

PRICE REDUCTION



FOR SALE | Retail Strip Center

527-531 Highway 64 W
Waynesboro, Tennessee 38485

OFFERING MEMORANDUM

NACapital

COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

FOR SALE | Retail Strip Center

527-531 Highway 64 W
Waynesboro, Tennessee 38485



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NAI Nashville Stanton Group
7105 Town Center Way,
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Investment Summary

NAI Nashville Stanton Group in conjunction with NAI Capital Commercial are pleased to offer For Sale a Retail Strip Center anchored by Dollar General located at: 527 – 531 Highway 64 W, Waynesboro, Tennessee 38485.



This retail strip center built in 1986, has had Dollar General as the anchor Tenant there since 1991. Through a series of multiple lease extension agreements of either 3- or 5-year terms they still occupy a major section of the Premises and recently executed another Lease Extension Agreement that will extend their tenancy through 8/31/2028 being over 5 years more. This trend of DG constantly renewing their lease shows their loyal commitment to the site.

The lease is Guaranteed by Dollar General Corporation that operates over 20,000 stores across the United States.

Regional Overview

Waynesboro is concentrated around the junction of State Route 13 and US Route 64 in the Southwestern portion of Tennessee.

Distances to closest major US cities are as follows:

- **93 miles to Huntsville, AL**
- **105 miles to Nashville, TN**
- **135 miles to Memphis, TN**
- **181 miles to Chattanooga, TN**



Investment Summary

Property Information

- County - Wayne
- Two separate structures totaling 21,007 sq. ft. One building is approximately 15,007 SF and the other one is approximately 6,000 sq. ft.
- Land is approximately 2.88 acres
- A large section of the land located behind the store can potentially be sold separately or developed by the owner
- Excellent Parking
- Built in 1986
- Easy Access and Excellent Exposure from Highway 64 West



Investment Overview

Property Address:	527 - 531 Highway 64 W, Waynesboro, TN
Listing Price:	\$595,000
Price per SF:	\$28.32 (Below Replacement Cost)
Type of Ownership:	Fee Simple
GLA:	21,007 Square Feet
Lot Size:	Approximately 2.88 Acres
Year Built:	1986
Gross Income:	\$64,800/Yr.
Estimated Annual Expenses:	\$8,000/Yr.
NOI Beginning:	\$56,800/Yr.
Cap Rate:	9.55%

1. Tenant: Dollar General

- Recession Proof Tenant
- Largest Discount Store Chain
- Headquarters – Goodlettsville, Tennessee
- Strong Corporate Guarantee – Dollar General Corp. is an investment grade tenant with a S & P Credit Rating of BBB
- Growth Minded Company – looking to add another 1,000 sites over the next year including the roll out of its upscale Popshelf store concept
- Dollar General currently has 20,000+ locations in 46 States across America
- Company Type – Public (NYSE: DG)
- Revenue - \$34B+ Fiscal Year 2021
- 27 Distribution Centers
- 163,000+ Employees
- Website – www.dollargeneral.com
- Ranked #112 in Fortune 500
- Serving Others – represents their charitable efforts in the communities they call home
- Dollar General Literacy Foundation – Since 1993 has awarded more than \$200 million in grants to non-profit organizations

2. Tenant: Happy Tails Grooming Salon

527 Highway 64 W, Waynesboro, Tennessee 38485

Local Tenant - Occupies approximately 1,500 sq. ft. space located adjacent to Dollar General

3. Tenant: Faith and Family Health Clinic

531 Highway 64 W, Waynesboro, Tennessee 38485

Local Tenant - Separate detached free-standing structure that is approximately 6,000 sq. ft.

This space is currently designed to be divided into two separate suites with two restrooms, a dividing wall with double doors, two electric services, and two HVAC units already in-place.

Lease Abstracts

Tenant: Dollar General

Size:	Approximately 13,507 sq. ft.
Lease Commencement:	9/1/2018
Lease Extension with Rent Increase:	9/1/2023
Lease Expiration:	8/31/2028
Lease Term Remaining:	3 Years
Monthly Rent beginning 9/1/2023	\$3,700.00
Lease Type:	NN
Renewal Options:	Two (2), 5-Year Options
Rent Increases:	Option #1 (9.33% on 9/1/2028) Option #2 (8.53% on 9/1/2033)
Roof & Structure:	Landlord Responsibility
Property Tax:	Beginning on 9/1/2023, Landlord pays property tax, and DG reimburses \$100/mo. (\$1,200/yr. total Tenant obligation)
Insurance:	Beginning on 9/1/2023, Landlord pays property insurance, and DG reimburses \$100/mo. (\$1,200/yr. total Tenant obligation)
Common Area Maintenance:	Beginning on 9/1/2023, Landlord pays CAM's, and DG reimburses \$100/mo. (\$1,200/yr. total Tenant obligation)
Fixtures and Equipment:	Tenant pays up to \$750 per occurrence. Landlord pays for any repairs over \$750 per occurrence
HVAC Maintenance:	Tenant pays up to \$750 per occurrence
Parking Lot Maintenance:	Landlord pays
Utilities:	Tenant pays
Lease Guarantor:	Dollar General Corporation (NYSE: DG)
Exclusive Use:	Yes, Landlord may not lease another space within the center to another Dollar Store

Tenant	Sq. Ft.	Lease Term	Monthly Rent	Options
Dollar General	13,507	9/1/2023 thru 8/31/2028	\$3,700	
		9/1/2028 thru 8/31/2033	\$4,070	Option #1
		9/1/2033 thru 8/31/2038	\$4,477	Option #2
Address: 529 Hwy 64 W.				

Tenant	Sq. Ft.	Lease Term	Monthly Rent
Faith and Family Health Clinic	6,000	Three Year Term 12/1/2025 thru 11/30/2028	\$850 Modified Gross, Tenant pays utilities
Address: 531 Hwy 64 W.			

Tenant	Sq. Ft.	Lease Term	Monthly Rent
Happy Tails Grooming Salon	1,500	Three Year Term 12/1/2025 thru 11/30/2028	\$550 Modified Gross, Tenant pays utilities
Address: 527 Hwy 64 W.			

Rent Roll

Gross Income – Rent Roll

Tenant	Monthly Rent	Annual Rent
Dollar General	\$ 4,000 (Includes additional charges)	\$ 48,000
Wes Prater – Clinic	\$ 850	\$ 10,200
Paula Pierce – Pet Groomer	\$ 550	\$ 6,600
Total:	\$ 5,400	\$ 64,800

Estimated Annual Landlord Expenses

Tenant	Monthly Rent
Taxes	\$ 5,000
Insurance	\$ 1,250
Maintenance	\$ 1,800
Total:	\$ 8,000

Net Operating Income

Gross Income	Less: Expenses	NOI
\$ 64,800	\$8,000	\$56,800

Cap Rate: 9.55%



Area Overview



Demographics 1-3-5-10 Miles

Population*	1 Mile	3 Mile	5 Miles	10 Miles
Estimated Population (2022)	1,189	2,986	4,416	7,736
Projected Population (2027)	1,153	2,892	4,285	7,623
Census Population (2020)	1,197	3,047	4,477	7,654
Household & Income*	1 Mile	3 Mile	5 Miles	10 Miles
Total Households	487	1,210	1,779	3,157
Avg. Household Size	2.3	2.3	2.3	2.3
Avg. Household Income	\$69,294	\$66,255	\$65,460	\$59,619
Median Home Value	\$156,507	\$144,712	\$142,575	\$129,794
Education & Attainment*	1 Mile	3 Mile	5 Miles	10 Miles
Adults Age 25+	886	2,221	3,270	5,771
Some College	21.2%	18.6%	18.1%	19.1%
Bachelor's Degree Only	11.6%	11.3%	11.4%	10.0%
Graduate Degree	9.7%	9.3%	9.0%	6.9%
Daytime Population*	1 Mile	3 Mile	5 Miles	10 Miles
Total Businesses	61	189	195	269
Total Employees	596	1,720	1,765	2,661
Company Headquarters	3	8	9	13
Daytime Pop. Age 16+	999	2,516	3,720	6,537



*Demographic Source: Applied Geographic Solutions 11/2022

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