



INTERACTIVE  
MARKETING PACKAGE



**FAMILY DOLLAR**

1385 KNOX AVE | FORT HANCOCK, TX 79839



## **EXCLUSIVELY LISTED BY**

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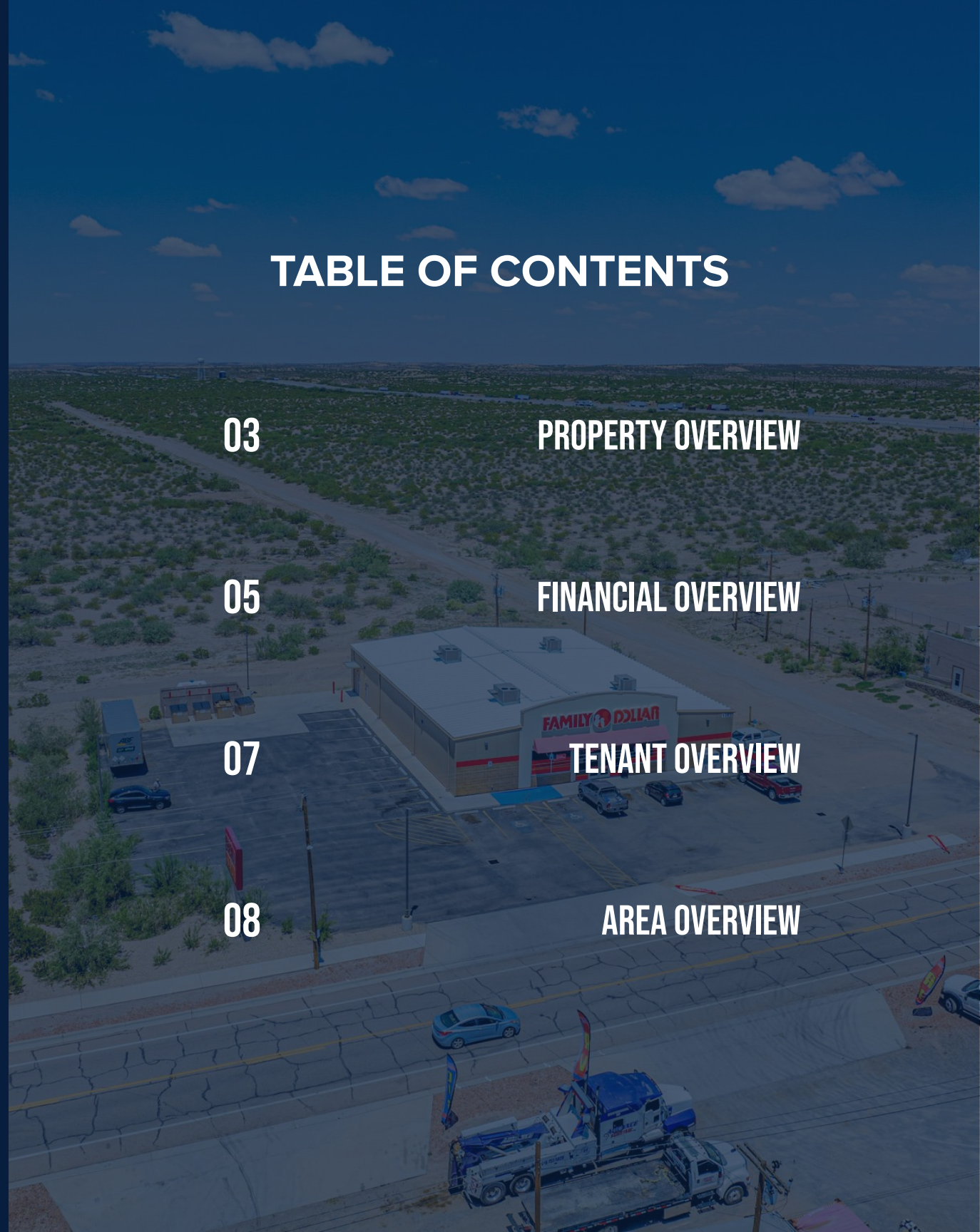
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# PROPERTY OVERVIEW

## LEASE & LOCATION HIGHLIGHTS

- 2017 build-to-suit construction for Family Dollar
- ±6.75 years remaining on the tenants first renewal options
- Brand new H2.5 Renovation concept completed in August 2024
- Family Dollar just extended lease, proving their commitment to the location/market and confirming that they are not planning to close this store
- Strong corporately guaranteed lease
- Six, 5-Year renewal options remaining; all of which include a 5% rent increases
- ±22,250 vehicles daily at the intersection of Hwy 10 and Knox Ave
- The subject property is located just 50 miles south of El Paso
- Texas is an Income tax free state

## 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.
- Dollar Tree is one 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







FORT HANCOCK MOTEL



± 22,000 VPD



ADVANCE TOWING & ROADSIDE



BENITO MARTINEZ ELEMENTARY  
572 STUDENTS

FORT HANCOCK CITY OFFICE



UNITED STATES  
POSTAL SERVICE

FORT HANCOCK COMMUNITY CENTER



FORT HANCOCK HIGH SCHOOL  
108 STUDENTS

TEXAS MOUNTAIN TRAIL

N KNOX AVE



# FINANCIAL OVERVIEW



**\$1,050,000**

LIST PRICE



**±8,320 SF**  
GLA



**8.00%**

CAP RATE

## BUILDING INFO

ADDRESS	1385 Knox Ave, Fort Hancock, TX 79839
YEAR BUILT	2017
GLA OF BUILDING	±8,320 SF
LOT SIZE	±0.87 AC



## TENANT SUMMARY

TENANT NAME	Family Dollar
TYPE OF OWNERSHIP	Fee Simple
LEASE GUARANTOR	Corporate
LEASE TYPE	NN+
ROOF AND STRUCTURE	Landlord Responsible
TERM REMAINING	±6.95 Years
ORIGINAL LEASE TERM	10 Years
RENT COMMENCEMENT	1/25/2018
LEASE EXPIRATION DATE	3/31/2031
INCREASES	5% Every 5 Years
OPTIONS	Six, 5-Year Options

## ANNUALIZED OPERATING DATA

LEASE COMMENCEMENT	MONTHLY RENT	ANNUAL RENT	INCREASES	CAP
CURRENT - 3/31/2031	\$7,000	\$84,000	-	8.00%
OPTION 1	\$7,350	\$88,200	5%	8.40%
OPTION 2	\$7,717.50	\$92,610	5%	8.82%
OPTION 3	\$8,103.42	\$97,241	5%	9.26%
OPTION 4	\$8,510.84	\$102,130	5%	9.73%
OPTION 5	\$8,934	\$107,208	5%	10.21%
OPTION 6	\$9,380.67	\$112,568	5%	10.72%



# TENANT OVERVIEW

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 ±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



**\$30B**

2023 REVENUE



**1959**

FOUNDED

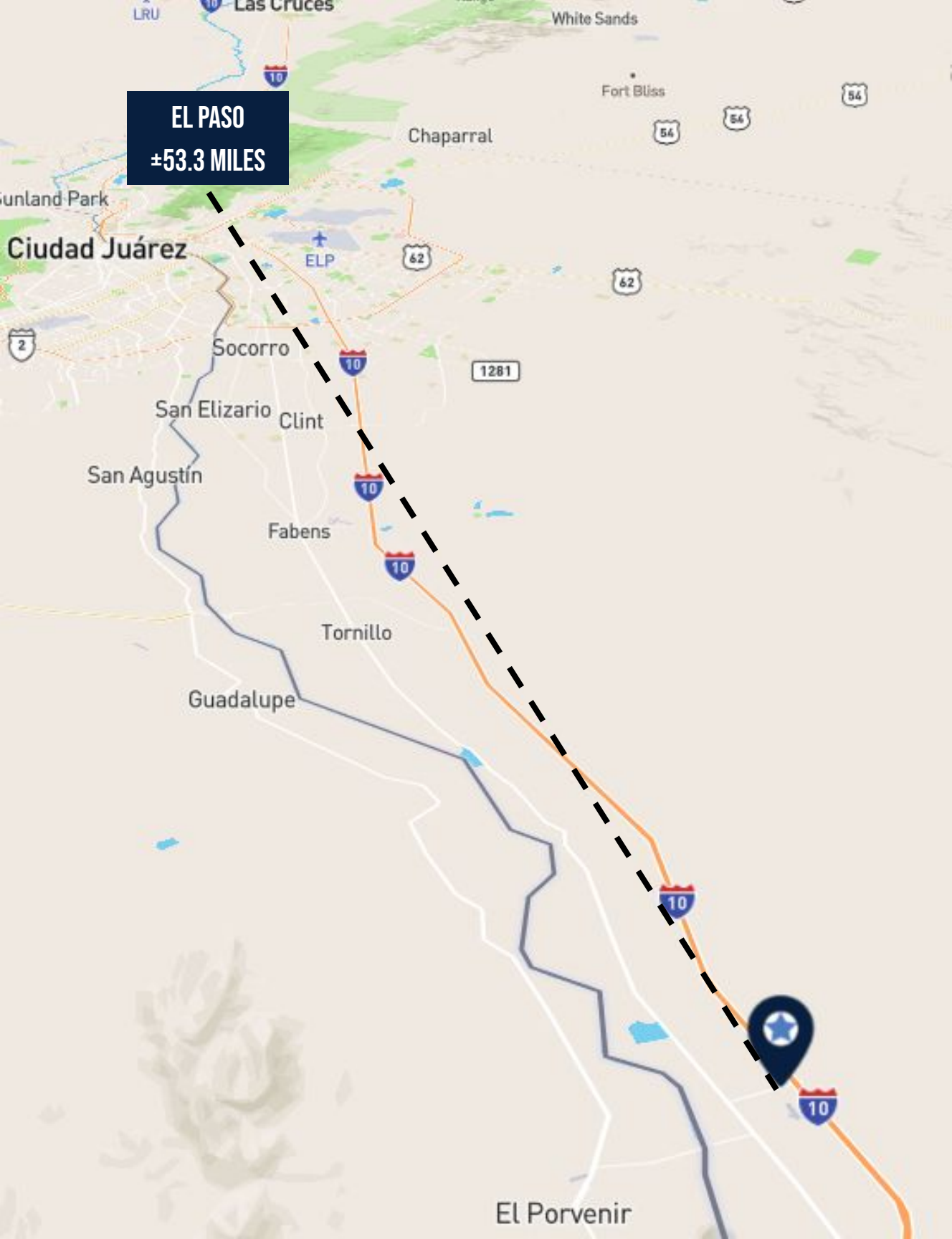
# AREA OVERVIEW

## FORT HANCOCK, TX

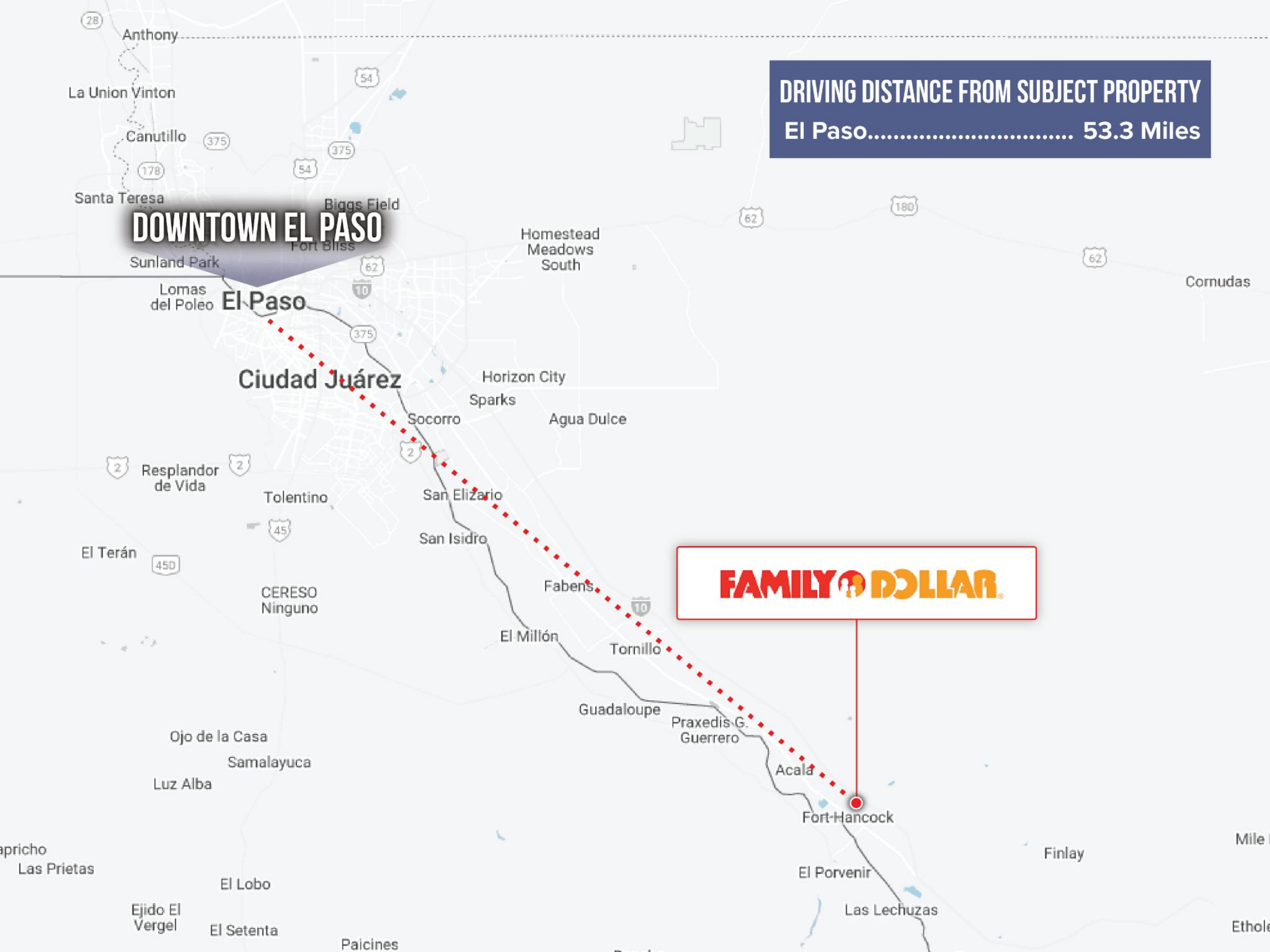
Fort Hancock, located in western Texas approximately 60 miles southeast of El Paso, is a community steeped in history and rustic charm. Named after a historic military fort established in 1882, Fort Hancock retains elements of its frontier past while embracing its role as a hub for agriculture, ranching, and cross-border trade. Its economy thrives on these traditional industries, augmented by a border crossing point facilitating commerce between the United States and Mexico. Fort Hancock offers opportunities for outdoor recreation amidst the desert landscape, including hiking and camping along the Rio Grande.

## DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
Growth Current Year-Five-Year	53.05%	53.05%	53.07%
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
Growth Current Year-Five-Year	68.68%	68.68%	68.70%
INCOME	3-MILE	5-MILE	10-MILE
Average Household Income	\$50,906	\$50,964	\$49,780







**DRIVING DISTANCE FROM SUBJECT PROPERTY**  
**El Paso..... 53.3 Miles**

**DOWNTOWN EL PASO**

**El Paso**

**Ciudad Juárez**

**FAMILY DOLLAR®**

**Fort Hancock**



# EL PASO, TX

El Paso, situated on the western edge of Texas along the United States-Mexico border, is a vibrant city renowned for its rich cultural heritage, stunning desert landscapes, and dynamic community. With a population exceeding ±680,000 residents, it stands as one of the largest cities in Texas and serves as the county seat of El Paso County. The city's unique position at the intersection of various cultural influences, including Hispanic, Mexican, and Native American, lends it a diverse and lively atmosphere, reflected in its cuisine, arts, and festivals.

El Paso boasts a diverse array of attractions that cater to a wide range of interests. Outdoor enthusiasts can explore the rugged beauty of Franklin Mountains State Park, with its extensive hiking trails, rock climbing routes, and stunning vistas. For panoramic views of the city and surrounding landscape, the Wyler Aerial Tramway offers a thrilling ride to the top of Ranger Peak. History buffs can delve into the region's past along the El Paso Mission Trail, which includes three historic Spanish missions dating back to the 17th century. These attractions, among others, highlight the rich cultural heritage, natural beauty, and recreational opportunities that define El Paso as an engaging and unique destination.





# ECONOMY

The economy of El Paso, Texas, is multifaceted and dynamic, driven by its strategic location as a major international trade and transportation hub. Situated on the U.S.-Mexico border, El Paso benefits from robust cross-border commerce, with significant trade flows between the two countries. The city's economy is diversified, encompassing industries such as manufacturing, healthcare, education, military, and tourism. Manufacturing plays a crucial role, with a focus on sectors like electronics, automotive, aerospace, and medical devices. Additionally, the presence of Fort Bliss, one of the largest military installations in the United States, contributes significantly to the local economy. Educational institutions like the University of Texas at El Paso (UTEP) provide a skilled workforce and foster innovation and research. Overall, El Paso's economy thrives on its strategic location, diverse industry base, and entrepreneurial spirit, making it a dynamic and resilient economic powerhouse in the region.





# CONFIDENTIALITY AGREEMENT & DISCLAIMER

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **1385 Knox Ave, Fort Hancock, TX, 79839** (“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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OFFERING MEMORANDUM



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**JOSH BISHOP**

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**BROKER OF RECORD**

**PATRICK GRAHAM**

LICENSE NO. 9005919 (TX)

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





## 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:
  - 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.

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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