



OFFERING MEMORANDUM

3507 Boulevard | Colonial Heights, VA 23834



COMMONWEALTH
COMMERCIAL

Comprehensive Property Solutions

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3507 BOULEVARD | COLONIAL HEIGHTS, VA 23834

EXECUTIVE SUMMARY



EXECUTIVE SUMMARY

Commonwealth Commercial Partners, LLC is pleased to present this Offering Memorandum on behalf of Ariya Real Estate, LLC. Built in 2009, Ariya Wellness Center is well located on Boulevard with immediate access to I-95. This single tenant building is 100% occupied with the current tenant under lease through 2036. The property sits on 0.4 acres and boasts an above market parking ratio of 4.28 spaces/1,000 square feet. The healthcare industry is one of the fastest growing industries in the region and demand for medical properties remains steady despite the turbulent interest rate environment we see today. The combination of significant remaining term length, strong MOB market fundamentals, and a quality tenant provides a unique, long-term investment opportunity with increasing revenue year over year.



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TENANT OVERVIEW



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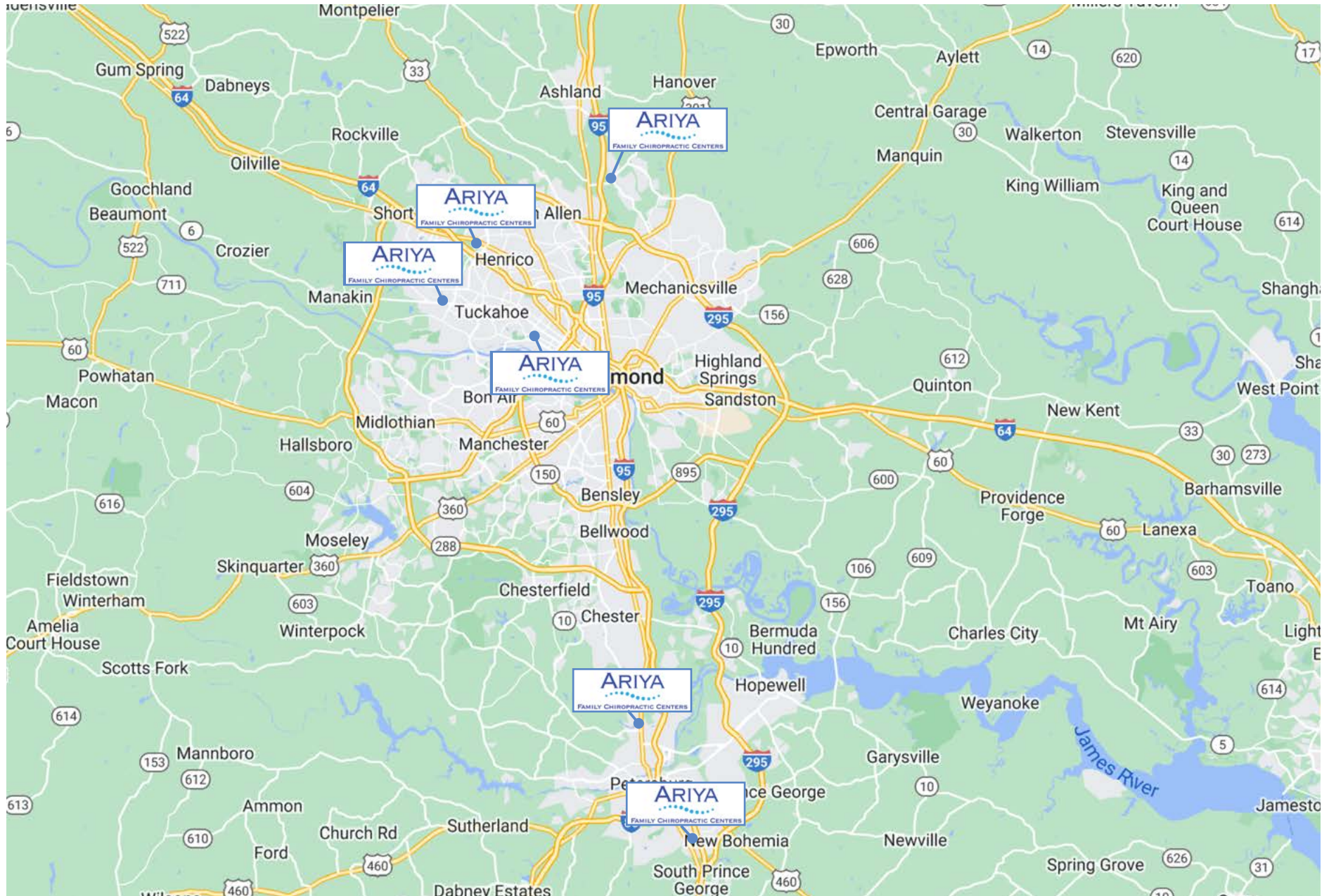
TENANT OVERVIEW

Established in 2004, Ariya Family Chiropractic (AFC) is a Virginia based company with six locations throughout the greater Richmond area. AFC prides itself on its excellent care and outstanding service to their community. AFC has provided services including chiropractic therapy, message therapy, pediatric care, holistic nutrition, and pregnancy care to over 12,000 patients over it's 20 years in existence.

AFC was recently purchased by The Vistria Group, a private equity firm based in Chicago, IL that invests in the healthcare industry, along with others. TVG owns over 200 clinics from Alaska to Virginia and they continue to grow exponentially. In 2022, the company generated \$138M in revenue and \$25.8M EBITDA.



ARIYA OFFICE LOCATIONS



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CASHFLOW PROJECTIONS



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CASHFLOW PROJECTIONS

Revenue

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
Fiscal Year Ending May	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	Residual
Rental Revenue	\$ 88,852	\$ 91,518	\$ 94,263	\$ 97,091	\$100,004	\$103,004	\$106,094	\$109,277	\$112,555	\$115,932	\$119,410
Expense Reimbursements	\$ 41,712	\$ 42,755	\$ 43,824	\$ 44,919	\$ 46,042	\$ 47,193	\$ 48,373	\$ 49,582	\$ 50,822	\$ 52,093	\$ 53,395
General Vacancy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Effective Gross Revenue	\$ 130,564	\$134,273	\$138,087	\$142,011	\$146,046	\$150,197	\$154,467	\$158,860	\$163,377	\$168,025	\$172,805

Operating Expenses

OpEx	\$ 28,143	\$ 28,847	\$ 29,568	\$ 30,307	\$ 31,065	\$ 31,841	\$ 32,637	\$ 33,453	\$ 34,290	\$ 35,147	\$ 36,025
Real Estate Taxes	\$ 7,315	\$ 7,498	\$ 7,685	\$ 7,877	\$ 8,074	\$ 8,276	\$ 8,483	\$ 8,695	\$ 8,913	\$ 9,135	\$ 9,364
Insurance	\$ 6,254	\$ 6,410	\$ 6,571	\$ 6,735	\$ 6,903	\$ 7,076	\$ 7,253	\$ 7,434	\$ 7,620	\$ 7,810	\$ 8,006
Total Operating Expenses	\$ 41,712	\$ 42,755	\$ 43,824	\$ 44,919	\$ 46,042	\$ 47,193	\$ 48,373	\$ 49,582	\$ 50,822	\$ 52,093	\$ 53,395

Net Operating Income

NOI	\$ 88,852	\$ 91,518	\$ 94,263	\$ 97,091	\$100,004	\$103,004	\$106,094	\$109,277	\$112,555	\$115,932	\$119,410
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Capital Expenditures

Tenant Improvements	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Leasing Commissions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Cash Flow Before Debt	\$ 88,852	\$ 91,518	\$ 94,263	\$ 97,091	\$100,004	\$103,004	\$106,094	\$109,277	\$112,555	\$115,932	

Unlevered Return Metrics		Assumptions	
Purchase Price	\$ 1,225,545	Vauation Start Date: June 1st, 2024	
Price PSF	\$ 195.96	Operating Expenses (PSF): \$ 4.50	
Cap Rate	7.25%	Insurance (PSF): \$ 1.00	
Cash on Cash	8.31%	Annual Expense Escalation 2.50%	
IRR	9.99%	Residual Sale Cap Rate: 7.00%	
NPV of Cash Flow (7%)	\$286,449	Residual Closing Costs: 4.00%	

Disclaimer: This cash flow is based on the available property information. Commonwealth Commercial Partners does not guaranty the accuracy of this cash flow and we encourage any investor to perform their own due diligence on the financial performance of this asse

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PROPERTY OVERVIEW

ARIMA
CHIROPRACTIC
CENTER

VIRGINIA
PROFESSIONAL
HEARING CENTERS

3507



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PROPERTY OVERVIEW

ADDRESS:	3507 Boulevard Colonial Heights, VA 23834
PARCEL #:	04000700002
BUILDING SIZE:	6,254± SF
ACREAGE:	0.4± AC
YEAR BUILT:	2009
BUILDING TYPE:	Medical Office
ZONING:	Boulevard Business
PARKING RATIO:	4.28/1,000 SF
ACCESS:	Boulevard
FRONTAGE:	Boulevard
REMAINING TERM:	12.5 Years
LEASE STRUCTURE:	NNN
ANNUAL RENT ESCALATIONS:	3.0%
PURCHASE PRICE:	\$1,225,545
CAP RATE:	7.25%

DEMOGRAPHICS:



2023 POPULATION



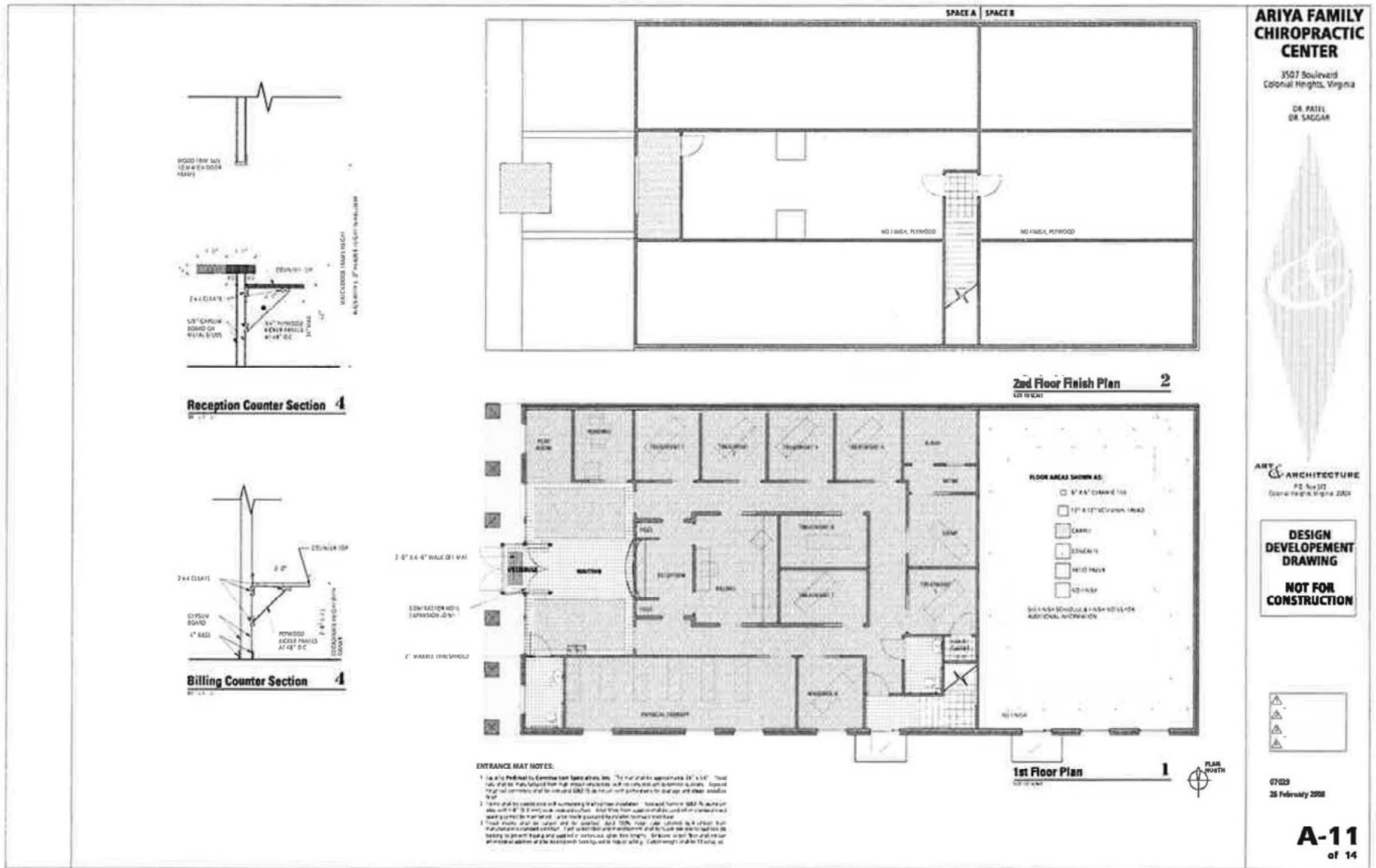
AVERAGE HOME VALUE



DAYTIME EMPLOYMENT

PROPERTY OVERVIEW

FLOOR PLANS



ARIYA FAMILY CHIROPRACTIC CENTER

3507 Boulevard
Colonial Heights, Virginia

DR. PATEL
DR. SAGGAR



ART & ARCHITECTURE
P.O. Box 371
Darien, Virginia 22041

DESIGN DEVELOPMENT DRAWING
NOT FOR CONSTRUCTION

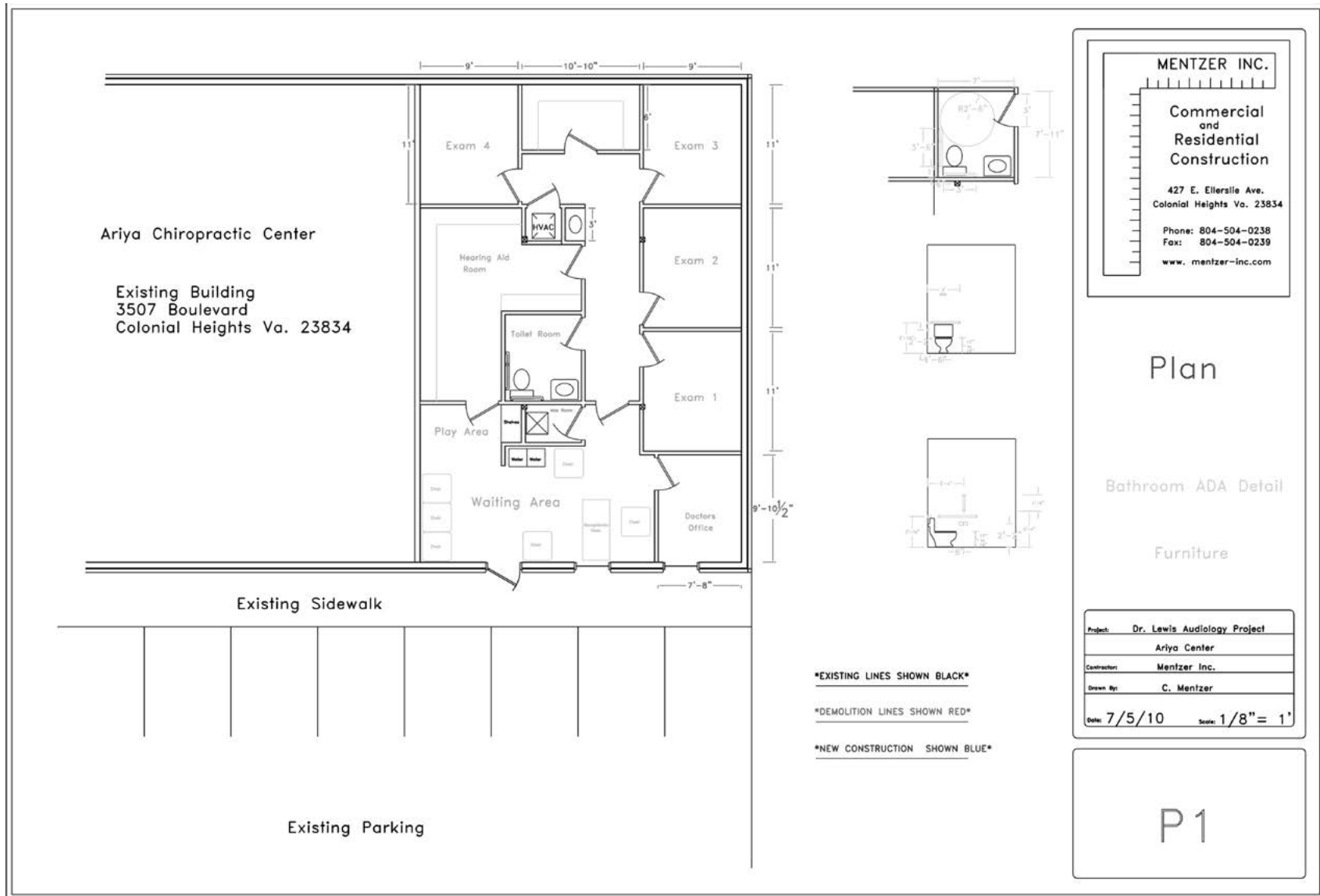


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PROPERTY OVERVIEW

FLOOR PLANS



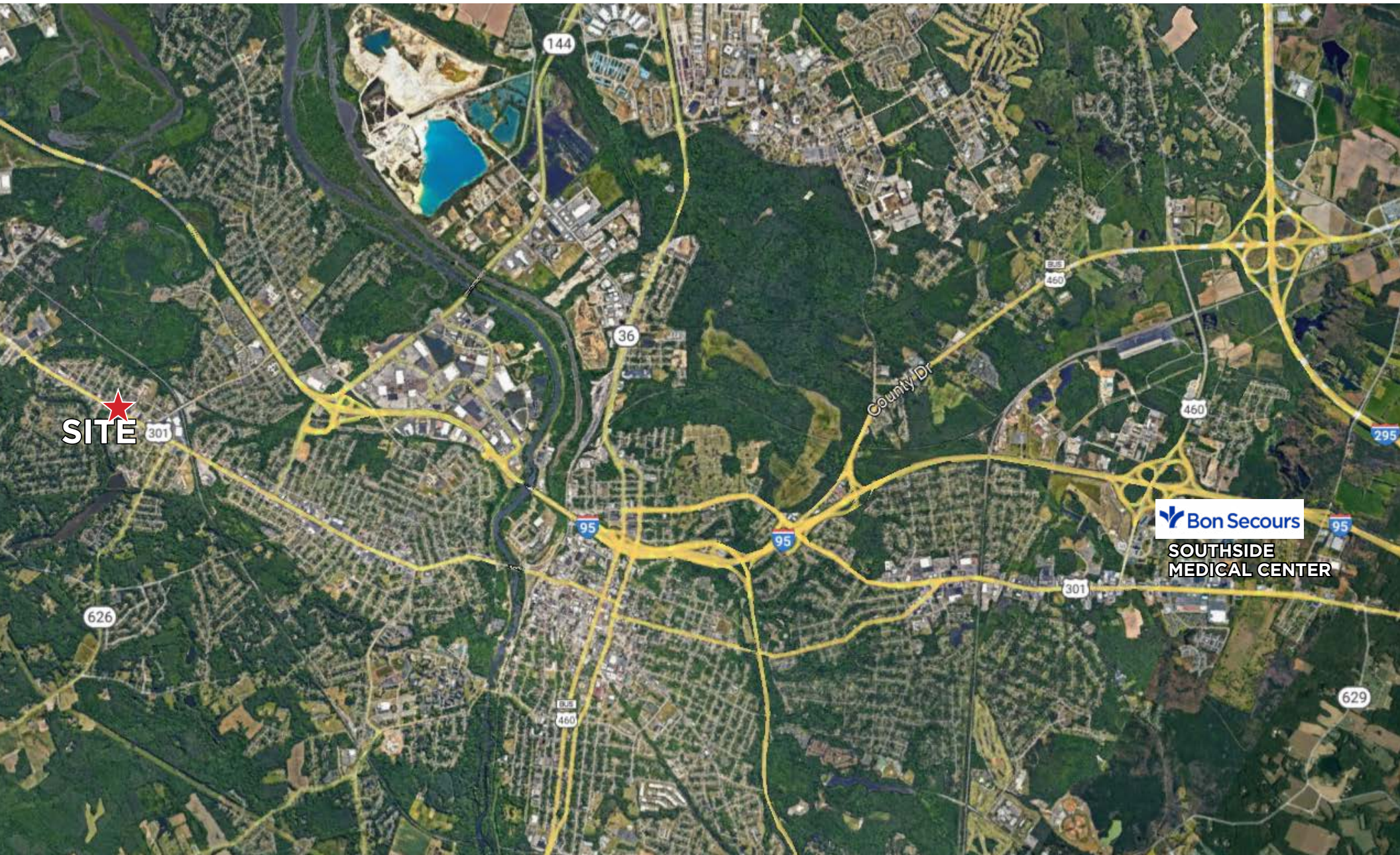
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SOUTHSIDE MEDICAL CENTER



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SOUTHSIDE MEDICAL CENTER



SOUTHSIDE MEDICAL CENTER

Ariya Wellness Center benefits from close proximity to Southside Medical Center, a 300-bed facility located on a 50-acre campus with nearly 400 physicians representing more than 40 specialties. Southside Medical Centers also has seven satellite outpatient centers in the Tri-Cities, including Southside Regional Cancer Center (Petersburg), Southside Emergency Care Center at Colonial Heights, Southside Rehabilitation Services (Petersburg and Colonial Heights), Colonial Heights Imaging, a full-service diagnostic imaging center (Colonial Heights), Women's Imaging Center (Petersburg), Cardiac Rehabilitation (Colonial Heights) and Southside Regional Wound Healing Center (Petersburg).



Accreditations and Awards

Accredited Cancer Center with Gold Commendation and Outstanding Achievement Award
2011 - 2014, 2014 - 2017

Accredited Comprehensive Metabolic & Bariatric Surgery Center: Metabolic and Bariatric Surgery Accreditation and Quality Improvement Program
2015 - 2018

Accredited Chest Pain Center with Percutaneous Coronary Intervention: Society of Cardiovascular Patient Care
2014 - 2017

Certified Primary Stroke Center: The Joint Commission/
American Heart Association
2014 - 2016

Gold Seal of Approval® for Hip and Knee Joint Replacement:
The Joint Commission
2015 - 2017

Accredited Facility (Breast Ultrasound, CT, Mammography,
MRI & Ultrasound): American College of Radiology

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MARKET OVERVIEW



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MARKET OVERVIEW

RICHMOND SNAPSHOT

TO UNDERSTAND HOW TO EFFECTIVELY VALUE, MARKET AND LEASE ANY PROPERTY WE MUST FIRST UNDERSTAND THE MARKET.

In order to accomplish this for your asset our team reviewed the current lease availability in the surrounding area and analyzed Richmond MSA.

Counties immediately to the west and south of the city have experienced robust growth. Steady absorption has helped keep Richmond's overall office vacancy rate at 7.9% with most activity occurring outside the CBD. Additionally, a strong labor market with unemployment beneath 3% makes Class A office space increasingly important in retaining top talent.

Overall office asking rents (all classes) increased to \$20.35 PSF in the first quarter, with 3.6% annual growth in Class A office space. With little planned office construction, Class A space will continue to be difficult to find making your asset even more desirable.

RICHMOND MARKET ATTRACTS BUSINESSES WITH TOP RANKINGS, LOW COSTS

Richmond is drawing national attention for the many advantages it offers to businesses. Leading publications like the Wall Street Journal and [kiplinger.com](https://www.kiplinger.com) have given Richmond high marks, including the best small city of the future, the 4th best city for commuters, and the #1 digital city. With a top ranking for business from Forbes and CNBC and below average wage, payroll, workers comp, and unemployment costs, Richmond is consistently considered as a top place to locate a business.

RICHMOND'S ECONOMIC INDICATORS ARE STRONG: Strong job growth and low unemployment make Richmond attractive to businesses.

Major Industries: **Bio-science, Technology, Financial services**

Gross Metro Product: **\$85.9 B***

Job Growth: **1.2%***

Unemployment Rates +	RIC	USA
2022	2.8%	3.3%
2023	2.9%	3.5%

*From <https://www.forbes.com/places/va/virginia-beach/>

+From https://www.bls.gov/regions/mid-atlantic/summary/blssummary_virginiabeach.pdf

#From <https://www.city-data.com/us-cities/The-South/Norfolk-Economy.html>



RICHMOND'S LOW COST OF LIVING & VIBRANT WORKFORCE CREATE ABUNDANT OPPORTUNITIES FOR BUSINESSES TO FLOURISH:

Metro Population: **1,300,000***

Net Migration: **1,760***

Median Household Income: **\$69,504***

Average Hourly Wage+	RIC	USA
All Occupations	\$28.88	\$29.76
Management Analysts	\$45.26	\$50.32
Real Estate Sales Agents	\$35.50	\$31.66
Loan Interviewers & clerks	\$22.96	\$22.47
Construction Laborers	\$17.43	\$22.29

Median Home Price: **\$280,000*** Cost of Living: **3% below nat'l avg***

RICHMOND'S CULTURAL AND SOCIAL ASSETS ARE ABUNDANT: High education levels attract and produce a vibrant workforce

High School Attainment	90%
College Attainment	36.8%
Graduate Degrees	14%

Top Higher Education: University of Richmond, Virginia Commonwealth University, VCU Medical Center, VCU School of Dentistry, Virginia Union University, J. Sargeant Reynolds Community College

CULTURAL ATTRACTIONS ENRICH THE QUALITY OF LIFE FOR EVERYONE:

Top Museums: **Virginia Museum of Fine Arts, Black History Museum, Valentine Museum, Edgar Allen Poe Museum, American Civil War Museum**

Top Theaters: **Altria Theater, Dominion Arts Center, Landmark Theater, Virginia Repertory Theater**



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Commonwealth Commercial Partners, LLC represents the Owner of this property. Information contained herein, is deemed reliable but not guaranteed.