

# FAMILY DOLLAR TREE COMBO STORE | 10+ YEAR NN INVESTMENT OPPORTUNITY FOR SALE

6110 COUNTY ROAD 88 PISGAH, AL 35765

10,532 SF  
FOR SALE



REPRESENTATIVE PHOTO



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CHARLESTON, SC 29412





***DOLLAR TREE***®

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## OFFERING SUMMARY

OFFERING	
PRICE:	\$1,873,200
NOI:	\$117,075
CAP:	6.25%
GUARANTY:	CORPORATE GUARANTY
TENANT:	FAMILY DOLLAR STORES OF ALABAMA, LLC
LEASE TYPE:	NN
RENTABLE AREA:	10,532 SF
LAND AREA:	1.37 ACRES
YEAR BUILT:	2022
PARCEL #:	TAX MAP # 2806240000010000 AND TAX MAP # 2806240000012000
OWNERSHIP:	FEE SIMPLE (LAND AND BUILDING)
PARKING SPACES:	40
ZONING:	COMMERCIAL - TOWN OF PISGAH



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# INVESTMENT HIGHLIGHTS

**FAMILY DOLLAR TREE**

6110 COUNTY ROAD 88, PISGAH, AL 35765



**RECESSION-PROOF  
TENANT**



**10+ YEAR LEASE**



**INVESTMENT  
GRADE CREDIT  
TENANT**



**CORPORATE GUARANTY  
FROM FAMILY DOLLAR  
STORES, INC.**



**AN E-COMMERCE  
RESISTANT RETAILER**



**NEW 2022  
CONSTRUCTION**



**NEW HIGH  
PERFORMING COMBO  
STORE CONCEPT**

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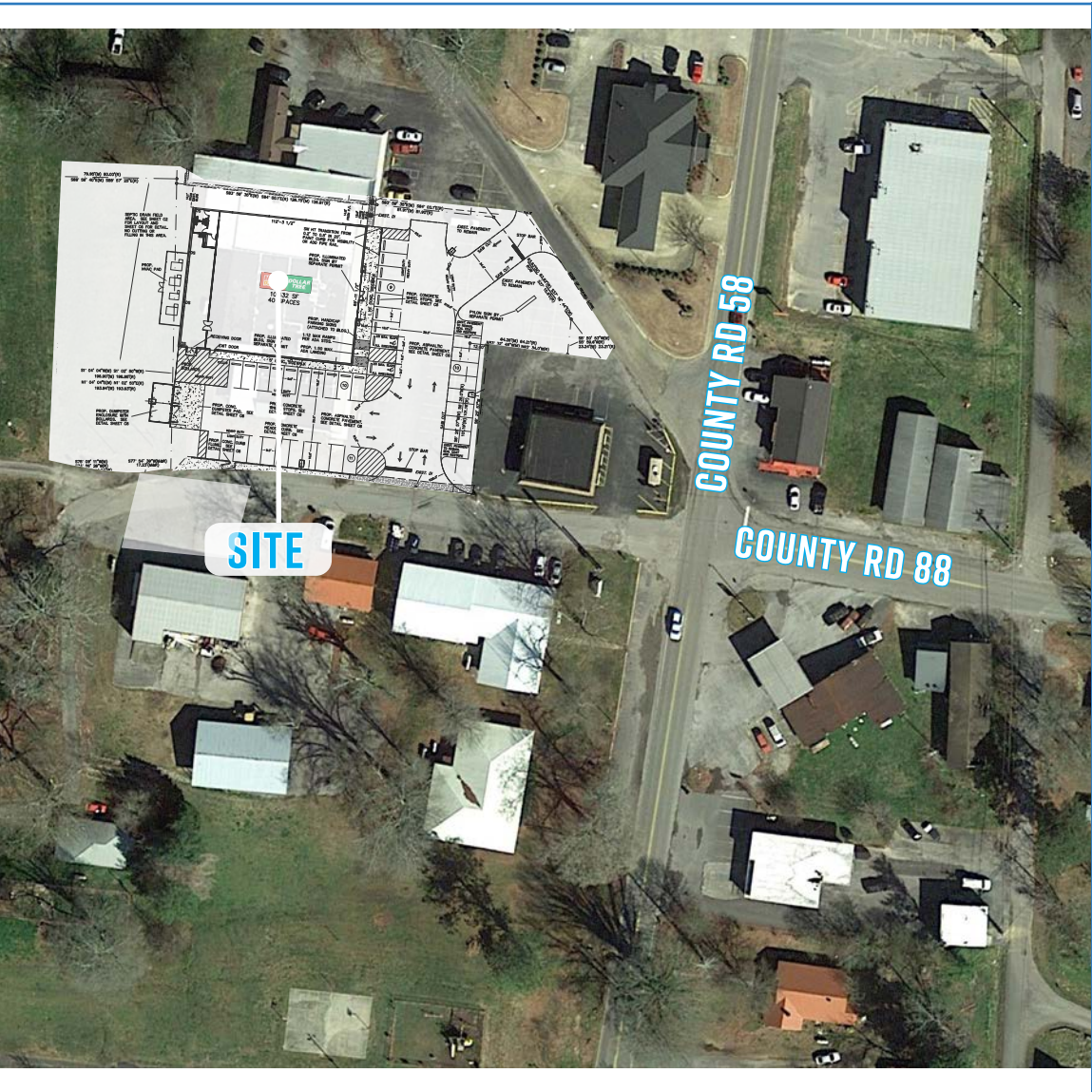
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# PROPERTY OVERVIEW

## FAMILY DOLLAR TREE

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40 PARKING SPACES



YEAR BUILT: 2022

PARCEL  
NUMBER

TAX MAP # 2806240000010000 AND TAX MAP # 2806240000012000



FAMILY DOLLAR STORES OF ALABAMA, LLC

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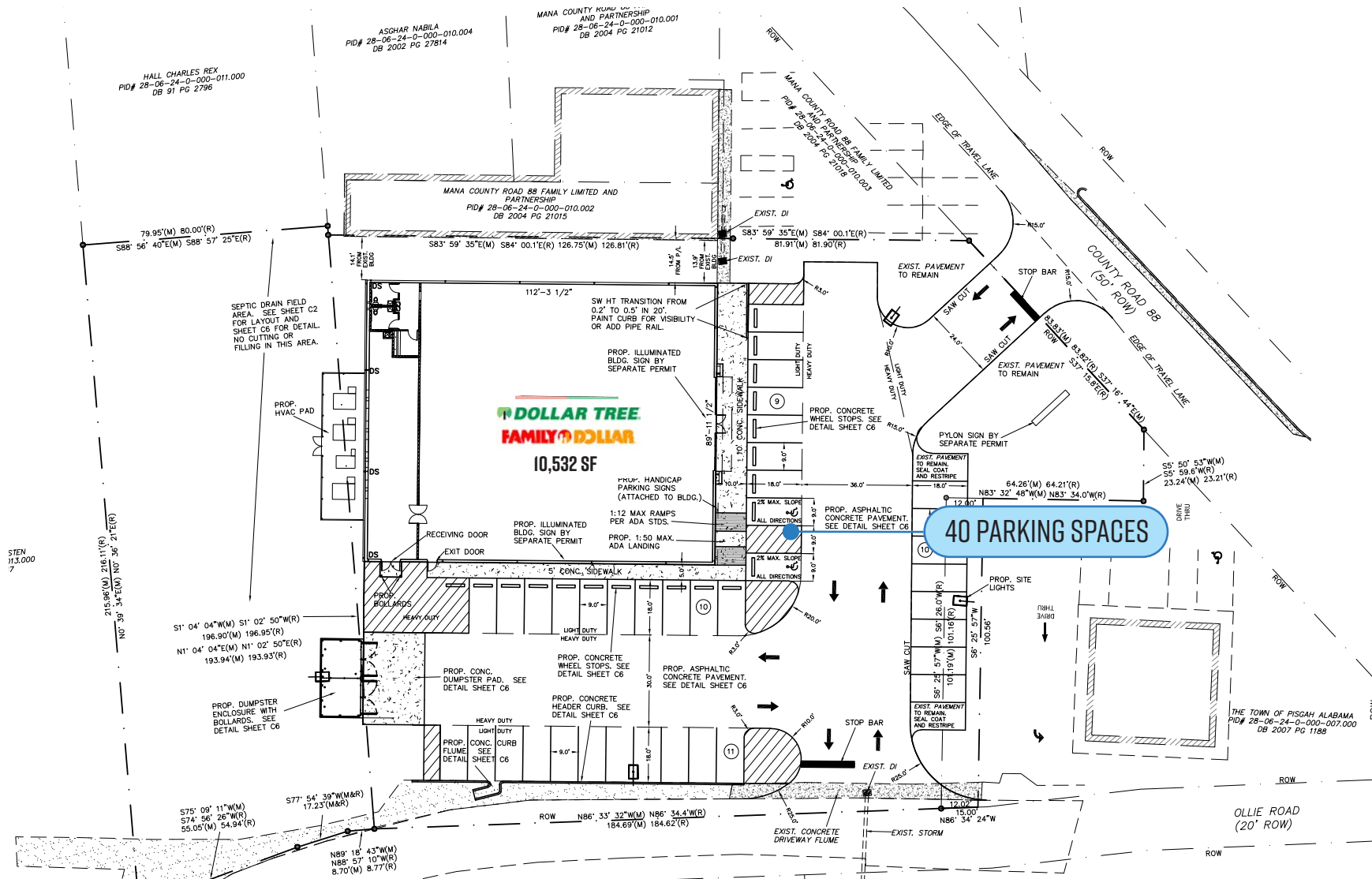
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# SITE PLAN

## FAMILY DOLLAR TREE

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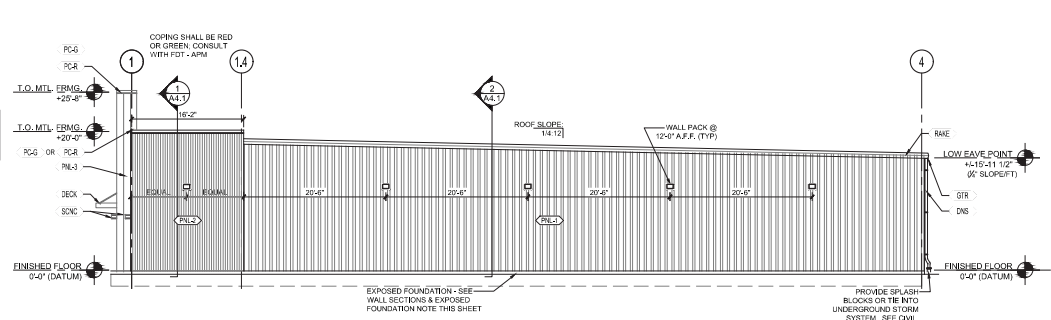
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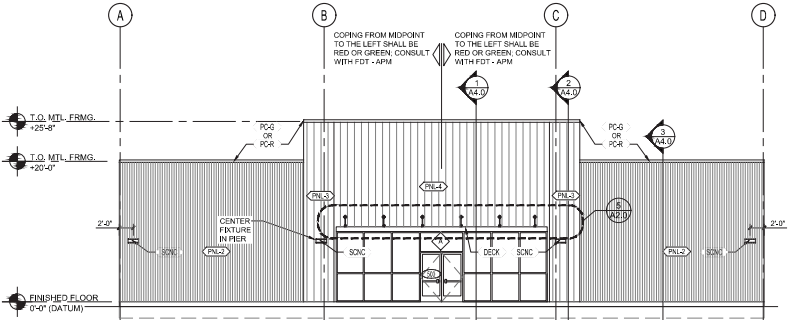
# ELEVATIONS

**FAMILY DOLLAR TREE**

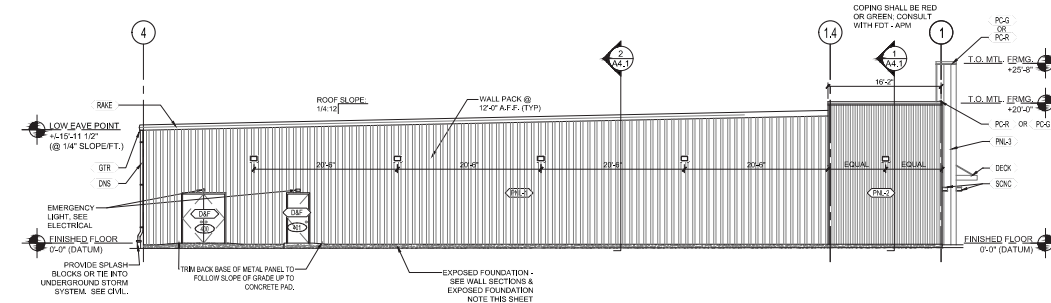
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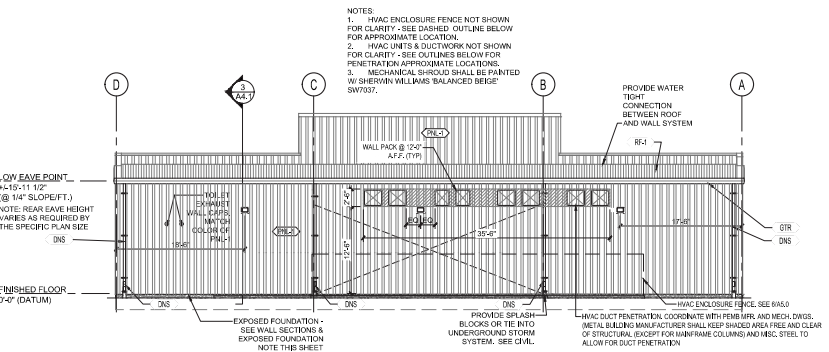
**RIGHT SIDE ELEVATION**



**FRONT ELEVATION**



**LEFT SIDE ELEVATION**



**REAR ELEVATION**

- NOTES:
1. HVAC ENCLOSURE FENCE NOT SHOWN FOR CLARITY - SEE DASHED OUTLINE BELOW FOR APPROXIMATE LOCATION.
  2. HVAC UNITS & DUCTWORK NOT SHOWN FOR CLARITY - SEE OUTLINES BELOW FOR PENETRATION APPROXIMATE LOCATIONS.
  3. MECHANICAL SHROUD SHALL BE PAINTED W/ BROWN WILLIAMS BALANCED MESH BW7037.

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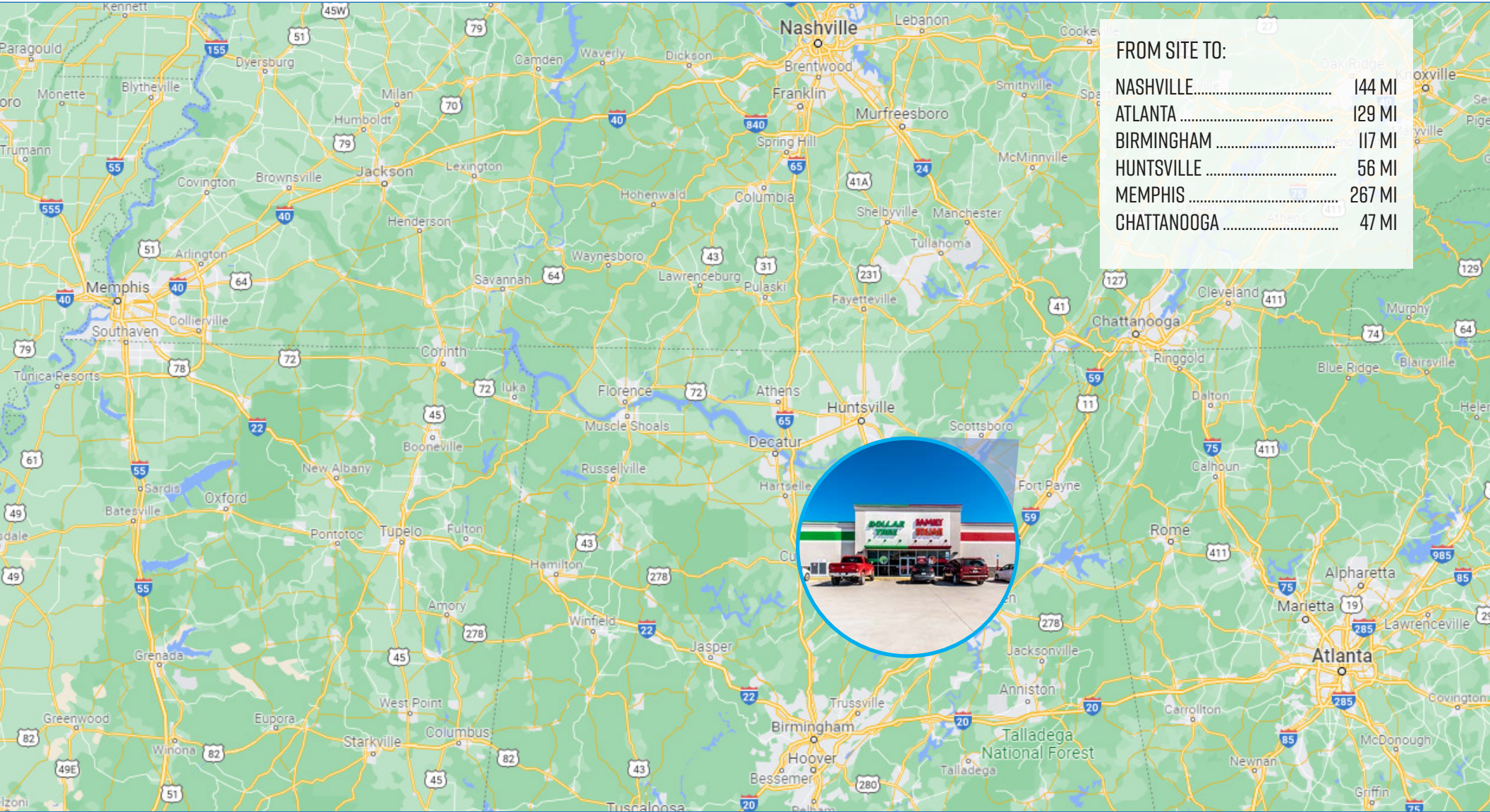
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# LOCATION OVERVIEW

## FAMILY DOLLAR TREE

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FROM SITE TO:	
NASHVILLE.....	144 MI
ATLANTA.....	129 MI
BIRMINGHAM.....	117 MI
HUNTSVILLE.....	56 MI
MEMPHIS.....	267 MI
CHATTANOOGA.....	47 MI

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# HIGH AERIAL

## FAMILY DOLLAR TREE

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# LOW AERIAL

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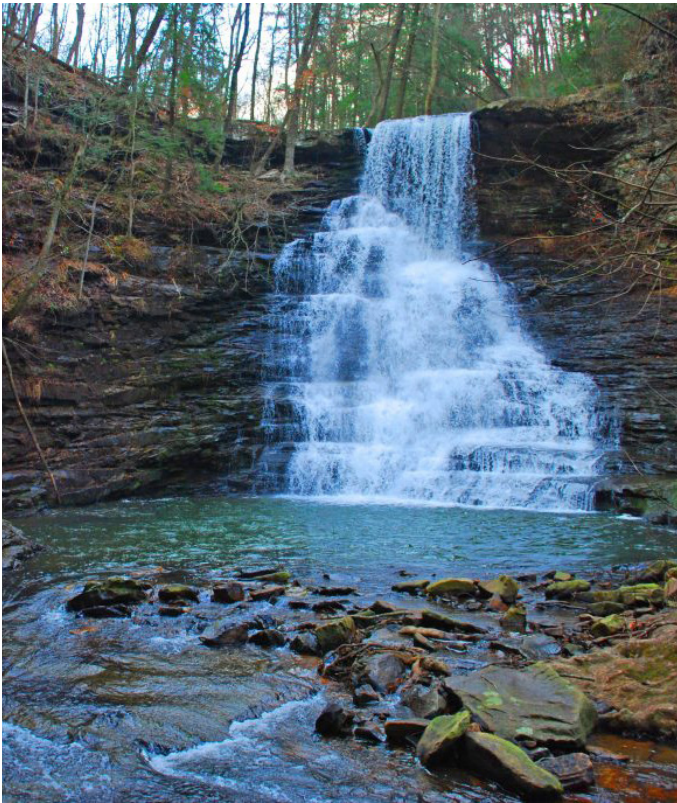
BUSINESS



MEEKS GRAIN & GIN COMPANY



HIGHWAY  
COUNTY ROAD 58



SCOTTSBORO  
AIRPORT

LIFESTYLE / INDUSTRIES



PARKS  
PISGAH CIVITAN PARK



MEDIAN HOUSEHOLD  
INCOME  
\$38,444 ON A 5 MI RANGE



POPULATION  
3,923 ON A 5 MI RANGE



AVERAGE HOUSEHOLD  
INCOME  
\$57,078 ON A 5 MI RANGE

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# DEMOGRAPHICS

## FAMILY DOLLAR TREE

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AVERAGE HOUSEHOLD SIZE



### LEADING INDUSTRIES

EDUCATIONAL SERVICES,  
MANUFACTURING, AND EDUCATIONAL  
SERVICES, & HEALTH CARE & SOCIAL  
ASSISTANCE

2021 SUMMARY	5 MILES	10 MILES	15 MILES
POPULATION	3,923	23,304	58,842
HOUSEHOLDS	1,556	9,307	23,724
FAMILIES	1,099	6,556	16,446
AVERAGE HOUSEHOLD SIZE	2.51	2.49	2.45
OWNER OCCUPIED HOUSING UNITS	1,250	7,079	17,351
RENTER OCCUPIED HOUSING UNITS	306	2,227	6,374
MEDIAN AGE	44.8	43.5	43.5
MEDIAN HOUSEHOLD INCOME	\$38,444	\$45,458	\$44,351
AVERAGE HOUSEHOLD INCOME	\$57,078	\$57,332	\$57,127
2026 SUMMARY	5 MILES	10 MILES	15 MILES
POPULATION	3,868	23,168	58,863
HOUSEHOLDS	1,536	9,262	23,750
FAMILIES	1,079	6,491	16,379
AVERAGE HOUSEHOLD SIZE	2.51	2.49	2.45
OWNER OCCUPIED HOUSING UNITS	1,235	7,090	17,485
RENTER OCCUPIED HOUSING UNITS	300	2,172	6,265
MEDIAN AGE	47.4	45.3	45.2
MEDIAN HOUSEHOLD INCOME	\$43,799	\$50,669	\$49,832
AVERAGE HOUSEHOLD INCOME	\$63,245	\$63,540	\$63,501



## PISGAH, AL

PISGAH IS A TOWN IN JACKSON COUNTY, ALABAMA, AND IS INCLUDED IN THE HUNTSVILLE-DECATUR COMBINED STATISTICAL AREA. LOCATED ON TOP OF SAND MOUNTAIN IN THE APPALACHIAN FOOTHILLS, THE TOWN OVERLOOKS THE TENNESSEE VALLEY BELOW. PISGAH IS KNOWN FOR ITS NATURAL BEAUTY, VARIED WILDLIFE, COMMITMENT TO EDUCATION, AND STRONG SENSE OF COMMUNITY.

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# TENANT OVERVIEW

## FAMILY DOLLAR TREE

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DOLLAR TREE, A FORTUNE 200 COMPANY WHICH ACQUIRED FAMILY DOLLAR IN JULY, 2015, NOW OPERATES MORE THAN 15,200 STORES ACROSS 48 STATES AND FIVE CANADIAN PROVINCES. STORES OPERATE UNDER THE BRANDS OF DOLLAR TREE, DOLLAR TREE CANADA, DEALS, AND FAMILY DOLLAR WITH A MARKET CAPITALIZATION OF \$26.45 BN. DOLLAR TREE IS THE NATION'S LEADING OPERATOR OF FIXED PRICE-POINT STORES, SELLING EVERYTHING FOR \$1 OR LESS, AND FAMILY DOLLAR IS A LEADING NATIONAL OPERATOR OF MULTI PRICE-POINT STORES OFFERING MERCHANDISE GENERALLY RANGING IN PRICE FROM \$1-\$10 INCLUDING CONSUMABLES, HOME PRODUCTS, APPAREL AND ACCESSORIES, ELECTRONICS, AND SEASONAL GOODS TO PRIMARILY LOW AND MIDDLE-INCOME CONSUMERS IN CONVENIENT NEIGHBORHOOD STORES.

- > **CORPORATE GUARANTEE BY FAMILY DOLLAR STORES, INC. A SUBSIDIARY OF DOLLAR TREE**
- > **FINANCIAL STRENGTH: INVESTMENT GRADE. S&P 500 CREDIT RATING OF BB+ AND MOODY'S OF BAI**
- > **DISCOUNT STORES ARE BEING DESCRIBED AS "IMMUNE TO E-COMMERCE" DUE TO THEIR FOCUS ON CONVENIENCE AND SMALL STORE FORMATS**
- > **DOLLAR TREE REPORTED \$6.48 BILLION IN NET SALES IN ITS MOST RECENT QUARTER**
- > **THE COMBINED DOLLAR TREE AND FAMILY DOLLAR COMPANY IS THE LARGEST DOLLAR-STORE CHAIN IN THE U.S. BY STORE COUNT**
- > **THE COMBINED COMPANY HAS SALES OF OVER \$23.6 BILLION A YEAR**
- > **COMPANY INITIATIVES FOR 2021 INCLUDE:**
  - > **EXPANDING THE DOLLAR TREE PLUS! MULTI-PRICE ASSORTMENT INTO ADDITIONAL STORES**
  - > **GROWING THE NEW COMBO STORE FORMAT (SEE RIGHT)**
  - > **GAINING MARKET SHARE VIA FAMILYDOLLAR.COM RETAIL SITE AND INSTACART SAME-DAY DELIVERY**
  - > **INITIATING SELF-CHECKOUT PILOT**
  - > **TESTING FRESH PRODUCE AND FROZEN MEAT OFFERINGS**

**NEW FAMILY DOLLAR AND DOLLAR TREE COMBO STORES** THE COMBO STORE CONCEPT FOCUSES ON PROVIDING SMALL TOWNS AND RURAL LOCATIONS WITH FAMILY DOLLAR'S GREAT VALUE AND ASSORTMENT AND DOLLAR TREE'S "THRILL OF THE HUNT" AND FIXED PRICE-POINT. THE COMBO STORES ARE BEING EXTREMELY WELL-RECEIVED IN THESE COMMUNITIES AND CONTINUE TO DELIVER GREATER SALES, IMPROVED GROSS MARGINS AND BETTER EXPENSE LEVERAGE. WITH AN ESTIMATED OPPORTUNITY FOR 3,000 MARKETS, COMBO STORES WILL BE A KEY COMPONENT OF FAMILY DOLLAR'S STORE GROWTH.

- > **EXTREMELY SUCCESSFUL CONCEPT**
  - > **SAME-STORE SALES LIFT OF > 20% ON AVERAGE**
  - > **IMPROVED MERCHANDISE OFFERINGS**
  - > **INCREASED STORE TRAFFIC**



SEE THE COMBO STORE VIDEO HERE.

## FOR QUARTER ENDING MAY 1, 2021:



DOLLAR TREE/  
FAMILY DOLLAR  
15,200 STORES



MARKET  
CAPITALIZATION  
\$26.45 BILLION



193,000  
EMPLOYEES



\$23.6 BILLION  
IN ANNUAL SALES

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# FINANCIALS

## FAMILY DOLLAR TREE

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<b>TENANT NAME:</b>	FAMILY DOLLAR STORES OF ALABAMA, LLC
<b>GUARANTOR:</b>	FAMILY DOLLAR STORES, INC.
<b>LEASE TYPE:</b>	NN
<b>SF:</b>	10,532 SF
<b>INITIAL LEASE TERM:</b>	10+ YEARS
<b>LEASE START:</b>	SPRING 2022
<b>LEASE EXPIRATION:</b>	SEPTEMBER 30, 2032
<b>LANDLORD RESPONSIBILITIES:</b>	ROOF, STRUCTURAL REPAIRS (INTERIOR/EXTERIOR), MAJOR PARKING AREA REPAIRS

EXTENSION OPTIONS: FIVE 5-YEAR OPTIONS WITH 5% INCREASES EACH EXTENSION		
<b>EXT. OPTION #1</b>	YRS:11-15	\$122,955.00
<b>EXT. OPTION #2</b>	YRS:16-20	\$129,045.00
<b>EXT. OPTION #3</b>	YRS:21-25	\$135,555.00
<b>EXT. OPTION #4</b>	YRS:26-30	\$142,275.00
<b>EXT. OPTION #5</b>	YRS:31-35	\$149,415.00

INITIAL TERM RENTAL AMOUNT	
<b>ANNUAL</b>	\$117,075.00
<b>MONTHLY</b>	\$9,756.25
<b>PER SF</b>	\$11.12



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