

DOLLAR GENERAL[®]

100 Southern Prairie Dr., Madrid, IA 50156

Retail
Investment Opportunity
Offering Memorandum



MATTHEWS[™]

Representative Photo

Exclusively Listed By



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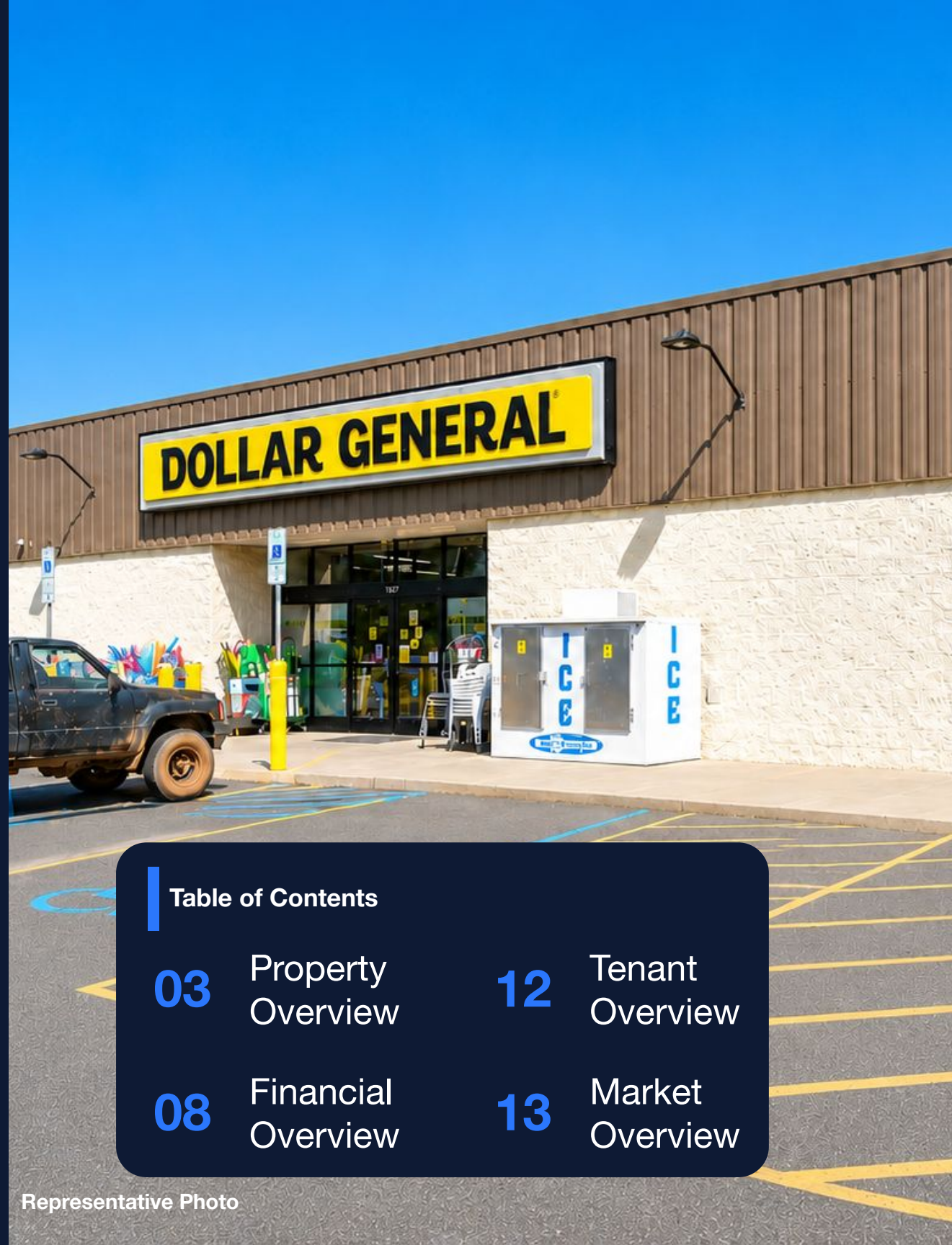


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Representative Photo

Property Overview

Dollar General

100 Southern Prairie Dr., Madrid, IA 50156



Representative Photo


Investment Highlights

- Dollar General recently exercised a five-year lease extension, demonstrating a strong commitment to this location.
- Attractive 8% return on a stabilized investment-grade credit tenant.
- Madrid, IA, is ± 18 miles northeast of Ames, home to Iowa State University with a population of 69,026, and ± 30 miles south of Des Moines, Iowa's capital city, with a population exceeding 212,000.
- Subject property is located directly across from Meadow Estates, a 97-unit mobile home community, and just one mile from Madrid Junior & Senior High School, providing a built-in customer base, consistent daily traffic, and strong community connectivity.
- Minimal competition — the nearest national dollar-store competitor is 12+ miles away.
- Dollar General boasts an investment-grade credit rating of BBB (S&P).
- Dollar General has $\pm 20,000$ locations and plans to continue their expansion for the foreseeable future.
- Dollar General has been considered an essential retailer and has proven to be one of the most profitable companies through the COVID-19 pandemic.
- Dollar General has a market cap of $\pm \$23$ billion.



Representative Photo



 **The Cedars Assisted Living**
Assisted Living Facility

 **Madrid Junior & Senior High School**
±346 Students

 **Madrid Home**
Nursing Home

  **The Market**
of Madrid
"Your Locally Owned Hometown Grocer"


 **Madrid Elementary School**
±266 Students

E North St






 **VanWall**

mr. storage

S Kennedy Ave

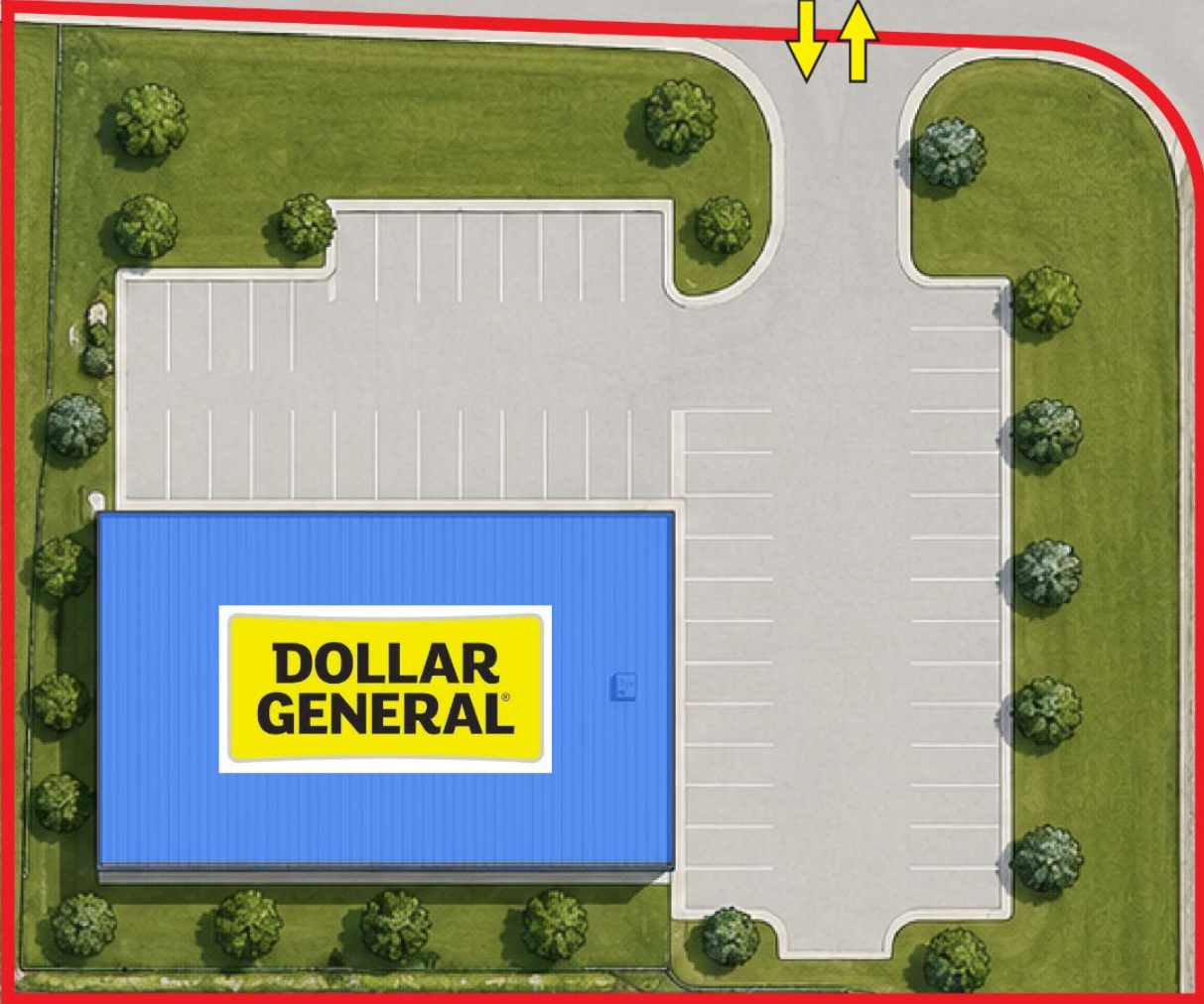


 **Meadow Estates**
Mobile Home Park

DOLLAR GENERAL
Subject Property

Google Earth

Southern Prairie



**DOLLAR
GENERAL**

Dollar General

100 Southern Prairie Dr.
Madrid, IA 50156

±9,020 SF
GLA*

±1.29 AC
Lot Size*

2011
Year Built

*GLA and Lot Size to be verified by Buyer with a new survey



Financial Overview

Dollar General

100 Southern Prairie Dr., Madrid, IA 50156



Representative Photo

Financial Summary

\$959,325
List Price

8.00%
Cap Rate

Lease Summary

Address	100 Southern Prairie Dr. Madrid, IA 50156
Tenant Name	Dollar General
Lease Guarantor	Corporate
Type of Ownership	Fee Simple
Lease Type	Absolute NNN
Landlord Responsibilities	None
Term Remaining on Lease	± 5 Years
Lease Expiration Date	6/30/2031
Rent Increases	10% In Option Periods
Renewal Options	Five, 5-Year

Annualized Operating Data

	Date	Monthly Rent	Annual Rent	Increases
	Current - 06/30/2031	\$6,395.50	\$76,746.00	-
Option 1	07/01/2031 - 06/30/2036	\$7,035.08	\$84,420.60	10%
Option 2	07/01/2036 - 06/30/2041	\$7,738.58	\$92,862.66	10%
Option 3	07/01/2041 - 06/30/2046	\$8,512.50	\$102,148.92	10%
Option 4	07/01/2046 - 06/30/2051	\$9,363.66	\$112,363.82	10%
Option 5	07/01/2051 - 06/30/2056	\$10,300.08	\$123,600.20	10%

Portfolio Overview - Available for Sale Individually or Together

1



Address	100 Southern Prairie Dr, Madrid, IA 50156
List Price	\$959,325
Cap Rate	8.00%
Annual Rent	\$76,746.00
Lease Term Remaining	±5 Years
Lease Type	Absolute NNN

2



Address	307 Center Ave. S, Mitchellville, IA 50169
List Price	\$971,501
Cap Rate	8.00%
Annual Rent	\$77,720.04
Lease Term Remaining	±5 Years
Lease Type	Absolute NNN

3



Address	2192 332nd St, North English, IA 52316
List Price	\$1,061,870
Cap Rate	8.00%
Annual Rent	\$84,949.56
Lease Term Remaining	±6 Years
Lease Type	Absolute NNN

4

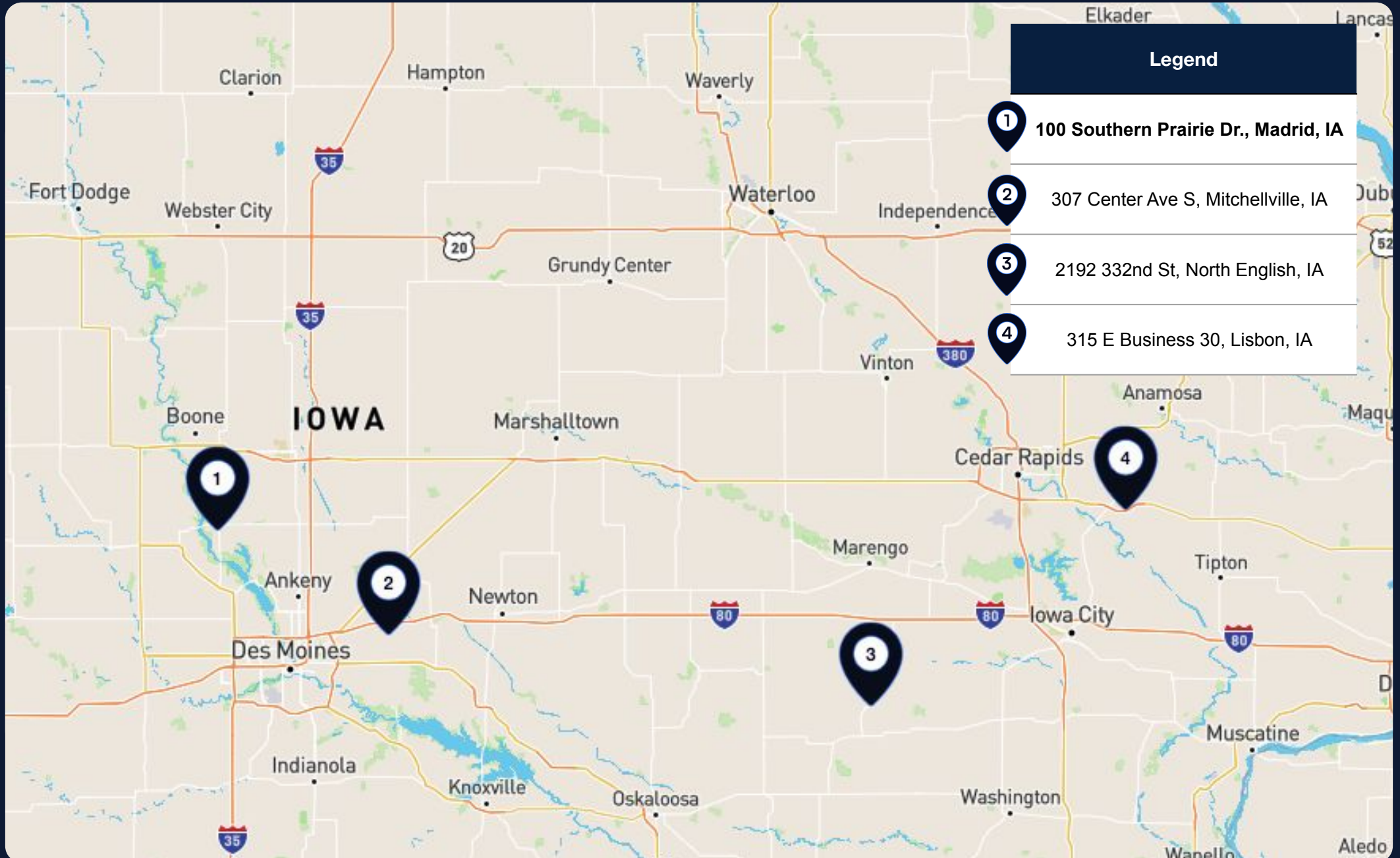


Address	315 E Business 30 , Lisbon, IA 52253
List Price	\$513,333
Cap Rate	9.00%
Annual Rent	\$44,700
Lease Term Remaining	±5 Years
Lease Type	NN

4 Property Portfolio

Dollar General

100 Southern Prairie Dr., Madrid, IA 50156



Tenant Overview

Year Founded
1939

Headquarters
Goodlettsville, TN

Ownership Status
Public

Employees
±180,000

Locations
20,000+

Credit Rating
BBB

Annual Revenue
\$40.61 Billion

DOLLAR GENERAL®

Tenant Overview

Dollar General is the fastest-growing retailer which currently boasts roughly 20,000 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.

Why Invest in Dollar General?

- **Strong Financials:** Q2 2025 earnings beat expectations with \$10.73B in sales and raised full-year guidance—showing solid momentum.
- **Expanding Customer Base:** Gaining traction with higher-income shoppers, especially in non-consumables, widening its market reach.
- **Net Store Growth:** Adding 725 new stores in 2025 (net +600), while optimizing underperformers for long-term efficiency.
- **Massive Scale:** Operates ~20,000 stores, employs 180,000+, and generates ~\$40.61B in annual revenue—highlighting stability and reach.

Madrid, IA



Des Moines, IA | ±25 Miles

Local Market Overview

Located within the rapidly expanding Des Moines metropolitan area, Madrid, Iowa benefits from steady residential growth, strong household incomes, and increasing consumer demand driven by suburban migration patterns throughout Central Iowa. The community offers a small-town environment with convenient connectivity to Ames and Downtown Des Moines via Iowa Highway 17 and nearby U.S. Highway 30, positioning the area as an attractive option for both residents and retailers seeking access to multiple employment centers. Boone County continues to benefit from regional population stability, low unemployment, and a cost-effective housing market that supports long-term consumer spending. Retail fundamentals in the Madrid trade area are supported by a highly owner-occupied residential base, stable household formation, and continued demand for neighborhood-oriented goods and services.

Property Demographics

Population	5-Mile	10-Mile	15-Mile
Five-Year Projection	4,589	23,968	220,316
Current Year Estimate	4,377	21,518	206,514
2020 Census	4,326	19,460	189,010
Growth Current Year-Five-Year	4.83%	11.39%	6.68%
Growth 2020-Current Year	1.19%	10.57%	9.26%
Households	5-Mile	10-Mile	15-Mile
Five-Year Projection	1,895	9,267	86,482
Current Year Estimate	1,822	8,282	79,951
2020 Census	1,720	7,240	70,656
Growth Current Year-Five-Year	3.99%	11.90%	8.17%
Growth 2020-Current Year	5.92%	14.39%	13.16%
Income	5-Mile	10-Mile	15-Mile
Average Household Income	\$116,561	\$138,141	\$127,397

Des Moines, IA



Local Market Overview

Des Moines is widely recognized as one of the **Midwest's strongest mid-sized business hubs, built around a deep insurance and financial services presence that gives the local economy a stable foundation.** Major employers in the region include principal national brands in insurance/finance as well as large healthcare systems, government operations, and distribution/logistics networks. This diversified base tends to create steady in-migration from smaller Iowa communities and helps maintain consistent demand across workforce, professional, and executive housing segments.

From a real estate perspective, Des Moines is often positioned as a **“value metro”** that still offers liquidity and sustained development activity. Residential demand is supported by a combination of new household growth, corporate relocations, and steady renter-to-owner transitions. New construction and redevelopment are occurring in pockets near downtown and major corridors, while suburban expansion continues where land is available. Overall, the market remains characterized by relative affordability, stable demand, and moderate supply constraints—conditions that typically support durable pricing and a steady leasing environment without the volatility seen in higher-growth coastal markets.



Ames, IA

University of Iowa

The University of Iowa is a large public research university located in Iowa City and is known for its strong academics, healthcare programs, and rich campus traditions. Founded in 1847, it is the oldest university in the state of Iowa and enrolls more than 30,000 students from across the country and around the world. The university offers hundreds of areas of study, with nationally recognized programs in writing, medicine, business, journalism, nursing, and engineering. It is especially famous for the Iowa Writers' Workshop, one of the most respected creative writing programs in the world. The campus is also home to the University of Iowa Hospitals and Clinics, a major teaching hospital and medical center. Students at Iowa enjoy an active campus life with Big Ten athletics, over 500 student organizations, and traditions like the "Hawkeye Wave" at football games.



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Adam Marek | Broker of Record | Broker Lic. No.: S44830000 (IA) | Firm Lic. No.: F03991000 (IA)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **100 Southern Prairie Dr, Madrid, IA, 50156** ("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.

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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.

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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.

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