

# THE PORTER REPORT

Q1 2021 | RICHMOND, VA INDUSTRIAL MARKET REVIEW

## INDUSTRIAL CONSTRUCTION PIPELINE REMAINS ACTIVE.

➡ At the end of the first quarter, the **overall industrial market occupancy** has decreased to **91% (Q1 2021)** down from 92% (Q4 2020), with the addition of two existing warehouse facilities to the vacancy. **Class A occupancy** has increased from 92% to **93%** overall while **Class B occupancy** has decreased from 94% to **92%**. Speculative warehouse construction remains active with multiple projects added to the pipeline and scheduled for delivery in 2021/2022. Power management company Eaton plans to invest \$3.6 million to move production from California to its existing facility in Eastern Henrico, creating 80 new jobs with expanded production capabilities and new lines for electrical component manufacturing. Rampart Real Estate Partners acquired two tracts in the Rocketts Landing area (Richmond City) on Orleans Street for a combined \$12.04 million. The parcels include two fully leased industrial buildings totaling 165,000 square feet on 13.5 acres.

➡ **Chesterfield County's Economic Development Authority** sold 307 acres of the land it acquired in March, 2020 adjacent to the county-owned Meadowville Technology Park. The transfer occurred simultaneously with Chesterfield's purchase of the land though the sale was not known publicly at the time. The 307-acre parcel sold to Peanut LLC for \$18.1 million on the same day the county closed on the entire 353-acre site for \$21.1 million. The buyer, Peanut LLC, intends to develop the land for commercial use, though no details on the specifics of the project or the buyer's identity have been revealed. The property is zoned I-3, which allows for heavy industrial uses. Peanut LLC also acquired 5 acres from Altria for approximately \$308,000.

➡ **Red Rock Development** also purchased 54 acres in the Meadowville Technology Park from Chesterfield County with plans to build a 350,000-square-foot speculative warehouse. Based in South Carolina, Red Rock has started construction of the new industrial facility in partnership with Westport Capital Partners, with construction expected to be complete in late 2021. The facility is expected to cost \$20 million and will include 185-foot truck courts and 36-foot ceilings. The value of the land acquisition has not yet been published. Chesterfield County indicated there is not an end user in place for the site, but they will market the facility to companies in the food-and-beverage, logistics, and packing sectors. The project is the first speculative warehouse to be built in the park.

➡ Local developer **Sauer Properties** has submitted plans for the first phase of development at the Sauer Industrial Center, a 450-acre site in Eastern Henrico County, proximate to RIC International Airport. Sauer secured zoning for approximately half of the property last fall with plans to ultimately build 3.3 million square feet of class A industrial space. Indiana-based **Becknell Industrial** is developing the first phase, which would consist of two warehouse buildings totaling 837,000 square feet on a 48-acre parcel. Becknell has also just completed construction on the second phase of the Airport Logistics Center, with 96,000 square feet remaining for lease.

## FEATURED PROPERTY 13721 JEFFERSON DAVIS HIGHWAY I-95 Access @ Route 10 (Exit 61)

**Plant 4: Up to 150,875 SF Existing + 175,000 SF Proposed**

Plant 4 North: 50,875 SF (2,875 SF Office) • 5 Docks, 1 Drive-In Door

Plant 4 South: 100,000 SF (5,735 SF Office) • 12 Dock Doors

Ceiling Heights Varying Up to 30'5"

2000 Amp 480 Volt 3 Phase Electrical Service

Parking Up to 442 Car Spaces • Gated Security • Zoned I-1

Wet Sprinklers • Natural Gas Available • High Efficiency LED Lighting

Contact Exclusive Agents:

Richard W. Porter, CCIM, SIOR  
804.521.1443 | dick@porterinc.com

Clifford B. Porter, CCIM, SIOR  
804.521.1442 | cliff@porterinc.com



## INDUSTRIAL CONSTRUCTION PIPELINE

- ➡ 650,250 SF Southpoint Business Center
- ➡ 405,000 SF Willis Commerce Center
- ➡ 353,044 SF Meadowville Technology Park
- ➡ 260,000 SF Cardinal Commerce Center, Phase I
- ➡ 238,000 SF Northlake 95 Center
- ➡ 202,500 SF North Richmond Industrial
- ➡ 194,880 SF Southpoint Business Center
- ➡ 133,039 SF James River Logistics Center
- ➡ 129,750 SF Airport Logistics Center (3)
- ➡ 100,000 SF Winding Brook Industrial Park

- Delivery Q4 2021 (Prince George Co)
- Delivery Q4 2020 (Chesterfield Co)
- Delivery Q4 2021 (Chesterfield Co)
- Delivery Q4 2020 (Hanover Co)
- Delivery Q4 2020 (Hanover Co)
- Delivery Q3 2021 (Hanover Co)
- Delivery Q4 2020 (Prince George Co)
- Delivery Q3 2021 (Chesterfield Co)
- Planned Q1 2022 (Henrico Co)
- Delivery Q3 2021 (Hanover Co)

- Hollingsworth
- Scannell
- Red Rock
- Scannell
- MDH
- MacKenzie
- Hollingsworth
- Devon
- Becknell
- Holladay
- No Preleasing Announced
- 100% Vacant
- No Preleasing Announced
- 50% Preleased
- 110,000 SF Remaining For Lease
- 125,500 SF Remaining For Lease
- No Preleasing Announced
- 100% Preleased
- No Preleasing Announced
- 100% Preleased/BTS



# FEATURED PROPERTIES

Q1 2021

**PORTER**  
REALTY



**Cliff Porter**  
CCIM, SIOR  
804.521.1442  
cliff@porterinc.com

## Office Condo Investment



**10160 Staples Mill Road**  
8,916 SF Office Condo Building  
100% Leased, 7.5% Cap Rate  
Crossridge Office Park Location  
Zoned O-2C, Built 2005  
Ability to Further Condo  
Ample Parking  
For Sale: Under Contract

## Airport Area Industrial



**Airport Logistics Center (2)**  
96,574 SF Available  
16.2 Acres Zoned M-2C  
32' Clear Ceilings, Office to Suit  
135' Truck Court Depths  
60' Loading Bay, Trailer Parking  
Multiple Drive-In Doors  
For Lease: Call for Information

## High Bay Industrial



**Airport Logistics Center (3 & 4)**  
Building 3: 129,750 SF Q1 2022  
Building 4: 187,500 SF Planned  
Pre-Cast Concrete, 7" Floor Slab  
LED Lighting, ESFR Sprinkler  
Rail Potential, All Utilities On Site  
RIC International Airport Area  
For Lease: Call for Information

## Diamond Area Location



**1601 Sherwood Avenue**  
47,546 SF Warehouse Facility  
Majority Air Conditioned  
Wet Sprinklers, 800 Amp  
3 Phase Electrical, Zoned M-1  
8 Docks + Enclosed Dock Area  
Fenced Outside Storage Area  
For Lease: Owner/Agent



**Byron Holmes**  
CCIM, SIOR  
804.521.1448  
byron@porterinc.com

## Pad Sites Available



**1754 & 1800 Oak Lake Blvd**  
Site Plan Approved  
Site Work Complete  
Site 1: 2.6 Acres (24,600 SF)  
Site 2: 4.2 Acres (57,764 SF)  
Zoned I-1: Outside Storage  
Proposed Buildings: Sale/Lease  
For Sale: \$350,000/Acre

## Proximate to Rt. 288



**2240 Oak Lake Boulevard**  
21,159 SF Free-Standing Building  
Additional 8,183 SF 2nd Floor  
Office & Mezzanine, 1.85 Acres  
100% HVAC/Sprinklered  
Elevator, Drive-In Loading  
Adjacent Land Priced Separately  
For Sale: \$1,500,000

## Moorefield Office Park



**9701 Metropolitan Court**  
14,283 SF Office Available  
Spaces from 3,000 SF  
Single Story Building  
Storage Options Available  
Professional Brick/Glass Exterior  
Chesterfield County Location  
For Lease: \$10 to \$12/SF Gross

## Near West End Location



**7807 West Broad Street**  
2,262 SF Freestanding Retail  
Signalized Intersection  
West Broad & Hungary Spring Rd  
40,000 Vehicles Per Day  
Pylon Sign Available, Zoned B-3  
Location on GRTC Bus Line  
For Lease: \$6,500/Month NNN



**Kevin Cox**  
804.521.1468  
kevin@porterinc.com

## Hanover Air Park Location



**11201 Hopson Road**  
Office/Warehouse Units  
Suite A: 3,960 SF Available  
19' to 22' Ceiling Height  
10' x 10' Drive-In Loading  
Zoned M-3 Industrial  
I-95 Access @ Sliding Hill Rd  
For Lease: \$10.00/SF Gross

## Hanover Location Off Rt. 1



**10385 Wood Park Court**  
1,800 to 18,000 SF Units Available  
Warehouse Storage, Zoned M-2  
16' to 20' Ceilings, 3 Phase Power  
Units Include Restroom &  
1 Drive-In Door (12' x 12')  
Available Q4 2020  
For Lease: \$8.00/SF NNN

## Hanover Industrial Air Park



**11277 Air Park Road**  
12,000 SF 2-Story Office  
Detached Warehouses:  
1,800 SF + 6,100 SF  
3.28 Acres, Zoned M-3  
5 Drive-In Loading Doors  
Immediate I-95 Access  
For Sale: \$1,800,000

## Industrial Investment



**8433 Erle Road (Mechanicsville)**  
60,800 SF Office/Warehouse  
Updated 2-Story Office, 3 Acres  
5 Docks + 3 Drive-In Doors  
Sprinklers, 3 Phase Electrical  
Ellerson Industrial Park Location  
9-Year Lease: 7.3% Cap Rate  
For Sale: \$3,300,000



**1201 Old Francis Road**  
5,885 SF 2-Story Office Building  
Additional 2,142 SF Basement  
22 Parking Spaces on 1.24 Acres  
Zoned B-3, Convenient to I-95/I-295  
Available: Call for Information  
Co-Listed with: Cliff Porter  
CONTACT: WILSON FLOHR  
804.521.1458



**23025 Airpark Drive (Dinwiddie)**  
11,120 SF 2-Building Complex  
Located on 2.86 Acres, Zoned M-2  
Fenced & Graveled Yard Area  
Investment Sale: 100% Leased  
For Sale: \$638,000  
Co-Listed with: Cliff Porter  
CONTACT: ROBERT PORTER III  
804.521.1455



**11267 Air Park Road**  
1,865 SF Office/Warehouse Available  
LED Lighting in Warehouse  
3 Phase Electrical, 3 Drive-In Doors  
Fenced Outside Storage Available  
For Lease: \$1,500/Month  
For Sale: \$250,000  
CONTACT: BYRON HOLMES  
804.521.1448



**10985 Leadbetter Road**  
Hanover Industrial Air Park  
Parcel 1: 5.658 Acres Zoned M-3  
For Sale: \$925,000  
Parcel 2: 0.836 Acre Zoned M-3  
Site Plan Approved: 7,200 SF  
For Sale: \$155,000  
CONTACT: KEVIN COX  
804.521.1468

Porter Realty Company, Inc. • 4801 Radford Avenue • P.O. Box 6482 • Richmond, VA 23230

804.353.7994 | porterinc.com

No warranty or representation is made as to the accuracy of the foregoing information.



# FEATURED PROPERTIES

Q1 2021

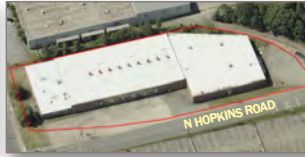


## Immediate I-95 Access



**15801 Happy Hill Road**  
2-Building Industrial Complex  
56,869 SF Total on 4.61 Acres  
Fenced Loading Area, Zoned M-2  
5 Docks & 1 Drive-In Door  
Technology Zone Location  
For Sale: \$2,560,000  
For Lease: \$4.25/SF Gross

## Enterprise Zone & HUB Zone



**1306 Jefferson Davis Hwy**  
Rear: 30,000 SF (18' Clear)  
Front: 48,000 SF Leased  
78,000 SF Total Facility  
3.2 Acres Zoned M-1  
Wet Sprinklers, Heavy Electrical  
Lease: \$3.50/SF Base  
Sale Possible: Call for Information

## I-95 Access @ Rives Road



**3800 Corporate Road**  
6.515 Acres Outside Wetlands  
Zoned M-1/B-2  
Water/Sewer Available  
Immediate I-95 & I-295 Access  
4 Miles to I-85/Petersburg VA  
~875' Frontage of Rives Road  
For Sale: \$300,000

## Manchester Portfolio



**Maury Street & Marx Street**  
4.54 Acres + Office/Shop  
Redevelopment Potential  
Zoned M-2 Industrial  
Opportunity Zone & Enterprise  
Zone Location  
Immediate I-95 Access  
For Sale: Call for Information



**Dick Porter**  
CCIM, SIOR  
804.521.1443  
[dick@porterinc.com](mailto:dick@porterinc.com)

## 71,000 Vehicles Per Day



**13204 Hull Street Road**  
2,785 SF Available for Lease  
Ample Parking, Zoned C-2  
Convenient & Highly Visible  
Brandermill Location  
Building + Pylon Signage  
For Lease: \$25.00/SF NNN  
Owner/Agent

## Multi-Family Potential



**2190 Westwood Avenue**  
4.61 Acres Zoned M-2  
Highly Visible Location Proximate  
to Diamond, Dabney & Scott's  
Addition Opposite Carvana &  
Proximate to TopGolf  
Call for Pricing Information  
Owner/Agent

## 39,000 Vehicles Per Day



**8400 West Broad Street**  
7,998 Available Immediately  
Free-Standing Retail Building  
Excellent Signage & Visibility  
Ample Parking, Located  
Near Broad St & Parham Rd  
Available: Call for Information  
Owner/Agent

## Hanover Industrial Air Park



**10990 Air Park Road**  
29,090 SF Industrial Facility  
5.6 Acres Zoned M-3  
18 Drive-In Doors, 24' Ceilings  
800 Amp 120/280 Volt 3 Phase  
Ample Parking, Paved Yard  
Sale/Lease: Call for Information  
Co-Listed with: Kevin Cox



**Bob Porter**  
CCIM, SIOR  
804.521.1441  
[bob@porterinc.com](mailto:bob@porterinc.com)

## New Flex Construction!



**219 Turner Road**  
82,000 SF Office/Warehouse  
Suites from 2,500 SF  
18' Ceilings, Drive-In Loading  
Zoned C-4, Opportunity Zone  
Located Near Chesterfield Mall  
Delivery Fall 2020  
For Lease: \$10.00/SF IG

## Near West End Office



**5800 Mayland Drive**  
3,461 SF Office Building  
Office Furnishings Negotiable  
19 Parking Spaces  
Henrico County Location  
Immediate I-64 Access  
Newly Updated Roof & HVAC  
For Sale: \$625,000

## Lakeridge Industrial Park



**10470 Wilden Drive**  
Up to 7,998 SF Contiguous  
Suite B: 2,666 SF (Avail 02/20)  
Suite C: 2,666 SF  
Suite D: 2,666 SF  
Dock Loading, 14' Ceilings  
Ample Parking, Zoned M-2  
For Lease: \$9.00/SF MG

## Diamond Area Location



**1108 Dinneen Street**  
1,896 SF 2-Story Office  
1.41 Acres Total, Fenced Yard  
3 Private Offices + Kitchenette  
Large Conference Area  
Zoned M-1, Built 1924  
Off Hermitage Rd & W Leigh St  
For Lease: \$2,250/Month



**Wilson Flohr**  
804.521.1458  
[wilson@porterinc.com](mailto:wilson@porterinc.com)

## Fully Conditioned Facility



**1033 Church Rd (Blackstone, VA)**  
111,235 SF Manufacturing Facility  
65,000 SF Manufacturing &  
42,000 SF Warehouse, Zoned M-2  
18.8 Acres, Expansion Potential  
6 Docks, 3 Drive-In Doors  
Wet Sprinklers, Heavy Power  
Sale: Call for Information

## 50-Door Distribution Facility



**3609 East Belt Boulevard**  
16,590 SF Total Building  
Includes 3,000 SF Office  
4.78 Acres Zoned M-1  
Paved/Fenced Storage Area  
Concrete Pad for Potential  
Shop/Additional Warehouse  
Available: Call for Information

## Automotive Complex



**601 East Nine Mile Road**  
1,311 SF Facility Includes  
250 SF Office on 0.45 Acre  
2-Bay Garage + Lifts  
Existing Mechanic On-Site  
Existing U-Haul Dealership  
I-64 Access @ Airport Drive  
For Sale: \$275,000

## I-64 @ Mechanicsville Tnkp



**Glenfield Business Center**  
Suite 2501: 21,175 SF Available  
7,645 SF Office, 5 Docks  
2541-2555 Mechanicsville Tnkp  
12,000 SF Office/Warehouse  
8 Drive-Ins & 1 Dock, Zoned M-1  
For Lease: Call for Information  
Co-Listed with: Cliff Porter



**Robert Porter III**  
804.521.1455  
[rep3@porterinc.com](mailto:rep3@porterinc.com)

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804.353.7994 | [porterinc.com](http://porterinc.com)

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# INDUSTRIAL MARKET VACANCY

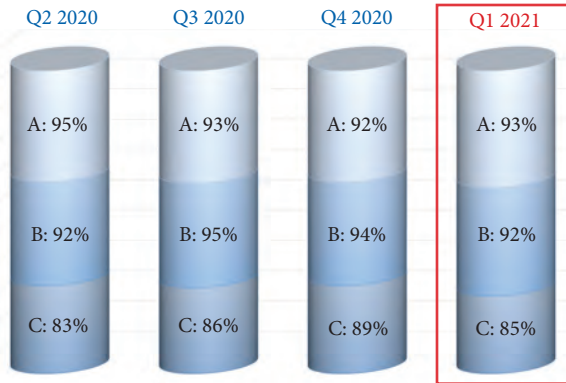
Q1 2021



## VACANT & INVESTOR-OWNED INDUSTRIAL PRODUCT\*

40K SF MIN RBA\* EXCLUDING FLEX & OWNER-OCCUPIED PROPERTIES | \*RBA Total: 32.85MM SF in 203 Existing Buildings

### OCCUPANCY RATES & NET ABSORPTION



Class A/B Combined Occupancy: 93%

Net Absorption from Q4 2020:

Class A/B: +104,228 SF

Class C: -194,816 SF

CoStar reports an industrial occupancy rate of 96.3%, an increase from 95.2% at the end of the 3rd quarter of 2020, based on a total 117.9 million square feet RBA in 2,814 existing warehouse properties, and a positive net absorption of 943,396 square feet for the quarter. CoStar's industrial RBA includes both owner-occupied and investor-owned properties, but excludes flex space, defined as 50% minimum office.

#### Vacancy Rate & Trends

**40k < 75k SF RBA**

RBA: 3.24MM SF (61 Buildings)

RBA: 9.9% of Total Market

	Class A	Class B	Class C
Total Bldgs	6	32	23
Total RBA	346,068	1,705,177	1,190,682
Vacant SF	0	149,277	179,356
Vacancy Rate	0%	9%	15%

CLASS A	NWQ	NEQ	SWQ	SEQ
Total Bldgs	2	2	1	1
Total RBA	120,025	132,000	54,000	40,043
Vacant SF	0	0	0	0
Vacancy Rate	0%	0%	0%	0%

CLASS B	NWQ	NEQ	SWQ	SEQ
Total Bldgs	13	9	7	3
Total RBA	669,166	468,522	413,689	153,800
Vacant SF	64,164	78,263	6,850	0
Vacancy Rate	10%	17%	2%	0%

CLASS C	NWQ	NEQ	SWQ	SEQ
Total Bldgs	10	5	6	2
Total RBA	538,333	259,850	284,679	107,820
Vacant SF	69,353	49,962	60,041	0
Vacancy Rate	13%	19%	21%	0%

#### Vacancy Rate & Trends

**75k < 150k SF RBA**

RBA: 7.13MM SF (67 Bldgs)

RBA: 21.7% of Total Market

	Class A	Class B	Class C
Total Bldgs	24	28	15
Total RBA	2,780,031	2,938,810	1,413,944
Vacant SF	64,290	200,331	98,414
Vacancy Rate	2%	7%	7%

CLASS A	NWQ	NEQ	SWQ	SEQ
Total Bldgs	5	11	3	5
Total RBA	514,065	1.31MM	331,460	627,319
Vacant SF	0	0	64,290	0
Vacancy Rate	0%	0%	19%	0%

CLASS B	NWQ	NEQ	SWQ	SEQ
Total Bldgs	2	12	10	4
Total RBA	209,546	1.27MM	1.10MM	363,200
Vacant SF	0	134,521	65,810	0
Vacancy Rate	0%	11%	6%	0%

CLASS C	NWQ	NEQ	SWQ	SEQ
Total Bldgs	4	3	7	1
Total RBA	377,305	237,848	675,993	122,798
Vacant SF	0	0	98,414	0
Vacancy Rate	0%	0%	15%	0%

#### Vacancy Rate & Trends

**150k SF Min RBA**

RBA: 22.48MM SF (75 Bldgs)

RBA: 68.4% of Total Market

	Class A	Class B	Class C
Total Bldgs	43	21	11
Total RBA	15,393,860	4,563,258	2,518,693
Vacant SF	1.26MM	362,300	486,661
Vacancy Rate	8%	8%	19%

CLASS A	NWQ	NEQ	SWQ	SEQ
Total Bldgs	7	15	3	18
Total RBA	1.80MM	4.29MM	2.02MM	7.28MM
Vacant SF	323,217	110,374	0	826,689
Vacancy Rate	18%	3%	0%	11%

CLASS B	NWQ	NEQ	SWQ	SEQ
Total Bldgs	3	9	7	2
Total RBA	786,826	1.78MM	1.34MM	653,684
Vacant SF	212,300	0	150,000	0
Vacancy Rate	27%	0%	12%	0%

CLASS C	NWQ	NEQ	SWQ	SEQ
Total Bldgs	2	1	6	2
Total RBA	336,138	200,000	1.18MM	805,500
Vacant SF	0	0	221,250	265,411
Vacancy Rate	0%	0%	19%	33%

### SELECTED SALE TRANSACTIONS

- ⇒ 170,625 SF Investment | 4300 Carolina Avenue (Henrico Co)
- ⇒ 170,625 SF Investment | 200 & 300 Orleans Street (Richmond City)
- ⇒ 34,150 SF Owner/User | 3017 Vernon Road (Henrico Co)
- ⇒ 32,600 SF Investment | 5701 Midlothian Tnpk (Richmond City)

### SELECTED LEASE TRANSACTIONS

- ⇒ 144,606 SF Airport Logistics Center (Henrico Co)
- ⇒ 72,000 SF Richmond Distribution Center (Henrico Co)
- ⇒ 39,405 SF Airport Distribution Center (Henrico Co)
- ⇒ 35,000 SF 11011 Richardson Road (Hanover Co)
- ⇒ 25,000 SF 2001 Dabney Road (Henrico Co)



# INDUSTRIAL MARKET REVIEW

## CoStar, WSJ & Supply Chain Dive Reports

### CoStar Report: Here's How Industrial Space Demand Is Spilling Out of Warehouses. And Investors Are Taking Notice.

By Marissa Luck | March 3, 2021

While most investors have been snatching up small last-mile delivery stations and big e-commerce warehouses, there is another niche industrial asset class becoming increasingly important in the age of super-fast shipping: outdoor storage areas.

Also known as industrial service facilities, or ISF for short, the sites are usually built close to large airports, ports, railroads and major highways and typically are mostly concrete, with less than 20% of the property covered by a building. Tenants use the space to store and sort products, equipment, building materials, containers, trailers and trucks, making the properties an important link in the logistics supply chain.

Triten Real Estate Partners, a real estate firm with Houston and Dallas offices, has been building a portfolio of ISF properties comprising 160 acres over the past 18 months. Triten Real Estate secured a \$150 million investment from an undisclosed institutional investor and plans to buy about \$400 million of ISF properties across the country in the next three years, becoming a dominant player in the niche sector to ride the wave of the e-commerce boom, particularly during the pandemic.

ISF properties are usually owned by occupiers, so it's not common for one real estate investor to collect a portfolio of ISF properties as part of a large national portfolio, said Scott Arnoldy, founder of Triten Real Estate, in an interview.

Other real estate companies such as Industrial Outdoor Ventures of Chicago and Alterra Property out of Philadelphia are also active in owning ISF properties, which are sometimes called outdoor storage facilities or industrial outdoor storage. Industrial Outdoor Ventures describes itself as the only national investor specializing in outdoor storage facilities. Meanwhile, Alterra's industrial outdoor storage platform has acquired about \$250 million of ISF sites across 50 properties, according to its website.



"There is a whole ecosystem revolving around trucks, trailers, parking and chassis and container yards that is under our nose in plain sight," said Arnoldy. "It's just an incrementally fragmented asset class that the brokerage community is not very deep in. There are not a lot of people that work in it."

Triten Real Estate is under contract to buy \$50 million of ISF properties spread across Atlanta, Georgia; Chicago, Illinois; Columbus, Ohio; the Dallas-Fort Worth area in Texas; Denver, Colorado; the Kansas City area; Phoenix, Arizona; Orlando, Florida; and Southern California, according to the company. The sites include truck terminals, equipment maintenance fields, trailer yards, fleet facilities and other outdoor storage areas.

Arnoldy estimates the scale of the ISF asset class could easily rival the size of the Class A warehouse asset class. Triten Real Estate estimates there are \$115 billion to \$130 billion of ISF properties across the country, compared to \$45 billion to \$50 billion of Class A warehouse space, citing data from CoStar and the Bureau of Economic Analysis. Arnoldy argues that institutional capital is underexposed to ISF properties, so Triten Real Estate's goal is to package the properties together into a national portfolio of institutional scale.

# INDUSTRIAL MARKET FORECAST

## CoStar, WSJ & Supply Chain Dive Reports

"It just hasn't been institutionalized yet. The average size is \$7 million to \$10 million, so it doesn't have the scale institutions want on an individual basis, but collectively it does," Arnoldy said.

Triten Real Estate's investment comes as industrial real estate has been one of the most resilient real estate sectors during the pandemic, thanks to surging online sales. E-commerce sales hit \$209.5 billion in the third quarter last year, a 36% jump from the same time last year, according to the U.S. Census Bureau.

The rapid rise in e-commerce sales quickly exposed areas where retailers needed to expand, prompting online retailer Amazon and others to go on a development frenzy. CBRE has estimated that every \$1 billion in incremental e-commerce sales necessitates about 1.25 million square feet of additional warehouse space. It's possible that outdoor storage areas serving the warehouse and logistics sector could also become more in demand as companies try to make their supply chains more flexible.

"As industrial users opt to store more inventory to avoid disruptions in the global supply chain, I could see these relatively versatile properties becoming more popular among users, particularly with vacancy as low as it is among other last-mile" properties, said Abby Corbett, managing director and senior economist at CoStar, in an email. This subset of properties could fit into the last-mile supply chain and likely would be more valuable depending on their location and proximity to consumers, port or transportation hub, Corbett said.

E-commerce isn't the only user of ISF properties. Plastic manufacturers and petrochemical and energy companies could also tap into these logistics-oriented properties as well. For example, Triten Real Estate has acquired properties in the southeast Houston area that could serve the major petrochemical complex along the Houston Ship Channel that has already seen an increase in industrial space demand even during the pandemic. The sites can also serve as maintenance shops, contractor yards and bulk material distribution sites for big products such as roofing materials or lumber.

"We view ISF assets as mission-critical to the speed and efficiency of the global supply chain, and the pandemic has only further underlined the critical role these ISF assets serve," Arnoldy said.

### **Blue-Collar Jobs Boom as Covid-19 Boosts Housing, E-Commerce Demand. Residential construction, package delivery and warehousing jobs exceed pre-pandemic levels, and some companies can't find enough workers.**

**By Sarah Chaney Cambon, The Wall Street Journal | February 23, 2021**

The U.S.'s blue-collar workforce has begun to benefit from a strengthening job market.

An Orlando, Fla.-area home builder is seeking to add four construction workers to a six-person team in the midst of soaring housing demand during the pandemic. In Atlanta, a forklift driver rakes in overtime pay because the warehouse that employs him is so busy distributing packages. A Chicago-based truck-trailer manufacturer is increasingly hosting drive-through job fairs and raising wages by up to 7% as hiring picks up across its nine production plants.

Nationally, employment in residential construction, package delivery and warehousing now exceeds pre-pandemic levels. Manufacturers have steadily added back jobs after slashing payrolls last spring, though employment remains down about 5% from February 2020, according to Labor Department data. Job openings in many blue-collar occupations broke above pre-virus levels last summer and remain significantly elevated, figures from the online job site Indeed show.

Strength in housing and e-commerce during the pandemic has helped propel hiring in blue-collar occupations, which were hard





# INDUSTRIAL MARKET FORECAST

## CoStar, WSJ & Supply Chain Dive Reports

hit by previous recessions. Many economists and companies expect blue-collar jobs to continue growing, though at a slower pace, after the coronavirus is contained. They predict the key factors driving employer demand for blue-collar workers—a swift pickup in online orders and a buoyant housing market—will largely stay even after vaccines are widely distributed and consumers shift some of their spending from goods to services.

“The demand for the workers is not going to go down,” said David Berson, chief economist at Nationwide Mutual Insurance Co. “We’re still going to need good warehousing. We will continue to see great strength in the demand in the construction area, particularly housing.”

Economists also expect service-industry jobs, such as retail and restaurants, to see particularly big gains as the pandemic fades, helping propel broader economic growth.

One factor driving construction and housing jobs has been the Federal Reserve, which cut short-term interest rates to near zero last year and has indicated rates will remain low for the foreseeable future. Millennials—now in their prime home-buying years—will likely maintain a strong appetite for houses after the pandemic. Further, the pandemic sped up employers’ embrace of remote work and consumers’ accompanying desire for more space, often in lower-density areas. Telecommuting is expected to endure, though at lower levels than during the pandemic.

Home builders will likely remain in hiring mode as they scurry to bring more homes into a market that has suffered from historically low inventory levels. The residential construction sector began hiring again in May after cutbacks at the onset of the pandemic. Employment in the sector is now up 1% from February 2020, while it is down 6.5% across all industries.

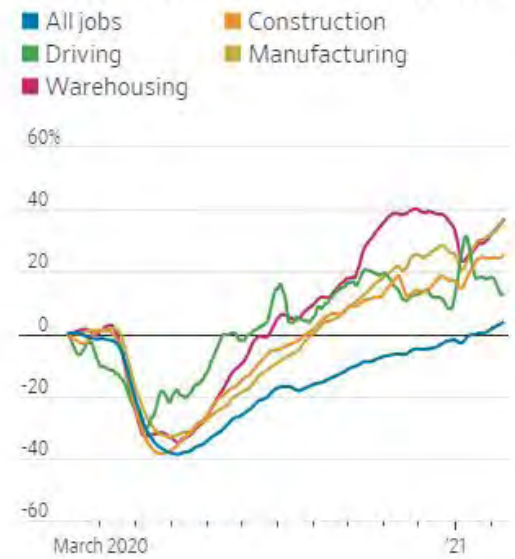
Job openings on Indeed are up 25.6% in construction compared with last February. Openings also rose by double digits in many transportation and distribution positions that involve delivering items such as yoga pants, air fryers and groceries to homes. Overall job openings rose 3.9% over the past year.

The blue-collar gains largely result from the growing adoption of online shopping during the pandemic, which is likely to last permanently. In a recent survey by the technology company Pitney Bowes, consumers said they do about 59% of their shopping online, and they expect to do 56% online after the pandemic ends. Before the coronavirus hit, consumers did about 39% of their shopping online.

Rapid growth in online orders during the pandemic has transformed how goods are distributed. In the past, items often just moved from the manufacturing plant to a big-box store for customer pickup, said Melissa Hassett, vice president of client delivery for ManpowerGroup Talent Solutions. The increase in home delivery “creates a need for many, many more drivers and many more touches on the package between the manufacturing plant and the home,” Ms. Hassett said. Many blue-collar companies are struggling to find workers to keep up with demand. Millions of people aren’t seeking work, in some cases because of increased child-care responsibilities or fear of contracting the coronavirus. Fewer young people are seeking work that involves operating machinery or lifting heavy objects, according to industry experts.

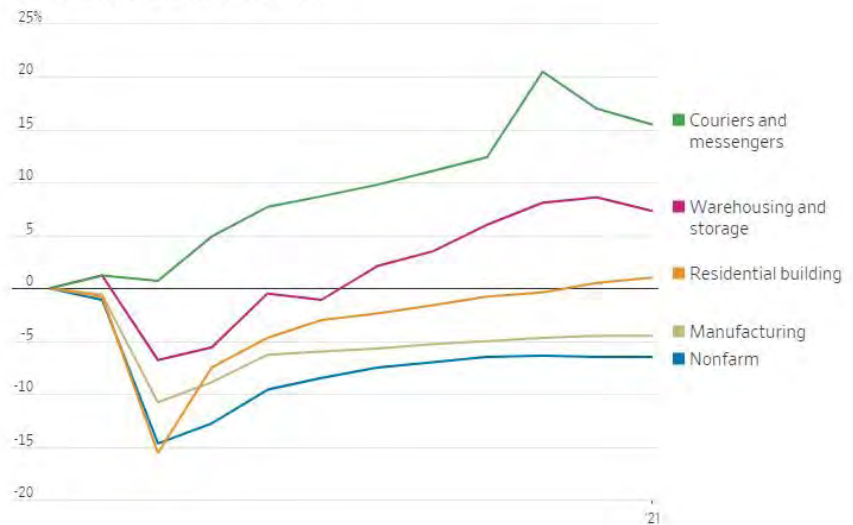
Finding workers has been a top challenge for Great Dane, said Brian Sage, executive vice president of

Change in job postings since February 2020



Source: Indeed

Change in payrolls since February 2020



Source: Labor Department

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manufacturing. The Chicago-based company manufactures trailers used for long-haul trucking and sells them to truck fleets and companies such as Amazon.com Inc., Walmart Inc. and FedEx Corp. so they can deliver goods.

After initial lockdowns last spring, shoppers began ramping up online purchases, and orders for the truck trailers that Great Dane makes shot up rapidly. Great Dane is seeking to add workers across its nine manufacturing plants and increase its head count by 20% to 25%.

“My ability to produce is being hindered most by...being able to get qualified workers,” Mr. Sage said. Mr. Sage expects orders for truck trailers to remain high after the pandemic fades. Many consumers who embraced the conveniences of online ordering will never fully return to their previous in-person shopping habits, he said. “We should be running pretty hard here for a while,” Mr. Sage said. “We have been hiring as fast as we can in all the plants, and we still have further to go.”

### E-Commerce Warehouse Productivity Could Improve Up To 20% With Greater Automation

By Matt Leonard, Supply Chain Dive | February 9, 2021

The use of automation in warehousing could help increase facility productivity — measured by revenue per square foot — by 10% to 20% in e-commerce real estate over the next three years, according to an estimate by Prologis. The model considers a “base” scenario that maintains a slight acceleration in automation and a “stretch” case that has adoption doubling. The level of productivity improvement varies across different types of automation, the researchers found. Automated storage and retrieval systems provide the most productivity increases while mobile or semi-mobile automation can lead to more modest improvements.

“It was really about improving order accuracy, speeding up order processing time, and using your human talents to its maximum potential,” Prologis Global Head of Research Melinda McLaughlin said of automation improving productivity.

Prologis’ research suggests that supply chains could increase capacity by improving productivity at existing facilities without moving into a larger location. That ability becomes critical with the industrial real estate market expected to remain tight. Over the next five years, Prologis expects the demand for industrial real estate to exceed supply by 140 million square feet.

“There has been a logistic space shortage in most markets across the U.S. for several years,” McLaughlin said, noting that it varies by market and supply chain function.

Finding space closer to population centers is more difficult, she said. E-commerce companies have been increasingly looking to develop fulfillment options closer to customers in an effort to execute faster fulfillment and delivery. But the researchers estimate that greater adoption of automation could reduce the demand for industrial real estate as existing facilities become more productive.

“Under the stretch adoption scenario, new demand would be about 170 [million square feet] above normal levels of supply,” the report reads. “In the base case, demand would still exceed supply by 290 [million square feet] using the midpoint of our estimates for cyclical, e-commerce and inventory growth.” McLaughlin said Prologis has heard a few anecdotes of customers who were unable to grow facilities physically and turned to automation to increase productivity.

Amazon, the face of e-commerce fulfillment automation, said increased productivity is one of the main benefits of its investment in robotics. Robotics increased the average number of items picked per hour for Amazon from 100 to around 300 or 400 depending on the team and location, according to The New York Times. But e-commerce companies don’t need to acquire a whole robotics company like Amazon did to see the benefits of automation. Some have seen benefits from simply adding conveyor belts, McLaughlin said.

“If you were having people transporting items across a floor over and over and over again, [adding a conveyor belt is] a quick way to... take something out that can easily can be done by a machine,” she said.

#### Automation expected to help increase productivity

Revenue in \$ / occupied logistics space in square feet, e-commerce

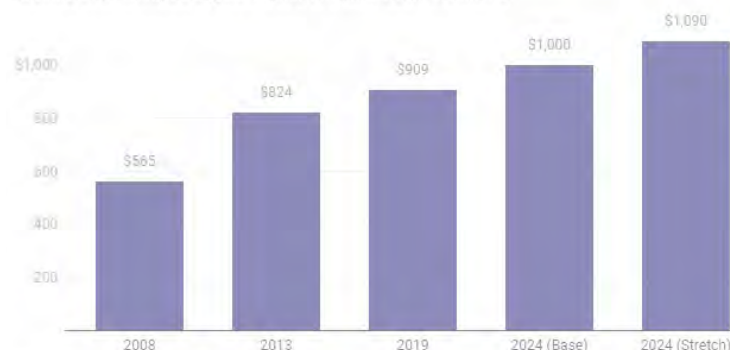


Chart: Matt Leonard / Supply Chain Dive • Source: Prologis • Created with Datawrapper



Working Hard, Working Smart... For Our Customers

## AVAILABLE INDUSTRIAL & OFFICE/SERVICE BUILDINGS, SITES & FACILITIES

### BUILD TO SUIT SITES AVAILABLE

### 1ST QUARTER 2021

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
<b>INVESTMENT</b>				
	1 Oakland Shopping Center: 100,586 SF Shopping Center on 10.2 Acres. 14 Tenants, Zoned for Community Shopping Center.	1110-1190 Julian R Allsbrook Hwy Roanoke Rapids, NC 27870	Sale: \$3,700,000	Byron Holmes
<b>NEW!</b>	2 <b>60,800 SF Office/Warehouse Facility, Updated 2-Story Office on 3 Acres. Zoned M-2. 5 Docks, 3 Drive-In Doors, 2000 Amp 3 Phase Service, Sprinklered.</b>	<b>8433 Erle Road (Mechanicsville, VA) Ellerson Industrial Park Location Convenient I-295 Access, Near I-95/I-64</b>	<b>Sale: \$3,300,000 Cap Rate: 7.3% (9-Year Lease)</b>	<b>Kevin Cox</b>
	3 40,000 SF Office/Warehouse Facility. 26,727 SF Occupied by Roofing Supply Group. 12,025 SF Office Available. 3 Acres Total Zoned M-3. Includes 1.13 Acres Concrete Yard Area. Wet Sprinkler System, 1600 Amp 3 Phase Service.	10991 Richardson Road (Ashland, VA) Hanover Air Park Location Immediate I-95/Sliding Hill Rd Access (Exit 86)	Sale: \$2,950,000 Cap Rate: 5% Potential 7.5 to 8% Cap Fully Leased	Kevin Cox
<b>UPDATED!</b>	4 Retail Investment Offering Leased to Family Dollar & Snap Fitness. 12,080 SF Total on 0.87 Acre. 40 Parking Spaces. New Roof 2018.	203 & 211 South Main Street (Amherst, VA) Four Colleges Located Within 15 Miles!	<b>Sale: \$1,195,000 NOI: \$91,000 (7.5% Cap Rate)</b>	Byron Holmes
<b>NEW!</b>	5 <b>Industrial Investment: 2-Building Complex 100% Leased. Building 1: 9,120 SF Office/Warehouse + Building 2: 2,000 SF. Fenced/Graveled Yard. Zoned M-2.</b>	<b>23025 Airpark Drive (Petersburg, VA) Dinwiddie Airport Industrial Park</b>	<b>Available: Call for Information</b>	<b>Cliff Porter Robert Porter III</b>
	6 <b>Fully Leased 8,916 SF Single Story Office/Condo Building. Built 2005, Zoned O-2C, Ability to Further Condo, Ample Parking. Shopping &amp; Restaurants Nearby.</b>	<b>10160 Staples Mill Road (Glen Allen, VA) Crossridge Office Park</b>	<b>UNDER CONTRACT!</b>	<b>Cliff Porter Robert Porter III</b>
	7 <b>8,500 SF Flex Building on 1 Acre Zoned I-1. New Roof.</b>	<b>13541 E Boundary Road (Midlothian, VA) Chesterfield County Location</b>	<b>SOLD!</b>	<b>Byron Holmes</b>
<b>UPDATED!</b>	8 100% Leased Office Investment. 6,432 SF Building. Offices Renovated, New Roof 2021. Three Tenants Total.	10045 Midlothian Turnpike Just West of Robious Road & Moorefield Park	<b>Sale: \$599,000 Cap Rate: 7.7%</b>	Byron Holmes
	9 Retail/Multi-Family Investment Opportunity. 4,560 SF Finished + 1,762 SF Unfinished Basement. 3-Story Building, Two 1-Bedroom + Two 2-Bedroom Units. Zoned B-6.	903 West Grace Street (City of Richmond) VCU Area Location off Broad Street	New Pricing! Sale: \$1,150,000	Wilson Flohr
<b>INDUSTRIAL/BULK WAREHOUSE (RICHMOND MSA)</b>				
<b>UPDATED!</b>	10 <b>Master Planned Industrial Park: Four Pad Ready Sites. Building 1: 246,760 SF Leased. Building 2: 96,574 SF Remaining. Building 3: 129,750 SF Planned. Building 4: 187,500 SF Planned.</b>	<b>AIRPORT LOGISTICS CENTER</b> Seven Hills Boulevard (Henrico County) Proximate to Richmond International Airport	<b>Lease: Call for Information Building 2: Ready</b>	Cliff Porter Exclusive Agent
	11 <b>171,820 SF Manufacturing Facility Includes 18,415 SF Office &amp; 153,405 SF Heated Warehouse. 5.85 Acres, Zoned M-1, 14 Docks, Wet Sprinklers, 3 Phase Electrical.</b>	<b>1609 Sherwood Avenue</b> Proximate to Boulevard Corridor Immediate I-95/I-64 Access!	<b>UNDER CONTRACT!</b>	<b>Bob Porter</b>
	12 165,000 to 250,000 SF Proposed Office/Service Distribution on 24.538 Acres. From 24' Clear. Zoned M-1.	Faces Entrance to RIC International Airport 5600 Audubon Drive (Henrico County)	Sale/Lease: Call for Information	Bob Porter Owner/Agent
<b>UPDATED!</b>	13 <b>Up to 150,875 SF Warehouse. Includes 8,610 SF Office. Multiple Dock &amp; Drive-In Loading. Ceilings Up To 30'5", 2000 Amp 3 Phase Service, Zoned I-1. 442 Parking Spaces, Wet Sprinklers, LED Lighting. Gated Security &amp; Guardhouse.</b>	13721 Jefferson Davis Highway Technology Zone Location I-95 Access @ Woods Edge Road (Exit 58) Chesterfield County	Lease: \$4.25/SF Gross + Utilities	Dick Porter Cliff Porter
	14 111,235 SF Facility Includes 65,000 SF Manufacturing, 42,000 SF Warehouse & 3,000 SF Office. 18.8 Acres Zoned M-2, Expandable. Fully Conditioned. 6 Docks, 3 Drive-In Doors, Wet Sprinkler System, Compressed Air.	1033 Church Street (Blackstone, VA) Nottoway County Location 30 Miles to Chesterfield County 35 Miles to Petersburg	Sale: Call for Information	Robert Porter III
	15 10,000 to 58,000 SF Available, Includes 7,849 SF Office. 2.06 Acres Zoned M-1, Wet Sprinklers, 480 Amp 3 Phase Service, 2 Interior Docks, 2 Van Height Docks, 2 Covered Docks. Freight Elevator.	1700 Venable Street Downtown Richmond: Immediate I-95 Access Opportunity Zone Location	Lease: Call for Information	Robert Porter III Cliff Porter
<b>NEW!</b>	16 <b>57,764 SF Building Proposed on 4.2 Acres. Zoned I-1 With Outside Storage. Site Plan Approved &amp; Site Work Complete.</b>	<b>Oak Lake Business Park</b> <b>1754 &amp; 1800 Oak Lake Boulevard</b> <b>Midlothian, VA (Chesterfield County)</b>	<b>Sale/Lease: Call for Information Land Sites for Sale: \$350,000/Acre</b>	<b>Byron Holmes</b>
	17 56,869 SF 2-Building Industrial Complex on 4.61 Acres. Zoned I-2. Multiple Dock Doors + 1 Drive-In. Rear Building Includes 5,108 SF Climate Controlled. Wet Sprinklers, Natural Gas Available. Fenced Loading + Guardhouse.	15801 Happy Hill Road Chesterfield County Technology Zone Immediate I-95 Access @ Woods Edge Road	Sale: \$2,560,000 Lease: \$4.25/SF Gross + Utilities	Dick Porter Cliff Porter

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
<b>NEW!</b>	18 Up to 47,546 SF Available. Includes 5,698 SF Office With Front Counter. Majority Air Conditioned, 800 Amp 3 Phase Electrical, Wet Sprinklers, 8 Docks + Enclosed Dock Area. 14' Ceilings, 2.11 Acres, Fenced Outside Storage.	1601 Sherwood Avenue Enterprise Zone: Adjacent to The Diamond Proximate to I-95/I-64/I-295	Lease: Can Subdivide	Cliff Porter Owner/Agent
	19 39,405 SF High Bay Warehouse Available. Office Built to Suit, 4 Docks, 1 Drive-In Door. 115 Parking Spaces, 6 Trailer Spots. LED Lighting, ESFR Sprinklers, Zoned M-1C.	2400 Distribution Drive (Henrico, VA) Airport Distribution Center, Building B	<b>LEASED!</b>	Cliff Porter
<b>NEW!</b>	20 37,500 SF Warehouse Facility, Includes 4,500 SF Office. 16.16 Acres Zoned I-2, Multiple Dock & Drive-In Doors, 1200 Amp Electrical Service, CSX Rail Spur, Fully Sprinklered. Multiple OH Cranes, Ceilings 16' to 28' Clear.	14500 Jefferson Davis Highway Immediate I-95 Access: Exits 58 & 61 Chester, VA (Chesterfield County)	Sale: Call for Information	Kevin Cox
	21 34,150 SF Office/Warehouse Facility, Includes 14,552 SF Office. 4 Docks + 1 Ramp, 14' to 20' Clear Ceilings. 3.04 Acres Total Zoned M-1.	3017 Vernon Road (Henrico County) Near West End Location Off Staples Mill & Hilliard Roads	<b>SOLD!</b>	Cliff Porter
	22 32,600 SF Office/Warehouse + Retail Potential. 4 Acres Total, Ample Parking. 2 Docks & 1 Drive-In Door, Up to 18' Ceilings. Wet Sprinklers, 3 Phase Electrical, Fenced Yard.	5701 Midlothian Turnpike Highly Visible Corner Location City of Richmond Enterprise Zone	Lease: Call for Information	Dick Porter
	23 32,000 SF Manufacturing/Distribution Facility. 2,000 SF Office, Backup Generator, 4 Docks, 1 Drive-In, 5.56 Acres Total Site. 100% HVAC, New Roof 2010.	133 Roxbury Industrial Center I-64 & Route 60 Access East of Richmond Charles City County, VA	Sale Possible: Call for Information Interim Tenant	Dick Porter Wilson Flohr
	24 30,000 SF Warehouse Available. Office/Restroom & Locker Room. 2 Docks + Mechanical Levelers/Seals, Additional Available. Substantive Electrical, Zoned M-2. New Roof, Wet Sprinklers, Heated + Lighting.	3801 Carolina Avenue (Henrico County) Off Laburnum Ave Proximate to RIR Raceway Enterprise Zone + Opportunity Zone	Lease: \$10,500/Month Gross Priced Separately: 1.5 Acres Paved & Fenced Lot	Dick Porter
	25 30,000 SF Office/Warehouse Available. Zoned M-1, 18' Ceilings, Wet Sprinkler System. CSX Rail Potential. 4 Docks, Substantial Electrical Service.	1306 Richmond Highway Central Location: Immediate I-95 Access Enterprise Zone & HUB Zone	Lease: \$3.50/SF Base + Pass Thrus	Dick Porter
	26 PAD READY: 30,000 SF Building, Zoned I-1.	8951 Whitepine Road Chesterfield Air Park Location	Lease: Call for Information	Byron Holmes
	27 29,090 SF Office/Warehouse Facility on 5.6 Acres, Zoned M-3. Metal Construction, 18 Drive-In Doors. 800 Amp 3 Phase Electrical, 24' Ceilings, 55 Parking Spaces.	10990 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location	Available: Call for Information	Bob Porter Kevin Cox
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (CHESTERFIELD, POWHATAN, MECKLENBURG COUNTIES)</b>				
	28 NEW CONSTRUCTION! 82,000 SF Flex Building, Suites from 2,500 SF Office/Warehouse. Drive-In Loading, Opportunity Zone Location Zoned C-4.	219 Turner Road (Chesterfield Co) Immediate Midlothian Trnprt. 60 Access	Lease: \$10.50/SF IG Delivery Fall, 2020	Wilson Flohr Byron Holmes
	29 Up to 32,000 SF Office/Warehouse Available (4,000 SF Minimum), Zoned I-1, 5 Docks & 3 Drive-Ins. Proposed New Construction!	7900 Whitepine Road (Chesterfield County) Chesterfield Air Park Location	Sale: \$102/SF Lease: Call for Information	Byron Holmes
<b>NEW!</b>	30 24,600 SF Building Proposed on 2.0 Acres. Zoned I-1 With Outside Storage. Site Plan Approved & Site Work Complete.	Oak Lake Business Park 1754 & 1800 Oak Lake Boulevard Midlothian, VA (Chesterfield County)	Sale/Lease: Call for Information Land Sites for Sale: \$350,000/Acre	Byron Holmes
<b>UPDATED!</b>	31 21,159 SF Office/Warehouse Building on 1.85 Acres. Additional 8,183 SF 2nd Floor Office/Mezzanine, 4,900 SF Finished Space. 100% HVAC, Fully Sprinklered, Elevator, Drive-In Loading.	2240 Oak Lake Boulevard (Midlothian, VA) Proximate to Rt. 288/Powhite Parkway Chesterfield County	Sale: \$1,500,000	Byron Holmes
	32 16,240 SF Facility, Includes 2,240 SF Office. 6.54 Acres Total Zoned IG, 2 Drive-In Doors & 2 Docks.	625 Lombardy Street (South Hill, VA) Mecklenburg County Location	<b>SOLD!</b>	Cliff Porter Robert Porter III
<b>UPDATED!</b>	33 NEW CONSTRUCTION: 7,500 SF Office/Warehouse Building, 4 Ground Level Doors (Potential to Add), Dock Loading Possible. 18' to 20' Ceilings, Zoned C-5. Delivery 6 Months.	16633 Jefferson Davis Highway Chesterfield County I-95 Access @ Woods Edge Road (Exit 58)	Lease: \$7.95/SF Net Can Subdivide: Minimum 3,000 SF	Byron Holmes
	34 Suite 485: 4,680 SF Office/Warehouse Available (Includes 2,812 SF Office). Dock Loading. Ample Parking, Building Signage Available.	Southport Corporate Center 461-491 Southlake Boulevard Located Off Route 60/Midlothian Turnpike	Lease: \$9.50/SF Office Lease: \$6.50/SF Warehouse	Byron Holmes
	35 Suite 522: 4,500 SF Office/Warehouse, 2 Restrooms, Dock Loading, 16' Ceilings, 3 Phase Electrical, Gas Heat. 100% Air Conditioned. Zoned I-1.	Southport Commercial Park 500-522 Southlake Boulevard	Lease: \$9.50/SF NNN	Byron Holmes
<b>NEW!</b>	36 Flex Space For Lease, Zoned C-5. Drive-In Access. Suite 241: 2,225 SF Available 08/2021. Suite 245: 2,225 SF Available 08/2021.	Granite Spring Trade Center 225-245 Granite Springs Road Chesterfield County	Lease: \$8.50/SF IG	Wilson Flohr
	37 3,212 SF Office/Warehouse Condo, Zoned I-1, Dock Loading.	537 Southlake Boulevard Southport Corporate Center Location	<b>SOLD!</b>	Byron Holmes
<b>NEW!</b>	38 2,700 SF Office/Warehouse Available. 50% Office Includes 4 Private Offices, Reception, Breakroom. 18' Ceilings in Warehouse. Zoned I-1.	14349 Sommerville Court (Midlothian, VA) Proximate to Rt. 60/Midlothian Turnpike Chesterfield County	Lease: \$9.95/SF IG	Byron Holmes
	39 Flex Space For Lease. Zoned I-1. Dock Loading Suite B: 2,100 SF Office/Warehouse.	11311 Business Center Drive Branchway Business Center (N Chesterfield) Well-Maintained Business Park	<b>LEASED!</b>	Wilson Flohr
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (GOOCHLAND &amp; LOUISA COUNTIES)</b>				



	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
<b>NEW!</b>	40 6,075 SF Office/Warehouse, Includes 800 SF Office + 2 Restrooms. Zoned M-2. Dock Loading, 18' to 22' Eave Height.	113 Midpoint Drive (Mineral, VA) Immediate I-64 Access @ Exit 152	Lease: \$3,700/Month Gross	Kevin Cox
	41 MINI-STORAGE UNITS: 4,500 SF (30' x 150') + 2 Each 4,500 SF Pad Sites. Zoned M-1/M-2. MOTIVATED SELLERS... Leasing Opportunities Available.	112 Midpoint Drive @ Midpoint Industrial Park Goochland County 34 Mi to Charlottesville & 39 Mi to Richmond	Mini-Storage Units For Sale: \$275,000 Pad Sites For Sale: \$50,000	Kevin Cox
	42 Office/Warehouse Condos Available: 2,000 SF to 4,000 SF. Includes 500 SF Open Office in Each + Drive-In Access. Zoned M-1/M-2. MOTIVATED OWNER!	112 Midpoint Dr, Building B Goochland County 34 Mi to Charlottesville & 39 Mi to Richmond	Unit B1 For Sale: \$122,900 Unit B2/B3 For Sale: \$208,900 For Lease: Call for Information	Kevin Cox
	43 One Office/Warehouse Condo Available: 2,000 SF Each. Includes 500 SF Open Office in Each + Drive-In Access. Zoned M-1/M-2. MOTIVATED OWNER!	112 Midpoint Dr, Building A Goochland County 34 Mi to Charlottesville & 39 Mi to Richmond	Unit A6 Available For Sale: \$126,900 For Lease: Call for Information	Kevin Cox
	44 1,500 SF Office/Warehouse Unit, Drive-In Door, Up to 6 Parking Spots. Zoned M-2.	2424 Granite Ridge Road (Rockville, VA)	Lease: \$1,750/Month Gross	Kevin Cox
	45 1,250 SF Office/Warehouse Unit Available. 1 Drive-In Door (10' x 10'), HVAC & Heat Pump in Office. Zoned M-2.	Rockville Commerce Center Industrial Park 2410-2414 Granite Ridge Road	Lease: \$1,100/Month	Kevin Cox
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (CAROLINE, HANOVER, KING WILLIAM &amp; ESSEX COUNTIES)</b>				
<b>NEW!</b>	46 19,900 SF Complex Includes 12,000 SF 2-Story Office + Detached Warehouses (1,800 SF & 6,100 SF). 3.28 Acres Zoned M-3. 5 Drive-In Loading Doors.	11277 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location	Sale: \$1,800,000	Kevin Cox
	47 18,000 SF Office/Warehouse Facility. Includes 2,500 SF Office, Ceilings 20' to 25' at Center. Zoned M-3, Radiant Heat in Warehouse.	11080 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location	<b>LEASED!</b>	Kevin Cox
<b>UPDATED!</b>	48 Available Q1 2021: 1,800 to 18,000 SF Warehouse Storage Units. 18' to 20' Ceiling Heights, 3 Phase Electrical Service. 12' x 14' Drive-In Loading Doors. Zoned M-2.	10385 Wood Park Court (Ashland, VA) Immediate I-95 & Route 1 Access	Lease: \$8.00/SF NNN	Kevin Cox
<b>NEW!</b>	49 10,000 SF Available, Includes 3,000 SF 2nd Floor Office + 7,000 SF Warehouse. 1 Drive-In, 20' to 22' Ceilings, Zoned M-2. Outside Storage Available. Heavy Electrical.	8407 Erle Road (Mechanicsville, VA) Ellerson Industrial Park Hanover County	Lease: Call for Information	Cliff Porter
	50 9,700 SF Office/Warehouse on 1.34 Acres, Zoned M-3. 3 Phase Power, Dock & Drive-In Loading. 843 SF Storage Shed. 8,500 SF Office/Warehouse Available for Lease.	11144 Progress Road (Ashland, VA) Hanover Industrial Air Park Location	Sale: \$1,500,000 Lease: \$6,675/Month NNN	Kevin Cox
	51 7,500 SF Freezer/Cooler & Processing Facility, Includes 1,150 SF Admin Space. 3 Loading Dock Doors.	8505 Bell Creek Road (Mechanicsville, VA) Located 1 Mile Off I-295 (Exit 38A)	Sale/Lease: Call for Information	Byron Holmes
	52 Rare Purchase Opportunity: 4,030 SF Airplane Hangar Building on 3.739 Acres. Erect-A-Tube Hangar, Includes 2 Offices, Reception Area. County Water & Sewer.	Hanover Industrial Air Park (Ashland, VA) Air Park Road Location	<b>UNDER CONTRACT!</b>	Kevin Cox
	53 Suite A: 3,960 SF Office/Warehouse. 19' to 22' Ceilings, Zoned M-3, 10' x 10' Drive-In Loading.	11201 Hopson Road (Ashland, VA) Hanover Industrial Air Park	Sale: \$10.00/SF Gross + Utilities	Kevin Cox
	54 3,223 SF Office/Warehouse, Zoned M-3. 18' Ceilings, 1 Drive-In Door, 200 Amp 3 Phase. 5 Parking Spaces.	11206 Leadbetter Road, Unit 4 Hanover Industrial Air Park Location	<b>SOLD!</b>	Kevin Cox
<b>UPDATED!</b>	55 Suite D: 2,666 SF Flex Space. Includes 1 Dock, 14' Clear, Zoned M-2. Ample Parking.	10470 Wilden Drive (Ashland, VA) Lakeridge Industrial Park Location	Lease: \$6.50/SF Modified Gross Short Term Leases Entertained "As Is"	Wilson Flohr
<b>NEW!</b>	56 2,500 SF Office/Warehouse, Includes 1,000 SF Office. Zoned M-3, 1 Drive-In Door, 3 Phase Power.	10054 Whitesel Road (Ashland, VA) Hanover Industrial Air Park Location	Lease: \$2,300/Month NN Secure Fenced Yard Also Available	Kevin Cox
	57 2,125 SF Flex Units. Drive-In Access, Zoned M-3. 11139 - Suites 1 & 2: 4,250 SF Available 04/2020	Air Park Office Suites (Hanover County) 11139-11159 Air Park Road	Lease: \$9.00/SF Modified Gross	Wilson Flohr Kevin Cox
	58 1,865 SF Office/Warehouse Zoned M-3. Fenced Area, 3 Phase Service, 3 Drive-In Doors, LED Lighting. Additional Mezzanine Storage. Leased Thru January, 2021.	11267 Air Park Road C-1 (Hanover County) Hanover Industrial Air Park	Sale: \$250,000 Lease: \$1,500/Month Additional Storage Yard: \$750/Month	Byron Holmes
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (HENRICO &amp; CHARLES CITY COUNTIES)</b>				
	59 Suite 2501-2509: 21,175 SF. Includes 7,645 SF Office, 5 Docks & 1 Ramp. Full HVAC, Zoned M-1. Enterprise Zone.	Glenfield Business Center 2501-2555 Mechanicsville Turnpike	Lease: Call for Information Available August, 2021	Cliff Porter Robert Porter III
	60 12,000 SF Building, Includes 1,000 SF Office. Zoned M-1.	Glenfield Business Center 2541-2555 Mechanicsville Turnpike	Lease: Call for Information	Cliff Porter Robert Porter III
	61 Suites 2010-2018: 2,070 to 10,350 SF Office/Warehouse Available. 5 Drive-In Doors, 14' Clear, Zoned M-1.	Tomlynn Business Center 2010-2018 Tomlynn Street (Henrico County)	Lease: \$8.50/SF IG	Wilson Flohr
<b>NEW!</b>	62 7,000 SF Available, Includes 5,100 SF Warehouse + 1,900 SF Detached Office. 2 Docks, 1 Drive-In Door, 16' to 18' Ceilings. Usable Walk-Out Basement.	13171 Mountain Road (Glen Allen, VA) Henrico County Location	Lease: \$4,800/Month NNN	Kevin Cox
	63 Development Opportunity! 3,500 SF Renovated Office/Shop with 3-Building Storage Complex (8,195 SF Total). 3.675 Acres Zoned M-3. Served by 8" Water Line.	413 Bickerstaff Road (Henrico, VA) Located Near Rocketts Landing Just East of Downtown Richmond	Sale: Call for Information	Kevin Cox
	64 Automotive Complex: 1,311 SF Including 250 SF Office, 0.45 Acre Site Zoned B-3. Existing Mechanic On-Site with Rental Income. Existing U-Haul Dealership.	601 East Nine Mile Road (Henrico, VA) I-64 Access @ Airport Drive (Exit 197)	Sale: \$275,000	Robert Porter III
<b>FLEX - OFFICE/SERVICE - WAREHOUSE (CITY OF RICHMOND)</b>				

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
65	20,200 SF Warehouse Includes 2,684 SF Office, 1 Dock & 2 Drive-In Doors, 18' Ceilings, Zoned M-1.	510 Oliver Hill Way (Downtown Richmond, VA) Near Northbound I-95 Off-Ramp	Lease: Call for Information	Cliff Porter
66	50-Door Truck Terminal/Distribution Facility. 16,590 SF Total, Includes 3,000 SF Office. 4.78 Acres Zoned M-1, Paved & Fenced Yard. Includes Concrete Pad for Potential Expansion.	3609 East Belt Boulevard I-95 Access @ Bells Road (Exit 69)	Available: Call for Information	Robert Porter III
67	15,000 SF Automotive Complex (Includes 2,000 SF Office) on 0.61 Acre. Zoned B-3. Sale Includes Paint Booth, Frame Machine, Scissor Lift.	1011 Richmond Highway Enterprise Zone Location Just South of Downtown Richmond	Sale: Call for Information	Dick Porter
68	20-Door Truck Terminal, 10,740 SF 2-Story Office Building + Storage Yard. New Electrical, New Lighting in Warehouse. 2.80 Acres Fenced, Zoned M-1, Outside Storage. Covered Loading, Dispatch Office, Drive Thru Shop Building.	1635 Commerce Road City of Richmond Location Enterprise Zone	Lease: \$7,400/Month NNN	Byron Holmes
69	8,252 SF Warehouse Available Includes 1,157 SF Office Mezzanine. 1 Platform Dock & 5 Drive-Ins, Approx 17' Ceilings, Zoned M-1. 24+ Parking Spaces, 1.72 Acres Fully Fenced.	909 Oliver Hill Way (Downtown Richmond, VA) Immediate I-95 Access (Off Exit 74)	Lease: Call for Information	Cliff Porter Owner/Agent
70	5,150 SF Office/Shop Building, 0.91-Acre Site Zoned M-1. Fenced Yard, 3 Drive-In Doors. Owner Currently Updating Property.	322 West 22nd Street I-95 Access South of Downtown Richmond	Lease: Call for Information	Wilson Flohr
<b>NEW!</b>	<b>71</b> 2,362 SF Flex Space, 1 Drive-In Door. Zoned M-2.	<b>1729 Arlington Road</b> <b>Diamond/Scott's Addition Area Location</b>	<b>New Pricing!</b> <b>Lease: \$2,263.58/Month</b>	<b>Wilson Flohr</b>
72	1,900 SF Office Available. Drive-In Loading, Zoned B-3. 16' Ceilings. Limited Outside Storage Yard Available, Priced Separately.	6829 Atmore Drive (Richmond, VA) Proximate to Chippenham Parkway & Midlothian Turnpike (Route 60)	Lease: \$1,300/Month Gross	Byron Holmes
73	1,683 SF Facility Zoned OS, 14' to 15' Ceilings, 100% HVAC. Two New HVAC Units in 2013. Soundproof Shop Area, 200 Amp Service (x2).	208 Brandon Road Located Off Belt Boulevard... Just South of Route 60/Midlothian Turnpike	Sale: \$139,950 Existing Rental Income (Interim Tenant)	Byron Holmes
<b>NEW!</b>	<b>74</b> 850 SF Warehouse, Drive-In Door, Zoned M-1.	<b>708 Dawn Street (City of Richmond)</b> <b>Off Route 1/301/Chamberlayne Avenue</b>	<b>Lease: \$850/Month Gross</b>	<b>Wilson Flohr</b>
75	756 SF Available, Includes 392 SF Office. Dock & Drive-In Loading, Zoned B-3. Limited Outside Storage Available.	6507 Old Warwick Drive Off Midlothian Tnpk East of Chippenham Pkwy	Lease: \$1,500/Month Gross	Byron Holmes
<b>RETAIL/OFFICE BUILDINGS (CHESTERFIELD COUNTY)</b>				
76	<b>Free-Standing Automotive Service Facility: 3,824 SF Total, Built 1988, Zoned C-5.</b>	<b>6915 Hull Street Road (Chesterfield County)</b> <b>Just West of Chippenham Parkway</b>	<b>UNDER CONTRACT!</b>	<b>Byron Holmes</b>
77	Suite 1: 2,785 SF Available. Ample Parking, Zoned C-2. Includes Building Signage + Pylon Signage on Route 360/Hull Street.	13204 Hull Street Road (Midlothian, VA) Convenient Brandermill Location High Visibility: 70,000+ Vehicles Per Day	Lease: Call for Information	Bob Porter Owner/Agent
78	1,900 SF Office Available, Zoned B-3. Limited Outside Storage Yard Available, Priced Separately.	6829 Atmore Drive (Richmond, VA) Proximate to Chippenham Parkway & Midlothian Turnpike (Route 60)	Lease: \$1,300/Month Gross	Byron Holmes
<b>RETAIL/OFFICE BUILDINGS (GOOCHLAND, HANOVER, HENRICO &amp; KING WILLIAM COUNTIES)</b>				
79	6,500 SF Restaurant Includes Full Service Kitchen + 4 Freezers.	1500 Eastridge Road (Henrico, VA) Near Regency Square Mall	Lease: \$6,000/Month Net	Kevin Cox
<b>NEW!</b>	<b>80</b> 2,262 SF Freestanding Retail Building, Zoned B-3. Pylon Signage Available, GRTC Bus Line, Signalized Intersection.	<b>7807 West Broad Street (Henrico, VA)</b> <b>West End Location @ Hungary Spring Road</b>	<b>Lease: \$6,500/Month NNN</b>	<b>Byron Holmes</b>
81	2,000 SF Free-Standing Retail Building.	503 East Laburnum Avenue (Henrico County)	Sale: \$395,000	Cliff Porter
<b>RETAIL/OFFICE BUILDINGS (CITY OF RICHMOND)</b>				
82	<b>32,484 SF 2-Building Complex on 5.72 Acres, Zoned B-3. Includes 22 Drive-In Doors (Front Building) &amp; 26 Drive-In Doors (Rear Maintenance Shop). Lighted Yard.</b>	<b>5300 Midlothian Turnpike</b> <b>Highly Visible Route 60 Location</b>	<b>LEASED!</b>	<b>Byron Holmes</b>
83	7,500 SF 3-Story Office Building, Includes 1,875 SF Basement. Zoned B-4, Built in 1870.	1114 East Main Street Downtown Richmond Retail/Office	Sale/Lease: Call for Information	Wilson Flohr
84	5,365 SF Historic Downtown Art Deco Building: 2,175 SF Ground Floor Retail/Restaurant/Office. 2nd & 3rd Floor Apartments + 2,400 SF Basement. Zoned B-4.	304 East Grace Street Downtown Richmond Location	Lease: Call for Information	Wilson Flohr Cliff Porter
85	4,646 SF 3-Story Historic Renovated Restaurant + Office. Parking Available. Adjacent Office/Warehouse Available for Lease (1609 East Franklin St): 10,860 SF Total, Including 1,000 SF Office Space.	1609 & 1617 East Franklin Street Corner of East Franklin & 17th Streets Across from Farmer's Market, Next to Havana '59	Lease: Call for information	Cliff Porter
86	Retail/Creative Office Space Available. 400 to 3,971 SF Units. Zoned R-6.	2200 Idlewood Avenue Byrd Park Area Location Off I-195	Lease: Call for information	Wilson Flohr
87	2,400 SF Creative Office/Retail + Adjacent 1,200 SF Restaurant. Suites from 1,200 SF. Zoned B-3, Parking Available On Site.	2914-2916 North Avenue Historic Brookland Park Corridor Enterprise Zone Location	Lease: \$14.00 -\$15.00/SF	Wilson Flohr
88	1,900 SF Office Available. Dock & Drive-In Loading, Zoned B-3. 16' Ceilings. Outside Storage Yard (Approximately 2/3 Acre) Priced Separately.	6829 Atmore Drive (Richmond, VA) Proximate to Chippenham Parkway & Midlothian Turnpike (Route 60)	Lease: \$8.00/SF Gross	Byron Holmes



	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
<b>NEW!</b>	89 1,896 SF 2-Story Office on 1.41 Acres. 3 Private Offices, Large Conference Room, Kitchenette, Fenced Yard, Built 1924. Zoned M-1.	1108 Dinneen Street (City of Richmond) Diamond Area Location off Hermitage Road	Sale: \$800,000 Lease: \$2,250/Month	Wilson Flohr
	90 Investment Opportunity: 840 SF Retail/Restaurant on 0.37 Acre Site. Zoned UB-PE7.	301 West Brookland Park Boulevard North Side Area Location	<b>UNDER CONTRACT!</b>	Wilson Flohr
<b>NEW!</b>	91 Office Suites Available Zoned R-2, On Site Parking. Suite 2: 698 SF. Suite 3: 752 SF.	1806 Chantilly Street - Near Willow Lawn One Block from GRTC Pulse Station	Lease: \$14.00 - \$18.00/SF Subject to Tenant Improvements	Wilson Flohr
<b>OFFICE BUILDINGS (CHESTERFIELD &amp; POWHATAN COUNTIES)</b>				
	92 3,000 to 14,283 SF Single Story Office Available. Storage Options Also Available. Professional Appearance.	9701 Metropolitan Court Chesterfield County Moorefield Office Park Location	Lease: \$10 to \$12/SF Gross	Byron Holmes
	93 8,942 SF Facility on 7.79 Acres. Includes 1,500 SF Maintenance Building. Zoned A, Special Use Permits Fraternal Lodge.	3300 Old Courthouse Road Located Just North of Hull Street Road/Rt 360 N Chesterfield Location	<b>SOLD!</b>	Byron Holmes
	94 5,834 SF Office, Professional Masonry Building. Flexible Lease Options, Can Divide. Zoned I-3. Outside Storage Available.	11901 Old Stage Road (Chester, VA) Proximate to I-95 @ Route 10	Lease: \$8.00/SF Gross	Byron Holmes
	95 2,220 SF 2nd Floor Office Available. Newly Renovated! Owner Will Divide, Below Market Rate.	7734 Whitepine Road Chesterfield Air Park Location	Lease: \$9.50/SF Full Service	Byron Holmes
	96 1,149 SF Former Chiropractic Office. 1.9 Acres Zoned A. Special Use Exception Expired, Paved & Striped Parking.	14909 Hull Street Road Route 360 (Chesterfield County)	Price Reduced! Sale: \$725,000	Byron Holmes
<b>UPDATED!</b>	97 Office Suites Available, Zoned I-1. Suite 557-A: 1,000 SF Office.	557-A Southlake Boulevard Southport Business Park	Lease: \$10.87/SF Gross	Byron Holmes
<b>OFFICE BUILDINGS (HANOVER &amp; HENRICO COUNTIES)</b>				
	98 12,025 SF Office Available. 40,000 SF Total Building. Zoned M-3 on 3 Acres, Wet Sprinkler System, 1600 3 Phase Service. Ample Parking.	10991 Richardson Road (Ashland, VA) Hanover Air Park Location	Lease: \$5.50 - \$6.50/SF Full Service Sale: \$2,950,000	Kevin Cox
	99 5,885 SF 2-Story Office Plus 2,142 SF Basement Storage. Built 1951, Zoned B-3. 1.24 Acres Total, Includes 22 Parking Spaces.	1201 Old Francis Road (Glen Allen, VA) Convenient I-295 & I-95 Access	Available: Call for Information	Cliff Porter Wilson Flohr
	100 3,461 SF Office Building, 19 Parking Spaces. Furnishings Negotiable. Newly Updated HVAC & Roof.	8500 Mayland Drive (Henrico, VA) Immediate I-64 Access	Sale: \$625,000	Wilson Flohr
	101 Suite G: 1,600 SF Office Available. Zoned M-3.	11126 & 11138 Air Park Road (Ashland, VA) Hanover Industrial Air Park Location	<b>LEASED!</b>	Kevin Cox
	102 Suite 105: 1,115 SF Office. Professional Office Park Setting.	4801 Hermitage Road (Henrico Co) Immediate I-95 Access at Bryan Park	<b>LEASED!</b>	Wilson Flohr Cliff Porter
	103 540 SF Office Available: 5 Suites of 108 SF Each. Access to Kitchen & Conference Room. Zoned M-3.	10993 Richardson Road Hanover Industrial Air Park Location	Lease: \$325/Month/Office Includes Electric, Trash, Water	Kevin Cox
<b>LAND SITES - INDUSTRIAL (CHESTERFIELD &amp; POWHATAN COUNTIES)</b>				
	104 Development Opportunity: 56 Acres Adjacent to Magnolia Green. Zoned Residential/Agricultural.	6900 Otterdale Road (Chesterfield County) Proximate to Rt. 360/Hull Street & Rt. 288	Sale: \$85,000/Acre	Bob Porter
	105 26.73 Acres, Zoned I-1 & I-3, Water & Sewer Available.	Castlewood Road & Cardwell Road Chesterfield County	Sale: \$28,500/Acre Lease: \$5,000/Acre/Year	Kevin Cox
<b>NEW!</b>	106 Pad Sites Available. Zoned I-1 + Outside Storage. Site Plan Approved & Site Work Complete. Site 1: 2.0 Acres (24,600 SF Building) Site 2: 4.2 Acres (57,764 SF Building)	Oak Lake Business Park (Midlothian, VA) 1754 & 1800 Oak Lake Boulevard Chesterfield County	Sale: \$350,000/Acre Proposed Buildings Available for Sale/Lease: Call for Information	Byron Holmes
	107 4.95 Acres Zoned C-5... Utilities Proximate to Site. Owner Will Divide! Located Near Sports Quest!	12912 Genito Road Oak Lake Business Center Location!	Sale: \$675,000	Byron Holmes
	108 2.5 Acres Includes: La Quinta Inn & Suites Franchise, Sewer/Plumbing Roughed In + Curb, Bldg Permits/Plans.	15730 Woods Edge Road (Colonial Heights) Walthall Interchange Off I-95	Sale: \$1,250,000	Bob Porter
	109 2.96 Acres Zoned I-1. Outside Storage Permitted. Water/Sewer Proximate.	12050 Wilfong Court Oak Lake Business Park Location	Sale: \$279,300	Byron Holmes
	110 1.091 Acres Zoned I-1 Light Industrial, Up to 9,500 SF +/- Building, Build to Suit!	2530 Oak Lake Blvd Chesterfield County	Lease: Call for Information	Byron Holmes
	111 0.50 Acre Cleared Lot.	7420 Whitepine Road Chesterfield Air Park Location	Sale: \$75,000	Byron Holmes
<b>LAND SITES - INDUSTRIAL (GOOCHLAND COUNTY)</b>				
	112 5.5 Acres Graveled & Fenced Yard Area. Zoned M-2. Single Phase Electric Existing, 3 Phase Potential. Can Divide!	121 Midpoint Drive (Mineral, VA) Midpoint Industrial Park Location	Lease: \$5,500/Month	Kevin Cox
<b>LAND SITES - INDUSTRIAL (HANOVER, KING WILLIAM, CAROLINE &amp; SPOTSYLVANIA COUNTIES)</b>				
	113 190 Acres Total Zoned M-2, CSX Rail. I-95 Frontage!	Graymont Industrial Park Hickory Hill Road (Hanover County)	Sale: Call for Information	Cliff Porter
<b>UPDATED!</b>	114 19.48 Acres Zoned B-3 & M-2. Stub Road Access to Hanover Industrial Air Park. I-95 Visibility!	Crosswhitts Drive & Leadbetter Road Hanover County Industrial Air Park	Available: Call for Information	Cliff Porter Kevin Cox

	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
115	10.26 Acres Zoned M-2. 9 Miles to I-295!	4018 Old Church Road (Mechanicsville, VA) 1 Mile to Rt. 360/Mechanicsville TnPk	Sale: \$349,500	Kevin Cox
116	7.235 Acres Available, Located on Rt. 360 in King William County, Zoned M-1 Industrial.	Route 360/Richmond Tappahannock Hwy King William County	Sale: \$723,500	Kevin Cox
117	7.06 Acres Zoned M-2. Utilities Available.	10501 Vermeer Place (Ashland, VA) Frontage on Route 1/Washington Highway	Sale: \$625,000	Cliff Porter Kevin Cox
118	5.91 Acres Zoned M-2. County Water at Washington Hwy, 340' Frontage on Washington Hwy/Route 1.	11223-11231 Washington Hwy & 10438 Dellwood Rd (Hanover County)	Sale: \$1,200,000	Kevin Cox
119	<b>Rare Purchase Opportunity! 5.658 Acres Total Zoned M-3. Phase I ENV Completed 2018, Geotechnical Study Available.</b>	<b>10985 Leadbetter Road (Ashland, VA) Hanover Industrial Air Park Location</b>	<b>UNDER CONTRACT!</b>	<b>Kevin Cox</b>
120	5 Acres Zoned A-1.	Lakeridge Parkway & Route 1 Immediate I-95 Access @ Atlee/Elmont	Sale: \$250,000	Cliff Porter
121	4.783 Acres Total. 4.203 Acres Zoned M-2. 0.58 Acre Zoned A-1. Storm Water Drains. 1.2 Miles from I-95!	Sliding Hill Road (Ashland, VA) Prox to Atlee/Elmont Interchange off I-95!	Sale: \$300,000/Acre	Kevin Cox
122	STORAGE TANK COMPLEX: 4.11 Acres with ~1.83MM Gallon Capacity. 21 Tanks: 8 Above & 13 Below Ground. Zoned M-2. Borders CSX RR (~550'): <u>Rail Spur Possible.</u>	8424 Meadowbridge Road Ellerson Industrial Park (Mechanicsville, VA) ~2.5 Miles to I-295 @ Exit 38!	Sale: \$995,000	Dick Porter
123	<b>1.82 Acres Zoned M-2. Water &amp; Sewer at Road.</b>	<b>10384 Dow Gil Road (Ashland, VA)</b>	<b>UNDER CONTRACT!</b>	<b>Cliff Porter</b>
124	<b>1.494 Acres Zoned M-1.</b>	<b>Washington Hwy &amp; Design Road (Ashland, VA) ~2.3 Miles to I-95 (Exit 89)</b>	<b>SOLD!</b>	<b>Kevin Cox Cliff Porter</b>
125	1 Acre Zoned M-2. Graveled & Fenced.	11057 Lakeridge Parkway (Ashland, VA) Proximate to I-95 & Route 1	Lease: \$2,000/Month NNN	Kevin Cox
126	0.836 Acre Total Zoned M-3. Site Plan Approved for 7,200 SF Building. Rare Land Purchase Opportunity.	Leadbetter Road (Ashland, VA) Hanover Industrial Air Park Location	Sale: \$155,000	Kevin Cox
<b>LAND SITES - INDUSTRIAL (HENRICO &amp; NEW KENT COUNTIES)</b>				
127	<b>119.26 Acres Zoned A-1.</b>	<b>6743 Beulah Road (Henrico County) Proximate to RIC Airport off Charles City Road</b>	<b>SOLD!</b>	<b>Cliff Porter</b>
128	105.7 Acres Zoned A-1, Near RIC Airport	La France Road	Sale: Call for Information	Cliff Porter
129	60.711 Acres Zoned M-1C.	5000 Audubon Drive	Sale: Call for Information	Cliff Porter
130	<b>37.72 Acres Zoned A-1.</b>	<b>Charles City Road &amp; Turner Road Henrico Co: East of I-295 &amp; Pocahontas Pkwy</b>	<b>UNDER CONTRACT!</b>	<b>Bob Porter</b>
131	5 to 27.5 Acres Available. Zoned M-2. 8" & 12" Water Lines Throughout. Septic Needed. Electric: Dominion Power Dual Feed, Double Circuit 230 KV Line. 34.6 KV Lines Serve Area.	1600 Portugee Rd (Sandston, VA) Henrico County	Sale: Call for Information	Cliff Porter
132	26.82 Acres Zoned M-1 & A-1.	Oakleys Lane, East of Laburnum Avenue Convenient I-64 Access	Sale: Call for Information	Bob Porter
133	24.538 Acres Zoned M-1, Utilities Available. Ideal for Hotel, Retail, Office/Service, Distribution Uses.	5600 Audubon Drive (Henrico County) RIC International Airport Area Off Airport Drive	Sale: Call for Information	Bob Porter Owner/Agent
134	<b>18.64 Acres Zoned M-1. Utilities Proximate.</b>	<b>8706 Old Mountain Road (Glen Allen, VA) Enterprise Zone Location</b>	<b>UNDER CONTRACT!</b>	<b>Wilson Flohr Robert Porter III</b>
135	5.99 Acres Zoned M-1.	2260 & 2300 Charles City Road	Sale: \$60,000/Acre	Cliff Porter
136	4.61 Acres Available Zoned M-2. Ideal for Truck, Equipment or Other Vehicle Storage.	2190 Westwood Trail @ I-95/I-64/I-295 High Visibility Location!	Available: Call for Information	Bob Porter Owner/Agent
137	Development Opportunity! 3.675 Acres Zoned M-3. Served by 8" Water Line. Existing Office/Shop & Storage Buildings On Site.	413 Bickerstaff Road (Henrico, VA) Located Near Rocketts Landing Just East of Downtown Richmond	Sale: Call for Information	Kevin Cox
<b>LAND SITES - INDUSTRIAL (CITY OF RICHMOND)</b>				
138	17 Acres Zoned M-1. Utilities Proximate to Site, Ideal for Office/Warehouse, Distribution, Light Manufacturing.	3201 Shaw Lane (Off East Belt Boulevard) South of Downtown RVA	Sale: \$40,000/Acre	Bob Porter Dick Porter
139	4.54 Acres Zoned M-2. Includes Office/Shop Facilities. Opportunity Zone & Enterprise Zone Location. Immediate I-95 Access (Exit 73), I-95 Exit Redesign & Roundabout Installation Scheduled for 2021 Completion.	600-610 Maury Street & Mark Street Located in Revitalized Manchester District	Sale: Redevelopment Opportunity	Dick Porter Bob Porter
140	1.2 Acres Commercial/Industrial Land.	1401 North 1st Street Proximate to MCV & VCU, Downtown RVA	Sale: \$140,000	Bob Porter Wilson Flohr
<b>NEW!</b>	<b>0.858 Acre Zoned B-6. Highly Visible Corner Location, Master Planned for Community Mixed Use. Potential Multi-Family Redevelopment. Opportunity Zone.</b>	<b>Historic Manchester District 812 Hull Street (Hull Street &amp; Commerce Road)</b>	<b>Sale: Call for Offers</b>	<b>Dick Porter Cliff Porter</b>
<b>NEW!</b>	<b>0.32 Acre Storage Yard. Zoned B-3.</b>	<b>210 Arcadia Street (Off Midlothian Turnpike) Immediate Chippenham Parkway Access</b>	<b>Lease: \$1,500/Month</b>	<b>Byron Holmes</b>
<b>LAND SITES - INDUSTRIAL (CITY OF PETERSBURG, DINWIDDIE &amp; PRINCE GEORGE COS)</b>				
143	73.18 Acres Zoned M-2.	3344 Johnson Road (City of Petersburg) I-95, I-295 & I-85 Access	Sale: Call for Information	Bob Porter



	PROPERTY DESCRIPTION	ADDRESS	SALE/LEASE PRICE	AGENT
144	24.5 Acres Zoned Agricultural.	3801 Halifax Road (City of Petersburg) I-95, I-295 & I-85 Access	Sale: Call for Information	Bob Porter
145	7.45 Acres Zoned M-1. Convenient Location off Simpson Road with Frontage on I-85! Development Opportunity!	Boydton Plank Interchange Simpson Road @ I-85 (Dinwiddie Co.)	Sale: \$269,000	Byron Holmes
146	6.313 Acres Usable (Estimated) Zoned M-1/B-2. Approximately 875' Frontage on Rives Road.	3800 Corporate Road & 146 Rives Road Immediate I-95 Access (Exit 47)	Sale: \$300,000	Dick Porter
147	Land for Lease: 0.46 Acre Zoned B-1.	4901 Puddledock Road (Prince George, VA) Located Minutes from I-95	Lease: \$1,500/Month	Wilson Flohr
<b>LAND SITES - RETAIL/OFFICE/RESIDENTIAL (CHESTERFIELD, POWHATAN &amp; PRINCE GEORGE)</b>				
148	<b>Residential Development Opportunity: 102.2 Acres with 54 Lots, Zoned R-88. No Cash Proffers.</b>	<b>Peacefield - 10300 River Road Chesterfield County</b>	<b>UNDER CONTRACT!</b>	<b>Byron Holmes</b>
149	Adjacent to VA Physicians' Midlothian Family Practice! 36.84 Acres Total. Retail Pad Sites Available from 1.59 Acres. Zoned RC & A-10. Mixed Use Development Opportunity.	Anderson Highway & Branch Forest Way Route 60 Frontage (Powhatan County)	Sale: \$1,100,000	Dick Porter Byron Holmes
150	31.48 Acres Zoned Commercial. Water & Sewer Available, 315' Frontage on Route 60, Nearby Crossover.	Anderson Highway (Powhatan County)	Sale: \$1,490,000	Byron Holmes
151	14.87 Acres. 340' Frontage on Route 60. Crossover Access Nearby.	Anderson Highway (Powhatan County)	Sale: \$799,000	Byron Holmes
152	<b>10 Acres Zoned C-3. Utilities Available, Preliminary Site Plan Complete. 42,000 VPD Traffic Count.</b>	<b>14717 Hull Street Rd... Across from Woodlake 1,400' Frontage on Hull Street</b>	<b>UNDER CONTRACT!</b>	<b>Byron Holmes</b>
 153	4.5 Acres Zoned C-3. Full Crossover at Site, Utilities Available.	9400 Iron Bridge Road (Chesterfield, VA) Near Courthouse Road & Route 288	<b>Sale: \$875,000</b>	Byron Holmes
154	3.93 Acres Zoned Agricultural, Utilities Proximate. High Growth Corridor!	12017 Hull Street Road (Midlothian, VA) East of Warbro Road & Proximate to Rt. 288	Sale: \$600,000	Byron Holmes
155	1.9 Acres Zoned A. Includes 1,149 SF Former Office. Special Use Exception Expired, Paved & Striped Parking.	14909 Hull Street Road Route 360 (Chesterfield County)	Price Reduced! Sale: \$725,000	Byron Holmes
156	1.82 Acres Zoned C-5 (Gen Business). Located 1 Mile East of Rt. 288 & 3.5 Miles from Powhite Parkway.	3800 Castle Rock Road (Midlothian, VA) Frontage on Hull Street Road (Rt. 360)	Sale: \$600,000	Byron Holmes
157	1.204 Acres Zoned C-3. Public Utilities Available, Crossover Access. Owner Will Divide.	15100 Hull Street Road (Midlothian, VA) 217' Frontage on Hull St/Route 360	Sale: \$510,000	Byron Holmes
158	0.782 Acre Zoned C-3... Utilities Available.	11901 Chester Village Drive Located Off Rt. 10/West Hundred Road	Sale: \$275,000	Byron Holmes
<b>LAND SITES - RETAIL/OFFICE (HANOVER &amp; CAROLINE COUNTIES)</b>				
 159	37.8 Acres Available for Development. Zoned B-3 & A-1. Located Near Green Top & Home Depot. Signalized Corner.	Rt 1/Washington Hwy & Kings Acres Rd North of Virginia Center Commons	<b>Available: Call for Information</b>	Cliff Porter
160	9.87 Acres Zoned B-1. Water & Sewer at Property. Located at Full Crossover, Near State Fair of Virginia.	10106 Kings Dominion Boulevard (Doswell, VA) Hanover County: Immediate I-95 Access	Sale: \$987,000	Byron Holmes
161	<b>9.44 Acres Zoned B-3. Utilities on Site, Rough-Graded &amp; Flat. 500' Frontage on Rt 1. 650' Frontage on Vermeer Pl.</b>	<b>Washington Hwy &amp; Vermeer Place Ashland, VA (Hanover County)</b>	<b>UNDER CONTRACT!</b>	<b>Byron Holmes</b>
162	7.35 Acres Zoned B-3. County Water & 3 Phase Power Available.	16297 Washington Highway (Ashland, VA) Route 1 Location Proximate to I-95	Sale: \$325,000 Lease: Call for Information	Kevin Cox
163	6.35 Acres Zoned A-1.	Rt 1/Washington Hwy & Kings Acres Rd North of Virginia Center Commons	Sale: Call for Information	Cliff Porter
164	3.06 Acres Available Zoned B-3. Water & Sewer Available at Site.	Elm Drive - 2 Miles to I-295 (Hanover County) Off Mechanicsville Turnpike/Rt. 360	Sale: \$149,500	Kevin Cox
165	1.615 Acres Available Zoned B-1. Pad Ready: 24,244 SF Building Proposed.	9560 Kings Charter Drive (Ashland, VA) Off Sliding Hill Road, Proximate to I-95	Sale: \$475,000	Kevin Cox
166	1.26 Acres Zoned B-3.	Rt 1/Washington Hwy & Kings Acres Rd North of Virginia Center Commons	Sale: Call for Information	Cliff Porter
<b>LAND SITES - RETAIL/OFFICE/RESIDENTIAL (RICHMOND CITY, HENRICO &amp; NEW KENT COUNTIES)</b>				
167	8.619 Acres Zoned O-S, Medical/Office/Warehouse Uses.	Park Central Drive & Scott Road Henrico County: 1.2 Miles to I-95	Sale: \$225,000/Acre	Kevin Cox
168	1.34 Acres. Zoned B2-C.	9000-9006 Old Staples Mill Road	Available: Call for Information	Cliff Porter
169	0.357 Acre Zoned R-6 Residential.	2057 Moore Street (City of Richmond) Prime Diamond Area Location	Sale: \$800,000	Wilson Flohr