

DOLLAR GENERAL

Offering Memorandum

DOLLAR GENERAL NET LEASE
INVESTMENT | 7.8% CAP RATE



BULL REALTY
ASSET & OCCUPANCY SOLUTIONS

EXECUTIVE SUMMARY

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OFFER HIGHLIGHTS

This single tenant NN Dollar General in Dequincy (Lake Charles MSA), Louisiana is an excellent investment in a proven location with minimal landlord responsibilities. The lease for this 11,000 SF store was recently extended to 2025, showing a strong commitment to this location.

Dollar General's continued commitment to this location is evidenced by plans to complete an interior remodel in May of 2020. The remodel includes adding more coolers, rearranging the floor plan, adding grocery items and clothing to their current product mix. Unconfirmed information indicates that this store is the #1 store in the district with current store sales in excess of \$2M before the remodel. Drivers of sales include limited area competition, proximity to the nearby plant and spillover traffic coming from Texas through the area.

Landlord responsibilities include repairs and maintenance to the roof, structure and paved areas. Insurance is handled directly by Dollar General through their National Insurance Program. The NN lease requires the tenant to reimburse the Landlord for taxes and repairs under \$1,000 per occurrence. Within the last two years, the Landlord replaced two of the HVAC units and recently restriped the parking lot. As part of the extension, the rent will increase 5% in 2020 and the CAM contribution will increase at that time as well.

- Long established Dollar General in Lake Charles, LA MSA
- May 2019 interior remodel with adding coolers and more lines of groceries and clothing
- Recent tenant initiated NN lease extension through July 2025 with increases in rent & CAM in the extended period and option
- Well maintained with new HVAC units in 2017 and 2018
- Outstanding corporate guarantee by Dollar General
- Available for sale at \$820,000 and 7.8% cap rate

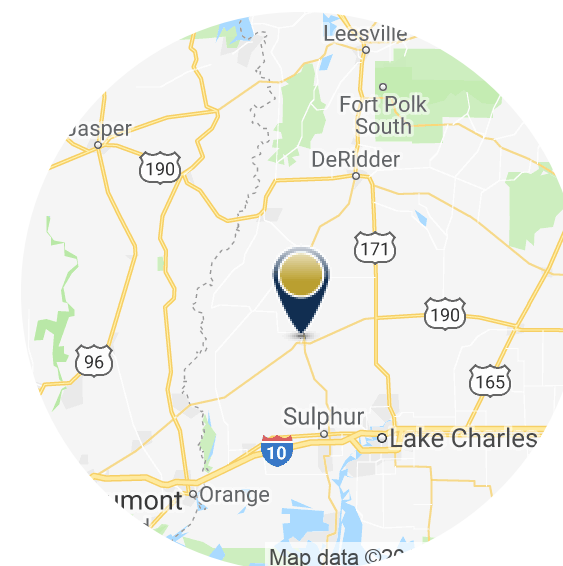
DEMOGRAPHICS

	1 Mile	5 Miles	10 Miles
Total Population:	3,329	7,985	10,360
Total Households:	1,307	2,649	3,534
Average HH Income:	\$52,859	\$55,520	\$57,852

* Source: ESRI and US Census Bureau

AREA OVERVIEW

The population within a five-mile radius is 7,985 with an average household income of \$55,520. Nearby traffic counts average 7,500 vehicles per day. DeQuincy is located in the northern portion of Calcasieu Parish and is part of the Lake Charles MSA. It was founded as a railroad town and the railroads and timber industries continue to play major roles in the area's economy.



FINANCIAL OVERVIEW

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PROPERTY & LEASE INFORMATION

Property Location:	405 West 4th Street, Dequincy, LA 70633
County:	Calcasieu
Price:	\$820,000
Building Size:	11,250 SF
Price/SF:	\$72.89
Cap Rate:	7.8%
Rent/SF/YR:	\$5.67
Year Built/ Renovated:	1996/2005
Site Size:	±0.73 Acres
Type Of Ownership:	Fee Simple

LEASE SUMMARY

Tenant Trade Name:	Dollar General
Lease Type:	NN
Lease Commencement:	8/1/1996
Lease Expiration:	7/31/2025
Renewal Options:	One 5-year
Rent Increases:	5% in 2020 and 10% in 2025
Landlord Responsibilities:	Roof, structure & paved area and other repairs over \$1,000 per occurrence
Tenant Responsibilities:	Insurance, reimbursement of taxes and repairs under \$1,000 per occurrence

RENT SCHEDULE

Term	Dates	Annual Rent	Monthly Rent	Increase
Initial Extended:	8/1/15 - 7/31/20	\$63,785.64	\$5,315.47	-
Initial Extended:	8/1/20 - 7/31/25	\$66,974.88	\$5,581.24	5%
Option 1:	8/1/25 - 7/31/30	\$73,672.32	\$6,139.36	10%

REPRESENTATIVE PHOTOS



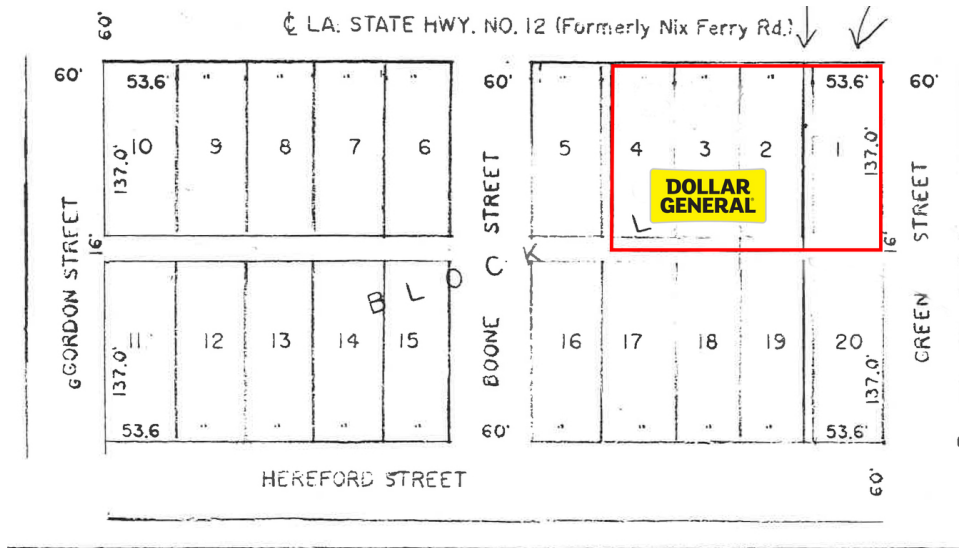
ADDITIONAL PHOTOS

DOLLAR GENERAL NET LEASE INVESTMENT | 7.8% CAP RATE



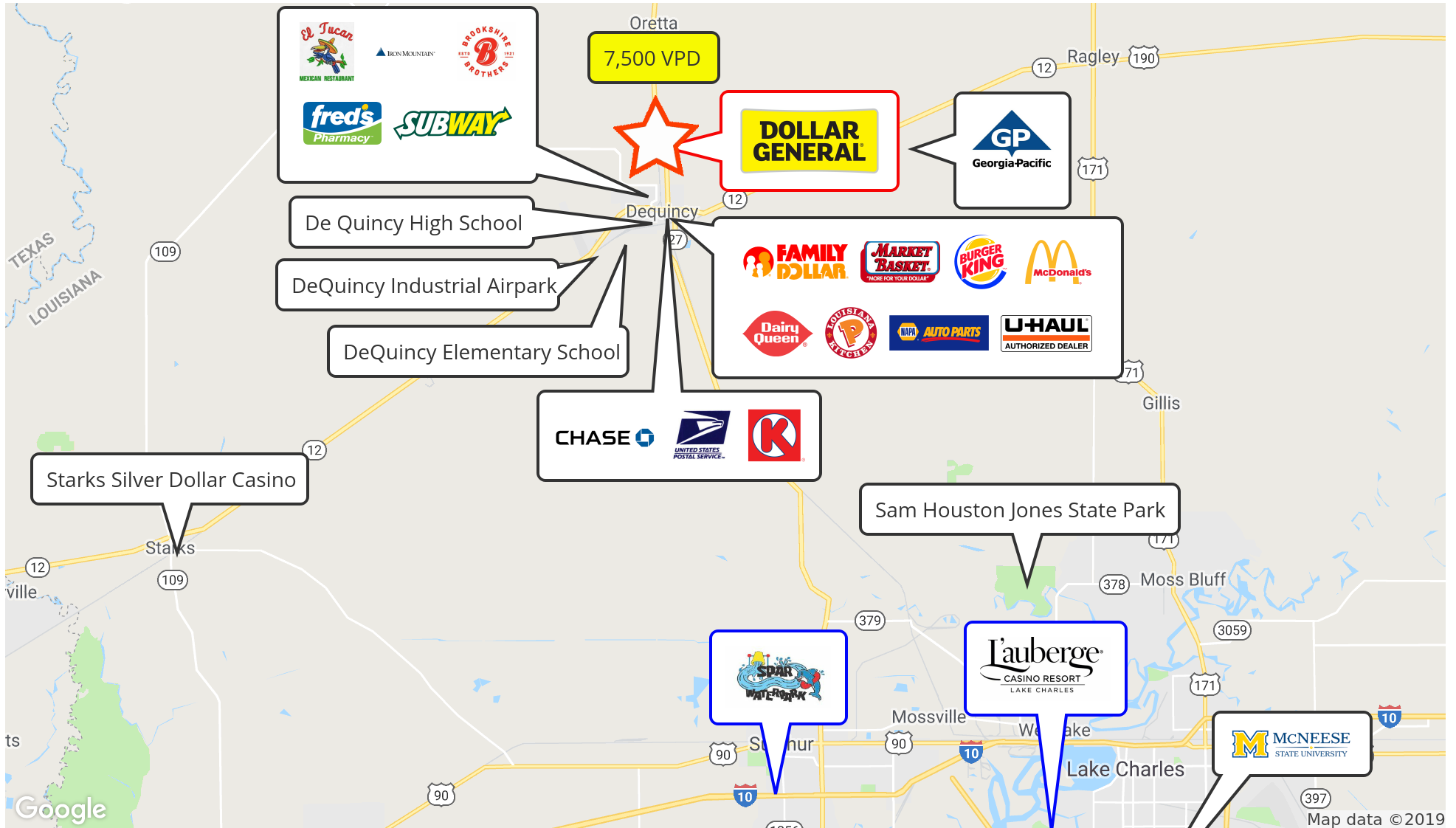
SURVEY

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RETAILER MAP

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LOCATION MAP

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Distance from Subject Property:

- Lake Charles - 20 Miles
- Beaumont - 48 Miles
- Lafayette - 85 Miles
- Houston - 125 Miles
- Baton Rouge - 135 Miles



ABOUT THE AREA

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DEQUINCY

DeQuincy, located in the Calcasieu Parish of Louisiana, hosts a population of approximately 3,100 and is neighbored by Sulphur and Lake Charles. The city is conveniently located near world-class gaming, delicious restaurants and charming local heritage.

The city has seen considerable recent growth and has become a renowned gaming destination near two casinos: Starks Silver Dollar Casino and more prominently, L'Auberge Casino Resort- a 26-story resort with over 70,000 SF of gaming, dining, suites and amenities for all visitors to enjoy.

DeQuincy has ties to railways dating back to the late 1800's. As a result, the town offers a local railway museum that outlines the town's history. The community also has strong team spirit for its local high school – The Fighting Tigers. This small town is brimming with hospitality and heritage.

The area is also near McNeese State University which currently has over 6,500 actively enrolled undergraduates. It is ranked as one of the finest regional universities in the South and has one of the best returns on investment for tuition and post-graduate employment rates.

Source: DeQuincy.org



TENANT OVERVIEW

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DOLLAR GENERAL

Dollar General Corporation is the largest “small box” discount retailer in the U.S. by sales and number of locations. The Goodlettsville (Nashville), TN based chain operates 15,227 stores in 44 U.S. states as of November 2, 2018.

Dollar General offers over 10,000 items of name brand and generic merchandise. Their goal is to provide quality brands at low prices. The majority of products are below \$10 with approximately 25% of them below \$1. They offer a range of everyday convenience, food, gift, household, clothing and other items that offer consumers an easier and more accessible shopping solution in towns, large and small with the average customer in-store trip of less than 10 minutes.

Dollar General often serves communities that are too small for larger discount retailers. Approximately 70% of their stores serve communities of 20,000 or less population. They compete in the discount dollar store arena with national chains such as Family Dollar, Dollar Tree, regional chains such as Fred’s in the southeast and numerous independent owned stores. They are generally part of the retail fabric of the communities they are in.

The company, founded in 1939, celebrated its 75th anniversary in 2014. In 1955, the first branded Dollar General opened in Springfield, KY. In 1968, Dollar General first went public. At the time, if an investor purchased 100 shares of Dollar General stock, it would be worth \$655,534 when the company went private in 2007. Through the next several years, Dollar General continued growth of more stand alone locations. In 2009, the company, again went public and is traded on the NYSE under the symbol DG. The company is proud of its BBB– Standard & Poors rating. In 2014, Dollar General attempted an unsuccessful takeover of sector rival, Family Dollar. As a result, they have re-directed efforts to continue their growth into new retail trade areas that meet their targeted profile demographics.

<http://www.dollargeneral.com/>





Nancy Miller, CCIM, MBA
President, Net Lease
Investment Group
NMiller@BullRealty.com
404-876-1640 x 118
LA License # 0995683059

Nancy Miller joined Bull Realty in 2001 after being a client of the firm. Her brokerage practice focuses on income producing single tenant net lease properties. Nancy leads Bull Realty's National Net Lease Investment Group and works with investors, developers and sellers throughout the US. She is recognized as a savvy and knowledgeable retail net lease expert. In the last 3 years, she has brokered over \$109M in single tenant net lease transactions. Nancy publishes a quarterly investor newsletter, a monthly electronic newsletter, participates in quarterly national retail industry surveys done by Morgan Stanley, and contributes to Bull Realty's retail blogs. In addition, Nancy appears periodically on the Commercial Real Estate Show, a national weekly commercial real estate radio show hosted and produced in Atlanta by broker, Michael Bull.

Nancy has held a real estate license for over 25 years and is licensed in several states. She is a Life Member of the Atlanta Commercial Board of Realtors and a member of the International Council of Shopping Centers (ICSC). She also holds the prestigious CCIM designation. She also holds a Bachelor of Arts degree from Tulane University and an MBA from Emory University's Goizueta Business School, where she is a guest lecturer.



Rob Taylor
V.P. National Retail Group
Rob@BullRealty.com
404-876-1640 x 179

Rob Taylor purchased his first commercial investment property through Michael Bull in 1998 and has been active in commercial real estate investing ever since. His focus is on advising his clients on acquisition and disposition of single and multi tenant retail investment properties. Rob has over 30 years of real estate experience in land development, construction management and has the related financial acumen to counsel his clients. He also works with developers and general contractors with the delivery of new investment properties to the market.

Prior to his real estate focus, Rob had a successful career of over 14 years in software applications development while consulting with corporations such as IBM, UPS, and ADP. His success was due in great part to his education at George Tech where he honed his analytical skills which he continues to utilize in his role as a commercial real estate investment advisor. His mission is to add value resulting in a positive experience for his buyer and seller clients. Rob selected Bull Realty due to the shared values of delivering quality customer service with integrity and also the state of the art marketing tools and research systems employed.

DISCLAIMER & LIMITING CONDITIONS

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Bull Realty has been retained as the exclusive listing broker to arrange the sale of the Subject Property.

This Offering Memorandum contains selected information pertaining to the Property but does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may require. All financial projections are provided for general reference purposes only and are based upon assumptions relating to the general economy, competition and other factors, which therefore, are subject to material change or variation. Prospective purchasers may not rely upon the financial projections, as they are illustrative only. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Offering Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

This Offering Memorandum is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement, suitability or advice as to the value of the Property by Bull Realty Inc. or the current Owner/Seller. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the Property described herein.

Owner/Seller expressly reserve the right, at its sole discretion, to reject any or all expressions of interest or offers and/or to terminate discussions with any party at any time with or without notice. Owner/Seller shall have no legal commitment or obligation to any purchaser reviewing this Offering Memorandum or making an offer on the Property unless a written agreement for the purchase of the Property has been fully executed, delivered and approved by the Owner/Seller and any conditions to the purchaser's obligations therein have been satisfied or waived. The Owner/Seller reserves the right to move forward with an acceptable offer prior to the call for offers deadline.

This Offering Memorandum may be used only by parties approved by the Broker. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Bull Realty, Inc. The terms and conditions set forth above apply to this Offering Memorandum in its entirety and all documents, disks and other information provided in connection therewith.



Information contained herein may have been provided by the seller, landlord or other outside sources. While deemed reliable, it may be estimated, projected, limited in scope and is subject to change or inaccuracies. Pertinent information should be independently confirmed prior to lease or purchase offer or within an applicable due diligence period.

