



7764 State Route 49, Osceola, PA 16942

**Retail
Investment Opportunity**
Offering Memorandum



Representative Photo

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Exclusively Listed By



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Table of Contents

Family Dollar

- 04 Property Overview
- 09 Financial Overview
- 11 Tenant Overview
- 12 Market Overview

Property Overview



Family Dollar
7764 State Route 49, Osceola, PA 16942



Investment Highlights

- **Corporate Tenant** - Family Dollar operates over 8,000 stores nationwide and is one of the largest discount retailers in the nation.
- **Low Rent Supports Tenant Retention** - The property benefits from a low rental rate in comparison to the Family Dollar national average, which provides Family Dollar with an attractive occupancy cost and supports the tenant's long-term commitment to the location.
- **Large ±3.00-Acre Site** - The property sits on an expansive ±3.00-acre parcel, providing substantial land relative to the ±9,627 SF building and creating potential for future site utilization, expansion, redevelopment, or other value-add opportunities, subject to zoning and approvals.
- **Established Retail Location and Strong Real Estate Fundamentals** - Constructed in 2003, the Family Dollar operates from an established retail site with a long operating history. Furthermore, the property sits directly off State Route 49, and benefits from high traffic with consistent visibility and accessibility.
- **Percentage Rent Upside** - Tenant pays an additional 3% of gross sales above \$2,000,000 annually, offering potential for income upside tied to store sales performance.



Representative Photo



Westlake
Royal Building Products™

U-HAUL

EA
elkland area
COMMUNITY LIBRARY

 **Clark Wood Elementary**
±303 Students
 **Elkland High School**
±288 Students

Morgan
Margraff

TIOGA
DENTAL
& ORTHODONTICS

PIZZA
BARN
TOO
WESTFIELD, PA

U-HAUL


CHEVROLET

FAMILY DOLLAR
Subject Property

OSCEOLA-PENN
Rusted Nut
GASTROPUB

Osceola

49

 **UNITED STATES**
POSTAL SERVICE

Blend's
FEED & FARM SUPPLY

Osceola Big M Supermarket

C&N
RACKS
ELKLAND, PA
BREW HOUSE

 **UNITED STATES**
POSTAL SERVICE

49

Elkland



49

Osceola Big M Supermarket

FAMILY DOLLAR

Subject Property





Family Dollar

7764 State Route 49, Osceola, PA 1694

±9,627 SF

GLA*

±3.00 AC

Lot Size*

2003

Year Built

*Buyer to verify Lot Size & GLA with a new survey



Representative Photo

Financial Overview



Family Dollar

7764 State Route 49, Osceola, PA 16942



Representative Photo

Financial Summary

Lease Details

Tenant Trade Name	Family Dollar
Tenant	Corporate
Type of Ownership	Fee Simple
Lease Type	NN
Lease Commencement Date	5/25/2006
Lease Expiration Date	6/30/2030
Term Remaining on Lease	±4 Years
Rent Increases	10% Per Option
Renewal Options	Three, 5-Year Options Remaining
Percentage Rent	3% Gross Sales Excess \$2,000,000/annum

\$691,429
List Price

8.75%
Cap Rate

Rent Schedule

Options	Term	Monthly Rent	Annual Rent	Increases
	Current - 6/30/2030	\$5,041.67	\$60,500.04	10.0%
Option 3	7/01/2030 - 6/30/2035	\$5,545.84	\$66,550.08	10.0%
Option 4	7/01/2035 - 6/30/2040	\$6,100.42	\$73,205.04	10.0%
Option 5	7/01/2040 - 6/30/2045	\$6,710.50	\$80,526.00	10.0%

Tenant Overview

Year Founded
1959

Headquarters
Chesapeake, VA

Ownership Status
Private

Employees
60,000+

Locations
8,000+

Credit Rating
Formerly BBB

Annual Revenue
\$15.1 Billion



Tenant Overview

Family Dollar is a national discount retail chain with over 8,000 locations across 49 states, offering affordable household goods, groceries, and everyday essentials. Founded in 1959 and headquartered in Chesapeake, Virginia, the company has long focused on serving value-conscious consumers in urban and rural markets. In 2025, Family Dollar was divested from Dollar Tree and is now privately owned by a consortium of investment firms, positioning it for renewed operational focus and strategic growth. Under experienced leadership, the brand is emphasizing digital integration, local market relevance, and store-level performance.

Why Invest in Family Dollar?

- **Established National Presence with Recession-Resilient Model:** With over 8,000 stores across 49 states, Family Dollar serves essential consumer needs in underserved and value-conscious communities—creating stable, necessity-driven foot traffic even during economic downturns.
- **Renewed Strategic Focus Under Private Ownership:** Following its 2025 divestiture from Dollar Tree, Family Dollar is now led by seasoned retail executives and backed by institutional capital, enabling agile decision-making, localized merchandising, and operational revitalization.
- **High Demand in Secondary and Tertiary Markets:** The brand's store base is concentrated in non-core markets with limited retail competition, enhancing tenant stickiness and lowering the risk of vacancy in properties where replacement tenants are scarce.
- **E-commerce Integration and Delivery Partnerships:** Family Dollar's partnership with Uber Eats for scheduled and on-demand delivery from 5,000+ stores demonstrates its adaptability and commitment to expanding customer access through digital channels.

Market Overview



Family Dollar
7764 State Route 49, Osceola, PA 16942



Osceola, PA

Local Market Overview

Osceola is a small, established rural community in Tioga County, Pennsylvania, benefiting from a stable local population and a convenience-oriented retail environment. The market serves residents of Osceola and the surrounding rural communities, with retail activity primarily focused on essential goods, grocery, discount merchandise, food service, and other neighborhood-oriented services.

The community provides a modest but established consumer base supported by local employment, daily-needs spending, and demand for convenient access to goods and services. Given its rural setting, residents rely on nearby retail offerings for everyday necessities, creating a market that is generally less dependent on discretionary and destination-oriented retail. The surrounding area also contributes to the property's potential customer base by drawing consumers from neighboring rural communities.

Retail competition within Osceola is limited, with the market anchored by essential-service retailers and locally oriented businesses. The relatively limited supply of retail space, combined with the community's rural character, contributes to a stable environment for well-located, necessity-based retail. Properties offering convenient access, established tenancy, and essential goods and services are positioned to benefit from the area's consistent local demand.



Property Demographics

Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	2,671	3,974	13,483
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$88,650	\$88,996	\$89,515

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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 **7764 State Route 49, Osceola, PA 16942** ("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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