



REPRESENTATIVE PHOTO



OFFERING MEMORANDUM
DOLLAR GENERAL
CLARKESVILLE, GA

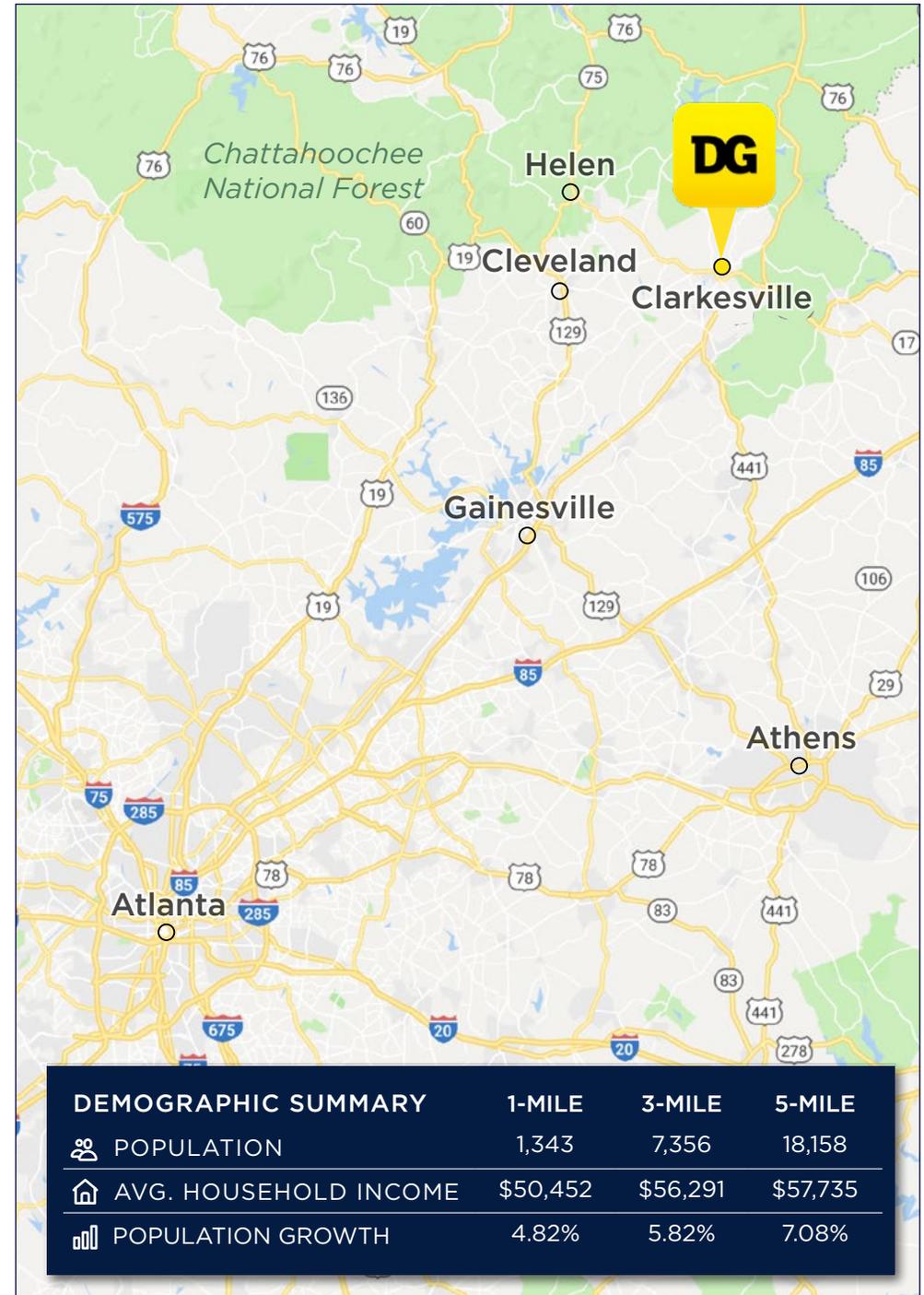
Marcus & Millichap

OFFERING SUMMARY

DOLLAR GENERAL®

5859 S State Highway 197 Clarksville, GA 30523

| | |
|---------------------------|---|
| PRICE | \$1,402,000 |
| CAP RATE | 6.50% |
| NOI | \$91,104 |
| RENTABLE SQUARE FEET | 9,100 |
| PRICE/SF | \$154 |
| YEAR BUILT | 2019 |
| LOT SIZE | 4.29 AC |
| TENANT TRADE NAME | Dollar General |
| LEASE GUARANTOR | Corporate |
| LEASE TYPE | NNN |
| ROOF & STRUCTURE | Tenant |
| LEASE TERM | 15-Years |
| RENT COMMENCEMENT DATE | April 2019 |
| LEASE EXPIRATION DATE | April 2034 |
| TERM REMAINING ON LEASE | 15-Years |
| INCREASES | 10% Increases in Options |
| OPTIONS | 5, 5-Year Options |
| BASE RENT | Years 1-15 \$91,104 |
| OPTION RENT | Years 16-20 (Option 1) \$100,292 |
| | Years 21-25 (Option 2) \$110,232 |
| | Years 26-30 (Option 3) \$121,260 |
| | Years 31-35 (Option 4) \$133,380 |
| | Years 36-40 (Option 5) \$146,724 |
| TENANT RESPONSIBILITIES | Taxes, CAM, Insurance, Roof & Structure |
| LANDLORD RESPONSIBILITIES | 100% No Landlord Responsibilities |



| DEMOGRAPHIC SUMMARY | 1-MILE | 3-MILE | 5-MILE |
|-----------------------|----------|----------|----------|
| POPULATION | 1,343 | 7,356 | 18,158 |
| AVG. HOUSEHOLD INCOME | \$50,452 | \$56,291 | \$57,735 |
| POPULATION GROWTH | 4.82% | 5.82% | 7.08% |

INVESTMENT HIGHLIGHTS

NEW CONSTRUCTION STORE

- Brand New 9,100 SF Build-to-Suit Dollar General in Clarkesville, GA.
- This store is scheduled for delivery March 2019.

ATTRACTIVE RETAIL LOCATION

- Well located on GA State Route 197 near Downtown Clarkesville which opened 25 new businesses in 2017.
- Adjacent national retailers include Ingles, Starbucks, Wendy's, AutoZone, McDonald's, Rite Aid, Verizon, Zaxby's, Domino's and more.
- Approximately 3 miles from Piedmont College (2,361 students) and North Georgia Technical College (4,300 students).

CLARKESVILLE

- Clarkesville is located approximately 80 miles North of Atlanta in the NE GA Mountain Region.
- The NE Georgia Mountain Region is the third most popular tourist destination in Georgia.
- Clarkesville is home to Piedmont College (2,361 students) and North Georgia Technical College (4,300 students).
- Clarkesville is the county seat of Habersham County.

LONG TERM CORPORATE ABSOLUTE NNN LEASE

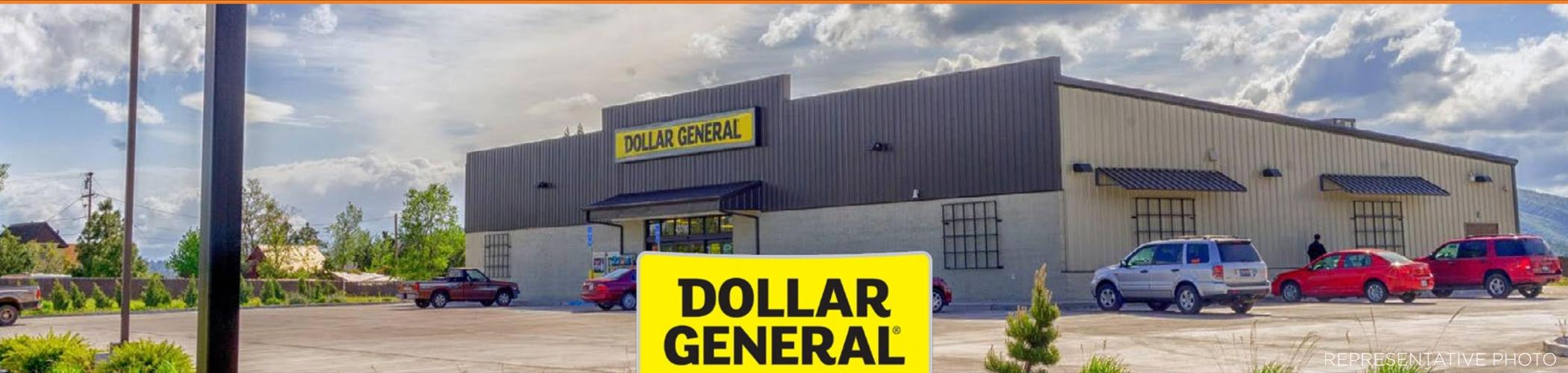
- The subject property has a brand new 15-year corporate guaranteed lease with Dollar General.
- Tenant is 100% responsible for all expenses, including taxes, CAM, insurance, roof and structure.
- There are 10% rent increases in each of the four, 5-year option periods.

INVESTMENT GRADE TENANT

- Dollar General is a publicly traded (NYSE: DG) Fortune 500 Company and is BBB investment grade rated.
- There are currently over 15,000 locations in 45 states and 900 new locations expected to be opened this year.
- Dollar General has been in business for 79 years and has a current net worth of over \$6B.



TENANT SUMMARY



DOLLAR GENERAL

REPRESENTATIVE PHOTO



BBB

S&P CREDIT RANKING
INVESTMENT GRADE



DG

PUBLICALLY
TRADED COMPANY



\$6.1 B

NET
WORTH



79

YEARS
IN BUSINESS



15,000+

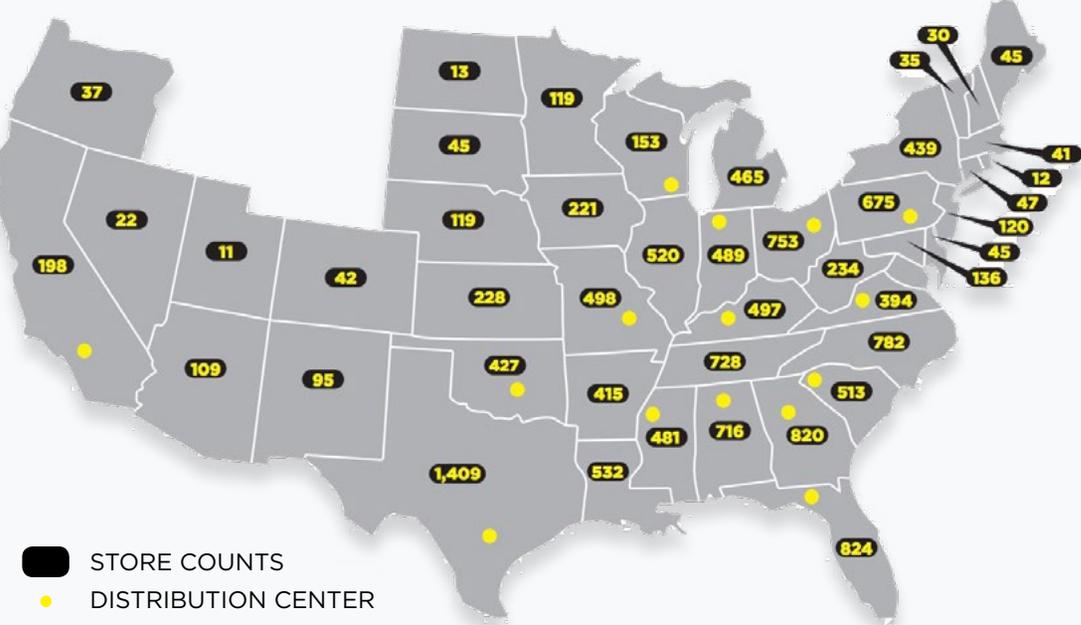
STORES IN
45 STATES



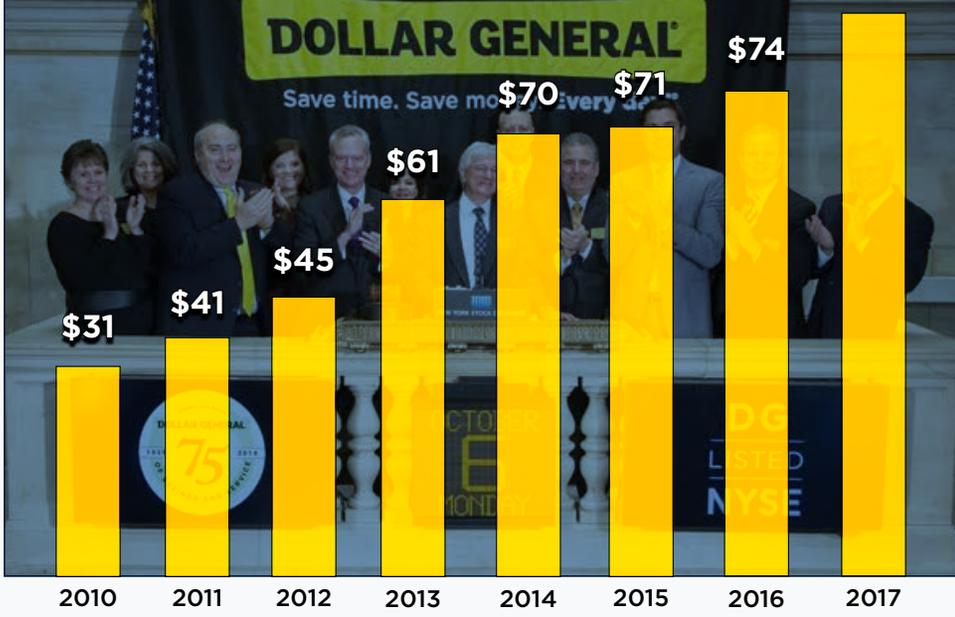
900

NEW STORES
BY YEAR END

STORES IN 45 STATES



STOCK PRICE OVER TIME



AERIAL



NORTH GEORGIA TECHNICAL COLLEGE
3,660 students

North Habersham MS

Experience Clarkesville GEORGIA

goodwill CARQUEST SUBWAY THE ARTFULL BARN ART • ARTISTS • ART SUPPLIES

THANK YOU BBQ & CUPCAKE WAGON

Initials, inc! There's only one you!

RAPIDS FC

CHATTAHOOCHEE MOUNTAIN FAIR

115 10,200

RITE AID Domino's Pizza

14,700

385

MCDONALD'S

ingles

fred's Super Dollar Auto Zone ZAXBY'S verizon Wendy's SOUTHERN BANK & TRUST FAMILY DOLLAR

115 3,050

100 YEARS HABERSHAM COUNTY BICENTENNIAL

DG

El Jinete MEXICAN RESTAURANT

Habersham Federal A Community Credit Union

United Community Bank

H&R BLOCK

115 6,040

LOWELL'S TIRE

SCOVILL Small Designs. Observed. Great Restaurants.

11,000

BUS 441

RAILROAD AVENUE

DQ ZAXBY'S

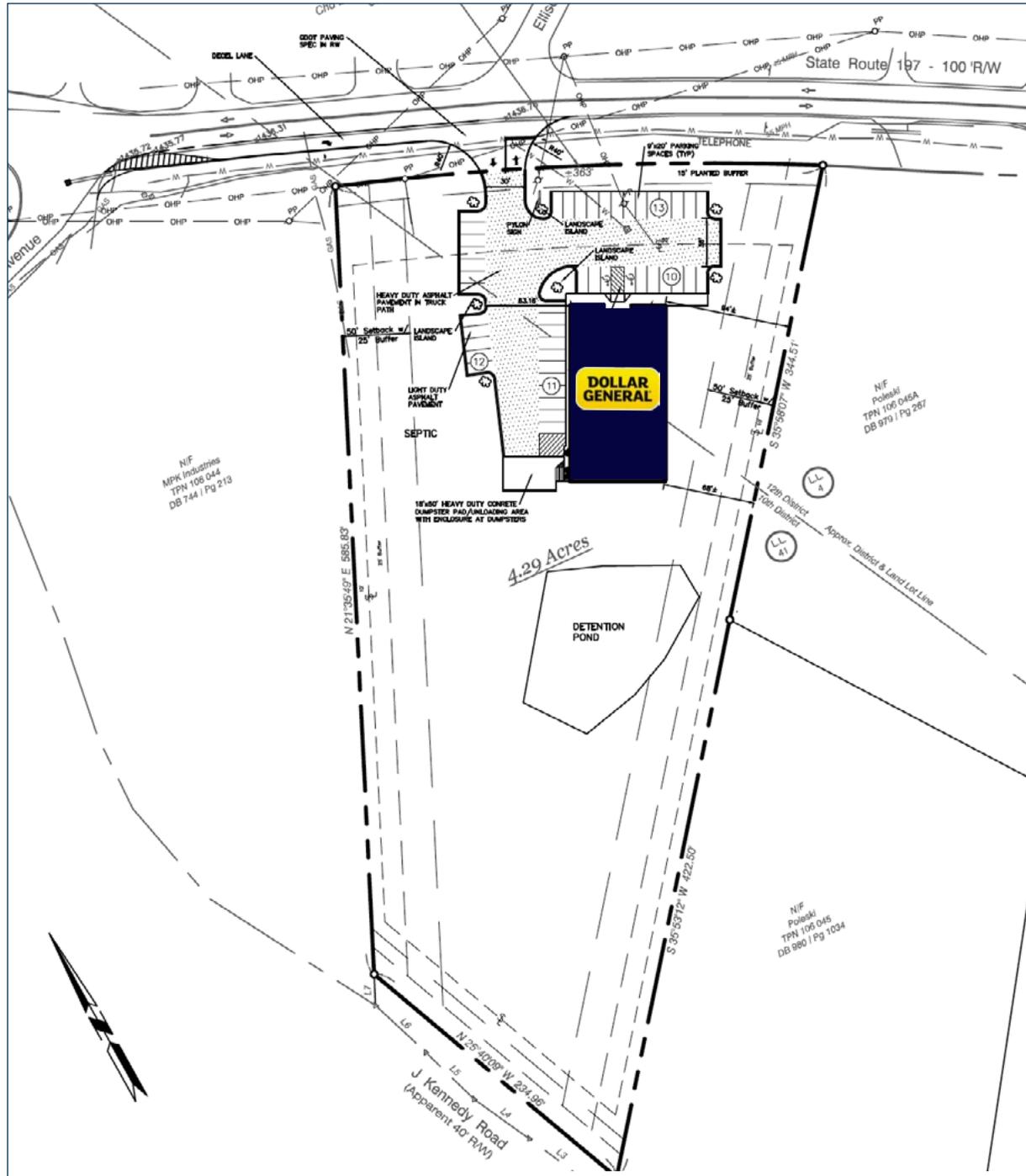
Habersham Medical Center 137 Beds

PIEDMONT COLLEGE 2,500 students

| DEMOGRAPHIC SUMMARY | | 5-MILE |
|-----------------------|--|----------|
| POPULATION | | 18,158 |
| AVG. HOUSEHOLD INCOME | | \$57,735 |
| POPULATION GROWTH | | 7.08% |

DEMOREST

SITE PLAN



CONFIDENTIALITY & DISCLAIMER NOTICE

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

DOLLAR GENERAL NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.

THIS IS A BROKER PRICE OPINION OR COMPARATIVE MARKET ANALYSIS AND SHOULD NOT BE CONSIDERED AN APPRAISAL.

This information in this package has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc.

Marcus & Millichap

© 2018 Marcus & Millichap. All rights reserved.



TAYLOR MCMINN
MARCUS & MILLICHAP

DON MCMINN

SENIOR VICE PRESIDENT OF INVESTMENTS
NET-LEASE SPECIALIST
don.mcminn@marcusmillichap.com
678-808-2762

ZACH TAYLOR

FIRST VICE PRESIDENT OF INVESTMENTS
RETAIL SPECIALIST
zachary.taylor@marcusmillichap.com
678-808-2780

Marcus & Millichap


TAYLOR MCMINN
MARCUS & MILLICHAP

Dated: _____

Don McMinn
Marcus & Millichap
1100 Abernathy Road, NE, Suite 600
Atlanta, GA 30328

Phone: (678) 808-2780
Fax: (815) 550-1286
don.mcminn@marcusmillichap.com

Re: TBD Highway 197 South, Clarkesville, GA 30523 (Dollar General)

Dear Don:

Please accept this offer to purchase the above referenced Property. This letter expresses Purchaser's interest in purchasing the Property under the following terms and conditions:

Purchaser _____

Purchaser's Address _____

Purchaser's Phone/Fax _____

Purchaser's Email Address _____

Offer Price _____

Earnest Money \$25,000 earnest money deposit due within forty-eight (48) hours of the Effective Date of the Contract. The Earnest Money shall be increased to \$50,000 at the expiration of the Inspection Period and shall become non-refundable barring any other listed contingencies.

Inspection Period 21 Calendar Days from the Effective Date, which shall mean the date on which the latter of the parties executes a Contract. All available Due Diligence Documents ("Documents") will be forwarded immediately upon the Effective Date of the Contract.

Purchaser's Initials _____ Seller's Initials _____

Financing Period
(Please Check One)

All Cash (No Financing Period)

Financing: Purchaser shall have ten (10) days from the Effective Date of the Contract to apply for and obtain a financing commitment. In addition, Purchaser shall have 30 days from the expiration of the effective date of the contract to complete loan processing. Purchaser shall use its best efforts to secure and obtain a new first mortgage loan in the amount of \$_____ on terms which are acceptable to Purchaser.

Closing Date
(Please Check One)

New Property: Within 10 Calendar Days after rent commencement and receipt of tenant estoppel.

Existing Property Within 10 Calendar Days after the expiration of the Inspection Period (or Financing Period if applicable).

Closing Costs

Seller shall pay for the transfer tax. Buyer shall pay for Title. Purchaser and Seller shall each bear its own attorneys expenses. All other Closing Costs shall be split 50-50 between Buyer and Seller.

Property Condition

Property is being sold "AS IS" with Seller making representations or warranties concerning the property.

Contract within 10 days:

Within Ten (10) Calendar Days of the Effective Date of this Letter of Intent, Purchaser and Seller shall enter into a binding Contract (the "Contract"). Seller will Draft the Contract and Failure to reach an agreement will allow the Seller to consider this agreement void and accept offers from other parties.

Broker Commission

Purchaser acknowledges that Don McMinn of Marcus & Millichap will represent them in this transaction. Any commissions due to the Purchaser's broker (if applicable) shall be paid by the Seller directly.

Purchaser acknowledges that _____ of _____ will represent them in this transaction. Any commissions due to the Purchaser's broker (if applicable) shall be paid by the Seller directly.

1031 Exchange

Purchaser is / is not (check one) completing an IRS 1031 Tax Deferred Exchange, to which the Seller agrees to cooperate providing there is no cost or expense to Seller. Purchaser has \$_____ in an exchange account from a transaction which closed escrow on _____. Purchaser will provide Seller, upon request, proof of such funds.

Purchaser's Initials _____ Seller's Initials _____

Confidentiality

Purchaser and Purchaser’s agents and representatives hereby covenant with Seller that Purchaser and Purchaser’s agents and representatives shall not, without the prior written consent of Seller (which consent may be withheld in Seller’s sole and absolute discretion), disclose to any other person (other than Purchaser’s accountants and attorneys) or entity by any means whatsoever: (i) any information pertaining to the Documents; (ii) any information pertaining to the Contract; or (iii) any information or documentation (written or oral) provided by Seller or Seller’s agents and representatives concerning Seller, Seller’s business, Tenant, Tenant’s business or the Property.

This Letter of Intent is contingent upon the prospective Purchaser’s willingness to execute Seller’s standard Purchase Agreement as well as review and approval of the details of the transaction proposed above by the appropriate principal parties of the Seller.

It is understood and agreed that the foregoing constitutes a *Letter of Intent* setting forth the major business points from our discussions. It is further understood that neither party intends to create any contractual rights or obligations as a result of entering into this *Letter of Intent*. No binding agreement or rights or obligations shall arise as the result of executing this letter or with respect to the proposed transactions, unless and until we execute definitive documentation incorporating the above provisions and other appropriate terms.

If the foregoing accurately reflects our discussions, please acknowledge same by returning a signed copy of this letter. Execution of this Letter of Intent by the undersigned agent in no way binds or obligates the Seller or any of its principals.

Agreed and Accepted | Purchaser

Agreed and Accepted | Seller

By: _____

By: _____

Printed: _____

Printed: _____

Dated: _____

Dated: _____

Purchaser’s Initials _____ Seller’s Initials _____