



# **DOLLAR TREE**

**(GRAND OPENING JULY 2019)**

**121 NORTH STREET, SOUTHBRIDGE, MASSACHUSETTS**

**SINGLE TENANT INVESTMENT OPPORTUNITY**





## EXCLUSIVELY MARKETING BY

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## INVESTMENT SUMMARY



SRS National Net Lease Group is pleased to offer the opportunity to acquire the fee simple interest (land & building ownership) in a NNN leased, corporate guaranteed, newly remodeled, Dollar Tree investment property located in Southbridge, MA. The tenant, Dollar Tree Stores Inc., recently signed a brand new 10 year-lease with 3 (5-year) options to extend. The lease features variable rental increases at the beginning of each option period, generating healthy NOI growth. The lease is NNN with landlord responsibilities limited to roof, structure, foundation, and parking lot, and is guaranteed by Dollar Tree, Inc. (NYSE: DLTR) with a credit rating of BBB- from Standard & Poor's. The building is currently undergoing a complete foundation up renovation for its transformation to the Dollar Tree concept. This includes new parking lot paving, new sidewalk and curbing, new paint on the building, new HVAC units, and a remodel of the interior to Dollar Tree specifications. There is also a new EDPM roof with a 20 year warranty. The store is slated to open by July of 2019.

The Dollar Tree property is strategically located at the signalized, hard corner intersection of North St. and State Highway 169 with 9,600 vehicles passing by daily. The asset is ideally positioned across the street from the Southbridge Hotel & Conference Center which features 203 hotel rooms and a 24,000 SF conference center, providing a direct consumer base to draw from. Southbridge is conventionally located between Boston, Springfield, Hartford, CT, and Providence, RI, making this a premier meeting destination. Additionally, the site is in close proximity to national/credit tenants including Rite Aid, CVS Pharmacy, Advance Auto Parts, Family Dollar, Anytime Fitness, and more, promoting crossover traffic to the site. The 5-mile trade area is supported by a population of over 30,000 residents with an average household income of \$84,860.



# OFFERING SUMMARY



## PROPERTY SPECIFICATIONS

Pricing:	\$2,077,000
Net Operating Income:	\$140,184
Cap Rate:	6.75%
Guaranty:	Corporate
Tenant:	Dollar Tree Stores, Inc.
Lease Type:	NNN
Landlord Responsibilities:	Roof, Structure, Foundation, and Parking Lot

## OFFERING

Rentable Area:	12,240 SF
Land Area	1.00 Acres
Property Address:	121 North Street, Southbridge, MA 01550
Year Built / Renovated:	1965 / 2019 (Estimated Opening in July)
Parcel Number:	SBRI-000036-000124-000001
Ownership:	Fee Simple (Land and Building)



# INVESTMENT HIGHLIGHTS

## Dollar Tree Corporate Guaranteed Lease | Options To Extend | Grand Opening July

- Dollar Tree Stores, Inc. (S&P: BBB- | NASDAQ: DLTR) corporate guaranteed lease
- Brand new 10 year lease with 3 (5-Year) option periods to extend
- Variable increase at the beginning of each option period
- The building is undergoing a complete foundation up renovation for Dollar Tree that includes new parking lot paving, new paint on the building, new HVAC units, and a remodel of the interior to Dollar Tree specifications
- New EDPM roof with a 20 year warranty
- The store is slated to open by July 2019

## NNN Lease | Fee Simple | Minimal Landlord Responsibilities

- Tenant pays for CAM, taxes, and insurance
- Landlord responsibilities limited to roof, structure, foundation, and parking lot

## Signalized, Hard Corner Intersection | Excellent Visibility & Access | Large Pylon Sign

- The asset is strategically located at the signalized, hard corner intersection of North St. and State Highway 169 with 9,600 vehicles passing by daily
- Equipped with a large pylon sign, providing excellent visibility to passing cars

## Across From Southbridge Hotel & Conference Center | Nearby National/Credit Tenants

- Ideally positioned across the street from the Southbridge Hotel & Conference Center which features 203 hotel rooms and a 24,000 SF conference center, providing a direct consumer base to draw from
- Nearby national/credit tenants include Rite Aid, CVS Pharmacy, Advance Auto Parts, Family Dollar, Anytime Fitness, and more
- Promotes crossover traffic to the site

## Strong Demographics In 5-mile Trade Area

- More than 30,000 residents and 12,800 employees support the trade area
- \$84,860 average household income



# PROPERTY OVERVIEW



**PARCEL MAP**



## Parcel

Parcel Number: SBRI-000036-000124-000001  
Acres: 1.00  
Square Feet: 43,560 SF

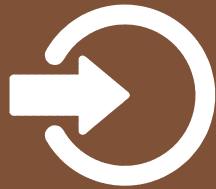


## Improvements

12,240 SF

## Year Built

1965/2019 (Renovated)



## Access

North Street  
1 Access Point



## Parking

There are approximately 32 parking spaces on the owned parcel. The parking ratio is approximately 1.71 stalls per 1,000 SF of leasable area.



## Traffic Counts

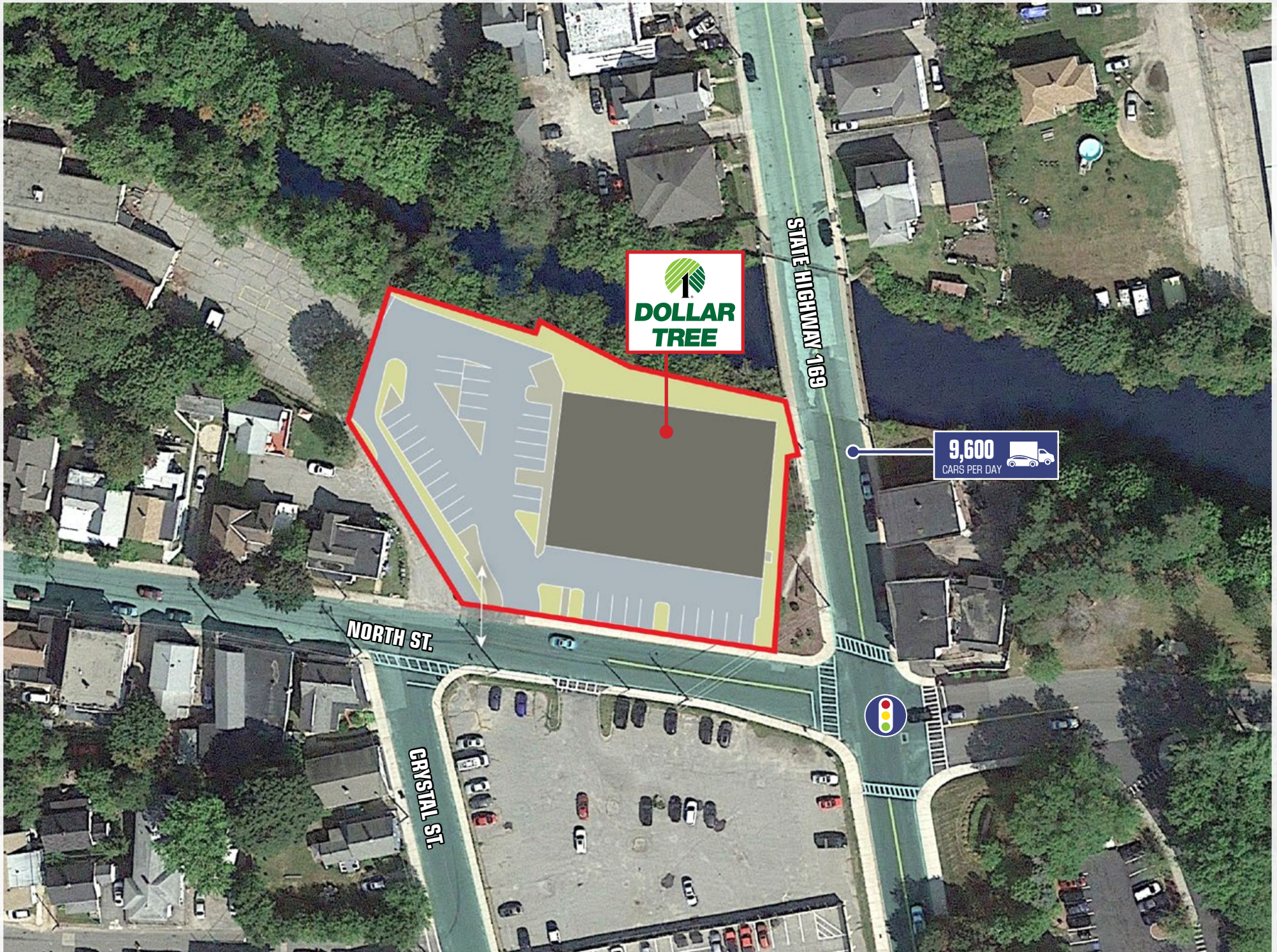
State Highway 169  
9,600 Cars Per Day



## Zoning

Commercial













C AND C PROPERTIES

9,600  
CARS PER DAY



169

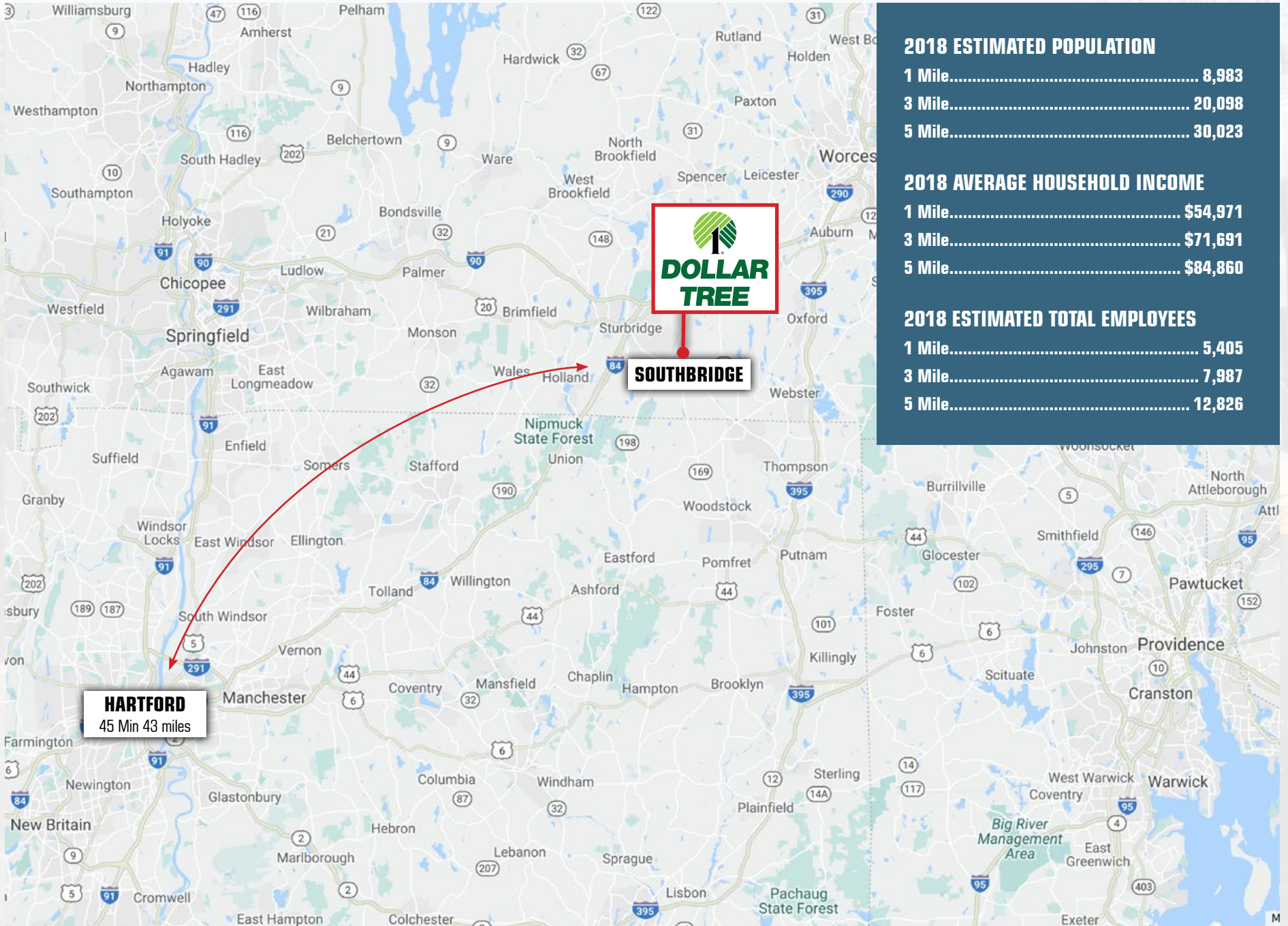
GANODERMA HEALTHY  
MUSHROOM COFFEE AND TEA

PYLON SIGN

NORTH ST.



# LOCATION MAP





# AREA OVERVIEW

## Southbridge, Massachusetts

The Town of Southbridge has a city form of government with a city council legislative body, but via a statute calls itself a Town. It is located in Worcester County, Massachusetts, United States. The City of Southbridge Town had a population of 16,792 as of July 1, 2018.

Southbridge has three public elementary schools, formerly “neighborhood schools” serving grades K-5. Since the 1988–1989 school year, however, all kindergarten and 1st grade classes have been at Eastford Road School; all of grades 2–3 at Charlton Street School; and all of grades 4–5 at West Street School. Grades 6–12 are at Southbridge Middle/High School. Southbridge residents can also attend Bay Path Regional Vocational Technical High School in Charlton. In addition to the public schools, a parochial private school, Trinity Catholic Academy, serves pre-k through eighth grade. On January 26, 2016, the Massachusetts Board of Elementary and Secondary Education placed Southbridge School District in state receivership. The Worcester State College offers facilities for higher studies.

Southbridge offers facilities for activities that would appeal to a wide range of people. Parks, golf courses, theatres, and hiking trails are all available. Whether you simply want to relax or have fun, Southbridge would have an ideal opportunity waiting for you.

Southbridge is served by Southbridge Municipal Airport (3B0), a public owned airport managed through a contract with Jim's Flying Service. Runway 02/20 has a 3501 x 75 feet asphalt surface.

Air transportation is available from Worcester Regional Airport.

Worcester County is a county located in the U.S. state of Massachusetts. The largest city and traditional county seat is the city of Worcester. Worcester County is included in the Worcester, MA-CT Metropolitan Statistical Area as well as the Boston-Worcester-Providence, MA-RI-NH-CT Combined Statistical Area.

The state correctional system in the County is known as the Worcester County Jail or “House of Corrections” at West Boylston, and the Worcester County District courts (state administered) are housed at Worcester, Fitchburg and other district courts within county boundaries. The Worcester County district attorney is a county-wide position even though the district includes one town from a neighboring county. In Massachusetts, Sheriffs have more limited roles than most states and are responsible for corrections, court service and bailiffs and jail release programs.





# AREA DEMOGRAPHICS

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
2018 Estimated Population	8,983	20,098	30,023
2023 Projected Population	9,079	20,361	30,573
2010 Census Population	8,891	19,815	29,243
Projected Annual Growth 2018 to 2023	0.21%	0.26%	0.36%
Historical Annual Growth 2010 to 2018	0.12%	0.17%	0.32%
2018 Estimated Households	3,627	7,975	11,849
2023 Projected Households	3,651	8,046	12,028
2010 Census Households	3,631	7,949	11,644
Projected Annual Growth 2018 to 2023	0.13%	0.18%	0.30%
2018 Estimated White	90.40%	91.96%	93.26%
2018 Estimated Black or African American	3.46%	2.92%	2.32%
2018 Estimated Asian or Pacific Islander	2.15%	2.33%	2.17%
2018 Estimated American Indian or Native Alaskan	0.67%	0.56%	0.43%
2018 Estimated Other Races	18.32%	12.24%	8.51%
2018 Estimated Hispanic	40.77%	29.36%	21.03%
2018 Estimated Average Household Income	\$54,971	\$71,691	\$84,860
2018 Estimated Median Household Income	\$42,120	\$54,202	\$65,156
2018 Estimated Per Capita Income	\$22,917	\$28,954	\$33,450
2018 Estimated Total Businesses	407	710	1,112
2018 Estimated Total Employees	5,405	7,987	12,826





# RENT ROLL

TENANT NAME	SQUARE FEET	LEASE TERM		BEGIN	INCREASE	RENTAL RATES		ANNUALLY	PSF	RECOVERY TYPE	OPTIONS
		LEASE START	LEASE END			MONTHLY	PSF				
Dollar Tree (Corporate Guaranty)	12,240	July 2019 (est)	July 2029 (est)	Year 1	-	\$11,682	\$0.95	\$140,184	\$11.45	NNN	3 (5-Year) Opt 1: \$146,124/YR Opt 2: \$152,064/YR Opt 3: \$158,004/YR



## FINANCIAL INFORMATION

Price:	\$2,077,000
Net Operating Income:	\$140,184
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## PROPERTY SPECIFICATIONS

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Land Area:	1.00 Acres
Address:	121 North Street, Southbridge, MA 01550

For financing options and loan quotes, please contact our SRS Debt & Equity team at [debtequity-npb@srsre.com](mailto:debtequity-npb@srsre.com).



# BRAND PROFILE



## DOLLAR TREE

Dollar Tree Stores, Inc. owns and operates a chain of discount variety stores in the United States. Its stores offer housewares, glassware, dinnerware, cleaning supplies, candies, snacks, foods, health and beauty products, toys, gifts, gift bags and wraps, party supplies, stationery, craft supplies, teaching supplies, books, seasonal décor items, and more. The company also sells products online. It was formerly known as Only \$1.00 Inc. and changed its name to Dollar Tree Stores, Inc. in January 1993. Dollar Tree, a Fortune 200 Company, now operates 15,000 stores across 48 states and five Canadian provinces as of May 5, 2018. Stores operate under the brands of Dollar Tree, Family Dollar and Dollar Tree Canada. The company was founded in 1986 and is based in Chesapeake, Virginia.

Company Type: Public (NASDAQ: DLTR)  
2018 Net Income: \$1.71 Billion

2018 Employees: 56,300  
2018 Assets: \$16.33 Billion  
Credit Rating: S&P: BBB-

2018 Revenue: \$22.25 Billion  
2018 Equity: \$7.18 Billion







# SRS

NATIONAL NET LEASE GROUP



**1000+**  
PROPERTIES CURRENTLY REPRESENTED



**600+**  
CLIENTS REPRESENTED IN 2016



**\$2.6B\***  
TRANSACTION VALUE



**20+**  
OFFICES



**250+**  
BROKERS, PROFESSIONALS, AND STAFF



**#1**  
LARGEST REAL ESTATE FIRM  
EXCLUSIVELY DEDICATED TO RETAIL SERVICES IN NORTH AMERICA

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