



# WELLS FARGO

1309 N CHESTER AVE | BAKERSFIELD, CA 93308

OFFERING MEMORANDUM

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



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REAL ESTATE INVESTMENT SERVICES

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**PROPERTY  
ADDRESS**

1309 N Chester Ave  
Bakersfield, CA


**NET  
RENTABLE AREA**

±6,400 SF


**LIST PRICE**

\$1,828,571


**CAP RATE**

5.25%

## INVESTMENT HIGHLIGHTS

### LEASE

- **Newly Extended** - Wells Fargo renewed their lease in 2017 for 7 years with another option to extend showing strong commitment to the location
- **Perfect 1031 Exchange Property** - Absolute NNN lease with zero landlord responsibilities
- **Dominant Location** - Wells Fargo has been at this site for nearly 30 years solidifying the viability of this branch
- **Below Market Rent** - Wells Fargo is paying extremely cheap rent at just \$15/sf. The average Wells Fargo rent in California according to CoStar is \$33.60/SF

### LOCATION

- Bakersfield is the #1 city in the country for agricultural production and is the #2 oil producing county in the nation
- **Healthy Deposits** - 2018 deposits at this branch was \$77,770,000, a nearly 10% increase from the previous year
- **Near International Airport** - The property is located directly next to Meadows Field Airport which recently underwent \$50MM in renovations
- **Dense Population** - There are nearly 135,000 people within a 3-mile radius
- **Nearby Industry** - Wells Fargo is within a few miles of Midway-Sunset Oil Field, the largest oilfield in California and the third largest in the United States
- **Abundance of Schools** - Standard Elementary & Middle School are located directly across the street from the property, and North High School is located within a mile of the property. Collectively these schools have over 3,000 students
- Property ideally positioned in a designated “**Opportunity Zone**” which is an incentive program for investors looking to minimize taxes on their capital gains

### TENANT

- Wells Fargo has over \$1.9 trillion in assets, a market capitalization of \$224 billion, revenue of \$86 billion, S&P rating of A-, and the 7th largest public company in the world (Forbes)
- Wells Fargo is the second-largest bank in deposits, home mortgage servicing, and debit cards.
- With approximately 259,000 team members, Wells Fargo serves one in three households in the U.S.









# WELLS FARGO

WELLS FARGO

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## PROPERTY OVERVIEW



## PHYSICAL DESCRIPTION



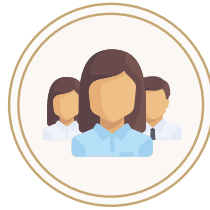
### PROPERTY ADDRESS

1309 N Chester Ave  
Bakersfield, CA



### NET RENTABLE AREA

±6,400 SF



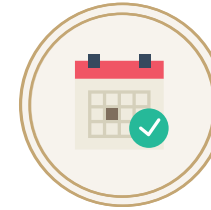
### TOTAL TENANTS

1



### CURRENT OCCUPANCY

100.0%



### AVERAGE TERM REMAINING

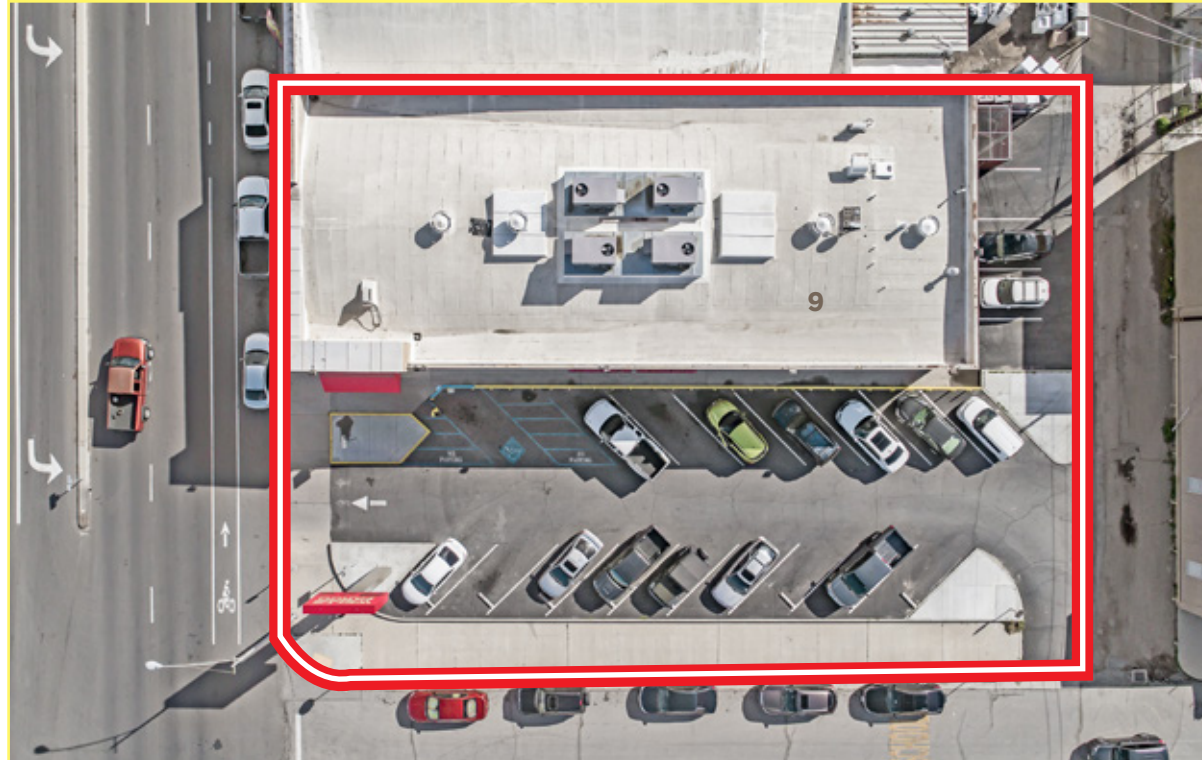
±5 Years



### APN

113-142-03-00-7

## PARCEL MAP





A photograph of a Wells Fargo building with a large sign on the facade. A red pickup truck is parked in front of the entrance, and a person is standing to the left of the truck. The image has a semi-transparent overlay with text.

# WELLS FARGO

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## FINANCIAL OVERVIEW

## THE OFFERING

Property Address	1309 N Chester Ave Bakersfield, CA 93308
List Price	\$1,828,571
NOI	\$96,000
Cap Rate	5.25%
Lease Type	Absolute NNN
Ownership	Fee Simple
Lease Expiration	02/24/2024
Options	One, 5-Year Option
Increases	8% in Option
Year Built	1957
GLA	±6,400 SF
Lot Size	±0.34 AC

**WELLS  
FARGO**

## ANNUALIZED OPERATING DATA

Lease Start	Lease End	Monthly Rent	Annual Rent	Rent PSF	Cap Rate
02/25/2017	02/24/2024	\$8,000	\$96,000	\$15	5.25%
02/25/2024	02/24/2029	\$8,640	\$103,680	\$16.20	5.67%



# WELLS FARGO

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## AREA OVERVIEW

## BAKERSFIELD, CA

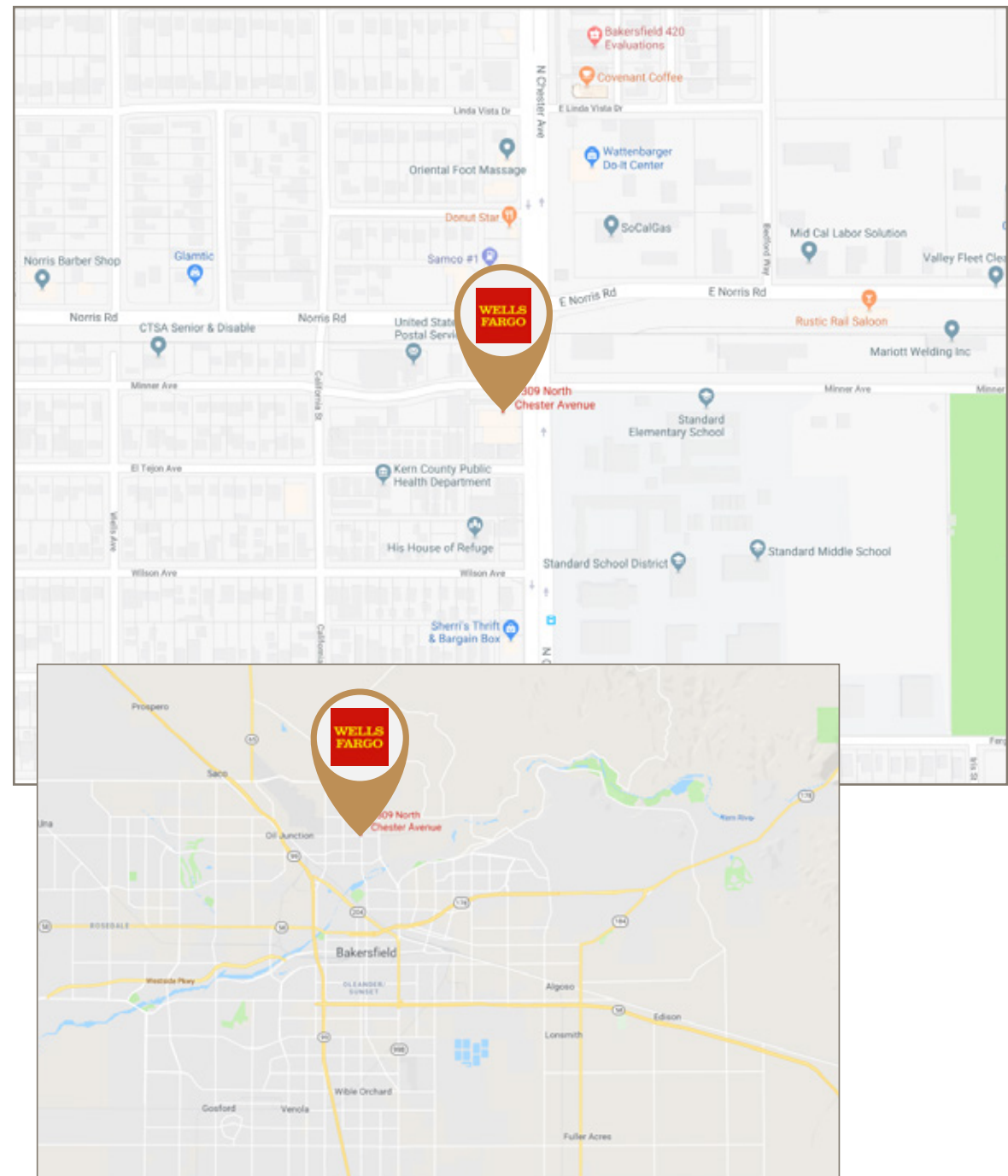
Bakersfield is a city and the county seat of Kern County, California, United States. It covers about 142 square miles near the southern end of the San Joaquin Valley and the Central Valley region. Bakersfield's population is approximately 380,000, making it the ninth most populous city in California and the 52nd-most populous city in the nation.

The city is a significant hub for both agriculture and oil production. Kern County is the most productive oil-producing county, and the fourth most productive agricultural county (by value) in the United States. Industries include natural gas and other energy extraction, aerospace, mining, petroleum refining, manufacturing, distribution, food processing, and corporate regional offices. The city is also the birthplace of the country music genre known as the Bakersfield sound.

## DEMOGRAPHICS

Population	1 Mile	3 Mile	5 Mile
2010 Census	15,319	132,915	310,800
2019 Estimate	16,084	135,342	319,553
2024 Projection	16,433	137,981	327,262
Growth 2010-2019	4.99%	1.83%	2.82%
Growth 2019-2024	2.17%	1.95%	2.41%
Households	1 Mile	3 Mile	5 Mile
2010 Census	5,616	42,352	100,349
2019 Estimate	6,045	43,393	103,104
2024 Projection	6,195	44,279	105,491
Growth 2010-2019	7.64%	2.46%	2.75%
Growth 2019-2024	2.48%	2.04%	2.31%
Income	1 Mile	3 Mile	5 Mile
Average Household Income	\$43,012	\$43,538	\$55,702

## LOCATION MAP





## BAKERSFIELD ECONOMY

Bakersfield's historic and primary industries have related to Kern County's two main industries, oil and agriculture. Kern County in 2013 was the most oil productive county in America. Kern County is a part of the highly productive San Joaquin Valley, and ranks in the top five most productive agricultural counties in the nation. Major crops for Kern County include: grapes, citrus, almonds, carrots, alfalfa, cotton, and roses. The city serves as the home for both corporate and regional headquarters of companies engaged in these industries.

Bakersfield also has a growing manufacturing and distribution sector. Several companies have moved to Bakersfield because of its inexpensive land and access to the rest of America, as well as international ports in both Los Angeles and Oakland. Other companies have opened regional offices and non-oil/agricultural businesses because of Bakersfield's and Kern County's business friendly policies, such as having no local utility or inventory taxes. Products manufactured in the city include: ice cream (world's largest ice cream plant), central vacuums, highway paint, and stock racing cars.



**#1 IN NATION FOR  
AGRICULTURE PRODUCTION**



**#2 OIL-PRODUCING COUNTY  
IN THE NATION**



**#2 METRO IN NATION FOR  
MOST DIVERSIFIED ECONOMY**





## 1-MILE DEMOGRAPHICS



16,084 PEOPLE



6,045 HOUSEHOLDS











TRB  
OILFIELD SERVICES, INC.

SIGN  
OLUTIONS

TRICOR  
REFINING, LLC

KERN RIVER

STANDARD  
PARK

STANDARD  
ELEMENTARY  
SCHOOL

STANDARD  
MIDDLE SCHOOL



CHESTER AVE ±14,000 UPD

WELLS  
FARGO  
SUBJECT PROPERTY

California  
TV & APPLIANCES SERVICES





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TENANT  
OVERVIEW

WELLS FARGO



The background image shows a Wells Fargo building with a large sign on the left and a smaller one on the right. A person is standing near an ATM on the left. Several cars are parked in the lot, including a white sedan, a silver SUV, and a red car. The sky is blue with white clouds.





## Tenant Overview

» <b>COMPANY NAME</b>	» <b># OF LOCATIONS</b>
Wells Fargo & Co.	±8,600
» <b>OWNERSHIP</b>	» <b>HEADQUARTERS</b>
Public (NYSE: WFC)	San Francisco, CA
» <b>YEAR FOUNDED</b>	» <b>WEBSITE</b>
1852	<a href="http://www.wellsfargo.com">www.wellsfargo.com</a>

Wells Fargo & Company is a bank holding company that owns Wells Fargo Bank, its principal subsidiary and one of the largest banks in the US with more than 8,600 bank branches in all 50 states. Community banking represents Wells Fargo's largest segment. Its wholesale banking arm handles corporate banking across the US and around the world; activities include investment banking and capital markets, securities investment, commercial real estate, and capital finance. Its wealth, brokerage, and retirement segment provides financial advisory services. The bank holding company also runs Wells Fargo Home Mortgage and Wells Fargo Insurance Services. Wells Fargo was founded in 1852 and found early success in the stagecoach business.

### AN INDUSTRY LEADER

Facing a fairly saturated banking market, Wells Fargo's major growth strategy is to increase the number of products their customer use, becoming a one-stop-financial-shop for all customer needs. In 2016, the bank launched the FastFlex Small Business Loan and introduced plans to offer a 3%-down mortgage product for residential borrowers. At the end of the fourth quarter in 2016, Wells Fargo ranked third in assets among U.S. banks at \$1.8 trillion.

### STRONG GEOGRAPHIC PRESENCE

Wells Fargo is present in all 50 US states, plus the District of Columbia. Internationally, the company is present in over 40 countries, including Argentina, Australia, China, India, Japan, South Africa, the UK, UAE, and Vietnam.



## Confidentiality Agreement & Disclaimer

This Offering Memorandum contains select information pertaining to the business and affairs of **Wells Fargo** located at **1309 N Chester Ave | Bakersfield, CA 93308** (“Property”). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material is based in part upon information supplied by the Seller and in part upon financial information obtained from sources it deems reliable. Owner, nor their officers, employees, or agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum or any of its contents and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.



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