



REPRESENTATIVE PHOTO

# FAMILY DOLLAR TREE COMBO STORE

10 YR NN SALE | SOUTHWEST VIRGINIA

OFFERING MEMORANDUM | 40811 W. MORGAN AVE., PENNINGTON GAP, VA 24277



# DISCLAIMER

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## CONFIDENTIALITY AGREEMENT

By receipt of this Offering Memorandum, any potential buyer or interested party agrees that this Offering Memorandum and its contents are of a confidential nature, and that you will hold and treat it in the strictest confidence and will not disclose its contents. Furthermore, you agree to not use this Offering Memorandum or any of its contents in a manner detrimental to the interest of Twin Rivers Capital, LLC. All property showings are by appointment only and require prior consultation with Twin Rivers Capital, LLC. Please consult with Joe Boyd at [joe@twinriverscap.com](mailto:joe@twinriverscap.com) for more details.

## DISCLAIMER

This Offering Memorandum contains information pertaining to the Subject Property and does not intend to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Offering Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy or completeness of any kind. Such information includes estimates based on assumptions related to the general economy, market conditions, competition and other factors which are subject to change and uncertainty and may not represent the current or future performance of the Subject Property. All references to acreages, square footages, and other measurements are approximations. This Offering Memorandum describes certain documents including leases and other materials in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Any potential buyer or interested party is advised to independently verify the accuracy and completeness of all summaries and information contained in this Offering Memorandum, to consult with independent legal and financial advisors, and carefully investigate the property suitability for your needs. Any reliance on any and all content in this Offering Memorandum pertaining to the Subject Property is at your own risk.



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## CONTACT US



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REPRESENTATIVE PHOTO



# SECTION

# OFFERING SUMMARY



# 1

<b>PRICE:</b>	\$ <del>2,067,692.00</del> \$1,920,000.00
<b>NOI:</b>	\$134,400.00
<b>CAP:</b>	6.50% 7.00%
<b>GUARANTY:</b>	CORPORATE
<b>TENANT:</b>	FAMILY DOLLAR STORES OF VIRGINIA, LLC
<b>LEASE TYPE:</b>	MODIFIED NN
<b>RENTABLE AREA:</b>	10,500± SF
<b>LAND AREA:</b>	1.102± ACRES
<b>YEAR BUILT:</b>	2024
<b>PARCEL #:</b>	23E-(2)-A
<b>OWNERSHIP:</b>	FEE SIMPLE
<b>PARKING SPACES:</b>	28
<b>ZONING:</b>	NONE
<b>LANDLORD RESPONSIBILITIES:</b>	ROOF, STRUCTURAL REPAIRS (INTERIOR/EXTERIOR), MAJOR PARKING LOT REPAIRS



# FINANCIALS



<b>TENANT NAME:</b>	FAMILY DOLLAR STORES OF VIRGINIA, LLC
<b>GUARANTOR:</b>	FAMILY DOLLAR STORES, INC. A SUBSIDIARY OF DOLLAR TREE
<b>LEASE TYPE:</b>	MODIFIED NN
<b>SF:</b>	10,500± SF
<b>INITIAL LEASE TERM:</b>	10 YEARS
<b>LEASE START:</b>	SUMMER 2024
<b>LEASE EXPIRATION:</b>	10 YEARS FROM RENT COMMENCEMENT DATE
<b>LANDLORD RESPONSIBILITIES:</b>	ROOF, STRUCTURAL REPAIRS (INTERIOR/EXTERIOR), MAJOR PARKING LOT REPAIRS

INITIAL TERM RENTAL AMOUNT	
<b>ANNUAL</b>	\$134,400.00
<b>MONTHLY</b>	\$11,200.00
<b>PER SF</b>	\$12.80

EXTENSION OPTIONS: FOUR 5-YEAR OPTIONS, \$0.50 PSF INCREASES EACH EXTENSION		
<b>EXT. OPTION #1</b>	YRS:11-15	\$ 139,650.00
<b>EXT. OPTION #2</b>	YRS:16-20	\$ 144,900.00
<b>EXT. OPTION #3</b>	YRS:21-25	\$ 150,150.00
<b>EXT. OPTION #4</b>	YRS:26-30	\$ 155,400.00



# SECTION

# 2

# TENANT INFORMATION



## FAMILY DOLLAR TREE



Dollar Tree, a **Fortune 200 Company** which acquired Family Dollar in July, 2015, 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, Deals, and Family Dollar with a Market Capitalization of \$30.48 BN. Dollar Tree and Family Dollar are leading national operators of multi price-point stores offering merchandise generally ranging in price from \$1-\$10 including consumables, home products, apparel and accessories, electronics, and seasonal goods to primarily low and middle-income consumers in convenient neighborhood stores. **The Combo Store concept focuses on providing small towns and rural locations with Family Dollar's great value and assortment and Dollar Tree's "thrill of the hunt".**



16,000±  
STORES



\$30.48B  
MARKET CAP



200,000±  
EMPLOYEES



\$28.32B  
IN ANNUAL SALES

*for quarter ending October 28, 2023*

# TENANT INFORMATION



## FAMILY DOLLAR TREE

The Combo Stores are being extremely well-received in small towns and rural communities and continue to deliver greater sales, improved gross margins and better expense leverage. **With an estimated opportunity for 3,000 markets, Combo Stores will be a key component of Family Dollar's store growth.**

- Corporate Guarantee by Family Dollar stores, Inc. a Subsidiary of Dollar Tree
- Financial Strength: Investment grade. S&P 500 credit rating of BB+ and Moody's of BA1
- Discount stores are being described as "immune to e-commerce" due to their focus on convenience and small store formats
- Dollar Tree reported \$7.31 billion in net sales in its most recent quarter
- The combined company has sales of over \$28.32 billion a year for 2022
- Company initiatives for 2022 included:
  - > Growing the new Combo Store format (see right)
  - > Gaining market share via FamilyDollar.com retail site and Instacart delivery
  - > Initiating self-checkout pilot
  - > Testing fresh produce and frozen meat offerings

**20%**  
AVG SALES LIFT

**COMBO STORE CONCEPT:  
EXTREMELY SUCCESSFUL**



- SAME-STORE SALES LIFT OF > 20% ON AVERAGE
- IMPROVED MERCHANDISE OFFERINGS
- INCREASED STORE TRAFFIC

**BB+**

S&P Global

**BA1**

Moody's



# SECTION

# 3

# PROPERTY INFORMATION



REPRESENTATIVE PHOTO



# PROPERTY INFORMATION

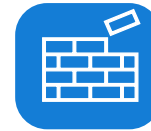
## HIGHLIGHTS



**NEW  
HYBRID STORE  
CONCEPT**



**MINIMAL LANDLORD  
RESPONSIBILITIES  
WITH ROOF WARRANTY**



**NEW  
CONSTRUCTION**



**10,500± SF  
BUILDING  
ON 1.102± AC**



**20% HIGHER SALES  
THAN TRADITIONAL  
STORE MODELS**



**7,500± VPD  
@ SITE ON  
HWY 58**

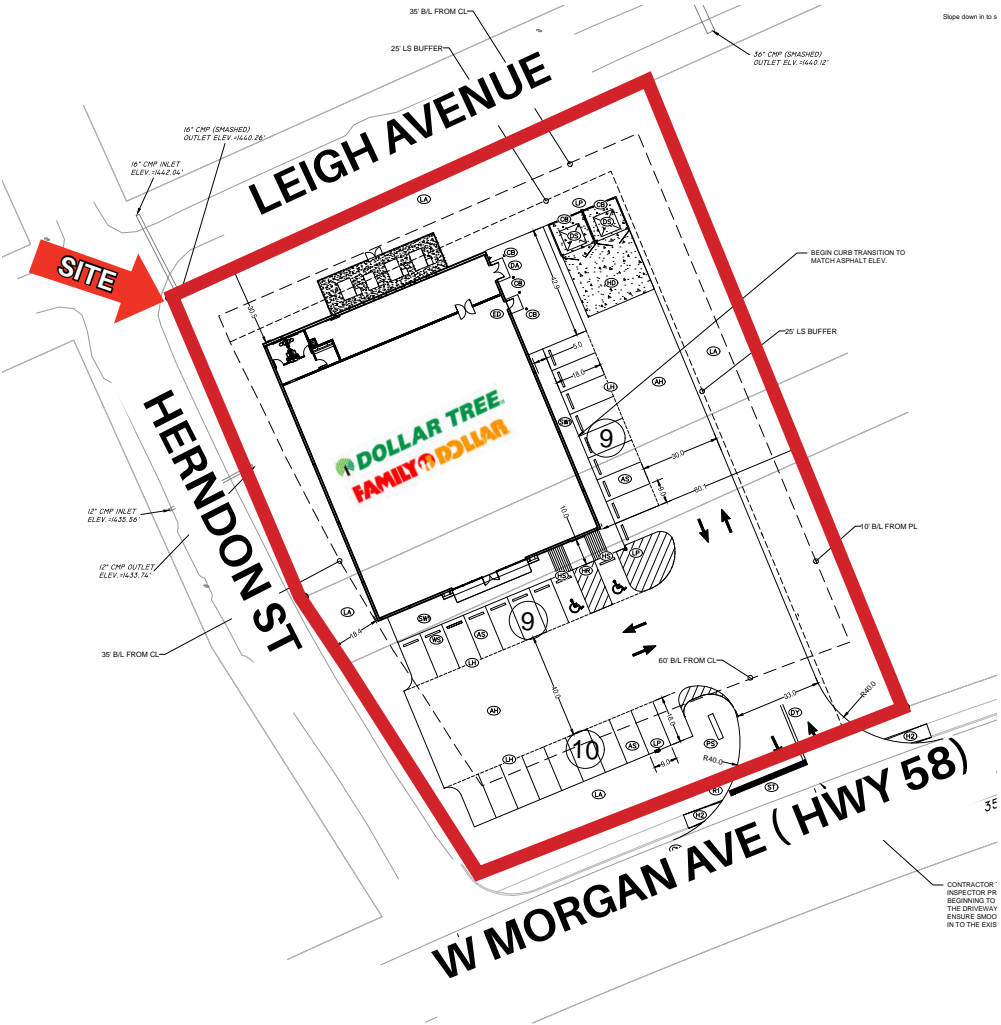


**10 YEAR  
NN LEASE**



**E-COM  
RESISTANT  
TENANT**

# PROPERTY INFORMATION



SITE PLAN



PLAT MAP

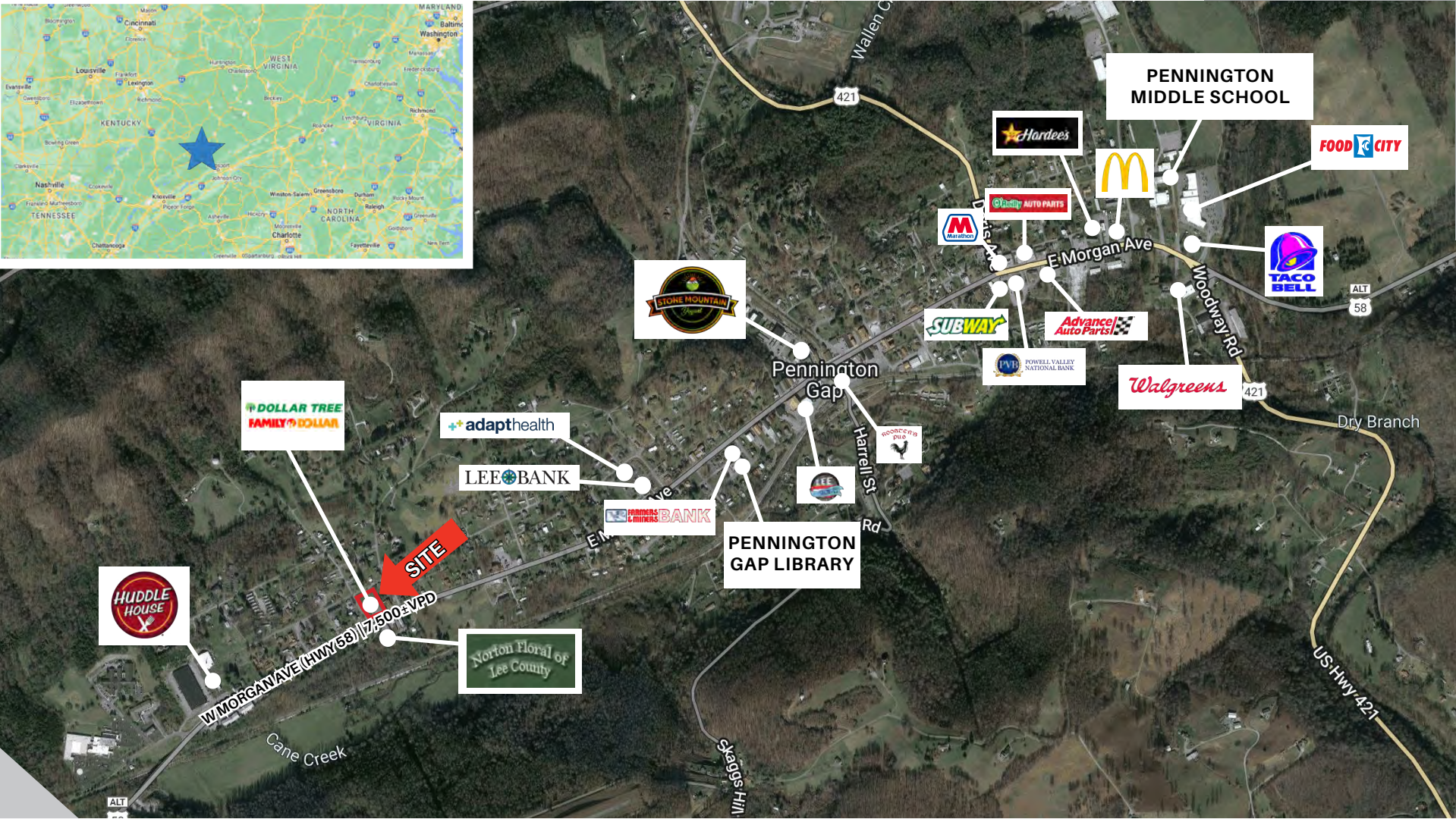
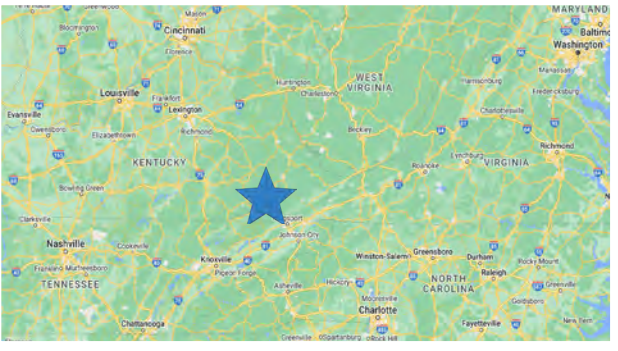


RENDERING

# MARKET INFORMATION



## PENNINGTON GAP, VIRGINIA



# MARKET INFORMATION



## PENNINGTON GAP, VIRGINIA



Pennington Gap, Virginia is a town in Lee County, Virginia.

Pennington Gap is located at the junction of US Route 58A and US Route 421 in the Appalachian Mountains.

Historically, the Pennington Gap post office was established in 1891.

Source: Wikipedia contributors. "Pennington Gap, VA." Wikipedia. The Free Encyclopedia.

**16,393**   **2.28**   **\$54,485**



POPULATION  
10 MILE RANGE



AVG HH SIZE  
10 MILE RANGE



AVG HH INCOME  
10 MI RANGE

2023 SUMMARY	5 Mile	10 Miles	15 Miles
POPULATION	8,379	16,393	30,906
HOUSEHOLDS	3,051	6,497	12,182
FAMILIES	1,940	4,192	7,984
AVERAGE HOUSEHOLD SIZE	2.24	2.28	2.32
OWNER OCCUPIED HOUSING UNITS	2,093	4,616	9,021
RENTER OCCUPIED HOUSING UNITS	958	1,881	3,161
MEDIAN AGE	42.3	43.2	43.6
MEDIAN HOUSEHOLD INCOME	\$35,398	\$35,124	\$35,229
AVERAGE HOUSEHOLD INCOME	\$55,210	\$54,485	\$53,170
2028 EST SUMMARY	5 Mile	10 Miles	15 Miles
POPULATION	8,222	15,986	30,099
HOUSEHOLDS	3,002	6,362	11,923
FAMILIES	1,891	4,070	7,757
AVERAGE HOUSEHOLD SIZE	2.22	2.26	2.30
OWNER OCCUPIED HOUSING UNITS	2,105	4,601	8,961
RENTER OCCUPIED HOUSING UNITS	897	1,761	2,961
MEDIAN AGE	43.3	44.3	44.8
MEDIAN HOUSEHOLD INCOME	\$38,313	\$38,042	\$38,053
AVERAGE HOUSEHOLD INCOME	\$63,308	\$62,257	\$60,182

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# ABOUT US

Twin Rivers Capital, LLC is a privately held real estate investment, development and brokerage company founded in 2002 and headquartered in Charleston, SC.

Focusing on the growth regions of the Southeastern and Mid-Atlantic United States, Twin Rivers Capital provides national retailers with a comprehensive solution for strategic growth.

TRC has completed more than 175 projects and developed nearly 1.5 million SF of real estate throughout 8 states.

TRC also handles third party brokerage, including tenant and landlord representation and investment brokerage services in GA, SC, and VA.

View our properties online at [twinriverscap.com](http://twinriverscap.com).

