



4636 WEST MARKET STREET | GREENSBORO, NC



OFFERED AT \$2,098,000 | 7.00% CAP

CBRE



INTRODUCTION

CBRE, on behalf of Ownership as its exclusive advisor, is pleased to offer for sale the fee-simple interest in the SunTrust Bank branch located at 4636 West Market Street in Greensboro, North Carolina (the “Property”). The Property is 100% net-leased to SunTrust Bank (“SunTrust” or “Tenant”), the 10th largest commercial bank in the United States with nearly \$163 billion in total deposits. In addition to being one of the nation’s largest financial institutions with \$208 billion in total assets, SunTrust holds an investment grade credit rating (S&P: “A-”). The branch is subject to a triple net lease to SunTrust with approximately 7.0 years remaining (as of 12/1/2018), however the Property is currently subleased to American Partners Federal Credit Union. When coupled with the benefit of an in-place subtenant, the Offering provides the excellent opportunity to purchase a bank branch with long-term cash flow from one of the nation’s largest financial institutions at a discount to current market pricing.



THE OFFERING

The Property is situated within the Piedmont Triad, which is comprised of Greensboro, Winston-Salem, and High Point, North Carolina and home to more than 1.6 million residents. Located east of downtown Greensboro within a dominant retail corridor, the Property is surrounded by multiple grocery stores, numerous quick service restaurants, business parks, and a Walgreens. The 0.83-acre site is an outparcel to a Harris Teeter grocery store anchored shopping center and is passed by nearly 34,000 vehicles per day. Built in 1996, the Property totals 2,320 square feet and includes five drive-thru banking lanes and 19 parking spaces. In addition to no landlord obligations or any cancellation options, the lease is subject to attractive 3.00% annual escalations. SunTrust is currently paying an annual net rent of \$146,853, which equates to a net rental rate of \$63.30 per square foot.

INVESTMENT HIGHLIGHTS

- In addition to the Harris Teeter grocery store, the Property is part of a shopping center home to Planet Fitness and JOANN Fabrics and Crafts. Both of the branch’s entrances allow convenient access to primary grocery store parking areas.
- Across the street from the Property is also a Food Lion grocery store and both Dollar Tree and Dollar General have locations within a few blocks. Area quick service restaurants include McDonald’s, Burger King, Wendy’s, Taco Bell, and KFC, to name a few.
- In addition to the immediate retail corridor, the branch is surrounded by dense residential communities home to nearly 7,500 residents within a 1-mile radius. That same population has an average annual household income of nearly \$70,000.



PROPERTY HIGHLIGHTS

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- SUNTRUST BANK
- INVESTMENT GRADE TENANCY: A- (S&P)
- 7 YEARS OF REMAINING LEASE TERM
- NNN LEASE STRUCTURE
- 3.00% ANNUAL ESCALATIONS
- SUBLEASED TO AMERICAN PARTNERS FEDERAL CREDIT UNION
- OUTPARCEL TO HARRIS TEETER GROCERY STORE

PROPERTY OVERVIEW

Located in Guilford County, the city of Greensboro is the third-most populous city in North Carolina and is a principal city in the Greensboro–High Point Metropolitan Area (MSA Population: 761,184). The city’s largest employers include Guilford County School System, Cone Health, City of Greensboro, Ralph Lauren and the University of North Carolina–Greensboro.

Located east of downtown Greensboro within a dominant retail corridor, the Property is surrounded by multiple grocery stores, numerous quick service restaurants, business parks, and a Walgreens. The 0.83-acre site is an outparcel to a Harris Teeter grocery store anchored shopping center and is passed by nearly 34,000 vehicles per day. Other major retailers within the immediate vicinity include The UPS Store, Food Lion, Wendy’s, Taco Bell and Dollar General, among others.

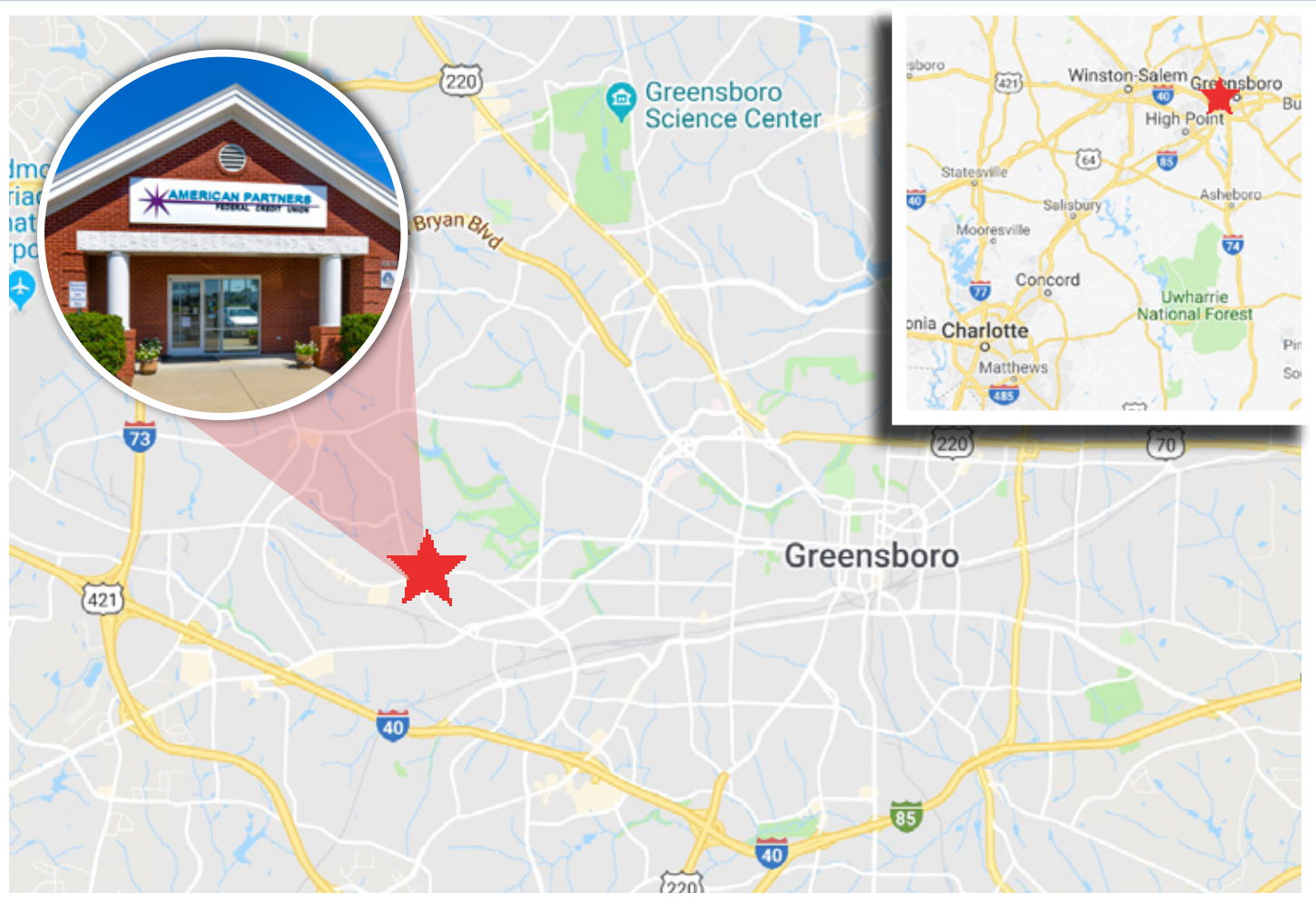


PRICING & LEASE SUMMARY	
Price	\$2,098,000
Current Annual Net Rent / PSF	\$146,853 / \$63.30
Cap Rate	7.00%
Tenant	SunTrust Bank
Credit Rating	A- / Baa1 / A-
Escalations / Next Escalation	3.00% Annual / 12/1/2019
Lease Expiration / Remaining Term	11/30/2025 / 7.0 Years
Lease Structure	NNN
Renewal Options	4 x 5-Years Options
Cancellation Option	None

PROPERTY INFORMATION	
Address	4636 West Market Street, Greensboro, NC
Square Footage	2,320
Floors	Single Story
Year Built	1996
Site Size / Hard Corner	0.83 Acres / Yes
Parking Spaces	19
Drive-Thru Banking Lanes	5
Average Daily Traffic Count	33,648

DEMOGRAPHIC PROFILE			
Radius:	1-Mile	3-Mile	5-Mile
Population	7,373	80,150	186,457
Households	3,169	35,746	80,605
Median HH Income	\$42,712	\$47,250	\$49,465
Average HH Income	\$67,011	\$67,701	\$71,349

Note: Current Annual Net Rent and Remaining Term Calculated as of 12/1/2018



TENANT OVERVIEW

SunTrust Bank (the “Tenant”) is the 10th-largest commercial bank by deposits in the United States and is the primary, wholly-owned subsidiary of the holding company, SunTrust Banks, Inc. (“SunTrust” or the “Company”). Founded in 1891, SunTrust operates through two business segments: Consumer and Wholesale. The Consumer segment provides deposits, credit cards, brokerage products, and trust services while the Wholesale division offers capital market and financing services. Located primarily in the Southeastern and Mid-Atlantic states, the Company employs more than 23,780 people across 1,268 full-service banking offices and is headquartered in Atlanta, Georgia. Standard & Poor’s, Moody, and Fitch provide SunTrust Bank with credit ratings of “A-”, “Baa1”, and “A-”, respectively. Please refer to the following table for pertinent details on both SunTrust Bank as well as its holding company.

SUNTRUST BANK COMPANY OVERVIEW	
Tenant	SunTrust Bank
Credit Ratings (Standard & Poors, Moody's, Fitch)	"A-" / "Baa1" / "A-"
Parent Company	SunTrust Banks, Inc.
NYSE Ticker Symbol	"STI"
Founded	1891
Headquarters	Atlanta, Georgia
Employee Count (as of December 31, 2017)	23,785
# of Full-Service Banking Offices (as of December 31, 2017)	1,268
Credit Ratings (Standard & Poors, Moody's, Fitch)	"BBB+" / "Baa1" / "A-"
Market Capitalization (8/8/18)	\$4.74 Billion

SunTrust Bank subleases the Property to American Partners Federal Credit Union (“American Partners”). American Partners is a member-owned, not-for-profit credit union with two branches, one of which can be found in Reidsville, North Carolina while the other is located at the Property. American Partners participates in the CO-OP network, the largest interbank system in the United States with more than 5,000 shared branches and nearly 30,000 ATMs. Additionally, American Partners belongs to an international community of more than 200 million credit unions. This allows a member of American Partners to complete withdrawals, deposits, and loan payments from any credit union around the world.



TOP COMMERCIAL BANKS AND SAVINGS INSTITUTIONS BY DEPOSITS			
Rank	Institution Name	# of Locations	Total Deposits
1	Bank of America, National Association	4,603	\$1,270,150,700
2	JPMorgan Chase Bank, National Association	5,284	\$1,270,116,997
3	Wells Fargo Bank, National Association	6,087	\$1,237,791,000
4	Citibank, National Association	718	\$504,431,000
5	U.S. Bank National Association	3,173	\$329,468,253
6	PNC Bank, National Association	2,561	\$257,675,713
7	TD Bank, National Association	1,278	\$227,051,123
8	Capital One, National Association	664	\$220,751,261
9	Branch Banking and Trust Company	2,192	\$163,093,000
10	SunTrust Bank	1,311	\$162,671,910
11	Charles Schwab Bank	2	\$162,367,000
12	HSBC Bank USA, National Association	229	\$128,153,520
13	The Bank of New York Mellon	6	\$126,191,000
14	Goldman Sachs Bank USA	4	\$105,886,000
15	KeyBank National Association	1,235	\$105,344,214
16	Fifth Third Bank	1,174	\$104,809,057
17	Morgan Stanley Bank, National Association	1	\$100,032,000
18	Regions Bank	1,492	\$99,191,861
19	Manufacturers and Traders Trust Company	831	\$94,979,081
20	Citizens Bank, National Association	825	\$87,914,988

CONTACT INFORMATION

WILL PIKE

Vice Chairman
+1 404 923 1381
will.pike@cbre.com

MAURY VANDEN EYKEL

Senior Director
+1 312 297 7634
maury.vandeneysel@cbre.com

MIKE BURKARD

CBRE NC Licensee
mike.burkard@cbre.com

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Confidentiality Agreement

Your receipt of this Memorandum constitutes your acknowledgement that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property ("Owner") or CBRE, Inc., and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE, Inc.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

Disclaimer

This Memorandum contains select information pertaining to the Property and the Owner, and does not purport to be all-inclusive or contain all or part of the information which prospective investors may require to evaluate a purchase of the Property. The information contained in this Memorandum has been obtained from sources believed to be reliable, but has not been verified for accuracy, completeness, or fitness for any particular purpose. All information is presented "as is" without representation or warranty of any kind. Such information includes estimates based on forward-looking assumptions relating to the general economy, market conditions, competition and other factors which are subject to uncertainty and may not represent the current or future performance of the Property. All references to acreages, square footages, and other measurements are approximations. This Memorandum describes certain documents, including leases and other materials, in summary form. These summaries may not be complete nor accurate descriptions of the full agreements referenced. Additional information and an opportunity to inspect the Property may be made available to qualified prospective purchasers. You are advised to independently verify the accuracy and completeness of all summaries and information contained herein, to consult with independent legal and financial advisors, and carefully investigate the economics of this transaction and Property's suitability for your needs. ANY RELIANCE ON THE CONTENT OF THIS MEMORANDUM IS SOLELY AT YOUR OWN RISK.

The Owner expressly reserves 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 at any time with or without notice to you. All offers, counteroffers, and negotiations shall be non-binding and neither CBRE, Inc. nor the Owner shall have any legal commitment or obligation except as set forth in a fully executed, definitive purchase and sale agreement delivered by the Owner.

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