



1283 W Frontage Rd | Rio Rico, AZ 85648

Retail
Investment Opportunity
Offering Memorandum



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David Harrington

Broker Lic. No.: BR715518000 (AZ)

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PROPERTY OVERVIEW

Family Dollar

1283 W Frontage Rd Rio Rico, AZ 85648




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INVESTMENT HIGHLIGHTS

Lease and Location Highlights

- **Strong Corporate Tenant-** Family Dollar operates **7,300+ stores nationwide**, providing long-term credit stability and national scale.
- **Consistent Store-Level Traffic Performance-** The property averages approximately **11,168 customer visits per month**, totaling **±904,620 visits since 2019** (AlphaMap). Traffic has remained **remarkably stable over a 6+ year period**, demonstrating the store's role as a daily-needs destination and reinforcing tenant commitment to the location.
- **Recession-Resistant Discount Retailer-** Family Dollar benefits from value-driven consumer demand, with foot traffic historically resilient through economic cycles, including inflationary and downturn environments.
- **Strong Lease Structure-** Lease expires **12/31/2030** with **10% rental increases every five years** and **Two, 5 -year renewal options**, providing predictable income growth and long-term cash flow visibility.
- **Freestanding, Fee Simple Asset-** **±9,379 SF** building situated on a **±1.02-acre parcel**, offering strong real estate fundamentals and long-term flexibility.
- **Strategic Interstate-Oriented Location-** Positioned along **W Frontage Road adjacent to Interstate 19**, a primary commuter corridor connecting Rio Rico, Nogales, and Tucson, supporting steady traffic volumes and visibility.
- **Growing Trade Area Demographics-** Population within a **1-mile radius projected to grow 1.1% annually (2024–2029)**, with household growth also trending positive across 1-, 3-, and 5-mile trade areas.
- **Passive Investment with Long-Term Optionality-** Ideal for 1031 exchange buyers seeking stable income.



 **Coatimundi Middle School**
±504 Students

 **Rio Rico High School**
±1,425 Students

 **Mountain View School**
±965 Students



FAMILY DOLLAR
Subject Property

U-HAUL

 **San Cayetano Elementary School**
±404 Students

 **El Destino**
±60 Units

SR 22,100 VPD

 **garrett's**
SUPERMARKET
 **Little Caesars** **SUBWAY**

SUNFED
Perfect Produce

 **MAS**
Melons & Grapes
GreenPoint

1283 W Frontage Rd
Rio Rico, AZ 85648

±9,379 SF
GLA*

2006
Year Built

±1.02 AC
Lot Size*

NN
Lease Type

*GLA and Lot Size to be verified by Buyer with a new survey



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FINANCIAL OVERVIEW

Family Dollar

1283 W Frontage Rd Rio Rico, AZ 85648



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FINANCIAL SUMMARY

\$1,150,000

List Price

11.00%

Cap Rate

\$122.61

Price Per SF

Lease Details

Tenant Trade Name	Family Dollar
Tenant	Corporate
Rent Commencement Date	2/23/2005
Lease Expiration Date	12/31/2030
Original Lease Term	10 Years
Lease Term Remaining	±5 Years
Rent Increases	10% Increases per Option
Option Periods	One, 5-Year Options Remaining
Lease Type	NN
Roof and Structure	Landlord Responsibility
Type of Ownership	Fee-Simple

Annualized Operating Data

Term	Monthly Rent	Annual Rent	Increases
Current - 12/31/2030	\$10,546.17	\$126,554.04	-
Option 4 (1/01/2031 - 12/31/2035)	\$11,600.84	\$139,210.08	10.00%
Option 5 (1/01/2036 - 12/31/2040)	\$12,760.93	\$153,131.16	10.00%



TENANT SUMMARY

Year Founded
1959

Headquarters
Chesapeake, Virginia

Ownership Status
Private (since 2025)

Employees
±60,000

Locations
7,500+

Annual Revenue
±\$10.5 Billion



Tenant Overview

Family Dollar is a nationally recognized discount retailer focused on providing everyday essentials at affordable prices to value-oriented consumers. Founded in 1959, the company has built a strong neighborhood-based presence across urban and secondary markets, where convenience and price sensitivity drive consistent demand. The brand operates small-format stores offering consumables, household goods, and seasonal merchandise, positioning Family Dollar as a resilient tenant within the discount retail segment.

Formerly a subsidiary of Dollar Tree, Family Dollar became a standalone private company in 2025 following its acquisition by a private equity consortium. The company is headquartered in Chesapeake, Virginia and operates approximately 7,500+ locations nationwide, making it one of the largest discount retailers in the U.S. Its extensive footprint, essential-goods focus, and renewed strategic direction support its continued relevance in value-driven retail.

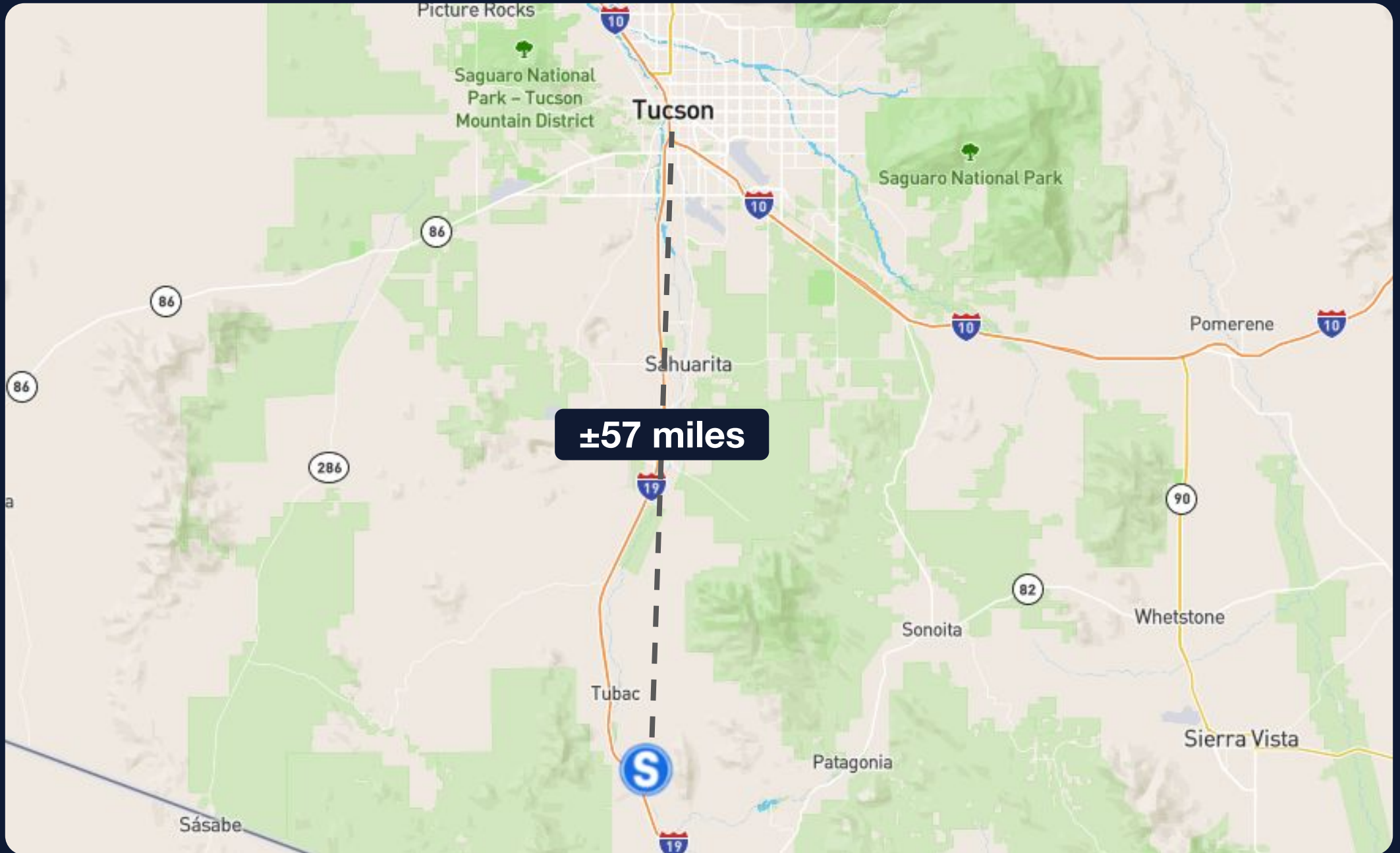
Why Invest in Family Dollar?

- Established Discount Brand: Over 60 years of operating history with strong consumer recognition.
- Large National Footprint: Thousands of locations provide geographic diversification and scale.
- Essential Retail Focus: Emphasis on consumables and household staples supports recession resistance.
- Neighborhood Store Model: Small-format locations serve convenience-driven and underserved markets.
- Attractive Net-Lease Profile: Consistent traffic drivers and long-term retail relevance.
- Operational Reset Opportunity: New private ownership focused on portfolio optimization and brand revitalization.

MARKET OVERVIEW

Family Dollar

1283 W Frontage Rd Rio Rico, AZ 85648



RIO RICO, AZ

Local Market Overview

Rio Rico is a growing residential community in Santa Cruz County, positioned directly north of the U.S.–Mexico border and adjacent to Nogales, AZ. The area benefits from steady population growth driven by affordable housing, a strong homeownership base, and cross-border economic activity. Median household incomes are competitive for the region, supporting consistent demand for value-oriented retail. Households tend to be larger than national averages, reinforcing the need for essential goods, grocery, and discount retailers that serve everyday family needs.

The local economy is closely tied to international trade, logistics, and government services, with Nogales serving as a major port of entry for produce and goods moving between Mexico and the U.S. Proximity to Interstate 19 provides direct connectivity to Tucson, expanding access to employment centers while maintaining lower living costs. Daily-needs retail performs well due to limited in-market competition, strong commuter traffic patterns, and a population that prioritizes convenience and price sensitivity. These fundamentals create a stable environment for neighborhood and discount retail anchored by necessity-based tenants.



Property Demographics

Population	1-Mile	3-Mile	5-Mile
Current Year Estimate	2,862	10,796	18,819
Five-Year Projection	2,857	11,102	19,315
2020 Census	2,869	10,119	17,782
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$46,289	\$80,550	\$84,858



TUCSON, AZ MSA

Local Market Overview

Tucson, Arizona is a vibrant mid-sized Southwestern market characterized by a youthful population and steady growth. Its relatively young median age contributes to an active workforce and consistent housing demand, particularly among young professionals, families, and first-time homebuyers. Ongoing in-migration from within Arizona and neighboring states further supports long-term population stability and economic momentum.

The local economy is anchored by stable, recession-resistant sectors such as education, healthcare, government, and a broad range of service industries. Major institutions and employers, including the University of Arizona, regional healthcare systems, defense contractors, and a strong military presence, provide economic diversity and help insulate the market from volatility. This balanced employment base supports steady consumer spending and contributes to a dependable housing market.

Education plays a central role in Tucson's identity and economic foundation. The presence of the University of Arizona enhances the city's educational attainment levels and fuels research, innovation, and technology-driven activity. The university also generates consistent demand for rental housing, retail, and hospitality, creating a reliable base of economic activity that extends well beyond the academic calendar.

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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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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.

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