



**DOLLAR GENERAL<sup>®</sup>**

1270 Hartsville Pike | Gallatin, TN 37066



INTERACTIVE OFFERING MEMORANDUM

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# EXECUTIVE OVERVIEW

## LEASE OVERVIEW & HIGHLIGHTS

- Absolute NNN Lease – Tenant is responsible for all maintenance, taxes, & insurance for a truly passive investment
- Extremely strong corporately guaranteed lease
- Three, 5-year renewal options all of which include 10% rental increases
- Long Term Operating History – Tenant has been open at location since 2012
- Traffic Counts exceed  $\pm 10,460$  VPD at the Hartsville Pike/Airport Road intersection
- Nearby Retailers – New Mobile Gas Station, Walgreens, Sonic, Food Lion, Subway, Hardee's, Save-A-Lot, Arby's, Captain D's, El Gallito Supermercado, Regions Bank, and countless others
- Excellent Real Estate Fundamentals – Location is strategically positioned on  $\pm 1.71$  AC allowing for ample parking

## LOCATION OVERVIEW

- Nashville MSA – Nashville is the most populous metro area in Tennessee with just over 1-million people
- Population – 5 mile population in excess of 39,465 residents with an annual growth rate of 2.30%
- Average household income of \$89,966 in a 1-mile radius of the subject property
- $\pm 2$  miles from downtown Gallatin and  $\pm 30$  miles from downtown Nashville
- Less than a mile from Highpoint Health (167 bed hospital)

## TENANT OVERVIEW

- Dollar General has over 21,000+ operating locations, with plans to continue expanding, making them the largest retailer in the US by store count
- Investment grade BBB credit rating (S&P)
- Essential retailer that has remained open & operating throughout significant economic downturns & pandemic related closures



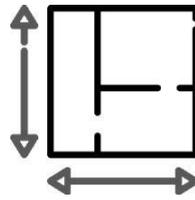
## FINANCIAL OVERVIEW



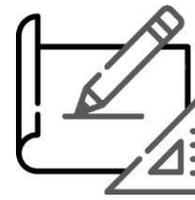
**\$1,289,740**  
PRICE



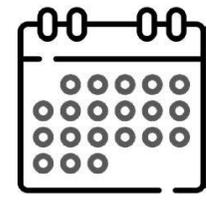
**7.25%**  
CAP RATE



**±9,100 SF**  
GLA



**±1.71 AC**  
LOT SIZE



**2012**  
YEAR BUILT

### TENANT SUMMARY

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	Absolute NNN
Roof and Structure	Tenant Responsible
Original Lease Term	15 Years
Delivery Date	12/01/2012
Lease Expiration Date	11/30/2027
Term Remaining on Lease	±3.1 Years
Increases	10% Every Option Period
Options	Three, Five-Year Options

### ANNUALIZED OPERATING DATA

	MONTHLY RENT	ANNUAL RENT	RENT PSF	CAP RATE
Current	\$7,792.18	\$93,506	\$10.27	7.25%
Option 1	\$8,571.39	\$102,857	\$11.30	7.98%
Option 2	\$9,428.53	\$113,142	\$12.43	8.77%
Option 3	\$10,371.39	\$124,457	\$13.68	9.65%





GALLATIN COUNTRY CLUB



31E

± 12,730 VPD



VENA STUART ELEMENTARY SCHOOL  
730 STUDENTS



SUBJECT PROPERTY



25

± 10,460 VPD

± 9,920 VPD



AIRPORT RD



# 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  $\pm 10,640$  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 OFFERING

### PROPERTY NAME

**DOLLAR GENERAL**

### Property Address

1270 Hartsville Pike, Gallatin, TN 37066

### SITE DESCRIPTION

#### Year Built

2010

#### GLA

$\pm 9,026$  SF

#### Type of Ownership

Absolute NNN

### COMPANY NAME

**DOLLAR GENERAL**

### EMPLOYEES

**$\pm 170,000$**

### YEAR FOUNDED

**1939**

### HEADQUARTERS

**GOODLETTSVILLE, TN**

### WEBSITE

**DOLLARGENERAL.COM**

### LOCATIONS

**21,000+**

# AREA OVERVIEW

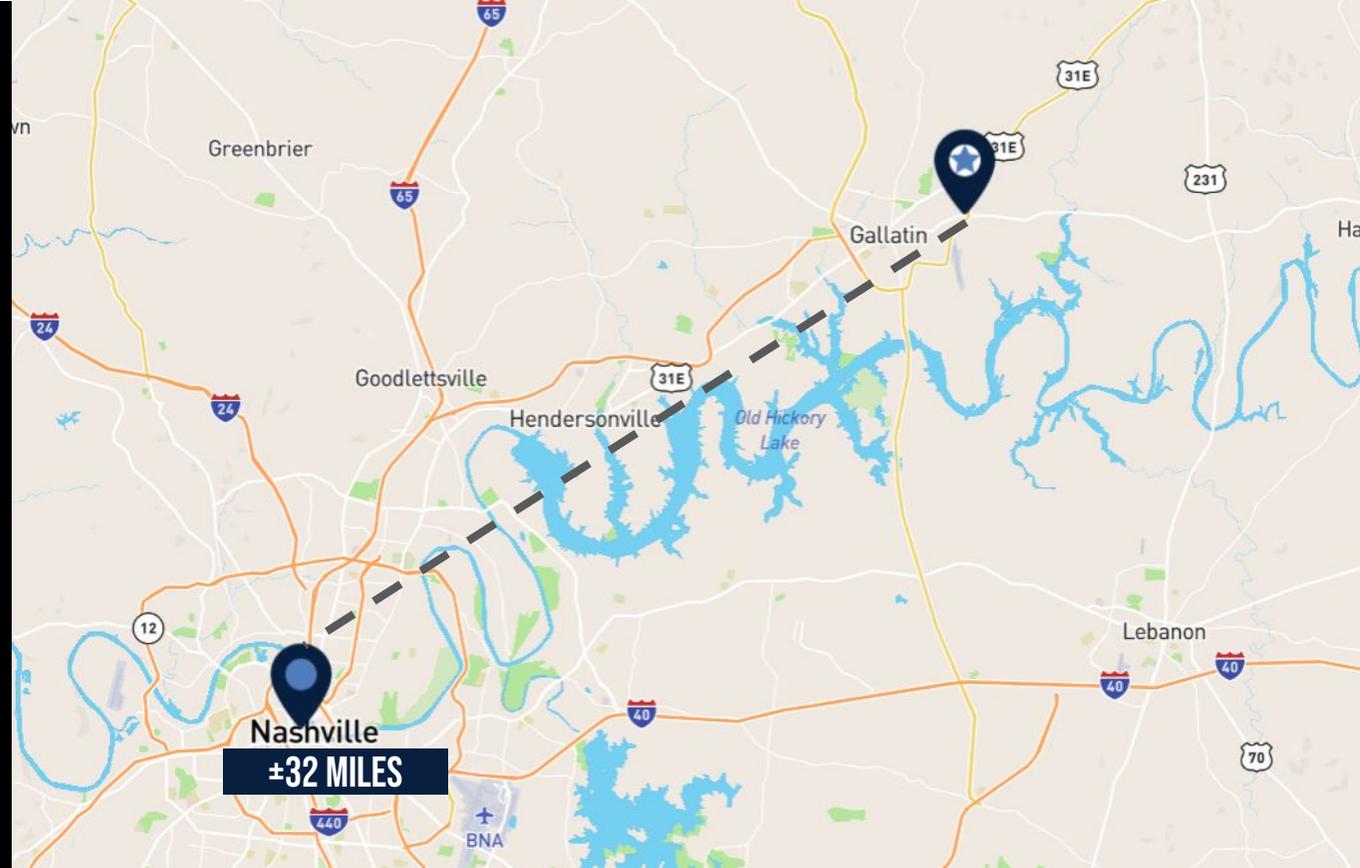
## Gallatin, TN

Gallatin, Tennessee, holds a significant place in Tennessee’s history. Its location along the Cumberland River positioned it as a key trading post and agricultural center in the 19th century. The city retains many of its historic structures, with landmarks like the Sumner County Courthouse and Cragfont mansion reflecting its early days.

Gallatin’s well-preserved downtown area, with its historic square and buildings, offers residents and visitors a tangible connection to the past and a glimpse of early Tennessee life.

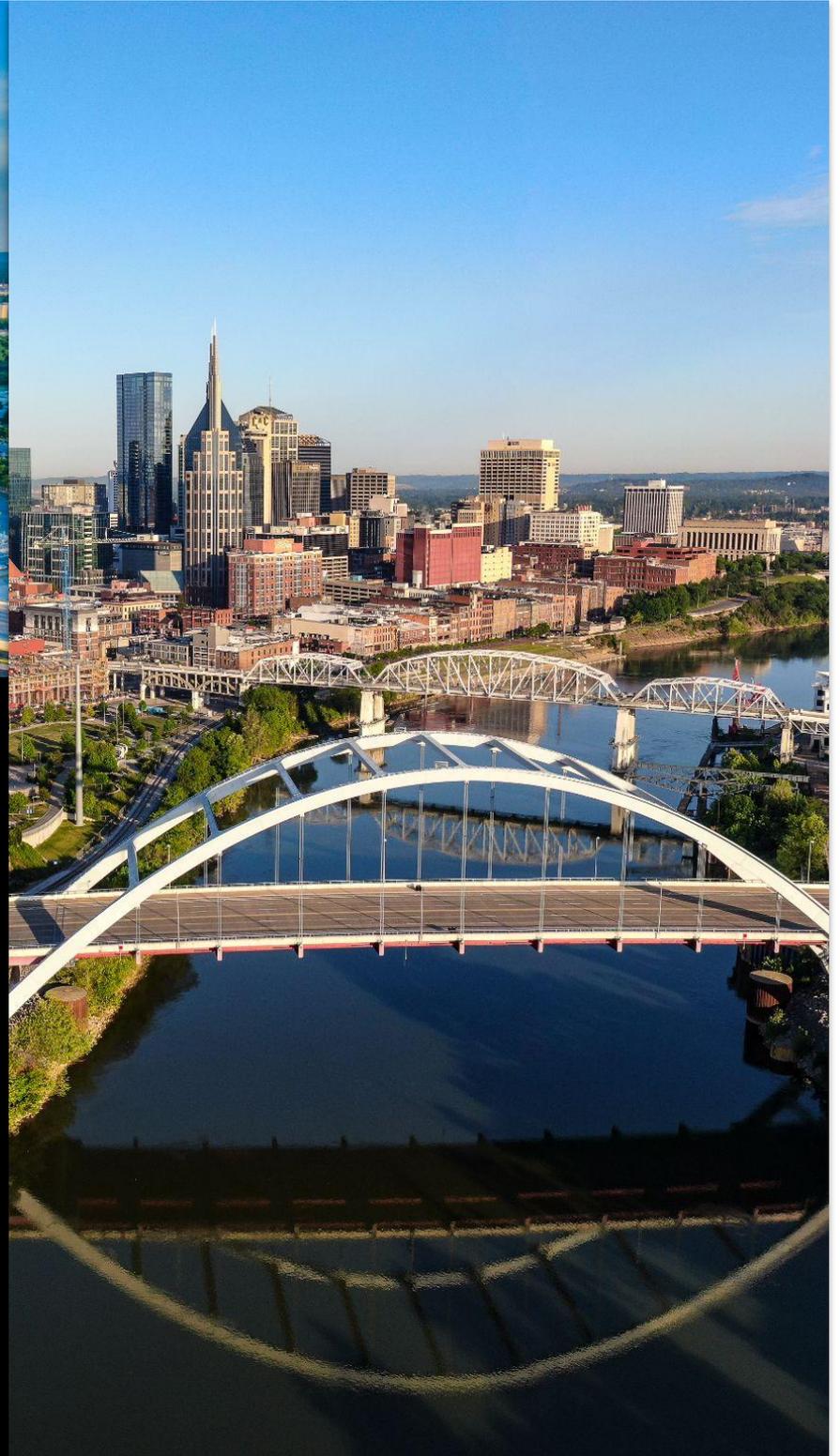
Gallatin has a lively cultural scene and hosts a range of events and attractions that celebrate local arts and community spirit. The Palace Theatre, one of Tennessee’s oldest movie theaters, is a popular spot for films and live performances. Annual events like the Gallatin Main Street Festival and Sumner County Fair draw crowds with local artisans, food, and music. Nature enthusiasts are drawn to Old Hickory Lake, known for its boating, fishing, and landscapes, as well as Triple Creek Park, where trails, sports fields, and playgrounds provide recreational opportunities for all ages.

The economy in Gallatin includes key sectors such as healthcare, manufacturing, and retail, with major employers like Sumner Regional Medical Center and ServPro offering significant job opportunities. Located just ±30 miles northeast of Nashville, Gallatin offers residents the advantages of a suburban lifestyle with easy access to Nashville’s job market, cultural attractions, and educational institutions. The city’s proximity to a major urban center makes it an appealing place for those seeking a balance between city amenities and a community atmosphere.



# DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
<b>Current Year Estimate</b>	2,510	19,643	39,465
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
<b>Current Year Estimate</b>	993	7,516	15,189
INCOME	1-MILE	3-MILE	5-MILE
<b>Average Household Income</b>	\$89,966	\$64,949	\$70,907



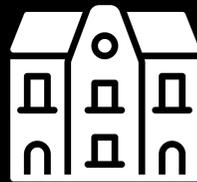
## NASHVILLE, TN MSA

With a population of over 1,333,000 residents in the city, Nashville is the most populated city in Tennessee. A major center for the music industry, especially country music, Nashville is commonly known as “Music City.” Nashville is also a major center for healthcare, publishing, private prison, banking, automotive, and transportation industries. It is also home to numerous colleges and universities, including Vanderbilt University, Belmont University, Fisk University, and Middle Tennessee State University. Nashville is sometimes referred to as “Athens of the South” due to its large number of educational institutions. With a vibrant economy and a variety of exciting entertainment options, Nashville is a growing city that exudes southern charm.



**#2**

**HOTTEST JOB MARKET  
IN THE COUNTRY**



**#3**

**HOTTEST HOUSING MARKET  
IN THE NATION**

# 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 **1270 Hartsville Pike, Gallatin, TN 37066** (“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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