

DOLLAR GENERAL

**83K+ POPULATION &
\$66K+ HOUSEHOLD INCOME
WITHIN A 3-MILE RADIUS**



SUBJECT PROPERTY

EXCLUSIVE OFFERING | \$1,931,000 – 5.75% CAP

DOLLAR GENERAL | S&P RATING BBB

SECURE
NET LEASE

16211 WALLISVILLE RD, HOUSTON, TX

214.915.8892

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ALEX TOWER

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Property. New Dollar General, 7,489± SF building on 1.55± acre site. Metal Construction, Split Face Concrete Masonry, Concrete Parking Lot.

Tenant. S&P Rating BBB, operates 15,600+ stores in 44 states. Ranked 123rd within the Fortune 500 Companies. Fiscal 2018 sales of \$25.6 billion.

Lease structure. Corporate, 15-year, absolute NNN lease, with 10% rent increases at the beginning of each option.

Location. Dollar General is strategically located along Wallisville Rd. (7,615+ VPD), a main east-west thoroughfare in the region, which serves commercial and residential traffic alike. In addition, the subject property benefits from its close proximity to Wallisville Rd's intersection with Dell Dales Street (13,268+ VPD), a primary north-south passageway. Along with excellent access to vehicular traffic, Dollar General sits within reach of many notable residential developments including: Rancho Verde, Sonoma Ranch, Sterling Green, Sterling Green South, Sterling Wood, West Acres, Woodforest North and many others. Immediately west of the subject property, along Wallisville Rd, is New Forest Crossing Shopping Center, a 140,000+ outdoor shopping mall featuring many national credit tenants (PetSmart, Lowe's, CVS, Big Lots, Ross, etc), North Shore Senior High School (4,835+ Students), and San Jacinto College – North Campus (30,000+ students). The subject property is approximately 18-miles east of Downtown Houston, TX.

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DISCLAIMER

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16211 WALLISVILLE RD, HOUSTON, TX

PRICE CAP RATE:	\$1,931,000 5.75%
NET OPERATING INCOME:	\$111,024
BUILDING AREA:	7,489± Square Feet
LAND AREA:	1.55± Acres
YEAR BUILT :	2019
OWNERSHIP:	Fee Simple Interest
OCCUPANCY:	100%
CONSTRUCTION TYPE:	Metal Construction, Split Face Concrete Masonry, Concrete Parking Lot

LEASE OVERVIEW

Initial Lease Term:	15-Yrs, Plus (3), 5-Year Options to Renew
Rent Commencement:	April 2019
Lease Expiration:	April 2034
Lease Type:	Corporate Absolute NNN
Rent Increases:	10% In Option Periods
Year 1-15 Annual Rent (Current):	\$111,024
Year 16-20 Annual Rent (Option 1):	\$122,126
Year 21-25 Annual Rent (Option 2):	\$134,339
Year 26-30 Annual Rent (Option 3):	\$147,772

TENANT OVERVIEW

LESSEE: Dolgencorp. of Texas, Inc.
GUARANTOR: Dollar General Corporation



DOLLAR GENERAL | www.dollargeneral.com | S&P Rating BBB

Cal Turner founded J. L. Turner & Son, Inc. in 1939, and opened the first Dollar General store in Springfield, Kentucky in June 1955. Today, Dollar General Corporation operates as the country's largest small-box discount retailer with stores in the southern, southwestern, midwestern, and eastern United States. The stores are typically located in local neighborhoods and small communities deemed "too small" for big-box retailers. Dollar General offers both name-brand and generic merchandise—including off-brand goods and closeouts of name-brand items. Although it has the word "dollar" in the name, Dollar General is not a dollar store. Many of its offerings are priced at more than one dollar. However, goods are usually sold at set price points of penny items and up to the range of 50 to 60 dollars, not counting phone cards and loadable store gift cards. The company provides paper and cleaning products (paper towels, bath tissues, paper dinnerware, trash and storage bags, laundry, and other home cleaning supplies), packaged food and perishables (cereals, canned soups and vegetables, sugar, flour, milk, eggs, and bread), beverages, snacks (such as candies, cookies, crackers, salty snacks, and carbonated beverages), over-the-counter medicines, personal care products (soap, body wash, shampoo, dental hygiene, and foot care products), pet supplies and pet food products, seasonal products (decorations, toys, batteries, small electronics, greeting cards, and stationery) prepaid cell phones and accessories, gardening supplies, hardware, automotive, home office supplies, home products (kitchen supplies, cookware, small appliances, light bulbs, storage containers, frames, candles, and craft supplies, as well as kitchen, bed, and bath soft goods), and casual, everyday apparel (for infants, toddlers, girls, boys, women, and men, as well as socks, underwear, disposable diapers, shoes, and accessories). Since the turn of the century, Dollar General has added stores that carry a greater selection of grocery items, which operate under the name "Dollar General Market".

In 2007 Kohlberg Kravis Roberts & Co. (KKR) acquired Dollar General, privatized the company for restructuring, and took the company public again in 2009. As of July 14, 2018, Dollar General operated 15,000+ stores in 44 states. The company ranks 159th within the Fortune 500 Companies. Fiscal 2018 sales exceeded \$25.6 billion with net income of \$1.6 billion.

16211 WALLISVILLE RD, HOUSTON, TX

2018 Financial Highlights:

- Net Sales Increase of 9.2% to \$25.6 Billion
- Same-Store Sales Increase of 3.2%
- 29th Consecutive Year of Same-Stores Sale Growth
- Net Income Increased to \$1.6 Billion (\$1.5 Billion in 2017)

Investment Highlights:

- Dollar General is the Country's Largest Small-Box Discount Retailer
- Corporate guaranty by investment grade tenant: Dollar General (S&P:BBB)
- Absolute NNN Lease – No Landlord Responsibility



CLICK HERE FOR ARTICLE : [DOLLAR GENERAL](#)



16211 WALLISVILLE RD, HOUSTON, TX



How Dollar General Became Rural America's Store of Choice

By Sarah Nassauer

EVANSVILLE, Tenn.— (*The Wall Street Journal*) —The local Dollar General store, built on a rural highway and surrounded by farmland, sells no fresh meat, greens or fruit. The selection echoes a suburban drugstore chain, from shower curtains to breakfast cereal, toilet paper, plastic toys and camouflage-pattern socks. Refrigerators and freezers on one wall hold milk, eggs and frozen pizza. Many items are sold in mini bottles or small bags, keeping costs lower than a trip to the Wal-Mart Supercenter down the road. The two registers are staffed by one cashier, except during rush hours after school and after work.

Dollar General is expanding because rural America is struggling. With its convenient locations for frugal shoppers, it has become one of the most profitable retailers in the U.S. and a lifeline for lower-income customers bypassed by other major chains. Dollar General Corp.'s 14,000 stores yielded more than double the profit of Macy's Inc. on less revenue during its most recent fiscal year. And its \$22 billion market value eclipses the largest U.S. grocery chain, Kroger Co., which has five times the revenue. The retailer relies on rapid store openings to keep revenue climbing and investors happy; 2016 marked its 27th consecutive year of sales growth in stores open at least a year. While many large retailers are closing locations, Dollar General executives said they planned to build thousands more stores, mostly in small communities that have otherwise shown few signs of the U.S. economic recovery.

Dollar-store chains flourished in the wake of the recession. Wal-Mart opened more than 100 mostly rural Wal-Mart Express stores, a chain the company has since closed, selling dozens of the stores to Dollar General last year. Dollar General executives said in 2012 the chain would shift more attention to cities, attempting to assuage investors who worried the company's growth could stall. Instead, demand by rural shoppers kept Dollar General's focus on sparsely populated communities. In 2013, Dollar General refined its formula for new locations, incorporating such data as proximity to a post office or church. The company identified 14,000 spots, with "the highest improvement in opportunities in small town and rural markets," Mr. Dreiling told analysts in 2014. The company has since opened hundreds of diminutive stores, about the size of a basketball court, that can generate profits in communities with fewer than 1,000 homes, Mr. Vasos said. This year, the company bought 322 stores from a private-equity firm that had bought them from Dollar Tree as it sought antitrust approval for the Family Dollar purchase. The acquisition included stores in Brooklyn, N.Y., Chicago and other cities, locations that will be a useful testing ground, he said

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Dollar General shifting to self-distribution of fresh and frozen

DG Fresh program now under way at 300 stores in Northeast

By Russell Redman (March 15, 2019)

Supermarket News — Dollar General Corp. is taking the expansion of perishables at its stores into its own hands.

CEO Todd Vasos yesterday unveiled DG Fresh, a new initiative for Dollar General to migrate to self-distribution of perishables, mainly fresh and frozen food. In a conference call on fiscal 2018 results, he said the deep-discount chain began the effort early this year and is now distributing perishable items to about 300 stores in the Northeast from a new cold storage facility the company owns in Pottsville, Pa.

“By the end of this fiscal year, our goal is to be serving as many as 5,000 stores from up to four new DG Fresh distribution facilities,” Vasos told analysts on the call. “Beyond 2019, our goal is to fully implement DG Fresh initiatives chainwide within three to four years as an annual rollout phase, similar to what you see in 2019.”

Vasos and Chief Financial Officer John Garratt acknowledged that DG Fresh’s startup costs will create an expense headwind this year. However, they noted that the program will be accretive to sales and operating margin over time.

Beside helping Dollar General trim product costs and boost in-stock levels for perishables, DG Fresh will “allow us to control our own destiny in fresh foods,” according to Vasos.

“We can carry more of the fresh products and brands our customers want,” he said. “These include Better For You items and national brands. Today, there are many items we cannot cost-effectively procure through our current model. In addition, self distribution will allow us to offer a wider selection of our own private brands to provide our customers with even more compelling value. Overall, we expect DG Fresh to allow us to do a better job of tailoring our product selection to fit the needs of our customers, particularly in rural areas.”

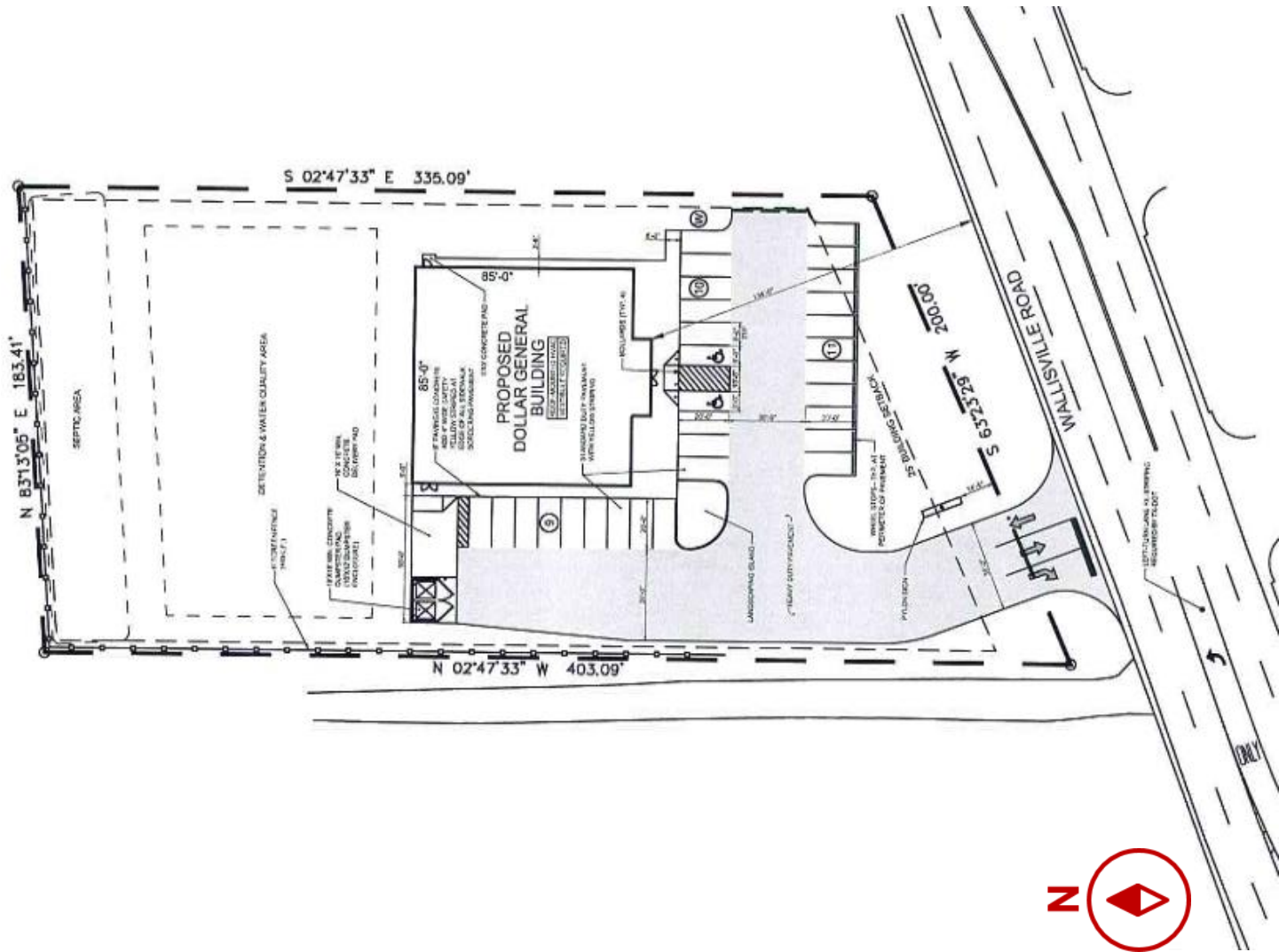
“While our initial focus is on distributing the types of fresh and frozen products we already carry, this approach also provides a potential path forward to expanding our produce offering to more of our stores in the future,” he added...

Source: <https://www.supermarketnews.com/store-design-construction/dollar-general-shifting-self-distribution-fresh-and-frozen>

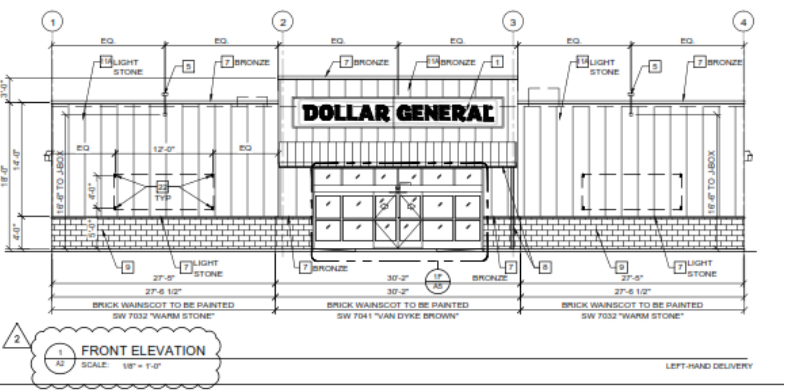
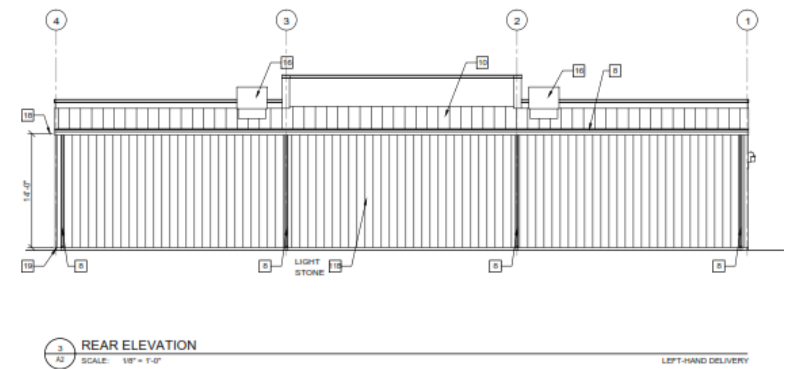
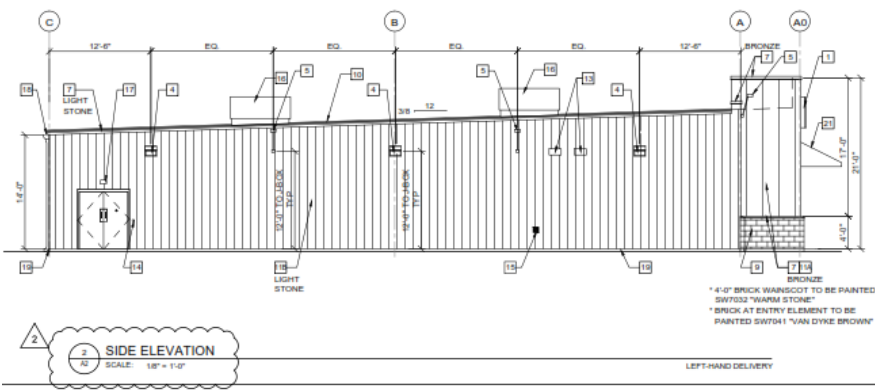
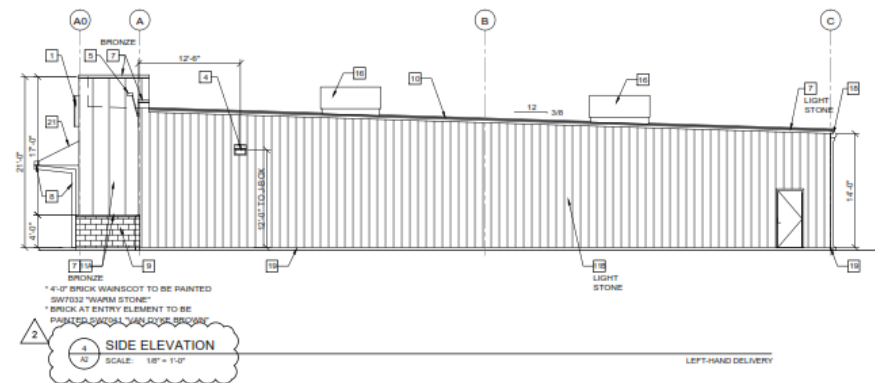
16211 WALLISVILLE RD, HOUSTON, TX



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LOCATION OVERVIEW
7-ELEVEN, INC.

16211 WALLISVILLE RD, HOUSTON, TX

New Forest Crossing Shopping Center



San Jacinto College - Campus Facility



IMMEDIATE TRADE AREA

Dollar General is strategically located along Wallisville Rd. (7,615+ VPD), a main east-west thoroughfare in the region, which serves commercial and residential traffic alike. In addition, the subject property benefits from its close proximity to Wallisville Rd's intersection with Dell Dales Street (13,268+ VPD), a primary north-south passageway. Along with excellent access to vehicular traffic, Dollar General sits within reach of many notable residential developments including: Rancho Verde, Sonoma Ranch, Sterling Green, Sterling Green South, Sterling Wood, West Acres, Woodforest North and many others. Immediately west of the subject property, along Wallisville Rd, is New Forest Crossing Shopping Center, a 140,000+ outdoor shopping mall featuring many national credit tenants (PetSmart, Lowe's, CVS, Big Lots, Ross, etc), North Shore Senior High School (4,835+ Students), and San Jacinto College – North Campus (30,000+) students. With close proximity to so many major residential communities, the trade area features above average population density and household incomes within a 3-mile radius, 83,000+ and \$66k, respectively. The subject property is approximately 18-miles east of Downtown Houston, TX.

LOCATION OVERVIEW

7-ELEVEN, INC.

16211 WALLISVILLE RD, HOUSTON, TX



Downtown Houston, TX

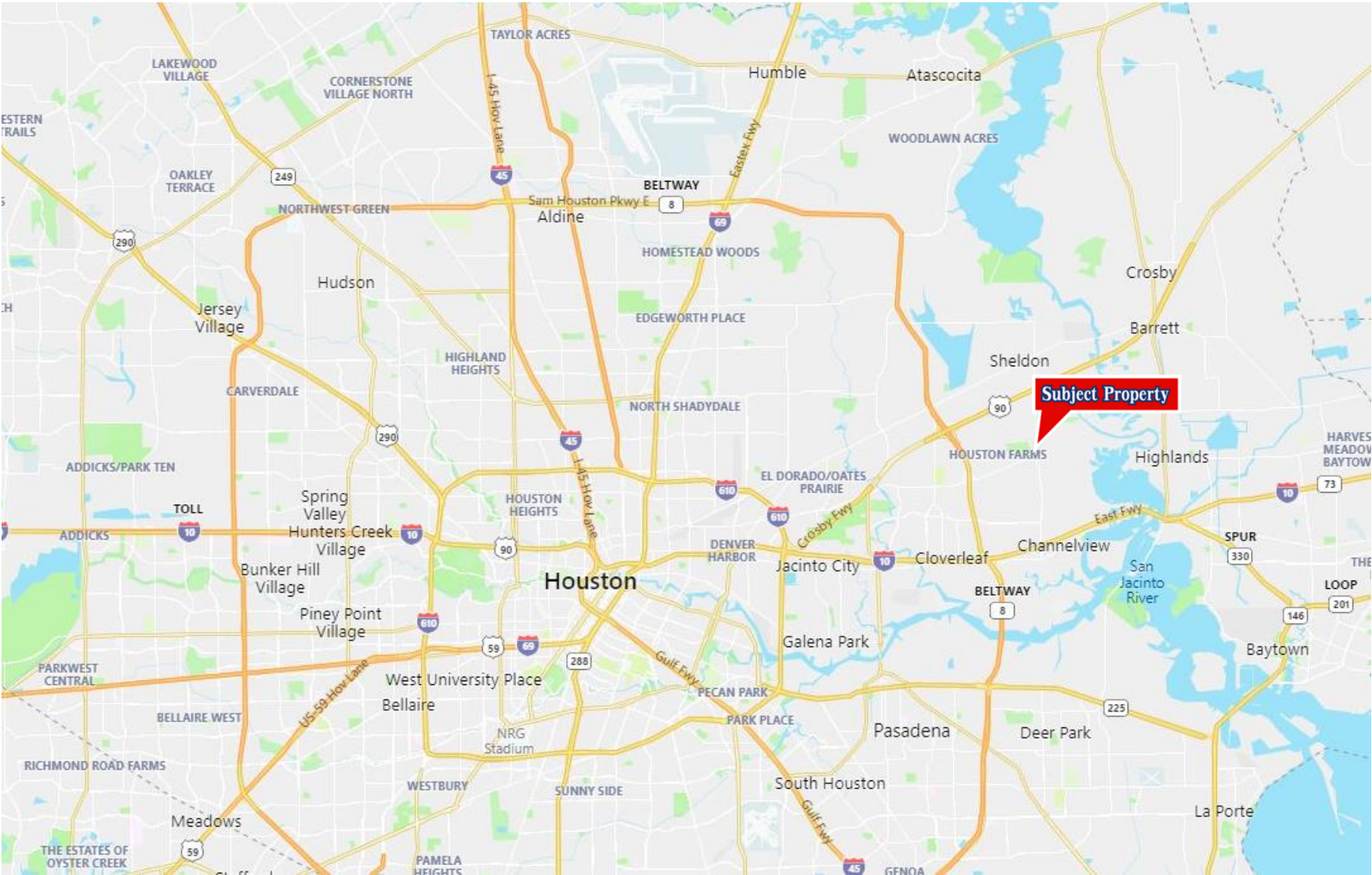
HOUSTON-SUGAR LAND-BAYTOWN METROPOLITAN AREA

The Houston-Sugar Land-Baytown Metropolitan Statistical Area (MSA), colloquially known as Greater Houston, is the 5th largest in the United States with a population of 6,772,852 as of 2016. From 2000 to 2030, the metropolitan area is projected by Woods & Poole Economics to rank 5th in the nation in population growth—adding 2.66 million people. In 2006, Greater Houston ranked 1st in Texas and 3rd in the U.S. within the category of "Best Places for Business and Careers" by Forbes. The Greater Houston Gross Metropolitan Product (GMP) in 2005 was \$308.7 billion, up 5.4 percent from 2004 in constant dollars. By 2016, the GMP rose to \$491 billion, 6th in the nation. Only 26 nations other than the United States have a GDP exceeding the Greater Houston GMP. Mining, which in Houston is almost entirely oil and gas exploration and production, accounts for 11 percent of Greater Houston's GMP.

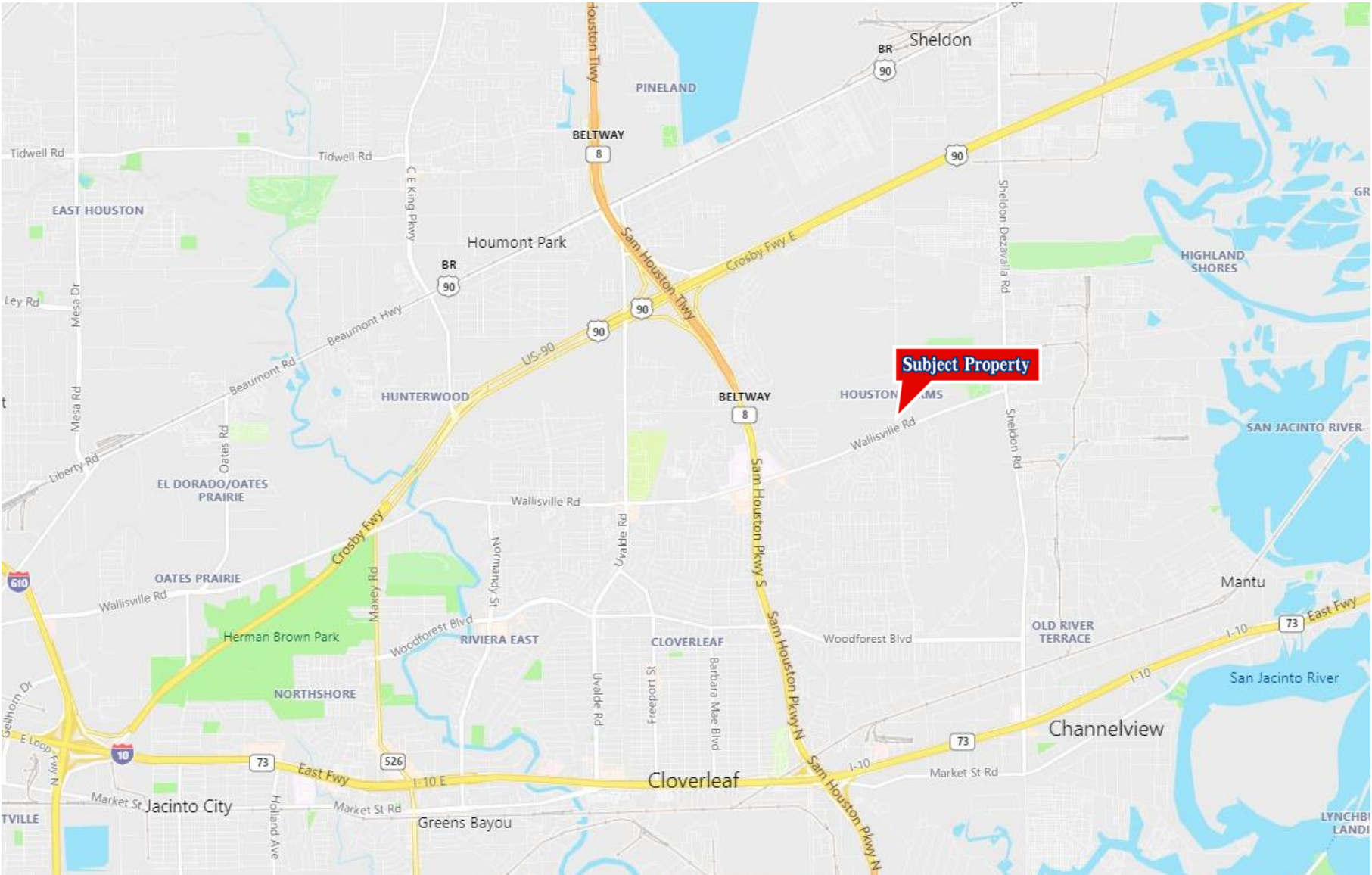
Houston is 2nd to New York City in Fortune 500 headquarters. Galveston Bay and the Buffalo Bayou together form one of the most important shipping hubs in the world, and the Port of Houston, the Port of Texas City, and the Port of Galveston are all major seaports located in Greater Houston. The area is one of the leading centers of the energy industry, particularly petroleum processing, and many companies have large operations in this region. The MSA comprises the largest petrochemical manufacturing area in the world, including for synthetic rubber, insecticides, and fertilizers. Much of metro area's success as a petrochemical complex is enabled by the Houston Ship Channel. The area is also the world's leading center for building oilfield equipment, and is a major center of biomedical research, aeronautics, and high-technology.

Houston is home to the Texas Medical Center—the largest medical center in the world—several universities (including Rice University, Texas Southern University, and The University of Houston), and two of the largest systems of higher learning in the United States (The Houston and Lone Star Community College systems). The University of Houston's annual impact on the Houston-area's economy alone equates to that of a major corporation: \$1.1 billion in new funds attracted annually to the Houston area, \$3.13 billion in total economic benefit, and 24,000 local jobs generated. CNN/Money and Money Magazine have recognized 5 cities in the Greater Houston area the past 3-years as part of its 100 Best Places to Live in the United States.

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16211 Wallisville Rd				
Houston, TX 77049				
		1 mi radius	3 mi radius	5 mi radius
POPULATION	2019 Estimated Population	10,433	83,828	149,145
	2024 Projected Population	10,742	86,402	153,733
	2010 Census Population	7,174	69,223	124,411
	2000 Census Population	2,497	54,006	100,304
	Projected Annual Growth 2019 to 2024	0.6%	0.6%	0.6%
	Historical Annual Growth 2000 to 2019	16.7%	2.9%	2.6%
HOUSEHOLDS	2019 Estimated Households	3,191	26,054	47,227
	2024 Projected Households	3,396	27,852	50,472
	2010 Census Households	2,098	20,611	37,726
	2000 Census Households	730	16,975	31,968
	Projected Annual Growth 2019 to 2024	1.3%	1.4%	1.4%
	Historical Annual Growth 2000 to 2019	17.7%	2.8%	2.5%
AGE	2019 Est. Population Under 10 Years	18.0%	17.1%	16.8%
	2019 Est. Population 10 to 19 Years	17.0%	16.9%	16.7%
	2019 Est. Population 20 to 29 Years	14.8%	14.4%	14.3%
	2019 Est. Population 30 to 44 Years	23.8%	21.7%	21.6%
	2019 Est. Population 45 to 59 Years	16.5%	17.4%	17.5%
	2019 Est. Population 60 to 74 Years	7.8%	9.9%	10.2%
	2019 Est. Population 75 Years or Over	2.0%	2.7%	2.9%
	2019 Est. Median Age	29.1	30.4	30.7
MARITAL STATUS & GENDER	2019 Est. Male Population	50.0%	49.9%	50.0%
	2019 Est. Female Population	50.0%	50.1%	50.0%
	2019 Est. Never Married	34.3%	36.4%	37.1%
	2019 Est. Now Married	51.6%	44.4%	43.2%
	2019 Est. Separated or Divorced	11.6%	15.9%	16.0%
	2019 Est. Widowed	2.5%	3.3%	3.7%
INCOME	2019 Est. HH Income \$200,000 or More	3.9%	3.1%	3.2%
	2019 Est. HH Income \$150,000 to \$199,999	7.3%	5.6%	5.0%
	2019 Est. HH Income \$100,000 to \$149,999	22.5%	14.9%	13.8%
	2019 Est. HH Income \$75,000 to \$99,999	18.7%	14.3%	14.0%
	2019 Est. HH Income \$50,000 to \$74,999	20.4%	21.7%	21.6%
	2019 Est. HH Income \$35,000 to \$49,999	11.0%	13.9%	14.2%
	2019 Est. HH Income \$25,000 to \$34,999	7.0%	10.1%	9.6%
	2019 Est. HH Income \$15,000 to \$24,999	3.9%	8.6%	9.7%
	2019 Est. HH Income Under \$15,000	5.4%	7.8%	8.9%
	2019 Est. Average Household Income	\$75,224	\$66,712	\$63,641
	2019 Est. Median Household Income	\$78,017	\$62,530	\$59,587
	2019 Est. Per Capita Income	\$23,017	\$20,749	\$20,171
	2019 Est. Total Businesses	50	1,564	3,409
	2019 Est. Total Employees	515	16,565	38,042

16211 Wallisville Rd				
Houston, TX 77049				
		1 mi radius	3 mi radius	5 mi radius
LABOR FORCE	2019 Est. Labor Population Age 16 Years or Over	7,408	60,731	108,562
	2019 Est. Civilian Employed	64.3%	63.9%	62.4%
	2019 Est. Civilian Unemployed	3.2%	3.5%	3.6%
	2019 Est. in Armed Forces	-	-	-
	2019 Est. not in Labor Force	32.5%	32.6%	33.9%
	2019 Labor Force Males	49.5%	49.3%	49.5%
OCCUPATION	2019 Labor Force Females	50.5%	50.7%	50.5%
	2019 Occupation: Population Age 16 Years or Over	4,765	38,831	67,693
	2019 Mgmt, Business, & Financial Operations	11.6%	8.8%	8.8%
	2019 Professional, Related	14.2%	13.6%	13.3%
	2019 Service	14.9%	15.8%	16.3%
	2019 Sales, Office	23.9%	25.3%	23.5%
	2019 Farming, Fishing, Forestry	-	-	-
	2019 Construction, Extraction, Maintenance	14.7%	15.5%	16.4%
	2019 Production, Transport, Material Moving	20.7%	20.9%	21.6%
	2019 White Collar Workers	49.7%	47.7%	45.6%
TRANSPORTATION TO WORK	2019 Blue Collar Workers	50.3%	52.3%	54.4%
	2019 Drive to Work Alone	86.2%	84.3%	83.8%
	2019 Drive to Work in Carpool	9.9%	10.7%	10.9%
	2019 Travel to Work by Public Transportation	0.4%	0.8%	1.0%
	2019 Drive to Work on Motorcycle	-	-	-
	2019 Walk or Bicycle to Work	0.1%	1.2%	1.2%
TRAVEL TIME	2019 Other Means	-	0.7%	0.9%
	2019 Work at Home	3.2%	2.3%	2.2%
	2019 Travel to Work in 14 Minutes or Less	17.0%	18.5%	17.9%
	2019 Travel to Work in 15 to 29 Minutes	32.0%	33.0%	32.9%
	2019 Travel to Work in 30 to 59 Minutes	35.7%	36.6%	34.8%
CONSUMER EXPENDITURE	2019 Travel to Work in 60 Minutes or More	10.2%	7.9%	8.4%
	2019 Average Travel Time to Work	27.2	25.9	25.9
	2019 Est. Total Household Expenditure	\$185.21 M	\$1.38 B	\$2.43 B
	2019 Est. Apparel	\$6.59 M	\$48.89 M	\$85.65 M
	2019 Est. Contributions, Gifts	\$10.12 M	\$74.54 M	\$130.68 M
	2019 Est. Education, Reading	\$5.71 M	\$41.76 M	\$73.19 M
	2019 Est. Entertainment	\$10.51 M	\$77.38 M	\$135.36 M
	2019 Est. Food, Beverages, Tobacco	\$28.7 M	\$215.52 M	\$378.49 M
	2019 Est. Furnishings, Equipment	\$6.53 M	\$48.08 M	\$84.08 M
	2019 Est. Health Care, Insurance	\$16.89 M	\$126.83 M	\$222.6 M
	2019 Est. Household Operations, Shelter, Utilities	\$59.68 M	\$449.82 M	\$791.03 M
	2019 Est. Miscellaneous Expenses	\$3.47 M	\$25.83 M	\$45.31 M
	2019 Est. Personal Care	\$2.49 M	\$18.51 M	\$32.45 M
	2019 Est. Transportation	\$34.52 M	\$255.89 M	\$447.82 M



Approved by the Texas Real Estate Commission for Voluntary Use
*Texas law requires all real estate licensees to give the following information about
 brokerage services to prospective buyers, tenants, sellers and landlords.*

Information About Brokerage Services

Before working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer's agent represents the buyer. A broker may act as an intermediary between the parties if the parties consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

IF THE BROKER REPRESENTS THE OWNER:

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written - listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information known to the agent.

IF THE BROKER REPRESENTS THE BUYER:

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

IF THE BROKER ACTS AS AN INTERMEDIARY:

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License Act. The broker must obtain the written consent of each party to the transaction to act as an

intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

(1) shall treat all parties honestly;

(2) may not disclose that the owner will accept a price less than the asking price unless authorized in writing to do so by the owner;

(3) may not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and

(4) may not disclose any confidential information or any information that a party specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions of the other party.

If you choose to have a broker represent you, you should enter into a written agreement with the broker that clearly establishes the broker's obligations and your obligations. The agreement should state how and by whom the broker will be paid. You have the right to choose the type of representation, if any, you wish to receive. Your payment of a fee to a broker does not necessarily establish that the broker represents you. If you have any questions regarding the duties and responsibilities of the broker, you should resolve those questions before proceeding.

Real estate licensee asks that you acknowledge receipt of this information about brokerage services for the licensee's records.

Buyer, Seller, Landlord or Tenant

Date

Texas Real Estate Brokers and Salespersons are licensed and regulated by the Texas Real Estate Commission (TREC). If you have a question or complaint regarding a real estate licensee, you should contact TREC at P.O. Box 12188, Austin, Texas 78711-2188, 512-936-3000 (<http://www.trec.texas.gov>)