



SYNDICATED EQUITIES
Investment Sales Group

NNN

CONFIDENTIAL OFFERING MEMORANDUM

ACTUAL SITE



LOCATION

Dollar General
2048 Bus. 12
Ethel, MS



OFFERING MEMORANDUM

Confidential Disclaimer

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Syndicated Equities

A National Real Estate Investment Company

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DEAL DETAILS

Price \$1,018,300

NOI \$70,772

Cap Rate 6.95%

Lease Structure Absolute NNN

Rent Increases None

Rent Commencement 06/01/2016

Term 15 Years

Lease Expiration 05/31/2031

Options Five 5-Year

Option Rent 10% Increase in Each Option

Building Size 7,489 SF

Lot Size 2.60 Acres

TENANT DETAILS

Guarantor Dollar General Corp. (NYSE: DG)

S&P Rating BBB

2019 Revenue \$27.8 Billion

Locations 16,979

Headquarters Goodlettsville, TN

RENT SCHEDULE

	Rent	Increase
Base Term	\$70,772	--
Option 1	\$77,847	10%
Option 2	\$85,633	10%
Option 3	\$94,196	10%
Option 4	\$103,616	10%
Option 5	\$113,978	10%

INVESTMENT HIGHLIGHTS

10+ years of term remaining.

Absolute NNN lease with no landlord responsibilities.

No nearby competition.

Investment grade tenant (S&P Rating: BBB).

2016 build-to-suit for Dollar General.

Dollar General is a market leader with approximately 17,000 locations throughout the U.S.

On-site coolers with food offerings.



TENANT PERFORMANCE DURING THE COVID-19 PANDEMIC

Revenue

Revenue for the third quarter (13 weeks ended October 13, 2020) was \$8.2 billion - a 17.3% increase compared to \$7.0 billion in the third quarter of 2019. Revenue for the second quarter (13 weeks ended July 31, 2020) increased 24.4% year-over-year to \$8.68 billion.

Same-Store Sales

Same-store sales for the third quarter increased 12.2% compared to 2019 and 18.8% for the second quarter.

Foot Traffic

Data from Placer.ai [stated](#) that Dollar General experienced a significant increase in foot traffic in May (+13.2% YoY), June (+14.0% YoY), and July (+17.2% YoY). For comparison, Walmart and Dollar Tree visits were down 13.1% and 2.9% in July, respectively.



THE DG FRESH INITIATIVE

Dollar General continues to execute on its DG Fresh Initiative, a plan to bring a grocery element to its stores with the addition of fresh and frozen-food options through their own distribution network. The company's revenue from consumables has increased 759% from 2000 to 2019, and accounted for 78% of sales in 2019, compared to 51% of sales in 2000.

The DG Fresh Initiative allows Dollar General to compete with big-box retailers such as Walmart, Target, and ALDI, creating a one-stop-shop for consumers who would otherwise have to travel miles to shop for basic necessities or individuals who recognize the lower price points for comparable products that would traditionally be purchased in grocery or big-box stores.



ETHEL HIGH SCHOOL
266 Students

U-HAUL

DOLLAR GENERAL

SUBJECT PROPERTY



ETHEL CITY HALL

Demographics	5 Miles	10 Miles	15 Miles
Total Population	4,502	13,268	19,160
Population Median Age	39.4	38.4	39.9
Average Household Income	\$54,601	\$49,557	\$49,983
Median Household Income	\$63,643	\$34,338	\$34,547
Per Capita Income	\$21,013	\$19,242	\$19,540
Average Income Growth 2000-2010	36.38%	29.24%	25.31%
Estimated Avg. Income Growth 2019-2024	11.85%	12.39%	13.02%
Households	1,728	5,097	7,435
Average Household Size	2.55	2.53	2.53



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