

# Deal Summary



## Byrd Center

<b>Property:</b>	Byrd Center
<b>Location:</b>	Richmond, VA
<b>Property Type:</b>	Office/Warehouse/ Quasi-retail
<b>Size:</b>	475,593 square feet
<b>Purchase Price:</b>	\$26,030,000 (\$54.70/sf)
<b>Acquisition Date:</b>	February 2011
<b>Proforma Hold Period:</b>	5 years
<b>Acquisition Cap Rate:</b>	8.97%
<b>IRR/Equity Multiple:</b>	19.65%/2.3x
<b>Average Cash on Cash:</b>	8.4%
<b>Occupancy at Acquisition:</b>	90.3%
<b>Total Required Equity:</b>	\$8.9 million

### Description

- Richmond is the state capital, has a low unemployment rate and cost of living and is home to seven *Fortune 500* companies
- Located near the Richmond International Airport and minutes away from Richmond's primary highways (I-64, I-295 and I-895)
- Property fronts major thoroughfare and benefits from traffic generated by a new major shopping center less than a mile to the north
- With little nearby competition, the property has maintained 90% occupancy during the past several years
- Diversified tenant risk, with more than 100 tenants and none greater than 3% of the total property

### Business Plan

- Professional management and fresh capital will allow for improvements to the property that will drive rental rate increases
- After increasing the quality of the property, stabilizing the tenant base and increasing NOI, we will have a positive exit strategy
- Favorable assumable debt for three years with potential for a cash distribution upon refinancing (this upside not included in valuation)