

SunTrust Bank

EXCLUSIVE NET-LEASE OFFERING



Actual Site Photo

OFFERING MEMORANDUM



160 Garrisonville Road – Stafford, Virginia 22554

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Marcus & Millichap hereby advises all prospective purchasers of Net Leased property as follows:

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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.

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Investment Highlights

PRICE: \$4,083,556 | CAP: 5.70% | RENT: \$232,763



About the Investment

- ✓ Absolute Triple Net (NNN) Lease | ~9 Years Remaining
- ✓ Attractive 1.5% Annual Rental Increases
- ✓ Investment Grade Tenant | A- Rating (S&P)
- ✓ Six (6), Five (5)-Year Tenant Renewal Options
- ✓ Corporate Tenant | Corporate Guarantee
- ✓ In 2016, SunTrust Bank Executed its Renewal Option Early & Extended the Term of the Lease by 10 Years

About the Location

- ✓ Extremely Dense Retail Corridor | Walmart, Home Depot, Lowes Home Improvements, Aldi, Giant, CVS Pharmacy, Best Buy, Staples, Kohl's, McDonald's, Wawa, 7-Eleven, Burger King, Chick-fil-A, Wendy's, Taco Bell, and Many More
- ✓ Very Strong Traffic Counts | Garrisonville Road | Average of 72,000 Vehicles Per Day
- ✓ Very Wealthy Suburban Area | Average Income of \$124,868 Within a Five-Mile Radius
- ✓ Located Three Miles from North Stafford High School | Total Student Enrollment of 1,699
- ✓ Less than Five Miles from Stafford Hospital | 100-Bed Medical Facility
- ✓ Positive Real Estate Fundamentals | Located 40 Miles from Washington, D.C.

About the Tenant / Brand

- ✓ Investment Grade Tenant | A- Rating (S&P)
- ✓ SunTrust Banks, Inc. is one of the nation's largest and strongest financial services companies, with total assets of \$208 billion and total deposits of \$161 billion as of June 30, 2018
- ✓ SunTrust currently operates 1,222 branches, 2,062 ATMs and employs over 23,200 individuals
- ✓ The company provides deposit, credit, trust, investment, mortgage, asset management, securities brokerage, and capital market services



Representative Photo



Representative Photo



Financial Analysis

PRICE: \$4,083,556 | CAP: 5.70% | RENT: \$232,763



Property Description

Property	SunTrust Bank
Property Address	160 Garrisonville Road
City, State, ZIP	Stafford, VA 22554
Year Built / Renovated	1992
Building Size	3,800
Lot Size	+/- 1.0 Acres
Type of Ownership	Fee Simple

The Offering

Purchase Price	\$4,083,556
CAP Rate	5.70%
Annual Rent	\$232,763
Price / SF	\$1,075
Rent / SF	\$61.25

Lease Summary

Property Type	Net Leased Bank
Lease Expiration	12/31/2027
Lease Term Remaining	9.2
Lease Type	Triple Net (NNN)
Roof & Structure	Tenant Responsible
Rental Increases	1.5% Annually
Options to Renew	Six (6), Five (5)-Year Options

RENT SCHEDULE

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation (%)
1/1/2019 - 12/31/2019	\$232,763	\$19,397	1.50%
1/1/2020 - 12/31/2020	\$236,254	\$19,688	1.50%
1/1/2021 - 12/31/2021	\$239,798	\$19,983	1.50%
1/1/2022 - 12/31/2022	\$243,395	\$20,283	1.50%
1/1/2023 - 12/31/2023	\$247,046	\$20,587	1.50%
1/1/2024 - 12/31/2024	\$250,752	\$20,896	1.50%
1/1/2025 - 12/31/2025	\$254,513	\$21,209	1.50%
1/1/2026 - 12/31/2026	\$258,331	\$21,528	1.50%
1/1/2027 - 12/31/2027	\$262,205	\$21,850	1.50%

INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for a SunTrust Bank located at 160 Garrisonville Road in Stafford, VA. The site constructed in 1992, consists of roughly 3,800 rentable square feet of building space on estimated 1.0 acre parcel of land.

SunTrust Bank is subject to an absolute triple-net (NNN) lease. The annual rent is \$232,763. In 2016, SunTrust Bank executed its renewal option early & extended the term of the lease by 10 Years. There are six (6), five (5)-year tenant renewal options.



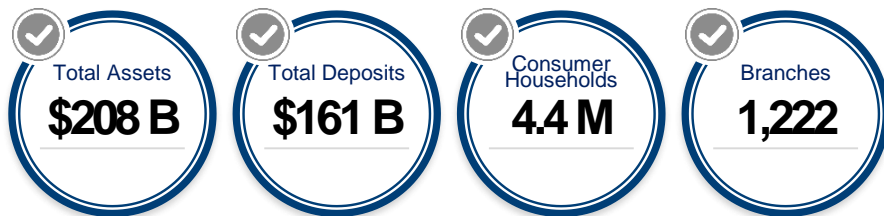
Tenant Overview



About SunTrust Bank

SunTrust Banks, Inc. is one of the nation's largest and strongest financial services companies, with total assets of \$208 billion and total deposits of \$161 billion as of June 30, 2018, but most importantly, they are an organization driven by purpose and a personal touch. SunTrust Bank is a purpose-driven company dedicated to Lighting the Way to Financial Well-Being for the people, businesses, and communities it serves. SunTrust leads onUp, a national movement inspiring Americans to build financial confidence. Headquartered in Atlanta, the Company has two business segments: Consumer and Wholesale. Its flagship subsidiary, SunTrust Bank, operates an extensive branch and ATM network throughout the high-growth Southeast and Mid-Atlantic states, along with 24-hour digital access. Certain business lines serve consumer, commercial, corporate, and institutional clients nationally. The Company provides deposit, credit, trust, investment, mortgage, asset management, securities brokerage, and capital market services.

SunTrust delivers a full suite of products and financial services to serve the needs of their consumer, business, corporate and institutional clients. Their businesses are organized into two segments: Consumer, which includes Private Wealth Management and Mortgage, and Wholesale. Consumer brings together the resources of the company to provide clear and unbiased financial guidance to consumer and small business clients in the Southeast, Mid-Atlantic and select national markets. Wholesale focuses on helping businesses across the country by delivering a comprehensive suite of financial services including lending, liquidity management, treasury and payment, M&A advisory and capital raising.



Representative Photo



Representative Photo



Marcus & Millichap



Location Overview

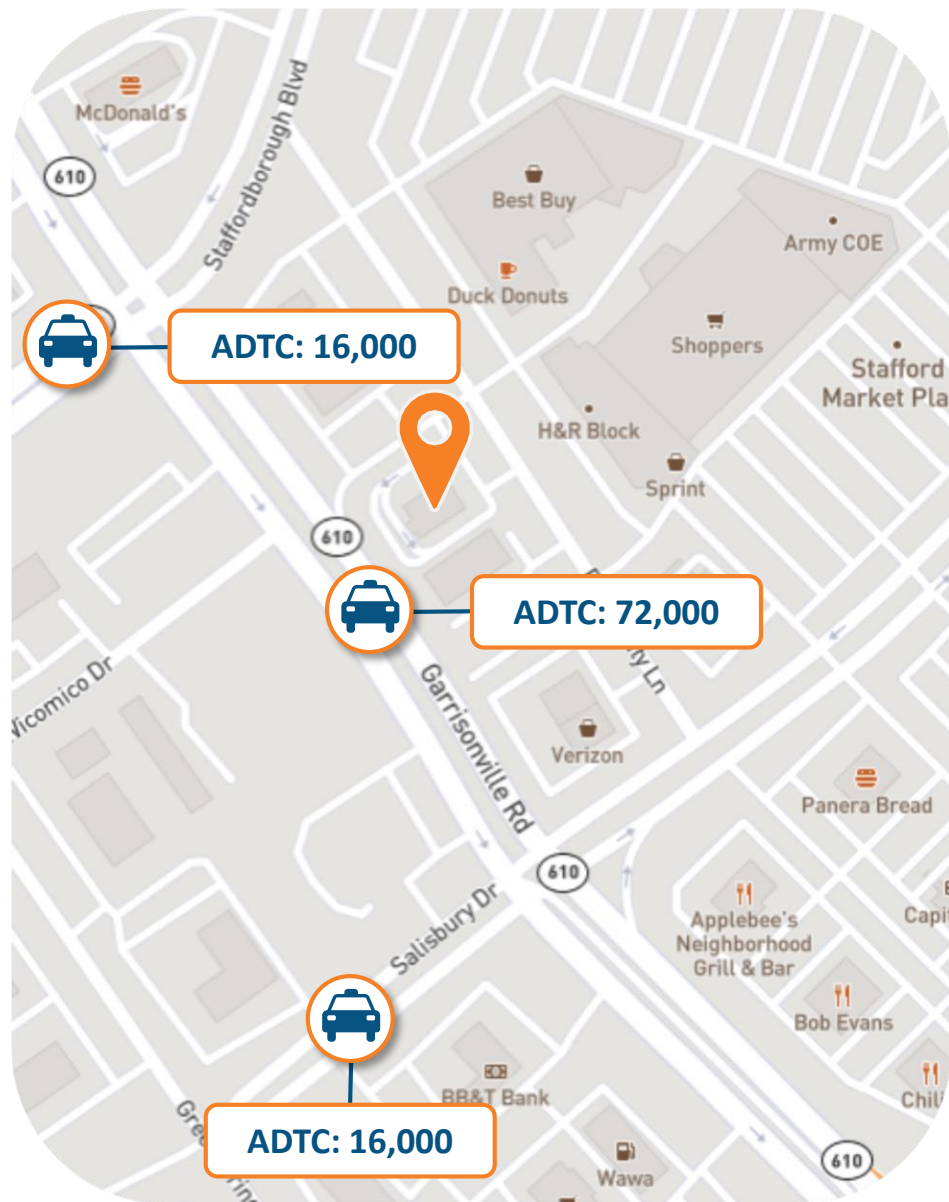
Property Address: 160 Garrisonville Road – Stafford, Virginia 22554



The subject investment property is situated on Garrisonville Road, which boasts an average daily traffic count exceeding 72,000 vehicles. Garrisonville Road intersects with both Staffordborough Boulevard and Salisbury Drive, which both boast average traffic counts exceeding 16,000 vehicles per day. There are more than 54,097 individuals within a three-mile radius of the subject property and more than 76,853 individuals within a five-mile radius. This SunTrust also benefits from being positioned in an affluent suburban community, with an average income of \$124,868 within a five-mile radius.

The subject property benefits from being well-positioned in a highly dense retail corridor consisting of national and local tenants, shopping centers, schools and hospitals. Major national tenants include: Walmart, Home Depot, Lowes Home Improvements, Aldi, Giant, CVS Pharmacy, Best Buy, Staples, Kohl's, McDonald's, Wawa, 7-Eleven, Burger King, Chick-fil-A, Taco Bell, Wendy's, as well as many others. This SunTrust also benefits from being located within five miles of Stafford Hospital, a 100-bed medical facility operating as part of Mary Washington Healthcare. Due to Mary Washington Healthcare's status as a not-for-profit corporation, Stafford Hospital continually benefits from technological upgrades, new hires, advanced services, and other improvements that the system invests into Stafford's operations. The subject investment property is also located only three miles away from North Stafford High School, which boasts a total enrollment exceeding 1,699 students.

Stafford is the county seat of Stafford County and is located in the northern part of Virginia. Stafford is located less than 15 miles from Fredericksburg. Located near where the Rappahannock River crosses the Atlantic Seaboard fall line, Fredericksburg was a prominent port in Virginia during the colonial area. The city is home to several major retail and commercial centers including Central Park (as of 2004, the second-largest mall on the East Coast) and Spotsylvania Towne Centre. Major employers include the University of Mary Washington, Mary Washington Healthcare, and GEICO. Fredericksburg is traversed by a series of rural and suburban four-lane highways and a multitude of small, two-lane roads. Among the major arterial roads are U.S. Route 1, providing north-south transportation from the region to Stafford County, Washington, D.C., and points beyond. Route 3 is a major east-west route that connects downtown Fredericksburg, southern Stafford and King George counties, and Route 301 to the east with the large shopping centers, Spotsylvania Town Center and Central Park. To the west, Route 3 reaches Culpeper, where it meets Route 29 and Route 15.





Property Photo





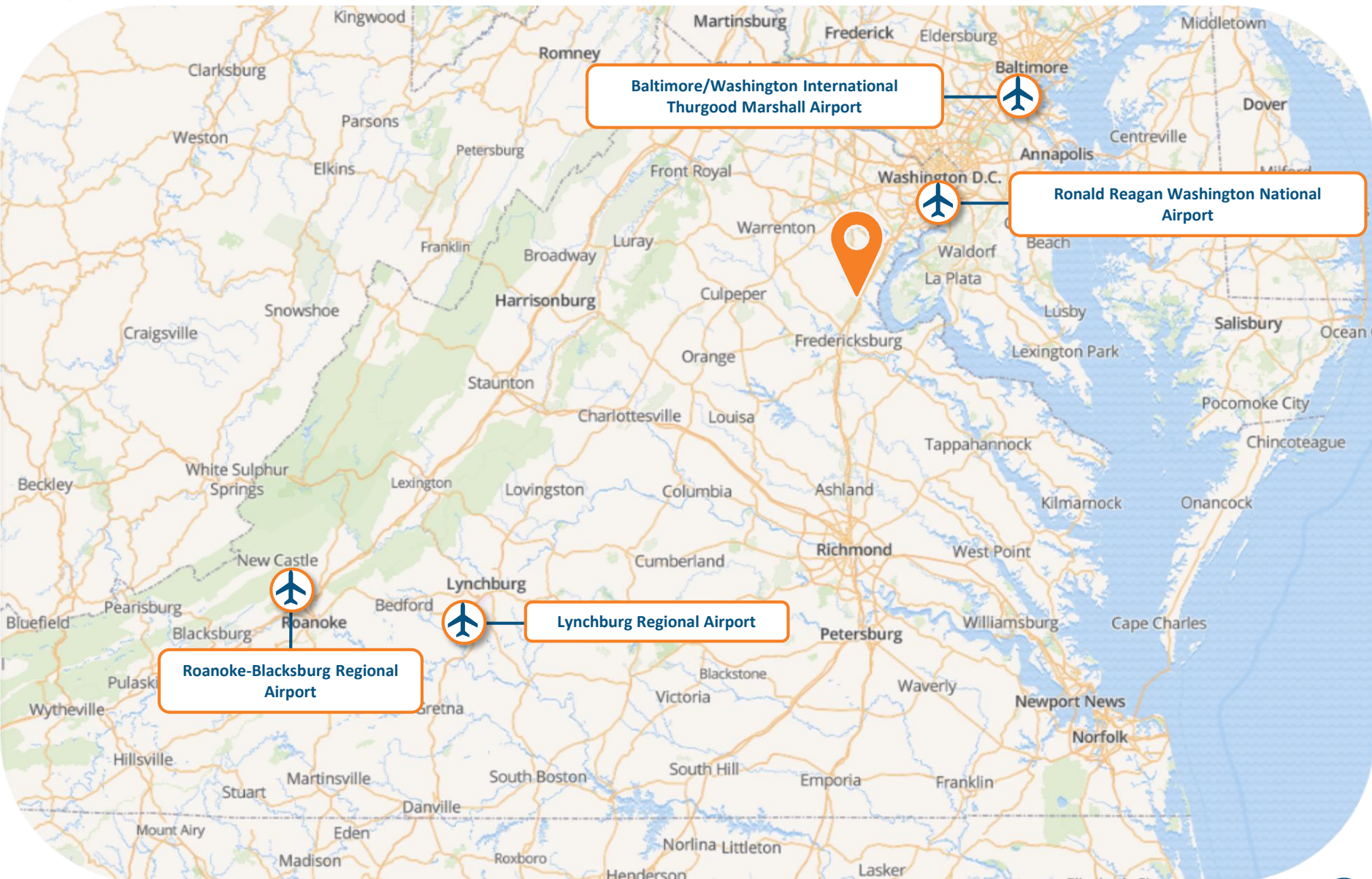
Surrounding Area Photos





Local Map

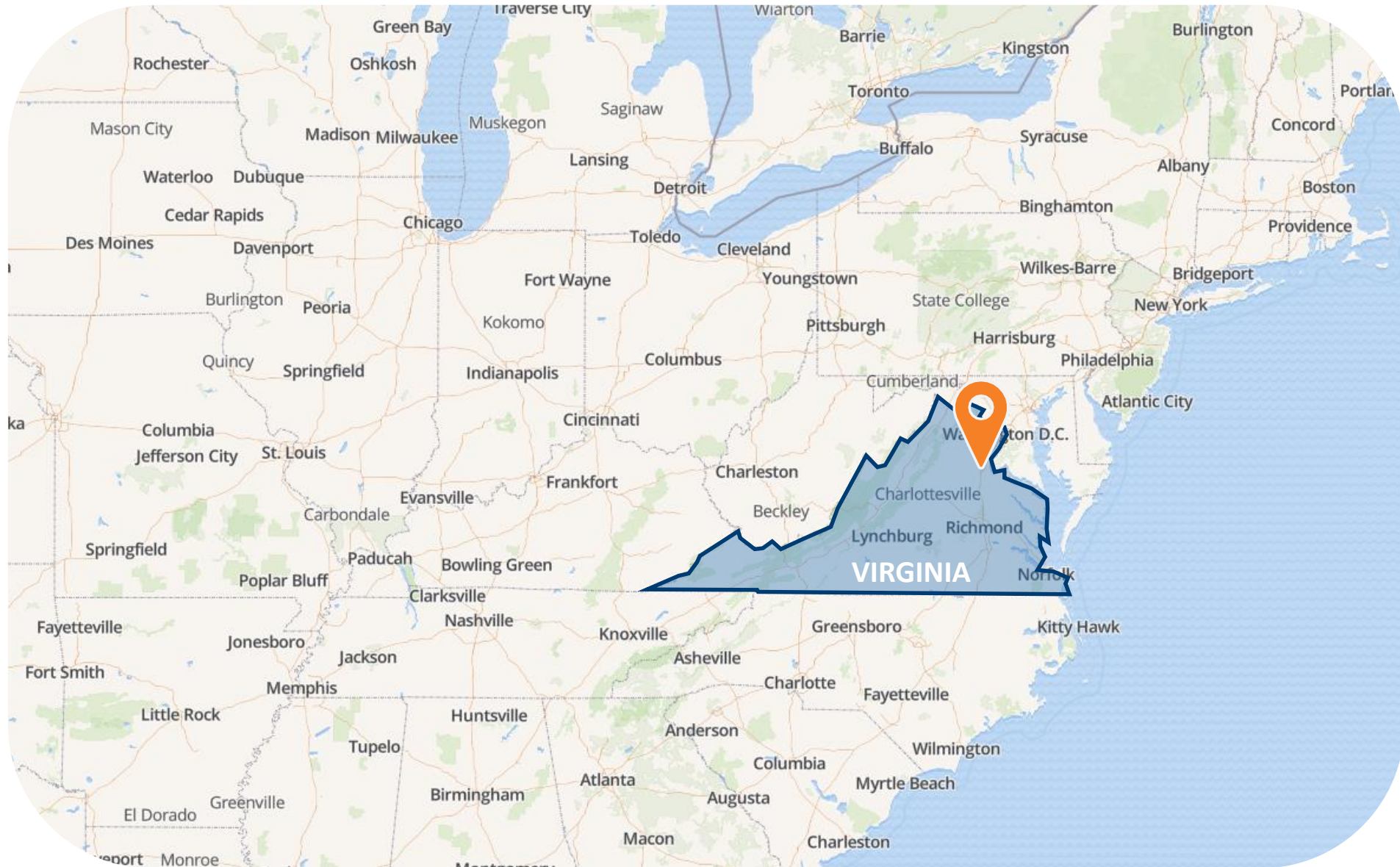
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Regional Map

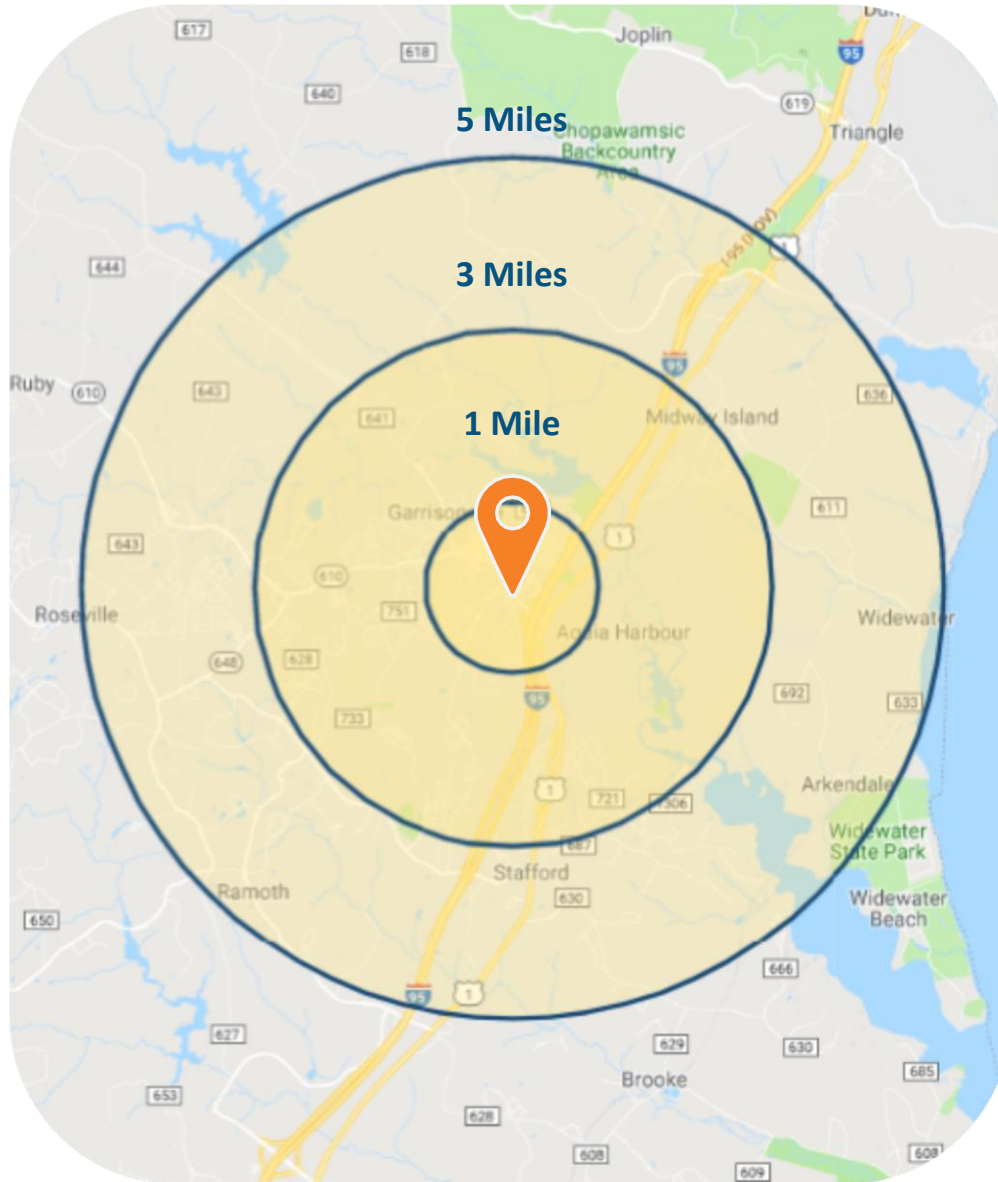
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Demographics

Property Address: 160 Garrisonville Road – Stafford, Virginia 22554



POPULATION

	1 Mile	3 Miles	5 Miles
2022 Projection	10,813	58,897	84,466
2017 Estimate	10,076	54,097	76,853
2010 Census	9,218	48,765	68,938
2000 Census	7,333	35,781	50,254

INCOME

Average	\$99,844	\$118,733	\$124,868
Median	\$77,162	\$93,222	\$97,892
Per Capita	\$34,573	\$37,597	\$39,528

HOUSEHOLDS

2022 Projection	3,784	18,913	26,771
2017 Estimate	3,489	17,122	23,955
2010 Census	3,147	15,209	21,180
2000 Census	2,459	10,967	15,504

HOUSING

2017	\$315,214	\$338,679	\$350,133
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EMPLOYMENT

2017 Daytime Population	7,394	38,596	59,503
2017 Unemployment	7.60%	4.88%	4.34%
2017 Median Time Traveled	44 Mins	46 Mins	45 Mins

RACE & ETHNICITY

White	53.19%	62.89%	64.73%
Native American	0.38%	0.21%	0.19%
African American	23.38%	21.53%	20.73%
Asian/Pacific Islander	4.19%	3.91%	3.76%



Market Overview

City: Stafford | County: Stafford | State: Virginia

Washington, D.C.

Washington, D.C., formally the District of Columbia, is the capital of the United States of America. Washington has been described as an important political capital, owing to its status as the seat of the United States Federal government. Washington is one of the most visited cities in the world, with more than 20 million tourists every year. Commuters from the surrounding Maryland and Virginia suburbs raise the city's daytime population to more than one million during the workweek.

All three branches of the U.S. federal government are centered in the district: U.S. Congress (legislative), President (executive) and the U.S. Supreme Court (judicial). Washington is home to many national monuments and museums, which are primarily situated on or around the National Mall. The city hosts 177 foreign embassies as well as the headquarters of many international organizations, trade unions, non-profit lobbying groups and professional associations, including the organization of American States, AARP, the National Geographic Society, the Human Rights Campaign, the International Finance Corporation and the American Red Cross. The District has growing industries not directly related to government, especially in the areas of education, finance, public policy, and scientific research. Georgetown University, George Washington University, Washington Hospital Center, Children's National Medical Center and Howard University are the top five non-government-related employers in the city. In the 2017 Global Financial Centres Index, Washington was ranked as having the 12th most competitive financial center in the world, and fifth most competitive in the United States.

Major Employers

Employer	Estimated # of Employees
Stafford County Public Schl Bd	4,000
Defense & Government Services	2,400
CVS Health Corporation	1,507
Eris Security Inc	500
National Indus SEC Program	500
E & A Protective Services	450
Rowser Instructional Center	330
Davis Defense Group Inc	275
Veterans Affairs US Dept	270
Stafford Hospital	267
Unisys Corporation	256



Marcus & Millichap

EXCLUSIVE NET LEASE OFFERING

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