



# DOLLAR GENERAL

WINDOM, MN

O F F E R I N G   M E M O R A N D U M

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# INVESTMENT OVERVIEW

## DOLLAR GENERAL | WINDOM, MN

### PRICE

**\$875,000**

**7.50% CAP Rate**

#### ADDRESS

2480 MN-60  
WINDOM, MN 56101

#### APN

25-024-0620

#### NET OPERATING INCOME

\$65,664

#### BUILDING/LOT SIZE

9,014 SF / 1.21 Acres

#### YEAR BUILT

2006

#### LEASE TYPE

NN

### OVERVIEW

CBRE is pleased to present the Dollar General in Windom, Minnesota. The subject property enjoys easy access from Highway 60 which carries nearly eight thousand vehicles daily and is a major traffic artery into and out of the city, connecting Windom to Minneapolis-St. Paul to the north, and Omaha to the south. This Dollar General location boasts a long-term commitment to this area with thirteen years of operating history along with a recently signed ten-year lease extension, plus over ten years in renewal options.

This location benefits from being located in the county seat of Cottonwood County, making Windom a local and regional hub of administrative and governmental activity. Windom is supported largely by an economy with deep roots in manufacturing and agriculture. Major employers in city limits include a Toro plant (with over 600 employees at this location, this is the city's largest employer), Fortune Transportation, and the recently added Smithfield pork processing center.

### HIGHLIGHTS

- + New 10 Year Lease
- + 13 Years of Operating History
  - Deep Commitment to Doing Business in Windom
- + Located Off Highway 60
  - Highly Visible and Easily Accessible
- + NN Lease
  - Minimal Landlord Responsibilities

# INVESTMENT OVERVIEW

## DOLLAR GENERAL | WINDOM, MN

### LEASE SUMMARY

<b>Tenant</b>	Dollar General
<b>Lease Commencement (Estimated)</b>	9/1/2006
<b>Lease Expiration</b>	8/31/2028
<b>Lease Expiration with Options Exercised</b>	8/31/2038
<b>Lease Term Remaining</b>	9 years and 7 months
<b>Renewal Options</b>	Three 5-Year Options

### EXPENSES

<b>Taxes</b>	Tenant Responsible
<b>Insurance</b>	Tenant Pays Direct
<b>Repairs &amp; Maintenance</b>	Tenant Pays up to \$1000 per occurrence - Landlord handles logistics; Tenant reimburses set monthly amount.
<b>Roof &amp; Structure</b>	Landlord Responsible
<b>Utilities</b>	Tenant Pay Direct
<b>Snow Plow</b>	Tenant Responsible

### RENT SCHEDULE

	<b>Rent State Date</b>	<b>Rent End Date</b>	<b>Annual Rent</b>	<b>Per SF</b>
	[CURRENT] 9/1/2018	8/31/2028	\$65,664	\$7.28
	[OPTION 1] 9/1/2028	8/31/2033	\$74,856	\$8.30
	[OPTION 2] 9/1/2033	8/31/2038	\$85,332	\$9.47
	[OPTION 3] 9/1/2038	8/31/2043	\$97,272	\$10.79



# TENANT SUMMARY

## DOLLAR GENERAL | WINDOM, MN

# DOLLAR GENERAL



### TENANT SUMMARY

Ownership	Public (NYSE: "DG")
Tenant	Dollar General
Sales Volume	\$6.4 Billion (Q2 2018)
Lease Guarantor	Corporate
No. of Locations	15,000
Headquartered	Goodlettsville, TN
Years in the Business	64 Years
Website	<a href="http://www.dollargeneral.com">www.dollargeneral.com</a>

Dollar General stores strive to make shopping hassle-free and affordable with more than 15,000 convenient, easy-to-shop stores in 44 states. Stores deliver everyday low prices on items including food, snacks, health and beauty aids, cleaning supplies, family apparel, housewares, seasonal items, paper products and much more from America's most-trusted brands and products, along with Dollar General's high-quality private brands.

Stores are designed around small neighborhood footprints with carefully edited merchandise assortments to make shopping simpler.

*"The chain now has more outlets across the country than McDonald's has restaurants, and its profits have surged past some of the grand old names of American retail. The company estimates that three-quarters of the population lives within five miles of one of its stores..."*

"Where even Walmart won't go: How Dollar General took over rural America",  
[www.TheGuardian.com](http://www.TheGuardian.com) August 13, 2018



# AERIAL

## DOLLAR GENERAL | WINDOM, MN





# DEMOGRAPHICS

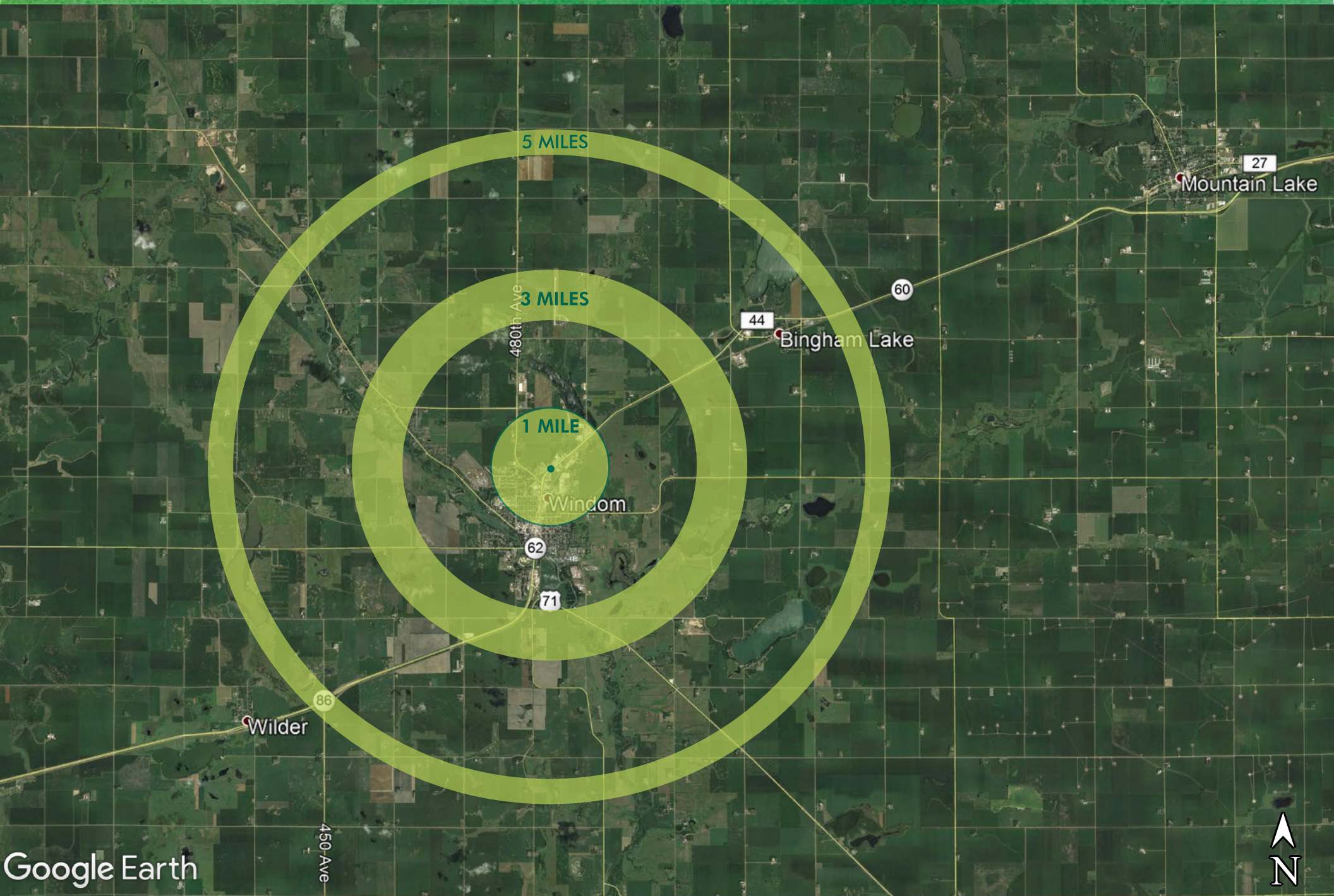
## DOLLAR GENERAL | WINDOM, MN

	1 Mile	3 Miles	5 Miles
POPULATION			
2018 Population - Current Year Estimate	1,336	4,779	5,317
2023 Population - Five Year Projection	1,323	4,713	5,237
2018-2023 Annual Population Growth Rate Projection	-0.20%	-0.28%	-0.30%
GENERATIONS			
Generation Z (Born 1999-2016)	20.8%	21.3%	21.2%
Millennials (Born 1981-1998)	19.6%	19.6%	19.6%
Generation X (Born 1965-1980)	19.5%	18.3%	18.2%
Baby Boomers (Born 1946-1964)	24.6%	24.3%	24.9%
HOUSEHOLD INCOME			
2018 Average Household Income	\$62,013	\$59,772	\$62,117
2023 Average Household Income	\$70,426	\$66,074	\$68,818
EDUCATION			
High School Diploma	28.0%	27.7%	27.8%
GED or Alternative	5.4%	4.6%	4.5%
Some College - No Degree	27.3%	25.5%	25.4%
Associate`s Degree	9.6%	11.1%	11.0%
Bachelor`s Degree	15.4%	14.9%	15.0%
EMPLOYMENT			
2018 Employed Civilian Population (16+)	94.8%	94.9%	95.3%
2018 Unemployed Population (16+)	5.2%	5.1%	4.7%
SPENDING HABITS*			
Shop at Dollar General	59% More Likely	56% More Likely	52% More Likely
Annual Household Budget	\$54,948 (23% Below National Average)	\$52,522 (26% Below National Average)	\$54,551 (24% Below National Average)
*Based on US Average Index Base of 100			



# DEMOGRAPHICS

DOLLAR GENERAL | WINDOM, MN





# MARKET SUMMARY

## DOLLAR GENERAL | WINDOM, MN

### RURAL, BUCOLIC SETTINGS IN SOUTHWEST MINNESOTA

Located in Cottonwood County, Windom, Minnesota is the county seat and situated in the Coteau des Prairies, a geographic ridge extending from South Dakota to Iowa. US Highway 71, Minnesota Highway 60, and Minnesota Highway 62 are the main traffic arteries into the city.

The Toro Company is a major employer in the city, with one of eight manufacturing facilities located in Windom. Other major employers include the public school system and Fortune Transportation. The city is home to numerous parks and trails, making outdoor pursuits a popular pastime for residents. Windom hosts an annual summer festival called Riverfest, attracting local and regional residents from the surrounding area.

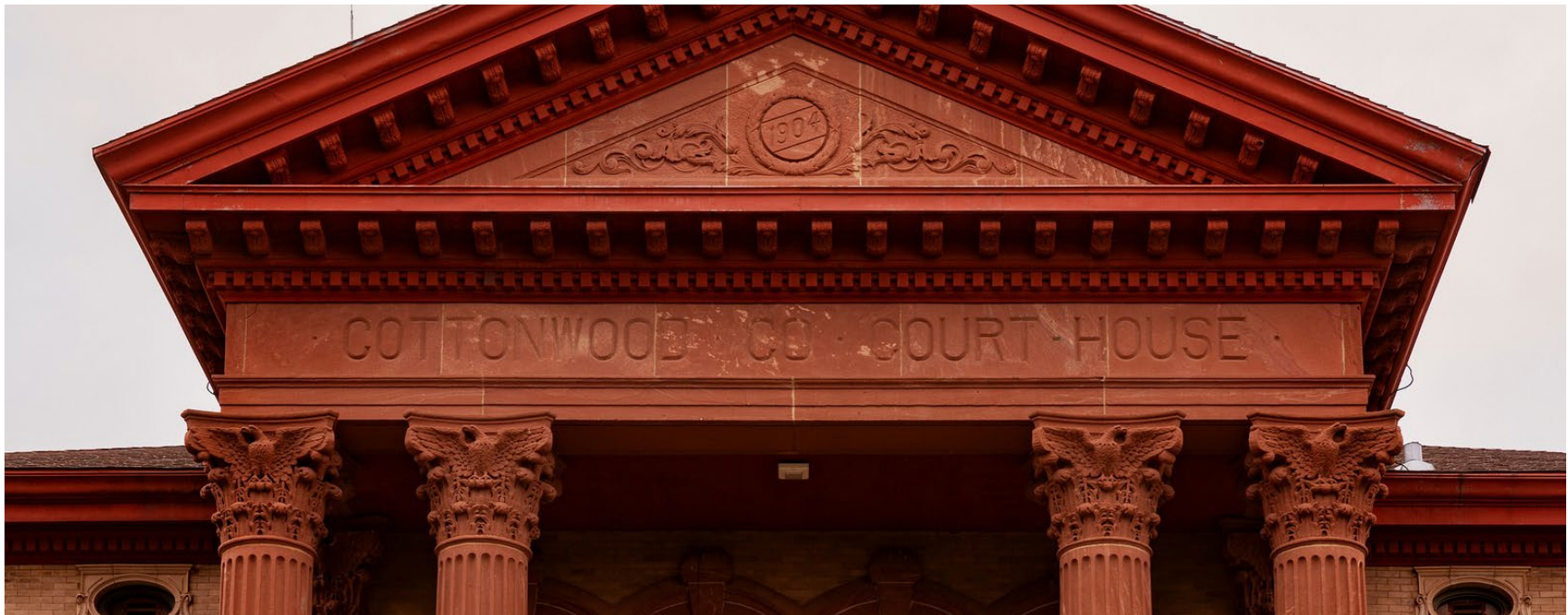


Photo by Tony Webster on Foter.com / CC BY

# CONSUMER BASE

## DOLLAR GENERAL | WINDOM, MN

### DOMINANT TAPESTRY SEGMENT

**39.0%** SMALL TOWN  
SIMPLICITY

- Young families and senior households bound by community ties
- 1 in 4 households are below the poverty, meaning finances are kept simple
- Price-conscious consumers that shop accordingly, with coupons and at discount stores

### OTHER TOP SEGMENTS

**25.1%** PRAIRIE LIVING

- Predominantly self-employed farmers
- Tend to purchase when the need arises, rather than when they want it or to be trendy
- Creatures of habit when purchasing food items
- Faith is important to this hardworking market segment

### DOMINANT LIFEMODE GROUP

**43.5%** COZY COUNTRY

- Empty nesters in bucolic settings
- Politically conservative and believe in the importance of buying American
- Prefer to eat at home, shop at discount retail, bank in person, and spend little time online

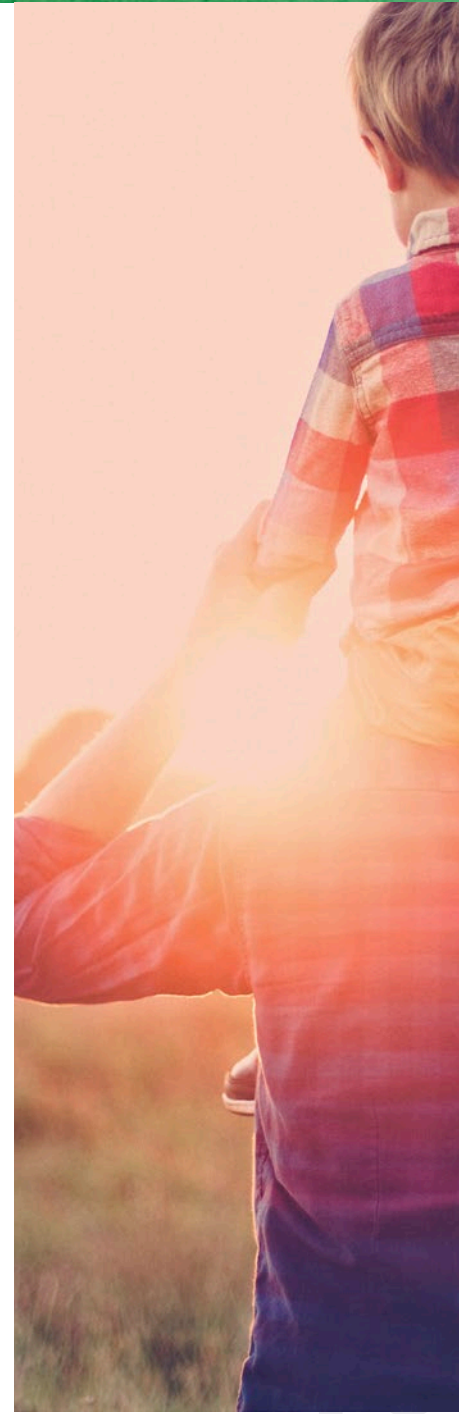
### DOMINANT URBANIZATION GROUP

**61.4%** SEMIRURAL

- Single-family and mobile homes in the country, but still within reach of some amenities
- Fast food and frozen meals are much more common than fine dining
- Time off is spent visiting nearby family rather than flying to vacation destinations

**20.5%** HEARTLAND  
COMMUNITIES

- Well settled, close-knit, semirural, and semiretired
- Traditional and patriotic, these residents support local businesses, always buy American, and favor domestic driving vacations
- Budget savvy consumers
- Daily life is busy, but not routine





# PROPERTY PHOTOS

## DOLLAR GENERAL | WINDOM, MN



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