

THE PORTER REPORT

Q3 2021 | RICHMOND, VA INDUSTRIAL MARKET REVIEW

⇒ At the end of the third quarter, the **combined overall industrial market occupancy** has decreased to **91% (Q3 2021)** down from 93% (Q2 2021), attributed in part to the 291,689-square-foot vacancy in the former Rolls Royce jet engine manufacturing plant in Prince George County (SEQ), which ceased operations in July, 2021. **Class A occupancy** has decreased from 96% to **92%** overall while **Class B occupancy** has decreased from 91% to **90%**. The speculative warehouse construction remains active with multiple new projects announced, including the Tradeport 95 complex in the James River Industrial Park (SEQ - Chesterfield County), with the first phase planned for delivery in the second quarter of 2022. The first building will include 500,000 square feet with 40' ceilings, while two additional buildings of 500,000 and 330,000 square feet respectively are also planned for the site.

⇒ **Wegmans Food Markets** closed on the purchase of a 220-acre site in Hanover County (NEQ) and plans to construct a distribution facility and regional headquarters totaling 1.1 million square feet with a planned investment of \$175 million. The purchase price of the land was reported as \$4 million. The site is located between the Hanover County Municipal Airport and the intersection of Ashcake and Sliding Hill roads. The distribution center will serve **Wegmans'** southernmost stores and support further growth for the company. An estimated 700 full-time jobs will be created including 140 executive-level positions. **Wegmans** is set to receive \$2.35 million in state incentives from the Commonwealth's Opportunity Fund, and the county is allocating \$1.5 million for infrastructure improvements, including utilities and transportation upgrades.

⇒ **Coca-Cola Consolidated** plans to invest \$23 million in new equipment and production capabilities at its Sandston location in eastern Henrico County, creating more than 40 jobs with competitive pay and benefits. Construction began in spring 2021, and plans include adding a blow-mold line for bottle production, increasing efficiency and lowering environmental impact.

⇒ Supplier of premium specialty snacks **Red River Foods Inc.** will invest \$16.5 million to establish a warehouse and processing facility for tree nuts, seeds, and dried fruits at an existing facility in eastern Henrico County. Headquartered in Richmond, **Red River Foods Inc.** has offices on five continents with more than 1,000 employees and expects the facility will create 60 new jobs. Virginia competed against Maryland, New Jersey, and Pennsylvania for the project.

FEATURED PROPERTY SAUER INDUSTRIAL CENTER

279,319 SF Class A Industrial Facility
UNDER CONSTRUCTION • May, 2022 Completion

32' High Bay • ESFR Sprinklers • Offices to Suit

28 Dock Doors + 2 Drive-In Doors • 172 Car Parking Spaces

54' x 50' Column Spacing • LED Lighting • Zoned M-1C

80 Miles from Port of VA + 2 Days' Drive to 55% of Nation's Consumers

Exceptional Visibility & Frontage on Airport Drive

Contact Exclusive Agent:

Clifford B. Porter, CCIM, SIOR

804.521.1442 | cliff@porterinc.com



PROXIMATE TO RIC AIRPORT
✈️ VIA AIRPORT DRIVE

INDUSTRIAL CONSTRUCTION PIPELINE

⇒ 650,250 SF Southpoint Business Center	Delivery Q4 2021 (Prince George Co)	Hollingsworth	No Preleasing Announced
⇒ 560,837 SF Deepwater Industrial Park (B)	Delivery Q2 2022 (Richmond City)	Hourigan	Leased
⇒ 500,000 SF Tradeport 95 Richmond (1)	Delivery Q3 2022 (Chesterfield Co)	West Dulles	No Preleasing Announced
⇒ 353,044 SF Meadowville Technology Park	Delivery Q4 2021 (Chesterfield Co)	Red Rock	No Preleasing Announced
⇒ 279,319 SF Sauer Industrial Center	Delivery Q2 2022 (Henrico Co)	Becknell	No Preleasing Announced
⇒ 260,000 SF Cardinal Commerce Center, Phase I	Delivery Q4 2020 (Hanover Co)	Scannell	No Preleasing Announced
⇒ 241,180 SF Airport Logistics Center (2)	Delivery Q4 2020 (Henrico Co)	Becknell	96,574 SF Remaining For Lease
⇒ 212,160 SF 1701 Bermuda Hundred Road	Delivery Q3 2022 (Chesterfield Co)	Lingerfelt	No Preleasing Announced
⇒ 202,500 SF North Richmond Industrial	Delivery Q3 2021 (Hanover Co)	MacKenzie	125,500 SF Remaining For Lease
⇒ 202,000 SF Deepwater Industrial Park (C)	Delivery Q2 2022 (Richmond City)	Hourigan	No Preleasing Announced
⇒ 194,880 SF Southpoint Business Center	Delivery Q4 2020 (Prince George Co)	Hollingsworth	No Preleasing Announced
⇒ 129,750 SF Airport Logistics Center (3)	Planned Q1 2022 (Henrico Co)	Becknell	No Preleasing Announced
⇒ 100,000 SF Winding Brook Industrial Park	Delivery Q3 2021 (Hanover Co)	Holladay	100% Preleased/BTS
⇒ 91,000 SF Northlake II (Building 1)	Planned Q2 2022 (Henrico Co)	Matan	5-Building Complex Planned

FEATURED PROPERTIES

Q3 2021



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Airport Area Industrial



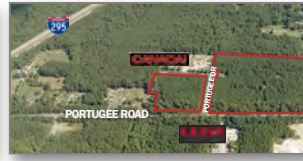
Airport Logistics Center (2)
96,574 SF Available
16.2 Acres Zoned M-2C
32' Clear Ceilings, Office to Suit
135' Truck Court Depths
60' Loading Bay, Trailer Parking
Multiple Drive-In Doors
For Lease: Call for Information

High Bay Industrial



Airport Logistics Center (3 & 4)
Building 3: 129,750 SF Q1 2022
Building 4: 187,500 SF Q4 2022
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

East End Henrico County



1600 Portugee Road
From 5 to 27.5 Acres Available
Zoned M-2 Industrial
8" & 12" Water Lines Installed
Septic Installation Needed
Dual Feed 230 KV Electric Lines
RIC Airport Area Location
For Sale: Call for Information

Ellerson Industrial Park



8407 Erle Road
18,677 SF Total Available
Includes 5,533 SF Office &
13,144 SF Warehouse
2 Drive-Ins, Heavy Electrical
20' to 22' Ceilings, Zoned M-2
Immediate I-295 Access
For Lease: \$4.50/SF Gross



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Pad Sites Available



1754 & 1800 Oak Lake Blvd
Site Plan Approved
Site Work Complete
Site 1: 2.6 Acres (24,600 SF)
Site 2: 4.2 Acres (57,764 SF)
Zoned I-1: Outside Storage
Proposed Buildings: Sale/Lease
For Sale: \$210,000/Acre

Investment Offering



12141 Wilfong Court
24,000 SF Facility 100% Leased
Anchored by National Credit
Tenant: Wesco Distribution (WCC)
Built in 2007, Proximate to Rt. 288
& Powhite Parkway
NOI: \$207,000
For Sale: \$3,575,000

Moorefield Office Park



9701 Metropolitan Court
14,283 SF Office Available
Spaces from 3,000 SF
Single Story Building
Storage Options Available
Professional Brick/Glass Exterior
Chesterfield County Location
For Lease: \$10 to \$12/SF Gross

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



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Hanover Air Park Location



10054 Whitesel Road
2,500 SF Office/Warehouse
Includes 1,000 SF Office
Newly Renovated
1 Drive-In Door, Zoned M-3
3 Phase Electrical
I-95 Access @ Sliding Hill Rd
For Lease: \$2,300/Mo NN

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



11277 Air Park Road
12,000 SF 2-Story Office
Detached Warehouses:
1,800 SF + 6,100 SF
3.28 Acres, Zoned M-3
5 Drive-In Loading Doors
Immediate I-95 Access
For Sale: \$1,800,000

Industrial Investment



8433 Erle Road (Mechanicsville)
60,800 SF Office/Warehouse
Updated 2-Story Office, 3 Acres
5 Docks + 3 Drive-In Doors
Sprinklers, 3 Phase Electrical
Ellerson Industrial Park Location
9-Year Lease: 7.3% Cap Rate
For Sale: \$3,300,000



1201 Old Francis Road
5,885 SF 2-Story Office Building
Additional 2,142 SF Basement
22 Parking Spaces on 1.24 Acres
Zoned B-3, Convenient to I-95/I-295
Available: Call for Information
Co-Listed with: Cliff Porter
CONTACT: WILSON FLOHR
804.521.1458



Glenfield Business Center
Suite 2501: 21,175 SF Available
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
CONTACT: ROBERT PORTER III
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Anderson Highway/Route 60
31.48 Acres Available
Zoned Commercial, Over 700' Frontage
Served by Two Crossovers
Water & Sewer Available
Interim Tenant Income
For Sale: \$1,490,000
CONTACT: BYRON HOLMES
804.521.1448



10991 Richardson Road
Hanover Industrial Air Park
40,000 SF Industrial Facility
12,025 SF Office Available
3 Acres Total, Zoned M-3
Potential 7.5% to 8% Cap Rate
For Sale: \$2,950,000
CONTACT: KEVIN COX
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No warranty or representation is made as to the accuracy of the foregoing information.

FEATURED PROPERTIES

Q3 2021



Technology Zone Location



13721 Jefferson Davis Hwy
Plant 4 South: 100,000 SF
Plant 4 North: 5,260 SF Office, 12 Dock Doors
Ceiling Heights Up to 30'5"
2000 Amp 480 3 Phase Electrical
Fenced Yard + Guardhouse
Zoned I-1 Light Industrial
For Lease: Call for Information

Enterprise Zone Location



7710 Fort Darling Road
18.03 Acres Available
Zoned I-3 "Heavy" Industrial
Prior Use: Barge Docking & Pier
Access, Fully Fenced
Access Via Jefferson Davis Hwy
to Bellwood Road
For Sale: \$75,000/Acre

Opportunity Zone Location



1556 Montgomery Street
154,356 SF Manufacturing Facility
11.51 Acres, Fully Conditioned
Minutes to I-85 (Exit 12)
South Hill, VA (Mecklenburg Co)
Lease to Own: Seller Financing
Introductory Lease Rate Available
Co-Listed with: Byron Holmes

Manchester Portfolio



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



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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

Route 1 Hanover County



14174 N Washington Hwy
117,138 SF Warehouse
2,390 SF Mezzanine
Wet Sprinkler System
2500 Amp 480 Volt 3 Phase
Electrical, Dock Height Loading
I-95 Access @ Rt. 54 (Exit 92)
For Sublease: Call for Info

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



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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

Historic Art Deco Building



304 East Grace Street
5,365 SF Total Building
1st Floor: 2,175 SF Retail, Office &
Restaurant (Former Silk Trading)
2nd & 3rd Floor: Apartments
Basement: 2,400 SF + Patio
Built 1930, Renovated 2019
For Lease: Call for Information

Diamond Area Development



West Moore Street Portfolio
2.1 Acres Total (4 Parcels)
Zoned M-1/R-6
Prime Scott's Addition &
Diamond Area Location
High Growth Corridor
Located Off Hermitage Road
For Sale: \$3,500,000

Diamond Area Location



3203 Lanvale Avenue
7,074 SF Office/Warehouse
2 Drive-In Doors, Zoned M-2
Fenced Yard Area
Easy Access to I-95, I-64 & I-295
Located Near The Diamond
& Scott's Addition
For Lease: \$12/SF NNN As Is



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RIC Airport Area Location



4300-4326 Eubank Road
20,583 SF Available
Includes 1,500 SF Office
New Carpet/Paint in Office
2 Docks + 1 Drive-In Door
18' Ceilings, Zoned M-1
For Lease: Call for Information
Co-Listed with: Cliff Porter

Enterprise Zone Location



706 S Main Street
1727 Lawrenceville Plank Road
2-Building Office Portfolio
Emporia & Lawrenceville, VA
Long-Tenured Tenants in Place
Separate Sales Possible
8.6% Cap (11.7% Cap Fully Leased)
For Sale: \$1,075,000

Development Opportunity



Boydton Plank Road
2.00 Acres for Sale
Zoned B-1, Sewer Proximate
Located 1 Mile Off I-85 @
Exit 53 (Carson Road)
Dinwiddie County Location
SW of Petersburg/Tri-Cities
For Sale: \$400,000

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



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INDUSTRIAL MARKET VACANCY

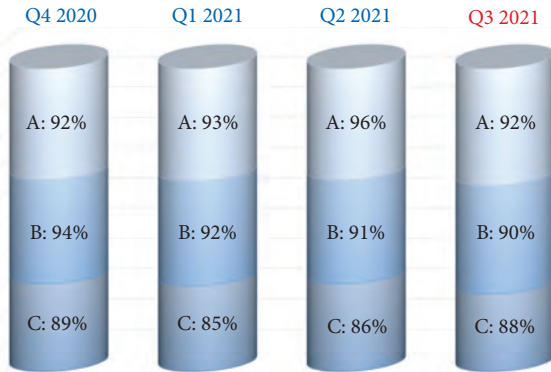
Q3 2021



VACANT & INVESTOR-OWNED INDUSTRIAL PRODUCT*

40K SF MIN RBA* EXCLUDING FLEX & OWNER-OCCUPIED PROPERTIES | *RBA Total: 33MM SF in 197 Existing Buildings

OCCUPANCY RATES & NET ABSORPTION



Class A/B Combined Occupancy: 92%

Net Absorption from Q2 2021:

Class A/B: -766,163 SF
Class C: +96,092 SF

CoStar reports an industrial occupancy rate of 95.1%, a slight increase from 94.7% at the end of the 2nd quarter of 2021, based on a total 119.4 million square feet RBA in 2,832 existing warehouse properties, and a negative net absorption of 350,865 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: 2.76MM SF (52 Buildings)

RBA: 8.4% of Total Market

	Class A	Class B	Class C
Total Bldgs	4	26	22
Total RBA	226,043	1,394,360	1,143,807
Vacant SF	0	127,500	151,438
Vacancy Rate	0%	9%	13%

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	0
Vacancy Rate	0%	0%	0%	0%

CLASS B	NWQ	NEQ	SWQ	SEQ
Total Bldgs	10	8	5	3
Total RBA	528,518	421,522	290,520	153,800
Vacant SF	69,000	58,500	0	0
Vacancy Rate	13%	14%	0%	0%

CLASS C	NWQ	NEQ	SWQ	SEQ
Total Bldgs	10	5	5	2
Total RBA	538,333	259,850	237,704	107,820
Vacant SF	114,353	12,025	25,060	0
Vacancy Rate	21%	5%	11%	0%

Vacancy Rate & Trends

75k < 150k SF RBA

RBA: 7.28MM SF (68 Bldgs)

RBA: 22.0% of Total Market

	Class A	Class B	Class C
Total Bldgs	26	28	14
Total RBA	2,996,095	2,951,753	1,331,633
Vacant SF	201,583	297,091	163,897
Vacancy Rate	7%	10%	12%

CLASS A	NWQ	NEQ	SWQ	SEQ
Total Bldgs	5	11	4	6
Total RBA	514,065	1.31MM	414,485	760,358
Vacant SF	35,252	29,015	30,195	107,121
Vacancy Rate	7%	2%	7%	14%

CLASS B	NWQ	NEQ	SWQ	SEQ
Total Bldgs	2	13	10	3
Total RBA	209,546	1.36MM	1.10MM	285,700
Vacant SF	0	173,781	123,310	0
Vacancy Rate	0%	13%	11%	0%

CLASS C	NWQ	NEQ	SWQ	SEQ
Total Bldgs	4	2	7	1
Total RBA	385,437	147,405	675,993	122,798
Vacant SF	108,897	0	55,000	0
Vacancy Rate	28%	0%	8%	0%

Vacancy Rate & Trends

150k SF Min RBA

RBA: 22.98MM SF (77 Bldgs)

RBA: 69.6% of Total Market

	Class A	Class B	Class C
Total Bldgs	44	22	11
Total RBA	15,686,848	4,779,111	2,518,693
Vacant SF	1,251,741	495,491	267,138
Vacancy Rate	8%	10%	11%

CLASS A	NWQ	NEQ	SWQ	SEQ
Total Bldgs	7	15	3	19
Total RBA	1.80MM	4.29MM	2.02MM	7.57MM
Vacant SF	37,143	360,374	0	631,367
Vacancy Rate	2%	8%	0%	8%

CLASS B	NWQ	NEQ	SWQ	SEQ
Total Bldgs	3	9	7	3
Total RBA	806,710	1.82MM	1.34MM	812,944
Vacant SF	191,260	204,231	100,000	0
Vacancy Rate	24%	11%	7%	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	117,138	0	150,000	0
Vacancy Rate	35%	0%	13%	0%

SELECTED SALE TRANSACTIONS

- ⇒ 83,025 SF Investment | 14000 Justice Road (Chesterfield Co)
- ⇒ 63,765 SF Owner/User | 3106-3206 Lanvale Ave (Richmond City)
- ⇒ 33,000 SF Owner/User | 10223 Sycamore Drive (Hanover Co)
- ⇒ 32,000 SF Owner/User | 10441 Washington Hwy (Hanover Co)

SELECTED LEASE TRANSACTIONS

- ⇒ 71,250 SF 1700 Jefferson Davis Hwy (Richmond City)
- ⇒ 52,875 SF 13721 Jefferson Davis Hwy (Chesterfield Co)
- ⇒ 34,694 SF 13101 N Enon Church Rd (Chesterfield Co)
- ⇒ 30,000 SF 3801 Carolina Avenue (Henrico Co)
- ⇒ 30,000 SF 1306 Richmond Hwy (Richmond City)
- ⇒ 22,786 SF 10040 Whitesel Road (Hanover Co)

Booming US Industrial Market on Track for Exceptional Performance. Momentum from Record-Shattering Second Quarter Hasn't Dissipated.

By Adrian Ponsen | September 23, 2021 | CoStar

While record levels of leasing, rent growth and construction have become the norm for the U.S. industrial market since the start of the pandemic, it's important not to gloss over the spike in leasing that the market achieved during mid-2021 or dismiss these recent gains as just more of the same.

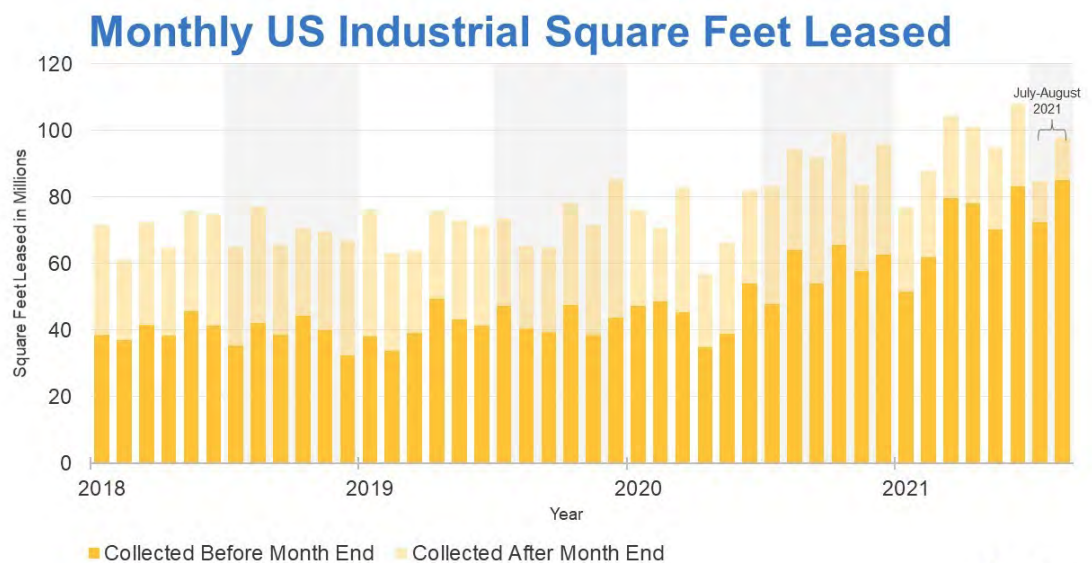
Second-quarter 2021 industrial leasing was phenomenal even by pandemic standards, with the amount of space leased surging a whopping 80% above the typical second-quarter averages posted from 2017 to 2019. The amount of space being leased this year amounts to one of the most rapid expansions in U.S. commercial real estate history.

One key question that was raised at midyear was whether the U.S. industrial market could maintain these booming leasing levels through the second half of the year. CoStar's real-time indicators of market momentum already signal that the answer is a resounding yes for the third quarter of 2021.

Flush with savings accrued from stimulus checks and social distancing, U.S. consumers continue to spend at historic levels on physical retail goods, both in stores and online.

An advance release by the U.S. Census Bureau covering August retail sales showed spending holding at near all-time highs for goods purchased from nonstore retailers such as Amazon, as well as from clothing stores, home furnishing stores and general merchandise stores such as Walmart and Target.

Nearly all the consumer goods Americans are splurging on need to be stored in distribution centers, driving more demand for industrial space.



In the weeks ahead, CoStar will continue to collect information on leases that were signed during July and August. However, totals for these months are already in line with month-end totals recorded during May and June. This signals that leasing is holding steady at the record-shattering levels achieved during the second quarter.

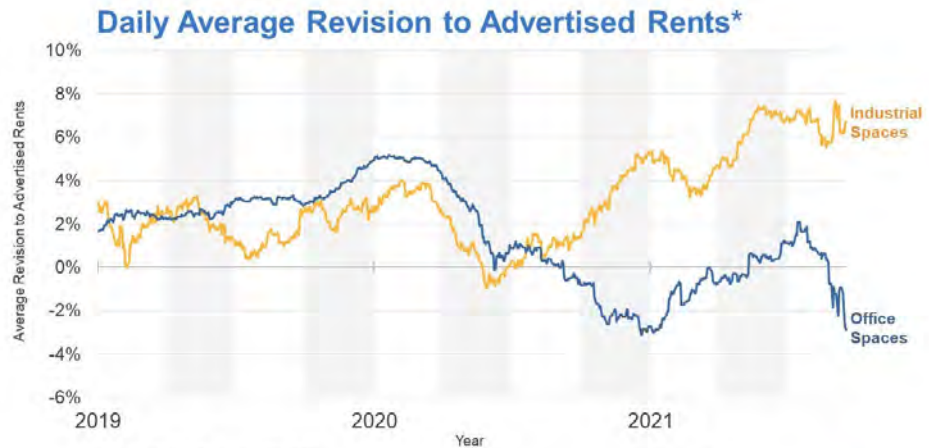
Meanwhile, increased levels of speculative development have done little to dent landlords' current leverage in lease negotiations.

This is evident in the following chart showing the trailing 90-day average for revisions that landlords and brokers made to advertised rents on available space listed on CoStar and LoopNet, a CoStar company. **Asking rents for industrial space have generally climbed since July 2020**, while office landlords have generally lowered rates during the same period. *Continued on next page.*

Among industrial landlords and brokers who revised advertised rents for industrial property from mid-June through mid-September, the average increase was 6.5%, in line with levels recorded during the previous quarter.

With the impact of stimulus checks beginning to fade and enhanced unemployment benefits having expired after Labor Day, retail sales and industrial leasing could begin to cool later this year.

But there is no sign of a leasing slowdown just yet, and with multitrillion-dollar spending packages being negotiated in the U.S. House and Senate, a dramatic and sustained pullback in momentum seems unlikely anytime soon.



Source: CoStar, September 23, 2021

*Figures are trailing 90-day averages and only includes space listings in properties larger than 100,000 SF



Warehouse Space Shortage to Last Two More Years, Panel Says. E-commerce Boom, Pandemic Uncertainties Create “Firestorm” of Demand, Real Estate Executives Say at Edge Show.

By DC Velocity Staff | September 21, 2021 | CSCMP Supply Chain Quarterly

Soaring e-commerce shopping rates have combined with building delays in many regions to cause a crunch in the supply of new warehouse space for retailers and third-party logistics providers (3PLs), a panel of real estate experts said today at the Council of Supply Chain Management Professionals (CSCMP)’s Edge conference.

The Covid-19 pandemic has triggered a “firestorm” of demand for industrial space, due to accelerated online shopping habits, a corresponding jump in product returns that require additional storage space, and a shift from just in time (JIT) inventory management to greater stockpiling of goods, said Stephanie Rodriguez, vice president of leasing and development for Duke Realty.

At the same time, **industrial developers put an “extreme pause” on the building and purchasing of new sites during market uncertainty in the early days of the pandemic, she said in a session on “Industrial Real Estate: Trends and Insights for the Supply Chain.” Activity returned in recent months, but that boom met with a construction backlog that will take 18 to 24 months to clear.**

Additional hurdles to recent warehouse construction include communities pushing back against suburban DCs, municipal inspection departments beset by staffing shortages, and supply chain shortages of materials ranging from construction lumber to steel beams and roofing materials, panelists said.

Despite those challenges, demand for warehouse space will continue to rise because of basic economics, said John Morris, executive managing director at the real estate firm CBRE. Transportation costs represent between half and two-thirds of logistics spending, so retailers are highly motivated to rent DC space close to their customers, he said.

And that equation is even more true for e-commerce than brick and mortar, Morris said. Warehouse and transportation costs as a percentage of sales add up to an average of 12.3% for publicly traded companies with greater than half their sales done online, but only 6.2% for those doing less than half their business online.

Rising Transportation & Supply Chain Costs Driving Industrial Real Estate Leasing. US Industrial Market on Track for New Annual Record in 2021.

By Jeff Berman | September 17, 2021 | Logistics Management

Data recently issued by a leading Los Angeles-based industrial real estate developer indicated that leasing volume for **the United States industrial market is on track for a new annual record in 2021**, with total activity through July, at 587 million square-foot (SF), **a 52% annual gain.**

Should this level of leasing activity continue, the developer said that 2021 would top 2020, the current record, at 713.3 million SF. What's more, it noted that **robust demand, coupled with a 4.0% national vacancy rate, have led to average rents climbing 9.7%, going back to August 2020.**

The firm explained that significantly higher transportation costs, which are rising faster than rental rates, are serving as a driver for the uptick in leasing activity. This has been seen in the form of what it called **robust demand for goods, as well as ongoing delays at ports, which have led to increases of more than 230% to ship a single 40-foot container** from Shanghai to the Port of New York/New Jersey and Port of Los Angeles, as per data from Drewry Supply Chain Advisors.

And it also observed that air shipping is still “a much more expensive option,” even against the backdrop of rising ocean costs, too, with average air cargo rates up 14% annually, as per data from Clive Data Services.

“Supply Chain Advisory reports that **transportation costs typically account for half of an occupier’s total logistics spend but can easily rise to 70%, while fixed facility costs (including real estate) account for only 3% to 6%.**”

And as supply chain costs have increase, the investor said that occupiers are keen on outsourcing distribution and warehousing services, with 3PLs leading the pack, having nearly doubled their year-to-date leasing volume through July, to 121 million SF of bulk industrial space, for a 31.3% market share.

Rounding out the top three are: General Retail & Merchandise, at 96 million SF (24.8% market share), and E-commerce, at 52 million SF, (13.8% market share).



“Limited availability is of acute concern when occupiers have an immediate space change need,” said Joe Dunlap, managing director of the firm’s Supply Chain Advisory. “However, fixed facility costs (largely driven by location, space, NNN (triple rate lease) real estate rates, building type, etc.) are not the only concern. **Of equal or greater concern are trade-offs between rising transportation costs and facility variable costs** (largely driven by volumes, degree of automation, job types, headcount, productivity rates, wage rates / benefits / taxes, operating days / hours of the week, etc.) compared with facility fixed costs, inventory carrying cost, reverse logistics and other logistics cost. Occupiers clearly understand these costs elements individually have been rising and have trade-offs.”

Dunlap added that occupiers are not necessarily actively expanding domestic warehouse space unless that tipping-point shifts in their business and tips the equilibrium in these trade-offs.

“For example, occupiers who have dramatic growth might need additional storage space,” he said. “Conversely, those experiencing contraction in sales might see a need to reduce storage space. Depending upon the situation, occupiers going through mergers, acquisitions or divestitures might see increases or decreases in warehouse space needs. Companies concerned about business continuity might find the need to build inventory redundancy and thus additional warehouse space needs. And, companies seeking to increase speed-to-customer or specifically time-in-transit may also find a need to shift warehouse needs.”

As for if 3PLs will continue to aggressively lease large amounts of warehouse space for the foreseeable future, John Morris, executive managing director and leader of the firm’s Americas Industrial & Logistics business, said that there are exceptions, but generally 3PLs often don’t lease space independent of a client contract and the lease term typically coincides with the term of the client contract.

“Therefore, 3PLs will not aggressively lease large amounts of warehouse space without corollary client commitments,” he said. “That said, the 3PL segment has historically been the largest segment of occupiers. Comparing August 2021 to the same period in 2020, 3PLs represented about 31% of industrial lease transaction over 100,000 square feet, compared to 24% in the same period 2020. As companies determine whether to operate warehouse space in-house or outsourcing, many will focus on running their business and continue to leverage the deep expertise and value proposition 3PLs offer, particularly with the ever-changing logistics needs, supply chain disruption and their evolving businesses.”

From Controlling Costs to Ensuring Supply: Inbound Supply Chain’s Focus Shifts. Annual “Logistics 2030” study from Auburn University shows companies reeling from transportation delays and supply shortages. DC VELOCITY | September 20, 2021

Tightening supply and capacity constraints are rearranging companies’ priorities for their inbound supply chain operations, according to a research report released today at the Council of Supply Chain Management Professionals (CSCMP) EDGE conference.

While controlling costs still remains important to most sourcing and inbound logistics organizations, their top priority is now shifting toward ensuring uninterrupted supply, according to the third installment of the multi-year “Logistics 2030—Navigating a Disruptive Decade” study.

Produced by researchers at Auburn University’s Center for Supply Chain Innovation, the study uses surveys, focus groups, and research to investigate the challenges facing supply chain organizations during the 2020s. Each year, the study focuses on a different area of the supply chain, with this year’s edition addressing strategic sourcing and inbound logistics.

On the sourcing end, rising demand and constrained supply has sourcing and procurement professionals reassessing their long-held focus on driving down costs. Not so long ago, companies pursued a policy of single sourcing in an attempt to reduce product variation, speed up the contracting process, and lower administrative costs. **Now, 67% of survey respondents see increasing sourcing flexibility—or the ability to quickly and easily switch from one supplier to another—as one of the big areas of focus for the 2020s.**

One focus-group participant said, “Maybe the model ahead is one where there’s an affordable level of contingency planning around local sources that results in security of supply and affirmation of supply.” **Indeed, 80% of survey respondents anticipate that domestic sourcing will increase in the next 10 years.**

Survey respondents also anticipate that companies will take a more robust approach to supplier relationship management. More than 70% of survey respondents say they expect that developing new supplier partnerships will be a key

focus area for sourcing and procurement in 2030, up significantly from the 47% who say it is a priority today. Likewise, 50% of respondents say that enhancing supplier relationships is a key focus area for their sourcing and procurement departments today, but 72% expect this to be a priority by 2030. The tactics used for supplier relationship management will also shift. Today, less than 40% of respondent embed a company representative with suppliers. By 2030, that number should increase to more than 60%, according to survey respondents.

Even after securing key components and supply, companies face numerous obstacles before they get those materials in hand. **All aspects of the logistics network are currently besieged by capacity constraints, congestion, declining service, skyrocketing rates, and labor shortages.** And “Logistics 2030” survey respondents don’t anticipate that these problems will dissipate any time soon. **Instead, they expect that their top three concerns leading up to 2030 will remain workforce availability (81%), inbound capacity constraints (70%), and volatile freight rates (65%).**

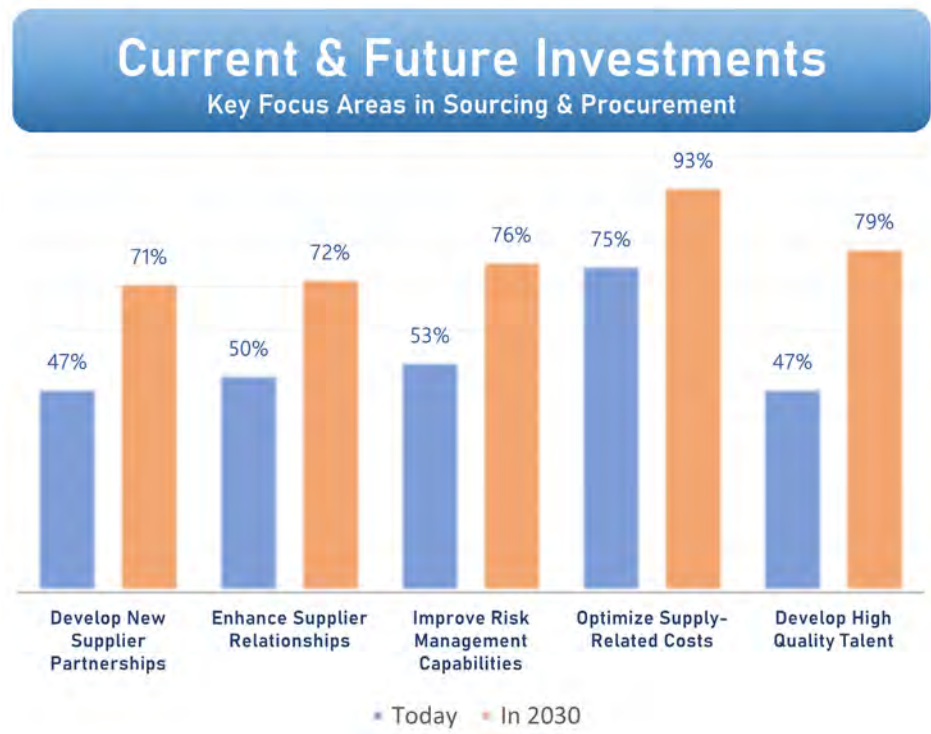
It’s perhaps not surprising then that 89% of survey respondents report that their company now consider inbound logistics to be an organizational priority. As a result, 77% of respondents expect to see an increase in corporate funding and resources to manage and monitor their transportation and logistics partners.

Respondents indicate that they are pursuing a variety of strategies to deal with these logistics stressors, including consolidating shipments (83% of survey respondents), building long-term partnerships with transportation carriers (82%), and investing in warehouse automation (73%).

While it may be tempting to blame the Covid-19 pandemic for the shift in strategic focus found by the report, there are a lot more factors at play, says the lead author Rafay Ishfaq, associate professor of supply chain management at Auburn University.

“I think there are a number of long-term trends, especially around global sourcing, capacity, and infrastructure that transcend recent supply chain dynamics,” says Ishfaq. “Certainly, Covid accelerated these trends and ruptured the underlying fissures, which makes this year’s study all the more interesting.”

This year’s research was based on more than 275 survey responses and six focus groups. Half of the participants work for companies with revenues over \$1 billion. In addition to Auburn University, the research is supported by the industry associations Council of Supply Chain Management Professionals and NASSTRAC as well as Agile Business Media (which publishes DC Velocity and CSCMP’s Supply Chain Quarterly), and the global consulting company KPMG.



CURRENT AVAILABLE LISTINGS

BUILD TO SUIT SITES AVAILABLE 3RD QUARTER 2021

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
INVESTMENT				
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	SOLD!	Byron Holmes
2	60,800 SF Office/Warehouse Facility, Updated 2-Story Office on 3 Acres. Zoned M-2. 5 Docks, 3 Drive-In Doors, 2000 Amp 3 Phase Service, Sprinklered.	8433 Erle Road (Mechanicsville, VA) Ellerson Industrial Park Location Convenient I-295 Access, Near I-95/I-64	Sale: \$3,300,000 Cap Rate: 7.3% (9-Year Lease)	Kevin Cox
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
4	Two-Tenant Industrial Investment: 24,000 SF Facility Built in 2007 on 2.29 Acres. Anchored by National Credit Tenant Wesco Distribution (Public - NYSE: WCC).	12141 Wilfong Court (Midlothian, VA) Oak Lake Business Center Near to Route 288 & Powhite Parkway	Sale: \$3,575,000 NOI: \$207,000	Byron Holmes
5	Carytown Retail/Restaurant Building: 14,535 SF Total, Zoned UB-PO2, 14 Parking Spaces. Outdoor Patio, Commercial Kitchen, Fully Sprinklered.	3325-3331 West Cary Street City of Richmond Highly Trafficked Retail Corridor	UNDER CONTRACT!	Wilson Flohr
NEW!	Virginia Beach Investment. 12,933 SF 2-Story Office/Flex Building on 0.86 Acre Site, Zoned I-1. 34 Parking Spaces, 1 Drive-In Door. Built 2009.	516 S. Lynnhaven Road Virginia Beach, VA	Sale: Call for Information 100% Leased Owner/Occupant/Investment	Cliff Porter
7	2-Building Office Portfolio: 11,044 SF Total, Single Story Office Buildings. Long-Tenured Tenants, Recent Improvements, Well-Maintained, Contractor-Owned.	706 S Main Street (Emporia, VA) 1727 Lawrenceville Plank Road (Lawrenceville, VA)	Sale: \$1,075,000 Cap Rate: 8.6% (11.7% Fully Leased) Separate Sales Possible	Robert Porter III
8	Industrial Investment: 2-Building Complex 100% Leased. Building 1: 9,120 SF Office/Warehouse + Building 2: 2,000 SF. Fenced/Graveled Yard. Zoned M-2.	23025 Airpark Drive (Petersburg, VA) Dinwiddie Airport Industrial Park	UNDER CONTRACT!	Cliff Porter Robert Porter III
9	100% Leased Office Investment. 6,432 SF Building. Offices Renovated, New Roof 2021. Three Tenants Total.	10045 Midlothian Turnpike Just West of Robious Road & Moorefield Park	SOLD!	Byron Holmes
10	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
INDUSTRIAL/BULK WAREHOUSE (RICHMOND MSA)				
11	Master Planned Industrial Park: Four Pad Ready Sites. Building 1: 246,760 SF Leased. Building 2: 96,574 SF Remaining. Building 3: 129,750 SF Planned. Building 4: 187,500 SF Planned.	AIRPORT LOGISTICS CENTER Seven Hills Boulevard (Henrico County) Proximate to Richmond International Airport	Lease: Call for Information Building 2: Ready	Cliff Porter Exclusive Agent
NEW!	279,319 SF High Bay Bulk Distribution Building. 28 Docks + 2 Drive-In Doors, LED Lighting, ESFR Sprinklers, Zoned M-1C. 46 Trailer Spots, 172 Car Parking Spots, 32' Clear.	SAUER INDUSTRIAL CENTER Airport Drive (Henrico County) Proximate to Richmond International Airport	Lease: Call for Information Under Construction: Delivery May 2022	Cliff Porter
13	171,820 SF Manufacturing Facility Includes 18,415 SF Office & 153,405 SF Heated Warehouse. 5.85 Acres, Zoned M-1, 14 Docks, Wet Sprinklers, 3 Phase Electrical.	1609 Sherwood Avenue Proximate to Boulevard Corridor Immediate I-95/I-64 Access!	UNDER CONTRACT!	Bob Porter
14	Up to 200,000 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)	Lease: Call for Information	Bob Porter Owner/Agent
NEW!	154,356 SF Manufacturing Facility. Fully Conditioned, 11.51 Acres Total, 200+ Parking Spaces. Dock Loading + Two 3-Ton OH Cranes. Established Business Park.	1556 Montgomery Street (South Hill, VA) Mecklenburg County: Minutes to I-85 (Exit 12) Opportunity Zone Location	Lease to Own: Seller Financing Possible Introductory Lease Rate Available	Byron Holmes Dick Porter
NEW!	117,138 SF Warehouse + 2,390 SF Mezzanine. Zoned M-2. Wet Sprinkler System. 2500 Amp 480 Volt 3 Phase Service. Dock Height Loading.	14174 North Washington Highway Route 1 Location (Hanover County)	Sublease: Call for Information	Bob Porter
UPDATED!	100,000 SF Warehouse Available. Includes 5,260 SF Office + 12 Docks. Ceilings Up To 30'5", 2000 Amp 3 Phase Service, Zoned I-1. Up to 442 Parking Spaces, Wet Sprinklers, LED Lighting. Gated Security & Guardhouse.	13721 Jefferson Davis Highway Technology Zone Location I-95 Access @ Woods Edge Road (Exit 58) Chesterfield County	Lease: Call for Information	Dick Porter Cliff Porter
UPDATED!	78,000 SF Office/Warehouse Building. Zoned M-1, 18' Ceilings, Wet Sprinkler System. CSX Rail Potential. Substantial Electrical Service.	1306 Richmond Highway Central Location: Immediate I-95 Access Enterprise Zone & HUB Zone	Sale Potential: Call for Information	Dick Porter

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
19	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	Robert Porter III Cliff Porter
UPDATED!	57,764 SF Building Proposed on 4.62 Acres. Zoned I-1 With Outside Storage. Site Plan Approved & Site Work Complete.	Oak Lake Business Park 1754 & 1800 Oak Lake Boulevard Midlothian, VA (Chesterfield County)	Sale/Lease: Call for Information Land Sites for Sale: \$250,000/Acre	Byron Holmes
21	37,500 SF Warehouse Facility, Includes 4,500 SF Office. 16.16 Acres Zoned I-2, Multiple Dock & Drive-In Doors, 1200 Amp Electrical Service, CSX Rail Spur, Fully Sprinklered. Multiple OH Cranes, Ceilings 16' to 28' Clear.	14500 Jefferson Davis Highway Immediate I-95 Access: Exits 58 & 61 Chester, VA (Chesterfield County)	Sale: Call for Information	Kevin Cox
22	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
23	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	LEASED!	Dick Porter
24	PAD READY: 30,000 SF Building, Zoned I-1.	8951 Whitepine Road Chesterfield Air Park Location	Lease: Call for Information	Byron Holmes
25	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

FLEX - OFFICE/SERVICE - WAREHOUSE (CHESTERFIELD, POWHATAN, MECKLENBURG COUNTIES)

UPDATED!	NEW CONSTRUCTION! 82,000 SF 4-Building Flex Complex, Suites/Condos from 2,250 to 22,500 SF Office/Warehouse. Drive-In Loading, Opportunity Zone Location, Zoned C-4. 3 Phase Electrical Service.	219 Turner Road (Chesterfield Co) Immediate Midlothian TnPk/Rt. 60 Access	Lease: \$11.00/SF Base Rent Sale: \$160 to \$180/SF	Wilson Flohr Byron Holmes
27	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
UPDATED!	24,600 SF Building Proposed on 2.22 Acres. Zoned I-1 With Outside Storage. Site Plan Approved & Site Work Complete.	Oak Lake Business Park 1754 & 1800 Oak Lake Boulevard Midlothian, VA (Chesterfield County)	Sale/Lease: Call for Information Land Sites for Sale: \$250,000/Acre	Byron Holmes
29	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	UNDER CONTRACT!	Byron Holmes
30	NEW CONSTRUCTION: 7,500 SF Office/Warehouse Building, 4 Ground Level Doors (Potential to Add), Dock Loading Possible. 18' to 20' Ceilings, Zoned C-5.	16633 Jefferson Davis Highway Chesterfield County I-95 Access @ Woods Edge Road (Exit 58)	Lease: \$8.95/SF Net Shell Can Subdivide: Minimum 3,000 SF Delivery: 6 Months	Byron Holmes
31	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
32	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
33	2,700 SF Office/Warehouse Available. 50% Office Includes 4 Private Offices, Reception, Breakroom. 18' Ceilings in Warehouse. Zoned I-1.	14349 Sommerville Court (Midlothian, VA) Proximate to Rt. 60/Midlothian Turnpike Chesterfield County	Lease: \$9.95/SF IG	Byron Holmes
34	Flex Space For Lease, Zoned C-5. Drive-In Access. Suite 245: 2,225 SF Available 08/2021.	Granite Spring Trade Center 225-245 Granite Springs Road Chesterfield County	LEASED!	Wilson Flohr

FLEX - OFFICE/SERVICE - WAREHOUSE (GOOCHLAND & LOUISA COUNTIES)

35	6,075 SF Office/Warehouse, Includes 800 SF Office + 2 Restrooms. Zoned M-2. Dock Loading, 18' to 22' Eave Height.	113 Midpoint Drive (Mineral, VA) Immediate I-64 Access @ Exit 152	Lease: \$3,700/Month Gross	Kevin Cox
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	UNDER CONTRACT!	Kevin Cox
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	UNDER CONTRACT!	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	UNDER CONTRACT!	Kevin Cox
39	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

FLEX - OFFICE/SERVICE - WAREHOUSE (CAROLINE, HANOVER, KING WILLIAM & ESSEX COUNTIES)

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
40	19,900 SF Complex Includes 12,000 SF 2-Story Office + Detached Warehouses (1,800 SF & 6,100 SF). 3.28 Acres Zoned M-3. 5 Drive-In Loading Doors.	11277 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location	UNDER CONTRACT!	Kevin Cox
41	18,677 SF Total Available. Includes 5,533 SF Office + 13,144 SF Warehouse. 2 Drive-In Doors, 20' to 22' Ceilings, Zoned M-2. Outside Storage Available. Heavy Electrical.	8407 Erle Road (Mechanicsville, VA) Ellerson Industrial Park Hanover County	Lease: \$4.50/SF Gross	Cliff Porter
42	Available Q1 2021: 1,800 to 18,000 SF Warehouse Storage Units. 18' to 20' Ceiling Heights, 3 Phase Electrical Service. 12' x 14' Drive-In Loading Doors. Zoned M-2.	10385 Wood Park Court (Ashland, VA) Immediate I-95 & Route 1 Access	Lease: \$8.00/SF NNN	Kevin Cox
NEW!	13,300 SF Flex Building, Including 1,224 SF Office. 1.55 Acres, Zoned M-3. Fully Conditioned Warehouse. 2 Drive-In Doors (10' x 14'), 16' to 18' Ceilings.	11169 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location	Lease: \$9.00/SF NNN	Kevin Cox
44	7,500 SF Freezer/Cooler & Processing Facility, Includes 1,150 SF Admin Space. 3 Loading Dock Doors.	8505 Bell Creek Road (Mechanicsville, VA) Located 1 Mile Off I-295 (Exit 38A)	Sale/Lease: Call for Information	Byron Holmes
45	Rare Purchase Opportunity: 4,030 SF Airplane Hangar Building on 3.739 Acres. Erect-A-Tube Hangar, Includes 2 Offices, Reception Area. County Water & Sewer.	Hanover Industrial Air Park (Ashland, VA) Air Park Road Location	UNDER CONTRACT!	Kevin Cox
46	Suite D: 2,666 SF Flex Space. Includes 1 Dock, 14' Clear, Zoned M-2. Ample Parking.	10470 Wilden Drive (Ashland, VA) Lakeridge Industrial Park Location	Lease: \$6.50/SF Modified Gross Short Term Leases Entertained "As Is"	Wilson Flohr
47	2,500 SF Office/Warehouse, Includes 1,000 SF Office. Zoned M-3, 1 Drive-In Door, 3 Phase Power.	10054 Whitesel Road (Ashland, VA) Hanover Industrial Air Park Location	Lease: \$2,300/Month NN Secure Fenced Yard Also Available	Kevin Cox
48	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
49	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	UNDER CONTRACT!	Byron Holmes
FLEX - OFFICE/SERVICE - WAREHOUSE (HENRICO & CHARLES CITY COUNTIES)				
50	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, 2022	Cliff Porter Robert Porter III
51	12,000 SF Building, Includes 1,000 SF Office. Zoned M-1.	Glenfield Business Center 2541-2555 Mechanicsville Turnpike	Lease: Call for Information Available May, 2022	Cliff Porter Robert Porter III
52	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
53	7,000 SF Available, Includes 5,100 SF Warehouse + 1,900 SF Detached Office. 2 Docks, 1 Drive-In Door, 16' to 18' Ceilings. Usable Walk-Out Basement.	13171 Mountain Road (Glen Allen, VA) Henrico County Location	Lease: \$4,800/Month NNN	Kevin Cox
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
UPDATED!	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.	601 East Nine Mile Road (Henrico, VA) I-64 Access @ Airport Drive (Exit 197)	Sale: \$275,000	Robert Porter III
FLEX - OFFICE/SERVICE - WAREHOUSE (CITY OF RICHMOND)				
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	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 Richmond Highway Enterprise Zone Location Just South of Downtown Richmond	Sale: Call for Information	Dick Porter
58	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	Lease: \$7,800/Month NNN	Byron Holmes
NEW!	7,074 SF Free-Standing Office/Warehouse, 2 Drive-In Doors, Fenced Yard. Zoned M-2.	3203 Lanvale Avenue (Diamond Area) Easy Access to I-95, I-64 & I-295	Lease: \$12.00/SF NNN As Is	Wilson Flohr
60	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
61	850 to 2,000 SF Warehouse. Drive-In Door, Zoned M-1.	708 Dawn Street (City of Richmond) Off Route 1/301/Chamberlayne Avenue	LEASED!	Wilson Flohr
RETAIL/OFFICE BUILDINGS (HANOVER COUNTY)				
62	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
63	5,345 SF 2-Story Office Building. Zoned B-3, Ample Parking. Includes 19 Private Offices, Conference & Reception Areas.	8180 Mechanicsville Turnpike (Hanover Co) Direct Access to I-295 & I-64	Lease: Call for Information	Wilson Flohr Cliff Porter
NEW!	1,700 SF 2nd Floor Office + 5 Parking Spaces. Zoned M-3.	10102 Whitesel Road (Hanover Air Park) Immediate I-95 Access	Lease: \$9.00/SF FSG	Kevin Cox

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
NEW!	65 1,000 SF Office + 65 Parking Spaces. Zoned M-3.	11089 Leadbetter Road Hanover Industrial Air Park Location	Lease: \$3,000/Month	Kevin Cox
RETAIL/OFFICE BUILDINGS (HENRICO COUNTY)				
	66 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
	67 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
	68 3,461 SF Office Building, 19 Parking Spaces. Furnishings Negotiable. Newly Updated HVAC & Roof.	8500 Mayland Drive (Henrico, VA) Immediate I-64 Access	SOLD!	Wilson Flohr
	69 2,262 SF Freestanding Retail Building, Zoned B-3. Pylon Signage Available, GRTC Bus Line, Signalized Intersection.	7807 West Broad Street (Henrico, VA) West End Location @ Hungary Spring Road	LEASED!	Byron Holmes
	70 2,000 SF Free-Standing Retail Building.	503 East Laburnum Avenue (Henrico County)	SOLD!	Cliff Porter
RETAIL/OFFICE BUILDINGS (CITY OF RICHMOND)				
	71 10,860 SF Total Warehouse Building. Zoned B-5. 2 Drive-In Doors. Adjacent Restaurant & Office Available for Lease.	1609 East Franklin Street Corner of East Franklin & 17th Streets Farmer's Market Area, Next to Havana '59	LEASED!	Cliff Porter
	72 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
	73 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
	74 4,646 SF 3-Story Historic Renovated Restaurant + Office. Parking Available. Adjacent Office/Warehouse Available for Lease.	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
	75 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
NEW!	76 3,294 SF Automotive Facility. 4 Drive-In Doors, 0.36-Acre Lot Zoned B-3. High Traffic Corridor. High Visibility Location, Broad Street Frontage.	3716 West Broad Street Scott's Addition Location Proximate to I-195	Lease: \$4,800-\$5,500/Month NNN	Wilson Flohr
UPDATED!	77 Suite B: 1,200 SF Creative Office/Retail. Zoned B-3, Parking Available On Site. Proposed Build to Suit Floor Plans Available.	2914-2916 North Avenue Historic Brookland Park Corridor Enterprise Zone Location	Lease: \$14.00 - \$15.00/SF	Wilson Flohr
	78 Investment Opportunity: 840 SF Retail/Restaurant on 0.37 Acre Site. Zoned UB-PE7.	301 West Brookland Park Boulevard North Side Area Location	UNDER CONTRACT!	Wilson Flohr
	79 Office Suites Available Zoned R-2, On Site Parking. Suite 2: 698 SF. Suite 3: 752 SF.	1806 Chantilly Street - Near Willow Lawn One Block from GRTC Pulse Station	Lease: \$14.00 - \$18.00/SF Subject to Tenant Improvements	Wilson Flohr
RETAIL/OFFICE BUILDINGS (CHESTERFIELD & POWHATAN COUNTIES)				
	80 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
	81 6,296 SF Office Available. 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
NEW!	82 2,000 to 4,500 SF 2nd Floor Office Available. Zoned O-1. Monument Signage.	8012 Midlothian Turnpike Chesterfield County Location	Lease: \$14/SF Full Service	Byron Holmes
NEW!	83 2,472 SF Office Available. Zoned I-1.	575-B Southlake Boulevard Southport Location (Chesterfield County)	Lease: \$13/SF Gross + Utilities	Byron Holmes
	84 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
NEW!	85 Suite 10807: 2,125 SF Retail Unit, Zoned C-5, Ample Parking. Pylon Signage on Midlothian Turnpike. 52,000 Vehicles Per Day.	10801-10807 Midlothian Turnpike Chesterfield County Highly Visible Route 60 Location	Lease: \$16/SF Gross + Utilities	Byron Holmes
	86 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)	UNDER CONTRACT!	Byron Holmes
	87 Office Suites Available, Zoned I-1. Suite 557-A: 1,000 SF Office.	557-A Southlake Boulevard Southport Business Park	LEASED!	Byron Holmes
LAND SITES - INDUSTRIAL (CHESTERFIELD & POWHATAN COUNTIES)				
	88 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
	89 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

UPDATED!	90	Pad Sites Available. Zoned I-1 + Outside Storage. Site Plan Approved & Site Work Complete. Site 1: 2.22 Acres (24,600 SF Building) Site 2: 4.62 Acres (57,764 SF Building)	Oak Lake Business Park (Midlothian, VA) 1754 & 1800 Oak Lake Boulevard Chesterfield County	Sale: \$250,000/Acre Proposed Buildings Available for Sale/Lease: Call for Information	Byron Holmes
	91	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
	92	2.5 Acres Includes: La Quinta Inn & Suites Franchise, Sewer/Plumbing Roughed In + Curb, Bldg Permits/Plans.	15730 Woods Edge Road (Colonial Heights) Walhall Interchange Off I-95	Sale: \$1,250,000	Bob Porter
	93	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
	94	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
	95	0.50 Acre Cleared Lot.	7420 Whitepine Road Chesterfield Air Park Location	Sale: \$75,000	Byron Holmes
LAND SITES - INDUSTRIAL (GOOCHLAND COUNTY)					
	96	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
NEW!	97	2 Acres Storage Lot Available. Cleared & Graveled. Can Divide.	2428 Granite Ridge Road (Rockville, VA)	Lease: Call for Information	Kevin Cox
LAND SITES - INDUSTRIAL (HANOVER, KING WILLIAM, CAROLINE & SPOTSYLVANIA COUNTIES)					
	98	190 Acres Total Zoned M-2, CSX Rail. I-95 Frontage!	Graymont Industrial Park Hickory Hill Road (Hanover County)	SOLD!	Cliff Porter
NEW!	99	73.79 Ares Zoned M-1.	16054 Jefferson Davis Highway Woodford, VA (Caroline County)	Sale: \$1,200,000	Kevin Cox
	100	19.48 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	UNDER CONTRACT!	Cliff Porter Kevin Cox
	101	10.26 Acres Zoned M-2. 9 Miles to I-295!	4018 Old Church Road (Mechanicsville, VA) 1 Mile to Rt. 360/Mechanicsville TnPk	Sale: \$349,500	Kevin Cox
	102	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
	103	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)	UNDER CONTRACT!	Kevin Cox
	104	5 Acres Zoned A-1.	Lakeridge Parkway & Route 1 Immediate I-95 Access @ Atlee/Elmont	UNDER CONTRACT!	Cliff Porter
	105	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
	106	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
	107	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
LAND SITES - INDUSTRIAL (HENRICO & NEW KENT COUNTIES)					
	108	105.7 Acres Zoned A-1, Near RIC Airport	La France Road	Sale: Call for Information	Cliff Porter
	109	60.711 Acres Zoned M-1C.	5000 Audubon Drive	Sale: Call for Information	Cliff Porter
	110	37.72 Acres Zoned A-1.	Charles City Road & Turner Road Henrico Co: East of I-295 & Pocahontas Pkwy	UNDER CONTRACT!	Bob Porter
	111	5 to 27.5 Acres Available. 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	Sale: Call for Information	Cliff Porter
	112	26.82 Acres Zoned M-1 & A-1.	Oakleys Lane, East of Laburnum Avenue Convenient I-64 Access	Sale: Call for Information	Bob Porter
	113	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	UNDER CONTRACT!	Bob Porter Owner/Agent
	114	5.99 Acres Zoned M-1.	2260 & 2300 Charles City Road	Sale: \$60,000/Acre	Cliff Porter
	115	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
	116	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
LAND SITES - INDUSTRIAL (CITY OF RICHMOND)					
	117	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	SOLD!	Bob Porter Dick Porter

UPDATED!	118	3.07 Acres Zoned M-2. Includes Office/Shop Facilities. Immediate I-95 Access (Exit 73), I-95 Exit Redesign & Roundabout Installation Scheduled for 2021 Completion.	Albany Avenue & Marx Street Located in Revitalized Manchester District Opportunity Zone & Enterprise Zone Location.	Sale: Redevelopment Opportunity	Dick Porter Bob Porter
	119	Prime Diamond Area Location: 2.1 Acres Total (4 Parcels) Zoned R-6/M-1.	Moore Street Portfolio Off West Leigh Street & Dinneen Street	UNDER CONTRACT!	Wilson Flohr
	120	1.2 Acres Commercial/Industrial Land.	1401 North 1st Street Proximate to MCV & VCU, Downtown RVA	Sale: \$140,000	Bob Porter Wilson Flohr
	121	0.858 Acre Zoned B-6. Highly Visible Corner Location, Master Planned for Community Mixed Use. Potential Multi-Family Redevelopment. Opportunity Zone.	Historic Manchester District 812 Hull Street (Hull Street & Commerce Road)	UNDER CONTRACT!	Dick Porter Cliff Porter
	122	0.32 Acre Storage Yard. Zoned B-3.	210 Arcadia Street (Off Midlothian Turnpike) Immediate Chippenham Parkway Access	LEASED!	Byron Holmes
LAND SITES - INDUSTRIAL (CITY OF PETERSBURG, DINWIDDIE & PRINCE GEORGE COS)					
	123	73.18 Acres Zoned M-2.	3344 Johnson Road (City of Petersburg) I-95, I-295 & I-85 Access	UNDER CONTRACT!	Bob Porter
	124	24.5 Acres Zoned Agricultural.	3801 Halifax Road (City of Petersburg) I-95, I-295 & I-85 Access	UNDER CONTRACT!	Bob Porter
	125	6.515 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
NEW!	126	2 Acres Zoned B-1.	Boydton Plank Road (Dinwiddie County) Route 1 Frontage	Sale: Call for Information	Robert Porter III
	127	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
LAND SITES - RETAIL/OFFICE/RESIDENTIAL (CHESTERFIELD, POWHATAN & PRINCE GEORGE)					
	128	Residential Development Opportunity: 102.2 Acres with 54 Lots, Zoned R-88. No Cash Proffers.	Peacefield - 10300 River Road Chesterfield County	UNDER CONTRACT!	Byron Holmes
	129	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
	130	14.87 Acres. 340' Frontage on Route 60. Crossover Access Nearby.	Anderson Highway (Powhatan County)	Sale: \$799,000	Byron Holmes
UPDATED!	131	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
	132	4.5 Acres Zoned C-3. Full Crossover at Site, Utilities Available.	9400 Iron Bridge Road (Chesterfield, VA) Near Courthouse Road & Route 288	Sale: \$875,000	Byron Holmes
	133	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
	134	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)	UNDER CONTRACT!	Byron Holmes
	135	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
	136	0.782 Acre Zoned C-3... Utilities Available.	11901 Chester Village Drive Located Off Rt. 10/West Hundred Road	Sale: \$275,000	Byron Holmes
LAND SITES - RETAIL/OFFICE (HANOVER & CAROLINE COUNTIES)					
	137	37.8 Acres Available for Development. Zoned B-3 & A-1. Located Near Green Top & Home Depot. Signalized Corner.	Rt 1/Washington Hwy & Kings Acres Rd North of Virginia Center Commons	Available: Call for Information	Cliff Porter
	138	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
	139	9.44 Acres Zoned B-3. Utilities on Site, Rough-Graded & Flat. 500' Frontage on Rt 1. 650' Frontage on Vermeer Pl.	Washington Hwy & Vermeer Place Ashland, VA (Hanover County)	UNDER CONTRACT!	Byron Holmes
	140	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
	141	6.35 Acres Zoned A-1.	Rt 1/Washington Hwy & Kings Acres Rd North of Virginia Center Commons	Sale: Call for Information	Cliff Porter
UPDATED!	142	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
	143	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
	144	1.26 Acres Zoned B-3.	Rt 1/Washington Hwy & Kings Acres Rd North of Virginia Center Commons	Sale: Call for Information	Cliff Porter
LAND SITES - RETAIL/OFFICE/RESIDENTIAL (RICHMOND CITY, HENRICO & NEW KENT COUNTIES)					
	145	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
	146	1.34 Acres. Zoned B2-C.	9000-9006 Old Staples Mill Road	Available: Call for Information	Cliff Porter

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