

# GLEN CARBON, IL DOLLAR GENERAL

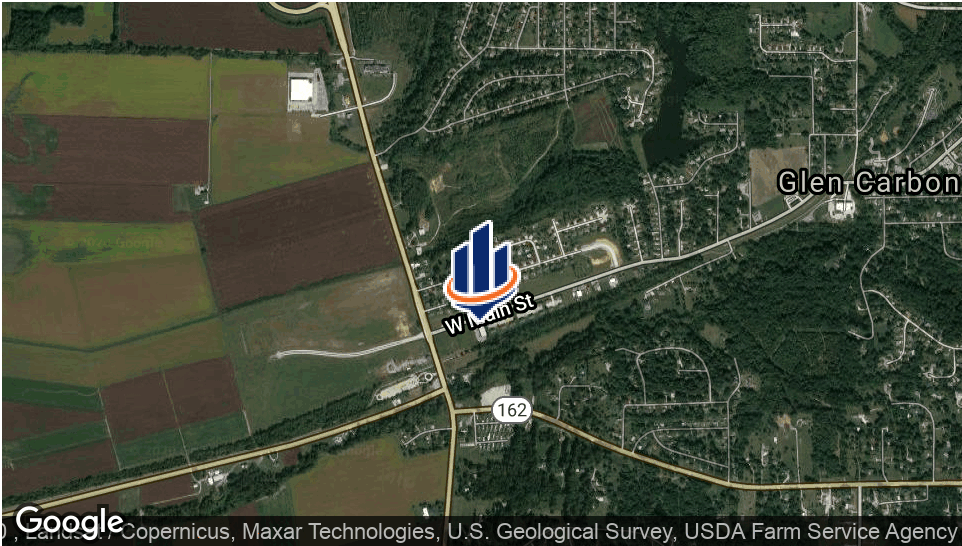
296 W MAIN ST  
GLEN CARBON, IL 62034

Illinois Broker of Record Shari Nevels - License #471017462

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# Property Summary



## OFFERING SUMMARY

Sale Price:	\$609,622
Building Size:	8,125 SF
Price / SF:	\$75.03
Cap Rate:	8.25%
NOI:	\$50,293
Year Built:	2004

## PROPERTY HIGHLIGHTS

- Dollar General Renewed Early Twice
- 3.5 + Years Remain
- Two [5] Year Options
- 12.33% Cash On Cash (based on finance option shown)
- 4% Rent Increases on Options
- Modified NNN Lease - Limited Landlord Responsibility
- CAM Reimbursement of \$2437 Annually

## DEMOGRAPHICS

	1 MILE	3 MILES	5 MILES
Total Households	782	6,830	24,102
Total Population	2,135	19,013	62,699

# Property Description



## PROPERTY OVERVIEW

SVN | Holman Norden is pleased to present a 100% fee simple interest in a Dollar General property located at 296 West Main Street Glen Carbon, Illinois. The subject property is a 8,125 square foot building built in 2004 to better serve the community. Dollar General extended the initial lease term to July 2023 giving 3.5+ years of current term remaining along with 2 [5] year options to renew with rent increases at each option. Dollar General has showed its confidence in the store by extending the lease twice. Dollar General is the largest discount retailer in the United States by the number of stores with over 15,500 neighborhood stores in 44 states. Not to mention they are among the largest retailer of top-quality products made by America's most trusted manufacturers such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg, General Mills, Nabisco, PepsiCo, and Coca-Cola.

## LOCATION OVERVIEW

Glen Carbon is a village in Madison County, Illinois, United States, 19 miles [31 km] northeast of St. Louis. The village was previously named in Top 100 Places to live in the U.S. The subject property is the nearest Dollar General to and is located less than 3.5 miles from Southern Illinois University-Edwardsville which educates over 13,000 students. Glen Carbon is also part of one of the top school districts in Illinois, making it a great location for families. The subject property has an approximate 3-mile or greater service area with a population over 19,000. The store is located along W Main St which is a main thoroughfare that runs directly from SIUE and through the town of Glen Carbon. All of this combines to make a strong location for Dollar General.

## LANDLORD RESPONSIBILITIES

Exterior structure, roof, parking lot, grass, snow removal, and HVAC major repairs

## TENANT RESPONSIBILITIES

- CAM Reimbursement of \$2,437.44 annually, covers HVAC minor repairs up to \$750 per occurrence
- All interior premises and pays utilities
- Dollar General National Insurance Plan
- Full reimbursement of Real Estate Taxes



# Additional Photos



# Financial Summary

## INVESTMENT OVERVIEW

## 30% DOWN AT 4.25% RATE WITH 25 YEAR AMORTIZATION

Price	\$609,622
CAP Rate	8.3%
Cash-on-Cash Return [yr 1]	12.33 %
Total Return [yr 1]	\$32,346
Debt Coverage Ratio	1.81

## OPERATING DATA

## 30% DOWN AT 4.25% RATE WITH 25 YEAR AMORTIZATION

Gross Scheduled Income	\$50,293
Other Income	\$0
Operating Expenses	\$0
Net Operating Income	\$50,293
Pre-Tax Cash Flow	\$22,552

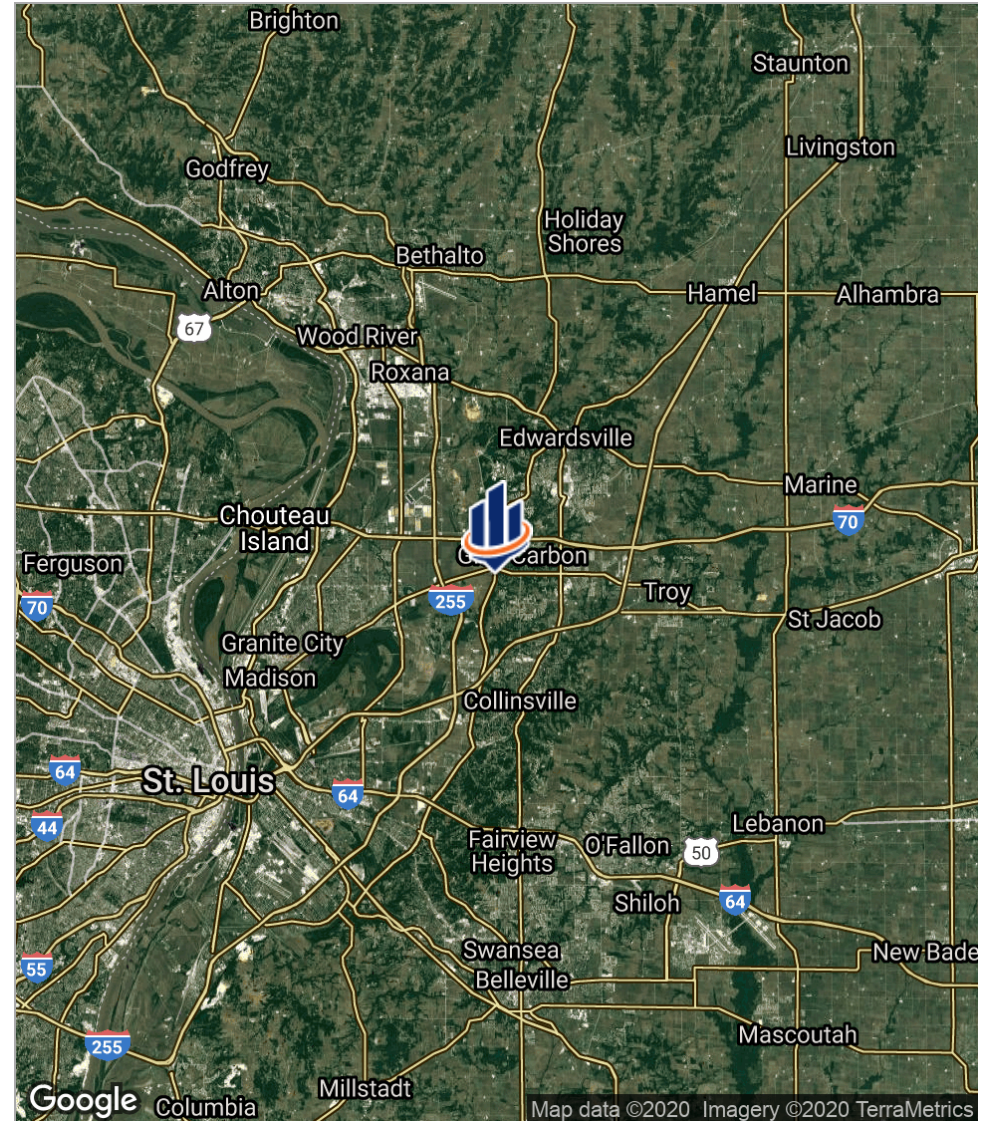
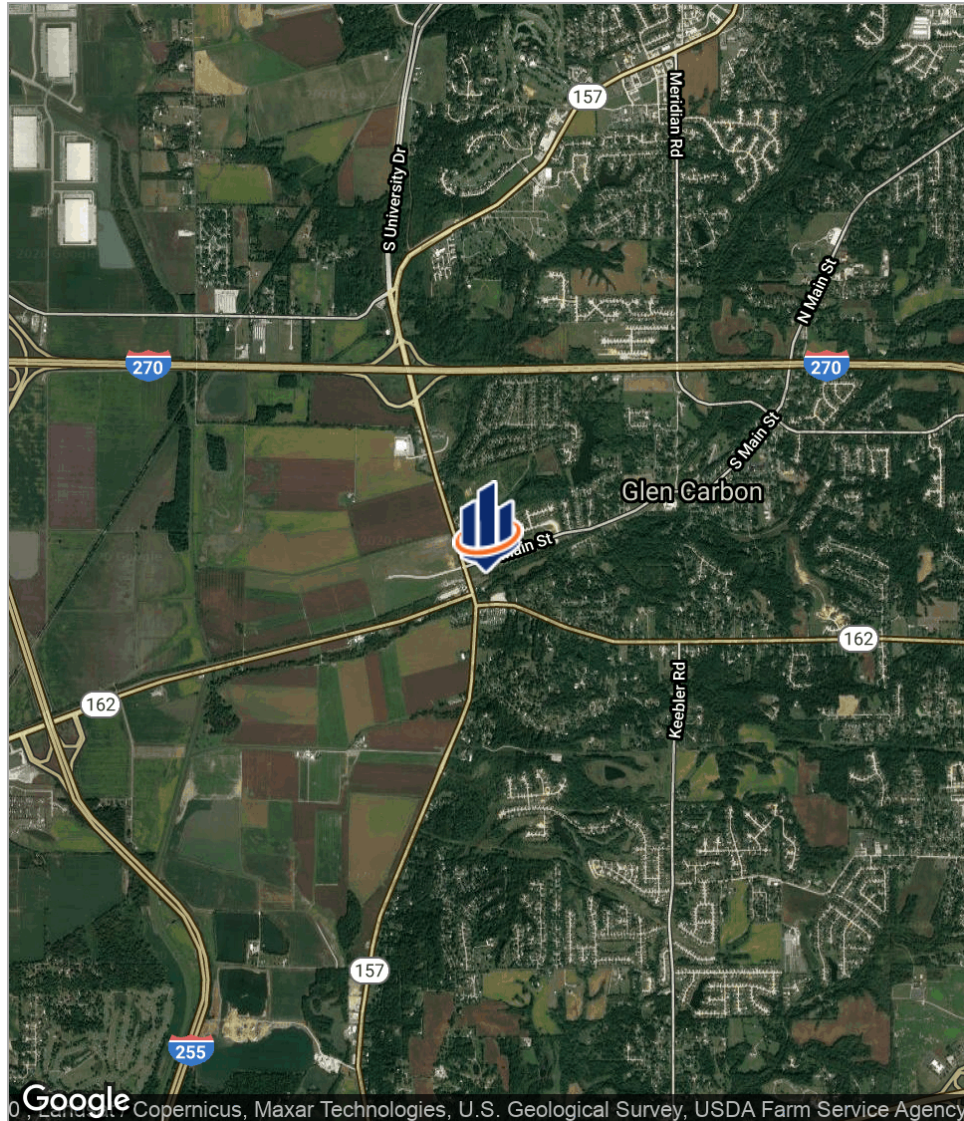
## FINANCING DATA

## 30% DOWN AT 4.25% RATE WITH 25 YEAR AMORTIZATION

Down Payment	\$182,887
Loan Amount	\$426,735
Debt Service	\$27,741
Debt Service Monthly	\$2,311
Principal Reduction [yr 1]	\$9,794



# Location Maps



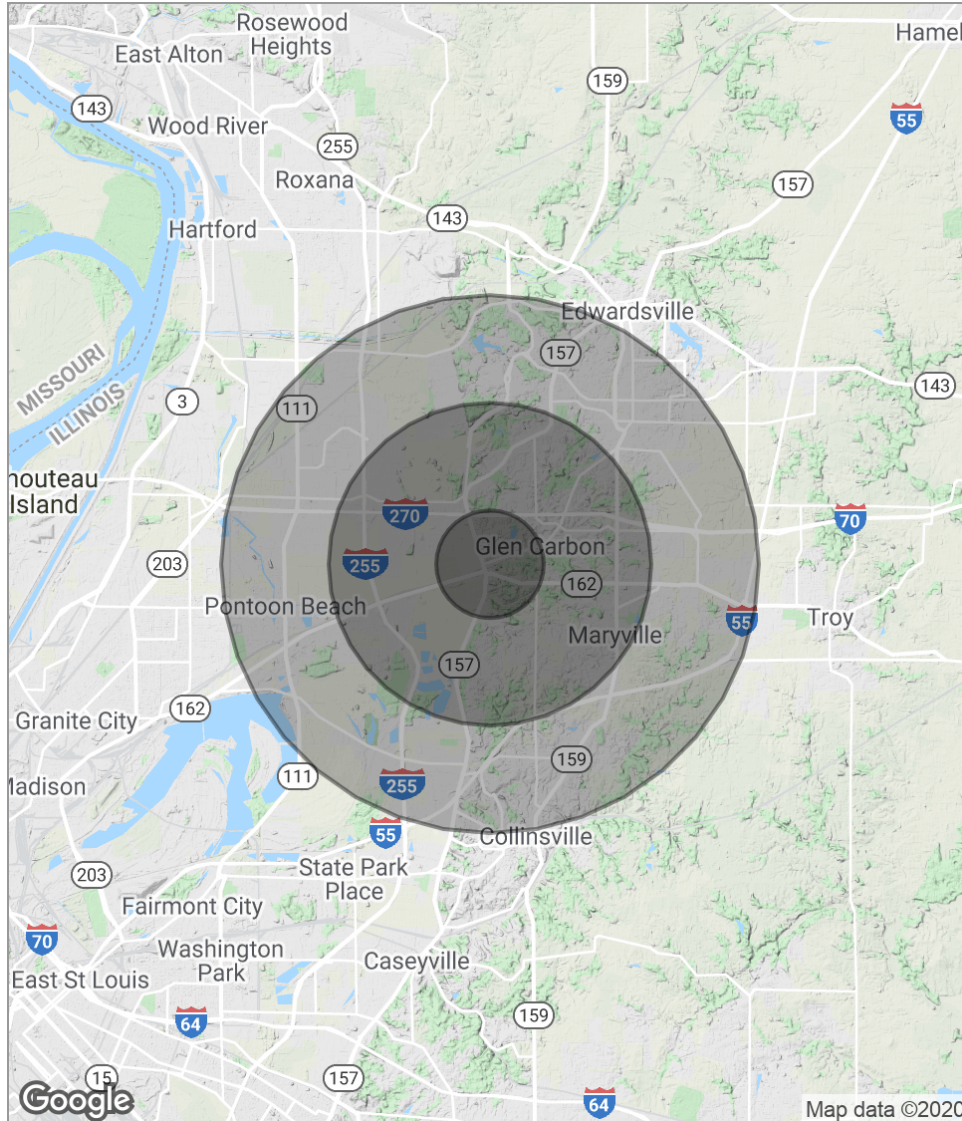


# Retailer Map





# Demographics Map



POPULATION	1 MILE	3 MILES	5 MILES
Total population	2,135	19,013	62,699
Median age	37.0	36.0	35.8
Median age [Male]	37.6	36.1	34.7
Median age [Female]	35.9	35.9	37.1
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total households	782	6,830	24,102
# of persons per HH	2.7	2.8	2.6
Average HH income	\$90,920	\$90,177	\$77,239
Average house value	\$166,738	\$164,539	\$171,603

\* Demographic data derived from 2010 US Census



# Sale Comps



## SUBJECT PROPERTY

296 W Main St, Glen Carbon, IL 62034

<b>Sale Price:</b>	\$609,622	<b>Year Built:</b>	2004	<b>Building SF:</b>	8,125 SF
<b>Price PSF:</b>	\$75.03	<b>Cap:</b>	8.25%	<b>NOI:</b>	\$50,293



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## MORGAN CITY, LA DOLLAR GENERAL

818 Brashear Ave | Morgan City, LA 70380

<b>Sale Price:</b>	\$972,500	<b>Year Built:</b>	2008	<b>Building SF:</b>	9,014 SF
<b>Price PSF:</b>	\$107.89	<b>CAP:</b>	8.21%	<b>Closed:</b>	12/14/2018
<b>NOI:</b>	\$79,842				

NN 1/2 Lease -- 4 years remaining -- 3 [5] year options -- 15,511 Population within 3-mile radius



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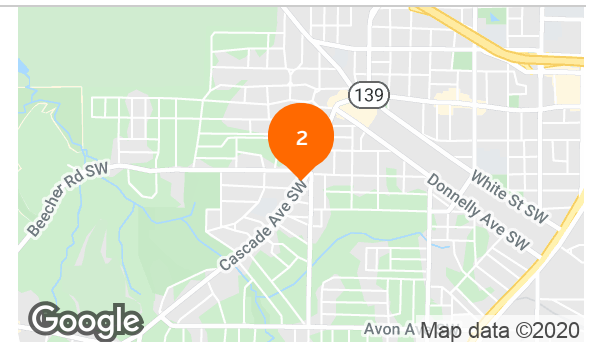


## ATLANTA, GA DOLLAR GENERAL

807 Cascade Ave SW | Atlanta, GA 30310

<b>Sale Price:</b>	\$1,050,000	<b>Year Built:</b>	1998	<b>Building SF:</b>	10,000 SF
<b>Price PSF:</b>	\$105.00	<b>CAP:</b>	7.92%	<b>Closed:</b>	06/17/2019
<b>NOI:</b>	\$83,160				

NN 1/2 Lease -- 4 years remaining -- 2 [5] year options -- 107,423 Population within 3-mile radius





# Sale Comps

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## SAN ANTONIO, TX DOLLAR GENERAL

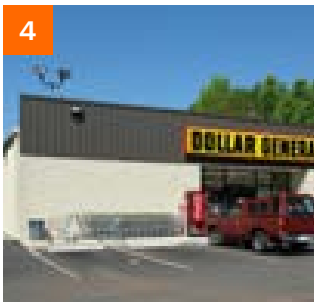
10331 Nacogdoches Rd | San Antonio , TX 78217

<b>Sale Price:</b>	\$1,061,200	<b>Year Built:</b>	2007	<b>Building SF:</b>	9,041 SF
<b>Price PSF:</b>	\$117.38	<b>CAP:</b>	8%	<b>Closed:</b>	01/07/2019
<b>NOI:</b>	\$84,896				

NN 1/2 Lease -- 3 + years remaining -- 3 [5] year options -- 95,869 Population within 3-mile radius



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## GRAHAM, NC DOLLAR GENERAL

2523 S NC-54 Hwy | Graham, NC 27253

<b>Sale Price:</b>	\$759,000	<b>Year Built:</b>	2006	<b>Building SF:</b>	9,100 SF
<b>Price PSF:</b>	\$83.41	<b>CAP:</b>	8%	<b>Closed:</b>	09/09/2019
<b>NOI:</b>	\$60,720				

NN 1/2 Lease -- 2.25 years remaining -- 3 [5] year options -- 11,676 Population within 3-mile radius



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## SIBLEY, IA DOLLAR GENERAL

423 9th St | Sibley, IA 51249

<b>Sale Price:</b>	\$365,817	<b>Year Built:</b>	2002	<b>Building SF:</b>	7,200 SF
<b>Price PSF:</b>	\$50.81	<b>CAP:</b>	8.82%	<b>Closed:</b>	06/11/2019
<b>NOI:</b>	\$32,251				

NN 1/2 Lease -- 5 years remaining -- 1 [5] year option -- 2,845 Population within 3-mile radius





# Sale Comps

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## DUNLAP TN DOLLAR GENERAL

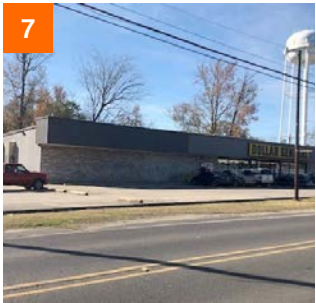
6135 State Route 28 | Dunlap, TN 37327

<b>Sale Price:</b>	\$530,000	<b>Year Built:</b>	2004	<b>Building SF:</b>	9,100 SF
<b>Price PSF:</b>	\$58.24	<b>CAP:</b>	8.3%	<b>Closed:</b>	07/01/2019
<b>NOI:</b>	\$43,990				

NN 1/2 Lease -- 5 +/- years remaining -- 2 [5] year options -- 6,072 Population within 3-mile radius



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## DEQUINCY, LA DOLLAR GENERAL

405 W 4th St | Dequincy, LA 70633







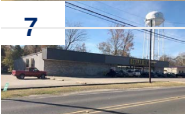
<b>Sale Price:</b>	\$725,000	<b>Year Built:</b>	1996	<b>Building SF:</b>	11,250 SF
<b>Price PSF:</b>	\$64.44	<b>CAP:</b>	8.83%	<b>Closed:</b>	01/14/2020
<b>NOI:</b>	\$64,017				

NN 1/2 Lease -- 5 years remaining -- 1 [5] year option -- 5,790 Population within 3-mile radius





# Sale Comps Summary

	SALE COMPS	PRICE	BLDG SF	PRICE/SF	CAP	CLOSE
1	 <b>Morgan City, LA Dollar General</b> 818 Brashear Ave Morgan City, LA 70380	\$972,500	9,014 SF	\$107.89	8.21%	12/14/2018
2	 <b>Atlanta, GA Dollar General</b> 807 Cascade Ave SW Atlanta, GA 30310	\$1,050,000	10,000 SF	\$105.00	7.92%	06/17/2019
3	 <b>San Antonio, TX Dollar General</b> 10331 Nacogdoches Rd San Antonio , TX 78217	\$1,061,200	9,041 SF	\$117.38	8.0%	01/07/2019
4	 <b>Graham, NC Dollar General</b> 2523 S NC-54 Hwy Graham, NC 27253	\$759,000	9,100 SF	\$83.41	8.0%	09/09/2019
5	 <b>Sibley, IA Dollar General</b> 423 9th St Sibley, IA 51249	\$365,817	7,200 SF	\$50.81	8.82%	06/11/2019
6	 <b>Dunlap TN Dollar General</b> 6135 State Route 28 Dunlap, TN 37327	\$530,000	9,100 SF	\$58.24	8.3%	07/01/2019
7	 <b>Dequincy, LA Dollar General</b> 405 W 4th St Dequincy, LA 70633	\$725,000	11,250 SF	\$64.44	8.83%	01/14/2020
		PRICE	BLDG SF	PRICE/SF	CAP	CLOSE
	<b>Totals/Averages</b>	<b>\$780,502</b>	<b>9,244 SF</b>	<b>\$84.43</b>	<b>8.3%</b>	

# Dollar General Corporation

DG strives to make shopping hassle-free and affordable with more than 15,450 convenient, easy-to-shop stores in 44 states. Their stores deliver everyday low prices on items including food, snacks, health and beauty aids, cleaning supplies, family apparel, housewares, seasonal items, paper products and much more from America's most-trusted brands and products. These brands include Clorox, Energizer, Procter & Gamble, Hanes, Coca-Cola, Mars, Unilever, Nestlé, Kimberly-Clark, Kellogg's, General Mills, and PepsiCo. Additionally, DG carries high-quality private brands such as Clover Valley®, true living®, DG Home®, DG baby®, DG Health®, DG Office®, Comfort Bay®, Bobbie Brooks®, Smart and Simple® and more, providing customers with more options to purchase products at substantial discounts to national brands. They don't carry every brand and size, just those the customers want the most.

Dollar General's successful prototype makes shopping a truly hassle-free experience. They design small neighborhood stores with carefully edited merchandise assortments to make shopping simpler. Dollar General saves customers time by staying focused on life's simple necessities: laundry detergent, toilet paper, soap, shampoo, socks and underwear...maybe a gadget or two that a customer just can't live without. The average Dollar General customer completes her shopping trip in less than 10 minutes, and with 75% of Americans living within 5 minutes of a Dollar General store, convenience has never been this close to home.

From serving their customers with value and convenience and their employees with career opportunities to serving the communities Dollar General calls home through literacy and education, Dollar General has been committed to its mission of **Serving Others** since the company's inception in 1939.





# Core Covenants



A company's core values provide clarity on what is truly important for organizational success, personal and professional conduct and what to expect from each other. At SVN® our Core Covenants personify our values and culture and differentiate us from the competition.

As members of the SVN Shared Value Network<sup>SM</sup>, we each commit to do the following:

- 1 **CREATE AMAZING VALUE WITH MY CLIENTS, COLLEAGUES AND COMMUNITY.**
- 2 **COOPERATE PROACTIVELY AND PLACE MY CLIENTS' BEST INTERESTS ABOVE MY OWN.**
- 3 **INCLUDE, RESPECT AND SUPPORT ALL MEMBERS OF COMMERCIAL REAL ESTATE INDUSTRY**
- 4 **HONOR MY COMMITMENTS.**
- 5 **PERSONIFY AND UPHOLD THE SVN® BRAND.**
- 6 **RESOLVE CONFLICTS QUICKLY, POSITIVELY AND EFFECTIVELY.**
- 7 **TAKE PERSONAL RESPONSIBILITY FOR ACHIEVING MY OWN POTENTIAL.**
- 8 **EXCEL IN MY MARKET AREA AND SPECIALTY.**
- 9 **FOCUS ON THE POSITIVE AND THE POSSIBLE.**
- 10 **NURTURE MY CAREER WHILE VALUING THE IMPORTANCE OF FAMILY, HEALTH AND COMMUNITY.**

# SVN Real Estate Team

## MEET THE TEAM

### Biography



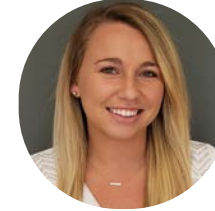
Will Holman  
Managing Director

Prior to forming SVN® | Holman Norden [SVN | HN], Will had spent several years at Marcus & Millichap. Will has had a successful and diverse career since starting in the Real Estate sales industry in 1984. After being raised in a Real Estate Development and Construction family it only made sense that he chose that as his career. He began in the sales and development of residential product types and quickly moved into the commercial arena. His clients include owner/users, investors, landlords and tenants in the areas of investment sales, leasing, construction and development, covering the Industrial, Retail, Multi-Family and Office product types. Will has participated in excess of One Billion Dollars [\$1,000,000,000] in transactions not only as the Broker but also as Principal, Developer and Builder. This gives Will a uniquely beneficial view point and skill set that greatly benefits his clients.

During his career Will has been associated with some of the St. Louis areas larger companies. Prior to SVN | HN, Will served as Associate Director of the National Retail Group - Marcus & Millichap where he honed his National Market Real Estate Investment skills. Will also was a Principal, Managing Partner and Broker with Commercial Brokerage Group, Inc., a 22 person full-service Commercial Real Estate, Construction and Development firm, serving the entire St. Louis Regional Market.

Will has since continued to manage and develop his brokerage and mentoring skills. His experience and expertise aid owners in developing successful strategies for their Single Tenant Net Leased Properties as well as Multi-Tenant Industrial, Office and Retail properties. Since forming SVN | HN and after utilizing the expansive network he has developed Will has been able to expand the region he serves throughout the Midwest and South and Southeastern area of the country. This expanded territory combined with the ability to mentor and co-broker with agents across the country has brought substantial benefits to his clients.

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Addison Lijewski  
Associate Advisor

At SVN Holman Norden, Addison specializes in Triple Net Investment properties. Addison currently serves in the Greater Midwest market while based in the St. Louis MSA. This central location allows Addison to connect with clients across the country. Addison combines dedication, hard work, and knowledge to best serve her clients.

Prior to joining SVN Holman Norden, Addison grew up in LaSalle-Peru, Illinois where her parents had a portfolio of rental properties which first got her interested in Real Estate. Addison graduated Cum Laude from the University Of Missouri Trulaske College Of Business in May 2019 with a BSBA in Finance & Banking with an emphasis in Real Estate and minor in Economics. While in college, Addison worked within the banking industry for two and half years including a 6-month internship in Commercial Lending. Addison was also fortunate to complete a 6-month internship with a commercial broker in the Columbia, Missouri area which exposed her to the Commercial Real Estate industry. Addison is excited to apply this previous experience to her career with SVN Holman Norden and enjoys working with a great team to help her excel in this industry.

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