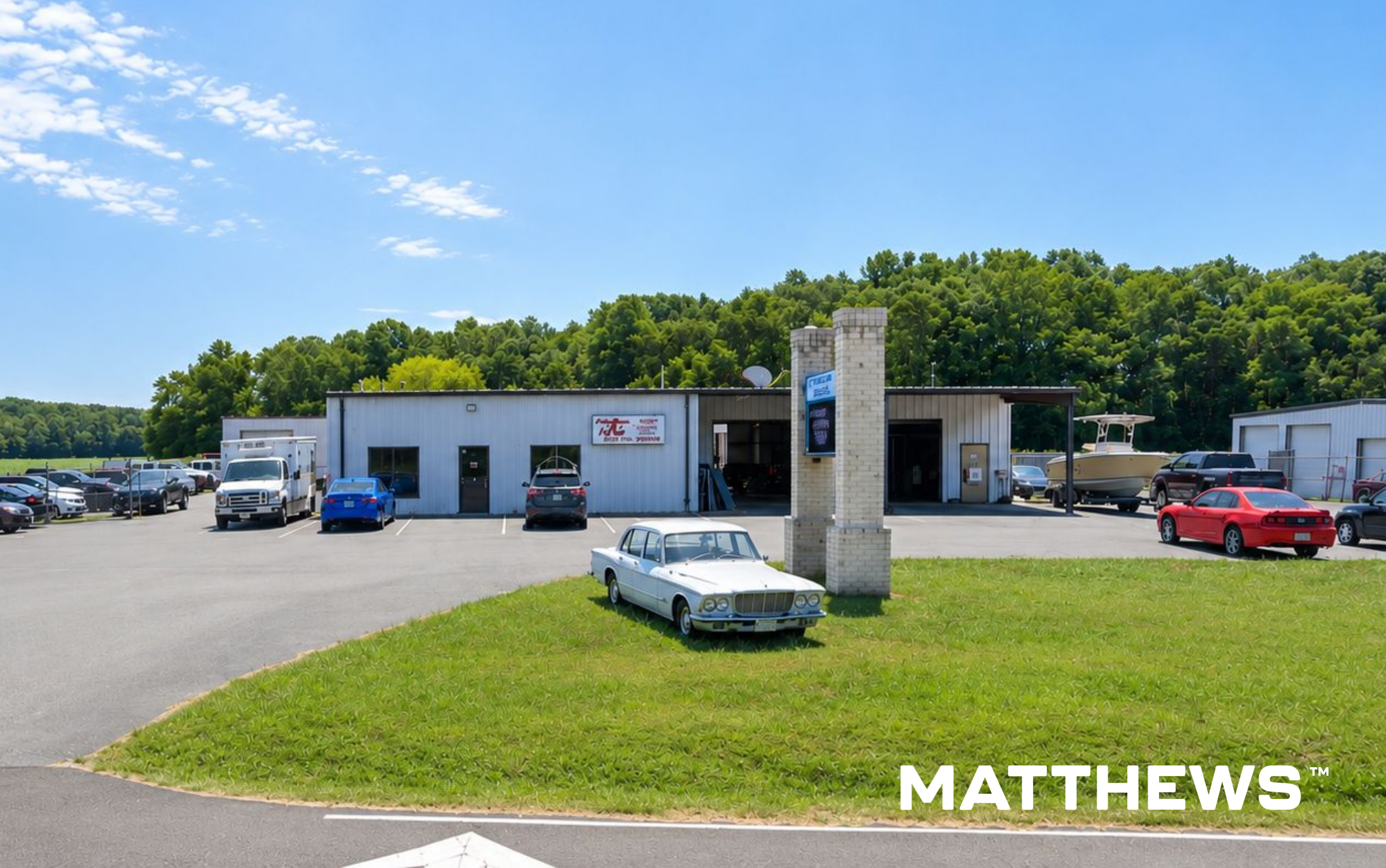
Eastern Shore Auto Body

20282 Fairgrounds Rd | Onancock, VA 23417

Retail
Investment Opportunity

Offering Memorandum



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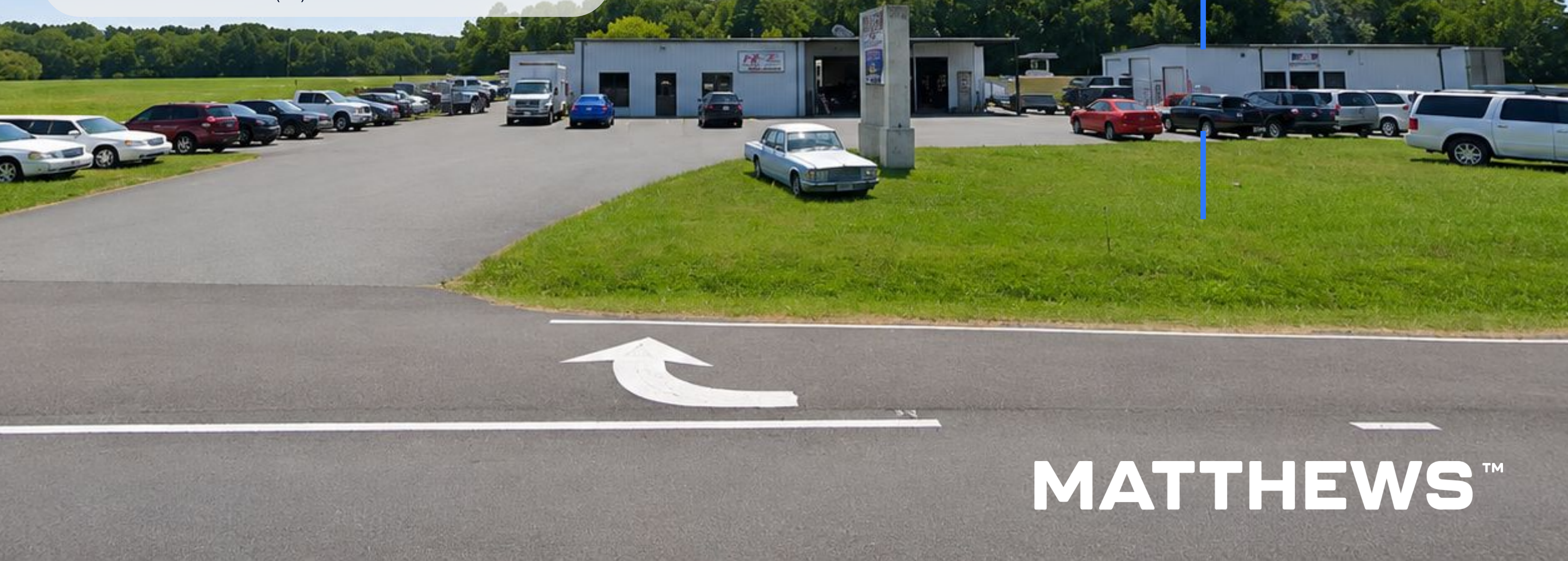

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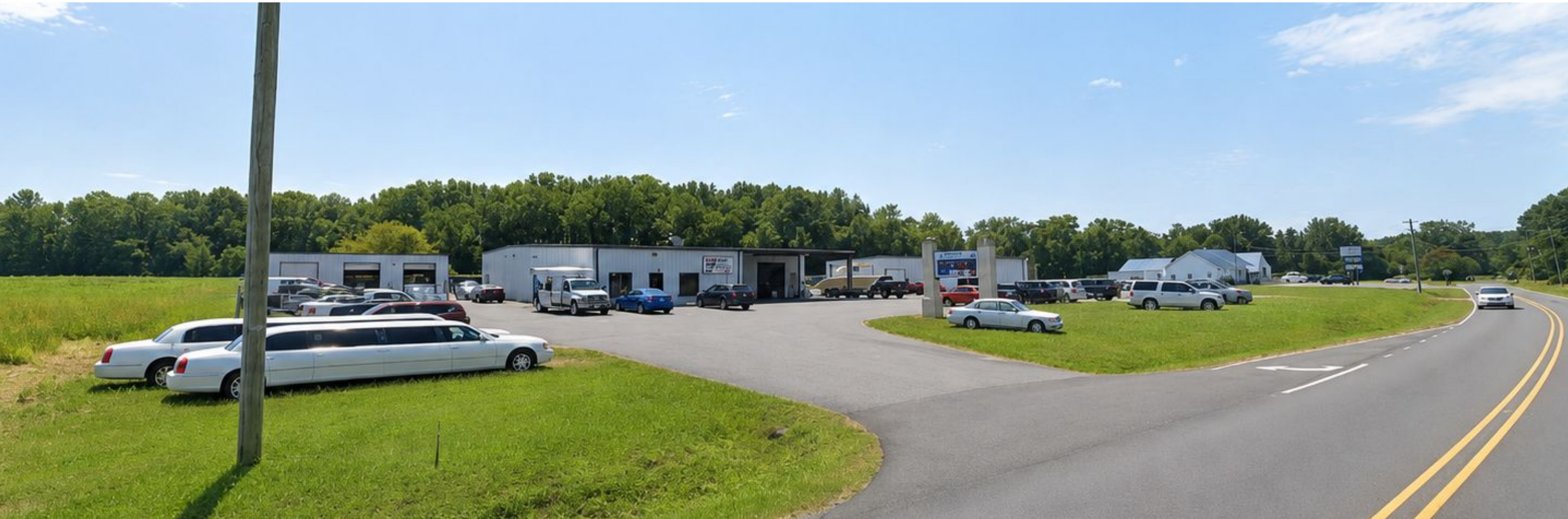
INVESTMENT HIGHLIGHTS

Property Highlights

- **Dominant Position in an Underserved Market** Eastern Shore Auto Body is the established leader in collision repair along Virginia's Eastern Shore — a growing, underserved market with significant unmet demand. With prime Route 13 frontage and decades of brand equity, the business commands a market position that cannot be replicated overnight.

- **Scalable Real Estate Infrastructure** 14,200 SF across four buildings on ±1.92 acres of commercially zoned land with only 15.5% site coverage. The property includes a dedicated rental car facility and substantial undeveloped land, providing a buyer with meaningful optionality to expand operations, add capacity, or reposition the asset entirely.

- **Thirty Years of Proven Performance** In operation since the 1990s with 36 years of proven operating experience, Eastern Shore Auto Body has built a recession-resistant business on the back of deep community relationships and consistent execution — establishing itself as the go-to collision repair destination on the Eastern Shore of Virginia. This is a business with a reputation that takes decades to build and cannot be manufactured.



FINANCIAL OVERVIEW - REAL ESTATE

$1,142,857 List Price	**14,200 SF** GLA	**$80.48** Price Per SF	**±1.65 AC** Lot Size

Property Details

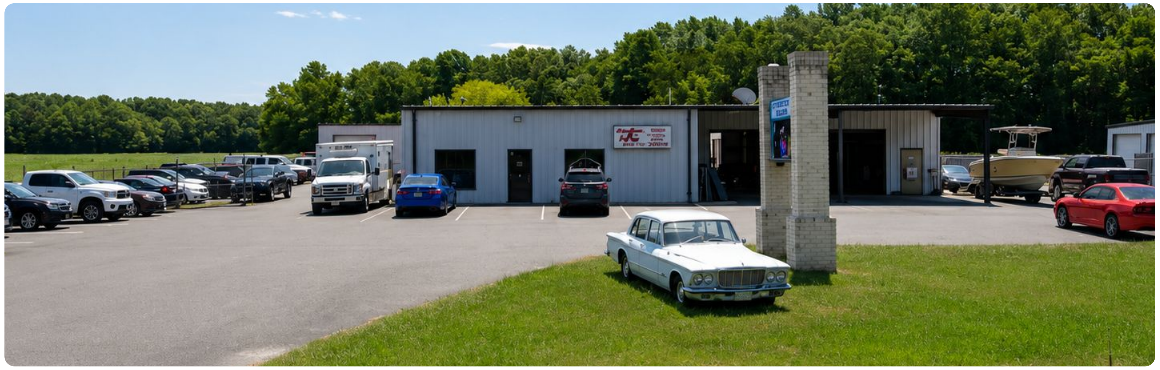
Business Name	Eastern Shore Auto Body
Address	20282 Fairgrounds Rd
City, ST, Zip	Onancock, VA, 23417
Total Square Footage	14,200
Year Business Started	1990
Three Phase Power	480
Gas	Propane
Booth Heating	Propane
Oil Water Separator	No
# of Parking Spots	100+
Business Name	Eastern Shore Auto Body

FINANCIAL OVERVIEW - BUSINESS

$298,852	$158,291	4.00x	$600,000
Blue Sky Value	FF&E	Blue Sky Multiple (TTM EBITDA)	List Price

2025 Profit & Loss

Total Income	$1,454,028.71
Cost Of Goods Sold	$688,099.10
Gross Profit	$765,929.61
Total Expenses	$684,923.79
Net Operating Income	$81,005.82
Addbacks to EBITDA	
-Rent Income (non-recurring)	-$50,000,00
+Automobile Expense	$7,564.68
+Contributions	$65.64
+Donation	$5,813.05
+Officer Life Insurance	$1,388.28
+Mortgage (Interest Reclass)	$20,117.92
+Taxes	$8,757.71
2025 EBITDA	**$74,713.10**
Margin %	5.14%



FF&E Breakout

Category	Key Equipment	Est. Value
Paint Booths	(2) Accudraft downdraft booths w/ mix room	$70,500
Welding	(2) Miller MIG welders, resistance/spot welder	$14,200
Frame & Measuring	Frame bay equipment, pulling/measuring system	$20,300
Shop Support & Prep	Prep stations, vacuum sanding, racking, detail	$18,200
Compressors	Shop air compressor system	$10,100
Lifts	Two-post/frame lifts	$8,100
Office / IT	CCC One, QuickBooks workstations, office equip.	$10,100
Other Tools	Misc. hand tools, hazardous waste handling	$6,791
Total FF&E		**$158,291**

BUSINESS SUMMARY

Year Founded
1990

Headquarters
Onancock, VA

Ownership Status
Family-owned

Website
easternshoreautobody.com

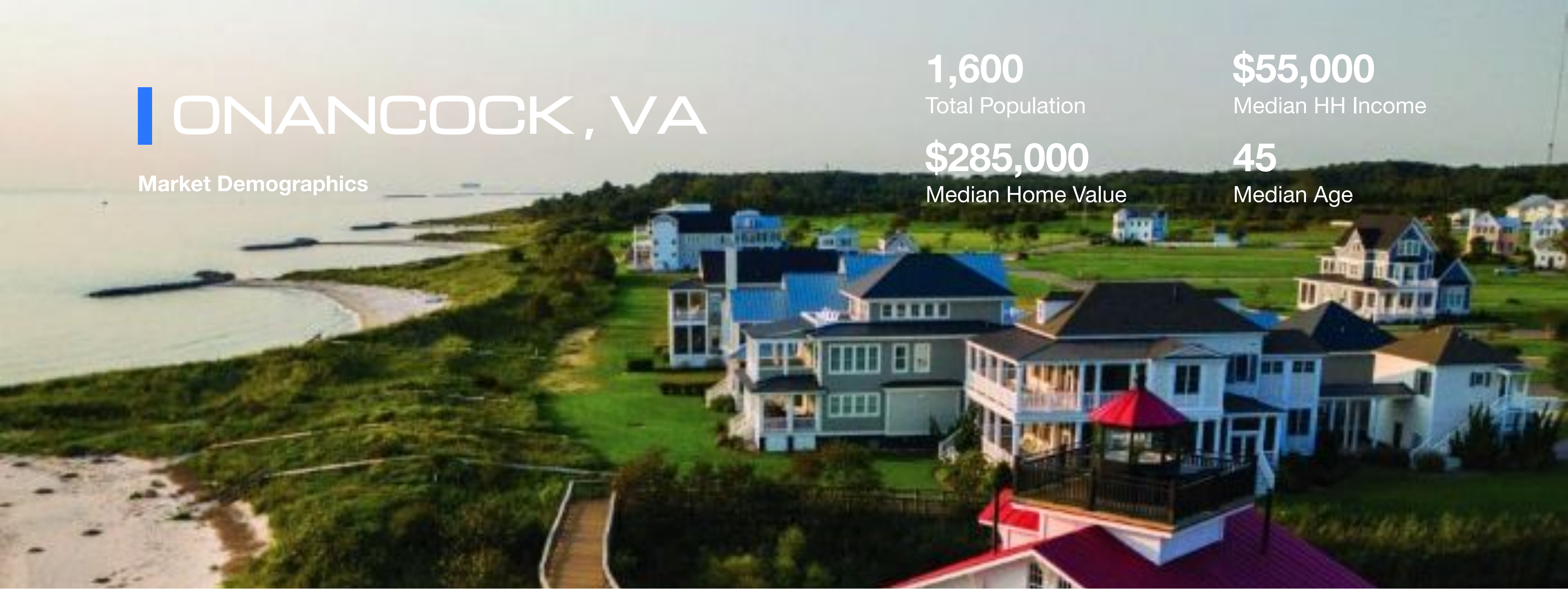
Industry
Collision / Auto Body Repair

Eastern Shore Auto Body & Customizing
Onancock, Va
787-8754

Business Overview
Eastern Shore Auto Body is a long-established, locally owned collision repair and auto body shop serving Virginia's Eastern Shore, with a primary focus on Accomack and Northampton Counties. Operating in the market since 1990, the business provides full-service collision repair, refinishing, insurance claim assistance, and mechanical support for both personal and commercial vehicles. The shop is one of the limited independent auto body operators in the immediate Onancock submarket, benefiting from a highly vehicle-dependent rural trade area with constrained competition.

The business service offering includes collision repair, dent and paint work, glass replacement, towing coordination, and insurance-related repairs, positioning it as an essential automotive service provider in a region where personal vehicle reliance is high and alternatives are limited. Demand is supported by long travel distances between communities, agricultural and commercial vehicle usage, tourism-related traffic along the Eastern Shore, and limited public transportation infrastructure.

Eastern Shore Auto Body serves a stable but small population base within Onancock and the broader Accomack County region (~33,000 residents), capturing both retail repair demand and insurance-driven collision work. The tenant's longevity, established reputation, and broad service capabilities create consistent repeat and referral business, reinforcing its role as a key local automotive service provider in the market.



ONANCOCK, VA

Market Demographics

1,600
Total Population

$55,000
Median HH Income

$285,000
Median Home Value

45
Median Age

Local Market Overview

Onancock is a historic waterfront town located in Accomack County on Virginia's Eastern Shore and serves as a commercial, healthcare, and service hub for the surrounding region. While the town itself has a small population, it draws residents from across northern Accomack County for retail, professional services, healthcare, and government functions. Its proximity to U.S. Route 13, the Eastern Shore's primary transportation corridor, provides connectivity throughout the Delmarva Peninsula and supports regional business activity.

The local economy is anchored by healthcare, agriculture, seafood production, tourism, and government-related employment. Major regional employers include healthcare providers, poultry and agricultural operations, and aerospace-related industries connected to the nearby NASA Wallops Flight Facility. Tourism also contributes significantly to the economy, with visitors attracted to the Chesapeake Bay, boating, fishing, and the area's historic waterfront communities.

For automotive and service-oriented businesses, the market benefits from a vehicle-dependent population, steady regional traffic, and a diverse economic base. The combination of year-round residents, local businesses, agricultural operators, and seasonal visitors helps support consistent demand for a wide range of commercial and consumer services.

Property Demographics

Population	3-Mile	5-Mile	10-Mile
Current Year Estimate	3,794	7,236	15,125
Households	**3-Mile**	**5-Mile**	**10-Mile**
Current Year Estimate	1,670	3,085	6,291
Income	**3-Mile**	**5-Mile**	**10-Mile**
Average Household Income	$84,800	$83,700	$86,522

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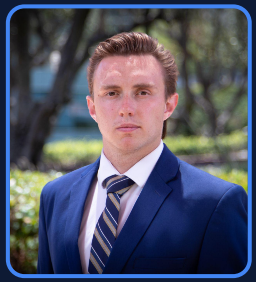

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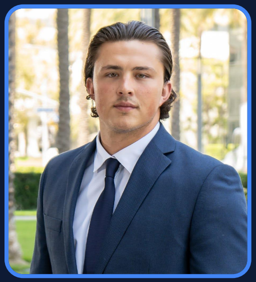

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