

# DOLLAR TREE PLAZA

ELSA, TX  
(TEXAS VALLEY MSA)



STRIVE

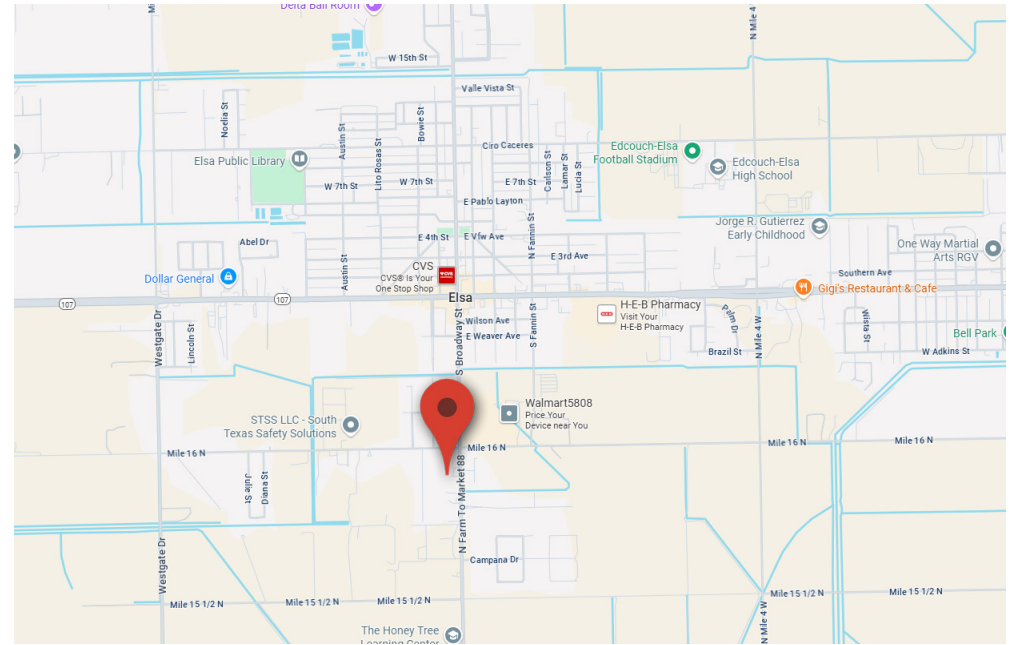


# Dollar Tree Plaza

420 S Broadway St  
Elsa, TX 78543

## OFFERING SUMMARY

Price	\$2,790,000
Cap Rate	7.12%
Net Operating Income	\$198,561
Price PSF	\$182 PSF
Occupancy	100%
Year Built	2016
Gross Leasable Area	15,300 SF
Lot Size	1.3 Acres



PROJECTED INCOME & EXPENSES		CURRENT	PSF
Base Rent - Occupied Space	100%	\$211,525	\$13.83
Base Rent - Lease Up Space	-	\$0	-
<b>GROSS POTENTIAL RENT</b>		<b>\$211,525</b>	<b>\$13.83</b>
Expense Reimbursements			
Real Estate Taxes		\$28,403	\$1.86
Insurance		\$11,232	\$0.73
CAM		\$9,537	\$0.62
Management Fee		-	-
<b>Total Expense Reimbursements</b>		<b>\$49,172</b>	<b>\$3.21</b>
<b>GROSS POTENTIAL INCOME</b>		<b>\$260,697</b>	<b>\$17.04</b>
<b>EFFECTIVE GROSS REVENUE</b>		<b>\$260,697</b>	<b>\$17.04</b>
Operating Expenses			
Real Estate Taxes		(\$28,403)	(\$1.86)
Insurance		(\$11,883)	(\$0.78)
CAM		(\$14,025)	(\$0.92)
Management Fee	3.00%	(\$7,825)	(\$0.51)
<b>Total Expenses</b>		<b>(\$62,136)</b>	<b>(\$4.06)</b>
<b>Net Operating Income</b>		<b>\$198,561</b>	<b>\$12.98</b>

EXPENSES		CURRENT	PSF
Real Estate Taxes		\$28,403	\$1.86
Insurance		\$11,883	\$0.78
CAM		\$14,025	\$0.92
Management Fee	3.00%	\$7,825	\$0.51
<b>Total Expenses</b>		<b>\$62,136</b>	<b>\$4.06</b>

**For Financing Options, Please Contact:**

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Suite	Tenant	SQ FT	% of SQFT	Start	End	Annual Rent	PSF	Escalation Date	Escalation Amount	Escalation PSF	Options	Options PSF	Lease Type
A	Napa Auto Parts	4,970	32.48%	8/4/2017	8/31/2027	\$59,640	\$12.00	-	-	-	2 x 5	\$14.00 \$15.00	NNN (Excl MGMT)
B	Cricket Wireless	1,330	8.69%	3/29/2016	7/31/2026	\$29,260	\$22.00	-	-	-	-	-	NNN+7% AF
C	Dollar Tree	9,000	58.82%	2/6/2016	2/28/2031	\$119,250	\$13.25	3/1/2026	\$123,750	\$13.75	1 x 5	\$13.75 \$14.25	NNN (5% CAM Cap)+5%
Occupied		15,300	100.00%			\$208,150	\$13.60		\$211,525*	\$13.83			
Vacant		0	-										
Total		15,300	100.00%										

\*Analysis Start Date is 12/01/2025 and Takes Into Consideration a 1 Year Hold From This Date





**DBA**

NAPA Auto Parts

**Locations**

6,000+ Locations

**Public/Private**

Private (Operates under Genuine Parts Company – Public, NYSE: GPC)

**Line of Business**

NAPA Auto Parts is an American automotive parts retailer and distributor headquartered in Atlanta, Georgia. Founded in 1925, NAPA operates over 6,000 locations across the United States and internationally, including both company-owned and independently owned stores. The company provides a wide range of automotive replacement parts, accessories, tools, equipment, and service items for professional repair shops, DIY customers, and industrial uses. NAPA is a division of Genuine Parts Company (NYSE: GPC), one of the largest automotive parts distributors in the world.

**DBA**

Cricket Wireless

**Locations**

4,500+ Locations

**Public/Private**

Private (Subsidiary of AT&amp;T Inc. – Public, NYSE: T)

**Line of Business**

Cricket Wireless is an American prepaid wireless service provider headquartered in Atlanta, Georgia. Founded in 1999, Cricket offers affordable, no-annual-contract mobile phone plans, smartphones, and data services. Operating on AT&T's nationwide network, Cricket serves millions of customers across the U.S., with a focus on value-conscious consumers seeking reliable wireless coverage. Cricket became a wholly owned subsidiary of AT&T following its acquisition in 2014.

**DBA**

Dollar Tree

**Locations**

16,000+ Locations

**Public/Private**

Public (NASDAQ: DLTR)

**Line of Business**

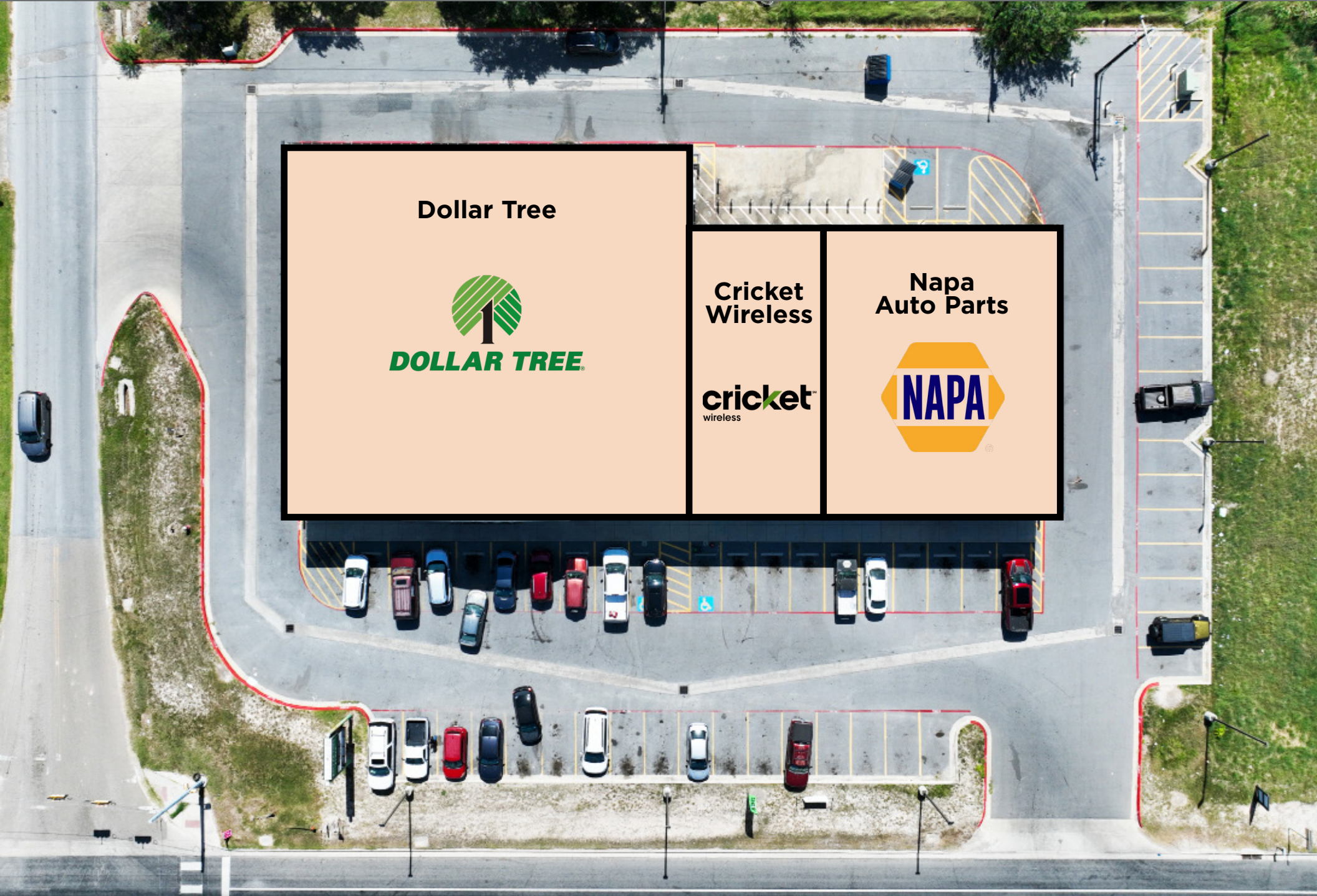
Dollar Tree is an American discount variety store chain headquartered in Chesapeake, Virginia. Founded in 1986, the company operates thousands of stores under the Dollar Tree and Family Dollar brands. Dollar Tree offers a broad selection of products including household goods, cleaning supplies, health and beauty items, food and snacks, seasonal décor, and party supplies—typically at the fixed \$1.25 price point. In 2015, Dollar Tree acquired Family Dollar, expanding its footprint and becoming one of the largest discount retailers in North America.



- **100% Occupied:** Three Tenant Strip Center in South Texas
- **Walmart Shadow Anchored:** Drives Consistent Consumer Traffic to the Site
- **2016 Construction**
- **Strong Credit & NNN Leases:** All Three Tenants Have NNN Leases. Dollar Tree is Publicly Traded (NASDAQ: DLTR) | NAPA Auto Parts is Operated by Genuine Parts Company (NYSE: GPC) | Crickett Wireless is a Wholly Owned Subsidiary of AT&T (NYSE: T)
- **Recent Lease Renewal:** Dollar Tree Recently Exercised a 5-Year Renewal Option, Demonstrating Long-Term Commitment
- **Prime Location & Signalized Hard Corner:** On Broadway, Elsa's Most Heavily Trafficked Retail Corridor
- **Multiple Access Points & Large Pylon Sign:** Provides Easy Ingress and Egress and Additional Exposure to the Center
- **Surrounded by Top National Retailers:** Walmart Supercenter, H-E-B, Whataburger, McDonalds, Dairy Queen, CVS, Wingstop, T-Mobile, AutoZone, and more



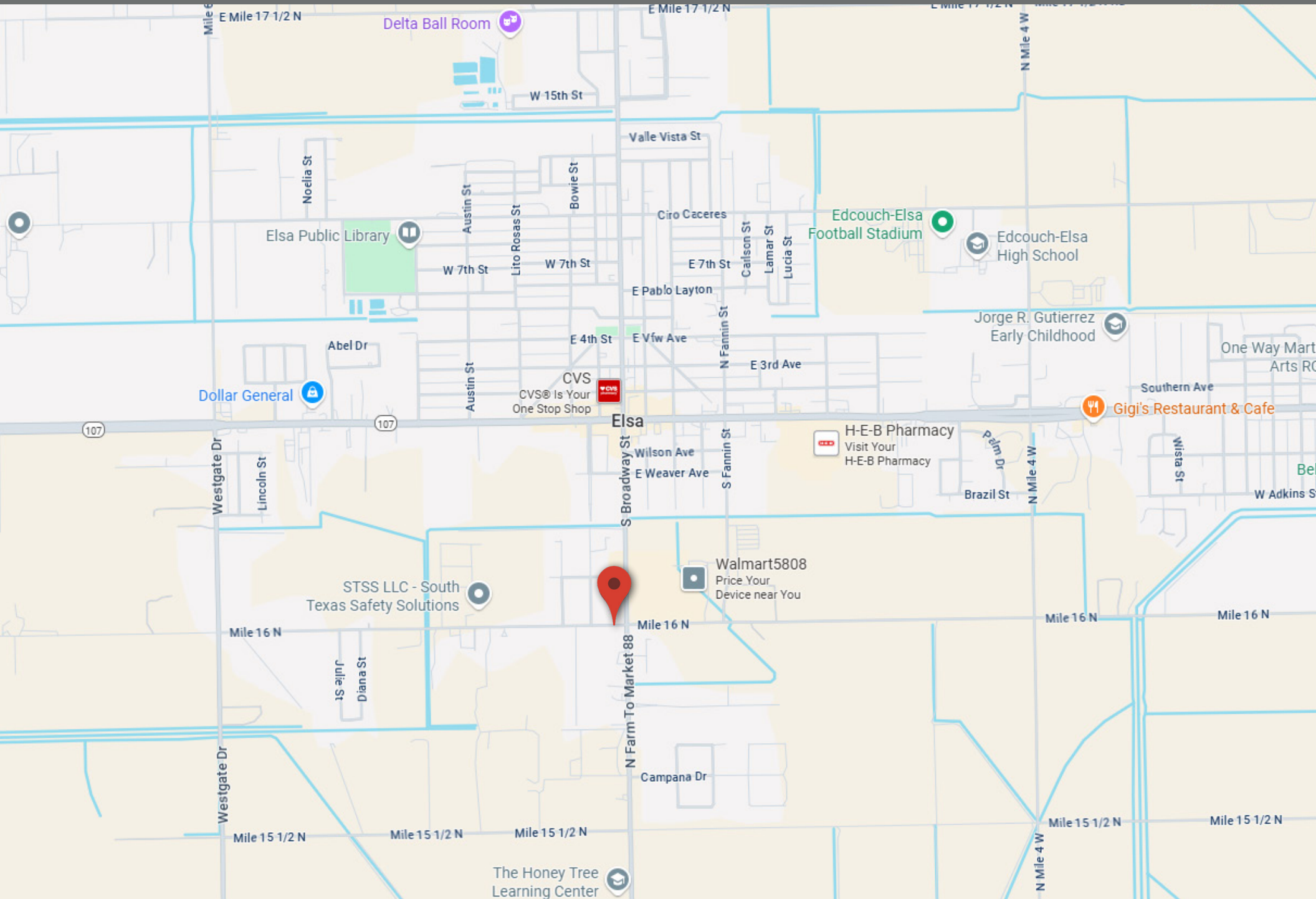




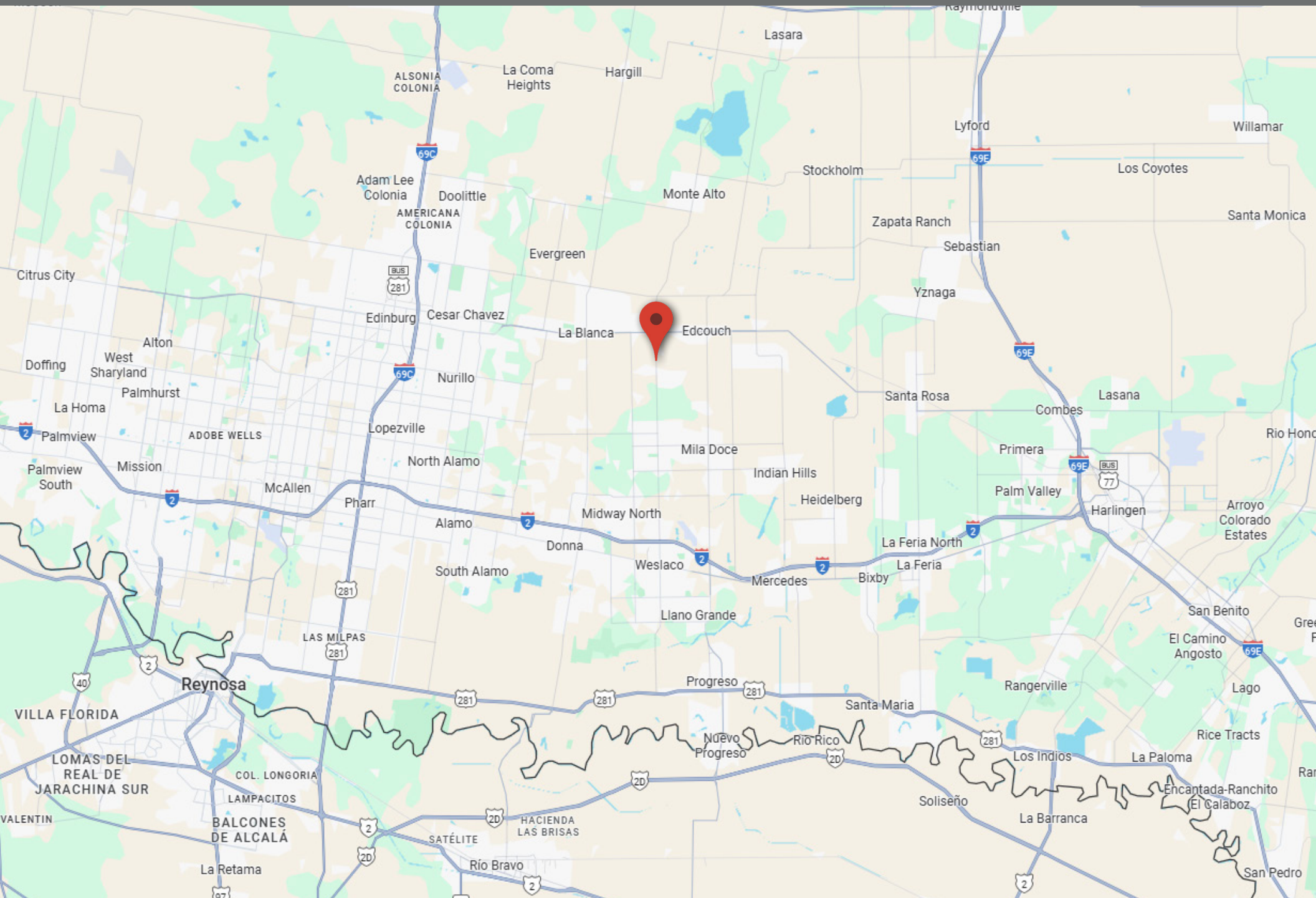
















## OVERVIEW

McAllen is the 22nd-most populous city in Texas and the largest city in Hidalgo County, Texas. Located at the southern tip of Texas in the Rio Grande Valley, McAllen is on the Rio Grande, across from the Mexican city of Reynosa, and is approximately 70 miles (110 km) west of South Padre Island and the Gulf of Mexico. As of 2019, McAllen's population was estimated to be 143,268. It is the fifth-most populous metropolitan area in the state of Texas, while the binational Reynosa-McAllen metropolitan area counts a population of nearly 1.52 million.

McAllen can trace its roots to the railroad industry. In 1904, the Hidalgo and San Miguel Extension of the St. Louis, Brownsville and Mexico Railway reached the Santa Anita Ranch. John McAllen and his son James donated land to the railroad to guarantee it would cross the area. From its settlement in 1904, the area around McAllen was largely rural and agricultural in character, but the latter half of the 20th century had steady growth, which the metropolitan area still experiences today.

McAllen is often referred to as the retail center of Southern Texas and Northern Mexico. In fact, the region's La Plaza Mall makes the most sales per square foot than any other shopping mall in the country. McAllen has seen year-over-year job growth of around 2.5 percent, but the area's unemployment rate is higher than the national average.

Education and health services make up two of the largest employment sectors in McAllen thanks to top employers like the McAllen Independent School District, South Texas College, the University of Texas-Rio Grande Valley, McAllen Medical Center and Rio Grande Regional Hospital. There are also opportunities in the public sector, including with the City of McAllen. Other major employers include BBVA Compass Bank, IBC Bank and GE Engines. Sites of architectural and cultural significance include the Rio Grande Speedway, the International Museum of Art and Science, Quinta Mazatlan and McAllen Botanical Gardens as well as the thriving downtown McAllen.





	1 Mile	3 Mile	5 Mile
Population			
2020 Population	1,697	15,895	44,621
2024 Population	1,183	13,079	39,090
2029 Population Projection	1,143	13,183	39,947
Annual Growth 2024-2029	-0.70%	0.20%	0.40%
Median Age	32.3	29	28
Bachelor's Degree or Higher	32%	14%	10%
U.S. Armed Forces	0	1	35
Population by Race			
White	292	3,088	9,506
Black	3	30	64
American Indian/Alaskan Native	6	60	209
Asian	1	17	56
Hawaiian & Pacific Islander	0	0	1
Two or More Races	881	9,884	29,255
Hispanic Origin	1,154	12,736	37,734
Housing			
Median Home Value	\$89,240	\$76,394	\$74,677
Median Year Built	1,997	1,994	1,995

Demographic data © CoStar 2023

	1 Mile	3 Mile	5 Mile
Households:			
2020 Households	487	4,364	11,193
2024 Households	334	3,506	9,547
2029 Household Projection	322	3,520	9,714
Annual Growth 2020-2024	1.40%	0.40%	0.40%
Annual Growth 2024-2029	-0.70%	0.10%	0.40%
Owner Occupied Households	271	2,557	7,681
Renter Occupied Households	50	963	2,033
Avg Household Size	3.6	3.6	3.8
Avg Household Vehicles	2	2	2
Total Consumer Spending	\$10.8M	\$101.1M	\$272.9M
Income			
Avg Household Income	\$80,426	\$61,780	\$53,178
Median Household Income	\$57,499	\$44,916	\$40,574
< \$25,000	70	970	3,388
\$25,000 - 50,000	57	888	2,225
\$50,000 - 75,000	79	593	1,682
\$75,000 - 100,000	33	442	981
\$100,000 - 125,000	42	310	667
\$125,000 - 150,000	8	164	351
\$150,000 - 200,000	24	57	142
\$200,000+	19	83	112



## **CONFIDENTIALITY AGREEMENT**

The information contained in the following offering memorandum is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from STRIVE and it should not be made available to any other person or entity without the written consent of STRIVE. By taking possession of and reviewing the information contained herein the recipient agrees to hold and treat all such information in the strictest confidence. The recipient further agrees that recipient will not photocopy or duplicate any part of the offering memorandum. If you have no interest in the subject property at this time, please return this offering memorandum to STRIVE.

This offering memorandum has been prepared to provide summary, unverified financial and physical information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. STRIVE has not made any investigation, and makes no warranty or representation with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCBs or asbestos, the compliance with local, state and federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this offering memorandum has been obtained from sources we believe to be reliable; however, STRIVE has not verified, and will not verify, any of the information contained herein, nor has STRIVE conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Prospective buyers shall be responsible for their costs and expenses of investigating the subject property.

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## Commercial Disclaimer

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Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a commercial property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors. Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any commercial property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenants and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenants history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term leases, including the likelihood of locating replacement tenants if any of the current tenants should default or abandon the property, and the lease terms that Buyer may be able to negotiate with any potential replacement tenants considering the location of the property, and Buyer's legal ability to make alternate use of the property.

**By accepting this Marketing Brochure you agree to release STRIVE and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this commercial property.**





## 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.**



### 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.



exclusively listed

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