

# SunTrust Bank

EXCLUSIVE NET-LEASE OFFERING



1935

# OFFERING MEMORANDUM

*Actual Site Photo*



1935 Galleria Boulevard - Charlotte, North Carolina 28270

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# Investment Highlights

PRICE: \$2,576,545 | CAP: 5.40% | RENT: \$139,133



## 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

- ✓ Dense Retail Corridor | Harris Teeter, Walmart, Food Lion, Walgreens, Burlington, Value City Furniture, Ross Dress for Less, Goodwill, Dunkin' Donuts, Jimmy Johns, Five Guys, Pizza Hut, Taco Bell, Ihop, Cracker Barrel and Many More
- ✓ Robust Demographics | Population Exceeds 200,580 Individuals Within a Five-Mile Radius
- ✓ Affluent Community | Average Household Income Within a Five-Mile Radius is \$101,143
- ✓ Strong Traffic Counts | Sardis Road North and East Independence Boulevard | Average of 27,800 and 59,700 Vehicles Per Day Respectively
- ✓ Unparalleled Location | Located in Charlotte, NC | Third Largest Banking Center in the United States

## 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: \$2,576,545 | CAP: 5.40% | RENT: \$139,133



## Property Description

Property	SunTrust Bank
Property Address	1935 Galleria Blvd
City, State, ZIP	Charlotte, NC 28270
Year Built / Renovated	1995
Building Size	3,188
Lot Size	+/- 1.1 Acres
Type of Ownership	Fee Simple

## The Offering

Purchase Price	\$2,576,545
CAP Rate	5.40%
Annual Rent	\$139,133
Price / SF	\$808
Rent / SF	\$43.64

## 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	\$139,133	\$11,594	1.50%
1/1/2020 - 12/31/2020	\$141,220	\$11,768	1.50%
1/1/2021 - 12/31/2021	\$143,339	\$11,945	1.50%
1/1/2022 - 12/31/2022	\$145,489	\$12,124	1.50%
1/1/2023 - 12/31/2023	\$147,671	\$12,306	1.50%
1/1/2024 - 12/31/2024	\$149,886	\$12,491	1.50%
1/1/2025 - 12/31/2025	\$152,135	\$12,678	1.50%
1/1/2026 - 12/31/2026	\$154,417	\$12,868	1.50%
1/1/2027 - 12/31/2027	\$156,733	\$13,061	1.50%

## INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for a SunTrust Bank located at 1935 Galleria Boulevard in Charlotte, North Carolina. The site constructed in 1995, consists of roughly 3,188 rentable square feet of building space on estimated 1.1 acre parcel of land.

SunTrust Bank is subject to an absolute triple-net (NNN) lease. The annual rent is \$139,133. 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.





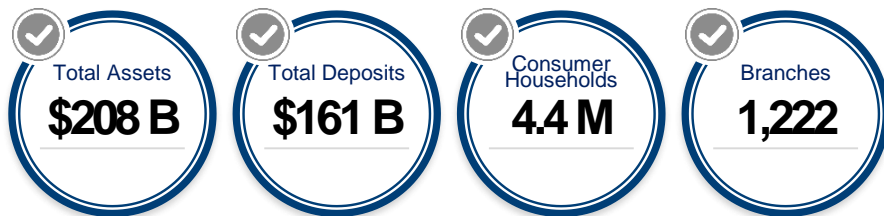
# Tenant Overview



## 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



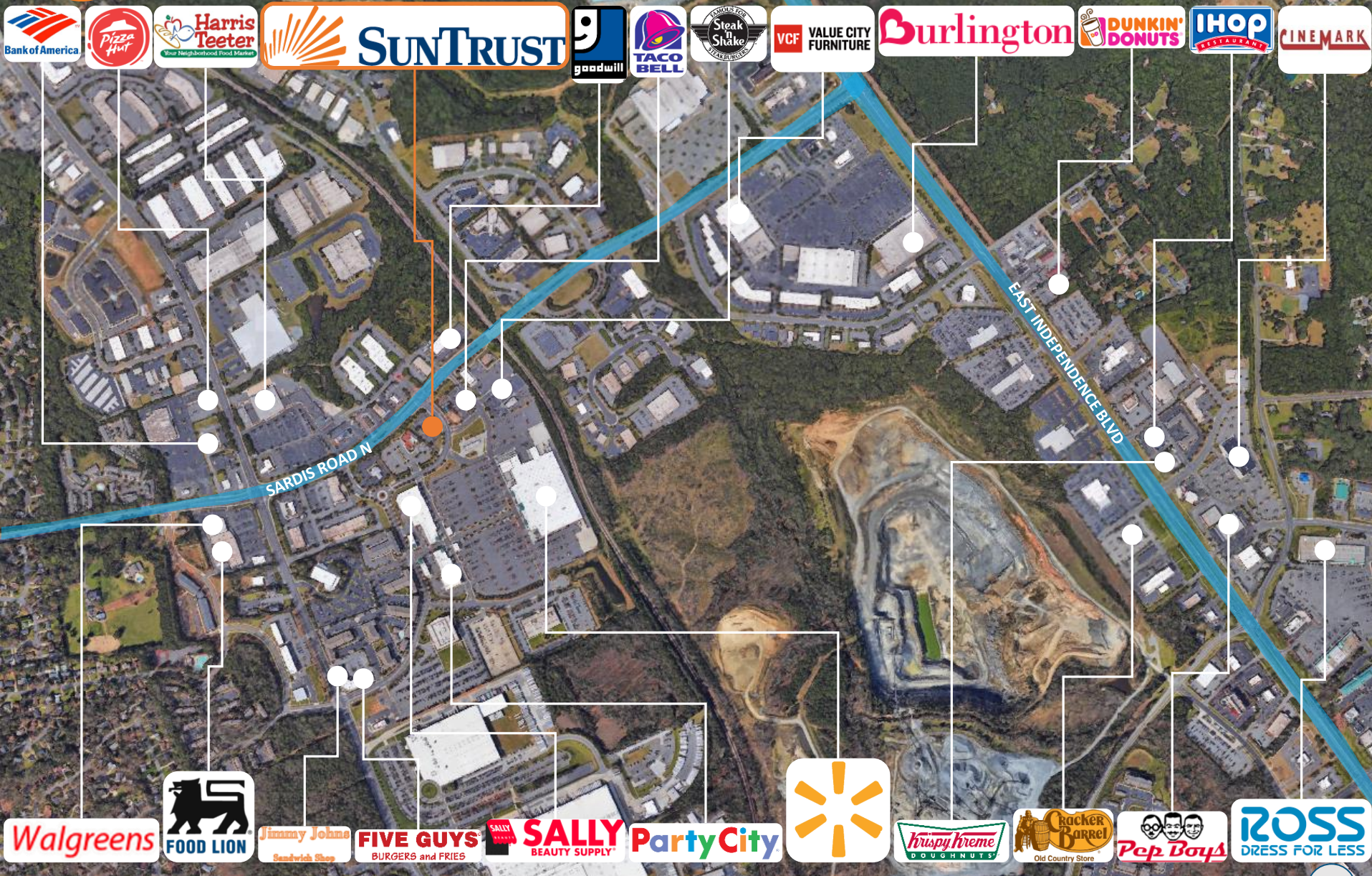
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# Surrounding Area

Property Address: 1935 Galleria Boulevard - Charlotte, North Carolina 28270







# Location Overview

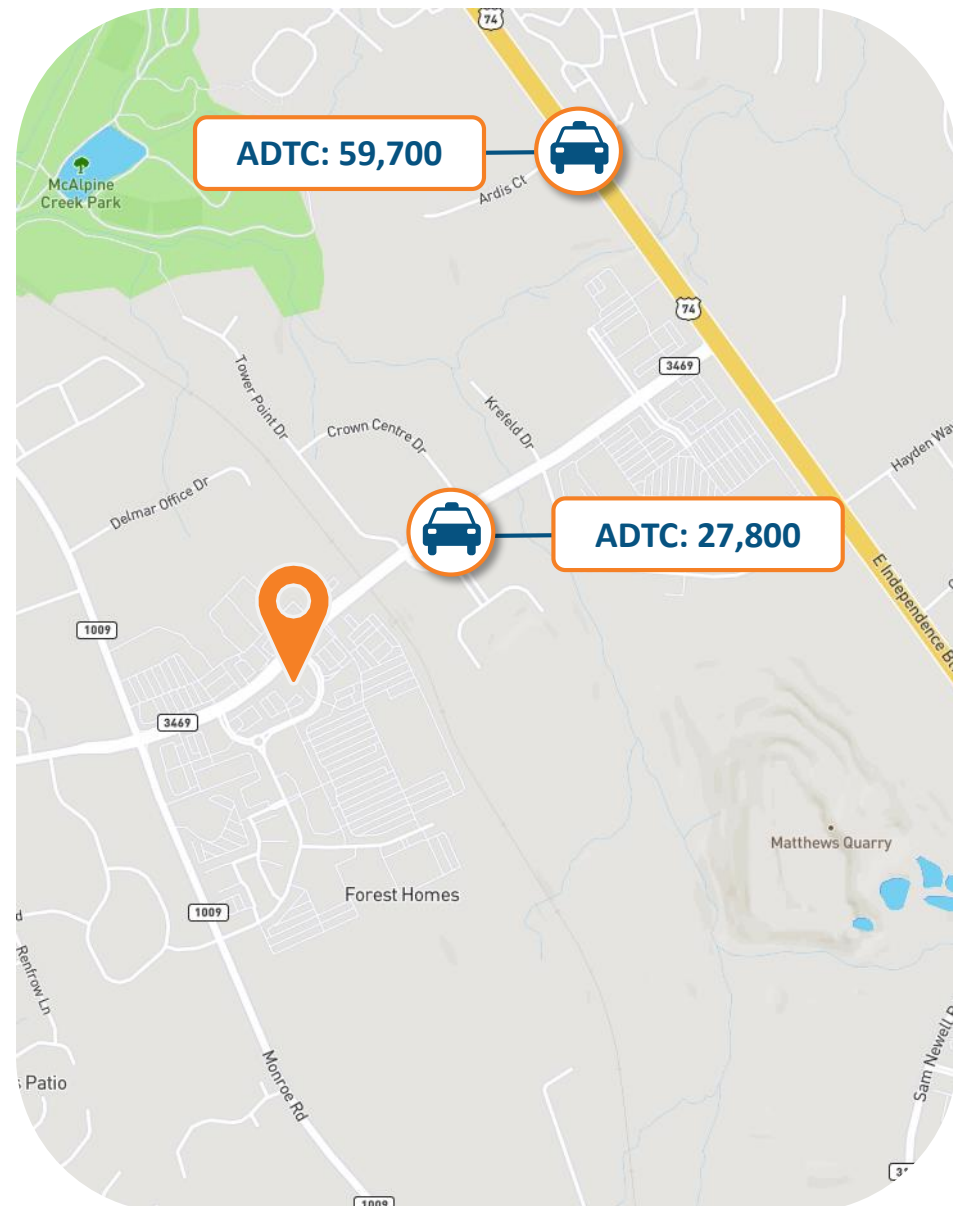
Property Address: 1935 Galleria Boulevard - Charlotte, North Carolina 28270



The subject investment property is situated on Galleria Boulevard as an outparcel to the Galleria Shopping Center. Galleria Boulevard intersects with Sardis Road North which boasts an average daily traffic count exceeding 27,800 vehicles. Sardis Road North intersects with East Independence Boulevard which brings an additional 59,700 vehicles into the immediate area per day. There are more than 74,336 individuals residing within a three-mile radius of the subject property and more than 200,580 individuals within a five-mile radius of the property. The subject property is also situated in an affluent area, with an average household income within a five-mile radius of \$101,143.

The subject property benefits from being well-positioned in a highly dense retail corridor consisting of national and local tenants, shopping centers, and hotels all within close proximity of this property. Major national tenants include: Harris Teeter, Walmart, Food Lion, Walgreens, Burlington, Value City Furniture, Ross Dress for Less, Goodwill, Dunkin' Donuts, Jimmy Johns, Five Guys, Pizza Hut, Taco Bell, Ithop, Cracker Barrel, and many more. This SunTrust Bank benefits from its close proximity to several academic institutions. Most notable is East Mecklenburg High School, located within three miles of the property, with a total enrollment exceeding 2,300 students.

Charlotte is the most populous city in North Carolina, the county seat of Mecklenburg County and the 17<sup>th</sup> most populous city in the United States. Charlotte is home to the corporate headquarters of Bank of America and the east coast operations of Wells Fargo, which along with other financial institutions, makes it the third-largest banking center in the United States. Charlotte is home to a number of universities and colleges, the most notable of which is the University of North Carolina at Charlotte. The University of North Carolina at Charlotte is the largest institution of higher education in Charlotte and the fastest-growing institution in the UNC system, with a total enrollment of 29,308 students. The Charlotte Douglas International Airport is the sixth busiest airport in both the U.S. and the world overall as measured by traffic. It experienced more than 45 million passengers during 2017. The Charlotte Center city has also seen remarkable growth over the last decade. Numerous residential units continue to be built uptown, including over 20 skyscrapers under construction, recently completed, or in the planning stage. Many new restaurants, bars and clubs now operate in the Uptown area and there are several projects transforming the Midtown Charlotte/Elizabeth area.







# Property Photo







# Surrounding Area Photos

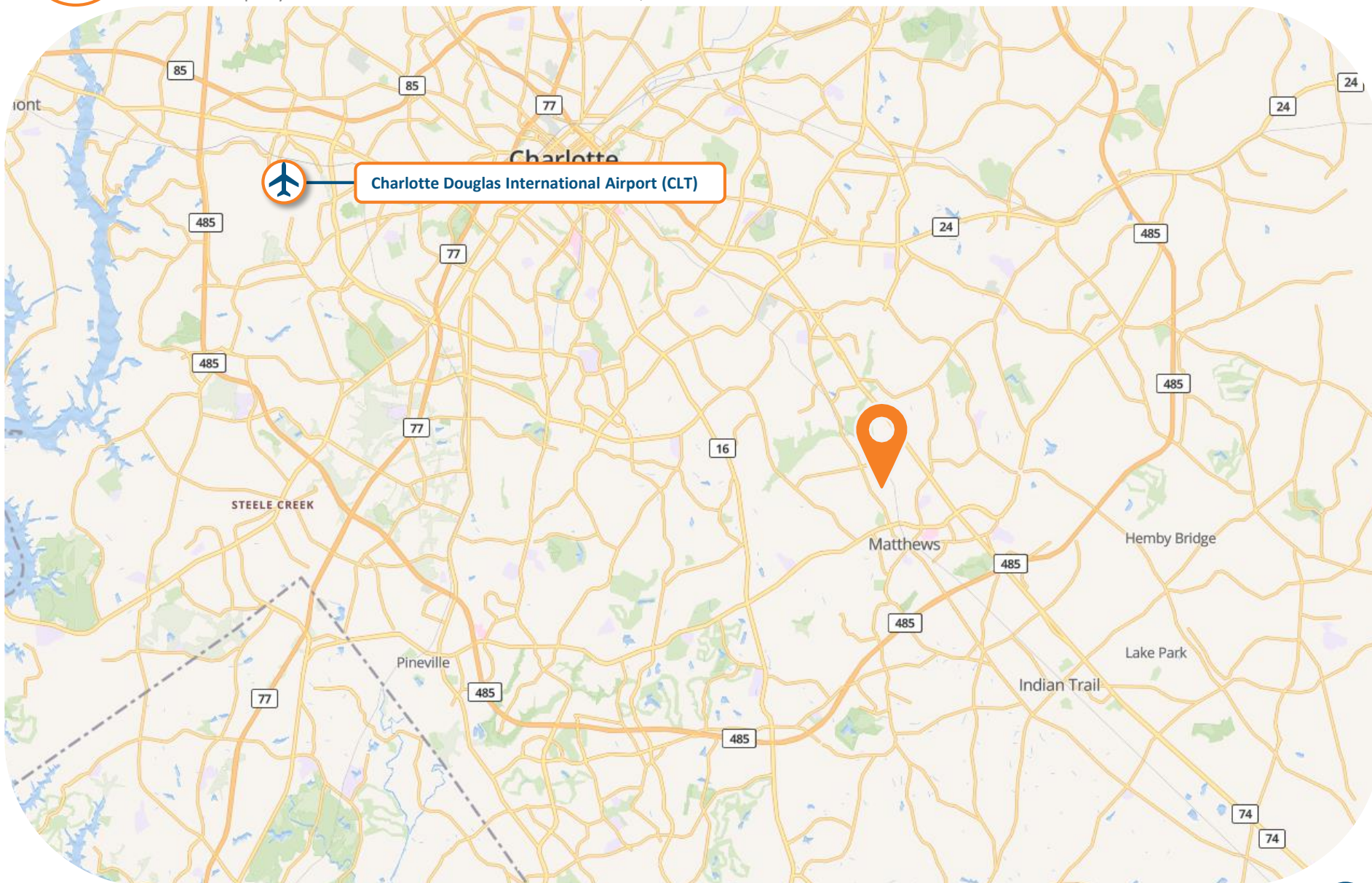






# Local Map

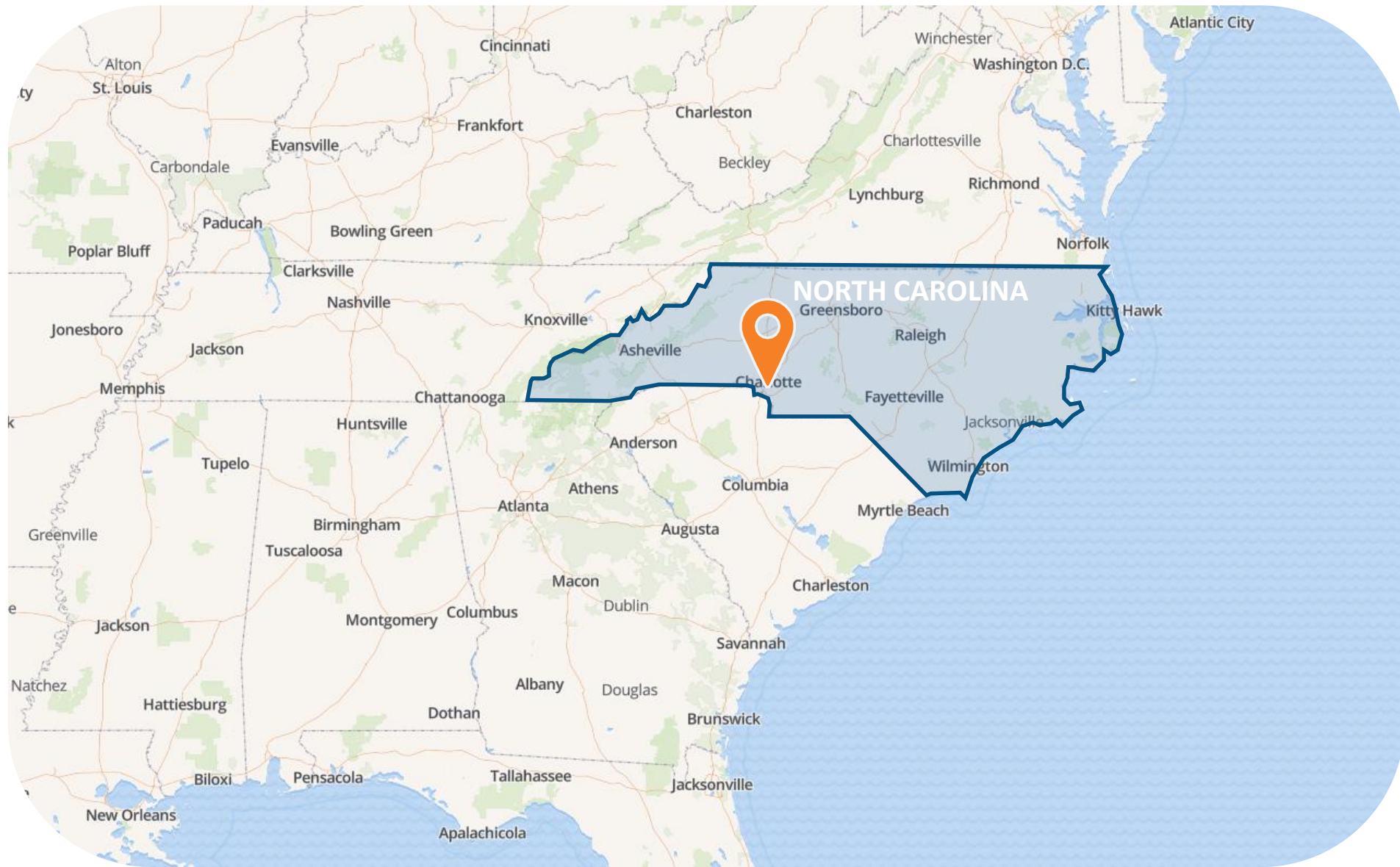
Property Address: 1935 Galleria Boulevard - Charlotte, North Carolina 28270





# Regional Map

Property Address: 1935 Galleria Boulevard - Charlotte, North Carolina 28270

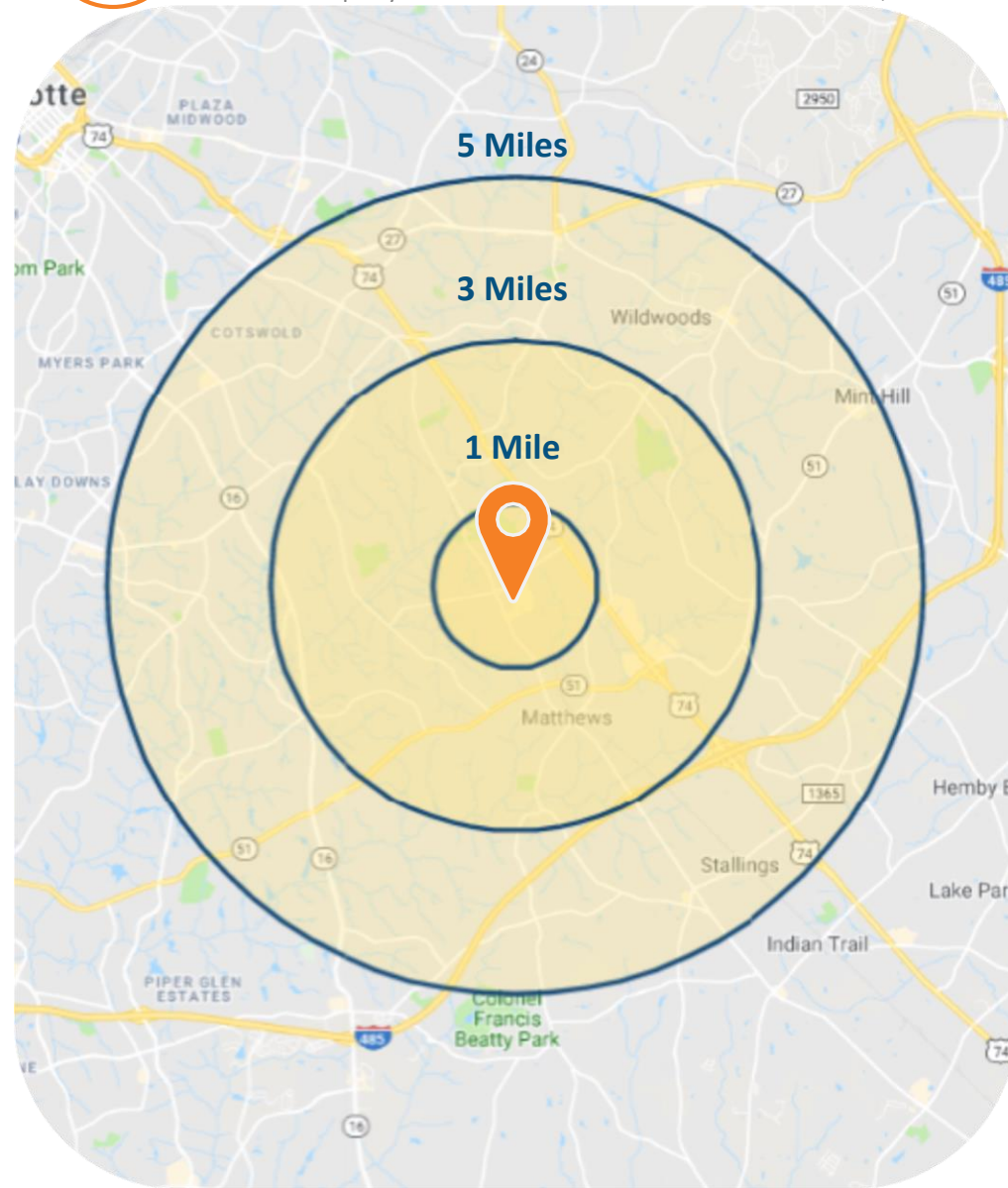






# Demographics

Property Address: 1935 Galleria Boulevard - Charlotte, North Carolina 28270



## POPULATION

	1 Mile	3 Miles	5 Miles
2022 Projection	4,920	78,561	212,374
2017 Estimate	4,619	74,336	200,580
2010 Census	4,141	67,015	180,812
2000 Census	3,678	57,982	154,355

## INCOME

Average	\$78,589	\$90,222	\$101,143
Median	\$54,781	\$65,813	\$67,368
Per Capita	\$38,698	\$37,065	\$40,031

## HOUSEHOLDS

2022 Projection	2,454	32,550	84,753
2017 Estimate	2,275	30,467	79,251
2010 Census	2,049	27,550	71,662
2000 Census	1,716	23,619	61,626

## HOUSING

2017	\$194,613	\$207,929	\$228,783
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## EMPLOYMENT

2017 Daytime Population	7,282	76,516	183,614
2017 Unemployment	2.52%	4.12%	4.06%
2017 Median Time Traveled	30 Mins	29 Mins	29 Mins

## RACE & ETHNICITY

White	66.19%	64.02%	64.62%
Native American	0.11%	0.07%	0.07%
African American	21.15%	22.10%	20.48%
Asian/Pacific Islander	3.55%	4.64%	4.87%



# Market Overview

City: Charlotte | County: Mecklenburg | State: North Carolina

*Charlotte, North Carolina*



**Charlotte** is located in the Piedmont and is the county seat of Mecklenburg County. Charlotte is the most populous city in North Carolina and the 17th-most populous city in the United States. Between 2004 and 2014, Charlotte was ranked as the country's fastest-growing metro area and tops the 50 largest U.S. cities as the millennial hub. Charlotte is home to the corporate headquarters of Bank of America and the east coast operations of Wells Fargo, which along with other financial institutions, make it the third-largest banking center in the United States. Charlotte has six Fortune 500 companies in its metropolitan area. Listed in order of their rank, they are: Bank of America, Lowes, Duke Energy, Nucor (steel producer), Sonic Automotive and Sealed Air Corp. The Charlotte area includes a diverse range of businesses, including foodstuffs such as Chiquita Brands International, Harris Teeter, Snyder's-Lance, Carolina Foods Inc, Bojangles', Food Lion, Compass Group USA, and Coca-Cola Bottling Co. Consolidated. Motor and transportation companies include RSC Brands, Continental Tire the Americas, LLC., Meineke Car Care Centers, and Carlisle Companies. The Charlotte Region has a major base of energy-oriented organizations and has become known as "Charlotte USA – The New Energy Capital." There are more than 240 companies in the region directly tied to the energy sector, collectively employing more than 26,400 people. The area is an increasingly growing trucking and freight transportation hub for the East Coast as well. The Charlotte Center city has also seen remarkable growth over the last decade. Numerous residential units continue to be built uptown, including over 20 skyscrapers under construction, recently completed, or in the planning stage. Many new restaurants, bars and clubs now operate in the Uptown area and several projects are transforming the Midtown Charlotte/Elizabeth area.

## Major Employers

Employer	Estimated # of Employees
Dollar Express	3,000
Charlotte-Mecklenburg Hosp Auth	1,870
Family Dollar Stores	1,430
Accu-Read	1,200
Allied Security LLC	760
Walmart	574
Family Dollar Services Inc	450
LAKESIDE FAMILY PHYSICIANS	437
Sandra and Leon Levine Jewish	350
AAA Carolinas	325
Harris Teeter LLC	300





Marcus & Millichap

## EXCLUSIVE NET LEASE OFFERING

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