



PNC Bank | 1001 Gordon W. Shelton Blvd., Fredericksburg, VA 22401 (Washington D.C. MSA)

Strategically Positioned Along The East Coast's Most Dominant Interstate I-95

NON-ENDORSEMENT & DISCLAIMER NOTICE

CONFIDENTIALITY & DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2021 Marcus & Millichap. All rights reserved.

THIS IS A BROKER PRICE OPINION OR COMPARATIVE MARKET ANALYSIS OF VALUE AND SHOULD NOT BE CONSIDERED AN APPRAISAL. This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2021 Marcus & Millichap. All rights reserved.

NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. 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 Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

Activity ID #ZAC0140128

Marcus & Millichap

OFFICES THROUGHOUT THE U.S. AND CANADA
marcusmillichap.com

EXCLUSIVELY LISTED BY

Michael Malick

First Vice President Investments
Office: Los Angeles
Direct: 213.943.1910 // Fax: 213.943.1810
Mike.Malick@marcusmillichap.com

Aria Pournazarian

Senior Associate
Office: Los Angeles
Direct: 213.943.1874 // Fax: 213.943.1810
Aria.Pournazarian@marcusmillichap.com

David Berookhim

Associate
Office: Los Angeles
Direct: 213.943.1893 // Fax: 213.943.1810
David.Berookhim@marcusmillichap.com

BROKER OF RECORD

Dawson Rinder

Virginia

NET LEASE DISCLAIMER

Marcus & Millichap hereby advises all prospective purchasers of Net Lease property as follows:

The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable. However, Marcus & Millichap has not and will not verify any of this information, nor has Marcus & Millichap conducted any investigation regarding these matters. Marcus & Millichap makes no guarantee, warranty or representation whatsoever about the accuracy or completeness of any information provided.

As the Buyer of a Net Lease property, it is the Buyer's responsibility to independently confirm the accuracy and completeness of all material information before completing any purchase. This Marketing Brochure is not a substitute for your thorough due diligence investigation of this investment opportunity. Marcus & Millichap expressly denies any obligation to conduct a due diligence examination of this Property for Buyer.

Any projections, opinions, assumptions or estimates used in this Marketing Brochure are for example only and do not represent the current or future performance of this property. The value of a Net Lease property to you depends on factors that should be evaluated by you and your tax, financial and legal advisors.

Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any Net Lease property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success.

Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this Net Lease property.

Marcus & Millichap

OFFICES THROUGHOUT THE U.S. AND CANADA
marcusmillichap.com

OFFERING SUMMARY



Listing Price
\$7,840,000



Cap Rate
6.00%



Absolute Net
Ground Lease

FINANCIAL

Listing Price	\$7,840,000
Interest Offered	Fee-Simple Ground Lease
NOI	\$470,400
Cap Rate	6.00%
2024 Cap Rate	6.72%
Gross Rentable Square Footage	3,718 SF

LEASE SUMMARY

Lease Type	Absolute Net
Landlord Responsibilities	None
Primary Lease Term	20 Years
Rent Commencement Date	07/01/2009
Lease End Date	07/31/2029
Lease Term Remaining	8+ Years
Options	Two 5-Year Options
Increases	11% Increase Every 5 Years (Next Increase on 07/01/2024)
Guarantor	Corporate Guaranty



INVESTMENT HIGHLIGHTS

8+ Years Remaining on 20 Year Absolute Triple Net Corporate Ground Lease with No Landlord Responsibilities with 11% Rent Increases Every 5 Years with Next Increase in July 2024

PNC Bank-Grocery Model; Prominent Outparcel to a High-Volume Wegmans Supermarket

Only PNC Bank in Fredericksburg - Following a 2020 Bank Consolidation with over \$140,000,000 in Deposits Directed Towards this Branch

"Gateway" Property to Celebrate Virginia South Community Anchored by the Fredericksburg Nationals Stadium, EXPO Convention Center, 3 Hotels, Car Dealerships and a Multitude of Residential and Senior Housing Developments

Robust Surrounding Demographics; Highly Skilled Workforce with Average HHI of Over \$111,000 in 5-Mile Radius

I-95 and Central Park Mall Location - Largest East Coast Retail, Class-A Office Mixed-Use Complex Adjacent to Interstate-95

June 1, 2021: PNC Bank Completes BBVA Acquisition for \$11.6 Billion with 55.1% Stock Growth Since November 2020

60% of the United States Population Resides Within 700 Miles of the Subject Property

THE PROPERTY

Marcus & Millichap is pleased to announce the investment offering of the PNC Bank located at 1001 Gordon West Shelton Boulevard in Fredericksburg, Virginia. The property consists of a freestanding retail bank building measuring approximately 3,718 square feet on a parcel of land measuring approximately 56,628 square feet. This outstanding bank location was constructed in 2009 and features three drive-thru lanes and ample parking, an out-parcel to a high-volume Wegmans supermarket in the dynamic Celebrate Virginia South. In September 2020, this location served to facilitate the consolidation of older PNC Bank locations bringing along \$140,000,000 in deposits. The ground lease is an absolute triple-net with no landlord responsibility leased to PNC Bank. The original lease term is a corporately guaranteed lease which runs through July 2029 with two five-year options to extend. The lease has strong rental increases of 11 percent every five years. PNC Bank operates in 21 states and the District of Columbia with 2,296 branches, 9,051 ATMs and has an estimated 463.1 billion dollars in assets. The property is an out-parcel to a recently developed Wegmans Grocery, a food market with 105 stores in the mid-Atlantic and Northeastern regions of the U.S. The property is part of the Celebrated Virginia South master development and sits adjacent to the seasoned commercial section of Fredericksburg named Central Park.

NEARBY AREA

Nearby retailers include Walmart, Bonefish Grill, Starbucks, Kohls, Bank of America, Langley Federal Credit Union, Capital One, Bailey's Pub & Grille, Sheetz, Chipotle, Outback Steakhouse, Joe's Crab Shack, Olive Garden, Lowe's Home Improvements and more. Fredericksburg is part of the Washington, DC Metropolitan Statistical Area (MSA) and resides in the Commonwealth of Virginia.

The city is one of the fastest-growing localities in Virginia and is conveniently located near the busiest interstate-95. High quality workforce, cheap land and energy prices make Virginia a hotbed for tech, government, and defense oriented opportunities, colloquially referred to as the Dulles Tech Corridor.

The property is located at the "gateway" of Celebrated Virginia South, a dynamic master plan just east of Central Park, Home to Wegmans Grocery, three national hotels, the Fredericksburg Expo, Conference Center, and the newly developed Fredericksburg National Stadium.

CELEBRATE VIRGINIA SOUTH - Path of Growth

Fredericksburg City Council is weighing development proposals that would add another 472 residential units and office space to Celebrate Virginia South.

Fredericksburg was recently voted the #2 city in America behind San Francisco for seniors. Silver Companies has developed a resort like master-planned community as the Jubilee (for 55+ years and older).

Builder Stanley Martin is in the process of completing 372 multi-family units in conjunction with the development of between 60,000 and 100,000 square feet of office space on land near Poet's Walk. The four-story luxury apartment building is expected to open in Celebrate Virginia next year. The project would compliment what's already being developed. Celebrate Virginia (left) - Central Park (right)

The Hamptons at Celebrate Virginia is also being developed by Nusbaum and is in phase one of the project. It is a 32 acre land consisting of 384 apartments, a planned four-story, 100-room hotel, and a 27,000 square foot office building.



AREA DEVELOPMENTS // PNC Bank



DEVELOPMENTS

- Top Left: Silver Companies Development of Luxury Apartment Complex of 372 Multi-family Units and 100,000 SF of Office Space
- Top Right: New Potential Marriott Hotel and Car Dealership
- Bottom Left: Stanley Martin 78 Townhomes Development Project
- Bottom Right: Coleman Farm Development Project of 78 Townhomes, 120 Apartments on 16.53 Acres





PROPERTY INFORMATION

Property Address	1001 Gordon W. Shelton Boulevard, Fredericksburg VA 22401
Assessor's Parcel Number	7769-68-9012
Zoning	Commercial
Building Size	3,718 SF
Lot Size	56,628 (1.3 AC)
Year Built	2009
Drive-thru Lanes	Three
Parking	22 / 6.3:1,000 SF
Market	Washington DC
Submarket	Fredericksburg City

RENT CHEDULE

YEARS	MONTHLY RENT	ANNUAL RENT
1-5	\$31,250.00	\$375,000.00
6-10	\$35,000.00	\$420,000.00
11-15	\$39,200.00	\$470,400.00
16-20	\$43,904.00	\$526,848.00

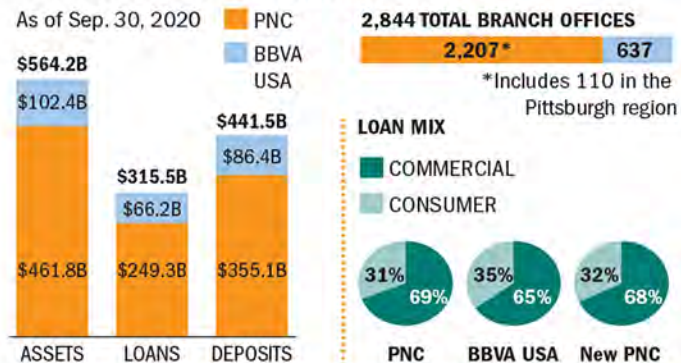
OPTION TO EXTEND

21-25	Option 1	\$49,172.48	\$590,069.76
26-30	Option 2	\$55,073.18	\$660,878.16

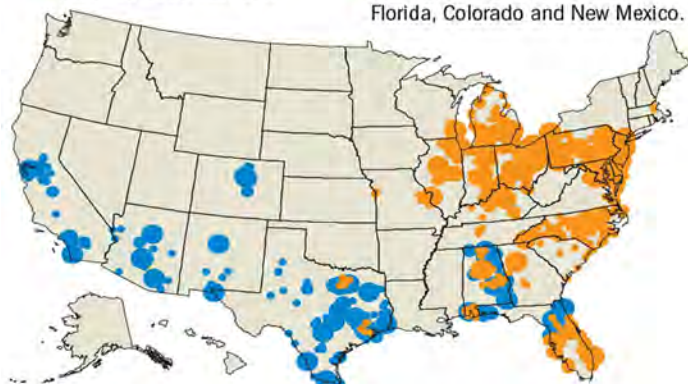


PNC's \$11.6 billion deal pushes it into new U.S. markets

Pittsburgh bank currently has approximately 52,000 employees nationwide, including about 12,000 in the region.



PNC branches: Mid-Atlantic, Midwest, Southeast U.S.
BBVA USA branches: Texas, Alabama, Arizona, California, Florida, Colorado and New Mexico.



COMBINED PRESENCE IN 29 OF THE TOP 30 U.S. MSAs

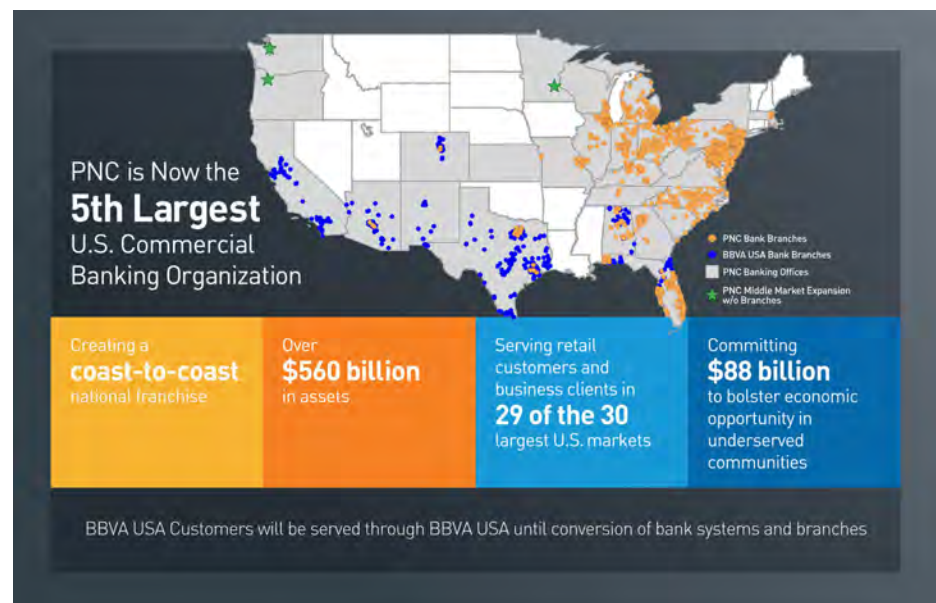
KEY PNC: ✓ Branch presence
 ✓ Middle market expansion, without branch presence
 BBVA USA: ✓ Branch presence
 ✓ Commercial/private client offices

MSA	PNC	BBVA	MSA	PNC	BBVA
1 New York	✓	✓	16 Minneapolis	✓	✓
2 Los Angeles	✓	✓	17 San Diego	✓	✓
3 Chicago	✓	✓	18 Tampa, Fla.	✓	✓
4 Dallas	✓	✓	19 Denver	✓	✓
5 Houston	✓	✓	20 St. Louis	✓	✓
6 Washington, D.C.	✓	✓	21 Baltimore	✓	✓
7 Miami	✓	✓	22 Charlotte, N.C.	✓	✓
8 Philadelphia	✓	✓	23 Orlando, Fla.	✓	✓
9 Atlanta	✓	✓	24 San Antonio	✓	✓
10 Phoenix	✓	✓	25 Portland, Ore.	✓	✓
11 Boston	✓	✓	26 Sacramento, Calif.	✓	✓
12 San Francisco	✓	✓	27 Pittsburgh	✓	✓
13 Riverside, Calif.	✓	✓	28 Las Vegas	✓	✓
14 Detroit	✓	✓	29 Austin, Texas	✓	✓
15 Seattle	✓	✓	30 Cincinnati	✓	✓

PNC Bank // TENANT PROFILES

TENANT OVERVIEW

Company	PNC Bank
Founded	April 10, 1845
Locations	2,296 Branches / 9,051 ATMs Nationwide
Revenue	\$18.26 Billion (2020)
Profits	\$ 4.2 Billion (2020)
Assets	\$560 Billion (June 1, 2021)
Headquarters	Pittsburgh, Pennsylvania
Company Type	Public
Ticker Symbol	PNC
Website	PNC.com



FREDERICKSBURG ACCOLADES // PNC Bank

LOCATION

The City of Fredericksburg is located on the Interstate 95 corridor in central Virginia midway between the nation's capital at Washington, D.C., and the state capital at Richmond. The Rappahannock River borders the city on its northern side. Tracing its history to the colonial era, Fredericksburg has long been known as an important center for industry and commerce, due largely to its strategic position as a crossroads for highway, rail, and water-based transportation. The city is part of the Washington-Arlington-Alexandria Metropolitan Statistical Area (MSA).

- Area provides ¾ mile of frontage on I-95 with traffic between 140,000 to 200,000 ADT
- Subject Property is located on a main arterial in close proximity to the junction of State Route 3 and the I-95
- Minutes from Spotsylvania Town Center and Central Park Shopping Malls (largest retail center on the east coast) with significant pull for regional consumers
- 2 Miles from Downtown and 1.5 miles from Kaiser Permanente Regional Hospital

HIGHLIGHTS

- #1 Region for Job Growth in Virginia (2016-2021)
- #2 City behind San Francisco for Seniors (increase in senior housing developments)
- Technology Zone Incentive: Economic incentives are available in order to attract development, stimulate investment and create a more business friendly environment. Qualified new or expanding businesses that are interested in locating the City may be eligible for incentives, with terms of up to 10 years.
- Among lowest real estate taxes in region
- Lower cost real estate, labor compared with Northern Virginia; attractive alternative for Data Centers in Dulles Tech Corridor – Skilled Workforce and Lower Land Costs
- Fredericksburg's population grew 26% from 2000 to 2010 and another 20.5% from 2010 to 2018 to an estimated 29,144. That pace makes it one of the fastest-growing localities in Virginia



RICHMOND

Richmond is the capital city of Virginia, located roughly 110 miles south of Washington, D.C. The metro consists of 12 counties and four cities. Richmond's strategic location on the James River and a well-developed intermodal transportation network contribute to a growing logistics and distribution sector. In 2020, Amazon opened a fulfillment center along Interstate 95 south of Richmond employing roughly 1,000 workers. The market's educated workforce is also drawing other companies to the region and already Richmond houses more Fortune 500 firms than many larger metros.



METRO HIGHLIGHTS



COMMERCE CENTER

The region is serviced by Interstates 64, 85 and 95, two Class 1 railroads and Richmond International Airport, drawing distribution and logistics firms.



COMPANY HEADQUARTERS

Seven fortune 500 firms are located in the metro including CarMax, Altria Group, Performance Food Group, Dominion Energy and Genworth Financial.



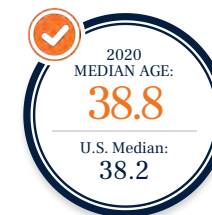
HIGHER EDUCATION

Virginia Commonwealth University, University of Richmond, Virginia Union University Randolph-Macon College and Virginia State University are among the educational institutions that contribute to a skilled labor pool.

ECONOMY

- Richmond's economy is diversifying from government and commerce expanding into professional industries.
- Nationally recognized banks and financial institutions are based in Richmond. It is home to the Federal Reserve Bank of Richmond, Capital One, Truist Financial, Wells Fargo, Bank of America and Market.
- Law and legal services are another major component of the metro's local economy. The city of Richmond is home to five of the largest legal firms in the world.
- Anchored by VCU Health System and HCA Virginia, healthcare employs roughly 13 percent of metro workers.
- The metro is gaining prominence as a data center. There are 10 colocation data centers in the metro including facilities for QTS, Infotel Systems, Flexential, and Level 3 Communications.

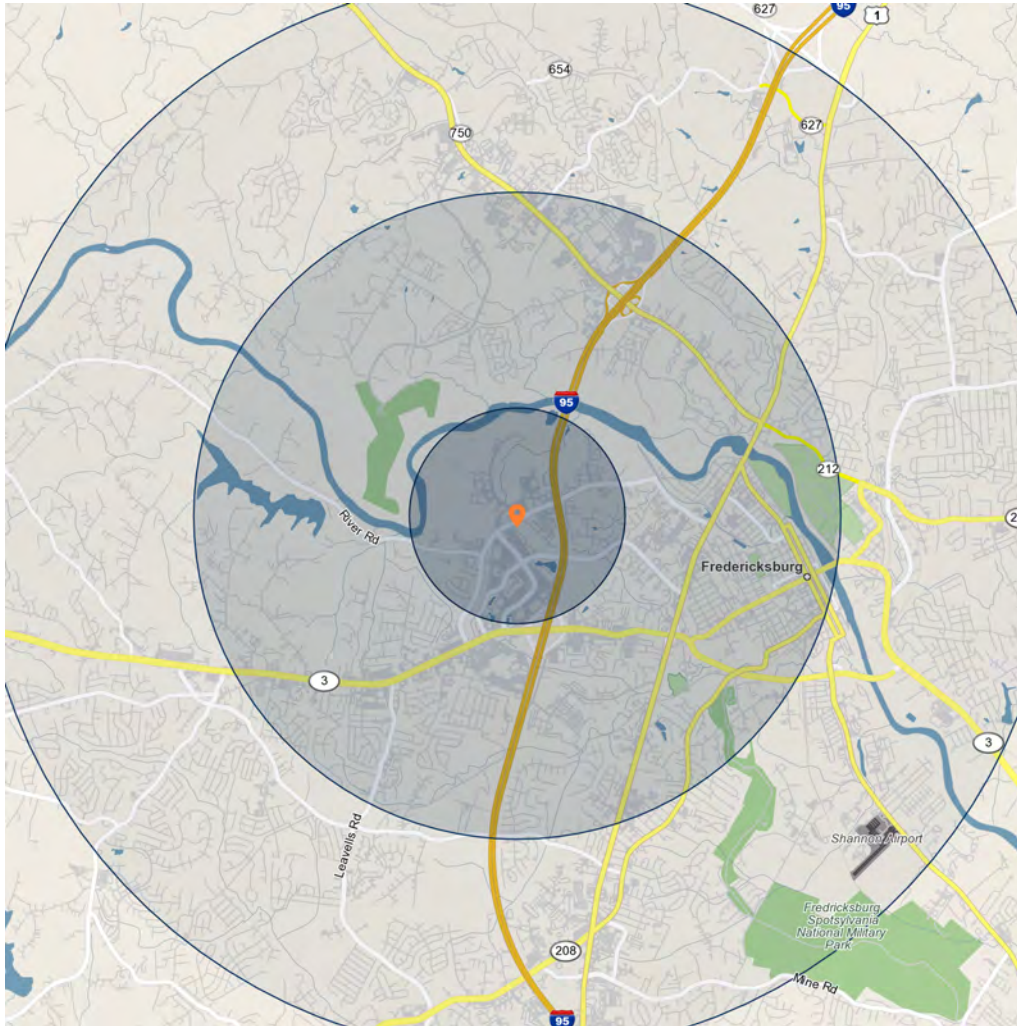
DEMOGRAPHICS



*Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

DEMOGRAPHICS // PNC Bank



POPULATION

	1 Mile	3 Miles	5 Miles
2025 Projection	5,273	49,637	127,179
2020 Estimate	4,585	45,492	118,632
2010 Census	3,513	38,100	103,421
2000 Census	1,513	29,899	77,084

HOUSEHOLD INCOME

	1 Mile	3 Miles	5 Miles
Average	\$76,270	\$105,098	\$111,197
Median	\$52,123	\$76,273	\$86,829
Per Capita	\$24,854	\$42,201	\$41,704

HOUSEHOLDS

	1 Mile	3 Miles	5 Miles
2025 Projection	1,701	19,549	47,445
2020 Estimate	1,491	17,828	44,052
2010 Census	1,105	14,402	37,382
2000 Census	543	11,765	28,652

HOUSING

	1 Mile	3 Miles	5 Miles
Median Home Value	\$349,322	\$347,371	\$329,377

EMPLOYMENT

	1 Mile	3 Miles	5 Miles
2020 Daytime Population	7,369	70,648	135,417
2020 Unemployment	6.19%	4.07%	3.19%
Average Time Traveled (Minutes)	34	33	38

EDUCATIONAL ATTAINMENT

	1 Mile	3 Miles	5 Miles
High School Graduate (12)	29.31%	26.70%	27.05%
Some College (13-15)	23.27%	21.31%	21.76%
Associate Degree Only	7.35%	6.51%	7.52%
Bachelor's Degree Only	17.86%	20.47%	20.92%
Graduate Degree	9.25%	14.90%	14.19%

EXCLUSIVELY LISTED BY

Michael Malick

First Vice President Investments
Office: Los Angeles
Direct: 213.943.1910 // Fax: 213.943.1810
Mike.Malick@marcusmillichap.com

Aria Pournazarian

Senior Associate
Office: Los Angeles
Direct: 213.943.1874 // Fax: 213.943.1810
Aria.Pournazarian@marcusmillichap.com

David Berookhim

Associate
Office: Los Angeles
Direct: 213.943.1893 // Fax: 213.943.1810
David.Berookhim@marcusmillichap.com

BROKER OF RECORD

Dawson Rinder

Virginia

Marcus & Millichap