

# DOLLAR GENERAL | CROSSLAKE, MN

Retail Property For Sale



35483 COUNTY ROAD 37  
CROSSLAKE, MN 56442

BriskyNetLease  
the NNN platform of BRISKY COMMERCIAL

# TABLE OF CONTENTS

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## CONTENTS

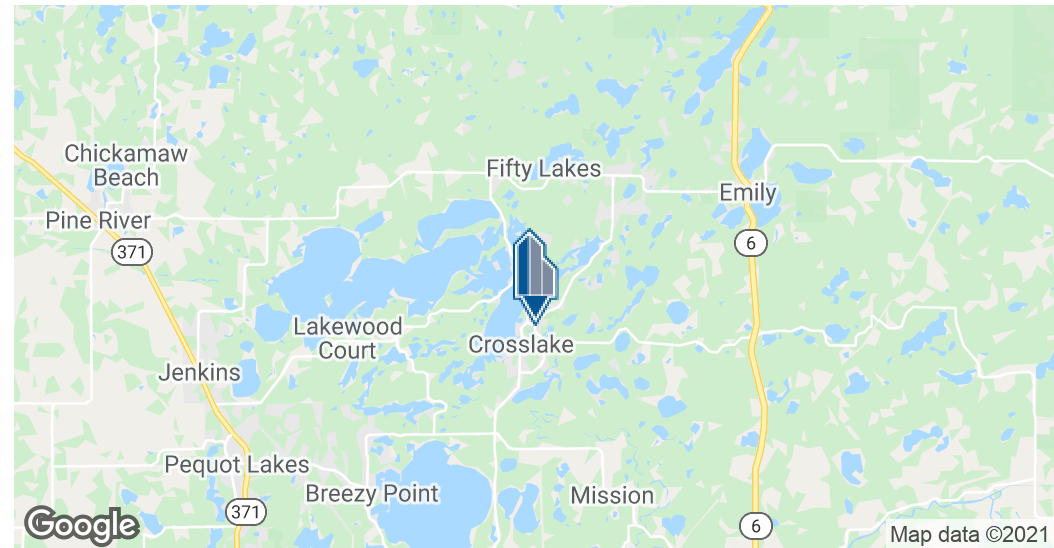
EXECUTIVE SUMMARY	PAGE 3
PROPERTY HIGHLIGHTS	PAGE 4
DOLLAR GENERAL PROFILE	PAGE 5 & 6
FINANCIAL SUMMARY	PAGE 7
REGIONAL MAP	PAGE 8
RETAIL MAP	PAGE 9
AERIAL MAP	PAGE 10
SITE PLAN	PAGE 11
DEMOGRAPHICS MAP & REPORT	PAGE 12
CONTACT INFORMATION	PAGE 13



# EXECUTIVE SUMMARY



Actual Property



## OFFERING SUMMARY

Sale Price:	\$1,598,534
Building Size:	9,002 SF
Lot Size:	4.2 Acres
Price / SF:	\$177.58
Cap Rate:	6.0%
NOI:	\$95,912
Year Built:	2017
Traffic Count:	2,700

## PROPERTY OVERVIEW

Brisky Net Lease is pleased to offer this recently built Dollar General, with upgraded facade, in Crosslake, MN. This Dollar General store has a great location with excellent visibility at the corner of County Roads 37 & 3. This NNN single tenant retail property has 11+ years remaining with zero landlord responsibilities. It offers investors the opportunity to invest in this solid brand that has performed exceptionally well during Covid-19, while being situated in a top-notch market.

Crosslake is located in north central Minnesota about 25 miles north of Brainerd, MN. According to the city of Crosslake, this popular vacation destination is home to 2,158 permanent residents with 60% of the 2,477 housing units in seasonal use. The approximate seasonal population is 15,000. Crosslake has excellent demographics and a growing population.

Dollar General is the nation's largest small-box discount retailer! Dollar General operates 17,177 stores in 46 states, 17 traditional distribution centers and 8 DG Fresh cold storage facilities as of January 29, 2021. In fiscal year 2020, Dollar General had \$33.7 billion in sales, opened 1,000 new stores, remodeled 1,670 stores and relocated 110 stores. Dollar General has had 31 consecutive years of same-store sales growth through FY 2020. Dollar General has experienced continued success during COVID-19 as an essential business.

# PROPERTY HIGHLIGHTS



Actual Property



Actual Property

## LOCATION INFORMATION

Building Name	Dollar General   Crosslake, MN
Street Address	35483 County Road 37
City, State, Zip	Crosslake, MN 56442
County	Crow Wing
Signal Intersection	No

## BUILDING INFORMATION

NOI	\$95,912.04
Cap Rate	6.0
Occupancy %	100.0%
Tenancy	Single
Year Built	2017
Construction Status	Existing
Condition	Excellent
Free Standing	Yes
Number of Buildings	1

## PROPERTY HIGHLIGHTS

- Prime Corner Location with Upgraded Facade
- Vacation Community with Excellent Demographics
- Located in North Central Minnesota About 25 Miles North of Brainerd
- Very Little Competition in Town



# DG TENANT PROFILE

## ABOUT DOLLAR GENERAL

Dollar General Corporation has been delivering value to shoppers for over 80 years. Dollar General helps shoppers Save time. Save money. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, basic apparel, housewares and seasonal items at low everyday prices in convenient neighborhood locations.

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\*From Dollar General.com

## TENANT HIGHLIGHTS

- Ranked #119 on the Fortune 500 List
- Included on Fortune's 2020 World's Most Admired Companies List
- Awarded Mass Market Retailer's Retailer of the Year Award in January 2020
- 2020 was the 31st Year in a Row with Same Store Sales Growth
- DG is Partnering with Fedex to Drop Off in Select Stores
- Dollar General is Geographically Diversified and a Recession Resistant Tenant

# DOLLAR GENERAL®

## TENANT OVERVIEW

Company:	Dollar General Corporation
Founded:	1939
Locations:	17,177
Ownership:	Public - NYSE: DG
Headquarters:	Goodlettsville, TN
Website:	DollarGeneral.com

## RENT SCHEDULE

LEASE YEAR	ANNUAL RENT	RENT BUMPS	EXPIRATION
2021	\$95,912.04	10% In Each Option	Oct 2032

# DG TENANT PROFILE CONTINUED

## FOURTH QUARTER 2020 HIGHLIGHTS

Net sales increased 17.6% to \$8.4 billion in the fourth quarter of 2020 compared to \$7.2 billion in the fourth quarter of 2019. The net sales increase included positive sales contributions from new stores and growth in same-store sales, modestly offset by the impact of store closures. Same-store sales increased 12.7% compared to the fourth quarter of 2019, driven by an increase in average transaction amount, partially offset by a decline in customer traffic. Same-store sales increased in each of the consumables, seasonal, home products and apparel categories, with the largest percentage increase in the home products category. The Company believes consumer behavior driven by COVID-19 had a significant positive effect on net sales and same-store sales.

Gross profit as a percentage of net sales was 32.5% in the fourth quarter of 2020 compared to 31.8% in the fourth quarter of 2019, an increase of 77 basis points. This gross profit rate increase was primarily attributable to a reduction in markdowns as a percentage of net sales; higher initial markups on inventory purchases; a greater proportion of sales coming from the non-consumables product categories, which generally have a higher gross profit rate than the consumables product category; and a reduction in inventory shrink as a percentage of net sales. These factors were partially offset by increased transportation and distribution costs, which were impacted by increased volume, some of which is attributable to the COVID-19 pandemic; higher transportation rates; and discretionary employee bonus expense. As a result of the significant increase in sales, the Company believes consumer behavior driven by COVID-19 also had a significant positive effect on gross profit dollars.

\*From DollarGeneral.com

## DOLLAR GENERAL AMID COVID-19

- Invested approximately \$13 million in employee appreciation bonuses during Q2, bringing total incremental investment in appreciation bonuses to about \$73 million through the end of Q2
- Temporarily adjusted benefits and leave policies, including offering additional paid time off for those who received a COVID-19 diagnosis or who were required to care for an immediate family or household member who received a COVID-19 diagnosis, and an additional enrollment period for Telehealth services
- Provided masks, gloves, and hand sanitizer to employees in stores and distribution centers
- Implemented social distancing measures inside stores and distribution center common areas
- Initiated installation of plexiglass barriers at checkout registers (now completed throughout the chain)
- Reduced store operating hours to allow for additional time to clean and restock shelves
- Dedicated a "senior" hour every day for the most vulnerable community members to shop
- Donated \$250,000 to the Dollar General Employee Assistance Foundation
- Provided discounts for first responders, medical personnel, and National Guard members
- From DollarGeneral.com





# FINANCIAL SUMMARY

**DOLLAR GENERAL | CROSSLAKE, MN**  
**35483 COUNTY ROAD 37**  
**CROSSLAKE, MN 56442**

- **PRICE:** \$1,598,534
- **CAP RATE:** 6.0%



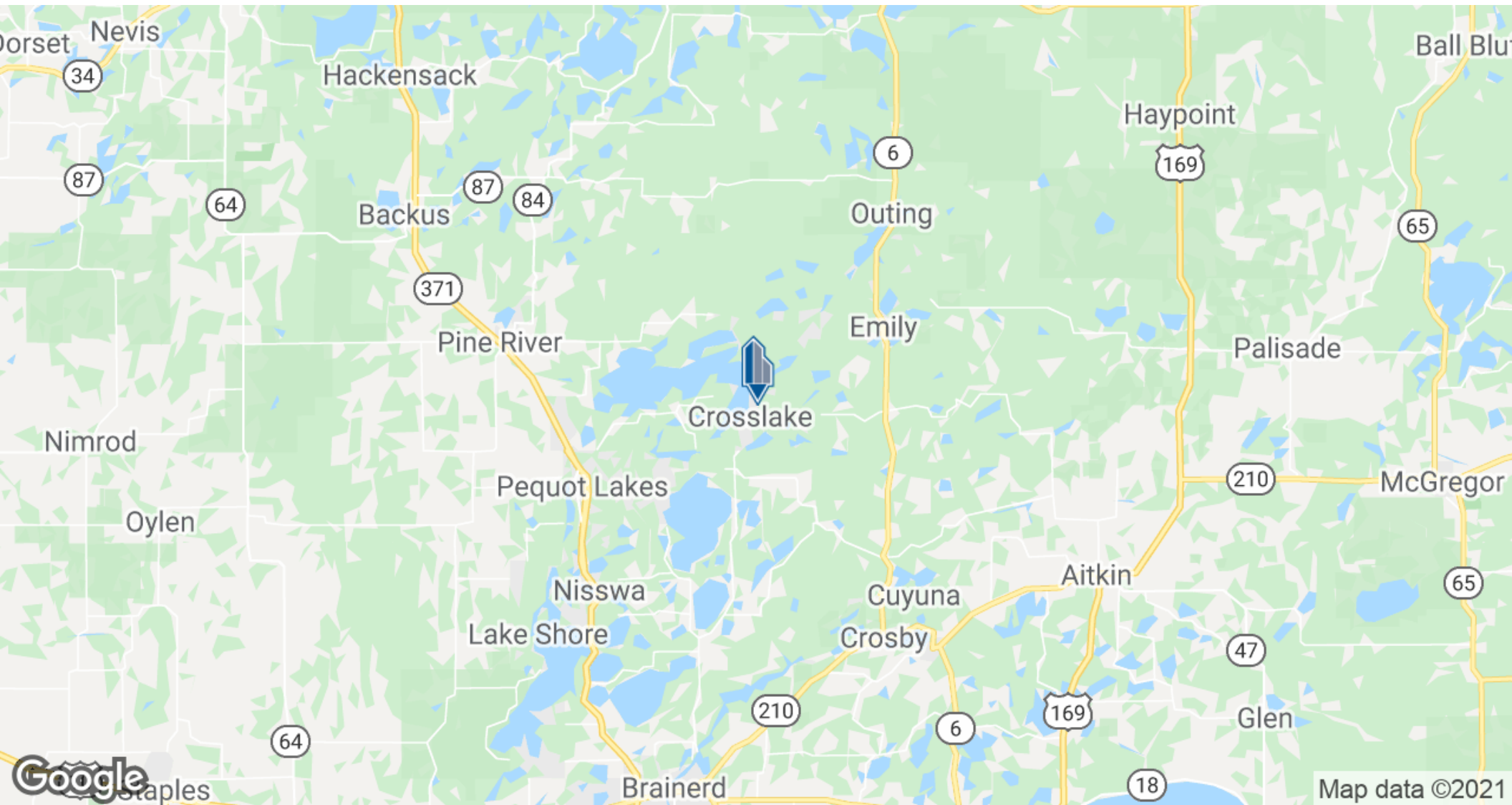
## LEASE SUMMARY

- **ANNUAL RENT:** \$95,912
- **LEASE TYPE:** ABSOLUTE NNN
- **LEASE COMMENCEMENT:** OCT 2017
- **LEASE EXPIRATION:** OCT 2032
- **RENT INCREASES:** 10% IN EACH OPTION
- **OPTIONS:** FOUR 5-YEAR OPTIONS

## TENANT SUMMARY

- **TENANT:** DOLLAR GENERAL
- **TENANT TYPE:** RETAIL - DOLLAR GENERAL
- **GUARANTY:** DOLLAR GENERAL CORPORATION
- **SQUARE FEET LEASED:** 9,002 SF
- **OCCUPANCY:** 100.0%

# REGIONAL MAP





# RETAIL MAP





# AERIAL MAP



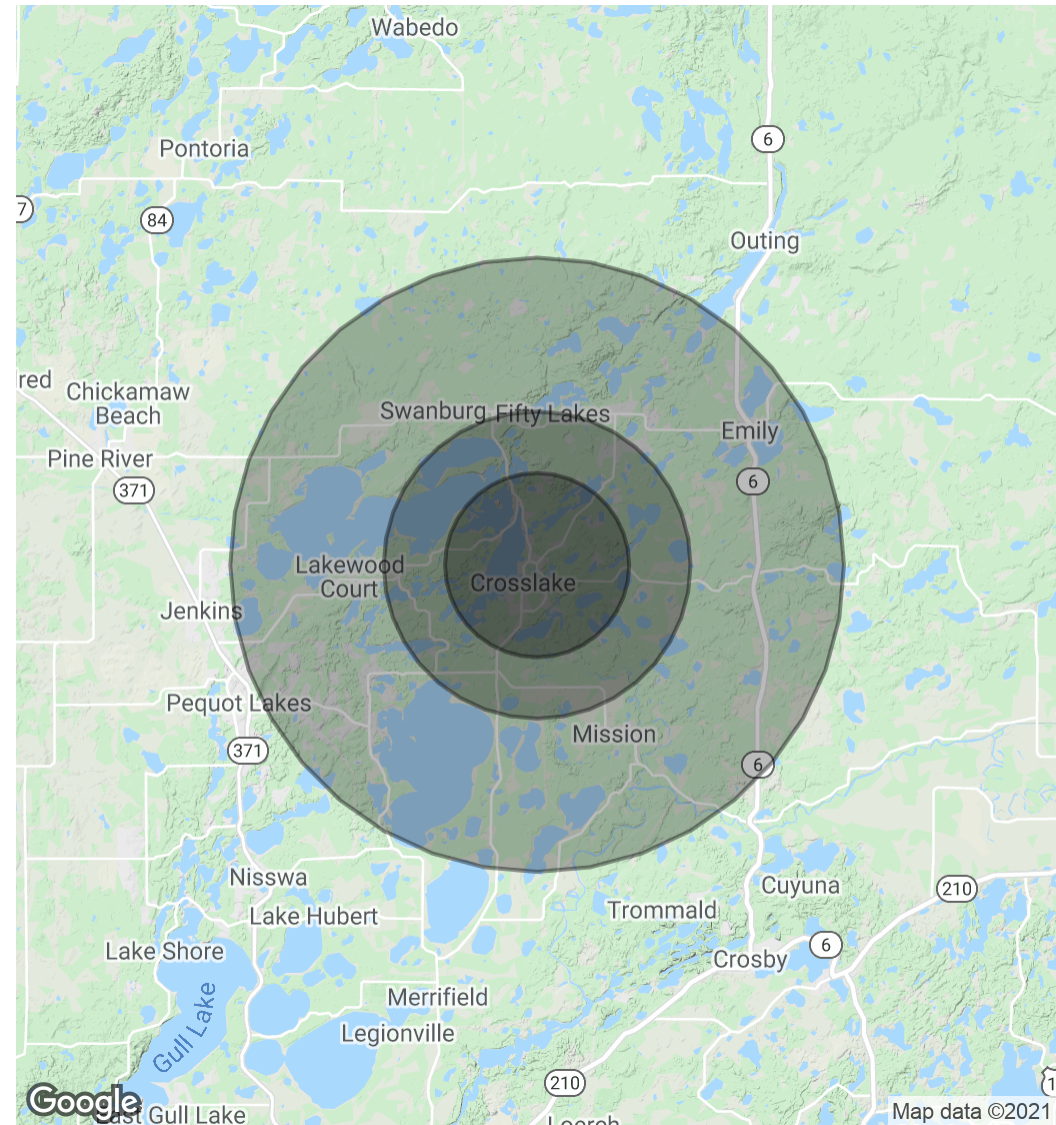


# SITE PLAN



# DEMOGRAPHICS MAP & REPORT

POPULATION	3 MILES	5 MILES	10 MILES
Total Population	1,981	3,542	10,402
Average age	57.8	54.8	49.0
Average age (Male)	55.3	52.7	47.7
Average age (Female)	61.2	57.5	50.3
HOUSEHOLDS & INCOME	3 MILES	5 MILES	10 MILES
Total households	924	1,624	4,516
# of persons per HH	2.1	2.2	2.3
Average HH income	\$82,955	\$84,794	\$79,901
Median house value	\$349,747	\$345,498	\$296,477
RACE	3 MILES	5 MILES	10 MILES
% White	99.8%	99.2%	97.8%
% Black	0.0%	0.0%	0.2%
% Asian	0.0%	0.1%	0.4%
% Hawaiian	0.0%	0.0%	0.0%
% American Indian	0.0%	0.0%	0.2%
% Other	0.0%	0.1%	0.4%
TRAFFIC COUNTS			
County Road 3	2,700/day		





# CONTACT INFORMATION



## BRIAN BRISKY

President & Principal Broker

brian@briskycommercial.com

**Direct:** 612.413.4200 x102 | **Cell:** 715.529.4441

### PROFESSIONAL BACKGROUND

As the principal broker, president and founder of Brisky Commercial, Brian has a passion to run a smarter company that is filled with hard working individuals, all while maintaining sound core values and integrity. Throughout his career Brian has represented a wide range of national and regional retailers, institutions, and commercial entities across the country. He has a proven track record as a deal maker and is dedicated to realizing the best interests of his clients. He has extensive experience brokering a wide range of property classifications, including: retail, office, multifamily and more.

His passion for Real Estate can be seen in his dedication to helping Brisky grow and fulfill its mission. Brian specializes in investment and net-leased investment sales, as well as redevelopment and new development projects. As part of his business development responsibilities, Brian is able to leverage his extensive experience with various Real Estate segments and classes, as well as navigate special and complex Real Estate solutions including large and unique dispositions of assets.

### EDUCATION

Brian graduated from Hamline University in 2002 with Bachelor of Arts degrees in Management and Political Science.

### MEMBERSHIPS

His dedication for continuous education can be seen through his numerous professional affiliations. Brian is an active member of the International Council of Shopping Centers (ICSC), MNCAR (MN Commercial Association of Realtors), and the Minnesota and Wisconsin REALTOR associations.

#### BRISKY COMMERCIAL

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