

# Land Market Trends Richmond

Grubb & Ellis Research

Mid-Year 2006



## High Tide for Land Values

by Bill Mattox

Commercial land values appear to have stabilized over the last six to nine months and, in fact, may have peaked for the short term. Several factors contribute to this slowdown including higher interest rates to counter inflation fears, higher construction costs due to the increases in oil prices and labor, and a decrease in demand as the Richmond Metro area has satisfied much of the appetite for retail and housing.

We've seen several large tracts of non-residential land trade hands in the last several months including the following:

- \* 362 acres in West Creek at \$80,000/acre
- \* 114 acres on West Broad Street in Short Pump at \$320,000/acre
- \* 25 acres on Hull Street adjacent to Hampton Park at \$160,000/acre

It's fortunate they closed when they did. It's dubious that the demand for those sites would exist in today's market. Some residential land developers have also put acquisitions on hold, choosing instead to develop and/or sell some of their existing inventory. Homebuilders that have never built over 200 homes in a given year report they have 2,000 to 3,000 residential units in their pipelines, either in their possession or under contract subject to certain contingencies being satisfied prior to closing. Some astute land buyers are holding back in anticipation of a correction in the marketplace.

What does all of this mean to you, the land owner? Clearly, if you are thinking about selling your property, now more than ever, you should consult with an experienced and knowledgeable land broker to determine the value and marketability of your property. Please call one of our successful land professionals for a "no strings attached" opinion of value.

### Richmond Land Market Trends

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Ellis|Harrison & Bates publications,  
please contact:

### Lynn McDaniel

Vice President - Marketing Services

E-mail: [lynn.mcdaniel@harrison-bates.com](mailto:lynn.mcdaniel@harrison-bates.com)

Grubb & Ellis|Harrison & Bates  
6606 W. Broad Street, Suite 400  
PO Box 11027

Richmond, VA 23230-1027

Phone: 804.788.1000

Internet: [www.grubb-ellis.com](http://www.grubb-ellis.com); [www.harrison-bates.com](http://www.harrison-bates.com)

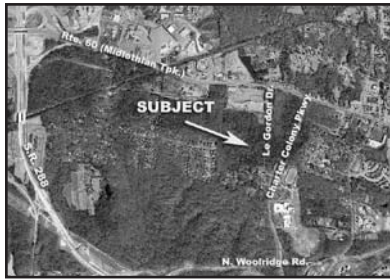
*Independently Owned and Operated*

*Much of the appetite for  
retail and residential land  
has been satisfied, at least  
for the short term.*

# Featured Listings

Partial Listing of Land Currently Available

Go to [www.harrison-bates.com/properties](http://www.harrison-bates.com/properties) to view all listings including improved property.



**NEW**

## Midlothian Office Site - 10.425 Acres

310-320 LeGordon Drive. Just east of Route 288. 2.94 acres is buildable. Ideal for small office user. Call Bill Mattox or Jason Hetherington.



**NEW**

## Ladysmith - 80 Acres

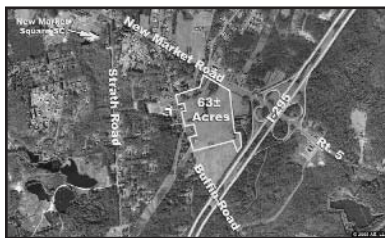
Great interstate access at under-developed I-95 interchange at Ladysmith. \$9,600,000. Call Lewis Little, Jr. or Stuart Cary.



**NEW**

## Deer Run Village - 18.76 Ac

Office & retail land adjacent to Deer Run Shopping Center on Hull Street Road at Spring Run Road. 15.42 ac zoned O-2 for \$105,000/ac. 2.46 ac zoned C-2 for \$300,000/ac. 1.16 ac zoned C-2 for \$500,000. Call Bill Mattox or Lewis Little.



**NEW**

## New Market Rd - 62.46 Ac

Well located parcel with I-295 exposure. Public water & sewer available for mixed use development. \$5,880,700. Call Bruce Milam or Bill Mattox.



**NEW**

## Gayton & Broad - 29.6 Ac

Assemblage of 7 parcels zoned A-1 for development. Just west of Short Pump Towne Center with Broad St and I-64 frontage. Call Bill Mattox, Lewis Little or Susan Jones.



**NEW**

## 16600 Hull Street Rd - 15.74 Acres

North side of Rt 360 behind Chesterfield Baptist Church. Suitable for single family residential development. \$60,000/acre. Call Yasmine Hamad or Bruce Milam.



## Salisbury West Office Park - 5.6 Ac

Office site at Wyldrose Drive & Otterdale Road in Midlothian. \$250,000 per acre. Call Bruce Milam or Scott White.

### Recent Transactions

Grubb & Ellis|Harrison & Bates is pleased to announce that it represented the following companies in recent land transactions:

**Ferguson Enterprises, Inc.**  
in the purchase of 17 Acres  
South Creek  
Powhatan County  
Jason Hetherington

**Prime Hospitality Corporation**  
in the sale of 3.5 Acres  
Telegraph Road  
Henrico County  
Susan Jones

**Samaco Investments LLC**  
in the sale of 1.37 Acres  
2730 E Hundred Road  
Chesterfield County  
Yasmine Hamad

**Pristine Development**  
in the sale of 120 lots  
King's Grove  
Chesterfield County  
Bruce Milam

Land Type/Size Location	City/County Price	Contact	Comments
Commercial - 4.09 Acres 16519 Hull Street Rd	Chesterfield \$745,200	Yasmine Hamad	Mixed Use. 16 acres in two adjoining parcels Under Contract
Commercial - 3 Acres 10539 Hull Street Rd	Chesterfield \$175,000 - \$250,000/ac	Yasmine Hamad	Three 1-ac sites zoned C-5 with frontage on Hendricks Rd @ Hull Street Rd.
Commercial - Royal Oaks - 12 Acres Chippenham Pkwy & Iron Bridge Rd	Chesterfield \$100,000-125,000/ac	Bill Mattox Chris Wallace	Retail & office sites available
Commercial - 9.10 Acres 1612 E. Hundred Rd	Chesterfield \$1,800,000	Bill Mattox Yasmine Hamad	I-295 & Rt 10. Zoned C-3. Subdividable.
Commercial Office - .724 Acres 13815 Village Mill Drive	Chesterfield \$200,000	Zac Frederick	Office zoned land in the Village of Midlothian.
Commercial - 1.20 Acres 7071 Commons Plaza	Chesterfield \$600,000	Yasmine Hamad	Outparcel of Compson at Courthouse II.
Commercial - 1.5 Acres 2124 Willis Road	Chesterfield \$189,000	Stuart Cary Bill Mattox	Burge Ave north of Willis Rd. Owner will consider build-to-suit or ground lease.
Commercial - 2.09 Acres 1200 Koger Center Boulevard	Chesterfield \$800,000	Steve Gentil Bill Mattox	Adjoins VA Credit Union & near Chesterfield Towne Center.
Commercial - 29.6 Acres W. Broad Street @ Gayton Rd	Henrico \$21,771,600	Bill Mattox, Lewis Little Jr. Susan Jones	7 parcels zoned A-1 with public water & sewer on site. Short Pump area.
Commercial - 4.763 Ac 11950 W. Broad St.	Henrico \$4,150,000	Bill Mattox	298' frontage on N. line of W. Broad Adj. Short Pump Towne Center
Commercial - 11.4 Acres International Street, Doswell	Hanover \$200,000 - \$300,000/ac	Yasmine Hamad	Across from King's Dominion. Sale or ground lease. Subdividable.
Commercial - 1.5 to 4.59 Acres 801 South Ave	Colonial Heights \$800,000/ac	Yasmine Hamad	Off I-95 at Southpark Exit
Commercial/Retail - 1 to 3 Acres Anderson Hwy (Rt 60)	Powhatan Ground Lease	Susan Jones	Three 1-ac outparcels with all utilities. \$25,000-\$30,000 annual ground lease.
Commercial - 160 Acres 3458 S. Main Street	Harrisonburg \$8,000,000	Jeff Williams	Mixed use - subject to master plan and rezoning.
Industrial - 36 Acres Bermuda Hundred Road	Chesterfield \$1,150,000	Bill Mattox Bruce Milam	36 acres. Mixed Use. Near Meadowville Technology Center.
Industrial - 73.59 Acres Coxendale Road, Chester	Chesterfield \$425,000	Lewis Little, Jr. Bill Mattox	Zoned I-3, I-95 visibility
Industrial - 15 to 30 Acres Hill Carter Parkway	Ashland \$65-85,000/ac	Bill Mattox David Williams	Ashland Business Park
Industrial - 4.85 Acres 13167 Telcourt Rd, Ashland	Ashland \$392,000	Lewis Little, Jr. Bill Mattox	Small industrial site. Utilities by 8/1/06.
Industrial - 5 to 14 Acres 307 Quarles Road, Ashland	Hanover Call for Pricing	David Williams Stuart Cary	M-1 Zoning, Water & Sewer Owner will build-to-suit.
Industrial - 2 to 7.3 Acres Timber Ridge Road, Ashland	Hanover From \$125,000/ac	David Williams Bill Mattox	Last parcel in Lakeridge. Sites for sale, lease or build-to-suit.
Industrial - 25.6 Acres Dry Bridge Rd & Old Williamsburg Rd	Henrico \$1,275,000	David Williams Lewis Little, Jr.	M-1C. Near Infineon (White Oak)
Industrial - 3.21 Acres 4600 International Trade Ct	Henrico \$480,000	David Williams Lewis Little, Jr.	Zoned M-1C. Near RIC Airport. Business park location with covenants.
Industrial - 8.56 Acres Villa Park Drive	Henrico \$535,000	Bill Mattox	Finished office/light industrial site 1/2 mile from I-95/I-295
Industrial - 6 Acres 5219 Klockner Drive	Henrico \$425,000	Lewis Little, Jr. Bill Mattox	Off Williamsburg Rd near RIC Airport. Zoned M-1.
Industrial/Office - 1.4 to 3 Acres Anderson Hwy (Rt 60)	Powhatan \$125,000/ac	Bill Mattox Lewis Little, Jr.	Business sites in mixed use development.
Industrial Sites - 2 to 5 acres River Run Business Center	Spotsylvania \$95,000-\$125,000/ac	David Williams Jason Hetherington	New business park along I-95 corridor. Midway between DC and Richmond.

## Grubb & Ellis|Harrison & Bates Land & General Brokerage Team

The Land & General Brokerage Team 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

### **Yasmine Hamad**

*Sales Associate*

804.788.1000 Ext 279

804.591.2419 Direct

yasmine.hamad@harrison-bates.com



### **Lewis Little, Jr.**

*Sales Associate*

804.788.1000 Ext 210

804.591.2403 Direct

lewis.little@harrison-bates.com



### **Bill Mattox, SIOR**

*Senior Vice President*

804.788.1000 Ext 331

804.591.2428 Direct

bill.mattox@harrison-bates.com



### **Bruce Milam**

*Vice President*

804.788.1000 Ext 261

804.591.2412 Direct

bruce.milam@harrison-bates.com



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Harrison & Bates Incorporated  
6606 W. Broad Street, Suite 400  
PO Box 11027  
Richmond, VA 23230-1027  
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