

# INDUSTRIAL

MARKETVANTAGEPOINT

FREDERICKSBURG REGION

Q4  
2019

COLDWELL BANKER COMMERCIAL ELITE



ELITE

## INDUSTRIAL REPORT

## THE NUMBERS Q4 2019

**5,067**  
NET ABSORPTION

Net Absorption increased to 5,067 SF in Q4 2019 from -888 SF in Q3 of 2019.

**4.5%**  
INCREASE IN  
EFFECTIVE RENT

Effective Rent increased 4.5% in Q4 2019 from \$5.42 in Q3 2019 to \$5.68 in Q4 2019.

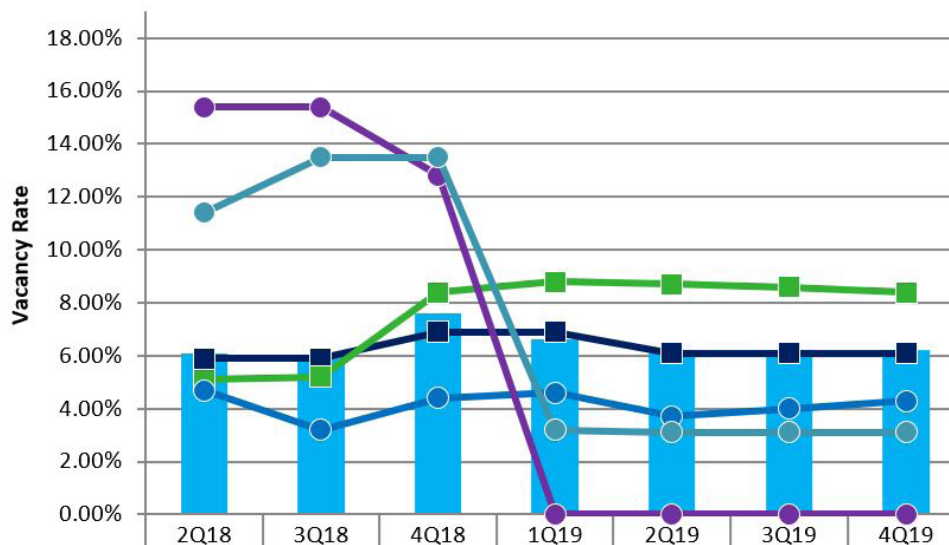
**0.0%**  
CHANGE IN  
VACANCY RATES

Vacancy Rates remained the same in Q4 2019 at 6.2%.

**159,935**  
LEASING ACTIVITY  
(SF)

There was 159,935 SF leased in Q4 2019 compared to 113,607 SF leased in Q3 2019.

## VACANCY RATES BY SUBMARKET



	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19
Region Avg	6.10%	6.00%	7.60%	6.60%	6.20%	6.20%	6.20%
Fredericksburg City	5.90%	5.90%	6.90%	6.90%	6.10%	6.10%	6.10%
Spotsylvania	5.10%	5.20%	8.40%	8.80%	8.70%	8.60%	8.40%
Stafford	4.70%	3.20%	4.40%	4.60%	3.70%	4.00%	4.30%
King George	15.40%	15.40%	12.80%	0.00%	0.00%	0.00%	0.00%
Caroline	11.40%	13.50%	13.50%	3.20%	3.10%	3.10%	3.10%

# INDUSTRIALREPORT

## HIGHLIGHTS

Over 50,000 square feet of Net Absorption recorded in the last 3 quarters.

Over 306,000 square feet of industrial space has been leased in the last 3 quarters.

The Region currently has over 13.28 million square feet of existing industrial inventory.

There were no industrial deliveries in Q4 2019. There are currently 2 buildings under construction in Q4 2019 totaling 35,000 SF.

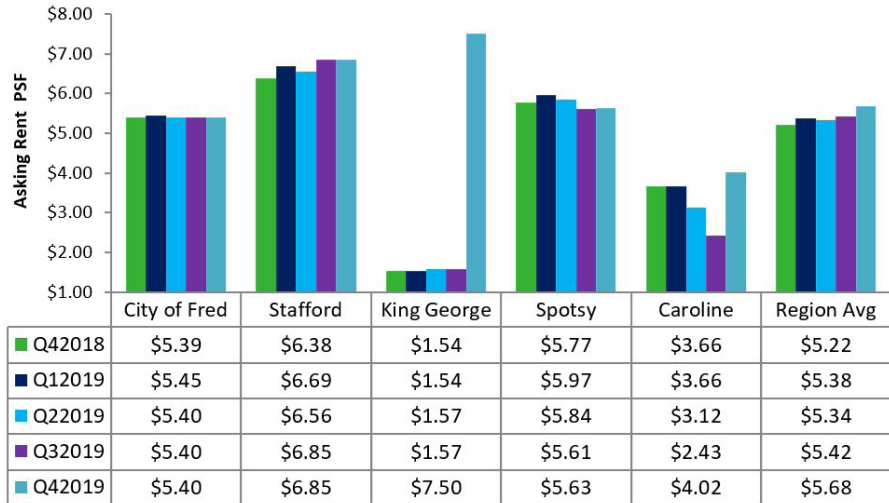
### Regional Industrial Stats (Q4-2019)

	REGION	HIGH	LOW
Rental Rates (NNN)	\$5.68	\$7.50 King George	\$4.02 Caroline
Vacancy	6.2%	8.4% Spotsy	0% King George
Total Inventory (SF)	13.28M	6.68M Spotsy	0.54M King George

### Existing Industrial (SF) By Locality (Q4-2019)

LOCALITY	EXISTING SQUARE FEET
Spotsylvania	6,685,476
Stafford	3,419,453
Fredericksburg City	1,140,866

### NNN INDUSTRIAL RENTAL RATES BY SUBMARKET



## MAJOR INDUSTRIAL & LAND ACTIVITY

TENANT / BUYER	ADDRESS	TYPE	SPACE LEASED / SOLD
Realty Exchange Corporation	19380 Richmond Tpke, Milford	Sale	3,528 SF - \$2,000,000
1117 Tyler St Owner LLC	1117 Tyler St, FXBG	Sale	35,420 SF - \$1,802,579
487 Lendall Ln Owner LLC	487 Lendall Ln, FXBG	Sale	18,483 SF - \$1,800,000
311 Central Rd Owner LLC	311 Central Rd, FXBG	Sale	26,608 SF - \$1,725,543
Red Dog Investments LLC	220 Tyler Von Way, Stafford	Sale	12,006 SF - \$1,325,000
44 Synan Rd Owner LLC	44 Synan Rd, FXBG	Sale	6,000 SF - \$860,000
16360 Industrial Dr Owner LLC	16360 Industrial Dr, Milford	Sale	21,368 SF - \$480,000
IDX Virginia	3010 Mine Rd, FXBG	Lease	41,650 SF
TES	3475 Lee Hill Dr, FXBG	Lease	40,000 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 6 years (2013-2018)! 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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