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CHASE BANK

1701 GRANT AVE.

NOVATO, CA 94945

CBRE | OFFERING
MEMORANDUM

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CBRE

INVESTMENT HIGHLIGHTS

- This store is a **relocation of a successful Chase Bank location across the street**. The previous location reported strong deposits of ~\$197 Million in 2019.
- The tenant, **JPMorgan Chase Bank (S&P: A-)**, is the largest bank in the U.S. with assets of \$2.6 trillion and operations worldwide.
- In May 2020, Chase Bank **executed a new ten (10) year lease**. The lease has four (4), five (5) year options.
- The lease provides for **10% rental increases every five (5) years**.
- The lease structure is **double net (NN), with some landlord responsibilities**. See page 9 for further details.
- The Chase Bank is located in the **Downtown Novato Center**, which is in the **heart of downtown Novato**. This area is known for its boutiques, restaurants and specialty stores.
- The Chase Bank is also surrounded by national retailers including **CVS Pharmacy, Sonoma Fitness, Lucky California, Baskin Robbins, Little Caesars, Wells Fargo, US Bank and Taco Bell**, among others.
- The average household income in the five (5) mile demographic ring **is an affluent \$151,664**, which is above California's state average of \$110,857.
- Novato is the northernmost city in Marin County, and is **located 29 miles (40 minutes) north of San Francisco**. Novato is also the **gateway to wine country, and is located 53 miles (90 minutes) from Sonoma County**.
- The property is situated on the hard-signalized corner of Grant Ave. & 7th St., **which report combined traffic counts of 22,013 cars per day**.
- The Buck Institute for Research on Aging, one of the foremost non-profit, biomedical research institutes in the world, is headquartered in Novato, **furthering Novato's expansion as the biotech hub of the North Bay**. Buck Institute is located just 2 miles (8 minutes) from the subject property.
- Novato's business mix includes **corporate headquarters, state-of-the-art technology companies, and a variety of retail centers**.

INVESTMENT SUMMARY

Offering Price.....	\$3,520,000
Cap Rate.....	4.00%
Lease Structure	NN
Current Annual Rent.....	\$140,800
Building GLA	3,200 SF
Lot Size.....	~0.4 Acres
Ownership	Fee Simple



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TENANT OVERVIEW

About Chase Bank

Chase is the U.S. consumer and commercial banking business of JPMorgan Chase & Co. (NYSE: JPM). JPMorgan Chase & Co. is the largest bank in the United States with assets of \$2.6 trillion and operations worldwide. It is one of the most well-capitalized banks in the world and the highest ranked megabank on Fortune Magazine's list of "World's Most Admired Companies" for 5 consecutive years. JPMorgan Chase has been #1 in investment banking for the past decade and finished 2019 with 9.0% of global wallet share, the highest attained in a decade. The bank serves 63 million U.S. households, 4 million small businesses, and is #1 in new primary bank relationships nationally as well as in U.S. credit card issuance based on sales and outstandings.

In January 2018, the company announced a \$20 billion, five-year comprehensive investment to support job and local economic growth in the U.S. Through the new investment, JPMorgan Chase will open hundreds of new Chase branches in several new U.S. markets and add up to 4,000 jobs throughout the country.

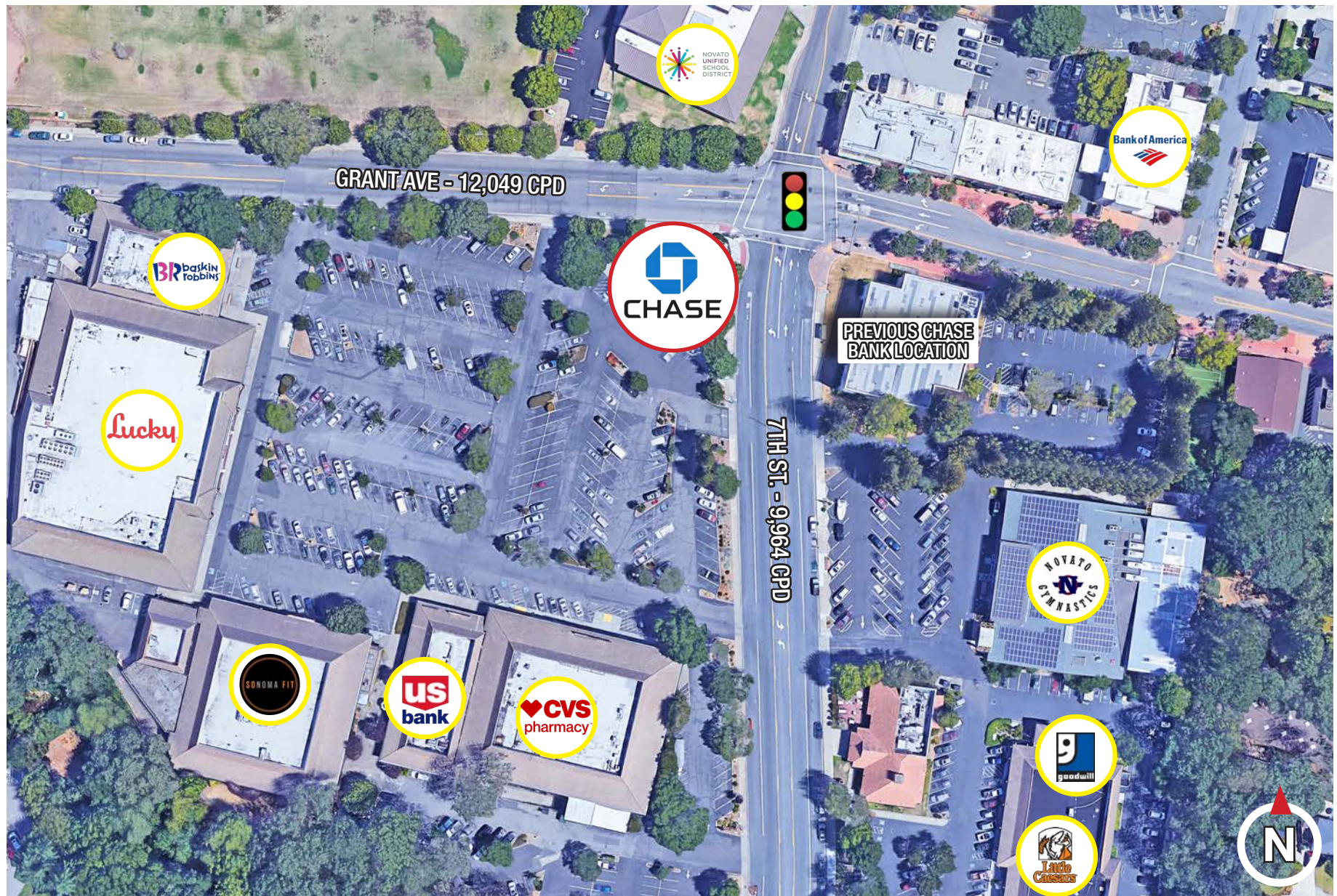
In 2019, the company entered 16 new markets and added 90 new branches. JPMorgan Chase has a market capitalization of \$429.91 billion. The company has more than 5,100 branches in 27 states and the District of Columbia, presence in over 100 markets globally, and does business with more than 80% of Fortune 500 companies. The company reported a net revenue of \$115.63 billion, and a net income of \$36.43 billion for fiscal 2019.



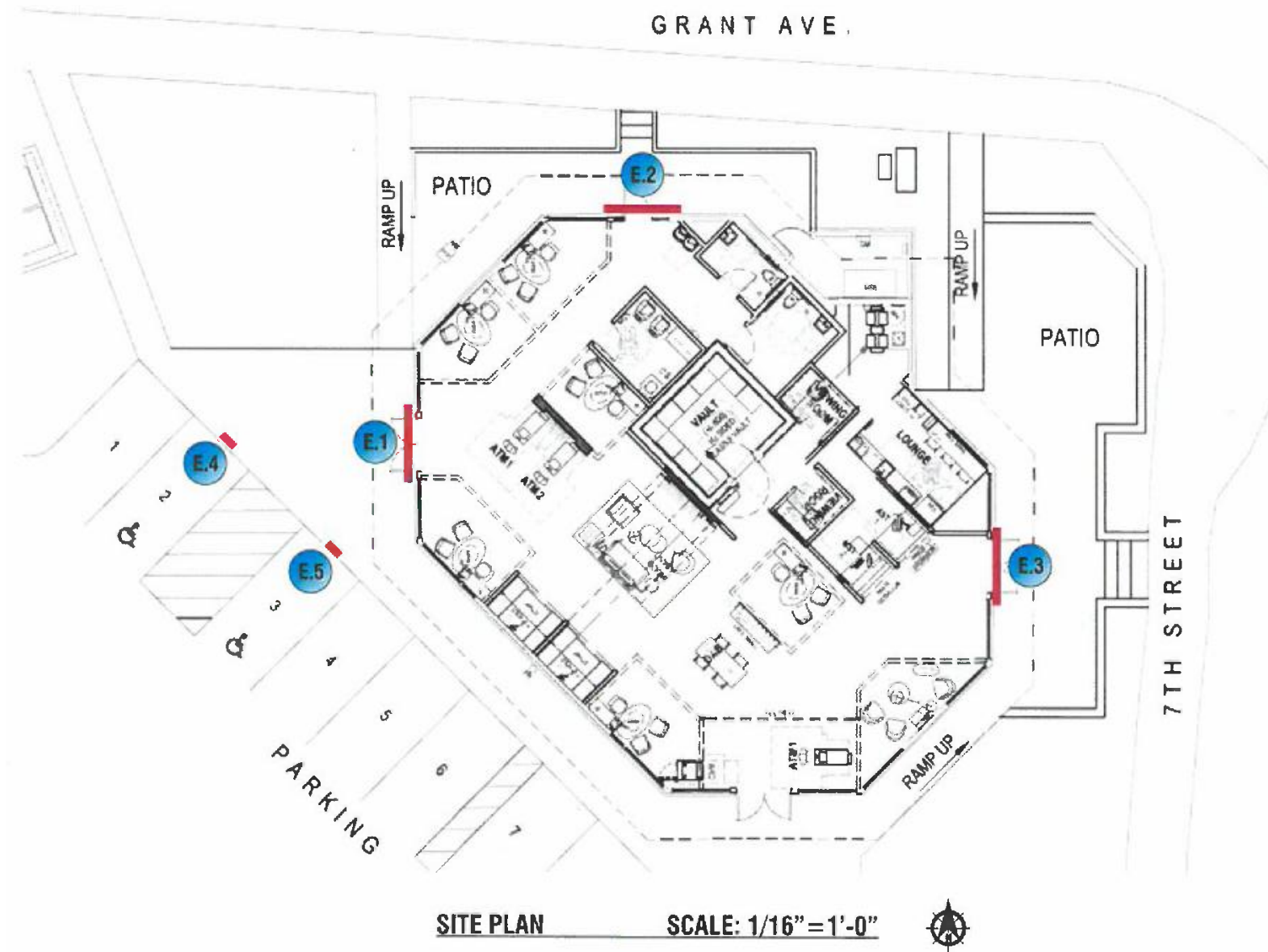
CHASE BANK CORPORATE OVERVIEW

Type:	Subsidiary
Parent Company:	JPMorgan Chase & Co. (NYSE: JPM)
Industry:	Banking
Locations:	5,130+
Employees:	256,981+
Revenue:	\$115.63 Billion (FY 2019)
Corporate Headquarters:	New York, NY
Credit Rating:	S&P: A-, Moody's: A2

PROPERTY OVERVIEW



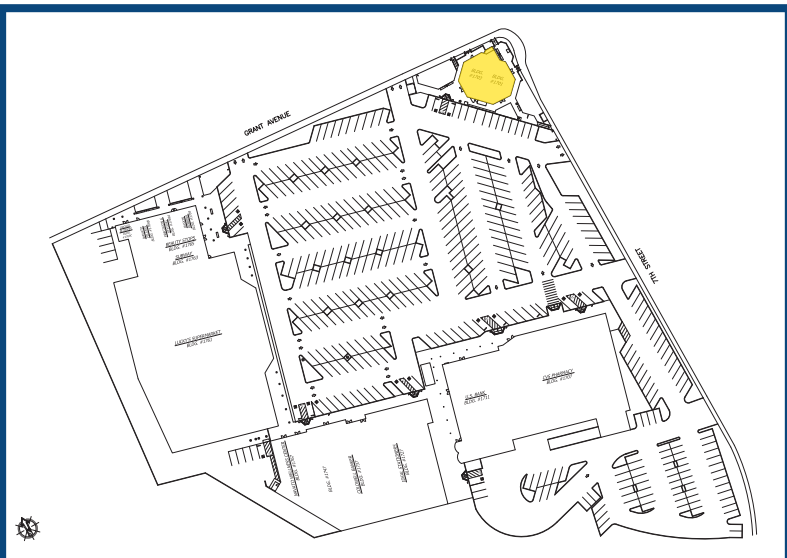
PROPERTY OVERVIEW







PROPERTY OVERVIEW



PROPERTY SUMMARY

Price: \$3,520,000

Cap Rate: 4.00%

Address: 1701 Grant Ave.
Novato, CA 94945

Ownership: Fee Simple

Building GLA: 3,200 SF

Lot Size: ~0.4 Acres

Parking: 3 exclusive parking spaces

Year Built / Renovated: 2000 / 2020

Parcel Number: TBD

LEASE SUMMARY

Tenant: JPMORGAN CHASE BANK, N.A d/b/a CHASE BANK

Date of Lease: May 15, 2019

Rent Commencement: May 19, 2020

Lease Expiration: May 31, 2030

Lease Term: 10.0 years

Term Remaining: 9.7 years (as of 09/2020)

Renewal Options: 4 - 5 year options

Current Annual Rent: \$140,800

Rental Increases: 10% every 5 years

Percentage Rent: None

Deposits: ~\$197 Million at prior location across the street

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LEASE SUMMARY CONTINUED

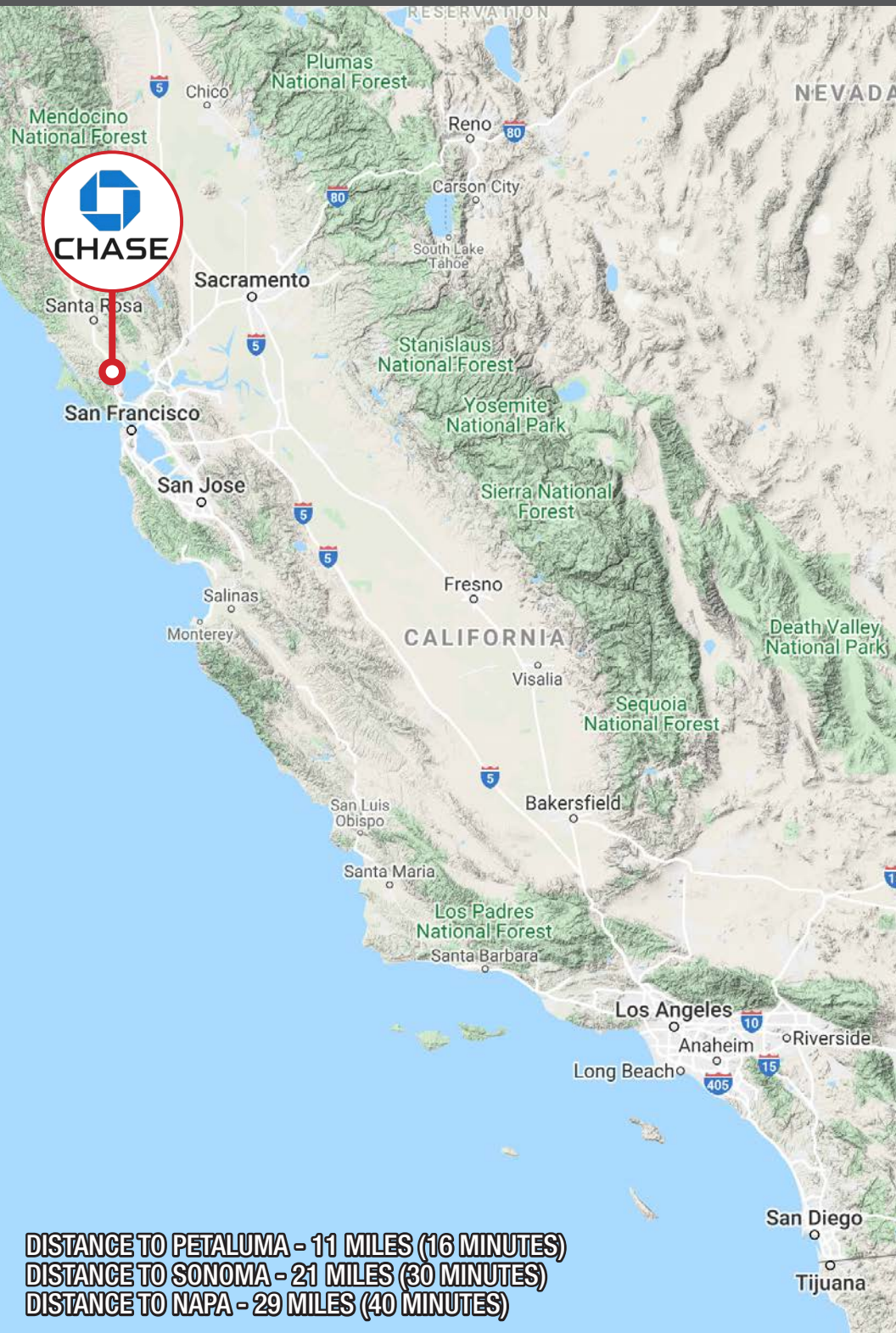
Lease Structure:	NN - Some Landlord Responsibility
Roof & Structure:	LANDLORD - Landlord to maintain the roof (inclusive of flashing around the rooftop air conditioning unit), foundations and other structural components, exterior walls, utility lines outside the exterior walls, and pedestrian walks.
HVAC:	TENANT - Tenant to maintain directly.
Common Area & Parking:	TENANT - Under the Reciprocal Property Agreement, Shopping Center Owner is to maintain and repair landscaping, parking areas, driveways, accessways, service drives, drive aisles, light poles, and other similar improvements. Tenant, through Landlord, is to pay its Percentage Share of all costs of operating, servicing, administering, repairing, and maintaining the Common Areas of the Shopping Center, the landscaping of the Common Areas, and the parking lot within the Shopping Center ("Operating Expenses"). Controllable expenses (Operating Expenses exclusive of insurance, utilities, security, snow removal, and taxes) shall not increase more than 5% each year. Tenant to arrange for trash collection at its sole cost and expense.
Property Taxes:	TENANT - Tenant to reimburse Landlord for Taxes as Operating Expenses Rent.
Utilities:	TENANT - Tenant pays direct.
Insurance:	TENANT - Landlord to carry All Risk and Property insurance, the cost of which is reimbursed by Tenant as Operating Expense Rent. Tenant to carry separate insurance policies as required under the lease.
Other:	Operating Expense Rent: Every December, Landlord shall provide Tenant with a written notice of its estimate of Operating Expenses Rent for the ensuing calendar year. Tenant will pay to Landlord 1/12 of such estimates amounts along with base rent each month. Within 180 days of the close of each calendar year, Landlord will deliver to Tenant a statement of actual Operating Expenses for the prior year, and Landlord and Tenant shall reconcile such amounts.
Assignment & Subletting:	No assignment or sublet shall relieve Tenant from its obligations under the Lease.
ROFR:	Tenant does not have a ROFR.

RENT SCHEDULE

Lease Term	Lease Years	Monthly Rent	Annual Rent	Rent/SF	Increase (%)
Primary:	1 - 5:	\$11,733.33	\$140,800.00	\$44.00	
	6 - 10:	\$12,906.67	\$154,880.00	\$48.40	10.0%
Option 1:	11 - 15:	\$14,197.33	\$170,368.00	\$53.24	10.0%
Option 2:	16 - 20:	\$15,616.00	\$187,392.00	\$58.56	10.0%
Option 3:	21 - 25:	\$17,178.67	\$206,144.00	\$64.42	10.0%
Option 4:	26 - 30:	\$18,896.00	\$226,752.00	\$70.86	10.0%



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DISTANCE TO PETALUMA - 11 MILES (16 MINUTES)
DISTANCE TO SONOMA - 21 MILES (30 MINUTES)
DISTANCE TO NAPA - 29 MILES (40 MINUTES)



NOVATO FAIR
SHOPPING CENTER

AVERAGE HH INCOME	
3 Mile	\$149,043
5 Mile	\$151,664
10 Mile	\$152,289

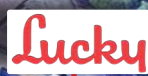
NOVATO BLVD. - 27,350 CPD

GRANT AVE - 12,049 CPD

7TH ST. - 9,964 CPD



PREVIOUS CHASE
BANK LOCATION





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VALUE OF HOUSING UNITS

3 Mile	\$1,011,273
5 Mile	\$1,010,991
10 Mile	\$1,013,019



GRANT AVE -
12,049 CPD

NOVATO BLVD. - 27,350 CPD

REDWOOD BLVD. - 14,176 CPD

REDWOOD HWY - 173,300 CPD

H
KAISER PERMANENTE
MEDICAL OFFICES
Tuesday Morning
Starbucks

PACIFIC PULMONARY SERVICES
CORPORATE OFFICE

BIRKENSTOCK
CORPORATE OFFICE

Americas
Best Value Inn

WELLS
FARGO
Bank of America

FIREHOUSE
SUBS
FOUNDED BY FIREMEN
TRADER
JOE'S
Starbucks

CVS
pharmacy

BETANCOURT HOME BUILDERS INC
CORPORATE OFFICE

Lucky
CVS
pharmacy
BR
baskin
robbins
usbank

BANK OF THE WEST

REVCOR
PARTNERS
CORPORATE OFFICE

McDonald's
Peet's Coffee & Tea

SAFeway
RITE AID
ANYTIME
FITNESS
Habit Jack
BURGER GRILL
in the box

SINALOA MIDDLE
SCHOOL

SONOMA FIT

goodwill
TACO BELL

HILL MIDDLE
SCHOOL

Round Table
PIZZA
UNITED STATES
POSTAL SERVICE
Chevron
GROCERY
OUTLET
Bergan Market

Ford
Public Storage

H
SUTTER HEALTH
HOSPITAL

TACO BELL
Chick-fil-A

KIA
TOYOTA
Let's Go Places

VINTAGE OAKS SHOPPING CENTER
BevMo! TARGET IN-N-OUT
DSW Marshalls SEPHORA
IHOP MATTRESS FIRM
COSTCO PETCO Where the pets go.
OLD NAVY BANANA REPUBLIC
NORDSTROM LOFT
rack GAP carter's

NOVATO HIGH
SCHOOL

SAN FRANCISCO
BAY AREA
29 MILES (30 MINUTES)
FROM NOVATO

O'Reilly
AUTO PARTS
Armstrong
Garden Centers

CHASE

AREA OVERVIEW

NOVATO, CALIFORNIA

HISTORY

- Novato is the northernmost city in Marin County, California, and is located approximately 29 miles north of San Francisco and 37 miles northwest of Oakland. Novato, which covers 28 square miles, has a population of nearly 53,000. The average household income in the five (5) mile demographic ring surrounding the property is an affluent \$151,664, which is above California's state average of \$110,857. The value of housing units in the five (5) mile demographic ring surrounding the property is \$1,010,991, which is above California's state average of \$693,451. Novato has a rural atmosphere largely because of its low population density and the high amount of open space and parks in and near the City.

ECONOMY

- The City of Novato successfully accommodates corporate headquarters, life science research companies, state-of-the-art technology companies and a variety of retail centers in its business community. BioMarin Pharmaceuticals employs 979 employees. Ultragenyx Pharmaceutical and Raptor Pharmaceutical, both BioMarin spinoffs, are located in the City of Bel Marin



Keys, only 6 miles (13 minutes) from the subject property. The Buck Institute for Research on Aging is also headquartered in Novato, furthering Novato's expansion as the biotech hub of the North Bay.

- The Novato Unified School District is the City's largest employer with approximately 1,280 employees and it serves over 8,000 students in kindergarten through high school in eight elementary, three middle, two high, and three alternative schools.
- Novato is located just 29 miles (30 minutes) from the San Francisco Bay Area. The Bay Area is home to some of the world's finest wine country, including Napa Valley and Sonoma, plus waterfront towns, dramatic beaches, and the tech-savvy southern end of the bay known as the Silicon Valley, where lunchtime ideas at Google, Facebook, and Apple, turn into the next brilliant innovation.

RETAIL ACTIVITY

- Retail business in Novato takes many forms. Vintage Oaks Shopping Center is a regional mall that serves as home to Costco, Target, Sports Basement, Novato Toyota and Novato Kia, as well as a number of other retail stores and restaurants. There is an active retail area in downtown Novato along Grant Ave. with shops and restaurants as well as other shopping area throughout the City.

AREA OVERVIEW

EDUCATION

- Novato High School and San Marin High School in Novato are among the Best High Schools in America, according to U.S. News & World Report's 2019 rankings of the nation's high schools, in which more than 17,000 schools are ranked.

AIRPORTS

- San Francisco International Airport (SFO) flies over 57 million passengers annually and is located just 41 miles (50 minutes) from the subject property. SFO generates more than 46,000 direct jobs and \$10.7B in business activity. Oakland International Airport (OAK) flies over 13 million passengers annually and is located just 42 miles (48 minutes) from the subject property.

SURROUNDING ACTIVITY

- Novato has more than 3,600 acres of open space, making it a haven for hiking and mountain biking. The views from the 1,558-foot-high Mt. Burdell are outstanding. Novato has two public golf courses, a 16,000 square foot skate park and a network of 27 oak-studded parks. Novato's Stafford Lake Park, a 139-acre expanse is a major attraction for visitors and residents who



enjoy fishing, hiking, biking or day camping. Bird watchers and wildlife observers are also drawn to Scottsdale Marsh, Deer Island Preserve and Pacheco Pond Wildlife Area. Slightly north of Novato, is the 900-acre Olompali State Park.

- Novato is a scenic city at the gateway to wine country, and is located 53 miles (90 minutes) from Sonoma County. Novato has a small town ambience and insider wine destinations - it is also home to one of the oldest vineyards in the region, Pacheco Ranch Winery. When coming from across the Bay, Novato is a local gateway to all that wine country offers.
- Novato's restored Grant Avenue has made downtown Novato a welcoming place for visitors and residents to shop and dine. Well-known high technology companies have made their home in Novato, including one of the foremost non-profit, biomedical research institutes in the world and the first independent research facility in the U.S. to focus solely on aging and age-related conditions, the Buck Institute for Aging, a prominent complex on Mt. Burdell designed by famed architect I. M. Pei.
- The City has a proud tradition of community events within its historic Old Town including the Novato Festival of Art, Wine and Music each June, their annual 4th of July Parade, Nostalgia Days Classic Car Show in August, the Downtown Farmers' Market held from May through September, and their Holiday Tree Lighting in December.



DEMOGRAPHICS

POPULATION	3 Mile	5 Mile	10 Mile
Estimated Population (2020)	42,952	57,344	176,459
Census Population (2010)	42,447	56,647	173,443
Projected Population (2025)	43,222	57,711	177,809
HISTORICAL ANNUAL GROWTH			
2000-2010	0.14%	0.42%	0.40%
2010-2020	0.12%	0.12%	0.17%
PROJECTED ANNUAL GROWTH			
2020-2025	0.13%	0.13%	0.15%
HOUSEHOLDS	3 Mile	5 Mile	10 Mile
Estimated Households (2020)	16,616	22,273	70,582
Census Households (2010)	16,459	22,080	69,716
Projected Households (2025)	16,696	22,380	70,941
HISTORICAL ANNUAL GROWTH			
2000-2010	0.30%	0.55%	0.51%
2010-2020	0.09%	0.08%	0.12%
PROJECTED ANNUAL GROWTH			
2020-2025	0.10%	0.10%	0.10%

2020 POPULATION BY RACE	3 Mile	5 Mile	10 Mile
White	66.0%	66.1%	69.8%
Hispanic	20.8%	20.5%	18.2%
Asian	7.2%	7.2%	6.2%
Black or African American	2.2%	2.1%	1.8%
2020 AGE BY GENDER	3 Mile	5 Mile	10 Mile
MEDIAN AGE			
Male	44.80	44.60	44.00
Female	47.90	48.20	47.80
HOUSEHOLD INCOME	3 Mile	5 Mile	10 Mile
2020 Average	\$149,043	\$151,664	\$152,289
2020 Median	\$112,708	\$113,709	\$111,689
VALUE OF HOUSING UNITS	3 Mile	5 Mile	10 Mile
2020 Average	\$1,011,273	\$1,010,991	\$1,013,019
2020 Median	\$903,203	\$909,720	\$904,046

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