



401 S Pecan St • Lampasas, TX 76550



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PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

DOLLAR GENERAL  
Lampasas, TX  
ACT ID ZAB0250491

TX Broker of Record - Tim A Speck Lic #9002994

**Marcus & Millichap**

## NET LEASED DISCLAIMER

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

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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.

Marcus & Millichap



## Information About Brokerage Services

11-2-2015

*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:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o 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.

Marcus & Millichap	9002994	tim.speck@marcusmillichap.com	972-755-5200
Licensed Broker/Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Tim A. Speck	432723	tim.speck@marcusmillichap.com	972-755-5200
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Regulated by the Texas Real Estate Commission

Buyer/Tenant/Seller/Landlord's Initials

Date

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)

IABS 1-0

# Dollar General


**CREDIT RATING: A1**
[www.fdreports.com](http://www.fdreports.com) | [www.creditintell.com](http://www.creditintell.com) | July 31, 2020

## General Information

Address	100 Mission Ridge , Goodlettsville, Tennessee, 37072, United States
Phone	615-855-4000
Website	<a href="http://www.dollargeneral.com">www.dollargeneral.com</a>

## Store Base

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

## 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

## Financial Markets

Stock Ticker	DG
Current Price	\$213.09 as of 11/16/20
52 Week High/Low	\$225.25 / \$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

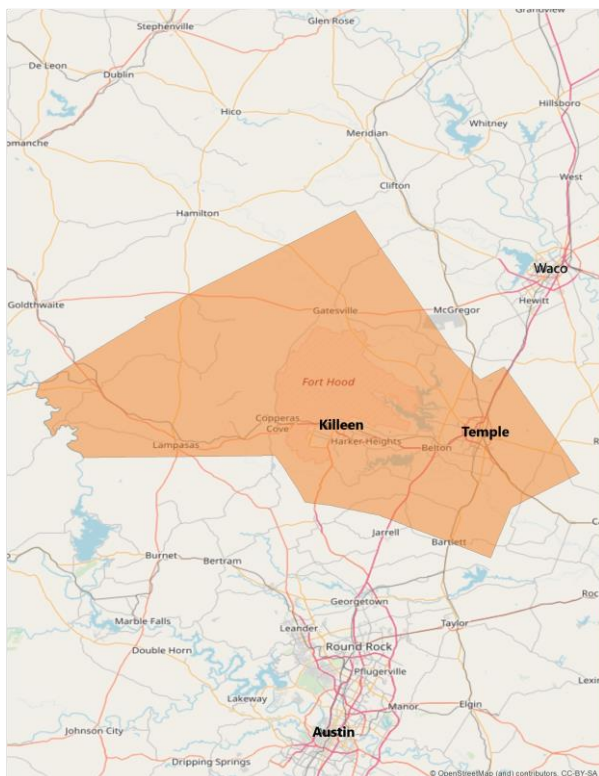
Please note that our rating model is our own proprietary model and is not meant to align with other rating agency models. This comparison was compiled purely for informational purposes based on a representative sampling of ratings on various retailers.

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



## TEMPLE-KILLEEN OVERVIEW

Situated roughly 70 miles north of Austin and 150 miles south of Dallas, the Temple-Killeen metro encompasses Bell, Lampasas and Coryell counties. Killeen is the largest city in the metro with approximately 142,000 residents followed by Temple with 78,000. Fort Hood, one of the nation's most notable military bases is located in Killeen. Military personnel make up a large portion of the population in the area and are the reason for the median age being well below the national average.



### METRO HIGHLIGHTS



#### DISTRIBUTION INDUSTRY

Temple-Killeen's location between Austin and Dallas/Fort Worth and access to Interstate 35 is efficient for the distribution of goods.



#### FORT HOOD

Fort Hood is one of the country's premier military installations. It houses more than 70,000 military personnel and family members.



#### POPULATION GROWTH

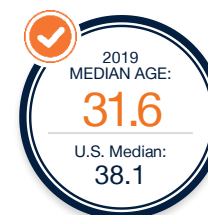
The metro is projected to grow at a rate that doubles the rest of the nation and should add roughly 36,400 new residents over the next five years.



### ECONOMY

- In addition to distribution and Fort Hood, other economic drivers include health and life sciences; security and intelligence; education; and advanced manufacturing.
- The metro is well known for its medical sector. Baylor Scott & White Medical Center, Seton Medical Center and the Central Texas Veterans Health Care System are a few of the facilities.
- The Temple-Killeen area is home to Central Texas University and has a branch of the Texas A&M University system as well. Between the universities and the public schools, the sector is a top employer for the metro.
- Manufacturers represent transportation equipment, fabricated metal, machinery, computers and electronic products.

### DEMOGRAPHICS



\* Forecast

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

## EXECUTIVE SUMMARY

## OFFERING SUMMARY

Price	\$348,387
Net Operating Income	\$27,000
Capitalization Rate – Current	7.75%
Price / SF	\$40.03
Rent / SF	\$3.10
Lease Type	NN
Gross Leasable Area	8,704 SF
Year Built / Renovated	1900 / 1999
Lot Size	0.21 acre(s)

## FINANCING

Down Payment	All Cash
Net Cash Flow	7.75% / \$27,000
Cash on Cash Return	7.75%
Total Return	7.75% / \$27,000



## MAJOR EMPLOYERS

EMPLOYER	# OF EMPLOYEES*
Lampasas High School	227
Spring Oaks Nrsing Rhblttn L	208
Intermediate School	122
Lampasas Nrsing Rhbltation Ctr	121
Richardson Tile & Plaster Inc	120
Walmart	115
Klein Whitis Elementary School	97
Lampasas County Jail	90
Lampasas Middle School	70
Preservation Lampasas Inc	70
Taylor Creek Elementary School	69
Benny Boyd CDJ	66

## DEMOGRAPHICS

	1-Miles	3-Miles	5-Miles
2020 Estimate Pop	4,949	8,417	9,656
2010 Census Pop	4,520	7,662	8,743
2020 Estimate HH	1,952	3,290	3,744
2010 Census HH	1,759	2,958	3,348
Median HH Income	\$49,210	\$55,240	\$57,585
Per Capita Income	\$24,028	\$25,917	\$27,109
Average HH Income	\$59,967	\$65,569	\$69,275

\* # of Employees based on 5 mile radius

## INVESTMENT OVERVIEW

Marcus & Millichap is pleased to exclusively offer for sale the Dollar General located at 401 S Pecan St. in Lampasas, Texas. The investment is being offered at \$348,387 which represents a 7.75 percent cap rate.

The 8,704 square foot building is in the heart of Lampasas, Texas. The double net lease has 4.2 years remaining due to a recent lease extension. Dollar General has been a tenant at this location since 1998 and has shown continued commitment to the site. There is one 5-year lease renewal option with a 10 percent increase in rent. Landlord responsibilities are limited to roof, structure, and HVAC with the tenant responsible for the costs of any minor repair up to \$500 per occurrence.

Lampasas is located 70-miles from Austin, the capital of Texas. The subject property is in a nationally registered historic district surrounded by a variety of national retail tenants, and is located in front of the Lampasas county courthouse. Furthermore, Texas is an income tax free state. There are more than 5,000 people within one mile with a projected 4.91 percent population growth through 2025.

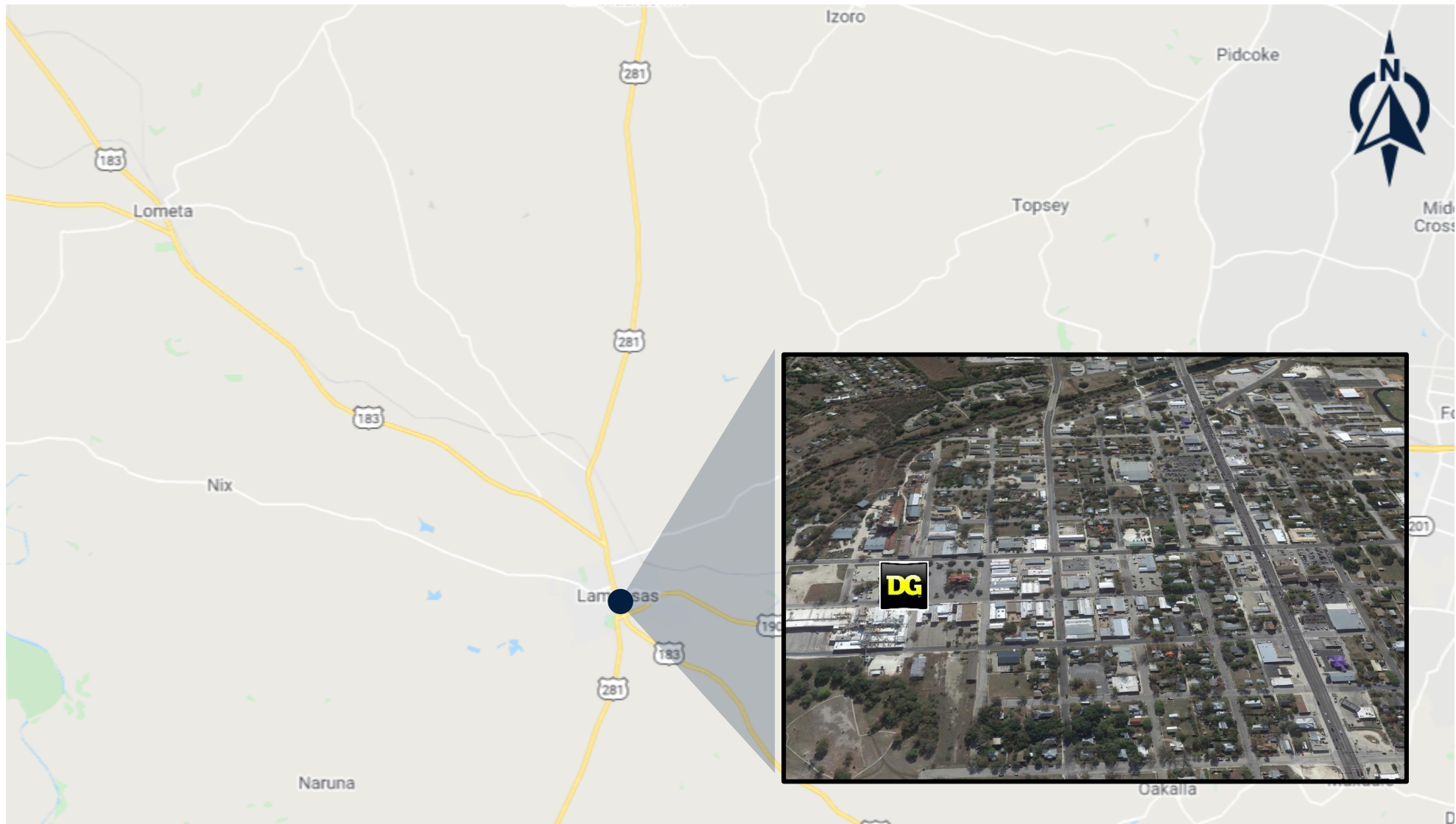
## INVESTMENT HIGHLIGHTS

- Double Net with 4.2 years remaining
- Recent lease renewal showing continued commitment to the site
- 20+ year operating history
- 30 minutes from Fort Hood, one hour away from Austin, Texas
- Parking spaces are maintained by the city of Lampasas
- Lampasas courthouse recently had a \$5 million dollar renovation.
- Strategically located in downtown Lampasas, Texas.
- Adjacent to Ajinomoto Foods North America/Windsor, a world leader in the frozen food industry
- Population of 5,000 + in the 1-mile radius, projected to grow by 4.91 percent through 2025
- Nationally registered historic district surrounded by more than twenty national tenants
- Texas is an income tax free state
- Near Hwy 183 with a traffic count of 20,000+ VPD
- Low rent of \$3.10/ square foot





401 S Pecan St, Lampasas, TX 76550











### Population

In 2019, the population in your selected geography is 4,949. The population has changed by 1.50% since 2000. It is estimated that the population in your area will be 5,192.00 five years from now, which represents a change of 4.91% from the current year. The current population is 48.10% male and 51.90% female. The median age of the population in your area is 37.81, compare this to the US average which is 38.21. The population density in your area is 1,576.12 people per square mile.



### Households

There are currently 1,952 households in your selected geography. The number of households has changed by 6.84% since 2000. It is estimated that the number of households in your area will be 2,063 five years from now, which represents a change of 5.69% from the current year. The average household size in your area is 2.47 persons.



### Income

In 2019, the median household income for your selected geography is \$49,210, compare this to the US average which is currently \$62,990. The median household income for your area has changed by 83.46% since 2000. It is estimated that the median household income in your area will be \$61,696 five years from now, which represents a change of 25.37% from the current year.

The current year per capita income in your area is \$24,028, compare this to the US average, which is \$34,935. The current year average household income in your area is \$59,967, 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: 79.72% White, 2.47% Black, 0.06% Native American and 0.78% 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 32.06% 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 \$110,736 in 2019, compare this to the US average of \$221,068. In 2000, there were 1,086 owner occupied housing units in your area and there were 741 renter occupied housing units in your area. The median rent at the time was \$316.



### Employment

In 2019, there are 2,453 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 42.68% of employees are employed in white-collar occupations in this geography, and 57.98% are employed in blue-collar occupations. In 2019, unemployment in this area is 4.44%. In 2000, the average time traveled to work was 22.00 minutes.

## PROPERTY SUMMARY

THE OFFERING	
Property	Dollar General
Property Address	401 S Pecan St Lampasas, Texas 76550
Price	\$348,387
Capitalization Rate	7.75%
Price/SF	\$40.03

PROPERTY DESCRIPTION	
Year Built / Renovated	1900/1999
Gross Leasable Area	8,704 SF
Zoning	Commercial
Type of Ownership	Fee Simple
Lot Size	0.21 Acres

LEASE SUMMARY	
Property Subtype	Net Leased Discount
Tenant	Dollar General
Rent Increases	10% each 5 Year Option
Guarantor	Corporate Guarantee
Lease Type	NN
Lease Commencement	September 22, 1998
Lease Expiration	January 31, 2025
Lease Term	26
Term Remaining on Lease (Years)	4.2
Renewal Options	(1) 5 Years Option
Landlord Responsibility	Roof, Structure, HVAC, Major Repairs
Tenant Responsibility	Taxes, Insurance, Minor repairs
Right of First Refusal/Offer	N/A

## ANNUALIZED OPERATING INFORMATION

INCOME	
Net Operating Income	\$27,000

RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$27,000	\$2,250	\$3.10	7.75%
Option 1	\$29,700	\$2,475	\$3.41	8.53%



## NOTES

- Dollar Generals reimburses Real Estate taxes, insurance, and HVAC maintenance
- Landlord is responsible for roof, structure, and major repairs in excess of \$500
- Landlord is responsible for HVAC quarterly maintenance; Dollar General reimburses \$58.33/ month toward HVAC maintenance