

RETAIL

MARKETVANTAGEPOINT

Q4
2018

FREDERICKSBURG REGION

COLDWELL BANKER COMMERCIAL ELITE



ELITE

RETAIL REPORT

THE NUMBERS Q4 2018

-94,822
NET ABSORPTION

Net Absorption down to -94,822 SF in Q4 2018 from 92,192 SF in Q3 of 2018.

3.2%
INCREASE IN
RETAIL RENT

Retail rent increased 3.2% in Q4 2018 from \$16.28 in Q3 2018 to \$16.80 in Q4 2018.

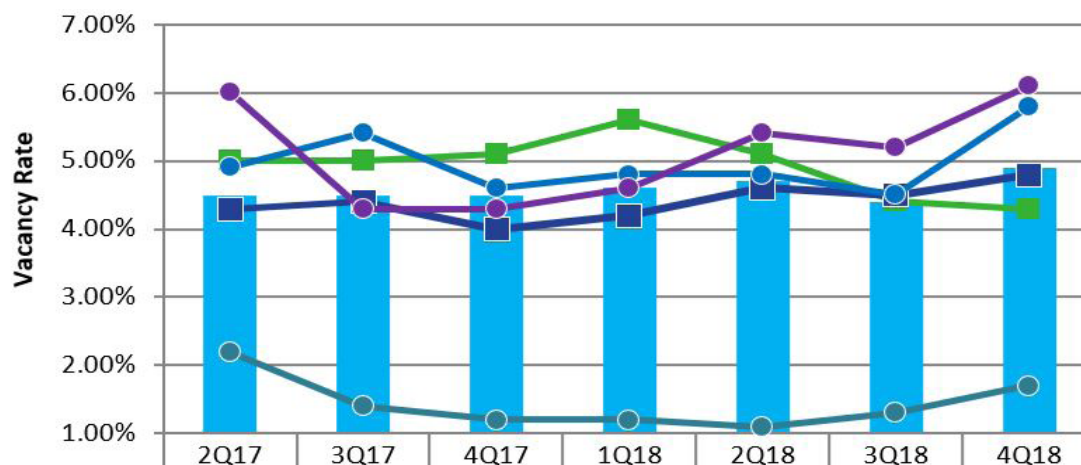
0.5%
INCREASE IN
VACANCY RATES

Vacancy Rates increased to 4.9%, a 0.5% increase from Q3 2018's 4.4%.

150,247
LEASING ACTIVITY
(SF)

There was 150,247 SF leased in Q4 2018 compared to 114,716 SF leased in Q3w 2018.

RETAIL VACANCY RATES BY SUBMARKET



	2Q17	3Q17	4Q17	1Q18	2Q18	3Q18	4Q18
Region Avg	4.50%	4.50%	4.50%	4.60%	4.70%	4.40%	4.90%
Fredericksburg City	5.00%	5.00%	5.10%	5.60%	5.10%	4.40%	4.30%
Spotsylvania	4.30%	4.40%	4.00%	4.20%	4.60%	4.50%	4.80%
Stafford	4.90%	5.40%	4.60%	4.80%	4.80%	4.50%	5.80%
King George	6.00%	4.30%	4.30%	4.60%	5.40%	5.20%	6.10%
Caroline	2.20%	1.40%	1.20%	1.20%	1.10%	1.30%	1.70%

RETAILREPORT

HIGHLIGHTS

52,407 square feet of Net Absorption recorded in 2018

Just over 471,000 square feet of Retail space was leased in 2018

The Region has over 21.1 million square feet of existing retail inventory

In Q4 2018 there was one building delivery totaling 2,000 SF. There are 2 buildings under construction totaling 24,100 SF.

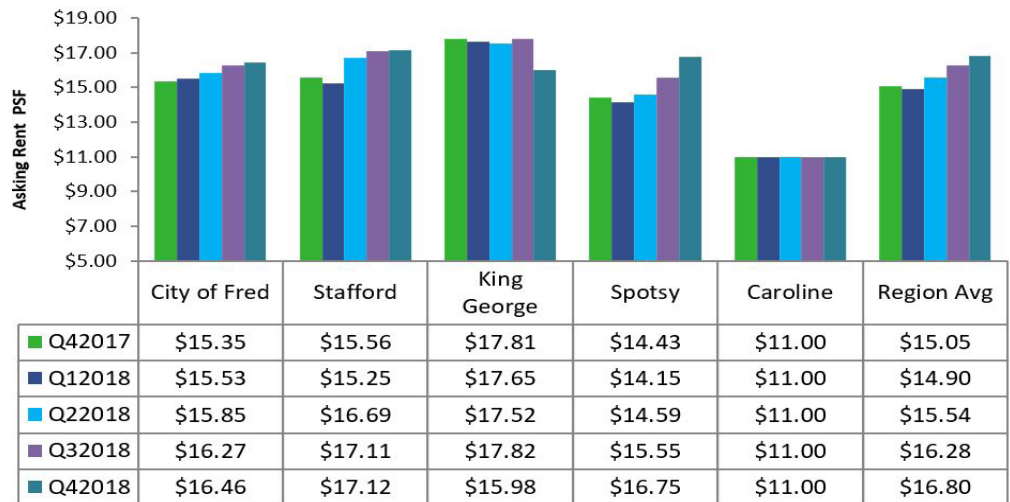
Regional Stats (Q4-2018)

	REGION	HIGH	LOW
Rental Rates (NNN)	\$16.80	\$17.12 King George	\$11.00 Caroline
Vacancy	4.9%	6.1% King George	1.7% Caroline
Total Inventory (SF)	21.13M	8.91M Spotsy	639K Caroline

Existing (SF) By Locality (Q4-2018)

LOCALITY	EXISTING SQUARE FEET
Spotsylvania	8,919,709
Stafford	5,215,337
Fredericksburg City	5,410,626

RETAIL RENTAL RATES BY SUBMARKET



MAJOR RETAIL ACTIVITY

TENANT / BUYER	LOCATION	TYPE	SPACE LEASED / SOLD
Four Rivers Capital	2614 Jefferson Davis Hwy, Fred	Sold	\$1,863,184
N/A	3061 Plank Rd, Fred	Sold	\$2,525,000
KBI Music Shoppe, LLC	4940 & 4950 Southpoint Dr, Spotsy	Leased	5,964 SF
Mary & Luis Munayco	9813 Jefferson Davis Hwy, Spotsy	Leased	3,352 SF
North American Develop. Group	5305 Jefferson Davis Hwy, Fred	Sold	\$1,458,771
The Northern Neck Gourmet	1409 Princess Anne St, Fred	Leased	3,300 SF
N/A	4551-4555 Empire Ct, Fred	Sold	\$2,821,386
Stephen A. Goldberg Company	5650 Plank Rd, Fred	Sold	\$8,222,304
Uphoff Ventures LLC	10131 Jefferson Davis Hwy, Fred	Sold	\$3,000,000



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:

Q4

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