



Representative Photo

**DOLLAR TREE**

NWQ W FM 455 & Ferguson Parkway • Anna (Dallas-Fort Worth-Arlington MSA), TX 75409

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DOLLAR TREE  
Anna, TX  
ACT ID ZAC0230174

**Marcus & Millichap**

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Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

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## INFORMATION ABOUT BROKERAGE SERVICES

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

11-2-2015

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

\_\_\_\_\_  
Licensed Broker /Broker Firm Name or Primary Assumed Business Name

\_\_\_\_\_  
License No.

\_\_\_\_\_  
Email

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Designated Broker of Firm

\_\_\_\_\_  
License No.

\_\_\_\_\_  
Email

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Licensed Supervisor of Sales Agent/Associate

\_\_\_\_\_  
License No.

\_\_\_\_\_  
Email

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Sales Agent/Associate's Name

\_\_\_\_\_  
License No.

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Email

\_\_\_\_\_  
Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

## EXECUTIVE SUMMARY

## OFFERING SUMMARY

Property	Dollar Tree
Property Address	NWQ W FM-455 & Ferguson Parkway Anna, TX 75409
Price	\$2,484,221
Net Operating Income	\$142,843
Capitalization Rate – Current	5.75%
Price / SF	\$248.17
Rent / SF	\$14.27
Gross Leasable Area	10,010 SF
Year Built	2021
Lot Size	1.30 Acres

## LEASE SUMMARY

Property Subtype	Net Leased Discount
Type of Ownership	Fee Simple
Rent Increases	\$.50/sf Increase in each Option
Tenant	Dollar Tree Stores, Inc.
Guarantor	Corporate Guarantee
Lease Type	NN
Lease Commencement	May 6, 2021
Rent Commencement	December 1, 2021*
Lease Expiration	November 30, 2031
Lease Term	10
Renewal Options	Four, Five-Year Options
Landlord Responsibility	Roof & Structure
Tenant Responsibility	CAM, Taxes & Insurance
Right of First Refusal/Offer	No

**Notes:** The rent commencement date is estimated.

## ANNUALIZED OPERATING INFORMATION

## INCOME

Net Operating Income	\$142,843
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## RENT SCHEDULE

YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$142,843	\$11,904	\$14.27	5.75%
1 <sup>st</sup> Option	\$147,848	\$12,321	\$14.77	5.95%
2 <sup>nd</sup> Option	\$152,853	\$12,738	\$15.27	6.15%
3 <sup>rd</sup> Option	\$157,858	\$13,155	\$15.77	6.35%
4 <sup>th</sup> Option	\$162,863	\$13,572	\$16.27	6.56%



Representative Photo



**LOCATION & MARKET HIGHLIGHTS**

- Premier location in Anna, TX which is part of the Dallas/Fort Worth MSA and less than 40 miles from downtown Dallas
- **Outstanding demographics that are far superior to the majority of dollar stores**
- **AHI over \$93,000 within the 1-mile radius, over \$95,000 within 3 miles and over \$105,000 within 5 miles**
- **Incredibly high growth market with 30% population growth expected over the next 5 years within the 1, 3, & 5-mile radius – currently over 9,000 residents within 1 mile, 17,000 within 3 miles, and over 30,000 within 5 miles**
- Located in a dense retail corridor on White Street (over 17,000 cars/day) and less than a mile off State Highway 75 (over 45,000 cars/day)
- About a half-mile from Walmart Supercenter, CVS, Chick-fil-A, Starbucks, Panda Express, Love's, Carl's Jr., and Taco Bell
- Adjacent to Brookshire's Grocery, McDonald's, Braum's, 7-Eleven, & several strip centers
- Property sits in front of nearly 3,000 housing units and across the street from over 1,000 more
- Dallas/Fort Worth is the 4th most populous MSA in the nation with over 7.7 million residents – expected to add nearly 700,000 more by 2025
- Dallas/Fort Worth MSA is home to 25 Fortune 500 companies and one of the largest employment markets in the country with nearly 4 million jobs

**INVESTMENT & TENANT HIGHLIGHTS**

- Brand new 10-year NN Corporate Dollar Tree lease
- \$.50/SF rental increases in each of the four (4), five (5) year option periods
- Brand new construction - 10,010 +/- SF
- Located on a large parcel - 1.30 +/- acres
- Dollar Tree, Inc. (NASDAQ: DLTR) is a Fortune 200 company and a leading operator of discount stores with over 15,000 stores across 48 U.S. States
- Dollar Tree reported net sales of \$25.5 billion – same store sales increased 2.2% for Fiscal Year 2020

A photograph of a Dollar Tree retail store. The building is a single-story structure with a green awning over the entrance. The "DOLLAR TREE" logo is visible on the building's facade. The store is situated in a parking lot with some trees in the background.

Representative Photo



Dollar Tree, Inc., a Fortune 200 company (NASDAQ: DLTR), is a leading operator of discount variety stores that has served North America for more than thirty years. The company was founded by J. Douglas Perry and Macon F. Brock, Jr. in 1986 and is headquartered in Chesapeake, VA. It 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. . Dollar Tree, Inc. operates through Dollar Tree and Family Dollar segments. The Dollar Tree segment includes operations under Dollar Tree and Dollar Tree Canada brands, 13 distribution centers in the United States and two in Canada.

Dollar Tree, Inc. net sales for the year ending January 30, 2021 was \$25.5 billion. Dollar Tree same –store sales increased 2.2% for full fiscal year 2020. As of Fourth Quarter, 2020, Dollar Tree has completed the rollout of the expanded Crafter’s Square assortment to all U.S. stores and has begun the expansion of our Dollar Tree *Plus!* initiative to a total of 500 stores. Dubbed “Dollar Tree Plus!”, the initiative features products across many categories that are priced above \$1. Dollar Tree is not raising prices on its assortment. Instead, “Dollar Tree Plus!” would be additive to the sales floor.

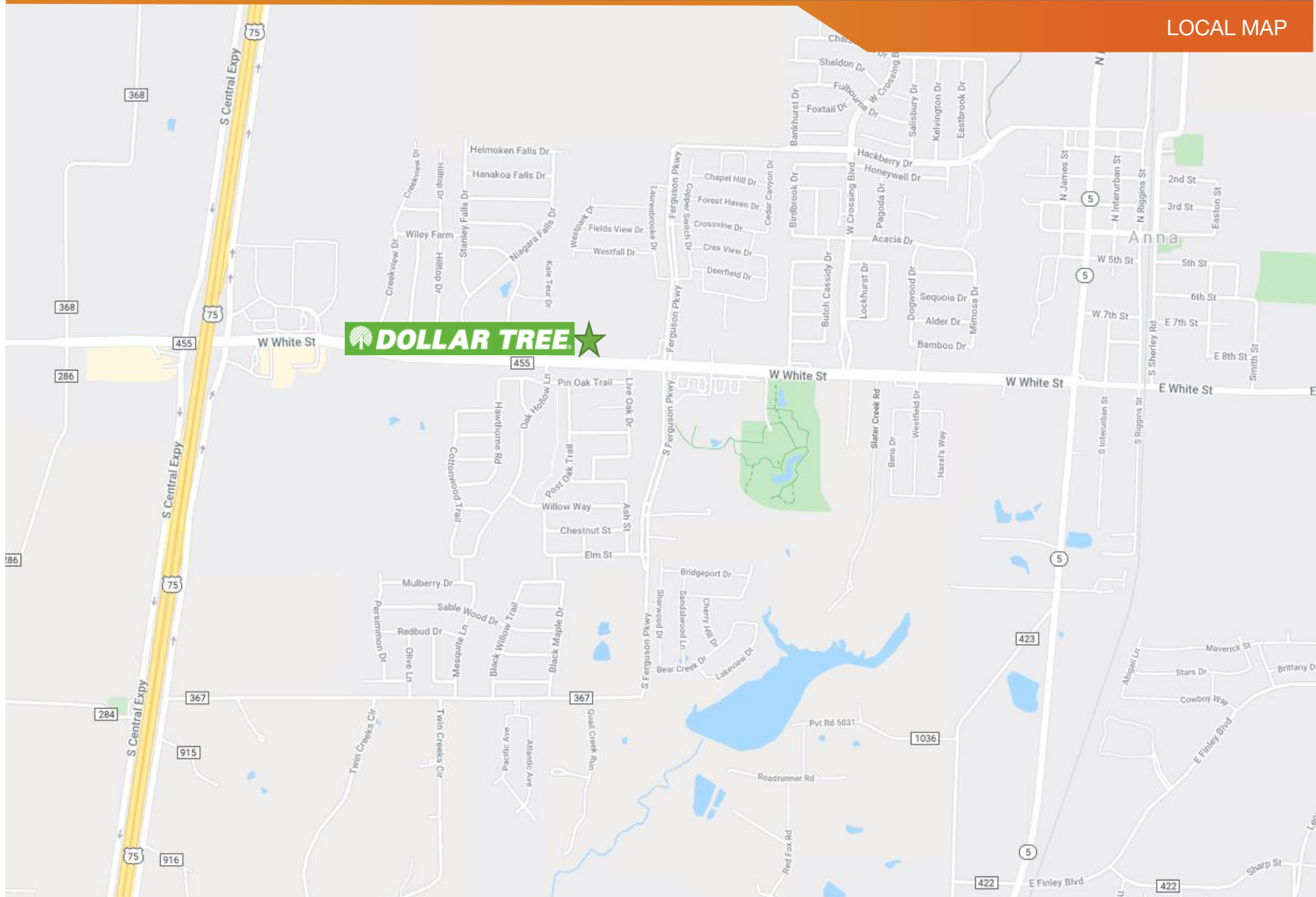
Some of the product departments you'll find at Dollar Tree include housewares, glassware, dinnerware, cleaning supplies, candy, snacks, food, health and beauty, toys, gifts, gift bags and wrap, party supplies, stationery, craft supplies, teaching supplies, books, seasonal décor, and so much more. Everything you need for every day, every holiday, every occasion... and every single item is only \$1 (or less)!

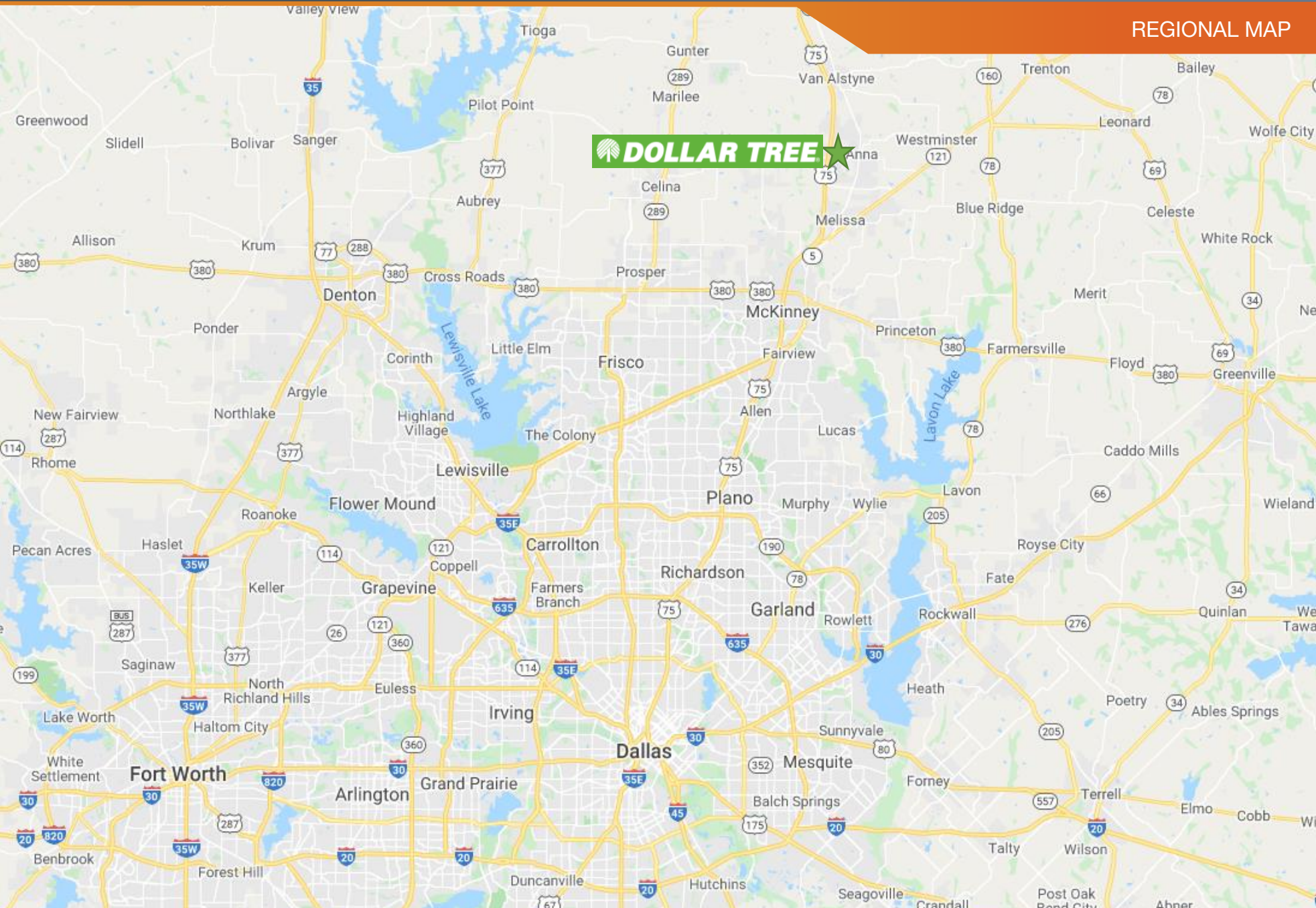
#### **Dollar Tree response to COVID-19:**

- \$1 Billion in Products on the Way to Stores
- Contactless Payment: Registers are now equipped with contactless payment through Tap to Pay with Visa, Mastercard, Apple Pay, and Google Pay.
- Online Shopping on [DollarTree.com](https://www.dollartree.com) Is Now Available (UPS delivery is available or free in-store pickup at the local store)
- Investing in Their Associates – Dollar Tree and Family Dollar have invested more than \$200 million in their hourly-paid store and distribution center Associates with wage premiums in recognition of, and appreciation for, their dedication and efforts to serving our customers.
- They’re Hiring 25,000 Associates Nationwide

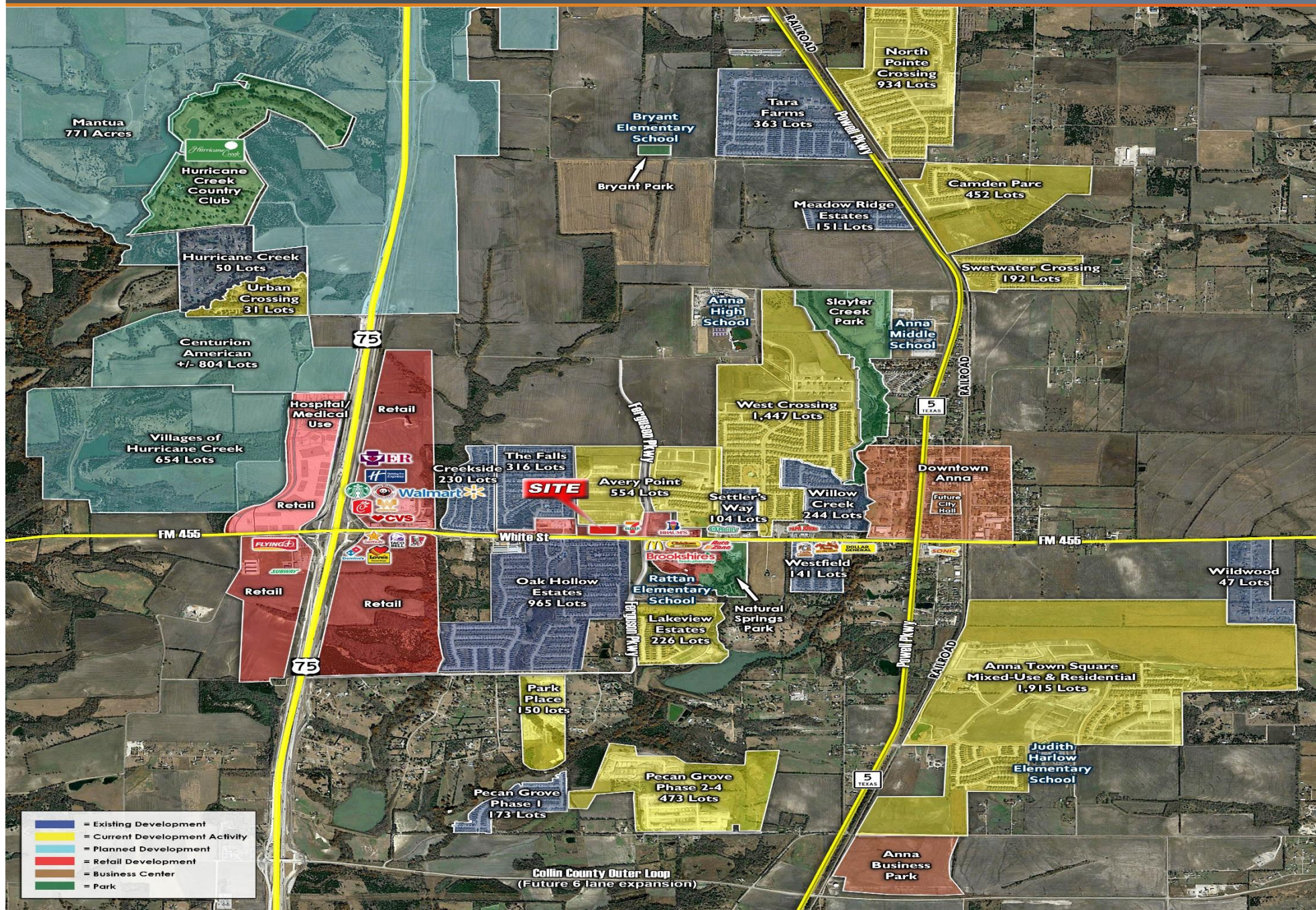














Creekside  
230 Lots

The Falls  
316 Lots

Avery Point  
554 Lots



**DOLLAR TREE**

Lots Available

**FREEDOM FLEX** Car Wash



Oak Hollow Estates  
965 Lots

17,391 +/- AADT (2019)

**BRAUM'S**  
Coming Soon

**INDEPENDENT**  
FINANCIAL

















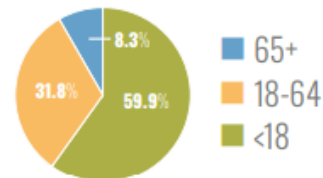


Anna is a city located in Collin County, Texas approximately 45 miles northeast of Dallas. Since 2000, Anna's population has increased 1,125%. The City has ranked one of the top 6 fastest-growing cities in North Texas since 2010 (Dallas Business Journal, Nov 29, 2018). Strong residential growth, a stellar school district, a diversity of new projects and prime location on US Highway 75, State Highway 5 and State Highway 121, as well as frontage along the Collin County Outer Loop, make Anna an excellent choice for corporations and residents alike.

## ANNA, TEXAS by the numbers

### POPULATION:

2010 Census Population: 8,249  
2020 Population Est: 15,010

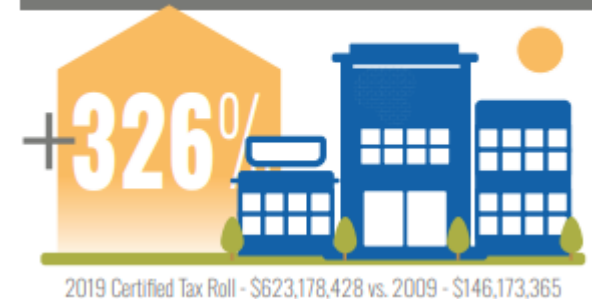


AT-A-GLANCE	ANNA	PRIMARY TRADE AREA	COLLIN COUNTY
Population	16,721	109,426	1,092,478
Median Age	32	37	36.2
Median Household Income	\$81,734	\$72,976	\$99,061
Bachelor Degree or Higher	32.4%	25.1%	53.5%

Source: ESRI

The area is home to Collin College with over 40,000 students enrolled. The school's Center for Workforce & Economic Development offers training programs designed to meet the specific needs of businesses. To that end, Workforce Development Grants—such as the Skills Development Fund—are offered to Anna companies to help reduce training costs.

### COMMERCIAL MARKET VALUE



## DALLAS-FORT WORTH OVERVIEW

The Dallas/Fort Worth Metroplex is the fourth-most populous metro in the nation, with an aggregate of nearly 7.7 million residents. It is composed of 13 counties stretching nearly 10,000 square miles. The city of Dallas houses 1.3 million people, followed by Fort Worth with 864,000 residents. Strong job gains continually draw new residents to the region. Recently, Collin and Denton counties have received the majority of growth. To accommodate the additional traffic, the region's transportation network is evolving. The expansion of the transportation network is vital to supporting the substantial developments in housing, retail and industrial, allowing commuters to access the metro's numerous corporations and expanding array of industries.

### METRO HIGHLIGHTS



#### SUBSTANTIAL POPULATION GAINS

Dallas/Fort Worth's population growth in recent years ranks among the highest in the U.S. for a major metro.



#### LARGE CORPORATE BASE

The Metroplex is home to 25 Fortune 500 companies and many regional headquarters, drawing workers and residents.



#### MAJOR DISTRIBUTION CENTER

The area's extensive network of rail and highways along with the International Inland Port of Dallas ensure its status as a distribution hub.







## TRANSPORTATION

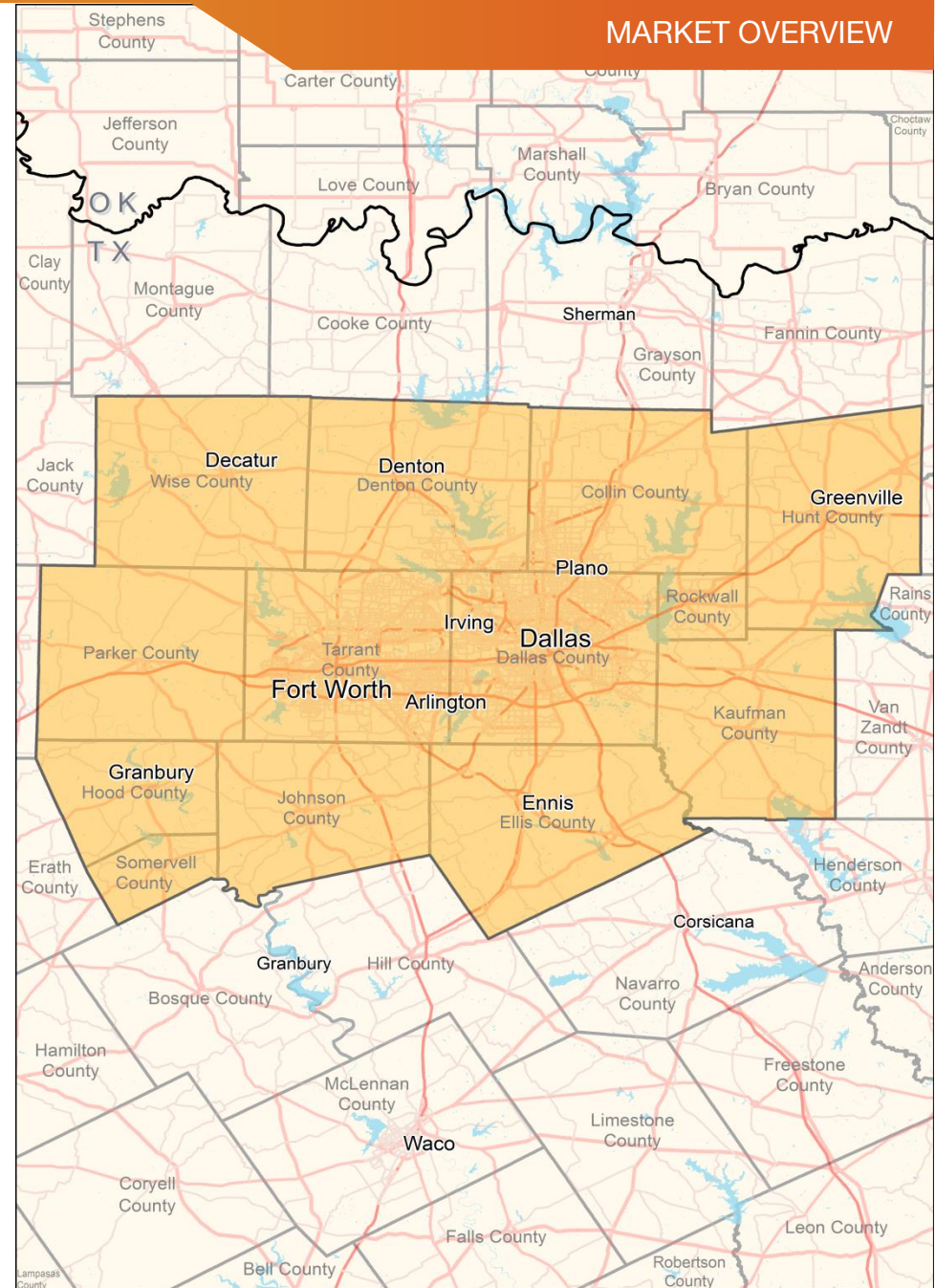
- The area is connected to the rest of the nation by way of Interstates 20, 30, 35, 45, 345, 635 and 820 and other major thoroughfares.
- DART, Dallas Area Rapid Transit, covers Dallas and 12 surrounding cities, and it consists of buses and a light-rail system.
- Freight-serving lines in the region include Union Pacific, BNSF and Kansas City Southern. BNSF is headquartered in Fort Worth.
- Trinity Railway Express and Amtrak provide passenger rail service.
- Via rail to Houston Port, and Highways 20 and 45, the International Inland Port of Dallas (IIPOD) connects the region to global markets and trade.
- Airports in the area are Dallas/Fort Worth International, Dallas Love Field, Fort Worth Alliance and 13 smaller airports.
- Alliance Global Logistics Hub is one of two intermodal facilities in Texas that connects road, rail and air.



MORE THAN  
**93**

MILES OF A LIGHT-RAIL SYSTEM  
SERVING DALLAS AND  
SURROUNDING CITIES

## MARKET OVERVIEW



## ECONOMY

- The Metroplex's temperate climate, no state income tax and a right-to-work labor policy attract employers.
- Dallas/Fort Worth is one of the nation's largest employment markets, with nearly 3.7 million jobs.
- The region is home to 25 Fortune 500 companies in a variety of sectors, including ExxonMobil, American Airlines Group, Southwest Airlines, Fluor, AT&T, Tenet Healthcare, Kimberly-Clark and D.R. Horton.
- The area is forecast to add jobs at an annual rate of 1.7 percent through 2025, more than triple the U.S. level.
- Economic expansion will be further fueled by a rise in financial services and high-tech companies.

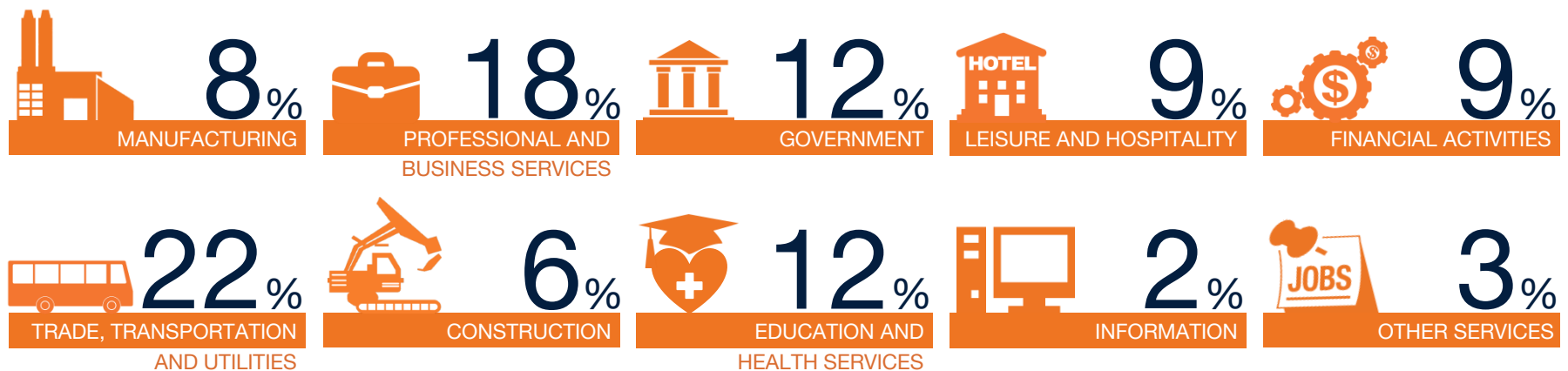
### MAJOR AREA EMPLOYERS

AMR/American Airlines
Baylor Scott & White
Texas Health Resources
Texas Instruments
Bank of America
Lockheed Martin
Verizon Communications
JPMorgan Chase
HCA North Texas Division
UT-Southwestern Medical Center



\* Estimate, \*\* Forecast

## SHARE OF 2020 TOTAL EMPLOYMENT

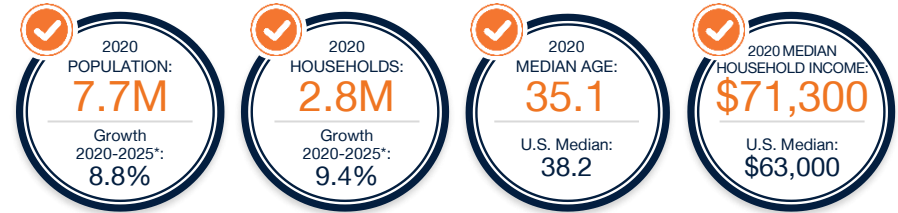




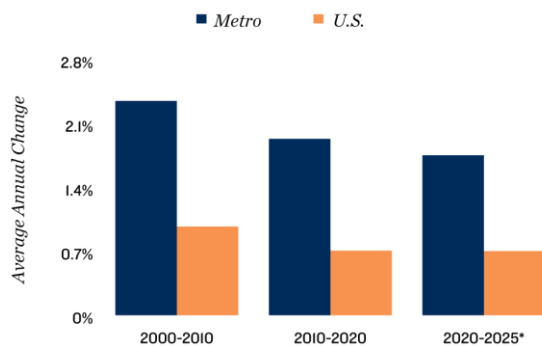
## DEMOGRAPHICS

- Roughly 671,400 new people are expected through 2025, fueled by robust job growth, natural increases and north-to-south migration.
- The Metroplex is projected to add 262,400 households during the same period, generating the need for additional housing options.
- A younger population resides in the Metroplex as indicated by a median age that is well below that of the U.S.
- An educated population provides a skilled labor pool and higher incomes. Almost 34 percent of residents age 25 and older have at least a bachelor's degree, compared with 31 percent for the nation. The median income is more than \$8,200 above the national level.
- During 2020, approximately 60 percent of residents owned their homes – slightly below the U.S. rate – providing a vibrant rental market.

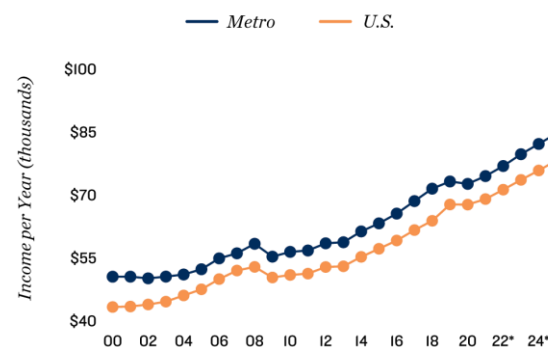
## QUICK FACTS



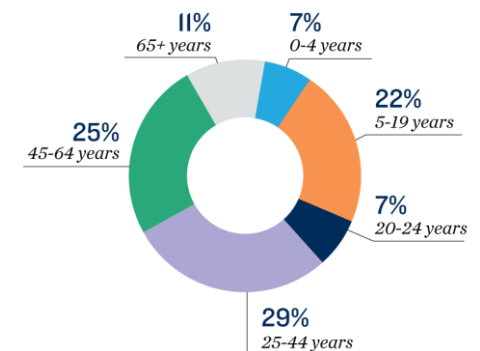
Population Growth



Median Household Income



2020 Population by Age



\* Forecast



## QUALITY OF LIFE

The Metroplex provides residents with an unparalleled lifestyle at a reasonable cost. The region continually ranks high for its affordability when compared with other large metros. A temperate climate provides ample opportunities for outdoor enthusiasts to enjoy. The region has many golf courses and activities at the metro's several reservoirs. Dallas/Fort Worth hosts professional teams in baseball, football, hockey and basketball.

Numerous educational institutions contribute to an educated workforce. The University of Texas at Dallas, University of North Texas, Texas Woman's University-Denton, Southern Methodist University, Texas Christian University and the University of Texas at Arlington are among the numerous higher-education institutions in the region. Metroplex residents are proximate to nationally recognized health centers including Parkland Memorial Hospital, Baylor University Medical Center and Texas Health Harris Methodist Hospital Fort Worth. Four medical schools also contribute to Dallas/Fort Worth's excellent healthcare providers.

**\$306,300**

MEDIAN HOME PRICE



**150+**

MUSEUMS AND  
ART GALLERIES



**150**

PUBLIC & PRIVATE  
GOLF COURSES



Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau



## SPORTS



## EDUCATION



SMU

UNT | DALLAS  
UNIVERSITY OF NORTH TEXAS AT DALLAS



## ARTS & ENTERTAINMENT

Per[earth]t  
Museum of Nature and Science

Kimbell  
Art Museum

The Modern

POPULATION	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Population	12,013	22,636	40,123
■ 2020 Estimate			
Total Population	9,230	17,435	30,749
■ 2010 Census			
Total Population	4,995	9,518	16,545
■ 2000 Census			
Total Population	1,060	2,682	6,420
■ Current Daytime Population			
2020 Estimate	4,468	9,464	19,374
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Households	3,868	7,483	13,243
■ 2020 Estimate			
Total Households	2,966	5,751	10,161
Average (Mean) Household Size	3.07	3.03	3.00
■ 2010 Census			
Total Households	1,572	3,074	5,382
■ 2000 Census			
Total Households	352	904	2,191
■ Occupied Units			
2025 Projection	3,868	7,483	13,243
2020 Estimate	3,059	5,944	10,564
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2020 Estimate			
\$150,000 or More	13.62%	14.28%	17.06%
\$100,000 - \$149,000	24.35%	24.76%	25.25%
\$75,000 - \$99,999	14.48%	14.38%	14.43%
\$50,000 - \$74,999	20.48%	19.98%	18.72%
\$35,000 - \$49,999	12.20%	11.87%	10.43%
Under \$35,000	14.86%	14.73%	14.13%
Average Household Income	\$93,629	\$95,823	\$105,167
Median Household Income	\$78,667	\$80,301	\$86,017
Per Capita Income	\$30,082	\$31,608	\$34,765

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$70,398	\$70,715	\$72,727
■ Consumer Expenditure Top 10 Categories			
Housing	\$18,478	\$18,516	\$19,122
Transportation	\$12,781	\$12,673	\$12,730
Shelter	\$10,091	\$10,104	\$10,439
Personal Insurance and Pensions	\$7,655	\$7,752	\$8,195
Food	\$6,775	\$6,794	\$6,942
Health Care	\$4,807	\$4,845	\$5,048
Utilities	\$4,352	\$4,411	\$4,641
Entertainment	\$3,188	\$3,196	\$3,349
Cash Contributions	\$2,092	\$2,220	\$2,362
Household Furnishings and Equipment	\$1,876	\$1,850	\$1,838
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2020 Estimate Total Population	9,230	17,435	30,749
Under 20	33.87%	32.65%	31.62%
20 to 34 Years	21.74%	21.02%	19.04%
35 to 39 Years	9.12%	8.84%	8.09%
40 to 49 Years	13.52%	13.72%	14.14%
50 to 64 Years	12.02%	13.38%	15.41%
Age 65+	9.72%	10.39%	11.71%
Median Age	31.96	32.93	34.58
■ Population 25+ by Education Level			
2020 Estimate Population Age 25+	5,555	10,711	19,300
Elementary (0-8)	4.39%	4.18%	3.62%
Some High School (9-11)	6.22%	6.46%	6.39%
High School Graduate (12)	25.86%	26.31%	25.54%
Some College (13-15)	24.51%	24.32%	23.21%
Associate Degree Only	10.36%	10.33%	9.93%
Bachelors Degree Only	19.21%	19.13%	21.15%
Graduate Degree	8.05%	7.98%	9.17%

Source: © 2020 Experian





### Population

In 2020, the population in your selected geography is 9,230. The population has changed by 770.75% since 2000. It is estimated that the population in your area will be 12,013.00 five years from now, which represents a change of 30.15% from the current year. The current population is 49.62% male and 50.38% female. The median age of the population in your area is 31.96, compare this to the US average which is 38.21. The population density in your area is 2,938.08 people per square mile.



### Households

There are currently 2,966 households in your selected geography. The number of households has changed by 742.61% since 2000. It is estimated that the number of households in your area will be 3,868 five years from now, which represents a change of 30.41% from the current year. The average household size in your area is 3.07 persons.



### Income

In 2020, the median household income for your selected geography is \$78,667, compare this to the US average which is currently \$62,990. The median household income for your area has changed by 60.85% since 2000. It is estimated that the median household income in your area will be \$97,044 five years from now, which represents a change of 23.36% from the current year.

The current year per capita income in your area is \$30,082, compare this to the US average, which is \$34,935. The current year average household income in your area is \$93,629, compare this to the US average which is \$90,941.



### Race and Ethnicity

The current year racial makeup of your selected area is as follows: 73.83% White, 9.69% Black, 0.09% Native American and 1.40% Asian/Pacific Islander. Compare these to US averages which are: 69.84% White, 12.88% Black, 0.20% Native American and 5.75% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 22.78% of the current year population in your selected area. Compare this to the US average of 18.38%.



### Housing

The median housing value in your area was \$189,085 in 2020, compare this to the US average of \$221,068. In 2000, there were 270 owner occupied housing units in your area and there were 82 renter occupied housing units in your area. The median rent at the time was \$394.



### Employment

In 2020, there are 378 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 50.72% of employees are employed in white-collar occupations in this geography, and 49.10% are employed in blue-collar occupations. In 2020, unemployment in this area is 2.16%. In 2000, the average time traveled to work was 36.00 minutes.

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