



**FOR SALE**

**19.56± AC Redevelopment Opportunity  
in the Heart of Hampton**

**4030 West Mercury Blvd., Hampton, VA 23666**



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**SVNMotleys.com**





### **Property Overview**

Hampton Roads is known for its large military presence, miles of waterfront property and beaches, all of which contribute to the diversity and stability of the region's economy. The redevelopment of the almost 20 acres of property represents an opportunity for investors and developers to leverage a prime location within the Hampton Roads market. The property offers many potential uses; multi-family, condominiums, apartments, hotel, office, grocery, retail and pad sites.

### **Location Overview**

This valuable property is adjacent to many major retail and office uses. The Hampton property is located Southeast of Newport News, between densely populated residential areas and highly trafficked West Mercury Boulevard with over 49,000 V.P.D.

### **Business Industry Highlights**

Hampton Roads is known for its large military and government presence; Newport News Shipyard, Oceana Naval Air Station, Norfolk Naval Shipyard and Langley A.F.B are just some of the major employers.

The city of Hampton has caught the attention of top businesses and developers from around the country. Industries such as Aerospace, Homeland Defense, U.S. Military contribute to the unique mix of growing and established business. The city features a wide mix of major retail development such as Peninsula Town Center, Bass Pro Shop, Kroger, Food Lion, Pet Smart, Staples and many fast food chains.

# Investment Highlights

## FOR SALE: \$6.5 MILLION

- VDOT traffic estimates on West Mercury Blvd 49,190 VPD
- Water & Sewer all utilities to site
- Ideal for office, medical, retail, multi-family, condos, apartments, hospitality, big box retail, and retail pad sites.
- Signalized intersection at West Mercury Blvd and Martha Lee Dr to accommodate a wide variety of users.
- Almost 20 acres of C-1 and C-2 zoned property
- 1 mile off of Interstate 64, the major artery serving Hampton Roads and other southern locations.
- Potential Multi-Family and Residential Units
- EXISTING RENTAL INCOME DURING REDEVELOPMENT
- Existing structures could be reused or displaced





# Rent Roll

TENANT	SQ. FT.	START TERM	END TERM	TERMINATION OPTION	BASE RENT	REAL ESTATE TAXES	CAM	INSURANCE	OPTIONS	PER SF	TERM YEAR	FISCAL YEAR
Old Point National Bank 4030	3,300	4/1/2018	3/31/2021	No	\$93,600	Pro Rata	No	Pro Rata	No	\$28.36	Yr 1	2018
					\$93,600						Yr 2	2019
					\$93,600						Yr 3	2020
Jackson-Hewitt 4026-A	1,200	5/1/2015	4/30/2020	Yes 6 months	\$13,200	Pro Rata	Pro Rata	Pro Rata	No	\$11.00	Yr 1	2015
					\$13,596						Yr 2	2016
					\$14,004						Yr 3	2017
					\$14,424						Yr 4	2018
					\$14,856						Yr 5	2019
Rally's 4022	710	10/1/2019	3/31/2020	Yes 60 Days	\$48,000	abated	abated	abated	Yes	N/A	Yr 1	2019
Jamaica Breeze, LLC 4020	1,854	9/1/2019	8/31/2022	Yes 90 Days	18,000	abated	200	abated	(3) 6 mos	6.72	Yr 1	2019
					18,540						Yr 2	2020
					19,080						Yr 3	2021
Remarkable \$ Goods 4004	10,251	6/1/2018	5/31/2021	Yes 90 Days	56,381	abated	abated	abated	No	5.50	Yr 1	2018
Polly's 4024-A	1,200	5/1/2017	4/30/2020	Yes 90 Days	9,900	2,400	N/A	N/A	(1) 3 Yr	8.25	Yr 1	2017
					14,832						Yr 2	2018
					15,276						Yr 3	2019
Pink Fish 4024-B	1,200	1/1/2019	12/31/2021	Yes 90 Days	16,800	abated	abated	abated	(1) 3 Yr	14.00	Yr 1	2019
					17,220						Yr 2	2020
					17,652						Yr 3	2021
Nail Luv 4024-C	1,440	12/1/2019	11/30/2022	Yes 1 Year	19,800	abated	abated	abated	No	13.75	Yrs 1-2	17 & 18
					20,600						Yrs 3-4	19 & 20
					21,432						Yr 5	21

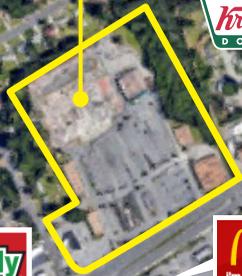


# Parcel/ Retailer Map



**4030 W. Mercury Blvd.  
Hampton, VA 23666**

**19.56± AC**



**POMOCO OF  
HAMPTON**



ALBANY DR.

BIG BETHEL RD.



W. MERCURY BLVD.



258



TODDS LN.



POWER PLANT PKWY.



64



Peninsula Center  
Experience the Lifestyle



**SITE 19.56 ± AC**

# Demographics Map & Report



## POPULATION

	1 MILE	3 MILES	5 MILES
Total Population	13,388	82,727	164,486
Average age	39.2	36.3	35.9
Average age (Male)	37.2	33.7	33.5
Average age (Female)	41.1	37.9	37.7

## HOUSEHOLDS & INCOME

	1 MILE	3 MILES	5 MILES
Total households	5,632	34,187	67,109
# of persons per HH	2.4	2.4	2.5
Average HH income	\$53,854	\$51,984	\$54,492
Average house value	\$201,089	\$198,871	\$200,759

\* Demographic data derived from 2010 US Census





**Mark T. Motley, CAI, AARE**

President & CEO

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**Mark T. Motley, CAI, AARE**

President and CEO of Motleys Asset Disposition Group

Mark T. Motley, President of Motleys Asset Disposition Group, began his career in his parent's business at the age of 8 and obtained his Auctioneer's License by the age of 16. Mark has held the company's leadership position since 1988. Mark manages all aspects of the business including daily operations, budgeting and long-range planning as well as oversight of each division's major projects. Corporate Divisions include Motleys Richmond Auto Auction, SVN Motleys Commercial, Motleys Real Estate, Fortis Foreclosure Services, Motleys Industrial and Motleys Logistic Systems, providing Sales, Brokerage, Evaluations and Warehousing Services.

Mark attended Virginia Commonwealth University for four years studying Art, Business Administration and Management. He is a graduate of the Certified Auctioneers Institute (CAI), awarded through the University of Indiana. He also holds the designation of Accredited Auctioneer of Real Estate (AARE) and is an approved expert witness for various Federal courts. In 2004, Governor Mark Warner appointed Mark to the Auctioneers Board of the Commonwealth of Virginia where he served as Chairman.

Mark is an avid outdoorsman, sailboat captain and helicopter pilot. He supports numerous charities and is a Rotary International Paul Harris Fellow.



**Phillip J. Baxter**

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**CAREER SUMMARY**

As Senior Vice President of SVN/Motleys, Phillip works closely with developers, lenders, landlords and investors, retailers, brokers and contractors in all aspects of the corporate real estate process to include National retailers, the GSA and various Fortune 500 defense contractors. He possesses an in-depth knowledge of commercial real estate finance, accounting and real estate law. He also has a thorough understanding of financial markets and models, as well as construction and property management practices.

Phillip comes to Richmond from Fredericksburg, where he was a Senior Vice President with Colliers International.

**COMMUNITY INVOLVEMENT**

CoreNet Global – Mid Atlantic Chapter  
Military Affairs Council – Fredericksburg, Virginia  
Quantico Growth Management Committee Member  
National Association of Industrial and Office Professionals (NAIOP)  
International Council of Shopping Centers (ICSC)  
American Cancer Society – Northern Virginia Chapter Board Member  
Boys and Girls Club Co-Chair 2012

**EDUCATION**

Old Dominion University, B.S., Mechanical Engineering, 1988



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