

FAMILY DOLLAR

HUNTSVILLE, AL

BERKELEY
CAPITAL ADVISORS



ACTUAL SITE

BERKELEY

CAPITAL ADVISORS

BERKELEYCAP.COM

949-506-2500

CONTACTS

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OFFICES

ORANGE COUNTY | CA

19800 MacArthur Boulevard
Suite 850
Irvine, CA 92612
949.506.2500

CHARLOTTE | NC

1228 East Morehead Street
Suite 200
Charlotte, NC 28204
704.379.1980

NASHVILLE | TN

5016 Centennial Boulevard
Suite 200
Nashville, TN 37209
615.727.8818

ASHEVILLE | NC

138 Charlotte Street
Suite 220
Asheville, NC 28801
704.714.2365

BCA FIRM ALABAMA

REAL ESTATE LICENSE NO.: 104144

LOCATION MAP



405 Mastin Lake Road NW
Huntsville, AL 35811



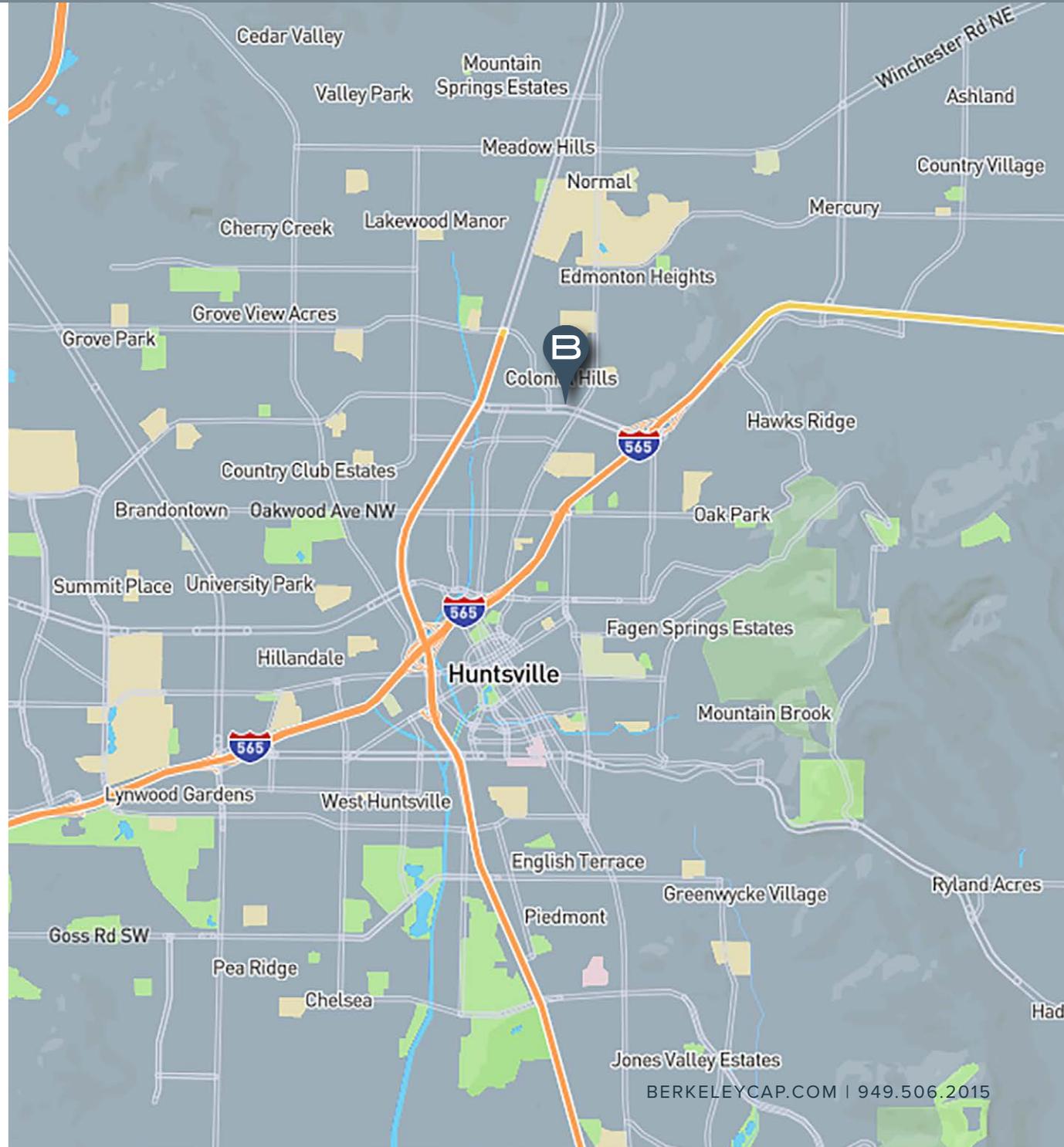
18K+

The site benefits from 18,400
VPD on Lee Hwy.



63K+

The average household income
within five miles of the subject
property is \$63,269.



INVESTMENT OVERVIEW

PROPERTY	Family Dollar
TENANT	Family Dollar Stores of Alabama, Inc.
ADDRESS	405 Mastin Lake Rd NW Huntsville, AL 35810
NOI	\$97,756
RENT INCREASES	10% Every 5 Years
LEASE COMMENCEMENT	October 1, 2015
LEASE EXPIRATION	September 30, 2030
LEASE TYPE	Absolute Net
ORIGINAL LEASE TERM	15 Years
LEASE TERM REMAINING	9+ Years
OPTIONS	Six, 5-Year
RIGHT OF FIRST REFUSAL	Yes - 21 Days

PROPERTY DETAILS



8,353
Square Feet



1.0±
Acres



2015
Year Built



27
Parking Spaces

RENT SCHEDULE

LEASE YEAR	MONTHLY RENT	ANNUAL RENT	RENT PSF	CAP RATE
CURRENT - 9/30/2025	\$8,146.36	\$97,756	\$11.70	6.00%
YEARS 6-10	\$8,961.00	\$107,532	\$12.87	6.60%
OPTION 1	\$9,857.10	\$118,285	\$14.16	7.26%
OPTION 2	\$10,842.81	\$130,114	\$15.58	7.99%
OPTION 3	\$11,927.09	\$143,125	\$17.13	8.79%
OPTION 4	\$13,119.79	\$157,438	\$18.85	9.66%
OPTION 5	\$14,431.77	\$173,181	\$20.73	10.63%
OPTION 6	\$15,874.95	\$190,499	\$22.81	11.69%

ASKING PRICE

\$1,629,000

6.00% CAP RATE

PROPERTY OVERVIEW

PROPERTY HIGHLIGHTS

- Ideal 1031 exchange property for an investor seeking a passive form of income with a strong, corporate guarantee
- ± 9.5 years remaining in original 15-year, absolute NNN lease | Zero management responsibility
- Corporate guarantee from a strong investment-grade credit tenant: (S&P rated BBB-)
- 10% rent increase in October 2025 during base term of lease | CAP rate increases to 6.60% (assuming a purchase at list price)
- Located directly between I-565 & Memorial Pkwy which have combined traffic counts of ±95,400 VPD
- Six, 5-year Extension Periods, all of which include a 10% rent increase
- Conveniently located with excellent frontage and access to both Lee Hwy and Mastin Lake Rd
- Strong demographics | Total population exceeds 54,000 in a 3-mile radius and 105,000 in a 5-mile radius
- Family Dollar was recently acquired by Dollar Tree, Inc. and is now considered to be the nation's largest "smallbox" discount retailer
- Family Dollar & Dollar Tree have more than ±15,000 locations nationwide





MEMORIAL PKWY - 38,500 VPD

LEE HWY - 18,400 VPD

MASTIN LAKE RD





Lee High School
762 students



Madison County Health Department/
Community Center



LEE HWY - 18,400 VPD

MASTIN LAKE RD

FUEL CITY



SITE PLAN

EXHIBIT A - SITE PLAN

Project #711727
Huntsville, AL
FDS #404

PROJECT DATA
405 MASTIN LAKE WAY NW
N.E.C. OF U.S. HIGHWAY 72 & MASTIN LAKE ROAD NW
HUNTSVILLE, MADISON COUNTY, ALABAMA 35811

SITE DATA
TOTAL SITE AREA 1.0 AC.

BUILDING DATA
FAMILY DOLLAR RETAIL BUILDING AREA 8,353 SF

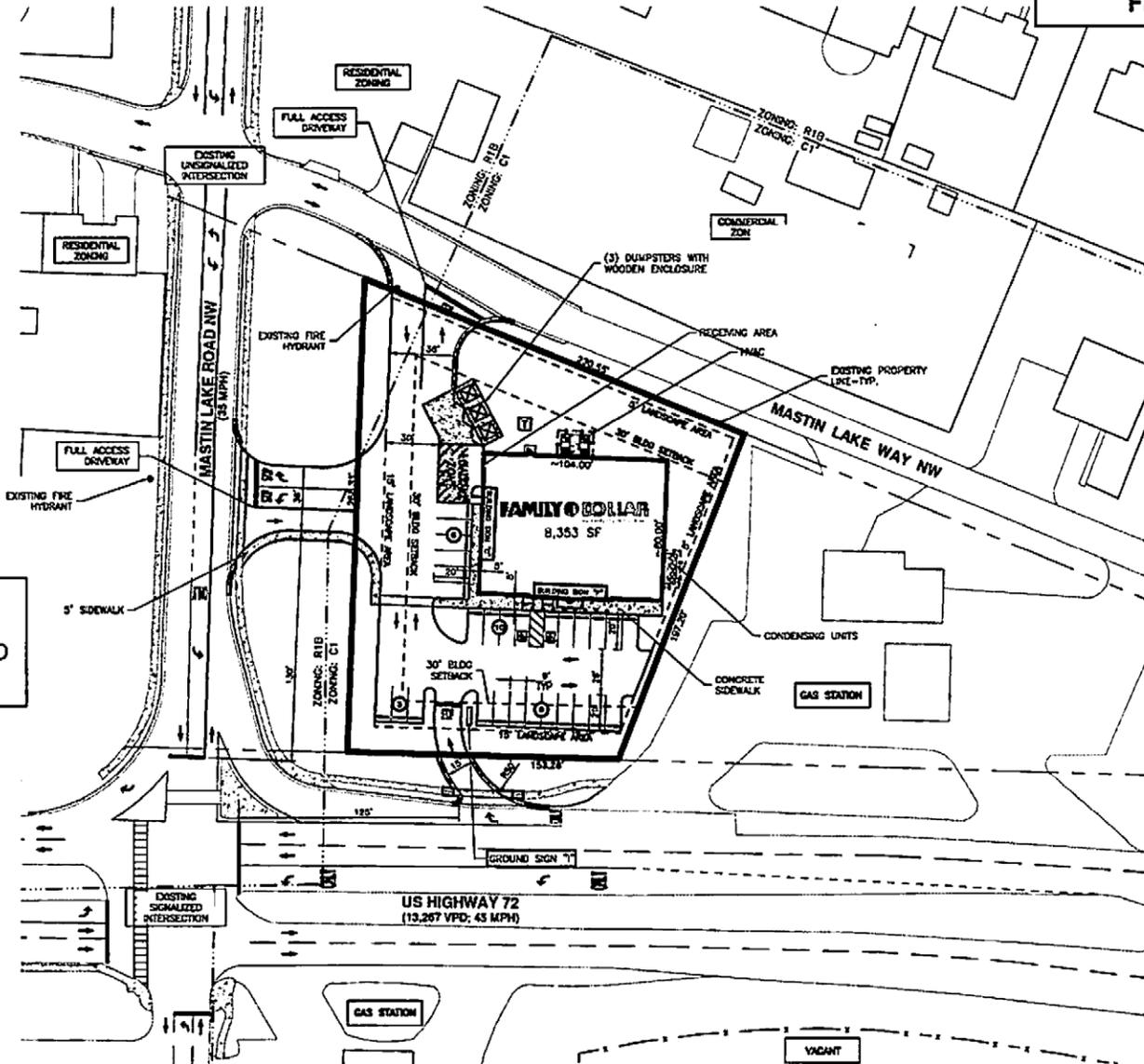
PARKING DATA
RETAIL PARKING REQUIRED 28
RETAIL PARKING PROVIDED 28

- NOTES:**
1. PROPERTY LINES OBTAINED FROM MADISON COUNTY GIS.
 2. A FULL DUE DILIGENCE STUDY AND SITE VISIT HAVE BEEN COMPLETED.
 3. A SIGN STUDY HAS BEEN COMPLETED BY EVERETTE ON 11/01/2013.
 4. TRAFFIC COUNTS TAKEN PROVIDED BY ALDOT 2011 STUDY.
 5. THE SITE IS ZONED C-1 (NEIGHBORHOOD BUSINESS DISTRICT). GENERAL RETAIL IS A PERMITTED USE. A PORTION OF THE PROPERTY IS ZONE R1-D (RESIDENCE); HOWEVER, THE CITY WILL NOT REQUIRE REZONING OR VARIANCES.
 6. DRIVE ANGLES AND DRIVEWAYS HAVE BEEN MAXIMIZED FOR THE TRUCK ROUTE.
 7. NO VARIANCES ARE ANTICIPATED AT THIS TIME. THE USE OF ALUMINUM, STEEL, OR OTHER METAL SIDING OR CLADDING AS AN EXTERIOR BUILDING FINISH IS PROHIBITED BY ZONING ORDINANCE.

LEGEND

- ⊕ NUMBER OF CONTIGUOUS PARKING SPACES
- ⊞ ACCESSIBLE PARKING SPACES
- WB-87 DELIVERY TRUCK (73.5' OVERALL LENGTH)

711727
Huntsville, AL
Approved ODO
01/21/14



ADDRESS
405 MASTIN LAKE WAY NW
HUNTSVILLE, MADISON,
ALABAMA 35811



BOOS DEVELOPMENT GROUP, INC.
2531 WOODBROOK DRIVE
CLEARWATER, FL 33759
TEL (727) 666-2900

CONTACT: MR. MURRY COCHRAN

DESIGNER:
GONCALVES, STRENGTH & ASSOCIATES, INC.
CIVIL, ENGINEERING, LAND SURVEYING,
PLANNING, TRAFFIC & TRANSPORTATION
2170 PARKWAY LAKE DRIVE
HOOVER, ALABAMA 35224
PHONE: (205) 943-2400
FAX: (205) 943-3000
www.goncalves-engineers.com

SCALE:

REVISIONS	DATE

PROJECT NUMBER: NEW
DRAWING BY: WCF
APPROVED BY: HUNTSVILLE, AL
DATE: 1/16/14
TITLE:

SK-1

SHEET NUMBER: 1 OF 1

JOB/FILE NUMBER: 138DC09



TENANT OVERVIEW



Dollar Tree, Inc. operates variety retail stores in the United States and Canada. It operates in two segments, Dollar Tree and Family Dollar. The Dollar Tree segment offers merchandise at the fixed price of \$1.00. It provides consumable merchandise, including candy and food, and health and beauty care products, as well as everyday consumables, such as household paper and chemicals, and frozen and refrigerated food. This segment operates under the Dollar Tree and Dollar Tree Canada brands, as well as 11 distribution centers in the United States and 2 in Canada, and a store support center in Chesapeake, Virginia.

The Family Dollar segment operates general merchandise discount retail stores that offer consumable merchandise, which comprise food, tobacco, health and beauty aids, household chemicals, paper products, hardware and automotive supplies, diapers, batteries, and pet food and supplies; and home products, including housewares, home décor, and giftware, as well as domestics, such as blankets, sheets, and towels. This segment operates under the Family Dollar brand, 11 distribution centers, and a store support center in Matthews, North Carolina.

The company operates 15,288 stores in 48 states and the District of Columbia, and 5 Canadian provinces. Dollar Tree, Inc. was founded in 1986 and is based in Chesapeake, Virginia.

BAA3/BBB-
CREDIT RATING

DLTR
NASDAQ TICKER SYMBOL

\$23.6B
TOTAL REVENUE

\$23.9B
MARKET CAP

15,288
TOTAL LOCATIONS

56,900
TOTAL EMPLOYEES



MARKET OVERVIEW - HUNTSVILLE, AL



HUNTSVILLE'S TOP 5 EMPLOYERS

U.S. ARMY/REDSTONE ARSENAL	37,000 EMPLOYEES
NASA/MARSHALL FLIGHT CENTER	6,500 EMPLOYEES
HUNTSVILLE HOSPITAL	6,341 EMPLOYEES
HUNTSVILLE CITY SCHOOLS	3,000 EMPLOYEES
THE BOEING COMPANY	2,900 EMPLOYEES

#1 \$\$
BEST AFFORDABLE PLACES TO LIVE IN THE U.S.
-U.S. NEWS

2ND 
CUMMINGS RESEARCH PARK IS THE 2ND LARGEST IN THE COUNTRY - 300 COMPANIES, 27K EMPLOYEES, 11.5K STUDENTS

25K 
DELOITTE PREDICTS 25,000 NEW JOBS IN HUNTSVILLE OVER THE NEXT THREE YEARS

9K+ 
9,988 STUDENTS ATTEND THE UNIVERSITY OF ALABAMA - HUNTSVILLE

#11 
JOB MARKET IN THE U.S.
-WALLETHUB

#13 
BEST CITIES TO LIVE IN AFTER THE PANDEMIC.
-BUSINESS INSIDER

\$2.2B \$\$
ECONOMIC INVESTMENT UNDERWAY

DEMOGRAPHICS & TRAFFIC COUNTS

POPULATION

	5-MINUTE	10-MINUTE	15-MINUTE
2025 Projection	5,300	55,855	109,462
2020 Population	5,208	54,151	105,918
2010 Census	5,068	50,790	99,396
2000 Census	5,002	50,542	96,833
2020-2025 Annual Rate	0.35%	0.62%	0.66%
2010-2020 Annual Rate	0.27%	0.63%	0.62%
2000-2010 Annual Rate	0.13%	0.05%	0.26%

HOUSEHOLDS

2025 Total Households	2,379	23,406	46,127
2020 Total Households	2,314	22,548	44,442
2010 Households	2,205	20,826	41,363
2000 Households	2,123	20,563	40,182
2020-2025 Annual Rate	0.56%	0.75%	0.75%
2010-2020 Annual Rate	0.47%	0.78%	0.70%
2000-2010 Annual Rate	0.38%	0.13%	0.29%
2020 AVG. HH INCOME	\$42,222	\$59,360	\$63,269



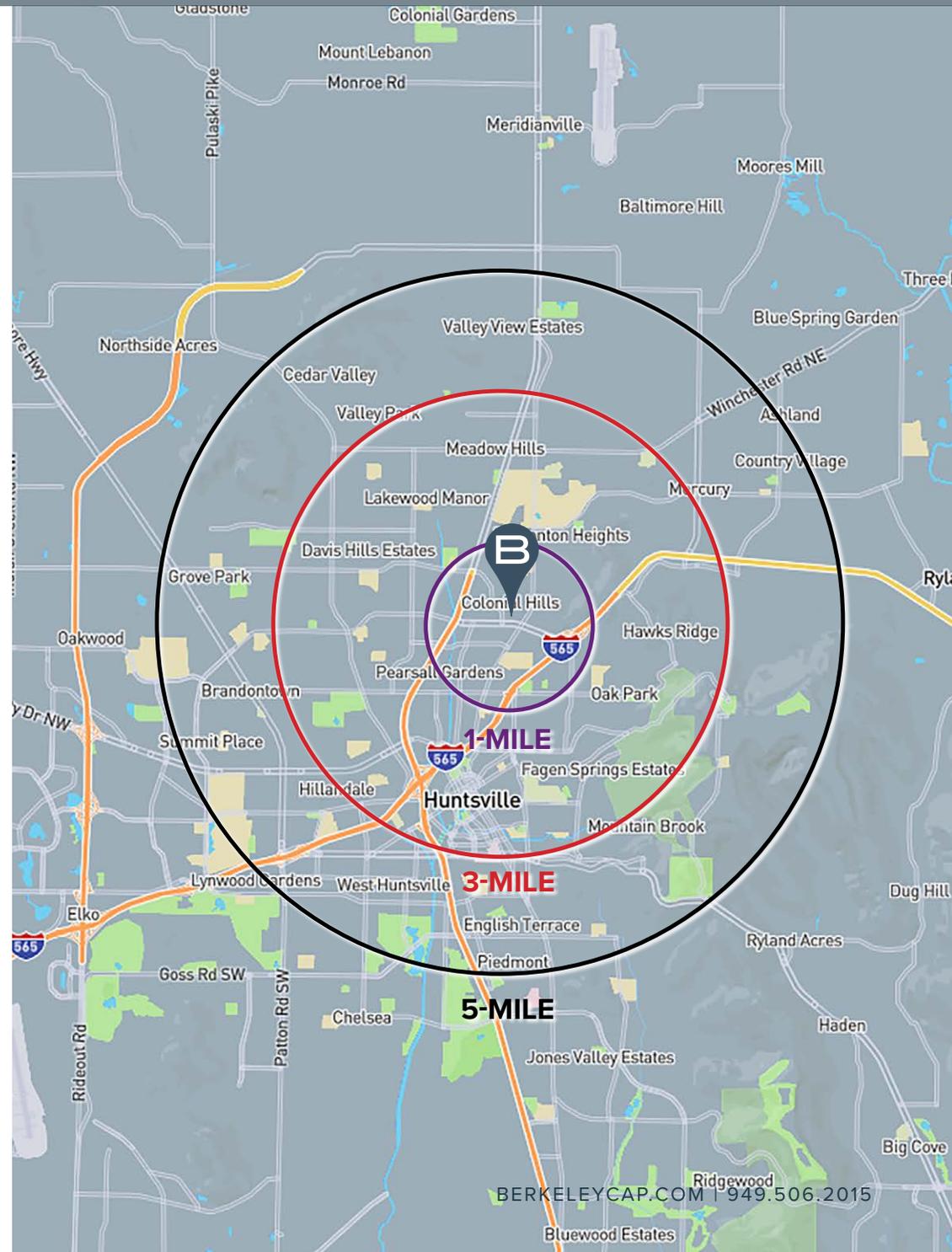
TRAFFIC
COUNTS

38,500 VPD

ON MEMORIAL PARKWAY

18,400 VPD

ON LEE HIGHWAY



CONFIDENTIALITY DISCLAIMER

Berkeley Capital Advisors, LLC ("BCA") has been authorized by the owner of the subject property (the "Seller") to present you with this marketing package. This is a confidential package intended solely for your own limited use and benefit, as a principal, in considering whether you desire to pursue negotiations to acquire the subject property.

Your receipt and acceptance of this package serves to acknowledge your agreement to: (1) hold the information and materials contained herein, and the offering they represent, in the strictest of confidence; (2) not disclose, directly or indirectly, the information and materials contained herein, or the offering they represent, to any other person, firm or entity without prior written authorization from BCA or the Seller; (3) not use the information and materials contained herein in any fashion or manner detrimental to the interest of BCA or the Seller; (4) not disturb any tenants in possession of the subject property nor reveal to them the offering this package represents.

This marketing package was prepared by BCA and it has been reviewed by representatives of the Seller. The information and materials contained herein are selective and limited in nature, and neither BCA nor the Seller purports this to be an all-inclusive report on the subject property. Within this package, certain leases, documents and other materials are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements involved, nor do they purport to constitute a legal analysis of the provisions of those documents. Interested and qualified prospective purchasers will be afforded an opportunity to review additional information and to inspect the subject property, and all such prospective purchasers should conduct their own independent due diligence.

This package is based in part upon information supplied by the Seller and in part upon information obtained by BCA from sources believed to be reliable. All income, expense and/or investment projections contained herein are provided for general reference purposes only, in that they are based on assumptions relating to the general economy, competition and other factors beyond the control of BCA and the Seller, and all such projections are therefore subject to variation. This package shall not be deemed an indication of the state of affairs of the subject property, nor constitute an indication that there has been no change in the business or affairs of the subject property since the date of preparation of this package.

Neither BCA, the Seller, nor any of their respective officers, employees or agents, has made or does make any representation or warranty, expressed or implied, as to the accuracy or completeness of this package or any of its contents, and no legal commitments or obligations shall arise by reason of this package or its contents.

BCA and the Seller expressly reserve the right, at their sole discretion, to alter or amend the terms of this offering, to reject any or all expressions of interest or offers to acquire the subject property and/or to terminate discussions with any entity at any time with or without notice. The Seller shall have no legal commitment or obligation to any entity reviewing this package or making an offer to acquire the subject property unless and until a written agreement for such acquisition has been fully executed, delivered and approved by the Seller and any conditions to the Seller's obligations thereunder have been satisfied or waived.

Parties seeking to act in a third-party brokerage capacity must register their client(s) with BCA prior to receiving or dispersing any marketing information. BCA will not recognize any third-party brokerage relationships without first receiving and approving such written client registration, nor will BCA or the Seller be obligated for any brokerage claims which may result, regardless of such broker's involvement in procuring a purchaser for the subject property.

This package is the property of BCA. Photocopying, re-typing or other duplication of the information and materials contained herein is expressly prohibited. The information contained within this package and the offering of the subject property may not be announced, posted or otherwise publicized in any electronic media (such as, by way of example only, any Internet or "broadcast facsimile" communications).

If, after reviewing this package, you have no further interest in acquiring the subject property at this time, please return this package in its entirety to BCA. Likewise, if the terms contained in this Confidentiality & Disclaimer section are not acceptable to you, please immediately return this package to BCA.

AGENT'S DUTIES

When you contract with a real estate firm to act as your agent in a real estate transaction, the agent must help you obtain the best price and terms possible, whether you are the buyer or seller. The agent also owes you the duty to:

- Safeguard and account for any money handled for you
- Act with reasonable skill, care and diligence
- Be loyal and follow reasonable and lawful instructions
- Disclose to you any information which might influence your decision to buy or sell

Even if the agent does not represent you, the agent must still be fair and honest and disclose to you all "material facts" which the agent knows or reasonably should know. A fact is "material" if it relates to defects or other conditions affecting the property, or if it may influence your decision to buy or sell. This does not require a seller's agent to disclose to the buyer the minimum amount the seller will accept, nor does it require

AGENTS WORKING WITH SELLERS

A seller can enter into a "listing agreement" with a real estate firm authorizing the firm and its agent(s) to represent the seller in finding a buyer for his property. The listing agreement should state what the seller will pay the firm no matter who finds the buyer.

The listing firm may belong to a listing service to expose the seller's property to other agents who are members of the service. Some of those agents may be working with buyers as buyers' agents; others will be working with buyers but still representing the sellers' interests as an agent or "subagent". When the buyer's agents and seller's subagents desire to share in the commission the seller pays to the listing firm, the listing agent may share the commission with the seller's permission.

AGENTS WORKING WITH BUYERS

A buyer may contract with an agent or firm to represent him (as a buyer's agent), or may work with an agent or firm that represents the seller (as a seller's agent or subagent). All parties in the transaction should find out at the beginning who the agent working with the buyer represents.

If a buyer wants a buyer's agent to represent him in purchasing a property, the buyer should enter into a "buyer agency agreement" with the agent. The buyer agency agreement should state how the buyer's agent will be paid. Unless some other arrangement is made which is satisfactory to the parties, the buyer's agent will be paid by the buyer. Many buyer agency agreements will also obligate the buyer to pay the buyer's agent no matter who finds the property that the buyer purchases.

A buyer may decide to work with a firm that is acting as agent for the seller (a seller's agent or subagent). If a buyer does not enter into a buyer agency agreement with the firm that shows him properties, that firm and its agents will show the buyer properties as an agent or subagent working on the seller's behalf. Such a firm represents the seller (not the buyer) and must disclose that fact to the buyer.

The terms and conditions stated in this Confidentiality & Disclaimer section apply and relate to all of the sections of this package as if stated independently therein.

Prospective purchasers of the subject property are hereby notified that Berkeley Capital Advisors, and its agents, are acting in the capacity of a "Seller's Agent" during the course of this offering, and as such are solely representing the interests of the Seller.

BCA FIRM ALABAMA

REAL ESTATE LICENSE NO.: 104144

FAMILY DOLLAR

HUNTSVILLE, AL

BERKELEY
CAPITAL ADVISORS

A photograph of a Family Dollar store building in Huntsville, AL. The building is a single-story structure with a light-colored facade and a red horizontal stripe. The "FAMILY DOLLAR" logo is prominently displayed on the left side of the building. In front of the building, there is a parking lot with several cars parked. A yellow shopping cart is visible near a dark sedan. To the right of the building, there are ice storage units and a red awning over the entrance. The sky is clear and blue, and there are trees in the background.

FAMILY DOLLAR

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