

OFFERING MEMORANDUM

# DOLLAR GENERAL

403 E. MAIN STREET | CANTON, OK 73724

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



Representative Photo



Representative Photo

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## INVESTMENT HIGHLIGHTS

- Absolute NNN Investment – This lease calls for a completely passive investment with zero landlord responsibilities
- Long Term Lease – Over 14 years remain on the base term of the lease with five 5-year option w/ 10% increases
- New Prototypical Store – Dollar General is building 9,014 SF stores in small-town America as this is where their finding success
- Attractive Local Tourist Location – This store is located next to Canton Lake, which the only body of water in a 40-mile radius bringing in daytime visitors from hours away
- No Competition - Only Dollar General in 25-mile radius serving resident from neighboring towns
- Certified Clean – Google Review “This store is one of the nicest in this area. It’s very clean organized and the staff are very friendly and helpful. The one in Canton makes the one in Seiling looks like it is owned by some other company”

### TENANT

- Attractive investment grade credit tenant; Standard & Poor’s rating of BBB, which was recently upgraded.
- Dollar General is the only dollar store which holds an investment grade credit rating.
- Dollar General is the market leader in Dollar Stores and currently has ±15,000 locations nationwide with plans to open another 900 in 2019.
- The dollar stores are one of the few retailers that are expanding while most others are consolidating due to the effects of E-Commerce

# FINANCIAL OVERVIEW

## EXECUTIVE SUMMARY

Tenant	Dollar General
Property Street	403 E. Main Street
City, State	Canton, OK 73724
GLA	9,014 SF
Year Built	2017

## TENANT SUMMARY

Tenant Trade Name	Dollar General
Lease Guarantor	Corporate
Lease Type	NNN
Roof & Structure	Tenant Responsibility
Original Lease Term	15 Years
Lease Commencement Date	8/4/2017
Rent Commencement Date	8/4/2017
Lease Expiration Date	8/31/2032
Term Remaining	14
Increases	10% in Option Periods
Options	Four, 5-Year Options

## FINANCIAL HIGHLIGHTS



### LIST PRICE

\$1,237,680



### CAP RATE

6.90%



### TERM REMAINING

13 Years

## ANNUALIZED OPERATING DATA

	Monthly Rent	Annual Rent	Rent/SF	Cap Rate
Year 1-15	\$7,116.67	\$85,400.00	\$9.47	6.85%
Option 1	\$7,828.33	\$93,940.00	\$10.42	7.54%
Option 2	\$8,611.17	\$103,334.00	\$11.46	8.29%
Option 3	\$9,472.28	\$113,667.40	\$12.61	9.12%
Option 4	\$10,419.51	\$125,034.14	\$13.87	10.03%
Option 5	\$11,461.46	\$137,537.55	\$15.26	11.03%

# TENANT OVERVIEW

## DOLLAR GENERAL®

Dollar General is the fast-growing retailer that boasts roughly 13,000 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.

### 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.



### COMPANY TRADE NAME

DOLLAR GENERAL CORPORATION (NYSE: DG)



### OWNERSHIP

PUBLIC



### NO. OF LOCATIONS

± 13,000



### NO. OF EMPLOYEES

± 113,400



### WEBSITE

WWW.DOLLARGENERAL.COM



### HEADQUARTERED

GOODLETTSVILLE, TN



### YEAR FOUNDED

1939

## THE OFFERING

Property Name	Dollar General
Property Address	403 E. Main Street Canton, OK 73724
Site Description	
Number of Stories	One
Year Built	2017
GLA	9,014 SF
Type of Ownership	Corporate

## PARCEL MAP





Canton  
One Stop

El Charro

Riverside  
RV Park

F Stop

United States  
Postal Service

Canton Foods

Canton  
Elementary  
School

Canton  
High School

**DOLLAR GENERAL**

**SURROUNDING TENANTS**

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# AREA OVERVIEW



## CANTON, OK

Canton is a town in Blaine County, Oklahoma just 91 miles from Oklahoma City. Canton is situated south of the North Canadian River at the intersection of State Highways 51 and 58. The site was selected when the Kansas City, Mexico and Orient Railway crossed the river in 1905. Canton derived its name from Cantonment, a nearby military post that was established in 1879. On August 5, 1905, the Union Real Estate and Townsite Company set up a town lot sale, and Canton sprang up overnight.

## DEMOGRAPHICS

POPULATION	5 Mile	7 Mile	10 Mile
2018 Estimate	1,163	1,625	2,132
HOUSEHOLDS	5 Mile	7 Mile	10 Mile
2018 Estimate	470	670	876
INCOME	5 Mile	7 Mile	10 Mile
2017 Est. Average Household Income	\$66,596	\$65,832	\$69,873

# CANTON LAKE

Canton Lake is located in west Oklahoma on the North Canadian River, 2 miles north of the town of Canton. This man-made lake offers extensive opportunity for outdoor recreational activities. Canton Lake plays host to a large number of campers, picnickers, boaters, fishermen, and hunters every year. It is one of the few places that offers these types of recreational opportunities in western Oklahoma. Its gently sloping sandy beach is an open invitation for swimming and sunbathing. Water skiing is popular on the broad expanse of water paralleling the dam where winds are subdued. Services and supplies are available on access roads leading to project areas and at the commercial concession on the lake.

The Corps of Engineers operates five multi-use recreation areas that offer a combination of overnight camping and day-use opportunities to the visiting public. Sightseers may view the lake from the 2.5 mile stretch of State Highway 58A which crosses over Canton Dam. Three parking areas/pullouts with fishing jetties are located on the dam. Other features include a nature trail, overlook visitor center, outdoor amphitheater, scenic drive, and active prairie dog town.

Canton Lake is Oklahoma's leading fisherman's paradise. It provides several species of fish, including crappie, white bass, hybrid bass, channel catfish, and largemouth bass. Canton is most widely known for an abundance of walleye and has become the primary source of walleye eggs used to stock other Oklahoma lakes. Canton Lake hosts an annual Walleye Rodeo fishing derby during the month of May. A major attraction for the hunter is the 14,862-acre public hunting area managed by the Oklahoma Department of Wildlife Conservation. This area primarily offers hunting for bobwhite quail, deer, waterfowl, squirrel, wild turkey, and dove, and is open all year.



## OKLAHOMA CITY, OK

Oklahoma City, often shortened to OKC, is the capital and largest city in Oklahoma. The city ranks 27th among United States cities in population and is home to the Oklahoma City Thunder. Oklahoma City was born in a single day and settled by a historic land run. The city is currently undergoing a renaissance, as public and private partnerships over the last 10 years have dramatically transformed the face of the city, staking a claim for the future as a pre-eminent American city. Oklahoma City offers an abundance of the arts, quality health care, excellence in education and more.

## OKC TOP EMPLOYERS



## CONFIDENTIALITY & DISCLAIMER STATEMENT

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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.

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