



Dollar Tree

251 N Broad St, Carlinville, IL 62626

Marcus & Millichap

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MARKET OVERVIEW

St. Louis Market Overview
Demographic Summary

**DOLLAR
TREE**

 **DOLLAR TREE**

DOLLAR TREE



INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present the Dollar Tree located in Carlinville, Illinois.

The 10,500 square foot building was recently retrofitted to the Dollar Tree prototype in 2020. The brand-new 10-year lease is set to commence on July 1, 2020 and set to expire on June 30, 2030. The lease is classified as double net, with the landlord responsible for the roof and structure, replacement of the HVAC and for a portion of the Insurance premium. There are rent increases in each of the four, five-year renewal options available, providing an ideal hedge against future inflation.

Dollar Tree is positioned on about 0.71 acres, with excellent exposure and easy accessibility at the corner of Morgan Street and North Broad Street. The building sits just off the public square, which is the focal point of downtown Carlinville and is in close proximity to a number of national retailers including Dollar General, Carquest Auto Parts, Ace Hardware, U.S. Bank, Subway, McDonald's and Dairy Queen. There is very minimal competition in the market outside of the Dollar General, with a lack of major grocery stores, allowing Dollar Tree to capture those customers with their refrigerated and frozen food section. There is a Walmart Supercenter off Alton Road on the south side of Carlinville. The Blackburn College campus is less than a mile away, and the Carlinville Area Hospital is nearby as well, both of which are major economic drivers in the area.



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- 10,500 Square Foot Freestanding Dollar Tree | 2020 Retrofit
- Brand-New 10-Year Lease | Commences July 1, 2020 & Expires June 30, 2030
- Double Net Lease | Landlord Responsible for Roof & Structure, HVAC Replacement & a Portion of the Insurance
- Rent Increases in each of the Four, Five-Year Renewal Options
- 1 Mile from the Carlinville Area Hospital (28,000 Square Foot 25-Bed Acute Care Hospital)
- Blackburn College Campus is Less than 1 Mile Away | Major Economic Driver in the Area
- Walmart Supercenter is 1.5 Miles Away | Lack of Major Grocery Store Competition in the Market
- Carlinville is just 55 Miles Outside of St. Louis, Missouri (Population Exceeds 318,000 People)
- Dollar Tree has 15,288 Locations in 48 States

**DOLLAR TREE**

Click to View Map: 251 N Broad St, Carlinville, IL 62626

Pricing

Price	\$1,160,800
Cap Rate	7.15%
Building Square Footage	10,500
Year Built	2020 Retrofit
Lot Size	0.71 Acres

Annualized Operating Data

Lease Year	Annual Rent	Monthly Rent
Current:	\$84,000	\$7,000
Option I	\$89,250	\$7,437
Option II	\$94,500	\$7,875
Option III	\$99,750	\$8,312
Option IV	\$105,000	\$8,750
Reserve & Liability Insurance Expense		\$1,000
NET OPERATING INCOME		\$83,000

Tenant Summary

Lease Commencement	July 1, 2020
Lease Expiration	June 30, 2030
Years Remaining	10 Years
Increases	In Options
Guarantee	Corporate
Lease Type	Double Net
Option Periods	(4), 5-Year
Right of First Refusal (ROFR):	Yes; 10 Business Days



Avg. HH Income
\$76,064 within 1 Miles



Population
7,277 within 5 Miles



Guarantee
Corporate



Net Operating Income
\$83,000



Cap Rate
7.15%



Years Left on Lease
10 Years

Financing Options

Approximate Rate	3.75%
Loan To Value	75%
Fixed Term	5 Years
Amortization	25 Years

Multiple financing options are available based on buyer requirements. Please contact listing agents to discuss options in detail.

Lease Responsibilities

Roof & Structure	Landlord Responsible
HVAC	Tenant Responsible
Real Estate Taxes	Tenant Responsible
Common Area Maintenance	Tenant Responsible
Insurance	Landlord Responsible for Liability Ins.

SUITE	TENANT NAME	APPROX. RENTABLE SF	OCCUPANCY	RENT COMMENCE	LEASE EXPIRATION	APPORX. RENT/SF	BASE RENT/MONTH	ANNUAL RENT	LEASE TYPE	RENT INCREASES	RENEWAL OPTIONS
1	Dollar Tree	10,500	100%	7/1/2020	6/30/2030	\$8.00	\$7,000	\$84,000	Double Net	Option I - \$8.50psf Option II - \$9.00psf Option III - \$9.50psf Option IV - \$10.00psf	(4) 5-Year

TOTAL SQUARE FEET:	10,500	100%			MONTHLY INCOME:	\$7,000			
TOTAL OCCUPIED SQUARE FEET:	10,500	100%			ANNUAL INCOME:	\$84,000			
TOTAL AVAILABLE SQUARE FEET:	0	0%			AVERAGE NNN RENT PSF:	\$8.00			

FOOTNOTE:



DOLLAR TREE

DOLLAR TREE

**DOLLAR
TREE**

SEE IT ALL DAY
EVERY DAY

SEE IT ALL DAY
EVERY DAY

TENANT OVERVIEW



DOLLAR TREE®

Dollar Tree Stores, Inc. is an American chain of discount variety stores that sells for \$1 or less. Headquartered in Chesapeake, Virginia, it is a Fortune 500 company and operates 15,288 stores throughout the 48 contiguous U.S. states and Canada. Its stores are supported by a nationwide logistics network of eleven distribution centers. The company also operates a multi-price-point variety chain under the Family Dollar banner, upon having purchased Family Dollar officially in July 2015. The company reports annual revenue in excess of \$22.25 Billion with total assets of more than \$16.33 Billion and over 193,100 employees.

OWNERSHIP:	Public
TICKER SYMBOL:	NASDAQ: "DLTR"
TENANT:	Corporate
TOTAL # OF LOCATIONS:	15,288
YEAR FOUNDED:	1986
ANNUAL REVENUE:	\$22.25+ Billion
HEADQUARTERED:	Chesapeake, Virginia
WEBSITE:	www.dollartree.com

LEASE ABSTRACT

TENANT SUMMARY

COMMON AREA MAINTENANCE:	Landlord shall operate, maintain, repair and replace. Tenant shall reimburse to a CAM cap of 3% over prior year.
REAL ESTATE TAXES:	Landlord pays and Tenant shall fully reimburse.
INSURANCE:	Landlord shall maintain insurance and Tenant will reimburse for Property Insurance Premium.
ROOF AND STRUCTURE:	Landlord Responsible.
HVAC:	Tenant Responsible for Maintenance & Repair. Landlord responsible for Replacement.
ROFR:	Tenant will exercise its right to purchase within 10 business days after receipt.



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SITE PLAN

DOLLAR GENERAL

SNAP
FITNESS 24-7

CARQUEST

MJM



DOLLAR TREE

N Broad St

N East St

Morgan St

Frontier
COMMUNICATIONS

MARKET AERIAL

Carlinsville Area
HOSPITAL

4



H&R BLOCK



Catholic Charities



Broadway

CARLINVILLE
REHABILITATION & HEALTH CARE CENTER

WE ARE
Carlinsville
Carlinsville
Elementary School

Blackburn
COLLEGE
Learn. Work. Earn.



DOLLAR GENERAL



Bank & Trust Company
Bank of America



DODGE
Jeep



usbank
ACE
Hardware
Cherry Tree
WALL STREET
FINANCIAL SERVICES

WE ARE
Carlinsville
Carlinsville High
School



GAZDA INSURANCE

E 1st St



LOCAL MAP



Blackburn College



Carlinville

E 1st S St

Ruta de Illinois 108

E 1st S St

Blackburn COLLEGE
Learn. Work. Earn.

0.7 MILES
Blackburn
College

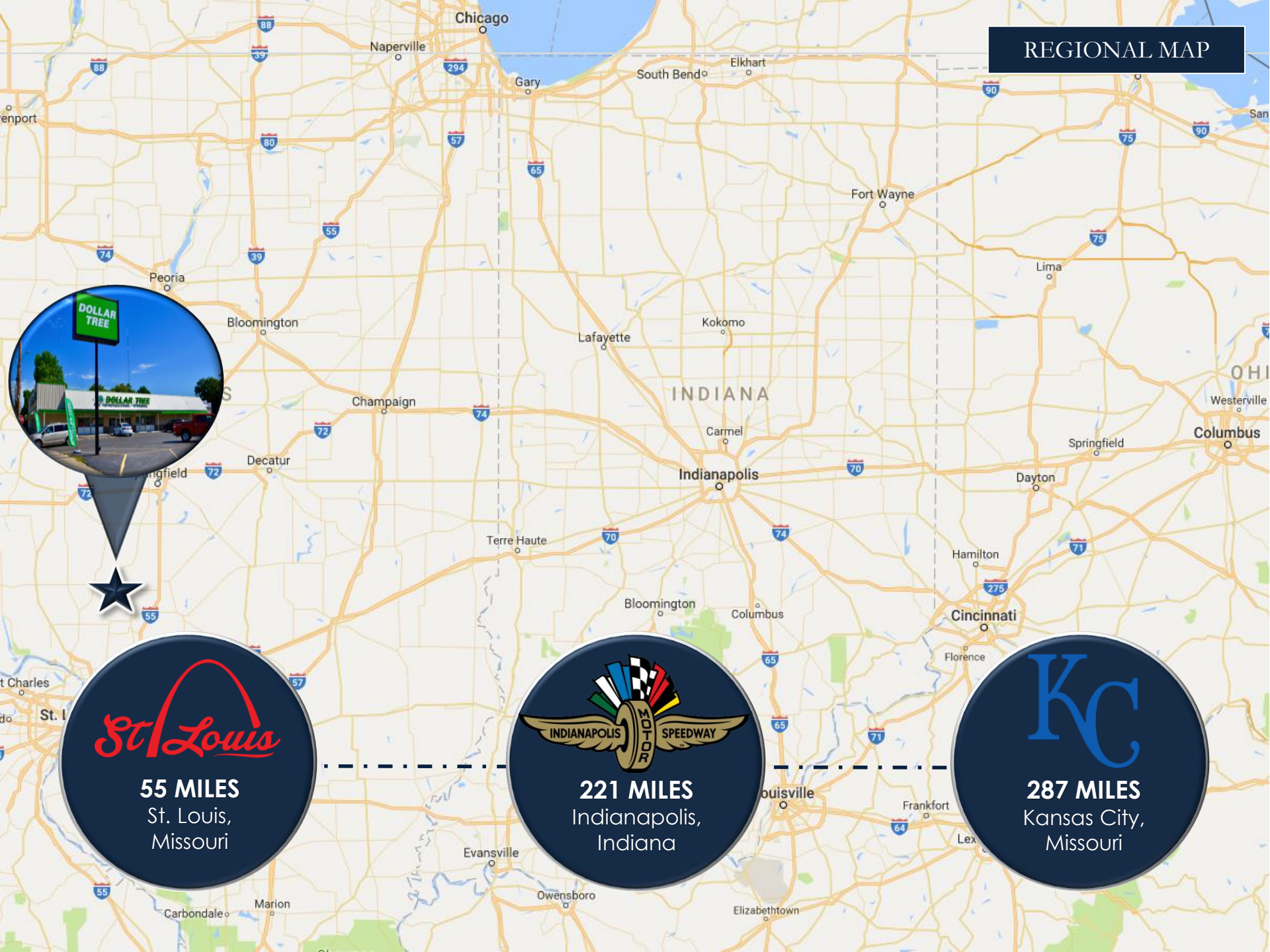

Carlinville Area
HOSPITAL

1.2 MILES
Carlinville Area
Hospital

Walmart 
Save money. Live better.

1.5 MILES
Walmart
Supercenter

REGIONAL MAP



DOLLAR
TREE



St. Louis

55 MILES
St. Louis,
Missouri



221 MILES
Indianapolis,
Indiana

KC

287 MILES
Kansas City,
Missouri

DOLLAR TREE



ST. LOUIS OVERVIEW

Known for its Gateway Arch, the St. Louis metro is situated near the geographic center of the United States, within 500 miles of one-third of the U.S. population, and it has nearly 2.8 million residents. The metro encompasses the city of St. Louis; the Missouri counties of St. Charles, Jefferson, Franklin, St. Louis, Lincoln, Warren and Washington; and the Illinois counties of Madison, St. Clair, Macoupin, Clinton, Monroe, Jersey, Bond and Calhoun. St. Louis is the most populous county with 1 million people. The city of St. Louis, which is located at the confluence of the Mississippi and Missouri rivers, contains approximately 316,000 citizens and is the only city in the metro with a population of more than 90,000 residents.

METRO HIGHLIGHTS



CENTRAL LOCATION

The central U.S. location and Mississippi River accessibility allow for fast access to markets both domestically and internationally.



EXCELLENT TRANSPORTATION SYSTEM

The St. Louis metro has extensive freight, rail, air and sea transportation systems, facilitating shipping and distribution of goods worldwide.



AFFORDABLE COST OF LIVING

Home prices are well below other large markets in Midwestern states and the U.S. overall.



MARKET OVERVIEW

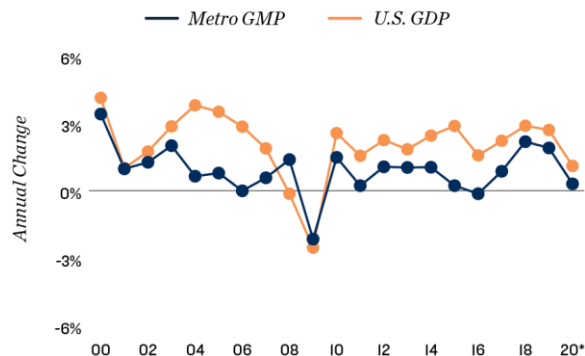
ECONOMY

- St. Louis is highly ranked for its logistics infrastructure, bolstered by its central geographic location and easy access to major waterways. It is a significant inland port.
- The region is emerging as a large financial services center, with two Fortune 500 companies headquartered in the metro: Jones Financial and Reinsurance Group-America.
- The metro is home to seven other Fortune 500 companies including Centene, Emerson Electric and Graybar Electric.
- Government entities pursue business development and provide resources for startups, along with incubators with guidance and inexpensive office and lab space.

MAJOR AREA EMPLOYERS

BJC Healthcare
The Boeing Co.
Scott Air Force Base
Washington University in St. Louis
Walmart
SSM Healthcare
AT&T Communications Inc.
Schnuck Markets Inc.
St. Louis University
Express Scripts

Economic Growth



SHARE OF 2019 TOTAL EMPLOYMENT

9%
MANUFACTURING

16%
PROFESSIONAL AND
BUSINESS SERVICES

11%
GOVERNMENT

11%
LEISURE AND HOSPITALITY

7%
FINANCIAL ACTIVITIES

19%
TRADE, TRANSPORTATION
AND UTILITIES

5%
CONSTRUCTION

18%
EDUCATION AND
HEALTH SERVICES

2%
INFORMATION

3%
OTHER SERVICES



DEMOGRAPHICS

- The metro is expected to add more than 40,000 people through 2024, which will result in the formation of approximately 23,000 households.
- A median home price below the national level has produced a homeownership rate of nearly 62 percent, which is well above the national rate of 57 percent.
- Roughly 33 percent of people age 25 and older hold bachelor’s degrees; among those residents, 13 percent also have earned a graduate or professional degree.

2019 Population by Age



QUALITY OF LIFE

The metro boasts numerous public and private golf courses, more than 100 parks, 200 miles of trails and the Gateway Arch. Many of St. Louis’ premier attractions, including the St. Louis Zoo, the St. Louis Art Museum, the Missouri History Museum and the Municipal Opera, are located in Forest Park. The park features golf courses and athletic fields. The area houses the St. Louis Cardinals and the St. Louis Blues. Nearby is the Lake of the Ozarks, offering destinations for hunting, fishing, camping, hiking and spelunking. There are more than 40 colleges, universities and technical schools in the metro, enrolling around 200,000 students a year. Washington University in St. Louis is highly ranked among U.S. universities.



SPORTS



EDUCATION



SAINT LOUIS UNIVERSITY
— EST. 1818 —



ARTS & ENTERTAINMENT



POPULATION	1 Miles	3 Miles	5 Miles
■ 2024 Projection			
Total Population	5,184	6,292	7,087
■ 2019 Estimate			
Total Population	5,357	6,479	7,277
■ 2010 Census			
Total Population	5,583	6,744	7,560
■ 2000 Census			
Total Population	5,825	6,994	7,827
■ Current Daytime Population			
2019 Estimate	6,073	7,002	7,518
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2024 Projection			
Total Households	2,145	2,596	2,910
■ 2019 Estimate			
Total Households	2,190	2,644	2,956
Average (Mean) Household Size	2.26	2.28	2.30
■ 2010 Census			
Total Households	2,311	2,780	3,097
■ 2000 Census			
Total Households	2,218	2,652	2,958
HOUSEHOLDS BY INCOME			
■ 2019 Estimate	2,145	2,596	2,910
\$150,000 - \$199,999	2,444	2,964	3,340
\$100,000 - \$149,000	1 Miles	3 Miles	5 Miles
\$75,000 - \$99,999			
\$50,000 - \$74,999	7.05%	8.44%	8.98%
\$35,000 - \$49,999	13.11%	14.35%	15.02%
Under \$35,000	10.33%	10.60%	10.99%
Average Household Income	22.66%	22.41%	22.28%
Median Household Income	10.98%	11.03%	11.31%
Per Capita Income	35.85%	33.16%	31.43%

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$70,784	\$73,757	\$75,545
■ Consumer Expenditure Top 10 Categories			
Housing	\$19,500	\$20,199	\$20,602
Transportation	\$11,855	\$12,290	\$12,539
Shelter	\$11,800	\$12,475	\$12,903
Food	\$6,894	\$7,098	\$7,219
Personal Insurance and Pensions	\$6,316	\$6,760	\$7,012
Health Care	\$5,304	\$5,527	\$5,658
Utilities	\$3,578	\$3,686	\$3,754
Entertainment	\$2,647	\$2,781	\$2,855
Household Furnishings and Equipment	\$1,988	\$2,054	\$2,090
Cash Contributions	\$1,801	\$1,909	\$1,967
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2017 Estimate Total Population	5,357	6,479	7,277
Under 20	23.91%	23.68%	23.51%
20 to 34 Years	18.63%	18.51%	18.20%
35 to 39 Years	5.70%	5.60%	5.56%
40 to 49 Years	11.39%	11.42%	11.46%
50 to 64 Years	20.76%	21.30%	21.80%
Age 65+	19.59%	19.47%	19.48%
Median Age	41.53	41.94	42.44
■ Population 25+ by Education Level			
2017 Estimate Population Age 25+	3,719	4,484	5,045
Elementary (0-8)	3.05%	2.80%	2.70%
Some High School (9-11)	6.89%	6.64%	6.35%
High School Graduate (12)	29.43%	29.84%	30.64%
Some College (13-15)	27.56%	26.73%	26.29%
Associate Degree Only	9.17%	9.27%	9.23%
Bachelors Degree Only	14.22%	14.82%	14.98%
Graduate Degree	8.35%	8.74%	8.75%

A photograph of a Dollar Tree store at night, with the store's name on a large sign and the building visible in the background. The image is dark and serves as a background for the text.

DOLLAR TREE CARLINVILLE, IL

Illinois BOR
Steven Weinstock

EXCLUSIVE OFFERING

PRESENTED BY:

Marcus & Millichap

OFFICES
NATIONWIDE
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