



Marcus & Millichap
THE DOUGHERTY TEAM



DOLLAR TREE

3600 NJ-35 Hazlet, NJ 07730

Recent 5 Year Lease Extension (9.5 Years Remaining)

Leasehold Interest



Exclusive Offering

www.DoughertyTeam.com

Marcus & Millichap

THE DOUGHERTY TEAM

TABLE OF CONTENTS

Investment Analysis.....	05
Tenant Overview.....	10
Location Overview.....	13
Tax Savings.....	17

Lead Investment Advisors



Derrick Dougherty
First Vice President Investments
National Retail Group
Lic: PA RS305854
Ph: (215) 531-7026



Scott Woodard
Senior Associate
National Retail Group
Lic: PA RS329242
Ph: (215) 531-7058



Mark Krantz
Senior Associate
National Retail Group
Lic: PA RS336064
Lic: NJ 1863254
Ph: (215) 531-7056

Steve Garthwaite

Senior Associate
National Retail Group
License: PA RS332182

Pavan Koneru

Senior Associate
National Retail Group
PA RS350910

Nick Geaneotes

Associate
National Retail Group
License: PA RS350646

Colin Reder

Associate
National Retail Group
License: PA RS356342

Broker of Record: Brian Hosey
License: NJ 1434917

Recent 5 Year Lease Extension (9.5 Years Remaining)

Leasehold Interest









Keystone Leisure Bay
(209 Apartment Units)

Keyport Central School
(373 Total Enrolled)

Bethany Towers
(140 Apartment Units)



Holmdel Pointe
(71 Apartment Units)



35/59 | **591K**
State Ranking | Est. # of Visits

Dollar Tree
3600 NJ-35, Hazlet, NJ 07730




35/67 | **964K**
State Ranking | Est. # of Visits



Route 36 (45,216 VPD)

Route 35 (43,842 VPD)



Marcus & Millichap
THE DOUGHERTY TEAM



INVESTMENT ANALYSIS

INVESTMENT OVERVIEW

DOLLAR TREE | HAZLET, NJ



DOLLAR TREE LEASE SUMMARY

Tenant	Dollar Tree Stores, Inc.
Guarantor	Corporate
Lease Type	NN (Leasehold)
Gross Leasable Area	12,000 SF
Roof and Structure	Landlord is Responsible
Base Lease Term	(10) Year Base Term
Lease Commencement	1/15/2002
Lease/ Rent Expiration	1/31/2031
Term Remaining	(9.5+) Years
Rent Increases	3% Increases in Option Periods
Estoppel	Tenant to provide upon request
Options	Three, (5) Year Options
Option Notice	(180) Days prior to Lease expiration
Credit Rating	BBB (S&P)

HOME DEPOT LEASE SUMMARY

Landlord	Home Depot U.S.A., Inc
Tenant	Starwood Ceruzzi Hazlet, LLC
Ground Lease Commencement	6/15/1999
Ground Lease Expiration	1/31/2096
Leasehold Agreement	(74.5+) Years Remaining
Ground Lease Rent	Ground Lease Rent is equal to \$1/year that has been paid in full for the Current Term by Ownership

\$2,769,230
PRICE

6.50%
CAP

\$180,000
RENT

ANNUALIZED OPERATING DATA

Term	Dates	Base Rent	PSF	Increase
Years 1-3 (Current)	10/1/2019 - 1/31/2022	\$180,000	\$15.00	-
Years 4-13	2/1/2022 - 1/31/2031	\$180,000	\$15.00	-
Option Terms				
Years 14-18 (Option 1)	2/1/2031 - 1/31/2036	\$186,000	\$15.50	3%
Years 19-23 (Option 2)	2/1/2036 - 1/31/2041	\$192,000	\$16.00	3%
Years 24-28 (Option 3)	2/1/2041 - 1/31/2046	\$198,000	\$16.50	3%



Placer.ai

38/154

STATE RANKING

217K

TOTAL ANNUAL VISITS



INVESTMENT HIGHLIGHTS

DOLLAR TREE | HAZLET, NJ



PRICE: \$2,769,230 | CAP: 6.50% | RENT: \$180,000

About The Investment:

- Dollar Tree recently extended its lease and to over (9.5) Years remaining on Term
- Double Net (NN) Leasehold Opportunity with Minimal Landlord Responsibilities
- Outparcel to Home Depot (987K Annual Visits per Placer.ai) with a proven track record as demonstrated by site's operating history since 2002

Location Highlights:

- Central New Jersey Real Estate – approximately (1) hour commute from New York and Philadelphia
- Dollar Tree is situated just off Route 35 with average traffic counts of 43K vehicles per day & surrounded by retailers such as Home Depot, Stop & Shop, Pep Boys, Shoprite, amongst others
- Stable Middle-Class Demographics – Average Household Income is \$129.5K with a Population of 131K residents in a 5-mile trade radius
- Major Economic Drivers - Subject Site benefits from its proximity to major submarket traffic generators including Central & Keyport High Schools (1K Combined Students Enrolled), Bayshore Community Hospital (174 Beds) & Holmdel Pointe Apartments (71 Units)

Tenant & Brand Highlights:

- Background – The Company was founded in 1986 and currently operates approximately 15,865 locations across the 48 contiguous States & Canada
- Tenant Status – The Firm operates two Brands of Dollar Tree & Family Dollar, which together makeup the largest dollar store chain in North America
- Track Record – The Brand has a stable credit rating of BBB by S&P, Annual Revenues in excess of \$23 Billion, & employs over 60K personnel
- Company Growth – Dollar Tree Inc. has shown significant investment in its Dollar Tree Brand, having continued store openings Year over Year, with approximately 300 new locations within the past (12) months
- Business Model – Concept is unique, differentiated, and defensible, as it has resonated well with customers who want a great source of essential basic products



SITE OVERVIEW

DOLLAR TREE | HAZLET, NJ



3600 NJ-35
Hazlet, NJ 07730

ADDRESS



2002
YEAR BUILT



12,000 SF
LEASABLE AREA



0.38 Acres
LAND AREA



110+/-
PARKING SPACES



BH ZONING
BUSINESS HIGHWAY

NEARBY RETAILERS



LEASE ABSTRACT

DOLLAR TREE | HAZLET, NJ



Tenant	Dollar Tree Stores, Inc.	Starwood Ceruzzi Hazlet, LLC (Ground Lease)
Guarantor	Corporate	-
Square Footage	12,000 SF	Ancillary Building Ground Lease Parcel
Commencement Date	January 15, 2002	June 15, 1999
Expiration Date	January 31, 2031	January 31, 2096
Initial Term	(10) Year Base Term	(97) Years
Option Notice	Tenant to provide notice (180) days prior to Lease expiration	-
Estoppel/SNDA	Tenant to provide certificate upon Landlord's request	Tenant to provide certificate within (20) days of Landlord's request
Taxes	Tenant is responsible for PRS of Real Estate Taxes	Tenant is responsible for Real Estate Taxes
Insurance	Tenant is responsible for PRS of Insurance Expenses	Tenant is responsible for Insurance Expenses
CAM	Tenant is responsible for PRS of CAM Expenses	Tenant is responsible for CAM Expenses
CAM cap	5% CAM Cap (excluding Snow Removal, Utilities, & Insurance) over the prior Lease Year	-
Utilities	Tenant is responsible for Utilities expenses	Tenant is responsible for Utilities Expenses
Admin Fee	(4%) of Base Rent	-
Roof & Structure	Landlord is responsible for repair & replacement of Roof and Structure	Tenant is responsible for any Roof & Structure Expenses
HVAC (Maint & Replacement)	Tenant is responsible for HVAC repairs & replacement	Tenant is responsible for any HVAC Expenses
Co-Tenancy	Commencing on February 1, 2027, Home Depot or a "suitable replacement tenant" must occupy at least 90% of the square footage currently occupied by Home Depot; in the event this condition is no longer satisfied, Tenant shall pay the lesser of 3% of Gross Sales, or 50% of Base Rent; if the Ongoing Co-Tenancy Requirement remains unsatisfied until the later of (3) months following the date when the Requirement first failed to be satisfied, or (3) months following when Tenant has notice at its Address that the Ongoing Co-Tenancy Requirement is no longer satisfied, Tenant shall have a (1) year period to terminate this Lease; if Tenant does not exercise its Termination Option after the (1) year period, Rent will revert to full Base Rent payments	-
Permitted Use	Tenant shall use the Premises solely for the selling of general consumable & variety merchandise	Tenant shall use Premises for any retail use permitted by law & Article V of the REA
Required Occupancy	Tenant shall continuously operate its business in the Premises	-
Assignment Note	Tenant may not assign Lease without Landlord's consent; in event of assignment, Tenant will remain liable for its obligations under this Lease	Tenant may assign this Lease without Landlord's consent; in event of assignment, Tenant will remain liable for its obligations under this Lease



Marcus & Millichap
THE DOUGHERTY TEAM



02

TENANT OVERVIEW

TENANT OVERVIEW

DOLLAR TREE | HAZLET, NJ



Chesapeake, VA

Headquarters

1986

Year Founded

15,865

Locations

BBB (S&P)

Credit Rating

dollartree.com

Website

About Us:

Dollar Tree, Inc., formerly known as Only \$1.00, is an American chain of discount variety stores that sells items for \$1 or less. Headquartered in Chesapeake, Virginia, it is a Fortune 500 company and operates 15,865 stores throughout the 48 contiguous U.S. states and Canada. Its stores are supported by a nationwide logistics network of twenty four distribution centers. The company operates one-dollar stores under the names of Dollar Tree and Dollar Bills. The company also operates a multi-price-point variety chain under the Family Dollar banner.

Who We Are:

Dollar Tree competes in the dollar store and low-end retail markets. Each Dollar Tree stocks a variety of products including national, regional, and private-label brands. Departments found in a Dollar Tree store include health and beauty, food and snacks, party, seasonal décor, housewares, glassware, dinnerware, household cleaning supplies, candy, toys, gifts, gift bags and wrap, stationery, craft supplies, teaching supplies, automotive, electronics, pet supplies, and books. Most Dollar Tree stores also sell frozen foods and dairy items such as milk, eggs, pizza, ice cream, frozen dinners, and pre-made baked goods.



Dollar Tree, Inc. Reports Results for the First Quarter Fiscal 2021

Randy Guiler
May 5th, 2021



<https://finance.yahoo.com/news/dollar-tree-inc-reports-results-113000387.html>

Dollar Tree, Inc. (NASDAQ:DLTR) today reported financial results for its first quarter ended May 1, 2021.

“Our record first quarter performance reflects the progress we continue to make on numerous initiatives to provide even greater value and convenience to our shoppers. Dollar Tree delivered its strongest quarterly same-store sales since 2017, while improving its operating margin by 290 basis points. Family Dollar effectively cycled a 15.5% comp sales increase from the prior year by driving its best post-merger quarterly operating profit,” stated Michael Witynski, President and Chief Executive Officer. “Combined, our enterprise produced positive same-store sales against a tough comparison, and a 220 basis point improvement in operating margin, driven by improved gross margins and better expense leverage.”

ABSTRACT

- Company Reports Record First Quarter Earnings
- Diluted Earnings per Share Increased 53.8% to \$1.60 vs. \$1.04
- Consolidated Net Sales Increased 3.0% to \$6.48 Billion
- Same-Store Sales: Enterprise +0.8%; Dollar Tree +4.7%; Family Dollar -2.8%



Marcus & Millichap
THE DOUGHERTY TEAM



LOCATION OVERVIEW



Keyport Central School
(373 Total Enrolled)

Airport Plaza Shopping Center
KFC Jackson Hewitt Carvel
RITE AID JERKINS UNITED
CHECK CASHING

Providence Bank

Cove Road Elementary School
(172 Total Enrolled)

Wawa

7-Eleven

NISSAN

IHOP

Stop & Shop

Hazlet Pavilion
Brunswick TILTON HOLLYWOOD
FITNESS NAILS
SUBWAY LESLIE'S POOL SUPPLIES SERVICE & MAINT.

GMC

Ford

Holmdel Pointe
(71 Apartment Units)

Bethany Towers
(140 Apartment Units)

CVS pharmacy

Dollar Tree
3600 NJ-35, Hazlet, NJ 07730

THE HOME DEPOT

Former
SPORTS AUTHORITY

Tim Hortons

STARBUCKS COFFEE

UNITED STATES POSTAL SERVICE

Hazlet Plaza
ALDI Santander Shear & Associates
MAX China Buffet Davita

Jeep RAM

MIDAS

Pepp Boys

CHASE

LIDL

Beers Street School
(221 Total Enrolled)

Bayshore Plaza
ShopRite PNC BANK STAPLES
Party City

Hazlet Town Center
TD Bank Bank of America ALDI
verizon FRIDAYS planet fitness
SUBWAY GameStop Burlington

ME
MedExpress
URGENT CARE

LOCATION OVERVIEW

DOLLAR TREE | HAZLET, NJ






131,119
Population
within a 5 mile radius

46,993
Households
within a 5 mile radius

\$129,508
AVG. HH Income
within a 5 mile radius

EDUCATION (MONMOUTH COUNTY)

School Name	Students Enrolled
 Brookdale Community College	14,360
 Monmouth University	6,167
 Monmouth County Vocational	1,497

MAJOR TRANSPORTATION



TOP 10 EMPLOYERS (MONMOUTH COUNTY)



Hackensack
Meridian Health



CentraState
Healthcare Foundation



Health Group
Visiting Nurse Association Health & Hospice

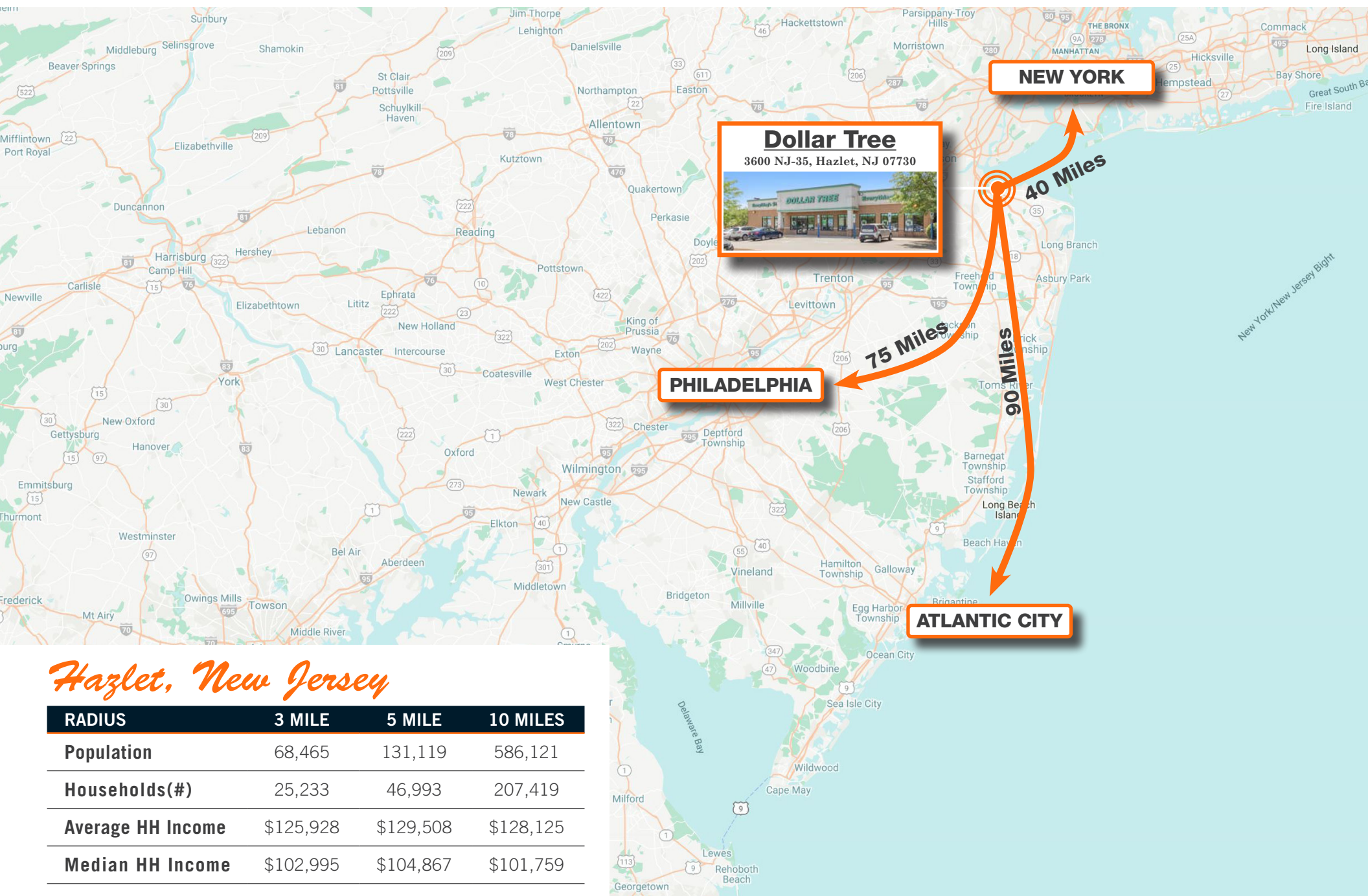


Seabrook
Add more Living to your Life®



REGIONAL MAP

DOLLAR TREE | HAZLET, NJ





Marcus & Millichap
THE DOUGHERTY TEAM



04

TAX SAVINGS

COST SEGREGATION TAX SAVINGS

DOLLAR TREE | HAZLET, NJ



An investor can significantly reduce or even eliminate their income tax responsibility for the first few years after purchasing this property using an IRS-approved tax strategy called cost segregation.

Estimated Savings Summary for 3600 Route 35, Hazlet, NJ

- Tax savings of **\$56,000** in the first year
- Depreciation of **\$158,000** in the first year
- Approximately **5%** of property reclassified to more advantageous tax lives
- Unique **additional savings** due to leasehold interest status (no land value exclusion required)



What is Cost Segregation?

- Engineering-based tax incentive for maximizing depreciation deductions on commercial real estate property
- Detailed analysis of property components requiring knowledge in engineering (cost estimating, blueprint reading), tax and accounting
- Identifies which assets in and around a property can qualify for shorter depreciation schedules

Benefits of Performing a Cost Segregation Study

- Accelerates depreciation deductions to save tax dollars now rather than later
- Increases investor cash flow and return on investment, with the potential to save tens of thousands or even millions in income taxes
- Provides investors with additional cash to reinvest in future projects or improvements

**For questions regarding
this property's income tax
benefits, contact:**

Rob Rahner, CFA, ASA, CCSP
Managing Director
Cost Recovery Solutions LLC
rob@crscostseg.com
732.548.3855



NON-ENDORSEMENT AND DISCLAIMER NOTICE

NON-ENDORSEMENTS

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.

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 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. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2017 Marcus & Millichap. All rights reserved.

Marcus & Millichap Real Estate Investment Services of Seattle, Inc.
License: RB062197C

Broker of Record: Brian Hosey
License: NJ 1434917

Marcus & Millichap

THE DOUGHERTY TEAM



Derrick Dougherty

First Vice President Investments
Lic: PA RS305854
(215) 531-7026



Steve Garthwaite

Senior Associate
License: PA RS332182
(215) 531-7025



Scott Woodard

Senior Associate
Lic: PA RS329242
(215) 531-7058



Mark Krantz

Senior Associate
Lic: NJ 1863254 | PA RS336064
(215) 531-7056



Pavan Koneru

Associate
Lic: PA RS350910
(215) 531-7068



Nick Geaneotes

Associate
Lic: PA RS350646
(215) 531-7071



Colin Reder

Associate
Lic: PA RS356342
(215) 531-7057

Our Locations:

Philadelphia, PA
2005 Market Street #1510
Philadelphia, PA 19103
P: 215.531.7000

King Of Prussia, PA
200 N. Warner Road
King Of Prussia, PA 19406
P: 215.531.7000

New York, NY
260 Madison Avenue
5th Floor
New York, NY 10016



Everything's \$1.00

DOLLAR TREE

Everything's \$1.00

EXCLUSIVELY OFFERED BY:

DERRICK DOUGHERTY

(215) 531-7026 | PA RS305854
derrick.dougherty@marcusmillichap.com

STEVE GARTHWAITE

(215) 531-7025 | PA RS332182
steve.garthwaite@marcusmillichap.com

SCOTT WOODARD

(215) 531-7058 | PA RS329242
scott.woodard@marcusmillichap.com

MARK KRANTZ

(215) 531-7056 | NJ 1863254
mark.krantz@marcusmillichap.com

www.DoughertyTeam.com

Marcus & Millichap
THE DOUGHERTY TEAM

NICK GEANEOTES

(215) 531-7071 | PA RS350646
nick.geaneotes@marcusmillichap.com

PAVAN KONERU

(215) 531-7068 | PA RS350910
pavan.koneru@marcusmillichap.com

COLIN REDER

(215) 531-7057
colin.reder@marcusmillichap.com

