

**FOR SALE**

**WELLS FARGO**

**46020  
MONROE ST**

INDIO | CA 92201

**50 YEAR OPERATING HISTORY**



**CBRE**

# 46020 MONROE ST



## INVESTMENT SUMMARY

 **\$2,938,667**  
Purchase Price

 **6.75%**  
Cap Rate

 **\$198,360**  
Current NOI

 **1976**  
Year Built

 **C2**  
Zoning

 **6,000**  
Building Size

 **±0.26 Acres**  
Land Area

 **614-020-029**  
APN

## INVESTMENT HIGHLIGHTS

### INSTITUTIONAL-GRADE CREDIT TENANCY

- National Credit Tenant:** Wells Fargo is one of the largest U.S. banking institutions with a long operating history, national brand recognition, and deep market penetration.
- Essential Financial Services Use:** Banking remains a mission-critical service within retail corridors, supporting long-term demand and tenancy.
- Significant Local Deposits:** The branch maintains **over \$155 million in deposits**, underscoring strong customer engagement and branch-level performance.

### LONG-TERM, PASSIVE NET-LEASED INCOME

- Net-Leased Structure:** The lease provides predictable cash flow with limited landlord responsibilities, appealing to both institutional and private capital.
- Below-Replacement Rent:** Current rents are well below replacement cost for new bank construction, making relocation economically unattractive and supporting long-term occupancy.
- Defensive Asset Class:** Single-tenant net-leased bank properties historically perform well across economic cycles due to strong tenant credit and necessity-based services.

## ESTABLISHED TENANT & LONG-TERM LEASE

Net-leased to Wells Fargo, a nationally recognized and financially stable tenant, providing reliable income.



## INVESTMENT HIGHLIGHTS (CONT...)

### IRREPLACEABLE LOCATION ALONG HIGHWAY 111

- **Prime Coachella Valley Corridor:** Highway 111 is the primary east-west arterial serving Indio and the greater Coachella Valley, carrying substantial daily traffic and retail exposure.
- **Signalized Intersection:** The property benefits from direct access and visibility at Monroe Street, a major north-south thoroughfare connecting residential neighborhoods to employment and retail centers.
- **Strong Retail Adjacencies:** Immediate proximity to In-N-Out Burger and Chevron enhances daily traffic and reinforces the site's long-term desirability.

### ENTRENCHED MARKET PRESENCE & OPERATING HISTORY

- **40+ Year Banking Location:** Continuous operation at this site demonstrates deep market penetration and locational commitment.
- **Drive-Through ATM:** Enhances customer convenience and supports ongoing relevance despite broader shifts toward digital banking.
- **Proven Consumer Traffic:** Placer.ai data indicates **200,000+ visits annually**, validating consistent customer usage.

### PRIME HIGHWAY 111 LOCATION WITH PROVEN MARKET PRESENCE

Unmatched visibility along Coachella Valley's main corridor, anchored by 40+ years of continuous banking operations and 200,000+ annual visits.



### STRONG COACHELLA VALLEY FUNDAMENTALS

- **Fastest-Growing City in the Valley:** Indio is the largest and fastest-growing city in the Coachella Valley, benefiting from population growth, housing expansion, and job creation.
- **Regional Economic Drivers:** Tourism, healthcare, logistics, and large-scale events such as **Coachella** and **Stagecoach** provide year-round economic activity.
- **Affordable Alternative to Coastal Markets:** Continued migration from higher-cost Southern California markets supports long-term demand for retail and financial services.

### VALUE-ORIENTED PRICING WITH UPSIDE

- **Attractive Entry Cap Rate:** Offered at a **6.75% cap rate**, with projected yields ranging up to 7.25%, providing yield premium relative to core coastal markets.
- **Future Redevelopment Upside:** Eventual revitalization of the Indio Grand Marketplace represents long-term upside potential for surrounding parcels.
- **Strong Exit Liquidity:** Bank-leased assets remain highly liquid with broad appeal to 1031 buyers, private investors, and institutional capital.

## THE OFFERING

CBRE is pleased to present the opportunity to acquire a **single-tenant, net-leased investment occupied by Wells Fargo**, one of the largest and most established financial institutions in the United States. The subject property is a **freestanding bank branch** located at **46020 Monroe Street in Indio, California**, positioned along the highly trafficked **Highway 111 corridor** at Monroe Street—one of the city's primary commercial intersections.

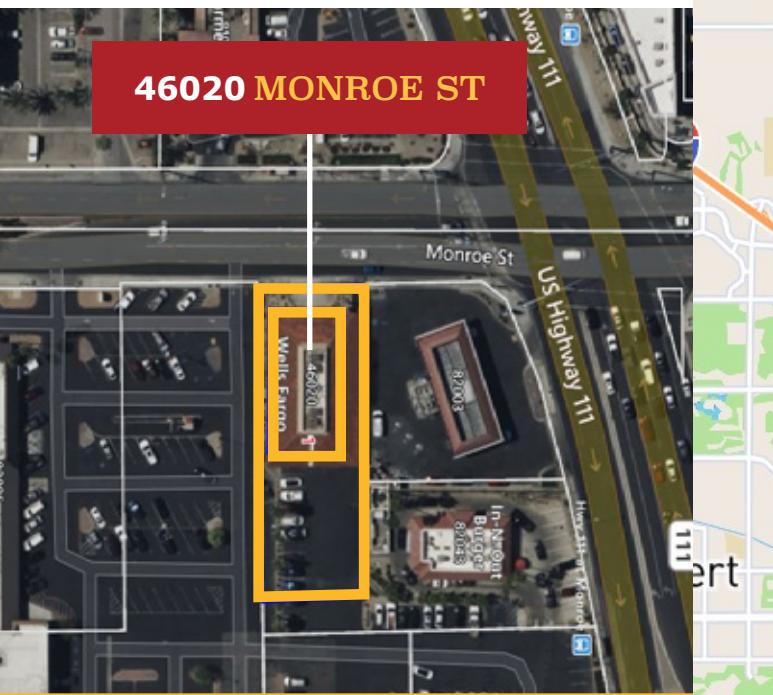
The approximately **6,000 square foot** building is situated on a **±11,430 square foot (0.26-acre) parcel** and has operated continuously as a banking location for **over 40 years**, demonstrating long-term viability and entrenched market presence. The property features a **drive-through ATM**, dedicated on-site parking, and excellent visibility within the Indio Grand Marketplace retail node, adjacent to **In-N-Out Burger** and **Chevron**, two of the strongest traffic-driving retail uses in the region.

This offering provides investors with stable, **passive income backed by national credit**, irreplaceable real estate fundamentals, and exposure to the **Coachella Valley's fastest-growing city**.

## CBRE PRESENTS A RARE OPPORTUNITY

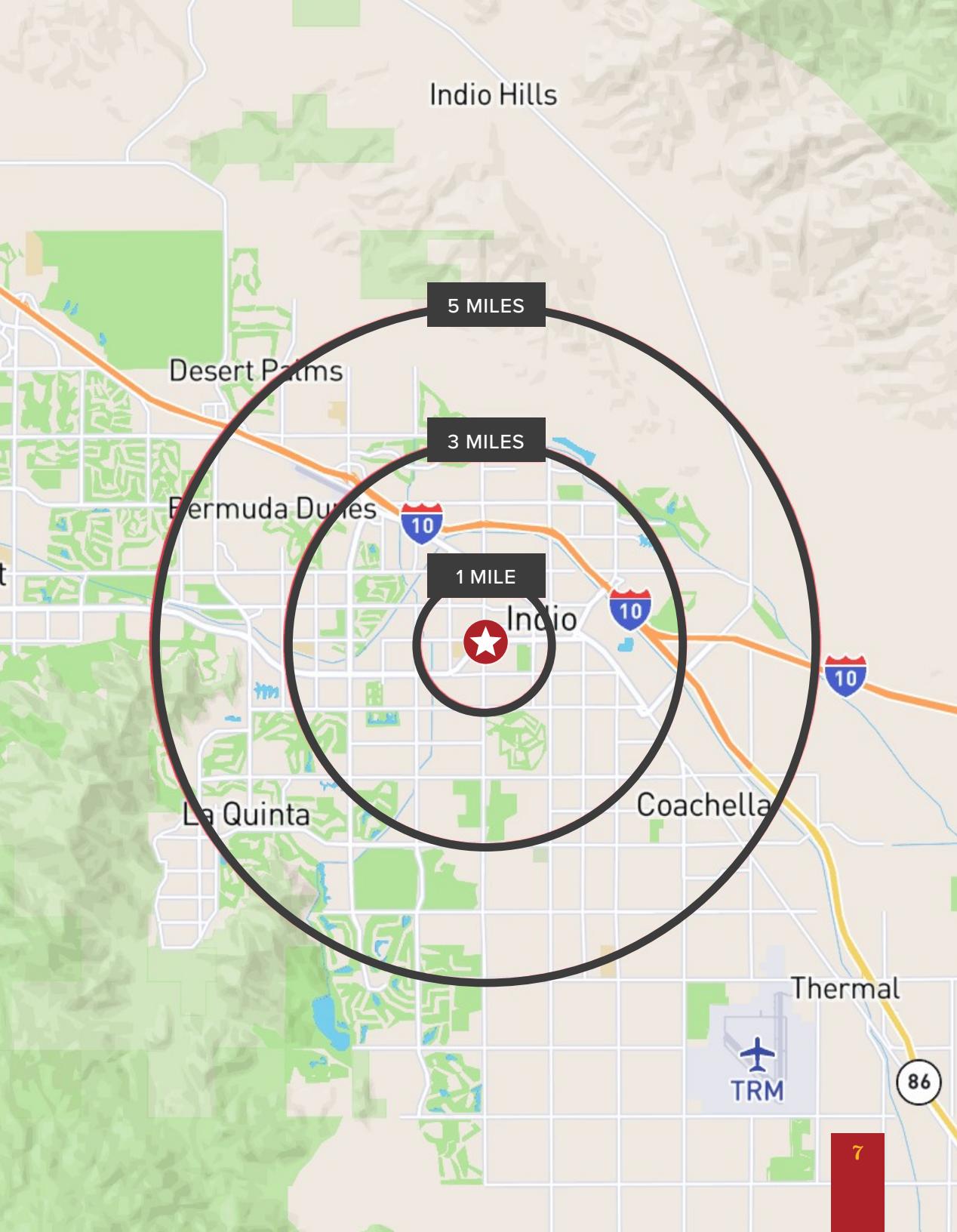
to acquire a net-leased Wells Fargo Bank branch located in Indio, California. The subject property is a freestanding, approximately 6,000 square foot bank situated on a prominent 11,430 square foot.

## PARCEL MAP



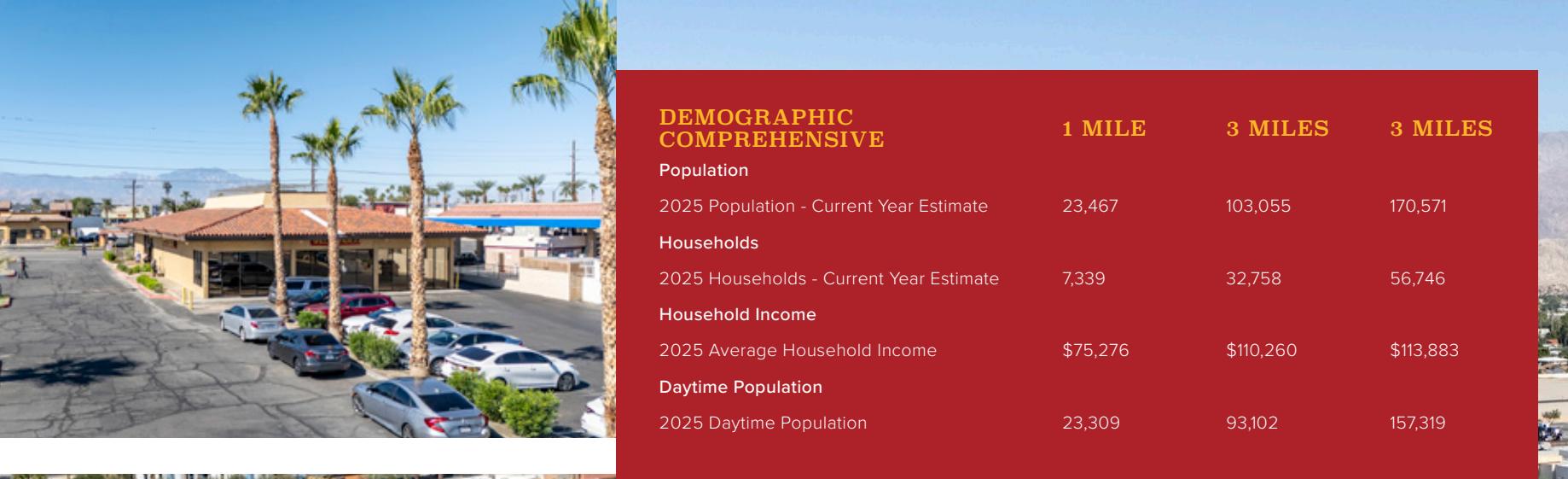
## PROPERTY OVERVIEW

46020 MONROE ST INDIO, CA	
Type	Retail Bank
Gross Leaseable Area	~6,000 SF
Parking	12 Surface Spaces
Lot Size	0.26 Acres
Zoning	MPDO-HWY111 SP (Mixed-Use Planned Development Overlay within the Highway 111 Corridor Specific Plan)
APN	614-020-029



## LEASE ABSTRACT

Tenant	Wells Fargo Bank, National Association
Property Address	46020 Monroe Street, Indio, CA 92201
Premises Size	Approximately 6,000 rentable square feet
Original Lease Date	December 18, 2000
Expiration (Current)	May 31, 2027
Renewal Options	Two (2) additional five (5) year options remaining
Lease Type	NNN (Net Lease)
Current Rent	Current to May 31, 2027 - \$198,360 annually (\$16,530/month)  Option 1 June 1, 2027 – May 31, 2032 - \$218,196 annually (\$18,183/month)  Option 2 June 1, 2032 – May 31, 2037 - \$240,015 annually (\$20,001/month)
Permitted Use	Financial services / banking
Percentage Rent	None
Taxes	Paid by Tenant
Insurance	Tenant responsible; self-insurance permitted
Maintenance & Repairs	Tenant responsible including structural
Utilities	Paid directly by Tenant
Assignment/Subletting	Permitted subject to lease terms; Tenant remains liable
Signage	Building and monument signage permitted
Parking	Shared common area parking
Guarantee	Corporate guarantee by Wells Fargo Bank, N.A.



## TENANT OVERVIEW

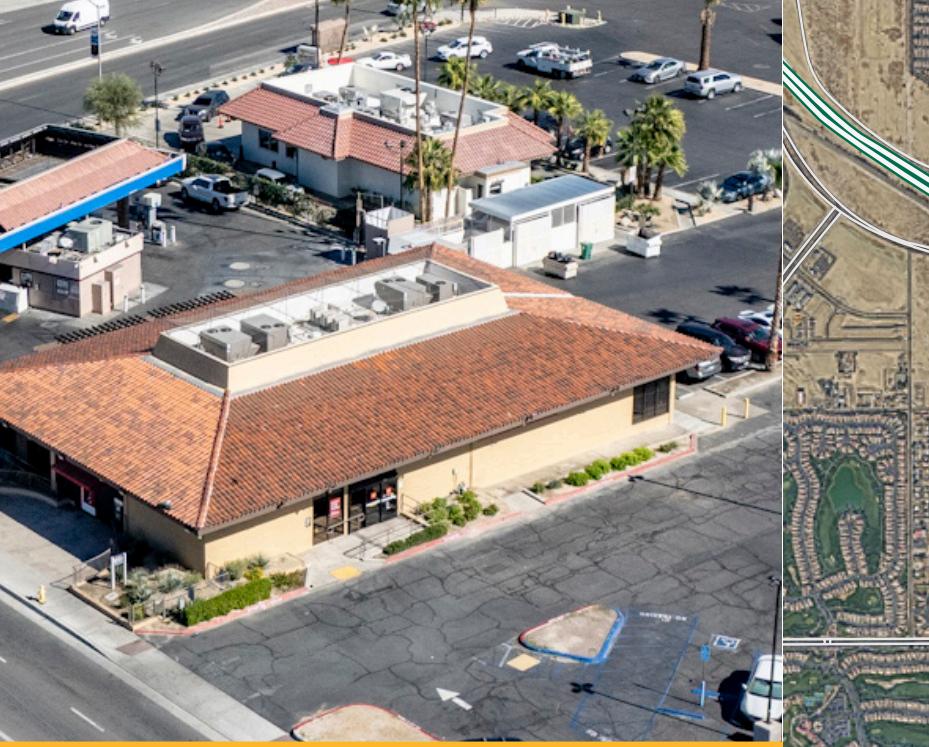
### WELLS FARGO

**Wells Fargo Bank, N.A.** is one of the largest and most established financial institutions in the United States, providing a comprehensive suite of banking, lending, and financial services to consumers, small businesses, and commercial clients nationwide. Founded in **1852**, Wells Fargo has maintained a continuous operating history for more than **170 years** and remains a dominant national banking brand with deep market penetration across major U.S. metropolitan areas.

Wells Fargo operates a diversified business model across **Consumer Banking & Lending**, **Commercial Banking**, **Corporate & Investment Banking**, and **Wealth & Investment Management**, serving tens of millions of customers through an extensive physical branch network and a robust digital banking platform. Despite industry-wide consolidation, Wells Fargo continues to maintain a strategically important retail branch presence, particularly in infill, high-visibility locations that support long-term deposit gathering and customer acquisition.

As of the most recent reporting period, Wells Fargo maintains **approximately 4,000+ retail banking branches** nationwide, supported by a strong balance sheet, substantial deposit base, and investment-grade credit profile. The bank is publicly traded on the New York Stock Exchange under the ticker **WFC** and is consistently rated **investment grade** by major credit rating agencies.

The subject property is occupied by Wells Fargo Bank, N.A. under a **long-term, corporate-guaranteed net lease**, providing investors with stable, predictable cash flow backed by a nationally recognized financial institution. Wells Fargo's long operating history, strong brand recognition, and ongoing commitment to core retail banking locations make it a desirable credit tenant for institutional and private investors seeking durable income with minimal management responsibility.



## TENANT HIGHLIGHTS

- **Tenant:** Wells Fargo Bank, N.A.
- **Founded:** 1852
- **Public Company:** NYSE: WFC
- **Branch Network:** ~4,000+ U.S. locations
- **Credit Profile:** Investment Grade
- **Lease Structure:** Corporate-guaranteed net lease
- **Industry:** Financial Services / Retail Banking
- **Investment Appeal:** Long-term income backed by national bank credit



## LOCATION OVERVIEW

### INDIO, CALIFORNIA

The City of Indio is the largest and fastest-growing city within the Coachella Valley, a vibrant region comprised of eight cities, including Palm Springs, Rancho Mirage, and La Quinta. Indio serves as a commercial and cultural hub for the Coachella Valley, attracting a diverse population and a growing economy.

This dynamic growth is supported by a robust tourism industry, as well as the city's role as a major event destination, hosting events such as the Coachella Valley Music and Arts Festival and the Stagecoach Country Music Festival. The subject property benefits from its position within the City of Indio and will benefit from the eventual completion of the Indio Grand Marketplace, which has been designed to be a premier retail and entertainment destination, further enhancing the property's desirability and long-term value.

### THE SUBJECT PROPERTY BENEFITS

from its position within the City of Indio and will benefit from the eventual completion of the Indio Grand Marketplace



**46020 MONROE ST**



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