DOLLAR GENERAL

198 Oak St, Dawson, MN 56232

Retail
Investment Opportunity

Offering Memorandum

Exclusively Listed By

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Property Overview

Dollar General
198 Oak St Dawson, MN 56232

Investment Highlights

Property Highlights

- **Primary Community Staple & Grocery Hub:** Serving as a vital neighborhood retail pillar for Dawson, MN. This Dollar General operates as one of the primary destinations for the community's everyday groceries, household essentials, and staple consumer goods
- **Strategically Positioned Along Primary Transit Corridor:** Located directly on Oak Street, the store captures high visibility and seamless vehicle access, positioning it perfectly as the convenient, go-to destination for both localized town residents and passing agricultural/regional traffic.
- **Rent Increases:** Features 10% rent escalations at each of the four (4), five-year renewal options, enhancing long-term income growth.
- **Recent Corporate Retrofit & Modern Build:** The building was originally constructed in 2015 and underwent a comprehensive corporate rebranding and facility retrofit in 2020 to meet Dollar General's strict corporate standards, ensuring updated mechanical utility systems and finishes.
- **Affluent Regional Demographic:** The surrounding Dawson submarket features an exceptionally strong economic profile, with average household incomes well exceeding $100,000 across all immediate trade areas ($102,915 in the 5-mile, $108,182 in the 10-mile, and $107,942 in the 15-mile radii)

Investment Highlights

Tenant Highlights

- **Corporate Guarantee (NYSE: DG):** Lease guaranteed by Dollar General Corporation, a Fortune 100 company with a market capitalization exceeding $23.6 billion (as of June 2026).
- **Investment Grade Credit:** Dollar General is rated BBB by Standard & Poor's, reflecting strong creditworthiness and financial stability.
- **Minimal Landlord Responsibilities:** Double-Net (NN) corporate lease with Dollar General requires minimal landlord responsibility. This highly passive investment structure serves as a "mailbox money" asset perfect for hands-off or out-of-state buyers.
- **Recent Q1 2026 Earnings Beat & Growth Momentum:** Dollar General recently reported exceptional financial results for Q1 2026, surpassing Wall Street expectations with an EPS increase of 12.4% year-over-year to $2.00. Driven by a 1.4% increase in customer traffic, same-store sales climbed 2.0%—marking the company's fourth consecutive quarter of positive traffic growth and reinforcing the brand's immense corporate stability.
- **Capturing Market Share in Budget-Conscious Rural Markets:** On the earnings call, corporate leadership highlighted that macroeconomic pressures (such as rising fuel costs and tightening household budgets) are driving consumers to cut trip distances and shop local. This dynamic positions well-located small-town stores like Dawson as vital grocery and daily essential sanctuaries, allowing Dollar General to consistently expand its regional market share.


N
119
212
212
Hilltop
BAR & GRILL
DAWSON, MN
SUBWAY
DOLLAR GENERAL
Subject Property
LEE MOTOR CO.
Ford
DAWSON, MN
DQ
ERICKSON
CHEVROLET
Casey's
Dawson Park
±1 Miles Away
Dawson
Golf Course
Stevens Elementary
±320 Students & Faculty
Dawson-Boyd High School
±275 Students & Faculty
UNITED STATES
POSTAL SERVICE
BAR & GRILL
RUSTY DUCK
DAWSON, MN
GNOMETOWN
GROUNDS
JMHS
Johnson Memorial
Health Services
NAPA
Food Pride
BNSF
RAILWAY
38-Mile Western Minnesota Line
Drive Times
Marshall, MN............. ±50 Minutes
Willmar, MN.............. ±60 Minutes
Minneapolis, MN...... ±160 Minutes
Google Earth


N
DOLLAR GENERAL
Subject Property
212
212

198 Oak St
Dawson, MN 56232

±8,215 SF
GLA

2015
Year Built

±4.2 Years
Term Remaining on Lease

NN
Lease Type

$126.06
Price Per SF

Financial Overview

Dollar General
198 Oak St Dawson, MN 56232

Financial Summary

$1,035,588 List Price	**8.50%** Cap Rate	**NN** Lease Type	**±1.23 AC** Lot Size

Property Details

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NN
Lease Expiration Date	August 31, 2030
Term Remaining on Lease	± 4.2 Years
Increase	10% each option
Options	Four, 5-Year Options

Annualized Operating Data

Date	Monthly Rent	Annual Rent	Increases	Cap Rate
Present - August 31, 2030	**$7,335**	**$88,025**	**10.00%**	**8.50%**
Option 1	$8,069	$96,828	10.00%	8.80%
Option 2	$8,875	$106,510	10.00%	9.68%
Option 3	$9,763	$117,162	10.00%	10.65%
Option 4	$10,739	$128,878	10.00%	11.71%

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 20,600+ 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
198 Oak St Dawson, MN 56232

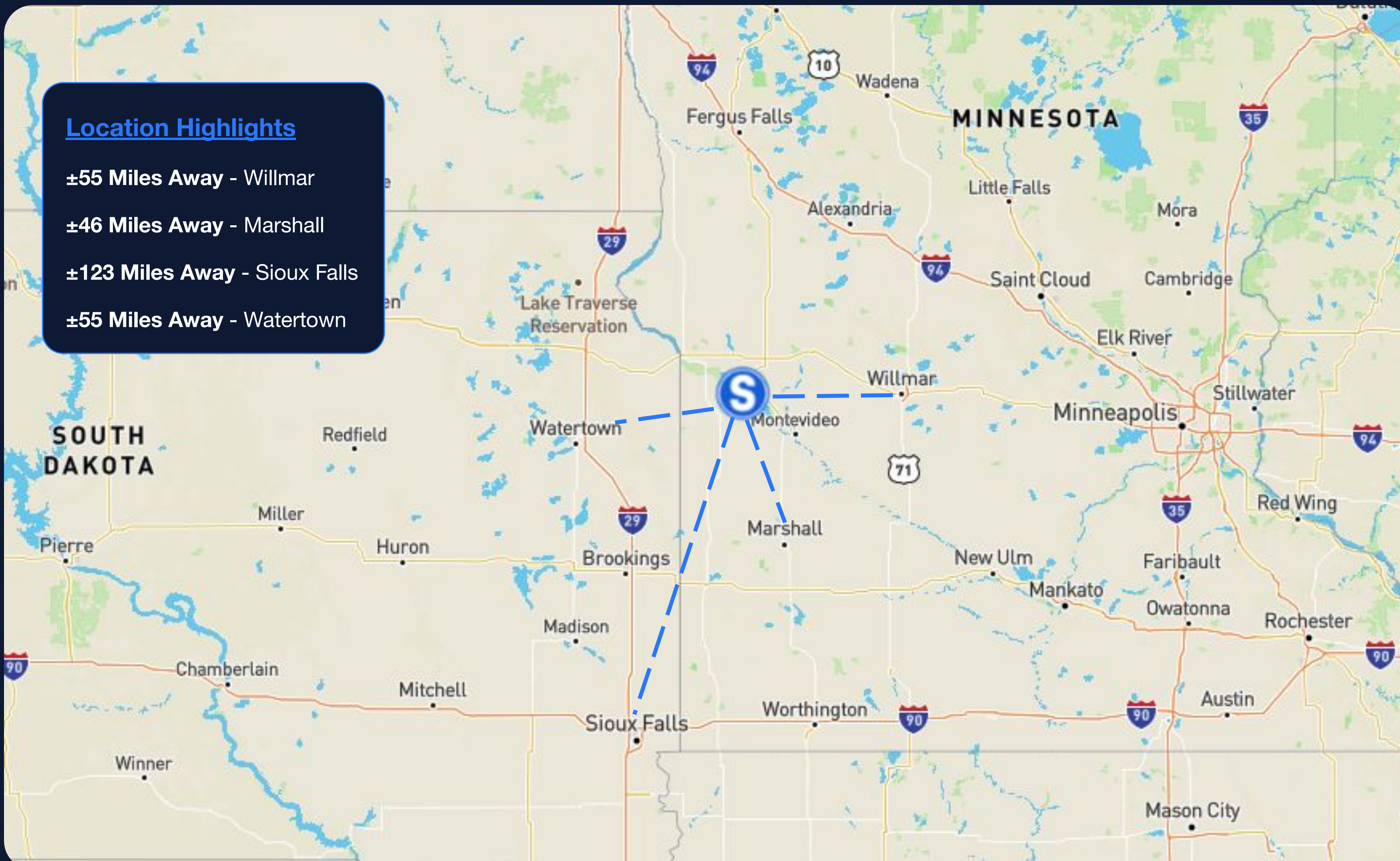
Location Highlights

±55 Miles Away - Willmar

±46 Miles Away - Marshall

±123 Miles Away - Sioux Falls

±55 Miles Away - Watertown



Dawson, MN

Regional Agricultural And Service Center

Major Industries

- Agriculture & Agribusiness
- Healthcare Services
- Education
- Manufacturing
- Retail Trade
- Government Services

Major Employers

- Johnson Memorial Health Services
- Dawson-Boyd Public Schools
- Madison Healthcare Services
- Lac qui Parle County Government
- Regional Agricultural Producers & Agribusiness Operations

Local Market Overview

Dawson is a regional agricultural and service center located in western Minnesota within Lac qui Parle County. The community benefits from a stable economic base supported by agriculture, food production, healthcare, education, and local government employment. Residents enjoy a cost of living significantly below national averages, strong homeownership levels, and a close-knit small-town environment that supports long-term population stability. The area's accessibility via U.S. Highway 212 helps connect local businesses with surrounding trade areas across western Minnesota and eastern South Dakota.

For retail investors, Dawson serves as a community-oriented market where convenience, necessity-based retail, and local services remain essential components of daily life. The city functions as a commercial hub for nearby rural populations, supporting grocery, pharmacy, financial, healthcare, and agricultural-related retail uses. Ongoing county economic development initiatives and investment in business retention programs continue to reinforce the area's commercial foundation. Combined with affordable housing, stable household incomes, and limited retail competition, Dawson offers an environment that can support well-positioned neighborhood retail assets.

Property Demographics

Population	5-Mile	10-Mile	15-Mile
Current Year Estimate	1,899	4,652	7,169
Households	**5-Mile**	**10-Mile**	**15-Mile**
Current Year Estimate	843	2,073	3,137
Income	**5-Mile**	**10-Mile**	**15-Mile**
Average Household Income	$102,915	$108,182	$107,942

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