

Located in a Qualified Opportunity Zone | New 10-Year Corporate Lease | 4-Way Signalized Hard Corner Location



Actual Location

OPENING IN SEPTEMBER 2019



Quitman, GA  
(Valdosta MSA)

OFFERING MEMORANDUM

Marcus & Millichap



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Downtown Valdosta , Georgia



## Property Details &amp; Pricing Summary

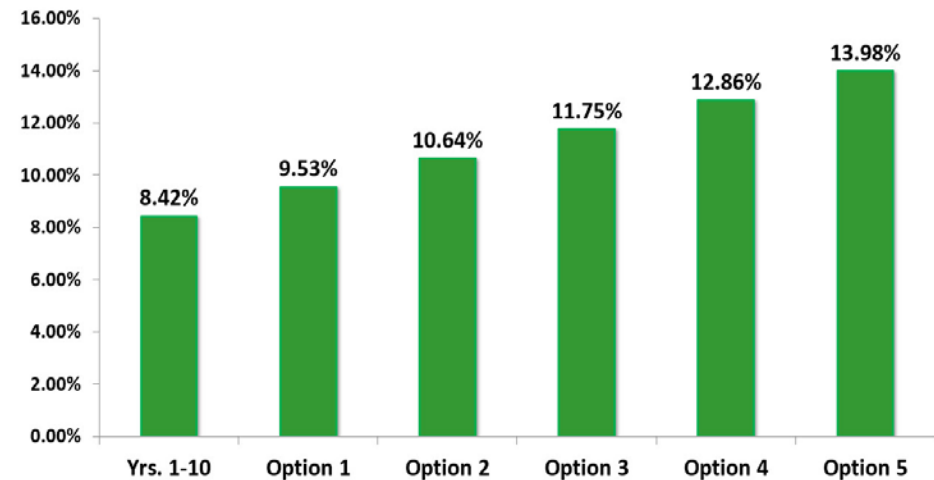
Property Address	1103 W. Screven Street, Quitman, Ga 31643
Offering Price	\$1,371,000
CAP Rate	7.00%
Annual Rent	\$95,967
Building Size	10,663 <sup>(1)</sup>
Lot Size	1.25 Acres <sup>(1)</sup>
Price/SF	\$128.57
Rent/SF	\$9.00
Year Built / Renovated	1999 / 2019 <sup>(1)</sup>
Property Type	Net-Leased Discount Retail

## Tenant Lease Summary

Tenant Trade Name	Dollar Tree
Ownership	Public
Lease Guarantor	Dollar Tree Stores, Inc.
Lease Type	Double Net (Tenant Managed)
Roof & Structure	Landlord Responsible <sup>(4)</sup>
Original Lease Term	10 Years
Lease Commencement Date	6/21/2019
Est. Lease Expiration Date	9/30/2029
Remaining Lease Term	10 Years
Options	Five, 5-Year Renewal Options
Increases	\$0.50 PSF increases during each option period

Proposed New Financing Options<sup>(2)</sup>

Loan Program 1 <sup>(2)</sup>	5-Year Fixed Rate
Amortization	25 Years
Term	5-Years Fixed
Interest Rate	3.85%
Loan Program 2 <sup>(2)</sup>	10-Year Fixed Rate
Amortization	25 Years
Term	10-Year Fixed Rate
Interest Rate	4.05%
Down Payment (35%)	\$479,850
LTV / Loan Amount	65% / \$891,150

Pro Forma Cash-On-Cash Return<sup>(3)</sup>

(1) Building, Lot Size and Year Built/Renovated are approximate. Buyer will need to verify the accuracy of these estimates during the Due Diligence process.

(2) Loan Programs, lender's terms, and interest rates are subject to market changes. Please contact listing agent for details.

(3) Pro Forma Cash-On-Cash Return figures shown above are estimates only and subject to change depending on available financing. There is no guarantee that Dollar Tree will exercise all or any of its renewal options. Pro forma returns shown above do not take into consideration potential repair and maintenance expenses. Buyer must conduct their own due diligence.

(4) Landlord responsibilities include (but are not limited to) roof, structure, parking areas and HVAC replacement. During the first 12 months of the Lease Term, Tenant shall not be obligated to reimburse Landlord for Real Property Taxes in excess of \$0.79 per square foot of GLA and Reimbursable Insurance Costs in excess of \$0.30 per square foot of Premises GLA. Buyer will need review the Lease during due diligence for full details.



## Investment Highlights

- Four-way signalized hard-corner location across the street from a Harveys Supermarket anchored shopping center
- Located in a Qualified Opportunity Zone - specific areas designated by the state to promote and enhance real estate development by potentially allowing investors to defer or eliminate federal taxes on capital gains<sup>(1)</sup>
- Potential 10.80% average cash-on-cash return should Dollar Tree exercise all of their renewal option periods<sup>(2)</sup>
- Dollar Tree, Inc. (NASDAQ: DLTR) is a Fortune 200 company with over 15,115 locations / Investment grade credit rating of BBB- / Stable from Standard & Poor's.<sup>(3)</sup>
- New 10-year corporate lease from Dollar Tree Stores, Inc. (Part of Dollar Tree, Inc., a Fortune 200 Company with \$22.8 billion in sales and a \$5.6 billion net worth)<sup>(3)</sup>
- Five, 5-year renewal option periods each with fixed rent increases
- Dollar Tree, Inc. (NASDAQ: DLTR) operates 15,115 locations nationwide under the brands of Dollar Tree, Family Dollar, and Dollar Tree Canada
- Part of the Valdosta MSA, which is home to over 139,588 residents

The subject property is a single-tenant, freestanding Dollar Tree situated at a four-way signalized hard-corner across from a Harveys Supermarket anchored shopping center. It has direct frontage along West Screven Street, the city's main commercial retail corridor. The subject property is surrounded by several national retailers including McDonald's, Burger King, O'Reilly Auto Parts, Subway, and a Marathon gas station. Quitman is part of the Valdosta MSA, which is home to over 139,588 residents.

The subject property is situated in a Qualified Opportunity Zone. In 2017, a federal tax bill was passed to encourage real estate development in certain regions across the U.S. Investors who incur a capital gain may be allowed to defer or eliminate federal taxes by investing in a Qualified Opportunity Zone through a special Opportunity Zone fund. The overall goal of a Qualified Opportunity Zone is to promote new investment in specific areas, thereby accelerating real estate development in those communities.<sup>(1)</sup>

Dollar Tree operates under a new, 10-year corporate lease with five, five-year renewal option periods. The each renewal option period has fixed rent increases approximately 5%, allowing an investor to potentially achieve an average cash-on-cash return of 10.80% should Dollar Tree exercise all their options.<sup>(2)</sup> The lease is double net with minimal landlord responsibilities, which include (but are not limited to) the building's roof, structure, parking lot and HVAC (replacement only). The lease comes with a corporate guarantee from Dollar Tree Stores, Inc. In March 2008, the company created Dollar Tree, Inc., a new parent holding company, which Dollar Tree Stores, Inc. operates under.<sup>(3)</sup>

Dollar Tree, Inc.<sup>(3)</sup> is a Fortune 200 publicly traded (NASDAQ: DLTR) company and has an investment grade credit rating of BBB- / Stable by Standard & Poor's. In July 2015, Dollar Tree, Inc. completed the acquisition of Family Dollar Stores Inc., creating the largest dollar store chain nationwide with 15,115 locations generating over \$22.8 billion annually. The company now operates across 48 states and 5 provinces in Canada, employing over 176,000 people. The company was founded in 1986 and is based in Chesapeake, Virginia.

<sup>(1)</sup>Marcus & Millichap and its affiliates make no representations or warranties, expressed or implied as to the accuracy of any information regarding investing in a Qualified Opportunity Zone. Investors must contact their CPA or tax advisor to understand the benefits of investing in a Qualified Opportunity Zone and conduct their own due diligence.

<sup>(2)</sup>Average cash-on-cash return mentioned above is an estimate only and subject to change depending on available financing. It does not take into consideration potential repair and maintenance expenses. There is no guarantee that the Tenant will exercise any of their renewal option periods. Buyer must conduct their own due diligence.

<sup>(3)</sup>Dollar Tree Stores, Inc. is a part of Dollar Tree, Inc. Additional information can be found at <http://www.dollartreeinfo.com/investors/financial/>. Buyer must conduct their own due diligence to verify the accuracy of this information and all information contained within this marketing package.

- Fortune 200 Company (Ranked #134)
- NASDAQ: DLTR
- 15,115+ Locations Across North America
- \$22.8+ Billion Annual Sales
- \$5.86+ Billion Net Worth
- Acquired Family Dollar in 2015 to Become North America's Leading Operator of Discount Variety Stores

### Dollar Tree Reports Results for the Second Quarter Fiscal 2019

August 29, 2019 - Financial Highlights Include:

- Consolidated Sales Increased 3.9% to \$5.74 Billion
- Dollar Tree Same-Store Sales Increased 2.4%
- Enterprise Same-Store Sales Increased 2.4%
- Increasing Fiscal 2019 Family Dollar H2 Renovation Projects from 1,000 to 1,150

North America's leading operator of discount variety stores, today reported financial results for the quarter ended August 3, 2019.

"The turnaround of the Family Dollar business continues to gain momentum. Family Dollar's same-store sales increase of 2.4% was the third consecutive quarter of sequential acceleration and represented a 160 basis point improvement in the two-year stacked comp. And, despite sales headwinds created by the global helium shortage, the Dollar Tree segment delivered a same-store sales increase of 2.4%, while cycling a strong 3.7% increase from the prior year's quarter.

Dollar Tree has now delivered 46 consecutive quarters of positive same-store sales, and eight consecutive quarters with two-year stacked comps exceeding 6%," stated Gary Philbin, President and Chief Executive Officer. "I am proud of the team's accomplishments. During the quarter, we successfully consolidated our store support centers and, as planned, closed 296 Family Dollar stores as part of our store optimization efforts. Additionally, we completed 542 Family Dollar renovations into the H2 format."

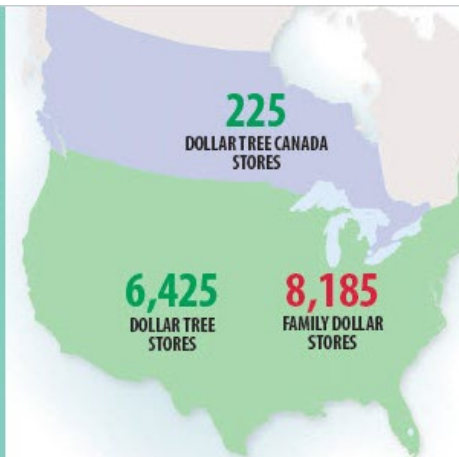
<sup>(1)</sup>Source: Summary only. For full press release, please visit <http://www.dollartreeinfo.com/investors/news/releases/>

### More Ways to Grow Our Business.

Dollar Tree is a growth company. We ended 2017 with 14,835 stores and have identified the opportunity for approximately 26,000 stores across North America. Value and convenience is increasingly important to shoppers now more than ever. Customers frequently shop Dollar Tree and Family Dollar for their fill-in trip shopping needs. For 2018, our real estate plans include...

- 650 new stores (350 Dollar Tree and 300 Family Dollar),
- 450 Family Dollar store renovations, 100 relocations or expansions and
- 50 Family Dollar to Dollar Tree re-banners.

We have developed a strong and efficient distribution network to support our ability to grow and maintain a low-cost operating structure. We currently own 22 distribution centers and broke ground on our 23rd facility in Warrensburg, Missouri in 2017.



### 2017 STORE COUNT INCREASE

**4.6%** DOLLAR TREE  
**2.6%** FAMILY DOLLAR



**1,250**  
REAL ESTATE  
PROJECTS PLANNED  
FOR 2018.

## Location Highlights & Market Overview

- Four-way signalized hard-corner location across from a Harveys Supermarket anchored shopping center
- Located in a Qualified Opportunity Zone
- National retailers located in the immediate area include McDonald's, Burger King, O'Reilly Auto Parts, Subway, and a Marathon gas station
- Direct street frontage along West Screven Street, the city's main retail corridor with multiple points of ingress and egress
- Part of the Valdosta MSA, which is home to over 139,588 residents

Quitman serves as the county seat of Brooks County and is situated approximately twenty-five miles west of Valdosta, which is home to 56,481 residents. The Valdosta MSA is home to over 139,588 residents.

Situated near the Florida border along the Interstate 75 corridor, Valdosta serves as a major commercial center of South Georgia with numerous manufacturing plants. The Valdosta MSA is a major producer of tobacco, turpentine, pine lumber, pulpwood and naval stores. According to the Georgia Department of Community Affairs, Valdosta is called the "Naval Stores Capital of the World" because it supplies 80% of the world demand for naval stores.

Valdosta is home to Valdosta Mall, a major regional mall that is home to several national retailers including Best Buy, Home Depot, Kohl's, Lowe's, OfficeMax, Target and Publix. The city is also home to Valdosta State University, a regional university in the University System of Georgia with over 10,900 students. Moody's Air Force Base, a major flight training base for the US Air Force, is located just nine miles from Valdosta.



### Major Employers in the Valdosta MSA

Moody Air Force Base:	5,478
South Georgia Medical Center:	2,559
Fresh Beginnings Inc. and Elead1 one:	1,582
Valdosta State University:	2,311
Lowndes County School System:	1,388
Valdosta City School System:	1,270
Lowe's Distribution Center:	992
Walmart Supercenters:	859
Convergys Corp:	380
Packaging Corp. of America:	340
Archer Daniels Midland Company:	256







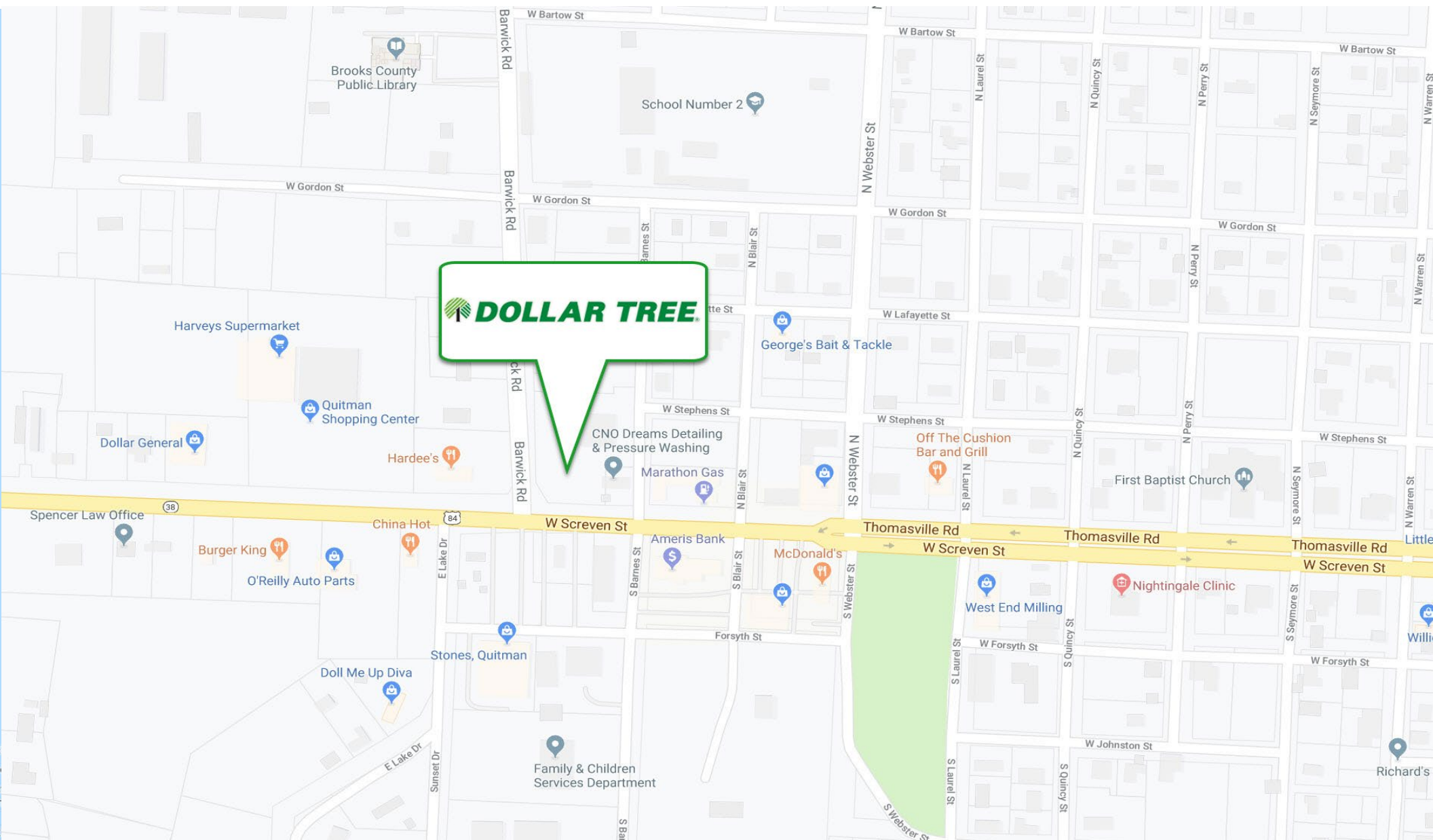














## Demographic Summary

Population	1-Mile	3-Miles	5-Miles
2018 Est. Population	2,785	4,358	5,531

Households	1-Mile	3-Miles	5-Miles
2018 Est. Households	1,067	1,734	2,147
2010 Owner Occupied Housing Units	61.6%	62.0%	63.5%
2010 Renter Occupied Housing Units	38.4%	38.0%	36.5%
2018 Owner Occupied Housing Units	57.2%	57.7%	59.4%
2018 Renter Occupied Housing Units	42.8%	42.3%	40.6%
2023 Owner Occupied Housing Units	56.8%	57.4%	59.2%
2023 Renter Occupied Housing Units	43.2%	42.7%	40.8%

Income	1-Mile	3-Miles	5-Miles
\$10,000-\$14,999	8.31%	8.18%	7.67%
\$15,000-\$24,999	15.89%	16.70%	16.52%
\$25,000-\$34,999	9.36%	9.25%	9.22%
\$35,000-\$49,999	11.78%	11.37%	11.86%
\$50,000-\$74,999	13.91%	15.51%	15.65%
\$75,000-\$99,999	5.12%	5.66%	7.24%
\$100,000-\$149,999	9.51%	7.34%	7.05%
\$150,000-\$199,999	4.50%	3.67%	3.54%
\$200,000 or More	1.97%	2.22%	2.07%
2018 Est. Median Household Income	\$31,550	\$30,496	\$32,002
2018 Est. Average Household Income	\$51,866	\$51,059	\$51,574





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Actual Location

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 **DOLLAR TREE**

**Quitman, GA  
(Valdosta MSA)**