

# DOLLAR GENERAL

Bismarck, AR

**JAMES**CAPITAL  
ADVISORS



Representative Photo

James Capital Advisors

**Marketing Package**

**Dollar General**

103 Millennium Park Dr, Bismarck, AR 71929



# PROPERTY INFO

Tenant	Dollar General
Street Address	103 Millennium Park Dr
City	Bismarck
State	AR
Zip	71929-7176
APN	055-00128-019
GLA	8,125 SF
Lot Size	.69 AC
Year Built	2003

# FINANCIAL SUMMARY

Purchase Price	\$600,000
Cap Rate	8.40%
Net Operating Income	\$50,400
Price / SF	\$73.85
Rent / SF	\$6.20
Listing Agent	Vince Saucer
Phone Number	(424) 325-2617
Email	<a href="#">SUBMIT OFFER</a>



Representative Photo



Representative Photo

# INVESTMENT HIGHLIGHTS

## Only Discount Store in Town

Dollar General faces minimal competition within Bismarck, as it is the only dollar store in town. The site serves as a one-stop shop for local consumers.

## Bite-Sized Deal

The subject property is offered at an attractive price point of \$600,000 and an 8.40% Cap Rate, making it a desirable offering for those seeking a high return on investment.

## Recession Resistant Tenant

Dollar General is a leader among low price-point retailers and thrives in middle-America markets where incomes may be modest and population density may be less infill.

## Limited Landlord Responsibilities

The property operates under a Double-Net (NN) lease structure and features minimal landlord responsibilities.

James Capital Advisors

The Offering

Dollar General

103 Millennium Park Dr, Bismarck, AR 71929

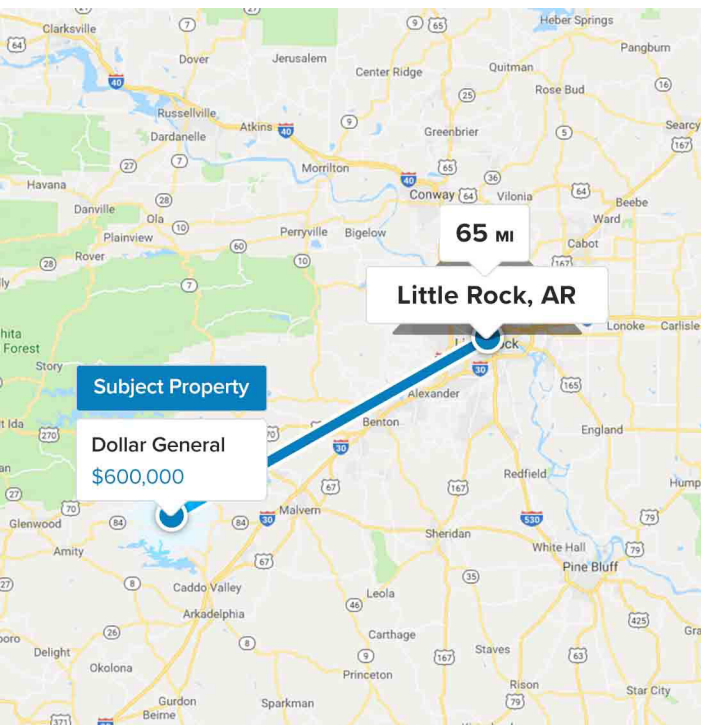
# LEASE SUMMARY

Lease Type	Double-Net (NN)
Type of Ownership	Fee Simple
Original Lease Term	7 Years
Commencement Date	05/01/2003
Lease Expiration	04/30/2022
Term Remaining	3 Years
Increases	10% each option
Options	Two (2), 5-Year
ROFR / ROFO	N/A

Real Estate Taxes	Tenant Reimburses
Insurance	Tenant Reimburses
Repairs & Maintenance	Tenant Responsible
Lease Guarantor	Corporate
Company Name	Public
Ownership	Dollar General Corporation
Years in Business	51
Number of Locations	15,000



Representative Photo



## INVESTMENT HIGHLIGHTS

### Situated at a Pivotal Intersection

Located at the intersection of State Hwy 7 and State Hwy 84, the property lies directly on a crucial intersection between Caddo Valley and Hot Springs.

### Extremely Limited Competition

The subject property greatly benefits from being the only discount retailer in the area with the next competing store located 15 miles away.

### Strategic Location

Ideally located in the heart of the community and directly adjacent to the U.S. Postal Service, Bismarck Middle School, Bismarck High School and several major churches in town.

### Walking Distance to Bismarck School System

The Bismarck School System is located less than half a mile from the subject property and serves more than 1,200 students and faculty.

### Brand New HVACs

The tenant recently made substantial improvements to the site by installing two brand new HVAC units in February 2019.

### Proximity to Only Resort State Park in Arkansas

DeGray Lake Resort, a 96-room lodge, offers first-class lodging and amenities year-round. The park reported a total visitation of 458,741 in the last fiscal year (FY2018).

James Capital Advisors

Lease Summary

Dollar General

103 Millennium Park Dr, Bismarck, AR 71929



Representative Photo

## RENT SCHEDULE

RENT SCHEDULE

	PERIOD	ANNUAL RENT	MONTHLY RENT	INCREASE	RENT / SF	CAP RATE	
	07/01/2014-04/30/2022	Extended Term	\$50,400.00	\$4,200.00	-	\$6.20	8.40%
	05/01/2022-04/30/2027	1st Option	\$55,200.00	\$4,600.00	10%	\$6.79	9.20%
	05/01/2027-04/30/2032	2nd Option	\$60,480.00	\$5,040.00	10%	\$7.44	10.08%

James Capital Advisors

Rent Schedule

Dollar General

103 Millennium Park Dr, Bismarck, AR 71929



# ABOUT THE BRAND

## Brand History

Founded in 1955, Dollar General has grown from a single wholesale store to the country’s largest small-box retailer.

## Brand Overview

Dollar General is proud to be America’s neighborhood general store and is dedicated to providing life’s necessities at an affordable price.

Dollar General’s value-focused approach of providing customers with household necessities at a price 20-40% lower than competitors has allowed the company to excel in low-income markets.

Even in a hot economy, Dollar General’s core customers remain loyal and do not trade up, which has contributed to the company’s growth regardless of the state of the economy.

NATIONWIDE LOCATIONS	NUMBER OF STATES	2018 FORTUNE 500 RANKING
15,000+	45	#123



Dollar General Thrives  
Even in a Hot Economy

[Find Out Why](#)

Representative Photo



Representative Photo

## RECENT NEWS

### Strong Q2 in 2018

Dollar General’s net sales increased 10.6% to \$6.4 billion in the second quarter of 2018 and same-store sales increased 3.7% from the previous year.

### 15,000th Store Milestone

On July 14, 2018, Dollar General celebrated the grand opening of the company’s 15,000th store.

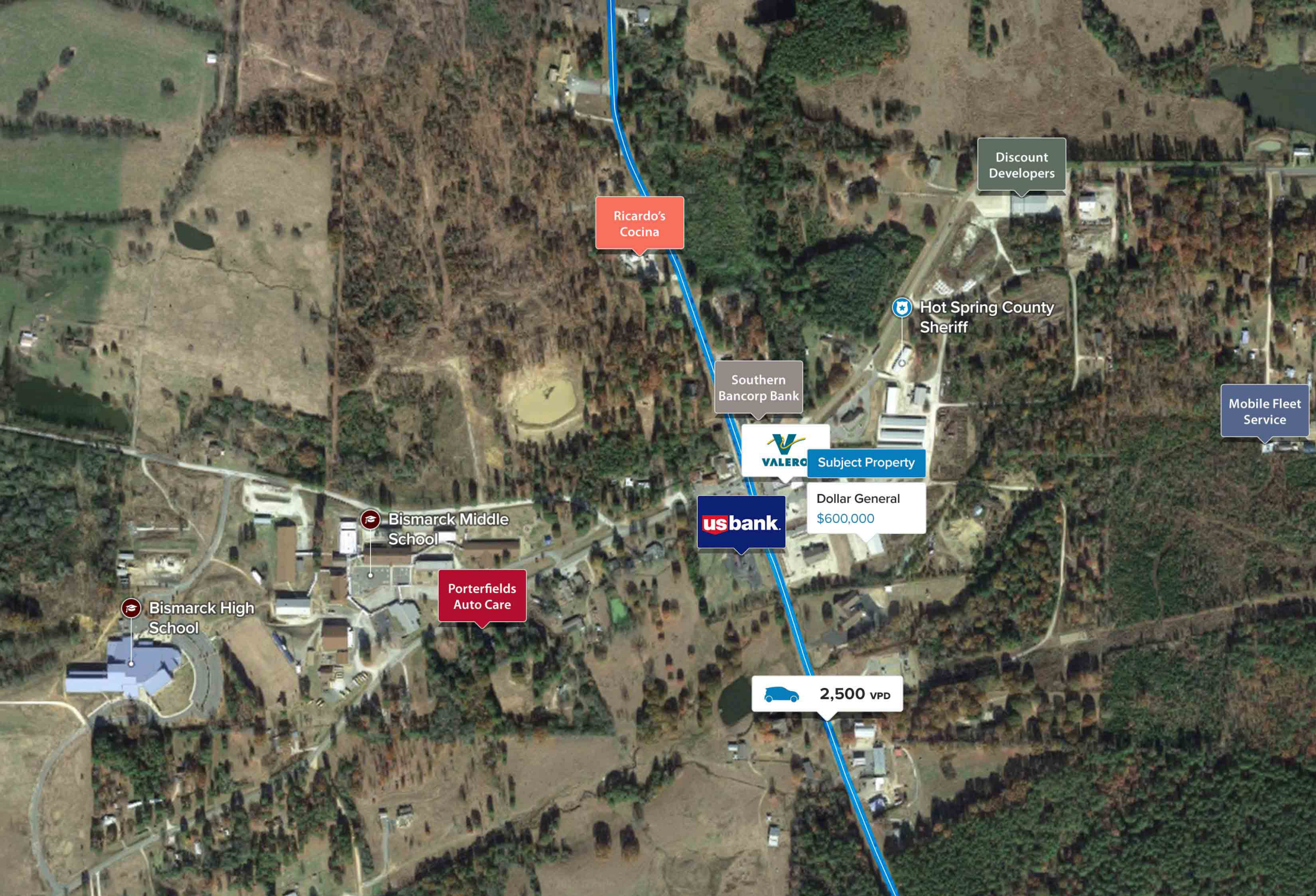
### 1,100 Stores Added in the Past Year

“These new store openings combined with our successful remodels and relocations have allowed us to extend our runway for long-term growth.” - Todd Vasos, CEO of Dollar General.

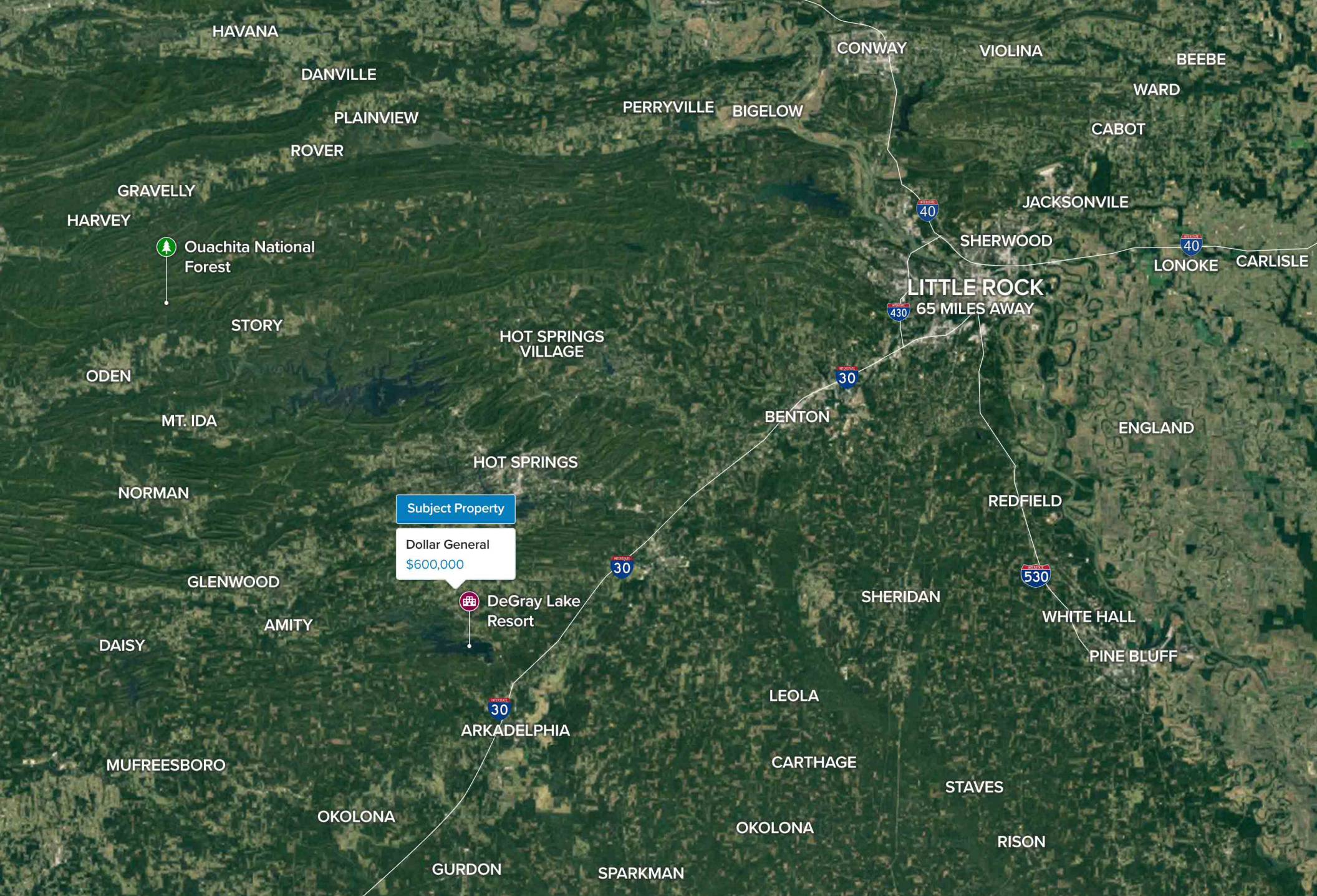
### 2017 Sales

The Dollar General Corporation had a total of \$23.5 billion in sales in 2017.













Hwy 7 / Central Ave

**DOLLAR GENERAL**  
Save time. Save money. Every day.  
**8,125 SF**

**0.69 AC**

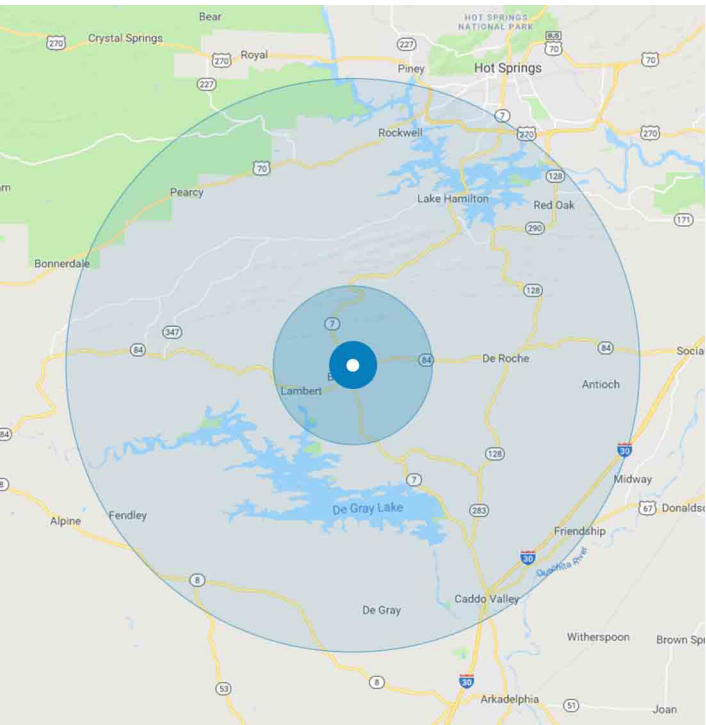


# DEMOGRAPHICS

POPULATION	1 MILE	3 MILE	5 MILE	10 MILE
2023 Projection	315	1,931	3,605	22,087
2018 Estimate	317	1,941	3,624	21,972
2010 Census	311	1,903	3,553	21,395

## Proximity to Only Resort State Park in Arkansas

DeGray Lake Resort, a 96-room lodge, offers first-class lodging and amenities year-round. The park reported a total visitation of 458,741 in the last fiscal year (FY2018).



HOUSEHOLDS	1 MILE	3 MILE	5 MILE	10 MILE
2023 Projection	128	782	1,460	9,005
2018 Estimate	128	784	1,464	8,951
2010 Census	126	770	1,438	8,725

HOUSEHOLDS	1 MILE	3 MILE	5 MILE	10 MILE
Avg. HH Income	\$53,340.00	\$54,359	\$54,297	\$65,777
Med. HH Income	\$47,000.00	\$47,184	\$47,148	\$52,694



# DISCLAIMER

The information contained in this Marketing Brochure has been obtained from sources believed to be reliable. However, James Capital Advisors, Inc. & Jessica Dearnley (“Broker”) has not, and will not, verify any of this information, nor has Broker conducted, nor will it conduct, any investigation regarding these matters. Broker makes no representations, guarantees or warranties of any nature about the accuracy or completeness of any information provided. The information provided in this brochure is in no way a substitute for a thorough due diligence investigation by Buyer. Broker has made no investigation of, and has made no representations, guarantees, or warranties of any nature, with regard to income and expenses for this property nor the future financial performance of the property. In addition, Broker has made no investigation of, and has made no representations, guarantees or warranties as to the size and square footage of the property, the presence of any contaminating substances at the property, the physical condition of the property or compliance with any State, Local or Federal regulations. In addition, Broker has made no investigation of, and has made no representations, guarantees or warranties of any nature, with regard to the financial condition or future financial condition of any tenants, nor any future plans or intentions of tenants with regard to the continued occupancy of the property. All parties are aware that Broker has no affirmative obligation to conduct a due diligence examination of the property for any Buyer. Any and all projections or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property.

The value of the property to any Buyer depends on numerous factors that must be evaluated by Buyer and Buyer’s legal, tax, construction and financial advisors. Buyer and Buyer’s advisors should conduct a thorough, independent investigation of the property to determine its suitability for Buyer’s intended usage. This investment, as with all real estate investments, carries a substantial risk. As such, Buyer and Buyer’s legal and financial advisors are strongly advised to request and review all legal and financial documentations related to the property and tenants.

A tenant’s past performance is not a guarantee of future performance. The lease rate stated for some properties may be based on a tenant’s projected sales with little or no record of actual performance or comparable rents for the area in question. Returns are in no way guaranteed. Tenants may fail to pay the rent or property taxes or any other tenant obligations under the terms of the lease. Regardless of tenant’s history of performance, and/or any lease guarantors and/or guarantees, Buyer is responsible for conducting Buyer’s own investigation of all matters related to any and all tenants and lease agreements. Broker is not, in any way, responsible for the performance of any tenant or for any breach or default by any tenant of any terms of any lease agreement related to the property. Further, Buyer is responsible for conducting Buyer’s own independent investigation of all matters related to the value of the property, including, but not limited to, the value of any long term leases. Buyer must carefully evaluate the possibility of tenants vacating the property or breaching their leases and the likelihood and financial impact of being required to find a replacement tenant if the current tenant should default and/or abandon the property. Buyer must also evaluate Buyer’s legal ability to make alternate use of the property in the event of a tenant abandonment of the property.

## CONFIDENTIALITY

This Marketing Brochure and the information contained within, is propriety and strictly confidential. It is intended to be used only by the party receiving it from Broker. It should not be made available to any other person or entity without the express written consent of Broker.

## RELEASE

This Marketing Brochure has been prepared to provide basic, unverified information for prospective purchasers. By accepting this Marketing Brochure, the recipient agrees to release and hold harmless Broker. from any claim, demand, liability or loss arising out, or relating in any way, to the information contained in this Marketing Brochure and from Buyer’s investigation of the property.

## NON-ENDORSEMENT

Broker is not affiliated with, endorsed by or sponsored in any way by any tenant or lessee identified in this Marketing Brochure. The presence of any entity’s logo or name is not intended in any way to indicate affiliation, sponsorship or endorsement by said entity of Broker.

James Capital Advisors

Dollar General

Disclaimer

103 Millennium Park Dr, Bismarck, AR 71929



# CONTACT INFORMATION

## Vince Saucer

Senior Associate

**(424) 325-2617**

Vince@JamesCapitalAdvisors.com

CA RE Lic. 01935636

## Luka Stankovic

Associate

**(424) 325-2616**

Luka@JamesCapitalAdvisors.com

CA RE Lic. 02085202

## Jessica Dearnley

Flake & Kelley Commercial

AR RE Lic. PB00069947

**SUBMIT OFFER**



Representative Photo

James Capital Advisors

Contact Information

Dollar General

103 Millennium Park Dr, Bismarck, AR 71929



# Frequently Asked QUESTIONS...

**1. As a licensee, am I required to use this Arkansas Real Estate Commission (AREC) Agency Representation pamphlet and / or disclosure form?**

- No. The AREC Agency Representation pamphlet and disclosure form is a tool that Real Estate Agents may use to ensure their compliance with Commission Regulations 8.1, 8.2 and 8.3. An agent may certainly use alternative forms and / or procedures to comply with these regulations.

**2. Can I distribute the brochure for informational purposes only?**

- Yes. If you have other methods of disclosing your agency representation but would like to distribute the *Agency Representation* information displayed on the first two panels, discard the disclosure portion and distribute the *Agency Representation* information only.

**3. What's the best way to use the disclosure form?**

- When Option 1 of the disclosure form is applicable, the person that you do not represent should sign as receiving the agency disclosure.
- When Option 2 of the disclosure form is applicable, all persons receiving the disclosure should each sign a form.

**Reminder:** Regulations 8.1 and 8.2 require you to disclose to the other party who you represent in the transaction. These regulations allow you to verbally disclose, and require that you confirm in writing that you verbally disclosed, your agency relationship before the party signs the real estate contract or lease.

## Arkansas Real Estate Commission

---

612 South Summit Street  
Little Rock, AR 72201-4740  
Phone: 501.683.8010  
Fax: 501.683.8020

Web site: [www.arec.arkansas.gov](http://www.arec.arkansas.gov)

## Commission Staff

---

**Gary C. Isom**  
Executive Director

**Andrea S. Alford**  
Deputy Executive Director

**Yvonne Halstead**  
AREC Supervisor

Published December 2014

# AGENCY REPRESENTATION



WHO  
DO  
REAL  
ESTATE  
AGENTS  
REPRESENT?

ARKANSAS  
REAL ESTATE  
COMMISSION

DECEMBER 2014

## Who Do Real Estate Agents Represent in a Real Estate Transaction?

Arkansas law requires every Real Estate Agent to clearly disclose to all parties in a real estate transaction which party(ies) he or she is representing. Real Estate Agents typically represent Sellers but can also represent Buyers as well as both Buyers and Sellers.

## What Does It Mean to Represent a Seller?

A Real Estate Agent who enters into an agreement to sell property for an owner is known as the "Listing Agent" or "Agent for the Seller." A Listing or Seller's Agent represents the Seller in the transaction. That means that the Listing or Seller's Agent's primary duty is to protect and promote the interests of the Seller. As a Buyer not represented by a Real Estate Agent, you should keep any information that may place you at a disadvantage in negotiations confidential and undisclosed to the Seller or the Seller's Agent since that Seller's Agent has a duty to pass that information on to the Seller. Confidential information may include the Buyer's real estate needs or motivations, the highest price the Buyer is willing to offer, negotiating strategies or tactics, or financial situation.

## What Does It Mean to Represent a Buyer?

A Real Estate Agent who enters into an agreement to only represent the Buyer in a real estate transaction is known as the "Buyer's Agent." A Buyer's Agent represents the Buyer in the transaction. That

means that the Buyer's Agent may assist the Seller who is not represented in selling the property, or deal with the Seller's Agent, but the Buyer's Agent's primary duty is to protect and promote the interests of the Buyer. As a Seller not represented by a Real Estate Agent, you should keep any information that may place you at a disadvantage in negotiations confidential and undisclosed to the Buyer or the Buyer's Agent since that Buyer's Agent has a duty to pass that information on to the Buyer. Confidential information may include the Seller's reason or motivation for selling, the lowest price the Seller will accept, negotiating strategies or tactics, or financial situation.

## What Does It Mean to Represent Both Seller and Buyer?

A Real Estate Agent who enters into an agreement to represent the Seller and also enters into an agreement to represent the Buyer in the same transaction is known as a "Dual Agent." A Dual Agent most frequently occurs when a Real Estate Agent, or agents within the same real estate firm, represent both Seller and Buyer in the same transaction. Both Seller and Buyer must have given their written consent to such dual representation prior to or at the time of execution of any Agency Agreement, Listing Agreement or Real Estate Contract. Both Seller and Buyer should be aware that a possible conflict of interest may exist in this type of representation. A Dual Agent limits the duties described above in representing the Seller and Buyer by written agreements found in the Agency Agreement, Listing Agreement or Real Estate Contract. For instance, when representing both Seller and Buyer the Dual Agent would not disclose to one party confidential information obtained from the other party.

# AGENCY REPRESENTATION DISCLOSURE FORM

\_\_\_\_\_  
*Real Estate Agent*

\_\_\_\_\_  
*Real Estate Firm*

\_\_\_\_\_  
*Real Estate Transaction Address*

\_\_\_\_\_  
*City, State, Zip Code*

The Real Estate Agent named above:  
(Please initial the appropriate response below.)

1) \_\_\_\_\_ Does not represent me in this real estate transaction but represents only the  
\_\_\_\_\_ Buyer    or    \_\_\_\_\_ Seller.

**OR**

2) \_\_\_\_\_ Represents all parties to this real estate transaction to which I previously consented through a separate written agency agreement.

\_\_\_\_\_  
*Name of Party Receiving Agency Disclosure*

I acknowledge that I am aware of and understand the disclosure information presented above.

\_\_\_\_\_  
*Signature of Party Receiving Agency Disclosure*

\_\_\_\_\_  
*Date*

**THIS IS NOT A CONTRACT  
OR AGENCY AGREEMENT**