

**DOLLAR  
GENERAL®**



\*REPRESENTATIVE PHOTO



OFFERING  
MEMORANDUM

# DOLLAR GENERAL

## ABSOLUTE NNN LEASED OFFERING

681 HWY ROUTE 20 SHARON SPRINGS, NY 13459

OFFERING MEMORANDUM  
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# TABLE OF CONTENTS

04	<b>INVESTMENT OVERVIEW</b>
05	<b>FINANCIAL SUMMARY</b>
06	<b>TENANT OVERVIEW</b>
07	<b>LOCATION AERIAL</b>
08	<b>REGIONAL OVERVIEW</b>
09	<b>DEMOGRAPHICS</b>
10	<b>AREA OVERVIEW</b>

# INVESTMENT OVERVIEW



This is a unique opportunity to purchase an absolute NNN Dollar General with 8.5 years remaining on the base term. The property is in outstanding physical condition and presents excellent visibility along Highway Route 20.

## INVESTMENT HIGHLIGHTS

**8.5 YEARS REMAINING ABSOLUTE NNN LEASE TO INVESTMENT GRADE TENANT**

**CORPORATE GUARANTEE WITH BBB CREDIT RATING**

**FRONTAGE ON HWY ROUTE 20**

**AVERAGE HOUSEHOLD INCOME \$71,586 WITHIN 5 MILES**

**ADJACENT TO WALMART DISTRIBUTION CENTER WITH 1000+ EMPLOYEES**

## OFFERING SPECIFICATIONS

PRICE	\$1,849,774
CAP RATE	5.75%
ANNUAL RENT	\$106,362
SQUARE FOOTAGE	9,170
YEAR BUILT	2014
MARKET	Albany/Schenectady

# FINANCIAL SUMMARY

## DOLLAR GENERAL • ABSOLUTE NNN LEASED OFFERING

681 HWY ROUTE 20 SHARON SPRINGS, NY 13459

**\$1,849,774 • 5.75% CAP**

### SUMMARY

TENANT NAME	DOLLAR GENERAL
SQUARE FOOTAGE	9,170
LEASE START	10/1/14
LEASE END	9/30/29
ANNUAL RENT	\$106,362
OPTIONS	Four, 5-Year
INCREASES	10% At Options

### OPERATING SUMMARY

	NET OPERATING INCOME	CAP RATE
CURRENT	\$106,362	5.75%
OPTION 1	\$116,998	6.32%
OPTION 2	\$128,698	6.96%
OPTION 3	\$141,568	7.65%
OPTION 4	\$155,725	8.42%



# TENANT OVERVIEW

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The Dollar General logo is displayed on a yellow rectangular background with a thin grey border. The words "DOLLAR" and "GENERAL" are stacked vertically in a bold, black, sans-serif font. A registered trademark symbol (®) is located to the upper right of the word "GENERAL".

**S&P RATED** CREDIT



**15,450+** LOCATIONS



**130,000+** EMPLOYEES

## DOLLAR GENERAL

Dollar General Corporation is an American chain of variety stores headquartered in Goodlettsville, Tennessee. As of July 2018, Dollar General operates 15,000 stores in the continental United States.

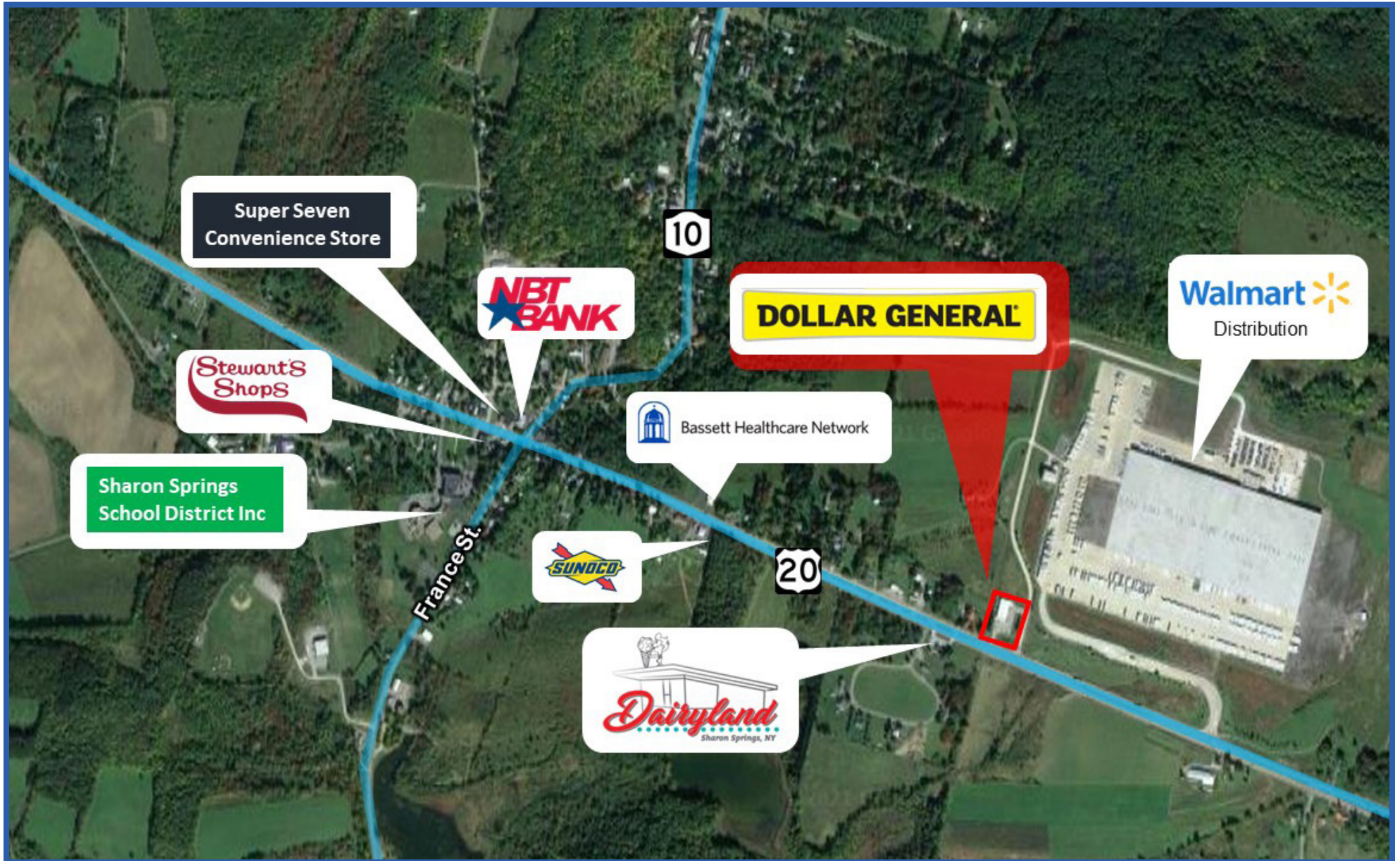
The company first began in 1939 as a family-owned business called J.L. Turner and Son in Scottsville, Kentucky by James Luther Turner and Cal Turner. In 1968, the name changed to Dollar General Corporation and the company went public on the New York Stock Exchange. Fortune 500 recognized Dollar General in 1999 and in 2018 reached #123. Dollar General has grown to become one of the most profitable stores in the rural United States with revenue reaching around \$21 billion in 2017.

On September 15, 2016, Dollar General announced plans to hire 10,000 new employees and open 900 new stores in fiscal 2016 and 1,000 in fiscal 2017. Dollar General had operated 13,000 stores as of August 2016. Dollar Express and all of its 323 locations were acquired by Dollar General in April 2017. In January 2017 Dollar General opened a concept store in Nashville called DGX. The DGX store concept focuses on urban shoppers and is geared toward instant consumption items such as a coffee station and a soda fountain. The following month another DGX store opened in Raleigh, North Carolina and in September a third DGX opened in Philadelphia.

In Jackson, Georgia, Dollar General opened its 15th distribution center in fall 2017 to serve stores in Georgia and the surrounding states. In 2017, Dollar General began construction for its 16th distribution center in Amsterdam, New York. The distribution center was to cost \$91 million and was expected to create 400 low-skilled jobs in Montgomery County, New York. Dollar General planned to open 900 new stores in 2018.

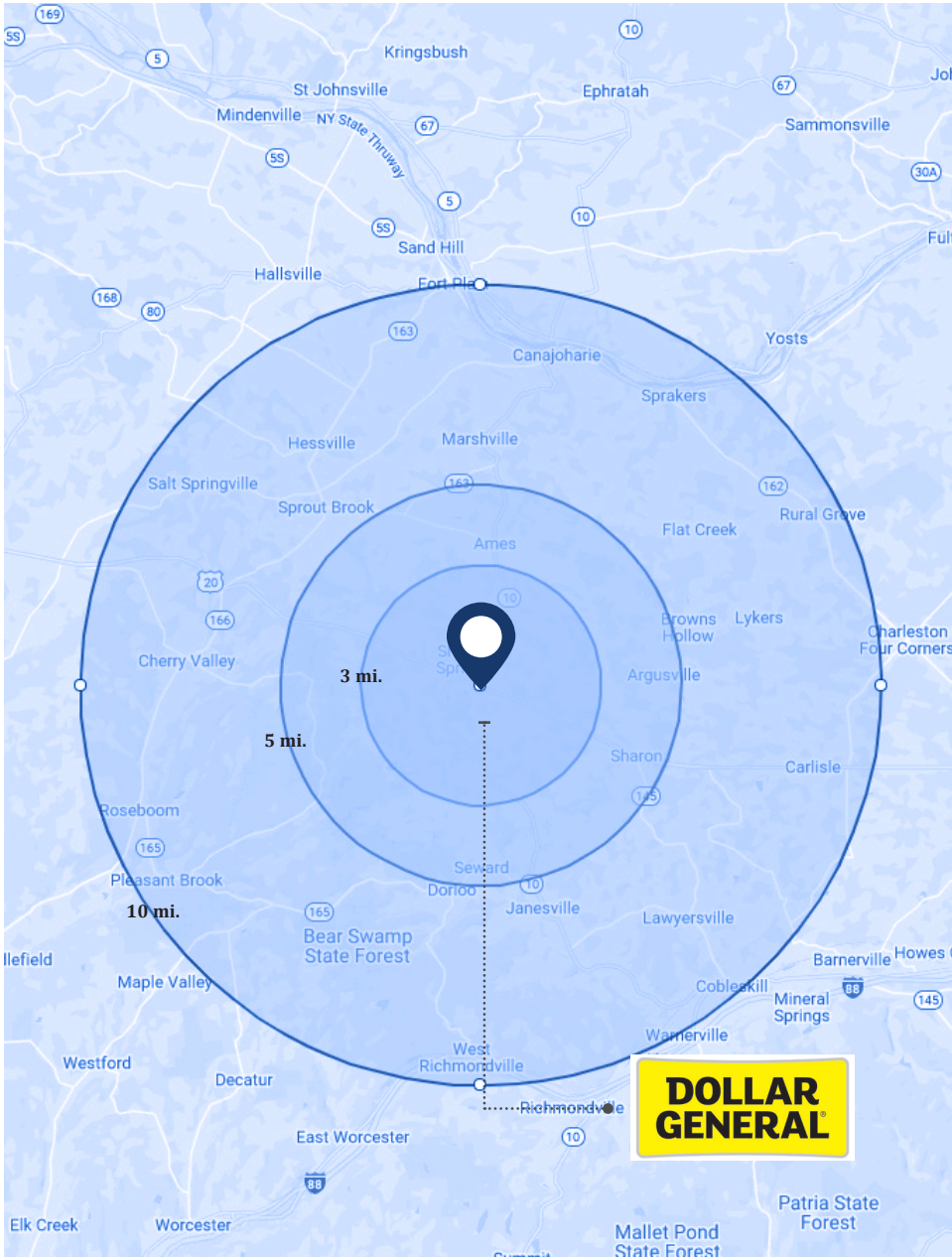
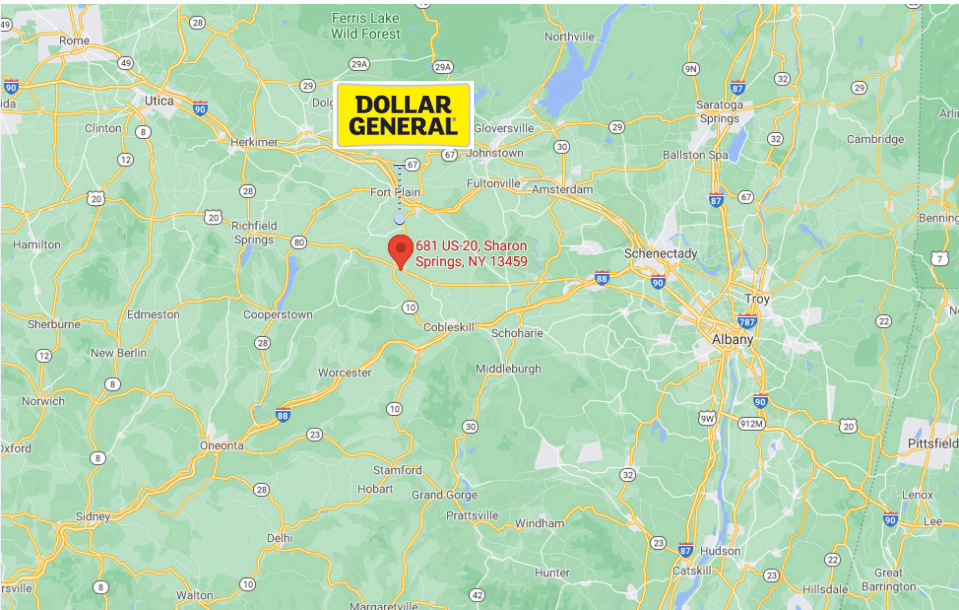
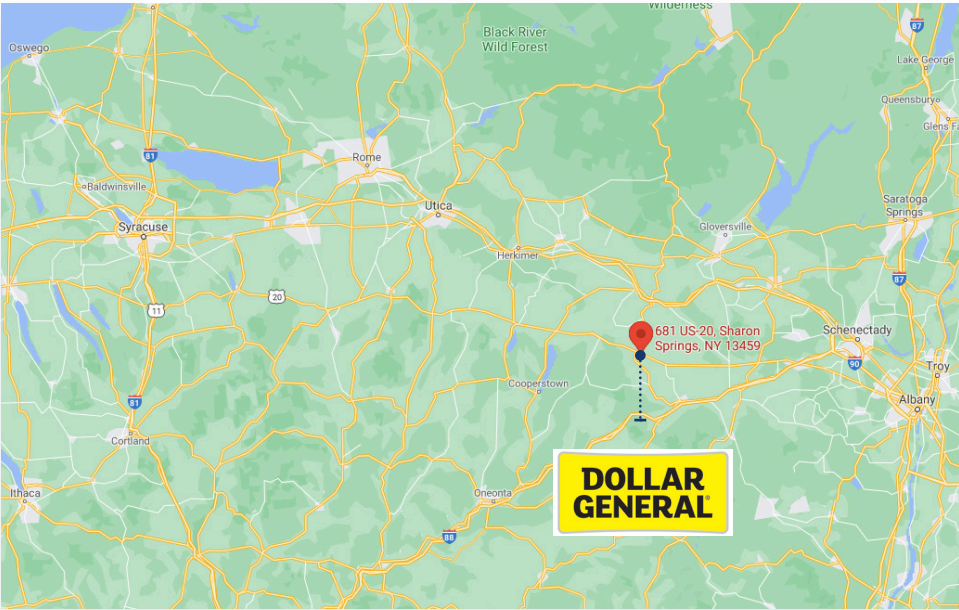
A second distribution center will be established in Texas with a planned opening in 2019. The distribution center will be located in Longview, Texas and will bring 400 low-skilled jobs to the area. Dollar General opened its 15,000th store in Wilmington, North Carolina in July 2018. Dollar General hosted a community celebration and donated \$15,000 to five local schools to support literacy and education initiatives.

# LOCATION AERIAL





# REGIONAL OVERVIEW





# DEMOGRAPHICS



	3 MILES	5 MILES	10 MILES
TOTAL POPULATION	1,416	3,150	19,274
TOTAL HOUSEHOLDS	563	1,249	7,477
AVERAGE HOUSEHOLD INCOME	\$67,887	\$71,586	\$65,231
AVERAGE AGE	44.7	46	41.3

# AREA OVERVIEW

DEMOGRAPHICS	3 MILES	5 MILES	10 MILES
TOTAL POPULATION	1,416	3,150	19,274
TOTAL HOUSEHOLDS	563	1,249	7,477
PERSONS PER HOUSEHOLD	2.4	2.3	2.4
AVERAGE HOUSEHOLD INCOME	\$67,887	\$71,586	\$65,231
AVERAGE HOUSE VALUE	\$161,267	\$157,751	\$141,105
AVERAGE AGE	44.7	46	41.3
WHITE	1,369	3,043	18,288
BLACK	10	25	394
AMERICAN INDIAN/ALASKAN NATIVE	2	5	60
ASIAN	14	20	195
HAWAIIAN & PACIFIC ISLANDER	2	8	20
TWO OR MORE RACES	20	48	316
HISPANIC ORIGIN	60	109	670

## SHARON SPRINGS, NEW YORK

The Village of Sharon Springs sits in the northwest part of Schoharie County in the Town of Sharon, New York approximately 50 miles (80 km) west of Albany, the state capital. The city is surrounded by rolling hills and nestled in a winding valley, as well as being in close proximity to some of New York State’s most popular attractions.

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