



Net Lease Investment Opportunity  
Dollar General, Sneedville, TN  
8.7% CAP RATE - \$575,000



Representative Location

The Confidential Memorandum contains selected information pertaining to the Property but does not purport to be all-inclusive or to contain all of the information that a prospective purchaser may require. All financial projections are provided for general reference purposes only and are based upon assumptions relating to the general economy, competition and other factors, which therefore, are subject to material change or variation. Prospective purchasers may not rely upon the financial projections, as they are illustrative only. An opportunity to inspect the Property will be made available to qualified prospective purchasers.

In this Confidential Memorandum, certain documents, including financial information, are described in summary form and do not purport to be complete or accurate descriptions of the full agreements involved, nor do they constitute a legal analysis of such documents. Interested parties are expected to review independently all documents.

This Confidential Memorandum is subject to prior placement, errors, omissions, changes or withdrawal without notice and does not constitute a recommendation, endorsement or advice as to the value of the Property by Bull Realty Inc. or the current Owner/Seller. Each prospective purchaser is to rely upon its own investigation, evaluation and judgment as to the advisability of purchasing the Property described herein.

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This Confidential Memorandum may be used only by parties approved by the Owner. The Property is privately offered, and by accepting this Confidential Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Confidential Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Confidential Memorandum may be copied or otherwise reproduced or disclosed to anyone without the prior written authorization of Bull Realty, Inc. or Owner/Seller. The terms and conditions set forth above apply to this Confidential Memorandum in its entirety and all documents, disks and other information provided in connection therewith.

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## Listing Agents

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**Sheree Strome, CCIM**  
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## Team

**Keelee Peterson**  
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## Highlights

- ◇ Priced at \$575,000
- ◇ 8.7% cap rate
- ◇ \$49,800 NOI
- ◇ Initial lease term extended to 9/19
- ◇ Established and successful store

Bull Realty is pleased to offer FOR SALE this established and successful Dollar General, single tenant, NN lease offering in Sneedville, TN, the county seat of Hancock County, in a lush, mountainous area of Northeast Tennessee, near the Virginia border. Due to the store's strong sales performance, Dollar General extended the current lease term thru September of 2019. There are also two 5-year renewal options, averaging a 6.5% increase each term. The current annual net operating income is \$49,800.

The subject property, built in 2004, is a free standing building of +/- 9014 sq ft and situated on a +/- .73 acre site located north of the Tri-Cities area, and 40 miles southwest of the Cumberland Gap and 57 miles NE of Knoxville. Within a 10-mile radius, the population is over 9,600 in addition to the weekend population that frequents their second home mountain retreats. *Fun fact: Hancock County has 27 species of mussels in the cleanest waters in the world.*

Dollar General is the largest "small box" discount retailer in the US. The company, headquartered in Goodlettsville, TN, (Nashville) was established in 1939. In April of 2012, Standard & Poor's upgraded the company's rating from BB+ to BBB-, reflecting their sustained success and performance. October 2013 marked the opening of their 11,000th store in 40 states, making Dollar General the retailer with the most stores in the United States. The company opened 625 new stores in 2012 and is planning on opening 650 stores in 2013.

**Offered at \$575,000.00**

## Property Information

Subject Property: Single Tenant  
Property Address: 1432 Main Street  
Sneedville, TN 37869  
Hancock County

Price: \$575,000.00  
Rentable Square Feet: +/- 9,014 sq ft  
Price per Square Foot: \$63.79  
Projected NOI: \$49,800  
Cap Rate: 8.7%  
Base Rent: \$5.52/sq ft  
Year Built: 2004  
Lot Size: +/- .73 acres  
Type of Ownership: Fee Simple

## Lease Summary

Tenant Trade Name: Dollar General  
Tenant: Dolgencorp, Inc.  
Lease Guaranty: Dolgencorp, Inc.  
Lease Type: Double Net Lease  
Lease Commencement: October 1, 2004  
Initial Term Expiration: September 30, 2019 (extended with lease modification)  
Renewal Options: Two 5 year options  
Rent Increases: 3% for Option Period 1  
10% for Option Period 2

## Rent & CAM Schedule:

Term	Dates	Annual Rent	Annual CAM (paid monthly)
<b>Initial Term</b>	<b>10/04—9/19</b>	<b>\$49,800</b>	<b>\$4,056.36</b>
Option 1	10/19—9/24	\$51,300	\$4,506.96
Option 2	10/24—9/29	\$56,400	\$4,957.68

## Expenses:

**Tenant Responsibilities:** Utilities, repairs under \$750 per occurrence, parking lot maintenance fee (see CAM above), real estate taxes and insurance.

**Landlord Responsibilities:** Roof, structure, major repairs over \$750 per occurrence, and parking lot maintenance with CAM reimbursements towards this as shown above.



**DOLLAR GENERAL**

1432 Main Street  
Sneedville, TN 37869

## Aerials and Photos



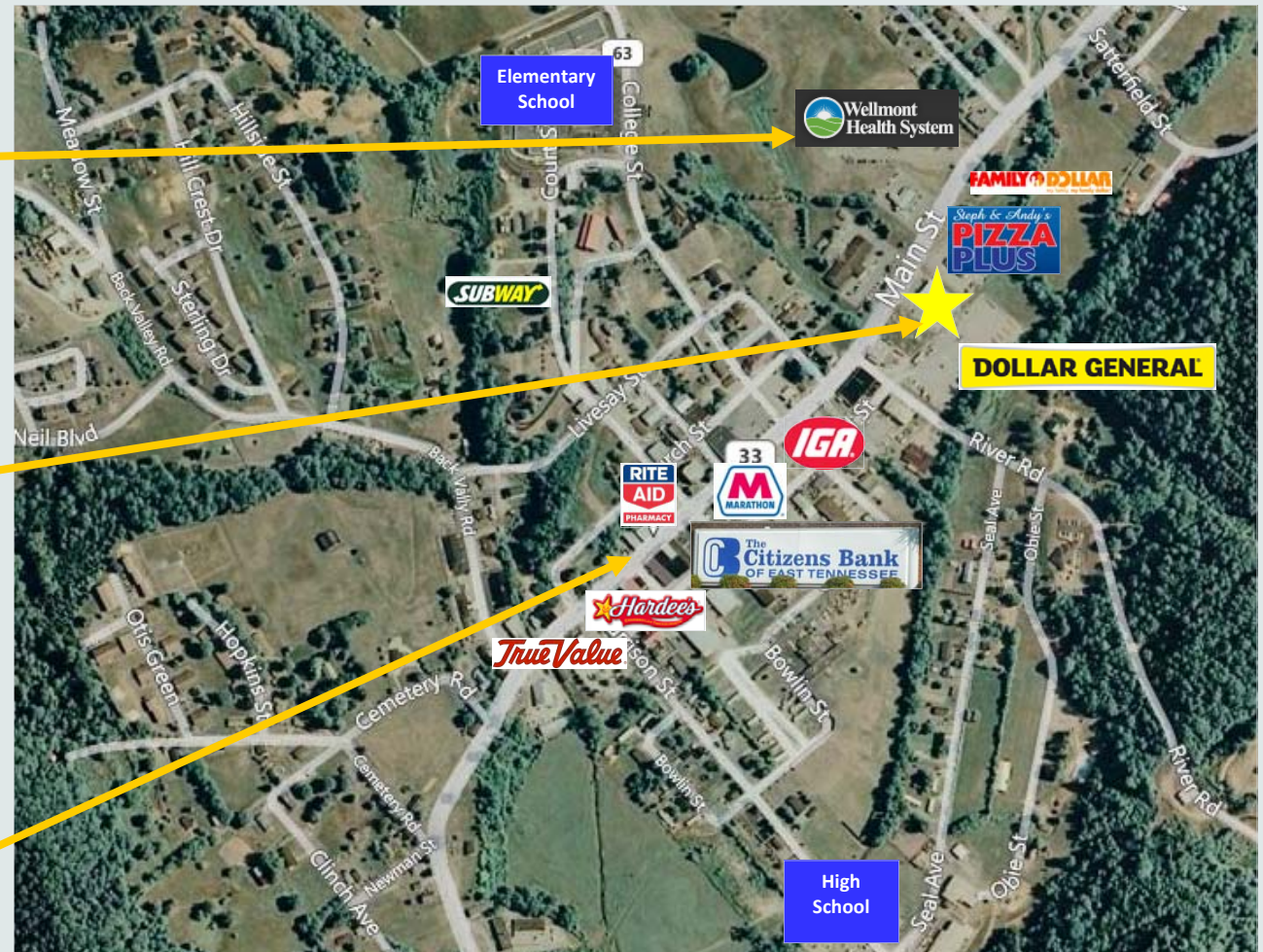
Wellmont Health System  
Hancock County Hospital



Dollar General—subject property



Hancock County Court House



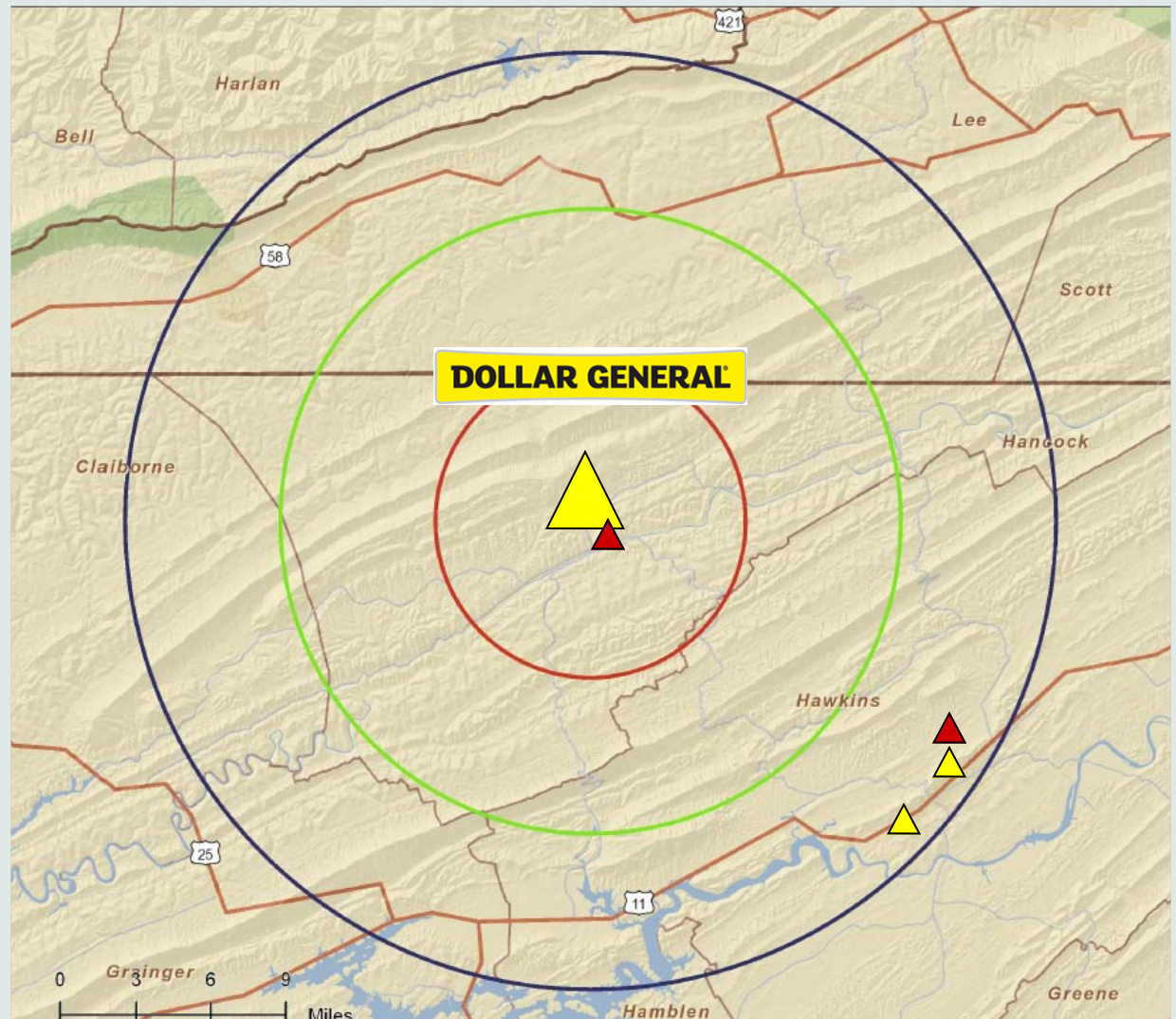


*Where is Sneedville?*31 miles to  
Morristown36 miles to  
I-8160 miles to  
Kingsport70 miles to  
Knoxville74 miles to  
Johnson City

## 2013 Demographics (STDB)

	<b>5 mile</b>
Population	3,691
Households	1,534
Average Household Income	\$31,094
Median Age	42.3
	<b>10 mile</b>
Population	9,687
Households	4,032
Average Household Income	\$34,742
Median Age	43.5
	<b>15 mile</b>
Population	35,535
Households	14,815
Average Household Income	\$39,283
Median Age	43.5

- ▲ Family Dollar locations
- ▲ Dollar General locations





## DOLLAR GENERAL

Dollar General is the largest “small box” discount retailer in the US. Now headquartered in Goodlettsville, TN, the company was established in Scottsville, KY in 1939. By opening its 11,000th store (in 40 states) in October 2013, Dollar General has further distinguished itself as the retailer with the most stores in the United States. The company, whose store format is generally in suburban markets, is expanding into more densely populated areas and often “re-using” vacant retail locations. Dollar General opened 625 stores in 2012 and remodeled or relocated 592 stores. In 2013 it plans on opening 650 new stores and remodeling or relocating 550 stores.

Their strategy is to deliver a wide variety of brand name retail and consumer products at value. Dollar General’s mission is for convenience, quality brands and low prices!

The company launched a successful IPO in 2009 (Symbol “DG”). For second quarter 2013 DG reported an 11.3% increase in net sales from \$3.95 billion a year ago to \$4.39 billion, a 15% increase in net income to \$245 million, and same-store sales growth of 5.1%.

In April of 2012, Dollar General’s S & P rating was upgraded from “BB+” to “BBB-”. According to Standard & Poor’s credit analysis, Ana Lai, “*The ratings on Dollar General reflect our expectation that the company’s value-focused merchandising strategy and continued store expansion will sustain the positive operating momentum and contribute to further improvement in credit measures.*”



**Celebration in Murfreesboro, TN for opening of Dollar General’s 11,000th Store on October 5, 2013**

**Dollar General Historical Growth Chart (DG)  
10/12 – 9/13**



## Listing Agents



**Sheree Strome, CCIM**  
VP | National Net Lease  
Investment Group  
(404) 876-1640 x 122  
SStrome@BullRealty.com

**Sheree Strome** has been in the commercial real estate business for more than twenty-five years from the financing side of the business. She has underwritten more than five hundred million dollars of commercial properties establishing strong relationships with lenders, brokers and principals throughout the southeast. Obtaining the best financing and dealing with existing financing issues has proven to be a major benefit for her clients in this cycle. Sheree utilizes her relationships and extensive knowledge of financing to help clients structure the best possible transaction to maximize investment goals. Sheree's practice focuses mainly on single tenant net leased investment properties.

Sheree attended Old Dominion University in Norfolk Virginia where she obtained a Bachelor of Science degree in Financial Management. Sheree is currently the President of the Atlanta Chapter of the ODU Alumni Association. Sheree also holds the prestigious CCIM designation. She is an active member of the Georgia CCIM Chapter, CREW Atlanta, the Atlanta Commercial Board of Realtors and is a graduate of the CREW Atlanta Leadership Class of 2010. Sheree lives in Marietta, GA with her two sons.



**Nancy Miller, CCIM, MBA**  
VP | National Net Lease  
Investment Group  
(404) 876-1640 x 118  
NMiller@BullRealty.com

**Nancy Miller** joined Bull Realty in 2001 after being a client of the firm. She specializes in income producing properties, including single and multi-tenant retail and self storage properties. Her primary focus is on national credit tenant investment properties. Since joining Bull Realty, Nancy has successfully brokered nearly \$150M in investment sales. She and her net lease retail team list and sell single tenant properties throughout the US, and are recognized retail net lease industry leaders. They publish a quarterly investor newsletter, a monthly electronic newsletter, periodic retail industry surveys, and contribute to the company's retail blog. In addition, Nancy periodically appears on the Commercial Real Estate Show, a national weekly 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 southeastern 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 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.

## Team



**Keelee Peterson**  
VP | National Net Lease  
Investment Group  
(404) 876-1640 x 172  
KPeter-

**Keelee Peterson** has been in commercial real estate for close to ten years. Prior to joining Bull Realty, Inc., Keelee was Vice President of BCM Capital's Atlanta office where she originated millions of dollars in commercial loans for most property types. In addition, she performed market research and in depth analysis of commercial properties. Keelee has established strong relationships with lenders, brokers and principals throughout the Southeast. Having a thorough understanding of market research, valuation, and property operations has been a major benefit for her clients in this cycle.

Keelee obtained a Bachelor of Arts degree in World History with a minor in Geography from Kennesaw State University in Georgia. This combination of majors contributes greatly to Keelee's research capabilities and understanding of urban development. Keelee is a member Phi Alpha Theta and Phi Kappa Phi honor societies and will graduate Summa Cum Laude. Keelee also holds an Associates of Science degree in Business Administration with an emphasis in Marketing. Keelee lives in Marietta, GA and enjoys traveling and spending time with her husband and two children.

### National Net Lease Team

The National Net Lease Team works with developers, buyers and sellers throughout the US. They are an excellent resource for current market trends, cap rates, lender resources, and off as well as on-market net lease opportunities. They are both active members of ICSC and are CCIM's. They are supported by a full time licensed assistant, Holly Hollinger, and an outstanding marketing and research team.

### About Bull Realty

Bull Realty is a commercial real estate sales and advisory firm headquartered in Atlanta, Georgia. They also feature:

- Broker specialization by commercial property type
- REO and troubled asset marketing for over 100 lenders, nationwide
- Comprehensive marketing services which include video, social media and radio for appropriate properties.
- Founder, Michael Bull hosts a national weekly Commercial Real Estate Show, talk radio show about commercial real estate which airs on radio stations and on-line at [www.CREshow.com](http://www.CREshow.com).

# Confidentiality Agreement

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 **1432 Main Street, Sneedville, TN**. 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 Tennessee.

Accepted and agreed to this \_\_\_\_\_ day of \_\_\_\_\_, 2013.

### Receiving Party

Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

Title \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

### Broker

Signature \_\_\_\_\_

Printed Name \_\_\_\_\_

*You may return the executed agreement by fax (404.876.7073) or email.*

Nancy Miller, CCIM/MBA | Sheree Strome, CCIM

Bull Realty, Inc.

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Atlanta, GA 30324

TN License #259046

