

# DOLLAR GENERAL®

**Retail  
Investment Opportunity**

Offering Memorandum

7501 Mabelvale Cut Off Rd | Mabelvale, AR 72209

Top Ranked Store Per Placer.AI | ±94,000 VPD in 5-Mile Radius | Corporate Guaranty



## Exclusively Listed By



**Chad Kurz**  
EVP & Managing Director  
(562) 480-2937  
chad.kurz@matthews.com  
License No. 01911198 (CA)



**Kevin Puder**  
Vice President  
(562) 841-1789  
kevin.puder@matthews.com  
License No. 01949749 (CA)

**Kyle Matthews** | Broker of Record | License No. PBO0084217 (AR)

# MATTHEWS™

# DOLLAR GENERAL®

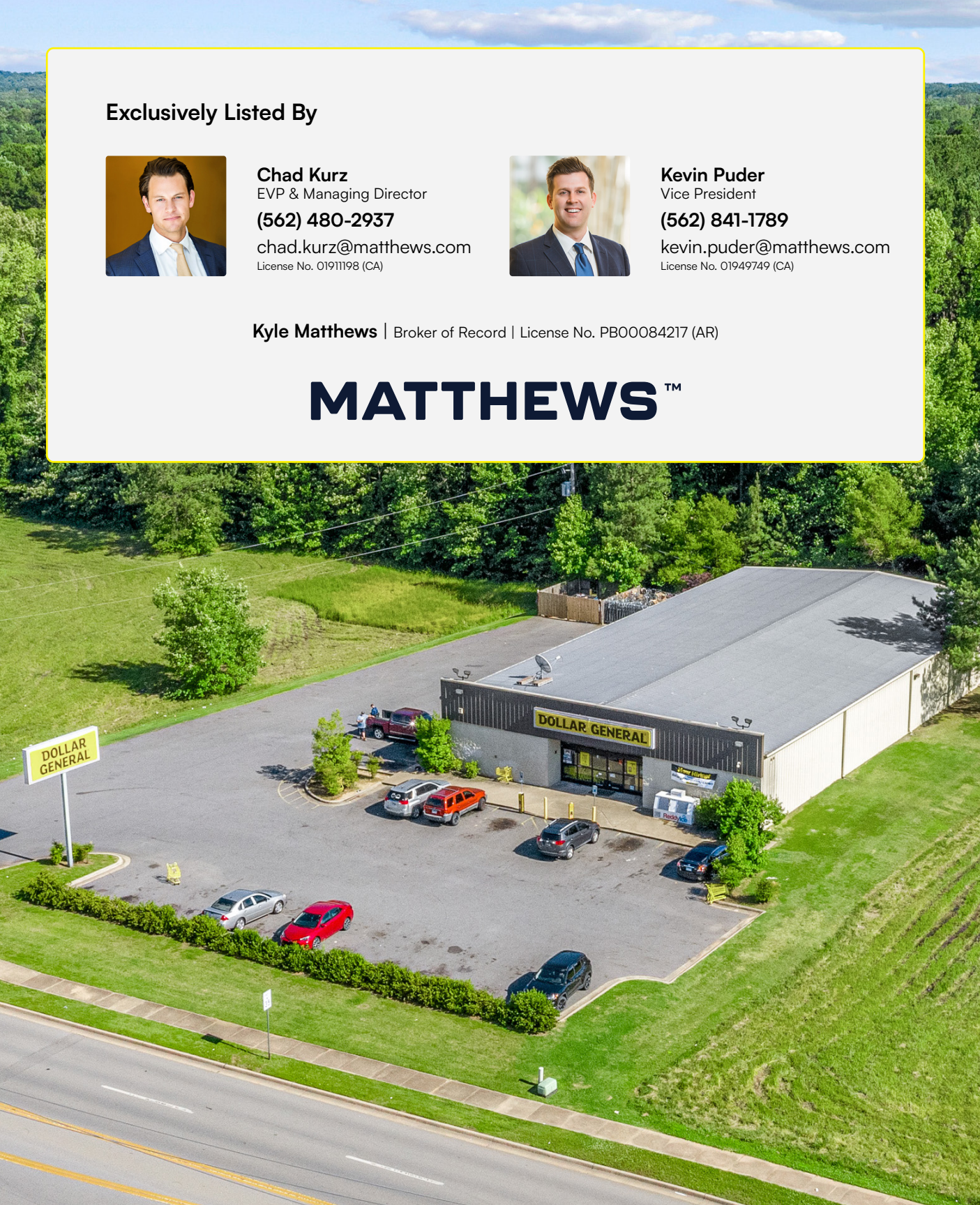
## Table of Contents

**03** | **PROPERTY  
OVERVIEW**

**06** | **FINANCIAL  
SUMMARY**

**08** | **TENANT  
OVERVIEW**

**09** | **MARKET  
OVERVIEW**



# INVESTMENT HIGHLIGHTS

## Proven Location with Recent Lease Extension

Dollar General has operated at this location since 2009 and recently extended its lease, reflecting the store's continued performance and importance within the local trade area. The lease currently has just under 10 years remaining, with five (5) additional five-year renewal options, each with scheduled rental increases.

## Investment-Grade Corporate Tenant

Dollar General (NYSE: DG) is an investment-grade rated tenant (BBB, S&P) operating more than 21,000 stores nationwide with ongoing expansion plans. The company generates approximately \$40.61 billion in annual revenue and has demonstrated consistent performance through multiple economic cycles, including the COVID-19 pandemic. Dollar General recorded same-store sales growth for 31 consecutive years through 2020 and resumed positive comparable sales growth again from 2022 through Q3 2024.

## Passive Investment Opportunity

The lease structure requires limited landlord responsibilities, providing investors with a more passive investment and predictable income.



## Top Placer.ai Ranking

Placer.ai analytics indicate this location performs well in terms of customer traffic and visitation patterns relative to comparable stores. Additional analytics and supporting data are available from the broker upon request.

## Established Little Rock Trade Area

The property is located just south of downtown Little Rock, Arkansas, within a well-established trade area that serves approximately ±75,238 residents within a five-mile radius, providing a consistent customer base.

## Accessible Investment

The property's lower rent structure results in a more attainable purchase price compared to many net-leased assets, making it suitable for private investors or a smaller 1031 exchange requirement.



# SYNERGISTIC AREA OF DEMAND DRIVERS



# FINANCIAL OVERVIEW

7501 Mabelvale Cut Off Rd | Mabelvale, AR 72209

**DOLLAR GENERAL®**



# FINANCIAL OVERVIEW

**\$1,155,555**

List Price

**6.75%**

Cap Rate

**\$117.25**

Price/SF

**\$78,000**

NOI

**±0.95 AC**

Lot Size

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Lease Guarantor	Dollar General Corporation
Lease Type	NN
Landlord Responsibilities	Roof and Structure
Original Lease Term	15 Years
Lease Expiration Date	1/31/2036
Term Remaining on Lease	±9.8 Years
Options	Five, 5-Year Options



# FINANCIAL OVERVIEW

Lease	Date	Monthly Rent	Annual Rent	Cap Rate
Current	Current - 1/31/2036	\$6,500	\$78,000	6.75%
Option 1	2/1/2036 - 1/31/2041	\$7,501	\$90,011	7.79%
Option 2	2/1/2041 - 1/31/2046	\$8,251	\$99,012	8.57%
Option 3	2/1/2046 - 1/31/2051	\$9,076	\$108,913	9.43%
Option 4	2/1/2051 - 1/31/2056	\$9,984	\$119,804	10.37%
Option 5	2/1/2056 - 1/31/2061	\$10,982	\$131,784	11.40%

## TENANT OVERVIEW

Year Founded  
**1939**

Headquarters  
**Goodlettsville, TN**

Market Cap  
**±\$26B**

Employees  
**180,000+**

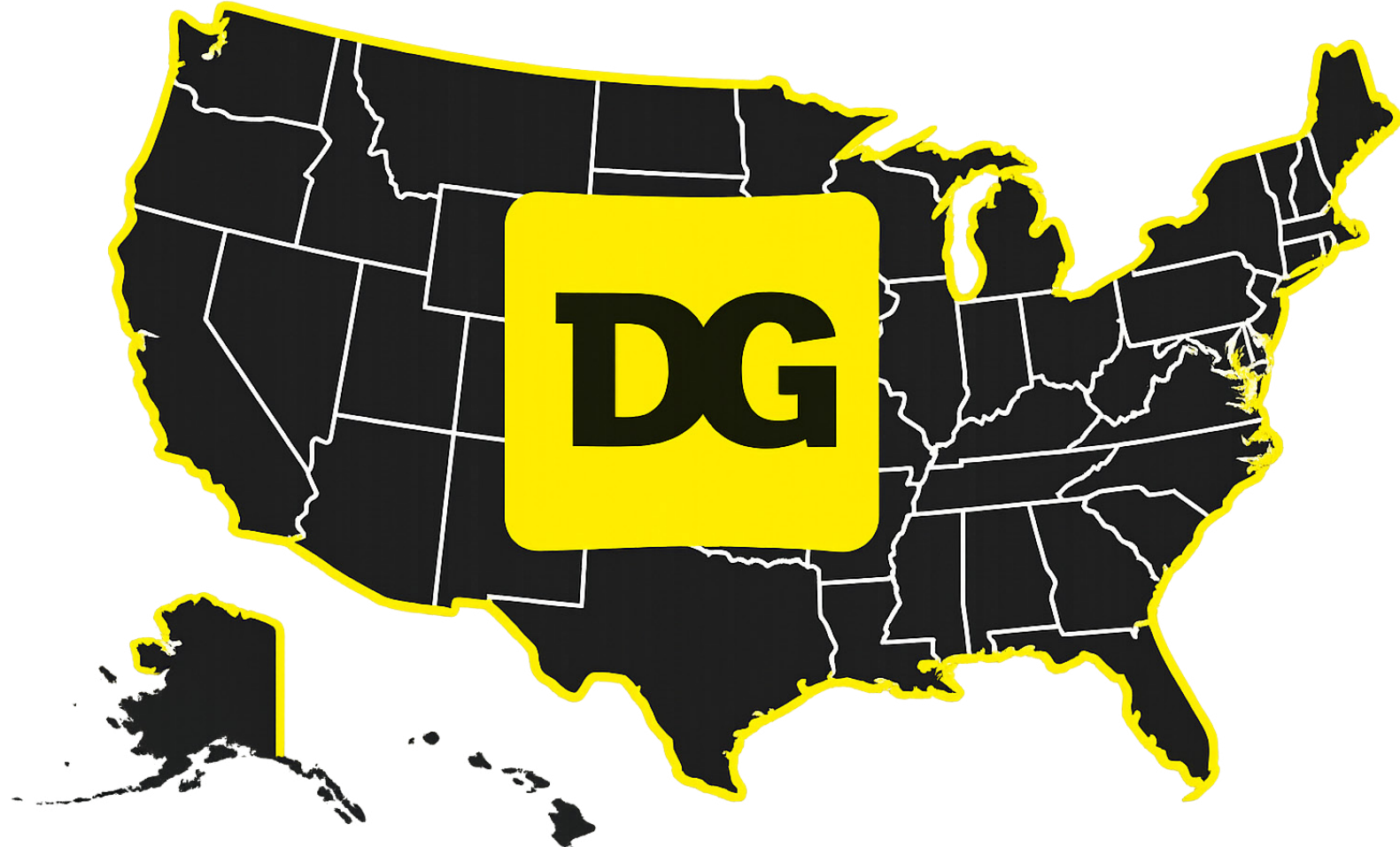
Locations  
**±21,000**

Annual Revenue  
**±\$42.7 Billion**

# DOLLAR GENERAL®

Dollar General is *the fastest-growing retailer* which currently boasts roughly **~21,000 neighborhood general stores in 48 US states**, primarily in the South, East, Midwest, and the Southwest. Roughly 79.7% of Dollar General's sales are derived from consumables (including refrigerated, shelf-stable, and perishable foods) in addition to everyday household items such as paper towels, bath tissues, paper dinnerware, laundry, and home cleaning supplies. Dollar General offers some of America's most trusted name brands such as Clorox, Energizer, Procter & Gamble, Hanes, Coca-Cola, Mars, Nestlé, Kimberly-Clark, Kellogg's, General Mills, Pepsi, and many others.

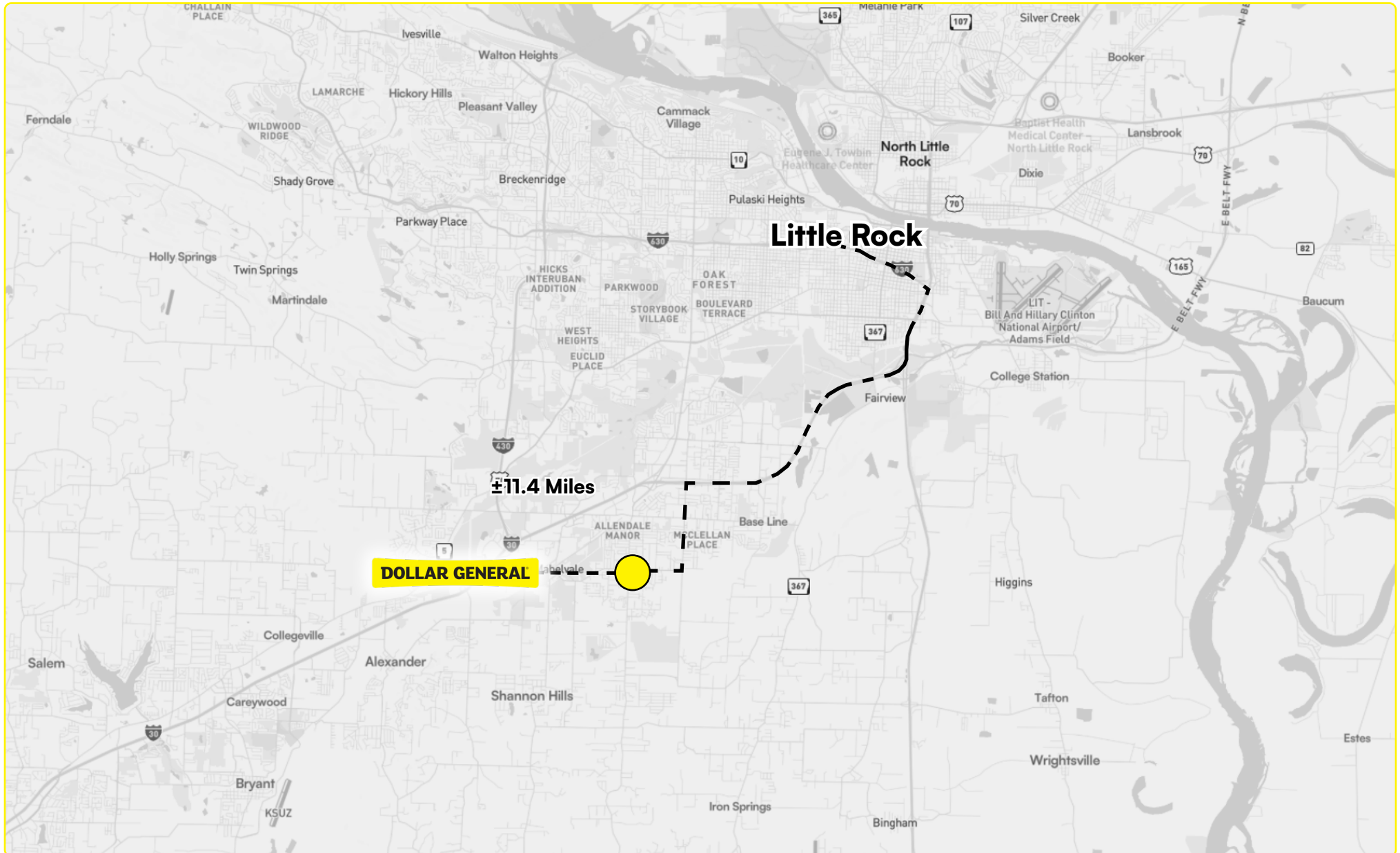
±21,000 Stores Across 48 States



# MARKET OVERVIEW

**DOLLAR GENERAL®**

7501 Mabelvale Cut Off Rd | Mabelvale, AR 72209



# LITTLE ROCK MSA

## Demographics

**203,000**

MSA Population

**\$60,583**

Median HH Income

**86,853**

# of Households

**\$214,700**

Avg Home Value

**236,000+**

Jobs in Pulaski County

**36**

Median Age

**\$36.2B**

Gross Domestic Product

## Local Market Overview

Little Rock serves as the capital and largest city in Arkansas, functioning as the state's primary center for government, healthcare, finance, and commerce. Located along the Arkansas River in the center of the state, the city benefits from a **strategic geographic position that supports regional connectivity and economic activity** throughout the broader metropolitan area. Little Rock's economy is anchored by a diverse mix of industries including public administration, healthcare and medical research, banking, logistics, and professional services. The city is home to **several major hospitals, higher education institutions, and corporate headquarters**, which collectively support a stable employment base and attract continued investment. In addition, extensive transportation infrastructure, including **Interstate 30, Interstate 40, and the Clinton National Airport**, facilitates efficient movement of goods and people across the region. Ongoing investment in commercial development, infrastructure improvements, and business expansion has reinforced Little Rock's role as one of the state's most important economic centers, creating a strong foundation for continued growth and long-term economic stability.

## Property Demographics

POPULATION	1-MILE	3-MILE	5-MILE
2025 Population	9,565	35,898	76,605
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Households	3,388	13,320	29,714



## **STEADY GROWTH, INSTITUTIONAL ANCHORS, & REGIONAL DRAW**

Little Rock's economy is supported by a diverse mix of government, healthcare, finance, logistics, and professional services, creating a stable foundation for long-term growth. The city benefits from the significant presence of state government agencies and administrative offices, which provide a reliable base of employment and drive consistent economic activity throughout the region. Healthcare also serves as a major pillar of the local economy, with nationally recognized medical institutions and research facilities attracting patients, professionals, and investment from across Arkansas and neighboring states. The financial services sector is well represented through regional banking institutions and corporate headquarters, while logistics and distribution operations benefit from the city's central location and access to major interstate highways, rail networks, and the Clinton National Airport. In addition, higher education institutions and workforce training programs contribute to a skilled labor pipeline that supports business expansion and entrepreneurship.

### **Strengths & Opportunities**

- **Stability** - Little Rock's role as the capital of Arkansas anchors the local economy with a significant concentration of state government offices, administrative agencies, and public institutions. This presence provides a consistent employment base and supports long-term economic stability.
- **Healthcare & Medical Hub** - The city serves as a major healthcare center for Arkansas, supported by large hospital systems, specialty medical facilities, and research institutions that attract patients and professionals from across the region.
- **Strategic Central Location** - Located near the geographic center of Arkansas, Little Rock functions as a key regional hub for business, government services, and commerce throughout central Arkansas and surrounding communities.
- **Logistics and Distribution Expansion** - Access to major interstate corridors, rail connections, and Clinton National Airport positions Little Rock for continued growth in logistics, warehousing, and regional distribution operations.
- **Downtown & Riverfront Development** - Ongoing redevelopment and investment in downtown districts and the Arkansas River corridor continue to support mixed-use development, tourism, hospitality, and commercial activity.

## Government and Public Sector Leadership

As the capital of Arkansas, the Little Rock metropolitan area serves as the administrative and policy center for the state, creating a strong foundation for the regional economy. State government agencies, public administration offices, and related professional services generate a significant share of employment and economic activity throughout the metro area. This concentration of government operations supports a wide network of legal, consulting, financial, and administrative services that operate throughout the region. The presence of stable public sector institutions also provides resilience during economic cycles, helping maintain consistent economic activity and supporting long-term regional stability.

## Healthcare, Finance & Regional Services Hub

The Little Rock MSA functions as Arkansas's primary center for healthcare, finance, and professional services, drawing patients, businesses, and workers from across the state. Major medical systems, research institutions, and specialty care facilities anchor the healthcare sector, while regional banking institutions and corporate offices strengthen the financial services industry. These sectors support a large ecosystem of supporting businesses including insurance providers, technology services, and consulting firms.





## UNIVERSITY OF ARKANSAS AT LITTLE ROCK

±5.4 Miles from Subject Property

The University of Arkansas at Little Rock is the largest public research university in central Arkansas and plays a major role in workforce development, research activity, and regional innovation. Located in the heart of the city, the university offers a wide range of undergraduate, graduate, and professional programs and maintains strong partnerships with local industries and government agencies. Its research initiatives and business outreach programs contribute to entrepreneurship and economic development throughout the metropolitan area.

Key attributes of University of Arkansas and its impact on the surrounding retail environment include:

- **Major Public Research University:** Offers more than 100 undergraduate and graduate programs across multiple disciplines.
- **Enrollment Base:** Serves thousands of students annually from across Arkansas and surrounding states.
- **Research & Innovation:** Houses research centers focused on cybersecurity, business innovation, and applied science.
- **Workforce Development:** Maintains partnerships with regional employers to support workforce training and talent pipelines.
- **Year-Round Academic Activity:** Unlike seasonal tourist drivers, the university operates throughout the year with multiple semesters and programs, supporting steady retail demand across all seasons.
- **Commuter Student Base:** A significant portion of students commute from across the Little Rock metro area, increasing vehicle traffic and supporting quick-service restaurants, gas stations, and convenience retailers near major corridors.
- **Young Adult Consumer Demographic:** The presence of a large student population supports retailers that cater to younger consumers, including fast-casual dining, specialty coffee, fitness studios, and affordable retail concepts.

# ECONOMIC DRIVERS

## Capital City Anchoring Government, Healthcare, and Regional Commerce.

Little Rock serves as the administrative and economic center of Arkansas, supported by a diversified economy that includes government operations, healthcare systems, financial services, and logistics. As the state capital and the largest city in Arkansas, the metro area benefits from a strong concentration of public sector employment, major medical institutions, and regional corporate headquarters. Its central location within the state and connectivity through interstate highways, rail networks, and Clinton National Airport further strengthen its role as a hub for business activity and regional services throughout Arkansas.

### Primary Industries

- Government & Public Administration
- Healthcare & Medical Research
- Financial Services & Banking
- Logistics, Distribution & Transportation
- Professional & Business Services

### Top Employers

- Continued redevelopment and mixed-use investment along the Arkansas River corridor
- Downtown Little Rock revitalization and hospitality development initiatives
- Ongoing improvements to Interstate 30 through the I-30 Crossing project
- Expansion and modernization projects at Clinton National Airport

### Recent Developments

- Downtown & Corridor Revitalization — Ongoing public-private reinvestment focused on streetscape upgrades, adaptive reuse, and infill commercial development.
- I-69 Growth Corridor — Continued infrastructure investment supporting industrial, logistics, and retail expansion along key interchanges.
- Workforce & Institutional Expansion — Continued investment in healthcare facilities, academic programs, and workforce development initiatives supporting long-term employment growth

**\$47.3B+**

Regional Gross Domestic Product





### Workforce-Based & Student-Driven Demand

Little Rock's retail demand is further supported by a stable workforce base and a steady student population from nearby universities and colleges. These groups **contribute consistent daily activity throughout the city, generating demand** for quick-service restaurants, grocery stores, convenience retail, and lifestyle-oriented businesses. The combination of full-time employment centers and higher education institutions helps **sustain retail performance across both daytime and evening hours**, reinforcing the city's role as a **dependable consumer market** within central Arkansas.

### Economic & Lifestyle Drivers

Little Rock benefits from a diverse and stable economic base supported by government operations, major healthcare systems, financial services, and regional commerce. As the capital of Arkansas, the city **serves as the administrative center for the state**, creating a significant concentration of public sector employment and professional services. Healthcare institutions, including major hospitals and medical research facilities, attract patients and professionals from across the region while contributing significantly to the local economy. The city's **central location and access to major interstate corridors** also support logistics and distribution activity throughout Arkansas.

### Retail Synergy & Tenant Strength

- **Institutional Employment Anchors:** Major employers including healthcare systems, universities, and government agencies generate consistent daytime population that supports restaurants, service retail, and convenience-oriented tenants.
- **Regional Retail Draw:** As the largest city in Arkansas, Little Rock attracts shoppers from across central Arkansas, strengthening demand for national retailers and destination-oriented shopping centers.
- **Established Retail Corridors:** Well-trafficked commercial corridors and established shopping districts create strong visibility and accessibility for national and regional retail tenants.
- **Balanced Tenant Mix:** The market supports a mix of national brands, regional operators, and local businesses, creating diverse retail environments that benefit from multiple consumer segments.



# MATTHEWS™

Exclusively Listed By



**Chad Kurz**

EVP & Managing Director

**(562) 480-2937**

[chad.kurz@matthews.com](mailto:chad.kurz@matthews.com)

License No. 01911198 (CA)



**Kevin Puder**

Vice President

**(562) 841-1789**

[kevin.puder@matthews.com](mailto:kevin.puder@matthews.com)

License No. 01949749 (CA)

**Kyle Matthews** | Broker of Record | License No. PB00084217 (AR)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **7501 Mabelvale Cut Off Rd, Mabelvale, AR 72209** ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™ has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™ is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™, the property, or the seller by such entity.

Owner and Matthews™ expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™ or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer: There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.