

# DOLLAR GENERAL

St. Johnsville, NY

**JAMES**CAPITAL  
ADVISORS



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Marketing Package

**Dollar General**

7473 NY-5, St Johnsville, NY 13452



# PROPERTY INFO

Tenant	Dollar General
Street Address	7473 NY-5
City	St Johnsville
State	NY
Zip	13452
APN	273889 9.1-47
GLA	9,014 SF
Lot Size	1.00 AC
Year Built	2007



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# FINANCIAL SUMMARY

Purchase Price	\$893,161
Cap Rate	7.75%
Net Operating Income	\$69,219.96
Price / SF	\$99.09
Rent / SF	\$7.68
Listing Agent	Gil Meshulam
Phone Number	(424) 325-2612
Email	<a href="#">SUBMIT OFFER</a>

# INVESTMENT HIGHLIGHTS

## Recently Extended Lease

Tenant recently extended the base term for an additional 6 years showing long term commitment to the site.

## Minimal Landlord Responsibilities

The subject property operates under a Double-Net (NN) lease with minimal landlord responsibilities. The tenant reimburses for real estate taxes, insurance, and common area maintenance.

## Lease Guaranteed by Investment Grade Tenant

The lease is guaranteed by Dollar General Corporation (NYSE: DG), a Fortune 500 company with an investment grade rating of “BBB” (S&P).



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## Bite-Sized Deal

The subject property is offered at an attractive price point of \$893,161 and a 7.75% cap rate, making it a desirable offering for those seeking a high return on investment.

## Excellent Site-Level Visibility

The subject property has direct frontage on NY-State Hwy 5, which has a daily traffic count exceeding 4,300 vehicles per day.







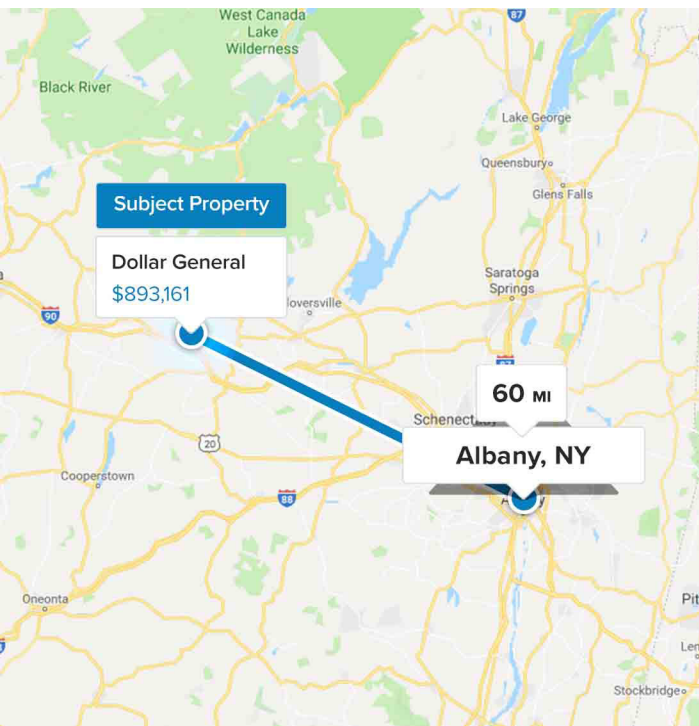
# LEASE SUMMARY

Lease Type	Double-Net (NN)
Type of Ownership	Fee Simple
Original Lease Term	10 Years
Commencement Date	August 31, 2006
Lease Expiration	July 31, 2029
Term Remaining	10.25 Years
Increases	10% Each Option
Options	Two, Five-Year Options
ROFR / ROFO	N/A

Real Estate Taxes	Tenant Reimburses
Insurance	Tenant Reimburses
Repairs & Maintenance	Landlord Responsible
Lease Guarantor	Corporate
Company Name	Public
Ownership	Dollar General
Years in Business	51
Number of Locations	15,000+



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## PROPERTY HIGHLIGHTS

### Strong Appeal to Target Market

Merchandise sold by Dollar General includes consumables, seasonal, home products and apparel as a cost-effective price point that directly appeals to the demographics of this community.

### Only Discount Store in Town

Dollar General faces minimal competition within St. Johnsville, as it is the only dollar store in town. The sites serve as a one-stop shop for local consumers.

### Recession and E-Commerce Resistant Investment

Dollar General is a leader among low price-point retailers and thrives in middle-America markets where incomes may be modest, population density less inflating, and no competition from online retailers.

### Proximity to Major Traffic Artery

The subject property benefits from its proximity to Interstate 90 which runs from Seattle to Boston, which has daily traffic counts exceeding 21,000 vehicles per day.

### Adjacent to Multiple Schools and Health Centers

Dollar General is less than a mile away from David H. Robbins Elementary School, St. Johnsville Junior/Senior HS and Bassett Health Center.

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Lease Summary

Dollar General

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# RENT SCHEDULE

	PERIOD	ANNUAL RENT	MONTHLY RENT	INCREASE	RENT / SF	CAP RATE
08/01/2017 - 04/30/2029	Base Term	\$69,219.96	\$5,768.33	-	\$7.68	7.75%
05/01/2029 - 04/30/2034	1st Option	\$76,141.92	\$6,345.16	10%	\$8.45	8.52%
05/01/2034 - 04/30/2039	2nd Option	\$83,756.04	\$6,979.67	10%	\$9.29	9.38%



# ABOUT THE BRAND

## Brand History

Founded in 1955, Dollar General has grown from a single wholesale store to the country's largest small-box retailer.

## Brand Overview

Dollar General is proud to be America's neighborhood general store and is dedicated to providing life's necessities at an affordable price.

Dollar General's value-focused approach of providing customers with household necessities at a price 20-40% lower than competitors has allowed the company to excel in low-income markets.

Even in a hot economy, Dollar General's core customers remain loyal and do not trade up, which has contributed to the company's growth regardless of the state of the economy.

### NATIONWIDE LOCATIONS

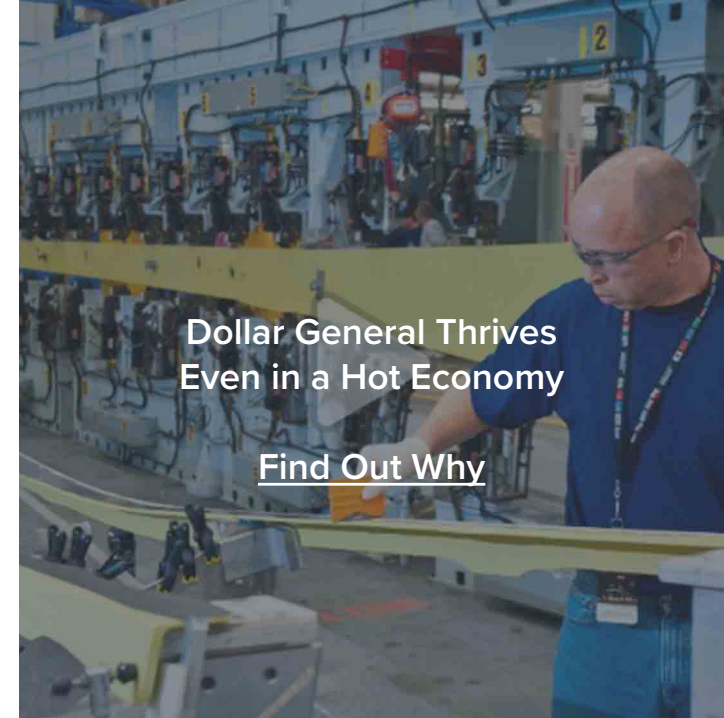
15,000+

### NUMBER OF STATES

45

### 2018 FORTUNE 500 RANKING

#123



**Dollar General Thrives  
Even in a Hot Economy**

[Find Out Why](#)



## RECENT NEWS

### Strong Q2 in 2018

Dollar General's net sales increased 10.6% to \$6.4 billion in the second quarter of 2018 and same-store sales increased 3.7% from the previous year.

### 15,000th Store Milestone

On July 14, 2018, Dollar General celebrated the grand opening of the company's 15,000th store.

### 1,100 Stores Added in the Past Year

"These new store openings combined with our successful remodels and relocations have allowed us to extend our runway for long-term growth." - Todd Vasos, CEO of Dollar General.

### 2017 Sales

The Dollar General Corporation had a total of \$23.5 billion in sales in 2017.

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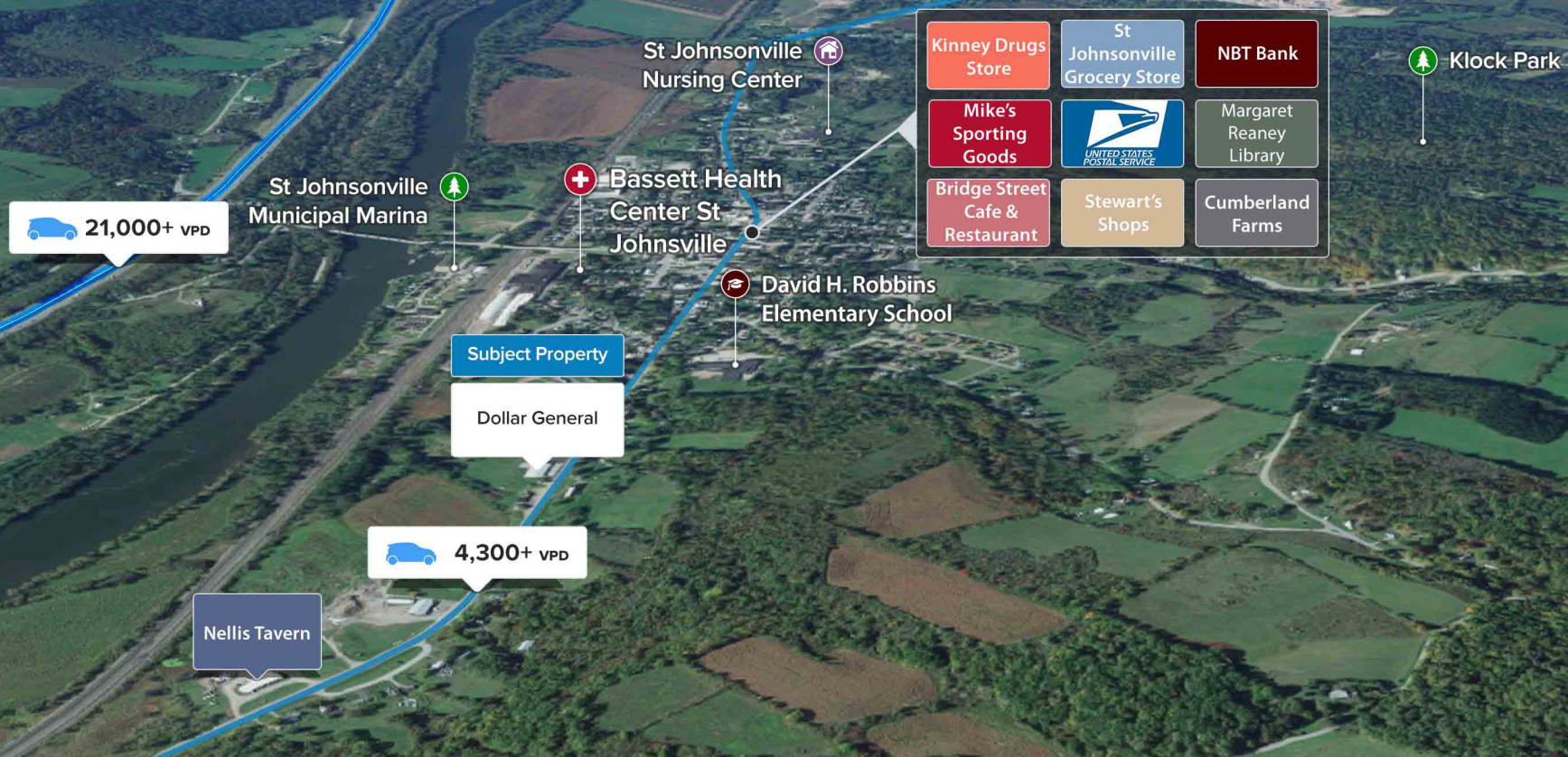
About the Brand

Dollar General

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# DEMOGRAPHICS

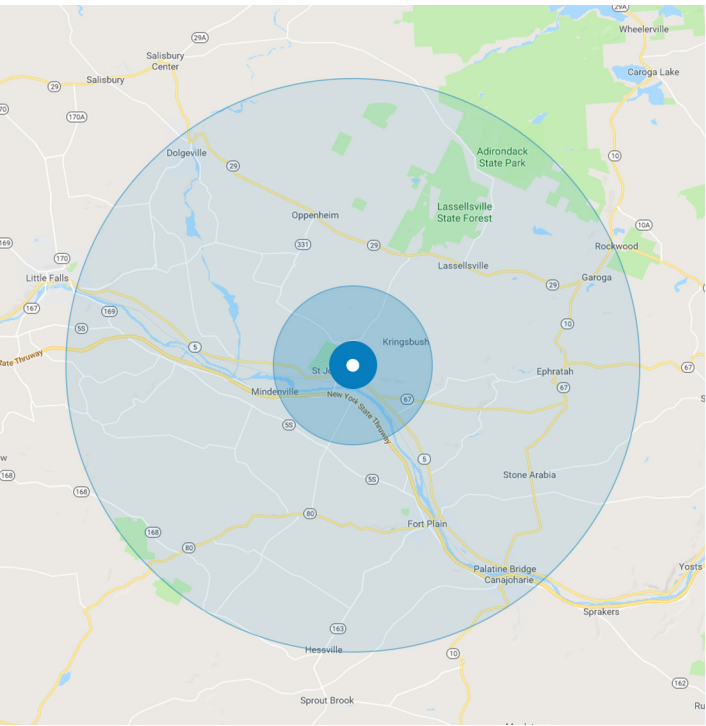
POPULATION	1 MILE	3 MILE	5 MILE	10 MILE
2023 Projection	1,768	2,893	5,763	23,188
2018 Estimate	1,782	2,910	5,799	23,307
2010 Census	1,828	2,955	5,911	23,522

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## HOUSEHOLDS

### 2023 Projection

### 2018 Estimate

### 2010 Census

## HOUSEHOLDS

### Avg. HH Income

### Med. HH Income

	1 MILE	3 MILE	5 MILE	10 MILE
2023 Projection	705	1,145	2,246	9,180
2018 Estimate	711	1,152	2,261	9,229
2010 Census	728	1,169	2,309	9,325
HOUSEHOLDS				
Avg. HH Income	\$47,826	\$49,096	\$52,393	\$58,308
Med. HH Income	\$33,206	\$34,889	\$41,391	\$46,340





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