

DOLLAR GENERAL

655 EAST BASE ST | MADISON, FL

Representative Photo



MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

OFFERING MEMORANDUM

EXCLUSIVELY LISTED BY

ANDREW GROSS
Capital Markets

Andrew.Gross@matthews.com
DIR (310) 955-1773
MOB (435) 659-1404
LIC # 01987860 (CA)

CHAD KURZ
SVP & National Director

Chad.Kurz@matthews.com
DIR (214) 692-2927
MOB (562) 480-2937
LIC # 01911198 (CA)

KYLE MATTHEWS
BROKER OF RECORD
LIC # CQ1052263 (FL)

CONTENTS

4 FINANCIAL
OVERVIEW

5 TENANT
OVERVIEW

6 PROPERTY
OVERVIEW

8 AREA
OVERVIEW



Representative Photo

EXECUTIVE SUMMARY

INVESTMENT HIGHLIGHTS


PROPERTY, LEASE, AND LOCATION

- Recently extended lease displaying commitment to location
- Highly trafficked retail corridor strategically located along Highway 90
- Nearby national retailers include O'Reilly Auto Parts, Advance Auto Parts, CVS, Burger King, McDonald's, Fred's Dollar Store, and Wells Fargo
- Lease incorporates one additional 5-Year Extension Option with an attractive 7.50% Increase
- Over 2,500 residents within a 1-mile radius
- Nearly 7,500 residents within a 3-mile radius
- Florida is an income tax-free state
- Average Household income considered in Dollar General's sweet spot


TENANT HIGHLIGHTS

- Investment grade credit tenant; Standard & Poor's rating of BBB (recently upgraded from BBB-)
- Dollar General is the only dollar store tenant with investment grade credit
- Dollar General currently has 13,000 stores with plans to continue expansion over the next several years


FINANCIAL OVERVIEW




PROPERTY NAME
Dollar General




ADDRESS
655 East Base St
Madison, FL 32340




LIST PRICE
\$505,000




CAP RATE
8.92%




LEASE TYPE
NN



TERM REMAINING
± 2.50 Years



YEAR BUILT
1999



SQUARE FOOTAGE
± 8,640 SF

Annualized Operating Data

	Monthly Rent	Annual Rent	Rent/SF	Cap Rate
Current	\$3,754.17	\$45,050.00	\$5.21	8.92%
Option 1	\$4,035.73	\$48,428.75	\$5.61	9.59%

Tenant Summary

Tenant Trade Name	Family Dollar
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Roof & Structure	Landlord Responsible
Original Lease Term	10 years
Rent Commencement Date	9/1/1999
Lease Expiration Date	9/30/2020
Increases	7.50% Increase in Option
Option	One, 5-Year Option

TENANT OVERVIEW

The Dollar General logo is displayed on a bright yellow rectangular background with rounded corners. The text "DOLLAR GENERAL" is written in a bold, black, sans-serif font. A small registered trademark symbol (®) is located at the top right of the word "GENERAL".

Company Name	Dollar General
Parent Company Trade Name	Dollar General Corporation (NYSE: DG)
Ownership	Public
Credit Rating (S&P)	BBB
No. of Locations	± 13,500
No. of Employees	± 113,400
Headquartered	Goodlettsville, TN
Website	www.dollargeneral.com
Year Founded	1939

Tenant Overview

Dollar General is the fast-growing retailer that boasts roughly 13,500 discount stores in over 40 US states, mostly in the South, East, the Midwest, and the Southwest. It generates about 75% of its sales from consumables (including refrigerated, shelf-stable, and perishable foods) and another 10% from seasonal items. The stores also offer household products and apparel. Pricing its items at \$10 or less, Dollar General targets low-, middle-, and fixed-income shoppers while selling brand-name products from manufacturers such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo, and Coca-Cola. The retailer devotes its dollars to promotional circulars, targeted circulars that support new stores, television and radio advertising, in-store signage, and costs associated with the sponsorship of certain auto racing activities. Because Dollar General's customers typically live in small towns, the company doesn't allocate ample amounts of money to advertising. It has spent increasingly more on advertising in recent years, however, as the company expands its stores' footprint.

STRATEGY

With its small-box stores typically measuring some 9,100 sq. ft, Dollar General targets cost-conscious consumers that prefer easier and quicker access to items than at super-sized competitors such as Wal-Mart and Costco (which are also often much farther away). Indeed, Dollar General's strategy of catering to the value conscious has paid off big, both during and after the recession. The discount retailer boasted its 26th consecutive year of same-store sales growth in 2016 (ended January), attributable to its value and convenience proposition.

OPERATIONS

Dollar General's massive stores network is supported by 13 distribution centers that are strategically located throughout its geographic footprint. Dollar General owns several trademarks, including Dollar General, Dollar General Market, Clover Valley, DG, DG Deals, Smart & Simple, trueliving, Forever Pals, I*Magine, OT Sport, and Sweet Smiles. It also boasts a few licenses, such as Bobbie Brooks and Fisher Price for clothing and Rexall for health and beauty aids.

GEOGRAPHIC REACH

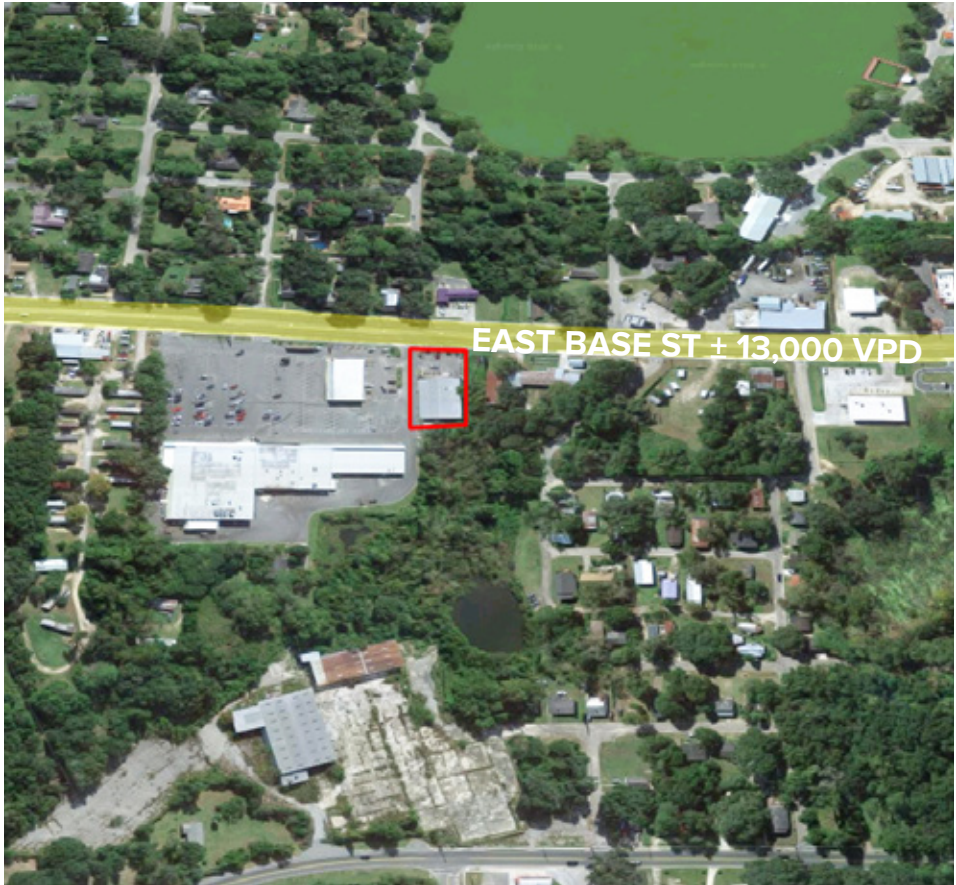
Dollar General operates nearly 13,500 stores in 43 US states in 2015. About 10% of its stores are in Texas and another 20% are spread across Florida, Georgia, Ohio, and North Carolina.

PROPERTY OVERVIEW

THE OFFERING

Property Name		Dollar General
Property Address		655 East Base St Madison, FL 32340
Assessor's Parcel Number		22-1N-09-4080-002-001
Site Description		
Number of Stories		One
Year Built		1999
Gross Leasable Area (GLA)		± 8,640 SF
Lot Size		± 0.66 Acres (28,706 SF)
Type of Ownership		Fee Simple
Parking		± 20 Surface Spaces
Parking Ratio		3.08 : 1,000 SF
Landscaping		Professional
Topography		Generally Level
Construction		
Foundation		Concrete Slab
Framing		Wood
Exterior		Brick
Parking Surface		Asphalt
Roof		Pitched

PARCEL MAP



SURROUNDING TENANTS



AREA OVERVIEW

MADISON, FL

Offering a beautiful country backdrop in Florida’s North Central Region, Madison is a city in Madison County that has been designated as one of the “Best Little Towns in Florida”. The county is bordered by the Aucilla River, the Withlacoochee River and the Suwannee River, which provide an abundance of recreational opportunities to locals. Nearby, the Madison Blue Springs State Park, a first magnitude spring known worldwide, touts water and allows access to the Suwannee River for canoeing, cave diving, fishing, and swimming.

With a business-friendly local government, Madison has everything a business needs to open, relocate or expand successfully, including tax incentives and expedited permitting. Growth plans for the local economy are focused on job opportunities, residential needs and the creation of new neighborhoods. Madison is committed to its future development and prosperity by attracting business investments and high wage job growth.

In the heart of downtown Madison is an attractively landscaped city-block area known as Four Freedoms Park contains the Four Freedoms monument and a large gazebo. Gift shops, antique stores, outdoor shops and nice eateries occupy the classic 200-year-old buildings that exude country charm.

DEMOGRAPHICS

POPULATION				HOUSEHOLDS			
	1 Mile	3 Mile	5 Mile		1 Mile	3 Mile	5 Mile
2022 Projection	2,694	7,361	8,886	2022 Projection	1,069	2,293	2,925
2017 Estimate	2,712	7,368	8,885	2017 Estimate	1,067	2,285	2,911
2010 Census	2,868	7,656	9,209	2010 Census	1,109	2,364	3,001
INCOME							
2017 Est. Average Household Income					1 Mile	3 Mile	5 Mile
					\$39,063	\$39,673	\$41,560



REGIONAL MAP

DOLLAR GENERAL®

TALLAHASSEE, FL

Tallahassee the capital of Florida. It is the county seat and only incorporated municipality in Leon County. Tallahassee became the capital of Florida, then the Florida Territory, in 1824. Tallahassee is the largest city in the Northwest Florida region as well as the main center for trade and agriculture in the Florida Big Bend and Southwest Georgia regions.

Tallahassee is home to Florida State University, ranked the nation's thirty-third best public university by U.S. News & World Report. It is also home to Florida A&M University, one of the country's largest historically black universities by total enrollment. Tallahassee Community College is a large community college which serves mainly as a feeder school to both Florida State and Florida A&M. Tallahassee qualifies as a significant college town with a student population exceeding 70,000.

Tallahassee is home to the Florida State Capitol, Supreme Court of Florida, Florida Governor's Mansion, and nearly 30 state agency headquarters. The city is also known for its large number of law firms, lobbying organizations, trade associations and professional associations, including the Florida Bar and the Florida Chamber of Commerce. It is also a recognized regional center for scientific research, and home to the National High Magnetic Field Laboratory. In 2015, Tallahassee was awarded the All-American City Award by the National Civic League for the second time. Tallahassee is currently ranked as the 18th best college town in the nation by Best College Reviews.

CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located at **655 East Base St, Madison, FL 32340** (**“Property”**). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

DOLLAR GENERAL

655 EAST BASE ST | MADISON, FL

DOLLAR GENERAL

EXCLUSIVELY LISTED BY

ANDREW GROSS
Capital Markets

Andrew.Gross@matthews.com
DIR (310) 955-1773
MOB (435) 659-1404
LIC # 01987860 (CA)

CHAD KURZ
SVP & National Director

Chad.Kurz@matthews.com
DIR (214) 692-2927
MOB (562) 480-2937
LIC # 01911198 (CA)

KYLE MATTHEWS
BROKER OF RECORD

LIC # CQ1052263 (FL)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

Representative Photo