



FOR SALE

BMO HARRIS BANK

1780 HIGHWAY 36 W • ROSEVILLE, MN 55113

CBRE

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If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

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INVESTMENT SUMMARY

BMO HARRIS BANK | ROSEVILLE, MN

PRICE

\$1,764,000
5.00% CAP Rate

ADDRESS

1780 Highway 36 W
Roseville, MN 55113

APN

09-29-23-43-0010

NET OPERATING INCOME

\$88,200

BUILDING/LOT SIZE

6,494 SF Total
5,294 SF [Upper Level] 1,200 SF [Lower Level]
1.30 Acres

YEAR BUILT

2007

LEASE TYPE

Ground Lease

TERM REMAINING

7.7 Years

OPTIONS

Four 5-Year Options

TYPE OF OWNERSHIP

Fee Simple

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SUMMARY



Corporate Guarantee on Lease:

The lease is corporately guaranteed by [BMO Harris Bank](#), which carries an investment grade credit rating by Standard & Poor's of A+.



Long-Term Commitment:

Tenant has occupied the site since 2006, and recently executed an early lease extension showing their continued commitment to the market and this location.



Significantly Below-Market Rent:

The rental rate currently paid by the Tenant is substantially below-market, greatly improving the profitability of future renewals, while also providing a rare opportunity to potentially increase future income.



Explosive Deposit Growth:

This location has grown deposits by more the 200% over the last four years.



High Visibility and Accessibility:

The Property has [direct visibility to Highway 36](#), one of the beltways through the Twin Cities' northeastern suburbs and carries nearly 100,000 vehicles per day. Additionally the property is easily accessible from the on/off ramp to the highway.



Absolute NNN Ground Lease:

This lease is an absolute NNN ground lease, where the tenant is responsible for all costs associated with the property. It represents a great opportunity for a passive investor to purchase a low management asset.



Diverse and Expansive Trade Area:

Within a one mile radius of the Property there are nearly 4 million square feet of retail, 1.5 million square feet of office space, 1 million square feet of industrial, as well as the [University of Minnesota – St Paul Campus](#), providing the bank with easy access to a diverse customer base.



Major Traffic Drivers:

The Property is in close proximity to major traffic drivers including an adjacent high-volume Starbucks, SuperTarget, Wal-Mart Supercenter, Lunds & Byerlys, and [Rosedale Center](#), a super-regional mall attracting 14 million visitors annually.



Twin Cities MSA - First-Ring Suburb:

Roseville shares borders with both Minneapolis and St Paul, making it an easily accessible inner-ring community for both businesses and residents.

PROPERTY PHOTOS

BMO HARRIS BANK | ROSEVILLE, MN



INVESTMENT SUMMARY

BMO HARRIS BANK | ROSEVILLE, MN

RENT SCHEDULE				
	Date Start	Date End	Annual Rent	Per SF
	1/1/2008	12/31/2012	\$80,000.00	\$12.32
	1/1/2013	12/31/2017	\$84,000.00	\$12.94
Current	1/1/2018	12/31/2022	\$88,200.00	\$13.58
	1/1/2023	12/31/2027	\$92,610.00	\$14.26
OPTIONS				
Option 2*	1/1/2028	12/31/2032	\$97,240.50	\$14.97
Option 3	1/1/2033	12/31/2037	\$102,102.53	\$15.72
Option 4	1/1/2038	12/31/2042	\$107,207.65	\$16.51
Option 5	1/1/2043	12/31/2047	\$112,568.03	\$17.33

*Tenant exercised its first option early.

EXPENSE RESPONSIBILITIES	
Real Estate Tax	Tenant is responsible.
Property Insurance	Tenant is responsible.
Utilities	Tenant is responsible-pays direct.
Roof & Structure	Tenant is responsible-pays direct.
Parking Lot	Tenant is responsible for pro rata share.
HVAC	Tenants is responsible.
Repairs & Maintenance (CAM)	Tenant is responsible for pro rata share .
Management Fee	10% admin fee of all CAM cost (Including Tax, Insurance & Utilities of Common Area).

You are solely responsible for independently verifying the information in this Memorandum. ANY RELIANCE ON IT IS SOLELY AT YOUR OWN RISK

TENANT SUMMARY

BMO HARRIS BANK | ROSEVILLE, MN



["BMO Expert Podcast on COVID-19 and the Future of the Global Economy."](#)

BMO Newsroom, 3/31/2020

["BMO Announces Financial Relief for Canadian Businesses."](#)

BMO Newsroom, 3/24/2020

["BMO Decreases Prime Lending Rate."](#)

BMO Newsroom, 3/27/2020

COMPANY PROFILE

Bank of Montreal provides diversified financial services primarily in North America. It operates through three groups: Personal and Commercial Banking, BMO Wealth Management, and BMO Capital Markets. The company's personal banking products and services include checking and savings accounts, credit cards, mortgages, and financial and investment advice services; and commercial banking products and services comprise business deposit accounts, commercial credit cards, business loans and commercial mortgages, cash management solutions, foreign exchange, and specialized banking programs for small business and commercial banking customers. It also offers wealth management products and services, such as investment and wealth advisory services; digital investing services; financial services and solutions to high net worth and ultra-high net worth clients; and investment management, and trust and custody services to institutional, retail, and high net worth investors. In addition, the company provides life insurance, accident and sickness insurance, and annuity products to brokers and individuals; creditor and travel insurance to bank customers; and reinsurance solutions. Further, it offers investment and corporate banking services, including client's debt and equity capital-raising services, as well as loan origination and syndication, balance sheet management, and treasury management; strategic advice on mergers and acquisitions, restructurings, and recapitalizations, as well as valuation and fairness opinions; and trade finance, risk mitigation, and other operating services. Additionally, the company provides research and access to markets for institutional, corporate, and retail clients; new product development and origination services, as well as risk management advice and services to hedge against fluctuations; and funding and liquidity management services to its clients. The company was founded in 1817 and is headquartered in Montreal, Canada.

TENANT SUMMARY

Ownership	Public (Ticker-BMO)
Parent Company Trade Name	Bank of Montreal
Tenant	Corporate
Sale Volume	24.61Billion (2019)
Lease Guarantor	Corporate Guarantee
Credit Rating	A+
Rating Agency	Standard & Poor's
No. of Locations	900+
Headquartered	Montreal, QC
Year Founded	1817
Website	https://www.bmo.com/

LEASE SUMMARY

Tenant	BMO Harris Bank N.A
Tenant Trade Name	BMO Harris
Lease Commencement (Estimated)	1/1/2008
Rent Commencement (Estimated)	1/1/2008
Lease Expiration (Estimated)	12/31/2027
Lease Term Remaining	7.7 Years
Renewal Options	4- 5 Year
Notice For Options	180 Days
Early Termination Option	N/A
Right of First Offer	BMO has 15 days to purchase at the advertising price
Estoppel Request Time	10 Days

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IMMEDIATE TRADE AREA

BMO HARRIS BANK | ROSEVILLE, MN



verizon

SPiRE
CREDIT UNION

Sylvan
Learning



RED LOBSTER
FRESH FISH • LIVE LOBSTER

GOOD
EARTH
NATURALLY

bakers
square
RESTAURANT • BAKERY



96,000 VEHICLES

BMO



11,900 VEHICLES



KinderCare
LEARNING CENTERS



Industrial Fabrics
Association International

HCM
PL
LC

planet
fitness

ExtraSpace
Storage

ROSEDALE
TOWER

MINNEAPOLIS
BUSINESS COLLEGE

Doherty
EMPLOYMENT EXPERTS

Google Earth



SOUTHWEST FACING AERIAL

BMO HARRIS BANK | ROSEVILLE, MN



Minneapolis
City of Lakes

**CENTRAL
BUSINESS
DISTRICT**

FAIRVIEW
ALTERNATIVE
HIGH SCHOOL

BRIMHALL
ELEMENTARY
SCHOOL

Doherty
THE DOK-DAVIS GROUP

KinderCare
LEARNING CENTERS

ExtraSpace
Storage

planet
fitness



BMO



MINNEAPOLIS
BUSINESS COLLEGE

ROSEDALE
TOWER

FAIRVIEW AVE N 11,900 VEHICLES

96,000 VEHICLES



NORTHWEST FACING AERIAL

BMO HARRIS BANK | ROSEVILLE, MN



SOUTHEAST FACING AERIAL

BMO HARRIS BANK | ROSEVILLE, MN



CENTRAL BUSINESS DISTRICT



96,000 VEHICLES

FAIRVIEW AVE N 11,900 VEHICLES

MARKET SUMMARY

BMO HARRIS BANK | ROSEVILLE, MN

COMMERCIAL HUB BETWEEN MINNEAPOLIS & ST. PAUL

One of only two suburbs adjacent to both Saint Paul and Minneapolis, Roseville, Minnesota is largely commercially zoned land, contributing to low residential property taxes. The city is home to several major shopping centers including Rosedale Center and Har Mar Mall, as well as Target's first location in 1962 (since replaced with a new Target in 2005) as well as the first Barnes & Noble bookstore outside of New York City.

The city provides easy access to the area's major traffic arteries, including I-35 E and I-694. Its location between the Twin Cities means residents enjoy a short commute to either major business district, and the Minneapolis-St. Paul International Airport is just 20 minutes away.



ROSEVILLE

INCOME

\$73,209 2019 Estimated Roseville Median Household Income

(\$61,372 National Average, CNBC.com)

\$40,525 2019 Estimated Roseville Per Capita Income

(\$31,177 National Average, www.census.gov)

TWIN CITIES MARKET SNAPSHOT

BMO HARRIS BANK | ROSEVILLE, MN

TOP FORBES PRIVATE MINNESOTA COMPANIES



MINNESOTA FORTUNE 500



TOP TEN MAJOR EMPLOYERS

Minneapolis-St. Paul-Bloomington, MN-WI Metropolitan Statistical Area

#1 Allina Health System 27,635 Employees	#2 Target Corporation 26,694 Employees	#3 University of Minnesota 26,436 Employees	#4 HealthPartners 22,500 Employees	#5 Fairview Health System 22,000 Employees
#6 Wells Fargo & Co. 20,000 Employees	#7 UnitedHealth Group 15,750 Employees	#8 CHS Inc. 12,157 Employees	#9 U.S. Bancorp 12,010 Employees	#10 Land O'Lakes Inc. 10,000 Employees

MAJOR RETAIL BRAND HEADQUARTERS



TWIN CITIES MARKET SNAPSHOT

BMO HARRIS BANK | ROSEVILLE, MN

MSP AIRPORT TRAFFIC



- "About MSP - MSP by the Numbers", MSPairport.com/about-msp



163

Nonstop
Markets
Served



38M

Travelers



Commercial
Passenger
Airlines

HEALTHCARE & RESEARCH

Minnesota Has the
**2nd Highest
Total Number of
Medical Device
Patents**

In the Nation - "Compare Minnesota: Invention
Patents", MN.gov

Minneapolis - St. Paul MSA is a
Top Ten U.S. City
for Corporate Innovation



- "Top 10 Cities for Corporate Innovation",
Innovation Leader Magazine, May 2017

MSP DEMOGRAPHICS

3,628,856

Minneapolis-St. Paul, Bloomington Population
- U.S. Census Bureau, 2018

#2 in the Nation

#2 State in Percentage of the Population with Associate Degree or Higher
- MN Office of Higher Education, http://www.ohe.state.mn.us/sPages/educ_attain_cfm

93.6%

of Persons Age 25+ Hold High School Diploma or Higher | 88% National Average
- U.S. Census Bureau, 2018

3% Unemployment

3.8% National Average, January 2019
- U.S. Census Bureau, 2018

LIFE & RETAIL IN MSP

\$2 Billion

in Economic Activity
Generated for Minnesota by
Mall of America



"Mall of America: By the Numbers."
Mall of America, 2016,
[www.mallofamerica.com/upload/
FactSheets_2016.pdf](http://www.mallofamerica.com/upload/FactSheets_2016.pdf)

#3 Best State

Overall in the United States
Based on 70 Metrics, 2019



"Best States Rankings."
U.S. News, 2019,
<https://www.usnews.com/news/best-states/rankings>

\$59,736

Average Per Capita Personal
Income (2017), \$53,658 National
Average (2018)



"Per Capita Personal Income in Minneapolis-St. Paul Bloomington MSA", Federal
Reserve Bank of St. Louis, Economic
Research

Best Parks

System in the Nation
According to The Trust for
Public Land's ParkScore®
Index



"Minneapolis Repeats as
Nation's Best Park System."
Minneapolis Park & Recreation Board, May 23,
2018, www.MinneapolisParks.org

**#3 Fittest
City**

Ranked by the American
Fitness Index Summary
2019



"ACSM American Fitness Index", American
Fitness Index, May 2019,
www.americanfitnessindex.org

**#2 Ticket
Sales**

In the Nation, Theater Tickets
Sold Per Capita (NYC #1)



Meet Minneapolis - Things To Do, [https://
www.minneapolis.org/things-to-do/arts-cul-
ture/theaters/](https://www.minneapolis.org/things-to-do/arts-culture/theaters/)

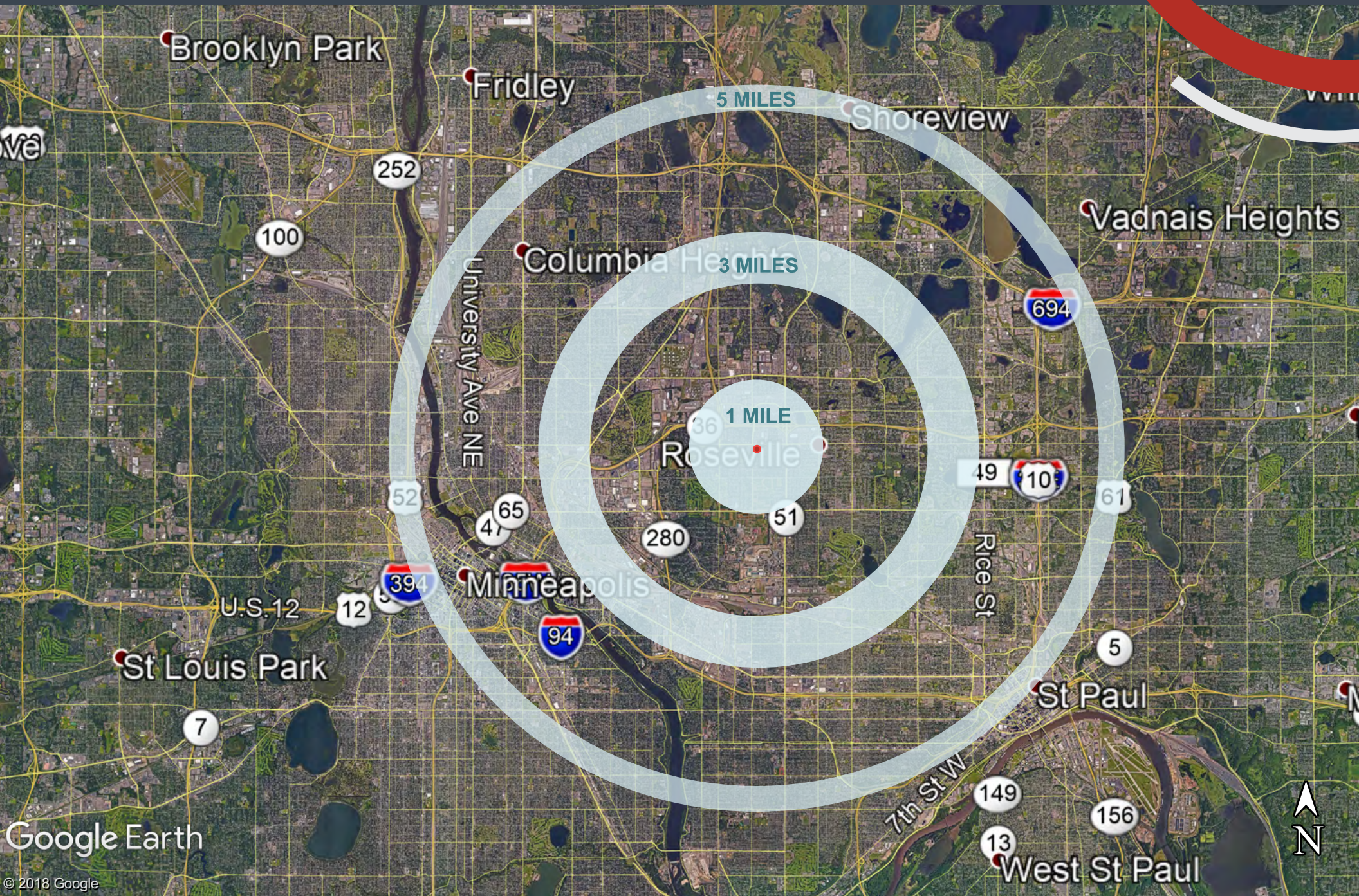
DEMOGRAPHICS

BMO HARRIS BANK | ROSEVILLE, MN

	1 Mile	3 Miles	5 Miles
POPULATION			
2019 Population - Estimate	6,407	83,353	355,764
2024 Population - Five Year Projection	6,592	85,675	373,261
2019-2024 Annual Population Growth Rate Projection	0.57%	0.55%	0.96%
GENERATIONS			
Generation Z (Born 1999-2016)	18.4%	19.4%	23.1%
Millennials (Born 1981-1998)	25.0%	28.7%	31.7%
Generation X (Born 1965-1980)	16.5%	17.4%	16.7%
Baby Boomers (Born 1946-1964)	24.8%	21.4%	18.4%
HOUSEHOLD INCOME			
2019 Average Household Income	\$104,367	\$96,332	\$83,349
2024 Average Household Income	\$119,651	\$109,539	\$96,507
EDUCATION			
High School Diploma	12.8%	13.6%	15.1%
Some College - No Degree	13.9%	14.5%	17.3%
Associate's Degree	7.9%	7.6%	7.4%
Bachelor's Degree	30.6%	31.4%	27.4%
Graduate or Professional Degree	31.5%	27.2%	20.4%
EMPLOYMENT			
2019 Employed Civilian Population (16+)	98.0%	97.2%	95.5%
2019 Unemployed Population (16+)	2.0%	2.8%	4.5%

DEMOGRAPHICS

BMO HARRIS BANK | ROSEVILLE, MN



CONSUMER BASE - 5 MILE RADIUS

BMO HARRIS BANK | ROSEVILLE, MN

DOMINANT TAPESTRY SEGMENT

14.0% EMERALD CITY

- Young and mobile, more likely to rent
- Well educated, these consumers research carefully before making purchases
- Cell phones and text messages are a huge part of every day life
- Interested in the fine arts and especially enjoy listening to music
- Many embrace the “foodie” culture and enjoy cooking adventurously

OTHER TOP SEGMENTS

8.2% IN STYLE

- Urbane lifestyles that include support of the arts, travel, and extensive reading
- Connected and make full use of the advantages of mobile devices
- Professional couples or single households without children
- Slightly older and already planning for retirement

DOMINANT LIFEMODE GROUP

28.7% MIDDLE GROUND

- Lifestyles of thirtysomethings
- Millennials in the middle: single/married, renters/homeowners, middle class/working class
- Majority of residents attended college or attained a college degree
- Online all the time

DOMINANT URBANIZATION GROUP

59.7% METRO CITIES

- Affordable city life including smaller metropolitan cities or satellite cities with mix of single-family and multiunit housing
- Consumers include college student, affluent GenX couples, and retirement communities
- Residents share an interest in city life and its amenities

7.1% COLLEGE TOWNS

- Enrolled in college while the rest work for a college or the services that support it
- Students with busy schedules, but make time between studying and part-time jobs for socializing and sports
- Heavily influenced by celebrity endorsements and trends in magazines
- They feel anything that can be done online is easier in person

CONTACT US

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BMO



Harris Bank

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