

DOLLAR GENERAL

OFFERING MEMORANDUM

2851 W Fairfield Drive Pensacola, Florida 32505



Marcus & Millichap
HURD NET LEASE GROUP

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Activity # ZAC0250450

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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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Marcus & Millichap
HURD NET LEASE GROUP

TENANT OVERVIEW

MARKET CAP

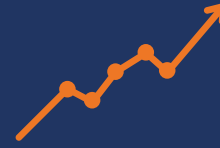
\$48B



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
HURD NET LEASE GROUP

OFFERING SUMMARY



LIST PRICE

\$1,793,472



CAP RATE

5.50%



TERM REMAINING

6.9 Years

FINANCIAL INFORMATION

Listing Price	\$1,793,472
Down Payment	\$448,368 / 25%
Interest Rate	3.5%
Price Per Sq. Foot	\$197

OPERATIONAL

Lease Type	Absolute NNN
Guarantor	Dolgen. Corp
Lease Expiration	06/30/2028
Year Built	2013
Building Size	9,100 Sq. Ft.

Marcus & Millichap
HURD NET LEASE GROUP

OVERVIEW

PROPERTY OVERVIEW

The Hurd Net Leased Group of Marcus and Millichap is pleased to exclusively offer for sale the Dollar General located at 2851 W. Fairfield Drive in Pensacola, Florida. This investment is being offered at \$1,793,472, which represents a 5.50 percent capitalization rate.

The subject property consists of 9,100 rentable square feet and was built to suit for Dollar General in 2013. Dollar General is subject to an original 15 year absolute net lease agreement which runs through June 30, 2028. Additionally, there are five, five year renewal options with 10 percent rental increases every five years. Dollar General is responsible all landscaping, maintenance, repairs, insurance and reimbursement of real estate taxes.

Fairfield Drive benefits from traffic counts in excess of 43,000 vehicle passing the site daily. Furthermore, the site is surrounded by numerous national The immediate surrounding area has experienced a 12 percent increase in population since 2000 and is expected to grow .7 percent annually through 2026. There are currently over 153,000 residents living within a 5 mile radius.

INVESTMENT HIGHLIGHTS

- Passive NNN lease structure with no landlord responsibilities
- Highly desirable coastal market in an income tax free state
- Pensacola has experienced steady population growth over the past 20 years and is projected to continue this trend through 2026
- Dense retail market with Dollar General paying approximately 30 percent below market rates
- 1.5 acre parcel with direct frontage along Fairfield Drive which experiences 43,000+ vehicles passing the site daily

DEMOGRAPHICS

Population

	1 Mile	3 Miles	5 Miles
2026 Projection	8,256	73,880	156,528
2021 Estimate	7,978	72,145	153,257
2010 Census	7,285	69,673	150,289

Annual Growth

2010-2021	0.9%	0.3%	0.2%
2021-2025	0.7%	0.5%	0.4%

Household Income

Average	\$35,597	\$49,108	\$59,963
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Households

2026 Projection	2,88	27,984	62,416
2021 Estimate	2,794	27,326	61,125
2010 Census	2,559	26,479	60,203

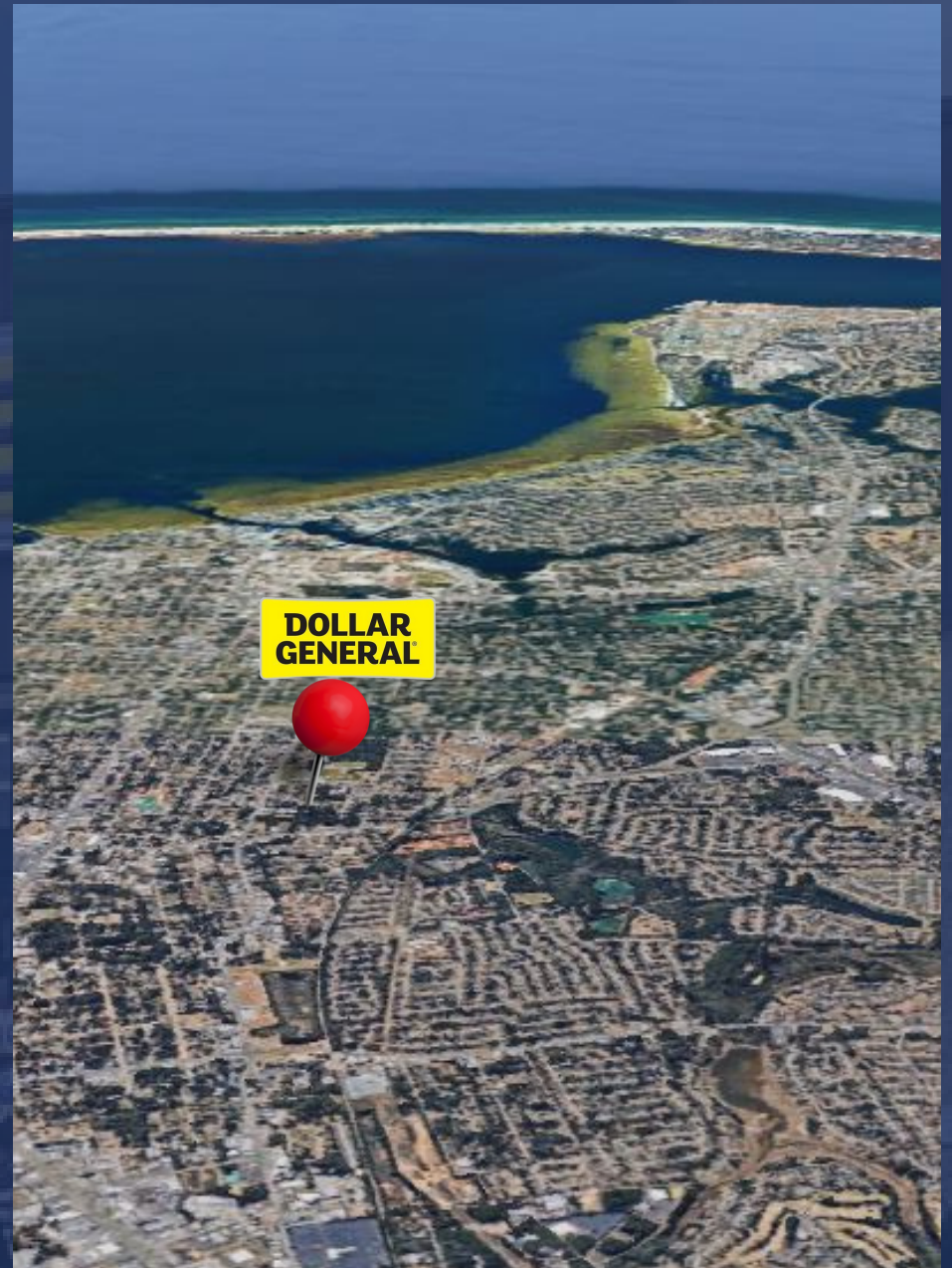
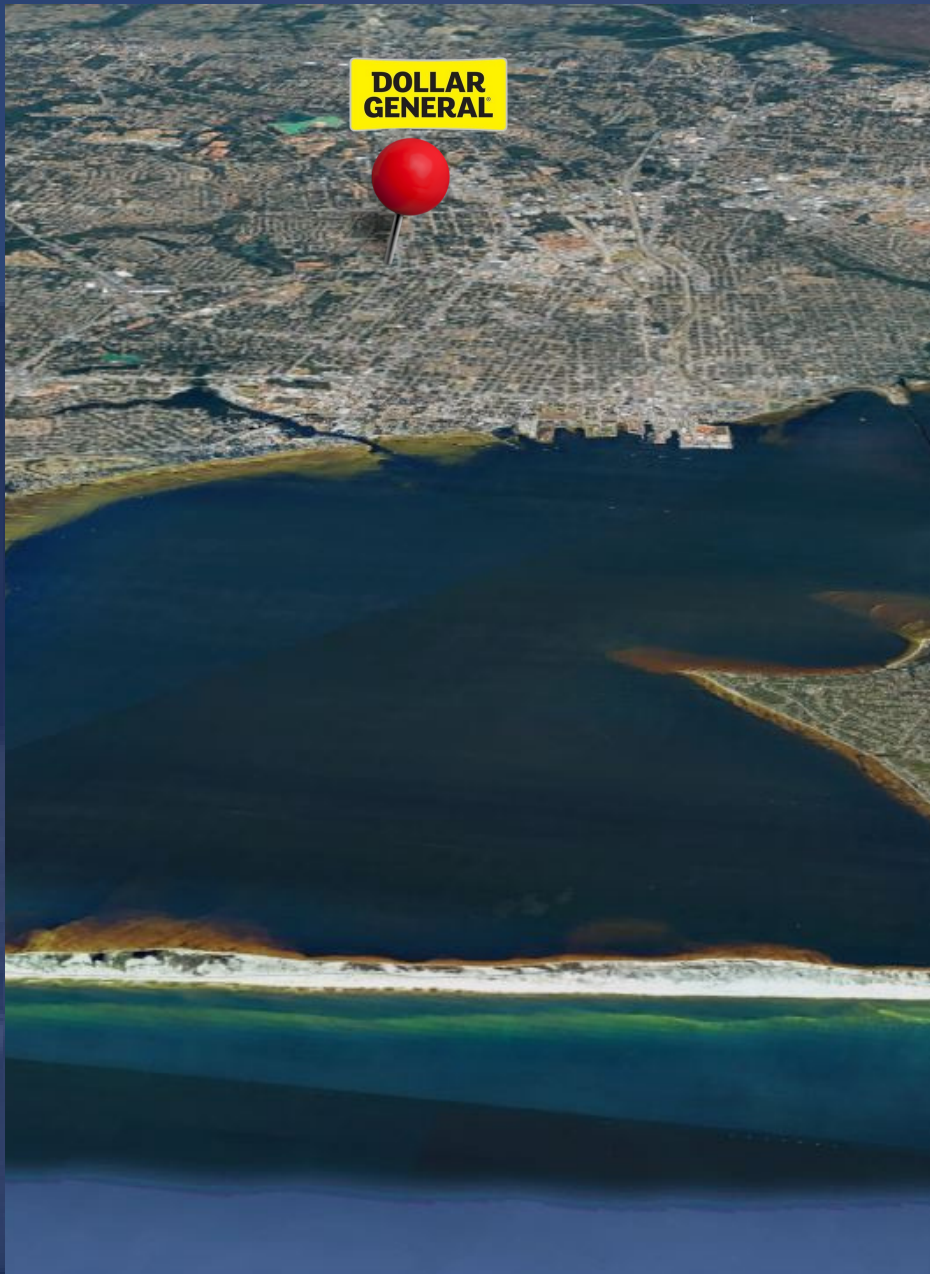
Housing

Median Home Value	\$67,322	\$108,902	\$144,701
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LOCATION



LOCATION



RETAIL MAP



FINANCIAL ANALYSIS

THE OFFERING

Price	\$1,793,472
Capitalization Rate	5.50%
Price/SF	\$197.08

PROPERTY DESCRIPTION

Year Built / Renovated	2013
Gross Leasable Area	9,100
Type of Ownership	Fee Simple
Lot Size	1.5 Acres

LEASE SUMMARY

Tenant	Dollar General
Rent Increase	In Options
Lease Guarantor	Dolgen. Corp
Lease Type	NNN
Lease Commencement	07/01/2013
Lease Expiration	06/30/2028
Renewal Options	Four, five year
Term Remaining on Lease	6.9 Years
Landlord Responsibility	None
Tenant Repsonsibility	Taxes, Insurance, CAM

RENT SCHEDULE

Year	Annual Rent	Monthly Rent	Cap Rate
Current	\$98,640.96	\$8,220.08	5.50%
Option 1	\$108,505.08	\$9,042.09	6.05%
Option 2	\$119,355.60	\$9,946.30	6.65%
Option 3	\$131,291.16	\$10,940.93	7.32%
Option 4	\$144,420.24	\$12,035.02	8.05%

ANNUALIZED OPERATION INFORMATION

INCOME

Dollar Amount

Base Rental Income	\$98,640.96
Operating Expense Reimbursement	See Below
Gross Income	\$98,640.96
Operating Expenses	\$0
Net Operating Income	\$98,640.96

OPERATING EXPENSES

Taxes	Reimbursed by tenant
Insurance	Paid by tenant
CAM	Paid by tenant

Total Expenses	\$0.00
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