

Bank of America



ABSOLUTE NNN INVESTMENT OPPORTUNITY
CHARLESTON, SOUTH CAROLINA



Actual Site



EXCLUSIVELY MARKETING BY

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Bank of America



 23,700
CARS PER DAY

171
Folly Road

Mortello Drive

Verly's
CLEANERS

ups

RE/MAX
FULLBAIL

Jersey
Mike's
SUBS

marcos
Pizza

Publix

MELVIN'S
BARBECUE



5

7

15

17

INVESTMENT SUMMARY

INVESTMENT HIGHLIGHTS

PROPERTY OVERVIEW

PARCEL MAP

AERIALS

SITE PLAN

LOCATION MAP

AREA OVERVIEW

CITY OVERVIEW

DEMOGRAPHICS

FINANCIALS

RENT ROLL

PRICING SUMMARY

TENANT OVERVIEW

Bank of America



Actual Site

INVESTMENT SUMMARY

SRS National Net Lease Group is pleased to present the opportunity to acquire the fee simple interest (land & building) in a single tenant, absolute NNN leased Bank of America with 4 lane drive-thru, investment property located in Charleston, SC. According to the FDIC, this Bank of America location has the highest total deposits in the James Island corridor of Charleston (#1 of 14 bank locations). Bank of America, an S&P BBB+ investment grade tenant, is also the #2 financial institution (28 total) within Charleston County. This location has strong deposits with \$101MM in 2017, a 19% increase over deposits from 2016. The tenant, Bank of America, has approximately 7 years remaining on their initial term with 16 (5-year) options. The lease features annual 3% rental increases throughout the initial term, and is absolute NNN with zero landlord responsibilities.

The subject site is located at the hard corner intersection of Folly Road and Martello Drive (combined 23,700 VPD). Folly Road is the major north/south thoroughfare through the James Island corridor of Charleston with national/credit retailers lining both sides of the road. The subject property is also adjacent to the heavily trafficked James Island Expressway (28,800 VPD), the main highway connecting downtown Charleston to James Island. The bank is an outparcel to a Publix anchored shopping center with multiple points of ingress/egress and excellent visibility with a large monument sign for a corner site. The bank serves approximately 116,000 residents with an average household income of \$75,000 located within a 5-mile radius. Additionally over 118,000 employees support the trade area.



OFFERING

PRICING:	\$5,619,000
NET OPERATING INCOME:	\$323,078
CAP RATE:	5.75%
BLENDED 7 YEAR AVERAGE CAP RATE:	6.29%
DEPOSITS (2017):	\$101 Million
CREDIT RATING:	S&P: BBB+ (Investment Grade)
LEASE TYPE:	Abs. NNN
LANDLORD RESPONSIBILITIES:	None

PROPERTY SPECIFICATIONS

RENTABLE AREA:	4,317 SF
LAND AREA:	1.11 Acres
PROPERTY ADDRESS:	540 Folly Road, Charleston, SC 29412
YEAR BUILT:	1999
PARCEL NUMBER:	340-00-00-064
OWNERSHIP:	Fee Simple (Land and Building)

INVESTMENT HIGHLIGHTS

7 YEARS REMAINING ON INITIAL TERM | S&P BBB+ | RARE ANNUAL RENTAL INCREASES

- 7 years remaining on the initial term
- Bank of America is an investment grade tenant (S&P: BBB+)
- According to the FDIC, Bank of America is in the #2 financial institution (28 total) within the surrounding county of Charleston
- Above average Deposits of \$101MM
- Annual 3% rental increases throughout the initial term

ABSOLUTE NNN LEASE | FEE SIMPLE LAND & BUILDING OWNERSHIP | NO LANDLORD RESPONSIBILITIES

- Tenant pays for CAM, insurance, taxes, and maintains all aspects of the building
- Ideal, management-free investment for an out-of-state, passive investor
- No landlord responsibilities

STRONG BRANCH DEPOSITS | #1 LOCAL BRANCH DEPOSITS | LARGE ~19% DEPOSIT INCREASE FROM 2016

- This Bank of America location has strong branch deposits of \$101MM
- ~19% increase in deposits from 2016
- #1 branch deposits of 14 banks within the James Island corridor of Charleston
- Bank of America operates 12 branches in the county, and this site is in the top 1/3 of all Bank of America branches (4th in deposits)

OUTPARCEL TO PUBLIX MARKET | DENSE RETAIL CORRIDOR | INCREASES CONSUMER DRAW

- The subject property is an outparcel to a Publix anchored community center
- Bank of America is surrounded by other national/credit tenants that include Walmart Supercenter, Lowe's, Rite Aid, CVS Pharmacy, and more
- Close proximity to national/credit tenants increases consumer draw to the subject property

LOCATED AT HARD CORNER INTERSECTION | EXCELLENT VISIBILITY AND ACCESS | IRREPLACEABLE LOCATION WITH 4 LANE DRIVE THRU

- Situated at the hard corner intersection of Folly Road and Martello Drive with 23,700 vehicles passing by daily
- Irreplaceable location on a corner site with excellent visibility and access to one of the busiest local thoroughfares
- This Bank of America location features 4 drive-thru lanes providing ease and convenience for customers

LOCATED NEAR NUMEROUS RESIDENTIAL APARTMENT COMPLEXES | CLOSE PROXIMITY TO COUNTRY CLUB OF CHARLESTON GOLF COURSE

- Bank of America is located just three quarters of a mile to the Southeast of the new luxury apartment complex The Standard at James Island (280 units), just half a mile from the Sawgrass Apartments (144 units), and adjacent to the quarterdeck at James Island (229 units)
- Strong residential consumer base with an affluent average household income of \$80,000 in the immediate 1-mile trade area
- The Country Club of Charleston golf course has been around since 1922 and attracts a large number of locals and tourists alike

AFFLUENT DEMOGRAPHICS IN 5-MILE TRADE AREA

- More than 116,000 residents and 118,000 employees support the trade area
- \$75,000 average household income

IDEAL RIGHT SIZE BUILDING FOOTPRINT ON LARGE 1.11 ACRE PARCEL

- 2,498 SF bank on ideal 1.11 acre lot, adding to intrinsic value
- Unlike many bank locations, the subject property fully utilizes the available space with ample parking, and a large 4 lane drive-thru

PROPERTY OVERVIEW



ACCESS

There are two (2) access points along Martello Drive.



TRAFFIC COUNTS

Folly Road/ State Highway 171:23,700
 Harbor View Rd:12,900
 James Island Expressway/ State Highway 30:.....28,800



IMPROVEMENTS

There is approximately 4,317 SF of existing building area.



PARKING

There are approximately 31 parking spaces on the owned parcel.
 The parking ratio is approximately 7.18 stalls per 1,000 SF of leasable area.



YEAR BUILT

1999



PARCEL

Parcel Number: 340-00-00-064 Acres: 1.11 Square Feet: 48,352



ZONING

LB - Limited Business





Down Town Charleston





TD Bank
America's Most Convenient Bank®

Edward Jones
MAKING SENSE OF INVESTING

H&R BLOCK

Hallmark

Publix

Marco's
Pizza

Jersey Mike's
SUBS

RE/MAX
FULLBAIL

Lively's
CLEANERS

ups

Firestone

STATE FARM
INSURANCE

23,700
CARS PER DAY

MELVIN'S
BARBECUE

Total Health Solutions LLC

MIRAVISTA
AT JAMES ISLAND

Martello Drive

Folly Road

171

Bank of America

N



 **23,700**
CARS PER DAY

Folly Road



Martello Drive

Bank of America



 **23,800**
CARS PER DAY

bp  700 Maybank Highway

WELLS FARGO

SOUTH STATE BANK

Starbucks

Great Clips
CVS pharmacy
Harris Teeter

The Standard at James Island Apartments (280 Units)

RITE AID

BNC BANK

McDonald's

SYNOVUS

Arby's

Wendy's

SUBWAY

James Island Christian School

Sawgrass Apartments (144 Units)

CrestCom Bank

Country Club of Charleston Golf Course

 **12,900**
CARS PER DAY

First Citizens Bank

TD Bank

Merchants Village

ups

Hallmark

Firestone

Publix

H&R BLOCK

Bank of America

Harbor View Elementary School

Harbor View Road

Quarterdeck at James Island (229 Units)

 **28,800**
CARS PER DAY

PRECISION FLOORING GROUP

Martello Drive

James Island Express Way

Mira Vista Townhomes (~100 Units)

LOWE'S

23,700
CARS PER DAY 

WELLS FARGO

IHOP

HERITAGE TRUST FEDERAL CREDIT UNION





FOLLY RD.

171

MARTELLO DR.

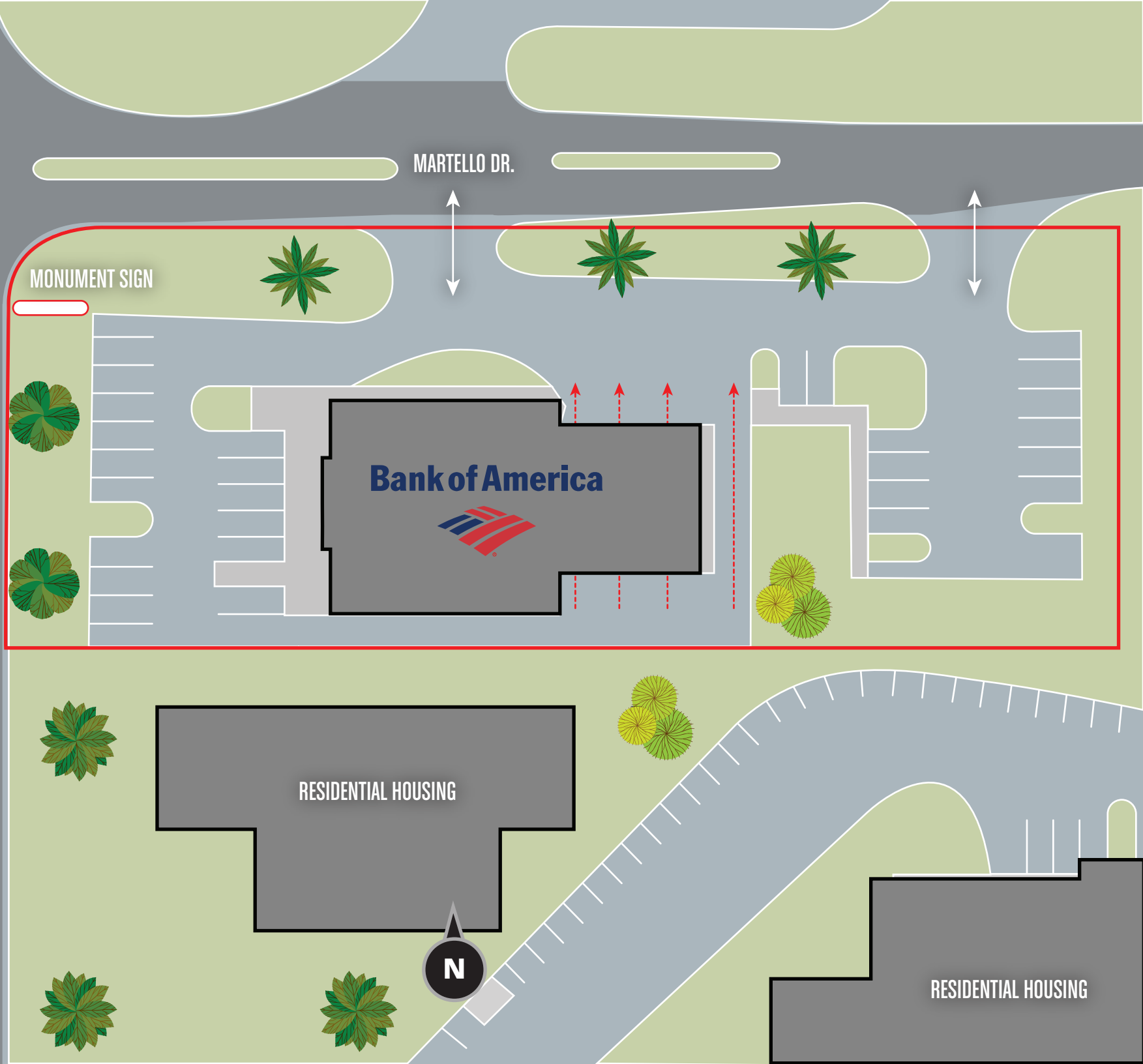
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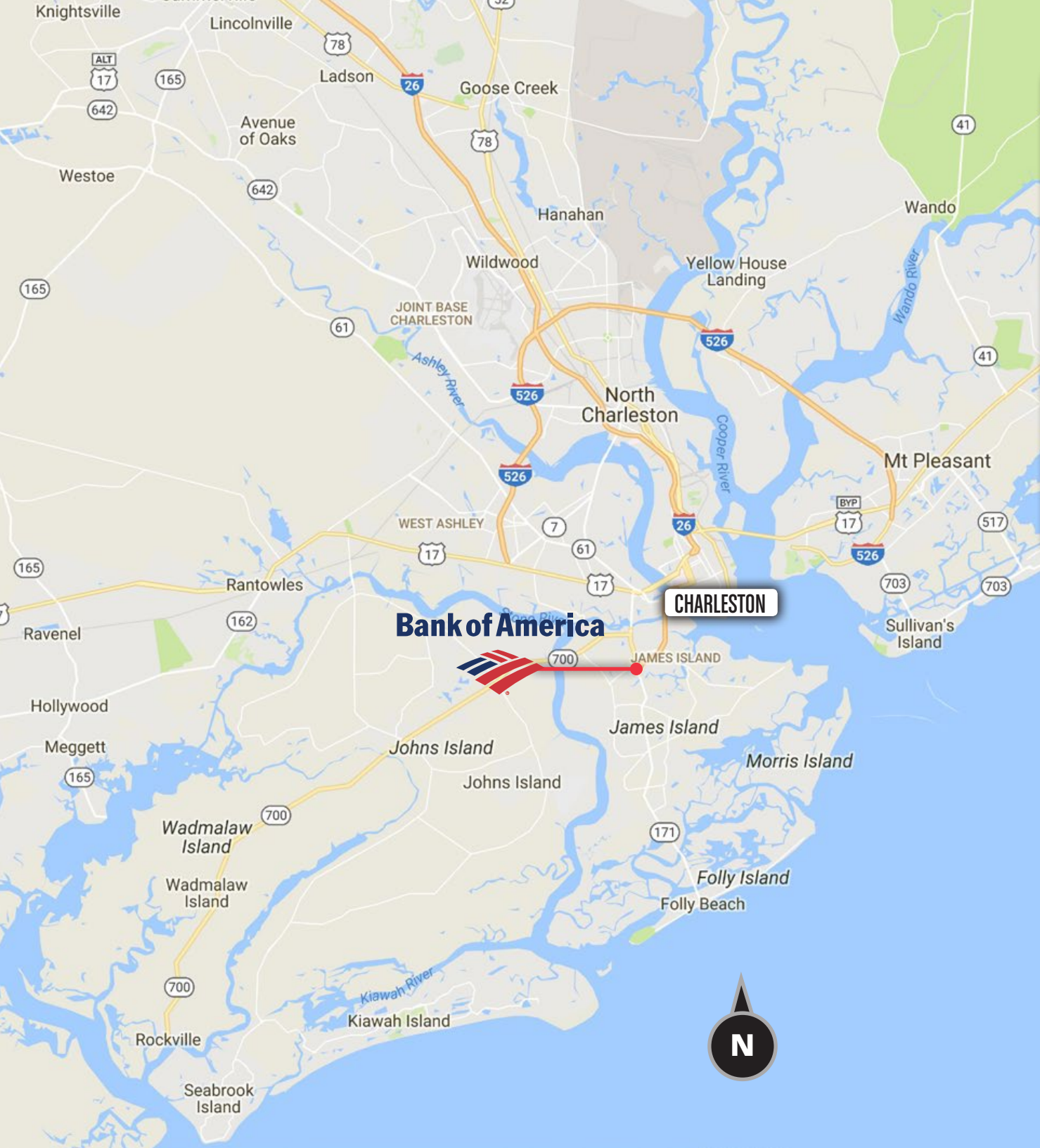
Bank of America

RESIDENTIAL HOUSING

N

RESIDENTIAL HOUSING





2017 ESTIMATED POPULATION

1 Mile.....	6,511
3 Mile.....	51,573
5 Mile.....	115,894

2017 AVERAGE HOUSEHOLD INCOME

1 Mile.....	\$80,177
3 Mile.....	\$85,593
5 Mile.....	\$75,253

2017 ESTIMATED TOTAL EMPLOYEES

1 Mile.....	8,329
3 Mile.....	71,813
5 Mile.....	118,507



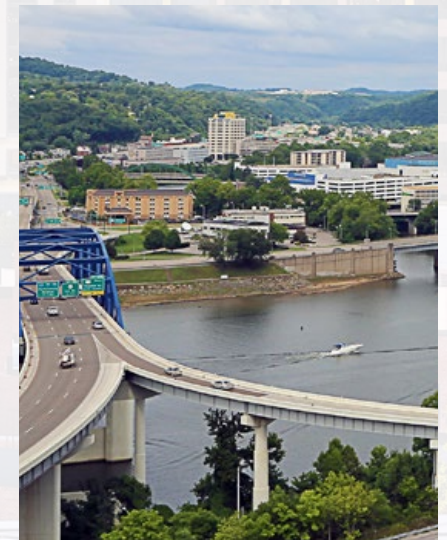
AREA OVERVIEW OF CHARLESTON, SOUTH CAROLINA

Charleston is the oldest and largest city in the U.S. state of South Carolina, the county seat of Charleston County, and the principal city in the Charleston–North Charleston–Summerville Metropolitan Statistical Area. The city lies just south of the geographical midpoint of South Carolina's coastline and is located on Charleston Harbor, an inlet of the Atlantic Ocean formed by the confluence of the Ashley and Cooper rivers. Charleston had an estimated population of 134,385 in 2016. The estimated population of the Charleston metropolitan area, comprising Berkeley, Charleston, and Dorchester counties, was 761,155 residents in 2016, the third-largest in the state and the 78th-largest metropolitan statistical area in the United States.

Charleston is a major tourist destination, with a considerable number of luxury hotels, hotel chains, inns, and bed and breakfasts, and a large number of restaurants serving Lowcountry cuisine and quality shopping. Charleston is also an important art destination, named a top-25 arts destination by AmericanStyle magazine. The city has two shipping terminals, owned and operated by the South Carolina Ports Authority, which are part of the fourth-largest container seaport on the East Coast and the thirteenth largest container seaport in North America. Charleston is becoming a prime location for information technology jobs and corporations, and has experienced the highest growth in this sector between 2011 and 2012 due in large part to the Charleston Digital Corridor. In 2013, the Milken Institute ranked the Charleston region the ninth-best performing economy in the US due in large part to the growing IT sector. Notable companies include Blackbaud, SPARC, BoomTown, CSS, and Benefitfocus.

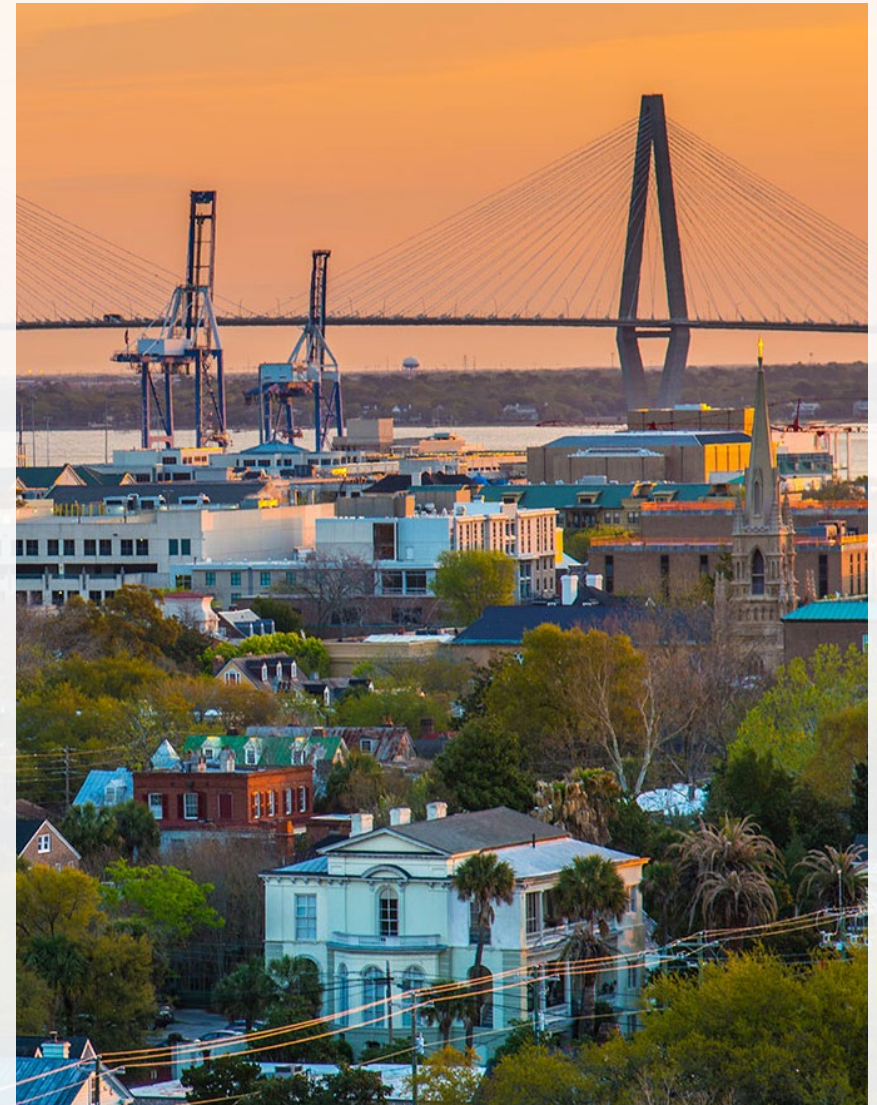
Throughout its history, Charleston has served as a cultural capital of the South. Visual arts are well represented here with the Gibbes Museum of Art, Charleston's premier art museum, in addition to numerous art galleries. Each spring, Charleston is host to Spoleto Festival U.S.A., a 17-day art festival featuring a variety of artistic performances. Other annual events include the Moja African-American Arts Festival, the Worldfest Charleston International Film Festival, the Southeastern Wildlife Exposition, the Charleston Food and Wine Festival, the Christmas Parade of Boats, and the Christmas in Charleston Celebration.

As an early colonial city, Charleston is replete with museums and historical attractions. The Old Exchange and Customs House in downtown Charleston ranks with Boston's Faneuil Hall and Philadelphia's Independence Hall as one of the three most important Colonial buildings in the country. Charleston is also home to Fort Sumter, where the first shots of the Civil War were fired, and Fort Moultrie, the site of a critical British defeat in the Revolutionary War. The City of Charleston is served by the Charleston International Airport. It is located in the City of North Charleston and is about 12 miles northwest of downtown Charleston. It is the busiest passenger airport in South Carolina (IATA: CHS, ICAO: KCHS). The airport shares runways with the adjacent Charleston Air Force Base. Charleston Executive Airport is a smaller airport located in the John's Island section of the city of Charleston and is used by noncommercial aircraft. Both airports are owned and operated by the Charleston County Aviation Authority.



AREA OVERVIEW (CONTINUED)

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
2017 Estimated Population	6,511	51,573	115,894
2022 Projected Population	6,973	55,737	125,311
2010 Census Population	5,979	46,586	104,096
Projected Annual Growth 2016 to 2021	1.38%	1.57%	1.57%
Historical Annual Growth 2010 to 2016	1.18%	1.41%	1.49%
2017 Estimated Households	3,224	23,458	50,243
2022 Projected Households	3,466	25,397	54,550
2010 Census Households	2,940	21,119	44,809
Projected Annual Growth 2016 to 2021	1.46%	1.60%	1.66%
Historical Annual Growth 2010 to 2015	1.28%	1.46%	1.59%
2017 Estimated White	78.50%	79.90%	67.20%
2017 Estimated Black or African American	16.50%	16.30%	28.10%
2017 Estimated Asian or Pacific Islander	1.80%	1.60%	1.50%
2017 Estimated American Indian or Native Alaskan	0.20%	0.20%	0.20%
2017 Estimated Other Races	1.20%	0.50%	1.10%
2017 Estimated Hispanic	3.10%	2.00%	2.80%
2017 Estimated Average Household Income	\$80,177	\$85,593	\$75,253
2017 Estimated Median Household Income	\$55,423	\$56,559	\$50,347
2017 Estimated Per Capita Income	\$39,938	\$39,261	\$33,251
2017 Estimated Total Businesses	465	2,491	6,820
2017 Estimated Total Employees	8,329	71,813	118,507



RENT ROLL

TENANT NAME	SQUARE FEET	LEASE TERM		RENTAL RATES				RECOVERY TYPE	OPTIONS
		LEASE START	LEASE END	BEGIN	INCREASE	MONTHLY	ANNUALLY		
Bank of America	4,317	Feb. 2006	Mar. 2026	Current	3%	\$26,923	\$323,078	Absolute NNN	16 (5-Year)
				Mar. 2020	3%	\$27,731	\$332,770		Each 5-Year Option:
				Mar. 2021	3%	\$28,563	\$342,753		Lesser of 3% Inc. or FMV
Notes:									See Notes Below

1. 3% annual rental increases throughout current term.

2. Rent during the option periods is equal to the lesser of: (i) Annual Basic Rent payable during the Lease Year immediately preceding the then applicable Renewal Term multiplied by 1.03 or (ii) the Fair Market Value of the Renewal Premises during the applicable Renewal Term; provided, however, that in no event shall the Annual Basic Rent paid by Tenant during any Renewal Term be less than the Annual Basic Rent payable by Tenant during the immediately preceding Lease Year used for making the determination contemplated by this section (1.4d).

3. Once established, Annual Basic Rent for the applicable Renewal Term will remain fixed for each 5-year Renewal Term.

FINANCIAL INFORMATION

Price:	\$5,619,000
Net Operating Income:	\$323,078
Cap Rate:	5.75%
Blended 7 Year Average Cap Rate:	6.29%
Lease Type:	Abs. NNN

PROPERTY SPECIFICATIONS

Year Built:	1999
Rentable Area:	4,317 SF
Land Area:	1.11 Acres
Deposits:	\$85 Million
Address:	540 Folly Road, Charleston, SC 29412

TENANT PROFILE

BANK OF AMERICA

Bank of America



Bank of America is one of the world's leading financial institutions, serving individual consumers, small and middle-market businesses and large corporations with a full range of banking, investing, asset management and other financial and risk management products and services. The company provides unmatched convenience in the United States, serving approximately 47 million consumer and small business relationships with approximately 4,500 retail financial centers, approximately 16,000 ATMs, and award-winning online banking with approximately 34 million active users and approximately 23 million mobile users. Bank of America is a global leader in wealth management, corporate and investment banking and trading across a broad range of asset classes, serving corporations, governments, institutions and individuals around the world. Bank of America offers industry-leading support to approximately 3 million small business owners through a suite of innovative, easy-to-use online products and services. The company serves clients through operations in all 50 states, the District of Columbia, the U.S. Virgin Islands, Puerto Rico and more than 35 countries. Bank of America Corporation stock (NYSE: BAC) is listed on the New York Stock Exchange.

Company Type: Public (NYSE: BAC)
 2016 Employees: 211,000
 2016 Revenue: \$93.66 Billion
 2016 Net Income: \$17.91 Billion
 2016 Assets: \$2.19 Trillion
 2016 Equity: \$266.84 Billion
 Ranking: #26 in FORTUNE 500 (June 2017)



NATIONAL NET LEASE GROUP

SRS GLOBAL STATS



800+
PROPERTIES CURRENTLY
REPRESENTED



600+
CLIENTS REPRESENTED
IN 2016



\$2.6B*
TRANSACTION VALUE



20+
OFFICES



250+
BROKERS,
PROFESSIONALS,
AND STAFF



#1
LARGEST REAL ESTATE FIRM
EXCLUSIVELY DEDICATED TO
RETAIL SERVICES IN NORTH AMERICA

*STATISTICS ARE FOR 2016.