



TRINITY

REAL ESTATE INVESTMENT SERVICES



Under  
Construction

**DOLLAR  
GENERAL**

NEW DEVELOPMENT TEXAS NNN DOLLAR GENERAL

N VAL VERDE ROAD & CANTON DRIVE, EDINBURG, TX 78537

**\$1,366,287**

6.25% CAP

TRINITYREIS.COM

Similar Store Prototype

**DOLLAR  
GENERAL**

EDINBURG, TX

**\$1,366,287 | 6.25% CAP**

- Brand New 15-Year Absolute NNN Lease Dollar General
- 90,000+ Residents within 5-Miles of Property
- Explosive 6% Annual Growth from 2000-2008 and 4% from 2010-2018
- Ideal Area and Demographic for Successful Dollar General
- Located in 5th Largest MSA in Texas
- Dollar General Continues to Thrive in South Texas

## EXCLUSIVELY MARKETING BY:

**BRANSON BLACKBURN**

325.864.9775 | B.Blackburn@trinityreis.com

**CHANCE HALES**

806.679.9776 | Chance@trinityreis.com

**MATT DAVIS**

325.513.6406 | Matt@trinityreis.com

## PROPERTY DETAILS:

|                |                                |
|----------------|--------------------------------|
| Building Area: | 9,100 SF                       |
| Land Area:     | 1.71 AC                        |
| Year Built:    | 2019                           |
| Guarantor:     | Dollar General Inc. (NYSE: DG) |
| Price (Psf):   | \$150.14                       |

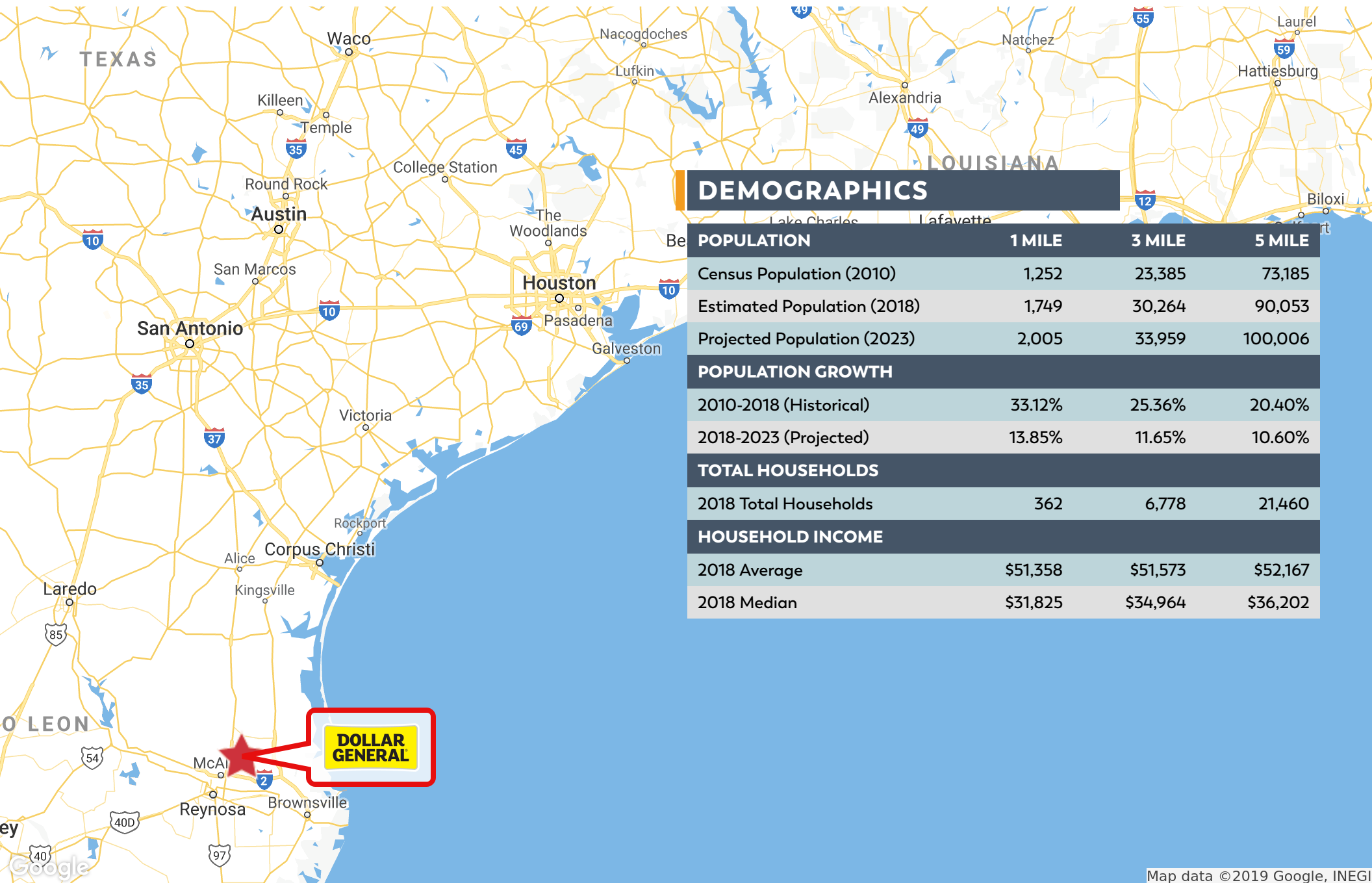
## LEASE OVERVIEW:

|                           |                       |
|---------------------------|-----------------------|
| Remaining Lease Term:     | 15 Years              |
| Rent Commencement:        | 5/14/2019             |
| Lease Expiration:         | 5/31/2034             |
| Base Annual Rent:         | \$85,393              |
| Lease Type:               | NNN                   |
| Scheduled Rent Increases: | None                  |
| Options & Increases:      | Five (5), 5-Year; 10% |
| Insurance:                | PAID BY Tenant        |
| Parking Lot Maintenance:  | PAID BY Tenant        |
| Property Taxes:           | REIMBURSED BY Tenant  |
| Roof & Structure:         | PAID BY Tenant        |
| HVAC:                     | PAID BY Tenant        |



# DEMOGRAPHICS OVERVIEW

N VAL VERDE ROAD & CANTON DRIVE | EDINBURG, TX



## DEMOGRAPHICS

| POPULATION                  | 1 MILE   | 3 MILE   | 5 MILE   |
|-----------------------------|----------|----------|----------|
| Census Population (2010)    | 1,252    | 23,385   | 73,185   |
| Estimated Population (2018) | 1,749    | 30,264   | 90,053   |
| Projected Population (2023) | 2,005    | 33,959   | 100,006  |
| POPULATION GROWTH           |          |          |          |
| 2010-2018 (Historical)      | 33.12%   | 25.36%   | 20.40%   |
| 2018-2023 (Projected)       | 13.85%   | 11.65%   | 10.60%   |
| TOTAL HOUSEHOLDS            |          |          |          |
| 2018 Total Households       | 362      | 6,778    | 21,460   |
| HOUSEHOLD INCOME            |          |          |          |
| 2018 Average                | \$51,358 | \$51,573 | \$52,167 |
| 2018 Median                 | \$31,825 | \$34,964 | \$36,202 |

Map data ©2019 Google, INEGI



# RETAILER MAP

N VAL VERDE ROAD & CANTON DRIVE | EDINBURG, TX



Google

Map data © 2019 Google, INEGI Imagery © 2019, CNES / Airbus, DigitalGlobe, Landsat / Copernicus, Texas General Land Office, Texas Orthoimagery Program, U.S. Geological Survey, USDA Farm Service Agency



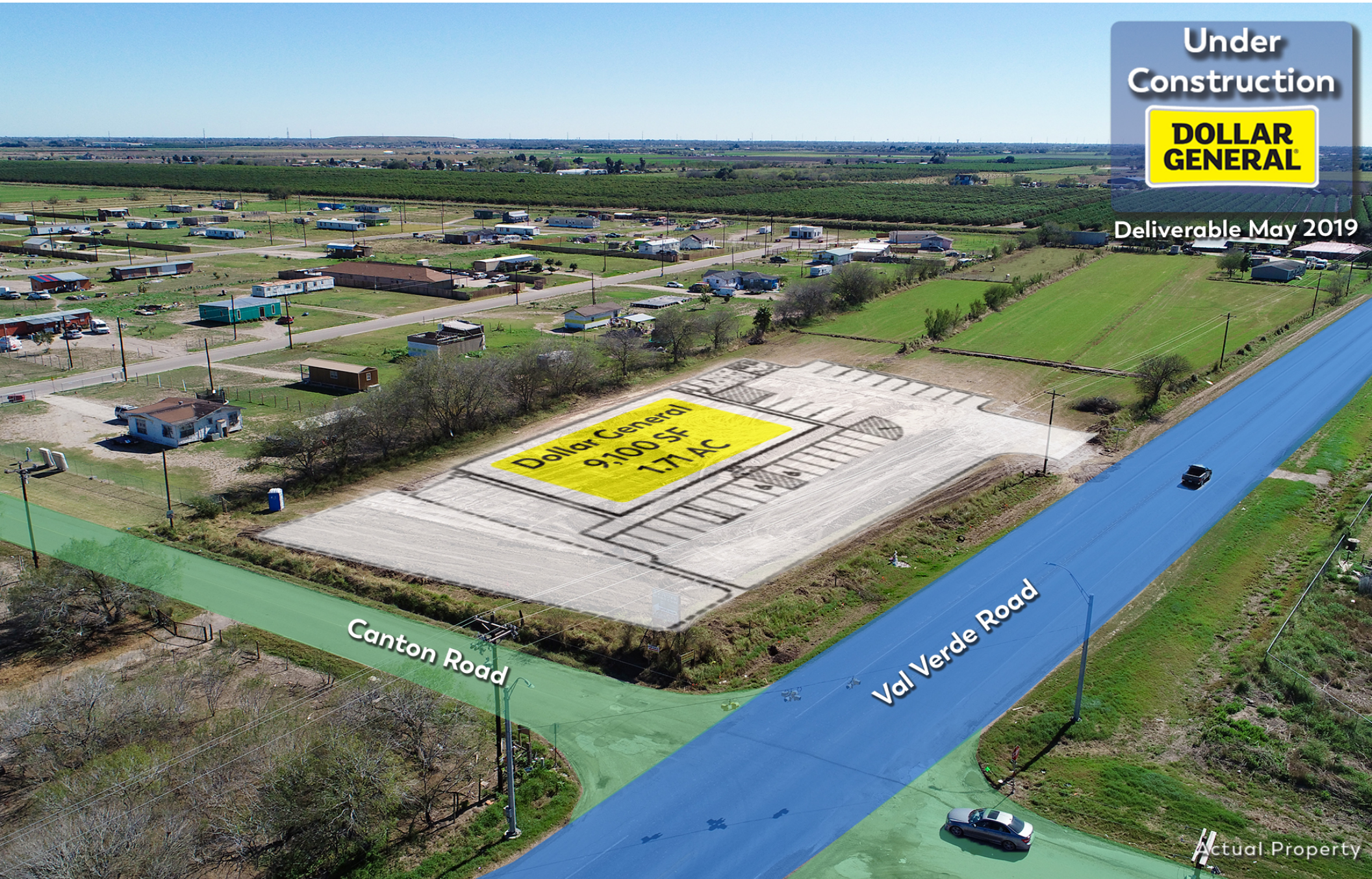
# PROPOSED SITE

N VAL VERDE ROAD & CANTON DRIVE | EDINBURG, TX

Under  
Construction

**DOLLAR  
GENERAL**

Deliverable May 2019



Canton Road

Val Verde Road

Actual Property



# RETAILER MAP

N VAL VERDE ROAD & CANTON DRIVE | EDINBURG, TX





# RETAILER MAP

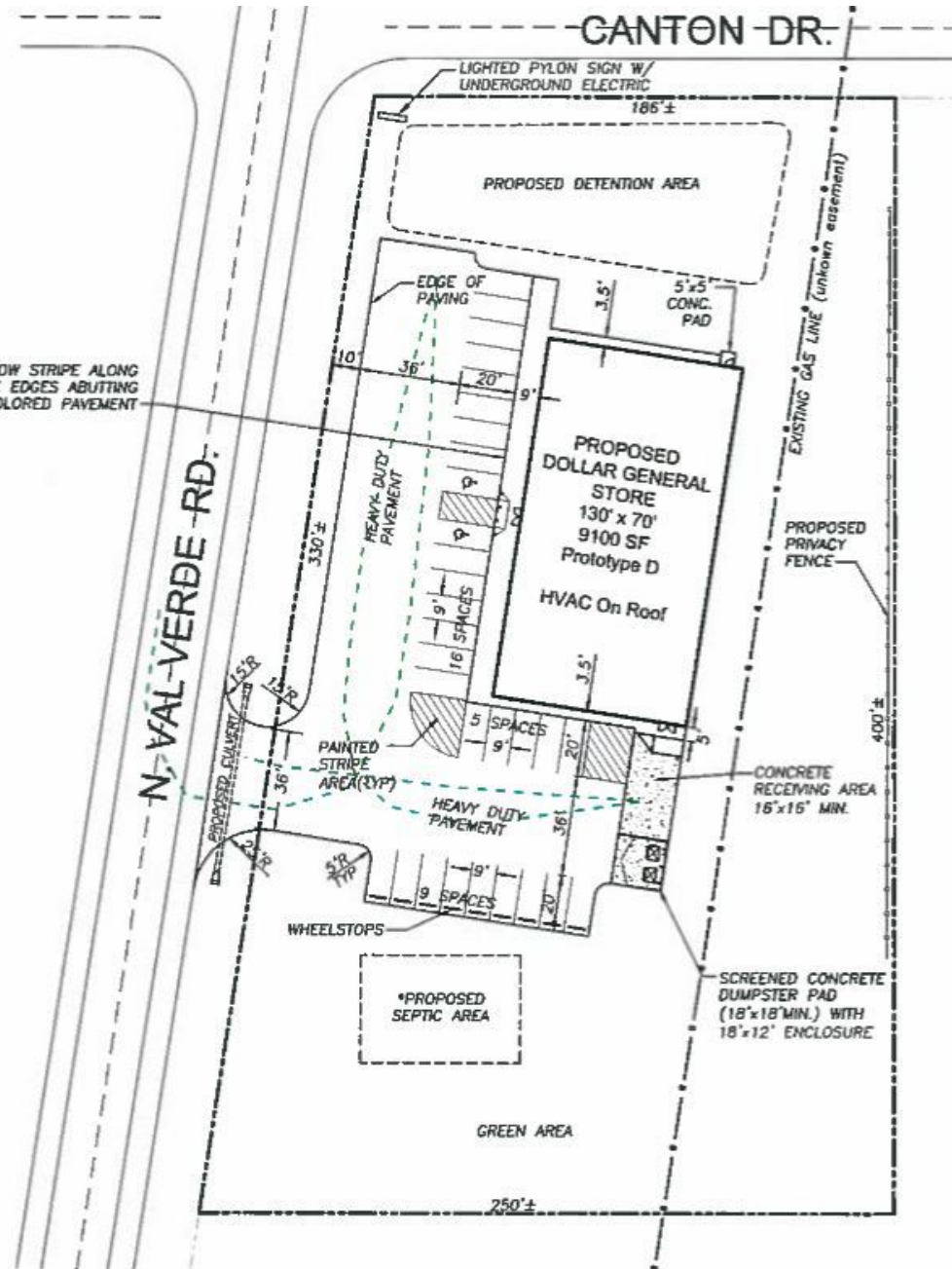
N VAL VERDE ROAD & CANTON DRIVE | EDINBURG, TX





\* SUGGESTED LOCATION  
ONLY, SUBJECT TO LOCAL  
AUTHORITY APPROVAL

4" PAINTED YELLOW STRIPE ALONG  
ALL SIDEWALK EDGES ABUTTING  
SAME COLORED PAVEMENT



SCALE = NTS



- Edinburg is the county seat of the Hidalgo County, TX.
- Edinburg, TX is home to the University of Texas Rio Grande Valley, with nearly 25,000 enrolled undergraduates.
- H-E-B Park is a 9,700-seat soccer stadium home for Rio Grande Valley FC Toros of the United Soccer League.
- The Edinburg Consolidated Independent School District serves 4 high schools, 6 middle schools and 20 elementary schools in the surrounding area. The multitude of education is due to the high population rates, that are steadily increasing.
- The McAllen - Edinburg - Mission MSA is ranked the fifth most populated metropolitan area in the state of Texas.
- From 2000-2010, the MSA had a population increase of 36.05%, becoming the 11th fastest growing metropolitan areas in the nation.
- Brownsville, TX is 55 miles southeast of Edinburg, while South Padre Island, TX is 75 miles east.

## EDINBURG **5 MILE RADIUS** KEY DEMOGRAPHICS



90,053

2018 Total  
Population



\$52,167

2018 Average  
Household Income



2.12%

2018-2023  
Growth/Yr:  
Population



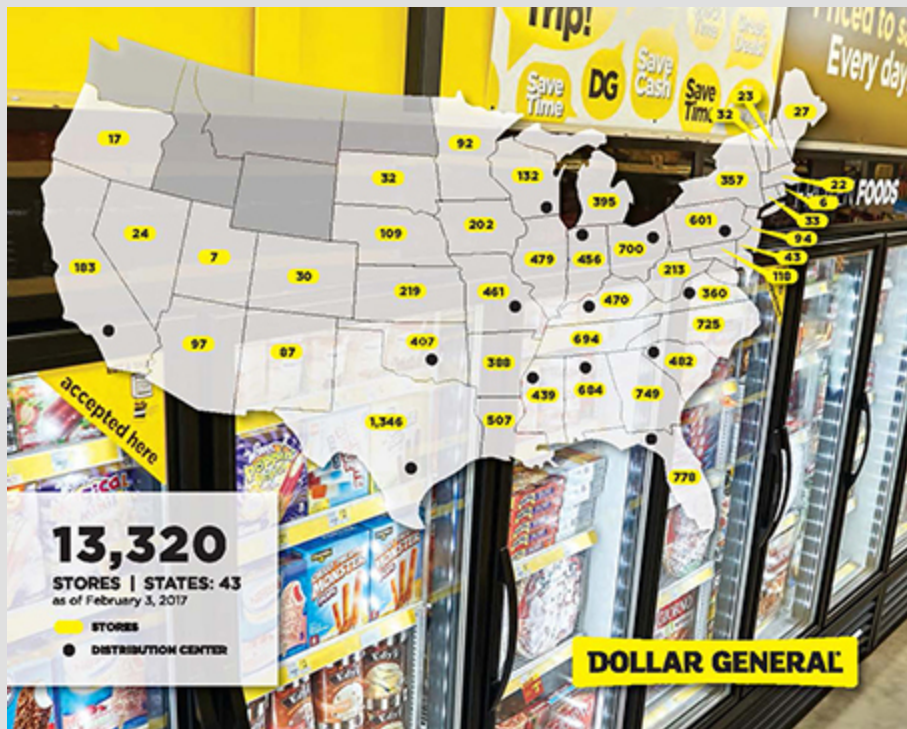
## TENANT SUMMARY

Dollar General Corporation has been delivering value to shoppers for over 75 years. Dollar General helps shoppers Save time. Save money. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, clothing for the family, housewares and seasonal items at low everyday prices in convenient neighborhood locations. Dollar General operated 14,000 stores in 44 states as of August 19, 2017. In addition to high quality private brands, Dollar General sells products from America's most-trusted brands such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo and Coca-Cola.

## STRATEGY

Dollar General sells similar products as wholesale retailers Wal-Mart (WMT) and Target (TGT), but typically at lower prices. Because of this, during harsh economic conditions, many consumers may make the change of shopping at Dollar General instead of a regular wholesale retailer.

Dollar General's (DG) business strategy revolves around driving profitable top line growth while enhancing its low-cost operator position and capturing new growth opportunities. The company attempts to drive profitable top line growth through strategies like improving the in-stock position of its stores and continuously offering products at competitive prices.



## TENANT DETAILS:

|                            |                           |
|----------------------------|---------------------------|
| Tenant Name:               | Dollar General            |
| Tenant Type:               | Net-Leased Dollar Store   |
| Parent Company Trade Name: | Dollar General            |
| Ownership:                 | Public (NYSE: DG)         |
| No. of Locations:          | 15,000 (as of July 2018)  |
| Website:                   | dollargeneral.com         |
| Year Founded:              | 1939                      |
| Credit Rating (S&P):       | BBB                       |
| No. of Employees:          | 127,000+                  |
| Headquartered:             | Goodlettsville, Tennessee |



All materials and information received or derived from Trinity Real Estate Investment Services its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither Trinity Real Estate Investment Services its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of the any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. Trinity Real Estate Investment Services will not investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

## EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Trinity Real Estate Investment Services makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Trinity Real Estate Investment Services does not serve as a financial advisor to any party regarding any proposed transaction.

All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Trinity Real Estate Investment Services in compliance with all applicable fair housing and equal opportunity laws.

We obtained the information above from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, change of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions or estimates for example only, and they may not represent current or future performance of the property. You and your tax and legal advisors should conduct your own investigation of the property and transaction.



# INFORMATION ABOUT BROKERAGE SERVICES

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

## TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

**A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION: AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

## TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Regulated by the Texas Real Estate Commission

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)  
IABS 1-0 / 11-2-2015





# TRINITY

REAL ESTATE INVESTMENT SERVICES

**EXCLUSIVELY MARKETED BY:**

**BRANSON BLACKBURN**

325.864.9775

B.Blackburn@trinityreis.com

**CHANCE HALES**

806.679.9776

Chance@trinityreis.com

**MATT DAVIS**

325.513.6406

Matt@trinityreis.com

Similar Store Prototype