

OFFERING
MEMORANDUM

**DOLLAR
GENERAL®**



DOLLAR GENERAL

5580 North State Road 9, Howe, Indiana 46746

Marcus & Millichap

NON-ENDORSEMENT & DISCLAIMER NOTICES

CONFIDENTIALITY & DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc.

©2018 Marcus & Millichap. All rights reserved.

NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation or Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT THE LISTING AGENTS FOR MORE DETAILS.

Marcus & Millichap

OFFICES THROUGHOUT THE U.S. AND CANADA
www.marcusmillichap.com

NON-ENDORSEMENT & DISCLAIMER NOTICES (cont.)

NET-LEASED DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors. Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

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.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)

Marcus & Millichap

OFFICES THROUGHOUT THE U.S. AND CANADA

www.marcusmillichap.com

A photograph of a Dollar General store in Howe, Indiana. The store has a yellow sign with "DOLLAR GENERAL" in black letters. The building is dark brown with a yellow lower section. There are several cars parked in front, including a green SUV and a silver car. A "Now Hiring!" sign is visible on the right side of the building. The sky is blue with some clouds.

DOLLAR GENERAL®

HOWE, INDIANA

Damien A. Yoder

First Vice President – Investments
Director, Net Leased Properties Group
Indianapolis, IN
Direct: 317-218-5314
damien.yoder@marcusmillichap.com

Madison Harman

Senior Associate
Associate Director, Net Leased Properties
Group
Indianapolis, IN
Direct: 317-218-5325
madison.harman@marcusmillichap.com

Marcus & Millichap

DOLLAR GENERAL

HOWE, IN

TABLE OF CONTENTS

01

EXECUTIVE SUMMARY // 6

02

PROPERTY DESCRIPTION // 9

03

FINANCIAL ANALYSIS // 16

04

MARKET OVERVIEW // 19

DOLLAR GENERAL

HOWE, IN

SECTION 1

Executive Summary



FINANCIAL SUMMARY



SUMMARY OF TERMS

Marcus & Millichap

OFFERING SUMMARY

OFFERING SUMMARY

DOLLAR GENERAL - HOWE, IN



Total Price

\$981,200

7.40% *Cap Rate*

Gross Leasable Area	9,026 +/-SF
Lot Size	1.61 Acres
Price per Square Foot	\$108.71
Annual Rent	\$72,608
Rent per Square Foot	\$8.04/SF
Year Built	2011
Lease Type	15-Year NN Lease

Marcus & Millichap

SUMMARY OF TERMS

INTEREST OFFERED

Fee simple interest in the Dollar General, a 9,026 square-foot, single tenant double net leased property located at 5580 North State Road 9, Howe, Indiana 46746.

TERMS OF SALE

The Dollar General in Howe, Indiana is offered at \$981,200 all cash to seller, free and clear of debt.

PROPERTY TOURS

Prospective purchasers are encouraged to visit the subject property prior to submitting offers. However, all property tours must be arranged with the listing agents. **At no time shall the tenants, on-site management or staff be contacted without prior approval.**



DOLLAR GENERAL

HOWE, IN

SECTION 2
Property Description



PROPERTY DESCRIPTION

.....

SITE PLAN

.....

INVESTMENT HIGHLIGHTS

.....

REGIONAL AND LOCAL MAPS

.....

ADDITIONAL PHOTOS

.....

Marcus & Millichap



PROPERTY DESCRIPTION

Dollar General

5580 North State Road 9, Howe, IN 46746

Parcel Number	44-03-25-200-011.000-012
Lot Size	1.61 Acres
Number of Buildings	1
Exterior	Split-Face Block and Metal
Roof	Metal
Year Built	2011
GLA	9,026 SF
Parking Spaces	30

Marcus & Millichap

INVESTMENT HIGHLIGHTS

Investment Offers Low Rent of \$8.04 per Square Foot and an Upcoming 3% Rental Increase in July 2021 | Three, Five-Year Renewal Options with 10% Rental Increases

Corporate Guaranty with Dollar General | NYSE: DG | \$25.6 Billion in 2019 Revenue | Ranked #119 on Fortune 500

Built in 2011 on 1.61 Acres | New Prototype | Tenant Reimburses 100% for Taxes, Insurance and Common Area Maintenance

Pandemic/Recession-Resistant Investment - Dollar General Reports a Same Store Sale Increase of 18.8% from 2019 to 2020

E-Commerce Resistant Retailer | Working with FedEx to Offer Drop Off/Pickup at Thousands of Dollar General Stores

Dollar General is the Largest Discount Retailer in the U.S. | 17,000 Locations in 47 States – More Locations than Walmart and Target Combined

Very Limited Competition with Double the Typical Traffic Counts that is Desired for Dollar General's Blue-Collar Markets. Located Nearby Multiple Manufacturing Plants and Residents.

Corner Location on IN-9 and Williams Street – Traffic Counts of 8,500+ Cars per Day | IN-9 is Main Retail Thoroughfare of Howe and Runs from Sturgis, MI to Columbus, OH



Dollar General's Growth

Dollar General Has Been Growing for Over 80 Years. 28 Consecutive Years of Sales Growth. The Largest Small-Box Discount Retailer in US with 17,000 Locations.



Excellent Hedge Against Inflation

10% Rental Increases Every Option Period During the Primary Lease Term. Upcoming 3% Rent Increase in 2021.



Strategic Location

Located on State Route 9 on Main North-South Thoroughfare. Near Multiple Manufacturing Plants and Nearby Residents with Limited Competition., which is a Perfect Footprint for Dollar General's Success.

LOCAL MAP



REGIONAL MAP





**DOLLAR
GENERAL**



DOLLAR GENERAL®

Order in the DG App.
Pick up in store.

DG PICKUP



DOLLAR GENERAL

HOWE, IN

SECTION 3
Financial Analysis

FINANCIAL OVERVIEW

.....

TENANT PROFILE

.....

LOCATION MAP

Marcus & Millichap

FINANCIAL OVERVIEW // DOLLAR GENERAL

PRICING SUMMARY

Sale Price	\$981,200
Square Feet	9,026
Lot Size	1.61 Acres
Year Built/Renovated	2011
Lease Guarantor	Dollar General, Inc.

LEASE SUMMARY

Lease Commencement	7/14/2011
Lease Expires	7/31/2026
Term Left (Yrs)	5.70
Average Yield Remaining	7.58%
Renewal Options	(3) Five-Year
Landlord Responsibility	Roof & Structure

RENT SCHEDULE

Primary Lease Term

Year	Annual Rent	Monthly Rent	Rent/SF	Cap Rate
Year 10	\$72,608	\$6,051	\$8.04	7.40%
Year 11	\$74,786	\$6,232	\$8.29	7.62%
Year 12	\$74,786	\$6,232	\$8.29	7.62%
Year 13	\$74,786	\$6,232	\$8.29	7.62%
Year 14	\$74,786	\$6,232	\$8.29	7.62%
Year 15	\$74,786	\$6,232	\$8.29	7.62%
Option #1				
Year 16	\$82,265	\$6,855	\$9.11	8.38%
Year 17	\$82,265	\$6,855	\$9.11	8.38%
Year 18	\$82,265	\$6,855	\$9.11	8.38%
Year 19	\$82,265	\$6,855	\$9.11	8.38%
Year 20	\$82,265	\$6,855	\$9.11	8.38%

Year	Annual Rent	Monthly Rent	Rent/SF	Cap Rate
Option #2				
Year 21	\$90,491	\$7,541	\$10.03	9.22%
Year 22	\$90,491	\$7,541	\$10.03	9.22%
Year 23	\$90,491	\$7,541	\$10.03	9.22%
Year 24	\$90,491	\$7,541	\$10.03	9.22%
Year 25	\$90,491	\$7,541	\$10.03	9.22%
Option #3				
Year 26	\$99,540	\$8,295	\$11.03	10.14%
Year 27	\$99,540	\$8,295	\$11.03	10.14%
Year 28	\$99,540	\$8,295	\$11.03	10.14%
Year 29	\$99,540	\$8,295	\$11.03	10.14%
Year 30	\$99,540	\$8,295	\$11.03	10.14%

TENANT PROFILE

**DOLLAR
GENERAL®**

5580 NORTH STATE ROAD 9, HOWE, INDIANA 46746

2019 Revenue:	\$25.63 Billion
Locations:	17,000 Stores in 46 States
Headquarters:	Goodlettsville, TN
Website:	www.dollargeneral.com

FORTUNE
500
2020

17,000
DOLLAR GENERAL STORES
OPENED



Dollar General was started in 1939 as a family-owned business called J.L. Turner and Son in Scottsville, Kentucky. In 1955, the name changed to Dollar General Corporation and in 1968 the company went public on the NYSE. Dollar General has been recognized as 112 on the Fortune 500.

Dollar General sells products from some of America's most-trusted brands such as Clorox, Energizer, Procter & Gamble, Hanes, Coca-Cola, Mars, Unilever, Nestlé, Kimberly-Clark, Kellogg's, General Mills, and PepsiCo. Additionally, they carry high-quality private brands to provide customers with more options to purchase products at substantial discounts to national brands.

Their numerous private brands including Clover Valley®, Good & Smart®, true living®, DG Home®, Gentle Steps®, Studio Selection™, DG Health®, DG Office®, Comfort Bay®, Bobbie Brooks®, Smart and Simple® and more.

DOLLAR GENERAL

HOWE, IN

SECTION 4

Market Overview



FORT WAYNE OVERVIEW

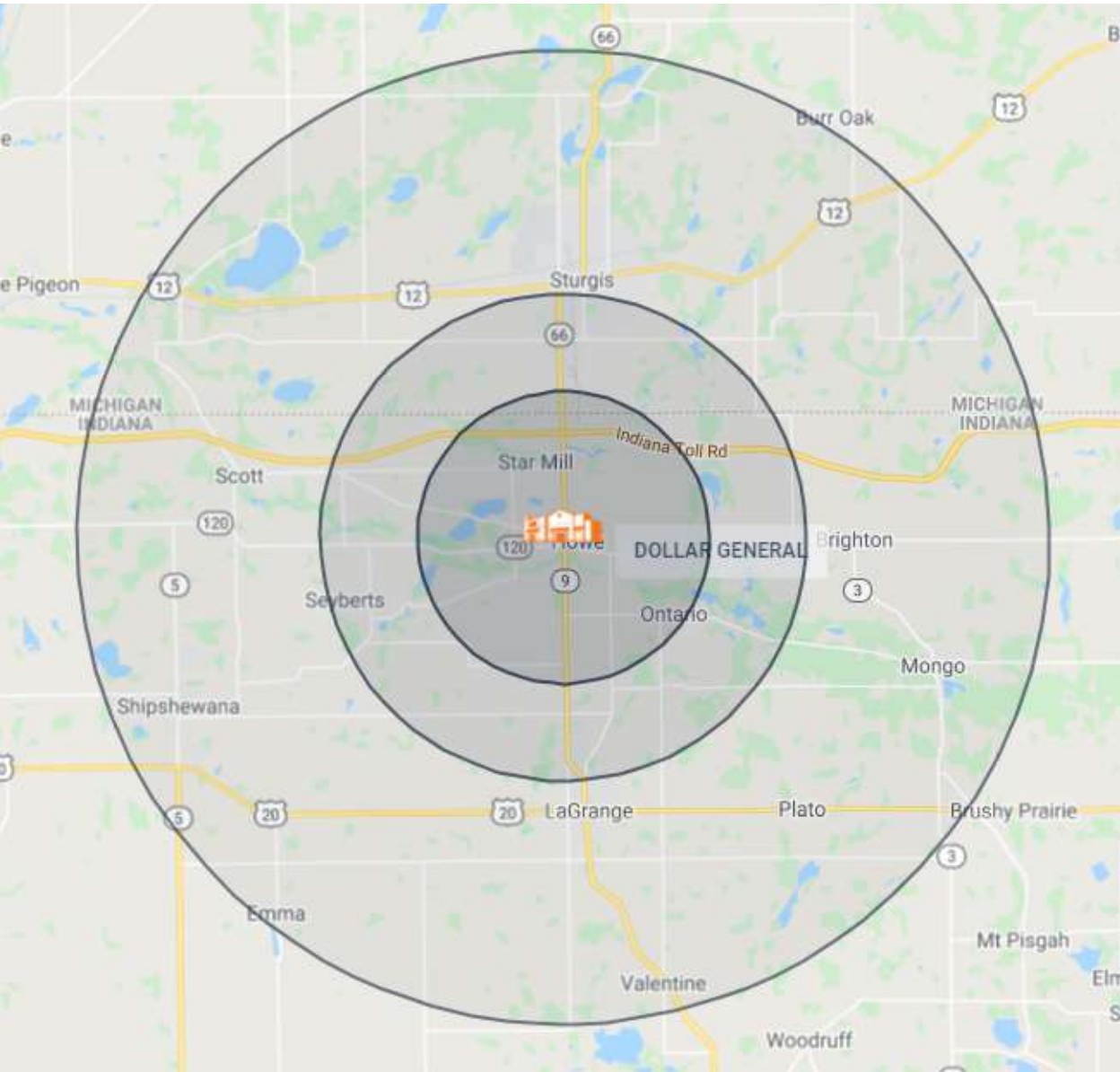
.....

DEMOGRAPHICS

Marcus & Millichap

DEMOGRAPHICS

**DOLLAR
GENERAL®**



CREATED NOVEMBER 2020

POPULATION

	3 Miles	5 Miles	10 Miles
2025 Projection	3,171	10,434	41,815
2020 Estimate	3,041	10,214	41,001
2010 Census	2,855	9,899	39,736
2000 Census	2,722	9,604	39,385

INCOME

Average	\$71,592	\$67,920	\$70,609
Median	\$68,254	\$60,134	\$57,612
Per Capita	\$25,681	\$24,239	\$24,547

HOUSEHOLDS

2025 Projection	1,117	3,683	14,452
2020 Estimate	1,069	3,603	14,164
2010 Census	980	3,434	13,534
2000 Census	964	3,443	13,629

HOUSING

2020	\$153,647	\$143,523	\$149,772
------	-----------	-----------	-----------

EMPLOYMENT

2020 Daytime Population	1,746	10,272	35,935
2020 Unemployment	4.34%	4.18%	3.77%
2020 Median Time Traveled	23	21	22

RACE & ETHNICITY

White	83.96%	85.55%	88.91%
Native American	0.19%	0.09%	0.02%
African American	1.20%	1.18%	0.79%
Asian/Pacific Islander	1.81%	1.26%	0.65%

DEMOGRAPHICS

**DOLLAR
GENERAL®**

POPULATION	3 Miles	5 Miles	10 Miles
■ 2025 Projection			
Total Population	3,171	10,434	41,815
■ 2020 Estimate			
Total Population	3,041	10,214	41,001
■ 2010 Census			
Total Population	2,855	9,899	39,736
■ 2000 Census			
Total Population	2,722	9,604	39,385
■ Current Daytime Population			
2020 Estimate	1,746	10,272	35,935
HOUSEHOLDS	3 Miles	5 Miles	10 Miles
■ 2025 Projection			
Total Households	1,117	3,683	14,452
■ 2020 Estimate			
Total Households	1,069	3,603	14,164
Average (Mean) Household Size	2.82	2.71	2.83
■ 2010 Census			
Total Households	980	3,434	13,534
■ 2000 Census			
Total Households	964	3,443	13,629
■ Occupied Units			
2025 Projection	1,117	3,683	14,452
2020 Estimate	1,213	4,066	16,209
HOUSEHOLDS BY INCOME	3 Miles	5 Miles	10 Miles
■ 2020 Estimate			
\$150,000 or More	5.87%	6.35%	6.97%
\$100,000 - \$149,000	12.64%	11.39%	10.76%
\$75,000 - \$99,999	23.33%	17.75%	15.42%
\$50,000 - \$74,999	23.22%	22.72%	23.92%
\$35,000 - \$49,999	10.48%	12.03%	13.42%
Under \$35,000	24.45%	29.77%	29.51%
Average Household Income	\$71,592	\$67,920	\$70,609
Median Household Income	\$68,254	\$60,134	\$57,612
Per Capita Income	\$25,681	\$24,239	\$24,547

HOUSEHOLDS BY EXPENDITURE	3 Miles	5 Miles	10 Miles
Total Average Household Retail Expenditure	\$73,955	\$70,811	\$70,123
■ Consumer Expenditure Top 10 Categories			
Housing	\$18,218	\$17,303	\$17,165
Transportation	\$12,944	\$12,739	\$12,729
Shelter	\$10,107	\$9,495	\$9,380
Food	\$7,669	\$7,228	\$7,150
Personal Insurance and Pensions	\$7,101	\$6,618	\$6,586
Health Care	\$5,645	\$5,277	\$5,211
Utilities	\$4,078	\$3,923	\$3,905
Entertainment	\$3,972	\$3,826	\$3,838
Cash Contributions	\$2,102	\$1,834	\$1,735
Household Furnishings and Equipment	\$1,959	\$1,849	\$1,829
POPULATION PROFILE	3 Miles	5 Miles	10 Miles
■ Population By Age			
2020 Estimate Total Population	3,041	10,214	41,001
Under 20	30.57%	30.46%	32.08%
20 to 34 Years	18.18%	18.35%	18.60%
35 to 39 Years	5.72%	5.55%	5.82%
40 to 49 Years	10.87%	10.76%	10.91%
50 to 64 Years	20.99%	19.54%	17.76%
Age 65+	13.68%	15.35%	14.84%
Median Age	36.07	36.04	34.43
■ Population 25+ by Education Level			
2020 Estimate Population Age 25+	1,940	6,503	25,388
Elementary (0-8)	13.18%	10.14%	15.02%
Some High School (9-11)	11.80%	9.80%	9.54%
High School Graduate (12)	38.42%	37.53%	35.82%
Some College (13-15)	17.42%	19.72%	18.41%
Associate Degree Only	5.48%	7.98%	7.27%
Bachelors Degree Only	9.56%	9.12%	8.60%
Graduate Degree	2.98%	3.94%	3.75%

Created In November 2020

Source: © 2019 Experian

DEMOGRAPHICS

23

5 MILE - DEMOGRAPHICS

**DOLLAR
GENERAL®**



Population

In 2019, the population in your selected geography is 10,214. The population has changed by 6.35% since 2000. It is estimated that the population in your area will be 10,434.00 five years from now, which represents a change of 2.15% from the current year. The current population is 50.49% male and 49.51% female. The median age of the population in your area is 36.04, compare this to the US average which is 38.21. The population density in your area is 129.80 people per square mile.



Households

There are currently 3,603 households in your selected geography. The number of households has changed by 4.65% since 2000. It is estimated that the number of households in your area will be 3,683 five years from now, which represents a change of 2.22% from the current year. The average household size in your area is 2.71 persons.



Income

In 2019, the median household income for your selected geography is \$60,134, compare this to the US average which is currently \$62,990. The median household income for your area has changed by 55.84% since 2000. It is estimated that the median household income in your area will be \$68,832 five years from now, which represents a change of 14.46% from the current year.

The current year per capita income in your area is \$24,239, compare this to the US average, which is \$34,935. The current year average household income in your area is \$67,920, compare this to the US average which is \$90,941.

Source: © 2019 Experian



Race and Ethnicity

The current year racial makeup of your selected area is as follows: 85.55% White, 1.18% Black, 0.09% Native American and 1.26% 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 14.76% 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 \$143,523 in 2019, compare this to the US average of \$221,068. In 2000, there were 2,534 owner occupied housing units in your area and there were 909 renter occupied housing units in your area. The median rent at the time was \$371.



Employment

In 2019, there are 5,050 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 40.89% of employees are employed in white-collar occupations in this geography, and 59.00% are employed in blue-collar occupations. In 2019, unemployment in this area is 4.18%. In 2000, the average time traveled to work was 21.00 minutes.

A photograph of a Dollar General store exterior. The building has a dark brown upper section and a light tan lower section. A large yellow sign with "DOLLAR GENERAL" in black letters is mounted on the building. A smaller yellow sign with "Now Hiring!" is visible on the right side of the building. Several cars are parked in the lot in front of the store. The sky is blue with scattered white clouds.

DOLLAR GENERAL®

HOWE, IN

Damien A. Yoder

First Vice President - Investments
Director, Net Leased Properties Group
Indianapolis, IN
Direct: 317-218-5314
damien.yoder@marcusmillichap.com

Madison Harman

Senior Associate
Associate Director, Net Leased Properties
Group
Indianapolis, IN
Direct: 317-218-5325
madison.harman@marcusmillichap.com

Marcus & Millichap