

OFFICE

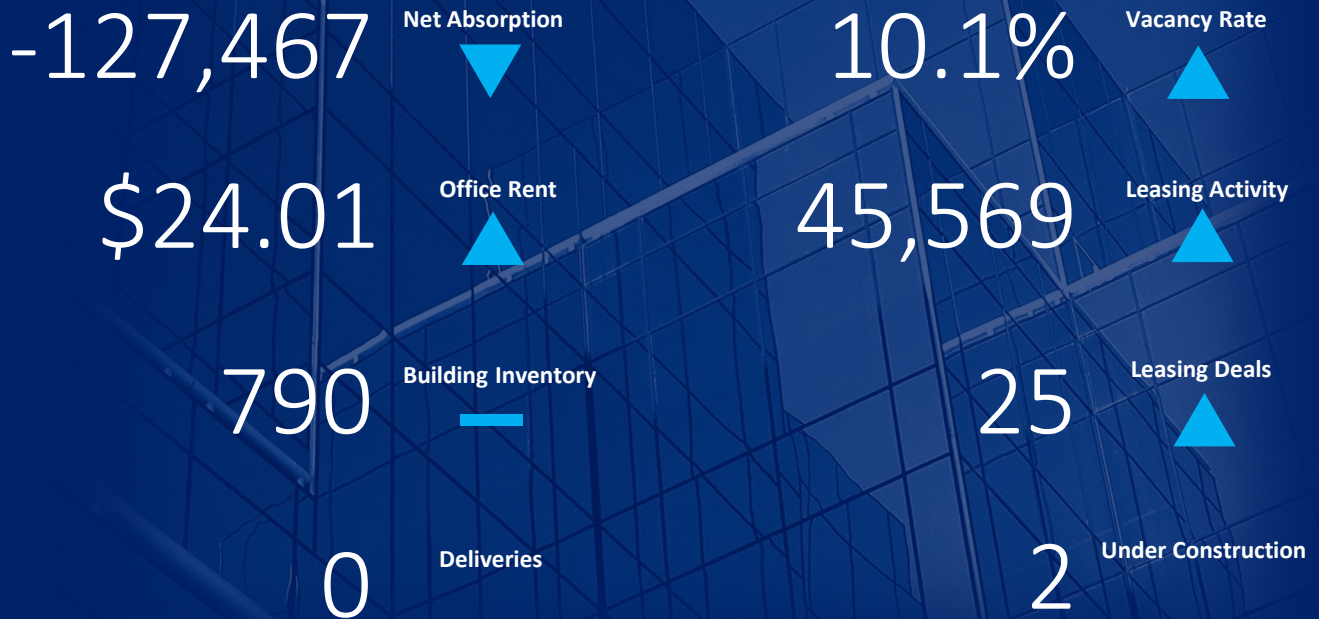
MARKET **VANTAGE** POINT

Q3 2020 REPORT

| FREDERICKSBURG REGION



**COLDWELL
BANKER
COMMERCIAL
ELITE**



THE OVERVIEW

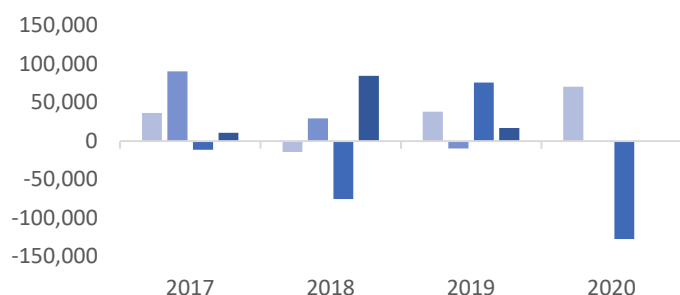
**93,000 SF
CURRENTLY
UNDER
CONSTRUCTION
IN THE REGION**

The Fredericksburg Region, consisting of Caroline County, Fredericksburg City, King George County, Spotsylvania County, and Stafford County, currently has an inventory of 788 buildings consisting of 10,256,756 SF. In the last 12 months, the region has had 30,000 SF of space delivered.

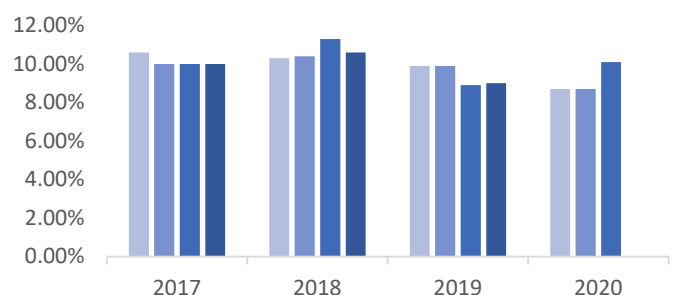
The region had Net Absorption of -127,467 SF compared to -496 SF in the previous quarter. The vacancy rate increased in Q3, falling from 8.7% in Q2 to 10.1% in Q3. There is currently 1,052,157 SF of vacant space available in the region. There were no properties delivered during this quarter, but there is currently 93,000 SF under construction, including the 43,000 SF mixed-use property, Liberty Place in Downtown Fredericksburg. The impact of COVID-19 is evident with the increase in vacancies.

Office rental rates increased during Q3 with a change of \$0.81 per-square-foot from \$23.20 in Q2 to \$24.20 in Q3. There were 25 leasing deals in Q3 consisting of 45,569 SF. In Q2 there were 17 leasing deals, which consisted of 33,276 SF.

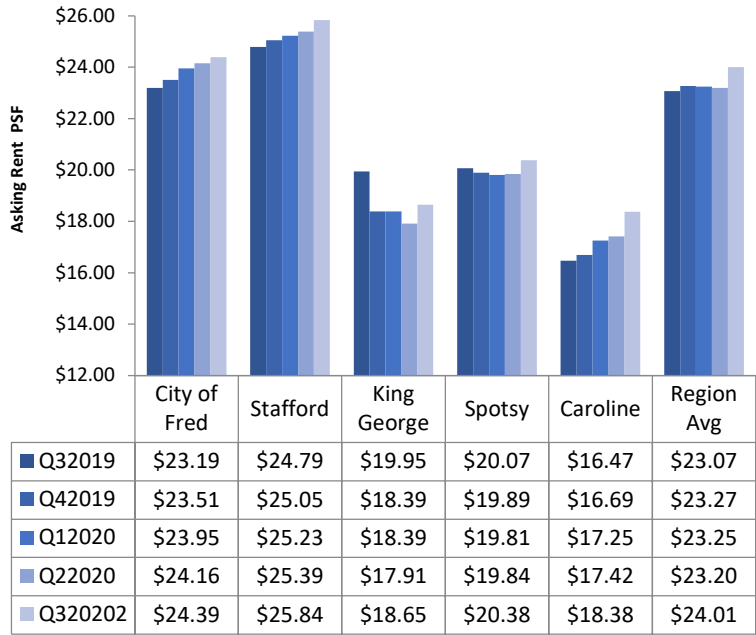
TOTAL NET ABSORPTION, SF



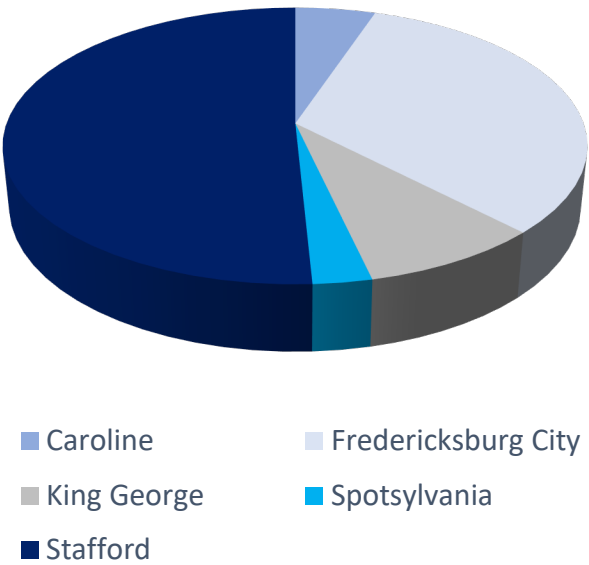
VACANCY RATE



RENTAL RATES BY SUBMARKET



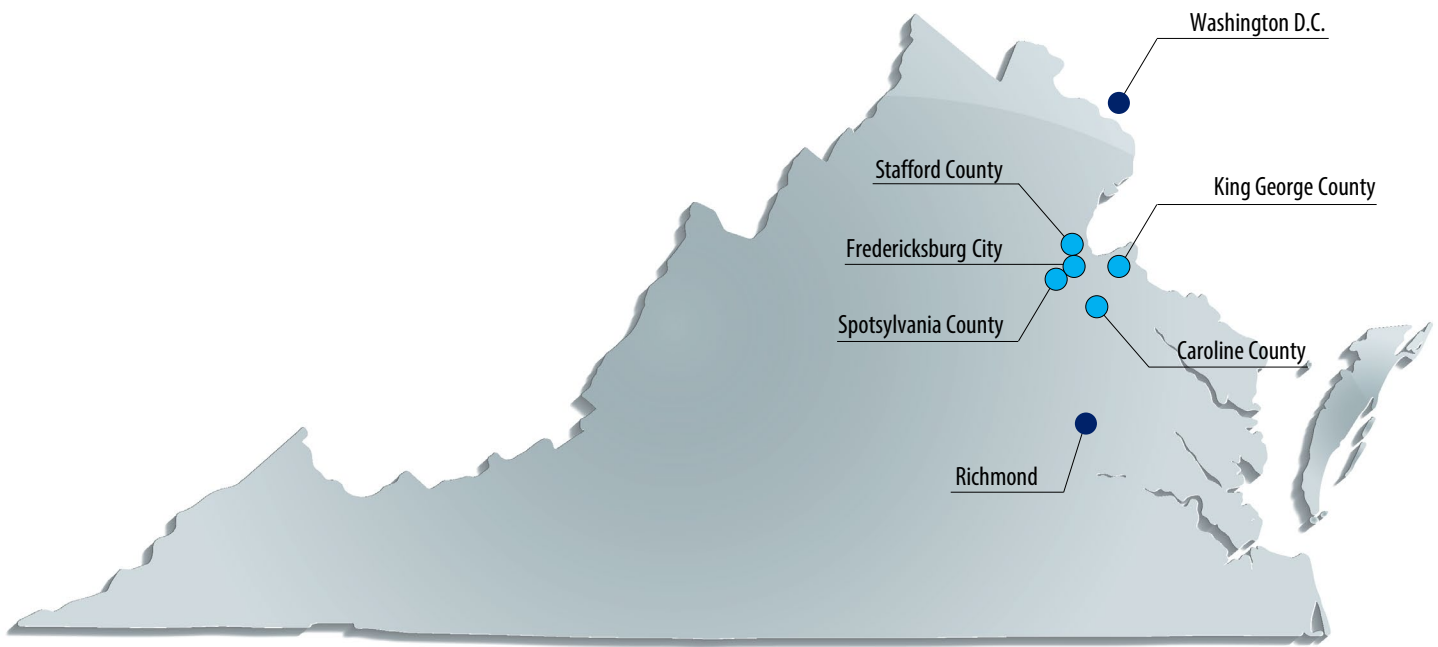
EXISTING INVENTORY



ECONOMIC INDICATORS



Source: BLS | Figures reflect the most recent monthly statistics. Arrows indicate increase or decrease since the previous month.



SUBMARKET	INVENTORY (SF)	VACANT (SF)	VACANCY RATE	NET ABSORPTION (SF)	LEASING ACTIVITY (SF)	GROSS RENT
Caroline County	424,617	6,052	1.4%	0	0	\$18.38
City of Fredericksburg	2,640,581	184,084	7.0%	-26,236	27,084	\$24.39
King George County	716,565	54,418	7.6%	-21,000	0	\$18.65
Spotsylvania County	2,304,702	207,069	9.0%	-20,943	14,695	\$20.38
Stafford County	4,170,291	585,459	14.0%	-59,288	3,790	\$25.84
REGION TOTALS	10,256,756	1,037,082	10.1%	-127,467	45,569	\$24.01

OFFICE TRANSACTIONS

PROPERTY	SUBMARKET	TENANT/BUYER	TYPE	SQUARE FEET	PRICE
4540-4548 Empire Ct.	Fredericksburg	Undisclosed	Sale	14,057	\$3,750,000
205 Wallace Ln	Fredericksburg	Undisclosed	Sale	1,400	\$260,000
4419 Lafayette Blvd	Fredericksburg	Undisclosed	Sale	1,701	\$245,000
411 Park Hill Dr	Fredericksburg	Undisclosed	Sale	3,000	\$850,000
601 William St	Fredericksburg	Atlantic Union Bank	Sale	12,650	\$3,400,000
95 Dunn Dr	Stafford	Undisclosed	Lease	10,000	\$30.00/SF
525 Corporate Dr	Stafford	Undisclosed	Lease	7,830	\$17.25/SF

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MARKET VANTAGE POINT

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 7 years (2013-2019)! 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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