



RANDALL COMMERCIAL GROUP, LLC

INVESTMENT REAL ESTATE OPTIMIZED



REPRESENTATIVE PHOTO

5% INITIAL TERM RENT INCREASES EVERY 5 YEARS

DG MARKET | MIDLAND, TX (SAGE ST.)

FOR SALE // \$3,055,806 // 6.4% 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 3211 Sage Street, Midland, TX. The Associate Broker has an ownership interest in the Subject Property located 3211 Sage Street, Midland, TX, and other business with the Manager of the ownership entity.

INVESTMENT SUMMARY



INVESTMENT SUMMARY

OFFERING PRICE:	\$3,055,806
NET OPERATING INCOME:	\$195,571
YR1 CAP RATE:	6.4%
YEAR BUILT:	2025
BUILDING SIZE:	10,640 SF
LOT SIZE:	0.96 Acres
PROPERTY ADDRESS	3211 Sage Street
CITY, STATE, ZIP:	Midland, TX 79705
3 MILE POPULATION:	19,054

LOCATION DESCRIPTION

The subject property is located at 3211 Sage Street in Midland, TX, approximately 16 miles from the Midland International Air & Space Port and 2.5 miles from Midland College in downtown Midland, TX. The Midland-Odessa CSA has historically been the epicenter of oil and gas production in the United States, with the Permian Basin region producing over 43% of the domestic oil supply and 17% of the natural gas supply used in the US.

PROPERTY DESCRIPTION

Randall Commercial Group, LLC is pleased to exclusively offer for sale this brand new, free standing Dollar General Market located in Midland, TX. The subject property has a 15-year, NNN lease with a estimated delivery date of March 2025 and 5% rent increases every five years during the primary term and each option. This store has an upgraded hardy-plank exterior and is located on Sage Street off of Wadley Ave near downtown Midland, and sees approximately 23,000 VPD near the site with over 86,000 residents within 3 miles. Dollar General is an investment-grade tenant with a Standard & Poor's "BBB" credit rating

LEASE SUMMARY

TENANT:	Dolgencorp of Texas, Inc., d/b/a DG Market
LEASE TYPE:	NNN
PRIMARY LEASE TERM:	15-Years
ANNUAL RENT:	\$195,571.56
RENT PSF:	\$18.38
BLDG. DELIVERY DATE:	Est. March 2025
RENT COMM. DATE:	TBD
RENEWAL OPTIONS:	Five (5), Five (5) Year Options
RENT BUMPS:	5% Every 5 Years
LEASE GUARANTOR:	Dollar General Corporation



REPRESENTATIVE PHOTO

5% INITIAL TERM RENT INCREASES EVERY 5 YEARS

COMPLETE HIGHLIGHTS



FRONT ELEVATION



LOCATION INFORMATION

BUILDING NAME	DG Market Midland, TX (Sage St.)
STREET ADDRESS	3211 Sage Street
CITY, STATE, ZIP	Midland, TX 79705
COUNTY	Midland

BUILDING INFORMATION

NOI	\$195,571.56
CAP RATE	6.4%
BUILDING CLASS	A
OCCUPANCY %	100.0%
TENANCY	Single
NUMBER OF FLOORS	1
YEAR BUILT	2025
CONSTRUCTION STATUS	Under construction
CONDITION	Excellent
ROOF	Standing-Seam Metal Roof
FREE STANDING	Yes
NUMBER OF BUILDINGS	1

TENANT PROFILE



DOLLAR GENERAL®

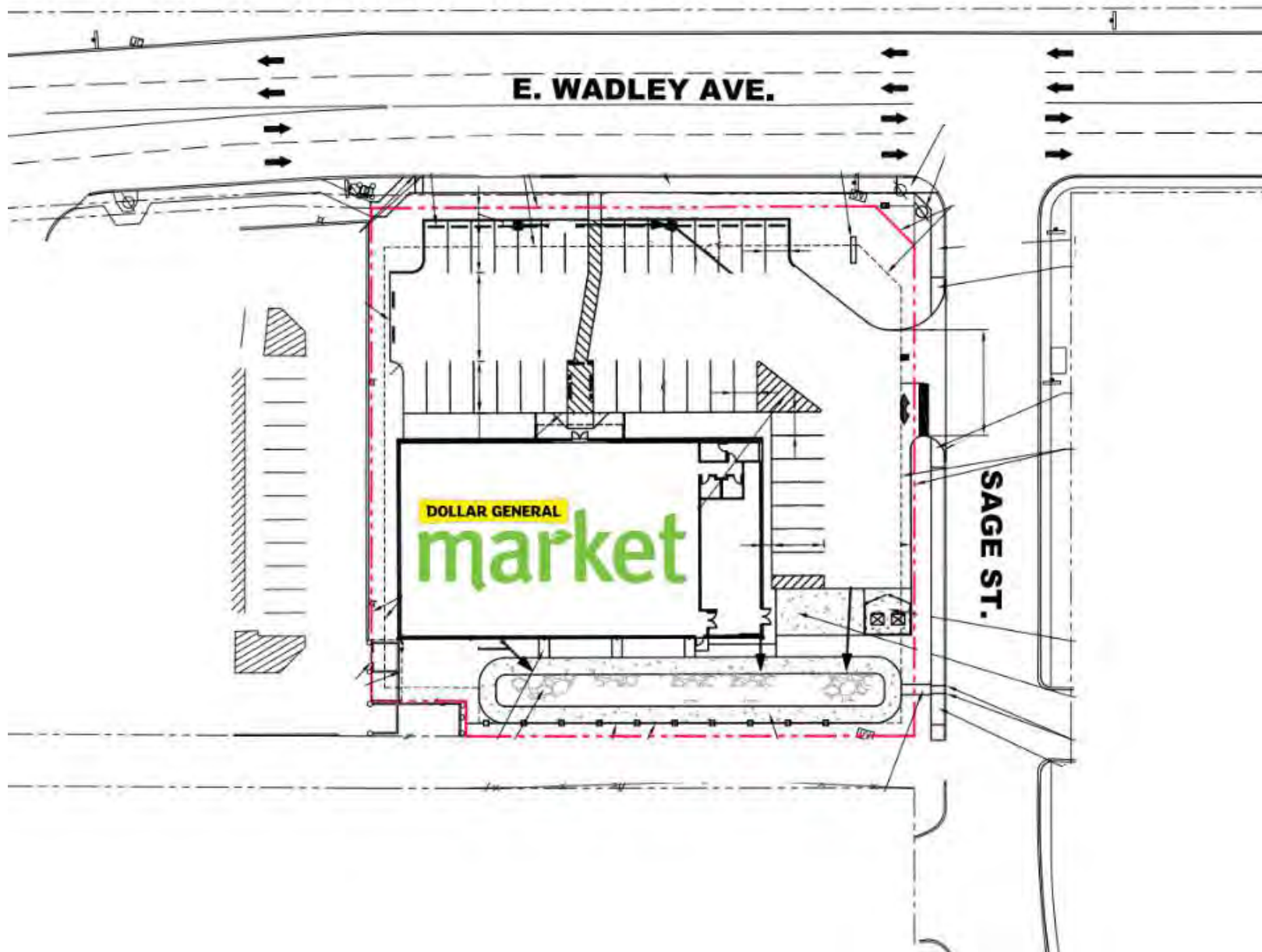


COMPANY HIGHLIGHTS

- 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	\$195,571.56	
2	\$195,571.56	
3	\$195,571.56	
4	\$195,571.56	
5	\$195,571.56	
6	\$205,350.14	5%
7	\$205,350.14	
8	\$205,350.14	
9	\$205,350.14	
10	\$205,350.14	
11	\$215,617.64	5%
12	\$215,617.64	
13	\$215,617.64	
14	\$215,617.64	
15	\$215,617.64	
OPTION 1	\$226,398.53	5%
OPTION 2	\$237,718.45	5%
OPTION 3	\$249,604.38	5%
OPTION 4	\$262,084.59	5%
OPTION 5	\$275,188.82	5%

SITE PLANS



AERIAL MAP



MIDLAND, TX REGIONAL MAP



MIDLAND-ODESSA CSA



TWO CITIES, NO LIMITS

- 334,271 residents in Midland-Odessa CSA
- Midland-Odessa have historically been the epicenter of oil and gas production in the United States, and are expanding to the logistics and aerospace industries.
- Located on Interstate 20, the La Entrada al Pacifico Trade Corridor, and the Ports to Plains corridor connecting Mexico and Canada, Midland is the logistics, distribution, and warehousing hub for West Texas.
- The Midland International Air & Space Port Business Park is the first commercial spaceport connected to a commercial airport and its services and resources.
- Leaders in the aerospace and commercial space industry operate in the Spaceport Business Park and continue to diversify the local economy.
- Sources: citypopulation.de, visitmidland.com, businessintexas.com, flymaf.com, <https://www.midlandtxedc.com/>

PERMIAN BASIN

- The Greater Permian Basin is an oil-and-gas-producing area located in West Texas and the adjoining area of Southeastern New Mexico.
- Enormous economic benefit to Texas and provides energy security for the United States
- Responsible for 43.6% of all USA oil production and 17% of natural gas production
- 15.3% average annual increase in oil production since 2010
- Home to nearly half (47.5%) of all oil rigs in the United States as of May 2022
- Chevron, XTO Energy, Shell, Halliburton, and ConocoPhillips each have corporate offices strategically located in Midland, TX.
- Private-Public partnerships ensure continued success and innovation for Midland's Energy sector.
- Permian Strategic Partnership is a regional collaboration that includes about 20 of the top oil and gas producers and service companies in the Permian Basin.
- Sources: townsquarepublications.com, novilabs.com, dallasfed.org



SURROUNDING HEALTHCARE



MIDLAND MEMORIAL HOSPITAL

- MMH has 11 total locations within Midland offering an array of services to each patient.
- Just one quarter mile from subject property, MMH Main Campus holds 474 beds & >2,000 employees, physicians, and volunteers.
- Midland Health System has provided excellent care to its community for more than 70 years, and its critical care was recently recognized by the AACN with the Gold-Level Beacon Award of Excellence.
- Midland Memorial Hospital has received two American Heart Association Mission: Lifeline Achievement Awards. MMH has been recognized for demonstrating commitment to following up-to-date, research-based guidelines for the treatment of heart disease and stroke.
- In 2022, the MMH main campus received the American Academy of Sleep Medicine Accreditation and the Environmental Protection Agency's Energy Star Certification.
- Sources: [health.usnews.com](https://www.health.usnews.com), [midlandhealth.org](https://www.midlandhealth.org)

MEDICAL CENTER HOSPITAL SYSTEM

- Medical Center Hospital System serves Odessa, Ector County, and the surrounding 17 counties including Southeast New Mexico.
- Medical Center Hospital System was introduced in 2010 as a result of the hospital's continued growth.
- MCH is a 402-bed regional medical center, >100,000 annual patient visits
- MCH has >2,000 employees and 450 providers
- MCH is a Children's Miracle Network Hospital and has raised for than \$7m to help children in pediatric care as well as newborns in the neonatal intensive care unit.
- Since 1974, Medical Center Health System has partnered with Texas Tech University Health Sciences Center (TTUHSC) to implement a number of residency programs.
- The Texas Tech University Health Sciences Center (TTUHSC) in Odessa opened the doors to its patient practice in June of 1999.
- Source: [mchodessa.com](https://www.mchodessa.com), [ttuhscc.edu](https://www.ttuhscc.edu)



SURROUNDING EDUCATION

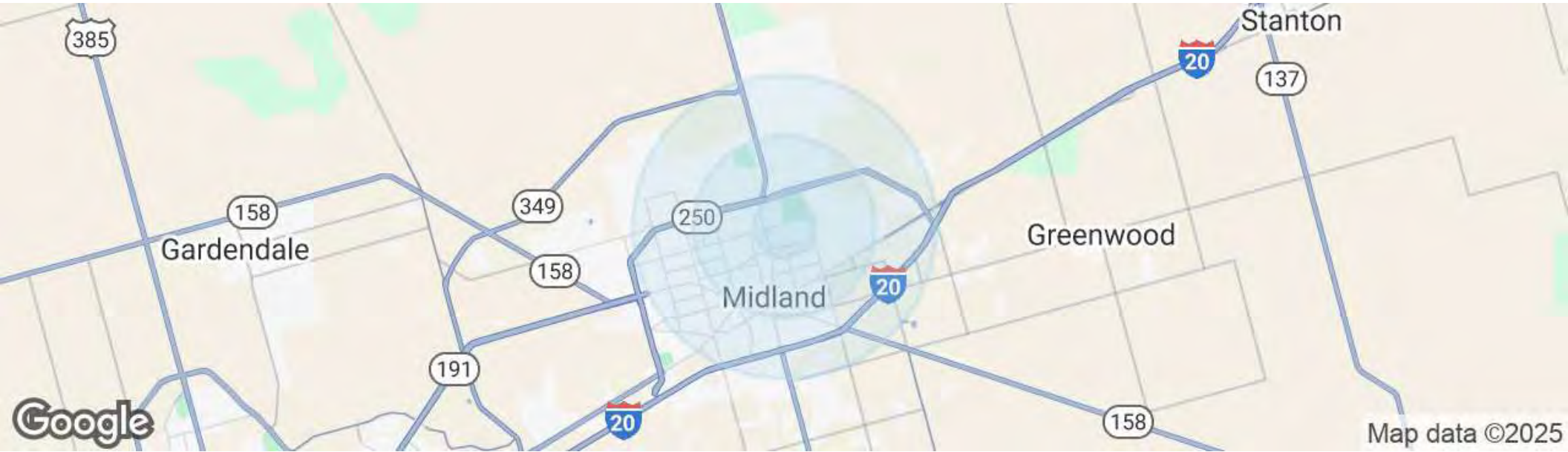


UNIVERSITY OF TEXAS PERMIAN BASIN

- Based in Odessa, UT Permian Basin offers the value of a University of Texas System degree with competitive benefits for its students.
- \$167.5m in economic benefits in the Midland-Odessa CSA through operations, student spending, and visitor spending
- \$42m in financial aid awarded annually
- #2 most affordable college in Texas
- 7,000 students enrolled; 22-1 student to faculty ration
- 100% pass the Fundamentals of Engineering Exam; 20% higher than national average
- 70% of UTPB pre-med students are accepted into Medical School; 25 points higher than state average.
- 42% of students are first generation college students.
- *Source: utpb.edu*



DEMOGRAPHICS MAP & REPORT



POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	8,466	52,735	107,265
AVERAGE AGE	37	37	36
AVERAGE AGE (MALE)	35	36	35
AVERAGE AGE (FEMALE)	38	37	37
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	2,974	19,054	38,755
# OF PERSONS PER HH	2.8	2.8	2.8
AVERAGE HH INCOME	\$92,317	\$110,621	\$102,270

Demographics data derived from AlphaMap & STDB

RANDALL COMMERCIAL GROUP, LLC

Elizabeth Johnson Randall, CCIM

President, Designated Broker

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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.

INFORMATION ABOUT BROKERAGE SERVICES



11-2-2015



Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION: AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Randall Commercial Group, LLC	9010607	erandall@randallcg.com	662-234-4044
License Broker/Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Elizabeth Johnson Randall	755728	erandall@randallcg.com	662-234-4043
Designated Broker of Firm	License No.	Email	Phone
_____ Licensed Supervisors of Sales Agent/ Associate	_____ License No.	_____ Email	_____ Phone
_____ Sales Agent/Associate's Name	_____ License No.	_____ Email	_____ Phone

Buyer/Tenant/Seller/Landlord Initials

Date

TREC CONSUMER PROTECTION NOTICE



THE TEXAS REAL ESTATE COMMISSION (TREC) REGULATES REAL ESTATE BROKERS AND SALES AGENTS, REAL ESTATE INSPECTORS, HOME WARRANTY COMPANIES, EASEMENT AND RIGHT-OF-WAY AGENTS, AND TIMESHARE INTEREST PROVIDERS
YOU CAN FIND MORE INFORMATION AND CHECK THE STATUS OF A LICENSE HOLDER AT

WWW.TREC.TEXAS.GOV

YOU CAN SEND A COMPLAINT AGAINST A LICENSE HOLDER TO TREC
A COMPLAINT FORM IS AVAILABLE ON THE TREC WEBSITE

TREC ADMINSTRERS TWO RECOVERY FUNDS WHICH MAY BE SED TO SATISFY A CIVIL COURT JUDGEMENT AGAINST A BROKER, SALES AGENT, REAL ESTATE INSPECTOR, OR EASEMENT OR RIGHT-OF-WAY AGENT, IF CERTAIN REQUIREMENTS ARE MET.

REAL ESTATE INSPECTORS ARE REQUIRED TO MAINTAIN ERRORS AND OMISSIONS INSURANCE TO COVER LOSSESS ARISING FROM THE PERFORMANCE OF A REAL ESTATE INSEPCION IN A NEGLIGENT OR INCOMPETENT MANNER.

PLEASE NOTE: INSPECTORS MAY LIMIT LIABILITY THROUGH PROVISIONS IN THE CONTRACT OR INSPECTION AGREEMENT BETWEEN THE INSPECTOR AND THEIR CLIENTS. PLEASE BE SURE TO READ ANY CONTRACT OR AGREEMENT CAREFULLY. IF YOU DO NOT UNDERSTAND ANY TERMS OF PROVISIONS, CONSULT AN ATTORNEY.

IF YOU HAVE QUESTIONS OR ISSUES ABOUT THE ACTIVITIES OF A LICENSE HOLDER, THE COMPLAINT PROCESS, OR THE RECOVERY FUNDS, PLEASE VISIT THE WEBSITE OR CONTACT TRECT AT



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