

Land Market Trends Richmond

Grubb & Ellis Research

1st Quarter 2007



Will the Housing Market Rebound in '07?

by Bruce Milam

"2006 was the third best homebuilding year in Richmond history."

The one question that I often hear is, "When will the homebuilding sector turn around?" First of all, despite the gloomy news from the media, 2006 was the third best homebuilding year in Richmond history. First quarter 2007 sales were very similar to that of the 1st Quarter of 2006 for the Top 15 homebuilders in Richmond. Ivo Romanesko, a noted appraiser, describes the situation in homebuilding as that of an I-95 traffic jam. For years the traffic clipped along at 80mph, a bit above the speed limit. A minor traffic jam somewhere north of Richmond resulted in a slowdown of the traffic further south as traffic continually caught the rear of the backup. The obstruction has been cleared — the economy is as strong as ever, the job growth is as strong as ever, the interest rates are still at historical lows — but it takes awhile for the traffic to regain its momentum again. Romanesko thinks we're looking to resume sales velocity again by the 3rd Quarter of 2007. One prominent homebuilder thinks that things will remain slow until the inventory of houses and developed lots in MLS — at a record high in April — is diminished severely. He is predicting another year before full recovery. So, my answer to the question is "sometime between the World Series and the next March Madness."

Noteworthy 1st Quarter Richmond Area Land Sales

44 acres on Meadowville Road in Chesterfield to Twin Rivers LLC from Charles E. Moore, Trustee for \$700,000 (\$15,909/ac).

31.7 acres on Parham Road near W. Broad Street in Henrico County to Meridian Manor LLC from Waverton Associates, Inc. for \$5.45 million (\$171,924/ac).

23 acres on Ironbridge Road in Chesterfield County to Ironbridge Corner LC from HCA Health Services for \$2.2 million (\$95,652/ac) for mixed-use development.

17.8 acres on Hull Street Road in Chesterfield County to A. Fahim Khan from G. P. Associates for \$1.25 million (\$70,225/ac).

5.95 acre site on Battle Hill Drive in Hanover County to Edco LLC from BB&T for \$3.35 million (\$563,025/ac) — will be developed as Bell Creek Commons with 30,000 sf Best Buy, Chick-Fil-A and 12,600 sf strip retail.

Richmond Land Market Trends

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Featured Listings

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



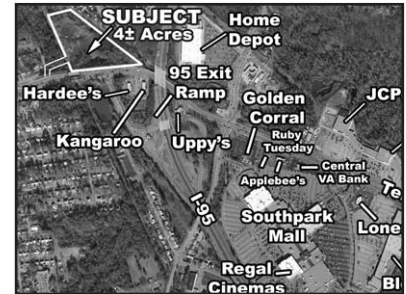
NEW

14601 Midlothian Tpk - 30 Ac
Route 288 & Midlothian Tpk.
Excellent parcel for future commercial development. Call Chip Louthan or Bruce Milam.



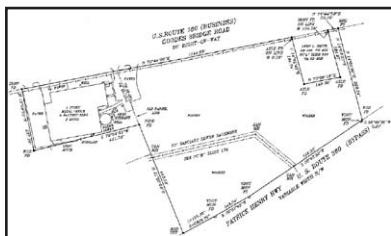
NEW

Fairfield Commons - 2.63 Ac Outparcel
Corner of Laburnum Ave & Nine Mile Rd in eastern Henrico. Excellent retail location. \$1,200,000. Call Yasmine Hamad or Brian Glass.

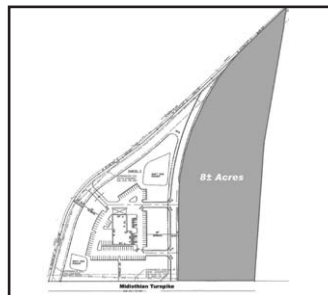


NEW

Temple Ave - 1 to 4 Ac
Great location in Colonial Heights with potential for retail or multi-family development. \$750,000 sale or lease for \$75,000/acre/year. Call Yasmine Hamad.



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.

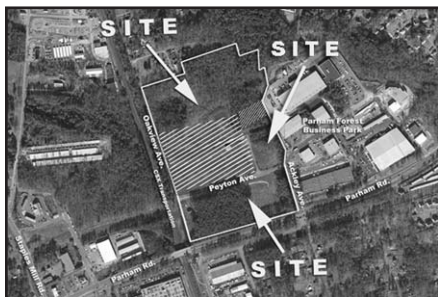


NEW

16200 Midlothian Tpk - 8.01 Ac
Retail development site at Rt 60 and Huguenot Springs Rd. \$2,125,000. Call Lewis Litte, Susan Jones, or Bill Mattox.

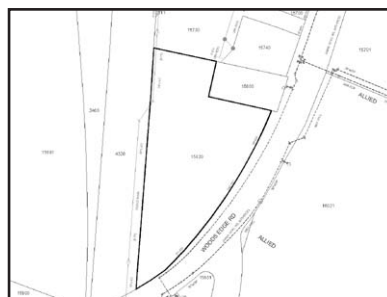


Redfield Park, Amelia - 6.78 Ac
Two parcels (3.96 & 2.82 ac) on Rt 360 at entrance to Redfield Park. Soil work completed. \$800,000. Call Stuart Cary or Greg Creswell



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



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 - 12.2 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:

BB&T
in the sale of 5.95 Acres
7297 Battle Hill Blvd
Hanover County
Bill Mattox, Susan Jones, Chuck Ellsworth

L.W. Richardson & Joseph W. Bliley
in the sale of 14.092 Acres
16200 Midlothian Turnpike
Chesterfield County
Bill Mattox, Susan Jones, Steve Gentil

G. P. Associates & A. Fahim Khan
in the sale of 17.88 Acres
Deer Run Village
Chesterfield County
Bill Mattox, Lewis Little, Bruce Milam

Land Type/Size Location	City/County Price	Contact	Comments
Commercial - 41.46 Acres Ladysmith	Caroline \$100,000/ac	Stuart Cary Lewis Little, Jr.	Zoned A-1 with water/sewer on site. Great interstate access.
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 - 12.2 Acres W. Broad Street @ Gayton Rd	Henrico Call for Details	Bill Mattox, Lewis Little, Jr. Susan Jones	4 parcels zoned A-1 with public water & sewer on site. Short Pump area.
Commercial - 1.71 to 3.42 Ac 11950 W. Broad St.	Henrico \$1,300,000/ac	Yasmine Hamad	Two 1.71-acre retail outparcels. Adj. Short Pump Towne Center
Commercial - 4.8 Ac Pouncey Tract Road/Short Pump	Henrico \$1.5 M/ \$2.21 M	Susan Jones Bill Mattox	Sale, ground lease or build-to-suit. Retail Sites - 1.766 ac & 3.045 ac
Commercial/Office - 5.766 Ac Patterson Ave at Route 288	Goochland \$975,000	David Williams Lewis Little, Jr.	Great office development opportunity. Just past West Creek.
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 - 0.52 Acres 11611 Grove Park Ct	Chesterfield \$1,200/month	Stuart Cary Scott White	Half-acre fenced storage yard for lease. Zoned C-5. Lease Only.
Industrial - 15 to 30 Acres Hill Carter Parkway	Ashland \$65-85,000/ac	Bill Mattox David Williams	Ashland Business Park
Industrial - 7 to 14 Acres 307 Quarles Road, Ashland	Hanover \$60,000/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 \$1,875,000	David Williams Lewis Little, Jr.	M-1C. Near Infineon (White Oak)
Industrial - 4.77 Acres 2801 Sprouse Dr	Henrico \$477,000	Bruce Milam Lewis Little	Seven Hills Industrial Center 4.25 acres useable
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 \$150,000-\$165,000/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 - 22.47 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
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- Special/Unusual Property Transactions
- Strategic Real Estate Planning
- Tax Deferred Exchanges

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