

SunTrust Bank

EXCLUSIVE NET-LEASE OFFERING



Actual Site Photo

OFFERING MEMORANDUM



9701 York Road - Cockeysville, MD 21030

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Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success. Similarly, the lease rate for some

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Investment Highlights

PRICE: \$3,493,549 | CAP: 5.70% | RENT: \$199,132



About the Investment

- ✓ Absolute Triple Net (NNN) Lease | ~11 Years Remaining
- ✓ Attractive 1.5% Annual Rental Increases
- ✓ Investment Grade Tenant | A- Rating (S&P)
- ✓ One (1), Three (3)-Year; Five (5), Five (5)-Year Tenant Renewal Options
- ✓ Corporate Tenant | Corporate Guarantee
- ✓ SunTrust Bank Executed Two (2) Renewal Options Early & Extended the Term of the Lease by 12 Years

About the Location

- ✓ Dense Retail Corridor | Walmart, Sam's Club, Lowe's, Home Depot, Target, CVS Pharmacy, Rite Aid, Food Lion, Chick-Fil-A, and Wendy's
- ✓ Positive Real Estate Fundamentals | Positioned on Hard Corner of a Signalized Intersection
- ✓ Robust Demographics | 111,788 Individuals Within a Five-Mile Radius | \$131,418 Average Household Income Within a Five-Mile Radius
- ✓ Strong Traffic Counts | York Road and Interstate-83 | 39,125 and 127,231 Vehicles Per Day Respectively
- ✓ Strong Academic Presence | Less Than Five Miles From Towson University | Over 22,285 Students Enrolled
- ✓ Maryland State Fairgrounds | Attracts 500,00 Visitors Per Year | Less Than One Mile From Property
- ✓ Compelling Location Fundamentals | Less Than 17 Miles From Downtown Baltimore

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





Financial Analysis

PRICE: \$3,493,549 | CAP: 5.70% | RENT: \$199,132



Property Description

Property	SunTrust Bank
Property Address	9701 York Road
City, State, ZIP	Cockeysville, MD 21030
Year Built / Renovated	1978
Building Size	2,415
Lot Size	+/- 0.5 Acres
Type of Ownership	Fee Simple

The Offering

Purchase Price	\$3,493,549
CAP Rate	5.70%
Annual Rent	\$199,132
Price / SF	\$1,447
Rent / SF	\$82.46

Lease Summary

Property Type	Net Leased Bank
Lease Expiration	12/31/2029
Lease Term Remaining	11.2
Lease Type	Triple Net (NNN)
Roof & Structure	Tenant Responsible
Rental Increases	1.5% Annually
Options to Renew	One (1), Three (3)-Year; Five (5), Five (5)-Year Options

RENT SCHEDULE

Lease Year(s)	Annual Rent	Monthly Rent	Rent Escalation (%)
1/1/2019 - 12/31/2019	\$199,132	\$16,594	1.50%
1/1/2020 - 12/31/2020	\$202,119	\$16,843	1.50%
1/1/2021 - 12/31/2021	\$205,151	\$17,096	1.50%
1/1/2022 - 12/31/2022	\$208,228	\$17,352	1.50%
1/1/2023 - 12/31/2023	\$211,352	\$17,613	1.50%
1/1/2024 - 12/31/2024	\$214,522	\$17,877	1.50%
1/1/2025 - 12/31/2025	\$217,740	\$18,145	1.50%
1/1/2026 - 12/31/2026	\$221,006	\$18,417	1.50%
1/1/2027 - 12/31/2027	\$224,321	\$18,693	1.50%
1/1/2028 - 12/31/2028	\$227,686	\$18,974	1.50%
1/1/2029 - 12/31/2029	\$231,101	\$19,258	1.50%

INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for a SunTrust Bank located at 9701 York Road in Cockeysville, Maryland. The site constructed in 1978, consists of roughly 2,415 rentable square feet of building space on estimated 0.5 acre parcel of land.

SunTrust Bank is subject to an absolute triple-net (NNN) lease. The annual rent is \$199,132. SunTrust Bank executed two (2) renewal options early & extended the term of the lease by 12 years. There is One (1), Three (3)-Year and Five (5), Five (5)-Year Options.



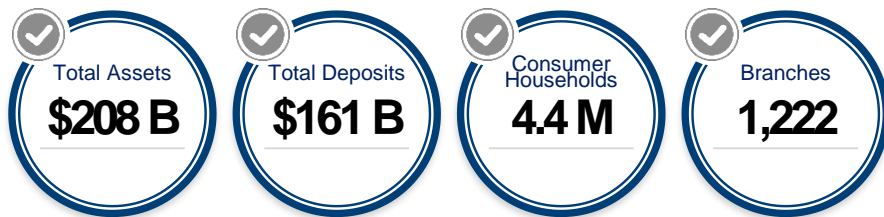
Tenant Overview



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

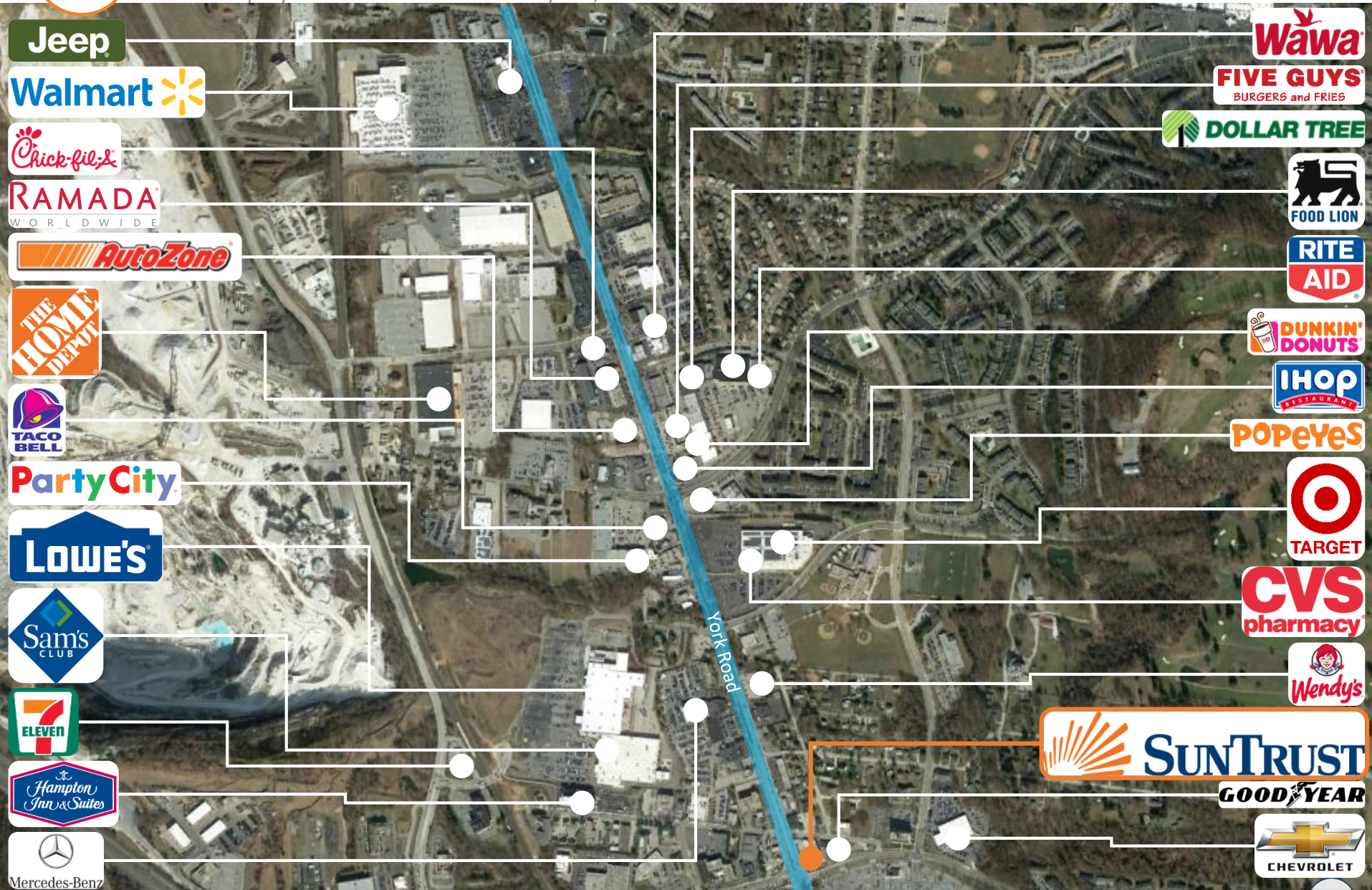


Representative Photo



Surrounding Area

Property Address: 9701 York Road - Cockeysville, MD 21030





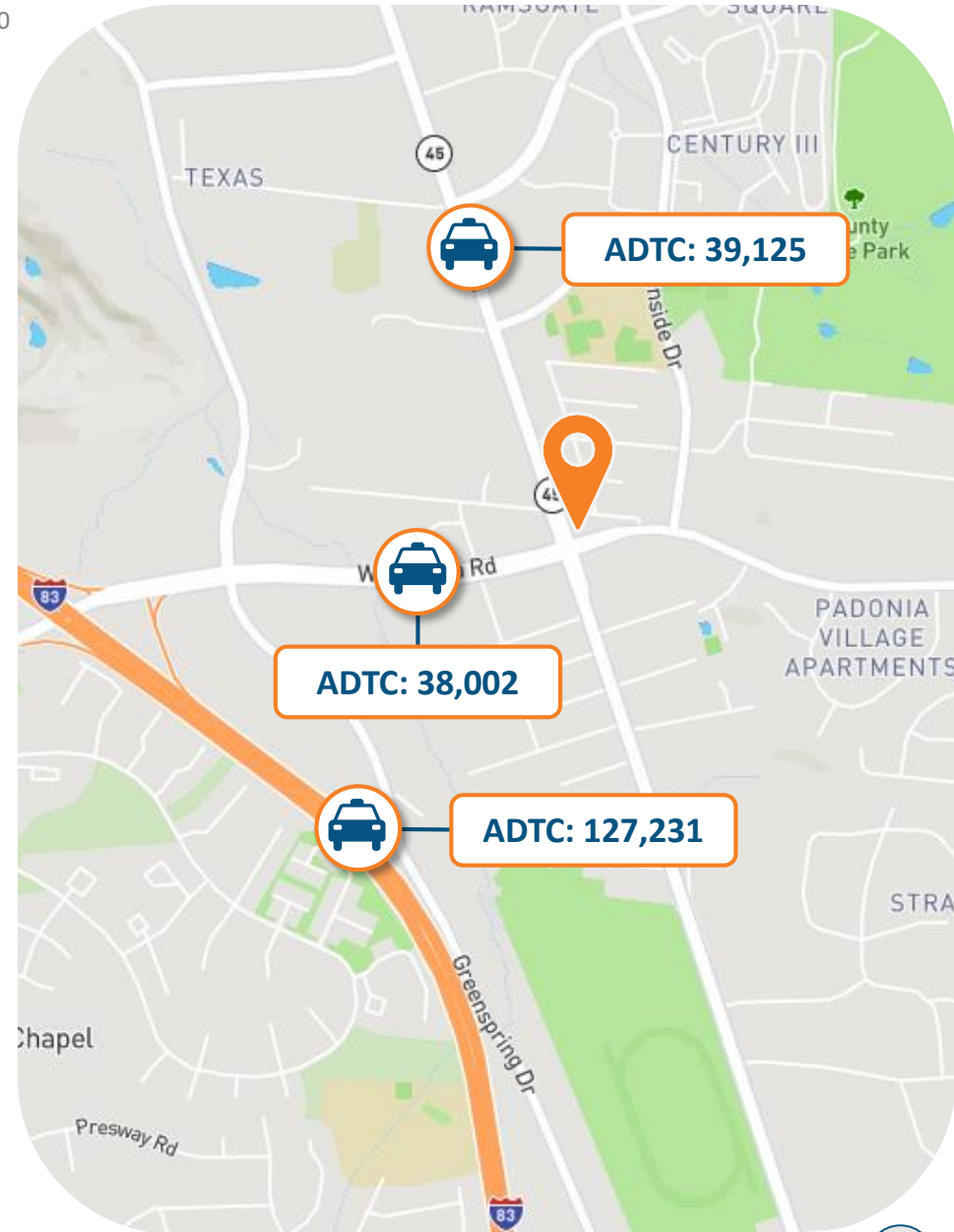
Location Overview

Property Address: 9701 York Road - Cockeysville, MD 21030

The subject investment property is situated on a hard corner of a signalized intersection between York Road and West Padonia Road. York Road boasts average daily traffic counts exceeding 39,125 vehicles. York Road intersects with West Padonia Road, which brings an additional 38,002 vehicles into the immediate area on average daily. This property is also positioned right off of Exit 17 of Interstate-83. Interstate-83 is a high traffic road, adding 127,231 vehicles to the area each day. There are more than 57,962 individuals residing within a three-mile radius of the property and more than 111,788 individuals within a five-mile radius. Cockeysville is an affluent area, boasting an average household income of \$131,418 within a five-mile radius of the property.

The subject property benefits from being well-positioned in a highly dense retail corridor consisting of national and local tenants, shopping centers, and car dealerships all within close proximity of this property. Major national tenants include: Walmart, Sam's Club, Lowe's, Home Depot, Target, CVS Pharmacy, Rite Aid, Food Lion, Chick-Fil-A, and Wendy's. This property is less than a mile from the Maryland State Fairgrounds, the site of the annual Maryland State Fair, which attracts approximately 500,000 visitors per year. The fairgrounds also hosts conventions, expo shows, and thoroughbred racing. Additionally, Towson University, a public university with more than 22,285 students is less than five miles from the subject property. This SunTrust Bank also benefits from being situated within a three-mile radius of the five schools in the Cockeysville school district. The total enrollment of the schools exceeds 3,800 students. This property is also within a seven-mile radius of the two major hospitals for the surrounding area, the Greater Baltimore Medical Center and the University of Maryland St. Joseph Medical Center. These two hospitals have a combined bed count exceeding 500 beds and offer a wide array of medical services.

Cockeysville is a census-designated place in Baltimore County, Maryland. It is situated off of Interstate-83, one of the main thoroughfares of Baltimore, Maryland. Cockeysville is only 6 miles north of Towson, Maryland and is just 17 miles outside of downtown Baltimore. The main source of industry is the Texas Quarry, which produces limestone and marble. Towson, Maryland is one of the larger suburbs of Baltimore. Towson features some of Baltimore County's largest shopping centers as well as other popular venues of interest. The Towson Town Center features more than 200 stores and services and is the largest mall in Baltimore County.





Property Photo





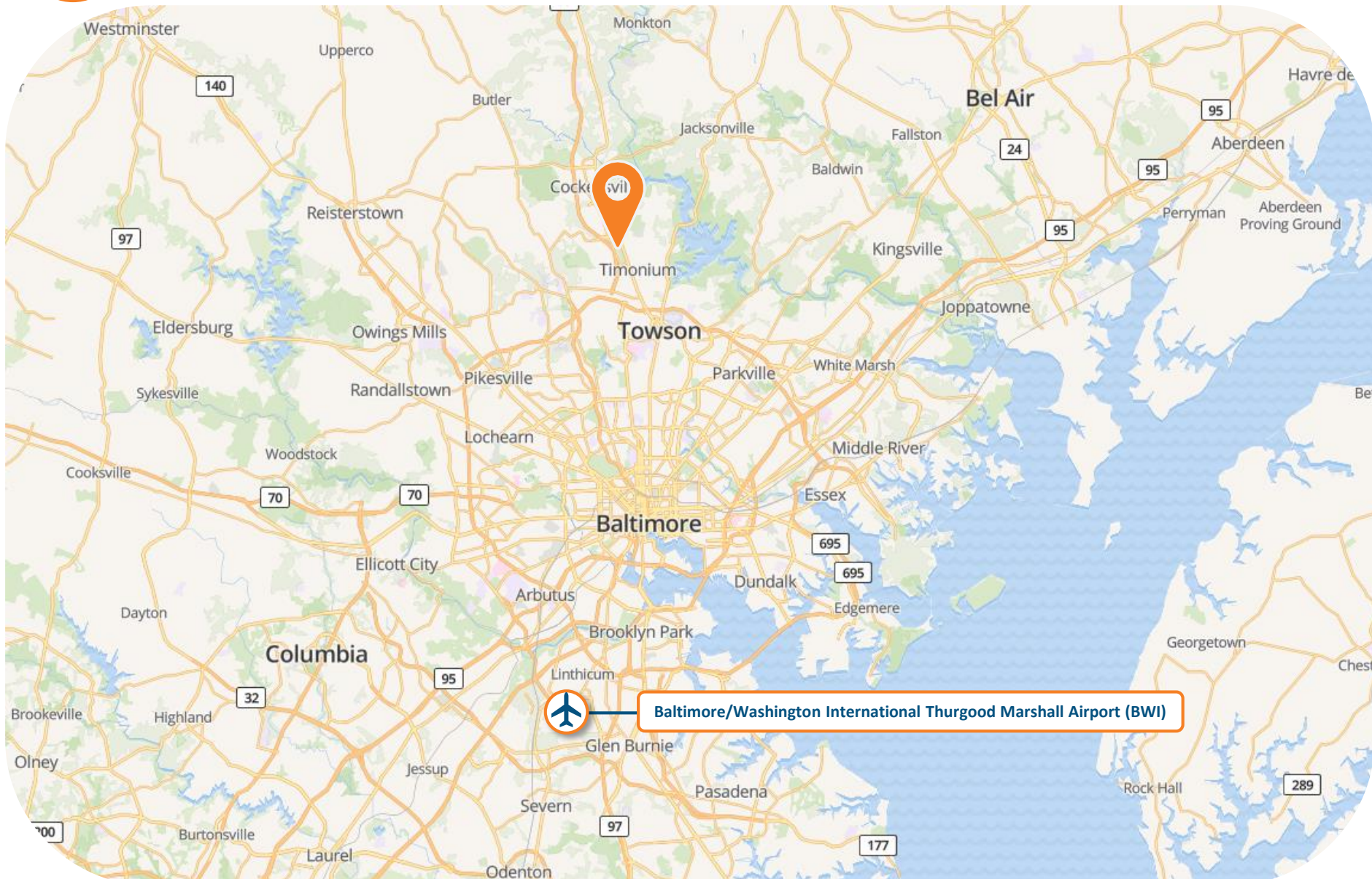
Surrounding Area Photos





Local Map

Property Address: 9701 York Road - Cockeysville, MD 21030

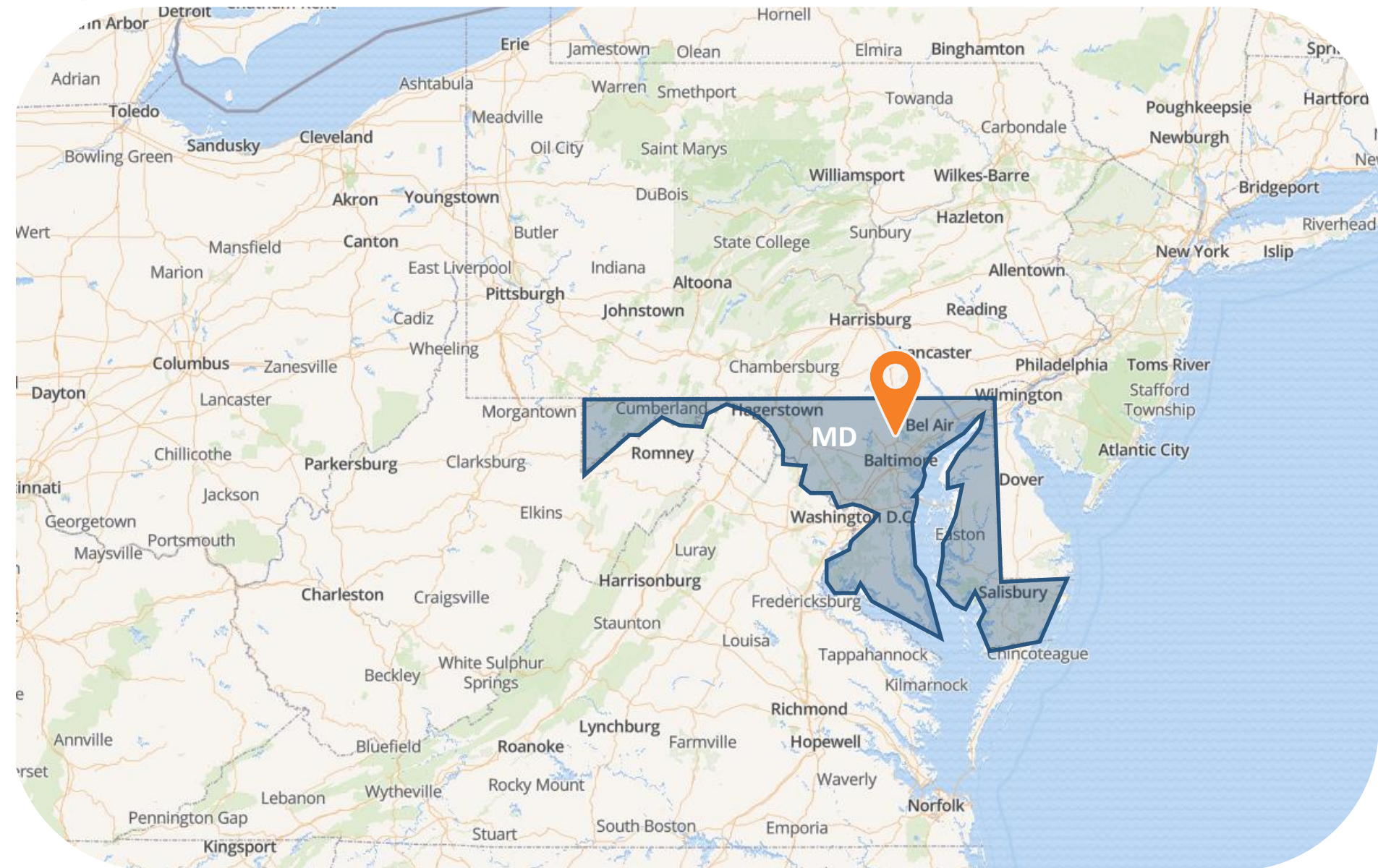




Regional Map



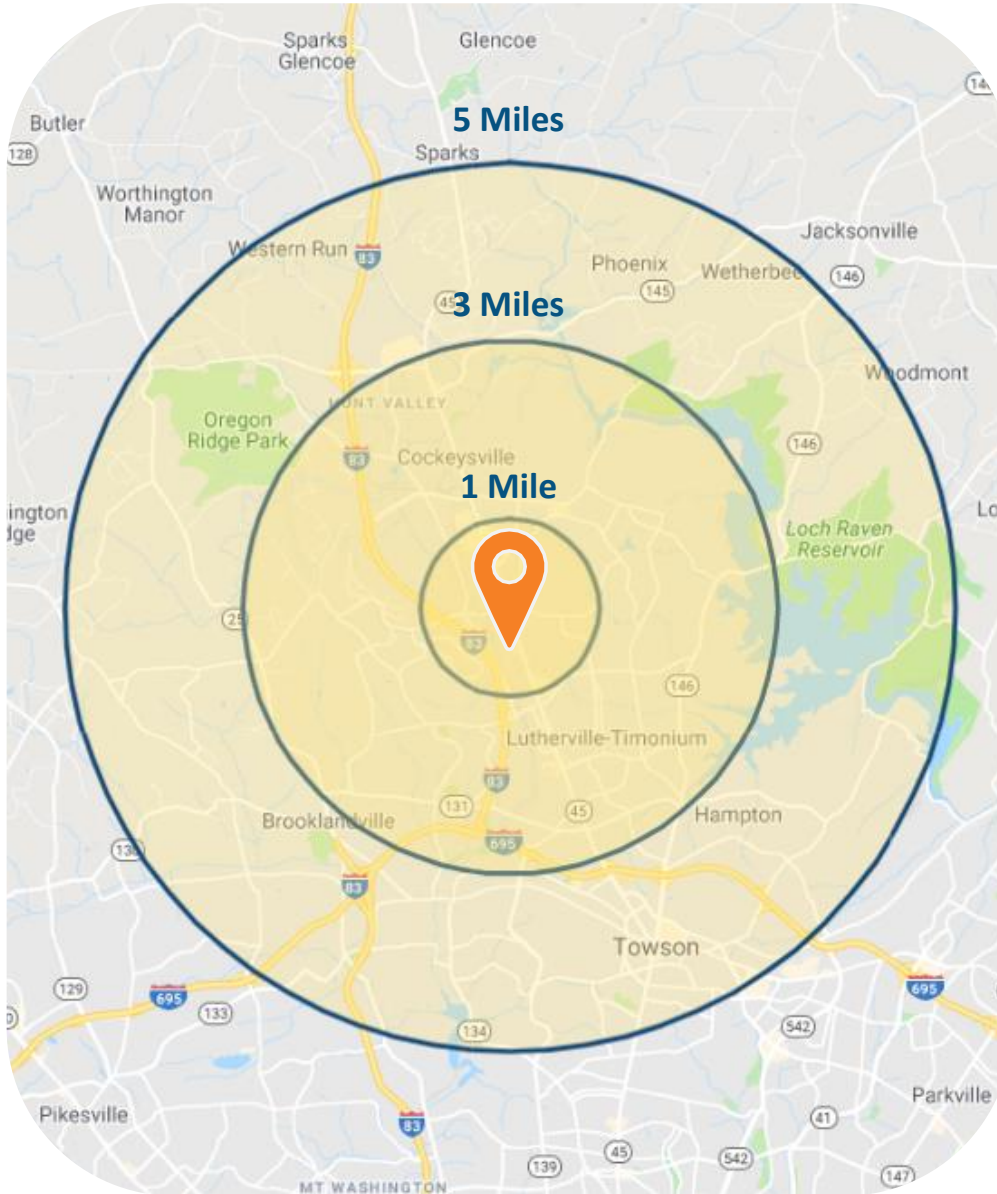
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Demographics

Property Address: 9701 York Road - Cockeysville, MD 21030



POPULATION

	1 Mile	3 Miles	5 Miles
2022 Projection	9,391	57,962	111,788
2017 Estimate	9,056	56,969	109,968
2010 Census	8,814	55,545	106,652
2000 Census	9,699	52,282	99,726

INCOME

	1 Mile	3 Miles	5 Miles
Average	\$91,237	\$120,769	\$131,418
Median	\$69,695	\$84,447	\$88,072
Per Capita	\$39,012	\$52,342	\$54,198

HOUSEHOLDS

	1 Mile	3 Miles	5 Miles
2022 Projection	4,025	25,282	45,409
2017 Estimate	3,872	24,595	44,153
2010 Census	3,759	23,902	42,601
2000 Census	4,594	22,771	41,228

HOUSING

	1 Mile	3 Miles	5 Miles
2017	\$313,444	\$360,659	\$380,678

EMPLOYMENT

	1 Mile	3 Miles	5 Miles
2017 Daytime Population	12,210	56,885	191,408
2017 Unemployment	3.21%	4.29%	4.55%
2017 Median Time Traveled	27 Mins	27 Mins	27 Mins

RACE & ETHNICITY

	1 Mile	3 Miles	5 Miles
White	59.70%	73.27%	76.92%
Native American	0.03%	0.06%	0.05%
African American	11.93%	9.34%	9.37%
Asian/Pacific Islander	19.58%	12.46%	9.53%



Market Overview

City: Cockeysville | County: Baltimore | State: Maryland

Baltimore, Maryland



Cockeysville is a city located just 17 miles outside of Baltimore, Maryland. Baltimore is the largest city in the state of Maryland and the 30th-most populous city in the United States, with a population of 620,961. Baltimore is located about 40 miles northeast of Washington, D.C. Its positioning on the water shaped its economic history. Baltimore has the second-largest seaport in the Mid-Atlantic, which made Baltimore's economy heavily reliant on its industrial sector. However, in recent years, Baltimore has transitioned into a service driven economy. The city's largest employer is world-renowned John Hopkins Hospital and John Hopkins University. Baltimore has seen a sharp increase in tech jobs, triggering Forbes to rank Baltimore as fourth among Americas' "new tech hot spots". Other large companies in Baltimore include: Under Armour, BRT Laboratories, CoRoadish Company, Legg Mason, McCormick & Company, T. Rowe Price, and Royal Farms. Baltimore's port is still a critical component of its economy. Baltimore ranked 9th for total dollar value of cargo and 13th for cargo tonnage for all U.S. Ports.

Baltimore's history and attractions have allowed the city to become a strong tourist destination on the East Coast. In 2014, the city hosted 24.5 million visitors, who spent \$5.2 billion. Much of the city's tourism centers around the Inner Harbor, with the National Aquarium being Maryland's top tourist destination. Other popular tourist destinations throughout the city include Oriole Park at Camden YaRoads, Fort McHenry, the Mount Vernon and Fells Point neighborhoods, and museums such as the Walters Art Museum, the Baltimore Museum of Industry, and the B&O Railroad Museum. Baltimore is also home to two professional sports franchises, the NFL's Baltimore Ravens and the MLB's Baltimore Orioles. For those travelling to Baltimore, the Baltimore/Washington International Thurgood Marshall Airport is a popular choice of arrival. In 2017, the airport had an annual passenger traffic count exceeding 26 million passengers.

Major Employers

Employer	Estimated # of Employees
Cristal Inorganic Chem US Inc	4,000
E4e Inc	2,700
County of Baltimore	1,952
B D/Clay Adams	1,500
Procter & Gamble Cosmetics	1,500
SheppaRoad Pratt	1,400
Favorite Hlthcare Staffing Inc	1,354
Verizon	1,202
Aramark	1,160
Baltimore County Fire Dept	1,000
Textron Systems	1,000



Marcus & Millichap

EXCLUSIVE NET LEASE OFFERING

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