



DOLLAR GENERAL - MILAN, MO

700 N Pearl St • Milan, MO 63556

Brad Barham
Missouri Broker of Record
314-889-2500

7800 Forsyth Blvd. Unit 710 Clayton, MO 63105

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DOLLAR GENERAL - MILAN, MO
Milan, MO
ACT ID ZAB0680105

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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Marcus & Millichap

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INVESTMENT OVERVIEW



EXECUTIVE SUMMARY

OFFERING SUMMARY

Price	\$975,000
Net Operating Income	\$71,479
Capitalization Rate – Current	7.33%
Price / SF	\$51.86
Rent / SF	\$3.80
Lease Type	NN
Gross Leasable Area	18,801 SF
Year Built / Renovated	1996
Lot Size	1.6 acre(s)

FINANCING

Down Payment	All Cash
Net Cash Flow	7.33% / \$71,479
Cash on Cash Return	7.33%
Total Return	7.33% / \$71,479

MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES *
Milan C-2 School District	112
Sullivan Cnty Mem Hosp Fndtion	103
Milan Health Care Facility	85
High Hope Employment Services	75
Aging Div	57
American Legion Post 228	56
County of Sullivan	42
Milan Elementary School	36
North Missouri Lvstck Mkt LLC	30
Milan High School	27
Farm Service Agency	20
Farmers Bank	20

DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2020 Estimate Pop	1,603	2,548	2,957
2010 Census Pop	1,658	2,645	3,076
2020 Estimate HH	602	941	1,103
2010 Census HH	630	986	1,158
Median HH Income	\$43,688	\$44,721	\$45,152
Per Capita Income	\$19,727	\$19,614	\$19,786
Average HH Income	\$51,679	\$51,985	\$51,917

* # of Employees based on 5 mile radius



Representative Photo



Representative Photo

INVESTMENT OVERVIEW

Marcus and Millichap is pleased to present the Dollar General property located at 700 N Pearl St. Milan, MO 63556. The property consists of an 18,801 square foot building 100 percent occupied by Dollar General on 1.6 acres of land. In September 2020, Dollar General executed an early lease extension through April 30, 2030 (9.5 years remaining on lease) with two additional five-year lease options with 10 percent increases. The recent extension to the lease represents the tenants' long-term commitment to the property at a rate of under \$4.00/SQFT. The NN lease features minimal landlord responsibilities on roof and structure. The tenant pays all real estate taxes, insurance and maintenance expenses as well as all HVAC repairs and replacement. In 2018, the roof received a \$48,000 polyurethane foam and elastomeric roof coating with a 12-year warranty (10 years remaining through 2030).

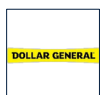
The recent long-term lease extension, new roof, and BBB credit tenant will provide the investor with stable long-term cash flow with minimal landlord responsibilities.

INVESTMENT HIGHLIGHTS

- 9.5 Years on Recently Extended Lease
- Dollar General BBB Credit Tenant
- \$3.97/SQFT Lease Rate
- NN + HVAC Lease Terms
- Minimal Local Competition
- High Barrier of Entry



Dollar General



CREDIT RATING: A1

www.fdreports.com | www.creditintell.com | July 31, 2020

General Information

Address	100 Mission Ridge , Goodlettsville, Tennessee, 37072, United States
Phone	615-855-4000
Website	www.dollargeneral.com

Key Personnel

Chief Operating Officer	Jeffery C. Owen
Chief Executive Officer	Todd J. Vasos
Chairman	Michael M. Calbert
Executive Vice President & Chief Merchandising Officer	Emily Taylor

Store Base

Store Count	16,720
TTM Sales	\$31,281,725,000

Financial Markets

Stock Ticker	DG
Current Price	\$212.04 as of 10/26/20
52 Week High/Low	\$224.82 / \$125.00

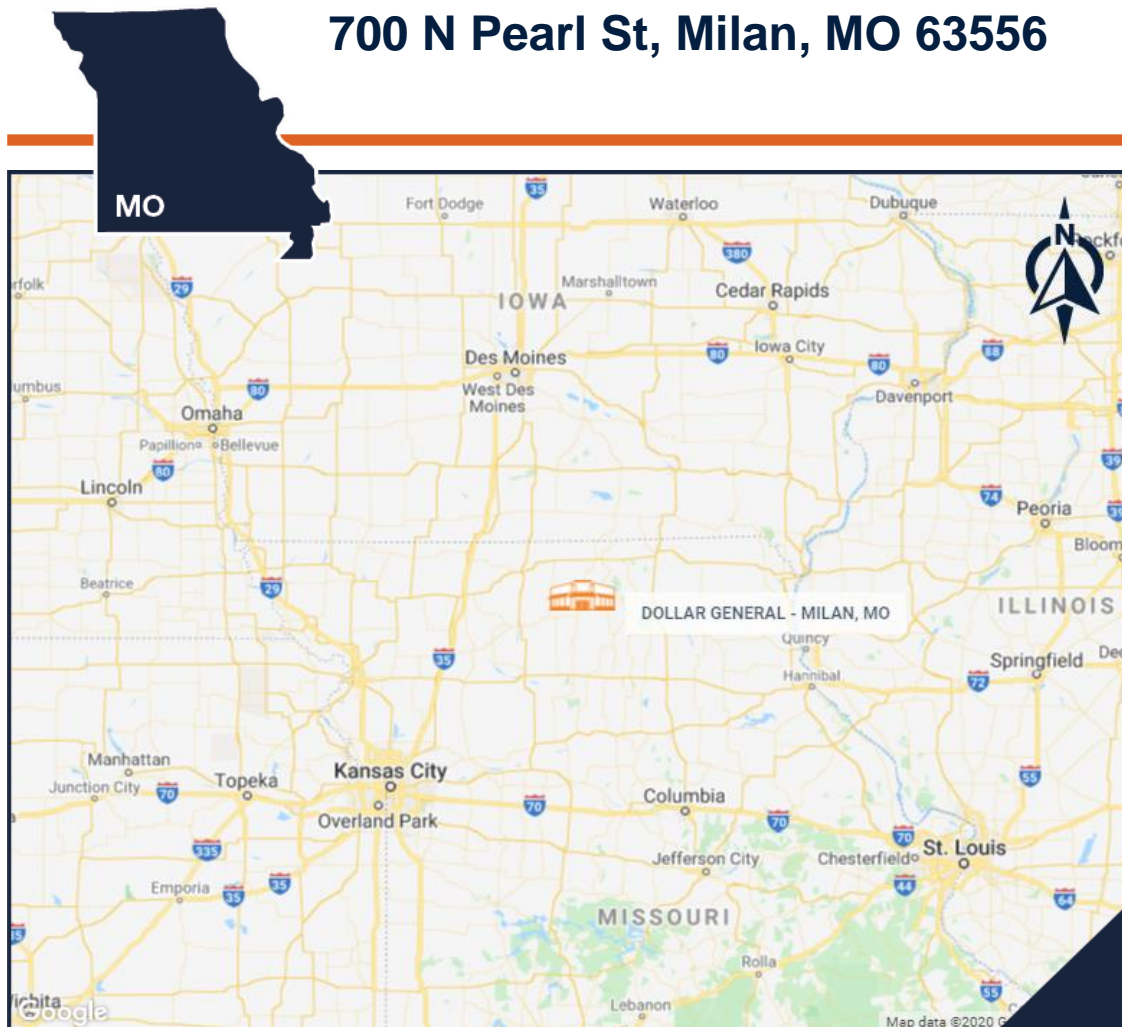
Dollar General commands the field of discount general merchandise. The fast-growing retailer boasts more than 16,360 discount stores in some 45 US states, mostly in the South, the Midwest, and the Southwest. It generates most of its sales from consumables (including paper and cleaning products; health and beauty aids; and refrigerated, shelf-stable, and perishable foods). The stores also offer seasonal items, cookware and small appliances, and apparel. Dollar General targets low- and fixed-income shoppers, pricing items at about \$10 or less. The no-frills stores typically measure around 7,400 sq. ft. and are in small towns that are off the radar of giant discounters.

Fiscal Year Ended January 31, 2020

Credit Rating Chart Comparison Creditintell | F&Dreports

Please note that our rating model is our own proprietary model and is not meant to align with other rating agency models. This comparison was compiled purely for informational purposes based on a representative sampling of ratings on various retailers.

RATING	CREDIT QUALITY	EST. S&P
A1	Excellent	AAA
A2	Excellent	AA (+/-)
B1	Good	A (+/-)
B2	Good	BBB (+/-)
C1	Satisfactory	BB(+/-)
C2	Satisfactory	B+
D1	Below Satisfactory	B
D2	Below Satisfactory	B-
E1	Poor	CCC+/CCC
E2	Poor	CC
F1	Critical	C
F2	Critical	D

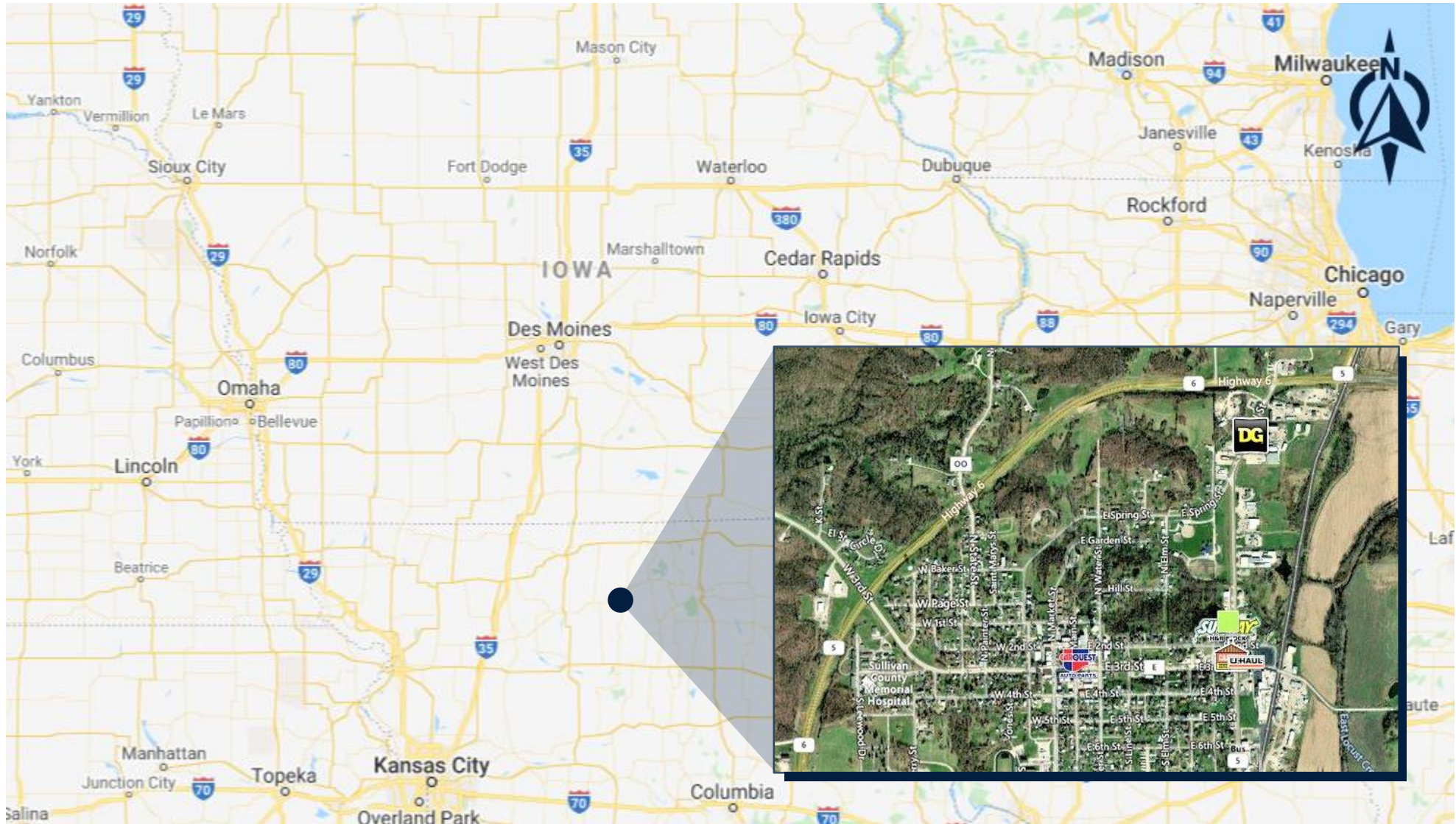
700 N Pearl St, Milan, MO 63556

- BBB Credit Tenant
- Low Cost/SQFT Rent for In-Place Tenant
- Low Competition Immediate Area
- Tenant is Responsible for HVAC
- 9.5 Years on Lease

18,801 SQFT Dollar General on 1.6 Acres of land located in Milan, MO. Corporately Guaranteed Double Net Lease in place until April 30, 2030 (9.5 Years Left on the lease) with 2 additional 5 year Lease Options with 10% increases.

CLOSE PROXIMITY TO:

700 N Pearl St, Milan, MO 63556









FINANCIAL ANALYSIS



PROPERTY SUMMARY

THE OFFERING	
Property	Dollar General - Milan, MO
Property Address	700 N Pearl St. Milan, MO 63556
Price	\$975,000
Capitalization Rate	7.33%
Price/SF	\$51.86

PROPERTY DESCRIPTION	
Year Built / Renovated	1996
Gross Leasable Area	18,801 SF
Zoning	Commercial
Type of Ownership	Fee Simple
Lot Size	1.60 Acres

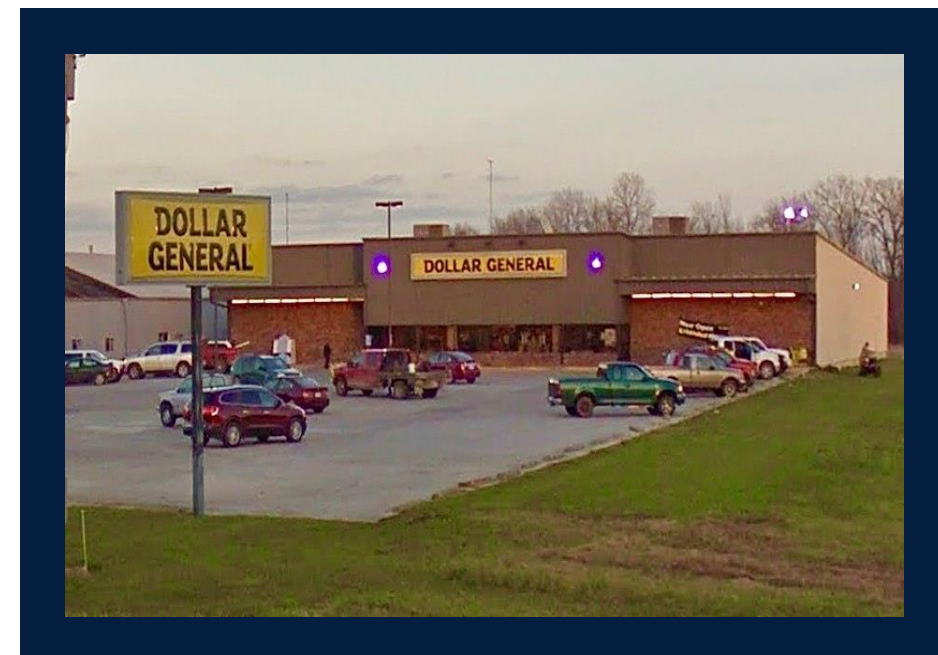
LEASE SUMMARY	
Property Subtype	Net Leased Discount
Tenant	Dollar General
Rent Increases	10% each Five Year Period
Guarantor	Corporate Guarantee
Lease Type	NN
Lease Commencement	January 20, 2012
Lease Expiration	April 30, 2030
Lease Term	18
Term Remaining on Lease (Years)	9.5
Renewal Options	Two Five-Year Options
Landlord Responsibility	Roof, Structure & Parking Lot
Tenant Responsibility	NN and HVAC
Right of First Refusal/Offer	No

NOTES: Current \$150/mo Parking lot maintenance re-imbursement increases to \$165/mo May 1, 2022

ANNUALIZED OPERATING INFORMATION

INCOME	
Net Operating Income	\$71,479

RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$71,479	\$5,957	\$3.80	7.33%
2021 - 2030	\$71,479	\$5,957	\$3.80	7.33%
2030 - 2035	\$78,682	\$6,557	\$4.18	8.07%
2035 - 2040	\$86,550	\$7,213	\$4.60	8.88%



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MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources providing the most competitive rates and terms.

We leverage our prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



Closed 1,994
debt and equity
financings
in 2019



National platform
operating
within the firm's
brokerage offices



\$ 7.18 billion
total national
volume in 2019



Access to more
capital sources
than any other
firm in the
industry

WHY MMCC?

Optimum financing solutions to
enhance value

Enhanced control through
investor qualification support

Enhanced control through
MMCC's ability to qualify
investor finance contingencies

Enhanced control through quickly
identifying potential debt/equity
sources, processing, and closing
buyer's finance alternatives

Enhanced control through
MMCC's ability to monitor
investor/due diligence and
underwriting to ensure timely,
predictable closings

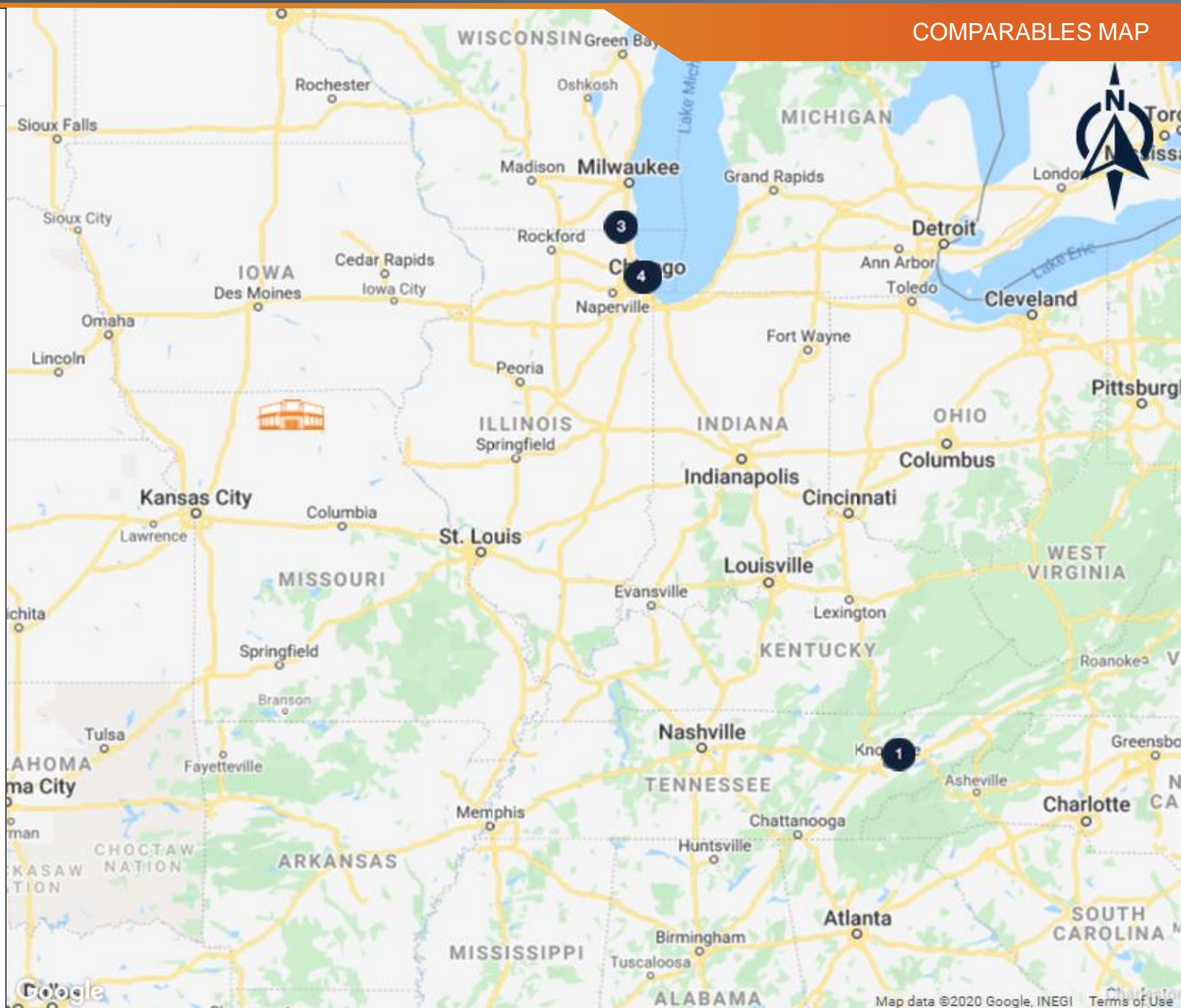


DOLLAR GENERAL - MILAN, MO
(SUBJECT)

- 1 Dollar General
- 2 Dollar General
- 3 Dollar Tree
- 4 Dollar Tree

● SALES COMPARABLES

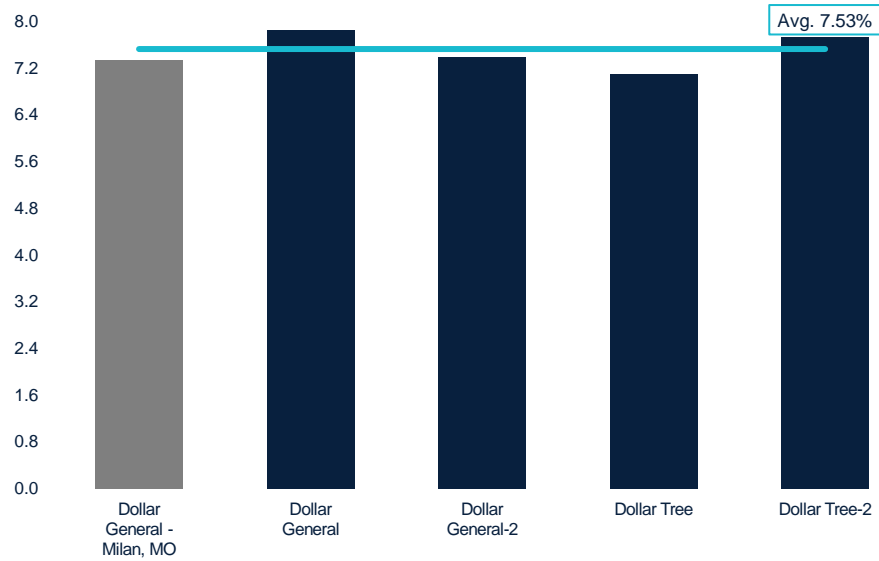
COMPARABLES MAP



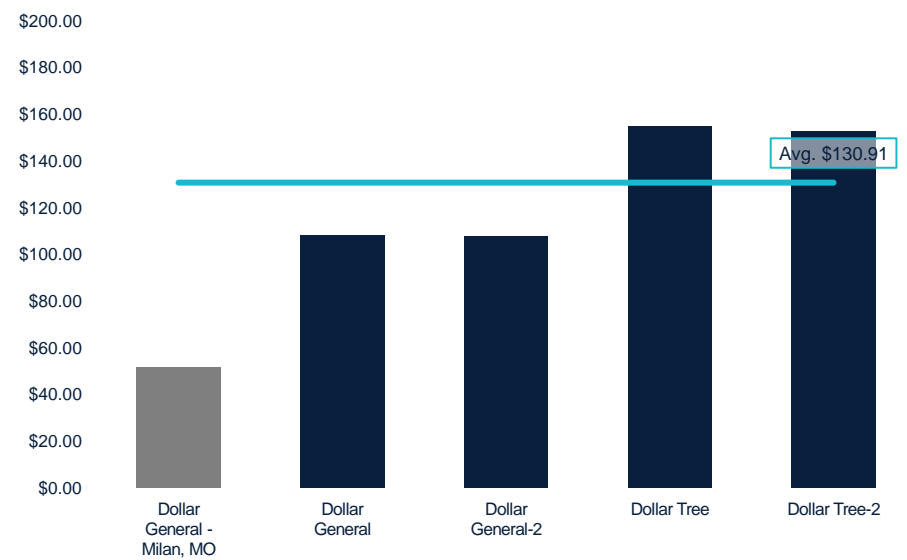
Map data ©2020 Google, INEGI Terms of Use

SALES COMPARABLES SALES COMPS AVG

Average Cap Rate



Average Price Per Square Foot



SALES COMPARABLES

DOLLAR GENERAL - MILAN, MO

700 N Pearl St, Milan, MO, 63556



SUBJECT PROPERTY

Asking Price	\$975,000
Price/SF	\$51.86
CAP Rate	7.33%
GLA	18,801 SF
Lot Size	1.6 acre(s)
Year Built	1996
Lease Term Remaining	9.5 Years

DOLLAR GENERAL

11708 Chapman Hwy, Seymour, TN, 37865



Close Of Escrow	9/30/2020
Days On Market	107
Sales Price	\$975,000
Price/SF	\$108.17
CAP Rate	7.86%
GLA	9,014 SF
Lot Size	1.01 acre(s)
Year Built	2004
Lease Term Remaining	5 Years

DOLLAR GENERAL

7443 S Racine Ave, Chicago, IL, 60636



Close Of Escrow	6/5/2020
Days On Market	119
Sales Price	\$1,345,945
Price/SF	\$107.93
CAP Rate	7.4%
GLA	12,470 SF
Lot Size	1.13 acre(s)
Year Built	1966
Lease Term Remaining	9 Years

NOTES

Non-Built-To-Suit, larger than standard floorplan Dollar General.

SALES COMPARABLES

DOLLAR TREE

1015 E Belvidere Rd , Grayslake, IL, 60030



Close Of Escrow	6/1/2020
Sales Price	\$1,550,000
Price/SF	\$155.00
CAP Rate	7.1%
GLA	10,000 SF
Year Built	2018
Lease Term Remaining	8 Years

NOTES

NN lease with 8 years remaining.

Landlord responsibilities - repair and replacement of Roof, structure, parking lot, and HVAC.

DOLLAR TREE

3920 W 79th St, Chicago, IL, 60652



Close Of Escrow	10/2/2020
Days On Market	102
Sales Price	\$2,121,000
Price/SF	\$152.54
CAP Rate	7.74%
GLA	13,905 SF
Lot Size	0.93 acre(s)
Year Built	1973
Lease Term Remaining	5 Years

NOTES

NN Non-Built-To-Suit above average SQFT Dollar Tree

MARKET OVERVIEW



KANSAS CITY OVERVIEW

The Kansas City metro sits close to both the geographic and population centers of the United States and serves as a major regional commercial, industrial and cultural hub. The market consists of 14 counties: Clay, Bates, Cass, Platte, Clinton, Caldwell, Jackson, Lafayette and Ray counties in Missouri; and Johnson, Linn, Miami, Leavenworth and Wyandotte counties in Kansas. The metro has roughly 2.2 million residents. Jackson is the most populous county with 713,000 people, followed by Johnson with 592,000 residents. Kansas City, Missouri, is the largest city with 490,000 citizens, followed by Overland Park, Kansas, with 190,000 people.

METRO HIGHLIGHTS



CENTRAL LOCATION

A large portion of North America is within a 12-hour drive, making the metro a transportation and distribution hub.



EXPANSIVE TRANSPORTATION SYSTEM

The region is the second-largest rail center in the United States and features an efficient and well-connected airport. BNSF Railway also has an intermodal facility in the area.



AFFORDABLE COST OF LIVING

Kansas City offers a lower cost of living than many other large Midwestern markets.

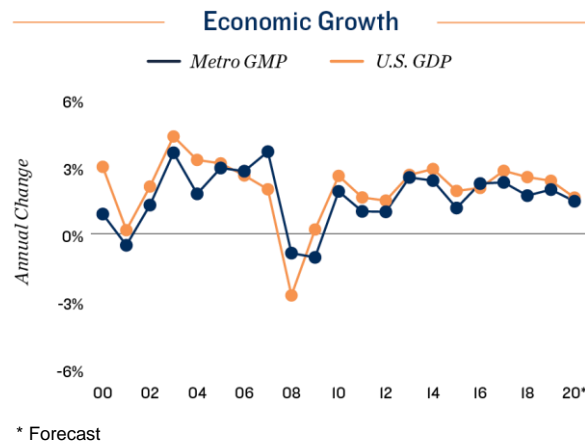


ECONOMY

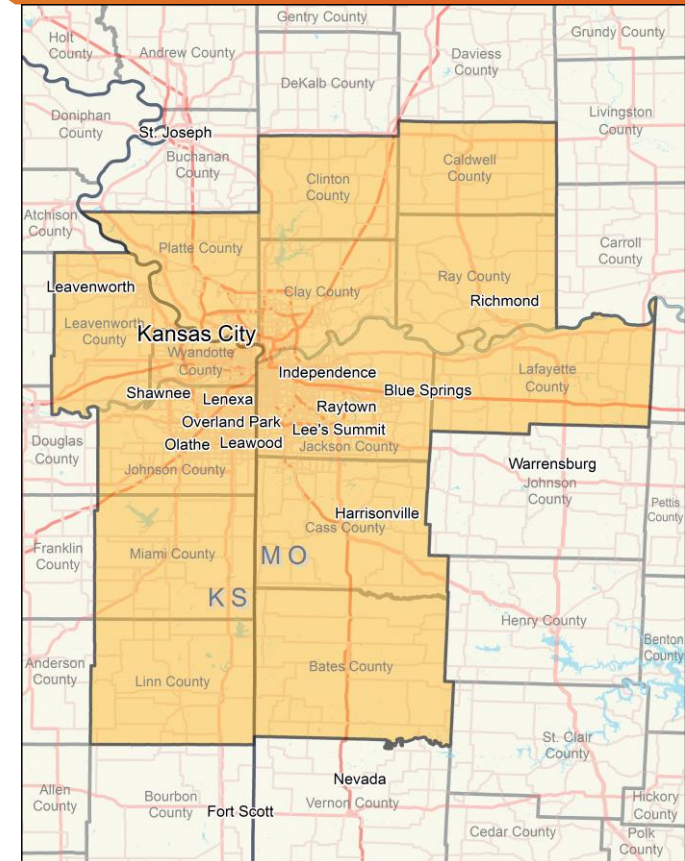
- Its central location, extensive transportation network and intermodal facilities make the metro an important logistics and distribution hub. The increased flow of goods from Mexico will drive intermodal growth in the region.
- Lower costs of living and doing business as well as an educated workforce attract corporations and job seekers to the metro. A number of local firms were on the Fortune 1,000 list last year, and Seaboard received the highest rank.
- Other expanding industries in the metro include finance and insurance, engineering, life sciences, manufacturing and information technology.

MAJOR AREA EMPLOYERS

Honeywell
DST Systems
Hallmark Cards Inc.
University of Kansas Healthcare
Cerner Corp.
St. Luke's Health System
HCA Midwest Health System
Burns & McDonnell
UMB Financial
Children's Mercy Hospital



MARKET OVERVIEW



SHARE OF 2019 TOTAL EMPLOYMENT

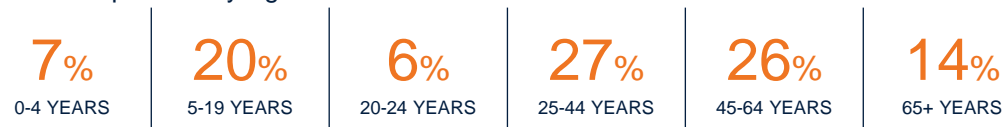




DEMOGRAPHICS

- The metro is expected to add nearly 77,200 people over the next five years, resulting in the formation of approximately 35,000 households.
- A median home price below the U.S. median has produced a homeownership rate of 60 percent, which is higher than the national rate of 57 percent.
- Roughly 35 percent of residents age 25 and older have bachelor's degrees; of those residents, 13 percent have also earned a graduate or professional degree.

2019 Population by Age



QUALITY OF LIFE

Kansas City has a variety of entertainment options. The metro has two major professional sports franchises, the Kansas City Chiefs of the NFL and MLB's Kansas City Royals. The city boasts a rich jazz music history and houses the American Jazz Museum. Kansas City also features a downtown entertainment district that combines restaurants and retail, including the Sprint Center. Cultural venues include the Kemper Museum of Contemporary Art, Nelson-Atkins Museum of Art, the Lyric Opera of Kansas City and the Starlight Theatre. The metro maintains an exceptional education system with nationally ranked school districts, colleges, universities and institutions of advanced learning and research, including the University of Missouri-Kansas City.

* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau



SPORTS



EDUCATION



ARTS & ENTERTAINMENT



Created on October 2020

POPULATION	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Population	1,601	2,537	2,939
■ 2020 Estimate			
Total Population	1,603	2,548	2,957
■ 2010 Census			
Total Population	1,658	2,645	3,076
■ 2000 Census			
Total Population	1,705	2,686	3,135
■ Current Daytime Population			
2020 Estimate	1,878	3,027	3,407
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Households	601	939	1,099
■ 2020 Estimate			
Total Households	602	941	1,103
Average (Mean) Household Size	2.57	2.60	2.58
■ 2010 Census			
Total Households	630	986	1,158
■ 2000 Census			
Total Households	668	1,023	1,200
■ Occupied Units			
2025 Projection	601	939	1,099
2020 Estimate	727	1,149	1,361
HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2020 Estimate			
\$150,000 or More	1.45%	1.52%	1.49%
\$100,000 - \$149,000	8.93%	8.47%	8.08%
\$75,000 - \$99,999	10.62%	9.64%	9.54%
\$50,000 - \$74,999	23.32%	25.17%	25.87%
\$35,000 - \$49,999	14.61%	15.27%	15.70%
Under \$35,000	41.06%	39.92%	39.32%
Average Household Income	\$51,679	\$51,985	\$51,917
Median Household Income	\$43,688	\$44,721	\$45,152
Per Capita Income	\$19,727	\$19,614	\$19,786

HOUSEHOLDS BY EXPENDITURE	1 Miles	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$59,633	\$59,643	\$59,742
■ Consumer Expenditure Top 10 Categories			
Housing	\$14,952	\$14,888	\$14,878
Transportation	\$10,139	\$10,200	\$10,213
Shelter	\$8,442	\$8,362	\$8,330
Food	\$5,998	\$6,060	\$6,081
Personal Insurance and Pensions	\$5,260	\$5,306	\$5,299
Health Care	\$4,434	\$4,449	\$4,484
Utilities	\$3,401	\$3,428	\$3,441
Entertainment	\$2,794	\$2,822	\$2,838
Gifts	\$1,540	\$1,504	\$1,504
Household Furnishings and Equipment	\$1,438	\$1,452	\$1,458
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2020 Estimate Total Population	1,603	2,548	2,957
Under 20	28.30%	27.04%	26.45%
20 to 34 Years	21.02%	19.55%	18.76%
35 to 39 Years	6.24%	6.11%	6.03%
40 to 49 Years	12.93%	13.35%	13.40%
50 to 64 Years	17.57%	18.71%	19.20%
Age 65+	13.94%	15.22%	16.15%
Median Age	35.52	37.79	38.98
■ Population 25+ by Education Level			
2020 Estimate Population Age 25+	1,028	1,686	1,984
Elementary (0-8)	12.40%	10.81%	9.88%
Some High School (9-11)	10.50%	9.62%	9.58%
High School Graduate (12)	40.77%	44.87%	45.89%
Some College (13-15)	18.61%	16.88%	16.47%
Associate Degree Only	5.11%	6.17%	6.48%
Bachelors Degree Only	8.10%	7.55%	7.56%
Graduate Degree	3.38%	3.16%	3.32%

Source: © 2019 Experian



Population

In 2019, the population in your selected geography is 1,603. The population has changed by -5.98% since 2000. It is estimated that the population in your area will be 1,601.00 five years from now, which represents a change of -0.12% from the current year. The current population is 49.42% male and 50.58% female. The median age of the population in your area is 35.52, compare this to the US average which is 38.21. The population density in your area is 509.57 people per square mile.



Households

There are currently 602 households in your selected geography. The number of households has changed by -9.88% since 2000. It is estimated that the number of households in your area will be 601 five years from now, which represents a change of -0.17% from the current year. The average household size in your area is 2.57 persons.



Income

In 2019, the median household income for your selected geography is \$43,688, compare this to the US average which is currently \$62,990. The median household income for your area has changed by 107.93% since 2000. It is estimated that the median household income in your area will be \$53,074 five years from now, which represents a change of 21.48% from the current year.

The current year per capita income in your area is \$19,727, compare this to the US average, which is \$34,935. The current year average household income in your area is \$51,679, compare this to the US average which is \$90,941.



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 73.21% White, 2.85% Black, 0.25% Native American and 0.75% Asian/Pacific Islander. Compare these to US averages which are: 69.84% White, 12.88% Black, 0.20% Native American and 5.75% Asian/Pacific Islander. People of Hispanic origin are counted independently of race.

People of Hispanic origin make up 41.48% of the current year population in your selected area. Compare this to the US average of 18.38%.



Housing

The median housing value in your area was \$73,531 in 2019, compare this to the US average of \$221,068. In 2000, there were 394 owner occupied housing units in your area and there were 274 renter occupied housing units in your area. The median rent at the time was \$274.



Employment

In 2019, there are 678 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 25.35% of employees are employed in white-collar occupations in this geography, and 73.68% are employed in blue-collar occupations. In 2019, unemployment in this area is 4.33%. In 2000, the average time traveled to work was 11.00 minutes.