

DOLLAR GENERAL[®]

4968 Highway 127 S Crossville, TN 38572

**Retail
Investment Opportunity**

Offering Memorandum

2018 Build-To-Suit Construction | Located Along Highway 127 S





Exclusively Listed By



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Representative Photo

Table of Contents

03 | Property
Overview

07 | Financial
Overview

09 | Tenant
Overview

10 | Market
Overview

Property Overview

DOLLAR GENERAL®

\$1,316,616

List Price

±7.5 Years

Lease Term Remaining

Abs NNN

Lease Type

7.00%

Cap Rate

±9,100 SF

GLA

2018

Year Built

Investment Highlights

Lease & Location Highlights

- 2018 build-to-suit construction for Dollar General
- ±7.5 Years remaining on an initial 15-year lease, which includes Five, 5-Year extension options all of which include a 10% rent increase
- Absolute NNN lease structure with zero management responsibilities
- Corporately guaranteed lease from Dollar General Corporation (S&P: BBB)
- Tennessee is an income tax free state
- Located along Highway 127 S with average daily traffic counts exceeding ±11,000 vehicles
- Crossville is located approximately 65 mile west of Knoxville and has an estimated population of 12,600 residents
- Known as the “Golf Capital of Tennessee,” Crossville benefits from a strong tourism and retirement-driven economy

Tenant Highlights

- Dollar General operates ±21,000 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



Aerial Map



Site Plan



Financial Overview

4968 Highway 127 S Crossville, TN 38572

DOLLAR GENERAL®



Representative Photo

Financial Summary

\$1,316,616

List Price

7.00%

Cap Rate

2018

Year Built

±10,900 VPD

Hwy 127

\$92,163.12

NOI

DOLLAR GENERAL®

Tenant Summary

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	Abs NNN
Landlord Responsibility	None
Original Lease Term	15 Years
Rent Commencement Date	2018
Lease Expiration Date	12/31/2033
Term Remaining on Lease	±7.5 Years
Increases	10% In Options
Options	Five , 5-Year

Annualized Operating Data

Lease Year	Monthly Rent	Annual Rent	Increases	Cap Rate
Current	\$7,680.26	\$92,163.12	-	7.00%
Option 1	\$8,448.29	\$101,379.43	10.00%	7.70%
Option 2	\$9,293.11	\$111,517.38	10.00%	8.47%
Option 3	\$10,222.43	\$122,669.11	10.00%	9.32%
Option 4	\$11,244.67	\$134,936.02	10.00%	10.25%
Option 5	\$12,369.14	\$148,429.63	10.00%	11.27%

Tenant Overview

Year Founded
1939

Headquarters
Goodlettsville, TN

Lease Guarantor
Corporate

Employees
±180,000

Locations
21,000+

Credit Rating
BBB

DOLLAR GENERAL®

21,000+ Stores Across 48 States



Tenant Overview

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.

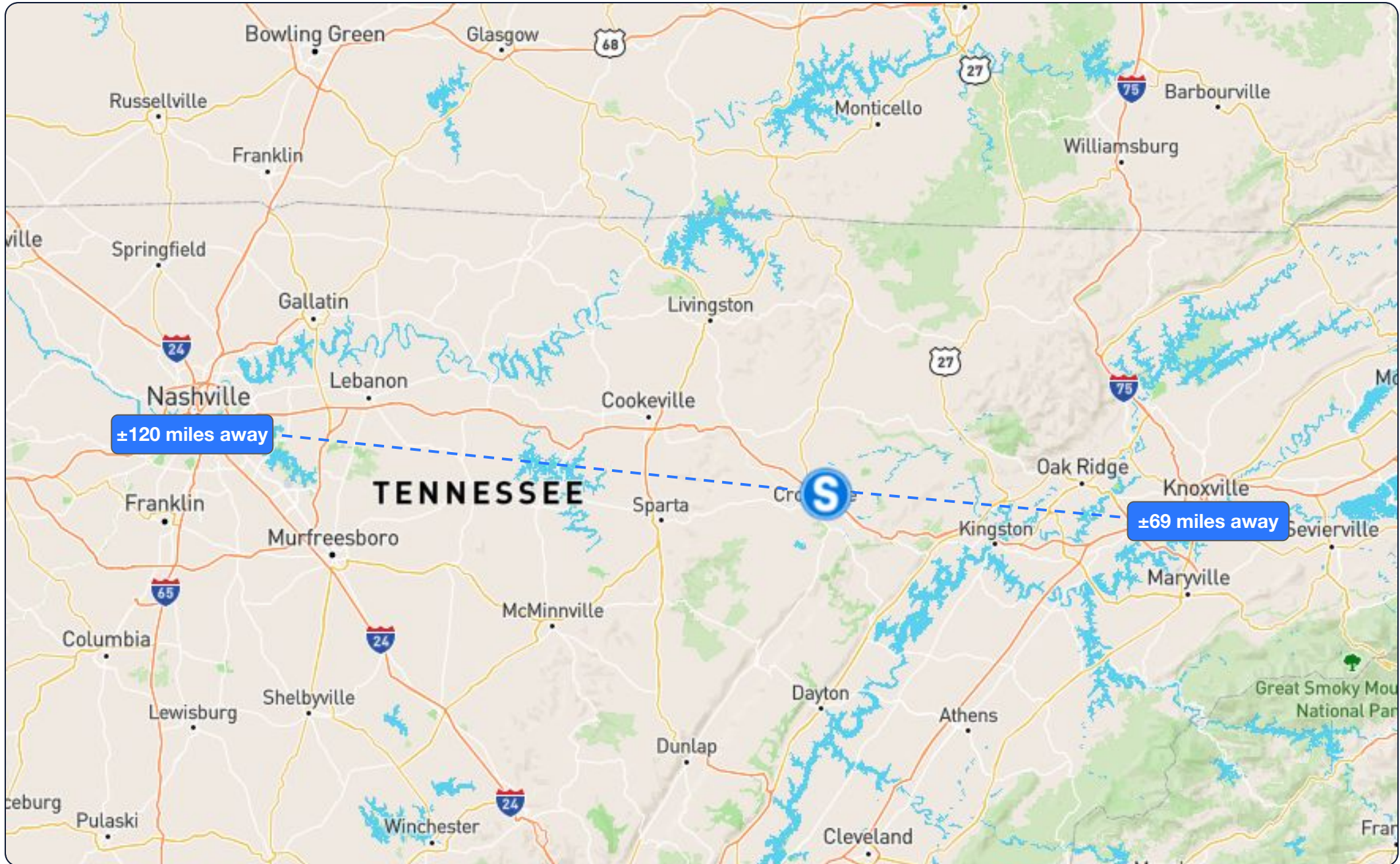
Why Invest in Dollar General?

- 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 ~21,000 stores, employs 180,000+, and generates ~\$40.61B in annual revenue—highlighting stability and reach.

Market Overview

4968 Highway 127 S Crossville, TN 38572

DOLLAR GENERAL®



Crossville, TN

Market Demographics

12,785

Total Population

\$48,802

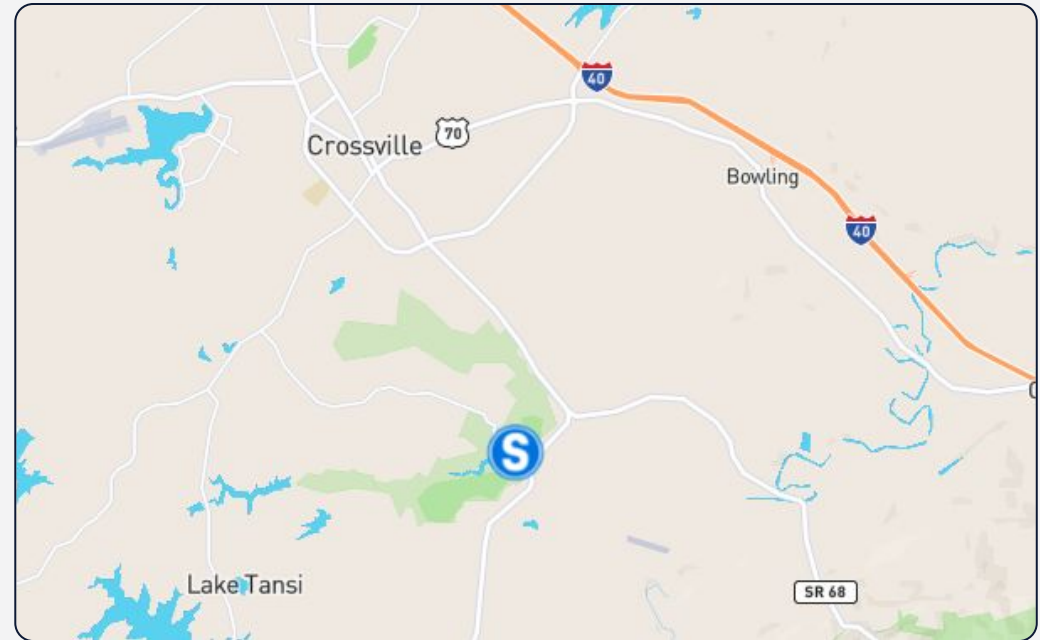
Average HH Income

40

Median Age

51.2%

Homeownership Rate



Local Market Overview

Crossville, Tennessee serves as a key retail and service hub for the broader Cumberland Plateau region, drawing not only from its local population but also from surrounding rural communities with limited retail options. Positioned along Interstate 40, the city benefits from consistent pass-through traffic, which supports national retailers and enhances long-term site viability for necessity-based tenants.

The area is characterized by a stable, working-class demographic with a strong preference for value-oriented retail, making it an ideal fit for Dollar General's core business model. With a median household income below the national average, consumers in Crossville tend to prioritize convenience and affordability—two key drivers of Dollar General's continued success in similar tertiary markets. Additionally, the relatively high homeownership rate reinforces a stable, community-oriented customer base that supports repeat visits and consistent store performance.

Property Demographics

Population	3-Mile	5-Mile	10-Mile
Five-Year Projection	6,026	22,626	47,388
Current Year Estimate	5,678	21,669	45,395
2020 Census	5,245	20,307	42,234
Growth Current Year-Five-Year	6.12%	4.42%	4.39%
Growth 2020-Current Year	8.27%	6.71%	7.48%
Households	3-Mile	5-Mile	10-Mile
Five-Year Projection	2,571	9,703	20,861
Current Year Estimate	2,464	9,454	20,320
2020 Census	2,274	8,762	18,694
Growth Current Year-Five-Year	4.32%	2.64%	2.67%
Growth 2020-Current Year	8.39%	7.89%	8.70%
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$77,273	\$73,186	\$80,465

Knoxville, TN MSA

Local Market Overview

Knoxville serves as the economic and cultural hub of East Tennessee, located along the Tennessee River near the Great Smoky Mountains. The city benefits from steady population growth, a young demographic base, and a diversified economy supported by education, healthcare, advanced manufacturing, and tourism. The University of Tennessee anchors the local talent pipeline and supports a large student population, while Knoxville's affordability, outdoor amenities, and connectivity via Interstate 40 and McGhee Tyson Airport continue to attract new residents and businesses.

Economic momentum is driven by major employers including the University of Tennessee, Oak Ridge National Laboratory, and Covenant Health, along with a growing base of advanced manufacturing and technology firms. Proximity to Oak Ridge—home to one of the nation's leading federal research complexes—strengthens the region's innovation economy. Continued residential development, infrastructure investment, and in-migration from higher-cost markets are supporting sustained demand for housing, retail services, and employment across the metropolitan area.

Market Demographics

42,967

Total Population (3-Mi)

16,841

Total Households (3-Mi)

46.6%

Homeownership Rate

\$95,544

Median HH Income (3-Mi)





University of Tennessee Economic Anchor

The University of Tennessee serves as one of Knoxville’s most influential economic and cultural anchors. With an enrollment exceeding 35,000 students, the flagship public university generates significant demand for housing, retail, dining, and service-oriented businesses throughout the city. The university’s presence supports a steady influx of students, faculty, and visitors, creating a consistent customer base for local businesses and strengthening long-term economic stability.

Beyond its role as a major employer, the University of Tennessee contributes to regional innovation through research initiatives, partnerships with Oak Ridge National Laboratory, and nationally recognized programs in engineering, business, and healthcare. This strong academic and research ecosystem attracts skilled talent and investment to the region, reinforcing Knoxville’s position as a growing education and technology hub within East Tennessee.

Economic Drivers

Located in East Tennessee, Knoxville benefits from a strategic position between several major Southeastern markets, providing strong regional connectivity and access to a diverse labor force. The city’s economic stability is supported by the presence of major institutions, research facilities, and healthcare systems that continue to attract talent, investment, and long-term business development.

The region’s economy is anchored by the University of Tennessee and Oak Ridge National Laboratory, which together form one of the most significant research and innovation corridors in the United States. Knoxville also supports a strong healthcare network and advanced manufacturing base, with companies specializing in nuclear technology, materials science, automotive components, and aerospace-related manufacturing.



Top Employers



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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.

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