



Dollar General

Available Individually or as a Portfolio

\$1,477,273 | 5.70% CAP

2896 Ready Section Road, Toney, AL 35773

- ✓ **11+ Years Remaining** on 15 Year Corporate NNN Lease
- ✓ **Excellent Location** at the Intersection of Ready Section Rd & Old Railroad Bed Rd
- ✓ **Toney is Located Just 15 Miles from Huntsville**, the Largest City in Alabama
- ✓ **Dollar General (S&P BBB+)** is Growing Rapidly
- ✓ **E-Commerce Resistant Retailer** Experiencing Explosive Growth

Dollar General Corp. engages in retailing of **merchandise**, including **consumable items, seasonal items**, home products and apparel. Its **brands** include Clorox, Energizer, Procter & Gamble, Hanes, **Coca-Cola, Mars**, Unilever, Nestle, Kimberly-Clark, Kellogg's, General Mills, and **PepsiCo**.



INVESTMENT OVERVIEW

DOLLAR GENERAL TONEY, AL

FILE
PHOTO



CONTACT FOR DETAILS

Todd Lewis

Vice President
(415) 360-8007

tlewis@securenetlease.com

AL Broker of Record: Kent Lilley

License #: 000100187-0

\$1,447,273

5.70% CAP

NOI

\$84,204

Building Area

±9,180 SF

Land Area

1.4 Acres

Year Built

2019

Lease Type

Complete NNN

Occupancy

100%

- ✓ **11+ Years Remaining on 15 Year Corporate NNN Lease** w/ 10% rental increases in each of the (6) 5 year options to renew. The lease expires in July 2034.
- ✓ **Excellent Location** at the Intersection of Ready Section Rd & Old Railroad Bed Rd, two major roads that navigate through the rural areas of the city.
- ✓ **Subject Property Located on the Outskirts of Toney in the Countryside**, surrounded by over 15,000 residents in the immediate trade area, providing a strong and consistent consumer base with little competition.
- ✓ **Toney is Located Just 15 Miles from Huntsville**, the largest city in Alabama with over 220,000 residents.
- ✓ **E-commerce Resistant Retailer Experiencing Explosive Growth** - Dollar General plans to open 1,100 stores in 2022 after adding approximately 1,000 stores in 2021.
- ✓ **Dollar General has an S&P BBB rating and is ranked on the Fortune 500 List** - Dollar General has shown exceptional growth, with \$34.2 billion in sales in fiscal year 2021.

*Available Individually or as a portfolio. See Agent for Details

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SECURE
NET LEASE

TENANT OVERVIEW

DOLLAR GENERAL TONEY, AL

Dollar General

Dollar General Corporation has been delivering value to shoppers for over 80 years. Dollar General helps shoppers Save time.

REVENUE

\$27.8 B

CREDIT RATING

BBB

STOCK TICKER

DG

LOCATIONS

18,300+

DOLLAR GENERAL

dollargeneral.com

Save money. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, clothing for the family, housewares and seasonal items at low everyday prices in convenient neighborhood locations. Dollar General operates **more than 18,100 stores in 46 states** as of January 2022. In addition to **high quality private brands**, Dollar General sells products from America's **most-trusted** brands such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo and Coca-Cola.

STRATEGY Dollar General sells similar products as wholesale retailers Wal-Mart (WMT) and Target (TGT), but typically at **lower prices**.

Because of this, during harsh economic conditions, many consumers may make the change of shopping at Dollar General instead of a **regular wholesale retailer**. Dollar General's (DG) business strategy revolves around driving profitable top line **growth while enhancing its low-cost operator** position and capturing new growth opportunities. The company attempts to drive profitable top line growth through strategies like improving the in-stock position of its stores and continuously offering products at **competitive prices**.



IN THE NEWS

DOLLAR GENERAL TONEY, AL

Dollar General Pushes Ahead w/ Brick-and-Mortar Expansion

RUSSELL REDMAN , MAY 27, 2022 (SUPERMARKET NEWS)

Deep discount retailer Dollar General continued to drive growth in its store base in announcing increased sales for the fiscal 2022 first quarter.

Goodlettsville, Tenn.-based Dollar General said yesterday that net sales for the first quarter ended April 29 rose **4.2% to \$8.8 billion** from **\$8.4 billion** a year earlier, driven mainly by sales contributions from new stores and partially offset by a dip in **same-store sales** and store closings.

“We expect approximately 800 of our new stores in 2022 to be in our larger 8,500-square-foot store format as we respond to our customers' desire for even wider product selection,” Chief Operating Officer Jeff Owen said in the call.

Comparable-store sales decreased 0.1% compared to the first quarter of 2021, driven by a decline in customer traffic, partially offset by an **increase** in average transaction amount. Same-store sales in the first quarter of **2022** declined in each of the seasonal, apparel, and home products categories, offset by an increase in the consumables category.

During first quarter of 2022, Dollar General **opened 239 new stores**, remodeled **532 locations** and relocated 32 stores. The company closed out the quarter with 18,356 stores in **47 states**.

“With more than **18,000 stores located** within five miles of **about 75%** of the U.S. population, we believe we are well-positioned to continue supporting our customers through our unique combination of value and convenience, especially in a more challenging economic environment,” Dollar General CEO Todd Vasos told analysts in a conference call on Thursday. “Looking ahead, we remain **focused on advancing** our operating priorities and strategic initiatives as we continue to strengthen our competitive position, while further differentiating Dollar General from the rest of the retail landscape.”

EXPLORE ARTICLE



Dollar General Announces Opening of Newest Store-within-a-Store Concept

JULY 28, 2021 (BUSINESS WIRE)

“Through this combined format, we aim to deliver the value and products customers trust from a DG Market with the continually-refreshed merchandise including beauty and seasonal products, home décor and arts and crafts through pOpshelf.

We have been pleased with customers' positive initial reactions, and we look forward to welcoming additional customers to **experience our newest format.**” The Company plans **to host** a community grand opening celebration for each location on Saturday, **July 31** beginning at 7 a.m.

“We are thrilled to enhance our customers' shopping experiences through our new DG Market + pOpshelf store-within-a-store concept, which further demonstrates our innovative spirit and track record of format development,” said Todd Vasos, Dollar General's CEO.

The first **100 adult shoppers** at each store will receive a **\$10 gift** card and all customers may enjoy free coffee and breakfast snacks, hotdogs and **popcorn beginning** at 11 a.m. and sam ples from Monster, Coca-Cola® and Reese's® while supplies last. Attending customers will also be eligible to receive a complimentary DG Market + pOpshelf tote bag with product samples and gift boxes, as well as enter to win sweepstakes for **\$500** in free shopping.

Customers can expect a fun, joyful and guilt-free shopping experience as they browse a selection of on-trend seasonal and home décor, health and beauty must-haves, home cleaning supplies, household and **specialty items**, arts and crafts, party planning and entertaining needs, toys and much more!

EXPLORE ARTICLE



LEASE OVERVIEW

DOLLAR GENERAL TONEY, AL

Initial Lease Term	11+ Years Remaining on 15 Year Lease
Rent Commencement	July 2019
Lease Expiration	July 2034
Lease Type	NNN
Rent Increases	10% Increase In Each Option Period
Annual Rent YRS 1-15	\$84,204.60
Option 1	\$92,625.06
Option 2	\$101,887.57
Option 3	\$112,076.32
Option 4	\$123,283.95
Option 3	\$135,612.35
Option 4	\$149,173.59



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AutoZone

BURGER KING
Pizza Hut

T-Mobile

ups

110

ARDMORE HIGHWAY
±2,379 VPD

DOLLAR TREE

piggly wiggly

7
Tennessee

TACO BELL

O'Reilly AUTO PARTS
PROFESSIONAL PARTS PEOPLE

SONIC

274

TNT
FISHBONES

McDonald's

ARDMORE HIGH SCHOOL
(991 STUDENTS)

Hardee's

UNITED STATES POSTAL SERVICE

CEDAR HILL ELEMENTARY SCHOOL
(562 STUDENTS)

53

SUBWAY

OLD U.S.31
±4,855 VPD

251

53

±10,684 VPD

OLD RAILROAD BED ROAD
±2,931 VPD

Exxon

DOLLAR GENERAL

READY SECTION ROAD
±2,120 VPD

SUBJECT PROPERTY
2896 READY SECTION RD.

MADISON CROSS ROADS ELEMENTARY SCHOOL
(918 STUDENTS)

SITE OVERVIEW

DOLLAR GENERAL TONEY, AL

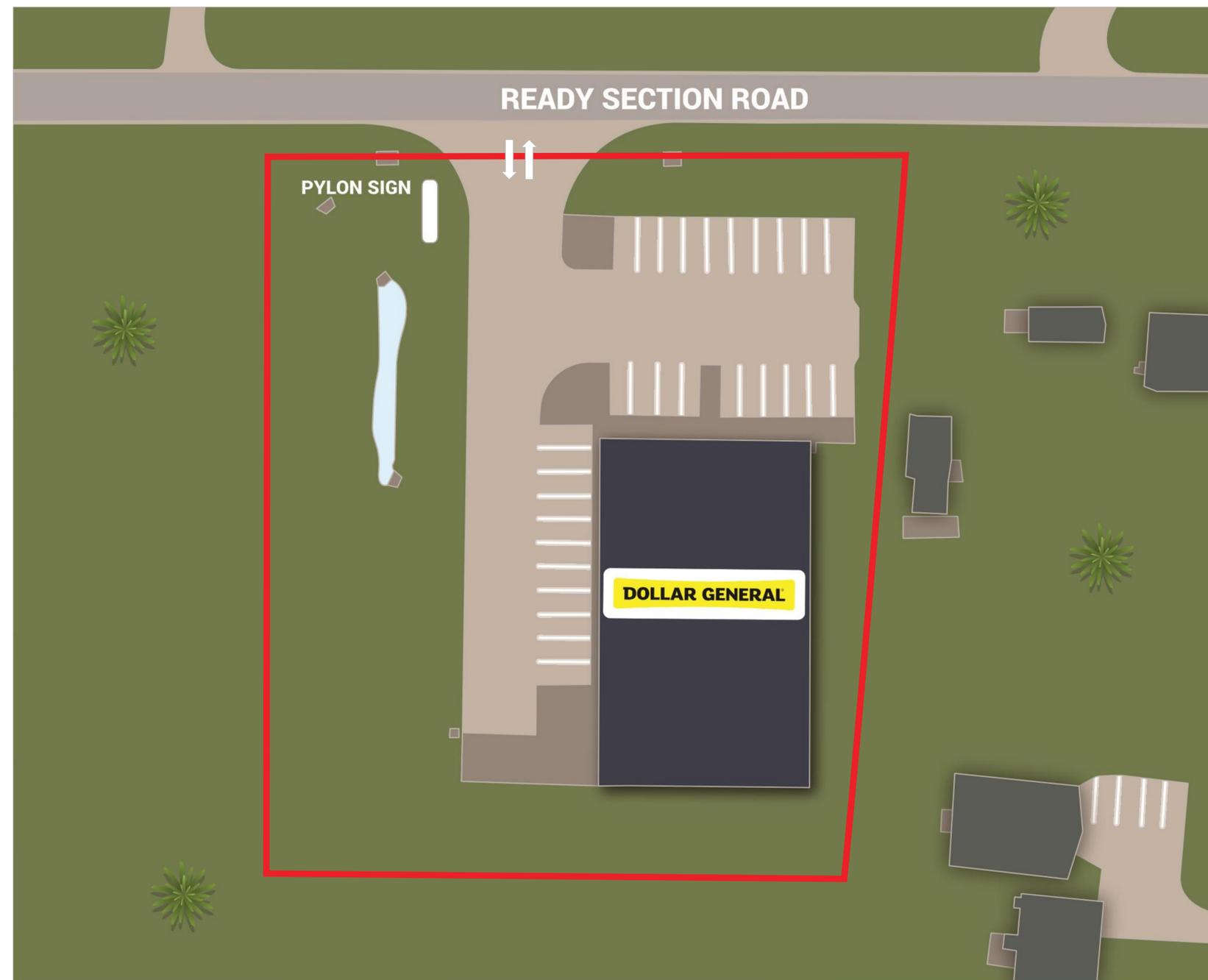
 Year Built | 2019

 Building Area | ±9,180 SF

 Land Area | 1.4 Acres

NEIGHBORING RETAILERS

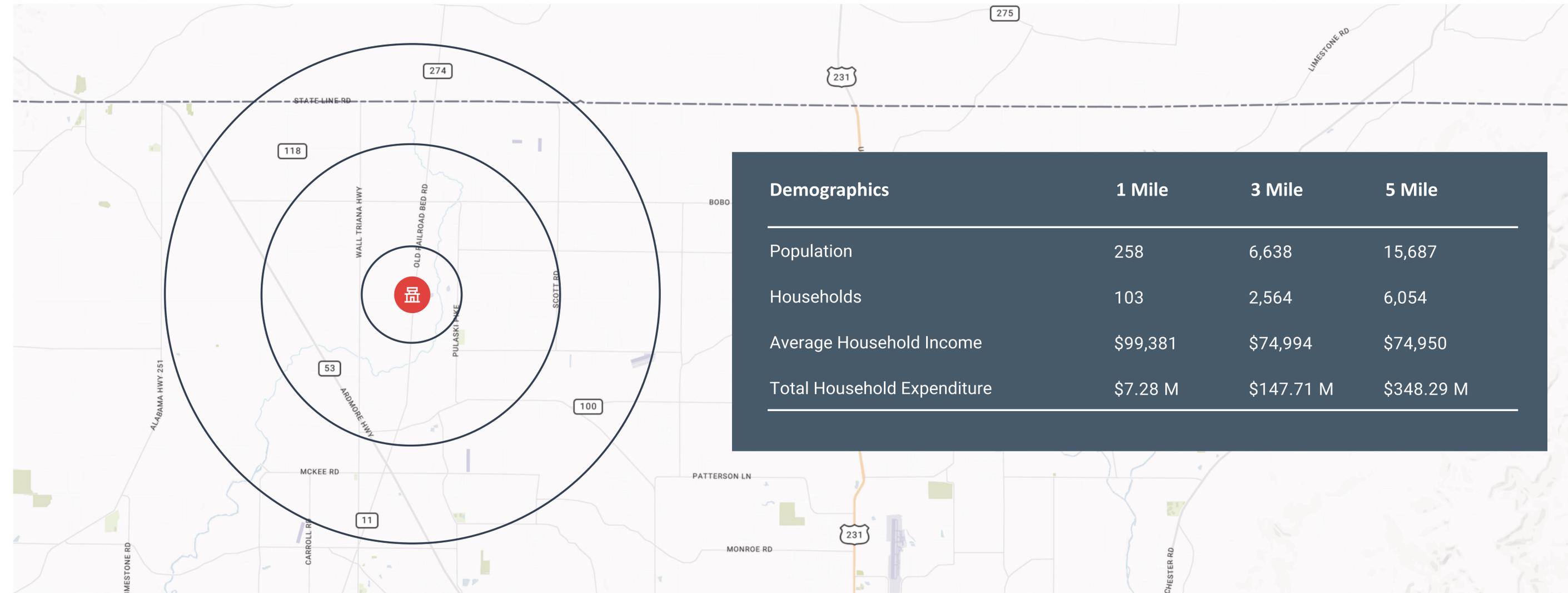
- Piggly Wiggly
- McDonald's
- Sonic Drive-In
- Taco Bell
- Dollar Tree
- Burger King
- Hardee's
- AutoZone Auto Parts
- Pizza Hut
- O'Reilly Auto Parts



FILE
PHOTO

LOCATION OVERVIEW

DOLLAR GENERAL TONEY, AL



ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1. US Army/Redstone Arsenal (38,000)
2. Huntsville Hospital (9,352)
3. NASA/Marshall Space Flight Center (6,000)
4. The Boeing Company (3,048)
5. Huntsville City Schools (3,000)
6. Hexagon (3,000)
7. Dynetics, Inc. (2,946)
8. SAIC (2,746)
9. Madison County Schools (2,389)
10. City of Huntsville (2,206)

LOCATION OVERVIEW

DOLLAR GENERAL TONEY, AL

Toney

Alabama (Huntsville)

 502,728

Huntsville MSA
Population

 \$76,963

Huntsville MSA Median
Household Income



Just a 28 minute drive
from downtown
Huntsville

28 Minute Drive

Huntsville is the largest
city in Alabama based on
population

Largest City

Toney, Alabama is part of Madison County as well as the Huntsville MSA, which is the 2nd largest MSA in Alabama.

The town is located in Northern Alabama, just a 10 minute drive from the Tennessee border.

Home to several Fortune 500 companies, Huntsville also offers a broad base of manufacturing, retail and service industries. The Huntsville MSA provides a variety of educational, recreational, and cultural opportunities.

Madison county is Alabama's third most populated county with a per capita income second only to Shelby County, Alabama. Madison County is located in the

heart of the Tennessee Valley and approximately 100 miles directly south of Nashville.

Huntsville, Alabama is one of the most recognized cities in the Southeast – consistently named as one of the best places to live and work by a variety of national publications.

Technology, space, and defense industries have a major presence with the Army's Redstone Arsenal, NASA's Marshall Space Flight Center, and Cummings Research Park.

The Huntsville MSA has a rich heritage of Southern hospitality with innovative high-tech ventures and cultural diversity.

IN THE NEWS

DOLLAR GENERAL TONEY, AL

Huntsville surpasses Birmingham as biggest city in state based on population

ANGEL COKER, AUGUST 13, 2021 (BIRMINGHAM BUSINESS JOURNAL)

Huntsville has surpassed Birmingham as the biggest city in Alabama based on population.

The U.S. Census Bureau on Thursday released additional 2020 Census results, showing **the city of Birmingham** lost a large chunk of residents.

According to the data, 11,504 residents left the city of Birmingham over the decade. The city had a **total population of 212,237** in the 2010 Census compared to 200,733 as of April 2020, while **Huntsville saw an increase of 34,901 residents**, bringing its population to **215,006**.

As we've previously noted, population growth is key to workforce development and our economic future.

The city to the north may have exceeded the **Magic City's population**, but the **Birmingham metro area remains the largest in the state**. The metro saw 5.1% growth over the decade with a **total population of 1,115,289 in 2020**. That's compared to 1,061,024 in 2010.

The Huntsville MSA did, however, trump metro Birmingham in growth rate. Metro **Huntsville grew 17.8%** with a total population of 491,723.

Census data shows that U.S. metro areas grew on average by 9% from 2010 to 2020 with 312 of the 384 U.S. metro areas **gaining population**. A total of 72 metros lost population.

A Census Bureau demographer pointed out that many counties **within metro areas grew, especially in the South**.

EXPLORE ARTICLE



Pinnacle parachutes into Huntsville

GEERT DE LOMBAERDE, JUNE 14, 2021 (NASHVILLE POST)

Pinnacle Financial Partners is adding another dot to its Southeastern map, having lured a team of BBVA bankers in Huntsville to launch its presence there.

The newly added team comprises four financial advisors, a credit advisor and three support team members. They are being led by Jason Baldwin, who had led the **North Alabama region** for BBVA since 2014 and before that was its market executive in **Pensacola, Florida**.

A strong presence in Huntsville would also serve as a solid launchpad for a move into the Birmingham market, which is more than twice as big as that of the Rocket City

"Jason is **one of the top banking leaders in the state**, and Pinnacle has assembled a group that can support nearly everything clients need right out of the gate," said Terry Turner, Pinnacle's president and CEO. "This is the perfect way to set up shop quickly and capitalize on the opportunities to take **market share in a growing city** dominated by large, impersonal banks."

Building a presence in **fast-growing Huntsville** won't move the needle in a big way for Pinnacle, which finished the first quarter with more than **\$28 million in deposits and \$35 billion in assets**. The MSA housed about **\$10.5 billion in deposits in mid-2020** — with BBVA controlling about 12 percent of that — compared to **Nashville's \$81 billion and about \$13 billion in Chattanooga**.

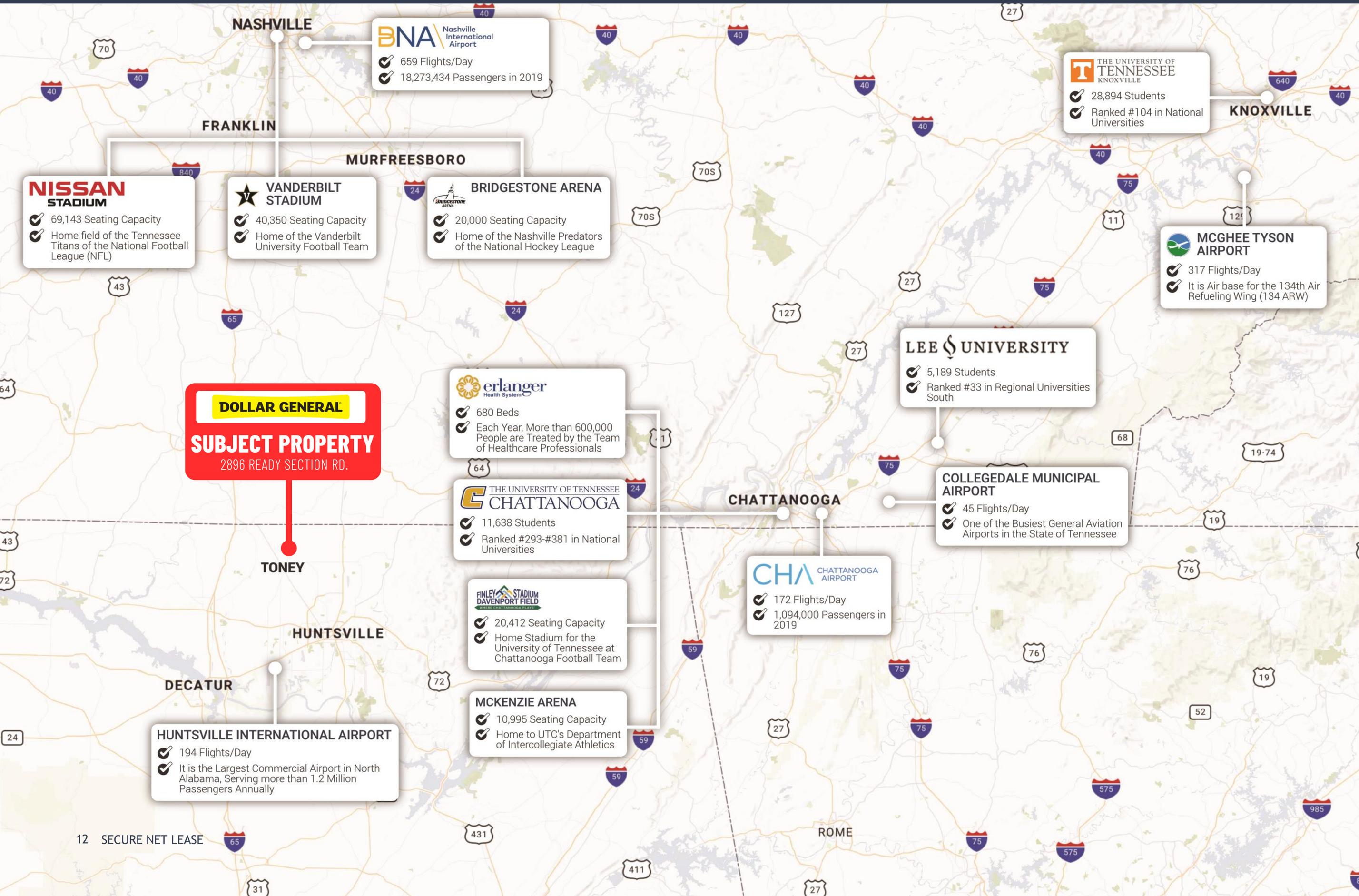
Birmingham hasn't been high on the expansion/growth agenda of President and CEO Terry Turner and his team — Atlanta, Charlotte and Raleigh lead that list — but features some of the same competitive dynamics as other **target markets**, albeit with a **slower expected growth rate**.

EXPLORE ARTICLE



METRO AREA

DOLLAR GENERAL TONEY, AL



DOLLAR GENERAL
SUBJECT PROPERTY
 2896 READY SECTION RD.

CALL FOR ADDITIONAL INFORMATION

Dallas

Office

10000 N Central Expressway
Suite 200
Dallas, TX 75231
(214) 522-7200

Los Angeles

Office

123 Nevada Street
El Segundo, CA 90245
(424) 320-2321

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