

DOLLAR GENERAL®

11510 Luthersville Rd Gay, GA 30218

**Retail
Investment Opportunity**

Offering Memorandum

Absolute NNN Lease With Zero Management Responsibility | Positioned Within Growing South Metro Atlanta Region



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DOLLAR GENERAL®

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Property Overview

DOLLAR GENERAL®



\$1,115,234

List Price

±7.75 Years

Lease Term Remaining

Absolute NNN

Lease Type

±7,260 SF

GLA

±2.00 AC

Lot Size

2019

Year Built

Property Overview

DOLLAR GENERAL®

Lease & Location Highlights

- 2019 UPGRADED build-to-suit construction for Dollar General
- Absolute NNN lease with zero management responsibility
- Corporately guaranteed lease from Dollar General Corporation
- Dollar General remodeled this location in 2026 proving long term commitment to the site
- Extremely strong average household income of \$82,281 annually (5 Mile)
- Estimate population growth of 10.25% over the next 5 years
- Average household income of \$82,281 annually (sweet-spot for a discount retailer)
- Subject property is positioned just one hour south of Atlanta, the sixth-largest metro area in the U.S., and approximately 40 miles from Hartsfield–Jackson Atlanta International Airport
- Limited competition - the nearest dollar store is over 9 miles away

Tenant Highlights

- Dollar General operates ±20,000 locations and plans to continue their expansion for the foreseeable future
- Dollar General has an investment-grade credit rating of BBB (S&P)
- Dollar General was 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 ± 25 billion



Aerial Map



Site Plan



Property Photos



Financial Overview

11510 Luthersville Rd Gay, GA 30218

DOLLAR GENERAL®



Financial Summary

\$1,115,234

List Price

7.05%

Cap Rate

2019

Year Built

±2.00 AC

Lot Size

DOLLAR GENERAL®

Tenant Summary

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NNN
Landlord Responsibility	None
Original Lease Term	15 Years
Rent Commencement Date	2/14/2019
Lease Expiration Date	2/28/2034
Term Remaining on Lease	7.75 Years
Increase	10% In Options
Options	Five, 5-Year Options

Annualized Operating Data

Lease Year	Monthly Rent	Annual Rent	Increases	Cap Rate
Current - 2/28/2034	\$6,552.00	\$78,624.00	-	7.05%
Option 1	\$7,207.20	\$86,486.40	10.00%	7.76%
Option 2	\$7,927.92	\$95,135.04	10.00%	8.53%
Option 3	\$8,720.71	\$104,648.54	10.00%	9.38%
Option 4	\$9,592.78	\$115,113.40	10.00%	10.32%
Option 5	\$10,552.06	\$126,624.74	10.00%	11.35%

Tenant Overview

Year Founded
1939

Headquarters
Goodlettsville, TN

Ownership Status
Public

Employees
±18,000

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 18,000+, and generates ~\$40.61B in annual revenue—highlighting stability and reach.

Market Overview



11510 Luthersville Rd Gay, GA 30218



Gay/Meriwether County, GA

Market Demographics

21,500

Total Population

\$84,000

Average HH Income

41

Median Age

73%

Homeownership Rate



Local Market Overview

Located in Meriwether County in west-central Georgia, Gay offers a rural small-town setting within convenient reach of the greater Atlanta metropolitan area. The community benefits from its position along State Routes 74 and 85, providing regional connectivity to employment centers including Peachtree City, Newnan, LaGrange, and south metro Atlanta. Residential growth throughout nearby Coweta, Fayette, and Spalding counties has gradually increased traffic and consumer activity across the broader corridor, supporting demand for convenience-oriented retail and service-based commercial uses. The area’s affordability, large lot residential patterns, and established agricultural roots continue to attract households seeking lower-density living environments while maintaining commuter accessibility.

Retail properties within the Gay and Meriwether County trade area primarily serve local residents, agricultural operations, and visitors traveling through west-central Georgia. Community events such as the nationally recognized Cotton Fair generate recurring tourism activity and seasonal spending, while nearby industrial and logistics growth across the Interstate 85 corridor supports regional employment stability.

Property Demographics

Population	5-Mile	10-Mile	15-Mile
Five-Year Projection	2,549	18,893	59,598
Current Year Estimate	2,234	17,147	54,840
2020 Census	2,155	15,209	47,601
Growth Current Year-Five-Year	14.12%	10.18%	8.68%
Growth 2020-Current Year	3.68%	12.74%	15.21%
Households	5-Mile	10-Mile	15-Mile
Five-Year Projection	957	7,019	22,117
Current Year Estimate	868	6,468	20,438
2020 Census	814	5,721	17,551
Growth Current Year-Five-Year	10.25%	8.52%	8.22%
Growth 2020-Current Year	6.63%	13.05%	16.45%
Income	5-Mile	10-Mile	15-Mile
Average Household Income	\$82,281	\$96,255	\$118,717

Atlanta, GA MSA

Atlanta is a major metropolitan center in the Southeast and one of the nation's most influential economic and cultural hubs. Known for its strong transportation infrastructure—anchored by Hartsfield-Jackson Atlanta International Airport, the world's busiest—Atlanta offers exceptional connectivity for both domestic and international business. The city's diverse economy is driven by sectors such as logistics, technology, film production, finance, and higher education. With a rapidly growing population, pro-business environment, and significant corporate presence—including numerous Fortune 500 headquarters—Atlanta combines affordability, talent, and innovation.

Retailers and businesses operating in Atlanta benefit from a growing and diverse consumer base, steady population gains, and robust demand across its urban and suburban markets. With its position as a major transportation hub, expansive highway infrastructure, and the world's busiest airport, Atlanta supports long-term commercial growth and economic resilience. The city consistently outperforms national benchmarks in job growth and in-migration, driven by its role as a corporate headquarters hub, its thriving entertainment and tech sectors, and favorable cost of living. Strong demographic fundamentals, cultural vibrancy, and continued infrastructure investment further reinforce Atlanta's position as a resilient and strategically positioned market for retail growth.

Total Population
6.4 Million

Annual Visitors
50 Million

Tourism Economic Impact
\$18 Billion

GDP
\$570.7 Billion



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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **11510 Luthersville Rd, Gay, GA, 30218** ("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.

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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.

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.

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