

OFFERING MEMORANDUM

DOLLAR GENERAL

4311 Bryant Irvin Road | Fort Worth, TX 76132



MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

EXCLUSIVELY LISTED BY

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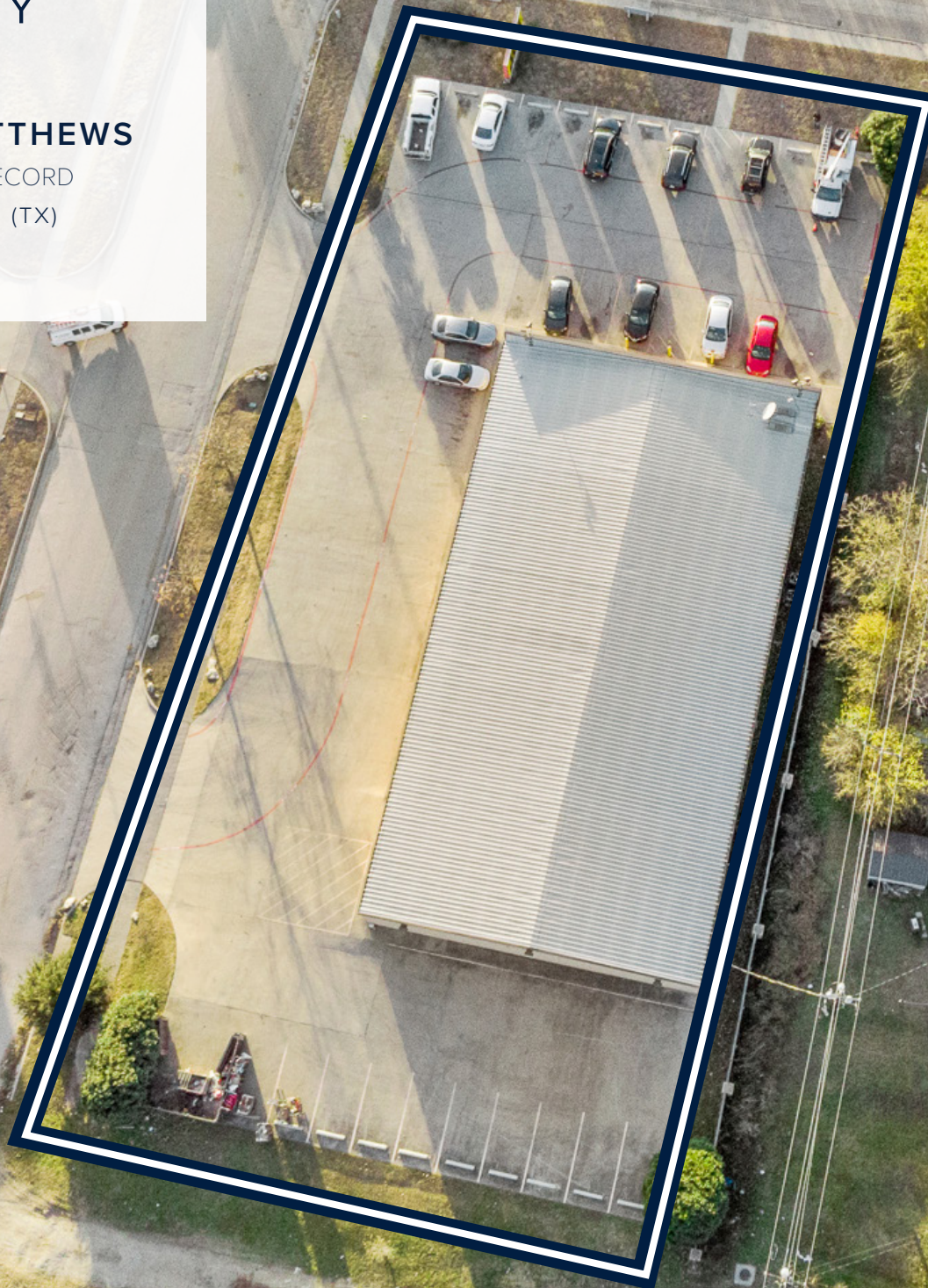
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KYLE MATTHEWS

BROKER OF RECORD

LIC # 9005919 (TX)

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EXECUTIVE SUMMARY

INVESTMENT HIGHLIGHTS



5 Year Lease Renewal:

Started 11/1/2018. DG took a 10% increase in their renewal (showing a strong commitment to location)



Minimal Landlord Responsibility:

Attractive NN+ Lease (DG pays about \$340/month for CAM Reimbursement)



Incredible Retail Synergy:

With retailers including Sprouts Farmers Market, Starbucks, REI, Whole Foods, Zoe's Kitchen, Sur La Table, Blaze Pizza, Jack in the Box, QDOBA, Tom Thumb, Exxon



Rare Location:

In the heart of Fort Worth, TX and located just 5 miles away from Texas Christian University which enrolls around 10,394 students, with 8,892 being undergraduates. As of February 2016, TCU's total endowment was \$1.514 billion



Remarkable Population Growth:

Projected 13.87% over the next 5 years and experienced over 12% from 2010-2017



Incredibly Dense:

Infill location with 89,365 residents in the 3-mile and nearly 262,923 residents within the 5-mile population



Huge Market Upside:

The property is situated just 1 mile from the trademarked development – Waterside Development project - the 100 Million Dollar, the 63-acre mixed-use development at Bryant Irvin Road and Arborlawn Drive, along the Trinity River. The initial phase of Waterside also includes 375 luxury apartments.



Tenant:

- » Dollar General holds a strong investment grade credit rating of BBB, which was recently upgraded from its previous rating of BBB-
- » Dollar General is the only dollar store with investment grade credit
- » Dollar General currently has ±15,000 locations nationwide with plans to add another 900 stores in 2019



CITY DEMOGRAPHICS

POPULATION	1-Mile	3-Mile	5-Mile
2010 Census	9,024	78,902	230,829
2018 Estimate	10,218	89,365	262,923
2023 Projection	11,513	97,017	285,332
Growth 2017-2022	12.67 %	8.56 %	8.52 %
HOUSEHOLDS	1-Mile	3-Mile	5-Mile
2018 Estimate	4,719	40,484	108,674
2023 Projection	5,198	43,238	116,102
Growth 2017-2022	10.15 %	6.80 %	6.84 %
INCOME	1-Mile	3-Mile	5-Mile
2017 Est. Average Household Income	\$82,084	\$102,478	\$88,204

FINANCIAL OVERVIEW

FINANCIAL HIGHLIGHTS

Price	\$1,433,778
Cap Rate	6.75%
Gross Leaseable Area	±9,100 SF
Lot Size	± 0.79 Acres
Year Built	2008

ANNUALIZED OPERATING DATA

Current	\$96,780
Option 1	\$106,458
Option 2	\$117,104
Option 3	\$128,814
Percentage Increase	10%

TENANT SUMMARY

Tenant Name	Dollar General
Lease Guarantor	Corporate
Lease Type	NN
Type of Ownership	Fee Simple
Roof and Structure	Landlord Responsibility
APN	S2590.0098.04
Parking Spaces	40
Original Lease Term	10 Years
Lease Commencement Date	11/1/08
Rent Commencement Date	11/1/08
Lease Expiration Date	11/30/23
Term Remaining on Lease	5 Years
Increases	10% Increases In Options
Options	Three, 5-Year Options

DOLLAR GENERAL®



TENANT OVERVIEW

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.

DOLLAR GENERAL®



Dollar General Corporation (NYSE: DG)



Credit Rating (S&P)
BBB



No. of Locations
±13,000 Locations



No. of Employees
± 113,400 Employees



Headquartered
Goodlettsville, TN



Year Founded
1939

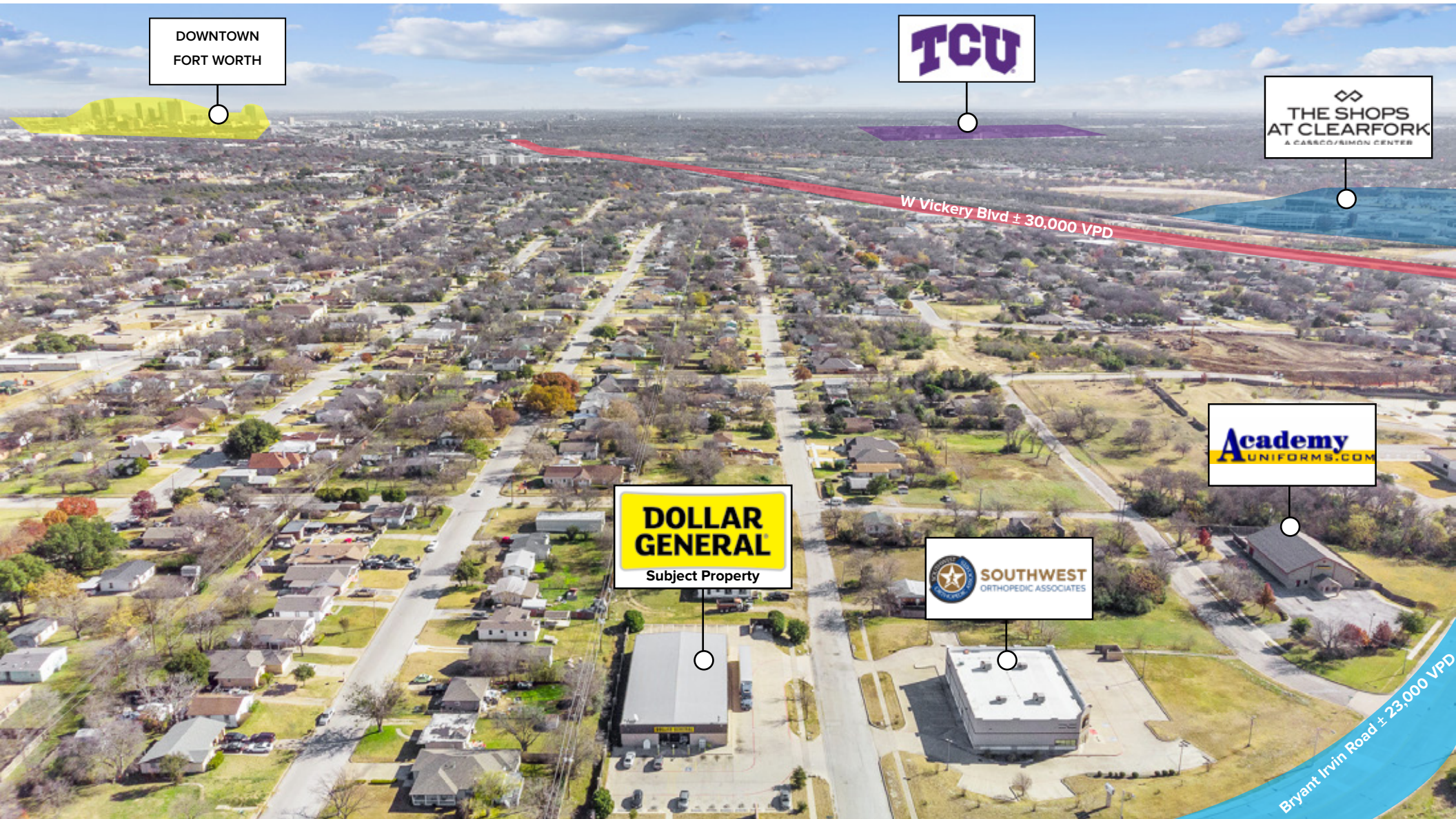


Website
www.dollargeneral.com

Surrounding Tenants



Surrounding Area



AREA OVERVIEW





FORT WORTH, TX

Fort Worth is located in North Central Texas and is the 16th-largest city in the United States and the fifth-largest city in the state of Texas. The city is the second-largest in the Dallas–Fort Worth–Arlington metropolitan area and has been designated as one of America’s “Most Livable Communities” by the Partners for Livable Communities. The city was established in 1849 as an Army outpost on a bluff overlooking the Trinity River. Today, Fort Worth still embraces its Western heritage and traditional architecture and design. USS Fort Worth (LCS-3) is the first ship of the United States Navy named after the city.



Fort Worth is home to the Van Cliburn International Piano Competition and several world-class museums designed by internationally known contemporary architects. With more than 109 acres of museum space, Fort Worth has the second-largest number of accredited museums within walking distance of each other, second only to Washington D.C. The Kimbell Art Museum, considered to have one of the best collections in Texas, is housed in what is widely regarded as one of Texas’ foremost works of modern architecture, designed by Louis Kahn with an addition by Renzo Piano. Also of note is the Modern Art Museum of Fort Worth, designed by Tadao Ando. The Amon Carter Museum of American Art, designed by Philip Johnson, houses one of the most extensive collections of American art in the world in a building.



The region benefits from more than 60 colleges and universities, with a combined enrollment exceeding 325,000 students, graduating in excess of 35,000 annually. The city is stimulated by several university communities: Texas Christian, Texas Wesleyan, University of North Texas Health Science Center, and Texas A&M University School of Law. The presence of Texas Christian University less than 5 miles from downtown and national competitiveness in football, baseball, and men’s and women’s basketball have sustained TCU as an important part of Fort Worth’s sports scene as well.

Fort Worth is a major center for industry, technology, distribution, and transportation. Tourism is also a major contribution to the economy bringing in approximately 7.5 million visitors and contributing over \$900 million to Fort Worth’s economy. In 2013, Fort Worth-Arlington ranked 15th on Forbes’ list of the Best Places for Business and Careers. Fort Worth is the location of many multinational corporations, including Bell Helicopter, Lockheed Martin, American Airlines, BNSF Railway, Pier 1 Imports, and Radio Shack.

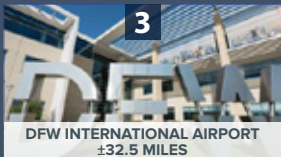
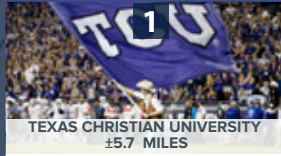


DALLAS-FORT WORTH METROPLEX

The Dallas–Fort Worth–Arlington, TX Metropolitan Statistical Area, the official title designated by the United States Office of Management and Budget, encompasses 13 counties within the U.S. state of Texas. Residents of the area refer to it as the Dallas/Fort Worth Metroplex, DFW, or The Metroplex. It is the economic and cultural hub of the region commonly called North Texas or North Central Texas and is the largest inland metropolitan area in the United States.

The 2015 official estimate U.S. Census has the Dallas–Fort Worth Metroplex at 7,102,796, making it the largest metropolitan area in the South. During the 12-month period from July 2008 to July 2009, the Dallas–Fort Worth–Arlington metropolitan area gained 146,530 new residents, more than any other metropolitan area in the United States. The area's population has grown by about one million since the 2000 US census. The Dallas–Fort Worth– Arlington MSA is, by population, the largest metropolitan area in Texas, the largest in the South, the fourth-largest in the United States, and the tenthlarges in the Americas. The Metroplex encompasses 9,286 square miles (24,100 km²) of total area: 8,991 sq mi (23,290 km²) is land, while 295 sq mi (760 km²) is water, making it larger in area than the U.S. states of Rhode Island and Connecticut combined. It also has the fourth largest gross metropolitan product (GMP) in the United States, and approximately tenth largest by GMP in the world.

DISTANCE TO:



DOLLAR GENERAL

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CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located at **4311 Bryant Irvin Road | Fort Worth, TX 76132 (“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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BROKER OF RECORD

LIC # 9005919 (TX)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES



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
Kyle Matthews	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