

# DOLLAR GENERAL

# OFFERING MEMORANDUM

911 N MAIN STREET JAY, OK 74346



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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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# EXCLUSIVELY LISTED BY

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Broker of Record

OK: Mark McCoy

Lic #: 181981

Marcus & Millichap

# TENANT OVERVIEW

MARKET CAP

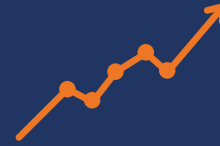
**\$48B**



TRADED ON

NYSE

TICKER : **DG**



**DOLLAR GENERAL®**

NET SALES 2020

**\$33.7B**



S&P RATING

**BBB**

REVENUE

**\$7.8B**



**1000+ NEW  
STORES TO  
OPEN IN 2021**



Marcus & Millichap

# OFFERING SUMMARY



LIST PRICE

**\$564,000**



CAP RATE

**8.00%**



TERM REMAINING

**1.5 Years**

## FINANCIAL INFORMATION

Listing Price	\$564,000
Down Payment	100%
Cash on Cash Return	N/A
Rent Per Sq. Foot	\$5.64
Price Per Sq. Foot	\$70.50

## OPERATIONAL

Lease Type	Double Net
Guarantor	Dolgen. Corp
Lease Expiration	02/28/2023
Year Built	1999
Building Size	8,000 Sq. Ft.

# OVERVIEW

## PROPERTY OVERVIEW

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Marcus and Millichap is pleased to exclusively offer for sale the Dollar General located at 911 N Main Street in Jay, Oklahoma. This investment is being offered at \$564,000, which represents an 8 percent capitalization rate.

The subject property is an 8,000 square foot building constructed for Dollar General in 1999. The current lease agreement runs through February of 2023 and has one additional five year renewal option. Landlord responsibilities are limited to roof, structure and parking lot. The tenant contributes \$450 per month as a sole contribution towards common area maintenance, reimburses for real estate taxes and covers the insurance through Dollar General's National Insurance Program. Dollar General previously reported sales at this location of over \$1.3m annually, which represents a healthy 3.5 percent rent to sales ratio.

Jay, Oklahoma is located in Delaware County and has a population approximately 2,500 residents. The Dollar General is well positioned along Main Street and benefits from over 7,500 vehicles passing the site daily.

## INVESTMENT HIGHLIGHTS

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- NN lease structure
- Early lease renewal demonstrating continued commitment to this location
  - 8,000 square foot build to suit prototype
  - Over 20 years operating history at this location
- Concrete parking lot requires significantly less upkeep
  - \$450/month CAM contribution
- The store is part of Dollar General's National Insurance Program
  - Very low price per square foot (\$70.50)

# DEMOGRAPHICS

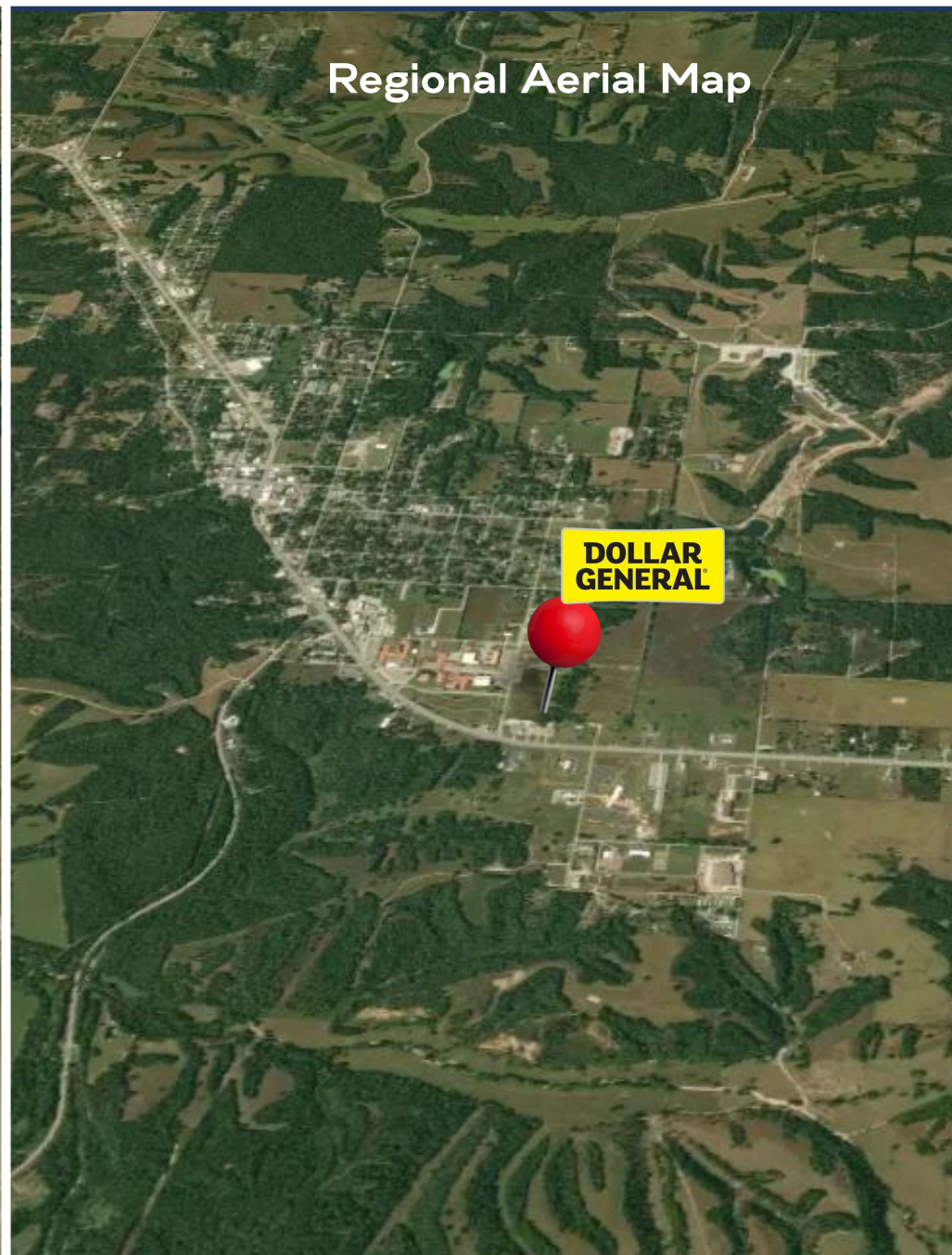
Population	1 Mile	3 Miles	5 Miles
2026 Projection	1,156	3,022	4,195
2021 Estimate	1,129	2,945	4,104
2010 Census	1,138	2,935	4,174
Houshold Income			
Average	\$44,139	\$47,520	\$50,123
Households			
2026 Projection	414	1,125	1,563
2021 Estimate	404	1,097	1,531
2010 Census	408	1,095	1,564
Housing			
Median Home Value	\$71,867	\$79,531	\$99,509
Employment			
2020 Daytime Population	1,016 7.54%	2,316 5.91%	4,198 5.59%

# LOCATION

Local Aerial Map



Regional Aerial Map



# FINANCIAL ANALYSIS

## THE OFFERING

Price	\$564,000
Capitalization Rate	8.0%
Price/SF	\$70.50

## PROPERTY DESCRIPTION

Year Built / Renovated	1999
Gross Leasable Area	8,000 SF
Type of Ownership	Fee Simple
Lot Size	1.25 Acres

## LEASE SUMMARY

Tenant	Dollar General
Rent Increases	In Options
Guarantor	Dolgen. Corp
Lease Type	NN
Lease Commencement	03/08/2018
Lease Expiration	02/28/2023
Renewal Options	One, five year
Term Remaining on Lease	1.5 Years
Landord Responsobility	Roof, Structure, Parking Lot
Tenant Responsibility	CAM, Tax, & Insurance

## RENT SCHEDULE

Year	Annual Rent	Monthly Rent	Rent/SF	Cap Rate
Current	\$45,120	\$3,760	\$5.64	8.0%
Option 1	\$51,900	\$4,325	\$6.49	9.2%

## ANNUALIZED OPERATION INFORMATION

INCOME	Dollar Amount
Base Rental Income	\$45,120
Operating Expense Reimbursement	\$5,400
Gross Income	\$59,520
Operating Expenses	\$5,400
Net Operating Income	\$45,120
OPERATING EXPENSES	
Taxes	Reimbursed by tenant
CAM	DG pays \$450/month
Insurance	Paid by tenant
Total Expenses	\$45,000