



# DOLLAR TREE

3060 THOMAS STREET  
MEMPHIS, TN

Offering Memorandum

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



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## **BROKER OF RECORD**

**KYLE MATTHEWS**

**LIC # 263667 (TN)**



## Investment Highlights

- » **Strong Tenant Commitment to Location** – Tenant just signed a brand new 5-year lease with one 5-year option. Tenant previously subleased the location and decided to lease with landlord directly after initial sublease ended
- » **Stong Rent Growth** – Rent is scheduled to increase by 10% in the option period
- » **Attractive NN Lease Structure** – Tenant to pay for RE Taxes, Insurance, HVAC, and Operating Expenses. Landlord is responsible for Roof, Structure, and Parking Lot
- » **Healthy Traffic Counts** – Approximately 32,000 in daily traffic passes the Dollar Tree on US Route 51 – The highway is a major south-north United States highway that travels in the states of Louisiana, Mississippi, Tennessee, Kentucky, Illinois, and Wisconsin
- » **Strong Retail Synergy** – Surrounding tenants include Walgreens, Church's Chicken, AutoZone Auto Parts, McDonald's, H&R Block, Taco Bell, O'Reilly Auto Parts, Wendy's, and many more
- » **Corporate Backing** – Lease is corporately guaranteed by Dollar Tree Stores, Inc.
- » **Investment Grade Credit Tenant** – Dollar Tree holds a credit rating of BBB- (S&P)



# Financial Overview



**3060 THOMAS STREET  
MEMPHIS, TN 38127**

## Investment Summary

» <b>LIST PRICE</b>	\$1,344,000
» <b>NOI</b>	\$94,044
» <b>CAP RATE</b>	7.00%
» <b>TOTAL BUILDING AREA</b>	±11,064 SF

## Annualized Operating Data

	Monthly	Annually	Rent/SF	Cap Rate
Current: Years 1-5	\$7,837	\$94,044	\$8.50	7.00%
Option 1: Years 6-10	\$8,759	\$105,108	\$9.50	7.82%

## Tenant Summary

Lease Type	NN
Type of Ownership	Fee Simple
Tenant	Dollar Tree Stores, Inc
Roof and Structure	Landlord Responsible
Original Lease Term	5 Years
Lease Commencement	4/7/2020
Rent Commencement	4/7/2020
Lease Expiration	4/30/2025
Term Remaining	±5 Years
Increases	10.00%
Options	One (1), 5-Year Option
Year Built / Renovated	2000/2004
Parking Spaces	40

## Barrington Debt Quote



**LTV:** 65% - \$873,600

**RATE:** 3.90%

**TERM:** 10 Years

Loan quote provided by Barrington Capital based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing. Please contact:

**Brian Krebs**

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Direct line: (818) 606-9476

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The Offering

DOLLAR TREE	
Property Address	3060 Thomas Street Memphis, TN 38127
SITE DESCRIPTION	
Number of Stories	One
Year Built / Renovated	2000/2004
GLA	±11,064 SF
Lot Size	±1.68 AC
Type of Ownership	Fee Simple

Tenant Overview

» Company Name	» Year Founded	» Headquarters
Dollar Tree	1986	Chesapeake, VA
» Locations	» Industry	» Website
15,000+	Retail	<a href="http://www.dollartree.com">www.dollartree.com</a>

Dollar Tree locations carry a mix of housewares, toys, seasonal items, food, health and beauty aids, gifts, and books. At Dollar Tree shop’s most goods are priced at \$1 or less while Family Dollar merchandise is usually less than \$10. The stores are located in high-traffic strip centers and malls often in small towns. It purchased fellow discounter, Family Dollar in 2015, bolstering competitive position against Dollar General. The company wants to create a “treasure hunt” type environment where people can bring their whole families.

GEOGRAPHIC OUTREACH

Dollar Tree operates more than 14,000 Dollar Tree, Deal\$, Dollar Bills, and Family Dollar discount stores in 48 US states and the District of Columbia and five provinces in Canada.

STRATEGY

Dollar Tree continues to offer customers products they need at extreme values while keeping their stores bright, clean, organized, and stocked. The company carries a broad mix of merchandise that includes many trusted national and regional brands.



# MEMPHIS



THOMAS ST  
± 31,000 VPD



RIVER CITY MOTORS



NEW DEVELOPMENT  
UNDER CONSTRUCTION



O'Reilly  
AUTO PARTS

MEMPHIS POLICE  
TRAINING CENTER

TACO  
BELL

Wendy's

IMPALA  
M • O • T • O • R • S

McDonald's

CITITRENDS cricket™  
H&R BLOCK wireless  
FAMILY DOLLAR

SUBWAY  
AutoZone

DOLLAR GENERAL

Walgreens

Church's  
CHICKEN  
SINCE 1952

THOMAS ST  
± 31,000 VPD

FRAYSER  
MEDICAL CENTER

TOWING LOT

metro  
by T-Mobile

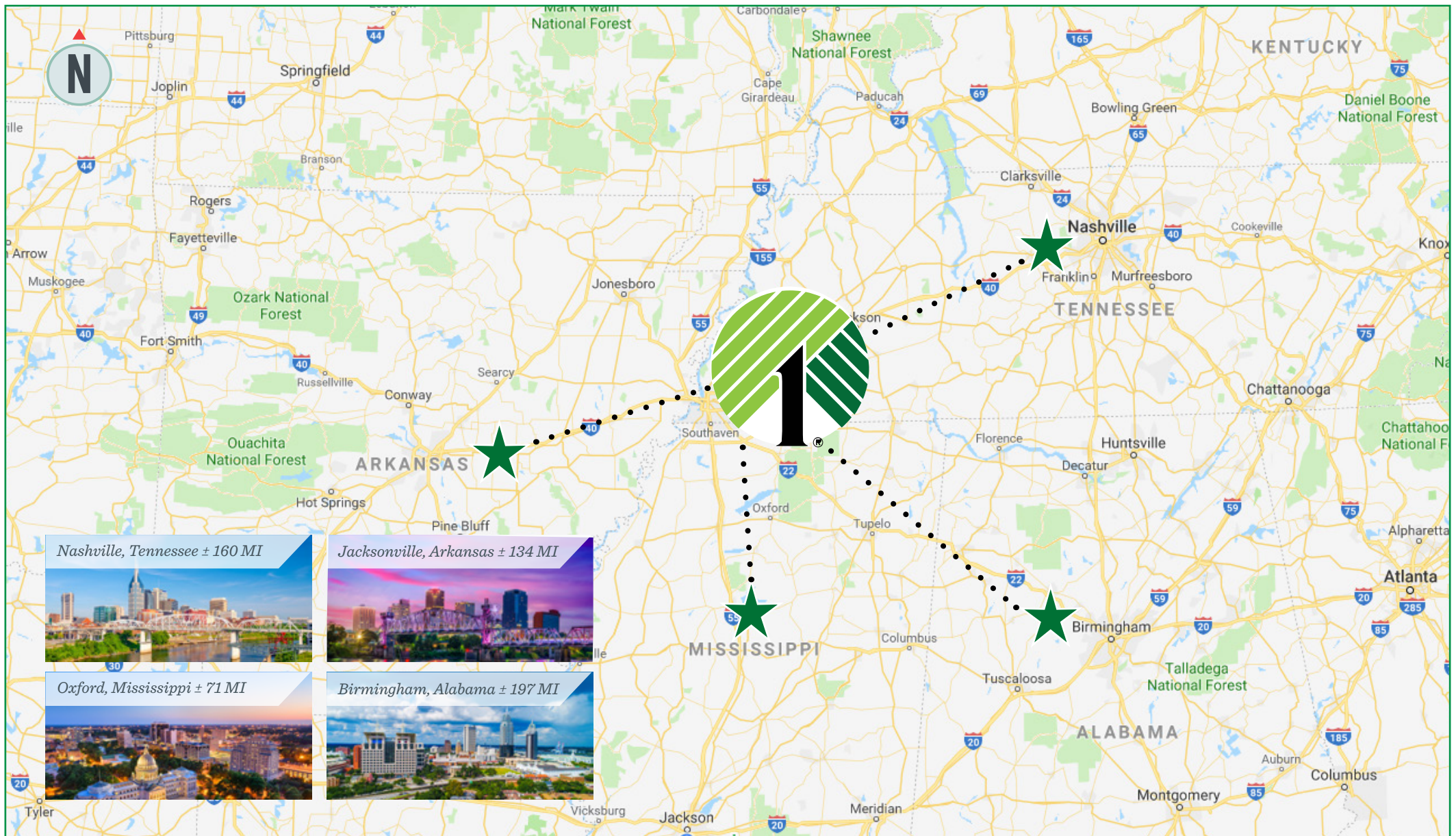
DOLLAR TREE

TITLEMAX

TOPS  
BAR-B-Q

RIVER CITY MOTORS









## DEMOGRAPHICS

POPULATION	1 - MILE	3 - MILE	5 - MILE
2025 Projection	7,402	36,946	112,052
2020 Estimate	7,386	36,966	111,755
2010 Census	7,168	36,360	108,010
HOUSEHOLDS	1 - MILE	3 - MILE	5 - MILE
2025 Projection	2,589	13,560	43,744
2020 Estimate	2,583	13,575	43,563
2010 Census	2,505	13,385	41,770
Growth 2020 - 2025	0.23%	(0.11%)	0.42%
Growth 2010 - 2020	3.11%	1.42%	4.29%
INCOME	1 - MILE	3 - MILE	5 - MILE
2020 Avg Household Income	\$35,705	\$43,617	\$46,362





## MEMPHIS, TN

Memphis, Tennessee is the largest city on the Mississippi River. Located within Shelby County, Memphis is a vibrant and historic city. It is the second largest city within Tennessee, and brings in a large amount of tourists because of its famous and historical landmarks. Being only 3 miles from West Memphis, Arkansas, it is only a hop, skip, and a jump from the Arkansas/Tennessee border.

Known as the "Birthplace of Rock and Roll," the city holds a significant amount of history within its borders. The residents of Memphis take pride in their city, and are usually known as "Memphians." Although this town has a variety of entertainment to offer. The sports fans of the area love to cheer on the University of Memphis Tigers. As for professional teams, many cheer on the Memphis Grizzlies. The animal lovers enjoy the Memphis Zoo. Memphis has been the zoo's home for over 100 years and has over 3,500 animals.





## MUSIC-THEMED ATTRACTIONS

- Memphis, Home of the blues and Birthplace of Rock 'n' Roll has many must-see music-themed attractions including Beale Street Historic District, Blues Music hall of Fame, Center for Southern Folklore, Graceland (home of Elvis Presley and one of the most visited homes), Gibson Guitar Factory, Memphis Music Hall of Fame, Memphis Rock 'n' Soul Museum, St. Blues Guitar Workshop, Stax Museum of American Soul Music, Sun Studio, and the W.C. Handy home and Museum.

## RESTAURANTS

- With approximately 100 barbecue restaurants alone, Memphis is also home to world-famous fine dining, rich soul food, and eclectic dining.

## THEATERS AND SMALL THEATERS

- Memphis offers multiple choices when it comes to live entertainment, dance classical concerts and performance art. Of special note is the Orpheum Theatre, Playhouse on the Square, Circuit Playhouse, Theatre Memphis, Hattiloo Theatre, and FedExForum.

## ART MUSEUMS

- Memphis is rich with arts, sculpture and painting exhibits offering pieces from Rodin to Renoir. Memphis also offers the Dixon Gallery and Gardens, Memphis Botanic Garden, Memphis Brooks Museum of Art, Metal Museum, Belz Museum of Asian and Judaic Art, and the Cotton Museum at the Memphis Cotton Exchange.



## ECONOMY

Because Memphis has been such an important city for transportation and shipping, it is attractive to businesses, especially those producing goods shipped nationwide. **Three Fortune 500 companies, FedEx, AutoZone, and International Paper Co. call Memphis home. These significant businesses have brought a large manufacturing industry.**

Located on the Mississippi River, **Memphis is one of the largest metropolitan areas in the Southeast**, ranking 41st out of the top 75 according to a Department of Labor Release. Of the 40 metropolitan areas ahead of Memphis, only 12 are in the South. The city has historically been one of the largest shipping hubs in the Mid-South, dating back to the Civil War. As transportation methods developed, Memphis has continued to hold significance as a transportation hub. Now the city is home to the second largest cargo airport in the world, Memphis International Airport, and the world's busiest domestic airport with 3.9 million metric tonnes. Memphis International Airport and Memphis have had huge significance in the railroad industry. The city has the 3rd largest rail center in the U.S. behind Chicago and St. Louis. It is also one of only four U.S. cities with five Class 1 railroads.

Many of Memphis's residents are blue-collar, hard workers. The most common industries within this area are Transportation and Warehousing, Construction, and Manufacturing. Within those, the most common occupations are Material Moving, Construction, and Extraction. The unemployment rate has started to decrease with the overall household income increasing since early 2000.





## Confidentiality Agreement & Disclaimer

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar Tree** located at **3060 Thomas Street, Memphis, TN 38127** ("Property"). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.





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