



**DOLLAR  
GENERAL®**

**DOLLAR GENERAL**

Actual location

# OFFERING MEMORANDUM

## DOLLAR GENERAL NET LEASE INVESTMENT OPPORTUNITY

7.35% CAP RATE | CHATHAM, VA



# DOLLAR GENERAL®

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# EXECUTIVE SUMMARY

## INVESTMENT OFFERING

ATTENTION Investors! Are you seeking a stable, absolute NNN single tenant retail investment? This Dollar General is THE ONE, located in Chatham, VA (Danville, VA MSA) and serves as a key retail destination for the surrounding area due to limited nearby competition. It provides access to convenience shopping for items such as groceries and household essentials. Placer.ai shows that this location performs in the top 53% of all Dollar Generals in the US, despite its more rural location.

This ±9,100 SF Dollar General sits on just under two acres. The tenant has operated here since 2017. This 15-year absolute NNN lease has 6 years remaining and five 5-year renewal options. Investors benefit from passive income with no landlord responsibilities, low rent/SF of \$9.65, and an investment grade national tenant with almost 21,000 stores in 48 states.

Chatham, the county seat of Pittsylvania County, is in southern Virginia, located approximately 45 miles north of Greensboro, NC and 50 miles south of Lynchburg, VA. The area is renowned for its natural beauty, low cost of living, history, and charm. Its proximity to Danville and regional highways provides connectivity while maintaining strong small-town fundamentals. It is also on the Virginia Landmarks Register and the National Register of Historic Places.

## INVESTMENT HIGHLIGHTS

- **ESSENTIAL RETAILER:** Attractive ±9,100 SF store serving a trade area with limited retail competition and convenience shopping options
- **PROVEN PERFORMANCE:** Placer.ai shows this location is in the top 53% of national store performance of nearly 21,000 Dollar Generals in the US
- **EASE OF NNN LEASE:** Easy NNN 15-year lease with 6+ years remaining on the term and many renewal options
- **INVESTMENT GRADE TENANT:** Dollar General is a respected investment grade tenant with locations in 48 states
- **LOCATION APPEAL:** Locals enjoy low cost of living, natural beauty and being part of state and national history while being close to major cities including Danville, Greensboro, and Lynchburg

**12977 Franklin Turnpike, Chatham, VA 24531**

<b>County:</b>	Pittsylvania
<b>Price:</b>	\$1,195,000
<b>Cap Rate:</b>	7.35%
<b>NOI:</b>	\$87,856
<b>Price/SF:</b>	\$131.32
<b>Building Size:</b>	±9,100 SF
<b>Parcel Size:</b>	±1.82 AC
<b>Year Built:</b>	2017
<b>Type of Ownership:</b>	Fee Simple
<b>Tenant Name:</b>	Dollar General
<b>Lease Type:</b>	NNN
<b>Lease Commencement:</b>	6/1/2017
<b>Lease Expiration:</b>	5/31/2032
<b>Renewal Options:</b>	Five 5-year
<b>Rent Increases:</b>	10% In options
<b>Landlord Responsibilities:</b>	None
<b>Tenant Responsibilities:</b>	All repairs & maintenance, utilities, insurance, and full property tax reimbursement to Landlord

# RENT SCHEDULE

TERM	STARTING DATE	ENDING DATE	MONTHLY RENT	ANNUAL RENT	CAP RATE
Initial	6/1/2017	5/31/2032	\$7,321.37	\$87,856.44	
Option 1	6/1/2032	5/31/2037	\$8,053.50	\$96,642.00	10%
Option 2	6/1/2037	5/31/2042	\$8,858.85	\$106,306.20	10%
Option 3	6/1/2042	5/31/2047	\$9,744.74	\$116,936.88	10%
Option 4	6/1/2047	5/31/2052	\$10,719.21	\$128,630.52	10%
Option 5	6/1/2052	5/31/2057	\$11,791.13	\$141,493.56	10%



**\$1,195,000**  
*Price*



**NNN**  
*Lease*



**±9,100 SF**  
*Square Footage*



**7.35%**  
*Cap Rate*

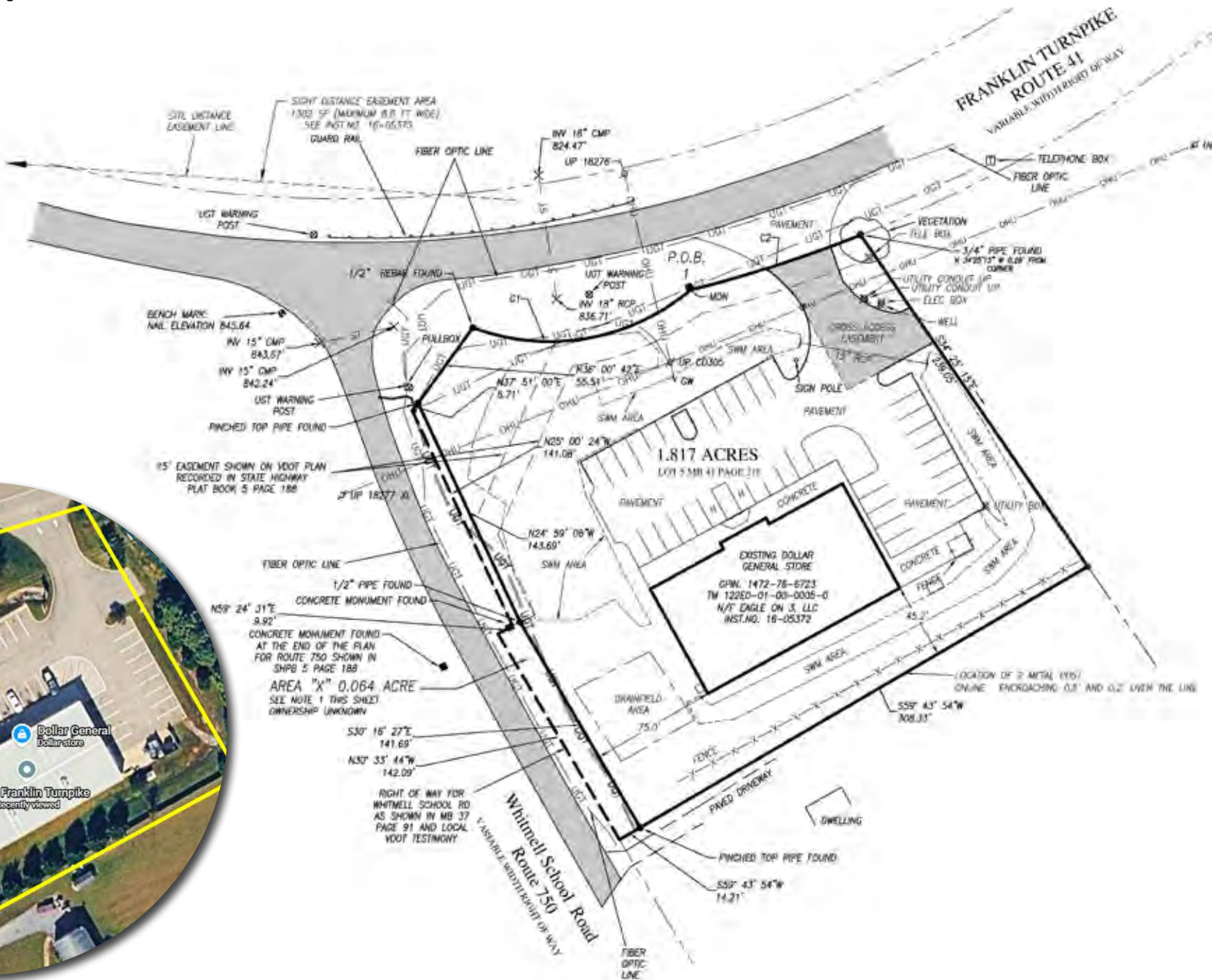


**±1.82 AC**  
*Parcel Size*



**35**  
*# of Parking Spaces*

# SURVEY



# IN THE REGION



# AREA AND DEMOGRAPHICS

## CHATHAM, VIRGINIA

Chatham, VA is a historic Southern town and the county seat of Pittsylvania County, located in Southern Virginia within the Danville Micropolitan Statistical Area. The town offers a classic small-town environment with strong local government presence, education institutions, and a stable residential base.

Chatham serves as the administrative and economic center for Pittsylvania County, a region with over 60,000 residents, providing consistent demand for retail and essential services. The town benefits from its proximity to Danville, VA and regional highways, offering connectivity to larger employment hubs while maintaining a quiet, community-oriented setting.

The area is home to notable institutions including Hargrave Military Academy and Chatham Hall, drawing students, faculty, and visitors year-round. Government offices, schools, and local businesses provide steady economic drivers that support the surrounding retail corridor.

Chatham's historic downtown features preserved architecture, local businesses, and community amenities, while the broader region is supported by agriculture, light industry, and public sector employment. The town's affordability and lower cost of living compared to state averages make it an attractive location for long-term residents.

With limited retail competition in the immediate area, Chatham functions as a primary destination for everyday goods and services for both town residents and the surrounding rural population.

Sources: [https://en.wikipedia.org/wiki/Chatham,\\_Virginia](https://en.wikipedia.org/wiki/Chatham,_Virginia)

## DEMOGRAPHICS

	1-MILE	3-MILES	5-MILES
POPULATION	326	2,238	5,476
# HOUSEHOLDS	137	898	2,210
AVG. HOUSEHOLD INCOME	\$79,099	\$77,506	\$77,856



Chatham Manor Historic Brick Estate



Circuit Court building , Historic business district, Baptist church, Chatham bridge over Rappahannock River

# TENANT PROFILE

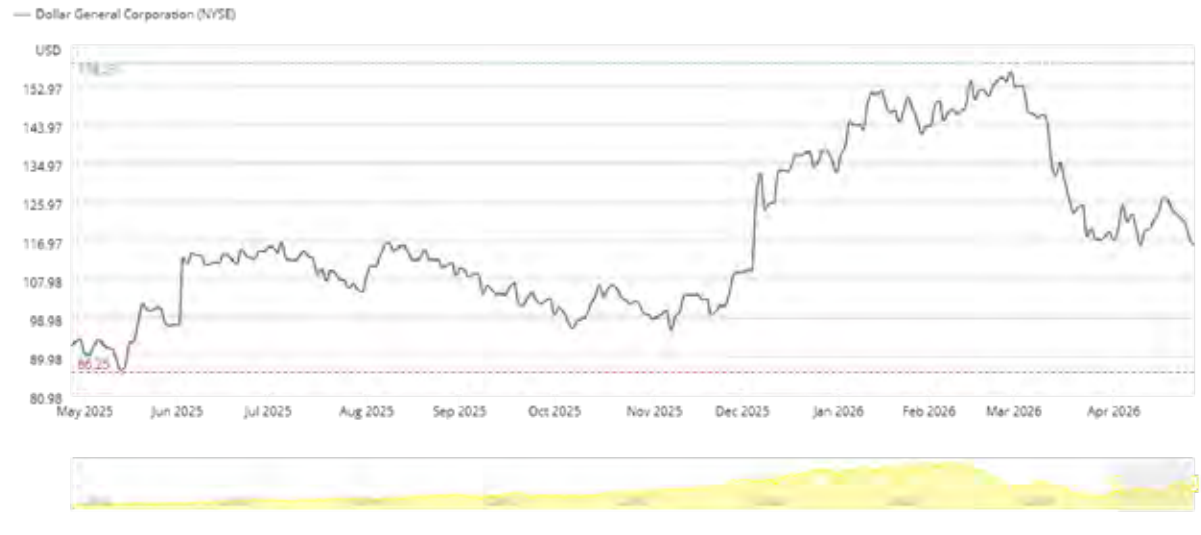
## OVERVIEW

Dollar General Corporation (NYSE: DG) is the nation's largest small-box discount retailer, operating close to 21,000 stores across 48 states as of 2026. Founded in 1939 and headquartered in Goodlettsville, Tennessee, the company has grown into one of the most recognized value-oriented retail brands in the U.S., serving both rural and suburban markets. Dollar General's mission is to provide affordable, everyday essentials in convenient locations, with a product mix including consumables, household goods, apparel, seasonal items, and health and beauty products.

Dollar General generated approximately \$42.7 billion in annual revenue in fiscal year 2025, representing steady year-over-year growth, and employs over 194,000 people nationwide. They ranked #112 of the Fortune 500 List as of May 2025. The company continues to benefit from its resilient, recession-resistant business model, which appeals to value-conscious consumers across income levels and strives to live up to its name and keep most products at \$1!

From a real estate perspective, Dollar General is considered an investment grade company, offering investors long-term stability through its scale, consistent growth, and necessity-based retail model. The company's stores are typically located in high-visibility, easily accessible sites in communities underserved by larger retailers, ensuring both steady consumer demand and enduring relevance within local markets.

## One Year Stock Performance



APPROXIMATELY  
**194,000**  
 EMPLOYEES

**85+**  
 YEARS IN BUSINESS  
  
 FOUNDED IN  
**1939**

**\$42.7**  
 BILLION IN SALES  
  
 IN FISCAL YEAR 2025

**\$275M+**  
 DONATED TO SUPPORT  
**23+** MILLION  
 INDIVIDUALS  
  
 DOLLAR GENERAL  
 LITERACY  
 FOUNDATION

**20,800+**  
 STORES  
  
 IN **48** STATES  
AS OF MARCH 2026

**34**  
  
 TRADITIONAL, DG FRESH & COMBINATIONS  
 DISTRIBUTION  
 CENTERS

**#112**  
  
 RANK ON THE MAY 2025  
 FORTUNE 500 LIST

NEARLY  
**80M** MEALS  
 AND  
**\$5M+**  
 DONATED TO  
 FEEDING AMERICA  
 AND PARTNER FOOD BANKS

AS OF DOLLAR GENERAL'S Q4 2025 EARNINGS REPORT RELEASED ON MARCH 12, 2026 UNLESS OTHERWISE NOTED

# BROKER PROFILES



## **NANCY MILLER, CCIM, MBA**

President, Net Lease Investment Group  
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Nancy Miller joined Bull Realty in 2001. In her brokerage practice, she specializes in single and multi-tenant net investment properties. Nancy is a partner at the firm and heads the National Net Lease Investment Group. She works with investors, both buyers and sellers, with 1031 exchange transactions and developers throughout the US. Known for her professionalism and work ethic, Nancy is recognized as a savvy and knowledgeable investment advisor. She has brokered over 250 transactions in recent years totaling almost \$400M in sales. Nancy's experienced team works closely to ensure that all parties have a seamless and positive experience. She is committed to continued education and periodically publishes an electronic investor newsletter, participates in a quarterly national retail industry survey done by Morgan Stanley and appears on America's Commercial Real Estate Show, the nation's leading show on commercial real estate which has been on air every week since 2010.

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, a member of the International Council of Shopping Centers (ICSC) and holds the prestigious CCIM designation. She earned her Bachelor of Arts degree from Tulane University and an MBA from Emory University's Goizueta Business School, where she is a guest lecturer.



## **ADAM WILLHITE**

V.P. Net Lease Investment Group  
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Adam adds value for clients with single tenant net lease acquisitions, dispositions, 1031 exchanges and consulting. Utilizing Bull Realty's advanced marketing, research and database technology, he delivers industry-leading client experience and results.

Prior to pursuing his passion of real estate and joining Bull Realty, Adam worked in the field of physician recruitment where he received multiple awards as his firm's 18-time top producer of the year.

Adam graduated with a Bachelor's Degree from Kennesaw State University and is a longtime resident of downtown Atlanta. In his free time, Adam is active in dog rescue, music, home renovations and volunteering to help preserve historic Atlanta landmarks.

# ABOUT BULL REALTY

## MISSION:

To provide a company of advisors known for integrity and the best disposition marketing in the nation

## SERVICES:

Disposition, acquisition, project leasing, tenant representation and consulting services

## SECTORS OF FOCUS:

Office, retail, industrial, multifamily, land, healthcare, senior housing, self-storage, hospitality and single tenant net lease properties

## AMERICA'S COMMERCIAL REAL ESTATE SHOW:

The firm produces the nation's leading show on commercial real estate topics, America's Commercial Real Estate Show. Industry economists, analysts and leading market participants including Bull Realty's founder Michael Bull share market intel, forecasts and strategies. The weekly show is available to stream wherever you get your podcasts or on the show website: [www.CREshow.com](http://www.CREshow.com).

Bull Realty is continuing to expand by merger, acquisition and attracting agents with proven experience. As a regional commercial brokerage firm doing business across the country, the firm recently celebrated 28 years in business.

## CONNECT WITH US:

<https://www.bullrealty.com/>



**28**  
YEARS IN  
BUSINESS



**ATL**  
HEADQUARTERED  
IN  
ATLANTA, GA

LICENSED IN  
**8**  
SOUTHEAST  
STATES



# DISCLAIMER & LIMITING CONDITIONS

Bull Realty has been retained as the exclusive listing broker to arrange the sale of the Subject Property.

This Offering 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 Offering 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 Offering 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.

Owner/Seller expressly reserve the right, at its sole discretion, to reject any or all expressions of interest or offers to purchase the Property and/or to terminate discussions with any party at any time with or without notice. Owner/Seller shall have no legal commitment or obligation to any purchaser reviewing this Offering Memorandum or making an offer to purchase the Property unless a written agreement for the purchase of the Property has been fully executed, delivered and approved by the Owner/Seller and any conditions to the purchaser's obligations therein have been satisfied or waived. The Seller reserves the right to move forward with an acceptable offer prior to the call for offers deadline.

This Offering Memorandum may be used only by parties approved by the Owner. The Property is privately offered, and by accepting this Offering Memorandum, the party in possession hereof agrees (i) to return it if requested and (ii) that this Offering Memorandum and its contents are of a confidential nature and will be held and treated in the strictest confidence. No portion of this Offering 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 Offering Memorandum in its entirety and all documents, disks and other information provided in connection therewith.

# 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 12977 Franklin Turnpike, Chatham, VA 24531. 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 Alabama. If you are a broker, or a principal desiring to include an outside broker, contact the listing agent directly for a Buyer and Buyer's Broker Confidentiality & Commission Agreement.

Accepted and agreed to this \_\_\_\_\_ day \_\_\_\_\_ of 20\_\_\_\_.

Receiving Party \_\_\_\_\_

Signature \_\_\_\_\_

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

Title \_\_\_\_\_

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

Address \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

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**SIGN  
CONFIDENTIALITY AGREEMENT  
ONLINE**

