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Downtown Atlanta



## Property Details &amp; Pricing Summary

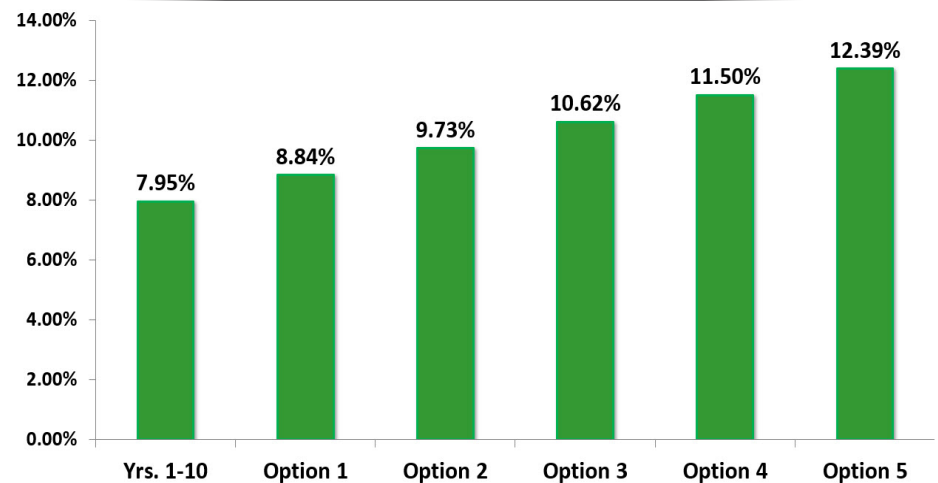
Property Address	2240 Salem Road SE, Conyers, GA 30013
Offering Price	\$1,572,000
CAP Rate	7.00%
Annual Rent	\$110,025
Building Size	9,780 <sup>(1)</sup>
Lot Size	1.09 Acres <sup>(1)</sup>
Price/SF	\$160.73
Rent/SF	\$11.25
Year Built / Renovated	1995 / 2019 <sup>(1)</sup>
Property Type	Net-Leased Discount Retail

## Tenant Lease Summary

Tenant Trade Name	Dollar Tree
Ownership	Public
Lease Guarantor	Dollar Tree Stores, Inc.
Lease Type	Double Net (Tenant Managed)
Roof & Structure	Landlord Responsible <sup>(4)</sup>
Original Lease Term	10 Years
Lease Commencement Date	2/11/2019
Est. Lease Expiration Date	4/30/2029
Remaining Lease Term	10 Years
Options	Five, 5-Year Renewal Options
Increases	\$0.50 PSF increases during each option period

Proposed New Financing Options<sup>(2)</sup>

Loan Program 1 <sup>(2)</sup>	5-Year Fixed Rate
Amortization	25 Years
Term	5-Years Fixed
Interest Rate	4.23%
Loan Program 2 <sup>(2)</sup>	10-Year Fixed Rate
Amortization	25 Years
Term	10-Year Fixed Rate
Interest Rate	4.41%
Down Payment (35%)	\$550,200
LTV / Loan Amount	65% / \$1,021,800

Pro Forma Cash-On-Cash Return<sup>(3)</sup>

(1) Building, Lot Size and Year Built/Renovated are approximate. Buyer will need to verify the accuracy of these estimates during the Due Diligence process.

(2) Loan Programs, lender's terms, and interest rates are subject to market changes. Please contact listing agent for details.

(3) Pro Forma Cash-On-Cash Return figures shown above are estimates only and subject to change depending on available financing. There is no guarantee that Dollar Tree will exercise all or any of its renewal options. Pro forma returns shown above do not take into consideration potential repair and maintenance expenses. Buyer must conduct their own due diligence.

(4) Landlord responsibilities include (but are not limited to) roof, structure, parking areas and HVAC replacement. During the first 12 months of the Lease Term, Tenant shall not be obligated to reimburse Landlord for Real Property Taxes in excess of \$1.65 per square foot of GLA and Reimbursable Insurance Costs in excess of \$0.30 per square foot of Premises GLA. Buyer will need review the Lease during due diligence for full details.

## Investment Highlights

- Four-way signalized hard-corner location with combined average daily traffic counts of 36,600
- Potential 10.17% average cash-on-cash return should Dollar Tree exercise all of their renewal option periods <sup>(1)</sup>
- Dollar Tree, Inc. (NASDAQ: DLTR) is a Fortune 200 company with over 15,073 locations / Investment grade credit rating of BBB- from Standard & Poor's. <sup>(2)</sup>
- Dense infill location with over 30,184 households and a daytime population of 85,736 located within a five-mile radius
- New 10-year corporate lease from Dollar Tree Stores, Inc. (Part of Dollar Tree, Inc a Fortune 200 Company) <sup>(2)</sup>
- Five, 5-year renewal option periods each with fixed rent increases
- Dollar Tree, Inc. (NASDAQ: DLTR) operates 15,073 locations nationwide and has over \$22.2 billion in annual sales <sup>(2)</sup>
- Excellent visibility and access: direct street frontage along Salem Road, one of the city's main north-south commercial retail corridors
- Atlanta MSA: located less than 30 minutes from Downtown Atlanta

The subject property is a single-tenant, freestanding Dollar Tree situated at a four-way signalized hard-corner with average daily traffic counts of 36,600. It has direct visibility off both Flat Shoals Road and Salem Road, which is one of the city's main north-south commercial retail corridors. The subject property is situated in a dense infill location surrounded by several national retailers including Starbucks, McDonald's, KFC, Wendy's, Taco Bell, Burger King, Dunkin' Donuts, Waffle House, Exxon, Chevron, O'Reilly Auto Parts, Pep Boys, QuikTrip, BB&T Bank and Advance Auto Parts. There are over 30,184 households with a daytime population of 85,736 located within a five-mile radius. Conyers is part of the Atlanta MSA and located less than 30 minutes from Downtown Atlanta.

Dollar Tree operates under a new, 10-year corporate lease with five, five-year renewal option periods. The each renewal option period has fixed rent increases of approximately 4%, allowing an investor to potentially achieve an average cash-on-cash return of 10.17% should Dollar Tree exercise all their options. <sup>(1)</sup> The lease is double net with minimal landlord responsibilities, which include (but are not limited to) the building's roof, structure, parking lot and HVAC (replacement only). The lease comes with a corporate guarantee from Dollar Tree Stores, Inc. In March 2008, the company created Dollar Tree, Inc., a new parent holding company, which Dollar Tree Stores, Inc. operates under. <sup>(2)</sup>

Dollar Tree, Inc. <sup>(2)</sup> is a Fortune 200 publicly traded (NASDAQ: DLTR) company and has an investment grade credit rating of BBB- by Standard & Poor's. In July 2015, Dollar Tree, Inc. completed the acquisition of Family Dollar Stores Inc., creating the largest dollar store chain nationwide with 15,273 locations generating over \$22.8 billion annually. The company now operates across 48 states and 5 provinces in Canada, employing over 176,000 people. The company was founded in 1986 and is based in Chesapeake, Virginia.

<sup>(1)</sup> Average cash-on-cash return mentioned above is an estimate only and subject to change depending on available financing. It does not take into consideration potential repair and maintenance expenses. There is no guarantee that the Tenant will exercise any of their renewal option periods. Buyer must conduct their own due diligence.

<sup>(2)</sup> Dollar Tree Stores, Inc. is a part of Dollar Tree, Inc. Additional information can be found at <http://www.dollartreeinfo.com/investors/financial/>. Buyer must conduct their own due diligence to verify the accuracy of this information and all information contained within this marketing package.

- Fortune 200 Company (Ranked #134)
- NASDAQ: DLTR
- 15,237+ Locations Across North America
- \$22.8+ Billion Annual Sales
- \$5.64+ Billion Net Worth
- Acquired Family Dollar in 2015 to Become North America's Leading Operator of Discount Variety Stores

## Dollar Tree Reports Results for the Fourth Quarter and Fiscal 2018

March 6, 2019 - Financial Highlights Include:

- Consolidated Sales of \$6.21 Billion
- Dollar Tree Same-Store Sales Increased 3.2%
- Enterprise Same-Store Sales Increased 2.4%
- Plans New Round of Testing of Multi-Price Points at Select Dollar Tree Stores

North America's leading operator of discount variety stores, today reported financial results for its fourth quarter and fiscal year ended February 2, 2019.

"Sales for the quarter were strong," stated Gary Philbin, President and Chief Executive Officer. "Our results demonstrate the increasing strength of the Dollar Tree brand, and accelerated progress on the Family Dollar turnaround, as Family Dollar delivered its strongest quarterly same-store sales growth of the year."

Philbin continued, "We are confident in our progress and we have good momentum. Our merchants at both banners have delivered a 2019 plan that we believe overcomes most of the effect of tariffs at the 25% level, and provides opportunity for margin improvements if tariffs are not increased. We moved aggressively in the fourth quarter to optimize Family Dollar's performance, including closing 84 stores and announcing plans to renovate at least 1,000 stores in 2019. The renovated stores will include new \$1.00 Dollar Tree merchandise sections. Approximately 200 Family Dollar stores will be re-bannered to Dollar Tree, and we plan to close as many as 390 Family Dollar stores this year. We also recorded an inventory reserve in part because of the different inventory needs of this new optimized store base. Excluding this markdown and the non-cash goodwill impairment charge related to Family Dollar, the combined companies performed well in the quarter."

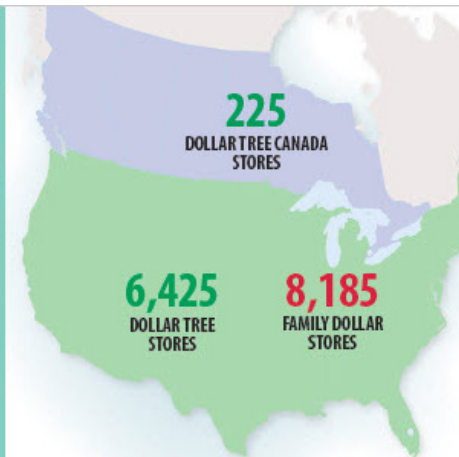
<sup>(1)</sup>Source: Summary only. For full press release, please visit <http://www.dollartreeinfo.com/investors/news/releases/>

## More Ways to Grow Our Business.

Dollar Tree is a growth company. We ended 2017 with 14,835 stores and have identified the opportunity for approximately 26,000 stores across North America. Value and convenience is increasingly important to shoppers now more than ever. Customers frequently shop Dollar Tree and Family Dollar for their fill-in trip shopping needs. For 2018, our real estate plans include...

- 650 new stores (350 Dollar Tree and 300 Family Dollar),
- 450 Family Dollar store renovations, 100 relocations or expansions and
- 50 Family Dollar to Dollar Tree re-bannerers.

We have developed a strong and efficient distribution network to support our ability to grow and maintain a low-cost operating structure. We currently own 22 distribution centers and broke ground on our 23rd facility in Warrensburg, Missouri in 2017.



## 2017 STORE COUNT INCREASE

**4.6%** DOLLAR TREE  
**2.6%** FAMILY DOLLAR



**1,250**  
REAL ESTATE  
PROJECTS PLANNED  
FOR 2018.

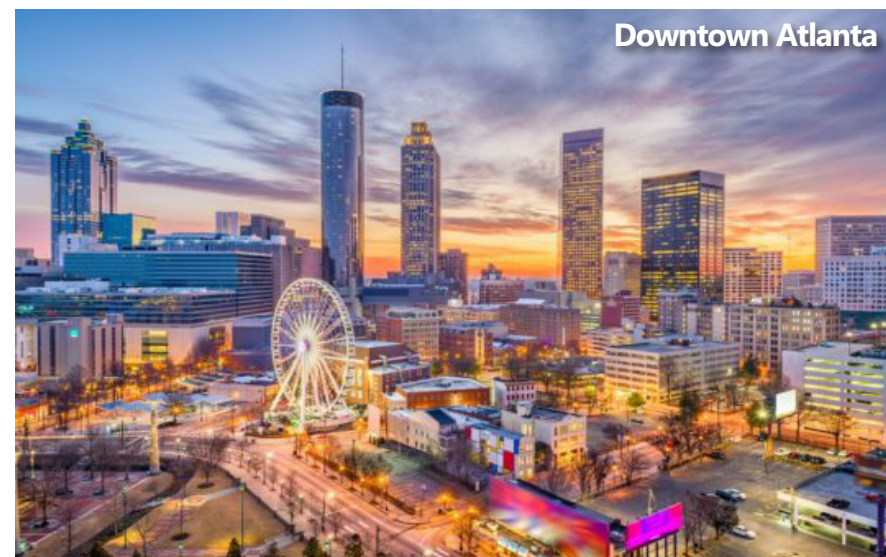


## Location Highlights & Market Overview

- Atlanta MSA - located less than 30 minutes from Downtown Atlanta
- Four-way signalized hard-corner location with average daily traffic counts of 36,600
- Excellent visibility and access: direct street frontage along Flat Shoals Road and Salem Road, the city main north-south commercial retail corridor
- Dense infill location with over 30,184 households and a daytime population of 85,736 located within a five-mile radius

Atlanta is the cultural and economic center of the Atlanta metropolitan area, home to over 5.8 million people and the ninth largest metropolitan area in the United States. The Atlanta MSA is expected to increase an average 1.5% annually over the next five years. Hartsfield-Jackson Atlanta International Airport is located seven miles south of downtown Atlanta was the busiest airport by passenger traffic in 2017 accommodating over 103 million passengers. It is the primary hub of Delta Airlines with over 1,000 flights per day. The Atlanta MSA is home to the largest concentration of colleges and universities in the southeastern United States including Georgia State University, Georgia Institute of Technology, and Emory University.

Many companies favor Atlanta for its low corporate taxes, pro-business climate, and access to national and global markets. Low home prices and a pro-business environment attract employers, which have driven unemployment far below recession. Atlanta has the 8th largest metropolitan economy in the U.S. with \$304 billion in gross metropolitan product (the region's total output of goods and services) and ranks 17th-largest in the world. Atlanta's economy is considered diverse, with sectors including logistics, professional and business services, media operations, and information technology. Atlanta also ranks fourth in the number of Fortune 500 companies within city boundaries including such companies as Genuine Parts Company, Home Depot, Newell Rubbermaid, Coca Cola, Delta Air Lines, Southern Company, UPS, RockTenn, SunTrust Bank, NCR, and AGCO.



### Major Employers in the Atlanta MSA

Delta Air Line:	31,237
Emory University:	29,937
Wal-Mart Stores, Inc:	20,532
The Home Depot:	20,000
AT&T:	17,882
Kroger:	14,753
Publix Supermarkets:	9,494
Coca-Cola:	8,761
UPS:	8,727
Center for Disease Control:	8,539
Bank of America:	6,800





















## Demographic Summary

Population	1-Mile	3-Miles	5-Miles
2000 Population	2,846	21,672	56,074
2010 Population	4,297	33,750	81,041
2017 Est. Population	4,561	35,642	85,635
Est. Growth 2017-2022	14.30%	11.38%	10.55%
Growth 2000-2010	51.00%	55.73%	44.52%

Households	1-Mile	3-Miles	5-Miles
2000 Households	1,100	7,915	19,801
2010 Households	4,297	33,750	81,041
2017 Households	1,660	12,746	30,184
2022 Households Projections	1,930	14,527	34,235
Growth 2000 - 2010	43.38%	54.13%	45.82%
2017 Est. Daytime Population	4,933	33,242	85,736
2010 Owner Occupied Housing Units	59.3%	67.2%	68.2%
2010 Renter Occupied Housing Units	40.7%	32.8%	31.8%
2010 Vacant	11.99%	11.14%	10.52%
2017 Owner Occupied Housing Units	55.2%	62.5%	63.8%
2017 Renter Occupied Housing Units	44.8%	37.5%	36.2%
2017 Vacant	9.13%	8.08%	7.43%
2022 Owner Occupied Housing Units	56.6%	62.5%	63.3%
2022 Renter Occupied Housing Units	44.8%	37.5%	36.2%
2022 Vacant	9.25%	8.37%	7.77%

Income	1-Mile	3-Miles	5-Miles
\$10,000-\$14,999	3.08%	4.27%	5.16%
\$15,000-\$24,999	14.50%	11.01%	11.39%
\$25,000-\$34,999	10.31%	9.77%	10.02%
\$35,000-\$49,999	17.96%	17.11%	17.57%
\$50,000-\$74,999	18.82%	20.51%	20.33%
\$75,000-\$99,999	13.45%	12.81%	12.15%
\$100,000-\$149,999	12.48%	11.77%	11.07%
\$150,000-\$199,999	3.93%	4.71%	4.38%
\$200,000 or More	0.97%	1.83%	1.70%
2017 Est. Median Household Income	\$49,621	\$51,623	\$49,656
2017 Est. Average Household Income	\$63,187	\$66,439	\$64,337



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**Conyers, GA  
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