

Not Actual Property - Representative Photo



LIMA, OHIO - DOLLAR GENERAL

6594 OTTAWA RD, LIMA , OH 45807



Presented by:

QUINN STRAUCH
970.331.2545
qstrauch@23advisors.com
CO # FA100087191

KORY PRYOR
404.422.7200
kpryor@23advisors.com
GA #233371 CO #100087645

Listed in Conjunction With:

CAPITOL REAL ESTATE ADVISORS, INC.
Ohio real estate broker license REC.2002002352.

MARKETING
PACKAGE

CONFIDENTIALITY & DISCLAIMER

All materials and information received or derived from 23 Realty Advisors, LLC and Capitol Real Estate Advisors, Inc., its directors, officers, agents, advisors, affiliates and/or any third party sources are provided without representation or warranty as to completeness, veracity, or accuracy, condition of the property, compliance or lack of compliance with applicable governmental requirements, developability or suitability, financial performance of the property, projected financial performance of the property for any party's intended use or any and all other matters.

Neither 23 Realty Advisors, LLC nor Capitol Real Estate Advisors, Inc., its directors, officers, agents, advisors, or affiliates makes any representation or warranty, express or implied, as to accuracy or completeness of any materials or information provided, derived, or received. Materials and information from any source, whether written or verbal, that may be furnished for review are not a substitute for a party's active conduct of its own due diligence to determine these and other matters of significance to such party. Neither 23 Realty Advisors, LLC nor Capitol Real Estate Advisors, Inc., will investigate or verify any such matters or conduct due diligence for a party unless otherwise agreed in writing.

EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Neither 23 Realty Advisors, LLC nor Capitol Real Estate Advisors, Inc., makes any warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Neither 23 Realty Advisors, LLC nor Capitol Real Estate Advisors, Inc., serves as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by 23 Realty Advisors, LLC and Capitol Real Estate Advisors, Inc., in compliance with all applicable fair housing and equal opportunity laws.

TABLE OF CONTENTS

PROPERTY INFORMATION	3
LOCATION INFORMATION	7
FINANCIAL ANALYSIS	10
DEMOGRAPHICS	13
ADVISOR BIOS	15
AGENCY DISCLOSURE	18

Not Actual Property - Representative Photo

PROPERTY INFORMATION

SECTION 1

23



Sale Price **SUBJECT TO OFFER**

OFFERING SUMMARY

Building Size:	7,489 SF
Lot Size:	2.01 Acres
NOI:	\$79,544
Year Built:	2018
Remaining Lease Term:	11.9 Years
Lease Exp. Date:	05/31/2033

PROPERTY OVERVIEW

2018 build Dollar General store located in the town of Lima, OH. Supplying over 15,500 residents within a 5-mile radius, this location serves as one of few discount retailers in the area. NNN lease structure with tenant responsibility for taxes, insurance, repairs and maintenance. There are three (3) five (5) year options with 10% rent increases at each renewal.

DEMOGRAPHICS	2 MILES	5 MILES	10 MILES
Total Households	430	5,464	39,900
Total Population	1,140	15,779	104,691
Average HH Income	\$65,388	\$49,856	\$50,978



LOCATION INFORMATION

Building Name	Lima, Ohio - Dollar General
Street Address	6594 Ottawa Rd
City, State, Zip	Lima , OH 45807
County	Allen

BUILDING INFORMATION

NOI	\$79,544.04
Occupancy %	100.0%
Tenancy	Single
Year Built	2018
Free Standing	Yes

PROPERTY HIGHLIGHTS

- NNN lease structure with zero landlord responsibilities
 - 2018 build with almost 12 years remaining on the original 15-year NNN lease
 - Limited number of competing retailers in the surrounding area
- Lease is guaranteed by the Dollar General Corporation who has been in business for over 80 years and has a current net worth of over \$6.2 Billion
- Dollar General (NYSE: DG) is a publicly-traded Fortune 500 company with an S&P investment-grade credit rating of BBB



TENANT HIGHLIGHTS

- Dollar General plans to open 1,050 stores in 2021, remodel 1,750 stores and relocate 100. Dollar General currently operates 17,177 locations throughout 46 states as of January 29, 2021.
- 75% of Americans are currently within 5 miles of a Dollar General store.
- Included on Fortune’s 2020 World’s Most Admired Companies list.
- Awarded Mass Market Retailer's 2020 Retailer of the Year Award.
- Recognized by Forbes magazine among its Top 25 Corporate Responders to COVID-19.
- Dollar General employs approximately 157,000 associates and is ranked No. 16 on the PG (Progressive Grocer's) 2020 list of "Top food and consumables retailers in North America".

TENANT OVERVIEW

Company:	Dollar General
Founded:	1939
Locations:	+17,000
Total Revenue (2020):	\$27.8 B
Net Income (2020):	\$2.0 B
Net Worth (2020):	\$48.43 B
Headquarters:	Goodlettsville, TN
Website:	www.dollargeneral.com
Ticker:	(NYSE: DG)
Fortune 500 Rank:	#112

DOLLAR GENERAL BUSINESS MODEL

Dollar General stands for convenience, quality brands, and low prices. Dollar General's successful prototype makes shopping a truly hassle-free experience. Dollar General designs small neighborhood stores with carefully edited merchandise assortments to make shopping simpler.

Dollar General has become a popular real estate investment and can be a great option for an investor looking for a steady passive income stream. Dollar General's typically have a triple-net lease meaning Dollar General as a tenant is responsible for paying the building's property taxes, insurance, and the cost of any maintenance or repairs. Additionally, Dollar General does not franchise and operates all of its stores directly, which gives it the unique ability to guarantee its leases by the corporation resulting in a safer investment.

Not Actual Property - Representative Photo

LOCATION INFORMATION

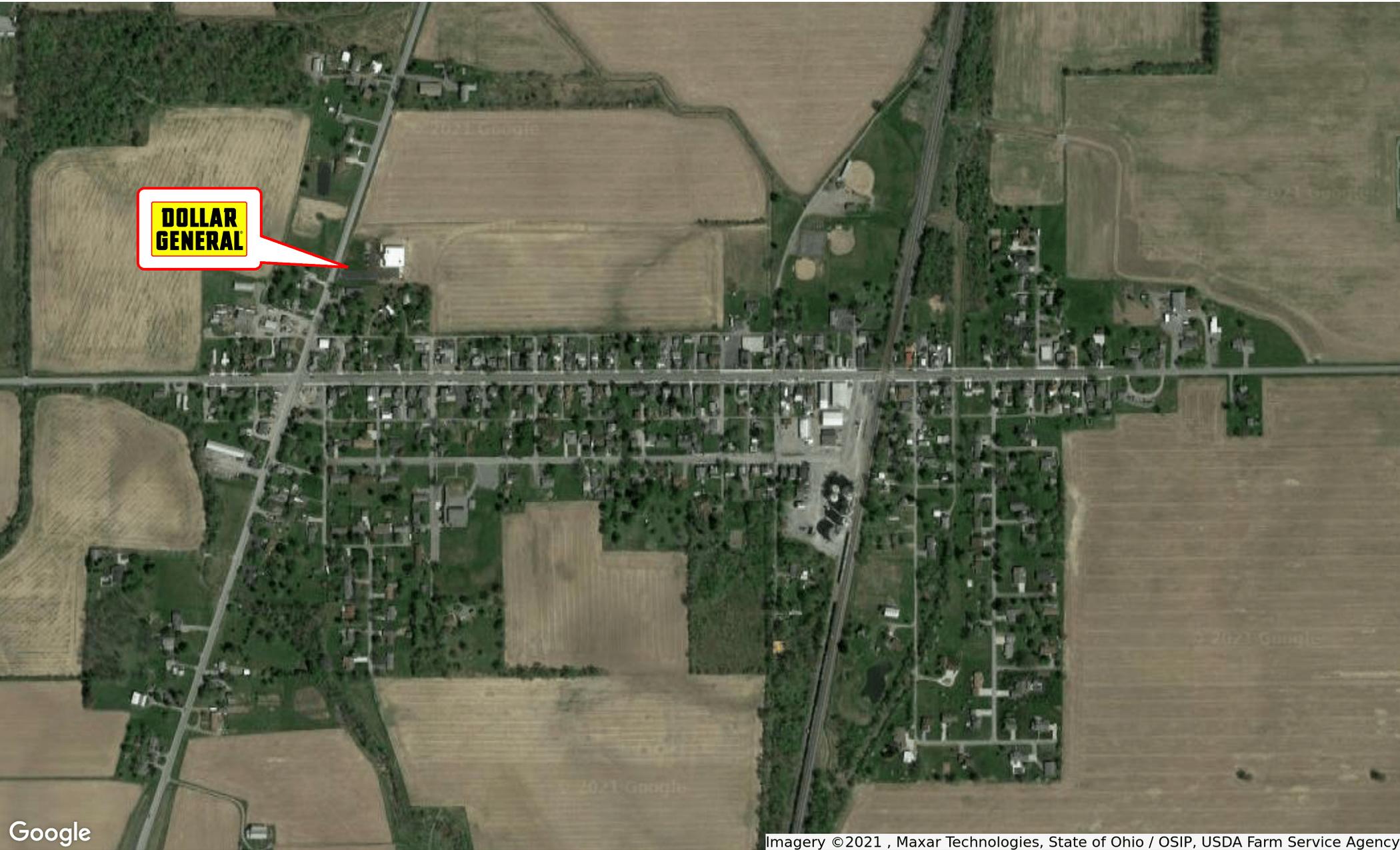
SECTION 2

23



LOCATION OVERVIEW

Lima is the county seat of Allen County Ohio. The municipality is located in northwest Ohio along Interstate 75 approximately 72 miles north of Dayton, 78 miles southwest of Toledo, and 63 miles southeast of Fort Wayne, Indiana. As of the 2010 census, the city had a population of 38,771. This property is in the principal city of the Lima, Ohio metropolitan statistical area, which is included in the Lima-Van-Wert-Wapakoneta, OH, combined statistical area. Lima was founded in 1831.



**DOLLAR
GENERAL**

Not Actual Property - Representative Photo

FINANCIAL ANALYSIS

SECTION 3

23

INCOME SUMMARY

GROSS INCOME **\$79,544**

EXPENSE SUMMARY

Property Taxes **\$0**

General Liability Insurance **\$0**

Maintenance / Repairs **\$0**

GROSS EXPENSES **\$0**

NET OPERATING INCOME **\$79,544**

Not Actual Property - Representative Photo

DEMOGRAPHICS

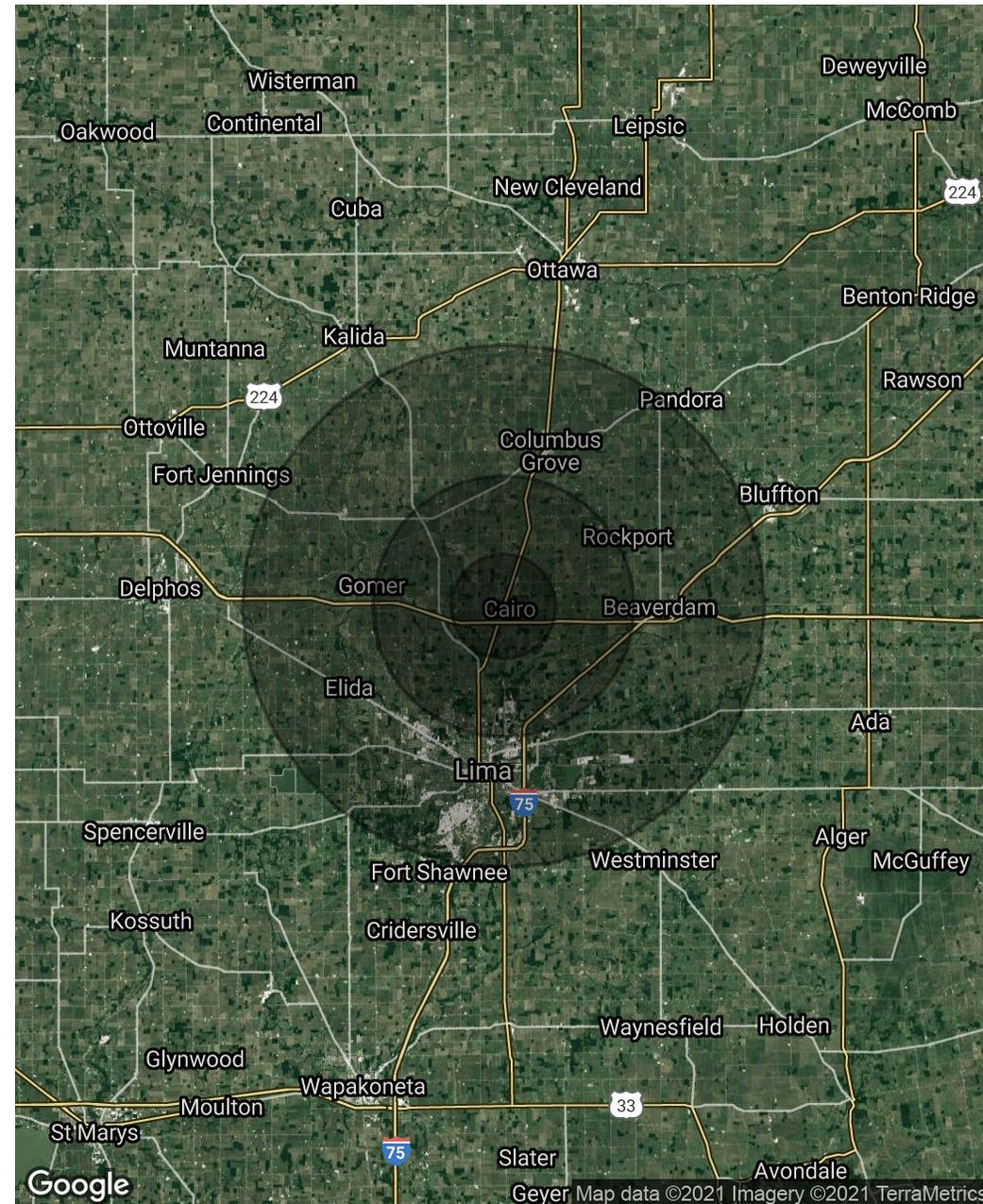
SECTION 4

23

POPULATION	2 MILES	5 MILES	10 MILES
Total Population	1,140	15,779	104,691
Average age	41.5	37.2	36.7
Average age (Male)	39.2	34.9	33.7
Average age (Female)	43.4	40.0	39.3

HOUSEHOLDS & INCOME	2 MILES	5 MILES	10 MILES
Total households	430	5,464	39,900
# of persons per HH	2.7	2.9	2.6
Average HH income	\$65,388	\$49,856	\$50,978
Average house value		\$113,366	\$137,636

* Demographic data derived from 2010 US Census



Not Actual Property - Representative Photo

ADVISOR BIOS

SECTION 5

23



QUINN STRAUCH

Retail Investment Sales Broker

qstrauch@23advisors.com
Direct: 970.331.2545

Listed in Conjunction With:

CAPITOL REAL ESTATE ADVISORS, INC.
Ohio real estate broker license REC.2002002352.

CO # FA100087191

PROFESSIONAL BACKGROUND

Quinn Strauch is a retail investment sales broker in the Net Lease Group of 23 Realty Advisors based out of Vail, Colorado. His emphasis is on the sale of net leased, investment-quality, single-tenant properties occupied by credit-rated national tenants. Quinn brings a dynamic energy and unwavering discipline to each of his transactions. Quinn has extensive experience in the guest service industry and knows what it means to put the client's needs first. Having joined the firm at the ripe old age of 19, Quinn has had the rare opportunity to come into the business at a below-average age, allowing him to build a firm foundation in Real Estate practices and processes.

Quinn is an accomplished whitewater kayaker and also enjoys a wide variety of additional outdoor activities including skiing, snowmobiling, and rafting.

EDUCATION

University of Colorado, Boulder. Leeds School of Business

23 Realty Advisors
2121 N. Frontage Road West Suite 10
Vail, CO 81657
404.422.7200



KORY PRYOR

Managing Broker

kpryor@23advisors.com
Direct: 404.422.7200

Listed in Conjunction With:

CAPITOL REAL ESTATE ADVISORS, INC.
Ohio real estate broker license REC.2002002352.

GA #233371 // CO #100087645

PROFESSIONAL BACKGROUND

Kory is the managing broker and founder of 23 Realty Advisors. Prior to starting 23 Realty Advisors, Kory worked as a commercial real estate attorney focusing on multifamily and retail development, acquisitions, dispositions, financing and operations, having worked on over \$25BN of transactional volume. Kory is a highly experienced commercial real estate broker that provides a thoughtful and hands on approach bringing an unparalleled level of transactional experience and knowledge to the table for his clients. Kory currently resides in Vail, Colorado where he spends his free time snowboarding, mountain biking and hiking with his dogs, Asha and Ted.

EDUCATION

University of Florida, Bachelor of Arts, Cum Laude
Emory University School of Law, Juris Doctor

MEMBERSHIPS

Real Property Law Association
Americian Apartment Owners Association
Mortgage Bankers Association
State of Georgia Bar Association

23 Realty Advisors
2121 N. Frontage Road West Suite 10
Vail, CO 81657
404.422.7200

Not Actual Property - Representative Photo

AGENCY DISCLOSURE

SECTION 6

23



AGENCY DISCLOSURE STATEMENT



The real estate agent who is providing you with this form is required to do so by Ohio law. You will not be bound to pay the agent or the agent's brokerage by merely signing this form. Instead, the purpose of this form is to confirm that you have been advised of the role of the agent(s) in the transaction proposed below. (For purposes of this form, the term "seller" includes a landlord and the term "buyer" includes a tenant.)

Property Address: 6594 Ottawa Rd Lima, OH 45807

Buyer(s): _____

Seller(s): Joseph E. Kussmaul

I TRANSACTION INVOLVING TWO AGENTS IN TWO DIFFERENT BROKERAGES

The buyer will be represented by _____, and _____.

AGENT(S)

BROKERAGE

The seller will be represented by Richard Herman, and Capitol Real Estate Advisors, Inc.

AGENT(S)

BROKERAGE

II TRANSACTION INVOLVING TWO AGENTS IN THE SAME BROKERAGE

If two agents in the real estate brokerage represent both the buyer and the seller, check the following relationship that will apply:

Agent(s) _____ work(s) for the buyer and Agent(s) _____ work(s) for the seller. Unless personally involved in the transaction, the principal broker and managers will be "dual agents," which is further explained on the back of this form. As dual agents they will maintain a neutral position in the transaction and they will protect all parties' confidential information.

Every agent in the brokerage represents every "client" of the brokerage. Therefore, agents _____ and _____ will be working for both the buyer and seller as "dual agents." Dual agency is explained on the back of this form. As dual agents they will maintain a neutral position in the transaction and they will protect all parties' confidential information. Unless indicated below, neither the agent(s) nor the brokerage acting as a dual agent in this transaction has a personal, family or business relationship with either the buyer or seller. *If such a relationship does exist, explain:* _____

III TRANSACTION INVOLVING ONLY ONE REAL ESTATE AGENT

Agent(s) Richard Herman and real estate brokerage Capitol Real Estate Advisors, Inc. will

be "dual agents" representing both parties in this transaction in a neutral capacity. Dual agency is further explained on the back of this form. As dual agents they will maintain a neutral position in the transaction and they will protect all parties' confidential information. Unless indicated below, neither the agent(s) nor the brokerage acting as a dual agent in this transaction has a personal, family or business relationship with either the buyer or seller. *If such a relationship does exist, explain:* _____

represent only the (check one) seller or buyer in this transaction as a client. The other party is not represented and agrees to represent his/her own best interest. Any information provided the agent may be disclosed to the agent's client.

CONSENT

I (we) consent to the above relationships as we enter into this real estate transaction. If there is a dual agency in this transaction, I (we) acknowledge reading the information regarding dual agency explained on the back of this form.

BUYER/TENANT _____ DATE _____

SELLER/LANDLORD _____ DATE May 24, 2021

BUYER/TENANT _____ DATE _____

SELLER/LANDLORD _____ DATE _____

Signature:

Email: qstrauch@23advisors.com

DUAL AGENCY

Ohio law permits a real estate agent and brokerage to represent both the seller and buyer in a real estate transaction as long as this is disclosed to both parties and they both agree. This is known as dual agency. As a dual agent, a real estate agent and brokerage represent two clients whose interests are, at times could be, different or adverse. For this reason, the dual agent(s) may not be able to advocate on behalf of the client to the same extent the agent may have if the agent represented only one client.

As a dual agent, the agent(s) and brokerage shall:

- Treat both clients honestly;
- Disclose latent (not readily observable) material defects to the purchaser, if known by the agent(s) or brokerage;
- Provide information regarding lenders, inspectors and other professionals, if requested;
- Provide market information available from a property listing service or public records, if requested;
- Prepare and present all offers and counteroffers at the direction of the parties;
- Assist both parties in completing the steps necessary to fulfill the terms of any contract, if requested.

As a dual agent, the agent(s) and brokerage shall not:

- Disclose information that is confidential, or that would have an adverse effect on one party's position in the transaction, unless such disclosure is authorized by the client or required by law;
- Advocate or negotiate on behalf of either the buyer or seller;
- Suggest or recommend specific terms, including price, or disclose the terms or price a buyer is willing to offer or that a seller is willing to accept;
- Engage in conduct that is contrary to the instructions of either party and may not act in a biased manner on behalf of one party.

Compensation: Unless agreed otherwise, the brokerage will be compensated per the agency agreement.

Management Level Licensees: Generally, the principal broker and managers in a brokerage also represent the interests of any buyer or seller represented by an agent affiliated with that brokerage. Therefore, if both buyer and seller are represented by agents in the same brokerage, the principal broker and manager are dual agents. There are two exceptions to this. The first is where the principal broker or manager is personally representing one of the parties. The second is where the principal broker or manager is selling or buying his own real estate. These exceptions only apply if there is another principal broker or manager to supervise the other agent involved in the transaction.

Responsibilities of the Parties: The duties of the agent and brokerage in a real estate transaction do not relieve the buyer and seller from the responsibility to protect their own interests. The buyer and seller are advised to carefully read all agreements to assure that they adequately express their understanding of the transaction. The agent and brokerage are qualified to advise on real estate matters. **IF LEGAL OR TAX ADVICE IS DESIRED, YOU SHOULD CONSULT THE APPROPRIATE PROFESSIONAL.**

Consent: By signing on the reverse side, you acknowledge that you have read and understand this form and are giving your voluntary, informed consent to the agency relationship disclosed. If you do not agree to the agent(s) and/or brokerage acting as a dual agent, you are not required to consent to this agreement and you may either request a separate agent in the brokerage to be appointed to represent your interests or you may terminate your agency relationship and obtain representation from another brokerage.

Any questions regarding the role or responsibilities of the brokerage or its agents should be directed to: attorney or to:



Ohio Department of Commerce
Division of Real Estate & Professional Licensing
77 S. High Street, 20th Floor
Columbus, OH 43215-6133
(614) 466-4100

