



**DOLLAR GENERAL®**

**9008 HIGHWAY 19 N | COLLINSVILLE, MS 39325**

OFFERING MEMORANDUM



## EXCLUSIVELY LISTED BY:

### BRAYDEN CONNER

Associate

DIR: +1 (615) 206-7703

MOB: +1 (817) 437-1797

brayden.conner@matthews.com

LIC# 362162 (TN)

### CLAY SMITH

Vice President

DIR: +1 (615) 412-1630

MOB: +1 (404) 316-3197

clay.smith@matthews.com

LIC# 361676 (TN)

### BROKER OF RECORD

Phillip Carpenter

LIC# 18906 (MS)

# DOLLAR GENERAL®

9008 HIGHWAY 19 N | COLLINSVILLE, MS 39325

03 INVESTMENT HIGHLIGHTS

04 INVESTMENT SUMMARY

05 TENANT OVERVIEW

07 AREA OVERVIEW

# INVESTMENT HIGHLIGHTS

---

## LEASE HIGHLIGHTS

- **Corporate Guarantee** – Dollar General has over 18,000 locations
- **NN** – Landlord has minimal responsibilities and receives additional income from Dollar General to cover CAM
- **Recent Extension** – Tenant extended lease with no concessions given by landlord, showing commitment to site

## LOCATION HIGHLIGHTS

- **Collinsville** – Collinsville is a town located  $\pm$  10 miles to the northwest of Meridian, Mississippi.
- **Long-term commitment** – Tenant has been at site since 2001, executing multiple extensions
- **Strategically Positioned** – The property is located on a major thoroughfare in town, seeing  $\pm$ 12,000 VPD

## TENANT HIGHLIGHTS

- **Essential Retailer** – Dollar General has proven to be one of the most profitable companies throughout the COVID pandemic
- **Expanding Concept** – Dollar General has over 18,000 locations and has slated 1,000 more for 2022
- **Investment Grade Credit** – Dollar General boasts a credit rating of BBB (S&P) and has reported 31 years of consecutive growth



# DOLLAR GENERAL®

## INVESTMENT SUMMARY

### TENANT SUMMARY

TENANT TRADE NAME	Dollar General
TYPE OF OWNERSHIP	Fee Simple
LEASE TYPE	Corporate
LEASE GUARANTOR	NN
ROOF AND STRUCTURE	Owner Responsibility
ORIGINAL LEASE TERM	±10 Years
LEASE EXPIRATION DATE	4/14/2027
TERM REMAINING	±4 Years
INCREASES	7.5% Every 5 Years
OPTIONS	2, 5-Year Options



**\$621,213**  
LIST PRICE



**7.75%**  
CAP RATE



**\$48,144**  
ANNUAL RENT



**±8,495 SF**  
GLA



**1996**  
YEAR BUILT

## ANNUALIZED OPERATING DATA

	MONTHLY RENT	ANNUAL RENT	RENT/SF	CAP
Current	\$4,012	\$48,144	\$5.66	7.75%
Option 1	\$4,212	\$50,544	\$5.95	8.13%
Option 2	\$4,548	\$54,576	\$6.42	8.78%

### FINANCING INQUIRIES

*For financing options reach out to:*

**PRICE BUTCHER**

**+1 (615) 216-6223**

**price.butcher@matthews.com**

# 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

Collinsville is a small town in Mississippi located in northwestern Lauderdale County. Collinsville is filled with professionals, sales and office workers, and service providers. Collinsville is also a town of artists. Collinsville has more artists, designers and people working in media than 90% of the communities in America.

There are quite a few people in the armed forces living in Collinsville, and when you visit or drive around town, you will see military people in and out of uniform, shopping, enjoying life, and being part of the community.

A popular activity to do in Collinsville is to camp at Okatibbee Lake. Located just outside of Collinsville, the lake is home to various wildlife species and serves as a great escape for people of the community.

# DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
Current Year Estimate	612	2,650	5,670
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Current Year Estimate	231	1,019	2,196
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$95,730	\$94,641	\$91,138



# CONFIDENTIALITY & DISCLAIMER STATEMENT

---

This Offering Memorandum contains select information pertaining to the business and affairs of **Dollar General** located at **9008 Highway 19 N | Collinsville, MS 39325** (“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®

9008 HIGHWAY 19 N | COLLINSVILLE, MS 39325

## EXCLUSIVELY LISTED BY:

### BRAYDEN CONNER

Associate

DIR: +1 (615) 206-7703

MOB: +1 (817) 437-1797

brayden.conner@matthews.com

LIC# 362162 (TN)

### CLAY SMITH

Vice President

DIR: +1 (615) 412-1630

MOB: +1 (404) 316-3197

clay.smith@matthews.com

LIC# 361676 (TN)

### BROKER OF RECORD

Phillip Carpenter

LIC# 18906 (MS)

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES