



Dollar General

\$1,686,000 | 5.50% CAP

861 S Hwy 50, Business Loop, Olathe, CO 81425

- ✓ **New 15 Year Corporate** Absolute NNN Lease
- ✓ **10% Increases Every 5 Years** During Renewal Options
- ✓ **S&P BBB Credit Rating** and Ranked #119 on Fortune 500
- ✓ **Amazon Resistant Retailer** Experiencing Explosive Growth
- ✓ **Olathe** is surrounded by some of Colorado's best hunting, fishing, camping, skiing and snowmobiling which are all easily accessible.

Dollar General Corp. engages in retailing of **merchandise**, including **consumable items**, **seasonal items**, home products and apparel. Its **brands** include Clorox, Energizer, Procter & Gamble, Hanes, **Coca-Cola**, **Mars**, Unilever, Nestle, Kimberly-Clark, Kellogg's, General Mills, and **PepsiCo**



INVESTMENT OVERVIEW

DOLLAR GENERAL OLATHE, CO

FILE PHOTO



CONTACT FOR DETAILS

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CO Broker of Record: Jeff Post

License #: FA400018515

\$1,686,000

5.50% CAP

NOI

\$92,719

- ✓ **New 2021 construction corporate Dollar General**, S&P BBB rating and ranked #119 on the Fortune 500 List.

Building Area

±9,100 SF

- ✓ **Fifteen (15) year absolute NNN lease** commencing early February 2021 - no landlord responsibility.

Land Area

±1.39 AC

- ✓ **Dollar General is the country's largest small-box discount retailer** and has achieved 27 consecutive years of same store sales growth - sales increased 9.2% in fiscal year 2018 to \$25.6 Billion.

Year Built

2021

- ✓ **Amazon resistant retailer experiencing explosive growth**, Dollar General plans to open roughly 1,050 stores in 2021 after opening approximately 1000 stores in 2020.

Lease Type

Absolute NNN

- ✓ **Dollar General has become a shopping staple** across the country with over 16,000 stores in the United States.

Occupancy

100%

- ✓ **Olathe** is located in western Colorado along Highway 50 in the heart of the Uncompahgre River Valley. Olathe is surrounded by some of the Colorado's best hunting, fishing, camping, skiing and snowmobiling which are all easily accessible.

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SECURE
NET LEASE

TENANT OVERVIEW

DOLLAR GENERAL OLATHE, CO

Dollar General

Lessee: DG Retail, LLC

Guarantor: Dollar General Corporation

REVENUE

\$27.8 B

CREDIT RATING

BBB

TOTAL LOCATIONS

16,000+

DOLLAR GENERAL

dollargeneral.com

Dollar General Corporation has been delivering value to shoppers for over 75 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, clothing for the family, housewares and seasonal items at **low everyday prices in convenient neighborhood locations.**

Dollar General operated **15,472 stores in 44 states** as of March 2019. Dollar General's (DG) business **strategy** revolves around driving profitable **top line growth** while enhancing its **low-cost** operator position and capturing **new growth opportunities.**

In addition to **high quality private brands**, Dollar General sells products from **America's most-trusted brands** such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo and Coca-Cola. STRATEGY Dollar General sells similar products as **wholesale retailers** Wal-Mart (WMT) and Target (TGT), but typically **at lower prices.** Because of this, during harsh economic conditions, many consumers may make the change of shopping at **Dollar General** instead of a regular wholesale retailer. The company attempts to drive **profitable top line growth** through strategies like improving the in-stock position of its stores and continuously offering products **at competitive prices.**

FILE PHOTO



IN THE NEWS

DOLLAR GENERAL OLATHE, CO

Dollar General to Accelerate Opening Pace

JON SPRINGER, DECEMBER 04, 2020 (WINSIGHT GROCERY BUSINESS)

The fiscal 2021 plan rate equates to more than 20 new stores every week, or as many new real estate projects in a year as a chain supermarket like Publix operates overall.

The Goodlettsville, Tenn.-based retailer, which already operates nearly **17,000 store locations in the U.S.**, expects to open **1,000 new stores**, remodel another **1,670 units and relocate 110 stores** by the end of the current fiscal year on Jan. 29.

Including the pace at which it renovates or locates stores, **it averages a mind-boggling** eight real estate projects every day of the year.

Dollar General, the discount retailer that's flourished during the pandemic, will accelerate an already galloping pace of new store openings in 2021, planning 1,050 new locations next year along with 1,750 store renovations and 100 store relocations.

With store sizes generally ranging between a **compact 7,300 and 15,000 square feet**, with many units opening in existing buildings and with a number of locations in rural communities, Dollar General stores are relatively inexpensive to build. The company's capital expenditure budget for the current year is expected to come in at **\$1 billion to \$1.1 billion**.

Speaking in a conference call reviewing its **third-quarter** financials this week, Jeffery Owen, Dollar General's chief financial officer, said the company's 2021 real estate plans include adding fresh produce to about **600 stores—in addition to 1,000 that already have such an offering**.

EXPLORE ARTICLE



How Dollar General is Bucking the Trend

GREG PETRO, OCTOBER 04, 2019 (FORBES)

Dollar General's approach speaks to its **unique niche and business strategy**, which aligns with the most important sales lesson of all: **know your customer**.

The budget retailer has reported **29 consecutive years** of same-store growth, with same-store sales **increasing 4.0%** in the second quarter of this year. This dark horse discount chain has been quietly chugging along for decades, and is now in the process of opening **975** new stores this year, in addition to remodeling 1000 locations and relocating another **100**.

Dollar General's biggest differentiator is that they are serving markets that had been vastly underserved, even by the likes of Walmart. You'd be hard pressed to find a small town in America that isn't within close proximity of a Dollar General. In fact, there are currently more than 15,000 locations across 44 U.S. states, which surpasses even the number of McDonald's. Seventy-five percent of Americans live within five minutes of a Dollar General, according to research from GlobalData Retail, and these locations are strategically placed to allow shoppers to choose to patronize them over other discount or big box retailers.

According to Business Insider, its prices are generally **20%-40% lower** than grocery and drug stores, attracting cost-conscious consumers.

Compare that to **37 percent of Americans** who live within that distance from a Walmart. Further, more than half of **Dollar General** stores are located **less than a ten minute drive** from a Walmart, according to research from UBS analysts.

EXPLORE ARTICLE



LEASE OVERVIEW

DOLLAR GENERAL OLATHE, CO

Initial Lease Term	15-Years, Plus (3), 5-Year Options to Extend
Rent Commencement	January 26, 2021
Lease Expiration	January 31, 2036
Lease Type	Corporate NNN Lease
Rent Increases	10% Every 5 Years, In Option Periods
Annual Rent Years 1-15	\$92,719.32
Option 1	\$101,991.24
Option 2	\$112,190.40
Option 3	\$123,409.44

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.



FAMILY DOLLAR



OLATHE
ELEMENTARY SCHOOL
(447 STUDENTS)

±1,801 VPD



True Value

BUSINESS
50

OLATHE
HIGH SCHOOL
(314 STUDENTS)

348

5TH ST
±3,494 VPD

SUBWAY

Bank of Colorado
THERE'S ONLY ONE



WASHINGTON HIGHWAY
±15,032 VPD

DOLLAR GENERAL

861 S HWY 50, BUSINESS
LOOP



SITE OVERVIEW

DOLLAR GENERAL OLATHE, CO



Year Built

2021



Building Area

±9,100 SF



Land Area

±1.39 AC

NEIGHBORING RETAILERS

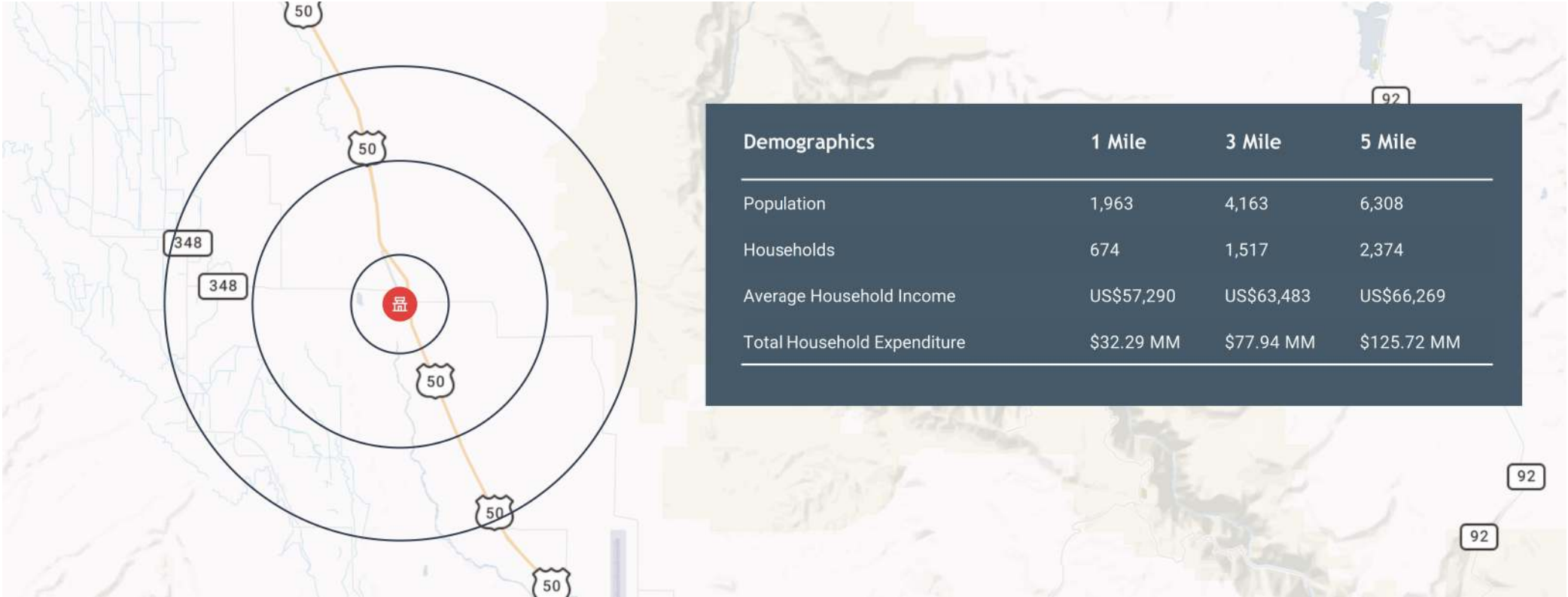
- Family Dollar
- True Value
- Subway
- United States Postal Service



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LOCATION OVERVIEW

DOLLAR GENERAL OLATHE, CO



ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1.

Montrose County School District (1,169)
2.

Montrose Memorial Hospital (721)
3.

Montrose County (374)
4.

City Market (320)
5.

Volunteers of America (312)
6.

Walmart Supercenter (310)
7.

City of Montrose (282)
8.

Montrose Forest Products (230)
9.

Community Options, Inc. (203)
10.

Home Depot (170)
11.

Touch of Care (156)
12.

AeroCare (130)
13.

Delta-Montrose Electrical Association/Elevate (115)
14.

Center for Mental Health (100)
15.

Western Area Power Administration (100)
16.

Target (91)

LOCATION OVERVIEW

DOLLAR GENERAL OLATHE, CO

Olathe

Colorado



1,882

Population



\$34,500

Median Household Income

Olathe, CO has an A+ rating
for crime & cost of living
(www.areavibes.com)

A+

Olathe is a small Statutory Town in Montrose, County, Colorado, United States with a current estimated population of 1,882.

Olathe has changed little over the years since its incorporation in 1907. Population figures were relatively constant until the 1980s when the population increased significantly. The reason included a trend involving newcomers, working in Delta and Montrose, taking advantage of cheaper housing costs in Olathe.

Olathe is in the heart of the Uncompahgre Valley on the western slope of Colorado along U.S. Highway 50 halfway between Montrose and Delta, Colorado. Olathe follows that of the typical western Colorado settlement pattern of river-railroad-highway. Sitting at 5,346 feet above sea level Olathe is surrounded by fertile mesa lands such as the Ash, High and East Mesas. The valley is approximately forty miles long and twelve miles wide in a succession of mesas rising from the river. Surrounding this quiet community are the Gunnison River which flows through a ridge of granite northeast of Olathe, the Grand Mesa to the north, San Juan Mountain Range to the south, and the Uncompahgre Plateau to the west. The sheltered valley, moderate climate, rich soils and good irrigation system supply Olathe with thousands of acres of irrigated cropland, fruit orchards, vineyards and ranch land. Beyond the mesas lie a scenic wonderland abundant with some of Colorado's best hunting, fishing, camping, skiing and snowmobiling which are all easily accessible. Primarily the town provides goods, services, and housing for its agricultural community.

IN THE NEWS

DOLLAR GENERAL OLATHE, CO

A big year” for Olathe sweet corn as pickers pluck first ears of the season

JASON BLEVINS, JULY 14, 2020 (THE COLORADO SUN)

Olathe-The sun’s first rays are **spilling** over Jumbo Mountain when the team clambers aboard the sprawling corn harvester.

“**Everything is early.** Not just the corn, but the onions, the hay is early, too,” he says, his head down as he **nimbly squeaks** ear from stalk and tosses them into a truck bed. “It’s not just super warm days. You gotta understand that because of the warm nights the crop is growing more nights than normal. We are getting **24 hours a day worth of growth.**”

Everything is good news for Harold, who sells his entire harvest — more than 700,000 containers this year, roughly 33.6 million ears — to the 2,757-store Kroger Co., the parent to King Soopers and City Market stores. And this pandemic-addled season, as more folks are eschewing restaurants and eating at home, Kroger upped its annual order by 80,000 containers, or nearly 4 million ears.

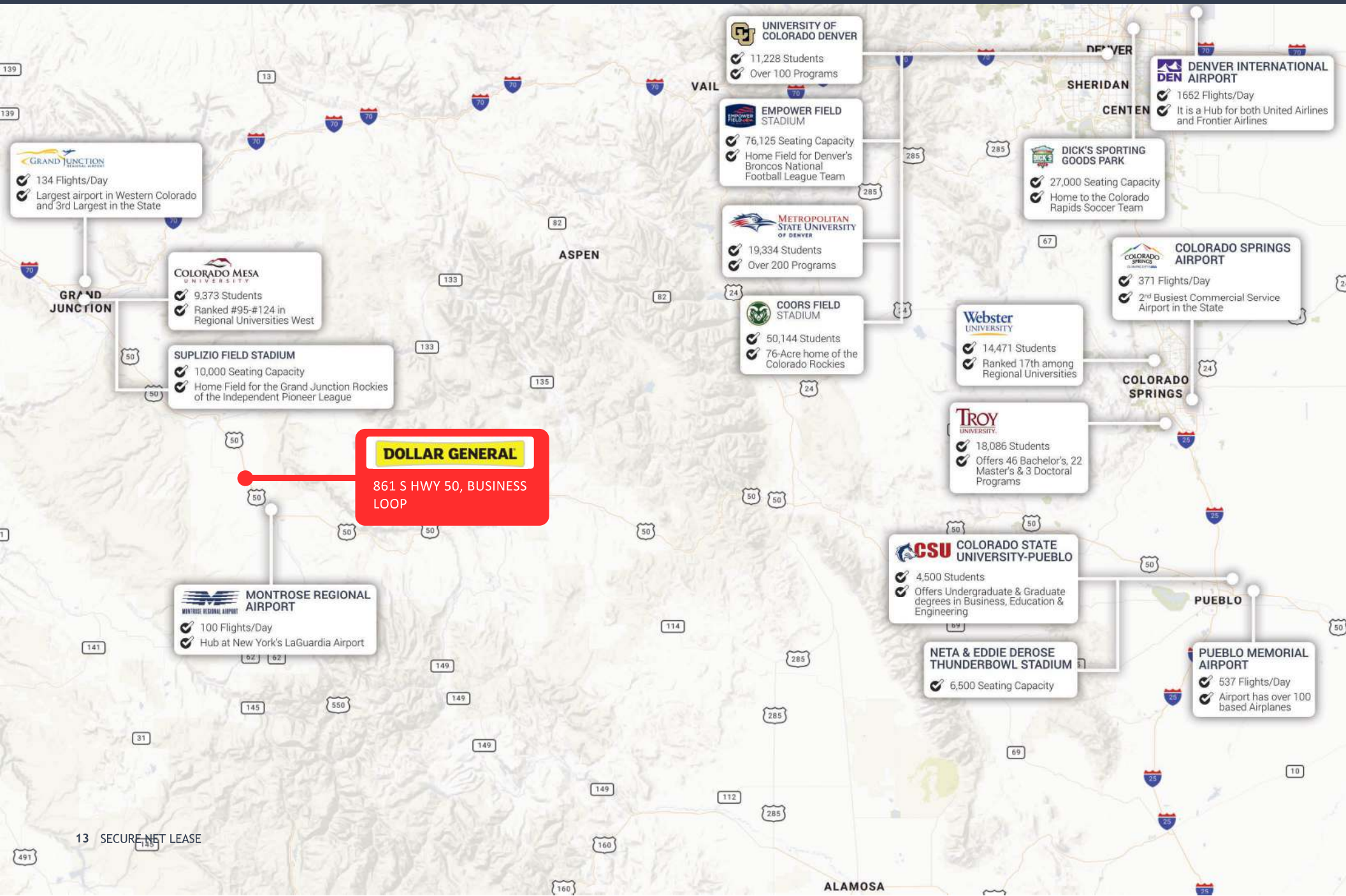
“**This will be a big year,**” Harold says, swatting swarming gnats as the worker-laden harvester growls through freshly sheared stalks. “They didn’t say why, but my guess is the pandemic has **increased** business at the grocery stores. Not to brag, but it’s a fact that our corn brings people to their stores and they made a **conscious decision** last fall they were going to feature our corn in more stores.”

EXPLORE ARTICLE



MONTROSE, MSA

DOLLAR GENERAL OLATHE, CO



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