

## INVESTMENT OFFERING

# DOLLAR GENERAL®

## DOLLAR GENERAL

850 East Main Street

Smithville (Outside Cleveland), OH 44677



ACTUAL SITE



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## DISCLAIMER

This Marketing Package was prepared by Wertz Real Estate Investment Services and Capitol Real Estate Advisors, Inc. ("Broker") solely for the use of prospective buyer considering the purchase of the Property within (the "Property") and is not to be used for any other purpose. Neither the Broker nor the Owner of the Property make any representation or warranty, expressed or implied, as to the completeness or accuracy of the material contained in the Marketing Package.

Prospective purchasers of the Property are advised that changes may have occurred in the physical or financial condition of the Property since the time this Marketing Package or the financial statements herein were prepared. Prospective purchasers acknowledge that this Marketing Package and the financial statements herein were prepared by Broker, and not by Owner, and are based upon assumptions or events beyond the control of both Broker and Owner, and therefore may be subject to variation. Other than current and historical revenue and operating expense figures for the Property, Owner has not, and will not, provide Broker or any prospective purchaser with any projections regarding the Property. Prospective purchasers of the Property are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

The Marketing Package is a solicitation of interest only and is not an offer to sell the Property. The Owner and Broker expressly reserve the right, at their sole discretion, to reject any or all expression of interest or offers to purchase the Property and expressly reserve the right, at their sole discretion, to terminate discussions with any entity at any time with or without notice.

The Owner shall have no legal commitments or obligations to any entity reviewing the Marketing Package or making an offer to purchase the Property unless and until such offer is approved by Owner pursuant to its Governing Authorities and the signature of the Owner or Owner's representative is affixed to a Real Estate Purchase Agreement prepared by Owner.

This Marketing Package is confidential. By accepting the Marketing Package, you agree (i) that you will hold and treat the Marketing Package and its contents in the strictest confidence, (ii) that you will not photocopy or duplicate any part of the Marketing Package, (iii) that you will not disclose the Marketing Package or any of its contents to any entity without the prior authorization of the Owner, and (iv) that you will not use the Marketing Package in any fashion or manner detrimental to the Owner or Broker.

Broker has obtained the information contained in this Marketing Package from sources we believe to be reliable. However, we have not verified its accuracy and make no guarantee, warranty or representation about it. It is submitted subject to the possibility of errors, omissions, changes of price, rental or other conditions, prior sale, lease or financing, or withdrawal without notice. We include projections, opinions, assumptions, or estimates for example only, and they may not represent current or future performance of the Property. You and your tax and legal advisors should conduct your own investigations of the physical condition of the Property and of the financial performance of its future Ownerships.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT BROKER FOR MORE DETAILS.

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**WERTZ**  
REAL ESTATE INVESTMENT SERVICES

# FINANCIAL OVERVIEW

## OFFERING SUMMARY

Price	\$1,427,714
Down Payment	100% / \$1,427,714
Rentable Square Feet	9,100 SF
Cap Rate	6.65%
Year Built	2019
Lot Size	1.92 +/- Acres
Type of Ownership	Fee Simple

## TENANT SUMMARY

Tenant Trade Name	Dollar General
Ownership	Public
Lease Guarantor	Corporate
Lease Type	Absolute NNN
Roof & Structure	Tenant Responsible
Original Lease Term	Fifteen (15) Years
Scheduled Turnover Date	07/24/2019
Increases	10% Every 5-Years in Options
Options to Renew	(4) 5-Year Options
Right of First Refusal	No



## ANNUALIZED OPERATING DATA

Rent Increases	Annual Rent	Monthly Rent
Years 1-15	\$94,943.00	\$7,911.00
Years 16-20 (Option 1)	\$104,437.30	\$8,703.08
Years 21-25 (Option 2)	\$114,881.03	\$9,573.42
Years 26-30 (Option 3)	\$126,369.13	\$10,530.75
Years 31-35 (Option 4)	\$139,006.05	\$15,583.83

BASE RENT		\$94,943.00
NET OPERATING INCOME		\$94,943.00
TOTAL RETURN YR-1	6.65%	\$94,943.00

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# TENANT OVERVIEW

**DOLLAR GENERAL®**



## DOLLAR GENERAL CORPORATION

Dollar General Corporation is an American chain of variety stores headquartered in Goodlettsville, Tennessee, employing over 130,000 people.

The company began in 1939 as a family-owned business called J.L. Turner and Son in Scottsville, KY. In 1968, the name changed to Dollar General Corporation and the company went public on the New York Stock Exchange. In 1999, Fortune 500 recognized Dollar General, and in May 2019 it reached #119. Dollar General has grown to become one of the most profitable stores in the rural United States with sales reaching around \$25.6 billion in 2018.

Dollar General offers products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, basic apparel, housewares and seasonal items at everyday low prices in convenient neighborhood locations. Dollar General operated 15,597 stores in 44 states as of May 3, 2019, with a Market Cap of approximately 35.1 Billion.



Property Name	Dollar General
Property Address	850 East Main Street Smithville (Outside Cleveland), OH 44677
Property Type	Discount Store
Parent Company	Dollar General Corporation
Ownership	Public
Lease Guarantor	Corporate
Stock Symbol	NYSE: DG
Board	S&P 500
Term Remaining on Lease	Fifteen (15) Years
Options to Renew	(4) 5-Year Options
Lease Type	Absolute NNN
Landlord Responsibility	None
Increases	10% Every 5-Years in Options
Year 1 Net Operating Income	\$94,943.00
No. of Locations	15,400+
Headquartered	Goodlettsville, TN
Website	<a href="http://www.dollargeneral.com">www.dollargeneral.com</a>
Years in the Business	Since 1968

# EXECUTIVE SUMMARY

## INVESTMENT OVERVIEW

The subject property is a brand-new Dollar General located in Smithville (Outside Cleveland), OH. Dollar General just signed a 15-year absolute NNN lease with 10% increases in each of the 4 (5-year) options. The lease is corporately guaranteed by Dollar General, an investment grade credit tenant, rated BBB by Standard & Poor's. The building consists of 9,100 square feet on 1.92 acres of land and is located in an affluent trade area with average household income exceeding \$70,000 within a 5, 10, and 15-mile radius. Additionally, the 10-mile radius population exceeds 83,000 people and growing.

Smithville is located just outside Wooster and 35 miles outside of downtown Cleveland, Ohio. Greater Cleveland is ranked as the 29th most populous MSA in the U.S. and the largest metro entirely in Ohio. The site is strategically positioned on East Main Street (OH State Rt-585) which is the prime artery for the transportation of goods, customers and services from Wooster to Akron. This is an excellent opportunity for an investor looking for a long term net-leased property with a corporately guaranteed investment grade tenant and zero landlord responsibility.



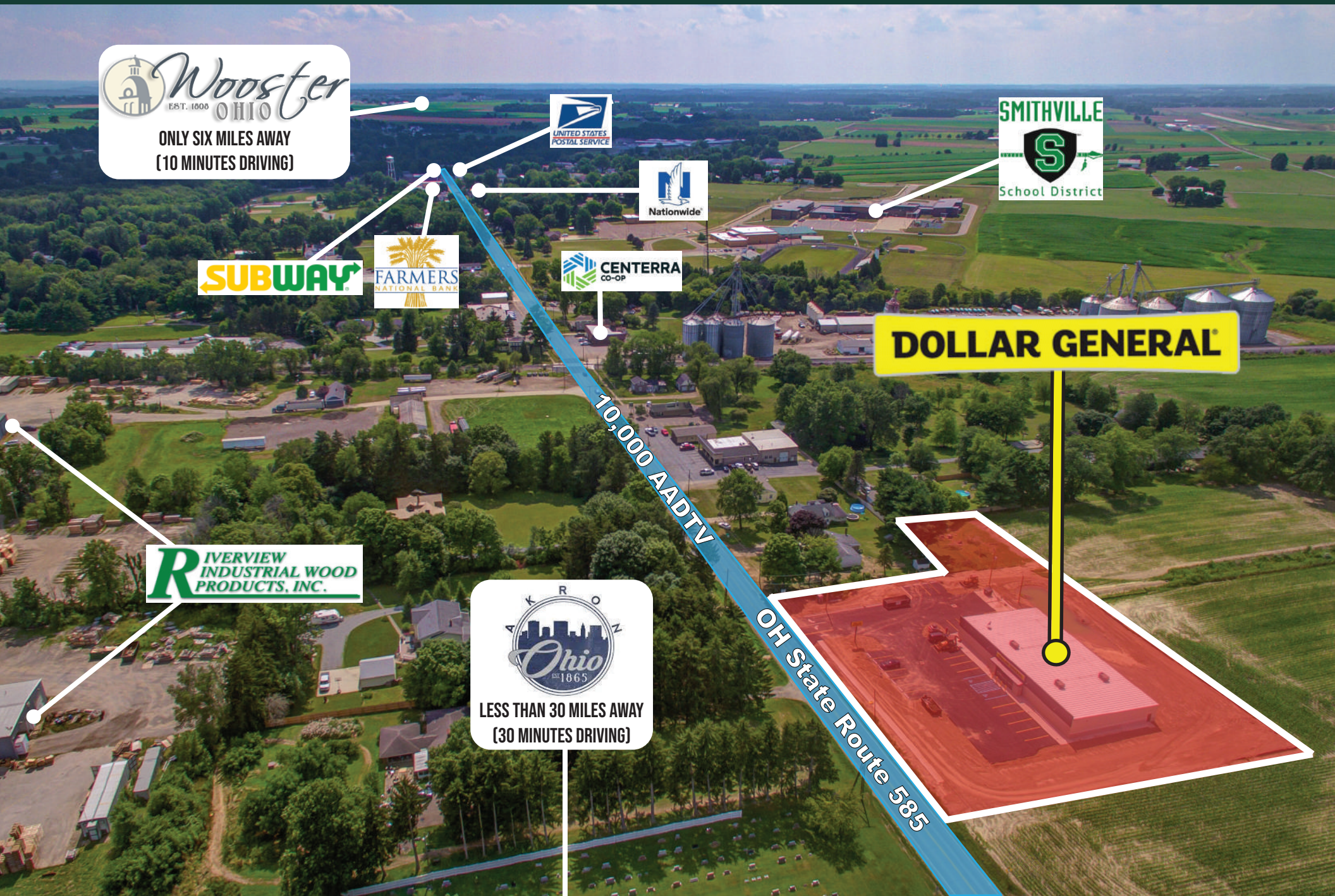
## INVESTMENT HIGHLIGHTS

- Brand New 2019 Construction
- Investment Grade Credit (S&P Rated BBB)
- 15-Year Absolute NNN Lease (Zero Landlord Responsibilities)
- Lease Guaranteed by Dollar General Corporation (#119 on the Fortune 500 List)
- Located on Main Thoroughfare (State Rt-585) that Connects Wooster and Akron
- Dollar General is One of the Largest Discount Retailers with Over 15,500 Locations Across 44 U.S. States
- Affluent Trade Area with Average Household Incomes Exceeding \$70,000





# SUBJECT PROPERTY



**Wooster**  
OHIO  
EST. 1800  
ONLY SIX MILES AWAY  
(10 MINUTES DRIVING)



**DOLLAR GENERAL**

**RIVERVIEW**  
INDUSTRIAL WOOD  
PRODUCTS, INC.

**AKRON**  
Ohio  
EST. 1865  
LESS THAN 30 MILES AWAY  
(30 MINUTES DRIVING)



# SUBJECT PROPERTY

**DOLLAR GENERAL**

**OH State Route 585**

**10,000 AADTV**



# AREA MAP



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# MARKET OVERVIEW

## SMITHVILLE (OUTSIDE CLEVELAND), OHIO

Smithville is located just outside Wooster and 35 miles outside of Cleveland, Ohio, United States. It sits off East Main Street, also known as OH State Rt 585, which serves as the main thoroughfare connecting Wooster and Akron. The unemployment rate in Smithville is 3.6%, lower than the U.S. average of 3.9% and jobs have increased positively. Compared to the rest of the country, Smithville's cost of living is 17.20% lower than the U.S. average.

Smithville is located only six miles northeast of Wooster, Ohio, a lively hub for innovation, business, and entertainment. Serving as the county seat and dairy capital of the State, Wooster boasts an excellent school system, a vibrant downtown, three colleges, a world-class community-owned hospital, a portfolio of growing businesses serving the global economy, and a network of volunteers and organizations. Wooster is the headquarters of several industrial entities. Buehler Food Markets Inc., Wooster Brush, Seaman Corp., Tricor Industrial, Wooster Motor Ways, and Certified Angus Beef have corporate headquarters located in Wooster. LuK, the German maker of dual-clutch transmissions has its North America headquarters in Wooster where mainly torque converters are produced. Other large commercial operations in Wooster are Frito-Lay, Akron Brass, United Titanium, Western Reserve Group Insurance Company, Daisy Brands, and Bogner Construction Company. Wooster is also dedicated to the "industry of education." It has The College of Wooster, and two subsidiaries of The Ohio State University: the Agricultural Technical Institute (ATI); and the Ohio Agricultural Research and Development Center (OARDC), a teaching and research facility dedicated to agricultural science. Economic development is alive and well here.

Less than 35 miles to the north lies Akron, Ohio's 5th largest city. Current Fortune 500 companies headquartered in the city include the Goodyear Tire and Rubber Company and FirstEnergy. In addition, the city is the headquarters to a number of other notable companies such as GOJO, Advanced Elastomer Systems, Myers Industries, Acme Fresh Market and Sterling Jewelers. Goodyear, America's biggest tire manufacturer and the 5th-largest private employer in Summit County, recently built a new world headquarters in the city.



### *Home to Goodyear Tire Headquarters*

America's largest tire manufacturer with a market cap of \$3.475 billion



### *Wooster Community Hospital*

Ranks in the top 2% of all hospitals by IBM/Watson Health



### *Agricultural Center of Ohio*

State of Ohio's agriculture industry has an annual economic impact of \$10 billion

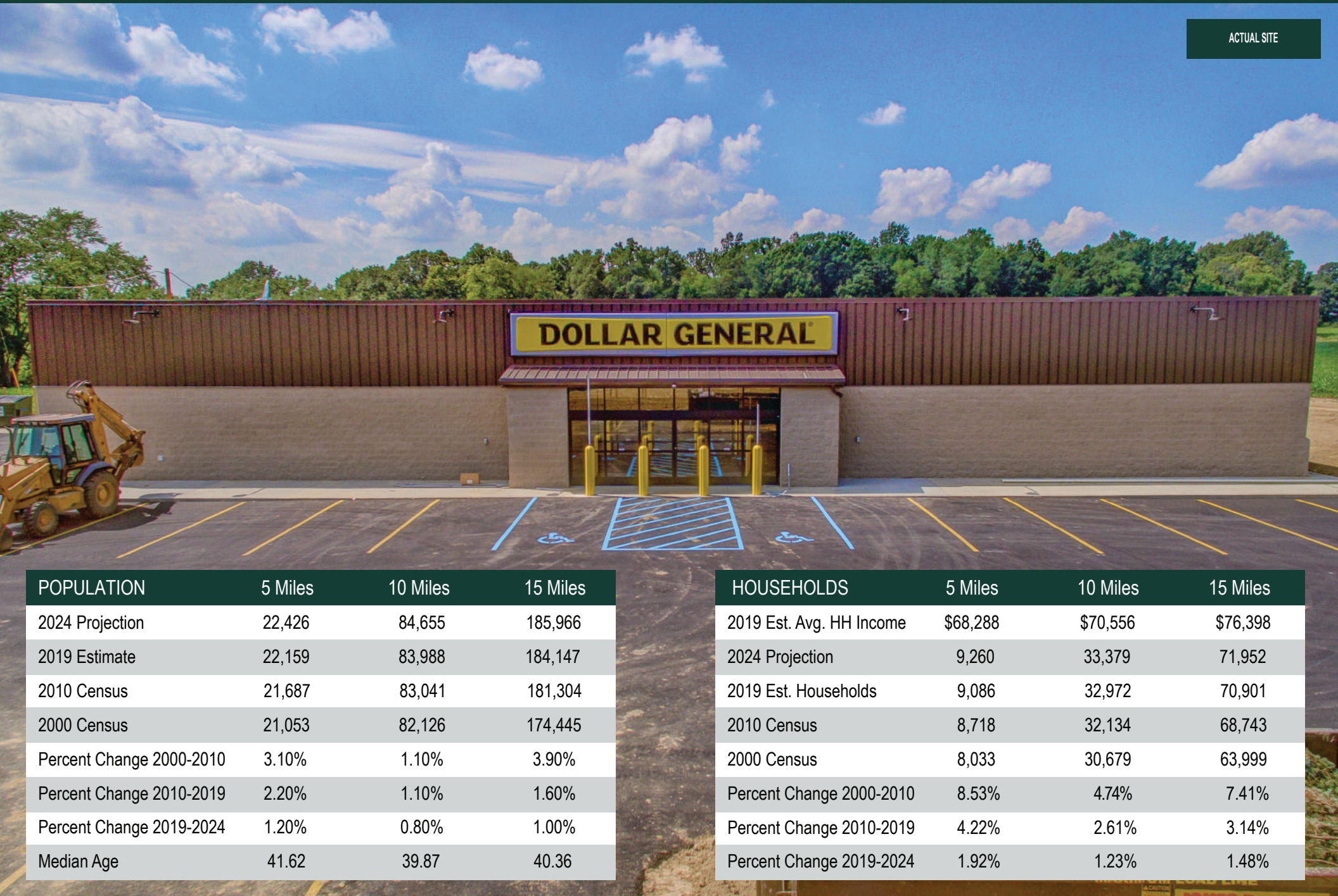


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# DEMOGRAPHIC REPORT

ACTUAL SITE



POPULATION	5 Miles	10 Miles	15 Miles
2024 Projection	22,426	84,655	185,966
2019 Estimate	22,159	83,988	184,147
2010 Census	21,687	83,041	181,304
2000 Census	21,053	82,126	174,445
Percent Change 2000-2010	3.10%	1.10%	3.90%
Percent Change 2010-2019	2.20%	1.10%	1.60%
Percent Change 2019-2024	1.20%	0.80%	1.00%
Median Age	41.62	39.87	40.36

HOUSEHOLDS	5 Miles	10 Miles	15 Miles
2019 Est. Avg. HH Income	\$68,288	\$70,556	\$76,398
2024 Projection	9,260	33,379	71,952
2019 Est. Households	9,086	32,972	70,901
2010 Census	8,718	32,134	68,743
2000 Census	8,033	30,679	63,999
Percent Change 2000-2010	8.53%	4.74%	7.41%
Percent Change 2010-2019	4.22%	2.61%	3.14%
Percent Change 2019-2024	1.92%	1.23%	1.48%

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# AGENCY DISCLOSURE STATEMENT



The real estate agent who is providing you with this form is required to do so by Ohio law. You will not be bound to pay the agent or the agent's brokerage by merely signing this form. Instead, the purpose of this form is to confirm that you have been advised of the role of the agent(s) in the transaction proposed below. (For purposes of this form, the term "seller" includes a landlord and the term "buyer" includes a tenant.)

Property Address: \_\_\_\_\_

Buyer(s): \_\_\_\_\_

Seller(s): \_\_\_\_\_

## I. TRANSACTION INVOLVING TWO AGENTS IN TWO DIFFERENT BROKERAGES

The buyer will be represented by \_\_\_\_\_, and \_\_\_\_\_.  
AGENT(S) BROKERAGE

The seller will be represented by \_\_\_\_\_, and \_\_\_\_\_.  
AGENT(S) BROKERAGE

## II. TRANSACTION INVOLVING TWO AGENTS IN THE SAME BROKERAGE

If two agents in the real estate brokerage \_\_\_\_\_ represent both the buyer and the seller, check the following relationship that will apply:

- ☐ Agent(s) \_\_\_\_\_ work(s) for the buyer and Agent(s) \_\_\_\_\_ work(s) for the seller. Unless personally involved in the transaction, the broker and managers will be "dual agents", which is further explained on the back of this form. As dual agents they will maintain a neutral position in the transaction and they will protect all parties' confidential information.
- ☐ Every agent in the brokerage represents every "client" of the brokerage. Therefore, agents \_\_\_\_\_ and \_\_\_\_\_ will be working for both the buyer and seller as "dual agents". Dual agency is explained on the back of this form. As dual agents they will maintain a neutral position in the transaction and they will protect all parties' confidential information. Unless indicated below, neither the agent(s) nor the brokerage acting as a dual agent in this transaction has a personal, family or business relationship with either the buyer or seller. *If such a relationship does exist, explain:* \_\_\_\_\_

## III. TRANSACTION INVOLVING ONLY ONE REAL ESTATE AGENT

Agent(s) \_\_\_\_\_ and real estate brokerage \_\_\_\_\_ will

- ☐ be "dual agents" representing both parties in this transaction in a neutral capacity. Dual agency is further explained on the back of this form. As dual agents they will maintain a neutral position in the transaction and they will protect all parties' confidential information. Unless indicated below, neither the agent(s) nor the brokerage acting as a dual agent in this transaction has a personal, family or business relationship with either the buyer or seller. *If such a relationship does exist, explain:* \_\_\_\_\_
- ☐ represent only the (check one) ☐ seller or ☐ buyer in this transaction as a client. The other party is not represented and agrees to represent his/her own best interest. Any information provided the agent may be disclosed to the agent's client.

## CONSENT

I (we) consent to the above relationships as we enter into this real estate transaction. If there is a dual agency in this transaction, I (we) acknowledge reading the information regarding dual agency explained on the back of this form.

BUYER/TENANT \_\_\_\_\_ DATE \_\_\_\_\_

SELLER/LANDLORD \_\_\_\_\_ DATE \_\_\_\_\_

BUYER/TENANT \_\_\_\_\_ DATE \_\_\_\_\_

SELLER/LANDLORD \_\_\_\_\_ DATE \_\_\_\_\_



# DUAL AGENCY

Ohio law permits a real estate agent and brokerage to represent both the seller and buyer in a real estate transaction as long as this is disclosed to both parties and they both agree. This is known as dual agency. As a dual agent, a real estate agent and brokerage represent two clients whose interests are, or at times could be, different or adverse. For this reason, the dual agent(s) may not be able to advocate on behalf of the client to the same extent the agent may have if the agent represented only one client.

**As a dual agent, the agent(s) and brokerage shall:**

- Treat both clients honestly;
- Disclose latent (not readily observable) material defects to the purchaser, if known by the agent(s) or brokerage;
- Provide information regarding lenders, inspectors and other professionals, if requested;
- Provide market information available from a property listing service or public records, if requested;
- Prepare and present all offers and counteroffers at the direction of the parties;
- Assist both parties in completing the steps necessary to fulfill the terms of any contract, if requested.

**As a dual agent, the agent(s) and brokerage shall not:**

- Disclose information that is confidential, or that would have an adverse effect on one party's position in the transaction, unless such disclosure is authorized by the client or required by law;
- Advocate or negotiate on behalf of either the buyer or seller;
- Suggest or recommend specific terms, including price, or disclose the terms or price a buyer is willing to offer or that a seller is willing to accept;
- Engage in conduct that is contrary to the instructions of either party and may not act in a biased manner on behalf of one party.

**Compensation:** Unless agreed otherwise, the brokerage will be compensated per the agency agreement.

**Management Level Licensees:** Generally the broker and managers in a brokerage also represent the interests of any buyer or seller represented by an agent affiliated with that brokerage. Therefore, if both buyer and seller are represented by agents in the same brokerage, the broker and manager are dual agents. There are two exceptions to this. The first is where the broker or manager is personally representing one of the parties. The second is where the broker or manager is selling or buying his own real estate. These exceptions only apply if there is another broker or manager to supervise the other agent involved in the transaction.

**Responsibilities of the Parties:** The duties of the agent and brokerage in a real estate transaction do not relieve the buyer and seller from the responsibility to protect their own interests. The buyer and seller are advised to carefully read all agreements to assure that they adequately express their understanding of the transaction. The agent and brokerage are qualified to advise on real estate matters. IF LEGAL OR TAX ADVICE IS DESIRED, YOU SHOULD CONSULT THE APPROPRIATE PROFESSIONAL.

**Consent:** By signing on the reverse side, you acknowledge that you have read and understand this form and are giving your voluntary, informed consent to the agency relationship disclosed. If you do not agree to the agent(s) and/or brokerage acting as a dual agent, you are not required to consent to this agreement and you may either request a separate agent in the brokerage to be appointed to represent your interests or you may terminate your agency relationship and obtain representation from another brokerage.

Any questions regarding the role or responsibilities of the brokerage or its agents should be directed to an attorney or to:

Ohio Department of Commerce  
Division of Real Estate & Professional Licensing  
77 S. High Street, 20<sup>th</sup> Floor  
Columbus, OH 43215-6133  
(614) 466-4100

