

Dollar General

1515 Shoemaker Street, Nanty Glo, PA 15943



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Cole Skinner

Associate
Office: Tampa
Direct: 813.387.4773
Cole.Skinner@marcusmillichap.com

Daniel Hurd

First Vice President Investments
Office: Tampa
Direct: 813.387.4746
Daniel.Hurd@marcusmillichap.com

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success.

Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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SECTION 1

Executive Summary

OFFERING SUMMARY

INVESTMENT HIGHLIGHTS

DEMOGRAPHICS

OFFERING SUMMARY

| | | |
|---|---|---|
|  |  |  |
| Listing Price | Cap Rate | Price/SF |
| \$594,783 | 6.90% | \$59.48 |

FINANCIAL

| | |
|---------------|-----------|
| Listing Price | \$594,783 |
| NOI | \$41,040 |
| Cap Rate | 6.9% |
| Price/SF | \$59.48 |
| Rent/SF | \$0.34 |

OPERATIONAL

| | |
|------------------|-----------------------|
| Lease Type | Double Net |
| Guarantor | Corporate Guarantee |
| Lease Expiration | 08/31/2030 |
| Rentable SF | 10,000 SF |
| Lot Size | 1.3 Acres (56,628 SF) |
| Year Built | 1999 |



DOLLAR GENERAL

1515 Shoemaker Street , Nanty Glo, PA 15943

INVESTMENT OVERVIEW

Marcus and Millichap is pleased to exclusively offer for sale the Dollar General located at 1515 Shoemaker Street in Nanty Glo, Pennsylvania.

The investment is being offered at \$594,783 which represents a 6.9% cap rate.

The subject property is a 10,000 square foot three sided brick building that was constructed for Dollar General in 1999. There are more than 9 years remaining on the current lease term after tenant just executed an early lease re-cast demonstrating their continued confidence and commitment to this location. There are two, five year options remaining with healthy rental increases. The NN lease structure limits landlord to roof, structure and parking lot responsibilities. Tenant is responsible for the entire cost of minor repairs and routine maintenance that costs up to \$500 per occurrence. Dollar General reimburses landlord up to \$667 per month for CAM which includes snow and ice removal, maintenance of any grass or landscaped areas, as well as lighting, cleaning, security and striping. They also reimburse up to \$10,000 for

Real Estate taxes (Annual taxes for 2020 were \$6,834) and the store is part of the National Insurance Program.

The store is positioned on the main road into the borough located less than one mile away from the on and off ramps of Highway 22 which sees more than 10,000 vehicles per day. The site itself yields more than 5,400 vehicles per day driving by as traffic passes in and out of town. The area hosts ideal dollar store demographics with more than 5,500 people and an average household income of approximately \$47,000 within a three mile radius. There is also a competition void, as this is the only Dollar General within a five mile radius and the only dollar store servicing the Nanty Glo community.

INVESTMENT HIGHLIGHTS

NN Lease with 9+ Years Remaining

Recent Early Lease Re-cast Demonstrating Continued Commitment to the Store

Large 10,000 Square Foot Three Sided Brick Building

Two, Five Year Options Remaining with Rental Increases (Option 1 - 14% / Option 2 - 11%)

Over 20 Years of Operating History at this Location

HVAC Units Replaced in 2017

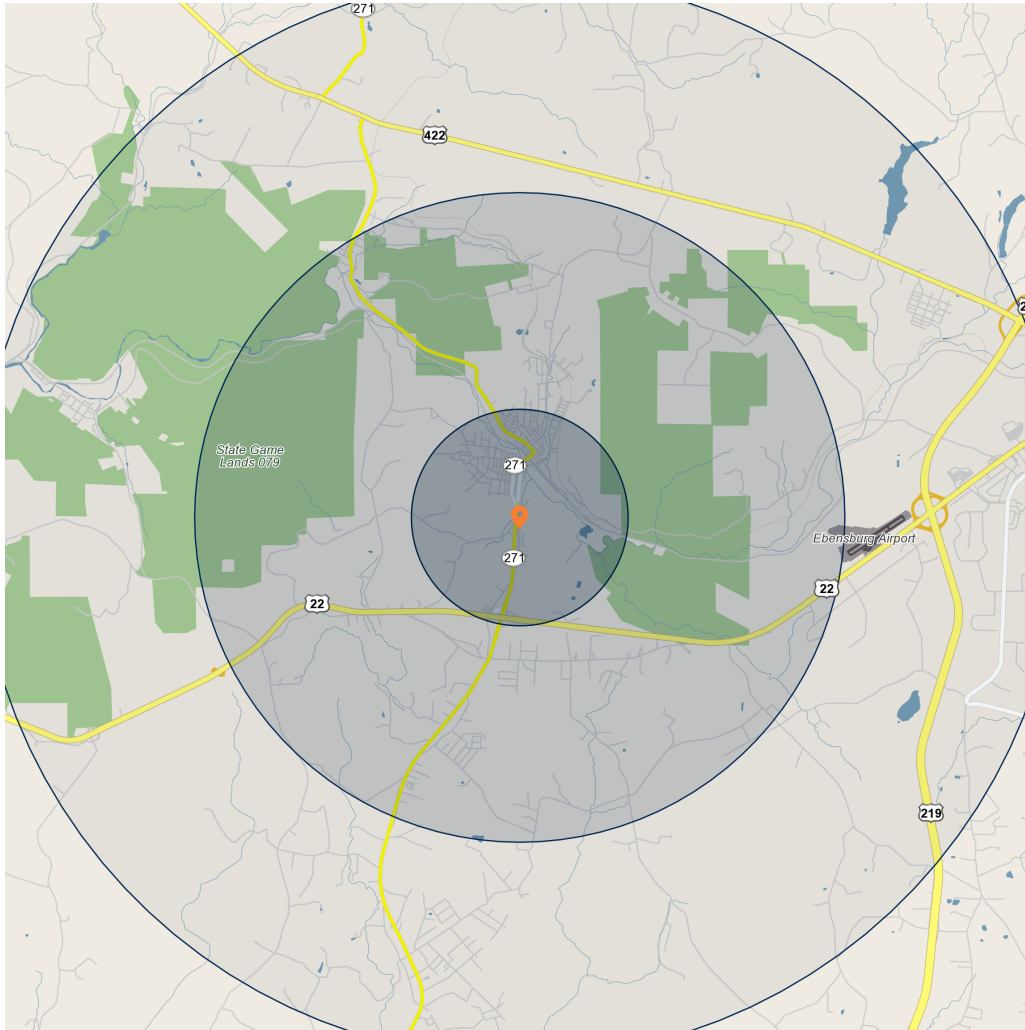
Roof Repaired, Restored and Coated With ICS Commercial Grade Elastomeric Roof Coating in 2018

Dollar General Reimburses up to \$.80 Per Square Foot for CAM

Dollar General Reimburses up to \$1.10 Per Square Foot for Real Estate Taxes

Store is Part of Dollar General's National Insurance Program

Very Low Price Per Square Foot (\$59.48)



POPULATION

| | 1 Mile | 3 Miles | 5 Miles |
|-----------------|--------|---------|---------|
| 2025 Projection | 2,377 | 5,523 | 10,197 |
| 2020 Estimate | 2,379 | 5,545 | 10,248 |
| 2010 Census | 2,489 | 5,827 | 10,813 |
| 2000 Census | 2,763 | 6,466 | 11,865 |

HOUSEHOLD INCOME

| | | | |
|------------|----------|----------|----------|
| Average | \$51,155 | \$55,104 | \$60,374 |
| Median | \$43,705 | \$48,013 | \$52,671 |
| Per Capita | \$21,704 | \$22,995 | \$24,786 |

HOUSEHOLDS

| | | | |
|-----------------|-------|-------|-------|
| 2025 Projection | 1,016 | 2,318 | 4,198 |
| 2020 Estimate | 1,009 | 2,313 | 4,195 |
| 2010 Census | 1,058 | 2,439 | 4,427 |
| 2000 Census | 1,139 | 2,584 | 4,625 |

HOUSING

| | | | |
|-------------------|----------|----------|----------|
| Median Home Value | \$71,873 | \$85,200 | \$97,167 |
|-------------------|----------|----------|----------|

EMPLOYMENT

| | | | |
|---------------------------------|-------|-------|-------|
| 2020 Daytime Population | 1,733 | 4,016 | 7,810 |
| 2020 Unemployment | 7.54% | 5.91% | 5.59% |
| Average Time Traveled (Minutes) | 26 | 28 | 27 |

EDUCATIONAL ATTAINMENT

| | | | |
|---------------------------|--------|--------|--------|
| High School Graduate (12) | 52.40% | 51.24% | 48.49% |
| Some College (13-15) | 11.72% | 11.70% | 12.75% |
| Associate Degree Only | 6.43% | 11.06% | 10.92% |
| Bachelor's Degree Only | 7.79% | 7.99% | 10.17% |
| Graduate Degree | 6.52% | 5.87% | 6.52% |

SECTION 2

Property Information

RETAILER MAP



SECTION 3

Financial Analysis

FINANCIAL DETAILS

BROKER OF RECORD

| THE OFFERING | |
|---------------------|-----------|
| Price | \$594,783 |
| Capitalization Rate | 6.90% |
| Price/SF | \$59.48 |

| PROPERTY DESCRIPTION | |
|-------------------------------|-------------------------------|
| Year Built / Renovated | 1999 |
| Gross Leasable Area | 10,000 SF |
| Type of Ownership | Fee Simple |
| Lot Size | 1.30 Acres |
| Guarantor | Corporate Guarantee |
| Lease Type | Double Net |
| Lease Commencement | 09/01/1999 |
| Lease Expiration | 08/31/2030 |
| Renewal Options | Two, Five Year Options |
| Term Remaining on Lease (Yrs) | 9 Years |
| Landlord Responsibility | Roof, Structure & Parking Lot |
| Tenant Responsibility | Taxes & Insurance |

| RENT SCHEDULE | | | | |
|---------------|-------------|--------------|---------|----------|
| YEAR | ANNUAL RENT | MONTHLY RENT | RENT/SF | CAP RATE |
| Current | \$41,040 | \$3,420 | \$4.10 | 6.90% |
| Option 1 | \$46,800 | \$3,900 | \$4.68 | 7.87% |
| Option 2 | \$52,080 | \$4,340 | \$5.21 | 8.76% |

FINANCIAL DETAILS // Dollar General

| ANNUALIZED OPERATING INFORMATION | | |
|----------------------------------|--|----------|
| INCOME | | |
| Base Rental Income | | \$41,040 |
| Operating Expense Reimbursement | | \$12,204 |
| Gross Income | | \$53,244 |
| Operating Expenses | | \$12,204 |
| Net Operating Income | | \$41,040 |
| OPERATING EXPENSES | | |
| Taxes | | \$6,974 |
| Snow & Ice Removal | | \$4,630 |
| Lawn Care | | \$600 |
| | | |
| | | |
| | | |
| Total Expenses | | \$12,204 |
| Total Expenses/SF | | \$1.22 |

1: Assumes Total Expenses remain constant. Please see agent for details.

Dollar General // FINANCIAL DETAILS

| CAP RATE | PRICE | PRICE/SF | INITIAL CASH-ON-CASH |
|----------------------------------|-----------|----------|----------------------|
| 6.90% | \$594,783 | \$59.48 | 8.22% |
| OPERATING INFORMATION | | | |
| Year 1 Net Operating Income | | | \$41,040 |
| Rent/SF | | | \$4.10 /SF |
| Gross Leasable Area | | | 10,000 SF |
| FINANCING | | | |
| New Acquisition Financing | | | \$416,348 |
| Amortization Period | | | 25 |
| Loan Term | | | 5 |
| Loan Constant | | | 6.33% |
| Annual Debt Service Payment | | | (\$26,372) |
| Debt Service Coverage | | | -1.56 |
| Debt Yield | | | 9.86% |
| Net Cash Flow After Debt Service | | | \$67,412 |

| LEASE SUMMARY | |
|--------------------|--|
| Tenant: | Dollar General |
| Guarantor: | Corporate Guarantee |
| Credit Rating: | BBB |
| Rent Commencement: | 9/1/1999 |
| Lease Expiration: | 8/31/2030 |
| Options: | \$46,800 \$52,080 |
| Lease Type: | Double Net |
| Base Rent: | \$4.10 /SF \$833.33 /SF/Month \$41,040 Annual Rent |
| Rent Increases: | 10%+ Rental Increases in Options |

BROKER OF RECORD

Sean Beuche
License #: RM424190
Pennsylvania



EXCLUSIVELY LISTED BY

Cole Skinner

Associate
Office: Tampa
Direct: 813.387.4773
Cole.Skinner@marcusmillichap.com

Daniel Hurd

First Vice President Investments
Office: Tampa
Direct: 813.387.4746
Daniel.Hurd@marcusmillichap.com

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