

# ***DOLLAR TREE***®

406 W Gibbs St | Del Rio, TX 78840



Representative Photo

OFFERING MEMORANDUM

**MATTHEWS**™  
REAL ESTATE INVESTMENT SERVICES



## LISTED BY

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**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES

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# INVESTMENT HIGHLIGHTS

## LOCATION AND LEASE

- Attractive 5.75% cap rate for a new construction Texas dollar store
- Brand new 2022 build-to-suit construction for Dollar Tree
- 10-Year NN+ lease with minimal landlord responsibilities
- The subject property comes with a 20-Year roof warranty
- Tenant responsible for all HVAC maintenance, repairs, and replacement
- Corporately guaranteed lease
- Traffic counts in excess of 20,000 vehicles daily on Gibbs St
- 3-Mile population of 33,501 residents
- 5-Mile population of 41,945 residents
- Del Rio is home to Laughlin Air Force Base, the largest pilot training base in the US Air Force
- Texas is one of 9 income tax free states

## TENANT

- Dollar Tree acquired Family Dollar in 2015 and is considered to be the second-largest discount retailer in the United States with more than 15,500 locations combined
- Dollar Tree has thrived through the COVID pandemic with a sharp increase in same-store sales and profitability
- Dollar Tree boasts an extremely strong investment-grade credit rating of BBB- (S&P)



# FINANCIAL OVERVIEW



**\$2,041,565**

LIST PRICE



**\$117,390**

NOI



**5.75%**

CAP RATE

## BUILDING INFO

Address	406 W Gibbs St & Ave Q Del Rio, TX 78840
GLA	±10,500 SF
Cap Rate	5.75%
Year Built	2022
Lot Size	±1.04 AC

## TENANT SUMMARY

Tenant Trade Name	Dollar Tree
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN+
Roof and Structure	LL Responsible (20-Yr Warranty)
Original Lease Term	10 Years
Rent Commencement Date	Oct 2022
Lease Expiration Date	Dec 2032
Term Remaining on Lease	+10 Years
Options	Four, 5-Year Options

## ANNUALIZED OPERATING DATA

Lease Years	Monthly Rent	Annual Rent	Rent PSF	Cap Rate
Current - 12/2032	\$9,782.50	\$117,390.00	\$11.18	5.75%
Option 1	\$10,220.00	\$122,640.00	\$11.68	6.01%
Option 2	\$10,657.50	\$127,890.00	\$12.18	6.26%
Option 3	\$11,095.00	\$133,140.00	\$12.68	6.52%
Option 4	\$11,532.50	\$138,390.00	\$13.18	6.78%



DEL RIO  
HIGH SCHOOL  
3,083 STUDENTS

90

±29,000 VPD



SAN FELIPE SPRINGS  
GOLF COURSE

DEL RIO  
INTERNATIONAL AIRPORT  
135 EMPLOYEES



OGDEN ST.  
±3,000 VPD

GIBBS ST.  
±20,000 VPD

BASSE TRUCK LINE INC.  
SAS SHOES  
XPO Logistics  
CS&P Technologies



DR. ALFREDO GUTIERREZ  
AMPHITHEATER



GARFIELD  
ELEMENTARY  
SCHOOL



GIBBS ST.  
±17,000 VPD

CIENEGAS RD  
±12,000 VPD.

90

±29,000 VPD

## TENANT PROFILE

### COMPANY NAME

Dollar Tree, Inc.

### OWNERSHIP

Public

### INDUSTRY

Dollar Stores

### HEADQUARTERS

Chesapeake, VA

### NO. OF EMPLOYEES

±60,000

# DOLLAR TREE®

## DOLLAR TREE OVERVIEW

Dollar Tree, Inc. (NASDAQ: DLTR), North America's leading operator of discount variety stores, announced that it would buy Family Dollar for \$8.5 billion. On January 22, 2015, Family Dollar shareholders approved the Dollar Tree bid.

Dollar Tree, a Fortune 500 Company, now operates more than ±15,115 stores across 48 states and five Canadian provinces. Stores operate under the brands of Dollar Tree, Dollar Tree Canada, and Family Dollar.

## FAMILY DOLLAR OVERVIEW

When it comes to getting value for everyday items for the entire family in an easy to shop, neighborhood location, Family Dollar is the best place to go. One of the nation's fastest-growing retailers, Family Dollar offers a compelling assortment of merchandise for the whole family ranging from household cleaners to name brand foods, from health and beauty aids to toys, from apparel for every age to 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.

## GEOGRAPHIC REACH

Family Dollar serves families in more than 8,000 neighborhoods in 46 states. The Dollar Tree merger with Family Dollar now creates a combined organization with sales exceeding \$23 billion annually with more than 15,115 stores across 48 states and five Canadian Provinces. The merger has allowed Family Dollar to grow offering broader, more compelling merchandise assortments, with greater values, to a wider array of customers.

## STRATEGY

Family Dollar offers a compelling mix of merchandise for the whole family. Ranging from an expanded assortment of refrigerated and frozen foods and health and beauty items to home décor and seasonal items, Family Dollar offers the lowest possible price, the name brand and quality private-brand merchandise customers need and use every day.



15,115+

LOCATIONS



\$23B

2020 REVENUE



1959

FOUNDED

## DEL RIO, TX

Del Rio is a small and fairly secluded city on the Mexican border, directly across the Rio Grande from Ciudad Acuna. Situated just outside Laughlin Air Force Base, the largest pilot training facility in the United States Air Force, Del Rio is home to a large number of civilian military employees and support personnel, as well as armed service members seeking off-base housing. Much of the city retains a rustic appearance that has made Del Rio a popular filming location for films and TV shows over the years, particularly westerns. The diverse rental market features a mix of apartments, condos, and single-family homes, with great options available for any budget or lifestyle.



## PROPERTY DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
2026 Projection	33,321	41,909	48,425
2021 Estimate	33,501	41,945	48,365
2010 Census	34,338	41,998	47,903
HOUSEHOLD	3-MILE	5-MILE	10-MILE
2026 Projection	10,920	13,520	15,48
2021 Estimate	10,983	13,530	15,453
2010 Census	11,265	13,527	15,244
INCOME	3-MILE	5-MILE	10-MILE
Avg. Household Income	\$58,474	\$63,044	\$65,307



## ATTRACTIONS

Del Rio is just a few miles away from Amistad National Recreation Area, which includes Lake Amistad, the third largest lake in Texas and home to some of the best bass fishing in the state. It is a reservoir stocked with species of fish intended to improve the utility of the reservoir for recreational fishing, which in turn has created yearly nationally televised fishing tournaments. The lake also has year-round, water-based recreation opportunities, including boating, fishing, swimming, scuba diving, and water-skiing, as well as other recreational opportunities for picnicking, camping, and hunting. The area is rich in archaeology and rock art, and contains a wide variety of plant and animal life. To the North of Lake Amistad is the Devils River State Natural Area, a spring-fed water retreat.



## LAUGHLIN AIR FORCE BASE

Laughlin Air Force Base, Texas is a large training facility in Del Rio, Texas which falls under Air Education and Training Command (AETC). Roughly two and a half hours from San Antonio, Texas, Laughlin is said to be the largest pilot training facility in the United States Air Force.

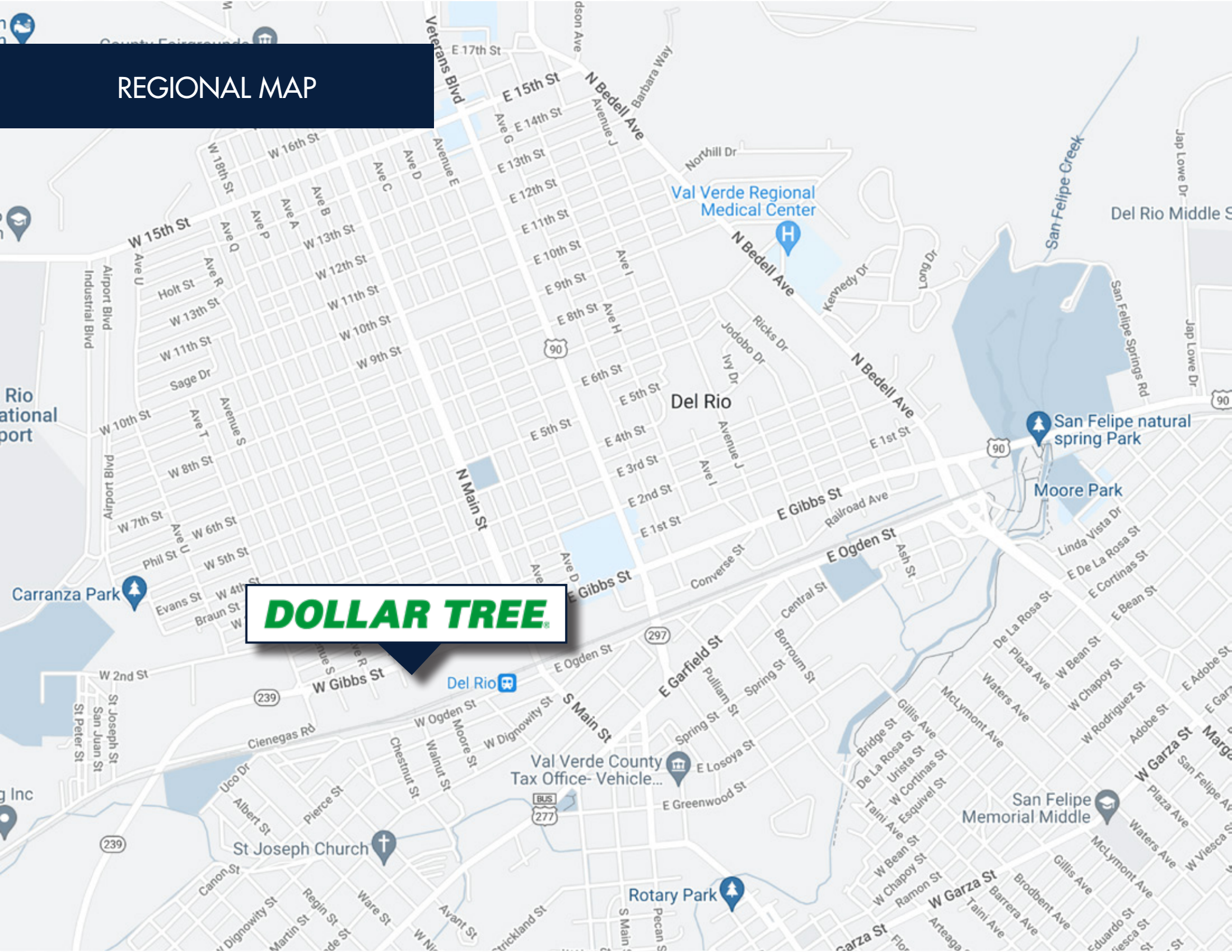
Working under the jurisdiction of Air Education And Training Command, Laughlin AFB, Texas is described on the official site operating as “One wing, One mission”, which is to train “combat ready Airmen, leaders and pilots”. The mission of Laughlin AFB includes training pilots across a variety of missions of the United States Air Force, Air Force Reserve, and the Air National Guard. Laughlin also trains allied nation air forces in similar operations. Important missions and units at Laughlin AFB include: 47th Flying Training Wing.

Important missions and units at Laughlin AFB include:

- » 47th Flying Training Wing
- » Air Education And Training Command
- » 434th Flying Training Squadron
- » 85th Flying Training Squadron
- » 86th Flying Training Squadron
- » 87th Flying Training Squadron
- » 47th Force Support Group
- » 47th Medical Group



# REGIONAL MAP



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar Tree** located at **SEC of Gibbs St & Ave Q, Del Rio, TX 78840** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. 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 Matthews Real Estate Investment Services.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

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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.*

### 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.

Kyle Matthews/Matthews Retail Group Inc.	<b>678067</b>	<b>kyle.matthews@matthews.com</b>	<b>(310) 919-5757</b>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<b>Kyle Matthews</b>	<b>678067</b>	<b>kyle.matthews@matthews.com</b>	<b>(310) 919-5757</b>
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.	Email	Phone

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

\_\_\_\_\_  
Date