



DOLLAR TREE®



Marcus & Millichap

DOLLARTREE

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DOLLAR TREE | WADENA, MN 95 JUNIPER AVENUE

01

FINANCIAL OVERVIEW

ADDRESS:
95 Juniper Avenue, Wadena, Minnesota 56482

| | |
|----------------------|------------|
| Price: | \$960,000 |
| Cap Rate: | 7.50% |
| Gross Leasable Area: | 8,000 |
| Price PSF: | \$120.00 |
| Year Built: | 2014 |
| Lot Size: | 1.27 Acres |

Lease Summary

| | |
|-------------------------|-------------------------|
| Lease Type: | Modified NNN |
| Roof & Structure: | Landlord Responsible |
| Lease Term: | 10 Years |
| Rent Commencement: | November 13, 2014 |
| Lease Expiration: | January 31, 2025 |
| Term Remaining: | 5.75 Years |
| Increases: | \$.50/psf every 5 Years |
| Options: | Two, Five-Year |
| Option to Terminate: | Yes |
| Right of First Refusal: | None |



PRICE
\$960,000



CAP RATE
7.50%



NOI
\$72,000



YEAR BUILT
2014



YEARS LEFT
5.75 Years



OPTIONS
(2), Five-Year

Demographics

| | 1-Mile | 5-Mile | 10-Mile |
|-------------------|----------|----------|----------|
| Population | 3,349 | 5,195 | 7,104 |
| Average HH Income | \$49,543 | \$53,737 | \$57,070 |



| TENANT INFO | | | LEASE TERMS | | RENT SUMMARY | | | | |
|----------------|---------|-----------|-------------|-----------|--------------|-------------|---------|-----------------|---------------|
| Tenant | Sq. Ft. | % of GLA | Lease Start | Lease End | Monthly Rent | Annual Rent | Rent/FT | Lease Type | Option Terms |
| Dollar Tree | 8,000 | 100% | 11/13/2014 | 1/31/2025 | \$6,000 | \$72,000 | \$9.00 | Modified NNN | (2) Five-Year |
| | | Increase | 2/1/2019 | 1/31/2025 | \$6,333 | \$76,000 | \$9.50 | | |
| | | Option I | 2/1/2025 | 1/31/2030 | \$6,666 | \$80,000 | \$10.00 | | |
| | | Option II | 2/1/2030 | 1/31/2035 | \$7,000 | \$84,000 | \$10.50 | | |
| Current Totals | 8,000 | 100% | | | \$6,000 | \$72,000 | \$9.00 | | |
| Occupied | 8,000 | 100% | | | \$6,000 | \$72,000 | \$9.00 | | |
| Vacant | | | | | | | | | |





DOLLAR TREE

OWNERSHIP:

PUBLIC

.....

TENANT:

CORPORATE

.....

WEBSITE:

WWW.DOLLARTREE.COM



Representative Photo

TENANT OVERVIEW

Dollar Tree, Inc. is an American chain of discount variety stores that sells items for \$1 or less. Headquartered in Chesapeake, Virginia, it is a member company of Fortune 500 and operates 13,600 stores throughout the 48 contiguous U.S. states and Canada. Its stores are supported by a nationwide logistics network of eleven distribution centers. The company operates one-dollar stores under the names of Dollar Tree and Dollar Bills. The company also operates multi-price-point variety chains under the names Deals and Family Dollar. Dollar Tree competes in the dollar store and low-end retail markets. Each Dollar Tree stocks a variety of products including national, regional, and private-label brands.

| | | |
|--|---|------------------------------------|
| 13,600+ LOCATIONS |  HEADQUARTERED IN Chesapeake, VA | |
| \$8.6 Billion COMPANY REVENUE | STOCK SYMBOL NASDAQ: DTR | BB+ S&P CREDIT RATING |



| | |
|--------------------------------|---|
| COMMON AREA MAINTENANCE | Tenant Responsible |
| REAL ESTATE TAXES | Tenant Responsible; Landlord pays and Tenant fully reimburses in monthly installments |
| INSURANCE | Tenant Responsible; Landlord pays and Tenant fully reimburses for Property Insurance |
| ROOF & STRUCTURE | Landlord Responsible for Repairs & Replacement |
| HVAC | Tenant Responsible for Maintenance; Landlord Responsible for Replacement |
| SALES TERMINATION OPTION | Tenant may submit notice to terminate during months 60-63 if the trailing 12 months' sales are below their established threshold measured during lease months 49-60. Lease will terminate 30 days after delivery of notice. |



Representative Photo

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DOLLAR TREE | WADENA, MN 95 JUNIPER AVENUE

02

INVESTMENT OVERVIEW



INVESTMENT HIGHLIGHTS

- Walmart Supercenter Shadow Anchored
- Built-to-Suit for Dollar Tree in 2014 | Zero Deferred Maintenance
- Original 10-Year Lease | 5.75 Years of Lease Term Remaining
- Modified NNN Lease | Minimal Landlord Responsibility
- Two, Five-Year Renewal Options Available
- Rent Increases in Year 6 of Base Term & in Each of the Renewal Options
- Investment Grade BB+ Credit Rating (Standard & Poor's)

Marcus & Millichap is pleased to exclusively present for your acquisition review the net leased Dollar Tree in Wadena, Minnesota.

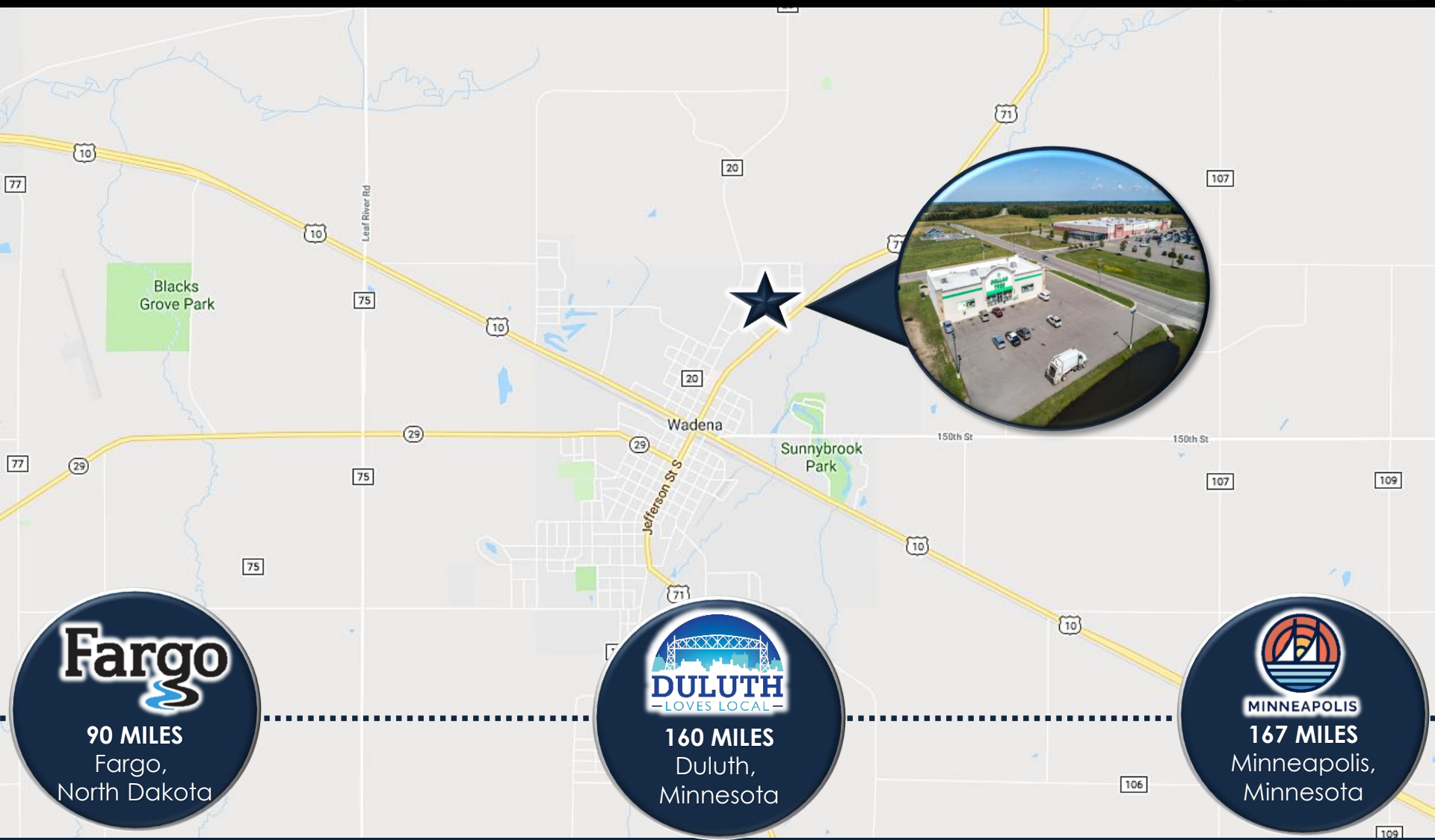
The 8,000 square foot building was built-to-suit for Dollar Tree in 2014, with Dollar Tree signing an original 10 year lease. The current lease expiration is set for January 31, 2025 leaving 5.75 years of base lease term left with an increase on February 1, 2019. There are two, five-year renewal options available each of which having a rental increase. The lease is modified triple net, with the landlord being responsible for the roof and structural components of the building and the tenant responsible for all common area maintenance, real estate taxes and insurance.

The Dollar Tree is shadow anchored by a Walmart Supercenter and is next to Subway and Burger King. There is zero discount store competition for Dollar Tree in this market and the only grocery store competition comes from the Walmart. The building has excellent exposure off U.S. Route 71 and benefits from the dense traffic counts driven by Walmart.

Dollar Tree is a Fortune 150 company and operates more than 14,835 locations across 48 states and Canada. In July 2015, Dollar Tree completed its purchase of Family Dollar after a long-awaited completion of the deal that drew close to a yearlong takeover saga that included a hostile buyout attempt from another discount retailer, Dollar General.







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DOLLAR TREE | WADENA, MN 95 JUNIPER AVENUE

03

MARKET OVERVIEW



Population

In 2017, the population in your selected geography is 5,868. The population has changed by -5.34% since 2000. It is estimated that the population in your area will be 5,822.00 five years from now, which represents a change of -0.78% from the current year. The current population is 49.07% male and 50.93% female. The median age of the population in your area is 41.24, compare this to the US average which is 37.83. The population density in your area is 74.49 people per square mile.



Households

There are currently 2,479 households in your selected geography. The number of households has changed by -0.60% since 2000. It is estimated that the number of households in your area will be 2,499 five years from now, which represents a change of 0.81% from the current year. The average household size in your area is 2.24 persons.



Income

In 2017, the median household income for your selected geography is \$43,533, compare this to the US average which is currently \$56,286. The median household income for your area has changed by 43.59% since 2000. It is estimated that the median household income in your area will be \$49,041 five years from now, which represents a change of 12.65% from the current year.

The current year per capita income in your area is \$23,584, compare this to the US average, which is \$30,982. The current year average household income in your area is \$54,790, compare this to the US average which is \$81,217.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 95.26% White, 1.60% Black, 0.00% Native American and 0.48% Asian/Pacific Islander. Compare these to US averages which are: 70.42% White, 12.85% Black, 0.19% Native American and 5.53% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 1.94% of the current year population in your selected area. Compare this to the US average of 17.88%.



Employment

In 2017, there are 3,499 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 52.61% of employees are employed in white-collar occupations in this geography, and 47.35% are employed in blue-collar occupations. In 2017, unemployment in this area is 6.19%. In 2000, the average time traveled to work was 19.00 minutes.

Demographic Report | 16

| POPULATION | 1 Miles | 3 Miles | 5 Miles |
|-------------------------------|----------|----------|----------|
| ■ 2022 Projection | | | |
| Total Population | 1,128 | 4,808 | 5,822 |
| ■ 2017 Estimate | | | |
| Total Population | 1,155 | 4,869 | 5,868 |
| ■ 2010 Census | | | |
| Total Population | 1,156 | 4,884 | 5,892 |
| ■ 2000 Census | | | |
| Total Population | 1,256 | 5,150 | 6,199 |
| ■ Current Daytime Population | | | |
| 2017 Estimate | 3,291 | 7,368 | 7,918 |
| HOUSEHOLDS | 1 Miles | 3 Miles | 5 Miles |
| ■ 2022 Projection | | | |
| Total Households | 512 | 2,148 | 2,499 |
| ■ 2017 Estimate | | | |
| Total Households | 517 | 2,140 | 2,479 |
| Average (Mean) Household Size | 2.16 | 2.18 | 2.24 |
| ■ 2010 Census | | | |
| Total Households | 519 | 2,150 | 2,493 |
| ■ 2000 Census | | | |
| Total Households | 539 | 2,164 | 2,494 |
| ■ Occupied Units | | | |
| 2022 Projection | 512 | 2,148 | 2,499 |
| 2017 Estimate | 567 | 2,337 | 2,709 |
| HOUSEHOLDS BY INCOME | 1 Miles | 3 Miles | 5 Miles |
| ■ 2017 Estimate | | | |
| \$150,000 or More | 1.34% | 4.85% | 4.84% |
| \$100,000 - \$149,000 | 2.85% | 4.81% | 5.61% |
| \$75,000 - \$99,999 | 8.91% | 9.67% | 10.21% |
| \$50,000 - \$74,999 | 20.50% | 19.66% | 20.03% |
| \$35,000 - \$49,999 | 14.30% | 16.80% | 17.07% |
| Under \$35,000 | 52.10% | 44.21% | 42.23% |
| Median Household Income | \$33,174 | \$41,949 | \$43,533 |
| Per Capita Income | \$21,020 | \$23,598 | \$23,584 |

| HOUSEHOLDS BY EXPENDITURE | 1 Miles | 3 Miles | 5 Miles |
|--|----------|----------|----------|
| Total Average Household Retail Expenditure | \$53,160 | \$59,708 | \$61,386 |
| ■ Consumer Expenditure Top 10 Categories | | | |
| Housing | \$13,947 | \$15,656 | \$16,024 |
| Transportation | \$9,374 | \$10,328 | \$10,659 |
| Shelter | \$8,270 | \$9,178 | \$9,365 |
| Food | \$5,300 | \$5,938 | \$6,103 |
| Personal Insurance and Pensions | \$4,183 | \$5,080 | \$5,367 |
| Health Care | \$3,979 | \$4,700 | \$4,814 |
| Utilities | \$2,922 | \$3,267 | \$3,348 |
| Entertainment | \$2,203 | \$2,543 | \$2,629 |
| Household Furnishings and Equipment | \$1,391 | \$1,601 | \$1,662 |
| Education | \$1,305 | \$1,430 | \$1,507 |
| POPULATION PROFILE | 1 Miles | 3 Miles | 5 Miles |
| ■ Population By Age | | | |
| 2017 Estimate Total Population | 1,155 | 4,869 | 5,868 |
| Under 20 | 23.81% | 24.78% | 25.16% |
| 20 to 34 Years | 21.76% | 18.55% | 17.86% |
| 35 to 39 Years | 5.25% | 5.61% | 5.67% |
| 40 to 49 Years | 9.71% | 10.12% | 10.48% |
| 50 to 64 Years | 17.65% | 18.85% | 19.57% |
| Age 65+ | 21.81% | 22.08% | 21.25% |
| Median Age | 39.15 | 41.01 | 41.24 |
| ■ Population 25+ by Education Level | | | |
| 2017 Estimate Population Age 25+ | 766 | 3,310 | 3,992 |
| Elementary (0-8) | 2.45% | 2.84% | 2.97% |
| Some High School (9-11) | 6.98% | 6.07% | 6.01% |
| High School Graduate (12) | 36.32% | 34.33% | 35.21% |
| Some College (13-15) | 28.93% | 27.48% | 26.61% |
| Associate Degree Only | 10.74% | 11.09% | 11.50% |
| Bachelors Degree Only | 10.30% | 11.65% | 11.61% |
| Graduate Degree | 3.35% | 6.23% | 5.80% |

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DOLLAR TREE | WADENA, MN

Minnesota BOR

Jon Ruzicka

Regional Manager, Indianapolis

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EXCLUSIVE OFFERING

PRESENTED BY:

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