



OFFERING MEMORANDUM



202 FRONT ST E | COEBURN, VA 24230

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A photograph of a Family Dollar store with a red car parked in front. The image is overlaid with a semi-transparent red filter. The text "EXECUTIVE OVERVIEW" is centered in white, bold, sans-serif font.

EXECUTIVE OVERVIEW

INVESTMENT HIGHLIGHTS

- Upgraded Construction: This property benefits from a front brick exterior construction
- 5 years remaining on the current lease term
- Extremely attractive NN+ lease with minimal landlord responsibilities
- Property comes with a 20-year roof warranty
- Six, 5-year options, all which include a 10% rent increase
- Ideal market for a discount retailer; No competition from its competitors in the surrounding area and the site serves as the premier stop for convenience, affordable groceries and refrigerated goods
- The subject property is located in the heart of downtown Coeburn
- Located along a major thoroughfare
- Strategically located less than 1-mile from Coeburn School District

TENANT HIGHLIGHTS

- Corporate guarantee from a strong investment grade credit tenant: (S&P rated BBB-)
- Family Dollar was recently acquired by Dollar Tree, Inc. and is now considered to be the nation's largest "small-box" discount retailer
- Family Dollar & Dollar Tree have more than ±15,000 locations nationwide
- Family Dollar has unveiled plans to remodel well performing locations in 2019



A photograph of a Family Dollar store with a red-tiled roof and a parking lot filled with cars. The image is overlaid with a semi-transparent red filter. The text "FINANCIAL OVERVIEW" is written in large, white, sans-serif capital letters across the center of the image. The store's logo, featuring a red circle with a white family silhouette and the words "FAMILY DOLLAR" in red, is visible on the left side of the building. A sign above the entrance reads "DOLLAR STORE".

FINANCIAL OVERVIEW



\$1,382,166

LIST PRICE



7.85%

CAP RATE



\$108,500

NOI



±8,400 SF

GLA



±1.70 AC

LOT SIZE



2014

YEAR BUILT

TENANT SUMMARY

Tenant	Family Dollar Stores, Inc
Property Address	202 Front St E Coeburn, VA 24230
Original Lease Term	10 Years
Lease Type	NN+
Type of Ownership	Fee Simple
Years Remaining	± 5.30 Years
Options	Three, 5-Year Options
Increases	10% Every 5 Years
Rent Commencement Date	9/30/2013
Lease Expiration Date	6/30/2024

ANNUALIZED OPERATING SUMMARY

	MONTHLY	ANNUAL	RENT PSF	CAP RATE
Current - 6/30/2024	\$9,041.67	\$108,500.00	\$12.92	7.85%
Option 1	\$9,945.84	\$119,350.08	\$14.21	8.64%
Option 2	\$10,940.42	\$131,285.04	\$15.63	9.50%
Option 3	\$12,034.46	\$144,413.52	\$17.19	10.45%
Option 4	\$13,237.90	\$158,854.80	\$18.91	11.49%
Option 5	\$14,561.70	\$174,740.40	\$20.80	12.64%
Option 6	\$16,017.86	\$192,214.32	\$22.88	13.91%



SURROUNDING TENANT MAP



TENANT OVERVIEW





COMPANY NAME

Dollar Tree, Inc.

OWNERSHIP

Public

YEAR FOUNDED

1959

INDUSTRY

Dollar Stores

HEADQUARTERS

Charlotte, NC

NO. OF LOCATIONS

±8,000

TENANT OVERVIEW

When it comes to getting value for everyday items for the entire family in an easy to shop, neighborhood location, Family Dollar is the best place to go. One of the nation's fastest growing retailers, Family Dollar offers a compelling assortment of merchandise for the whole family ranging from household cleaners to name brand foods, from health and beauty aids to toys, from apparel for every age to home fashions, all for everyday low prices. While shoppers can find many items at \$1 or less, most items in the store are priced below \$10, which makes shopping fun without stretching the family budget.

GEOGRAPHIC REACH

Family Dollar serves families in more than 8,000 neighborhoods in 46 states. Texas is its largest market with 1,027 stores, followed by Florida with 584 stores. The Dollar Tree merger with Family Dollar now creates a combined organization with sales exceeding \$19 billion annually with more than 13,600 stores across 48 states and five Canadian Provinces. The merger has allowed Family Dollar to grow offering broader, more compelling merchandise assortments, with greater values, to a wider array of customers.

STRATEGY

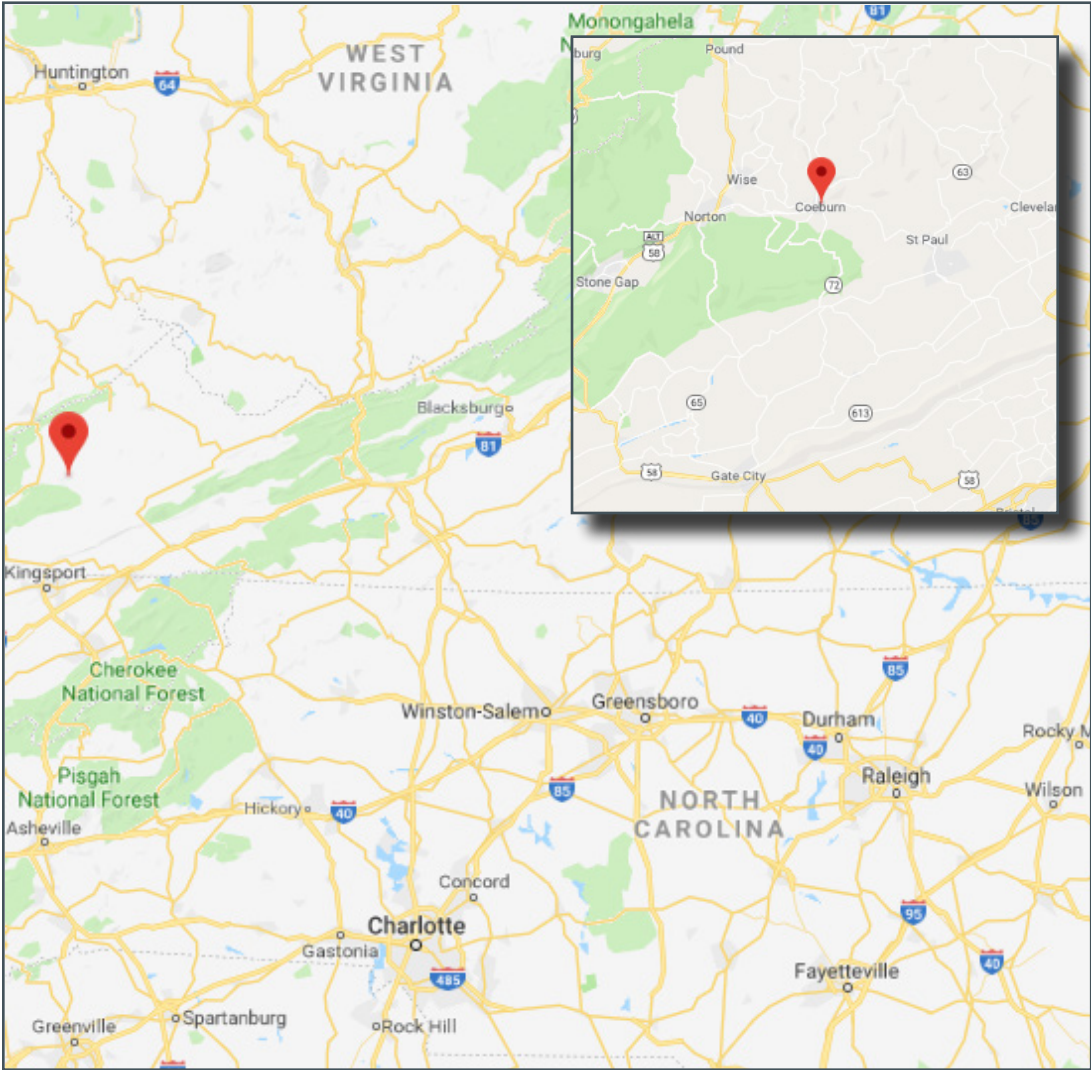
Family Dollar offers a compelling mix of merchandise for the whole family. Ranging from an expanded assortment of refrigerated and frozen foods and health and beauty items to home décor and seasonal items, Family Dollar offers the lowest possible price, the name brand and quality private-brand merchandise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

An aerial photograph of a city skyline at dusk, featuring a prominent blue skyscraper and various residential and commercial buildings. The entire image is overlaid with a semi-transparent pinkish-red gradient. The text "AREA OVERVIEW" is centered in white, bold, sans-serif font.

AREA OVERVIEW

COEBURN, VA

The town of Coeburn, Virginia sits in the mountains of Southwest Virginia. Coeburn is situated in the southeastern portion of Wise County, just off Route 58. Wise County is known for its beautiful scenery. Residents and visitors are able to hike many trails, one being the Appalachian Trail. Wise County is also home to many parks such as Miners' Park in Big Stone Gap, and more. Besides the scenery, Wise County Public Schools are popular and have roughly 7,000 students enrolled. Education in the area spans from elementary up to colleges and universities.



DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
2010 Census	5,231	9,626	30,053
2019 Estimate	5,034	9,056	28,168
2024 Projection	5,026	8,955	27,769

HOUSEHOLDS	3-MILE	5-MILE	10-MILE
2010 Census	2,095	3,848	12,206
2019 Estimate	1,974	3,589	11,475
2024 Projection	1,957	3,539	11,328

INCOME	3-MILE	5-MILE	10-MILE
Average HH Income	\$42,570	\$45,454	\$48,599

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Family Dollar** located in **202 Front Street E, Coeburn, VA 24230** ("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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