

DOLLAR GENERAL®

103 6th Street | Ridgely, MD 21660



OFFERING MEMORANDUM

MATTHEWS™
REAL ESTATE INVESTMENT SERVICES

LISTED BY

BRETT BAUMGARTNER

ASSOCIATE

DIR: (214) 692-2135

MOB: (281) 757-2709

BRETT.BAUMGARTNER@MATTHEWS.COM

LIC # 701324 (TX)

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. 664913 (MD)

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

TABLE OF CONTENTS

3

EXECUTIVE OVERVIEW

4

SURROUNDING TENANTS

6

FINANCIAL OVERVIEW

10

TENANT OVERVIEW

11

AREA OVERVIEW

INVESTMENT HIGHLIGHTS

- ±7.3 Years remaining on the base term of an initial 15-year lease
- Absolute NNN Lease – zero management responsibilities provide for a completely hands-off investment
- Extremely strong corporate guarantee from Dollar General Corporation (S&P rated: BBB)
- Rare 3% rent increase in the base term of the lease
- Five, 5-Year extension options, all of which include an extremely attractive 10% rent increase
- 2013 build-to-suit construction for Dollar General
- Dollar General is an essential retailer and has proven to be one of the most profitable companies throughout the COVID pandemic
- Dollar General has approximately 16,750 locations with plans to add 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





HANOVER



HAVEN STUDIOS
STAINED GLASS STUDIO

RIDGLEY PHARMACY CAFE
DINING | PHARMACY

RIDGLEY FIRE HOUSE
FIRE STATION

SHORE
AUTO SALES



EASTERN SHORE
OVERHEAD DOORS



TRI-ME
WAREHOUSE FOODS



RIDGLEY PD
POLICE DEPT.



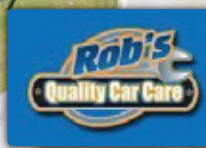
HUTCHINSON
BUILDING & SUPPLY

TOM OFFICE
WORSHIP CENTER



DELMARVA
OVERHEAD DOORS

6TH STREET



DAVE'S PLACE
LOCAL BAR



HANOVER

MARTIN SUTTON
MEMORIAL PARK

RIDGLEY FIRE HOUSE
FIRE STATION

SHORE
AUTO SALES

EASTERN SHORE
OVERHEAD DOORS



HUTCHINSON
BUILDING & SUPPLY

DELMARVA
OVERHEAD DOORS



DAVE'S PLACE
LOCAL BAR

6TH STREET

Exxon



THE FAMILY SPIRITUAL SHOP
CANDLE STORE



QUEENSTOWN BANK
Ridgely Pizza & Pasta
SUBWAY



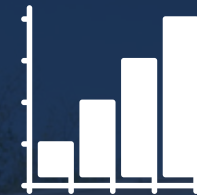
\$1,845,540

LIST PRICE



\$112,578

NOI



6.10%

CAP RATE

BUILDING INFO

Address	103 E 6th Street Ridgely, MD 21660
Year Built	2013
GLA	±9,100 SF
Lot Size	±1.13 AC

TENANT SUMMARY

Tenant Trade Name	Dollar General
Lease Type	Absolute NNN
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Roof and Structure	Tenant Responsible
Original Lease Term	15 Years
Rent Commencement Date	8/29/13
Lease Expiration Date	8/31/28
Term Remaining on Lease	±7.3 Years
Increases	3% in Year 11, 10% in Options
Options	Five (5) Year Options
Cap Rate	6.10%
Annual Rent	\$112,578

ANNUALIZED OPERATING DATA

Lease Years	Monthly Rent	Annual Rent	Rent PSF	CAP
Current - 8/31/2024	\$9,381.50	\$112,578.00	\$12.49	6.10%
9/1/2024 - 8/31/2028	\$9,662.95	\$115,955.40	\$12.86	6.28%
Option 1	\$10,629.24	\$127,550.00	\$14.15	6.91%
Option 2	\$11,692.15	\$140,305.80	\$15.57	7.60%
Option 3	\$12,861.38	\$154,336.56	\$17.12	8.36%
Option 4	\$14,147.52	\$169,770.24	\$18.83	9.20%
Option 5	\$15,562.27	\$186,747.00	\$20.72	10.12%

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: 70.00%

RATE: 3.90%

AMORTIZATION: 30

PATRICK FLANAGAN
patrick.flanagan@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

RIDGELY, MD

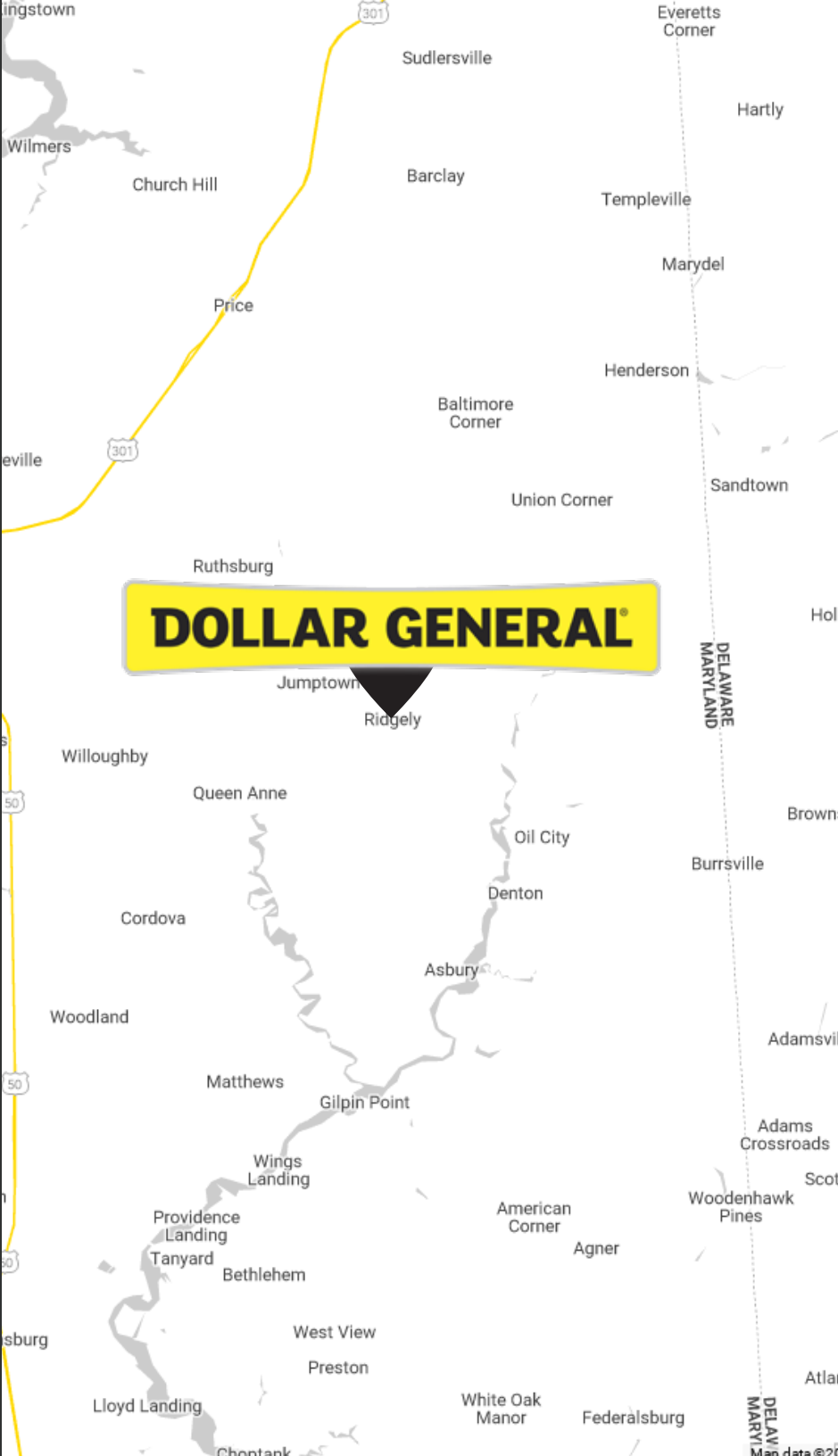
Located in Caroline County, the beautiful rural town of Ridgely is situated within driving distance of mountains, beaches, and major metropolitan areas including Washington D.C., Baltimore, MD, and Ocean City, MD. Major contributors to the local economy of Caroline County include agriculture, manufacturing, and logistics & fulfillment businesses. The State of Maryland and Caroline County both offer several business incentives that attract companies to the city of Ridgely. Just 2 miles north of the city is the Mid-Shore Regional Technology and Business Park, which is made up of 72 acres of land and is equipped with electricity, broadband internet, and many other amenities that will help any business succeed. There are four other business parks located in Caroline County that are ready to welcome businesses.

Ridgely boasts an abundant number of outdoor attractions including the Historic Railroad Memorial Park, Cowbarn Athletic Park, and Adkins Arboretum. Located on the north side of the city, the Ridgely Airpark-RJD is a popular sky diving spot in the rural town. Caroline County also features Tuckahoe State Park and Martinak State Park, both offering lake areas for fishing and boating. Ridgely also hosts several events and festivals each year such as the Ridgely Strawberry Festival and the Ridgely Car Show. Caroline County also hosts the Caroline Summerfest in the town of Denton, which is less than 10 miles away from Ridgely. The annual summer festival features arts and crafts, entertainers, a boating race, and a variety of other family-friendly activities.

Centrally located on the upper eastern shore of Maryland, Ridgely is an enjoyable place to be with its easy driving distance to major cities, attractive business incentives, and vast outdoor areas for recreational activities.

PROPERTY DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
2026 Projection	3,829	12,469	27,187
2021 Estimate	3,729	12,122	26,549
Growth 2021-2026	2.68%	2.86%	2.40%
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
2026 Projection	1,362	4,488	9,870
2021 Estimate	1,328	4,371	9,661
Growth 2021-2026	2.56%	2.68%	2.16%
INCOME	3-MILE	5-MILE	10-MILE
Avg. HH Income	\$92,448	\$86,241	\$94,981



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located at **103 E 6th Street, Ridgely, MD** ("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.

DOLLAR GENERAL®

103 E 6th Street | Ridgeley, MD 21660

OFFERING MEMORANDUM

LISTED BY

BRETT BAUMGARTNER

ASSOCIATE

DIR: (214) 692-2135

MOB: (281) 757-2709

BRETT.BAUMGARTNER@MATTHEWS.COM

LIC # 701324 (TX)

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. 664913 (MD)

MATTHEWS™
REAL ESTATE INVESTMENT SERVICES