



**MATTHEWS™**  
REAL ESTATE INVESTMENT SERVICES

[Click Here to  
View Property Video](#)



**WELLS  
FARGO**

439 Elizabeth Ave | Somerset, NJ 08873

OFFERING MEMORANDUM



## LISTED BY

### Gerard Hamas

Associate

Direct +1 615 535 0105

Mobile +1 407 790 9707

gerard.hamas@matthews.com

License No. SL3468736 (FL)

### Keegan Mulcahy

Senior Associate

Direct +1 310 955 1782

Mobile +1 415 847 5588

keegan.mulcahy@matthews.com

License No. 02067187 (CA)

### Ray Smith

Broker of Record

License No. 7868129 (NJ)

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



## TABLE OF CONTENTS

4	EXECUTIVE OVERVIEW	6	FINANCIAL OVERVIEW
8	TENANT OVERVIEW	10	AREA OVERVIEW

# WELLS FARGO

439 Elizabeth Ave | Somerset, NJ 08873

OFFERING MEMORANDUM

# EXECUTIVE OVERVIEW

- **Absolute NNN Ground Lease** – ZERO Landlord Responsibilities – Ideal for 1031 Exchange
- **Long Term, Passive Cash Flow** - ±9-Years Remaining
- **Industry Leading Tenant with over \$1.8 Trillion in Assets** – Wells Fargo is one of the largest banks in the US with more than 8,600 bank branches in all 50 states.
- **Investment-grade credit** – Wells Fargo Corporation has a credit rating of BBB+ from Standard & Poor's and A2 from Moody's.
- **Incredible, Increasing Deposits** – This branch boasted 2020 deposits of \$185,906; a substantial increase from 2019 deposits which were \$162,786
- **Minimal Competition** – Closest Wells Fargo is approximately 4-miles away and reports over \$100,000,000 less in deposits compared to the subject property
- **Multiple Drive Thru Lanes** – Built in 2010, this location has 4-drive thru lanes, allowing excellent flow of traffic and positioned perfectly for the post-pandemic economy
- **Excellent Visibility**– This bank is located on a hard, signalized corner and sits out parcel to a shopping center that is 90% occupied
- **Affluent City in the state of New Jersey** - Average household income of approximately \$119,701 in a 3-mile radius
- **10% Rental Increases** – Creating a consistent increase in cash flow and providing an excellent hedge against inflation.
- **Essential Business** – Banks were deemed an “Essential Business” throughout COVID-19 pandemic and remained open and operating
- **Synergistic Market** - It is neighbors with a myriad of major tenants in the area including an extremely busy Shoprite across the street, an Amazon distribution center to the East, and multiple corporate headquarters in the business park located to the West of the property; including SHI International Corp and a satellite Johnson & Johnson office





P & R FASTENERS



FRANKLIN COMMONS  
RETAIL CENTER



ELIZABETH AVE



NEW BRUNSWICK RD





# FINANCIAL OVERVIEW



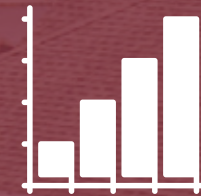
**\$6,047,222**

LIST PRICE



**\$272,125**

NOI



**4.50%**

CAP RATE

## BUILDING INFO

Address	439 Elizabeth Ave, Somerset, NJ 08873
Lot Size	±0.9 Acres (±39,204 SF)
GLA	±4,050 SF

## DEBT QUOTE

Loan quote provided by Matthews™ based on market conditions at this time.  
Actual rates and terms will vary based on market conditions at closing.

Jesse Lillard  
(956) 564-2922  
[jesse.lillard@matthews.com](mailto:jesse.lillard@matthews.com)

**LTV: 65%**  
**RATE: 3.85%**  
**AMORTIZATION: 30**



## TENANT SUMMARY

Tenant Name	Wells Fargo
Type of Ownership	Ground Lease
Lease Type	NNN
Guarantor	Wells Fargo & Company
Roof & Structure	Tenant Responsible
Original Lease Term	10 Years
Original Lease Commencement	5/20/10
Lease Expiration Date	5/31/30
Term Remaining	±9.2 Years
Increases	10% Every 5 Years & In Options
Options	Four (4) Five (5) years

## ANNUALIZED OPERATING DATA

Date	Monthly Rent	Annual Rent	Cap Rate
Year 11 - 15	\$22,677.08	\$272,125.00	4.50%
Year 16 -20	\$24,956.25	\$299,475.00	4.95%
Year 21 - 25 (Op. 1)	\$27,451.83	\$329,422.00	5.45%
Year 26 - 30 (Op. 2)	\$30,197.08	\$362,365.00	5.99%
Year 31 - 35 (Op. 3)	\$33,216.75	\$398,601.00	6.59%
Year 36 - 40 (Op. 4)	\$36,538.42	\$438,461.00	7.25%



# TENANT OVERVIEW



## The Offering

PROPERTY NAME	
Wells Fargo	
Property Address	439 Elizabeth Ave Somerset, NJ 08873
SITE DESCRIPTION	
Tenant Trade Name	Wells Fargo
Lot Size	0.9 AC (±39,204 SF)
GLA	±4,050 SF
Type of Ownership	Fee Simple
Landscaping	Professional
Topography	Generally Level

## Tenant Overview

» Company Name	» Locations	» Employees
Wells Fargo & Co.	±8,600	±633,108
» Headquarters	» Industry	» Website
San Francisco, CA	Restaurant	<a href="http://www.ocharleys.com">www.ocharleys.com</a>

Wells Fargo & Company is a bank holding company that owns Wells Fargo Bank, its principal subsidiary and one of the largest banks in the US with more than 8,600 bank branches in all 50 states. Community banking represents Wells Fargo's largest segment. Its wholesale banking arm handles corporate banking across the US and around the world; activities include investment banking and capital markets, securities investment, commercial real estate, and capital finance. Its wealth, brokerage, and retirement segment provides financial advisory services. The bank holding company also runs Wells Fargo Home Mortgage and Wells Fargo Insurance Services. Wells Fargo was founded in 1852 and found early success in the stagecoach business.

Facing a fairly saturated banking market, Wells Fargo's major growth strategy is to increase the number of products their customer use, becoming a one-stop-financial-shop for all customer needs. In 2016, the bank launched the FastFlex Small Business Loan and introduced plans to offer a 3%-down mortgage product for residential borrowers. At the end of the fourth quarter in 2016, Wells Fargo ranked third in assets among U.S. banks at \$1.8 trillion.







# AREA OVERVIEW

## SOMERSET, NJ

Somerset is an unincorporated community and census-designated place (CDP) located within Franklin Township, in Somerset County. editorial

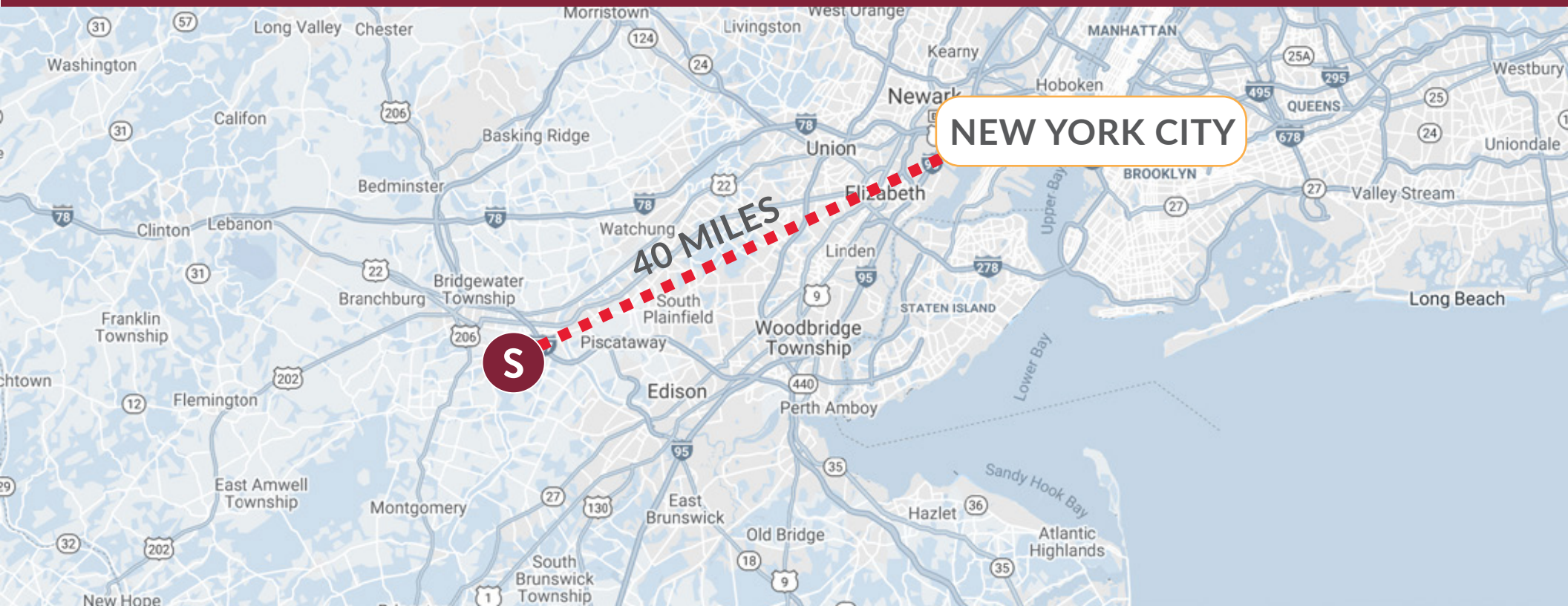
Somerset is a suburb of New York City with a population of 24,509. Somerset is in Somerset County and is one of the best places to live in New Jersey. Living in Somerset offers residents a dense suburban feel and most residents own their homes. The city offers a large amount of parks and recreational activities. Many young professionals live in Somerset and commute to New York City

## DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2025 Projection	3,685	57,342	161,330
2020 Estimate	3,541	56,622	159,945
2010 Census	2,757	52,644	152,592
<b>Growth 2020-2025</b>	<b>0.8%</b>	<b>0.3%</b>	<b>0.2%</b>

HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2025 Projection	1,603	22,255	56,353
2020 Estimate	1,537	21,939	55,826
2010 Census	1,185	20,265	53,144
<b>Growth 2020-2025</b>	<b>0.9%</b>	<b>0.3%</b>	<b>0.2%</b>

INCOME	1-MILE	3-MILE	5-MILE
2020 Avg Household Income	\$144,281	\$119,701	\$116,736
2020 Med Household Income	\$126,245	\$97,338	\$92,709





# NEW YORK MSA

Referred to as the Tri-State Area, the New York metropolitan area includes New York City, Long Island and the Mid- and Lower Hudson Valley in the state of New York; the five largest cities in New Jersey; six of the seven largest cities in Connecticut; and five counties in northeastern Pennsylvania. It is the center of many industries, including finance, international trade, real estate, fashion, tourism and manufacturing, making it one of the most important economic regions in the world. The MSA produced a gross metropolitan product (GMP) of nearly \$1.77 trillion in 2018 alone.

## ECONOMY

New York City is a global hub of international business and commerce. Many Fortune 500 corporations are headquartered in NYC, as well as a large number of foreign corporations. Having been ranked first among cities across the globe in attracting capital, business and tourists, one out of ten private sector jobs in the city is with a foreign company. The government and Wall Street comprise New York City's most important economic sectors.

Lower Manhattan is the third-largest central business district in the United States and is home to the New York Stock Exchange on Wall Street and the NASDAQ at 165 Broadway, representing the world's two largest stock exchanges.

## TRANSPORTATION

Being the most populous city in the United States, New York City has a transportation system that is a network of complex infrastructural systems. With three international airports, New York City is the top international air passenger gateway to the United States and the busiest air gateway in the nation. From one of the largest subway systems in the world and the world's first mechanically ventilated vehicular tunnel to an aerial tramway, New York City's transportation system continues to develop alongside the city.

The most dominant mode of transportation in New York City is rail, serving 2.2 billion annual riders. Public buses account for a significant portion of surface mass transit. Most New Yorkers use public transportation to commute to work because of its low cost and convenience.



20M

MSA POPULATION



9.93M

EMPLOYEES



\$78,478

MEDIAN HOUSEHOLD INCOME



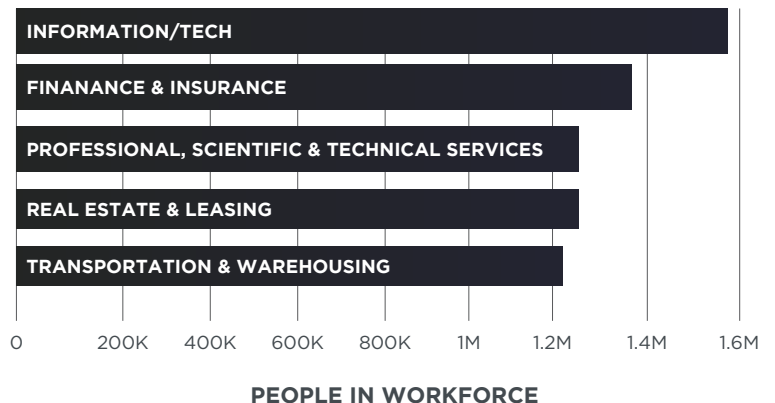
## TOP EMPLOYERS & INDUSTRIES

American Airlines

JPMorgan Chase



COLUMBIA UNIVERSITY  
IN THE CITY OF NEW YORK





## CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Wells Fargo** located at **439 Elizabeth Ave | Somerset, NJ 08873** (“Property”). It has been prepared by Matthews Real Estate Investment Services. The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any corporation’s logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Matthews Real Estate Investment Services.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Seller or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum.



# WELLS FARGO

439 Elizabeth Ave | Somerset, NJ

## OFFERING MEMORANDUM

### LISTED BY:

**Gerard Hamas**

Associate

Direct +1 615 535 0105

Mobile +1 407 790 9707

gerard.hamas@matthews.com

License No. SL3468736 (FL)

**Keegan Mulcahy**

Senior Associate

Direct +1 310 955 1782

Mobile +1 415 847 5588

keegan.mulcahy@matthews.com

License No. 02067187 (CA)

**Ray Smith**

Broker of Record

License No. 7868129 (NJ)

