

DOLLAR \$TORE BROKERAGE

Offering Memorandum: Family Dollar – Dollar Tree – Hwy 64 & N 6th St, Coal Hill, AR 72832

Just Listed!! Family Dollar – Dollar Tree Hybrid Store

Currently Under Construction - 10 yr NN+ Lease



REPRESENTATIVE PHOTO

Property Specifications

Property Type	Retail
Structure	Free standing
Building size	10,500 Sq. Ft +/-
Land	1.00 AC +/-
Year built/renovated	2022

Price & Lease Overview

Sale Price	\$1,710,240.00
Price per Sq. Ft.	\$162.88 +/-
Annual Rent	\$106,890.00 10yr NN+ Lease – Limited Landlord Responsibility
Cap Rate	6.25 %
Lease start	02/01/2022* (Approximate opening date)
Lease end	01/31/2032* (TBD After FD – DT opening)
Options	6 at 5 years each
Escalations	Base Rent increase of \$0.50 psf per year at the start of each 5 year option

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Investment Highlights

- ✓ ***Brand New Built To Suit Family Dollar – Dollar Tree H2 Hybrid Format Store!!!***
- ✓ NN+ Lease – Limited Landlord Responsibility; Roof and Structure;
- ✓ Family Dollar pays property taxes, insurance, and most other operating expenses;
- ✓ Family Dollar was #111 on the Fortune 500 List at the end of 2020;
- ✓ S&P rated BBB (Stable);
- ✓ Corporate guaranty lease by Dollar Tree Inc (DLTR);
- ✓ Family Dollar/Dollar Tree show same store sales increase of 2.20% +/- through August 2021;
- ✓ As of July 31, 2021 Dollar Tree/Family Dollar operated 15,865 +/- stores in 48 states and Canada;

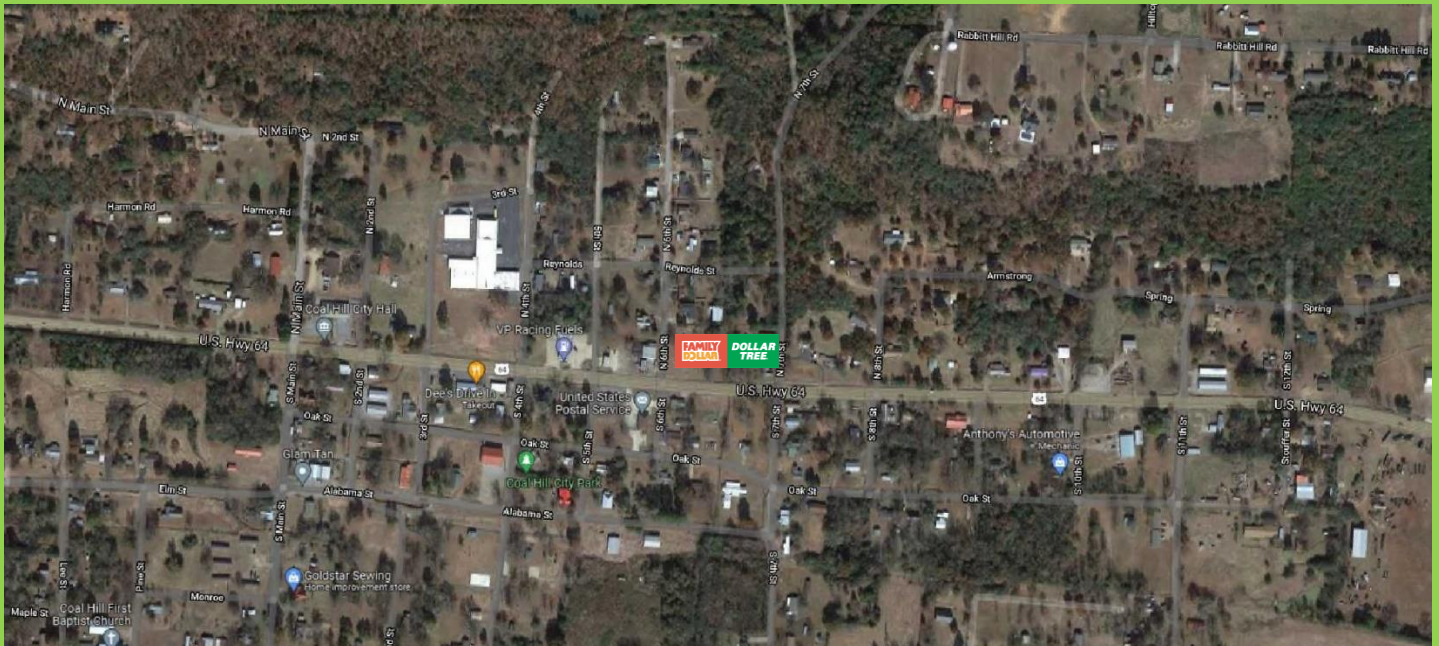
Location Highlights

- ✓ Excellent 1031 Exchange Investment Opportunity;
- ✓ The closest WalMart Market Store located 10.8 miles +/- in Paris, AR;
- ✓ Brand new construction scheduled to open 02/01/2022;
- ✓ 9 mile population 11,082 +/-;
- ✓ 6 remaining options w/\$0.50 psf rent increases at the beginning of each option;

Rent Roll

Rent periods	Annual rent	Monthly rent
2/1/2022* through 1/31/2032	\$106,890.00	\$8,907.50
Option 1 (2/1/2032 – 1/31/2037)	\$112,140.00	\$9,345.00
Option 2 (2/1/2037 – 1/31/2042)	\$117,390.00	\$9,782.50
Option 3 (2/1/2042 – 1/31/2047)	\$122,640.00	\$10,220.00
Option 4 (2/1/2047 – 1/31/2052)	\$127,890.00	\$10,657.50
Option 5 (2/1/2052 – 1/31/2057)	\$133,140.00	\$11,095.00
Option 6 (2/1/2057 – 1/31/2062)	\$138,390.00	\$11,532.50

* Approximate Opening Date



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Executive Summary

H2 Dollar Tree/Family Dollar
N 6th St & US-64, Coal Hill, Arkansas, 72832
Rings: 3, 6, 9 mile radii

Prepared by Bob Manor, CCIM
Latitude: 35.43754
Longitude: -93.66973

	3 miles	6 miles	9 miles
Population			
2000 Population	1,935	5,188	10,106
2010 Population	1,965	5,285	10,496
2021 Population	2,211	5,512	11,082
2026 Population	2,291	5,593	11,267
2000-2010 Annual Rate	0.15%	0.19%	0.38%
2010-2021 Annual Rate	1.05%	0.37%	0.48%
2021-2026 Annual Rate	0.71%	0.29%	0.33%
2021 Male Population	49.6%	50.3%	50.8%
2021 Female Population	50.4%	49.7%	49.2%
2021 Median Age	40.9	41.6	41.7

In the identified area, the current year population is 11,082. In 2010, the Census count in the area was 10,496. The rate of change since 2010 was 0.48% annually. The five-year projection for the population in the area is 11,267 representing a change of 0.33% annually from 2021 to 2026. Currently, the population is 50.8% male and 49.2% female.

Median Age

The median age in this area is 40.9, compared to U.S. median age of 38.5.

Race and Ethnicity

2021 White Alone	90.3%	91.8%	90.9%
2021 Black Alone	1.0%	1.0%	1.5%
2021 American Indian/Alaska Native Alone	1.5%	1.3%	1.0%
2021 Asian Alone	1.6%	1.1%	1.4%
2021 Pacific Islander Alone	0.0%	0.0%	0.0%
2021 Other Race	2.4%	2.2%	2.8%
2021 Two or More Races	3.2%	2.5%	2.3%
2021 Hispanic Origin (Any Race)	6.2%	5.8%	6.2%

Persons of Hispanic origin represent 6.2% of the population in the identified area compared to 18.9% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 27.0 in the identified area, compared to 65.4 for the U.S. as a whole.

Households

2021 Wealth Index	36	37	47
2000 Households	771	2,011	3,878
2010 Households	782	2,050	4,046
2021 Total Households	890	2,159	4,301
2026 Total Households	925	2,197	4,383
2000-2010 Annual Rate	0.14%	0.19%	0.42%
2010-2021 Annual Rate	1.16%	0.46%	0.54%
2021-2026 Annual Rate	0.77%	0.35%	0.38%
2021 Average Household Size	2.48	2.55	2.58

The household count in this area has changed from 4,046 in 2010 to 4,301 in the current year, a change of 0.54% annually. The five-year projection of households is 4,383, a change of 0.38% annually from the current year total. Average household size is currently 2.58, compared to 2.59 in the year 2010. The number of families in the current year is 3,032 in the specified area.

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Mortgage Income			
2021 Percent of Income for Mortgage	9.4%	10.2%	10.5%
Median Household Income			
2021 Median Household Income	\$38,041	\$37,661	\$40,744
2026 Median Household Income	\$39,518	\$39,540	\$43,112
2021-2026 Annual Rate	0.76%	0.98%	1.14%
Average Household Income			
2021 Average Household Income	\$46,165	\$47,386	\$54,106
2026 Average Household Income	\$49,947	\$51,709	\$59,230
2021-2026 Annual Rate	1.59%	1.76%	1.83%
Per Capita Income			
2021 Per Capita Income	\$18,157	\$18,543	\$21,114
2026 Per Capita Income	\$19,709	\$20,294	\$23,171
2021-2026 Annual Rate	1.65%	1.82%	1.88%

Households by Income

Current median household income is \$40,744 in the area, compared to \$64,730 for all U.S. households. Median household income is projected to be \$43,112 in five years, compared to \$72,932 for all U.S. households

Current average household income is \$54,106 in this area, compared to \$90,054 for all U.S. households. Average household income is projected to be \$59,230 in five years, compared to \$103,679 for all U.S. households

Current per capita income is \$21,114 in the area, compared to the U.S. per capita income of \$34,136. The per capita income is projected to be \$23,171 in five years, compared to \$39,378 for all U.S. households

Housing			
2021 Housing Affordability Index	263	241	235
2000 Total Housing Units	868	2,264	4,374
2000 Owner Occupied Housing Units	596	1,572	3,096
2000 Renter Occupied Housing Units	175	439	782
2000 Vacant Housing Units	97	253	496
2010 Total Housing Units	896	2,345	4,603
2010 Owner Occupied Housing Units	604	1,590	3,184
2010 Renter Occupied Housing Units	178	460	862
2010 Vacant Housing Units	114	295	557
2021 Total Housing Units	1,017	2,518	4,988
2021 Owner Occupied Housing Units	706	1,661	3,331
2021 Renter Occupied Housing Units	184	498	970
2021 Vacant Housing Units	127	359	687
2026 Total Housing Units	1,060	2,581	5,122
2026 Owner Occupied Housing Units	742	1,711	3,432
2026 Renter Occupied Housing Units	183	486	951
2026 Vacant Housing Units	135	384	739

Currently, 66.8% of the 4,988 housing units in the area are owner occupied; 19.4%, renter occupied; and 13.8% are vacant. Currently, in the U.S., 57.3% of the housing units in the area are owner occupied; 31.2% are renter occupied; and 11.5% are vacant. In 2010, there were 4,603 housing units in the area - 69.2% owner occupied, 18.7% renter occupied, and 12.1% vacant. The annual rate of change in housing units since 2010 is 3.63%. Median home value in the area is \$102,239, compared to a median home value of \$264,021 for the U.S. In five years, median value is projected to change by 1.73% annually to \$111,387.

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Family Dollar History

One of the nation's fastest growing retailers, Family Dollar offers a compelling assortment of merchandise for the whole family, ranging from household cleaners, brand-name foods, and health and beauty aids to toys, apparel for every age, and home fashions — all for everyday low prices. While shoppers can find many items at \$1 or less, most items in the store are priced below \$10, which makes shopping fun without stretching the family budget.

In 1958, a 21-year-old entrepreneur with an interest in merchandising became intrigued with the idea of operating a low-overhead, self-service retail store. Leon Levine believed he could offer his customers a variety of high-quality, good value merchandise for under \$2. Because he had grown up in his family's retail store, he understood value, quality, and customer satisfaction.

Dollar Tree History

Headquartered in Chesapeake, VA, Dollar Tree is the largest and most successful single-price-point retailer in North America, operating thousands of stores across 48 contiguous states and five Canadian provinces, supported by a solid and scalable logistics network.

Our roots go back more than 60 years. To appreciate how it all came to pass, you have to rewind more than half a century to K.R. Perry and a Ben Franklin variety store in Wands Corner, Norfolk, Virginia, and to Macon Brock's, Doug Perry's (son of K.R. Perry), and Ray Compton's adventure into \$1.00 retailing. A highly successful concept was created using this single price point to build a national chain of stores.

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About the Broker

‘Dollar Bob’ has more than 20 years multi-unit operational retail management experience, six years of which were as District Manager with Dollar General Corporation. He knows the Dollar Store model very well and he brought that experience with him into the commercial real estate industry. ‘Dollar Bob’ left Dollar General in 2003 due to family illness, and started his commercial real estate career at Coldwell Banker Commercial AI Group in Orange City, Florida. He maintained a good working relationship with Dollar General Corporation and with several Dollar General Store and Family Dollar Store developers that he met while working as a district manager with DG. He was actively involved in site selection and worked closely with the developers and various Dollar Store corporate office construction teams.

‘Dollar Bob’ immediately started studying for the CCIM designation, because he recognized the value it would have for investors and developers. Having completed all of his course work, his CCIM portfolio, and after closing more than \$20 million in Dollar Store sales within his first 18 months in the commercial real estate industry, he received his CCIM designation in April 2005. Since beginning his commercial real estate career in 2003, Bob has sold hundreds of Dollar Stores and other retail properties across the USA. It was also during this time that an executive in Coldwell banker Commercial in Parsippany, NJ gave him nickname ‘Dollar Bob’. For several years he also served as a member of the National Retail Advisory Group for Coldwell Banker Commercial.

‘Dollar Bob’ received several awards from the Central Florida Commercial Association of Realtors (CFCAR). For the year 2011 he was the ‘Overall Top Producer’ in commercial retail sales (retail category) for 10 county areas in Central Florida, for which he received the prestigious Hallmark Award. He received a second Hallmark Award for being the Top Producer in the retail category for Volusia County, and he also received a Hallmark Award for being among the Overall Top 10 producers by volume in commercial real estate sales for the same 10 county area. Bob also received special recognition from Florida Governor Rick Scott for his accomplishments in commercial real estate.

Dollar Store Brokerage, LLC deals strictly with Dollar Store Properties. ‘Dollar Bob’ brings a wealth of experience to the table and he is looking forward to working with Sellers to assist them in the sale of their Dollar Store Properties, and also looks forward to working with Buyers to assist in helping them make informed buying decisions for their investment portfolios. ‘Dollar Bob’ welcomes all types of Dollar Store Properties (absolute NNN, modified NNN, and NN), multi-property portfolios, and 1031 Exchanges. Contact ‘Dollar Bob’ at Dollar Store Brokerage, LLC the ‘Go-To’ company for Dollar Store Investments, Buying and Selling!!

Doesn’t it make sense to trust a real estate professional who is also a Dollar Store professional to handle your Dollar Store properties and your investment needs?

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Disclaimer

This offering has been prepared solely for informational purposes. It is designed to assist a potential investor in determining whether it wishes to proceed with an in-depth investigation of the subject property. While the information contained herein is from sources deemed reliable, it has not been independently verified by Dollar Store Brokerage, LLC, any of its agents or affiliates, or by the Seller.

The projections and pro-forma budget contained herein represent best estimates on assumptions considered reasonable under the circumstances. No representation or warranties, expressed or implied, are made that actual results will conform to such projections. The document is provided subject to errors, omissions and changes in the information and is subject to modification or withdrawal. The contents herein are confidential and are not to be reproduced without the express written consent.

Interested buyers should be aware the Seller is selling the property “AS IS” CONDITION WITH ALL FAULTS, WITHOUT REPRESENTATIONS OR WARRANTIES OF ANY KIND OR NATURE. Prior to an/or after contracting to purchase, as appropriate, Buyer will be given a reasonable opportunity to inspect and investigate the Property and all improvements herein, either independently or through agents of the Buyer’s choice.

The Seller reserves the right to withdraw the Property being marketed at any time without notice, to reject all offers, and to accept any offer without regard to the relative price and terms of any other offer. Any offer to buy must be: (i) presented in the form of a non-binding letter of intent; (ii) incorporated in a formal written contract of purchase and sale to be prepared by the Seller and executed by both parties; (iii) approved by the Seller and such other parties who may have an interest in the Property. Neither the prospective Buyer nor Seller shall be bound until execution of the contract of purchase or sale, which contract shall supersede prior discussion and writings and shall constitute the sole agreement of the parties. Prospective buyers shall be responsible for their costs of investigating the Property and all other expenses, professional or otherwise.

FOR INFORMATION CONTACT

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