

INTERACTIVE OFFERING MEMORANDUM

# FAMILY DOLLAR



**EXCLUSIVELY LISTED BY**

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**KYLE MATTHEWS**

BROKER OF RECORD

LIC NO. 9005919 (TX)

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# INVESTMENT HIGHLIGHTS

## LEASE & LOCATION

- Houston is the 5th most populous metroplex in the nation, with over 2.3 Million Residents
- Incredibly strong store sales
- Attractive 7.00% Cap Rate on Family Dollar
- Four, 5-Year renewal options remaining; all of which include a 10% rent increase
- Family Dollar has successfully operated at this location since 2004; and just recently extended the lease term
- Traffic counts at the intersection exceed  $\pm 12,000$  vehicles daily
- Corporately guaranteed lease
- 3-Mile population of  $\pm 170,219$  residents
- 5-Mile population of  $\pm 427,447$  residents
- Average household income of \$90,568 annually
- The subject property ranks in the top 30% of all Family Dollar stores nationwide, according to Placer.Ai

## TENANT

- Dollar Tree acquired Family Dollar in 2015 and they are considered to be the second-largest discount retailer in the United States with more than 16,000 locations
- Family Dollar is one of the few retailers that thrived through the COVID pandemic and witnessed a sharp increase in same-store sales/profitability
- Investment Grade Credit Tenant – S&P Rated BBB-



# FINANCIAL OVERVIEW



**\$1,000,001**  
LIST PRICE



**\$70,000**  
NOI



**7.00%**  
CAP RATE

## BUILDING INFO

<b>Address</b>	3411 Navigation Blvd Houston, TX 77003
<b>List Price</b>	\$1,000,001
<b>GLA</b>	±9,264 SF
<b>Cap Rate</b>	7.00%
<b>Year Built</b>	2004
<b>Lot Size</b>	± 0.88 AC

## TENANT SUMMARY

<b>Tenant Trade Name</b>	Family Dollar
<b>Lease Commencement</b>	11/9/2022
<b>Lease Expiration</b>	12/31/2028
<b>Term Remaining</b>	± 5.5 Years
<b>Options to Renew</b>	Four, 5-Year Options
<b>Rent Increases</b>	10% in Options
<b>Lease Type</b>	NN
<b>Roof and Structure</b>	LL Responsibility

## ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Increases	Cap Rate
Current	\$5,833.34	\$70,000.08	-	7.00%
Option 1	\$6,416.67	\$77,000.04	10%	7.70%
Option 2	\$7,058.34	\$84,700.08	10%	8.47%
Option 3	\$7,764.17	\$93,170.04	10%	9.32%
Option 4	\$8,540.59	\$102,487.08	10%	10.25%

## FINANCING INQUIRIES

For financing options reach out to:

Patrick Flanagan  
patrick.flanagan@matthews.com  
(214) 550-0277



**FLOOR DECOR** **TJ-maxx** Burlington  
 claire's **five BELO**  
**MOD** RACK ROOM SHOES **ROSS** DRESS FOR LESS **OLD NAVY**  
**Bath & Body Works**

**ALDI** planet fitness  
**DOLLAR TREE**  
**CVS pharmacy**

**NORTHLINE COMMONS**  
 TACO BELL McDonald's BURGER KING Jack in the box CHAMPS  
 Conn's Marshalls ROSS Walmart  
 GNC SALLY BEAUTY  
 rue21 BR basket robbers DOLLAR TREE  
 Burlington Rainbow FIVE BELOW CVS pharmacy  
 SHOE DEPT. Foot Locker carter's SUBWAY cicis

**TEXACO**

Exxon Loves  
**TEXACO**  
 McDonald's **Pilot**  
 CHASE

THE HOME DEPOT McDonald's MOD  
 TACO BELL FirstWatch THE Daytime Cafe WELLS FARGO  
 PETSMART  
**TARGET** Kroger ULTA BEAUTY  
 Chick-fil-z THE VITAMIN SHOPPE Total Wine SportClips  
 CVS pharmacy Staples

McDonald's Fiesta Exxon  
**TEXACO SUBWAY**

Ford Quick Lane  
 AMERICAS  
 8

**Mobil** Chevron SUNOCO  
**VALERO**

ISAACS ELEMENTARY SCHOOL  
 435 STUDENTS

SCROGGINS ELEMENTARY SCHOOL  
 350 STUDENTS

SPURRIE'S DONUTS Starbucks McDonald's IHOP  
 Denny's Hampton CUBESMART self storage  
 Cane's CAVA Mobil

CVS pharmacy CHASE  
 sweetgreen WHICH WICH? SUPERIOR SANDWICHES  
 Starbucks Jason's deli PNC  
 Marriott AMC SHAKE SHACK  
**BENIHANA** Comerica

WHATABUGGER in the box Shell  
**SUBWAY** PNC

RIVER OAKS COUNTRY CLUB

**FAMILY DOLLAR**  
 SUBJECT PROPERTY

LA FITNESS Walmart  
 Jeep O'Reilly AUTO PARTS  
 TRUIST DODGE

LA FITNESS WORLD MARKET  
 TACO CABANA Walmart SPROUTS FARMERS MARKET  
 Guitar Center jamba crumbl Visionworks

**SUBWAY** Chevron  
**Jack** in the box

**CITGO**

RIVER OAKS ELEMENTARY SCHOOL  
 700 STUDENTS

**Houston Zoo**

DE ZAVALA ELEMENTARY SCHOOL  
 519 STUDENTS

**CENTRE AT POST OAK**  
 LANE BRYANT SEPHORA ALDO  
 GAP LV BR MICHAEL KORS  
 VANS COACH Dillard's carter's  
 Hilton WMB HomeGoods Cheesecake Factory  
 Orangetheory The Container Store AMERICAN EAGLE OUTFITTERS  
 EXPRESS NORDSTROM TILLYS  
 MAGGIANO'S FINISH LINE free people macy's

WHOLE FOODS Chevron FAS  
 Capital One Exxon NTE  
 HOMWOOD SUITES COURTYARD BY MARIOTT  
 LIFETIME FITNESS U-HAUL  
 Walgreens

**Kroger**

BRISCOE ELEMENTARY SCHOOL  
 414 STUDENTS

GUS WORTHAM PARK GOLF COURSE

Days Inn O'Reilly AUTO PARTS  
 CVS pharmacy

THOMPSON ELEMENTARY SCHOOL  
 785 STUDENTS

**POPEYES** Exxon

THE HOME DEPOT McDonald's HARLEY-DAVIDSON KFC SHOE CARNIVAL BANK OF AMERICA  
 Conn's Cane's BEST BUY ROSS GNC  
 DRESS FOR LESS LIVE WELL  
 Party City SALLY BEAUTY OLD NAVY  
 LOWE'S CHAMPS SportClips HEB Marshalls  
 Chick-fil-z Foot Locker OfficeMax POPEYES

HOUSTON **Methodist**  
 LEADING MEDICINE

**UH** UNIVERSITY OF HOUSTON  
 47,000 STUDENTS



JAMES BUTTE PARK

+ 160,000 VPD

BRUCE ELEMENTARY SCHOOL  
349 STUDENTS

KENNEDY PLACE

International Rags



Method Architecture

MOONSTRUCK DRIVE IN

EAST END LOFTS

EAST RIVER 9 - GOLF COURSE

CUBEWORK

Cadeco

CANAL STREET FLATS

FORTH AT NAVIGATION

MIDDLE STREET LOFTS

Buffalo Bayou

**FAMILY DOLLAR**  
SUBJECT PROPERTY

MARRON PARK

Proler Southwest



Dan-Loc Group

STANFORD LOFTS

CAMPANILE ON COMMERCE

NAVIGATION BLVD  
+12,000 VPD

LOCKWOOD DR  
+18,000 VPD

BAYLOR COLLEGE OF MEDICINE  
BIOTECH ACADEMY

CIRCUIT APARTMENTS

SETTEGAST PARK



EAST EARLY COLLEGE HIGH SCHOOL  
485 STUDENTS

PROMISE COMMUNITY ELEMENTARY SCHOOL  
350 STUDENTS

CenterPoint Energy



RODRETTA APARTMENTS

AVENUE J APARTMENTS



SAMPSON LOFTS



## TENANT PROFILE

### COMPANY NAME

Dollar Tree, Inc.

### OWNERSHIP

Public

### INDUSTRY

Dollar Stores

### HEADQUARTERS

Chesapeake, VA

### NO. OF EMPLOYEES

±60,000

## A DOLLAR TREE COMPANY

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 ±16,000 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



**\$28.3B**

2022 REVENUE



**1959**

FOUNDED

# HOUSTON, TX

With a city population of over 2.3 million people, Houston is the **fourth-largest city in the United States**. Houston is the most diverse metropolitan area in Texas with a total of over 71.5 million people in the greater MSA. It has been described as the most racially and ethnically diverse major metropolis in the U.S. It is home to many cultural institutions and exhibits, which attract more than 7 million visitors a year to the Museum District. Houston has an active visual and performing arts scene in the Theater District and offers year-round resident companies in all major performing arts. Though Houston is the largest city in the United States without formal zoning regulations, it has developed similarly to other Sun Belt cities because the city's land-use regulations and legal covenants have played a similar role. Houston has the fourth tallest skyline in the United States (after New York City, Chicago, and Miami). A seven-mile system of tunnels and skywalks links Downtown buildings containing shops and restaurants, enabling pedestrians to avoid the summer heat and rain while walking between buildings. Centered on Post Oak Boulevard and Westheimer Road, the Uptown District boomed during the 1970s and early 1980s when a collection of midrise office buildings, hotels, and retail developments appeared along Interstate 610 West. Uptown became one of the most prominent instances of an edge city. Located in the American South, Houston is a diverse city with a large and growing international community. Houston is highly regarded for its diverse food and restaurant culture. Several major publications have consistently named **Houston as one of "America's Best Food Cities"**.



## DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2023 Estimate	17,272	170,219	427,447
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2023 Estimate	6,010	59,160	164,279
INCOME	1-MILE	3-MILE	5-MILE
Avg. Household Income	\$64,753	\$77,087	\$90,568

# REGIONAL MAP



# DOWNTOWN HOUSTON

±2 MILES

**SUBJECT PROPERTY**



## ECONOMY

Houston is a city of endless possibilities: Its history has been marked with achievements from the first word heard from the moon to the first artificial heart transplant. A distinctly favorable business climate promotes trade, commerce, industry, and economic growth in the Houston region. Many businesses recognize the allure of all Houston has to offer. Once dominated by oil-related jobs, Houston's economy has diversified as new, core industries join energy in the regional employment mix. Houston's current major industries include energy, aerospace and defense, and bio-science. Houston is home to the Texas Medical Center, the world's largest concentration of health care and research institutions, and NASA's Johnson Space Center, where the Mission Control Center is located. Additionally, it is home to numerous Fortune 500 companies and over 60 medical organizations. According to Forbes, Houston has a gross metro product of \$482.1 billion.

Houston maintains a global position as an international trade leader with economic and cultural ties reaching across the globe. As one of only five cities in the world connecting to all six inhabited continents, Houston is a global manufacturing and logistics hub and an international finance center. Over 5,000 Houston companies are engaged in international business and approximately 1,000 Houston firms report foreign ownership. International trade directly or indirectly supports more than one-third of all jobs in the Houston metropolitan area. Fifteen foreign governments maintain trade and commercial offices here, and the city has 35 active foreign chambers of commerce and trade associations.

## #3 IN BEST PLACES TO LIVE IN TEXAS

- U.S. NEWS AND WORLD REPORT 2022-2023



## MAJOR EMPLOYERS

Memorial Hermann Health System	35,390
Walmart	29,797
Houston Methodist	29,657
Houston Methodist	26,098
The University of Texas MD Anderson Cancer Center	21,576
HCA Houston Healthcare	15,000
Kroger	14,868
ExxonMobil	13,000
United Airlines	11,900
Schlumberger Limited	11,700

# ATTRACTIONS

## DOWNTOWN HOUSTON

Houston's downtown has been revitalized with numerous clubs, professional sports facilities, and musical entertainment that has helped bring nightlife back to downtown. As one of the few U.S. cities with resident companies in theater, ballet, symphony, and opera, Houston's Theater District, located downtown, offers visitors and residents alike exciting performances all season long. The city also shows its devotion to the arts through a full complement of art museums and critically acclaimed galleries in its Museum District. Countless cutting-edge chefs have made a home in Houston, where diners eat out more than residents of any other city. There are more than 10,000 restaurants in the Houston area with culinary choices that represent more than 70 countries and American regions. This stylish dining scene only provides a glimpse of Houston's epicureans offerings.

## THE GALLERIA

As the largest mall in Texas, the Galleria is an upscale mixed-use urban development centrally located in the Uptown District of Houston. With more than 26 million annual visitors, The Galleria has been named the most visited attraction in Houston. On top of an ice-skating rink, the mall holds 375 stores, 30 restaurants, and 2 hotels. It is currently anchored by Neiman Marcus, Nordstrom, Saks Fifth Avenue, and Macy's.

## SPACE CENTER HOUSTON

Space Center Houston is the official visitor center of the Lyndon B. Johnson Space Center—the National Aeronautics and Space Administration's (NASA) center for human spaceflight activities. Along with the Northrop Grumman Theater and special tours the center is also home to many space artifacts including the Apollo 17 command module, the Saturn V, and more.



# HIGHER EDUCATION

## UNIVERSITY OF HOUSTON

The University of Houston is a public research university in Houston, Texas, and the flagship institution of the University of Houston System. Founded in 1927, U of H is the third-largest university in Texas with over 47,000 students. Its campus spans 667 acres in southeast Houston. The university is classified among “R1: Doctoral Universities – Very high research activity”.

The university offers 276 degree programs through its 16 academic colleges on campus. The institution conducts around \$203 million annually in research expenditures and operates 36 research centers and institutes on campus. Awarding more than 9,000 degrees annually, U of H’s alumni base exceeds 316,000. The economic impact of the university on greater Houston is \$6.4 billion annually. UH Health has a total impact of \$939 million on greater Houston. UH Energy has a total impact of \$1.6 billion on greater Houston. Overall, the University of Houston supports more than 61,000 regional jobs.



Source: uh.edu

## RICE UNIVERSITY

Located in the Museum District and right next to the Texas Medical Center, Rice University is a private research college known for its science and engineering programs. The 300-acre campus is home to over 8,000 students. Rice University offers over 50 programs across 7 divisions of study. The university conducted around \$192 million in sponsored research in FY2022, positioning Rice University to surpass its goal of doubling its research spending by 2027. The university is classified among “R1: Doctoral Universities – Very high research activity”. Due to its close relationship with NASA, Rice University has produced around 16 astronauts and space scientists.

**RANKED #6 IN BEST VALUE SCHOOLS**  
- U.S. NEWS AND WORLD REPORT 2022



# CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **3411 Navigation St | Houston, TX 77003** (“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. Neither 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.

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 entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

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 Owner 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 of this Offering Memorandum.

**Net Lease Disclaimer** – There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.



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EXCLUSIVELY LISTED BY

**KYLE MATTHEWS**

BROKER OF RECORD

LIC NO. 9005919 (TX)



# 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.

11-2-2015



### 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:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o 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.

Matthews Real Estate Investment Services	9005919	transactions@matthews.com	866-889-0050
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Kyle Matthews	678067	licensing@matthews.com	866-889-0050
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