

**WELLS
FARGO**

FALLS CHURCH, VA
(WASHINGTON DC MSA)
TROPHY ASSET

**HORVATH
& TREMBLAY**



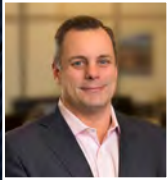
GROUND LEASE OPPORTUNITY

LEAD AGENTS



KYLE DANIELSON

Vice President
Direct: (202) 847-4200
kdanielson@htretail.com



BOB HORVATH

Executive Vice President
Direct: (781) 776-4003
rhorvath@htretail.com

ANDREW KNIGHT
NEW ENGLAND COMMERCIAL BROKERAGE, INC.
BROKER OF RECORD
LICENSE NO: 0225214094

DISCLAIMER

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INVESTMENT HIGHLIGHTS

Horvath & Tremblay is pleased to present the exclusive opportunity to purchase a Wells Fargo ground lease located at 1000 W Broad Street in Falls Church, Virginia (the "Property"). The retail branch consists of a 3,235 square foot building with two dedicated drive through lanes and a drive-up ATM on a corner parcel. Wells Fargo has been at this location since its construction in 1995 and has 4+ years remaining on their ground lease with one (1), five-year renewal option. The lease calls for annual rent increases throughout the base term and renewal option of the greater of 3% or 75% of the annual increase in the CPI-U (Washington, D.C. Metropolitan Area).

Wells Fargo is situated on a corner parcel at the signalized intersection of W Broad Street and West Street. The location is part of an exceptional trade area centered around the Interstate 66 corridor with numerous national tenants and retail centers drawing significant traffic to the area. Falls Church is an affluent suburb of Washington, D.C. approximately 9 miles west of the city.

- **LONG-TERM TENANT:** Wells Fargo has been at this location since 1995 and has 4+ years remaining on the Ground Lease with one (1), 5-year renewal option. This location has strong branch deposits of \$167,508,000.
- **ATTRACTIVE RENT INCREASES:** The lease calls for annual increases of the greater of 3% or 75% of the annual increase in the CPI-U (Washington, D.C. Metropolitan Area), providing the investor with an attractive increase in revenue and a hedge against inflation.
- **BEST-IN-CLASS CREDIT TENANT:** Wells Fargo stands as one of the highest rated retail tenants in the net lease market and boasts a high investment-grade long-term credit rating of A- (S&P) and Aa2 (Moody's).
- **GROUND LEASE:** The Wells Fargo lease is a ground lease (Absolute NNN) with the tenant responsible for all operating expenses, repairs, maintenance, and replacements to the entire property (building and grounds).
- **IRREPLACEABLE LOCATION:** Wells Fargo is located at a signalized intersection with outstanding frontage and visibility along W Broad Street, a heavily travelled retail corridor and West Street. The Property is situated on a corner lot, ¾-miles from Interstate 66 and 1-mile from the West Falls Church-VT/UVA Metro Station.
- **MODERA FOUNDERS ROW:** Modera Founders Row is under construction and is located across the street from Wells Fargo. Modera Founders Row will consist of 322 studio, one-bedroom, and two-bedroom homes contained within five stories with an average square footage of 940 and den/office layouts available. A separate age-restricted community will feature an additional 72 luxury homes reserved for adults 55 years and older. Additionally, the project will feature 90,000 square feet of luxury retail.
- **STRONG DEMOGRAPHICS:** Over 164,400 people live within a 3-mile radius of the Property with an average household income of over \$193,000. An impressive 420,100 people live within a 5-mile radius of the property.
- **HIGH TRAFFIC COUNTS:** More than 37,800 vehicles per day pass by the property at the intersection of W Broad Street and West Street. Additionally, an impressive 128,376 vehicles per day travel through Falls Church on Interstate 66.
- **RETAIL TRADE AREA:** Additional retailers bringing consumers to the immediate trade area include Target, Trader Joe's, Whole Foods, Giant Food, Harris Teeter, McDonald's, Starbucks, Chipotle, Taco Bell, Panera, Applebee's, Dunkin', TD Bank, Citizens Bank and many others.



PROPERTY OVERVIEW



\$3,350,045

LIST PRICE



4.50%

CAP RATE



\$150,752

NET OPERATING INCOME

1000 W BROAD STREET | FALLS CHURCH, VA 22046

OWNERSHIP:	Ground Lease
BUILDING AREA:	3,235 SF
YEAR BUILT:	1995
LAND AREA:	0.59 Acres
GUARANTOR:	Corporate
RENT COMMENCEMENT DATE:	09/20/1995
LEASE EXPIRATION DATE:	08/31/2025
LEASE TERM REMAINING:	4 Years, 8 Months
RENEWAL OPTIONS:	1, 5-Year Option
DEPOSITS AT LOCATION:	\$167,508,000

*The lease has annual increases equal to the Greater of 3% or 75% of the change in CPI-U (Washington DC Metro).

*This income overview assumes 3% Annual increases.

ANNUALIZED OPERATING DATA					
YEAR	START	END	TERM	RENT	% INC
26	09/01/2020	- 08/31/2021	CURRENT	\$150,752	3%*
27	09/01/2021	- 08/31/2022		\$155,275	3%*
28	09/01/2022	- 08/31/2023		\$159,933	3%*
29	09/01/2023	- 08/31/2024		\$164,731	3%*
30	09/01/2024	- 08/31/2025		\$169,673	3%*
31	09/01/2025	- 08/31/2026	OPTION 1	\$174,763	3%*
32	09/01/2026	- 08/31/2027		\$180,006	3%*
33	09/01/2027	- 08/31/2028		\$185,406	3%*
34	09/01/2028	- 08/31/2029		\$190,968	3%*
35	09/01/2029	- 08/31/2030		\$196,697	3%*

TENANT OVERVIEW

LOCATIONS
7,200

ATM'S
1,300+

CUSTOMERS
70+ M

MOBILE BANKING
24.4 M

EMPLOYEES
266,000+

MARKET CAP
\$121.88 B



ABOUT THE TENANT

**WELLS
FARGO**

Wells Fargo & Company is an American multinational financial services company with corporate headquarters in San Francisco, California, operational headquarters in Manhattan, and managerial offices throughout the United States and overseas. The firm's primary subsidiary is national bank Wells Fargo Bank, N.A., which is incorporated in Delaware and designates its main office as Sioux Falls, South Dakota. Wells Fargo & Company (NYSE: WFC) is a diversified, community-based financial services company with \$1.75 trillion in assets. It is the third largest bank in the US by total assets. Wells Fargo is ranked number 30 on the 2020 Fortune 500 rankings of the largest US corporations by total revenue.

Wells Fargo in its present form is a result of a merger between San Francisco-based Wells Fargo & Company and Minneapolis-based Norwest Corporation in 1998 and the subsequent 2008 acquisition of Charlotte-based Wachovia. Following the mergers, the company transferred its headquarters to Wells Fargo's headquarters in San Francisco and merged its operating subsidiary with Wells Fargo's operating subsidiary in Sioux Falls. Along with JPMorgan Chase, Bank of America, and Citigroup, Wells Fargo is one of the "Big Four Banks" of the United States. As of September 2020, it had 7,200 branches and 13,000 ATMs. In 2020 the company had operations in 35 countries with over 70 million customers globally.





OVERVIEW

The City of Falls Church is a unique and historic city. Besides featuring quick access to renowned museums and art galleries in nearby Washington, D.C., almost every neighborhood is a treasure of its own with a variety of restaurants and shops that reflect the city's great ethnic and cultural diversity. The city is an independent municipality, separate from the surrounding Arlington and Fairfax Counties with its own school system. The City operates under the Council-Manager form of government and is one of the two geographically smallest cities in Virginia, at only 2.2 square miles. With a population of almost 14,000, the city is known for its urban village community, quality customer service, nationally ranked school system, and outstanding infrastructure.

Falls Church is extremely well located just 8 miles west of Washington, D.C. and has a solid infrastructure making it a transit-oriented community. Falls Church is anchored by two stations on the Washington Metro's Orange Line: East Falls Church station is in Arlington County and West Falls Church station is in Fairfax County.

Metro's Silver Line, completed July 2014, serves the East Falls Church station. It runs between Largo Town Center in the east, following the Blue Line route to Stadium-Armory, the Orange and Blue Lines to Rosslyn, and finally the Orange route alone until it reaches East Falls Church, where it branches off towards the northwest, currently terminating at the Wiehle-Reston East station. The next phase of the Silver Line will eventually reach eastern Loudoun County, including a station at Dulles International Airport. East Falls Church is the westernmost designated transfer station.

The Washington Metropolitan Area Transit Authority provides bus service throughout the Washington metropolitan area, including Falls Church. Additionally, the primary roads serving Falls Church directly are U.S. Route 29 and Virginia State Route 7. The portion of US 29 through Falls Church is also coincident with Virginia State Route 237. Most of Virginia State Route 338 is also within Falls Church. Interstate 66 passes just north of the city, while Interstate 495 passes a few miles to the west.

	3 MILES	5 MILES	10 MILES
POPULATION			
2020 Estimate	164,481	420,135	1,671,300
2025 Projection	166,074	423,708	1,701,814
2010 Census	147,988	379,824	1,486,158
BUSINESS			
2020 Est. Total Business	8,260	22,113	94,844
2020 Est. Total Employees	90,789	257,112	1,293,427
HOUSEHOLDS			
2020 Estimate	61,116	160,574	687,171
2025 Projection	63,046	166,078	714,066
2010 Census	56,473	147,788	624,875
INCOME			
Average Household Income	\$193,153	\$188,534	\$175,765
Median Household Income	\$147,604	\$141,689	\$133,697



164,481+
PEOPLE WITHIN 3 MILES



90,789+
EMPLOYEES WITHIN 3 MILES



\$193,153+
AVERAGE HOUSEHOLD INCOME



Mill Creek Residential continues to grow its presence in the Washington, D.C. market with the development of Modera Founders Row, a luxury apartment community located in Founders Row, a lifestyle center currently in development by Mill Creek and located in the heart of Falls Church, Virginia.

Modera Founders Row will consist of 322 studio, one- and two-bedroom homes contained within five stories with an average square footage of 940 and den/office layouts available. A separate age-restricted community will feature an additional 72 luxury homes reserved for adults 55 years and older. Shared community amenities will include a resident clubhouse with connected business center, library, game room, kitchen and bar, two 24-hour club-quality fitness studios, pet spa, hotel-inspired pool, outdoor social area featuring grills and fire pits, self-serve package lockers, coffee bar and controlled-access garage parking.

Apartment interiors will contain wood plank-style flooring, 9-foot ceilings, moveable kitchen islands, stainless steel Energy Star® appliances, quartz countertops, extra-large capacity stacked washers and dryers, and built-in storage and shelves. Select homes will offer private balconies and upgraded finishes, including wine refrigerators, towel warmers, and backlit bathroom mirrors. Residents will also have access to additional storage and bike lockers.

Situated at the intersection of West Broad and North West Streets, Founders Row will feature 90,000 square feet of luxury retail.



FOUNDERS ROW



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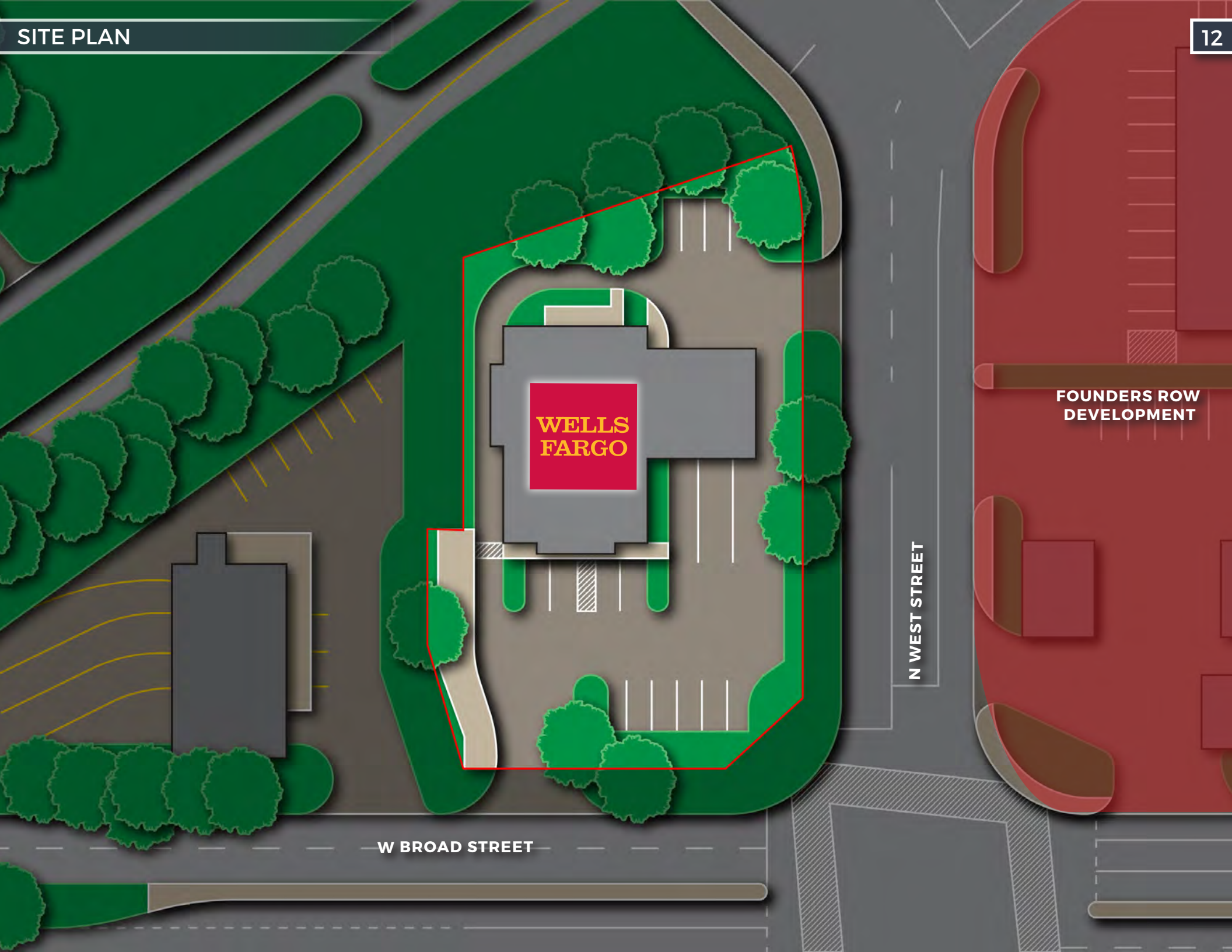


Rendering by EYA, PN Hoffman, Regency Center









AREA LOCATION MAP



128,000+ VPD

31,000+ VPD

REGIONAL MAP

