

DOLLAR GENERAL[®]

PLUS STORE

4172 Malvern Avenue | Hot Springs, AR 71901



OFFERING MEMORANDUM

MATTHEWS[™]
REAL ESTATE INVESTMENT SERVICES

LISTED BY

JOSH BISHOP

FIRST VICE PRESIDENT

DIR: (214) 692-2289

MOB: (315) 730-6228

JOSH.BISHOP@MATTHEWS.COM

LIC # 688810 (TX)

KYLE MATTHEWS

BROKER OF RECORD

LICENSE NO. PB00084217 (AR)

Potential buyer/investors are advised that Seller's listing agent, Josh Bishop, is a part owner of the Seller LLC entity, and that buyer/investor is further advised that they should secure independent real estate brokerage advice and counsel from their own real estate broker.

TABLE OF CONTENTS

3

EXECUTIVE OVERVIEW

4

SURROUNDING TENANTS

6

FINANCIAL OVERVIEW

10

TENANT OVERVIEW

11

AREA OVERVIEW

INVESTMENT HIGHLIGHTS

- 2016 Build-to-Suit Construction for Dollar General
- 10.25-Years remaining on an initial 15-year lease
- Absolute NNN lease with zero management responsibilities; ideal for a passive investor seeking a reliable source of passive income
- Larger 10,640 SF Dollar General PLUS store due to an extremely high sales volume
- 10-mile population of ±66,305 residents
- Strategically located along Malvern Ave with traffic counts in excess of 18,000 vehicles daily
- Average household income of more than \$76,000 annually; considered to be Dollar General's target customer
- Five, 5-Year renewal options all of which include an extremely attractive 10% rent increase
- Dollar General is an essential retailer and has proven to be one of the most profitable companies throughout the COVID pandemic
- Dollar General has approx. 16,750 locations with plans to add an additional 1,050 stores in 2021
- Dollar General has an investment-grade credit rating of BBB (S&P) and has reported 34 consecutive quarters of same-store sales growth





INDUSTRIAL



RECYCLING CORPORATION

GARLAND COUNTY FAIR
& LIVESTOCK ASSOCIATION

COUNTY FAIR

HUDDLESTON RV RENTAL

AUTO

BYEFROMME LLC
CAMPER & AUTO SALES

AUTO



FREIGHT CENTER

CROWDER AUTO
SALES TOO

AUTO

MR. WHISKERS

TAKEOUT/DINING

MALVERN RD
± 18,000 VPD



GAS STATION

DOLLAR GENERAL®

HOT SPRINGS

FLEA MARKET

MUNRO

FACTORY OUTLET STORE

LAKE SIDE
at West Mountain

GOLF COURSE



GAS STATION



FAST FOOD



**LAKE SIDE
SCHOOL
DISTRICT**

3,856 STUDENTS

BUDDY BEAN

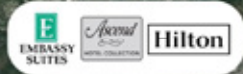
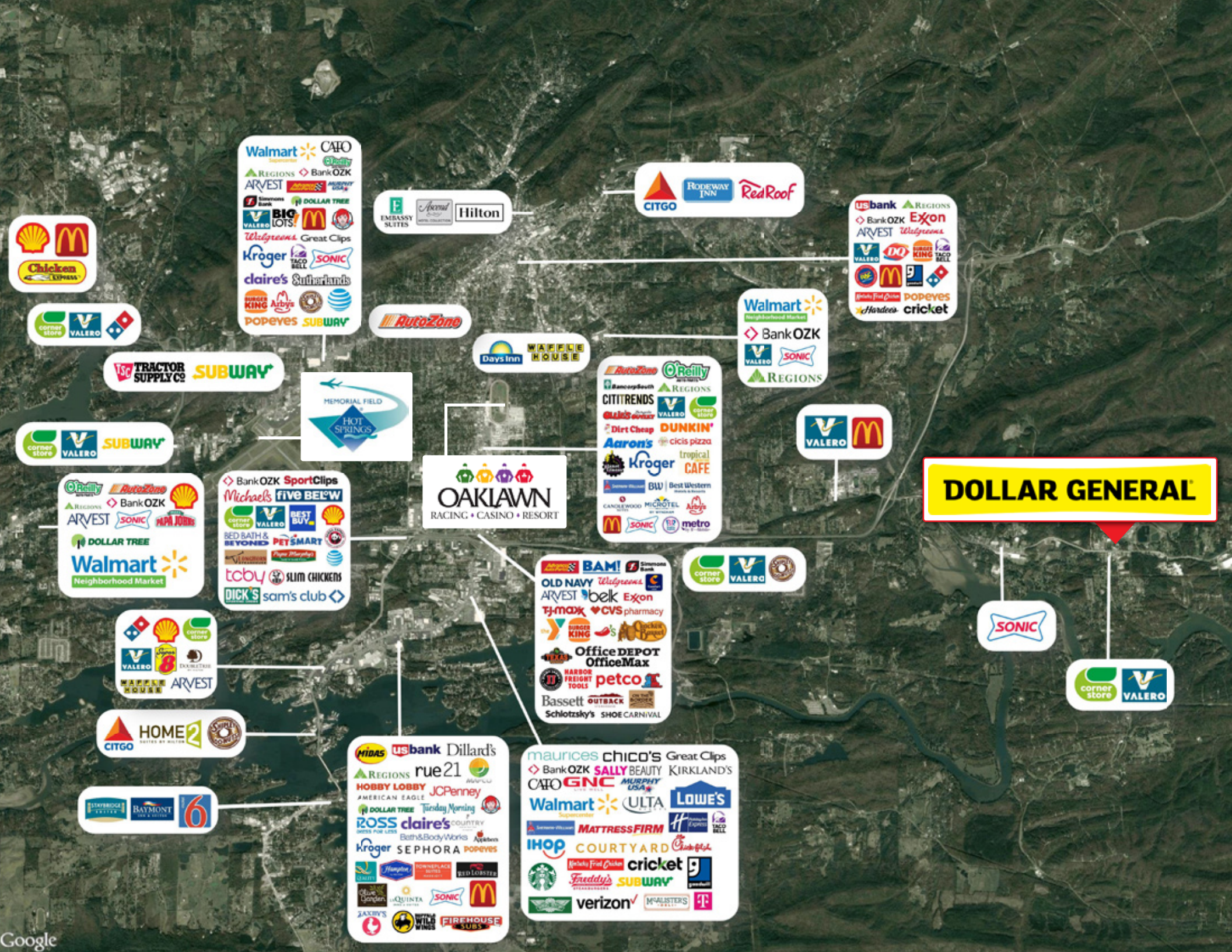
BUILDING SUPPLY



TRUCK RENTAL SERVICE

**MALVERN RD
± 18,000 VPD**

DOLLAR GENERAL®



DOLLAR GENERAL

Order in the DG App.
Pick up in store.

redbox





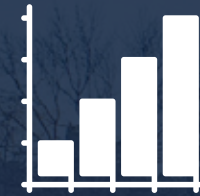
\$1,631,811

LIST PRICE



\$95,461

NOI



5.85%

CAP RATE

BUILDING INFO

Address	4172 Malvern Ave Hot Springs, AR 71901
Year Built	2016
GLA	±10,640 SF
Lot Size	±91,912 SF (±2.11 AC)

TENANT SUMMARY

Tenant Name	Dollar General PLUS
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	Absolute NNN
Roof and Structure	Tenant Responsible
Original Lease Term	15 Years
Lease Commencement Date	4/1/16
Lease Expiration Date	4/30/31
Term Remaining on Lease	±10.25 Years
Increase	10% Every 5-Years in Options
Options	Five, 5-Year Options

ANNUALIZED OPERATING DATA

Lease Years	Monthly Rent	Annual Rent	CAP
Current - 4/30/2031	\$7,955.16	\$95,461.92	5.85%
Option 1	\$8,750.68	\$105,008.16	6.44%
Option 2	\$9,625.74	\$115,508.88	7.08%
Option 3	\$10,588.32	\$127,059.84	7.79%
Option 4	\$11,647.15	\$139,765.80	8.57%
Option 5	\$12,811.86	\$153,742.32	9.42%

DEBT QUOTE

Loan quote provided by Matthews™ based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing.

LTV: 65.00%

RATE: 3.95%

AMORTIZATION: 25

JESSE LILLARD
(956) 564-2922
jesse.lillard@matthews.com

TENANT PROFILE

COMPANY NAME

Dollar General
Corporation

OWNERSHIP

Public

INDUSTRY

Dollar Stores

HEADQUARTERS

Goodlettsville, TN

NO. OF EMPLOYEES

±157,000

DOLLAR GENERAL

Dollar General is the fastest-growing retailer which currently boasts roughly 16,750 neighborhood general stores in 46 US states, primarily in the South, East, Midwest, and the Southwest. Roughly 75% of Dollar General's sales are derived from consumables (including refrigerated, shelf-stable, and perishable foods,) in addition to everyday household items such as paper towels, bath tissues, paper dinnerware, laundry, and home cleaning supplies. Dollar General offers some of America's most trusted name brands such as Clorox, Energizer, Proctor & Gamble, Hanes, Coca-Cola, Mars, Nestlé, Kimberly-Clark, Kellogg's, General Mills, Pepsi, and many others. Over the past few years, Dollar General has started to introduce alcohol and tobacco products such as cigarettes into their product mix, which has further driven revenue and increased profitability.

With its small-box store model typically measuring ± 9,100 sq. ft, Dollar General targets cost-conscious consumers that prefer easier and quicker access to items than at super-sized competitors such as Wal-Mart and Costco (which are also often much farther away). Indeed, Dollar General's strategy of catering to the value-conscious has paid off big, both during and after the recession. The discount retailer boasted its expectation of 29 consecutive years of same-store sales growth in December 2018, attributable to its value and convenience proposition, along with strong consumables and seasonal goods sales.



16,750+

LOCATIONS



\$27.8B

2019 REVENUE



1939

FOUNDED

HOT SPRINGS, AR

Hot Springs, Arkansas, the boyhood home of former U.S. President Bill Clinton, is located in Garland County. With tourism as its main industry, Hot Springs has several attractions for both visitors and locals to enjoy and explore. True to its name, Hot Springs is renowned for its thermal springs. Hot Springs National Park, and its hiking trails and bathing facilities, is the region’s starring attraction.

Hot Springs National Park is the smallest and oldest of the parks in the National Park System. It dates back to 1832 when Congress established, 40 years ahead of Yellowstone, the first federally protected area in the nation’s history. Hot Springs Reservation, which was renamed Hot Springs National Park in 1921, was created to protect the 47 naturally flowing thermal springs on the southwestern slope of Hot Springs Mountain.

Along with the national park, Hot Springs is home base to live thoroughbred racing and gaming at Oaklawn, Magic Springs/Crystal Falls theme and water parks, the 210-acre Garvan Woodland Gardens, the Mid-America Science Museum, and a renowned arts community with plenty of gallery options.

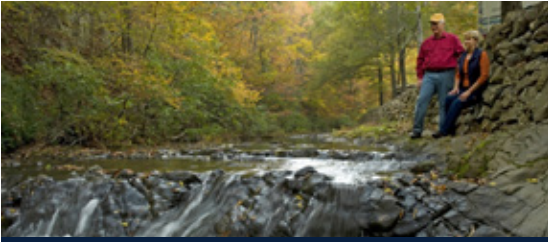
Hot Springs, Arkansas, is also known for many annual local events including the Hot Springs Music Festival, Hot Springs Documentary Film Festival, Valley of the Vapors Independent Music Festival, Hot Springs Jazz Festival, Hot Springs Blues Festival, the downtown Bathtub Races, and the World’s Shortest St. Patrick’s Day Parade.



PROPERTY DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
2025 Projection	6,073	15,306	67,652
2020 Estimate	6,041	15,184	66,305
2010 Census	6,215	15,415	62,930
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
2025 Projection	2,394	5,947	29,041
2020 Estimate	2,383	5,902	28,461
2010 Census	2,460	6,005	27,030
INCOME	3-MILE	5-MILE	10-MILE
Avg. Household Income	\$76,701	\$78,210	\$60,945

POINTS OF INTEREST



HOT SPRINGS NATIONAL PARK

Hot Springs National Park (a 5,500 acre park) shares a name with the nearby town, and is the main attraction in Hot Springs. The park's thermal waters are its primary draw as well as numerous hiking trails. Visitors can still soak in the historical establishments lining Bathhouse Row, including the Fordyce Bathhouse Visitor Center and the Buckstaff Bathhouse.



MID-AMERICA SCIENCE MUSEUM

Inside the museum, travelers marvel at the massive Tesla coil, as well as explore the underground cave maze, which features displays devoted to geology. The museum houses numerous other indoor activities, but visitors should set aside some time to explore outside. The museum's grounds include a massive skywalk and sculptures of dinosaurs, which wind through a wooded trail.



MAGIC SPRINGS THEME & WATER PARK

Beating the Arkansas heat is easy at the Magic Springs Theme and Water Park. The park offers an array of rides. The park's main appeal comes from its waterslides, lazy river and wave pool.



LAKE OUACHITA STATE PARK

Travelers can visit the Lake Ouachita State Park. Visitors can even spend the night, as the park houses 93 campsites, eight full cabins and four camper cabins. The water is accessible through the park's two beaches, while a marina is also available for travelers who chose to rent a boat.



BUCKSTAFF BATHHOUSE

The illustrious building still sports its noteworthy Romano-Gothic architecture and even riffs on its original offerings. Services include baths (in the city's thermal water) and massages, as well as manicures, pedicures and facials.



HOT SPRINGS MOUNTAIN TOWER

Reaching a whopping 1,256 feet above sea level, Hot Springs Mountain Tower provides travelers with unmatched views of the surrounding area. Those who ride to the tower's top will be able to make out the Ouachita Mountains, Hot Springs Mountain and the Diamond Lakes. The panoramic view overlooks 140 miles.



GARVAN WOODLAND GARDENS

The Garvan Woodland Gardens boast an impressive assortment of natural and man-made attractions. Surprisingly, flowers are not the garden's main draw. The Anthony Chapel Complex in particular appeals to architecture enthusiasts with its latticework of wood and glass.



OAKLAWN RACING CASINO RESORT

Host to thoroughbred races since 1904, the Oaklawn Racing Casino Resort is popular with visitors who need a break from the area's natural attractions. The Oaklawn Racing Casino began a phased expansion in May 2019.



LAKE CATHERINE STATE PARK

Comprising roughly 3 1/2-square-miles of the Ouachita Mountain's forest and coastal areas, Lake Catherine State Park attracts visitors with its collection of beautiful trails. The 2-mile Falls Branch Trail, which leads to a scenic waterfall, draws the majority of the park's hikers. Along with the trails, the park is also a popular fishing spot.



NATIONAL PARK COLLEGE

Established in 2003, National Park College is a public community college in Hot Springs. Currently, over 3,000 students attend the college, making it the 5th largest community college in Arkansas. The college offers associate's degrees and certificates online and on campus. Bachelor's degrees are also available on campus through a partnership with Southern Arkansas University. Popular programs include Liberal Arts & Sciences, Health Professions, and Business.

The National Park College Nighthawks participate in 3 men's sports and 3 women's sports. Starting Fall 2021, the college will add men's and women's soccer to the athletics program. All varsity level sports teams play at the NJCAA Division II level as a member of Region 2.

3,000
STUDENTS

2003
ESTABLISHED

14 MILES
FROM SUBJECT PROPERTY





LITTLE ROCK
± 53 MILES

DOLLAR GENERAL

CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located at **4172 Malvern Ave, Hot Springs, AR 71901** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. 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 of Matthews Real Estate Investment Services.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

A photograph of a Dollar General Plus Store at night, with the building and parking lot visible in the background. The store has a sign that reads "DOLLAR GENERAL PLUS". Several cars are parked in the lot, and a Redbox kiosk is visible on the right side of the building.

DOLLAR GENERAL

PLUS STORE

4172 Malvern Ave | Hot Springs, AR 71901

OFFERING MEMORANDUM

LISTED BY

JOSH BISHOP

FIRST VICE PRESIDENT

DIR: (214) 692-2289

MOB: (315) 730-6228

JOSH.BISHOP@MATTHEWS.COM

LIC # 688810 (TX)

KYLE MATTHEWS

BROKER OF RECORD

LICENSE NO. PB00084217 (AR)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES