

DOLLAR GENERAL®

11170 Chatham Rd, Axton, VA 24054

**Retail
Investment Opportunity**

Offering Memorandum



MATTHEWS™

MATTHEWSTM

Exclusively Listed By



Baxter Gimer

Associate

(771) 208-7475

baxter.gimer@matthews.com

License No. 5022231 (MD)



Josh Ein

SVP & Director

(301) 971-0207

josh.ein@matthews.com

License No. 643676 (MD)

Kyle Matthews

Broker of Record

License No. 225225982 (VA)

Firm No. 226035518 (VA)

MATTHEWS™

Table of Contents

11170 Chatham Rd

- 01 Property Overview
- 02 Financial Overview
- 03 Tenant Overview
- 04 Market Overview



Representative Photo

Property Overview

Dollar General

11170 Chatham Rd, Axton, VA 24054

Representative Photo



Investment Highlights

Property Highlights

- **Uncontested Market Share** – As the only Dollar General within 10 miles, the store dominates the essential-needs market with zero cannibalization. For an investor, this strategic isolation makes the location a vital hub, driving predictable foot traffic, securing stability, and increasing the probability of lease renewals.
- **High Yield Opportunity** – This investment features a high-yield return secured by corporate credit. With over 5 years left on the primary term and 5 additional renewal options, an investor gains strong current cash flow backed by long-term upside.
- **Limited Local Competition** – With no traditional grocery stores in the immediate area, this location acts as the primary neighborhood hub for everyday food and basic necessities. Minimal competition in the immediate trade area drives steady local traffic and customer reliance on this location.
- **Strategic Location** – The 1.58-acre site is directly on Chatham Rd (VA-57), featuring clear visibility and convenient regional access, providing maximum exposure to daily commuters and convenient positioning to the local community.
- **Corporate Guarantee** – The lease is guaranteed by Dollar General Corporation, a Fortune 100 company and the largest dollar store retailer in the nation, with over 21,000 locations across 48 states. Dollar General carries BBB investment-grade long-term credit ratings from S&P's Global. This strong guarantee provides the landlord with a heightened sense of security.

Representative Photo





Patrick & Henry Community College
±3,000 Students

Machine Creek Waterfall
Tourist Attraction

Callands

DOLLAR GENERAL

Subject Property

Leatherwood



**SOVAH
HEALTH**
±220 Beds | ±700 Employees

57



Drive Times

±15 Minutes to Downtown Martinsville

±60 Minutes to Piedmont International Airport

±65 Minutes to Downtown Greensboro, NC



Liberty Fair Mall

Martinsville

Martinsville City

Average Household Income: \$45K
Average Home Price: \$53K
Homes on Market under \$50K: 90%

Stoney Mountain Road

58

Philpott Highway ±13,891 VPD

Google Earth



DOLLAR GENERAL



11170 Chatham Rd
Axton, VA 24054

±9,100 SF
GLA

2017
Year Built

±13,891
Vehicles Per Day

NNN
Lease Type

\$139.09
Price Per SF



Financial Overview

Dollar General

11170 Chatham Rd, Axton, VA 24054

Representative Photo



Financial Summary

\$1,265,701

List Price

7.50%

Cap Rate

\$94,927.56

NOI

±1.58 AC

Lot Size

Property Details

Tenant Trade Name	Dollar General
Type of Ownership	Fee Simple
Tenant	Dollar General
Lease Guarantor	Corporate
Lease Type	NNN
Roof, Structure, Slab, Sewer	Tenant Responsible
Rent Commencement Date	2/11/2017
Lease Expiration Date	2/29/2032
Term Remaining on Lease	±5.5 Years
Increase	10% in options
Options	Five, Five-Year Options



Representative Photo

Financial Summary

Annualized Operating Data

Date	Monthly Rent	Annual Rent	Cap Rate	Rent PSF
Current - 2032	\$7,910.63	\$94,927.56	7.50%	\$10.43
Option 1: 3/1/2032 - 2/28/2037	\$8,701.70	\$104,420.40	8.25%	\$11.47
Option 2: 3/1/2037 - 2/28/2042	\$9,571.87	\$114,862.44	9.08%	\$12.62
Option 3: 3/1/2042 - 2/28/2047	\$10,529.05	\$126,348.60	9.98%	\$13.88
Option 4: 3/1/2047 - 2/28/2052	\$11,581.96	\$138,983.52	10.98%	\$15.27
Option 5: 3/1/2052 - 2/29/2057	\$12,740.15	\$152,881.80	12.08%	\$16.80



Tenant Overview

Year Founded
1939

Headquarters
Goodlettsville, TN

Ownership Status
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.

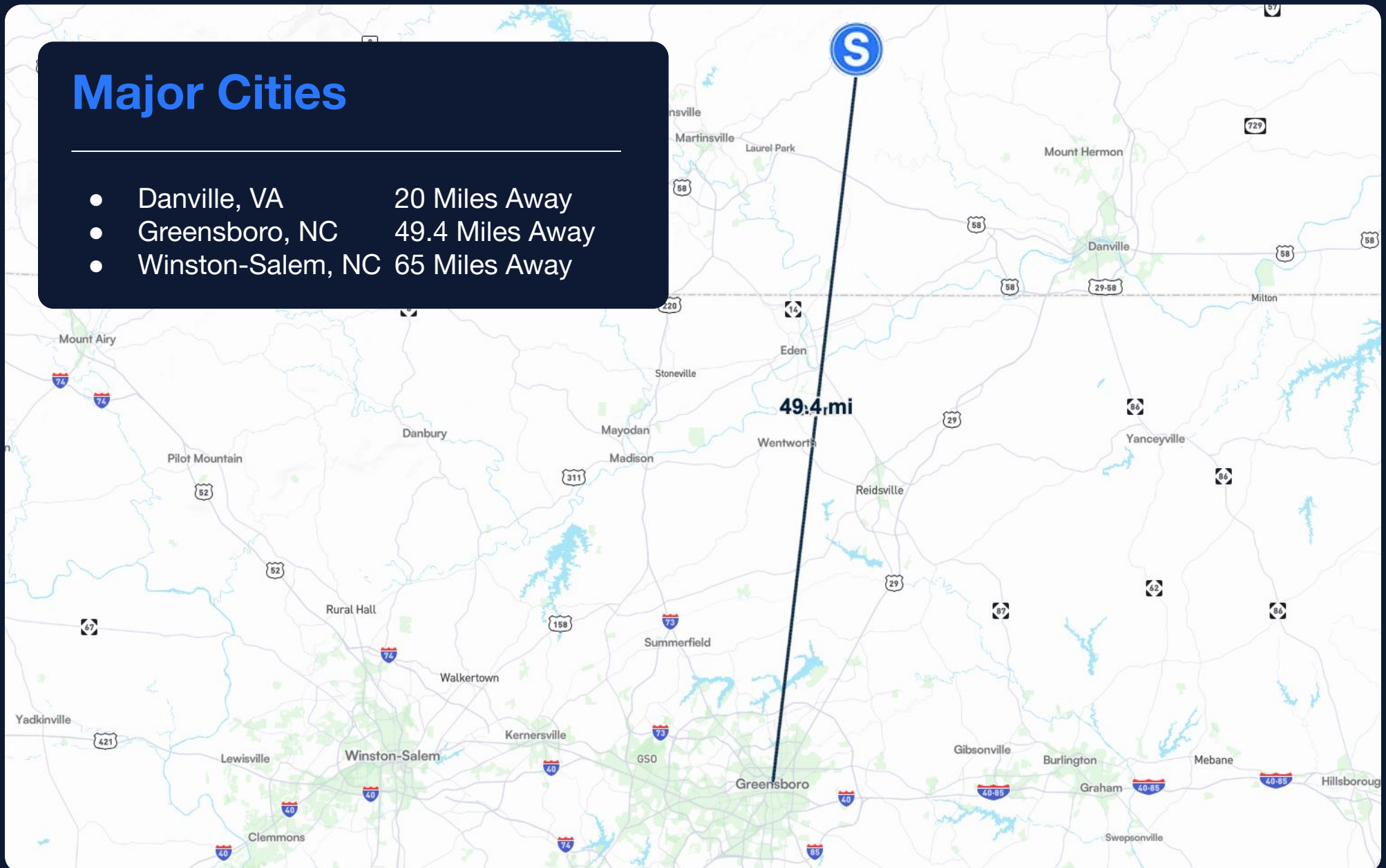
Market Overview

Dollar General

11170 Chatham Rd, Axton, VA 24054

Major Cities

- Danville, VA 20 Miles Away
- Greensboro, NC 49.4 Miles Away
- Winston-Salem, NC 65 Miles Away



Axton, VA

Local Market Overview

Axton, Virginia, is a well-established community in southern Virginia's Henry County, positioned near the Virginia–North Carolina border and within convenient reach of the Martinsville and Danville employment centers. The area benefits from access to major regional roadways, including U.S. Route 58 and U.S. Route 220, providing connectivity throughout southern Virginia and into the Piedmont Triad region of North Carolina. Axton's location offers a combination of rural character, affordable real estate, and accessibility to larger commercial and employment hubs.

Retail activity serving Axton is concentrated along the primary commercial corridors connecting the community with Martinsville, Danville, and surrounding Henry County. Residents have convenient access to grocery stores, restaurants, pharmacies, fuel stations, discount retailers, and other daily-needs services throughout the surrounding trade area. The market's established residential base and regional commuter traffic support consistent demand for necessity-based and service-oriented retail. With convenient regional access, an established employment base, and proximity to larger commercial centers, Axton offers a stable setting for long-term retail and commercial investment.

Property Demographics

Population	5-Mile	10-Mile	15-Mile
Current Year Estimate	2,132	15,790	65,166
Households	5-Mile	10-Mile	15-Mile
Current Year Estimate	942	7,018	27,711
Income	5-Mile	10-Mile	15-Mile
Average Household Income	\$70,972	\$80,809	\$78,976

An aerial photograph of the Danville, Virginia Metropolitan Statistical Area (MSA). The image shows a dense urban area with various buildings, including residential houses and larger commercial or institutional structures. A river, likely the Roanoke River, flows through the right side of the image, with several bridges crossing it. The surrounding landscape is a mix of developed areas and green spaces.

Danville, VA MSA

44,086

of Households

102,070

Total Population

42,000

Employed Population

45

Median Age

\$150,900

Median Property Value

Local Market Overview

The Danville, Virginia Metropolitan Statistical Area (MSA), which includes the City of Danville and Pittsylvania County, serves as a strategic economic hub along the Virginia–North Carolina border. Historically rooted in tobacco and textile manufacturing, the region has undergone a significant economic transition over the past two decades, evolving toward advanced manufacturing, logistics, healthcare, and technology-driven industries. Danville benefits from its proximity to major transportation corridors and larger population centers such as Greensboro and Raleigh, positioning the market as an attractive destination for industrial users and employers seeking lower operating costs and available labor. Economic development initiatives led by the Danville Regional Foundation and local authorities have helped spur investment in redevelopment projects, industrial parks, and workforce training programs, supporting long-term economic stabilization and diversification.

Today, the Danville MSA is increasingly recognized for its affordability, pro-business environment, and growing advanced manufacturing presence. Major employers include Goodyear Tire & Rubber, Sovah Health, Tyson Foods, and a growing cluster of precision manufacturing and data-focused industries connected to the Southern Virginia Megasite at Berry Hill, one of the largest industrial mega-sites on the East Coast. The region's relatively low cost of living and inexpensive real estate continue to attract both residents and businesses, while public and private investments in infrastructure, broadband, and education aim to improve long-term competitiveness. Retail demand within the market remains stable and is primarily driven by local consumer spending and essential-service retail, with discount retailers, grocery stores, and service-oriented businesses performing particularly well across the broader trade area.

MATTHEWS™

Exclusively Listed By



Baxter Gimer

Associate

(771) 208-7475

baxter.gimer@matthews.com

License No. 5022231 (MD)



Josh Ein

SVP & Director

(301) 971-0207

josh.ein@matthews.com

License No. 643676 (MD)

Kyle Matthews

Broker of Record

License No. 225225982 (VA)

Firm No. 226035518 (VA)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **11170 Chatham Rd, Axton, VA, 24054** ("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.