



10 Walsh Ln, Fredericksburg, VA 22405

**Veterinary  
Investment Opportunity**

Offering Memorandum

**VCA White Oak Animal Hospital | NNN Lease | 2% Annual Escalators | ±7.49 Years Remaining**



**MATTHEWS™**

# EXCLUSIVELY LISTED BY

## Point of Contact



**Andrew Evans**

SVP & Director

**(949) 662-2256**

[andrew.evans@matthews.com](mailto:andrew.evans@matthews.com)

License No. 02055475 (CA)



**Michael Moreno**

EVP & Senior Director

**(949) 432-4511**

[michael.moreno@matthews.com](mailto:michael.moreno@matthews.com)

License No. 01982943 (CA)



**Rahul Chhajed**

SVP & Senior Director

**(949) 432-4513**

[rahul.chhajed@matthews.com](mailto:rahul.chhajed@matthews.com)

License No. 01986299 (CA)

## **Kyle Matthews**

Broker of Record

Broker License No. 225225982 (VA)

Firm License No. 226035518 (VA)

# MATTHEWS™





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# PROPERTY OVERVIEW



# EXECUTIVE SUMMARY

## The Opportunity

Matthews™ Healthcare Division is pleased to exclusively offer the opportunity to acquire a single-tenant veterinary clinic located in Fredericksburg, Virginia, tenanted by VCA Animal Hospitals, Inc., one of the nation's largest and most established veterinary operators. VCA operates a nationwide network of animal hospitals providing comprehensive medical, surgical, and preventative care services, and is a subsidiary of Mars, Incorporated, a globally recognized leader in pet care and consumer brands. The company's strong corporate backing, national platform, and long-standing industry presence position the property as a stable net-leased healthcare investment.

The lease features  $\pm 7.5$  years remaining on the initial term, with built-in 2% annual rent increases and two, 5-year renewal options, providing investors with durable income growth and long-term occupancy potential. The property is secured by a corporate guaranty and structured as a NNN lease, offering predictable cash flow within the expanding veterinary healthcare sector.

Constructed in 2004, the purpose-built veterinary facility contains  $\pm 6,390$  square feet and is situated on  $\pm 2.00$  acres. The asset features a functional single-tenant layout, dedicated on-site parking, and a site configuration well suited for long-term clinical use with limited future capital requirements. Strategically positioned within the growing Fredericksburg market, the property presents an attractive opportunity for local, regional, and national investors seeking a stable healthcare investment backed by a nationally recognized veterinary operator.



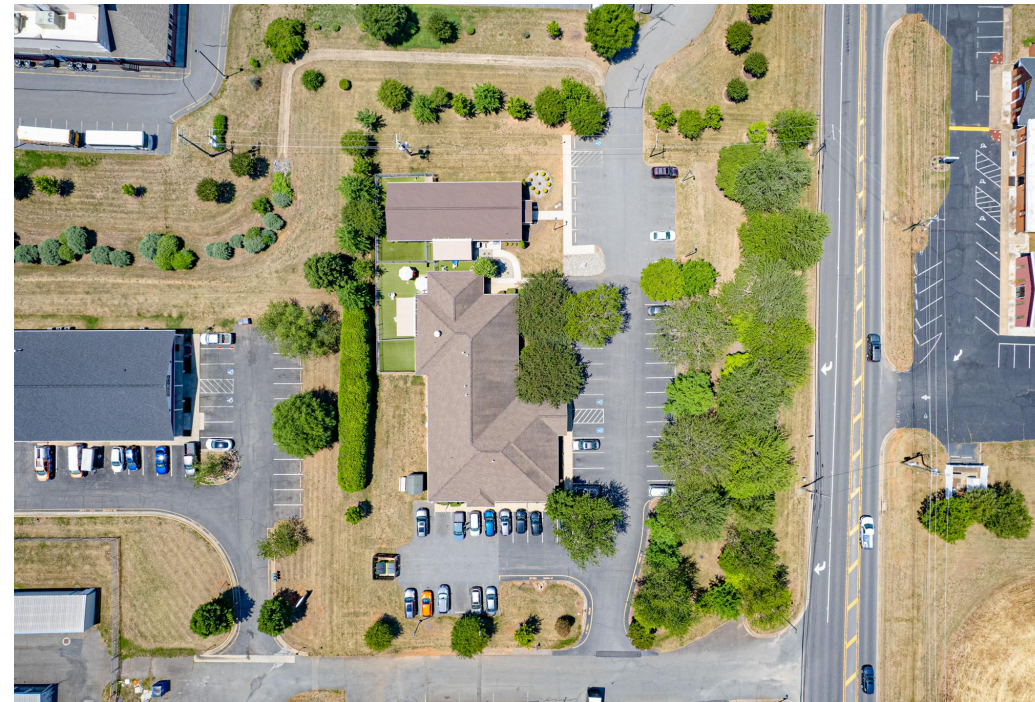
# INVESTMENT HIGHLIGHTS

- **Stable Investment** – ±7.49 years remain on the corporate-guaranteed NNN lease, featuring built-in 2% annual rent increases and two, 5-year renewal options, providing long-term income stability and predictable cash flow growth.
- **Scheduled Rent Increases | Built-In Inflation Protection** – The lease includes 2% annual rent escalations, creating consistent NOI growth and helping hedge against inflation over the life of the investment.
- **Healthcare Real Estate | Recession-Resistant Asset** – Veterinary hospitals continue to be highly sought-after investments due to their resilience during economic downturns and insulation from e-commerce disruption affecting traditional retail properties.
- **National Veterinary Operator | Corporate Guarantee** – The property is occupied by VCA Animal Hospitals, Inc., one of the nation's leading veterinary care providers and a subsidiary of Mars, Incorporated, offering strong corporate tenancy and institutional-grade credit backing.



# INVESTMENT HIGHLIGHTS

- **Purpose-Built Veterinary Facility** – The ±6,390 SF facility was specifically designed for veterinary use and is situated on ±2.00 acres, featuring a functional layout, dedicated parking, and infrastructure suited for long-term clinical operations.
- **Tenant Investment in Location** – Veterinary operators typically maintain long-term occupancy due to the significant costs associated with relocation, specialized build-outs, equipment installation, and the importance of retaining an established client base.
- **Strategic Fredericksburg Location** – Located at 10 Walsh Lane in Fredericksburg, VA, the property benefits from strong regional connectivity, expanding residential growth, and proximity to major retail corridors and healthcare-related demand drivers.
- **Passive Lease Structure** – The NNN lease structure provides a passive investment opportunity with limited landlord obligations, appealing to both local and national investors seeking stable management-free income.
- **Growing Veterinary Industry** – The veterinary services industry continues to experience strong long-term growth driven by increasing pet ownership, rising consumer spending on pet healthcare, and continued demand for companion animal services nationwide.





**TARGET**

**Rising Star Early Childhood Education Center**  
±335 Students

**Grafton Village Elementary**  
±740 Students

**weis**

**Silver Collection at Carl D Silver Parkway**  
±369 Units

**MAA Seasons**  
±483 Units

**Mary Washington Hospital**  
±471 Beds

**RAPPAHANNOCK ORTHODONTICS**  
**Cox Family**  
Dentistry & Orthodontics

**vca** animal hospitals  
Subject Property

White Oak Rd

**Walmart Supercenter** **HOBBY LOBBY**  
**TARGET** **BEST BUY**  
**LOWE'S** **Ashley HOMESTORE**

**Mary Washington Healthcare**  
**HCAVa Physicians**  
**KAISER PERMANENTE**

**Walgreens**  
**CVS pharmacy**

**GIANT** **NextGare** **7 ELEVEN**

**The Commons at Cowan Blvd.**  
±254 Units

**Ferry Farm Elementary**  
±743 Students

**Residences at Belmont**  
±300 Units

**The Factory at Upper Spotsy**  
±75 Units

**Walmart Supercenter**

**Spotsylvania Towne Centre**  
**COSTCO WHOLESALE** **DICK'S SPORTING GOODS** **macy's**  
**JCPenney** **belk** **الرجل**  
VICTORIA'S SECRET SEPHORA

±150,400 VPD

±26,800 VPD

±83,600 VPD



**10 Walsh Lane**  
Fredericksburg, VA 22405

**±6,390 SF**  
GLA

**2004**  
Year Built

**±8,000**  
Vehicles Per Day

**NNN**  
Lease Type

**\$398**  
Price/SF



# FINANCIAL OVERVIEW



# FINANCIAL OVERVIEW

**\$2,543,200**

List Price

**6.75%**

Cap Rate

**\$26.86**

Rent/SF

**\$171,666**

NOI

## Property Details

Tenant Trade Name	VCA Animal Hospitals, Inc., a California Corporation
Type of Ownership	Fee Simple
Lease Guarantor	Corporate
Lease Type	NNN
Occupancy	100%
Original Lease Term	10 Years
Rent Commencement Date	11/14/23
Lease Expiration Date	11/14/33
Term Remaining on Lease	±7.49 Years
Base Rent	\$171,666
Increases	2% Annually
Options	Two, 5-Year Options



# ANNUALIZED OPERATING DATA

## Annualized Operating Data

Lease Year	Annual Rent	Monthly Rent	Rent/SF	Cap Rate
<b>Current Year</b>	<b>\$171,666</b>	<b>\$14,305.50</b>	<b>\$26.86</b>	<b>6.75%</b>
Year 4	\$175,099	\$14,591.61	\$27.40	6.89%
Year 5	\$178,601	\$14,883.44	\$27.95	7.02%
Year 6	\$182,173	\$15,181.11	\$28.51	7.16%
Year 7	\$185,817	\$15,484.73	\$29.08	7.31%
Year 8	\$189,533	\$15,794.43	\$29.66	7.45%
Year 9	\$193,324	\$16,110.32	\$30.25	7.60%
Year 10	\$197,190	\$16,432.52	\$30.86	7.75%
Option 1 - Year 11	\$201,134	\$16,761.17	\$31.48	7.91%
Option 1 - Year 12	\$205,157	\$17,096.40	\$32.11	8.07%
Option 1 - Year 13	\$209,260	\$17,438.32	\$32.75	8.23%
Option 1 - Year 14	\$213,445	\$17,787.09	\$33.40	8.39%
Option 1 - Year 15	\$217,714	\$18,142.83	\$34.07	8.56%
Option 2 - Year 16	\$222,068	\$18,505.69	\$34.75	8.73%
Option 2 - Year 17	\$226,510	\$18,875.80	\$35.45	8.91%
Option 2 - Year 18	\$231,040	\$19,253.32	\$36.16	9.08%
Option 2 - Year 19	\$235,661	\$19,638.39	\$36.88	9.27%
Option 2 - Year 20	\$240,374	\$20,031.15	\$37.62	9.45%

# TENANT OVERVIEW



## Tenant Overview

VCA Animal Hospitals is one of the largest and most established veterinary care providers in North America, operating an expansive network of full-service animal hospitals offering primary, specialty, emergency, and urgent care services. Founded in 1986, the company has developed a nationally recognized brand associated with high-quality veterinary medicine, advanced clinical capabilities, and strong customer loyalty. VCA benefits from the long-term secular growth of the pet care industry, driven by increasing pet ownership, rising consumer spending on pet wellness, and the continued “humanization” of pets. The company’s integration within Mars Veterinary Health further strengthens its institutional profile and operational scale, positioning VCA as a leading participant in the highly resilient veterinary healthcare sector.



Year Founded  
1986

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Headquarters  
Los Angeles, CA

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# of Hospitals  
1,000+

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# of Employees  
27,000+

# MARKET OVERVIEW



# FREDERICKSBURG, VA

Market Demographics: 3-Mile Radius

**42,673**

Total Population

**\$160,804**

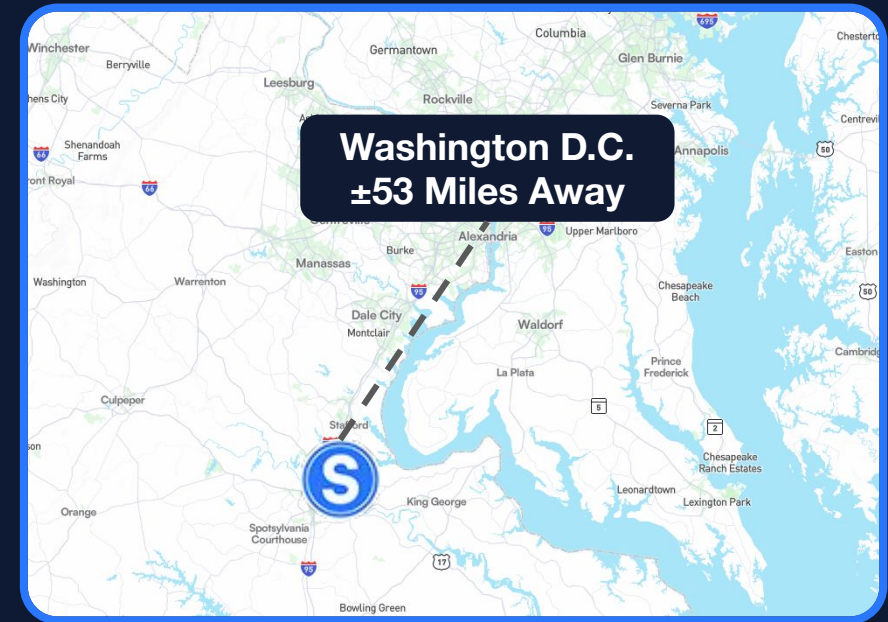
Average HH Income

**15,794**

# of Households

**6,300+**

# of Pet-Owning Households



## Local Market Overview

Fredericksburg, Virginia is a strategically positioned city within the Washington, D.C.–Richmond corridor, offering a blend of historical character, regional accessibility, and sustained population growth. Located along Interstate 95 and served by both Amtrak and Virginia Railway Express (VRE) commuter rail, the city benefits from strong connectivity to major employment centers throughout Northern Virginia and the Mid-Atlantic region. Fredericksburg has experienced consistent residential and commercial development driven by households seeking affordability relative to larger metropolitan areas while maintaining access to employment, healthcare, education, and retail amenities. The area’s walkable downtown district, proximity to the Rappahannock River, and expanding suburban neighborhoods continue to attract residents and businesses alike.

The local economy is supported by a diverse mix of government, healthcare, education, logistics, and professional services industries. Fredericksburg’s location between two major economic hubs has encouraged continued investment in retail corridors, multifamily housing, and mixed-use development throughout the region. The city also benefits from a strong tourism sector anchored by its colonial and Civil War history, contributing to year-round visitor activity and hospitality demand.

## Property Demographics

Population	3-Mile	5-Mile	10-Mile
Five-Year Projection	44,658	95,708	252,635
Current Year Estimate	42,673	89,580	236,330
2020 Census	40,442	83,114	219,483
Growth Current Year-Five-Year	4.65%	6.84%	6.90%
Growth 2020-Current Year	5.52%	7.78%	7.68%
Households	3-Mile	5-Mile	10-Mile
Five-Year Projection	16,930	36,841	92,607
Current Year Estimate	15,794	33,829	84,965
2020 Census	14,669	30,599	76,676
Growth Current Year-Five-Year	7.19%	8.90%	8.99%
Growth 2020-Current Year	7.67%	10.56%	10.81%
Income	3-Mile	5-Mile	10-Mile
Average Household Income	\$160,804	\$145,229	\$153,045

# WASHINGTON D.C. MSA

689,000+

Total Population

45%

% of Households That Own Pets

310,000

+

# of Household Pets

\$39B

Annual Veterinary Expenditures

Washington, D.C. serves as *one of the nation's most stable and affluent economic centers*, supported by a highly educated workforce, strong household incomes, and a diverse employment base anchored by federal government operations, healthcare, education, technology, and professional services. The District's *dense urban population, high concentration of young professionals, and growing number of pet-friendly residential developments have contributed to increasing demand for veterinary care, pet wellness services, grooming, boarding, and specialty animal healthcare.*



# CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **10 Walsh Lane, Fredericksburg, VA, 22405** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™., the property, or the seller by such entity.

Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net (“N”), double net (“NN”), and triple net (“NNN”) leases. The distinctions between different types of leases or within the same type of leases, such as “Bondable NNN,” “Absolute NNN,” “True NNN,” or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant’s respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers’ particular needs.



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Point of Contact

**Andrew Evans**

SVP & Director

**(949) 662-2256**

[andrew.evans@matthews.com](mailto:andrew.evans@matthews.com)

License No. 02055475 (CA)

**Michael Moreno**

EVP & Senior Director

**(949) 432-4511**

[michael.moreno@matthews.com](mailto:michael.moreno@matthews.com)

License No. 01982943 (CA)

**Rahul Chhajer**

SVP & Senior Director

**(949) 432-4513**

[rahul.chhajed@matthews.com](mailto:rahul.chhajed@matthews.com)

License No. 01986299 (CA)

**Kyle Matthews** | Broker of Record | Broker Lic. No. 225225982 (VA) | Firm Lic. No. 226035518 (VA)

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