

**DOLLAR
GENERAL®**

CULLODEN | WV



SINGLE TENANT NET LEASE OPPORTUNITY

LEAD AGENT

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DISCLAIMER

We have been engaged by the owner of the property to market it for sale. Information concerning the property described herein has been obtained from sources other and we make no representations or warranties, express or implied, as to the accuracy or completeness of such information. Any and all references to age, square footage, income, expenses and any other property specific information are approximate. Any opinions, assumptions, or estimates contained herein are projections only and used for illustrative purposes and may be based on assumptions or due diligence criteria different from that used by a buyer. Buyers should conduct their own independent investigation and rely on those results. The information contained herein is subject to change.

INVESTMENT HIGHLIGHTS

We are pleased to present the exclusive opportunity to purchase a freestanding Dollar General investment property located at 1890 US Highway 60 in Culloden, West Virginia (the "Property"). Dollar General has been at this location since it was constructed for them in 2005. Dollar General exercised their second renewal option 3.5-years early, demonstrating their commitment to the site and the market. Dollar General has 6+ years of term remaining with two (2), 5-year renewal options. The lease features attractive rent increases at the start of each renewal option. **The Property also features in-place debt that can be assumed. Contact the listing agent for more details.**

The Property benefits from its location along US Highway 60 (1st Avenue), the area's primary commercial and commuter corridor. Dollar General has outstanding visibility and frontage with a pylon sign and also backs up to Interstate 64. The Property is positioned in between exits 28 and 34 along Interstate 64 and is approximately 1.25-miles from downtown Culloden and 4.5-miles from Hurricane, the immediate area's largest commercial center. Dollar General is the primary shopping destination in the western half of Culloden.

Culloden is located along US Highway 60 and the I-64 Expressway approximately 25 miles west of Charleston, West Virginia, and 25 miles east of Huntington, West Virginia.

- **LEASE TERM:** Dollar General has been at this location since it was constructed for them in 2005. Dollar General exercised their second renewal option 3.5-years early, demonstrating their commitment to the site and the market. Dollar General has 6+ years of term remaining with two (2), 5-year renewal options.
- **MINIMAL LANDLORD RESPONSIBILITIES:** Dollar General has a double net lease and reimburses a fixed amount annually for their contribution to Operating Expenses, which includes real estate taxes, insurance, and common area maintenance. Dollar General currently pays \$13,200 per year, and that amount increases to \$18,000 on 11/01/2025 and remains for the remainder of their primary lease term. The fixed reimbursement increases by \$1,200 in each renewal option). Dollar General's annual contribution has historically exceeded the operating expenses, providing additional cash-flow to the owner. The Landlord is responsible for the roof & structure. The building features an extremely durable standing seam metal roof; in 2020 the landlord conducted preventative maintenance by having all of the screws and rubber washers covered with epoxy.
- **ATTRACTIVE RENT INCREASES:** The lease includes an attractive twenty-five percent (25%) Rent Increase at the start of the first renewal option and an 8% increase at the start of each renewal option, providing a steady increase in income and an attractive hedge against inflation.
- **INVESTMENT GRADE CREDIT:** Dollar General has the highest credit rating among its peers and holds investment grade credit - rated BBB (S&P) and Baa2 (Moody's). Dollar General operates over 19,100 locations throughout the country. Dollar General's net sales increased 10.6% to \$37.8 Billion in fiscal year 2022 compared to \$34.2 Billion in net sales in fiscal year 2021.
- **STRATEGIC RETAIL LOCATION:** The Property benefits from its location along US Highway 60 (1st Avenue), the area's primary commercial and commuter corridor. Dollar General has outstanding visibility and frontage with a pylon sign and also backs up to Interstate 64. The Property is positioned in between exits 28 and 34 along Interstate 64 and is approximately 1.25-miles from downtown Culloden and 4.5-miles from Hurricane, the immediate area's largest commercial center. Dollar General is the primary shopping destination in the western half of Culloden.



- **DOMINANT MARKET-SHARE LOCATION:** As is the case for the subject Property, Dollar General's corporate strategy is to target suburban and rural communities underserved by other retailers. These low-cost locations, commonly referred to as "food deserts," are intended to provide convenience and discount shopping to area residents that have no nearby access to grocery stores, pharmacies or big-box discount retailers.
- **RECESSION RESISTANT TENANT:** Dollar General thrives in middle-America markets where incomes may be modest, proving the tenant to be a resilient and recession-resistant retailer. Dollar General has reported positive year-over-year growth in net sales every year since the company went public in 2009. Dollar General plans to open 8000 new stores and 1,500 remodels during FY 2024.
- **DEMOGRAPHICS:** Approximately 18,700 people live within 5-miles of the Property with an average household income of \$98,490. More than 51,200 people live within 10-miles of the Property with an average household income of \$106,966.
- **TRAFFIC COUNTS:** Approximately 7,500 vehicles pass the Property each day along US Highway 60. Additionally, more than 31,600 vehicles pass by the Property each day along Interstate 64, which runs directly behind the Property.



\$640,000
LIST PRICE



8.34%
CAP RATE



\$53,400
ANNUAL RENT

1890 US HIGHWAY 60 | CULLODEN, WV 25510

OWNERSHIP:	Fee Simple
BUILDING AREA:	9,014 SF
YEAR BUILT:	2005
LAND AREA:	0.82 Acres
GUARANTOR:	Corporate
LEASE TYPE:	Double Net
ROOF & STRUCTURE:	Landlord Responsible
RENT COMMENCEMENT DATE:	11/01/2005
LEASE EXPIRATION DATE:	10/31/2030
LEASE TERM REMAINING:	6+ Years
RENEWAL OPTIONS:	2, 5-Year Options



ANNUAL RENTAL INCOME				
LEASE YEARS	LEASE TERM		ANNUAL	% INC
16 - 25	11/01/2020 - 10/31/2030	CURRENT	\$53,400.00	
26 - 30	11/01/2030 - 10/31/2035	OPTION 1	\$66,750.00	25.0%
31 - 35	11/01/2035 - 10/31/2040	OPTION 2	\$72,090.00	8.0%

NOTES:

- Dollar General exercised their second renewal option 3.5-years early, demonstrating their commitment to the site and the market.
- Dollar General pays \$1,100 per month (\$13,200) as their contribution to all operating expenses including real estate taxes, insurance and common area maintenance. This amount increases to \$1,500 per month (\$18,000 per year) on 11/01/2025. The Fixed reimbursement increases by \$1,200 in each renewal option period.
- Dollar General's fixed annual Operating Expense Reimbursements regularly exceeds the actual annual operating expenses, giving the Landlord coverage on rising inflation and operating expenses.
- The Building has a durable standing seam metal roof.

INCOME & EXPENSES

INCOME	CURRENT
Base Rent	\$53,400
Expense Reimbursement Revenue	
RE Tax Insurance CAM	\$18,000
Total Expense Reimbursements	\$18,000
EFFECTIVE GROSS REVENUE	\$71,400
EXPENSES	
Real Estate Taxes	\$6,666
Insurance	\$2,600
Common Area Maintenance	\$2,800
TOTAL EXPENSES	\$12,066
NET OPERATING INCOME	\$59,334

NOTES: The Owner replaced the Water Line (\$4,080), installed a catch-basin with downspouts feeding into it for improved drainage, and installed Exterior LED lights over the last 2-years. Additionally, the Landlord completed preventative maintenance on the Standing Seam Metal Roof, covering all of the screws and rubber washers with an epoxy.



\$59,334

NET OPERATING INCOME



TENANT OVERVIEW



ABOUT THE TENANT

DG is proud to be America's neighborhood general store.

Dollar General Corporation is an American chain of variety stores headquartered in Goodlettsville, Tennessee. As of January 2020, Dollar General operates more than 17,000 stores in the continental United States. The company began in 1939 as a family-owned business called J.L. Turner and Son in Scottsville, Kentucky, owned by James Luther Turner and Cal Turner. In 1955, the name changed to Dollar General Corporation and in 1968 the company went public on the New York Stock Exchange. Fortune 500 recognized Dollar General in 1999 and in 2021 reached #91. Dollar General has grown to become one of the most profitable stores in the United States.

Dollar General strives to make shopping hassle-free and affordable with more than 17,000 convenient, easy-to-shop stores in 46 states. Dollar General's stores deliver everyday low prices on items including food, snacks, health and beauty aids, cleaning supplies, basic apparel, housewares, seasonal items, paper products and much more from America's most-trusted brands and products, along with high-quality private brands.

Dollar General stands for convenience, quality brands and low prices. Dollar General's stores aim to make shopping a hassle-free experience. Dollar General designs small, neighborhood stores with carefully-edited merchandise assortments to make shopping simpler. They don't carry every brand and size, just those their customers want the most.

Dollar General's net sales increased 10.6% to \$37.8 Billion in fiscal year 2022 compared to \$34.2 Billion in net sales in fiscal year 2021. The net sales increase was primarily driven by positive sales contributions from new stores, partially offset increase included positive sales contributions from new stores and growth in same-store sales, modestly offset by the impact of store closures.



OVERVIEW

Culloden is a small community located in the state of West Virginia. Situated in Cabell County, Culloden is part of the Huntington-Ashland metropolitan area, which spans across West Virginia, Kentucky, and Ohio. The town has a rich history and is known for its scenic beauty and close-knit community.

Culloden's history dates back to the early 19th century when European settlers began to establish farms and homes in the area. The town's name is believed to have originated from the Battle of Culloden, a significant conflict in 1746 during the Jacobite uprising in Scotland. The reason for naming the town after this historic battle is not entirely clear, but it reflects the Scottish heritage of some early settlers.

The town's growth and development were closely tied to agriculture, with farming playing a pivotal role in the local economy. Over the years, Culloden evolved into a charming rural community characterized by a mix of residential and agricultural areas. While the town has maintained its small-town atmosphere, it has also adapted to modern times with a range of amenities and services catering to the needs of its residents.

Culloden's location in the picturesque Appalachian region contributes to its natural beauty. The town is surrounded by rolling hills, lush greenery, and scenic landscapes, making it an appealing place for those seeking a peaceful and idyllic setting. Outdoor enthusiasts can explore the nearby parks and recreational areas, offering opportunities for hiking, fishing, and other outdoor activities.

The community of Culloden takes pride in its strong sense of unity and neighborly spirit. Local events, such as fairs, festivals, and community gatherings, contribute to the close bonds among residents. The town also boasts a number of schools, churches, and local businesses that form the backbone of the community.

Culloden's natural beauty, tight-knit community, rural charm, scenic surroundings, and friendly atmosphere make it a unique and welcoming place to live or visit.

	3 MILES	5 MILES	10 MILES
POPULATION			
2023 Estimate	9,004	18,725	51,286
2028 Projection	9,103	18,900	51,723
2020 Census	10,320	19,648	54,313
BUSINESS			
2023 Est. Total Businesses	165	521	1,441
2023 Est. Total Employees	2,158	5,241	12,807
HOUSEHOLDS			
2023 Estimate	4,177	8,333	22,013
2028 Projection	4,247	8,459	22,382
2020 Census	4,213	8,115	21,763
INCOME			
Average Household Income	\$101,328	\$98,490	\$106,966
Median Household Income	\$73,774	\$72,465	\$81,269



18,700+
PEOPLE WITHIN 5 MILES



31,600+
VEHICLES PER DAY
Interstate 64



\$98,400+
AVERAGE HOUSEHOLD INCOME





**DOLLAR
GENERAL**

US HIGHWAY 60

AREA LOCATION MAP

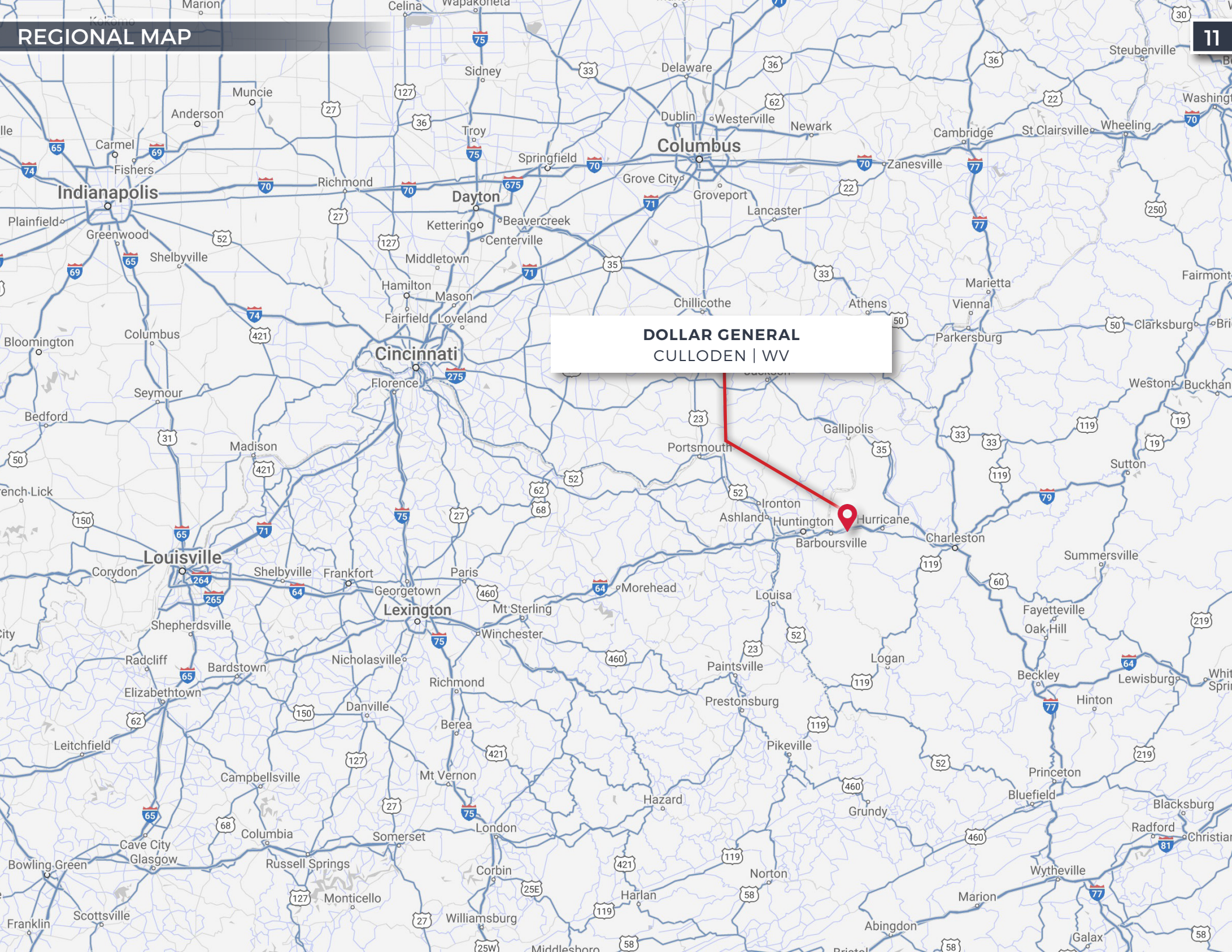


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HURRICANE PLAZA

Walmart
Great Clips
GameStop





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