

**WELLS
FARGO**

LARGO | MD
(WASHINGTON DC MSA)

**HORVATH
& TREMBLAY**



GROUND LEASE OPPORTUNITY (CONDOMINIUM INTEREST)

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MD LICENSE 681790

DISCLAIMER

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INVESTMENT HIGHLIGHTS

Horvath & Tremblay is pleased to present the exclusive opportunity to purchase a Wells Fargo ground lease (condominium interest) located at 9800 Apollo Drive in Largo, Maryland (the "Property"). The retail branch consists of a 3,876 square foot building with four dedicated drive through lanes and a drive-up ATM lane on a corner parcel. Wells Fargo has been at this location since its construction in 2006 and has 4+ years remaining on their ground lease with two (2), five-year renewal options. The lease calls for 12% rent increases at the start of each renewal option.

Wells Fargo is situated on a corner parcel at the signalized intersection of Apollo Drive and Arena Drive/Medical Center Drive. The location is part of an exceptional trade area centered around the Interstate 495 corridor with numerous national tenants, retail centers and medical centers drawing significant traffic to the area. Largo is an affluent suburb of Washington, D.C. approximately 11 miles east of the city.

- **LONG-TERM TENANT:** Wells Fargo has been at this location since 2006 and has 4+ years remaining on the Ground Lease with two (2), 5-year renewal options. This location has strong branch **deposits of \$84,004,000.**
- **ATTRACTIVE RENT INCREASES:** The lease calls for 12% rent increases at the start of each of the renewal options, 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 Apollo Drive and Arena/Medical Center Drive, in the heart of a heavily travelled commercial corridor with numerous retailers, businesses, hotels and medical complexes. The Property is situated on a corner lot, 500 Feet from Landover Road (MD Route 202), 1-mile from Interstate 495 and 0.8-miles from the Largo Town Center Metro Station.
- **STRONG DEMOGRAPHICS:** Over 88,291 people live within a 3-mile radius of the Property with an average household income of over \$114,000. An impressive 238,754 people live and an additional 110,000+ people work within a 5-mile radius of the property.
- **HIGH-PERFORMING BRANCH:** This Wells Fargo branch has outstanding branch deposits in excess of \$84 million (on 06/30/2020).
- **HIGH TRAFFIC COUNTS:** More than 14,300 vehicles per day pass by the property along Arena Drive/Medical Center Drive. Additionally, an impressive 64,500 vehicles per day pass by the Property on Landover Road (MD Route 202).
- **TRADE AREA:** Additional businesses and retailers bringing consumers to the immediate trade area include Fed-Ex Field (home of the Washington Redskins), Kaiser Permanente Largo Medical Center, Prince George's Community College, Seven (7) Hotels, Target, Giant Food, Home Depot, Lowe's, PetSmart, Staples, Marshalls, Burlington, Ross, AMC, Dollar Tree, McDonald's, Ruby Tuesday, Applebee's, Outback Steakhouse, Longhorn Steakhouse, TGI Fridays, Chick-Fil-A, Wendy's, I-HOP, and many others.





\$4,087,054

LIST PRICE



5.50%

CAP RATE



\$224,788

NET OPERATING INCOME

9800 APOLLO DRIVE | LARGO, MD 20774

LEASE TYPE:	Ground Lease (Condominium Interest)
BUILDING AREA:	3,876 SF
YEAR BUILT:	2006
LAND AREA:	1.85 Acres
GUARANTOR:	Corporate
ROOF & STRUCTURE:	Tenant Responsibility
RENT COMMENCEMENT DATE:	08/01/2005
LEASE EXPIRATION DATE:	07/31/2025
LEASE TERM REMAINING:	4 Years, 5 Months
RENEWAL OPTIONS:	2, 5-Year Options
DEPOSITS AT LOCATION:	\$84,004,000



ANNUALIZED OPERATING DATA					
YEAR	START	END	TERM	RENT	% INC
16 - 20	08/01/2020 - 07/31/2025		CURRENT:	\$224,788	12.0%
21 - 25	08/01/2025 - 07/31/2030		OPTION 1:	\$251,763	12.0%
26 - 30	08/01/2030 - 07/31/2035		OPTION 2:	\$281,975	12.0%

TENANT OVERVIEW



**WELLS
FARGO**

Locations: 7,200
ATM's: 13,000+
Customers: 70+ Million
Mobile Banking: 24.4 Million Active Users
Employees: 266,000+
Market Cap (Dec 15, 2020): \$121.88 Billion

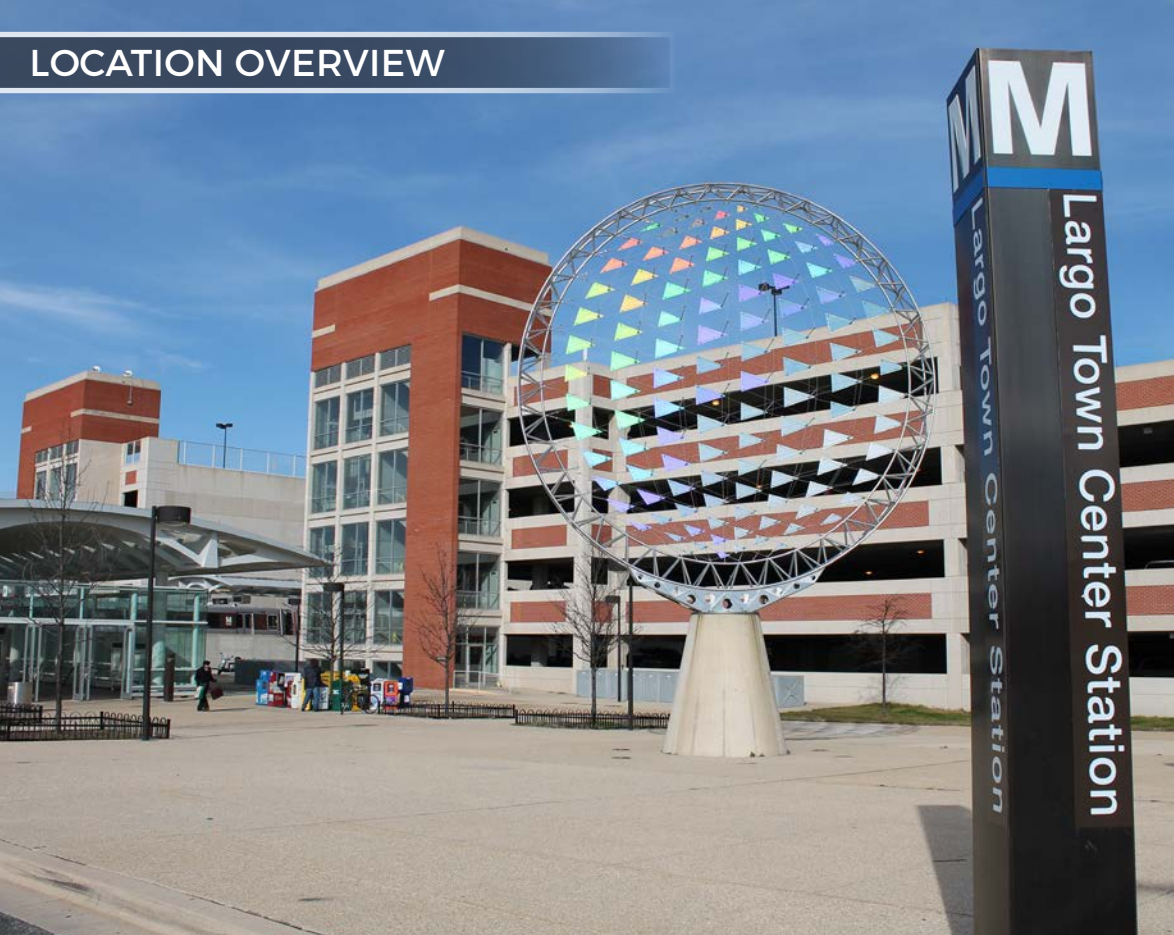


ABOUT THE TENANT

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.





	1 MILE	3 MILES	5 MILES
POPULATION			
2020 Estimate	10,894	88,291	238,754
2025 Projection	10,868	88,665	241,107
2010 Census	9,601	80,648	223,931
BUSINESS			
2020 Est. Total Businesses	980	4,051	10,434
2020 Est. Total Employees	9,674	42,112	110,991
HOUSEHOLDS			
2020 Estimate	5,075	32,625	84,401
2025 Projection	5,181	33,519	87,201
2010 Census	4,427	29,778	79,600
INCOME			
Average Household Income	\$101,495	\$114,066	\$109,803
Median Household Income	\$88,827	\$95,152	\$89,965

OVERVIEW

Largo, located within greater Upper Marlboro, Maryland, is an eastern suburb of Washington D.C. Largo is located just east of the Capital Beltway (I-95/495) and is home to Prince George's Community College and Largo High School. Six Flags America amusement park (formerly known as Wild World and Adventure World) is to the east in Woodmore, and Fed-Ex Field, the Washington Football Team's stadium, is across the Capital Beltway in Summerfield.

The WMATA (Washington Area Transit Authority), Blue and Silver Lines eastern terminus is Largo Town Centre Station. Largo Town Center Station is served by several regional bus routes operated by both WMATA and Prince Georges County's The Bus.

Even though the county seat is in Upper Marlboro, multiple agencies of the Government of Prince George's County, including the majority of the county's executive branch, reside in Largo. In the 1990s the PG County government purchased some properties and leased others, and county administrative functions were moved to Largo. Circa 2010, five PG County agencies were headquartered in these properties in Largo. Beginning in 2011, four additional county agencies relocated to Largo, and the county government acquired at least eight parcels of land and/or buildings. As of 2015 County Executive Baker held his "Citizen Day" in Largo instead of Upper Marlboro.



88,000+
PEOPLE WITHIN 3 MILES



64,500+
VEHICLES PER DAY
MD Route 202



\$114,000+
AVERAGE HOUSEHOLD INCOME







WALGREEN'S - 9810 APOLLO DR, LARGO, MD 20774



MCDONALD'S - 1030 LARGO CENTER DR, LARGO, MD 20774



CAPITOL ONE BANK - 1040 LARGO CENTER DR, LARGO, MD 20774



COURTYARD MARRIOTT - 1320 CARAWAY CT, LARGO, MD 20774



TAPESTRY - 9300 LOTTSFORD RD, UPPER MARLBORO, MD 20774



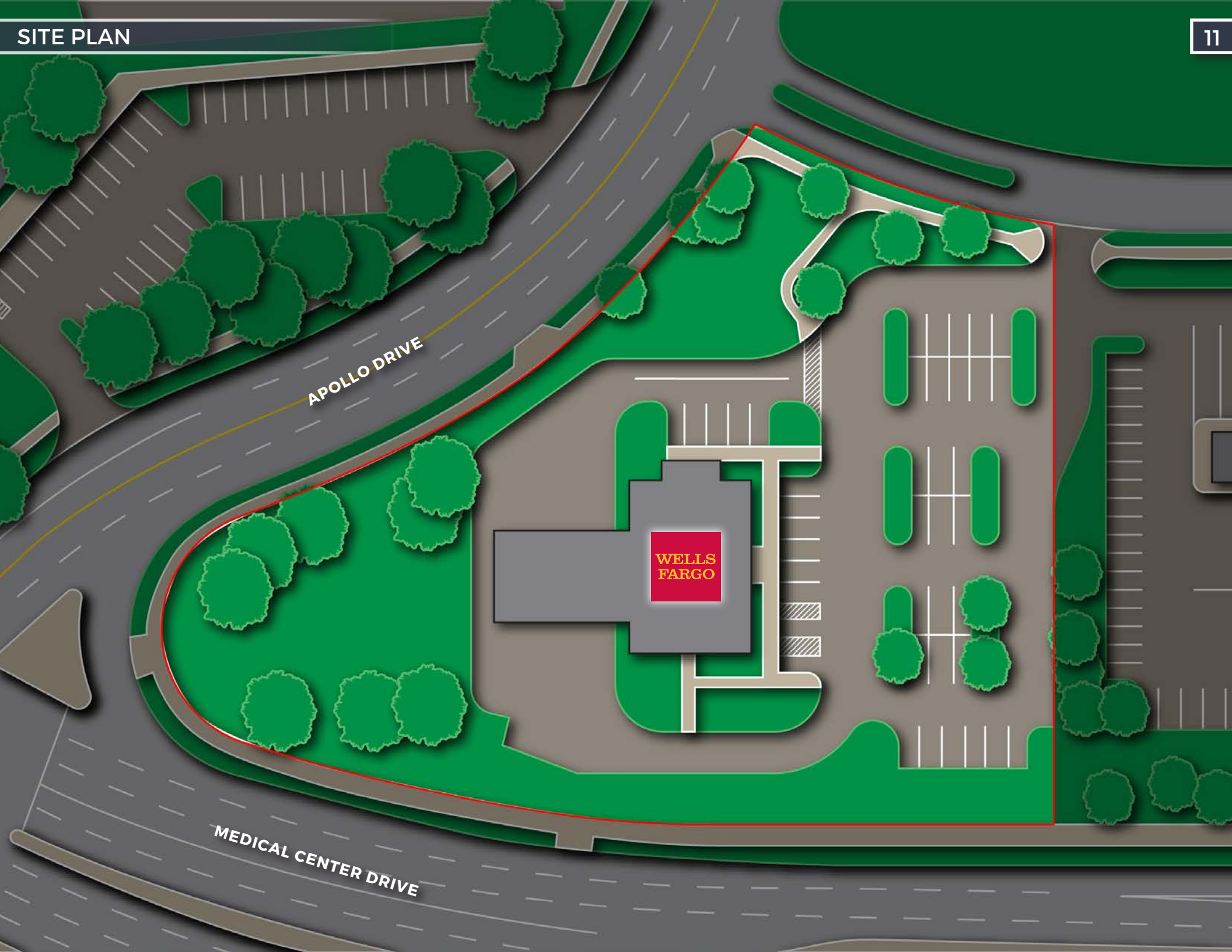
LARGO STATION - 9300 LOTTSFORD RD, LARGO, MD 20774



UM CAPTIOL MEDICAL CENTER - TOWN CENTER, LARGO, MD 20774



SHOPPERS - 806 LARGO CENTER DR, LARGO, MD 20774





FEDEX FIELD

WOODMORE TOWNE CENTRE

COSTCO WHOLESALE **BEST BUY** **NORDSTROM rack** **Party City** **Starbucks**

OLD NAVY **NOODLES & COMPANY** **Wegmans** **CHIPOTLE MEXICAN GRILL**

T-Mobile **PNC** **carter's**

206,500+ VPD

495

64,500+ VPD

202

LARGO TOWNE CENTER

SHOPPERS **Capital One** **Marshalls**

Advance Auto Parts **DOLLAR TREE** **Bojangles**

Burlington **SUBWAY** **Applebee's** **SUNOCO** **McDonald's**

70,500+ VPD

214

LARGO PLAZA

TARGET **Giant** **bp** **PETSMART** **STAPLES**

M&T Bank **GameStop**

LOWE'S **five BELOW** **ROSS DRESS FOR LESS** **Auto Zone** **BB&T**

CVS **Bank of America** **SUBWAY**

LARGO HIGH SCHOOL

PRINCE GEORGE'S COMMUNITY COLLEGE

ERNEST EVERETT JUST MIDDLE SCHOOL
LAKE ARBOR ELEMENTARY SCHOOL

LARGO ROAD

CENTRAL AVENUE

