



OFFERING MEMORANDUM



Dollar General Market

201 Ruritan Road, Harriman, TN

Marcus & Millichap

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EXCLUSIVELY LISTED BY

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PRICE

\$3,360,000

CAP RATE

6.50%

GROSS LEASABLE AREA

33,816 SF +/-

LOT SIZE

3.10 ACRES +/-

YEAR BUILT | YEAR RENOVATED

1997 | 2018

LEASE TERM REMAINING

6.5 YEARS +/-

Investment Highlights

DOLLAR GENERAL

MARKET™

- **10-Year Corporate Backed, Double Net Lease*** Featuring a Ten Percent (10%) Rental Increase after the fifth year of the Initial Term and Options
- **Dollar General is One of the Nation's Leading Discount Retailers** with More Than 17,000 Locations Throughout 46 States
- **Located in the Knoxville, TN MSA:** Knoxville is the third-largest city and MSA in the State of Tennessee with a population of almost 190,000 and 1,045,111 people respectively
- **Easy Access with Signage and Visibility** on US 27 (15,500+ VPD) – located on Ruritan Road (11,750 + VPD)
- **In Close Proximity Interstate 40** – Located only 1.5 miles from I 40 which traffics 39,648 Vehicles per day (2018).
- **Roof Refurbished in 2017** – Roof maintenance comes with a 20 Year transferable warranty – roughly 16 years remaining.

The Story Behind the Location

Dollar General Market originally took occupancy of the premises in 2008/2009 under a sublease from Food Lion. When Food Lion's lease expired in 2017, Dollar General Market agreed to a new lease with the Owner where they pay over 200% the amount of rent that they were paying while subleasing from Food Lion.

This speaks to Dollar General's success while occupying the site during the sublease, as well as their outlook for the Harriman, TN market moving forward.

* Tenant Reimburses \$916 per month for parking area maintenance, Landlord is Responsible for anything above what is not covered by Tenant's flat expense contribution. Tenant's expense contribution increases with the rent increases.

Address: 201 Ruritan Road, Harriman, TN 37748 **Lease Summary**

PRICE	\$3,360,000
CAP RATE	6.50%
NOI	\$218,378
RENTABLE SQUARE FEET	33,816 SF
YEAR BUILT	1997/2018
LOT SIZE	3.10 Acres
TENANT TRADE NAME	Dollar General Market
LEASE GUARANTOR	Dollar General

LEASE TYPE	Double Net* (NN*)
LEASE TERM	10 Years
RENT COMMENCEMENT DATE	November 12, 2017
LEASE EXPIRATION DATE	November 30, 2027
TERM REMAINING ON LEASE	6.5 Years +/-
INCREASES	10% Each 5 Yr Period & in Options
OPTIONS	Three Options Remaining
TENANT RESPONSIBILITIES	CAM*, RE Taxes, Insurance
LANDLORD RESPONSIBILITIES	Roof, Structure, Exterior*

Rent Schedule

YEAR	NOI	RENT/SF	CAP RATE
Nov 12, 2017 - Nov 30, 2018	\$218,378	\$6.46	6.50%
Dec 1, 2018 - Nov 30, 2019	\$218,378	\$6.46	6.50%
Dec 1, 2019 - Nov 30, 2020	\$218,378	\$6.46	6.50%
Dec 1, 2020 - Nov 30, 2021	\$218,378	\$6.46	6.50%
Dec 1, 2021 - Nov 30, 2022	\$218,378	\$6.46	6.50%
Dec 1, 2022 - Nov 30, 2023	\$240,216	\$7.10	7.15%
Dec 1, 2023 - Nov 30, 2024	\$240,216	\$7.10	7.15%
Dec 1, 2024 - Nov 30, 2025	\$240,216	\$7.10	7.15%
Dec 1, 2025 - Nov 30, 2026	\$240,216	\$7.10	7.15%
Dec 1, 2026 - Nov 30, 2027	\$240,216	\$7.10	7.15%
Option 1 (5 Years)	\$264,237	\$7.81	7.86%
Option 2 (5 Years)	\$290,661	\$8.60	8.65%
Option 3 (5 Years)	\$319,727	\$9.45	9.52%

**Blended
Cap Rate
7.01%**

ANNUALIZED OPERATING INFORMATION

INCOME	
Base Rental Income	\$218,378
Operating Expense Reimbursement	\$49,141
Gross Income	\$267,518
Operating Expenses	\$49,141
Net Operating Income	\$218,378

OPERATING EXPENSES

Taxes	\$35,658
Insurance	\$2,491
CAM	\$10,992
Total Expenses	\$49,141
Total Expenses/SF	\$1.45

*Tenant Reimburses \$916 per month for parking area maintenance, Landlord is Responsible for anything above what is not covered by Tenant's flat expense contribution. Tenant's expense contribution increases with the rent increases.

DOLLAR GENERAL



Dollar General Corporation has been delivering value to shoppers for more than 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, basic apparel, housewares and seasonal items at everyday low prices in convenient neighborhood locations. Dollar General operates over 17,000 stores in 46 states as of January 1, 2020. In addition to high-quality, private brands, Dollar General sells products from America’s most-trusted brands such as Clorox, Energizer, Procter & Gamble, Hanes, Coca-Cola, Mars, Unilever, Nestle, Kimberly-Clark, Kellogg’s, General Mills, and PepsiCo.

\$6.1bil Increase in Net Sales



17,000 Stores Across 46 States

Parent Company	Dollar General Corporation
Ownership	Public
Headquarters	Goodlettsville, TN
Tenant Name	Dollar General Market
Parent Stock Symbol	DG
Total Revenue 2020	\$33.75 Billion
Credit Rating	Standard & Poor's: BBB-
Number of Locations	17,000+
Website	www.dollargeneral.com



Harriman High School
Harriman Middle School
2 Miles

HARRIMAN
EAST TENNESSEE



15,500 + VPD



DOLLAR GENERAL
MARKET



Ruritan Road 11,750 + VPD

    **Save a lot**



1.5 Miles

HARRIMAN
EAST TENNESSEE




FOOD CITY
CVS



Ruritan Road





Dollar General hatches big plans for store expansion

New formats, retail concepts accompany 1,050 new units planned for 2021

Dollar General didn't hold back brick-and-mortar expansion in fiscal 2020, as the dollar store chain tallied growth of more than 20% in net sales and over 15% in same-store sales for the year.

Also on Thursday, Dollar General executives said two new store formats are slated to launch in 2021 and, over the long term, the company foresees opportunities to double its store count. This year, the Goodlettsville, Tenn.-based retailer also expects to wrap up phase one of DG Fresh, its two-year-old program to shift to self-distribution of perishables and sell more fresh and frozen food in stores.

Dollar General opened 1,000 new stores, remodeled 1,670 stores, relocated 110 stores and closed 101 units during the 52 weeks ended Jan. 29. Those totals were up across the board from fiscal 2019, when the deep value retailer opened 975 new locations, remodeled 1,024 units, relocated 100 units and closed 67 stores. And on the e-commerce side in 2020, the company stepped up expansion of its click-and-collect service, DG Pickup, to more than 17,000 stores.

As of the close of fiscal 2020, Dollar General operated 17,177 stores in 46 states, a net increase of 899 from 16,278 stores in 44 states in 2019. Its stores are located within five miles of about 75% of the U.S. population.



An aerial photograph of Knoxville, Tennessee, during a vibrant sunset. The city skyline is visible, featuring several high-rise buildings and the prominent Sunsphere tower with its golden sphere. The foreground shows a mix of urban development, including parking lots, roads, and green spaces. The background is filled with rolling green hills under a sky with orange and yellow clouds.

KNOXVILLE, TN MSA

KNOXVILLE OVERVIEW

The Knoxville metro area is centered in the eastern portion of Tennessee and is the state's third largest market after Nashville and Memphis. The metro consists of nine counties: Anderson, Blount, Campbell, Grainger, Knox, Loudon, Morgan, Roane and Union. The local economy is primarily focused around economic hubs created by the University of Tennessee and Great Smoky Mountain tourism. The city of Knoxville is the county seat of Knox County and is home to roughly 189,800 residents.



METRO HIGHLIGHTS



HIGHER EDUCATION

The University of Tennessee has over 30,000 students and 9,400 employees. It is estimated the school has a \$1.7 billion impact on the state's economy.



INLAND PORT

The Port of Knoxville is connected to the nation's waterways and the Gulf of Mexico via channels on the Mississippi and Tennessee rivers.



GREAT SMOKY MOUNTAIN CULTURE

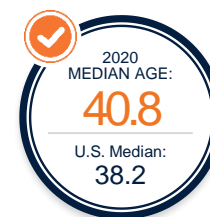
The Knoxville region has a strong arts community, contributing to bluegrass and country music with bands such as Flatt & Scruggs and the Everly Brothers. In nearby Pigeon Forge, the Dollywood park hosts 3 million tourists in a season.



ECONOMY

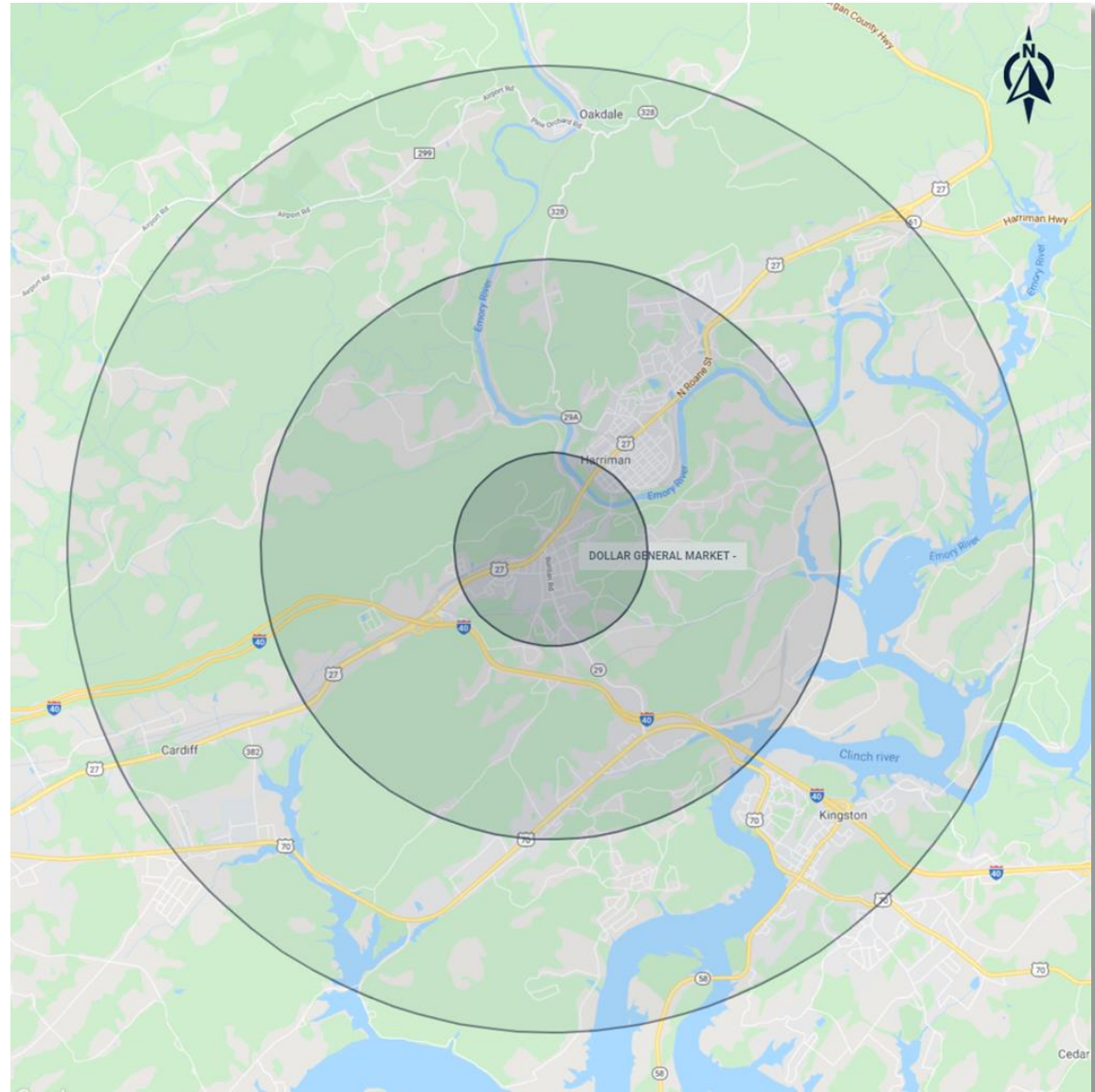
- Technology and research activities are also growing in the metro, with multiple National Science Foundation-funded centers associated with the University of Tennessee. In addition, research and development firms are located in the Tennessee Technology Corridor.
- Diversification has brought major employers from a variety of industries such as media and healthcare with companies like Scripps Networks Interaction and TeamHealth.
- While diversifying from its manufacturing roots into media and professional service jobs, the metro still houses big manufacturing operations, including a Coca-Cola bottling plant.
- Amazon is building a fulfillment facility that will bring hundreds of jobs to Alcoa in 2022.

DEMOGRAPHICS





	3 Miles	5 Miles	10 Miles
POPULATION			
2025 Projection	8,430	18,349	43,311
2020 Estimate	8,596	18,601	43,623
2010 Census	8,820	18,957	44,123
2000 Census	9,567	18,981	42,545
INCOME			
Average	\$49,954	\$58,880	\$60,980
Median	\$34,053	\$42,764	\$46,080
Per Capita	\$21,345	\$24,957	\$25,406
HOUSEHOLDS			
2025 Projection	3,595	7,735	18,030
2020 Estimate	3,651	7,800	18,053
2010 Census	3,735	7,919	18,141
2000 Census	4,066	7,909	17,387
HOUSING			
2020	\$97,573	\$117,168	\$125,109
EMPLOYMENT			
2020 Daytime Population	7,854	17,254	34,803
2020 Unemployment	4.66%	5.16%	4.80%
2020 Median Time Traveled	29	29	29
RACE & ETHNICITY			
White	91.93%	92.38%	93.69%
Native American	0.17%	0.10%	0.07%
African American	4.67%	4.10%	2.79%
Asian/Pacific Islander	0.41%	0.48%	0.46%



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Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues to the benefit of our clients.



Closed 1,943 debt and equity financings in 2020



National platform operating within the firm's brokerage offices



\$7.7 billion total national volume in 2020



Access to more capital sources than any other firm in the industry

For additional financing details and to get a customized quote please contact:

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WHY MMCC?

Optimum financing solutions to enhance value

Our ability to enhance buyer pool by expanding finance options

Our ability to enhance seller control

- Through buyer qualification support
- Our ability to manage buyers finance expectations
- Ability to monitor and manage buyer/lender progress, insuring timely, predictable closings
- By relying on a world class set of debt/equity sources and presenting a tightly underwritten credit file

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