



10062 State Route 69, Mayer, AZ 86333

**Retail  
Investment Opportunity**  
Offering Memorandum

**Established Discount Retailer | Limited Essential-Based Retail Competition | Strong Regional Connectivity**



## Exclusively Listed By

David Harrington | Broker of Record

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# MATTHEWS™



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# Property Overview



**\$1,200,000**

List Price

**±5.19 Years**

Lease Term Remaining

**Absolute NNN**

Lease Type

**8.25%**

Cap Rate

**±8,222 SF**

GLA

**2005**

Year Built

## Investment Highlights

### Lease & Location Highlights

- Extremely attractive 8.25% return for a stabilized deal.
- Over 20 years of operating history at this location.
- ±5 years of remaining lease term with additional upside through two (2), five-year renewal options.
- Corporate guarantee from Family Dollar
- Located on State Route 69, a primary regional thoroughfare serving Mayer and surrounding communities.
- Mayer is in Yavapai County, benefiting from connectivity between Phoenix and Northern Arizona markets.

### Tenant Highlights

- In 2025, Family Dollar was acquired by private equity investors (Brigade Capital Management, Macellum Capital Management, and partners) in a ~\$1.0B transaction to reposition the brand as a standalone retailer, separate from Dollar Tree. The new ownership is focused on operational turnaround, brand reinvestment, and portfolio optimization.
- Now operating independently, Family Dollar benefits from fresh capital and experienced retail leadership, supporting store upgrades and improved execution. Its value-oriented model and strong community presence position it as a resilient tenant with long-term growth potential.
- With 8,000+ U.S. locations, Family Dollar offers broad access to essential grocery and household goods. Its neighborhood-focused footprint supports convenient, quick-trip shopping for budget-conscious consumers.

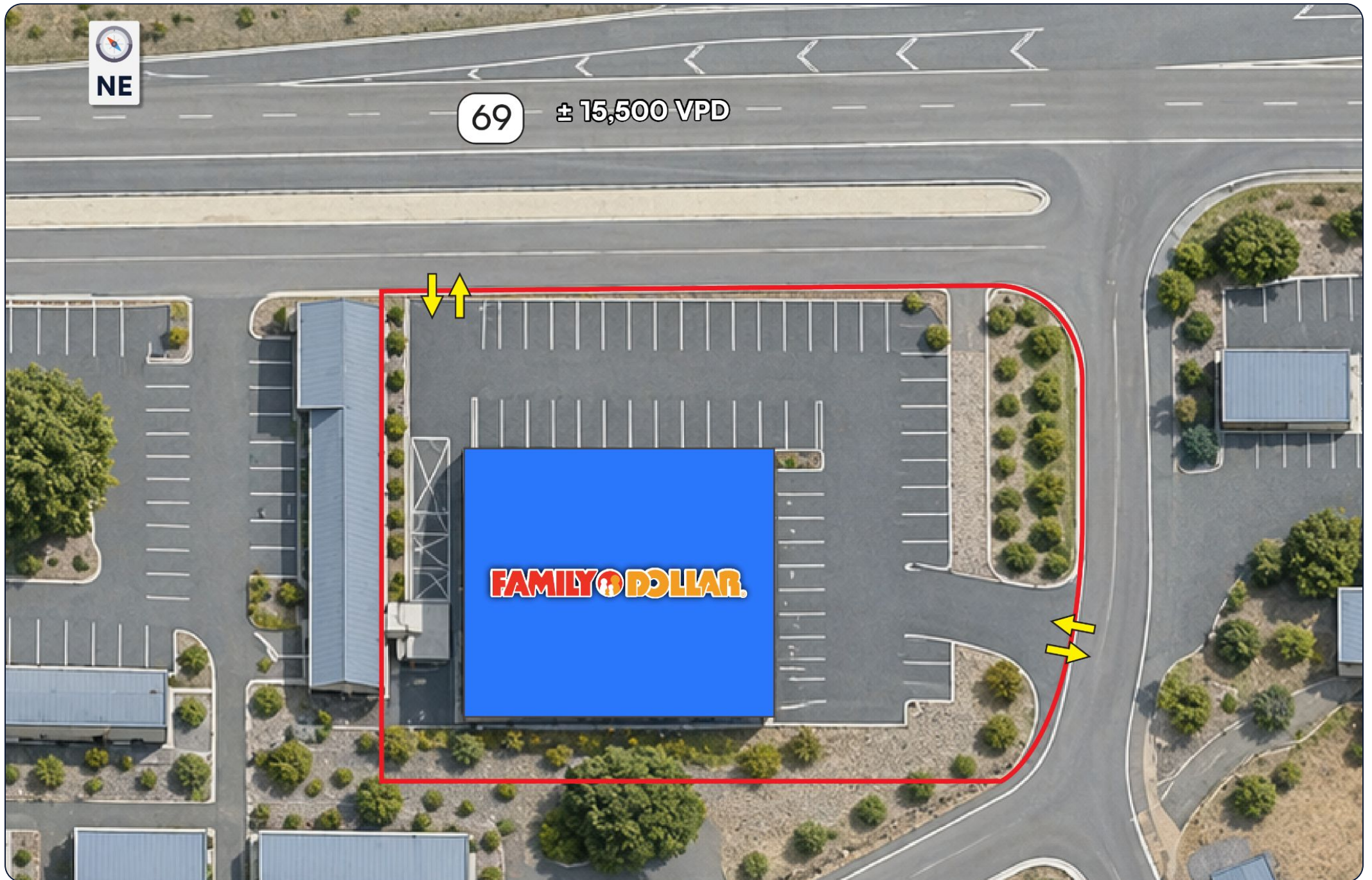
# Aerial Map



# Aerial Map



# Site Plan



# Property Photos



# Financial Overview

10062 State Route 69, Mayer, AZ 86333



# Financial Summary

**\$1,200,000**

List Price

**8.25%**

Cap Rate

**2005**

Year Built

**±15,500 VPD**

Hwy 69

**\$99,000**

NOI



## Tenant Summary

Tenant Trade Name	Family Dollar
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	Absolute NNN
Landlords Responsibilities	None
Original Lease Term	10 Years
Rent Commencement Date	7/1/2006
Lease Expiration Date	6/30/2031
Term Remaining on Lease	±5.19 Years
Increases	Varies in Options
Options	Two, 5-Year Options

## Annualized Operating Data

	Monthly Rent	Annual Rent	Increases	Cap Rate
7/1/2026 - 6/30/2031	\$8,250.00	\$99,000.00	-	8.25%
Option 1	\$9,849.42	\$118,193.04	19.39%	9.85%
Option 2	\$10,834.34	\$130,012.08	10.00%	10.83%

# Tenant Overview

Year Founded  
**1959**

Headquarters  
**Chesapeake, VA**

Lease Guarantor  
**Corporate**

Employees  
**±100,000**

Locations  
**8,000+**

Annual Revenue  
**\$31 Billion**



**8,000+ Stores Across 48 States**



## Tenant Overview

Family Dollar Stores, Inc. is a nationally recognized discount retailer serving value-oriented consumers through a broad assortment of consumables, household goods, and essential merchandise at accessible price points. With a long-standing presence in neighborhood-centric locations, the brand has built strong recognition as a convenient, quick-trip destination for budget-conscious shoppers.

## Why Invest in Family Dollar?

- **Private Equity Sponsorship with Turnaround Upside** - Family Dollar is now backed by Brigade Capital Management, Macellum Capital Management, and institutional partners, providing fresh capital and experienced retail-focused leadership. This ownership structure is actively pursuing operational improvements and portfolio optimization, creating meaningful upside potential through a disciplined turnaround strategy.
- **Scaled National Footprint with Infill Market Penetration** - With approximately 8,000+ locations across 48 states, Family Dollar benefits from a dense, neighborhood-oriented footprint in underserved urban and rural markets. This scale provides strong last-mile accessibility and consistent foot traffic, supporting stable store-level performance and long-term real estate relevance.
- **Necessity-Based Retail Model Driving Resilient Demand** - The company's focus on consumables, household essentials, and low-price-point merchandise positions it as a non-discretionary retailer. This model historically performs well across economic cycles, benefiting from increased demand during periods of inflation and consumer trade-down.
- **Operational Repositioning and Store Investment Initiatives** - Under new ownership, Family Dollar is executing a comprehensive strategy focused on store upgrades, merchandising refinement, and closure of underperforming locations. These initiatives are expected to enhance store productivity, improve margins, and strengthen the overall brand positioning in the competitive discount retail sector.

# Market Overview

10062 State Route 69, Mayer, AZ 86333



# Mayer, AZ

## Market Demographics

**11,951**

10 Mile Population

**\$83,675**

Average HH Income

## Limited Retail Competition

Serving as a Primary Destination for Everyday Needs

## Accessible Pass-Through Location

Between Arizona's Top Growth Markets

### Local Market Overview

Mayer, Arizona is a strategically positioned rural community in Yavapai County benefiting from its *proximity to the rapidly expanding Prescott Valley* and the broader Prescott metropolitan area. Located along State Route 69, a key corridor connecting Interstate 17 to Prescott, Mayer captures pass-through traffic and serves as an *accessible location between Phoenix's major population base and Northern Arizona's growth markets*. The region has experienced steady population inflows driven by affordability constraints in larger metro areas, with Yavapai County continuing to see *above-average growth rates among retirees, remote workers, and workforce households seeking lower-cost alternatives*. This migration trend, coupled with ongoing residential development in nearby Prescott Valley and Dewey-Humboldt, is gradually strengthening the local economic base and *increasing demand for essential goods and services*.

Within this context, Mayer presents a compelling opportunity for a retail investment], particularly as the area remains under-supplied relative to population growth and evolving consumer demand. *Commercial development in the immediate area is limited*, creating favorable conditions for well-positioned assets to capture both local and transient demand. Investors benefit from relatively low barriers to entry, improving regional connectivity, and the long-term spillover effects of Northern Arizona's expansion. As infrastructure improvements and residential growth continue to extend outward from Prescott Valley, Mayer is well positioned to transition from a pass-through market to a more established service hub, supporting *stable occupancy and long-term value appreciation* for appropriately aligned commercial assets.

### Phoenix, AZ | MSA



### Oklahoma City, OK | MSA





# Prescott, AZ MSA

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Prescott, AZ serves as a well-established regional economy with steady growth, supported by healthcare, retail, and professional services. The city has a population of about 48,000, with the broader Prescott metro area exceeding 240,000 residents. Median household income is roughly in the high-\$60K to low-\$70K range, and the area continues to attract in-migration, particularly retirees and second-home buyers. The labor market remains stable, with unemployment typically in the low-4% range. Compared to larger metros, Prescott offers a more service-oriented economic base with consistent demand tied to population growth and lifestyle-driven relocation.

Tourism and seasonal visitation are key contributors to economic activity. Prescott's elevation (around 5,300 feet) provides a cooler climate than Phoenix, making it a popular weekend destination, particularly during the summer. Located about a 1.5–2 hour drive from the Phoenix metro, the city benefits from frequent short-term travel that drives consistent weekend increases in retail, dining, and lodging activity. This steady flow of visitors supports local businesses and reinforces ongoing demand for second homes and short-term rental properties.

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