



FAMILY DOLLAR

OFFERING MEMORANDUM

FAMILY DOLLAR

GILBERTTOWN (MOBILE MSA), AL

Marcus & Millichap
TAYLOR MCMINN
RETAIL GROUP

REPRESENTATIVE

OFFERING SUMMARY



13516 CHOCTAW AVE, GILBERTOWN, AL 36908

THE OFFERING

\$118,650
NOI

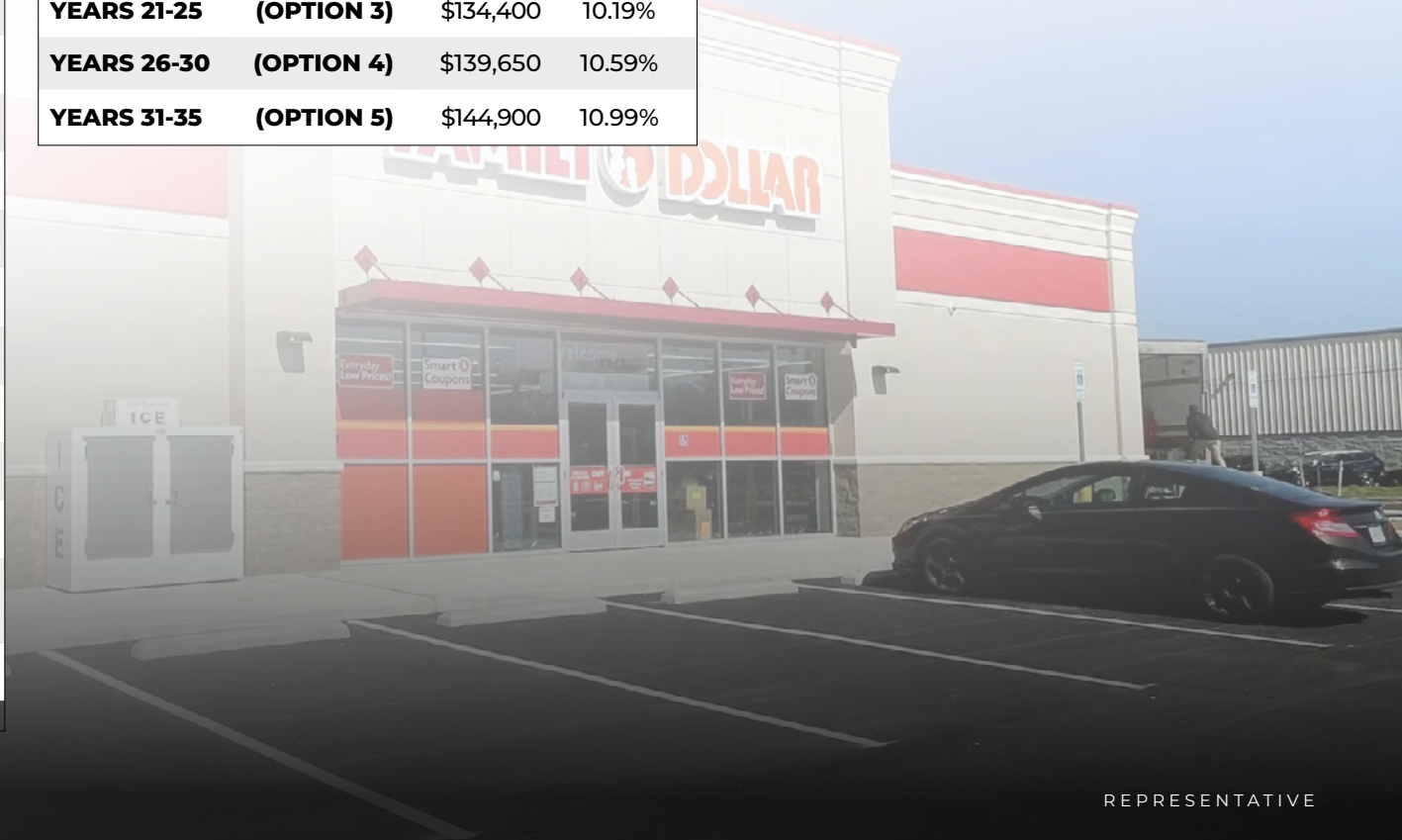
\$1,319,000
PRICE

9.00%
CAP

RENTABLE SQ FT.	10,500
YEAR BUILT	2023
LOT SIZE (AC)	1.33
TENANT TRADE NAME	Family Dollar
LEASE GUARANTOR	Corporate
LEASE TYPE	NN
LEASE TERM	10 Years
RENT COMMENCEMENT DATE	March 2023
LEASE EXPIRATION DATE	March 2033
TERM REMAINING ON LEASE	7 Years
RENT INCREASES	\$0.50 per SF every 5 Years in the Options
OPTIONS	Five, 5-Year Options
TENANT RESPONSIBILITIES	Taxes, Insurance, Utilities, HVAC, Signs, Routine Parking Lot Maintenance, Landscaping
LANDLORD RESPONSIBILITIES	Roof, Structure, Parking Lot

RENT SCHEDULE

BASE RENT	NOI	RETURN
YEARS 1 - 10	\$118,650	9.00%
OPTION RENT	NOI	RETURN
YEARS 11-15 (OPTION 1)	\$123,900	9.39%
YEARS 16-20 (OPTION 2)	\$129,150	9.79%
YEARS 21-25 (OPTION 3)	\$134,400	10.19%
YEARS 26-30 (OPTION 4)	\$139,650	10.59%
YEARS 31-35 (OPTION 5)	\$144,900	10.99%



REPRESENTATIVE

INVESTMENT HIGHLIGHTS

MOBILE MSA – REGIONAL ECONOMIC HUB ALONG THE GULF COAST

- The subject property is located within the Mobile, Alabama MSA, which has a population of approximately 412,000 residents and serves as a primary economic center for south Alabama and the central Gulf Coast.
- Mobile's economy is supported by a diverse employment base including healthcare, manufacturing, retail, logistics, aerospace, and shipbuilding, with more than 180,000 employees across the region.
- Mobile County's economy generated approximately \$23.2 billion in GDP in 2023, representing 5.1% annual growth and accounting for 17% of Alabama's statewide GDP growth.
- The Port of Mobile, Alabama's only deep-water port, ranks among the largest ports in the United States by tonnage, handling more than 64 million tons of cargo annually and supporting regional trade and logistics activity.

STRATEGIC RETAIL LOCATION ON HIGHWAY 17 | GILBERTOWN, AL

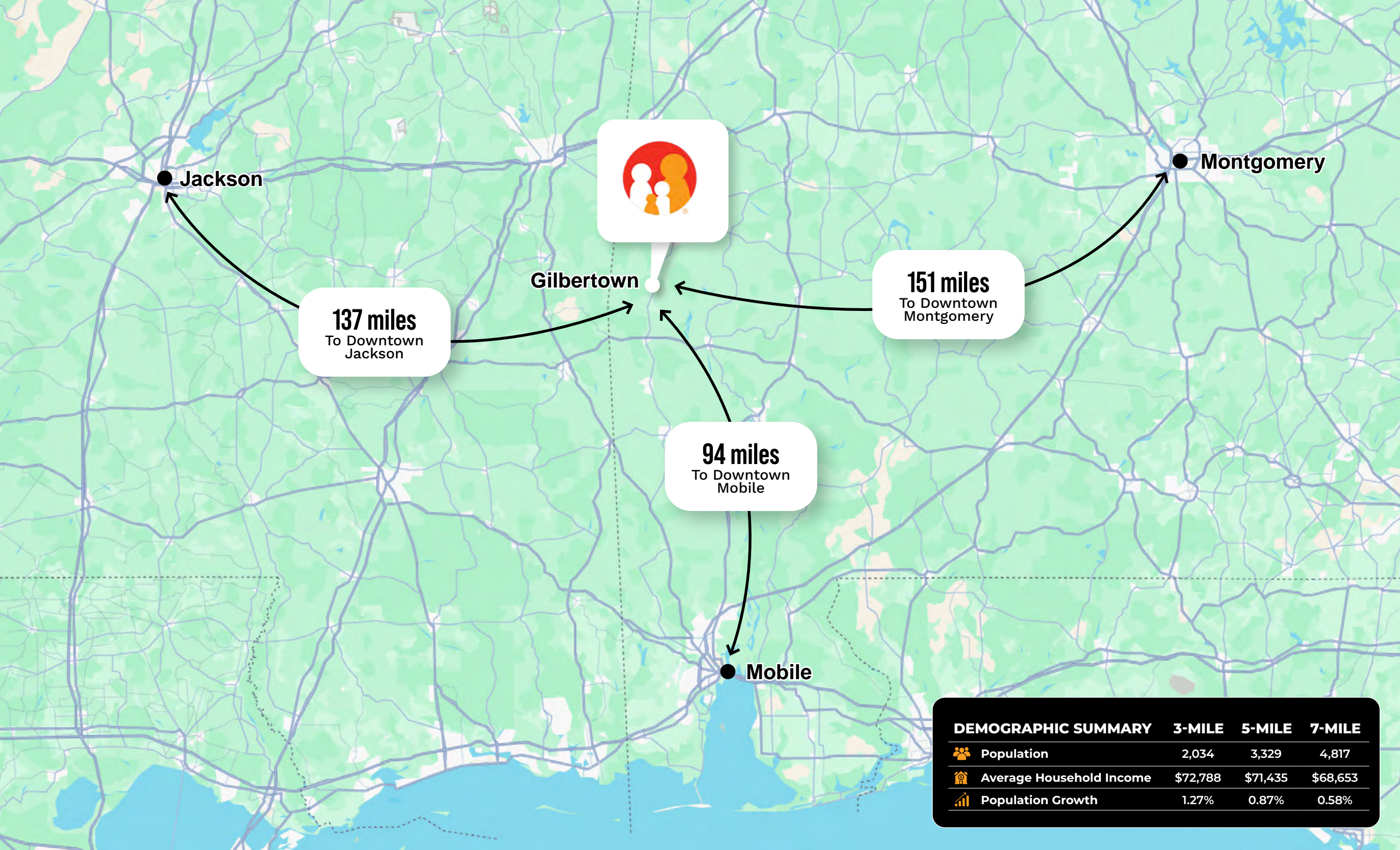
- This Family Dollar is located on Alabama State Route 17 (Choctaw Avenue), a primary north-south corridor serving Gilbertown and surrounding communities in Choctaw County.
- The property benefits from strong visibility and convenient access and serves as a key discount retail provider within the local trade area.
- The store provides essential goods and everyday necessities to residents in Gilbertown and the surrounding rural communities, supporting consistent consumer demand.




CORPORATE-GUARANTEED LEASE WITH 7 YEARS REMAINING

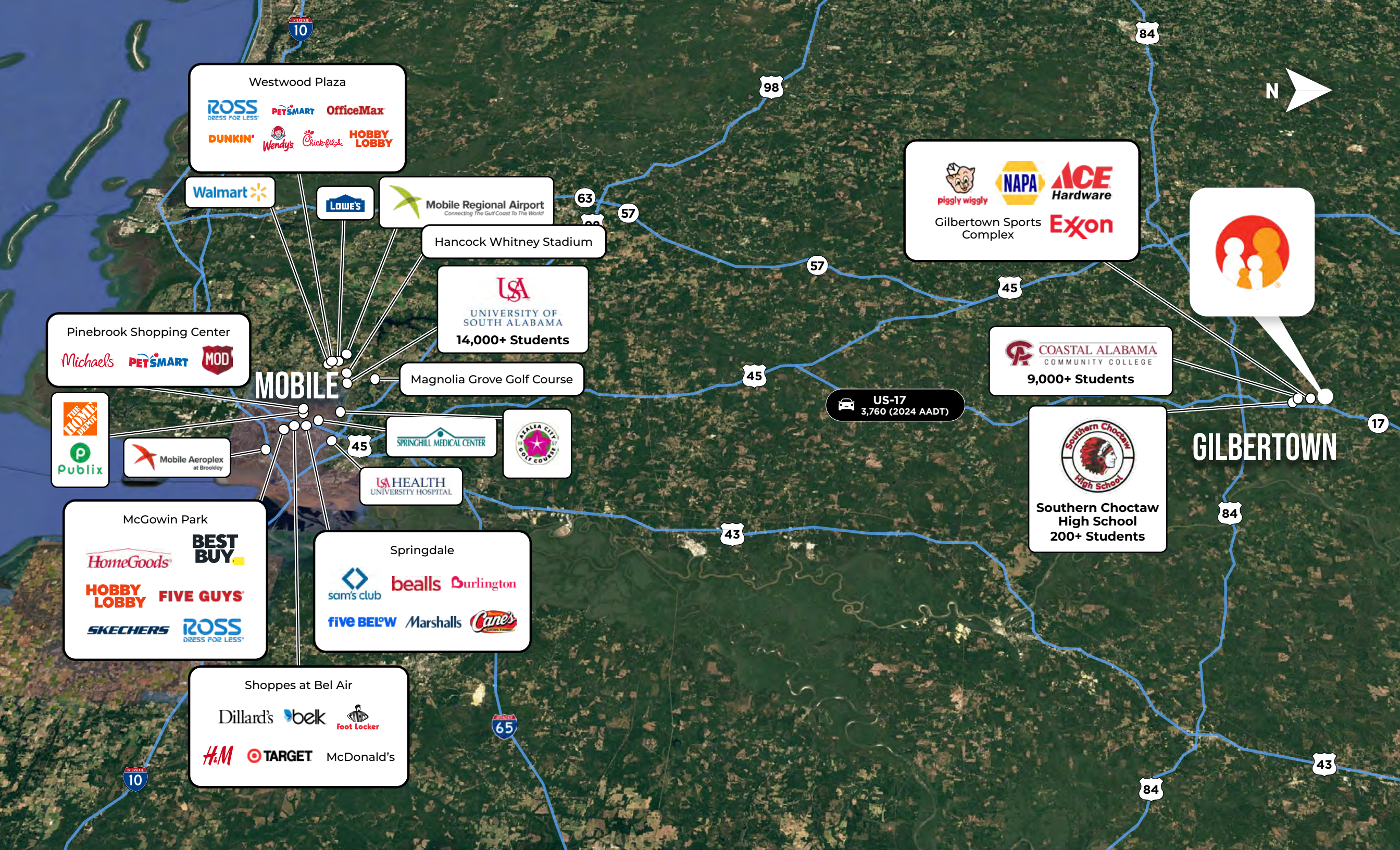
- The property is leased to Family Dollar Stores under a long-term retail lease with approximately 7 years remaining in the initial term.
- The lease includes five (5), five-year renewal options, allowing the tenant the ability to extend occupancy through the long term.
- The rent increases by \$0.50 per square-foot every 5 years in each option period.
- Tenant is responsible for taxes, insurance, utilities, trash, HVAC maintenance and replacement, sign maintenance, routine parking lot maintenance, and landscaping, while landlord is responsible for the roof, structure, and parking lot.

NATIONALLY RECOGNIZED TENANT WITH OVER 7,000 LOCATIONS

- Family Dollar is a private, standalone entity following its strategic 2025 divestiture from Dollar Tree, Inc. The brand now operates with the institutional backing of Brigade Capital Management and Macellum Capital Management, focusing exclusively on its high-growth "small-box" retail model.
- The company operates a massive national network of 7,625 locations across 48 states and the District of Columbia, serving as a vital provider of essential goods in urban and rural markets where larger competitors have a limited footprint.
- With 67 years of operational history and 2024 net sales of \$13.3 billion, Family Dollar remains a recession-resilient tenant. Its mission-critical retail model drives consistent consumer demand and predictable cash flow for property owners.



DEMOGRAPHIC SUMMARY	3-MILE	5-MILE	7-MILE
 Population	2,034	3,329	4,817
 Average Household Income	\$72,788	\$71,435	\$68,653
 Population Growth	1.27%	0.87%	0.58%



Westwood Plaza

ROSS DRESS FOR LESS
PETSMART
OfficeMax

DUNKIN'
Wendys
Chick-fil-A
HOBBY LOBBY

Walmart

LOWE'S

Mobile Regional Airport
 Connecting The Gulf Coast To The World

Hancock Whitney Stadium

USA
 UNIVERSITY OF SOUTH ALABAMA
 14,000+ Students

Magnolia Grove Golf Course

piggly wiggly
NAPA
ACE Hardware
 Gilberttown Sports Complex
Exxon



Pinebrook Shopping Center

Michaels
PETSMART
MOD

COASTAL ALABAMA
 COMMUNITY COLLEGE
 9,000+ Students

THE HOME DEPOT
Publix

Mobile Aeroplex
 at Brookley

SPRINGHILL MEDICAL CENTER

MOBILE CITY OF GOLF COURSE

USA HEALTH
 UNIVERSITY HOSPITAL

US-17
 3,760 (2024 AADT)

Southern Choctaw High School
 200+ Students

McGowin Park

HomeGoods
BEST BUY
HOBBY LOBBY
FIVE GUYS
SKECHERS
ROSS DRESS FOR LESS

Springdale

sam's club
bealls
Durlington
FIVE BELOW
Marshalls
Cane's

Shoppes at Bel Air

Dillard's
belk
Foot Locker
H&M
TARGET
McDonald's



SITE PLAN



PINE ST

CHOCTAW AVE

FRANKLIN AVE

MELVIN RD

FAMILY DOLLAR

N

HIGH ST

CHOCTAW AVE

HIGH ST

FRANKLIN AVE

HIGH ST

DEMOGRAPHIC SUMMARY

POPULATION	3-MILE	5-MILE	7-MILE
2030 Projected Population	2,060	3,358	4,845
2025 Estimated Population	2,034	3,329	4,817
Population Growth	1.27%	0.87%	0.58%
2020 Census Population	2,076	3,397	4,952
2010 Census Population	2,184	3,622	5,372

DAYTIME POPULATION	3-MILE	5-MILE	7-MILE
2025 Estimate Population	1,532	2,447	3,353

HOUSEHOLDS	3-MILE	5-MILE	7-MILE
2030 Projected Households	893	1,513	2,202
2025 Estimated Households	875	1,486	2,166
Household Growth	2.04%	1.85%	1.66%
2020 Census Households	841	1,433	2,097
2010 Census Households	862	1,461	2,160

HOUSEHOLDS	3-MILE	5-MILE	7-MILE
2025 Est. Average HH Income	\$72,788	\$71,435	\$68,653
2025 Est. Median HH Income	\$56,272	\$52,803	\$50,460

Marcus & Millichap

Source: © 2026 Experian

HOUSEHOLDS BY INCOME	3-MILE	5-MILE	7-MILE
2025 Estimate			
\$200,000 or More	4.61%	5.33%	4.89%
\$150,000 - \$199,999	3.16%	3.15%	3.01%
\$100,000 - \$149,999	13.85%	12.19%	11.64%
\$75,000 - \$99,999	12.96%	12.72%	11.64%
\$50,000 - \$74,999	20.84%	19.41%	18.53%
\$35,000 - \$49,999	14.26%	11.53%	10.98%
\$25,000 - \$34,999	7.00%	9.89%	11.04%
\$15,000 - \$24,999	10.56%	11.02%	11.80%
\$10,000 - \$14,999	3.87%	4.50%	5.30%
Under \$9,999	8.90%	10.26%	11.17%

HOUSEHOLDS BY INCOME	3-MILE	5-MILE	7-MILE
2030 Projected			
Owner Occupied Housing Units	68.39%	68.63%	67.67%
Renter Occupied Housing Units	12.21%	11.65%	11.81%
Vacant	19.41%	19.72%	20.51%
2025 Estimate			
Owner Occupied Housing Units	68.53%	68.79%	67.80%
Renter Occupied Housing Units	12.13%	11.55%	11.73%
Vacant	19.34%	19.67%	20.47%
2020 Estimate			
Owner Occupied Housing Units	68.88%	69.30%	68.25%
Renter Occupied Housing Units	11.91%	11.13%	11.37%
Vacant	19.21%	19.57%	20.38%

MARKET OVERVIEW

MOBILE, AL



412,339
RESIDENTS

2024
Population



\$25.8B
TOTAL ANNUAL
ECONOMIC IMPACT

Port of
Mobile



3.5M
ANNUAL
VISITORS

Gulf Coast
Region



14,000+
STUDENTS

University of
South Alabama

Major Economic Drivers

AIRBUS



Infirmary Neurosurgery
INFIRMARY HEALTH



UNIVERSITY OF
SOUTH ALABAMA

Retail Stability Strengthened by Regional Connectivity and Economic Diversity

Mobile is a growing commercial and economic center on the Gulf Coast, supported by a diverse mix of industries including manufacturing, aerospace, shipbuilding, logistics, and healthcare. Home to the twelfth busiest port in the country, the city plays a key role in regional trade and is widely known as the “Gateway to the Gulf.” Its location along Interstates 10 and 65, along with direct access to the Port of Mobile, makes it an important hub for business and connectivity across the Gulf Coast. Major employers such as the University of South Alabama, Mobile Aeroplex at Brookley, Austal USA, and leading healthcare systems continue to support a stable workforce and steady population growth.

Retail demand in Mobile is driven by both local growth and its position within the broader Gulf Coast region. The city attracts visitors traveling throughout the coast and continues to see rising tourism activity, with nearly 3.5 million visitors in 2024, up 2.2% from the prior year, and \$1.9 billion in travel-related spending. This consistent flow of visitors, combined with population growth, supports retail, dining, and service businesses across the market.

With its growing population, diverse economy, and unparalleled regional connectivity, Mobile offers a dynamic environment for retail investment. Well-positioned properties catering to everyday needs are primed to benefit from rising demand, strong foot traffic, and the city’s continued economic momentum, making Mobile one of the most compelling retail markets in the Southeast.

With a growing population, a diverse economic base, and strong ties to Gulf Coast trade and tourism, Mobile continues to offer a solid environment for retail investment. Well-located properties are positioned to benefit from ongoing demand and steady economic growth.



DOWNTOWN MOBILE
MOBILE, AL



\$25.8B ANNUAL ECONOMIC IMPACT
PORT OF MOBILE

TENANT SUMMARY

**NEIGHBORHOOD SCALE.
ESSENTIAL MISSION.**



CHARLOTTE, NC
HQ

\$30.6B
ANNUAL
REVENUE

1959
YEAR
FOUNDED

67
YEARS IN
BUSINESS

7,625
STORES
IN 49 STATES

60,000+
EMPLOYEE
COUNT



Family Dollar, founded in 1959 and now operating over 7,625 stores across 49 states, remains a key player in the American discount retail landscape. Headquartered in Charlotte, North Carolina, the chain serves primarily low to middle-income communities with value-priced essentials. In early 2024, parent company Dollar Tree announced the sale of Family Dollar to Brigade Capital Management and Macellum Capital, signaling a strategic shift. Family Dollar reported \$30.6 billion in revenue for 2024—an 8.02% year-over-year increase—driven by store remodels, format diversification (such as H2.5 and XSB layouts), and a new partnership with Uber Eats, offering delivery from 5,000 locations. With strong retail density in Texas, Florida, and the Southeast, Family Dollar continues to evolve its footprint while remaining deeply rooted in community-based value retailing.



INVESTMENT CONTACTS

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RETAIL GROUP

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Dated:

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Phone: (678) 808-2762
Fax: (815) 550-1286
don.mcminn@marcusmillichap.com

Re: 13516 Choctaw Ave, Gilbertown, AL 36908 (Family Dollar)

Dear:

Please accept this offer to purchase the above referenced Property. This letter expresses Purchaser's interest in purchasing the Property under the following terms and conditions:

Purchaser _____

**Purchaser's
Address** _____

**Purchaser's
Phone/Fax** _____

**Purchaser's
Email Address** _____

Offer Price _____

Earnest Money \$25,000 earnest money deposit due within forty-eight (48) hours of the Effective Date of the Contract with an additional \$25,000 deposited at the expiration of the Inspection Period (\$50,000 Total). The Earnest Money shall become non-refundable barring any other listed contingencies at the expiration of the Inspection Period.

Inspection Period 21 Calendar Days from the Effective Date, which shall mean the date on which the latter of the parties executes a Contract. All available Due Diligence Documents ("Documents") will be forwarded immediately upon the Effective Date of the Contract.

Purchaser's Initials _____ Seller's Initials _____

Financing Period
(Please Check One)

All Cash (No Financing Period)

Financing: Purchaser shall have ten (10) days from the Effective Date of the Contract to apply for and obtain a financing commitment. In addition, Purchaser shall have 30 days from the effective date of the contract to complete loan processing. Purchaser shall use its best efforts to secure and obtain a new first mortgage loan in the amount of \$_____ on terms which are acceptable to Purchaser.

Closing Date

Within 10 Calendar Days after the expiration of the Inspection Period (or Financing Period if applicable).

Closing Costs

Seller shall pay for the transfer tax. Buyer shall pay for Title. Purchaser and Seller shall each bear its own attorneys expenses. All other Closing Costs shall be split 50-50 between Buyer and Seller.

Property Condition

Property is being sold "AS IS" with Seller making representations or warranties concerning the property.

Contract within 10 days:

Within Ten (10) Calendar Days of the Effective Date of this Letter of Intent, Purchaser and Seller shall enter into a binding Contract (the "Contract"). Seller will Draft the Contract and Failure to reach an agreement will allow the Seller to consider this agreement void and accept offers from other parties.

Broker Commission

Purchaser acknowledges that Purchaser has employed _____, ("Purchaser's Brokers") to represent them in this transaction. Any commissions due the Purchaser's broker (if applicable) shall be paid by the Seller directly.

1031 Exchange

Purchaser is / is not (check one) completing an IRS 1031 Tax Deferred Exchange, to which the Seller agrees to cooperate providing there is no cost or expense to Seller. Purchaser has \$_____ in an exchange account from a transaction which closed escrow on _____. Purchaser will provide Seller, upon request, proof of such funds.

Confidentiality

Purchaser and Purchaser's agents and representatives hereby covenant with Seller that Purchaser and Purchaser's agents and representatives shall not, without the prior written consent of Seller (which consent may be withheld in Seller's sole and absolute discretion), disclose to any other person (other than Purchaser's accountants and attorneys) or entity by any means whatsoever: (i) any information pertaining to the Documents; (ii) any information pertaining to the Contract; or (iii) any information or documentation

Purchaser's Initials _____ Seller's Initials _____

(written or oral) provided by Seller or Seller's agents and representatives concerning Seller, Seller's business, Tenant, Tenant's business or the Property.

This Letter of Intent is contingent upon the prospective Purchaser's willingness to execute Seller's standard Purchase Agreement as well as review and approval of the details of the transaction proposed above by the appropriate principal parties of the Seller.

It is understood and agreed that the foregoing constitutes a *Letter of Intent* setting forth the major business points from our discussions. It is further understood that neither party intends to create any contractual rights or obligations as a result of entering into this *Letter of Intent*. No binding agreement or rights or obligations shall arise as the result of executing this letter or with respect to the proposed transactions, unless and until we execute definitive documentation incorporating the above provisions and other appropriate terms.

If the foregoing accurately reflects our discussions, please acknowledge same by returning a signed copy of this letter. Execution of this Letter of Intent by the undersigned agent in no way binds or obligates the Seller or any of its principals.

Agreed and Accepted | Purchaser

Agreed and Accepted | Seller

By: _____

By: _____

Printed: _____

Printed: _____

Dated: _____

Dated: _____

Purchaser's Initials _____ Seller's Initials _____