

TRACTOR SUPPLY CO. - DOLLAR GENERAL

423 EAST MAIN STREET | UVALDE, TEXAS 78801



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LRG
THE LEVY RETAIL GROUP
MARCUS & MILLICHAP

OFFERING MEMORANDUM

Tractor Supply Co. - Dollar General
423 East Main Street , Uvalde, TX 78801



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ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS

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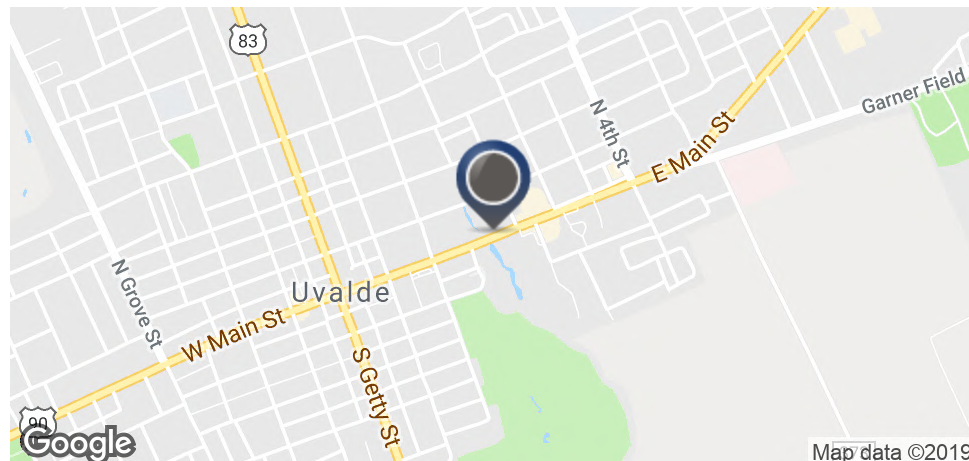
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Section 1 PROPERTY INFORMATION



Tractor Supply Co. - Dollar General

423 East Main Street , Uvalde, TX 78801



SALE PRICE

\$1,998,000

PROPERTY OVERVIEW

Marcus & Millichap is pleased to offer the opportunity to acquire a 40,000-square foot, two-tenant retail center leased to Tractor Supply Company and Dollar General, both publicly-traded companies, in Uvalde, Texas.

OFFERING SUMMARY

Building Size:	40,000 SF
Lot Size:	4.19 Acres
Price / SF:	\$49.95
Cap Rate:	7.5%
NOI:	\$149,845
Year Built:	1980
County:	Uvalde
Ownership Type:	Fee Simple

DEMOGRAPHICS

	1 MILE	3 MILES	5 MILES
Total Households	2,333	6,344	7,015
Total Population	6,922	19,060	21,348
Average HH Income	\$52,122	\$53,683	\$53,753

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PROPERTY DESCRIPTION

Marcus & Millichap presents a rare opportunity to acquire a 40,000-square foot, two-tenant retail center leased to Tractor Supply Company and Dollar General, both publicly traded companies. Tractor Supply Company occupies 55 percent of the gross leasable area and has a triple-net lease and three five-year options remaining. Dollar General occupies the remaining 45 percent of the leasable area and has a gross lease and one five-year option remaining. Both tenants have occupied the center more than 15 years. Originally constructed in 1980, the building is situated on 4.19 acres. Landlord replaced the roof in 2016, and it has a 15 year Carlisle warranty.

LOCATION DESCRIPTION

The subject property is located on East Main Street (U.S. 90) and is one of the city's major thoroughfares. Traffic counts are approximately 27,600 vehicles per day in front of the property. Numerous national and regional tenants are in the surrounding area, included H-E-B grocery store, Walgreens, O'Reilly Auto Parts, AutoZone, Pizza Hut, McDonald's, Wendy's, Burger King, Sonic Drive-In, Jack in the Box, Golden Chick, and more. The property is less than one mile from Uvalde Memorial Hospital, providing an array of medical services for a five-county region. Additional traffic is provided by several neighboring hotels, such as Days Inn, Americas Best Value Inn, Motel 6, and Inn of Uvalde.

The city of Uvalde is the county seat of Uvalde County, located at the southern limit of the Texas Hill Country and the most northern part of the South Texas region. The city sits at the crossroads of the nation's two longest highways, U.S. 90 and U.S. 83. The surrounding area is filled with natural areas, parks, rivers and small towns.

Tractor Supply Co. - Dollar General

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BUILDING INFORMATION

Occupancy %	100.0%
Tenancy	Multiple
Year Built	1980
Lot Size	4.66 Acres

PROPERTY HIGHLIGHTS

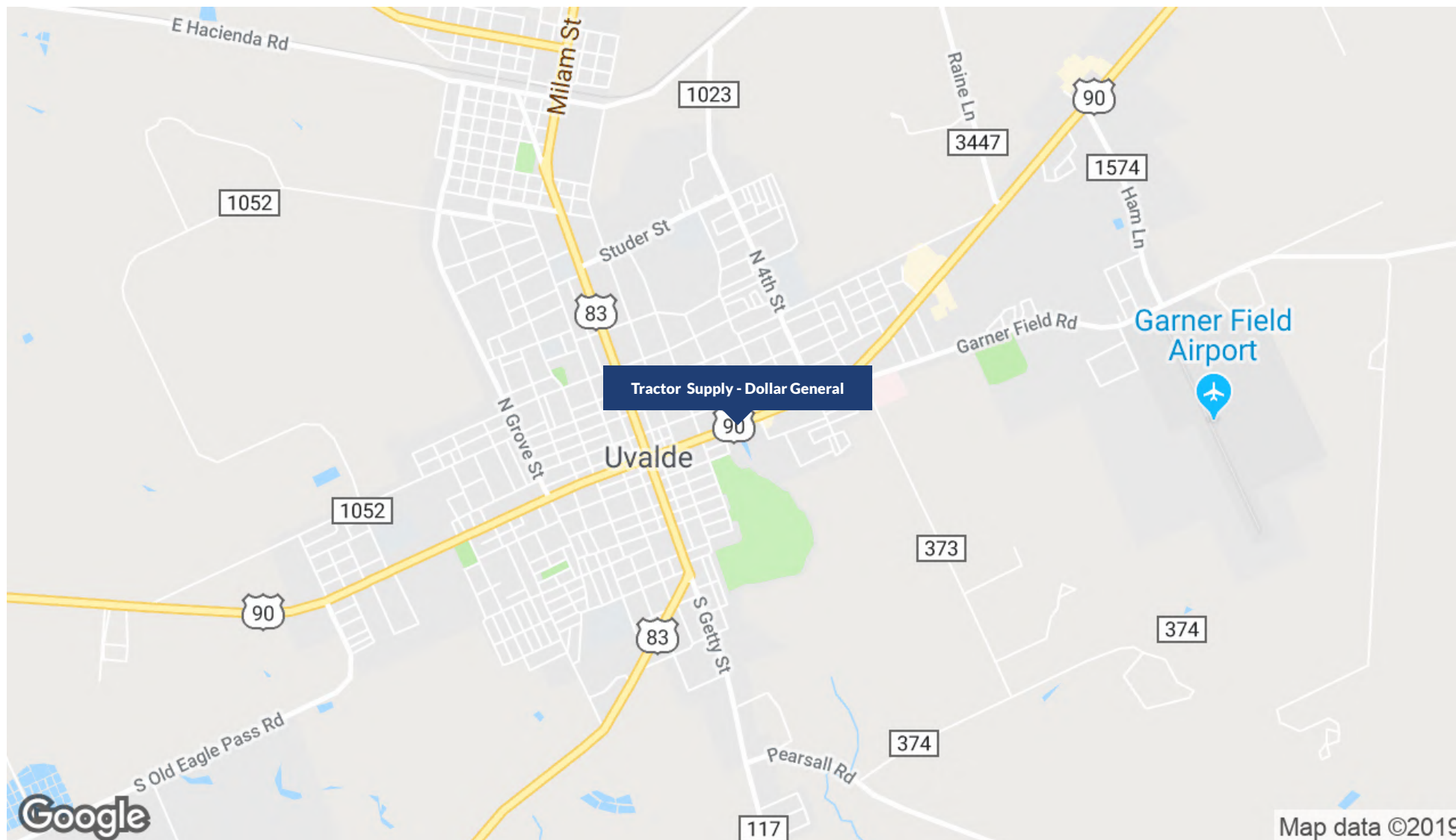
- 40,000-Square Foot, Two-Tenant Retail Center
- Both Tenants are Publicly Traded (NASDAQ: TSCO and NYSE: DG)
- Long-Term Leases | Both Tenants have Been in the Center More Than 15 Years
- 55% of the Gross Leasable Area has a Triple-Net Lease
- Both Leases have Options for Renewal Remaining
- The Roof was Replaced in 2016 and has a 15 Year Carlisle Warranty
- Located on East Main Street (U.S. 90), one of the City's Major Thoroughfares
- Traffic Counts are Approximately 27,600 Vehicles per Day
- Freestanding Starbucks Recently Built on Pad Site to the Property
- Near H-E-B Grocery Store and Numerous Other Retailers
- Less than One Mile from Uvalde Memorial Hospital | County Hospital Serving Five Counties
- The City of Uvalde is Located at the Crossroads of the Nation's Two Longest Highways, U.S. 90 and U.S. 83

Section 2 LOCATION INFORMATION



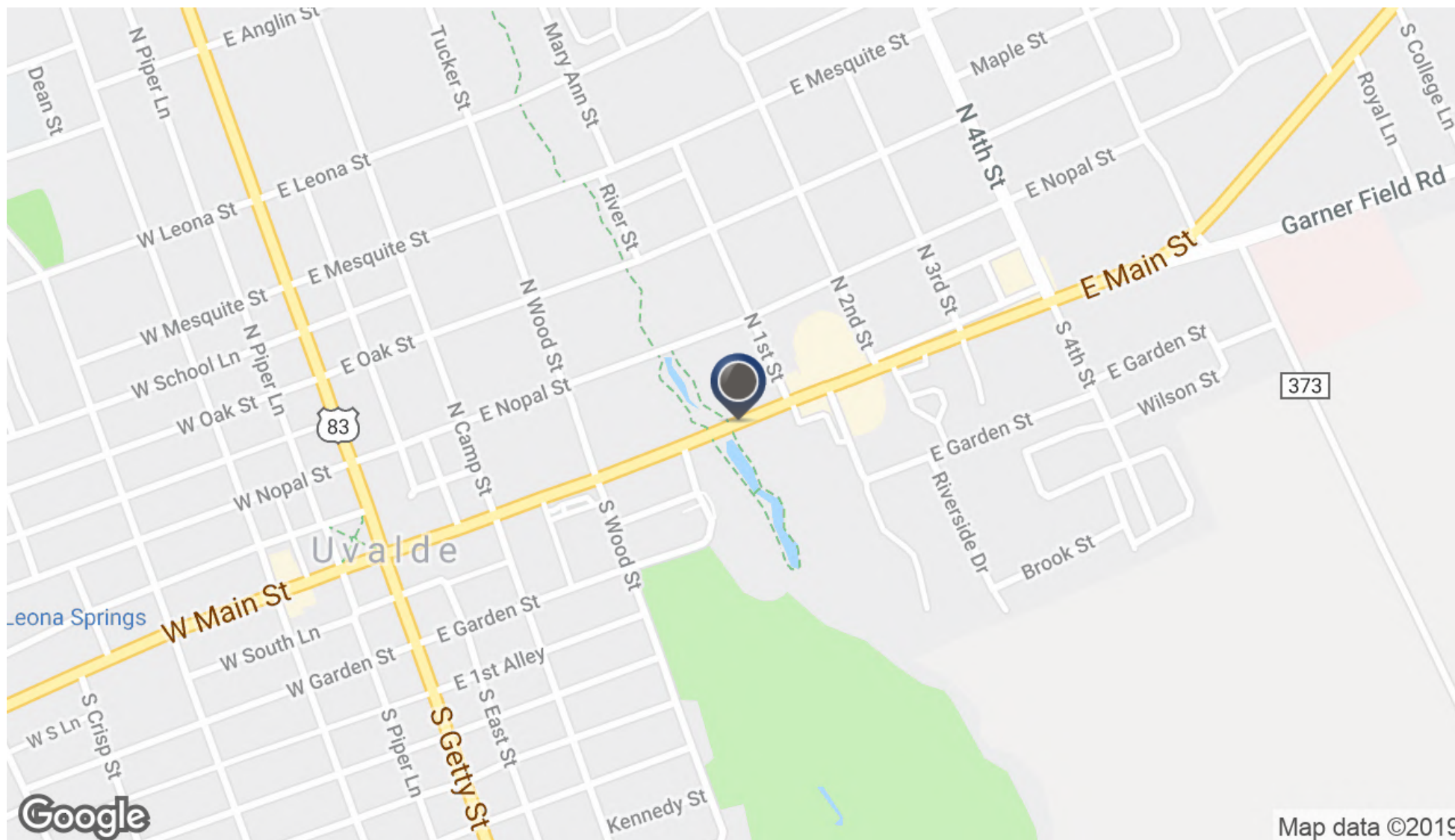
Tractor Supply Co. - Dollar General

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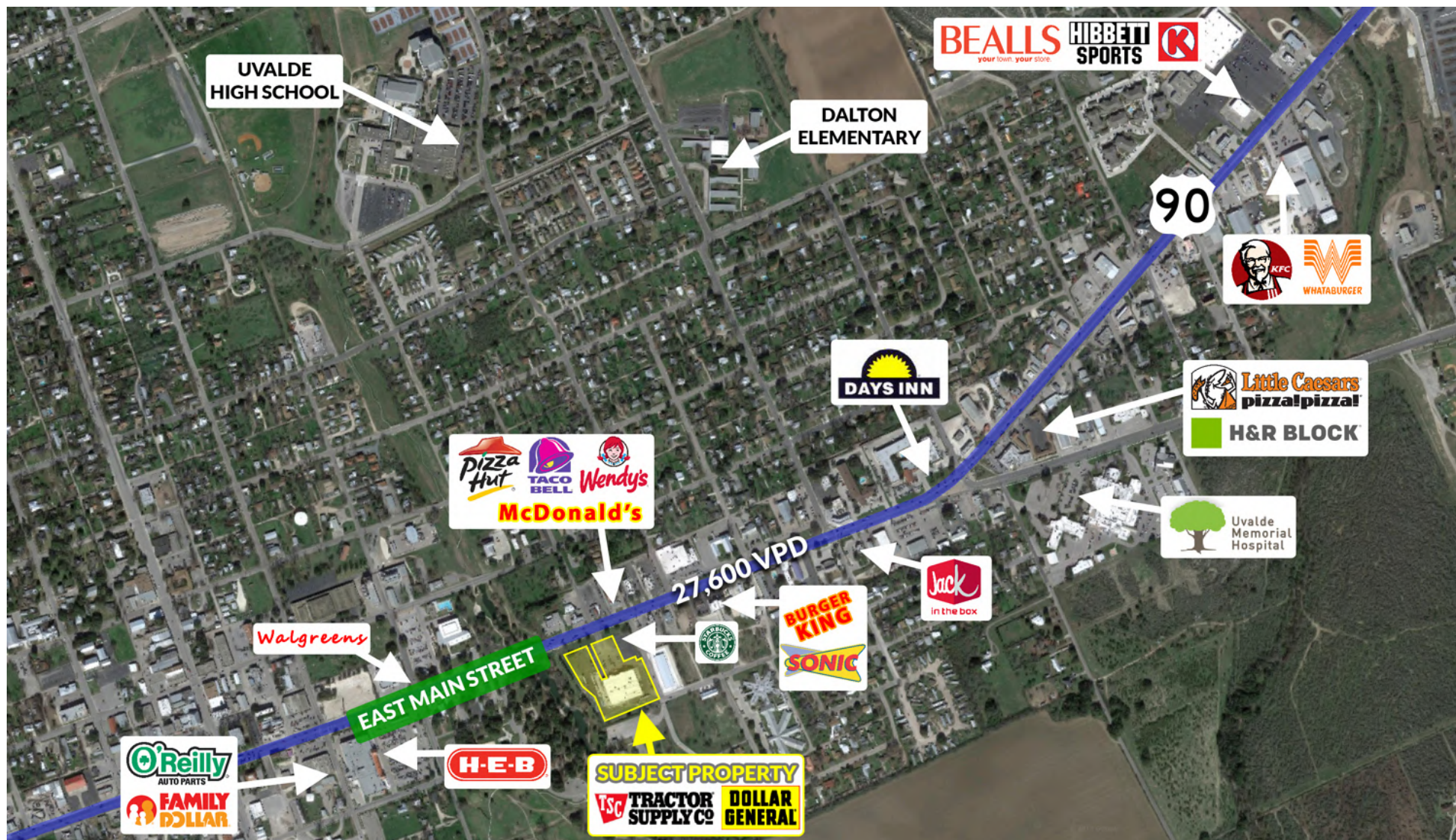
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Section 3 FINANCIAL ANALYSIS



Tractor Supply Co. - Dollar General
423 East Main Street , Uvalde, TX 78801



INVESTMENT OVERVIEW

Price	\$1,998,000
Price per SF	\$49.95
Cap Rate	7.5 %
Total Return (yr 1)	\$149,845

OPERATING DATA

Gross Income	\$211,150
Operating Expenses	\$61,305
Net Operating Income	\$149,845

FINANCING DATA

Down Payment	\$1,998,000
Loan Type	All Cash

Tractor Supply Co. - Dollar General

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INCOME SUMMARY		PER SF
Base Rent	\$176,353	\$4.41
Real Estate Taxes Reimbursements	\$25,238	\$0.63
Insurance Reimbursements	\$2,856	\$0.07
Common Area Maintenance Reimbursements (1)	\$6,703	\$0.17
Gross Income	\$211,150	\$5.28
EXPENSE SUMMARY		PER SF
Real Estate Taxes	\$45,820	\$1.15
Insurance	\$5,185	\$0.13
Fire Protection	\$650	\$0.02
Building Maintenance	\$255	\$0.01
Landscaping	\$8,784	\$0.22
Lighting Repairs	\$611	\$0.02
Gross Expenses	\$61,305	\$1.53
Net Operating Income	\$149,845	\$3.75

(1) Includes Starbucks 10% contribution towards CAM expenses.

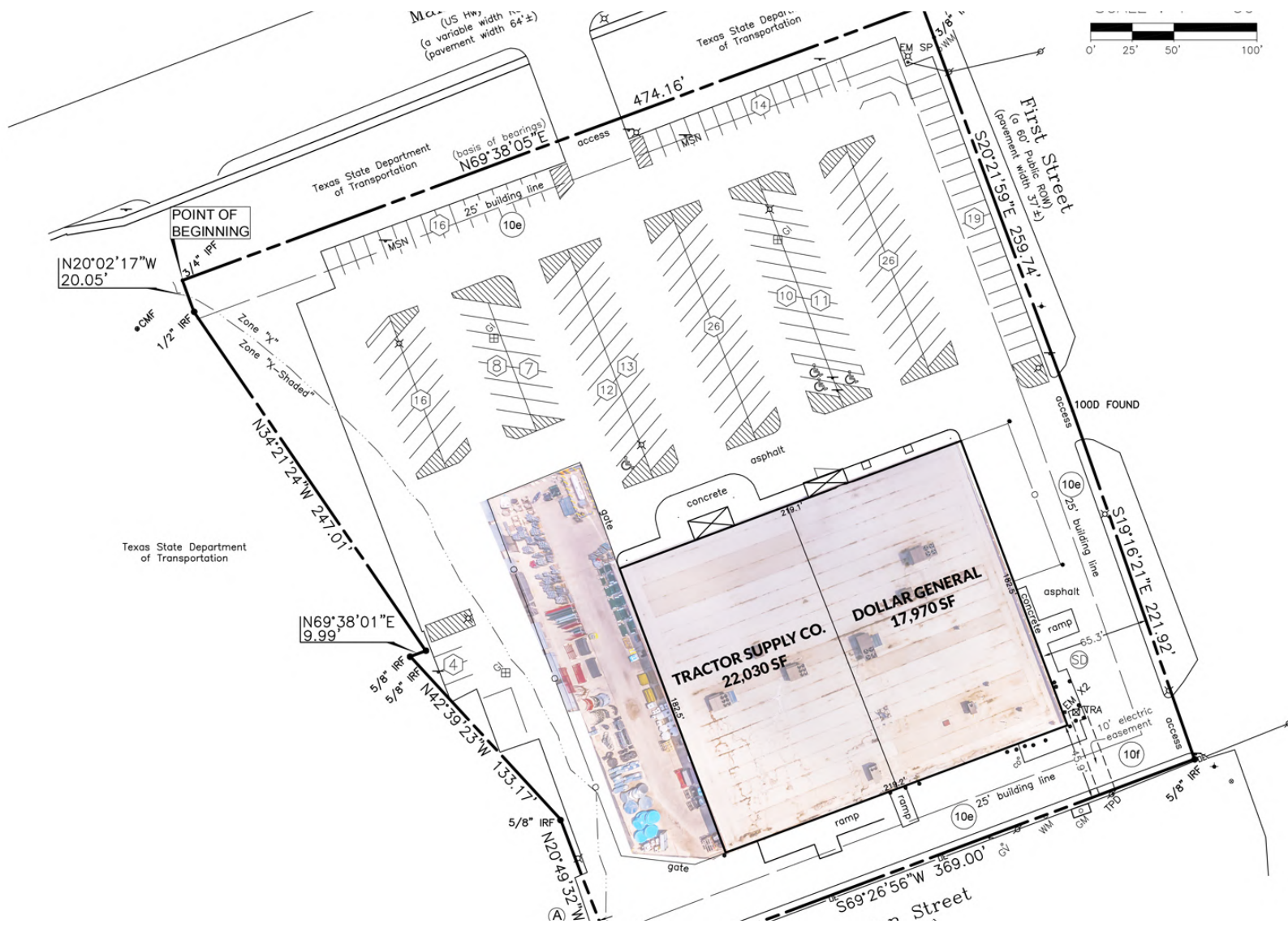
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TENANT NAME	UNIT SIZE (SF)	% OF GLA	LEASE START	LEASE END	ANNUAL RENT	ESC DATE	PRICE PER YEAR	LEASE TYPE	OPTION	EXPENSE REIMBURSEMENT
Dollar General	17,970	44.93	11/30/03	11/30/23	\$63,794		\$3.55	Gross	(1) 5-Yr @ \$3.67	
Tractor Supply Co.	22,030	55.08	1/01/03	12/31/26	\$112,560		\$5.11	NNN	(3) 5-Yr @ \$5.62/\$6.01/\$6.43	\$33,767.02
Totals/Averages	40,000				\$176,354		\$4.41			\$33,767.02

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Tractor Supply Co.

FOUNDED 1938
LOCATIONS 1,770+
SQ. FT. 22,030
TENANT TRADE NAME TSCO (NASDAQ)



Tractor Supply Company is the largest operator of rural lifestyle retail stores in America. Founded in 1938 as a mail order tractor parts business, Tractor Supply Company (also referred to as TSC) owns and operates over 1,770 stores in 49 states supplying basic maintenance products to home, land, pet and animal owners. Today Tractor Supply Company is a leading edge retailer with annual revenues of approximately \$7.91 billion.

Based in Brentwood, Tennessee, Tractor Supply Company is a public company whose stock is traded on the NASDAQ National Market under the symbol TSCO.



Dollar General

FOUNDED 1939
LOCATIONS 15,000+
SQ. FT. 17,970
TENANT TRADE NAME DG (NYSE)



Dollar General, founded in 1939 in Scottsville, Kentucky, offers low prices on items including food, snacks, health and beauty aids, cleaning supplies, family apparel, and many others.

Based in Goodlettsville, Tennessee, Dollar General is a public company whose stock is traded on the New York Stock Exchange under the symbol DG.



Section 4 SALE COMPARABLES



Tractor Supply Co. - Dollar General

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SUBJECT PROPERTY

423 East Main Street | Uvalde, TX 78801

Sale Price:	\$1,998,000	Lot Size:	4.19 AC
Year Built:	1980	Building SF:	40,000 SF
Price PSF:	\$49.95	Cap:	7.5%
NOI:	\$149,845		



1

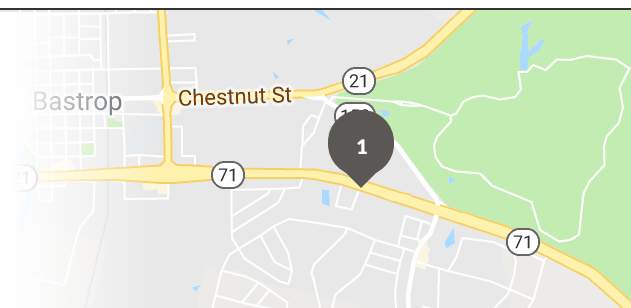


TRACTOR SUPPLY RETAIL

441 TX-71 | Bastrop, TX 78602

Sale Price:	\$6,650,000	Lot Size:	5.85 AC
Year Built:	1987	Building SF:	58,000 SF
Price PSF:	\$114.66	CAP:	7%
Closed:	10/02/2018	Occupancy:	100%

Tractor Supply, Seton Diagnostic Center, Brent Alan Porter MD



2

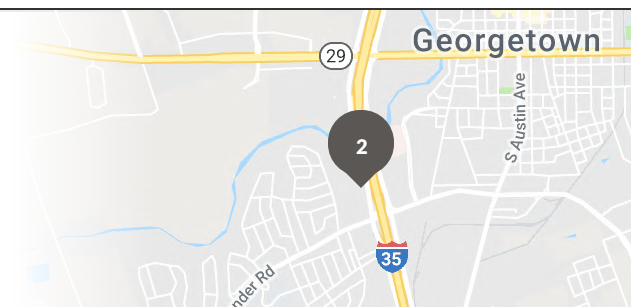


GEORGETOWN CROSSING

901 South I-35 | Georgetown, TX 78628

Sale Price:	\$6,250,000	Lot Size:	6.13 AC
Year Built:	1989	Building SF:	72,613 SF
Price PSF:	\$86.07	CAP:	7%
Closed:	03/06/2019	Occupancy:	100%

Hobby Lobby, Tuesday Morning, Salons of the Town



Tractor Supply Co. - Dollar General

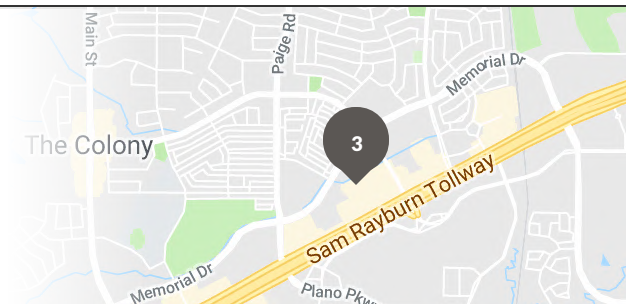
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FLOOR & DECOR - CHAIR KING

5651 State Highway 121 | The Colony, TX 75056

Sale Price:	\$14,300,000	Lot Size:	7.62 AC
Year Built:	2016	Building SF:	89,826 SF
Price PSF:	\$159.20	CAP:	7.25%
Closed:	02/27/2019	Occupancy:	100%

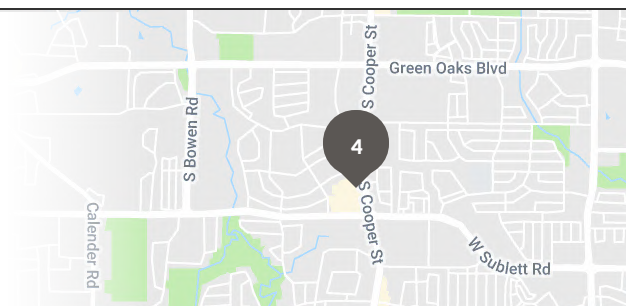


SUBLETT CORNERS

5900-5912 South Cooper | Arlington, TX 76017

Sale Price:	\$12,800,000	Lot Size:	0 AC
Year Built:	1999	Building SF:	87,900 SF
Price PSF:	\$145.62	CAP:	7.29%
Closed:	05/15/2017	Occupancy:	94%


Stein Mart, Dollar Tree, Cato, Plato's Closet, CiCi's Pizza



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	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	CAP	
	Tractor Supply Co. - Dollar General 423 East Main Street Uvalde, TX 78801	\$1,998,000	40,000 SF	\$49.95	7.5%	
	SALE COMPS	PRICE	BLDG SF	PRICE/SF	CAP	CLOSE
 	Tractor Supply Retail 441 TX-71 Bastrop, TX 78602	\$6,650,000	58,000 SF	\$114.66	7.0%	10/02/2018
 	Georgetown Crossing 901 South I-35 Georgetown, TX 78628	\$6,250,000	72,613 SF	\$86.07	7.0%	03/06/2019
 	Floor & Decor - Chair King 5651 State Highway 121 The Colony, TX 75056	\$14,300,000	89,826 SF	\$159.20	7.25%	02/27/2019
 	Sublett Corners 5900-5912 South Cooper Arlington, TX 76017	\$12,800,000	87,900 SF	\$145.62	7.29%	05/15/2017
		PRICE	BLDG SF	PRICE/SF	CAP	CLOSE
	Totals/Averages	\$10,000,000	77,085 SF	\$129.73	7.14%	

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SUBJECT PROPERTY

423 East Main Street | Uvalde, TX 78801

1

TRACTOR SUPPLY RETAIL

441 TX-71
Bastrop, TX 78602

2

GEORGETOWN CROSSING

901 South I-35
Georgetown, TX 78628

3

FLOOR & DECOR - CHAIR KING

5651 State Highway 121
The Colony, TX 75056

4

SUBLETT CORNERS

5900-5912 South Cooper
Arlington, TX 76017

Section 5 DEMOGRAPHICS



SUBJECT PROPERTY

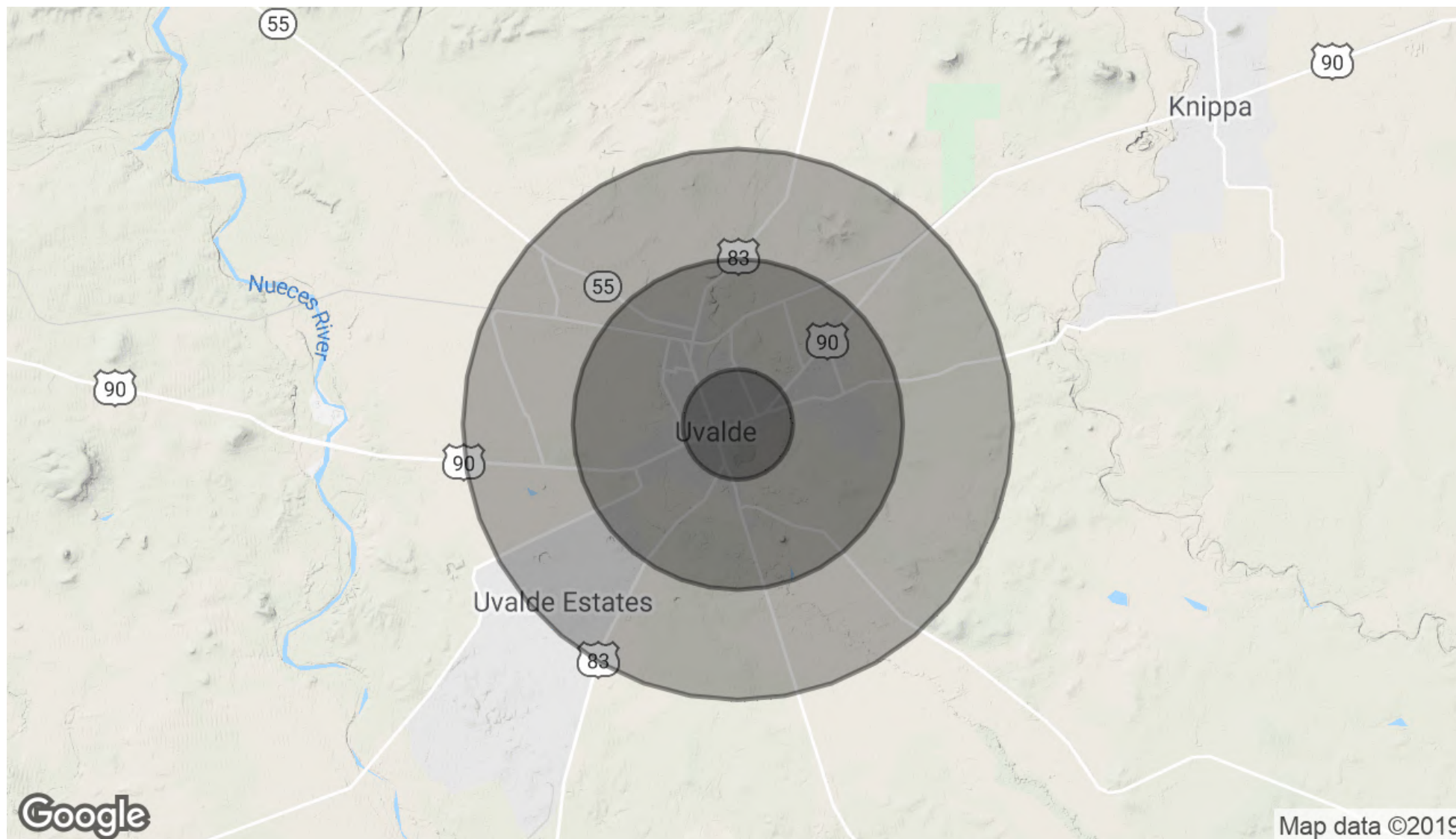


**TRACTOR
SUPPLY CO**

**DOLLAR
GENERAL**

Tractor Supply Co. - Dollar General

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POPULATION	1 MILE	3 MILES	5 MILES
Total Population	6,922	19,060	21,348
Median age	35.7	35.6	35.3
Median age (Male)	34.5	34.4	34.2
Median age (Female)	36.9	36.6	36.3
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total households	2,333	6,344	7,015
# of persons per HH	3.1	3.0	3.0
Average HH income	\$52,122	\$53,683	\$53,753
Average house value	\$95,868	\$86,337	\$86,852
ETHNICITY (%)	1 MILE	3 MILES	5 MILES
Hispanic	78.0%	77.2%	78.4%
RACE	1 MILE	3 MILES	5 MILES
Total Population - White	6,631	18,198	20,328
% White	95.8%	95.5%	95.2%
Total Population - Black	91	279	308
% Black	1.3%	1.5%	1.4%
Total Population - Asian	74	180	208
% Asian	1.1%	0.9%	1.0%
Total Population - Hawaiian	3	17	23
% Hawaiian	0.0%	0.1%	0.1%
Total Population - American Indian	74	225	285
% American Indian	1.1%	1.2%	1.3%

* Demographic data derived from CoStar Realty Information



INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015

TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Licensed Broker /Broker Firm Name or Primary Assumed Business Name

License No.

Email

Phone

Designated Broker of Firm

License No.

Email

Phone

Licensed Supervisor of Sales Agent/Associate

License No.

Email

Phone

Sales Agent/Associate's Name

License No.

Email

Phone

Buyer/Tenant/Seller/Landlord Initials

Date



LRG

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MARCUS & MILLICHAP

Marcus & Millichap

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