

INDUSTRIAL

MARKETVANTAGEPOINT

FREDERICKSBURG REGION

Q1
2018

COLDWELL BANKER COMMERCIAL ELITE



ELITE

INDUSTRIAL REPORT

THE NUMBERS Q1 2018

-69,069
NET ABSORPTION

Net Absorption down to -69,069 in Q1 2018 from 27,537 in Q4 of 2017.

1.2%
INCREASE IN
EFFECTIVE RENT

Effective Rent increased 1.2% in Q1 2018 from \$5.79 in Q4 2017 to \$5.86 in Q1 2018.

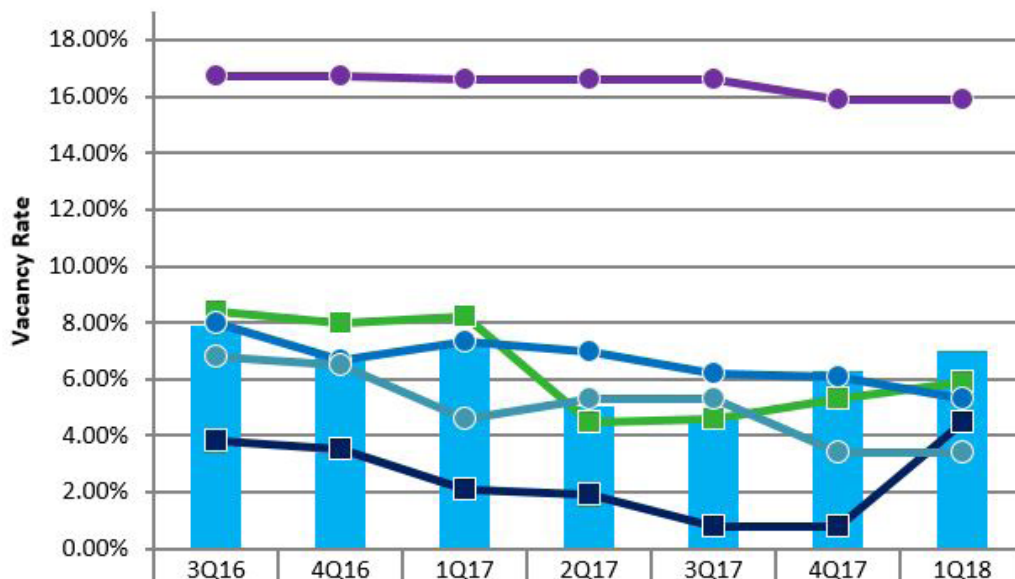
0.5%
INCREASE IN
VACANCY RATES

Vacancy Rates increased 0.5% in Q1 2018 from 5% in Q4 2017 to 5.5% in Q1 2018.

140,543
LEASING ACTIVITY
(SF)

There was 140,543 SF leased in Q1 2018 compared to 206,409 SF leased in Q4 2017.

VACANCY RATES BY SUBMARKET



	3Q16	4Q16	1Q17	2Q17	3Q17	4Q17	1Q18
Region Avg	7.90%	6.80%	7.20%	5.04%	4.59%	6.30%	7.00%
Fredericksburg City	3.80%	3.50%	2.10%	1.90%	0.80%	0.80%	4.50%
Spotsylvania	8.40%	8.00%	8.20%	4.50%	4.60%	5.30%	5.90%
Stafford	8.00%	6.70%	7.30%	7.00%	6.20%	6.10%	5.30%
King George	16.70%	16.70%	16.60%	16.60%	16.60%	15.90%	15.90%
Caroline	6.80%	6.50%	4.60%	5.30%	5.30%	3.40%	3.40%

INDUSTRIALREPORT

HIGHLIGHTS

Over 1.1 million square feet of Net Absorption recorded in the last 12 months

Nearly 750,000 square feet of industrial space has been leased in the last 12 months

The Region currently has over 14.62 million square feet of existing industrial inventory

There are currently no industrial deliveries or construction in Q1 2018

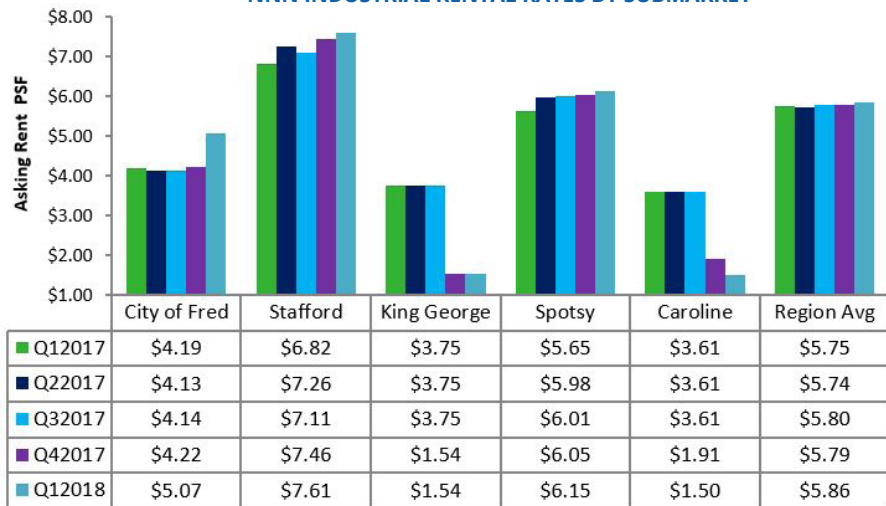
Regional Industrial Stats (Q1-2018)

	REGION	HIGH	LOW
Rental Rates (NNN)	\$5.86	\$7.61 Stafford	\$1.50 Caroline
Vacancy	5.5%	15.9% King George	3.4% Caroline
Total Inventory (SF)	14.62M	7.26M Spotsy	0.44M King George

Existing Industrial (SF) By Locality (Q1-2018)

LOCALITY	EXISTING SQUARE FEET
Spotsylvania	7,263,006
Stafford	4,037,619
Fredericksburg City	1,509,826

NNN INDUSTRIAL RENTAL RATES BY SUBMARKET



MAJOR INDUSTRIAL & LAND ACTIVITY

TENANT / BUYER	LOCATION	TYPE	SPACE LEASED / SOLD
Imaan International	2,000 Industrial Pkwy, Stafford	Leased	19,540 SF
Vision Systems Inc.	2,305-2,307 Airport Ave, Fred	Leased	9,200 SF
Kenswick Apartments	Route 208 and Keswick Dr, Spotsy	Sold	7.35 AC - \$2,672,000
SM Stafford, LLC	44 Briscoe Ln, Fred	Sold	\$4,678,000
Fisher Auto Parts, Inc.	2774 Old Washington Rd, Charles County	Leased	6,000 SF
Bottles Uncorked, LLC	31 Utah Place, Stafford	Leased	3,000 SF
Porter Holdings, LLC	Tax Map 45-283	Sold	2.086 AC - \$450,000



As the Fredericksburg region's largest commercial real estate company, Coldwell Banker Commercial Elite is the premier commercial real estate market leader. Coldwell Banker Commercial Elite was awarded the #1 Coldwell Banker Commercial Affiliate Office in Virginia for the past 5 years (2013-2017)! The Coldwell Banker Commercial Elite Team is as dedicated to your success as you are.

While offering this broad scope of services to our clientele we retain the culture and energy of a small, personal firm, so we can quickly react to the demands of a changing marketplace while offering individualized and integrated real estate solutions.

For more in-depth information about the Commercial Real Estate industry's performance, please contact us:

Q1

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