



101 Herdner Rd | Taos, NM 87571

Retail
Investment Opportunity
Offering Memorandum



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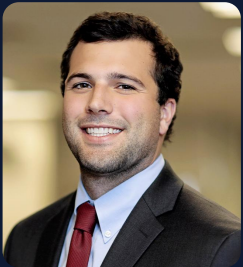
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PROPERTY OVERVIEW

Dollar Tree

101 Herdner Rd Taos, NM 87571



EXECUTIVE SUMMARY

101 Herdner Rd

Taos, NM 87571

2015

Year Built

±9,000 SF

GLA

NN+

Lease Type

Investment Highlights

Corporately Guaranteed Lease - Investment Grade Credit Rating

Dollar Tree was deemed an "**essential retailer**" during the COVID-19 Pandemic

Average household Income within a 5-mile radius is estimated at \$75,929

High Traffic Counts - sees daily traffic counts of ±20,192 VPD

Tenant Commitment - Tenant has operated here for over 10 years (exercised their first option early without a rent concession), demonstrating their commitment to the location

Familiar Net Lease Tenants Within One Mile of the Store: Starbucks, Walmart, Wendy's AutoZone Auto Parts, T-Mobile, KFC, Taco Bell, Speedway, Maverik, NAPA Auto Parts, Verizon, Sonic, Big-O Tires, etc.

Rare \$1 per SF rental increases during the option periods

Strong Tourism-Driven Economy - Taos is a well-known hub for skiing with attractions such as Taos Ski Valley and the historic downtown and Taos Plaza attracts boutique shoppers





THE COFFEE APOTHECARY
TAOS, N.M

TAOS VALLEY LODGE
121 Rooms

Taos High School
±763 Students

NUSENDA
CREDIT UNION
The Power of WE®

Song's Restaurant
Chinese Restaurant

Hinds & Hinds
Taos Storage Since '71

Albertsons

WHATABURGER

BR baskin robbins

European Alterations & Tailoring
Tailor

68

Domino's Pizza

HARBOR FREIGHT
Quality Tools at Ridiculously Low Prices

Paseo Del Pueblo Sur ± 20,219 VPD

Walgreens

Taos Regional Airport SKX
±9.3 Miles Away

DOLLAR TREE
Subject Property



Walmart Supercenter

GEORGE GANDY
INSURANCE

PROPERTY PHOTOS



FINANCIAL OVERVIEW

Dollar Tree

101 Herdner Rd Taos, NM 87571



FINANCIAL SUMMARY

\$1,581,081

List Price

7.40%

Cap Rate

\$175.68

Price Per SF

±1.59 AC

Lot Size

Annualized Operating Data

Term	Date	Monthly Rent	Annual Rent	Cap Rate	Rent PSF	Increases
1st Option	2025 - 4/30/2031	\$9,750.00	\$117,000.00	7.40%	\$13.00	\$1.00 PSF
2nd Option	2031 - 2036	\$10,500.00	\$126,000.00	7.97%	\$14.00	\$1.00 PSF

Property Details

Tenant Trade Name	Dollar Tree
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN+
Landlords Responsibilities	Roof & Structure
Lease Expiration Date	4/30/2031
Term Remaining on Lease	±5.37 Years
Increases	\$1 per SF
Options	One, 5-Year Option



TENANT SUMMARY

Year Founded
1986

Headquarters
Chesapeake, VA

Ownership Status
Publicly Traded

Employees
150,000+

Locations
16,600+

Credit Rating
BBB

Annual Revenue
\$17.58 B



Tenant Overview

Dollar Tree, Inc. (NASDAQ: DLTR), headquartered in Chesapeake, Virginia, is one of North America's most prominent value retailers—renowned for its compelling “thrill-of-the-hunt” shopping experience and everyday low pricing. A member of the S&P 500, Dollar Tree delivers consistent accessibility and convenience to a broad demographic base, especially in suburban markets. Founded in 1986 (originating from the “Only \$1.00” concept), the company has solidified its brand strength through disciplined expansion, strategic acquisitions, and a reputation for operational reliability. Over the years, Dollar Tree has successfully integrated Family Dollar into its portfolio, significantly expanding its reach across urban and rural markets. This multi-banner strategy allows the company to serve diverse customer segments while driving long-term growth.

Why Invest in Dollar Tree?

- **Public, Investment-Grade Tenant:** Dollar Tree operates as a fully public, S&P 500-listed entity with a solid BBB credit rating, ensuring a high level of financial transparency and access to capital markets.
- **Expansive Retail Footprint:** The company commands a network exceeding 16,600+ stores across 48 U.S. states and multiple Canadian provinces, offering both broad geographic reach and deep market penetration.
- **Economic Resilience:** Its value-oriented model tends to outperform in weaker economic cycles—consumers increasingly trade down to discount formats during inflationary periods, reinforcing same-store sales stability.
- **Strategic Growth Initiatives:** Through the rollout of its “3.0” multi-price store format, Dollar Tree is enhancing its merchandise depth, lifting comp performance (ticket, traffic, and discretionary categories) and broadening appeal beyond strict bargain shoppers.

MARKET OVERVIEW

Dollar Tree

101 Herdner Rd Taos, NM 87571



TAOS, NM

Market Demographics



6,453
Total Population

\$46,579
Median HH Income

2,000
of Households

60%
Homeownership Rate

3,000
Employed Population

35.4%
% Bachelor's Degree

52
Median Age

\$432,700
Median Property Value

Local Market Overview

Taos, New Mexico is a distinctive high-desert mountain town anchored by a long-established cultural and tourism economy. Known for its historic adobe architecture, artistic traditions, and outdoor recreation amenities, Taos attracts residents and visitors drawn to its unique lifestyle and scenic landscape. While the population is modest—about 6,450 residents today—the area benefits from steady demand supported by retirees, creatives, seasonal residents, and lifestyle-oriented households seeking proximity to the Sangre de Cristo Mountains.

Economically, Taos balances a tourism base with local services, healthcare, and small professional employment sectors. Median household income in the town area is approximately \$46,500–\$47,000, with a homeownership rate around 60 % and median property values around \$430,000+, reflecting moderate but stable residential real estate values. The cultural and natural setting fosters long-term consumer demand for retail, service, and experiential commercial uses, making properties positioned along key corridors—like Herdner Road near Taos Commons—attractive for regional users and investors alike.

Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	3,391	12,212	18,622
Current Year Estimate	3,454	12,579	19,274
2020 Census	3,647	13,286	20,633
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	1,652	5,899	8,861
Current Year Estimate	1,676	6,053	9,133
2020 Census	1,725	6,082	9,281
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$93,350	\$101,482	\$99,578



Local Market Overview

Taos, New Mexico is a distinctive mountain town that blends rich cultural traditions with a thriving tourism-driven economy. Celebrated for its historic adobe architecture, vibrant arts scene, and world-class outdoor recreation, Taos attracts a wide mix of residents, seasonal visitors, and lifestyle-driven consumers. The community's setting at the base of the Sangre de Cristo Mountains enhances its appeal, making it a destination for those seeking a balance of natural beauty and creative energy.

Commercial corridors benefit from steady foot traffic, limited retail saturation, and strong support for local businesses. Taos' identity as a heritage and recreation hub drives consistent demand for service-oriented and experience-based retail. With limited new development and a preservation-focused planning approach, infill and repositioning opportunities hold long-term value. The area's blend of cultural cachet and destination appeal positions it as a compelling location for tenants and investors targeting differentiated, high-engagement markets.

Economic Drivers

Taos operates on a culturally driven economy rooted in tourism, the arts, and essential services. Its identity as an artistic and recreational destination sustains year-round activity, with consistent demand from both visitors and a loyal local population. Anchored by the Taos Plaza, ski resorts, and surrounding natural assets, the town's economic ecosystem benefits from boutique retail, hospitality, and experiential service offerings. Institutions such as Holy Cross Medical Center, Taos Municipal Schools, and Kit Carson Electric Cooperative further reinforce the employment base, ensuring a steady flow of both consumer traffic and residential stability.

Infrastructure and development efforts continue to enhance long-term viability. Ongoing upgrades to the Taos Regional Airport and NM Highway 68 corridor improve accessibility, while the town's investment in renewable energy supports broader sustainability goals. These efforts, coupled with a preservation-focused growth strategy, create a commercial environment characterized by low competition and enduring demand. With strong arts, healthcare, and hospitality sectors, Taos remains economically resilient and uniquely positioned for real estate investment.

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **101 Herdner Rd, Taos, NM, 87571** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

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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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