

OFFERING MEMORANDUM

FAMILY DOLLAR

**BEAUFORT
SOUTH CAROLINA**

ALL BRICK CONSTRUCTION

NNN
NNN DEAL
THE SINGLE TENANT RESOURCE

Marcus & Millichap



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INVESTMENT SUMMARY

1265 RIBAUT ROAD, BEAUFORT, SC 29902

PRICE: \$1,485,700

CAP: 7.00%

RENT: \$104,000

OVERVIEW

Price	\$1,485,700
Gross Leasable Area (GLA)	9,180 SF
Lot Size (approx)	1.25 Acres
Net Operating Income	\$104,000
CAP Rate	7.00%
Year Built	2002

LEASE ABSTRACT

Lease Type	NN
Original Lease Term	10 Years
Lease Term Commenced (Estimate)	10/10/2013
Lease Expiration	9/30/2023
Remaining Lease Term	4 years, 7 months
Renewal Options	6x5
Increases	10% in option periods
Landlord Obligation	Roof & Structure + snow removal & parking

ANNUALIZED OPERATING DATA

Lease Term	Annual Rent
Current Term	\$104,000
Option 1	\$114,400
Option 2	\$125,840
Option 3	\$138,424
Option 4	\$152,266
Option 5	\$167,493
Option 6	\$184,242

INVESTMENT HIGHLIGHTS

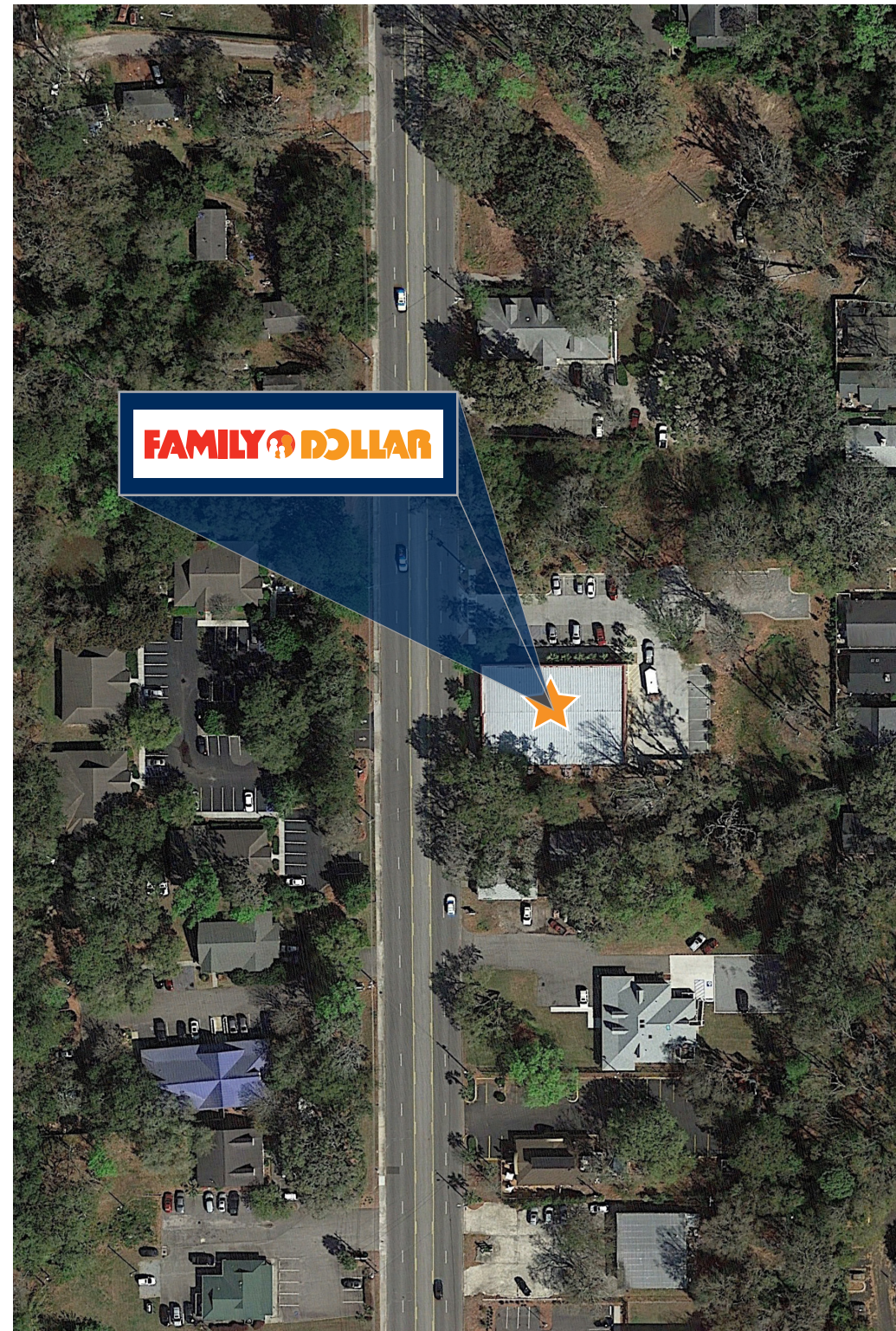
- ◆ Sought after brick construction. Affluent community with average household income exceeding \$68,127 in immediate area.
- ◆ Strong population density with more than 44,700 residents within a 5-mile radius from the site.
- ◆ No national competitor in the region, creating a captive audience with the surrounding community.
- ◆ 10% rent bumps in the option periods hedges against inflation.

**44,971**

TOTAL
POPULATION
WITHIN 5-MILE
RADIUS

**\$77,112**

AVERAGE
HOUSEHOLD
INCOME WITHIN
5-MILE RADIUS

**23,500 VPD** - RIBAUT ROAD**3,100 VPD** - MOSSY OAKS ROAD

INVESTMENT HIGHLIGHTS

This corporate guaranteed Family Dollar (NYSE:FDO) offers a 10 year lease with minimal landlord responsibilities and just under five years remaining on the base term before offering six 5-year options thereafter, with 10% rent escalations during the anniversary of each option period. The affluent and strong density surrounding populous creates an inviting passive investment opportunity.

The site has the corner of the market with only one other national discount retailers in the immediate area on the entire peninsula.

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Minimal landlord obligations



Minimal competition in immediate area corners the neighborhood's business



Newer 2013 construction



10% rent escalations during anniversary of each option period hedges against inflation



Strong population density with over 47,317 residents within a 5-mile radius and growing.

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Beaufort
Middle School



Beaufort Nursing
and Rehab



MOSSY OAKS RD / STATE RD S-7-151 - 3,100 VPD

BURGER
KING

Mossy Oaks
Elementary School



RIBAUTE RD - 23,500 VPD



LADYS ISLAND DR / HWY 21 BYPASS - 2,100 VPD

STATE RD S-7-233

River Club
Apartments



River Oaks
Assisted Living

Naval Hospital
Beaufort

TENANT SUMMARY

FAMILY DOLLAR

Dollar Tree, Inc. operates discount variety retail stores in the United States and Canada through two divisions, Dollar Tree and Family Dollar. A Fortune 200 company, Dollar Tree operates more than 14,800 stores across 48 states and five Canadian provinces. Canadian stores are flagged with the Dollar Tree Canada banner.

As shoppers enter their neighborhood Family Dollar, they'll find great values on the name brands they trust in a clean, well-organized store staffed with friendly team members who are members of the local community. The average size of Family Dollar store is approximately 7,000 square feet, and more stores are operated in leased facilities. This relatively small footprint allows the Company to open new stores in rural areas and small towns, as well as in large urban neighborhoods. Within these markets, the stores are located in shopping centers or as free-standing building and all are convenient to the Company's customer base.

Family Dollar offers a compelling mix of merchandise for the whole family. Ranging from an expanded assortment of refrigerated and frozen foods and health and beauty items to home décor and seasonal items, Family Dollar offers the lowest possible price the name brand and quality private-brand merchandise customers need and use every day.



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FAMILY DOLLAR



CHARLOTTE, NC

HEADQUARTERS

60,000

EMPLOYEES

8,000+

LOCATIONS

PUBLIC

OWNERSHIP

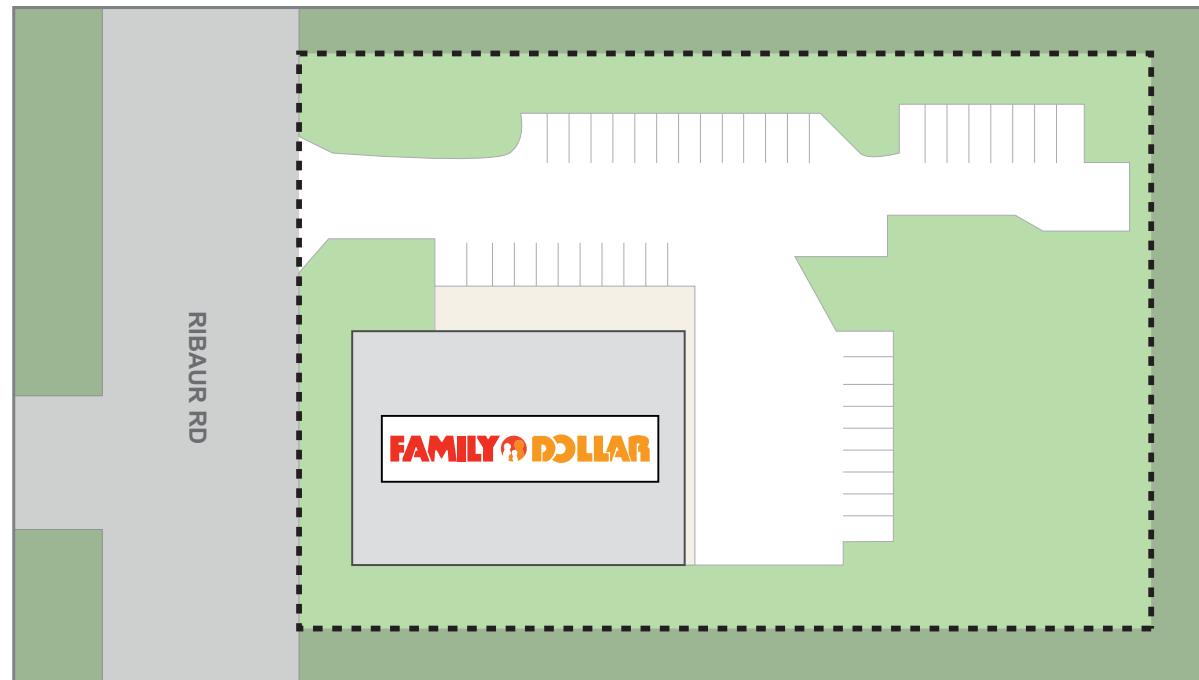
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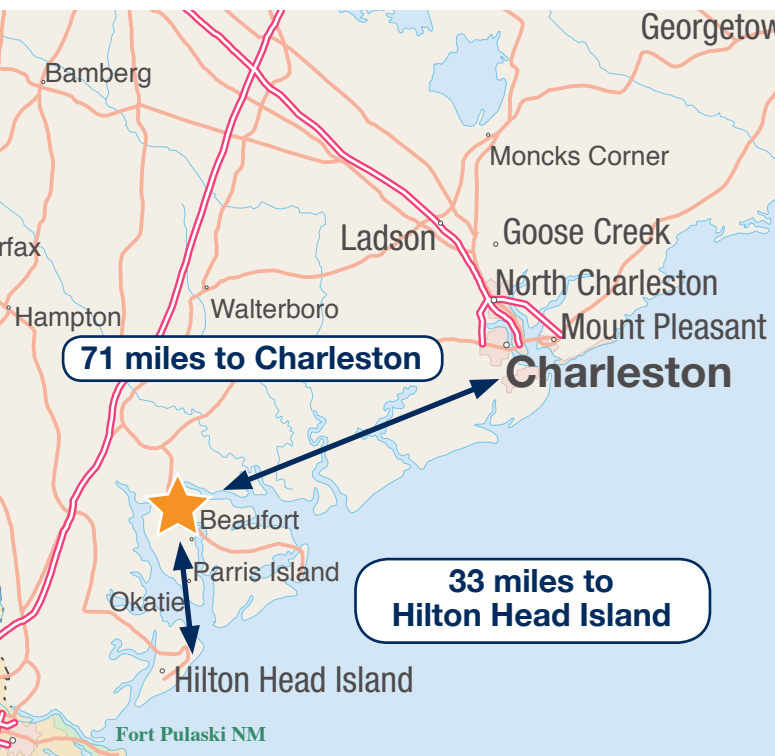
TICKER: NYSE

\$10.4B

ANNUAL SALES

SITE PLAN





MAJOR EMPLOYERS: BEAUFORT, SC

Beaufort County School District	3,400
Beaufort Memorial Hospital	1,750
Beaufort County	1,273
Marine Corp Recruit Depot	882
Marine Corp Air Station	700
Hilton Head Medical Center	600
Walmart Associates Inc.	520
Hilton Head Marriott and Beach Resort	520
The Westin Resort	450
Crowne Plaza Resort	430

LOCATION HIGHLIGHTS

BEAUFORT, SC

IN CLOSE PROXIMITY TO THE RESORT AREA OF HILTON HEAD ISLAND



Being located on the peninsula isolates residents to shop locally.
Barriers to entry



Ribaut Road is the main thoroughfare that dissects the Peninsula. If you wish to traverse the region, you almost have to drive along Ribaut (and in front of the subject site)



The region is affluent, the real estate value continues to grow accordingly



Curb appeal with the building being all brick, attracting motorists and passersby

LOCATION OVERVIEW

BEAUFORT, SOUTH CAROLINA

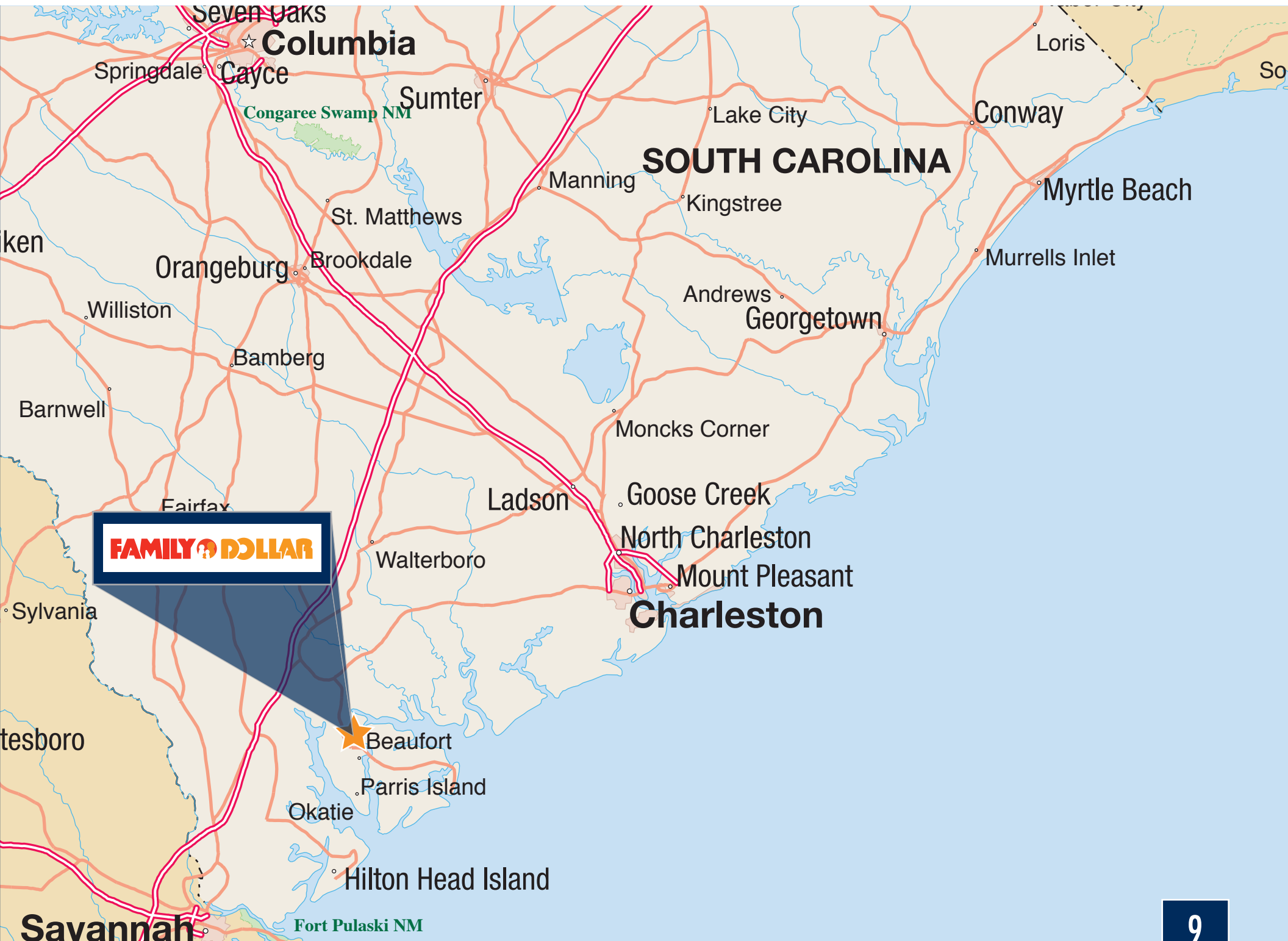
Beaufort, South Carolina, is located on Port Royal Island, one of South Carolina's Coastal Sea Islands. Founded in 1711, Beaufort is South Carolina's second oldest city. Southern Living Magazine named Beaufort one of "The South's Prettiest Towns," which is not difficult to imagine after seeing the city's BEAUTIFUL verandas. The moss-hung oaks and stunning river views instantly charm everyone. Beaufort is on the direct interstate connection between the Savannah-Hilton Head International Airport and the Port of Savannah, bringing in many people through the Interstate-95 and Highway-17 freeways. Filled with kind people, southern hospitality, and endless sights to see, Beaufort is the hidden secret South Carolina is waiting for everyone to discover.

Businesses are always welcome in Beaufort. Conveniently located between 2 major ports, Savannah and Charleston, Beaufort is the perfect place to grow any business. With its business-friendly environment and beautiful coastal setting, Beaufort feels like home. Business parks and industrial sites are convenient and affordable in Beaufort, making everyone welcome. The Beaufort Regional Chamber of Commerce, the unified voice for the business community, has facilitated in creating new and better jobs and investments in Beaufort County. They are continuously developing a business-friendly environment where businesses are encouraged to thrive and continue investing here. Since

Beaufort is filled with American history. The Revolutionary War's Battle of Grays Hills took place just outside of Beaufort. A Beaufort District plantation owner, Thomas Heyward Jr., even signed the Declaration of Independence. This can all be learned at The Beaufort History Museum

which filled with 450 years' worth of Beaufort history. One of Beaufort's most prized possessions is The Penn Center. Formerly known as The Penn School, Penn Center was founded in 1862, as one of the first schools for formerly enslaved individuals. In 1950, the school was removed from the Beaufort County School District and became the Penn Service Center. Since becoming a service center, it ushered the Civil Rights Movement in the 1960's with Dr. Martin Luther King, Jr. and as served a platform for various social justice movements to take place. The Penn Center is also known for preserving and promoting Gullah culture, which it continues to do today.

Beaufort is a city full of casual, seaside charm, for residents and tourists to experience. The Hunting Island State Park, located in Beaufort County, is South Carolina's most popular state park and attracts over a million visitors per year. It's vast array of marine and land wildlife, swaying palm trees, and thousands of acres of marsh and maritime forest, keep people coming back every year. For those interested in some family fun, The Beaufort Water Festival, a 10-day festival filled with music and activities, is perfect for everyone to enjoy. This festival brings the community together and attracts many people to the Beaufort coast. Beaufort is also famous for being the location where many scenes for Forrest Gump were filmed. Tourists can run through the Woods Memorial Bridge, as Forrest did in the film, and relive some of the most iconic scenes. With its welcoming environment and peaceful coast, Beaufort is the perfect place for everyone to visit and develop any businesses.



DEMOGRAPHICS / BEAUFORT, SC

FAMILY DOLLAR

 **44,971**

Total Population Within 5-Mile Radius



\$77,112

Average Household Income
Within 5-Mile Radius



\$58,878

Median Household Income
Within 5-Mile Radius

 **16,297** →  **31.55%**
Total Households Within 5-Mile Radius From 2000



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POPULATION	1 MILE	3 MILES	5 MILES
2023 Projection			
Total Population	5,512	21,596	47,568
2018 Estimate			
Total Population	5,343	20,468	44,971
2010 Census			
Total Population	4,872	18,303	39,922
2000 Census			
Total Population	5,030	17,502	36,031
Current Daytime Population			
2018 Estimate	7,429	28,901	55,963
HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2023 Projection			
Total Households	2,359	9,317	17,627
2018 Estimate			
Total Households	2,256	8,684	16,297
Average (Mean) Household Size	2.29	2.3	2.48
2010 Census			
Total Households	2,077	7,833	14,425
2000 Census			
Total Households	2,100	7,095	12,388
Occupied Units			
2023 Projection	2,359	9,317	17,627
2018 Estimate	2,421	9,426	17,484
HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
2018 Estimate			
\$150,000 or More	8.08%	11.08%	9.67%
\$100,000 - \$149,000	12.26%	14.54%	14.44%
\$75,000 - \$99,999	14.26%	12.83%	13.87%
\$50,000 - \$74,999	16.38%	16.77%	18.19%
\$35,000 - \$49,999	13.90%	11.78%	12.34%
Under \$35,000	35.12%	33.00%	31.50%
Average Household Income	\$68,432	\$79,680	\$77,112
Median Household Income	\$51,329	\$59,095	\$58,878
Per Capita Income	\$29,317	\$34,104	\$28,878

HOUSEHOLDS BY EXPENDITURE	1 MILE	3 MILES	5 MILES
Total Average Household Retail Expenditure	\$61,158	\$65,110	\$65,340
Consumer Expenditure Top 10 Categories			
Housing	\$15,804	\$16,592	\$16,675
Transportation	\$11,363	\$11,848	\$11,894
Shelter	\$8,213	\$8,581	\$8,642
Food	\$6,515	\$6,946	\$7,045
Personal Insurance and Pensions	\$5,654	\$6,129	\$6,096
Health Care	\$4,772	\$5,098	\$5,007
Utilities	\$4,062	\$4,251	\$4,286
Cash Contributions	\$2,438	\$2,680	\$2,637
Entertainment	\$2,310	\$2,427	\$2,412
Apparel	\$1,719	\$1,864	\$1,890

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
Population By Age			
2018 Estimate Total Population	5,343	20,468	44,971
Under 20	23.91%	23.21%	26.59%
20 to 34 Years	19.76%	21.02%	25.07%
35 to 39 Years	5.11%	5.33%	5.04%
40 to 49 Years	9.74%	10.18%	9.78%
50 to 64 Years	19.09%	19.95%	17.44%
Age 65+	22.38%	20.32%	16.08%
Median Age	41.26	40.44	33.52
Population 25+ by Education Level			
2018 Estimate Population Age 25+	3,734	14,333	28,054
Elementary (0-8)	1.99%	1.77%	1.89%
Some High School (9-11)	6.19%	6.74%	6.39%
High School Graduate (12)	23.74%	22.75%	26.22%
Some College (13-15)	24.55%	21.90%	23.27%
Associate Degree Only	10.52%	9.17%	8.54%
Bachelors Degree Only	19.14%	20.86%	18.11%
Graduate Degree	13.55%	16.19%	14.72%



**BEAUFORT
SOUTH CAROLINA**

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