

FOR SALE | WASHINGTON D.C. MSA

M&T BANK: ABSOLUTE NET

12451 HEDGES RUN DRIVE, WOODBRIDGE, VA 22192



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M&T Bank

Drive-Up ATM



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Investment Summary



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.

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 |



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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 | 5,143 | 26,063 | 63,865 |
| # OF PERSONS PER HH | 2.7 | 2.8 | 3.0 |
| AVERAGE HH INCOME | \$112,984 | \$108,766 | \$106,801 |
| AVERAGE HOUSE VALUE | \$351,754 | \$430,189 | \$413,539 |



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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