once dominated by the steel industry, has diversified with the help of the area's many colleges and universities. The city of Pittsburgh is located where the Allegheny and Monongahela rivers join to form the Ohio River. Pittsburgh is the most populous city in the metro and the second-largest in Pennsylvania, with approximately 310,000 residents.

### METRO HIGHLIGHTS



#### POSITIVE EMPLOYMENT TRENDS

An estimated 36,500 jobs are expected through 2022. Growth will be driven by professional services, education and healthcare.



#### QUALITY HIGHER EDUCATION

The local economy benefits from university-related startup companies. Carnegie Mellon, Duquesne and the University of Pittsburgh are among the local higher-educational institutions.



#### POPULATION GROWTH

After years of decline, job seekers moving to the metro contribute to a rising population.

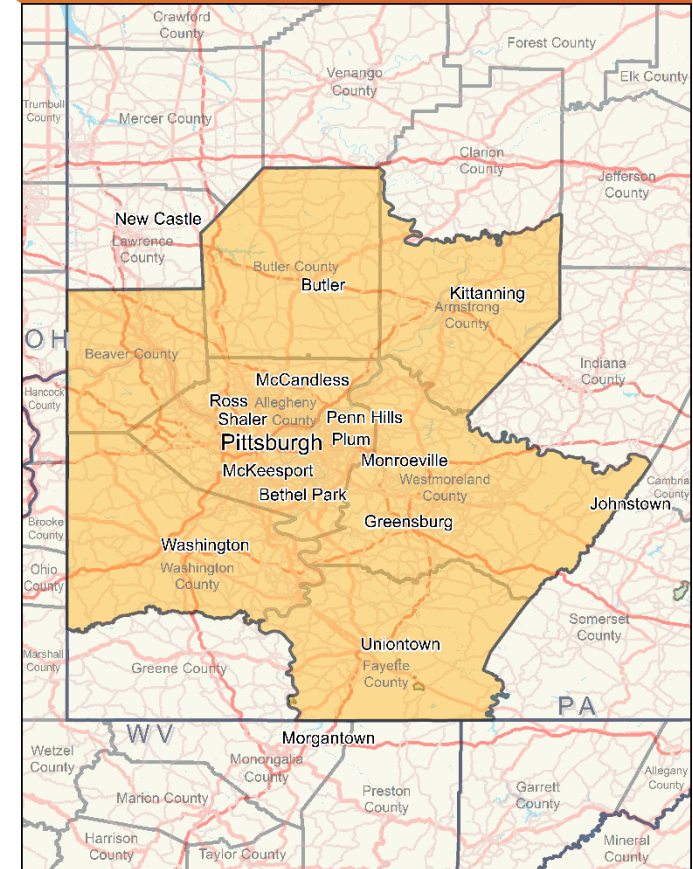
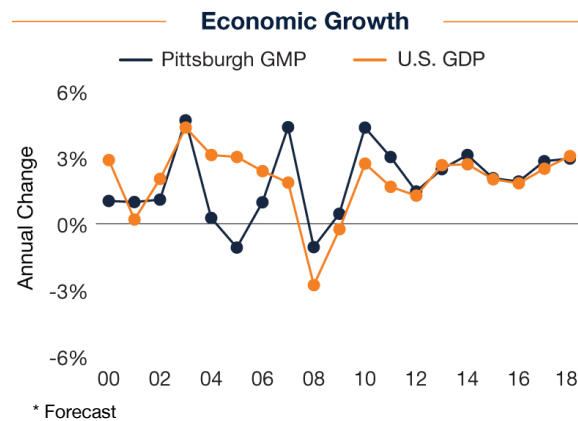


## ECONOMY

- Once centered on the steel industry, Pittsburgh's economy has become much more diversified over the past 20 years and continues to change.
- There are a multitude of international firms with headquarters or regional offices in the metro. Additionally, six Fortune 500 companies are headquartered in Pittsburgh: U.S. Steel Corp., Kraft Heinz Co., PNC Financial, Wesco International, PPG Industries and Dick's Sporting Goods.
- High-tech is expanding, particularly in automation and manufacturing equipment, software, biotechnology, environmental services, and pharmaceuticals.

### MAJOR AREA EMPLOYERS

UPMC
West Penn Allegheny Health System
University of Pittsburgh
BNY Mellon Corp.
PNC Financial Services
Eat'n Park Hospitality Group
Carnegie Mellon University
Highmark Blue Cross Blue Shield
U.S. Steel
Children's Hospital of Pittsburgh



### SHARE OF 2017 TOTAL EMPLOYMENT



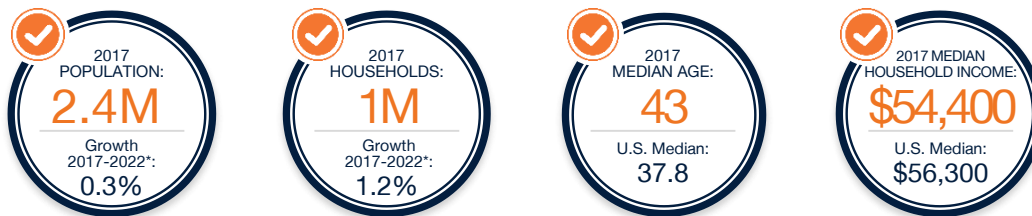
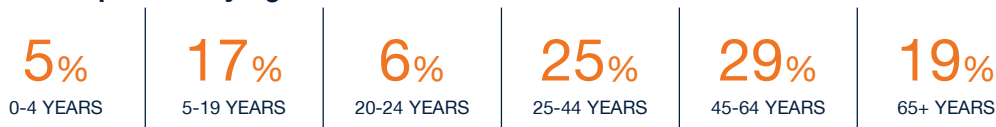




## DEMOGRAPHICS

- The metro is expected to add nearly 7,000 people through 2022, which will result in the formation of more than 12,000 households.
- A median home price below the national level allows 69 percent of households to own their home, which is above the national rate of 64 percent.
- Roughly 31 percent of people age 25 and older hold bachelor's degrees; among those residents, 12 percent also have earned a graduate or professional degree.

### 2017 Population by Age



## QUALITY OF LIFE

Pittsburgh is a relatively affordable place to live compared with many other major East Coast metros. In addition, the market has one of the lowest crime rates in the country. There are more than 500 organizations serving southwestern Pennsylvania, such as the Pittsburgh Cultural Trust, which has revitalized downtown. Regional amenities also include three professional sports teams: the Steelers (NFL), Pirates (MLB) and Penguins (NHL). The Pittsburgh Penguins and the University of Pittsburgh Medical Center (UPMC) built a \$72 million sports medical center and practice rinks. UPMC is one of the busiest transplant centers in the world. In addition, Children's Hospital of Pittsburgh is one of the highest-ranked children's hospitals in the nation.

\* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau



## SPORTS



## EDUCATION



## ARTS & ENTERTAINMENT



Created on February 2019

POPULATION	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Population	4,419	11,002	21,546
■ 2018 Estimate			
Total Population	4,485	11,078	21,657
■ 2010 Census			
Total Population	4,798	11,667	22,563
■ 2000 Census			
Total Population	5,215	12,313	23,630
■ Current Daytime Population			
2018 Estimate	4,967	11,581	21,238
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Households	2,033	5,172	9,477
■ 2018 Estimate			
Total Households	2,050	5,154	9,425
Average (Mean) Household Size	2.19	2.18	2.28
■ 2010 Census			
Total Households	2,193	5,424	9,831
■ 2000 Census			
Total Households	2,317	5,478	9,871
■ Occupied Units			
2023 Projection	2,033	5,172	9,477
2018 Estimate	2,368	5,844	10,681
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2018 Estimate			
\$150,000 or More	4.53%	4.68%	4.35%
\$100,000 - \$149,000	5.21%	8.29%	9.39%
\$75,000 - \$99,999	8.27%	9.73%	10.51%
\$50,000 - \$74,999	20.09%	20.23%	20.98%
\$35,000 - \$49,999	16.75%	14.38%	14.33%
Under \$35,000	45.14%	42.69%	40.45%
Average Household Income	\$51,342	\$55,738	\$57,450
Median Household Income	\$39,155	\$42,254	\$44,029
Per Capita Income	\$23,475	\$26,065	\$25,179

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$54,145	\$58,750	\$60,721
■ Consumer Expenditure Top 10 Categories			
Housing	\$15,932	\$17,101	\$17,571
Shelter	\$9,234	\$9,913	\$10,182
Transportation	\$7,539	\$8,215	\$8,502
Food	\$5,307	\$5,571	\$5,749
Personal Insurance and Pensions	\$4,180	\$5,002	\$5,369
Health Care	\$3,916	\$4,466	\$4,572
Utilities	\$3,645	\$3,892	\$3,999
Entertainment	\$2,359	\$2,506	\$2,606
Apparel	\$1,606	\$1,603	\$1,645
Household Furnishings and Equipment	\$1,406	\$1,551	\$1,622
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2018 Estimate Total Population	4,485	11,078	21,657
Under 20	21.50%	19.34%	20.32%
20 to 34 Years	17.46%	16.10%	16.51%
35 to 39 Years	5.95%	5.37%	5.34%
40 to 49 Years	11.24%	11.54%	12.01%
50 to 64 Years	21.81%	23.92%	23.61%
Age 65+	22.02%	23.72%	22.22%
Median Age	44.85	48.23	46.90
■ Population 25+ by Education Level			
2018 Estimate Population Age 25+	3,280	8,364	16,099
Elementary (0-8)	2.22%	2.65%	2.63%
Some High School (9-11)	7.12%	6.97%	6.80%
High School Graduate (12)	50.69%	49.11%	49.19%
Some College (13-15)	16.58%	15.61%	15.40%
Associate Degree Only	6.48%	7.78%	8.44%
Bachelors Degree Only	11.08%	11.60%	11.59%
Graduate Degree	4.86%	5.18%	5.13%

Source: © 2018 Experian





### Population

In 2018, the population in your selected geography is 21,657. The population has changed by -8.35% since 2000. It is estimated that the population in your area will be 21,546.00 five years from now, which represents a change of -0.51% from the current year. The current population is 48.76% male and 51.24% female. The median age of the population in your area is 46.90, compare this to the US average which is 37.95. The population density in your area is 275.29 people per square mile.



### Households

There are currently 9,425 households in your selected geography. The number of households has changed by -4.52% since 2000. It is estimated that the number of households in your area will be 9,477 five years from now, which represents a change of 0.55% from the current year. The average household size in your area is 2.28 persons.



### Income

In 2018, the median household income for your selected geography is \$44,029, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 43.95% since 2000. It is estimated that the median household income in your area will be \$51,654 five years from now, which represents a change of 17.32% from the current year.

The current year per capita income in your area is \$25,179, compare this to the US average, which is \$32,356. The current year average household income in your area is \$57,450, compare this to the US average which is \$84,609.



### Race and Ethnicity

The current year racial makeup of your selected area is as follows: 97.36% White, 0.98% Black, 0.01% Native American and 0.40% Asian/Pacific Islander. Compare these to US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 0.90% of the current year population in your selected area. Compare this to the US average of 18.01%.



### Housing

The median housing value in your area was \$101,394 in 2018, compare this to the US average of \$201,842. In 2000, there were 7,081 owner occupied housing units in your area and there were 2,790 renter occupied housing units in your area. The median rent at the time was \$320.



### Employment

In 2018, there are 10,014 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 47.99% of employees are employed in white-collar occupations in this geography, and 52.03% are employed in blue-collar occupations. In 2018, unemployment in this area is 6.32%. In 2000, the average time traveled to work was 28.00 minutes.

