



**DOLLAR GENERAL<sup>®</sup>**

REPRESENTATIVE PHOTO

**102 Jung Sun Ln Dr, Chaparral, NM 88081**



INTERACTIVE OFFERING MEMORANDUM



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## INVESTMENT HIGHLIGHTS

- Absolute NNN – Zero Landlord Responsibilities
- Dollar General is Accompanied by an Investment Grade “BBB” Credit Rating
- Limited Competition in the Area – One of Two Dollar Generals in the Area
- Long Lease Term Remaining – Over 11.8 Years Remaining on the Current Term
- Recession Resistant Tenant – Dollar General has Been Historically Profitable During Times of Market Uncertainty - Boasting a Silver Globe Business Excellence Award for Their Response to the COVID-19 Pandemic.
- Densely Populated Area – Estimated Population of 22,361 Within a 5-Mile Radius – Over 100,000 Within a 10-Mile Radius
- Located on State Line Drive – Sees over 3,200 VPD
- Corporate Guarantee
- Located 15 Miles North of El Paso, TX
- Average Household Income of \$48,920 Within a 5-Mile Radius



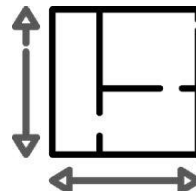
## FINANCIAL OVERVIEW



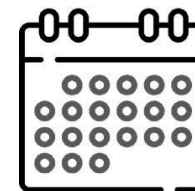
**\$1,386,685**  
PRICE



**7.00%**  
CAP RATE



**±9,026 SF**  
GLA



**2020**  
YEAR BUILT

### TENANT SUMMARY

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Lease Guarantor	Corporate Guarantee
Lease Type	Absolute NNN
LL Responsibilities	None
Term Remaining	±11.8 Years
Original Lease Term	15 Years
Rent Commencement	10/22/2020
Rent Expiration	10/31/2035
Increases	10%
Options	Three, 5-Year Options

### ANNUALIZED OPERATING DATA

TERM	DATE	MONTHLY RENT	ANNUAL RENT	CAP RATE	RENT PSF	INCREASES
Original	10/22/2020 - 10/31/2035	\$8,089.00	\$97,068.00	7.00%	\$10.67	10%
1st Option	11/1/2035 - 11/30/2040	\$8,898.00	\$106,776.00	7.70%	\$11.73	10%
2nd Option	12/1/2040 - 12/31/2045	\$9,787.00	\$117,444.00	8.47%	\$12.91	10%
3rd Option	1/1/2046 - 1/31/2051	\$10,766.00	\$129,192.00	9.32%	\$14.20	10%
Averages		\$9,385.00	\$112,620.00	8.12%	-	-





**SUNRISE ELEMENTARY SCHOOL**  
± 405 STUDENTS

**CHAPARRAL MIDDLE SCHOOL**  
± 633 STUDENTS



**CHAPARRAL HIGH SCHOOL**  
± 1,017 STUDENTS

**YUCCA HEIGHTS ELEMENTARY**  
± 645 STUDENTS

**DESERT TRAIL ELEMENTARY SCHOOL**  
± 469 STUDENTS

**CHAPARRAL ELEMENTARY SCHOOL**  
± 741 STUDENTS



SUBJECT PROPERTY



+ 6,000 VPD





# DOLLAR GENERAL®

## TENANT OVERVIEW

Dollar General is the fastest-growing retailer which currently boasts roughly 21,000 neighborhood general stores in 48 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  $\pm 9,100$  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.



## THE OFFERING

PROPERTY NAME		DOLLAR GENERAL
Property Address		102 Jung Sun Ln Dr, Chaparral, NM 88081
SITE DESCRIPTION		
Number of Stories		1
Year Built		2020
GLA		$\pm 9,026$ SF
Type of Ownership		Fee Simple

COMPANY NAME  
**DOLLAR GENERAL**

EMPLOYEES  
 **$\pm 140,000$**

YEAR FOUNDED  
**1996**

HEADQUARTERS  
**GOODLETTSVILLE, TN**

WEBSITE  
**DOLLARGENERAL.COM**

LOCATIONS  
**19,500+**

# AREA OVERVIEW

## Chaparral, NM

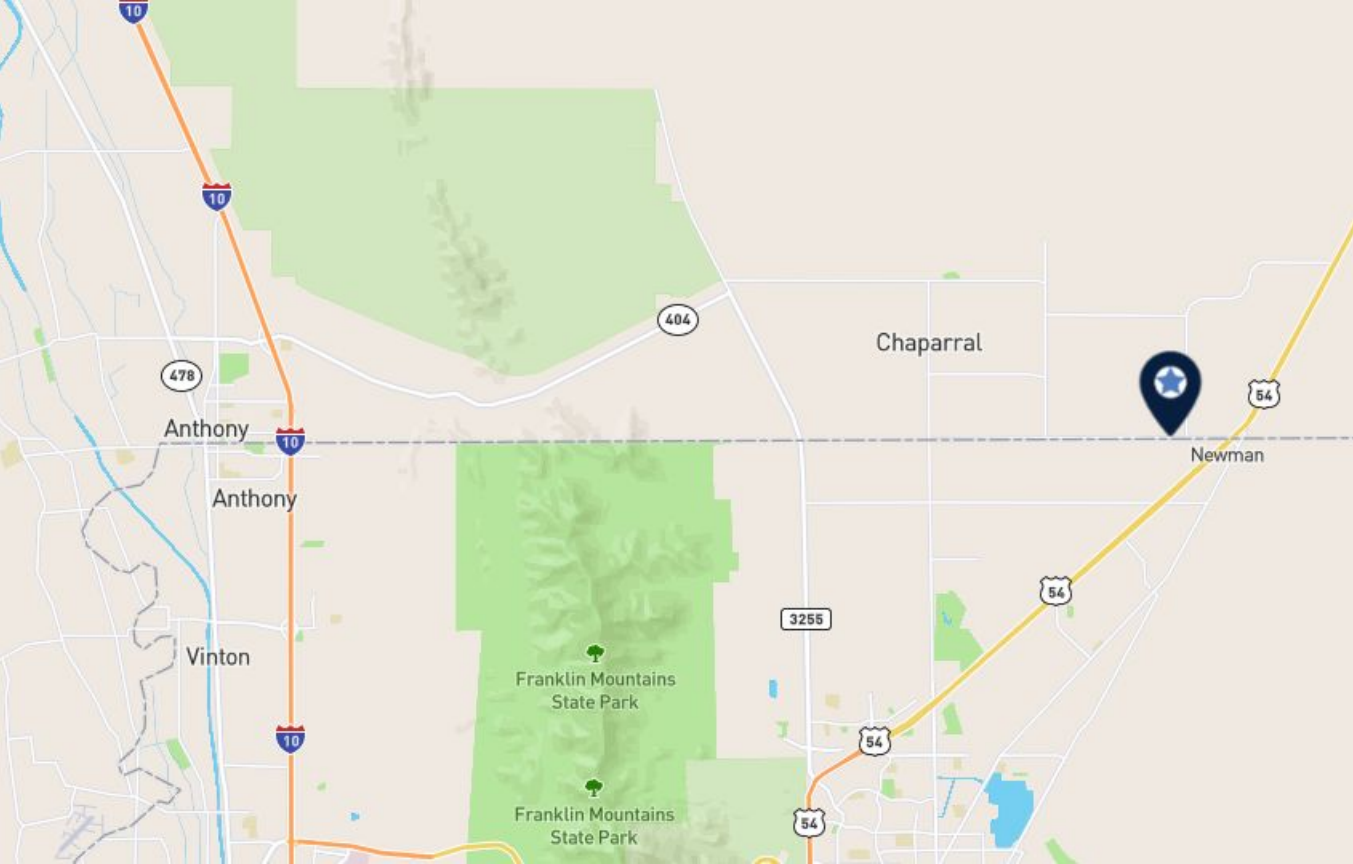
Chaparral is situated in Doña Ana County, encompassing an area with a mix of desert and scrubland terrain. The town is positioned near the Texas border, making it a significant point of contact between the two states. The Organ Mountains to the east contribute to the town's scenic backdrop. The semi-arid climate of Chaparral influences its ecosystem, characterized by dry conditions and unique flora and fauna adapted to desert environments.

Geographically, Chaparral serves as a gateway between New Mexico and Texas, with its location playing a crucial role in economic and cultural exchanges. The nearby natural attractions, such as the Organ Mountains, provide residents and visitors with opportunities for outdoor activities, contributing to the overall appeal of the area.

The history of Chaparral is intertwined with the broader historical narrative of the southwestern United States. Initially inhabited by indigenous peoples, the region later became part of Spanish colonization efforts in the 16th century. Over the years, the area experienced a mix of Native American, Spanish, and Mexican influences.

Chaparral's growth gained momentum during the 19th and early 20th centuries, driven by factors like mining, ranching, and the expansion of the railroad. However, it wasn't until the mid-20th century that Chaparral saw more organized settlement and development. Understanding the historical context provides insight into the community's roots and the factors that shaped its current character.

Chaparral is a diverse community with a population representing various ethnic backgrounds. Demographic details, such as age distribution, education levels, and income, contribute to the overall understanding of the community's composition. As with any community, demographics and dynamics can evolve over time, making it essential to refer to the latest census and community reports for accurate information.



## DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
Five-Year Projection	2,550	14,557	26,951
Current Year Estimate	2,299	12,505	23,139
2020 Census	2,244	11,582	21,431
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
Five-Year Projection	775	4,129	8,397
Current Year Estimate	709	3,548	7,141
2020 Census	649	3,260	6,592
INCOME	1-MILE	3-MILE	5-MILE
Average Household Income	\$26,093	\$42,714	\$53,198

## DOLLAR GENERAL PORTFOLIO - AVAILABLE STORES

ADDRESS	CITY	STATE	TERM REMAINING	LL RESPONSIBILITIES	NOI	CAP	LIST PRICE	GLA (SF)
1406 Dr Martin Luther King Jr. Drive	Crossett	AR	11.6	Absolute NNN	\$87,663.12	7.00%	\$1,252,330.29	9,026
803 Hwy 74	Wesley	AR	11.9	Absolute NNN	\$85,692.00	7.00%	\$1,224,171.43	9,026
3735 W US Hwy 270	Pencil Bluff	AR	11.9	Absolute NNN	\$83,016.00	7.00%	\$1,185,942.86	9,026
5291 State Hwy 24	Chidester	AR	12.2	Absolute NNN	\$77,799.96	7.00%	\$1,111,428.00	9,002
22841 Hwy 412	Huntsville	AR	11.5	Absolute NNN	\$84,888.00	7.00%	\$1,212,685.71	9,100
4301 Hwy 165 S	Gillett	AR	12	Absolute NNN	\$79,022.76	7.00%	\$1,128,896.57	9,026
903 Grundy Ave	Reinbeck	IA	11.9	Absolute NNN	\$88,400.04	7.00%	\$1,262,857.71	9,100
2774 310th Street	Hamburg	IA	12	Absolute NNN	\$82,214.40	7.00%	\$1,174,491.43	9,026
169 N Main Street	North Salem	IN	12	Absolute NNN	\$89,989.92	7.00%	\$1,285,570.29	9,026
3597 Old Somerset Pike	Brodhead	KY	11	Absolute NNN	\$82,172.04	7.00%	\$1,173,886.29	9,026
2804 KY Hwy 198	McKinney	KY	11	Absolute NNN	\$79,320.00	7.00%	\$1,133,142.86	9,026
KY 3832 Hwy 321 S	Hagerhill	KY	11.4	Absolute NNN	\$88,680.00	7.00%	\$1,266,857.14	9,100
8646 Liberty Road	Campbellsville	KY	11.3	Absolute NNN	\$77,343.00	7.00%	\$1,104,900.00	9,100
4118 KY Hwy 36	Cynthiana	KY	11.7	Absolute NNN	\$83,225.04	7.00%	\$1,188,929.14	9,100
30 Blackwater Road	London	KY	11.5	Absolute NNN	\$79,865.04	7.00%	\$1,140,929.14	9,026
14060 Veteran Memorial Hwy	Turkey Creek	LA	12	Absolute NNN	\$93,904.44	7.00%	\$1,341,492.00	9,026
1823 LA-117	Provencal	LA	11	Absolute NNN	\$87,644.28	7.00%	\$1,252,061.14	9,100
E 2634 Peterson Road	Trenary	MI	12	Absolute NNN	\$91,995.72	7.00%	\$1,313,653.14	9,100
102 Jung Sun Drive	Chaparral	NM	11.8	Absolute NNN	\$97,068.00	7.00%	\$1,386,685.71	9,026
1800 NYS Route 29	Galway	NY	10	Absolute NNN	\$103,822.56	7.00%	\$1,483,179.43	9,002
9212 Route 5	West Bloomfield	NY	10.8	Absolute NNN	\$101,100.24	7.00%	\$1,444,289.14	9,026
290 Broadway	Fort Edward	NY	10.8	Absolute NNN	\$111,092.28	7.00%	\$1,587,032.57	9,002
240 North Second St	Frankfort	OH	12.4	Absolute NNN	\$94,464.00	7.00%	\$1,349,485.71	9,026
878 East Brady Road	Cowansville	PA	12	Absolute NNN	\$100,938.00	7.00%	\$1,441,971.43	9,026
701 Clearfield Road	Fenelton	PA	12	Absolute NNN	\$107,484.96	7.00%	\$1,535,499.43	9,100
6359 Hwy 90	Clairfield	TN	12	Absolute NNN	\$93,224.04	7.00%	\$1,331,772.00	9,002



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **102 Jung Sun Ln Dr, Chaparral, NM 88081**, (“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. Neither 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.

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 entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

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 Owner 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 of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.



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