

DOLLAR TREE®

4221 S Raul Longoria Rd | Edinburg, TX 78542



OFFERING MEMORANDUM

MATTHEWS™
REAL ESTATE INVESTMENT SERVICES



EXCLUSIVELY LISTED BY

SIMON ASSAF

ASSOCIATE VICE PRESIDENT

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LICENSE NO.: BR663663000 (AZ)

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REAL ESTATE INVESTMENT SERVICES

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INVESTMENT HIGHLIGHTS

- **Defensive Product** – Dollar stores sales typically increase during downturns in the economy which makes them one of the most sought after investments in a softening market
- **Thriving Essential Business** – Dollar Tree has remained open during the pandemic and has seen same-store sales grow by 14%
- **E-Commerce Proof and Recession Resistant Tenant** – Dollar Tree has an eCommerce proof business structure and defense against recessions with business oftentimes improving during downturn business cycles
- **Dense Retail Area** – The subject property is near the Bert Ogden Arena, Texas Roadhouse, IHOP, Chick-fil-A, Ulta Beauty, Ross, Big Lots, and more



FINANCIAL OVERVIEW



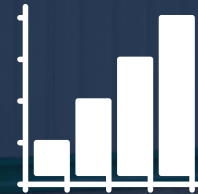
\$2,218,000

LIST PRICE



\$133,075

NOI



6.00%

CAP RATE

BUILDING INFO

| | |
|------------|---|
| | |
| Address | 4221 S Raul Longoria Rd Edinburg, TX 78542 |
| Cap Rate | 6.00% |
| GLA | ±8,000 SF |
| Year Built | 2011 |
| Lot Size | ±35,284 SF |

TENANT SUMMARY

| | |
|-------------------------|---------------------|
| Tenant Trade Name | Dollar Tree |
| Type of Ownership | Fee Simple |
| Lease Guarantor | Corporate |
| Lease Type | NN |
| Roof and Structure | Landlord |
| Rent Commencement Date | 06/16/2011 |
| Lease Expiration Date | 6/30/2027 |
| Term Remaining on Lease | ±5 Years |
| Increase | 10% in Option Terms |
| Options | 4 (5) Year Options |

ANNUALIZED OPERATING DATA

| Lease Years | Monthly Rent | Annual Rent | Rent PSF | Cap Rate |
|---------------------------------|--------------|--------------|----------|----------|
| Current - 6/30/2027 | \$11,089.59 | \$133,075.08 | \$16.63 | 6.00% |
| Option 1 - 7/1/2027 - 6/30/2032 | \$12,198.50 | \$146,382.00 | \$18.30 | 6.60% |
| Option 2 - 7/1/2032 - 6/30/2037 | \$13,418.34 | \$161,020.08 | \$20.13 | 7.26% |
| Option 3 - 7/1/2037 - 6/30/2042 | \$14,760.17 | \$177,122.04 | \$22.14 | 7.99% |
| Option 4 - 7/1/2042 - 6/30/2047 | \$16,236.25 | \$194,835.00 | \$24.35 | 8.78% |

DEBT QUOTE

Please contact a Matthews™ Capital Markets Agent for financing options:

Gregory Kavoklis
gregory.kavoklis@matthews.com



S RAUL LONGORIA RD ± 11,000 VPD

E TRENTON RD ± 10,000 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 16,000 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.



16,000+

LOCATIONS



\$25.5B

2021 REVENUE



1959

FOUNDED

EDINBURG, TX

Edinburg is a large suburban community on the north side of McAllen, roughly twenty miles from the Mexican border. The city is mainly composed of residential neighborhoods, with thriving commercial corridors along University Drive and Closner Boulevard. Near the center of town, The University of Texas Rio Grande Valley serves thousands of students and employs hundreds of locals as faculty and staff members, with the surrounding neighborhoods offering many rentals within convenient walking distance. Perhaps the city's most dominant landmark, H-E-B Park serves as the home turf for the United Soccer League's Rio Grande Valley FC Toros, the local Houston Dynamos affiliate.

PROPERTY DEMOGRAPHICS

| POPULATION | 3-MILE | 5-MILE | 10-MILE |
|-----------------------|----------|----------|----------|
| 2027 Projection | 73,186 | 173,724 | 526,319 |
| 2022 Estimate | 68,383 | 162,150 | 497,109 |
| 2010 Census | 53,041 | 124,682 | 418,876 |
| 2022-2027 Growth | 1.4% | 1.4% | 1.2% |
| HOUSEHOLD | 3-MILE | 5-MILE | 10-MILE |
| 2027 Projection | 21,220 | 49,271 | 152,015 |
| 2022 Estimate | 19,860 | 45,979 | 143,563 |
| 2010 Census | 15,672 | 35,445 | 121,401 |
| 2022-2027 Growth | 1.4% | 1.4% | 1.2% |
| INCOME | 3-MILE | 5-MILE | 10-MILE |
| Avg. Household Income | \$60,896 | \$64,989 | \$63,735 |

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar Tree** located at **4221 S Raul Longoria Rd, Edinburg, TX 78542** ("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. | 678067 | kyle.matthews@matthews.com | (310) 919-5757 |
| Licensed Broker /Broker Firm Name or Primary Assumed Business Name | License No. | Email | Phone |
| Kyle Matthews | 678067 | kyle.matthews@matthews.com | (310) 919-5757 |
| 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