

Dollar General

Exclusive Net Lease Offering



Marcus & Millichap
THE NNN PRO GROUP

OFFERING MEMORANDUM

DOLLAR GENERAL®



115 Northfield Road, Bernardston, MA 01337

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properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

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DOLLAR GENERAL®

115 Northfield Road, Bernardston, MA 01337



Investment Highlights

PRICE: \$1,901,095 | CAP: 6.30% | RENT: \$119,769

DOLLAR GENERAL®

About the Investment

- ✓ Brand New Construction | Build-to-Suit Dollar General
- ✓ Newly Executed 15-Year Absolute Triple Net (NNN) Lease; Passive Investment Offering a Long-Term Security of Cash Flow
- ✓ Rental Increases of 10% In Each Option Period
- ✓ Tenant Renewal Options: Four Periods of Five Years, Each bringing the Potential Lease Term Remaining to 35 Years
- ✓ Corporate Location | Corporate Guarantee

About the Location

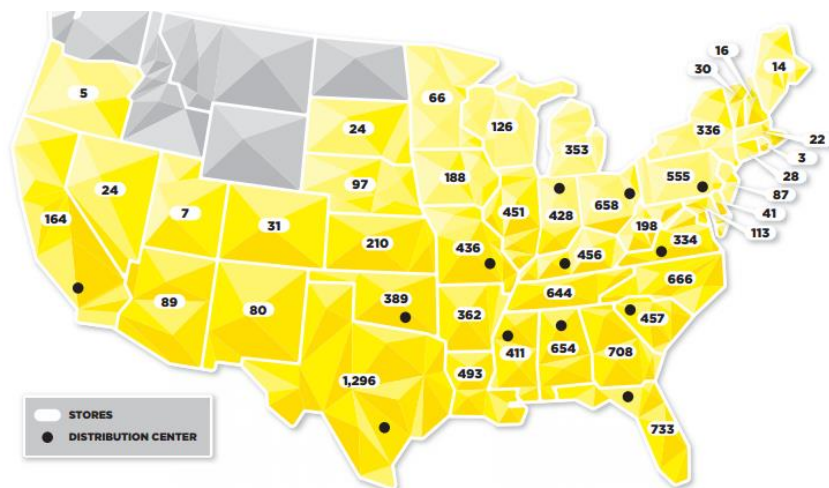
- ✓ Located in Town's Main Retail Corridor | Tenants Include: Dunkin' Donuts, Sunoco, United States Postal Service, Hillside Pizza, and More
- ✓ High Visibility and Ease of Access Located Directly off of Interstate-91 with Approximately 20,000 Vehicles Per Day
- ✓ The Property is a Short Six Minute Drive from Northfield Mount Hermon Prep School with Over 700 Students and Faculty
- ✓ Subject Property is Located 45 Miles From Springfield | Springfield's Population is Over 154,000

About the Tenant/Brand

- ✓ Dollar General has an Investment Grade Credit (S&P:BBB)
- ✓ Lease Guaranteed by Dollar General Corporation (NYSE: DG)
- ✓ Prime Positioning to Serve its Target Market | Limited to No Competition in the Area
- ✓ As of December 2018, Dollar General Operates Over 15,000 Stores in 45 States with \$25.6 Billion in Sales
- ✓ Dollar General is Listed as the 123rd Ranked Company on the Fortune 500 List



Actual Location as of 7/13/19





Financial Analysis

PRICE: \$1,901,095 | CAP: 6.30% | RENT: \$119,769

DOLLAR GENERAL®

PROPERTY DESCRIPTION

Property	Dollar General
Property Address	115 Northfield Road
City, State, ZIP	Bernardston, MA 01337
Year Built	2019
Building Size	Approximately 9,079
Lot Size	+/- 1.50 Acres
Type of Ownership	Fee Simple

THE OFFERING

Purchase Price	\$1,901,095
CAP Rate	6.30%
Annual Rent	\$119,769.24
Price / SF	\$204.42
Rent / SF	\$13.19

LEASE SUMMARY

Property Type	Net-Lease Dollar Store
Original Lease Term	15 Years
Rent Commencement	August 1, 2019 (Estimated)
Lease Expiration	July 31, 2034 (Estimated)
Lease Term Remaining	15 Years
Lease Type	Triple-Net (NNN)
Roof & Structure	Tenant Responsible
Rental Increases	10% Each Option Period
Options to Renew	Four (4), Five (5)-Year

RENT SCHEDULE

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation (%)
Initial Term	\$119,769	\$9,980.77	-
Option Periods			
Option 1	\$131,746	\$10,978.85	10.00%
Option 2	\$144,920	\$12,076.73	10.00%
Option 3	\$159,413	\$13,284.41	10.00%
Option 4	\$175,354	\$14,612.85	10.00%

INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for the Dollar General located at 115 Northfield Road, Bernardston, MA. The property consists of approximately 9,079 square feet of building space and is situated on roughly 1.50 acres of land.

The Dollar General is set to open in early August 2019 and is subject to a 15-year absolute triple-net (NNN) lease. The initial annual rent is \$119,769 and is scheduled to increase by 10% in each of the four, five-year renewal options.

Founded in Goodlettsville, Tennessee, Dollar General Corporation has been delivering value to shoppers for over 75 years. Dollar General helps shoppers Save time. Save money. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, clothing for the family, housewares and seasonal items at low everyday prices in convenient neighborhood locations. With over 15,000 stores in 45 states and over \$25 billion in annual revenue, Dollar General is among the largest discount retailer.

About Dollar General

Dollar General Corporation has been delivering value to shoppers for over 75 years. Dollar General helps shoppers Save time. Save money. Every day!® by offering products that are frequently used and replenished, such as food, snacks, health and beauty aids, cleaning supplies, clothing for the family, housewares and seasonal items at low everyday prices in convenient neighborhood locations. With over 15,000 stores in 45 states Dollar General is among the largest discount retailers.

The company acquired the 280 stores of the P.N. Hirsh Division of Interco, Inc. (now Heritage Home Group) in 1983, and in 1985 added 206 stores and a warehouse from Eagle Family Discount Stores, also from Interco, Inc. In recent years, the chain has started constructing more stand-alone stores, typically in areas not served by another general-merchandise retailer. In some cases, stores are within a few city blocks of each other.

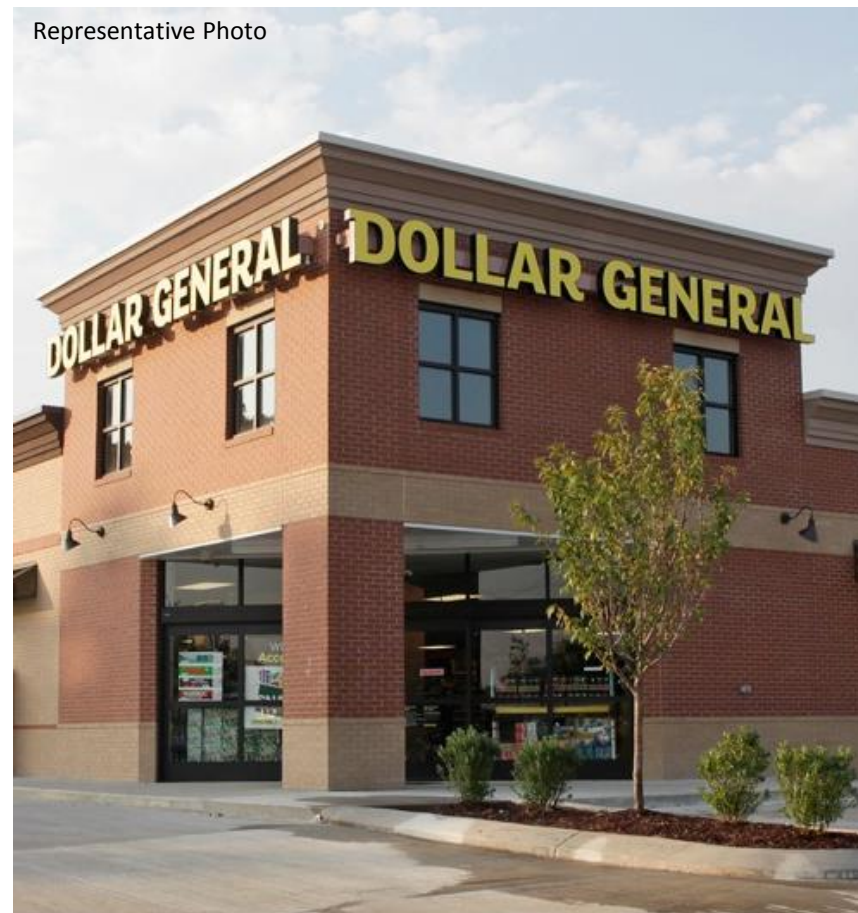
Dollar General offers both name brand and generic merchandise — including off-brand goods and closeouts of name-brand items — in the same store, often on the same shelf. Although it has the word "dollar" in the name, Dollar General is not a dollar store. Most of its products are priced at more than \$1.00. However, goods are usually sold at set price points the range of .50 to 60 dollars, not counting phone cards and loadable store gift cards. In the United States. In addition to high quality private brands, Dollar General sells products from America's most-trusted manufacturers such as Procter & Gamble, Kimberly-Clark, Unilever, Kellogg's, General Mills, Nabisco, Hanes, PepsiCo and Coca-Cola.

Dollar General often serves communities that are too small for Walmart stores (although many locations are in relatively close driving distance to a Walmart store or in the same communities that Walmart is located). It competes in the dollar store format with national chains Family Dollar and Dollar Tree, regional chains such as Fred's in the southeast, and numerous independently owned stores.

General Information

Address	Goodlettsville, TN
Website	https://www.dollargeneral.com
Concentration	45 States

Representative Photo





Location Overview

Property Address: 115 Northfield Road, Bernardston, MA 01337

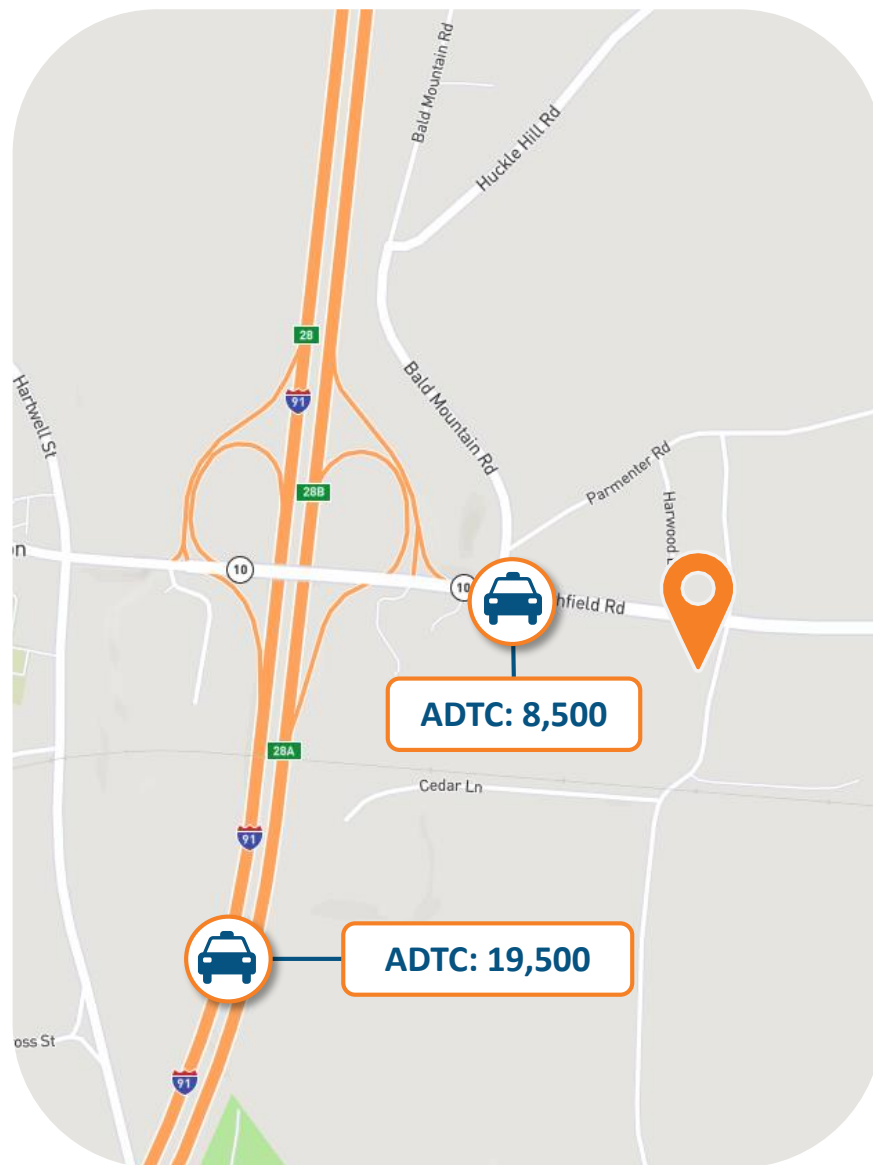
The subject Dollar General is located at 115 Northfield Road in Bernardston, MA. The property is ideally situated directly off of Interstate-91, which is a primary thoroughfare connecting Southern Connecticut with Western Massachusetts, Vermont, and up to Canada.

This Dollar General is well-positioned in a suburban thoroughway consisting of many national and local tenants, schools, hospitality accommodations, and local attractions. National and local tenants in the area include Dunkin' Donuts, Hillside Pizza, Sunoco, United States Postal Service, Antonio's Pizza & Grinders, and a brand new Happy Valley Cultivation Center. Additionally, this investment property is located within walking distance from The Inn at Crumpin-Fox, a popular 29-room Country Inn.

Bernardston is a small rural town in western Massachusetts, located in north central Franklin County, on the border between Massachusetts and Vermont. The town is best known for being the home of a prominent New England boarding school, Northfield Mount Hermon. Northfield Mount Hermon has nearly 700 students and is in the same conference as elite schools such as Phillips Academy, Phillips Exeter, Choate, Deerfield, and Hotchkiss.

Bernardston is also part of the Springfield Metropolitan Area. Located along the Connecticut River, Springfield is the economic center of Western Massachusetts. It features the Pioneer Valley's largest concentration of retail, manufacturing, entertainment, banking, legal, and medical groups. With 25 universities and colleges within a fifteen mile radius from Springfield, including several of America's most prestigious universities and liberal arts colleges, and more than six institutions within the city itself, the Hartford-Springfield metropolitan area has been dubbed the Knowledge Corridor by regional educators, civic authorities, and businessmen. Springfield is also a city of innovation and vibrancy. MGM Grand built a \$950 million casino and entertainment destination, CRRC Rail Corporation built a \$566 million North American hub, and there is a \$94 million Union Station multi-modal transportation center, which are some of the many reasons why MSNBC counts Springfield among the top ten U.S. cities where business opportunities are rising.

DOLLAR GENERAL®





Surrounding Area

Property Address: 115 Northfield Road, Bernardston, MA 01337

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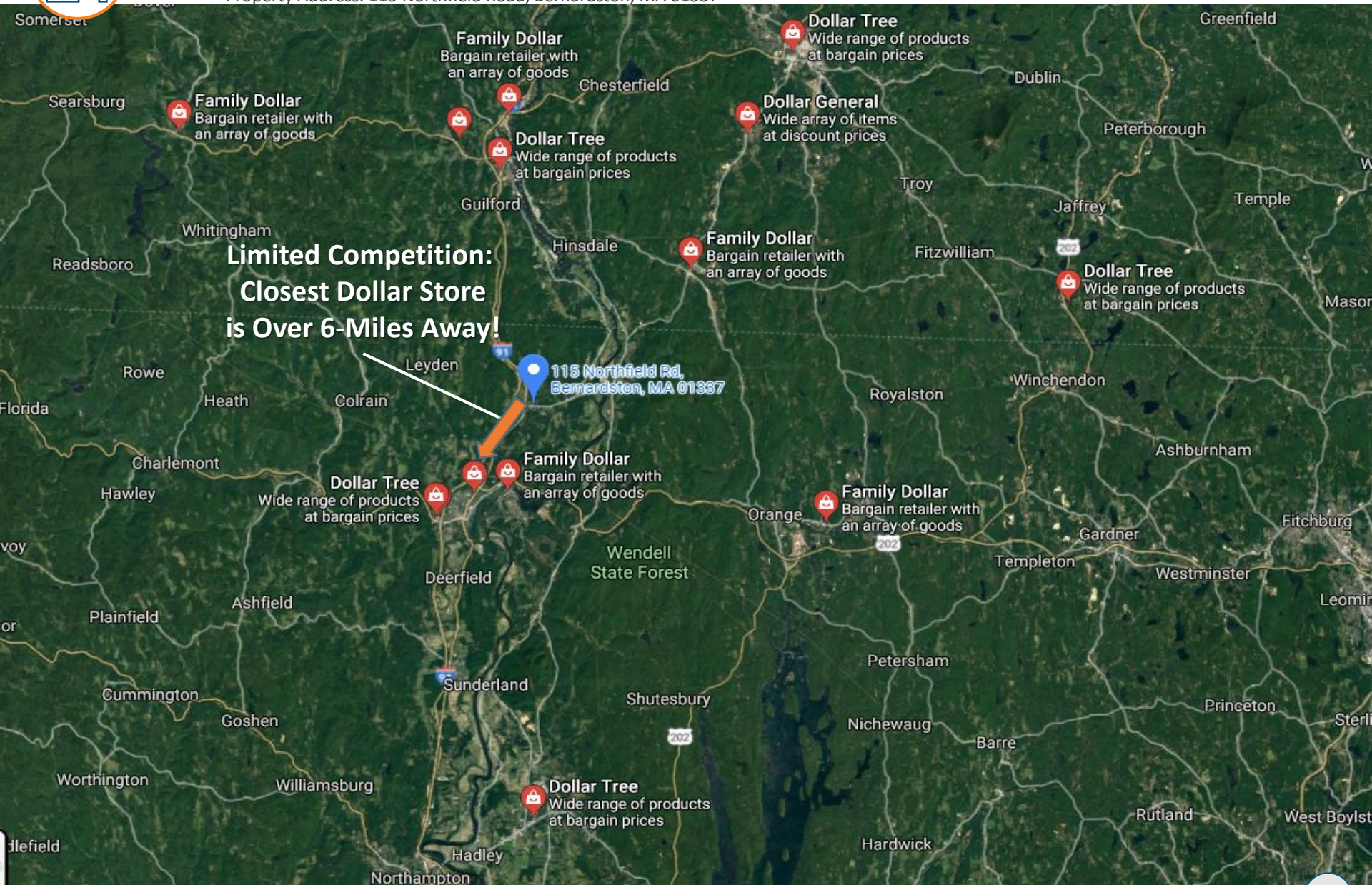




Limited Competition

Property Address: 115 Northfield Road, Bernardston, MA 01337

DOLLAR GENERAL®





Northfield Mount Hermon

Property Address: 115 Northfield Road, Bernardston, MA 01337

DOLLAR GENERAL®



NMH Facts:

1. Established in 1879
2. 655 Students and 92 Faculty
3. Annual Tuition of \$63,500
4. Selective 32% Acceptance Rate

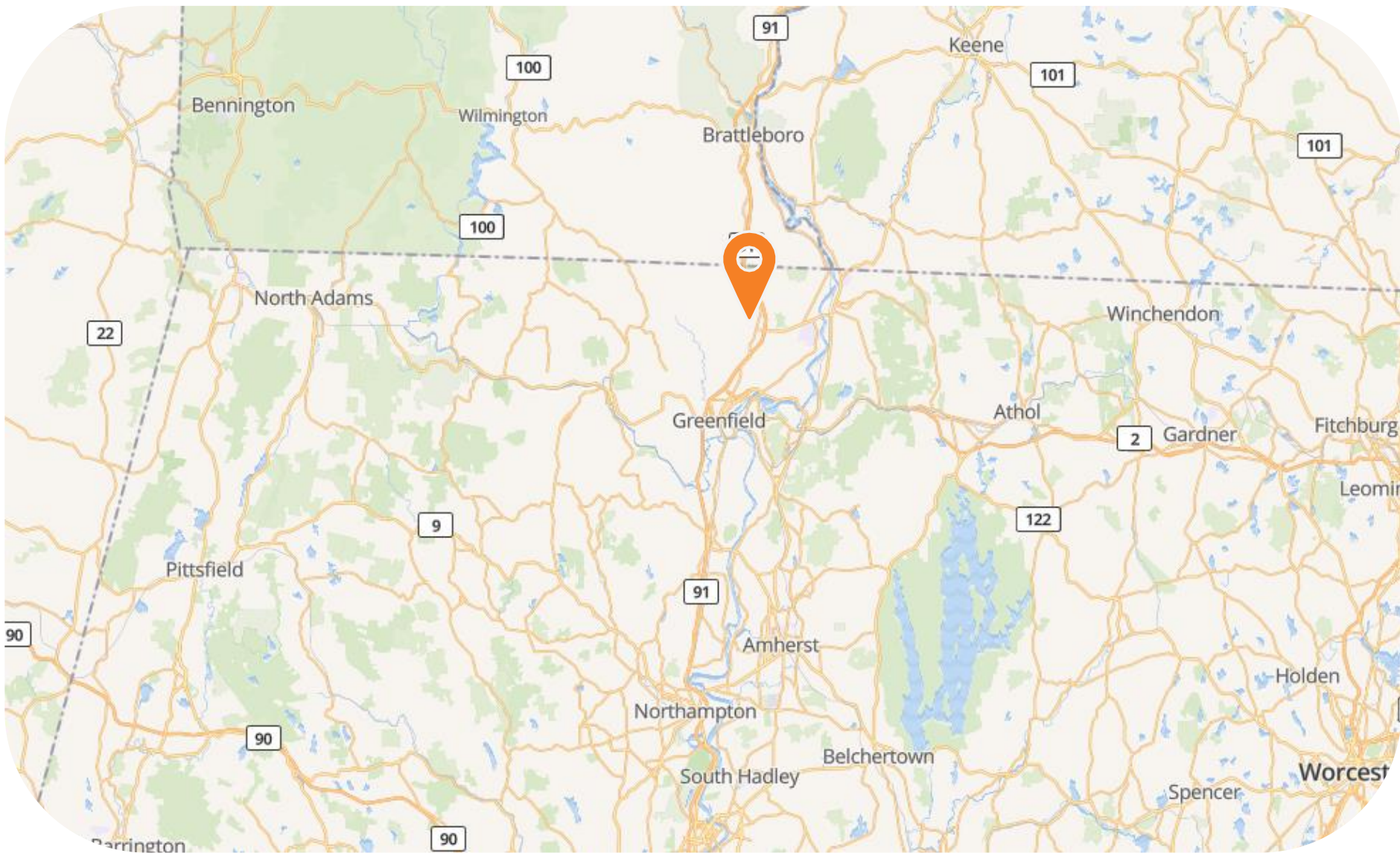




Local Map

Property Address: 115 Northfield Road, Bernardston, MA 01337

DOLLAR GENERAL®

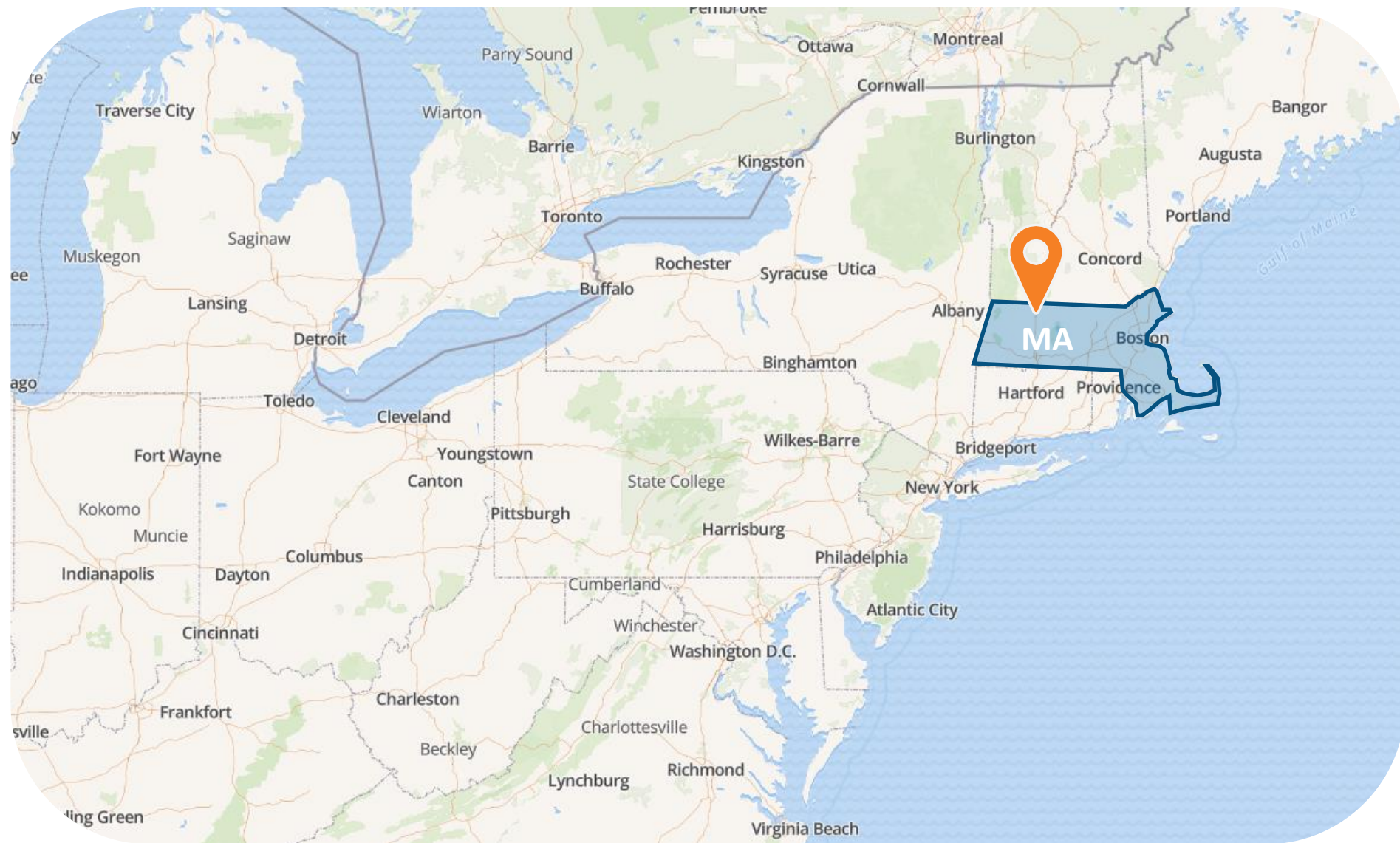




Regional Map

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DOLLAR GENERAL®

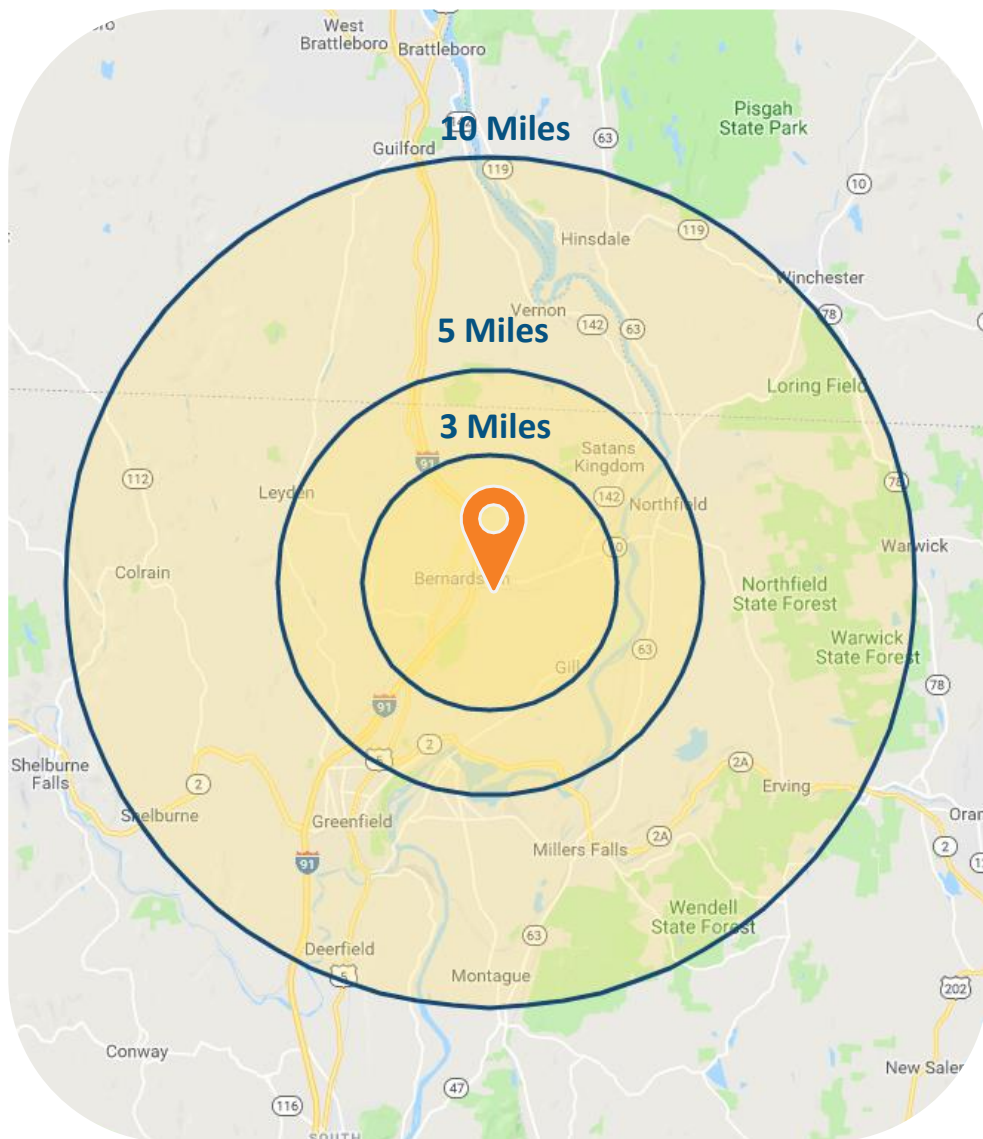




Demographics

Property Address: 115 Northfield Road, Bernardston, MA 01337

DOLLAR GENERAL®



3 Mile 5 Miles 10 Miles

Population Trends:

2024 Projection	3,239	11,682	44,845
2019 Estimate	3,264	11,646	45,123
2010 Census	3,345	11,292	45,876
2019 Population Hispanic Origin	39	558	1989

Population by Race (2019):

White	3,169	11,053	42,645
Black	20	173	709
American Indian & Alaskan	7	60	199
Asian	34	122	586
Hawaiian & Pacific Island	0	9	36
Other	34	230	948

Household Trends:

2023 Projection	1,323	4,923	19,182
2018 Estimate	1,334	4,906	19,293
2010 Census	1,375	4,745	19,589
Owner Occupied	1146	3413	12506
Renter Occupied	188	1492	6787

Average Household Income (2019): **\$89,172** **\$80,890** **\$74,015**

Households by Household Income (2019):

<\$25,000	146	1032	4201
\$25,000 - \$50,000	264	943	4489
\$50,000 - \$75,000	224	762	3394
\$75,000 - \$100,000	286	867	2946
\$100,000 - \$125,000	171	493	1588
\$125,000 - \$150,000	67	254	795
\$150,000 - \$200,000	114	293	1026

Median Household Income (2019): **\$77,885** **\$66,288** **\$56,524**



Market Overview

Springfield, MA



Springfield

is a city in Western New England, and the seat of Hampden County, Massachusetts. Springfield sits on the eastern bank of the Connecticut River near its confluence with three rivers; the western Westfield River, the eastern Chicopee River, and the eastern Mill River. As of 2017, the city's population was 154,758. Metropolitan Springfield, as one of two metropolitan areas in Massachusetts (the other being Greater Boston), had an estimated population of 685,000 as of 2017. It is the largest city in Western New England, and the urban, economic, and cultural capital of Massachusetts' Connecticut River Valley (colloquially known as the Pioneer Valley). With 25 universities and colleges within 15 miles of Springfield, including several of America's most prestigious universities and liberal arts colleges, and more than six institutions within the city itself, the Hartford-Springfield metropolitan area has been dubbed the Knowledge Corridor by regional educators, civic authorities, and businessmen - touting its 32 universities and liberal arts colleges, numerous highly regarded hospitals, and nearly 120,000 students. The Knowledge Corridor universities and colleges provide the region with an educated workforce, which yields a yearly GDP of over \$100 billion - more than at least 16 U.S. States. Recently, Hartford-Springfield has become home to a number of biotech firms and high-speed computing centers. As of 2009 Springfield ranks as the 24th most important high-tech center in the United States with approximately 14,000 high-tech jobs.

Major Employers

Employers	Estimated # of Employees
Baystate Medical Center	800
Treasurers Collectors Office	417
The Recorder	412
Deerfield Academy	337
Sugarhill Containers	309
GCC	300
GE	300
Kennametal Inc	262
Australis Holdings Inc	250
Farren Care Center Inc	250
Super Stop & Shop	250
Valley Medical Group PC	250



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Broker of Record:

Tim Thompson

Title: Broker of Record

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