

CBRE

PROPOSAL FOR REAL ESTATE ADVISORY SERVICES



DOLLAR GENERAL

507 JONESTOWN RD | JONESTOWN, PA 17038

EXCLUSIVELY LISTED BY:

MICHAEL SHOVER

+1 484 567 2344

michael.shover@cbre.com

MATTHEW GORMAN

+1 484 567 2340

matthew.gorman@cbre.com

THOMAS FINNEGAN

+1 484 567 2375

thomas.finnegan@cbre.com

TABLE OF CONTENTS

03 **TENANT OVERVIEW**

05 **FINANCIAL ANALYSIS**

Property Highlights

Financial Overview

Yield Growth Analysis

Investment Overview

09 **PROPERTY SUMMARY**

Property Photos

Aerial Map

Local/Regional Map

Location Overview

Demographics

TENANT OVERVIEW

DOLLAR GENERAL | JONESTOWN, PA





Dollar General Corporation is an American chain of variety stores headquartered in Goodlettsville, Tennessee. As of March 1, 2019 Dollar General operated 15,472 stores in 44 states , primarily in the Southern, Southwestern, Midwestern and Eastern U.S.

Dollar General offers both name brand and generic merchandise — including off-brand goods and closeouts of name-brand items — in the same store, often on the same shelf. Although it has the word “dollar” in the name, Dollar General is not a dollar store by the strict definition of that term as most of its products are priced at more than \$1.00. However, goods are usually sold at set price points in the range of .50 to 60 dollars, excluding articles such as phone cards and loadable store gift cards.

DOLLAR GENERAL CORPORATE OVERVIEW

TENANT TRADE NAME:	Dollar General
TENANT OWNERSHIP STATUS:	Public
BOARD/STOCK SYMBOL:	NYSE: DG
TENANT:	Corporate Store
LOCATIONS:	-/+ 15,472
CREDIT RATING:	BBB
AGENCY:	Standard & Poor’s
REVENUE:	\$18.9 Billion (2015)
CORPORATE HEADQUARTERS:	Goodlettsville, TN

FINANCIAL OVERVIEW

DOLLAR GENERAL | JONESTOWN, PA





LIST PRICE
\$1,320,538



CAP RATE
7.25%



TOTAL NOI
\$95,739

PROPERTY HIGHLIGHTS

ZERO LANDLORD RESPONSIBILITIES

NNN lease with no landlord responsibilities or expenses

8+ YEARS REMAINING

There are over 8 years remaining on initial 15 year lease term with three options to renew

RENTAL INCREASES

There is a 3% rental increase in 2022 and 10% increases in each option period

NO COMPETITION

This is the only dollar store property within an 8 mile radius making this a go-to store for residents, employees and commuters

5,300 VEHICLES PER DAY

Dollar General is located just off State Route 72 with traffic counts of 5,300 V.P.D.

0.3 MILES FROM ROUTE 22

Ideally situated 0.3 miles from the on/off ramps of Rt 22 with traffic counts of 11,000 V.P.D.

1,400+ EMPLOYEES WITHIN 1 MILE

Dollar General is 0.6 miles from the Supreme - Northeast office with over 300 employees | The total daytime population exceeds 1,400 people within 1 mile of Dollar General

AFFLUENT MARKET

The average household income is over \$72,000 within 1 mile of the site, over \$73,000 within 3 miles of the site and over \$78,000 within 5 miles of the site

FINANCIAL OVERVIEW



PRICE: **\$1,320,538**

CAP RATE: **7.25%**

YEAR BUILT: 2012

BUILDING SQUARE FOOTAGE: 9,026

LOT SIZE: 1.46 Acres

TYPE OF OWNERSHIP: Fee Simple

TENANT: Dollar General

LEASE GUARANTOR: Corporate Guarantee

LEASE TYPE: NNN

INITIAL LEASE TERM: 15 Years

ROOF AND STRUCTURE: Tenant Responsible

RENT COMMENCEMENT: 7/4/2012

LEASE EXPIRATION: 7/31/2027

TERM REMAINING ON LEASE: 8+ Years

INCREASES: 3% in Year 11, 10% in Options

OPTIONS: 2x5 Years, 1x4 Years 11 Months

ROFR: N/A

PROPERTY ADDRESS:

507 JONESTOWN ROAD | JONESTOWN, PA 17038

ANNUALIZED OPERATING DATA		
RENT INCREASES	ANNUAL	MONTHLY
CURRENT - 7/31/2022	\$95,739.12	\$7,978.26
8/1/2022 - 8/31/2027	\$98,611.20	\$8,217.60
OPTION 1	\$108,472.32	\$9,039.36
OPTION 2	\$119,319.60	\$9,943.30
OPTION 3	\$131,251.56	\$10,937.63
NET OPERATING INCOME: \$95,739.12		

INVESTMENT OVERVIEW

CBRE IS PLEASED TO EXCLUSIVELY PRESENT FOR SALE this Dollar General property located on Jonestown Road in Jonestown, PA. Dollar General has been operating in this location since 2012 and current has 8 years remaining in its initial 15 year lease. There is a 3% rental increase in August 2022, and 10% rental increases in each of the three options to renew. This NNN lease structure is totally passive for the landlord and offers no responsibilities and no exposure to expenses. The lease is corporately guaranteed by Dollar General, an investment grade credit tenant, rated BBB by Standard & Poor's.

This 9,026 square foot Dollar General sits on 1.46 acres on Jonestown Road with excellent visibility. Dollar General is surrounded by numerous local businesses and industrial companies, making this a go-to store for surrounding employees. There is no competition surrounding this site, with the closest dollar store being 8 miles away. The site is also situated just off Rt 72 with traffic counts of 5,300 vehicles per day and 0.4 miles from the on/off ramps of Rt 22 with traffic counts of 11,000 vehicles per day. There are over 19,000 people within 5 miles of this property, with an average household income exceeding \$78,000. Dollar General is also located 0.6 miles from the Supreme - Northeast office, a leader in truck body manufacturing and custom vehicles, situated on 14 acres and adding to the daytime population of 1,400 people within 1 mile of Dollar General. This NNN lease coupled with a longer lease term and no competition makes this the ideal investment for the passive, astute investor.



PROPERTY SUMMARY

DOLLAR GENERAL | JONESTOWN, PA



PROPERTY PHOTOS



RT 22 - 11,000 V.P.D.



A WABASH NATIONAL COMPANY

300+ EMPLOYEES

**DOLLAR
GENERAL®**

RT 52 - 5,300 V.P.D.

JONESTOWN RD



TurkeyHill

LOCAL MAP

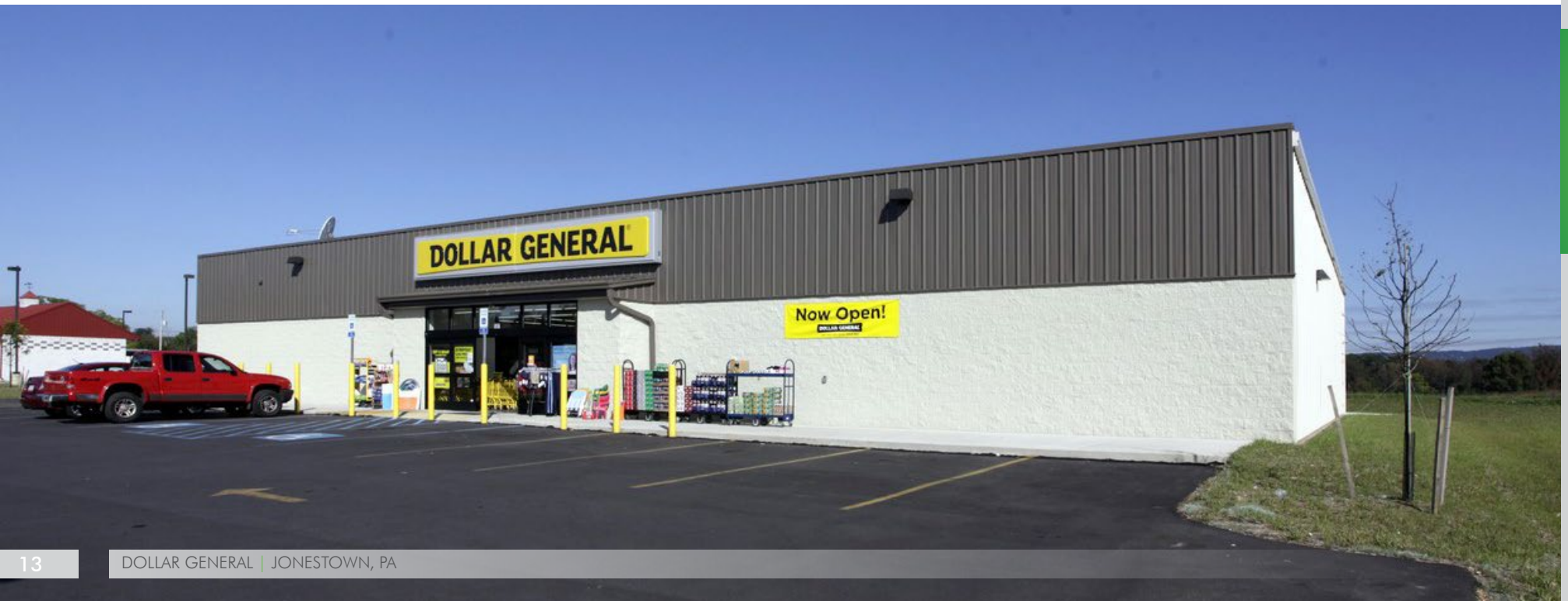


REGIONAL MAP



LOCATION OVERVIEW

This 9,026 square foot Dollar General sits on 1.46 acres on Jonestown Road with excellent visibility. Jonestown Road is situated just off Rt 72, a main throughway with traffic counts of 5,300 vehicles per day. The site is also just 0.4 miles from the on/off ramps of Rt 22 with traffic counts of 11,000 vehicles per day. Dollar General is surrounded by numerous local businesses and industrial companies, including Turkey Hill, Ace Hardware, Jonestown Auto Center, and Jonestown Auto Sales. The property is also located 0.6 miles from the Supreme - Northeast office, a leader in truck body manufacturing and custom vehicles, situated on 14 acres with over 300 employees and adding to the daytime population of 1,400 people within 1 mile of Dollar General. There is no national competition surrounding this site, with the closest dollar store being 8 miles away. Jonestown is a borough in Lebanon County and part of the Lebanon MSA. It sits along Interstate 81 and Interstate 78 and is located just 23 east miles of Harrisburg.



SUBJECT AREA DEMOGRAPHICS



POPULATION	1 MILE	3 MILES	5 MILES
2010 POPULATION	1,900	8,558	18,629
2018 POPULATION	1,881	8,772	19,280
PROJECTED POPULATION (2023)	1,898	8,985	19,823
HISTORICAL ANNUAL GROWTH			
2010-2018	-0.12%	0.30%	0.42%
PROJECTED ANNUAL GROWTH			
2018-2023	0.18%	0.48%	0.56%
HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2010 HOUSEHOLDS	737	3,253	7,106
2018 HOUSEHOLDS	723	3,307	7,296
PROJECTED HOUSEHOLDS (2023)	726	3,376	7,480
HISTORICAL ANNUAL GROWTH			
2010-2018	-0.23%	0.20%	0.32%
PROJECTED ANNUAL GROWTH			
2018-2023	0.08%	0.41%	0.50%
HOUSEHOLD INCOME	1 MILE	3 MILES	5 MILES
2018 AVERAGE	\$72,141	\$73,342	\$78,978
2018 MEDIAN	\$65,012	\$61,369	\$65,268

POPULATION BY RACE

	1 MILE	3 MILES	5 MILES
WHITE POPULATION	93.6%	93.2%	93.0%
AFRICAN AMERICAN POPULATION	1.5%	1.6%	1.6%
ASIAN POPULATION	1.5%	1.4%	1.4%
PACIFIC ISLANDER POPULATION	0.1%	0.1%	0.1%
AMERICAN INDIAN AND ALASKA NATIVE	0.1%	0.0%	0.0%
OTHER RACE POPULATION	1.2%	1.7%	2.0%
TWO OR MORE RACES POPULATION	2.1%	2.0%	1.7%

HISPANIC OR LATINO POPULATION BY ORIGIN

	1 MILE	3 MILES	5 MILES
HISPANIC OR LATINO	6.0%	6.2%	6.8%
WHITE NON-HISPANIC	89.7%	89.6%	89.1%

2018 AGE BY GENDER

	1 MILE	3 MILES	5 MILES
MEDIAN AGE			
MALE/FEMALE	40.3/40.1	39.8/40.0	41.7/42.6

TRAFFIC COUNTS

STATE ROUTE 72			
5,300			

CONTACT INFORMATION:

MICHAEL SHOVER

+1 484 567 2344

michael.shover@cbre.com

MATTHEW GORMAN

+1 484 567 2340

matthew.gorman@cbre.com

THOMAS FINNEGAN

+1 484 567 2375

thomas.finnegan@cbre.com

AFFILIATED BUSINESS DISCLOSURE

CBRE, Inc. operates within a global family of companies with many subsidiaries and related entities (each an "Affiliate") engaging in a broad range of commercial real estate businesses including, but not limited to, brokerage services, property and facilities management, valuation, investment fund management and development. At times different Affiliates, including CBRE Global Investors, Inc. or Trammell Crow Company, may have or represent clients who have competing interests in the same transaction. For example, Affiliates or their clients may have or express an interest in the property described in this Memorandum (the "Property"), and may be the successful bidder for the Property. Your receipt of this Memorandum constitutes your acknowledgment of that possibility and your agreement that neither CBRE, Inc. nor any Affiliate has an obligation to disclose to you such Affiliates' interest or involvement in the sale or purchase of the Property. In all instances, however, CBRE, Inc. and its Affiliates will act in the best interest of their respective client(s), at arms' length, not in concert, or in a manner detrimental to any third party. CBRE, Inc. and its Affiliates will conduct their respective businesses in a manner consistent with the law and all fiduciary duties owed to their respective client(s).

CONFIDENTIALITY AGREEMENT

Your receipt of this Memorandum constitutes your acknowledgment that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc. If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

DISCLAIMER

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property, and/or to terminate discussions at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

© 2019 CBRE, Inc. All rights reserved. This information has been obtained from sources believed reliable, but has not been verified for accuracy or completeness. You should conduct a careful, independent investigation of the property and verify all information. Any reliance on this information is solely at your own risk. CBRE and the CBRE logo are service marks of CBRE, Inc. All other marks displayed on this document are the property of their respective owners. Photos herein are the property of their respective owners and use of these images without the express written consent of the owner is prohibited.