

# hawthorne

13545 Hawthorne Boulevard | 4442 W 135th Street | 4430 W 136th Street | Hawthorne, California 90250

One of the *South Bay's Strongest* Wells Fargo Branches  
*20,180 SF of Office Upside* | *5.50% CAP on Wells Fargo Income*  
*Priced at \$163/SF*



Marcus & Millichap  
BRANDON MICHAELS GROUP

# hawthorne

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EXCLUSIVELY LISTED BY



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EXECUTIVE SUMMARY

# A Wells Fargo–Anchored Corner with 20,180 SF of Office Upside & 1.33 Acres of Land

A 5.50% CAP Rate on In-Place Wells Fargo Income with More than 20,000 SF of Embedded Office Value Creation, Offered at Only \$163/SF

| PROPERTY HIGHLIGHTS                   |                             |
|---------------------------------------|-----------------------------|
| Price                                 | \$5,250,000                 |
| Building Size                         | 32,157 SF                   |
| Lot Size                              | 1.33 Acres (57,838 SF)      |
| CAP Rate (Wells Fargo Income)         | 5.50%                       |
| ProForma CAP Rate                     | 12.57%                      |
| Price/SF (Bldg)                       | \$163                       |
| Price/SF (Land)                       | \$91                        |
| In-Place Occupancy (Wells Fargo Only) | 34.30%*                     |
| Vacant Office                         | 65.70% (20,180 SF)          |
| Year Built                            | 1959                        |
| Parking                               | 94 Spaces • 2.92/1,000 SF   |
| Traffic Counts                        | 36,652 VPD                  |
| Cross Streets                         | Hawthorne Blvd & W 136th St |

\* Wells Fargo occupies the entire ground-floor retail banking branch together with approximately 1,838 SF of second-floor office space.



EXECUTIVE SUMMARY

# Investment-Grade Tenancy with Embedded ValueCreation

## A Rare Combination of Credit, Basis, and Immediate Upside

The Brandon Michaels Group of Marcus & Millichap, as Exclusive Advisor, is pleased to present 13545 Hawthorne Boulevard, 4442 W 135th Street, and 4430 W 136th Street (collectively, the "Property"), a 32,157-square-foot retail and office investment situated on a prominent 1.33-acre signalized corner in the heart of the South Bay. Positioned along Hawthorne Boulevard, one of the region's primary commercial corridors, the Property benefits from exceptional visibility, convenient access to the I-405 and I-105 Freeways, and close proximity to El Segundo, LAX, SpaceX, Northrop Grumman, Raytheon, Boeing, and one of Southern California's most significant employment centers.

The investment offers a rare combination of stable, investment-grade income and substantial embedded value creation. At the asking price, the Property is offered at a 5.50% going-in capitalization rate supported entirely by in-place Wells Fargo income, while approximately 20,180 square feet of contiguous office space is delivered vacant, creating a compelling opportunity for lease-up, owner-user occupancy, or a combination of both.

Offered at only \$163 per building square foot and approximately \$91 per land square foot, the Property represents an attractive basis for a well-located South Bay asset. As the vacant office space is leased, net operating income has the potential to increase from approximately \$288,000 to nearly \$660000, producing a projected stabilized yield of approximately 12.53% while preserving multiple avenues for long-term value creation.

Anchoring the Property is an 8,716-square-foot Wells Fargo retail banking branch operating under a triple-net lease through December 31, 2029. Wells Fargo has maintained a continuous presence at this location for more than 60 years and, in December 2024, proactively restructured and extended its lease—an indication of the branch's strategic importance and the long-term strength of this location. The combination of investment-grade credit, an exceptional acquisition basis, and significant embedded lease-up potential creates an investment opportunity that is rarely available in today's market.

TENANT OVERVIEW

# Wells Fargo - 61 Years at the Property

Operating continuously since 1964, Wells Fargo reaffirmed its long-term commitment to this location through a December 2024 lease restructuring and extension, reinforcing the strategic importance of one of the South Bay's premier banking locations.

| LEASE SUMMARY          |                                  |
|------------------------|----------------------------------|
| Tenant                 | Wells Fargo Bank, N.A.           |
| Lease Start            | 12/22/1964                       |
| Lease Expiration       | 12/31/2029                       |
| Time at Property       | 61 Years                         |
| Term Remaining         | 3.5 Year(s)                      |
| Lease Type             | NNN*                             |
| Option                 | 1 x 5yr, \$30,962                |
| Option Increases       | +12.0%                           |
| Right of First Refusal | No                               |
| Lease Guarantor        | Wells Fargo Bank, N.A.           |
| Credit Rating          | Moody's Aa1 / S&P A+ / Fitch AA- |

\*Wells Fargo is responsible for maintenance and repair including signage, HVAC, and the parking lot, and reimburses the landlord up to \$250,000 for asbestos abatement bids in the vacant office building. Tenant holds an exclusive for financial services and a go-dark clause paired with the landlord's right to recapture.



# WELLS FARGO

\$27,645/mo  
In-Place Wells Fargo Rent

\$30,962/mo  
Option rent, +12% with No Downtime

\$2.1T  
Total Assets — #4 U.S. Bank

Dec 2024  
Proactive Lease Restructure & Extension

5.50%

GOING-IN CAP ON WELLS FARGO INCOME ALONE

# Wells Fargo & Company - Investment-Grade Credit

Wells Fargo & Company is among the most recognized and financially formidable institutions in the United States, and one of the most coveted credit tenants in commercial real estate. Publicly traded on the NYSE under ticker WFC, the bank operates one of the largest and most geographically diverse banking platforms in the country, with approximately \$2.1 trillion in total assets, a nationwide network of over 4,100 branches, and roughly 217,000 employees.

Wells Fargo ranks as the 4th largest financial institution in the United States by total assets, placing it firmly among the “Big Four” alongside JPMorgan Chase, Bank of America, and Citigroup. The bank generates approximately \$20–21 billion in annual net income with estimated EBITDA of approximately \$29.3 billion, reflecting the scale and earnings durability of a truly institutional-grade enterprise.

From a real estate underwriting perspective, Wells Fargo represents the highest tier of tenant credit quality, an investment-grade national operator with the balance-sheet depth to honor its lease obligations across virtually any economic environment. The tenant’s December 2024 decision to proactively restructure and recommit through December 31, 2029 is a demonstrable expression of locational value that further reinforces the income stream’s durability.

REAL ESTATE UNDERWRITING REVIEW

A tenant choosing to extend rather than exit - and approaching ownership directly to do so - materially mitigates the near-term vacancy risk typically associated with office investments. The in-place income is carried by a counterparty of exceptional credit quality.

|                     |                        |
|---------------------|------------------------|
| WELLS FARGO         |                        |
| Headquarters        | San Francisco, CA      |
| NYSE Ticker         | WFC                    |
| U.S. Branch Network | 4,100+ Locations       |
| Total Employees     | ~217,000               |
| Total Assets        | ~\$2.1 Trillion (2025) |
| Estimated EBITDA    | ~\$29.3 Billion (2025) |
| U.S. Bank Ranking   | #4 by Total Assets     |

Credit Profile Investment-Grade

WELLS FARGO

Together we'll go far



INVESTMENT HIGHLIGHTS

A Mix of Open Floor Plates *and Existing Demised Suites* Allows for Efficient Multi-Tenant Configuration



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INVESTMENT HIGHLIGHTS

Credit-Anchored Income with *Value-Add Upside*

|                                                             |                                                               |                                                          |
|-------------------------------------------------------------|---------------------------------------------------------------|----------------------------------------------------------|
| <div>\$27,645/mo</div> <div>In-place Wells Fargo rent</div> | <div>\$30,962/mo</div> <div>Option rent through 12/2034</div> | <div>12/2029</div> <div>Current lease term through</div> |
|-------------------------------------------------------------|---------------------------------------------------------------|----------------------------------------------------------|

Income & Tenancy

Investment-Grade National Credit Tenant

Wells Fargo (NYSE: WFC), ~\$2.1T in total assets, #4 US bank by assets. Credit-backed income with institutional-quality tenancy that expands buyer appeal across owner-user, 1031, and private-capital profiles.

Proactive December 2024 Lease Extension

Wells Fargo approached ownership to restructure and recommit through December 31, 2029, simultaneously downsizing and extending. A tenant choosing to extend rather than exit materially mitigates near-term vacancy risk.

Built-In 12% Rent Growth at Option Exercise

One remaining 5-year option at \$30,962/mo, a contractual 12.0% increase with no leasing cost or downtime exposure.

Value-Add & Optionality

Dual-Path Investment Thesis

Owner-user occupancy of all or part while Wells Fargo’s rent offsets ownership costs, or value-add lease-up targeting medical, professional, behavioral health, or creative demand.

Flexible Floor Plates for Multi-Tenant Demising

A mix of open floor plates and existing demised suites supports efficient multi-tenant configuration across office, medical, and service uses with minimal capital investment.

Long-Term Development Optionality

Under California State Density Bonus law, the site supports up to 100 residential units across 6 stories, a covered-land play with in-place income carrying the asset through entitlement.

INVESTMENT HIGHLIGHTS

A Corner Parcel with *Exceptional Site Fundamentals*

|                                                         |                                                              |                                                     |                                                      |
|---------------------------------------------------------|--------------------------------------------------------------|-----------------------------------------------------|------------------------------------------------------|
| <div>1.33 AC</div> <div>In-place Wells Fargo rent</div> | <div>36,652 VPD</div> <div>Option rent through 12/2034</div> | <div>94</div> <div>Current lease term through</div> | <div>100</div> <div>Current lease term through</div> |
|---------------------------------------------------------|--------------------------------------------------------------|-----------------------------------------------------|------------------------------------------------------|

Site & Location

1.33-Acre Signalized Corner

A 57,838 SF infill corner at Hawthorne Blvd & 136th St with 36,652 VPD and monument signage visibility.

Dual Freeway Access

I-405 and I-105 each within ~1.5 miles, with direct connectivity to LAX, El Segundo, and Downtown LA.

94 On-Site Spaces at 2.92 / 1,000 SF

A meaningful leasing advantage in a submarket where parking is frequently the limiting factor.

Demand Drivers

Deep South Bay Employment Base

SpaceX (<2 mi), Northrop Grumman, Raytheon, Boeing, Mattel, and LA Air Force Base drive daytime population.

Favorable Expense Structure During Lease-Up

Wells Fargo currently absorbs 100% of utilities and parking. At stabilization, tenants transition to a defined 36% pro-rata share of taxes, insurance, and utilities.

Priced Below Replacement Cost

At \$163/SF building and \$91/SF land, the basis preserves multiple avenues for future NOI growth and long-term value creation.





EL SEGUNDO

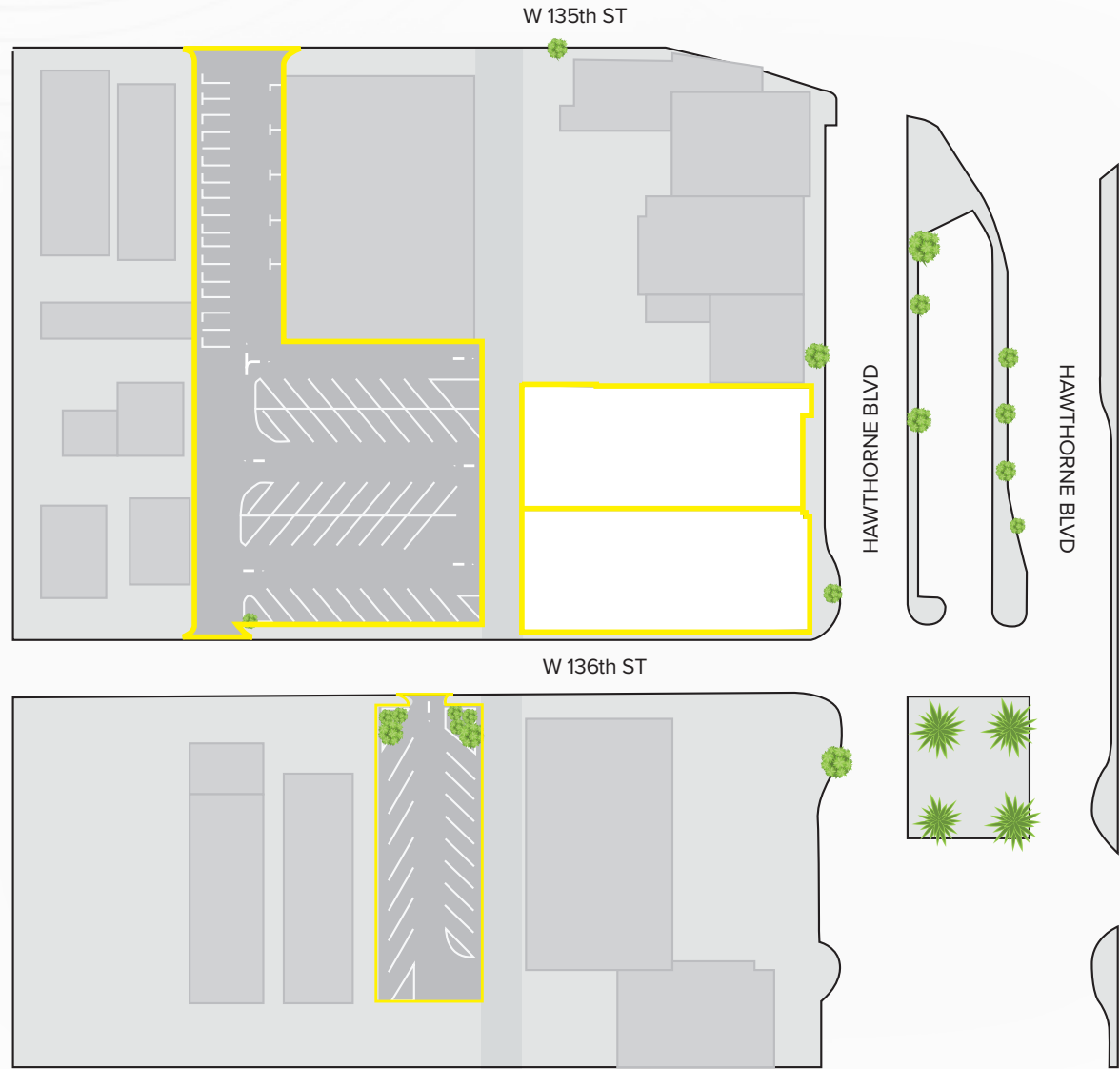
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HAWTHORNE



HAWTHORNE BLVD (36,652 VPD)

SITE PLAN





## INVESTMENT HIGHLIGHTS

# South Bay Infill Location - *Employment, Connectivity & Retail Drivers*

### Primary South Bay Commercial Corridor

Hawthorne Boulevard is the dominant north-south commercial artery of the South Bay, connecting Torrance, Hawthorne, and Inglewood and serving as the primary retail and office spine for one of Los Angeles County's most active and densely populated submarkets.

### Proximity to Major South Bay Employment Hubs

Minutes from El Segundo, one of the largest employment centers per capita in Southern California, home to global operations of SpaceX, Northrop Grumman, Raytheon Technologies, Boeing, and Mattel, as well as a rapidly expanding technology and media presence generating a strong and growing daytime population.

### Adjacent to LAX and the Aviation & Logistics Corridor

Positioned within the immediate LAX ecosystem, one of the world's busiest international airports, anchoring a large surrounding concentration of logistics, hospitality, corporate services, and business travel activity that drives consistent commercial demand throughout the trade area.

### Strong National Retail Co-Tenancy

The surrounding corridor features a concentration of national anchor tenants including Target, Costco, Home Depot, and Lowe's, alongside a broad mix of QSR and neighborhood-serving retailers, reinforcing sustained consumer traffic and commercial vitality along the boulevard.

### Regional Drive-Time Accessibility

The I-405 / I-105 interchange places the property within a 20-minute drive of tens of millions of square feet of office, industrial, and retail activity. LAX in 12 minutes, El Segundo corporate corridor in 10, Manhattan Beach in 15, Downtown LA in 25. Few South Bay infill locations offer comparable regional reach.

### Transit-Adjacent Infill Location

Within 1.5 miles of the Metro K Line, which connects directly to LAX via the Automated People Mover and links the South Bay to Culver City, Downtown LA, and the broader Metro rail network. Enhances tenant recruitment for medical, government, and professional office users.

# Strong Demographics & *Consumer Fundamentals*

## Dense and Growing Residential Population

More than 54,600 residents within one mile, 275,900 within three miles, and 660,700 within five miles, providing a deep and diverse consumer base that supports sustained retail and service-oriented tenant demand.

## Above-Average Household Incomes

Average household incomes of approximately \$98,600 within one mile, \$115,500 within three miles, and \$121,100 within five miles, consistently above regional benchmarks and supportive of discretionary consumer spending across retail and professional service categories.

## Significant Household Density

Over 18,600 households within one mile and more than 91,800 within three miles, reflecting one of the most densely populated trade areas in the South Bay and providing a consistently active consumer base for on-site and corridor tenants.

| Demographics               |          |           |           |
|----------------------------|----------|-----------|-----------|
|                            | 1 Mile   | 3 Mile    | 5 Mile    |
| Population                 | 54,600   | 275,900   | 660,700   |
| Households                 | 18,600   | 91,800    | 231,500   |
| Average Household Size     | 2.9      | 2.9       | 2.8       |
| Median Age                 | 37.4     | 38.7      | 39.7      |
| Owner Occupied Households  | 4,800    | 37,200    | 97,600    |
| Renter Occupied Households | 13,600   | 53,500    | 131,800   |
| Average Household Income   | \$98,600 | \$115,500 | \$121,100 |
| Median Household Income    | \$77,700 | \$87,200  | \$90,200  |
| Businesses                 | 1,500    | 12,800    | 33,300    |

Population



853,200  
Total Population  
within a 5-mile radius



39.7  
Median Age  
within a 5-mile radius



49.6%  
Male



50.4%  
Female

Education



5.1%  
Some High School



30.3%  
Some College



5.0%  
Bachelor's Degree



10.7%  
Graduate Degree

22 | BRANDON MICHAELS GROUP

13545 HAWTHORNE BLVD | 23

LOCATION OVERVIEW

# Hawthorne - *The Heart of the South Bay*

## Hawthorne Boulevard Corridor

Hawthorne Boulevard is the dominant north–south commercial artery of the South Bay, carrying approximately 36,652 vehicles per day and connecting the property to El Segundo, Torrance, and Inglewood. The corridor serves as the primary retail and office spine for one of Los Angeles County’s most active submarkets.



## El Segundo & the Employment Corridor

Directly to the north lies El Segundo, one of the most densely employed cities per capita in the region and home to the global and regional headquarters of Northrop Grumman, Raytheon, Boeing’s Southern California operations, and Mattel. SpaceX’s Hawthorne campus, less than two miles away, adds a further layer of high-income workforce demand.



## LAX & the Aviation Corridor

The property sits within the immediate orbit of Los Angeles International Airport, anchoring a large surrounding concentration of logistics, hospitality, corporate services, and business-travel activity that drives consistent commercial demand throughout the trade area.



LOCATION OVERVIEW

## Regional Connectivity & Freeway Access

The site offers immediate access to the I-405 and I-105, each within approximately 1.5 miles. Together, these corridors place the property within a 20-minute drive of tens of millions of square feet of office, industrial, and retail activity, making it one of the most regionally accessible locations in the South Bay.



## Dense Residential Trade Area

The surrounding market encompasses some of the most densely populated communities in Los Angeles County. More than 54,600 residents live within one mile, with average household incomes of approximately \$98,600, supporting demand across retail, professional services, medical, and financial categories.

## Drive-Time Reach

|               |                           |                      |                        |                         |
|---------------|---------------------------|----------------------|------------------------|-------------------------|
| 6.2 mi<br>LAX | 4.6 mi<br>Manhattan Beach | 10 min<br>El Segundo | 15.4 mi<br>Downtown LA | 15.7 mi<br>Santa Monica |
|---------------|---------------------------|----------------------|------------------------|-------------------------|

FINANCIAL OVERVIEW

# Rent Roll & *Mark-to-Market Schedule*

A single-tenant credit anchor in place through 2029, with 20,180 square feet of vacant office delivered ready for lease-up. Pro forma reflects a reset to market on the vacant space.

| UNIT                     | TENANT      | SF     | FLOOR | %     | RENT/MO  | RENT/SF | LEASE TYPE | OPTIONS           | PF RENT/MO  | PF RENT/SF | PF TYPE |
|--------------------------|-------------|--------|-------|-------|----------|---------|------------|-------------------|-------------|------------|---------|
| 1                        | Wells Fargo | 8,716  | 1     | 28.4% | \$22,831 | \$2.62  | NNN        | 1 × 5yr, \$30,962 | \$22,830.57 | \$2.62     | NNN     |
| 2                        | Wells Fargo | 1,838  | 2     | 6.0%  | \$4,814  | \$2.62  | NNN        | Gross             | \$4,814.43  | \$2.62     | NNN     |
| 3                        | Vacant      | 9,171  | 2     | 29.8% | \$0      | -       |            | Lease-up target   | \$18,342.00 | \$2.00     | FSG     |
| 4                        | Vacant      | 11,009 | 3     | 35.8% | \$0      | -       |            | Lease-up target   | \$22,018.00 | \$2.00     | FSG     |
| Lot                      | TexGreen    | -      | -     | -     | \$208    | -       | Gross      | Thru 3/2027       | \$208.34    | -          | Gross   |
| Total / Weighted Average |             | 30,734 |       |       | \$27,853 | \$2.64  |            |                   | \$68,213.34 | \$2.22     |         |

|                                                                                   |                                                                                   |                                                                                         |                                                                                    |
|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|
| <div>61yrs</div> <div>Wells Fargo continuous tenancy at the site since 1964</div> | <div>34.3%</div> <div>In-place occupancy; 20,180 SF office delivered vacant</div> | <div>\$2.00/sf</div> <div>Pro forma office rent, conservative to submarket asking</div> | <div>+145%</div> <div>Upside to pro forma scheduled rent as office leases up</div> |
|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|------------------------------------------------------------------------------------|

Wells Fargo occupies the entire ground-floor banking branch (8,716 SF) plus approximately 1,838 SF of second-floor office on an NNN basis through December 31, 2029. Units 3 and 4 comprise the 20,180 SF of contiguous vacant office. Pro forma assumes lease-up of the vacant office at \$2.00/SF FSG,. Leasable area totals 30,734 SF; gross building area is 32,157 SF per assessor. Buyer to confirm square footage as part of their due diligence process.

FINANCIAL OVERVIEW

# Lease Structure *Abstract*

Wells Fargo carries the property on a true triple-net basis and absorbs 100% of thier operating expenses.

| UNIT | TENANT               | REAL ESTATE TAXES | INSURANCE | UTILITIES | HVAC   | PARKING LOT | ROOF / STRUCTURE | CAM REIMB. |
|------|----------------------|-------------------|-----------|-----------|--------|-------------|------------------|------------|
| 1    | Wells Fargo - Retail | Tenant            | Tenant    | Tenant    | Tenant | Tenant      | Tenant           | NNN        |
| 2    | Wells Fargo - Office | Tenant            | Tenant    | Tenant    | Tenant | Tenant      | Tenant           | NNN        |

**Key lease provisions:** Per the Lease (dated December 22, 1964) as amended by the First Amendment to Lease (dated December 23, 2024), Tenant is solely responsible for, and pays directly, all costs attributable to its own premises — including interior non-structural maintenance and repairs, the HVAC system exclusively serving the Branch Building, exterior doors and glass of the Branch Building, separately metered utilities, janitorial, trash, and security. All building- and property-level costs are paid by Landlord and reimbursed by Tenant at its 36% Pro Rata Share of Operating Expenses.

FINANCIAL OVERVIEW

Operating Expenses

| EXPENSE               | CURRENT  | PER SF    | PROFORMA  | PER SF    |
|-----------------------|----------|-----------|-----------|-----------|
| Property Taxes        | \$65,625 | \$2.04/SF | \$65,625  | \$2.04/SF |
| Insurance             | \$5,400  | \$0.17/SF | \$11,255  | \$0.35/SF |
| Management            | -        | -         | \$35,742  | 4.00%     |
| Utilities             | -        | -         | \$10,090* | \$0.35/SF |
| Trash Removal         | -        | -         | \$7,063*  | \$0.35/SF |
| Grounds Maintenance   | -        | -         | \$5,045*  | \$0.25/SF |
| Repairs & Maintenance | -        | -         | \$10,090* | \$0.50/SF |
| TOTAL EXPENSES        | \$71,025 | \$2.21    | \$181,976 | \$5.66    |
| EXPENSES/SF/MONTH     |          | \$0.18    |           | \$0.47    |

Wells Fargo pays directly, at its sole cost, all expenses attributable to its own premises, including: interior, non-structural repairs and maintenance; the HVAC system that exclusively serves the Branch Building; exterior doors, windows, and glass of the Branch Building; utilities separately metered to its premises; and janitorial, trash, and security services. Landlord is responsible for all building- and property-level costs - including real estate taxes, property insurance, and maintenance of the roof, structure, building systems, and common areas - for which Tenant reimburses Landlord its 36% Pro Rata Share of Operating Expenses (utilities and parking-lot costs billed at 100% until the Office Building is re-tenanted, then 36%). Prospective purchasers should independently verify all expense obligations against the Lease and First Amendment.

Current landlord obligations are limited to property taxes and insurance, with Wells Fargo reimbursing approximately 36% of these expenses under the terms of its lease.

\*ProForma Expense for the office building only

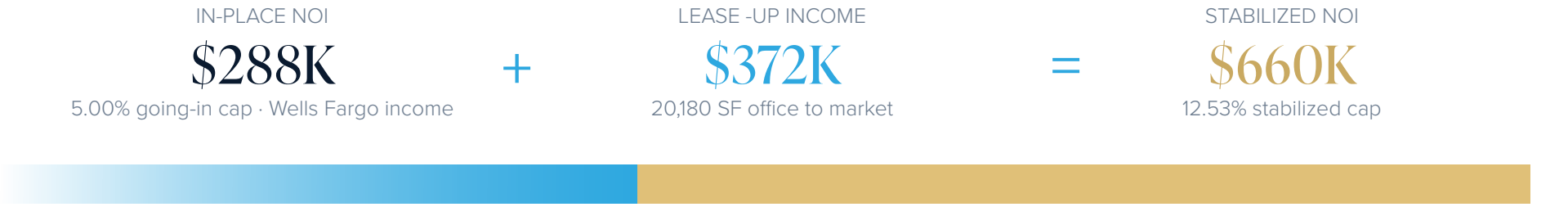
| PROPERTY SNAPSHOT |                        |
|-------------------|------------------------|
| Building SF       | 32,157 SF              |
| Leasable SF       | 30,734 SF              |
| Lot Size          | 57,838 SF · 1.33 AC    |
| Year Built        | 1959                   |
| Zoning            | C-2, R-3               |
| Parking           | 94 spaces · 2.92/1,000 |
| Traffic Counts    | 36,652 VPD             |
| Cross Streets     | Hawthorne & W 136th    |

|                                   |                              |
|-----------------------------------|------------------------------|
| \$163/SF<br>Price per building SF | \$91/SF<br>Price per land SF |
|-----------------------------------|------------------------------|

FINANCIAL OVERVIEW

The Path from In-Place to Stabilized

A 5.00% cap secured by Wells Fargo today, with 20,180 SF of vacant office carrying the asset to a 12.53% stabilized yield. Lease-up more than doubles net operating income.



| EXPENSE                 | CURRENT   | STABILIZED |
|-------------------------|-----------|------------|
| Scheduled Lease Income: | \$334,240 | \$818,560  |
| CAM Reimbursement:      | \$25,569  | \$25,569   |
| Effective Gross Income: | \$359,809 | \$844,129  |
| Vacancy (5% stabilized) | \$0       | \$42,206   |
| Expenses:               | \$71,025  | \$141,910  |
| NET OPERATING INCOME:   | \$288,784 | \$660,012  |

|                          |                          |
|--------------------------|--------------------------|
| CURRENT CAP<br>5.50%     | STABILIZED CAP<br>12.57% |
| PRICE / SF BLDG<br>\$163 | PRICE / SF LAND<br>\$91  |

Pro forma reflects lease-up of the 20,180 SF vacant office to market on an FSG basis at \$2.00/SF, with Wells Fargo income unchanged. Property taxes reflect reassessment at 1.25% of purchase price upon sale. The going-in 5.50% cap is carried entirely by Wells Fargo, the sole rent-paying tenant, which substantially mitigates the leasing risk typically associated with office lease-up.

Current landlord obligations are limited to property taxes and insurance, with Wells Fargo reimbursing approximately 36% of these expenses under the terms of its lease.

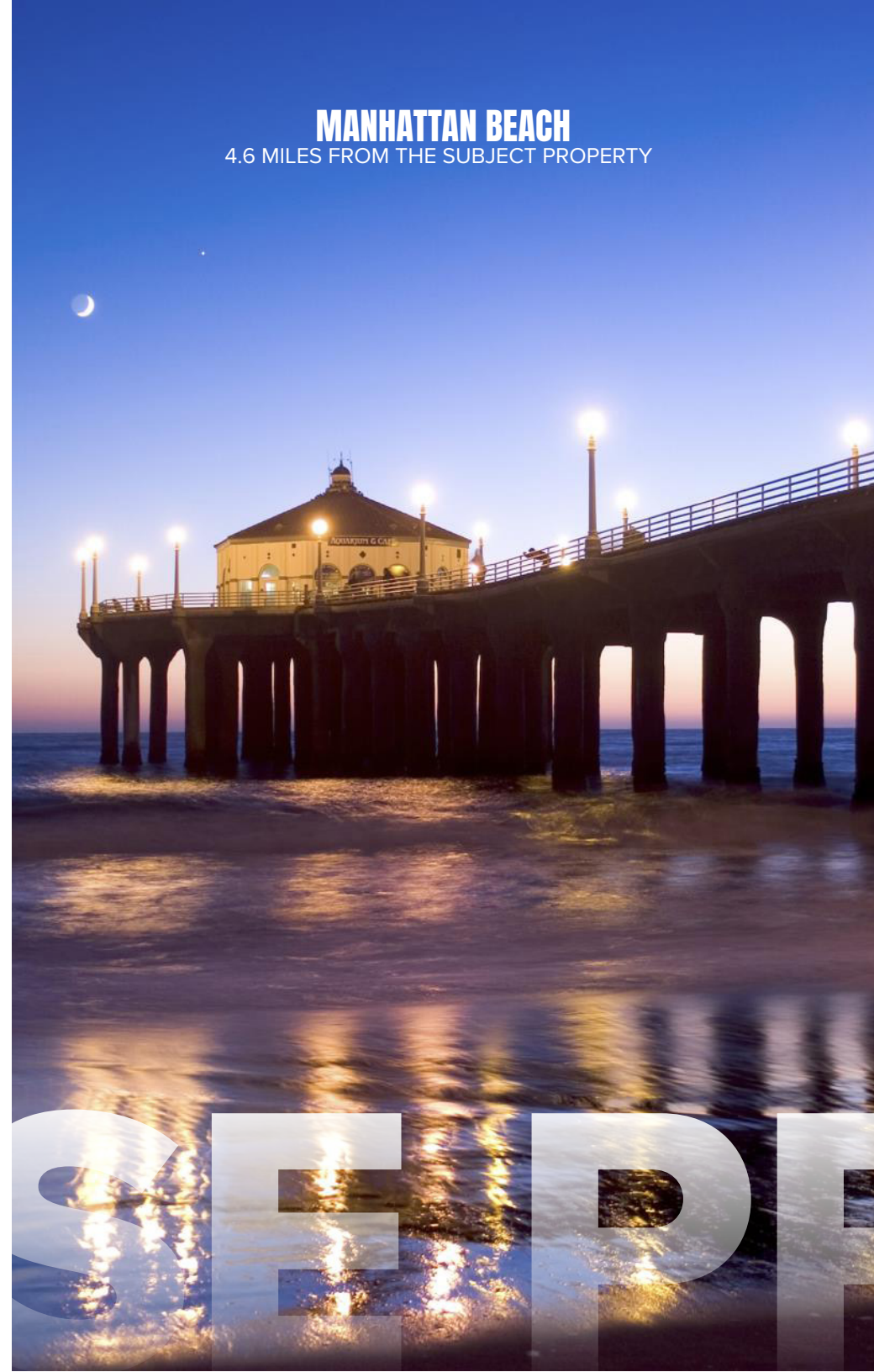
## LAX AIRPORT

6.2 MILES FROM THE SUBJECT PROPERTY



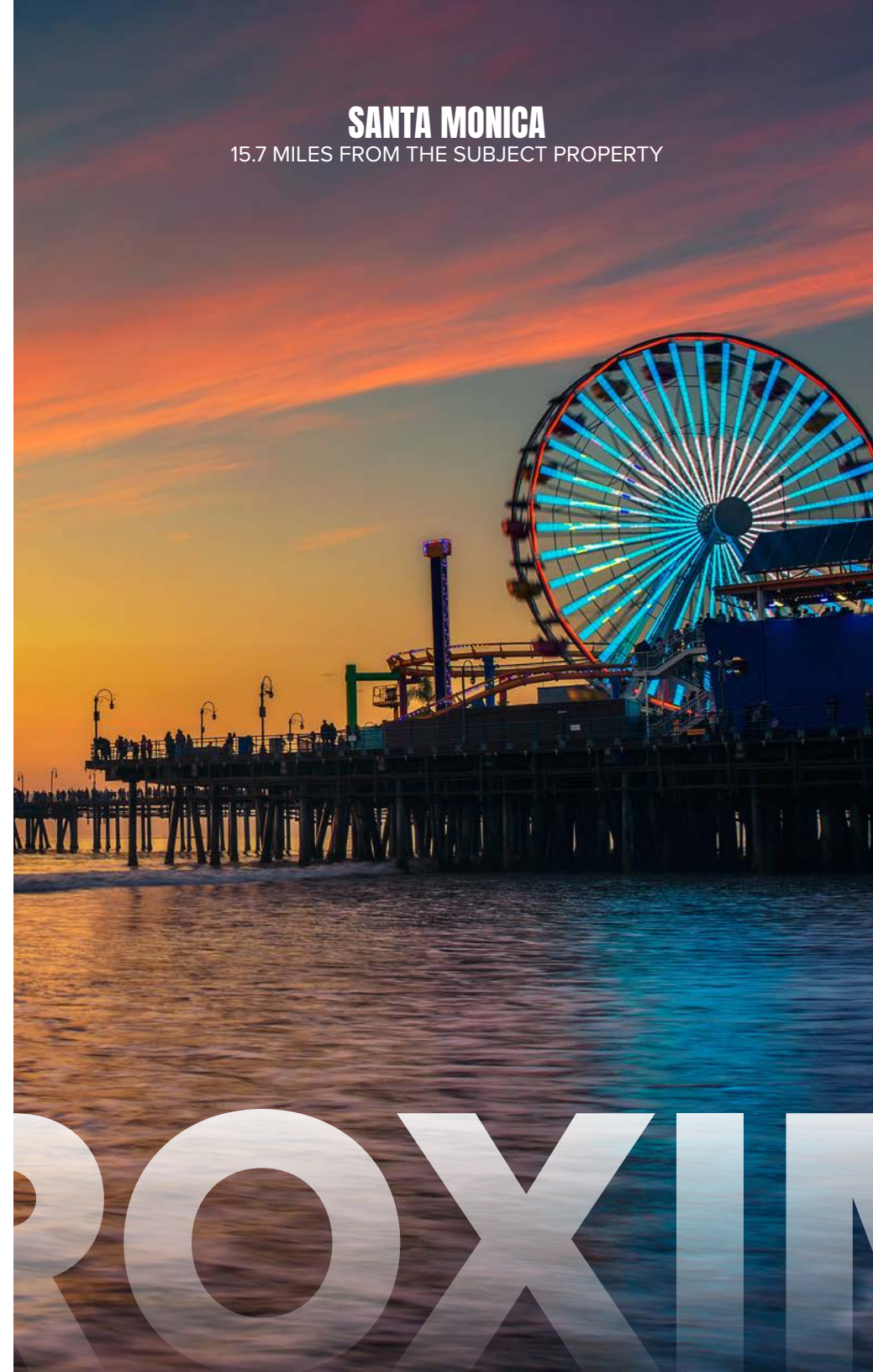
## MANHATTAN BEACH

4.6 MILES FROM THE SUBJECT PROPERTY



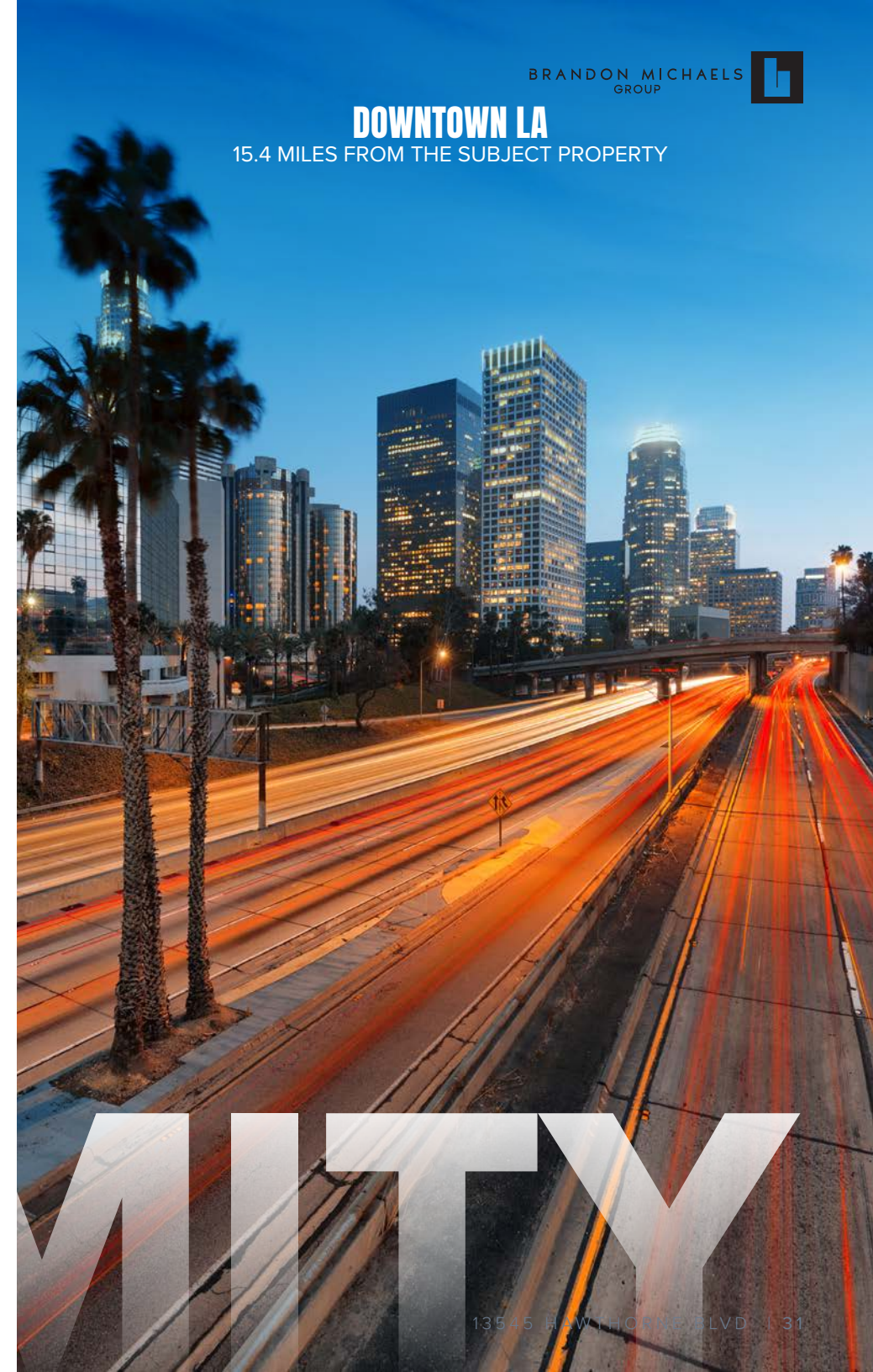
## SANTA MONICA

15.7 MILES FROM THE SUBJECT PROPERTY



## DOWNTOWN LA

15.4 MILES FROM THE SUBJECT PROPERTY



Wells Fargo Main Branch with 20,180 SF Vacant Office Situated on 1.33 Acres

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