



 **DOLLAR TREE**

5013 York Rd | Baltimore, MD 21212



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REPRESENTATIVE PHOTO



INVESTMENT HIGHLIGHTS

LEASE AND LOCATION

- 2019 Renovation-to-suit for Dollar Tree
- Huge 5 mile population of over 567,993 Residents
- Average HHI of \$131,416
- Traffic counts in excess of 19,000 VPD on York Road
- Baltimore is the largest city in Maryland
- Subject property is across the street from Loyola University Maryland, which has a student population of ±3,977

TENANT

- Investment Grade Credit Tenant – S&P Rated BBB
- Dollar Tree s one of the few retailers that thrived through the COVID pandemic and witnessed a sharp increase in same store sales / profitability
- Dollar Tree acquired Family Dollar in 2015 and they are considered to be the second largest discount retailer in the United States with more than 16,000 locations



REPRESENTATIVE PHOTO

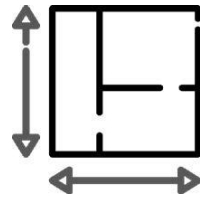
FINANCIAL OVERVIEW



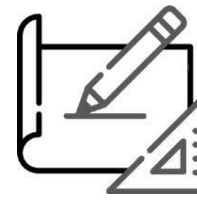
\$1,947,330
PRICE



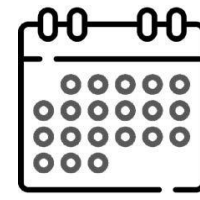
8.00%
CAP RATE



±9,273 SF
GLA



±0.57 ACRES
LOT SIZE



2019
YEAR RENOVATED

TENANT SUMMARY

Store #	7763
Tenant Trade Name	Dollar Tree
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Roof and Structure	Landlord Responsible
Original Lease Term	10 Years
Rent Commencement Date	10/29/2019
Lease Expiration Date	2/28/2030
Term Remaining on Lease	±6.25 Years
Increase	\$9,273 (\$1 PSF) in Options
Options	Three, 5-Year Options

ANNUALIZED OPERATING DATA

Lease Year	Monthly Rent	Annual Rent	Increases	Cap Rate
Current - 2/28/2030	\$12,982.20	\$155,786.40	\$9,273	8.00%
Option 1	\$13,754.95	\$165,059.40	\$9,273	8.48%
Option 2	\$14,527.70	\$174,332.40	\$9,273	8.95%
Option 3	\$15,300.45	\$183,605.40	\$9,273	9.43%



NOTRE DAME OF MARYLAND UNIVERSITY
2,982 STUDENTS



YORK RD
± 19,000 VPD



MORGAN STATE UNIVERSITY
7,747 STUDENTS



MedStar Washington
Hospital Center

JOHNS HOPKINS UNIVERSITY
23,917 STUDENTS



TENANT OVERVIEW

COMPANY NAME

Dollar Tree, Inc.

OWNERSHIP

Public

INDUSTRY

Dollar Stores

HEADQUARTERS

Chesapeake, VA

NO. OF EMPLOYEES

±60,000



A DOLLAR TREE COMPANY

Dollar Tree, Inc. (NASDAQ: DLTR), North America's leading operator of discount variety stores, announced that it would buy Family Dollar for \$8.5 billion. On January 22, 2015, Family Dollar shareholders approved the Dollar Tree bid.

Dollar Tree, a Fortune 500 Company, now operates more than ±15,115 stores across 48 states and five Canadian provinces. Stores operate under the brands of Dollar Tree, Dollar Tree Canada, and Family Dollar.

FAMILY DOLLAR OVERVIEW

When it comes to getting value for everyday items for the entire family in an easy to shop, neighborhood location, Family Dollar is the best place to go. One of the nation's fastest-growing retailers, Family Dollar offers a compelling assortment of merchandise for the whole family ranging from household cleaners to name brand foods, from health and beauty aids to toys, from apparel for every age to home fashions, all for everyday low prices. While shoppers can find many items at \$1 or less, most items in the store are priced below \$10, which makes shopping fun without stretching the family budget.

GEOGRAPHIC REACH

Family Dollar serves families in more than 8,000 neighborhoods in 46 states. The Dollar Tree merger with Family Dollar now creates a combined organization with sales exceeding \$23 billion annually with more than 15,115 stores across 48 states and five Canadian Provinces. The merger has allowed Family Dollar to grow offering broader, more compelling merchandise assortments, with greater values, to a wider array of customers.

STRATEGY

Family Dollar offers a compelling mix of merchandise for the whole family. Ranging from an expanded assortment of refrigerated and frozen foods and health and beauty items to home décor and seasonal items, Family Dollar offers the lowest possible price, the name brand and quality private-brand merchandise customers need and use every day.



15,115+
LOCATIONS



\$23B
2019 REVENUE



1959
FOUNDED

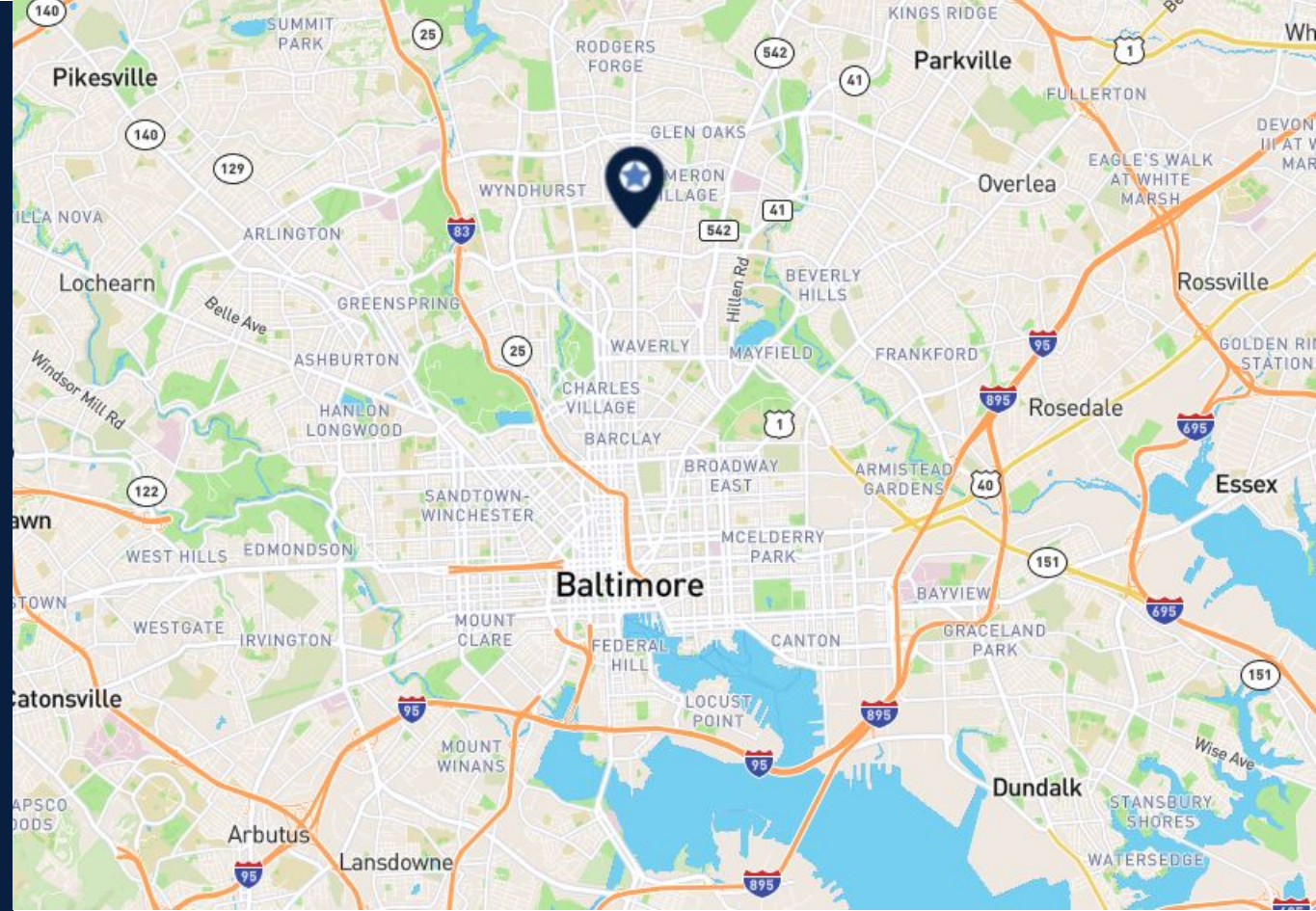


AREA OVERVIEW

Baltimore, MD

Steeped in history and unique culture, Baltimore is among America's most culturally-rich cities. Centuries spent as a major port city have contributed to a diverse mix of influences, resulting in the eclectic range of food and art found in Baltimore today. The relatively compact layout of the city makes life a bit easier for pedestrians and cyclists — it also means that, even though the city is home to over 600,000 people, it retains the feel of a much smaller community. The city's neighborhoods display a huge degree of variety, ranging from rowhouses to high-rise apartments to charming suburban subdivisions.

It's an excellent city for sports fans, with the Orioles and the Ravens representing Baltimore in the big leagues. The arts community is quite active in Baltimore as well, largely thanks to the Maryland Institute College of Art and the huge Artscape festival that draws thousands every May. High-culture institutions such as the Baltimore Museum of Art and the Baltimore Symphony Orchestra cater to the city's more refined tastes, and the gorgeous waterfront offers plenty to satisfy locals and visitors alike. The close proximity to both Washington, D.C. and Philadelphia makes it easy to take a quick trip out of town and see even more of America's signature cities.



DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
Five-Year Projection	27,204	196,175	557,079
Current Year Estimate	28,051	201,146	567,993
2020 Census	28,696	205,733	578,918
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Five-Year Projection	9,257	78,497	225,821
Current Year Estimate	10,201	84,952	241,195
2020 Census	10,377	86,152	243,490
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$131,416	\$114,268	\$104,132

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2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

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A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

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