

# RETAIL

MARKETVANTAGEPOINT

Q3  
2018

FREDERICKSBURG REGION

COLDWELL BANKER COMMERCIAL ELITE



ELITE

## RETAIL REPORT

## THE NUMBERS Q3 2018

**90,724**  
NET ABSORPTION

Net Absorption up to 90,724 SF in Q3 2018 from 30,159 SF in Q2 of 2018.

**4.8%**  
INCREASE IN  
RETAIL RENT

Retail rent increased 4.8% in Q3 2018 from \$15.53 in Q2 2018 to \$16.28 in Q3 2018.

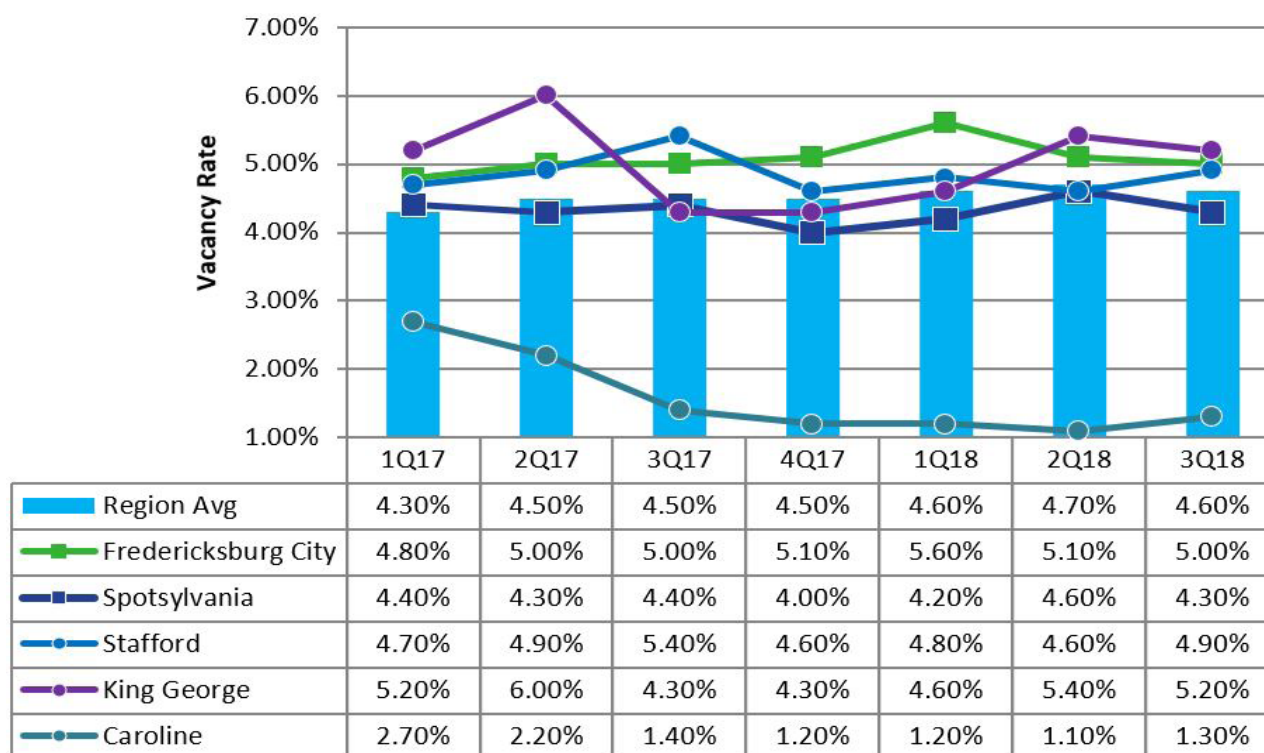
**0.1%**  
DECREASE IN  
VACANCY RATES

Vacancy Rates decreased to 4.6%, a 0.1% decrease from Q2 2018's 4.7%.

**106,462**  
LEASING ACTIVITY  
(SF)

There was 106,462 SF leased in Q3 2018 compared to 72,208 SF leased in Q2 2018.

## RETAIL VACANCY RATES BY SUBMARKET



## RETAILREPORT

### HIGHLIGHTS

104,870 square feet of Net Absorption recorded thus far in 2018.

Just over 165,000 square feet of Retail space has been leased since the beginning of the year.

The Region currently has nearly 22 million square feet of existing retail inventory

In Q3 2018 there were three building deliveries totaling 65,598 SF. There are 2 buildings under construction totaling 17,000 SF.

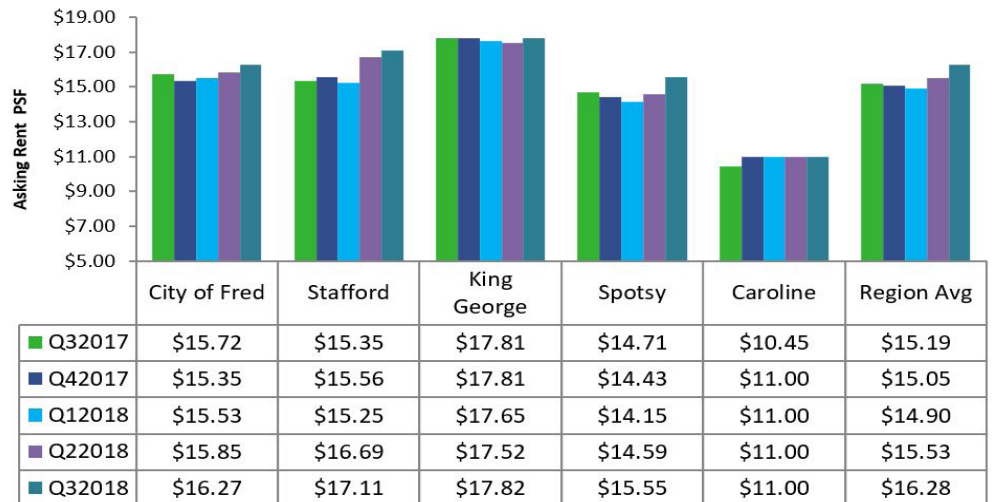
#### Regional Stats (Q3-2018)

	REGION	HIGH	LOW
Rental Rates (NNN)	\$16.28	\$17.82 King George	\$11.00 Caroline
Vacancy	4.6%	5.2% King George	1.3% Caroline
Total Inventory (SF)	21.84M	9.67M Spotsy	637K Caroline

#### Existing (SF) By Locality (Q3-2018)

LOCALITY	EXISTING SQUARE FEET
Spotsylvania	9,674,168
Stafford	5,182,004
Fredericksburg City	5,417,780

#### RETAIL RENTAL RATES BY SUBMARKET



## MAJOR RETAIL ACTIVITY

TENANT / BUYER	LOCATION	TYPE	SPACE LEASED / SOLD
The Pool Company, Inc	Central Park	Leased	6,252 SF
One Body Training	966 Bragg Rd, Spotsy	Leased	4,000 SF
Richard Colton	2309 Airport Ave, Spotsy	Leased	4,960 SF
Woodbridge Shopping Center, LLC	10007 Jefferson Davis Hwy, Fred	Sold	\$2.05 Million
Shook Contracts, LLC	3978 Lafayette Blvd, Spotsy	Leased	4,400 SF
The Design Team Hair Salon	2099 Jefferson Davis Hwy, Fred	Leased	2,000 SF
Diamond Jim's Baseball Academy	5 LeWay Dr, Stafford	Leased	4,870 SF
SAPNA Enterprises, LLC	2866 Jefferson Davis Hwy, Stafford	Leased	39,422 SF
Deerview Enterprises, LLC	20 Plantation Lane,, Stafford	Leased	1,529 SF



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:



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