



NNN Leased Dollar General

11 yrs. remaining on
current lease term.

3201 Mitchell Rd, Bedford, In 47421



Investment Summary

- Year Built: 2016
- Building Size: 9,100 SF
- Original Tenant, Build to Suit
- 11 Years Remaining on Current Lease Term
- Free Standing, Single Tenant, NNN Leased Asset
- 2.16+- acre parcel allowing for additional development
- Current NOI: \$81,600.00 (annually)



Lease & Income Summary

Building Size	NOI (Current Term)	PSF Lease Rate (Current Term)	Cap Rate (Based on Asking Price)	Asking Price	Effective Lease Term
9,100 SF	\$81,600	\$8.97	6.27%	\$1,300,000 / \$142.86 PSF	May 26, 2016- May 26, 2031
Lease Renewal	NOI	PSF Lease Rate	Cap Rate	NA	Renewal Terms
Option 1	\$89,760	\$9.86	6.90%	5 Years	May 26, 2031- May 26, 2036
Option 2	\$98,736	\$10.85	7.60%	5 Years	May 26, 2036- May 26, 2041
Option 3	108,705.60	\$11.95	8.36%	5 Years	May 26, 2041 – May 26, 2046
Option 4	\$119,470.00	\$13.13	9.16%	5 Years	May 26, 2046 - May 26, 2051
Option 5	\$131,417.64	\$14.44	10.11%	5 Years	May 26, 2051 - May 26, 2056

Tenant & Landlord Requirements

Property Taxes	Property Insurance	Property Maintenance
Tenant, via reimbursement to Landlord.	Tenant	Tenant



8




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Subject Property

- * 2.17+- Acres
- * Full utilities
- * Commercial Zoning
- * 0.87+- acres of additional development ground
- * Floodplain: No
- * Parcel Number: 47-06-26-201- 050.000-010
- * Curb Cuts: 1

An aerial photograph of Bedford, Indiana, showing a large, multi-story building complex, likely a government or institutional building, surrounded by streets and parking areas. The image is dark and serves as a background for the text.

Market Demographics

The City of Bedford is home to around 14,000 people. With excellent schools, outstanding shopping, cultural amenities and small-town atmosphere.

Bedford is known as the "Limestone Capital of the World", and rightly so. Bedford Limestone is world renowned, favored by architects because of its beauty and durability. Bedford Limestone is found in many of the principal buildings of the world, including the Pentagon, the Empire State Building and the National Cathedral.

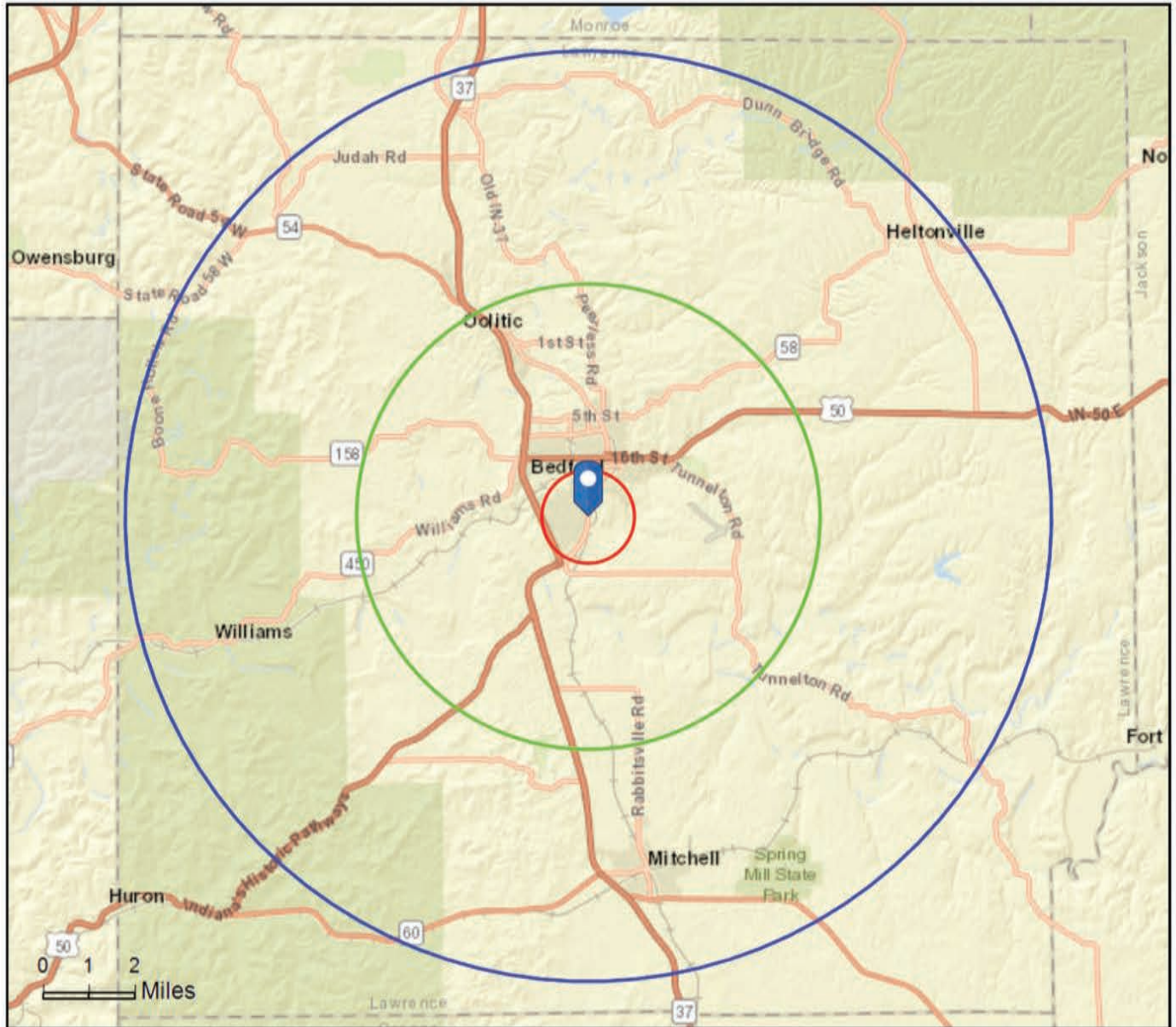
Bedford is about 70 miles equidistant from Indianapolis and Louisville, and 18 miles south of Bloomington, the home of Indiana University.

Bedford features a broad-based economy. Major employers are GM Powertrain, Indiana Limestone, Manchester Tank, and Stone City Products. In addition, Bedford is a major regional health services center, with two hospitals providing comprehensive medical services.

Radius Map

3201 Mitchell Rd, Bedford, Indiana, 47421

Ring Bands: 0-1, 1-5, 5-10 mile radius



1 Mile Radius

KEY FACTS

3,511

Population



Average
Household Size

46.8

Median Age

\$39,821

Median Household
Income

EDUCATION

14%

No High
School
Diploma



42%

High School
Graduate



29%

Some College



16%

Bachelor's/Grad/Prof
Degree

BUSINESS



166

Total Businesses



1,447

Total Employees

EMPLOYMENT



55%

White Collar



27%

Blue Collar



19%

Services



Unemployment
Rate

INCOME



\$39,821

Median Household
Income



\$22,216

Per Capita Income



\$51,132

Median Net Worth

Households By Income

The largest group: \$35,000 - \$49,999 (22.0%)

The smallest group: \$200,000+ (0.9%)

Indicator	Value	Difference	
<\$15,000	19.2%	+6.8%	
\$15,000 - \$24,999	12.7%	+3.3%	
\$25,000 - \$34,999	9.0%	-0.9%	
\$35,000 - \$49,999	22.0%	+5.5%	
\$50,000 - \$74,999	17.7%	-2.2%	
\$75,000 - \$99,999	9.0%	-7.4%	
\$100,000 - \$149,999	7.5%	-3.7%	
\$150,000 - \$199,999	2.1%	-0.1%	
\$200,000+	0.9%	-1.1%	

Bars show deviation from
Lawrence County

5 Mile Radius

KEY FACTS

18,818

Population



2.4

Average Household Size

43.6

Median Age

\$49,913

Median Household Income

EDUCATION

11%

No High School Diploma



41%

High School Graduate



31%

Some College



17%

Bachelor's/Grad/Prof Degree

BUSINESS



882

Total Businesses



8,809

Total Employees

EMPLOYMENT



55%

White Collar



30%

Blue Collar



15%

Services



2.9%

Unemployment Rate

INCOME



\$49,913

Median Household Income



\$26,016

Per Capita Income



\$103,668

Median Net Worth

Households By Income

The largest group: \$50,000 - \$74,999 (18.9%)

The smallest group: \$200,000+ (1.6%)

Indicator	Value	Difference	
<\$15,000	13.9%	+1.5%	
\$15,000 - \$24,999	9.7%	+0.3%	
\$25,000 - \$34,999	9.7%	-0.2%	
\$35,000 - \$49,999	16.8%	+0.3%	
\$50,000 - \$74,999	18.9%	-1.0%	
\$75,000 - \$99,999	15.9%	-0.5%	
\$100,000 - \$149,999	10.5%	-0.7%	
\$150,000 - \$199,999	3.0%	+0.8%	
\$200,000+	1.6%	-0.4%	

Bars show deviation from Lawrence County

10 Mile Radius

KEY FACTS

19,205

Population



Average
Household Size

44.0

Median Age

\$54,726

Median Household
Income

EDUCATION

11%

No High
School
Diploma



40%

High School
Graduate



31%

Some College



18%

Bachelor's/Grad/Prof
Degree

BUSINESS



425

Total Businesses



3,327

Total Employees

EMPLOYMENT



58%

White Collar



26%

Blue Collar



15%

Services



Unemployment
Rate

INCOME



\$54,726

Median Household
Income



\$27,185

Per Capita Income



\$150,238

Median Net Worth

Households By Income

The largest group: \$50,000 - \$74,999 (20.0%)

The smallest group: \$150,000 - \$199,999 (1.7%)

Indicator	Value	Difference	
<\$15,000	10.2%	-2.2%	
\$15,000 - \$24,999	8.8%	-0.6%	
\$25,000 - \$34,999	10.3%	+0.4%	
\$35,000 - \$49,999	15.3%	-1.2%	
\$50,000 - \$74,999	20.0%	+0.1%	
\$75,000 - \$99,999	18.1%	+1.7%	
\$100,000 - \$149,999	12.7%	+1.5%	
\$150,000 - \$199,999	1.7%	-0.5%	
\$200,000+	2.7%	+0.7%	

Bars show deviation from
Lawrence County

Executive Summary

3201 Mitchell Rd, Bedford, Indiana, 47421

Ring Bands: 0-1, 1-5, 5-10 mile radius



	0 - 1 mile	1 - 5 mile	5 - 10 mile
Population			
2000 Population	3,627	18,890	19,021
2010 Population	3,630	18,721	19,262
2019 Population	3,511	18,818	19,205
2024 Population	3,464	18,777	19,115
2000-2010 Annual Rate	0.01%	-0.09%	0.13%
2010-2019 Annual Rate	-0.36%	0.06%	-0.03%
2019-2024 Annual Rate	-0.27%	-0.04%	-0.09%
2019 Male Population	46.0%	49.4%	50.3%
2019 Female Population	54.0%	50.6%	49.7%
2019 Median Age	46.8	43.6	44.0

In the identified area, the current year population is 19,205. In 2010, the Census count in the area was 19,262. The rate of change since 2010 was -0.03% annually. The five-year projection for the population in the area is 19,115 representing a change of -0.09% annually from 2019 to 2024. Currently, the population is 50.3% male and 49.7% female.

Median Age

The median age in this area is 46.8, compared to U.S. median age of 38.5.

Race and Ethnicity

2019 White Alone	96.2%	95.9%	96.8%
2019 Black Alone	0.8%	0.6%	0.3%
2019 American Indian/Alaska Native Alone	0.2%	0.3%	0.5%
2019 Asian Alone	0.9%	1.0%	0.6%
2019 Pacific Islander Alone	0.0%	0.0%	0.0%
2019 Other Race	0.8%	0.4%	0.4%
2019 Two or More Races	1.2%	1.6%	1.4%
2019 Hispanic Origin (Any Race)	2.4%	2.1%	1.5%

Persons of Hispanic origin represent 1.5% of the population in the identified area compared to 18.6% of the U.S. population. Persons of Hispanic Origin may be of any race. The Diversity Index, which measures the probability that two people from the same area will be from different race/ethnic groups, is 9.0 in the identified area, compared to 64.8 for the U.S. as a whole.

Households

2019 Wealth Index	43	63	73
2000 Households	1,638	7,858	7,396
2010 Households	1,660	7,728	7,665
2019 Total Households	1,604	7,798	7,667
2024 Total Households	1,583	7,792	7,638
2000-2010 Annual Rate	0.13%	-0.17%	0.36%
2010-2019 Annual Rate	-0.37%	0.10%	0.00%
2019-2024 Annual Rate	-0.26%	-0.02%	-0.08%
2019 Average Household Size	2.06	2.37	2.49

The household count in this area has changed from 7,665 in 2010 to 7,667 in the current year, a change of 0.00% annually. The five-year projection of households is 7,638, a change of -0.08% annually from the current year total. Average household size is currently 2.49, compared to 2.50 in the year 2010. The number of families in the current year is 5,485 in the specified area.

Executive Summary

3201 Mitchell Rd, Bedford, Indiana, 47421
Ring Bands: 0-1, 1-5, 5-10 mile radius



0 - 1 mile 1 - 5 mile 5 - 10 mile

Mortgage Income

	0 - 1 mile	1 - 5 mile	5 - 10 mile
2019 Percent of Income for Mortgage	12.5%	11.8%	11.9%

Median Household Income

2019 Median Household Income	\$39,821	\$49,913	\$54,726
2024 Median Household Income	\$43,723	\$55,669	\$60,859
2019-2024 Annual Rate	1.89%	2.21%	2.15%

Average Household Income

2019 Average Household Income	\$50,790	\$62,321	\$68,145
2024 Average Household Income	\$58,309	\$71,405	\$76,637
2019-2024 Annual Rate	2.80%	2.76%	2.38%

Per Capita Income

2019 Per Capita Income	\$22,216	\$26,016	\$27,185
2024 Per Capita Income	\$25,534	\$29,843	\$30,598
2019-2024 Annual Rate	2.82%	2.78%	2.39%

Households by Income

Current median household income is \$54,726 in the area, compared to \$60,548 for all U.S. households. Median household income is projected to be \$60,859 in five years, compared to \$69,180 for all U.S. households

Current average household income is \$68,145 in this area, compared to \$87,398 for all U.S. households. Average household income is projected to be \$76,637 in five years, compared to \$99,638 for all U.S. households

Current per capita income is \$27,185 in the area, compared to the U.S. per capita income of \$33,028. The per capita income is projected to be \$30,598 in five years, compared to \$36,530 for all U.S. households

Housing

2019 Housing Affordability Index	192	203	204
2000 Total Housing Units	1,738	8,658	8,257
2000 Owner Occupied Housing Units	1,079	5,848	6,246
2000 Renter Occupied Housing Units	560	2,010	1,150
2000 Vacant Housing Units	99	800	861
2010 Total Housing Units	1,834	8,638	8,558
2010 Owner Occupied Housing Units	993	5,574	6,278
2010 Renter Occupied Housing Units	667	2,154	1,387
2010 Vacant Housing Units	174	910	893
2019 Total Housing Units	1,810	8,769	8,593
2019 Owner Occupied Housing Units	977	5,671	6,325
2019 Renter Occupied Housing Units	627	2,127	1,342
2019 Vacant Housing Units	206	971	926
2024 Total Housing Units	1,810	8,828	8,622
2024 Owner Occupied Housing Units	986	5,728	6,338
2024 Renter Occupied Housing Units	597	2,064	1,300
2024 Vacant Housing Units	227	1,036	984

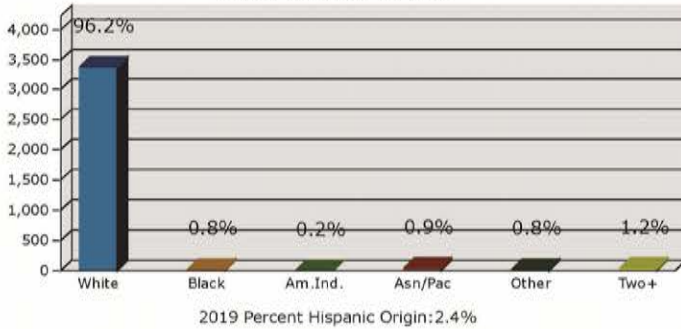
Currently, 73.6% of the 8,593 housing units in the area are owner occupied; 15.6%, renter occupied; and 10.8% are vacant. Currently, in the U.S., 56.4% of the housing units in the area are owner occupied; 32.4% are renter occupied; and 11.2% are vacant. In 2010, there were 8,558 housing units in the area - 73.4% owner occupied, 16.2% renter occupied, and 10.4% vacant. The annual rate of change in housing units since 2010 is 0.18%. Median home value in the area is \$133,043, compared to a median home value of \$234,154 for the U.S. In five years, median value is projected to change by 2.82% annually to \$152,884.

Graphic Profile

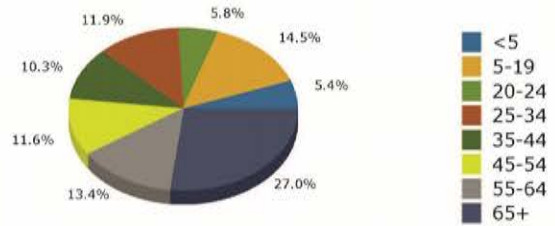
3201 Mitchell Rd, Bedford, Indiana, 47421
Ring Band: 0 - 1 mile radius



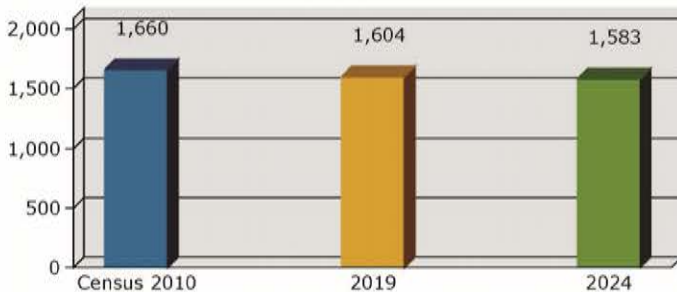
2019 Population by Race



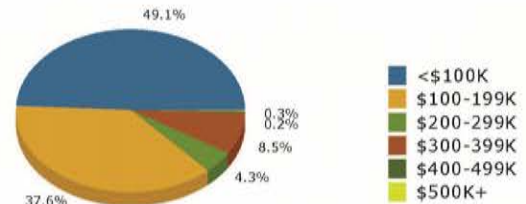
2019 Population by Age



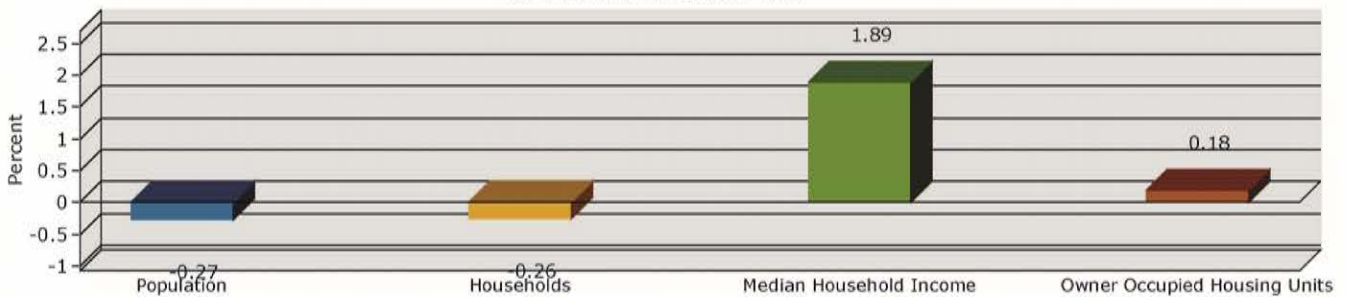
Households



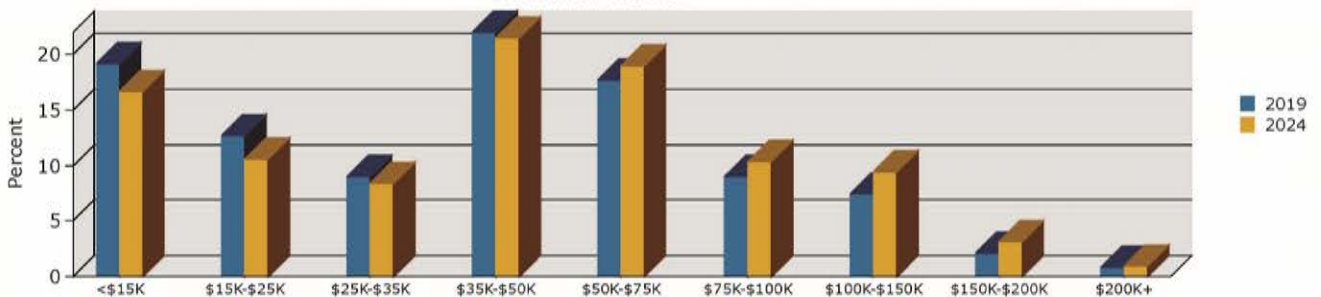
2019 Home Value



2019-2024 Annual Growth Rate



Household Income



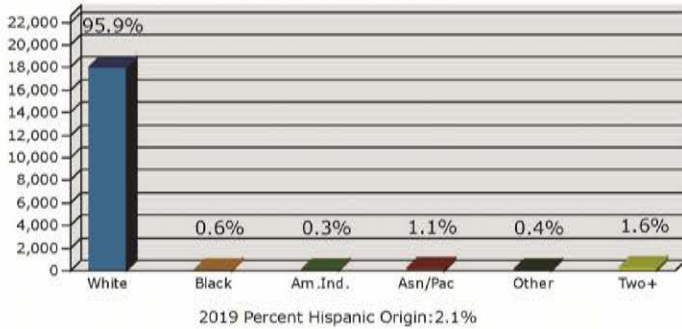
Source: U.S. Census Bureau, Census 2010 Summary File 1. Forecasts for 2019 and 2024.

Graphic Profile

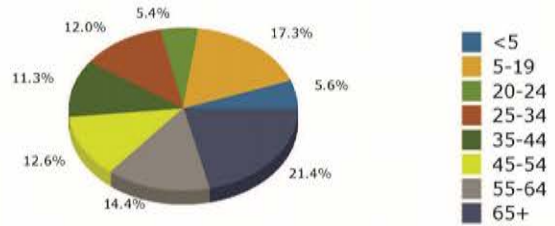
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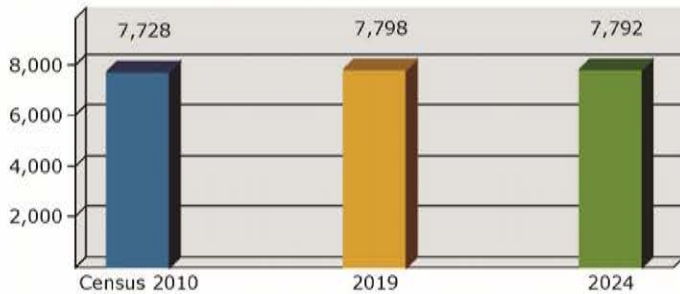
2019 Population by Race



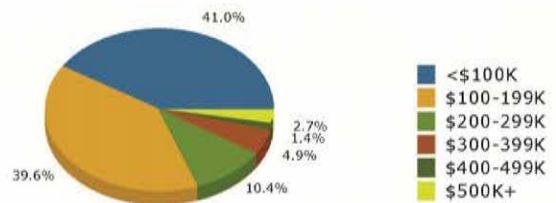
2019 Population by Age



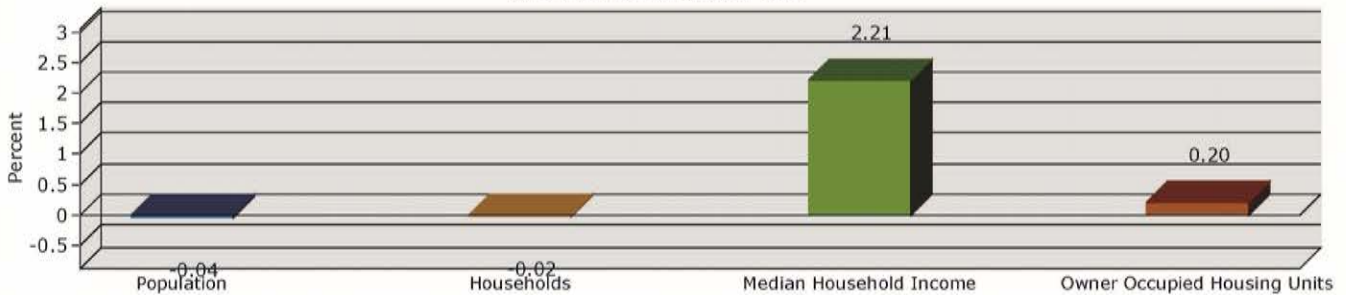
Households



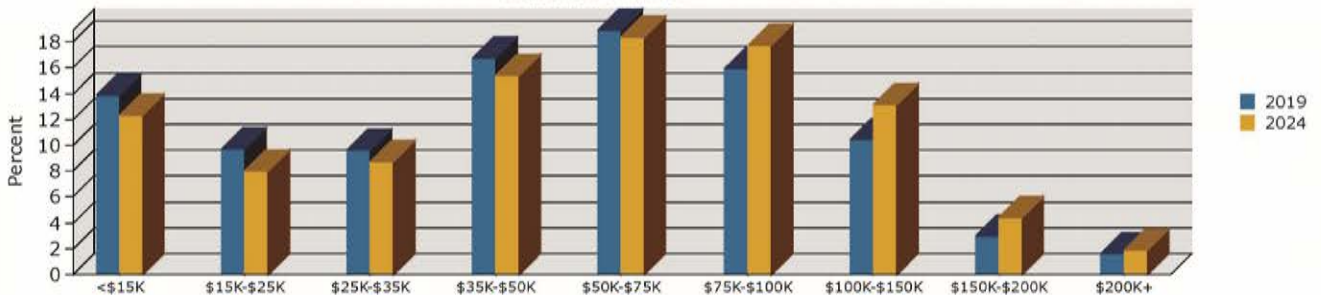
2019 Home Value



2019-2024 Annual Growth Rate



Household Income



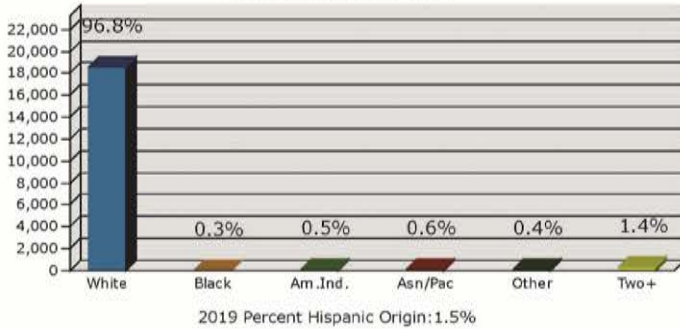
Source: U.S. Census Bureau, Census 2010 Summary File 1, Forecasts for 2019 and 2024.

Graphic Profile

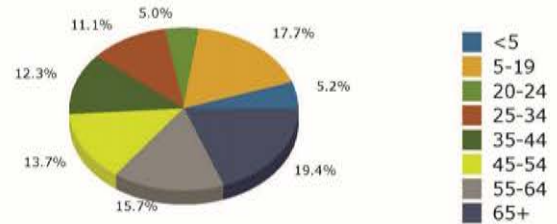
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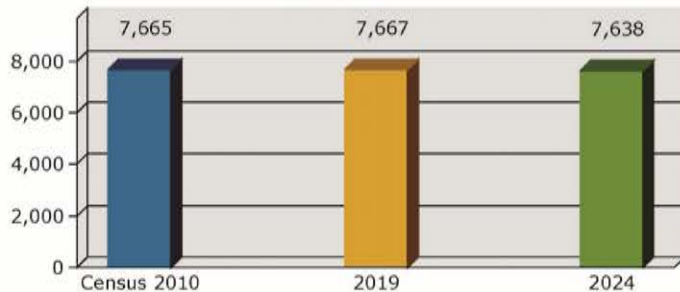
2019 Population by Race



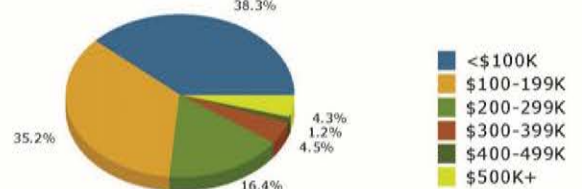
2019 Population by Age



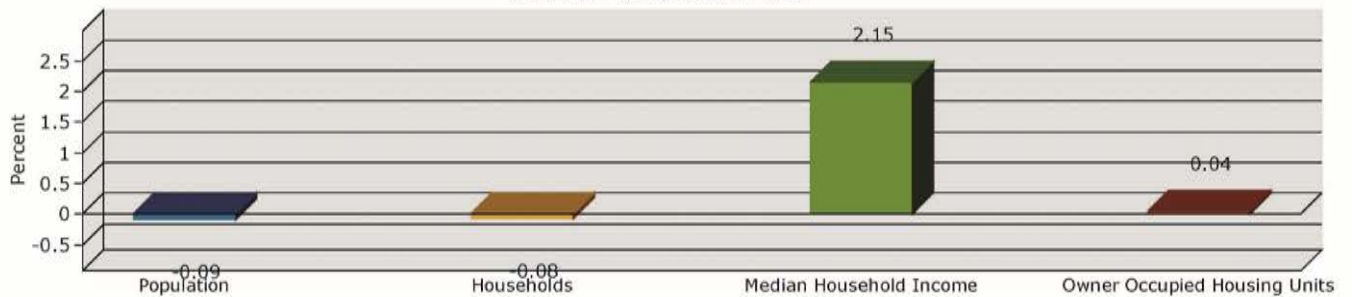
Households



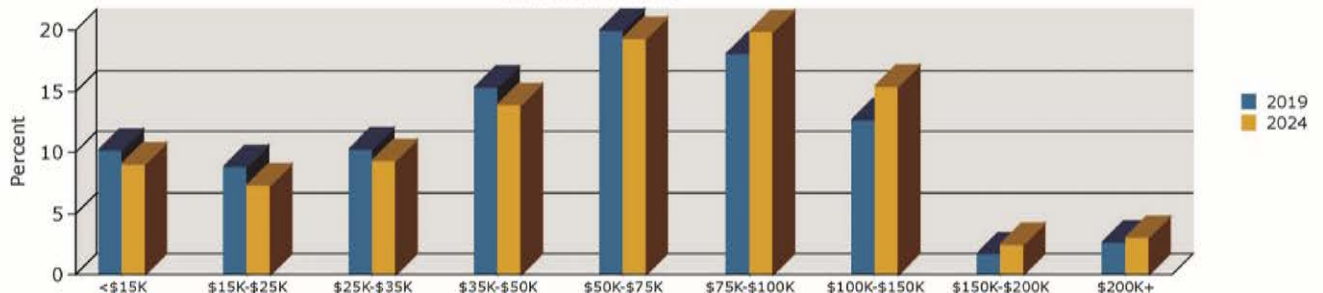
2019 Home Value



2019-2024 Annual Growth Rate



Household Income



Source: U.S. Census Bureau, Census 2010 Summary File 1, Forecasts for 2019 and 2024.

Tenant Summary

DOLLAR GENERAL®

DOLLAR GENERAL®

TENANT DESCRIPTION

Dollar General is one of the largest dollar store chains in the US, offering steep discounts on a wide array of products.

From a net lease investment perspective, Dollar General is appealing for a variety of factors, such as, but not limited to, lower price points, respectable sales record, and calculated corporate growth strategy within a market sector where they have enjoyed long standing successful performance. Dollar General's new store model is approximately 9,100 square feet on 1.00-acre parcel capable of accommodating a minimum of 30 parking spaces. Dollar General net lease properties have high visibility and full ingress/egress along retail corridors with good traffic.

All Dollar General net leased properties offer a corporate guarantee and typically new stores are NNN with 15-year initial terms. New Dollar General's lease terms usually include 10% bumps every five (5) years and in options making them a prime passive investment asset, perfect for Out-of-State investors.

Dollar General is a publicly traded company founded in 1939 by J.L. Turner in Kentucky. Dollar General offers a broad selection of merchandise, including consumables, seasonal, home products and apparel.

The stores strategically feature a low-cost, no frills building with limited maintenance capital, low operating costs, and focused merchandise offering within a broad range of categories. Dollar General stores average approximately 9,100 square feet of retail floor space with approximately 70% of the stores in towns of 20,000 or fewer people.

As of 11/2/2018 Dollar General operates 15,227 stores across 44 states. In the first three quarters of 2018, Dollar General opened 750 new stores. In 2019, Dollar General plans to open 975 additional stores. Further solidifying their ability to function effectively within a niche market where there are few competitor's.

Credit Rating	
S&P	BBB
Moody's	Baa2

Second Quarter 2019 Highlights

Net sales increased 8.4% to \$7.0 billion in the second quarter of 2019 compared to \$6.4 billion in the second quarter of 2018. This net sales increase included positive sales contributions from new stores and growth in same-store sales, modestly offset by the impact of store closures. Same-store sales increased 4.0% compared to the second quarter of 2018, driven by increases in both average transaction amount and customer traffic. Same-store sales in the second quarter of 2019 included growth in the consumables, seasonal, and home categories, partially offset by a decline in the apparel category.

Gross profit as a percentage of net sales was 30.8% in the second quarter of 2019 compared to 30.6% in the second quarter of 2018, an increase of 13 basis points. This gross profit rate increase was primarily attributable to a reduction in markdowns as a percentage of net sales and higher initial markups on inventory purchases. These factors were partially offset by higher shrink, increased distribution costs, and a greater proportion of sales coming from the consumables category, which generally has a lower gross profit rate than other product categories, and sales of lower margin products comprising a higher proportion of sales within the consumables category.

Selling, general and administrative expenses ("SG&A") as a percentage of net sales were 22.5% in the second quarter of 2019 compared to 22.2% in the second quarter of 2018, an increase of 32 basis points. This SG&A increase was primarily attributable to expenses of \$31.0 million, or 44 basis points, in the 2019 period relating to significant legal matters (the "Significant Legal Expenses"). These results also reflect an increase in expenses for store supplies. These items were partially offset by lower utilities costs as a percentage of net sales and reductions in benefits costs and in workers' compensation and general liability expenses. Adjusted SG&A as a percentage of net sales, which excludes the impact of the Significant Legal Expenses, was 22.1% in the second quarter of 2019, a decrease of 12 basis points compared to the second quarter of 2018.

Operating profit for the second quarter of 2019 grew 5.9% to \$577.8 million compared to \$545.5 million in the second quarter of 2018. Adjusted operating profit for the second quarter of 2019, which excludes the impact of the Significant Legal Expenses, grew 11.6% to \$608.8 million, compared to \$545.5 million in the second quarter of 2018.

The effective income tax rate in the second quarter of 2019 was 22.9% compared to 21.5% in the second quarter of 2018. This higher effective income tax rate was primarily due to an increase in state income taxes resulting from changes in tax law, which was partially offset by greater tax benefits associated with share-based compensation.

The Company reported net income of \$426.6 million for the second quarter of 2019 compared to \$407.2 million in the second quarter of 2018. Diluted EPS increased 8.6% to \$1.65 for the second quarter of 2019 compared to diluted EPS of \$1.52 in the second quarter of 2018. Adjusted net income and adjusted diluted EPS for the second quarter of 2019, which exclude the after-tax impact of approximately \$24.1 million, or \$0.09 per diluted share, from the Significant Legal Expenses, were \$450.7 million and \$1.74, respectively.

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