



# ABSOLUTE NET DOLLAR GENERAL

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910 S Main Street • Monticello, IN

Marcus & Millichap  
PATEL YOZWIAK GROUP

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## INVESTMENT HIGHLIGHTS // 910 S MAIN ST

- 10 Years Remaining on an Absolute Net Lease | No Landlord Responsibilities | Five, 5-Year Renewal Options
- High Visibility Along a Main Traffic Artery into Downtown Monticello | 6,700+ Vehicles Per Day
- Monticello is a Popular Tourist Destination Due to its Proximity to Lake Shafer and Lake Freeman | 1.3 Million Visitors Annually
- Solid Demographics: Population of 8,519 Within 3-Miles, 11,358 Within 5-Miles and 20,572 Within 10-Miles of Subject
- Average Household Incomes of \$73,462 Within 3-Miles, \$76,822 Within 5-Miles and \$74,877 Within 10 Miles of Subject
- Monticello is 2 Hours North of Indianapolis, IN



# TENANT OVERVIEW // DOLLAR GENERAL

## DOLLAR GENERAL®

Dollar General Corporation has been delivering value to shoppers for more than 80 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, basic apparel, housewares and seasonal items at everyday low prices in convenient neighborhood locations. Dollar General operated 17,266 stores in 46 states as of February 26, 2021. In addition to high-quality private brands, Dollar General sells products from America's most-trusted manufacturers. Dollar General stands for convenience, quality brands and low prices. Dollar General's stores aim to make shopping a hassle-free experience. We design small, neighborhood stores with carefully -edited merchandise assortments to make shopping simpler.

## COMPANY SNAPSHOT:

|                          |  |
|--------------------------|--|
| Tenant Trade Name:       | <b>Dollar General</b>                                    |
| Ownership:               | <b>Public</b>  |
| Founded:                 | <b>1939</b>  |
| Headquarters:            | <b>Goodlettsville, TN</b>                                |
| Tenant Type / Guarantor: | <b>Corporate</b>   |
| Credit Rating:           | <b>S&amp;P: BBB</b>                                      |
| Stock Symbol:            | <b>DG (NYSE)</b>   |
| Revenue:                 | <b>\$33.7 Billion (2020)</b>                             |
| Employees:               | <b>143,000 (2020)</b>                                    |
| Locations:               | <b>17,266+ (2020)</b>                                    |
| Website:                 | <a href="http://Dollargeneral.com">Dollargeneral.com</a> |



OF AMERICANS ARE CURRENTLY WITHIN 5 MILES OF A DOLLAR GENERAL STORE



OF CURRENT STORE MANAGERS WERE PROMOTED FROM WITHIN THE ORGANIZATION



OF DOLLAR GENERAL STORES SERVE COMMUNITIES OF 20,000 OR LESS



## DOLLAR GENERAL ANNOUNCES Q3 2021 RESULTS:

- ✓ Net Sales Increased 3.9% to \$8.5 Billion
- ✓ Same-Store Sales Decreased 0.6%; Increased 11.6% on a two-year stack basis
- ✓ Real estate growth plans for fiscal year 2022 consist of nearly 3,000 real estate projects in total, including 1,110 new stores
- ✓ Plans to expand footprint internationally for the first time, with plans to open up to ten stores in Mexico by the end of fiscal 2022.
- ✓ On November 30, 2021, the Company's Board of Directors declared a quarterly cash dividend of \$0.42 per share on the Company's common stock

# LOCAL AERIAL // 910 S MAIN ST



**SUBJECT PROPERTY**  
**DOLLAR GENERAL**

Indiana Beach Amusement Park  
750,000+ Annual Visitors  
(5 Miles from Subject)

Monticello City  
Schools Campus

Monticello City Pool

Downtown Monticello

Alther Nature Park

CountryMark

Monticello City Park

910 S Main St (6,739 VPD)

SUNOCO

# AERIAL // 910 S MAIN ST



# FINANCIAL SUMMARY // 910 S MAIN ST



| THE OFFERING     | DOLLAR GENERAL     |
|------------------|--------------------|
| <b>PRICE:</b>    | <b>\$1,650,000</b> |
| <b>CAP RATE:</b> | <b>5.45%</b>       |

| OFFERING SUMMARY           |                               |
|----------------------------|-------------------------------|
| Property Address:          | 910 S Main St, Monticello, IN |
| Year Built                 | 2017                          |
| Gross Leasable Area (GLA): | 9,100 Sq.Ft.                  |
| Lot Size:                  | 1.52 +/- Acres                |
| Type of Ownership:         | Fee Simple                    |

| LEASE ABSTRACT           |                     |
|--------------------------|---------------------|
| Tenant:                  | Dollar General      |
| Lease Guarantor          | Corporate Guarantee |
| Lease Type:              | Absolute Net        |
| Lease Commencement Date: | 05/01/2017          |
| Lease Expiration Date:   | 04/30/2032          |
| Term Remaining:          | 10 Years            |
| Options:                 | Five, 5-Year        |
| Rental Increases:        | In Options          |
| Landlord Responsibility: | None                |
| Tenant Responsibility:   | All                 |

| RENT SCHEDULE               |             |              |        |
|-----------------------------|-------------|--------------|--------|
| RENT INCREASES              | ANNUAL RENT | MONTHLY RENT | PSF    |
| Current: Through 04/30/2032 | \$89,852    | \$7,487      | \$9.87 |



# DEMOGRAPHICS // MONTICELLO, INDIANA

| POPULATION                    | 3 Miles  | 5 Miles  | 10 Miles |
|-------------------------------|----------|----------|----------|
| <b>2026 Projection</b>        |          |          |          |
| Total Population              | 8,520    | 11,333   | 20,580   |
| <b>2021 Estimate</b>          |          |          |          |
| Total Population              | 8,519    | 11,358   | 20,572   |
| <b>2010 Census</b>            |          |          |          |
| Total Population              | 8,603    | 11,490   | 20,710   |
| <b>2000 Census</b>            |          |          |          |
| Total Population              | 8,976    | 12,030   | 21,300   |
| <b>Daytime Population</b>     |          |          |          |
| 2021 Estimate                 | 10,287   | 11,943   | 17,084   |
| <b>HOUSEHOLDS</b>             |          |          |          |
| <b>2026 Projection</b>        |          |          |          |
| Total Households              | 3,475    | 4,608    | 8,425    |
| <b>2021 Estimate</b>          |          |          |          |
| Total Households              | 3,456    | 4,591    | 8,374    |
| Average (Mean) Household Size | 2.4      | 2.4      | 2.4      |
| <b>2010 Census</b>            |          |          |          |
| Total Households              | 3,496    | 4,645    | 8,446    |
| <b>2000 Census</b>            |          |          |          |
| Total Households              | 3,540    | 4,717    | 8,404    |
| <b>Occupied Units</b>         |          |          |          |
| 2026 Projection               | 4,666    | 6,599    | 12,641   |
| 2021 Estimate                 | 4,581    | 6,485    | 12,418   |
| <b>HOUSEHOLDS BY INCOME</b>   |          |          |          |
| <b>2021 Estimate</b>          |          |          |          |
| \$150,000 or More             | 6.5%     | 6.9%     | 5.8%     |
| \$100,000-\$149,999           | 14.0%    | 14.8%    | 15.0%    |
| \$75,000-\$99,999             | 14.8%    | 15.1%    | 16.7%    |
| \$50,000-\$74,999             | 23.6%    | 23.6%    | 23.6%    |
| \$35,000-\$49,999             | 12.5%    | 12.1%    | 13.3%    |
| Under \$35,000                | 28.6%    | 27.4%    | 25.6%    |
| Average Household Income      | \$73,462 | \$76,822 | \$74,877 |
| Median Household Income       | \$59,573 | \$61,327 | \$62,406 |
| Per Capita Income             | \$30,099 | \$31,305 | \$30,656 |

| HOUSEHOLDS BY EXPENDITURE                     | 3 Miles   | 5 Miles   | 10 Miles  |
|---|-----------|-----------|-----------|
| Total Average Household Retail Expenditure    | \$112,667 | \$114,993 | \$116,422 |
| <b>Consumer Expenditure Top 10 Categories</b> |           |           |           |
| Housing                                       | \$17,561  | \$17,848  | \$18,037  |
| Transportation                                | \$9,971   | \$10,166  | \$10,243  |
| Food  | \$7,342   | \$7,467   | \$7,536   |
| Personal Insurance and Pensions               | \$6,605   | \$6,783   | \$6,915   |
| Healthcare                                    | \$5,625   | \$5,748   | \$5,830   |
| Entertainment                                 | \$2,885   | \$2,969   | \$3,020   |
| Cash Contributions                            | \$1,638   | \$1,684   | \$1,698   |
| Apparel                                       | \$1,531   | \$1,568   | \$1,590   |
| Gifts   | \$991     | \$1,031   | \$1,082   |
| Education                                     | \$831     | \$868     | \$917     |
| <b>POPULATION PROFILE</b>                     |           |           |           |
| <b>Population By Age</b>                      |           |           |           |
| 2021 Estimate Total Population                | 8,519     | 11,358    | 20,572    |
| Under 20                                      | 24.6%     | 23.9%     | 23.4%     |
| 20 to 34 Years                                | 16.2%     | 15.9%     | 15.7%     |
| 35 to 39 Years                                | 5.3%      | 5.2%      | 5.2%      |
| 40 to 49 Years                                | 11.5%     | 11.7%     | 11.8%     |
| 50 to 64 Years                                | 19.4%     | 20.4%     | 22.0%     |
| Age 65+                                       | 23.0%     | 22.9%     | 21.9%     |
| Median Age                                    | 43.5      | 44.4      | 45.2      |
| <b>Population 25+ by Education Level</b>      |           |           |           |
| 2021 Estimate Population Age 25+              | 5,968     | 8,040     | 14,704    |
| Elementary (0-8)                              | 3.4%      | 2.8%      | 2.5%      |
| Some High School (9-11)                       | 9.2%      | 8.4%      | 8.0%      |
| High School Graduate (12)                     | 39.1%     | 39.8%     | 41.4%     |
| Some College (13-15)                          | 23.1%     | 23.5%     | 22.6%     |
| Associate Degree Only                         | 7.9%      | 8.1%      | 8.6%      |
| Bachelor's Degree Only                        | 11.3%     | 11.4%     | 11.3%     |
| Graduate Degree                               | 6.0%      | 6.1%      | 5.5%      |

## EXCLUSIVELY LISTED BY

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