



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

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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 30+ Years



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



Low Cost Basis: \$244,000 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

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	\$6,000,000
Cap Rate	3.70%
Price/Acre (Land)	\$244,101

Annualized Operating Data

Gross Potential Rent	\$222,100
Less Expenses	NNN
Net Operating Income	\$222,100

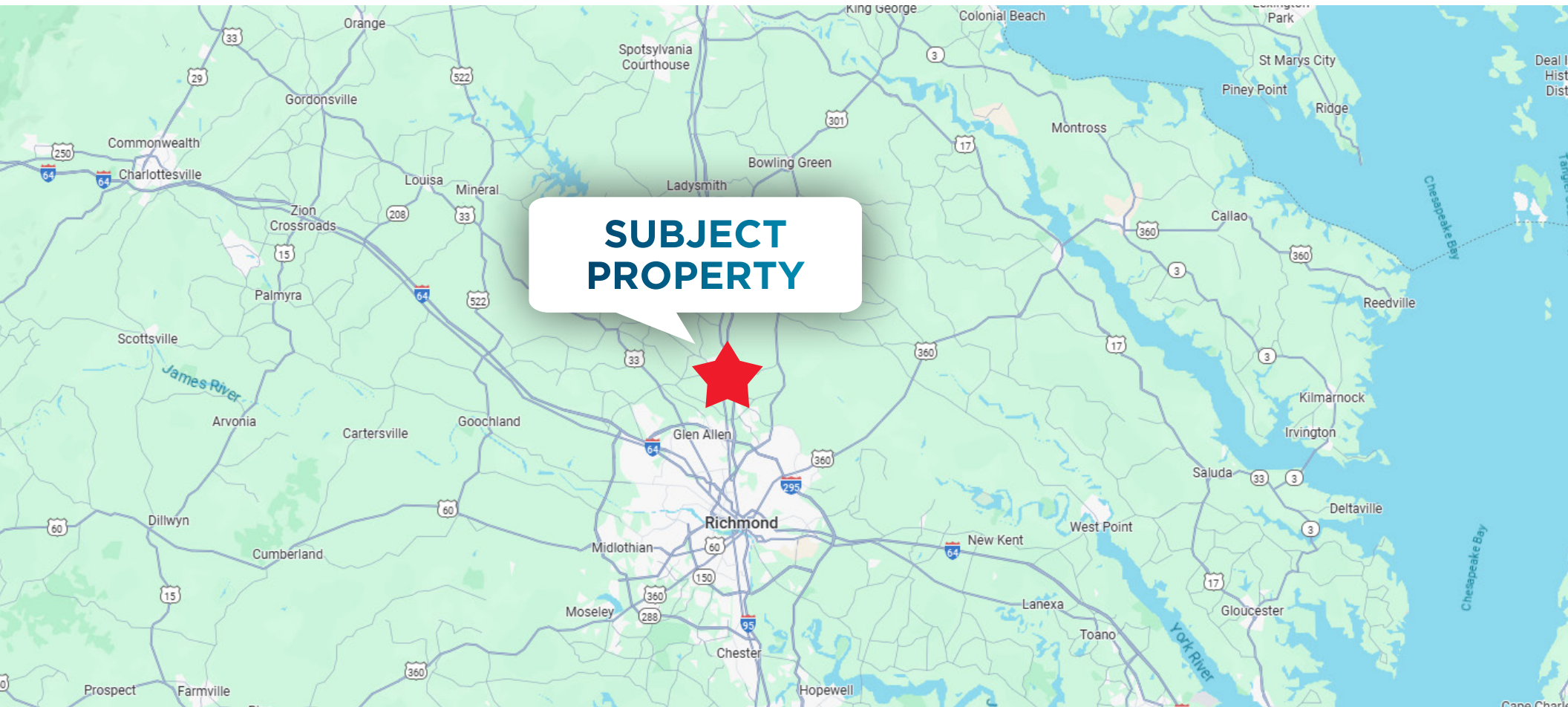
Lease Information

Lease Commencement Date	01/01/1995
Lease Expiration Date	12/31/2026
Total Lease Term (Tenancy)	±31 Years
Lease Term Remaining	±1 Year
Increases	3% Annual
Options	Two, Five-Year @ 3% Annual
Lease Type	Absolute NNN



MARKET OVERVIEW

Regional Map



±149,000

CARS PER DAY ON THE
NEARBY I-95 FREEWAY



±23 MILES

TO RICHMOND
INTERNATIONAL AIRPORT (RIC)



±386,000

DAYTIME POPULATION
(10-MILE RADIUS)



±18 MILES

VIA I-95 TO
DOWNTOWN RICHMOND, VA

1

2

3

MARKET OVERVIEW

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

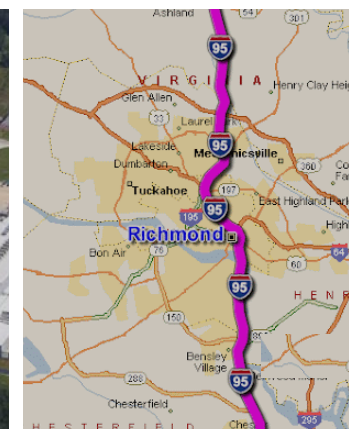
RIC INT'L AIRPORT



DATA CENTER HUB



I-95 CORRIDOR





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