



OFFERING MEMORANDUM

**DOLLAR GENERAL**

761 Dale Evans Dr | Italy, TX 76651

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES

## DOLLAR GENERAL

761 Dale Evans Dr  
ITALY, TX 76651



**\$795,600**  
LIST PRICE



**7.00%**  
CAP RATE



**\$55,692**  
ANNUAL RENT

### LISTED BY:

#### ANDREW GROSS

Senior Associate

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LIC # 01987860 (CA)

#### BROKER OF RECORD

KYLE MATTHEWS

LIC # 9005919 (TX)

## DOLLAR GENERAL

### INVESTMENT HIGHLIGHTS

- » Dollar General performed an EARLY lease extension and approved the 10% rent increase – one of the strongest attributes to recognize a high performing store
- » This site benefits from a NN+ lease, with minimal landlord responsibilities
- » The extension includes three 5-year extensions, all of which include a very attractive 10% rental increase!
- » Upgraded Construction – This property benefits from a front brick exterior construction
- » Premier Grocer – This larger, 9,100 square foot model serves the Italy market and surrounding area as the premier stop for convenience and affordable groceries and refrigerated goods
- » Ideal Demographics – Italy fits Dollar General's ideal expansion criteria with their "Sweet Spot" of demographics for their highest performing stores

### TENANT:

- » Attractive investment grade credit tenant; Standard & Poor's rating of BBB, which was recently upgraded.
- » Dollar General is the only dollar store which holds an investment grade credit rating.
- » Dollar General is the market leader in Dollar Stores, and currently has ±13,320 locations nationwide with plans to open another 900 in 2018.

# LEASE SUMMARY

<b>TENANT</b>	Dollar General
<b>PROPERTY ADDRESS</b>	761 Dale Evans Drive Italy, TX 76651
<b>LEASE TYPE</b>	NN
<b>TYPE OF OWNERSHIP</b>	Fee Simple
<b>LEASE GUARANTOR</b>	Corporate
<b>LEASE TYPE</b>	NN
<b>ROOF AND STRUCTURE</b>	Landlord Responsible
<b>ORIGINAL LEASE TERM</b>	10 Years
<b>LEASE COMMENCEMENT</b>	3/12/04
<b>RENT COMMENCEMENT</b>	3/12/04
<b>LEASE EXPIRATION DATE</b>	8/31/26
<b>TERM REMAINING</b>	7.33 Years
<b>INCREASES</b>	10% Increases in Options
<b>OPTIONS</b>	Three (3) Five (5) Year Options

## ANNUALIZED OPERATING DATA

LEASE COMMENCEMENT	MONTHLY RENT	ANNUAL RENT	RENT PSF	CAP
Current	\$4,641.00	\$55,692.00	\$5.99	7.00%
Option 1 -	\$5,105.10	\$61,261.20	\$6.59	7.70%
Option 2 -	\$5,615.61	\$67,387.32	\$7.25	8.47%
Option 3 -	\$6,177.17	\$74,126.05	\$7.97	9.32%

## PARCEL MAP



**±9,301 SF**  
GLA



**± 1.26 AC**  
LOT SIZE



**2004**  
YEAR BUILT



**40 SPACES**  
PARKING



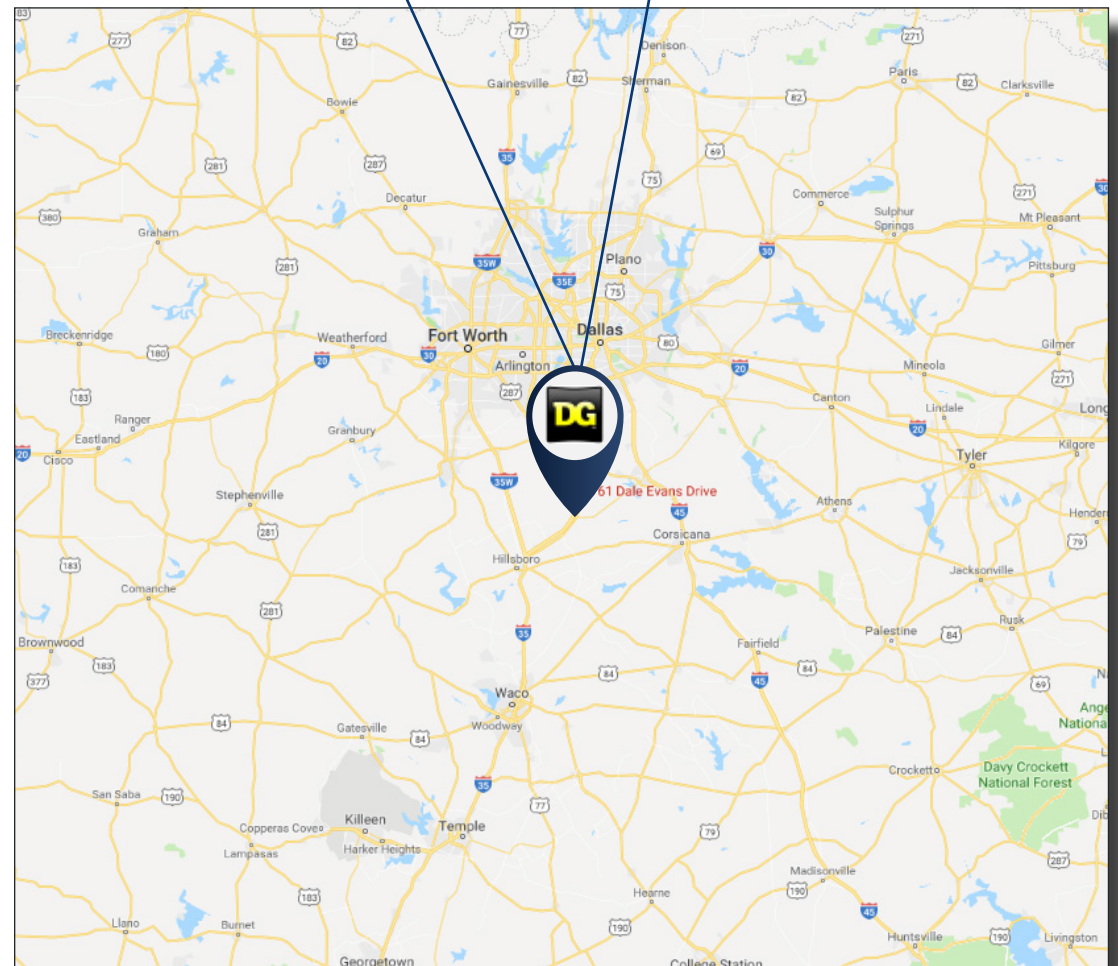
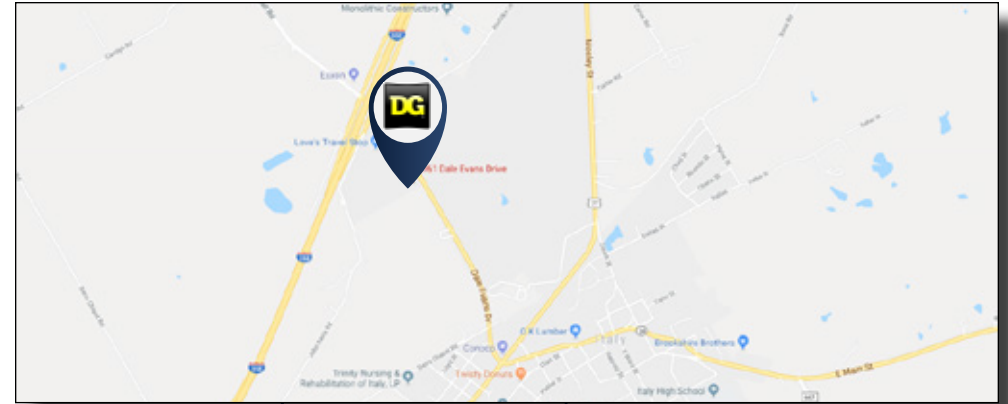
# AREA OVERVIEW

Italy is a town in Ellis County, Texas. Interstate 35E crosses the northwest corner to Waxahachie and then to downtown Dallas. The town of Italy attracts people who are interested in agricultural and trade. The schools and churches also act as a pull for people to reside in Italy as well. Italys does not sit too far away from the DFW metroplex which brings many more benefits.

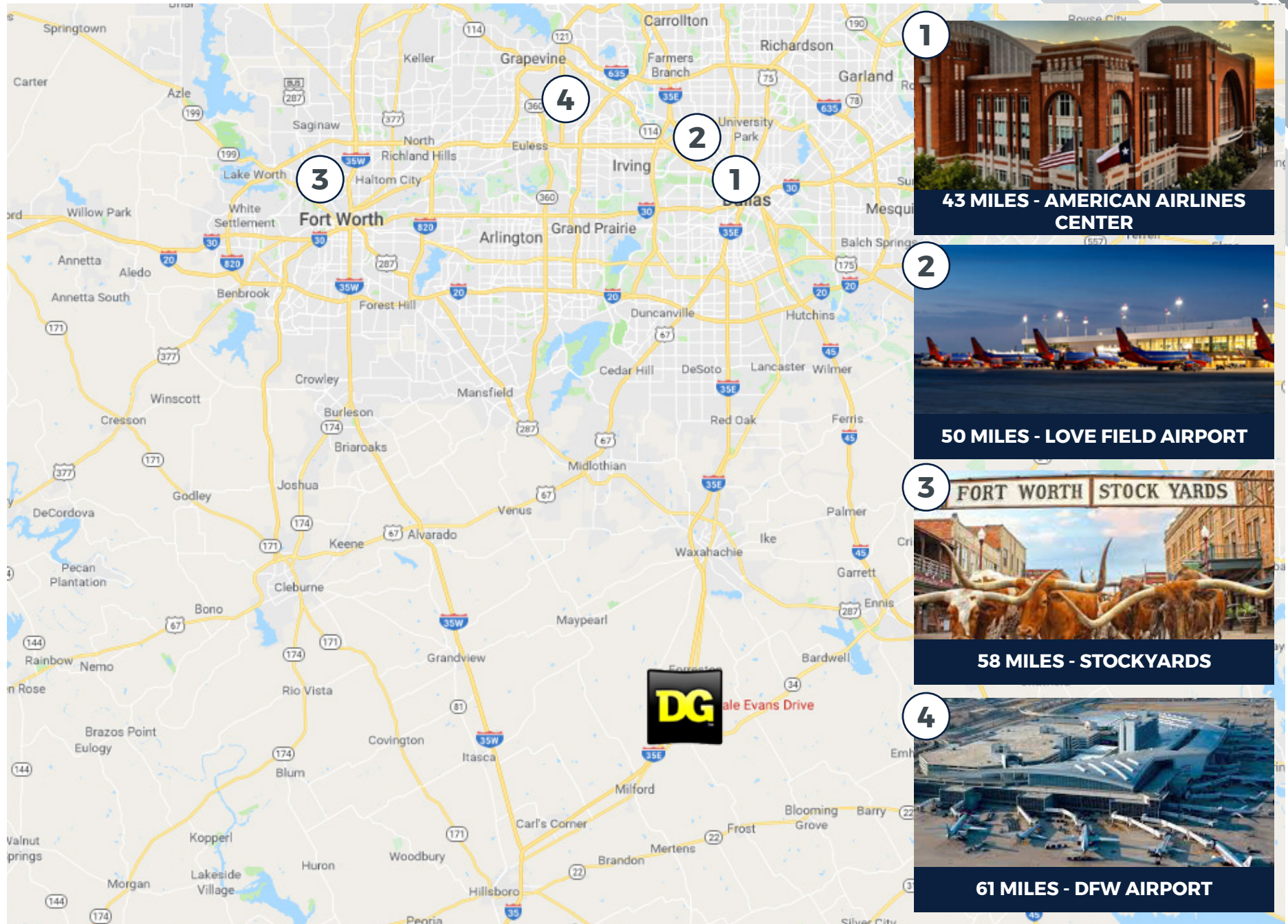
The Dallas-Fort Worth (DFW) metro area continues to experience rapid economic expansion and a boom of multifamily rental apartment development. DFW has delivered near record-breaking numbers of rental units to the market over the last year and has over 50,000 units in the pipeline. Over the last decade, the DFW MSA, fourth largest in the U.S., has created a higher number of jobs than any other metro area, with the exception of the New York MSA.

## DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	7-MILE
2010 Census	2,664	3,289	5,102
2019 Estimate	2,855	3,577	5,588
2024 Projection	2,997	3,777	5,917
HOUSEHOLDS	3-MILE	5-MILE	7-MILE
2010 Census	958	1,184	1,833
2019 Estimate	1,057	1,324	2,058
2024 Projection	1,120	1,411	2,197
INCOME	3-MILE	5-MILE	7-MILE
Average Household Income	\$73,443	\$74,555	\$77,763



# REGIONAL MAP





# SURROUNDING AREA











## 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)



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located in **761 Dale Evans Dr, Italy, TX 76651** (“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.





## 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.

Kyle Matthews/Matthews Retail Group Inc.	678067	kyle.matthews@matthews.com	(310) 919-5757
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<b>Kyle Matthews</b>	678067	kyle.matthews@matthews.com	(310) 919-5757
Designated Broker of Firm	License No.	Email	Phone
_____ Licensed Supervisor of Sales Agent/ Associate	_____ License No.	_____ Email	_____ Phone
_____ Sales Agent/Associate's Name	_____ License No.	_____ Email	_____ Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date



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