

UPLAND
REAL ESTATE GROUP, INC.



BJ'S WHOLESALE CLUB

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NET LEASED DISCLAIMER

Upland Real Estate Group, Inc. hereby advises all prospective purchasers of Net Leased property as follows:

The information contained in this Marketing Package has been obtained from sources we believe to be reliable. However, Upland Real Estate Group, Inc. has not and will not verify any of this information, nor has Upland Real Estate Group, Inc. conducted any investigation regarding these matters. Upland Real Estate Group, Inc. 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 Package is not a substitute for your thorough due diligence investigation of this investment opportunity. Upland Real Estate Group, Inc. 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 Package 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, legal and other 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, financial and other advisors must request and carefully review all legal, financial and other documents related to the property and tenant. While 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.

All information, including price change and withdrawal from the market, is subject to change without notice.

By accepting this Marketing Package you agree to release to Upland Real Estate Group, Inc. 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.

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- BJ's Wholesale Club includes 76,267 square foot building plus BJ's gas component with 9 ½ years on the NNN lease and rent increases every 5 years.
- BJ's Wholesale Club is a leading warehouse operator on the East Coast with 227 locations in 17 states, 2022 revenues of \$16.6 billion and S&P rating of BB.
- This BJ's Wholesale Club is exceptionally located in the Virginia Gateway, a 1.3 million square foot premier shopping destination which averages over 8.2 million visitors annually. Nearby tenants include Super Target, Lowe's, Cabela's, Total Wine, Home Goods, PetSmart, and DSW.
- Strong demographics with a population of 111,506 and average household income of \$155,717 within a 5-mile radius.
- Located near US-29 on/exit ramp where traffic counts average 48,000 vehicles per day and I-66 with 120,000 vehicles per day .
- Gainesville, Virginia is approximately 30 miles outside of Washington D.C., and offers residents the perfect amount of Virginia charm without being too far from a large metro area.



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INVESTMENT SUMMARY

PRICE	\$23,115,086
CAP	5.00%
EST. 2022 NOI	\$1,155,754.28
RENT/SF	\$15.28
PRICE/SF	\$303.08
BJ'S WHOLESALE CLUB & FUEL NOI:	
YEARS 11-15:	\$1,165,754.28
YEARS 16-20:	\$1,224,042.00
RENEWAL OPTION RENT:	
OPTION 1:	\$1,285,244.10
OPTION 2:	\$1,349,506.30
OPTION 3:	\$1,416,981.63
OPTION 4:	\$1,487,830.71

LEASE INFORMATION

LEASE TYPE	NNN
REMAINING LEASE TERM	9 ½ Years
RENT COMMENCEMENT	01/28/2012
LEASE EXPIRATION	01/28/2032
RENEWAL OPTIONS	Four 5-Year



LEASE NOTES:

2022 Rent of \$1,155,754.28 is the projected NOI after deducting cap on CAM OEA/Association Contribution (\$10,000 Slippage). The NOI includes both BJ's Wholesale Club rent and BJ's Fueling Facility rent.

DEMOGRAPHIC INFORMATION

	1-MILE RADIUS	3-MILE RADIUS	5-MILE RADIUS
2021 POPULATION	5,400	51,624	111,506
2026 POPULATION	6,070	55,946	121,434
2021 MEDIAN HOUSEHOLD INCOME	\$126,420	\$132,326	\$122,467
2021 AVERAGE HOUSEHOLD INCOME	\$158,298	\$166,209	\$155,717

All demographic information is obtained from Site To Do Business, which complies US Census Bureau data and Esri projections for 2021 and 2026.

PROPERTY INFORMATION

ADDRESS	5100 Wellington Road Gainesville, VA 20155
BUILDING SIZE	76,267 SQ. FT.
LOT SIZE	11.60 Acres
COUNTY	Prince William
YEAR BUILT	2011

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TENANT INFORMATION AS OF 1/29/2022

PROPERTY	BJ's Wholesale Club
TENANT	BJ's Wholesale Club, Inc.
REVENUES	\$16.6 Billion
NET WORTH	\$648.1 Million
S&P RATING	BB
WEBSITE	https://www.bjs.com/



BJ's Wholesale Club is a leading warehouse club operator on the East Coast of the United States. It delivers significant value to its members, consistently offering 25% or more savings on a representative basket of manufacturer-branded groceries compared to traditional supermarket competitors. It provides a curated assortment focused on perishable products, continuously refreshed general merchandise, gas, and other ancillary services to deliver a differentiated shopping experience that is further enhanced by its omni-channel capabilities.

BY THE NUMBERS

227

Clubs

158

Gas Stations

17

States

6.0

Million Members

\$16.6

Billion Annual Total Revenues



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Virginia Gateway

This BJ's Wholesale Club is adjacent to the Virginia Gateway, a premier shopping destination for the Gainesville and Haymarket area. Located in the heart of Prince William County at the intersection of I-66 and Route 29, this exciting 1.3 million square foot, mixed-use development has an amazing selection of over 130 retail shops, restaurants and service oriented businesses. The Virginia Gateway averages over 8.2 million visitors annually.



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Gainesville, Virginia

This BJ's Wholesale Club is located in Gainesville, Virginia. This vibrant suburban district is approximately 30 miles outside of Washington, D.C. in Prince William County and is one

of the best places to live in Virginia. The city brings together the perfect amount of Virginia charm without being too far from a large metro area. It provides the perfect balance of two very different worlds.

Visitors can enjoy a fun night on the town at several bars and nightclubs, world-class PGA golf courses, and even find time for a hike at the Conway Robinson State Forest. The Conway Robinson State Forest is "an-urban oasis" – a beautiful forest in the midst of the most developed urban/suburban area in Virginia. With more than two million people living within 30 miles of this State Forest, its importance as a research and educational tool demonstrating the value of forests to the community is sure to continue to increase. Other major attractions include the shopping megalopolis known as **Virginia Gateway**, and other attractions such as **Tin Cannon Brewery, Regal Cinemas, Murlarkey Distillery** and **Cabela's**.



Conway Robinson State Forest



Cabela's



Murlarkey Distillery

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Prince William County

A HUB OF INNOVATION

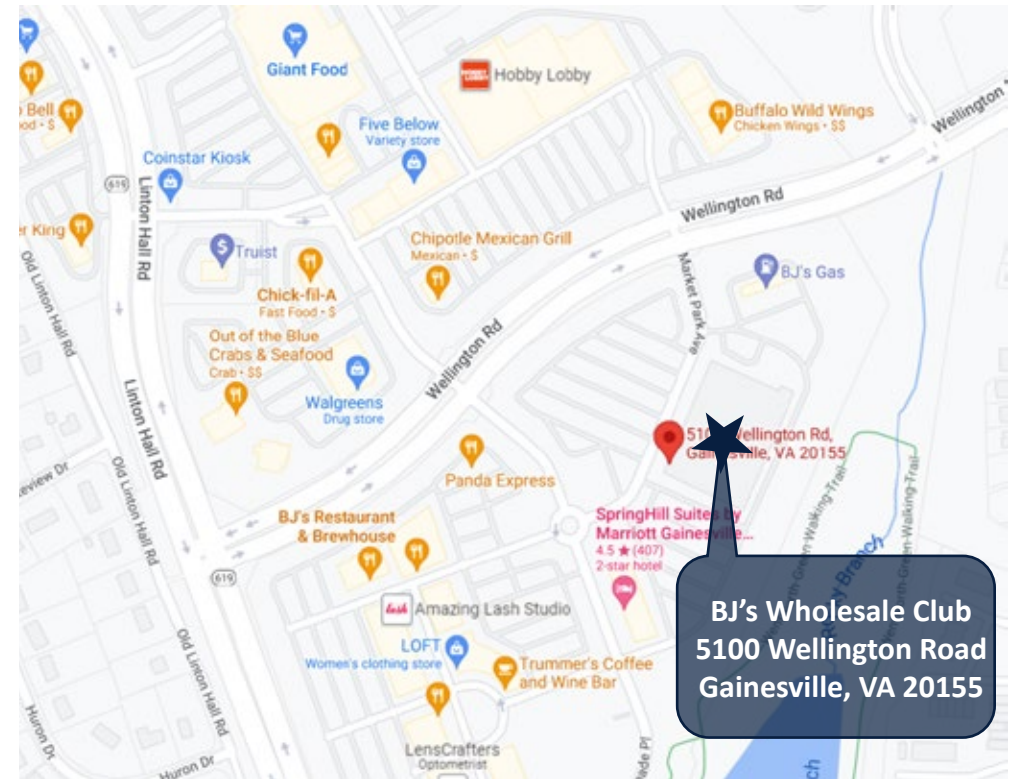
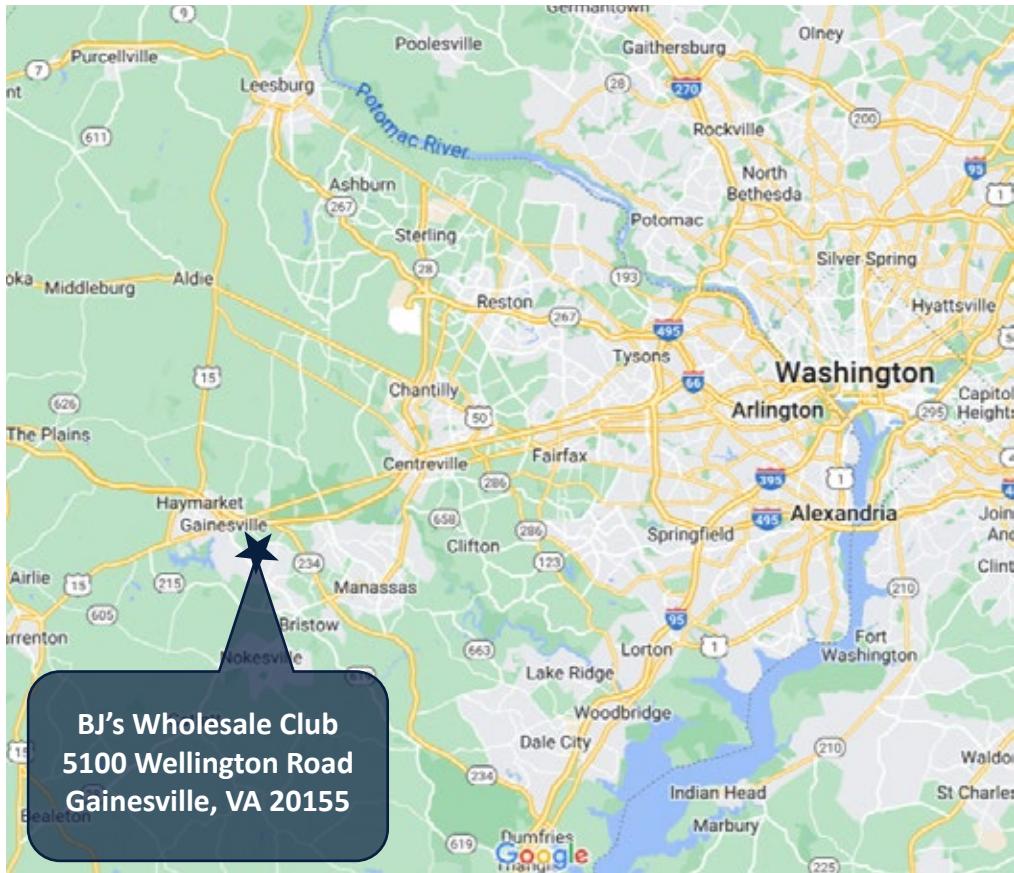
- **George Mason University:** the largest public research university in the Commonwealth of Virginia chose Prince William County for its Science & Technology Campus and Potomac Science Center.
- **Northern Virginia Community College:** the largest educational institution in Virginia and the second-largest community college in the country opened its 55,000 sq. ft. Regional Center for Workforce Education and Training in Prince William County.

TARGETED INDUSTRIES

- **Life Sciences and Biotechnology:** Prince William County is home to one of the fastest-growing biotechnology clusters in Greater Washington, DC Metro Area.
- **Information Communication Technology:** Prince William County is where the largest data center market in North America meets world-class fiber, internet connectivity, and an unmatched IT workforce.
- **Specialized Logistics & Supply Chain:** Located just 30 minutes outside of Washington DC, specialized logistics and supply chain companies enjoy Prince William's strategic location and extensive infrastructure in order to service their customers and deliver products quickly and efficiently.
- **Revitalization & Redevelopment:** The eastern Prince William Potomac Communities along the I-95 Defense Corridor benefits from nearly 14 miles of waterfront amenity and new development opportunities. Approximately 20 miles from the White House, Pentagon, National Airport and HQ2, the area is located between two key military bases (Quantico and Ft. Belvoir) and is currently benefiting from over \$500 million invested for massive road and infrastructure improvements to improve and widen U.S. Rt. 1 the length of its 12-mile stretch in prince William.

As the second-largest county in the Commonwealth of Virginia, Prince William County is a community of choice with a strong, diverse economic base, where individuals and families choose to live, work and play and businesses choose to locate. Offering unmatched access to Northern Virginia's 1.5 million workers and unparalleled quality of place, Prince William County provides businesses fast access to top U.S. markets, a diverse workforce, and the world. While the County's growth is owed in part to its strategic location it has excellent competitive advantages such as a ready supply of skilled, young professionals; affordable and available land; and competitive labor costs, all of which result in a strong value proposition with the Greater Washington, DC metropolitan area.





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THE UPLAND ADVANTAGE

Upland Real Estate Group, Inc., which was founded in 1995, is a Minneapolis based commercial real estate, brokerage, and investment company, which focuses on passive real investments, 1031 solutions, real estate portfolio diversification, and wealth preservation. Upland offers "big business service" with the attentiveness you expect from a boutique shop.

Our ability to swiftly match buyers with sellers is one of the many reasons Upland Real Estate Group, Inc. is the nation's primary resource for the purchase or sale of net leased, credit investment properties. Many investors and 1031 tax deferred exchange buyers have benefited from the experience and expertise of our team of net leased investment sales specialists.



PROVEN SUCCESS RECORD

Completed in excess of 900 net leased sales transactions totaling over \$2.8 billion

Combined sales experience of over 60 years

Specialized in NNN investment market for more than 20 years

Upland's 1031 investment specialists have successfully completed net lease sales transactions with tenants including, but not limited to:

- | | | |
|-----------------------|----------------------------|---------------------|
| 7-Eleven | Dollar General | O'Reilly Auto Parts |
| Advance Auto | Family Dollar | Petco |
| Applebee's | Gander Mountain | Sherwin Williams |
| Arby's | Goodwill | Starbucks |
| BJ's Wholesale | Jack in the Box | Taco Bell |
| Bridgestone/Firestone | Jiffy Lube | Tires Plus |
| Buffalo Wild Wings | KinderCare Learning Center | Tractor Supply |
| Burger King | Kohl's | Trader Joe's |
| Camping World | McDonald's | Valvoline |
| CVS Pharmacy | National Tire & Battery | Walgreens |

BENEFITS OF WORKING WITH UPLAND

Nationally recognized CCIM accredited sales team

Comprehensive and searchable online database

Excellent reputations and credibility

Online Letter of Intent forms

Access to confidential off-market properties

Extensive referral network

Prompt follow-up and attention to detail

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L to R: Emily Counts, Larissa Jackson, Amanda Leathers Keith Sturm, CCIM & Deb Vannelli, CCIM