



FAMILY DOLLAR

Offering Memorandum

FAMILY DOLLAR NET LEASE INVESTMENT
PENSACOLA, FL | 5.85% CAP RATE

Representative photo



BULL REALTY
ASSET & OCCUPANCY SOLUTIONS

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BULL REALTY
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EXECUTIVE SUMMARY

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OFFER HIGHLIGHTS

Bull Realty is pleased to offer this single tenant NNN leased Family Dollar investment property, located in Pensacola, Florida, which has a population of over 140,435 within a 5-mile radius. Built in 2016, this 15-year NNN lease has six 5-year options and is guaranteed by Family Dollar, a subsidiary of Dollar Tree. The initial term runs through March 2032. Unlike its main competition in the small box dollar store space, this Family Dollar lease has a 10% rent increase in Year 11 of the initial term and in each option period. As an absolute NNN lease, there are no landlord responsibilities. Family Dollar has recently discontinued offering 15 year NNN leases with its new locations and only offers shorter term, 10 year NN leases, which give the landlord responsibility for roof, structure and more.

Offered for sale at \$1,961,500

- Rare opportunity to purchase a 15-year absolute NNN leased Family Dollar
- Over 14 years remain on the initial lease term in this vibrant Florida panhandle community with an area population of over 311,000 in Escambia County, FL
- 10% rent increase in Year 11 and in each option period with 6 five-year options
- Florida has no state income tax which benefits a real estate investor
- Corporate guaranteed lease by Family Dollar
- The 8,230 SF single tenant building is situated in the heart of Pensacola with a over 19,000 households and a population over 48,400 within 3 miles

DEMOGRAPHICS

	1 Mile	3 Miles	5 Miles
Total Households:	1,816	19,068	53,372
Total Population:	4,231	48,413	140,435
Average HH Income:	\$48,536	\$49,476	\$52,010

AREA OVERVIEW - ACTUAL LOCATION

Pensacola is the county seat of Escambia County, located on the Florida Panhandle with a population of over 311,000 and the beneficiary of over 2.1 million visitors each year. The area is known for its beautiful beaches and seafood as well as being called "the Cradle of Aviation". The Naval Air Station Pensacola is based in Pensacola with over 23,000 civilian and military employees. It is also the home base for the famous flying "Blue Angels" flight team. The Navy presence has attracted a cluster of aerospace and defense related industries in addition to military themed area attractions such as the National Naval Aviation Museum and Civil War era forts including Fort Pickens and Fort Barrancas. The main campus of the University of West Florida is located just north of the city. The Greater Pensacola region has attracted diverse multi-national firms including Huntsman Corp, Exxon Mobil and Ascend Performance Materials, due to its busy port and the offshore oil industry as well as many IT and cyber security companies such as General Dynamics, Computer Sciences Corporation and CACI.



Information contained herein may have been provided by the seller, landlord or other outside sources. While deemed reliable, it may be estimated, projected, limited in scope and is subject to change or inaccuracies. Pertinent information should be independently confirmed prior to lease or purchase offer or within an applicable due diligence period.



FINANCIAL OVERVIEW

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PROPERTY & LEASE INFORMATION

Property Location:	7144 N. Palafox Street, Pensacola, FL 32503
County:	Escambia
Price:	\$1,961,500.00
Building Size:	8,320 SF
Price/SF:	\$235.76
Cap Rate:	5.85%
Year Built:	2016
Site Size:	1.82 Acres
Type Of Ownership:	Fee Simple

LEASE SUMMARY

Tenant Trade Name:	Family Dollar
Lease Type:	NNN
Landlord Responsibilities:	None
Rent Commencement:	4/1/2016
Lease Expiration:	3/31/2032
Renewal Options:	Six 5-year options
Rent Increases:	10% in Year 11 and option periods

RENT SCHEDULE

Term	Dates	Monthly Rent		% Increase
Years 1 - 10	4/1/2016 - 3/31/2027	\$9,562.14	\$114,746.68	-
Years 11 - 15	4/1/2027 - 3/31/2032	\$10,518.36	\$126,220.32	10%
Option 1	4/1/2032 - 3/31/2037	\$11,570.19	\$138,842.28	10%
Option 2	4/1/2037 - 3/31/2042	\$12,727.21	\$152,726.52	10%
Option 3	4/1/2042 - 3/31/2047	\$13,999.93	\$167,999.16	10%
Option 4	4/1/2047 - 3/31/2052	\$15,399.92	\$184,799.04	10%
Option 5	4/1/2052 - 3/31/2057	\$16,939.91	\$203,278.92	10%
Option 6	4/1/2057 - 3/31/2062	\$18,633.90	\$223,606.80	10%

ACTUAL LOCATION



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ADDITIONAL PHOTOS

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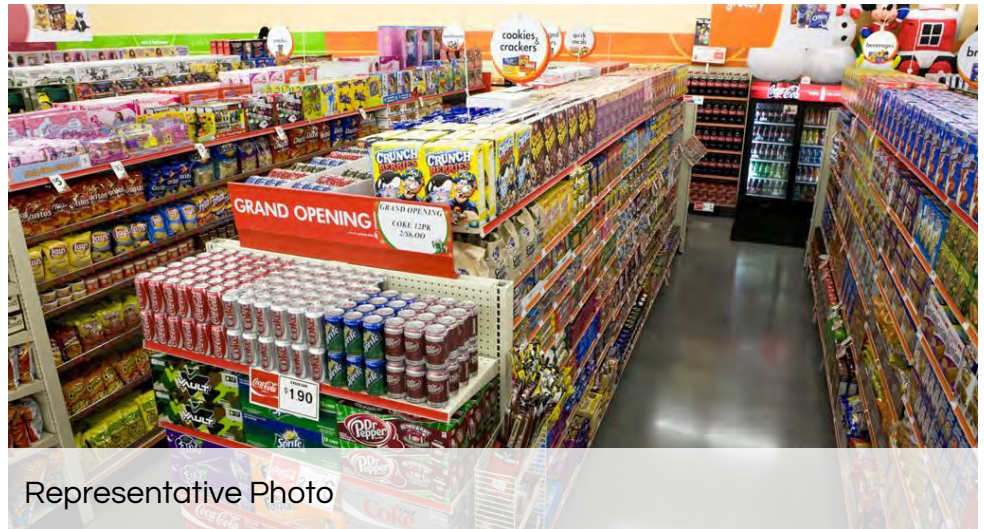
Actual Location



Representative Photo



Representative Photo



Representative Photo



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AREA MAP

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Distance from Subject in miles (+/-):

- Approximately 0.75 miles south of Interstate 10
- Approximately 4 miles west of the Pensacola International Airport
- Approximately 6 miles north of downtown Pensacola
- Approximately 52 miles to Mobile, Alabama

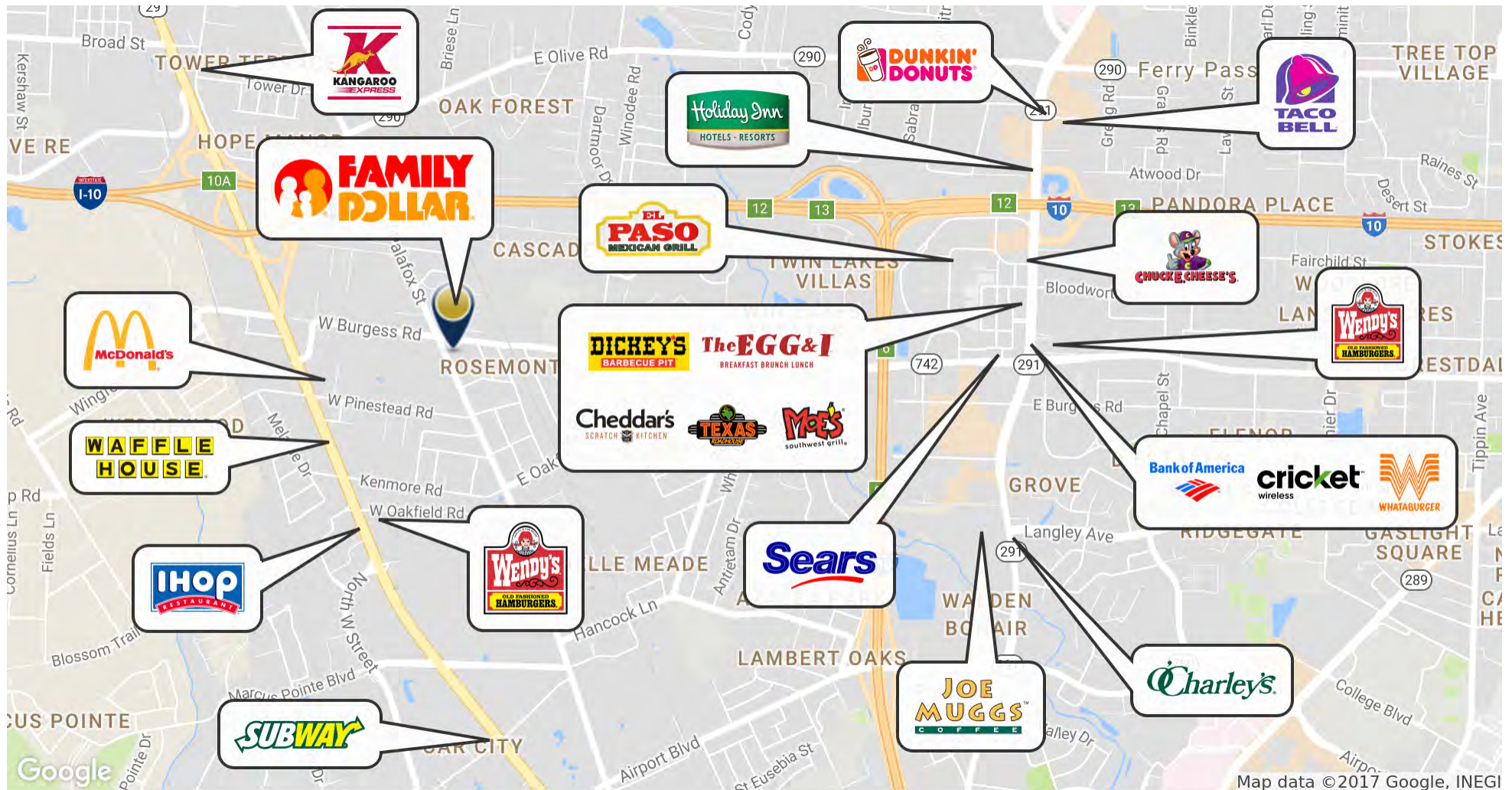


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RETAIL MAP

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Map data ©2017 Google, INEGI

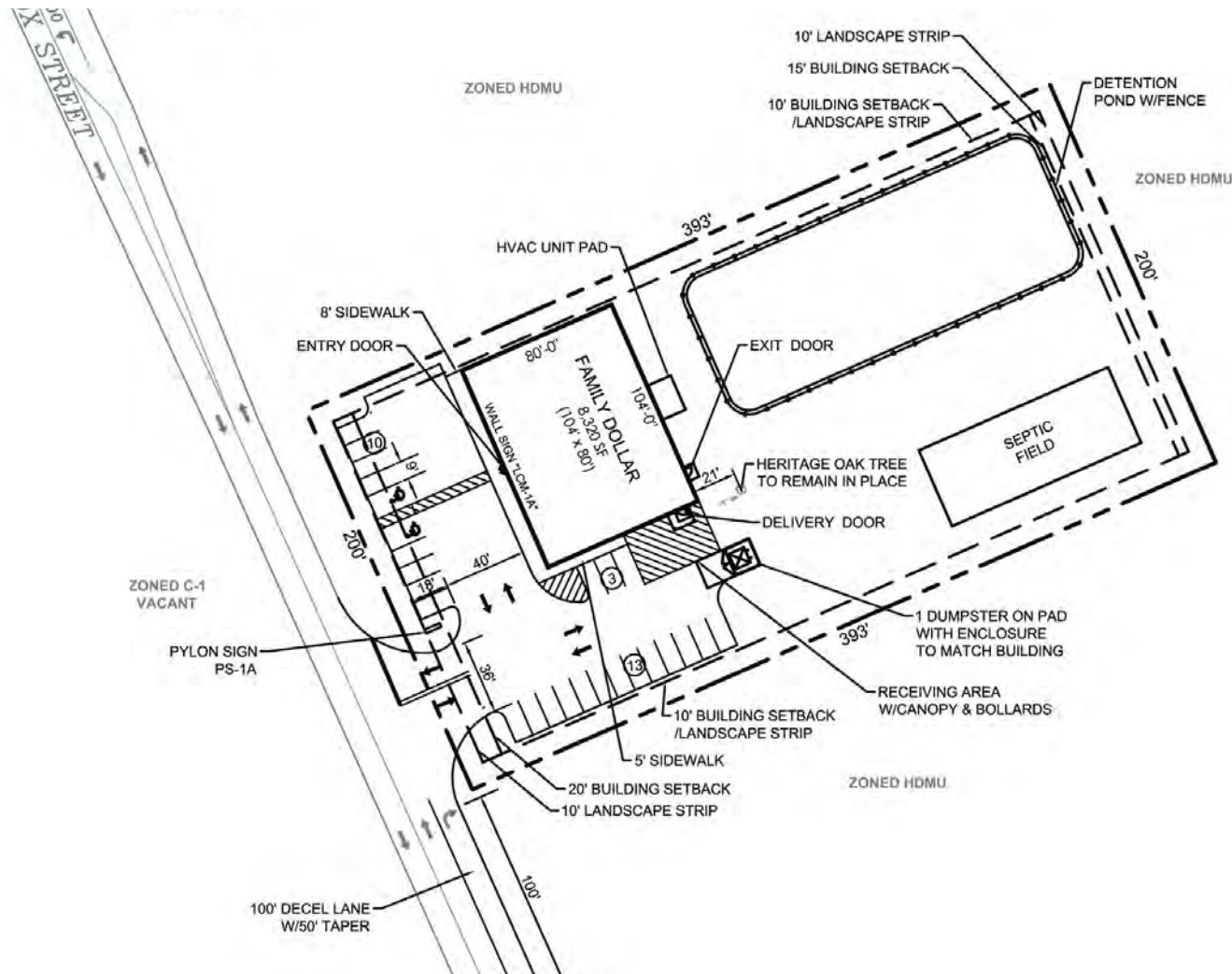


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SITE PLAN

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TENANT OVERVIEW

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FAMILY DOLLAR

Family Dollar Stores, Inc. operates a chain of “small box” discount retail stores throughout the United States. The company was founded in 1959 and is headquartered in Matthews, North Carolina. It is one of the fastest growing retailers in the country today with over 8,200 stores in 46 states.

Their mission is to be a compelling and convenient, value driven place to shop for its customers. Family Dollar offers customers household consumables, health and beauty aids, automotive supplies, pet food, home products, clothing, electronics, toys, school supplies, food at everyday low prices and is supplemented by seasonal merchandise at the same low prices.

Family Dollar emphasizes small-format neighborhood stores near low to middle income customers in rural and urban areas with stores ranging from 6,000 to 10,000 square feet. Most of its merchandise costs less than \$10 and consists of national brands, private labels and unbranded product lines.

For more information, please visit <https://www.familydollar.com/>

DOLLAR TREE

Effective August 3, 2015, Family Dollar was acquired by Dollar Tree, Inc. (NASDAQ:DLTR), which has a BBB- rating with Standard and Poor's. Dollar Tree caters to a “soccer Mom” demographic in primarily urban and suburban areas. They operate the Dollar Tree brand separately and offer items, frequently for “\$1”. They carry many similar items as Family Dollar, but tend to focus more on gift, party and other non-essential convenience items.

As a result of the acquisition, the combined number of locations of Family Dollar and Dollar Tree retail stores is over 13,600 in 48 states and five Canadian provinces. Stores operate under the banners Family Dollar, Dollar Tree, Dollar Tree Canada, and Deals. The combination of Family Dollar and Dollar Tree creates the largest Dollar Store chain in North America and generates significant efficiencies in sourcing and procurement, SG&A leverage, distribution and logistics efficiency, and through format optimization.

For more information, please visit <https://www.dollartree.com/>

Dollar Tree Historical Growth Chart (DLTR)
Stock Growth Trajectory - Jan 2017 to Nov 2017



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BROKER PROFILES

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Michael Bull, CCIM
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Michael Bull, CCIM is a commercial real estate writer, nationally syndicated radio show host, real estate advisor and active commercial real estate broker. He has closed over 4 billion dollars of sale and lease transactions over his 30 year career.

Mr. Bull's articles have been published nationwide including in the National Real Estate Investor, France Media Publications, Atlanta Journal Constitution, Atlanta Business Chronicle, Multi-Housing News, Shopping Center Business and Nation's Restaurant News.

Michael is executive producer and host of the nationally syndicated Commercial Real Estate Show. The popular weekly one hour show began broadcasting in 2010 and today is heard by millions of people. Respected industry analysts, leading market participants and Michael share market intelligence, forecasts and strategies. The show is available on any device, anytime on iTunes, YouTube and the show website, www.CREshow.com.

Michael also produces a video series answering a new commercial real estate related question each business day. Videos are available on the AskMB playlist on the shows YouTube channel, and on the shows website twitter account @AskMichaelBull.

Mr. Bull founded Bull Realty in 1998 with two primary missions: grow a company of brokers known for integrity, and provide the best disposition marketing in the nation. The firm is licensed in nine southeast states and is one of the fastest growing commercial brokerage firms in the country. Michael and his brokers provide expert advice and capital markets expertise related to office, retail, industrial, land, apartments, single tenant net lease investment properties, healthcare real estate, senior housing and other specialties.



Nancy Miller, CCIM
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Nancy Miller joined Bull Realty in 2001 after being a client of the firm. Her brokerage practice focuses on income producing single tenant net lease properties. Nancy leads Bull Realty's National Net Lease Investment Group and works with investors, developers and sellers throughout the US. She is recognized as a savvy and knowledgeable retail net lease expert. In the last 3 years, she has brokered over \$109M in single tenant net lease transactions. Nancy publishes a quarterly investor newsletter, a monthly electronic newsletter, participates in quarterly national retail industry surveys done by Morgan Stanley, and contributes to Bull Realty's retail blogs. In addition, Nancy appears periodically on the Commercial Real Estate Show, a national weekly commercial real estate radio show hosted and produced in Atlanta by broker, Michael Bull.

Nancy has held a real estate license for over 25 years and is licensed in several states. She is a Life Member of the Atlanta Commercial Board of Realtors and a member of the International Council of Shopping Centers (ICSC). She also holds the prestigious CCIM designation. She also holds a Bachelor of Arts degree from Tulane University and an MBA from Emory University's Goizueta Business School, where she is a guest lecturer.



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