

RETAIL

MARKETVANTAGEPOINT

Q4
2019

FREDERICKSBURG REGION

COLDWELL BANKER COMMERCIAL ELITE



ELITE

RETAIL REPORT

THE NUMBERS Q4 2019

-7,308
NET ABSORPTION

Net Absorption down to -7,308 SF in Q4 2019 from 5,831 SF in Q3 of 2019.

1.69%
INCREASE IN
RETAIL RENT

Retail rent increased 1.69% in Q4 2019 from \$17.39 in Q3 2019 to \$17.69 in Q4 2019.

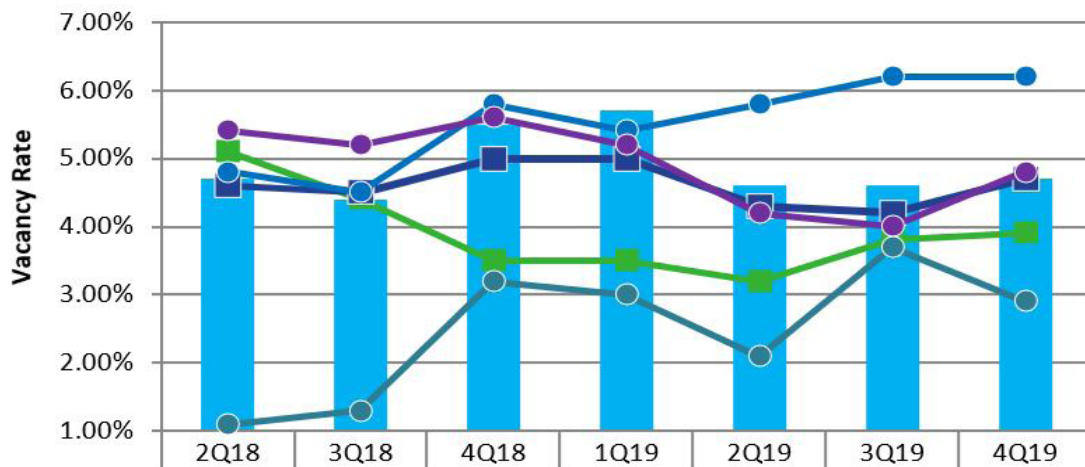
0.1%
INCREASE IN
VACANCY RATES

Vacancy Rates increased 0.1% in Q4 2019 to 4.7% from 4.6% in Q3 2019.

109,656
LEASING ACTIVITY
(SF)

There was 109,656 SF leased in Q4 2019 compared to 58,462 SF leased in Q3 2019.

RETAIL VACANCY RATES BY SUBMARKET



	2Q18	3Q18	4Q18	1Q19	2Q19	3Q19	4Q19
Region Avg	4.70%	4.40%	5.50%	5.70%	4.60%	4.60%	4.70%
Fredericksburg City	5.10%	4.40%	3.50%	3.50%	3.20%	3.80%	3.90%
Spotsylvania	4.60%	4.50%	5.00%	5.00%	4.30%	4.20%	4.70%
Stafford	4.80%	4.50%	5.80%	5.40%	5.80%	6.20%	6.20%
King George	5.40%	5.20%	5.60%	5.20%	4.20%	4.00%	4.80%
Caroline	1.10%	1.30%	3.20%	3.00%	2.10%	3.70%	2.90%

RETAILREPORT

HIGHLIGHTS

-6,966 square feet of Net Absorption recorded in the last 3 quarters.

Just over 330,000 square feet of Retail space was leased in 2019.

The Region has over 21.39 million square feet of existing retail inventory.

In Q4 2019 there was 2 deliveries consisting of 11,000 SF. There are 4 buildings under construction totaling 44,498 SF.

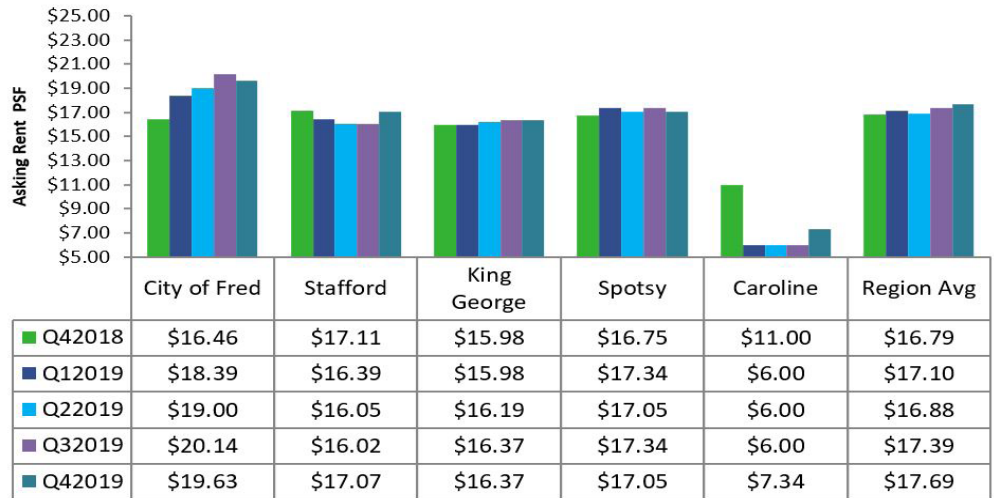
Regional Stats (Q4-2019)

	REGION	HIGH	LOW
Rental Rates (NNN)	\$17.69	\$19.63 City of Fred	\$7.34 Caroline
Vacancy	4.7%	6.2% Stafford	2.9% Caroline
Total Inventory (SF)	21.39M	8.99M Spotsy	661K Caroline

Existing (SF) By Locality (Q4-2019)

LOCALITY	EXISTING SQUARE FEET
Spotsylvania	8,991,036
Stafford	5,318,357
Fredericksburg City	5,464,270

RETAIL RENTAL RATES BY SUBMARKET



MAJOR RETAIL ACTIVITY

TENANT / BUYER	LOCATION	TYPE	SPACE LEASED / SOLD
Bethard Realty LLC	5208A Jefferson Davis Hwy, FXBG	Sold	19,000 SF - \$6,832,095
Bethard Realty LLC	5208 Jefferson Davis Hwy, FXBG	Sold	14,650 SF - \$5,267,905
FX Net Lease Holdings LLC	3557 Plank Rd, FXBG	Sold	3,780 SF - \$2,718,344
Trivett's Furniture	9721 Jefferson Davis Hwy, FXBG	Sold	50,227 SF - \$2,600,000
Sareen Realty, Inc	155 Garrisonville Rd, Stafford	Sold	5,070 SF - \$1,900,000
5116 Mudd Tavern Owner LLC	5116 Mudd Tavern Rd, Woodford	Sold	700 SF - \$850,000
3401 Plank Rd Owner LLC	3401 Plank Rd, FXBG	Sold	2,496 SF - \$710,000
10184 Kings Hwy Owner LLC	10184 Kings Hwy, King George	Sold	7,200 SF - \$650,000
2606 Jefferson Davis Hwy Owner LLC	2606 Jefferson Davis Hwy, Stafford	Sold	1,500 SF - \$485,000
CVS Pharmacy	6010 Plank Rd, FXBG	Lease	9,656 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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