



**ALL-CASH OFFERING
(NO DEBT)**

CS1031 Ashland MOB, DST

300 North Washington Highway, Ashland, VA 23005

ABOUT CAPITAL SQUARE

Capital Square 1031 is a national real estate investment and management company that sponsors investment-grade real estate exchange programs that qualify for tax deferral under Section 1031 of the Internal Revenue Code. The firm uses the Delaware Statutory Trust (DST) structure to make quality real estate available to a larger number of investors. Capital Square provides a range of services, including due diligence, acquisition, loan sourcing, property management/asset management, and disposition, for a growing number of high net worth investors, private equity firms, family offices and institutional investors.

FOR SALES AND OTHER INFORMATION, CONTACT

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Securities offered through WealthForge Securities, LLC, the managing broker-dealer for the CS1031 Ashland MOB, DST offering and member FINRA/SIPC. Capital Square and WealthForge are not affiliated.

Consider the Risks

An investment in the Interests involves substantial investment and tax risks, including, without limitation, the following risks:

- Past performance is not a guarantee of future results.
- The economic success of the Interests will depend upon the results of operations of the Property. Fluctuations in vacancy rates, rent schedules, and operating expenses can adversely affect operating results or render the sale or refinancing of the Property difficult or unattractive.
- The Master Tenant's capitalization is supported solely by the cash flow from the underlying tenant lease. The Sponsor is not under any obligation to contribute capital to the Master Tenant.
- No assurance can be given that Beneficial Owners of Interests will realize a substantial return (if any) on their investment or that they will not lose their entire investment in the Trust.
- The Interests are not freely transferable by the Beneficial Owners.
- There are various risks associated with owning, financing, operating, and leasing commercial properties in Virginia.
- The Interests do not represent a diversified investment.
- Beneficial Owners must completely rely on the Master Tenant to collect the rent and operate, manage, lease, and maintain the Property.
- The Beneficial Owners have no voting rights with respect to the management or operations of the Trust or in connection with the sale of the property.
- There are various conflicts of interest among the Trust, the Sponsor, the Signatory Trustee, and their Affiliates.
- The Interests are illiquid.
- There are tax risks associated with an investment in the Interests.
- There are risks related to competition from properties similar to and near the property.
- There may be environmental risks related to the property.



Offering Details

EQUITY RAISE: \$2,622,000
STARTING DISTRIBUTION RATE: 5.25%

Newly developed 5,100-square-foot medical office building located in greater Richmond, Virginia. The property is 100% leased to BetterMed Urgent Care, a premier option for urgent medical care in central Virginia, with six locations.

INVESTMENT HIGHLIGHTS

- **Long-Term Lease:** There are 13.5 years remaining on the absolute triple net lease, with annual rent escalations of 1.5% and three five-year renewal options. Under the absolute triple net lease, the tenant is responsible for all operating expenses, taxes, insurance, maintenance and repairs.
- **Lease Guaranty:** The lease is guaranteed by five practice physician/owners with a combined net worth of approximately \$19.4 million.
- **New Building:** The building was built to suit for BetterMed Urgent Care in 2016.
- **Respected Tenant:** A recipient of the Certified Urgent Care designation from the Urgent Care Association of America, BetterMed provides premium care at impressive speed. The company has six locations in greater Richmond, Virginia.
- **Necessity Medical Property:** Medical real estate has proven to be a stable asset class, with health care expenditures expected to reach 19.7 percent of GDP by 2026.¹

¹ Centers for Medicare and Medicaid Services. "National Health Expenditure Projections 2017-2026."

Key to BetterMed:

Patient Convenience – patients are generally in and out within 45 minutes with medications in-hand and all testing and imaging done, compared to over four hours in an emergency room

Low Cost Option – urgent care is a low cost option compared to hospital or emergency room care

Randolph Macon College – nearby college drives additional patients to BetterMed



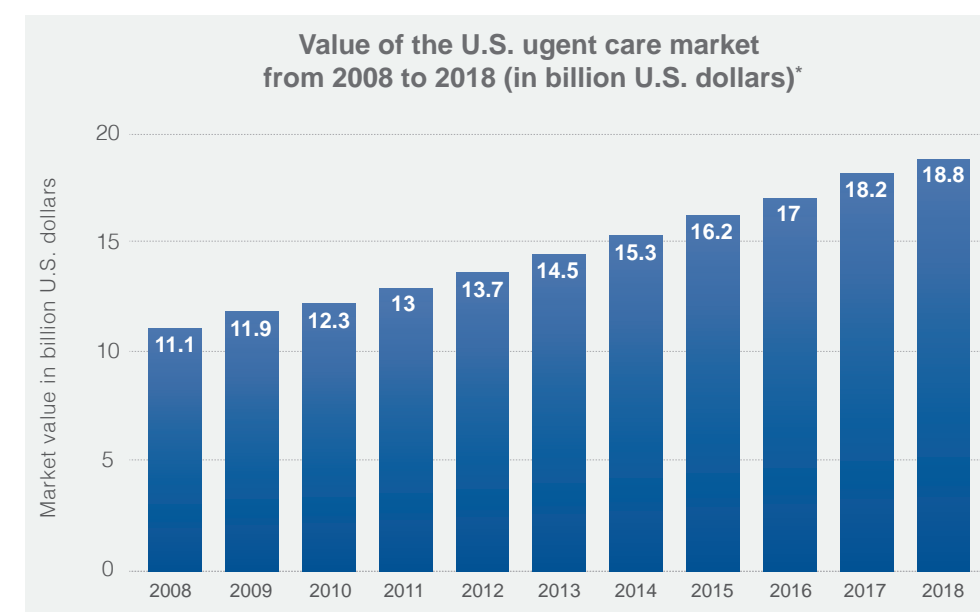
ABOUT BETTERMED URGENT CARE

Founded by experienced board-certified emergency physicians, BetterMed Urgent Care offers a fast and convenient option for medical care with extended hours 365 days of the year. BetterMed fills the gap between primary care and hospital emergency rooms. The company offers medical care for patients of all ages and treats a variety of symptoms, including flu, sore throats, cuts, abdominal pain, sports injuries and more. Laboratory tests and X-rays are available on-site. BetterMed Urgent Care has the Certified Urgent Care designation from the Urgent Care Association of America. The company leverages its relationships with local hospitals, employers and the local college (Randolph-Macon College approximately one mile away).

A SNAPSHOT OF THE U.S. MARKET

The value of the U.S. urgent care market has increased from \$11.1 billion in 2008 to \$18.8 billion in 2018.

This statistic depicts the value of the urgent care market in the United States from 2008 to 2018 (including estimates and projections). In 2012, the urgent care market was valued at \$13.7 billion. The urgent care market is projected to grow as it is often a lower cost option, and provides high quality and cost-effective medical care.*



*Source: www.statista.com/statistics/325807/urgent-care-market-value-in-the-us/

TENANT LEASE STRUCTURE

Property Details

- Single-story, approximately 5,100-square-foot medical office building
- Situated on approximately 0.715 acres of land
- 22 parking spots

LEASE TERM

15-year lease with 13.5 years remaining; expires in 2031

LEASE STRUCTURE

Absolute triple net (tenant responsible for all operating expenses)

PERCENTAGE LEASED

100%

RENEWAL OPTIONS

Three 5-year renewal options

RENTAL INCREASES

1.5% annual increases