

Marcus & Millichap

THE IACONO TEAM

Offering Memorandum



Family Dollar

1756 Genesee St, Buffalo, NY 14211

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INVESTMENT OVERVIEW

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EXECUTIVE SUMMARY

OFFERING SUMMARY

Price	\$1,986,000
Net Operating Income	\$139,054
Capitalization Rate - Current	7.00%
Price / SF	\$218.07
Rent / SF	\$15.27
Lease Type	NN
Gross Leasable Area	9,107 SF
Year Built / Renovated	2019
Lot Size	1.07 acre(s)



LOCATION HIGHLIGHTS



383,992
5-Mile Population



\$58,620
5-Mile Average Household Income



167,595
5-Mile Estimated Households



27,015
Combined Vehicles Per Day

INVESTMENT OVERVIEW

Marcus and Millichap is pleased to exclusively present a newly constructed, net leased Family Dollar in Buffalo, NY. The property is subject to a NN corporately guaranteed lease. There are 10 years remaining on the base term and six 5 year option periods available. The lease calls for rental increases of 5% in each option period.

Family Dollar operates more than 8,200 stores across the US and sells a variety of merchandise from diapers to household chemicals to automotive supplies. All of Family Dollar's merchandise is under \$10. In 2015, Family Dollar was acquired by Dollar Tree for \$8.5 billion. The company was founded in 1959 and is headquartered in Matthews, NC.

The subject property is located less than four miles from downtown Buffalo. The property is situated near a signalized intersection with 27,015 combined vehicles per day. In addition, there are more than four bus stops in walking distance that go to downtown Buffalo. There are many national retailers nearby including Save-A-Lot, Rite-Aid, McDonald's, Verizon, and more. The area is very densely populated with more than 383k people residing within 5 miles. Average household income and population density for the surrounding market are ideal discount store demographics.

INVESTMENT HIGHLIGHTS

- Brand New 2019 Construction
- NN Lease – Limited Landlord Responsibilities
- Investment Grade Tenant – BBB- Rating from S&P
- Excellent Demographics – Over 383k People in 5 Miles
- 5% Rental Increases in Each Option

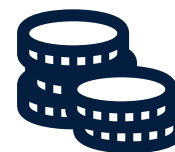




OWNERSHIP:
PUBLIC

CORPORATE
GUARANTEE

WEBSITE:
www.FamilyDollar.com



2018 SALES: \$11.1B

*2018 Financial Statement



NYSE:
DLTR



8,200+
LOCATIONS



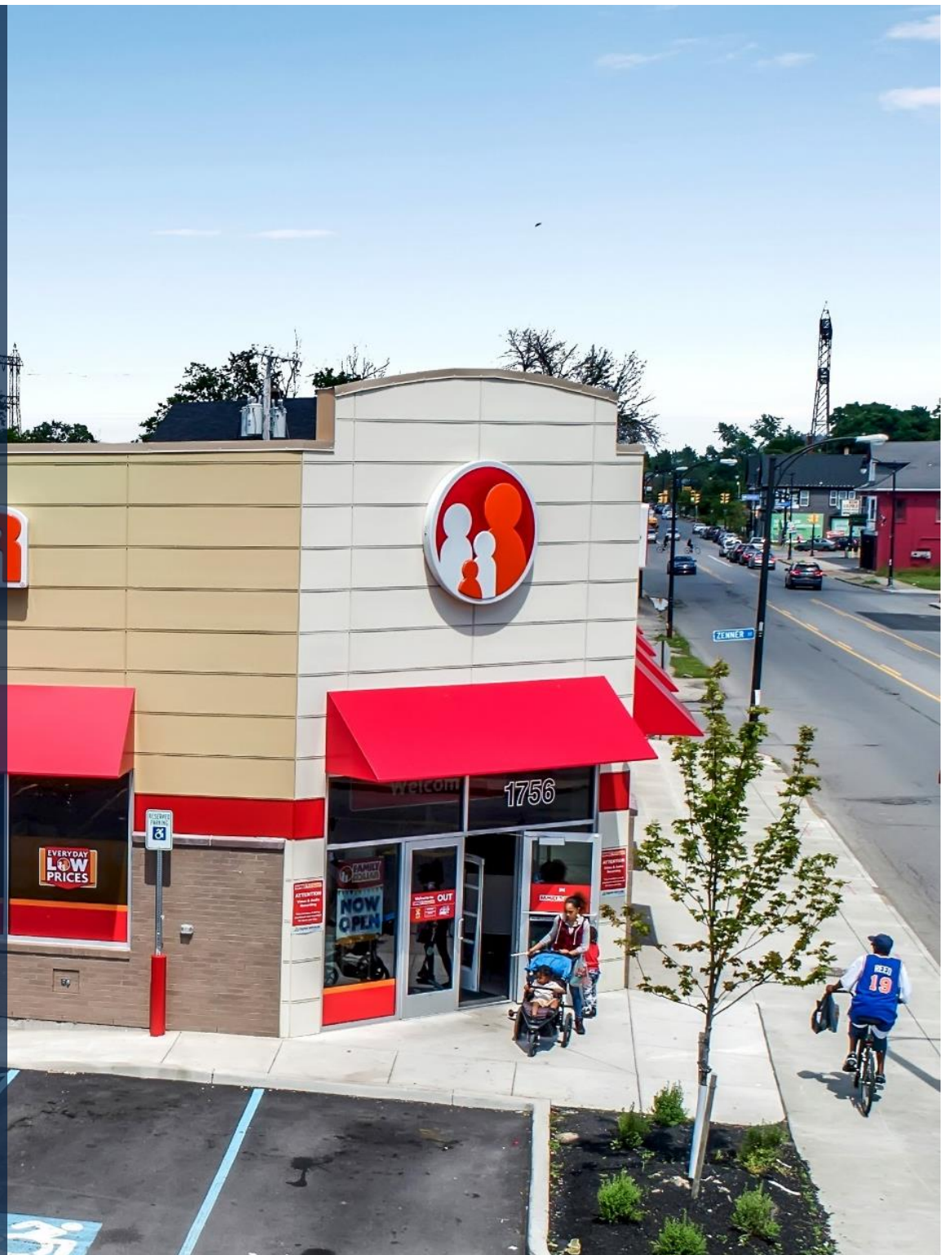
FOUNDED IN
1959

Family Dollar operates a chain of general merchandise retail discount stores primarily for low-income and middle-income consumers. Its merchandise assortment includes consumables such as diapers, food products, household chemicals, pet food, automotive supplies, paper products, health and beauty aids, hardware and more.

The company was founded in 1959 and is headquartered in Matthews, North Carolina. As of April 2015, Family Dollar operates as a subsidiary of Dollar Tree. Family Dollar offers merchandise under \$10, while its parent company, Dollar Tree offers products at a fixed price of \$1. As of 2019, Family Dollar operates more than 8,200 across the United States.

FINANCIAL ANALYSIS

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FINANCIAL ANALYSIS

Offering Summary

Price	\$1,986,000
Cap Rate	7%
NOI	\$139,054
Address	1756 Genesee Street Buffalo, NY 14211
Tenant	Family Dollar
Guarantor	Corporate
Price Per Sq. Ft.	\$218.07
Rent Per Sq. Ft.	\$15.27

Property Description

Year Built	2019
Gross Leasable Area	9,107 Sq. Ft.
Lot Size	1.07 Acres

Lease Summary – Family Dollar

Lease Type	NN
Lease Commencement	April 27, 2018
Rent Commencement	May 31, 2019
Lease Expiration	June 30, 2029
Base Term Remaining	10 Years
Renewal Options	Six 5-Year Options
Rent Increases	5% in Options
Landlord Responsibilities	Repairs & Maintenance to Roof, Structure & Parking Lot*
Tenant Responsibilities	Taxes, Maintenance, & Insurance
Right of First Refusal	No

Annualized Operating Data

Year	Annual Rent	Monthly Rent	Rent/SF	Cap Rate
Current	\$139,054	\$11,588	\$15.27	7.00%
2019-2029	\$139,054	\$11,588	\$15.27	7.00%
Option 1	\$146,006	\$12,167	\$16.03	7.35%
Option 2	\$153,307	\$12,776	\$16.83	7.72%
Option 3	\$160,972	\$13,414	\$17.68	8.11%
Option 4	\$169,021	\$14,085	\$18.56	8.51%
Option 5	\$177,472	\$14,789	\$19.49	8.94%
Option 6	\$186,345	\$15,529	\$20.46	9.38%

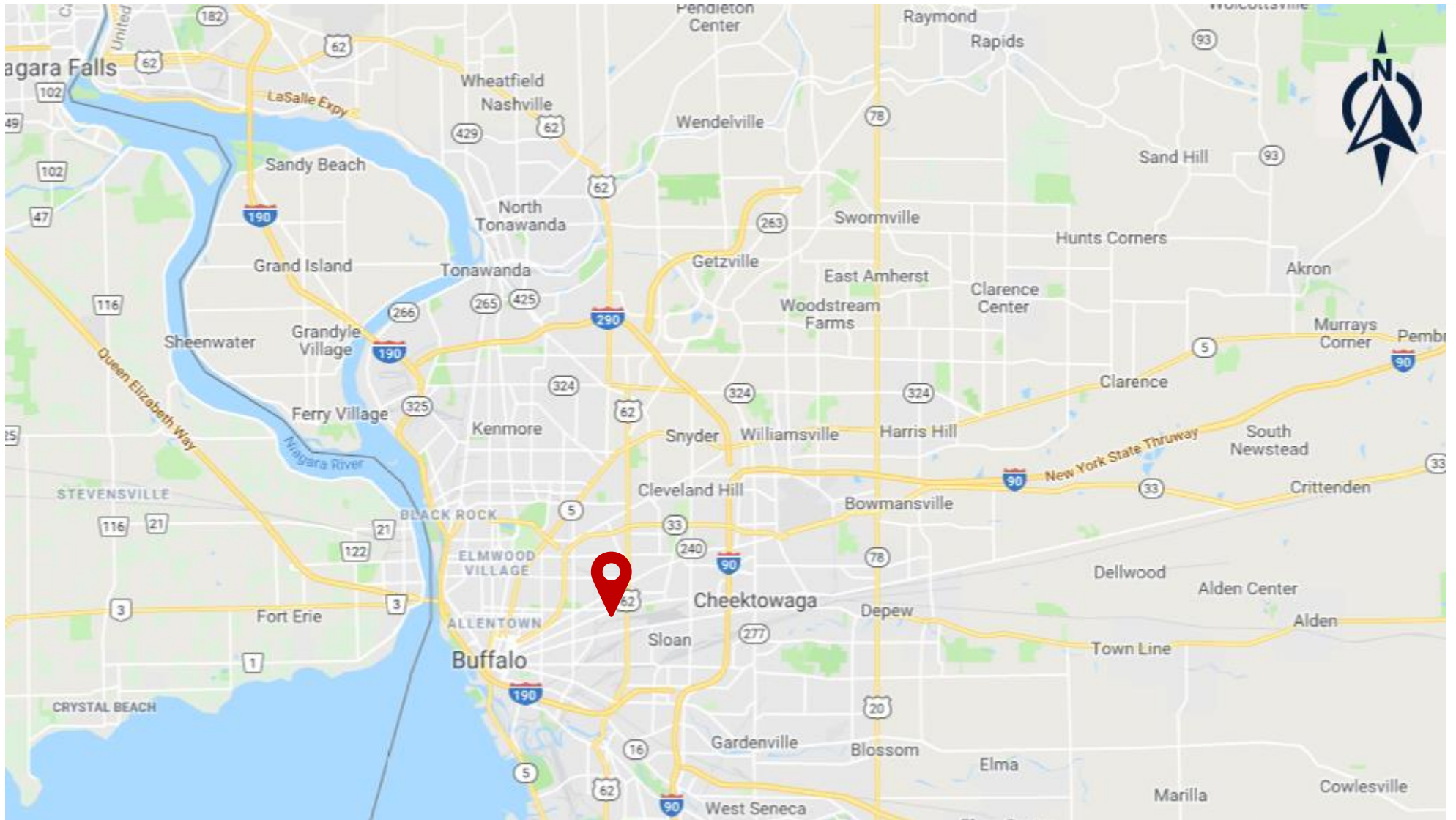
*Tenant responsible for asphalt and concrete costs up to a maximum cost of \$1,000 per year

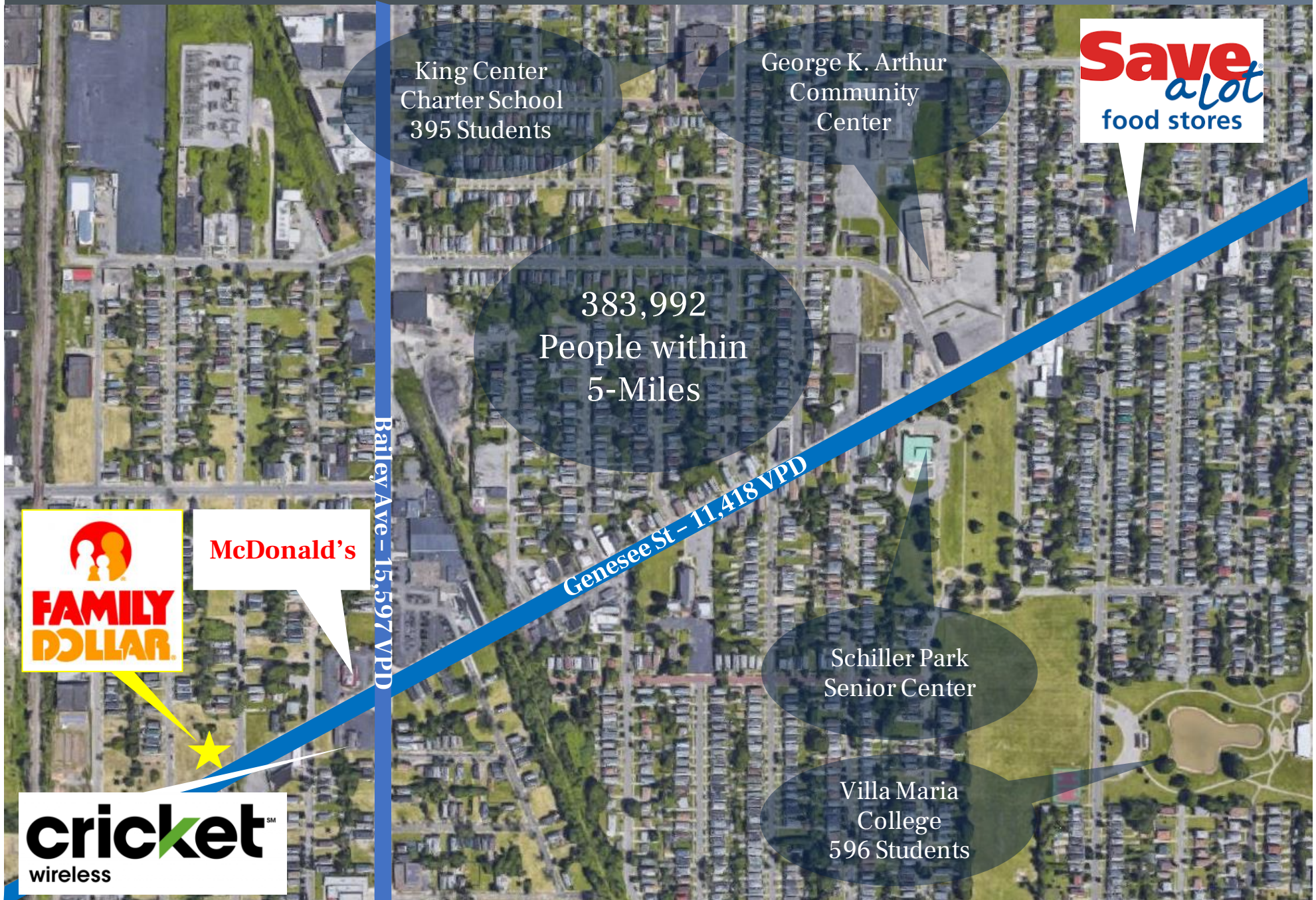
LOCATION OVERVIEW

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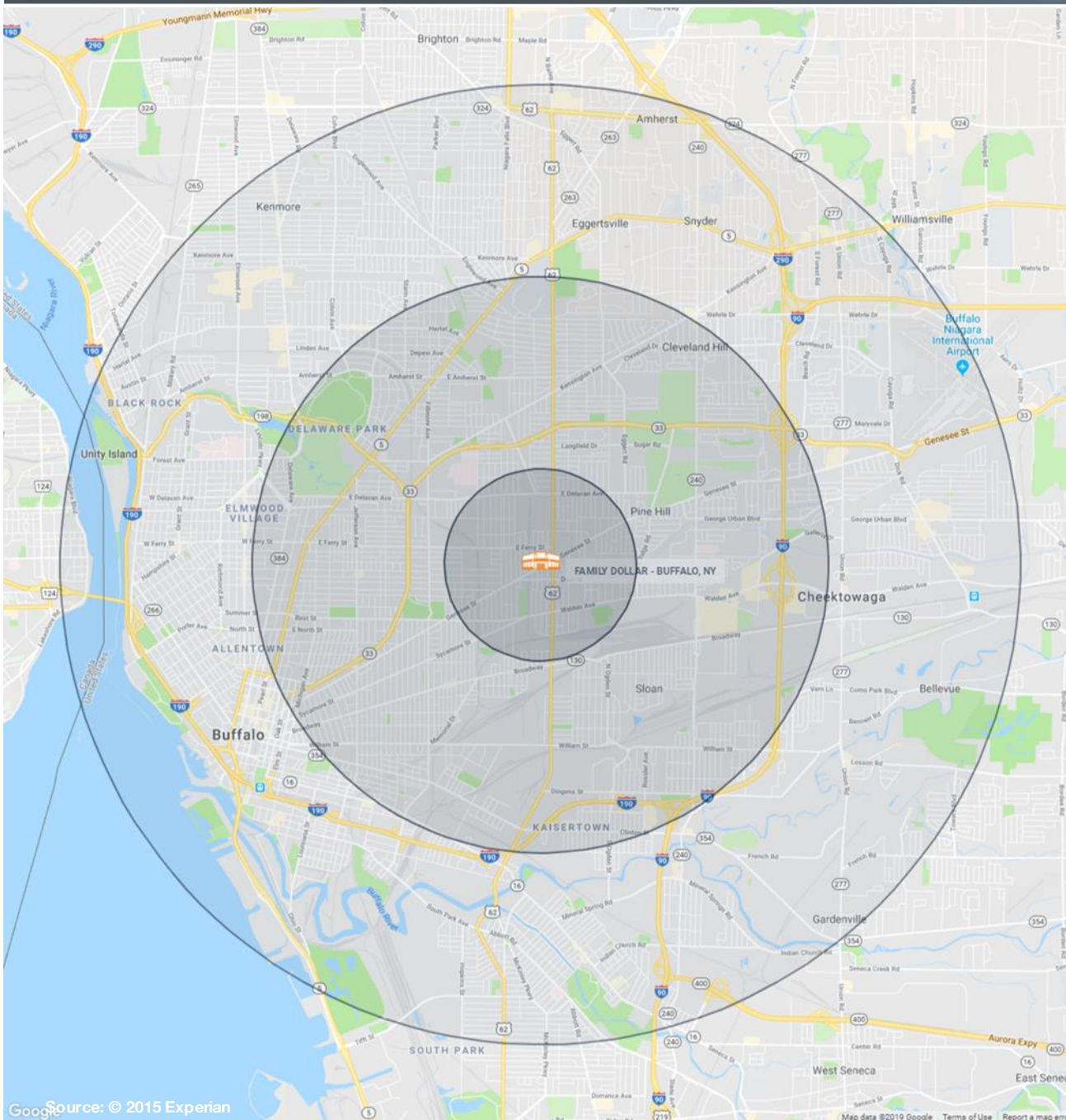


1756 Genesee St, Buffalo, NY 14211





Demographics Overview



Demographics

	1 Miles	3 Miles	5 Miles
POPULATION			
2023 Projection	20,816	149,722	372,711
2018 Estimate	22,772	157,320	383,992
2010 Census	23,225	158,972	386,030
2000 Census	29,825	184,643	422,842
INCOME			
Average	\$38,425	\$51,768	\$58,620
Median	\$27,010	\$35,159	\$40,974
Per Capita	\$15,476	\$22,711	\$25,963
HOUSEHOLDS			
2023 Projection	8,324	64,980	164,802
2018 Estimate	9,023	67,587	167,595
2010 Census	9,269	68,352	168,350
2000 Census	11,643	77,492	178,701
HOUSING			
2018	\$41,169	\$75,151	\$98,519
EMPLOYMENT			
2018 Daytime Population	16,301	166,407	434,728
2018 Unemployment	10.05%	8.63%	7.00%
2018 Median Time Traveled	26	22	22
RACE & ETHNICITY			
White	10.23%	38.91%	59.96%
Native American	0.01%	0.04%	0.05%
African American	83.46%	53.27%	28.74%
Asian/Pacific Islander	1.72%	3.00%	4.13%

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