



PRESENTED BY

ROBBY PFEIFFER  
BROKER OF RECORD  
RPFEIFFER@MARCUSMILLICHAP.COM

## FAMILY DOLLAR | NEW 5-YEAR EXTENSION

685 S. Wesleyan Blvd

Rocky Mount, NC 27803

*Offering Memorandum*

# CONFIDENTIALITY & DISCLAIMER

## NON-ENDORSEMENT & DISCLAIMER NOTICE

### CONFIDENTIALITY & DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap Real Estate Investment Services of Florida, Inc. ("Marcus & Millichap") and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified 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, PCB's or asbestos, the compliance with 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 Marketing Brochure 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.

### NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

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

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2019 Marcus & Millichap. All rights reserved.

### SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

# INVESTMENT OVERVIEW

The subject property is a 2012 construction Family Dollar store located in Rocky Mount, NC. Located on US Highway 301 Bypass, the store is well positioned to the 25,000 vehicles per day. Rocky Mount High School is directly across the street, and other retailers in the immediate area include Food Lion, McDonald's, and more.

Family Dollar is signed to an initial 10-year double-net (NN) lease that commenced in 2012. They just signed an extension of the initial lease term, which now expires on January 31st, 2025. Rent is scheduled to increase by 19% at the beginning of the 1st renewal option and 10% at the beginning of each of the following 4 remaining 5-year renewal options.

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.

On July 28, 2014, Dollar Tree announced that it would purchase Family Dollar for \$8.5 billion. On January 22, 2015, Family Dollar shareholders approved the Dollar Tree bid.

Dollar Tree, Inc., a Fortune 200 company, is a leading operator of discount variety stores that has served North America for more than thirty years. The Company is proudly headquartered in Chesapeake, Virginia and operates 15,000+ stores across the 48 contiguous states and five Canadian provinces, supported by a coast-to-coast logistics network and more than 193,000 associates. Stores operate under the brands of Dollar Tree, Family Dollar, and Dollar Tree Canada.

## INVESTMENT HIGHLIGHTS

- ▶ EARLY EXTENDED LEASE | 4+ YEARS REMAINING
- ▶ DOUBLE-NET (NN) LEASE | MINIMAL LANDLORD RESPONSIBILITIES
- ▶ TENANT PAYS FOR CAM, TAXES AND INSURANCE EXPENSES
- ▶ 19% RENTAL INCREASE AT THE BEGINNING OF 1st RENEWAL | 10% RENTAL INCREASES EVERY 5 YEARS THEREAFTER
- ▶ LOCATED ON US HIGHWAY 231 BYPASS | 25,000 VPD
- ▶ STRONG DEMOGRAPHICS | 60,000+ 5-MILE POPULATION
- ▶ DOLLAR TREE HAS INVESTMENT GRADE CREDIT | BBB- RATING ON S&P
- ▶ GUARANTY FROM FAMILY DOLLAR STORES, INC.





# PROPERTY SUMMARY

FAMILY DOLLAR

## FAMILY DOLLAR

Property Address	685 S. Wesleyan Blvd. Rocky Mount NC 27803
Price	\$1,350,000
Cap Rate	7.70%
Price/ SF	\$162.26
Year Built	2012
Gross Leasable Area	8,320+/- SF
Lot Size	1.41+/- Acres
Type of Ownership	Fee Simple
Base Rent	\$104,000



YEAR	BASE ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current - 1/31/2025	\$104,000	\$8,667	\$12.50	7.70%
Years 16 - 20 (Option 1)	\$124,684	\$10,390	\$14.99	9.24%
Years 21 - 25 (Option 2)	\$137,152	\$11,429	\$16.48	10.16%
Years 26 - 30 (Option 3)	\$150,868	\$12,572	\$18.13	11.18%
Years 31 - 35 (Option 4)	\$165,954	\$13,830	\$19.95	12.29%
Years 36 - 40 (Option 5)	\$182,550	\$15,213	\$21.94	13.52%

# TENANT OVERVIEW

## TENANT OVERVIEW

Tenant Trade Name	Family Dollar
Tenant	Corporate
Ownership	Fee Simple
Lease Type	Double-Net (NN)
Roof and Structure Maintenance	Landlord
Lease Term	10 Years
Lease Expiration Date	1/31/2025
Increases	19% w/ 1st Renewal Option, 10% Thereafter
Renewal Options	5, 5-Year Options Remaining
Headquartered	Chesapeake, VA (Dollar Tree)
Number of Locations	15,000+ (Dollar Tree and Family Dollar)
Annual Revenue	\$23.6 Billion (Dollar Tree and Family Dollar)
Credit Rating	BBB- (Dollar Tree, Inc.)
Rating Agency	Standard & Poors (Dollar Tree, Inc.)
Stock Symbol	DLTR (Dollar Tree, Inc.)
Board	NASDAQ
Web Site	<a href="http://www.familydollar.com">www.familydollar.com</a>
	<a href="http://www.dollartree.com">www.dollartree.com</a>

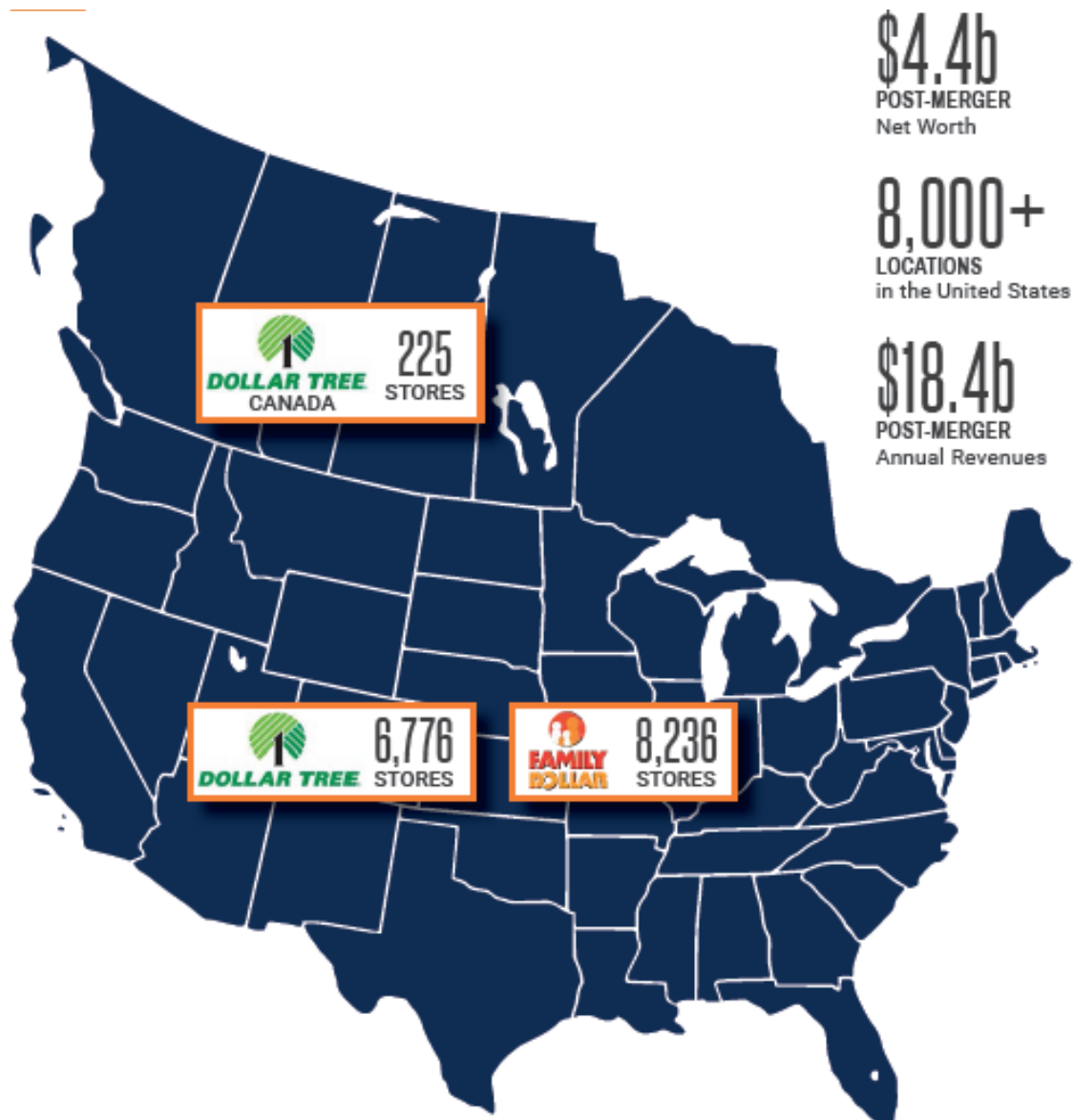


Representative Photograph

# ABOUT THE TENANT

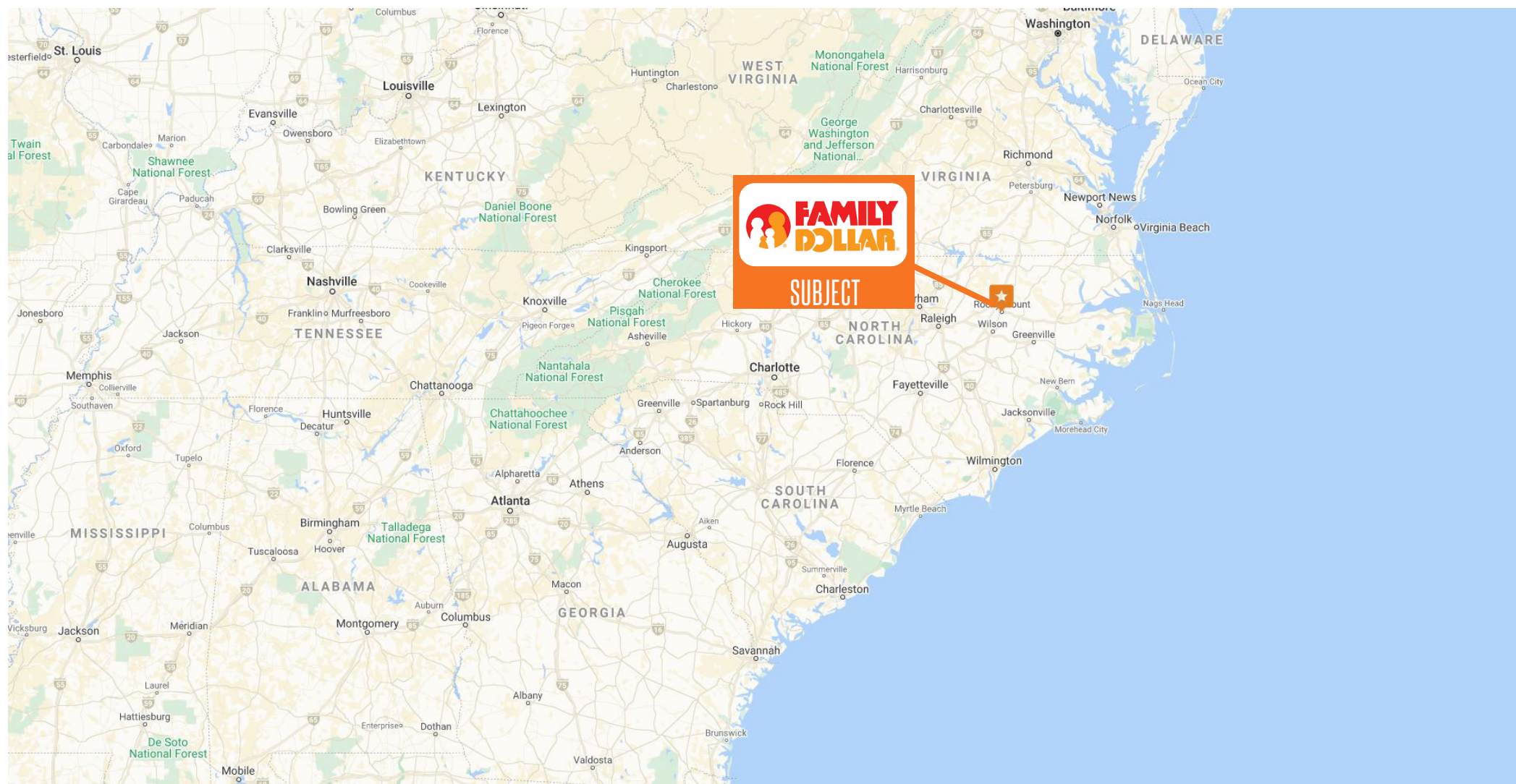
Founded in 1959, Family Dollar operates over 8,000 “neighborhood variety store” general merchandise, discount retail locations. Its merchandise assortment includes a variety of consumables. In July 2015, Family Dollar completed a \$9.2 billion merger with Dollar Tree. Prior to the merger, Family Dollar Stores, Inc. was the second largest dollar store chain in the United States, operating over 8,000 stores across 46 states. The retailer also reported TTM revenues of \$10.5 billion and had a net worth of approximately \$1.85 billion prior to the merger. Post-merger, the combined company has a net worth of \$4.4 billion, produces annual revenues in excess of \$18.4 billion, and operate 13,800+ stores across the United States and Canada, making it the largest discount retailer in North America.

Family Dollar offers a compelling mix of merchandise for the whole family. Ranging from refrigerated/frozen foods to health and beauty items to home decor and seasonal items, Family Dollar offers the lowest possible price, the name brand and quality private-brand merchandise customers need and use every day. The average size of a Family Dollar store is approximately 7,000 square feet, and most stores are operated in leased facilities. This relatively small footprint 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 and all are convenient to the company's customer base.





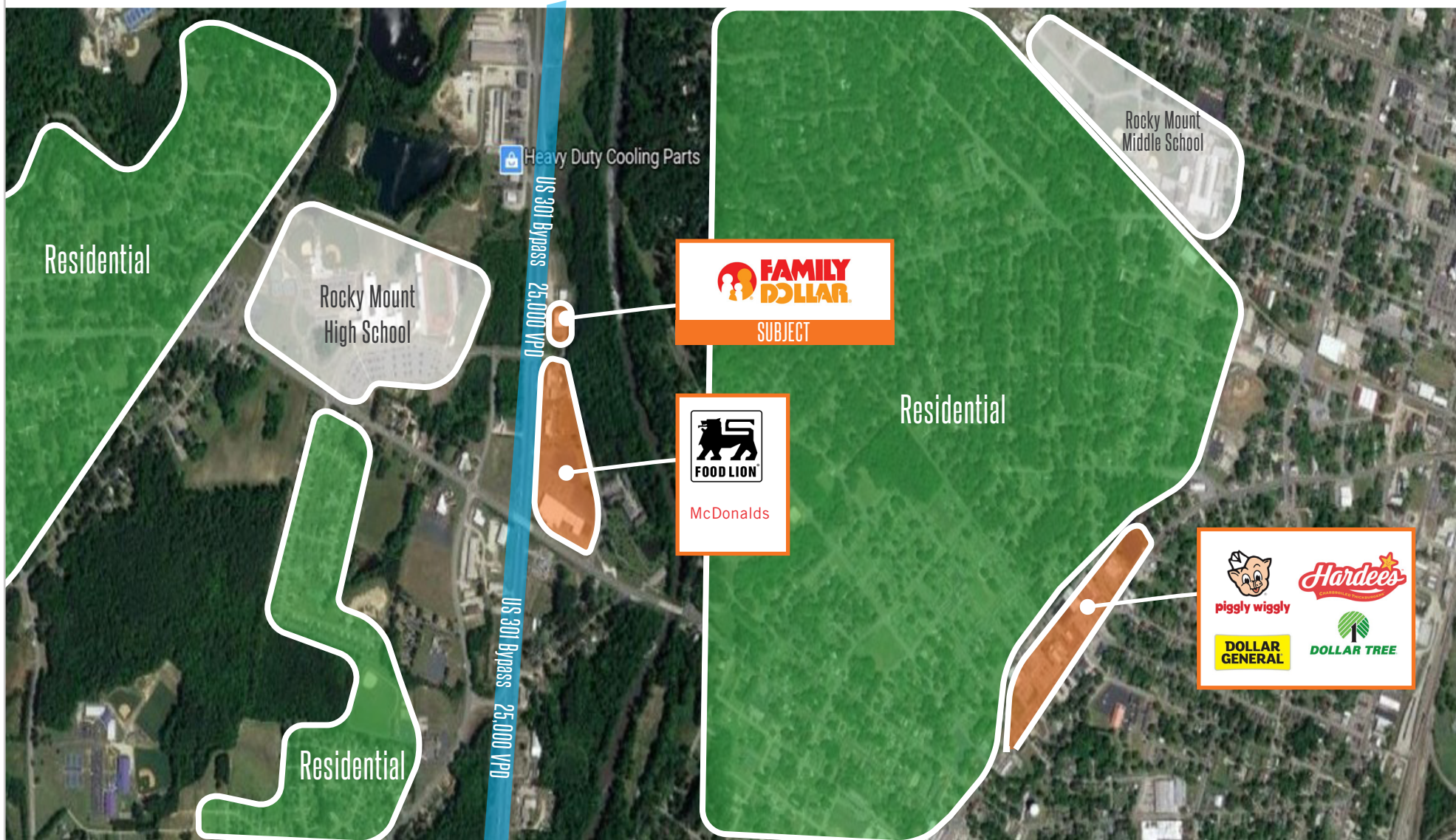
# MACRO AERIAL





# AERIAL

FAMILY DOLLAR





# DEMOGRAPHICS

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
2024 Projection	4,633	32,511	60,636
2019A Estimate	4,677	33,252	61,283
Growth 2019A - 2024	-0.94%	-2.23%	-1.06%
2000 Census	4,633	37,844	61,749
2010 Census	4,700	33,727	61,828
2019 HOUSEHOLD BY INCOME	1 MILE	3 MILES	5 MILES
\$200,000 or More	1.93%	3.05%	2.85%
\$150,000 - \$199,999	4.65%	3.33%	3.15%
\$100,000 - \$149,999	8.40%	8.02%	8.86%
\$75,000 - \$99,999	8.42%	7.59%	9.30%
\$50,000 - \$74,999	20.42%	17.45%	18.67%
\$35,000 - \$49,999	11.72%	12.38%	13.77%
\$25,000 - \$34,999	8.39%	12.02%	11.79%
\$15,000 - \$24,999	12.29%	14.42%	12.83%
\$10,000 - \$14,999	8.21%	9.13%	7.75%
Under \$9,999	15.56%	12.61%	11.03%

# FAMILY DOLLAR

PRESENTED BY:

**ROBBY PFEIFFER**  
**BROKER OF RECORD**  
**[RPFEIFFER@MARCUSMILlichap.COM](mailto:RPFEIFFER@MARCUSMILlichap.COM)**

FAMILY DOLLAR

Marcus & Millichap