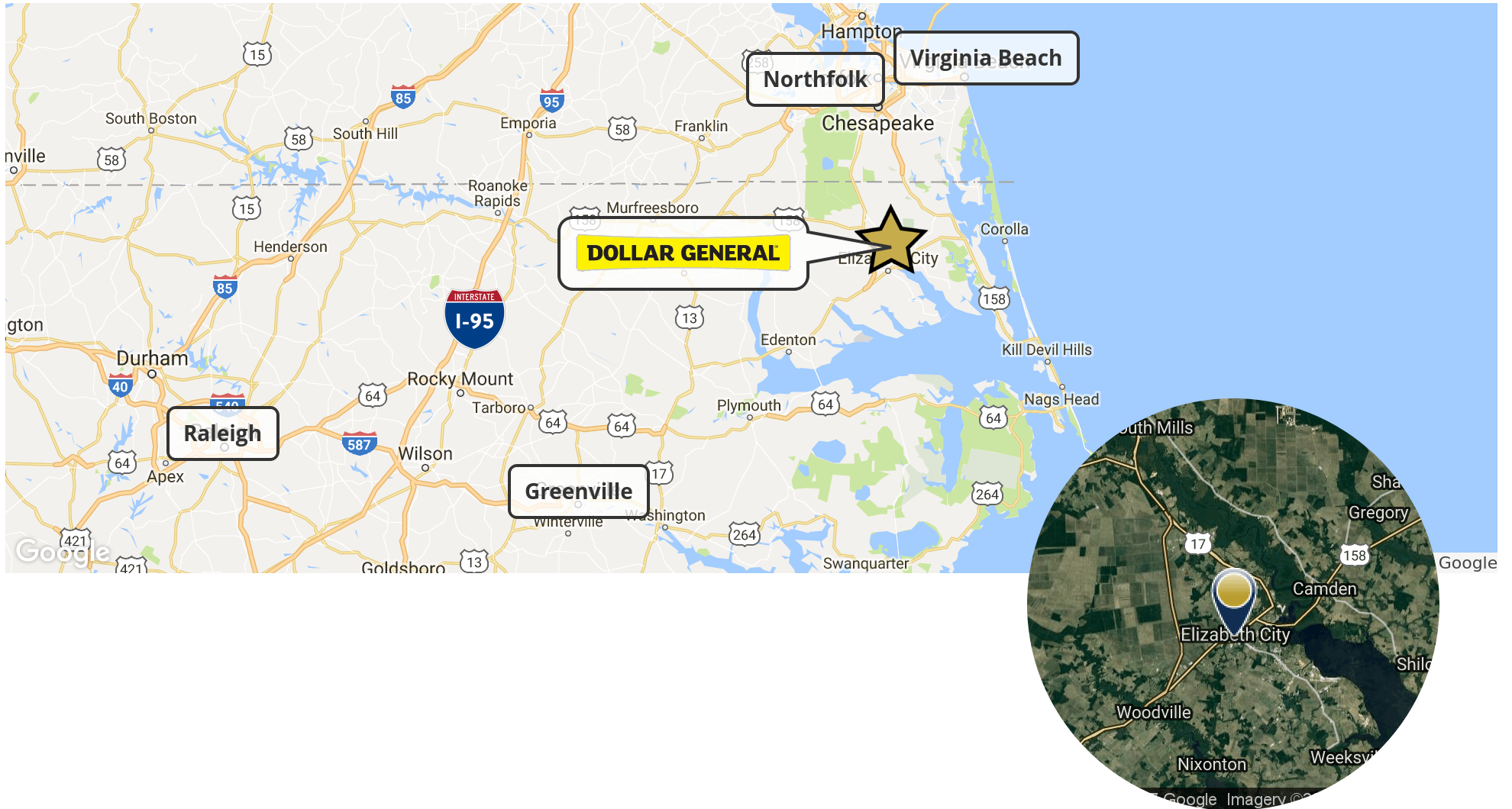




Representative Photo

**OFFERING MEMORANDUM**  
DOLLAR GENERAL | 7.6% CAP RATE

# AREA MAP



# RETAIL MAP



# EXECUTIVE SUMMARY

## OFFER HIGHLIGHTS

Bull Realty is pleased to offer FOR SALE this Dollar General, located in Elizabeth City, NC, which has been such a strong performer, that the tenant approached the landlord for an early lease extension. This 9,100 SF store, built in 2003, has a remaining lease term through January of 2023 and five 5 year remaining extension options. Located on a 0.93+/- acre corner site, just north of Northeastern High School, the subject is surrounded by a busy retail trade area just off US 17, the main traffic artery from the mainland of NC to the Outer Banks.

Dollar General has shown a strong commitment to this store by replacing all the HVAC units, at their expense, in 2015. In addition, they provide a generous CAM allowance for landscaping and parking lot maintenance. Offered at a 7.6% cap rate, this is a rare and ideal investment for someone looking for minimal landlord responsibilities, outstanding real estate and a successful corporate guaranteed national credit tenant.

- Recently extended lease term due to success of location
- Competitive 7.6% cap rate
- Recent upgrades including all new HVAC's in 2015
- Low rent/square foot at \$5.57
- Strong mid-size market retail trade area
- Vibrant NC location which has strong local and tourist based economy

## DEMOGRAPHICS

	1 Mile	3 Miles	5 Miles
Total Households:	1,444	7,864	11,503
Total Population:	3,406	20,842	31,410
Average HH Income:	\$51,433	\$50,315	\$56,904

## AREA OVERVIEW - ACTUAL LOCATION

Elizabeth City is a picturesque town, located 50 miles south of Norfolk, VA and just west of the famed North Carolina Outer Banks. It is situated in the northeastern corner of North Carolina, on the Pasquotank River and the Intracoastal Waterway. The area is noted as one of the "100 Best Small Towns in America" by Money Magazine. The Elizabeth City MSA has a population in excess of 64,000 and is part of the Virginia Beach/Norfolk, VA-NC combined statistical area.

Founded in 1794, Elizabeth City has always had maritime roots and was declared a "Coast Guard City" in 2015 by Admiral Paul Zukunff, the 25th Commandant of the US Coast Guard. The area has a long history of shipping due to its' location, deep water port and proximity to the Atlantic. The Elizabeth City Shipyards, still in operation, manufactured submarine chasers, tugboats and supply boats that were used in World War II.

Other key employers contributing to the area's thriving economy include the Pasquotank County Board of Education, Sentara Albemarle Medical Center, the US Coast Guard, Elizabeth State University, WalMart, Food Lion, Lowe's Home Improvement and Bank of Hampton Roads.

# FINANCIAL OVERVIEW

DOLLAR GENERAL | ELIZABETH, CITY, NC

## PROPERTY & LEASE INFORMATION

Property Location:	961 Oak Stump Rd, Elizabeth, NC 27909
County:	Pasquotank
Price:	\$669,000.00
Rentable SF:	9,100 SF
Price/SF:	\$73.52
Cap Rate:	7.6%
Year Built:	2003
Lot Size:	0.93 Acres

## LEASE SUMMARY

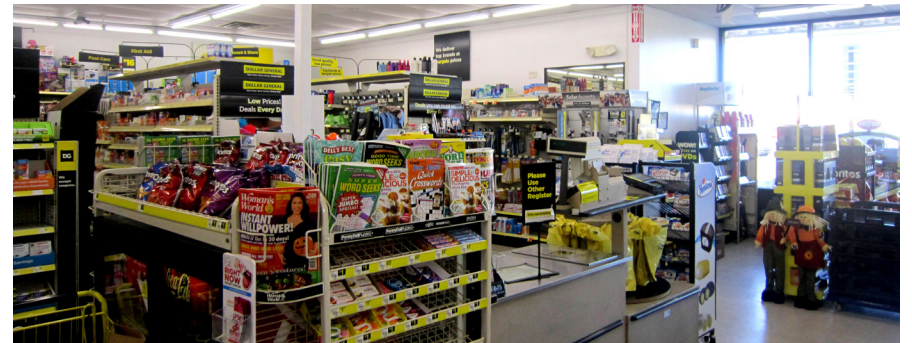
Tenant Trade Name:	Dollar General
Tenant:	Dolgencorp, Inc.
Lease Commencement:	2/1/2003
Lease Expiration:	1/31/2023
Renewal Options:	Five 5-year options
Landlord Responsibility:	Roof, structure, capital repairs to parking lot, and repairs to fixtures & equipment of \$500 or more per occurrence.
Tenant Responsibility:	Utilities, interior maintenance & repairs, including systems and HVAC less than \$500 per occurrence. Reimbursement of property taxes. CAM allowance, as shown in the RENT SCHEDULE, for landscaping, parking lot cleanup & lighting, and snow removal.

## RENT SCHEDULE

Term	Monthly Rent	Annual Rent	Increase	Annual Max CAM	Increase
Current to 1/1/18	\$4,225.00	\$50,700.00		\$6,825.00	
1/2/18 – 1/31/23	\$4,225.00	\$50,700.00	N/A	\$9,100.00	33.3%
First Option: 2/1/23 – 1/31/28	\$4,600.00	\$55,200.00	8.9%	\$11,375.00	25%
Second Option: 2/1/28 – 1/31/33	\$4,900.00	\$58,800.00	6.5%	\$13,650.00	20%
Third Option: 2/1/33 – 1/31/38	\$5,292.00	\$63,504.00	8.0%	\$14,196.00	4%
Fourth Option: 2/1/38 – 1/31/43	\$5,715.36	\$68,584.32	8.0%	\$17,745.00	25%
Fifth Option: 2/1/43 – 1/31/48	\$6,172.58	\$74,070.96	8.0%	\$22,204.00	25.1%

# PHOTOS & AERIAL

DOLLAR GENERAL | ELIZABETH, CITY, NC



# TENANT OVERVIEW

DOLLAR GENERAL | ELIZABETH, CITY, NC

## DOLLAR GENERAL

Dollar General Corporation is the largest "small box" discount retailer in the U.S. by sales and number of locations. The Goodlettsville (Nashville), TN based chain operates 13,601 stores in 43 U.S. states. For fiscal 2017, Dollar General plans to open approximately 1,000 new stores.

Dollar General offers over 10,000 items of name brand and generic merchandise. Their goal is to provide quality brands at low prices. The majority of products are below \$10 with approximately 25% of them below \$1. They offer a range of everyday convenience, food, gift, household, clothing and other items that offer consumers an easier and more accessible shopping solution in towns, large and small with the average customer in-store trip of less than 10 minutes!

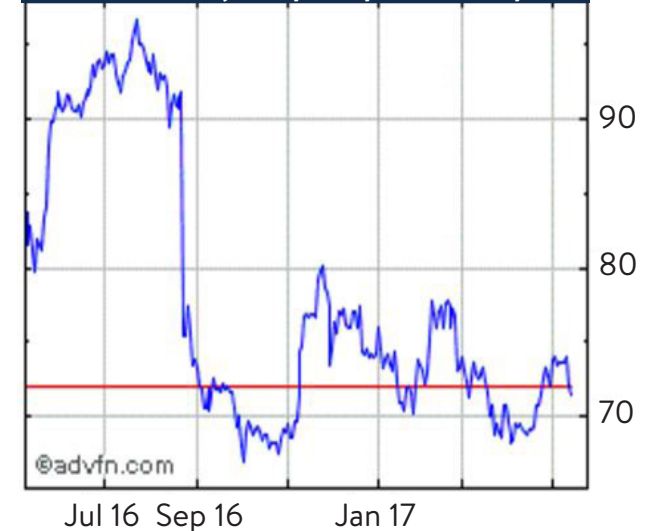
Dollar General often serves communities that are too small for larger discount retailers. Approximately 70% of their stores serve communities of 20,000 or less population. They compete in the discount dollar store arena with national chains such as Family Dollar, Dollar Tree, regional chains such as Fred's in the southeast and numerous independent owned stores. They are generally part of the retail fabric of the communities they are in.

The company, founded in 1939, celebrated its 75th anniversary in 2014. In 1955, the first branded Dollar General opened in Springfield, KY. In 1968, Dollar General first went public. At the time, if an investor purchased 100 shares of Dollar General stock, it would be worth \$655,534 when the company went private in 2007! Through the next several years, Dollar General continued growth of more stand alone locations. In 2009, the company, again went public and is traded on the NYSE under the symbol DG. The company is proud of its BBB- Standard & Poors rating. In 2014, Dollar General attempted an unsuccessful takeover of sector rival, Family Dollar. As a result, they have re-directed efforts to continue their growth into new retail trade areas that meet their targeted profile demographics.

As of Jan 14, 2017, the consensus forecast amongst 31 polled investment analysts covering Dollar General Corp. advises that the company will outperform the market. Year on year Dollar General Corp. grew revenues 7.72% from \$18.91bn to \$20.37bn while net income improved 9.36% from \$1.07bn to \$1.17bn. Over the last three months and the previous one year, Dollar General's shares have advanced 7.29% and 4.11%, respectively.

<http://www.dollargeneral.com/>

Dollar General Historical Growth Chart (DG)  
Stock Growth Trajectory - May 2016 to May 2017



# BROKER PROFILES

DOLLAR GENERAL | ELIZABETH, CITY, NC



Michael Bull, CCIM  
Broker  
Michael@BullRealty.com  
404-876-1640 x 101

Michael Bull, CCIM is a commercial real estate writer, nationally syndicated radio show host, real estate advisor and active commercial real estate broker. He has closed over 4 billion dollars of sale and lease transactions over his 30 year career.

Mr. Bull's articles have been published nationwide including in the National Real Estate Investor, France Media Publications, Atlanta Journal Constitution, Atlanta Business Chronicle, Multi-Housing News, Shopping Center Business and Nation's Restaurant News.

Michael is executive producer and host of the nationally syndicated Commercial Real Estate Show. The popular weekly one hour show began broadcasting in 2010 and today is heard by millions of people. Respected industry analysts, leading market participants and Michael share market intelligence, forecasts and strategies. The show is available on any device, anytime on iTunes, YouTube and the show website, [www.CREshow.com](http://www.CREshow.com).

Mr. Bull founded Bull Realty in 1998 with two primary missions: grow a company of brokers known for integrity, and provide the best disposition marketing in the nation. The firm is licensed in nine southeast states and is one of the fastest growing commercial brokerage firms in the country. Michael and his brokers provide expert advice and capital markets expertise related to office, retail, industrial, land, apartments, single tenant net lease investment properties, healthcare real estate, senior housing and other specialties.



Nancy Miller, CCIM  
President, Net Lease  
Investment Group  
NMiller@BullRealty.com  
404-876-1640 x 118

Nancy Miller joined Bull Realty in 2001 after being a client of the firm. Her brokerage practice focuses on income producing single tenant net lease properties. Nancy leads Bull Realty's National Net Lease Investment Group and works with investors, developers and sellers throughout the US. She is recognized as a savvy and knowledgeable retail net lease expert. In the last 3 years, she has brokered over \$109M in single tenant net lease transactions. Nancy publishes a quarterly investor newsletter, a monthly electronic newsletter, participates in quarterly national retail industry surveys done by Morgan Stanley, and contributes to Bull Realty's retail blogs. In addition, Nancy appears periodically on the Commercial Real Estate Show, a national weekly commercial real estate radio show hosted and produced in Atlanta by broker, Michael Bull.

Nancy has held a real estate license for over 25 years and is licensed in several states. She is a Life Member of the Atlanta Commercial Board of Realtors and a member of the International Council of Shopping Centers (ICSC). She also holds the prestigious CCIM designation. She also holds a Bachelor of Arts degree from Tulane University and an MBA from Emory University's Goizueta Business School, where she is a guest lecturer.



# CONFIDENTIALITY AGREEMENT

DOLLAR GENERAL | ELIZABETH, CITY, NC

This Confidentiality Agreement ("Agreement") is made and agreed to for the benefit of the undersigned party ("Receiving Party"), the owner of the subject property (the "Seller") and undersigned broker Bull Realty Incorporated ("Broker"). Now therefore in consideration of the privileges granted to Receiving Party with respect to receiving certain confidential information, and other good and valuable consideration, the Receiving Party hereby agrees to the following:

**I. Confidential Information:**

Receiving Party will receive confidential information regarding property referred to as Dollar General, 961 Oak Stump Rd, Elizabeth City, NC 27909. Prospect agrees to not disclose to any person that the property may be available for sale or lease, or that discussions or negotiations are taking place concerning the property, nor any terms, conditions, or other facts with respect to the property, including but not limited to tenant information, lease rates, lease expirations, income and expenses, and any such possible purchase, including the status thereof. The term "person" used in this agreement shall be interpreted broadly and shall include, without limitation, any corporation, company, partnership or individual other than parties to which Broker approves in writing. Receiving Party may share information with directors, officers, employees, agents, affiliates, counsel, lending sources, accountants or representatives of Receiving Party that Receiving Party notifies of the requirements of this Agreement. Receiving Party agrees to not contact the property owner, the management, the tenants, the lender, the vendors, the insurers, the employees or the customers of any business at the site.

**II. Acting as a Principal:**

Receiving Party hereby warrants that it is acting as a principal only, and not as a broker, regarding this contemplated transaction. Receiving Party acknowledges that Broker is working an agency capacity as representing the Seller only in this transaction and is the only Broker involved in this potential transaction. Receiving Party agrees to not be involved in any arrangement to lease or purchase the property, in whole or in part, as a lender, partner, buyer of the note, buy in foreclosure, buy from bankruptcy court, or in any other manner acquire an investment in, joint venture or control of the property, unless Bull Realty, Incorporated is paid a commission at closing as per separate agreement with Seller.

This agreement will expire two years from the date hereof.

**III. Governing Law:**

This Agreement shall be governed and construed in accordance with the laws of the State of North Carolina.

Accepted and agreed to \_\_ / \_\_ / \_\_

Receiving Party

Signature .....

Printed Name .....

Title .....

Company Name .....

Address .....

Email .....

Phone .....

Fax .....

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