

DOLLAR GENERAL[®]

708 N Owen Walters Blvd | Salina, OK 74365



MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES

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INVESTMENT HIGHLIGHTS

LEASE & LOCATION

- NN Lease with minimal landlord responsibilities
- ± 8.5-Years remaining on recent 10-year extension
- Three, Five-Year renewal options featuring 10% increases
- Dollar General has operated at this location for 17+ years and has executed multiple extensions proving a long-term commitment to this location and market
- 2005 build-to-suit construction for Dollar General
- Average household income of \$66,640 within 5-mile radius
- 5-Mile population of ±5,500 residents
- Adjacent to Ama Health Center & Salina High School. Dollar General is strategically located directly next to two of the busiest locations in Salina

TENANT

- Dollar General has an investment-grade credit rating of BBB (S&P)
- Dollar General has approx. 18,000 locations and plans to continue their expansion for the foreseeable future
- Dollar General is an “essential retailer” and has proven to be one of the most profitable companies throughout the COVID pandemic

DOLLAR GENERAL®

INVESTMENT SUMMARY

TENANT SUMMARY

TENANT TRADE NAME	Dollar General
TYPE OF OWNERSHIP	Fee Simple
LEASE TYPE	NN
LEASE GUARANTOR	Corporate
ROOF AND STRUCTURE	Landlord Responsible
ORIGINAL LEASE TERM	10 Years
RENT COMMENCEMENT	4/28/2005
LEASE EXPIRATION DATE	9/30/2030
TERM REMAINING	±8.5 Years
INCREASES	10% in Options
OPTIONS	3, 5-Year Options



\$662,682

LIST PRICE



6.70%

CAP RATE



\$44,400

ANNUAL RENT



±9,014 SF

GLA



2005

YEAR BUILT

ANNUALIZED OPERATING DATA

LEASE COMMENCE	MONTHLY RENT	ANNUAL RENT	INCREASES	CAP
Current	\$3,700.00	\$44,400.00		6.70%
Option 1	\$4,070.00	\$48,840.00	10.00%	7.20%
Option 2	\$4,477.00	\$53,724.00	10.00%	7.70%
Option 3	\$4,925.00	\$59,100.00	10.00%	8.20%

Please contact a Matthews™ Capital Markets agent for financing options:

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SUBWAY

**HARP
FOOD STORES**



**DOLLAR
GENERAL**



**AMO
HEALTH CENTER**

N OWEN WALTERS BLVD

TENANT OVERVIEW

COMPANY NAME

Dollar General

OWNERSHIP

Public

YEAR FOUNDED

1939

INDUSTRY

Discount Retail

HEADQUARTERS

Goodlettsville, TN

NO. OF LOCATION

±18,000

NO. OF EMPLOYEES

±115,000

DOLLAR GENERAL®

Dollar General is the fastest-growing retailer which currently boasts roughly 18,000 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, Procter & 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 at 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 boasted 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.





AREA OVERVIEW

Salina, Oklahoma is a town in Mayes County, Oklahoma, United States. For thousands of years indigenous peoples had lived along the rivers in this area, and there are many different cultures still present in Salina today. Salina prides itself on being “The Little Town with a thousand things to do”, as they have many attractions to keep families and visitors entertained. The Salina Highbanks Speedway has been a favorite Saturday night destination for many families in this region. Springer Park and the Ross/Orphanage Asylum Springhouse gives the historian in your family a day of sightseeing while in downtown.

DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
Five Year Projection	3,074	4,617	23,932
Current Year Estimate	3,167	4,716	24,171
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
Five Year Projection	1,280	1,945	10,366
Current Year Estimate	1,194	1,798	9,469
2010 Census	1,382	2,052	9,984
Growth Current Year-Five Year	7.18%	8.15%	9.47%
INCOME	3-MILE	5-MILE	10-MILE
Average Household Income	\$70,632	\$73,584	\$69,881

TULSA, OK

Tulsa – “Oil Capital of the World,” is located in northeast Oklahoma and is the principal municipality of the Tulsa Metropolitan Area, a region with 981,005 residents in the MSA and 1,151,172 in the CSA. The city serves as the county seat of Tulsa County, the most densely populated county in Oklahoma. Diversification efforts created an economic base in the energy, finance, aviation, telecommunications and technology sectors. Two institutions of higher education within the city have sports teams at the NCAA Division I level, Oral Roberts University and the University of Tulsa. It is situated on the Arkansas River at the foothills of the Ozark Mountains in northeast Oklahoma, a region of the state known as “Green Country”. Considered the cultural and arts center of Oklahoma. Tulsa houses two world-renowned art museums, full-time professional opera and ballet companies, and one of the nation’s largest concentrations of art deco architecture. The city has been called one of America’s most livable large cities by Partners for Livable Communities, Forbes, and Relocate America.



TULSA ECONOMY

Tulsa remains one of the global leaders in oil and natural gas exploration/production. Many energy companies find themselves in Tulsa because of the success of the oil and gas sector workforce in the area. More than 20,000 workers in E&P work for hundreds of companies large and small in the Tulsa area.

Not only does Tulsa have a large industry in oil, energy and natural gas, but it is also a vastly diverse region when it comes to the different segments of the industry. Companies in Tulsa vary from E&P to utility, pipeline, energy services, energy supply, and alternative energy. This diverse environment makes Tulsa home to traditional and renewable energy and increases the development of the industry in the region.

Tulsa's aerospace industry is substantial and growing. An American Airlines maintenance base at Tulsa International Airport is the city's largest employer and the largest maintenance facility in the world, serving as the airline's global maintenance and engineering headquarters. The Tulsa Port of Catoosa and the Tulsa International Airport house extensive transit-focused industrial parks. Tulsa is also home to a division of Lufthansa, the headquarters of Omni Air International, and the Spartan School of Aeronautics.

As the second largest metropolitan area in Oklahoma and a hub for the growing Northeastern Oklahoma-Northwest Arkansas-Southwestern Missouri corridor, the city is also home to a number of the region's most sophisticated law, accounting, and medical practices. Its location in the center of the nation also makes it a hub for logistics businesses; the Tulsa International Airport (TUL) and the Tulsa Port of Catoosa, connect the region with international trade and transportation.



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