



**DOLLAR GENERAL**

610 US HIGHWAY 259 N | ORE CITY, TX

*Representative Photo*





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# EXECUTIVE SUMMARY

## LEASE HIGHLIGHTS

- Early Extension by Dollar General – Dollar General extended their lease 2 years early to a brand new 10 year term, there are currently ±9.75 years remaining on the base term with one 5-year extension option
- Extremely Strong Store Sales – The sales at this location are above the national average and trending upwards. The tenant is currently operating at an exceptionally healthy 3.9% rent-to-sales ratio!
- National Insurance Program – Dollar General has elected to put this site into their national insurance program, further proving their commitment to the market and location
- Landlord receives a percentage of sales, which have increased each year

## LOCATION HIGHLIGHTS

- Strong Operating History – Dollar General has successfully operated at this location since opening their doors in 2004. The strong store sales and willingness to extend out to a new 10 year term further show how profitable this location is for them
- Ideal Demographics – Ore City provides the optimal demographics for Dollar General, in fact, this market is their exact target demographic. The population growth is estimated at nearly 4% over the next 5 years

## TENANT HIGHLIGHTS

- Thriving Tenant – Dollar General has recently announced their 28th straight quarter of same store sales growth. This proves that the tenant is weathering the storm which has been brought on by E-Commerce or “The Amazon Effect.”
- Investment Grade Credit Company – Dollar General currently holds an S&P credit rating of “BBB,” this was recently upgraded from their previous rating of “BBB-”
- Fortune 500 Company – Dollar General currently ranks as #128 on the Fortune 500 list. Dollar General has a net worth in excess of \$25.60 Billion!
- Family Dollar just closed eliminating the competition in the area





# FINANCIAL OVERVIEW

## DOLLAR GENERAL

610 US Highway 259 N  
Ore City, TX 75683

List Price .....\$850,000

CAP Rate - Current..... 8.03%

Gross Leasable Area .....± 8,125 SF

Lot Size ..... ± 0.97 Acres (42,101 SF)

Year Built..... 2004

# DOLLAR GENERAL®

## Annualized Operating Data

	Monthly Rent	Annual Rent	Cap Rate
Current - 7/31/2028	\$5,161	\$73,942	8.03%
Extension 1	\$6,658	\$79,906	8.66%

## Expenses

Base Year Taxes	\$3,700.52
CAM	\$2,000.00
Insurance	\$0
Net Operating Income	\$68,242

## Tenant Summary

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Roof and Structure	Landlord Responsible
Original Lease Term	10 Years
Rent Commencement Date	8/1/2004
Lease Expiration Date	7/31/2028
Term Remaining on Lease	± 9.75 Years
Increases	10% In Option
Options	One, 5-Year Options

## TENANT OVERVIEW

# DOLLAR GENERAL®

Company Name	Dollar General
Parent Company Trade Name	Dollar General Corporation (NYSE: DG)
Ownership	Public
Credit Rating (S&P)	BBB
No. of Locations	± 13,000
No. of Employees	± 113,400
Headquartered	Goodlettsville, TN
Website	<a href="http://www.dollargeneral.com">www.dollargeneral.com</a>
Year Founded	1939

Dollar General is the fast-growing retailer that boasts roughly 13,000 discount stores in over 40 US states, mostly in the South, East, the Midwest, and the Southwest. It generates about 75% of its sales from consumables (including refrigerated, shelf-stable, and perishable foods) and another 10% from seasonal items. The stores also offer household products and apparel. Pricing its items at \$10 or less, Dollar General targets low-, middle-, and fixed-income shoppers while selling brand-name products from manufacturers such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo, and Coca-Cola. The retailer devotes its dollars to promotional circulars, targeted circulars that support new stores, television and radio advertising, in-store signage, and costs associated with the sponsorship of certain auto racing activities. Because Dollar General's customers typically live in small towns, the company doesn't allocate ample amounts of money to advertising. It has spent increasingly more on advertising in recent years, however, as the company expands its stores' footprint.

### STRATEGY

With its small-box stores typically measuring some 9,100 sq. ft, Dollar General targets cost-conscious consumers that prefer easier and quicker access to items than at super-sized competitors such as Wal-Mart and Costco (which are also often much farther away). Indeed, Dollar General's strategy of catering to the value conscious has paid off big, both during and after the recession. The discount retailer boasted its 26th consecutive year of same-store sales growth in 2016 (ended January), attributable to its value and convenience proposition.

### OPERATIONS

Dollar General's massive stores network is supported by 13 distribution centers that are strategically located throughout its geographic footprint. Dollar General owns several trademarks, including Dollar General, Dollar General Market, Clover Valley, DG, DG Deals, Smart & Simple, trueliving, Forever Pals, I\*Magine, OT Sport, and Sweet Smiles. It also boasts a few licenses, such as Bobbie Brooks and Fisher Price for clothing and Rexall for health and beauty aids.

### GEOGRAPHIC REACH

Dollar General operates nearly 13,000 stores in 43 US states in 2015. About 10% of its stores are in Texas and another 20% are spread across Florida, Georgia, Ohio, and North Carolina.

THE OFFERING

Property Name		Dollar General
Property Address		610 US Highway 259 N Ore City, TX 75683
Site Description		
Number of Stories		One
Year Built		2004
Gross Leasable Area (GLA)		± 8,125 SF
Lot Size		± 0.97 Acres (42,101 SF)
Type of Ownership		Fee Simple
Parking		35 Surface Spaces
Parking Ratio		4.31 : 1,000 SF
Landscaping		Professional
Construction		
Foundation		Concrete Slab
Framing		Steel
Exterior		Brick / Metal
Parking Surface		Concrete
Roof		Slightly Pitched

PARCEL MAP





## ORE CITY, TX

Ore City, or “City of the Iron Hill,” is in Upshur County of Northeast Texas. The city's nickname dates back to the Civil War where the area was frequently mined for iron ore deposits. The city is easily accessible being its location to U.S. 259 and Texas 155, two major state highways as well as Interstate 30 and Interstate 20. Ore City is under three hours from the Dallas-Forth Worth Metroplex and only an hour from Shreveport, Louisiana.

Ore City is great location for those who enjoy the outdoors. The city is surrounded by forests and hills and is located beside the Lake O' the Pines which is known for attracting fisherman, duck hunters and even water sports.

The city's cost of living is 12% below the national average making it affordable for those who enjoy quieter living while still being in reasonable commuting distance to the city of Shreveport, LA.

## CITY DEMOGRAPHICS

POPULATION	3 Mile	5 Mile	7 Mile
2023 Projection	2,746	5,336	8,987
2018 Estimate	2,655	5,166	8,643
2010 Census	2,585	5,056	8,347
2000 Census	2,420	4,857	7,886
Growth 2018 - 2023	3.43%	3.29%	3.98%

HOUSEHOLDS	3 Mile	5 Mile	7 Mile
2023 Projection	1,087	2,145	3,562
2018 Estimate	1,048	2,071	3,420
Growth 2018 - 2023	3.72%	3.57%	4.15%
INCOME	3 Mile	5 Mile	7 Mile
2018 Est. Average Household Income	\$57,344	\$57,946	\$61,659



# SHREVEPORT, LA

A photograph of the Shreveport skyline at dusk. The sky is a mix of purple, pink, and blue with scattered clouds. Several tall buildings are visible, including a prominent one with a blue-tinted top and a large glass facade. In the foreground, there are green trees and a brick wall along the water. A small blue dome structure is visible among the trees.

As the third-largest city in the state of Louisiana and the seat of Caddo Parish, Shreveport extends along the Red River. Shreveport was once a major player in United States oil business, and at one time could boast Standard Oil of Louisiana as a locally based company. Recently, Shreveport has largely transitioned into a service economy specifically within the gaming industry and tourism.



# BUSINESS CLIMATE

The Shreveport-Bossier City was recently named as a growing area for the technology industry by technology magazine “Innovation and Tech Today”. The recent increase in tech industry jobs through employers such as CSRA and Eatel has put the area on a shortlist of places to watch. The growing number of technology and IT companies located in the region has created nearly 3,000 new tech jobs in the last few years.

In addition to the tech growth, the region has seen an increase of Fortune 500 companies like CenturyLink and IBM to technology start-ups such as CyberReef Solutions. Shreveport allows those who live there to work virtually anywhere.

## POPULATION



57,159

## AVERAGE HOUSEHOLD INCOME

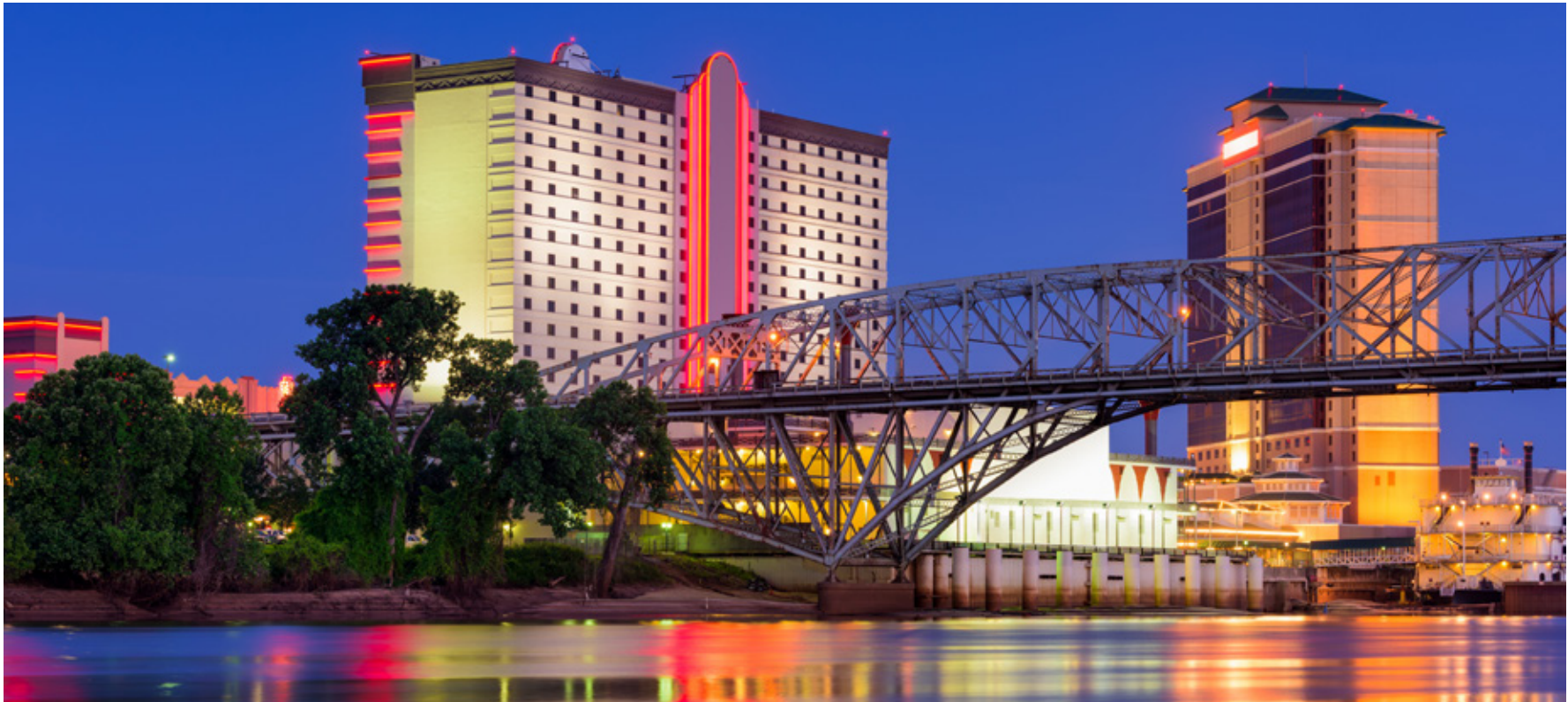


\$80,513

## NUMBER OF HOUSEHOLDS



25,875







## 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.*

### 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.

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Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
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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

## CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located at **610 US Highway 259 N, Ore City TX 75683 (“Property”)**. It has been prepared by Matthews Retail Advisors. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Retail Advisors. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Retail Advisors expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Retail Advisors or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

# EXCLUSIVELY LISTED BY

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**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES