

FAMILY DOLLAR

NC OF HENDRICKS BLVD & N PYOTE AVE, WINK, TX



CONSTRUCTION PHOTO
AS OF 8/3/2019

OFFERING MEMORANDUM

Marcus & Millichap



Executive Summary

FINANCIAL SUMMARY

Price	\$1,216,000
Down Payment	100% \$1,216,000
Cap Rate	7.50%
Building SF	9,180 SF
Net Cash Flow	7.50% \$91,200
Year Built	2019
Land/Lot Size	.87 Acres

LEASE SUMMARY

Lease Type	Double-Net (NN) Lease
Tenant	Family Dollar Stores of Texas, LLC
Lease Guarantor	Corporate
Roof & Structure	Landlord Responsible
Est. Lease Commencement Date	November 1, 2019
Lease Expiration Date	March 31, 2030
Lease Term	10 Years
Rental Increases	5% in Each Option
Renewal Options	6, 5 Year Options

ANNUALIZED OPERATING DATA

Lease Years	Annual Rent	Cap Rate
11/1/2019 - 3/31/2030	\$91,200.00	7.50%
Lease Years	Annual Rent	Cap Rate
Option 1	\$95,760.00	7.88%
Option 2	\$100,548.00	8.27%
Option 3	\$105,575.40	8.68%
Option 4	\$110,854.17	9.12%
Option 5	\$116,396.88	9.57%
Option 6	\$122,216.72	10.05%

Base Rent	\$91,200
Net Operating Income	\$91,200
Total Return	7.50% \$91,200





5,400 CPD
HENDRICKS BLVD

Property Description



INVESTMENT HIGHLIGHTS

- » **New 10-Year Corporate Guaranteed Lease**
- » **Brand New 2019 Construction**
- » 5% Rental Increases Each 5 Year Option Period
- » **Average Household Income Exceeds \$71K within 5 Miles**
- » 7,910 Residents in Trade Area
- » **The Only Discount Store within a 7-Mile Radius**
- » Walking Distance to Wink High School (160+ Students)
- » **Excellent Location Along Hendricks Boulevard (SR-115)** with Direct Access to Kermit, the County Seat and Retail Hub of Winkler County
- » The City of Wink is Experiencing a Boom After Most of the Nearby Permian Basin's Frac Sand was Removed
- » 53 Miles to Odessa, Texas and 72 Miles to Midland, Texas



DEMOGRAPHICS

5-miles

10-miles

15-miles

Population

2023 Projection	1,031	7,613	7,741
2018 Estimate	1,059	7,770	7,910

Households

2023 Projection	380	2,766	2,830
2018 Estimate	388	2,799	2,867

Income

2018 Est. Average Household Income	\$71,682	\$64,008	\$63,872
2018 Est. Median Household Income	\$60,618	\$55,252	\$55,046
2018 Est. Per Capita Income	\$26,672	\$23,190	\$23,295



**FAMILY
DOLLAR®**

Tenant Overview



Chesapeake, Virginia

Headquarters

Dollar Tree

Parent Company

8,000+

Locations

familydollar.com

Website

As 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.

The relatively small footprint of many Family Dollar stores allows the Company to open new stores in rural areas and small towns, as well as in large urban neighborhoods. Within these markets, the stores are located in shopping centers

or as free-standing buildings, all convenient to the Company's customer base.

In 2015, Dollar Tree acquired Family Dollar. Headquartered in Chesapeake, VA, Dollar Tree is the largest and most successful single price-point retailer in North America, operating thousands of stores across 48 contiguous U.S. states and five Canadian provinces. Dollar Tree's strategic rationale behind the Family Dollar acquisition include creating a leading discount retailer in North America, targeting a broader range of customers and geographies, leveraging complementary merchandise expertise, generating significant synergy opportunities, and enhancing financial performance and improved growth prospects.

Location Overview



Located in West Texas approximately 15 miles from the New Mexico border, Wink is a city in Texas' Winkler County. The city has an approximate population of 1,000 residents, with a total population of over 7,700 in Winkler County. The history of Wink dates back to the 1920s when oil was discovered in Hendrick Oilfield in Winkler County. By mid-1927, the Wink Townsite Company was selling lots in Horse Wells pasture of the T.G. Hendrick Ranch. The oil boom brought new people to Wink. Today, oil continues to serve a major role in the city's economy, along with gas and ranching.

Winkler County consists mostly of the Pecos Valley of West Texas; its northeastern section is on the Llano Estacado. The county is adjacent to the southeastern corner of New Mexico. Kermit, the county seat, is forty miles west of Odessa.

Stretching diagonally across the central section of the county is a belt of active sand dunes. The first people to live in the area of Winkler County were the Anasazi Indians. By 1887, Winkler County was established.

Wink is adjacent to the Midland-Odessa combined statistical area, with an estimated population of 340,455. The city of Odessa, nearly forty miles east of Wink, was ranked as the third-fastest growing city in the U.S. by Forbes in 2014. Odessa's economy is primarily driven by the area's oil industry, as many of the city's largest employers are oilfield supply companies and petrochemical processing companies. The city's largest employers include Saulsbury Companies, Keane Group, Halliburton, and Odessa Regional Medical Center. Odessa is also home to three higher-education institutions.



11-2-2015

Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

[exclusively listed by]

Jamie A. Medress

Senior Managing Director
602 687 6778

jmedress@marcusmillichap.com

Mark J. Ruble

Senior Managing Director
602 687 6766

mruble@marcusmillichap.com

Chris N. Lind

First Vice President
602 687 6780

chris.lind@marcusmillichap.com

Zack House

Associate Advisor
602 687 6650

zachary.house@marcusmillichap.com

Tim Speck

Broker of Record
License #: 9002994

Offices Nationwide
www.marcusmillichap.com

NET LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

By accepting this Marketing Brochure, you agree to treat the information contained herein regarding the lease terms as confidential and proprietary and to only use such information to evaluate a potential purchase of this net leased property.

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs. Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

CONFIDENTIALITY AGREEMENT

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and it should not be made available to any other person or entity without the written consent of Marcus & Millichap. By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property at this time, please return this offering memorandum to Marcus & Millichap.

This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this offering memorandum has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONTACT THE MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

Marcus & Millichap