

DOLLAR GENERAL®

820 S Main St | Galax, VA 24333



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INVESTMENT HIGHLIGHTS

LEASE HIGHLIGHTS

- **Corporate Guarantee** – Dollar General has over 17,500 locations
- **Absolute NNN lease** – Zero Landlord responsibilities
- **Options to Extend** – Dollar General has Five, 5-year options to extend the lease with 10% rental increases

LOCATION HIGHLIGHTS

- **Galax, VA** – Galax is located on the border of Virginia and North Carolina.
- **Dollar General Prototype** – Prototype Dollar General footprint
- **Strategically Positioned** – The property is located off S Main Street, less than a mile from Galax High School.
- **Strong Demographics** – ±14,947 people in a 5-mile population with an average household income of \$55,769
- **Replaceable Rent** – Dollar General is only paying \$9.29/SF below the average new development DG store

TENANT HIGHLIGHTS

- **Essential Retailer** – Dollar General has proven to be one of the most profitable companies throughout the COVID pandemic
- **Expanding Concept** – Dollar General has over 17,500 locations and has slated 1,000 more for 2022
- **Investment Grade Credit** – Dollar General boasts a credit rating of BBB (S&P) and has reported 31 years of consecutive growth



DOWNTOWN GALAX



S. MAIN ST
± 6,000 VPD





FINANCIAL OVERVIEW



\$1,428,461

LIST PRICE



\$83,564.97

NOI



5.85%

CAP RATE

BUILDING INFO

Tenant	Dollar General
Address	820 S Main St Galax, VA 24333
Year Built	2013
GLA	±9,002 SF
Lot Size	±1.22 AC

TENANT SUMMARY

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Lease Guarantor	Corproate
Lease Type	NNN
Roof, Structure, Parking Lot	Tenant Responsible
Original Lease Term	±15 Years
Lease Commencement Date	3/17/2013
Rent Commencement Date	3/17/2013
Rent Expiration Date	3/31/2028
Term Remaining on Lease	±6.4 Years
Increase	10% in options
Options	Five, 5-Year Options

ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Increases	Cap Rate
3/17/2013-3/31/2028	\$6,963.75	\$83,564.97	-	5.85%
Option 1	\$7,660.12	\$91,921.47	10.00%	6.44%
Option 2	\$8,426.13	\$101,113.61	10.00%	7.08%
Option 3	\$9,268.75	\$111,224.97	10.00%	7.79%
Option 4	\$10,195.62	\$122,347.47	10.00%	8.56%
Option 5	\$11,215.18	\$134,582.22	10.00%	9.42%
		Rental Increase	10.00%	

DEBT QUOTE

Loan quote provided by Matthews™ based on market conditions at this time. Actual rates and terms will vary based on market conditions at closing.

LTV: 70.00%

RATE: 3.80%-4.15%

AMORTIZATION: 25

Patrick Flanagan
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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 17,500 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 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 boosted 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.



17,500+

LOCATIONS



\$33.7B

2020 REVENUE



1939

FOUNDED

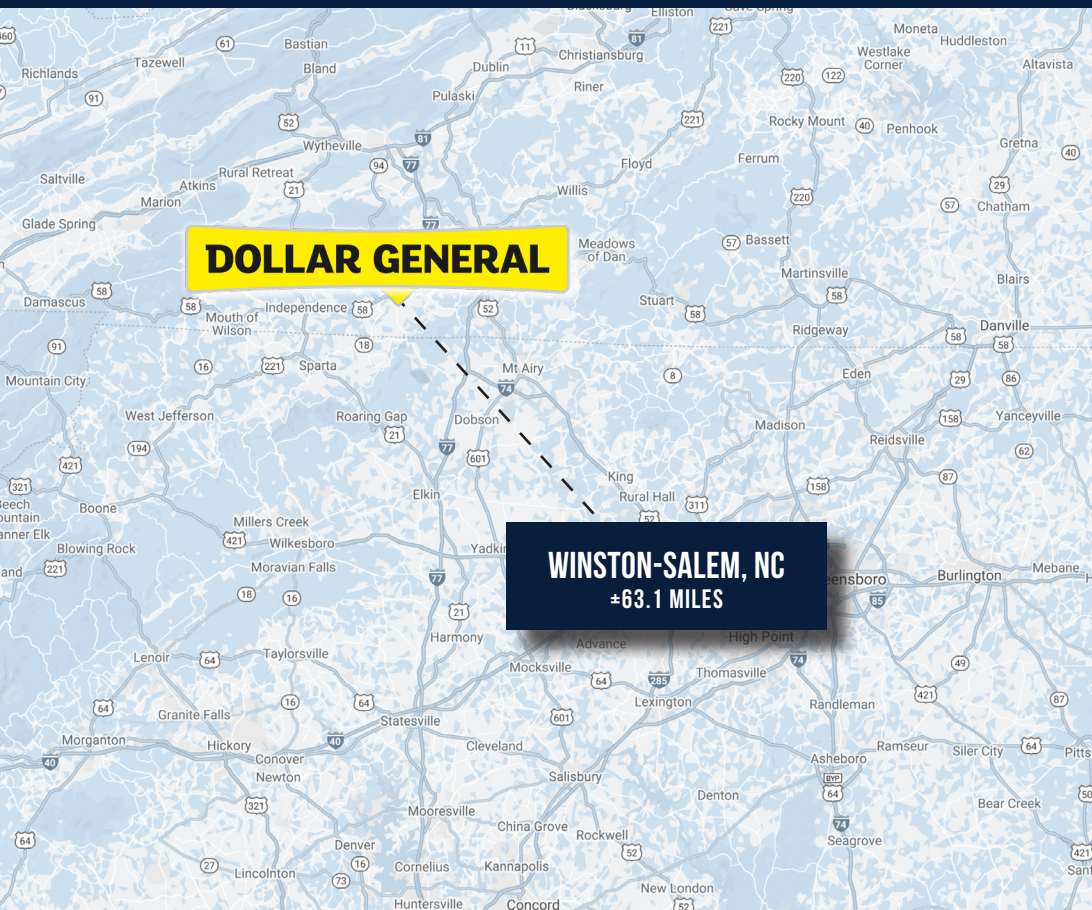
GALAX, VA

Galax is an independent city in the southwestern part of the Commonwealth of Virginia. The city is known as the “gateway to the Blue Ridge Mountains”. Rich with tradition, shopping, recreation, and scenic beauty, Galax offers everything from downtown shops to hiking and music festivals.

Galax has historically been a center of furniture manufacturing, but recently an economic analysis of southwestern Virginia cities and counties found that Galax had the highest increase in travel expenditures. The report found that “Galax, a city once dominated by industry, has become a blossoming tourism destination thanks to downtown revitalization efforts, its traditional music and arts scene (Old Fiddlers Convention, Chestnut School of the Arts), and its proximity to the Blue Ridge Parkway and the New River.

PROPERTY DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2026 Estimate	2,088	8,337	13,670
2021 Population	2,159	8,574	13,960
2010 Census	2,400	9,376	14,947
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2026 Estimate	823	3,489	5,770
2021 Population	854	3,591	5,893
2010 Census	963	3,947	6,340
INCOME	1-MILE	3-MILE	5-MILE
Avg. Household Income	\$50,395	\$52,151	\$55,769



WINSTON-SALEM, NC

With a population of over 248,000 residents, Winston-Salem is the second-largest municipality in the Piedmont Triad region. With the merge of the two cities, the population, economy, and overall production of the city skyrocketed.

Located in Forsyth County, Winston-Salem has a well-established industrial base, contributing significantly to North Carolina's role as a leader in new manufacturing locations. As in many areas of the country, Winston-Salem has seen rapid expansion in the service sector, with financial institutions and health care leading the way. Now in the 21st century, Winston-Salem continues to build on its past by preparing for the future needs of the new economy and growth industries such as life science and biotechnology, logistics, advanced manufacturing, data management, and finance. The city's main mission is to increase technological research in several sectors that will allow the city to flourish even more.

Winston-Salem offers a variety of attractions for everyone's enjoyment such as Körner's Folly, Tanglewood Park, and the Reynolda House Museum of American Art to name a few. The city is also home to 6 institutions of higher education providing the local economy with talented workers. Winston-Salem also features a variety of transportation options including an international airport, a robust freeway system, and an Amtrak station.

#5 BEST PLACE TO LIVE IN NORTH CAROLINA

- U.S. News & World Report, 2020-2021

GROSS METRO PRODUCT: \$29.7 BILLION

- Forbes, 2019

COST OF LIVING: 9% BELOW NATIONAL AVERAGE

- Forbes, 2019



WINSTON-SALEM ECONOMY

Winston-Salem's economy was originally built within the textile and tobacco industries. Today, the city is transforming itself to be the leader in the nano-tech, high-tech, and biotech fields. With Wake Forest Baptist Medical Center being the largest employer in Winston-Salem, medical research is becoming a fast-growing local industry. Several corporate headquarters are located in the city including Blue Rhino, Reynolds American, HanesBrands, Krispy Kreme Doughnuts, Lowes Foods Stores, K&W Cafeterias, and many more.

Novant Health, an integrated network of physician clinics, outpatient centers, and hospitals, and one of the biggest employers in the Winston-Salem area has dedicated \$222 million for a new critical care building at the Novant Health Forsyth Medical Center campus. The expansion will feature 60 critical care beds and 36 intermediate beds in the surgical suite. In addition, patient rooms will be bigger to provide extra privacy space.

TRANSPORTATION

FedEx is just 30 minutes away from Piedmont Triad International Airport. This is one of the largest airports in the region and serves the Piedmont Triad area, including Greensboro and High Point. It is located just off Joseph M Bryan Boulevard and is the third busiest airport in North Carolina.

US-52 is the primary freeway that runs north-south through Winston-Salem. This passes through the heart of downtown and the busiest areas of the city. The Winston-Salem Northern Beltway is a new freeway that will loop around the city to the north, allowing easier access to other future freeways. Segments of the Winston-Salem Northern Beltway were opened for public transportation in December 2020. The 3.3-mile section between North Elm Street and U.S. 29, where I-840 ends at I-785 is the only segment left that is under construction and it is estimated to be completed by 2023.

Amtrak runs a thruway motorcoach through the city. It runs twice daily in each direction between Winston-Salem and the Amtrak station in High Point. Riders can take Amtrak from High Point to several cities across the Southeast.

TOP EMPLOYERS IN CHARLOTTE



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located at **820 S Main St, Galax, VA 24333** ("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:

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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.

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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.

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