



REPRESENTATIVE IMAGE

**DOLLAR
GENERAL**

DOLLAR GENERAL
NEW BERLIN, IL (SPRINGFIELD MSA)

CONFIDENTIAL OFFERING MEMORANDUM

**BLUE
WEST**
CAPITAL

DOLLAR GENERAL®

DOLLAR GENERAL (SPRINGFIELD MSA)
4855 Waverly Road
New Berlin, IL 62670

**BLUE
WEST**
CAPITAL

DEAL TEAM

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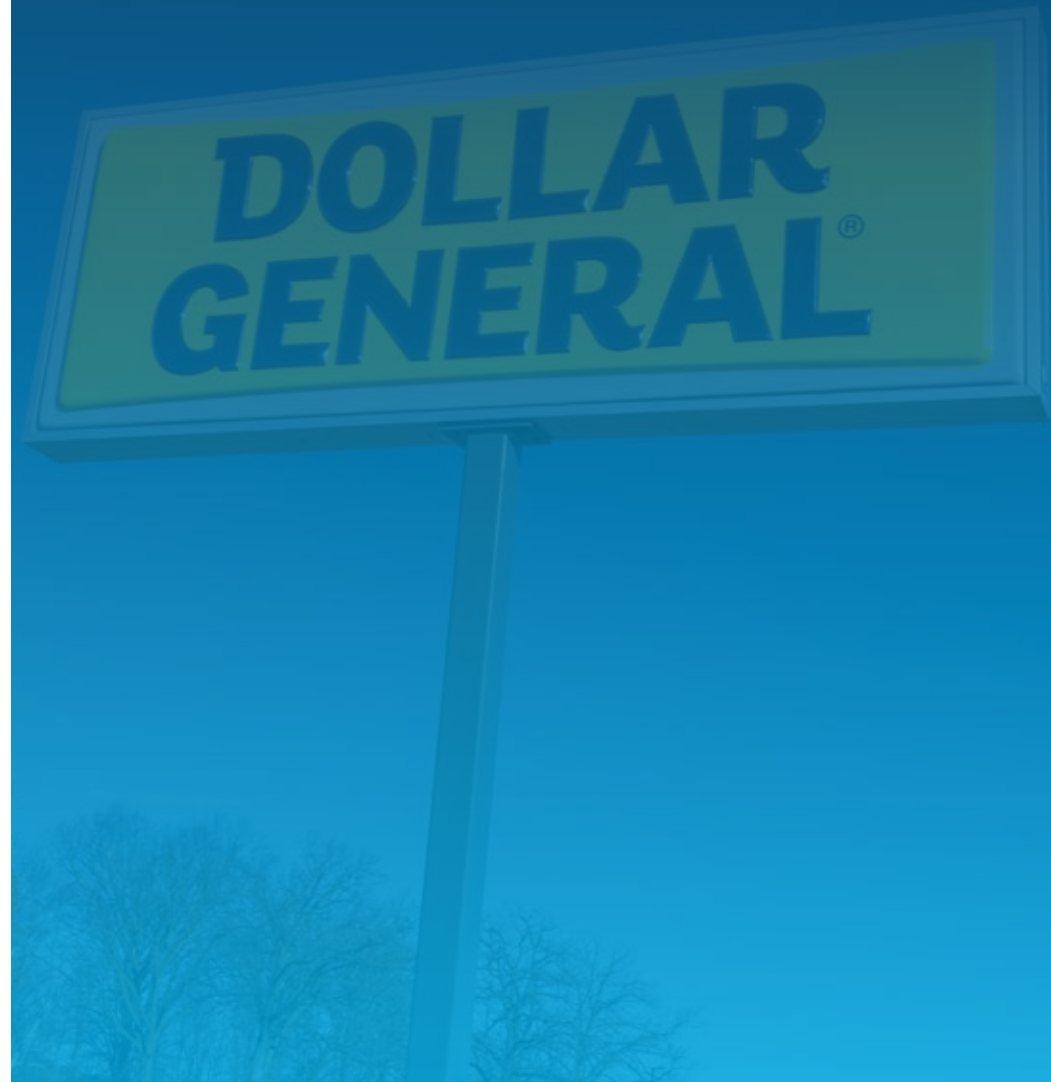
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INVESTMENT HIGHLIGHTS

- Located within the Springfield MSA
- Long-term net lease with over 7 years remaining
- Proven strong performing store evidenced by Dollar General's recent early lease extension
- Dollar General is committed to this location based upon an early lease extension
- Located just south of Interstate 72
- Average annual household incomes in excess of \$95K within a ten mile radius
- Dollar General recently did a store remodel
- 10% rental increases in each renewal option period
- Dollar General is an investment grade rated company (S&P BBB) with a \$49 billion market capitalization
- Minimal competition in the area
- Dollar General is an e-commerce resistant and recession proof company

This property can be purchased as a portfolio with two other Dollar Generals. The other stores are located in Winfield, MO and Greyville, IL. OMs can be downloaded here ([Winfield Link](#)) and ([Greyville Link](#)).



INVESTMENT OVERVIEW



ADDRESS

4855 Waverly Road
New Berlin, IL 62670
(Springfield MSA)



PRICE

\$1,089,700



TENANT

Dollar General



LEASE EXPIRATION

August 31, 2028



RENTAL ESCALATIONS

10% in Each Option

This property can be purchased as a portfolio with two other Dollar Generals. The other stores are located in Winfield, MO and Greyville, IL. OMs can be downloaded [here](#) (Winfield Link) and [\(Greyville Link\)](#).

**DOLLAR
GENERAL**

PURCHASE PRICE

\$1,089,700

CAP RATE

6.80%

NET OPERATING INCOME

\$74,100

RENT COMMENCEMENT

August 25, 2009

LEASE EXPIRATION

August 31, 2028

RENTAL ESCALATIONS

10% in Each Option

RENEWAL OPTIONS

Three 5-Year

TENANT

Dollar General

CREDIT RATING

Investment Grade (S&P: BBB)

LEASE TYPE

NN

LANDLORD RESPONSIBILITIES

Roof, Structure & Parking Lot (replacement only)*

BUILDING SIZE

9,014 SF

LAND SIZE

1.2 Acres

YEAR BUILT

2009

NOI SCHEDULE

| NOI | CAM** | Date | Period | Increase | Cap Rate |
|----------|---------|----------|----------|----------|----------|
| \$74,100 | \$3,600 | Current | Current | | 6.80% |
| \$81,510 | \$3,600 | 9/1/2028 | Option 1 | 10.00% | 7.48% |
| \$89,661 | \$3,600 | 9/1/2033 | Option 2 | 10.00% | 8.23% |
| \$98,627 | \$3,600 | 9/1/2038 | Option 3 | 10.00% | 9.05% |

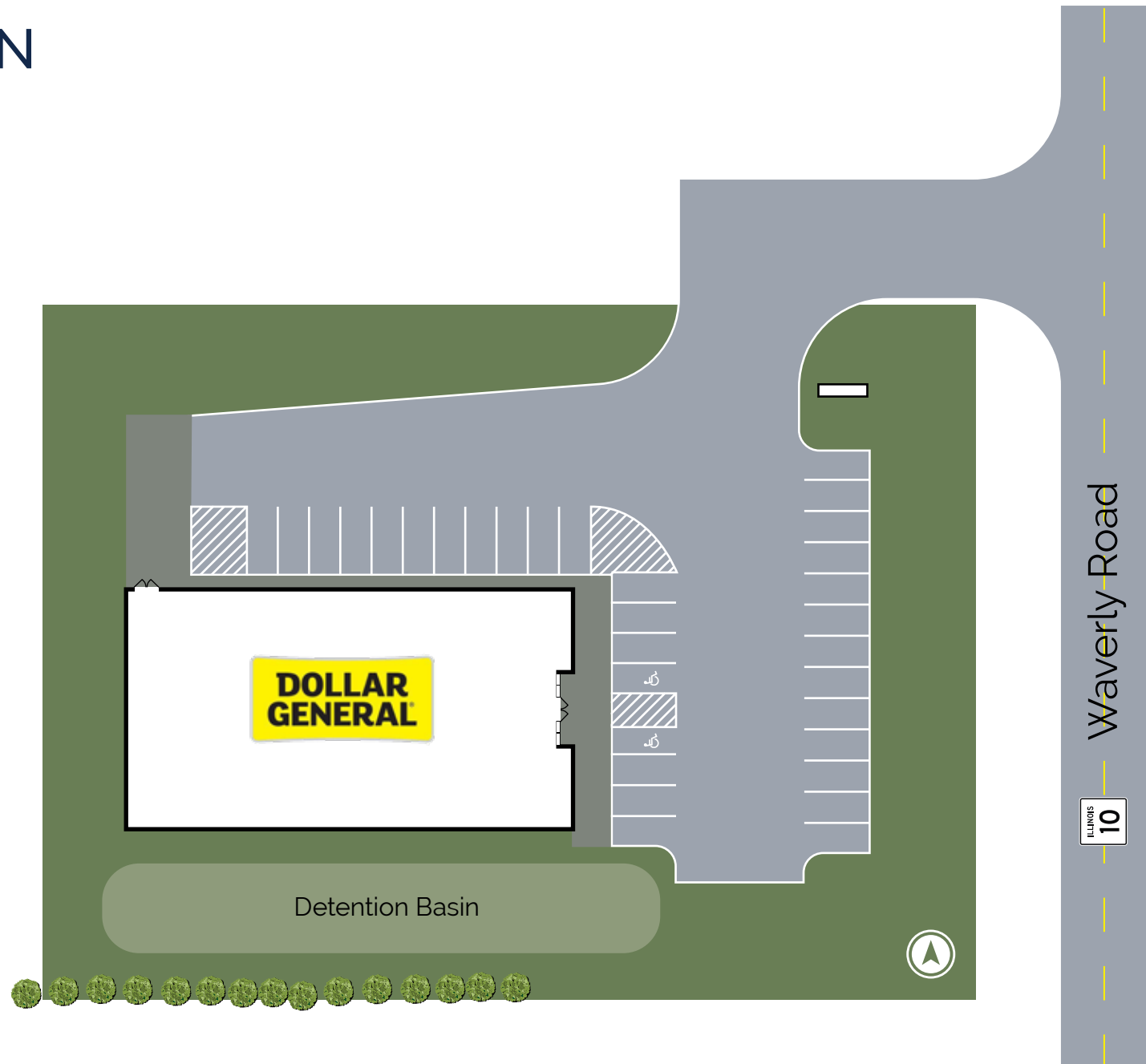
*Tenant will reimburse for the maintenance and repair costs of the grassed and landscaped areas including irrigation systems, snow removal, repairs to parking lot (excluding capital expenditures), striping, and light poles.

Tenant pays monthly CAM estimates of \$308.30, which can be adjusted up based upon actual expenses, and are **fully reconciled at the end of the year.

AERIAL



SITE PLAN



MAP & DEMOGRAPHICS



TOTAL POPULATION

| | |
|----------|-------|
| 5 miles | 2,359 |
| 7 miles | 3,830 |
| 10 miles | 9,831 |



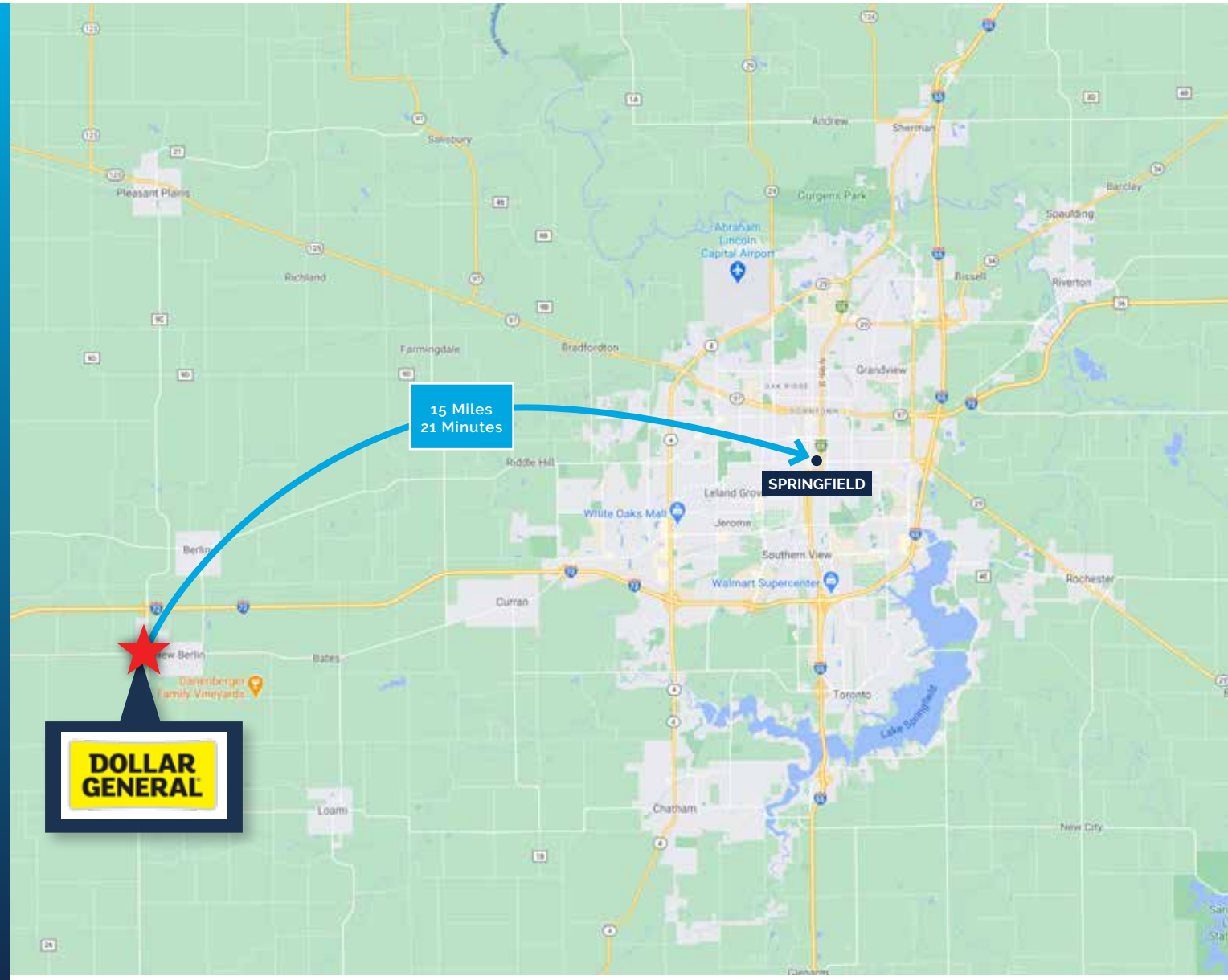
TOTAL HOUSEHOLDS

| | |
|----------|-------|
| 5 miles | 946 |
| 7 miles | 1,546 |
| 10 miles | 4,061 |



AVERAGE HH INCOME

| | |
|----------|----------|
| 5 miles | \$89,029 |
| 7 miles | \$88,893 |
| 10 miles | \$95,481 |



TENANT OVERVIEW

DOLLAR GENERAL

Dollar General is a discount retailer that provides everyday low prices on name-brand products that are frequently used and replenished, such as food, snacks, health and beauty aids, as well as cleaning supplies, family apparel, housewares and seasonal items. 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 by the strict definition of that term as most of its products are priced at more than \$1.00. However, goods are usually sold at set price points in the range of .50 to 60 dollars, excluding articles such as phone cards and loadable store gift cards.

Dollar General was originally founded in 1939 by Cal Turner Sr. and his father J.L. Turner in Scottsville, Kentucky as J.L. Turner & Son, Inc. The company changed its name to Dollar General Corporation in 1968. Today, Dollar General operates over 16,000 stores in 43 states. Dollar General is headquartered in Goodlettsville, TN.

Dollar General is an investment grade rated company with a Standard & Poor's rating of BBB. Dollar General is currently the only dollar store company to be investment grade rated. Dollar General is publicly traded on the New York Stock Exchange as DG with a market capitalization of approximately \$49 billion.

| | |
|------------------------|--|
| Website: | www.dollargeneral.com |
| Credit Rating: | Investment Grade (S&P: BBB) |
| Stock Symbol: | NYSE: DG |
| Market Capitalization: | \$49 billion |
| Number of Locations: | 16,000+ |
| Headquarters: | Goodlettsville, TN |

BBB

Investment Grade
S&P Credit Rating

\$49 Billion

Market Capitalization

DG

Stock Ticker

16,000+

Number of
Stores

1939

Year Founded



LOCATION OVERVIEW

New Berlin is a village in Sangamon County, IL and is part of the Springfield, IL MSA. Each summer, New Berlin host the Sangamon County Fair. New Berlin is located just south of Interstate 72 and is approximately 17 miles to the west of Springfield, IL and 100 miles north of St. Louis, MO.

Springfield is the capital of Illinois and the county seat and largest city of Sangamon County. Springfield is the sixth largest city in Illinois and the second largest city outside of the Chicago MSA. The government of the state of Illinois is based in Springfield. State government institutions include the Illinois General Assembly, the Illinois Supreme Court and the Office of the Governor of Illinois. Springfield's economy is dominated by government jobs, plus the related lobbyists and firms that deal with the state and county governments and justice system, and health care and medicine. Springfield is approximately 200 miles southwest of Chicago and 100 miles northeast of St. Louis.



ABOUT BLUE WEST CAPITAL

Blue West Capital focuses exclusively on the acquisition and disposition of single tenant net leased properties, retail shopping centers, and commercial investment properties nationwide. We do this by leveraging our 70+ years of combined commercial real estate experience with our proprietary marketing process to deliver the highest value and results to our broad client base of developers, private capital investors, high-net-worth individuals, and investment funds. Blue West Capital is headquartered in Denver, CO.



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Nationwide Reach

Net lease investors across the US



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Shared Database

Collaborative proprietary national database



Rocky Mountain Region Leader

A year-over-year investment sales leader in the region



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The Dollar General logo is displayed in a yellow rectangular box with a black border. The text "DOLLAR GENERAL" is in a bold, black, sans-serif font.The Blue West Capital logo consists of the words "BLUE", "WEST", and "CAPITAL" stacked vertically in a blue, sans-serif font, with "CAPITAL" in a smaller font size.

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DISCLAIMER

This confidential Offering Memorandum, has been prepared by Blue West Capital, LLC ("Blue West Capital") for use by a limited number of qualified parties. This Offering Memorandum has been provided to you at your request based upon your assurances that you are a knowledgeable and sophisticated investor in commercial real estate projects and developments. Blue West Capital recommends you, as a potential buyer/investor, should perform your own independent examination and inspection of the property described herein as Dollar General (the "Property") and of all of the information provided herein related to the Property. By accepting this Offering Memorandum, you acknowledge and agree that you shall rely solely upon your own examination and investigation of the Property and you shall not rely on any statements made in this Offering Memorandum or upon any other materials, statements or information provided by Blue West Capital or its brokers.

Blue West Capital makes no guarantee, warranty or representation about the completeness or accuracy of the information set forth in this Offering Memorandum. You are responsible to independently verify its accuracy and completeness. Blue West Capital has prepared the information concerning the Property based upon assumptions relating to the general economy, its knowledge of other similar properties in the market, and on other market assumptions including factors beyond the control of the Blue West Capital and the Owner of the Property. Blue West Capital makes no representation or warranty as to either the accuracy or completeness of the information contained herein, and the information set forth in this Offering Memorandum is not intended to be a promise or representation as to the future performance of the Property. Although the information contained herein is believed to be accurate, Blue West Capital and the Property Owner disclaim any responsibility or liability for any inaccuracies. Further, Blue West Capital and the Property Owner disclaim any and all liability for any express or implied representations and warranties contained in, or for any omissions from, the Offering Memorandum and for any other written or oral communication transmitted or made available to you. Blue West Capital shall make available to you, as a qualified prospective investor, additional information concerning the Property and an opportunity to inspect the Property upon written request.

This Offering Memorandum and the contents are intended to remain confidential except for such information which is in the public domain or is otherwise available to the public. By accepting this Offering Memorandum, you agree that you will hold and treat Offering Memorandum in the strictest confidence, that you will not photocopy or duplicate it, or distribute it. You agree you will not disclose this Offering Memorandum or its contents to any other person or entity, except to outside advisors retained by you and from whom you have obtained an agreement of confidentiality, without the prior written authorization of Blue West Capital. You agree that you will use the information in this Offering Memorandum for the sole purpose of evaluating your interest in the Property. If you determine you have no interest in the property, kindly return the Offering Memorandum to Blue West Capital at your earliest convenience.