

ACTUAL SITE



— BERKELEY —

CAPITAL ADVISORS

FAMILY DOLLAR

MT. PLEASANT (CHARLOTTE MSA), NC

# BERKELEY

CAPITAL ADVISORS

BERKELEYCAP.COM | 704.379.1980

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BCA NC FIRM REAL ESTATE LICENSE NO.: C9467

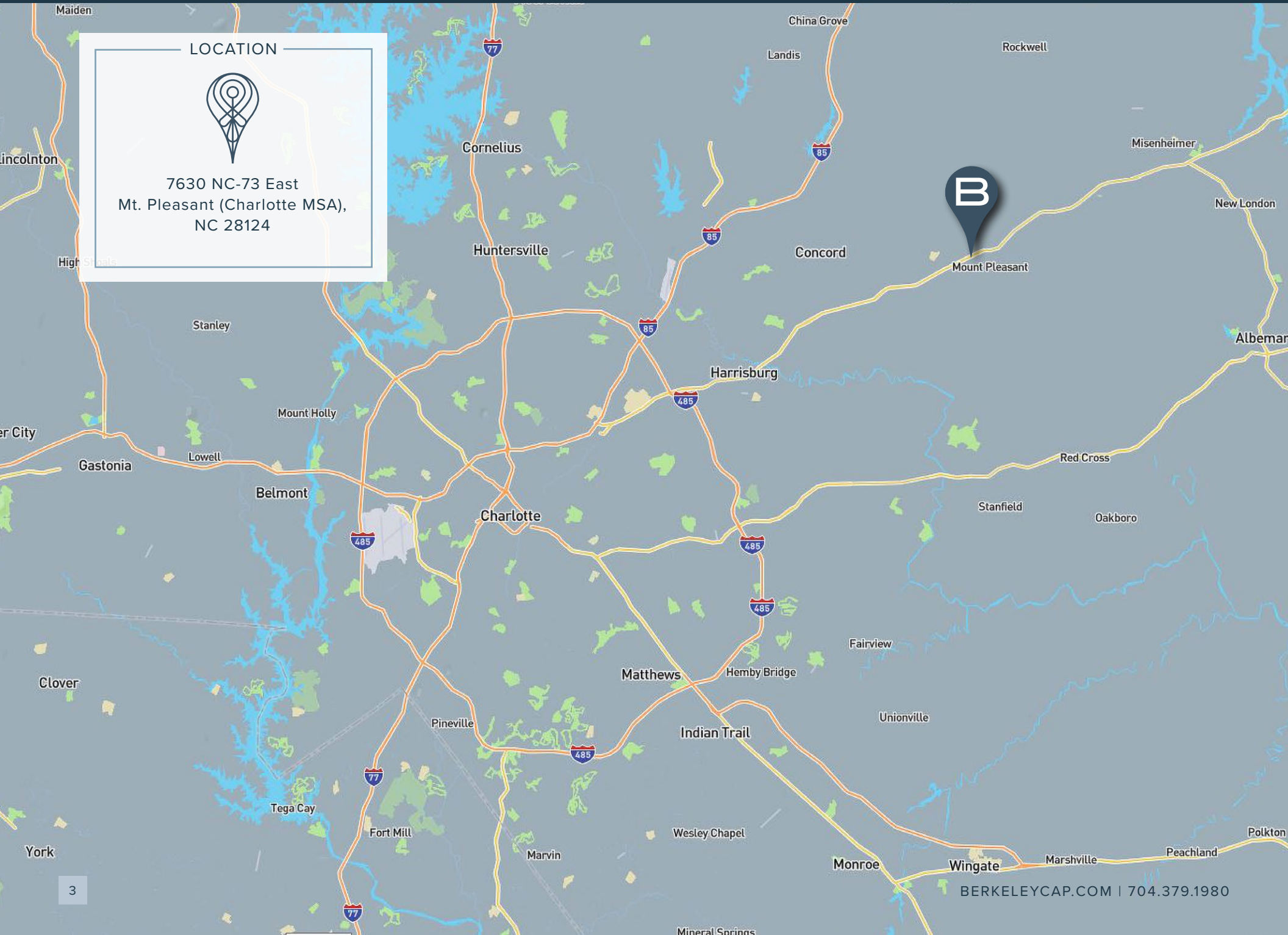


# LOCATION MAP

## LOCATION



7630 NC-73 East  
Mt. Pleasant (Charlotte MSA),  
NC 28124





## FAMILY DOLLAR

7630 NC-73 EAST  
MT. PLEASANT (CHARLOTTE MSA), NC 28124

### INVESTMENT OVERVIEW

TENANT	FAMILY DOLLAR STORES OF NC
NET OPERATING INCOME	\$95,000
RENT INCREASES	10% IN EACH OPTION
RENT COMMENCEMENT	APRIL 1, 2014
RENT EXPIRATION	MARCH 31, 2024
LEASE TYPE	NNN - ROOF & STRUCTURE
ORIGINAL LEASE TERM	10 YEARS
LEASE TERM REMAINING	5+ YEARS
OPTIONS	FIVE, 5-YEAR
RIGHT OF FIRST REFUSAL	NO

### ASKING PRICE

**\$1,357,143**  
**7.00% CAP RATE**

### EXECUTIVE SUMMARY

The subject Family Dollar offers a quick alternative for shoppers seeking convenience and affordability. Situated at the intersection of the two main thoroughfares in the area the site is strategically positioned to thrive.

### PROPERTY DETAILS



**8,320**  
SQUARE FEET



**0.90**  
ACRES



**23**  
PARKING SPACES



**2014**  
YEAR BUILT

### RENT SCHEDULE

LEASE YEAR	START	END	ANNUAL RENT	% INCREASE
<b>INITIAL TERM</b>	<b>4/1/2014</b>	<b>3/31/2024</b>	<b>\$95,000</b>	<b>-</b>
OPTION 1	4/1/2024	3/31/2029	\$104,500	10.0%
OPTION 2	4/1/2029	3/31/2034	\$114,950	10.0%
OPTION 3	4/1/2034	3/31/2039	\$126,445	10.0%
OPTION 4	4/1/2039	3/31/2044	\$139,089	10.0%
OPTION 5	4/1/2044	3/31/2049	\$152,998	10.0%



## INVESTMENT HIGHLIGHTS

- RENT INCREASES 10% EACH OPTION
- STEADY TRAFFIC COUNTS | NC-73 E (9,900 VPD) AND NC-49 (11,000 VPD) | NEARBY: W MAIN ST (5,500 VPD)
- NEWER UPGRADED CONSTRUCTION | BUILT 2014
- EXCELLENT PROTOTYPE | FULL BRICK BUILDING
- RELOCATION STORE
- FIRST BUILDING DIRECTLY OFF NC-49 | MAIN THOROUGHFARE THROUGH REGION
- LOCATED WITHIN CHARLOTTE MSA
- 0.25 MILES FROM A FREESTANDING FOOD LION



## DEMOGRAPHIC SNAPSHOT\* & TRAFFIC COUNTS

\*FOR DETAILED DEMOGRAPHICS, PLEASE CLICK [HERE](#)



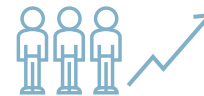
101,732

2023 POPULATION PROJECTION  
WITHIN TEN MILES



\$81,777

2018 AVERAGE HOUSEHOLD  
INCOME WITHIN FIVE MILES



25.95%

2000-2018 POPULATION  
GROWTH WITHIN FIVE MILES



36,145

2018 TOTAL HOUSEHOLDS  
WITHIN TEN MILES



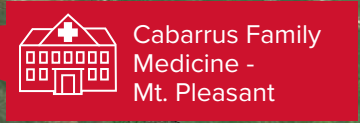
26,400

TOTAL VPD ON NEARBY &  
SURROUNDING ROADWAYS





Charlotte Motor Speedway & Concord Mills less than 30 mins down Highway 49







LAKE NORMAN

HUNTERSVILLE

CONCORD

MT. PLEASANT

CHARLOTTE

MONROE



Charlotte-Douglas Int'l Airport (CLT)  
700 flights/day



Charlotte CBD  
22.9M SF Office  
100K employees



Concord Mills  
200 stores  
1.33M SF



Charlotte Motor Speedway - \$451M  
Annual Economic Impact



Future River District  
1,300 Acres  
500K SF Retail  
8M SF Office



University of NC at Charlotte  
29,710 students



Novant Presbyterian Hospital  
642 beds

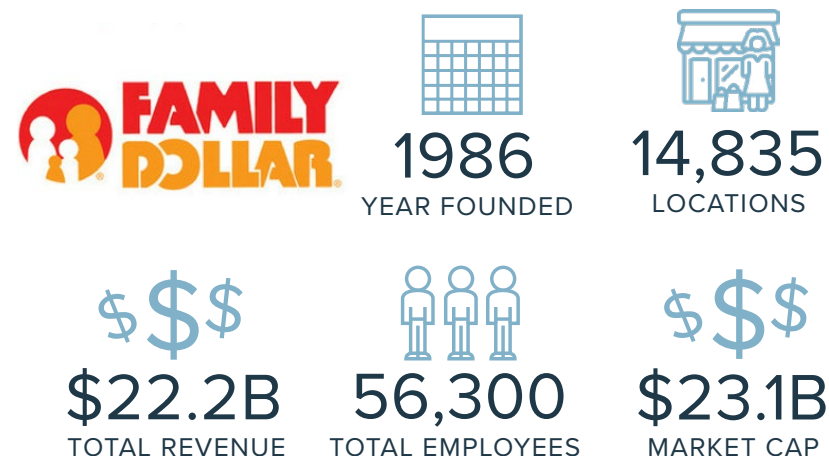


Charlotte Premium Outlets  
100+ stores  
398K+ SF



Carolinas Medical Center - Main  
874 beds





## DOLLAR TREE, INC.

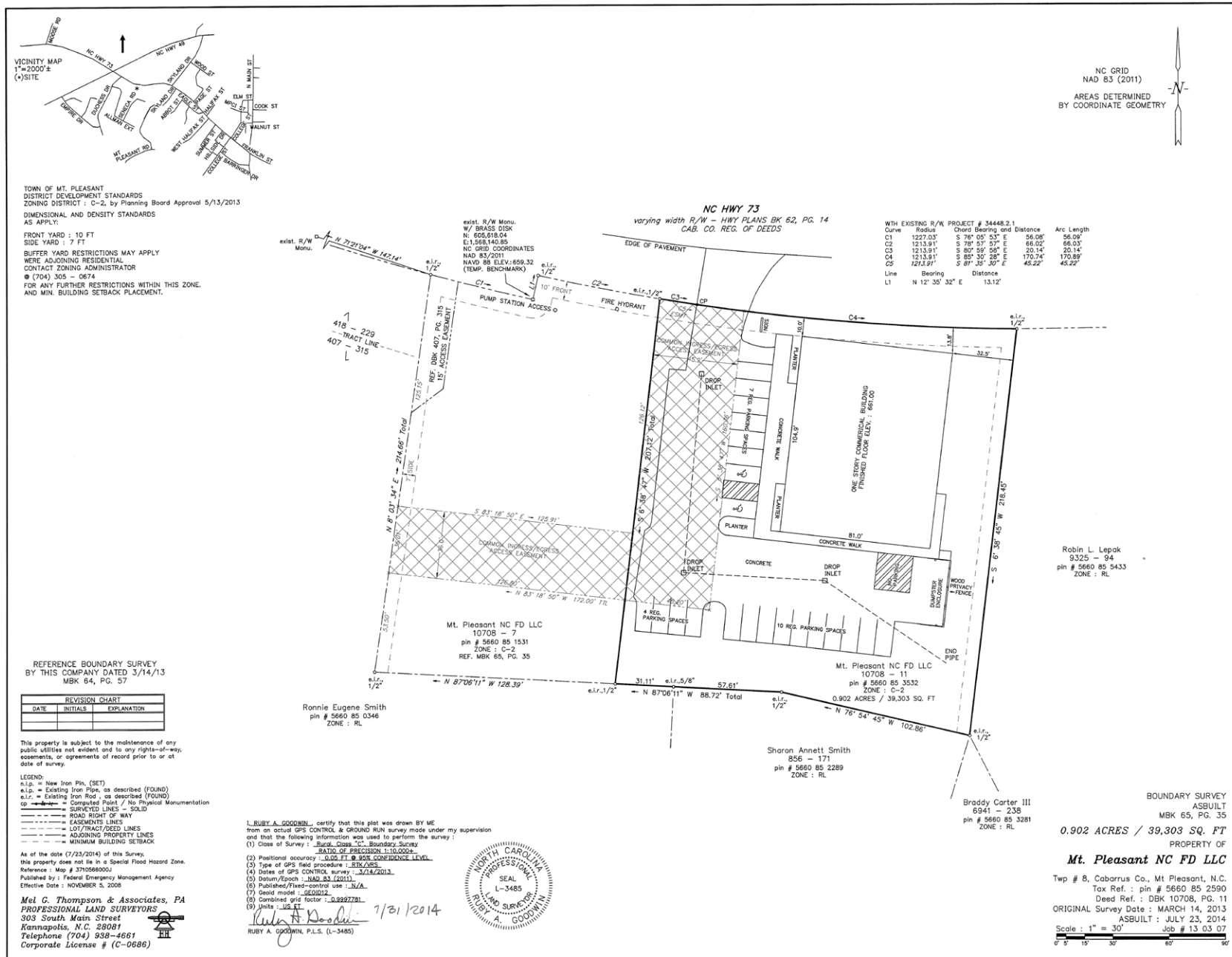
CREDIT RATING	BA2/BB+
TICKER SYMBOL	NASDAQ: DLTR
TOTAL REVENUE	\$22.2B
MARKET CAP	\$23.1B
FYE	FEBRUARY 3, 2018
HEADQUARTERS	CHESAPEAKE, VA
SOURCE	YAHOO! FINANCE

Dollar Tree, Inc. operates variety retail stores in the United States and Canada. It operates in two segments, Dollar Tree and Family Dollar. The Dollar Tree segment offers merchandise at the fixed price of \$1.00. It provides consumable merchandise, including candy and food, and health and beauty care products, as well as everyday consumables, such as household paper and chemicals, and frozen and refrigerated food. This segment operates under the Dollar Tree and Dollar Tree Canada brands, as well as 11 distribution centers in the United States and 2 in Canada, and a store support center in Chesapeake, Virginia.

The Family Dollar segment operates general merchandise discount retail stores that offer consumable merchandise, which comprise food, tobacco, health and beauty aids, household chemicals, paper products, hardware and automotive supplies, diapers, batteries, and pet food and supplies; and home products, including housewares, home décor, and giftware, as well as domestics, such as blankets, sheets, and towels. This segment operates under the Family Dollar brand, 11 distribution centers, and a store support center in Matthews, North Carolina.

As of February 3, 2018, the company operated 14,835 stores in 48 states and the District of Columbia, and 5 Canadian provinces. Dollar Tree, Inc. was founded in 1986 and is based in Chesapeake, Virginia.









# CHARLOTTE, NORTH CAROLINA

## ACCOLADES

5th

BUSIEST AIRPORT IN  
THE NATION

6

FORTUNE 500 COMPANIES  
HEADQUARTERED IN CHARLOTTE

7th

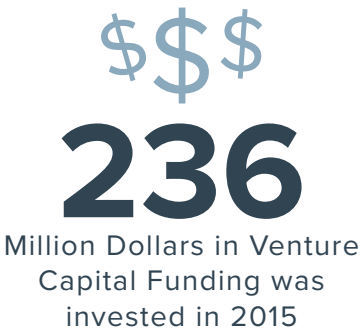
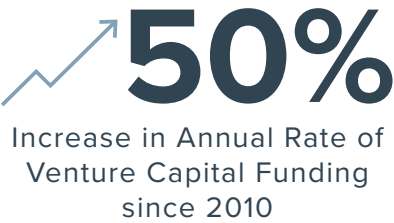
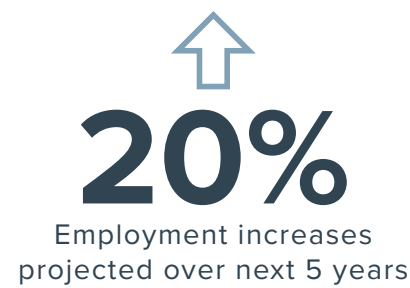
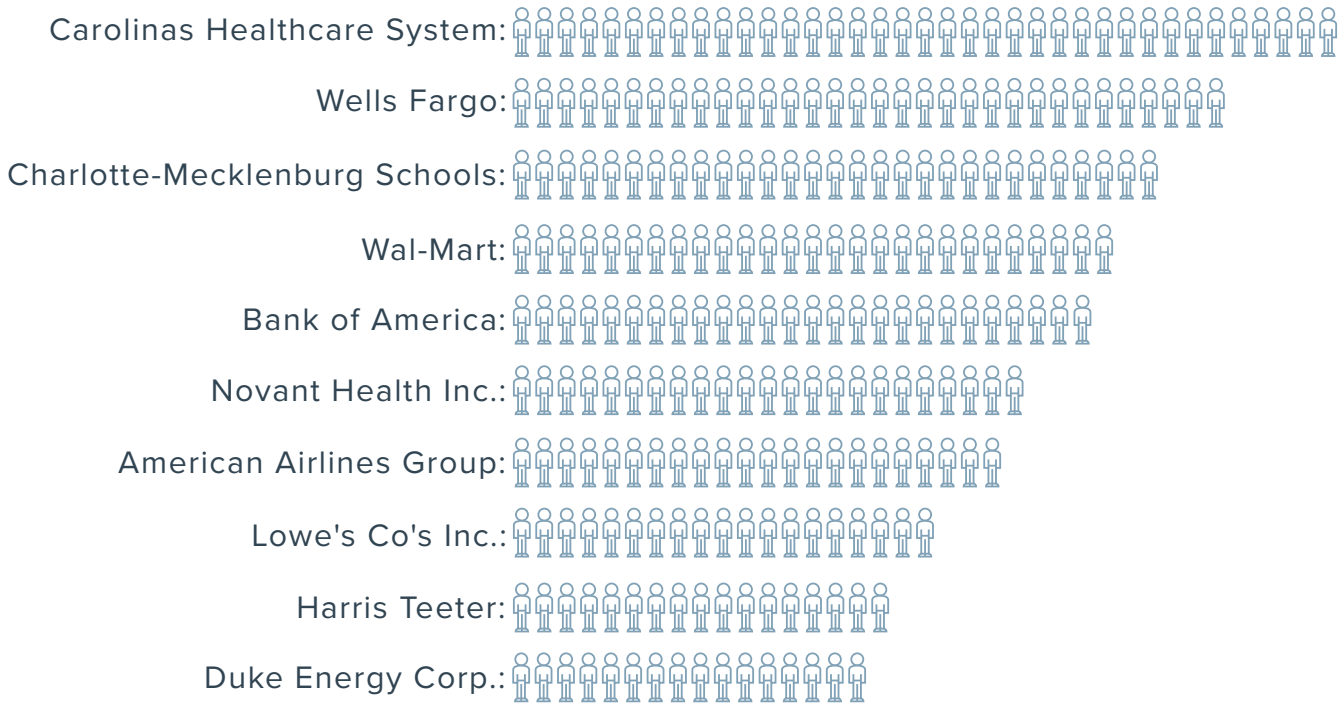
LARGEST POPULATION  
GROWTH IN THE U.S. IN 2017



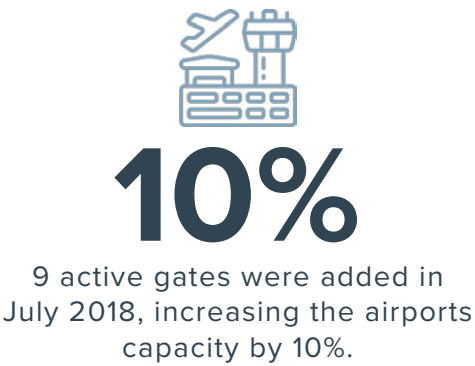


JOBS & INVESTMENT

Charlotte Top Employers by Employee Count



INFRASTRUCTURE





PEOPLE



**17,500**

New degreed residents move to Charlotte each year



**33**

The median age of residents who live in Charlotte



**7<sup>TH</sup>**

Largest population growth in real numbers across the U.S. during 2017

REAL ESTATE



**\$1,052**

The average rent for an apartment in Charlotte

**\$\$\$**

**2**

Billion dollars in real estate projects were under construction



**777,392**

Square feet of retail space planned or under construction

 **72%**

Increase in the amount of institutionally-owned office space in Uptown Charlotte



**5.3**

Million square feet of office planned or under construction



**9,725**

Housing units planned or under construction



## CHARLOTTE AREA MAJOR EMPLOYERS



### 20,000-35,000 Employees

Carolinas Healthcare System

### 10,000-19,999 Employees

American Airlines, Bank of America\*, Charlotte-Mecklenburg Schools\*, Novant Health, Wells Fargo\*

### 5,000-9,999 Employees

City of Charlotte\*, Daimler Trucks North America LLC, Delhaize America Inc, Duke Energy Corp\*, Gaston County Schools\*, Harris Teeter Supermarkets\*, HSM, Lowe's Companies Inc\*, Mecklenburg County\*, North Carolina State Government, U.S. Government, Union County Public Schools\*

### 2,500-4,999 Employees

Adecco Staffing, AT&T North Carolina\*, BI-LO LLC, Cabarrus County Schools\*, CaroMont Health Inc\*, Central Piedmont Community College\*, CORESTAFF Services, Family Dollar Stores Inc\*, IBM Corp, Iredell-Statesville Schools\*, Marriott International, McDonald's Corp, Red Ventures LLC\*, Rowan-Salisbury Schools\*, South Carolina State Government, Target Stores, TIAA\*, Time Warner Cable Inc\*, University of North Carolina at Charlotte\*, YMCA of Greater Charlotte\*

### 1,500-2,499 Employees

Allegheny Technologies Inc, Aon Hewitt, BB&T Corp, Belk Inc, Bojangles' Restaurants Inc\*, Carowinds\*, Catawba County Schools\*, Catawba Valley Medical Center\*, Century Furniture Industries\*, Chick-fil-A, Cleveland County Schools\*, Coca-Cola Bottling Co. Consolidated\*, Convergys Corp, Dardeen Restaurants Inc, DMSI Inc\*, Frye Regional Medical Center\*, Gaston County\*, Hendrick Automotive Group\*, Hilton, Ingersoll Rand Co. Ltd.\*, International Paper Co, JCPenny Corp Inc, Labor Ready Inc, Lash Group, Publix, Robert Half International Inc, Rock Hill Schools\*, Ross Stores Inc, Schaeffler Group USA Inc, Siemens Energy Inc, Siemens Industry, Tenet Healthcare Corp, TJX Companies Inc, Tyson Foods Inc, W.G. Hefner Veterans Affairs Medical Center\*, Wendy's, Windstream Communications\*, Yum Brands Inc

\*U.S./Corporate Headquarters in Charlotte Region





# DEMOGRAPHICS & TRAFFIC COUNTS



## TRAFFIC COUNTS

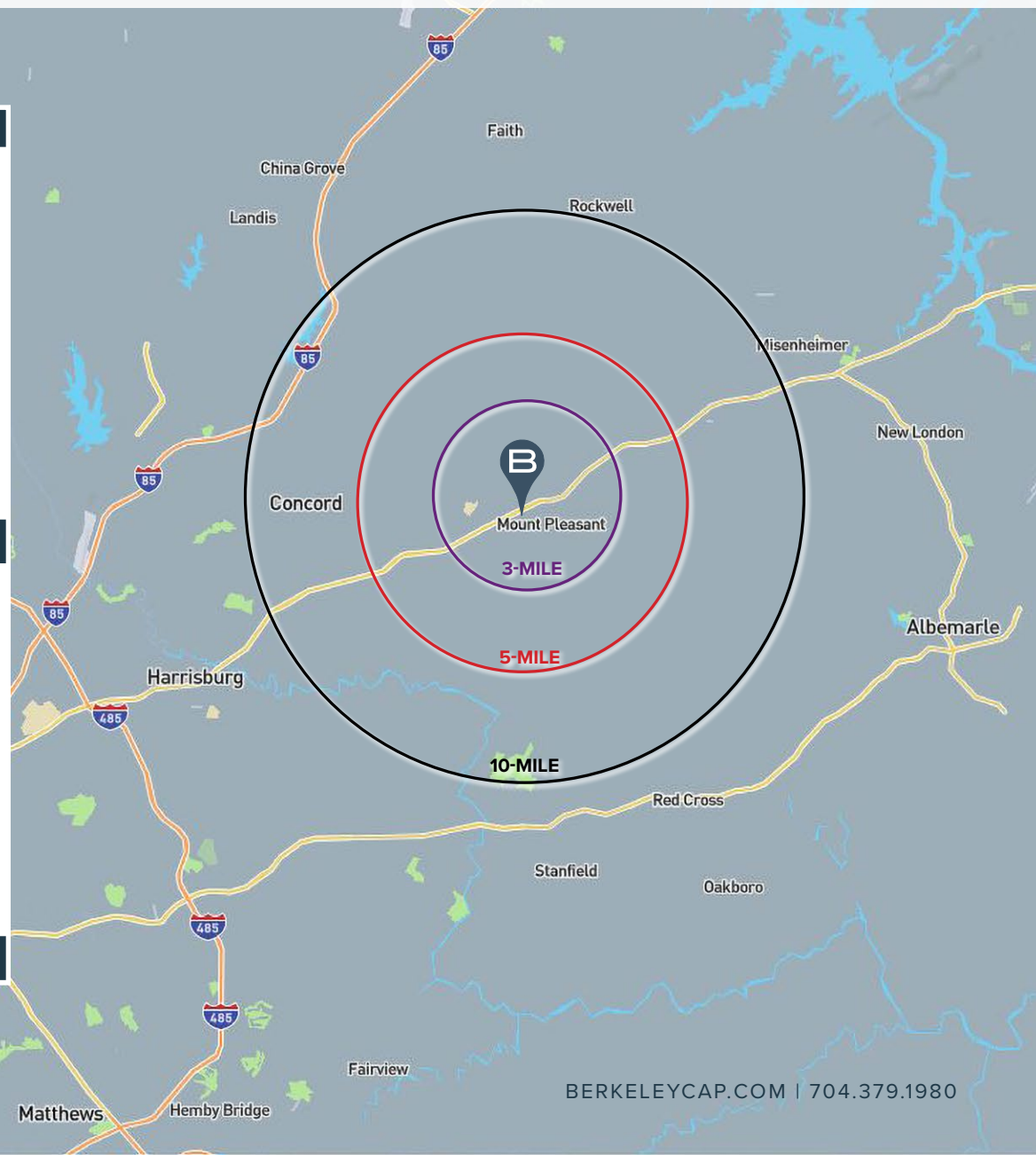
9,900 VPD

ON NC-73 EAST

16,500 VPD

ON NEARBY ROADWAYS NC-49 AND  
WEST MAIN STREET

POPULATION	3-MILE	5-MILE	10-MILE
2023 Projection	6,001	14,107	101,732
2018 Population	5,671	13,217	95,738
2010 Census	5,347	12,266	89,252
2000 Census	4,757	10,494	76,184
2018-2023 Annual Rate	1.14%	1.31%	1.22%
2010-2018 Annual Rate	0.72%	0.91%	0.85%
2000-2010 Annual Rate	1.18%	1.57%	1.60%
HOUSEHOLDS			
2023 Total Households	2,274	5,256	38,411
2018 Total Households	2,145	4,914	36,145
2010 Households	2,009	4,530	33,651
2000 Households	1,760	3,816	28,797
2018-2023 Annual Rate	1.17%	1.35%	1.22%
2010-2018 Annual Rate	0.80%	0.99%	0.87%
2000-2010 Annual Rate	1.33%	1.73%	1.57%
2018 EST. AVG. HH INCOME	\$81,428	\$81,777	\$67,645





# CONFIDENTIALITY DISCLAIMER

Berkeley Capital Advisors, LLC (“BCA”) has been authorized by the owner of the subject property (the “Seller”) to present you with this marketing package. This is a confidential package intended solely for your own limited use and benefit, as a principal, in considering whether you desire to pursue negotiations to acquire the subject property.

Your receipt and acceptance of this package serves to acknowledge your agreement to: (1) hold the information and materials contained herein, and the offering they represent, in the strictest of confidence; (2) not disclose, directly or indirectly, the information and materials contained herein, or the offering they represent, to any other person, firm or entity without prior written authorization from BCA or the Seller; (3) not use the information and materials contained herein in any fashion or manner detrimental to the interest of BCA or the Seller; (4) not disturb any tenants in possession of the subject property nor reveal to them the offering this package represents.

This marketing package was prepared by BCA and it has been reviewed by representatives of the Seller. The information and materials contained herein are selective and limited in nature, and neither BCA nor the Seller purports this to be an all-inclusive report on the subject property. Within this package, certain leases, documents and other materials are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements involved, nor do they purport to constitute a legal analysis of the provisions of those documents. Interested and qualified prospective purchasers will be afforded an opportunity to review additional information and to inspect the subject property, and all such prospective purchasers should conduct their own independent due diligence.

This package is based in part upon information supplied by the Seller and in part upon information obtained by BCA from sources believed to be reliable. All income, expense and/or investment projections contained herein are provided for general reference purposes only, in that they are based on assumptions relating to the general economy, competition and other factors beyond the control of BCA and the Seller, and all such projections are therefore subject to variation. This package shall not be deemed an indication of the state of affairs of the subject property, nor constitute an indication that there has been no change in the business or affairs of the subject property since the date of preparation of this package.

Neither BCA, the Seller, nor any of their respective officers, employees or agents, has made or does make any representation or warranty, expressed or implied, as to the accuracy or completeness of this package or any of its contents, and no legal commitments or obligations shall arise by reason of this package or its contents.

BCA and the Seller expressly reserve the right, at their sole discretion, to alter or amend the terms of this offering, to reject any or all expressions of interest or offers to acquire the subject property and/or to terminate discussions with any entity at any time with or without notice. The Seller shall have no legal commitment or obligation to any entity reviewing this package or making an offer to acquire the subject property unless and until a written agreement for such acquisition has been fully executed, delivered and approved by the Seller and any conditions to the Seller's obligations thereunder have been satisfied or waived.

Parties seeking to act in a third-party brokerage capacity must register their client(s) with BCA prior to receiving or dispersing any marketing information. BCA will not recognize any third-party brokerage relationships without first receiving and approving such written client registration, nor will BCA or the Seller be obligated for any brokerage claims which may result, regardless of such broker's involvement in procuring a purchaser for the subject property.

This package is the property of BCA. Photocopying, re-typing or other duplication of the information and materials contained herein is expressly prohibited. The information contained within this package and the offering of the subject property may not be announced, posted or otherwise publicized in any electronic media (such as, by way of example only, any Internet or “broadcast facsimile” communications).

If, after reviewing this package, you have no further interest in acquiring the subject property at this time, please return this package in its entirety to BCA. Likewise, if the terms contained in this Confidentiality & Disclaimer section are not acceptable to you, please immediately return this package to BCA.

## AGENT'S DUTIES

When you contract with a real estate firm to act as your agent in a real estate transaction, the agent must help you obtain the best price and terms possible, whether you are the buyer or seller. The agent also owes you the duty to:

- Safeguard and account for any money handled for you
- Act with reasonable skill, care and diligence
- Be loyal and follow reasonable and lawful instructions
- Disclose to you any information which might influence your decision to buy or sell

Even if the agent does not represent you, the agent must still be fair and honest and disclose to you all “material facts” which the agent knows or reasonably should know. A fact is “material” if it relates to defects or other conditions affecting the property, or if it may influence your decision to buy or sell. This does not require a seller's agent to disclose to the buyer the minimum amount the seller will accept, nor does it require

## AGENTS WORKING WITH SELLERS

A seller can enter into a “listing agreement” with a real estate firm authorizing the firm and its agent(s) to represent the seller in finding a buyer for his property. The listing agreement should state what the seller will pay the firm no matter who finds the buyer.

The listing firm may belong to a listing service to expose the seller's property to other agents who are members of the service. Some of those agents may be working with buyers as buyers' agents; others will be working with buyers but still representing the sellers' interests as an agent or “subagent”. When the buyer's agents and seller's subagents desire to share in the commission the seller pays to the listing firm, the listing agent may share the commission with the seller's permission.

## AGENTS WORKING WITH BUYERS

A buyer may contract with an agent or firm to represent him (as a buyer's agent), or may work with an agent or firm that represents the seller (as a seller's agent or subagent). All parties in the transaction should find out at the beginning who the agent working with the buyer represents.

If a buyer wants a buyer's agent to represent him in purchasing a property, the buyer should enter into a “buyer agency agreement” with the agent. The buyer agency agreement should state how the buyer's agent will be paid. Unless some other arrangement is made which is satisfactory to the parties, the buyer's agent will be paid by the buyer. Many buyer agency agreements will also obligate the buyer to pay the buyer's agent no matter who finds the property that the buyer purchases.

A buyer may decide to work with a firm that is acting as agent for the seller (a seller's agent or sub-agent). If a buyer does not enter into a buyer agency agreement with the firm that shows him properties, that firm and its agents will show the buyer properties as an agent or subagent working on the seller's behalf. Such a firm represents the seller (not the buyer) and must disclose that fact to the buyer.

The terms and conditions stated in this Confidentiality & Disclaimer section apply and relate to all of the sections of this package as if stated independently therein. Prospective purchasers of the subject property are hereby notified that Berkeley Capital Advisors, and its agents, are acting in the capacity of a “Seller's Agent” during the course of this offering, and as such are solely representing the interests of the Seller.

# BERKELEY

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