



FAMILY  **DOLLAR**
my family, my family dollar.

CBRE

MISSION BOULEVARD & CYPRESS STREET | POMONA, CA

AFFILIATED BUSINESS DISCLOSURE

CBRE, Inc. operates within a global family of companies with many subsidiaries and related entities (each an “Affiliate”) engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Global Investors, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the “Property”), and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgement of that possibility and your agreement that neither CBRE, Inc. nor any Affiliate has an obligation to disclose to you such Affiliates’ interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE, Inc. and its Affiliates will act in the best interest of their respective client(s), at arms’ length, not in concert, or in a manner detrimental to any third party. CBRE, Inc. and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented “as is” without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property’s suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

1 EXECUTIVE
SUMMARY

2 LEASE
ABSTRACT

3 PROPERTY
DESCRIPTION

4 INVESTMENT
HIGHLIGHTS

5 TENANT
OVERVIEW

6 MARKET
OVERVIEW



MISSION BOULEVARD & CYPRESS STREET
POMONA, CA

Alan Krueger

Senior Vice President

+1 909 418 2062

alan.krueger@cbre.com

Lic. 00880814

Vanessa Haddad

Associate

+1 909 418 2143

vanessa.haddad@cbre.com

Lic. 01926324

CBRE



EXECUTIVE SUMMARY

PRICE: \$3,000,000

CAP RATE: 5.25%

PRICE PER SF: \$360

NOI: \$157,000.00/Year

TOTAL GLA: 8,320 SF

LOT SIZE: 0.85 Acres

OWNERSHIP TYPE: Fee Simple

LEASE START & END DATE: 01.01.2020 - 12.31.2030

REMAINING LEASE TERM: 10 Years

OPTIONS: Six 5-Year Options

INCREASES: 5%

NEXT INCREASE: January 1, 2031 (\$164,850.00)

Lease Abstract

INCREASES + OPTIONS



CAM, TAXES, UTILITIES & INSURANCE

Tenant will be obligated to pay expenses related to the real property taxes, CAM, utilities and insurance.

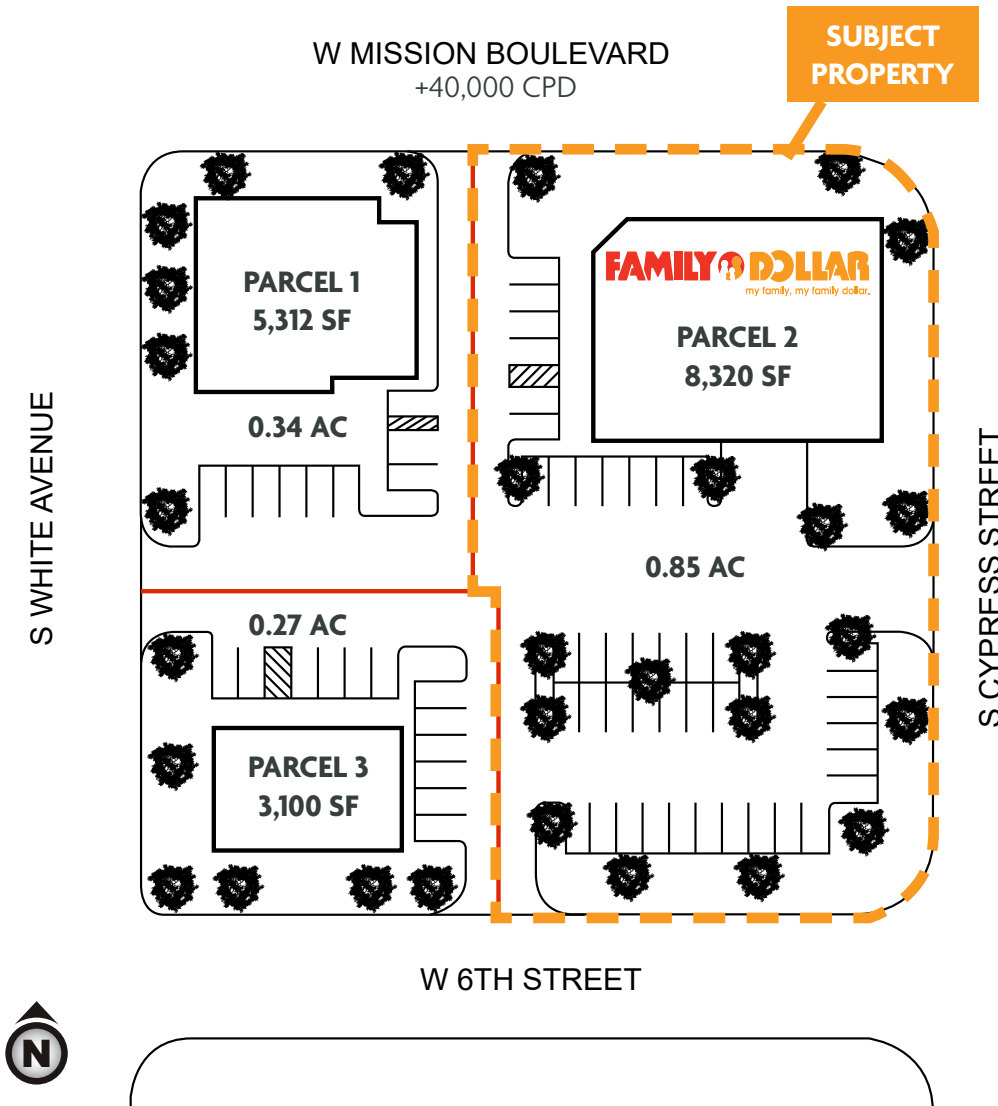
MAINTENANCE AND REPAIRS*

Landlord to be responsible for exterior structural portions of the building, including the roof. Tenant to maintain, repair and replace the HVAC, interior structural portions of the building, and maintain the common area of the shopping center.

*New construction, building comes with 10 year warranties

PROPERTY DESCRIPTION

Site Plan



ADDRESS: 888 W Mission Blvd
Pomona, CA 91766



APN: 8342-013-020



BUILDING AREA: 8,320 SF



LOT SIZE: 0.85 Acres



LAND USE: General Commercial



YEAR BUILT: 2020

Renderings



DENSE DEMOGRAPHICS & STRONG REAL ESTATE FUNDAMENTALS

- More than **35,000 people** in a 1-mile radius of the site
- More than **172,000 people** in a 3-mile radius of the site
- More than **389,000 people** in a 5-mile radius of the site
- **Strong Yields:** Due to the **built-in increases**, the net operating income is expected to **grow over** the anticipated a hold period, providing further insurance in the retail investment
- **Hard Corner Parcel:** the parcel is located at a high-traffic, signalized intersection in a densely populated **LA County location**
- **Ideal Property Configuration:** large, hard corner parcel with approximately 8,320 SF free-standing building- this location, configuration, and size appeal to a wide pool of potential replacement tenants

LOS ANGELES COUNTY SINGLE TENANT LEASED (STNL) FAMILY DOLLAR – INVESTMENT GRADE CREDIT TENANT

- **10, 71 and 60 Freeways:** the asset sits on the hard Corner of Mission Blvd & White Ave, major freeway exits to the 10, 71 and 60 Freeways
- **Over 40,000 Cars Per Day:** at the intersection of W Mission Blvd Ave & White Ave
- **LA County STNL Investment:** few STNL assets with investment grade tenancy come to market in LA County, making this fee simple **Family Dollar a rare** and compelling retail investment opportunity

IDEAL 1031 EXCHANGE REPLACEMENT OR PORTFOLIO ADDITION

- **Corporate Backed Lease:** The Landlord will enjoy the security of a corporate-backed lease with a national credit tenant whose annual revenue **exceeds \$23.5 billion**
- **Backed by Strong National Parent Company:** **Dollar Tree** acquired Family Dollar in 2014 for \$8.5 billion
- **National Credit Lease:** passive, “coupon clipper” single tenant investment with high credit Family Dollar
- **Long Term Tenancy:** Family Dollar is on a long-term lease commencing in 2020, with more than 10 years of remaining lease term plus options
- **Limited Management and Landlord Responsibilities:** long term, single tenant fee simple lease with limited landlord oversight or responsibilities
- **Brand New Construction:** this opportunity consists of a **new building, roof and warranties** which further protects the investor from capital expenditures in the foreseeable future.

TENANT OVERVIEW



FAMILY DOLLAR COMPANY OVERVIEW

Company Type	Public (NASDAQ: DLTR)
S&P Credit Rating	Baa3
Website:	www.familydollar.com
Market Locations:	+ 15,000 locations nationwide

Family Dollar is an American variety store chain. In 2014, Dollar Tree acquired Family Dollar for \$8.5 billion dollars. Dollar Tree has over 7,000 locations nationwide. Family Dollar has over 8,000 locations in all states except Alaska, Hawaii, Oregon and Washington, and is the second largest retailer of its type in the United States. Family Dollar was headquartered in Matthews, a suburb of Charlotte, North Carolina, until it was acquired by Dollar Tree and headquarters operations were moved to Chesapeake, Virginia. Family Dollar has over 60,000 employees in 46 states.



\$22B

2018 RECORD SETTING NET SALES



134

FORTUNE 500 COMPANY



#550

NEW STORES PLANNED FOR 2019



91%

SHARES OWNED BY INSTITUTIONAL INVESTORS



29.1%

2018 GROWTH RATE EARNINGS

AERIAL



MARKET OVERVIEW

POMONA

Pomona is the seventh largest city in Los Angeles County, with a population of over 151,000 residents. Pomona boasts a progressive economy, business opportunity, and a strong workforce with attractive shopping, recreational, and real estate offering. Pomona has continued to experience rapid growth with homes still being built in the hilly area between Downtown and Diamond Bar. Today, Phillips Ranch is nearly all residential while northern Pomona has seen some gentrification with additional housing units added and revamped streetscapes. Pomona is a vibrant community striving to provide a high quality of life for all of Pomona. Top employers in the city are Pomona Unified School District, Pomona Valley Hospital Medical Center, California State Polytechnic University, Pomona, Lanterman Developmental Center, City of Pomona, Casa Colina Rehabilitation Center, Verizon, County of Los Angeles Department of Social Services, First Transit, and Cal Spas. The retail landscape in Pomona encompasses a 5.6 million sq. ft., with a 5.5% vacancy rate. Since 2018, nearly 31,000 sq. ft. of retail space has been absorbed. Strong market fundamentals have kept vacancy low, allowing rents to increase significantly over the last seven years, averaging 3.1% annually. Moving forward, it is expected that retail fundamentals will remain strong due to demand outpacing supply, providing further rental growth.

LOS ANGELES COUNTY

Los Angeles County is the most heavily populated county in the country with approximately 10 million people including about 1 million that live in unincorporated areas of the county. The metropolis formed by the six neighboring counties of Los Angeles, Ventura, Kern, San Bernardino, Riverside, and Orange is home to over 19.3 million residents. Los Angeles County is also home to one of the most educated labor pools in the country with a labor force of more than 4.7 million, roughly 2 million of which are college graduates. Los Angeles County has the largest population of any county in the nation and is home to the second most populated county in the country, Los Angeles whose total population is only second to New York City. Los Angeles International Airport (LAX) services the Los Angeles County and entire Southern California area. With year-end statistics showing that the airport serviced over 84 million international and domestic passengers in 2017, LAX remains the third busiest airport in the nation and the sixth busiest in the world. The Los Angeles region retail footprint encompass over 135 million sq. ft. with a vacancy rate of 5.6% at the close of Q2 2019. The Los Angeles retail market in Q2 2019 had occupancy gains of 206,379 sq. ft. There are 1.5 million sq. ft. of retail space under construction, with approximately half to be completed by year-end. The overall average asking lease rate rose to \$2.89 per sq. ft. Fitness, food, furniture and fashion continued to drive activity due their ability to generate foot traffic. Moving forward, these users will remain the dominant drivers in the region due to their ability to cater to a consumer base that craves experience over all else.

SITATION & TOURISM



LOS ANGELES INTL AIRPORT (LAX)

80.9M

ANNUAL PASSENGERS



TOTAL VISITORS TO LA COUNTY

47.3M



TOTAL VISITORS DIRECT SPENDING

\$29.9B



TOTAL ECONOMIC IMPACT

\$33.6B

TOP ATTRACTIONS

- Hollywood Sign
- Griffith Observatory
- Getty Center
- Walt Disney Concert Hall
- Hollywood Walk of Fame
- TCL Chinese Theatre
- Universal Studios Hollywood



POMONA

\$425,200

LA COUNTY

\$679,200

DEMOGRAPHIC COMPREHENSIVE

	1 Mile	3 Miles	5 Miles
Population			
2019 Population - Current Year Estimate	34,982	172,147	388,890
Race and Ethnicity			
White	16,424	80,324	195,983
Black or African American	1,514	10,374	20,586
Asian	2,376	17,832	58,682
American Indian or Alaska Native	498	1,922	3,601
Pacific Islander	60	301	737
Other Race	12,591	53,579	90,071
Two or More Races	1,518	7,816	19,230
Hispanic	29,056	123,166	222,070
White Non-Hispanic	1,870	18,937	80,659
Households			
2019 Households - Current Year Estimate	8,737	44,643	111,527
2019 Average Household Size	3.96	3.80	3.37
Household Income			
2019 Average Household Income	\$56,015	\$76,980	\$92,454
2019 Per Capita Income	\$13,854	\$19,929	\$26,842
Gender			
2019 Population	34,982	172,147	388,890
Males	17,820	86,377	191,721
Females	17,162	85,770	197,170
Marital Status			
Never Married	12,088	57,727	126,858
Married	10,960	58,839	145,440
Widowed	987	5,329	14,591
Divorced	1,749	11,157	26,412
Employment Status			
2019 Civilian Population 16+ in Labor Force	15,957	83,011	194,031
2019 Employed Civilian Population 16+	14,761	77,315	181,447
2019 Unemployed Population 16+	1,196	5,697	12,584
Household Size			
2019 Average Household Size	3.96	3.80	3.37



CONTACT US

Alan Krueger

Senior Vice President

+1 909 418 2062

alan.krueger@cbre.com

Lic. 00880814

Vanessa Haddad

Associate

+1 909 418 2143

vanessa.haddad@cbre.com

Lic. 01926324

© 2019 CBRE, Inc. The information contained in this document has been obtained from sources believed reliable. While CBRE, Inc. does not doubt its accuracy, CBRE, Inc. has not verified it and makes no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial and legal advisors. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs. CBRE and the CBRE logo are service marks of CBRE, Inc. and/or its affiliated or related companies in the United States and other countries. All other marks displayed on this document are the property of their respective owners.

The CBRE logo consists of the letters "CBRE" in a bold, white, sans-serif font, set against a red background.