

Dollar General

19306 Highway 22, Ponchatoula, LA 70454



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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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SECTION 1

Executive Summary

OFFERING SUMMARY

INVESTMENT HIGHLIGHTS

OFFERING SUMMARY



Listing Price
\$739,605



Cap Rate
7.10%



Price/SF
\$91.03

FINANCIAL

Listing Price	\$739,605
Down Payment	30% / \$221,882
NOI	\$52,512
Cap Rate	7.10%
Price/SF	\$91.03
Rent/SF	\$0.54

OPERATIONAL

Lease Type	Double Net
Guarantor	Corporate Guarantee
Lease Term	7.0
Rentable SF	8,125 SF
Lot Size	0.74 Acres (32,234 SF)
Year Built	2003



DOLLAR GENERAL

19306 Highway 22, Ponchatoula, LA 70454

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to exclusively offer for sale the Dollar General located at 19306 Highway 22 in Ponchatoula, Louisiana. This investment is being offered at \$739,605 which represents a seven point-one percent capitalization rate.

This Dollar General consists of 8,125 rentable square feet and completed construction in 2003. There is currently seven years remaining on the double net lease agreement with three, five-year option periods remaining which include a fifteen percent rental increase in option one, a ten percent rental increase in option two, and a twelve percent rental increase in option three. The landlord is fully reimbursed for insurance and taxes by Dollar General and is paid one hundred sixty-nine dollars and twenty-seven cents in monthly common area maintenance.

This asset is located on a 0.74-acre parcel along Highway 22 which sees over 13,000 vehicles pass by daily and is less than a half-mile from Ponchatoula High School which has nearly 1,900 students. This site also boasts a 5-mile radial population of over 33,000 residents and has experienced growth of over 2% in the last decade. Ponchatoula, Louisiana is located in Tangipahoa Parrish which is approximately 48 miles east of Baton Rouge, Louisiana, and 51 miles north of New Orleans, Louisiana.

INVESTMENT HIGHLIGHTS

NN Lease With 7 Years Remaining

Three, Five-Year Options Remaining

Concrete Parking Lot For Increased Durability

Over 33,000 Residents Within A 5-Mile Radius

Over 13,250 Vehicles Pass By The Site Daily

Store Location Is In A Proven Market For Dollar General

Early Renewal Shows Commitment To The Site From Dollar General

SECTION 2

Market Overview

MARKET OVERVIEW

DEMOGRAPHICS

LOCAL MAP

RETAILER MAP

NEW ORLEANS

Known for its cuisine, culture, music and Mardi Gras celebration, the New Orleans-Metairie metro is situated on the lower Mississippi River Delta in Southern Louisiana, where the Mississippi River drains into the Gulf of Mexico. The metro contains eight parishes, each centered around the city of New Orleans. These consist of Orleans, St. James, St. John the Baptist, Plaquemines, St. Charles, St. Bernard, Jefferson and St. Tammany parishes. The area occupies both the east and west banks of the Mississippi, housing 1.3 million residents.



METRO HIGHLIGHTS



ESTABLISHED TRANSPORTATION INFRASTRUCTURE

Interstates, air and rail service, and the Port of New Orleans strategically connect the metro to the national and global economy.



ROBUST TOURISM INDUSTRY

The metro is a popular tourist destination. Typically, more than 19 million people visit New Orleans annually, spending over \$10 billion.



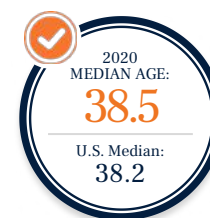
DISTINCT CULTURAL HERITAGE

New Orleans offers residents one of the most unique and celebrated local cultures in the United States.

ECONOMY

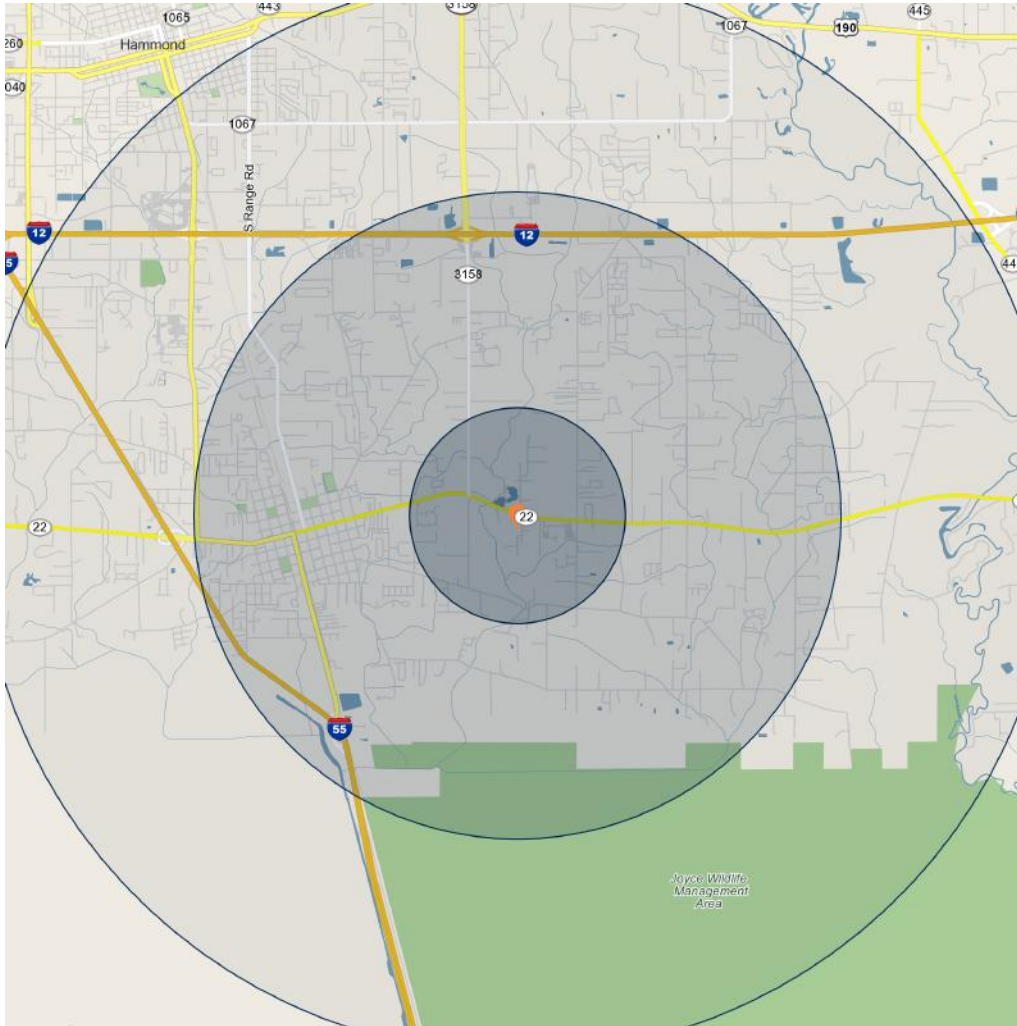
- The region benefits from its proximity to the Gulf of Mexico, the seafood industry and maritime commerce. Today it is one of the busiest hubs in the world for distribution and transportation of waterborne cargo.
- A petrochemical and oil-refining industry provides a major source of both jobs and economic stimulus to the region, including white-collar positions in the energy sector and related industries.
- New Orleans' most celebrated economic sector is tourism. Although impacted by the pandemic, the segment typically accounts for 15 percent of all jobs. Large employers include Harrah's New Orleans Hotel and Casino.
- Major employers are heavily concentrated in the government and education and health services sectors, including Louisiana State University Health, Tulane University and the University of New Orleans.

DEMOGRAPHICS



*Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau



POPULATION

	1 Mile	3 Miles	5 Miles
2025 Projection	1,784	19,688	37,188
2020 Estimate	1,546	17,508	33,343
2010 Census	1,199	14,382	27,691
2000 Census	975	11,513	21,784

HOUSEHOLD INCOME

Average	\$57,799	\$57,167	\$60,188
Median	\$49,544	\$44,446	\$45,809
Per Capita	\$21,275	\$21,653	\$23,485

HOUSEHOLDS

2025 Projection	655	7,471	14,549
2020 Estimate	569	6,624	12,960
2010 Census	445	5,408	10,677
2000 Census	355	4,230	8,074

HOUSING

Median Home Value	\$158,882	\$158,222	\$163,834
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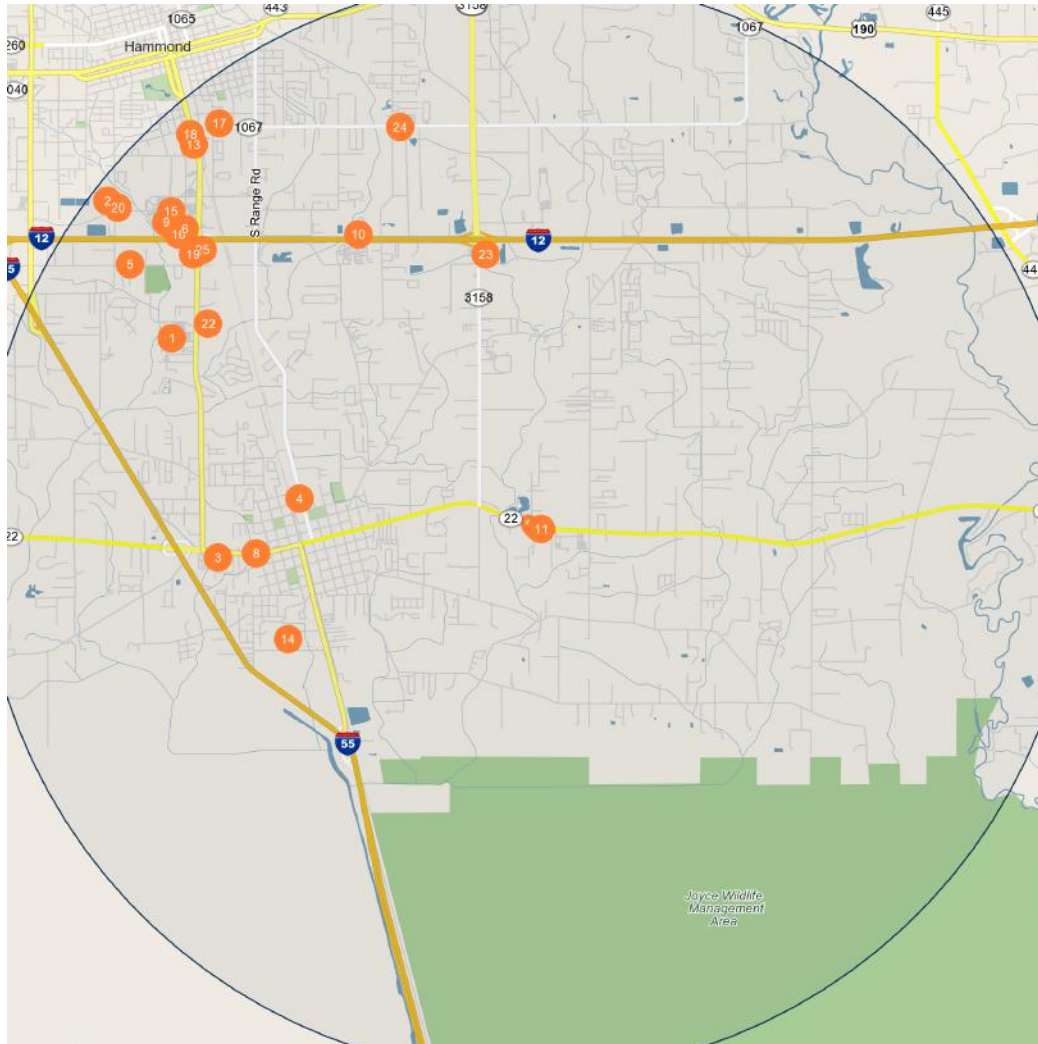
EMPLOYMENT

2020 Daytime Population	1,275	14,068	26,886
2020 Unemployment	5.05%	5.16%	5.06%
Average Time Traveled (Minutes)	37	34	34

EDUCATIONAL ATTAINMENT

High School Graduate (12)	40.39%	37.77%	35.29%
Some College (13-15)	24.10%	23.64%	23.35%
Associate Degree Only	6.04%	5.27%	5.38%
Bachelor's Degree Only	10.61%	12.07%	13.84%
Graduate Degree	3.77%	4.95%	5.88%

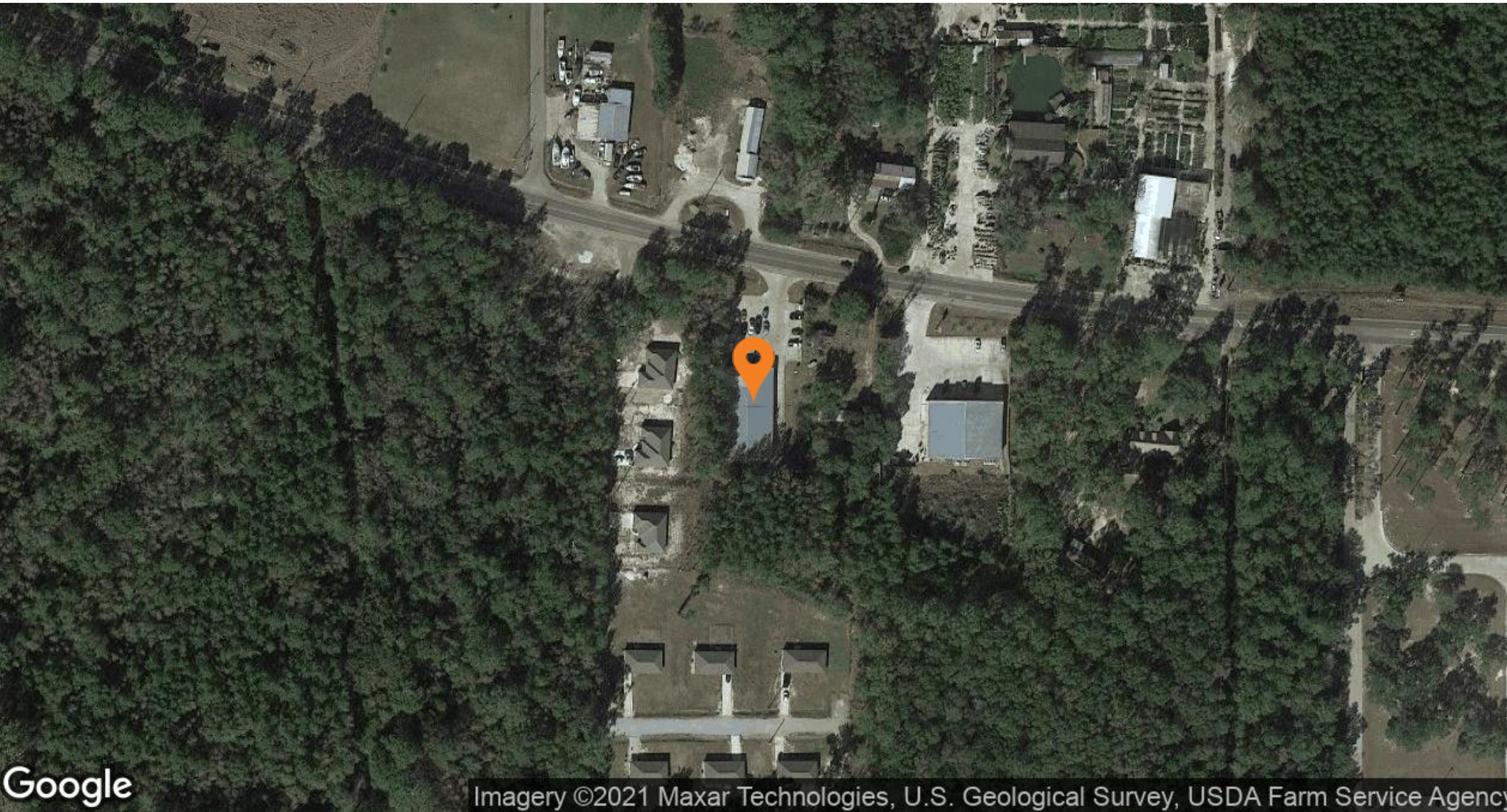
DEMOGRAPHICS // Dollar General



Major Employers

Employees

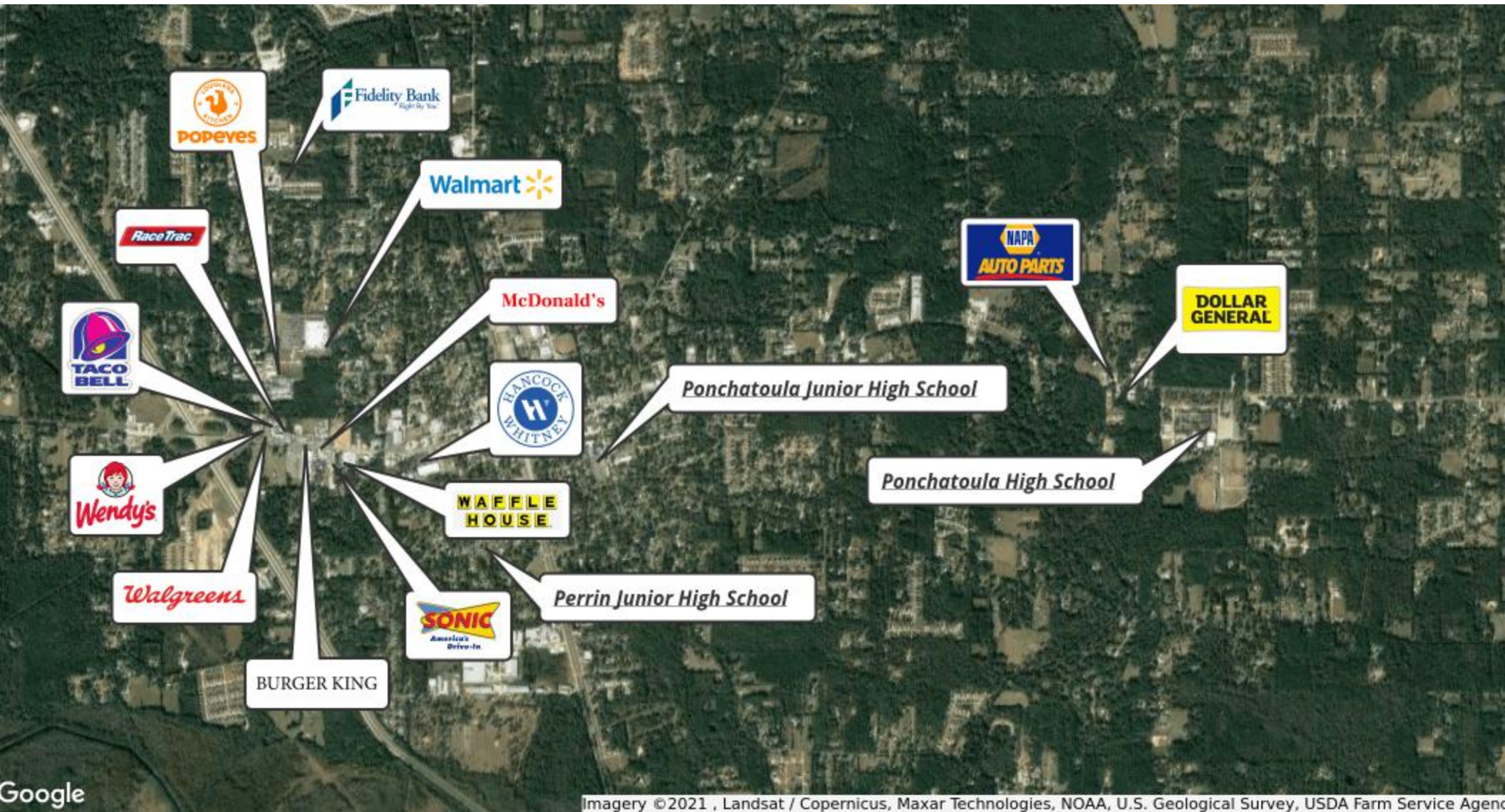
1	North Oaks Hlth Sys Foundation	1,000
2	Care Inc	350
3	Rouses Enterprises LLC	312
4	Elmer Candy Corporation-Elmer Chocolate	300
5	Tangipahoa Parish Sheriffs Off	279
6	Dillards Inc-Dillards 288	275
7	Southern Foods Group LLC-Browns Velvet Dairy	255
8	North Oaks Hlth Sys Foundation	217
9	Target Stores Inc-Target	179
10	National Security Alabama Inc-Dta Security Services	168
11	Ponchatoula High School	125
12	Tangipahoa Parish School Sys-Ponchatoula High School	125
13	United States Dept of Army-Wilcombe US Army Reserve Ctr	121
14	J & M Industries Inc	120
15	JC Penney Corporation Inc-JC Penney	115
16	Best Buy Stores LP-Best Buy	100
17	Hammond Nursing Home-Hammond Nursing Home	98
18	Terral Riverservice Inc-Terral Rver Logistics Svcs Div	94
19	Ta Operating LLC-Petro Stopping Center	92
20	Paxton Media Group-Daily Star	90
21	Inner-Parish Security Corp-IPSC	88
22	Hammond Rhabilitation Hosp LLC	81
23	Cypress Pointe Surgical Hosp	77
24	S & W Wholesale Foods LLC	73
25	Pilot Travel Centers LLC-Pilot Travel Center 300	70



Google

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RETAILER MAP // Dollar General



SECTION 3

Financial Analysis

FINANCIAL DETAILS

BROKER OF RECORD

FINANCIAL DETAILS // Dollar General

THE OFFERING	
Price	\$739,605
Capitalization Rate	7.10%
Price/SF	\$91.03

PROPERTY DESCRIPTION	
Year Built / Renovated	2003
Gross Leasable Area	8,125 SF
Type of Ownership	Fee Simple
Lot Size	0.74 Acres

LEASE SUMMARY	
Tenant	Dollar General
Rent Increases	15% - 10% - 12%
Guarantor	Corporate Guarantee
Lease Type	Double Net
Lease Commencement	2/1/2004
Initial Lease Term	10 Years
Renewal Options	Three, Five Year Options
Term Remaining on Lease (Yrs)	7 Years
Landlord Responsibility	Roof/Structure
Tenant Responsibility	Taxes, Insurance, CAM

RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$52,512	\$4,376	\$6.46	7.10%
Option 1:	\$60,384	\$5,032	\$7.43	8.16%
Option 2:	\$66,432	\$5,536	\$8.18	8.98%
Option 3:	\$74,664	\$6,222	\$9.19	10.10%

Dollar General // FINANCIAL DETAILS

CAP RATE	PRICE	PRICE/SF	INITIAL CASH-ON-CASH
7.10%	\$739,606	\$91.03	9.12%

OPERATING INFORMATION

Year 1 Net Operating Income	\$52,512
Rent/SF	\$6.46 /SF
Gross Leasable Area	8,125 SF

FINANCING

New Acquisition Financing	\$517,724
Loan To Value	70.00%
Interest Rate	3.85%
Amortization Period	25
Loan Term	5
Loan Constant	6.24%
Annual Debt Service Payment	(\$32,280)
Debt Service Coverage	1.63
Debt Yield	10.14%
Net Cash Flow After Debt Service	\$20,232

LEASE SUMMARY

Tenant:	Dollar General
Guarantor:	Corporate Guarantee
Credit Rating:	BBB
Rent Commencement:	2/1/2004
Initial Lease Term:	7 Years
Options:	Option 1: \$5,032 Option 2: \$5,536 Option 3: \$6,222
Lease Type:	Double Net
Base Rent:	\$6.46 /SF \$0.54 /SF/Month \$52,512 Annual Rent
Rent Increases:	15% Option 1. 10% Option 2, 12% Option 3

BROKER OF RECORD

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