

Dollar General

Sunman, Indiana



Actual Subject Property

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Investment Overview

Marcus & Millichap is pleased to present for sale a recently renovated, triple-net-leased Dollar General in Sunman, Indiana. This is a new 10-year lease with just under 9 years in the primary term. The lease has regular rental escalators of 10% every five years throughout the original term and at each renewal option. This property was originally a build-to-suit for Family Dollar that was a top performing store for 10 years that is now completely rebuilt and leased to Dollar General and their current floor plan. The building has all new roof, gutters, electrical, plumbing, ceiling, lighting, plate glass doors, parking lot and paving.

This subject property sits in the heart of Sunman along the locally known “main” street (US Highway 101), which is the busiest corridor in Sunman, Indiana. The subject property is less than two miles from Interstate 74 and adjacent to an IGA grocery store, the only grocery store in town. Dollar General is one of two discount stores in the area and is reportedly the top stopping destination for discounted and convenient goods shoppers. Various retailers in the immediate area include FCN Bank, Marathon Gas Station, George's Pharmacy, United State Postal Service, Sunman Community Church, Sunman Community Park, Classic Pizza, and The Dive Bar & Grill.

This Dollar General offers an amazing opportunity to purchase a net-leased convenience store located along a town's main road with valuable underlying real estate fundamentals. Don't take the risk of buying a new store with speculation on sales activities at a premium cap rate when Dollar General in Sunman, Indiana is a new store with a new lease in a premier location with a successful operation history.

Financial Summary

Address	120 N. Meridian Street Sunman, IN 47041
Price	\$993,000
Net Operating Income	\$71,000
Cap Rate	7.15%
Gross Leasable Area	9,180 SF
Year Renovated	2017
Lot Size	1.0 Acres

Investment Highlights

- **New 2017 Remodel**
- **8.5 Years Remaining on Term**
- **Four, Five-Year Options**
- **10% Rental Escalators Every 5 Years**
- **Investment Grade Tenant**
- **Corporate Guarantee**

About Sunman, Indiana

Sunman is just 91 miles southeast of Indianapolis and just two miles south of I-74. Residents and businesses have big city access yet the advantages of small town living.

A great community spirit exists in Sunman. A variety of organizations, such as the Sunman Area Chamber of Commerce, Sunman Beautification Committee, and Sunman American Legion exist to uphold and improve the standard of living.

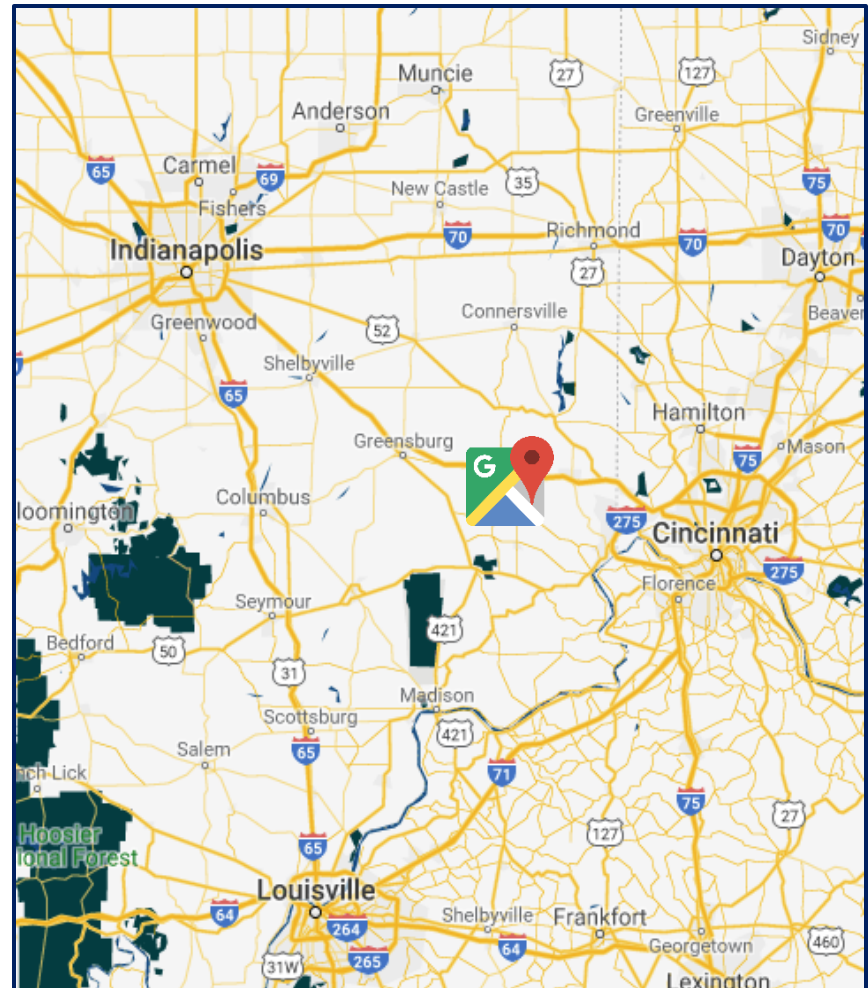
Sunman possesses true Midwestern hospitality and simplicity, yet is grand in values, striving and growing with the advanced technologies of today's world.

Local residents and organizations make use of a 13-acre Sunman Community Park, which includes a community building, two ball fields, three picnic shelters, a basketball court and a playground. It is also the spot for local festivals. Sunman is currently working to improve the park with the addition of a concession stand with restrooms, updating existing restrooms and adding additional security.

Businesses in Sunman include Antiques, Attorney, Auto Parts & Repair, Banking, Beauty Salons, Construction, Convenience Stores, Discount Store, Engraving, Engineering, Excavating, Farming, Floral, Gas Stations, Greenhouses, Grocery Store, Gift Store, Heating & Electric, Insulation, Insurance, Landscaping, Machining, Packaging, Pharmacy, Postal, Printing, Real Estate, Restaurants, Roofing, Surveying, Specialty, Telecommunications, Trucking, and more.

"The Town of Sunman"
Sunman Chamber of Commerce
<https://sunmanchamber.org/town-of-sunman/>

Regional Map



North Meridian Street

DOLLAR GENERAL

SUNMAN
IGA

DOLLAR GENERAL





North Meridian Street



Rent Schedule

Year	Annual Rent	Cap Rate
Current	\$71,000	7.15%
2022-2027	\$78,100	7.87%
Option 1 (2027-2033)	\$85,910	8.65%
Option 2 (2033-2038)	\$94,501	9.52%
Option 3 (2038-2043)	\$103,951	10.47%
Option 4 (2043-2047)	\$114,345	11.52%

Lease Summary

Lease Type:	NNN
Roof & Structure:	Landlord
Lease Term:	10 Years
Lease Term Remaining:	8.5 Years
Lease Start Date:	July 01, 2017
Lease End Date:	July 30, 2027
Increases:	@ Year 5 & Options
Options	Four, Five-Year



About Dollar General

Dollar General is one of the largest dollar store chains in the US, offering deep discounts on a wide array of products.

From a net lease point of view, Dollar General is appealing given its lower price points, respectable sales record, and corporate expansion strategy in a growing market segment. Dollar General's new store model is approximately 9,100 square feet on 1.00 acre of land to accommodate a minimum of 30 parking spaces. Dollar General net lease properties have high visibility and full ingress/egress along retail corridors with good traffic. Higher cap rates and lower price points result in a larger pool of qualified buyers.

Dollar General is a publicly traded company that started in 1939 by J.L. Turner in Kentucky. Dollar General offers a broad selection of merchandise, including consumables, seasonal, home products and apparel.

The stores generally feature a low-cost, no frills building with limited maintenance capital, low operating costs, and focused merchandise offering within a broad range of categories. Dollar General stores average approximately 9,100 square feet of selling space and approximately 70% of the stores are located in towns of 20,000 or fewer people.

As of 11/2/2018 Dollar General operates 15,227 stores across 44 states. In the first three quarters of 2018, Dollar General opened 750 new stores. In 2019, Dollar General plans to open 975 additional stores.

"Dollar General Tenant overview"

Net Leased Advisor

<https://www.netleaseadvisor.com/tenant/dollar-general/>

Dollar General Corp (DG:NYSE)

Real Time Quote | Last NASDAQ LS, VOL From CTA | USD

↓ + WATCHLIST

Last | 10:53:56 AM EST

Volume

52 week range

118.52 -0.47 (-0.39%)

204,562

85.54 - 120.33

1D

5D

1M

3M

6M

YTD

1Y

5Y

ALL

+ Comparison

1D

Display

Studies

± ↗ ↘



KEY STATS

Open	118.89	52 Week High	120.33	Market Cap	31.2B
Day High	119.10	52 Wk Hi Date	2019-02-15	Shares Out	262.9M
Day Low	118.38	52 Week Low	85.54	Dividend (TTM)	1.16
10D Avg Vol	1.8M	52 Wk Lo Date	2018-03-09	Div Yield (TTM)	0.98%
Beta	0.71	YTD % Chg	9.82	1 Year % Chg	24.58

RATIOS/PROFITABILITY(TTM)

EPS	5.61	Revenue	25.1B	Gross Margin	30.66%
P/E	21.11	ROE	24.92%	Debt To Equity	45.70%
EBITDA	2,543.27	Net Margin	6.01%		

EVENTS

Earnings Date	2019-03-13	Ex Div Date	2019-01-07	Div Amount	0.29
Split Date	-	Split Factor	-		

POPULATION	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Population	1,258	3,332	6,634
■ 2018 Estimate			
Total Population	1,165	3,177	6,342
■ 2010 Census			
Total Population	1,139	3,133	6,282
■ 2000 Census			
Total Population	841	2,696	5,489
■ Current Daytime Population			
2018 Estimate	1,046	1,877	3,425
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2023 Projection			
Total Households	443	1,177	2,371
■ 2018 Estimate			
Total Households	411	1,112	2,240
Average (Mean) Household Size	2.87	2.84	2.80
■ 2010 Census			
Total Households	403	1,098	2,219
■ 2000 Census			
Total Households	335	969	1,943
■ Occupied Units			
2023 Projection	443	1,177	2,371
2018 Estimate	456	1,208	2,416
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2018 Estimate			
\$150,000 or More	0.44%	1.23%	2.27%
\$100,000 - \$149,000	13.08%	17.18%	19.02%
\$75,000 - \$99,999	13.08%	16.99%	18.06%
\$50,000 - \$74,999	24.17%	23.44%	22.67%
\$35,000 - \$49,999	12.19%	13.12%	13.73%
Under \$35,000	37.03%	28.06%	24.26%
Average Household Income	\$54,001	\$63,132	\$67,941
Median Household Income	\$50,671	\$56,685	\$60,077
Per Capita Income	\$19,030	\$22,183	\$24,119

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$59,856	\$66,863	\$69,354
■ Consumer Expenditure Top 10 Categories			
Housing	\$15,153	\$16,795	\$17,431
Transportation	\$10,313	\$11,766	\$12,226
Shelter	\$8,529	\$9,393	\$9,718
Food	\$6,214	\$7,003	\$7,255
Personal Insurance and Pensions	\$5,203	\$6,475	\$6,997
Health Care	\$4,415	\$5,067	\$5,318
Utilities	\$3,566	\$3,908	\$4,042
Entertainment	\$2,407	\$2,843	\$2,979
Cash Contributions	\$1,550	\$1,717	\$1,785
Apparel	\$1,497	\$1,626	\$1,659
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2018 Estimate Total Population	1,165	3,177	6,342
Under 20	30.86%	27.70%	26.13%
20 to 34 Years	21.64%	17.26%	15.78%
35 to 39 Years	6.39%	5.89%	5.75%
40 to 49 Years	11.39%	13.05%	13.45%
50 to 64 Years	15.47%	19.71%	21.38%
Age 65+	14.23%	16.40%	17.51%
Median Age	32.95	39.30	41.97
■ Population 25+ by Education Level			
2018 Estimate Population Age 25+	707	2,091	4,319
Elementary (0-8)	5.07%	4.14%	3.72%
Some High School (9-11)	8.25%	9.29%	8.86%
High School Graduate (12)	43.02%	43.26%	43.84%
Some College (13-15)	20.30%	19.46%	18.73%
Associate Degree Only	6.22%	9.10%	9.54%
Bachelors Degree Only	13.07%	10.63%	10.79%
Graduate Degree	2.54%	3.51%	4.15%



Population

In 2018, the population in your selected geography is 1,165. The population has changed by 38.53% since 2000. It is estimated that the population in your area will be 1,258.00 five years from now, which represents a change of 7.98% from the current year. The current population is 51.42% male and 48.58% female. The median age of the population in your area is 32.95, compare this to the US average which is 37.95. The population density in your area is 370.46 people per square mile.



Households

There are currently 411 households in your selected geography. The number of households has changed by 22.69% since 2000. It is estimated that the number of households in your area will be 443 five years from now, which represents a change of 7.79% from the current year. The average household size in your area is 2.87 persons.



Income

In 2018, the median household income for your selected geography is \$50,671, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 40.46% since 2000. It is estimated that the median household income in your area will be \$55,831 five years from now, which represents a change of 10.18% from the current year.

The current year per capita income in your area is \$19,030, compare this to the US average, which is \$32,356. The current year average household income in your area is \$54,001, compare this to the US average which is \$84,609.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 94.38% White, 1.23% Black, 0.00% Native American and 0.15% Asian/Pacific Islander. Compare these to US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 7.93% of the current year population in your selected area. Compare this to the US average of 18.01%.



Housing

The median housing value in your area was \$144,210 in 2018, compare this to the US average of \$201,842. In 2000, there were 219 owner occupied housing units in your area and there were 117 renter occupied housing units in your area. The median rent at the time was \$332.



Employment

In 2018, there are 730 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 39.11% of employees are employed in white-collar occupations in this geography, and 61.12% are employed in blue-collar occupations. In 2018, unemployment in this area is 4.50%. In 2000, the average time traveled to work was 29.00 minutes.

Dollar General

Sunman, Indiana



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OFFERING MEMORANDUM

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