



TRINITY

REAL ESTATE INVESTMENT SERVICES

Under
Construction

**DOLLAR
GENERAL**



NEW DEVELOPMENT NM DOLLAR GENERAL

1110 PARKHILL DRIVE, LAS CRUCES, NM 88012

\$1,672,353

6.45% CAP

TRINITYREIS.COM

Similar Store Prototype

**DOLLAR
GENERAL**

LAS CRUCES, NM

\$1,672,353 | 6.45% CAP

- 15-Year Absolute NNN Lease Dollar General - Rent Set to Commence End of January 2020
- Las Cruces has a Population Over 100,000
- Ideally Located at the Entrance of Parkhill Estates - New Subdivision - Avg. List Price of \$195K
- 2nd Largest City in the State of New Mexico
- Property is Surrounded by Residential Neighborhoods
- Tremendous Foot/Vehicle Traffic in Front of Location

EXCLUSIVELY MARKETING BY:

BRANSON BLACKBURN

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CHANCE HALES

806.679.9776 | Chance@trinityreis.com

MATT DAVIS

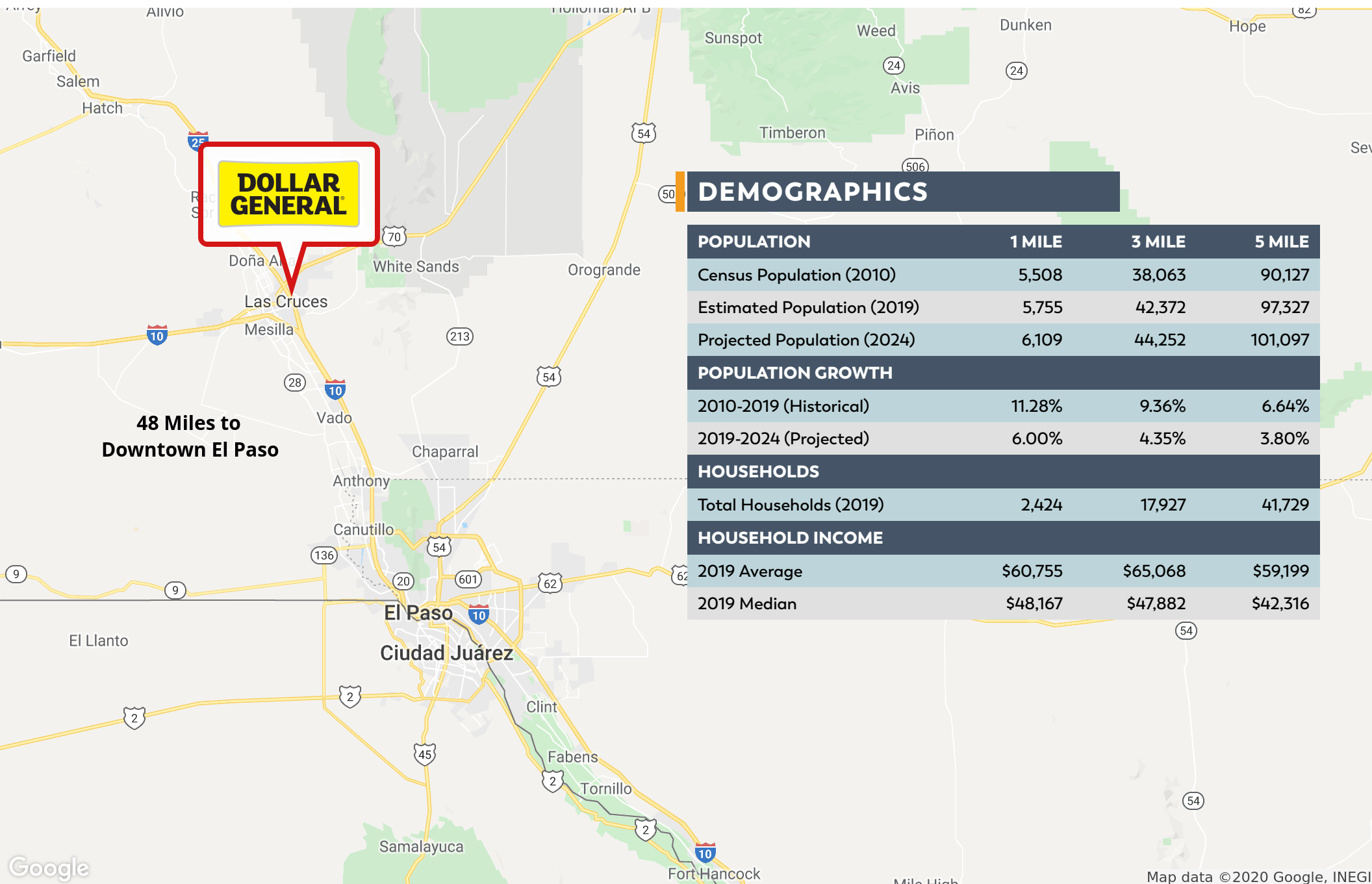
325.513.6406 | Matt@trinityreis.com

PROPERTY DETAILS:

Building Area:	9,026 SF
Land Area:	.95 AC
Year Built:	2019
Guarantor:	Dollar General Inc. (NYSE: DG)
Price (Psf):	\$185.28

LEASE OVERVIEW:

Remaining Lease Term:	15 Years
Rent Commencement:	1/20/2020
Lease Expiration:	1/31/2035
Base Annual Rent:	\$107,867
Lease Type:	NNN
Scheduled Rent Increases:	In Option Periods
Options & Increases:	Three (3), 5-Year; 10%
Insurance:	PAID BY Tenant
Parking Lot Maintenance:	PAID BY Tenant
Property Taxes:	PAID BY Tenant
Roof & Structure:	PAID BY Tenant
HVAC:	PAID BY Tenant



DEMOGRAPHICS

POPULATION	1 MILE	3 MILE	5 MILE
Census Population (2010)	5,508	38,063	90,127
Estimated Population (2019)	5,755	42,372	97,327
Projected Population (2024)	6,109	44,252	101,097
POPULATION GROWTH			
2010-2019 (Historical)	11.28%	9.36%	6.64%
2019-2024 (Projected)	6.00%	4.35%	3.80%
HOUSEHOLDS			
Total Households (2019)	2,424	17,927	41,729
HOUSEHOLD INCOME			
2019 Average	\$60,755	\$65,068	\$59,199
2019 Median	\$48,167	\$47,882	\$42,316

- Las Cruces is the second largest city in New Mexico with 101,700+ residents. The Las Cruces metropolitan area has an estimated population of 213,800+ and encompasses all of Doña Ana County and is part of the larger El Paso-Las Cruces combined statistical area.
- Las Cruces is the home of New Mexico State University (NMSU) with a student body of 24,500+. Students at NMSU can pursue their associate, bachelor's, master's, and doctoral degrees through its main campus and four community colleges.
- Virgin Galactic was established in Las Cruces in 2004. Virgin Galactic is a spaceflight company within the Virgin Group. It is developing commercial spacecraft and aims to provide suborbital spaceflights to space tourists in coming years.
- Annually, Las Cruces hosts a multitude of cultural events attracting tourists from surrounding areas. Between wine festivals, the Renaissance ArtsFaire, their Cinco de Mayo celebration, the New Mexico State Fair, and more, the city maintains an energy of celebration throughout the year.

LAS CRUCES **5 MILE RADIUS** KEY DEMOGRAPHICS



97,327

2019 Total
Population



\$59,199

2019 Average
Household Income



3.80%

2019-2024
Growth/Yr:
Population



Map data © 2020 Imagery © 2020 , CNES / Airbus, Landsat / Copernicus, Maxar Technologies, NMRGIS, U.S. Geological Survey, USDA Farm Service Agency

RETAIL MAP

1110 PARKHILL DRIVE | LAS CRUCES, NM



Actual Property



Under
Construction

**DOLLAR
GENERAL**

PARKHILL ESTATES



Median List Price of \$194,880
New Development Subdivision

Key Demographics 5 Miles



Total Population
2019
97,327



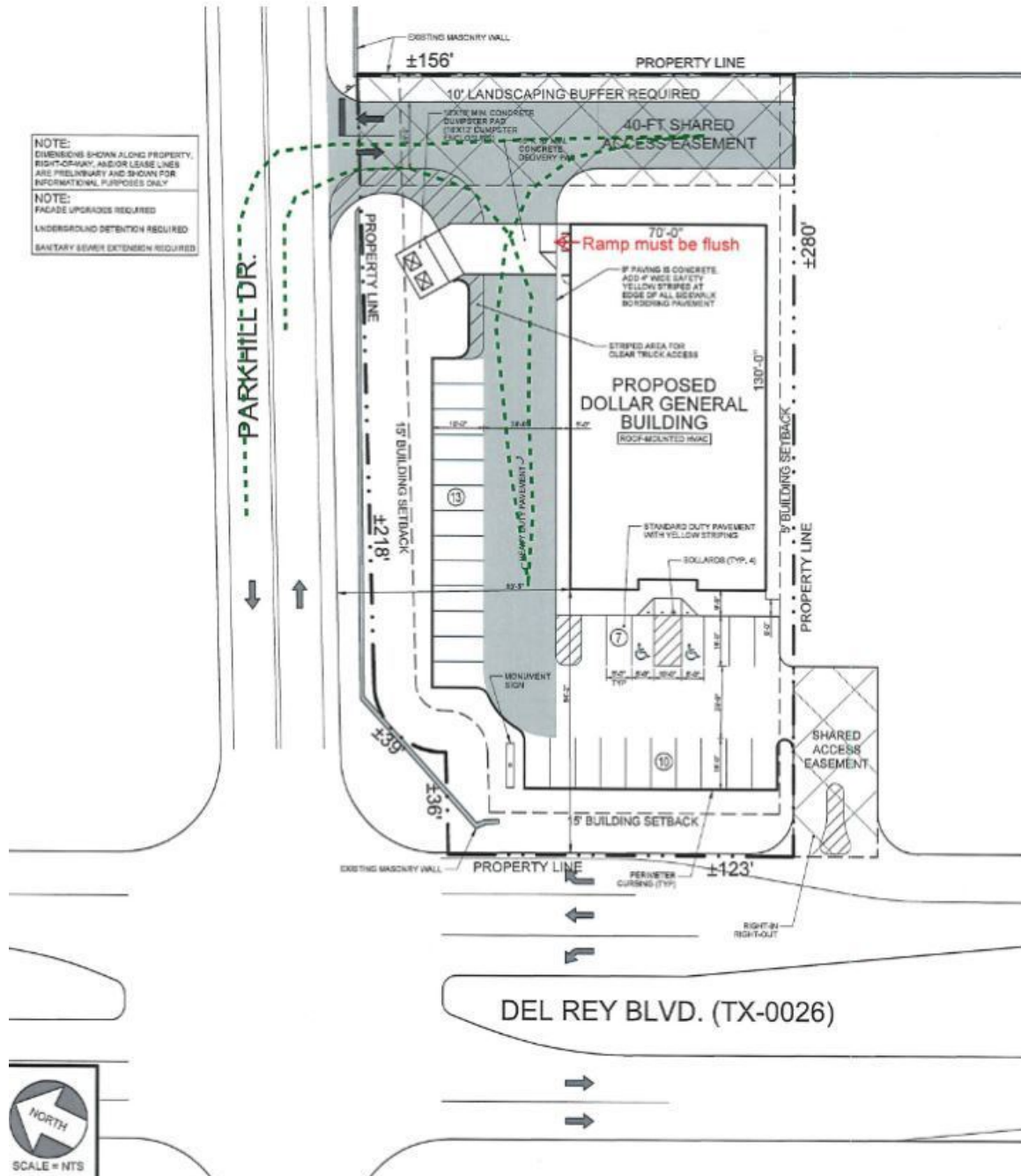
Projected Growth
2019 - 2024
3.80%

**DOLLAR
GENERAL**

9,026 SF 10.95 AC

Actual Property





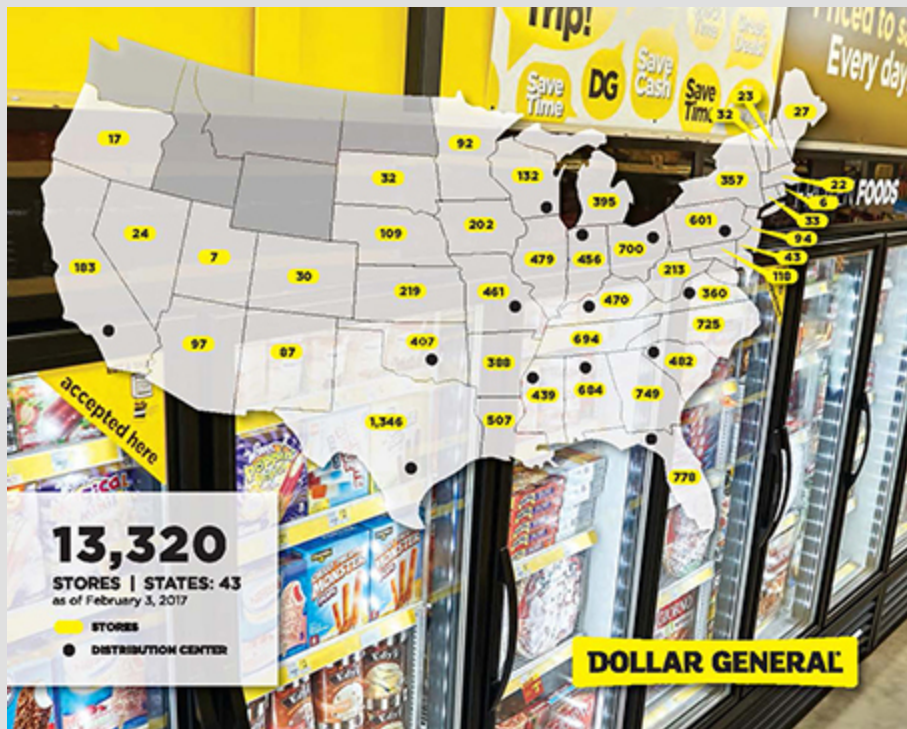
TENANT SUMMARY

Dollar General Corporation has been delivering value to shoppers for over 75 years. Dollar General helps shoppers Save time. Save money. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, clothing for the family, housewares and seasonal items at low everyday prices in convenient neighborhood locations. Dollar General operated 15,472 stores in 44 states as of March 2019. In addition to high quality private brands, Dollar General sells products from America's most-trusted brands such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo and Coca-Cola.

STRATEGY

Dollar General sells similar products as wholesale retailers Wal-Mart (WMT) and Target (TGT), but typically at lower prices. Because of this, during harsh economic conditions, many consumers may make the change of shopping at Dollar General instead of a regular wholesale retailer.

Dollar General's (DG) business strategy revolves around driving profitable top line growth while enhancing its low-cost operator position and capturing new growth opportunities. The company attempts to drive profitable top line growth through strategies like improving the in-stock position of its stores and continuously offering products at competitive prices.



TENANT DETAILS:

Tenant Name:	Dollar General
Tenant Type:	Net-Leased Dollar Store
Parent Company Trade Name:	Dollar General
Ownership:	Public (NYSE: DG)
No. of Locations:	15,472 (as of March 2019)
Website:	dollargeneral.com
Year Founded:	1939
Credit Rating (S&P):	BBB
No. of Employees:	127,000+
Headquartered:	Goodlettsville, Tennessee

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All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Trinity Real Estate Investment Services in compliance with all applicable fair housing and equal opportunity laws.

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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.

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov
IABS 1-0 / 11-2-2015



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BROKER OF RECORD

TAI BIXBY

KW Commercial Santa Fe #900

Similar Store Prototype