# \$200,000 Fee to Buyer's Broker



## **10+ Year NNN Walgreens (Family Dollar Sublet)**

- Absolute Net Lease zero landlord responsibilities
- Sublet to Family Dollar

- Both Walgreens and Dollar Tree are Fortune 500 Companies
- Full Walgreens corporate guaranty



**O** WINCHESTER, VA

\$4,755,000

9.00% CAP

DRUGSTORE PROPERTY ADVISORS John Giordani Founder, CEO

Offering Memorandum

**WALGREENS #12801** 

## **INVESTMENT SUMMARY**

326 AMHERST ST | WINCHESTER, VA 22601









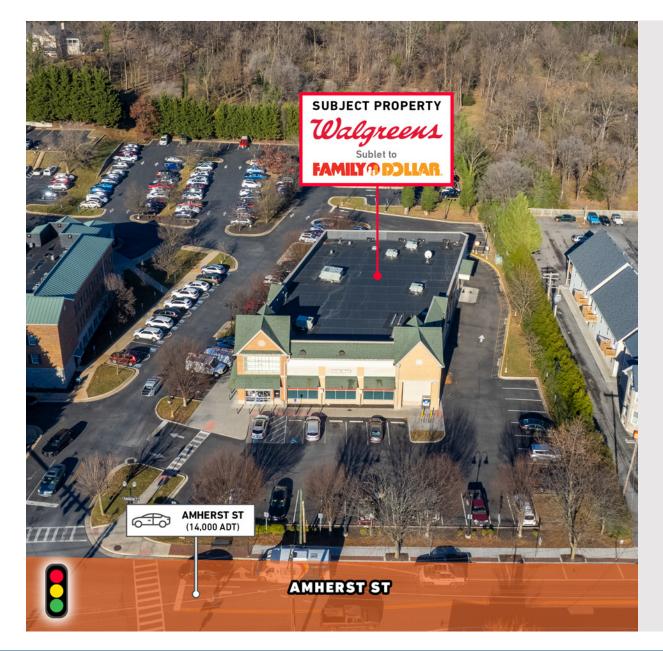
This is an excellent opportunity for an investor to acquire a freestanding NNN Walgreens sublet to Family Dollar in charming and historic Winchester, a city in northern Virginia, just an hour and a half outside of Washington DC. This property is well located at the intersection of Amherst St and W Boscawen St.



John Giordani Founder, CEO



## **DEMOGRAPHICS**





1 Mile	3 Mile	5 Mile
10,694	46,665	70,928



### **AVERAGE HOUSEHOLD INCOME**

\$90,991	\$88,337	\$95,237
1 Mile	3 Mile	5 Mile

John Giordani Founder, CEO





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DRUGSTORE PROPERTY ADVISORS — Experts in Walgreens and CVS Incestments

#### Offering Memorandum

## **PROPERTY OVERVIEW**

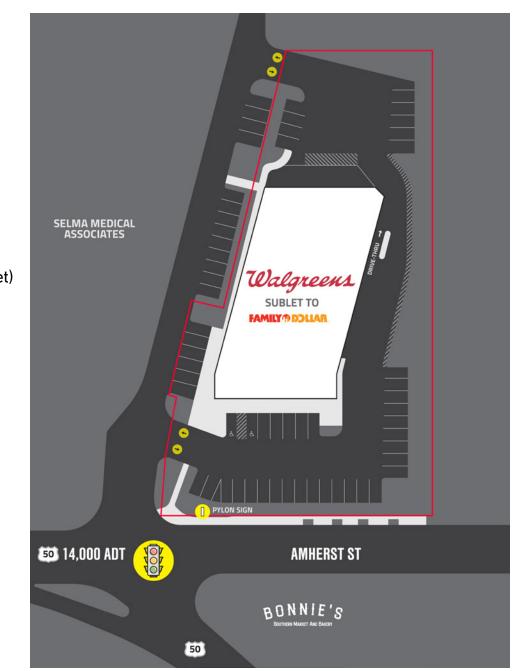


Address:	326 Amherst St
Year Built:	2010
Building Size:	13,200 Square Feet
Lot Size:	1.20 Acres
Tenant:	Walgreens (Family Dollar sublet



## LEASE SUMMARY

Lease Type:	NNN
Landlord Responsibilities:	None
Rent Start Date:	7/19/2010
Lease End Date:	7/31/2035



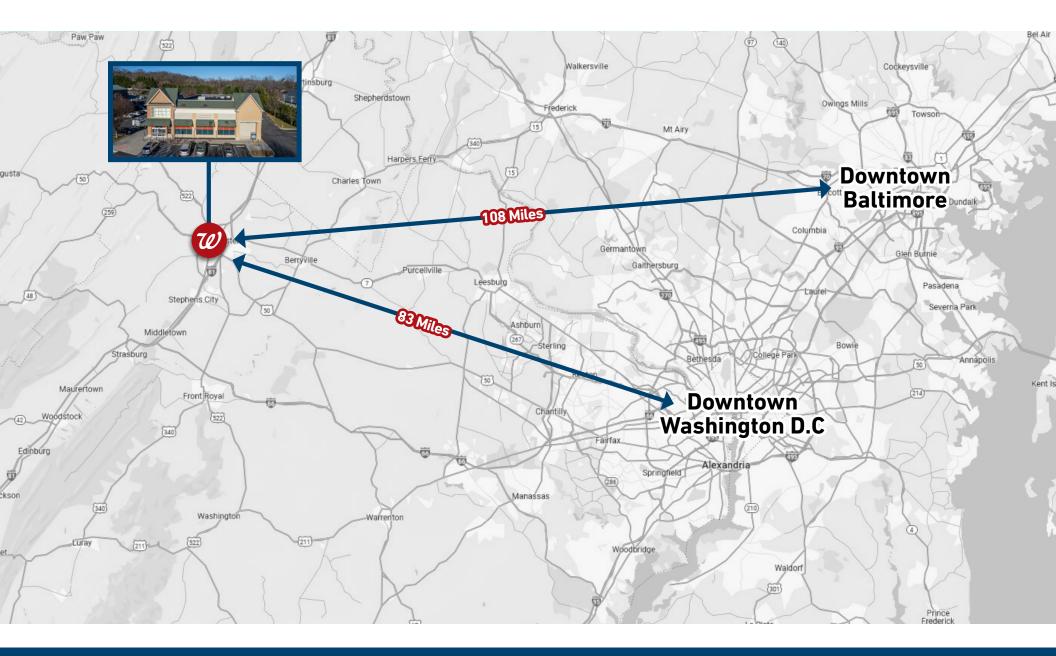


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## **REGIONAL OVERVIEW**



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## WINCHESTER, VA OVERVIEW









Located in the beautiful Shenandoah Valley, Winchester-Frederick County is home to the City of Winchester and the Towns of Stephens City and Middletown.

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Winchester has long been known as the "Apple Capital" surrounded as it is by vast orchards and constituting one of the largest apple export markets of the nation and the largest producing area in Virginia.



Winchester is known for its annual spring event, the Shenandoah Apple Blossom Festival, which draws crowds in excess of 250,000 each year.

#### John Giordani Founder, CEO



## **ABOUT WALGREENS BOOTS ALLIANCE**



Walgreens Boots Alliance (NASDAQ: WBA) is the first global pharmacy-led, health and wellbeing enterprise. The Company's heritage of trusted healthcare services through community pharmacy care and pharmaceutical wholesaling dates back more than 100 years.

Walgreens Boots Alliance is the largest retail pharmacy, health and daily living destination across the U.S. and Europe. Walgreens Boots Alliance and the companies in which it has equity method investments together have a presence in more than 25<sup>\*</sup> countries and employ more than 415,000<sup>\*</sup> people. The Company is a global leader in pharmacy-led, health and wellbeing retail and, together with the companies in which it has equity method investments, has more than 18,500<sup>\*</sup> stores in 11<sup>\*</sup> countries as well as one of the largest global pharmaceutical wholesale and distribution networks, with more than 390<sup>\*</sup> distribution centers delivering to more than 230,000<sup>\*\*</sup> pharmacies, doctors, health centers and hospitals each year in more than 20<sup>\*</sup> countries. In addition, Walgreens Boots

Alliance is one of the world's largest purchasers of prescription drugs and many other health and wellbeing products. The Company's size, scale, and expertise will help us to expand the supply of, and address the rising cost of, prescription drugs in the U.S. and worldwide.

Walgreens Boots Alliance is included in Fortune magazine's 2018 list of the World's Most Admired Companies. This is the 25th consecutive year that Walgreens Boots Alliance or its predecessor company, Walgreen Co., has been named to the list.

\*As of 31 August 2018, using publicly available information for AmerisourceBergen.

\*\*For 12 months ending 31 August 2018, using publicly available information for AmerisourceBergen.





## WALGREENS INCOME STATEMENTS TRAILING 5 YEARS

Fiscal year is Feb – Jan. (All values USD millions)	2023	2022	2021	2020	2019
Sales/Revenue	139,081	132,703	132,509	121,982	136,866
Sales Growth	4.81%	0.15%	8.63%	-10.87%	-
Cost of Goods Sold (COGS) Incl, D&A	114,266	106,428	106,365	97,689	108,828
COGS Growth	7.36%	0.06%	8.88%	-10.24%	-
COGS excluding D&A	-	-	-	95,905	-
Depreciation & Amortization Expense	-	-	-	1,784	-
Depreciation	-	-	-	1,400	-
Amortization of Intangibles	-	-	-	384	-
Gross Income	24,815	26,275	26,144	24,293	28,038
Gross Income Growth	-5.56%	0.50%	7.62%	-13.36%	-
Gross Profit Margin	17.84%	-	-	-	-
	2023	2022	2021	2020	2019
SG&A Expense	21,828	23,504	22,126	20,545	22,911
SGA Growth	-7.13%	6.23%	7.70%	-10.33%	-
Other SG&A	21,828	23,504	22,126	20,545	22,911
Other Operating Expense	-	-	-	-	-
EBIT	2,987	2,771	4,018	-	5,127
Unusual Expense	10,374	-1,103	959	3,096	311
Non Operating Income/Expense	-	-	-	66	-
Equity in Affiliates (Pretax)	-	-	-	341	-
Interest Expense	580	396	491	613	704
Interest Expense Growth	46.46%	-19.35%	-19.90%	-12.93%	-
Gross Interest Expense	-	-	-	613	-
Pretax Income	-5,419	3,985	1,995	446	4,527
Pretax Income Growth	-235.98%	99.75%	347.31%	-90.15%	-
Pretax Margin	-3.90%	-	-	-	-
Income Tax	-1,858	-30	667	339	588
Income Tax - Current Domestic	-	-	-	233	-
Income Tax - Current Foreign	-	-	-	135	-
Income Tax - Deferred Domestic	-	-	-	-81	-
Income Tax - Deferred Foreign	-	-	-	52	-
Equity In Affiliates	33	50	627	31	23
Consolidated Net Income	-3,528	4,065	1,955	138	3,962
Minority Interest Expense	-448	-271	-39	-42	-20
Net Income	-3,080	4,336	1,994	180	3,982



### John Giordani Founder, CEO

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## WALGREENS BOOTS ALLIANCE – SEGMENT STRUCTURE



### John Giordani Founder, CEO



## FAMILY DOLLAR / DOLLAR TREE FINANCIAL SUMMARY

# FAMILY ?? DOLLAR

## **Financials**

2024 Total Assets \$22.02 Billion 2024 Fiscal Year Revenue \$30.60 Billion 2024 Fiscal Year Gross Profit \$9.33 Billion 2024 Fiscal Year Revenue Gross 8.02% 2024 Number of Stores 8.359

## **Credit Rating**

Family Dollar Stores, Inc. is a wholly-owned subsidiary of Dollar Tree, Inc. which is S&P Rated: Investment Grade BBB (Long-Term) A-2 (Short-Term)



## Family Dollar

Family Dollar is owned and operated by Dollar Tree, Inc. (NASDAQ: DLTR) which operates discount retail stores. Family Dollar provides quality products at a great value, while remaining a leader in the discount retail industry. The financials and credit ratings presented are representative of the consolidated results of Dollar Tree, Inc., which is Family Dollar's parent entity.

### John Giordani Founder, CEO



## **ABOUT FAMILY DOLLAR**

## FAMILY (?) DOLLAR

Known as the "neighborhood discount stores," Family Dollar focuses on delivering top value for family essentials. Family Dollar helps families do more for less and save on every trip.

Our stores are conveniently located in neighborhoods, and often in "food deserts" where other stores choose not to locate, providing a convenient, close-to-home option where customers can shop for essentials.

Our Family Dollar stores focus on delivering top value for family essentials with merchandise that generally ranges from \$1 to \$10. We offer competitively-priced national brands from leading manufacturers alongside brand-name, equivalent-value, lower-priced private labels.



John Giordani Founder, CEO



## **DEMOGRAPHICS**

	1 mile	3 miles	5 miles
Population			
2029 Projection	10,556	48,245	75,180
2024 Estimate	10,694	46,665	70,928
2028 Population Projection	-	-	-
Annual Growth 2024 - 2029	-1.29%	3.39%	5.99%
Annual Growth 2020 - 2024	0.80%	0.77%	3.56%
Households			
2029 Projection	4,444	18,721	28,487
2024 Estimate	4,502	18,163	26,958
Annual Growth 2024 - 2029	-1.29%	3.07%	5.67%
Annual Growth 2020 - 2024	0.74%	0.53%	3.26%
Household Incomes			
< \$25,000	798	2,513	3,317
\$25,000 - 50,000	996	4,257	5,614
\$50,000 - 75,000	847	3,704	4,981
\$75,000 - 100,000	476	2,155	3,545
\$100,000 - 125,000	486	2,058	3,211
\$125,000 - 150,000	226	1,139	2,046
\$150,000 - 200,000	201	883	1,946
\$200,000+	471	1,455	2,299
Avg Household Income	\$90,991	\$88,337	\$95,237
Median Household Income	\$63,537	\$65,306	\$72,734



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# **Experts in Walgreens & CVS Investments**

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