



**DOLLAR  
GENERAL®**

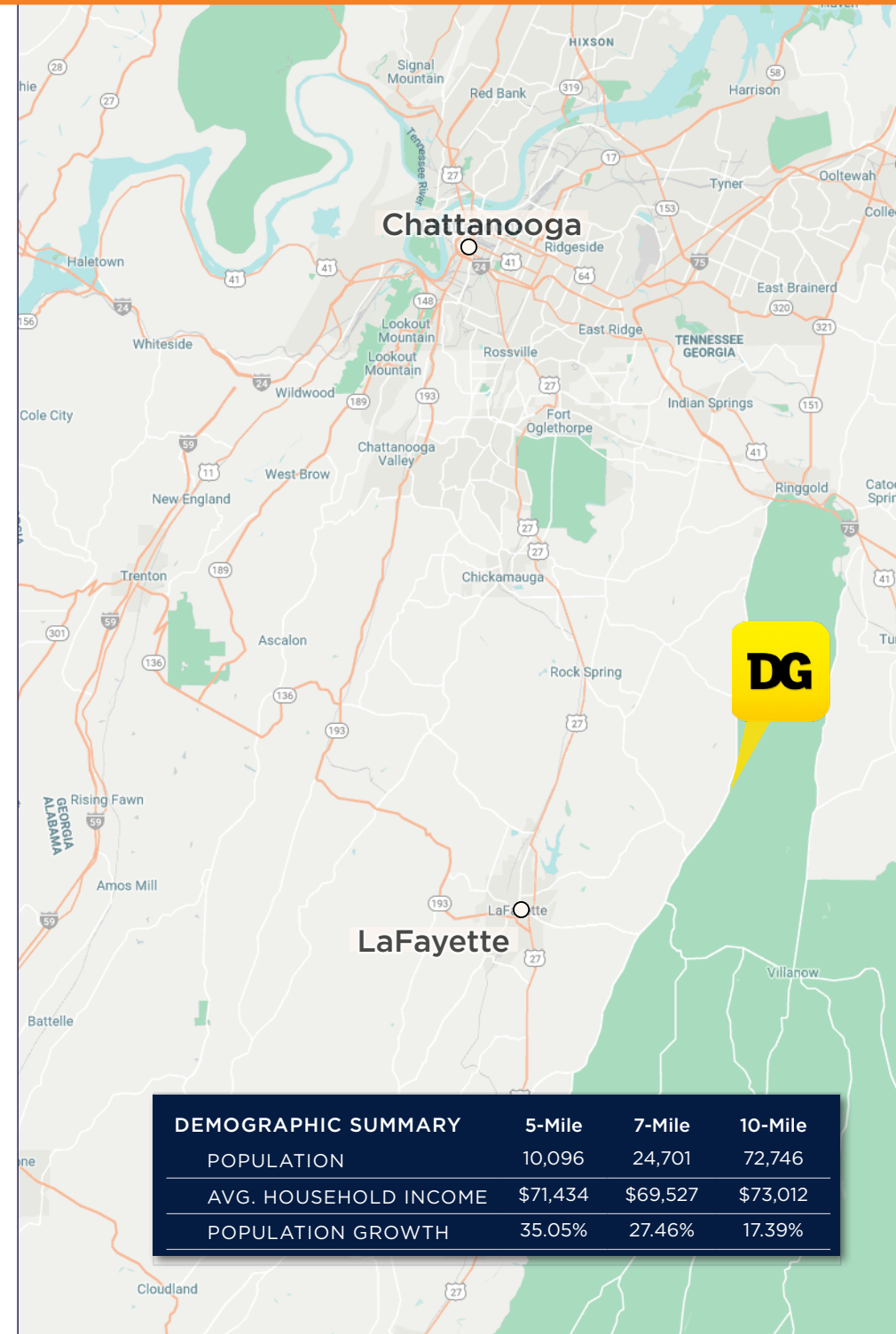
OFFERING MEMORANDUM  
**DOLLAR GENERAL**  
LAFAYETTE, GA (CHATTANOOGA MSA)

Marcus & Millichap

# OFFERING SUMMARY

## DOLLAR GENERAL®

ADDRESS	29 GA-151 (N. Old Alabama Hwy), LaFayette, GA 30728		
PRICE	\$1,102,000		
CAP RATE	6.75%		
NOI	\$74,376		
RENTABLE SQUARE FEET	9,026		
PRICE/SF	\$122		
YEAR BUILT	2017		
LOT SIZE	2.48 AC		
TENANT TRADE NAME	Dollar General		
LEASE GUARANTOR	Corporate		
LEASE TYPE	NNN		
ROOF & STRUCTURE	Tenant		
LEASE TERM	15 Years		
RENT COMMENCEMENT DATE	April 2017		
LEASE EXPIRATION DATE	April 2032		
TERM REMAINING ON LEASE	12 Years		
INCREASES	10% Increase Each Option		
OPTIONS	Five, 5-Year Options		
BASE RENT	Years 1-15	\$74,376	
OPTION RENT	Years 16-20	(Option 1)	\$81,814
	Years 21-25	(Option 2)	\$89,995
	Years 26-30	(Option 3)	\$98,994
	Years 31-35	(Option 4)	\$108,894
	Years 36-40	(Option 5)	\$119,783
TENANT RESPONSIBILITIES	Taxes, CAM, Insurance, Roof & Structure		
LANDLORD RESPONSIBILITIES	100% No Landlord Responsibilities		



DEMOGRAPHIC SUMMARY	5-Mile	7-Mile	10-Mile
POPULATION	10,096	24,701	72,746
AVG. HOUSEHOLD INCOME	\$71,434	\$69,527	\$73,012
POPULATION GROWTH	35.05%	27.46%	17.39%



# INVESTMENT HIGHLIGHTS

## 2017 CONSTRUCTION STORE

- 9,026 SF Build-to-suit Dollar General in LaFayette (Chattanooga MSA), GA.
- This store has upgraded construction and was built in April 2017.

## LONG TERM CORPORATE NNN LEASE

- The subject property has 12 years remaining on a 15-year Corporate Guaranteed Lease with Dollar General.
- The Tenant is 100% responsible for all expenses, including roof, structure, taxes, insurance and common area maintenance.
- There are 10% rent increases in each of the five, 5-year option periods.

## INVESTMENT GRADE TENANT

- Dollar General is a publicly traded (NYSE: DG) Fortune 500 company and is BBB investment grade rated.
- There are currently over 15,839 locations in 45 states and 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 billion.

## CHATTANOOGA MSA

- LaFayette, the county seat of Walker County, GA, is located 28 miles south of Chattanooga (within the Chattanooga, TN-GA MSA).
- Chattanooga, the fourth largest city in Tennessee, is known as the Scenic City; its location along the Tennessee River at the foothills of the Appalachian mountains provides stunning natural beauty and extensive outdoor recreational activities for residents and visitors alike.
- The city's investment in the first Gig Internet, providing a 100% fiber network linking every home and business in a 600-square-mile area, has enhanced the economy, bringing both start-ups and major corporations to the area, including Amazon.com, Chase headquarters, and the expansion of Volkswagen's Chattanooga plant.
- Chattanooga is also home to the University of Tennessee with more than 11,500 enrolled, Chattanooga State Community College, with about 11,000 students, Southern Adventist University, Virginia College and Covenant College.



REPRESENTATIVE PHOTO



# TENANT SUMMARY



## DOLLAR GENERAL®



**BBB**

S&P CREDIT RANKING  
INVESTMENT GRADE



**DG**

PUBLICLY  
TRADED COMPANY



**\$6+ B**

NET  
WORTH



**80**

YEARS  
IN BUSINESS



**16,500+**

STORES IN  
44 STATES



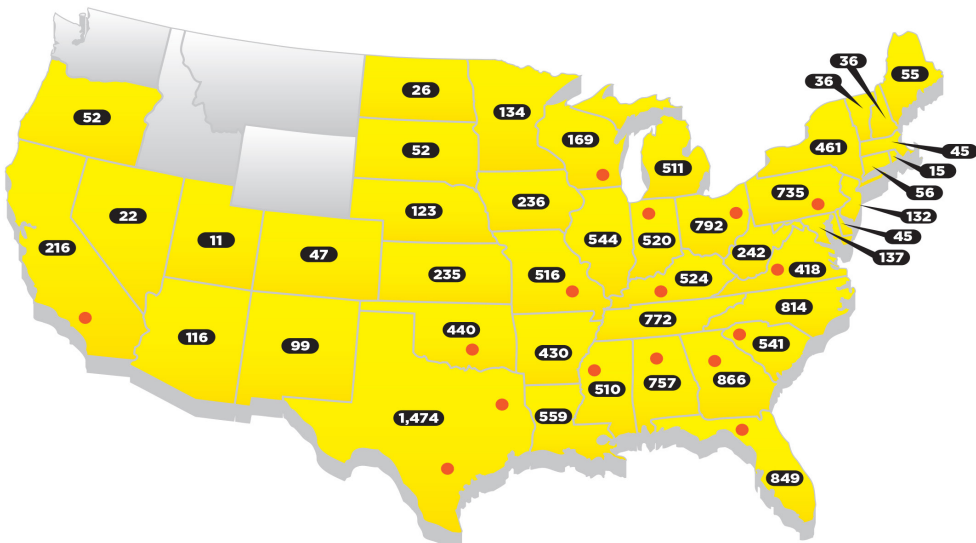
**975**

NEW STORES  
BY YEAR END

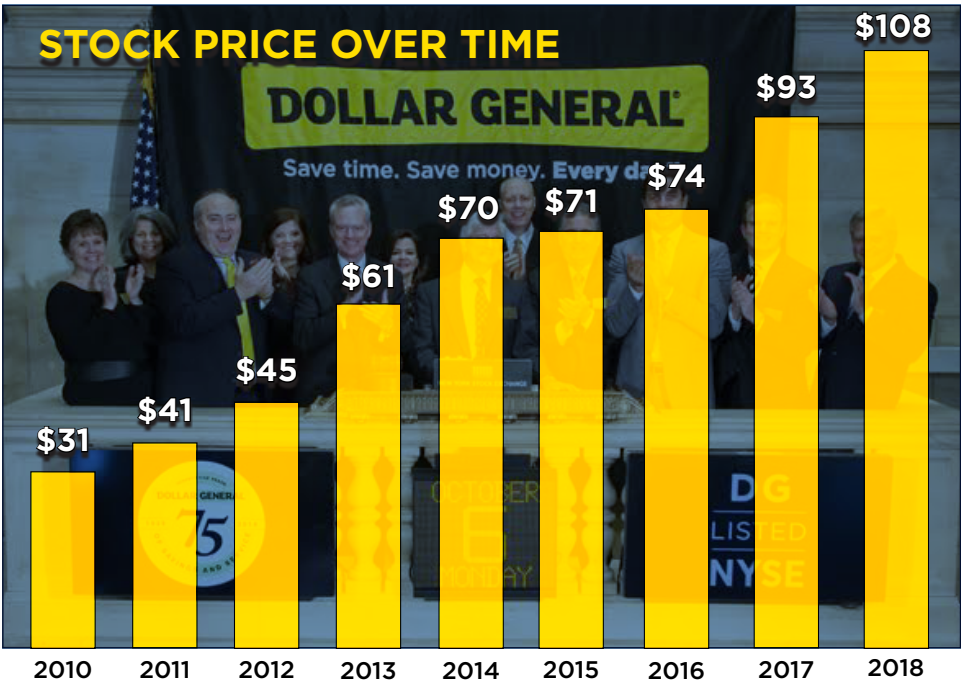
**16,000+ STORES**

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

— STORES  
● DISTRIBUTION CENTER



## STOCK PRICE OVER TIME





Chattanooga  
Airport



#### DEMOGRAPHIC SUMMARY

POPULATION

5-Mile

7-Mile

10-Mile

AVG. HOUSEHOLD INCOME

\$71,434

\$69,527

\$73,012

POPULATION GROWTH

35.05%

27.46%

17.39%

Chattanooga, TN



Hunter Museum  
of American Art  
Tennessee  
Aquarium



Lake Winnepesaukah  
Amusement Park



Chickamauga  
National  
Military Park



Georgia Northwestern  
Technical College  
13,734 total students



74,200 VPD



4,730 VPD

151

Georgia Northwestern  
Technical College  
13,734 total students



Dalton  
Convention  
Center



Dalton State  
College  
5,988 students

Walmart

Dalton, GA

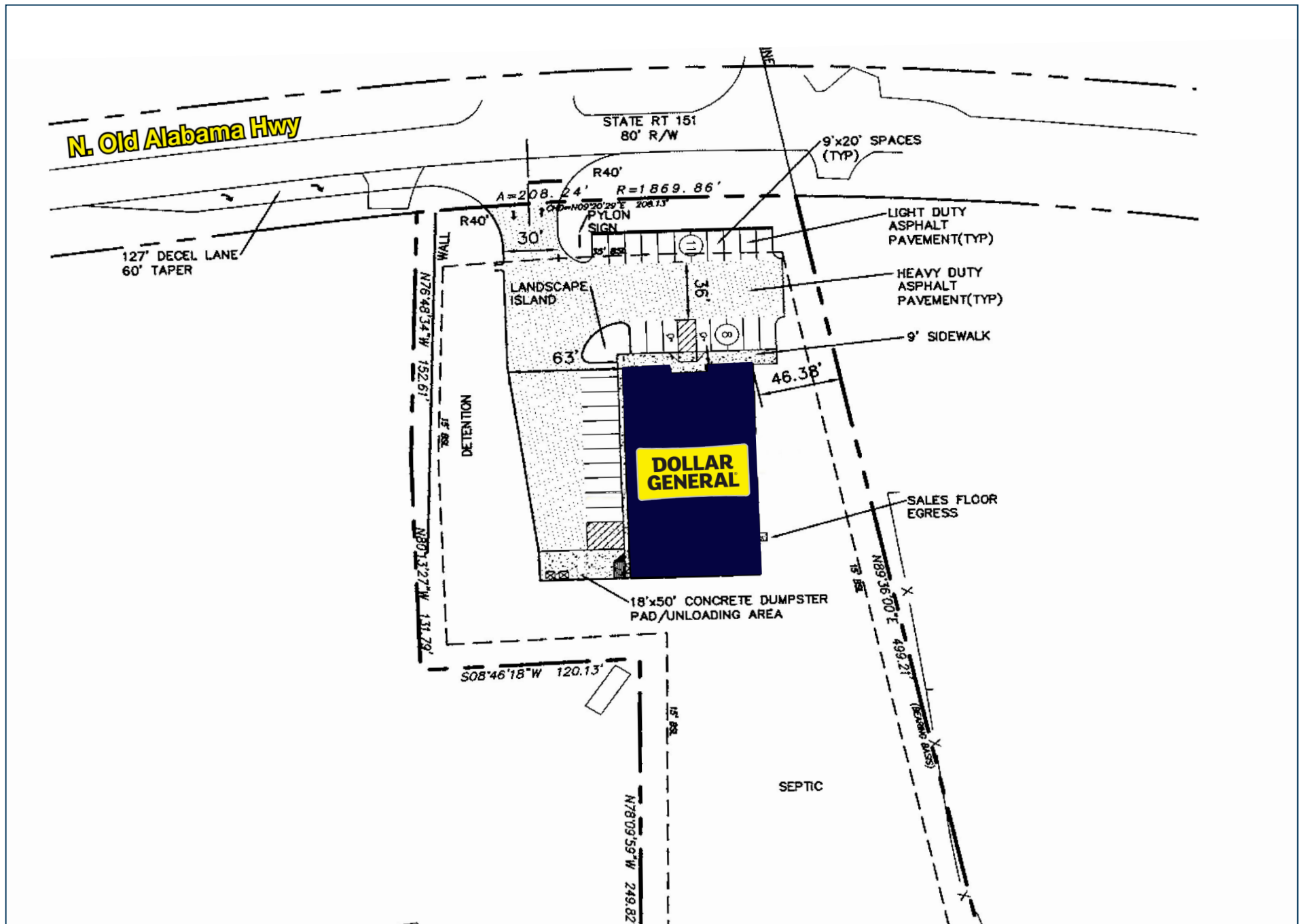
Walmart

LaFayette, GA





# SITE PLAN



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MARCUS & MILLICHAP REAL ESTATE INVESTMENT SERVICES OF GEORGIA, INC.  
JOHN LEONARD | BROKER OF RECORD

RENDERING

# Marcus & Millichap

**TAYLOR MCMINN**

**RETAIL GROUP**

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: 29 GA-151 (N. Old Alabama Highway), LaFayette, GA 30728**

Dear:

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 with an additional \$25,000 deposited at the expiration of the Inspection Period (\$50,000 Total). The Earnest Money shall become non-refundable barring any other listed contingencies at the expiration of the Inspection Period.

**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 \_\_\_\_\_