



# TD Bank | Offering Memorandum

3132 Briggs Chaney Road, Silver Spring, MD 20904



This Offering Memorandum is brought to you by:

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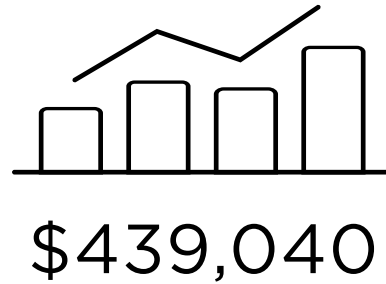
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## MARKET

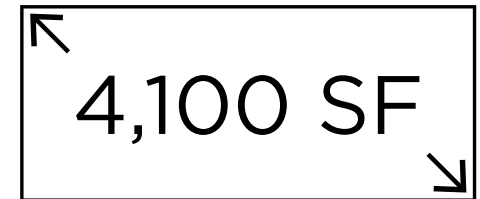
WASHINGTON, D.C. MSA



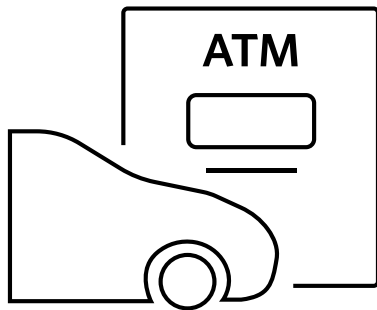
## EXISTING NOI



## RENTABLE SQUARE FEET



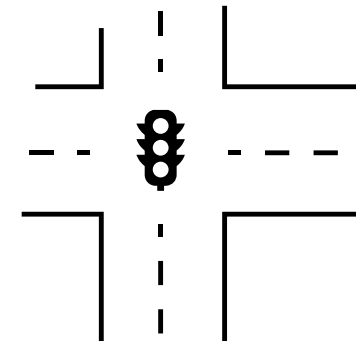
## 4 DRIVE-THRU BAYS



## CORPORATELY BACKED S+P RATED COMPANY



## CORNER LOCATION OFF 3 MAJOR THOROUGHFARES



The offering consists of a **TD Bank absolute net ground lease** located in Silver Spring, Montgomery County, one of the **most affluent counties** in the nation and **most populous jurisdictions** in Maryland. This TD Bank is situated at the **hard, signaled corner** of Briggs Chaney Road and Castle Boulevard. Located just off MD Route 29 via exit 17, Briggs Chaney Road is **main thoroughfare** that dissects Silver Spring with average daily traffic counts in **excess of 25,00 vehicles per day**. The offering has **multiple ingress and egress points** along Briggs Chaney Road and Castle Boulevard providing ease of access to the property.

With **zero landlord responsibilities**, the lease is **corporately guaranteed** by TD Bank N.A., a publically traded company (TD) with 2,450 locations in North America. Subject to a 20-year lease, the offering has **8-years of term remaining** in addition to **four, five-year options**. This offering is **ideal for a 1031 exchange buyer** with its strong history of deposits. The last reported deposits were over \$51 million at this branch, ranking it the **third highest TD Bank branch** (among deposits) in Montgomery County.



# Bank



PRICE

\$7,317,333



CAP

6.00%



EXISTING NOI

\$439,040

LEASE ABSTRACT			
Tenant	TD Bank	Increases	12% every 5yrs
Guarantor	TD Bank, N.A.	Options	Four, Five-Year
Commencement Date	December 1, 2006	SF	4,100
Expiration Date	November 31, 2026	AC	0.92
Lease Type	Absolute Net Ground Lease	Debt	Free & Clear
Roof & Structure	Tenant	Option to Terminate	No
Term Remaining	8-Years	Option to Purchase	No
NOI	\$439,040	Right of First Refusal	Yes

RENTAL BREAKDOWN			
Term	Annual Rent	Increases	CAP
Present - November 31, 2021	\$439,040	12%	6.00%
December 1, 2021 - November 31, 2026	\$491,725.00	12%	6.72%
OPTIONS			
December 1, 2026 - November 31, 2031	115% or FMV*		7.73%*
December 1, 2031 - November 31, 2036	115% or FMV*		8.89%*
December 1, 2036 - November 31, 2041	115% or FMV*		10.22%*
December 1, 2041 - November 31, 2046	115% or FMV*		11.75%*

\*Option periods shall be the lesser of FMV or 115% of the prior period, but not less than the prior period.

## About TD Bank

Founded in 1985, TD Bank N.A. is one of the 10 largest banks in the nation. Headquartered in Cherry Hill, NJ, TD locations are primarily found along the eastern seaboard with over 1,300 retail locations and over 26,000 employees. For more than 160 years, TD Bank has provided unparalleled banking services to the more than 9 million customers throughout its extensive network.

TD offers a broad array of retail, small business and commercial banking products and services. TD also provides customized private banking and wealth management services through TD Wealth and vehicle financing and dealer commercial services through TD Auto Finance.

TD Bank is a member of TD Bank Group and a subsidiary of the Toronto-Dominion Bank of Toronto, Canada. A top 10 financial services company in North America, TD Bank trades on the New York and Toronto stock exchanges under the ticker symbol "TD".

## Commercial Bank Credit Ratings

TD Bank	AA-
Chase Bank	A+
Bank of America	A-
Wells Fargo	A-
Capital One Bank	BBB+



# Bank

## Tenant Operations

Guarantor	TD Bank, N.A.
Company Type	Public
Stock Symbol	TD
Credit Rating	AA-
Rating Agency	S&P
Headquarters	Cherry Hill, NJ
Number of Locations	1,300
Number of Employees	26,000
Year Founded	1852
Website	<a href="http://www.tdbank.com">www.tdbank.com</a>



## TD Bank - 3132 Briggs Chaney Road, Silver Spring, MD 20904

### PROPERTY HIGHLIGHTS

Market	Washington, DC
Drive-Thrus	4 Drive-Thru Bays
Corporate Guarantee	TD Bank, N.A.
High Credit Rating	AA- Stable
Great Visibility	Corner Location off 3 Major Thoroughfares (Briggs Chaney Rd/ Columbia Pike/ICC)
Lease Type	Absolute Net Ground Lease
High Traffic Count	Briggs Chaney - 25,810 ADT

### PROPOSED LOAN

Loan to Value	70%
Interest Rate	4.25%
Term	5 Years
Amortization	30 Years

### INVESTMENT DETAILS

Price	\$7,317,333
CAP	6.00%
NOI	\$439,040

### FINANCIALS

Annual Debt Service	\$302,374
Cash Flow After Debt Service	\$136,666
Down Payment	\$2,195,200
Cash on Cash Return	6.23%
Principal Reduction	\$86,352
Total Return	\$223,019
Percent Total Return	10.16%

## WASHINGTON, D.C. MSA

With a population of over six million, the Washington, DC Metropolitan Statistical Area (MSA) includes the District of Columbia, the seat of the United States Government, as well as 22 counties and jurisdictions within Maryland and Virginia. Home to 15 Fortune 500 Companies, employment is primarily information-based and focused on government, lobbying, defense contracting, data processing and news reporting. Many of the nation's leading media outlets, think tanks and universities are located in the region. The economy of the Washington, DC MSA is insulated due to the infrastructure of the Federal Government.

Educational opportunities are abounding with prominent universities including George Washington University, American University, Howard University, Georgetown University and the University of Maryland. Roughly half of the DC residents age of 25 or older hold a graduates degree or higher.

A large hospitality sector supports the more than 20 million annual visitors throughout the year. Residents and visitors alike have access to numerous public buildings and landmarks, as well as, extraordinary museums, theaters and restaurants. Some notable attractions include the White House, the National Mall and the United States Capitol building.



### RICHEST METRO AREA

Bloomberg



### LOWEST UNEMPLOYMENT RATE IN TOP 5 METRO AREAS IN US

Bureau of Labor Statics



### BEST US CITY FOR NEW COLLEGE GRADUATES

Forbes



### TOP CITY FOR TELEWORKING

Sperling's



### MOST POPULAR WITH MILLENNIALS

Huffington Post



### FITTEST CITY

American Fitness Index



### TOP RANKING ECONOMIES IN US

Business Insider



## EDUCATION



No High School Diploma



18%  
High School Graduate



22%  
Some College



50%  
Bachelor's/Grad/Prof Degree

## BUSINESS



212,567  
Total Businesses



3,175,963  
Total Employees

## KEY DEMOGRAPHIC FACTS



6,146,460  
Population



\$95,156  
Household Income



6,312,655  
Daytime Population

## EMPLOYMENT



White Collar

72%



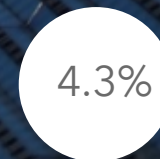
Blue Collar

13%



Services

15%



Unemployment Rate

## Montgomery County, MD

Montgomery County is one of the most populous jurisdictions in Maryland with a population exceeding one million. Situated just north of Washington, DC, Montgomery County is among the most affluent counties in the Nation with a median household income of \$99,435. The unemployment rate, as of March 2017, was 3.3% which is lower than the state of Maryland at 3.9% and the national average of 4.5%. Montgomery County historically has had the lowest unemployment rate in the state and leads the nation with the highest percentage of residents over 25 years old that hold an advanced degree. Notable colleges and universities in the County include John Hopkins University, Montgomery College and the University of Maryland at Shady Grove.

In addition to a high employment rate and household income, Montgomery County also has access to one of the best public transportation systems in the area. These metrorail and bus systems make the commute to and from Washington, DC exceptionally easy.

### Fortune 500 Companies



### Federal Employers



#2

**Best Counties to Live in Maryland**  
Niche

#4

**Most Culturally Diverse Cities in America**  
WalletHub - Silver Spring

#8

**Most Educated Places in the United States**  
Niche

#8

**The Happiest Places in America**  
Huffington Post

#10

**Wealthiest US Counties**  
Washington Post

## Silver Spring, MD

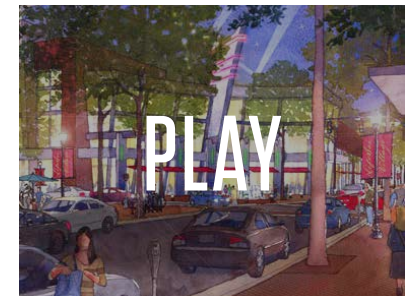
Silver Spring sits directly north of Washington, DC and within Montgomery County. Considered one of the most vibrant and diverse cities, Silver Spring was established in the late ninetieth century. Since 2010, the population of Silver Spring has grown by almost nine percent with a projected annual increase of over one percent into 2022.

The Governor of Maryland recently announced that construction of the anticipated light-rail train, the Purple Line, connecting Bethesda to New Carrollton will begin soon. With several stations in the Silver Spring area, the Purple Line will increase connectivity throughout Maryland and provide greater ease of access to Silver Spring. Public transit is readily available in Silver Spring via the Washington Metropolitan Area Transit Authority metro service and the Montgomery County Department of Transportation bus system. Many major freeways and highways run through Silver Spring, including the Washington Capital Beltway (I-495), the Intercounty Connector (MD-200), Georgia Avenue (MD-97), Columbia Pike (MD-29), University Boulevard (MD-193), among many others.



# 7 MILLION SQUARE FEET

OF NEW CONSTRUCTION COMING WITHIN 3 MILES OF SITE!



Currently, the 300-acre Viva White Oak community is planning for approximately seven-million-square-feet of commercial development and 5,000 residential units. Located just steps away from the campus of the U.S. Food and Drug Administration (the gateway to the US health market) and squarely in the middle of the thriving Washington-Baltimore corridor, Viva White Oak is ideally positioned to become one of the world's next great hubs for research and discovery, and a great place to reside or do business in a walkable, mixed-use, 21st century community.

# Site Demographics

## KEY FACTS

200,233  
Population

38.4  
Median Age

2.8  
Average Household Size

\$86,937  
Median Household Income

## BUSINESS



5,772  
Total Businesses



81,586  
Total Employees

## INCOME



\$86,937  
Median Household Income



\$39,336  
Per Capita Income



\$215,637  
Median Net Worth

## EDUCATION

10%  
No High School Diploma

18%  
High School Graduate

23%  
Some College

48%  
Bachelor's/Grad/Prof Degree

## EMPLOYMENT

71%  
White Collar

14%  
Blue Collar

15%  
Services

5.5%  
Unemployment Rate

## Households By Income

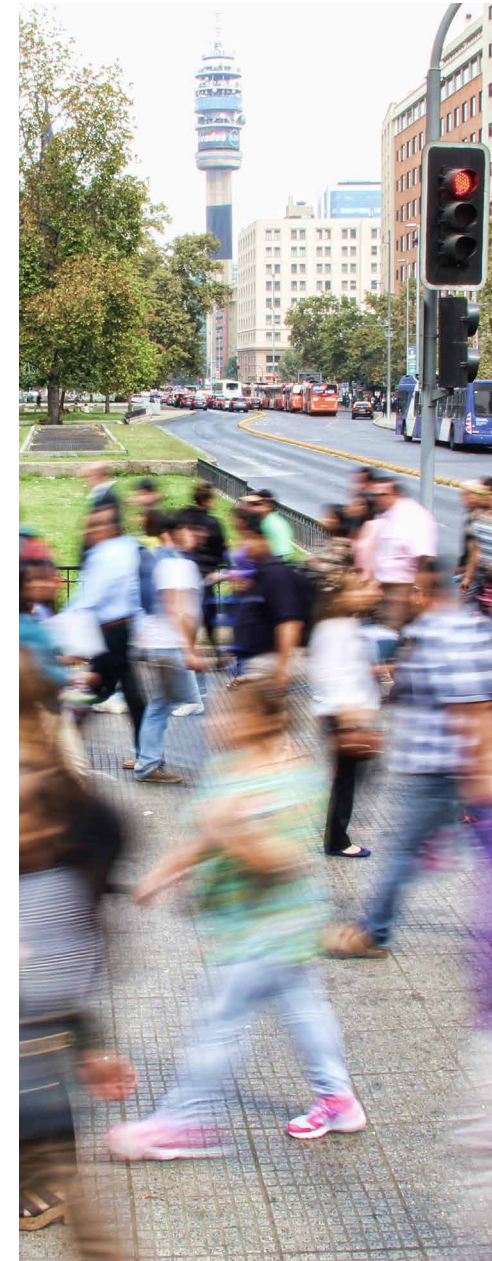
The largest group: \$100,000 - \$149,999 (20.3%)

The smallest group: \$15,000 - \$24,999 (4.5%)

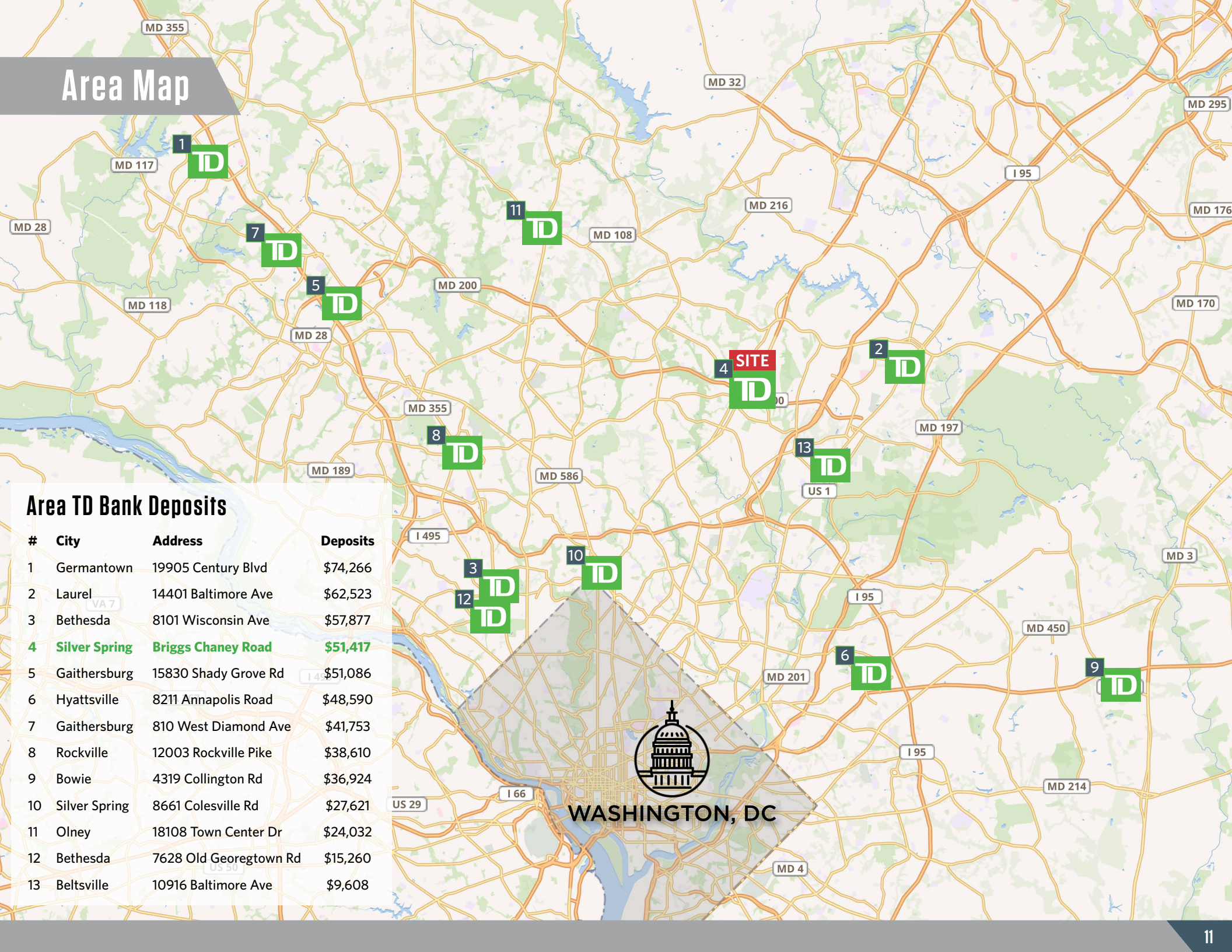
Indicator	Value	Difference	
<\$15,000	5.2%	+0.5%	
\$15,000 - \$24,999	4.5%	+0.5%	
\$25,000 - \$34,999	5.1%	+0.4%	
\$35,000 - \$49,999	9.6%	+1.6%	
\$50,000 - \$74,999	17.8%	+3.2%	
\$75,000 - \$99,999	14.4%	+2.0%	
\$100,000 - \$149,999	20.3%	+0.6%	
\$150,000 - \$199,999	12.0%	-0.8%	
\$200,000+	11.2%	-7.9%	

Demographics are from a 5 mile radius

Bars show deviation from Montgomery County



# Area Map



## Area TD Bank Deposits

#	City	Address	Deposits
1	Germantown	19905 Century Blvd	\$74,266
2	Laurel	14401 Baltimore Ave	\$62,523
3	Bethesda	8101 Wisconsin Ave	\$57,877
4	<b>Silver Spring</b>	<b>Briggs Chaney Road</b>	<b>\$51,417</b>
5	Gaithersburg	15830 Shady Grove Rd	\$51,086
6	Hyattsville	8211 Annapolis Road	\$48,590
7	Gaithersburg	810 West Diamond Ave	\$41,753
8	Rockville	12003 Rockville Pike	\$38,610
9	Bowie	4319 Collington Rd	\$36,924
10	Silver Spring	8661 Colesville Rd	\$27,621
11	Olney	18108 Town Center Dr	\$24,032
12	Bethesda	7628 Old Georgetown Rd	\$15,260
13	Beltville	10916 Baltimore Ave	\$9,608

WASHINGTON, DC

# Trade Area



**Briggs Chaney Plaza**

**ROSS**  
DRESS FOR LESS

**FAMILY DOLLAR**

**DOLLAR TREE**

**CHUCK E. CHEESE'S**

**GNC**

**Advance Auto Parts**

**Rainbow**



East County Regional Services

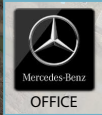
East County Community Recreational Center



26,517  
[2017 ADT]

200

Intercounty Connector



TO I-95



## CONFIDENTIALITY & CONDITIONS

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