



RENDERING

**DOLLAR  
GENERAL®**

OFFERING MEMORANDUM  
**DOLLAR GENERAL**  
WINSTON-SALEM, NC

Marcus & Millichap



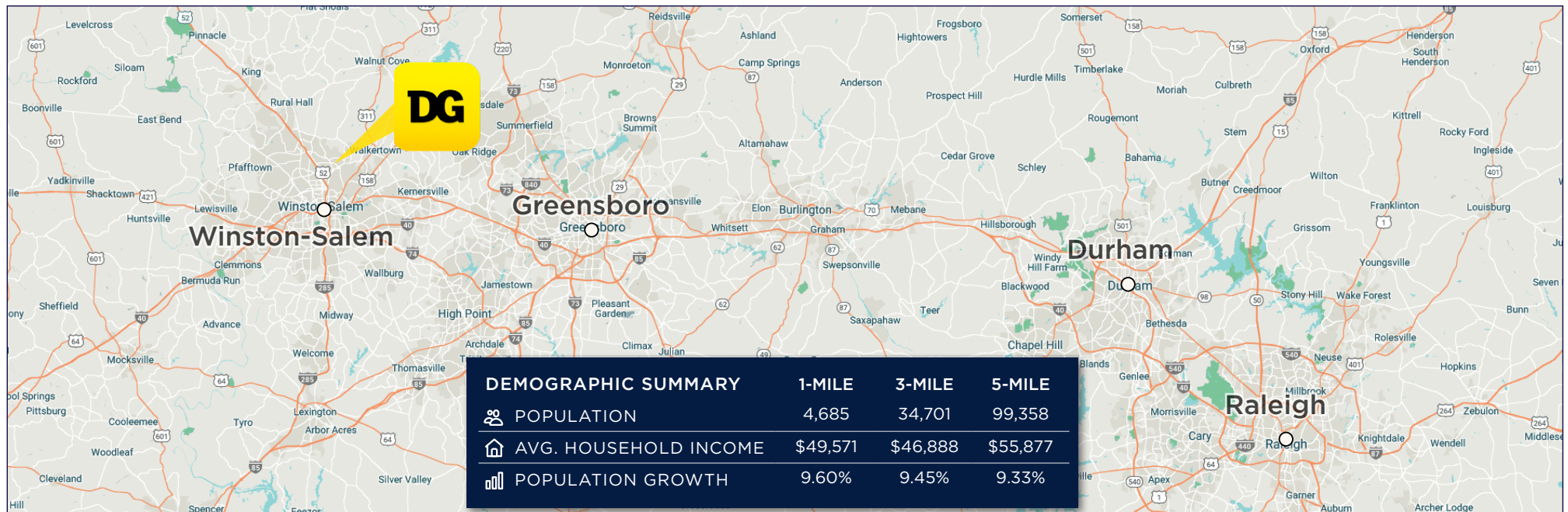
# OFFERING SUMMARY

## DOLLAR GENERAL®

1771 Motor Road, Winston-Salem, NC 27105

PRICE	\$1,992,000
CAP RATE	5.85%
NOI	\$116,520
RENTABLE SQUARE FEET	9,100
PRICE/SF	\$219
YEAR BUILT	2020
LOT SIZE	1.49 AC
TENANT TRADE NAME	Dollar General
LEASE GUARANTOR	Corporate
LEASE TYPE	NNN
ROOF & STRUCTURE	Tenant
LEASE TERM	15 Years

RENT COMMENCEMENT DATE	February 2020		
LEASE EXPIRATION DATE	February 2035		
TERM REMAINING ON LEASE	15 Years		
INCREASES	10% Increases During Options		
OPTIONS	Four, 5-Year Options		
BASE RENT	Years 1-15	\$116,520	
OPTION RENT	Years 16-20	(Option 1)	\$128,172
	Years 21-25	(Option 2)	\$140,989
	Years 26-30	(Option 3)	\$155,088
	Years 31-35	(Option 4)	\$170,596
TENANT RESPONSIBILITIES	Taxes, CAM, Insurance, Roof & Structure		
LANDLORD RESPONSIBILITIES	100% No Landlord Responsibilities		





# INVESTMENT HIGHLIGHTS

## NEW UPGRADED CONSTRUCTION STORE

- Brand New 9,100 SF build-to-suit Dollar General in Winston-Salem, NC.
- This store has upgraded construction featuring a full masonry façade and is scheduled for delivery February 2020.

## SUPERIOR DEMOGRAPHICS

- The 5-mile population of this location is 99,358 with 9.33% growth, which is superior to most Dollar General locations.

## WINSTON-SALEM

- Winston-Salem is the fifth largest city in the state of North Carolina.
- Winston-Salem is home to the corporate headquarters of BB&T, HanesBrands, Inc., Krispy Kreme Doughnuts, Inc., Lowes Foods Stores, and many more.
- Winston-Salem is also home to 6 colleges and universities including Wake Forest University.
- Medical research is a fast-growing local industry, and Wake Forest Baptist Medical Center is the largest employer in Winston-Salem.

## HOME TO WAKE FOREST UNIVERSITY

- Winston-Salem is home to Wake Forest University which currently enrolls 7,669 students and ranks in the top 30 for National Universities across the country.

## LONG TERM CORPORATE ABSOLUTE NNN LEASE

- Brand new, 15-year corporate guaranteed lease with Dollar General.
- Tenant 100% responsible for all expenses, which include taxes, CAM, insurance, roof and structure.
- 10% rent increase in each of the four, 5-year option periods.

## INVESTMENT GRADE TENANT

- Dollar General is a publicly traded (NYSE: DG) Fortune 500 company and is BBB investment grade rated.
- Currently over 16,000 locations in 45 states with 975 new locations expected to be opened this year.
- Dollar General has been in business for 80 years and has a current net worth of over \$6.2 billion.





# TENANT SUMMARY



## DOLLAR GENERAL®



**BBB**

S&P CREDIT RANKING  
INVESTMENT GRADE



**DG**

PUBLICLY  
TRADED COMPANY



**\$6.2 B**

NET  
WORTH



**80**

YEARS  
IN BUSINESS



**16,000+**

STORES IN  
45 STATES



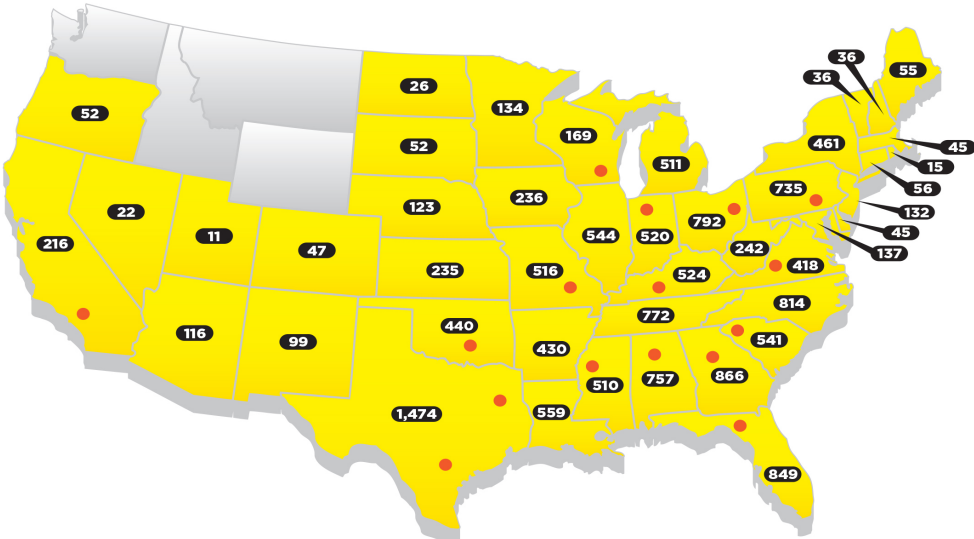
**975**

NEW STORES  
BY YEAR END

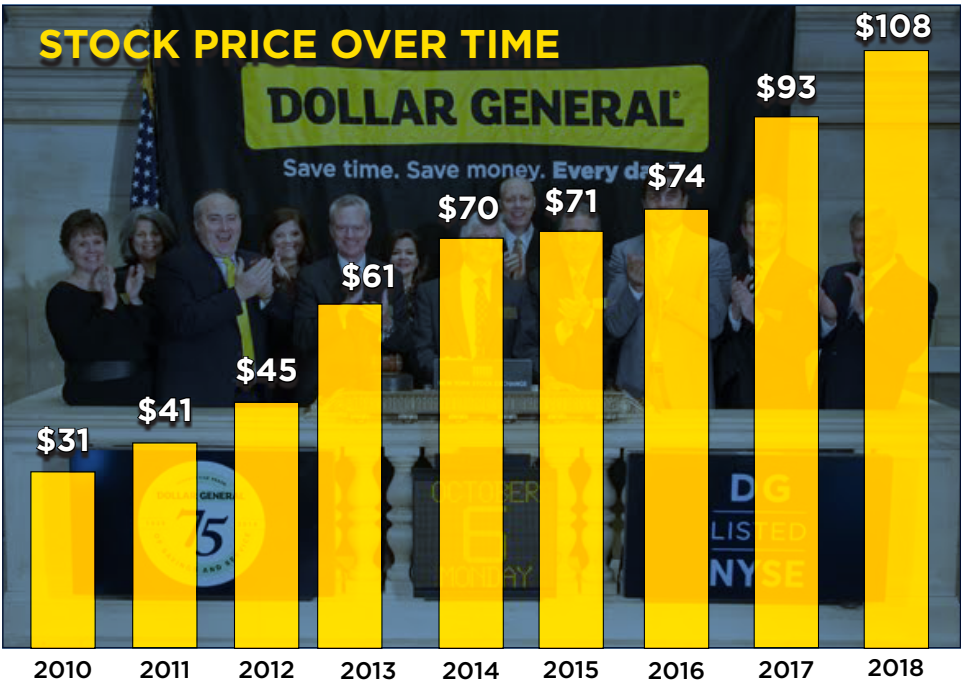
**15,597 STORES**

**IN 44 STATES**  
AS OF MAY 3, 2019

● STORES  
● DISTRIBUTION CENTER



## STOCK PRICE OVER TIME







Forsythe Technical Community College

Center for Integrative Medicine  
Wake Forest Univ. Baptist Med. Ctr.

Wake Forest Baptist Health

**WAKE FOREST UNIVERSITY**

2019 Student Enrollment  
±7,591



INTERSTATE 285

Sawtooth School for Visual Art

Lawrence Joel Veterans Memorial Coliseum

BB&T Field

UNIVERSITY OF NORTH CAROLINA  
**SCHOOL of the ARTS**

2019 Student Enrollment  
±1,144

**Winston-Salem**  
Top 50 Best US City Business Week



INTERSTATE 40

**WINSTON-SALEM STATE UNIVERSITY**

2019 Student Enrollment  
±6,500

52

61,500 VPD

Mineral Springs Middle and Elementary Schools, 885 students



6,000 VPD



8,600 VPD

Carver High School, 966 students

Quality Education Academy, 519 students

Ibrahim Elementary School, 523 students



Hall-Woodward Elementary School, 678 students

DEMOGRAPHIC SUMMARY	1-MILE	3-MILE	5-MILE
POPULATION	4,685	34,701	99,358
AVG. HOUSEHOLD INCOME	\$49,571	\$46,888	\$55,877
POPULATION GROWTH	9.60%	9.45%	9.33%

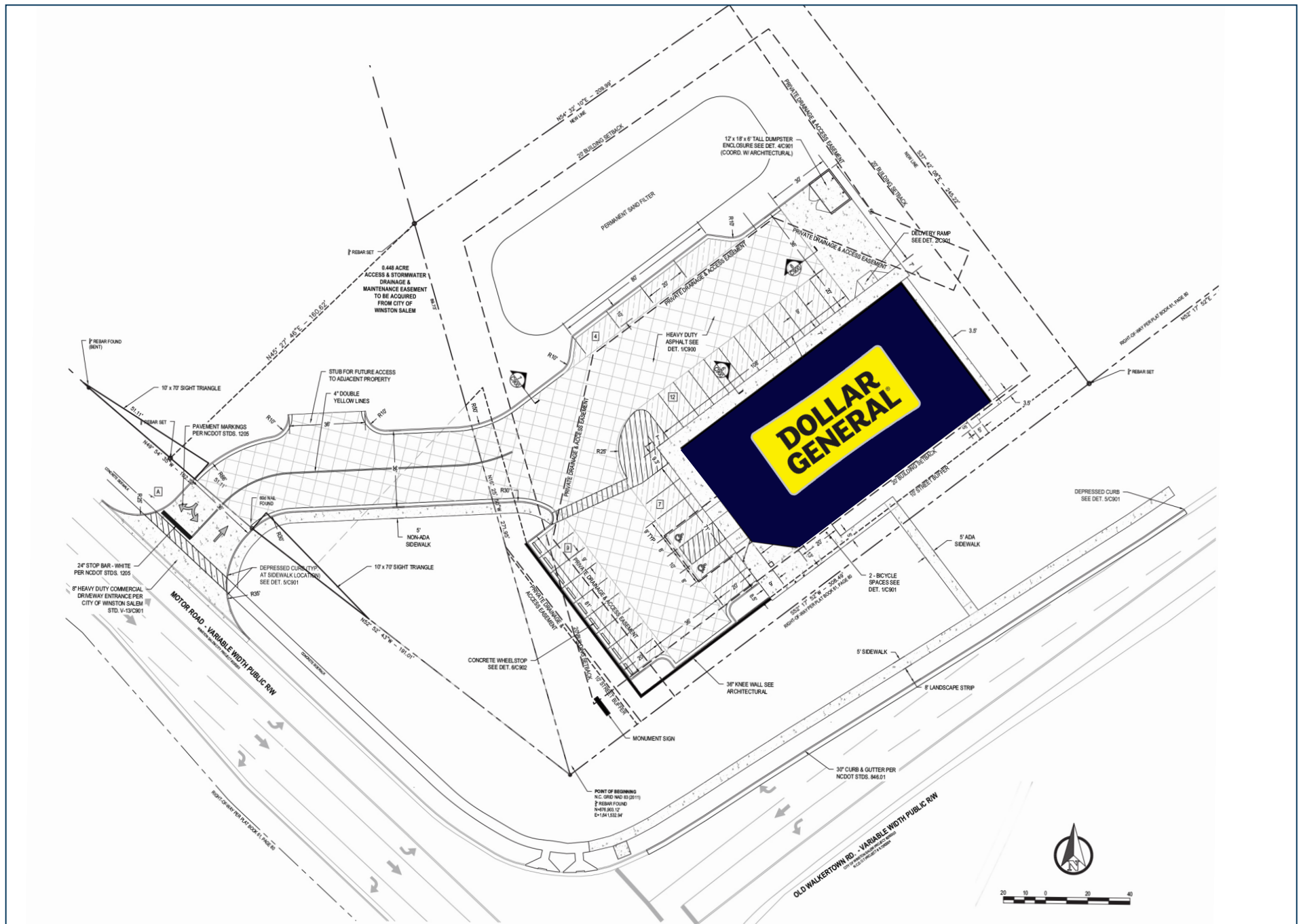
Motor Road

Old Walkertown Road





# SITE PLAN





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MARCUS & MILLICHAP REAL ESTATE INVESTMENT INC.

BENJAMIN YELM | BROKER OF RECORD | 303785 | 843-952-2300 | BENJAMIN.YELM@MARCUSMILLICHAP.COM

RENDERING



Dated:

Don McMinn  
Marcus & Millichap  
1100 Abernathy Road, NE, Suite 600  
Atlanta, GA 30328

Phone: (678) 808-2762  
Fax: (815) 550-1286  
don.mcminn@marcusmillichap.com

**Re: 1771 Motor Road Winston-Salem, NC (Dollar General)**

Dear Don:

Please accept this offer to purchase the above referenced Property. This letter expresses Purchaser's interest in purchasing the Property under the following terms and conditions:

**Purchaser** \_\_\_\_\_

**Purchaser's  
Address** \_\_\_\_\_

**Purchaser's  
Phone/Fax** \_\_\_\_\_

**Purchaser's  
Email Address** \_\_\_\_\_

**Offer Price** \_\_\_\_\_

**Earnest Money** \$25,000 earnest money deposit due within forty-eight (48) hours of the Effective Date of the Contract. The Earnest Money shall be increased to \$50,000 at the expiration of the Inspection Period and shall become non-refundable barring any other listed contingencies.

**Inspection Period** 21 Calendar Days from the Effective Date, which shall mean the date on which the latter of the parties executes a Contract. All available Due Diligence Documents ("Documents") will be forwarded immediately upon the Effective Date of the Contract.

Purchaser's Initials \_\_\_\_\_ Seller's Initials \_\_\_\_\_



**Financing Period**  
(Please Check One)

☐ **All Cash** (No Financing Period)

☐ **Financing:** Purchaser shall have ten (10) days from the Effective Date of the Contract to apply for and obtain a financing commitment. In addition, Purchaser shall have 30 days from the effective date of the contract to complete loan processing. Purchaser shall use its best efforts to secure and obtain a new first mortgage loan in the amount of \$\_\_\_\_\_ on terms which are acceptable to Purchaser.

**Closing Date**  
(Please Check One)

☐ **New Property:** Within 10 Calendar Days after rent commencement and receipt of tenant estoppel.

☐ **Existing Property** Within 10 Calendar Days after the expiration of the Inspection Period (or Financing Period if applicable).

**Closing Costs**

Seller shall pay for the transfer tax. Buyer shall pay for Title. Purchaser and Seller shall each bear its own attorneys expenses. All other Closing Costs shall be split 50-50 between Buyer and Seller.

**Property Condition**

Property is being sold "AS IS" with Seller making representations or warranties concerning the property.

**Contract within  
10 days:**

Within Ten (10) Calendar Days of the Effective Date of this Letter of Intent, Purchaser and Seller shall enter into a binding Contract (the "Contract"). Seller will Draft the Contract and Failure to reach an agreement will allow the Seller to consider this agreement void and accept offers from other parties.

**Broker Commission**

Purchaser acknowledges that Purchaser has employed \_\_\_\_\_, ("Purchaser's Brokers") to represent them in this transaction. Any commissions due the Purchaser's broker (if applicable) shall be paid by the Seller directly.

**1031 Exchange**

Purchaser ☐ is / ☐ is not (check one) completing an IRS 1031 Tax Deferred Exchange, to which the Seller agrees to cooperate providing there is no cost or expense to Seller. Purchaser has \$\_\_\_\_\_ in an exchange account from a transaction which closed escrow on \_\_\_\_\_. Purchaser will provide Seller, upon request, proof of such funds.

**Confidentiality**

Purchaser and Purchaser's agents and representatives hereby covenant with Seller that Purchaser and Purchaser's agents and representatives shall not, without the prior written consent of Seller (which consent may be withheld in Seller's sole and absolute discretion), disclose to any other person (other than Purchaser's

Purchaser's Initials \_\_\_\_\_ Seller's Initials \_\_\_\_\_



accountants and attorneys) or entity by any means whatsoever: (i) any information pertaining to the Documents; (ii) any information pertaining to the Contract; or (iii) any information or documentation (written or oral) provided by Seller or Seller's agents and representatives concerning Seller, Seller's business, Tenant, Tenant's business or the Property.

This Letter of Intent is contingent upon the prospective Purchaser's willingness to execute Seller's standard Purchase Agreement as well as review and approval of the details of the transaction proposed above by the appropriate principal parties of the Seller.

It is understood and agreed that the foregoing constitutes a *Letter of Intent* setting forth the major business points from our discussions. It is further understood that neither party intends to create any contractual rights or obligations as a result of entering into this *Letter of Intent*. No binding agreement or rights or obligations shall arise as the result of executing this letter or with respect to the proposed transactions, unless and until we execute definitive documentation incorporating the above provisions and other appropriate terms.

If the foregoing accurately reflects our discussions, please acknowledge same by returning a signed copy of this letter. Execution of this Letter of Intent by the undersigned agent in no way binds or obligates the Seller or any of its principals.

**Agreed and Accepted | Purchaser**

By: \_\_\_\_\_

Printed: \_\_\_\_\_

Dated: \_\_\_\_\_

**Agreed and Accepted | Seller**

By: \_\_\_\_\_

Printed: \_\_\_\_\_

Dated: \_\_\_\_\_

Purchaser's Initials \_\_\_\_\_ Seller's Initials \_\_\_\_\_