

# SUNTRUST BANK

## EXCLUSIVE NET-LEASE OFFERING



# OFFERING MEMORANDUM



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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: \$1,498,526 | CAP: 5.40% | RENT: \$80,920



## About the Investment

- ✓ Absolute Triple Net (NNN) Lease | 8+ 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 | Family Dollar, Dollar General, Food Lion, Aaron's, AutoZone, Rite Aid, Cook Out, Taco Bell, Wendy's and Many More
- ✓ Robust Demographics | Population Exceeds 106,548 Individuals Within a Five-Mile Radius
- ✓ Strong Academic Presence | Less Than Three Miles from Wake Forest University | Over 7,968 Students Enrolled
- ✓ Strong Traffic Counts | North Liberty Street and Old Walkertown Road | Average of 14,000 and 13,000 Vehicles Per Day Respectively
- ✓ Compelling Location Fundamentals | Located Across the Street from Smith Reynolds Airport | More Than 20,000 People Visit Annually for the Winston-Salem Air Show
- ✓ Positive Real Estate Fundamentals | Less Than 30 Miles from Greensboro, NC | 3<sup>rd</sup> Largest City in North Carolina

## 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: \$1,498,526 | CAP: 5.40% | RENT: \$80,920



## Property Description

Property	SunTrust Bank
Property Address	4306 N Liberty Street
City, State, ZIP	Winston-Salem, NC 27105
Year Built / Renovated	1982
Building Size	2,216
Lot Size	+/- 0.7 Acres
Type of Ownership	Fee Simple

## The Offering

Purchase Price	\$1,498,526
CAP Rate	5.40%
Annual Rent	\$80,920
Price / SF	\$676
Rent / SF	\$36.52

## Lease Summary

Property Type	Net Leased Bank
Lease Expiration	12/31/2027
Lease Term Remaining	8.3
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	\$80,920	\$6,743	1.50%
1/1/2020 - 12/31/2020	\$82,134	\$6,845	1.50%
1/1/2021 - 12/31/2021	\$83,366	\$6,947	1.50%
1/1/2022 - 12/31/2022	\$84,617	\$7,051	1.50%
1/1/2023 - 12/31/2023	\$85,886	\$7,157	1.50%
1/1/2024 - 12/31/2024	\$87,174	\$7,265	1.50%
1/1/2025 - 12/31/2025	\$88,482	\$7,373	1.50%
1/1/2026 - 12/31/2026	\$89,809	\$7,484	1.50%
1/1/2027 - 12/31/2027	\$91,156	\$7,596	1.50%

## INVESTMENT SUMMARY

Marcus & Millichap is pleased to present the exclusive listing for a SunTrust Bank located at 4306 North Liberty Street in Winston-Salem, North Carolina. The site constructed in 1982, consists of roughly 2,216 rentable square feet of building space on estimated 0.7 acre parcel of land.

SunTrust Bank is subject to an absolute triple-net (NNN) lease. The annual rent is \$80,920. 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.





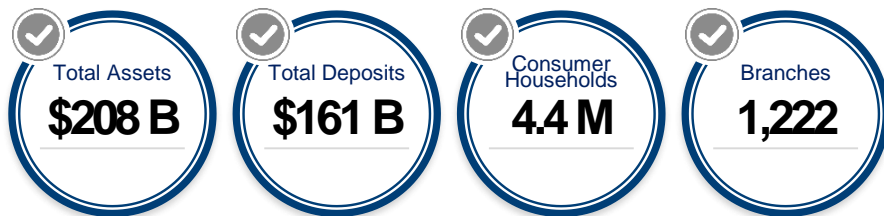
# Tenant Overview



## 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





# Surrounding Area

Property Address: 4306 North Liberty Street - Winston-Salem, North Carolina 27105



**SMITH REYNOLDS  
AIRPORT**







# Location Overview

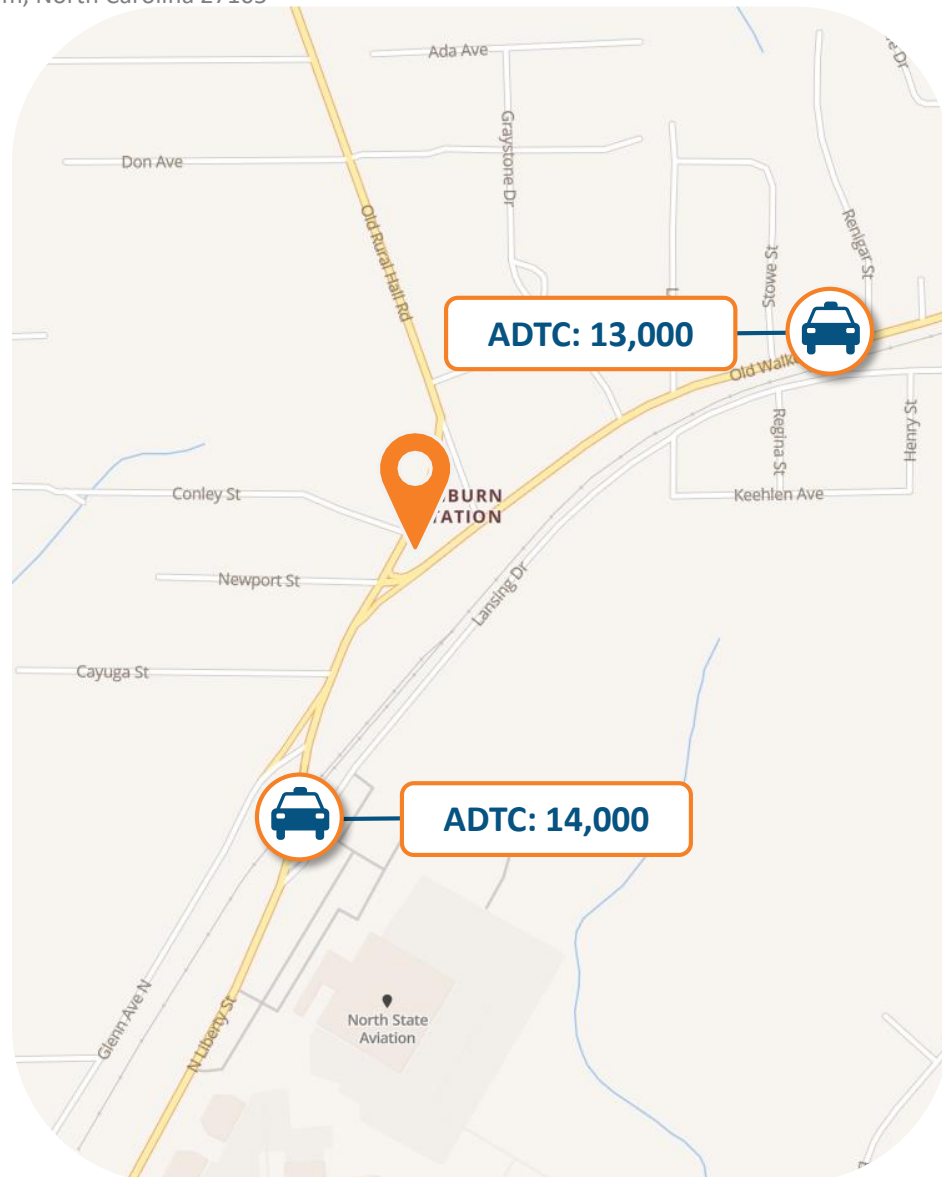
Property Address: 4306 North Liberty Street - Winston-Salem, North Carolina 27105



The subject investment property is situated on North Liberty Street, which boasts an average daily traffic count exceeding 14,000 vehicles. North Liberty Street intersects with the Old Walkertown Road, which brings an additional 13,000 vehicles into the immediate area on average daily. There are more than 42,106 individuals residing within a three-mile radius of the property and more than 106,548 individuals within a five-mile radius.

The subject property benefits from being well-positioned in a dense retail corridor consisting of national and local tenants, shopping centers, and hotels all within close proximity of this property. Major national tenants include: Family Dollar, Dollar General, Food Lion, Aaron's, AutoZone, Rite Aid, Cook Out, Taco Bell, Wendy's, and many more. This SunTrust Bank also benefits from being situated across the street from the Smith Reynolds Airport. The Smith Reynolds Airport is home to the Winston-Salem Air show, which is usually held in September, and draws over 20,000 spectators annually. The subject property also benefits from its close proximity to several academic institutions. Most notable is Wake Forest University, located less than three miles from the property, with a total enrollment exceeding 7,968 students.

Winston-Salem is a city in and the county seat of Forsyth County, North Carolina. Winston-Salem is called the "Twin City" for its dual heritage and "City of the Arts and Innovation" for its dedication to fine arts, theater and technological research. The city is an epicenter for business within the state and is home to the headquarters of BB&T, Hanes Brands, Inc., Krispy Kreme Doughnuts, Inc., Lowes Foods Stores, ISP Sports, Reynolds American, K&W Cafeterias, TW Garner Food Company and Blue Rhino. Although traditionally associated with the textile and tobacco industries, Winston-Salem is transforming itself to be a leader in the nanotech, high-tech and bio-tech fields. Medical research is a fast-growing local industry, and Wake Forest Baptist Medical Center is the largest employer in Winston-Salem. Winston-Salem is home to Wake Forest University, one of the nation's top private universities. Public and private investment to the tune of \$713 million has led to the creation of the Wake Forest Innovation Quarter, an innovation district located on the east side of downtown Winston-Salem. Besides being a place for business and education in biomedical research and engineering, information technology and digital media, the Innovation Quarter features public gathering spaces, apartment living and community events throughout the year.







# Property Photo



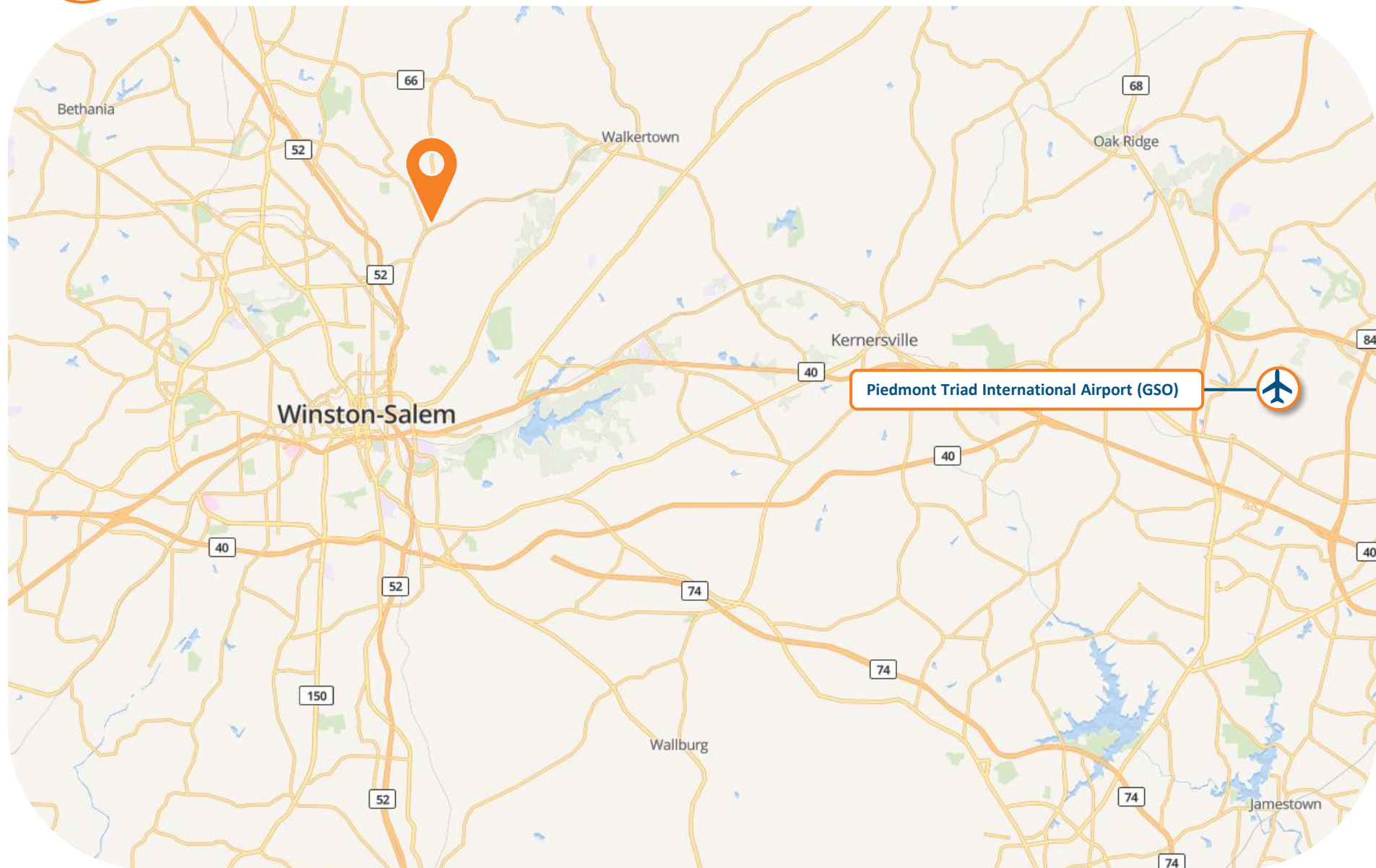




# Local Map



Property Address: 4306 North Liberty Street - Winston-Salem, North Carolina 27105



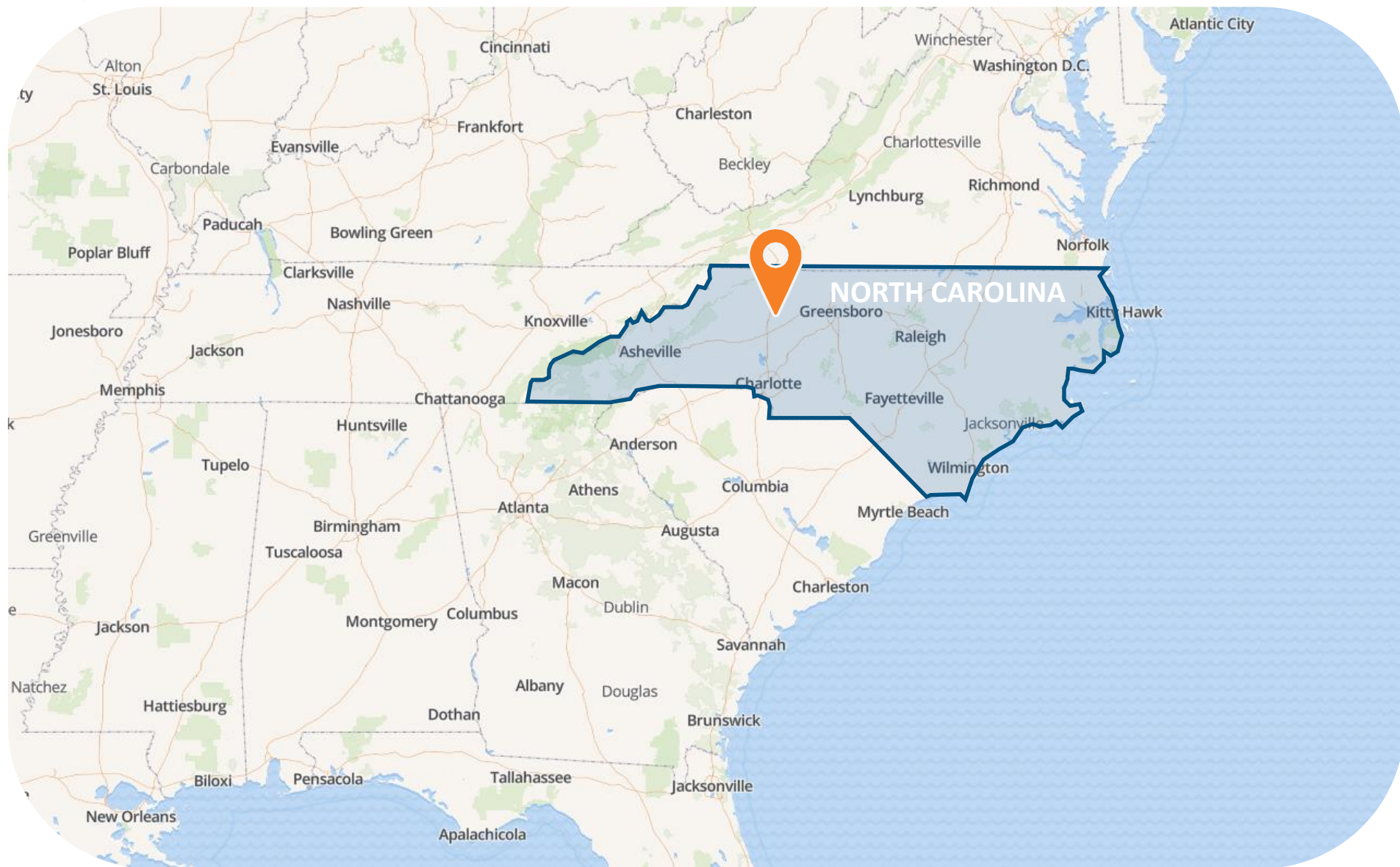




# Regional Map



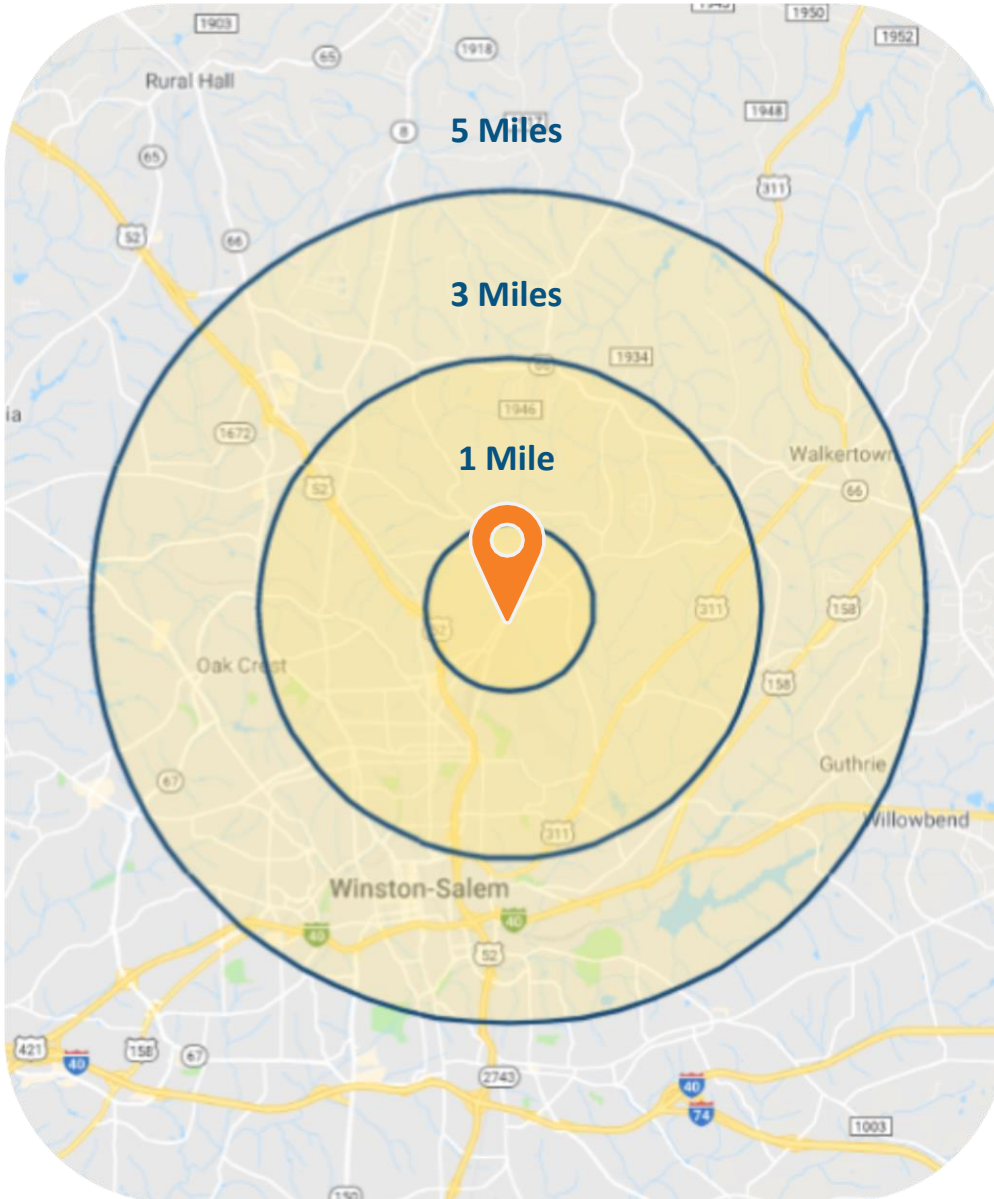
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# Demographics

Property Address: 4306 North Liberty Street - Winston-Salem, North Carolina 27105



## POPULATION

	1 Mile	3 Miles	5 Miles
2022 Projection	5,440	41,879	107,725
2017 Estimate	5,350	42,106	106,548
2010 Census	5,149	40,126	100,324
2000 Census	4,997	41,971	99,017

## INCOME

Average	\$44,995	\$44,119	\$56,542
Median	\$35,430	\$30,520	\$33,585
Per Capita	\$16,191	\$17,460	\$23,370

## HOUSEHOLDS

2022 Projection	1,984	15,875	43,062
2017 Estimate	1,921	15,774	41,997
2010 Census	1,851	15,063	39,578
2000 Census	1,880	16,060	39,101

## HOUSING

2017	\$98,438	\$99,595	\$131,647
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## EMPLOYMENT

2017 Daytime Population	5,692	49,505	163,118
2017 Unemployment	6.57%	8.27%	7.96%
2017 Median Time Traveled	25 Mins	23 Mins	21 Mins

## RACE & ETHNICITY

White	21.21%	21.90%	39.99%
Native American	0.20%	0.24%	0.16%
African American	57.96%	62.01%	46.39%
Asian/Pacific Islander	0.38%	0.72%	1.63%





# Market Overview

City: Winston-Salem | County: Forsyth | State: North Carolina

*Greensboro, North Carolina*

**Winston-Salem** is a city located just 30 miles west of Greensboro, North Carolina. Greensboro is the 3<sup>rd</sup> most populous city in North Carolina and the 68<sup>th</sup> most populous in the United States. Greensboro is the county seat and the largest city in the Guilford County and the surrounding Piedmont Triad metropolitan area. Greensboro and the surrounding Piedmont Triad area's economies have been traditionally centered around textiles, tobacco, and furniture. Greensboro's central proximity in the state has made it a popular place for families and businesses. Interstate 85, Interstate 40 and Interstate 73 were built to intersect at this city, helping Greensboro evolve into a logistics hub. FedEx invested \$300 million in Greensboro with its mid-Atlantic air-cargo and sorting hub at Piedmont Triad International Airport. City leaders have been working to attract new businesses in the nanotech, high-tech, aviation and transportation/logistics sectors. The University of North Carolina at Greensboro and North Carolina A&T State University opened a joint research park called Gateway University Research Park.

The city's workforce benefits from its many institutions of higher education, including Bennett College, Elon University School of Law, Greensboro College, Guilford College, North Carolina Agricultural and Technical State University, and the University of North Carolina at Greensboro. Downtown Greensboro has attracted development investment in recent years, with such new construction as Yadkin Bank Park. The Southside neighborhood has been redeveloped as an award-winning, neotraditional-style neighborhood featuring walkability, compact blocks, and local amenities and services. Among Greensboro's many notable attractions, some of the most popular include the Wet 'n Wild Emerald Pointe Water Park, the Greensboro Science Center, the International Civil Rights Museum, the Weatherspoon Art Museum, and the Greensboro Coliseum Complex, which hosts various sporting events, concerts, and other events.

## Major Employers

Employer	Estimated # of Employees
Wake Forest Baptist Emergency Room	11,000
Winston Salem/Forsyth County School	7,600
Wake Forest Baptist Health	6,541
Wake Forest Univ Hlth Sciences	4,900
Finance Department	2,400
Wilco Hess	2,200
Hanesbrands	1,800
Wake Forest Baptist Med Ctr	1,711
Rai Trade Marketing Svcs Co	1,700
Babcock School of Business	1,250
CVS Health Corporation	1,206



Marcus & Millichap

## EXCLUSIVE NET LEASE OFFERING

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