Representative Photo

DOLLAR GENERAL

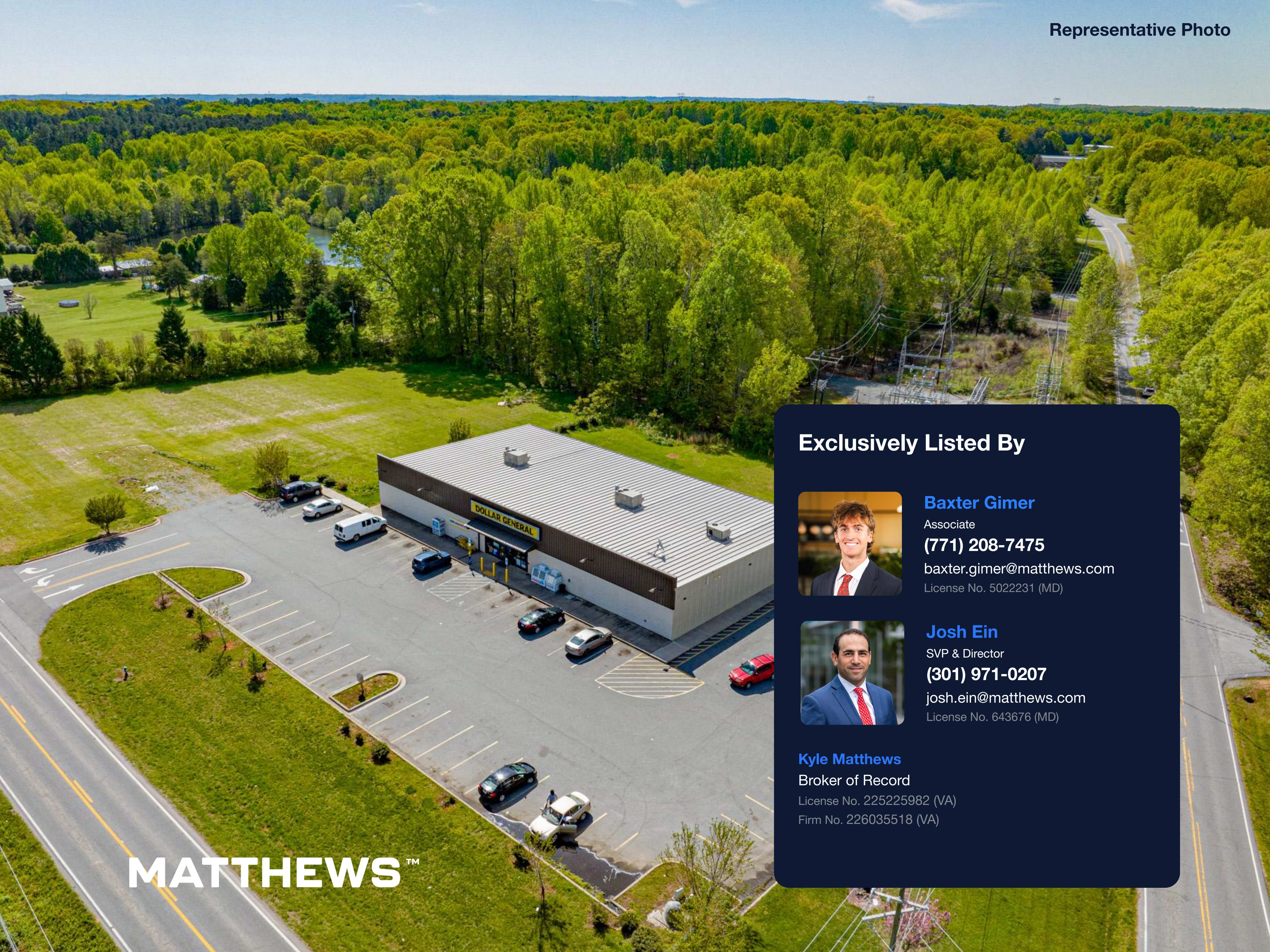
11170 Chatham Rd, Axton, VA 24054

Retail
Investment Opportunity

Offering Memorandum

MATTHEWS™

Representative Photo



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™

Representative Photo

Table of Contents

11170 Chatham Rd

Property Overview

Dollar General
11170 Chatham Rd, Axton, VA 24054

Investment Highlights

Representative Photo

Property Highlights

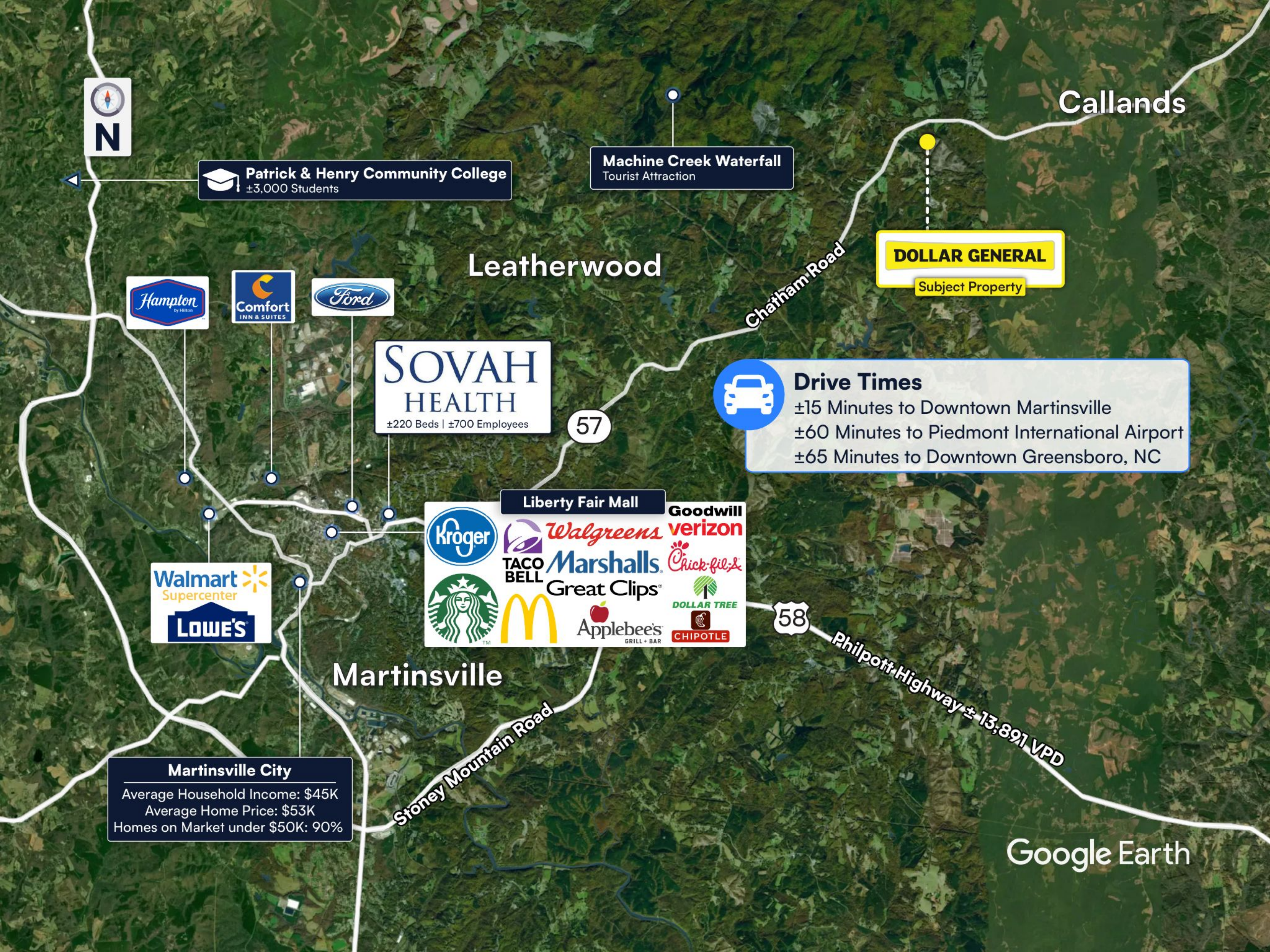
- **Uncontested Market Share –** As the only Dollar General within 10 miles, the store dominates the essential-needs market with zero cannibalization. For an investor, this strategic isolation makes the location a vital hub, driving predictable foot traffic, securing stability, and increasing the probability 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.

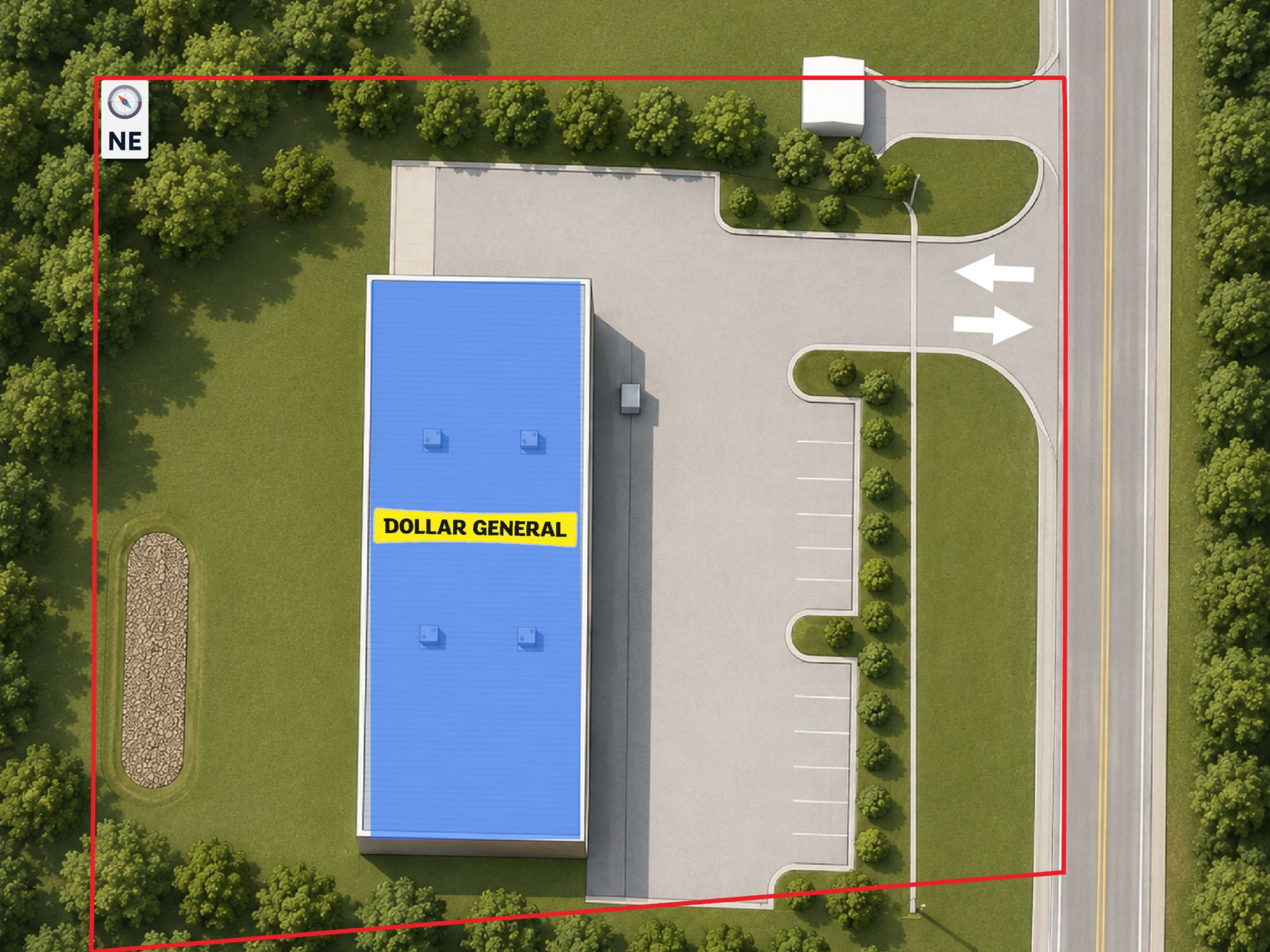
- **Limited Local Competition –** With no traditional grocery stores in the immediate area, this location acts as the primary neighborhood hub for everyday food and basic necessities. Minimal competition in the immediate trade area drives steady local traffic and customer reliance on this location.

- **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.



N
Patrick & Henry Community College
±3,000 Students
Machine Creek Waterfall
Tourist Attraction
Callands
Leatherwood
DOLLAR GENERAL
Subject Property
Chatham Road
Hampton by Hilton
Comfort Inn & Suites
Ford
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
Kroger
Taco Bell
Walgreens
Marshalls
Great Clips
Applebee's Grill + Bar
Goodwill
verizon
Chick-fil-A
Dollar Tree
Chipotle
Walmart Supercenter
Lowe's
58
Martinsville
Philpott Highway ± 13,891 VPD
Stoney Mountain Road
Martinsville City
Average Household Income: $45K
Average Home Price: $53K
Homes on Market under $50K: 90%
Google Earth


NE
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

Financial Summary

$1,265,701	7.50%	$94,927.56	±1.58 AC
List Price	Cap Rate	NOI	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

Representative Photo

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?

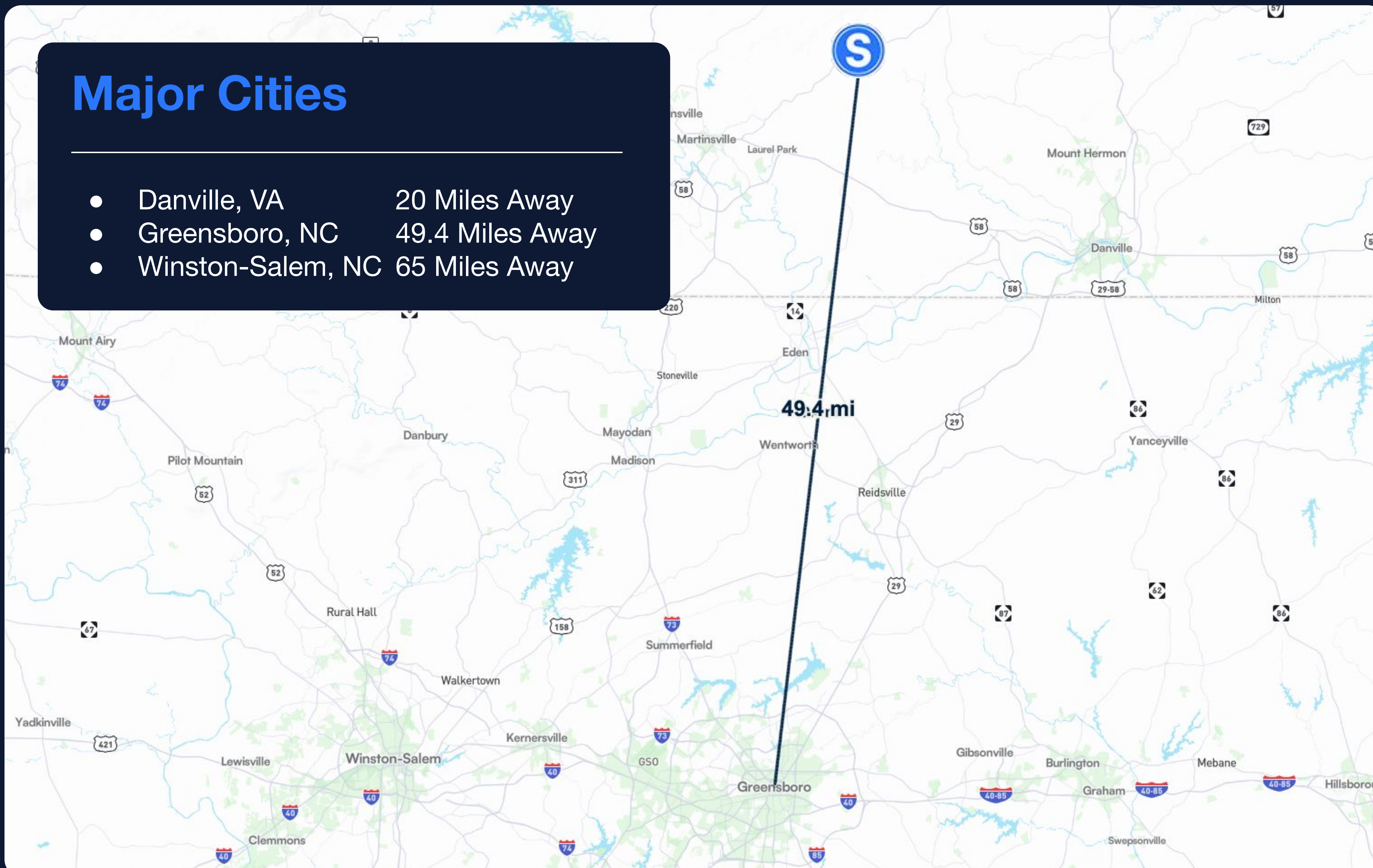
- Extensive geographic footprint in 48 states with over 21,000 stores provides diversification and resilience across markets.
- Because a large portion of its merchandise is consumables (grocery, household, personal care), Dollar General benefits from recurring demand even in softer retail cycles.
- 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

Danville, VA MSA

44,086	102,070	42,000	45	$150,900
# of Households	Total Population	Employed Population	Median Age	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)