

For Sale/Lease

760 Pilot House Drive
Oyster Point Business Park
Newport News, Virginia



FOR ADDITIONAL INFORMATION, PLEASE CONTACT:

Campana Waltz Commercial Real Estate, LLC

Ron A. Campana, Jr. and Vince Campana

11832 Fishing Point Drive, Suite 400

Newport News, Virginia 23606

757.327.0333

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FOR SALE / LEASE
760 Pilot House Drive
Oyster Point Business Park
Newport News, Virginia

Location: 760 Pilot House Drive
Newport News, Virginia 23606

Description: 10,640 Foot Office Building which is centrally located. The Property exemplifies a modern designed interior and exterior and features mezzanine levels with front view and operable windows.

The Property is centrally located in Oyster Point Business Park, in Newport News, Virginia. Newport News is the largest city on the Hampton Roads Peninsula positioned along I-64 between the Richmond Metro Area and the cities of Virginia Beach and Norfolk.

Building Size: Approximately 10,640 Square Feet

Sales Price: **\$1,550,000.00** (\$145.68/ Square Foot)

Projected NOI: **8.4%**

Lease Rate: **\$15.00 / Square Foot** (Rental rate is inclusive of Utilities, Condominium Fees, and Real Estate Taxes).

Available Suites: **Suite D: 2,080 SF**
Suite E: 2,660 SF
Total: 4,740 SF (Available Contiguous Space)

Parking: Ample

Built: 2003

Land Acreage: 1.31

Zoning: C-4 Oyster Point Business District. Multiple allowable uses by right.

General Information:

- Rare opportunity
- Well established area

Also included:

- Floor Plan
- Site Plan
- Additional Pictures
- Aerial Maps
- Location Map
- Demographic Information

For Additional Information, Please Contact:

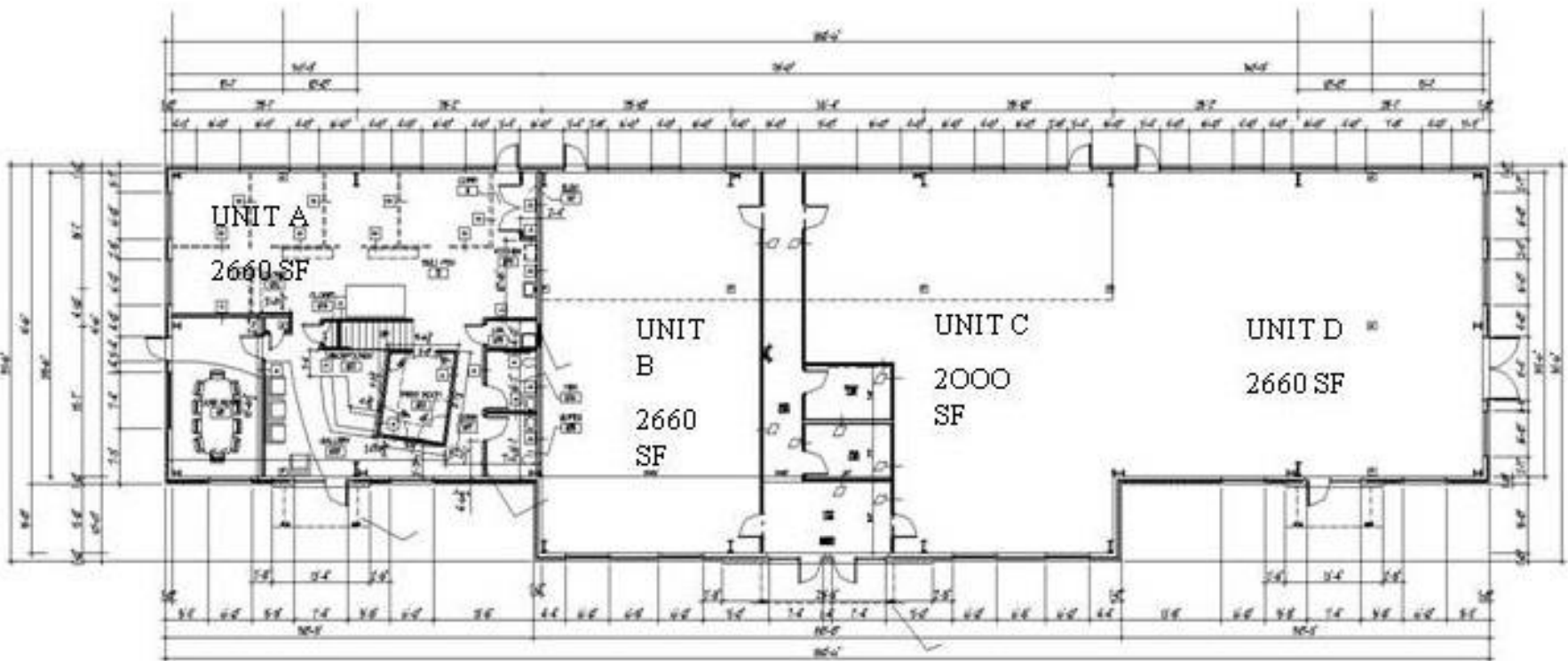
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760 Pilot House Drive
Newport News, Virginia

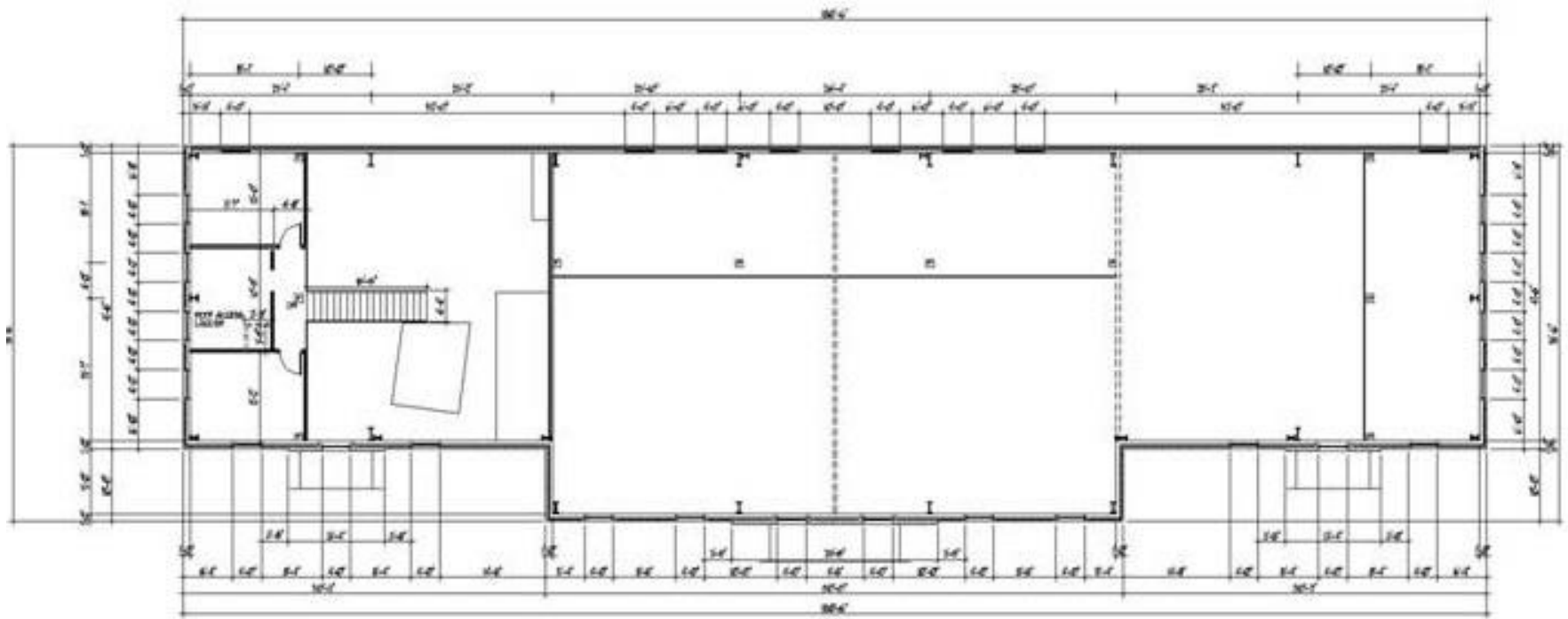


First Floor Plan
Not to scale.
For illustration purposes only.

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760 Pilot House Drive
Newport News, Virginia



Second Floor Plan
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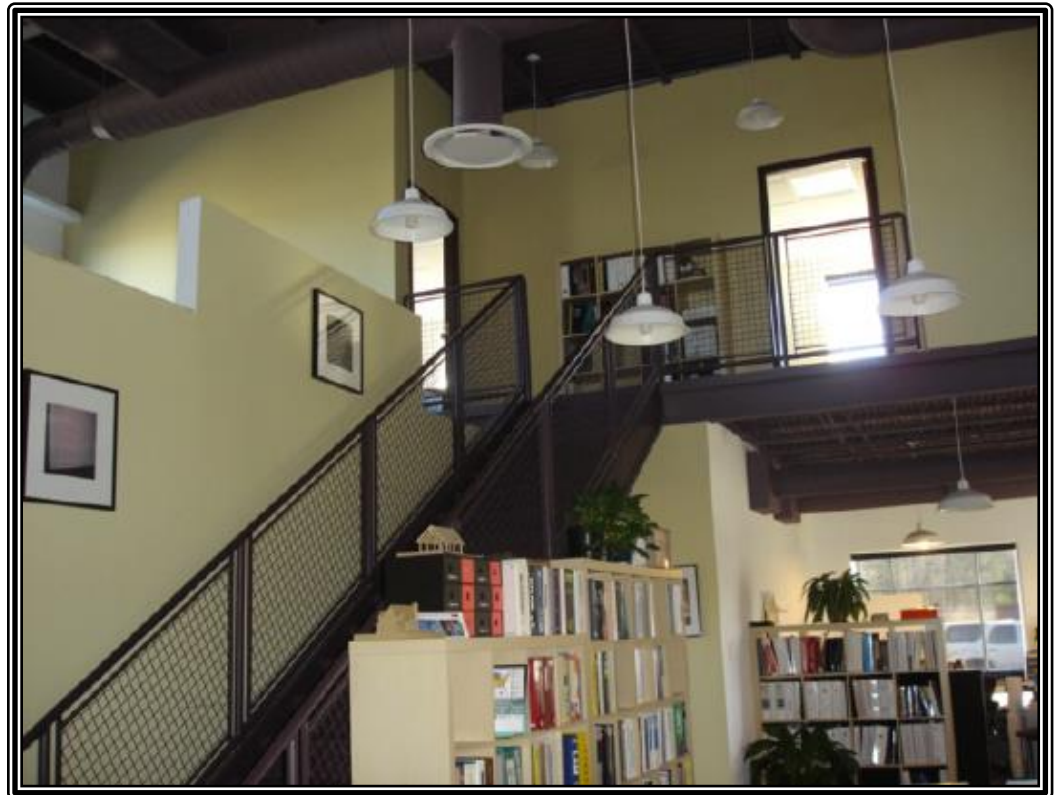
760 Pilot House Drive, Newport News, Virginia



OVER SITE PLAN

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760 Pilot House Drive
Newport News, Virginia



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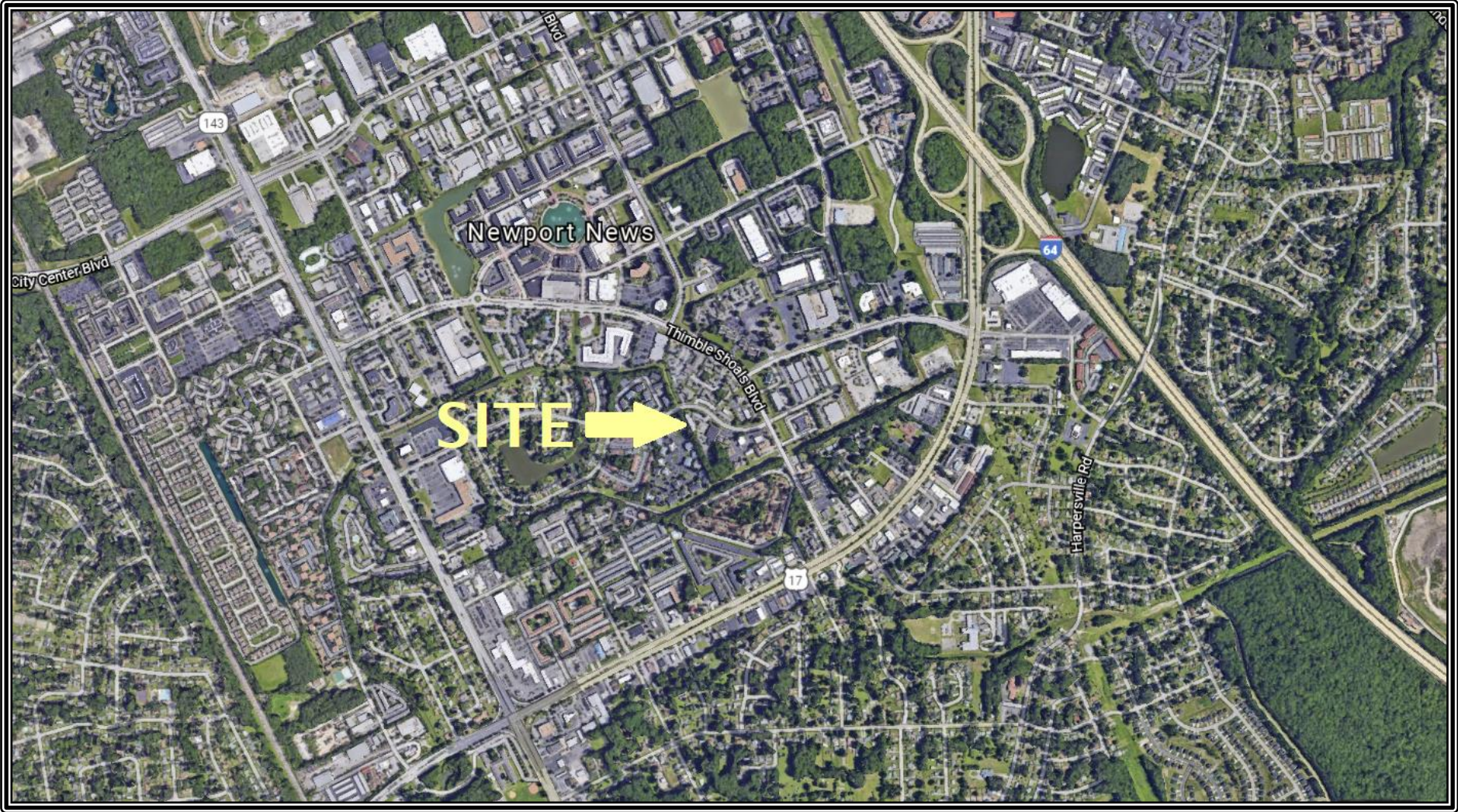
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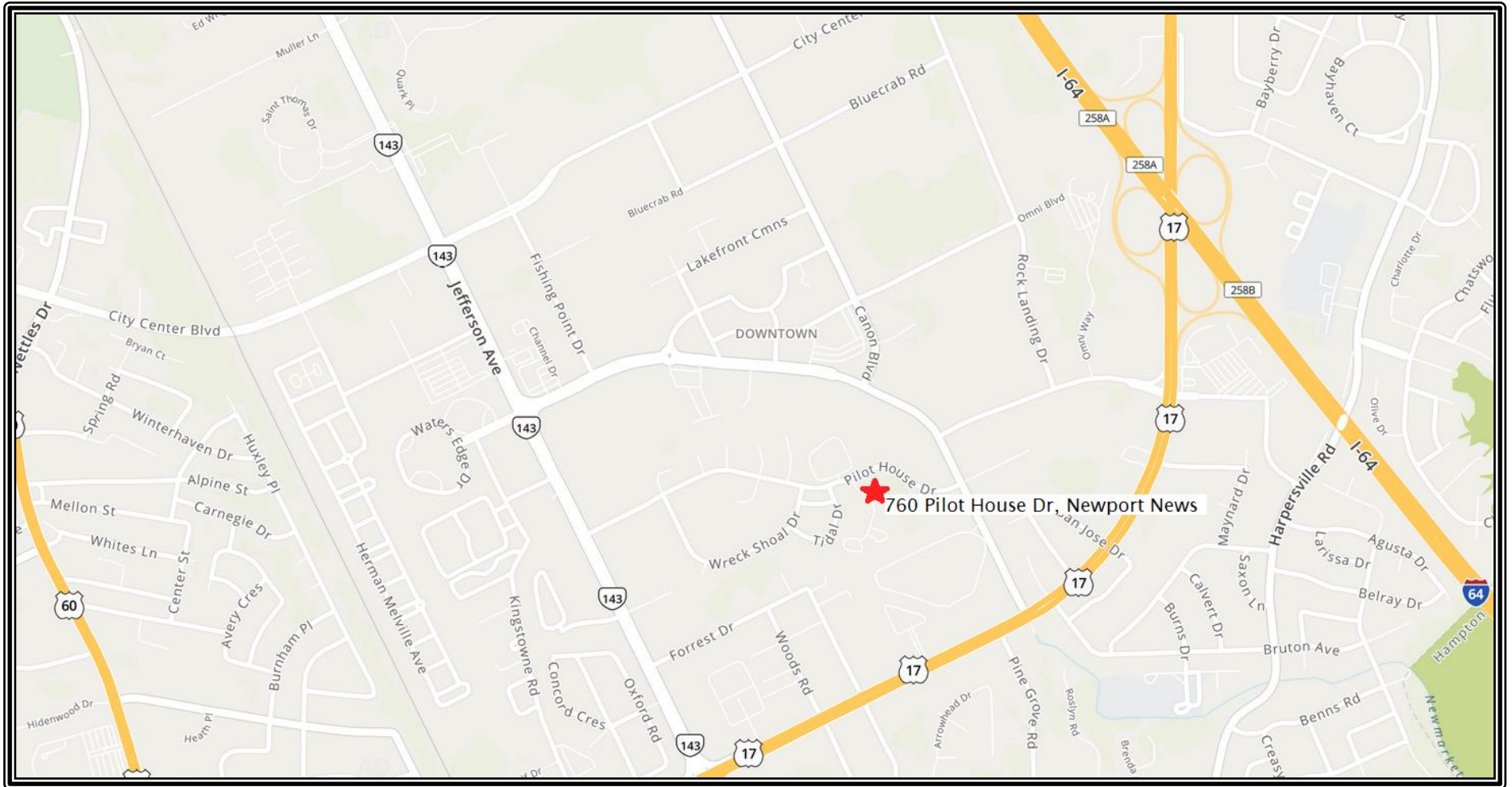
760 Pilot House Drive
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760 Pilot House Drive, Newport News, Virginia

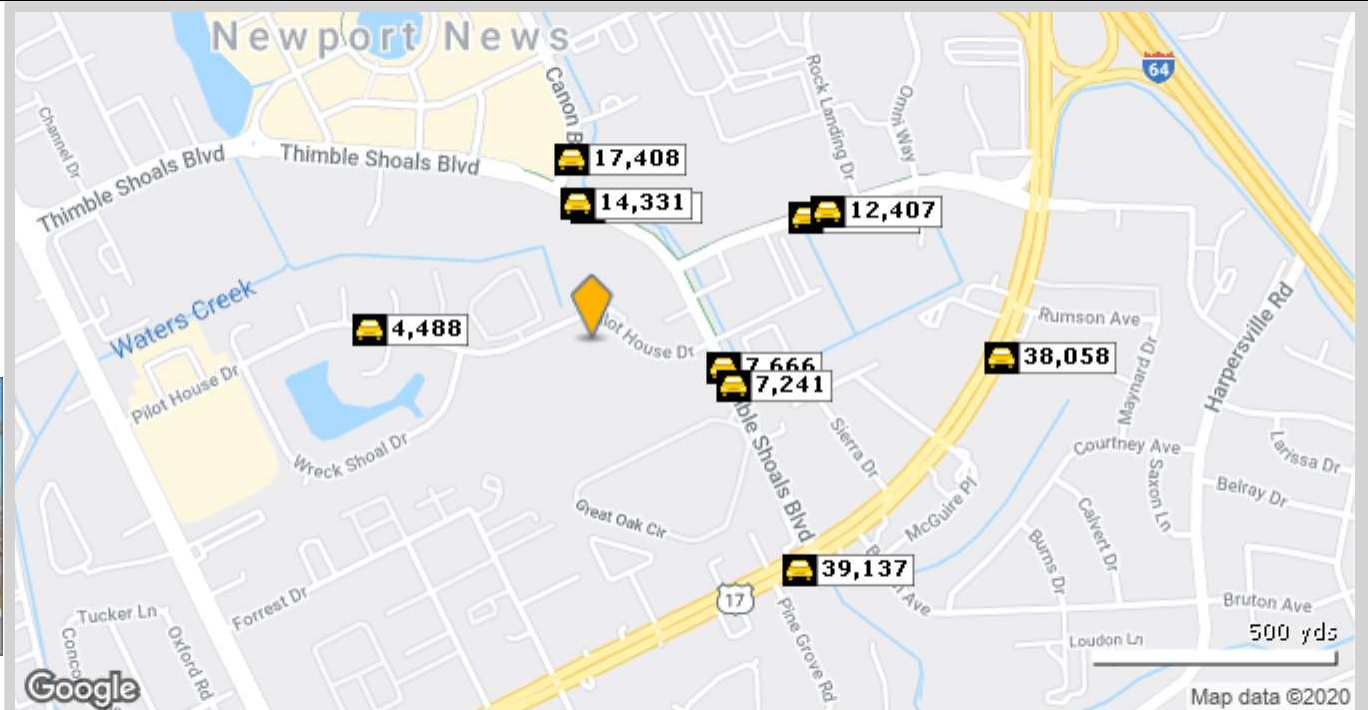


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Traffic Count Report

760 Pilot House Dr, Newport News, VA 23606

Building Type: **Class B Office**
 Class: **B**
 RBA: **10,640 SF**
 Typical Floor: **5,320 SF**
 Total Available: **1,884 SF**
 % Leased: **82.29%**
 Rent/SF/Yr: **\$15.00**



	Street	Cross Street	Cross Str Dist	Count Year	Avg Daily Volume	Volume Type	Miles from Subject Prop
1	Thimble Shoals Blvd	Pilot House Dr	0.03 NW	2018	7,666	MPSI	.16
2	Thimble Shoals Blvd	Canon Blvd	0.04 NW	2018	15,791	MPSI	.16
3	Thimble Shoals Blvd	Canon Blvd	0.03 NW	2018	14,331	MPSI	.17
4	Thimble Shoals Blvd	Pilot House Dr	0.06 NW	2018	7,241	MPSI	.18
5	Canon Blvd	Triton Ct	0.04 N	2018	17,408	MPSI	.22
6	Pilot House Dr	Ships Lndg	0.03 W	2018	4,488	MPSI	.26
7	Diligence Dr	Rock Landing Dr	0.07 E	2018	16,594	MPSI	.30
8	Diligence Dr	Rock Landing Dr	0.04 E	2018	12,407	MPSI	.32
9	J Clyde Morris Blvd	Thimble Shoals Blvd	0.03 NE	2018	39,137	MPSI	.36
10	J Clyde Morris Blvd	Rumson Ave	0.06 NE	2018	38,058	MPSI	.49

Demographic Trend Report

1 Mile Radius

760 Pilot House Dr, Newport News, VA 23606

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Description	2010		2019		2024	
Population	10,959		11,085		11,037	
Age 0 - 4	799	7.29%	863	7.79%	821	7.44%
Age 5 - 9	554	5.06%	721	6.50%	787	7.13%
Age 10 - 14	488	4.45%	572	5.16%	681	6.17%
Age 15 - 19	532	4.85%	562	5.07%	589	5.34%
Age 20 - 24	1,360	12.41%	774	6.98%	617	5.59%
Age 25 - 29	1,450	13.23%	1,056	9.53%	776	7.03%
Age 30 - 34	944	8.61%	1,057	9.54%	920	8.34%
Age 35 - 39	671	6.12%	916	8.26%	938	8.50%
Age 40 - 44	632	5.77%	671	6.05%	827	7.49%
Age 45 - 49	708	6.46%	618	5.58%	687	6.22%
Age 50 - 54	639	5.83%	649	5.85%	620	5.62%
Age 55 - 59	523	4.77%	675	6.09%	612	5.54%
Age 60 - 64	390	3.56%	555	5.01%	581	5.26%
Age 65 - 69	318	2.90%	419	3.78%	492	4.46%
Age 70 - 74	269	2.45%	329	2.97%	379	3.43%
Age 75 - 79	223	2.03%	241	2.17%	278	2.52%
Age 80 - 84	197	1.80%	186	1.68%	194	1.76%
Age 85+	262	2.39%	221	1.99%	238	2.16%
Age 15+	9,118	83.20%	8,929	80.55%	8,748	79.26%
Age 20+	8,586	78.35%	8,367	75.48%	8,159	73.92%
Age 65+	1,269	11.58%	1,396	12.59%	1,581	14.32%
Median Age	32		35		37	
Average Age	35.50		36.60		37.40	
Population By Race	10,959		11,085		11,037	
White	6,561	59.87%	6,281	56.66%	6,060	54.91%
Black	3,543	32.33%	3,826	34.52%	3,951	35.80%
Am. Indian & Alaskan	63	0.57%	63	0.57%	58	0.53%
Asian	324	2.96%	415	3.74%	440	3.99%
Hawaiian & Pacific Islander	45	0.41%	46	0.41%	45	0.41%
Other	411	3.75%	453	4.09%	484	4.39%

Demographic Trend Report

1 Mile Radius

760 Pilot House Dr, Newport News, VA 23606

Description	2010	2019	2024
Population by Race (Hispanic)	1,311	1,503	1,602
White	891 67.96%	1,036 68.93%	1,110 69.29%
Black	273 20.82%	304 20.23%	318 19.85%
Am. Indian & Alaskan	30 2.29%	30 2.00%	28 1.75%
Asian	12 0.92%	13 0.86%	16 1.00%
Hawaiian & Pacific Islander	32 2.44%	33 2.20%	34 2.12%
Other	73 5.57%	87 5.79%	96 5.99%
Household by Household Income	5,054	5,276	5,286
<\$25,000	1,156 22.87%	1,106 20.96%	1,119 21.17%
\$25,000 - \$50,000	1,615 31.95%	1,293 24.51%	1,241 23.48%
\$50,000 - \$75,000	1,116 22.08%	1,286 24.37%	1,292 24.44%
\$75,000 - \$100,000	711 14.07%	651 12.34%	638 12.07%
\$100,000 - \$125,000	204 4.04%	383 7.26%	400 7.57%
\$125,000 - \$150,000	124 2.45%	85 1.61%	78 1.48%
\$150,000 - \$200,000	60 1.19%	304 5.76%	337 6.38%
\$200,000+	68 1.35%	168 3.18%	181 3.42%
Average Household Income	\$54,986	\$69,286	\$70,862
Median Household Income	\$46,432	\$55,506	\$56,919

Demographic Summary Report

760 Pilot House Dr, Newport News, VA 23606

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 Class: **B** % Leased: **82.29%**
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 Typical Floor: **5,320 SF**



Radius	1 Mile	3 Mile	5 Mile
Population			
2024 Projection	11,037	77,809	160,041
2019 Estimate	11,085	78,603	162,635
2010 Census	10,959	81,343	172,184
Growth 2019 - 2024	-0.43%	-1.01%	-1.59%
Growth 2010 - 2019	1.15%	-3.37%	-5.55%
2019 Population by Hispanic Origin	1,503	6,516	12,300
2019 Population	11,085	78,603	162,635
White	6,281 56.66%	49,829 63.39%	93,751 57.65%
Black	3,826 34.52%	21,438 27.27%	54,093 33.26%
Am. Indian & Alaskan	63 0.57%	389 0.49%	844 0.52%
Asian	415 3.74%	3,488 4.44%	6,893 4.24%
Hawaiian & Pacific Island	46 0.41%	173 0.22%	293 0.18%
Other	453 4.09%	3,286 4.18%	6,762 4.16%
U.S. Armed Forces	312	2,340	4,414
Households			
2024 Projection	5,286	31,419	65,209
2019 Estimate	5,277	31,671	66,153
2010 Census	5,055	32,317	69,229
Growth 2019 - 2024	0.17%	-0.80%	-1.43%
Growth 2010 - 2019	4.39%	-2.00%	-4.44%
Owner Occupied	1,661 31.48%	17,080 53.93%	36,942 55.84%
Renter Occupied	3,616 68.52%	14,591 46.07%	29,211 44.16%
2019 Households by HH Income	5,276	31,669	66,154
Income: <\$25,000	1,106 20.96%	5,164 16.31%	11,597 17.53%
Income: \$25,000 - \$50,000	1,293 24.51%	7,139 22.54%	15,372 23.24%
Income: \$50,000 - \$75,000	1,286 24.37%	6,154 19.43%	12,788 19.33%
Income: \$75,000 - \$100,000	651 12.34%	4,349 13.73%	8,892 13.44%
Income: \$100,000 - \$125,000	383 7.26%	3,488 11.01%	6,802 10.28%
Income: \$125,000 - \$150,000	85 1.61%	1,841 5.81%	3,752 5.67%
Income: \$150,000 - \$200,000	304 5.76%	1,746 5.51%	3,327 5.03%
Income: \$200,000+	168 3.18%	1,788 5.65%	3,624 5.48%
2019 Avg Household Income	\$69,286	\$82,937	\$80,552
2019 Med Household Income	\$55,506	\$64,656	\$61,881

Demographic Market Comparison Report

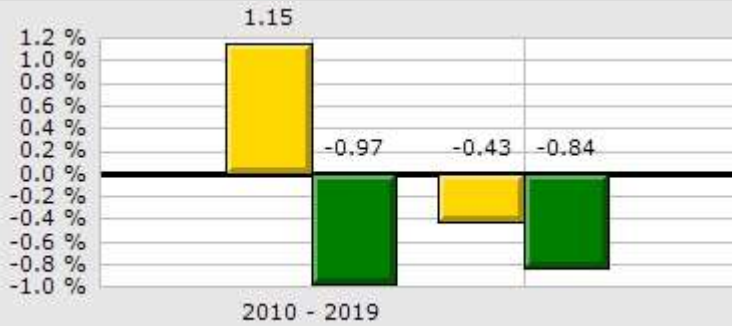
1 mile radius

760 Pilot House Dr, Newport News, VA 23606

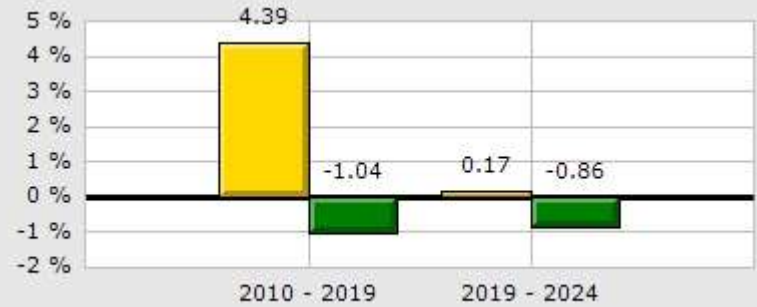
Type: **Class B Office**
 County: **Newport News**

■ 1 Mile
■ County

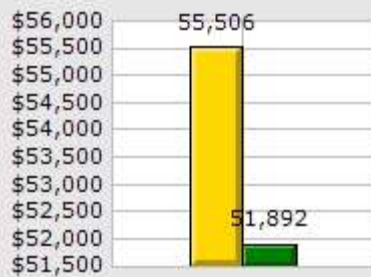
Population Growth



Household Growth



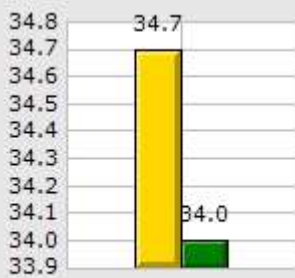
2019 Med Household Inc



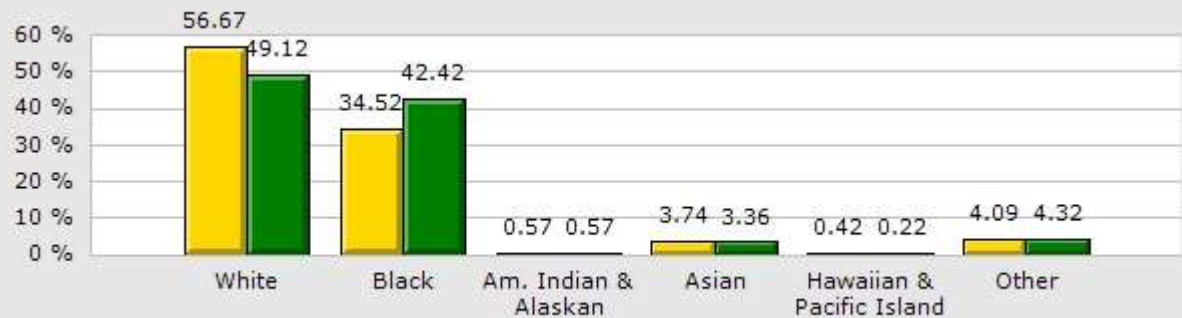
2019 Households by Household Income



2019 Median Age



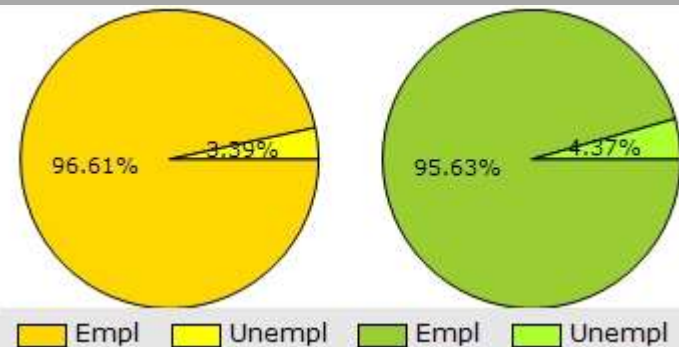
2019 Population by Race



2019 Renter vs. Owner



2019 Employed vs. Unemployed



Demographic Market Comparison Report

1 mile radius

760 Pilot House Dr, Newport News, VA 23606

Type: **Class B Office**
 County: **Newport News**

	1 Mile		County	
Population Growth				
Growth 2010 - 2019	1.15%		-0.97%	
Growth 2019 - 2024	-0.43%		-0.84%	
Empl	5,933	96.61%	82,203	95.63%
Unempl	208	3.39%	3,753	4.37%
2019 Population by Race				
	11,084		178,973	
White	6,281	56.67%	87,913	49.12%
Black	3,826	34.52%	75,912	42.42%
Am. Indian & Alaskan	63	0.57%	1,013	0.57%
Asian	415	3.74%	6,010	3.36%
Hawaiian & Pacific Island	46	0.42%	393	0.22%
Other	453	4.09%	7,732	4.32%
Household Growth				
Growth 2010 - 2019	4.39%		-1.04%	
Growth 2019 - 2024	0.17%		-0.86%	
Renter Occupied	3,616	68.52%	36,132	51.67%
Owner Occupied	1,661	31.48%	33,799	48.33%
2019 Households by Household Income				
	5,276		69,931	
Income <\$25K	1,106	20.96%	16,456	23.53%
Income \$25K - \$50K	1,293	24.51%	17,507	25.03%
Income \$50K - \$75K	1,286	24.37%	13,959	19.96%
Income \$75K - \$100K	651	12.34%	8,306	11.88%
Income \$100K - \$125K	383	7.26%	6,635	9.49%
Income \$125K - \$150K	85	1.61%	2,137	3.06%
Income \$150K - \$200K	304	5.76%	2,608	3.73%
Income \$200K+	168	3.18%	2,323	3.32%
2019 Med Household Inc	\$55,506		\$51,892	
2019 Median Age	34.70		34.00	

Demographic Detail Report

760 Pilot House Dr, Newport News, VA 23606

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2024 Projection	11,037	77,809	160,041
2019 Estimate	11,085	78,603	162,635
2010 Census	10,959	81,343	172,184
Growth 2019 - 2024	-0.43%	-1.01%	-1.59%
Growth 2010 - 2019	1.15%	-3.37%	-5.55%
2019 Population by Age			
	11,085	78,603	162,635
Age 0 - 4	863 7.79%	5,586 7.11%	10,900 6.70%
Age 5 - 9	721 6.50%	5,080 6.46%	10,249 6.30%
Age 10 - 14	572 5.16%	4,659 5.93%	9,714 5.97%
Age 15 - 19	562 5.07%	5,093 6.48%	10,600 6.52%
Age 20 - 24	774 6.98%	6,367 8.10%	12,592 7.74%
Age 25 - 29	1,056 9.53%	6,757 8.60%	12,987 7.99%
Age 30 - 34	1,057 9.54%	5,974 7.60%	11,681 7.18%
Age 35 - 39	916 8.26%	5,201 6.62%	10,415 6.40%
Age 40 - 44	671 6.05%	4,198 5.34%	8,647 5.32%
Age 45 - 49	618 5.58%	4,361 5.55%	9,268 5.70%
Age 50 - 54	649 5.85%	4,961 6.31%	10,774 6.62%
Age 55 - 59	675 6.09%	5,315 6.76%	11,636 7.15%
Age 60 - 64	555 5.01%	4,493 5.72%	9,836 6.05%
Age 65 - 69	419 3.78%	3,459 4.40%	7,576 4.66%
Age 70 - 74	329 2.97%	2,654 3.38%	5,866 3.61%
Age 75 - 79	241 2.17%	1,820 2.32%	4,048 2.49%
Age 80 - 84	186 1.68%	1,302 1.66%	2,882 1.77%
Age 85+	221 1.99%	1,323 1.68%	2,963 1.82%
Age 65+	1,396 12.59%	10,558 13.43%	23,335 14.35%
Median Age	34.70	34.80	36.20
Average Age	36.60	37.00	37.90

Demographic Detail Report

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2019 Population By Race	11,085		78,603		162,635	
White	6,281	56.66%	49,829	63.39%	93,751	57.65%
Black	3,826	34.52%	21,438	27.27%	54,093	33.26%
Am. Indian & Alaskan	63	0.57%	389	0.49%	844	0.52%
Asian	415	3.74%	3,488	4.44%	6,893	4.24%
Hawaiian & Pacific Island	46	0.41%	173	0.22%	293	0.18%
Other	453	4.09%	3,286	4.18%	6,762	4.16%
Population by Hispanic Origin	11,085		78,603		162,635	
Non-Hispanic Origin	9,581	86.43%	72,087	91.71%	150,334	92.44%
Hispanic Origin	1,503	13.56%	6,516	8.29%	12,301	7.56%
2019 Median Age, Male	33.90		33.60		34.70	
2019 Average Age, Male	35.30		35.70		36.50	
2019 Median Age, Female	35.70		36.10		37.70	
2019 Average Age, Female	37.90		38.20		39.10	
2019 Population by Occupation Classification	8,819		62,259		129,648	
Civilian Employed	5,933	67.28%	38,609	62.01%	80,279	61.92%
Civilian Unemployed	208	2.36%	1,449	2.33%	3,015	2.33%
Civilian Non-Labor Force	2,359	26.75%	19,898	31.96%	41,931	32.34%
Armed Forces	319	3.62%	2,303	3.70%	4,423	3.41%
Households by Marital Status						
Married	1,617		14,361		29,545	
Married No Children	1,040		8,160		17,196	
Married w/Children	577		6,201		12,349	
2019 Population by Education	8,137		55,701		116,091	
Some High School, No Diploma	1,160	14.26%	4,332	7.78%	9,083	7.82%
High School Grad (Incl Equivalency)	1,770	21.75%	11,591	20.81%	25,934	22.34%
Some College, No Degree	2,754	33.85%	18,719	33.61%	39,401	33.94%
Associate Degree	543	6.67%	3,883	6.97%	7,513	6.47%
Bachelor Degree	1,115	13.70%	9,773	17.55%	19,715	16.98%
Advanced Degree	795	9.77%	7,403	13.29%	14,445	12.44%

Demographic Detail Report

760 Pilot House Dr, Newport News, VA 23606						
Radius	1 Mile		3 Mile		5 Mile	
2019 Population by Occupation	10,882		71,843		149,987	
Real Estate & Finance	328	3.01%	1,776	2.47%	3,892	2.59%
Professional & Management	2,705	24.86%	20,224	28.15%	40,368	26.91%
Public Administration	427	3.92%	4,092	5.70%	8,387	5.59%
Education & Health	1,102	10.13%	8,498	11.83%	17,858	11.91%
Services	1,172	10.77%	6,644	9.25%	13,899	9.27%
Information	52	0.48%	472	0.66%	1,011	0.67%
Sales	1,442	13.25%	9,209	12.82%	18,882	12.59%
Transportation	52	0.48%	472	0.66%	1,456	0.97%
Retail	860	7.90%	4,685	6.52%	9,451	6.30%
Wholesale	129	1.19%	738	1.03%	1,567	1.04%
Manufacturing	777	7.14%	5,032	7.00%	10,521	7.01%
Production	696	6.40%	3,406	4.74%	8,467	5.65%
Construction	755	6.94%	3,633	5.06%	7,747	5.17%
Utilities	214	1.97%	1,072	1.49%	2,861	1.91%
Agriculture & Mining	0	0.00%	61	0.08%	98	0.07%
Farming, Fishing, Forestry	0	0.00%	29	0.04%	34	0.02%
Other Services	171	1.57%	1,800	2.51%	3,488	2.33%
2019 Worker Travel Time to Job	6,098		39,807		82,662	
<30 Minutes	4,467	73.25%	30,030	75.44%	62,071	75.09%
30-60 Minutes	1,280	20.99%	7,918	19.89%	16,937	20.49%
60+ Minutes	351	5.76%	1,859	4.67%	3,654	4.42%
2010 Households by HH Size	5,055		32,318		69,229	
1-Person Households	1,900	37.59%	9,255	28.64%	19,466	28.12%
2-Person Households	1,643	32.50%	10,644	32.94%	23,028	33.26%
3-Person Households	774	15.31%	5,730	17.73%	12,378	17.88%
4-Person Households	452	8.94%	4,192	12.97%	8,987	12.98%
5-Person Households	184	3.64%	1,728	5.35%	3,633	5.25%
6-Person Households	55	1.09%	531	1.64%	1,180	1.70%
7 or more Person Households	47	0.93%	238	0.74%	557	0.80%
2019 Average Household Size	2.10		2.40		2.40	
Households						
2024 Projection	5,286		31,419		65,209	
2019 Estimate	5,277		31,671		66,153	
2010 Census	5,055		32,317		69,229	
Growth 2019 - 2024	0.17%		-0.80%		-1.43%	
Growth 2010 - 2019	4.39%		-2.00%		-4.44%	

Demographic Detail Report

760 Pilot House Dr, Newport News, VA 23606						
Radius	1 Mile		3 Mile		5 Mile	
2019 Households by HH Income	5,276		31,669		66,154	
<\$25,000	1,106	20.96%	5,164	16.31%	11,597	17.53%
\$25,000 - \$50,000	1,293	24.51%	7,139	22.54%	15,372	23.24%
\$50,000 - \$75,000	1,286	24.37%	6,154	19.43%	12,788	19.33%
\$75,000 - \$100,000	651	12.34%	4,349	13.73%	8,892	13.44%
\$100,000 - \$125,000	383	7.26%	3,488	11.01%	6,802	10.28%
\$125,000 - \$150,000	85	1.61%	1,841	5.81%	3,752	5.67%
\$150,000 - \$200,000	304	5.76%	1,746	5.51%	3,327	5.03%
\$200,000+	168	3.18%	1,788	5.65%	3,624	5.48%
2019 Avg Household Income	\$69,286		\$82,937		\$80,552	
2019 Med Household Income	\$55,506		\$64,656		\$61,881	
2019 Occupied Housing	5,277		31,671		66,153	
Owner Occupied	1,661	31.48%	17,080	53.93%	36,942	55.84%
Renter Occupied	3,616	68.52%	14,591	46.07%	29,211	44.16%
2010 Housing Units	5,728		34,247		71,870	
1 Unit	2,219	38.74%	21,859	63.83%	46,453	64.63%
2 - 4 Units	773	13.50%	2,844	8.30%	5,299	7.37%
5 - 19 Units	1,348	23.53%	6,155	17.97%	14,453	20.11%
20+ Units	1,388	24.23%	3,389	9.90%	5,665	7.88%
2019 Housing Value	1,662		17,080		36,942	
<\$100,000	100	6.02%	1,194	6.99%	3,205	8.68%
\$100,000 - \$200,000	930	55.96%	4,875	28.54%	11,909	32.24%
\$200,000 - \$300,000	507	30.51%	6,409	37.52%	11,867	32.12%
\$300,000 - \$400,000	101	6.08%	2,461	14.41%	5,209	14.10%
\$400,000 - \$500,000	24	1.44%	1,203	7.04%	2,392	6.48%
\$500,000 - \$1,000,000	0	0.00%	704	4.12%	1,941	5.25%
\$1,000,000+	0	0.00%	234	1.37%	419	1.13%
2019 Median Home Value	\$178,601		\$238,555		\$228,288	
2019 Housing Units by Yr Built	5,744		35,037		73,687	
Built 2010+	505	8.79%	2,160	6.16%	3,749	5.09%
Built 2000 - 2010	1,055	18.37%	3,533	10.08%	7,792	10.57%
Built 1990 - 1999	584	10.17%	7,832	22.35%	14,605	19.82%
Built 1980 - 1989	1,231	21.43%	5,993	17.10%	12,846	17.43%
Built 1970 - 1979	802	13.96%	4,779	13.64%	11,198	15.20%
Built 1960 - 1969	823	14.33%	5,261	15.02%	11,926	16.18%
Built 1950 - 1959	549	9.56%	4,070	11.62%	7,882	10.70%
Built <1949	195	3.39%	1,409	4.02%	3,689	5.01%
2019 Median Year Built	1983		1982		1981	

AGENCY DISCLOSURE

In a real estate transaction, when the Agent represents the:

Seller/Landlord:

then an Agent under a listing agreement with a seller acts as the agent for the seller. The listing company and all of its broker/agents, and the selling company and all of its agents as subagents of the seller, would owe their fiduciary duties to the seller. The broker and broker's agents may still provide buyer/tenants, as customers, with information about properties and available financing, may show them properties, and may assist them in preparing an offer to purchase, option or lease a particular property.

Buyer/Tenant:

then an Agent under a contract with a buyer acts as the agent for that buyer only, as a "Buyer/Broker/Agent," and the Agent is not the seller's agent, even if the Purchase Contract provides that the Seller or the Listing Broker will pay the Agent for the services rendered to the buyer/tenant. An Agent acting as the buyer's/tenant's agent must disclaim sub agency if offered and must disclose the Buyer/Tenant Broker/Agent relationship when dealing with the seller's/landlord's Agent or the Seller/Landlord. The Buyer/Tenant Broker/Agent owes its fiduciary duties to the buyer/tenant.

Buyer and Seller (Acting as a Dual Agent):

then an Agent, either acting directly or through one or more of the brokerage firm's other Agents, may be the Agent of both the buyer and the seller, but only if the scope of the agency is limited by a written agreement and only with the express knowledge and written consent of both the buyer and the seller. An Agent representing both the buyer and the seller must disclose all information regarding the agency relationship, including the limitation on the Agent's ability to represent either party fully and exclusively. The Agent must not disclose to either party, without the prior consent of the party adversely affected by the disclosure, any information obtained within the confidentiality and trust of the fiduciary relationship. As an example, the Agent must not tell the buyer that the seller will accept a price lower than the listing price, nor tell the seller that the buyer will pay a price offered, without the prior consent of the party adversely affected by the disclosure.

Campana Waltz Commercial Real Estate, LLC is the _____ Listing Broker, _____ Buyer Broker, _____ Dual Agent for the property submitted in this information package.

Acknowledged by:

Campana Waltz Commercial Real Estate, LLC