FOR SALE | WASHIGTON D.C. MSA

M&T BANK: ABSOLUTE NET

12451 HEDGES RUN DRIVE, WOODBRIDGE, VA 22192



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Investment Summary



PROPERTY SUMMARY

Price: Subject To Offer

NOI: \$190,000

Lease Type: Absolute Net

Lot Size: 0.91 Acres

Building Size: 2,163 SF

Guarantor M&T Corporate

(NYSE: MTB; S&P A- Credit)

Lease Commencement August, 2002

Lease Expiration July 31, 2022

Increases 10% Increase Per-Option

Options Remaining Two 5-Year Options

THE INVESTMENT

This M&T Bank investment opportunity comes to market with a new 5-year term and multiple options with 10% increases for each renewal.

Located in affluent Woodbridge, Virginia, a bedroom community of Washington D.C., investors can benefit from M&T's corporate-guaranteed Absolute Net Lease - with zero landlord responsibilities.

STRONG CENTRAL LOCATION

Multiple entrances, with daily traffic counts of nearly 36,000 vehicles per day. Outparcel to Lake Ridge Commons, a high-quality grocery anchored center, featuring Giant, Little Caesars and Starbucks. Located at hard corner of Old Bridge Rd and Hedges Run Drive.

STRONG DEMOGRAPHICS, WITH MULTIPLE SCHOOLS NEARBY

Surrounded by dense residential neighborhoods, apartments and business. Located near multiple schools within 3-mile radius. Local population and income demographics far exceed the national average.

THE WOODBRIDGE MARKET

Situated in the eastern most portion of Prince William County, Woodbridge is located 20 miles south of Washington, D.C. and is part of the DC-VA-MD-WV Metropolitan Statistical Area. Woodbridge is three miles from Route 1, just east of I-95, and four miles north of Potomac Mills Mall, a 1.7-million SF retail development, and one of the largest tourist attractions in Virginia.

ABOUT M&T BANK

M&T Bank (NYSE: MTB; S&P A- Credit Rating), founded 160+ years ago is ranked #43 on Forbes' List of America's Largest Banks. M&T features a net worth in excess of \$16.5 billion, \$123 billion in assets, and operates in over 800 locations across North America and Canada.



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Bird's Eye View



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Market Aerial



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Regional Aerial



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Site Outline

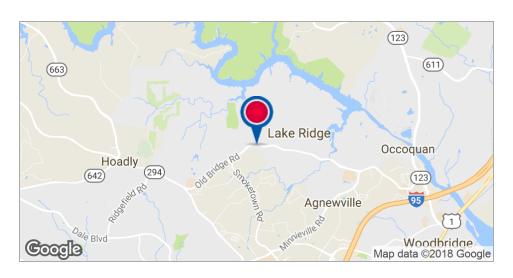


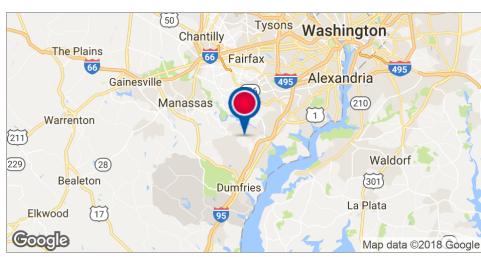
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Demographic Maps





POPULATION	1 MILE	3 MILES	5 MILES
TOTAL POPULATION	13,785	73,856	191,003
MEDIAN AGE	35.5	35.5	34.5
MEDIAN AGE (MALE)	33.5	34.5	34.0
MEDIAN AGE (FEMALE)	36.8	36.4	34.9
HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
TOTAL HOUSEHOLDS	1 MILE 5,143	3 MILES 26,063	5 MILES 63,865
TOTAL HOUSEHOLDS	5,143	26,063	63,865



ABOUT TROUT DANIEL & ASSOCIATES

Full Service Commercial Real Estate based in Baltimore

TD&A has been helping our clients sell, lease, manage and develop commercial real estate since 1967. In that time, we have worked with both the biggest and smallest players in the local, regional and national real estate community.

It is our belief that in order to be successful we must represent the interests of our clients first. And if you do what is right for your clients, success will always follow. In that way, we've been able to build long relationships based on trust and with a long-view of our clients' best interests.

As our clients and history of sales will testify: we don't just make deals...we build relationships.

Let's talk Investment Sales.

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