

CBRE NET LEASE PROPERTY GROUP



# WELLS FARGO BANK

145 NORTH MAIN STREET | MARION, NORTH CAROLINA

CBRE

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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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# WELLS FARGO



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## EXECUTIVE SUMMARY

CBRE's Net Lease Property Group is proud to offer for sale a 6,136-square-foot freestanding Wells Fargo on 1.63 acres in Marion, North Carolina, a historic and beautiful city 40 miles east of Asheville at the base of the picturesque Blue Ridge Mountains. The property is located with excellent frontage on Main Street (Traffic Count: 11,000 VPD), Marion's primary artery that runs through downtown and directly connects the city to the Blue Ridge Mountains. Wells Fargo is across the street from Asheville Savings Bank and Bank of America and just 0.3 miles south of the 163,970 square foot Marion City Square Shopping Center occupied by BI-LO, Rose's, Burke's Outlet, Advance Auto, Subway, and Dollar General. This investment offers investors an excellent opportunity to acquire a net leased asset leased on a long-term NNN basis to one of the nation's premier banks.

## OFFERING AT A GLANCE



**145 NORTH MAIN STREET  
MARION, NC 28752**



**6,136 SF  
1.63 ACRES**



**NNN LEASE:  
±3.7 YEARS REMAINING**



**NOI:  
\$84,976**



**CAP RATE:  
6.50%**



**PRICE:  
\$1,307,000**



DEMOGRAPHICS						TRAFFIC COUNTS
1-MILE POP	1-MILE AHI	3-MILE POP	3-MILE AHI	5-MILE POP	5-MILE AHI	MAIN STREET: 11,000 VPD
4,152	\$43,744	14,023	\$47,057	24,094	\$50,396	

## INVESTMENT HIGHLIGHTS

### INVESTMENT-GRADE TENANT



Wells Fargo Bank, N.A, a 100%-owned subsidiary of Wells Fargo & Company (NYSE: WFC, S&P A-), is headquartered in San Francisco, California and provides personal and commercial banking services. As of March 31, 2019, Wells Fargo reported TTM total revenues of \$86.1 billion, TTM net income of \$23.1 billion, and \$1.89 trillion in assets. The bank currently employs over 262,000 people and is ranked 26th on the Fortune 500 list.

### NNN LEASE



Absolute NNN Lease with 3.7 years of primary term remaining and four 5-year options to renew.

### EXCELLENT ACCESS & VISIBILITY



Wells Fargo is situated with excellent frontage on Main Street (Traffic Count: 11,000 VPD), Marion's primary artery that runs through downtown and directly connects the city to the Blue Ridge Mountains. Locals say the city's location is "Where Main Street Meets the Mountains" and it serves as the gateway from Interstate 40 to the many parks and campgrounds of the Blue Ridge Mountains. The site is just 3 miles northwest of Interstate 40 (Traffic Count: 29,000 VPD) which connects Marion to Asheville (40 miles) and Winston-Salem (110 miles).

### STRONG DEPOSITS



Strong deposits in excess of \$59 million.

### DYNAMIC DEMOGRAPHICS



The area benefits from dynamic demographics with a 3-mile population of 14,023 and average household income of \$47,057.

### DOMINANT RETAIL & COMMERCIAL CORRIDOR



Main Street is Marion's primary destination for shopping, dining, and business and has approximately 1.1 MSF of retail and 1.0 MSF of industrial space within a 3-mile radius. There are eleven structures that make up the Main Street Historic District, which was listed on the National Register of Historic Places in 1991. Currently, the city is revitalizing the downtown area and restoring some of the long-standing buildings.

### MARION, NORTH CAROLINA MARKET



Situated at the edge of the picturesque Blue Ridge Mountains, Marion, North Carolina is a historic and beautiful city 40 miles east of Asheville and 95 miles northwest of Charlotte. As the county seat for McDowell County, Marion boasts a culturally rich historic district as well as the McDowell County government complex. The city offers convenient access to year-round outdoor recreational activities including water sports and fishing on Lake James and the Catawba River, hiking trails to scenic waterfalls and wildlife observation areas, golfing, snow skiing, gem and mineral mining, historical and cultural destinations. The Marion Micropolitan area was named one of the top 25 Micropolitan Areas in North Carolina and one of top 100 Micropolitan Areas in the U.S. by Site Selection Magazine. Major highways serving Marion include Interstate 40, US Hwy 70, US Hwy 221, NC Hwy 226, and the Blue Ridge Parkway which offer convenient access between the mountains and piedmont regions of North Carolina and locations beyond.

## LEASE SUMMARY

<b>TENANT:</b>	Wells Fargo Bank, N.A.
<b>LEASE COMMENCEMENT:</b>	April 1, 2003
<b>LEASE EXPIRATION:</b>	March 31, 2023
<b>TERM REMAINING:</b>	3.7 Years
<b>LEASE TYPE:</b>	NNN Lease
<b>BASE RENT:</b>	\$84,976
<b>INITIAL TERM RENT INCREASES:</b>	Flat throughout the initial term
<b>OPTIONS:</b>	Four 5-Year Options
<b>OPTION RENT:</b>	Basic Rent in the renewal terms shall be 90% of the annual fair market rent, which shall generate not more than a 9% yield on the then current fair market value of the property (calculated as unencumbered by this Lease). Once Basic Rent is established in the first renewal term, it will remain flat for all 4 renewal terms.
<b>TAXES:</b>	Tenant shall pay, when due and before delinquency, all taxes and assessments which are levied and become due and payable with respect to the term of this Lease.
<b>REPAIRS &amp; MAINTENANCE:</b>	Tenant will, at its cost and expense, keep and maintain the Leased Property in good repair and condition and will make all structural and non-structural, and ordinary and extraordinary changes, repairs and replacements which may be required to be made upon or in connection with the improvements to the Leased Property in order to keep the same in good repair and condition. Landlord shall not be required to maintain, alter, repair, rebuild or replace any improvements on the Leased Property or to maintain the Leased Property, and Tenant expressly waives the right to make repairs at the expense of Landlord pursuant to any law at any time in effect.
<b>INSURANCE:</b>	Tenant shall maintain at its expense all-risk insurance coverage against losses by fire and other risks for the full insurable replacement value of the improvements and equipment, in amounts not less than the full insurable value of all buildings and improvements on the leased property. Tenant shall also maintain comprehensive general public liability insurance covering the legal liability of landlord and tenant against claims for bodily injury, death or property damage in the minimum amount of \$5 million per claim, plus an excess liability insurance policy in the amount of \$5,000,000. Tenant may self-insure provided that it maintains a credit rating of at least Baa3, in the case of public liability coverage, and Baa1, in the case of property/hazard insurance coverage.

<b>ROFR</b>	In the event that Landlord receives a bona fide offer from a third party to purchase the property, Tenant shall have the exclusive right, for a period of 20 days, to accept Landlord's offer to purchase Landlord's interest in the Leased Property upon the terms and conditions set forth in the third party offer.
<b>RIGHT TO PURCHASE</b>	Tenant has the right to purchase the property upon the expiration of any Term or Renewal Term for 90% of the appraised fair market value of the property (calculated as unencumbered by this Lease).





## SURROUNDING USES



## TENANT OVERVIEW

### WELLS FARGO

The tenant, Wells Fargo Bank, N.A, a 100%-owned subsidiary of Wells Fargo & Company (NYSE : WFC, S&P A-), is headquartered in San Francisco, California and provides personal and commercial banking services. Wells Fargo & Co. is a diversified financial services company providing banking, insurance, investments, mortgage, and consumer and commercial finance through more than 7,700 branches and 13,000 ATM's across North America and internationally. In late 2008, Wells Fargo & Co. bought Wachovia Bank, which increased its assets to above \$1.3 trillion across 80+ business lines serving 70 million customers. For a time, Wachovia Bank operated as a legally separate entity from Wells Fargo Bank. Then, in March 2010, Wachovia Bank was merged into Wells Fargo Bank. The tenant in the lease is Wells Fargo Bank, National Association. As of March 31, 2019, Wells Fargo reported TTM total revenues of \$86.1 billion, TTM net income of \$23.1 billion, and \$1.89 trillion in assets. The bank currently employs over 262,000 people and is ranked 26th on the Fortune 500 list.

<b>COMPANY</b>	Wells Fargo & Company
<b>TTM TOTAL REVENUES*</b>	\$86.1 Billion
<b>TTM NET INCOME*</b>	\$23.1 Billion
<b>TOTAL ASSETS*</b>	\$1.89 Trillion
<b>LOCATIONS</b>	7,700
<b>ATMS</b>	13,000
<b>EMPLOYEES</b>	262,000
<b>2019 FORTUNE RANKING</b>	26

\*Financials as of March 31, 2019



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