



2221 S. Union Street | Opelousas, LA 70570

Retail
Investment Opportunity
Offering Memorandum



Representative Photo

MATTHEWS™

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Representative Photo

PROPERTY OVERVIEW

Dollar Tree

2221 S. Union Street Opelousas, LA 70570



Representative Photo

INVESTMENT HIGHLIGHTS

Lease & Location

- Extremely attractive 7.50% Cap Rate
- Corporate lease from Dollar Tree
- Brand new 2025 build-to-suit construction for Dollar Tree featuring the latest prototype and specifications
- 10-Year NN+ Lease which includes Four, 5-Year extension periods
- 20-Year transferable Roof Warranty
- Situated on a large 1.74 Acre parcel
- Strategically located adjacent to a Walmart Neighborhood Market and Super Food center
- Surrounded by strong national retailers including McDonald's, Raising Cane's, Walmart, Taco Bell, Check Point Urgent Care and Hobby Lobby
- Serves a dense trade area with roughly 30,000 residents in a 5-mile radius
- Close proximity to both Lafayette and Baton Rouge

Tenant Highlights

- Dollar Tree recently sold off Family Dollar in summer of 2025 to refocus on its core, higher-performing brand
- Since the sale of Family Dollar, Dollar Tree has seen an increase in their stock price of nearly 25%
- Investment Grade Credit Tenant – S&P Rated BBB



Representative Photo



HARBOR FREIGHT
QUALITY TOOLS LOWEST PRICES

Walmart 
Supercenter

TACO BELL

planet fitness  **BURGER KING** 

Wendy's  **SHERWIN WILLIAMS** 

SHOE DEPT.
WAFLE HOUSE

Red Robin
Cane's
CHICKEN FINGERS

Walgreens

McDonald's

31 ± 17,000 VPD

GMC

H Holiday Inn Express

ASHLEY

CHASE 

SOUTHERN UROLOGY

6 suites

Tony Chacheres
Famous Creole Cuisine

OLLIE'S Bargain OUTLET **HOBBY LOBBY**
GOOD STUFF CHEAP
Alexandria • Opelousas • Ville Platte • Eunice
BROWN'S FURNITURE

Ford **Jeep**
DODGE **RAM**

182

Walmart 
Neighborhood Market


DOLLAR TREE
Subject Property

spark
by Hilton

Super 1 Foods
Walgreens

CASHSAVER
A COST PLUS FOOD OUTLET
AT&T **Mama's**
FRIED CHICKEN
TSC **TRACTOR SUPPLY CO**

Google Earth

✈ St. Landry Parish Airport

🌲 North City Park

±8.4 Miles Away
RELOGISTICS

 **VenturaFoods**

✚ **Opelousas General Health System-Main Campus**
±181 Beds

🎓 **Grolee Elementary School**
±453 Students

 **CVS pharmacy**  

±29,300 VPD
167

31 ±17,000 VPD

🏢 **Downtown Opelousas**
±1.7 Miles Away



🎓 **Opelousas Junior High**
±401 Students

EVANGELINE
* DOWNS *
RACETRACK • CASINO • HOTEL

HARBOR FREIGHT
QUALITY TOOLS LOWEST PRICES

   

   

Walmart Supercenter 

🌲 South City Park


DOLLAR TREE
Subject Property

 
DODGE RAM

Super1 Foods
Walgreens
Walmart Neighborhood Market

 **CASHSAVER** 
A COST PLUS FOOD OUTLET **OLLIE'S OUTLET**
Mama's HOBBY LOBBY
FRIED CHICKEN **HOBBY LOBBY**
AT&T **TRACTOR SUPPLY CO**  **BROWN'S FURNITURE**
Alexandria • Opelousas • Ville Platte • Eunice

INTERSTATE 49
±38,800 VPD

🎓 **Opelousas High School**
±772 Students

2221 S. Union Street
Opelousas, LA Opelousas, LA
70570

±10,000 SF

GLA

2025

Year Built

±12,000

Vehicles Per Day (US 182)

NN+

Lease Type

±1.74 AC

Lot Size



Representative Photo

FINANCIAL OVERVIEW

Dollar Tree

2221 S. Union Street Opelousas, LA 70570



Representative Photo

FINANCIAL SUMMARY

\$2,233,333

List Price

7.50%

Cap Rate

±10,000 SF

GLA

±1.74 AC

Lot Size

Property Details

Tenant Trade Name	Dollar Tree
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN+
Roof & Structure	Landlord Responsibility (20-Year Roof Warranty)
Original Lease Term	10 Years
Rent Commencement Date	6/1/2025
Lease Expiration Date	6/30/2035
Term Remaining	±9 Years
Increase	\$5,000 in Options (\$0.50 PSF)
Options	Four , 5-Year

Annualized Operating Data

Lease Year	Monthly Rent	Annual Rent	Cap Rate
Current	\$13,958.33	\$167,500.00	7.50%
Option 1	\$14,375.00	\$172,500.00	7.72%
Option 2	\$14,791.67	\$177,500.00	7.95%
Option 3	\$15,208.33	\$182,500.00	8.17%
Option 4	\$15,625.00	\$187,500.00	8.40%





TENANT PROFILE

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 ±16,000 stores across 48 states and five Canadian provinces. Stores operate under the brands of Dollar Tree, Dollar Tree Canada, and Family Dollar.

DOLLAR TREE OVERVIEW

Known for its commitment to offering a wide range of products, including household items, food, party supplies, and seasonal decorations, all priced at one dollar or less, Dollar Tree caters to cost-conscious consumers seeking affordable shopping options.

GEOGRAPHIC REACH

Dollar Tree's acquisition of Family Dollar has significantly expanded its reach and product offerings, benefitting communities across 8,000 neighborhoods. This merger has transformed the organization into a retail giant, boasting an impressive annual sales volume surpassing \$23 billion, thanks to a vast network of over 16,000 stores spanning 48 states and five Canadian provinces. The merger has allowed Dollar Tree and Family Dollar to grow offering broader, more compelling merchandise assortments, with greater values, to a wider array of customers.

STRATEGY

This unique "everything's a dollar" concept has made Dollar Tree a popular destination for budget-conscious consumers seeking affordable shopping options. The company's extensive network of stores and focus on affordability has established it as a key player in the retail industry, serving a diverse customer base.



16,000+

LOCATIONS



\$30.6B

2023 REVENUE



1959

FOUNDED

MARKET OVERVIEW

Dollar Tree

2221 S. Union Street Opelousas, LA 70570



OPELOUSAS, LA

Local Market Overview

Located in the heart of St. Landry Parish, Opelousas functions as a historic regional center within south-central Louisiana, serving as an important hub for employment, healthcare, education, and government services for the surrounding communities. While population trends have been relatively flat in recent years, the city continues to benefit from its role as a primary service market within a largely rural trade area. Household incomes reflect a working-class demographic profile, supporting consistent demand for affordable and workforce-oriented housing options.

Housing tenure in Opelousas is balanced between owner-occupied and renter households, creating a stable foundation for multifamily demand. Accessibility remains a core strength of the market, with the city positioned along major regional transportation corridors that provide efficient connectivity to Lafayette and other key employment centers throughout Acadiana. The demographic profile skews mature, with residents typically valuing affordability, proximity to essential services, and convenient regional access—characteristics that support steady occupancy and long-term stability for well-located multifamily assets.



Lafayette, LA MSA

Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	23,453	31,807	55,848
Households	3-Mile	5-Mile	10-Mile
Current Year Estimate	9,191	12,387	21,784
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$52,140	\$56,190	\$60,503

LAFAYETTE, LA

Market Demographics



414,288
Total Population

\$67,000
Median HH Income

99,357
of Households

66.1%
Homeownership Rate

118,229
Employed Population

33.92%
% Bachelor's Degree

36.4
Median Age

\$234,200
Median Property Value

Local Market Overview

Lafayette, the economic and cultural hub of Louisiana's Acadiana region, presents a robust environment for retail and healthcare investment. Known for its diversified economy and high quality of life, the city serves as a regional destination for commerce, healthcare, education, and entertainment, drawing consumers from a multi-parish trade area. Lafayette's commercial landscape is anchored by strong fundamentals, with key corridors such as Johnston Street, Ambassador Caffery Parkway, Kaliste Saloom Road, and the I-10/I-49 interchange serving as primary nodes for retail activity.

Retail is a cornerstone of Lafayette's economy, with one of the most mature and productive retail footprints in the state. Major corridors such as Ambassador Caffery Parkway, Johnston Street, and Louisiana Avenue host dense clusters of national and regional retailers across power centers, neighborhood strips, and lifestyle formats. Acadiana Mall, the region's premier enclosed shopping center, houses over 100 stores and continues to serve as a high-traffic retail anchor.



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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 **2221 S. Union Street, Opelousas, LA, Opelousas, LA 70570** ("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.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
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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Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

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™. 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.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

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