



REPRESENTATIVE



OFFERING MEMORANDUM

DOLLAR GENERAL

Lookout Mountain (Chattanooga MSA), GA

Marcus & Millichap

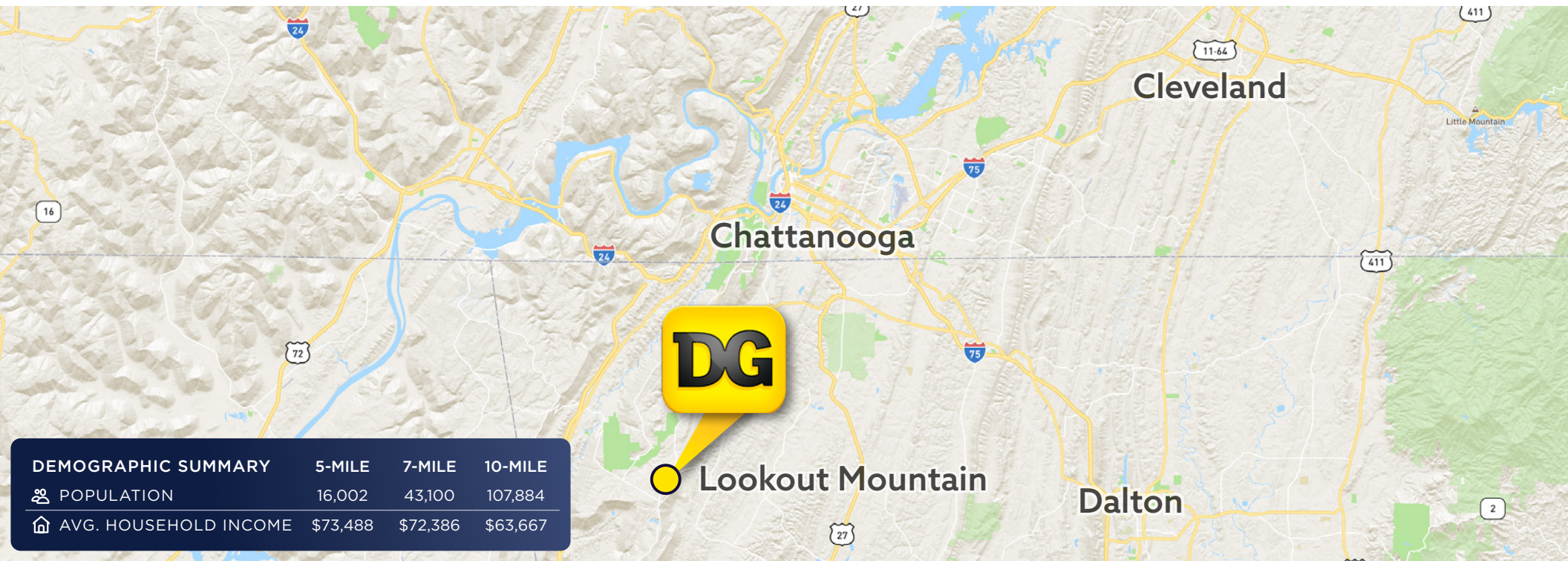
OFFERING SUMMARY

DOLLAR GENERAL

TBD Lula Lake Rd., Lookout Mountain, GA 30750

PRICE	\$1,819,000
CAP RATE	5.25%
NOI	\$95,484
RENTABLE SQUARE FEET	10,566
PRICE/SF	\$172
YEAR BUILT	2022
LOT SIZE	0.98 AC
TENANT TRADE NAME	Dollar General
LEASE GUARANTOR	Corporate
LEASE TYPE	Absolute Net
ROOF & STRUCTURE	Tenant
LEASE TERM	15 Years

RENT COMMENCEMENT DATE	February 2022
LEASE EXPIRATION DATE	February 2037
TERM REMAINING ON LEASE	15 Years
INCREASES	10% Increases During Options
OPTIONS	Five, 5-Year Options
BASE RENT	Years 1-15 \$95,484
OPTION RENT	Years 16-20 (Option 1) \$105,032 Years 21-25 (Option 2) \$115,032 Years 26-30 (Option 3) \$127,089 Years 31-35 (Option 4) \$139,798 Years 36-40 (Option 5) \$153,778
TENANT RESPONSIBILITIES	Taxes, Insurance, CAM, Roof & Structure
LANDLORD RESPONSIBILITIES	100% No Landlord Responsibilities



DEMOGRAPHIC SUMMARY	5-MILE	7-MILE	10-MILE
POPULATION	16,002	43,100	107,884
AVG. HOUSEHOLD INCOME	\$73,488	\$72,386	\$63,667

INVESTMENT HIGHLIGHTS

NEW UPGRADED DOLLAR GENERAL

- Brand new 10,566 SF build to suit Dollar General located in Lookout Mountain (Chattanooga MSA), GA
- This Dollar General is larger than traditional Dollar General stores and have more coolers/freezers to keep more perishable items in stock.
- This store has upgraded construction and is scheduled for delivery in January 2022.

CHATTANOOGA MSA

- Lookout Mountain is located between I-24 (67,200 VPD) and I-75 (98,200 VPD), only 6 miles South of Chattanooga and is part of the MSA (547,776+).
- Chattanooga is the fourth largest city in Tennessee with a population of over 170,000 people.
- Chattanooga is one of the South's top travel destinations, with the New York Times naming Chattanooga one of the "Top 45 Places to Go."
- 3 million tourists visit Chattanooga annually and contribute \$1.16 Billion to the economy.
- Major industries that drive the economy include automotive, advanced manufacturing, food and beverage production, healthcare, insurance, tourism, and back office and corporate headquarters.
- Chattanooga's affordable cost of living with one of the area's lowest tax rates as well as the Volkswagen plant has boosted the area's labor force.

ATTRACTIVE NORTH GEORGIA LOCATION

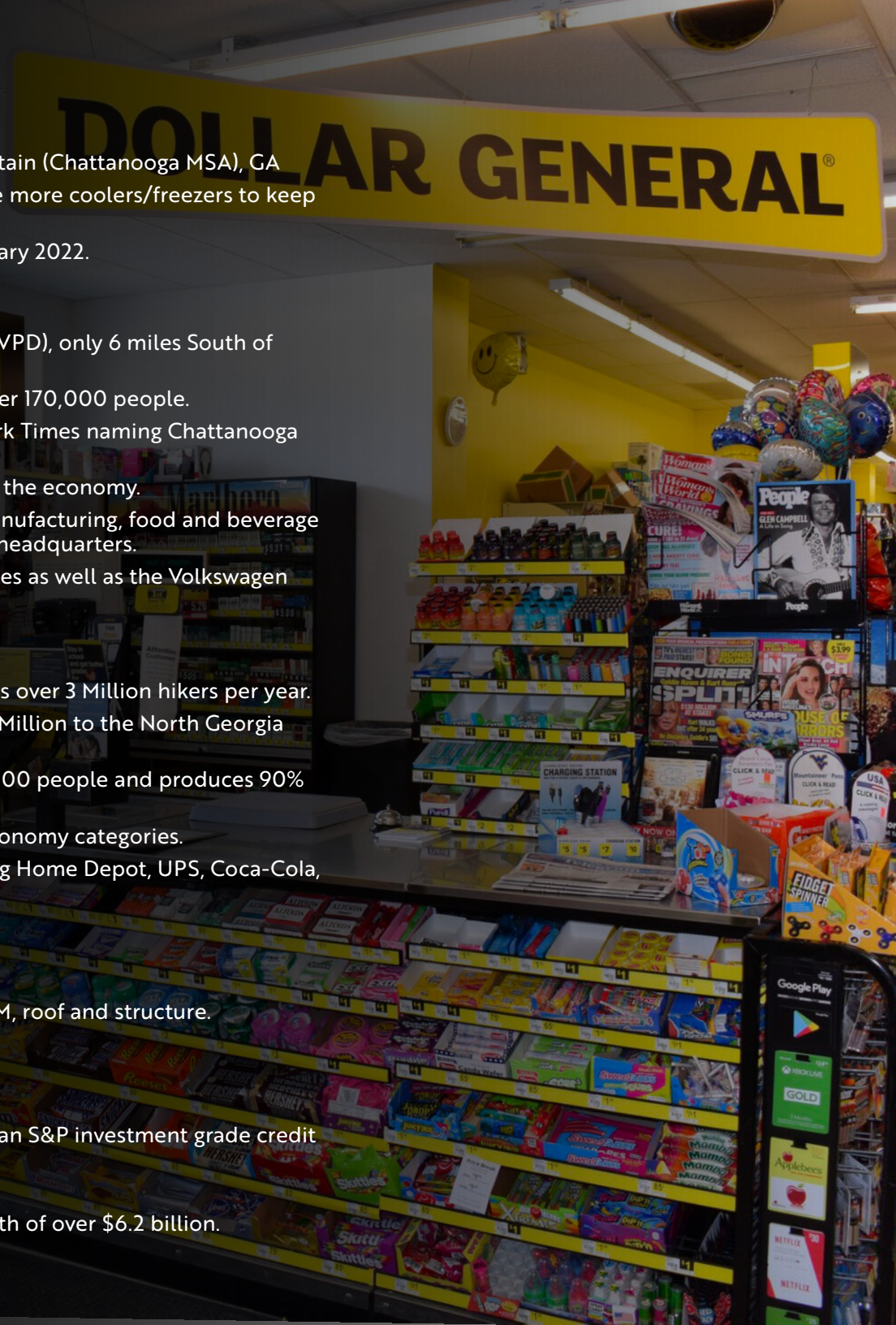
- The North Georgia Mountains are home to the Appalachian Trail which sees over 3 Million hikers per year.
- Home to the University of North Georgia that contributes more than \$667 Million to the North Georgia economy.
- North GA is home to over 150 carpet plants employing approximately 30,000 people and produces 90% of the world's carpet.
- Georgia is ranked top 5 nationwide in the workforce, infrastructure, and economy categories.
- Seventeen Fortune 500 companies are headquartered in Georgia, including Home Depot, UPS, Coca-Cola, Delta, SunTrust Banks, and Aflac.

NEW 15 YEAR CORPORATE NNN LEASE

- Brand new 15-year corporate guaranteed NNN lease with Dollar General.
- Tenant is 100% responsible for all expenses including taxes, insurance, CAM, roof and structure.
- There are 10% rent increases in each of the five, 5-year option periods.

INVESTMENT GRADE TENANT

- Dollar General is a publicly traded (NYSE: DG) Fortune 500 company with an S&P investment grade credit rating of BBB.
- Currently over 17,000 locations and expanding by 1,000 stores each year.
- Dollar General has been in business for 80 years and has a current net worth of over \$6.2 billion.



TENANT SUMMARY

FORTUNE
500

PROVEN MOMENTUM.
ESSENTIAL RETAILER.



BBB

S&P CREDIT RANKING
INVESTMENT GRADE

DG

PUBLICALLY
TRADED

\$6.2+ B

TOTAL NET
WORTH

80

YEARS IN
BUSINESS

17,266+

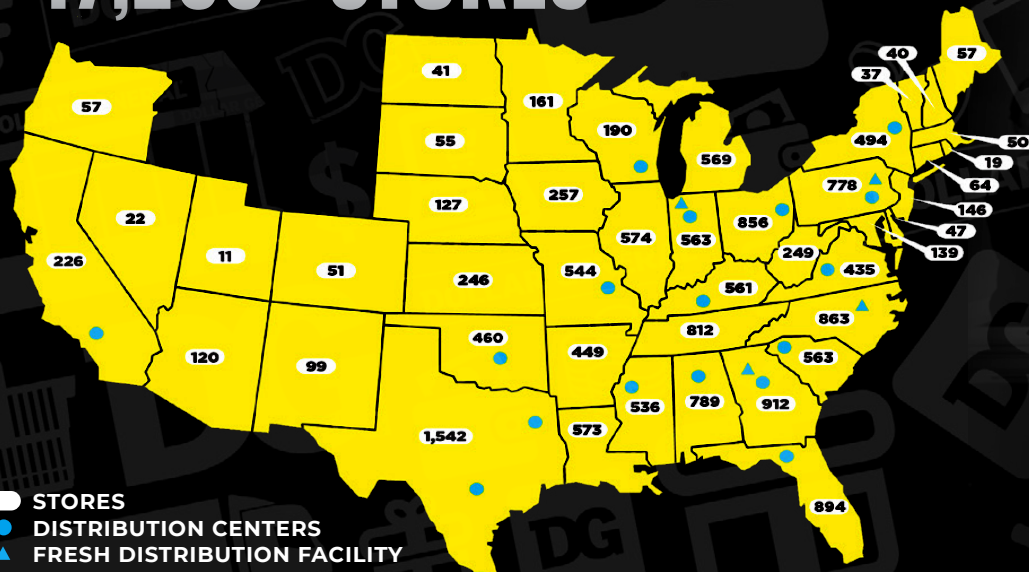
STORES IN
46 STATES

1,050

NEW STORES
PLANNED FOR 2021

REPRESENTATIVE

17,266+ STORES IN 46 STATES



STOCK PERFORMANCE

10-YEAR TRAILING





CHATTANOOGA STATE
COMMUNITY COLLEGE
8,241 students

THE UNIVERSITY OF TENNESSEE
CHATTANOOGA
11,728 students



158



VOLKSWAGEN
CHATTANOOGA



CHATTANOOGA
AIRPORT



98,200



ERLANGER
HOSPITAL



MOCCASIN BEND NATIONAL
ARCHEOLOGICAL DISTRICT

CHATTANOOGA



COVENANT
COLLEGE
989 students



ROCK CITY
GARDENS



THE LOOKOUT
MOUNTAIN CLUB



RIDGELAND HS
1,309 STUDENTS



CHI MEMORIAL
HOSPITAL - GEORGIA

2

CHATTANOOGA VALLEY ES
511 STUDENTS

CHATTANOOGA VALLEY MS
506 STUDENTS



LOOKOUT MOUNTAIN



CHICKAMAUGA & CHATTANOOGA
NATIONAL MILITARY PARK

75

RINGGOLD

151

27

193

157

DEMOGRAPHIC SUMMARY



POPULATION

5-MILE

16,002

7-MILE

43,100

10-MILE

107,884



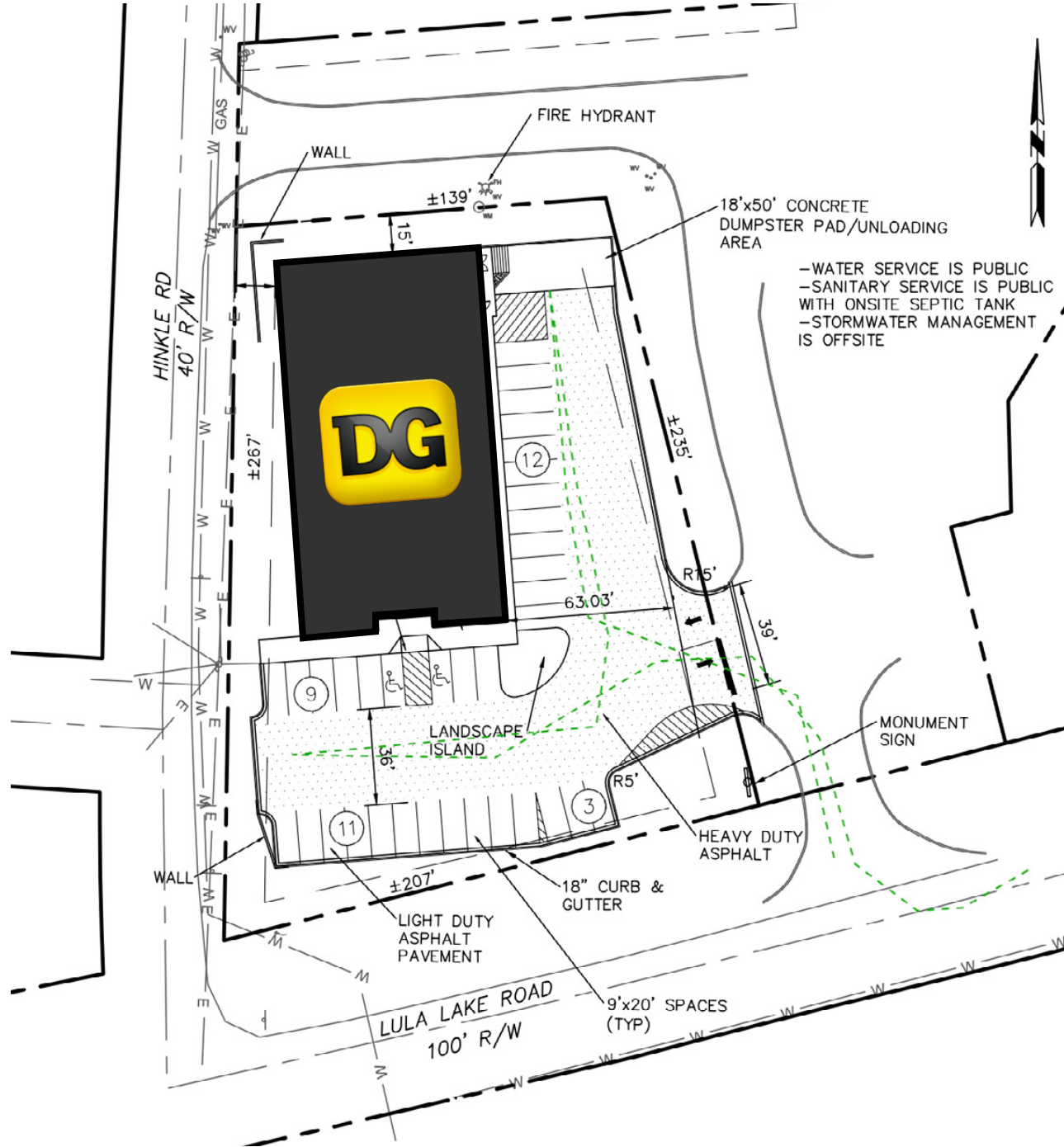
AVG. HOUSEHOLD INCOME

\$73,488

\$72,386

\$63,667

SITE PLAN



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RETAIL GROUP

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Re: TBD Lula Lake Rd – Lookout Mountain, GA 30750 (Dollar General)

Dear:

Please accept this offer to purchase the above referenced Property. This letter expresses Purchaser's interest in purchasing the Property under the following terms and conditions:

Purchaser _____

**Purchaser's
Address** _____

**Purchaser's
Phone/Fax** _____

**Purchaser's
Email Address** _____

Offer Price _____

Earnest Money \$50,000 earnest money deposit due within forty-eight (48) hours of the Effective Date of the Contract with an additional \$250,000 deposited at the expiration of the Inspection Period (\$100,000 Total). The Earnest Money shall become non-refundable barring any other listed contingencies at the expiration of the Inspection Period.

Inspection Period 21 Calendar Days from the Effective Date, which shall mean the date on which the latter of the parties executes a Contract. All available Due Diligence Documents ("Documents") will be forwarded immediately upon the Effective Date of the Contract.

Purchaser's Initials _____ Seller's Initials _____

Financing Period
(Please Check One)

☐ **All Cash** (No Financing Period)

☐ **Financing:** Purchaser shall have ten (10) days from the Effective Date of the Contract to apply for and obtain a financing commitment. In addition, Purchaser shall have 30 days from the effective date of the contract to complete loan processing. Purchaser shall use its best efforts to secure and obtain a new first mortgage loan in the amount of \$_____ on terms which are acceptable to Purchaser.

Closing Date
(Please Check One)

☐ **New Property:** Within 10 Calendar Days after rent commencement and receipt of tenant estoppel.

☐ **Existing Property** Within 10 Calendar Days after the expiration of the Inspection Period (or Financing Period if applicable).

Closing Costs

Seller shall pay for the transfer tax. Buyer shall pay for Title. Purchaser and Seller shall each bear its own attorneys expenses. All other Closing Costs shall be split 50-50 between Buyer and Seller.

Property Condition

Property is being sold "AS IS" with Seller making representations or warranties concerning the property.

**Contract within
10 days:**

Within Ten (10) Calendar Days of the Effective Date of this Letter of Intent, Purchaser and Seller shall enter into a binding Contract (the "Contract"). Seller will Draft the Contract and Failure to reach an agreement will allow the Seller to consider this agreement void and accept offers from other parties.

Broker Commission

Purchaser acknowledges that Purchaser has employed _____, ("Purchaser's Brokers") to represent them in this transaction. Any commissions due the Purchaser's broker (if applicable) shall be paid by the Seller directly.

1031 Exchange

Purchaser ☐ is / ☐ is not (check one) completing an IRS 1031 Tax Deferred Exchange, to which the Seller agrees to cooperate providing there is no cost or expense to Seller. Purchaser has \$_____ in an exchange account from a transaction which closed escrow on _____. Purchaser will provide Seller, upon request, proof of such funds.

Confidentiality

Purchaser and Purchaser's agents and representatives hereby covenant with Seller that Purchaser and Purchaser's agents and representatives shall not, without the prior written consent of Seller (which consent may be withheld in Seller's sole and absolute discretion), disclose to any other person (other than Purchaser's

Purchaser's Initials _____ Seller's Initials _____

accountants and attorneys) or entity by any means whatsoever: (i) any information pertaining to the Documents; (ii) any information pertaining to the Contract; or (iii) any information or documentation (written or oral) provided by Seller or Seller's agents and representatives concerning Seller, Seller's business, Tenant, Tenant's business or the Property.

This Letter of Intent is contingent upon the prospective Purchaser's willingness to execute Seller's standard Purchase Agreement as well as review and approval of the details of the transaction proposed above by the appropriate principal parties of the Seller.

It is understood and agreed that the foregoing constitutes a *Letter of Intent* setting forth the major business points from our discussions. It is further understood that neither party intends to create any contractual rights or obligations as a result of entering into this *Letter of Intent*. No binding agreement or rights or obligations shall arise as the result of executing this letter or with respect to the proposed transactions, unless and until we execute definitive documentation incorporating the above provisions and other appropriate terms.

If the foregoing accurately reflects our discussions, please acknowledge same by returning a signed copy of this letter. Execution of this Letter of Intent by the undersigned agent in no way binds or obligates the Seller or any of its principals.

Agreed and Accepted | Purchaser

By: _____

Printed: _____

Dated: _____

Agreed and Accepted | Seller

By: _____

Printed: _____

Dated: _____

Purchaser's Initials _____ Seller's Initials _____