



Dollar General

Available Individually or as a Portfolio

\$1,669,643 | 5.65% CAP

3237 Huntsville Hwy, Fayetteville, TN 37334

- ✓ **11+ Years Remaining** on 15 Year Corporate NNN Lease
- ✓ **Excellent Highway Location** Directly off of Huntsville Hwy (13K VPD)
- ✓ **Subject Property** Located Between Fayetteville, TN & Huntsville, AL
- ✓ **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 FAYETTEVILLE, TN

FILE
PHOTO



CONTACT FOR DETAILS

Todd Lewis

Vice President
(415) 360-8007

tlewis@securenetlease.com

TN Broker of Record: Jeff Browning
License #: 271829

\$1,669,643

5.65% CAP

NOI

\$94,335

Building Area

±9,180 SF

Land Area

2.03 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 Highway Location** directly off of the major thoroughfare Huntsville Highway (12,900+ VPD).
- ✓ **Subject Property Located on the Outskirts of Fayetteville in the Countryside**, surrounded by over 15,000 residents in the immediate trade area which provides a strong and consistent consumer base with little competition.
- ✓ **Tennessee is Projected to Add 1 Million New Residents by 2040**, with over 225,000 of those new residents predicted to live in the rural counties.
- ✓ **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 FAYETTEVILLE, TN

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 FAYETTEVILLE, TN

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 FAYETTEVILLE, TN

FILE
PHOTO

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	\$94,334.88
Option 1	\$103,768.37
Option 2	\$114,145.20
Option 3	\$125,559.73
Option 4	\$138,115.70
Option 3	\$151,927.27
Option 4	\$167,119.99

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State Farm
 Little Caesars
 verizon
 CHRYSLER
 Jeep
 RAM

LINCOLN COUNTY HIGH SCHOOL
(1,134 STUDENTS)

POPEYES
 ZAXBY'S
 Jack's

DISCOUNT TIRE
 Arby's

CHEVROLET
 GMC
 BUICK

TSC
 TRACTOR SUPPLY CO
 Badcock & more
 burkes OUTLET
 MCDONALD'S
 CAFO

KFC
 TACO BELL

Walmart Supercenter
 SONIC
 DQ

DOLLAR TREE
 O'Reilly AUTO PARTS
 HIBBETT SPORTS
 RAC
 goodwill

64

HUNTSVILLE HIGHWAY
±12,900 VPD

SUNOCO

Pizza Inn

HIROTEC

First National Bank

110

HIGHLAND RIM SCHOOL
(763 STUDENTS)

HONDA

FAYETTEVILLE MUNICIPAL AIRPORT

TOYOTA

SOUTH LINCOLN SCHOOL
(623 STUDENTS)

231

10
Tennessee

ARDMORE HIGHWAY
±7,912 VPD

DOLLAR GENERAL
SUBJECT PROPERTY
 3237 HUNTSVILLE HWY.

LINCOLN ROAD
±4,571 VPD

Shell

431

275

SITE OVERVIEW

DOLLAR GENERAL FAYETTEVILLE, TN

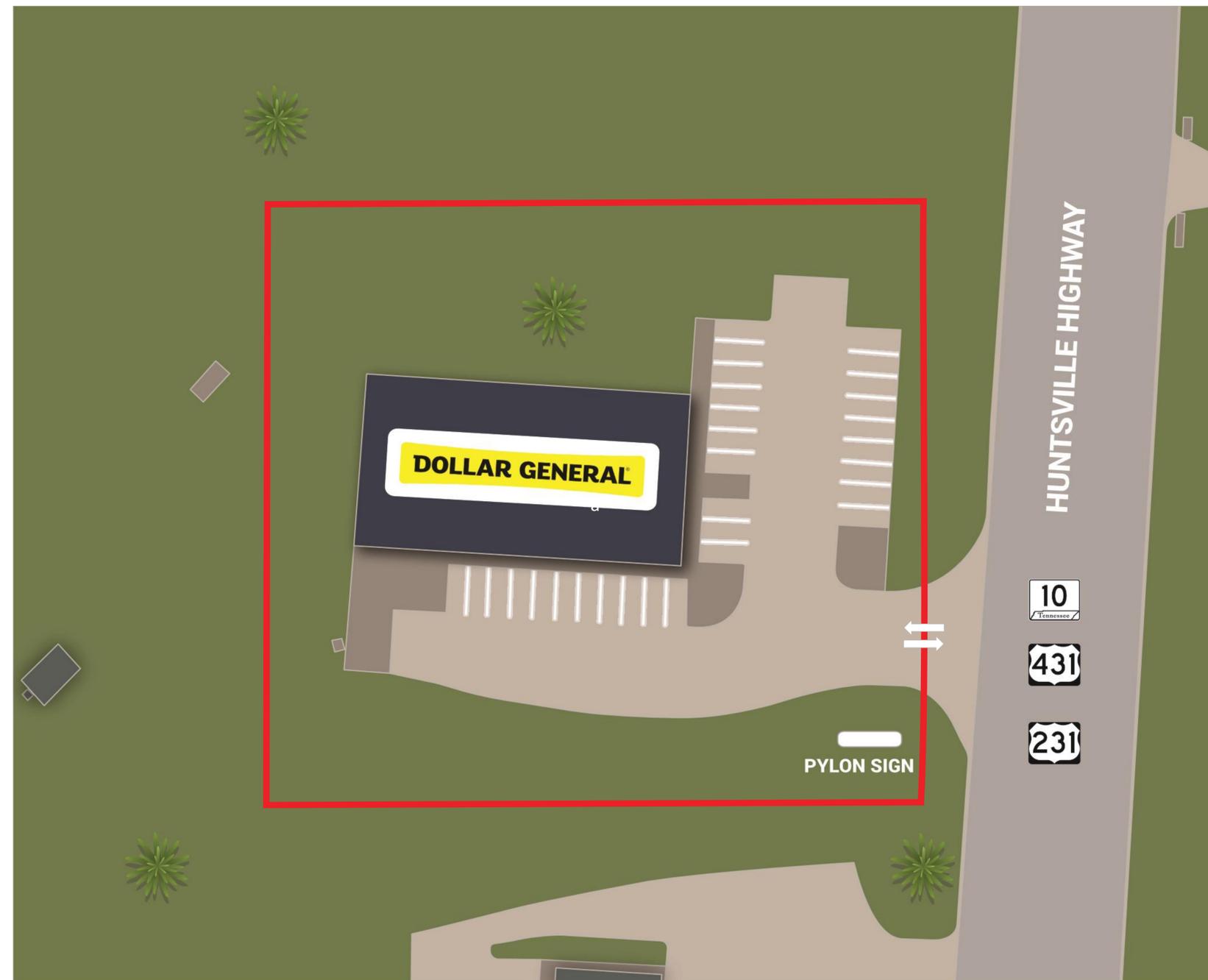
 Year Built | 2019

 Building Area | ±9,180 SF

 Land Area | 2.03 Acres

NEIGHBORING RETAILERS

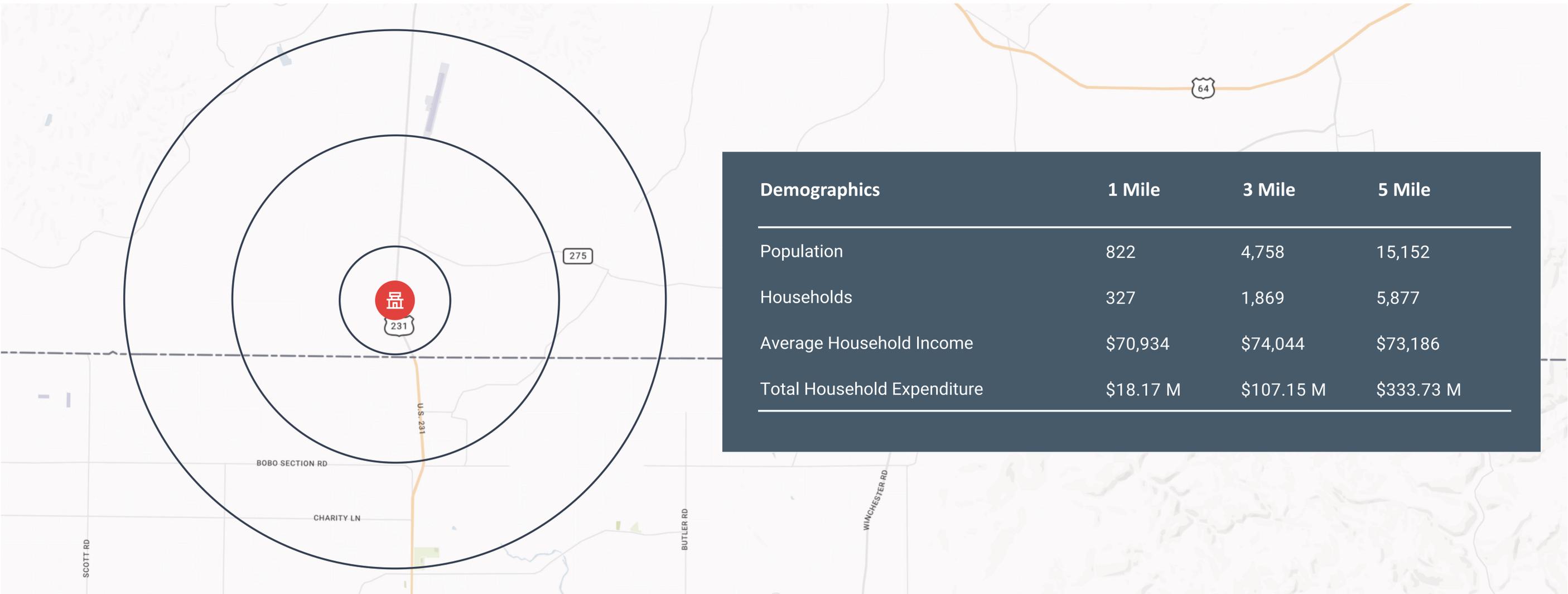
- Walmart Supercenter
- Jack's
- Cato Fashions
- Burkes Outlet
- Tractor Supply Co.
- Popeyes Louisiana Kitchen
- Goodwill Retail Store
- Rent-A-Center
- Hibbett Sports
- Badcock Home Furniture &more



FILE
PHOTO

LOCATION OVERVIEW

DOLLAR GENERAL FAYETTEVILLE, TN



LOCATION OVERVIEW

DOLLAR GENERAL FAYETTEVILLE, TN

Fayetteville

Tennessee

 6,989
Population

 \$42,524
Median Household Income



From Lynchburg, TN

15 Miles

From Huntsville, AL

30 Miles

Fayetteville is the largest city in Lincoln County.

The city was established in 1809 by an Act of the Tennessee General Assembly.

Fayetteville is close to the Tennessee / Alabama border.

One of the most famous landmarks of Fayetteville is the remains of the Stone Bridge, commonly known by the locals of Fayetteville as the "Old Stone Bridge". It was in 1860 that John Markum and Patrick Flannery, the architects and contractors, began the building of the bridge. Consisting of six arches, the bridge

was completed in January 1862.

Fayetteville is also home to the Lincoln County Fair, which dates back to the early 1900's. The Fair consists of several competitions, including stained glass, art, quilting, woodworking, and 4H. It also hands out several scholarships to students and features products from the local farms. The fair is certainly a celebrated tradition that draws in people from all over the state.

IN THE NEWS

DOLLAR GENERAL FAYETTEVILLE, TN

Study: Tennessee could add 1 million new residents by 2040

GREGORY RAUCOULES, MARCH 30, 2022 (WREG NEWS CHANNEL 3)

Researchers at the University of Tennessee released a study Wednesday estimating that Tennessee's population could grow by one million over the next two decades.

The report released by The Boyd Center for Business and Economic Research offers new population projections through **2070 for all 95 counties** with breakdowns by age and race. With the state's population listed **as 6.9 million following the 2020 Census**, researchers project population growth could push Tennessee's population to nearly **8 million by 2040**.

The Knoxville Metropolitan Statistical Area, which is comprised of Knox, Blount, Anderson, Loudon and Union counties, is projected to grow by 13.3% over the same time frame. Current projections would add over 116,000 new residents, pushing the Knoxville MSA population to nearly one million.

The main driver of **state population growth** will likely occur in the **13-county Nashville Metropolitan Statistical Area**. Researchers estimate this area will grow by **563,000 people in the next 20 years**, accounting for 57 percent of the state's projected total increase.

Knox County is estimated **to add over 80,000 residents by 2040, an increase of 17.2%**. The state's **78 rural** counties are expected to **add more than 225,000 new residents**, an increase of 8.9 percent. **Urban** counties are projected to **add about 765,000 residents**, an increase of 17.5 percent.

Projections estimate Tennessee's median age will climb from 38.8 years to 40.7 years by 2040, driven by an increase in the senior population.

EXPLORE ARTICLE



Biden-Harris Administration Awards Tennessee Companies \$500M to Supercharge Battery Manufacturing

OCTOBER 27, 2022 (THE TENNESSEE TRIBUNE)

The Biden-Harris Administration, through the U.S. Department of Energy (DOE), today announced the first set of projects funded by the President's Bipartisan Infrastructure Law to expand domestic manufacturing of batteries for electric vehicles (EVs) and the electrical grid and for materials and components currently imported from other countries.

The 20 companies will receive a **combined \$2.8 billion** to build and expand commercial-scale facilities in **12 states** to extract and process lithium, graphite and other battery materials, manufacture components, and demonstrate new approaches, including manufacturing components **from recycled materials**. Three new battery component processing and manufacturing facilities are coming to **Chattanooga, Clarksville and McMinn County** and will receive more than **\$500 million** to help Tennessee expand its role as a **manufacturing powerhouse**.

Novonix will build a new plant producing 30,000 metric tons per year of graphite for the EV industry to reduce U.S. reliance on importing this key battery component material. The project includes significant involvement with and support for NAM's local community in Chattanooga. It will directly create 1,400 clean-energy, good-paying jobs while demonstrating our commitment to community engagement, innovative workforce development programming, and active recruitment among traditionally marginalized communities.

The federal investment will be matched by recipients to leverage a total of more than **\$9 billion to boost American production** of clean energy technology, create good-paying jobs, and support President Biden's national goals for **electric vehicles** to make up half of all new vehicle sales by 2030 and to transition to a **net-zero emissions economy by 2050**.

EXPLORE ARTICLE



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