

DOLLAR GENERAL®

207 US Hwy 271 N, Gilmer, TX 75644

**Retail
Investment Opportunity**

Offering Memorandum



Representative Photo

MATTHEWS™

Exclusively Listed By



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TX Disclaimer Vincent Tanzi & Vincent Chapey (In conjunction with Matthews™, a cooperating foreign broker for this listing pursuant to Section 535.4(b) of the Texas Administrative Code)

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Property Overview

Dollar General

207 US Hwy 271 N, Gilmer, TX 75644



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Investment Highlights

Property Highlights

- **Short-Term Value-Add Opportunity** – Approximately 3 years of lease term remaining with no renewal options, creating a potential redevelopment, repositioning, or re-tenanting opportunity upon lease expiration.
- **Corporate Lease Guaranty** – Lease is backed by a corporate guarantor, providing reliable income during the remaining term.
- **Attractive In-Place Cash Flow** – Property generates approximately \$49,550 in annual Net Operating Income (NOI).
- **Strategic Highway Location** – Situated along US Highway 271 in Gilmer, Texas, with exposure to approximately 23,200 vehicles per day, offering strong visibility and accessibility.
- **Established Retail Corridor** – Located near several national and regional retailers, including Taco Bell, Jack in the Box, Phillips 66, and a Ford dealership, driving consistent consumer traffic to the area.
- **Large Land Position** – The property consists of approximately 1.39 AC, providing flexibility for future redevelopment or alternative site uses.
- **Substantial Building Improvements** – Features approximately 12,500 SF of gross leasable area (GLA), offering a significant existing improvement footprint.
- **Redevelopment Potential** – The lack of tenant renewal options allows investors to capitalize on future market rents, pursue adaptive reuse, or redevelop the site to maximize value.
- **NN Lease Structure** – Operates under a Net Lease (NN) structure, limiting landlord responsibilities and reducing operating expense exposure.
- **Strong Future Upside** – Investors benefit from current income while maintaining the flexibility to unlock additional value through lease-up, redevelopment, or disposition strategies at lease expiration.



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155



271



 **Gilmer High School**
±890 Students



DOLLAR GENERAL
Subject Property

±23,200 VPD



W Tyler St ±10,400 VPD



 **Bruce Junior High School**
±430 Students



300



E Cass St



271

± 23,200 VPD

DOLLAR GENERAL



207 US Hwy 271 N
Gilmer, TX 75644

±12,500 SF

GLA

1960/2000

Year Built/Renovated

±23,200

Vehicles Per Day

NN

Lease Type

\$56

Price Per SF



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Financial Overview

Dollar General

207 US Hwy 271 N, Gilmer, TX 75644



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Financial Summary

\$700,000

List Price

\$49,550

NOI

±1.39 AC

Lot Size

Property Details

Tenant Trade Name Dollar General

Type of Ownership Fee Simple

Lease Type NN

Lease Expiration Date 10/31/2029

Term Remaining on Lease ±3 Years

Options None



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TENANT OVERVIEW

Year Founded
1939

Headquarters
Goodlettsville, TN

Type of Ownership
Fee Simple

Employees
194,200+

Locations
21,000+

Credit Rating
BBB (S&P)

Annual Revenue
\$40.61 Billion

DOLLAR GENERAL®

Tenant Overview

Dollar General Corporation is the largest small-box discount retailer in the United States, operating more than 21,000+ locations across 48+ states. Founded in 1939 and headquartered in Goodlettsville, Tennessee, the company provides convenient access to low-priced everyday essentials including consumables, household goods, health and beauty products, apparel, and seasonal items. Dollar General's strategic focus on rural, suburban, and underserved markets allows it to maintain a loyal customer base while facing limited direct competition.

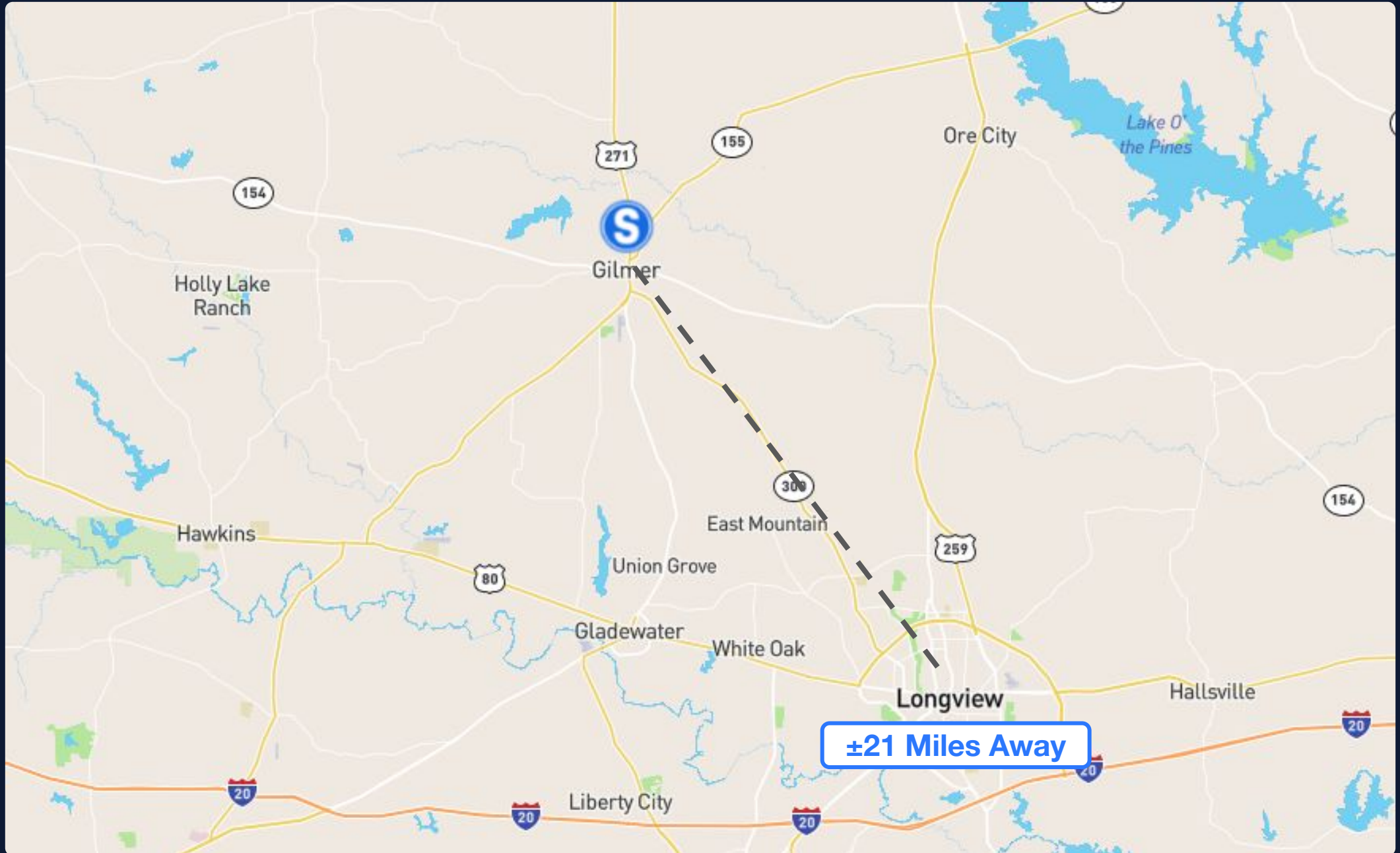
Why Invest in Dollar General?

- Extensive geographic footprint in 48 states with over 21,000 stores provides diversification and resilience across markets.
- Because a large portion of its merchandise is consumables (grocery, household, personal care), Dollar General benefits from recurring demand even in softer retail cycles.
- Approximately 80% of revenue is derived from consumables such as household goods, groceries, and personal care items, providing consistent foot traffic and recurring sales.
- Targets rural and low-competition trade areas, creating a strong moat against larger retailers and e-commerce disruption.
- Management is actively prioritizing debt reduction and capital discipline to stabilize leverage and preserve long-term financial flexibility.
- In periods of economic uncertainty or consumer trade-down behavior, Dollar General benefits from increased value-conscious shopping, supporting demand stability.

MARKET OVERVIEW

Dollar General

207 US Hwy 271 N, Gilmer, TX 75644



GILMER, TX

Market Demographics

5,287

Total Population

1,806

Employed Population

1,900

of Households

\$166,700

Median Property Value



Local Market Overview

Gilmer is a growing East Texas community that serves as the county seat of Upshur County and benefits from its strategic location along U.S. Highway 271 and State Highway 154. The city provides convenient access to the larger regional markets of Longview, Tyler, and the Dallas-Fort Worth Metroplex, making it an attractive location for a variety of commercial, industrial, agricultural, and distribution-related businesses.

The local economy is supported by a diverse mix of industries, including manufacturing, timber and forestry products, agriculture, energy services, transportation, and small business enterprises. Industrial and commercial real estate fundamentals remain stable, driven by steady regional demand, competitive operating costs, and the availability of land for development. Businesses are drawn to Gilmer's business-friendly environment, skilled workforce, and lower cost structure compared to larger metropolitan markets. As East Texas continues to experience economic growth and population expansion, Gilmer is well-positioned to benefit from increased investment and business activity.

Population	3-Mile	5-Mile	10-Mile
Five-Year Projection	7,048	10,315	25,859
Current Year Estimate	6,833	9,874	24,366
2020 Census	6,377	9,114	22,377
Growth Current Year-Five-Year	3.15%	4.47%	6.13%
Growth 2020-Current Year	7.15%	8.33%	8.89%
Households	3-Mile	5-Mile	10-Mile
Five-Year Projection	2,703	3,949	9,911
Current Year Estimate	2,648	3,818	9,423
2020 Census	2,453	3,489	8,463
Growth Current Year-Five-Year	2.08%	3.44%	5.18%
Growth 2020-Current Year	7.98%	9.41%	11.35%
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$77,806	\$81,802	\$91,461

LONGVIEW, TX MSA

Total Population
98,000+

Annual Visitors
750,000+

Tourism Economic Impact
\$170 Million

Local Market Overview

Longview, Texas is a regional hub in East Texas, known for its diversified economy, affordability, and role as a service center for surrounding communities. With a population of roughly 80,000, the city is supported by major employers in healthcare, education, manufacturing, and energy services, as well as a growing logistics presence tied to its central East Texas location. Its cost of living and community amenities continue to attract families and long-term residents.

Real estate fundamentals in Longview remain stable, driven by consistent housing demand and commercial activity in healthcare, retail, and service-oriented sectors. Industrial and distribution properties benefit from strong transportation access along major highways and rail corridors. While growth is moderate compared to larger Texas metros, Longview's affordability and regional importance support long-term stability and reliable market performance



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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 **207 US Hwy 271 N, Gilmer, TX, 75644** ("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.



Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015



TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

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Buyer/Tenant/Seller/Landlord Initials

Date