

REPRESENTATIVE PHOTO



**FAMILY DOLLAR**

4411 W OKMULGEE AVE | MUSKOGEE, OK

# LISTED BY

**KEVIN MCKENNA**

**SENIOR ASSOCIATE**

DIR +1 (214) 295-6517

MOB +1 (207) 752-4898

kevin.mckenna@matthews.com

LIC # 742093 (TX)

**JOSH BISHOP**

**SENIOR VICE PRESIDENT & SENIOR DIRECTOR**

DIR +1 (214) 692-2289

MOB +1 (315) 730-62228

josh.bishop@matthews.com

LIC # 68810 (TX)

**BROKER OF RECORD**

**KYLE MATTHEWS**

LIC # 180759 (OK)

# TABLE OF CONTENTS

04

**FINANCIAL OVERVIEW**

06

**TENANT OVERVIEW**

08

**AREA OVERVIEW**

# INVESTMENT HIGHLIGHTS

## LEASE AND LOCATION

- 2002 Built-to-Suit for Family Dollar.
- 20+ years of operating history.
- Traffic Counts exceed 13,000 vehicles daily.
- Strong corporate guaranteed lease.
- Family Dollar is currently paying 40% below market rent.

## TENANT:

- Investment Grade Credit Tenant – S&P Rated BBB with a market cap of ± \$28B.
- Family Dollar is one of the few retailers that thrived through the COVID pandemic and witnessed a sharp increase in same-store sales/profitability.
- 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.

# FINANCIAL OVERVIEW



**\$485,549**  
LIST PRICE



**\$42,000**  
NOI



**8.65%**  
CAP RATE

## BUILDING INFO

ADDRESS	4411 W Okmulgee Ave, Muskogee, OK 74401
YEAR BUILT	2002
GLA OF BUILDING	±8,000 SF
LOT SIZE	±39,600 SF

REPRESENTATIVE PHOTO

## TENANT SUMMARY

TENANT NAME	Family Dollar
TYPE OF OWNERSHIP	Fee Simple
LEASE GUARANTOR	Corporate
LEASE TYPE	NN
ROOF/STRUCTURE, PARKING LOT	Landlord Responsible
TERM REMAINING	±4 Years
ORIGINAL LEASE TERM	10 Years
LEASE COMMENCEMENT	3/18/2002
LEASE EXPIRATION DATE	12/31/2027
INCREASES	50% In Option 1 5% In Option 2
OPTIONS	2, 5-Year Options

## ANNUALIZED OPERATING DATA

LEASE COMMENCE	MONTHLY RENT	ANNUAL RENT	RENT PSF	CAP
CURRENT - 12/31/2027	\$3,500.00	\$42,000.00	\$5.25	8.65%
OPTION 1	\$5,305.67	\$63,668.04	\$7.84	13.11%
OPTION 2`	\$5,570.92	\$66,851.00	\$8.35	14.18%

REPRESENTATIVE PHOTO

**Pilot**

**FleetPride**  
TRUCK & TRAILER PARTS

**Walmart**  
Supercenter

**Dunham's**  
SPORTS  
**BIG!** LOTS **HOBBY**  
LOBBY

**SUBWAY**  
Little Caesars planet fitness



**MUSKOGEE HIGH SCHOOL**  
976 STUDENTS



**HONOR HEIGHTS PARK**

**TSC TRACTOR SUPPLY CO**

**Chick-fil-A**

**bomgaars**

**TACO BELL**

**TJ-maxx**  
**five BELOW**

**Office DEPOT**

**ROSS**  
DRESS FOR LESS  
**GameStop**  
**petco**



**JACK C. MONTGOMERY VA MEDICAL CENTER**

**BW** Best Western **PLUS**

**ARROWHEAD MALL SHOPPING MALL**

**LOWE'S**

**Acme**  
Manufacturing



**TONY GOETZ ELEMENTARY**  
597 STUDENTS

351  
± 23,000 VPD



**OAK APARTMENTS**  
96 UNITS

**CASHSAVER**  
A COST PLUS FOOD OUTLET

**LOVE-HATBOX STATEPARK**

**Golden Rule**  
REAL ESTATE

**W OKMULGEE AVE ± 17,200 VPD**

**FAMILY DOLLAR**

**Arborstone STORAGE**

**ORS • Nasco**



**ACADEMY AT ALICE ROBERTSON**  
597 STUDENTS



**OAK PARK APARTMENTS**  
100 UNITS

**MORGAN**  
Towing & Recovery

**MEADOWBROOK APARTMENTS**  
100 UNITS



**THUNDERBIRD SPEEDWAY**  
The Historic 1/2 Mile  
Muskogee, Ok

**B & B**  
TRUCK SERVICE

**ClickStorage**

**SUBWAY**

**HOMELAND**

**CAPTIVE AIR**

**R-L CARRIERS**

**Factory Connection**  
THE BEST SUSPENSION PERIOD™

# TENANT OVERVIEW

**COMPANY NAME**  
**DOLLAR TREE, INC.**

**OWNERSHIP**  
**PUBLIC**

**INDUSTRY**  
**DOLLAR STORES**

**HEADQUARTERS**  
**CHESAPEAKE, VA**

**NO. OF EMPLOYEES**  
**±60,000**

**REPRESENTATIVE PHOTO**



## 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 ±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**

2019 REVENUE



**1959**

FOUNDED

# TENANT OVERVIEW

## MUSKOGEE, OK

Muskogee, Oklahoma, is a historic city situated in the northeastern part of the state. Known for its rich cultural heritage and vibrant community, Muskogee has played a significant role in the development of Oklahoma. The city is home to the Five Civilized Tribes Museum, which showcases the history and contributions of the Cherokee, Chickasaw, Choctaw, Creek, and Seminole Nations. Muskogee is also famous for hosting the annual Azalea Festival, a celebration of spring that attracts visitors from across the region. The city boasts a blend of modern amenities and preserved landmarks, such as Honor Heights Park with its stunning gardens and the USS Batfish, a World War II submarine on display. Muskogee's diverse economy includes manufacturing, healthcare, and education, contributing to its overall appeal as a dynamic and culturally significant community.

## DEMOGRAPHICS

DEMOGRAPHICS			
POPULATION	1-MILE	3-MILE	5-MILE
Five-Year Projection	2,787	13,685	32,349
Current Year Estimate	3,046	14,061	33,159
2020 Census	3,054	13,603	32,476
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Five-Year Projection	1,131	4,917	11,754
Current Year Estimate	1,269	5,158	12,307
2020 Census	1,406	5,404	12,994
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$63,799	\$69,898	\$72,278



An aerial photograph of Tulsa, Oklahoma, taken at dusk. The city skyline is visible in the background, with several tall skyscrapers illuminated by their internal lights. The sky is a mix of deep blue and orange, indicating the time is just after sunset. In the foreground, there are green trees, a parking lot with several cars, and a street with a crosswalk. The overall scene is a blend of urban architecture and natural elements.

## TULSA, OK

Tulsa, Oklahoma, stands as a dynamic city in the heart of the United States, renowned for its cultural diversity, thriving economy, and vibrant arts scene. Nestled along the scenic Arkansas River, Tulsa is often referred to as the "Oil Capital of the World" due to its historical significance in the petroleum industry. The city's skyline is punctuated by the striking BOK Tower, an iconic skyscraper that reflects Tulsa's economic prosperity. Beyond its industrial roots, Tulsa boasts a flourishing arts and music community, highlighted by the world-class Philbrook Museum of Art and the Cain's Ballroom, a historic venue that has hosted legendary musicians over the decades.

Tulsa's commitment to green spaces and outdoor recreation is evident in its numerous parks and trails. The Gathering Place, a sprawling riverfront park, offers a haven for residents and visitors alike, featuring playgrounds, gardens, and recreational areas. The city also embraces its Native American heritage, with the Gilcrease Museum showcasing an extensive collection of Western and Native American art. The annual Tulsa International Mayfest and the Blue Dome Arts Festival further contribute to the city's lively cultural calendar, drawing people from across the region to celebrate the arts.

# CONFIDENTIALITY AGREEMENT & DISCLAIMER

---

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **4411 W Okmulgee Ave, Muskogee, OK, 74401** ("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.



4411 W OKMULGEE AVE | MUSKOGEE, OK

OFFERING MEMORANDUM

LISTED BY

**KEVIN MCKENNA**

SENIOR ASSOCIATE

DIR +1 (214) 295-6517

MOB +1 (207) 752-4898

[kevin.mckenna@matthews.com](mailto:kevin.mckenna@matthews.com)

LIC # 742093 (TX)

**JOSH BISHOP**

SENIOR VICE PRESIDENT & SENIOR DIRECTOR

DIR +1 (214) 692-2289

MOB +1 (315) 730-6228

[josh.bishop@matthews.com](mailto:josh.bishop@matthews.com)

LIC # 688810 (TX)

**BROKER OF RECORD**

KYLE MATTHEWS

LIC # 9005919 (TX)

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

REPRESENTATIVE PHOTO