

OAKTON PROFESSIONAL CENTER



NRT



2915 Hunter Mill Rd. #22-23 Oakton VA 22124

FOR SALE : \$540,000

PREPARED BY

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INVESTMENT

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SECOND LEVEL FLOOR MAP

NRT

PROPERTY INFORMATION

EXECUTIVE SUMMARY

THE PROPERTY

2915 Hunter Mill Rd. #22-23
Oakton VA 22124

PROPERTY SPECIFICATIONS



Property Type:	Office Condo
Class:	B
Building Size:	2218 SF
Number of Units:	Two office condo units are sold in one piece
Year Built	1980
Zoning	C-2
Condo Fee	\$1943/qtr
Tax Map#	#22 : 0472-22-00-22 #23 : 0472-22-00-23
2017 Tax assessment	#22 : \$268,140 #23 : \$186,550
Total Tax assessment	\$454,690
2017 Property Taxes	#22 : \$3,448 #23 : \$2,399
Vacancy	100%
Annual Potential Rental Income	\$21/ SF : \$46,578/year
Operating Expenses	\$13,619/year
Potential NOI	\$32,959/year
Sales Price	\$540000
Cap Rate	%6.1

PROPERTY INFORMATION

PROPERTY HIGHLIGHTS

The property consists of two condominium units that have been combined for a total of 2,218 SF of professional office space. There are 2 tax parcels and they are being sold together. The first level has five offices, a conference room, a reception counter, administrative space and 2 restrooms. Stairs lead to a large loft office with a vaulted ceiling and 5 skylights. Columns, moldings and wood floors set this property apart and make it the perfect choice. Ample surface parking is available throughout the complex. Prime office location in the heart of Oakton and surrounded by shops and restaurants all within walking distance. It is right next to CVS, Giant, Wells Fargo, Bank of America Capital Bank. Minutes away from I-66 and the beltway. Vienna Metro Station and Fairfax city, Tysons corner, Vienna town are within 5-15 minutes drive time.

Population of 323,756 lives within 15 minute drive time with the median household income of \$116,382. Total daytime population is 420,438 with 279,320 workers daily travelling to the area. More than 14000 businesses are located around the property.

Supply & demand data of businesses in the immediate market of the property indicate that the location of property is perfect for companies providing professional, administrative, legal support, and finance, insurance, health care and personal care services.

DON'T MISS THIS GREAT INVESTMENT OPPORTUNITY with potential 7.5% CAP, 6.1% before tax cash on cash return in the first year, 7.93% IRR in second year and 16.1% IRR on 10th years.

IMMEDIATE SURROUNDING BUSINESSES



PROPERTY INFORMATION
INDOOR PHOTOS OF THE PROPERTY



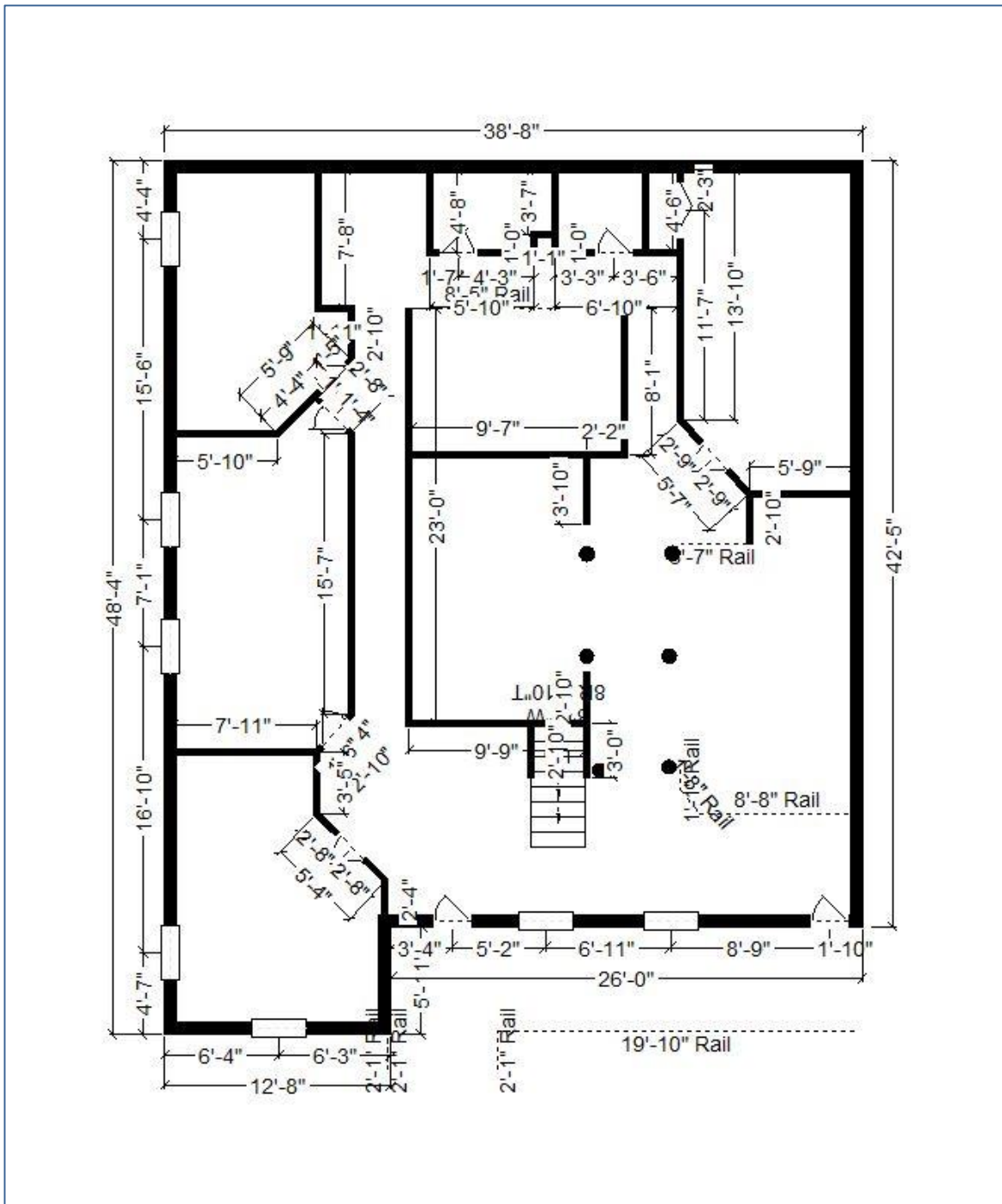
PROPERTY INFORMATION
OUTDOOR PHOTOS



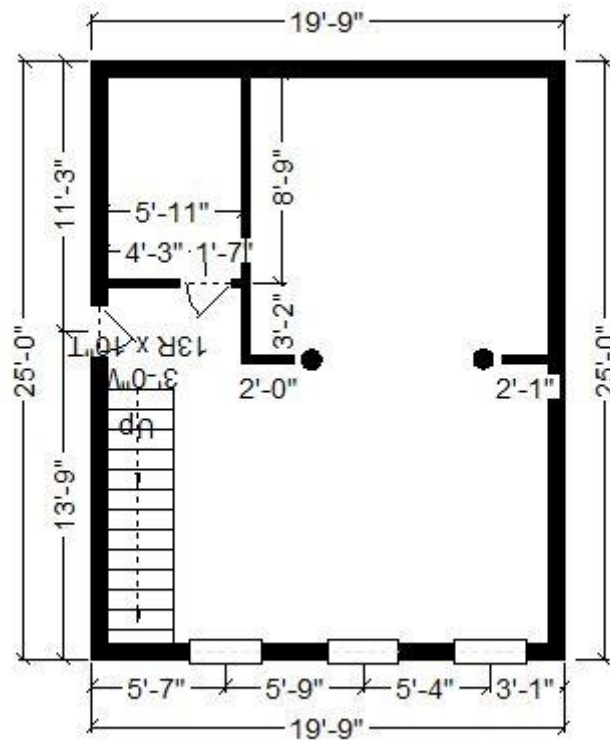
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PROPERTY INFORMATION

MAIN LEVEL FLOOR PLAN



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PROPERTY INFORMATION
UPPER LEVEL FLOOR PLAN

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LOCATION INFORMATION

AERIAL MAPS

DEMOGRAPHICS

MARKET PROFILE

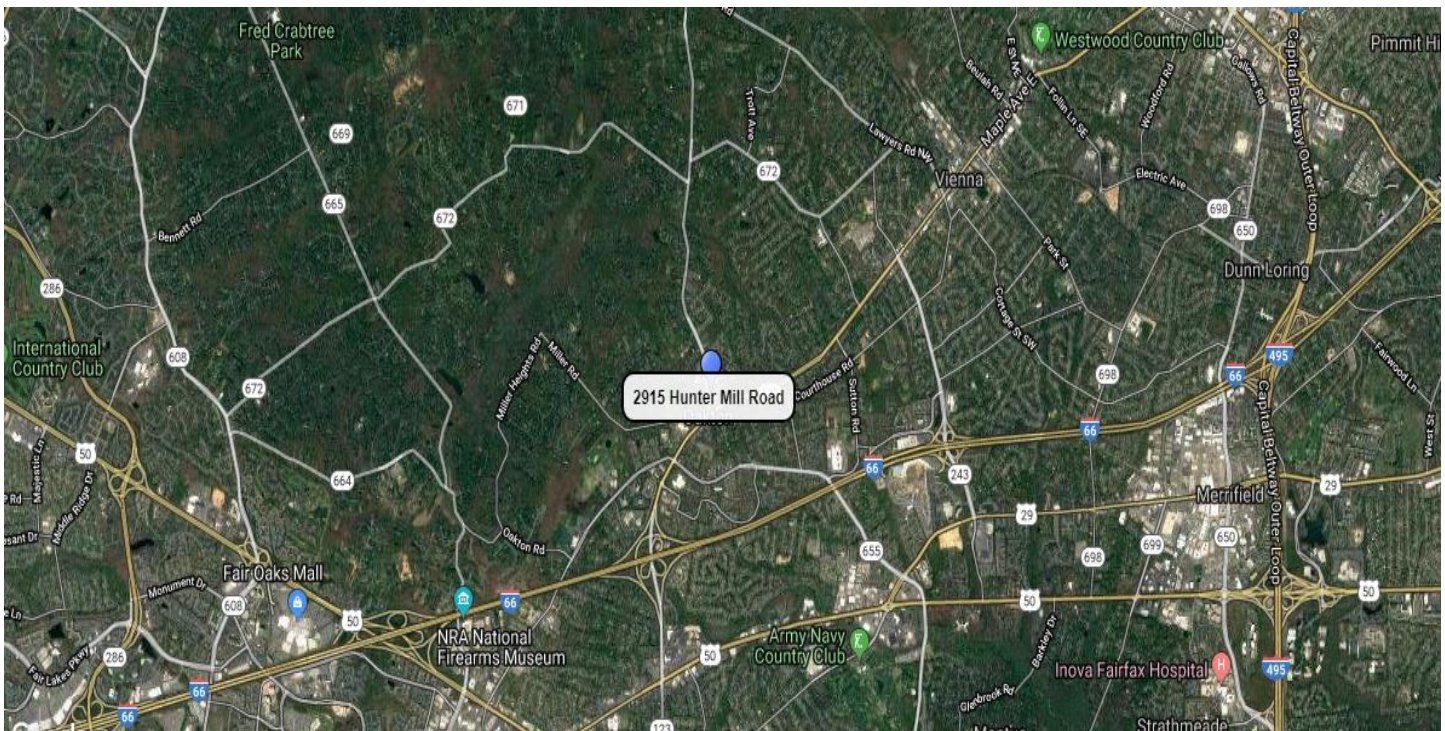
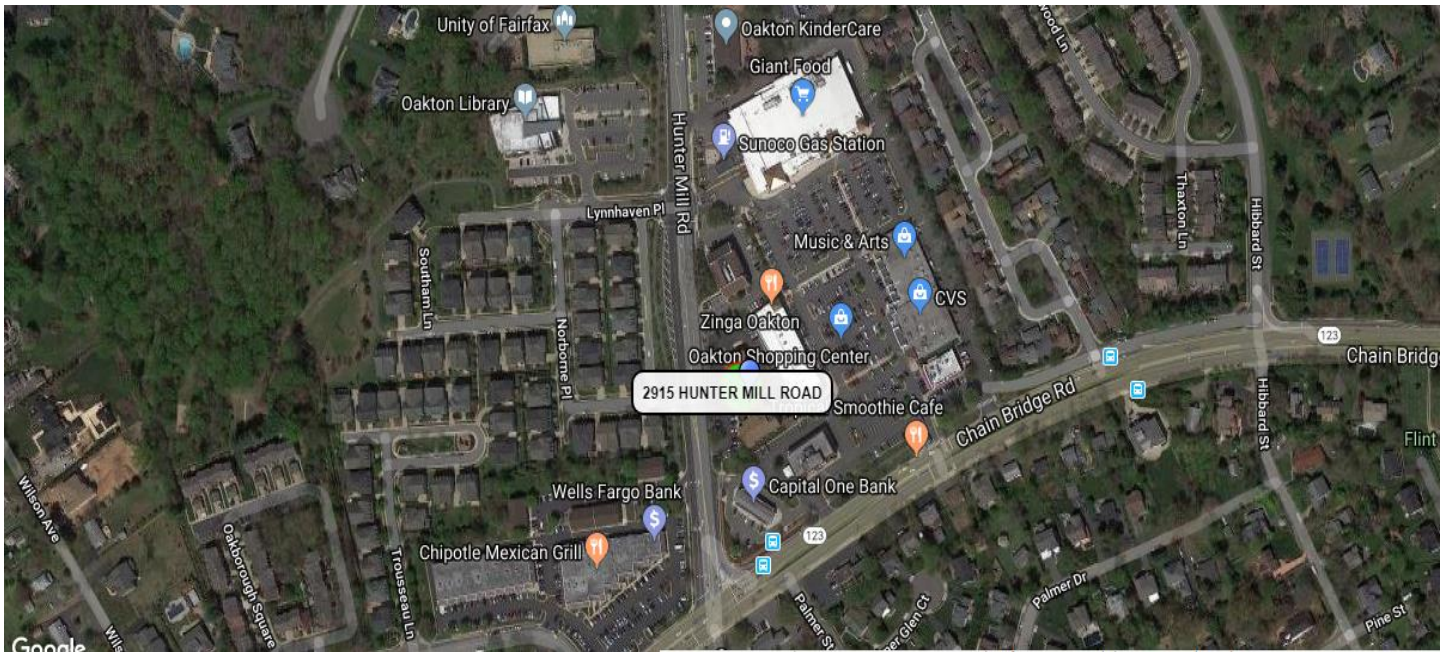
TRAFFIC COUNT

INVESTMENT

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AERIAL MAP

Directions to Property: From I-66 take Exit 60 onto VA-123 North towards Vienna. Turn left onto Hunter Mill Road and right into the Oakton Professional Center.



DEMOGRAPHICS WITHIN 15 MIN DRIVE TIME

KEY FACTS

323,756

Population

38.0

Median Age

2.6

Average
Household Size

\$116,382

Median Household
Income

EDUCATION

5%

No High
School
Diploma10%
High School
Graduate18%
Some College67%
Bachelor's/Grad/Prof
Degree

BUSINESS



14,719

Total Businesses



253,020

Total Employees

EMPLOYMENT



White Collar

81%



Blue Collar

7%



Services

12%

2.9%

Unemployment
Rate

INCOME



\$122,829

Median Household
Income

\$66,052

Per Capita Income



\$420,496

Median Net Worth

Households By Income

The largest group: \$200,000+ (23.1%)

The smallest group: \$15,000 - \$24,999 (2.7%)

Indicator	Value	Difference	
<\$15,000	3.5%	-0.2%	
\$15,000 - \$24,999	2.7%	-0.5%	
\$25,000 - \$34,999	3.1%	-0.6%	
\$35,000 - \$49,999	5.7%	-0.8%	
\$50,000 - \$74,999	12.7%	-0.3%	
\$75,000 - \$99,999	12.7%	+0.1%	
\$100,000 - \$149,999	22.6%	+0.7%	
\$150,000 - \$199,999	14.1%	+0.4%	
\$200,000+	23.1%	+1.5%	

Bars show deviation from
Fairfax city

MARKET PROFILE



Market Profile

2915 Hunter Mill Rd, Oakton, Virginia, 22124
Drive Time: 5, 10, 15 minute radii

Prepared by Esri
Latitude: 38.88239
Longitude: -77.30100

	5 minutes	10 minutes	15 minutes
Population Summary			
2000 Total Population	17,041	92,449	261,005
2010 Total Population	19,363	107,792	306,254
2017 Total Population	20,345	114,775	323,756
2017 Group Quarters	17	2,176	7,923
2022 Total Population	21,130	120,712	336,393
2017-2022 Annual Rate	0.76%	1.01%	0.77%
2017 Total Daytime Population	26,472	168,748	420,438
Workers	17,643	120,118	279,320
Residents	8,829	48,630	141,118
Household Summary			
2000 Households	6,646	35,687	95,984
2000 Average Household Size	2.55	2.53	2.66
2010 Households	7,447	41,757	112,772
2010 Average Household Size	2.60	2.53	2.65
2017 Households	7,792	44,201	119,128
2017 Average Household Size	2.61	2.55	2.65
2022 Households	8,074	46,375	123,759
2022 Average Household Size	2.62	2.56	2.65
2017-2022 Annual Rate	0.71%	0.96%	0.77%
2010 Families	5,091	27,479	77,895
2010 Average Family Size	3.12	3.05	3.15
2017 Families	5,275	28,739	81,187
2017 Average Family Size	3.14	3.07	3.16
2022 Families	5,437	29,952	83,825
2022 Average Family Size	3.15	3.09	3.17
2017-2022 Annual Rate	0.61%	0.83%	0.64%
Housing Unit Summary			
2000 Housing Units	6,813	36,607	98,109
Owner Occupied Housing Units	66.6%	67.4%	69.5%
Renter Occupied Housing Units	30.9%	30.1%	28.3%
Vacant Housing Units	2.5%	2.5%	2.2%
2010 Housing Units	7,781	43,613	117,400
Owner Occupied Housing Units	67.4%	64.4%	66.7%
Renter Occupied Housing Units	28.3%	31.3%	29.4%
Vacant Housing Units	4.3%	4.3%	3.9%
2017 Housing Units	8,104	46,064	123,862
Owner Occupied Housing Units	64.7%	61.8%	63.8%
Renter Occupied Housing Units	31.4%	34.2%	32.3%
Vacant Housing Units	3.8%	4.0%	3.8%
2022 Housing Units	8,415	48,417	128,914
Owner Occupied Housing Units	64.2%	61.6%	63.5%
Renter Occupied Housing Units	31.7%	34.2%	32.5%
Vacant Housing Units	4.1%	4.2%	4.0%
Median Household Income			
2017	\$122,829	\$113,827	\$116,382
2022	\$130,923	\$120,678	\$123,940
Median Home Value			
2017	\$588,165	\$538,392	\$557,483
2022	\$630,069	\$578,934	\$593,888
Per Capita Income			
2017	\$66,052	\$58,877	\$58,713
2022	\$72,259	\$64,634	\$64,555
Median Age			
2010	38.2	36.7	36.7
2017	39.0	37.9	38.0
2022	39.2	38.4	38.8

Data Note: Household population includes persons not residing in group quarters. Average Household Size is the household population divided by total households. Persons in families include the householder and persons related to the householder by birth, marriage, or adoption. Per Capita Income represents the income received by all persons aged 15 years and over divided by the total population.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2017 and 2022 Esri converted Census 2000 data into 2010 geography.

May 03, 2018

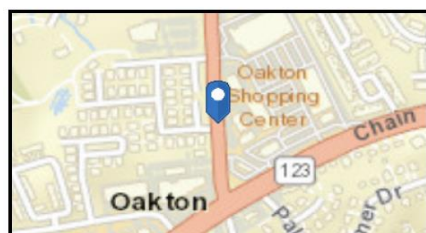
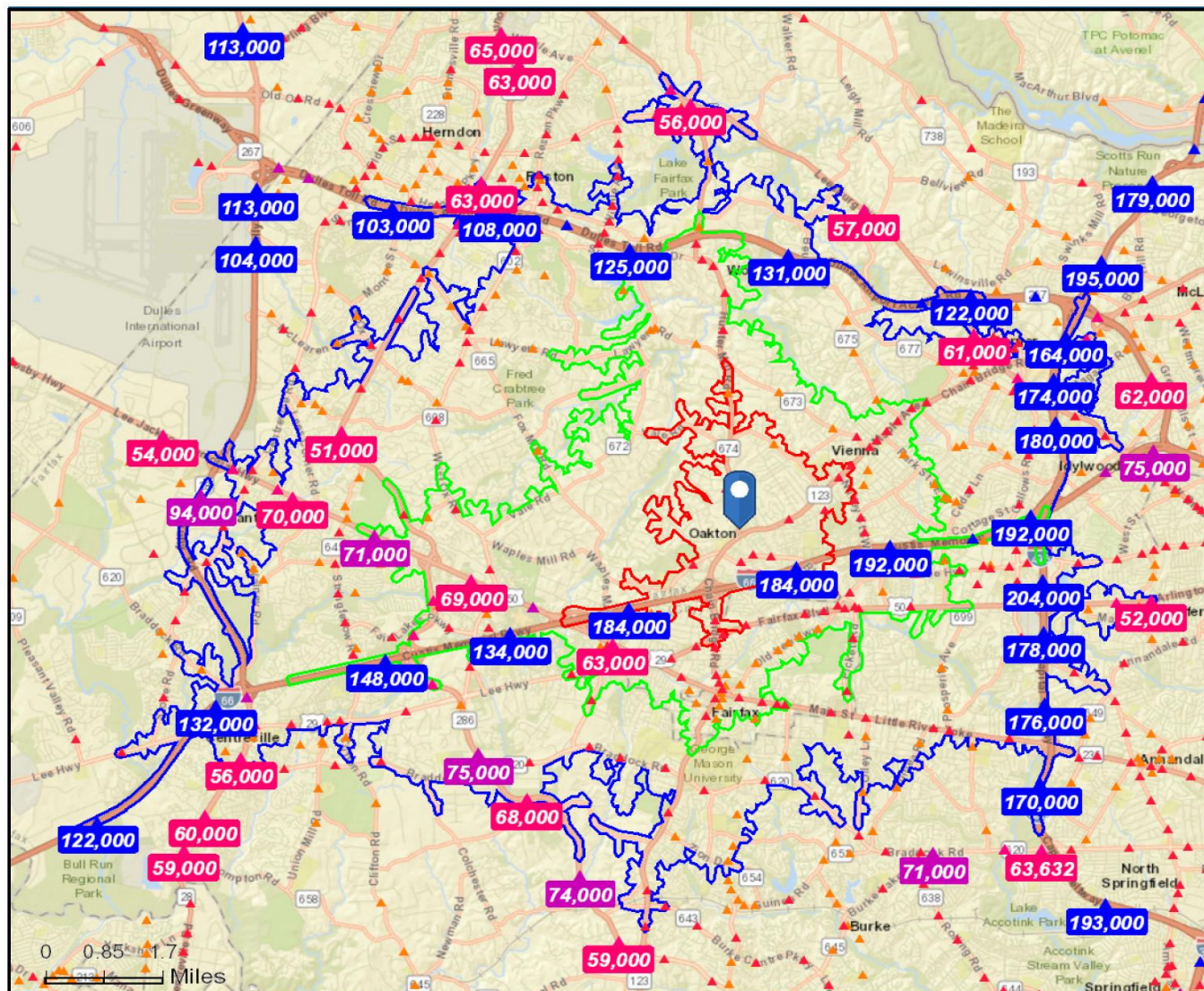
TRAFFIC COUNT



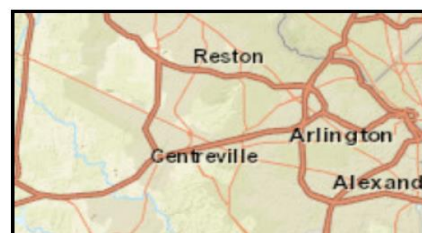
Traffic Count Map

2915 Hunter Mill Rd, Oakton, Virginia, 22124
Drive Time: 5, 10, 15 minute radii

Prepared by Esri
Latitude: 38.88239
Longitude: -77.30100



Average Daily Traffic Volume
 ▲ Up to 6,000 vehicles per day
 ▲ 6,001 - 15,000
 ▲ 15,001 - 30,000
 ▲ 30,001 - 50,000
 ▲ 50,001 - 100,000
 ▲ More than 100,000 per day



Source: ©2017 Kalibrate Technologies

MARKET OVERVIEW

WASHINGTON DC MARKET OVERVIEW

FAIRFAX CENTER – OAKTON SUBMARKETS SNAPSHOT

OAKLAND OFFICE MARKET OVERVIEW

COMPARABLE GROUP MARKET SUMMARY

MARKET OVERVIEW

Washington Office

The D.C. metro office market has experienced softening fundamentals as the cycle has matured, while the broader U.S. office market has strengthened. However, demand has picked up in recent years, thanks to a number of big relocations and expansions including Amazon Web Service's lease in Herndon, Nestlé's deal in Rosslyn, Inova Health System's deal in Merrifield, and Marriott's recently announced plans for a 726,000 SF headquarters in Bethesda. These leases contributed to nearly five million SF of absorption in 2017, the best since 2010. Despite this pickup in demand, vacancies are still elevated and tenants have leverage when negotiating new leases, resulting in flat rent growth over the past year. But the metro received some welcome news recently—Montgomery County, northern Virginia, and Washington, D.C., were all named among the top 20 finalists for Amazon's HQ2.

Despite the weak fundamentals, office assets in the nation's capital remain a staple in diversified portfolios, because investors are drawn to the inherent stability provided by federal government outlays. Although sales volume declined slightly in 2016, it rebounded in 2017, which became the second-best year of the past decade.

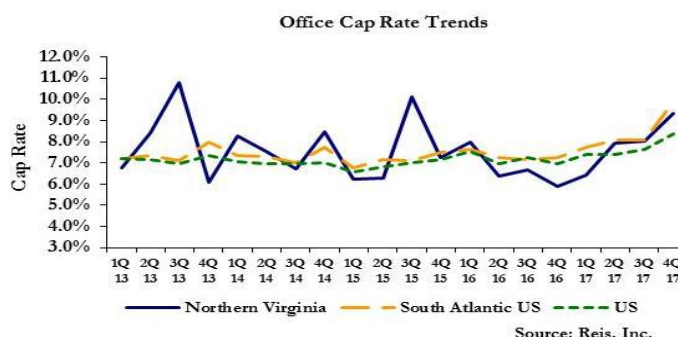
Trophy office assets continue to trade for a premium—four 5 Star office buildings have traded this cycle for more than \$1,000/SF. D.C.'s reputation as a brand-name metro has attracted international buyers in particular, and foreign investors are some of the most eager buyers of well-occupied, well-located assets.

Fairfax City Submarket

A look at market conditions during 2Q 2017 — the quarter prior to the transaction — reveals that the vacancy rate in the Fairfax City submarket was 18.9%. The average asking rent was \$27.40 per square foot, while effective rents were 25.6% below that level, at \$21.82 per square foot. Net absorption of space in the submarket during the four full quarters prior to the trade totaled negative 61,000 square feet, compared to the annual average of 19,200 square feet during the five years prior to the transaction. During the twelve months, the average cap rate in Suburban Virginia averaged 6.6%.

Tysons Corner/ Vienna Submarket

The Tysons Corner/Vienna submarket led major submarkets in square feet sold and transaction volume over the past 12 months with 2.7 million square feet sold for \$734 million (\$268 psf). The highest price per-square-foot was Rosslyn / Courthouse at \$732.



MARKET OVERVIEW

FAIRFAX CENTER – OAKTON SUBMARKETS SNAPSHOT

The Fairfax Center/Oakton submarket is centrally located in Fairfax County and straddles Interstate 66 from Chain Bridge Road (Route 123) west to Stringfellow Road. Commercial development is concentrated in three nodes along I-66 at Chain Bridge Road, U.S. Route 50 and the Fairfax County Parkway.

The Fairfax Center area is the result of a comprehensive planning process initiated by Fairfax County in 1980 to accommodate not only westward growth, but also in anticipation of the relocation of the Fairfax County Government Center to this area from the City of Fairfax.

This submarket is one of the five largest office submarkets in Fairfax County with nearly 9.9 million square feet of office development, most of which is located in Fair Lakes. The Fair Lakes development is a 650-acre mixed-use project containing office, retail and residential uses in a wooded setting. In Oakton, the primary office park is Flint Hill. In general, office development in the submarket is a mix of low-, mid-, and high-rise structures with primarily surface parking.

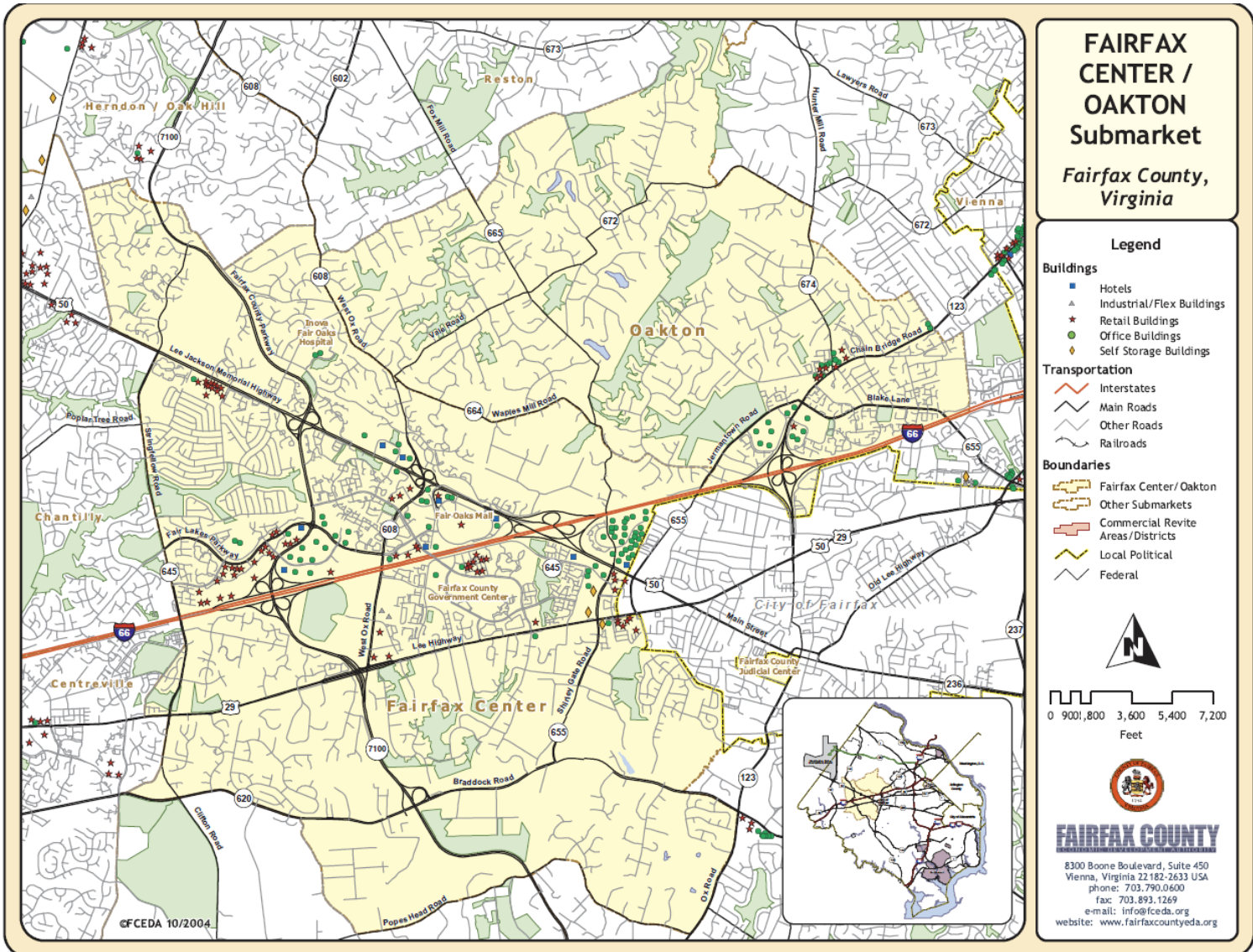
Fairfax Center also contains one of the largest concentrations of retail development in the county with almost 5.8 million square feet. It is home to Fair Oaks Mall, a 1.6 million-square-foot mall; Fair Lakes Center, an 850,000-square-foot center; and Fairfax Corner, a “Main Street” mixed-use project. The area also is home to 10 hotels with more than 1,600 rooms.

Major employers include AT&T, CGI, Fairfax County Government, General Dynamics, ManTech, the National Rifle Association, Northrop Grumman and SRA International.

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MARKET OVERVIEW

METRO AREA SUBMARKETS



NRT

OAKLAND OFFICE MARKET OVERVIEW

12 Mo Deliveries in SF

0

12 Mo Net Absorption in SF

5 K

Vacancy Rate

15.7%

12 Mo Rent Growth

0.8%

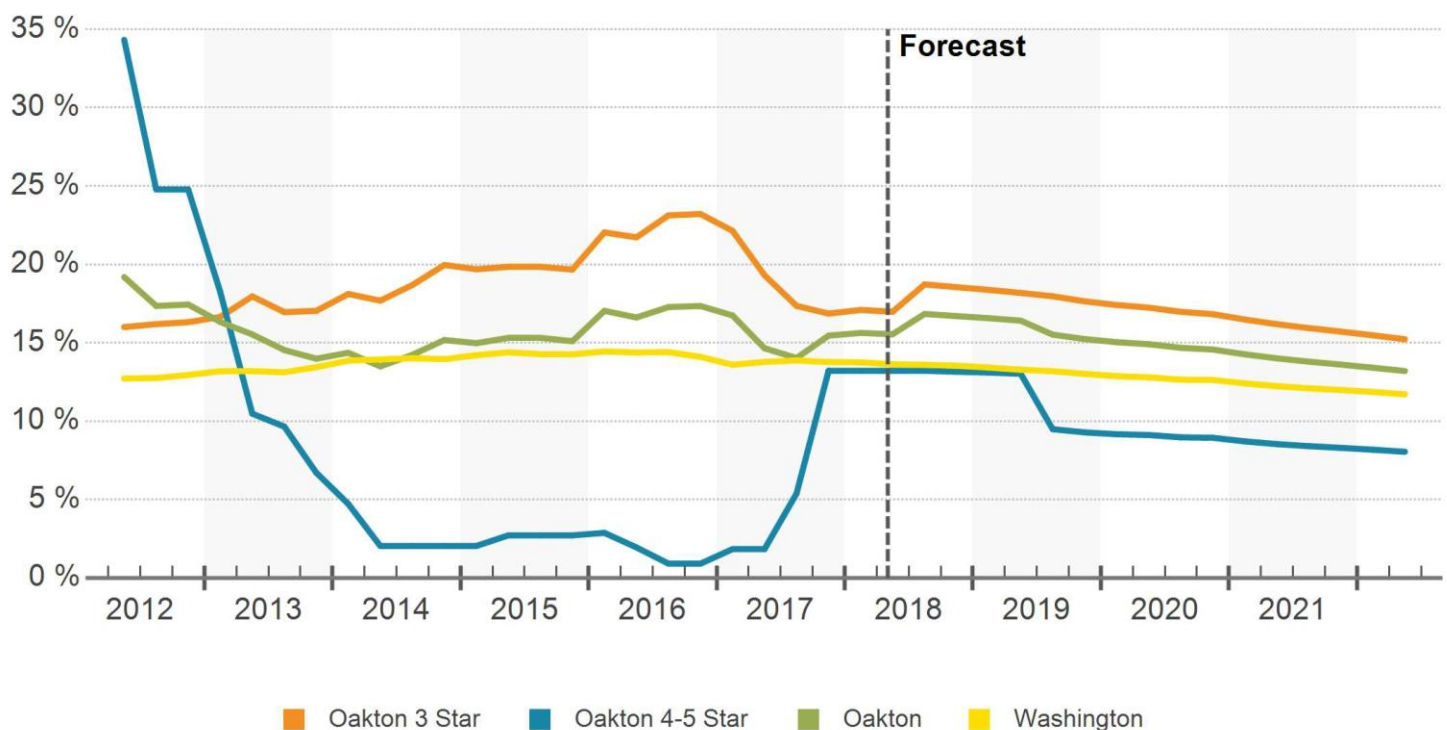
KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Gross Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	332,227	13.2%	\$31.91	13.2%	0	0	0
3 Star	1,181,936	17.2%	\$25.33	20.3%	(1,066)	0	0
1 & 2 Star	85,171	4.7%	\$22.92	4.7%	0	0	0
Submarket	1,599,334	15.7%	\$26.57	18.0%	(1,066)	0	0

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.3%	10.8%	14.6%	25.0%	2010 Q1	0%	1998 Q4
Net Absorption SF	5 K	(1,898)	6,489	232,201	1996 Q3	(253,879)	2009 Q1
Deliveries SF	0	1,747	0	40,789	2007 Q3	0	2018 Q1
Rent Growth	0.8%	3.1%	0.4%	16.6%	1998 Q1	-9.2%	2009 Q3
Sales Volume	\$215 K	\$11.6 M	N/A	\$100.5 M	2014 Q3	\$0	2017 Q4

Source: CoStar

Vacancy Rate



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COMPARABLE GROUP MARKET SUMMARY FOR RENT

30 PROPERTIES

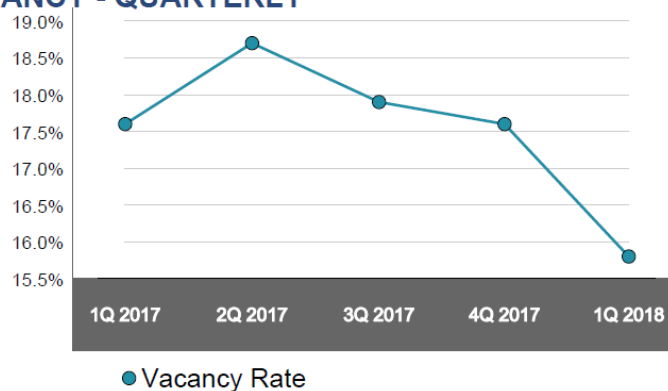
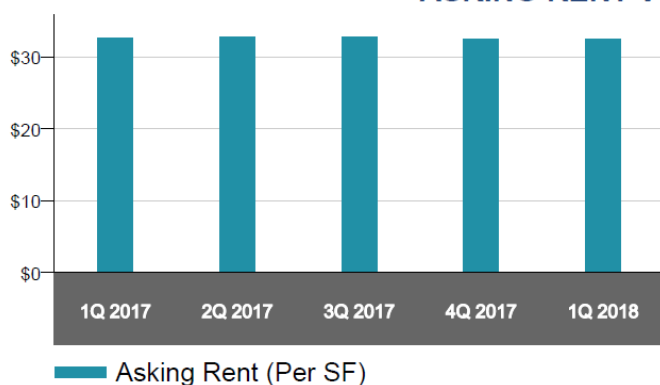
As of 03/31/18

	LOW	MEAN	MEDIAN	HIGH
Current Asking Rent/ SF	\$20.52	\$32.46	\$28.70	\$43.00
Current Effective Rent/ SF	\$16.59	\$26.97	\$23.47	\$36.02
Current Vacancy Rate	0.0%	15.8%	10.1%	64.4%
Operating Expenses/ SF	\$3.37	\$8.76	\$8.06	\$10.96
Real Estate Taxes/ SF	\$1.36	\$2.33	\$2.12	\$3.37
Property Size (SF)	11,000	104,872	70,637	417,000
Year Built	1986	1987	1987	1987

Source: REIS

COMPARABLE GROUP GROWTH TRENDS

ASKING RENT VS VACANCY - QUARTERLY



FINANCIAL ANALYSIS

FINANCIAL SUMMARY &
POTENTIAL INCOME & EXPENSES



CONFIDENTIALITY STATEMENT

This offering has been prepared solely for informational purposes. It is designed to assist a potential investor in determining whether it wishes to proceed with an in-depth investigation of the subject property. While the information contained herein is from sources deemed reliable, it has not been independently verified by the Coldwell Banker Commercial affiliate or by the Seller.

The projections and pro forma budget contained herein represent best estimates on assumptions considered reasonable under the circumstances. No representations or warranties, expressed or implied, are made that actual results will conform to such projections.

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Interested buyers should be aware that the Seller is selling the Property "AS IS" CONDITION WITH ALL FAULTS, WITHOUT REPRESENTATIONS OR WARRANTIES OF ANY KIND OR NATURE. Prior to and/or after contracting to purchase, as appropriate, buyer will be given a reasonable opportunity to inspect and investigate the Property and all improvements thereon, either independently or through agents of the buyer's choosing.

The Seller reserves the right to withdraw the Property being marketed at any time without notice, to reject all offers, and to accept any offer without regard to the relative price and terms of any other offer. Any offer to buy must be: (i) presented in the form of a non-binding letter of intent; (ii) incorporated in a formal written contract of purchase and sale to be prepared by the Seller and executed by both parties; and (iii) approved by Seller and such other parties who may have an interest in the Property. Neither the prospective buyer nor Seller shall be bound until execution of the contract of purchase and sale, which contract shall supersede prior discussions and writings and shall constitute the sole agreement of the parties.

Prospective buyers shall be responsible for their costs and expenses of investigating the Property and all other expenses, professional or otherwise, incurred by them.