

trends

Richmond Land Market

Flexibility and realistic pricing key to non-residential land sales for foreseeable future

Price land carefully to reflect reduced demand

How is demand for non-residential land being affected by predictions of recession from economists and business leaders?

In uncertain economic times, new development is postponed as business-owners plan for lower profits and revenues. With the large capital expenditures required for expansion and new development, most prudent business owners elect to retain their cash as a hedge against future uncertainty. In such times, the demand for sites goes down. Historically, even in the best of times, relatively few office, industrial and retail sites are purchased for development.

Richmond literally has hundreds of acres (and a few thousand for industrial) of zoned parcels scattered throughout the metropolitan area from which purchasers may choose when ready to buy and build. Additionally, there are thousands of acres earmarked by localities, through their comprehensive plans, for future non-residential development. With a few exceptions in prime retail corridors, land values have remained steady to slightly declining over the last 12 to 15 months. Even in the hot retail corridors, some significant downward adjustments in values are indicated.

Given all of the above, what should land owners be considering? If your goal is to sell your land quickly, adapt to the reduced demand and price realistically. Sellers do themselves and potential purchasers a disservice by asking above market prices. If an immediate sale is not necessary, but you prefer to reinvest your sales proceeds in other opportunities, remain flexible during the selling process. Identify those legitimate chances to sell and go with the market. There will also be speculators with cash willing to buy at steep discounts.

Keep overall economic conditions in mind in order to be an informed and prepared seller. To achieve your financial goals and assure the best selling experience possible, hire a knowledgeable, qualified and experienced real estate professional to facilitate the process.

Richmond Land Market Trends

is a newsletter published quarterly by Grubb & Ellis | Harrison & Bates. To obtain additional copies or other Grubb & Ellis publications, please contact:

Lynn McDaniel

Marketing Director

Grubb & Ellis | Harrison & Bates

830 E. Main Street, 5th Floor

Richmond, VA 23219-2725

Phone: 804.788.1000 Fax: 804.782.1145

E-mail: lynn.mcdaniel@harrison-bates.com

Internet: www.harrison-bates.com

Transactions

Grubb & Ellis| Harrison & Bates is pleased to have represented the following companies/individuals in transactions during the 3rd quarter of 2001.

United Dominion Realty Trust

in the sale of 47 acres
Rt 288 & Midlothian Turnpike (Rt 60)
Sam Worley, Bruce Milam

Heron Lake Group

in the purchase of 3.8 acres on Old
Oakland Road in Henrico County
Bruce Milam

EMAC, LLC

in the purchase of 8.467 acres
in Northlake, Hanover
Bill Mattox

MCK Corp.

in the sale of 4300 W. Broad Street
Richmond, VA
Bruce Milam, Mike Weisberg

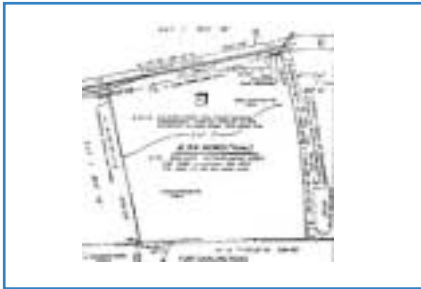
The Landsmen Group

in the purchase of 1 acre
Oak Lake Industrial Park, Chesterfield
Jason Hetherington, Andrew Ferguson

Commonwealth of VA

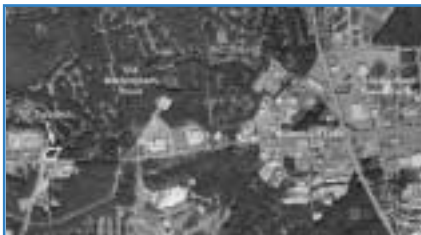
in the sale of
1200 Dinwiddie Avenue, Richmond
Bill Mattox, Kit Tyler

Featured Listings



Waverly Textiles - 6.54 Acres

Fort Darling Road in Chesterfield County. Close to I-95. Enterprise Zone. I-3 zoning. All utilities on site. \$360,000. Adjoining distribution facility also available. Call Bill Mattox, Dawn Carson, or Jason Hetherington.



Midlothian Tpke - 2.184 ac

at Old Buckingham Road. Build-to-suit, sale or ground lease. Will deliver pad ready with utilities. Contact Sam Worley or Jerry Yospin.



Virginia Center Commons Pad Site - 1.607 Acres

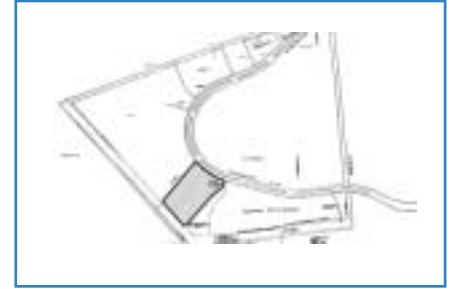
Approved for 5,900 sf restaurant. \$875,000. Call Sam Worley or Jerry Yospin.

The Grove - 7.41 Ac

Retail site on North Woolridge Road at Grove Hill Road in Chesterfield County. \$1,482,000. Contact Jeff Williams.

Suffolk - 13± Acres

Zoned for multifamily. Call Bruce Milam or Sam Worley



Villa Park - 8.56 Ac

Finished office/light industrial site just 1/2 mile from I-95/I-295 \$535,000. Call Bill Mattox.

Goochland - 81.93 Acres

Access off Rt. 670. Farmland improved with 1,320 sf barn. Site is rolling and 1/3 wooded. Call Bill Mattox or Kit Tyler.

Under Contract

Listings

Partial Listing of Land Currently Available

Go to www.harrison-bates.com to view all listings including improved property.

Land Type/Size Location	City/County Price	Contact	Comments
Commercial - 16.97 Acres Plaza Dr. & TriCities Dr.	Hopewell \$834,940	Bruce Milam Bill Mattox	B-3. Just off Oaklawn Blvd @ I-295
Commercial - 5.8 Acres Hull Street Rd, Woodlake Area	Chesterfield \$1,675,000	Bill Mattox	Zoned Business, across from Lowe's Part under contract
Commercial - 94 Acres Rivermont E. Hundred Road @ I-295	Chesterfield Call for Pricing	Bill Mattox D. Williams, J. Yospin	Mixed use project.
Commercial - 9.10 Acres Rt. 10 & I-295	Chesterfield \$1,500,000	Bill Mattox	Located at I-295, Zoned (C-3)
Commercial - 7.34 Acres 7541 Ironbridge Road	Chesterfield \$630,000	Bill Mattox Bruce Milam	East side of Rt. 10 across from Airport
Commercial - 8.26 Acres Mall Drive & Koger Center Blvd	Chesterfield Call for Pricing	Jerry Yospin Mike Weisberg	4 pad-ready sites across from Chesterfield Towne Center.
Commercial - 3.264 Acres Williamsburg Road	Henrico \$700,000	Bruce Milam Bill Mattox	Zoned B-3, next to CVS, One lot east of Laburnum
Commercial - 2.98 Acres Bickerstaff Road @ Darbytown Road	Henrico \$649,044	Bruce Milam Sam Worley	B-3 zoning, UNDER CONTRACT
Commercial - 1 Acre West Broad St & Gayton Rd	Henrico \$1,000,000	Bill Mattox Sam Worley	Zoned Business
Commercial - 1.652 Acres N. Gayton Rd & W. Broad Street	Henrico \$750,000	Bill Mattox	B-3C. Next to Dominion Chevrolet
Commercial - 4.5 Acres 1301 Laburnum Avenue	Henrico \$280,000	Bill Mattox	Good exposure, near I-295. Owner will consider subdivision.
Commercial - 1.3 Acres Parham Road & I-95	Henrico \$625,000	Sam Worley	Zoned B-3
Commercial - 4.8 Acres 11950 W. Broad St, Short Pump	Henrico Ground Lease	Bill Mattox Jackie Noel	A-1, next to Short Pump Towne Ctr
Industrial - 8.975 Acres Hull Street Rd & Hendricks Drive	Chesterfield \$80,000/ac	Bruce Milam	Tomahawk Business Center Zoned I-1
Industrial - 3 to 100 Acres Hill Carter Parkway, Ashland	Hanover \$65,000/ac	Bill Mattox David Williams	Ashland Business Park Zoned Light Industrial
Industrial - 86 Acres Rt 10 & Winston Churchill Rd	Hopewell \$1,500,000	Bill Mattox David Williams	Zoned Heavy Industrial
Industrial - 4.3 Acres 4720 Richneil Road	Henrico \$400,000	Bruce Milam Bill Mattox	M-1, Richmond Industrial Interport
Industrial - 25.6 Acres Dry Bridge Rd & Old Williamsburg Rd	Henrico \$1,275,000	Andrew Ferguson David Williams	M-1C. Near Infineon (White Oak)
Industrial - 11.5 Acres Laburnum Ave & Eastport Blvd	Henrico \$1,725,000	Bill Mattox J. Hetherington, D. Williams	Pad ready for development. M-1C
Industrial - 10.849 Acres Rt. 1 North & Lewistown Road	Hanover \$1,700,000	S. Cary, D. Carson J. Hetherington	Zoned M-1
Industrial - 1.32 Acres Aspen Avenue & School Avenue	Henrico \$132,000	Bill Mattox Andrew Ferguson	M-1, no proffers; will build-to-suit
Multi-Family - 22 Acres Mechanicsville	Hanover \$1,170,000	Bruce Milam Sam Worley	Zoned & engineered for 180 apartments UNDER CONTRACT
Residential - 72 Lots Lakeside Forest	Henrico \$1,500,000	Bruce Milam Sam Worley	Zoned & engineered for 72 detached houses.
Riverwalk - 65 Acres Adjacent I-95 near I-895	Chesterfield \$8,500,000	Sam Worley Dawn Carson	Unique riverfront development site. Enterprise Zone with tax incentives.
Farm - 140 Acres Route 15	Louisa \$475,000	Kit Tyler Bill Mattox	Septic and well. Level topography.

Superior Service Through Innovative People With Traditional Values

The Land & General Brokerage Group specializes in all facets of commercial real estate locally, as well as nationally, through our affiliation with Grubb & Ellis, one of the nation's largest commercial real estate services firms. Clients benefit from the depth of experience and superior market knowledge of these highly trained professionals. Services provided include:

- Acquisition/Disposition Services
- Assemblages
- Buyer/Tenant Representation
- Feasibility Studies
- Highest & Best Use/Alternative Use Studies
- Investment Analysis
- Land Topography Evaluation
- Lease Review for Owners & Tenants
- Lease vs. Own Analysis
- Marketing Plans & Services
- Multi-Family Property Valuation
- Sales-Leasebacks
- Site & Facility Selection
- Special/Unusual Property Transactions
- Strategic Real Estate Planning
- Tax Deferred Exchanges
- Zoning Analysis



Grubb & Ellis | Harrison & Bates Land and General Brokerage Group includes Bill Mattox, Bruce Milam and Sam Worley.

PROPERTY WANTED

We have buyers seeking the following:

1. Larger tracts in the path of development.
2. Properties convenient to retail locations for future residential subdivisions in the West End and Chesterfield.
3. Apartment complexes that need rehabilitation to attain market rents.
4. Land for commercial/industrial development in the vicinity of Richmond International Airport.
5. Large farms of 100+ acres.

Call one of our advisors for details.
804.788.1000



Harrison & Bates Incorporated
One Capitol Square
830 E. Main Street, 5th Floor
Richmond, VA 23219-2725
Independently Owned and Operated

3rd Quarter 2001

trends
Richmond Land Market