



OFFERING MEMORANDUM



321 W 3RD ST | MARION, IN 46952

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LISTED BY

CLAY SMITH
ASSOCIATE

DIRECT (214) 692 2216
MOBILE (404) 316 3197
clay.smith@matthews.com
LIC # 693140 (TX)

JOSH BISHOP
VP & DIRECTOR

DIRECT (214) 692 2289
MOBILE (315) 730 6228
josh.bishop@matthews.com
LIC # 688810 (TX)

CHAD KURZ
SVP & NATIONAL DIRECTOR

DIRECT (214) 692-2927
MOBILE (562) 480 2937
chad.kurz@matthews.com
LIC # 01911198 (CA)

BROKER OF RECORD
KYLE MATTHEWS

LIC # RC51700140 (IN)

EXECUTIVE OVERVIEW

A photograph of a Family Dollar store with a red and white facade. The store's name is visible in large red letters on the upper part of the building. A red banner with yellow and white text is hanging over the entrance steps, reading "PRICE DROP!" and "EVEN LOWER PRICES!". A silver car is parked on the right side of the store. The entire image has a red tint.

INVESTMENT HIGHLIGHTS

- Attractive 9.00% CAP Rate
- Over 30,000 residents within a 3-mile radius
- Strategically located in the center of town on a had signalized corner
- Family Dollar & Dollar Tree have more than 13,500 locations nationwide
- Standard & Poor's credit rating of BB+
- Concrete Construction which was retrofitted in 2011
- Strong 10% increase in each of the 5-year options



FINANCIAL OVERVIEW

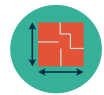
A photograph of a Family Dollar store exterior, overlaid with a semi-transparent red filter. The store has a large sign on the roof that reads "FAMILY DOLLAR". In front of the entrance, there is a red banner with yellow text that says "PRICE DROP!" and "EVEN LOWER PRICES!". A car is parked on the right side of the image.



\$672,000
LIST PRICE



9.00%
CAP RATE



\$60,500
NOI



±8,902 SF
GLA



± 26,136 SF
LOT SIZE



1990/2011
YEAR BUILT

TENANT SUMMARY

Tenant Trade Name	Family Dollar
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Roof and Structure	Landlord
Original Lease Term	10 years
Rent Commencement Date	10/1/11
Rent Expiration Date	9/30/21
Term Remaining on Lease	± 2 Years
Increase	10% in the Options
Options	Five, 5-year options with 10% increases

ANNUALIZED OPERATING SUMMARY

LEASE COMMENCE	MONTHLY RENT	ANNUAL RENT	INCREASES	CAP RATE
10/1/2011-9/30/2021	\$5,041.67	\$60,500.04		9.00%
10/1/2021-9/30/2026*	\$5,545.84	\$66,550.04	10.00%	9.90%
10/1/2026-9/30/2031*	\$6,100.42	\$73,205.05	10.00%	10.89%
10/1/2031-9/30/2036*	\$6,710.46	\$80,525.55	10.00%	11.98%
10/1/2036-9/30/2041*	\$7,381.51	\$88,578.11	10.00%	13.18%
10/1/2041-9/30/2046*	\$8,119.66	\$97,435.92	10.00%	14.50%

PARCEL MAP



SURROUNDING TENANTS



AREA OVERVIEW

A photograph of a Family Dollar store exterior, overlaid with a semi-transparent red filter. The store has a large sign that reads "FAMILY DOLLAR" in red and white. In front of the entrance, there is a red and yellow banner that says "PRICE DROP! EVEN LOWER PRICES!". A car is parked on the right side of the image. The text "AREA OVERVIEW" is written in large white letters across the center of the image.

MARION, IN

Marion, Indiana, located in Grant County, was named after Francis Marion, a Brigadier General in the American Revolutionary War. The area has grown throughout the years, and is a stable, specifically in the manufacturing industry, throughout the region. The residents are extremely community oriented and work together to make Marion the best it can be.

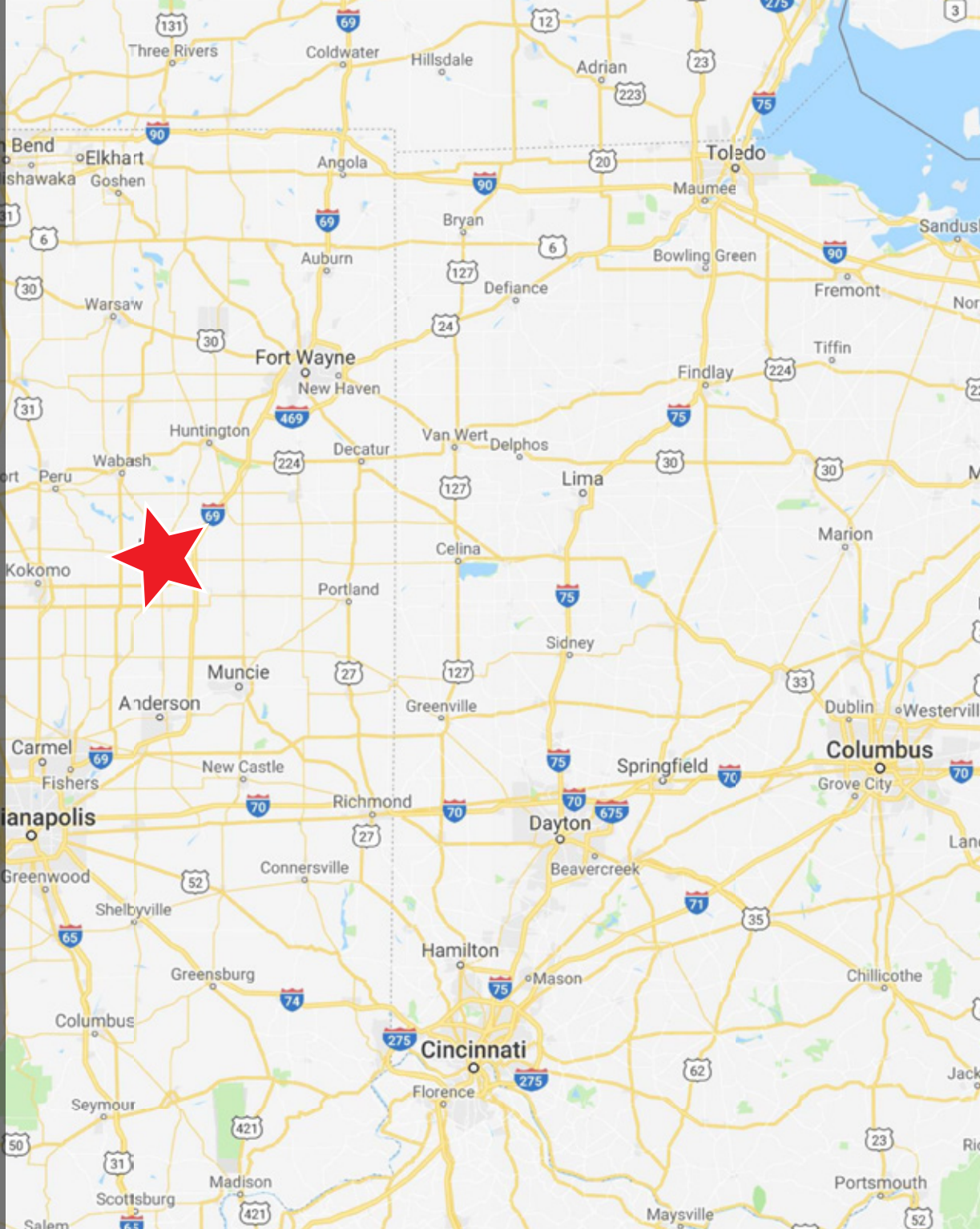
Marion is known by many as the birthplace of James Dean. Although the building where he was born was torn down, the site is preserved by a monument, celebrating his life.

Another site to see is the Quilters Hall of Fame. Walk through a historic house, while observing quilts young and old. Throughout the years, these quilts were collected by many different artists and put on display.

The city of Marion is a quaint place that gives every guest the feeling of home. It has thrived throughout the years and does not show any signs of stopping.

DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
2010 Census	30,395	43,262	58,452
2019 Estimate	28,342	40,531	54,669
2024 Projection	27,755	39,749	53,599
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
2010 Census	12,860	17,275	23,268
2019 Estimate	12,140	16,320	21,948
2024 Projection	11,942	16,061	21,593
INCOME	3-MILE	5-MILE	10-MILE
Average Household Income	\$50,288	\$50,162	\$51,801





INDIANA WESLEY UNIVERSITY (IWU)

Indiana Wesley University is the largest evangelical Christian university in the Midwest and the largest private university in Indiana. The university was founded in 1890, and was first named Marion Normal College. The university first started getting noticed as a developing liberal arts institution in 1920. Throughout the years, other programs in the Bachelor of Arts and the Bachelor of Science became more and more prominent. Gradually master programs started to be introduced to the curriculum, as well.

The name changed to Indiana Wesleyan University in 1988 to show the influence it had on the state. In the 80's, IWU started the CAPS program. The College of Adult and Professional Studies were courses and degrees for working adults. The courses were specifically set during evening hours and Saturdays to work with the students' schedule. Today, this program provides the majority of funding for any campus renovations and helps keep student tuition at a lower level than other universities within the area.

IWU has grown significantly in recent years. The university has grown over 200% since 1990 and accepts 2,800 students each year. In 2013, the Board of Trustees voted to build a branch of Wesley Institute in New South Wales, Australia, which would be the first IWU international campus.

ECONOMY

Marion's economy is largely based on the manufacturing sector since the paper plate industry was started within Marion. Today, the manufacturing sector produces paper products, machinery, wire, cable, foundry products, and automotive components. Another large economic sector in Marion is agriculture. The area surrounding the city is considered part of the Corn Belt. Corn has been the dominate crop, others following close behind include soybeans, hog production, and tomatoes. One of Marion's largest events each year is Christmas City U.S.A. It is a local non-profit organization that was created by the residents. They organize and sponsor the Annual Christmas Parade each year that kicks off Holiday events throughout the month. It started in 1965 when the residents wanted to do more in their community than just cards and private parties. Once the mayor got involved, the whole town helped and created a well-known walkway that was decorated head to toe in lights. Today, many people from surrounding cities come to see the decorated walkway. Everything that is donated to the non-profit is distributed to different organizations in Marion.

TENANT OVERVIEW





COMPANY NAME

Dollar Tree, Inc.

OWNERSHIP

Public

YEAR FOUNDED

1959

INDUSTRY

Dollar Stores

HEADQUARTERS

Charlotte, NC

NO. OF LOCATIONS

±15,000

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.

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Family Dollar** located in **321 W 3rd St, Marion, IN 46952** ("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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ASSOCIATE

DIRECT (214) 692 2216
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VP & DIRECTOR

DIRECT (214) 692 2289
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MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

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