



# DOLLAR GENERAL

PLUS

10795 Heber Springs Rd | Concord, AR

## LISTED BY

---

### EDWARD DESIMONE

SENIOR ASSOCIATE

DIR: (310) 919-5696

MOB: (732) 832-5414

EDWARD.DESIMONE@MATTHEWS.COM

LIC # 02108760 (CA)

### JOSH BISHOP

FIRST VICE PRESIDENT & DIRECTOR

DIR: (214) 692-2289

MOB: (315) 730-6228

JOSH.BISHOP@MATTHEWS.COM

LIC # 688810 (TX)

### KYLE MATTHEWS

BROKER OF RECORD

LICENSE NO. PB00084217 (AR)

## TABLE OF CONTENTS

3

### EXECUTIVE OVERVIEW

4

### SURROUNDING TENANTS

6

### FINANCIAL OVERVIEW

8

### TENANT OVERVIEW

9

### AREA OVERVIEW

## INVESTMENT HIGHLIGHTS

- Brand new 2021 build-to-suit construction (estimated rent commencement October 25, 2021)
- Dollar General Plus prototype (larger 10,640 SF building)
- 15-Year Absolute NNN lease with zero management responsibilities
- Corporately guaranteed lease by Dollar General Corporation
- Five, 5-Year renewal options all of which include an attractive 10% rent increase
- The subject property is located across the street from Concord High School
- Concord is located ± 40-miles North of Searcy and ± 65-miles North of Little Rock (the largest city in the state of Arkansas)
- Dollar General is an “essential retailer” and has proven to be one of the most profitable companies throughout the COVID pandemic
- Dollar General has more than 17,000 locations and another 1,000 new sites slated for 2021
- Dollar General has an investment-grade credit rating of BBB (S&P) and has reported 31 consecutive years of same-store sales growth
- Dollar Generals stock price recently hit an all-time high in August 2021 (±\$237 / share)



FLORAL RD

87

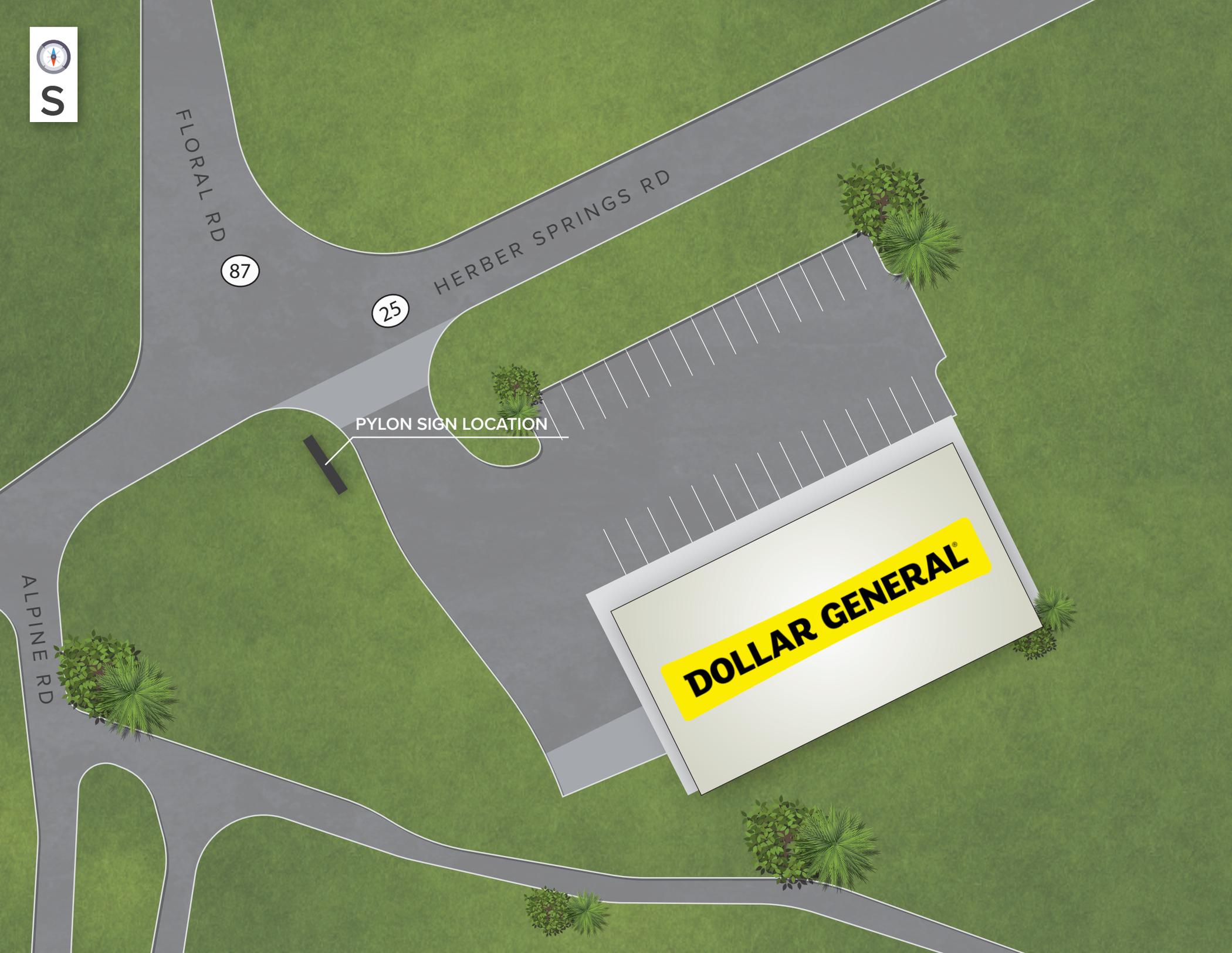
HERBER SPRINGS RD

25

PYLON SIGN LOCATION

ALPINE RD

**DOLLAR GENERAL®**





**DOLLAR GENERAL**

**Now Open!**  
DOLLAR GENERAL

WE Accept

POWER 2000  
Trade

Coupons  
Accepted



**\$1,661,943**  
LIST PRICE



**\$87,252**  
NOI



**5.25%**  
CAP RATE

## BUILDING INFO

Address	10795 Heber Springs Rd N Concord, AR 72523
Year Built	2021
GLA of Building	±10,640 SF
Lot Size	±1.89 AC

## TENANT SUMMARY

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	Absolute NNN
Roof and Structure	Tenant Responsible
Original Lease Term	15 Years
Lease Commencement Date	10/25/21
Lease Expiration Date	10/31/36
Term Remaining on Lease	±15 Years
Increase	10% Every 5 Years in Options
Options	Five, 5-Year Options

## ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Cap Rate
Current - 10/31/2036	\$7,271	\$87,252	5.25%
Option 1	\$7,998	\$95,976	5.77%
Option 2	\$8,798	\$105,576	6.35%
Option 3	\$9,678	\$116,136	6.99%
Option 4	\$10,645	\$127,740	7.69%
Option 5	\$11,710	\$140,520	8.46%

## TENANT PROFILE

### COMPANY NAME

Dollar General Corporation

### OWNERSHIP

Public

### INDUSTRY

Dollar Stores

### HEADQUARTERS

Goodlettsville, TN

### NO. OF EMPLOYEES

±157,000

# DOLLAR GENERAL

Dollar General is the fastest-growing retailer which currently boasts roughly 17,000 neighborhood general stores in 46 US states, primarily in the South, East, Midwest, and the Southwest. Roughly 75% of Dollar General's sales are derived from consumables (including refrigerated, shelf-stable, and perishable foods,) in addition to everyday household items such as paper towels, bath tissues, paper dinnerware, laundry, and home cleaning supplies. Dollar General offers some of America's most trusted name brands such as Clorox, Energizer, Proctor & Gamble, Hanes, Coca-Cola, Mars, Nestlé, Kimberly-Clark, Kellogg's, General Mills, Pepsi, and many others. Over the past few years, Dollar General has started to introduce alcohol and tobacco products such as cigarettes into their product mix, which has further driven revenue and increased profitability.

With its small-box store model typically measuring ± 9,100 sq. ft, Dollar General targets cost-conscious consumers that prefer easier and quicker access to items than at super-sized competitors such as Wal-Mart and Costco (which are also often much farther away). Indeed, Dollar General's strategy of catering to the value-conscious has paid off big, both during and after the recession. The discount retailer boasted its expectation of 29 consecutive years of same-store sales growth in December 2018, attributable to its value and convenience proposition, along with strong consumables and seasonal goods sales.



**17,000+**

LOCATIONS



**\$33B**

2021 REVENUE



**1939**

FOUNDED



## DEMOGRAPHICS

POPULATION	5 Mile	7 Mile	9 Mile
2026 Projection	1,487	3,223	5,940
2021 Estimate	1,508	3,234	5,931
2010 Census	1,645	3,381	6,132
HOUSEHOLDS	5 Mile	7 Mile	9 Mile
2026 Projection	595	1,294	2,390
2021 Estimate	617	1,319	2,412
2010 Census	658	1,364	2,487
INCOME	5 Mile	7 Mile	9 Mile
2021 Est. Average Household Income	\$53,242	\$53,966	\$57,999



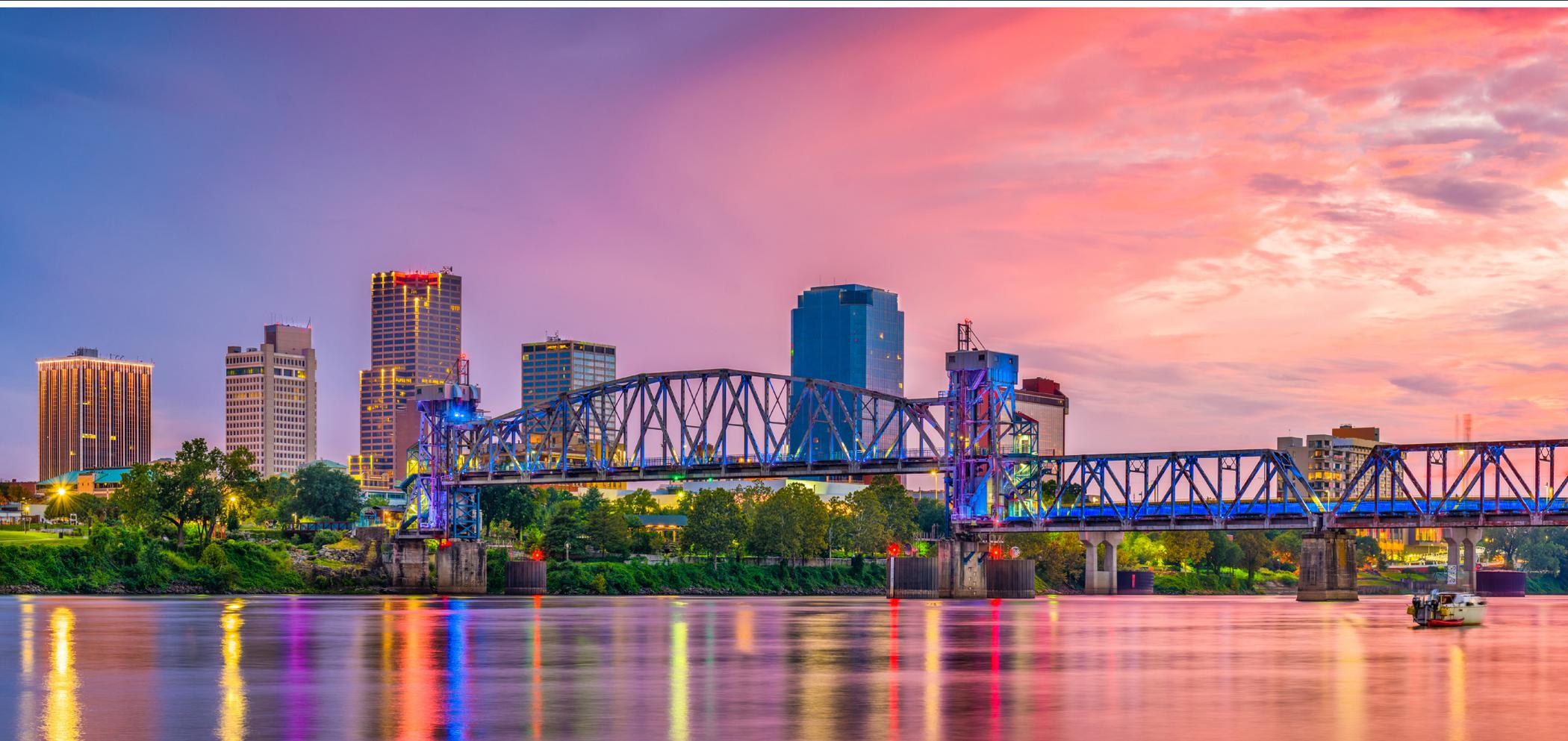
# LITTLE ROCK, AR

---

Little Rock, Arkansas sits on the banks of the Arkansas River in Pulaski County. And with a population of nearly 200,000 people, it's the largest city in Arkansas. Little Rock is a major cultural, economic, government and transportation center within Arkansas and the South.

The list of focal points around the city includes the Clinton Presidential Center & Park, neighboring world headquarters of Heifer International with its Heifer Village, and the Central Arkansas Nature Center.

The city includes cultural institutions such as the Arkansas Arts Center, the Arkansas Repertory Theatre, and the Arkansas Symphony Orchestra, in addition to the hiking, boating, and other outdoor recreational opportunities. The Arkansas Repertory Theatre is the state's largest nonprofit professional theatre company. A member of the League of Resident Theatres (LORT D), The Rep has produced more than 300 productions, including 40 world premieres, in its historic building located in downtown Little Rock.



# ECONOMY

---

Dillard's Department Stores, Windstream Communications and Acxiom, Simmons Bank, Bank of the Ozarks, Rose Law Firm, Central Flying Service and large brokerage Stephens Inc. are headquartered in Little Rock.

Large companies headquartered in other cities but with a large presence in Little Rock are Dassault Falcon Jet near Little Rock National Airport in the eastern part of the city, Fidelity National Information Services in northwestern Little Rock, and Welspun Corp in Southeast Little Rock.

Little Rock and its surroundings are the headquarters for some of the largest non-profit organizations in the world, such as Winrock International, Heifer International, the Association of Community Organizations for Reform Now, Clinton Foundation, Lions World Services for the Blind, Clinton Presidential Center, Winthrop Rockefeller Foundation, FamilyLife, Audubon Arkansas, and The Nature Conservancy.

One of the largest public employers in the state with over 10,552 employees, the University of Arkansas for Medical Sciences (UAMS) and its healthcare partners—Arkansas Children's Hospital and the Central Arkansas Veterans Healthcare System—have a total economic impact in Arkansas of about \$5 billion per year.

The Little Rock port is an intermodal river port with a large industrial business complex. It is designated as Foreign Trade Zone 14. International corporations such as Danish manufacturer LM Glasfiber have established new facilities adjacent to the port.

Along with Louisville and Memphis, Little Rock has a branch of the Federal Reserve Bank of St. Louis



# EDUCATION

Little Rock is home to two universities that are part of the University of Arkansas System: the campuses of the University of Arkansas at Little Rock and the University of Arkansas for Medical Sciences are located in the city. A pair of smaller, historically black colleges, Philander Smith College, affiliated with the United Methodist Church, and Arkansas Baptist College, are also located in Little Rock.

Located on 250 acres, the UA Little Rock campus encompasses more than 56 buildings, including the Center for Nanotechnology Integrative Sciences, the Emerging Analytics Center, the Sequoyah Research Center, and the Ottenheimer Library. Additionally, UA Little Rock houses special learning facilities that include a learning resource center, art galleries, KUAR public radio station, University Television, and a campus-wide wireless network. Its Carnegie Classification is “R2: Doctoral Universities – High research activity”.

The University of Arkansas for Medical Sciences (UAMS) is part of the University of Arkansas System. UAMS has about 2,200 students in six academic units: the Colleges of Medicine, Pharmacy, Nursing, Health Related Professions, and Public Health and the Graduate School. UAMS also has more than 660 resident physicians completing their training at UAMS or at one of the seven Area Health Education Centers around the state. UAMS provides hospital and outpatient care, and houses the Winthrop P. Rockefeller Cancer Institute, Harvey and Bernice Jones Eye Institute, Donald W. Reynolds Institute on Aging, Myeloma Institute for Research and Therapy, and Jackson T. Stephens Spine and Neurosciences Institute. Arkansas Children’s Hospital and the Central Arkansas Veterans Healthcare System are affiliates of UAMS.

The outreach efforts of UAMS has seven Area Health Education Centers (AHECs) in Fayetteville, Pine Bluff, El Dorado, Texarkana, Fort Smith, Jonesboro, and Helena, Arkansas; networks of senior health centers and centers for young children with special health care needs; and interactive video education and medical consultation services to community hospitals around the state. UAMS is the state’s largest basic and applied research institution with programs in multiple myeloma, aging, and other areas.



**UNIVERSITY OF ARKANSAS  
AT LITTLE ROCK**

**1927**  
ESTABLISHED

**2,323**  
STAFF

**9,579**  
STUDENTS



**UNIVERSITY OF ARKANSAS  
FOR MEDICAL SCIENCES**

**1879**  
ESTABLISHED

**10,552**  
STAFF

**3,021**  
STUDENTS

# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located at **10795 Heber Springs Rd, Concord, AR 72523** (“Property”). The 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 a 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 Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, 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.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any corporation’s logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Matthews Real Estate Investment Services.

Owner and Matthews Real Estate Investment Services 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 a 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 Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this 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 executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes 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.

# DOLLAR GENERAL

PLUS

10795 Heber Springs Rd | Concord, AR

OFFERING MEMORANDUM

LISTED BY

**EDWARD DESIMONE**

SENIOR ASSOCIATE

DIR: (310) 919-5696

MOB: (732) 832-5414

EDWARD.DESIMONE@MATTHEWS.COM

LIC # 02108760 (CA)

**JOSH BISHOP**

FIRST VICE PRESIDENT & DIRECTOR

DIR: (214) 692-2289

MOB: (315) 730-6228

JOSH.BISHOP@MATTHEWS.COM

LIC # 688810 (TX)

**KYLE MATTHEWS**

BROKER OF RECORD

LICENSE NO. PB00084217 (AR)