

**DOLLAR  
GENERAL®**



ACTUAL PHOTO



### INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present this net leased Dollar General located at 324 Franklin Street in Slippery Rock, Pennsylvania.

The property consists of a 10,542-square foot stand-alone building, on a large one acre parcel of land. This Dollar General benefits from an household income exceeding \$67,503 in the trade area and has exposure to over 9,148 vehicles per day. Located at less than half a mile from Slippery Rock University of Pennsylvania, with 8,824 students enrolled.

There are currently over 13 years remaining in the original 15-Year lease with 10 percent increases in each of the three five-year option periods.


Dollar General is a growing Fortune 500 company (#123), with over \$23.5 billion in revenue and a net worth exceeding \$6.13 Billion. Dollar General's credit rating was recently upgraded to Investment Grade (BBB) by Standard & Poors, and it is publicly traded on the New York Stock Exchange under the ticker symbol, "DG". Dollar General operates a chain of over 15,000 discount stores in about 44 states as of July 24, 2018, primarily in the Southern and Eastern US, the Midwest, and the Southwest. The company offers basic household supplies including cleaning supplies, health and beauty aids, food and apparel. Most of the merchandise which is carried in the Dollar General stores is priced between \$1 and \$35.

### INVESTMENT HIGHLIGHTS

- Large 10,542 Square Foot Building on a 1 Acre Site
- \$67,503 Average Household Income in Trade Area
- Exposure to 9,148 Vehicles Daily
- 13 Years Remaining on Original 15-Year Original Lease
- 10% Increases in Each Option Period
- 0.4 Mile from Slippery Rock University of Pennsylvania with 8,824 Students Enrolled
- 15,000+ Dollar General Locations
- Dollar General Generated more than \$23.5 Billion in Revenue in 2018
- Dollar General Net Worth of Over \$6.13 Billion



## THE OFFERING

 **DOLLAR GENERAL**  
324 FRANKLIN STREET,  
SLIPPERY ROCK, PENNSYLVANIA 16057

**DOLLAR GENERAL**

## PROPERTY DETAILS

Lot Size	43,560 SF (1.00 Acre)
Rentable Square Feet	10,542 SF
Price/SF	\$182.42
Year Built	2017

## FINANCIAL OVERVIEW

List Price	<b>\$1,923,076</b>
Down Payment	100% / \$1,923,076
Cap Rate	6.50%
Type of Ownership	Fee Simple

## PROPERTY RENT DATA

RENT INCREASES	MONTHLY RENT	ANNUAL RENT
11/01/2017 - 10/30/2032 (CURRENT)	<b>\$10,417</b>	<b>\$125,000</b>
11/01/2032 - 10/30/2037 (OPTION 1)	<b>\$11,458</b>	<b>\$137,500</b>
11/01/2037 - 10/30/2042 (OPTION 2)	<b>\$12,604</b>	<b>\$151,250</b>
11/01/2042 - 10/30/2047 (OPTION 3)	<b>\$13,865</b>	<b>\$166,375</b>
Base Rent (\$11.86 /SF)		<b>\$125,000</b>
Net Operating Income		<b>\$125,000.00</b>
<b>TOTAL ANNUAL RETURN</b>	<b>CAP 6.50%</b>	<b>\$125,000</b>

## LANDLORD RESPONSIBILITY

\*LANDLORD is responsible for exterior walls, foundations, roof, gutters, downspouts, exterior and structural parts of premises, plumbing, electrical, gas, sprinkler, sewage systems;  
LANDLORD shall maintain and repair all aspects of the Parking Area including landscape area-but Tenant will reimburse the Landlord for the Parking Lot maintenance the Tenant will pay \$300 per month as Tenant's estimated "Parking Area Maintenance Contribution" Commencing with the next calendar year after commencement date, Landlord will furnish Tenant a copy of estimate for amount that will be payable by Tenant for such calendar year for Parking Area maintenance (Which estimate may be higher than the initial estimate of \$300 so long as it is a good faith and reasonable estimate of the costs the Landlord anticipates will be included in upcoming year) Upon receipt of estimate the Tenant will pay on first day of each month the LESSER of 2 amounts either an amount equal to one twelfth of such estimate or an amount equal to one twelfth of the actual permitted costs expended by the Landlord for the Previous year.

## LEASE ABSTRACT

Tenant Trade Name	Dollar General
Tenant	Corporate Store
Ownership	Public
Guarantor	Corporate Guarantee
Lease Type	NN
Lease Term	15 Years
Lease Commencement Date	11/01/2017
Rent Commencement Date	11/01/2017
Expiration Date of Base Term	08/30/2032
Term Remaining on Lease	13+ Years
Increases	10% Increases each Option Periods
Options	Three Five-Year Options
Property Type	Net Leased Discount
Right of First Refusal	Yes

## TENANT RESPONSIBILITY

TENANT shall be responsible for maintenance and repair of any fire sprinkler system that exclusively serves the Premises.  
TENANT is responsible for Repairs to Interior and non-structural repairs including replacement of plate glass and doors, also Tenant is responsible for repairs to heating, ventilating and air conditioning equipment (HVAC).

















# DOLLAR GENERAL

## ABOUT

**DOLLAR  
GENERAL**

NAME

Dollar General

HQ

Goodlettsville, TN

NUMBER OF LOCATIONS

15,000+

WEBSITE

[www.dollargeneral.com](http://www.dollargeneral.com)

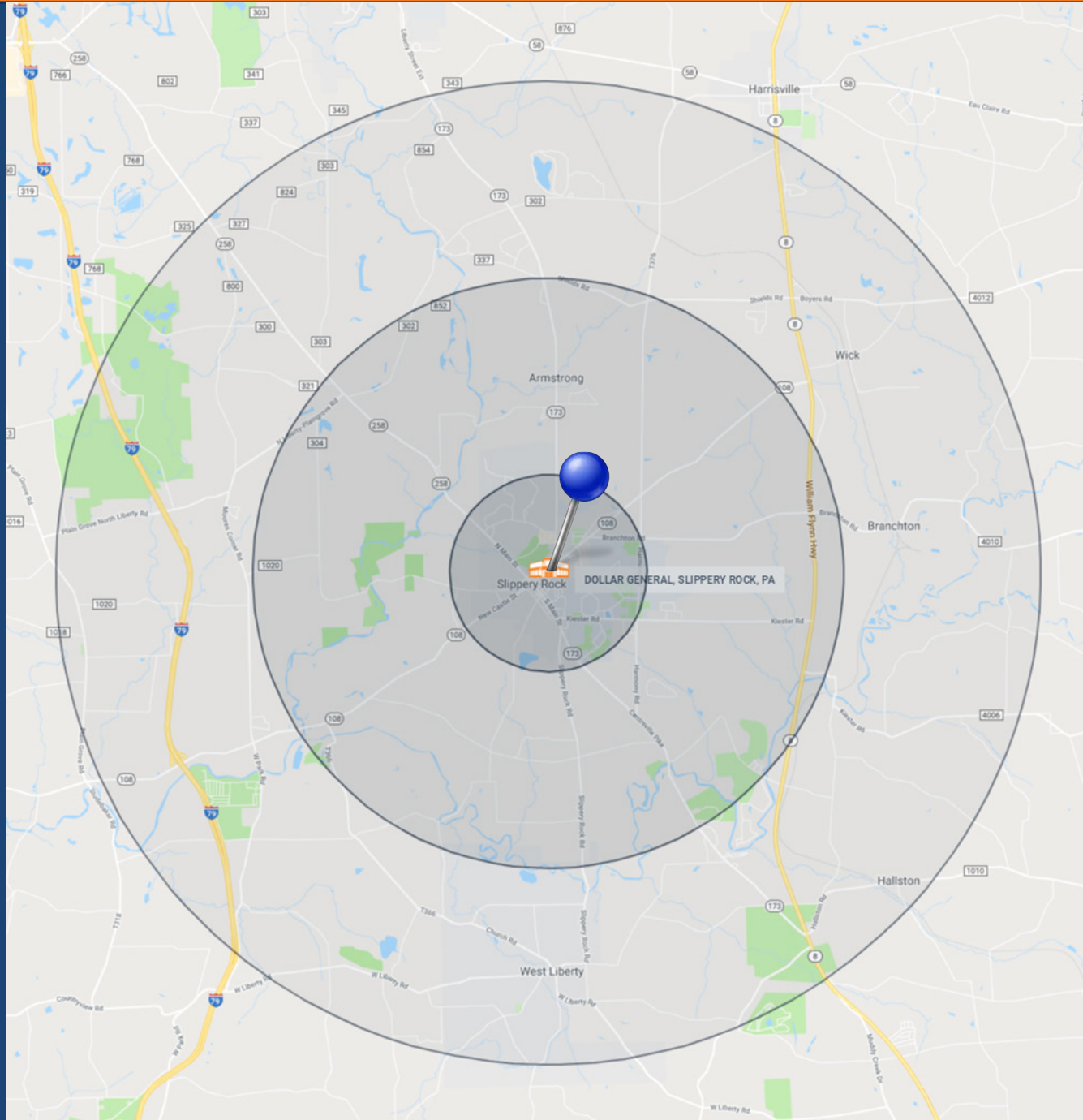
Dollar General (NYSE: DG) is the largest small-box discount retailer in the United States with over 15,000 stores in 44 states. Dollar General stores offer convenience and value to customers by offering consumable basic items that are frequently used and replenished, such as food, snacks, health and beauty aids and cleaning supplies, as well as a selection of basic apparel, housewares and seasonal items at everyday low prices. For the 2018 fiscal year, the company report total sales of \$23.5 Billion and a net worth of approximately \$6.13 Billion.

Dollar General stores are typically in small shopping plazas or strip malls in local neighborhoods. The stores tend to locate in smaller communities than those where Walmart would go. The company acquired the 280 stores of the P.N. Hirsh Division of Interco, Inc. (now Furniture Brands International, Inc.) in 1983 and in 1985 added 206 stores and a warehouse from Eagle Family Discount Stores, also from Interco, Inc. In recent years, the chain has started constructing more stand-alone stores, typically in areas not served by another general-merchandise retailer. In some cases, stores are within a few city blocks of each other.

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. Many of its offerings are priced at more than one dollar. However, goods are usually sold at set price points of penny items and up to the range of 50 to 60 dollars, not counting phone cards and loadable store gift cards.

Dollar General often serves communities that are too small for Wal-Marts (although many locations are in relatively close driving distance to a Wal-Mart store). It competes in the dollar store format with national chains Family Dollar and Dollar Tree, regional chains such as Fred’s in the southeast, and numerous independently owned stores.

	1 Miles	3 Miles	5 Miles
<b>POPULATION</b>			
2023 Projection	6,373	9,824	14,161
2018 Estimate	6,083	9,364	13,672
2010 Census	5,974	8,925	13,279
2000 Census	5,235	7,843	12,278
<b>INCOME</b>			
Average	\$65,943	\$66,130	\$67,503
Median	\$45,856	\$48,455	\$51,254
PerCapita	\$21,546	\$24,273	\$25,321
<b>HOUSEHOLDS</b>			
2023 Projection	1,587	3,115	4,852
2018 Estimate	1,437	2,884	4,580
2010 Census	1,400	2,705	4,423
2000 Census	1,103	2,215	3,840
<b>HOUSING</b>			
2018	\$176,682	\$179,127	\$170,111
<b>EMPLOYMENT</b>			
2018 Daytime Population	14,146	16,760	19,680
2018 Unemployment	15.96%	11.84%	9.75%
2018 Median Time Traveled	20	23	24
<b>RACE &amp; ETHNICITY</b>			
White	88.22%	91.14%	93.17%
Native American	0.05%	0.04%	0.04%
African American	6.65%	4.81%	3.47%
Asian/Pacific Islander	2.21%	1.82%	1.41%





## GEOGRAPHY: 5 MILE



### POPULATION

In 2018, the population in your selected geography is 13,672. The population has changed by 11.35% since 2000. It is estimated that the population in your area will be 14,161.00 five years from now, which represents a change of 3.58% from the current year. The current population is 48.86% male and 51.14% female. The median age of the population in your area is 24.08, compare this to the US average which is 37.95. The population density in your area is 173.77 people per square mile.



### HOUSEHOLDS

There are currently 4,580 households in your selected geography. The number of households has changed by 19.27% since 2000. It is estimated that the number of households in your area will be 4,852 five years from now, which represents a change of 5.94% from the current year. The average household size in your area is 2.37 persons.



### INCOME

In 2018, the median household income for your selected geography is \$51,254, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 50.42% since 2000. It is estimated that the median household income in your area will be \$60,763 five years from now, which represents a change of 18.55% from the current year.

The current year per capita income in your area is \$25,321, compare this to the US average, which is \$32,356. The current year average household income in your area is \$67,503, 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: 93.17% White, 3.47% Black, 0.04% Native American and 1.41% 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 1.33% 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 \$170,111 in 2018, compare this to the US average of \$201,842. In 2000, there were 2,574 owner occupied housing units in your area and there were 1,266 renter occupied housing units in your area. The median rent at the time was \$386.



### EMPLOYMENT

In 2018, there are 3,379 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 56.73% of employees are employed in white-collar occupations in this geography, and 43.50% are employed in blue-collar occupations. In 2018, unemployment in this area is 9.75%. In 2000, the average time traveled to work was 24.00 minutes.



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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.

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BROKER OF RECORD:  
SEAN BEUCHE  
MARCUS & MILLICHAP REIS  
2005 MARKET STREET, SUITE 1510  
PHILADELPHIA, PA 19103  
TEL: 215-531-7050  
LICENSE: RM424190

**RONNIE ISSENBERG**  
Senior Vice President Investments  
Senior Director, National Retail Group  
MIAMI OFFICE  
Office: (786) 522-7013  
[Rissenberg@marcusmillichap.com](mailto:Rissenberg@marcusmillichap.com)

**GABRIEL BRITTI**  
Senior Vice President Investments  
Senior Director, National Retail Group  
MIAMI OFFICE  
Office: (786) 522-7017  
[Gbritti@marcusmillichap.com](mailto:Gbritti@marcusmillichap.com)