

FAMILY DOLLAR

EXCLUSIVE NET-LEASE OFFERING



OFFERING MEMORANDUM



415-421 North Williams Street,
Mancelona, Michigan 49659

Confidentiality and Disclaimer

Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a net leased property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a net leased property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any net leased property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some 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.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this net leased property.

CONFIDENTIALITY AND DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

NON-ENDORSEMENT NOTICE

Marcus & Millichap Real Estate Investment Services, Inc. ("M&M") is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of M&M, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of M&M, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)



Table of Contents

Investment Highlights	4
Financial Analysis	5
Concept Overview	6
Surrounding Area	7
Location Overview	8
Local Map	9
Regional Map	10
Demographics / Market Overview	11-12



**FAMILY
DOLLAR®**



Investment Highlights

PRICE: \$1,701,117 | CAP: 6.00% | RENT: \$102,067



About the Investment

- ✓ Long-Term, Absolute Triple Net (NNN) Lease with Zero Landlord Responsibilities
- ✓ Approximately 8.5 Years of Term Remaining
- ✓ Corporate Tenant | Corporate Guaranty
- ✓ Above Market Rental Increases | 10 % Every 5 Years Beginning Lease Year 11
- ✓ Increases Run into Option Periods

About the Location

- ✓ North William Street | Primary Road Through Mancelona Village | Subject Property Has Good Visibility and Access
- ✓ Dense Retail Corridor | McDonald's, BP, Subway, Merchandise Outlet, Family Fare Supermarket, PNC Bank, Mancelona Lanes Bowling, United States Postal Service, Dollar General Dairy Queen, and Many More
- ✓ Average Household Income Exceeding \$50,000 Within a Three-Mile Radius
- ✓ Strong Traffic Counts | Over 10,944 & 2,414 Vehicles Per Day Along North William Street and West State Street
- ✓ Mancelona High School, Middle School, and Elementary School are located just down the road, and have a total enrollment of over 1000 students.

About the Tenant / Brand

- ✓ Long Term Operational History | Family Dollar has Been Operating in the Dollar Store Industry For More than 60 Years
- ✓ Strong Commitment to Store Appearance | Family Dollar Plans to Have 1,000 of Their Stores Remodeled by the End of 2019
- ✓ Family Dollar Is a Part of the Dollar Tree Family | Wholly Acquired in 2015 | Fortune 200 Company Comprised of More than 15,000 Stores across the 48 Contiguous United States and Five Canadian Provinces
- ✓ Publicly Traded Entity | NASDAQ: DLTR
- ✓ Continuously Growing Brand | Dollar Tree Has Announced Plans to Hire More Than 25,000 Associates in a Nationwide Hiring Initiative



Representative Photo



Representative Photo



Financial Analysis

PRICE: \$1,701,117 | CAP: 6.00% | RENT: \$102,067



Property Description

Property	Family Dollar
Property Address	415-421 N Williams St
City, State, ZIP	Mancelona, MI 49659
Year Built / Renovated	2016
Building Size (SF)	8,320
Lot Size	+/- 1.31 Acres
Type of Ownership	Fee Simple

THE OFFERING

Purchase Price	\$1,701,117
CAP Rate	6.00%
Annual Rent	\$102,067

LEASE SUMMARY

Property Type	Net-Leased Dollar Store
Tenant / Guarantor	Family Dollar, Inc.
Original Lease Term	15 Years
Commencement Date (Store Opening)	March 22, 2016
Lease Expiration	June 30, 2030
Lease Term Remaining	8.5 Years
Lease Type	Absolute Triple-Net (NNN)
Roof & Structure	Tenant Responsible
Rental Increases	10% every Five (5) Years Beginning Lease Year 11
Options to Renew	Six (6) Periods of Five (5) Years Each

RENT SCHEDULE

Lease Year	Lease Year(s) Dates	Annual Rent	Monthly Rent	Rent Escalation (%)
7-10	Present - 06/30/2025	\$102,067	\$8,505.58	-
11-15	07/01/2025 - 06/30/2030	\$112,274	\$9,356.17	10%
1st Option: 16-20	07/01/2030 - 06/30/2035	\$123,501	\$10,291.75	10%
2nd Option: 21-25	07/01/2035 - 06/30/2040	\$135,851	\$11,320.92	10%
3rd Option: 26-30	07/01/2040 - 06/30/2045	\$149,436	\$12,453.00	10%
4th Option: 31-35	07/01/2045 - 06/30/2050	\$164,380	\$13,698.33	10%
5th Option: 36-40	07/01/2050 - 06/30/2055	\$180,818	\$15,068.17	10%
6th Option: 41-45	07/01/2055 - 06/30/2060	\$198,900	\$16,575.00	10%

INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for a Family Dollar property located in 415-421 North Williams Street, Mancelona, Michigan 49659. The site consists of roughly 8,320 rentable square feet of building space on a combined estimated 1.31-acres of land. The property is subject to an 8.5-year absolute triple-net (NNN) lease, which commenced on store opening date, on March 22, 2016. The current annual rent is \$102,067 and is scheduled to increase by ten percent (10%) every Five (5) years beginning Lease Year 11 and throughout the renewal option periods.



Tenant Overview



Founded in 1959, Family Dollar operates over 8,000 general merchandise, discount retail locations with a “neighborhood variety store” format. Its merchandise assortment includes consumables, such as batteries, diapers, food products, hardware and automotive supplies, health and beauty aids, household chemicals, paper products, pet food and supplies, home products, and more. In July 2015, Family Dollar completed a \$9.2 billion merger with Dollar Tree. Prior to the merger, Family Dollar Stores, Inc. was the second largest dollar store chain in the United States, operating over 8,000 stores across 46 states. The retailer also reported TTM revenues of \$10.5 billion and had a net worth of approximately \$1.85 billion prior to the merger. Post-merger, the combined company has a net worth of \$4.40 billion, produces annual revenues in excess of \$18.4 billion, and operate more than 13,800 stores across the United States and Canada, making it the largest discount retailer in North America.



Dollar Tree Stores, Inc., formerly known as Only \$1.00, is an American chain of discount variety stores that sells items for \$1 or less. Headquartered in Chesapeake, Virginia, it is a Fortune 150 company and operates 15,273 stores throughout the 48 contiguous U.S. states and Canada. Dollar Tree competes in the dollar store and low-end retail markets. Departments found in a Dollar Tree store include health and beauty, food and snacks, party, seasonal décor, housewares, glassware, dinnerware, household cleaning supplies, candy, toys, gifts, gift bags and wrap, stationery, craft supplies, teaching supplies, automotive, electronics, pet supplies, and books.

On July 6, 2015, Dollar Tree, Inc. (NASDAQ: DLTR), North America's leading operator of discount variety stores selling everything for \$1 or less, announced that it has completed the acquisition of Family Dollar Stores, Inc., a leading national discount retailer offering name brands and quality, private brand merchandise. Dollar Tree, a Fortune 500 Company, now operates more than 15,273 stores across 48 states and five Canadian provinces. Stores operate under the brands of Dollar Tree, Family Dollar and Dollar Tree Canada.

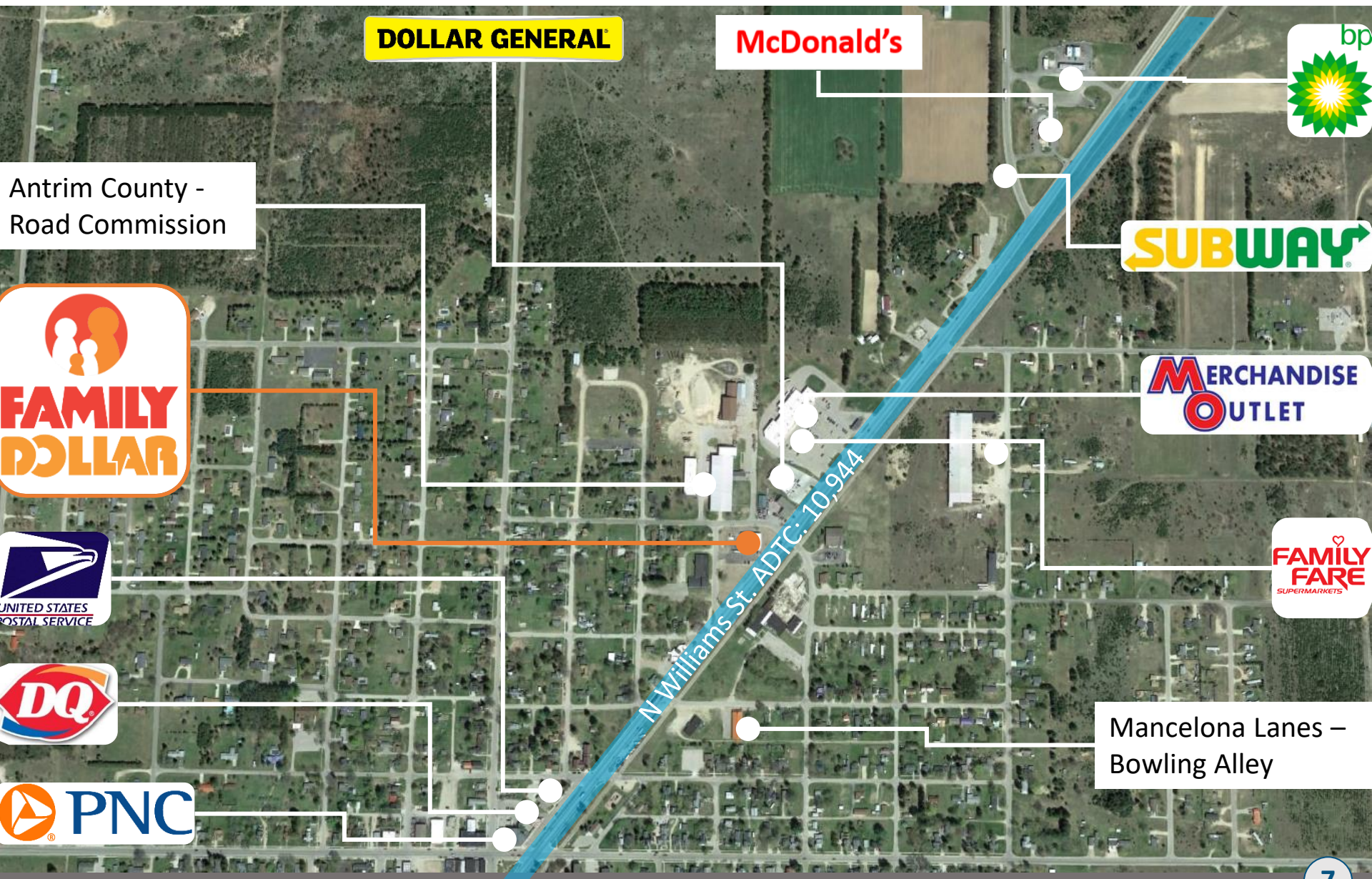
Family Dollar offers a compelling mix of merchandise for the whole family. Ranging from an expanded assortment of refrigerated and frozen foods and health and beauty items to home décor and seasonal items, Family Dollar offers the lowest possible price, the name brand and quality private-brand merchandise customers need and use every day. The average size of a Family Dollar store is approximately 7,000 square feet, and most stores are operated in leased facilities. This relatively small footprint allows the Company to open new stores in rural areas and small town, as well as in large urban neighborhoods. Within these markets, the stores are located in shopping centers or as free-standing building and all are convenient to the Company's customer base.





Surrounding Area

Property Address: 415-421 North Williams Street, Mancelona, Michigan 49659





Location Overview

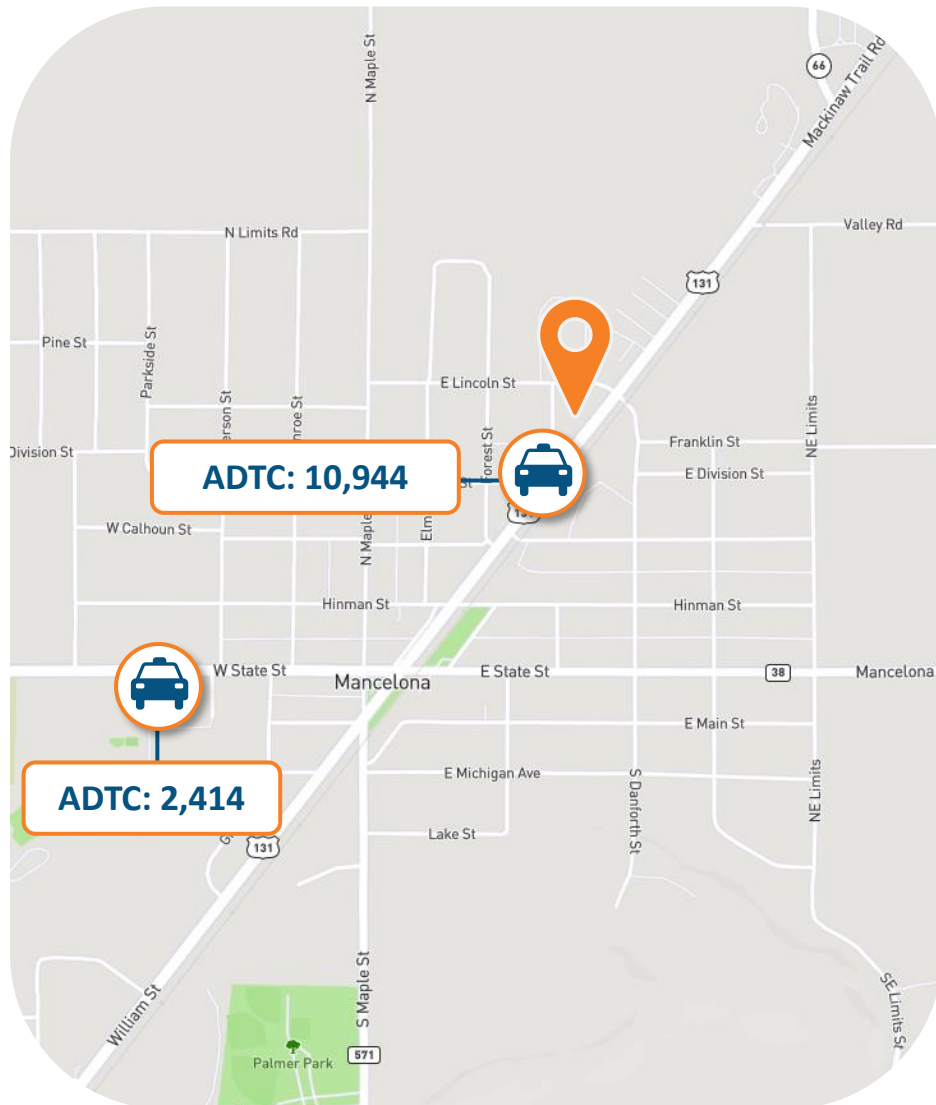
Property Address: 415-421 North Williams Street, Mancelona, Michigan 49659



This Family Dollar is located at 415-421 North Williams Street in Mancelona, Michigan 49659. North Williams St. boasts an average daily traffic count of 10,944 vehicles per day. Mancelona is a village in Antrim County in the northern part of Michigan. The village is located within Mancelona Township and is 35 miles northeast of Traverse City, Michigan, the largest city in northern Michigan today.

The subject property is strategically located on one of the primary routes which runs through the heart of Mancelona Village and north-south through the state of Michigan. This Family Dollar will also benefit from the several retailers nearby such as: Dollar General, Family Fare Supermarket, Subway, McDonald's, Dairy Queen, PNC Bank, BP, and United States Postal Service (USPS). Additionally, Mancelona High School, Middle School, and Elementary School are located just down the road, and have a total enrollment of approximately 1,000 students.

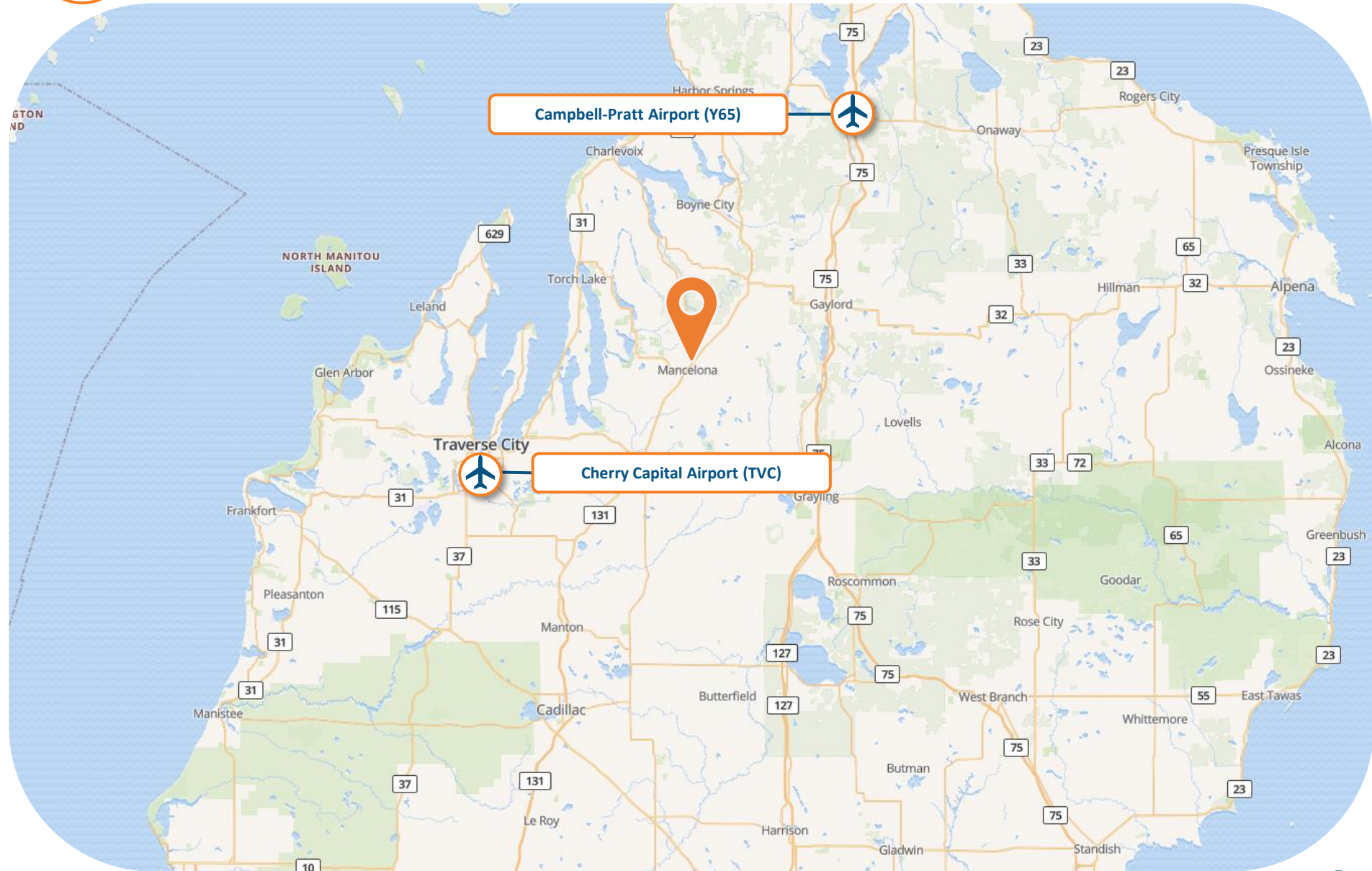
Mancelona is located within the metro market of Traverse city. Traverse city is the largest city in the 21-county Northern Michigan region. The Traverse City area is the largest producer of tart cherries in the United States. Near the time of cherry harvest, the city hosts the annual week-long National Cherry Festival in the first full week of July, attracting approximately 500,000 visitors annually. The surrounding countryside also produces grapes, and is one of the centers of wine production in the Midwest. Tourism, both summer and winter, is another key industry. The Traverse City area features varied natural attractions, including: freshwater beaches, vineyards, a National Lakeshore, downhill skiing areas, and numerous forests. Most of Traverse City's economy, as well as the economies of cities, towns, and villages in northern Michigan, is based on tourism.





Local Map

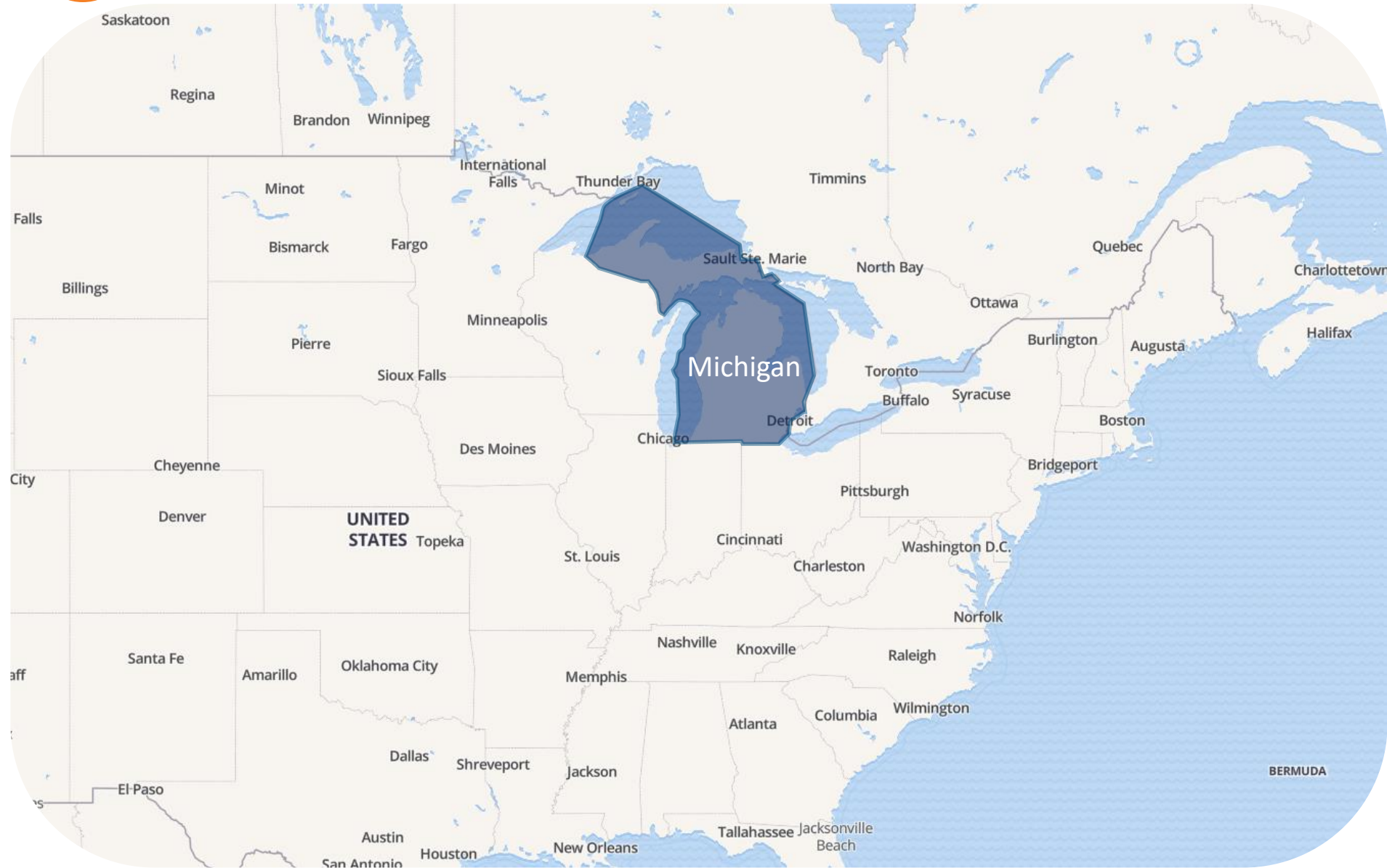
Property Address: 415-421 North Williams Street, Mancelona, Michigan 49659





Regional Map

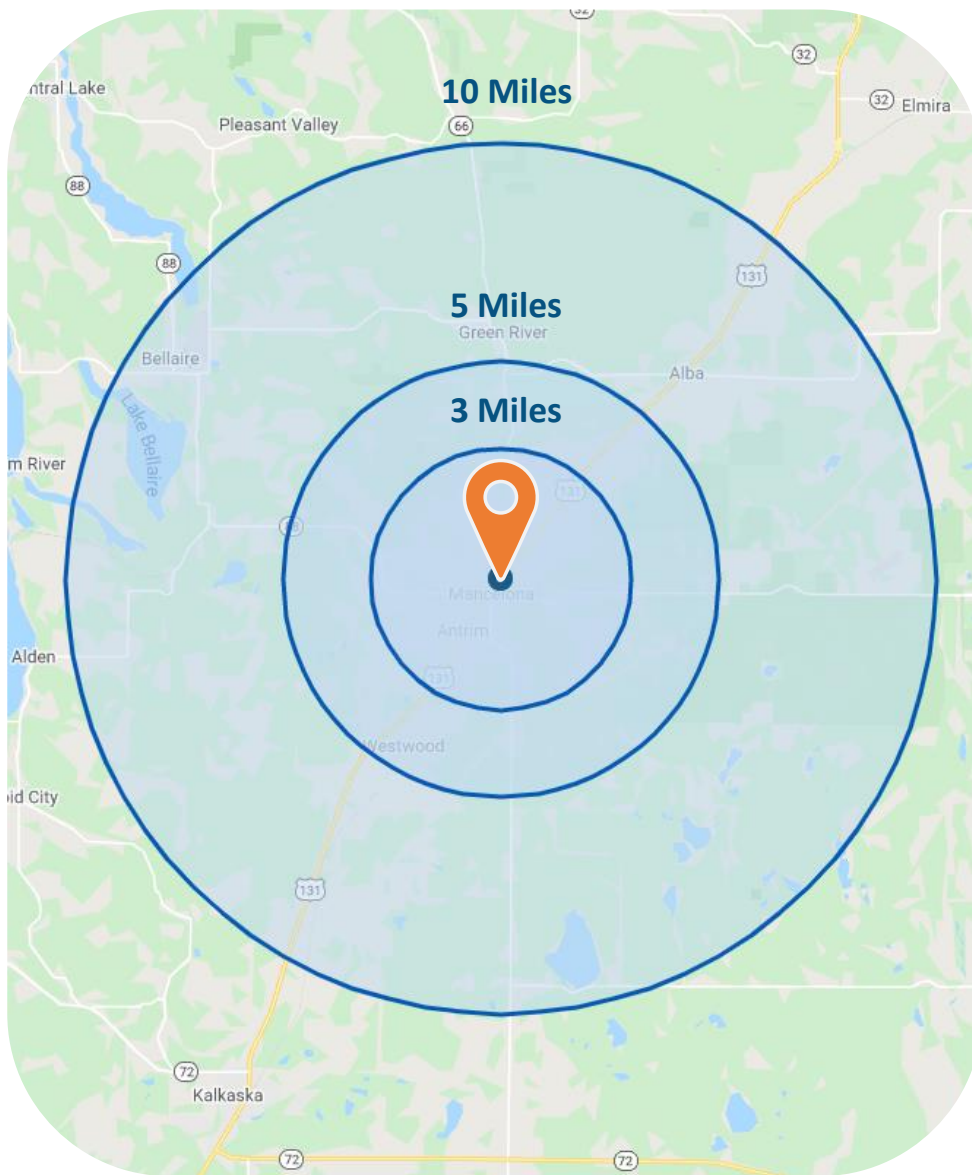
Property Address: 415-421 North Williams Street, Mancelona, Michigan 49659





Demographics

Property Address: 415-421 North Williams Street, Mancelona, Michigan 49659



Population Trends:

2010 Population	3,513	4,876	12,150
2020 Population	3,169	4,504	12,670
2025 Population Projection	3,151	4,512	13,085
Growth 2010 - 2020	-0.90%	-0.70%	0.40%
Growth 2020 - 2025	-0.10%	0.00%	0.70%

Population by Race (2020):

White	86.2%	88.3%	100.5%
Black	0.3%	0.4%	0.5%
American Indian/Alaskan Native	1.4%	1.4%	1.2%
Asian	0.1%	0.2%	0.3%
Hawaiian & Pacific Islander	0.0%	0.0%	0.0%
Two or More Races	2.2%	2.1%	1.8%
Hispanic Origin	1.5%	1.6%	2.0%

Household Trends:

2010 Households	1,316	1,856	4,888
2020 Households	1,183	1,707	5,117
2025 Household Projection	1,175	1,709	5,290
Growth 2010 - 2020	0.20%	0.20%	0.20%
Growth 2020 - 2025	-0.10%	0.00%	0.70%
Owner Occupied	900	1,369	4,479
Renter Occupied	275	340	811

Average Household Income (2020):

\$55,755	\$58,308	\$61,369
-----------------	-----------------	-----------------

Households by Household Income (2020):

<\$25,000	347	454	1,158
\$25,000 - \$50,000	344	498	1,519
\$50,000 - \$75,000	220	321	1,014
\$75,000 - \$100,000	115	182	610
\$100,000 - \$125,000	77	119	370
\$125,000 - \$150,000	18	40	204
\$150,000 - \$200,000	50	71	149
\$200,000+	13	22	93

Median Household Income (2020):

\$42,799	\$44,403	\$47,703
-----------------	-----------------	-----------------



Market Overview

City: Mancelona | County: Antrim County | State: Michigan

Mancelona, MI



Mancelona

The Township was named after Mr. Perry's clock smalldaughter, Mancelona Andress. It was in 1869, four years after the Civil War when Perry Andress homesteaded in Mancelona that was named after his young daughter.

In the sixties, The Lakes of the North Recreation Community began east of Mancelona and the ski resort Schuss Mountain began in the west. With the growth of the recreation areas in the western half of the county (Torch Lake and Shanty Creek), East Jordan and Charlevoix to the northwest, Petoskey north, Gaylord and Interstate 75 to the northeast and east, and Traverse City to the southwest; Mancelona has become a crossroads community. US 131 carries traffic north on State Highway M-66 to Charlevoix, to Petoskey, Boyne City and Gaylord via Alba. Each day County Road C-38 brings more traffic from Interstate 75 at the Waters exit from the southeast and central Michigan. County Road 571 takes one south to Twin and Starvation Lakes or to Grayling on M-72 and the famous Manistee and Au Sable trout streams. Directly west runs Highway M-88 to Bellaire, the Chain of Lakes and Alden and Traverse City. US 131 to the south brings and takes travelers to Kalkaska, Traverse City, Cadillac and Grand Rapids

Ernest Hemmingway wrote stories of Mancelona. The Mancelona Community celebrates a White Pine Stampede ski race annually the first Saturday of February, and a Bass Festival in June. The area thrives in winter with snowmobilers and skiers. In spring, morel mushrooms surface, and mushroom hunters from all over Michigan head to the woods to find the delicate fungus. In summer, nearby lakes such as Torch Lake are populated with boats, swimmers, water skiers, jet skis and fishermen. A much smaller lake, Wetzel Lake, is located just north of Mancelona, east of US 131 on Wetzel Lake Road. Wetzel Lake is a popular swimming location for locals.

Johnson's Pond, located in the Village of Mancelona on Danforth Street, is open year around for fishing. Annually, on opening day of trout season (last Saturday of April), the Village of Mancelona hosts a fishing contest for kids 14 and under. Small prizes are awarded.

The area is heavily populated in May, as the morel mushroom season begins. Morel hunters flock to the woods in search of the delicate fungi.

In the fall, the colors on the trees become magnificent. It is then that area overlooks, such as Deadman's Hill, Landslide Creek and the Jordan River National Fish Hatchery and Jordan Valley, see a great number of visitors. The brilliant colors provide perfect photography opportunities for the nature lover.

Hunter's orange is everywhere to be seen during the firearms deer season, which runs November 15-30 annually. The Mancelona Regional Chamber of Commerce hosts the buck pole each year on November 15 and 16. Hunters and locals gather round the bonfire, enjoy concessions and share hunting stories. Prizes are awarded.

Year around, the natural beauty of the Mancelona Township area is a favorite for the residents, seasonals and visitors. Scenic places like Deadman's Hill, Jordan River National Fish Hatchery, the Jordan Valley and Pinney Bridge, Landslide Creek, Sand Lake, Wetzel and Green Lakes draw the attention of many as they transform seasonally from snow-covered white in winter, to spring green, then magnificent shades in fall.

Mancelona Public Schools is "Home of the Ironmen."



Marcus & Millichap

EXCLUSIVE NET LEASE OFFERING

MI Broker of Record:
Steve Chaben
Broker of Record
Two Towne Square, Ste. 450
Southfield, MI 48076
P: (248) 415-2600
Lic #: 6502387903