



# INSURANCE AUTO AUCTIONS (IAA) +24.5 ACRE IOS SITE

Marcus & Millichap  
DUONG INVESTMENT GROUP



10390 SADISCO DRIVE, ASHLAND, VA 23005 (RICHMOND MSA)

OFFERING MEMORANDUM





# INSURANCE AUTO AUCTIONS (IAA) ±24.5 ACRE IOS SITE

## Exclusively Listed By

### CRAIG ELSTER

Senior Director Investments  
(949) 419-3223 direct  
craig.elster@marcusmillichap.com  
License: CA 01958307

### RON DUONG

Senior Managing Director Investments  
(949) 350-5431 call/text  
ron.duong@marcusmillichap.com  
License: CA 01438643

## Broker Of Record

### BRIAN HOSEY

License: #0225247494  
7200 Wisconsin Avenue, Suite 1101  
Bethesda, MD 20814  
Phone: (202) 536-3700



# INVESTMENT OVERVIEW

## Investment Highlights



**Insurance Auto Auctions: A Highly Reputable, BB+ Rated Industrial Tenant with Over 200 Locations Across the U.S., Canada, United Kingdom, and Australia**



**Mission-Critical Location: IAA Has Operated at This Site for 13+ Years**



**Significantly Below-Market Rent: Tenant is Paying \$753/mo Per Acre, which is More Than 75% Below Market**



**Low Cost Basis: \$284,000 Per Acre is More than 50% Below Market**

## High Credit Tenant

- ▶ **Strong Corporate Guarantee:** Backed by a Tenant with **Over \$4.28 Billion in Annual Revenue**
- ▶ **Market Leadership:** IAA Is a Leading Company in the Salvage Vehicle Auction Market, Specializing in Total Loss, Damaged, and Low-Value Vehicles
- ▶ **Publicly Traded:** The Tenant Is Listed (NYSE: RBA) With a Market Capitalization of \$20.07 Billion
- ▶ **E-Commerce & Recession-Resilient:** IAA Is Well-Suited to Thrive in Various Economic Conditions

## Strong Real Estate Fundamentals

- ▶ **Highly Desirable IOS Site:** The Property Boasts a Large 24.58-Acre Lot, a Key Feature in Today's Market
- ▶ **Prime Location:** Strategically Positioned on the Washington Hwy and Off Interstate 95, Offering Easy Access to the Richmond Metro Area
- ▶ **Investor-Friendly:** This Absolute NNN Industrial Property Offers Zero Landlord Responsibilities, Ideal for Investors Who Are Not Local to the Market
- ▶ **Located in a Dense Industrial Area** with other National Brands such as Ferguson, Rush Truck Centers, Bobcat, Lansing Building Products, Amazon, Contech Engineered Solutions, and Many More within Close Proximity to the Subject Property





# INVESTMENT OVERVIEW

## Tenant Spotlight

### Insurance Auto Auctions (IAA)

IAA Holdings, LLC (IAA), an RB Global company (NYSE: RBA) (TSX: RBA), is a leading global digital marketplace connecting vehicle buyers and sellers. Leveraging leading-edge technology and focusing on innovation, IAA's unique platform facilitates the marketing and sale of total-loss, damaged and low-value vehicles.



IAA serves a global buyer base – located in over 170 countries – and a full spectrum of sellers, including insurers, dealerships, fleet leasing companies, rental car companies, and charitable organizations. Buyers have access to multiple digital bidding and buying channels, innovative vehicle merchandising, and efficient evaluation services, enhancing the overall purchasing experience.

IAA offers sellers a comprehensive suite of services aimed at maximizing vehicle value, reducing administrative costs, shortening selling cycle time and delivering the highest economic returns.

RB Global is headquartered near Chicago in Westchester, Illinois. For more information on IAA visit IAAI.com and for more information about RB Global visit RBGlobal.com.

Website [www.iaai.com](http://www.iaai.com)

# of Locations **200+ with a Global Presence**

Symbol  
(Parent Company) **NYSE: RBA**

RBA Market Cap\* **\$20.08 Billion**

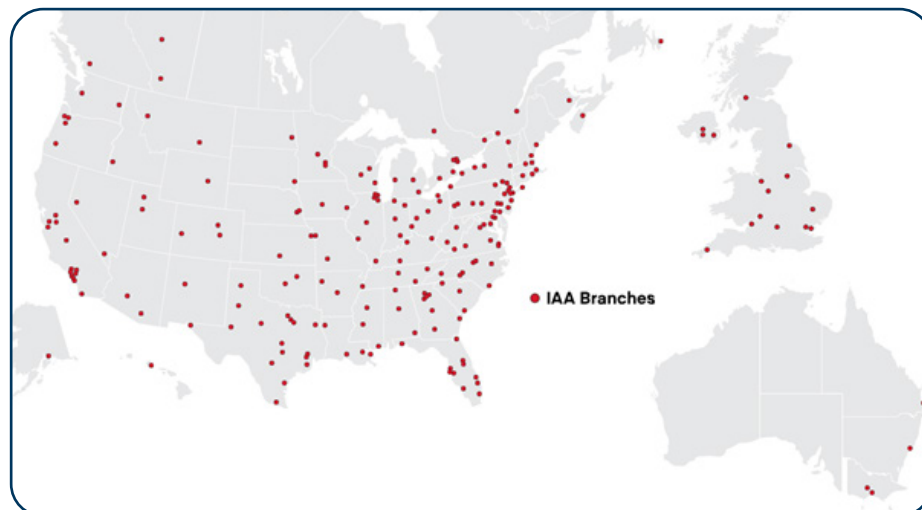
RBA TTM Revenue\* **\$4.328 Billion**

RBA 5-Year  
Stock Price Growth\* **121.52%**

\*As of August 2025



Subject Property

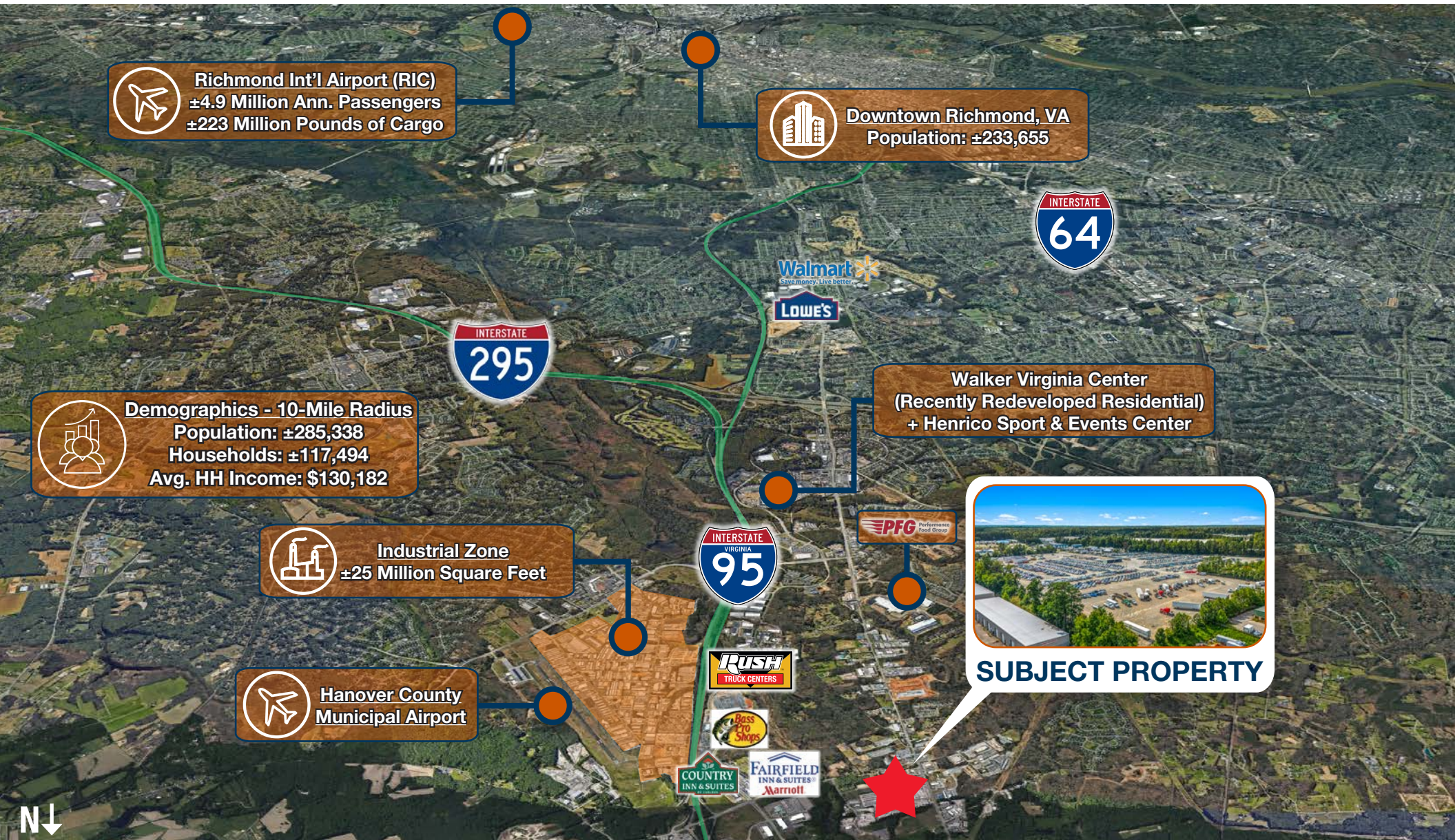


Subject Property



# INVESTMENT OVERVIEW

## Aerial Photo





# FINANCIAL ANALYSIS

## Offering Summary

Property Name	Insurance Auto Auctions (IAA)
Property Address	10390 Sadisco Drive Ashland, VA 23005
Assessor's Parcel Number	7788-26-4990/7788-27-3435
Year Built	2012
Gross Leasable Area (GLA)	±11,000 Square Feet
Lot Size	±24.58 AC (±1,070,705 Square Feet)

## Pricing

Price	\$7,000,000
Cap Rate	3.17%
Price/Acre (Land)	\$284,784

## Annualized Operating Data

Gross Potential Rent	\$222,100
Less Expenses	NNN
<b>Net Operating Income</b>	<b>\$222,100</b>

## Lease Information

Lease Commencement Date	01/01/2012
Lease Expiration Date	12/31/2026
Total Lease Term	±15 Years
Lease Term Remaining	±1 Year
Increases	3% Annual
Options	Two, Five-Year @ 3% Annual
Lease Type	Absolute NNN



## Regional Map



±23 MILES



±386,000



±18 MILES

VIA I-95 TO  
DOWNTOWN RICHMOND, VA

# MARKET OVERVIEW

## Richmond MSA



The Greater Richmond industrial market, including Ashland, is experiencing exceptionally tight vacancy with strong tenant demand across all submarkets. Richmond's location at the crossroads of I 95 and I 64, and encircled by well-populated Henrico and Chesterfield counties, makes it a premier logistics and distribution hub for the Mid Atlantic.

The metro area has experienced consistent population and business growth, supporting long-term industrial demand. Richmond is also positioning itself as an emerging tech and data center market, with numerous existing facilities and a growing pipeline of new projects. This trend is driving infrastructure expansion and increasing the need for complementary industrial uses, including outdoor storage. Despite some regional challenges such as rising energy costs, the overall economic momentum remains strong.

The metro area includes over 1.3 million people, and has added nearly 400,000 residents in the past two decades, boosting industrial demand across the region.

Recent macro trends show that Richmond is positioning itself as an emerging tech and data center market, with dozens of existing data centers and proposals for many more – a trend driving both energy infrastructure needs and associated industrial and outdoor storage demand.

## Strategic Advantages of the Subject Property

- ▶ **Extremely low industrial vacancy** and limited land zoned or available for IOS rent in this region ensures sustained demand and rental stability.
- ▶ **Rising lease rates** across Class A and specialized industrial space support strong income upside.
- ▶ **Strategic location along I-95 corridor**, ideal for regional logistics support to Richmond and broader Mid Atlantic markets.
- ▶ **Macro tailwinds from tech/data center growth** and infrastructure expansion continue to drive IOS usage and investor interest.
- ▶ **IOS-specific demand dynamics:** strong barriers to entry due to zoning, incremental capex needs, and constrained infill land supply, all of which enhance relative value and defensibility for existing sites.
- ▶ **Richmond International Airport:** Major cargo and passenger gateway ~30 minutes south of Ashland.
- ▶ **Northeast/Southwest Henrico Submarkets:** Home to substantial industrial park projects and IOS concentrations.

Richmond, VA Skyline



Lewis Ginter Botanical Gardens

## Demographics

### Income & Economics

	5-Mile	7-Mile	10-Mile
Average Household Income	\$137,832	\$132,142	\$130,182
Median Household Income	\$114,629	\$111,099	\$109,430
2024 Daytime Population	71,133	154,697	386,120

### Population

2029 Population	59,688	122,094	293,952
2024 Population	57,067 (+20%)	117,841 (+15%)	285,338 (+13%)
2010 Population	47,665	102,215	251,487

### Households

2029 Households	3,995	68,674	196,361
2024 Households	3,982	67,848	194,037
2010 Households	3,790	59,837	178,348

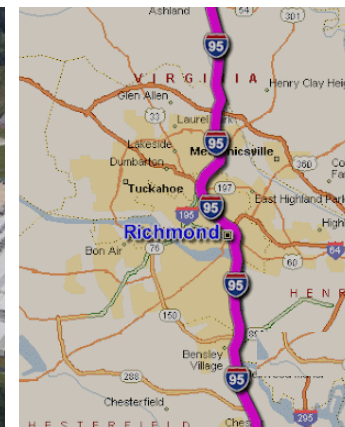
## RIC INT'L AIRPORT



## DATA CENTER HUB



## I-95 CORRIDOR







# INSURANCE AUTO AUCTIONS (IAA) ±24.5 ACRE IOS SITE

**Exclusively Listed By**

**CRAIG ELSTER**

Senior Director Investments

(949) 419-3223

[craig.elster@marcusmillichap.com](mailto:craig.elster@marcusmillichap.com)

Lic. CA 01958307

**RON DUONG**

Senior Managing Director Investments

(949) 350-5431 call/text

[ron.duong@marcusmillichap.com](mailto:ron.duong@marcusmillichap.com)

Lic. CA 01438643

**Broker Of Record**

**BRIAN HOSEY**

License: #0225247494

7200 Wisconsin Avenue, Suite 1101

Bethesda, MD 20814

Phone: (202) 536-3700

**Marcus & Millichap**  
DUONG INVESTMENT GROUP

19800 MacArthur Boulevard, Suite 150, Irvine, CA 92612 / [www.marcusmillichap.com](http://www.marcusmillichap.com)

©2025 Marcus & Millichap. All rights reserved. The material in this presentation has been prepared solely for information purposes, and is strictly confidential. Any disclosure, use, copying or circulation of this presentation (or the information contained within it) is strictly prohibited, unless you have obtained Marcus & Millichap's prior written consent. The views expressed in this presentation are the views of the author and do not necessarily reflect the views of Marcus & Millichap. Neither this presentation nor any part of it shall form the basis of, or be relied upon in connection with any offer, or act as an inducement to enter into any contract or commitment whatsoever. NO REPRESENTATION OR WARRANTY IS GIVEN, EXPRESS OR IMPLIED, AS TO THE ACCURACY OF THE INFORMATION CONTAINED WITHIN THIS PRESENTATION, AND MARCUS & MILLICHAP IS UNDER NO OBLIGATION TO SUBSEQUENTLY CORRECT IT IN THE EVENT OF ERRORS.