



TRINITY

REAL ESTATE INVESTMENT SERVICES



NEW DEVELOPMENT TX DOLLAR GENERAL

401 W HWY 107, LA VILLA, TX 78562

\$1,324,400

6.2% CAP

TRINITYREIS.COM

Actual Property

**DOLLAR
GENERAL**

LA VILLA, TX

\$1,324,400 | 6.2% CAP

- Absolute NNN Lease Texas Dollar General
- 15-Year Lease - Rent to Commence March 2020
- Strong Demographics - 28,000+ 5 Mile Population With Healthy Growth Trends
- Ideally Positioned Directly Across the Street from La Villa High School Creating Tremendous Customer Traffic
- Store is Located at Entrance of La Villa South Subdivision
- Desirable Wide and Shallow Floor Plan

EXCLUSIVELY MARKETING BY:

BRANSON BLACKBURN

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CHANCE HALES

806.679.9776 | Chance@trinityreis.com

MATT DAVIS

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PROPERTY DETAILS:

Building Area:	9,100 SF
Land Area:	1.58 AC
Year Built:	2019
Guarantor:	Dollar General Inc. (NYSE: DG)
Price (Psf):	\$145.54

LEASE OVERVIEW:

Remaining Lease Term:	15 Years
Rent Commencement:	3/2/2020
Lease Expiration:	3/31/2035
Base Annual Rent:	\$82,113
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

- La Villa, TX is a part of McAllen-Edinburg-Mission MSA. Located 15 miles from Edinburg, the county seat of the Hidalgo County, TX.
- Edinburg, TX is home to the University of Texas Rio Grande Valley, with nearly 25,000 enrolled undergraduates.
- H-E-B Park is a 9,700-seat soccer stadium home for Rio Grande Valley FC Toros of the United Soccer League.
- The Edinburg Consolidated Independent School District serves 4 high schools, 6 middle schools and 20 elementary schools.
- The McAllen - Edinburg - Mission MSA is ranked the fifth most populated metropolitan area in the state of Texas.
- From 2000-2010, the MSA had a population increase of 36.05%, becoming the 11th fastest growing metropolitan areas in the nation.
- Brownsville, TX is 55 miles southeast of Edinburg, while South Padre Island, TX is 75 miles east.

LA VILLA **5 MILE RADIUS** KEY DEMOGRAPHICS



28,581

2019 Total
Population



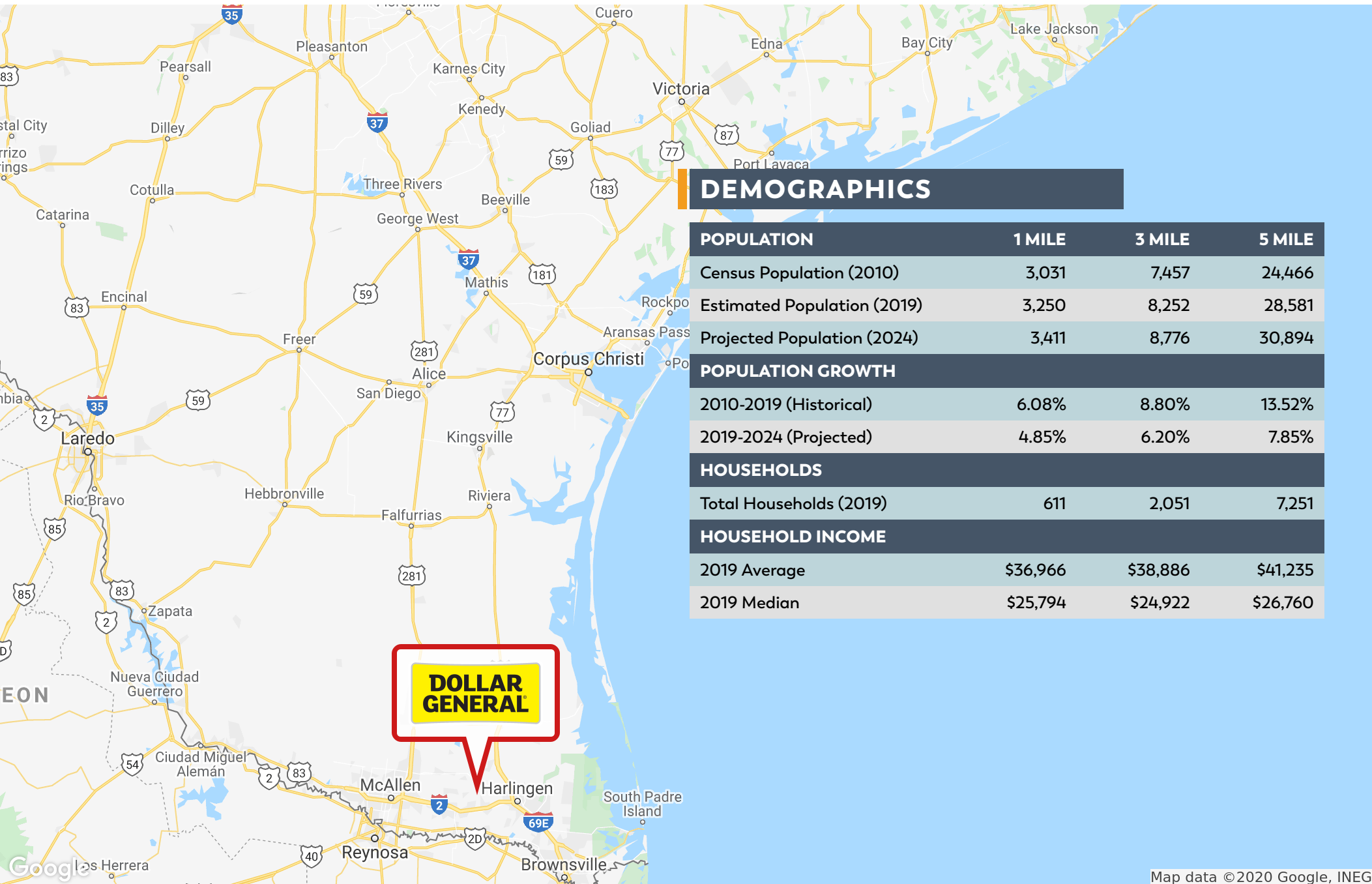
\$41,235

2019 Average
Household Income



7.85%

2019-2024 Growth/Yr:
Population



DEMOGRAPHICS

POPULATION	1 MILE	3 MILE	5 MILE
Census Population (2010)	3,031	7,457	24,466
Estimated Population (2019)	3,250	8,252	28,581
Projected Population (2024)	3,411	8,776	30,894
POPULATION GROWTH			
2010-2019 (Historical)	6.08%	8.80%	13.52%
2019-2024 (Projected)	4.85%	6.20%	7.85%
HOUSEHOLDS			
Total Households (2019)	611	2,051	7,251
HOUSEHOLD INCOME			
2019 Average	\$36,966	\$38,886	\$41,235
2019 Median	\$25,794	\$24,922	\$26,760

Map data ©2020 Google, INEGI

RETAIL MAP

401 W HWY 107 | LA VILLA, TX





Under
Construction

**DOLLAR
GENERAL**

Mike Chappa Blvd - 4,700+ VPD

Mile 1 W - 1,955+ VPD

107
TX-107 - 4,805+ VPD

**DOLLAR
GENERAL**

Cardinal Street

Actual Property

Under
Construction

**DOLLAR
GENERAL**

**DOLLAR
GENERAL**

TX-107 - 4,805+ VPD

107

Cardinal Street

Iglesia de Nuestra
Señora de Guadalupe

La Reina
Apartments

La Villa
Youth Center



La Villa High School

Actual Property



LA VILLA SOUTH SUBDIVISION



Key Demographics 5 Miles



Total Population
2019
28,581



Projected Growth
2019 - 2024
7.85%

Under
Construction

**DOLLAR
GENERAL**

TX-107 - 4,805+ VPD

107

Actual Property





CONSTRUCTION AS OF
January 16, 2020

Under
Construction

**DOLLAR
GENERAL**

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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CONSTRUCTION AS OF

January **EXCLUSIVELY MARKETING BY:**

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