



921 Hillcrest Pkwy | Dublin, GA 31021

Retail
Investment Opportunity
Offering Memorandum



MATTHEWS™

EXCLUSIVELY LISTED BY



Ryan Bruins

Associate

Direct (657) 300-6631

Cell (650) 766-2138

ryan.bruins@matthews.com

License No. 02329579 (CA)



Connor Olandt

SVP & Senior Director

Direct (949) 432-4504

Cell (818) 618-4522

connor.olandt@matthews.com

License No. 01985082 (CA)

Maxx Bauman

Broker of Record

Broker Lic. No. 451849 (GA)

Firm Lic. No. 80041 (GA)

MATTHEWS™





Table of Contents

- 04** Investment Overview
- 07** Financial Overview
- 08** Tenant Overview
- 09** Market Overview

INVESTMENT HIGHLIGHTS

- Family Dollar is a nationally recognized retailer with over 8,000 locations across 48 states, providing goods at affordable prices to millions of Americans. Family Dollar operates in the discount retail sector, historically performing well during economic downturns due to its focus on essential items.
- Offered at an 6.85% cap rate, allowing investors to achieve above-market returns relative to comparable net lease assets.
- Positioned on Hillcrest Parkway with immediate access to Interstate 16, providing excellent regional connectivity and traffic exposure.
- Situated on a ±1.51 acre lot with an 11,613 SF building, the property offers ample parking, strong site circulation, and long-term flexibility—supporting tenant operations today while enhancing future re-tenanting or redevelopment potential.





Baron Field Dublin
Municipal Airport

N Jefferson St ± 10,400 VPD

Walmart Supercenter

TSC TRACTOR SUPPLY CO

HARBOR FREIGHT

QUALITY TOOLS LOWEST PRICES

HOBBY LOBBY

GOLDEN TICKET CINEMAS

Food Depot

Kroger

MAVIS DISCOUNT TIRE

WING STOP

CVS pharmacy

ROSES

DOLLAR GENERAL

STORAGE OF DUBLIN

golden corral

Arby's

Dublin High

±2,361 Students

FAMILY DOLLAR

Subject Property

Downtown Dublin

±2.2 Miles Away

ZAXBY'S

THE HOME DEPOT

planet fitness

McDonald's

CAPTAIN D'S

UNITED STATES POSTAL SERVICE

Hillcrest Pkwy ± 11,300 VPD

Dublin Mall

TJ-maxx

Bath&BodyWorks

belk

SHOE DEPT. ENCORE

FARMERS HOME

HIBBETT SPORTS

petsense

Advance! Auto Parts

Starbucks

Middle Georgia State University - Dublin Campus

±8,000 Students

piggly wiggly

Don't Buy, Buy a Piggy

Carl Vinson VA Medical Center

±300 Beds

Fairview Park Hospital

±190 Beds



921 Hillcrest Pkwy
Dublin, GA 31021

±11,613 SF
GLA*

±1.51 AC
Lot Size*

±11,300
Vehicles Per Day

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



FINANCIAL SUMMARY

\$650,000
List Price

6.85%
Cap Rate

Lease Summary

Tenant Trade Name	Family Dollar
Tenant	Corporate
Type of Ownership	Fee Simple
Rent Commencement Date	3/9/2020
Lease Expiration Date	3/31/2030
Original Lease Term	5 Years
Lease Term Remaining	±4 Years
Rent Increases	5.00% Increases In Option Periods
Option Periods	Four, 5-Year Options Remaining
Property Tax (Landlord Responsible)	\$9,000*
Net Operating Income	\$44,652

Annualized Operating Data

	Years	Monthly Rent	Annual Rent	Increases
	Current - 3/31/2030	\$4,471.00	\$53,652	
Option 2	4/01/2030 - 3/31/2035	\$4,694.58	\$56,335	5.00%
Option 3	4/01/2035 - 3/31/2040	\$4,929.25	\$59,151	5.00%
Option 4	4/01/2040 - 3/31/2045	\$5,175.75	\$62,109	5.00%
Option 5	4/01/2045 - 3/31/2050	\$5,434.50	\$65,214	5.00%



*Buyer to Verify

TENANT SUMMARY

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.

Dublin, GA

Local Market Overview

Dublin, Georgia is a regional commercial and healthcare center located in central Georgia along Interstate 16, approximately 55 miles west of Savannah and about 130 miles southeast of Atlanta. Its strategic location between several major Georgia markets provides strong regional connectivity and supports the movement of goods and services throughout the state. The city maintains a relatively low cost of living and serves as an important hub for surrounding rural communities across the region.

The local economy is supported by healthcare, manufacturing, logistics, education, and government services, with major employers including Fairview Park Hospital, the Dublin City School System, and several industrial and distribution operations. Dublin also benefits from its position along key freight and transportation corridors, contributing to ongoing industrial and commercial development activity. With access to larger metropolitan economies while maintaining a smaller-market affordability profile, Dublin continues to attract residents and businesses seeking stability and regional accessibility within central Georgia.

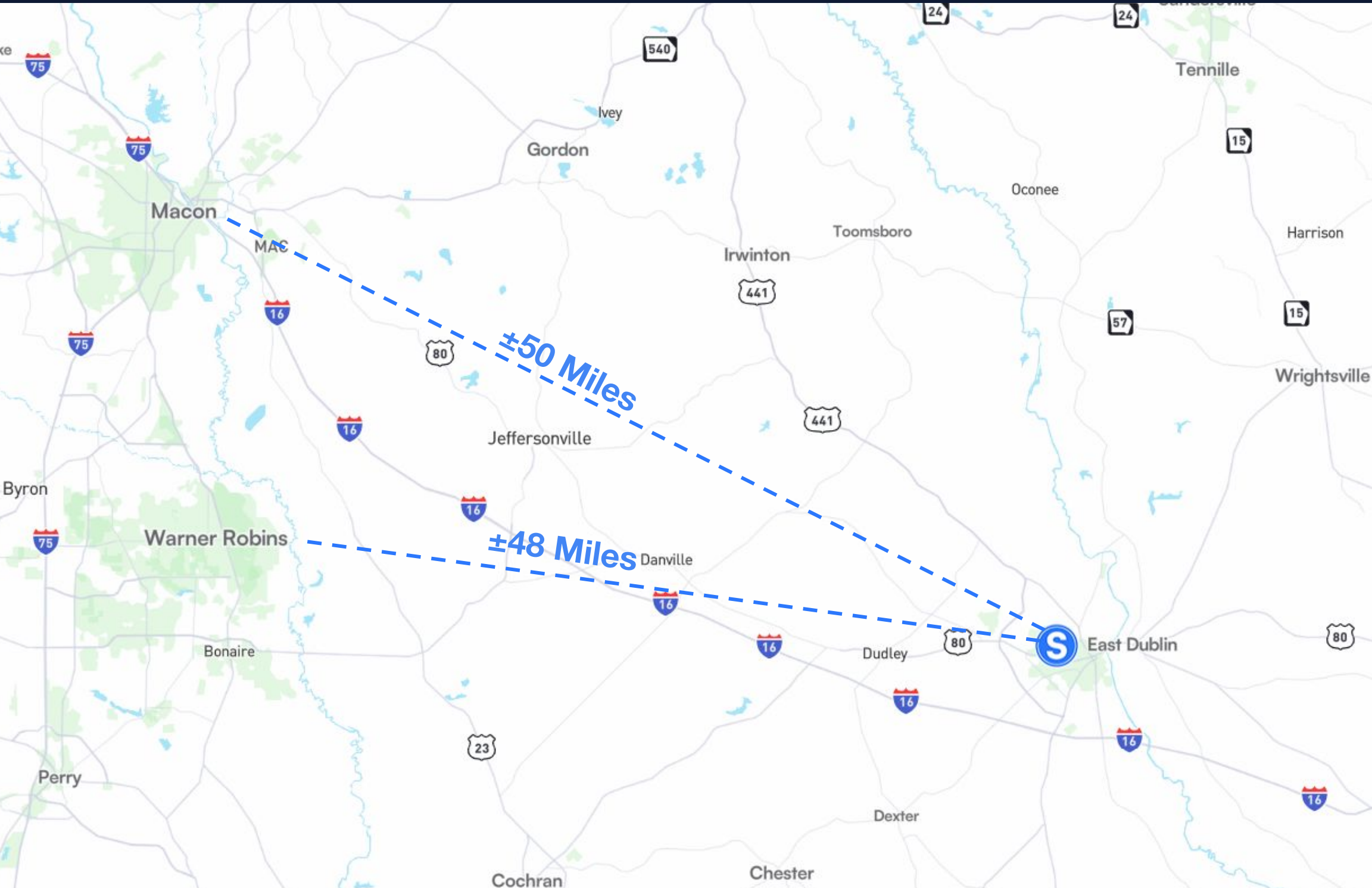


Property Demographics

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	4,966	18,736	26,541
Current Year Estimate	4,935	18,653	26,407
2020 Census	4,907	18,852	26,467

Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$91,541	\$93,941	\$91,352

REGIONAL MAP



MATTHEWS™

EXCLUSIVELY LISTED BY

Connor Olandt

SVP & Senior Director

Direct: (949) 432-4504

Mobile: (818) 618-4522

connor.olandt@matthews.com

License No. 01985082 (CA)

Ryan Bruins

Associate

Direct: (657) 300-6631

Mobile: (650) 766-2138

ryan.bruins@matthews.com

License No. 02329579 (CA)

Maxx Bauman

Broker of Record | Broker Lic. No. 451849 (GA) | Firm Lic. No. 80041 (GA)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 921 Hillcrest Pkwy, Dublin, GA, 31021 ("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.

Matthews™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™., the property, or the seller by such entity.

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.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.