



**FAMILY  
DOLLAR**

SUCCESSFUL 30-YEAR LONG TERM OCCUPANCY | STRONG STORE SALES REPORTED

**FAMILY DOLLAR**

201 KENT STREET  
MERKEL, TX 79536

**ENGVEST**  
GROUP



eXp  
COMMERCIAL

# EXCLUSIVELY LISTED BY

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## EXECUTIVE SUMMARY

The **EngVest Group** is pleased to present the opportunity to acquire the fee-simple interest in the Family Dollar located at 201 Kent Street, Merkel, TX 79536. This longstanding location has demonstrated nearly 30 years of operating success, underscoring the tenant's strong performance and continued commitment to the site. Backed by a solid corporate guarantee from Family Dollar Holdings, Inc., the asset operates under a NN lease structure with minimal landlord responsibilities, providing investors with stable, passive income in an essential and recession-resistant retail category.

Ideally positioned near the downtown area of Merkel, the property sits on a prominent corner along Kent Street—benefiting from excellent visibility and over 2,820 vehicles per day. As one of only two national retailers in the entire town and one of just two dollar stores within an eight-mile radius, this Family Dollar serves as a critical retail anchor for the community, drawing a captive customer base with limited competition. Strong in-place sales and a healthy rent-to-sales ratio further reinforce the location's long-term viability.

Priced below replacement cost and supported by consistent performance, essential-use demand, and remaining lease term with option periods, this offering provides investors with an attractive opportunity to secure dependable cash flow and long-term stability within the single-tenant net-lease market.



# OFFERING SUMMARY

## THE OFFERING

Purchase Price	\$255,000
Cap Rate	8.29%
Gross Operating Income	\$30,000
Property Taxes	\$3,427 (2024 Actual)
Insurance	\$5,217 (2024 Actual)
Common Area Maintenance	\$200
Total Operating Expenses	\$8,844
Net Operating Income	\$21,156

## PROPERTY SPECIFICATIONS

Property Address	201 Kent St. Merkel, TX 79536
APN	55929
Building Size	10,000 SF
Price/SF	\$25.50
Land Size	14,000 SF (±0.32 Acres)
Land Price/SF	\$9.60
Year Built	1975
Number of Tenants	1
Occupied	100%

# INVESTMENT HIGHLIGHTS

- ▶ Historical Success with Nearly 30 Years of Occupancy – with 1½ Years of Term Remaining on Term with Option Periods
- ▶ Strong Corporate Guarantee by Family Dollar Holdings Inc.
- ▶ Low Price Point – Priced Below Replacement Cost
- ▶ Very Strong Sales and Healthy Rent to Sales Ratio
- ▶ Essential Use – Pandemic, Internet, and Recession Resistant
- ▶ Fee-Simple NN Lease – with Minimal Landlord Responsibilities
- ▶ One of Two Dollar Stores in an 8 Mile Radius - Strong Central Location in Merkel
- ▶ Excellent Corner Location with High Visibility on Kent Street that sees 2,820+ VPD



# TENANT PROFILE & RENT ROLL

## ABOUT FAMILY DOLLAR

Family Dollar is one of the nation's largest discount retailers, operating over 8,000 stores across 46 states. With a focus on everyday low prices, convenient neighborhood locations, and a broad selection of value-driven merchandise, Family Dollar serves millions of customers each week. The stores offer a compelling mix of essentials including toys, beauty supplies, household cleaners, home décor, and grocery items, making it a dependable one-stop shop for budget-conscious families.

Family Dollar stores are strategically located in urban, suburban, and rural communities, often in freestanding buildings with strong visibility and access. The brand's streamlined, high-efficiency retail model and essential product mix make it a recession-resistant tenant with consistent customer demand. As a long-standing and recognizable name in discount retail, Family Dollar represents a stable and proven tenant for net lease investors seeking reliable income and long-term occupancy.

## LEASE SUMMARY

Guarantor:	Corporate Guarantee – Family Dollar Holdings Inc.
Lease Type:	NN Fee-Simple Lease
Landlord Responsibilities:	Roof, Structure, Parking, Property Taxes (Base Year), Insurance (Base Year)
Tenant:	Property Tax Increases, Insurance Increases, Non-Structural Maintenance (Under \$500)
Lease:	1 ½ Years Remaining
Increases:	Next Increase in Next Option Period (July 2027)
Options:	Two (5) Year Options Remaining

Tenant	SF	Lease Type	Lease Start Date	Lease End Date	Term	Annual NOI	Monthly NOI	Rent/SF	Increases
Family Dollar	10,000 SF	NN-Fee Simple	5/10/1996	12/31/2001	Initial Term	\$20,000	\$1,667	\$2.00	-
			1/1/2002	12/31/2006	Lease Extension	\$26,400	\$2,200	\$2.64	-
			1/1/2007	12/31/2011	Lease Extension	\$26,400	\$2,200	\$2.64	-
			1/1/2012	6/30/2017	Lease Extension	\$26,400	\$2,200	\$2.64	-
			7/1/2017	6/30/2022	Option 3	\$26,400	\$2,200	\$2.64	-
			7/1/2022	6/30/2027	3rd Extended Term	\$30,000	\$2,500	\$3.00	13.64%
			7/1/2027	6/30/2032	Option 4	\$33,000	\$2,750	\$3.30	10.00%
			7/1/2032	6/30/2037	Option 5	\$41,250	\$3,438	\$4.13	25.00%
TOTAL	10,000 SF					\$30,000	\$2,500	\$3.00	

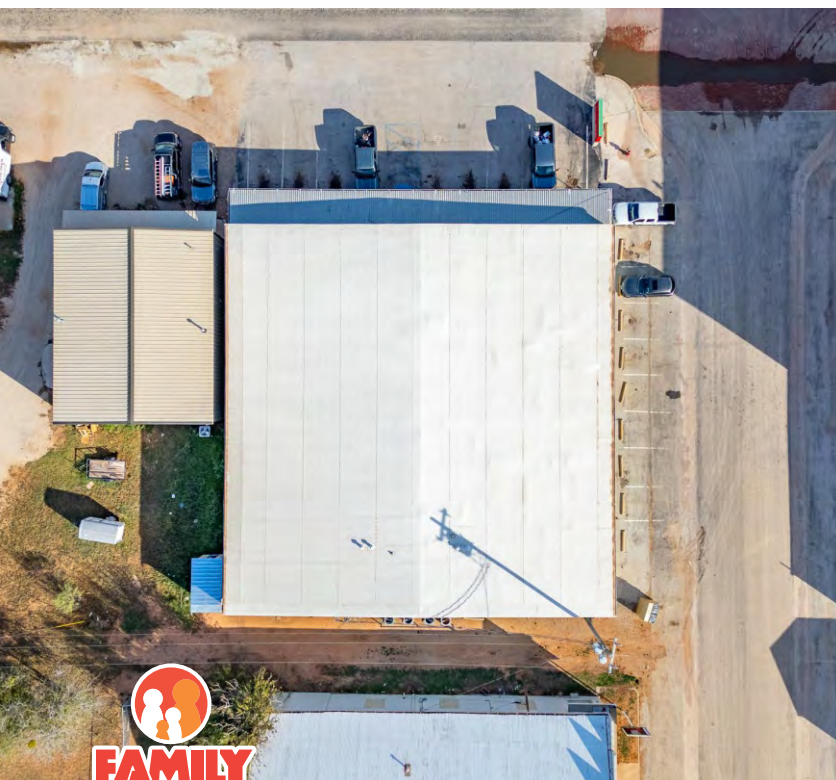


# AERIAL OVERVIEW



# AERIAL MAP







# DEMOGRAPHICS

POPULATION	1 Mile	5 Miles	10 Miles
2020 Population	2,554	3,719	6,931
2024 Population	2,803	3,992	6,955
2029 Population Projection	2,927	4,153	7,151
Annual Growth 2020-2024	2.4%	1.8%	0.1%
Annual Growth 2024-2029	0.9%	0.8%	0.6%
Median Age	36.6	37.9	40
Bachelor's Degree or Higher	12%	12%	13%
HOUSEHOLDS			
2020 Households	987	1,446	2,700
2024 Households	1,084	1,553	2,713
2029 Household Projection	1,135	1,620	2,797
Annual Growth 2020-2024	1.6%	1.1%	-0.4%
Annual Growth 2024-2029	0.9%	0.9%	0.6%
Owner Occupied Households	864	1,253	2,207
Renter Occupied Households	271	367	590
INCOME			
Avg Household Income	\$59,514	\$65,723	\$69,508
Median Household Income	\$50,735	\$54,247	\$58,499
HOUSING			
Median Home Value	\$121,226	\$126,059	\$128,770
Median Year Build	1971	1973	1977

# LOCATION

## THE CITY OF MERKEL

Merkel is a small city in Taylor County, located about 17 miles west of Abilene along Interstate 20. It was founded in the early 1880s as "Windmill Town" when the Texas & Pacific Railway arrived, and was later renamed Merkel after its first settler, S. M. Merkel. The city covers about 2.8 square miles of land and had a population of 2,471 as of the 2020 census. Merkel's economy historically has been rooted in agriculture, but many residents also work in oil-related jobs or commutes to nearby Abilene and the Dyess Air Force Base.



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# 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.

_____ Licensed Broker /Broker Firm Name or Primary Assumed Business Name	_____ License No.	_____ Email	_____ Phone
_____ Designated Broker of Firm	_____ License No.	_____ Email	_____ Phone
_____ 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