

# PROFESSIONAL OFFICE SPACE

6417 NORMANDY LN, MADISON, WI

// PROPERTY SUMMARY



## VIDEO

### PROPERTY DESCRIPTION

Elevator served 22,456 SF office building in an OPPORTUNITY ZONE! Currently 100% occupied. This three floor building is on a split level lot with parking lots on 1st & 2nd levels. Each level has lots of windows for natural light, new roof in 2014, break area/kitchenettes and restrooms. Easy access to West Beltline and minutes from downtown. Current 8.95% cap rate.

#### PROPERTY HIGHLIGHTS

- Located in OPPORTUNITY ZONE!
- 8.95% Cap Rate
- 100% Leased
- Well maintained, elevator served building,
- Handicap accessible
- Ample parking
- Easy access to West Beltline and Downtown Madison

### OFFERING SUMMARY

Sale Price:	\$1,690,000
Lot Size:	1.17 Acres
Building Size:	22,456 SF
NOI:	\$151,255.00
Cap Rate:	8.95%

DEMOGRAPHICS	1 MILE	3 MILES	5 MILES
Total Households	3,491	41,909	70,847
Total Population	7,160	93,680	163,794
Average HH Income	\$71,612	\$81,373	\$85,363

OFFICE PROPERTY FOR SALE

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// [ADDITIONAL PHOTOS](#)



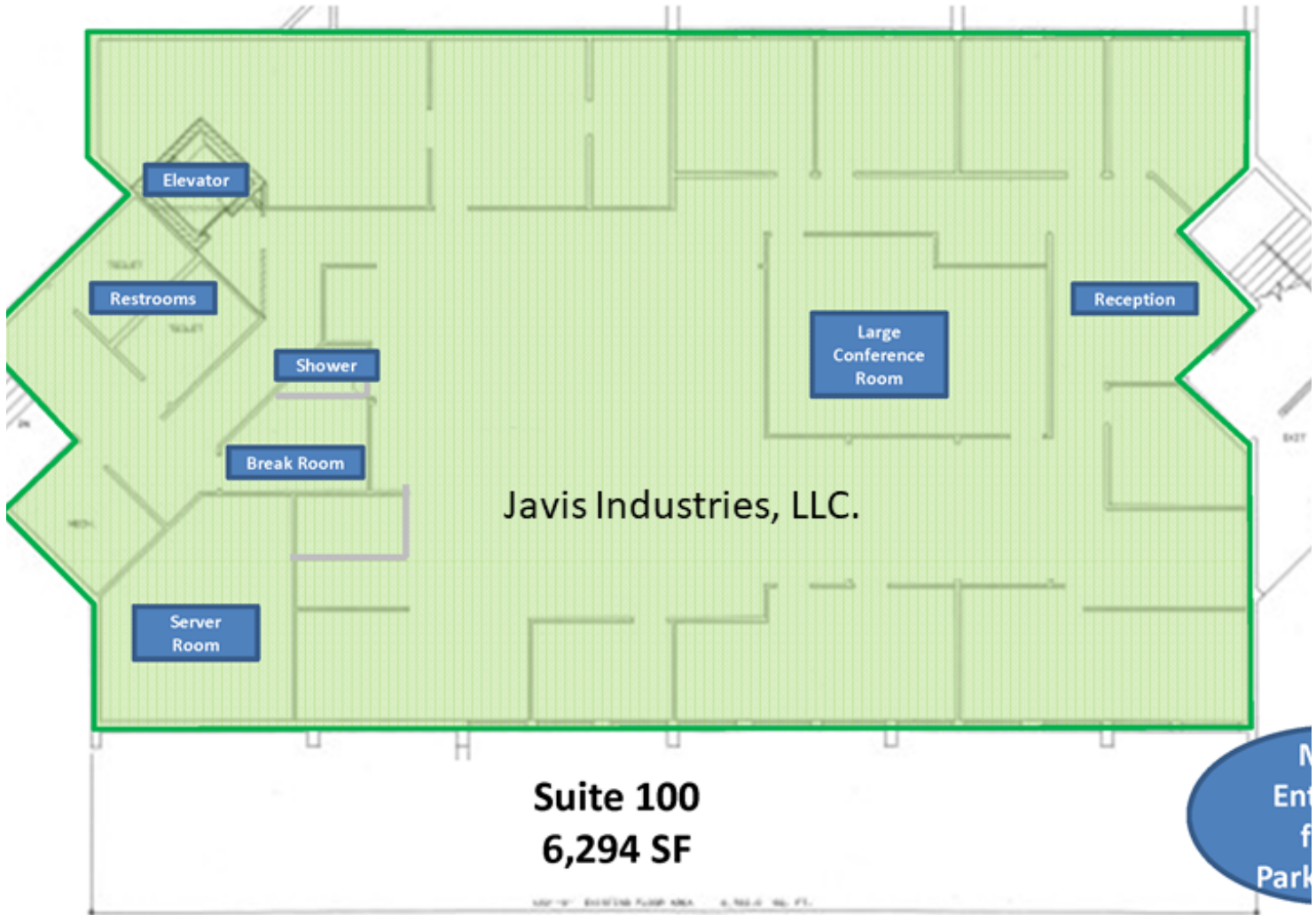


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// MAIN FLOOR PLAN

## First Floor Plan – 6417 Normandy Lane

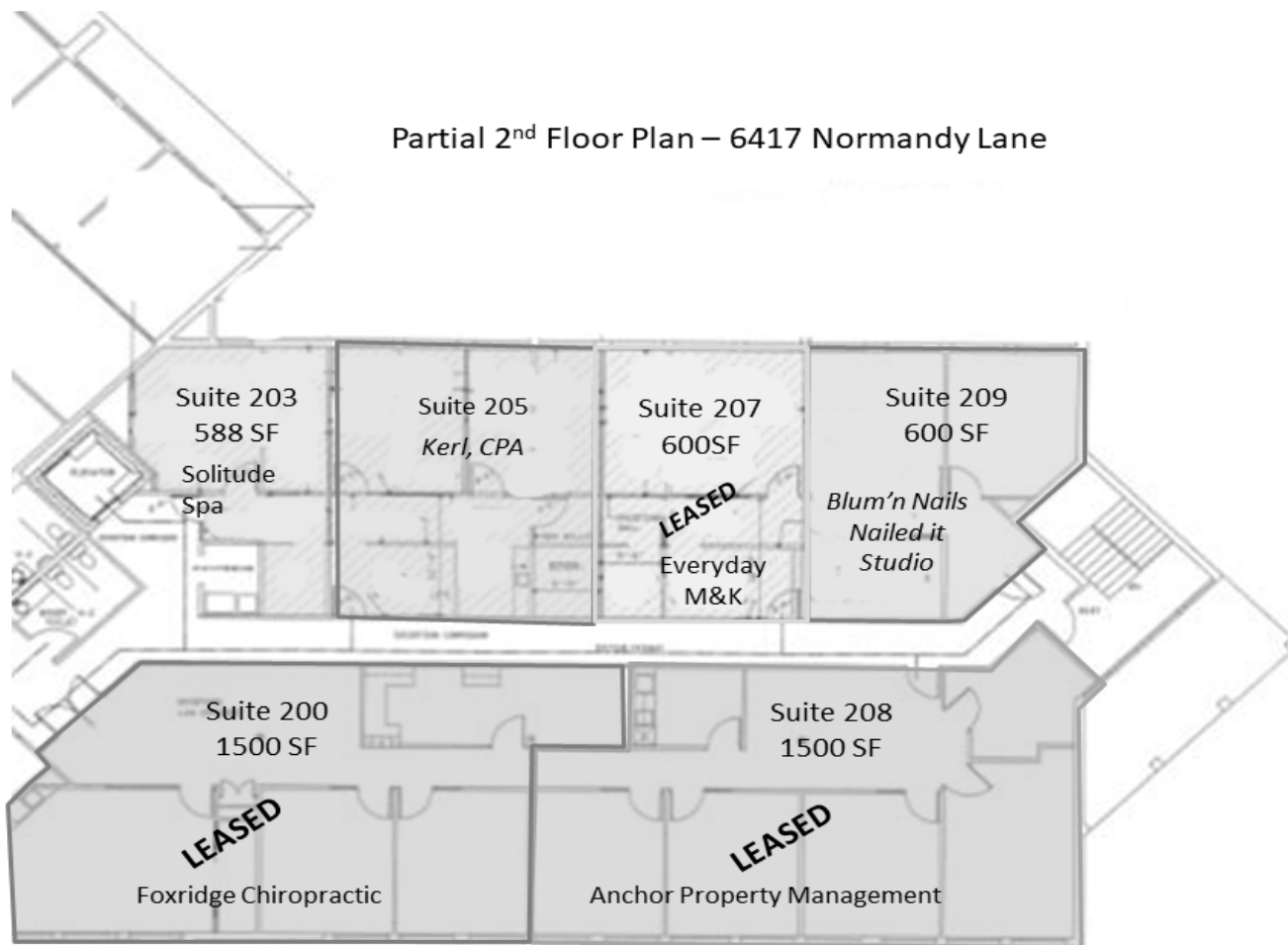


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//PARTIAL SECOND FLOOR PLANS

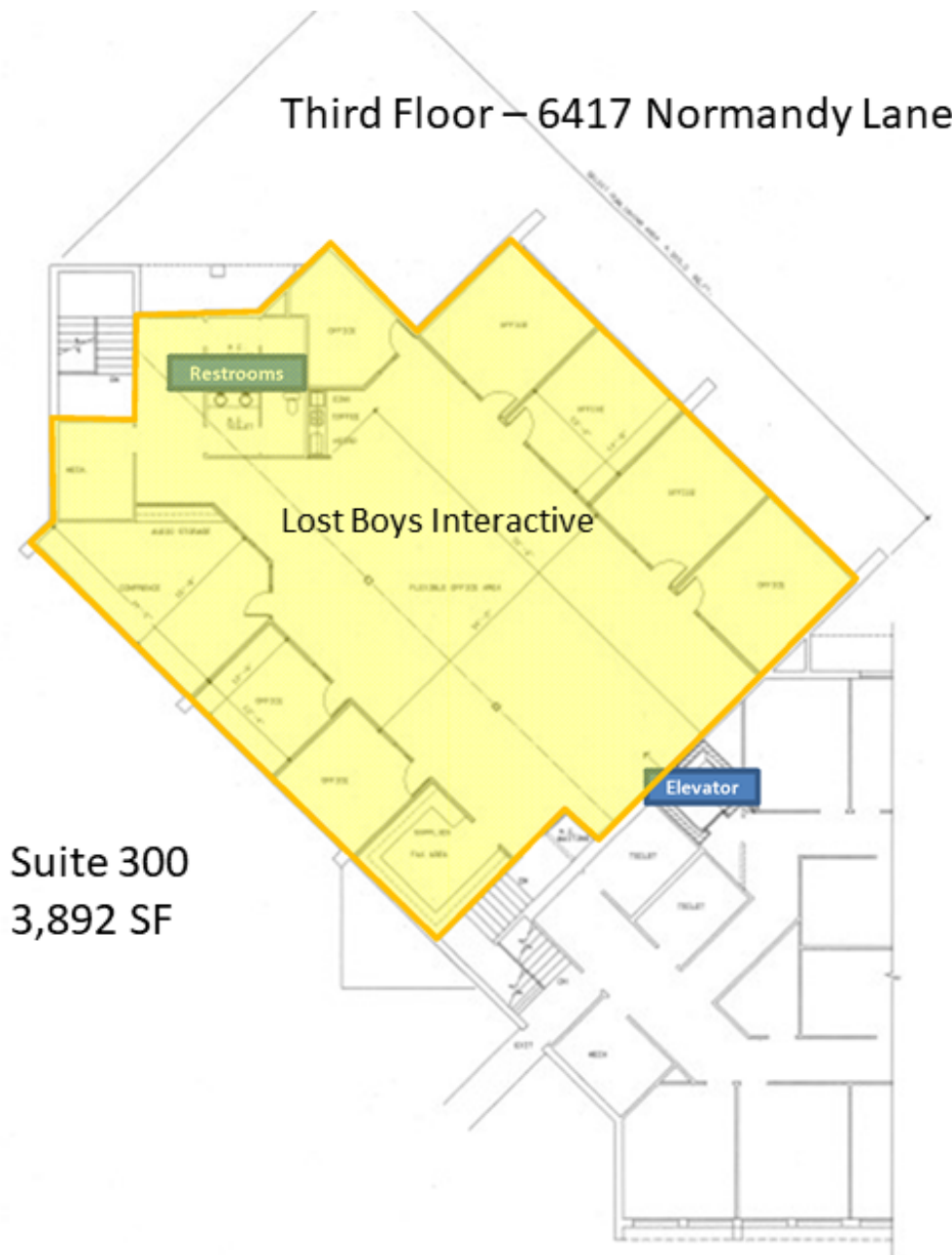
Partial 2<sup>nd</sup> Floor Plan – 6417 Normandy Lane



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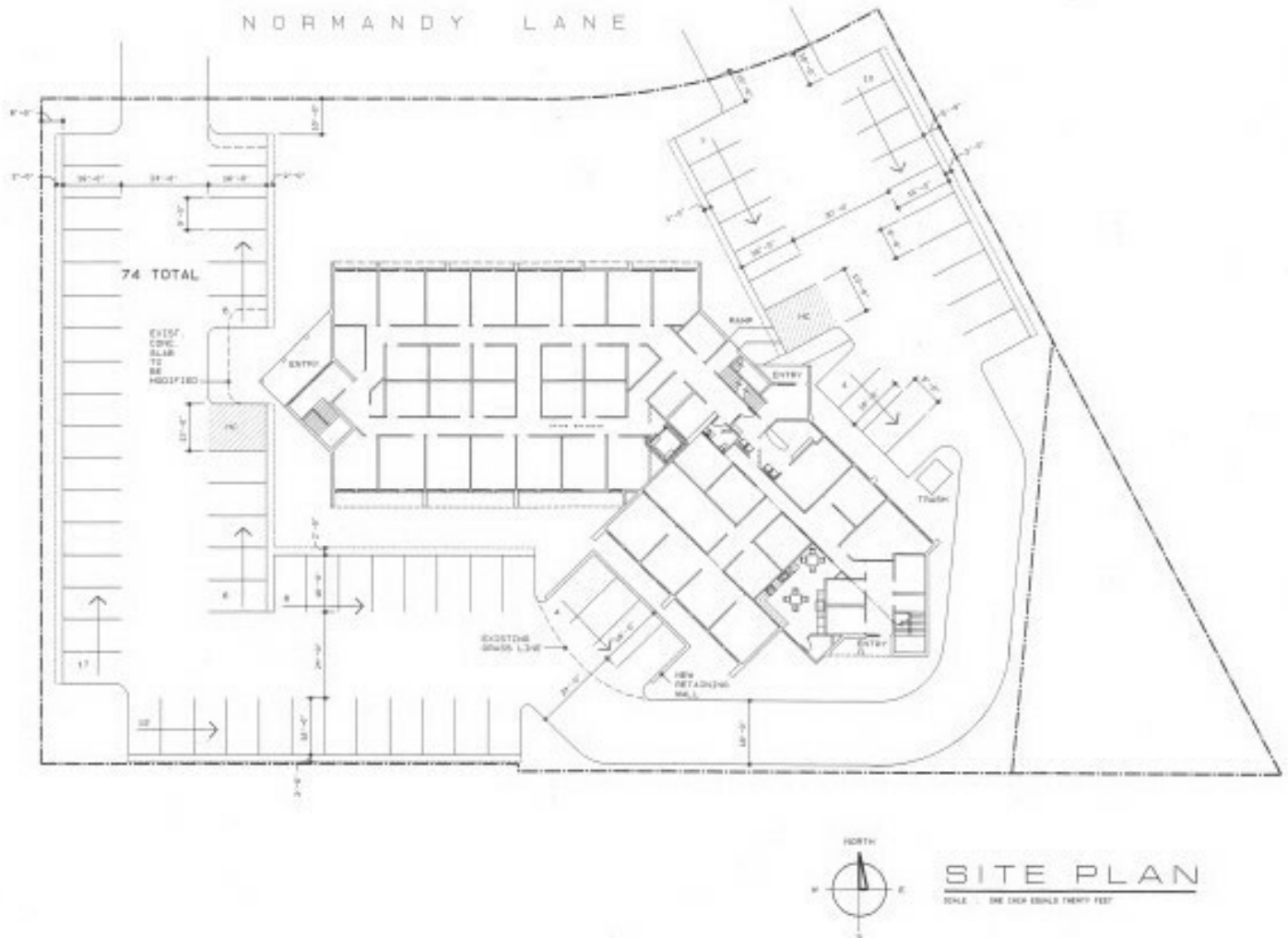
// THIRD FLOOR PLAN



# PROFESSIONAL OFFICE SPACE

6417 NORMANDY LN, MADISON, WI

// SITE PLANS





# Madison Opportunity Zones:

## Putting OZs to Work for Investors and the Community

### What are Opportunity Zones (OZs)?

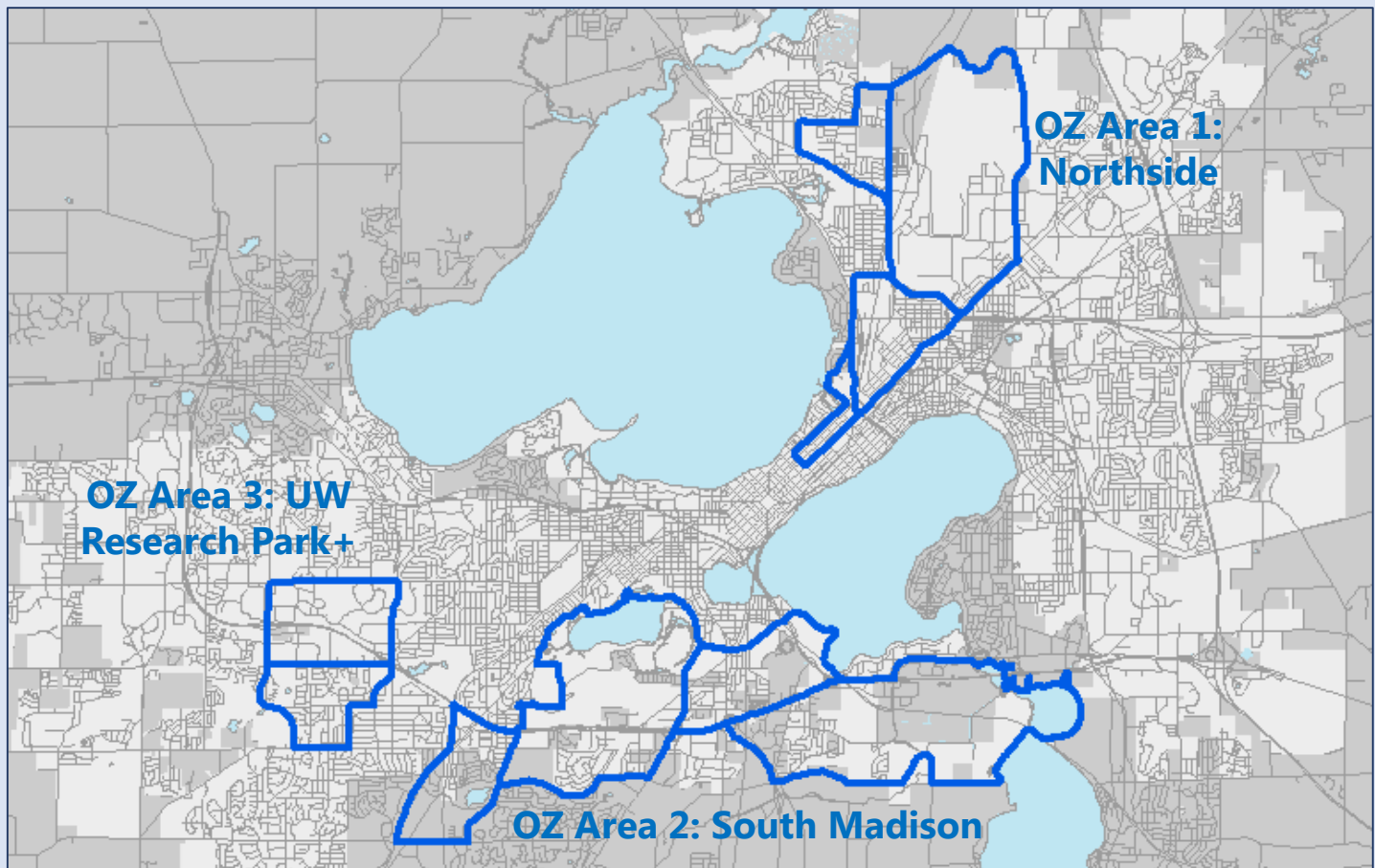
OZs are a new economic development tool established in the 2017 tax reform law. They are designed to encourage long-term investment in designated Census Tracts with economic barriers. OZ Tracts were designated by each state's Governor, with local input, and certified by the U.S. Treasury Dept.

### Opportunity Zone Benefits

Investors can re-invest unrealized capital gains into Opportunity Funds. These funds in turn invest in projects located within designated Opportunity Zones. Investors can then temporarily defer and reduce taxes on capital gains from their original investment, and eliminate taxes on future gains from Opportunity Funds themselves if held for 10 years.

### Madison Opportunity Zones

Madison's Opportunity Zones offer investors, developers, and companies exciting possibilities to leverage the OZ incentive. Ten Madison Census Tracts have been granted OZ status. They are clustered in three areas. The areas include major redevelopment opportunities, prime sites for new employment, and numerous commercial corridors and neighborhoods that are well-positioned for new businesses and housing development.



With our renowned quality of life, growing population, and innovative economy, Madison is well-positioned for long term investment. That said, areas within Madison have a high levels of poverty, unemployment, and limited access to opportunity. We are committed to using Opportunity Zones, leveraged with local incentives, to encourage inclusive growth and investment that benefits Madison residents and neighborhoods. Get in touch with the City to learn more about specific opportunities in Madison's Opportunity Zones



#### Contact:

Dan Kennelly  
City of Madison  
608-267-1968  
[dkennelly@cityofmadison.com](mailto:dkennelly@cityofmadison.com)

# OZ Area 1: Northside

With four designated Census Tracts, this area includes large-scale industrial development opportunities, a growing airport with direct service to major markets, a regional tech college, a planned Public Market, and a portion of the vibrant and transforming Capitol East District.

Census Tracts:  
002500  
002402  
001804



## Unique Assets, Key Assets Catalysts, and Potential Project Areas

### Former Oscar Mayer Property

This 70-acre former manufacturing site has 400,000 SF of existing office and manufacturing space available for lease. The City is working with the property owner on short and long term plans for reuse of this visible and important property.

### Airport Commercial Areas and Foreign Trade Zones

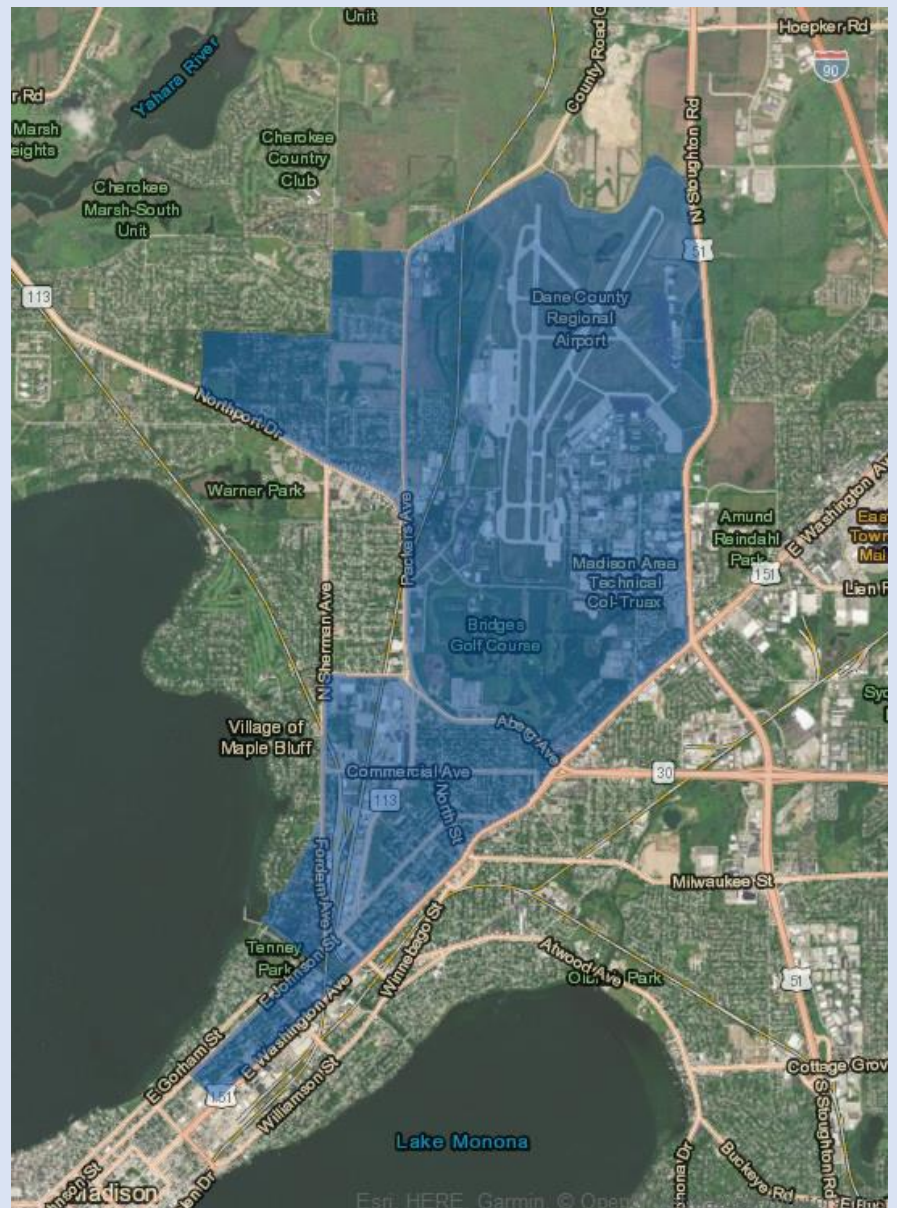
The area incorporates the growing Dane County Regional Airport and surrounding commercial and industrial areas. This includes properties with Foreign Trade Zones status.

### Madison College

Madison's growing technology college is located in the designated zone.

### Capitol East District

The Capitol East District is a burgeoning urban district. Over the last few years, this rapidly transforming area has become home to technology companies, a new entrepreneurial hub, new music venues, farm-to-table restaurants, and hundreds of recently-built housing units filled with Millennial technology workers.

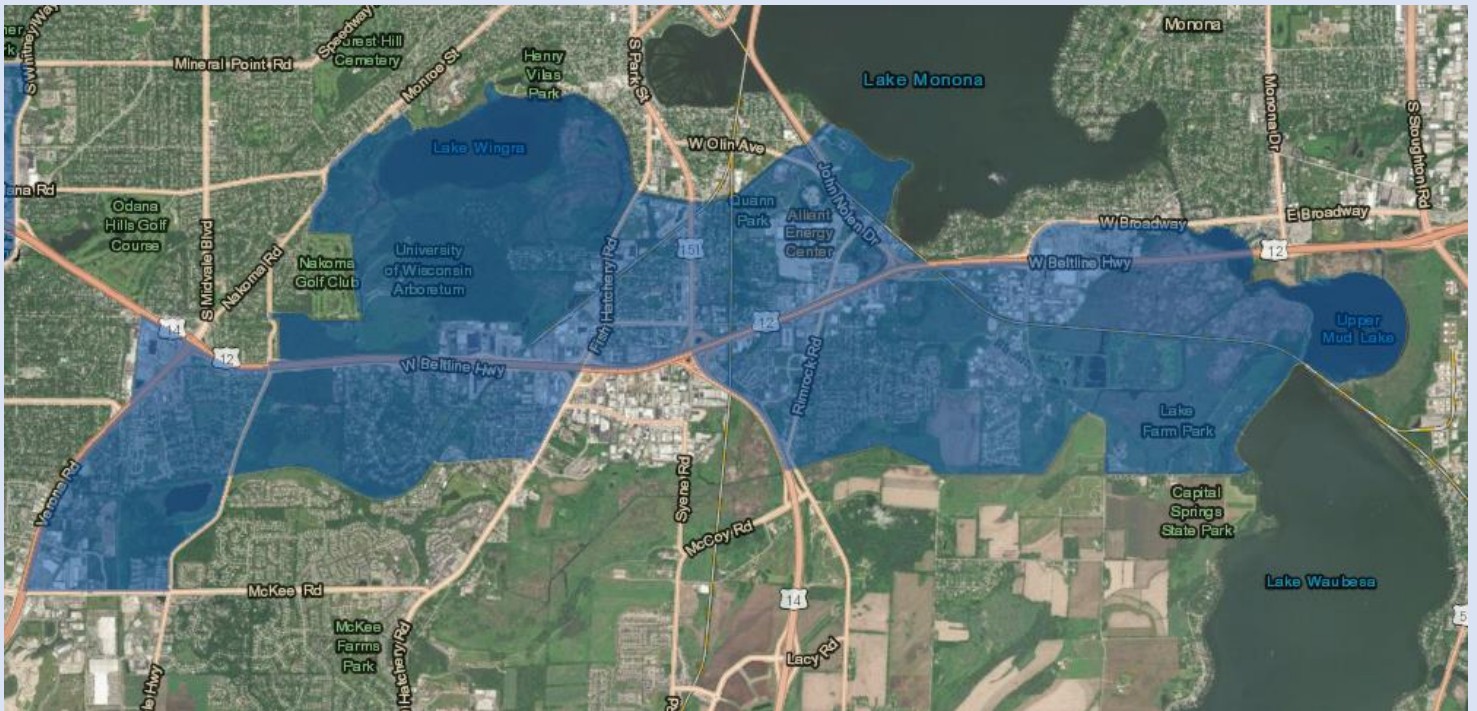




# OZ Area 2: South Madison

The South Madison OZ Area includes four census tracts extending along the beltline between Verona Road and Stoughton Road. The area includes the Allied Neighborhood, portions of north Fitchburg, South Park Street, and the Alliant Energy Center Campus. Portions of the area are currently part of the Town of Madison and will be annexed into the City over the next several years, unlocking new opportunities.

Census Tracts:  
001401  
001402  
001502  
000600



## Key Assets, Catalysts, and Potential Projects

### Allied Neighborhood

This economically under-served neighborhood has been the focus of long term efforts to build quality housing and stabilize the area. With the newly-rebuilt highway 151, Allied's commercial areas are ready for neighborhood-supporting for new businesses.

### South Park Street

This southern gateway to the City includes diverse neighborhoods, several major regional healthcare facilities, and Madison College's new south campus. South Park Street includes culturally eclectic businesses and is flanked by diverse neighborhoods.

### Alliant Energy Center

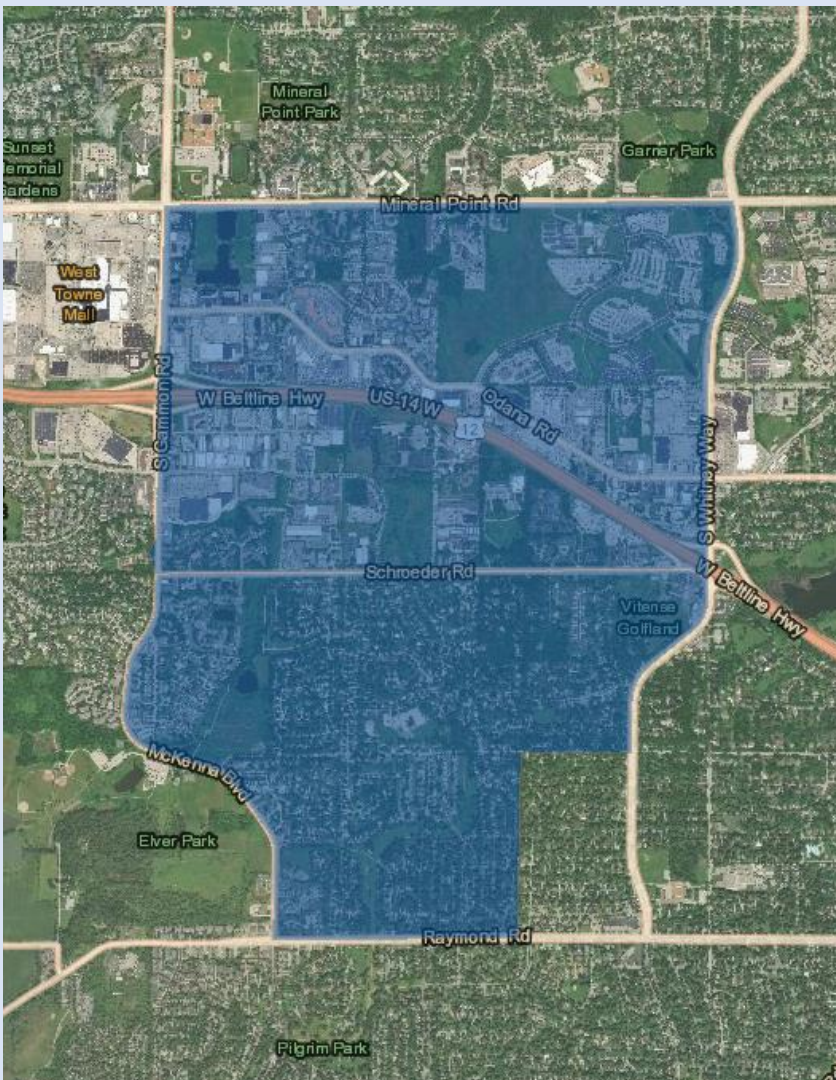
This is a 150 acre+ multi-building national event destination. It is home to globally-recognized events such as World Dairy Expo and the Crossfit Games. A new Master Plan includes incorporating private development



# OZ Area 3: UW Research Park+

This area consists of two census tracts on Madison's west side. A large portion of the area is within the University of Wisconsin Research Park (UWRP). UWRP encompasses 260 acres and is home to 37 buildings, 150 companies, incubator and co-working spaces, and over 3,800 employees. Founded in 1984. UWRP is continuing to add innovative new businesses and jobs. It is also laying plans to transform from a traditional research park to a more active, walkable, mixed-use innovation district. In addition to UWRP, the designated areas include commercial corridors and neighborhoods that are well-positioned for new housing and commercial development.

Census Tracts:  
000407  
000408



## Key Assets, Catalysts, and Potential Projects

### UW Research Park

Home to 150 companies and 3800 employees. Tenants include national leaders in biotech innovation such as Cellular Dynamics, Exact Sciences, and Stratatech.

### Exact Sciences

Located within the Research Park and expanding to a new facility across the Beltline. The company is in the process of constructing 300,000 SF of new office and lab space within this area.

### Transforming Commercial Corridors

Once the edge of town, this area's auto-oriented commercial corridors, office complexes, and retail centers are ready to transform into a more compact, urban, and transit-oriented form of development. The City's recently-adopted comprehensive plan calls for a new paradigm for land use in this part of the City.





## About Madison:

A thriving mid-sized city located among a chain of glacial lakes, Madison is consistently rated one of the nation's best places to live, work, start a business, or raise a family. Madison is home to one of the world's largest research institutions (University of Wisconsin) and a seat of state government. With industry-leading companies in biotechnology, digital health, diagnostics, medical devices, video gaming, and financial services, Madison is building an innovation-driven economy that is creating jobs, spawning new businesses, and attracting 21<sup>st</sup> century workforce talent.

**#1**

Best City for  
Quality of Life  
(NerdWallet,  
2014)

**#1**

Fittest City in  
America (FitBit,  
2016)

**#1**

Top 100 Places  
to Live  
(Livability.com,  
2015)

**#7**

Best Areas for  
STEM Professionals  
(WalletHub, 2007)

**#5**

Best Cities for  
Young  
Professionals  
(Forbes, 2016)

**#5**

for High Tech  
Jobs  
(MarketWatch,  
2013)

**#8**

Best City to  
Raise a Family  
(Parenting Mag,  
2012)

## Key Stats:

**866,475: MSA Population:**

**4.9% MSA GDP Growth (2016-2017)**

**3,000 new city residents per year**

**20,000 jobs created since 2010**

**\$4.75 billion new tax value since 2012**

**500 new businesses since 2009**

**49% adults with bachelors degree**

The City of Madison is preparing to work with investors, developers, businesses, and community members to maximize the benefits of Opportunity Zones. We are exploring policies to layer local economic development tools and incentives (including our recently created "Jobs TIF" program) with Opportunity Zones to create a favorable environment for business growth and investment in these important areas of the City. Contact us to learn more.



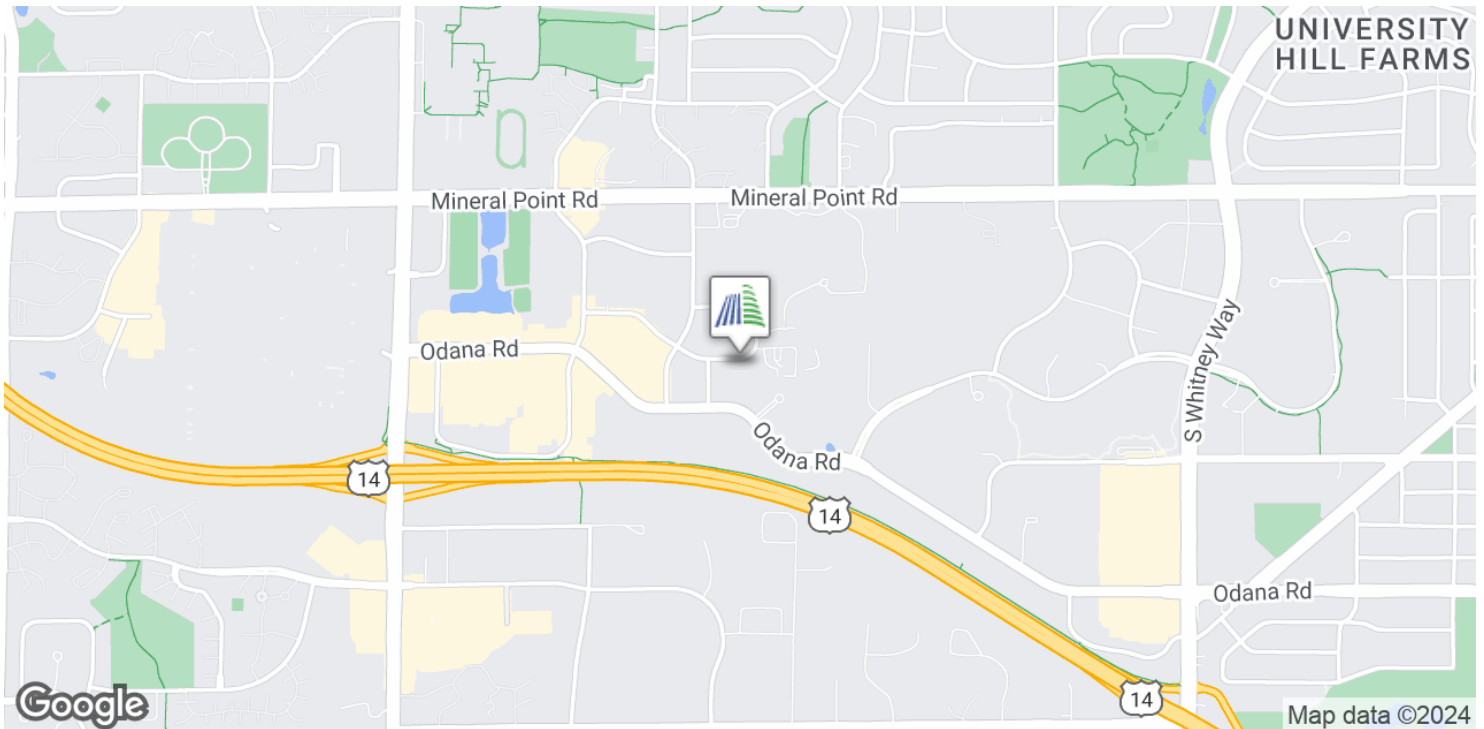
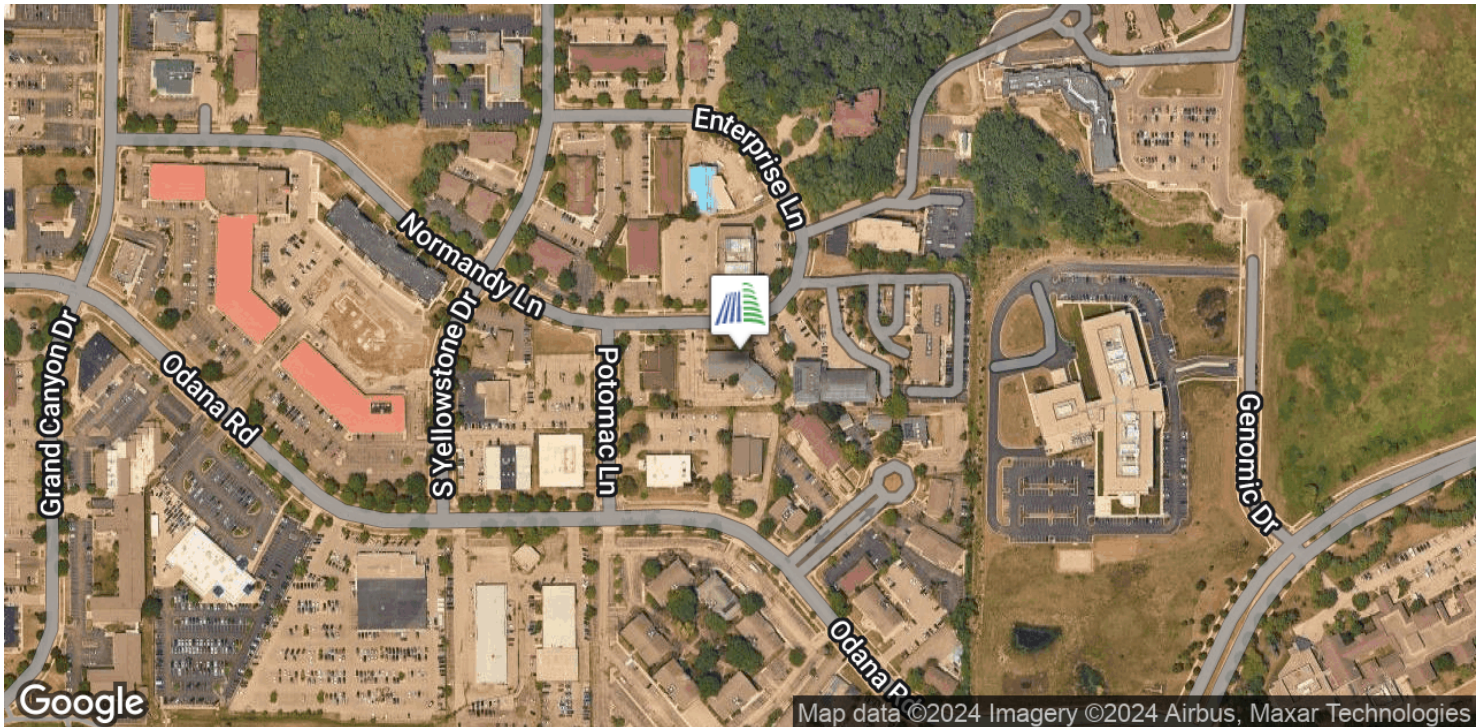
Dan Kennelly  
(608) 267-1968  
dkennelly@cityofmadison.com



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// LOCATION MAPS



## WI DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

WISCONSIN REALTORS® ASSOCIATION  
4801 Forest Run Road, Madison, WI 53704

Altus Comm R/E Inc  
Effective July 1, 2016

## DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

1 Prior to negotiating on your behalf the brokerage firm, or an agent associated with the firm, must provide you the  
2 following disclosure statement:

3 **DISCLOSURE TO CUSTOMERS** You are a customer of the brokerage firm (hereinafter Firm). The Firm is either an agent  
4 of another party in the transaction or a subagent of another firm that is the agent of another party in the transaction. A  
5 broker or a salesperson acting on behalf of the Firm may provide brokerage services to you. Whenever the Firm is  
6 providing brokerage services to you, the Firm and its brokers and salespersons (hereinafter Agents) owe you, the  
7 customer, the following duties:

8 (a) The duty to provide brokerage services to you fairly and honestly.

9 (b) The duty to exercise reasonable skill and care in providing brokerage services to you.

10 (c) The duty to provide you with accurate information about market conditions within a reasonable time if you request  
11 it, unless disclosure of the information is prohibited by law.

12 (d) The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the  
13 information is prohibited by law (see lines 42-51).

14 (e) The duty to protect your confidentiality. Unless the law requires it, the Firm and its Agents will not disclose your  
15 confidential information or the confidential information of other parties (see lines 23-41).

16 (f) The duty to safeguard trust funds and other property held by the Firm or its Agents.

17 (g) The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the  
18 advantages and disadvantages of the proposals.

19 Please review this information carefully. An Agent of the Firm can answer your questions about brokerage services,  
20 but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home  
21 inspector. This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a  
22 plain-language summary of the duties owed to a customer under section 452.133(1) of the Wisconsin statutes.

23 **CONFIDENTIALITY NOTICE TO CUSTOMERS** The Firm and its Agents will keep confidential any information given to the  
24 Firm or its Agents in confidence, or any information obtained by the Firm and its Agents that a reasonable person  
25 would want to be kept confidential, unless the information must be disclosed by law or you authorize the Firm to  
26 disclose particular information. The Firm and its Agents shall continue to keep the information confidential after the  
27 Firm is no longer providing brokerage services to you.

28 The following information is required to be disclosed by law:

29 1. Material Adverse Facts, as defined in Wis. Stat. § 452.01(5g) (see lines 42-51).

30 2. Any facts known by the Firm or its Agents that contradict any information included in a written inspection  
31 report on the property or real estate that is the subject of the transaction.

32 To ensure that the Firm and its Agents are aware of what specific information you consider confidential, you may  
33 list that information below (see lines 35-41) or provide that information to the Firm or its Agents by other means. At a  
34 later time, you may also provide the Firm or its Agents with other Information you consider to be confidential.

35 **CONFIDENTIAL INFORMATION:** \_\_\_\_\_

36 \_\_\_\_\_

37  
38 **NON-CONFIDENTIAL INFORMATION** (the following information may be disclosed by the Firm and its Agents): \_\_\_\_\_

39 \_\_\_\_\_

40 \_\_\_\_\_

41 \_\_\_\_\_ (Insert information you authorize to be disclosed, such as financial qualification information.)

42 **DEFINITION OF MATERIAL ADVERSE FACTS**

43 A "Material Adverse Fact" is defined in Wis. Stat. § 452.01(5g) as an Adverse Fact that a party indicates is of such  
44 significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable  
45 party, that it affects or would affect the party's decision to enter into a contract or agreement concerning a transaction  
46 or affects or would affect the party's decision about the terms of such a contract or agreement.

47 An "Adverse Fact" is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence that a competent licensee  
48 generally recognizes will significantly and adversely affect the value of the property, significantly reduce the structural  
49 integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information  
50 that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a  
51 contract or agreement made concerning the transaction.

52 **NOTICE ABOUT SEX OFFENDER REGISTRY** You may obtain information about the sex offender registry and persons  
53 registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at  
54 <http://www.doc.wi.gov> or by telephone at 608-240-5830.

No representation is made as to the legal validity of any provision or the adequacy of any provision in any specific transaction.  
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Forms