

# Land Market Trends Richmond

Grubb & Ellis Research

4th Quarter 2006



## Land Values Holding Steady

by Bill Mattox

*Well located retail, office and industrial sites remain in demand.*

Transaction activity for land was slower than expected in the last quarter of 2006, but is showing signs of an increased pace as we enter 2007. If you are a land owner, you may be wondering if now is a good time to place your property on the market for sale. All types of land (retail, office, industrial and investment) experienced anywhere from 30% to 75% appreciation from 2002 to 2005. Most commercial land tended to plateau in early 2005, and despite some speculation that land values would begin to decrease, values have remained fairly stable through today.

### 2006 "High Water Mark" Land Sales

- 114-acre retail site on West Broad Street (The Liesfield Farm) in Short Pump to Unicorp, a Florida developer for \$320,000 per acre.
- 23.8-acre office site in West Creek to Brandywine Realty Trust for \$200,000 per acre.
- 9.48-acre industrial park site in Hanover's Ashland Business Park to M. B. Chenault, Jr. for \$77,000 per acre.

Currently leading the way in demand and likely to remain so for the foreseeable future are well-located retail, office and industrial sites. Also of keen interest to speculators and investors is land in the path of future growth. Those sites lie along major commercial corridors or near major office or industrial parks. If your property meets some of these criteria, then **now may very well be the time to consider selling**. If you would like to explore the marketability of your property, please call us for a no-obligation opinion of value.

### Richmond Land Market Trends

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

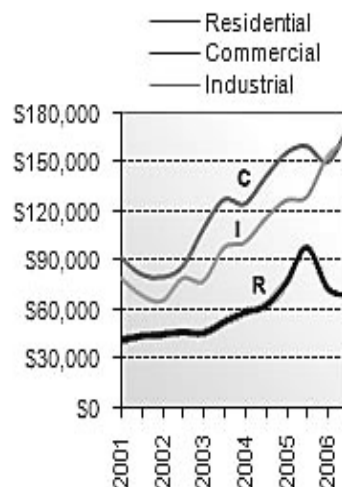
#### Lynn McDaniel

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*

© 2007 Grubb & Ellis|Harrison & Bates

### National Perspective



### Median Sales Price Per Acre of Land

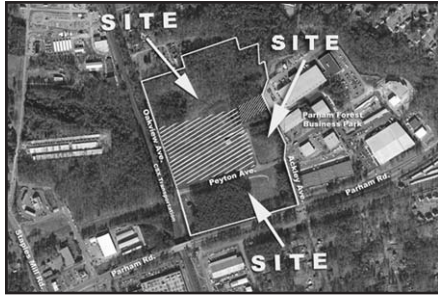
Land prices are mirroring the outlook for the intended use. After turning lower around the 2001 recession, the median price for commercial and industrial land has escalated steadily. Residential land prices, by contrast, gained momentum through the decade, peaked in the second half of 2005 and then fell by 30 percent in 2006, reflecting the slump in new home construction. Look for commercial and industrial land prices to rise further in 2007 as construction activity ramps up, which will help to propel building rental rates higher as well.

Bob Bach

Senior Vice President, Market Analysis  
Grubb & Ellis Company

# Featured Listings

Partial Listing of Land Currently Available. To search all listings including improved property, go to [www.harrison-bates.com/properties](http://www.harrison-bates.com/properties).



**NEW**

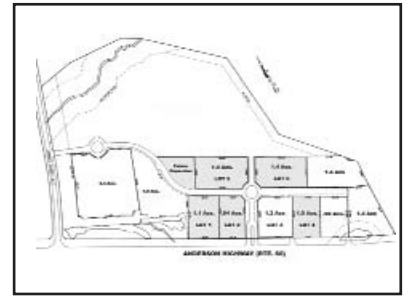
**Parham Forest West - 20 Ac**  
Largest industrial infill location remaining in western Henrico. Subdividable. \$30-125,000 per acre. Call Bill Mattox or David Williams.

[www.parhamforestwest.com](http://www.parhamforestwest.com)



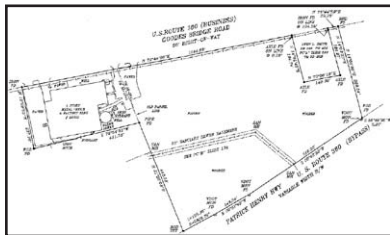
**NEW**

**Short Pump - 1.71 Ac Outparcels**  
Two outparcels just west of Short Pump Town Center. 1.71-acre each parcel. \$2.223 million each. Excellent retail location. Call Yasmine Hamad.



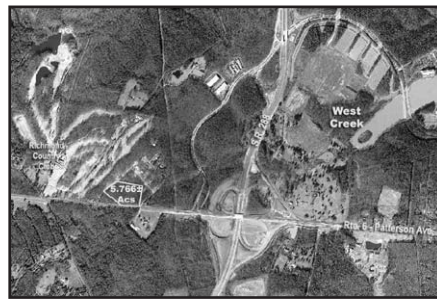
**NEW**

**Route 60, Powhatan - 1.66 Ac**  
Spring Branch mixed-use development on Rt 60 (Anderson Hwy) at Rt. 13. \$280,000. Call Bill Mattox, Lewis Little, or Susan Jones.



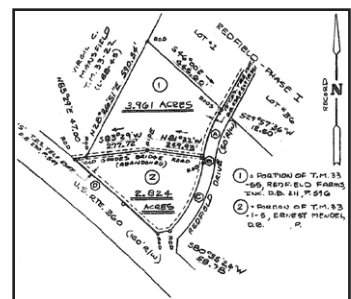
**NEW**

**Rt 360, Amelia - 8.915 Ac**  
Located between Rt 360 By-Pass and Rt 360 Business with frontage on both. \$1,350,000. Call Stuart Cary or Greg Creswell.



**NEW**

**Rt 6/Rt 288, Goochland - 5.766 Ac**  
Great office development opportunity on Rt 288 corridor just west of West Creek. \$975,000. Call David Williams or Lewis Little.



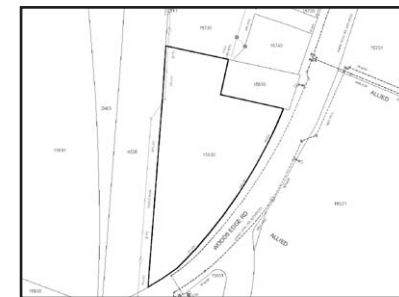
**NEW**

**Redfield Park, Amelia - 6.78 Ac**  
Two parcels (3.96 & 2.82 ac) on Rt 360 at entrance to Redfield Park. Soil work completed. \$800,000. Call Stuart Cary or Greg Creswell



**NEW**

**2801 Sprouse Dr - 4.77 Ac**  
Industrial parcel in the Seven Hills Industrial Center. \$477,000. Call Bruce Milam or Lewis Little.



**NEW**

**15820 Woods Edge Rd - 7 Ac**  
Enterprise Zone site zoned C-5C just off I-95. Sub-dividable. \$300,000 per acre. Call Yasmine Hamad.



**Gayton & Broad - 18 Ac**  
Assemblage of 6 parcels zoned A-1 for development. Just west of Short Pump Towne Center. Call Bill Mattox, Lewis Little or Susan Jones.

## Recent Transactions

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

**Moudilos Family**  
in the sale of 29.68 Acres  
5680 Pouncey Tract Road  
Henrico County  
Bill Mattox, Bruce Milam

**GDD Properties LLC**  
in the sale of 1.6 Acres  
2124 Willis Road Road  
Chesterfield County  
Bill Mattox, Stuart Cary

**Chimento Properties LLC**  
in the sale of 1.07 & 1.11 Acres  
10539 Hull Street Rd (Parcels 2 & 3)  
Chesterfield County  
Yasmine Hamad

Land Type/Size Location	City/County Price	Contact	Comments
Commercial - 78 Acres Ladysmith	Caroline \$9,000,000	Stuart Cary Lewis Little, Jr.	Rear 41 acres - \$3 million Front 37 acres - \$6 million
Commercial - 94.07 Acres Route 1, Ladysmith	Caroline \$15,000/ac	Lewis Little, Jr. Bill Mattox	Rt. 1 corridor just north of Ladysmith Industrial development potential.
Commercial - 10.8 Acres Ladysmith Road (Rt 639)	Caroline \$594,000	Bill Mattox Lewis Little, Jr.	I-95 Ladysmith Exit, zoned M-1 and RP.
Commercial - 4.09 Acres 16519 Hull Street Rd	Chesterfield \$745,200	Yasmine Hamad	Improved with residence & garage. Two adjoining parcels under contract.
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 - 10.425 Acres 310-320 LeGordon Dr	Chesterfield \$415,000	Bill Mattox Jason Hetherington	Ideal for small office user. 2.9 acres is buildable. Just off Midlothian Tpke.
Commercial - 1.20 Acres 7071 Commons Plaza	Chesterfield \$600,000	Yasmine Hamad	Outparcel of Compson at Courthouse II.
Commercial - 2.09 Acres 1200 Koger Center Boulevard	Chesterfield \$800,000	Steve Gentil Bill Mattox	Adjoins VA Credit Union & near Chesterfield Towne Center.
Commercial - 17.18 Acres W. Broad Street @ Gayton Rd	Henrico Call for Details	Bill Mattox, Lewis Little, Jr. Susan Jones	6 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 - 4.8 Ac Pouncey Tract Road/Short Pump	Henrico Ground Lease	Susan Jones Bill Mattox	Retail ground lease or build-to-suit. 1.766 ac & 3.045 ac
Commercial - 1.91 Ac 9213 Quioccasin Rd	Henrico \$250,000	Lee Hilbert	Commercial site on just east of Pemberton Rd.
Commercial/Office - 1.997 Ac Shrader Road	Henrico \$450,000	John Gentry Zac Frederick	N. line of Shrader south of Parham.
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
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 - 5 to 14 Acres 307 Quarles Road, Ashland	Hanover \$65,000/ac	David Williams Stuart Cary	M-1 Zoning, Water & Sewer Owner will 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 [Not Currently Available]	Henrico \$535,000	Bill Mattox	Finished office/light industrial site 1/2 mile from I-95/I-295
Industrial/Office - 1.66 Acres Anderson Hwy (Rt 60)	Powhatan \$280,000/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.
Residential - 352 Acres Pierce Road	Powhatan \$10,000/ac	Yasmine Hamad Bruce Milam	Single family residential site. Well & septic. Excellent topography.
Residential - 15.74 Acres 16600 Hull Street Rd	Chesterfield \$60,000/ac	Yasmine Hamad Bruce Milam	Behind Chesterfield Baptist Church
Residential - 24.3 Acres Ashland Road (Rt 623)	Henrico \$765,000	Bruce Milam Bill Mattox	Subdivided into 3 lots for single family development.

## 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

Real Estate Excellence Since 1910

### **Yasmine Hamad**

*Sales Associate*

804.788.1000 Ext 279

804.591.2419 Direct

yasmine.hamad@harrison-bates.com



### **C. Lee Hilbert, CCIM**

*Chairman Emeritus*

804.788.1000 Ext 259

804.591.2411 Direct

lee.hilbert@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



Harrison & Bates Incorporated  
6606 W. Broad Street, Suite 400  
PO Box 11027

Richmond, VA 23230-1027

*Independently Owned and Operated*

Richmond  
Land Market Trends  
4th Quarter 2006