



\*Representative Photo

OFFERING MEMORANDUM

DOLLAR GENERAL

3431 JOY ROAD | DETROIT, MI 48206

**DOLLAR  
GENERAL®**

Listed in conjunction with MI Broker of Record Kwekel Companies

Exclusively Marketed By:

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**MIG** MATYSEK INVESTMENT GROUP  
COMMERCIAL REAL ESTATE ADVISORS

# EXECUTIVE SUMMARY

## INVESTMENT SUMMARY

Tenant	Dollar General
Property Address	3431 Joy Road Detroit, MI 48206
Property Type	Single Tenant Retail
Price	\$1,645,000
Price/SF/Bldg	\$134.86
Net Operating Income	\$93,999.96
CAP Rate	5.71%
Lease Type	NN
Roof & Structure	Landlord Responsible
Lease Guarantor	Corporate Guarantee
Lease Term Remaining	10.0 Years
Occupancy	100%
Building Size	12,198 SF
Land Size	35,284 SF
Year Built / Renovated	1954
APN	12002705-16
Zoning	B4

## INVESTMENT HIGHLIGHTS

- Ideal Passive Investment: NN lease , Limited Landlord Responsibilities with ~10 years remaining on the lease term
- Blended CAP Rate of 6% across the primary 10 Year Term
- Strong Location - Adjacent to Residential Neighborhoods, Numerous Regional Businesses, and More
- Excellent Visibility: at the Corner of Joy Road and Dexter Avenue. Excellent Signage Enhances Its Exposure
- Exceptional Demographics: An impressive 398,000+ people live within a 5-mile radius of the Property, with an average household income of \$30,000.
- Vibrant and Dense Community: Detroit is the Largest City in Michigan and 18th largest in United States

Tenant	SF	% of GLA	Rent			Lease Dates		Increase Schedule	Lease Type	Renewal Options
			Monthly	PSF	Annual	PSF	Start	End		
Dollar General	12,198	100%	\$7,833.33	\$0.64	\$93,999.96	\$7.71	11/15/2021	11/30/2031	1-Dec-2026: \$103,400.04/Yr	NN First Option Period: 1-Dec-2031 \$113,739.96/Yr 2nd Option Period: 1-Dec-2036 \$125,114.04/Yr 3rd Option Period: 1-Dec-2041 \$137,625.36/Yr 4th Option Period: 1-Dec-2046 \$151,387.92/Yr
<b>TOTAL</b>	<b>12,198</b>	<b>100%</b>	<b>\$7,833.33</b>		<b>\$93,999.96</b>					

**DOLLAR GENERAL**

# LEASE ABSTRACT

## RECOVERIES

**Tenant Pro-Rata Share:** 100.00%

**Real Estate Taxes:**

Art. 8.1: From and after the Commencement Date, Tenant shall pay, on an annual basis in arrears, any Real Estate Taxes relating to the Premises. Landlord estimates that the Real Estate Taxes in the first Lease Year shall be \$4,800. Landlord shall furnish Tenant with a copy of any bill for Real Estate Taxes relating to the Premises. Tenant shall pay to Landlord such Real Estate Taxes within thirty (30) days after Tenant's receipt of the applicable Real Estate Tax bill. In the event Landlord fails to submit any bill for Real Estate Taxes to Tenant within six (6) months after the date Landlord pays such taxes, Tenant shall not be obligated to reimburse Landlord.

Art. 7.2: From the Commencement Date through the end of the calendar year of the year in which Tenant opens for business in the Premises, Tenant shall pay \$300.00 per month as Tenant's estimated "Parking Area Maintenance Contribution" for Landlord's Permitted Costs relative to Landlord's maintenance and repair obligations. The actual amount of Tenant's Parking Area Maintenance Contribution in any given Lease Year shall not exceed 102% of Tenant's actual Parking Area Maintenance Contribution for the immediately preceding Lease Year.

**Common Area Maintenance / Operating Expenses:**

Art. 7.1: Tenant will reimburse Landlord for the actual, reasonable costs of the maintenance and repair (but not replacement) of certain aspects of the Parking Areas; excluding, however, all replacement costs or costs that constitute a capital expenditure and expressly excluding any costs which would have been reimbursed or paid for by insurance proceeds had Landlord maintained the insurance required under this Lease or any cost or expense relating to the administration or management of Landlord's maintenance, repair and replacement obligations. Tenant will reimburse Landlord for the following maintenance and repair costs in the manner set forth in Section 7.2: maintenance of grassed and landscaped areas including irrigation systems, if any; maintenance of any fencing required to be erected pursuant to the Scope of Work, if any; illuminating the Parking Areas; cleaning, snow removal, repair (excluding capital expenditures), maintenance and striping of the Parking Areas; and light pole repairs (collectively, the "Permitted Costs").

**Insurance:**

Art. 9.1: Tenant shall, at its sole cost and expense, pay the Insurance Provider directly for Landlord's flood insurance, provided, however, Tenant shall only be obligated to pay for Landlord's flood insurance if the flood designation was disclosed to Tenant prior to Lease execution, or if the Premises was reclassified into one of the above classifications after the date of this Lease

**Utilities:**

Art. 3.3: Tenant shall be solely responsible for payment of all utilities required, used or consumed in the Premises, including, but not limited to gas, water, telephone, electricity, sewer service, garbage collection services, or any similar service; it being agreed and understood, however, that Tenant's obligation for the payment of utilities shall commence upon the Delivery Date.

## OPERATING REQUIREMENTS

### Repair and Maintenance:

**Landlord:** Art. 6.1 & 7.1: Landlord shall, at Landlord's sole cost and expense, maintain in clean condition and good repair the exterior walls (including patching and painting thereof), foundations, roof, gutters, downspouts, exterior and all structural portions of the Building, and all plumbing, electrical, gas, sprinkler and sewage systems located below or within the floor slab of the Premises, inside the walls, above the ceiling or not exclusively serving the Premises. Landlord shall maintain, repair and replace all aspects of the Parking Areas including, without limitation, all paved and grassed or landscaped areas (including regular mowing and replacement of dead landscaping) and irrigation systems. Landlord agrees to keep the Parking Areas in good condition, order and repair; to promptly remove snow and ice from the Parking Areas; and to keep all lighting standards in good operating order in order to keep the Parking Areas lighted during hours of darkness; and to keep the Parking Areas properly paved and striped to assist in the orderly parking of cars.

**Tenant:** Art. 6.1 & 6.2: Tenant shall be responsible for the maintenance and repair of any fire sprinkler system that exclusively serves the Premises. Tenant shall be responsible, at Tenant's cost and expense during the Term of the Lease and for Tenant's use only, for (i) all interior, non-structural repairs to the Building (including the replacement of plate glass and doors in the storefront), and (ii) except as provided herein below, all maintenance, repairs and replacements to the heating, ventilating and air conditioning equipment ("HVAC"). Tenant will maintain, repair and replace the HVAC at its expense; provided, however, in the event of a replacement of the HVAC is necessary during the term of this Lease, the replacement cost will be amortized over one hundred twenty (120) months and Tenant shall be responsible for an amount equal to (i) the number of months remaining in the Term divided by one hundred twenty (120), multiplied by (ii) the cost of the replacement of the HVAC.



# DOLLAR GENERAL

Dollar General Corporation is an American chain of variety stores headquartered in Goodlettsville, Tennessee. As of July 2018, Dollar General operates 15,000 stores in the continental United States.

The company began in 1939 as a family-owned business called J.L. Turner and Son in Scottsville, Kentucky, owned by James Luther Turner and Cal Turner. In 1955, the name changed to Dollar General Corporation and in 1968 the company went public on the New York Stock Exchange. Fortune 500 recognized Dollar General in 1999 and in 2018 reached #123.[ Dollar General has grown to become one of the most profitable stores in the rural United States with revenue reaching around \$21 billion in 2017.

Dollar General operates over 16,094 stores in 44 states as of November 1, 2019 with 16 different distribution centers. For fiscal 2018, Dollar General executed approximately 2,000 real estate projects comprised of 900 new stores, 1,000 store remodels and 100 store relocations. For fiscal 2018, the company has also had \$25.6 billion in sales. In addition to high quality private brands, Dollar General sells products from America's most-trusted brands such as Clorox, Energizer, Procter & Gamble, Hanes, Coca-Cola, Mars, Unilever, Nestle, Kimberly-Clark, Kellogg's, General Mills, and PepsiCo.

For more information, please visit [www.dollargeneral.com](http://www.dollargeneral.com)

COMPANY TYPE	# OF LOCATIONS	REVENUE	HEADQUARTERS
NASDAQ : DG	15,000	25.6 Billion	Goodlettsville, TN

**DOLLAR GENERAL**



## Detroit, MI

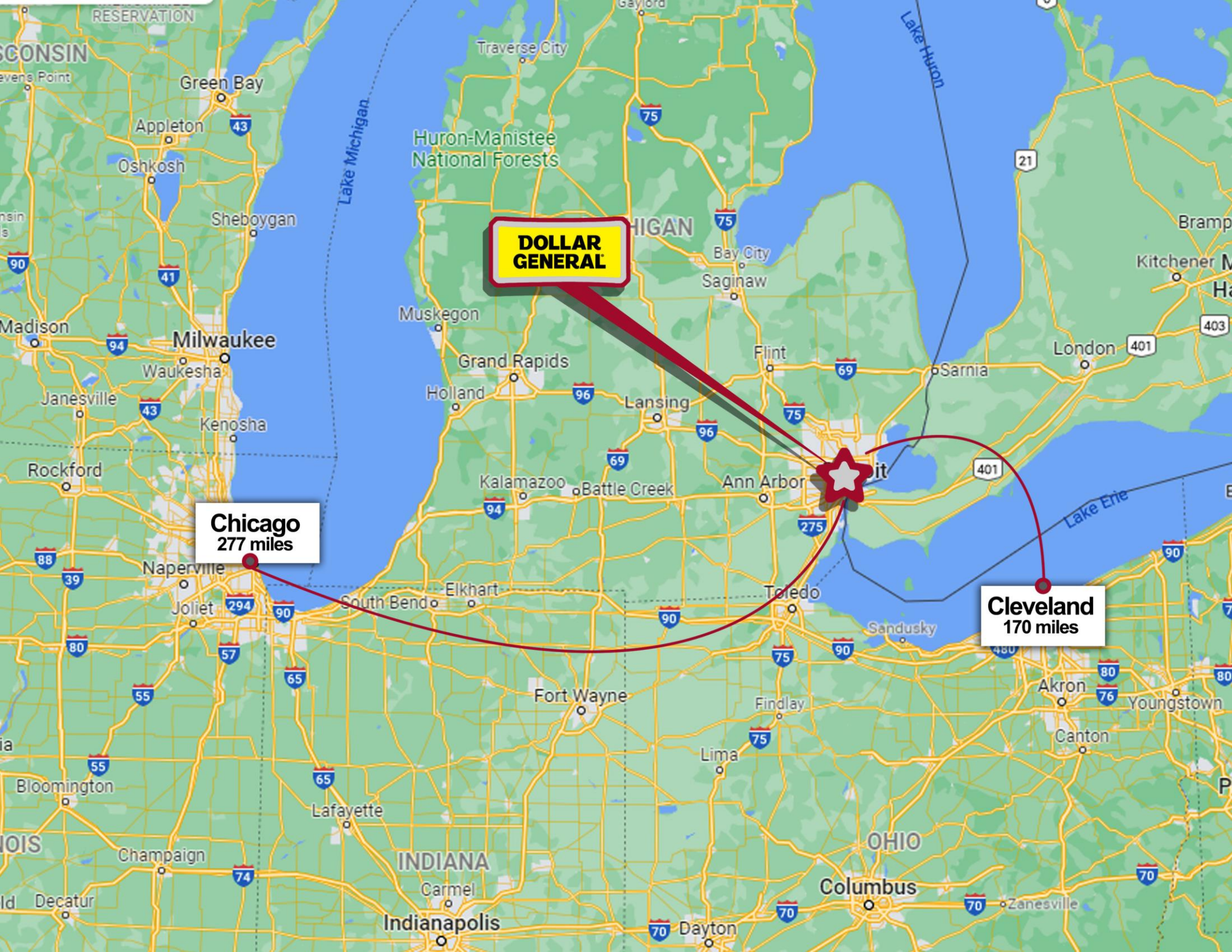
Detroit is the most populous city in the U.S. state of Michigan and the largest city on the United States–Canada border. It is the seat of Wayne County, the most populous county in the state. It is a primary business, cultural, financial and transportation center in the Metro Detroit area, a region of 5.3 million people. It is a major port on the Detroit River, a strait that connects the Great Lakes system to the Saint Lawrence Seaway. It was founded on July 24, 1701, by the French explorer and adventurer Antoine Laumet de La Mothe, sieur de Cadillac and a party of settlers.

The Census reported that the city had 713,777 residents, ranking it the 18th most populous city in the United States.

The city became the 4th-largest in the nation in 1920, after only New York City, Chicago and Philadelphia, with the influence of the booming auto industry. At its peak population of 1,849,568, in the 1950 Census, the city was the 5th-largest in the United States, after New York City, Chicago, Philadelphia and Los Angeles. Of the large shrinking cities of the United States, Detroit has had the most dramatic decline in population of the past 60 years (down 1,135,971) and the second largest percentage decline (down 61.4%, second only to St. Louis, Missouri's 62.7%). While the decline in Detroit's population has been ongoing since 1950, the most dramatic period was the significant 25% decline between the 2000 and 2010 Census.

Detroit's 713,777 residents represent 269,445 households, and 162,924 families residing in the city. The population density was 5,144.3 people per square mile. There were 349,170 housing units at an average density of 2,516.5 units per square mile. Housing density has declined. The city has demolished thousands of Detroit's abandoned houses, planting some areas and in others allowing the growth of urban prairie.





**DOLLAR  
GENERAL**

**Chicago**  
277 miles

**Cleveland**  
170 miles



**DOLLAR  
GENERAL®**

Dexter Avenue (4,957 VPD)

Joy Road (7,997 VPD)





**DOLLAR  
GENERAL®**

Joy Road (7,997 VPD)

Dexter Avenue (4,957 VPD)







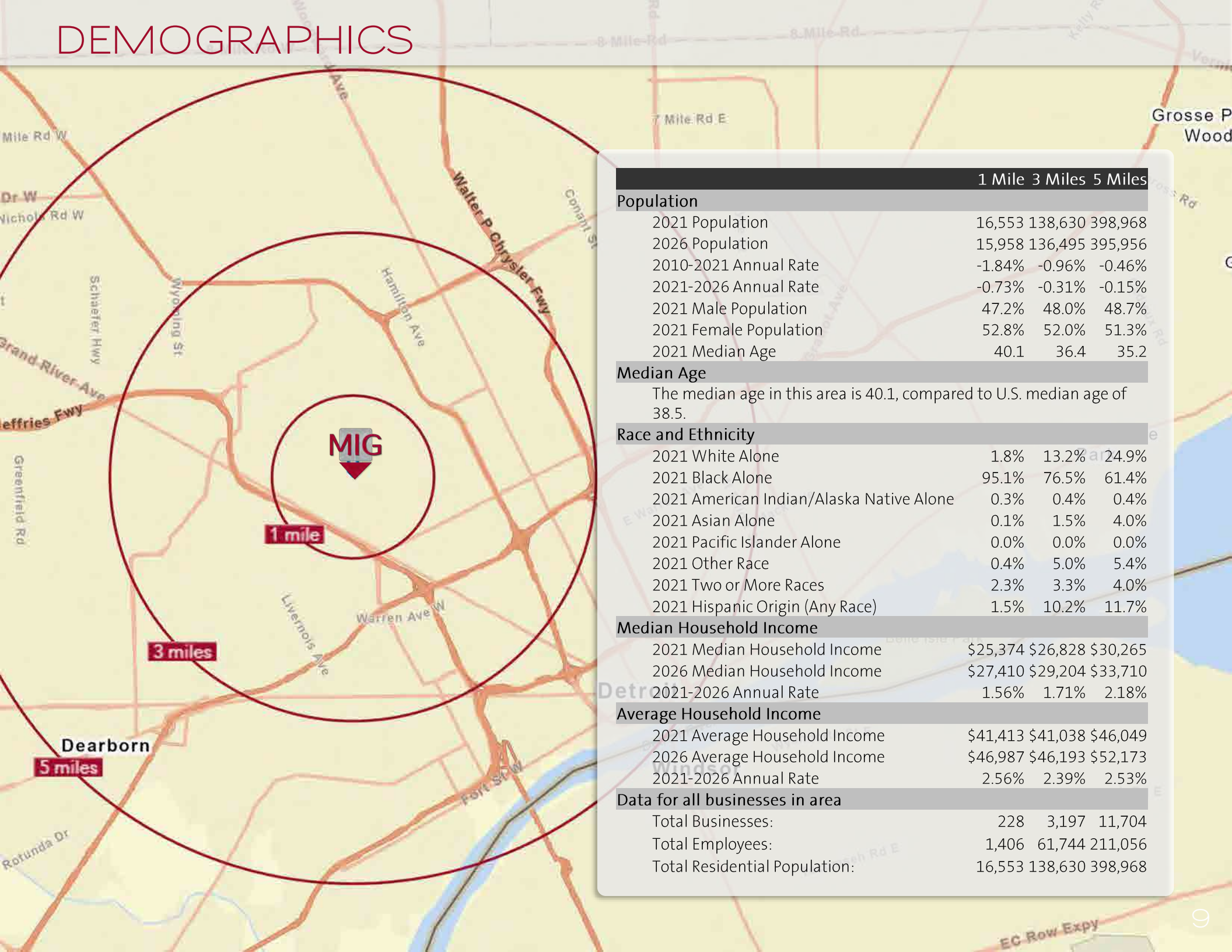
Grand River Avenue (15,400 VPD)  
INTERSTATE 96 (45,397 VPD)

Joy Road (7,997 VPD)





# DEMOGRAPHICS



	1 Mile	3 Miles	5 Miles
<b>Population</b>			
2021 Population	16,553	138,630	398,968
2026 Population	15,958	136,495	395,956
2010-2021 Annual Rate	-1.84%	-0.96%	-0.46%
2021-2026 Annual Rate	-0.73%	-0.31%	-0.15%
2021 Male Population	47.2%	48.0%	48.7%
2021 Female Population	52.8%	52.0%	51.3%
2021 Median Age	40.1	36.4	35.2
<b>Median Age</b>			
The median age in this area is 40.1, compared to U.S. median age of 38.5.			
<b>Race and Ethnicity</b>			
2021 White Alone	1.8%	13.2%	24.9%
2021 Black Alone	95.1%	76.5%	61.4%
2021 American Indian/Alaska Native Alone	0.3%	0.4%	0.4%
2021 Asian Alone	0.1%	1.5%	4.0%
2021 Pacific Islander Alone	0.0%	0.0%	0.0%
2021 Other Race	0.4%	5.0%	5.4%
2021 Two or More Races	2.3%	3.3%	4.0%
2021 Hispanic Origin (Any Race)	1.5%	10.2%	11.7%
<b>Median Household Income</b>			
2021 Median Household Income	\$25,374	\$26,828	\$30,265
2026 Median Household Income	\$27,410	\$29,204	\$33,710
2021-2026 Annual Rate	1.56%	1.71%	2.18%
<b>Average Household Income</b>			
2021 Average Household Income	\$41,413	\$41,038	\$46,049
2026 Average Household Income	\$46,987	\$46,193	\$52,173
2021-2026 Annual Rate	2.56%	2.39%	2.53%
<b>Data for all businesses in area</b>			
Total Businesses:	228	3,197	11,704
Total Employees:	1,406	61,744	211,056
Total Residential Population:	16,553	138,630	398,968

# CONFIDENTIALITY AGREEMENT & DISCLOSURE

This Offering Memorandum is confidential and is furnished to Prospective purchasers of the Property described herein subject to the terms of the Confidentiality Agreement previously provided to and executed by such prospective purchasers. This Memorandum is intended solely to assist prospective purchasers in their evaluation of the Property and their consideration of whether to purchase the Property. It is not to be used for any other purpose or made available to any other person without the prior written consent of the Seller of the Property.

This Memorandum was prepared on the basis of information available to the Seller and to Matysek Investment Group, the Seller's exclusive agent in connection with the sale of the Property. This Memorandum Contains pertinent information about the Property and the surrounding area but it does not contain all the information necessary for a complete evaluation of the Property. The projected cash flow and other financial information contained herein are for reference only.

Although the information contained in this Memorandum is believed to be accurate and reliable, neither the Seller nor its agent guarantees its accuracy or completeness. Because of the foregoing and because the Property will be sold on an "as is" basis, prospective purchasers should make their own independent assessments, investigations, and projections regarding the Property. Although additional material, which may include engineering, environmental or other reports, may

be provided to certain prospective purchasers as appropriate, such parties should confer with their own engineering and environmental experts, counsel, accountants, and other advisors.

The Seller expressly reserves the right, in its sole discretion, to reject any offer to purchase the Property or to terminate any negotiations with any party at any time, with or without notice. The Seller shall have no legal commitment or obligation to any prospective purchaser unless and until a written Purchase and Sale Agreement has been fully executed and delivered and any and all conditions to the Seller's obligations there under have been fully satisfied or waived.

The Seller is responsible for any commission due Matysek Investment Group in connection with a sale of the Property. The Seller shall not be responsible for any commission claimed by any other agent or broker in connection with a sale of the Property. No other person, including Matysek Investment Group, is authorized to make any representation agreement on behalf of the Seller. This Memorandum remains the Property of the Seller and Matysek Investment Group and may be used only by parties approved by the Seller and Matysek Investment Group. No portion of this Memorandum may be copied or otherwise reproduced or disclosed to anyone except as provided herein and as permitted by the express terms of the Confidentiality Agreement.

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