

FAMILY DOLLAR®

16401 HARPER AVE | DETROIT, MI 48224



Representative Photo

OFFERING MEMORANDUM

MATTHEWS™
REAL ESTATE INVESTMENT SERVICES

EXCLUSIVELY LISTED BY

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TENANT OVERVIEW

INVESTMENT HIGHLIGHTS

LEASE & LOCATION HIGHLIGHTS

- 2004 build-to-suit construction for Family Dollar
- ±3.25-Years remaining on 10-Year lease
- Two, 5-Year renewal options remaining; all of which include a 10% rent increase
- Tenant exercised their first option, & Family Dollar has successfully operated at this location for 20 years, proving their commitment to the location and market
- Strong corporately guaranteed lease
- Located off Hwy 94 were traffic counts exceed +134,688 vehicles per day
- 3-Mile population of ±21,903 residents
- 5-Mile population of ±292,167 residents
- Detroit is a six-county metropolitan statistical area (MSA) —making it the 14th-largest MSA in the United States

TENANT HIGHLIGHTS

- 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
- Investment Grade Credit Tenant – S&P Rated BBB-
- Family Dollar is one of the few retailers that thrived through the COVID pandemic and witnessed a sharp increase in same store sales / profitability





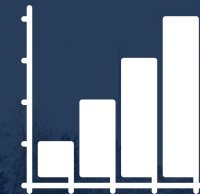
\$1,365,037

LIST PRICE



\$109,203

NOI

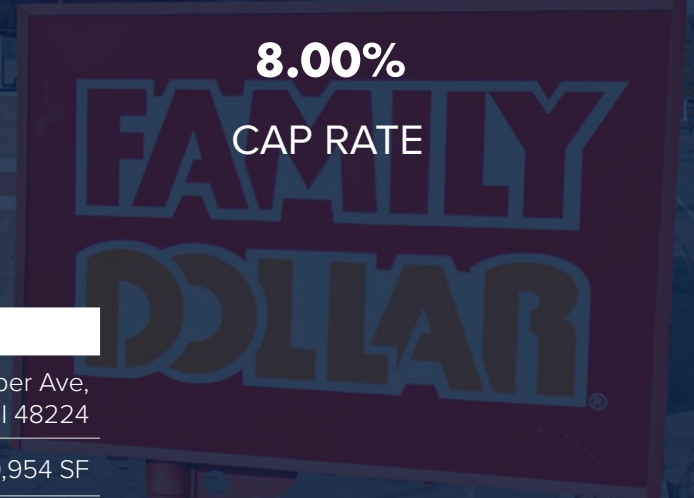


8.00%

CAP RATE

BUILDING INFO

Address	16401 Harper Ave, Detroit, MI 48224
GLA	±9,954 SF
Cap Rate	8.00%
Year Built	2004



Representative Photo

TENANT SUMMARY

Tenant Trade Name	Dollar Tree
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN+
Roof and Structure	Landlord Responsibility
Original Lease Term	10 Years
Lease Expiration Date	6/30/2027
Term Remaining on Lease	±3.25 Years
Increase	10% Every 5 Years
Options	Two, 5-Year Options

ANNUALIZED OPERATING DATA

Lease Year	Monthly Rent	Annual Rent	Increases	Cap Rate
Current - 6/30/2027	\$9,100.21	\$109,202.52	10.00%	8.00%
Option 2	\$10,010.19	\$120,122.28	10.00%	8.80%
Option 3	\$11,011.19	\$132,134.28	10.00%	9.68%

DEBT QUOTE

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

Corey Russell
corey.russell@matthews.com



MERLIN APARTMENTS
12 UNITS

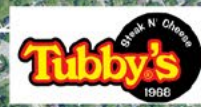
POINTE GARDEN APARTMENT
96 UNITS

CADIEUX COURT APARTMENTS
24 UNITS



SASSER PLAYGROUND

WINANS ACADEMY PERFORMING ARTS
139 STUDENTS



BALDUCK PARK

MARQUETTE ELEMENTARY MIDDLE SCHOOL
514 STUDENTS



EAST ENGLISH VILLAGE PREP SCHOOL
900 STUDENTS



HARPER AVE

± 134,688 VPD

AREA OVERVIEW

DETROIT, MI

Detroit is the largest and most populous city in the U.S. state of Michigan, the largest city on the United States–Canada border, and the seat of Wayne County. The city of Detroit has a population of 639,111, making it the 27th-most populous city in the United States. The metropolitan area, known as Metro Detroit, is home to over 4.3 million people, making it the second largest in the Midwest after the Chicago metropolitan area. Regarded as a major cultural center, Detroit is known for its contributions to music and as a repository for art, architecture, and design.

The City of Detroit anchors the third-largest regional economy in the Midwest, behind Chicago and Minneapolis–Saint Paul, and the 17th largest in the United States. Detroit is best known as the center of the U.S. automobile industry, and the “Big Three” auto manufacturers General Motors, Ford, and Chrysler are all headquartered in Metro Detroit. Detroit is the commercial capital of Michigan and a major economic and industrial center of the nation.

PROPERTY DEMOGRAPHICS

DEMOGRAPHICS	3-MILE	5-MILE	10-MILE
2028 Population Projection	21,660	293,517	781,494
2023 Population	21,903	292,167	778,392
2020 Census	25,072	304,257	799,125
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
2028 Household Projection	7,115	109,429	311,804
2023 Households	7,214	108,969	310,614
2020 Census	8,354	113,614	318,851
INCOME	3-MILE	5-MILE	10-MILE
2022 Avg. Household Income	\$52,172	\$74,819	\$66,679

An aerial photograph of the Detroit skyline at sunset. The sky is a mix of orange, pink, and blue. Several skyscrapers are visible, with their windows glowing with interior lights. The city's architecture is a mix of modern glass and older brick buildings.

ECONOMY

While Detroit is the world's epicenter of mobility and advanced transportation solutions, today's Detroit is so much more than just Motor City. With a diverse offering of competitive advantages, Detroit is a smart choice for businesses looking to expand, relocate, and invest. The city is home to major companies in the financial, technology, education, and health care sectors.

Detroit offers a suite of incentive programs designed to help businesses thrive with a talented workforce, innovative educational institutions, successful private/public partnerships attracting international attention, and affordable, unique real estate.

Within Detroit beats the heart of a major metropolitan city featuring a thriving downtown district and vibrant neighborhood communities. Detroit has world-class hospital systems and rich history of art, theater, music, and culture.

TOURISM

Tourism in Detroit, Michigan is a significant factor for the region's culture and economy, comprising nine percent of the area's two million jobs. About 15.9 million people visit Metro Detroit annually, spending an estimated \$4.8 billion. Detroit is one of the largest American cities and metropolitan regions to offer casino resort hotels. Leading multiday events throughout Metro Detroit attract super-sized crowds of hundreds of thousands to over three million people. More than fifteen million people cross the highly traveled nexus of the Ambassador Bridge and the Detroit-Windsor Tunnel annually. Detroit is at the center of an emerging Great Lakes Megalopolis. An estimated 46 million people live within a 300-mile radius of Metro Detroit.

Detroit's unique culture, distinctive architecture, and revitalization and urban renewal efforts in the 21st century have given Detroit increased prominence as a tourist destination in recent years.

ATTRACTIONS

FORD FIELD

Located in downtown Detroit, Ford Field is the home of the Detroit Lions. The football stadium has a seating capacity of approximately 65,000 people but is expandable with up to 70,000 seats for football fans and up to 80,000 seats for basketball fans.

COMERICA PARK

Located in downtown Detroit, Comerica Park is the home of the Detroit Tigers. The ballpark has a seating capacity of over 41,000 people.

LITTLE CAESARS ARENA

Located in Midtown Detroit, Little Caesars Arena is a mixed-use arena. It is the home of the Detroit Pistons and the Detroit Red Wings. The arena has a seating capacity of around 20,000 people for sporting events and around 22,000 people for concerts.

SPORTS

DETROIT LIONS – NFL: Average attendance: 51,522 (Statista, 2021)

DETROIT TIGERS – MLB : Average attendance: 19,694 (Baseball America, 2022)

DETROIT PISTONS – NBA : Average attendance: 17,961 (ESPN, 2022)

DETROIT RED WING – NHL: Average attendance: 16,984 (Statista, 2022)





HIGHER EDUCATION

WAYNE STATE UNIVERSITY

Located in Midtown, Wayne State University is Michigan's third-largest university with over 25,000 students. WSU is a public research university consisting of 13 schools and colleges and offers over 350 programs. Just steps away from world-renowned galleries, restaurants, theatres, arenas, and corporations, Wayne State University students can easily live, learn, and play in Detroit. As the 10th largest employer in Detroit, WSU has an annual economic impact of \$2.6 billion.

- **Awarded \$320M in research awards, grants, and contracts in 2021**
- **\$244M in annual research expenditures**
- **Nearly 75% of Wayne State alumni remain and work in Michigan**

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 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.



16,000+

LOCATIONS



\$28.33B

2023 REVENUE



1959

FOUNDED

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Family Dollar** located at **16401 Harper Ave, Detroit, MI 48224** (“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.

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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