

Q3 2021 COMMERCIAL MARKET REPORT



Key Takeaways

The Delta variant has taken some wind out of the sails of Virginia’s economic recovery in the third quarter. Elevated uncertainty has caused businesses to reevaluate their workforce issues and space needs. Despite the recent slower economic growth, however, it is expected that the state’s economy will continue to expand throughout the rest of 2021 and grow even faster in 2022.

In August 2021, there was a total of 3.91 million jobs in Virginia, which is up 82,500 jobs from a year ago. The statewide unemployment rate fell to 4% in August and is significantly lower than the U.S. unemployment rate.

Job growth has been slow but steady. There are still about 175,000 fewer jobs in Virginia than there were before the pandemic. It is projected that the state will not regain all of the jobs lost during the pandemic and the recession until the end of 2022.

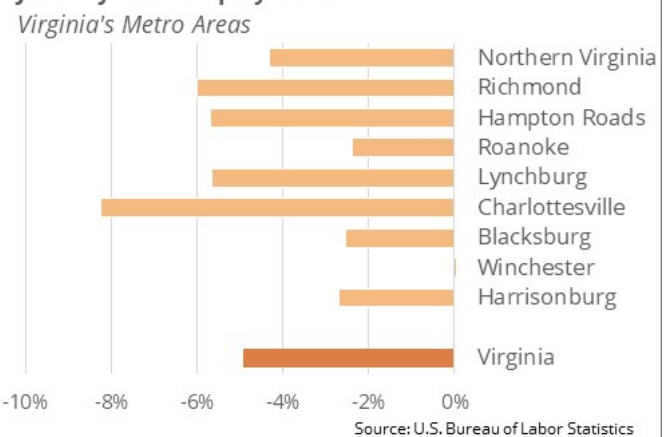
Economic forecasts for 2021 have been scaled back as a result of the Delta variant. However, there are several bright spots in the state’s commercial real estate market. In addition, some trends, such as remote work, appear to be more entrenched now than they were six months ago. Other practices adopted by businesses, such as enhanced delivery and localized supply chains, likely also will persist even as the pandemic recedes. These long-term changes will impact the types and amounts of commercial space needed and the overall trajectory of commercial real estate markets across Virginia.

Economic Conditions (as of August 2021)

	Y-o-Y Change	Monthly Change
3.91 million <i>Virginia employment</i>	▲	▲
4.0% <i>Virginia unemployment rate</i>	▼	▼
5.2% <i>U.S. unemployment rate</i>	▼	▼

Source: U.S. Bureau of Labor Statistics

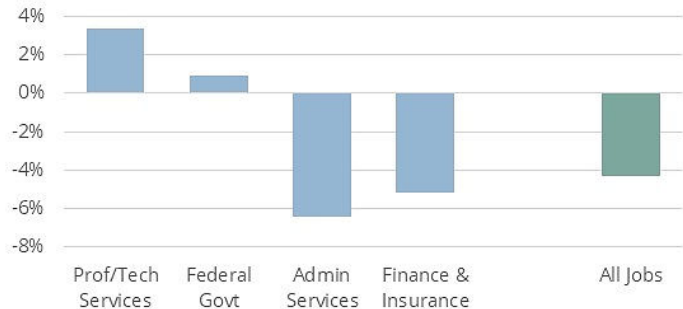
August 2021 Employment Compared to January 2020 Employment



Office Market

Office employment—which includes many remote workers—has continued to outperform other sectors of the state’s economy. The Professional & Technical Services sector, which is a huge driver of office space use, continues to add jobs in Virginia, with total employment now more than 3% higher than pre-pandemic levels. Federal government employment, which is a critical segment of office demand in Northern Virginia and Hampton Roads, also continues to expand.

August 2021 Employment Compared to January 2020 Employment
Office-Supporting Sectors



Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

Many of the jobs in these two sectors are held by workers who have been able to move their work from the office to their homes with relative ease. By contrast, the Administrative & Building Services sector continues to lag behind, as many jobs in this sector will not return until more office buildings open up.

Earlier this year, it was expected that many workers would, indeed, be returning to the office this fall. However, the expected surge of workers going back to the office has been delayed by the uptick in COVID-19 cases in many parts of the state.

Furthermore, after a year and a half of remote working, there is a growing sense that many workers will not want to return to the office full time and that many employers will not make them. A recent survey showed that businesses think that nearly 60% of their workforce could be working remotely within the next five years, up from 38% in 2019 and 2020.

The Federal government is one of the state’s largest employers, and the White House recently announced that federal agencies were authorized to offer their employees more flexibility in work schedules, which will undoubtedly lead to an extension of remote work even after the COVID-19 pandemic winds down.

While there has been some uncertainty about the “stickiness” of the work-from-home trend, mounting evidence shows that there will be a long-term change in how and where people work, which will have a pronounced impact on the office market in Virginia.

Office Market Trends

- Statewide, office net absorption has been negative for five consecutive quarters, reflecting the ongoing uncertainty in the economy and the growing entrenchment of remote work.
- The Northern Virginia office market continues to see obstacles with occupancy. The Hampton Roads market has not faced the same headwinds as some other markets in the state, with positive net absorption in four of the past five quarters. In Richmond, there have been steady gains in occupancy over the past three quarters. The office market appears to be weakest in the state's smaller metropolitan areas, where office net absorption remains negative across the board.
- Office vacancy rates have stabilized in Virginia's largest markets, though vacancy continues to rise in most of the state's smaller markets. In Northern Virginia, the office vacancy rate dipped slightly in Q3 2021, though it still remains above the five-year average rate. In the Hampton Roads and Richmond markets, the vacancy rates are slightly higher than a year ago but continue to fall and are near pre-pandemic levels. Vacancy rates rose in Q3 in most other markets in the state, which suggests that demand for office space in better-priced, mid-sized markets is solid, while the small-city office market remains relatively weak in Virginia.

Virginia

Quarterly Net Absorption & Vacancy Rates

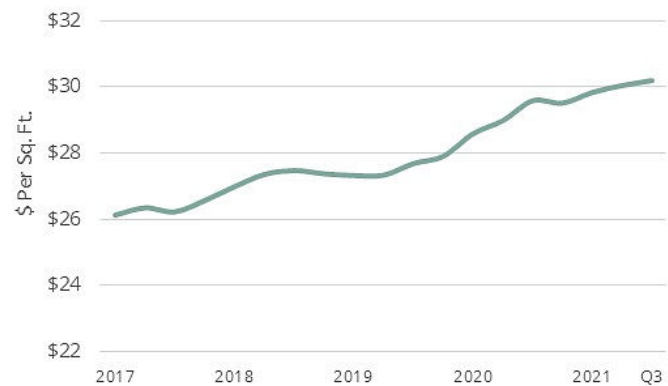
Office



Virginia

Gross Rent

Office



Virginia

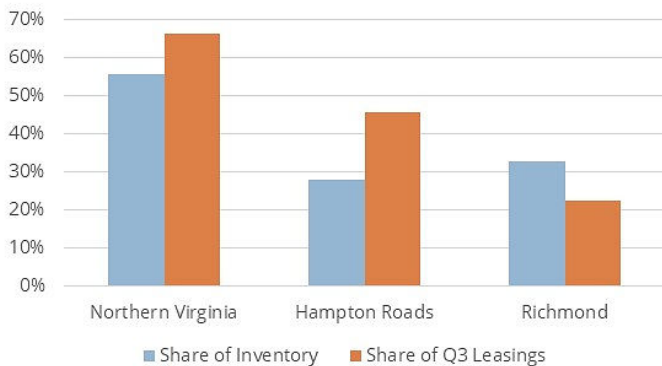
Net Deliveries & Under Construction

Office

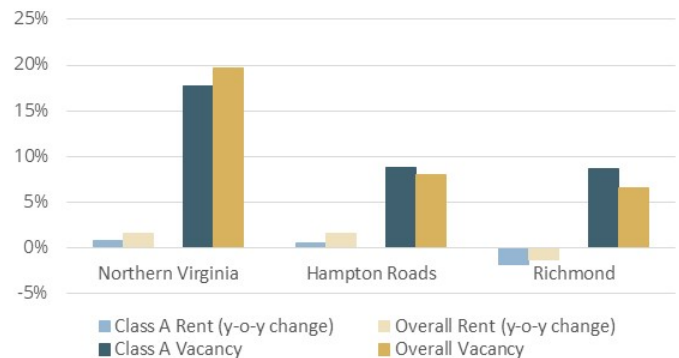


- Average office rents continue to rise steadily despite occupancy concerns. In Northern Virginia, average rents were up in Q3, likely due to the relative strength of the Class A segment of the office market. Richmond rents dipped slightly, while rents continued a steady rise in the Hampton Roads market. In the state's smaller metropolitan areas, businesses can find a bargain on office rents, but rents have been rising in some smaller regions, including Charlottesville and Lynchburg.
- Statewide, very little office space was delivered in Q3. During the third quarter, there was an estimated 5.4 million square feet of office space under construction across the state. The pace of new construction activity has remained steady in Northern Virginia, Hampton Roads, Richmond, and Charlottesville. There is some evidence that much of the new office space under construction is being built with tenants ready to occupy, which means the increase in new supply should not negatively impact the market significantly.
- A notable trend in the generally weak demand for office space has been the high-end, Class A office space, particularly in Northern Virginia and Hampton Roads, which continues to attract interest. It could be that companies looking to bring workers back to the office post-COVID or planning expansions are looking for buildings with a wide range of amenities and flexible spaces to accommodate enhanced technologies and hybrid work. The businesses shopping for office space could be the ones with the best balance sheets and the most resources to commit to leased space.

Class A Office Space



Class A versus Overall Office Market Trends Q3 2021



Q3 2021 Office Market

	Northern Virginia		Richmond		Hampton Roads	
	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg
Total Inventory (SF)	228.8M	▼	65.9M	▲	55.3M	▲
Vacancy Rate	19.7%	▲	6.5%	▲	8.0%	▲
Net Absorption (SF)	-275,350	▼	126,088	▲	135,892	▼
Avg Gross Rent Overall (Per SF)	\$32.65	▲	\$19.99	▼	\$20.12	▼
Deliveries (SF)	0	▼	8,003	▼	0	▼
Under Construction (SF)	4.7M	▲	160,819	▼	169,724	▼

	Roanoke		Charlottesville		Winchester	
	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg
Total Inventory (SF)	14.9M	▲	9.0 M	▲	3.2 M	-
Vacancy Rate	8.8%	▲	5.2%	▲	3.1%	▼
Net Absorption (SF)	-251,217	▼	-43,851	▼	14,166	▲
Avg Gross Rent Overall (Per SF)	\$20.27	▲	\$27.59	▲	\$19.74	▲
Deliveries (SF)	0	-	0	▼	0	-
Under Construction (SF)	26,140	▼	389,689	▼	0	-

	Lynchburg		Harrisonburg		Blacksburg	
	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg
Total Inventory (SF)	5.4M	-	2.3M	-	3.2M	▲
Vacancy Rate	4.2%	▲	6.4%	▲	3.2%	▲
Net Absorption (SF)	-59,213	▼	-26,489	▼	-13,840	▼
Avg Gross Rent Overall (Per SF)	\$19.58	▲	\$15.88	▲	\$15.04	▼
Deliveries (SF)	0	-	0	-	0	-
Under Construction (SF)	0	-	0	-	19,000	▲

Source: CoStar, data accessed September 22, 2021

M millions

- no change

Retail Market

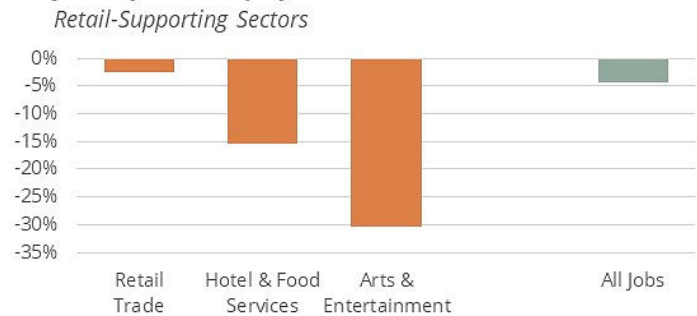
The retail and restaurant sector of Virginia's economy has been significantly impacted by the pandemic and economic downturn. While the retail sector of the commercial market has fared better than some expected, the number of jobs in many retail-supporting sectors of the economy remain far below pre-pandemic levels.

The Retail Trade sector in Virginia has improved steadily over the past several months. In August, Retail Trade employment in the commonwealth was down just 2.3% compared to pre-pandemic levels. The Hotel & Food Services and Arts & Entertainment sectors of the economy continue to struggle, with employment levels down 15% and 30%, respectively, in August 2021 compared to the beginning of 2020.

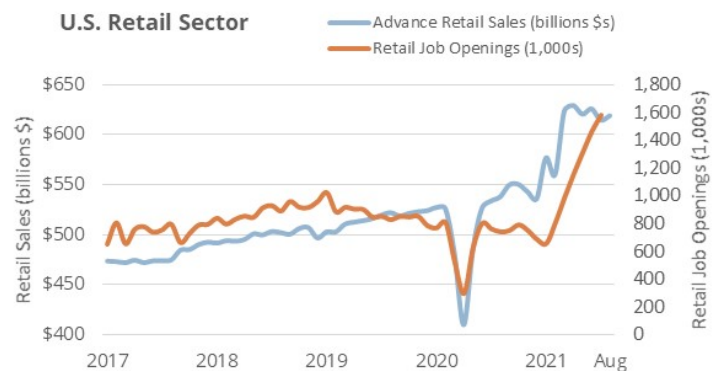
Earlier this summer, the opening of the economy fueled a fast rise in retail spending. The share of retail sales that were e-commerce sales flattened over the summer, and therefore this increased consumer spending was poised to support retail and restaurant operations and provide favorable signs of a stabilizing of the retail market. However, the rise of the Delta variant has created uncertainty for consumers who may be more hesitant now to shop in brick-and-mortar stores and to dine out. The innovations the retail and restaurant sector adopted during the pandemic—more online purchasing options, enhanced delivery capabilities, right-sizing inventories—likely will be part of the landscape for some time to come.

The biggest hurdle retailers and restaurant owners face currently—perhaps even greater than the Delta variant—is the challenge finding workers. Even as retail sales have surged, so have the number of retail job openings nationwide. Businesses have been raising wages and offering bonuses to attract workers, but several factors continue to stall the return to work for many retail and restaurant workers, including ongoing COVID risks, a lack of child care, and, until September, extended unemployment benefits.

August 2021 Employment Compared to January 2020 Employment



Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted



Source: U.S. Census Bureau

Retail Market Trends

- Statewide, net absorption of retail space has been up for two quarters in a row, following five consecutive quarters where the pace occupied by move-outs outpaced the space taken by new tenants. In Northern Virginia, there was about 450,000 square feet of retail space absorbed for the second consecutive quarter. Retail demand remained fairly resilient throughout the pandemic in both the Richmond and Hampton Roads markets, largely due to the limited supply. It is the state's smaller markets where net absorption of retail space continues to struggle, with negative net absorption in Q3 in the Blacksburg, Charlottesville, Harrisonburg, and Lynchburg markets.
- Retail vacancy improved in the third quarter, with the strongest positive movement in Northern Virginia, where vacancy rates are below pre-pandemic levels. Vacancy rates are also lower than they were before the pandemic in the Richmond market and continue to fall in the Hampton Roads market. Retail vacancy rates trended higher in Q3 in most of the state's smaller markets.
- Retail rents were up in most markets, including those where occupancy has stalled. Statewide, the average full service rent in Q3 2021 was up 2.8% compared to a year ago, and was 3.6% higher than the first part of 2020. Landlords may be offering concessions in order to retain and attract tenants in

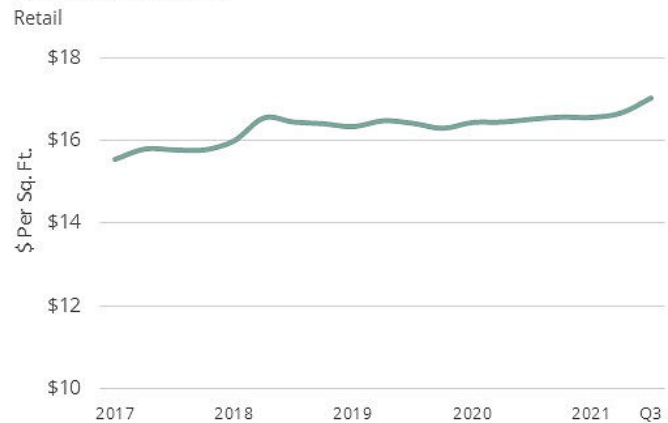
Virginia

Net Absorption & Vacancy Rates



Virginia

Full Service Rent



Virginia

Net Deliveries & Under Construction

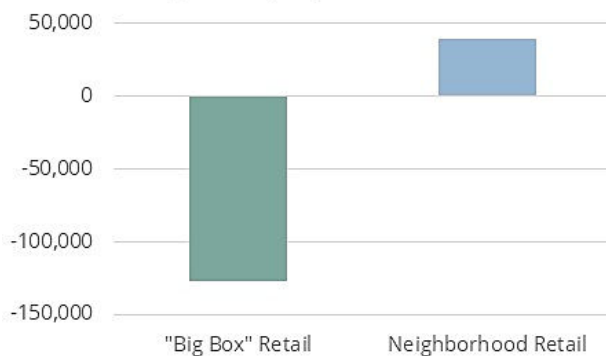


some markets, though the more positive outlook for retail demand has allowed rents to continue to rise.

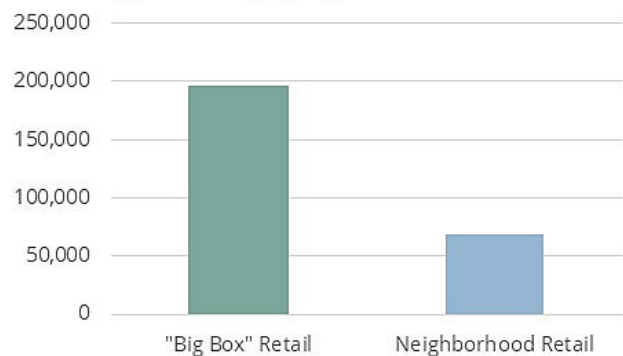
- Supply expansions remain brisk in the state’s largest markets. In Q3 2021, there was 260,000 square feet of retail space delivered statewide, primarily in Northern Virginia. There is currently about 1.9 million square feet of retail space under construction, concentrated in the state’s largest metropolitan areas.
- The performance of the retail sector is bifurcated by geography (i.e., large metros versus smaller metros) but it is also divided by retail type. Across the state, neighborhood retail is performing much better than “big box” retail. Trends impacting “big box” retailers largely were present prior to the onset of the pandemic and were exacerbated over the past 18 months. However, the uptick in rents and the decline in vacancy rates is a promising sign for the resiliency of Virginia’s neighborhood retail and restaurant industries.

Select Retail Market Segments, Q3 Virginia

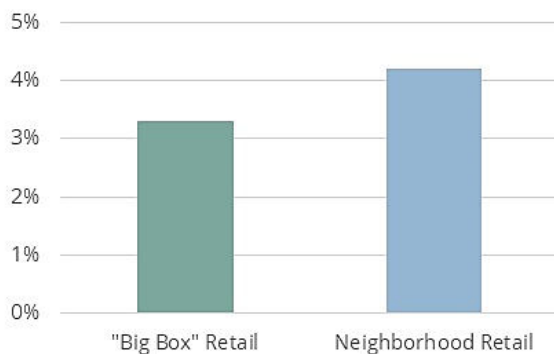
Net Absorption (SF)



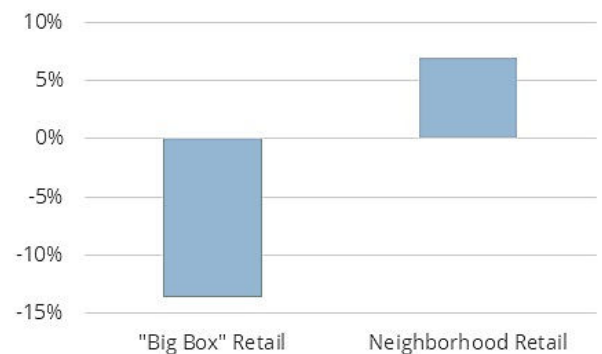
Leasing Activity (SF)



Vacancy Rate



Rent Growth (y-o-y)



Q3 2021 Retail Market

	Northern Virginia		Richmond		Hampton Roads	
	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg
Total Inventory (SF)	136.2M	▲	82.5M	▲	106.0M	▲
Vacancy Rate	4.5%	-	4.9%	▼	5.4%	▼
Net Absorption (SF)	499,128	▲	208,010	▲	171,224	▲
All Service Rent (Per SF)	\$24.77	▲	\$16.07	▲	\$14.84	▲
Deliveries (SF)	193,993	▲	37,860	▼	9,000	▼
Under Construction (SF)	938,834	▼	263,109	▼	158,378	▼

	Roanoke		Charlottesville		Winchester	
	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg
Total Inventory (SF)	24.6M	-	10.3M	▲	9.3M	▲
Vacancy Rate	2.4%	▼	4.7%	▲	4.5%	▼
Net Absorption (SF)	48,478	▲	-88,243	▼	6,521	▲
All Service Rent (Per SF)	\$13.64	▲	\$20.50	▲	\$10.73	▲
Deliveries (SF)	0	▼	18,635	▼	0	▼
Under Construction (SF)	47,500	▲	258,018	▲	0	-

	Lynchburg		Harrisonburg		Blacksburg	
	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg
Total Inventory (SF)	14.5M	▲	6.9 M	-	9.9 M	-
Vacancy Rate	4.4%	▲	4.2%	▲	4.3%	▲
Net Absorption (SF)	-11,871	▲	-70,793	▼	-40,878	▼
All Service Rent (Per SF)	\$15.84	▲	\$14.69	▼	\$12.65	▼
Deliveries (SF)	0	-	0	-	0	-
Under Construction (SF)	14,362	▲	0	-	227,680	▲

Source: CoStar, data accessed September 22, 2021

M millions

- no change

Industrial Market

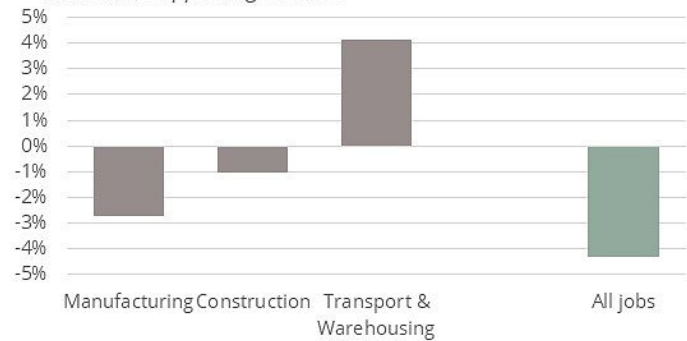
The industrial market remains the hottest segment of the commercial real estate market in Virginia. Demand for industrial and warehouse space is being fueled by a surge in e-commerce activity, as well as a shift in retail practices and a desire to move supply chains closer to end-users. While large warehouse space (e.g., fulfillment centers) continues to be in demand, there are growing challenges for businesses looking for small warehouse and flex space.

Through August, the Transportation & Warehousing sector continues to be one of the strongest sectors of the economy. The number of jobs in this sector has surpassed pre-pandemic levels, and job growth in this space has been constrained only by a lack of labor. A lack of truck drivers, in particular, has been a major factor in supply chain issues. The Manufacturing and Construction sectors in Virginia have posted slower growth in recent months; however, both sectors have fared better than the overall economy over the past 18 months.

E-commerce sales continue to rise, even as sales in brick-and-mortar stores have begun to rebound. The share of retail sales that are attributable to e-commerce has levelled off in recent months; however, e-commerce remains a much larger share of retail activity than it did prior to the pandemic. Through the first half of 2021, e-commerce sales accounted for nearly 14% of all retail sales nationally.

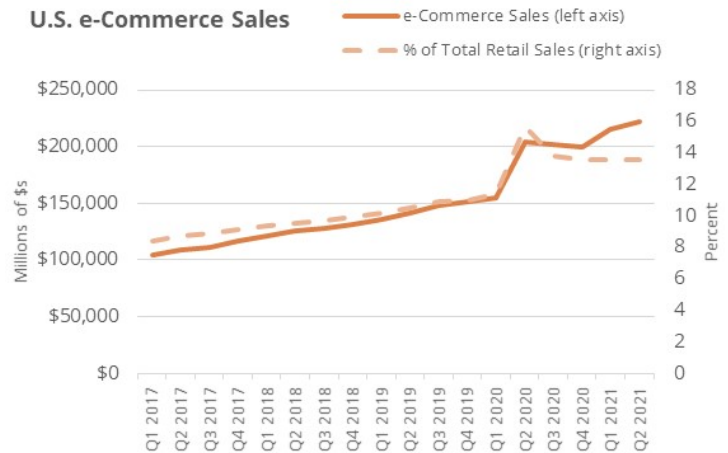
Construction of new industrial and warehouse space has not kept up with the fast-paced demand. Two challenges have been the rising costs of materials and the lack of construction labor, which have plagued new construction activity more broadly. But the development of new industrial space in Virginia also runs into additional roadblocks at the local level, where zoning and land use regulations limit the locations and types of industrial development allowed in the community. In addition, new types of space use (e.g., flex space, retail warehousing) do not always fit neatly into a

August 2021 Employment Compared to January 2020 Employment
Industrial-Supporting Sectors



Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

U.S. e-Commerce Sales

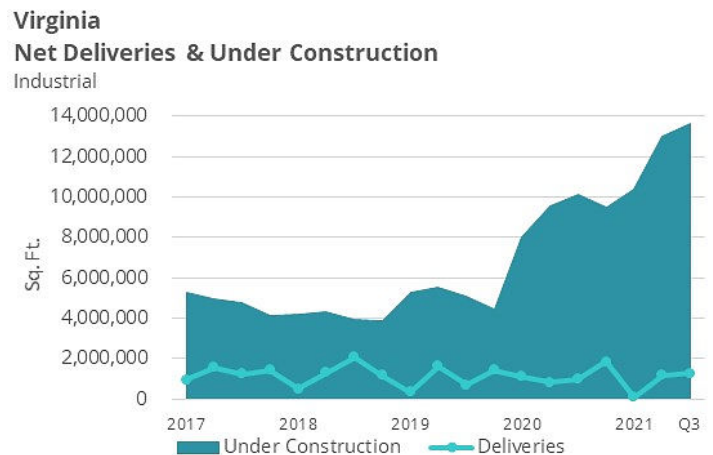
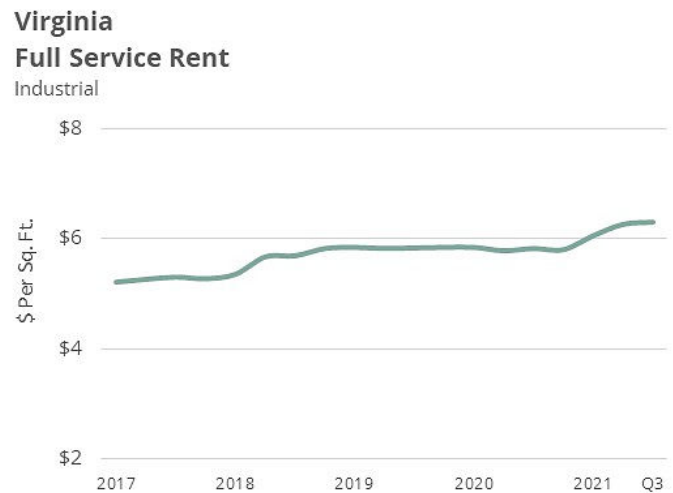
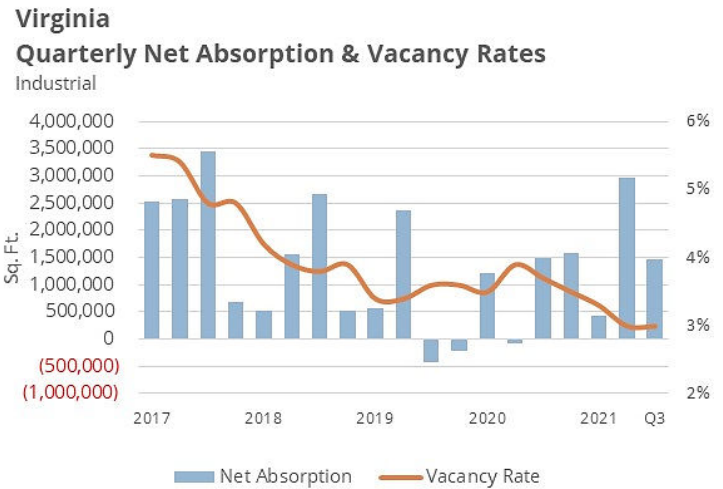


Source: U.S. Census Bureau

locality's existing use categories, making proposals for new industrial and warehousing development relatively more complex.

Industrial Market Trends

- The strong demand for industrial space is evident by the net absorption numbers, which show positive net absorption statewide for six of the past seven quarters. Industrial net absorption was positive in Q3 in every market in Virginia, with the exception of Lynchburg and Winchester. The Richmond region posted its highest net absorption since early 2019.
- Industrial vacancy rates continue to fall across Virginia, making it harder for businesses to find space and leading prospective tenants to find themselves in bidding wars for space. Statewide, the industrial vacancy rate was 3% in Q3. Vacancy rates are even lower in several markets, including Northern Virginia, Richmond, Hampton Roads, Harrisonburg, and Charlottesville.
- Rents for industrial and warehouse space continue to push up. Statewide, the average full-service rent for industrial space rose more than 8% over the past year. The fastest rent growth has been in the Hampton Roads market, where a heavy presence of e-commerce fulfillment centers has helped to fuel rent growth of nearly 14% year-over-year.
- New construction starts ramped up in response to the overwhelming demand for industrial, warehouse, and flex space. In Q3 2021, there was nearly 14 million square feet of industrial space under



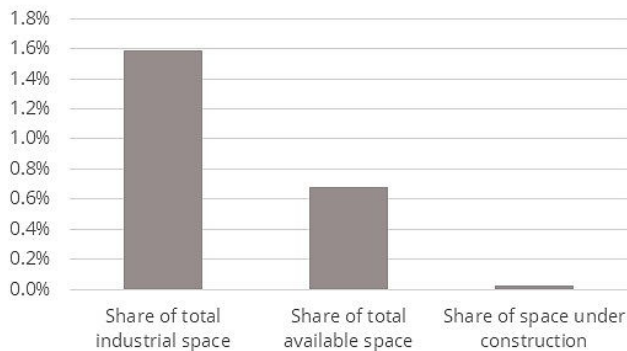
construction across Virginia. Most industrial space under construction is larger spaces, suitable for fulfillment centers and other large warehousing needs. The Hampton Roads and Richmond markets account for more than three quarters of the ongoing industrial construction.

- It is clear that e-commerce retailers and logistics operators continue to drive demand for large industrial space in Virginia. However, the market for small industrial, warehouse, and flex space has become extremely competitive in many markets across the state. Small space, defined as less than 5,000 square feet, is in demand not only from retail operations, but also from commercial trades (e.g., plumbers, electricians) and small-scale manufacturing.

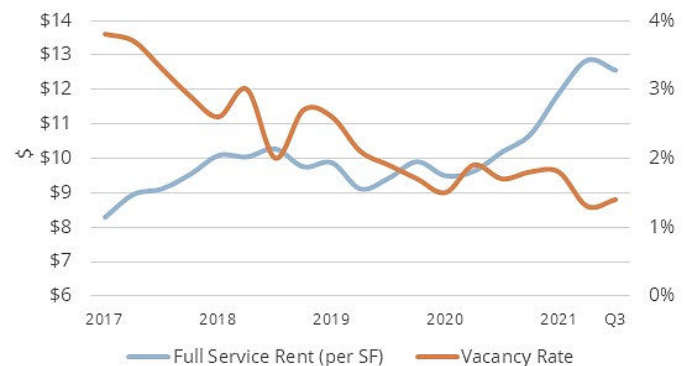
Small industrial space accounts for just 1.6% of total industrial square footage in Virginia. But spaces that are less than 5,000 square feet account for just 0.7% of total available space. Rents for small industrial space have been rising quickly over the past 18 months, while the vacancy rate has dropped to under 1.5%.

Small Industrial Space Virginia

Small Industrial Space (Less than 5,000 SF)
Virginia



Small Industrial Space (Less Than 5,000 SF)
Virginia



Q3 2021 Industrial Market

	Northern Virginia		Richmond		Hampton Roads	
	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg
Total Inventory (SF)	87.7M	▲	119.4M	▲	103.6M	▲
Vacancy Rate	3.4%	▼	3.7%	▼	1.6%	▼
Net Absorption (SF)	539,434	▼	891,892	▲	404,274	▼
Avg Asking Rent (Per SF)	\$10.18	▲	\$5.16	▲	\$6.21	▲
Deliveries (SF)	686,720	▲	405,000	▲	167,264	▼
Under Construction (SF)	2.5M	-	5.2M	▲	5.5M	▲

	Roanoke		Charlottesville		Winchester	
	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg
Total Inventory (SF)	37.1 M	▲	3.9 M	-	19.7M	▲
Vacancy Rate	3.6%	▲	2.4%	▼	4.5%	▼
Net Absorption (SF)	53,927	▼	26,438	▲	-15,279	▼
Avg Asking Rent (Per SF)	\$4.23	▲	\$4.73	▲	\$5.65	▲
Deliveries (SF)	0	-	0	-	0	▼
Under Construction (SF)	365,000	▲	111,000	-	0	▼

	Lynchburg		Harrisonburg		Blacksburg	
	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg	Q3 2021	Y-o-Y Chg
Total Inventory (SF)	15.9M	-	8.7M	▲	10.2M	-
Vacancy Rate	13.0%	▼	2.0%	▲	5.2%	▲
Net Absorption (SF)	-425,553	▲	-18,845	▼	52,871	▲
Avg Asking Rent (Per SF)	\$2.35	▼	\$6.06	▲	\$3.18	▼
Deliveries (SF)	0	-	0	▼	0	-
Under Construction (SF)	0	-	0	-	0	-

Source: CoStar, data accessed September 22, 2021

M millions

- no change

Metro Area Employment

**Northern Virginia Metro Area Monthly Jobs
2017-2021**



**Richmond Metro Area Monthly Jobs
2017-2021**



**Hampton Roads Metro Area Monthly Jobs
2017-2021**



**Roanoke Metro Area Monthly Jobs
2017-2021**



**Lynchburg Metro Area Monthly Jobs
2017-2021**



**Charlottesville Metro Area Monthly Jobs
2017-2021**

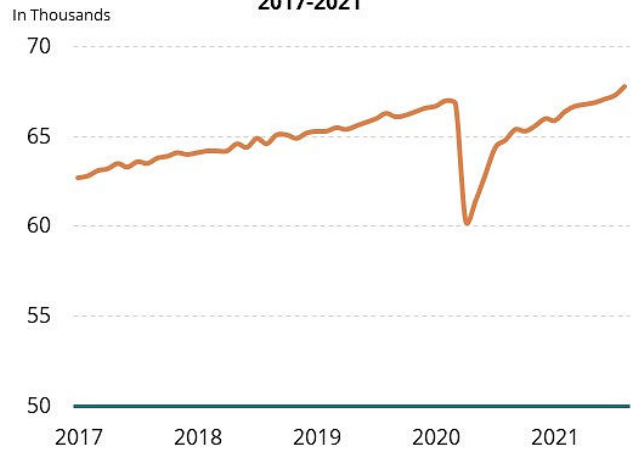


Metro Area Employment

Blacksburg Metro Area Monthly Jobs 2017-2021



Winchester Metro Area Monthly Jobs 2017-2021



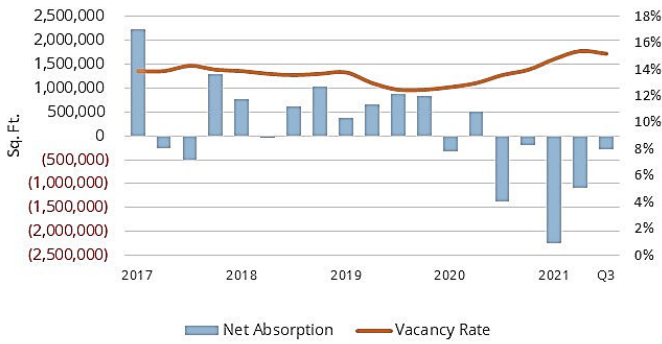
Harrisonburg Metro Area Monthly Jobs 2017-2021



Office Market

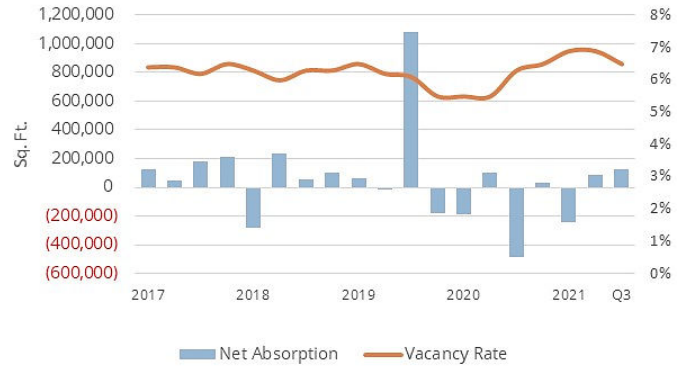
Northern Virginia

Northern Virginia Metro Area
Quarterly Net Absorption & Vacancy Rates
 Office

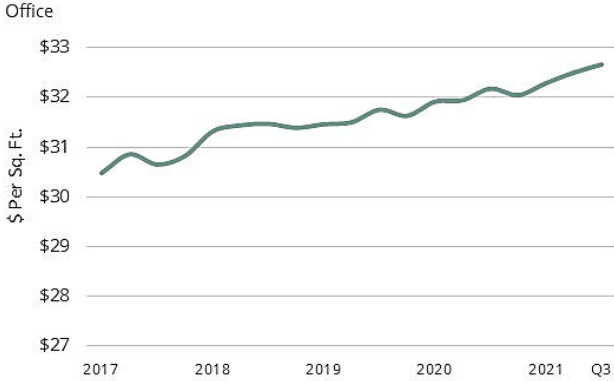


Richmond Metro

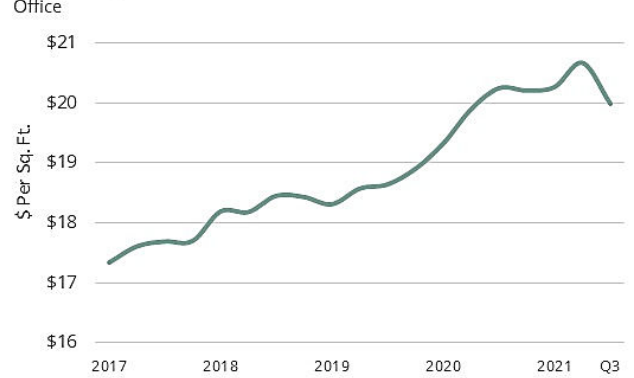
Richmond Metro Area
Quarterly Net Absorption & Vacancy Rates
 Office



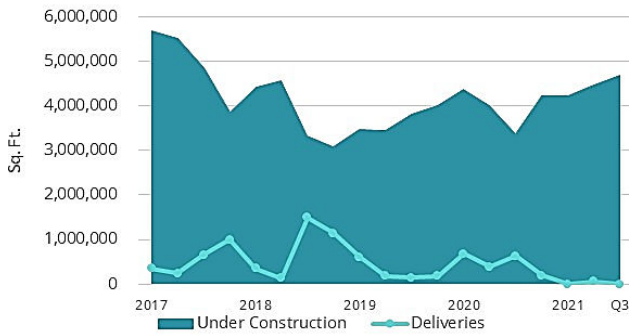
Northern Virginia Metro Area
Gross Rent
 Office



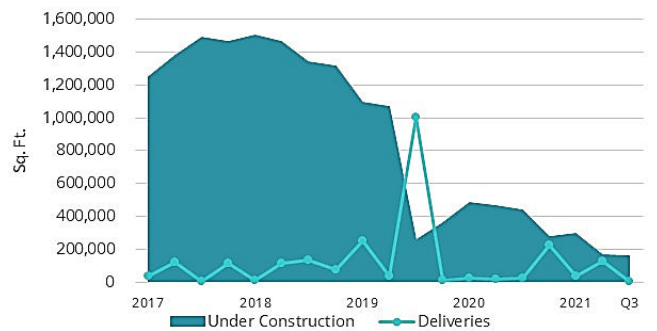
Richmond Metro Area
Quarterly Gross Rent
 Office



Northern Virginia Metro Area
Net Deliveries & Under Construction
 Office



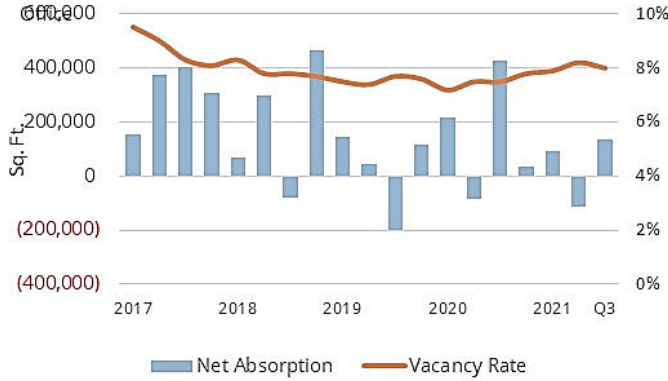
Richmond Metro Area
Net Deliveries & Under Construction
 Office



Office Market

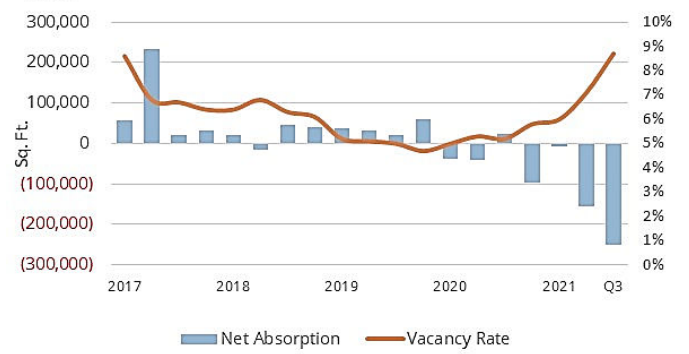
Hampton Roads Metro

Hampton Roads Metro Area
Quarterly Net Absorption & Vacancy Rates

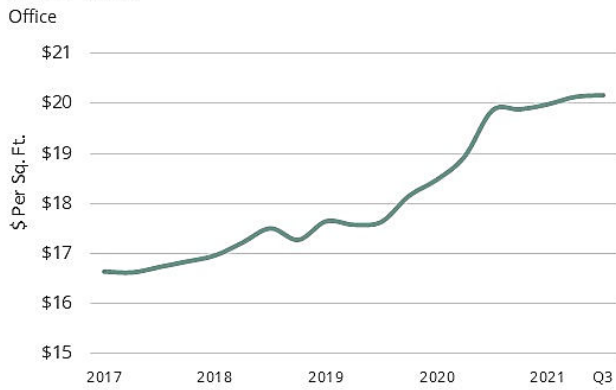


Roanoke Metro

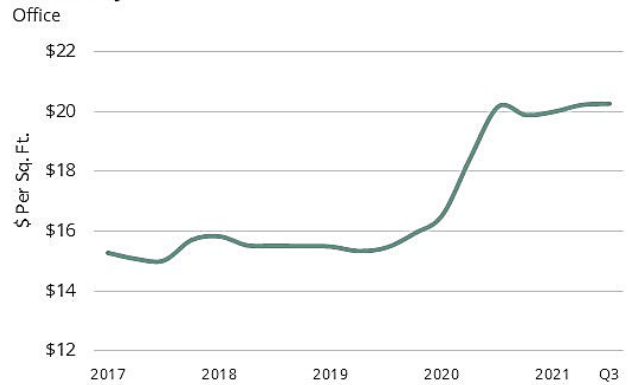
Roanoke Metro Area
Quarterly Net Absorption & Vacancy Rates



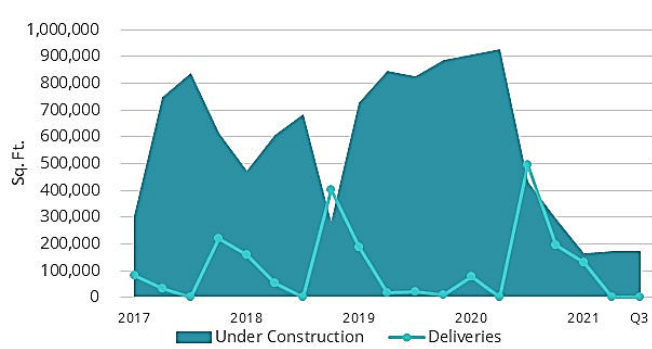
Hampton Roads Metro Area
Gross Rent



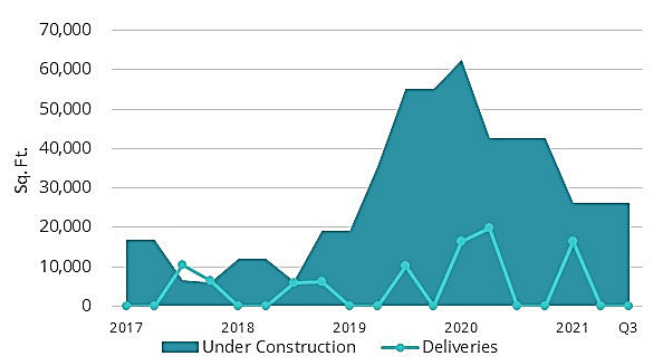
Roanoke Metro Area
Quarterly Gross Rent



Hampton Roads Metro Area
Net Deliveries & Under Construction



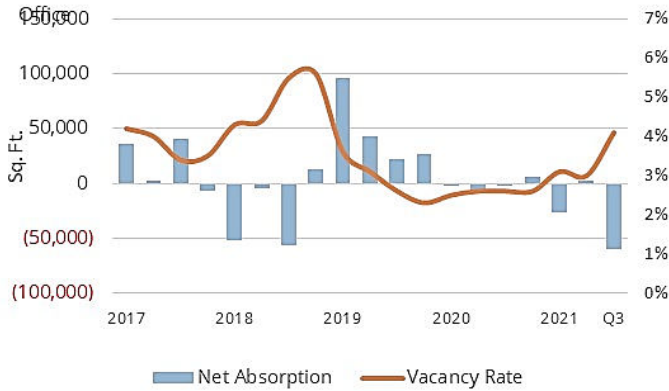
Roanoke Metro Area
Net Deliveries & Under Construction



Office Market

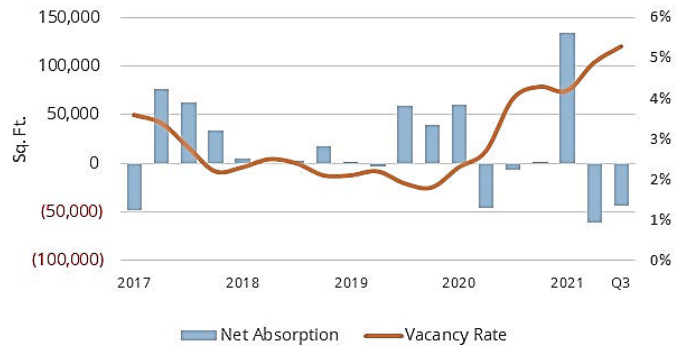
Lynchburg Metro

Lynchburg Metro Area
Quarterly Net Absorption & Vacancy Rates
Rates



Charlottesville Metro

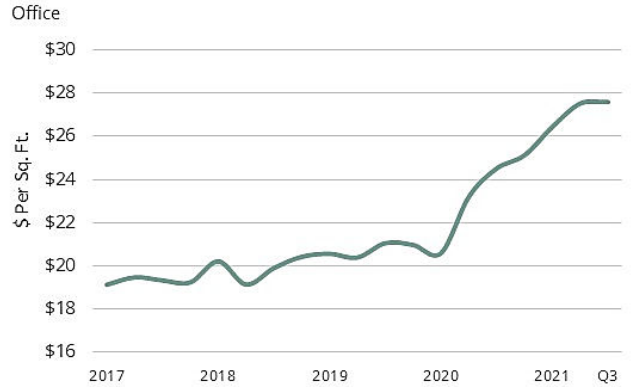
Charlottesville Metro Area
Quarterly Net Absorption & Vacancy Rates
Office



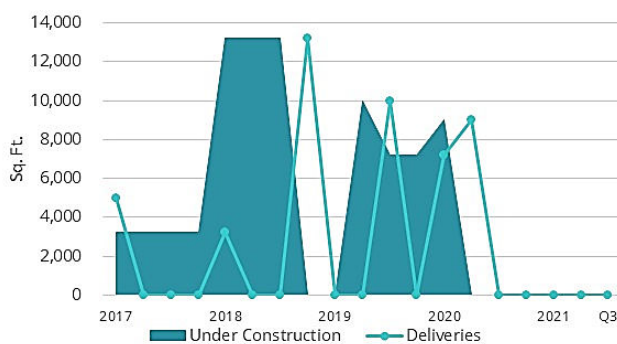
Lynchburg Metro Area
Gross Rent
Office



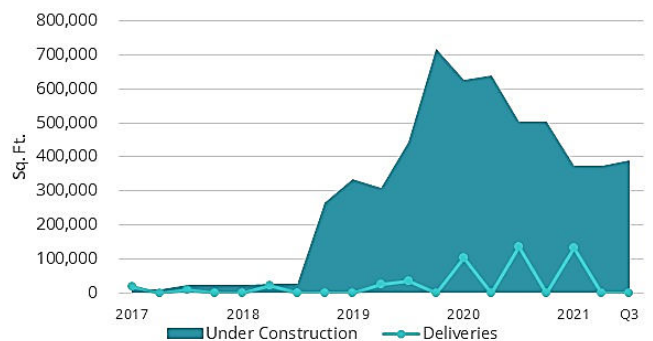
Charlottesville Metro Area
Gross Rent
Office



Lynchburg Metro Area
Net Deliveries & Under Construction
Office



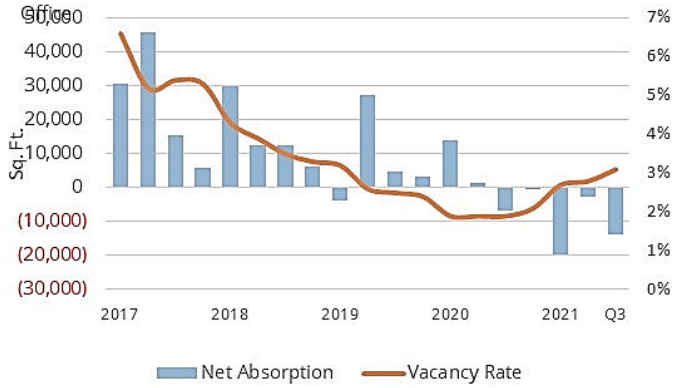
Charlottesville Metro Area
Net Deliveries & Under Construction
Office



Office Market

Blacksburg Metro

Blacksburg Metro Area
Quarterly Net Absorption & Vacancy Rates

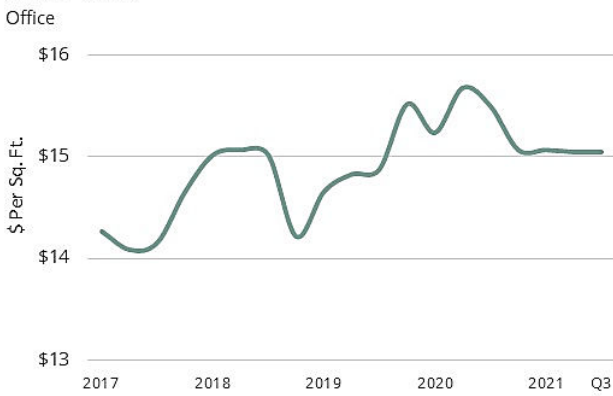


Winchester Metro

Winchester Metro Area
Quarterly Net Absorption & Vacancy Rates



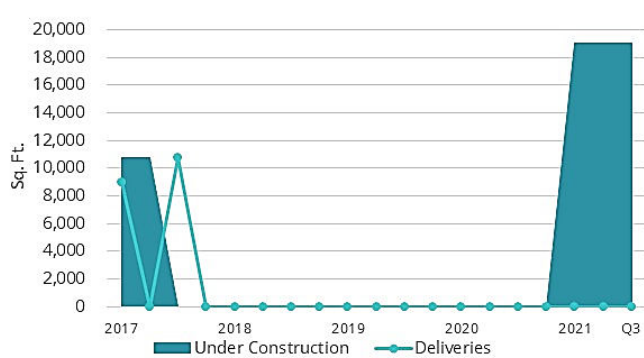
Blacksburg Metro Area
Gross Rent



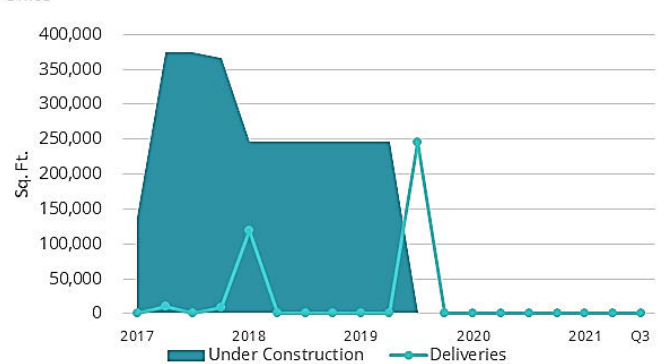
Winchester Metro Area
Gross Rent



Blacksburg Metro Area
Net Deliveries & Under Construction



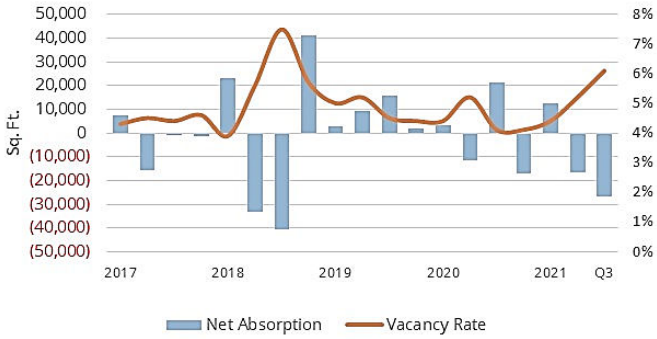
Winchester Metro Area
Net Deliveries & Under Construction



Office Market

Harrisonburg Metro

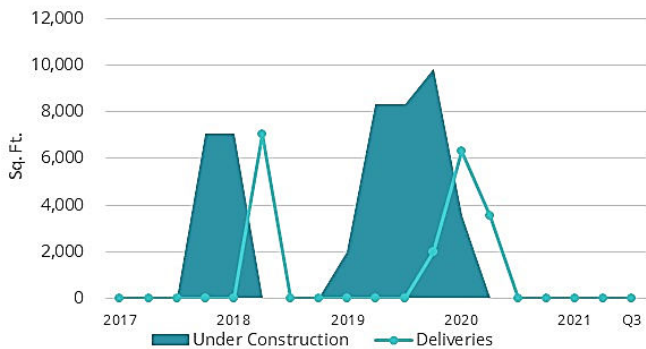
Harrisonburg Metro Area
Quarterly Net Absorption & Vacancy Rates
 Office



Harrisonburg Metro Area
Gross Rent
 Office



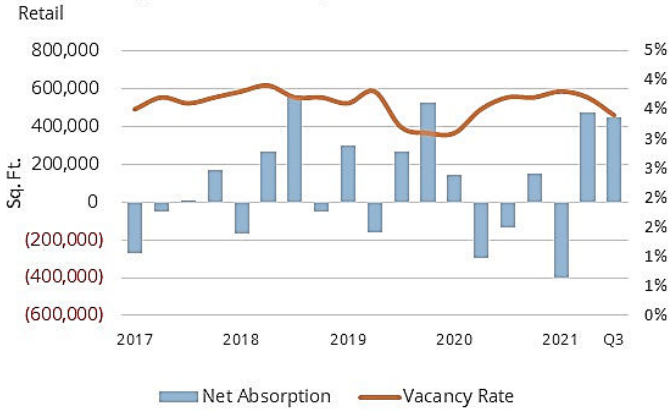
Harrisonburg Metro Area
Net Deliveries & Under Construction
 Office



Retail Market

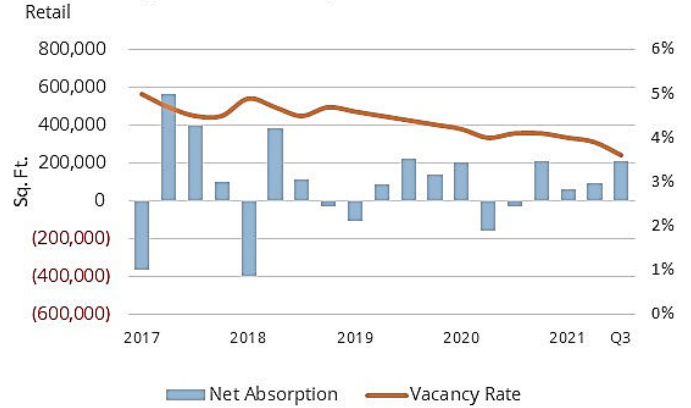
Northern Virginia

**Northern Virginia Metro Area
Net Absorption & Vacancy Rates**

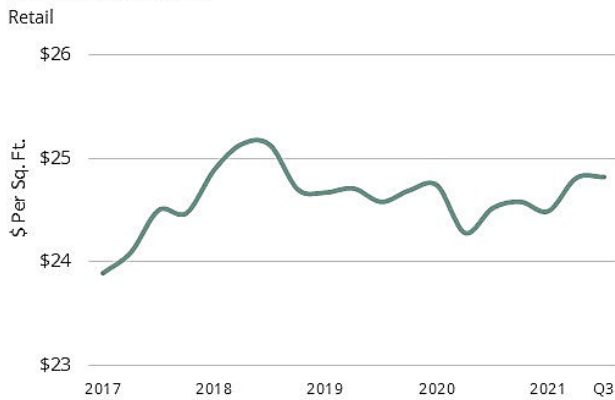


Richmond Metro

**Richmond Metro Area
Net Absorption & Vacancy Rates**



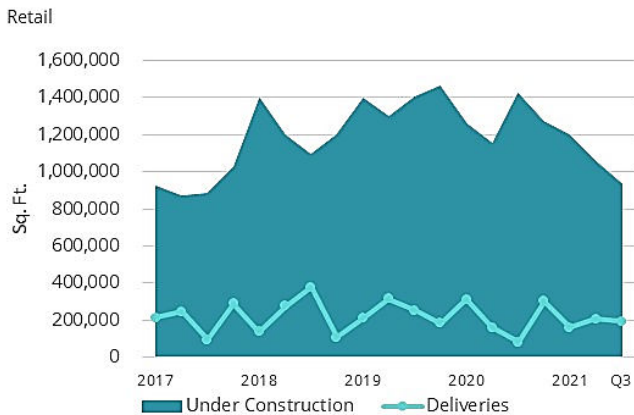
**Northern Virginia Metro Area
Full Service Rent**



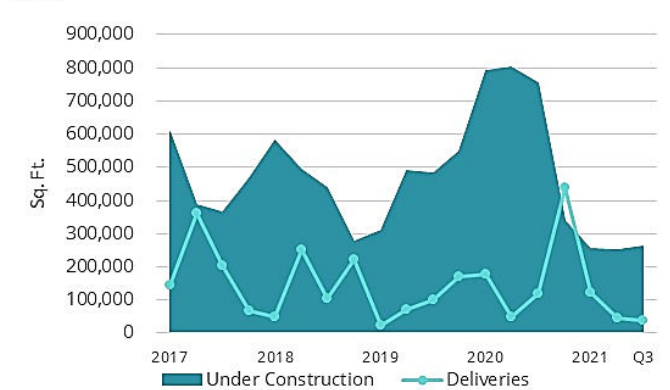
**Richmond Metro Area
Full Service Rent**



**Northern Virginia Metro Area
Net Deliveries & Under Construction**



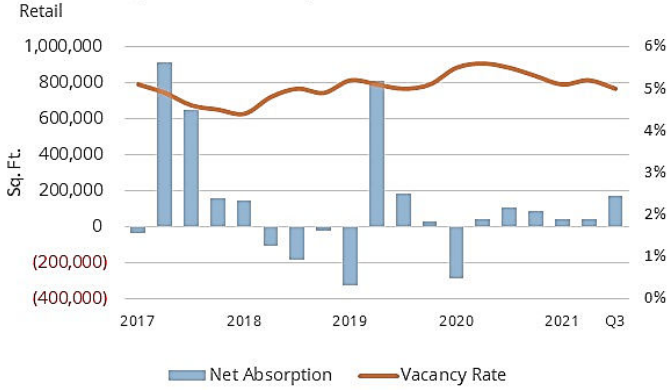
**Richmond Metro Area
Net Deliveries & Under Construction**



Retail Market

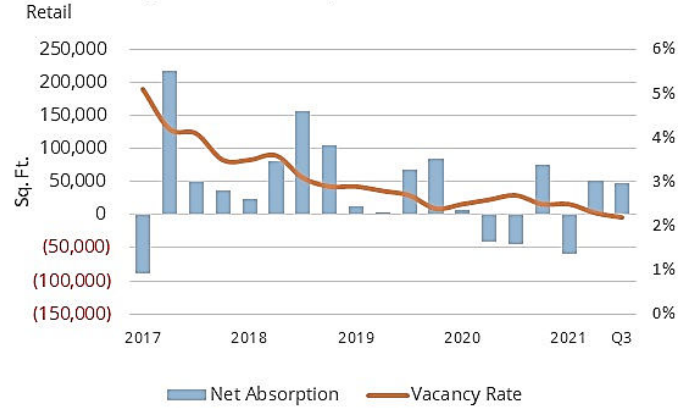
Hampton Roads Metro

Hampton Roads Metro Area
Net Absorption & Vacancy Rates

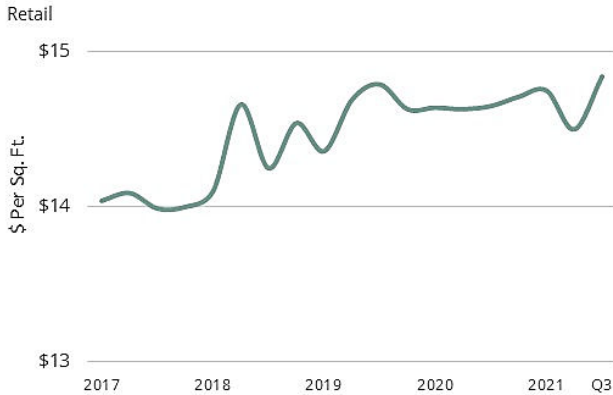


Roanoke Metro

Roanoke Metro Area
Net Absorption & Vacancy Rates



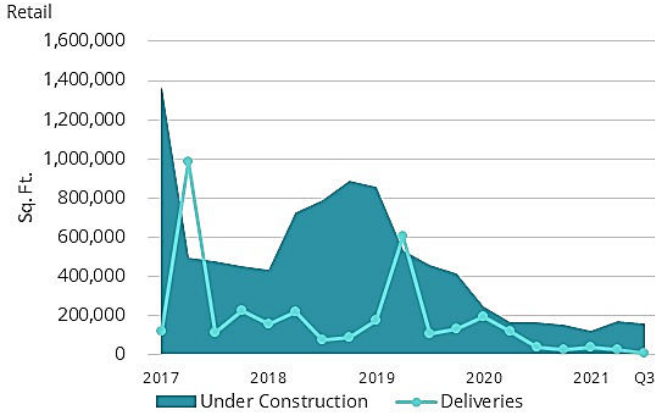
Hampton Roads Metro Area
Full Service Rent



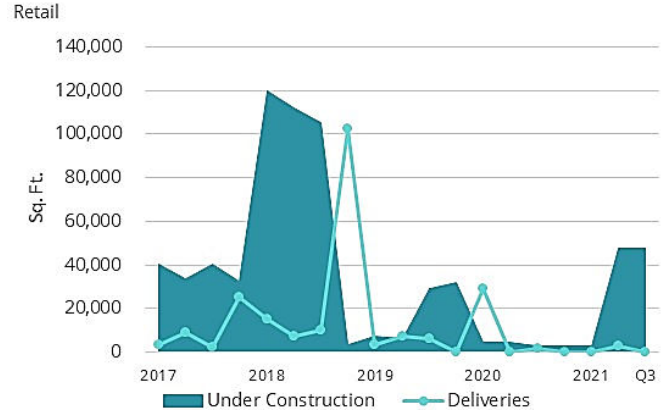
Roanoke Metro Area
Full Service Rent



Hampton Roads Metro Area
Net Deliveries & Under Construction



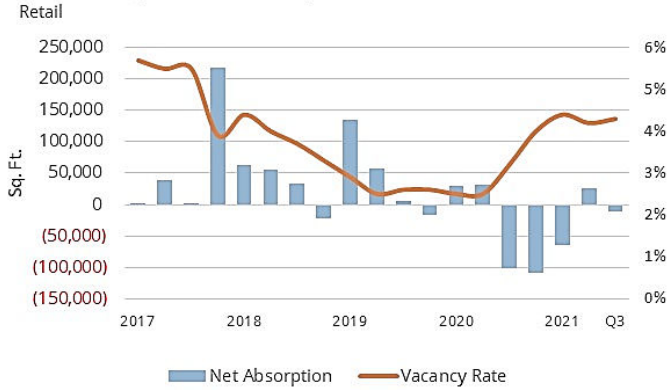
Roanoke Metro Area
Net Deliveries & Under Construction



Retail Market

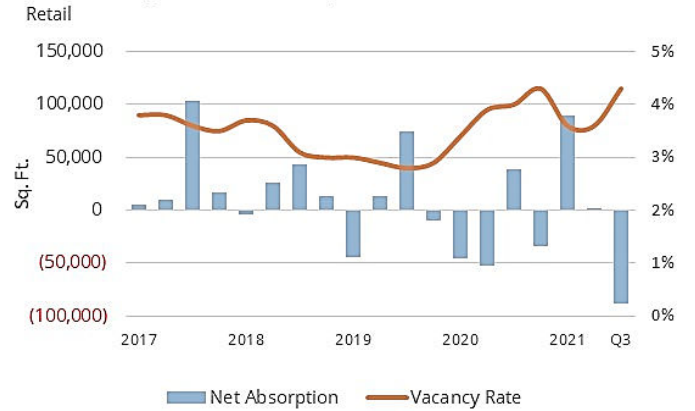
Lynchburg Metro

**Lynchburg Metro Area
Net Absorption & Vacancy Rates**

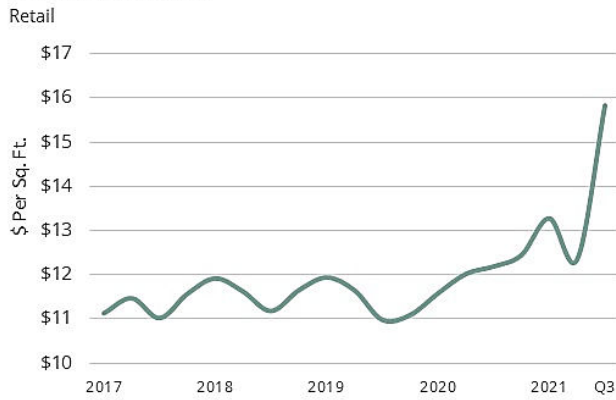


Charlottesville Metro

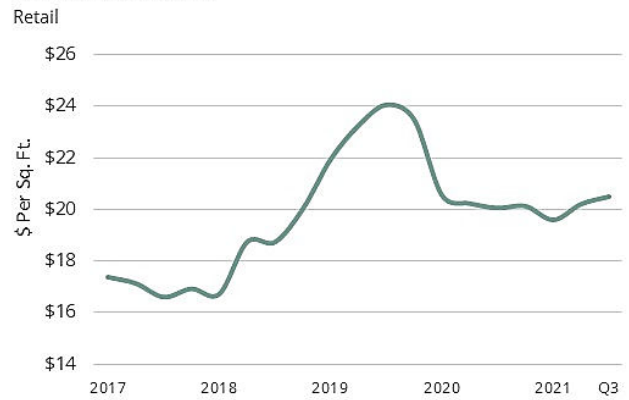
**Charlottesville Metro Area
Net Absorption & Vacancy Rates**



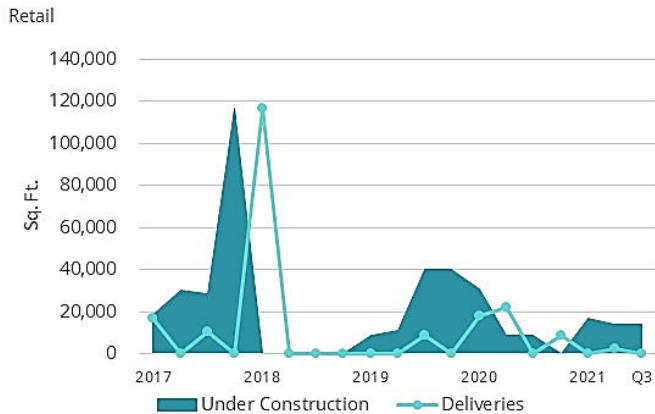
**Lynchburg Metro Area
Full Service Rent**



**Charlottesville Metro Area
Full Service Rent**



**Lynchburg Metro Area
Net Deliveries & Under Construction**



**Charlottesville Metro Area
Net Deliveries & Under Construction**



Retail Market

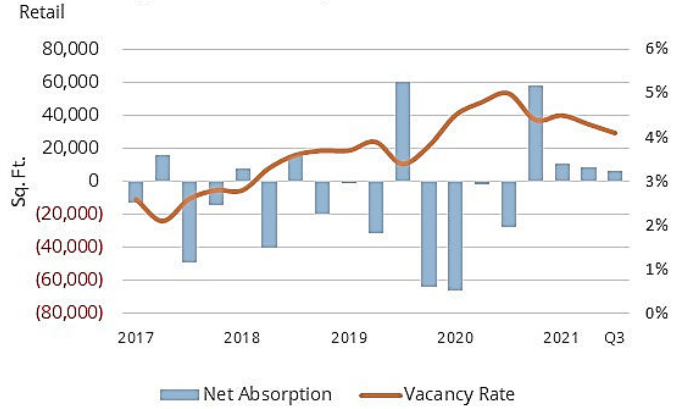
Blacksburg Metro

Blacksburg Metro Area
Net Absorption & Vacancy Rates

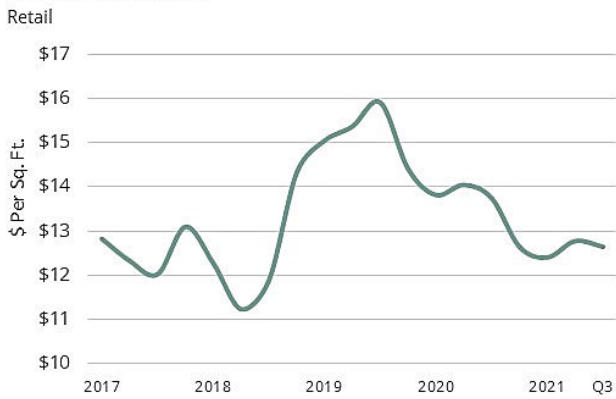


Winchester Metro

Winchester Metro Area
Net Absorption & Vacancy Rates



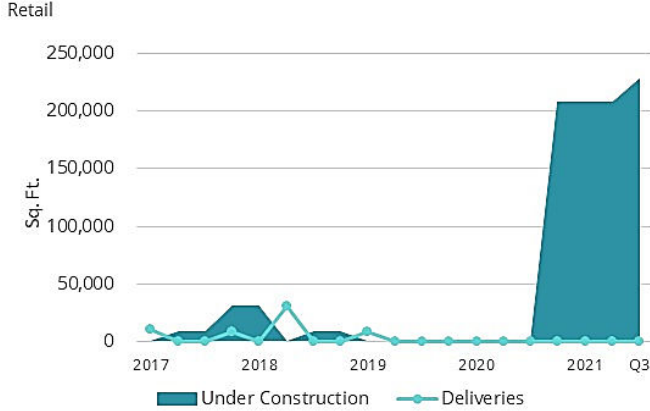
Blacksburg Metro Area
Full Service Rent



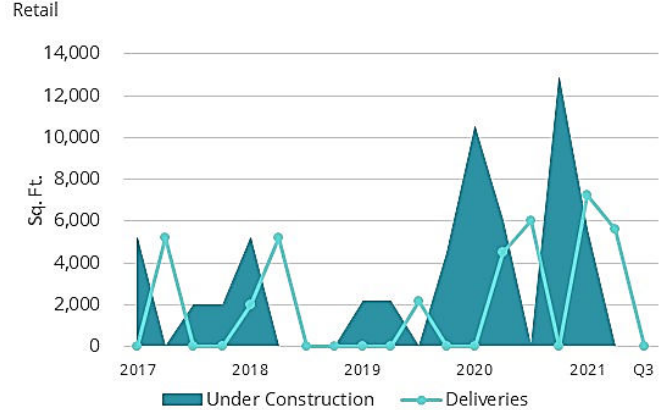
Winchester Metro Area
Full Service Rent



Blacksburg Metro Area
Net Deliveries & Under Construction



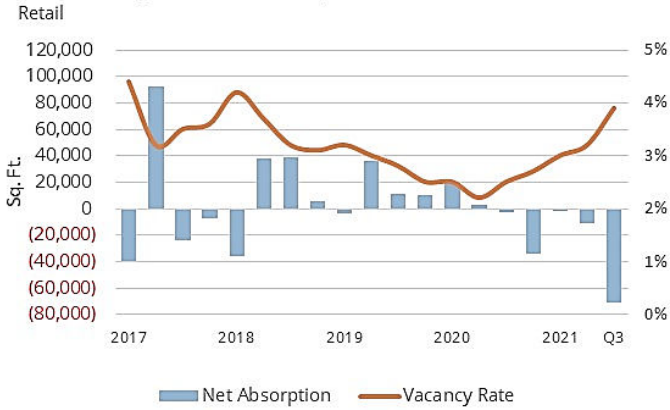
Winchester Metro Area
Net Deliveries & Under Construction



Retail Market

Harrisonburg Metro

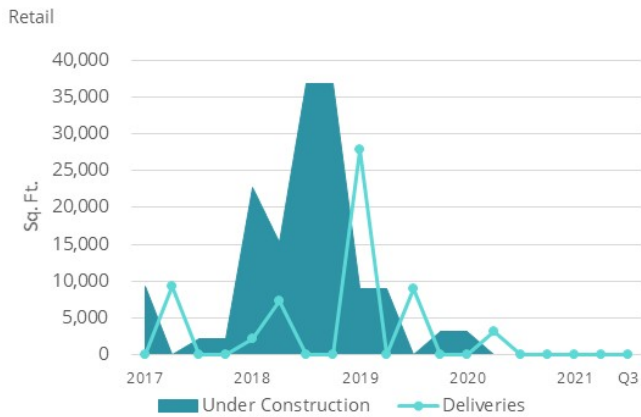
Harrisonburg Metro Area Net Absorption & Vacancy Rates



Harrisonburg Metro Area Full Service Rent



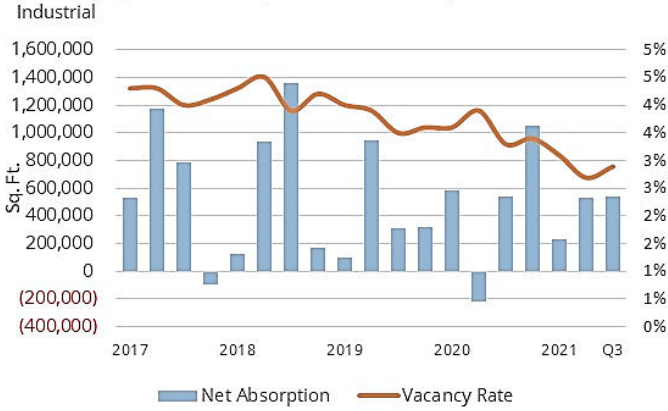
Harrisonburg Metro Area Net Deliveries & Under Construction



Industrial Market

Northern Virginia

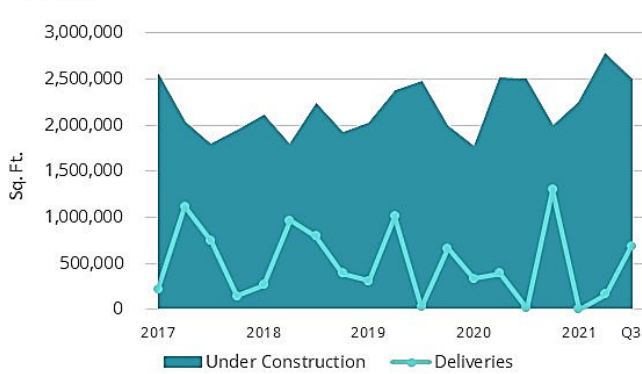
Northern Virginia Metro Area
Quarterly Net Absorption & Vacancy Rates



Northern Virginia Metro Area
Full Service Rent

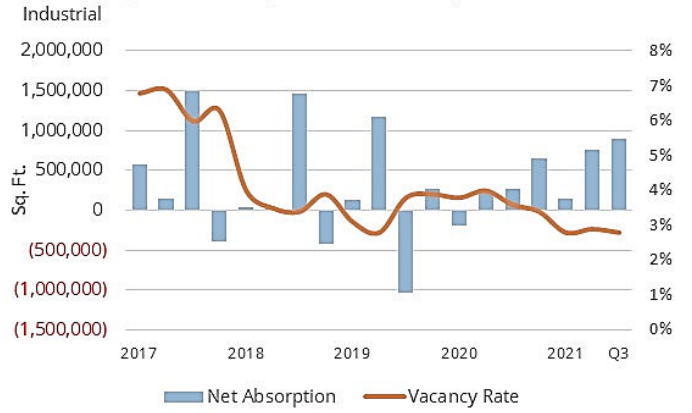


Northern Virginia Metro Area
Net Deliveries & Under Construction



Richmond Metro

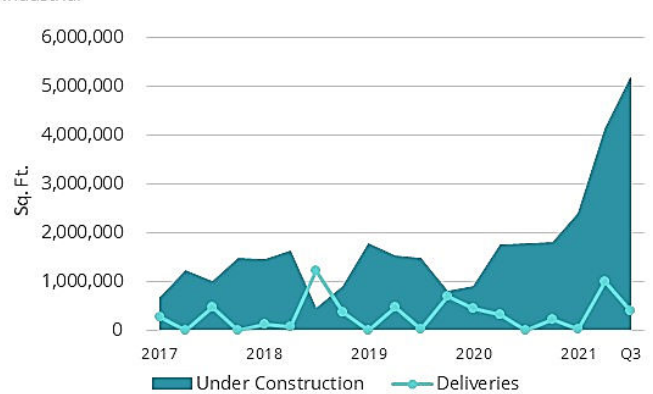
Richmond Metro Area
Quarterly Net Absorption & Vacancy Rates



Richmond Metro Area
Full Service Rent



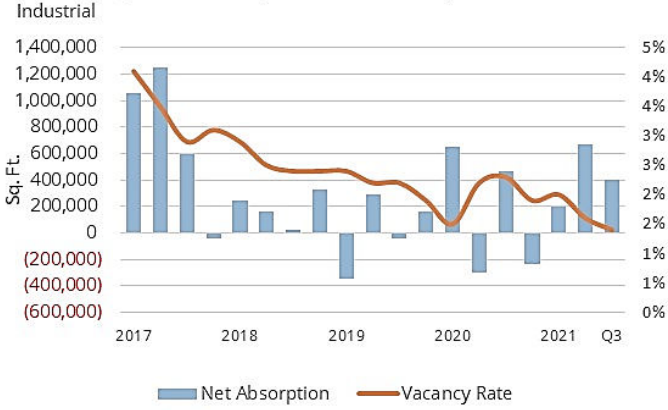
Richmond Metro Area
Net Deliveries & Under Construction



Industrial Market

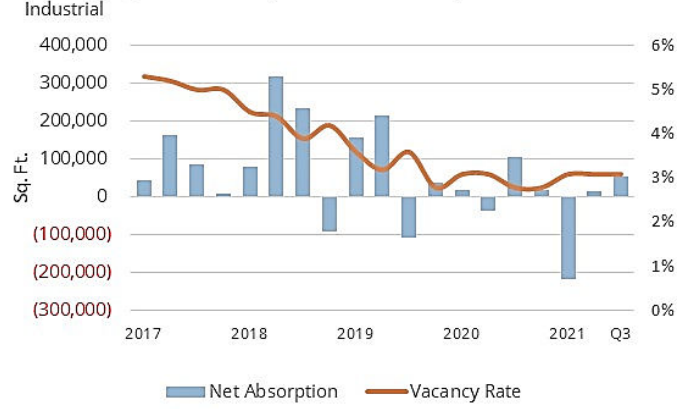
Hampton Roads Metro

Hampton Roads Metro Area
Quarterly Net Absorption & Vacancy Rates

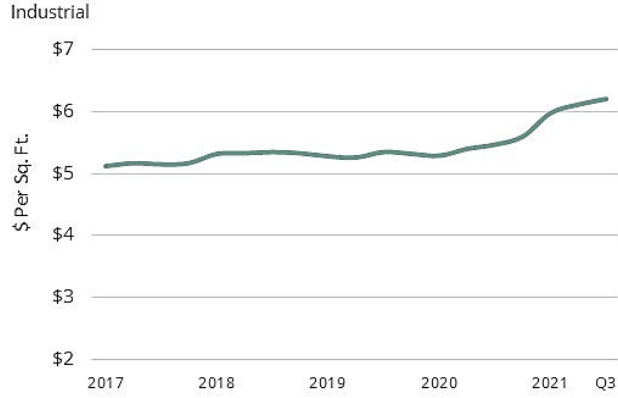


Roanoke Metro

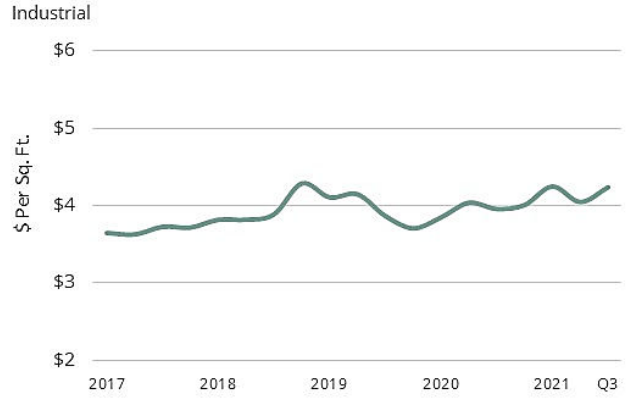
Roanoke Metro Area
Quarterly Net Absorption & Vacancy Rates



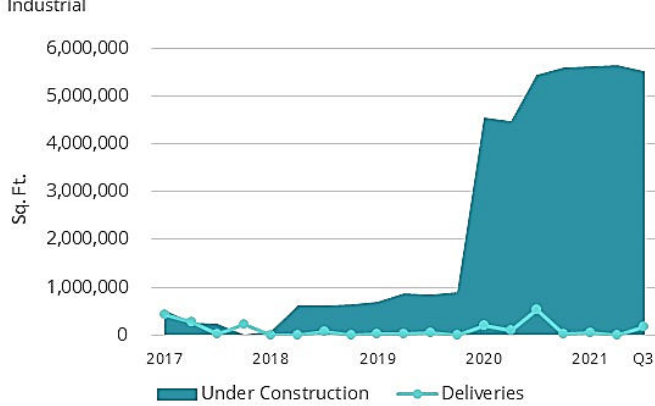
Hampton Roads Metro Area
Full Service Rent



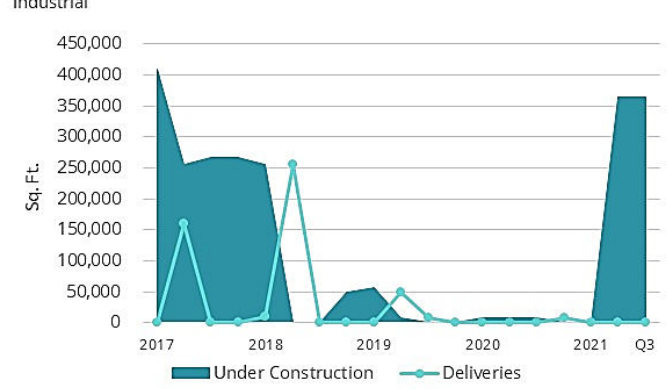
Roanoke Metro Area
Full Service Rent



Hampton Roads Metro Area
Net Deliveries & Under Construction



Roanoke Metro Area
Net Deliveries & Under Construction



Industrial Market

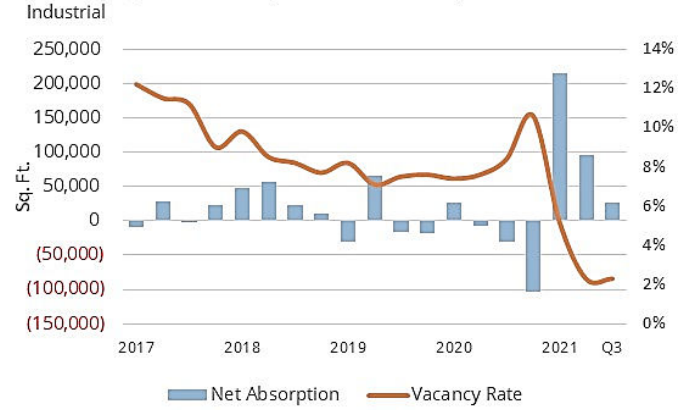
Lynchburg Metro

Lynchburg Metro Area
Quarterly Net Absorption & Vacancy Rates

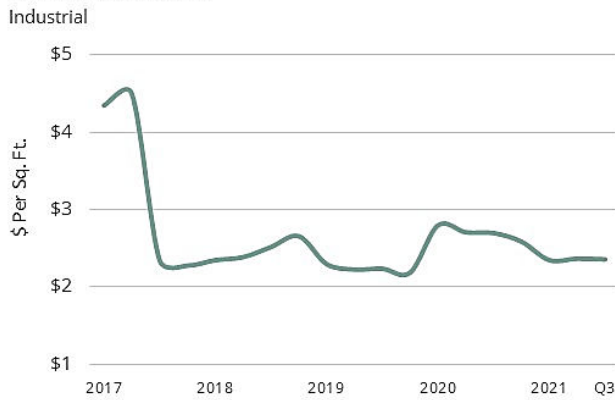


Charlottesville Metro

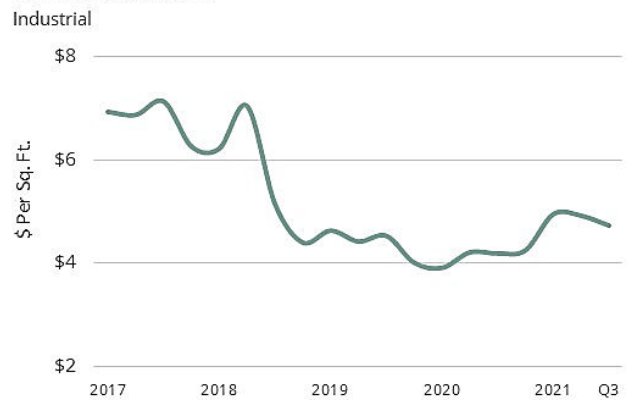
Charlottesville Metro Area
Quarterly Net Absorption & Vacancy Rates



Lynchburg Metro Area
Full Service Rent



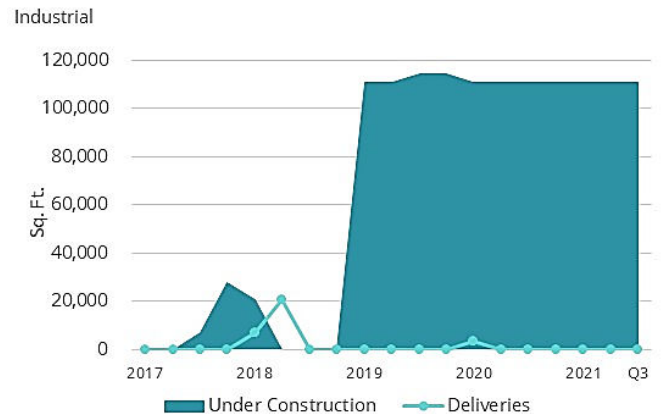
Charlottesville Metro Area
Full Service Rent



Lynchburg Metro Area
Net Deliveries & Under Construction



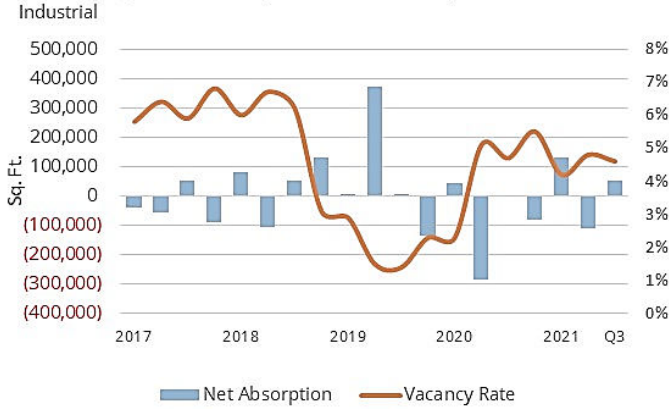
Charlottesville Metro Area
Net Deliveries & Under Construction



Industrial Market

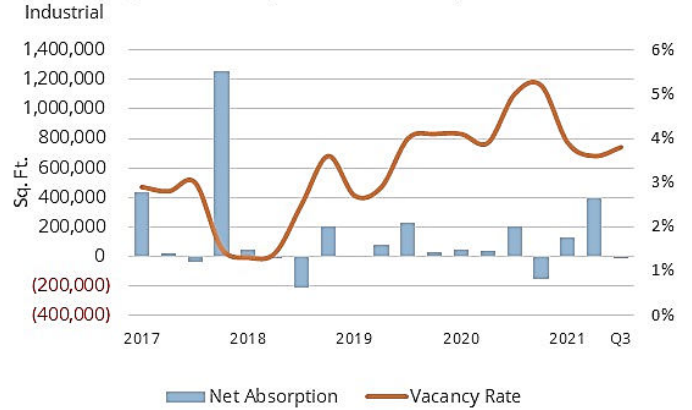
Blacksburg Metro

Blacksburg Metro Area
Quarterly Net Absorption & Vacancy Rates

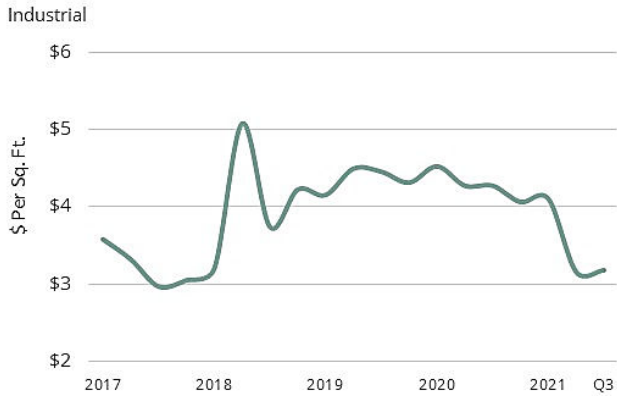


Winchester Metro

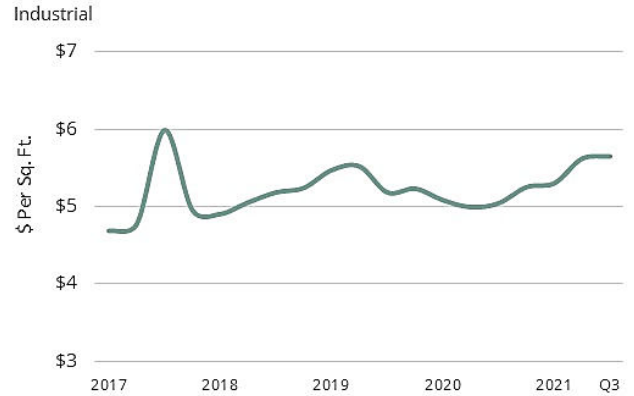
Winchester Metro Area
Quarterly Net Absorption & Vacancy Rates



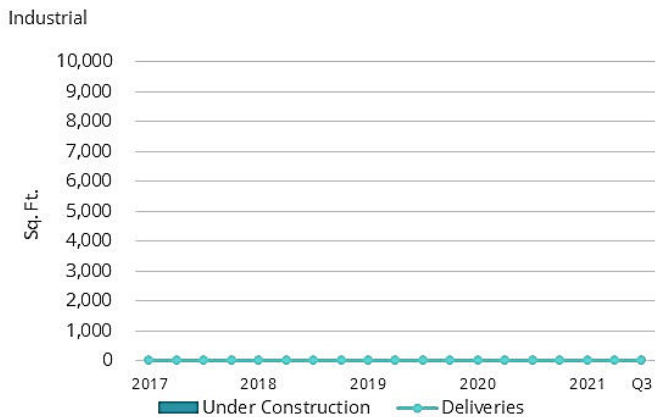
Blacksburg Metro Area
Full Service Rent



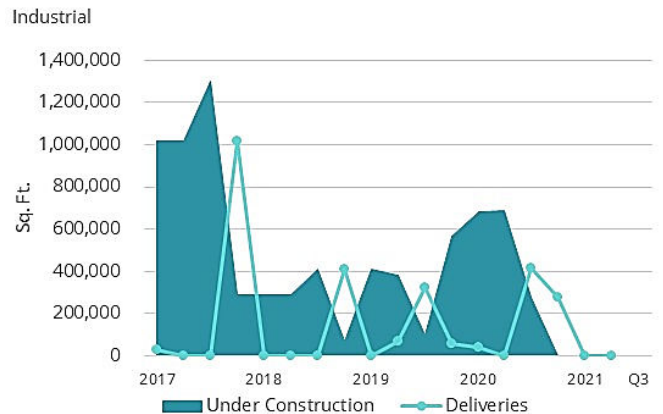
Winchester Metro Area
Full Service Rent



Blacksburg Metro Area
Net Deliveries & Under Construction



Winchester Metro Area
Net Deliveries & Under Construction



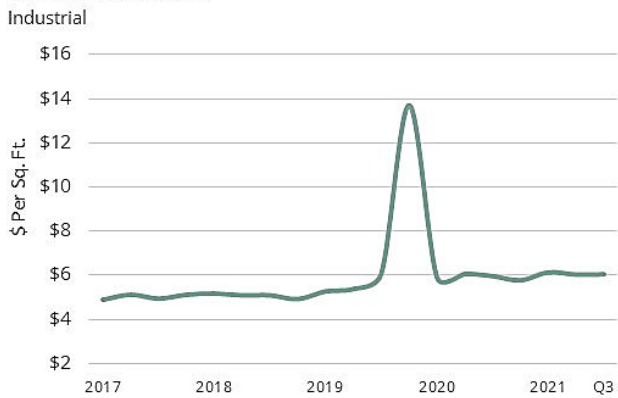
Industrial Market

Harrisonburg Metro

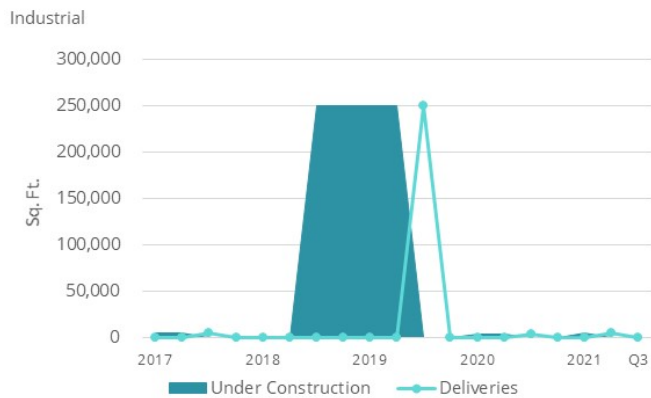
Harrisonburg Metro Area
Quarterly Net Absorption & Vacancy Rates



Harrisonburg Metro Area
Full Service Rent



Harrisonburg Metro Area
Net Deliveries & Under Construction



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 36,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

All inquiries regarding this report may be directed to:

Robin Spensieri
Virginia REALTORS® Vice President of
Communications and Media Relations
rspensieri@virginiarealtors.org
804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Lisa Sturtevant, PhD. The numbers reported here are based on data from CoStar. Insights into market conditions were provided by the following Virginia REALTORS® members: Nathan Hughes, Percy Montague, Heather Placer Mull, and David Tunnicliffe.

