



# DOLLAR GENERAL PORTFOLIO

## 4-UNITS

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**ARKANSAS | MISSISSIPPI**



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# EXECUTIVE OVERVIEW

## PRICING OVERVIEW

**Monthly Annual Rent**  
\$23,825

**Overall Annual Rent:**  
\$285,900

**Overall Portfolio Price:**  
\$3,440,000

**Overall Cap Rate:**  
8.31%

## INVESTMENT HIGHLIGHTS

### **CORPORATE GUARANTY**

- Dollar General is the only Dollar store that has an investment grade credit rating
- Dollar General currently has ±13,500 locations nationwide and is still expanding
- Standard & Poor's recently upgraded Dollar General's investment grade credit rating to BBB from BBB-

### **AVAILABLE AS A PORTFOLIO**

- Owner will be able to diversify their money into 4 separate locations instead of investing a lump sum of monies into one deal
- 4 Dollar General locations available in Arkansas (3) and Mississippi (1)
- Each location is situated in Dollar General's ideal/target demographic market
- An investor has the opportunity to purchase 4 Dollar Generals together at a "bulk price" versus paying a "market price" through acquiring individually



# 107 NORTH OLIVE WALDO, AR 71770

## PROPERTY OVERVIEW



**Year Built**

2010



**GLA**

±9,014 SF



**Lot (Acres)**

± 1.00 AC (43,560 SF)



**Lease Type**

NN



**Term Remaining**

±7 Years



**Options**

4, 5 Year Options



**Monthly Rent:**

\$5,750/mo

## ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Rent PSF	Increases
Year 1-10	\$5,750	\$69,000	\$7.65	3.00%
Year 11-15	\$5,923	\$71,076	\$7.89	10.00%
Option 1	\$6,514	\$78,168	\$8.67	10.00%
Option 2	\$7,165	\$85,980	\$9.54	10.00%
Option 3	\$7,882	\$94,583	\$10.49	10.00%
Option 4	\$8,670	\$104,040	\$11.54	10.00%

**Rental Increase**

**10.00%**

## TENANT SUMMARY

Tenant	Dollar General	Lease Commencement Date	May 8, 2009
Lease Type	NN	Rent Commencement Date	April 1, 2010
Type of Ownership	Fee Simple	Lease Expiration Date	March 31, 2025
Lease Guarantor	Dollar General	Term Remaining on Lease	±7 Years
Roof and Structure	Landlord Responsible	Increases	3% in Year 11; 10% in Each Option
Original Lease Term	15 Years	Options	4, 5 Year

## 5-MILE DEMOGRAPHICS

Population	
2018 Estimate	3,397
Households	
2018 Estimate	1,422
Income	
Average Household Income	\$58,187



# 509 MAIN STREET HORATIO, AR 71842

## PROPERTY OVERVIEW



**Year Built**  
2010



**GLA**  
±8,820 SF



**Lot (Acres)**  
± 1.40 AC (60,940 SF)



**Lease Type**  
NN



**Term Remaining**  
±7 Years



**Options**  
5, 5 Year Options



**Monthly Rent:**  
\$6,100/mo

## ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Rent PSF	Increases
Year 1-10	\$6,100	\$73,200	\$8.30	3.00%
Year 11-15	\$6,283	\$75,396	\$8.55	10.00%
Option 1	\$6,911	\$82,936	\$9.40	10.00%
Option 2	\$7,602	\$91,229	\$10.34	10.00%
Option 3	\$8,363	\$100,352	\$11.38	10.00%
Option 4	\$9,199	\$110,387	\$12.52	10.00%
Option 5	\$10,119	\$121,426	\$13.77	10.00%

**Rental Increase**

**10.00%**

## TENANT SUMMARY

Tenant	Dollar General	Lease Commencement Date	February 23, 2010
Lease Type	NN	Rent Commencement Date	April 1, 2010
Type of Ownership	Fee Simple	Lease Expiration Date	March 31, 2025
Lease Guarantor	Dollar General	Term Remaining on Lease	±7 Years
Roof and Structure	Landlord Responsible	Increases	3% in Year 11; 10% in Each Option
Original Lease Term	15 Years	Options	5, 5 Year

## 5-MILE DEMOGRAPHICS

Population	
2018 Estimate	3,147
Households	
2018 Estimate	1,165
Income	
Average Household Income	\$42,182



# 511 N MAIN STREET JUNCTION CITY, AR 71749

## PROPERTY OVERVIEW



**Year Built**  
2010



**GLA**  
±9,100 SF



**Lot (Acres)**  
± 0.87 AC (37,897 SF)



**Lease Type**  
NN



**Term Remaining**  
±7 Years



**Options**  
4, 5 Year Options



**Monthly Rent:**  
\$6,000/mo

## ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Rent PSF	Increases
Year 1-10	\$6,000	\$72,000	\$7.91	3.00%
Year 11-15	\$6,180	\$74,160	\$8.15	10.00%
Option 1	\$6,798	\$81,576	\$8.96	10.00%
Option 2	\$7,478	\$89,734	\$9.86	10.00%
Option 3	\$8,226	\$98,707	\$10.85	10.00%
Option 4	\$9,048	\$108,576	\$11.93	10.00%
Rental Increase				10.00%

## TENANT SUMMARY

Tenant	Dollar General	Lease Commencement Date	July 30, 2009
Lease Type	NN	Rent Commencement Date	July 1, 2010
Type of Ownership	Fee Simple	Lease Expiration Date	June 30, 2025
Lease Guarantor	Dollar General	Term Remaining on Lease	±7 Years
Roof and Structure	Landlord Responsible	Increases	3% in Year 11; 10% in Each Option
Original Lease Term	15 Years	Options	4, 5 Year

## 5-MILE DEMOGRAPHICS

Population	
2018 Estimate	2,094
Households	
2018 Estimate	869
Income	
Average Household Income	\$46,517



# 10157 HIGHWAY 72 GEORGETOWN, MS 39078

## PROPERTY OVERVIEW



**Year Built**  
2010



**GLA**  
±9,020 SF



**Lot (Acres)**  
± 1.37 AC (59,743 SF)



**Lease Type**  
NN



**Term Remaining**  
±7 Years



**Options**  
5, 5 Year Options



**Monthly Rent:**  
\$5,975/mo

## ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Rent PSF	Increases
Year 1-10	\$5,975	\$71,700	\$7.95	3.00%
Year 11-15	\$6,154	\$73,848	\$8.19	10.00%
Option 1	\$6,769	\$81,228	\$9.01	10.00%
Option 2	\$7,446	\$89,352	\$9.91	10.00%
Option 3	\$8,191	\$98,292	\$10.90	10.00%
Option 4	\$9,010	\$108,120	\$11.99	10.00%
Option 5	\$9,911	\$118,932	\$13.19	10.00%

**Rental Increase**

**10.00%**

## 5-MILE DEMOGRAPHICS

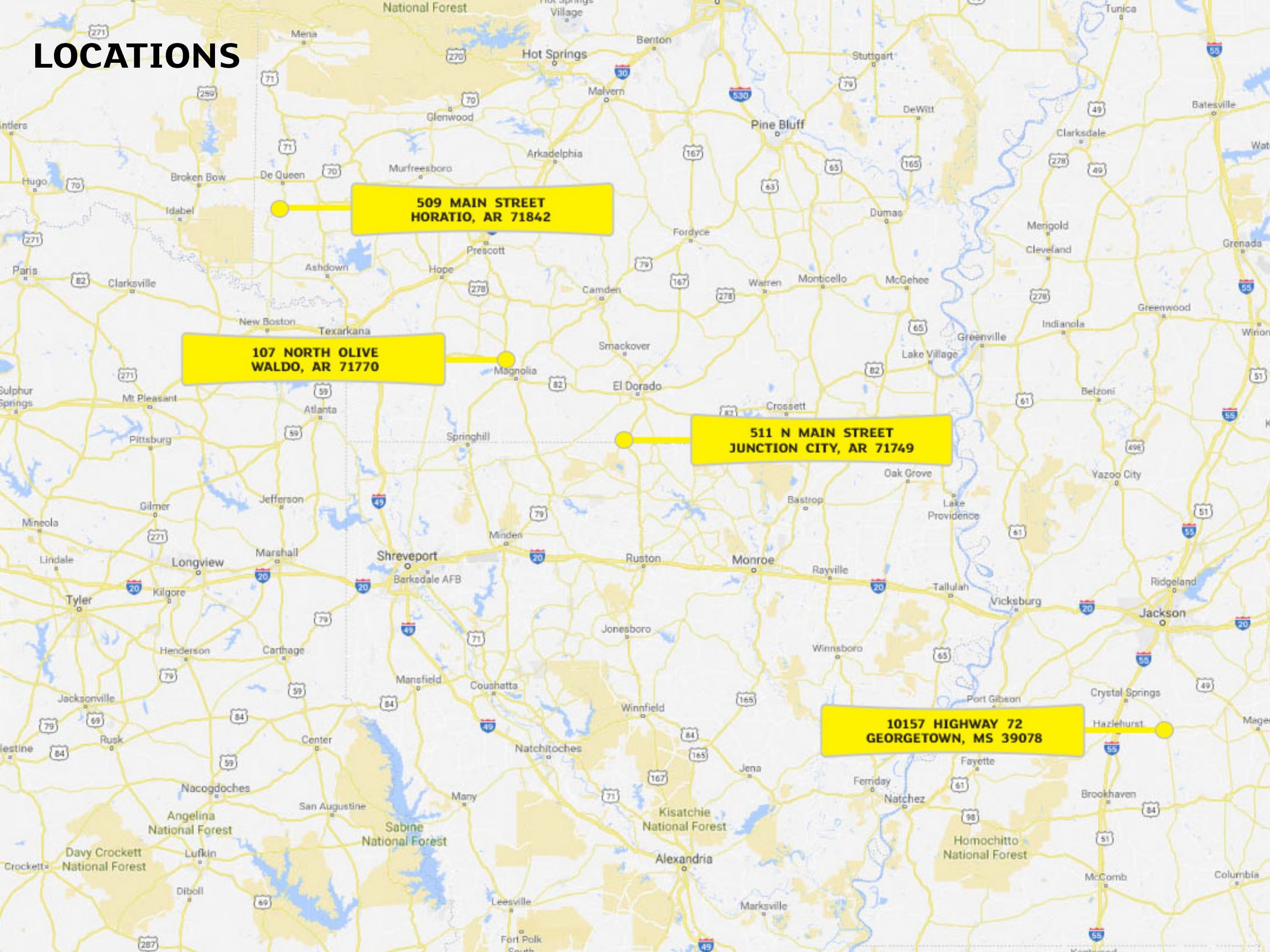
Population	
2018 Estimate	1,083
Households	
2018 Estimate	444
Income	
Average Household Income	\$59,176

## TENANT SUMMARY

Tenant	Dollar General	Lease Commencement Date	September 15, 2009
Lease Type	NN	Rent Commencement Date	October 1, 2010
Type of Ownership	Fee Simple	Lease Expiration Date	September 30, 2025
Lease Guarantor	Dollar General	Term Remaining on Lease	±7.5 Years
Roof and Structure	Landlord Responsible	Increases	3% in Year 11; 10% in Each Option
Original Lease Term	15 Years	Options	5, 5 Year



# LOCATIONS



**509 MAIN STREET  
HORATIO, AR 71842**

**107 NORTH OLIVE  
WALDO, AR 71770**

**511 N MAIN STREET  
JUNCTION CITY, AR 71749**

**10157 HIGHWAY 72  
GEORGETOWN, MS 39078**



# 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.

## 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 13,000 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.

PARENT TRADE NAME	Dollar General Corporation
REVENUE	\$20.369 B
NO. OF LOCATIONS	±13,000
HEADQUARTERED	Goodlettsville, TN
YEAR FOUNDED	1939
WEBSITE	<a href="http://www.dollargeneral.com">www.dollargeneral.com</a>



## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General Portfolio (Various Locations)** ("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.



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## 4-UNITS

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