

OFFERING MEMORANDUM



DOLLAR GENERAL
CALLAO, VIRGINIA



SCHUCHERT
RETAIL GROUP



EXCLUSIVELY LISTED BY:



JIM SCHUCHERT

Co-Founder & Managing Partner

jim@schuchert.com

D 310.321.4020

M 310.971.3892

CA License #01969414



JOE SCHUCHERT

Co-Founder & Managing Partner

joe@schuchert.com

D 310.935.4732

M 310.971.3116

CA License #01973172

BROKER OF RECORD

GILLIAN GREENFIELD

VA #0226027886

DOLLAR GENERAL





INVESTMENT SUMMARY



LIST PRICE
\$1,054,967



LOCATION
**17364 RICHMOND ROAD
CALLAO, VA 22435**



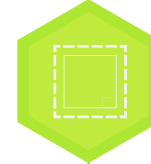
CAP RATE
7.75%



ANNUAL RENT
\$81,759.96



BUILDING SIZE
9,100 SQ. FT.



LAND AREA
1.09 ACRES



OWNERSHIP
FEE SIMPLE



LEASE TYPE
NN



TERM REMAINING
2.75 YEARS



LEASE EXPIRATION
01/31/2024



RENEWAL OPTIONS
3 - 5 YEAR



RENT INCREASES
10% AT OPTIONS



PARKING
31 SPACES



YEAR BUILT
2009



APN
18671001



TRAFFIC COUNTS
6,098 VPD

INVESTMENT HIGHLIGHTS

DOLLAR GENERAL CORPORATE LEASE:

- 2.75 Years Remaining in the Current Lease Term
- 2009 Construction - 9,100 SF
- Three (3) - Five (5) Year Option Periods with Rental Increases

NN+ LEASE | MINIMAL LANDLORD RESPONSIBILITIES:

- Landlord Responsibilities Limited to Roof, Structure, HVAC & Parking Lot
- Tenant is Responsible for All Repairs Under \$1,500 Per Occurrence
- Tenant Contributes \$376 Per Month for CAM Expenses

CALLAO, VIRGINIA:

- Callao is Located in Northumberland County - Northwest of Heathsville & East of Warsaw
- Strategically Located on Richmond Road - The Main Thoroughfare in Town
- Traffic Counts of Approximately 6,098 Vehicles Per Day

PROXIMITY TO OTHER CITIES:

- Richmond, Virginia | 63 Miles
- Washington, D.C. | 100 Miles
- Norfolk, Virginia | 119 Miles
- Charlottesville, Virginia | 126 Miles
- Baltimore, Maryland | 131 Miles
- Dover, Delaware | 176 Miles

TRADE AREA DEMOGRAPHICS:

- 1-Mile Population = 409 Residents
- 1-Mile Average Household Income = \$67,152
- 3-Mile Population = 2,526 Residents
- 3-Mile Average Household Income = \$68,693
- 5-Mile Population = 5,090 Residents
- 5-Mile Average Household Income = \$72,242
- 7-Mile Population = 9,118 Residents
- 7-Mile Average Household Income = \$68,018

TENANT:

- Dollar General (NYSE: DG) Features Investment Grade Credit "BBB" by Standard & Poor's
- 17,177 Stores in 46 States as of January 29, 2021
- Dollar General Achieved Their 31st Consecutive Year of Positive Same-Store Sales Growth in 2020
- Ranked #112 on the Fortune 500 List - Up 7 from Last Year (Dollar General has Moved Up the Fortune 500 Rankings for 11 Consecutive Years)
- In 2021 Dollar General Plans to Execute 2,900 Real Estate Projects, Including 1,050 New Store Openings, 1,750 Remodels, and 100 Store Relocations











True Value
DOLLAR GENERAL
Ascend
HOTEL COLLECTION

FAMILY DOLLAR FOOD LION
DOLLAR GENERAL 7 ELEVEN SUBWAY
bp CITGO Exxon UNION
Atlantic Union Bank MARATHON Walgreens

TRACTOR SUPPLY CO. NAPA FOOD LION
Hardee's McDonald's 7 ELEVEN
Exxon the SUBWAY
Shell UNION DOLLAR GENERAL
FAMILY DOLLAR CITGO QUALITY
Atlantic Union Bank DQ Walgreens

SUBWAY Exxon
CITGO
DOLLAR GENERAL MARATHON

Walgreens bp CITGO
Shell ACE

DOLLAR GENERAL

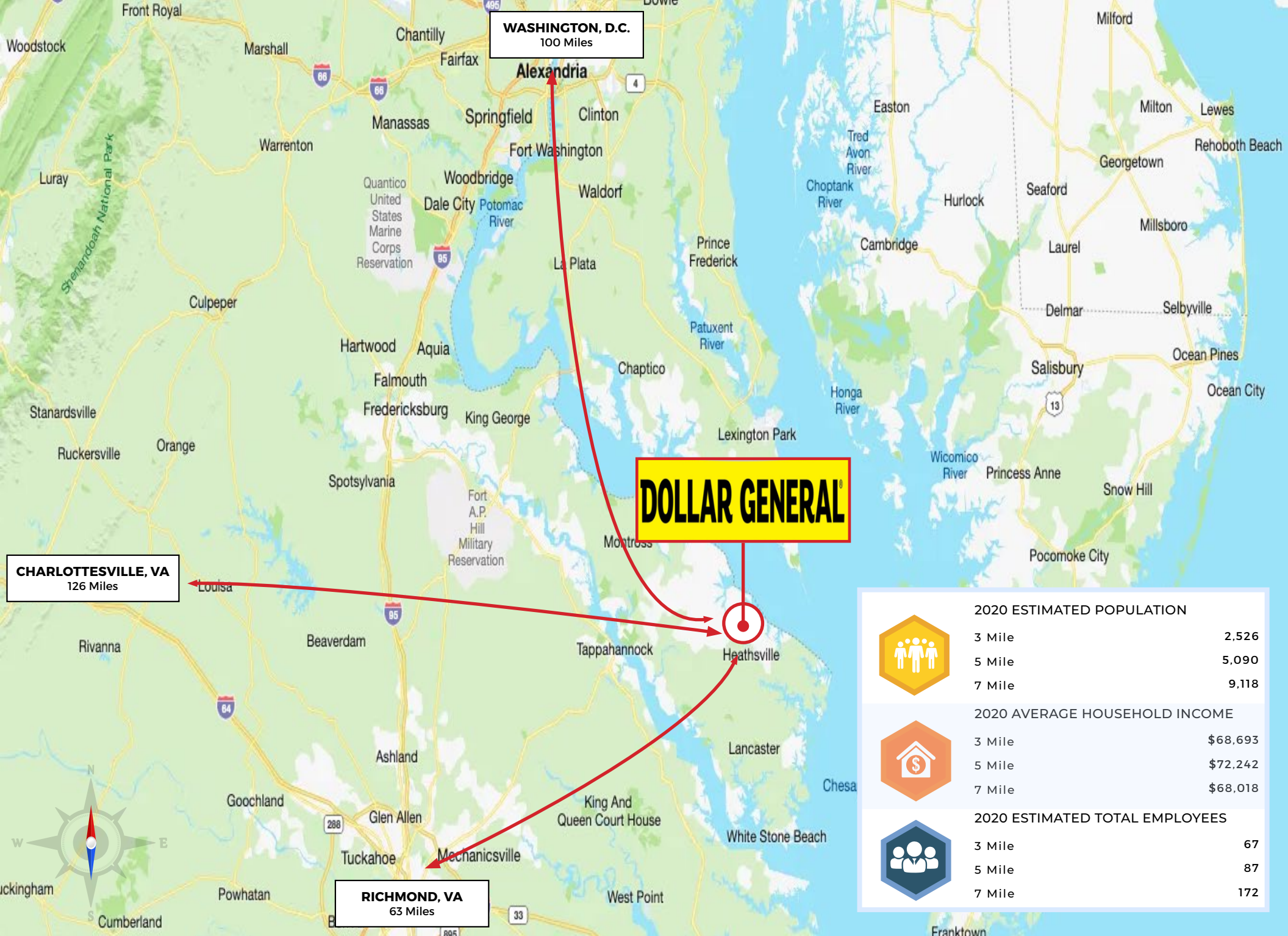
FOOD LION the
SUBWAY CITGO
FAMILY DOLLAR
DOLLAR GENERAL

DOLLAR GENERAL UNION
Best Atlantic Union Bank
Exxon bp CITGO




Exxon Mobil

SUNOCO LOWE'S
Pizza Hut Advance Auto Parts AutoZone
DOLLAR GENERAL CATO FOOD LION
TACO BELL BUNGE KING Wendy's Fried Chicken CITGO
Exxon SHEETZ SUBWAY
Walmart Applebees UNION
DOLLAR TREE Days Inn
Aaron's RBC McDonald's
Builders FirstSource FAMILY DOLLAR Atlantic Union Bank
VALERO O'Reilly Walgreens

WALDEBROSSE Pizza Hut
Advance Auto Parts DOLLAR TREE
CVS pharmacy Walgreens
CATO FOOD LION bp
Walmart BW Best Western
McDonald's O'Reilly
FAMILY DOLLAR Mobil
sears NAPA
SUBWAY ACE
UNION Exxon
Bassett Atlantic Union Bank



DOLLAR GENERAL®

2020 ESTIMATED POPULATION		
	3 Mile	2,526
	5 Mile	5,090
	7 Mile	9,118
2020 AVERAGE HOUSEHOLD INCOME		
	3 Mile	\$68,693
	5 Mile	\$72,242
	7 Mile	\$68,018
2020 ESTIMATED TOTAL EMPLOYEES		
	3 Mile	67
	5 Mile	87
	7 Mile	172

AREA OVERVIEW



CALLAO, VIRGINIA

Callao is an unincorporated community in Northumberland County, Virginia, United States. It is located on U.S. Route 360 (the Northumberland Highway) Northwest of Heathsville and East of Warsaw.

AREA DEMOGRAPHICS



POPULATION

	1 MILE	3 MILE	5 MILE	7 MILE
2020 Population	409	2,526	5,090	9,118
2025 Projected Population	388	2,425	5,042	9,278
2010 Population	420	2,599	5,209	9,476



HOUSEHOLDS

	1 MILE	3 MILE	5 MILE	7 MILE
2020 Households	173	1,059	2,063	3,381
2025 Households	165	1,016	2,013	394
2010 Households	174	1,065	2,079	3,475
Average Household Size	2.35	2.38	2.35	2.38



INCOME

	1 MILE	3 MILE	5 MILE	7 MILE
Average Household Income	\$67,152	\$68,693	\$72,242	\$68,018
Median Household Income	\$51,691	\$53,632	\$58,494	\$58,503
Per Capita Income	\$28,477	\$28,830	\$30,018	\$27,097



HOUSING

	1 MILE	3 MILE	5 MILE	7 MILE
2020 Housing Units	173	1,059	2,063	3,381
2020 Owner-Occupied Units	130	805	1,622	2,677
2020 Renter Occupied Housing Units	43	254	441	703



PLACE OF WORK

	1 MILE	3 MILE	5 MILE	7 MILE
2020 Businesses	27	67	87	172
2020 Employees	162	538	707	1,330

TENANT OVERVIEW



STOCK
NYSE: DG



CREDIT RATING
S&P: BBB



MARKET CAP
\$49 Billion



FORTUNE 500
#112



YEAR FOUNDED
1939



HEADQUARTERS
Goodlettsville, TN



STORES
17,177



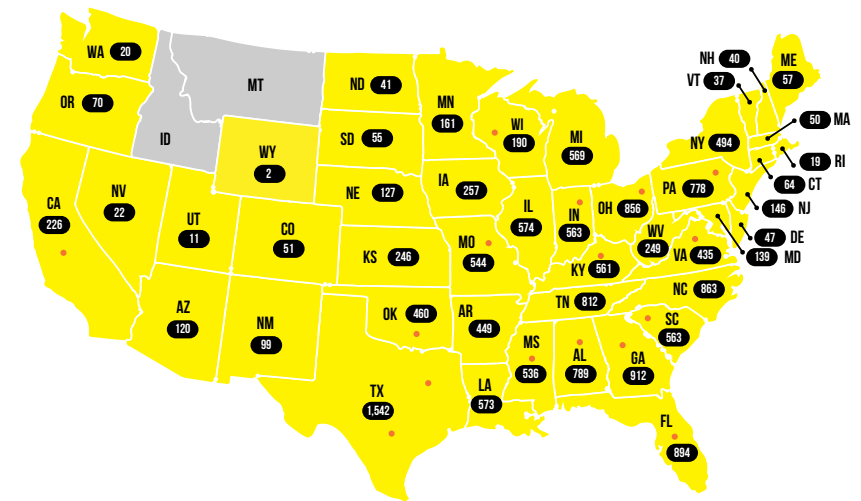
NO. EMPLOYEES
157,000

ABOUT

Dollar General Corporation has been delivering value to shoppers for 80 years. Dollar General helps shoppers Save time. Save money. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, basic apparel, housewares and seasonal items at everyday low prices in convenient neighborhood locations. Dollar General operated 17,177 stores in 46 states as of January 29, 2021. In addition to high-quality private brands, Dollar General sells products from America's most-trusted manufacturers such as Clorox, Energizer, Procter & Gamble, Hanes, Coca-Cola, Mars, Unilever, Nestle, Kimberly-Clark, Kellogg's, General Mills, and PepsiCo.

17,177 STORES | **IN 46 STATES** |
AS OF 01/29/2021

● STORES
● DISTRIBUTION CENTER



CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum is confidential and is furnished to prospective purchasers of the Dollar General located at 17364 Richmond Road, Callao, VA 22435 ("Property"). This Offering Memorandum is intended solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property. The information and materials contained herein are selective and limited in nature, and neither Owner or Schuchert Retail Group purports this to be an all-inclusive report on the Property.

This Offering Memorandum contains select information pertaining to the Property and does not purport to be all-inclusive or contain all or part of the information which prospective purchasers may require to evaluate a purchase of the Property. The information contained in this Offering Memorandum has been obtained from sources we believe to be reliable. However, Schuchert Retail Group has not and will not verify any of this information, nor has Schuchert Retail Group conducted any investigation regarding these matters. Schuchert Retail Group makes no guarantee, warranty or representation, express or implied, as to the truth, accuracy or completeness of any information provided and no legal commitments or obligations shall arise by reason of this Offering Memorandum or its contents. The information contained herein is not a substitute for a thorough due diligence investigation. All information is presented "as is" without representation or warranty of any kind. It is your responsibility to independently confirm its accuracy and completeness.

Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence, including engineering and environmental inspections, to determine the condition of the Property and its suitability for their needs. Prior to submitting an offer, prospective purchasers should consult with their own financial, legal, tax and construction advisors to determine the consequences of an investment in the Property and arrive at an independent evaluation of such investment.

By receipt of this Offering Memorandum for the Property, you agree that:

- This Offering Memorandum and its contents are of a confidential nature.
- You will treat it in the strictest confidence.
- You will not disclose this Offering Memorandum or any of its contents to any other person or entity without the prior written authorization of the Owner or Schuchert Retail Group.
- You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Owner or Schuchert Retail Group.
- You will be responsible for making your own decisions.

Owner and Schuchert Retail Group expressly reserve the right, in its sole discretion, to: (i) reject any or all expressions of interest or offers to purchase the Property without providing any reason or (ii) to terminate any negotiations with any party, at any time, with or without notice. The Owner shall have no legal commitment or obligations to any recipient viewing this Offering Memorandum or making an offer to purchase the property unless and until a written agreement for the purchase of the property has been fully executed on terms acceptable to Owner and any and all conditions set by Owner have been fully satisfied or waived.

By accepting this Offering Memorandum you agree to release the Seller and Schuchert Retail Group of any and all liability and hold the parties harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of the Property.



S

SCHUCHERT
RETAIL GROUP



**EXCLUSIVELY
LISTED BY:**

JIM SCHUCHERT

Co-Founder & Managing Partner

jim@schuchert.com

D 310.321.4020

M 310.971.3892

CA License #01969414

JOE SCHUCHERT

Co-Founder & Managing Partner

joe@schuchert.com

D 310.935.4732

M 310.971.3116

CA License #01973172

BROKER OF RECORD

GILLIAN GREENFIELD

VA #0226027886