



RANDALL COMMERCIAL GROUP, LLC

INVESTMENT REAL ESTATE OPTIMIZED



5% Initial Term Rent Increases Every 5 Years

Representative Photo



DG MARKET | BRISTOL, TN

FOR SALE // \$2,607,692 // 6.5% CAP RATE //
RETAIL PROPERTY

PRESENTED BY //

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DISCLAIMER



CONFIDENTIALITY & DISCLAIMER

The information provided within this Offering Memorandum has been obtained from sources that are believed to be reliable, but Randall Commercial Group, LLC has not verified the information and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. The information may be estimated or generalized and is prepared to provide a summary of highlights and only a preliminary level of information regarding the project. Any interested party must independently investigate the subject property, particularly from a physical, financial, tenant, and overall development standpoint. Any projections, opinions, assumptions or estimates used are for example only and do not represent the current or future performance of the property. This information is not intended to provide full due diligence on the subject property, as it is the responsibility of the interested buyer to conduct full due diligence with their advisors. The data contained within this offering memorandum is for information purposes only and is not sufficient for evaluation of Property for potential purchase.

Randall Commercial Group, LLC has not performed due diligence pertaining to the physical state of the property nor the property's current or future financial performance. Furthermore, no due diligence has been performed regarding the financial condition or future plans for this location. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs. This information may have changed and there may be omissions of material data as this is not intended to provide complete due diligence.

Past, expected or projected performance does not guarantee future performance. Property owners and/or buyers bear the full risk and exposure of all business, events, tenant, credit, and liability associated with such properties. The acreage, size, and square footage of the property and improvements are estimated and should be independently verified. Inherent risk and concentrated exposure are associated with single tenant occupied properties and prospective buyer should fully investigate tenant, lease, market, and all relevant aspects of this property, tenant, and transaction. Unless a fully executed purchase and sale agreement has been executed, seller and Randall Commercial Group, LLC expressly reserves the right, at their sole discretion, to reject any and all expressions and/or interests or offers to purchase the property and to terminate negotiations and discussions with any person or entity reviewing this offering memorandum or making an offer on property unless a purchase and sale agreement of property has been executed and delivered.

In no event shall prospective purchaser or its agent have any claims against Seller or Randall Commercial Group, LLC or any of its affiliates, directors, offices, owners, agents, or licensees for any damages, liability, or any cause of action relating to this solicitation process, the marketing material, marketing process, or sale of property. By reviewing the material contained herein, you are agreeing to the terms and limitations of its use provided herein.

IMPORTANT DISCLOSURE: An owner/agency relationship exists with an Associate Broker of Randall Commercial Group, LLC and the owner of the Subject Property located at 4460 Highway 421, Bristol, TN 37620. The Associate Broker has an ownership interest in the Subject Property located at 4460 Highway 421, Bristol, TN 37620, and other business with the Manager of the ownership entity.

INVESTMENT SUMMARY



INVESTMENT SUMMARY

OFFERING PRICE:	\$2,607,692
NET OPERATING INCOME:	\$169,500
YR1 CAP RATE:	6.5%
BLENDED CAP RATE:	6.83%
YEAR BUILT:	2024
BUILDING SIZE:	10,640 SF
LOT SIZE:	2.05 Acres
PROPERTY ADDRESS	4460 Highway 421
CITY, STATE, ZIP:	Bristol, TN 37620
3 MILE POPULATION:	3,577

LOCATION DESCRIPTION

The subject property is located on Highway 421 in Bristol, TN. The DG Market is approximately 8.5 miles from "Main Street" in historic Downtown Bristol, which is called State Street because it's divided by the state lines of Virginia and Tennessee. Bristol is in Sullivan County and is part of the Tri-Cities region, along with the cities of Johnson City, Kingsport, and the surrounding smaller towns and communities in Northeast Tennessee and Southwest Virginia. Known as The Birthplace of Country Music, Bristol has a proud heritage of being both a fun place to visit and a "Great Place to Live" with much to do and enjoy in the areas of shopping, dining, entertainment, and sightseeing.

PROPERTY DESCRIPTION

Randall Commercial Group, LLC is pleased to exclusively offer for sale this brand new, free-standing DG Market store located in Bristol, TN. **The subject property has a 15-year, NNN lease with 5% increases every 5 years during the primary term and each option, and a rent commencement date of July 19, 2024.** Bristol, TN is part of the Kingsport-Johnson City-Bristol MSA, one of the premier locations for growth in a state characterized by a continuous influx of new residents from across the country. Dollar General is an investment-grade tenant with a Standard & Poor's "BBB" credit rating.

LEASE SUMMARY

TENANT:	Dolgencorp, LLC d/b/a DG Market
LEASE TYPE:	NNN
PRIMARY LEASE TERM:	15-years
ANNUAL RENT:	\$169,500
RENT PSF:	\$15.93 psf
BLDG. DELIVERY DATE:	Est. July 2024
RENT COMM. DATE:	July 19, 2024
RENEWAL OPTIONS:	Five (5), Five (5) Year Options
RENT BUMPS:	5% every 5 years
LEASE GUARANTOR:	Dollar General Corporation

Front Elevation



TENANT PROFILE



DOLLAR GENERAL®

pop shelf® **DOLLAR GENERAL** market™

COMPANY HIGHLIGHTS

- Net sales **increased 10.6% to \$37.8 billion**, and same-store sales **increased 4.3% YoY**
- Operating profit **increased 3.3% to \$3.3 billion YoY**
- Net Income **grew to \$2.4 billion**, and diluted earnings per share **increased 5.0% to \$10.68**
- Cash Flows from Operations were **\$2.0 billion**
- **1,050** New Stores Planned to Open in 2023
- **3,170** Total Expected Real Estate Projects in 2023
- Dollar General has been **in business for 83 years** and opened its **19,000th store** in early 2023
- <https://investor.dollargeneral.com/>

LEASE YEAR	ANNUAL RENT	INCREASE
1	\$169,500.00	
2	\$169,500.00	
3	\$169,500.00	
4	\$169,500.00	
5	\$169,500.00	
6	\$177,975.00	5%
7	\$177,975.00	
8	\$177,975.00	
9	\$177,975.00	
10	\$177,975.00	
11	\$186,873.72	5%
12	\$186,873.72	
13	\$186,873.72	
14	\$186,873.72	
15	\$186,873.72	
OPTION 1	\$196,217.40	5%
OPTION 2	\$206,028.36	5%
OPTION 3	\$216,329.76	5%
OPTION 4	\$227,146.20	5%
OPTION 5	\$238,503.48	5%

COMPLETE HIGHLIGHTS



Front Elevation



LOCATION INFORMATION

BUILDING NAME	DG Market Bristol, TN
STREET ADDRESS	4460 Highway 421
CITY, STATE, ZIP	Bristol, TN 37620
COUNTY	Sullivan

BUILDING INFORMATION

NOI	\$169,500.00
CAP RATE	6.5%
OCCUPANCY %	100.0%
TENANCY	Single
NUMBER OF FLOORS	1
YEAR BUILT	2024
CONSTRUCTION STATUS	Existing
CONDITION	Excellent
ROOF	Standing-Seam Metal Roof
FREE STANDING	Yes
FRAMING	Metal



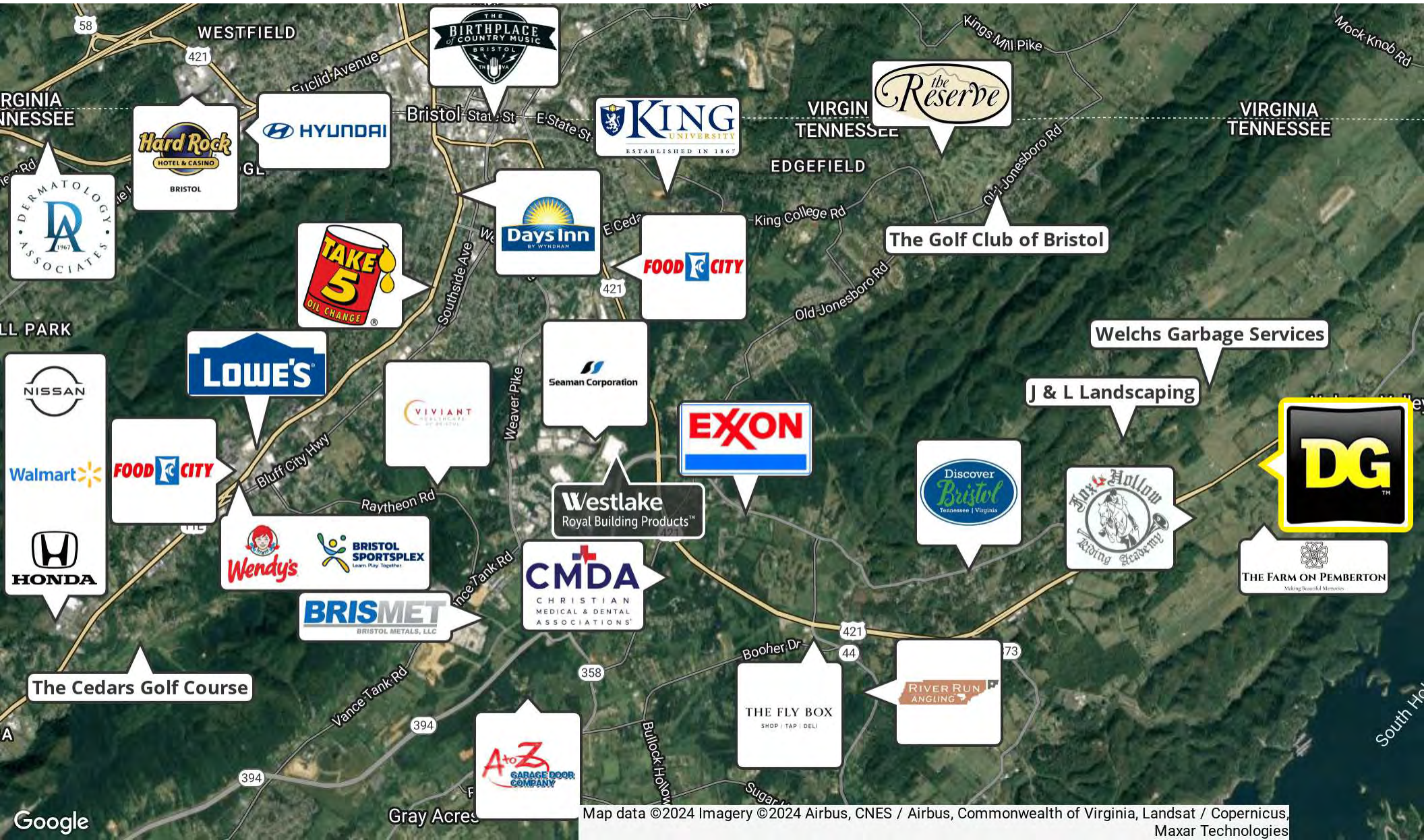
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SITE PLAN



AERIAL MAP



Map data ©2024 Imagery ©2024 Airbus, CNES / Airbus, Commonwealth of Virginia, Landsat / Copernicus, Maxar Technologies

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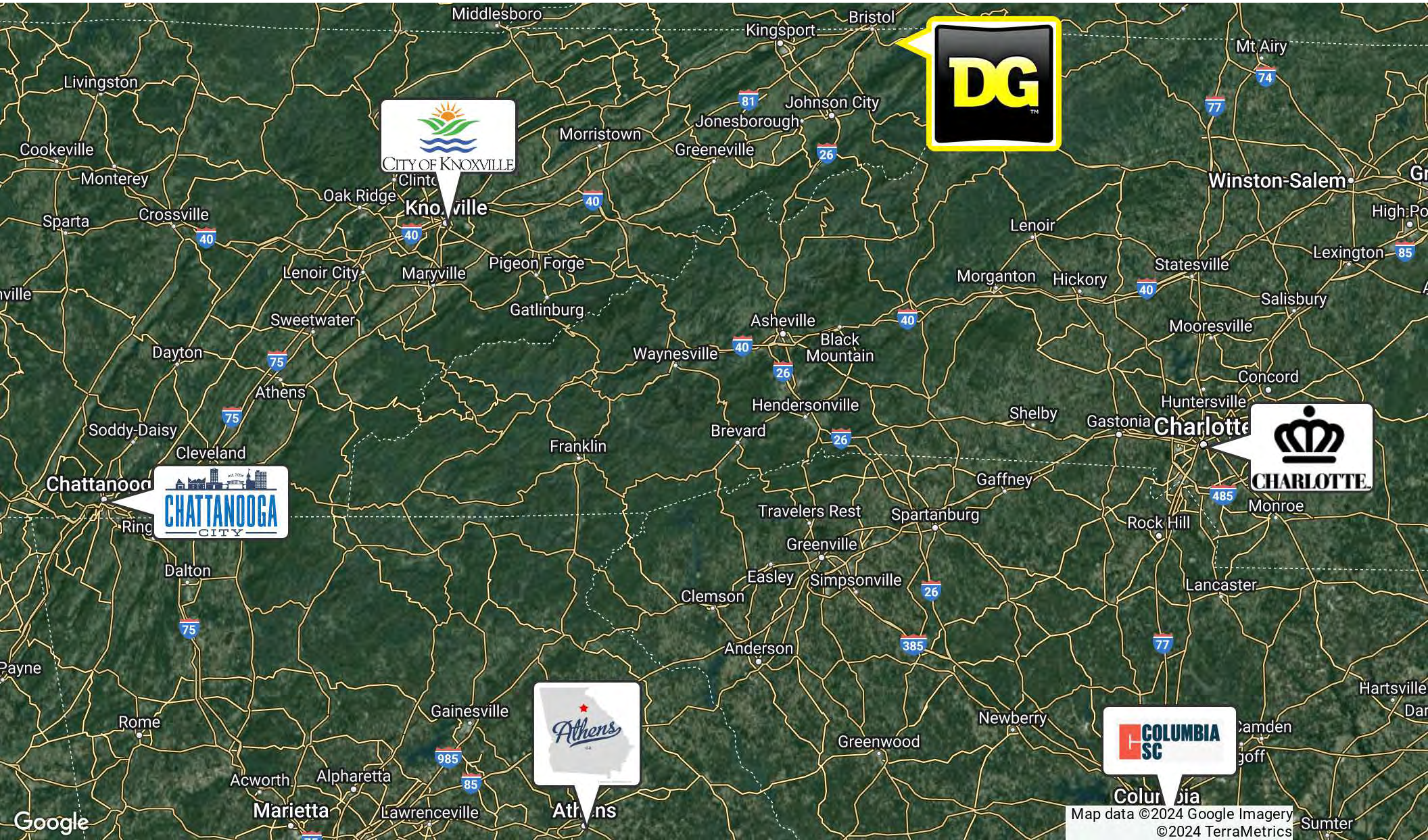
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LOCATION MAP



REGIONAL MAP



BRISTOL, TN ECONOMY



ECONOMY

- Bristol is strategically located in northeast Tennessee, part of the Kingsport-Bristol Metropolitan Statistical Area, on Interstate 81 and is 17 miles north of I-81 and I-26
- Bristol's central location serves major southeastern markets and is within a 1 day drive of 53% of the US population, with 65% of US major markets located within a 600-mile radius
- Bristol is home to Bristol Metals, Bristol Regional Medical Center, Robinette Company, Royal Building Products, Seaman Corporation, Tri-Cities Extrusion, Teleperformance, and UPM Pharmaceuticals
- The largest single employer in Bristol is Ballad Health, with almost 1,300 board certified or board eligible physicians, nurses, technicians, and support-staff members at Bristol Medical Center
- Bristol continues to be an integral partner in local economic development projects, in particular the \$16 million dollar regional partnership to develop an Aerospace Park at Tri-Cities Airport
- Source: bristoltn.org



TOP COUNTY'S EMPLOYERS

EMPLOYERS	EMPLOYEES
Mountain State Health Alliance	3,541
East Tennessee State University	2,330
Citi Commerce State University	1,950
James H. Quillen VA Medical Center	1,592
Advanced Call Center Technologies	1,400
Washington County School System	1,200
American Water Heater Co.	1,170
City of Johnson City	853
Johnson City School System	832

ECONOMY

- Bristol partnered with Bristol Tennessee Essential Services to assist in the development of a 35 acre "shovel ready" site and two additional "pad ready" sites comprising 22.5 acres in the Bristol Business Park, totaling over \$1.7 million dollars from the Tennessee Department of Economic and Community and the Tennessee Valley Authority for assistance in developing these sites
- Retail growth at The Pinnacle, a 240-acre shopping center and commercial development, has led to rapid growth of commercial development in the border region area, which has created a significant growth in sales tax and employment opportunities for the region over the past 9 years
- Integral components of the local economy include tourism, Bristol Motor Speedway events, the Border Region Retail Tourism District, and Downtown
- Source: bristoltn.org

BALLAD HEALTH & SURROUNDING HEALTHCARE



3-year total benefit
\$419,974,172



SURROUNDING HEALTHCARE

- Johnson City Medical Center (JCMC) is a **445-bed** regional tertiary referral center for the entire service area, one of five Level 1 Trauma Centers in the state of TN, and a **43-bed** intensive care unit
- JCMC is home to **Wings Air Rescue**, the region's largest fleet of dedicated emergency medical air ambulances with bases in TN, VA, and KY
- JCMC has received **numerous accolades**, including Blue Distinction Center for Spine Surgery and Knee and Hip Replacement by BlueCross BlueShield, The Joint Commission National Quality Approval, etc.
- St. Jude Affiliated Clinic at Niswonger Children's Hospital, Frontier Health, and James H. Quillen Medical Center are located in Johnson City, TN
- JCMC named a **Top 100 Heart Hospital** by two ratings organizations
- There is an ongoing **\$6 million** renovation project at Johnson City Medical Center that will improve access to the facility and broaden its ability to serve patients with severe medical needs
- Sources: balladhealth.org, johnsoncitytnchamber.com, johnsoncitypress.com

BALLAD HEALTH

- Washington County is home to the **headquarters of Ballad Health**, an integrated healthcare system serving **29 counties** in Northeast Tennessee, Southwest Virginia, Northwest North Carolina, and Southeast Kentucky, and operates a family of **21 hospitals**
- Revenues for the 2022 fiscal year totaled **\$2.3 billion**
- Average of **\$9 million** through Ballad Health's community responsibility program and various philanthropies (3-year report to the left)
- Ballad Health has successfully deployed the first phase of a **more than \$200 million** technology conversion, bringing **more than 80 care sites** live on the new epic electronic health record platform
- Recognized by Forbes Magazine as **one of the best employers in America for diversity** (#29)
- A new partnership with Ensemble Health leveraged Ballad Health's revenue cycle services to bring as many as **500 new jobs** to the TN region
- Sources: balladhealth.org, washingtoncountyttn.org



SURROUNDING EDUCATION



EAST TENNESSEE STATE UNIVERSITY

- **Quillen College of Medicine at East Tennessee State University College (ETSU)** started a pediatric hematology/oncology practice that has become a formal affiliate of the St. Jude Children's Research Hospital
- ETSU has **over 14,500** undergraduate, graduate and professional students offering **122** undergraduate and **75** mater's programs
- ETSU is one of the country's select few fully accredited graduate programs in storytelling and is the only 4 year university in the world with a comprehensive bluegrass music program
- ETSU collegiate athletic team, the Buccaneers, compete in the **NCAA Division I Southern Conference**
- ETSU Gatton Generation Rx chapter has been recognized by the American Pharmacists Association as the best chapter (**#1**) in the county for 3 years in a row
- ETSU says by 2026 the economic impact of the college will be **\$44 million** with a 10-year period projecting **more than \$379 million**
- Sources: *stjude.org, etsu.edu, johnsoncitytn.org, wikipedia.org*

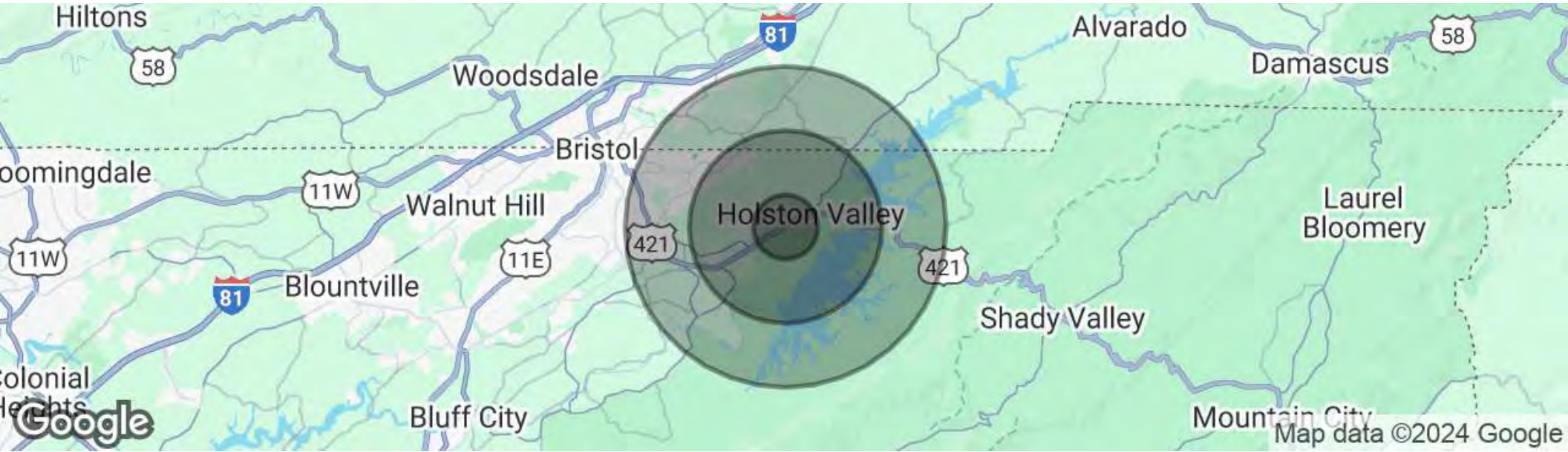


SURROUNDING INSTITUTIONS

- Nearby there is **Milligan University, Northeast State Community College, King University, and Tusculum University**
- Milligan University has been recognized for quality and value and is **ranked among the top regional universities in the South** by U.S. News and World Report
- Milligan University serves an average of **1,335 undergraduates**
- Northeast State's Community College pumped an average of **\$90 million annually** into the local economy over the past five years
- The Johnson City School System is comprised of **11** schools and **522** certified teachers serving **more than 7,000** students
- The schools are **consistently above** state and national averages for ACT, SAT, and state test scores
- Jonesborough is building a new K-8 school that is budgeted at **\$32 million**
- Tennessee School Board Association granted Washington County School "**Award of Excellence in Education Programs**"
- Sources: *milligan.edu, timesnews.net, wjhl.com, wcde.org*



DEMOGRAPHICS MAP & REPORT



POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	533	3,577	17,959
AVERAGE AGE	47.8	47.0	45.0
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	239	1,929	8,335
# OF PERSONS PER HH	2.23	2.34	2.30
AVERAGE HH INCOME	\$81,307	\$103,810	\$82,894
AVERAGE HOUSE VALUE	\$252,019	\$241,751	\$175,324

* Demographic data derived from 2020 ACS - US Census & ESRI



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ABOUT RANDALL COMMERCIAL GROUP, LLC

Randall Commercial Group, LLC is a boutique commercial real estate investment brokerage and consulting firm focused on properties and development opportunities in the southeastern United States for clients located throughout the country. Through a myriad of brokerage services, we serve institutional and individual investors as well as end users, tenant, and developers on deals ranging up to \$50 million in estimated market value.

Our proprietary research, continual education, creativity, and perseverance allow us to focus on creating client wealth by optimizing real estate strategies for businesses and investors while building meaningful, long-term relationships. The majority of our business results from expanding our client relationships and referrals from clients and peers. We believe the reward for hard work well done is the opportunity to do more of it; for this, we thank you for your trust and belief in our methodology.

Our corporate strategy is simple: client first. We do not desire to be all things to all clients, but we are singularly focused on being all things investment real estate.

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