

# Dollar General

\$2,065,000 | 4.85% CAP

5300 W State Highway 199, Springtown, TX 76082

- 🙋 New 15 Year Corporate Absolute NNN Lease
- **10% Increases Every 5 Years** During Renewal Options
- Amazon Resistant Retailer Experiencing Explosive Growth
- S&P BBB Credit Rating and Ranked #119 on Fortune 500
- ldeal Low Price Point 1031 Replacement Property

SECURE NET LEASE

HONDA

### **INVESTMENT OVERVIEW**

**DOLLAR GENERAL** SPRINGTOWN, TX



#### **CONTACT FOR DETAILS**

#### **Edward Benton**

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ebenton@securenetlease.com

# \$2,065,000

4.85% CAP

NOI

\$100,134

**Building Area** 

±10,640 SF

Land Area

±1.488 AC

Year Built

2021

Lease Type

**Absolute NNN** 

Occupancy

100%

- ✓ Dollar General has an S&P BBB rating and is ranked #91 on the Fortune 500 List - Dollar General has become a shopping staple across the country with over 16,000 stores in the United States.
- New 2021 construction corporate absolute net lease with zero landlord responsibility - approximately fifteen years remaining on primary lease term with three 5-Year options to renew.
- Springtown is positioned along State Highway 199, 30 miles northwest of Fort Worth. The property is strategically located at the northwest corner of Highway 99 and Rhoades Lane.
- Dollar General is the country's largest small-box discount retailer and has achieved 27 consecutive years of same store sales growth - sales increased 9.2% in fiscal year 2018 to \$25.6 Billion.
- Amazon resistant retailer experiencing explosive growth,
  Dollar General plans to open roughly 1,050 stores in 2021
  after opening approximately 1000 stores in 2020.
- Subject Property is located in the Great State of Texas which is the World's 9th largest economy with a state domestic product totalling \$1.9 trillion.
- Texas ranks #1 in the United States in: job creation, population growth, corporate expansions/locations and exports.

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any



### **TENANT OVERVIEW**

**DOLLAR GENERAL** SPRINGTOWN, TX

# **Dollar General**

Lessee: Dolgencorp of Texas, Inc.

Guarantor: Dollar General Corporation

\$27.8 B

CREDIT RATING **BBB** 

16,000+

DOLLAR GENERAL

dollargeneral.

Dollar General Corporation has been delivering value to shoppers for over 75 years.

Dollar General helps shoppers **Save time**. **Save money**. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, clothing for the family, housewares and seasonal items at **low everyday prices in convenient neighborhood** locations. Dollar General operates **more than 16,000 stores in 46 states** as of March 2020. In addition to **high quality private brands**, Dollar General sells products from America's **most-trusted** brands such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo and Coca-Cola. STRATEGY Dollar General sells similar products as wholesale retailers Wal-Mart (WMT) and Target (TGT), but typically at lower prices.

Because of this, during harsh economic conditions, many consumers may make the change of shopping at Dollar General instead of a **regular wholesale retailer**. Dollar General's (DG) business strategy revolves around driving profitable top line **growth while enhancing its low-cost operator** position and capturing new growth opportunities. The company attempts to drive profitable top line growth through strategies like improving the in-stock position of its stores and continuously offering products at **competitive prices**.



## **IN THE NEWS**

**DOLLAR GENERAL** SPRINGTOWN, TX

# Dollar General to Accelerate Opening Pace

JON SPRINGER, DECEMBER 04, 2020 (WINSIGHT GROCERY BUSINESS)

The Goodlettsville, Tenn.-based retailer, which already operates nearly 17,000 store locations in the U.S., expects to open 1,000 new stores, remodel another 1,670 units and relocate 110 stores by the end of the current fiscal year on Jan. 29.

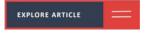
The fiscal 2021 plan rate equates to more than **20 new stores** every week, or as many new real estate projects in a year as a chain supermarket like **Publix** operates overall. Including the pace at which it **renovates** or locates stores, it averages a **mind-boggling** eight real estate projects every day of the year.

With store sizes generally ranging between a compact **7,300** and **15,000 square feet**, with many units opening in existing buildings and with a number of locations in rural communities, Dollar General stores are relatively inexpensive to build.

Dollar General, the discount retailer that's flourished during the pandemic, will accelerate an already galloping pace of new store openings in 2021, planning 1,050 new locations next year along with 1,750 store renovations and 100 store relocations.

The company's capital expenditure budget for the current year is expected to come in at \$1 billion to \$1.1 billion.

Speaking in a conference call reviewing its third-quarter financials this week, Jeffery Owen, Dollar General's chief financial officer, said the company's 2021 real estate plans include adding fresh produce to about 600 stores—in addition to 1,000 that already have such an offering. About half of its new units—and 75% of its remodels—will open under its "Traditional Plus" format, which include 34 cooler doors vs. 22 for the traditional model, bringing the Dollar General still further into competition with food retailers.



# How Dollar General is Bucking the Trend

GREG PETRO, OCTOBER 04, 2019 (FORBES)

The budget retailer has reported 29 consecutive years of same-store growth, with same-store sales increasing 4.0% in the second quarter of this year.

This dark horse discount chain has been quietly chugging along for decades and is now in the process of **opening 975 new stores** this year, in addition to remodeling **1000 locations** and relocating another 100. According to Business Insider, its prices are generally **20%-40% lower than grocery** and drug stores, attracting cost-conscious consumers.

Dollar General's biggest differentiator is that they are serving markets that had been vastly underserved, even by the likes of Walmart. You'd be hard pressed to find a small town in America that isn't within close proximity of a Dollar General. In fact, there are currently more than 15,000 locations across 44 U.S. states, which surpasses even the number of McDonald's. Seventy-five percent of Americans live within five minutes of a Dollar General, according to research from GlobalData Retail, and these locations are strategically placed to allow shoppers to choose to patronize them over other discount or big box retailers.

But it's more than **lower prices** that have enabled Dollar General to thrive, particularly with Amazon (NYSE: AMZN) offering **low prices and fast shipping**. The retailer has taken a number of steps to remain top-of-mind and insert itself into consumers' shopping habits. I've highlighted some of the best practices that Dollar General has been employing to quietly innovate in the face of behemoths like Amazon and Walmart (NYSE: WMT) in ways that go beyond just cheap prices. Dollar General's approach speaks to its **unique niche and business strategy**, which aligns with the most important sales lesson of all: know your customer.



# **LEASE OVERVIEW**

## **DOLLAR GENERAL** SPRINGTOWN, TX

| Initial Lease Term   | 15-Years, Plus (3), 5-Year Options to Extend |
|----------------------|--|
| Rent Commencement    | November 20, 2021                            |
| Lease Expiration     | November 30, 2036                            |
| Lease Type           | Absolute NNN                                 |
| Rent Increases       | 10% Every 5 Years, In Option Periods         |
| Annual Rent YRS 1-15 | \$100,133.52                                 |
| Option 1             | \$110,146.92                                 |
| Option 2             | \$121,161.60                                 |
| Option 3             | \$133,277.76                                 |

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.





## **SITE OVERVIEW**

**DOLLAR GENERAL** SPRINGTOWN, TX

|   | Year Built    | 2021       |
|---|---------------|------------|
|   | Building Area | ±10,640 SF |
| 4 | Land Area     | ±1.488 AC  |

#### **NEIGHBORING RETAILERS**

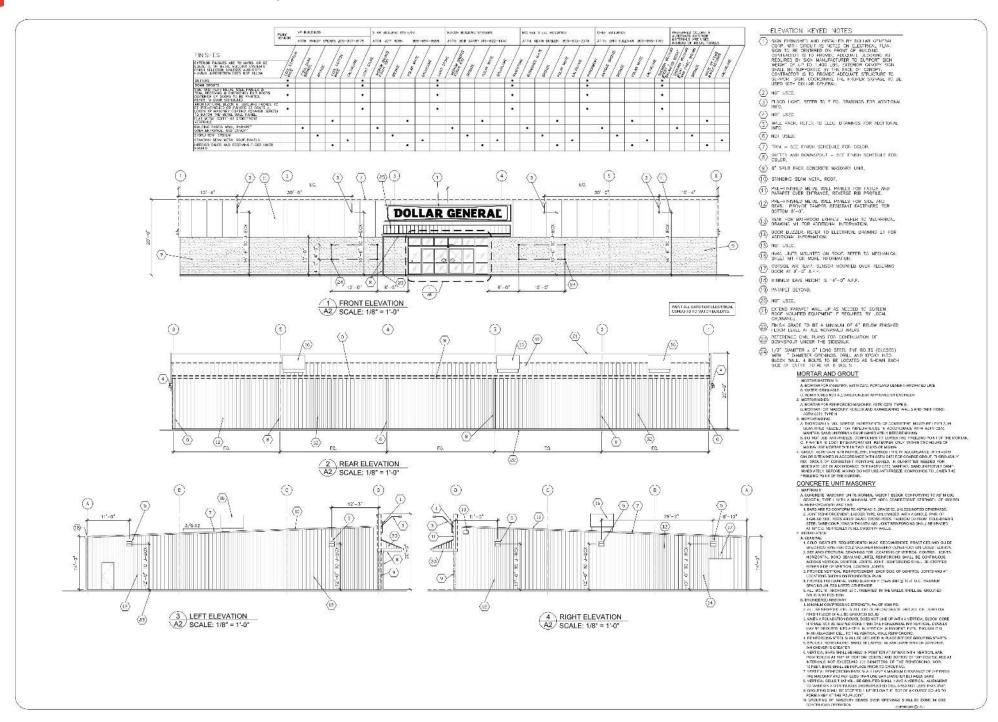
- · U-Haul Neighborhood Dealer
- · Rickman Transport
- · Springtown Self Storage
- · Alton's Diesel Service
- · Springtown RV Park
- · RP Elite Motors & Marine





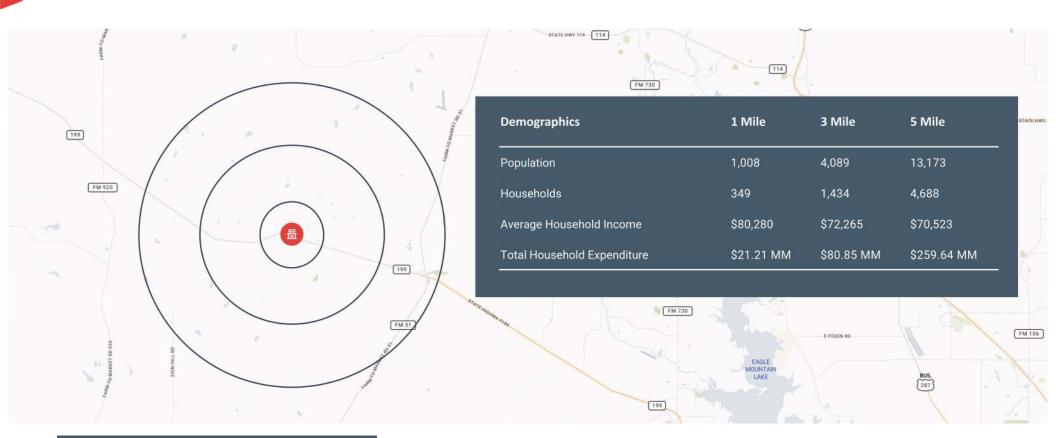
## **ELEVATIONS**

#### **DOLLAR GENERAL** SPRINGTOWN, TX



## **LOCATION OVERVIEW**

#### **DOLLAR GENERAL** SPRINGTOWN, TX



#### **ECONOMIC DRIVERS** (NUMBER OF EMPLOYEES)

- 1. AMR/American Airlines (25,000)
- 2. Lockheed Martin (13,690)
- 3. Fort Worth ISD (12,000)
- 4. Texas Health Resources (12,000)
- 5. NAS Fort Worth JRB *(10,000)*
- 6. Arlington ISD (8,500)

- 7. University of Texas at Arlington (7,311)
- 8. JPS Health Network (6,500)
- 9. City of Fort Worth (6,161)
- 10. Cook Children's Health Care System (6,042)
- 11. Tarrant County College (5,999)
- 12. Alcon Laboratories Inc. (5,393)

- 13.Bell Helicopter Textron (4,953)
- **14.**BNSF Railway (4,500)
- 15. Tarrant County Government (4,310)

### **LOCATION OVERVIEW**

**DOLLAR GENERAL** SPRINGTOWN, TX



Median house price in Parker County is \$385,000.

\$385,000

There are more than 200,000 employable people within a 35-minute drive of the county seat of Parker County.

200,000

Springtown is located along State Highway 199, 27 miles northwest of Fort Worth, near the northern border of Parker County.

With Parker County's proximity to the DFW metroplex and a diverse labor pool of both blue-and white-collar workers, there are more than 200,000 employable people within a 35-minute drive of the county seat.

The city is home to the Springtown Legends Museum which captures Springtown's rich heritage and community spirit.

Springtown is a growing community, home to a 33-acre park with amenities such

as soccer and baseball fields, sand volleyball courts and disc golf. The city also boasts a walking/jogging trail that winds through the park and passes by an area of creek bed which hosts a newly discovered set of dinosaur tracks. The city hosts annual events such as Old-Fashioned Christmas, a local celebration that encompasses the spirit of the holiday. Springtown's nostalgic historic square is centered on a State of Texas recognized historic site that includes a carefully preserved open air Tabernacle. Springtown is just a short driving distance to many family-oriented activities including local recreational lakes such as Eagle Mountain Lake; Sundance Square in beautiful downtown Fort Worth; a variety museums, zoos, and other cultural centers such at the Fort Worth Stock Show and Rodeo; and major sports teams — the Dallas Cowboys, Texas Rangers, and the Dallas Mavericks. Fort Worth, the city of cowboys and culture, is the 16th largest city in the United States and part of Texas' #1 tourist destination. The city is conveniently located 17 miles away from Dallas-Fort Worth International Airport, which serves as a gateway for visitors from all over the world. The city's nine major districts provide numerous options for entertainment, cultural experiences, premier shopping and delicious cuisine. Fort Worth maintains its small-town feel and hospitality while it embraces modernization and growth opportunities.

## **IN THE NEWS**

**DOLLAR GENERAL** SPRINGTOWN, TX

# Fort Worth Chamber Sets Sights On Growth, Innovation

SEPTEMBER 24, 2020 (PATCH)

Fort Worth, one of the five fastest-growing cities in the United States, continues to attract new business, even as 2020 takes its toll on cities across the country.

Brandom Gengelbach, the new CEO at the Fort Worth Chamber of Commerce, aims to shine a bright light on the future ahead for the city.

"Business leaders from all around the country continue to tell me how they feel hamstrung in high-tax states," Gengelbach said. "While having a tax-friendly business environment certainly helps, we are seeing an unprecedented amount of growth in Fort Worth for a variety of reasons, including a cohesive, supportive government infrastructure, as well as an overwhelmingly affable environment, a career-ready talent pool, ample transportation opportunities and a favorable cost of living."

Fort Worth added more than 50,000 jobs in the past year.

These new jobs were a welcome **career opportunity** for both locals and to those new to the city. The new jobs included highly-skilled positions in biotechnology, aviation and transportation automation and health care. Businesses like Linear Labs, M2G Ventures and Bell Helicopter chose to **grow in Fort Worth**, and their leaders are enthusiastic about the upshot of that decision.

"Fort Worth embraces innovation in all forms," said Linear Labs co-founder and CEO Brad Hunstable. "In doing business in this city, new ideas are welcomed, and informed **key collaborations** allow businesses from here – and those planting a flag here – to flourish. Fort Worth has embraced our **big dreams and plans**, and we're excited about being a part of the next tech **innovation hub** right here."



# **Thousands Celebrate Return Of Parker County Peach Festival**

JULY 10, 2021 (CBSDFW)

Things were pretty peachy in Weatherford on Saturday as thousands of residents marked the return of a beloved annual event that was canceled last year.

Many were disappointed after the COVID-19 pandemic **forced** the event to cancel, but, this year, those in **attendance** were ready to celebrate. "Not having it last year was kind of **heartbreaking** and it was hard for a lot of these people that depend on this," resident Landon Meeker said. Meeker said he's gone to every **peach festival since 1988.** 

"My parents used to bring me as a kid and it was the **highlight** of my summer. Now as a dad, getting to bring my kids to do the same thing, it's just... this is what **Weatherford** and **Parker County** are about — community and family," he said.

More than 40,000 people showed up at this year's festival.

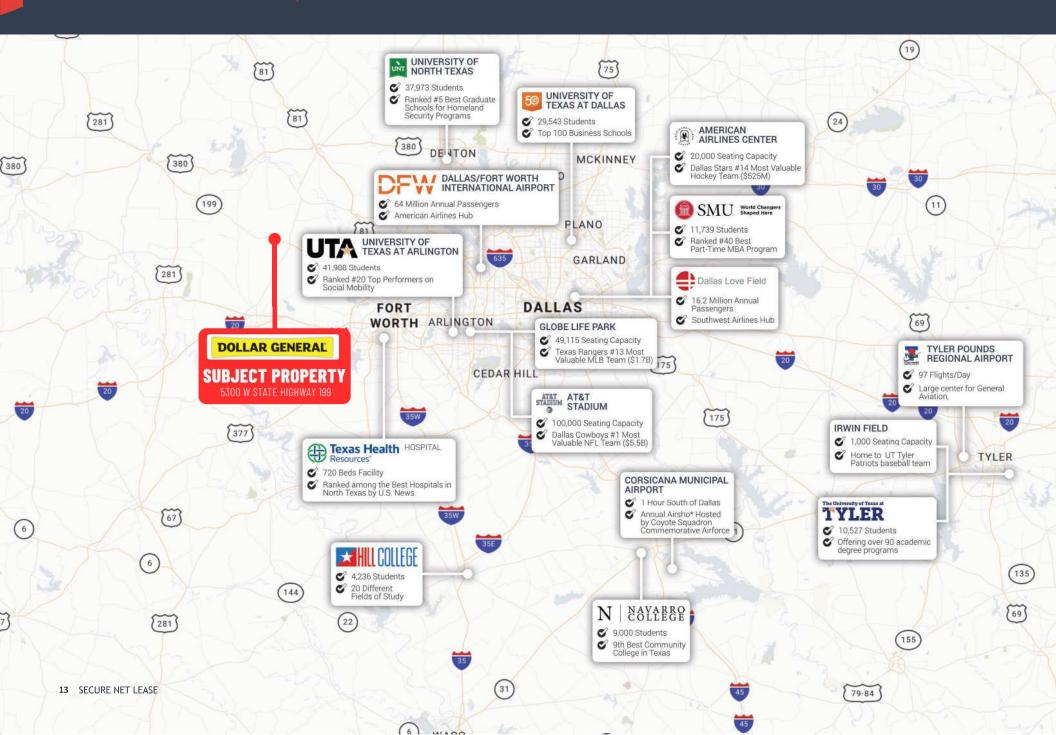
Meeker said he hopes the community will never have to miss another one again. "I hope that this event just keeps **growing** and Parker County continues to grow with it," he said. There were a few **differences** this year for residents, particularly related to COVID-19 safety protocols.

"Our visitors will find an **expanded footprint**. We've expanded to **25%**, we've gone to online ticketing so they can get their tickets online. They have **hands-free entry**. And also, we have spread out our booths," Tammy Gazzola, president of the Weatherford Chamber of Commerce, said.



## DALLAS-FORT WORTH METRO

**DOLLAR GENERAL** SPRINGTOWN, TX





#### **CALL FOR ADDITIONAL INFORMATION**

# **Dallas**

#### Office

10000 N Central Expressway

Suite 200 Dallas, TX 75231

(214) 522-7200

# **Los Angeles**

#### Office

123 Nevada Street El Segundo, CA 90245

(424) 224-6430

#### **CALL FOR ADDITIONAL INFORMATION**

#### **Edward Benton**

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### **TEXAS DISCLAIMER**

#### **DOLLAR GENERAL** SPRINGTOWN, TX

# Approved by the Texas Real Estate Commission for Voluntary Use

Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

#### Information about brokerage services

Before working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer's agent represents the buyer. A broker may act as an intermediary between the parties if the parties' consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

#### If the broker represents the owner

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written – listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information the owner knows.

#### If the broker represents the buyer

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

#### If the broker acts as an intermediary

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License Act. The broker must obtain the written consent of each party to the transaction to act as an intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

- Shall treat all parties honestly
- May not disclose that the owner will accept a price less than the asking price
- Submitted in a written offer unless authorized in writing to do so by the owner;
- May not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
- May not disclose any confidential information or any information that a part specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions.