

Marcus & Millichap



# FAMILY DOLLAR

OFFERING MEMORANDUM

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JACKSON, TENNESSEE

REPRESENTATIVE PHOTO

## NON - ENDORSEMENT & DISCLAIMER NOTICE

### CONFIDENTIALITY & DISCLAIMER

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***ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.  
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.***

**Marcus & Millichap**

OFFICES THROUGHOUT THE U.S. AND CANADA  
[www.marcusmillichap.com](http://www.marcusmillichap.com)



## NET LEASED DISCLAIMER



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

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.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

Marcus & Millichap

# FAMILY DOLLAR

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1011 Old Hickory Boulevard, Jackson, Tennessee 38305

Marcus & Millichap is pleased to present this Net Leased Family Dollar in Jackson, Tennessee. This is an exclusive opportunity to acquire an investment credit (BBB-) net leased asset, in a dense Tennessee location. Jackson, Tennessee is located 130 miles West of Nashville and 70 Miles East of Memphis.

Jackson has a population of 63,000 people within a five mile radius and is the fifth largest city in Tennessee. Jackson offers a pleasing variety of neighborhoods, churches, and religious activities and many places to relax.

The property is offered for sale at \$480,000 with a 9.17% Cap Rate. Within one mile radius of the property a total of 919 households are located and is approximately less than 15 minutes of Jackson Downtown District. With over \$30 million in current development projects focus on residential growth, small local businesses and community events, Jackson Tennessee is by far a place for young professionals, growing families and retirees.

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## INVESTMENT HIGHLIGHTS

Investment Grade Tenant

.....

Value Add Opportunity

.....

Over 63,000 People in a Five Mile Radius

.....

Over 13,000 VPD



## EXECUTIVE SUMMARY // *Family Dollar*

### OFFERING SUMMARY

Price	\$480,000
Net Operating Income	\$44,000
Capitalization Rate	9.17%
Price / SF	\$57.22
Rent / SF	\$5.25
Lease Type	NN
Gross Leasable Area	8,388 SF
Year Built/ Renovated	2001
Lot Size	0.71 acre(s)
Tenant	Family Dollar
Lease Commencement	Nov 2, 1999
Lease Expiration	Dec 31, 2024
Landlord Responsibilities	Roof and Structure
Renewal Options	Four 5-Year Options



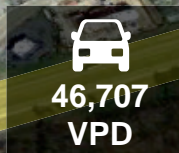
# OFFERING SUMMARY // *Family Dollar*

THE OFFERING				
Property	Family Dollar			
Property Address	1011 Old Hickory Blvd Jackson, TN 38305			
Price	\$480,000			
Capitalization Rate	9.17%			
Price/SF	\$57.22			
PROPERTY DESCRIPTION				
Year Built / Renovated	2001			
Gross Leasable Area	8,388 SF			
Zoning	Commercial			
Type of Ownership	Fee Simple			
Lot Size	0.71 Acres			
ANNUALIZED OPERATING INFORMATION				
INCOME				
Net Operating Income	\$44,000			
RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$44,000	\$3,667	\$5.25	9.17%
Option 2	\$47,000	\$3,917	\$5.60	9.79%
Option 3	\$50,000	\$4,167	\$5.96	10.42%
Option 4	\$53,000	\$4,417	\$6.32	11.04%
Option 5	\$56,000	\$4,667	\$6.68	11.67%

LEASE SUMMARY	
Property Subtype	Net Leased Discount
Tenant	Family Dollar
Rent Increases	\$3000 a Year Each 5-Year Option
Guarantor	Corporate Guarantee
Lease Type	NN
Lease Commencement	Nov 2, 1999
Lease Expiration	Dec 4, 2024
Lease Term	N/A
Term Remaining on Lease (Years)	5.7 Years
Renewal Options	Four 5-Year Options
Landlord Responsibility	Roof and Structure
Tenant Responsibility	Trash, Debris, Parking Lot Maintenance, Re-striping Lot
Right of First Refusal/Offer	No

NOTES: Opportunity to lease up space on the side of the building that previously occupied a barber shop.

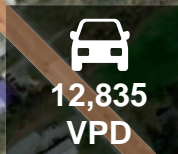




U.S. Highway 412



Hollywood Dr



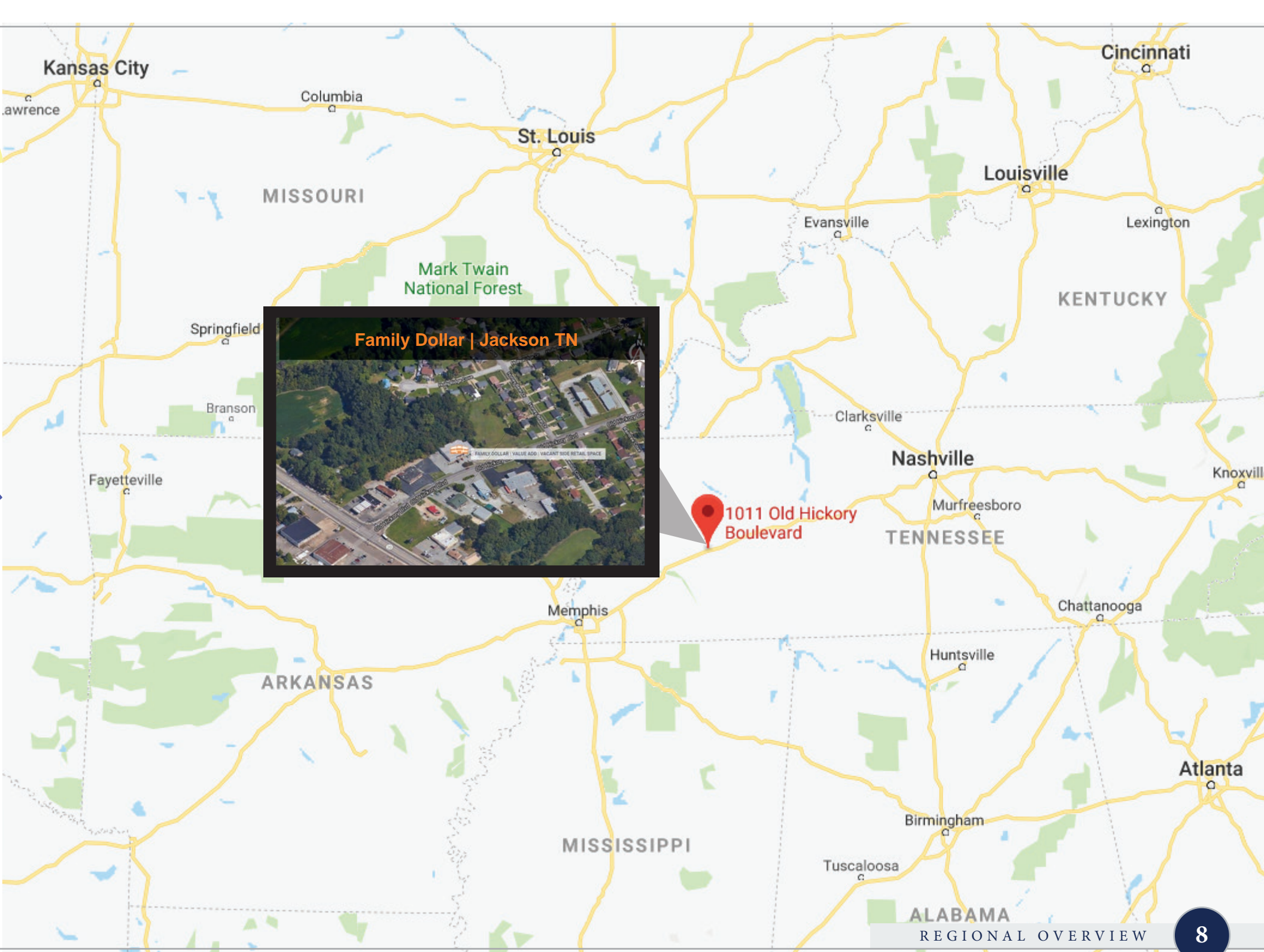
SITE

Old Hickory Blvd

Neighborhood







Family Dollar | Jackson TN

FAMILY DOLLAR | VALUE ADD | VACANT SIDE RETAIL SPACE

1011 Old Hickory  
Boulevard



### TENANT SUMMARY



“Penny-pinching parents (and other cost-conscious buyers) are drawn to Family Dollar. The nation’s #2 dollar store (behind Dollar General) operates almost 7,900 stores across some 46 US states and Washington, DC. Consumables (food, health and beauty aids, and household items) account for around 70% of sales; stores also sell apparel, shoes, and linens. Family Dollar runs small neighborhood stores near its fixed-, low- and middle-income customers in rural and urban areas. Most merchandise costs less than \$10. Family Dollar was founded in 1959 and in mid-2015 Family Dollar it was acquired by rival Dollar Tree.

“In 1958, a 21-year-old entrepreneur with an interest in merchandising became intrigued with the idea of operating a low-overhead, self-service retail store. Leon Levine believed he could offer his customers a variety of high-quality, good value merchandise for under \$2. Because he had grown up in his family’s retail store, he understood value, quality and customer satisfaction.

In November 1959, Leon Levine opened the first Family Dollar store in Charlotte, North Carolina, and was on his way to becoming a retailing legend. Right from the start, he had a well-developed philosophy of what Family Dollar would be and how it would operate, a philosophy from which he and his management team have never strayed. The concept is a simple one, “the customers are the boss, and you need to keep them happy.”

He created a general floorplan that he used in each of his stores that allowed customers to easily shop for their favorite products in any Family Dollar store. With the stores uniformly laid out and stocked, store managers were able to focus on providing good customer service. This concept for a self-serve, cash-and-carry neighborhood discount store proved so successful that today Family Dollar is a chain with more than 8,000 stores from Maine to California and over 15,000 locations with the combined total of Family Dollar and Dollar Tree stores.” [Familydollar.com](http://Familydollar.com)

Employer Type: Privately Owned  
President and COO: Gary M. Philbin  
Employees (All Locations) 60,000

Jackson, Tennessee

# Low Cost of Living

89%

With High School Diploma  
or Higher

300,000

people make up Jackson's workforce

63K+

Total Population

\$1.3B

New Investments

\$30M%

Development Projects

## Music Heritage

Jackson's AMP at the West  
Tennessee

is an outdoor amphitheater, which  
hosts free concerts by local and  
regional artists and movies on a large  
screen from May to October

## HISTORY & CIVIL WAR

Shiloh National Military Park  
Denmark Presbyterian Church



## FIVE MILE DEMOGRAPHICS // *Jackson, Tennessee*



63,006

Total Population



\$141,239

Median Housing Value



\$39,004

Median Household Income



38

Average Age



24,132

Total Households



0.17%

2019-2024



## 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.

11-2-2015

### 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.

\_\_\_\_\_  
Licensed Broker /Broker Firm Name or Primary Assumed Business Name

\_\_\_\_\_  
License No.

\_\_\_\_\_  
Email

\_\_\_\_\_  
Phone

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Designated Broker of Firm

\_\_\_\_\_  
License No.

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Email

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Phone

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Licensed Supervisor of Sales Agent/Associate

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License No.

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Sales Agent/Associate's Name

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Phone

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Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date