



OFFERING MEMORANDUM

**DOLLAR GENERAL**

5687 NY-42  
Fallsburg, NY



## DOLLAR GENERAL

5687 NY-42

Fallsburg, NY



\$1,738,780

LIST PRICE



6.50%

CAP RATE



\$113,021

ANNUAL RENT

### LISTED BY:

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## DOLLAR GENERAL

### INVESTMENT HIGHLIGHTS

- » Ideal 1031 exchange property
- » Long-term absolute NNN lease; Zero management responsibility
- » Strong performing store, store sales well above the national average
- » 12,000 residents in a 5-mile radius
- » Extremely strong corporate guarantee from Dollar General (S&P rated BBB)
- » Ideal market for Dollar General with no competition in 10 miles of this store
- » Fallsburg is located 98 miles north of New York City
- » Thriving Tenant – Dollar General recently announced their 28th consecutive quarter of same store sales growth. The proves the tenant is weather the storm which has been brought on by E-Commerce or “The Amazon Effect”
- » Dollar General is the nation’s top discount retail store with more than 15,000 locations across the US
- » Dollar General has plans to add an additional 900 stores in 2019, further proving the strong performance of the company

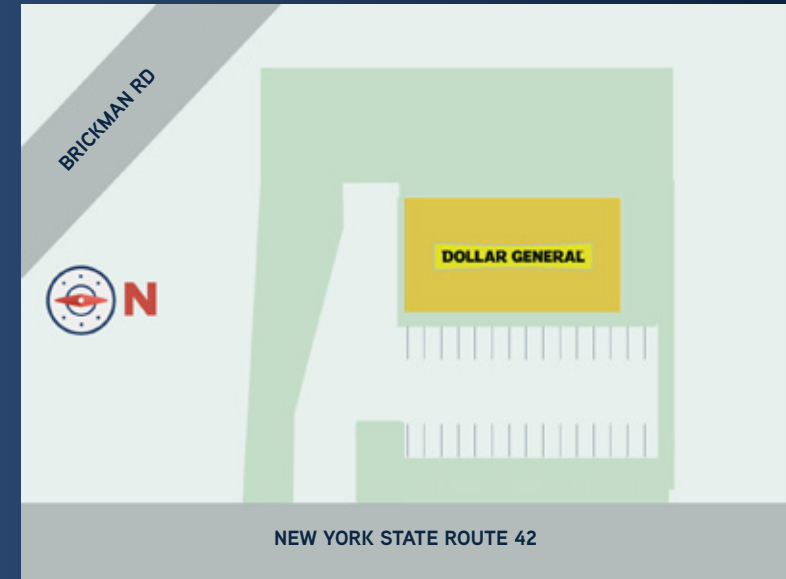
## LEASE SUMMARY

TENANT TRADE NAME	Dollar General
TYPE OF OWNERSHIP	Fee Simple
LEASE GUARANTOR	Dollar General
LEASE TYPE	NNN
ROOF AND STRUCTURE	Tenant
ORIGINAL LEASE TERM	15 Years
RENT COMMENCEMENT DATE	7/28/2014
LEASE EXPIRATION DATE	7/31/2029
TERM REMAINING ON LEASE	±10 Years
INCREASE	10% Every 5 Years in Options

## ANNUALIZED OPERATING DATA

LEASE DATE	MONTHLY RENT	ANNUAL RENT	CAP RATE
7/28/14-7/31/29	\$9,418.43	\$113,021.16	6.50%
Option 1	\$10,360.28	\$124,323.36	7.15%
Option 2	\$11,396.31	\$136,755.72	7.87%
Option 3	\$12,535.94	\$150,431.28	8.65%
Option 4	\$13,789.53	\$165,474.36	9.52%

## SITE PLAN



**±9,100 SF**  
GLA



**±1.41 AC**  
LOT SIZE



**±30 SPACES**  
PARKING



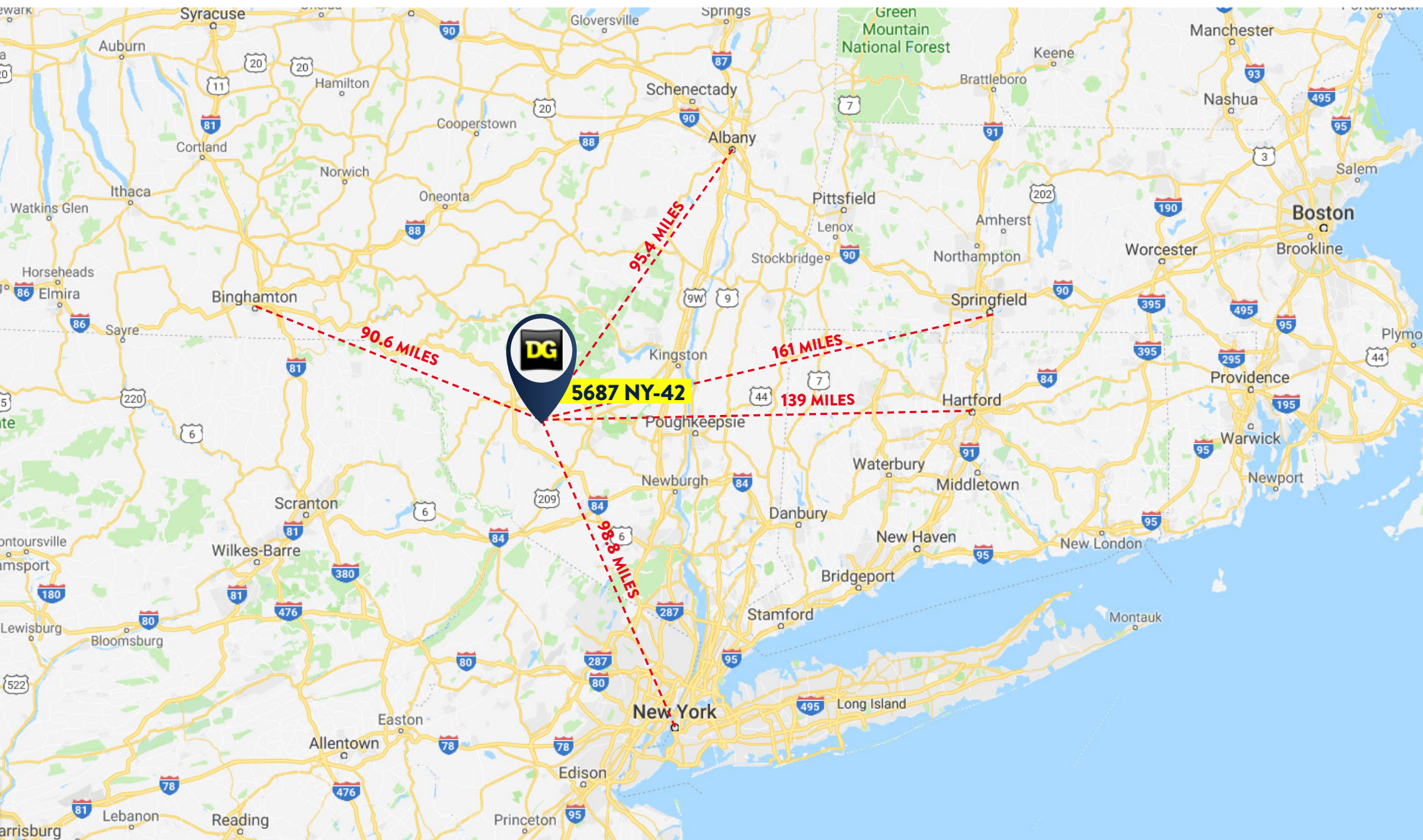
**\$113,021**  
NOI

# SURROUNDING RETAIL





# REGIONAL MAP







## LARGEST DOLLAR STORE CHAIN

### DOLLAR GENERAL

Dollar General is the fast-growing retailer that boasts roughly 15,000 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.

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.

[WWW.DOLLARGENERAL.COM](http://WWW.DOLLARGENERAL.COM)

**±15,000**  
LOCATIONS

**±113,400**  
EMPLOYEES

**BBB**  
CREDIT RATING (S&P)



# AREA OVERVIEW



## DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
2010 Census	7,201	11,937	41,461
2019 Estimate	7,396	11,997	40,730
2024 Projection	7,523	12,098	40,767
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
2010 Census	2,066	3,874	15,377
2019 Estimate	2,171	3,940	15,288
2024 Projection	2,233	3,997	15,380
INCOME	3-MILE	5-MILE	10-MILE
Average Household Income	\$65,878	\$69,918	\$74,689

# FALLSBURG, NY

Sullivan County is known for its breathtaking scenic views and the town of Fallsburg is no exception. Over the years, Fallsburg has attracted many visitors with its beautiful golf courses and parks. This town is definitely ideal for families that want to experience all the Catskills has to offer.

### Watch an exciting show at the Rivoli Theatre (2.1 miles from property)

This historic community theater is constantly putting on quality productions all for a great price. They offer a variety of different shows during the summer that attract a big family crowd.

### Play golf at Tarry Brae Golf Course (2.6 miles from property)

Tarry Brae Golf Course is the perfect place to play. This public municipal golf course offers a diverse course layout at a great price. The course offers beautiful views of the Catskills from each hole. Tarry Brae offers clinics for kids and has a great practice area.

### Go fishing at Morningside Park (2.9 miles from property)

Morningside Park boasts a 125 acre lake that's the ideal place to cast your reel for the day. The lake contains many different kinds of fish including Large Mouth Bass, Catfish, and Bluegill.



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located in **5687 NY-42, Fallsburg, NY 12733** (“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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**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES

LISTED BY:

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