



**H A R B E R T**  
REALTY SERVICES

HARBERT REALTY | 1

OFFERING MEMORANDUM


## SINGLE TENANT NNN RETAIL INVESTMENT

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Stand- Alone Dollar Tree

📍 1610 Edgewater Drive, Orlando, FL 32804

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Stand-Alone Dollar Tree  1610 Edgewater Drive, Orlando, FL 32804

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*Want to view the  
full Offering  
Memorandum?*

To view sensitive financial information,  
click the below link to sign the  
Confidentiality Agreement.



**SIGN THE  
CONFIDENTIALITY  
AGREEMENT**

## DAMIEN MADSEN

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## JOSH SMITH, SIOR

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<b>PRICING</b>	Contact Broker
<b>TENANT</b>	Dollar Tree, Inc
<b>LEASE TYPE</b>	NNN
<b>YEAR BUILT</b>	1950
<b>RENTABLE AREA</b>	±11,937 SF
<b>PARCEL SIZE</b>	±1.04 Acres



## INVESTMENT HIGHLIGHTS

- Well located in one of Orlando's most well-established neighborhoods
- Very strong demographics within one and three miles
- Parcel size is well suited for future development
- Beneficial zoning and roadway frontage
- Fresh renewal term in place offering instant cash flow



## DOLLAR TREE, INC. – NASDAQ: DLTR

Dollar Tree, Inc. (NASDAQ: DLTR) is a leading national discount retailer with over 8,600 stores across 48 states. The company generates approximately \$19 billion in annual revenue and has delivered over 20 consecutive years of positive same-store sales growth. Dollar Tree's value-oriented business model, strong cash flow generation, and continued store expansion make it a stable, recession-resistant tenant with a significant national presence.



### National Presence & Scale

Dollar Tree has a significant national footprint, making it one of the largest discount retailers in the U.S.

- ~8,600+ stores in the U.S. and 250+ stores in Canada
- Operates in 48 states + Washington, D.C.
- Continued expansion with 400+ new stores opened in 2025 alone
- Plans to continue opening ~400 new stores annually

### Financial Strength & Performance

Dollar Tree demonstrates strong revenue generation, profitability, and cash flow:

- ~\$19.4 billion annual revenue (2025)
- \$5.5 billion quarterly revenue (Q4 2025), +9% YoY growth
- \$2.2 billion operating cash flow (2025)
- \$1.1 billion free cash flow (2025)
- 20 consecutive years of positive same-store sales growth

**\$19.4 BILLION**  
annual revenue in 2025

**8,600+**  
stores in the US

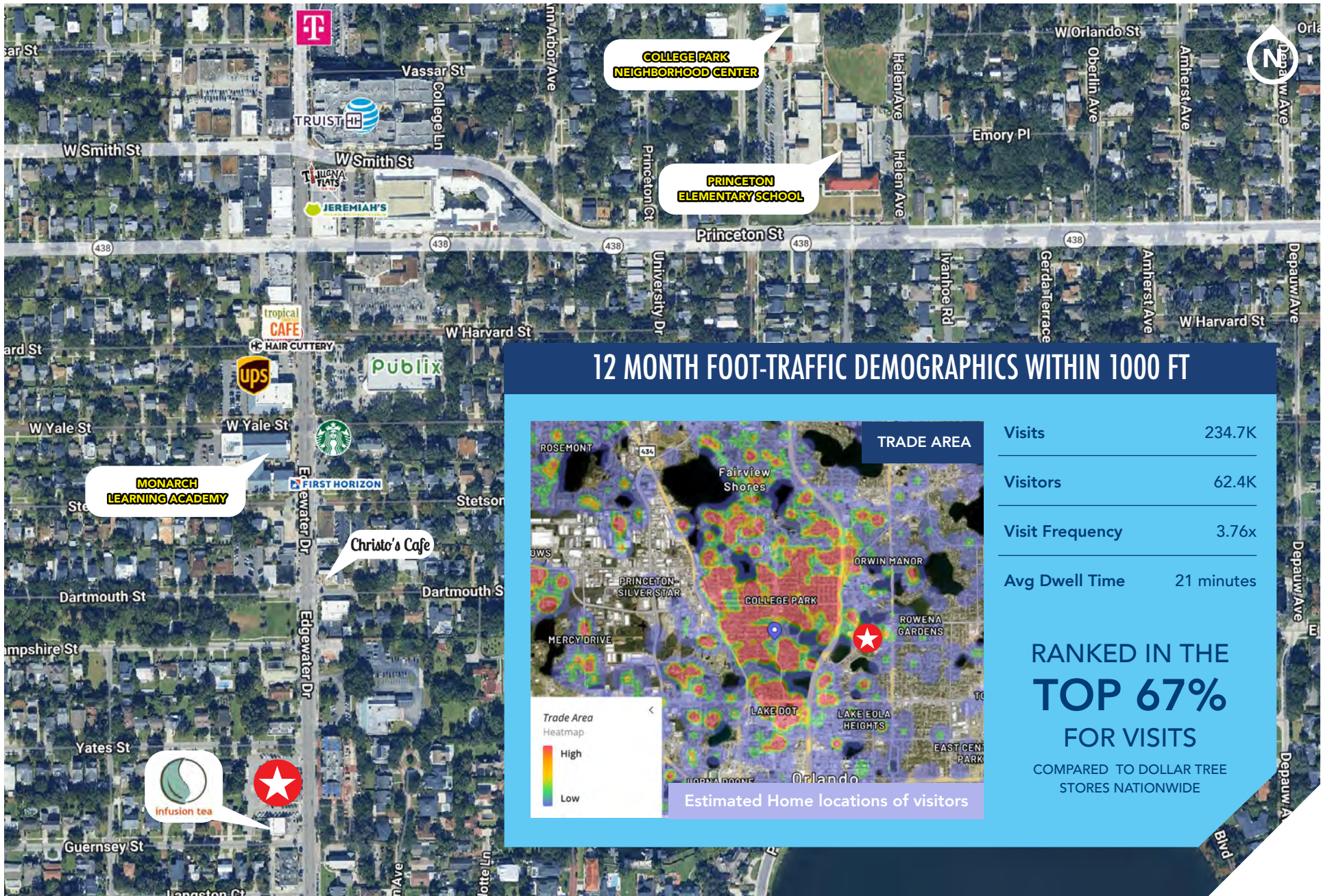
**20 CONSECUTIVE YEARS**  
positive same-store sales growth



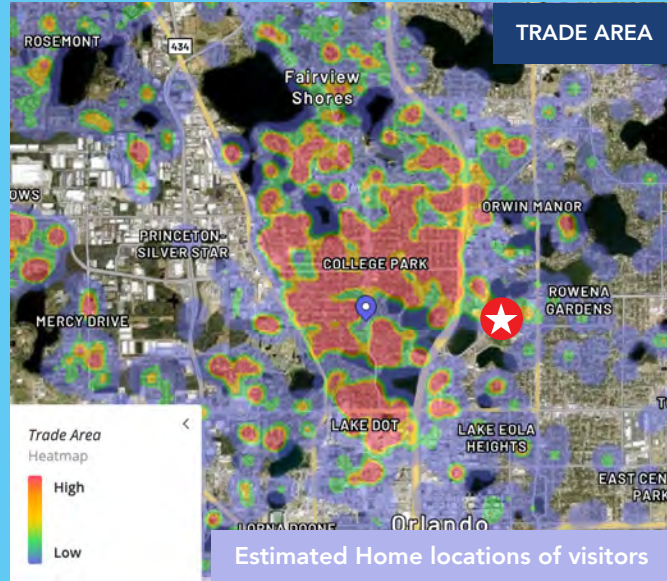
[Corporate.DollarTree.com](https://Corporate.DollarTree.com)



*Dollar Tree has a deep, established national platform with ongoing expansion, reinforcing long-term viability and site selection discipline.*



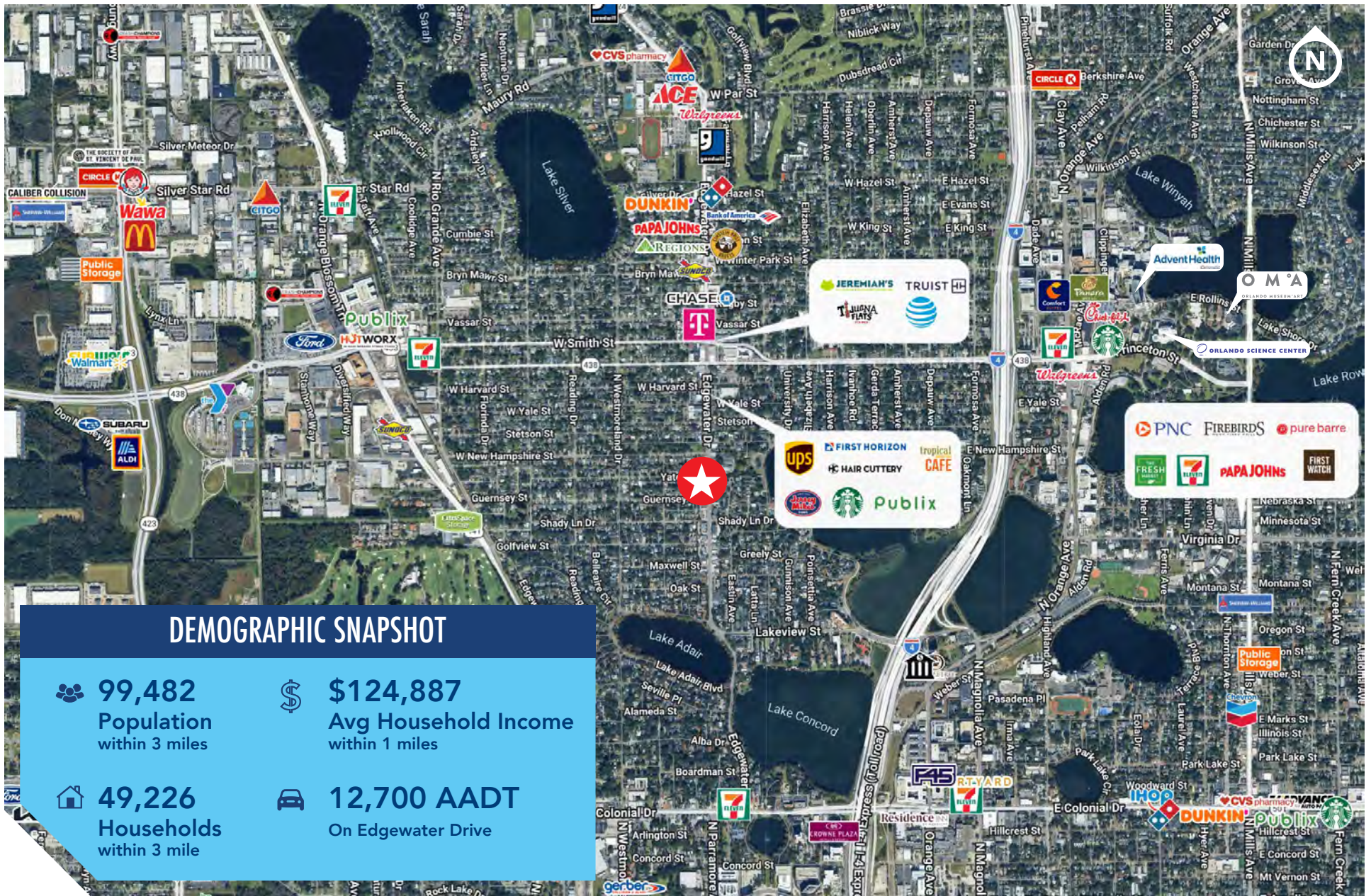
12 MONTH FOOT-TRAFFIC DEMOGRAPHICS WITHIN 1000 FT



Visits	234.7K
Visitors	62.4K
Visit Frequency	3.76x
Avg Dwell Time	21 minutes

RANKED IN THE  
**TOP 67%**  
FOR VISITS

COMPARED TO DOLLAR TREE STORES NATIONWIDE



# COLLEGE PARK NEIGHBORHOOD - ORLANDO, FL

The subject property is strategically located along Edgewater Drive, a **well-trafficked retail corridor in the desirable College Park neighborhood of Orlando**. This area is known for its strong demographics, established residential base, and vibrant mix of national and local retailers.

Edgewater Drive serves as a primary north-south thoroughfare, providing **excellent visibility and accessibility** while benefiting from consistent daily traffic. The surrounding area features a dense population with **above-average household incomes, supporting sustained retail demand and long-term tenant success**.

College Park is one of **Orlando's most sought-after infill submarkets**, characterized by its walkable streets, proximity to Downtown Orlando (approximately 2 miles), and a strong sense of community. The area continues to experience steady growth driven by ongoing residential development, redevelopment projects, and an influx of young professionals and families.

The property is also within close proximity to major employment centers, including **Downtown Orlando, AdventHealth Orlando, and Orlando Health**, further reinforcing daytime population and consumer activity. Additionally, convenient access to major roadways such as Interstate 4 enhances regional connectivity.

Overall, the location benefits from a combination of strong demographics, high visibility, and proximity to key economic drivers, making it a highly desirable retail corridor within the Orlando MSA.

## 1 Mile Demographics

### KEY FACTS

2,932,740

Population

38.8

Median Age



2.6

Average Household Size

\$82,265

Median Household Income

### BUSINESS



119,445

Total Businesses



1,251,590

Total Employees

### INCOME



\$82,265

Median Household Income



\$41,326

Per Capita Income



\$208,581

Median Net Worth

### EMPLOYMENT

63.7%

White Collar



18.4%

Blue Collar



17.9%

Services

3.4%

Unemployment Rate

### EDUCATION

8.0%

No High School Diploma



24.9%

High School Graduate



28.7%

Some College/ Associate's Degree



38.5%

Bachelor's/Grad/ Prof Degree

Source: ArcGIS Business Analyst (Esri)

# ORLANDO, FLORIDA

The Orlando Metropolitan Statistical Area (MSA), which includes Orange, Seminole, Lake, and Osceola counties, is a dynamic and rapidly growing region in the heart of Florida. While globally recognized for its world-class theme parks and tourism industry, Orlando has successfully diversified its economy, establishing itself as a leading hub for technology, healthcare, and professional services. The region's strategic location, pro-business environment, and surging population make it a top destination for both residents and businesses.

## KEY ECONOMIC AND DEMOGRAPHIC INDICATORS

- POPULATION:** The Orlando MSA has a population of approximately 2.93 million as of mid-2024, making it the 20th largest metro area in the U.S. and the third-largest in Florida. The region's population growth rate of 2.7% is well above the national average.
- JOB GROWTH:** Orlando's job market continues to outperform national averages. The region added 31,600 jobs in the year ending June 2025, with a year-over-year growth rate of 2.1%.
- UNEMPLOYMENT RATE:** The unemployment rate was 3.8% as of June 2025, which remains below both the state and national averages.
- MAJOR INDUSTRIES:** Major Industries: While tourism and hospitality are still dominant, the Orlando economy is highly diversified. Key growth sectors include:

**MODELING, SIMULATION, AND TRAINING (MS&T):** Orlando is a national leader in this industry, serving defense, healthcare, and entertainment.

**LIFE SCIENCES AND HEALTHCARE:** The area is home to a growing medical city at Lake Nona, with major hospitals, research centers, and a thriving biotech sector.

**TECHNOLOGY:** The region has a rapidly expanding digital media and technology cluster, with a focus on gaming, software development, and smart sensor technologies.

**PROFESSIONAL SERVICES:** An influx of companies and corporate headquarters has fueled growth in finance,

## Orlando MSA

### KEY FACTS

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Bachelor's/Grad/ Prof Degree

Source: ArcGIS Business Analyst (Esri)

# ORLANDO: A THRIVING BUSINESS HUB

## STRATEGIC ADVANTAGES FOR BUSINESS

**PRO-BUSINESS CLIMATE:** Florida has a business-friendly tax structure, including no state personal income tax. The region offers various incentives, grants, and support from economic development organizations.

**ACCESS TO TALENT:** The presence of major universities like the University of Central Florida (UCF), which is one of the nation's largest, provides a steady pipeline of skilled and educated talent.

**CONNECTIVITY AND INFRASTRUCTURE:** The Orlando International Airport (MCO) is one of the busiest in the country, providing extensive domestic and international flight options. A robust network of major highways and an expanding SunRail commuter system enhance regional connectivity.

**QUALITY OF LIFE:** The region offers a high quality of life with year-round outdoor recreation, a diverse culinary scene, and a lower cost of living compared to many other major U.S. cities, which helps attract and retain a strong workforce.



University of Central Florida

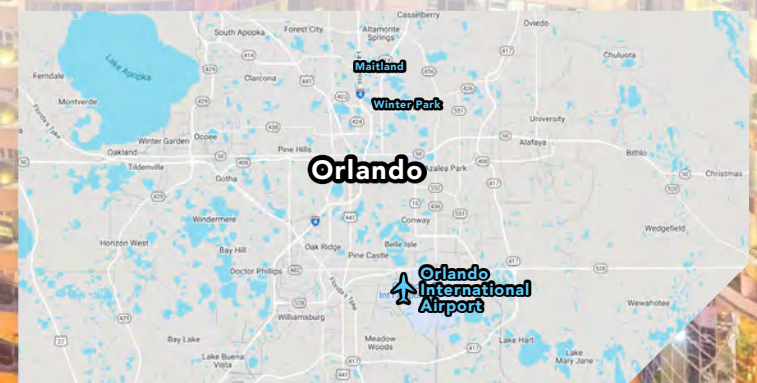


Orlando International Airport



SunRail Station - LYNX Central

City	Distance	Flight/Drive Time
Jacksonville, FL	~143 miles	~2 hour drive
Tampa, FL	~84 miles	~1.5 hour drive
Miami, FL	~235 miles	~1 hour flight
Atlanta, GA	~438 miles	~1.5 hours flight





**DAMIEN MADSEN**

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 Managing Director  
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**EDUCATION**

Bachelor Degree from  
 University of Central Florida



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Damien is a prominent local commercial real estate broker and has extensive experience and knowledge in office leasing, investment sales and general real estate services. He returned to Harbert as Senior Vice President and Managing Director after nearly two decades away and brings a wide-ranging network of owners, tenants, and market participants with him to help drive Harbert’s growth and brand awareness in Central Florida. Damien has completed nearly 6 million SF of transaction volume valued at \$2 billion over his career.

**PRIOR EXPERIENCE**

Prior to joining Harbert, Damien served as Senior Vice President, Office Brokerage for Lincoln Property Company. Damien started his career in 1990 with Harbert as Director of Leasing and moved through a series of progressively responsible commercial real estate roles during the 1990s.

Josh Smith, a Florida native, has many years of experience in commercial real estate, as well as, being a successful business owner and entrepreneur. Josh joined Harbert Realty in 2017 as Vice President and Managing Director of Harbert’s Orlando office. Josh continues to expand the scope of Harbert Realty Services in Central Florida and throughout Florida’s other growing markets. In 2025 Josh earned his SIOR (Society of Industrial and Office Realtors) designation.

**PRIOR EXPERIENCE**

Before joining Harbert, Josh launched two prosperous start-up companies. Since 2011, he has worked in office, industrial and retail brokerage in Central Florida.



### PROPERTY/ASSET MANAGEMENT

We have represented, managed or leased more than 10 million square feet of office, retail and industrial space for owners located across the United States.



### LEASING & BROKERAGE

We have the expertise, team and process to implement a comprehensive and aggressive marketing program to maximize results and value.



### DEVELOPMENT

We develop properties for our own account, which means our interest in each project's profitability is personal.



### INVESTMENT SALES

We provide consulting, execution and investment management services to clients engaged in buying, selling, building, financing or investing in commercial real estate.



### RETAIL SERVICES

We provide full service commercial retail services to our clients in a professional, timely manner.



### MULTIFAMILY

We provide exclusive focus on apartment brokerage services throughout the Southeast as Harbert Multifamily Advisors.



# HARBERT

REALTY SERVICES



Harbert Realty Services is one of the largest privately held, independent commercial real estate firms in the Southeast. HRS was founded with a main focus on bringing value to our clients. For 40 years, we have built a business around this focus and strive to achieve this in every transaction and opportunity.

Since its founding, HRS has developed an unparalleled reputation for expertise, integrity, and creativity in providing comprehensive and best-in-class, process driven commercial real estate services to our tenants, clients, and investors.

Commercial real estate is our only business. Every member of our firm is a specialist. As a result, we have developed a highly focused team of real estate professionals with tremendous knowledge and experience. We measure our success by the value of the results it produces for our clients. Our success is guided by our philosophy, values and culture.

## NEARLY 42 YEARS OF SERVICE

*as one of the leading full service commercial real estate firms in the Southeast*

## OVER \$1.1 BILLION

*in transaction volume over the last 5 years*

## LEASE & MANAGE

### ±5,100,000 SF

*across the Southeast and Central Florida*

## DIVERSIFIED COMPANY

*Office, Retail, Multifamily, Industrial and Medical*



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