20 08
ONE SOUTH
COMMERCIAL

30 Apartments + 5 Commercial Suites

IRREPLACEABLE LOCATION IN HISTORIC SHOCKOE SLIP

EXECUTIVE SUMMARY

The Shockoe Collection represents a rare opportunity to acquire a two-building, mixed-use portfolio located in the heart of Shockoe Slip—one of Richmond's most historically significant and supply-constrained submarkets.

Originally constructed in the late 19th century and thoughtfully repositioned over time, the assets feature classic architectural elements including exposed brick, heavy timber beams, and high ceilings—attributes that continue to command strong renter demand.

Positioned within immediate proximity to Richmond's central business district, the James River waterfront, and a dense concentration of restaurants, entertainment, and employment centers, The Shockoe Collection benefits from a highly walkable, live-work-play environment that continues to attract a favorable renter demographic.

Current ownership has maintained stable operations, providing investors an opportunityto reposition the asset upmarket and optimize revenue through targeted interior upgrades and a mark-to-market leasing strategy. The combination of iconic historic character, high-barrier infill location, and multiple avenues for value creation positions The Shockoe Collection as a compelling investment opportunity for investors looking for a long-term trophy asset.

INVESTMENT HIGHLIGHTS

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1. **Durable Downside Protection on Basis:** This is an irreplaceable Shockoe Slip address anchored by institutional-grade demand drivers and insulated from new supply by steep replacement costs.

2. **Embedded Residential Mark-to-Market:** In place apartment rents sit meaningfully below market across the rent roll, with the largest loss concentrated in specific floorplans. Accelerate loss-to-lease burn off through targeted renovations (see page 10) and compound with long-term incremental growth.

3. **Commercial Re-tenanting:** The commercial component is leased well below prevailing rates. Rolling these leases to market at renewals and turnover can generate a meaningful 40% step-change in NOI from a very manageable tenant base.

4. **Operational Normalization:** Operating expenses currently consume 60% of effective gross income, well above peer assets. Bringing expenses in line with market through professional management and scale offers a clear, controllable path to margin expansion independent of revenue growth.

5. **Near-term Stabilization:** Recapture up to $70,000 in annual economic loss through proactive management and leasing.

INVESTMENT HIGHLIGHTS

ATTRACTIVE BASIS VS. REPLACEMENT COST

- Going-in basis of approximately $225,000/unit ($164/SF) sits well below the $275K–$325K/unit ($300–$350/SF) required to deliver comparable new product in this submarket — a discount of roughly 25–30% per unit to replacement cost.
- New infill construction is not only economically unfeasible, it is impacted by a City of Richmond Old and Historic overlay that governs demolition and new construction across the district.
- The result is hard downside protection. The asset is insulated from new-supply competition that simply doesn't pencil.

DIVERSE AND STABLE DEMAND DRIVERS

- A broad, resilient renter base — young professionals, graduate students, and workforce renters, rather than dependence on any single employer or sector.
- Demand anchored by Richmond's diversified economy: state government, healthcare, finance, and professional services all within the immediate trade area.
- Walkability to 50+ restaurants, retail, and entertainment venues.
- Consistent submarket occupancy and limited new deliveries reinforce income stability through cycles.

FLEXIBLE VALUE-CREATION LEVERS

- The mixed-use structure offers several independent levers: residential renovation, commercial re-tenanting (including the vacant 3,600 SF suite at full market potential), and expense normalization, so success doesn't hinge on any single execution.
- Alternatively, convert vacant commercial area to amenity space for residents' and for residential and commercial use.
- Capture additional rental upside through short-term, corporate or furnished-residential leasing given the location's walkability to the state capitol, central business district, and VCU Medical Center.
- 1206 Shockoe Lane includes seven (7) two-story townhouse-style units, offering a meaningful differentiator over competing properties in this urban environment.
- As the residential and commercial components mark to market, operations should support a favorable recapitalization into long-term, fixed-rate debt.

PROPERTY DETAILS

PROPERTY DETAILS

GROSS SQUARE FOOTAGE:

- **104 Shockoe Slip:** 29,016 gross SF, 5 stories + Basement, 4,836 SF floor plates (1 elevator)
- **1206 Shockoe Lane:** 27,132 gross SF, 3 stories + Basement; 6,783 SF floor plates

RENTABLE SQUARE FOOTAGE:

- **104 Shockoe Slip:** 23,858 rentable SF
  16 apartments / 14,600 rentable SF + 5 commercial suites / 9,258 rentable SF
- **1206 Shockoe Lane:** 17,258 rentable SF / 14 apartments

PARCEL ID: E0000065008

SITE AREA: .26 acres (115 units per acre)

ZONING: B-5 Central Business District — dense, by right mixed-use spanning residential, commercial, and hospitality

YEAR BUILT/RENOVATED:

- **104 Shockoe Slip:** 1880/1977 ▪ **1206 Shockoe Lane:** 2001

METERING:

- Commercial and residential units individually metered for electricity
- Water/Sewer and gas are master-metered

LAUNDRY:

Multiple common area laundry facilities free to residents; operated and maintained by Automatic Leasing

ROOFS:

- **104 Shockoe Slip:** 2021 TPO membrane ▪ **1206 Shockoe Lane:** 2001 TPO membrane

HVAC:

- **104 Shockoe Slip:** 16 roof-mounted split system heat pumps for apartments;
  4 ground-mounted split system heat pumps for commercial spaces
- **1206 Shockoe Lane:** 19 roof-mounted split system heat pumps

PARKING:

Adjacent parking garages at 100 S. 13th St & 106 Shockoe Slip offer secure monthly parking

CURRENT BUILDING AMENITIES:

Pets Allowed, Controlled Access, Resident Storage, Free Laundry Facilities

CURRENT UNIT AMENITIES:

Resident-Controlled Air Conditioning, Walk-In Closets, High Ceilings, Hardwood Floors, Ceiling Fans, Dishwashers

RESIDENTIAL UNIT INFORMATION

Unit Name	Unit Type	Unit Count	Avg SF	% Occ	Occupied	Vacant	In Place	PSF	MARKET	PSF
A1	1BD 1BA	6	752	100%	6	0	$1,191	$1.58	$1,360	$1.81
B1	2BD 1BA	1	1,041	100%	1	0	$1,399	$1.34	$1,600	$1.54
B2	2BD 1.5BA	4	1,429	100%	4	0	$1,429	$1.00	$1,750	$1.22
B3	2BD 2BA	16	913	93%	15	1	$1,459	$1.60	$1,800	$1.97
B4	2BD 2.5BA	2	1,915	100%	2	0	$2,194	$1.15	$2,300	$1.20
C1	3B 2.5BA	1	2,181	100%	1	0	$2,399	$1.10	$2,600	$1.19
		30	**1,063**	**96%**	**29**	**1**	**$1,480**	**$1.46**	**$1,759**	**$1.66**

1206 Shockoe Lane, Unit 101
1BD 1BA / 812 SF

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RESIDENTIAL RENT COMP ANALYSIS

Property Name	Address	Units	Vacancy %	Avg Unit SF	Avg Effective/Unit	Avg Effective/SF	1BD Avg/Unit	1BD Avg/SF	2BD Avg/Unit	2BD Avg/SF	3BD Avg/Unit	3BD Avg/SF
Dill Building	2020 E Franklin St	55	5.5%	851	$1,417	$1.66	$1,287	$1.61	$1,422	$1.73	$2,486	$1.62
The Watkins at Shockoe	117 S 14th St	83	10.8%	899	$1,516	$1.69	$1,310	$1.66	$1,903	$1.65		
Theatre Row	115 W Broad St	24	0.0%	1,336	$1,835	$1.39	$1,529	$1.13	$1,562	$1.43	$2,169	$1.39
Phoenix On Foushee	1 E Cary St	20	5.0%	916	$1,887	$2.06	$1,571	$2.44	$1,972	$1.70	$2,443	$1.91
Garber Gables	2201 E Franklin St	51	2.0%	845	$1,811	$2.14	$1,671	$2.42	$1,909	$1.99	$2,204	$1.76
First National Apartments	823 E Main St	158	5.7%	975	$1,778	$1.82	$1,537	$2.10	$2,063	$1.78	$2,428	$1.24
Average		**65**	**4.8%**	**944**	**$1,685**	**$1.80**	**$1,472**	**$1.94**	**$1,883**	**$1.75**	**$2,382**	**$1.45**

Dill Building

The Watkins at Shockoe

Theatre Row

ONE SOUTH COMMERCIAL

PRO FORMA RENOVATION ANALYSIS

Upgrading The Shockoe Collection's classic units with modern finishes and features similar to those at The Locks at 311 S. 11th St. should provide a healthy return on renovation costs, promote year-over-year rent growth, and anchor long-term value.




The Locks, 311 S. 11th Street

THE LOCKS – RENOVATED COMPARABLE

Beds	Avg SF	Mix %	Avg Rent	Avg PSF
All 1 Beds	697	72.20%	$1,744	$2.50
All 2 Beds	1,159	27.80%	$2,176	$1.88
Average	**826**	**100.00%**	**$1,865**	**$2.26**

SHOCKOE COLLECTION – RENOVATION ESTIMATES

Room	Per Unit Cos	# of Spaces	Total Cost
Kitchen	$11,876	x 29 apartments	$344,403
Bathrooms	$3,646	x 54 bathrooms	$196,906
LVP Flooring	$3,141	x 39,088 rentable SF	$171,596
Washer/Dryer	$3,282	x 29 apartments	$95,166
Ceiling Fans	$499	X 49 bedrooms	$24,469
Lighting Fixtures	$1,278	x 29 apartments	$37,060
Paint	$819	x 39,088 rentable SF	$32,834
Lobbies, Corridors & Elevator			$125,000
		Project Total	**$1,027,435**

Unit Type	Units Renovated	In-Place Rent	Renovated Rent	Renovation Premium
1BD 1BA	6	$1,141	$1,400	$259
2BD 1BA	1	$1,399	$1,750	$351
2BD 1.5BA	4	$1,429	$1,850	$421
2BD 2BA	16	$1,459	$2,000	$541
2BD 2.5BA	1	$1,929	$2,400	$471
3B 2.5BA	**1**	**$2,399**	**$2,700**	**$301**
	29*	**$1,436**	**$1,884**	**$449****

*1206 Shockoe Lane Unit 202 was renovated in May 2026.

**Cost Estimates from rsmeansonline.com




104 Shockoe Slip Unit 2C, 2BD 2BA / 900 SF

COMMERCIAL UNIT INFORMATION

COMMERCIAL RENT ROLL SUMMARY

	Tenant	Rent Start	Expiration	Rentable SF	Base Rent	Annual PSF	Rent Increases	Base Rent	Annual PSF	Pass-Throughs
Bowers Bldg A	CRA Communications	5/1/2021	7/31/2026	2,642	$3,716.99	$16.88	8/1/2026	$3,828.50	$17.39	**RE Tax:** Pro Rata over 2021 Base Year **CAM:** None **Insurance:** None
							8/1/2027	$3,943.36	$17.91	
							8/1/2028	$4,061.66	$18.45	
							8/1/2029	$4,183.51	$19.00	
							8/1/2030	$4,309.01	$19.57	
							8/1/2031	$4,438.28	$20.16	
Bowers Bldg B	Kahler Slater	12/1/2016	2/29/2024	1,084	$1,555.38	$17.22	3/1/2027	$1,602.04	$17.73	**RE Tax:** Pro Rata over 2017 Base Year **CAM:** None **Insurance:** None
Bowers Bldg C	S.B. Ballard	4/1/2016	3/31/2018	1,189	$600.00	$6.06				**RE Tax:** Pro Rata over 2016 Base Year **CAM:** None **Insurance:** None
Bowers Bldg D	Mise En Place	5/1/2015	4/30/2027	1,275	$1,000.00	$9.41				**RE Tax:** Pro Rata over 2021 Base Year **CAM:** None **Insurance:** None
Shockoe Lane 1	VACANT			3,068						

TOTALS

Occupied Sqft:	66.86%	4 Units	6,190	$6,872.37
Vacant Sqft:	33.14%	1 Unit	3,068	$0.00
Totals	**100.00%**	**5 Units**	**9,258**	**$6,872.37**

COMMERCIAL LEASING ASSUMPTIONS

	Current Tenant	Rentable SF	Expiration	Renewal Probability	Market Rent PSF	Market Rent Year	Term	Marketing Downtime	Escalations	TI Allowance PSF	Leasing Commission
Bowers Bldg A	CRA Communications	2,642	7/31/32	85%	$20.00	$52,840.00	60 Months	8 Months	3%	$20.00	4%
Bowers Bldg B	Kahler Slater	1,084	2/28/28	75%	$20.00	$21,680.00	60 Months	8 Months	3%	$20.00	4%
Bowers Bldg C	S.B. Ballard	1,189	MTM	85%	$15.00	$17,835.00	36 Months	8 Months	3%	$15.00	4%
Bowers Bldg D	Mise En Place	1,275	4/30/27	65%	$15.00	$19,125.00	36 Months	8 Months	3%	$15.00	4%
Shockoe Lane 1	Vacant	3,068	N/A	N/A	$10.00	$30,680.00	60 Months	12 Months	3%	$10.00	4%

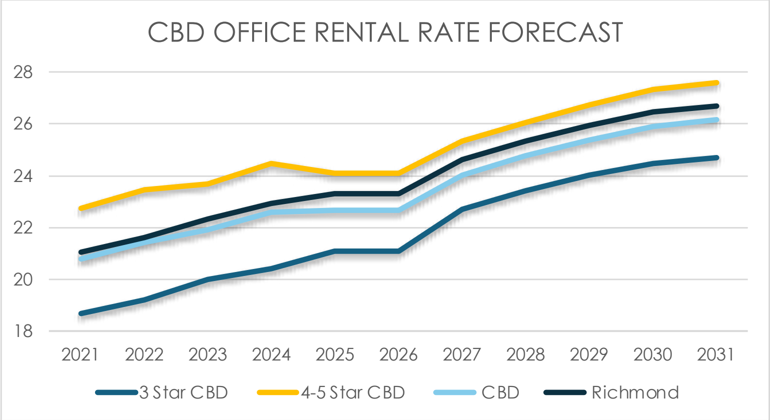
OFFICE MARKET ANALYSIS

DOWNTOWN RICHMOND OFFICE LEASE COMPS

Property Name	Address	Rating	SF Leased	Floor	Sign Date	Rent ($/SF)	Rent Basis
Chesterman Place	100 W Franklin St	3 Star	848	3rd	2/10/2026	$18.50	Full Service
Capitol Place	1108 E Main St	3 Star	230	9th	2/5/2026	$17.00	Full Service
City Center RVA	23 W Broad St	3 Star	1,912	4th	11/10/2025	$25.00	Full Service
208-212 E Leigh St	208-212 E Leigh St	3 Star	750	1st	6/1/2025	$20.00	Modified Gross
Two James Center	1021 E Cary St	4 Star	3,909	18th	4/11/2025	$31.00	Modified Gross

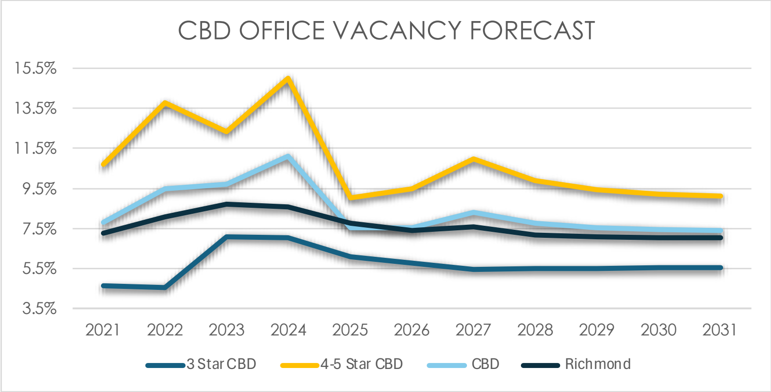
LEASE COMP METRICS

Rent Metrics	Low	Average	Median	High	Sign Date
Gross Starting Rent Per SF	$17.00	$26.61	$20.00	$31.00	2/10/2026
TI Allowance	$0.00	$5.00	$5.00	$10.00	2/5/2026
Months Free Rent	0	0	0	0	11/10/2025
Lease Attributes	Low	Average	Median	High	Sign Date
Months on Market	1	7	3	20	2/10/2026
Deal in Months	36	48	48	60	11/10/2025



DOWNTOWN RICHMOND SALE COMPS

Address	Built	RBA	Last Sold	Sale Price	Price PSF
3 S 12th St	1890	9,280	10/18/2006	$1,296,000	$140
108 N 8th St	1909	3,200	12/28/2012	$665,000	$208
121 Shockoe Slip	1880	5,831	08/03/2016	$515,000	$88
707 E Franklin St	1844	12,756	11/16/2018	$800,000	$63
9 S 5th St	1841	8,572	02/15/2019	$950,000	$111
1015 E Main St	1866	12,259	03/26/2024	$1,312,000	$107
26 N 8th St	1909	3,000	09/27/2024	$495,000	$165
15 S 5th St	1844	7,998	04/25/2025	$1,250,000	$156
9 S 12th St	1881	12,600	11/18/2025	$2,300,000	$183
Averages	**1874**	**8,388**	**8/20/19**	**$1,219,301**	**$127**



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PROPERTY PHOTOS

FINANCIAL ANALYSIS

CASH FLOW COMPARISON – TRAILING 12

TRAILING 12	Total	Per Unit	% RGPI	
Residential Rents	$539,238	$17,975	100.0%	
Residential (Loss) / Gain to Lease	($2,840)	($95)	-0.5%	Income statement reflects operator accounting protocols; rent roll shows -12% loss-to-lease
General Vacancy	($54,727)	($1,824)	-10.1%	Currently 96% Occupied
Non-Revenue Units / Model	($4,198)	($140)	-0.8%	2B 2.5BA unit incurred tenant-caused damage; unit has been fully renovated
Residential Concessions	($25,881)	($863)	-4.8%	
Residential Bad Debt	($10,356)	($345)	-1.9%	
Total Residental Rental Income	**$495,963**	**$16,532**	**92.0%**	
Pet Rent	$1,658	$55	0.3%	$25 per pet / month
Utility Reimbursements	$17,774	$592	3.6%	Water & sewer recoveries
Penalties	$3,849	$128	0.8%	
Service Fees	$21,114	$704	4.3%	Includes $250 month-to-month rent & parking income ranging from $115-$135/vehicle
Total Residential Other Income	**$45,145**	**$1,505**	**9.1%**	
Effective Gross Residential Income	**$486,381**	**$16,213**	**98.1%**	
Commercial Income	Total	Per Unit	%CGPI	
Commercial Rents	$129,725	$4,324	100.0%	
Commercial Reimbursements	$5,313	$177	4.1%	See commercial rent roll on page 11
Commercial Vacancy	($37,108)	($1,237)	-28.6%	One vacant unit @ 3,600 sf
Effective Gross Commercial Income	**$97,930**	**$3,264**	**75.5%**	
Effective Gross Income	**$584,311**	**$19,477**	**87.3%**	
Expenses	Total	Per Unit	%EGI	
Management Fee	$23,058	$769	3.9%	
Payroll	$39,496	$1,317	6.8%	Includes separate commercial and residential payroll and benefits plus
Water/Sewer	$24,135	$805	4.1%	
Electricity	$20,225	$674	3.5%	
Gas	$333	$11	0.1%	
Other Utilities	$134	$4	0.0%	Municipal stormwater management fee
General & Administrative	$26,122	$871	4.5%	
Marketing & Advertising	$18,839	$628	3.2%	
Repairs & Maintenance	$82,987	$2,766	14.2%	
Turnover	$18,273	$609	3.1%	
Supplies & Services	$74,464	$2,482	12.7%	Includes elective parking agreement with adjacent deck operator @ $38,000/year; no leases require parking
Property Taxes	$52,318	$1,744	9.0%	
Insurance	$34,596	$1,153	5.9%	Similar properties in Downtown Richmond paying $400-$600 per unit annually
Total Expenses	**$414,979**	**$13,833**	**71.0%**	
Net Operating Income	**$169,332**	**$5,644**	**29.0%**	

CASH FLOW COMPARISON – PRO FORMA

	YEAR 1			TRENDED 10-YEAR HOLD			
	Total	Per Unit	% RGPI	Total	Per Unit	% RGPI	
Residential Rents (assumes 2% annual residential growth)	$672,211	$22,407	100.0%	$736,052	$24,535	100.0%	Gross potential rent marked to competitive set / market rent
Residential (Loss) / Gain to Lease	($84,771)	($2,826)	-12.6%	($23,490)	($783)	-3.2%	Assumes 10% LTL going in, burning off to 1% stabilized LTL in Year 4.
Renovation Downtime & General Vacancy	($65,160)	($2,172)	-9.7%	($40,585)	($1,353)	-5.5%	Assumes 29 residential unit renovations (see page 10)
Residential Concessions	($2,633)	($88)	-0.4%	($3,532)	($235)	-0.5%	
Residential Bad Debt	($5,266)	($176)	-0.8%	($7,064)	$0	-1.0%	
Total Residental Rental Income	**$518,671**	**$17,289**	**77.2%**	**$695,777**	**$23,193**	**94.5%**	
Other Residential Income (assumes 2% annual residential other income growth)							
Pet Rent	$1,899	$63	0.4%	$2,079	$69	0.3%	
Utility Reimbursements	$20,354	$678	3.9%	$22,287	$743	3.2%	
Penalties	$4,408	$147	0.8%	$4,826	$161	0.7%	
Service Fees	$10,899	$363	2.1%	$11,934	$398	1.7%	
Recoveries	$0	$0	0.0%	$0	$0	0.0%	
MTM Fees	$0	$0	0.0%	$0	$0	0.0%	
Other Charges	$0	$0	0.0%	$0	$0	0.0%	
Total Residential Other Income	**$37,559**	**$1,252**	**7.2%**	**$41,126**	**$1,371**	**5.9%**	
Effective Gross Residential Income	**$551,940**	**$18,398**	**106.4%**	**$702,507**	**$23,417**	**101.0%**	
Expenses (assumes 2.5% annual expense growth)	Total	Unit	%EGI	Total	Per Unit	%EGI	
Management Fee	$28,093	$936	4.2%	$35,175	$1,172	4.2%	4% fee for central station management model
Payroll	$15,708	$524	2.3%	$17,599	$587	2.1%	Leasing and maintenance service fees as incurred
Water/Sewer	$18,205	$607	2.7%	$20,396	$680	2.4%	
Electricity	$728	$24	0.1%	$816	$27	0.1%	
Gas	$345	$12	0.1%	$387	$13	0.0%	
Other Utilities	$139	$5	0.0%	$156	$5	0.0%	
General & Administrative	$18,205	$607	2.7%	$20,396	$680	2.4%	
Marketing & Advertising	$7,586	$253	1.1%	$8,498	$283	1.0%	
Repairs & Maintenance	$37,928	$1,264	5.6%	$42,492	$1,416	5.1%	
Turnover	$12,137	$405	1.8%	$13,597	$453	1.6%	Assumes 40% annual turnover at $1,000 per turn
Supplies & Services	$22,500	$750	3.3%	$25,208	$840	3.0%	Standard trash, janitorial, elevator service contracts
Property Taxes	$64,800	$2,160	9.6%	$72,598	$2,420	8.6%	Assumes reassessment at 80% of purchase price
Insurance	$18,205	$607	2.7%	$20,396	$680	2.4%	
Total Expenses	**$244,580**	**$8,153**	**36.4%**	**$277,714**	**$9,257**	**33.0%**	
Net Operating Income	**$427,951**	**$14,265**	**63.6%**	**$563,261**	**$18,775**	**67.0%**	

LOCATION

SHOCKOE SLIP

Richmond's Historic Core

Shockoe Slip is one of Richmond's most vibrant and historically significant neighborhoods, offering a walkable urban environment with direct access to the central business district and waterfront amenities.

Key Drivers:

- Immediate proximity to Central Business District
- Walkable to restaurants, retail, and nightlife
- Access to Canal Walk and Capital Trail
- Strong connectivity to I-95 and I-64

THE RICHMOND MSA is one of the most stable and attractive secondary markets on the East Coast, defined by a diversified employment base, institutional presence, and consistent economic growth. As the capital of Virginia, Richmond benefits from a strong government presence alongside a deep roster of corporate headquarters and regional operations.

KEY ECONOMIC INDICATORS

- MSA Population: 1.3 million
- Unemployment Rate: 2.5%–3.0% (historically below national average)
- Median Household Income: $80,000+
- Job Growth (5-Year Avg): 1.5%–2.0% annually
- Multifamily Occupancy: 94%–96% stabilized
- Rent Growth (Pre-2023 Avg): 4%–6% annually

CORPORATE & INSTITUTIONAL PRESENCE

- Richmond is home to: 8 Fortune 500 Companies & 11 Fortune 1000 Companies
- Notable Headquarters: Altria, CarMax, Dominion Energy, Genworth, Owens & Minor & Markel
- Major Regional Employers: Capital One, CoStar Group, Amazon, Bon Secours, Truist, Wells Fargo, Bank of America, UPS, DuPont, Honeywell

DIVERSE EMPLOYMENT BASE

- Healthcare (15%)
- Retail Trade (10%)
- Transportation & Warehousing (9%)
- Finance, Insurance & Real Estate (8%)
- Professional & Technical Services (7–8%)
- Manufacturing (5%)

GOVERNMENT & EDUCATION ANCHORS

- State capital with significant public sector employment
- Federal Reserve (Fifth District)
- U.S. Court of Appeals (4th Circuit)
- Major universities feeding a skilled labor pipeline

BUSINESS CLIMATE & GROWTH DRIVERS

- Ranked among the top U.S. markets for business climate
- Strategic East Coast location along I-95
- Lower cost of living vs. DC / Northern Virginia
- Strong in-migration trends from higher-cost metros

DEMOGRAPHICS

POPULATION

POPULATION	1 mile	2 miles
2020 Population	18,742	72,864
2025 Population	20,763	79,439
2030 Population Projection	21,762	82,978
Annual Growth 2020-2025	2.2%	1.8%
Annual Growth 2025-2030	1.0%	0.9%
Median Age	33	32.2
Bachelor's Degree or Higher	59%	44%

HOUSING

HOUSING	1 mile	2 miles
Median Home Value	$440,983	$382,710
Median Year Built	1964	1961

INCOME

INCOME	1 mile	2 miles
Avg Household Income	$87,616	$83,241
Median Household Income	$66,315	$58,671
< $25,000	2,007	9,518
$25,000 - 50,000	2,467	6,673
$50,000 - 75,000	3,220	7,017
$75,000 - 100,000	1,894	4,218
$100,000 - 125,000	891	2,585
$125,000 - 150,000	599	1,601
$150,000 - 200,000	815	2,666
$200,000+	1,010	3,097

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RYAN RILEE
804.690.1482
ryan.rilee@onesouthcommercial.com

JUSTIN SLEDD
804.307.4060
justin.sledd@onesouthcommercial.com