



TRINITY

REAL ESTATE INVESTMENT SERVICES



DOLLAR GENERAL - NEW DEVELOPMENT - 5.25% CAP

FM 1015 & MILE 13 1/2 N, MERCEDES, TX 78570

**\$1,676,190**

5.25% CAP

TRINITYREIS.COM

Similar Store Prototype



**DOLLAR  
GENERAL**

MERCEDES, TX

**\$1,676,190 | 5.25% CAP**

- New Development Dollar General With Rent Set to Commence April 2021
- Absolute NNN Lease Requiring Zero Landlord Responsibilities
- Strong 5 Mile Demographics of 58,000+ Residents With Positive Growth Rates Anticipated
- Limited Retail Competition - Dollar General is the Primary National Credit Tenant Existing in the Surrounding Area
- Mercedes is Part of the McAllen-Edinburg-Mission MSA - the Fifth-Largest in Texas With a Population of 800K+
- Dollar General is an Investment Grade Tenant - Rent Resilient & Essential Business During COVID-19 Pandemic

## EXCLUSIVELY MARKETING BY:

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**CODY CRIST**

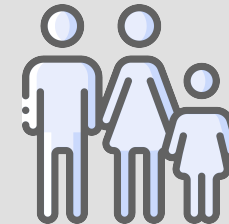
817.584.2000 | cody@trinityreis.com

## INVESTMENT OVERVIEW:

Base Annual Rent:	\$88,000
Rent Per SF:	\$9.67
Projected Rent Commencement Date:	4/1/2021
Lease Expiration Date:	4/30/2036
Lease Term Remaining:	15 Years
Lease Type:	Absolute NNN
Type of Ownership:	Fee Simple



In the first quarter of 2020, Dollar General's Net Sales Increased 27.6% and its Operating Profit Increased 69.2%



Dollar General, Considered an Essential Business, is located within 5 Minutes of 75% of the US Population



Dollar General Ranks #119 on the Fortune 500 List and is a Recession Proof Tenant With 16,000+ Stores

## PROPERTY DETAILS:

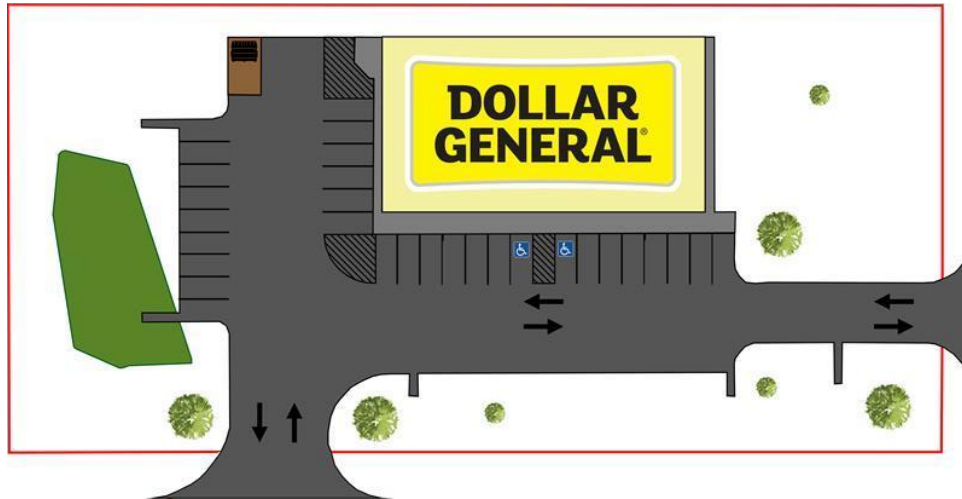
Building Area:	9,100 SF
Land Area:	1.56 AC
Year Built:	2021
Guarantor:	Dollar General Inc. (NYSE: DG)
Price Per SF:	\$184.20

# LEASE ABSTRACT

MILE 3 RD & MILE 13 1/2 N | MERCEDES, TX

## ANNUALIZED OPERATING DATA

	Term	Annual Rent	Rent per SF	Cap Rate
Primary Term	4/1/2021 - 3/31/2036	\$88,000	\$9.67	5.25%
Five (5), 5 - Year Options 10% Increase	4/1/2036 - 3/31/2041	\$96,800	\$10.64	5.78%
	4/1/2041 - 3/31/2046	\$106,480	\$11.70	6.35%
	4/1/2046 - 3/31/2051	\$117,128	\$12.87	6.99%
	4/1/2051 - 3/31/2056	\$128,841	\$14.16	7.69%
	4/1/2056 - 3/31/2061	\$141,725	\$15.57	8.46%



## RESPONSIBILITIES BREAKDOWN

### TAXES

#### REIMBURSED BY TENANT

Tenant shall reimburse Landlord for the ad valorem taxes payable with respect to the Demised Premises within forty-five (45) days after receipt of Landlord's paid receipt or other definitive proof of payment for such taxes.

### INSURANCE

#### PAID BY TENANT

Tenant shall, at its sole cost, carry and maintain commercial general liability insurance, including contractual liability, on the Demised Premises with a combined single limit in an amount sufficient to protect Landlord and Tenant. Tenant further agrees to maintain a "special cause of loss" policy insuring all improvements on the Demised Premises.

### ROOF & STRUCTURE

#### PAID BY TENANT

Tenant shall, at all times during the term of this Lease, and at its own cost and expense, keep and maintain or cause to be kept or maintained in good repair and condition the Demised Premises and all buildings and improvements at any time erected thereon.

### PARKING LOT & HVAC

#### PAID BY TENANT

Tenant shall, at all times during the term of this Lease, and at its own cost and expense, keep and maintain or cause to be kept or maintained in good repair and condition the Demised Premises and all buildings and improvements at any time erected thereon.



## 5 MILE RADIUS OF SUBJECT PROPERTY

### TOTAL POPULATION



	1 Mile	3 Mile	5 Mile
<b>2010</b> Census	1,416	17,989	48,163
<b>2020</b> Estimated	2,002	22,573	58,010
<b>2025</b> Projected	2,258	24,798	62,777

### POPULATION GROWTH



	1 Mile	3 Mile	5 Mile
<b>2010 - 2020</b>	4.14%	2.55%	2.05%
<b>2020 - 2025</b>	2.56%	1.97%	1.64%

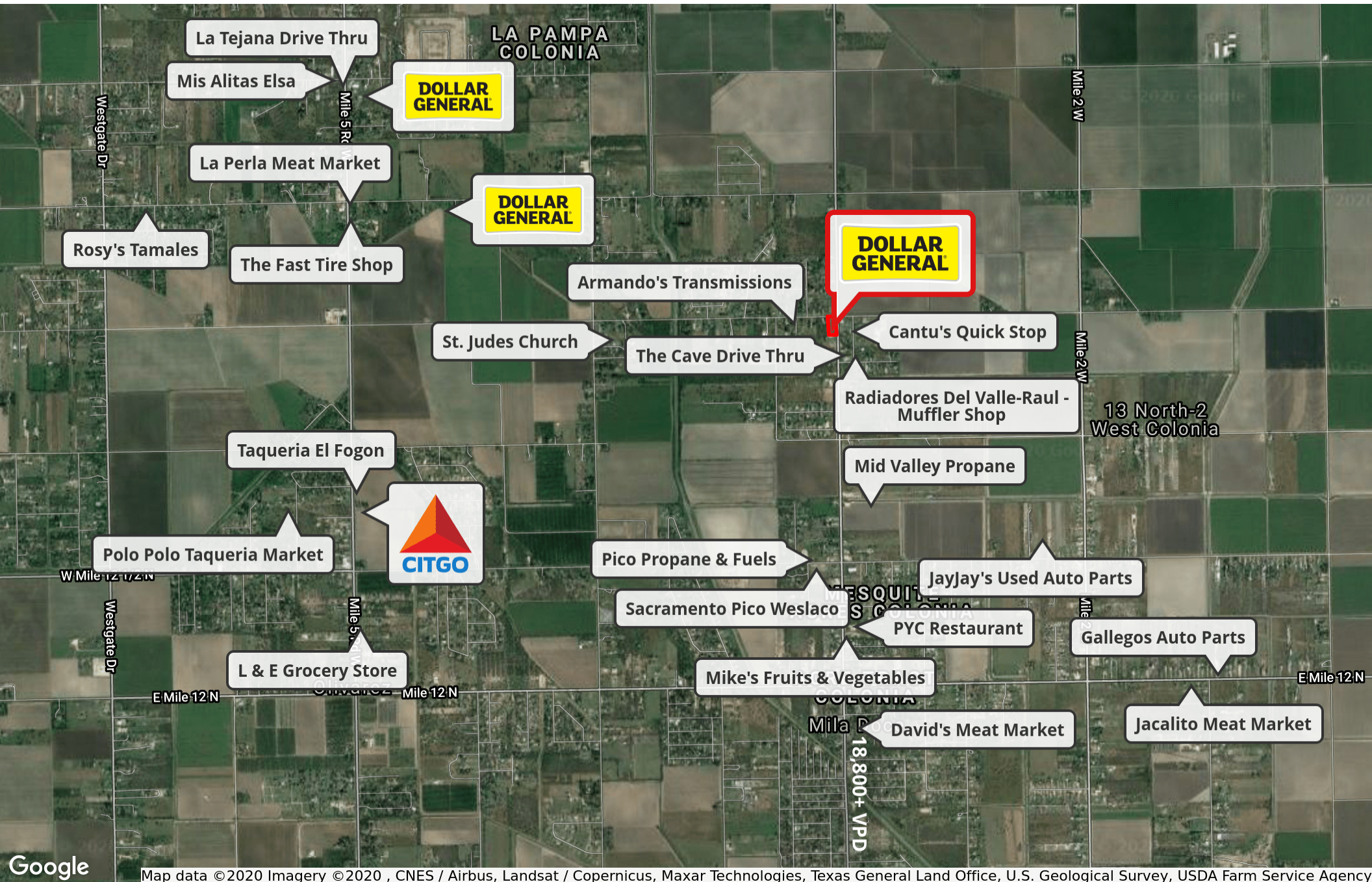
### HOUSEHOLD INCOME



	1 Mile	3 Mile	5 Mile
<b>Median</b>	\$20,251	\$26,423	\$29,927
<b>Average</b>	\$38,842	\$40,362	\$44,122

Demographic data provided by CoStar





Map data ©2020 Imagery ©2020 , CNES / Airbus, Landsat / Copernicus, Maxar Technologies, Texas General Land Office, U.S. Geological Survey, USDA Farm Service Agency



# RETAIL MAP

MILE 3 RD & MILE 13 1/2 N | MERCEDES, TX





## Key Demographics 2020



Total Population  
3 Mile  
22,573



Total Population  
5 Mile  
58,010



St. Judes Church



Don Pedro's Mexican  
Restaurant

Mile 13 1/2 N - 1,120+ VPD

FM 1015 - 4,000+ VPD

Under  
Construction

**DOLLAR  
GENERAL**



The Cave  
Convenience Store



Cantu's Quick Stop



Guerra's  
Meat Market

Actual Property







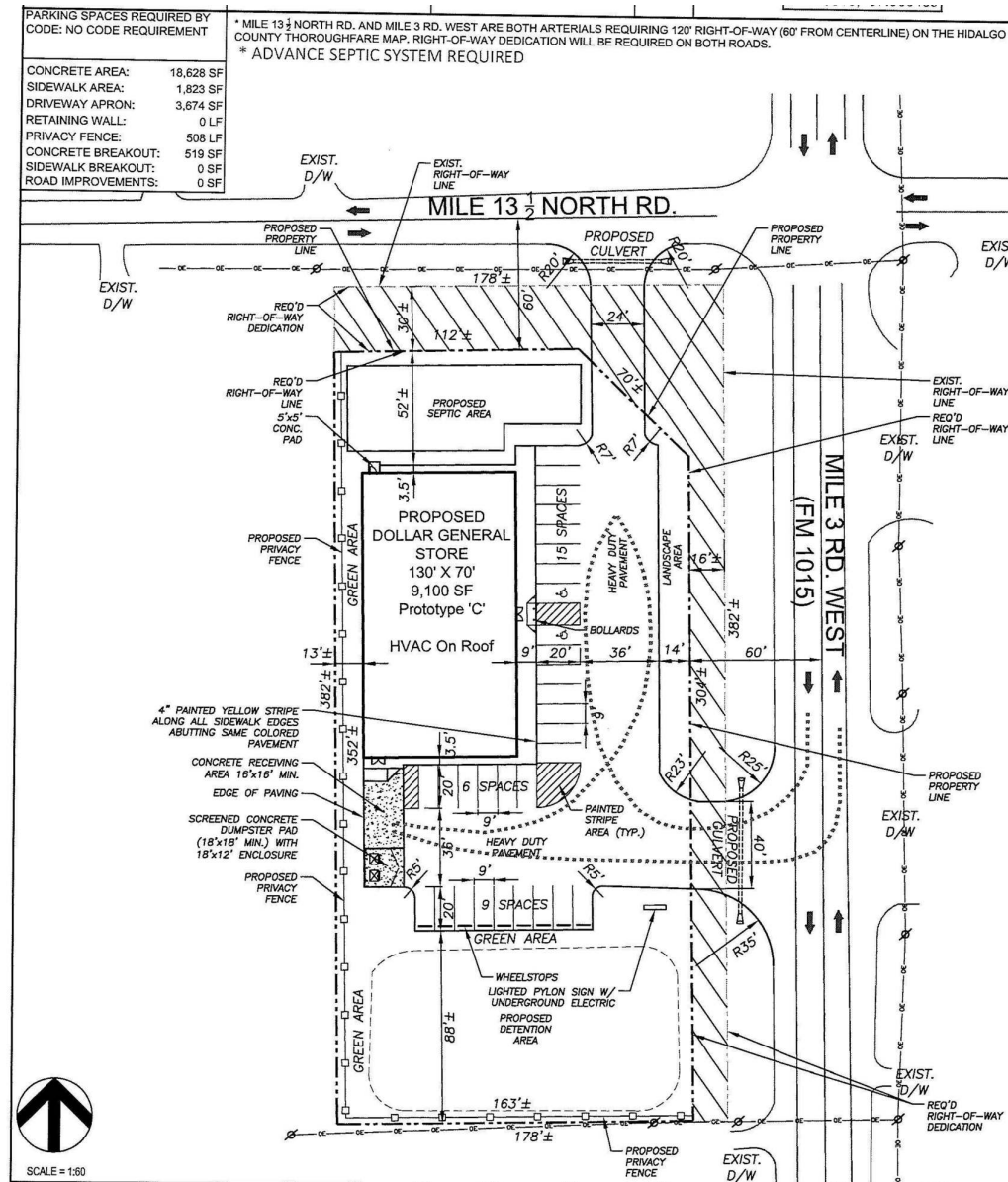
Under  
Construction

**DOLLAR  
GENERAL**



Actual Property

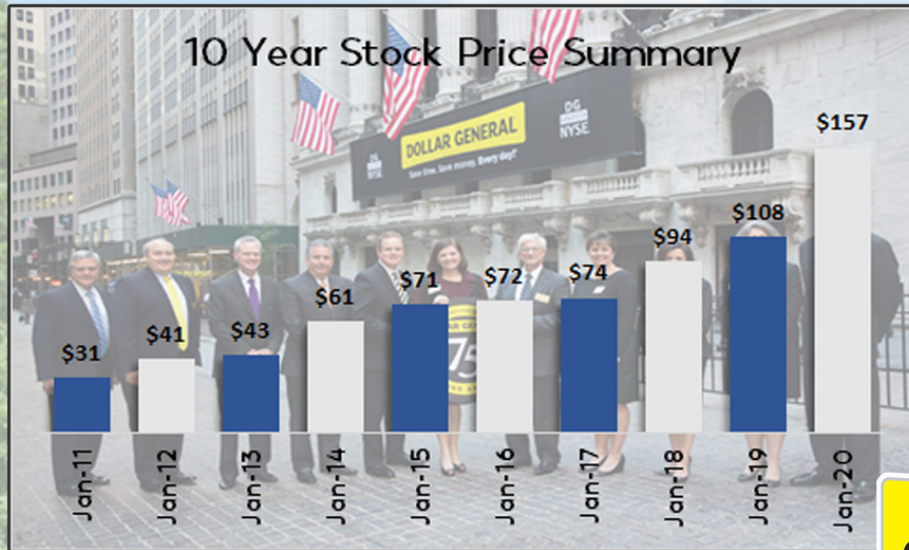




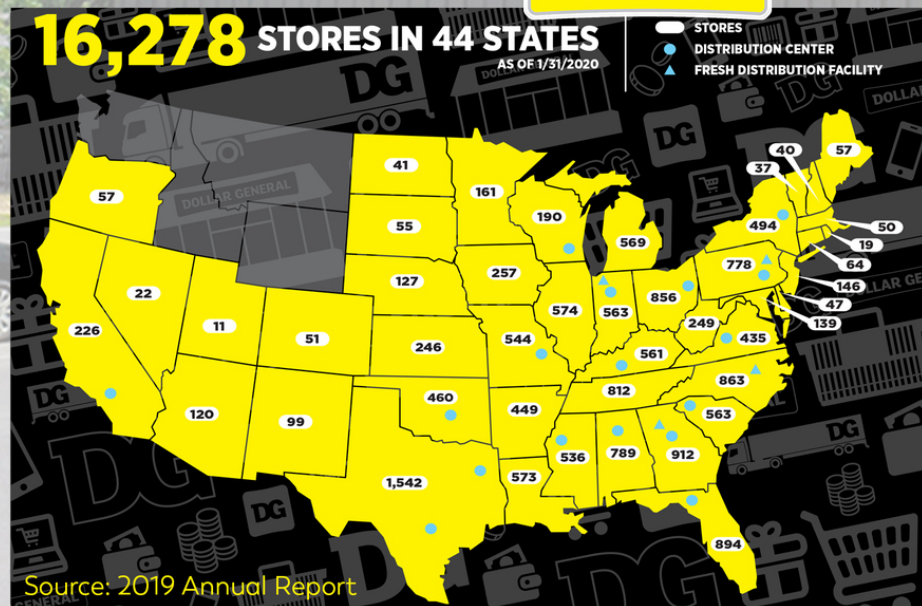


# TENANT OVERVIEW

MILE 3 RD & MILE 13 1/2 N | MERCEDES, TX



**DOLLAR  
GENERAL**



**80 Years  
of Success**



**Publicly  
Traded Co.**  
NYSE: DG



**BBB  
S&P Rated**



**\$48B  
Market Cap**



**16,200+  
Locations**



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# INFORMATION ABOUT BROKERAGE SERVICES

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

Regulated by the Texas Real Estate Commission

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)  
IABS 1-0 / 11-2-2015



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