

**DOLLAR TREE**

MISSION, TX  
(MCALLEN MSA)



**STRIVE**



# Dollar Tree

2606 N Conway Ave  
Mission, TX 78574

## OFFERING SUMMARY

Price	\$1,580,000
Cap Rate	6.00%
Net Operating Income	\$94,595
Year Built	2002
Gross Leasable Area	9,200 SF
Lot Size	1.19 Acres

## LEASE SUMMARY

Lease Term	20 Years
Lease Commencement	08/01/2004
Lease Expiration	07/31/2024
Remaining Term	2 Years
Lease Type	NN
Roof & Structure	Landlord
Increases	10% Per option
Options	3 x 5

## ANNUALIZED OPERATING DATA

Year(s)	Commencement	Annual	Increase
1-5	08/01/2004	\$78,000	-
6-10	08/01/2009	\$81,900	5.00%
Option 1: 11-15	08/01/2014	\$85,995	5.00%
Option 2: 16-20	08/01/2019	\$94,595	10.00%
Option 3: 21-25	08/01/2024	\$104,054	10.00%
Option 4: 26-30	08/01/2029	\$114,459	10.00%
Option 5: 31-35	08/01/2034	\$125,905	10.00%

NET OPERATING INCOME \$94,595



**For Financing Options, Please Contact:**



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# DOLLAR TREE

Dollar Tree 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 14,700 stores throughout the 48 contiguous U.S. states and Canada. 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, household cleaning supplies, candy, toys, stationery, craft supplies, automotive, electronics, pet supplies, and books. Most Dollar Tree stores also sell frozen foods, dairy items and pre-made baked goods.

## COMPANY SUMMARY

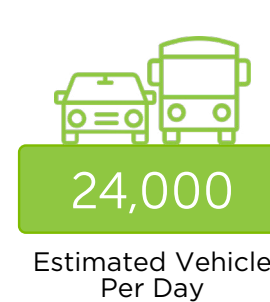
<b>Company</b>	Family Dollar
<b>Ownership</b>	Public
<b>Number of Locations</b>	8,000+ Worldwide
<b>Years in Business</b>	63 Years
<b>Headquarters</b>	Matthews, NC
<b>Website</b>	<a href="http://www.familydollar.com">www.familydollar.com</a>

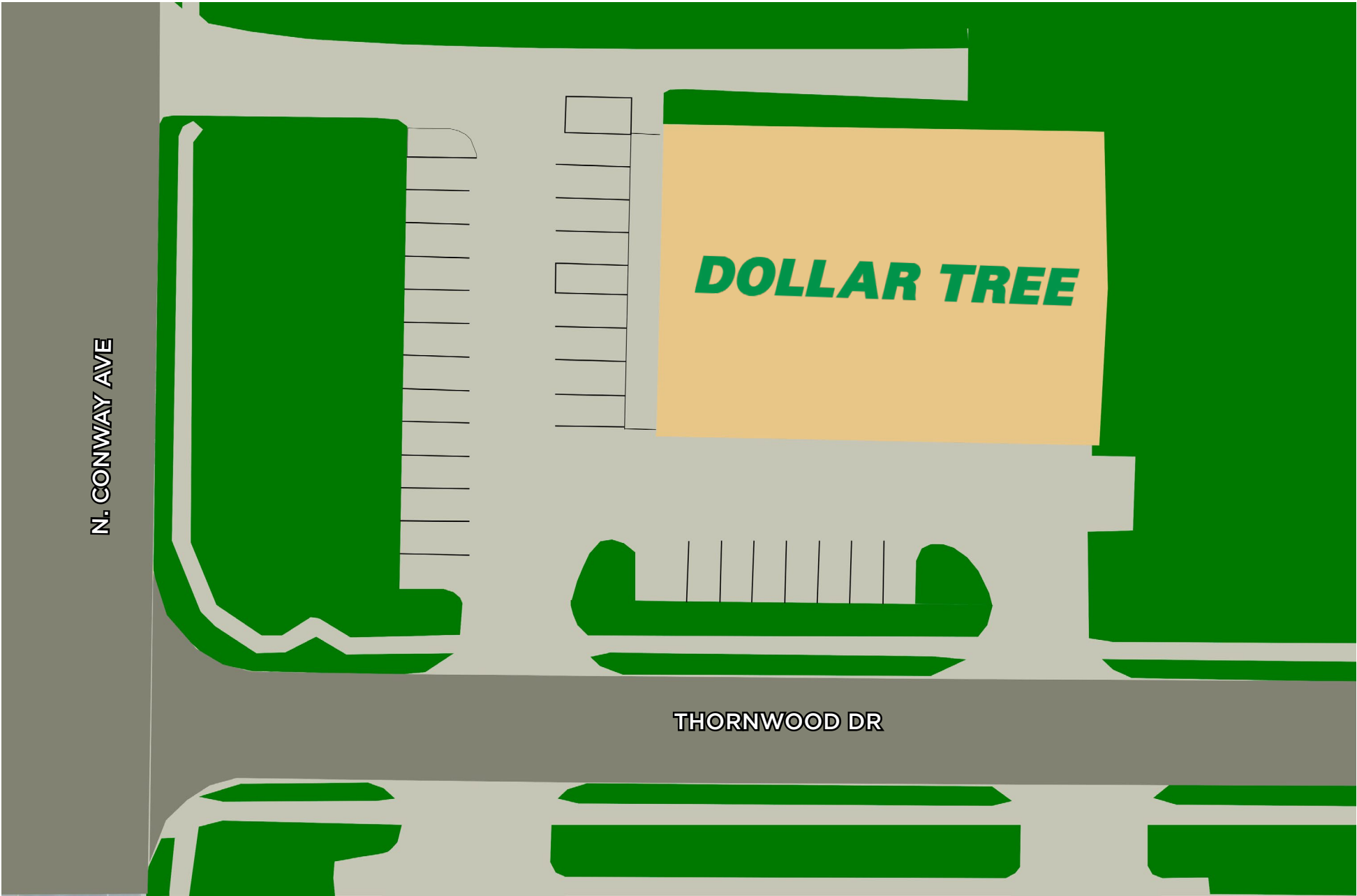




- Corporate Guarantee Family Dollar in Tax Free State; Texas (NYSE: FDO)
- Limited Landlord Responsibility - Tenant Fully Responsible for CAM and Parking Lot Maintenance
- Tenant Signed Their Second Extension and Paid 10% Increase in Rent Showing The Strength of This Location. They have Three More Options with 10% increases Left
- Major Retailers Include O'Reilly Auto Parts, Burger King, Dollar General, CVS, H.E.B., and Many More
- Mission is within the McAllen MSA - Which Ranks #1 Among Texas Cities and Actual Retail Sales Per Household (Claritas)
- Complimentary Retail Synergy and Ideal Demographics for Family Dollar in the Rio Grande Valley

## SNAPSHOT

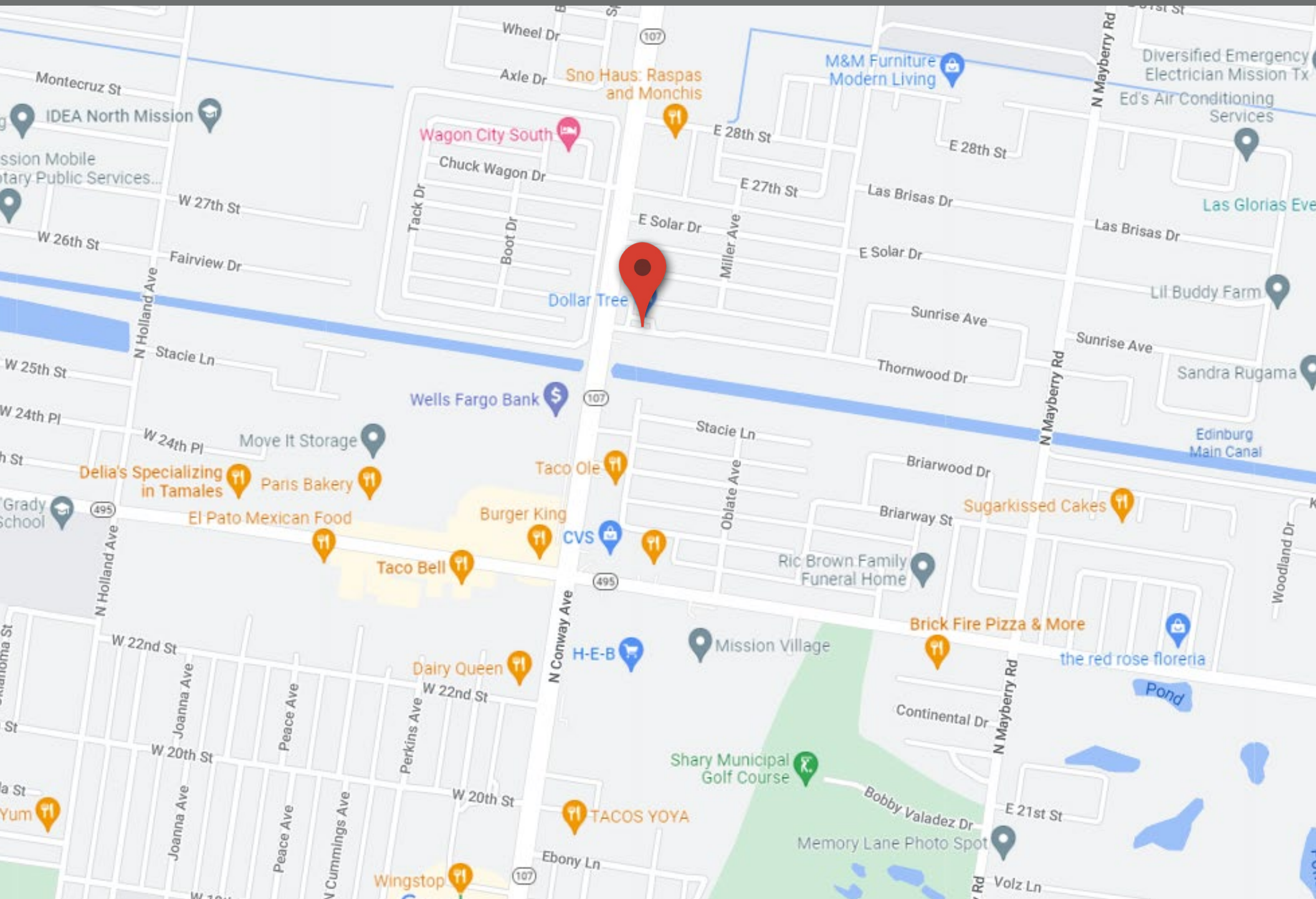




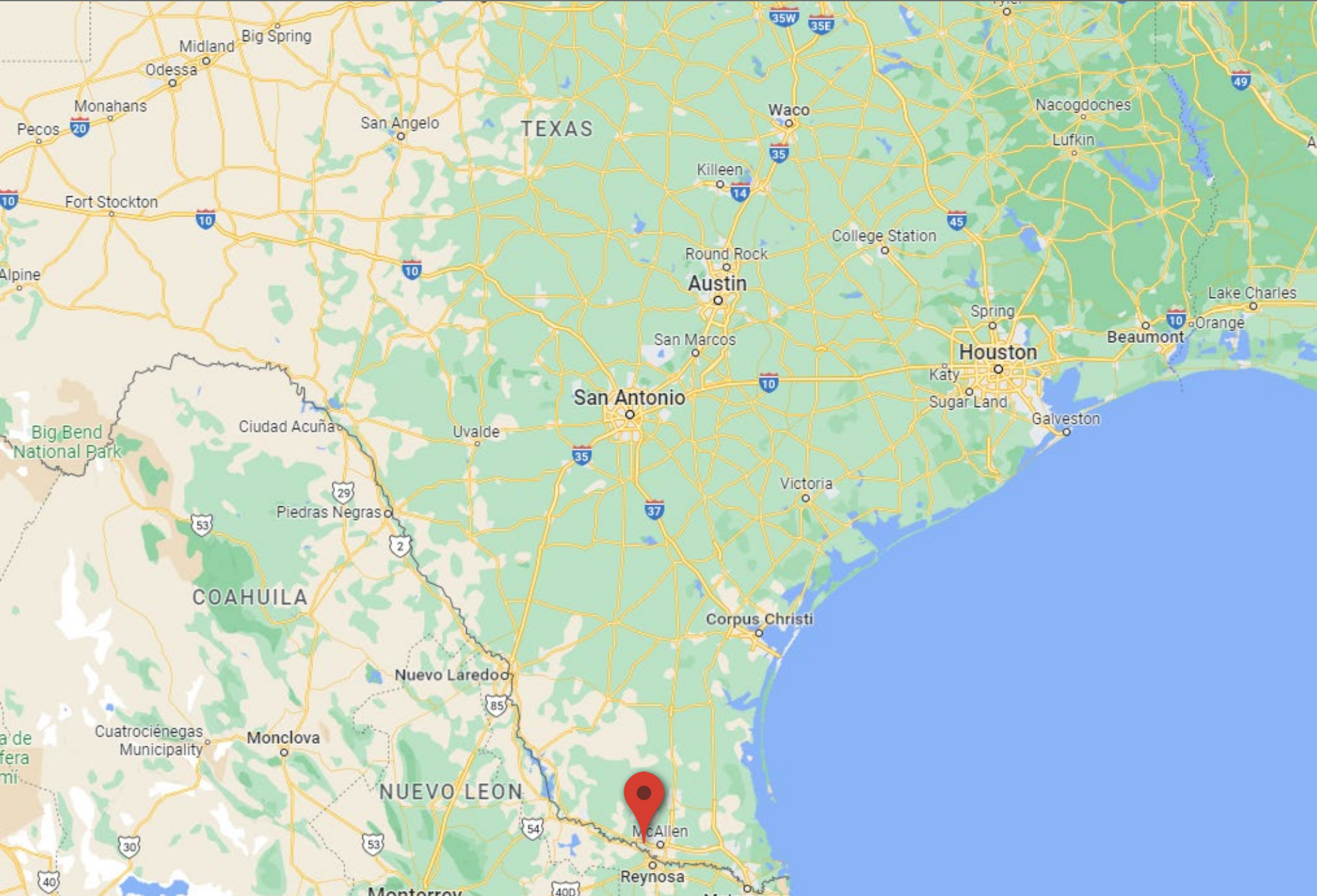
















## OVERVIEW

McAllen is the 22nd-most populous city in Texas and the largest city in Hidalgo County, Texas. Located at the southern tip of Texas in the Rio Grande Valley, McAllen is on the Rio Grande, across from the Mexican city of Reynosa, and is approximately 70 miles (110 km) west of South Padre Island and the Gulf of Mexico. As of 2019, McAllen's population was estimated to be 143,268. It is the fifth-most populous metropolitan area in the state of Texas, while the binational Reynosa-McAllen metropolitan area counts a population of nearly 1.52 million.

McAllen can trace its roots to the railroad industry. In 1904, the Hidalgo and San Miguel Extension of the St. Louis, Brownsville and Mexico Railway reached the Santa Anita Ranch. John McAllen and his son James donated land to the railroad to guarantee it would cross the area. From its settlement in 1904, the area around McAllen was largely rural and agricultural in character, but the latter half of the 20th century had steady growth, which the metropolitan area still experiences today.

McAllen is often referred to as the retail center of Southern Texas and Northern Mexico. In fact, the region's La Plaza Mall makes the most sales per square foot than any other shopping mall in the country. McAllen has seen year-over-year job growth of around 2.5 percent, but the area's unemployment rate is higher than the national average.

Education and health services make up two of the largest employment sectors in McAllen thanks to top employers like the McAllen Independent School District, South Texas College, the University of Texas-Rio Grande Valley, McAllen Medical Center and Rio Grande Regional Hospital. There are also opportunities in the public sector, including with the City of McAllen. Other major employers include BBVA Compass Bank, IBC Bank and GE Engines. Sites of architectural and cultural significance include the Rio Grande Speedway, the International Museum of Art and Science, Quinta Mazatlan and McAllen Botanical Gardens as well as the thriving downtown McAllen.





	1 Mile	3 Mile	5 Mile
Population			
2010 Population	10,455	75,767	165,700
2020 Population	10,052	79,460	186,198
2025 Population Projection	10,303	82,618	195,624
Median Age	31.3	31.5	31.2
Bachelor's Degree or Higher	23%	18%	20%
U.S. Armed Forces	30	100	128
Population by Race			
White	9,724	77,495	180,772
Black	126	610	1,428
American Indian/Alaskan Native	68	392	841
Asian	58	564	2,255
Hawaiian & Pacific Islander	12	40	112
Two or More Races	65	359	790
Hispanic Origin	9,235	72,208	169,200
Housing			
Median Home Value	\$99,860	\$104,886	\$108,543
Median Year Built	1993	1993	1994

Demographic data © CoStar 2021

	1 Mile	3 Mile	5 Mile
Households:			
2010 Households	3,054	22,075	47,385
2020 Households	2,878	22,997	53,170
2025 Household Projection	2,941	23,904	55,888
Annual Growth 2010-2020	0%	0.90%	1.40%
Annual Growth 2020-2025	0.40%	0.80%	1.00%
Owner Occupied	2,211	17,470	40,542
Renter Occupied	730	6,434	15,346
Avg Household Size	3.4	3.4	3.5
Avg Household Vehicles	2	2	2
Total Consumer Spending	\$86.8M	\$670.3M	\$1.6B
Income			
Avg Household Income	\$69,798	\$65,832	\$64,813
Median Household Income	\$50,133	\$44,170	\$44,434
< \$25,000	794	6,816	15,853
\$25,000 - 50,000	641	5,852	13,255
\$50,000 - 75,000	491	3,649	8,752
\$75,000 - 100,000	398	2,321	5,360
\$100,000 - 125,000	193	1,539	3,647
\$125,000 - 150,000	74	1,019	2,346
\$150,000 - 200,000	132	719	1,705
\$200,000+	155	1,082	2,254



## CONFIDENTIALITY AGREEMENT

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from STRIVE and it should not be made available to any other person or entity without the written consent of STRIVE. By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property at this time, please return this offering memorandum to STRIVE.

This offering memorandum has been prepared to provide summary, unverified financial and physical 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. STRIVE 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, PCBs or asbestos, the compliance with local, 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 offering memorandum has been obtained from sources we believe to be reliable; however, STRIVE has not verified, and will not verify, any of the information contained herein, nor has STRIVE 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. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONTACT STRIVE AGENT FOR MORE DETAILS.



## Net Lease Disclaimer

**STRIVE hereby advises all prospective purchasers of Net Leased property as follows:**

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, STRIVE has not and will not verify any of this information, nor has STRIVE conducted any investigation regarding these matters. STRIVE makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. STRIVE expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors. 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 STRIVE 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.**





## 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.



exclusively listed

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