

CORPORATE  
GUARANTEE

RECENT LEASE  
EXTENSION

# DOLLAR GENERAL®

20+ YEAR  
OPERATING  
HISTORY

19,000 STORES  
NATIONALLY



TENANT COMMITMENT WITH  
20+ YEAR OPERATING HISTORY



Representative Photo

425 HUNT STREET, LEADWOOD, MO, 63653

**DOLLAR GENERAL | LEADWOOD, MO | ST. LOUIS MSA**

NET  
LEASE  
PARTNERS®

VALUF<sup>■</sup>NET  
LEASE<sup>■</sup>PARTNERS<sup>©</sup>

# EXCLUSIVELY MARKETED DOLLAR GENERAL (LEADWOOD, MO)

# DOLLAR GENERAL®

In Association with Scott Reid & ParaSell, Inc. | Costa Mesa, California | P: 949.942.6578 | A Licensed Illinois Broker #478027307 | A Licensed Missouri Broker #2019035835 | A Licensed Alabama Broker #000127148-0 | A Licensed Tennessee Broker #264531

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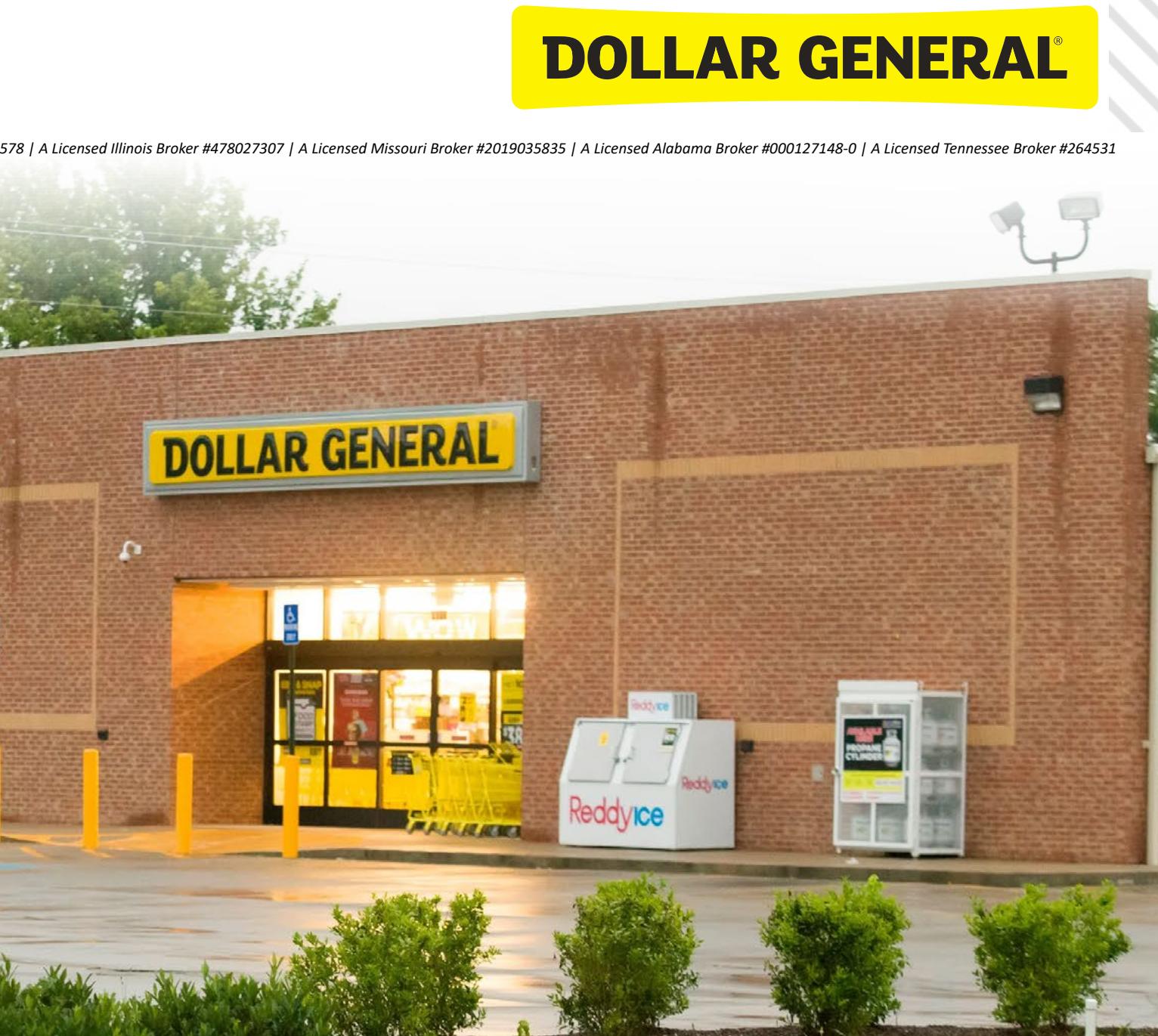
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Representative Photo

# PORTRFOIO OVERVIEW

## DOLLAR GENERAL (LEADWOOD, MO)

# DOLLAR GENERAL®

THIS PROPERTY IS PART OF OUR DOLLAR STORE PORTFOLIO

Property Name	Address	City	State	Building Size (SF)	Lot Size (AC)	Years Left On Lease	NOI	CAP RATE	PRICE
<b>Dollar General</b>	<b>425 Hunt Street</b>	<b>Leadwood</b>	<b>Missouri</b>	<b>9,014 SF</b>	<b>0.89 AC</b>	<b>4.7 years</b>	<b>\$34,530</b>	<b>8.25%</b>	<b>\$418,545</b>
Dollar Tree	721 S. Main Street	Monmouth	Illinois	7,775 SF	1.26 AC	4.9 years	\$32,782	10.00%	\$327,825
Dollar General	505 Commercial Drive	Abingdon	Illinois	8,000 SF	0.53 AC	5.3 years	\$45,235	9.00%	\$502,611
Dollar General	500 E. Saint Joseph St.	Springfield	Illinois	9,000 SF	0.45 AC	1.5 years	\$34,015	10.00%	\$340,150
Dollar General	225 Church Street	Andalusia	Alabama	9,090 SF	0.59 AC	4.9 years	\$46,560	8.25%	\$564,364
Dollar General	7006 Cumberland Gap Pkwy	Harrogate	Tennessee	9,200 SF	0.52 AC	4.5 years	\$51,802	8.25%	\$627,903

# INVESTMENT HIGHLIGHTS

## DOLLAR GENERAL (LEADWOOD, MO)

# DOLLAR GENERAL®

### DOLLAR GENERAL (NYSE: DG) | STRONG FINANCIAL COMPANY | MORE THAN 19,000 STORES ACROSS THE UNITED STATES

- Dollar General has a total store count of 19,000+ stores operating across the US and has commitments to open more “new construction” stores as the company makes efficiency changes with increase of Distribution Centers and the Dollar General “Market” concept.
- Corporate Guarantee | Dollar General (NYSE: DG) are publicly traded companies that have strong financial fundamentals that demonstrate a recession proof business model for being the “Walmart” to small towns in America.
- Same Store Sales of the company has grown 4.3%+ year over year with a 10.6% increase in net sales, which demonstrates the Tenant’s commitment to store opening.
- Dollar General will have continued profitability and efficiency throughout it’s system with increase in distribution centers, reducing freight container cost, and increases in product per ticket.

### CORPORATE GUARANTEE | INCREASING SALES & PROFIT YEAR OVER YEAR | LEASE EXTENSION DEMONSTRATING TENANT’S COMMITMENT

- Lease is guaranteed by the corporate entity Dollar General (NYSE: DG) | Publicly traded backed lease allows for financial transparency along with enhanced credit for better lending options.
- Strong financials with year over year sales and profitability increases (\*\*Ask Broker for Details).
- Recent Lease Extension demonstrates Corporates commitment to the unit and location will continue to add value to the company’s profitability.

### LOCAL MARKET REAL ESTATE ANSWERS CORPORATE SITE CRITERIA | DEMONSTRATES TENANT’S PROFITABILITY AT REGIONAL OR SMALL TOWN LOCATION | LOCATION CLASSIFIED AS WALMART OF SMALL TOWNS

- Traffic counts of (5,000+ VPD Intersection) per day along Highway 8 in Leadwood, MO.
- Regional or Small Town Demographics allow tenant market share control | Leadwood, MO too regional and small town for large credit/box tenant such as Walmart which allow Dollar General local market penetration considered as “The Walmart of Small Towns”.
- Local Elementary Schools & Employers allow for consistent day time and evening traffic which is another reason for Tenant’s Commitment to the location.

### RECENT LEASE EXTENSION | TENANT COMMITMENT TO LOCATION | DOUBLE NET (NN) LEASE INVESTMENT | LIMITED LANDLORD RESPONSIBILITIES

- Recent Lease Extension demonstrates Tenant’s commitment to the location.
- Limited Landlord Responsibilities – Landlord to Pay Maintenance and Property Tax.
- 20+ Year Operating History which demonstrates Tenant’s Commitment to the location.
- Lease has been recently extended which is another indicator of Tenant’s Commitment to the location.
- The Lease Features Attractive Rental Every 5 Years which is outside the normal fixed rental Dollar General Corporate Lease.
- Net Lease that provides as a hedge against inflation.

# FINANCIAL SUMMARY

## DOLLAR GENERAL (LEADWOOD, MO)

# DOLLAR GENERAL®

### PRICING SUMMARY

Property Name	Dollar General
Property Address	425 Hunt Street, Leadwood, MO
Price	\$418,545
CAP Rate	8.25%
Initial NOI/Rent	\$34,530
Approx. Building Size	Approx. 10,511 SF
Approx. Lot Size	1.27 AC
Year Built/Renovated	1950

### LOAN QUOTE

Loan to Value	65%
Amortization	30 Years
Interest Rate	6.30% - 6.50%
Term	5+5 Year Fixed
Pre-Payment	No Pre-Payment Needed

### DEMOGRAPHICS

	3 MILE	5 MILE	10 MILE
Population	4,671	26,342	47,375
Total Households	1,779	9,840	17,645
Household Income	\$65,635	\$58,310	\$59,243

### LEASE SUMMARY

Tenant	Dollar General
Guarantee	Corporate (** Ask Broker for Details)
Lease Type	Double Net (NN)
Lease Commencement	Dec 2004
Lease Expiration	Nov 2029
Original Term	10 Years
Option Term	(3), 5-year options
Increases	Varies (See Rent Schedule for Details)
Landlord Responsibilities	Maintenance and Property Tax
Tenant Responsibilities	Insurance
Lease Term Remaining	5 Years Left

### RENTAL INCOME

Rent: 12 months x \$3,135	\$37,620
CAM: 12 months x \$400	\$4,800
Subtotal Income:	<b>\$42,420</b>

### EXPENSES

Lawn Maintenance	\$1,800
Insurance	\$0
Taxes	\$6,090
Subtotal Expenses:	\$7,890
<b>NET OPERATING INCOME:</b>	<b>\$34,530</b>

# RENT SCHEDULE

## DOLLAR GENERAL (LEADWOOD, MO)

# DOLLAR GENERAL®

### INITIAL TERM

Term	Year	"Lease Start"	"Lease End"	Rent Per Year	Rent Per Month	Increase
Initial	1	Dec 2019	Nov 2020	\$42,420	\$3,535	
Initial	2	Dec 2020	Nov 2021	\$42,420	\$3,535	
Initial	3	Dec 2021	Nov 2022	\$42,420	\$3,535	
Initial	4	Dec 2022	Nov 2023	\$42,420	\$3,535	
Initial	5	Dec 2023	Nov 2024	\$42,420	\$3,535	

### OPTION TERM

Term	Year	"Lease Start"	"Lease End"	Rent Per Year	Rent Per Month	Increase
Option 1	1	Dec 2024	Nov 2025	\$47,400	\$3,950	11.74%
Option 1	2	Dec 2025	Nov 2026	\$47,400	\$3,950	
Option 1	3	Dec 2026	Nov 2027	\$47,400	\$3,950	
Option 1	4	Dec 2027	Nov 2028	\$47,400	\$3,950	
Option 1	5	Dec 2028	Nov 2029	\$47,400	\$3,950	
Option 2	6	Dec 2029	Nov 2030	\$50,100	\$4,175	5.70%
Option 2	7	Dec 2030	Nov 2031	\$50,100	\$4,175	
Option 2	8	Dec 2031	Nov 2032	\$50,100	\$4,175	
Option 2	9	Dec 2032	Nov 2033	\$50,100	\$4,175	
Option 2	10	Dec 2033	Nov 2034	\$50,100	\$4,175	
Option 3	11	Dec 2034	Nov 2035	\$53,100	\$4,425	5.99%
Option 3	12	Dec 2035	Nov 2036	\$53,100	\$4,425	
Option 3	13	Dec 2036	Nov 2037	\$53,100	\$4,425	
Option 3	14	Dec 2037	Nov 2038	\$53,100	\$4,425	
Option 3	15	Dec 2038	Nov 2039	\$53,100	\$4,425	



ACTUAL PROPERTY PHOTO  
DOLLAR GENERAL (LEADWOOD, MO)

DOLLAR GENERAL®



**DOLLAR GENERAL®**

# TENANT AND GUARANTEE SUMMARY

DOLLAR GENERAL (LEADWOOD, MO)

# DOLLAR GENERAL®



**TOTAL SALES**  
\$40 BILLION  
ON SALES



**TOTAL STORES**  
MORE THAN  
19,000 STORES



**NEW STORES PLANNED**  
800 NEW STORES  
OPENING IN 2024



**SAME STORE SALES GROWTH**  
4.3% SAME  
STORE GROWTH



**TENANT HEADQUARTERS:**  
**GOODLETTSVILLE, TN**

**TENANT:**  
**DOLLAR GENERAL**

**GUARANTEE:**  
**CORPORATE (ASK BROKER FOR DETAILS)**

**TENANT LOCATIONS:**  
**OVER 19,000 STORES**

## DESCRIPTION OF DOLLAR GENERAL

- Dollar General (NYSE: DG) is the largest (by store count) small box discount retailer in the United States.
- Dollar General has a total store count of more than 19,000 with more than 1,000 new store openings in 2023 and 800 New Stores scheduled for 2024 - Indication of Tenant's Commitment to store efficiency and growth in sales.
- Dollar General is one of few Net Lease Retailers within the industry that are combined corporately guaranteed and a healthy credit rating making it a perfect tenant to gain safe leverage. Dollar General is a BBB credit rating by Standard & Poor agency.
- Dollar General's strategy is to be the "Walmart" of small towns or provide hassle-free experience to customers by providing a carefully crafted assortment of the most popular brands to the consumer.
- Dollar General is a strong company financially with a 10.6% increase in net sales boasting a total sales of more than \$40 Billion (2023) and a same store growth of 4.3%.

# TENANT IN THE NEWS

## DOLLAR GENERAL (LEADWOOD, MO)

# DOLLAR GENERAL®

**yahoo!**  
finance



**READ FULL ARTICLE**

## WILL DOLLAR GENERAL (DG) BEAT ESTIMATES AGAIN IN ITS NEXT EARNINGS REPORT?

Friday, May 3, 2024

If you are looking for a stock that has a solid history of beating earnings estimates and is in a good position to maintain the trend in its next quarterly report, you should consider Dollar General (DG). This company, which is in the Zacks Retail - Discount Stores industry, shows potential for another earnings beat.

This discount retailer has an established record of topping earnings estimates, especially when looking at the previous two reports. The company boasts an average surprise for the past two quarters of 5.53%.

For the most recent quarter, Dollar General was expected to post earnings of \$1.74 per share, but it reported \$1.83 per share instead, representing a surprise of 5.17%. For the previous quarter, the consensus estimate was \$1.19 per share, while it actually produced \$1.26 per share, a surprise of 5.88%.

## DOLLAR GENERAL: HEADWINDS REMAIN

Thursday, April 18, 2024

One of the more impressive things about Dollar General's FY2023 performance was that free cash flow increased just over 20% on a year-over-year basis to \$2.4 billion. That gives the stock a free cash flow yield of 7.5% on FY2023's performance. The company's operating performance was negatively impacted by interest expense which rose nearly 55% on a year-over-year basis to \$327 million. The company listed just over \$535 million worth of cash and marketable securities on its balance sheet at the end of FY2023 according to the 10-K it filed for the fiscal year. Dollar General also listed long-term obligations of just north of \$6.2 billion.

The company should benefit from the big fall in inflation levels, even as inflation has become quite 'sticky' so far in 2024. In addition, Dollar General should be the beneficiary of more and more consumers 'trading down' as over 60% of Americans report living 'paycheck to paycheck' according to recent surveys.

Seeking Alpha 



**READ FULL ARTICLE**

## LOCAL MARKET DOLLAR GENERAL (LEADWOOD, MO)

# DOLLAR GENERAL®



### LEADWOOD, MO

Leadwood is a small city with approx 1,200 within the city and it is located in St. Francois County, Missouri. Similar to neighboring towns, it has a historical connection to the lead mining industry that once thrived in the region. Today, Leadwood is a residential community with a modest population. It offers basic amenities such as local shops, schools, and parks, catering to the needs of its residents. While it may be small, Leadwood retains a sense of community and history that adds to its charm.

### SAINT JOE STATE PARK

Saint Joe State Park is located in Park Hills, Missouri. It's known for its diverse outdoor recreational opportunities, including off-road vehicle riding, camping, hiking, and fishing. The park covers over 8,200 acres and features various terrain, from wooded areas to sand flats. It's a popular destination for outdoor enthusiasts seeking adventure in the heart of nature.

### DESLOGE, MO

Desloge is a city located in St. Francois County, Missouri. With a population of more than 5,000 residents, the city has a rich history rooted in the lead mining industry, with the Desloge Lead Company playing a significant role in its development. Today, it's a vibrant community with a mix of residential areas, commercial establishments, and local attractions. The city offers various amenities and services to residents and visitors alike, including parks, shops, restaurants, and cultural events.

**SATELLITE MAP**  
**DOLLAR GENERAL (LEADWOOD, MO)**

**DOLLAR GENERAL®**



# REGIONAL MAP

## DOLLAR GENERAL (LEADWOOD, MO)

# DOLLAR GENERAL®



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# DOLLAR GENERAL®

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