



# DOLLAR GENERAL PLUS

OFFERING MEMORANDUM

9600 N HWY 71 | MOUNTAINBURG, AR 72946



## EXCLUSIVELY LISTED BY:

---

### JOSH BISHOP

Senior Vice President

DIRECT +1 (214) 692-2289

MOBILE +1 (315) 730-6228

[josh.bishop@matthews.com](mailto:josh.bishop@matthews.com)

License No. 688810 (TX)

### BROKER OF RECORD

KYLE MATTHEWS

License No. PB00084217 (AR)

## TABLE OF CONTENTS

---

**03**

Investment Overview

**05**

Financial Overview

**07**

Tenant Overview

**09**

Area Overview







#### LIST PRICE

\$1,617,163



#### YEAR BUILT

2022



#### CAP RATE

5.50%



#### GROSS LEASABLE AREA

±10,640 SF

#### LEASE & LOCATION HIGHLIGHTS

- Brand new 2022 build-to-suit construction for Dollar General
- Larger 10,640 SF Dollar General PLUS prototype
- Dollar General elects to build the “PLUS” prototype when their sales projections for the store are substantial
- 15-Year Absolute NNN lease w/ zero management responsibilities
- Five, 5-Year renewal options, all of which include an attractive 10% rent increase
- Corporately guaranteed lease from Dollar General Corporation
- Average household income of \$75,120 – considered to be Dollar General’s “sweet-spot”
- Mountainburg is located approximately 30 miles Northeast of Fort Smith

#### TENANT HIGHLIGHTS

- Dollar General has been considered an essential retailer and has proven to be one of the most profitable companies throughout the COVID pandemic
- Dollar General has approx. 16,500 locations and plans to continue their expansion for the foreseeable future
- Dollar General boasts an investment grade credit rating of BBB (S&P) and has reported 34 consecutive quarters of same store sales growth

# DOLLAR GENERAL®



**HARPS**  
HOMETOWN FRESH



**WEST FORK**  
± 20 MILES AWAY

16

± 1,000 VPD

23

± 1,000 VPD

**STILWELL**

59

± 4,000 VPD

**McDonald's** **SONIC** **Walmart**  
Supercenter

**HARPS** **Pizza Hut** **O'Reilly**  
HOMETOWN FRESH AUTO PARTS

INTERSTATE  
49

± 3,000 VPD

± 11,000 VPD



**SUBJECT PROPERTY**

23

± 2,000 VPD

**MOUNTAINBURG**

59

± 6,000 VPD

**Walmart**  
Supercenter

**McDonald's** **KFC** **SONIC**

**Walmart**  
Supercenter

**McDonald's** **W** **HARPS**  
HOMETOWN FRESH

**BRAUM'S** **Pizza Hut** **Old Country Store** **SONIC** **QUALITY INN & SUITES**

INTERSTATE  
40

± 13,000 VPD

**LOWE'S** **CVS**  
pharmacy

**Walmart**  
Supercenter

**TSC TRACTOR SUPPLY CO** **ALDI**

**CEDARVILLE**

**ALMA**

**OZARK-FRANKLIN  
COUNTY AIRPORT**

**OZARK**

64

± 4,000 VPD

**VAN BUREN**

64

**FORT SMITH**

± 30 MILES AWAY



**UNIVERSITY OF ARKANSAS  
FORT SMITH**  
6,500 STUDENTS



**ARKANSAS TECH UNIVERSITY  
OZARK CAMPUS**  
2,041 STUDENTS

INTERSTATE  
49

± 4,000 VPD

**Walmart**  
Neighborhood Market

**Waffle House** **McDonald's** **Target**

**Walmart**  
Supercenter

**Best Buy**

23

± 7,000 VPD

**FORT SMITH  
REGIONAL AIRPORT**

**POCOLA**

59

± 7,000 VPD

4





# FINANCIAL OVERVIEW

*DOLLAR GENERAL PLUS*

REPRESENTATIVE PHOTO



## FINANCIAL OVERVIEW

TENANT TRADE NAME	Dollar General
TYPE OF OWNERSHIP	Fee Simple
LEASE GUARANTOR	Corporate
LEASE TYPE	Absolute NNN
ROOF AND STRUCTURE	Tenant Responsibility
ORIGINAL LEASE TERM	15 Years
RENT COMMENCEMENT DATE	October 2022
LEASE EXPIRATION DATE	October 2037
TERM REMAINING ON LEASE	±15 Years
INCREASE	10% Options
OPTIONS	Five, 5-Year Options

REPRESENTATIVE PHOTO



For financing options please reach out to:

Patrick Flanagan  
patrick.flanagan@matthews.com  
(214) 620-1939

## ANNUALIZED OPERATING DATA

DATE	MONTHLY RENT	ANNUAL RENT	CAP RATE
Current - October 2037	\$7,412.00	\$88,944.00	5.50%
Option 1	\$8,153.00	\$97,836.00	6.05%
Option 2	\$8,969.00	\$107,628.00	6.66%
Option 3	\$9,866.00	\$118,392.00	7.32%
Option 4	\$10,852.00	\$130,224.00	8.05%
Option 5	\$11,938.00	\$143,256.00	8.86%





# AREA OVERVIEW

DOLLAR GENERAL PLUS

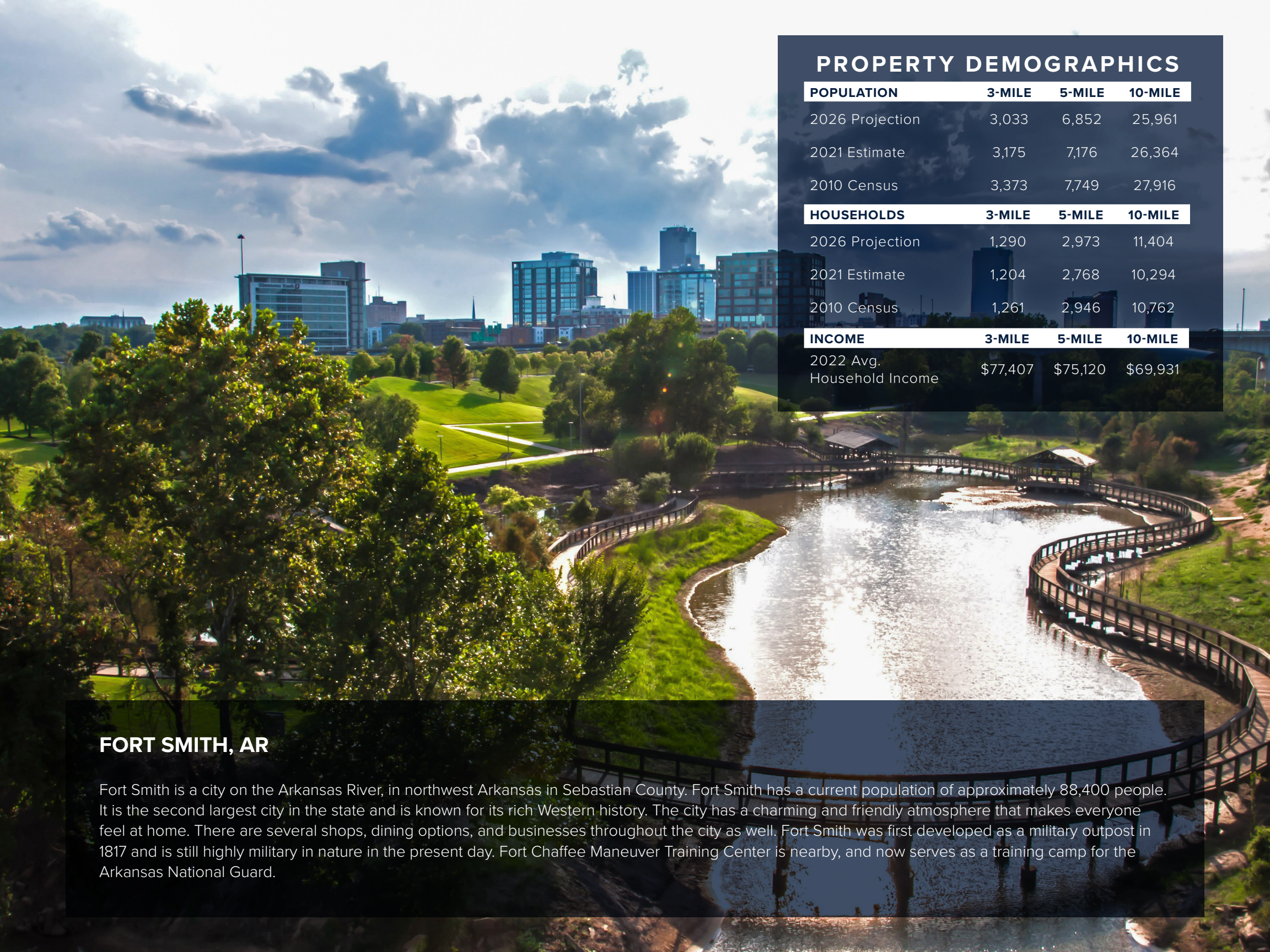


## MOUNTAINBURG, AR

631 people live in the City Limits of Mountainburg but 5,000 to 10,000 residents in the surrounding hills and valleys call Mountainburg HOME. There are untold thousands of others that grew up here and now live in other cities and states but still consider Mountainburg their hometown. Its just that kind of place, from the beauty of the Boston Mountains to the lake and streams that flow through our valley its easy to be proud to call Mountainburg your home. As our town logo says its “A Paradise to Share” and those of us that are fortunate enough to live here welcome all visitors to come share our Paradise here on earth.







## PROPERTY DEMOGRAPHICS

POPULATION	3-MILE	5-MILE	10-MILE
2026 Projection	3,033	6,852	25,961
2021 Estimate	3,175	7,176	26,364
2010 Census	3,373	7,749	27,916
HOUSEHOLDS	3-MILE	5-MILE	10-MILE
2026 Projection	1,290	2,973	11,404
2021 Estimate	1,204	2,768	10,294
2010 Census	1,261	2,946	10,762
INCOME	3-MILE	5-MILE	10-MILE
2022 Avg. Household Income	\$77,407	\$75,120	\$69,931

### FORT SMITH, AR

Fort Smith is a city on the Arkansas River, in northwest Arkansas in Sebastian County. Fort Smith has a current population of approximately 88,400 people. It is the second largest city in the state and is known for its rich Western history. The city has a charming and friendly atmosphere that makes everyone feel at home. There are several shops, dining options, and businesses throughout the city as well. Fort Smith was first developed as a military outpost in 1817 and is still highly military in nature in the present day. Fort Chaffee Maneuver Training Center is nearby, and now serves as a training camp for the Arkansas National Guard.



## FORT SMITH, AR ECONOMY

Fort Smith has a gross metro product of \$11.1 B and has a median household income of \$40,032. The cost of living is 14% below the national average and the major industries are manufacturing, tourism, and health care. The economy of Fort Smith employs around 39,100 people. The largest industries of employment include Manufacturing (7,144), Health Care & Social Assistance (5,780), and Retail Trade (4,710). The highest paying industries are Management of Companies & Enterprises (\$70,588), Utilities (\$64,083), and Mining, Quarrying, & Oil & Gas Extraction (\$53,085). The state's top domestic production includes Mixed Freight (\$14.2 B), Meat/seafood (\$13.7 B), Coal-n.e.c. (\$9.55 B). The state's most common trade partners are Texas, Mississippi, and Oklahoma.

## UNIVERSITY OF ARKANSAS FORTH SMITH

The University of Arkansas Fort Smith is a public institution and is the sixth largest university in Arkansas with a current student population of about 6,300 students. The university takes up 170 acres of land. The athletics department competes in the NCAA Division II. The Lions compete as members of the Lone Star Conference for all 10 varsity sports. The university contributed \$85.5 million in direct spending and around \$142.7 million in output to Sebastian County during 2019. This means that 1,401 jobs and \$55.5 million in labor are associated with the University.







# TENANT OVERVIEW

*DOLLAR GENERAL PLUS*

*REPRESENTATIVE PHOTO*



## TENANT PROFILE

### COMPANY NAME

Dollar General  
Corporation

### OWNERSHIP

Public

### INDUSTRY

Dollar Stores

### HEADQUARTERS

Goodlettsville, TN

### NO. OF EMPLOYEES

±158,000

# 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, 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 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.



**18,190+**

LOCATIONS



**\$34.2B**

2021 REVENUE



**1939**

FOUNDED



## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General Plus** located at **9600 N Hwy 71 Mountainburg, AR 72946** ("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:

1. The Offering Memorandum and its contents are confidential;
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.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Matthews Real Estate Investment Services.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

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.



# DOLLAR GENERAL®

9600 N HWY 71 | MOUNTAINBURG, AR 72946

OFFERING MEMORANDUM

EXCLUSIVELY LISTED BY:

**DOLLAR GENERAL**

**JOSH BISHOP**

Senior Vice President

DIRECT +1 (214) 692-2289

MOBILE +1 (315) 730-6228

josh.bishop@matthews.com

License No. 01940394 (TX)

**BROKER OF RECORD**

**KYLE MATTHEWS**

License No. PB00084217 (AR)

**MATTHEWS™**  
REAL ESTATE INVESTMENT SERVICES

REPRESENTATIVE PHOTO