

421 BROADWAY STREET

DOLLAR GENERAL

MOUNT VERNON, IL 62864



CONFIDENTIALITY AGREEMENT & DISCLAIMER

The Offering Memorandum contains select information pertaining to the business and affairs of Dollar General (“property”). It has been prepared by Prime Net Lease. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Prime Net Lease. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their offices, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

Owner and Prime Net Lease expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offer Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to the prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executive Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Prime Net Lease or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or cause of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.

BY ACCEPTING THIS CONFIDENTIAL OFFERING MEMORANDUM, YOU AGREE TO RELEASE PRIME NET LEASE AND HOLD IT HARMLESS FROM ANY KIND OF CLAIM, COST, EXPENSE, OR LIABILITY ARISING OUT OF YOUR INVESTIGATION AND/OR PURCHASE OF THIS NET LEASED PROPERTY.

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PROPERTY DESCRIPTION



PROPERTY DESCRIPTION

Prime Net Lease is pleased to present this 8,125 SF Dollar General store located in Mount Vernon, Illinois. The property is encumbered with a 5-year NN lease, leaving the landlord with minimal responsibilities. There are currently 3.6 years remaining on the current lease with Three, 5-year options left. The lease is corporately guaranteed by Dollar General Corporation which holds a credit rating of “BBB”, which is classified as Investment Grade.

This Dollar General is highly visible as it is strategically positioned in Mount Vernon, Illinois on the corner of Broadway Street and 4th Street which sees 7,000 cars per day. Mount Vernon is a city in and the county seat of Jefferson County, Il. It is the principal city of the Mount Vernon Micropolitan Statistical Area, which includes all of Jefferson and Hamilton counties. Mount Vernon has a population of 15,277 and a median household income upwards of \$38,659 making this location ideal for a Dollar General.

The subject offering represents an ideal opportunity for a 1031 exchange buyer or a “passive” investor to attain the fee simple ownership of a Dollar General. This investment will offer a new owner continued success due to the financial strength and the proven profitability of the tenant, the nation’s top dollar store. This investment will offer a new owner continued success due to the financial strength and the proven profitability of the tenant, the nation’s top dollar store.

OFFERING SUMMARY

PROPERTY INFORMATION

Property Address 421 Broadway Street
Mount Vernon, IL 62864

Land Area 0.61 Acres

Year Built 2003

Ownership Type Fee Simple

PRICING INFORMATION

Offering Price \$587,352

Net Operating Income \$39,600

Cap Rate 6.74%

Price Per Square Feet \$72.29

Tenant Dollar General

Guarantor Corporate

Term Remaining 3.6 years

Lease Type NN

Landlord Responsibilities Roof, Structure, Parking Lot, HVAC

COMPLETE HIGHLIGHTS



LOCATION INFORMATION	
Building Name	Dollar General
Street Address	421 Broadway Street
City, State, Zip	Mount Vernon, IL 62864
County	Jefferson

BUILDING INFORMATION	
NOI	\$39,600.00
Cap Rate	6.74
Occupancy %	100.0%
Tenancy	Single
Average Floor Size	8,125 SF
Year Built	2003
Free Standing	Yes

PROPERTY HIGHLIGHTS

- **Nationally Recognized Tenant** - Dollar General is the largest "Small Box" retailer in the nation. Dollar General has been in business since 1939 with over 16,000+ locations Nationwide. NYSE: DG Investment Grade "BBB" rating.
- **Pandemic Proof** - Essential Business that remained unaffected throughout the COVID-19 pandemic. Open and paying rent on time in full with no requests for temporary rent abatement nor rent reduction.
- **Growing Area** - Many locally and nationally recognized named brands entering and expanding in Mt. Vernon. Nearby Tenants include: Subway, Dairy Queen, Groomingdales Pet Salon, Fisher Auto Parts, The Blossom Shop, Action Pawn, Henry A Petter Supply, Trackside Bar and Grill and More.
- **Location** - Located on a main thoroughfare in the area with traffic counts exceeding 7,000 vehicles per day with populous retail strip centers and local businesses
- **Term Extension** - Extended primary term proving commitment & success in market which continues to expand with new businesses and retail spaces

FINANCIALS

TENANT	SQUARE FOOTAGE	TERM REMAINING	TERM		RENTAL INCREASE	MONTHLY RENT	MONTHLY RENT PER SF	ANNUAL RENT	ANNUAL RENT PER SF
Dollar General	8,125		Current	02/28/2025		\$3,300	\$0.41	\$39,600	\$4.87
		Option 1	03/01/2025	02/28/2030	Fixed	\$3,600	\$0.44	\$43,200	\$5.32
		Option 2	03/01/2030	02/28/2035	Fixed	\$3,900	\$0.48	\$46,800	\$5.76
		Option 3	03/01/2035	02/28/2040	Fixed	\$4,200	\$0.52	\$50,400	\$6.20

TERM COMMENCEMENT	TERM EXPIRATION	RENEWAL OPTIONS	RENTAL INCREASES	LANDLORD RESPONSIBILITIES	TENANT RESPONSIBILITIES	GUARANTEE	RIGHT OF FIRST REFUSAL
02/28/2020	02/28/2025	Three, 5-year options	Yes	Roof, Structure, Parking Lot, HVAC	NN	Corporate	N/A

TENANT SUMMARY

Revenues: \$33.7 Billion in 2020

Rank: Largest "Small Box" Retailer in the nation

Credit Ranking: BBB

NYSE Symbol: DG

Dollar General ("DG") is one of the largest discount retailers in the United States, with over 16,000 stores located in 45 states as of February 1, 2020. DG offers 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 (typically \$10 or less with approximately 25% at \$1 or less) in convenient neighborhood locations.

Since its inception in 1939, DG's long history of profitable growth is founded on a commitment to a relatively simple business model: providing a broad base of customers with their basic everyday and household needs at everyday low prices in conveniently located, small-box stores.

DG's slogan, "Save time. Save money. Every day!" summarizes their appeal to customers. DG's ability to deliver highly competitive prices on national brand and quality private brand products in convenient locations and their easy "in and out" shopping format create a compelling shopping experience that distinguishes DG from other discount, convenience and drugstore retailers.

Fiscal year 2018 represented Dollar General's 29th consecutive year of same-store sales growth. DG believes that this growth, regardless of economic conditions, suggests that DG has a less cyclical model than most retailers and is a result of their compelling value and convenience proposition. DG's ability to effectively deliver both value and convenience allows them to succeed in small markets with limited shopping alternatives, as well as to profitably coexist alongside retailers in more competitive markets.

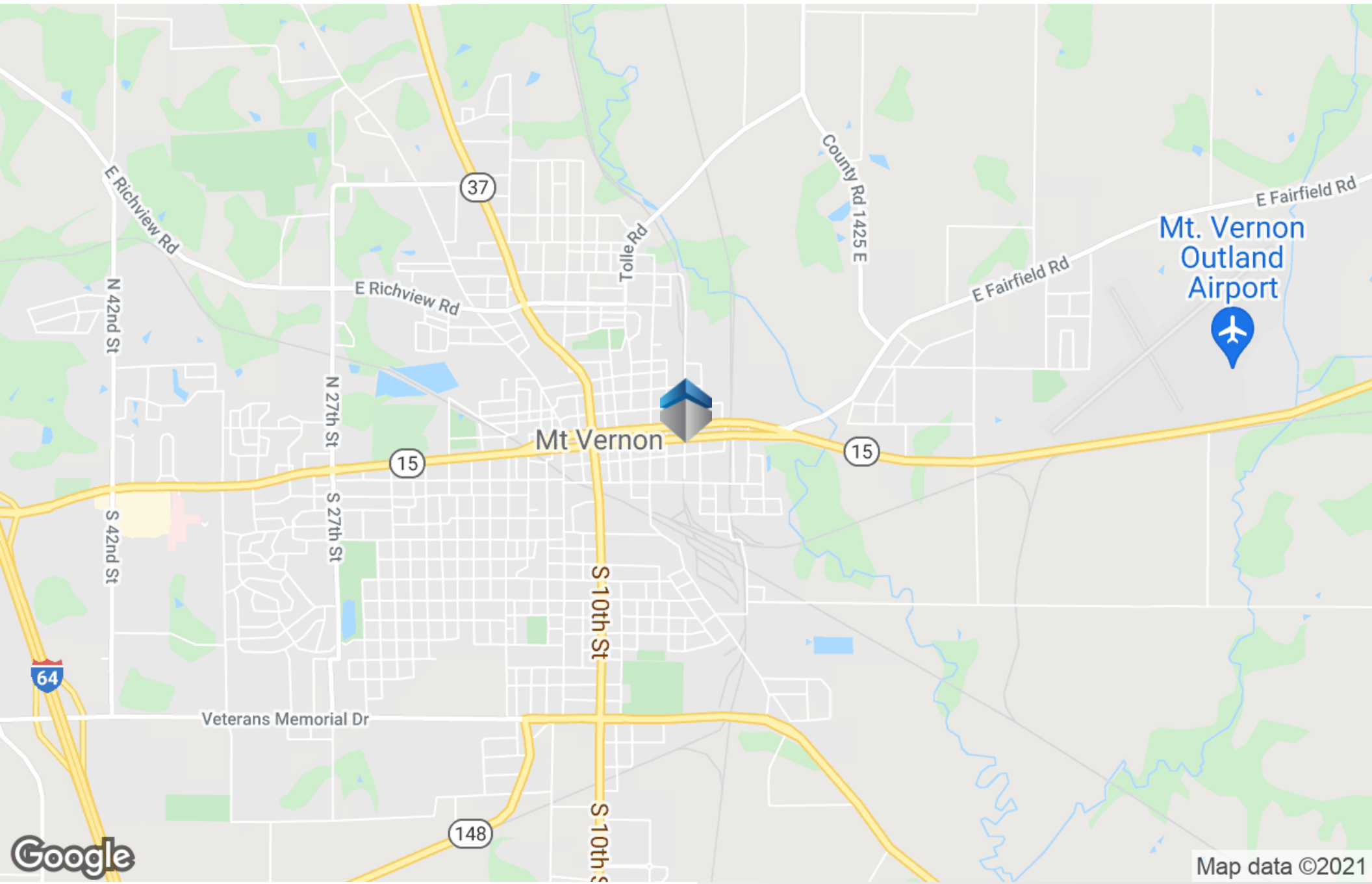


WEBSITE	www.dollargeneral.com
FOUNDED	1939
HEADQUARTERS	Goodlettsville, Tennessee
NUMBER OF LOCATIONS	16,000 ±
NUMBER OF EMPLOYEES	135,000 ±

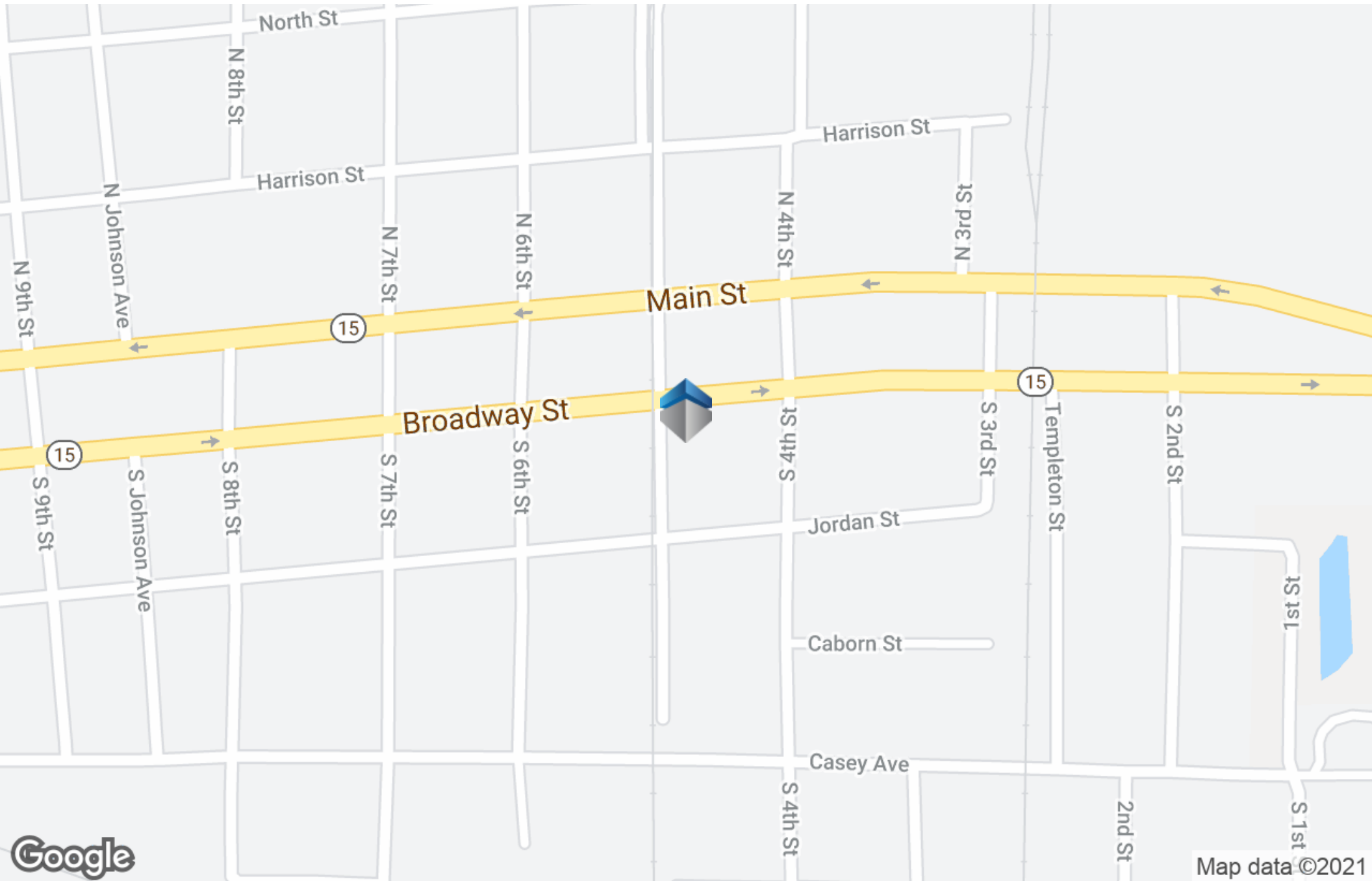
ADDITIONAL PHOTOS



REGIONAL MAP



LOCATION MAP



AERIAL MAP



Google

MARKET OVERVIEW

Mount Vernon, known as “The King City”, is a city in and the county seat of Jefferson County, Illinois, United States. The population was 15,277 at the 2010 census. Mount Vernon is the principal city of the Mount Vernon Micropolitan Statistical Area, which includes all of Jefferson and Hamilton counties. Located at the crossroads of I-57 and I-64, Mt. Vernon is the perfect location for many industries, retail businesses, regional medical services and tourism. Over one billion public and private dollars have been spent on development during the last six years. Under the guidance of a citizen/city generated Comprehensive Plan, Mt. Vernon has made great strides in infrastructure improvements: roads, water and sewer lines, growth in economic development: new retail, expansion/renovation of existing businesses, the attraction of new businesses, growth in recreational facilities and community events and the revitalization of our historic downtown area.

Mount Vernon hosts a 48-acre (190,000 m²) facility for Continental Tire of North America. It is also home to major distribution centers for NAPA, National Railway Equipment (NREC), ALCO and IPT (subsidiaries of NREC), and Walgreens along with many other smaller industries such as Vanex, Central Wholesale Liquors, IL-MO Welding supplies, Pepsi of Mid America, A.L. LEE Corporation, Goodman Air Conditioning, US Supply Co, Mine Supply Company, National Fabrication, IBT, Bearing Headquarters, Mt. Vernon Mold Works, Wiese Forklift Service Center, Black Forklift Service Center, Penske, Beelman Trucking, Clinton County Ready-Mix, Calison Wholesale Liquor, Praxair, Ultron Electronics, FedEx, UPS/Overnite, Springfield Electric, Mt. Vernon Electric, Roadway Express, Guaranteed Freight, Bennett Metals, Sun Container, Three-States Supply Co, Phoenix Modular Elevator Company and Petter Trucking, which are located in or within close proximity to the city's three industrial parks. There is discussion of creating a fourth industrial park which is to be used for distribution centers in the area of the new interchange, this park would encompass 100 acres (0.40 km²) and would be eligible for Tax Increment Financing and Enterprise Zone benefits.



DEMOGRAPHICS

KEY FACTS



12,085

POPULATION



37.3

AVERAGE AGE



\$81,024

MEDIAN HOUSEHOLD VALUE

BUSINESSES



860

BUSINESSES



6,230

EMPLOYEES

INCOME



\$40,625

MEDIAN HH INCOME



\$59,111

AVERAGE HH INCOME

	3 MILES	5 MILES	10 MILES
Total Population	12,085	22,089	35,082
2010 Population	11,240	20,462	32,849
2024 Population	13,567	24,862	39,729
Employees	1,875	3,628	7,946
Total Businesses	265	474	7,92
Average Household Income	\$49,170	\$53,222	\$54,040
Median Household Income	\$45,785	\$47,820	\$50,255
Average Age	37.3	40.1	40.9
Households	4,982	9,249	14,407
Average Housing Unit Value	\$81,024	\$99,127	\$107,539

ABOUT PRIME NET LEASE

Prime Net Lease is a commercial investment real estate service firm specializing in single tenant net leased properties. Headquartered in Palm Desert, California, the firm provides a full range of brokerage services nationwide to a substantial and diversified client base, which includes high net worth individuals, family trusts, developers, REITs, partnerships and institutional investment funds.

Our primary focus is on net leased retail, which are on a long term leases to well-established national or regional brands. Many of these are publicly traded or have credit rated debt. They are located across the United States in major metropolitan areas, as well as strategic secondary and tertiary markets. Compared to other types of real estate investments, these assets provide investors with the greatest potential to generate consistent and predictable income and the opportunity for appreciation.

Over the last 20 years, Prime Net Lease advisors have been involved in nationwide transactions with the most recognizable brands in the industry. Our past transactions include fast food national brands such as Arby's, KFC, Pizza Hut, Dairy Queen, Burger King, Wendy's; sit down restaurants such as TGI Fridays, Marie Callender's, Applebee's; Gas/Convenience marts such as 7-Eleven, Kum & Go, Quiktrip, Circle-K and larger retail stores such as CVS Pharmacy, Walgreens and Shopko. Additionally we have been involved in a multitude of transaction with local and regional brands.

Whether buying or selling, Prime Net Lease is a trusted and experienced partner in commercial and Net Leased real estate transactions.



15 Kum & Go's Sold in Last 12 Months

Michael Matusik, PNL's Gas/Convenience Specialist, has the highest market share of resale Kum & Go's. In addition, to currently listed locations, Michael has plenty of off market location available.



Dollar Stores Sold at Market Setting CAP Rate

Filip Hernas, PNL's Dollar Store Specialist, recently listed and sold half a dozen Dollar General's at market setting CAP rates.



Drive-Thru Demand Increases as Sit-downs Stumble

Paul Matusik, PNL's President and QSR specialist, has seen a significant increase in interest and suppression of CAP rates on nationally recognized tenants such as KFC, Burger King, and Arby's.

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