

IRON HOUSE



APARTMENTS

1309 West Broad Street, Richmond, VA 23220





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COMMUNICATION: One South Commercial is the exclusive representative of Seller in its disposition of Iron House Apartments, 1309 W Broad St, Richmond VA 23220. All communications regarding the property should be directed to the One South Commercial listing team

PROPERTY TOURS: Prospective purchasers should contact the listing team regarding property tours.

OFFERS: Offers should be submitted via email to the listing team in the form of a non-binding letter of intent and should include: 1) Purchase Price; 2) Earnest Money Deposit; 3) Due Diligence and Closing Periods; 4) Applicable Contingencies.

DISCLAIMER: This offering memorandum is intended as a reference for prospective purchasers in the evaluation of the property and its suitability for investment. Neither One South Commercial nor Seller make any representations or warranties with respect to the accuracy or completeness of the materials contained in the offering memorandum. Prospective purchasers should evaluate the property independently and rely solely on such independent evaluation in determining whether to purchase the property. The offering memorandum, pricing, and terms therein are subject to change or withdrawal at the discretion of Seller and One South Commercial, as Seller's exclusive representative. *Information provided deemed reliable but not quaranteed

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EXECUTIVE SUMMARY

Iron House Apartments is a market rate multifamily asset with value-add upside in the ever-expanding Virginia Commonwealth University submarket. VCU enrollment continues to grow and demand for quality housing is as strong as it has ever been across all demographics. As Downtown Richmond evolves, the market will reward owners who prioritize entrepreneurial marketing tactics, provide integrated technologies, and offer retail amenities like fast casual dining. The current owners have spared no expense maintaining Iron House, so the new owner will be able to focus on income-generating strategies. The property is directly across the street from VCU's indoor arena, the Siegel Center, a block from the VCU bookstore, and an easy walk or bike ride to the primary academic campus, Monroe Park, and its dining, recreational, and social offerings. With a Walk Score of 96, Iron House is a 'Walker's Paradise' community, where daily errands do not require a car. Kroger, the area's only major supermarket, is only a block west of the property.





IRON HOUSE APARTMENTS

SUBMARKET	Upper Fan / VCU
YEAR BUILT	1915
YEAR REDEVELOPED	2007
residential units	35
COMMERCIAL UNITS	4
PARKING SPACES	15
total rentable SF	30,165
RESIDENTIAL	
TOTAL RSF	24,305
avg unit sf	695
COMMERCIAL	
TOTAL RSF	5,860
avg unit sf	1,465

In Place Operating Metrics

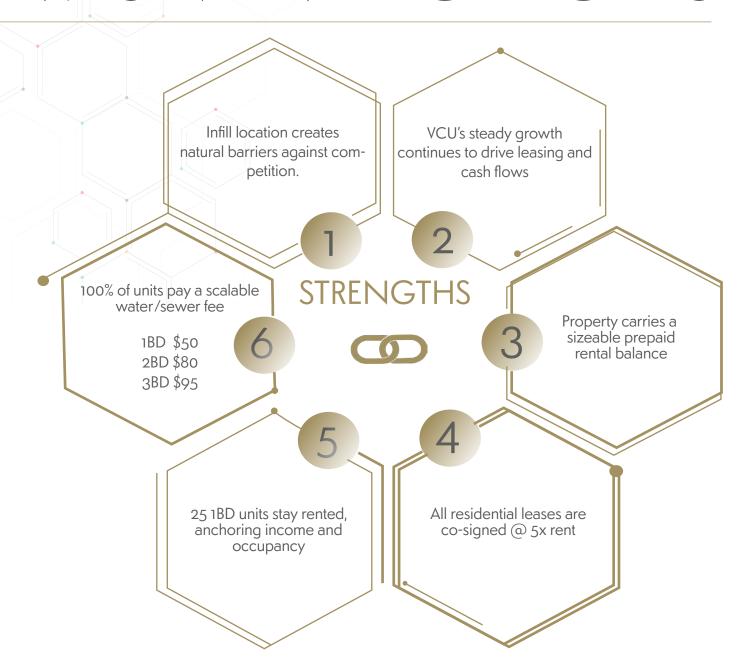
OCCUPANCY	95%
residential	
EFFECTIVE RENT / MO	\$1,287
EFFECTIVE RENT / SF / MO	\$1.79

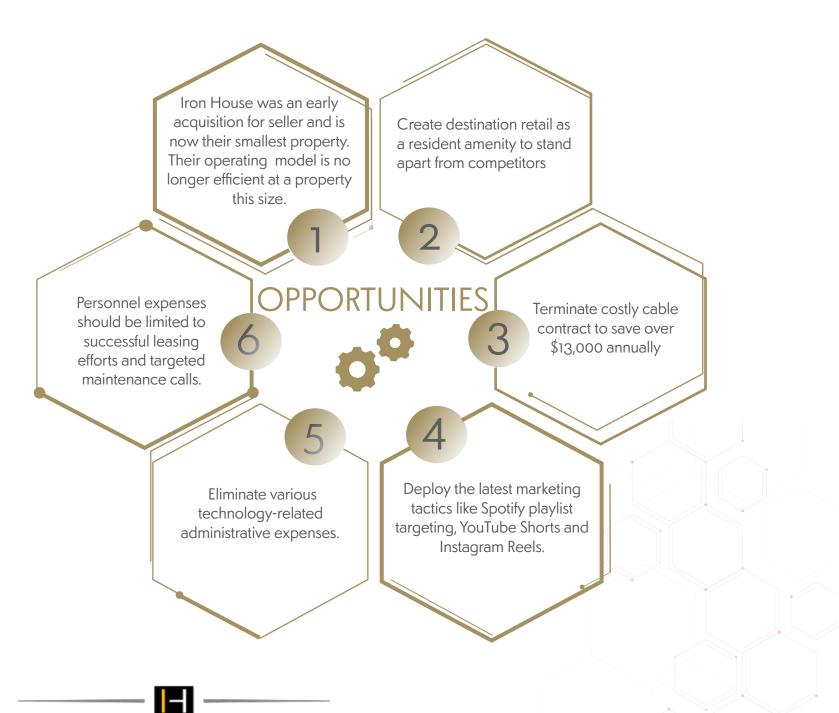
COMMERCIAL

EFFECTIVE RENT / MO		\$3,304
EFFECTIVE RENT / SF /	YR	\$27.00

4 Executive Summary

INVESTMENT HIGHLIGHTS





6 Investment Highlights 7

SUBMARKET HEADLINES

Demand to live in VCU on-campus housing exceeds beds available. With residence halls maxed out, students (mainly upperclass and graduate) are integrating into local neighborhoods near VCU (Oregon Hill, the Fan, Carver, etc.) more than ever before. (Axios)

Virginia has gained 85,000 residents since 2020 and 48% of those new residents relocated to the Richmond MSA. The influx of college-educated adults suggests Richmond's "knowledge economy" is growing at a rate that will open up additional opportunities for recent graduates, boost median incomes, and drive property values higher. (Axios)

VCU has 29,000 students enrolled and contributes billions to the local economy each year. 2025 Freshman enrollmment is up 6.6% over 2024. Research funding has grown 70% over the past several years, showing increased competitiveness among national research universities. (Virginia Commonwealth University)

As of Q3 2025 Richmond multi-housing characterized by tightening market conditions and a shift in supply/demand balance leading to reduced vacancy rates and more balanced rental growth.

(PwC Q3 2025 Investor Survey)

Richmond's economy is solidly anchored by education and healthcare, with a large number of VCU graduates entering the local workforce in clinical research, public health administration, and other technically skilled roles. (Axios)





















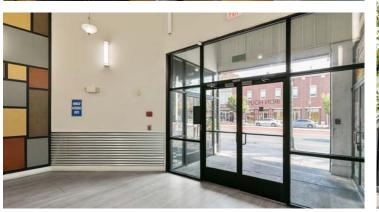
















FINANCIALS

rent roll Summary	UN	IT MIX	0	CCUPAN	NCY	SQU FOO		EFFEC REI		MARKE	T RENT
	#	%	% Осс	# Occ	# Vacant	Total	Avg	\$/M	\$ PSF	\$/M	\$ PSF
1BD 1BA	25	63%	100%	25	0	14,139	566	\$1,094	\$1.93	\$1,170	\$2.07
2BD 2BA	6	15%	83%	5	1	5,283	881	\$1,645	\$1.87	\$1,724	\$1.96
3BD 2BA	4	10%	100%	4	0	4,883	1,221	\$2,045	\$1.68	\$2,033	\$1.67
Commercial	4	10%	75%	3	1	5,860	1,465	\$3,304	\$2.25	\$2,703	\$1.84
TOTALS	39	100%	95%	37	2	30,165	754	\$1,500	\$1.99	\$1,499	\$1.99

COMMERCIAL SUMMARY	TENANT	SQ. FT.	LEASE YEAR			PSF		Market rent
Suite A	Hangry Joe's Hot Chicken	2,000	12/1/2023	\$5,242	\$62,907	\$31	Mod Gross	\$20 PSF NNN
	CRY 10		12/1/2024	\$5,400	\$64,794	\$32	Tax & Ins	
			12/1/2025	\$5,562	\$66,738	\$33		
			12/1/2026	\$5,728	\$68,740	\$34		
			12/1/2027	\$5,900	\$70,803	\$35		
	oral Jan		12/1/2028	\$6,077	\$72,927	\$36		
	Hot Chicken		12/1/2029	\$6,260	\$75,115	\$38		
			12/1/2030	\$6,447	\$77,368	\$39		
			12/1/2031	\$6,641	\$79,689	\$40		
Suite B	No Limits Nutrition Center	1,140	6/1/2023	\$1,486	\$17,828	\$16	MG	\$20 PSF NNN
	NO DISTORT		6/1/2024	\$1,515	\$18,185	\$16	Tax & CAM	
	MO:LIMITSX		6/1/2025	\$1,577	\$18,919	\$17		
	NUTRITION		6/1/2026	\$1,624	\$19,492	\$17		
Suite C	Vacant							\$20 PSF NNN
Suite D	Jazz Kutz and Stylz, LLC	1,200	2/1/2023	\$1,791	\$21,493	\$18	MG	\$20 PSF NNN
	IATZ KUTZ C CTVI Z	•	2/1/2024	\$1,845	\$22,138	\$18	Tax & CAM	
	JAZZ KUTZ & STYLZ	1	2/1/2025	\$1,845	\$22,138	\$18		



		TRAILING	12		YEAF	R 1
Rental Income	Total	Unit	% GPR	Total	Unit	% GPR
Gross Potential Rent (GPR)	\$713,507	\$18,295	100.0%	\$750,348	\$19,240	100.0%
Loss / Gain to Lease	(\$13,450)	(\$345)	-1.9%	(\$31,528)	(\$808)	-4.2%
Vacancy + Reno Downtime	(\$70,373)	(\$1,804)	-9.9%	(\$48,049)	(\$1,232)	-6.4% *
Concessions	(\$15,451)	(\$396)	-2.2%	(\$7,003)	(\$180)	-0.9%
Bad Debt	(\$11,671)	(\$299)	-1.6%	(\$7,003)	(\$180)	-0.9%
Total Rental Income	\$602,562	\$15,450	84.5%	\$656,764	\$16,840	87.5%
Other Income	Total	Unit	% GPR	Total	Unit	% GPR
Utility Reimbursements	\$30,933	\$793	4.3%	\$35,000	\$897	4.7%
Commercial Pass-Throughs	\$15,366	\$394	2.2%	\$17,387	\$446	2.3%
Insurance Reimbursements	\$1,509	\$39	0.2%	\$1,707	\$44	0.2%
Other Fees & Charges	\$28,113	\$721	3.9%	\$31,810	\$816	4.2%
Total Other Income	\$75,921	\$1,947	10.6%	\$85,904	\$2,203	11.4%
Total Income	\$678,483	\$17,397	95.1%	\$742,668	\$19,043	99.0%
_						0/ 501
Expenses	Total	Unit	% EGI	Total	Unit	% EGI
Management Fee	\$28,071	\$720	4.1%	\$44,560	\$1,143	6.0%
Water/Sewer/Electricity	\$40,504	\$1,039	6.0%	\$41,991	\$1,077	5.7%
General & Administrative	\$15,668	\$402	2.3%	\$5,917	\$152	0.8%
Turnover	\$16,184	\$415	2.4%	\$11,833	\$303	1.6%
Repairs & Maintenance	\$11,506	\$295	1.7%	\$11,928	\$306	1.6%
Other Utilities	\$28,790	\$738	4.2%	\$14,200	\$364	1.9%
Contract Services	\$22,233	\$570	3.3%	\$23,048	\$591	3.1%
Personnel	\$36,966	\$948	5.4%	\$11,833	\$303	1.6%
Marketing & Advertising	\$27,665	\$709	4.1%	\$13,806	\$354	1.9%
Property Taxes	\$71,180	\$1,825	10.5%	\$74,004	\$1,898	10.0%
Insurance	\$19,118	\$490	2.8%	\$19,596	\$502	2.6%
Total Expenses	\$317,884	\$8,151	46.9%	\$272,717	\$6,993	36.7%
Net Operating Income	\$360,600	\$9,246	53.1%	\$469,951	\$12,050	63.3%

^{*} Year 1 Vacany includes renovation downtime. Stabilized vacancy 5% Year 2 and forward.

Underwriting notes

Income Notes						
Gross Potential Rent	3% annual rent growth over 2025 competitive set rents			Other Income All Units / Year	T12	Year 1
Loss to Lease	Year 1 assumes 2.5% loss to lease based on elevated GPR. Stabilizes at 1	Utility Reimbursements	\$854	\$875		
Vacancy	5% vacancy an through hold	Commencial Boso Thomas ha	\$424	\$435		
Concessions	1% concessions anually through hold based on competitive set	Income and Delive bound and a	\$42	\$43		
Bad Debt	1% bad debt annually through hold based on T12	Other Fees and Charges	\$776	\$795		
Utility Reimbursements	Full recovery of residential tenant water/sewer usage; add internet serv	Total	\$2,095	\$2,147		
Other Income	Misc. fees and recoveries such as court costs, renters insurance. All reir	nbursements and				
	other income increase 2.5% annually with inflation			Operating Expenses All Units / Year	T12	Year 1
Expense Notes				Management Fee	\$720	\$1.102
Management Fee	Per local management firm: 6% + minimal leasing and maintenance fees	; no personnel allocat	ion	Water/Sewer/Electricity	\$1,039	\$1,077
Water/Sewer/Electricity	Water/sewer and electricity grown 2.5% annually over T12	General & Administrative	\$402	\$1,56		
General & Administrative	Year 1 eliminates software, technology, and office overhead from T12	Turnover	\$415	\$311		
Turnover	Assumes 40% annual turnover at \$1,000 per turn				\$295	\$306
Repairs & Maintenance	Grown 2.5% annually over trailing to account for inflation			Other Utilities	\$738	\$373
Other Utilities	Terminate cable contract, extend interenet service agreement			Contract Services	\$570	\$591
Contract Services	Retain existing janitorial, alarm, trash, and pest control contracts			Personnel	\$948	\$311
Personnel	Leasing commissions and non-routine maintenance calls			Marketing & Advertising	\$709	\$363
Marketing & Advertising	Standard online marketing without Campus Network package			Property Taxes	\$1,825	\$1,897
Property Taxes	Assumes 2.5% annual growth.			Insurance	\$490	\$502
Insurance	Assume buyer steps into current coverage			Total	\$8,151	\$6,989
Renovation Notes						
Interior Renovations	All 2B & 3B units in Year 1 (10 total); 30 days downtime per unit	Per Unit	Total			
Appliances	Smart refrigerator, smart microwave	\$3,000	\$30,000			
Baths	Backlit/halo mirrors, new vanities	\$2,000	\$20,000			

\$3,050

\$2,500

\$1,250

Totals \$11,947

\$147

\$30,498

\$25,000 \$12,500

\$5,900

\$123,898

Premium kitchens & baths in VCU market

Recessed and other integrated lighting to brighten spaces

Each renovated unit tol have a mural theme

High end LVP

LVP Flooring

Paint (Murals)

5% Contingency

Premium Lighting Package







1 W Cary St



Parc View



Rental In Gross Potentia

Reno Premium Unit /

Loss / Gain to

Total Rental In

Utility Reimburser Commercial Pass-Thro Insurance Reimburser

Effective Gross Rev

Managemer Water/Sewer/Elec General & Administ

Repairs & Mainter

Marketing & Adver

Net Operating Inc

Contract Se

Other In Total Other In

General Vac

	1	2	3	4	5
Rental Income	9/30/2026	9/30/2027	9/30/2028	9/30/2029	9/30/2030
oss Potential Rent	\$750,348	\$772,964	\$796,153	\$820,037	\$844,639
ium Unit / Month	\$187	\$209	\$216	\$222	\$229
s / Gain to Lease	(\$31,528)	(\$7,730)	(\$7,962)	(\$8,200)	(\$8,446)
General Vacancy	(\$48,049)	(\$41,949)	(\$43,185)	(\$44,458)	(\$45,768)
Concessions	(\$7,003)	(\$7,652)	(\$7,882)	(\$8,118)	(\$8,362)
Bad Debt	(\$7,003)	(\$7,652)	(\$7,882)	(\$8,118)	(\$8,362)
tal Rental Income	\$656,764	\$707,981	\$729,243	\$751,143	\$773,700
Other Income					
Reimbursements	\$35,000	\$36,278	\$37,185	\$38,115	\$39,068
ial Pass-Throughs	\$17,387	\$18,022	\$18,473	\$18,935	\$19,408
Reimbursements	\$1,707	\$1,770	\$1,814	\$1,859	\$1,906
Other Income	\$31,810	\$32,972	\$33,796	\$34,641	\$35,507
tal Other Income	\$85,904	\$89,042	\$91,268	\$93,550	\$95,889
e Gross Revenue	\$742,668	\$797,023	\$820,511	\$844,693	\$869,589
Expenses					
Management Fee	(\$44,560)	(\$47,821)	(\$49,231)	(\$50,682)	(\$52,175)
Sewer/Electricity	(\$41,991)	(\$43,040)	(\$44,116)	(\$45,219)	(\$46,350)
& Administrative	(\$5,917)	(\$6,065)	(\$6,216)	(\$6,372)	(\$6,531)
Turnover	(\$11,833)	(\$12,129)	(\$12,433)	(\$12,743)	(\$13,062)
s & Maintenance	(\$11,928)	(\$12,226)	(\$12,532)	(\$12,845)	(\$13,167)
Other Utilities	(\$14,200)	(\$14,555)	(\$14,919)	(\$15,292)	(\$15,674)
Contract Services	(\$23,048)	(\$23,625)	(\$24,215)	(\$24,821)	(\$25,441)
Personnel	(\$11,833)	(\$12,129)	(\$12,433)	(\$12,743)	(\$13,062)
ing & Advertising	(\$13,806)	(\$14,151)	(\$14,505)	(\$14,867)	(\$15,239)
Property Taxes	(\$74,004)	(\$75,854)	(\$77,750)	(\$79,694)	(\$81,687)
Insurance	(\$19,596)	(\$20,086)	(\$20,588)	(\$21,102)	(\$21,630)
Total Expenses	(\$272,717)	(\$281,682)	(\$288,938)	(\$296,381)	(\$304,018)
perating Income	\$469,951	\$515,341	\$531,573	\$548,311	\$565,572

MARKET OVERVIEW

Downtown Richmond is the prime rental node for millennials in the metro. Anchored by lively neighborhoods such as The Fan and Scott's Addition, as well as by the thousands of students enrolled at VCU, demand for apartments is typically steadier than in other parts of the metro.

RMA	Fan/VCU	Occupancy Forecast	RMA	Fan/VCU	Rent Growth Forecast
93.06%	94.49%	2026	1.61%	3.64%	2026
92.80%	94.20%	2027	2.34%	3.27%	2027
92.61%	93.80%	2028	2.97%	4.07%	2028
92.45%	93.69%	2029	2.74%	3.68%	2029
92.30%	93.56%	2030	2.49%	3.38%	2030
92.64%	93.95%	5-Year Avg	2.43%	3.61%	5-Year Avg



conducts economic impact studies to quantify its contributions. VCU's total economic impact on Virginia was over \$9.5 billion annually, encompassing both its academic and healthcare oper-

VCU and its affiliaed health system (VCU Health) are among the largest employers in the City of Richmond, employing over 18,000 faculty, staff, and healthcare professionals





Full-Time Enrollment 23,412

Richmond Area Jobs

Research Funding

\$500m+ annually



Market Overview 15 14 Financials

	Address	Similarity	Dist. (mi)	Built/ Reno	# Units	Stories	Avg Sqft	Occupancy %	1BR	1BR PSF	2BR	2BR PSF	3BR	3BR PSF	Avg	Avg PSF
Iron House Apartments	1309 West Broad St			2007	35	3	698	97.1%	\$1,096	\$1.91	\$1,699	\$1.46	\$1,699	\$1.32	\$1,498	\$1.49
1322 W Broad	1322 West Broad St	78.0%	0.07	2015	20	4	705	85.0%	\$1,285	\$2.03	\$1,720	\$1.76	-	-	\$1,394	\$1.94
Coliseum Lofts	1335 West Broad St	58.9%	0.07	2002	112	3	756	93.8%	\$1,276		\$1,622	\$2.23	\$2,129	\$2.08	\$1,600	\$2.14
1510 W Lofts	1510 West Broad St	74.3%	0.11	2010	17	3	787	82.4%	\$1,195	\$1.75	\$1,373	\$1.78	-	-	\$1,313	\$1.77
Liberty Circle	1600 Monument Ave	44.1%	0.16	2015	137	9	765	96.4%	-	-	\$1,334	\$1.61	\$1,890	\$2.27	\$1,550	\$2.26
Cornish Brewery	1201 West Clay St	90.9%	0.20	2005	37	3	771	97.3%	-	-	\$1,650	\$2.06	-	-	\$1,650	\$2.06
1005 Grove Ave @ VCU	1005 Grove Ave	75.7%	0.32	1937	36	3	658	94.4%	\$1,394	\$2.09	-	-	-	-	\$1,394	\$2.09
The Biggs Building	900 West Marshall St	82.3%	0.33	2005	66	2	781	98.5%	\$1,299	\$2.37	\$1,666	\$1.84	-	-	\$1,561	\$1.90
Park Plaza @ Belvidere	515 West Franklin St	71.9%	0.55	2003	92	6	917	94.6%	\$1,393	\$2.11	\$2,324	\$1.94	\$2,905	\$1.41	\$2,274	\$1.82
Grace & Monroe s	401 West Grace St	85.0%	0.60	1911	57	3	697	91.2%	\$1,139		\$1,568	\$1.89	-	-	\$1,309	\$2.10
805W Lofts	805 West Cary St	56.4%	0.62	2019	103	4	727	99.0%	\$1,565	\$2.24	\$1,745	\$1.95	-	-	\$1,610	\$2.13
The Loop at Midtown (*preleasing)	2 West Franklin St	86.7%	0.85	2025	36	4	892	52.8%	\$1,562	\$2.42	\$2,286		\$3,050	\$2.17	\$2,328	\$2.35

90 DAY LEASING TRENDS

	Iron H Aparti		Cornish	Brewery	The Lo		Eagle N	Aill Lofts	Grace &	Monroe	Coliseu	m Lofts	1510 V	/ Lofts	The Bigg	s Building	Comps	Avg
Management Company	Lev Manag		University	Property	Gall Reside	lery ential	Pondok Management				Atrium Management		Peak Property Management		Thalhimer Multifamily			
1BR Rents																		
30-Day Avg	\$1,096	\$1.91			\$1,562		\$1,181	\$2.18	\$1,139	\$2.36	\$1,276	\$2.40	\$1,185	\$1.55	\$1,299	\$2.37	\$1,274	\$2.21
60-Day Avg	\$1,141	\$1.95	\$1,400	\$1.87	\$1,607	\$2.41	\$1,210	\$2.28	\$1,139	\$2.36	\$1,275	\$2.49	\$1,174	\$1.67	\$1,308	\$2.39	\$1,302	\$2.21
90-Day Avg	\$1,133	\$1.98	\$1,363	\$1.87	\$1,485		\$1,210	\$2.28	\$1,160	\$2.25	\$1,275	\$2.49	\$1,174	\$1.67	\$1,305	\$2.38	\$1,282	\$2.18
																	<u>,</u>	
2BR Rents																		
30-Day Avg	\$1,699	\$1.46	\$1,650	\$2.06			\$1,362	\$1.73	\$1,568	\$1.89	\$1,622	\$2.24	\$1,388	\$1.80	\$1,666	\$1.84	\$1,533	\$2.00
60-Day Avg	\$1,623	\$1.81	\$1,673	\$2.06	\$2,192		\$1,350	\$1.80	\$1,530	\$1.96	\$1,650	\$2.16	\$1,375	\$1.71	\$1,681	\$1.80	\$1,525	\$1.98
90-Day Avg	\$1,623	\$1.81	\$1,673	\$2.06	\$2,190		\$1,350	\$1.80	\$1,514	\$1.98	\$1,650	\$2.16	\$1,413	\$1.72	\$1,676	\$1.80	\$1,524	\$1.98
										•	• • • • • • • • • • • • • • • • • • • •							
3BR Rents										••••••								
30-Day Avg	\$1,699	\$1.32				\$2.17	\$1,792	\$1.49	-	-	\$2,129	\$2.08	-			- //	\$2,324	\$1.91
60-Day Avg	\$1,699	\$1.40				\$2.17	\$1,810	\$1.51	-	-	\$2,274	\$2.20	-	-	-	-	\$2,378	\$1.96
90-Day Avg	\$1,699	\$1.40				\$2.17	\$1,810	\$1.51	-	-	\$2,274	\$2.20	-	-	-	-	\$2,378	\$1.96

Winter	/	Early	Spring
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Students start exploring options. VCU Off-Campus Student Services holds workshops, "tips & tricks" events, roommate mixers.

Spring

The leasing market picks up heavily. Many leases for August move-in are advertised in this window. Decisions are made, deposits and applications start. Students often commit to 12-month or academic year leases around this time.

Summer

Finalizing moves, checking in, possibly negotiating shorter term or subleases. August is the move-in point for many leases that were agreed earlier. Some leases may start in Summer if students want to stay early.

Fall

New semester begins. Some students move in if leases start right before classes. Later leases or subleases may pop up for people who changed plans. After August move-ins, saavy landlords can offer short-term leases while remaining on schedule for the summer leasing season









35 Apartments



20 Apartments Renovated 2015







Coliseum Lofts 1335 W. Broad St



3) 1510 W Lofts

1510 W. Broad St



5) Cornish Brewery Apartments 1201 W. Clay St



7) 1005 Grove Ave @ VCU 1005 Grove Ave



9) Park Plaza @ Belvidere 515 W. Franklin St

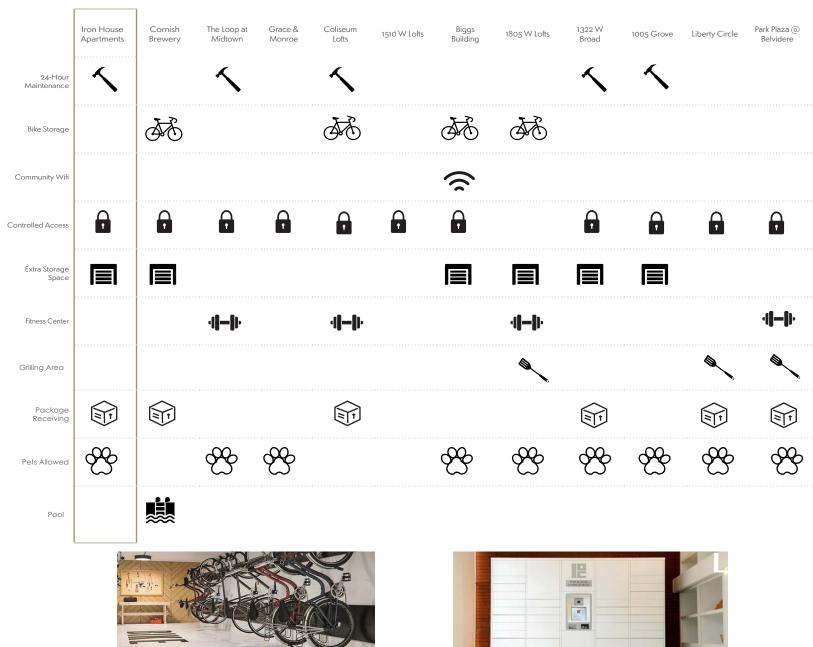


11) The Loop at Midtown 2 W. Franklin St



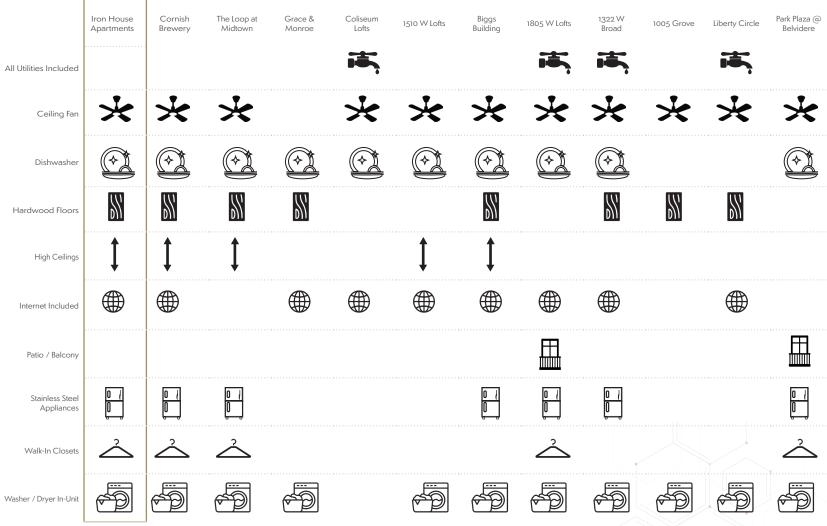
COMMUNITY AMENITIES

UNIT AMENITIES







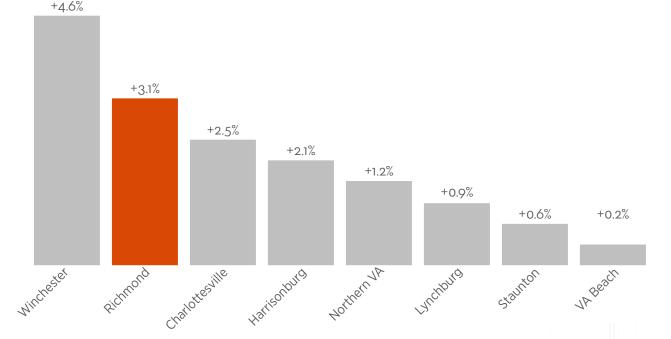








The Richmond Metropolitan Statistical Area (MSA) in Virginia encompasses the city of Richmond and surrounding counties, with a population of approximately 1.37 million people as of 2025. Over the past two decades, the Richmond region has grown by approximately 30%, adding nearly 400,000 residents.



39 MEDIAN AGE

85% HIGH SCHOOL + EDUCATION

\$82Kmedian HH INCOM

#1 STATE FOR BUSINESS 2024
Source: CNBC

#1 TOWN TO VISIT IN THE U.S. 2024
Source: CNN Travel

#1 STATE FOR EDUCATION
SOURCE: CNBC



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