

OFFERING MEMORANDUM



# 195 CLARKSVILLE ROAD

WEST WINDSOR (PRINCETON), NJ



OWNER-USER OPPORTUNITY | FOR SALE OR LEASE

53,000 SF • 5 ACRES • ROM-4 ZONING





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# THE OFFERING



As exclusive agent, Cushman & Wakefield is pleased to present for sale or lease **195 Clarksville Road** (the Property), a 53,000 SF two-story commercial building located in West Windsor (Princeton), NJ.

Situated on 5.1 acres within the Greater Princeton area, the Property presents an ideal opportunity for local and regional users to own and occupy, or lease in part or in whole, a boutique commercial building within one of NJ's most prolific and dynamic submarkets. Located just off Rt. 1 and within immediate proximity of Princeton Junction Station, the Property is extremely well-positioned to attract labor regionally given its convenient accessibility and access to one of the most highly educated and skilled labor force in the United States. One of the Property's major competitive

advantages is its flexible zoning (ROM-4 Industrial), which allows it to cater to a wide array of end-users seeking to operate under one roof. Permitted uses include, but are not limited to R&D, Lab, Light Manufacturing, Testing and more.

Currently, the Property is under short-term lease to MISTRAS Group, Inc. (NYSE: MG), where it has maintained its HQ here since the 1990's (30+ years). MISTRAS is a global leader in technology-enabled industrial asset integrity solutions that serve critical industries including oil and gas, aerospace and defense, power and utilities, manufacturing, and civil infrastructure - hence the unique nature of the building and current zoning offered at **195 Clarksville Road**.

*Note: The Property is available for sale and/or lease and may be delivered vacant, making way for full-building users, or under partial lease-back with MISTRAS Group or affiliated entity (to be determined pending future / ongoing sale and lease outcomes).*

## PROPERTY SNAPSHOT



### ADDRESS

195 Clarksville Rd.  
West Windsor, NJ



### ACCESS

Near Route 1  
Princeton Junction Station



### SIZE

53,000 SF  
5.1 Acres



### ZONING

ROM-4 Industrial | R&D  
Lab | Light Manufacturing





# INVESTMENT HIGHLIGHTS

01

## Ideal User-Owner Opportunity

- Brand Identity & Signage
- Abundant On-Site Parking (160 Spaces)
- Building & Floor Plan Divisibility
- Backup Power / Building Generator

02

## Flexible Zoning: ROM-4

- Wide Array of Permitted Uses
- Lab / R&D / Testing
- Light Manufacturing
- Office, Warehousing, Other

03

## Princeton Location + Mass-Transit Nearby

- Highly Accessible: On & Off Route 1
- Minutes from Princeton Junction Station
- Sought After Destination for Employers
- Heart of "Eds & Meds" Corridor







# PROPERTY DESCRIPTION

**Address:** 195 Clarksville Road  
West Windsor, NJ 08550

**Land:** 5.10 Acres

**SF:** 52,778

**Stories:** 2

**Zoning:** ROM-4  
Research, Office, Light Mfg.

**Flood Hazard Area:** Zone X  
Outside 500-Year Plain

**Structure:** Steel-Frame /  
Double-Pane Windows:

**Roof:** Rubber (Rolled) Membrane

**HVAC:** Gas-Fired, Forced Hot Air  
5 RTU / Forced Central Air

**Fire/Safety:** 100% Sprinklered

**Loading:** (2) Overhead Doors

**Parking:** 161 Surface Spaces  
20 (Front) / 141 (Rear)







## REAL ESTATE TAXES

Tax Year:	2025-2026
Assessor's Parcel Number:	Block 10 / Lot 15.02
<b>Assessed Value</b>	
Land:	\$1,785,000
Improvements:	\$4,565,000
Total Assessed Value:	\$6,350,000
<b>2025 Tax Rate:</b>	
	3.162%
<b>Total Taxes:</b>	<b>\$203,867.25 (\$3.85 PSF)</b>

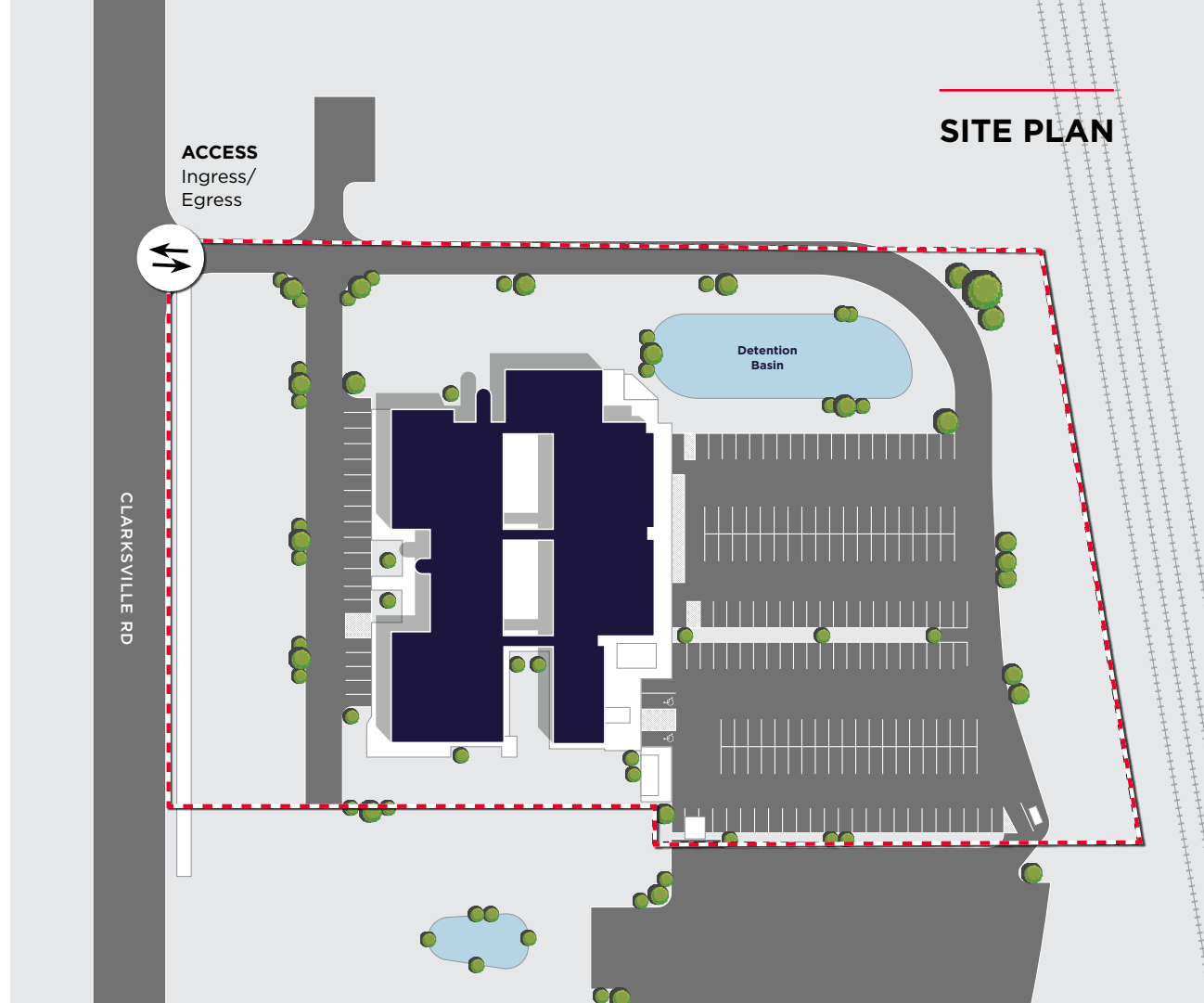
## MANSION TAX

The Mansion Tax, traditionally paid by the purchaser, applies to the sale of certain commercial properties (Class 4A) with a purchase price exceeding \$1 million. Under the new law, the tax structure is revised for transactions over \$2 million and now also affects the Controlling Interest Transfer Tax. For commercial property sales exceeding \$1 million, the additional transfer fee will increase based on the transaction value:

- 2.0% for sales over \$2 million up to \$2.5 million
- 2.5% for sales over \$2.5 million up to \$3 million
- 3.0% for sales over \$3 million up to \$3.5 million
- 3.5% for sales over \$3.5 million

The Mansion Tax is not imposed on industrial properties (Class 4B), residential properties (Class 4C), or vacant land (Class 1).

## SITE PLAN



## ZONING

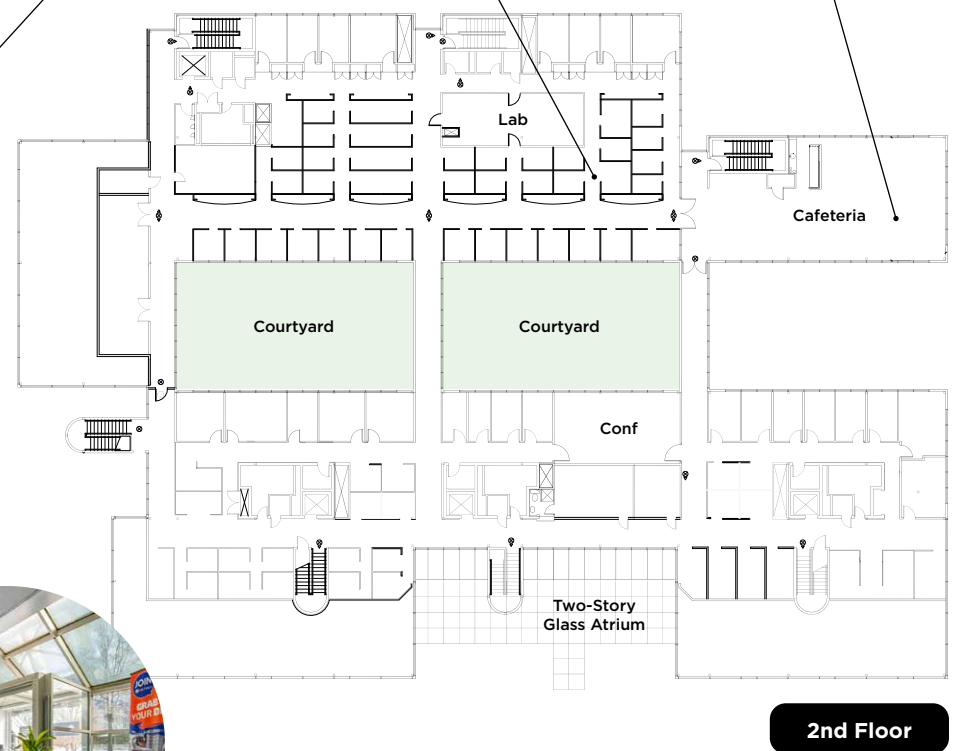
**PENDING**



## FLOOR PLANS

- Entry foyer featuring a two-story glass atrium
- First floor configured with office space and select lab areas
- Shipping area located at the rear right side of the building
- Two internal courtyards providing maximum window exposure on both floors

- Floor layouts accommodate private offices and open cubicle areas
- Four elevators provide access to the second floor
- Six staircases throughout the building





# LOCATION & DEMOGRAPHICS

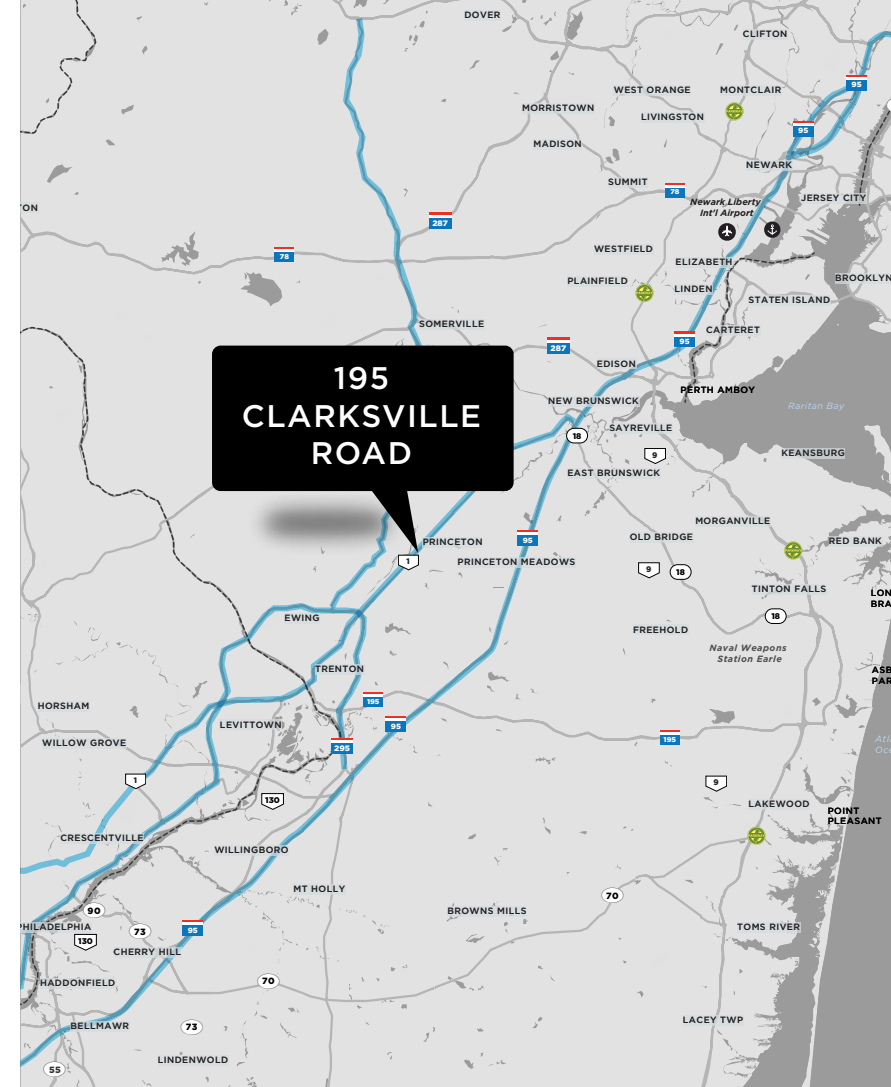
**195 Clarksville Road** is located in West Windsor in Mercer County, New Jersey, a premier suburban community that offers convenient highway access, proximity to major universities and hospital systems, a highly educated labor pool, extensive area amenities, and a diverse housing base.

## MERCER COUNTY - THE CAPITAL COUNTY

<b>229</b> Square Miles	<b>384,446</b> Residents	<b>±50</b> Miles SW of NYC	<b>57%</b> Population Growth Since 2010
<b>12</b> Municipalities	<b>\$146,414</b> Avg. Household Income	<b>67.4%</b> White Collar Employment	<b>±40</b> Miles NE of Philadelphia

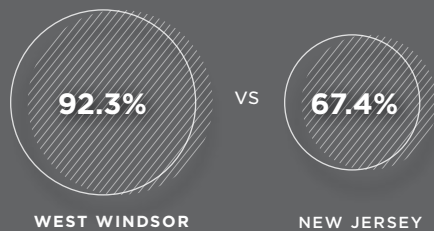
## DEMOGRAPHICS

Demographics	Mile Radius			West Windsor	Mercer	County Somerset	Middlesex
	2 Miles	4 Miles	6 Miles				
<b>Population</b>							
2025 Population	5,565	46,668	99,597	30,135	384,446	350,121	870,677
Average Household Income	\$182,069	\$226,286	\$225,076	\$252,209	\$146,414	\$194,028	\$146,079
Bachelor's Degree or Higher	87.5%	84.9%	80.1%	84.2%	46.5%	59.5%	47.4%
White Collar Employment	92.5%	90.1%	88.5%	92.3%	67.4%	75.4%	69.8%

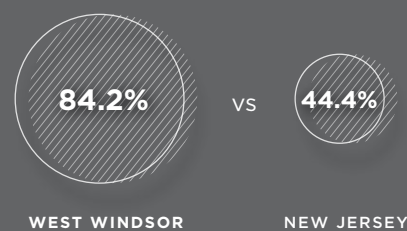


## “The Princeton Advantage”

### % OF WHITE COLLAR WORKERS



### BACHELOR'S DEGREE OR HIGHER



### AVERAGE HOUSEHOLD INCOME



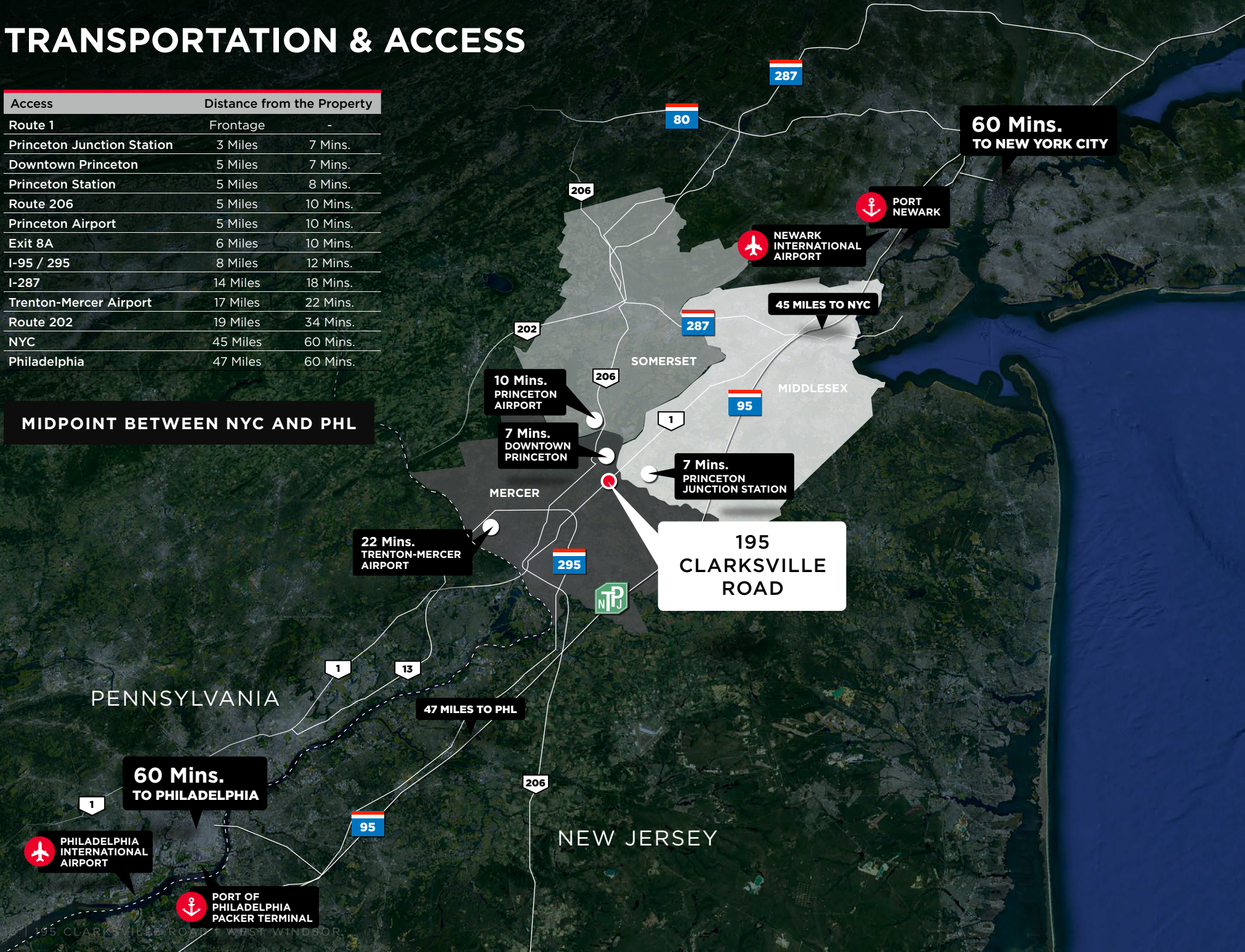
Since 2010, the population within a 2 mile radius of **195 Clarksville Road** has increased 20% with rapid multifamily development achieving record rental and occupancy rates.



# TRANSPORTATION & ACCESS

Access	Distance from the Property	
Route 1	Frontage	-
Princeton Junction Station	3 Miles	7 Mins.
Downtown Princeton	5 Miles	7 Mins.
Princeton Station	5 Miles	8 Mins.
Route 206	5 Miles	10 Mins.
Princeton Airport	5 Miles	10 Mins.
Exit 8A	6 Miles	10 Mins.
I-95 / 295	8 Miles	12 Mins.
I-287	14 Miles	18 Mins.
Trenton-Mercer Airport	17 Miles	22 Mins.
Route 202	19 Miles	34 Mins.
NYC	45 Miles	60 Mins.
Philadelphia	47 Miles	60 Mins.

**MIDPOINT BETWEEN NYC AND PHL**







**PRESTIGIOUS  
ADDRESS**



### PRINCETON UNIVERSITY

(5 Miles from the Property) Situated on a 600 acre campus with 8,705 total students, Princeton University was ranked #1 by U.S. news in the 2023 edition of Best Colleges and is a member of the exclusive Ivy League. Within the walls of its historic ivy-covered campus, Princeton offers a number of events, activities and organizations. With an endowment of \$35 billion, Princeton has invested in the University and the area surrounding it, which includes helping to create the Princeton Forrestal Center and working to draw more residents and businesses to the area.



### DOWNTOWN PRINCETON & NASSAU STREET

(4 miles from the Property) Downtown Princeton, and specifically Nassau Street are famous in rich history, high-end stores, restaurants, and university town street life. The area offers all-encompassing shopping and entertainment options from shops such as Ralph Lauren and Lululemon to restaurants such as Hoagie Haven, Agricola Eatery, Tacoria, & Blue Point Grill to the McCarter Theatre Center.



### PALMER SQUARE

(5 Miles from the Property) Palmer Square offers exclusive shopping & dining in the heart of downtown Princeton. Upscale fashion, eclectic boutiques, fine jewelry, home furnishings, great restaurants and ice cream make this tree lined Square an ideal place to spend the day. This retail center is anchored by J.Crew, Urban Outfitters, Ralph Lauren, Hermes, and the Yankee Doodle Tap Room.



### EINSTEIN'S ALLEY

Einstein's Alley is an affluent and thriving economic region whose purpose is to attract, build and retain technology-based businesses in Central New Jersey. Strategically located between NYC & Philadelphia and anchored by some of the oldest and most prestigious research universities in the U.S., the area has become an ecosystem of entrepreneurship through R&D opportunities and knowledge based jobs and services. Similar to Silicon Valley and the Research Triangle, Einstein's Alley has become a known brand across the U.S.



### PRINCETON FORRESTAL CENTER

Established by Princeton University, Princeton Forrestal Center spans 2,200 acres and offers +8 million sf of diverse space, comprising academic, research, office, residential, hotel, and retail properties. Hosting more than 1,300 residential units, six hotels with +1,200 rooms, and over 15,000 employees across 175+ businesses such as industry leaders like NBP, Ameriprise, and Siemens, it stands as a magnet for enterprise and a premier meeting destination. Enhanced by amenities such as Lifetime Fitness, daycare facilities, and extensive preserved open space featuring scenic trails and bike paths, it epitomizes a holistic business environment.





*Microsoft, CoreWeave, the NJEDA, and Princeton University are founding equity partners in the newly created NJ AI Hub. Together, they expect to invest over \$72 million to support the long-term success of the Hub, including up to \$25 million of non-binding commitment from the NJEDA.*

# NJ AI HUB



## OVERVIEW

The New Jersey AI Hub, located along Route 1 in Princeton, NJ, is a major initiative to establish New Jersey as a leading center for artificial intelligence (AI) innovation. This hub is a collaboration between the New Jersey Economic Development Authority (NJEDA) and Princeton University, with founding partners including Microsoft and CoreWeave. It aims to foster advanced research, development, and application of AI technologies across various sectors.

**804 Carnegie Center Drive** is ideally situated adjacent to the NJ AI Hub, making it a prime location for businesses and organizations looking to capitalize on the growing AI industry.

## KEY BENEFITS

**Proximity to Innovation:** The property's location adjacent to the NJ AI Hub places it at the heart of New Jersey's innovation corridor. This is highly attractive to tech companies, startups, and research institutions seeking collaboration with leading AI experts and access to state-of-the-art facilities.

**Increased Demand for Office and Lab Space:** The AI Hub is expected to drive demand for flexible office and lab spaces. Companies involved in AI research and development will seek nearby locations for their operations, creating significant opportunities.

**Attraction of High-Quality Tenants:** The presence of the AI Hub will attract high-quality tenants, including tech giants, innovative startups, and academic institutions. These tenants will be drawn to the area for its access to cutting-edge research, talent, and resources, enhancing the property's prestige and desirability.

**Economic Growth and Job Creation:** The AI Hub is set to stimulate economic growth and job creation in the region. As more companies establish their presence, there will be increased demand for commercial real estate, retail, and residential spaces, benefiting the property's overall value and appeal.

**Enhanced Infrastructure and Amenities:** The development of the AI Hub will likely lead to improvements in local infrastructure and amenities. Enhanced transportation links, upgraded utilities, and the creation of tech-amenitized facilities will make the area more attractive to businesses and employees alike.

The New Jersey AI Hub is a significant demand driver for **804 Carnegie Center Drive**. Its establishment enhances the attractiveness of the development sites and positions them at the forefront of a rapidly evolving and lucrative industry. By leveraging proximity to this innovative hub, new ownership can attract top-tier tenants, drive economic growth, and significantly increase the property's value.





## WHAT'S NEARBY?

*Downtown Princeton*



*Downtown Princeton*



*Hullfish - Downtown Princeton*



52 MINS  
DIRECT TO PENN STATION, 60 MINS TO  
CENTER CITY PHIL

*Princeton Junction Station*



*Palmer Square - Downtown Princeton*



*Princeton University*



*Princeton Railroad Station*



*Princeton University*



*Quaker Bridge Mall*



*Princeton Medical Center*

BEST REGIONAL HOSPITAL AND NO. 6 STATEWIDE  
IN THE 2023 BEST HOSPITALS BY U.S. NEWS

13 | 195 CLARKSVILLE ROAD | WEST WINDSOR



*Retail*



# EDS & MEDS

## STRENGTH OF THE STATE AND LOCAL HEALTHCARE INDUSTRY

(5 Miles from the Property) Situated on a 600 acre campus with 8,705 total students, Princeton University was ranked #1 by U.S. news in the 2023 edition of Best Colleges and is a member of the exclusive Ivy League. Within the walls of its historic ivy-covered campus, Princeton offers a number of events, activities and organizations. With an endowment of \$35 billion, Princeton has invested in the University and the area surrounding it, which includes helping to create the Princeton Forrestal Center and working to draw more residents and businesses to the area.



### PENN MEDICINE PRINCETON MEDICAL CENTER (PMC) (FORMERLY PRINCETON UNIVERSITY MEDICAL CENTER)

Penn Medicine Princeton Medical Center (PMC) is a 355-bed non-profit, tertiary, and academic medical center situated along Route 1. It forms the core of a 171-acre healthcare campus, which was redeveloped from FMC Corporation's former headquarters. The campus includes not only the hospital but also an education center, a skilled nursing facility, and a park. Established in 1919, the hospital is one of 395 Magnet-recognized organizations, representing less than 5 percent of hospitals nationwide. Acquired from Princeton Health in 2018, PMC is among the most comprehensive healthcare systems in New Jersey, offering a full continuum of care that includes acute care hospital services, behavioral healthcare, acute rehabilitation, home care, hospice care, ambulatory surgery, and fitness and wellness services. Each unit is equipped with advanced diagnostic and treatment tools, ensuring convenient access to state-of-the-art healthcare. In Q1 of 2024 the University of Pennsylvania board approved plans for a \$295M cancer center at PMC. In addition to the cancer center, Penn plans to build a 1,161-space, six-level parking garage for \$56 million and an outpatient imaging center for \$50 million.



### CHILDREN'S HOSPITAL OF PHILADELPHIA PLAINSBORO CAMPUS

Partnered with the University Medical Center of Princeton at Plainsboro, the CHOP is a world-class pediatric healthcare organization that has been ranked as the best children's hospital in the United States by U.S. News & World Report and Parents Magazine in recent years. In 2023, it was ranked number four in the nation by U.S. News earning itself a place on the honor roll of best Children's hospitals.



### ROBERT WOOD JOHNSON UNIVERSITY HOSPITAL - NEW BRUNSWICK

Robert Wood Johnson University Hospital (RWJUH) New Brunswick is an academic medical center whose Centers of Excellence include cardiovascular care from minimally invasive heart surgery to transplantation, cancer care, stroke care, neuroscience, orthopedics, and women's and children's care, including The Bristol Myers Squibb Children's Hospital (BMSCH).



### ROBERT WOOD JOHNSON UNIVERSITY HOSPITAL - HAMILTON

An acute care hospital affiliated with the Robert Wood Johnson Health System, the Rutgers Robert Wood Johnson Medical School and the Rutgers Cancer Institute of New Jersey. Located in Hamilton Township, the hospital offers 287 inpatient beds and staffs over 400 active physicians and 1,250 employees.



### CAPITAL HEALTH SYSTEM REGIONAL MEDICAL CENTER - HOPEWELL

A nonprofit hospital housing specialized centers such as the Stroke and Cerebrovascular Center of New Jersey, the Level II BristolMyers Squibb Trauma Center, Mercer County's designated Emergency Mental Health Services Center and the country's first dedicated neurological emergency department, the Center for Neurologic Emergency Medicine.



# EDUCATION



Princeton University, a prestigious Ivy League institution, has 8,478 students, including 5,548 undergraduates. Ranked #1 in the 2021 edition of Best Colleges by U.S. News & World Report, Princeton had a highly competitive 2023 acceptance rate of 5.8%. With a \$35 billion endowment as of October 2022, Princeton continues to invest in its campus and surrounding community. Construction is underway on the new Princeton University Art Museum, set to open in Fall 2024, further enriching the university's appeal.



Rutgers University, the State University of New Jersey, spans nearly 2,700 acres across campuses in Camden, Newark, and New Brunswick/Piscataway. It enrolls over 67,000 students, including approximately 48,000 undergraduates and 19,580 graduate students from 125 countries. Ranked among the top 20 public universities by U.S. News & World Report, Rutgers is a leading research institution with 32 schools, including New Jersey's only pharmacy school.



Rider University, a private institution founded in 1865, has two campuses totaling 280 acres: its main campus in Lawrenceville and a music and arts campus in Princeton. Rider enrolls about 4,300 students, including 3,232 undergraduates and 1,033 graduate students. The university offers diverse programs in business, education, liberal arts, and sciences, continuing its long-standing tradition of academic excellence.



Located in Ewing Township, TCNJ is a top public school recognized by U.S. News & World Report as the #1 public and #5 overall regional university in the North for 2023. With approximately 7,400 undergraduates, 94% of whom are New Jersey residents, TCNJ offers strong liberal arts programs through seven schools, including Business, Education, and Engineering. Its 289-acre campus features 39 major buildings and has been the college's home since its move from Trenton in 1935.

## ONGOING EXPANSION

### PRINCETON LAKE CAMPUS DEVELOPMENT

Princeton Lake Campus Development, Additional Housing, Geo-Exchange Facility, Tennis/Racquet Center, Softball Center, Playing Fields and Cross-Country Course. Anticipated to be completed by 2025, a major part of Princeton's 2026 Campus Plan.



### RUTGERS RENOVATIONS

Renovations occurring at all campuses. In New Brunswick, a new \$567 million new medical school/research facility is being constructed. This is expected to allow Rutgers to admit more students into their pharmacy/health programs.



### RIDER'S SCIENCE & TECHNOLOGY CENTER

The Alumni Gym renovation entered its final phase and was completed by winter 2023, while Rider's Science and Technology Center project, including a renovation and the addition of a new wing, was recently finished.



### TCNJ'S FORCINA HALL RENOVATIONS

The College's \$33 million renovation of Forcina Hall, scheduled for completion by December 2025, will enhance sustainability, upgrade facilities, and improve learning spaces, aligning with its carbon-neutral goals by 2040.





# “EINSTEIN’S ALLEY”

New Jersey has the Most  
Established Pharma Base in The World &  
Most Scientists Per Square Mile In The U.S.

## NYC/PHL LIFE SCIENCES CAPITAL

**804 Carnegie Center Drive** is located in the heart of NJ’s “Einstein’s Alley”, strategically located between New York City and Philadelphia anchored by the two oldest and most prestigious research universities in NJ (Rutgers and Princeton). Einstein’s Alley is a private, non-profit economic development initiative whose purpose is to attract, build and retain technology-based businesses in Central New Jersey. The regional draw of Einstein’s Alley is in part due to it’s rich history of innovation, a highly-educated workforce, array of great companies, and fantastic geography combined with plenty of transportation options. The area has become an ecosystem of entrepreneurship through R&D opportunities and knowledge based jobs and services. Einstein’s Alley is committed to the growth of the region, promoting sustainable development, and increasing the amount of livable communities in Central NJ. Similar to Silicon Valley and the Research Triangle, Einstein’s Alley has become a known brand across the U.S.

## PRINCETON & RUTGERS RESEARCH CORRIDOR (PARRC)

### PRINCETON

- The Princeton Plasma Physics Laboratory
- Department of Molecular Biology
- Advanced Technology Center for Photonics & Optoelectronic Materials
- Princeton Materials Institute
- Lewis-Sigler Institute for Integrated Genomics

### RUTGERS

- The Center for Agricultural Molecular Biology
- The Center for Advanced Food Technology (CAFT)
- Center for Ceramic Research
- Center for Computer Aids for Industrial Productivity
- Center for Discrete Mathematics and Theoretical Computer Science
- Center for Plastics Recycling Research
- Fiber Optic Materials Research Program
- Fisheries and Aquaculture Technology Extension Center
- Institute of Marine and Coastal Sciences
- Center for Advanced Biotechnology and Medicine









# MARKET SNAPSHOT

## GREATER PRINCETON AREA SUBMARKET

Ideally situated between New York City and Philadelphia, Princeton exhibits the commercial vibrancy of the Northeast Corridor within a suburban setting. This unique location offers an array of benefits to both residents and businesses seeking access to a highly skilled workforce and a well-connected distribution network. Princeton is exceptionally well-connected, with a network of major highways converging in the area. This accessibility is a compelling advantage for both residents and companies. Immediate access to Route 1 facilitates quick connections to key thoroughfares, including I-295, the New Jersey Turnpike, and the Pennsylvania Turnpike. Moreover, the presence of Amtrak and New Jersey Transit servicing the Princeton Junction railway station ensures swift, one-hour train rides to both Philadelphia and New York City. As a result, the Greater Princeton area boasts a corporate tenant roster that includes companies such as, NRG Energy, Novo Nordisk, Church & Dwight, BlackRock, Genmab and Bristol Myers Squibb.



## GREATER PRINCETON AREA SUBMARKET

**\$35.00 PSF**

ASKING RENT  
(FOR HQ  
QUALITY OFFICE)

**33%**

OF DEALS EXECUTED  
IN 2024 / 2025 WERE IN  
CARNEGIE CENTER

**1,830,870 SF**

LEASING ACTIVITY  
SINCE Q1 2024

**22.7 MSF**

INVENTORY





## OFFERING MEMORANDUM DISCLAIMER

This Offering Memorandum was prepared by Cushman & Wakefield (Broker) solely for the use of prospective buyers (each a Buyer) of the real property commonly known as **195 Clarksville Road**, (Property). Neither Broker nor the owner of the Property (Owner) makes any representation or warranty, express or implied, as to the completeness or the accuracy of the material contained in the Offering Memorandum.

Prospective Buyers of the Property are advised (i) that changes may have occurred in the physical or financial condition of the Property since the time this Offering Memorandum or any financial statement therein was prepared and (ii) that no projections

were made herein. Other than historical revenue and operating expense figures for the Property, Owner has not provided, and shall not provide, Broker or any prospective Buyer with any income and expense figures, budgets or projections regarding the Property. Prospective Buyers of the Property are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

The Offering Memorandum is a solicitation of interest only and is not an offer to sell the Property. Owner expressly reserves the right, in its sole and absolute discretion, to reject any or all expressions of interest or offers to purchase the Property and

expressly reserves the right, in its sole and absolute discretion, to terminate discussions with any potential Buyer at any time with or without notice. Owner shall have no legal commitment or obligation to any party reviewing the Offering Memorandum or making an offer to purchase the Property unless and until a written real estate purchase and sale agreement is executed by Owner and Buyer.

This Offering Memorandum is confidential. As a condition to receiving this Offering Memorandum, Buyer has executed the Confidentiality Agreement attached hereto.





# 195 CLARSVILLE ROAD

WEST WINDSOR, NEW JERSEY

## EXCLUSIVE DEAL CONTACTS

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