FAMILY DOLLAR

Retail
Investment Opportunity

Offering Memorandum

7764 State Route 49, Osceola, PA 16942

Representative Photo

MATTHEWS™

Exclusively Listed By

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Family Dollar

Property Overview

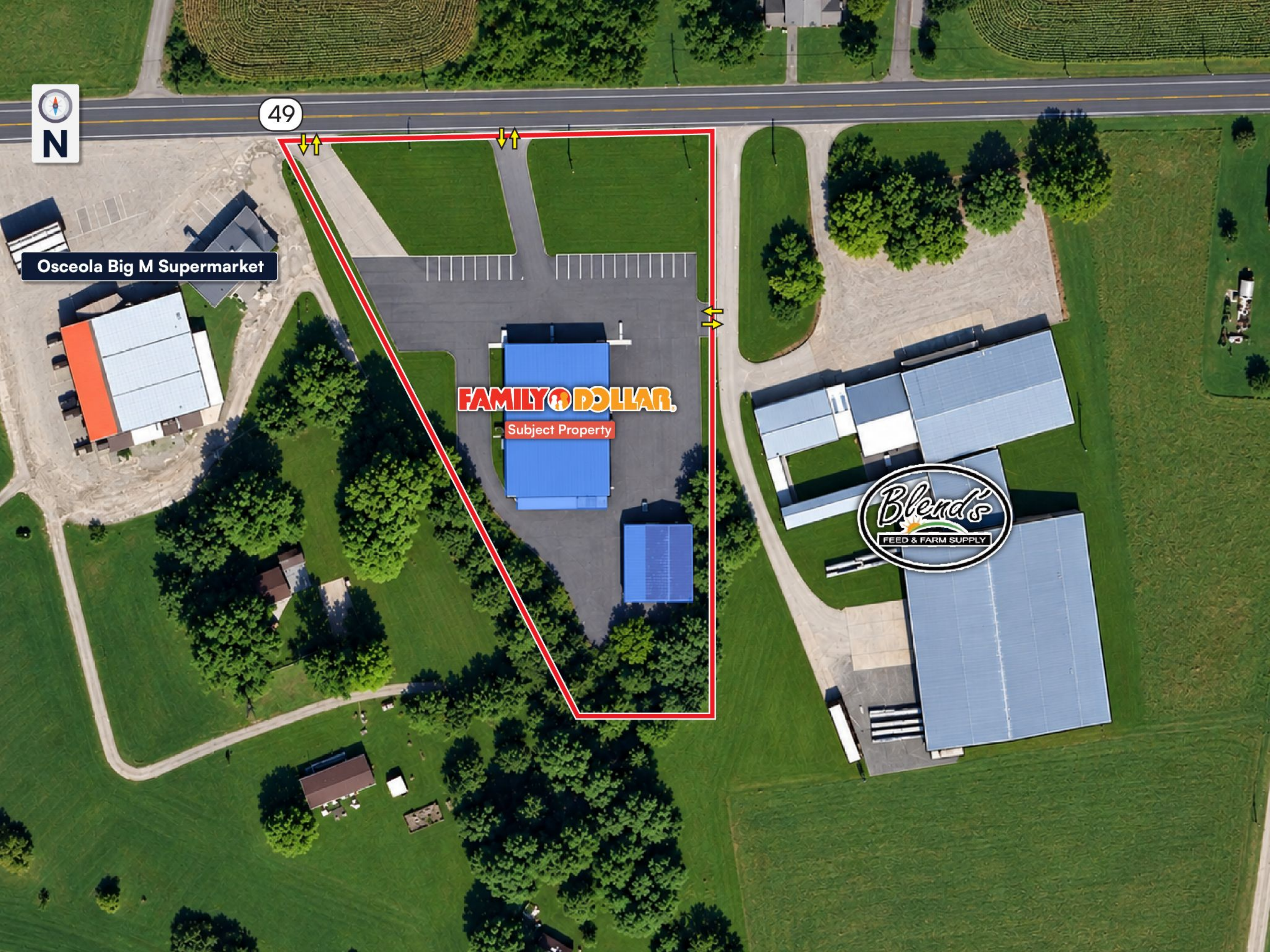
Family Dollar
7764 State Route 49, Osceola, PA 16942

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


N
Westlake
Royal Building Products™
U-HAUL
elkland area
Clark Wood Elementary
±303 Students
Elkland High School
±288 Students
Morgan
Margraff
Tioga Dental & Orthodontics
U-HAUL
Pizza Barn Too
Westfield, PA
Elkland
49
Chevrolet
Family Dollar
Subject Property
Rusted Nut
Gastropub
Osceola
49
C&N
Racks
Elkland PA
Brew House
United States Postal Service
United States Postal Service
Blend's
Feed & Farm Supply
Osceola Big M Supermarket


N
49
Osceola Big M Supermarket
FAMILY DOLLAR
Subject Property
Blend's
FEED & FARM SUPPLY

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

FAMILY DOLLAR®

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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