



Actual Location

OFFERING MEMORANDUM

FAMILY DOLLAR

WOODBINE, NEW JERSEY (OCEAN CITY MSA)

CBRE



INVESTMENT OVERVIEW

The CBRE Net Lease Property Group is pleased to exclusively offer a 8,320-square-foot freestanding Family Dollar situated on 1.82 acres in Downtown Woodbine, New Jersey which is part of the Ocean City MSA (Population: 97,265). Family Dollar’s 15-year absolute NNN lease with 10% rent increases in April 2027 and each of the six 5-year renewal options commenced in February 2017. The property is ideally located with excellent frontage and visibility on the hard corner at the signalized intersection of Dehirsch Avenue and Washington Avenue (Combined Traffic Count: 9,118 VPD) approximately 5 miles northwest of the Garden State Parkway which provides access to Downtown Ocean City (18 miles to the northeast). In addition, the site is strategically located caddy corner to Woodbine’s Municipal Court. The property also benefits from its central location in Downtown Woodbine and its close proximity to some of the area’s main points of interest including: Woodbine Elementary (0.7 miles), 102-unit Woodbine Manor Apartments (0.7 miles), and the 300-patient Woodbine Development Center (1 mile).

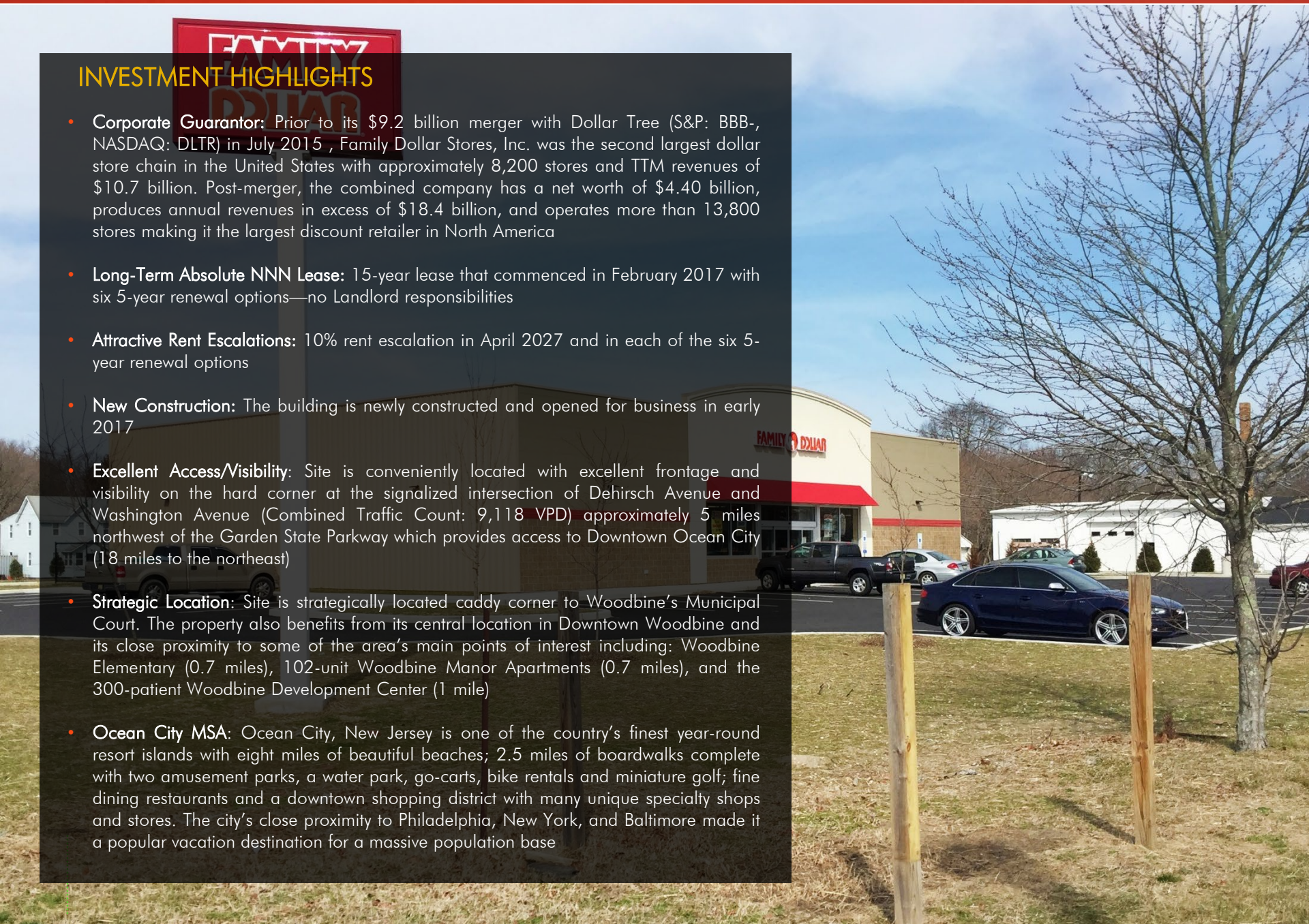
INVESTMENT SUMMARY

NOI:	\$135,245
PRICE:	\$2,113,000
CAP:	6.40%



INVESTMENT HIGHLIGHTS

- **Corporate Guarantor:** Prior to its \$9.2 billion merger with Dollar Tree (S&P: BBB-, NASDAQ: DLTR) in July 2015, Family Dollar Stores, Inc. was the second largest dollar store chain in the United States with approximately 8,200 stores and TTM revenues of \$10.7 billion. Post-merger, the combined company has a net worth of \$4.40 billion, produces annual revenues in excess of \$18.4 billion, and operates more than 13,800 stores making it the largest discount retailer in North America
- **Long-Term Absolute NNN Lease:** 15-year lease that commenced in February 2017 with six 5-year renewal options—no Landlord responsibilities
- **Attractive Rent Escalations:** 10% rent escalation in April 2027 and in each of the six 5-year renewal options
- **New Construction:** The building is newly constructed and opened for business in early 2017
- **Excellent Access/Visibility:** Site is conveniently located with excellent frontage and visibility on the hard corner at the signalized intersection of Dehirsch Avenue and Washington Avenue (Combined Traffic Count: 9,118 VPD) approximately 5 miles northwest of the Garden State Parkway which provides access to Downtown Ocean City (18 miles to the northeast)
- **Strategic Location:** Site is strategically located caddy corner to Woodbine's Municipal Court. The property also benefits from its central location in Downtown Woodbine and its close proximity to some of the area's main points of interest including: Woodbine Elementary (0.7 miles), 102-unit Woodbine Manor Apartments (0.7 miles), and the 300-patient Woodbine Development Center (1 mile)
- **Ocean City MSA:** Ocean City, New Jersey is one of the country's finest year-round resort islands with eight miles of beautiful beaches; 2.5 miles of boardwalks complete with two amusement parks, a water park, go-carts, bike rentals and miniature golf; fine dining restaurants and a downtown shopping district with many unique specialty shops and stores. The city's close proximity to Philadelphia, New York, and Baltimore made it a popular vacation destination for a massive population base



FAMILY DOLLAR

PROPERTY OVERVIEW

ADDRESS:	434 Washington Avenue Woodbine, New Jersey 08270
TENANT:	Family Dollar Stores of New Jersey, Inc.
GUARANTOR:	Family Dollar Stores, Inc.
BUILDING SIZE:	8,320 SF
PARCEL SIZE:	1.82 Acres
YEAR BUILT:	2016 (New Construction)
PARKING:	40 Spaces

LEASE SUMMARY

LEASE COMMENCEMENT:	February 2, 2017	
LEASE EXPIRATION:	March 31, 2032	
TERM REMAINING:	±13.4 Years	
LEASE TYPE:	Absolute NNN	
BASE RENT:	Current Rent:	\$135,245
	4/1/27-3/31/32:	\$148,770
INITIAL TERM INCREASES:	10% in April 2027	
OPTIONS:	Six 5-Year Renewal Options	
OPTION INCREASES:	10% increases in each 5-year option	
TAXES:	Tenant will pay directly to the taxing authority all ad valorem real estate taxes which may be levied against the Demised Premises from the rent commencement date to the end of the term of this Lease.	

INSURANCE:	Tenant will obtain and keep in force a commercial property insurance policy covering the Demised Premises for their full replacement cost against loss or damage by perils covered by “Causes of Loss Special Form” Insurance. Tenant will obtain and keep in force a commercial general liability insurance policy with limits of not less than \$2,000,000 for each occurrence and \$4,000,000 general aggregate insuring Tenant against liability for bodily injury, death and property damage with respect to occurrences on the Demised Premises. Tenant has the right to self-insure so long as Tenant or Tenant’s Guarantor maintains a net worth of at least \$500 million.
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MAINTENANCE & REPAIRS:	Tenant will maintain and keep in good repair and replace when necessary all portions of the building constituting part of the Demised Premises, whether interior or exterior, including without limitation, the roof, exterior walls, canopy, gutters, downspouts, doors, door closures and glass in windows and doors, electrical and plumbing systems, and heating and air conditioning systems, and also all structural portions of the building. Tenant will also maintain the existing landscaping and keep the parking, service and access areas (and other exterior areas, if any) maintained and in a good state of repair and property lighted, including the removal of snow, ice, trash, weeds and debris.
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RIGHT OF FIRST REFUSAL:	Yes (21 days)
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DEMOGRAPHICS

	1-MILE	3-MILE	5-MILE
Population	2,231	3,346	8,121
Average Household Income	\$48,501	\$56,292	\$73,331
Traffic Count	4,470 VPD on Dehirsch Avenue 4,648 VPD on Washington Avenue		



FAMILY DOLLAR
my money, my family, dollar.

Woodbine
Municipal
Utilities

Woodbine Meat Market

Midatlantic Auto Finance

Gold Medal Environmental



Uniform Distribution Center

Sullivan Motors

Woodbine
Municipal
Court

INDUSTRIAL

Sea Isle Ice

Dollar Plus

Dave's Auto Service

JC & A Spanish
American Market

Woodbine Manor Apartments
- 102 Units



Adam's Variety Store

WASHINGTON AVE 4,648 VPD

DEHIRSCH AVE 4,470 VPD



State Police

Woodbine Elementary School

The Woodbine Equestrian
Center

Woodbine Development Center:
300 Patients

Pardner's Tack & Supply

JACKSON AVENUE

WASHINGTON AVENUE - 4,648 VPD

DEHIRSCH AVENUE - 4,470 VPD

FAMILY DOLLAR
my family, my family dollar.





TENANT OVERVIEW

In July 2015, Family Dollar completed a \$9.2 billion merger with Dollar Tree (S&P: BBB-, NASDAQ: DLTR). Prior to the merger, Family Dollar Stores, Inc. was the second largest dollar store chain in the United States, operating approximately 8,200 stores across 46 states. The retailer also reported TTM revenues of \$10.7 billion and had a net worth of approximately \$1.85 billion prior to the merger. Post-merger, the combined company has a net worth of \$7.6 billion, produced TTM net sales in excess of \$19.7 billion, and operates more than 15,000 stores across the United States and Canada, making it the largest discount retailer in North America, as of August 4, 2018.

Founded in 1959, Family Dollar uses a merchandising strategy which provides customers with good values on basic merchandise for the family and home in a small-box, neighborhood format, mostly priced under \$10.00. Prior to their recent merger with Dollar Tree, Family Dollar's growth strategy has primarily been focused on new store openings and remodeling existing locations. In 2013 and 2014, the company added more than 1,000 new stores throughout the country. With the advent of the merger, the combined chain is in a better position to reach out to more value-seeking consumers through a network spanning across vast geographies and has benefitted from substantial operational, distributional and cost synergies.



Not Actual Location

AREA OVERVIEW

WOODBINE, NEW JERSEY

Part of the Ocean City, New Jersey MSA (Population: 93,553), the borough of Woodbine is situated in Cape May County and is a bedroom community that allows residents and visitors the ability to enjoy the small town feel as well as being in close proximity to Ocean City (16 miles to the northeast) and Atlantic City (31 miles to the northeast). The economy is based on healthcare, public administration, administrative waste management retail trade, education services and manufacturing. One of the main employers of the city is the 250-acre Woodbine Development Center which is a state-of-the-art development center that provides a wide range of habilitation, behavioral and medical services and supports to approximately 300 men with developmental disabilities. Founded in 1921, the center is one of five in the state.



OCEAN CITY MSA

Ocean City, New Jersey (MSA Population: 93,553) is one of the country's finest year-round resort islands with eight miles of beautiful beaches and bay for sunbathing, boating, fishing, jet skis and kayaking; 2.5 miles of boardwalk complete with two amusement parks, a water park, go-carts, bike rentals and miniature golf; fine dining restaurants and a downtown shopping district with many unique specialty shops and stores. The city's close proximity to Philadelphia, New York, and Baltimore made it a popular vacation destination for a massive population base.

HISTORY

In 1700, whaler John Peck began using the barrier island as a storage place for freshly caught whales. Eventually known as Peck's Beach, the island had several purposes: it was an Indian summer fishing camp, cattle-grazing area, and sometimes mainlanders would boat over for a picnic or to hunt. In the mid-19th century, Parker Miller and his family became the first year-round residents. The Millers lived at what is now the corner of Seventh Street and Asbury Avenue. Parker worked as an agent for marine insurance companies, raised cattle and farmed. In 1879, four Methodist ministers (Ezra B. Lake, James Lake, S. Wesley Lake and William Burrell) purchased Peck's Beach to create a Christian seaside resort and camp meeting place. The men came together under a cedar tree (which still stands at 6th and Asbury) and formed the Ocean City Association. The group built streets and sold commercial and residential lots. They built the Tabernacle, which still remains between 5th and 6th Streets and Asbury Avenue. Camp meetings began the following summer. Soon residents built homes, hotels, bridges, railroads and schools. The boardwalk was built and rebuilt several times due to damage from natural disasters. Part of the original four's wish, that Ocean City remain a pure retreat that exemplified the Christian mindset, still remains today as strong as the cedar tree they first met under. Historically, Ocean City is a dry town—there is no public drinking anywhere on the island. Some residents and tourists alike seem to appreciate this law that sets the island apart from any of its surrounding towns.

AREA OVERVIEW



OCEAN CITY MSA

CULTURE/ATTRACTIONS

Our city has activities tailored to the interests of all our guests, whether you're visiting with your family in the summer or hosting a business meeting in the fall. With over a million visitors in our peak season, it's easy to see why Ocean City is the chosen vacation destination for families all over the country. The beaches at Ocean City stretch eight miles down the coast. Pristine white sand and rolling surf give the Ocean City shore its unique character and are ideal for families and groups in need of a relaxing day on the beach. The famous Ocean City Boardwalk is a hub of activity in the morning, throughout the day, and at night.

ECONOMY

Ocean City has a thriving economy that is continuing to grow and flourish every year. Since the mid-2015, payrolls have soared and the unemployment rate has plunged. Much of the job gains came from utilities, transportation and warehousing industries. There has also been a significant increase in single family home permits from builders showing an increase confidence in the housing market. Ocean city has seen a significant boom in the health care industry with a large number of new residence retiring to the MSA.

TOURISM

Ocean City's fortunes remain wedded to tourism. Leisure/hospitality will benefit from the improvement in Mid-Atlantic economies. Consumer confidence is up, gasoline prices are low, and national income is growing. For Ocean City's this means more travelers will be arriving with more money in their pockets. Employment in leisure/hospitality and retail trade is near an all-time high, but rapid growth will not be sustained indefinitely, as Ocean City faces competition from many other nearby coastal areas. In addition, jobs in leisure/hospitality tend to be low paying and often are seasonal. As a consequence, income growth in Ocean City will once again lag the state and regional averages in 2016. Ocean City see more than one million visitors a year stimulating economic development and growth.

Affiliated Business Disclosure, Confidentiality Agreement & Disclaimer

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CONFIDENTIALITY AGREEMENT

This is a confidential Memorandum intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property.

This Memorandum contains selected information pertaining to the Property and does not purport to be a representation of the state of affairs of the Property or the owner of the Property (the "Owner"), to be all-inclusive or to contain all or part of the information which prospective investors may require to evaluate a purchase of real

property. All financial projections and information are provided for general reference purposes only and are based on assumptions relating to the general economy, market conditions, competition and other factors beyond the control of the Owner and CBRE, Inc. Therefore, all projections, assumptions and other information provided and made herein are subject to material variation. All references to acreages, square footages, and other measurements are approximations. Additional information and an opportunity to inspect the Property will be made available to interested and qualified prospective purchasers. In this Memorandum, certain documents, including leases and other materials, are described in summary form. These summaries do not purport to be complete nor necessarily accurate descriptions of the full agreements referenced. Interested parties are expected to review all such summaries and other documents of whatever nature independently and not rely on the contents of this Memorandum in any manner.

Neither the Owner or CBRE, Inc. nor any of their respective directors, officers, Affiliates or representatives make any representation or warranty, expressed or implied, as to the accuracy or completeness of this Memorandum or any of its contents, and no legal commitment or obligation shall arise by reason of your receipt of this Memorandum or use of its contents; and you are to rely solely on your investigations and inspections of the Property in evaluating a possible purchase of the real property.

The Owner expressly reserved the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions with any entity at any time with or without notice which may arise as a result of review of this Memorandum. The Owner shall have no legal commitment or obligation to any entity reviewing this Memorandum or making an offer to purchase the Property unless and until written agreement(s) for the purchase of the Property have been fully executed, delivered and approved by the Owner and any conditions to the Owner's obligations therein have been satisfied or waived. By receipt of this Memorandum, you agree that this

Memorandum and its contents are of a confidential nature, that you will hold and treat it in the strictest confidence and that you will not disclose this Memorandum or any of its contents to any other entity without the prior written authorization of the Owner or CBRE, Inc. You also agree that you will not use this Memorandum or any of its contents in any manner detrimental to the interest of the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return this Memorandum to CBRE, Inc.

DISCLAIMER

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Actual Location

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