

**COMPASS POINTE**  
**MARTINSBURG, WV 25404**

**3 OFFICE BUILDING PORTFOLIO WITH FEDERAL AGENCY TENANTS**



WEIS

PLANET FITNESS

WALGREENS

CVS

DUNKIN'

9

ADVANCE AUTO PARTS

ALDI

TACO BELL

MCDONALD'S

ARBY'S

28,708 VPD (2025)

SHEETZ

WAFFLE HOUSE

KFC

ROUTE 11

UPS

SAVE A LOT

BIG LOTS

DOMINO'S

DOLLAR TREE



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# INVESTMENT OVERVIEW

## COMPASS POINTE

MARTINSBURG, WV 25404

**SALE PRICE / \$8,900,000**

**GROSS BUILDING SIZE / 34,500 SQ FT**

**GROSS LOT SIZE / 8.55 ACRES**

**AVAILABLE FOR LEASE / 4,155 (+/-) SQ FT**

**RENTAL RATE / \$18.00 / SQ FT / YEAR - NNN (PLUS \$6.00 REIMBURSABLE EXPENSES)**

Compass Pointe is a three-building office portfolio located at 13, 14, 15, 20, 30, and 40 Compass Pointe in Martinsburg, WV. The property totals 34,500 (+/-) square feet of single-story office space across three buildings on 8.55 (+/-) acres. Income is anchored by long-term GSA leases to essential federal agencies including the SSA, ATF, USDA, and U.S. Marshals, providing stable, credit-backed cash flow, with approximately 4,155 (+/-) square feet available for owner-occupant or lease-up flexibility and additional land ready for future expansion.

Ideally positioned just off I-81 at Exit 16E, the site offers excellent visibility, strong traffic counts exceeding 53,281 vehicles per day (Esri and Kalibrate Technologies, 2025), and immediate access to regional amenities. The property benefits from Berkeley County's growing federal presence and its strategic location within the broader Washington, DC-oriented corridor.



## UNIT / TENANT DETAILS

TENANT / LEASED	UNIT	SQ FT
U.S. Marshals	13	12,500
SSA	14	6,345
Vacant	15	4,155
USDA	20	3,000
NOWA Diamond Shine	30	3,000
ATF	40	6,000

## FINANCIAL INFORMATION

Detailed financial and lease information is available upon receipt of executed Confidentiality & Non-Disclosure Agreement.

Please submit completed CNDA's to Joshua Householder at [jhouseholder@blackdiamondrealty.net](mailto:jhouseholder@blackdiamondrealty.net) or contact Black Diamond Realty at 304.901.7788.

A CNDA can also be forwarded via DocuSign for electronic signing convenience. You may indicate that preference via email.

## LEGAL DESCRIPTION / ZONING / PARCEL MAP

- Inside city limits of Martinsburg
- Berkeley County, Martinsburg Corp District, Tax Map 37, Parcel 1, Deed Book 1225, Page 434



## UTILITIES

All public utilities are available to the site.

UTILITY	PROVIDER
Electric	Potomac Energy
Natural Gas	Mountaineer Gas Company
Water	Berkeley Co. Public Service Water District
Sewer	Berkeley Co. Public Service Sewer District
Trash	Waste Management
Cable/Internet	Comcast and Frontier

# PROPERTY SPECIFICATIONS

The Compass Pointe office portfolio consists of three single-story office buildings situated on approximately 8.55 (+/-) acres, totaling 34,500 (+/-) square feet. Building 1 contains 10,500 (+/-) square feet and Building 2 contains 12,000 (+/-) square feet, both constructed in 2011, with Building 1 undergoing renovations in 2025. Building 3, a 12,000 (+/-) square foot facility, was completed in 2024 and reflects modern design and construction standards. The portfolio is secured by long-term leases to essential federal agencies, providing stable, credit-backed tenancy, while offering approximately 4,155 (+/-) square feet of vacancy for near-term lease-up upside. The property includes excess land with stormwater infrastructure and engineering completed to support future expansion. Located within city limits, this portfolio is fully improved with security systems and fire sprinkler systems throughout.

## FIRST-YEAR BONUS DEPRECIATION

Compass Pointe presents a compelling opportunity to acquire an institutional-quality office asset with significant near-term tax advantages. Based on an estimated cost segregation study, the property may qualify for bonus depreciation allowing investors to accelerate depreciation and materially enhance early cash flow. Utilizing a 100% bonus depreciation strategy, investors may realize a first-year savings of \$2,031,000 and a total six-year savings of \$2,758,000. By accelerating depreciation, the structure is designed to front-load tax benefits, supporting stronger early after-tax cash flow and a measurable after-tax NPV advantage over the first six years.

## INGRESS / EGRESS / PARKING

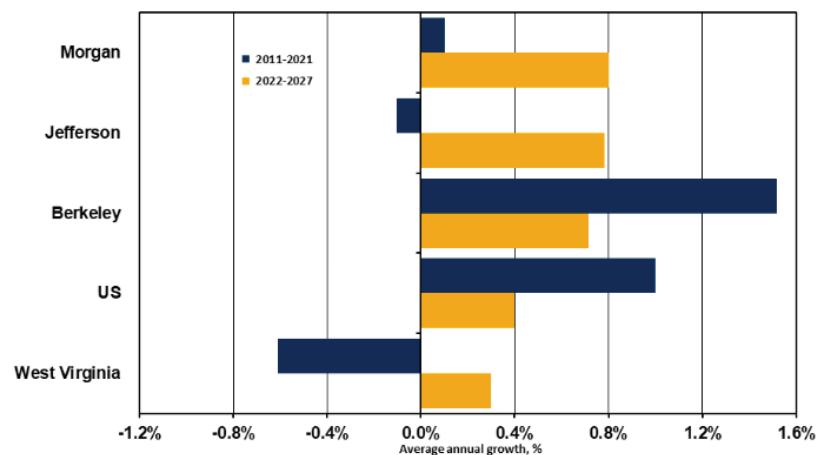
Ingress/Egress to this property is located off Route 9, along Lutz Avenue. There is prominent signage visible at the front entrance to the subject property. The paved parking lot accommodates approximately 136 (+/-) lined spaces.

## ECONOMIC OUTLOOK

West Virginia's Eastern Panhandle (EPH) has been the state's strongest economic region for well over a decade, experiencing sustained growth in population, employment, income and a host of other major economic indicators. The three-county area, Berkeley, Jefferson and Morgan County, has surpassed pre-pandemic levels for total employment and has seen its adult workforce increase to more than 100,000 employees. The Eastern Panhandle's manufacturing sector is expected to record additional job growth over the next five years, expanding at a rate of nearly 0.7 percent per year. Eastern Panhandle's proximity to and economic ties with the DC Beltway economy is expected to drive opportunities for a range of high-tech and front-office jobs in defense and non-defense federal contracting as well as the private sector.

(Source: ©2022 by WVU Research Corporation / [business.wvu.edu/bber](http://business.wvu.edu/bber))

Figure 11: Employment Growth Forecast by Area



Source: US Bureau of Labor Statistics, WVU BBER Econometric Model; IHS Markit

(Source: US Bureau of Labor Statistics, WVU BBER Econometric Model; IHS Markit)

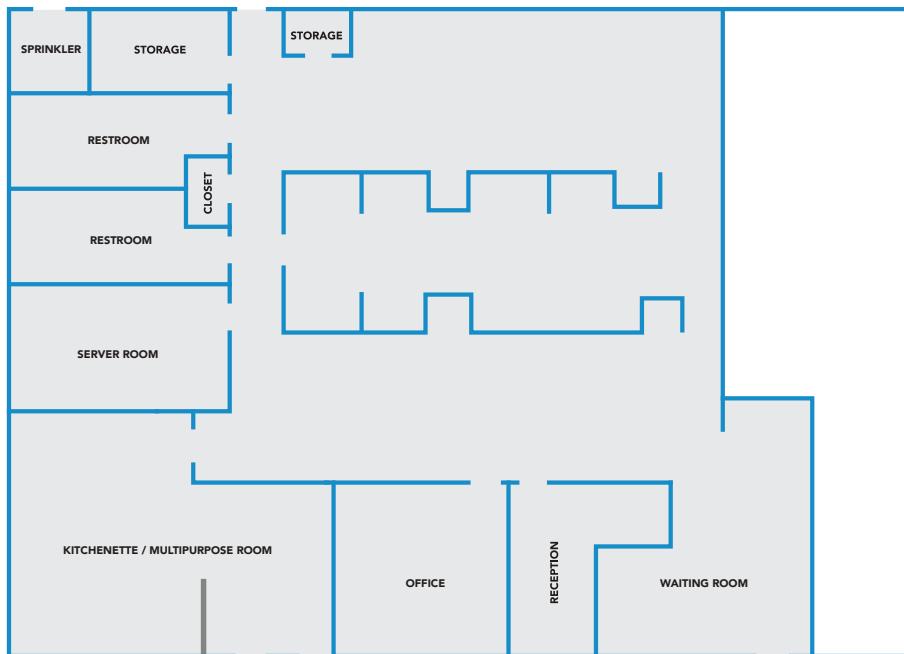
Berkeley County is regarded as the Eastern Panhandle's economic center. In addition, Berkeley County has established itself as the leading county in the state in terms of absolute job growth over the past decade, with employment increasing by 8,300 since the beginning of 2010. Most of the county's job growth can be linked to major new openings such as the Macy's fulfillment center and Procter & Gamble. Several other sectors have recorded healthy gains over the long term as well.



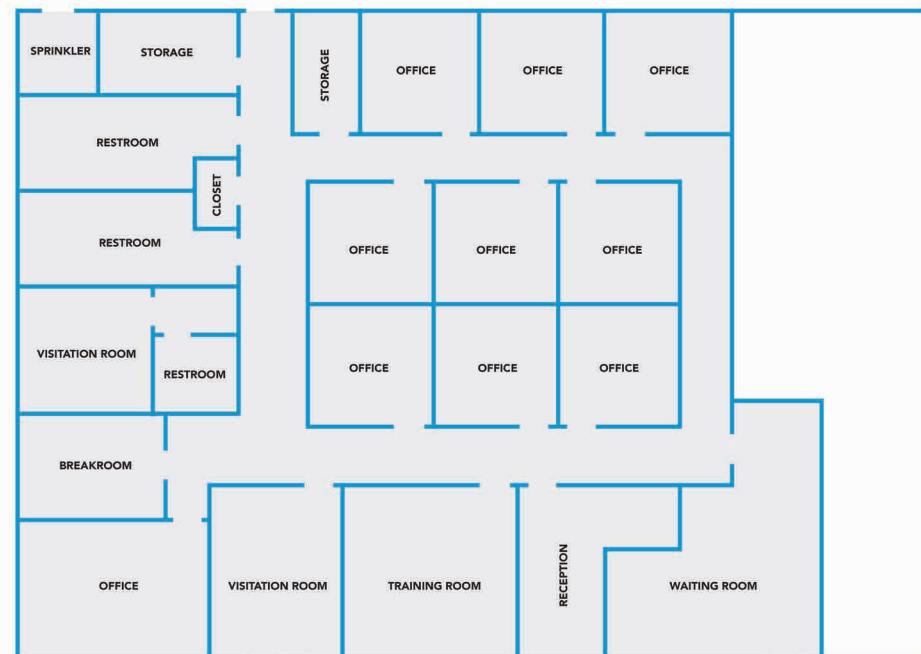
# AVAILABLE SPACE - 4,155 (+/-) SQ FT

Unit 15, located on the left side of Building 1, offers approximately 4,155 (+/-) square feet of well-configured office space available for lease. The suite features a highly functional layout making it well suited for operations requiring both public-facing and administrative functions. Positioned directly adjacent to the Social Security Administration (SSA), the space benefits from an established professional environment. Tenant improvements are negotiable, and a proposed floor plan illustrating multiple office configurations is shown below.

## CURRENT FLOOR PLAN



## PROPOSED FLOOR PLAN





Unit 15 (Vacant).



Unit 15 (Vacant).



Unit 15 (Vacant).



Unit 15 (Vacant).



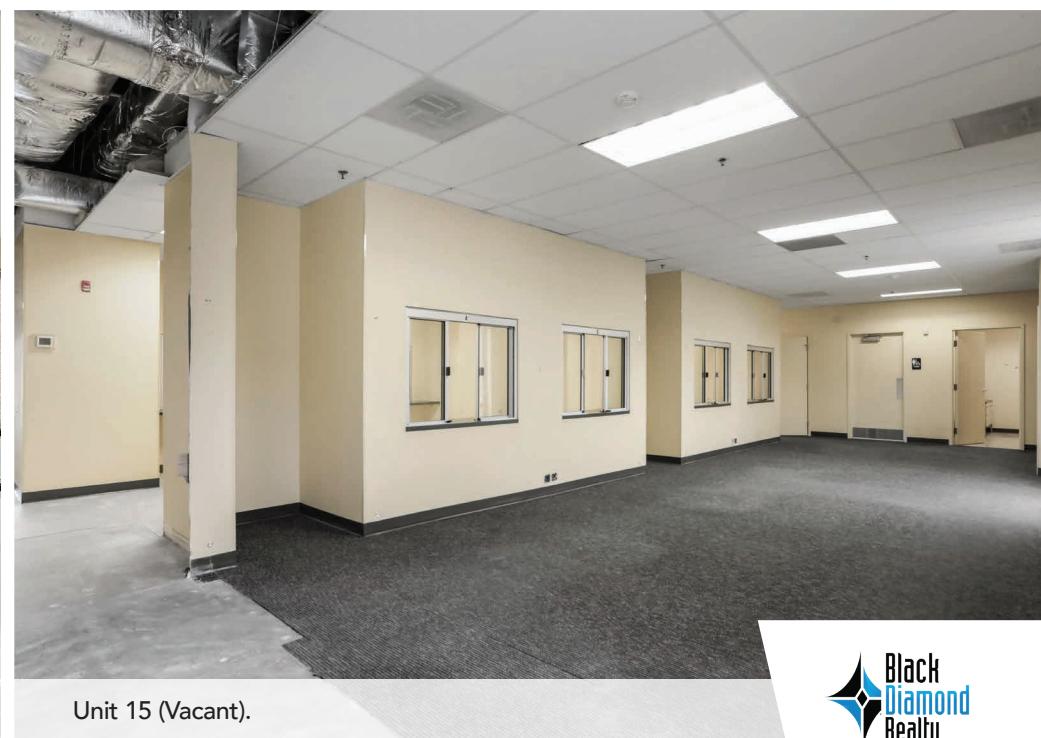
Unit 15 (Vacant).



Unit 15 (Vacant).



Unit 15 (Vacant).



Unit 15 (Vacant).

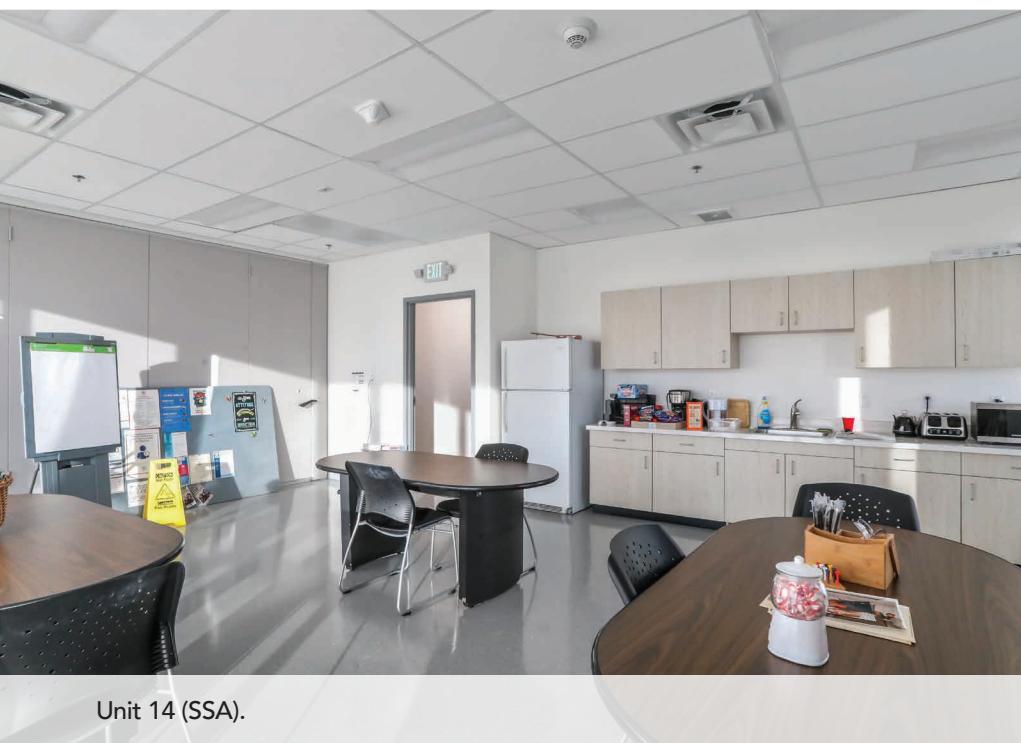




Unit 14 (SSA).



Unit 14 (SSA).



Unit 14 (SSA).



Unit 14 (SSA).



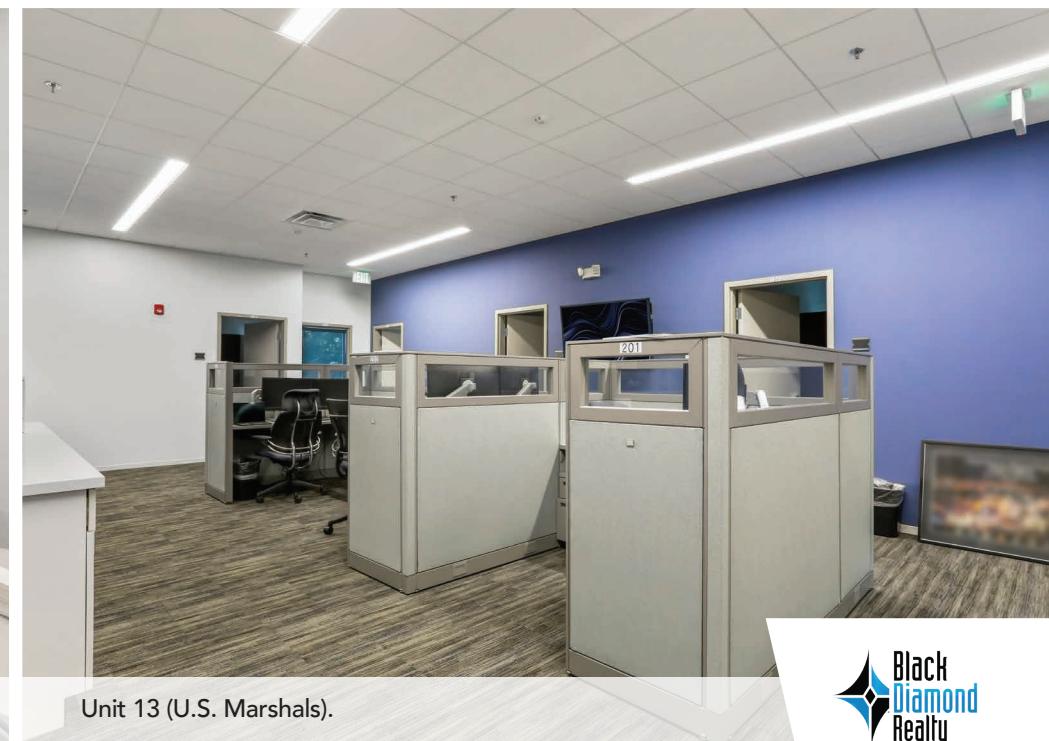
Unit 13 (U.S. Marshals).



Unit 13 (U.S. Marshals).



Unit 13 (U.S. Marshals).



Unit 13 (U.S. Marshals).



Unit 20 (USDA).



Unit 20 (USDA).



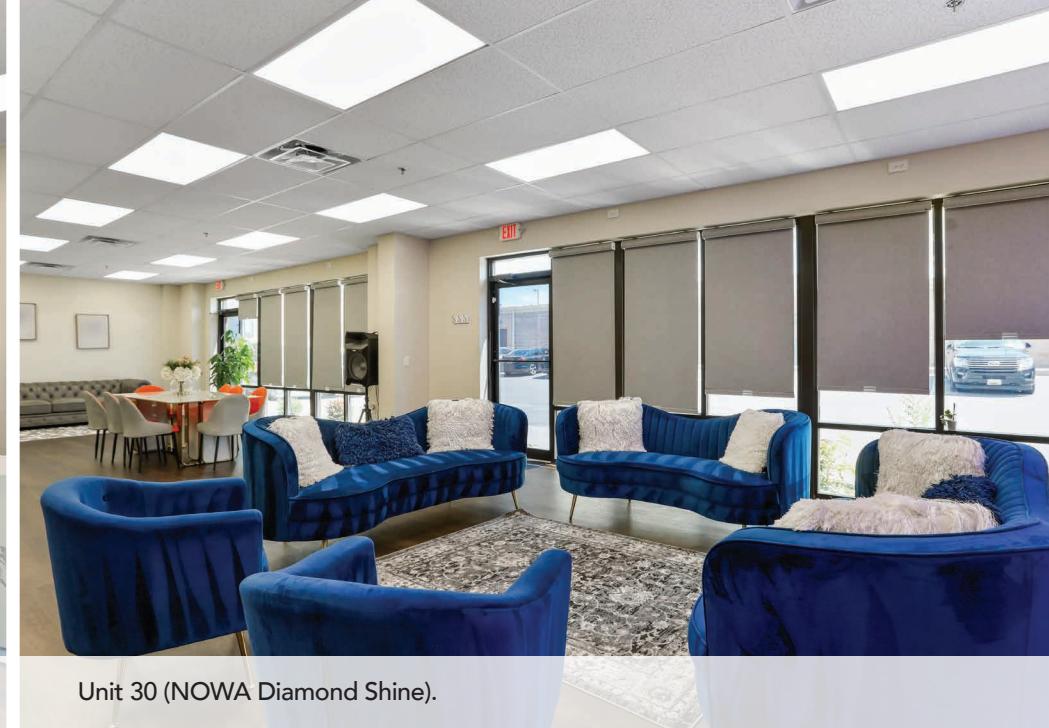
Unit 20 (USDA).



Unit 20 (USDA).



Unit 30 (NOWA Diamond Shine).



Unit 30 (NOWA Diamond Shine).



Unit 30 (NOWA Diamond Shine).



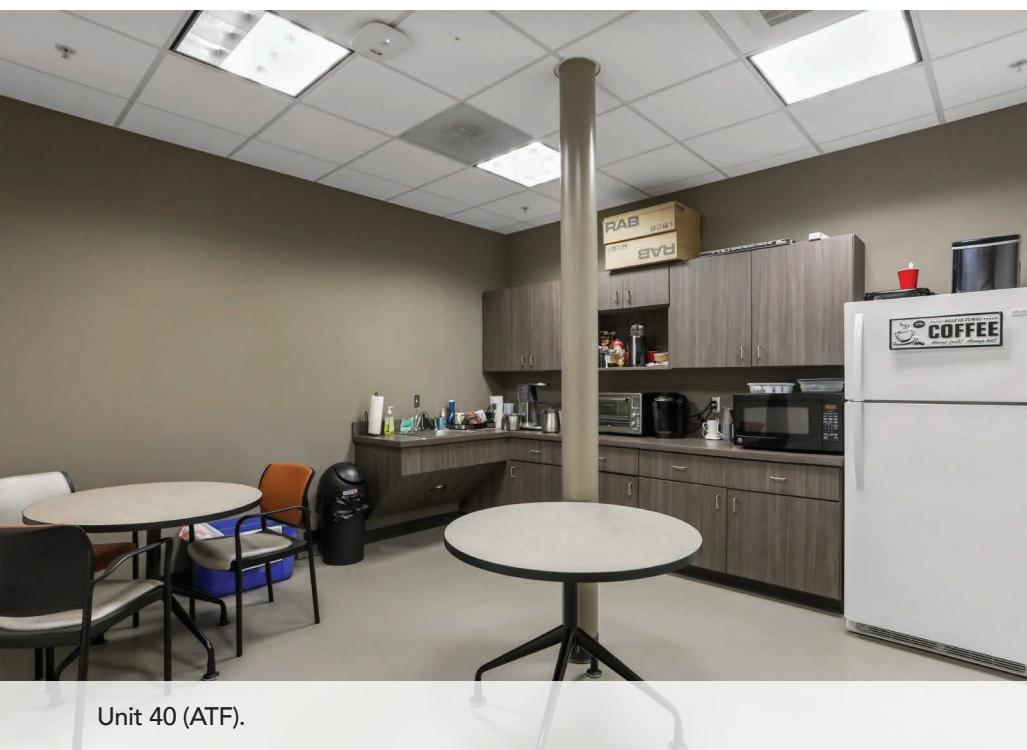
Unit 30 (NOWA Diamond Shine).



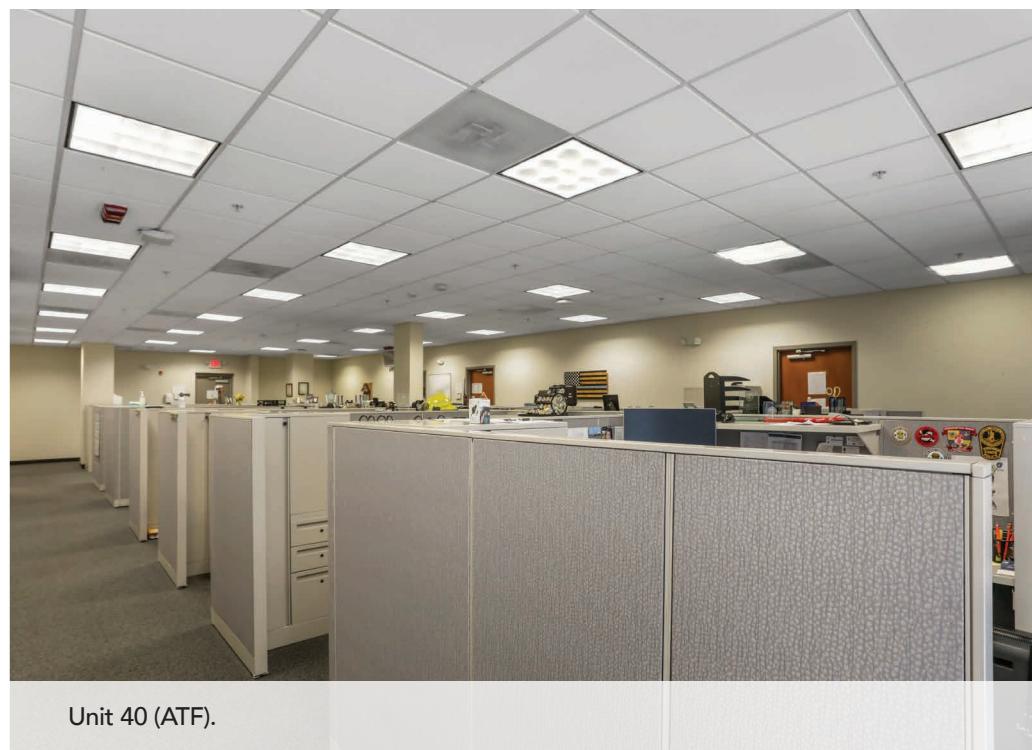
Unit 40 (ATF).



Unit 40 (ATF).



Unit 40 (ATF).



Unit 40 (ATF).

# LOCATION OVERVIEW

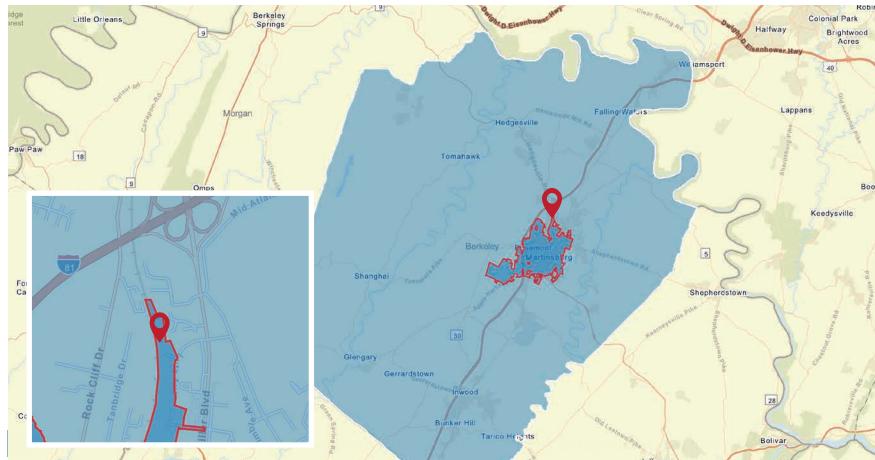
## BERKELEY COUNTY

Located at the gateway to the Shenandoah Valley in the heart of the Eastern Panhandle, Berkeley County is known for its unique history, beautiful scenery, robust industry, and more. Major population centers and business markets within a five hundred mile radius of Berkeley County include Washington, D.C., Baltimore, Maryland, Philadelphia, Pennsylvania, Richmond, Virginia, and New York City, New York. All these major markets are readily accessible from this County via Interstate 81. Berkeley County's geographic location makes it unique for business and leisure while enriching quality of life with its "small town" character and sense of community.

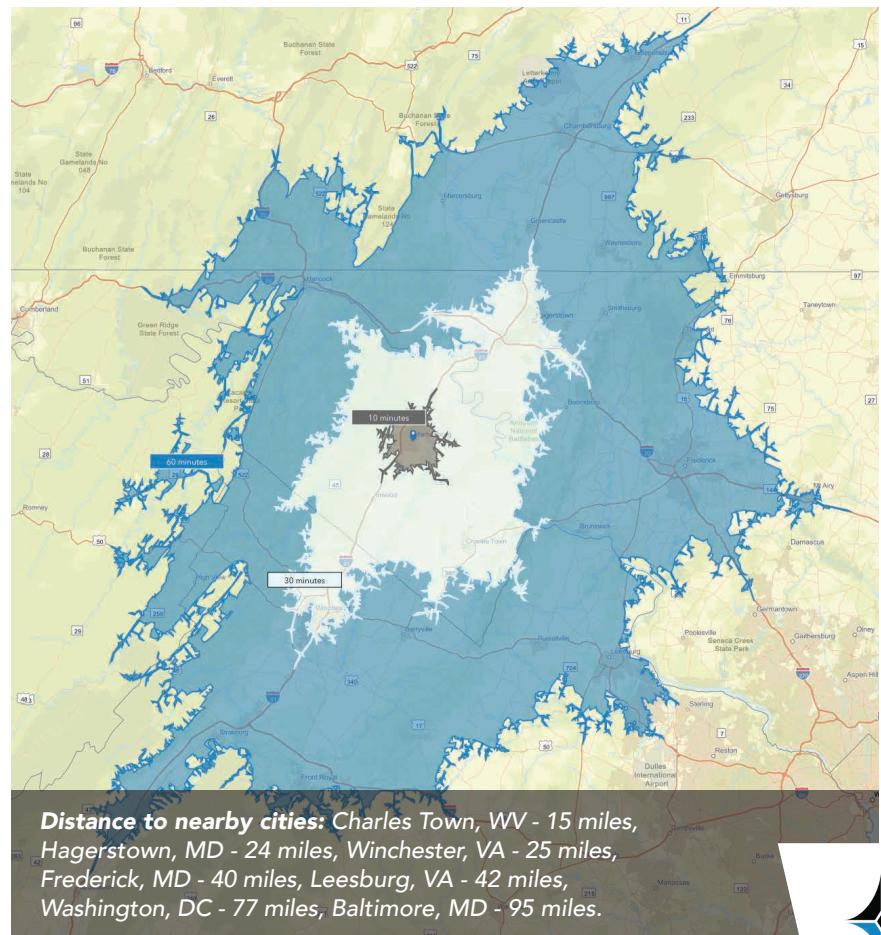
**Berkeley County** has a total population of 132,864 and a median household income of \$82,088. Total number of businesses is 2,713.

**The City of Martinsburg** has a total population of 18,928 and a median household income of \$58,655. Total number of businesses is 966.

Data/map provided by Esri, Esri and Bureau of Labor Statistics, Esri and Data Axle, 2025.

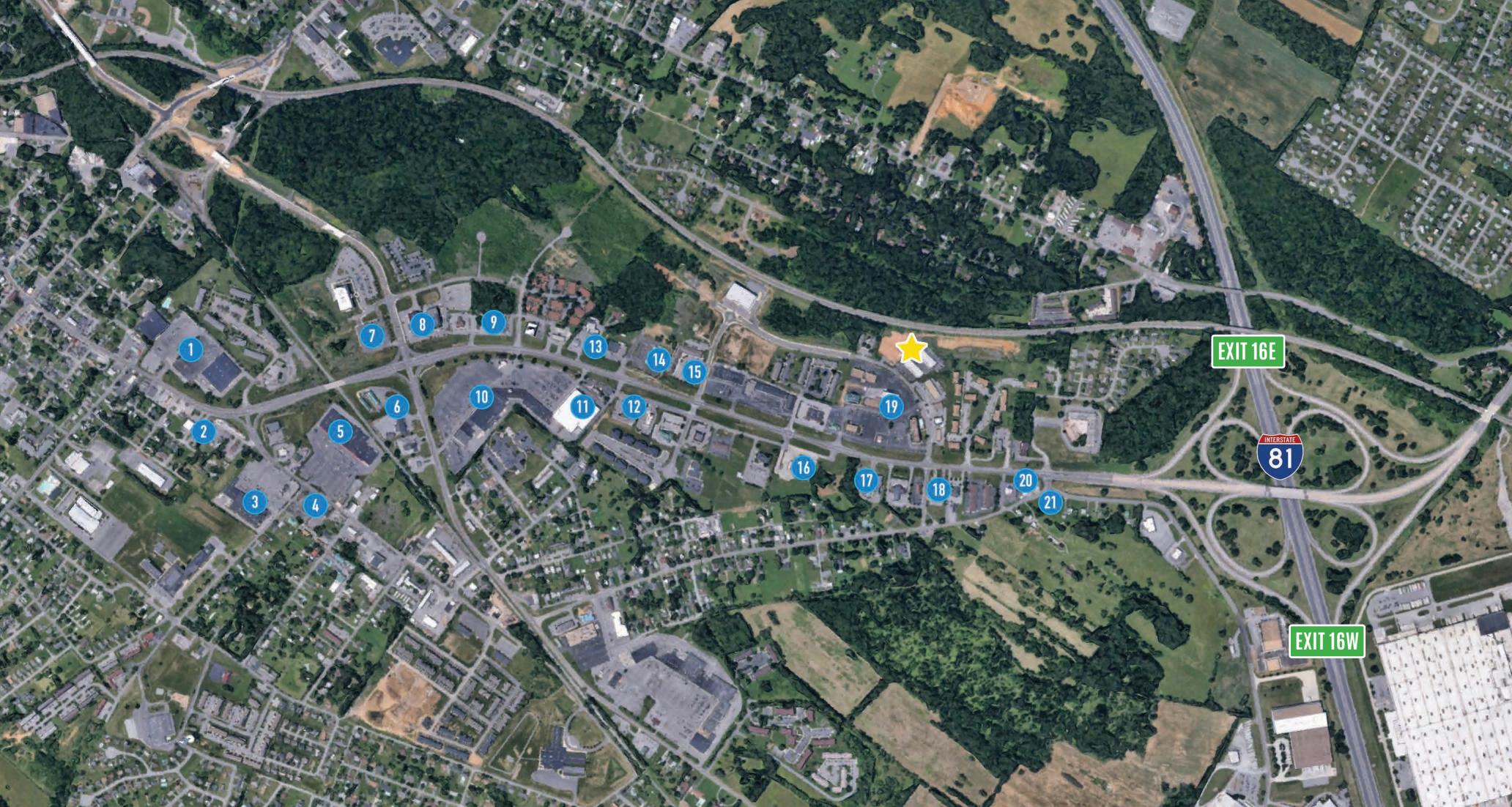


## DRIVE TIME



**Distance to nearby cities:** Charles Town, WV - 15 miles, Hagerstown, MD - 24 miles, Winchester, VA - 25 miles, Frederick, MD - 40 miles, Leesburg, VA - 42 miles, Washington, DC - 77 miles, Baltimore, MD - 95 miles.





The Google Earth Aerial highlights several of the most popular surrounding locations. The subject property has been referenced with a yellow star, Compass Pointe.

- ① Weis, Tractor Supply Co, Planet Fitness
- ② Black Diamond Realty, Renzo Gracie
- ③ Big Lots, Goodwill
- ④ Dollar Tree
- ⑤ The Hardware Store, Save a Lot
- ⑥ UPS, Domino's
- ⑦ Walgreens, CVS
- ⑧ CVS
- ⑨ Dunkin'
- ⑩ Martin's, AutoZone, Subway, McDonald's
- ⑪ USPS, Taco Bell
- ⑫ City National Bank, Arby's, United Bank
- ⑬ Advance Autoparts
- ⑭ Aldi
- ⑮ Firebox55
- ⑯ Sheetz
- ⑰ Waffle House
- ⑱ KFC
- ⑲ Berkeley County Adult Learning Center, Valley College, Martinsburg College
- ⑳ Exxon
- ㉑ BFS

# MAJOR LOCAL EMPLOYERS

## FORTUNE 500 & INTERNATIONAL COMPANIES

Ideally situated at the I-81 Corridor, Berkeley County is the Eastern Panhandle of West Virginia's premier location for a new business or a development project. At 5,121 businesses strong and growing, Berkeley County is home to many Fortune 500 and international companies, including:



The Clorox Company champions people to be well and thrive every single day. Its trusted brands, which include Brita®, Burt's Bees®, Clorox®, Fresh Step®, Glad®, Hidden Valley®, Kingsford®, Liquid-Plumr®, Pine-Sol® and Rainbow Light®, can be found in about nine of 10 U.S. homes and internationally with brands such as Ajardin®, Clorinda®, Chux® and Poett®.

Headquartered in Oakland, California, since 1913, Clorox was one of the first U.S. companies to integrate ESG into its business reporting, with commitments in three areas: Healthy Lives, Clean World and Thriving Communities.

**Source:**  
<https://www.thecloroxcompany.com/>



FedEx Corp (FedEx) is a provider of transportation, e-commerce and business services. It offers time-definite delivery services and international trade services such as customs brokerage, and global ocean and air freight forwarding.

The company provides small-package ground delivery services, residential delivery services, less-than-truckload (LTL) freight services, in-store services and other business solutions. It has a market presence across various countries and territories in North America, South and Central America, Asia-Pacific, the Middle East, and Europe.

**Source:**  
<https://www.globaldata.com/company-profile/fedex-corp/>



Procter & Gamble is an American consumer goods giant specializing in a wide range of personal care and hygiene products. P&G was founded in 1837 by brothers-in-law William Procter, a candlemaker, and James Gamble, a soapmaker. Today the company manufactures well-known household products, including Crest, Charmin, Tide, Oral-B, Bounty, Febreze, Downy, and Gain.

In 2014, P&G dropped around 100 of its brands to make a concentrated effort on the remaining 65, which produced 95% of the company's profits. In 2020, P&G announced plans for its operations to be climate neutral by 2030, extending a previous goal to reduce emissions by half over the next 10 years.

**Source:**  
<https://fortune.com/company/procter-gamble/>



From their humble beginnings as a small discount retailer in Rogers, Ark., Walmart has opened thousands of stores in the U.S. and expanded internationally. Through innovation, they're creating a seamless experience to let customers shop anytime and anywhere online and in stores. They are creating opportunities and bringing value to customers and communities around the globe.

Walmart operates approximately 10,500 stores and clubs under 46 banners in 24 countries and eCommerce websites. They employ 2.3 million associates around the world — nearly 1.6 million in the U.S. alone.

**Source:**  
<https://corporate.walmart.com/about>

### INTERNATIONAL



**INTERNATIONAL**



### INTERNATIONAL



## EMPLOYMENT IN BERKELEY COUNTY

In the last year, the employment rate in West Virginia has increased by 3.8%, giving businesses 26,000 new employees. With an unemployment rate of 2.7%, Berkeley County's workforce continues to stay well above the national and state averages, providing businesses an excellent opportunity to acquire and retain qualified talent. Even more skilled workers will be able to serve businesses across the county as more people locate to Berkeley County.

Since January 2021, there has been a 17.90% increase in new businesses in Berkeley County. The Bureau of Business & Economic Research at the West Virginia University College of Business & Economics reports that this economic growth is expected to continue through 2023.

In November and December of 2022, 158 new businesses were registered in Berkeley County. As they join the business community, they gain support from local leaders and education institutions.

## EASTERN PANHANDLE ECONOMIC OUTLOOK

- The EPH has posted the largest population increase of any region in the state in recent decades by far. Over the past 20 years, the EPH has gained 61,000 residents and surpassed 200,000 residents in 2021.
- We expect employment to grow at an average annual rate of between 0.7 to 0.8 percent per year in the EPH through 2027.
- The EPH population is expected to grow at a rate of 1.1 to 1.2 percent annually in the coming years, led mostly by gains in Berkeley County's population.
- Unemployment in the region has fallen sharply over the past two years and set a new all-time low at just below 2 percent in spring 2022.
- Procter & Gamble's manufacturing plant added nearly 1,400 jobs and fostered the co-location of several hundred new jobs in packaging, logistics and other supporting businesses at the Tabler Station campus. More recently, the region received an additional boost in payrolls following the mid-2021 and fall-2022 openings of Rockwool and Clorox manufacturing facilities in Jefferson and Berkeley counties, respectively.
- Procter & Gamble's production facility has represented a major transformative shift in the Eastern Panhandle's industrial base. The \$500 million facility along the 1-81 corridor in Berkeley County produces a range of consumer

cleaning and personal products, including Swiffer, Tide, and various soaps and deodorants. Overall, the facility now employs more than 1,600 workers and has spawned the addition of several hundred jobs at packaging and logistics operations in the area.

- Indeed, the region's labor force now totals more than 100,000 residents over the age of 16 and has increased by roughly 17,000 since early-2010. In terms of official workforce participation, the region has nearly two-thirds of its residents aged 16 years and older working or actively looking for work, surpassing both statewide and national averages.
- The Eastern Panhandle has consistently ranked as West Virginia's fastest-growing region for the past two decades. Between 2001 and 2021, Berkeley, Jefferson and Morgan counties combined to add nearly 64,000 residents.
- The local population also tends to possess higher levels of educational attainment. Twenty-five percent of the region's population aged 25 years and older held at least a bachelor's degree during 2020. Jefferson County contained the highest share of college graduates in the region, with nearly one in three of the county's residents aged 25 years and older possessing a bachelor's degree or higher.

**Sources:**

<https://www.developmentauthority.com/pages/choose-berkeley-county/>  
<https://www.developmentauthority.com/2023/01/20/propelling-into-2023-berkeley-county-economic-growth-continues/>  
The Eastern Panhandle Economic Outlook 2023-2027, 2022 by WVU Research Corporation

## TOP 10 EMPLOYERS IN BERKELEY COUNTY

Berkeley County Board of Education, Macy's, United States Department of Veterans Affairs, Quad Graphics, Procter & Gamble, Walmart, Orgill, Berkeley County Commission, FedEx, Aker Solutions.



# DEMOGRAPHICS / KEY FACTS

## 3 MILE RADIUS

**39,658**

Total Population

**1,394**

Businesses

**45,643**

Daytime Population

**\$283,936**

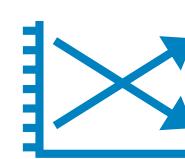
Median Home Value

**\$35,643**

Per Capita Income

**\$45,643**

Median Household Income

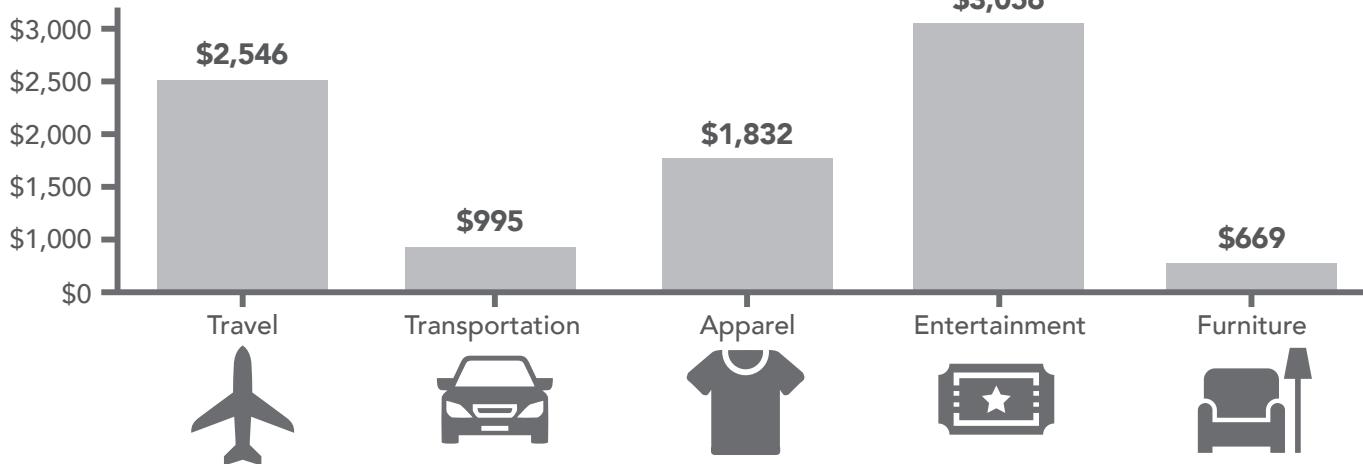
**1.5%**

2025-2030 Pop Growth Rate

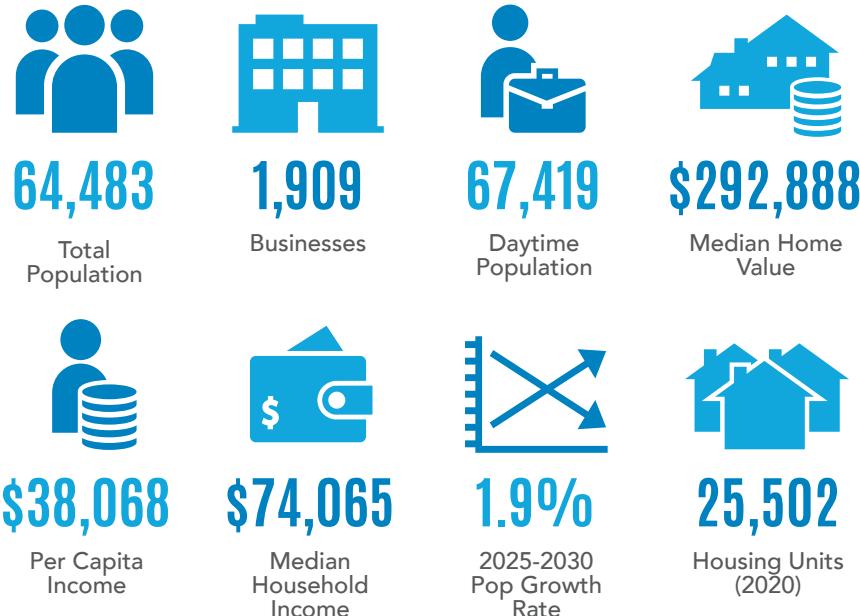
**16,513**

Housing Units (2020)

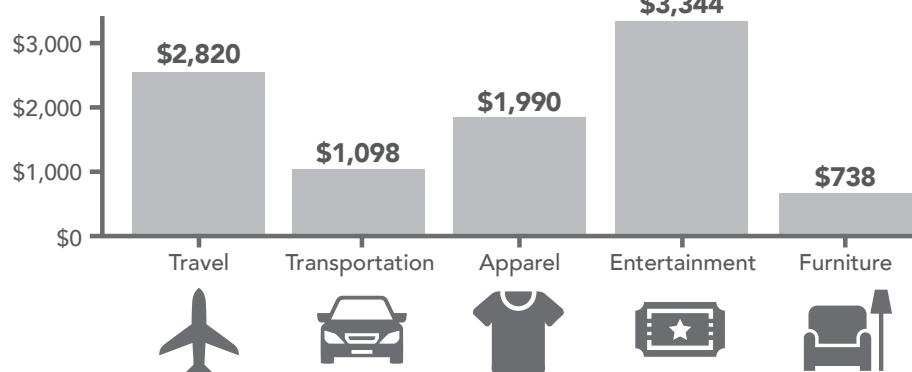
### KEY SPENDING FACTS



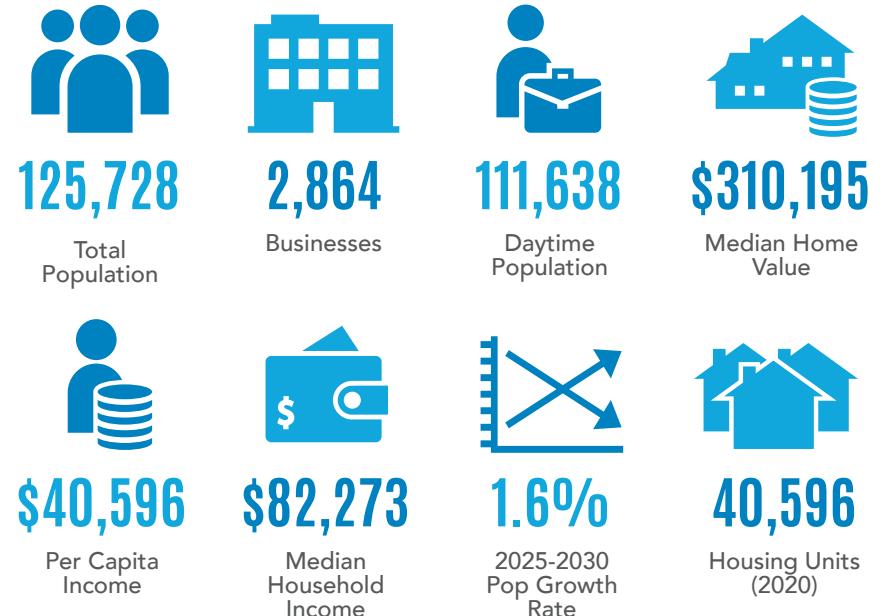
## 5 MILE RADIUS



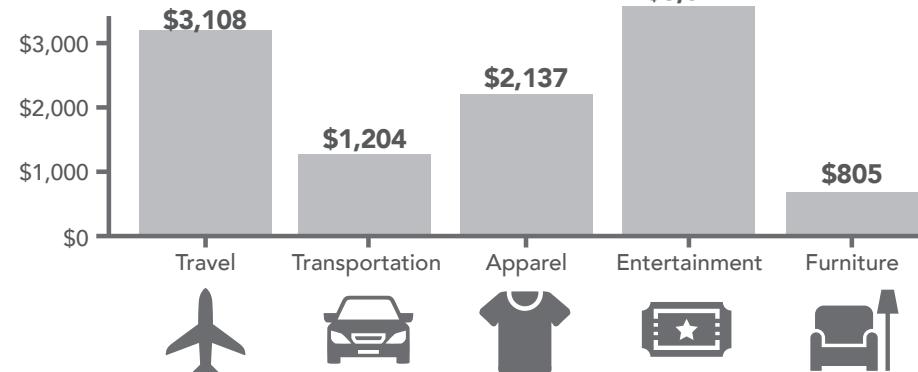
### KEY SPENDING FACTS



## 10 MILE RADIUS



### KEY SPENDING FACTS





Exterior Building 1.



Exterior Building 2.



Exterior Building 3.



Exterior Building 2.



Additional Land.



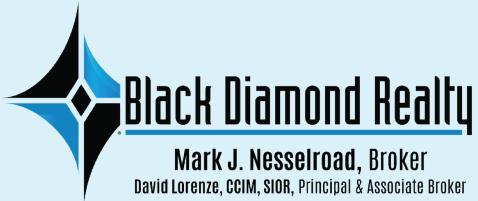
Additional Land.



Aerial Facing South.



Aerial Facing North.



Mark J. Nesselroad, Broker  
David Lorenze, CCIM, SIOR, Principal & Associate Broker

# CONTACT BLACK DIAMOND REALTY

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