



5.88 ACRE DEVELOPMENT SITE IN SCOTT'S ADDITION

W. LEIGH STREET

EXECUTIVE SUMMARY

CBRE has been retained as the exclusive advisor for the sale of 2700 W. Leigh Street, Richmond, VA, the largest available single development site (approximately 5.88 acres) in Richmond's vibrant Scott's Addition neighborhood. Perfectly located in Richmond's fastest growing neighborhood and in the high density TOD1 Zone, 2700 W. Leigh Street offers a unique urban development opportunity with unprecedented density and versatility.

The Scott's Addition neighborhood is enjoying an extraordinarily rapid transformation from its industrial history to a pedestrian friendly, young, hip and diverse upscale residential and commercial community. The property and neighborhood benefit by a central location off Arthur Ashe Boulevard and adjacent to Bow Tie Cinemas' Movieland, with immediate access to major interstates, apartments, breweries, restaurants, entertainment venues, grocery stores and high-profile corporate office users.

The Greater Richmond region is stronger than ever with robust population and job growth, demographic diversification and unemployment rates at an alltime low. The demographic shift is driven by the millennial generation moving back into urban neighborhoods such as Scott's Addition. Richmond has been recognized as a leading destination for the younger workforce and companies seeking talent. Richmond has accordingly experienced over 4% annual residential rent growth, placing it 11th in the nation. Scott's Addition is Richmond's number one choice for a growing workforce and its employers to call home.



INVESTMENT HIGHLIGHTS

- PATH OF PROGRESS: Located just West of Richmond's Central Business District, Scott's Addition is a thriving sub-market that continues to attract the attention of developers throughout the nation. Historically an industrial area, the sub-market has been experiencing a renaissance of mixed-use development as construction projects strive to meet the increasing demand for the "live, work and play" experience.
- **PREFERENTIAL TAX TREATMENT FOR QUALIFYING INVESTMENTS:** Located in the Opportunity Zone and the potential to be aligned with a historic designation, Economic Development incentives, and Enterprise Zone III benefits, the site allows investors and developers an opportunity to take advantage of preferential tax treatments under new Federal and State tax incentives allowing for investors to defer, reduce and even eliminate capital gains tax.

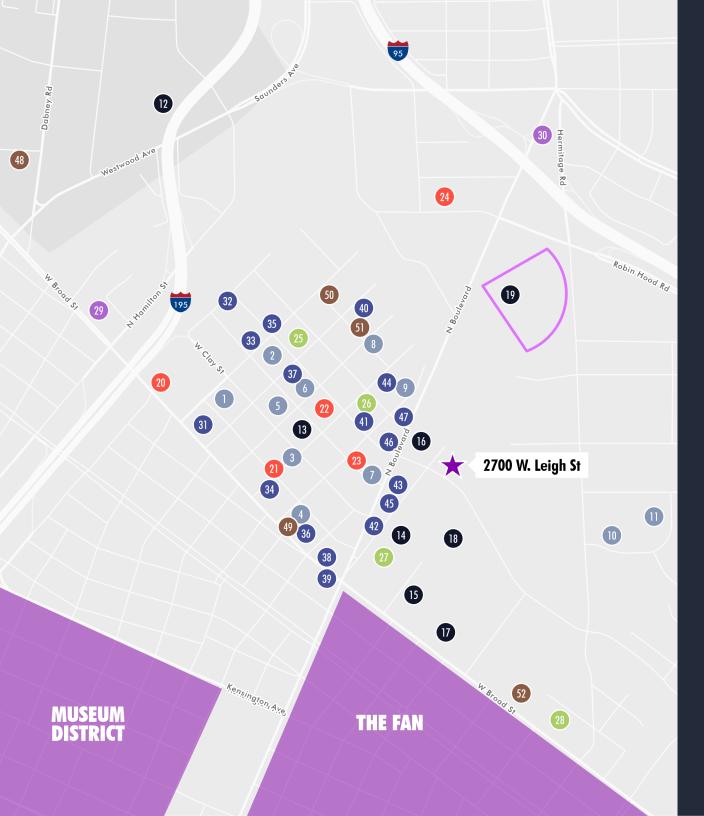


- **UPSIDE POTENTIAL:** Although all of Scott's Addition has experienced remarkable growth, only a small percentage of properties in this sub-market have received the new TOD-1 zoning. This zoning change, prompted by the City's desire to create a more urban environment, allows for construction up to 12 stories and reduces the parking and set back requirements previously in place. Moreover, this designation ensures reduced turnaround times for project approval.
- GROWING DEMOGRAPHICS: In addition to development activity in the submarket, the neighborhood has quickly added 3,500+ residents in the past seven years. There are over 1,600 business and 21,000 employees located within 1 mile of the site. CarMax is the most recent employer to move into the area, leasing 80,000 square feet at the Sauer's new development at Hermitage and Broad St. within a half mile of the subject property.
- CORE URBAN LOCATION: Walk Score of 90 "Walker's Paradise" in which daily necessities and amenities do not require a car. Public Transit Stop 1/8th of a block east of the Front Door, in addition the main Scott's Addition Pulse Line Stop 1 block south.
- LONG-TERM GROWTH AND LOWER VOLATILITY: Richmond, VA has positioned itself as a footprint of Washington, D.C., allowing continued rent growth in all sectors and multiple large-scale development opportunities poised for the next few years. The Richmond economy historically is non-reflective of the overall US economy continuing at a steadfast pace throughout all economic slowdowns.









SCOTT'S ADDITION AMENITY MAP

) Brewery/Distillery	\square
The Veil Brewing Co.	37
Vassen Brewing	38
Blue Bee Cidery	39
Three Notch'd Brewing Co.	40
Ardent Craft Ales	41
Ardent Craft Ales	42
Buskey Cider	43
Reservoir Distillery	44
Isley Brewing Co	45
Castleburg Brewery & Taproom	46
Hardywood	47
) Entertainment	\bigcirc
Top Golf	48
The Circuit Arcade Bar	49
River City Roll	50
Children's Museum	51
Bow Tie Cinemas	52
Science Museum	
Washington Redskins Training Center	

18 19 The Diamond

Fitness

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10 11

- 20 Crunch Fitness
- 21 PIVOT Physical Therapy
- 22 TURN Studios
- 23 X-Team Fitness 24 CrossFit

Grocery

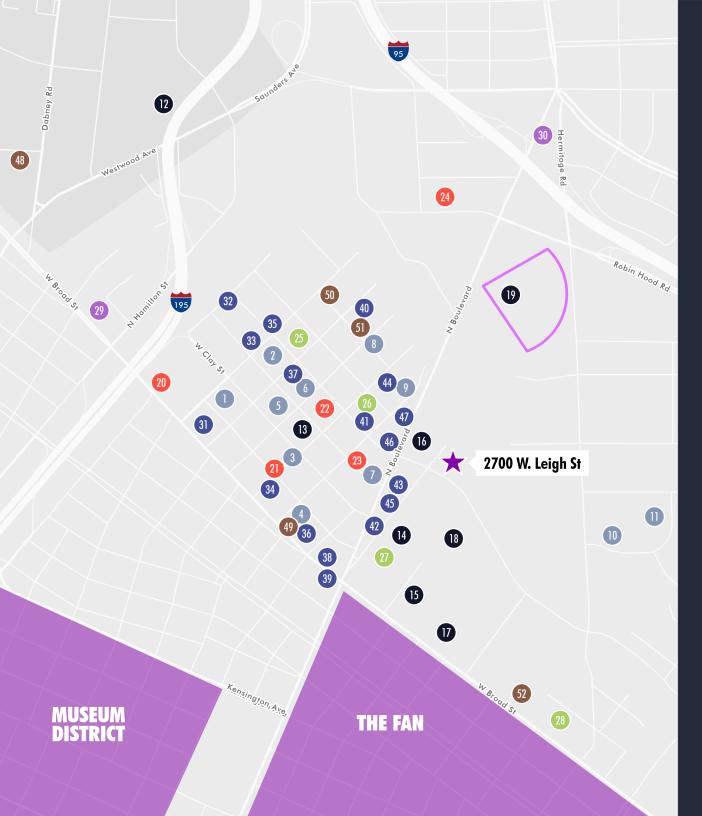
- 25 Stella's Grocery
- 26 The Urban Farmhouse Market & Cafe
- 27 Aldi
- 28 Whole Foods

Hotel 29 UMFS 30 Clarion

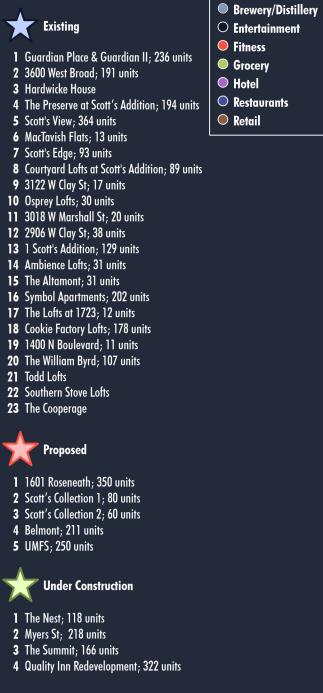
ZZQ The Hofheimer Peter Chang's Brenner Pass The Big Kitchen Starbucks Fat Dragon Chinese Kitchen Lamplighter Coffee Buz & Ned's Real Barbeque Blvd Burger and Brew Potbelly

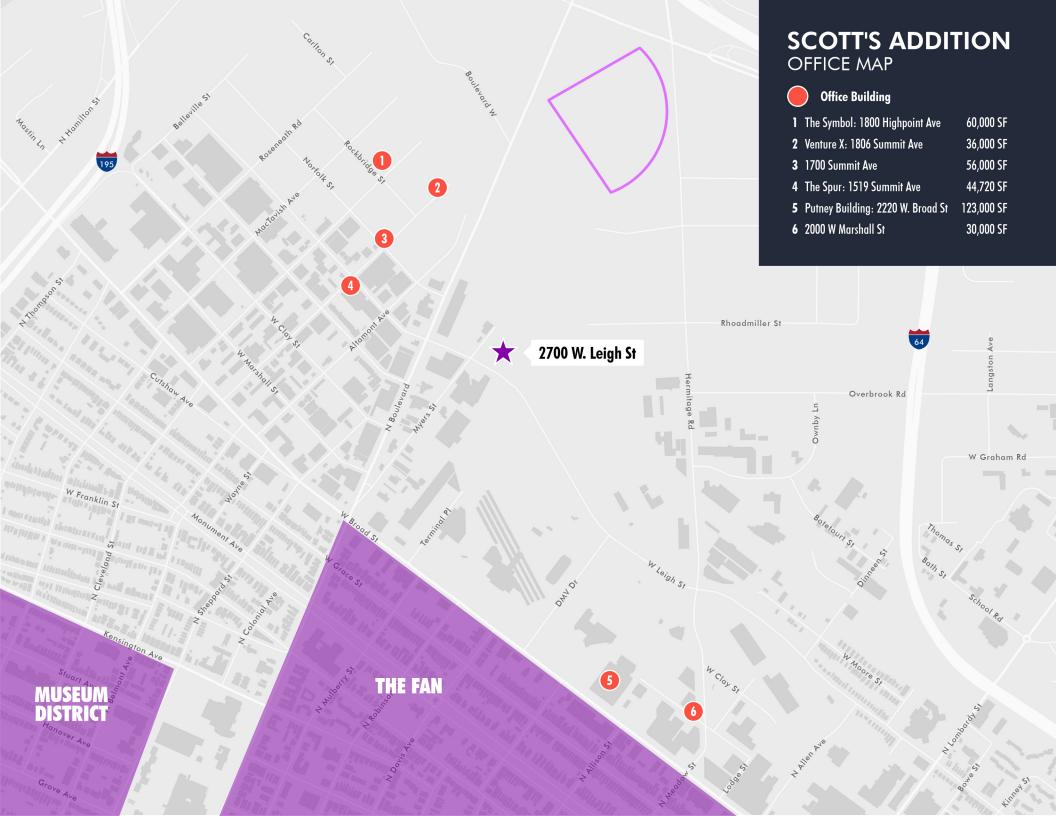
Restaurants

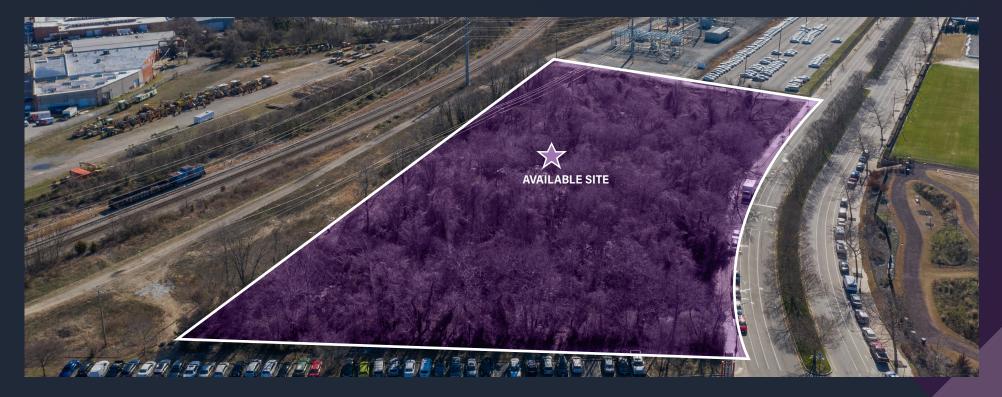
- Retail
- **Sherwin Williams Richmond Wine Station** Ferguson
- The Hive Salon
- CarMax



SCOTT'S ADDITION MULTIFAMILY MAP













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