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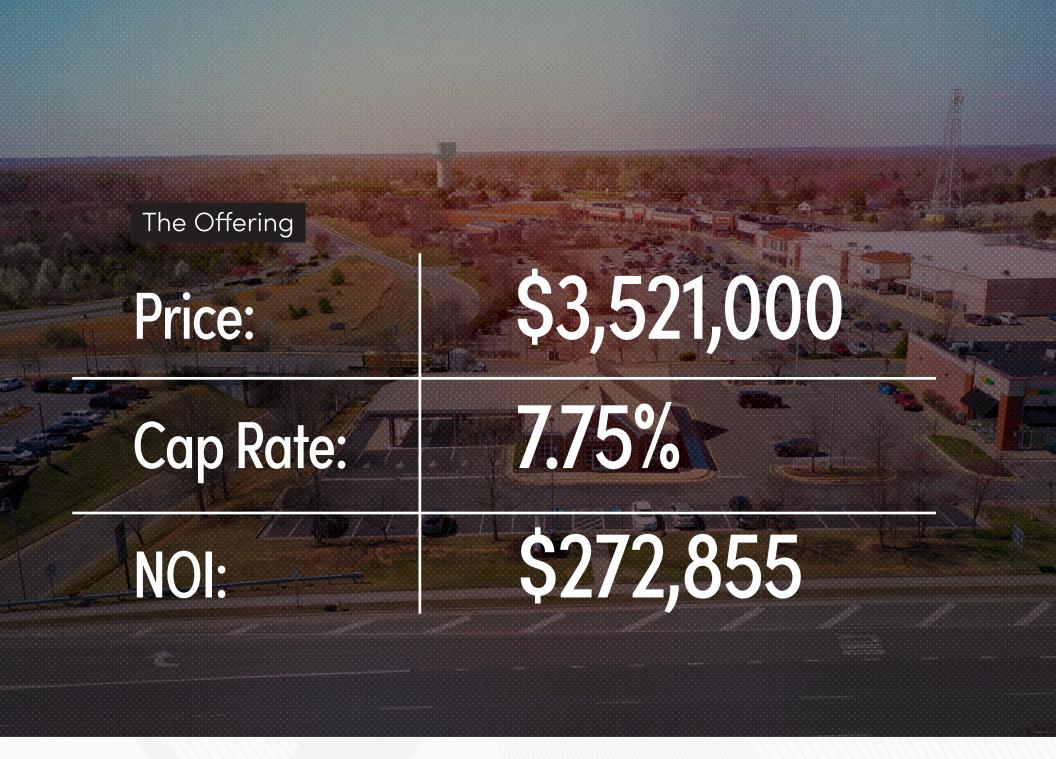
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Investment Highlights

Corporate Ground Lease With 1.8 Years Remaining

The lease features 10 percent rent increases every five years in the option periods.

Excellent Visibility on Heavily–Trafficked Route 17 (Warrenton Road), Where Traffic Counts Exceed 40,979 Vehicles per Day

The property consists of a 4,051-square-foot, freestanding building with a six-lane drive-thru, situated on 1.33 acres of land.

1.33–Acre Outparcel in Giant Food– Anchored Retail Center – Part of the Celebrate Virginia Mixed–Use Development

Celebrate Virginia North is a mixed-use development anchored by Lowe's and Giant, featuring approximately 1 million square feet of retail. It also includes Celebrate by Del Webb, a 1,200-unit luxury active adult community. Upcoming additions to the area include a Dairy Queen and a Chase Bank branch.

18-Year Operating History

This bank branch has been operating continuously at this location since 2007.

Lease Abstract

\$3,521,000

7.75%

Listing Price

Cap Rate

Address: 35 Ban	ks Ford Pkwy, Fred	lericksburg, VA 22406

Rentable Square Feet: 4,051

Price/SF: \$60.78

Year Built: 2006

Lot Size: 1.33 Acres

Type of Ownership: Fee Simple

Ownership: Public

Tenant: Corporate Store

Lease Guarantor: Corporate

Lease Type: Ground Lease

Roof and Structure: Tenant Responsible

» Initial Lease Term: 20 Years

Lease Commencement Date: 7/7/2005

Rent Commencement Date: 1/1/2007

Lease Expiration Date: 12/31/2026

Term Remaining: 1.8 Years

Increases: 10% Every 5 Years

» Options: Four, 5-year

Lease Term	Monthly Rent	Annual Rent	Cap Rate
Years 16-20	\$22,737.92	\$272,855.00	7.75%
Years 21–25 (Option 1)	\$25,011.71	\$300,140.50	8.52%
Years 26–30 (Option 2)	\$27,512.88	\$330,154.55	9.38%
Years 31–35 (Option 3)	\$30,264.17	\$363,170.01	10.31%
Years 36-40 (Option 4)	\$33,290.58	\$399,487.01	11.35%

Summary	
Base Rent (\$4.71/SF)	\$272,855
Net Operating Income	\$272,855
Total Return (7.75%)	\$272,855

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Investment Highlights

Strategic Location between Washington, D.C., and Richmond, VA

Fredericksburg sits between Washington, D.C. (53 miles) and Richmond (58 miles) with direct access to I–95, US 1, and US 17. Home to the University of Mary Washington, a growing healthcare sector, and key retail and commercial centers, the city also benefits from its proximity to Marine Corps Base Quantico and Fort Walker, supporting government and defense–related employment.

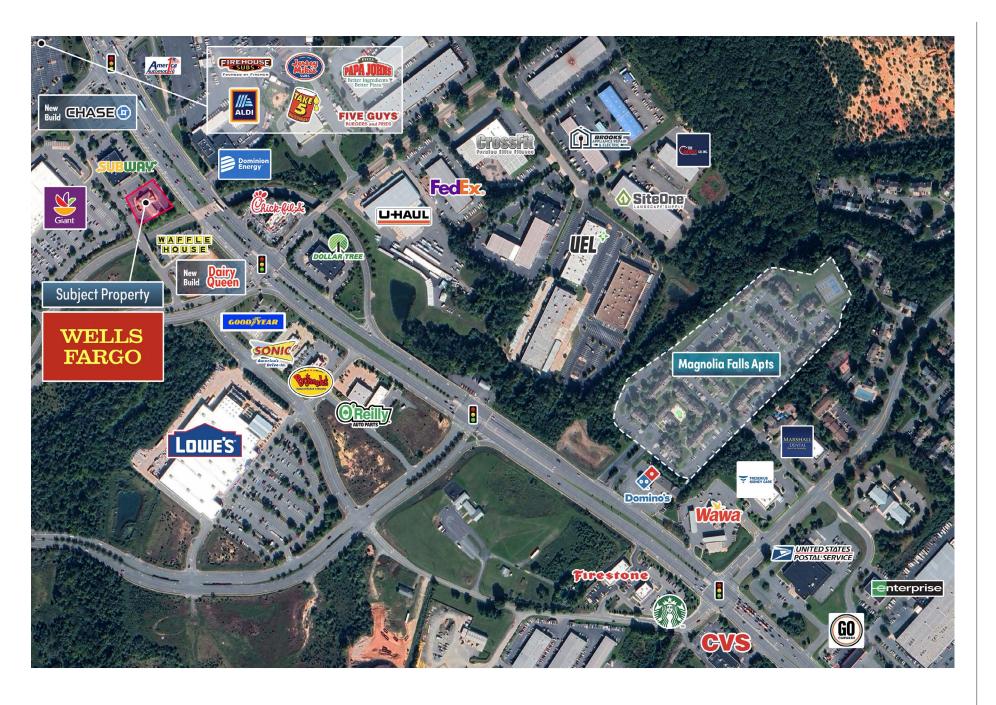
Wells Fargo is the 4th Largest Bank in the U.S. by Total Assets

Wells Fargo is a leading financial services company with approximately \$1.9 trillion in assets. In Fortune's 2024 rankings of America's largest corporations, Wells Fargo secured the No. 34 spot. Wells Fargo serves one in three U.S. households and more than 10 percent of small businesses in the country, with a network of over 4,500 branches and 12,000 ATMs nationwide.

Major Business Corridor on Route 17 (Warrenton Road) – Home to GEICO, McLane, and the FBI

The area is a thriving hub, home to major employers such as GEICO (with 4,000 employees), McLane (with over 500 employees), and the FBI (with more than 300 employees), in addition to being in close proximity to the University of Mary Washington's Stafford Campus, which has over 1,000 students.





Tenant Overview

Wells Fargo is a leading financial services company that has about \$1.9 trillion in assets

The company proudly serves one in three U.S. households and more than 10 percent of small businesses in the U.S., and is a leading middle market banking provider in the U.S. The company provides a diversified set of banking, investment, and mortgage products and services, as well as consumer and commercial finance, through their four reportable operating segments: Consumer Banking and Lending, Commercial Banking, Corporate and Investment Banking, and Wealth & Investment Management. Wells Fargo ranked No. 34 on Fortune's 2024 rankings of America's largest corporations.



\$19.7 billion in net income (2024)



5.5% increase in revenue YOY (2024)

The Stats

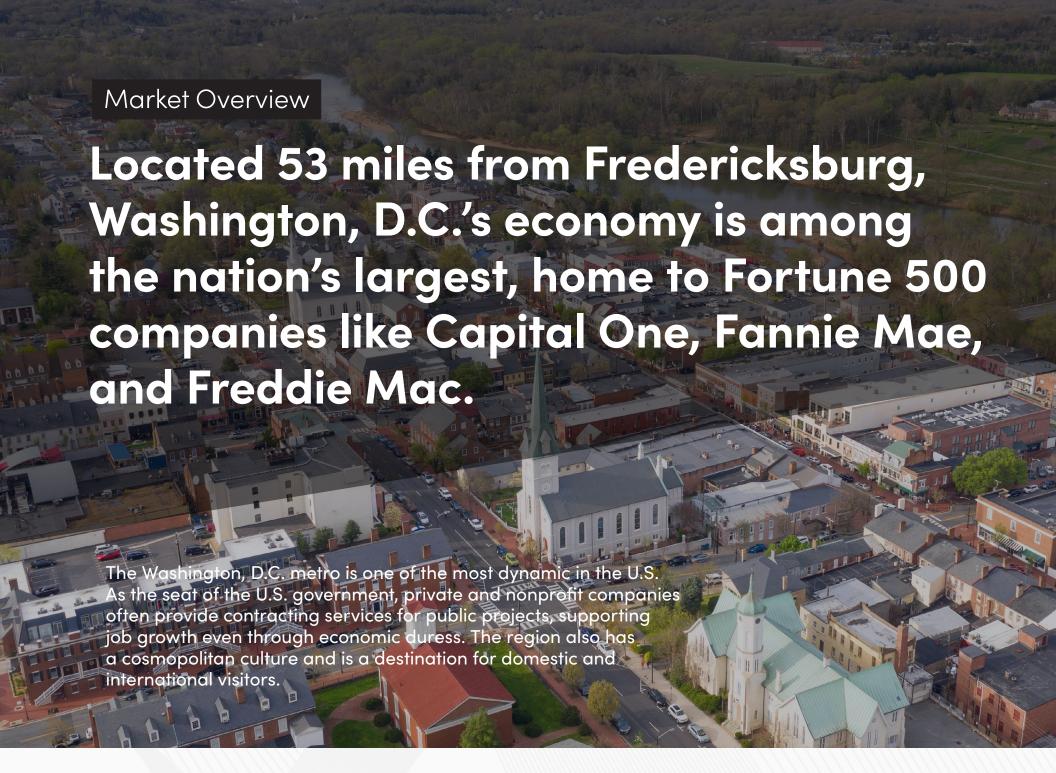
- » Tenant Name: Wells Fargo (WFC)
- » Options to Terminate: **No**
- » Options to Purchase: **No**
- » First Right of Refusal: **No**
- » Credit Rating: A- (S&P)
- » Board: NYSE
- » No. of Locations: 4,555
- » Headquartered: San Francisco, CA
- » Web Site: www.wellsfargo.com
- » Years in the Business: 168











Market Overview



Population

6.3M

(Proj. Growth 2023-2028: 2.7%)

Households

2.4M

(Proj. Growth 2023-2028: 3.1%)

Median Age

37.9

(U.S. Median: 38.7)

Washington, D.C. Metro Area: A Hub of History, Innovation, and Growth

The administrative capital of the United States, Washington, D.C., is located along the Potomac River, just inland from the Chesapeake Bay. In addition to the District of Columbia, the metro encompasses 22 counties and jurisdictions in portions of Maryland, Virginia, and West Virginia.

The District and inner-ring suburbs are some of the most dense, both in terms of population as well as residential and commercial development. Washington, D.C., is the largest city in the metro, with a population of roughly 685,000 residents, followed by Arlington and Alexandria.

Fueling future economic growth, Amazon is expanding its local presence, opening Phase 1 of its HQ2 in National Landing last year. Subsequent phases, however, are experiencing an elongated planning process. In 2022, the company delayed the construction of three 22-story office towers and the Helix building.

Containing numerous prominent public buildings and landmarks, the metro has world-renowned museums, theaters, and restaurants that are patronized by visitors and an affluent local population. The metro is also home to many of the nation's leading media outlets, think tanks, and institutions of higher learning.

Prominent universities include George Washington University, American University, Georgetown University, and Howard University.

Highlight

Employment gains contribute to population growth that outpaces the national average. The metro is expected to add 170,000 residents through 2028, representing a 2.7 percent expansion.



Demographic Overview

In 2023, the population in your selected geography is 59,886. The population has changed by 29.88 percent since 2010. It is estimated that the population in your area will be 63,618 five years from now, which represents a change of 6.23 percent from the current year. The current population is 48.08 percent male and 51.92 percent female. The median age of the population in your area is 35.0, compare this to the Entire US average which is 38.7. The population density in your area is 761.65 people per square mile.

In 2010, there were 9,553 owner occupied housing units in your area and there were 6,845 renter occupied housing units in your area.

In 2023, the median household income for your selected geography is \$85,790, compare this to the Entire US average which is currently \$68,480. The median household income for your area has changed by 16.82 percent since 2010. It is estimated that the median household income in your area will be \$92,403 five years from now, which represents a change of 7.71 percent from the current year.

In 2023, there are 33,769 employees in your selected area, this is also known as the daytime population. The 2010 Census revealed that 66.65 percent of employees are employed in white-collar occupations in this geography, and 12.99 percent are employed in blue-collar occupations. In 2023, unemployment in this area is 4.61 percent. In 2023, the average time traveled to work was 37.0 minutes.



Population	1 Mile	3 Mile	5 Mile
2010 Population	2,996	16,454	46,108
2020 Population	4,038	23,448	58,116
2023 Population	4,381	25,343	59,886
2028 Population	4,681	27,243	63,618
Average HH Size	2.8127	2.7841	2.6147
Daytime Population	4,743	24,752	79,191
2010 Households	1,146	5,934	16,395
2020 Households	1,643	8,787	21,267
2023 Households	1,720	9,214	22,132
2028 Households	1,844	9,909	23,543
Median HH Income	\$94,279	\$89,787	\$85,790
Per Capita Income	\$49,537	\$45,209	\$45,328
Average HH Income	\$125,847	\$124,222	\$121,455

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As the capital markets arm of the largest commercial real estate brokerage firm in the country, we finance a wide variety of single tenant property types across the nation.

We have access to current, productspecific market intelligence through information sharing among our national network of investment sales professionals, research experts, and financing originators. We partner internally to provide our clients with the insight to formulate the ideal capital plan that considers multiple financing options and assesses liquidity and risks.





Reach out to the MMCC
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