

OFFERING MEMORANDUM

**DOLLAR GENERAL**  
**1217 US HIGHWAY 45 N.**  
**ELDORADO, ILLINOIS 62930**

PRICING: \$199,790 / 11.5% CAP

An Exclusive Investment Offering /// Transwestern National Net Lease | Sale Leaseback Group



**PRESENTED BY:**  
**Bill Behr | Gavin Behr**

**NATIONAL NET LEASE | SALE-LEASEBACK GROUP**

\*Actual Location

**T TRANSWESTERN**  
National Net Lease | Sale Leaseback Group



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## INVESTMENT OVERVIEW

Transwestern National Net Lease | Sale Leaseback Group is pleased to present for sale the lowest price point Dollar General property in the U.S. The property is being offered far below replacement cost. The commercial/retail building is in Eldorado, Illinois and leased predominantly to Dollar General. The Dollar General lease is structured on a “modified gross” basis and Dollar General has occupied the Property continuously for more than 30 years. Commencing in May 1994, Dollar General initially leased 6,000 square feet, or approximately half of the total building area. Indicating a strong commitment to the site, Dollar General expanded into additional space, which now totals approximately 10,500 square feet out of the approximately 12,000 square feet of total building area. In addition, Dollar General has continued to renew its lease which includes a new five (5)-year lease extension which commenced May 1, 2023 through April 30, 2028.

Located in southern Illinois, the Property is 45 miles east of Carbondale, Illinois, home of Southern Illinois University, 66 miles west of Evansville, Indiana and 130 miles southeast of St. Louis, Missouri. Eldorado is in Saline County, Illinois with a population of approximately 4,000 residents and is a bedroom community in the Harrisburg micropolitan statistical area. Eldorado thrived as a coal-mining town from the late 1880s until the 1980s until several of the mines shut down.

Leisure activities include Town & Country Days, an annual festival held every third weekend in September. In addition, there are sightseeing opportunities in the Shawnee National Forest and Garden of the Gods. Eldorado is also noted for being the host location of former Beatle, George Harrison's, First U.S. musical performance, which occurred at the Veterans of Foreign Wars hall in Eldorado on September 28, 1963.

Dollar General is a publicly traded company (NYSE: DG) and an investment grade tenant (S&P: BBB). Headquartered in Goodlettsville, Tennessee, Dollar General's gross revenue for 2021 exceeded \$34 billion with operating profit of \$3.2 billion. Dollar General operates 18,216 stores and had plans to open 1,110 stores in 2022.





## OFFERING SUMMARY

<b>Property</b>	<b>1217 US Highway 45 N., Eldorado, IL</b>
<b>Tenant</b>	DG Retail, LLC
<b>Guarantor</b>	Dollar General Corporate
<b>Pricing / Cap Rate</b>	\$199,790 / $\pm$ 11.5% cap
<b>NOI – Current</b>	$\pm$ \$22,975.80
<b>Lease Expiration</b>	4/30/2028
<b>Lease Structure</b>	Modified Gross
<b>Landlord Responsibilities*</b>	See Property/Lease Summary below
<b>Tenant Responsibilities*</b>	See Property/Lease Summary below
<b>*Refer to Lease for details</b>	

## PROPERTY &amp; INVESTMENT HIGHLIGHTS

- Exceptionally Low Price Point! Opportunity to acquire an investment grade tenant-leased property for approximately \$16.65 per square foot based on total building area of approximately 12,000 square feet.
- More than 30 years of operating history with DG having just executed a new 5-year lease demonstrating continued commitment to the site.
- Extremely low annual rental rate of \$3.43 per square foot “gross”, providing affordable and sustainable rent
- One remaining five (5)-year renewal option at \$3,400.00 per month, a 13.33% rental increase.
- Small remaining  $\pm$  1,500 square foot vacant space which may potentially be leased out to a third party tenant to add value.



Property / Store Number	1217 US Highway 45 N., Eldorado, IL 62930 / #1091
Tenant	DG Retail, LLC
Guarantor	Dollar General Corporate
Original Commencement Date	5/1/1994
Current Lease Expiration Date	4/30/2028
Total Building Area	Est. 12,000 square feet
Total Land Area	2.19 acres (approx.)
Dollar General’s Premises	Est. 10,500 square feet
Current Monthly Gross Rent	\$3,000.00
Renewal Option	One (1), five (5)-year option at \$3,400.00 per month with thirty (30) days prior written notice
Lease Structure*	Modified Gross
Real Estate Taxes	Paid by Landlord
Property Insurance	Paid by Landlord
Utilities	Paid by Tenant
Landlord Responsibilities	Maintenance, repair and replacement to the exterior of the Premises, including, but not limited to, the roof, all paved areas, foundation, floors, walls, all interior and exterior utility lines and pipes, and all other structure portions of the Building. Landlord shall at all times furnish HVAC, lighting, plumbing equipment in the Premises and shall be responsible for the entire cost of major repairs and replacement of all such equipment (over \$750 per occurrence).
Tenant Responsibilities	Damage to plate glass windows and doors except when caused by latent defects or by Landlord. Tenant shall also maintain the interior of the Premises. Tenant shall be responsible for the entire cost of minor repairs and routine maintenance. Minor repairs are defined as any repairs costing less than \$750 per occurrence, and major repairs are defined as any repairs costing \$750 or more per occurrence.
Parent Company Ownership/Guarantor	Dollar General, Publicly traded, corporate guaranty
Headquarters	Goodlettsville, Tennessee
Year Founded	1939/1955
Website	dollargeneral.com

*\*See Lease for details*

ESTIMATED PROFORMA - 2025

Gross Annual Rent:	\$36,000.00
Operating Expenses:	
Property Taxes:	\$6,298.18
Property Insurance:	\$4,479.08
Estimated Annual Maintenance:	<u>\$2,246.94</u>
Estimated Total Expenses:	<u>\$13,024.20</u>
Projected Net Operating Income:	<u>\$22,975.80</u>

## Property Photos

Eldorado, IL





## Property Photos

Eldorado, IL





## TENANT OVERVIEW

**DOLLAR GENERAL**

In October 1939, James Luther (J.L.) Turner and his son Cal Turner, Sr. opened Turner and Son Wholesale with an initial investment of \$5,000 each. The wholesale business subsequently transitioned into retailing and resulted in annual sales of more than \$2 million by the early 1950's.

The first Dollar General store opened in Springfield, Kentucky on June 1, 1955, with a simple concept: no item in the store would cost more than \$1.00. While only about one-quarter of Dollar General merchandise today sell for \$1.00 or less, the underlying concept remains the same: provide outstanding value and convenience to their customers.

J.L. passed away in 1964 but four years later, the company went public as Dollar General Corporation, posting annual sales of more than \$40 million. Today the company boasts more than 18,000 stores and \$34 billion in annual sales. Their yellow Dollar General store sign is a popular symbol of value and convenience. Their convenient and everyday low prices have survived and the company to this day remains true to its humble ethic of hard work and friendly customer service embodied by the founding family.

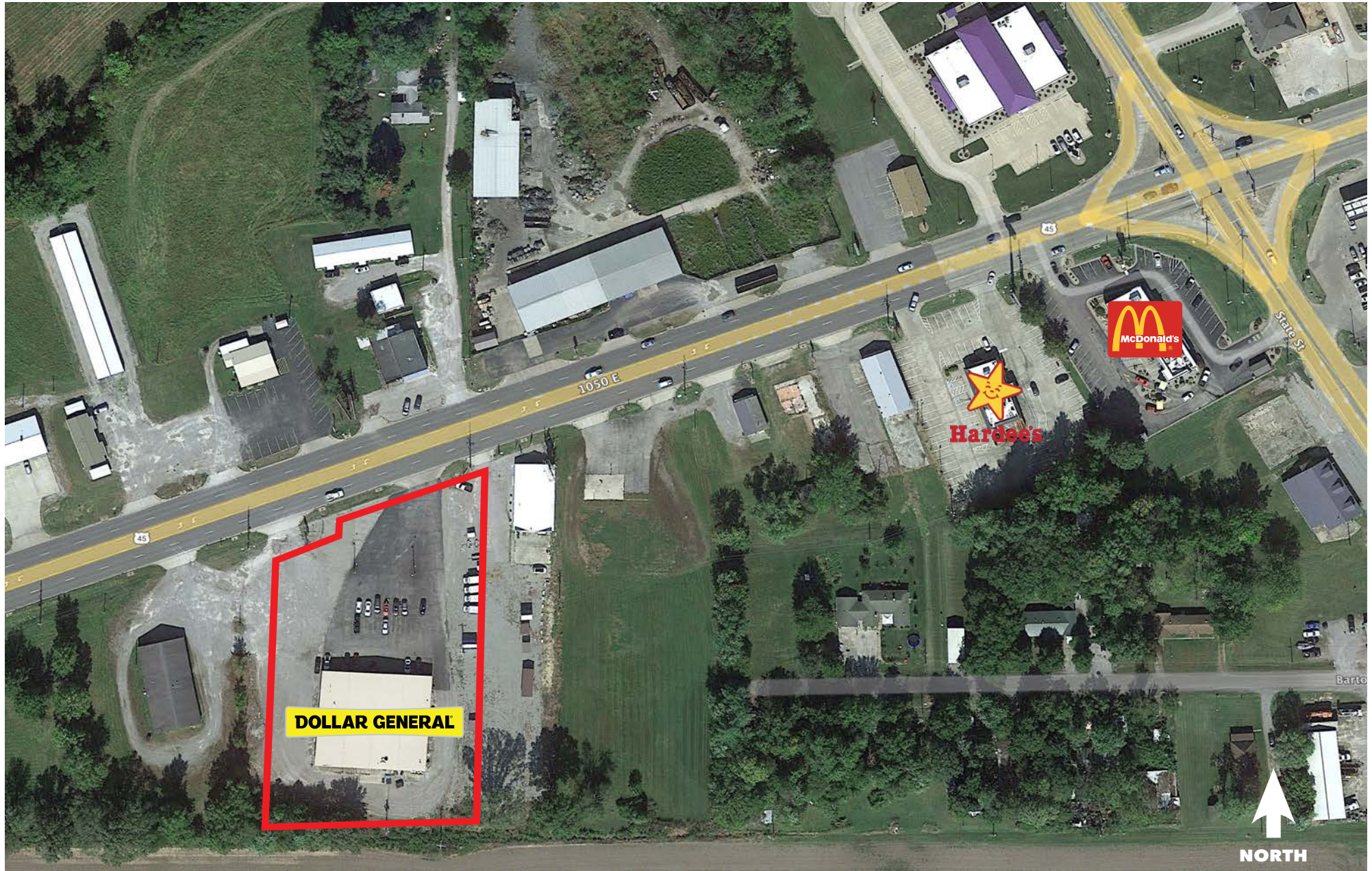
While Dollar General has stores in all marketplaces in 46 states, it is also known for serving small-town America where residents would otherwise have to travel great distances for simple grocery and general store merchandise shopping. Dollar Generals continual expansion assures customers the most convenient and affordable way to shop.

**DOLLAR GENERAL OVERVIEW**

<b>Corporate Entity</b>	Dollar General Corporation
<b>Number of Locations</b>	18,130 in 46 states (as of 1/28/2022)
<b>Corporate Year Founded</b>	1939
<b>Headquarters</b>	100 Mission Ridge, Goodlettsville, TN 37072
<b>Financial Summary</b>	Fiscal Year 2021
<b>Gross Revenue</b>	\$34.2 billion
<b>Operating Profit</b>	\$3.2 billion
<b>Net Income</b>	\$2.4 billion
<b>Cash Flows from Operations</b>	\$2.9 billion
<b>New Store Openings Planned</b>	1,110 (2022)
<b>Website</b>	dollargeneral.com
<b>Investor Relations</b>	Investor.dollargeneral.com
<b>Stock Ticker</b>	DG

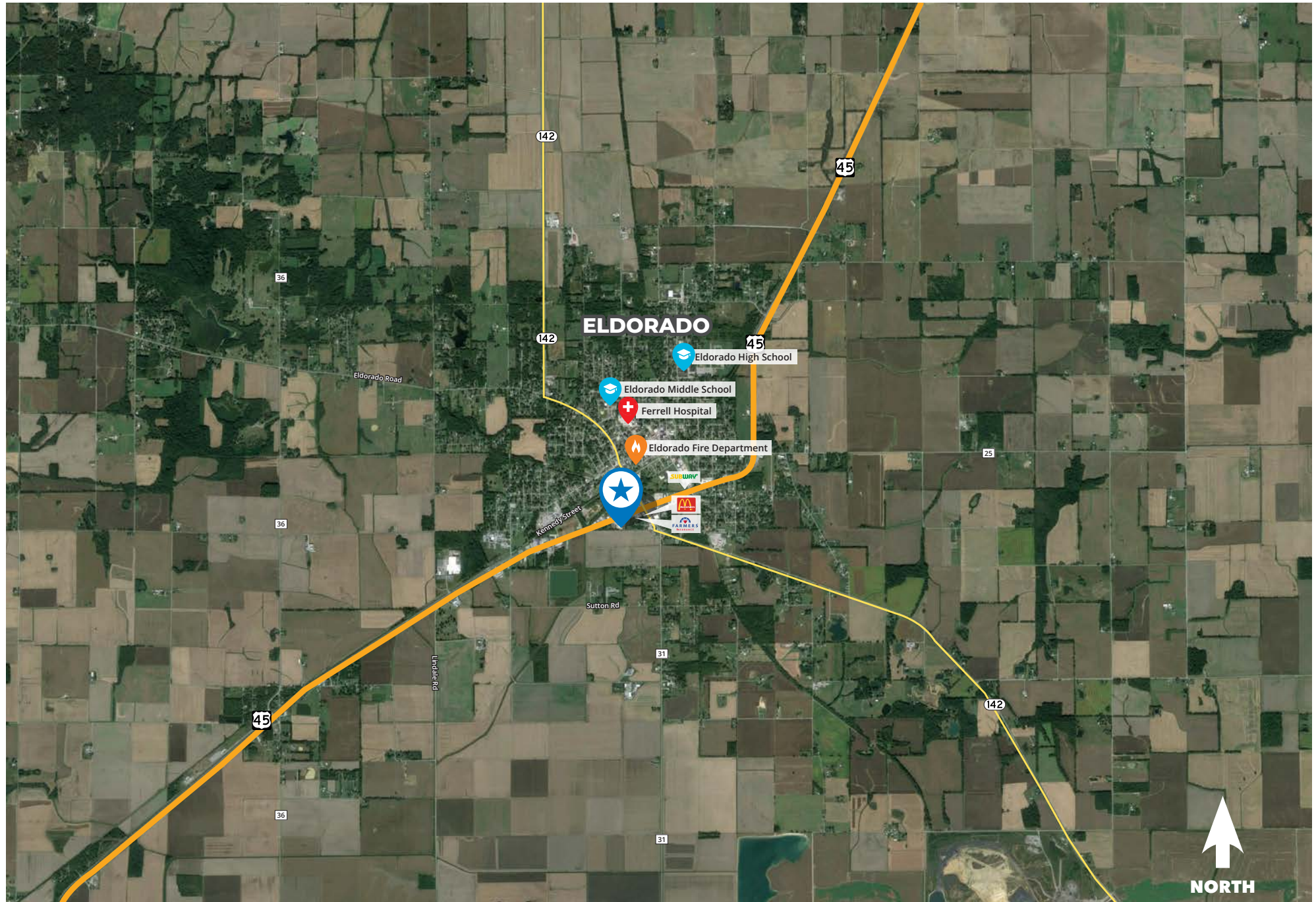


## AERIAL SITE PLAN - 1217 US Highway 45 N., Eldorado, IL 62930



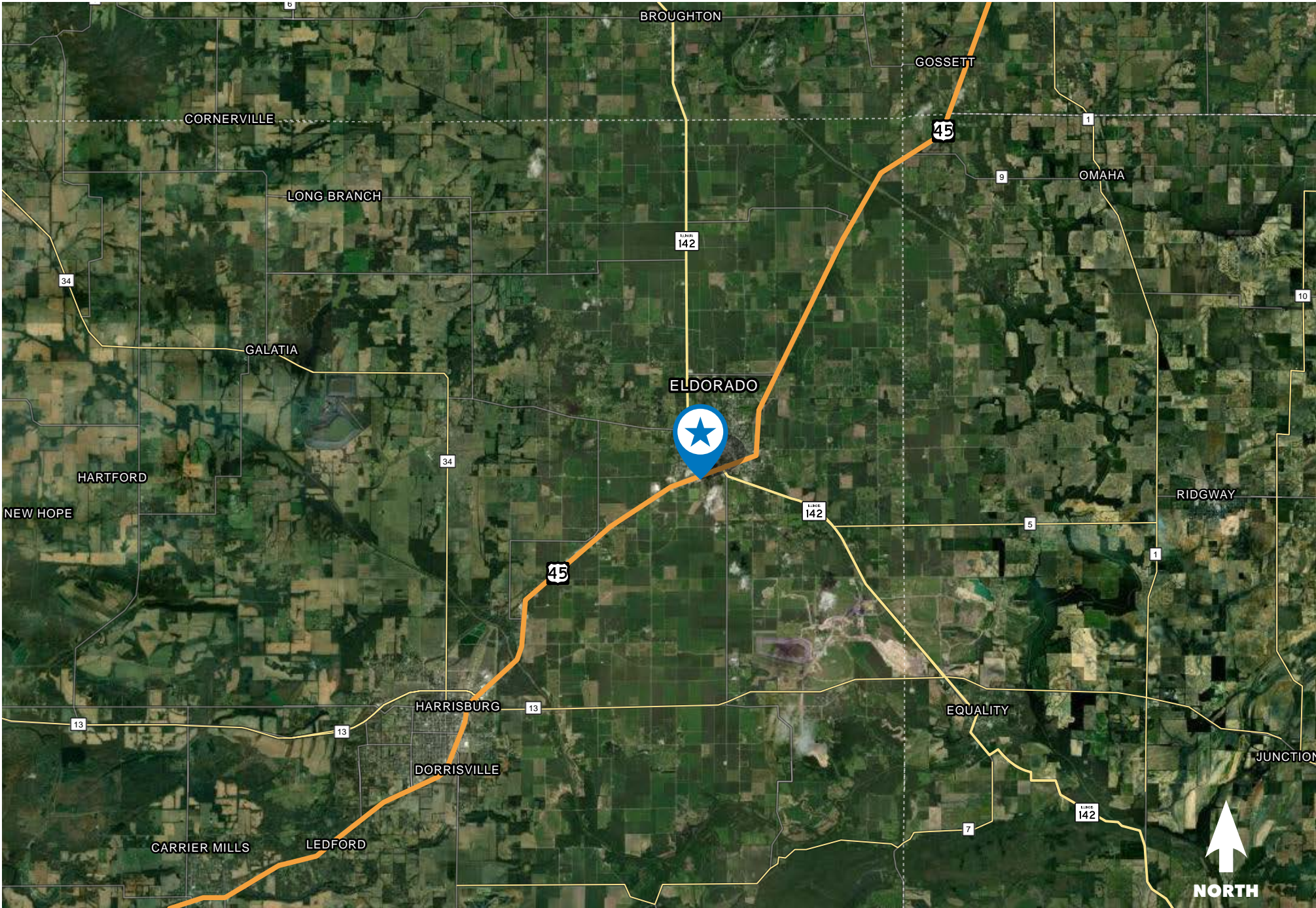


## MARKET AERIAL - 1217 US Highway 45 N., Eldorado, IL 62930





REGIONAL AERIAL - 1217 US Highway 45 N., Eldorado, IL 62930





## AREA OVERVIEW

### Eldorado, IL

Nestled amidst the rolling hills of southern Illinois, Eldorado emerges as a hidden gem that captures the essence of small-town charm and picturesque beauty. This quaint community, with a population of approximately 3,600, exudes a welcoming atmosphere that instantly captivates visitors. Eldorado is renowned for its scenic landscapes, where vast stretches of lush green fields and tranquil lakes create a breathtaking backdrop for outdoor enthusiasts and nature lovers. Whether it's exploring Shawnee National Forest's trails, fishing in Lake Glendale, or simply immersing oneself in the serenity of the countryside, El Dorado offers an abundance of recreational opportunities.

Beyond its natural allure, Eldorado embraces its rich history and vibrant culture. The town's historic downtown district boasts well-preserved architecture, inviting locals and tourists to stroll along charming streets lined with unique boutiques, cozy cafes, and delightful antique shops. The community's close-knit spirit is evident in annual events like the Eldorado Fall Festival, where residents gather to celebrate with live music, local cuisine, and a lively carnival atmosphere. Whether it's exploring the outdoors, appreciating the town's heritage, or simply enjoying the warmth of its residents, Eldorado Illinois beckons visitors to experience the authentic heart and soul of small-town America.

The economy of Eldorado, IL employs 1.35k people. The largest industries in Eldorado, IL are Health Care & Social Assistance (469 people), Retail Trade (150 people), and Educational Services (135 people), and the highest paying industries are Transportation & Warehousing (\$75,709), and Agriculture, Forestry, Fishing & Hunting, & Mining (\$49,063).



## DEMOGRAPHIC SNAPSHOT

## POPULATION

	3 miles	5 miles	10 miles
2010 Census Population	5,822	6,728	21,321
2023 Population	5,131	6,050	19,236
2028 Projected Population	4,947	5,839	18,609

## HOUSEHOLDS

	3 miles	5 miles	10 miles
2010 Census Households	2,513	2,930	8,929
2023 Households	2,216	2,633	8,225
2028 Projected Households	2,164	2,573	8,054
2023 Estimated Average Household Size	2.25	2.24	2.26

## ESTIMATED HOUSEHOLD INCOME

	3 miles	5 miles	10 miles
2023 Average Household Income	\$70,067	\$75,193	\$69,363
2023 Median Household Income	\$44,226	\$48,184	\$46,718
2023 Per Capita Income	\$30,366	\$32,435	\$29,916
2023 Median Age	44.1	44.6	44.8

## TRAFFIC COUNTS

	VPD	YEAR
US HIGHWAY 45 N & PRINTERS LN SW	8,478	2022





Transwestern is a privately held real estate firm of collaborative entrepreneurs who deliver a higher level of personalized service– the Transwestern Experience. Specializing in Agency Leasing, Management, Tenant Advisory, Capital Markets, Research and Sustainability services, our fully integrated global enterprise adds value for investors, owners and occupiers of all commercial property types. We leverage market insights and operational expertise from members of the Transwestern family of companies specializing in development, real estate investment management and research. Transwestern has 35 U.S. offices and assists clients through more than 180 offices in 37 countries as part of a strategic alliance with BNP Paribas Real Estate.

Year-to-date, Transwestern has overseen the leasing and management of 2,006 properties, representing more than 370 million square feet - leased and managed combined. Within that same time period, the firm completed leasing, sales and finance transactions totaling \$8.6 billion.

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