

# THE PORTER REPORT

Q4 2020 | RICHMOND, VA INDUSTRIAL MARKET REVIEW

## MULTIPLE SALES + DELIVERY OF NEW PRODUCT CLOSE ACTIVE YEAR.

⇒ At year end, the **overall industrial market occupancy** has decreased to **92% (Q4 2020)** down from 93% (Q3 2020), with the largest addition to the Class A vacancy in the delivery of Scannell's newly constructed 405,000-square-foot facility on Willis Road in Chesterfield County (SEQ) as well as 260,000-square-foot in the first phase of Scannell's Cardinal Commerce Center in Hanover County (NWQ), half of which has been released. **Class A occupancy** has decreased from 93% to **92%** overall while **Class B occupancy** has decreased from 95% to **94%**. Speculative warehouse construction remains active with multiple deliveries in the fourth quarter. Multiple RIC Airport area sales to users closed in the fourth quarter, as well as the sale of the fully leased Standex Engraving facility to an investor. MDH Partners expanded its area holdings with the acquisition of 238,000 square feet in Hanover County, purchased from TPA Group as part of a \$112 million portfolio.

⇒ An entity known as National Logistics Trust is raising funds in the bonds market to finance construction of three new **Amazon** fulfillment centers valued at \$935 million, to be built in Richmond (NEQ) as well as Detroit, Michigan and Alcoa, Tennessee. Amazon has committed to 20-year leases in each of the three referenced cities, which are scheduled for completion in 2022. The Richmond site references a total of 2.9 million square feet of warehouse space proximate to Richmond International Raceway in Henrico County, with Amazon leasing 823,522 square feet in the first facility. The three-building Richmond complex is estimated to cost \$295.6 million. Ross Perot Jr.'s Hillwood Investment Properties plans to purchase the Detroit site, formerly the Michigan State Fairgrounds and is also named on the plan of development for the Richmond location.

⇒ **DuPont Specialty Products** has leased the final building in Chesterfield County's James River Logistics Center on Bellwood Road. Developer Devon USA plans to complete construction of the 155,000-square-foot building in 2021 on the last pad site in the 77-acre industrial park that has been in development since the early 2000s. DuPont is already a tenant in 813,000 square feet in two existing buildings in the same park. Amazon leased 321,000 square feet in the park earlier in 2020.

⇒ An entity tied to Maryland-based **Halle Companies** purchased the 317,000-square-foot manufacturing facility at 1301 Battery Brooke Parkway for \$21.35 million. The building sits on 24 acres and is fully leased to Hill Phoenix, maker of refrigeration display cases. The Halle Companies is the same firm that purchased the Virginia I-95 Distribution Center on Commerce Road in the City of Richmond, a 925,000-square-foot two-building complex leased to Amazon and Brother International. That sale closed in the first quarter of 2020 for \$78 million.

## FEATURED PROPERTY 13721 JEFFERSON DAVIS HIGHWAY I-95 Access @ Route 10 (Exit 61)

**Plant 4: 182,875 SF Existing + 175,000 SF Proposed**  
Plant 4 North: 50,875 SF (2,875 SF Office) • 5 Docks, 1 Drive-In Door  
Plant 4 South: 100,000 SF (5,735 SF Office) • 12 Dock Doors  
Plant 4A-B-C: 32,000 SF Includes 9,120 SF Climate Controlled Space  
Prior Uses FDA Approved • Ceiling Heights Varying Up to 30'5"  
2000 Amp 480 Volt 3 Phase Electrical Service  
Parking Up to 442 Car Spaces • Gated Security • Zoned I-1  
Wet Sprinklers • Natural Gas Available • High Efficiency LED Lighting

### Contact Exclusive Agents:

Richard W. Porter, CCIM, SIOR  
804.521.1443 | dick@porterinc.com

Clifford B. Porter, CCIM, SIOR  
804.521.1442 | cliff@porterinc.com



## INDUSTRIAL CONSTRUCTION PIPELINE

- ⇒ 405,000 SF Willis Commerce Center: Delivery Q4 2020 (Chesterfield Co)
- ⇒ 320,853 SF James River Logistics Center: Leased (Chesterfield Co)
- ⇒ 260,000 SF Cardinal Commerce Center Phase I: Q4 2020 (Hanover Co)
- ⇒ 246,760 SF Airport Logistics Center (1) Leased (Henrico Co)
- ⇒ 241,180 SF Airport Logistics Center (2) Available (Henrico Co)
- ⇒ 238,000 SF Northlake Commerce Center: Delivery Q4 2020 (Hanover Co)
- ⇒ 194,880 SF Southpoint Business Center: Delivery Q4 2020 (Prince George Co)
- ⇒ 133,039 SF James River Logistics Center: Delivery Q3 2021 (Chesterfield Co)

## SELECTED INDUSTRIAL TRANSACTIONS

- ⇒ 238,000 SF INV SOLD | 11400 Washington Hwy (Hanover Co)
- ⇒ 182,842 SF SOLD | 5800 S Laburnum Avenue (Henrico Co)
- ⇒ 180,577 SF INV SOLD | 5901 Lewis Road (Henrico Co)
- ⇒ 129,400 SF SOLD | 4500 Sarellen Road (Henrico Co)
- ⇒ 121,705 SF SOLD | 2870 Seven Hills Blvd (Henrico Co)
- ⇒ 83,000 SF LEASED | 1500 Commerce Road (Richmond City)
- ⇒ 48,000 SF LEASED | 1306 Jefferson Davis Hwy (Richmond City)
- ⇒ 38,784 SF SOLD | 1900 Ellen Road (Richmond City)

# FEATURED PROPERTIES

Q4 2020



**Cliff Porter**  
CCIM, SIOR  
804.521.1442  
cliff@porterinc.com

## Office Condo Investment



**10160 Staples Mill Road**  
8,916 SF Office Condo Building  
100% Leased, 7.5% Cap Rate  
Crossridge Office Park Location  
Zoned O-2C, Built 2005  
Ability to Further Condo  
Ample Parking  
For Sale: Call for Information

## Airport Area Industrial



**Airport Logistics Center (2)**  
241,180 SF Available  
16.2 Acres Zoned M-2C  
32' Clear Ceilings, Office to Suit  
135' Truck Court Depths  
60' Loading Bay, Trailer Parking  
Multiple Drive-In Doors  
For Lease: Call for Information

## High Bay Industrial



**Airport Logistics Center (3 & 4)**  
Building 3: 129,750 SF Planned  
Building 4: 187,500 SF Planned  
Pre-Cast Concrete, 7" Floor Slab  
LED Lighting, ESFR Sprinkler  
Rail Potential, All Utilities On Site  
RIC International Airport Area  
For Lease: Call for Information

## Downtown Richmond Area



**909 Oliver Hill Way**  
8,252 SF Total Building  
With 1,157 SF Office Mezzanine  
24 Parking Spaces + Additional  
5 Drive-Ins & 1 Platform Dock  
1.72 Acres Fully Fenced  
Immediate I-95 Access (Exit 74)  
For Lease: Owner/Agent



**Byron Holmes**  
CCIM, SIOR  
804.521.1448  
byron@porterinc.com

## Rt 60 Development Site



**Anderson Hwy (Powhatan, VA)**  
31.48 Acres Total Available  
Zoned Commercial  
Over 700' Frontage on  
Route 60 West of Route 288  
Served by Two Crossovers  
Water & Sewer Available  
For Sale: \$1,490,000

## Automotive Facility



**6915 Hull Street Road**  
3,824 SF Total Building  
Free-Standing Automotive Service  
Facility, Drive-In Access  
Zoned C-5, Built in 1988  
Just West of Chippenham Pkwy  
For Sale: \$495,000  
For Lease: Call for Information

## 42,000 Vehicles Per Day



**14717 Hull Street Road**  
10 Acres Zoned C-3  
Preliminary Site Plan Complete  
Utilities Available  
Located Across from Woodlake  
Desirable Southside Location  
Near Ashbrook & Hancock Village  
For Sale: \$2,140,000

## Midlothian Investment



**13541 East Boundary Road**  
8,500 SF Flex Building  
1-Acre Site Zoned I-1  
New Roof, Brandermill Area  
Located Just East of Rt. 288  
South of Genito Road  
NOI: \$74,805  
For Sale: \$935,000



**Kevin Cox**  
804.521.1468  
kevin@porterinc.com

## Hanover Air Park Location



**11201 Hopson Road**  
Office/Warehouse Units  
Suite A: 3,960 SF Available  
19' to 22' Ceiling Height  
10' x 10' Drive-In Loading  
Zoned M-3 Industrial  
I-95 Access @ Sliding Hill Rd  
For Lease: \$10.00/SF Gross

## Hanover Location Off Rt. 1



**10385 Wood Park Court**  
1,800 to 18,000 SF Units Available  
Warehouse Storage, Zoned M-2  
16' to 20' Ceilings, 3 Phase Power  
Units Include Restroom &  
1 Drive-In Door (12' x 12')  
Available Q4 2020  
For Lease: \$8.00/SF NNN

## Hanover Industrial Air Park



**11080 Air Park Road**  
18,000 SF Office/Warehouse  
Includes 2,500 SF Office  
20' to 25' Ceilings  
Radiant Heat in Warehouse  
Zoned M-3 Industrial  
Immediate I-95 Access  
For Lease: \$4.95/SF NNN

## Upscale Business Park



**Park Central Drive**  
Development Opportunity  
8.619 Acres Available  
Zoned O-S (Henrico County)  
Medical/Office/Warehouse Uses  
Located 1.2 Miles from I-95  
Immediate Access off E Parham Rd  
For Sale: \$225,000/Acre



**123 North 18th Street**  
2,113 SF Retail/Automotive Facility  
Zoned B-5, Opportunity Zone  
Downtown Richmond Shockoe Bottom  
Enterprise Zone Location  
For Sale: \$550,000  
Co-Listed with: Cliff Porter  
CONTACT: WILSON FLOHR  
804.521.1458



**625 Lombardy Street (South Hill)**  
16,240 SF Total on 6.54 Acres  
Includes 2,240 SF Office/Showroom  
2 Docks + 2 Drive-In Doors, Zoned IG  
Outside Fenced Storage Yard  
For Sale: \$415,000  
Co-Listed with: Cliff Porter  
CONTACT: ROBERT PORTER III  
804.521.1455



**14909 Hull Street Road**  
Former Chiropractic Office  
1,149 SF Masonry Construction  
1.9 Acres Zoned A  
Paved & Striped Parking  
Rt. 360 Frontage Chesterfield Co  
For Sale: \$725,000  
CONTACT: BYRON HOLMES  
804.521.1448



**10985 Leadbetter Road**  
Hanover Industrial Air Park  
Parcel 1: 5.658 Acres Zoned M-3  
For Sale: \$925,000  
Parcel 2: 0.836 Acre Zoned M-3  
Site Plan Approved: 7,200 SF  
For Sale: \$155,000  
CONTACT: KEVIN COX  
804.521.1468

Porter Realty Company, Inc. • 4801 Radford Avenue • P.O. Box 6482 • Richmond, VA 23230

804.353.7994 | porterinc.com

No warranty or representation is made as to the accuracy of the foregoing information.

# FEATURED PROPERTIES

Q4 2020



## Immediate I-95 Access



**15801 Happy Hill Road**  
2-Building Industrial Complex  
56,869 SF Total on 4.61 Acres  
Fenced Loading Area, Zoned M-2  
5 Docks & 1 Drive-In Door  
Technology Zone Location  
For Sale: \$2,560,000  
For Lease: \$4.25/SF Gross

## Enterprise Zone & HUB Zone



**1306 Jefferson Davis Hwy**  
Rear: 30,000 SF (18' Clear)  
Front: 48,000 SF Leased  
78,000 SF Total Facility  
3.2 Acres Zoned M-1  
Wet Sprinklers, Heavy Electrical  
Lease: \$3.50/SF Base  
Sale Possible: Call for Information

## I-95 Access @ Rives Road



**3800 Corporate Road**  
6.515 Acres Outside Wetlands  
Zoned M-1/B-2  
Water/Sewer Available  
Immediate I-95 & I-295 Access  
4 Miles to I-85/Petersburg VA  
~875' Frontage of Rives Road  
For Sale: \$300,000

## Manchester Portfolio



**Maury Street & Marx Street**  
4.54 Acres + Office/Shop  
Redevelopment Potential  
Zoned M-2 Industrial  
Opportunity Zone & Enterprise  
Zone Location  
Immediate I-95 Access  
For Sale: Call for Information



**Dick Porter**  
CCIM, SIOR  
804.521.1443  
[dick@porterinc.com](mailto:dick@porterinc.com)

## 71,000 Vehicles Per Day



**13204 Hull Street Road**  
2,785 SF Available for Lease  
Ample Parking, Zoned C-2  
Convenient & Highly Visible  
Brandermill Location  
Building + Pylon Signage  
For Lease: \$25.00/SF NNN  
Owner/Agent

## Multi-Family Potential



**2190 Westwood Avenue**  
4.61 Acres Zoned M-2  
Highly Visible Location Proximate  
to Diamond, Dabney & Scott's  
Addition Opposite Carvana &  
Proximate to TopGolf  
Call for Pricing Information  
Owner/Agent

## 39,000 Vehicles Per Day



**8400 West Broad Street**  
7,998 Available Immediately  
Free-Standing Retail Building  
Excellent Signage & Visibility  
Ample Parking, Located  
Near Broad St & Parham Rd  
Available: Call for Information  
Owner/Agent

## Hanover Industrial Air Park



**10990 Air Park Road**  
29,090 SF Industrial Facility  
5.6 Acres Zoned M-3  
18 Drive-In Doors, 24' Ceilings  
800 Amp 120/280 Volt 3 Phase  
Ample Parking, Paved Yard  
Sale/Lease: Call for Information  
Co-Listed with: Kevin Cox



**Bob Porter**  
CCIM, SIOR  
804.521.1441  
[bob@porterinc.com](mailto:bob@porterinc.com)

## New Flex Construction!



**219 Turner Road**  
82,000 SF Office/Warehouse  
Suites from 2,500 SF  
18' Ceilings, Drive-In Loading  
Zoned C-4, Opportunity Zone  
Located Near Chesterfield Mall  
Delivery Fall 2020  
For Lease: \$10.00/SF IG

## Creative Office Available



**1413 Highpoint Avenue**  
2,250 SF Creative Office  
Lift Elevator, Zoned B-7  
Just Off Boulevard Corridor  
Enterprise Zone  
Scott's Addition Location  
For Lease: Call for Information  
Co-Listed with: Cliff Porter

## Lakeridge Industrial Park



**10470 Wilden Drive**  
Up to 7,998 SF Contiguous  
Suite B: 2,666 SF (Avail 02/20)  
Suite C: 2,666 SF  
Suite D: 2,666 SF  
Dock Loading, 14' Ceilings  
Ample Parking, Zoned M-2  
For Lease: \$9.00/SF MG

## Diamond Area Location



**2057 West Moore Street**  
Residential Land Site  
0.357 Acre Total Zoned R-6  
Prime Richmond City Location  
Proximate to The Diamond &  
Arthur Ashe Boulevard  
Off Hermitage Rd & W Leigh St  
For Sale: Call for Information



**Wilson Flohr**  
804.521.1458  
[wilson@porterinc.com](mailto:wilson@porterinc.com)

## Fully Conditioned Facility



**1033 Church Rd (Blackstone, VA)**  
111,235 SF Manufacturing Facility  
65,000 SF Manufacturing &  
42,000 SF Warehouse, Zoned M-2  
18.8 Acres, Expansion Potential  
6 Docks, 3 Drive-In Doors  
Wet Sprinklers, Heavy Power  
Sale: Call for Information

## 50-Door Distribution Facility



**3609 East Belt Boulevard**  
16,590 SF Total Building  
Includes 3,000 SF Office  
4.78 Acres Zoned M-1  
Paved/Fenced Storage Area  
Concrete Pad for Potential  
Shop/Additional Warehouse  
Available: Call for Information

## Automotive Complex



**601 East Nine Mile Road**  
1,311 SF Facility Includes  
250 SF Office on 0.45 Acre  
2-Bay Garage + Lifts  
Existing Mechanic On-Site  
Existing U-Haul Dealership  
I-64 Access @ Airport Drive  
For Sale: \$275,000

## I-64 @ Mechanicsville TnPk



**Glenfield Business Center**  
Suite 2501: 21,175 SF Available  
7,645 SF Office, 5 Docks  
2541-2555 Mechanicsville TnPk  
12,000 SF Office/Warehouse  
8 Drive-Ins & 1 Dock, Zoned M-1  
For Lease: Call for Information  
Co-Listed with: Cliff Porter



**Robert Porter III**  
804.521.1455  
[rep3@porterinc.com](mailto:rep3@porterinc.com)

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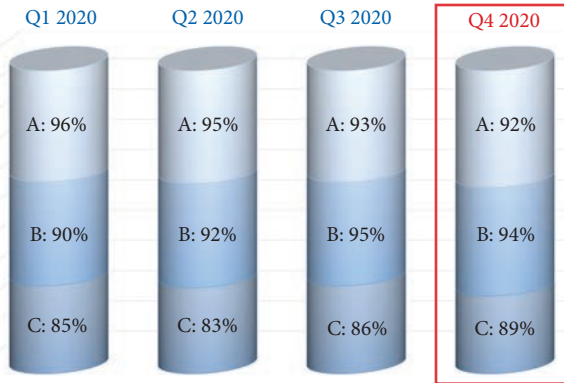
# INDUSTRIAL MARKET VACANCY

Q4 2020

## VACANT & INVESTOR-OWNED INDUSTRIAL PRODUCT\*

40K SF MIN RBA\* EXCLUDING FLEX & OWNER-OCCUPIED PROPERTIES | \*RBA Total: 32.9MM SF in 199 Existing Buildings

### OCCUPANCY RATES & NET ABSORPTION



Class A/B Combined Occupancy: 92%

Net Absorption from Q3 2020

Class A/B: -520,060 SF

Class C: +138,443 SF

CoStar reports an industrial occupancy rate of 96.3%, an increase from 95.2% at the end of the 3rd quarter of 2020, based on a total 117.9 million square feet RBA in 2,814 existing warehouse properties, and a positive net absorption of 943,396 square feet for the quarter. CoStar's industrial RBA includes both owner-occupied and investor-owned properties, but excludes flex space, defined as 50% minimum office.

#### Vacancy Rate & Trends

##### 40k < 75k SF RBA

RBA: 2.86MM SF (54 Buildings)

RBA: 8.7% of Total Market

	Class A	Class B	Class C
Total Bldgs	4	29	21
Total RBA	226,043	1,564,429	1,073,002
Vacant SF	40,043	225,313	181,419
Vacancy Rate	18%	14%	17%

CLASS A	NWQ	NEQ	SWQ	SEQ
Total Bldgs	0	2	1	1
Total RBA	0	132,000	54,000	40,043
Vacant SF	0	0	0	40,043
Vacancy Rate	0%	0%	0%	100%

CLASS B	NWQ	NEQ	SWQ	SEQ
Total Bldgs	10	9	7	3
Total RBA	528,418	468,522	413,689	153,800
Vacant SF	68,900	105,263	6,850	44,300
Vacancy Rate	13%	22%	2%	29%

CLASS C	NWQ	NEQ	SWQ	SEQ
Total Bldgs	10	3	6	2
Total RBA	538,333	142,170	284,679	107,820
Vacant SF	109,353	12,025	60,041	0
Vacancy Rate	20%	8%	21%	0%

#### Vacancy Rate & Trends

##### 75k < 150k SF RBA

RBA: 7.38MM SF (69 Bldgs)

RBA: 22.4% of Total Market

	Class A	Class B	Class C
Total Bldgs	24	30	15
Total RBA	2,780,031	3,189,915	1,413,944
Vacant SF	128,460	130,504	138,196
Vacancy Rate	5%	4%	10%

CLASS A	NWQ	NEQ	SWQ	SEQ
Total Bldgs	5	11	3	5
Total RBA	514,065	1.31MM	331,460	627,319
Vacant SF	0	128,460	0	0
Vacancy Rate	0%	10%	0%	0%

CLASS B	NWQ	NEQ	SWQ	SEQ
Total Bldgs	2	14	10	4
Total RBA	209,546	1.52MM	1.10MM	363,200
Vacant SF	0	20,694	109,810	0
Vacancy Rate	0%	1%	10%	0%

CLASS C	NWQ	NEQ	SWQ	SEQ
Total Bldgs	4	3	7	1
Total RBA	377,305	237,848	675,993	122,798
Vacant SF	0	64,782	73,414	0
Vacancy Rate	0%	27%	11%	0%

#### Vacancy Rate & Trends

##### 150k SF Min RBA

RBA: 22.66MM SF (76 Bldgs)

RBA: 68.9% of Total Market

	Class A	Class B	Class C
Total Bldgs	43	22	11
Total RBA	15,393,860	4,742,602	2,518,693
Vacant SF	1.39MM	225,300	250,000
Vacancy Rate	9%	5%	10%

CLASS A	NWQ	NEQ	SWQ	SEQ
Total Bldgs	7	15	3	18
Total RBA	1.80MM	4.29MM	2.02MM	7.26MM
Vacant SF	323,217	241,180	0	826,689
Vacancy Rate	18%	6%	0%	11%

CLASS B	NWQ	NEQ	SWQ	SEQ
Total Bldgs	3	10	7	2
Total RBA	786,826	1.96MM	1.34MM	653,684
Vacant SF	225,300	0	0	0
Vacancy Rate	29%	0%	0%	0%

CLASS C	NWQ	NEQ	SWQ	SEQ
Total Bldgs	2	1	6	2
Total RBA	336,138	200,000	1.18MM	805,500
Vacant SF	0	0	150,000	100,000
Vacancy Rate	0%	0%	13%	12%

# INDUSTRIAL MARKET FORECAST

## Logistics Manager's Index & CoStar Reports

### CoStar Report: Industrial Rent Growth, Pricing May Level Off in 2021

#### Robust E-Commerce Demand to Prop Up Warehouse Fundamentals

By Randy Drummer | November 13, 2020

The warehouse and logistics construction boom is gradually increasing average U.S. industrial vacancy rates and it's projected to cause rent and sales pricing to temporarily plateau in coming quarters.

CoStar's base case forecast anticipates demand to be offset by new supply that is expected to lift the U.S. vacancy rate to the mid-6% range by 2022.

Industrial landlords see healthy rent growth for now, but CoStar's current base forecast expects that expansion to level off early next year. Steady demand is expected to keep rents from falling into negative territory, senior economist Abby Corbett said.

However, Corbett said investors should also consider a "moderate upside" scenario of continued albeit slower rent growth of 1% next year, as e-commerce growth and other factors work in favor of logistics demand. Under this scenario, strong demand would help rent growth resume and accelerate markedly in 2022, ending the year 11.2% higher than current levels.

Robust demand and relatively tight vacancy conditions are contributing to healthy industrial rent growth, even as other sectors grapple with space give-backs, weak demand, quickly rising vacancy and falling rent growth.



CoStar™ RICHMOND MARKET RENT GROWTH (YEAR-OVER-YEAR)



Investors became notably more active in the capital markets in October after transaction levels cooled in the third quarter. Investment sales volume increased 88% in October over the average monthly levels recorded by CoStar since the first month of the pandemic in March, Corbett said.

Similar to the temporary plateau in rents and sales, growth in warehouse sale prices, which started to cool last quarter, is expected to remain flat through next year. CoStar expects that as investors become more confident about the economy next year, property income will gain traction in 2022 and price growth will return to a pre-pandemic pace of above 5% throughout 2023 and 2024, Corbett said.

# INDUSTRIAL MARKET FORECAST

## Logistics Manager's Index & CoStar Reports

### December 2020 Logistics Manager's Index Report®

By Zac Rogers Ph.D., Steven Carnovale Ph.D., Shen Yenyurt Ph.D., Ron Lembke Ph.D. & Dale Rogers Ph.D.

A Joint Project Between Researchers From Arizona State University, Colorado State University, University of Nevada, Reno, Rochester Institute of Technology & Rutgers University, Supported by CSCMP



#### LMI® at 66.7%

Growth is INCREASING AT AN DECREASING RATE for: Inventory Levels, Inventory Costs, Warehousing Utilization, Warehousing Prices, Transportation Utilization, and Transportation Prices.

Warehousing Capacity and Transportation Capacity are CONTRACTING AT AN DECREASING RATE.

Note: the LMI® is calculated using a diffusion index, in which any reading above 50 percent indicates that logistics is expanding, while a reading below 50 percent is indicative of a shrinking logistics industry.

The December 2020 reading of the LMI suggests that the logistics industry continues to grow, but at a reduced rate relative to the torrid pace of the last few months. The December LMI reads in at 66.7, down (-4.1) from 70.8 in November. This breaks a streak of three consecutive readings above 70.0. December 2020's reading is still well above the historic index average of 62.3, and 12.7 points higher than December 2019's reading of 54.0. The dip in numbers does not necessarily represent that things are quieting down, merely that the rates of growth are slowing.

This crunch is likely to continue even after the holiday rush subsides. As mentioned in previous reports, online orders are returned at a higher rate than traditional brick and mortar sales. This is being borne out as consumer returns are up 30% from 2018. Container rates are particularly elevated, up 174%. Railways were also busier than projected in Q4. The unknown factor in this demand is vaccine distribution, which is predicted to ramp up during Q1 and Q2.

Overall, the LMI is down (-4.1) from November's reading of 70.8. It is important to remember that this is a rate of growth, and not overall growth, so the logistics industry still expanded significantly in November, albeit at a slightly slower pace. However, this still represents a significant rate of growth and is 12.7 points higher than last December's overall index. The unprecedented rates of growth seen from September-November may not have been sustainable. Warehousing and Transportation Capacity could not have continued contracting at the rates we saw earlier in Q4 without every warehouse and truck disappearing entirely. Interestingly, prices are the most resilient metric we're tracking in December, as they continue their rapid climbs.

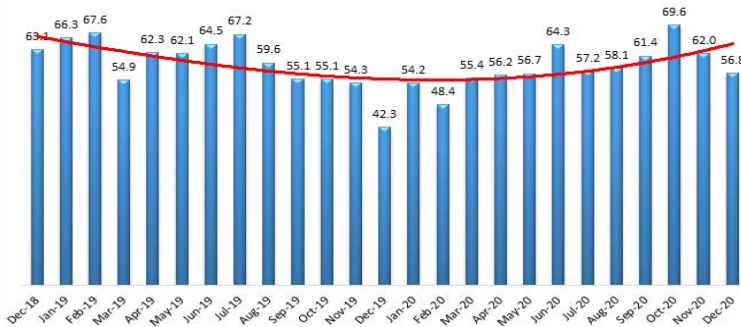
Respondents were asked to predict movement in the overall LMI and individual metrics in the next 12 months. Predictions for future ratings are presented in the graph above. Respondents predict that prices will continue to grow, but at decreased rates from what we presently observe. This does not necessarily suggest that relief is around the corner however, as they also predict a strong level of continued growth in both inventory levels and prices. While more capacity is predicted to come online, particularly transportation capacity, it seems unlikely that it is enough to significantly bring down prices over the next year.

# INDUSTRIAL MARKET FORECAST

## Logistics Manager's Index & CoStar Reports

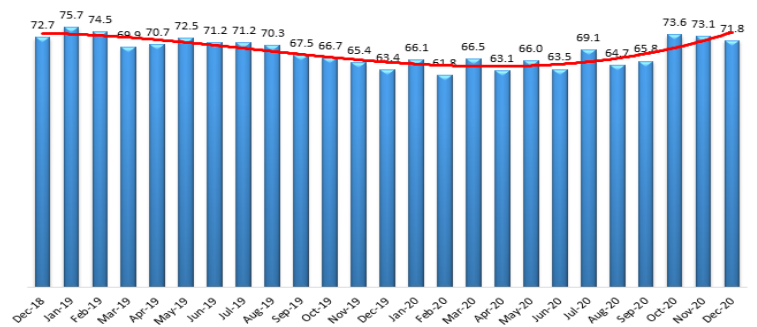
### INVENTORY LEVELS

Inventory values expected to increase significantly, potentially continuing inventory-intensive practices adopted during the pandemic even after vaccines are distributed.



### INVENTORY COSTS

Inventory cost growth expected, projected to be similar to current inventory cost index value.



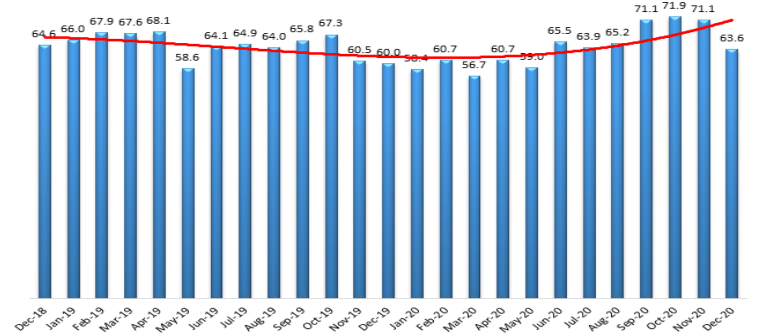
### WAREHOUSING CAPACITY

Warehousing Capacity index predicted to increase slightly, indicating that available warehousing expected to roughly maintain status quo.



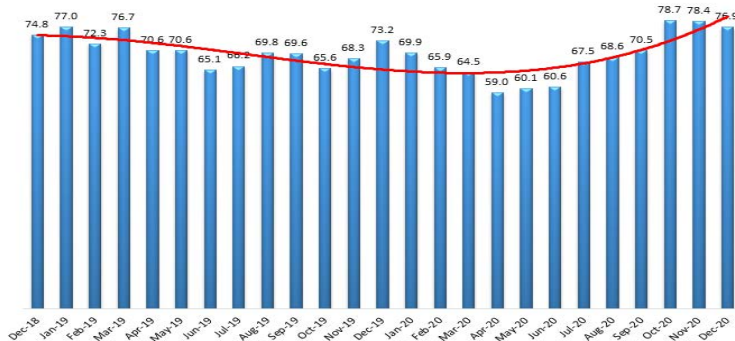
### WAREHOUSING UTILIZATION

Significant amounts of warehousing not expected to come online in the next year, therefore need to utilize more of the currently available space anticipated.



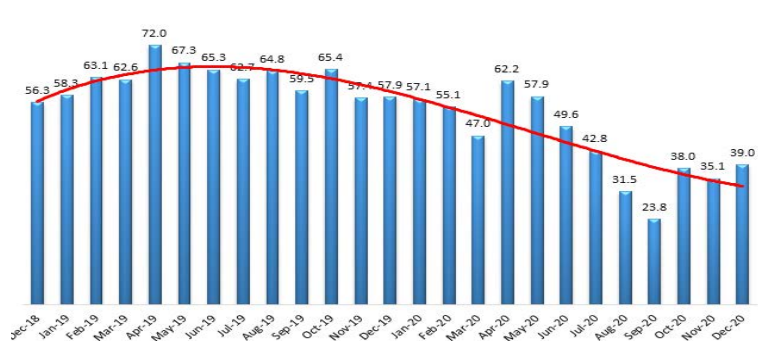
### WAREHOUSING PRICES

Prices expected to continue to grow with a significant increase in costs (and continuation of current trends) over the next 12 months.



### TRANSPORTATION CAPACITY

Capacity expected to increase fairly significantly over the next year, though whether or not sufficient capacity will come online remains to be seen.



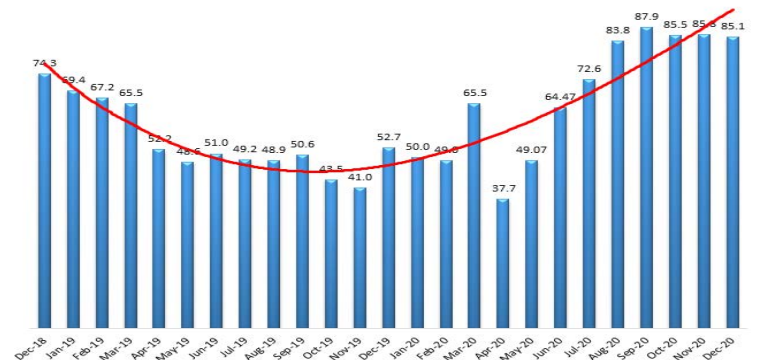
### TRANSPORTATION UTILIZATION

Future Transportation Index shows a significant drop consistent with the expectation that more capacity might come online over the next year.



### TRANSPORTATION PRICES

Prices will likely remain elevated through the beginning of 2021. Despite expecting more capacity to come online, strong price growth predicted over the next year.



# INDUSTRIAL MARKET FORECAST

## Port of Virginia & Hampton Roads Construction

### Port of Virginia to Double Size of On-Dock Rail Yard With \$44M Expansion

By A.B. Brown, Supply Chain Dive | October 26, 2020

The Port of Virginia revealed plans to reconfigure and double the size of its on-dock rail yard to expand rail capacity at Norfolk International Terminals, using a \$20 million federal transportation grant. The total cost of the project is \$44 million and will be covered through a federal-state-port collaboration.

“The amount of cargo we move by rail, mainly to the Midwest, is growing and is important to the users of this port and our overall success,” John F. Reinhart, CEO and executive director of the Virginia Port Authority, said in a statement. As Norfolk International Terminals undergoes \$450 million in capacity expansion to increase throughput by 400,000 containers, the move to double its rail yard size aims to meet the growing demand and forecasts for future intermodal volume, executives said.

“Our goal is to have 40 percent of our total container volume move by rail,” Reinhart said in the release, particularly to serve shippers in inland markets, such as the Midwest and Ohio Valley. The port’s current rail service transports 34% of its container volume.

The port’s focus on building up intermodal infrastructure comes as rail carriers look to court shippers and capitalize on a new wave of intermodal freight, trying to entice shippers to switch away from trucking. High trucking rates (with no clear signs of falling) have propelled some shippers to look elsewhere – creating an opening for rail.

The port anticipates an increase in e-commerce cargo, partly based on investments Amazon is making near the port and in the state. “The goal is to be prepared for any type of cargo or shifts in the industry and be able to immediately provide real value to these cargo owners,” Harris said. As a part of the expansion effort, two ship-to-shore container cranes are slated to arrive at the port in November and go into operation in early 2021.



### CoStar Report: Amazon Fuels Industrial Construction Boom in Hampton Roads

By Emiliano Morales Flores | October 13, 2020

During a period of precarious economic expectations, development in Hampton Roads’ industrial sector is at its highest level in the past 15 years. A large pipeline would typically be alarming during an economic recession, especially in a market that has rarely registered over 1% of its current inventory under construction. However, even with more than 4% of its inventory underway, most of the stock under construction consists of two build-to-suits for online retailer Amazon.

While Hampton Roads is located on the shores of one of the largest natural harbors in the United States, access to the water comes at a price on the east coast. Dry, developable land for large industrial properties is scarce, and construction costs to deal with these environmental hurdles are high. This has contributed to relatively low levels of construction in the area.

That changed in 2020. The stay-at-home economy has accelerated online shopping trends. In response, demand for warehouse and distribution space has soared. Amazon leads the pack in terms of online retail market share, as well as the amount of industrial space under construction in Hampton Roads.

More than 95% of all industrial space currently underway in Hampton Roads is leased, with Amazon accounting for about 80% of that total. As a result, the supply-side risk is almost nonexistent in a market where tenants with large footprints snatch up available space and often expand.



Working Hard, Working Smart... For Our Customers

## AVAILABLE INDUSTRIAL & OFFICE/SERVICE BUILDINGS, SITES & FACILITIES

### BUILD TO SUIT SITES AVAILABLE 4TH QUARTER 2020

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
<b>INVESTMENT</b>				
1	Oakland Shopping Center: 100,586 SF Shopping Center on 10.2 Acres. 14 Tenants, Zoned for Community Shopping Center.	1110-1190 Julian R Allsbrook Hwy Roanoke Rapids, NC 27870	Sale: \$3,700,000 NOI: \$301,000 (As Of 02/2020)	Byron Holmes
2	<b>Multi-Tenant Investment: 49,413 SF Office/Warehouse 2-Building Complex. Dock &amp; Drive-In Loading, Zoned M-3 (Heavy Industrial). 8% Vacant.</b>	<b>11126 &amp; 11138 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location I-95 Access @ Sliding Hill Road (Exit 86)</b>	<b>SOLD!</b>	<b>Kevin Cox</b>
3	40,000 SF Office/Warehouse Facility. 26,727 SF Occupied by Roofing Supply Group. 12,025 SF Office Available. 3 Acres Total Zoned M-3. Includes 1.13 Acres Concrete Yard Area. Wet Sprinkler System, 1600 Amp 3 Phase Service.	10991 Richardson Road (Ashland, VA) Hanover Air Park Location Immediate I-95/Sliding Hill Rd Access (Exit 86)	Sale: \$2,950,000 Cap Rate: 5% Potential 7.5 to 8% Cap Fully Leased	Kevin Cox
<b>NEW!</b>	<b>Retail Investment Offering Leased to Family Dollar &amp; Snap Fitness. 12,080 SF Total on 0.87 Acre. 40 Parking Spaces. New Roof 2018.</b>	<b>203 &amp; 211 South Main Street (Amherst, VA) Four Colleges Located Within 15 Miles!</b>	<b>Sale: \$1,200,000 NOI: \$91,000 (7.5% Cap Rate)</b>	<b>Byron Holmes</b>
<b>NEW!</b>	<b>Fully Leased 8,916 SF Single Story Office/Condo Building. Built 2005, Zoned O-2C, Ability to Further Condo, Ample Parking, Shopping &amp; Restaurants Nearby.</b>	<b>10160 Staples Mill Road (Glen Allen, VA) Crossridge Office Park</b>	<b>Sale: Call for Information Cap Rate: 7.5%</b>	<b>Cliff Porter Robert Porter III</b>
6	<b>8,500 SF Flex Building on 1 Acre Zoned I-1. New Roof.</b>	<b>13541 E Boundary Road (Midlothian, VA) Chesterfield County Location</b>	<b>UNDER CONTRACT!</b>	<b>Byron Holmes</b>
7	Retail/Multi-Family Investment Opportunity. 4,560 SF Finished + 1,762 SF Unfinished Basement. 3-Story Building, Two 1-Bedroom + Two 2-Bedroom Units. Zoned B-6.	903 West Grace Street (City of Richmond) VCU Area Location off Broad Street	New Pricing! Sale: \$1,150,000	Wilson Flohr
<b>INDUSTRIAL/BULK WAREHOUSE (RICHMOND MSA)</b>				
8	<b>Master Planned Industrial Park: Four Pad Ready Sites.</b> Building 1: 246,760 SF Leased. Building 2: 241,180 SF Available. Building 3: 129,750 SF Planned. Building 4: 187,500 SF Planned.	<b>AIRPORT LOGISTICS CENTER</b> Seven Hills Boulevard (Henrico County) Proximate to Richmond International Airport	<b>Lease: Call for Information Building 2: Ready</b>	Cliff Porter Exclusive Agent
9	32,000 to 182,875 SF Industrial Facility. Includes 8,610 SF Office, 9,120 SF Climate Controlled. Multiple Dock & Drive-In Loading. Ceiling Heights Vary Up To 30'5", 2000 Amp 3 Phase Service, Zoned I-1. Gated Security & Guardhouse. 442 Parking Spaces, Wet Sprinklers, LED Lighting.	13721 Jefferson Davis Highway Technology Zone Location I-95 Access @ Woods Edge Road (Exit 58) Chesterfield County	Lease: \$4.25/SF Gross + Utilities	Dick Porter Cliff Porter
10	<b>182,842 SF Facility + Active CSX Rail. Warehouse Addition Built 1990, New Roof, T5 Lighting, Heaters (Original Building). 8.86 Acres Zoned M-2. 24' to 27' Ceilings, 3 Phase Electrical. Potential Parking Expansion.</b>	<b>5800 S. Laburnum Avenue (Henrico County) Opportunity Zone + Enterprise Zone Richmond International Airport Area</b>	<b>SOLD!</b>	<b>Dick Porter</b>
11	<b>171,820 SF Manufacturing Facility Includes 18,415 SF Office &amp; 153,405 SF Heated Warehouse. 5.85 Acres, Zoned M-1, 14 Docks, Wet Sprinklers, 3 Phase Electrical.</b>	<b>1609 Sherwood Avenue Proximate to Boulevard Corridor Immediate I-95/I-64 Access!</b>	<b>UNDER CONTRACT!</b>	<b>Bob Porter</b>
12	165,000 to 250,000 SF Proposed Office/Service Distribution on 24.538 Acres. From 24' Clear. Zoned M-1.	Faces Entrance to RIC International Airport 5600 Audubon Drive (Henrico County)	Sale/Lease: Call for Information	Bob Porter Owner/Agent
13	111,235 SF Facility Includes 65,000 SF Manufacturing, 42,000 SF Warehouse & 3,000 SF Office. 18.8 Acres Zoned M-2, Expandable. Fully Conditioned. 6 Docks, 3 Drive-In Doors, Wet Sprinkler System, Compressed Air.	1033 Church Street (Blackstone, VA) Nottoway County Location 30 Miles to Chesterfield County 35 Miles to Petersburg	Sale: Call for Information	Robert Porter III
14	10,000 to 58,000 SF Available, Includes 7,849 SF Office. 2.06 Acres Zoned M-1, Wet Sprinklers, 480 Amp 3 Phase Service, 2 Interior Docks, 2 Van Height Docks, 2 Covered Docks. Freight Elevator.	1700 Venable Street Downtown Richmond: Immediate I-95 Access Opportunity Zone Location	Lease: Call for Information	Cliff Porter Robert Porter III
<b>NEW!</b>	<b>56,869 SF 2-Building Industrial Complex on 4.61 Acres. Zoned I-2. Multiple Dock Doors + 1 Drive-In. Rear Building Includes 5,108 SF Climate Controlled. Wet Sprinklers, Natural Gas Available. Fenced Loading + Guardhouse.</b>	<b>15801 Happy Hill Road Chesterfield County Technology Zone Immediate I-95 Access @ Woods Edge Road</b>	<b>Sale: \$2,560,000 Lease: \$4.25/SF Gross + Utilities</b>	<b>Dick Porter Cliff Porter</b>

	<b>PROPERTY DESCRIPTION</b>	<b>ADDRESS</b>	<b>SALE/LEASE PRICE</b>	<b>AGENT</b>
<b>NEW!</b>	16 39,405 SF High Bay Warehouse Available. Office Built to Suit, 4 Docks, 1 Drive-In Door. 115 Parking Spaces, 6 Trailer Spots. LED Lighting, ESFR Sprinklers, Zoned M-1C.	2400 Distribution Drive (Henrico, VA) Airport Distribution Center, Building B	Lease: \$5.50/SF NNN	Cliff Porter
	17 34,150 SF Office/Warehouse Facility, Includes 14,552 SF Office. 4 Docks + 1 Ramp, 14' to 20' Clear Ceilings. 3.04 Acres Total Zoned M-1.	3017 Vernon Road (Henrico County) Near West End Location Off Staples Mill & Hilliard Roads	Available: Call for Information	Cliff Porter
<b>NEW!</b>	18 32,600 SF Office/Warehouse + Retail Potential. 4 Acres Total, Ample Parking. 2 Docks & 1 Drive-In Door, Up to 18' Ceilings. Wet Sprinklers, 3 Phase Electrical, Fenced Yard.	5701 Midlothian Turnpike Highly Visible Corner Location City of Richmond Enterprise Zone	Lease: Call for Information	Dick Porter
	19 32,000 SF Manufacturing/Distribution Facility. 2,000 SF Office, Backup Generator, 4 Docks, 1 Drive-In, 5.56 Acres Total Site. 100% HVAC, New Roof 2010.	133 Roxbury Industrial Center I-64 & Route 60 Access East of Richmond Charles City County, VA	Sale Possible: Call for Information Interim Tenant	Dick Porter Wilson Flohr
<b>NEW!</b>	20 30,000 SF Warehouse Available. Office/Restroom & Locker Room. 2 Docks + Mechanical Levelers/Seals, Additional Available. Substantive Electrical, Zoned M-2. New Roof, Wet Sprinklers, Heated + Lighting.	3801 Carolina Avenue (Henrico County) Off Laburnum Ave Proximate to RIR Raceway Enterprise Zone + Opportunity Zone	Lease: \$10,500/Month Gross Priced Separately: 1.5 Acres Paved & Fenced Lot	Dick Porter
<b>UPDATED!</b>	21 30,000 SF Office/Warehouse Available. Zoned M-1, 18' Ceilings, Wet Sprinkler System. CSX Rail Potential. 4 Docks, Substantial Electrical Service.	1306 Jefferson Davis Highway Central Location: Immediate I-95 Access Enterprise Zone & HUB Zone	Lease: \$3.50/SF Base + Pass Thrus	Dick Porter
	22 PAD READY: 30,000 SF Building, Zoned I-1.	8951 Whitepine Road Chesterfield Air Park Location	Lease: Call for Information	Byron Holmes
<b>NEW!</b>	23 29,090 SF Office/Warehouse Facility on 5.6 Acres, Zoned M-3. Metal Construction, 18 Drive-In Doors. 800 Amp 3 Phase Electrical, 24' Ceilings, 55 Parking Spaces.	10990 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location	Available: Call for Information	Bob Porter Kevin Cox
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (CHESTERFIELD, POWHATAN, MECKLENBURG COUNTIES)</b>				
<b>UPDATED!</b>	24 NEW CONSTRUCTION! 82,000 SF Flex Building, Suites from 2,500 SF Office/Warehouse. Drive-In Loading. Opportunity Zone Location Zoned C-4.	219 Turner Road (Chesterfield Co) Immediate Midlothian Tnkp/Rt. 60 Access	Lease: \$10.50/SF IG Delivery Fall, 2020	Wilson Flohr Byron Holmes
	25 Up to 32,000 SF Office/Warehouse Available (4,000 SF Minimum), Zoned I-1, 5 Docks & 3 Drive-Ins. Proposed New Construction!	7900 Whitepine Road (Chesterfield County) Chesterfield Air Park Location	Sale: \$102/SF Lease: Call for Information	Byron Holmes
	26 21,159 SF Office/Warehouse Building on 1.85 Acres. Additional 8,183 SF 2nd Floor Office/Mezzanine, 4,900 SF Finished Space. 100% HVAC, Fully Sprinklered, Elevator, Drive-In Loading.	2240 Oak Lake Boulevard (Midlothian, VA) Proximate to Rt. 288/Powhite Parkway Chesterfield County	<b>UNDER CONTRACT!</b>	Byron Holmes
	27 16,240 SF Facility, Includes 2,240 SF Office. 6.54 Acres Total Zoned IG, 2 Drive-In Doors & 2 Docks.	625 Lombardy Street (South Hill, VA) Mecklenburg County Location	<b>UNDER CONTRACT!</b>	Cliff Porter Robert Porter III
	28 NEW CONSTRUCTION: 10,000 SF Office/Warehouse Building, 5 Loading Doors (14' x 14'), Dock Loading. 18' to 20' Ceilings, Zoned C-5. Can Subdivide to 3,000 SF.	16633 Jefferson Davis Highway Chesterfield County I-95 Access @ Woods Edge Road (Exit 58)	Lease: \$7.95/SF Net	Byron Holmes
	29 6,000 SF Office/Warehouse Facility, Includes 700 SF Office. Clear Span Building. 18' to 22' Ceilings, 2 Drive-In Doors.	13543 Charlotte Court (Chester, VA) I-95 Access @ Route 10/West Hundred Road	Lease: \$7.50/SF Gross	Byron Holmes
	30 Suite 485: 4,680 SF Office/Warehouse Available (Includes 2,812 SF Office). Dock Loading. Ample Parking, Building Signage Available.	Southport Corporate Center 461-491 Southlake Boulevard Located Off Route 60/Midlothian Turnpike	Lease: \$9.50/SF Office Lease: \$6.50/SF Warehouse	Byron Holmes
	31 Suite 522: 4,500 SF Office/Warehouse, 2 Restrooms, Dock Loading, 16' Ceilings, 3 Phase Electrical, Gas Heat. 100% Air Conditioned. Zoned I-1.	Southport Commercial Park 500-522 Southlake Boulevard	Lease: \$9.50/SF NNN	Byron Holmes
	32 3,212 SF Office/Warehouse Condo, Zoned I-1, Dock Loading.	537 Southlake Boulevard Southport Corporate Center Location	Sale: \$349,000 Lease: Call for Information	Byron Holmes
	33 Flex Space For Lease. Zoned I-1. 14' Clear. Available: 2,520 SF Fully Conditioned, Includes 773 SF Office & 1 Drive-In Door.	11331 Business Center Drive Branchway Business Center (N Chesterfield) Upscale Business Park Location	<b>LEASED!</b>	Wilson Flohr
<b>NEW!</b>	34 Flex Space For Lease. Zoned I-1. Dock Loading Suite B: 2,100 SF Office/Warehouse.	11311 Business Center Drive Branchway Business Center (N Chesterfield) Well-Maintained Business Park	Lease: Call for Information	Wilson Flohr
	35 Office/Warehouse Suites. 100% HVAC, Zoned I-1. Suite B: 1,450 SF Office.	711 Moorefield Park Drive Class A Office Park Off Midlothian Turnpike Chesterfield County	<b>LEASED!</b>	Byron Holmes Cliff Porter
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (GOOCHLAND &amp; LOUISA COUNTIES)</b>				
	36 MINI-STORAGE UNITS: 4,500 SF (30' x 150') + 2 Each 4,500 SF Pad Sites. Zoned M-1/M-2. MOTIVATED SELLERS... Leasing Opportunities Available.	112 Midpoint Drive @ Midpoint Industrial Park Goochland County 34 Mi to Charlottesville & 39 Mi to Richmond	Mini-Storage Units For Sale: \$275,000 Pad Sites For Sale: \$50,000	Kevin Cox

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
37	Office/Warehouse Condos Available: 2,000 SF to 4,000 SF. Includes 500 SF Open Office in Each + Drive-In Access. Zoned M-1/M-2. MOTIVATED OWNER!	112 Midpoint Dr, Building B Goochland County 34 Mi to Charlottesville & 39 Mi to Richmond	Unit B1 For Sale: \$122,900 Unit B2/B3 For Sale: \$208,900 For Lease: Call for Information	Kevin Cox
38	One Office/Warehouse Condo Available: 2,000 SF Each. Includes 500 SF Open Office in Each + Drive-In Access. Zoned M-1/M-2. MOTIVATED OWNER!	112 Midpoint Dr, Building A Goochland County 34 Mi to Charlottesville & 39 Mi to Richmond	Unit A6 Available For Sale: \$126,900 For Lease: Call for Information	Kevin Cox
39	1,500 SF Office/Warehouse Unit, Drive-In Door, Up to 6 Parking Spots. Zoned M-2.	2424 Granite Ridge Road (Rockville, VA)	Lease: \$1,750/Month Gross	Kevin Cox
40	1,250 SF Office/Warehouse Unit Available. 1 Drive-In Door (10' x 10'), HVAC & Heat Pump in Office. Zoned M-2.	Rockville Commerce Center Industrial Park 2410-2414 Granite Ridge Road	Lease: \$1,100/Month	Kevin Cox
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (CAROLINE, HANOVER, KING WILLIAM &amp; ESSEX COUNTIES)</b>				
41	18,000 SF Office/Warehouse Facility. Includes 2,500 SF Office, Ceilings 20' to 25' at Center. Zoned M-3, Radiant Heat in Warehouse.	11080 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location	Lease: \$4.95/SF NNN	Kevin Cox
42	1,800 to 18,000 SF Warehouse Storage Units. Available Q4 2020. 16' to 20' Ceiling Heights, 3 Phase Power, Drive-In Door Per Unit. Zoned M-2.	10385 Wood Park Court (Ashland, VA) Immediate I-95 & Route 1 Access	Lease: \$8.00/SF NNN	Kevin Cox
<b>UPDATED!</b>	<b>9,700 SF Office/Warehouse on 1.34 Acres, Zoned M-3.</b> 3 Phase Power, Dock & Drive-In Loading. 843 SF Storage Shed. 8,500 SF Office/Warehouse Available for Lease.	11144 Progress Road (Ashland, VA) Hanover Industrial Air Park Location	<b>Sale: \$1,500,000</b> <b>Lease: \$6,675/Month NNN</b>	Kevin Cox
44	2,666 SF to 7,998 SF Flex Space Available (Suites C & D). Includes 2 Docks, 14' Clear, Zoned M-2. Ample Parking.	10470 Wilden Drive (Ashland, VA) Lakeridge Industrial Park Location	Lease: \$9.00/SF Modified Gross	Wilson Flohr
<b>NEW!</b>	<b>7,500 SF Freezer/Cooler &amp; Processing Facility, Includes 1,150 SF Admin Space. 3 Loading Dock Doors.</b>	<b>8505 Bell Creek Road (Mechanicsville, VA)</b> <b>Located 1 Mile Off I-295 (Exit 38A)</b>	<b>Sale/Lease: Call for Information</b>	<b>Byron Holmes</b>
46	<b>Rare Purchase Opportunity: 4,030 SF Airplane Hangar Building on 3.739 Acres. Erect-A-Tube Hangar, Includes 2 Offices, Reception Area. County Water &amp; Sewer.</b>	<b>Hanover Industrial Air Park (Ashland, VA)</b> <b>Air Park Road Location</b>	<b>UNDER CONTRACT!</b>	<b>Kevin Cox</b>
47	Suite A: 3,960 SF Office/Warehouse. 19' to 22' Ceilings, Zoned M-3, 10' x 10' Drive-In Loading.	11201 Hopson Road (Ashland, VA) Hanover Industrial Air Park	Sale: \$10.00/SF Gross + Utilities	Kevin Cox
48	<b>2,700 SF Office/Warehouse Available, Includes 780 SF Office. Drive-In Door, 16' to 18' Ceilings, 5 Parking Spaces.</b>	<b>11206 Leadbetter Road, Unit 6</b> <b>Hanover Industrial Air Park Location</b>	<b>LEASED!</b>	<b>Kevin Cox</b>
49	2,125 SF Flex Units. Drive-In Access, Zoned M-3. 11139 - Suites 1 & 2: 4,250 SF Available 04/2020	Air Park Office Suites (Hanover County) 11139-11159 Air Park Road	Lease: \$9.00/SF Modified Gross	Wilson Flohr Kevin Cox
<b>UPDATED!</b>	1,865 SF Office/Warehouse Zoned M-3. Fenced Area, 3 Phase Service, 3 Drive-In Doors, LED Lighting. Additional Mezzanine Storage. Leased Thru January, 2021.	11267 Air Park Road C-1 (Hanover County) Hanover Industrial Air Park	<b>Sale: \$250,000</b> <b>Lease: \$1,500/Month</b> <b>Additional Storage Yard: \$750/Month</b>	Byron Holmes
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (HENRICO &amp; CHARLES CITY COUNTIES)</b>				
51	Suite 2501-2509: 21,175 SF. Includes 7,645 SF Office, 5 Docks & 1 Ramp. Full HVAC, Zoned M-1. Enterprise Zone.	Glenfield Business Center 2501-2555 Mechanicsville Turnpike	Lease: Call for Information Available August, 2021	Cliff Porter Robert Porter III
52	12,000 SF Building, Includes 1,000 SF Office. Zoned M-1.	Glenfield Business Center 2541-2555 Mechanicsville Turnpike	Lease: Call for Information	Cliff Porter Robert Porter III
53	Suites 2010-2018: 2,070 to 10,350 SF Office/Warehouse Available. 5 Drive-In Doors, 14' Clear, Zoned M-1.	Tomlynn Business Center 2010-2018 Tomlynn Street (Henrico County)	Lease: \$8.50/SF IG	Wilson Flohr
54	Development Opportunity! 3,500 SF Renovated Office/Shop with 3-Building Storage Complex (8,195 SF Total). 3.675 Acres Zoned M-3. Served by 8" Water Line.	413 Bickerstaff Road (Henrico, VA) Located Near Rocketts Landing Just East of Downtown Richmond	Sale: Call for Information	Kevin Cox
<b>NEW!</b>	<b>Automotive Complex: 1,311 SF Including 250 SF Office, 0.45 Acre Site Zoned B-3. Existing Mechanic On-Site with Rental Income. Existing U-Haul Dealership.</b>	<b>601 East Nine Mile Road (Henrico, VA)</b> <b>I-64 Access @ Airport Drive (Exit 197)</b>	<b>Sale: \$275,000</b>	<b>Robert Porter III</b>
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (CITY OF RICHMOND)</b>				
56	20,200 SF Warehouse Includes 2,684 SF Office, 1 Dock & 2 Drive-In Doors, 18' Ceilings, Zoned M-1.	510 Oliver Hill Way (Downtown Richmond, VA) Near Northbound I-95 Off-Ramp	Lease: Call for Information	Cliff Porter
57	50-Door Truck Terminal/Distribution Facility. 16,590 SF Total, Includes 3,000 SF Office. 4.78 Acres Zoned M-1, Paved & Fenced Yard. Includes Concrete Pad for Potential Expansion.	3609 East Belt Boulevard I-95 Access @ Bells Road (Exit 69)	Available: Call for Information	Robert Porter III
58	15,000 SF Automotive Complex (Includes 2,000 SF Office) on 0.61 Acre. Zoned B-3. Sale Includes Paint Booth, Frame Machine, Scissor Lift.	1011 Jefferson Davis Highway Enterprise Zone Location... Just South of Downtown Richmond	Sale: Call for Information	Dick Porter
<b>UPDATED!</b>	20-Door Truck Terminal, 10,740 SF 2-Story Office Building + Storage Yard. New Electrical, New Lighting in Warehouse. 2.80 Acres Fenced, Zoned M-1, Outside Storage. Covered Loading, Dispatch Office, Drive Thru Shop Building.	1635 Commerce Road City of Richmond Location Enterprise Zone	<b>Lease: \$7,400/Month NNN</b>	Byron Holmes

	<b>PROPERTY DESCRIPTION</b>	<b>ADDRESS</b>	<b>SALE/LEASE PRICE</b>	<b>AGENT</b>
60	8,252 SF Warehouse Available Includes 1,157 SF Office Mezzanine. 1 Platform Dock & 5 Drive-Ins, Approx 17' Ceilings, Zoned M-1. 24+ Parking Spaces, 1.72 Acres Fully Fenced.	909 Oliver Hill Way (Downtown Richmond, VA) Immediate I-95 Access (Off Exit 74)	Lease: Call for Information	Cliff Porter Owner/Agent
61	5,150 SF Office/Shop Building, 0.91-Acre Site Zoned M-1. Fenced Yard, 3 Drive-In Doors. Owner Currently Updating Property.	322 West 22nd Street I-95 Access South of Downtown Richmond	Lease: Call for Information	Wilson Flohr
62	1,900 SF Office Available. Drive-In Loading, Zoned B-3. 16' Ceilings. Limited Outside Storage Yard Available, Priced Separately.	6829 Atmore Drive (Richmond, VA) Proximate to Chippenham Parkway & Midlothian Turnpike (Route 60)	Lease: \$1,300/Month Gross	Byron Holmes
63	1,683 SF Facility Zoned OS, 14' to 15' Ceilings, 100% HVAC. Two New HVAC Units in 2013. Soundproof Shop Area, 200 Amp Service (x2).	208 Brandon Road Located Off Belt Boulevard... Just South of Route 60/Midlothian Turnpike	Sale: \$139,950 Existing Rental Income (Interim Tenant)	Byron Holmes
64	<b>780 SF Office + 480 SF Garage on 1.35 Acres, Zoned B-3. Fully Fenced Gravel Lot, Electric Fence.</b>	<b>168 East Belt Boulevard South of Route 60/Midlothian Turnpike</b>	<b>SOLD!</b>	<b>Wilson Flohr</b>
65	756 SF Available, Includes 392 SF Office. Dock & Drive-In Loading, Zoned B-3. Limited Outside Storage Available.	6507 Old Warwick Drive Off Midlothian Tnpk Just East of Chippenham Pkwy	Lease: \$1,500/Month Gross	Byron Holmes
<b>RETAIL/OFFICE BUILDINGS (CHESTERFIELD COUNTY)</b>				
66	<b>5,040 SF Office Building on 1.11 Acres. Zoned O-2.</b>	<b>6401 Irongate Road (Chesterfield County) Proximate to Chippenham Pkwy &amp; Route 10</b>	<b>SOLD!</b>	<b>Byron Holmes</b>
67	Free-Standing Automotive Service Facility: 3,824 SF Total, Built 1988, Zoned C-5.	6915 Hull Street Road (Chesterfield County) Just West of Chippenham Parkway	Sale: \$495,000 Lease: Call for Information	Byron Holmes
68	Suite 1: 2,785 SF Available. Ample Parking, Zoned C-2. Includes Building Signage + Pylon Signage on Route 360/Hull Street.	13204 Hull Street Road (Midlothian, VA) Convenient Brandermill Location High Visibility: 70,000+ Vehicles Per Day	Lease: Call for Information	Bob Porter Owner/Agent
69	<b>One Suite Remaining! Zoned C-3. Suite 1: 1,975 SF Retail/Office. New HVAC, 1 Loading Door.</b>	<b>4100 West Hundred Road (Chester, VA) I-95 Access @ Route 10 (Exit 61)</b>	<b>LEASED!</b>	<b>Byron Holmes</b>
70	1,900 SF Office Available, Zoned B-3. Limited Outside Storage Yard Available, Priced Separately.	6829 Atmore Drive (Richmond, VA) Proximate to Chippenham Parkway & Midlothian Turnpike (Route 60)	Lease: \$1,300/Month Gross	Byron Holmes
71	<b>1,537 SF Retail/Office Zoned C-3. High Traffic Route 10 Corridor.</b>	<b>4500 West Hundred Rod (Chester, VA) Proximate to I-95 in Village of Chester</b>	<b>LEASED!</b>	<b>Byron Holmes</b>
<b>RETAIL/OFFICE BUILDINGS (GOOCHLAND, HANOVER, HENRICO &amp; KING WILLIAM COUNTIES)</b>				
72	<b>14,303 SF Freestanding Retail Building on 1.53 Acres. Wet Sprinkler System, Conference Room, 1,600 SF Mezzanine. Est. 78 Parking Spaces.</b>	<b>8006 West Broad Street (Henrico, VA) Broad Street Retail Visibility</b>	<b>SOLD!</b>	<b>Bob Porter Cliff Porter</b>
73	6,500 SF Restaurant Includes Full Service Kitchen + 4 Freezers.	1500 Eastridge Road (Henrico, VA) Near Regency Square Mall	Lease: \$6,000/Month Net	Kevin Cox
<b>NEW!</b>	<b>2,000 SF Free-Standing Retail Building.</b>	<b>503 East Laburnum Avenue (Henrico County)</b>	<b>Sale: \$395,000</b>	<b>Cliff Porter</b>
<b>RETAIL/OFFICE BUILDINGS (CITY OF RICHMOND)</b>				
75	32,484 SF 2-Building Complex on 5.72 Acres, Zoned B-3. Includes 22 Drive-In Doors (Front Building) & 26 Drive-In Doors (Rear Maintenance Shop). Lighted Yard.	5300 Midlothian Turnpike Highly Visible Route 60 Location	Lease: \$13,000/Month NNN Former Auto Sales/Service Facility	Byron Holmes
76	7,500 SF 3-Story Office Building, Includes 1,875 SF Basement. Zoned B-4, Built in 1870.	1114 East Main Street Downtown Richmond Retail/Office	Sale/Lease: Call for Information	Wilson Flohr
77	5,365 SF Historic Downtown Art Deco Building: 2,175 SF Ground Floor Retail/Restaurant/Office. 2nd & 3rd Floor Apartments + 2,400 SF Basement. Zoned B-4.	304 East Grace Street Downtown Richmond Location	Lease: Call for Information	Wilson Flohr Cliff Porter
78	4,646 SF 3-Story Historic Renovated Restaurant + Office. Parking Available. Adjacent Office/Warehouse Available for Lease (1609 East Franklin St): 10,860 SF Total, Including 1,000 SF Office Space.	1609 & 1617 East Franklin Street Corner of East Franklin & 17th Streets Across from Farmer's Market, Next to Havana '59	Lease: Call for information	Cliff Porter
79	Retail/Creative Office Space Available. 400 to 3,971 SF Units. Zoned R-6.	2200 Idlewood Avenue Byrd Park Area Location Off I-195	Lease: Call for information	Wilson Flohr
80	2,400 SF Creative Office/Retail + Adjacent 1,200 SF Restaurant. Suites from 1,200 SF. Zoned B-3, Parking Available On Site.	2914-2916 North Avenue Historic Brookland Park Corridor Enterprise Zone Location	Lease: \$14.00 - \$15.00/SF	Wilson Flohr
81	<b>2,250 SF Creative Office Available. Zoned B-7.</b>	<b>1413 Highpoint Avenue Scott's Addition Location</b>	<b>LEASED!</b>	<b>Wilson Flohr Cliff Porter</b>
82	2,113 SF Retail/Automotive Facility Zoned B-5. Oversized Drive-In Door. Opportunity Zone + Enterprise Zone.	123 North 18th Street Downtown Richmond Location	Sale: \$550,000	Wilson Flohr Cliff Porter
83	1,900 SF Office Available. Dock & Drive-In Loading, Zoned B-3. 16' Ceilings. Outside Storage Yard (Approximately 2/3 Acre) Priced Separately.	6829 Atmore Drive (Richmond, VA) Proximate to Chippenham Parkway & Midlothian Turnpike (Route 60)	Lease: \$8.00/SF Gross	Byron Holmes

	<b>PROPERTY DESCRIPTION</b>	<b>ADDRESS</b>	<b>SALE/LEASE PRICE</b>	<b>AGENT</b>
84	Investment Opportunity: 840 SF Retail/Restaurant on 0.37 Acre Site. Zoned UB-PE7.	301 West Brookland Park Boulevard North Side Area Location	<b>UNDER CONTRACT!</b>	Wilson Flohr
<b>OFFICE BUILDINGS (CHESTERFIELD &amp; POWHATAN COUNTIES)</b>				
<b>NEW!</b>	85 3,000 to 14,283 SF Single Story Office Available. Storage Options Also Available. Professional Appearance.	9701 Metropolitan Court Chesterfield County Moorefield Office Park Location	Lease: \$10 to \$12/SF Gross	Byron Holmes
86	8,942 SF Facility on 7.79 Acres. Includes 1,500 SF Maintenance Building. Zoned A, Special Use Permits Fraternal Lodge.	3300 Old Courthouse Road Located Just North of Hull Street Road/Rt 360 N Chesterfield Location	<b>UNDER CONTRACT!</b>	Byron Holmes
87	6,432 SF Office Building. All Masonry Construction. 1st Floor & Basement Level: Leased. 2nd Floor: 2,165 SF Available.	10045 Midlothian Turnpike Just West of Robious Road & Moorefield Park	Sale: \$575,000 Lease: \$8.95 - \$9.95/SF	Byron Holmes
<b>NEW!</b>	88 5,834 SF Office, Professional Masonry Building. Flexible Lease Options, Can Divide. Zoned I-3. Outside Storage Available.	11901 Old Stage Road (Chester, VA) Proximate to I-95 @ Route 10	Lease: \$8.00/SF Gross	Byron Holmes
89	2,220 SF 2nd Floor Office Available. Newly Renovated! Owner Will Divide, Below Market Rate.	7734 Whitepine Road Chesterfield Air Park Location	Lease: \$9.50/SF Full Service	Byron Holmes
90	1,149 SF Former Chiropractic Office. 1.9 Acres Zoned A. Special Use Exception Expired, Paved & Striped Parking.	14909 Hull Street Road Route 360 (Chesterfield County)	Price Reduced! Sale: \$725,000	Byron Holmes
91	Office Suites Available. Zoned I-1. Suite 557-A: 1,000 SF Office. Suite 559-B: 1,200 SF Office.	557-A & 559-A Southlake Boulevard Southport Business Park	Lease: \$10.87/SF Gross	Byron Holmes
<b>OFFICE BUILDINGS (HANOVER &amp; HENRICO COUNTIES)</b>				
92	12,025 SF Office Available. 40,000 SF Total Building. Zoned M-3 on 3 Acres, Wet Sprinkler System, 1600 3 Phase Service. Ample Parking.	10991 Richardson Road (Ashland, VA) Hanover Air Park Location	Lease: \$5.50 - \$6.50/SF Full Service Sale: \$2,950,000	Kevin Cox
93	5,885 SF 2-Story Office Plus 2,142 SF Basement Storage. Built 1951, Zoned B-3. 1.24 Acres Total, Includes 22 Parking Spaces.	1201 Old Francis Road (Glen Allen, VA) Convenient I-295 & I-95 Access	Available: Call for Information	Cliff Porter Wilson Flohr
<b>NEW!</b>	94 3,461 SF Office Building, 19 Parking Spaces. Furnishings Negotiable. Newly Updated HVAC & Roof.	8500 Mayland Drive (Henrico, VA) Immediate I-64 Access	Sale: \$625,000	Wilson Flohr
95	2,480 SF 2-Story Office Condo. Partial 1st Floor Shop & Storage Area, 1 Roll Up Door. Zoned B-3.	8052 Elm Drive, Suite L (Hanover County) Mechanicsville, VA: ~2 Miles to I-295	<b>SOLD!</b>	Kevin Cox
96	Suite G: 1,600 SF Office Available. Zoned M-3.	11126 & 11138 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location	Lease: \$1,600/Month + Utilities	Kevin Cox
<b>NEW!</b>	97 Suite 105: 1,115 SF Office. Professional Office Park Setting.	4801 Hermitage Road (Henrico Co) Immediate I-95 Access at Bryan Park	Lease: Call for Information	Wilson Flohr Cliff Porter
98	540 SF Office Available: 5 Suites of 108 SF Each. Access to Kitchen & Conference Room. Zoned M-3.	10993 Richardson Road Hanover Industrial Air Park Location	Lease: \$325/Month/Office Includes Electric, Trash, Water	Kevin Cox
<b>LAND SITES - INDUSTRIAL (CHESTERFIELD &amp; POWHATAN COUNTIES)</b>				
99	Development Opportunity: 56 Acres Adjacent to Magnolia Green. Zoned Residential/Agricultural.	6900 Otterdale Road (Chesterfield County) Proximate to Rt. 360/Hull Street & Rt. 288	Sale: \$85,000/Acre	Bob Porter
100	26.73 Acres, Zoned I-1 & I-3, Water & Sewer Available.	Castlewood Road & Cardwell Road Chesterfield County	Sale: \$28,500/Acre Lease: \$5,000/Acre/Year	Kevin Cox
101	4.95 Acres Zoned C-5... Utilities Proximate to Site. Owner Will Divide! Located Near Sports Quest!	12912 Genito Road Oak Lake Business Center Location!	Sale: \$675,000	Byron Holmes
102	2.5 Acres Includes: La Quinta Inn & Suites Franchise, Sewer/Plumbing Roughed In + Curb, Bldg Permits/Plans.	15730 Woods Edge Road (Colonial Heights) Walthall Interchange Off I-95	Sale: \$1,250,000	Bob Porter
103	2.96 Acres Zoned I-1. Outside Storage Permitted. Water/Sewer Proximate.	12050 Wilfong Court Oak Lake Business Park Location	Sale: \$279,300	Byron Holmes
104	1.091 Acres Zoned I-1 Light Industrial, Up to 9,500 SF +/- Building, Build to Suit!	2530 Oak Lake Blvd Chesterfield County	Lease: Call for Information	Byron Holmes
105	0.50 Acre Cleared Lot.	7420 Whitepine Road Chesterfield Air Park Location	Sale: \$75,000	Byron Holmes
<b>LAND SITES - INDUSTRIAL (GOOCHLAND COUNTY)</b>				
106	5.5 Acres Graveled & Fenced Yard Area. Zoned M-2. Single Phase Electric Existing, 3 Phase Potential. Can Divide!	121 Midpoint Drive (Mineral, VA) Midpoint Industrial Park Location	Lease: \$5,500/Month	Kevin Cox
<b>LAND SITES - INDUSTRIAL (HANOVER, KING WILLIAM, CAROLINE &amp; SPOTSYLVANIA COUNTIES)</b>				
107	190 Acres Total Zoned M-2, CSX Rail. I-95 Frontage!	Graymont Industrial Park Hickory Hill Road (Hanover County)	Sale: \$25,000/Acre "As Is" (Entire Site)	Cliff Porter
108	22.212 Acres Zoned B-3 & M-2. Stub Road Access to Hanover Industrial Air Park. I-95 Visibility!	Crosswhitts Drive & Leadbetter Road Hanover County Industrial Air Park	Available: Call for Information	Cliff Porter Kevin Cox

	<b>PROPERTY DESCRIPTION</b>	<b>ADDRESS</b>	<b>SALE/LEASE PRICE</b>	<b>AGENT</b>
109	10.26 Acres Zoned M-2. 9 Miles to I-295!	4018 Old Church Road (Mechanicsville, VA) 1 Mile to Rt. 360/Mechanicsville Tnpg	Sale: \$349,500	Kevin Cox
110	7.235 Acres Available, Located on Rt. 360 in King William County, Zoned M-1 Industrial.	Route 360/Richmond Tappahannock Hwy King William County	Sale: \$723,500	Kevin Cox
111	7.06 Acres Zoned M-2. Utilities Available.	10501 Vermeer Place (Ashland, VA) Frontage on Route 1/Washington Highway	Sale: \$625,000	Cliff Porter Kevin Cox
112	5.91 Acres Zoned M-2. County Water at Washington Hwy, 340' Frontage on Washington Hwy/Route 1.	11223-11231 Washington Hwy & 10438 Dellwood Rd (Hanover County)	Sale: \$1,200,000	Kevin Cox
113	<b>Rare Purchase Opportunity! 5.658 Acres Total Zoned M-3. Phase I ENV Completed 2018, Geotechnical Study Available.</b>	<b>10985 Leadbetter Road (Ashland, VA) Hanover Industrial Air Park Location</b>	<b>UNDER CONTRACT!</b>	<b>Kevin Cox</b>
114	5 Acres Zoned A-1.	Lakeridge Parkway & Route 1 Immediate I-95 Access @ Atlee/Elmont	Sale: \$250,000	Cliff Porter
115	4.783 Acres Total. 4.203 Acres Zoned M-2. 0.58 Acre Zoned A-1. Storm Water Drains. 1.2 Miles from I-95!	Sliding Hill Road (Ashland, VA) Prox to Atlee/Elmont Interchange off I-95!	Sale: \$300,000/Acre	Kevin Cox
116	STORAGE TANK COMPLEX: 4.11 Acres with ~1.83MM Gallon Capacity. 21 Tanks: 8 Above & 13 Below Ground. Zoned M-2. Borders CSX RR (~550'): <u>Rail Spur Possible.</u>	8424 Meadowbridge Road Ellerson Industrial Park (Mechanicsville, VA) ~2.5 Miles to I-295 @ Exit 38!	Sale: \$995,000	Dick Porter
117	1.82 Acres Zoned M-2. Water & Sewer.	10384 Dow Gil Road (Ashland, VA)	Sale: \$272,000	Cliff Porter
118	<b>1.494 Acres Zoned M-1.</b>	<b>Washington Hwy &amp; Design Road (Ashland, VA) ~2.3 Miles to I-95 (Exit 89)</b>	<b>UNDER CONTRACT!</b>	<b>Kevin Cox Cliff Porter</b>
119	1 Acre Zoned M-2. Graveled & Fenced.	11057 Lakeridge Parkway (Ashland, VA) Proximate to I-95 & Route 1	Lease: \$2,000/Month NNN	Kevin Cox
120	0.836 Acre Total Zoned M-3. Site Plan Approved for 7,200 SF Building. Rare Land Purchase Opportunity.	Leadbetter Road (Ashland, VA) Hanover Industrial Air Park Location	Sale: \$155,000	Kevin Cox
<b>LAND SITES - INDUSTRIAL (HENRICO &amp; NEW KENT COUNTIES)</b>				
121	<b>119.26 Acres Zoned A-1.</b>	<b>6743 Beulah Road (Henrico County) Proximate to RIC Airport off Charles City Road</b>	<b>UNDER CONTRACT!</b>	<b>Cliff Porter</b>
122	105.7 Acres Zoned A-1, Near RIC Airport	La France Road	Sale: Call for Information	Cliff Porter
123	60.711 Acres Zoned M-1C.	5000 Audubon Drive	Sale: Call for Information	Cliff Porter
124	37.72 Acres Zoned A-1.	Charles City Road & Turner Road Henrico Co: East of I-295 & Pocahontas Pkwy	Sale: Call for Information	Bob Porter
 125	<b>5 to 27.5 Acres Available.</b> Zoned M-2. 8" & 12" Water Lines Throughout. Septic Needed. Electric: Dominion Power Dual Feed, Double Circuit 230 KV Line. 34.6 KV Lines Serve Area.	1600 Portugee Rd (Sandston, VA) Henrico County	<b>Sale: Call for Information</b>	Cliff Porter
126	26.82 Acres Zoned M-1 & A-1.	Oakleys Lane, East of Laburnum Avenue Convenient I-64 Access	Sale: Call for Information	Bob Porter
127	24.538 Acres Zoned M-1, Utilities Available. Ideal for Hotel, Retail, Office/Service, Distribution Uses.	5600 Audubon Drive (Henrico County) RIC International Airport Area Off Airport Drive	Sale: Call for Information	Bob Porter Owner/Agent
128	18.64 Acres Zoned M-1. Utilities Proximate.	8706 Old Mountain Road (Glen Allen, VA) Enterprise Zone Location	Sale: Call for Information	Wilson Flohr Robert Porter III
129	5.99 Acres Zoned M-1.	2260 & 2300 Charles City Road	Sale: \$60,000/Acre	Cliff Porter
130	4.61 Acres Available Zoned M-2. Ideal for Truck, Equipment or Other Vehicle Storage.	2190 Westwood Trail @ I-95/I-64/I-295 High Visibility Location!	Available: Call for Information	Bob Porter Owner/Agent
131	Development Opportunity! 3.675 Acres Zoned M-3. Served by 8" Water Line. Existing Office/Shop & Storage Buildings On Site.	413 Bickerstaff Road (Henrico, VA) Located Near Rocketts Landing Just East of Downtown Richmond	Sale: Call for Information	Kevin Cox
<b>LAND SITES - INDUSTRIAL (CITY OF RICHMOND)</b>				
132	17 Acres Zoned M-1. Utilities Proximate to Site, Ideal for Office/Warehouse, Distribution, Light Manufacturing.	3201 Shaw Lane (Off East Belt Boulevard) South of Downtown RVA	Sale: \$40,000/Acre	Bob Porter Dick Porter
133	4.54 Acres Zoned M-2. Includes Office/Shop Facilities. Opportunity Zone & Enterprise Zone Location. Immediate I-95 Access (Exit 73), I-95 Exit Redesign & Roundabout Installation Scheduled for 2021 Completion.	600-610 Maury Street & Mark Street Located in Revitalized Manchester District	Sale: Redevelopment Opportunity	Dick Porter Bob Porter
134	1.2 Acres Commercial/Industrial Land.	1401 North 1st Street Proximate to MCV & VCU, Downtown RVA	Sale: \$140,000	Bob Porter Wilson Flohr
135	<b>1 Acre Fenced Gravel Yard Zoned M-1. Possible Billboard Lease Rights.</b>	<b>2601 Magnolia Street Immediate I-64 Access @ Route 360</b>	<b>SOLD!</b>	<b>Robert Porter III</b>
<b>LAND SITES - INDUSTRIAL (CITY OF PETERSBURG, DINWIDDIE &amp; PRINCE GEORGE COS)</b>				
136	73.18 Acres Zoned M-2.	3344 Johnson Road (City of Petersburg) I-95, I-295 & I-85 Access	Sale: Call for Information	Bob Porter

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137	24.5 Acres Zoned Agricultural.	3801 Halifax Road (City of Petersburg) I-95, I-295 & I-85 Access	Sale: Call for Information	Bob Porter
138	<b>10 Acres Available. Industrial Zoning, Utilities Proximate. Low Tax Locality + I-95 Frontage.</b>	<b>Corporate Road (Prince George County) SWQ I-95 &amp; Rives Road (Exit 47)</b>	<b>SOLD!</b>	<b>Dick Porter</b>
139	7.45 Acres Zoned M-1. Convenient Location off Simpson Road with Frontage on I-85! Development Opportunity!	Boydton Plank Interchange Simpson Road @ I-85 (Dinwiddie Co.)	Sale: \$269,000	Byron Holmes
140	6.313 Acres Usable (Estimated) Zoned M-1/B-2. Approximately 875' Frontage on Rives Road.	3800 Corporate Road & 146 Rives Road Immediate I-95 Access (Exit 47)	Sale: \$300,000	Dick Porter
141	Land for Lease: 0.46 Acre Zoned B-1.	4901 Puddledock Road (Prince George, VA) Located Minutes from I-95	Lease: \$1,500/Month	Wilson Flohr
<b>LAND SITES - RETAIL/OFFICE/RESIDENTIAL (CHESTERFIELD, POWHATAN &amp; PRINCE GEORGE)</b>				
142	<b>Residential Development Opportunity: 102.2 Acres with 54 Lots, Zoned R-88. No Cash Proffers.</b>	<b>Peacefield - 10300 River Road Chesterfield County</b>	<b>UNDER CONTRACT!</b>	<b>Byron Holmes</b>
143	Adjacent to VA Physicians' Midlothian Family Practice! 36.84 Acres Total. Retail Pad Sites Available from 1.59 Acres. Zoned RC & A-10. Mixed Use Development Opportunity.	Anderson Highway & Branch Forest Way Route 60 Frontage (Powhatan County)	Sale: \$1,100,000	Dick Porter Byron Holmes
144	31.48 Acres Zoned Commercial. Water & Sewer Available, 315' Frontage on Route 60, Nearby Crossover.	Anderson Highway (Powhatan County)	Sale: \$1,490,000	Byron Holmes
145	15.55 Acres Total Site Zoned A.	13701-13735 Depot Street (Midlothian, VA) Located Adjacent to Salisbury	Sale: \$350,000	Byron Holmes
146	14.87 Acres. 340' Frontage on Route 60. Crossover Access Nearby.	Anderson Highway (Powhatan County)	Sale: \$799,000	Byron Holmes
147	10 Acres Zoned C-3. Utilities Available, Preliminary Site Plan Complete. 42,000 VPD Traffic Count.	14717 Hull Street Rd... Across from Woodlake 1,400' Frontage on Hull Street	Sale: \$2,140,000	Byron Holmes
148	<b>4.5 Acres Zoned C-3. Full Crossover at Site, Utilities Available.</b>	<b>9400 Iron Bridge Road (Chesterfield, VA) Near Courthouse Road &amp; Route 288</b>	<b>UNDER CONTRACT!</b>	<b>Byron Holmes</b>
149	3.93 Acres Zoned Agricultural, Utilities Proximate. High Growth Corridor!	12017 Hull Street Road (Midlothian, VA) East of Warbro Road & Proximate to Rt. 288	Sale: \$600,000	Byron Holmes
150	1.9 Acres Zoned A. Includes 1,149 SF Former Office. Special Use Exception Expired, Paved & Striped Parking.	14909 Hull Street Road Route 360 (Chesterfield County)	Price Reduced! Sale: \$725,000	Byron Holmes
151	1.82 Acres Zoned C-5 (Gen Business). Located 1 Mile East of Rt. 288 & 3.5 Miles from Powhite Parkway.	3800 Castle Rock Road (Midlothian, VA) Frontage on Hull Street Road (Rt. 360)	Sale: \$600,000	Byron Holmes
152	1.204 Acres Zoned C-3. Public Utilities Available, Crossover Access. Owner Will Divide.	15100 Hull Street Road (Midlothian, VA) 217' Frontage on Hull St/Route 360	Sale: \$510,000	Byron Holmes
153	0.782 Acre Zoned C-3... Utilities Available.	11901 Chester Village Drive Located Off Rt. 10/West Hundred Road	Sale: \$275,000	Byron Holmes
<b>LAND SITES - RETAIL/OFFICE (HANOVER &amp; CAROLINE COUNTIES)</b>				
154	<b>37.8 Acres Available for Development. Zoned B-3 &amp; A-1. Located Near Green Top &amp; Home Depot. Signalized Corner.</b>	<b>Rt 1/Washington Hwy &amp; Kings Acres Rd North of Virginia Center Commons</b>	<b>UNDER CONTRACT!</b>	<b>Cliff Porter</b>
155	9.87 Acres Zoned B-1. Water & Sewer at Property. Located at Full Crossover, Near State Fair of Virginia.	10106 Kings Dominion Boulevard (Doswell, VA) Hanover County: Immediate I-95 Access	Sale: \$987,000	Byron Holmes
156	<b>9.44 Acres Zoned B-3. Utilities on Site, Rough-Graded &amp; Flat. 500' Frontage on Rt 1. 650' Frontage on Vermeer Pl.</b>	<b>Washington Hwy &amp; Vermeer Place Ashland, VA (Hanover County)</b>	<b>UNDER CONTRACT!</b>	<b>Byron Holmes</b>
157	8.63 Acres Available for Development.	Rt 1/Washington Hwy & Kings Acres Rd North of Virginia Center Commons	Sale: \$950,000 (Corner 2.26 Acres) Sale: \$952,500 (Rear 6.35 Acres)	Cliff Porter
158	7.35 Acres Zoned B-3. County Water & 3 Phase Power Available.	16297 Washington Highway (Ashland, VA) Route 1 Location Proximate to I-95	Sale: \$325,000 Lease: Call for Information	Kevin Cox
159	3.06 Acres Available Zoned B-3. Water & Sewer Available at Site.	Elm Drive - 2 Miles to I-295 (Hanover County) Off Mechanicsville Turnpike/Rt. 360	Sale: \$149,500	Kevin Cox
160	1.615 Acres Available Zoned B-1. Pad Ready: 24,244 SF Building Proposed.	9560 Kings Charter Drive (Ashland, VA) Off Sliding Hill Road, Proximate to I-95	Sale: \$475,000	Kevin Cox
<b>LAND SITES - RETAIL/OFFICE/RESIDENTIAL (RICHMOND CITY, HENRICO &amp; NEW KENT COUNTIES)</b>				
161	8.619 Acres Zoned O-S, Medical/Office/Warehouse Uses.	Park Central Drive & Scott Road Henrico County: 1.2 Miles to I-95	Sale: \$225,000/Acre	Kevin Cox
162	1.34 Acres. Zoned A-1. Sale Subject to Rezoning.	9000-9006 Old Staples Mill Road	Ground Lease: Call for Information	Cliff Porter
163	0.357 Acre Zoned R-6 Residential.	2057 Moore Street (City of Richmond) Prime Diamond Area Location	Sale: \$800,000	Wilson Flohr