

# DOLLAR GENERAL PLAZA

*A 15,000-Square Foot Dollar General Strip Center Located in Indianapolis, Indiana*



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# *Dollar General Plaza*

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Marcus & Millichap

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Recent Renovation with Dollar General Addition

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*Dollar General Plaza*

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# PROPERTY OVERVIEW

## TRANSACTION GUIDELINES

In addition to the limitations outlined herein, the Seller reserves the right to accept or reject any offer at any time and to extend the date for submissions of offers for any reason at its sole discretion.

### OFFERING GUIDELINES

This offering is being distributed to a select group of qualified investors exclusively by Marcus & Millichap. The Seller will select the prospective investor based on a variety of factors including offer price, expediency of timeframe for hard earnest money and closing, financial strength, level of discretion to invest funds, experience, reputation, and any other factors deemed relevant by the Seller.

### FORM OF PROPOSALS

Prospective purchasers will be required to submit in writing a detailed, non-binding proposal for the Property ("Proposal"). All proposals must include the following:

- Acquisition details including purchase price, deposit, transaction expense responsibility, due diligence and closing periods.
- Sources of equity for the acquisition and specific discussion on the availability and level of committed funds at the time of the Proposal.
- A detailed description of the principals of the prospective purchase including, if applicable, each member of a consortium formed for the transaction and the single representative to act on their behalf in connection with their Proposal
- Any anticipated conditions to execution of the transaction documents including shareholder's consent and board regulatory or other approvals must be attached to offer. An indication of the time required to obtain such approval should be included as well.

Your proposal should be delivered by email or via overnight courier to exclusive sales agent.

### EXCLUSIVE SALES AGENT

For further information, please contact the exclusive sales agent –

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## OFFERING SUMMARY

Marcus & Millichap is pleased to present for sale Dollar General Plaza, A 15,000-square foot retail strip center anchored by a brand-new Dollar General.

## CURRENT PROPERTY INFORMATION

Address	5049-5065 E 38 <sup>th</sup> Street Indianapolis, IN 46218
Offering Price	\$2,100,000
Current Cap Rate	7.86%
Price per Square Foot	\$139.50
Gross Leasable Area	15,054 SF
Year Built/Renovated	1989/2017
Parcel Size	1.36 Acres
Parking Ratio	2.66/1,000SF (40 spaces)
Zoning	Commercial
Ownership Interest	Fee Simple

## TENANTS

Dollar General, Metro PCS, Hair Plus and Swift Tax.



# PROPERTY OVERVIEW

## Investment Highlights

- Core Indianapolis Midwestern Market Experiencing Economic & Population Growth
- Brand-New Dollar General with Long-Term Lease and Synergistic Tenant Mix on NNN Leases
- Dollar General Corporate Occupies 60% of Gross Leasable Area Through 2027
- Located at a Heavily Traveled, Signalized Intersection - East 38th Street and Emerson Avenue
- Service Oriented Tenant Mix Catering to Neighborhood Convenience
- Excellent Ingress/Egress, Frontage, and Visibility
- Less Than Three Miles From Interstate 70 and Interstate 65



## Investment Overview

The Klink Group of Marcus & Millichap is pleased to present for sale Dollar General Plaza, a 15,054-square foot retail strip center anchored by a brand-new Dollar General in Indianapolis, Indiana. The subject is located on a hard corner, 1.36-acre site at the signalized intersection of East 38th Street and Emerson Avenue. The property is currently 95% occupied with three service-based tenants that cater to the immediate neighborhood; Dollar General just recently executed a long-term lease through November 2027 and they make up 60% of the gross leasable area. The two additional tenants include Metro PCS Wireless and Hair Plus Beauty Supply which has 10 years of historical occupancy at the property. There is also a current vacant suite consisting of 720 square feet. All tenants are on triple-net leases reimbursing for the majority of the property's operating expenses.

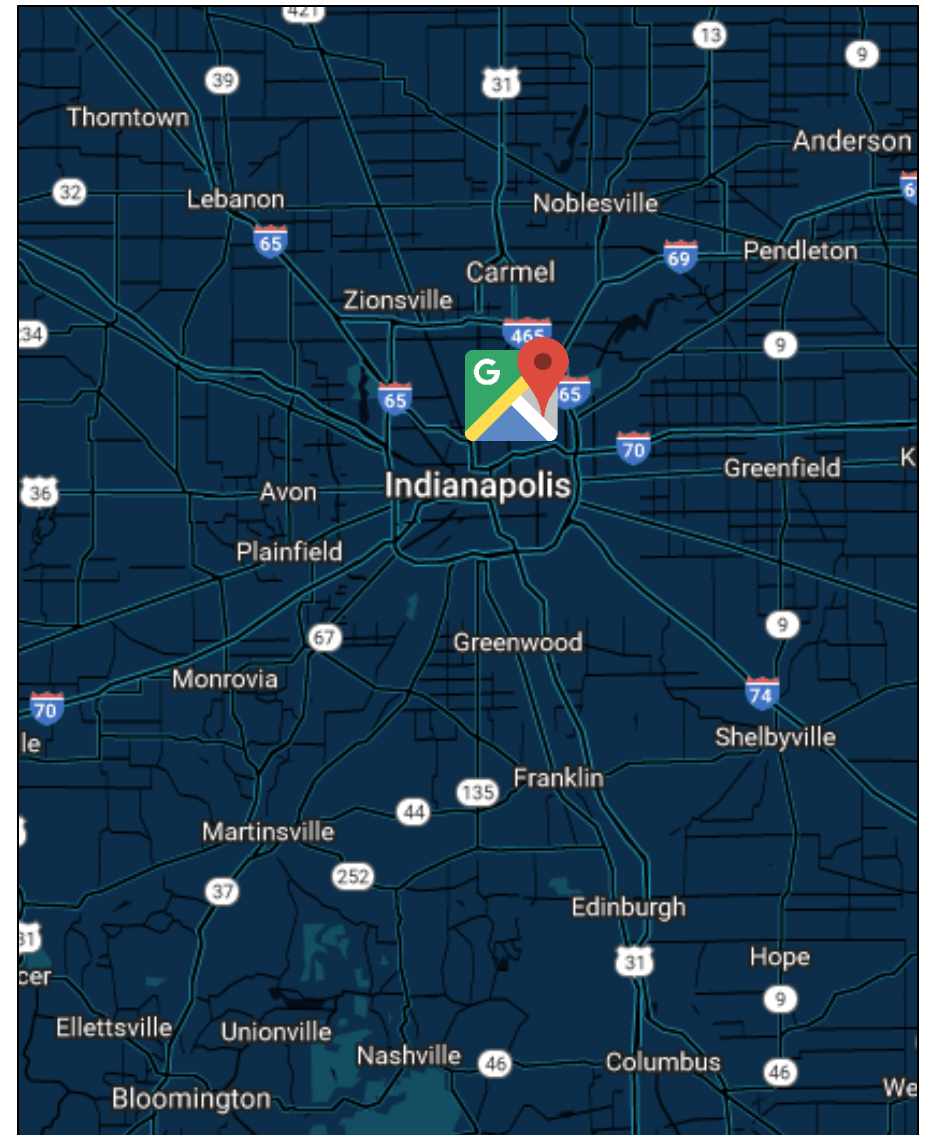
Dollar General Plaza represents a great opportunity for any investor looking to invest in a retail strip center located in a dense residential area of Indianapolis whose tenants cater to the immediate area. With attractive financing available, an investor can get into this deal with as little as \$585,000 down. Positioned in a core Midwestern market experiencing population, economic & job growth, the offering generates an attractive yield on investment with income growth potential through the vacancy value-add leasing upside.

## Location Overview

Marion County is a county located in the U.S. state of Indiana. Census 2010 recorded a population of 903,393, making it the largest county in the state and 55th most populated county in the country, greater than the population of six states.

Indianapolis, once a poster child for blighted Midwestern old-economy cities, is now a showcase for publicly coordinated and funded urban renewal. The city features a city/county "Unigov" government system, which has worked well for coordinated planning and public redevelopment efforts. Cost of living is very attractive for this type of city. The vastly renewed downtown core boasts attractive new buildings, pedestrian zones, and a state-of-the-art sports arena.

The area has a diverse industrial base of high-tech and agricultural industries, and serves as headquarters to pharmaceutical and research giant Eli Lilly and a strong presence of financial services, publishing, industrial automation and software. Spectator sports, including the NBA Pacers, NFL Colts and a few minor league franchises are a huge draw. The venerable Indianapolis Motor Speedway hosts the Indianapolis 500, the Brickyard 400, and other events. Pro and college sports - particularly basketball - get enormous attention. The NCAA Hall of Fame is located downtown, and the city hosts portions of the NCAA basketball tournament each year. "Indy" boasts a well-rounded arts and cultural scene and the educational opportunities of the nearby Indiana-Purdue joint campus and Butler University.



An aerial photograph of a street intersection. A large, semi-transparent blue rectangular area covers the road surface, extending from the foreground towards the background. The text 'Emerson Avenue' is written in white on the left side of this blue area. The text '38th Street' is written in white, rotated 90 degrees, on the bottom right side of the blue area. A white SUV is driving on the road within the blue area. To the right of the road is a parking lot with several cars and a commercial building with signs for 'DOLLAR GENERAL' and 'HAIR PLUS'. In the background, there are trees with autumn foliage and a tall communication tower under a clear blue sky with a few clouds.

Emerson Avenue

38th Street

Emerson Avenue & 38th Street has Approx. 35,000 Vehicles-Per-Day

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*Dollar General Plaza*

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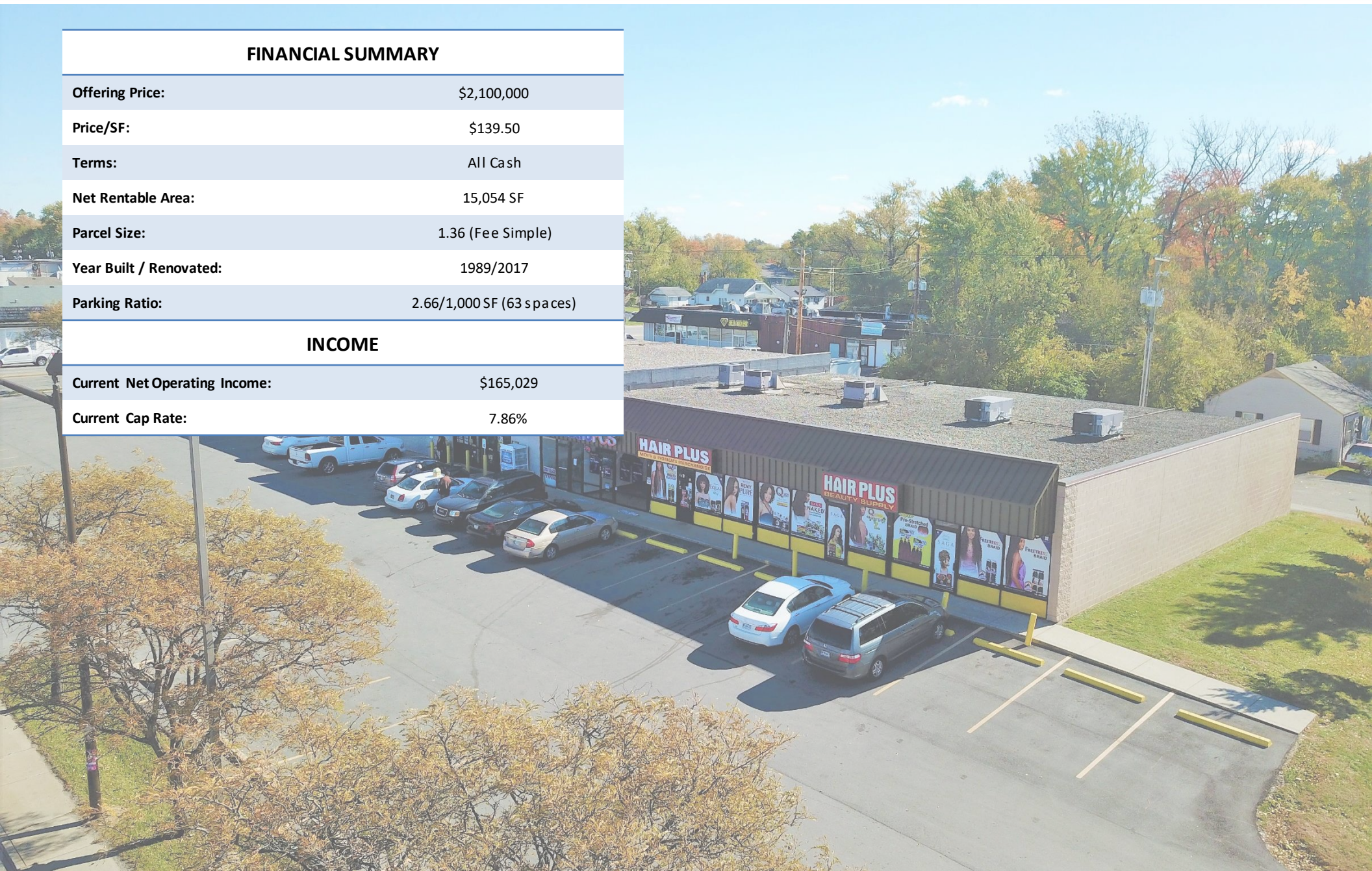
# FINANCIAL SUMMARY

## FINANCIAL SUMMARY

Offering Price:	\$2,100,000
Price/SF:	\$139.50
Terms:	All Cash
Net Rentable Area:	15,054 SF
Parcel Size:	1.36 (Fee Simple)
Year Built / Renovated:	1989/2017
Parking Ratio:	2.66/1,000 SF (63 spaces)

## INCOME

Current Net Operating Income:	\$165,029
Current Cap Rate:	7.86%



# FINANCIAL SUMMARY

## ANNUAL OPERATING DATA

**Current**

<b>Potential Gross Rent</b>	\$11.52	\$173,493
Expense Reimbursements		\$36,983
Misc. Income		\$0
<b>Potential Gross Income</b>		\$210,475
Vacancy/Collection Loss	0.00%	\$0
<b>Effective Gross Income</b>		\$210,475
Operating Expenses		\$45,446
<b>Net Operating Income</b>	7.86%	\$165,029
Replacement Reserves	\$0.10	\$1,505
Net Cash Flow Before Debt		\$163,524
Annual Debt Service		\$103,122
Net Cash Flow After Debt	9.59%	\$60,402
Principal Reduction		\$30,310
Total Return	14.40%	\$90,712

## FINANCING SUMMARY

Proposed New Loan	\$1,470,000
<b>Proposed New Loan</b>	
Interest Rate	5.00%
Amortization	300
Monthly Debt Payment	\$8,593
Annual Debt Service	\$103,122
Principal Reduction	\$30,310

## OPERATING EXPENSES

CAM	\$12,301
Real Estate Taxes	\$17,817
Insurance	\$6,909
Property Management (4.0%)	\$8,419
<b>Total</b>	<b>\$45,446</b>

# FINANCIAL SUMMARY

## Dollar General Plaza Rent Roll

TENANT	GLA (SF)	% of GLA	Lease Start Date	Lease End Date	Rent Per Month	Rent Per Year	Rent Per SF	CAM	Taxes	Insurance	CAM Admin	Total	Total/SF
Dollar General	8,934	59.35%	11/03/17	11/30/27	\$6,625.00	\$79,500.00	\$8.90	\$7,300.19	\$10,573.74	\$4,100.24	\$0.00	\$21,974.17	\$2.46
Swift Tax	720	4.78%	01/01/19	12/31/20	\$800.00	\$9,600.00	\$13.33	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Metro PCS	1,080	7.17%	07/13/17	11/01/22	\$2,070.00	\$24,840.00	\$23.00	\$882.50	\$1,278.22	\$495.66	\$132.82	\$2,789.20	\$2.58
Hair Plus	4,320	28.70%	07/01/08	07/31/21	\$4,962.71	\$59,552.52	\$13.79	\$3,529.98	\$5,112.89	\$1,982.65	\$1,593.83	\$12,219.35	\$2.83
					Rent		Income					Total	
Total	15,054	100%			Gross	\$173,493	\$210,475	\$11,713	\$16,965	\$6,579	\$1,727	\$36,983	
Vacant	0	0.00%			Vacant	\$0	\$0	\$0	\$0	\$0	\$0	\$0	
Occupied	15,054	100%			Scheduled	\$173,493	\$210,475	\$11,713	\$16,965	\$6,579	\$1,727	\$36,983	

# DOLLAR GENERAL

# metroPCS®

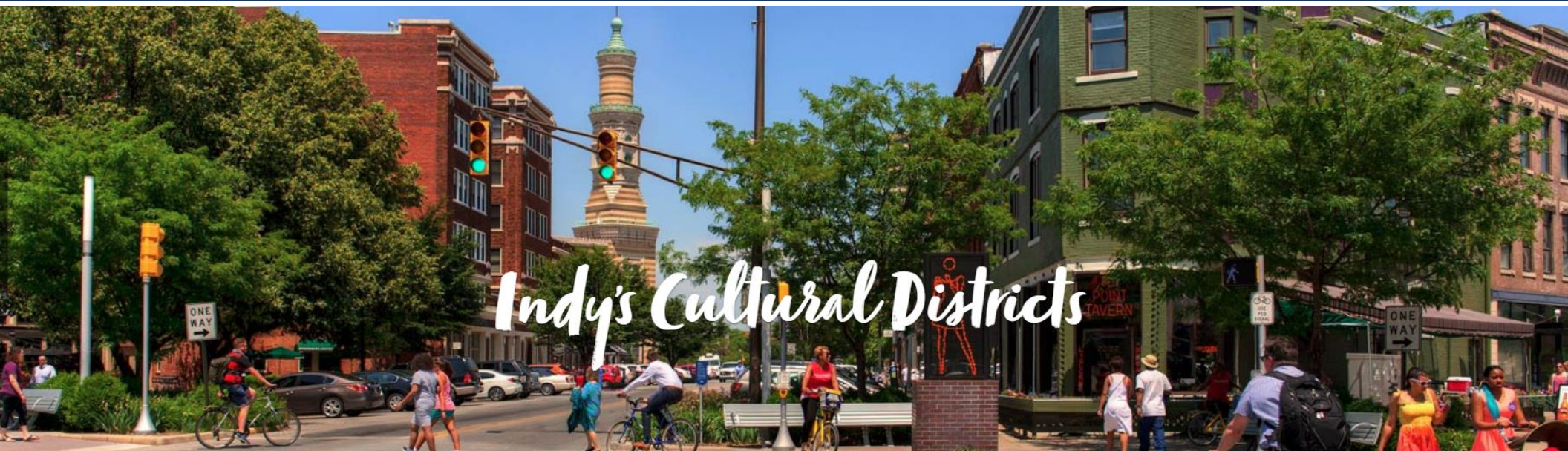
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# *Dollar General Plaza*

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# MARKET OVERVIEW



## INDIANAPOLIS OVERVIEW

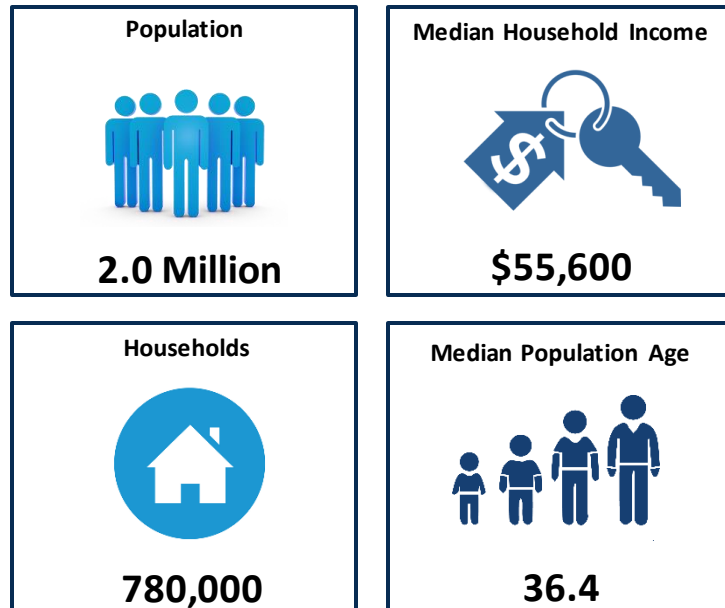
As you land in Indianapolis, the first thing you'll notice is the airport. The first new international airport in America designed and built after 9/11, Indianapolis International Airport has been named the best airport in North America in 2015, 2014, 2013, 2012, and 2010 by Airports Council International, best airport in America from Conde Nast Traveler, and has been rated #1 (on everything from security to baggage claim) by travelers in a J.D. Power & Associates poll.

Whether you are on a bus tour experiencing group travel in Indy or are taking a 15-minute cab ride from the airport, the second notable sight you'll encounter is your downtown hotel. From the stunning blue glass of the JW Marriott Indianapolis to the art you'll encounter at the Conrad Indianapolis and The Alexander, Indy has a wide variety of hotel options for every style and price point.

To make navigating the city easy there are twelve hotels conveniently linked by skywalk to Lucas Oil Stadium, the Indiana Convention Center, and Circle Centre mall. Step outside and discover an easy walk to White River State Park with 250-acres of greenspace, the scenic Central Canal, and a collection of Indy's top attractions. Meet orangutans at the Indianapolis Zoo, journey westward at the Eiteljorg Museum of American Indians & Western Art, or see a show under the stars at the Farm Bureau Insurance Lawn at White River State Park.

Want to experience Indy like a local? Hop on a Pacers Bikeshare bike and ride the Indianapolis Cultural Trail to Mass Ave, a progressive neighborhood also known as the Theater District, or Fountain Square, with its retro vibe and live music venues. Eat and drink your way through nearby Fletcher Place where standout restaurants Milktooth and Bluebeard are drawing national attention to Indy's food scene.

## INDIANAPOLIS MSA STATISTICS



## QUALITY OF LIFE

Indianapolis offers residents many big-city amenities in an affordable, small-town atmosphere. The city is home to several high-profile auto races, including the Indianapolis 500 and Brickyard 400. The metro has two major league sports teams: the Indianapolis Colts (NFL) and the Indiana Pacers (NBA). The area also has a vibrant cultural and arts scene, with more than 200 art galleries and dealers, the Indianapolis Symphony Orchestra and a variety of museums, including the Eiteljorg Museum of American Indians and Western Art. Just southeast of downtown lies Fountain Square, a funky Indianapolis neighborhood that has a world of independent restaurants, live music and performances, working artists with vibrant artistic scenery, and one-of-a-kind stores that sell food, fashion, comics, musical instruments, fresh flowers, and so much more.

## SPORTS



## EDUCATION



## BUSINESS



## ARTS & ENTERTAINMENT



# MARKET OVERVIEW

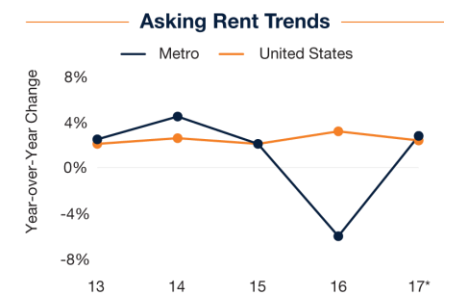
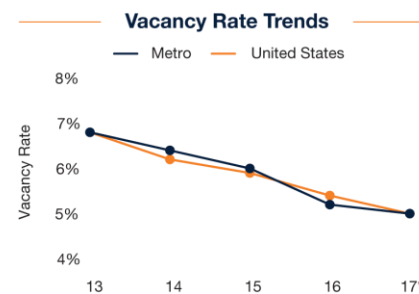
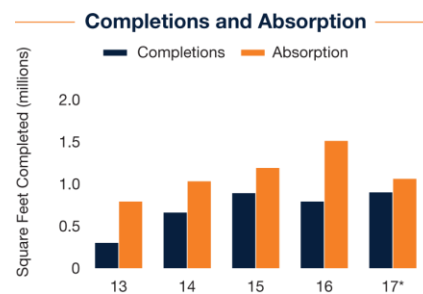
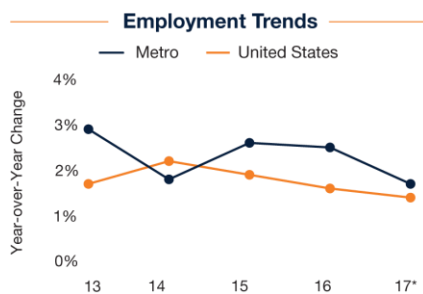
## Business

Downtown Indy continues to grow with thriving businesses and retailers, a strong corporate base, talented workforce, robust convention/hospitality market and a quickly-expanding residential community with a superb quality of life. Downtown Indianapolis is the ideal location for your business. Indianapolis' economy has diversified from manufacturing into a variety of other industries, including a growing tech sector underpinned by Salesforce.com. Other major companies within downtown Indy include Indiana University Health, Rolls-Royce Corp., Community Health Network, Cummins, Kroger, IUPUI, FedEx, and Finish Line. The metro is accessible to a large portion of the nation in one day by ground or air, making the region a burgeoning logistics and distribution hub.

## Logistics

The Indianapolis metro is situated in central Indiana and consists of 11 counties: Marion, Johnson, Hamilton, Boone, Hendricks, Morgan, Hancock, Shelby, Brown, Putnam and Madison. The metro lacks formidable development barriers, except for the several rivers and creeks that traverse the region. Marion County is home to Indianapolis, the capital city, which contains a population of approximately 900,000 people. Carmel in Hamilton County is the second most populous with nearly 110,000 residents. A large portion of the surrounding counties is rural, offering builders ample land for residential and commercial development. Population growth is primarily concentrated to the northern suburbs and west of the city. Interstate 465 (I-465), also known as the USS Indianapolis Memorial Highway, is the beltway circling Indianapolis, Indiana, United States. It is roughly rectangular in shape and has a perimeter of approximately 53 miles (85 km). It lies almost completely within the boundaries of Marion County, except for two short sections on the north leg in Boone and Hamilton Counties. It crosses I-65, I-69, I-70 and I-74, and provides additional access to I-65 via I-865.

## 2Q18 – 12-MONTH TREND

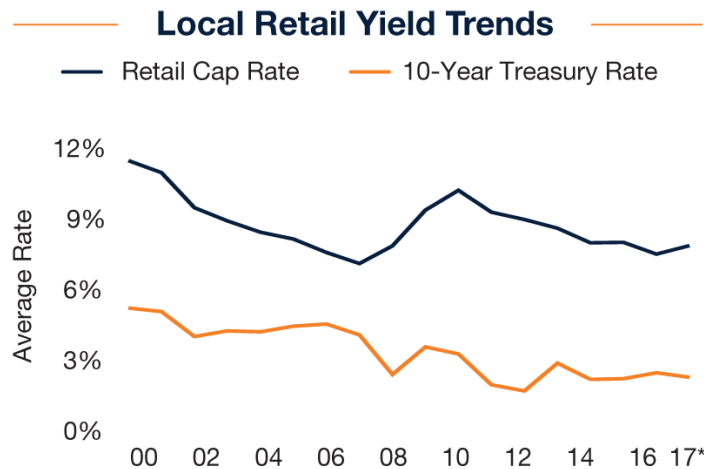


\* Forecast

## OPPORTUNITIES IN INDIANAPOLIS RETAIL MARKET

Job opportunities, rising incomes bolstering retail sales. A growing number of tech companies are moving into the market and hiring locally. Recently, Infosys announced plans to make Indianapolis the first of four U.S. “innovation hubs,” with 2,000 jobs forecast during the next five years. The tech employment expansion helped boost the median household income 6.7 percent in 2016, raising it above the national median for the first time in roughly seven years. Larger incomes are providing residents with more discretionary spending, resulting in retail sales that were three times the national level year over year in December.

Favorable demographic trends are drawing retailers. Deliveries will reach a nine-year high, with most submarkets receiving additional inventory this year. Retailers such as Ikea are entered the market, while existing companies including Meijer are expanding. Meijer debuted a 192,000-square-foot superstores in McCordsville and in Franklin in May, 2017. The company is also in the process of remodeling existing locations, heightening competition among grocery stores. Save-A-Lot, another grocer battling for market share, will open multiple stores in Indianapolis this year. Throughout the market, retail demand will remain strong, keeping vacancy near the cyclical low and nudging rents higher.



\* Trailing 12 months through 1Q  
Sources: CoStar Group, Inc.; Real Capital Analytics

### Retail 2018 Outlook

**900,000** sq. ft.  
will be completed



#### Construction:

Deliveries reach the highest pace since 2008. The largest concentration is in the Northeast County submarket at 400,000 square feet.

**20** basis point  
decrease in vacancy



#### Vacancy:

Minimal speculative construction and strong tenant demand will help reduce vacancy to 5 percent at the end of 2017, the lowest year-end rate in 10 years.

**2.8%** increase in  
asking rents



#### Rents:

In 2017, the average asking rent climbed to \$13.70 per square foot after declining 6.0 percent last year.

# MARKET OVERVIEW

Created on November 2018

POPULATION	1 Miles	3 Miles	5 Miles
■ 2022 Projection			
Total Population	11,301	84,629	260,596
■ 2017 Estimate			
Total Population	11,619	86,938	265,946
■ 2010 Census			
Total Population	11,131	83,468	255,348
■ 2000 Census			
Total Population	12,805	93,167	280,507
■ Current Daytime Population			
2017 Estimate	6,576	78,201	291,306
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2022 Projection			
Total Households	4,783	36,060	111,512
■ 2017 Estimate			
Total Households	4,792	36,451	111,972
Average (Mean) Household Size	2.43	2.36	2.32
■ 2010 Census			
Total Households	4,608	35,195	107,870
■ 2000 Census			
Total Households	4,891	38,442	117,010
■ Occupied Units			
2022 Projection	4,783	36,060	111,512
2017 Estimate	5,385	42,381	131,023
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2017 Estimate			
\$150,000 or More	2.52%	3.05%	5.74%
\$100,000 - \$149,000	4.99%	5.66%	8.19%
\$75,000 - \$99,999	10.61%	7.58%	8.49%
\$50,000 - \$74,999	18.21%	17.20%	16.61%
\$35,000 - \$49,999	13.90%	16.44%	15.50%
Under \$35,000	49.76%	50.09%	45.47%
Average Household Income	\$48,837	\$48,350	\$58,886
Median Household Income	\$35,175	\$34,932	\$38,953
Per Capita Income	\$20,147	\$20,362	\$25,070

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$50,857	\$48,715	\$53,626
■ Consumer Expenditure Top 10 Categories			
Housing	\$13,757	\$13,167	\$14,344
Transportation	\$9,152	\$8,831	\$9,764
Shelter	\$7,777	\$7,561	\$8,296
Food	\$5,490	\$5,362	\$5,843
Health Care	\$4,088	\$3,571	\$3,780
Personal Insurance and Pensions	\$3,881	\$3,871	\$4,696
Utilities	\$3,211	\$2,998	\$3,148
Entertainment	\$2,146	\$2,104	\$2,359
Household Furnishings and Equipment	\$1,390	\$1,313	\$1,468
Cash Contributions	\$1,282	\$1,041	\$1,141
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2017 Estimate Total Population	11,619	86,938	265,946
Under 20	24.57%	26.17%	25.47%
20 to 34 Years	15.90%	21.30%	24.03%
35 to 39 Years	4.98%	6.08%	6.62%
40 to 49 Years	11.85%	12.01%	12.17%
50 to 64 Years	22.24%	20.35%	19.43%
Age 65+	20.48%	14.10%	12.28%
Median Age	44.01	37.04	35.35
■ Population 25+ by Education Level			
2017 Estimate Population Age 25+	8,057	58,371	178,570
Elementary (0-8)	2.74%	3.05%	3.38%
Some High School (9-11)	16.50%	14.14%	12.15%
High School Graduate (12)	37.24%	34.11%	28.71%
Some College (13-15)	22.22%	21.59%	19.87%
Associate Degree Only	7.54%	7.13%	6.37%
Bachelors Degree Only	9.28%	12.72%	18.32%
Graduate Degree	2.89%	6.03%	10.06%

Source: © 2016 Experian



## Population

In 2017, the population in your selected geography is 86,938. The current population is 46.12% male and 53.88% female. The median age of the population in your area is 37.04, compare this to the US average which is 37.83. The population density in your area is 3,070.36 people per square mile.



## Race and Ethnicity

The current year racial makeup of your selected area is as follows: 29.46% White, 63.11% Black, 0.03% Native American and 0.72% Asian/Pacific Islander. Compare these to US averages which are: 70.42% White, 12.85% Black, 0.19% Native American and 5.53% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 5.68% of the current year population in your selected area. Compare this to the US average of 17.88%.



## Households

There are currently 36,451 households in your selected geography. The average household size in your area is 2.36 persons.



## Housing

The median housing value in your area was \$87,406 in 2017, compare this to the US average of \$193,953. In 2000, there were 22,599 owner occupied housing units in your area and there were 15,844 renter occupied housing units in your area. The median rent at the time was \$456.



## Income

The current year average household income in your area is \$48,350, compare this to the US average which is \$81,217.



## Employment

In 2017, there are 34,101 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 54.90% of employees are employed in white-collar occupations in this geography, and 44.77% are employed in blue-collar occupations. In 2017, unemployment in this area is 7.05%. In 2000, the average time traveled to work was 25.00 minutes.

Source: © 2016 Experian

# DOLLAR GENERAL PLAZA

*A 15,000-Square Foot Dollar General Strip Center Located in Indianapolis, Indiana*



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