



## OFFERING MEMORANDUM

DOLLAR GENERAL | EARLY EXTENSION  
123 East Avenue South • Hollandale, Mississippi 38748

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DOLLAR GENERAL | EARLY EXTENSION  
Hollandale, MS  
ACT ID ZAA0040240

## NET LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

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Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

Marcus & Millichap

## EXECUTIVE SUMMARY

## OFFERING SUMMARY

Price	\$357,600
Net Operating Income	\$28,560
Capitalization Rate – Current	7.99%
Price / SF	\$40.45
Rent / SF	\$3.23
Lease Type	NN
Gross Leasable Area	8,840 SF
Year Built / Renovated	2019
Lot Size	0.41 acre(s)

## FINANCING

Down Payment	All Cash
Net Cash Flow	7.99% / \$28,560
Cash on Cash Return	7.99%
Total Return	7.99% / \$28,560

## MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES*
Monsanto	167
T R Sanders Elem	72
TWINCOEPA	49
Delta and Pine Land Company	40
Simmons High School	37
Pinnacle Agriculture Dist Inc	30
Head Start Parent Teen Center	27
Bruton Farm	20
Torrey Wood & Son Inc	20
City of Hollandale	18
Sanders Head Start Center	17
Crop Production Services Inc	15

## DEMOGRAPHICS

	3-Miles	5-Miles	7-Miles
2018 Estimate Pop	2,673	2,840	3,125
2010 Census Pop	2,817	2,988	3,277
2018 Estimate HH	959	1,036	1,129
2010 Census HH	1,030	1,110	1,206
Median HH Income	\$22,687	\$23,455	\$23,877
Per Capita Income	\$12,132	\$12,825	\$12,968
Average HH Income	\$33,810	\$35,134	\$35,866

\* # of Employees based on 7 mile radius





## PROPERTY SUMMARY

THE OFFERING	
Property	Dollar General
Property Address	123 East Avenue South Hollandale, MS 38748
Price	\$357,600
Capitalization Rate	7.99%
Price/SF	\$40.45

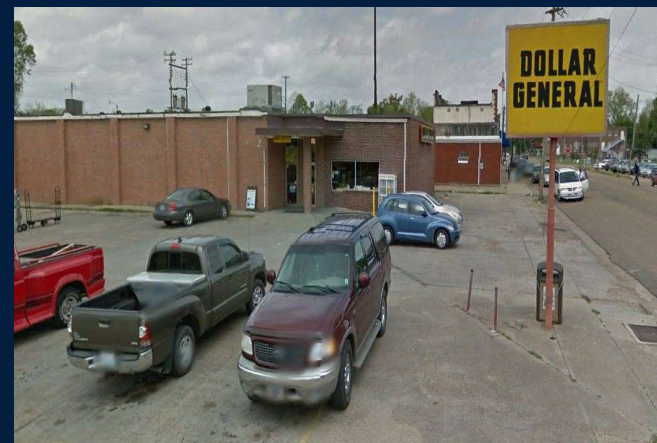
PROPERTY DESCRIPTION	
Year Built / Renovated	2019
Gross Leasable Area	8,840 SF
Zoning	125508825 0
Type of Ownership	Fee Simple
Lot Size	0.41 Acres

LEASE SUMMARY	
Property Subtype	Net Leased Discount
Tenant	Dollar General
Rent Increases	N/A
Guarantor	Corporate Guarantee
Lease Type	NN
Lease Commencement	6/15/2002
Lease Expiration	6/14/2025
Lease Term	23
Term Remaining on Lease (Years)	6.1
Renewal Options	N/A
Landlord Responsibility	Roof and Structure
Tenant Responsibility	Taxes, Insurance, Utilities, Minor Repairs
Right of First Refusal/Offer	No

## ANNUALIZED OPERATING INFORMATION

INCOME	
Net Operating Income	\$28,560

RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$28,560	\$2,380	\$3.23	7.99%
2026	\$30,840	\$2,570	\$3.49	8.62%



## NOTES

Early Extension into 2025

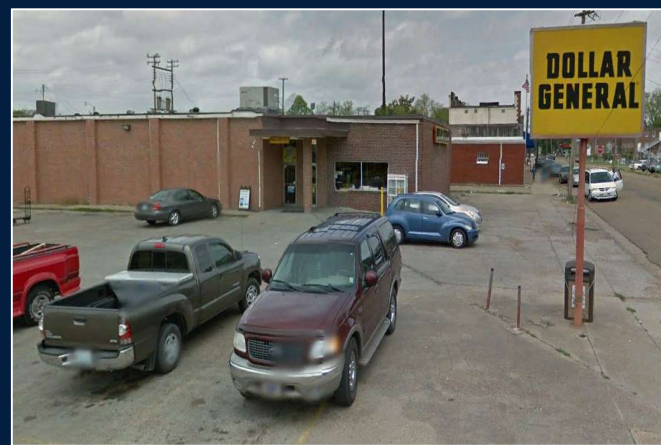
## INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present an Investment grade tenant in Hollandale, MS. This freestanding building consisting of 8,840 square feet was completely remodeled by Dollar General early 2019. The store now has coolers, new shelving, new paint and a fresh parking lot. There are few competitors in the area and the early renewal shows the tenant is committed to this area.

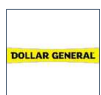
In July of 2020 there is a roughly 8% bump in rent for the remaining Five years.

## INVESTMENT HIGHLIGHTS

- Early Extension
- Investment Grade Tenant
- Tenant Improvement completed in early 2019



# Dollar General Corporation


**CREDIT RATING: A2**
[www.fdreports.com](http://www.fdreports.com) | [www.creditintell.com](http://www.creditintell.com) | February 01, 2019

General Information	
Address	100 Mission Ridge , Goodlettsville, Tennessee, 37072, United States
Phone	615-855-4000
Website	www.dollargeneral.com

Store Base	
Store Count	15,370
TTM Sales	\$25,625,043,000

Key Personnel	
Chairman	Michael M Calbert
Chief Executive Officer	Todd J. Vasos
CFO & EVP	John W. Garratt

Financial Markets	
Stock Ticker	DG
Current Price	\$134.95 as of 6/10/19
52 Week High/Low	\$135.46 / \$94.35

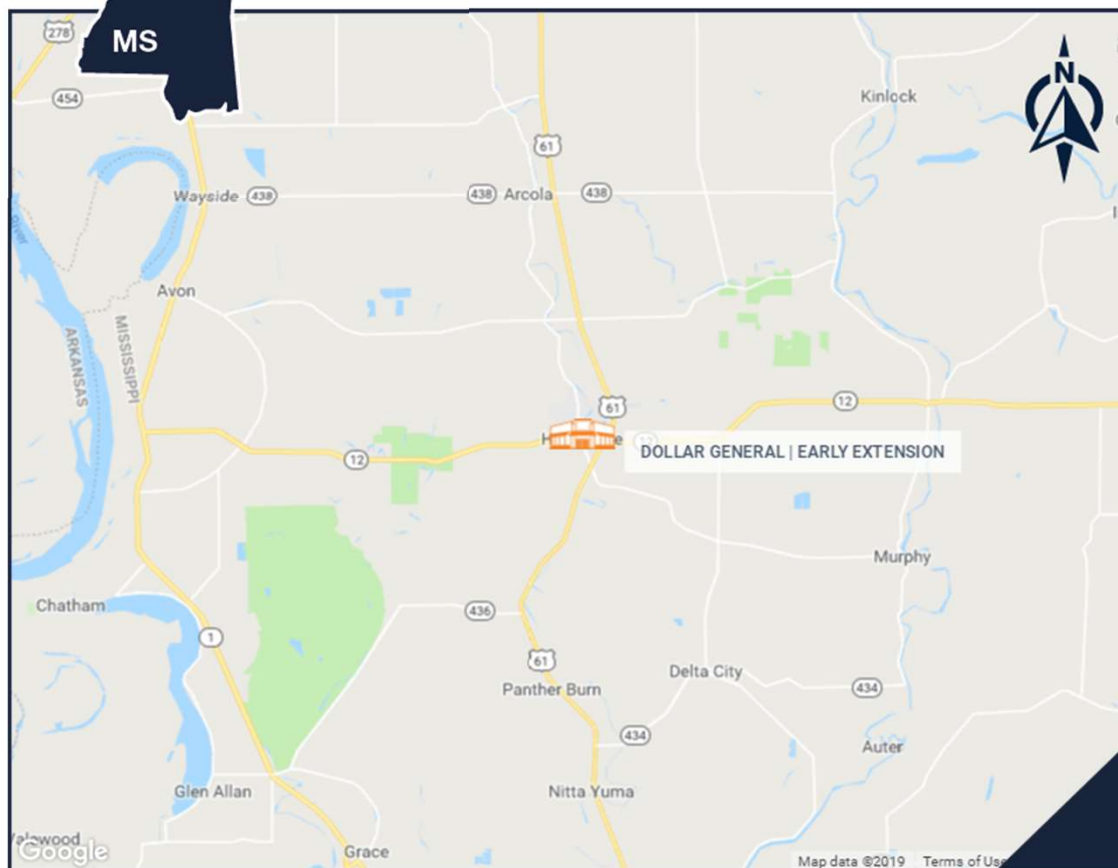
Dollar General commands the field of discount general merchandise. The fast-growing retailer boasts some 14,500 discount stores in some 45 US states, mostly in the South, the Midwest, and the Southwest. It generates more than 75% of its sales from consumables (including refrigerated, shelf-stable, and perishable foods) and more than 10% from seasonal items. The stores also offer household products (cleaning supplies and health and beauty aids) and apparel. Dollar General targets low-, middle-, and fixed-income shoppers, pricing items at \$10 or less. The no-frills stores typically measure about 7,400 sq. ft. and are in small towns that are off the radar of giant discounters.

Fiscal Year Ended February 01, 2019

## Credit Rating Chart Comparison Creditintell | F&D Reports

Please note that our rating model is our own proprietary model and is not meant to align with other rating agency models. This comparison was compiled purely for informational purposes based on a representative sampling of ratings on various retailers.

RATING	CREDIT QUALITY	EST. S&P
A1	Excellent	AAA
A2	Excellent	AA (+/-)
B1	Good	A (+/-)
B2	Good	BBB (+/-)
C1	Satisfactory	BB(+/-)
C2	Satisfactory	B+
D1	Below Satisfactory	B
D2	Below Satisfactory	B-
E1	Poor	CCC+/CCC
E2	Poor	CC
F1	Critical	C
F2	Critical	D

**123 East Avenue South, Hollandale, Mississippi 38748**

- Early Extension of the lease
- Total store remodel in 2019
- Ideal Dollar General Demographics
- Low rent structure of \$3.23/sqft
- Tenant has been at location since 2002

Marcus & Millichap is pleased to present a freestanding Dollar General store located in Hollandale, MS. This is an exclusive opportunity to acquire an investment credit BBB double net (NN) lease with limited landlord responsibilities.

CLOSE PROXIMITY TO:



Hospital



Hotel



Shopping Center

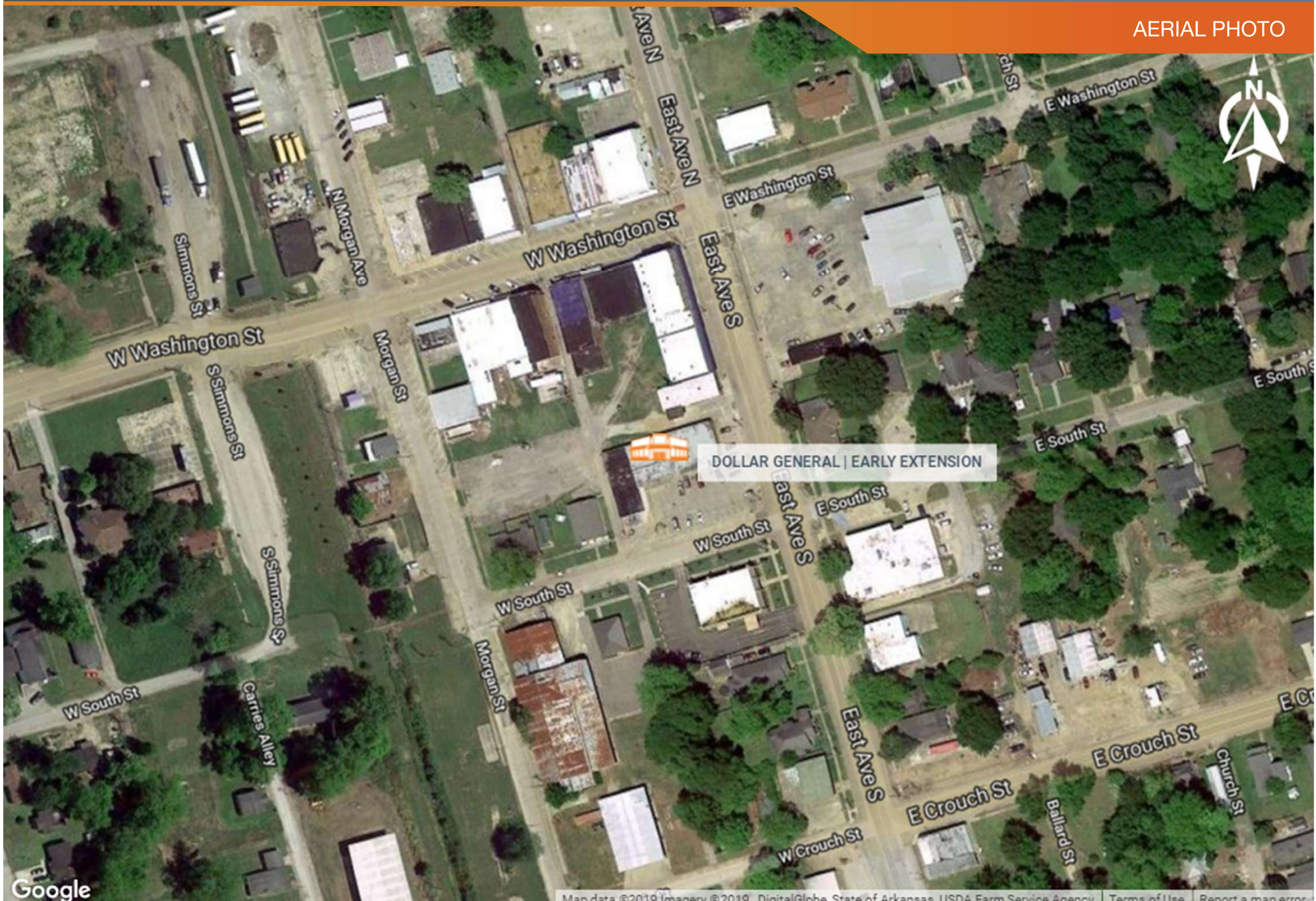


Schools



Major Highway





Google

Map data ©2019 Imagery ©2019 DigitalGlobe State of Arkansas USDA Farm Service Agency Terms of Use Report a map error

## MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues to the benefit of our clients.



**Closed 1,678  
debt and equity  
financings  
in 2018**



**National platform  
operating  
within the firm's  
brokerage  
offices**



**\$6.24 billion  
billion total  
national  
volume in 2018**



**Access to  
more capital  
sources than  
any other firm  
in the industry**

## WHY MMCC?

**Optimum financing solutions  
to enhance value**

**Our ability to enhance  
buyer pool by expanding  
finance options**

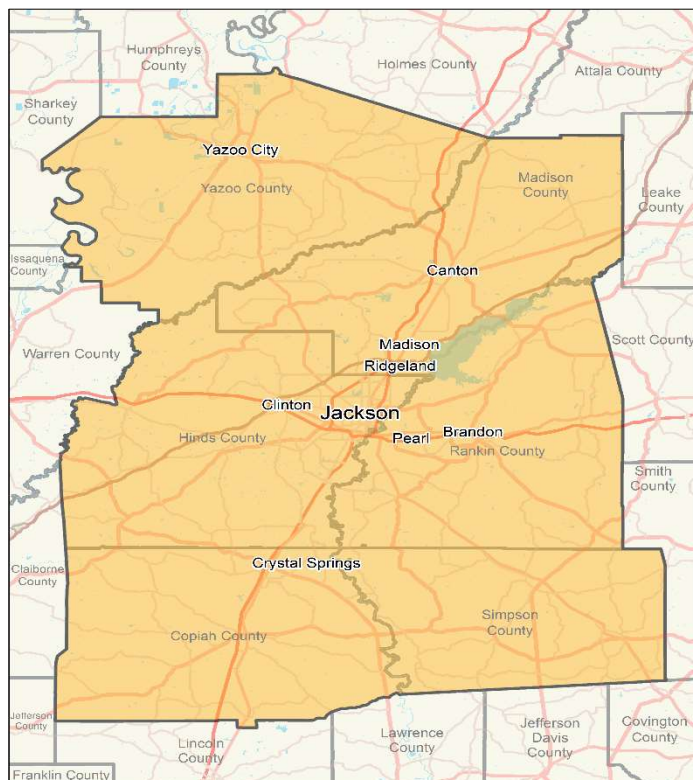
**Our ability to enhance  
seller control**

- Through buyer qualification support
- Our ability to manage buyers finance expectations
- Ability to monitor and manage buyer/lender progress, insuring timely, predictable closings
- By relying on a world class set of debt/equity sources and presenting a tightly underwritten credit file



## JACKSON OVERVIEW

The city of Jackson is the capital city of Mississippi and is equidistant between New Orleans and Memphis. The Jackson metro consists of Copiah, Hinds, Madison, Rankin, Simpson and Yazoo counties. A low cost of living along with a skilled manufacturing workforce are driving growth in the local auto industry. Even though the median income here falls far below the national average, the homeownership rate of 68 percent surpasses the U.S. level.



### METRO HIGHLIGHTS



#### MANUFACTURING INDUSTRY

Manufacturing plays an important role in the economy. Nissan has a workforce of more than 6,000 workers at the Nissan Canton Vehicle Assembly Plant.



#### STATE CAPITAL

Jackson is the capital city of Mississippi and the state's largest urban center, supporting a broad base of public sector employment.



#### AUTOMOTIVE INDUSTRY CONTRACTORS

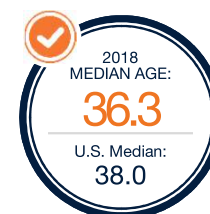
The presence of Nissan supports the existence of other manufacturing and automotive suppliers in the metro, such as Delphi Auto Systems.



### ECONOMY

- The area's largest industry is the local, state and federal governments, which account for more than 38,000 jobs. The public education and higher-education sectors are also strong contributors to the workforce. The largest institution of higher learning in the metro is Jackson State University.
- A broad base of manufacturing talent is present in the Jackson metro. Experienced workers here have engineering, production manufacturing, computer technology and materials handling skills. The Nissan yearly payroll is more than \$400 million.

### DEMOGRAPHICS



\* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

Created on June 2019

POPULATION	3 Miles	5 Miles	7 Miles
■ 2023 Projection			
Total Population	2,492	2,636	2,885
■ 2018 Estimate			
Total Population	2,673	2,840	3,125
■ 2010 Census			
Total Population	2,817	2,988	3,277
■ 2000 Census			
Total Population	3,618	3,881	4,318
■ Current Daytime Population			
2018 Estimate	2,015	2,096	2,253
HOUSEHOLDS	3 Miles	5 Miles	7 Miles
■ 2023 Projection			
Total Households	916	985	1,068
■ 2018 Estimate			
Total Households	959	1,036	1,129
Average (Mean) Household Size	2.76	2.75	2.75
■ 2010 Census			
Total Households	1,030	1,110	1,206
■ 2000 Census			
Total Households	1,163	1,274	1,402
■ Occupied Units			
2023 Projection	916	985	1,068
2018 Estimate	1,131	1,231	1,350
HOUSEHOLDS BY INCOME	3 Miles	5 Miles	7 Miles
■ 2018 Estimate			
\$150,000 or More	1.06%	1.27%	1.33%
\$100,000 - \$149,000	3.64%	4.11%	4.20%
\$75,000 - \$99,999	5.16%	5.50%	5.87%
\$50,000 - \$74,999	13.19%	13.26%	13.64%
\$35,000 - \$49,999	9.54%	9.66%	9.76%
Under \$35,000	67.40%	66.21%	65.19%
Average Household Income	\$33,810	\$35,134	\$35,866
Median Household Income	\$22,687	\$23,455	\$23,877
Per Capita Income	\$12,132	\$12,825	\$12,968

HOUSEHOLDS BY EXPENDITURE	3 Miles	5 Miles	7 Miles
Total Average Household Retail Expenditure	\$34,110	\$35,028	\$35,722
■ Consumer Expenditure Top 10 Categories			
Housing	\$9,542	\$9,811	\$9,992
Transportation	\$6,750	\$6,968	\$7,126
Shelter	\$5,181	\$5,322	\$5,420
Food	\$3,619	\$3,726	\$3,807
Utilities	\$2,660	\$2,716	\$2,754
Health Care	\$2,265	\$2,349	\$2,403
Personal Insurance and Pensions	\$2,021	\$2,145	\$2,234
Entertainment	\$1,222	\$1,273	\$1,311
Cash Contributions	\$997	\$1,026	\$1,038
Apparel	\$931	\$949	\$965
POPULATION PROFILE	3 Miles	5 Miles	7 Miles
■ Population By Age			
2018 Estimate Total Population	2,673	2,840	3,125
Under 20	29.86%	29.53%	29.28%
20 to 34 Years	18.86%	18.80%	18.69%
35 to 39 Years	5.37%	5.37%	5.41%
40 to 49 Years	11.25%	11.27%	11.29%
50 to 64 Years	18.87%	19.18%	19.52%
Age 65+	15.81%	15.86%	15.80%
Median Age	36.19	36.54	36.84
■ Population 25+ by Education Level			
2018 Estimate Population Age 25+	1,700	1,815	2,006
Elementary (0-8)	7.79%	8.01%	8.77%
Some High School (9-11)	14.96%	14.64%	14.18%
High School Graduate (12)	31.43%	31.08%	30.41%
Some College (13-15)	23.04%	23.10%	22.96%
Associate Degree Only	4.77%	4.87%	5.03%
Bachelors Degree Only	11.26%	11.62%	11.84%
Graduate Degree	4.55%	4.58%	4.79%

Source: © 2018 Experian





### Population

In 2018, the population in your selected geography is 3,125. The population has changed by -27.63% since 2000. It is estimated that the population in your area will be 2,885.00 five years from now, which represents a change of -7.68% from the current year. The current population is 46.81% male and 53.19% female. The median age of the population in your area is 36.84, compare this to the US average which is 37.95. The population density in your area is 20.30 people per square mile.



### Households

There are currently 1,129 households in your selected geography. The number of households has changed by -19.47% since 2000. It is estimated that the number of households in your area will be 1,068 five years from now, which represents a change of -5.40% from the current year. The average household size in your area is 2.75 persons.



### Income

In 2018, the median household income for your selected geography is \$23,877, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 11.91% since 2000. It is estimated that the median household income in your area will be \$27,349 five years from now, which represents a change of 14.54% from the current year.

The current year per capita income in your area is \$12,968, compare this to the US average, which is \$32,356. The current year average household income in your area is \$35,866, compare this to the US average which is \$84,609.



### Race and Ethnicity

The current year racial makeup of your selected area is as follows: 18.01% White, 80.87% Black, 0.00% Native American and 0.14% Asian/Pacific Islander. Compare these to US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 0.77% of the current year population in your selected area. Compare this to the US average of 18.01%.



### Housing

The median housing value in your area was \$55,571 in 2018, compare this to the US average of \$201,842. In 2000, there were 939 owner occupied housing units in your area and there were 463 renter occupied housing units in your area. The median rent at the time was \$226.



### Employment

In 2018, there are 1,224 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 46.05% of employees are employed in white-collar occupations in this geography, and 54.79% are employed in blue-collar occupations. In 2018, unemployment in this area is 8.97%. In 2000, the average time traveled to work was 25.00 minutes.

## BROKER OF RECORD

A thick orange horizontal bar spanning the width of the slide, with a small triangular notch on the right side.

Mickey Davis

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