DOLLAR GENERAL 4101 Pontoon Rd, Pontoon Beach, IL 62040



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By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this Net Lease property.

Marcus & Millichap

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SECTION 1

EXECUTIVE SUMMARY

Offering Summary Investment Highlights

OFFERING SUMMARY

4101 PONTOON RD







FINANCIAL

Listing Price	\$521,000
Down Payment	100% / \$521,000
NOI	\$39,099
Cap Rate	6.00%
Price/SF	\$63.15
Rent/SF (Monthly)	\$0.38
Rent/SF (Annually)	\$4.51

OPERATIONAL

Double Net
Corporate Guarantee
06/30/2031
8,250 SF
8,250 SF
0.74 Acres (32,234 SF)
-
1999



4101 Pontoon Rd, Pontoon Beach, IL 62040

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present the Dollar General located at 4101 Pontoon Road in Pontoon Beach, Illinois.

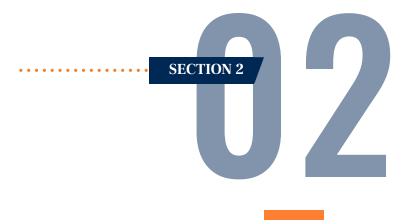
Situated in Madison County, Pontoon Beach is part of the St. Louis Metropolitan Statistical Area (MSA), providing a strong regional foundation and access to one of the Midwest's largest urban populations. The community benefits from consistent local demand and steady consumer traffic, with Dollar General serving as a critical source of everyday necessities for area residents.

This single-tenant property was built in 1999 and has been operating successfully for over 26 years, underscoring the tenant's long-term commitment to the site. The $\pm 8,250$ square foot building sits on a ± 0.74 -acre parcel with prominent frontage along Pontoon Road, a key thoroughfare within the community. The location offers excellent visibility and convenient accessibility for local shoppers.

The property further benefits from its position within the St. Louis MSA, one of the region's most robust economic engines, with a diverse employment base and stable population. Nearby national retailers and service providers create additional retail synergy, strengthening the site's positioning as a dependable long-term investment.

INVESTMENT HIGHLIGHTS

- Dollar General Has Successfully Operated at This Location for 26 Years Since Opening in 1999
- Double Net Lease With Limited Landlord Responsibilities and Favorable Reimbursements to the Landlord
- Investment-Grade Tenant Rated 'BBB'
- Dollar General is the Nation's Largest Retailer by Store Count, Operating Over 20,000 Locations in the U.S.



PROPERTY INFORMATION

Tenant Profile - Dollar General Regional Map

TENANT PROFILE - DOLLAR GENERAL

DOLLAR GENERAL

TENANT HIGHLIGHTS

- Largest Discount Retailer by Store Count in the U.S.
- Over 20,000 Stores Nationwide and Growing
- S&P Credit Rating: BBB (Investment Grade)
- Publicly Traded on NYSE: DG
- Fortune 100 Company with \$40B+ in Annual Revenue
- Consistent Same-Store Sales Growth for 30+ Years
- Essential, Recession-Resistant Retail Business Model

TENANT OVERVIEW

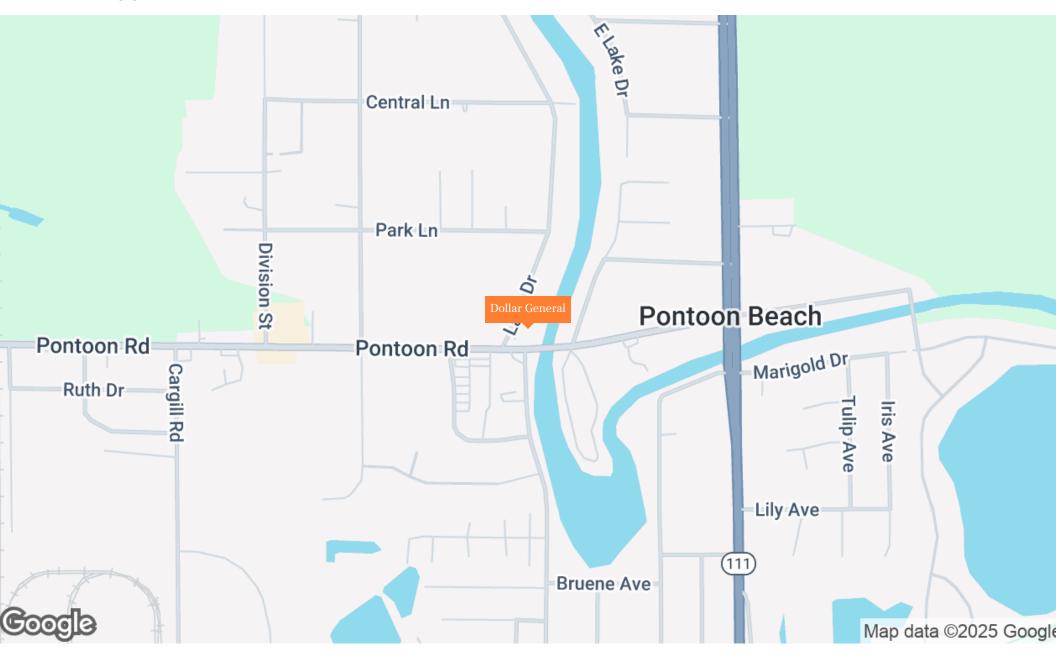
Company:	Dollar General Corporation
Founded:	1939
Locations:	20,345
Total Revenue:	\$54 Billion
Net Income:	\$6.75 Billion
Net Worth:	\$1.75 Billion
Headquarters:	Goodlettsville, Tennessee
Website:	www.dollargeneral.com

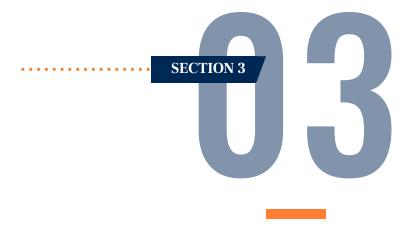
TENANT SUMMARY

Dollar General Corporation (NYSE: DG) proudly serves as America's neighborhood general store. Founded in 1939, Dollar General remains committed to its mission of Serving Others by providing affordable products and services for customers, career opportunities for employees, and literacy and education support for local communities.

The company operates approximately 20,345 stores across the United States under the Dollar General, DG Market, DGX, and pOpshelf banners, as well as Mi Súper Dollar General stores in Mexico. Stores offer everyday essentials including food, health and wellness products, cleaning and laundry supplies, personal care and beauty items, and seasonal décor. Dollar General combines its high-quality private labels with many of the world's most trusted national brands, including Coca-Cola, PepsiCo/Frito-Lay, General Mills, Hershey, J.M. Smucker, Kraft, Mars, Nestlé, Procter & Gamble, and Unilever.







FINANCIAL ANALYSIS

Financial Details

DOLLAR GENERAL FINANCIAL DETAILS

THE OFFERING	
Price	\$521,000
Capitalization Rate	6.00%
Price/SF	\$63.15
-	
PROPERTY DESCRIPTION	
Year Built / Renovated	1999
G 7 11 4	
Gross Leasable Area	8,250 SF
Type of Ownership	8,250 SF Fee Simple

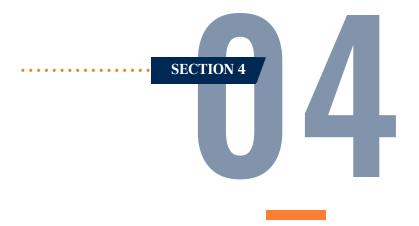
LEASE SUMMARY	
Tenant	Dollar General
Rent Increases	10.00%
Guarantor	Corporate Guarantee
Lease Type	Double Net
Lease Commencement	07/01/2021
Lease Expiration	06/30/2031
Renewal Options	No Options Remain
Term Remaining on Lease (Yrs)	6 Years
Landlord Responsibility	Roof, Structure, CAM, Taxes
Tenant Responsibility	Scheduled Reimbursements

RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
Current	\$37,200	\$3,100	\$4.51	6.00%
2026: +10% 7/1/26	\$39,060	\$3,255	\$4.73	7.50%
2027	\$40,920	\$3,410	\$4.96	7.85%
2028	\$40,920	\$3,410	\$4.96	7.85%
2029	\$40,920	\$3,410	\$4.96	7.85%
2030	\$40,920	\$3,410	\$4.96	7.85%
2031- Expires 6/30/31	\$20,460	\$1,705	\$2.48	3.93%

DOLLAR GENERAL FINANCIAL DETAILS

ANNUALIZED OPERATING INFORMATION	
INCOME	
Base Rental Income	\$37,200
Operating Expense Reimbursement	\$10,650
Gross Income	\$47,850
Operating Expenses	\$16,565
Net Operating Income	\$31,285
OPERATING EXPENSES	
Taxes	\$8,764
Insurance	\$5,184
CAM	\$2,617
Management Fee	\$0
Landscaping	\$0
Total Expenses	\$16,565
Total Expenses/SF	\$2.01

^{1:} Assumes Total Expenses remain constant. Please see agent for details.



MARKET OVERVIEW

Market Overview Demographics



ST. LOUIS

Known for its iconic Gateway Arch, the St. Louis metro is situated near the geographic center of the United States, within 500 miles of one-third of the U.S. population, and it has nearly 2.8 million residents. The metro encompasses the city of St. Louis; the Missouri counties of St. Charles, Jefferson, Franklin, St. Louis, Lincoln, Warren and Washington; and the Illinois counties of Madison, St. Clair, Macoupin, Clinton, Monroe, Jersey, Bond and Calhoun. St. Louis is the most populous county with 987,000 people. The city of St. Louis contains around 282,000 citizens and is the only city in the metro with a population of more than 100,000 residents. In North St. Louis, the U.S. National Geospatial-Intelligence Agency has a major expansion underway. The \$1.7 billion 97-acre campus is set to be completed in 2026. St. Louis is also home to the Federal Reserve Bank of St. Louis.

METRO HIGHLIGHTS



CENTRAL LOCATION

The central U.S. location and Mississippi River accessibility allow for fast access to markets, both domestically and internationally.



EXCELLENT TRANSPORTATION SYSTEM

The St. Louis metro has extensive freight, air and sea transportation systems, facilitating the shipping and distribution of goods worldwide. Additionally, the light rail system offers public transportation to the airport.



AFFORDABLE COST OF LIVING

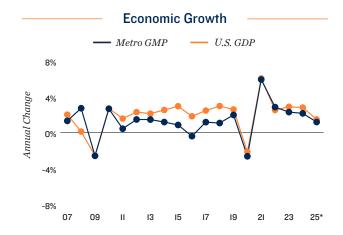
A median home price around \$280,000 is substantially below other large markets in Midwestern states, as well as the overall U.S. average.



MARKET OVERVIEW

ECONOMY

- St. Louis is highly ranked for its logistics infrastructure, bolstered by its central location and easy access to major waterways. It is a significant inland port.
- The region is emerging as a large financial services center, with seven Fortune 500 companies headquartered there: Centene Corp., Emerson Electric, Reinsurance Group of America, Jones Financial, Graybar Electric, Post, and Core & Main.
- Scott Air Force Base, on the Illinois side of the metro, supports civilian and active-duty employment directly and indirectly by attracting defense and aerospace contractors to St. Louis.



MAJOR AREA EMPLOYERS

- Boeing
- Firestone Holdings LLC
- Essence Healthcare Inc.
- Saint Louis University
- Heartland Coca-Cola Bottling Co.
- World Wide Technology Int'l LLC
- American Family Insurance Company
- Barnes-Jewish Hospital
- General Motors LLC



SHARE OF 2025 TOTAL EMPLOYMENT



8%
MANUFACTURING



19%
TRADE, TRANSPORTATION
AND UTILITIES



11%
GOVERNMENT



19% EDUCATION AND HEALTH SERVICES



7% FINANCIAL ACTIVITIES



16%
PROFESSIONAL AND
BUSINESS SERVICES



5%
CONSTRUCTION



10%
LEISURE AND HOSPITALITY



2% INFORMATION



4% OTHER SERVICES

Note: Figures are rounded to nearest whole percentage point

MARKET OVERVIEW

DEMOGRAPHICS

- The metro is expected to see its population grow by almost 17,000 heads in the next five years, supporting household formation totaling 13,000 additions.
- The St. Louis metro's homeownership rate stood at 68 percent in 2024.
- Roughly 37 percent of residents hold a bachelor's degree or higher. Of those, 15 percent have also earned a graduate or professional degree.

QUALITY OF LIFE

The metro boasts numerous public and private golf courses, more than 100 parks, the Gateway Arch National Park, and one end of the 240-mile long Katy Trail. Many of St. Louis' top attractions — the Saint Louis Zoo, the Saint Louis Art Museum, the Missouri History Museum and the Municipal Opera — are in Forest Park. The park features golf courses and athletic fields. The St. Louis Cardinals and the St. Louis Blues are housed in nearby downtown. Lake of the Ozarks is within driving distance, offering destinations for hunting, fishing, camping, hiking and spelunking. There are more than 30 colleges, universities and technical schools in the metro, enrolling around 100,000 students a year. Washington University in St. Louis is highly ranked among U.S. universities.

SPORTS

Baseball | MLB | St. Louis Cardinals

Ice Hockey | NHL | St. Louis Blues

Soccer | MLS | St. Louis City SC



EDUCATION

- University of Missouri-St. Louis
 - Saint Louis University
 - Washington University
 - Webster University



ARTS & ENTERTAINMENT

- Contemporary Art Museum St. Louis
 - Gateway Arch National Park
 - Saint Louis Zoo
 - Six Flags St. Louis



QUICK FACTS



POPULATION

2.8 M

Growth 2025-2029*
0.6%



HOUSEHOLDS
1.2M
Growth 2025-2029*
1.1%



MEDIAN AGE
40
U.S. Median:



\$87,000 U.S. Median: \$76,000

*Forecast

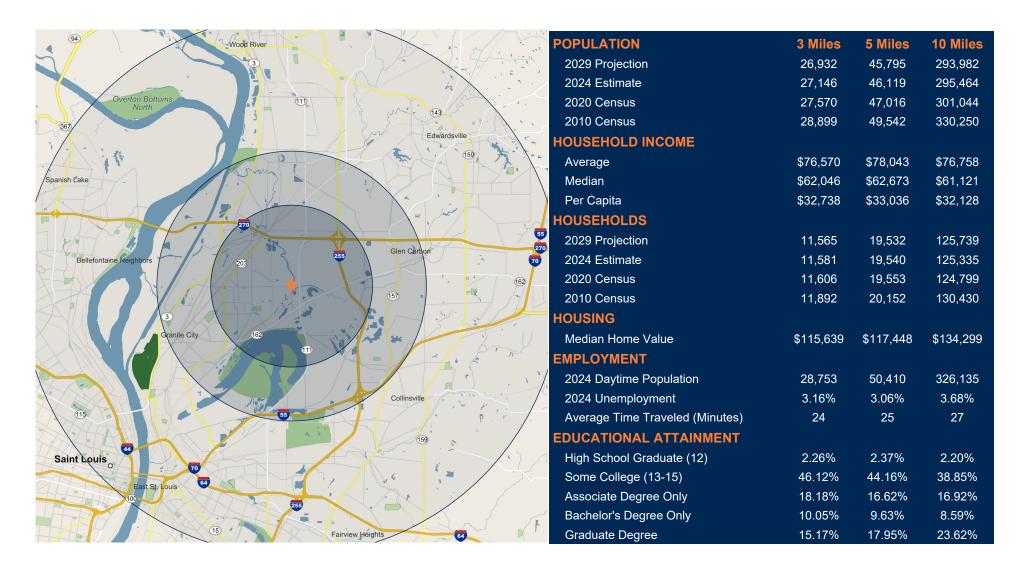
2025

Population by Age 6% 0-4 years 18% 5-19 years 6% 20-24 years 26% 25-44 years 25% 45-64 years 18% 65+ years

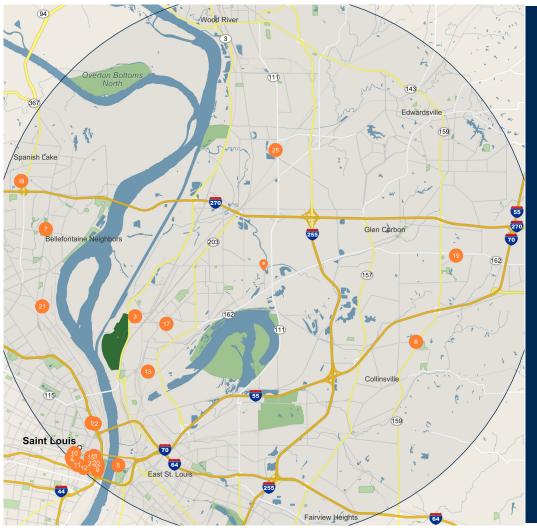
*Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau





DEMOGRAPHICS



	Major Employers	Employees
1	City of St Louis-Carnahan Couthouse	4,000
2	Anthem Insurance Companies Inc-Blue Cross	2,245
3	Amsted Rail Company Inc	2,000
4	United States Postal Service-US Post Office	1,255
5	Casino Queen Inc-Crown Hotel	1,248
6	Christian Hosp Northeast - NW-Christian Hospital	1,226
7	United States Dept Treasury	1,155
8	Bond Drug Company Illinois LLC-Walgreens	1,057
9	Deloitte & Touche LLP	1,022
10	Mers/Missouri Goodwill Inds	1,000
11	Kiel Center Partners LP-Scottrade Center	994
12	Cannon Design Architects PC	960
13	Lanter Logistics Inc	950
14	Christian Hosp Physcn Blling S	900
15	Renaissance Hotel Operating Co-Marriott St Louis Grand	800
16	Christian Hosp Nrthast Srgery	750
17	Granite City Hospital Corp	731
18	Cervantes Conventn Ctr At Amer-Americas Center	700
19	Anderson Healthcare-Anderson Hospital	670
20	Bryan Cave Lighton Paisner LLP	661
21	Bestdrive LLC	655
22	Duke Manufacturing Co	647
23	AT&T Teleholdings Inc-SBC	646
24	URS Group Inc-URS	561
25	JF Electric Incorporated	550

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