

# For Sale/Lease

8105 Richmond Road  
Williamsburg, Virginia



**FOR ADDITIONAL INFORMATION, PLEASE CONTACT:**

**Campana Waltz Commercial Real Estate, LLC**

**Ron A. Campana, Jr.**

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*This information was obtained from sources deemed to be reliable but is not warranted.*

*This offer subject to errors and omissions, or withdrawal, without notice.*



**FOR SALE/LEASE**  
**8105 Richmond Road**  
**Toano, Virginia**

**Location:** Toano Business Center  
Toano, Virginia

**Description:** Centrally located in Toano, Virginia, Toano Business Center combines location with office/warehouse space in a setting catering to small to mid-sized industrial businesses. This property offers a rare blend of functional office/warehouse space with 18-foot eave heights and grade door access. The building is in close proximity to Interstate 64.

**Building Size:** A Condominium Suite which consists of  $\pm$  6,000 Square Feet.  
Suites 208/209/210  $\pm$  6,000 Square Feet

**Suites 208/209/210:** The building measures 75 feet by 80 feet. This office/warehouse condominium offers full conditioning and is move in ready. The three grade level doors are 10 feet wide by 14 feet tall, ceiling height is approximately 18 feet. The building is served by three phase power and is heated and cooled by one 5-ton HVAC unit.

**Sales Price:** Suites 208/209/210    **\$535,000.00**    *(\$89.17/sf)*

**Lease Rate:** Suites 208/209/210    **\$4,375.00/month**    *(\$8.75/sf)*

**CAM Charges:** **\$.92/SF** (Inclusive of water/sewer, exterior maintenance, and real estate taxes.)

**Year Built:** 1999

**Zoning:** M-1 Limited Business/Industrial. See enclosed zoning matrix for uses allowed by right.

**Transportation:**

Interstate / Distance: I-64: 3.7 miles

Commercial Airport / Distance: Newport News-Williamsburg International  
Airport: 29.9 miles

Richmond International Airport: 35.0 miles

**Additional Information:**

- Floor Plans
- Plat of Property
- Location Maps
- Zoning Matrix
- Demographics

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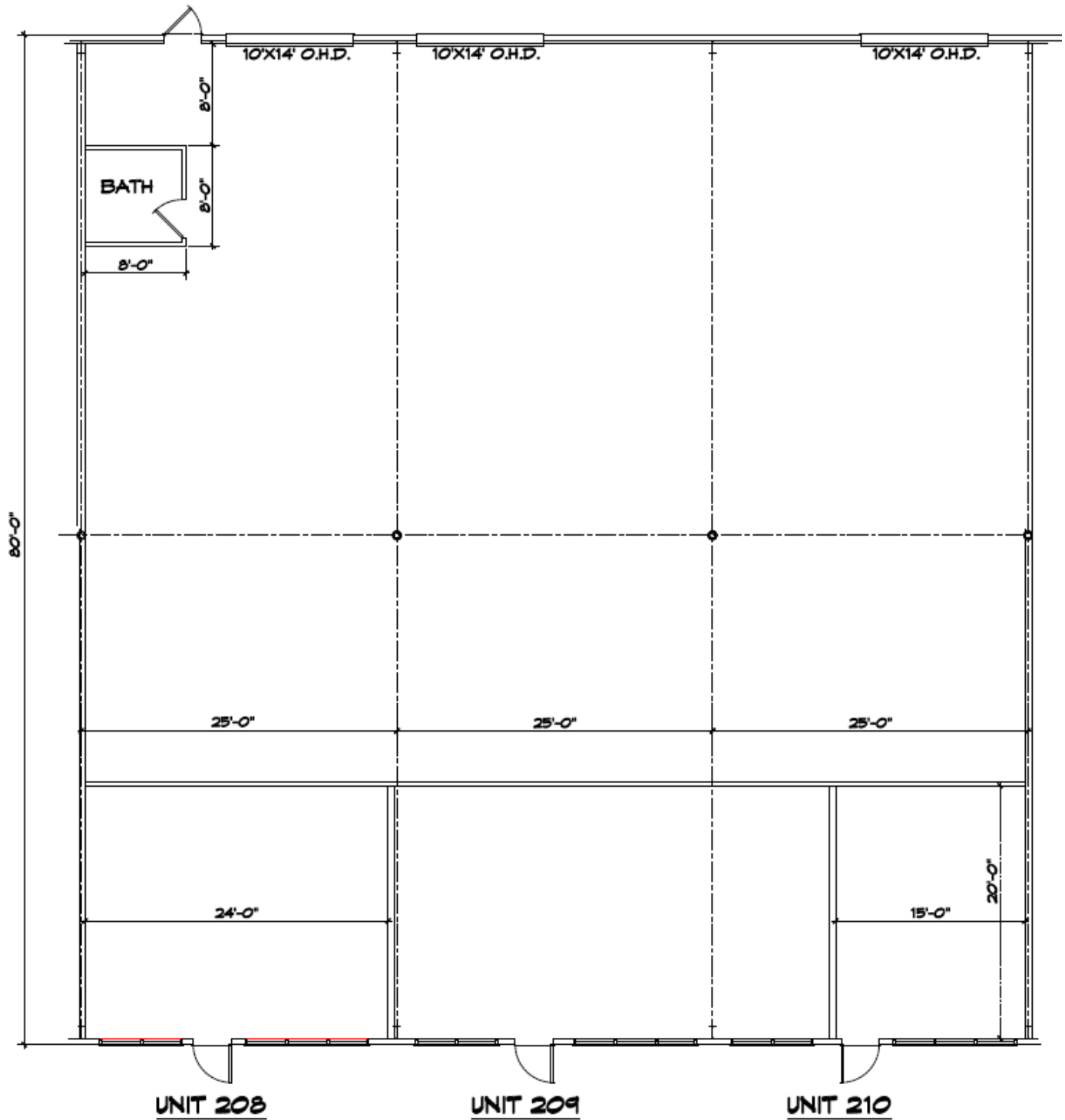
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8105 Richmond Road, Units 208, 209, 210  
Williamsburg, Virginia

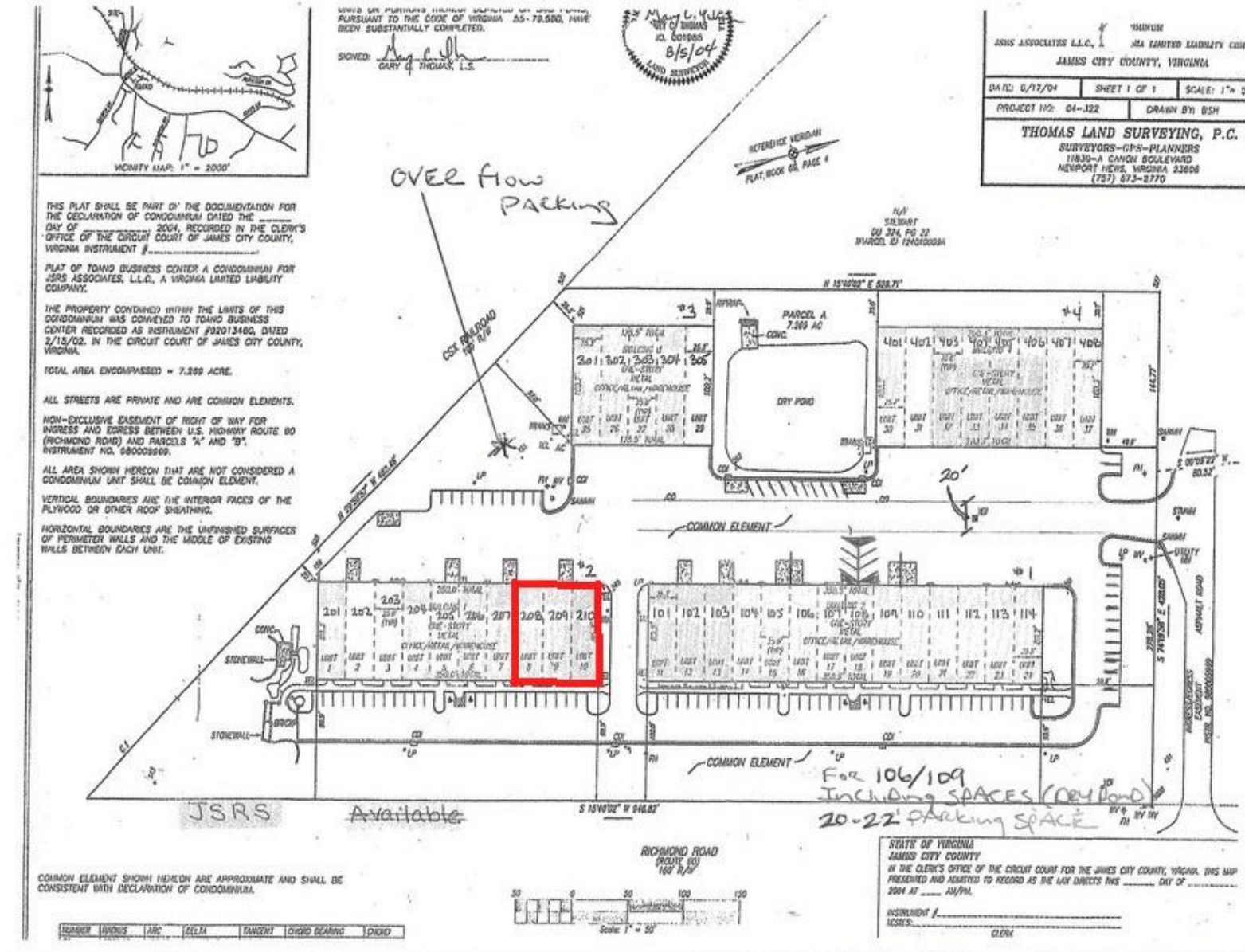


For Illustration purposes only

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# 8105 Richmond Road, Williamsburg, Virginia



The units are outlined in red.  
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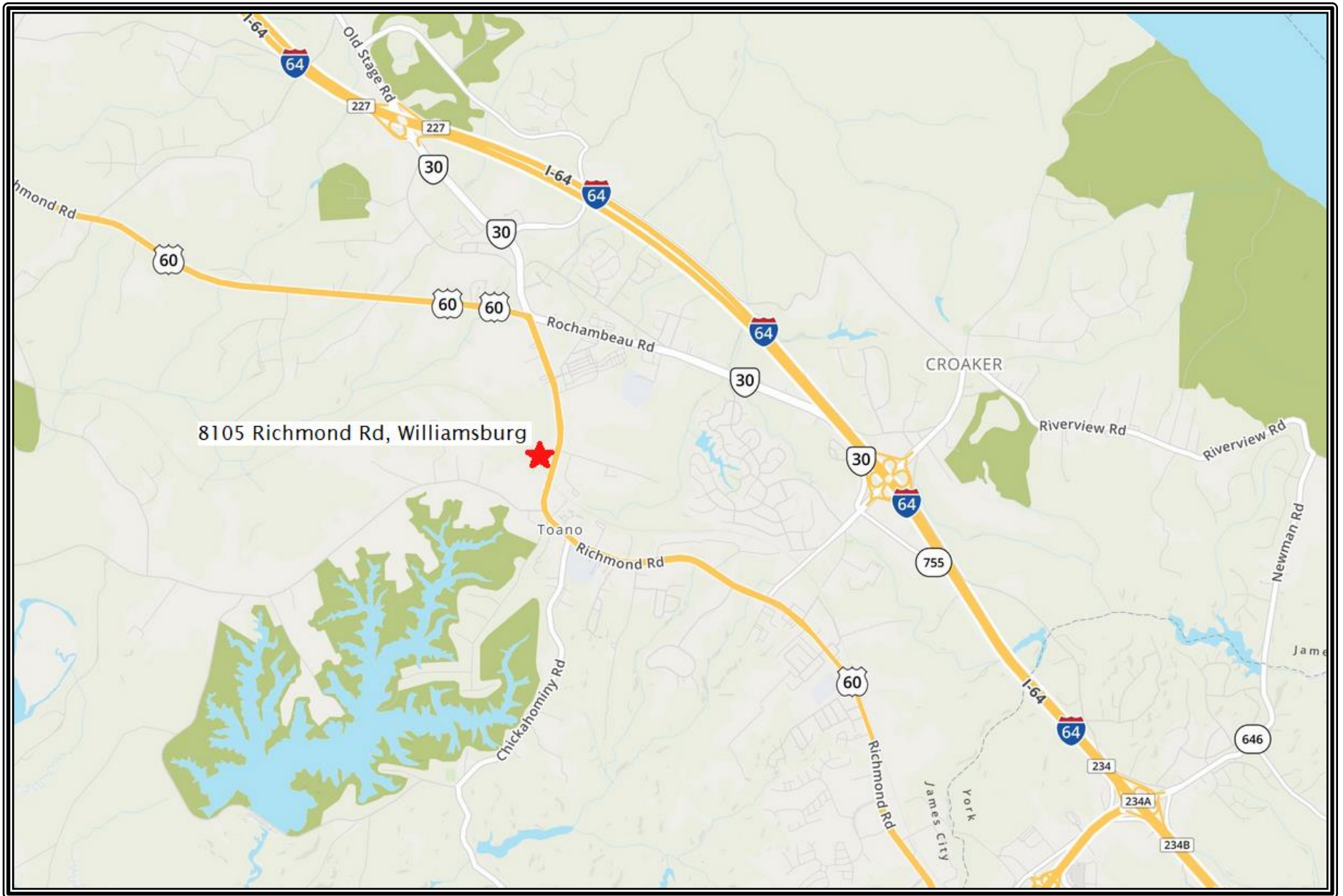


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Sec. 24-411. - Use list.

Reference section 24-11 for special use permit requirements for certain commercial uses and exemptions.

In the Limited Business/Industrial District, M-1, buildings to be erected or land to be used shall be for one or more of the following or similar uses:

| Use Category | Use List   | Permitted Uses | Specially Permitted Uses |
|--------------|--|----------------|--------------------------|
| Residential  | An apartment or living quarters for a guard, caretaker, proprietor or the person employed on the premises, which is clearly secondary to the commercial or industrial use of the property  | P              |                          |
| Commercial   | Accessory uses and structures as defined in section 24-2   | P              |                          |
|              | Adult day care centers   | P              |                          |
|              | Antique shops  | P              |                          |
|              | Arts and crafts, hobby and handicraft shops  | P              |                          |
|              | Auction houses   | P              |                          |
|              | Bakeries or fish markets   | P              |                          |
|              | Banks and other financial institutions   | P              |                          |
|              | Barber shops and beauty salons   | P              |                          |
|              | Business and professional offices  | P              |                          |
|              | Catering and meal preparation  | P              |                          |
|              | Child day care centers   | P              |                          |
|              | Contractor offices, equipment storage yards, shops and warehouses (with materials and equipment storage limited to a fully enclosed building or screened with landscaping and fencing with a maximum height of 12 feet from adjacent property) | P              |                          |



|  |   |   |     |
|--|---|---|-----|
|  | Convenience stores; if fuel is sold, then in accordance with section 24-38  |   | SUP |
|  | Convention centers  | P |     |
|  | Courier services  | P |     |
|  | Data processing centers   | P |     |
|  | Drug stores   | P |     |
|  | Dry cleaners and laundries  | P |     |
|  | Farmer's market   | P |     |
|  | Fast food restaurants   |   | SUP |
|  | Feed, seed and farm supply stores   | P |     |
|  | Firearms sales and service  | P |     |
|  | Firing and shooting ranges (limited to a fully enclosed building)   | P |     |
|  | Funeral homes   | P |     |
|  | Gift and souvenir stores  | P |     |
|  | Grocery stores  | P |     |
|  | Health and exercise clubs, fitness centers  | P |     |
|  | Heliports, helistops and accessory uses   |   | SUP |
|  | Hospitals   |   | SUP |
|  | Hotels and motels with accessory retail sales, barber shops and beauty shops located within the hotel or motel, for the principal benefit of the resident guest | P |     |
|  | Indoor centers of amusement including billiard halls, arcades,  | P |     |

|  |   |   |  |
|--|---|---|--|
|  | pool rooms, bowling alleys, dance clubs and bingo halls   |   |  |
|  | Indoor sport facilities, including firing and shooting ranges   | P |  |
|  | Indoor theaters   | P |  |
|  | Janitorial service establishments   | P |  |
|  | Kennels and animal boarding facilities  | P |  |
|  | Laboratories, research and development centers  | P |  |
|  | Laser technology production   | P |  |
|  | Limousine services (with maintenance limited to a fully enclosed building)  | P |  |
|  | Lodges, civic clubs, fraternal organizations and service clubs  | P |  |
|  | Lumber and building supply (with storage limited to a fully enclosed building or screened with landscaping and fencing with a maximum height of 12 feet from adjacent property)             | P |  |
|  | Machinery sales and service (with storage and repair limited to a fully enclosed building or screened from adjacent property with landscaping and fencing with a maximum height of 12 feet) | P |  |
|  | Marinas, docks, piers, yacht clubs, boat basins, boat storage and servicing, repair and sale facilities for the same; if fuel is sold, then in accordance with section 24-38                | P |  |
|  | Marine or waterfront businesses to include the receipt, storage and transshipment of waterborne commerce or seafood receiving, packaging or distribution                                    | P |  |
|  | Medical clinics or offices, including emergency care and first aid centers  | P |  |
|  | Mobile Food Vending Vehicles in accordance with section 24-49   | P |  |

|  |  |   |     |
|--|--|---|-----|
|  | Museums  | P |     |
|  | New and/or rebuilt automotive parts sales (with storage limited to a fully enclosed building or screened from adjacent property with landscaping and fencing with a maximum height of 12 feet) | P |     |
|  | Nursing homes  |   | SUP |
|  | Nurseries  | P |     |
|  | Off-street parking as required by article II, division 2 of this chapter   | P |     |
|  | Office supply stores   | P |     |
|  | Outdoor centers of amusement, including miniature golf, bumper boats and waterslide parks  |   | SUP |
|  | Outdoor sports facilities, including golf courses, driving ranges, batting cages and skate parks, with water and sewer facilities for golf courses as approved by the board of supervisors     |   | SUP |
|  | Parking lots, structures or garages  | P |     |
|  | Pawnshops  |   | SUP |
|  | Payday/title loan establishments   |   | SUP |
|  | Pet stores and pet supply sales  | P |     |
|  | Photography, artist and sculptor stores and studios  | P |     |
|  | Plumbing and electrical supply and sales (with storage limited to a fully enclosed building or screened with landscaping and fencing with a maximum height of 12 feet from adjacent property)  | P |     |
|  | Printing, mailing, lithographing, engraving, photocopying, blueprinting and publishing establishments  | P |     |

|  |   |     |
|--|---|-----|
| Private streets within "qualifying industrial parks" in accordance with section 24-62  | P |     |
| Radio and television stations and accessory antenna or towers, self supported, (not attached to buildings) which are 60 feet less in height  | P |     |
| Research, development and design facilities or laboratories  | P |     |
| Restaurants, tea rooms, coffee shops, and taverns, not to include fast food restaurants  | P |     |
| Retail and service stores, including the following stores: alcohol, appliances, books, cabinets, cameras, candy, carpet, coin, department, dressmaking, electronics, florist, furniture, furrier, garden supply, gourmet foods, greeting card, hardware, home appliance, health and beauty aids, ice cream, jewelry, locksmith, music, optical goods, paint, pet, picture framing, plant supply, shoes, sporting goods, stamps, tailor, tobacco and pipes, toys, travel agencies, upholstery, variety, wearing apparel, and yard goods | P |     |
| Retail food stores   | P |     |
| Security service offices   | P |     |
| Small-scale alcohol production   | P |     |
| Tattoo parlors   |   | SUP |
| Taxi service   | P |     |
| Theme parks greater than 10 acres in size  |   | SUP |
| Truck stops; if fuel is sold, then in accordance with section 24-38  |   | SUP |
| Truck terminals; if fuel is sold, then in accordance with section 24-38  |   | SUP |
| Vehicle and trailer sales and service (with major repair limited to a fully enclosed building and screened from adjacent property by   | p |     |

|       |   |   |     |
|-------|---|---|-----|
|       | landscaping and fencing with a maximum height of 12 feet)   |   |     |
|       | Vehicle repair and service, including tire, transmission, glass, body and fender, and other automotive product sales, new and/or rebuilt (with major repair limited to a fully enclosed building and storage of parts and vehicles screened from adjacent property by landscaping and fencing with a maximum height of 12 feet) | P |     |
|       | Vehicle rentals   | P |     |
|       | Vehicle service stations; if fuel is sold, then in accordance with section 24-38  | P |     |
|       | Veterinary hospitals (with all activities limited to a fully enclosed building with the exception of supervised animal exercise)  | P |     |
|       | Warehousing, wholesaling, storage and distribution centers (with storage limited to a fully enclosed building or screened by landscaping and fencing with a maximum height of 12 feet from adjacent property)   | P |     |
|       | Water impoundments, new or expansion of, less than 50 acres and with dam heights of less than 25 feet   | P |     |
|       | Water impoundments, new or expansion of, greater than 50 acres, or with dam heights of less than 25 feet or more  |   | SUP |
|       | Water well drilling establishments  | P |     |
|       | Welding and machine shops (with storage limited to a fully enclosed building or screened from adjacent property with landscaping and fencing with a maximum height of 12 feet)  | P |     |
| Civic | Fire stations   | P |     |
|       | Governmental offices  | P |     |
|       | Libraries   | P |     |

|         |  |   |     |
|---------|--|---|-----|
|         | Nonemergency medical transport   | P |     |
|         | Places of public assembly  | P |     |
|         | Post offices   | P |     |
|         | Schools  |   | SUP |
| Utility | Communications facilities (public or private), including, but not limited to, antennas, towers and support structures up to a height of 40 feet; or multi-antenna systems up to a height of 60 feet. All facilities shall comply with article II, division 6 of this chapter.  | P |     |
|         | Communications facilities (public or private), including, but not limited to, antennas, towers and support structures greater than a height of 40 feet; or multi-antenna systems greater than a height of 60 feet. All facilities shall comply with article II, division 6 of this chapter.  |   | SUP |
|         | Communications facilities (public or private), including, but not limited to, antennas, towers, and support structures, that utilize alternative mounting structures and/or are camouflaged. All facilities shall comply with article II, division 6 of this chapter.  | P |     |
|         | Electrical generation facilities (public or private), steam generation facilities, electrical substations with a capacity of 5,000 kilovolt amperes or more and electrical transmission lines capable of transmitting 69 kilovolts or more   |   | SUP |
|         | Railroad facilities including tracks, bridges and switching stations. Spur lines which are to serve and are accessory to existing or proposed development adjacent to existing railroad rights-of-way and track and safety improvements in existing railroad rights-of-way, are permitted generally and shall not require a special use permit |   | SUP |
|         | Telephone exchanges and telephone switching stations   | P |     |
|         | Transmission pipelines, public or private, including pumping stations and accessory storage, for natural gas, propane gas,   |   | SUP |

|            |  |   |     |
|------------|--|---|-----|
|            | petroleum products, chemicals, slurry coal and any other gases, liquids or solids. Extensions for private connections to existing pipelines, which are intended to serve an individual residential or commercial customer and which are accessory to existing or proposed development, are permitted generally and shall not require a special use permit              |   |     |
|            | Water facilities (public or private) and sewer facilities (public), including, but not limited to, treatment plants, pumping stations, storage facilities and transmission mains, wells and associated equipment, such as pumps to be owned and operated by political jurisdictions. The following are permitted generally and shall not require a special use permit: |   | SUP |
|            | (a) Private connections to existing mains that are intended to serve an individual customer and that are accessory to existing or proposed development, with no additional connections to be made to the line; and   |   |     |
|            | (b) Distribution lines and local facilities within a development, including pump stations  |   |     |
| Open       | Timbering, in accordance with section 24-43  | P |     |
| Industrial | Heavy equipment sales and service (with major repair limited to a fully enclosed building or screened with landscaping and fencing from adjacent property)   | P |     |
|            | Industrial dry cleaners or laundries   | P |     |
|            | Industrial or technical training centers or schools  | P |     |
|            | Manufacture and assembly of musical instruments, toys, novelties, and rubber and metal stamps  | P |     |
|            | Manufacture and bottling of soft drinks, water and alcoholic beverages   | P |     |
|            | Manufacture and processing of textiles and textile products  | P |     |

|  |   |   |     |
|--|---|---|-----|
|  | Manufacture and storage of ice, including dry ice   | P |     |
|  | Manufacture, assembly, or fabrication of sheet metal products   | P |     |
|  | Manufacture, compounding, assembly or treatment of products made from previously prepared paper, plastic, metal, textiles, tobacco, wood, paint, fiber, glass, rubber, leather, cellophane, felt, fur, horn, wax, hair, yarn, and stone | P |     |
|  | Manufacture, compounding, processing and packaging of cosmetics, toiletries and pharmaceutical products   | P |     |
|  | Manufacture, compounding, processing or packaging of food and food products, but not the slaughter of animals   |   | SUP |
|  | Manufacture of cans and other products from previously processed metals   | P |     |
|  | Manufacture of carpets and carpet yarns   | P |     |
|  | Manufacture of furniture  | P |     |
|  | Manufacture of glass and glass products   | P |     |
|  | Manufacture of pottery and ceramic products using kilns fired by gas or electricity   | P |     |
|  | Manufacture or assembly of appliances, tools, firearms, hardware products and heating, cooling or ventilation equipment   | P |     |
|  | Manufacture or assembly of electronic instruments, electronic devices or electronic components  | P |     |
|  | Manufacture or assembly of medical, drafting, metering, marine, photographic and mechanical instruments and equipment   | P |     |
|  | Manufactured home or mobile home sales  | P |     |
|  | Petroleum storage and retail distribution   |   | SUP |



|  |  |   |     |
|--|--|---|-----|
|  | Processing, assembly and manufacture of light industrial products or components (with all storage, processing, assembly and manufacture conducted indoors or under cover, with no dust, noise, odor or other objectionable effect) |   | SUP |
|  | Propane storage, distribution or sale  |   | SUP |
|  | Recycling center or plant  | P |     |
|  | Resource recovery facilities   |   | SUP |
|  | Solid waste transfer stations and container sites, public or private   |   | SUP |
|  | Waste disposal facilities  |   | SUP |

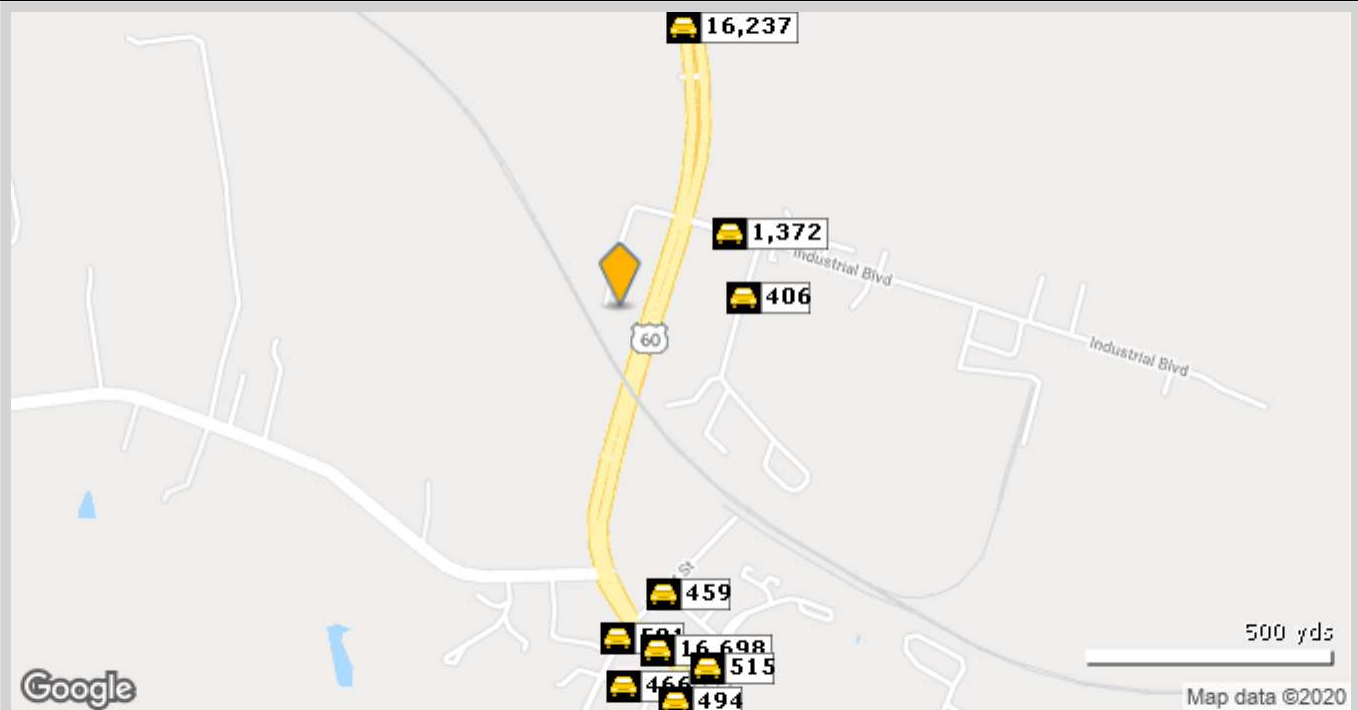
(Ord. No. 31A-88, § 20-88, 4-8-85; Ord. No. 31A-110, 9-12-88; Ord. No. 31A-128, 12-3-90; Ord. No. 31A-144, 6-1-92; Ord. No. 31A-146, 8-3-92; Ord. No. 31A-150, 4-5-93; Ord. No. 31A-152, 8-16-93; Ord. No. 31A-167, 3-26-96; Ord. No. 31A-176, 5-26-98; Ord. No. 31A-177, 8-18-98; Ord. No. 31A-208, 8-13-02; Ord. No. 31A-214, 8-10-04; Ord. No. 31A-236, 8-12-08; Ord. No. 31A-263, 1-10-12; Ord. No. 31A-287, 4-9-13; Ord. No. 31A-291, 8-13-13; Ord. No. [31A-298](#), 6-9-15; Ord. No. [31A-322](#), 11-8-16; Ord. No. [31A-323](#), 11-8-16)

# Traffic Count Report

## Building 2

8105 Richmond Rd, Toano, VA 23168

Building Type: **Industrial**  
 RBA: **20,000 SF**  
 Land Area: -  
 Total Available: **17,225 SF**  
 Warehouse Avail: **17,225 SF**  
 Office Avail: -  
 % Leased: **60%**  
 Rent/SF/Yr: **\$8.14**



|    | Street                  | Cross Street            | Cross Str Dist | Count Year | Avg Daily Volume | Volume Type | Miles from Subject Prop |
|----|-------------------------|-------------------------|----------------|------------|------------------|-------------|-------------------------|
| 1  | Hankins Industrial Park | Industrial Blvd         | 0.07 N         | 2018       | 406              | MPSI        | .15                     |
| 2  | Industrial Blvd         | Hankins Industrial Park | 0.04 E         | 2018       | 1,372            | MPSI        | .16                     |
| 3  | Depot St                |                         | 0.00           | 2018       | 459              | MPSI        | .34                     |
| 4  | Richmond Rd             | Industrial Blvd         | 0.23 S         | 2018       | 16,237           | MPSI        | .34                     |
| 5  | Church Ln               | Richmond Rd             | 0.02 NE        | 2018       | 581              | MPSI        | .38                     |
| 6  | Richmond Rd             | Church Ln               | 0.04 NW        | 2018       | 13,771           | MPSI        | .40                     |
| 7  | Richmond Rd             | Forge Rd                | 0.11 NW        | 2012       | 16,698           | MPSI        | .40                     |
| 8  | Toano Dr                | Chesapeake Ave          | 0.03 SW        | 2018       | 515              | MPSI        | .43                     |
| 9  | Chesapeake Ave          | Church Ln               | 0.03 NW        | 2018       | 466              | MPSI        | .44                     |
| 10 | Chesapeake Ave          | Toano Dr                | 0.03 NE        | 2018       | 494              | MPSI        | .46                     |

**Building 2**  
8105 Richmond Rd, Toano, VA 23168

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RBA: **20,000 SF**  
Land Area: -  
Total Available: **17,225 SF**

Warehse Avail: **17,225 SF**  
Office Avail: -  
% Leased: **60%**  
Rent/SF/Yr: **\$8.14**



| Description                 | 2010              | 2019                | 2024                |
|-----------------------------|-------------------|---------------------|---------------------|
| <b>Population</b>           | <b>1,206</b>      | <b>1,881</b>        | <b>2,081</b>        |
| Age 0 - 4                   | 79 6.55%          | 104 5.53%           | 121 5.81%           |
| Age 5 - 9                   | 94 7.79%          | 123 6.54%           | 123 5.91%           |
| Age 10 - 14                 | 91 7.55%          | 143 7.60%           | 137 6.58%           |
| Age 15 - 19                 | 91 7.55%          | 131 6.96%           | 145 6.97%           |
| Age 20 - 24                 | 61 5.06%          | 107 5.69%           | 136 6.54%           |
| Age 25 - 29                 | 64 5.31%          | 106 5.64%           | 124 5.96%           |
| Age 30 - 34                 | 63 5.22%          | 102 5.42%           | 115 5.53%           |
| Age 35 - 39                 | 92 7.63%          | 115 6.11%           | 117 5.62%           |
| Age 40 - 44                 | 95 7.88%          | 118 6.27%           | 122 5.86%           |
| Age 45 - 49                 | 113 9.37%         | 137 7.28%           | 132 6.34%           |
| Age 50 - 54                 | 108 8.96%         | 152 8.08%           | 145 6.97%           |
| Age 55 - 59                 | 77 6.38%          | 149 7.92%           | 154 7.40%           |
| Age 60 - 64                 | 60 4.98%          | 125 6.65%           | 146 7.02%           |
| Age 65 - 69                 | 40 3.32%          | 104 5.53%           | 125 6.01%           |
| Age 70 - 74                 | 29 2.40%          | 72 3.83%            | 98 4.71%            |
| Age 75 - 79                 | 23 1.91%          | 45 2.39%            | 67 3.22%            |
| Age 80 - 84                 | 13 1.08%          | 26 1.38%            | 40 1.92%            |
| Age 85+                     | 12 1.00%          | 21 1.12%            | 34 1.63%            |
| <b>Age 15+</b>              | <b>941 78.03%</b> | <b>1,510 80.28%</b> | <b>1,700 81.69%</b> |
| <b>Age 20+</b>              | <b>850 70.48%</b> | <b>1,379 73.31%</b> | <b>1,555 74.72%</b> |
| <b>Age 65+</b>              | <b>117 9.70%</b>  | <b>268 14.25%</b>   | <b>364 17.49%</b>   |
| <b>Median Age</b>           | <b>38</b>         | <b>40</b>           | <b>41</b>           |
| <b>Average Age</b>          | <b>36.30</b>      | <b>38.80</b>        | <b>40.00</b>        |
| <b>Population By Race</b>   | <b>1,206</b>      | <b>1,881</b>        | <b>2,081</b>        |
| White                       | 872 72.31%        | 1,351 71.82%        | 1,485 71.36%        |
| Black                       | 283 23.47%        | 430 22.86%          | 478 22.97%          |
| Am. Indian & Alaskan        | 3 0.25%           | 6 0.32%             | 9 0.43%             |
| Asian                       | 17 1.41%          | 33 1.75%            | 40 1.92%            |
| Hawaiian & Pacific Islander | 1 0.08%           | 1 0.05%             | 1 0.05%             |
| Other                       | 31 2.57%          | 60 3.19%            | 69 3.32%            |

**Building 2**

8105 Richmond Rd, Toano, VA 23168

| Description                          | 2010            | 2019            | 2024            |
|--------------------------------------|-----------------|-----------------|-----------------|
| <b>Population by Race (Hispanic)</b> | <b>57</b>       | <b>116</b>      | <b>136</b>      |
| White                                | 51 89.47%       | 100 86.21%      | 115 84.56%      |
| Black                                | 3 5.26%         | 7 6.03%         | 9 6.62%         |
| Am. Indian & Alaskan                 | 0 0.00%         | 2 1.72%         | 3 2.21%         |
| Asian                                | 0 0.00%         | 1 0.86%         | 1 0.74%         |
| Hawaiian & Pacific Islander          | 0 0.00%         | 0 0.00%         | 0 0.00%         |
| Other                                | 2 3.51%         | 6 5.17%         | 7 5.15%         |
| <b>Household by Household Income</b> | <b>435</b>      | <b>669</b>      | <b>736</b>      |
| <\$25,000                            | 60 13.79%       | 126 18.83%      | 140 19.02%      |
| \$25,000 - \$50,000                  | 80 18.39%       | 79 11.81%       | 85 11.55%       |
| \$50,000 - \$75,000                  | 65 14.94%       | 92 13.75%       | 100 13.59%      |
| \$75,000 - \$100,000                 | 73 16.78%       | 118 17.64%      | 131 17.80%      |
| \$100,000 - \$125,000                | 82 18.85%       | 63 9.42%        | 63 8.56%        |
| \$125,000 - \$150,000                | 37 8.51%        | 100 14.95%      | 114 15.49%      |
| \$150,000 - \$200,000                | 31 7.13%        | 54 8.07%        | 60 8.15%        |
| \$200,000+                           | 7 1.61%         | 37 5.53%        | 43 5.84%        |
| <b>Average Household Income</b>      | <b>\$82,743</b> | <b>\$93,418</b> | <b>\$94,302</b> |
| <b>Median Household Income</b>       | <b>\$79,281</b> | <b>\$82,945</b> | <b>\$83,206</b> |

# Demographic Summary Report

## Building 2 8105 Richmond Rd, Toano, VA 23168

Building Type: **Industrial**  
 RBA: **20,000 SF**  
 Land Area: -  
 Total Available: **17,225 SF**

Warehouse Avail: **17,225 SF**  
 Office Avail: -  
 % Leased: **60%**  
 Rent/SF/Yr: **\$8.14**



| Radius                                    | 1 Mile       | 3 Mile       | 5 Mile        |
|---|--------------|--------------|---------------|
| <b>Population</b>                         |              |              |               |
| 2024 Projection                           | 2,081        | 13,793       | 21,409        |
| 2019 Estimate                             | 1,881        | 12,606       | 19,793        |
| 2010 Census                               | 1,206        | 8,993        | 15,509        |
| Growth 2019 - 2024                        | 10.63%       | 9.42%        | 8.16%         |
| Growth 2010 - 2019                        | 55.97%       | 40.18%       | 27.62%        |
| <b>2019 Population by Hispanic Origin</b> | 116          | 747          | 1,043         |
| <b>2019 Population</b>                    | 1,881        | 12,606       | 19,793        |
| White                                     | 1,351 71.82% | 9,956 78.98% | 15,952 80.59% |
| Black                                     | 430 22.86%   | 1,991 15.79% | 2,806 14.18%  |
| Am. Indian & Alaskan                      | 6 0.32%      | 61 0.48%     | 117 0.59%     |
| Asian                                     | 33 1.75%     | 220 1.75%    | 357 1.80%     |
| Hawaiian & Pacific Island                 | 1 0.05%      | 5 0.04%      | 10 0.05%      |
| Other                                     | 60 3.19%     | 374 2.97%    | 551 2.78%     |
| U.S. Armed Forces                         | 20           | 146          | 262           |
| <b>Households</b>                         |              |              |               |
| 2024 Projection                           | 738          | 5,271        | 8,074         |
| 2019 Estimate                             | 668          | 4,831        | 7,484         |
| 2010 Census                               | 437          | 3,517        | 5,953         |
| Growth 2019 - 2024                        | 10.48%       | 9.11%        | 7.88%         |
| Growth 2010 - 2019                        | 52.86%       | 37.36%       | 25.72%        |
| Owner Occupied                            | 518 77.54%   | 3,973 82.24% | 6,253 83.55%  |
| Renter Occupied                           | 150 22.46%   | 858 17.76%   | 1,230 16.44%  |
| <b>2019 Households by HH Income</b>       | 669          | 4,833        | 7,486         |
| Income: <\$25,000                         | 126 18.83%   | 794 16.43%   | 1,128 15.07%  |
| Income: \$25,000 - \$50,000               | 79 11.81%    | 604 12.50%   | 919 12.28%    |
| Income: \$50,000 - \$75,000               | 92 13.75%    | 684 14.15%   | 1,037 13.85%  |
| Income: \$75,000 - \$100,000              | 118 17.64%   | 829 17.15%   | 1,259 16.82%  |
| Income: \$100,000 - \$125,000             | 63 9.42%     | 614 12.70%   | 1,015 13.56%  |
| Income: \$125,000 - \$150,000             | 100 14.95%   | 552 11.42%   | 886 11.84%    |
| Income: \$150,000 - \$200,000             | 54 8.07%     | 550 11.38%   | 836 11.17%    |
| Income: \$200,000+                        | 37 5.53%     | 206 4.26%    | 406 5.42%     |
| <b>2019 Avg Household Income</b>          | \$93,418     | \$93,959     | \$97,807      |
| <b>2019 Med Household Income</b>          | \$82,945     | \$85,087     | \$88,085      |

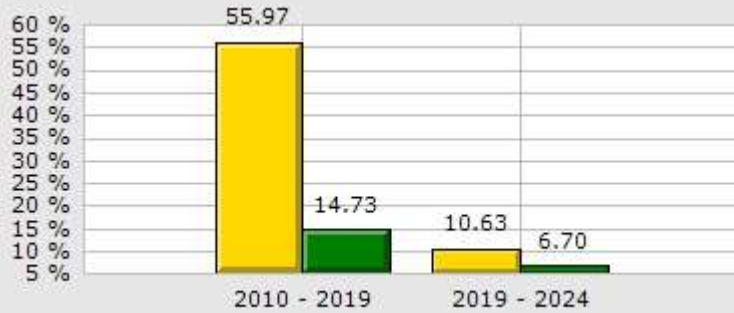
**Building 2**

8105 Richmond Rd, Toano, VA 23168

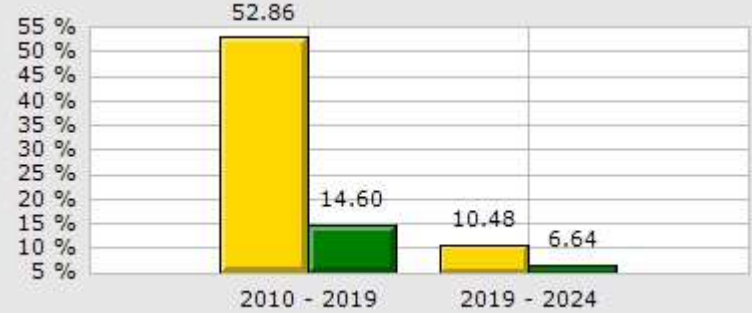
Type: **Industrial/Warehouse**  
 County: **James City**

**1 Mile**  
**County**

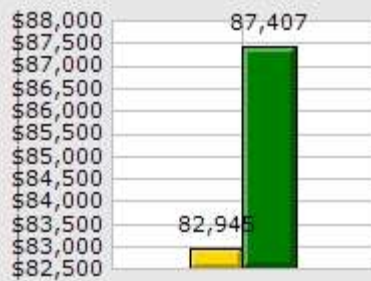
**Population Growth**



**Household Growth**



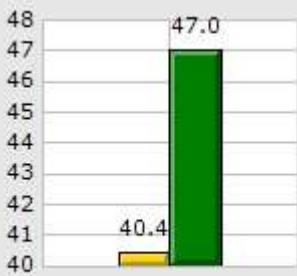
**2019 Med Household Inc**



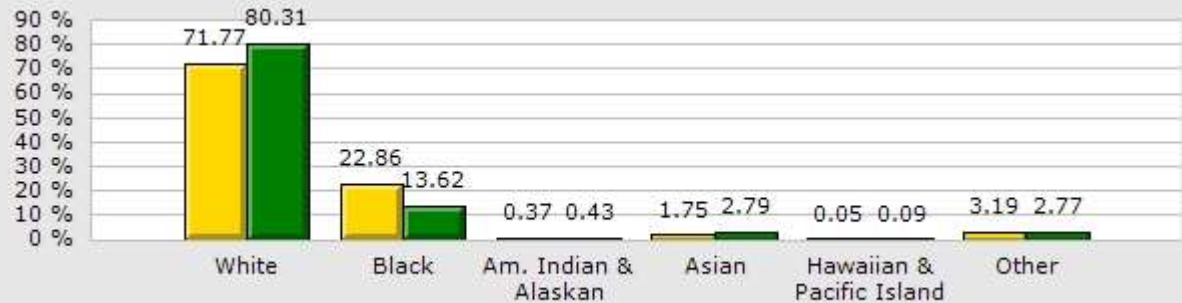
**2019 Households by Household Income**



**2019 Median Age**



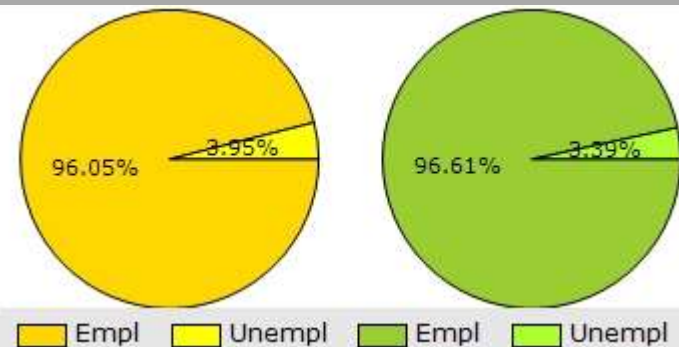
**2019 Population by Race**



**2019 Renter vs. Owner**



**2019 Employed vs. Unemployed**



Demographic Market Comparison Report

1 mile radius

**Building 2**

8105 Richmond Rd, Toano, VA 23168

Type: **Industrial/Warehouse**  
 County: **James City**

|  | 1 Mile       |        | County        |        |
|--|--------------|--------|---------------|--------|
| <b>Population Growth</b>                   |              |        |               |        |
| Growth 2010 - 2019                         | 55.97%       |        | 14.73%        |        |
| Growth 2019 - 2024                         | 10.63%       |        | 6.70%         |        |
| Empl                                       | 826          | 96.05% | 35,154        | 96.61% |
| Unempl                                     | 34           | 3.95%  | 1,235         | 3.39%  |
| <b>2019 Population by Race</b>             |              |        |               |        |
|  | <b>1,881</b> |        | <b>76,879</b> |        |
| White                                      | 1,350        | 71.77% | 61,739        | 80.31% |
| Black                                      | 430          | 22.86% | 10,468        | 13.62% |
| Am. Indian & Alaskan                       | 7            | 0.37%  | 327           | 0.43%  |
| Asian                                      | 33           | 1.75%  | 2,146         | 2.79%  |
| Hawaiian & Pacific Island                  | 1            | 0.05%  | 67            | 0.09%  |
| Other                                      | 60           | 3.19%  | 2,132         | 2.77%  |
| <b>Household Growth</b>                    |              |        |               |        |
| Growth 2010 - 2019                         | 52.86%       |        | 14.60%        |        |
| Growth 2019 - 2024                         | 10.48%       |        | 6.64%         |        |
| Renter Occupied                            | 150          | 22.46% | 7,764         | 25.22% |
| Owner Occupied                             | 518          | 77.54% | 23,018        | 74.78% |
| <b>2019 Households by Household Income</b> |              |        |               |        |
|  | <b>669</b>   |        | <b>30,782</b> |        |
| Income <\$25K                              | 126          | 18.83% | 4,011         | 13.03% |
| Income \$25K - \$50K                       | 79           | 11.81% | 4,908         | 15.94% |
| Income \$50K - \$75K                       | 92           | 13.75% | 4,265         | 13.86% |
| Income \$75K - \$100K                      | 118          | 17.64% | 4,447         | 14.45% |
| Income \$100K - \$125K                     | 63           | 9.42%  | 4,006         | 13.01% |
| Income \$125K - \$150K                     | 100          | 14.95% | 3,064         | 9.95%  |
| Income \$150K - \$200K                     | 54           | 8.07%  | 2,885         | 9.37%  |
| Income \$200K+                             | 37           | 5.53%  | 3,196         | 10.38% |
| 2019 Med Household Inc                     | \$82,945     |        | \$87,407      |        |
| 2019 Median Age                            | 40.40        |        | 47.00         |        |

# Demographic Detail Report

## Building 2 8105 Richmond Rd, Toano, VA 23168

|                                  |                                 |
|----------------------------------|---------------------------------|
| Building Type: <b>Industrial</b> | Warehse Avail: <b>17,225 SF</b> |
| RBA: <b>20,000 SF</b>            | Office Avail: <b>-</b>          |
| Land Area: <b>-</b>              | % Leased: <b>60%</b>            |
| Total <b>17,225 SF</b>           | Rent/SF/Yr: <b>\$8.14</b>       |



| Radius             | 1 Mile | 3 Mile | 5 Mile |
|--------------------|--------|--------|--------|
| <b>Population</b>  |        |        |        |
| 2024 Projection    | 2,081  | 13,793 | 21,409 |
| 2019 Estimate      | 1,881  | 12,606 | 19,793 |
| 2010 Census        | 1,206  | 8,993  | 15,509 |
| Growth 2019 - 2024 | 10.63% | 9.42%  | 8.16%  |
| Growth 2010 - 2019 | 55.97% | 40.18% | 27.62% |

| 2019 Population by Age | 1,881        | 12,606       | 19,793       |
|------------------------|--------------|--------------|--------------|
| Age 0 - 4              | 104 5.53%    | 626 4.97%    | 936 4.73%    |
| Age 5 - 9              | 123 6.54%    | 735 5.83%    | 1,108 5.60%  |
| Age 10 - 14            | 143 7.60%    | 844 6.70%    | 1,304 6.59%  |
| Age 15 - 19            | 131 6.96%    | 766 6.08%    | 1,213 6.13%  |
| Age 20 - 24            | 107 5.69%    | 622 4.93%    | 987 4.99%    |
| Age 25 - 29            | 106 5.64%    | 636 5.05%    | 970 4.90%    |
| Age 30 - 34            | 102 5.42%    | 651 5.16%    | 957 4.84%    |
| Age 35 - 39            | 115 6.11%    | 738 5.85%    | 1,084 5.48%  |
| Age 40 - 44            | 118 6.27%    | 738 5.85%    | 1,123 5.67%  |
| Age 45 - 49            | 137 7.28%    | 839 6.66%    | 1,327 6.70%  |
| Age 50 - 54            | 152 8.08%    | 920 7.30%    | 1,491 7.53%  |
| Age 55 - 59            | 149 7.92%    | 944 7.49%    | 1,546 7.81%  |
| Age 60 - 64            | 125 6.65%    | 894 7.09%    | 1,471 7.43%  |
| Age 65 - 69            | 104 5.53%    | 891 7.07%    | 1,466 7.41%  |
| Age 70 - 74            | 72 3.83%     | 742 5.89%    | 1,204 6.08%  |
| Age 75 - 79            | 45 2.39%     | 509 4.04%    | 806 4.07%    |
| Age 80 - 84            | 26 1.38%     | 296 2.35%    | 461 2.33%    |
| Age 85+                | 21 1.12%     | 213 1.69%    | 339 1.71%    |
| Age 65+                | 268 14.25%   | 2,651 21.03% | 4,276 21.60% |
| <b>Median Age</b>      | <b>40.40</b> | <b>44.60</b> | <b>45.80</b> |
| <b>Average Age</b>     | <b>38.80</b> | <b>42.20</b> | <b>42.70</b> |



## Demographic Detail Report

| <b>Building 2</b>                                   |               |        |               |        |               |        |
|---|---------------|--------|---------------|--------|---------------|--------|
| 8105 Richmond Rd, Toano, VA 23168                   |               |        |               |        |               |        |
| <b>Radius</b>                                       | <b>1 Mile</b> |        | <b>3 Mile</b> |        | <b>5 Mile</b> |        |
| <b>2019 Population By Race</b>                      | <b>1,881</b>  |        | <b>12,606</b> |        | <b>19,793</b> |        |
| White   | 1,351         | 71.82% | 9,956         | 78.98% | 15,952        | 80.59% |
| Black   | 430           | 22.86% | 1,991         | 15.79% | 2,806         | 14.18% |
| Am. Indian & Alaskan                                | 6             | 0.32%  | 61            | 0.48%  | 117           | 0.59%  |
| Asian   | 33            | 1.75%  | 220           | 1.75%  | 357           | 1.80%  |
| Hawaiian & Pacific Island                           | 1             | 0.05%  | 5             | 0.04%  | 10            | 0.05%  |
| Other   | 60            | 3.19%  | 374           | 2.97%  | 551           | 2.78%  |
| <b>Population by Hispanic Origin</b>                | <b>1,881</b>  |        | <b>12,606</b> |        | <b>19,793</b> |        |
| Non-Hispanic Origin                                 | 1,765         | 93.83% | 11,859        | 94.07% | 18,749        | 94.73% |
| Hispanic Origin                                     | 116           | 6.17%  | 747           | 5.93%  | 1,044         | 5.27%  |
| <b>2019 Median Age, Male</b>                        | <b>39.70</b>  |        | <b>43.30</b>  |        | <b>44.80</b>  |        |
| <b>2019 Average Age, Male</b>                       | <b>38.30</b>  |        | <b>41.30</b>  |        | <b>42.00</b>  |        |
| <b>2019 Median Age, Female</b>                      | <b>40.90</b>  |        | <b>45.80</b>  |        | <b>46.80</b>  |        |
| <b>2019 Average Age, Female</b>                     | <b>39.20</b>  |        | <b>43.00</b>  |        | <b>43.40</b>  |        |
| <b>2019 Population by Occupation Classification</b> | <b>1,484</b>  |        | <b>10,248</b> |        | <b>16,202</b> |        |
| Civilian Employed                                   | 826           | 55.66% | 5,849         | 57.07% | 9,562         | 59.02% |
| Civilian Unemployed                                 | 34            | 2.29%  | 242           | 2.36%  | 386           | 2.38%  |
| Civilian Non-Labor Force                            | 606           | 40.84% | 4,025         | 39.28% | 6,014         | 37.12% |
| Armed Forces  | 18            | 1.21%  | 132           | 1.29%  | 240           | 1.48%  |
| <b>Households by Marital Status</b>                 |               |        |               |        |               |        |
| Married   | 394           |        | 2,850         |        | 4,680         |        |
| Married No Children                                 | 218           |        | 1,837         |        | 3,028         |        |
| Married w/Children                                  | 176           |        | 1,014         |        | 1,652         |        |
| <b>2019 Population by Education</b>                 | <b>1,364</b>  |        | <b>9,656</b>  |        | <b>15,068</b> |        |
| Some High School, No Diploma                        | 102           | 7.48%  | 605           | 6.27%  | 902           | 5.99%  |
| High School Grad (Incl Equivalency)                 | 320           | 23.46% | 1,970         | 20.40% | 3,357         | 22.28% |
| Some College, No Degree                             | 407           | 29.84% | 2,853         | 29.55% | 4,294         | 28.50% |
| Associate Degree                                    | 92            | 6.74%  | 643           | 6.66%  | 822           | 5.46%  |
| Bachelor Degree                                     | 255           | 18.70% | 2,240         | 23.20% | 3,365         | 22.33% |
| Advanced Degree                                     | 188           | 13.78% | 1,345         | 13.93% | 2,328         | 15.45% |

## Demographic Detail Report

| <b>Building 2</b>                     |               |        |               |        |               |        |
|---------------------------------------|---------------|--------|---------------|--------|---------------|--------|
| 8105 Richmond Rd, Toano, VA 23168     |               |        |               |        |               |        |
| <b>Radius</b>                         | <b>1 Mile</b> |        | <b>3 Mile</b> |        | <b>5 Mile</b> |        |
| <b>2019 Population by Occupation</b>  | <b>1,534</b>  |        | <b>10,650</b> |        | <b>17,539</b> |        |
| Real Estate & Finance                 | 15            | 0.98%  | 228           | 2.14%  | 445           | 2.54%  |
| Professional & Management             | 445           | 29.01% | 3,020         | 28.36% | 4,979         | 28.39% |
| Public Administration                 | 94            | 6.13%  | 608           | 5.71%  | 994           | 5.67%  |
| Education & Health                    | 195           | 12.71% | 1,279         | 12.01% | 2,173         | 12.39% |
| Services                              | 108           | 7.04%  | 789           | 7.41%  | 1,374         | 7.83%  |
| Information                           | 6             | 0.39%  | 102           | 0.96%  | 150           | 0.86%  |
| Sales                                 | 237           | 15.45% | 1,623         | 15.24% | 2,611         | 14.89% |
| Transportation                        | 0             | 0.00%  | 50            | 0.47%  | 57            | 0.32%  |
| Retail                                | 120           | 7.82%  | 743           | 6.98%  | 1,111         | 6.33%  |
| Wholesale                             | 12            | 0.78%  | 142           | 1.33%  | 267           | 1.52%  |
| Manufacturing                         | 68            | 4.43%  | 426           | 4.00%  | 726           | 4.14%  |
| Production                            | 56            | 3.65%  | 488           | 4.58%  | 758           | 4.32%  |
| Construction                          | 86            | 5.61%  | 548           | 5.15%  | 874           | 4.98%  |
| Utilities                             | 34            | 2.22%  | 221           | 2.08%  | 331           | 1.89%  |
| Agriculture & Mining                  | 0             | 0.00%  | 8             | 0.08%  | 88            | 0.50%  |
| Farming, Fishing, Forestry            | 0             | 0.00%  | 1             | 0.01%  | 27            | 0.15%  |
| Other Services                        | 58            | 3.78%  | 374           | 3.51%  | 574           | 3.27%  |
| <b>2019 Worker Travel Time to Job</b> | <b>825</b>    |        | <b>5,748</b>  |        | <b>9,357</b>  |        |
| <30 Minutes                           | 503           | 60.97% | 3,593         | 62.51% | 5,767         | 61.63% |
| 30-60 Minutes                         | 244           | 29.58% | 1,552         | 27.00% | 2,748         | 29.37% |
| 60+ Minutes                           | 78            | 9.45%  | 603           | 10.49% | 842           | 9.00%  |
| <b>2010 Households by HH Size</b>     | <b>436</b>    |        | <b>3,517</b>  |        | <b>5,953</b>  |        |
| 1-Person Households                   | 71            | 16.28% | 686           | 19.51% | 1,053         | 17.69% |
| 2-Person Households                   | 157           | 36.01% | 1,454         | 41.34% | 2,496         | 41.93% |
| 3-Person Households                   | 88            | 20.18% | 605           | 17.20% | 1,037         | 17.42% |
| 4-Person Households                   | 73            | 16.74% | 473           | 13.45% | 853           | 14.33% |
| 5-Person Households                   | 30            | 6.88%  | 186           | 5.29%  | 318           | 5.34%  |
| 6-Person Households                   | 11            | 2.52%  | 68            | 1.93%  | 120           | 2.02%  |
| 7 or more Person Households           | 6             | 1.38%  | 45            | 1.28%  | 76            | 1.28%  |
| <b>2019 Average Household Size</b>    | <b>2.80</b>   |        | <b>2.60</b>   |        | <b>2.60</b>   |        |
| <b>Households</b>                     |               |        |               |        |               |        |
| 2024 Projection                       | 738           |        | 5,271         |        | 8,074         |        |
| 2019 Estimate                         | 668           |        | 4,831         |        | 7,484         |        |
| 2010 Census                           | 437           |        | 3,517         |        | 5,953         |        |
| Growth 2019 - 2024                    | 10.48%        |        | 9.11%         |        | 7.88%         |        |
| Growth 2010 - 2019                    | 52.86%        |        | 37.36%        |        | 25.72%        |        |

## Demographic Detail Report

| <b>Building 2</b>                     |                  |        |                  |        |                  |        |
|---------------------------------------|------------------|--------|------------------|--------|------------------|--------|
| 8105 Richmond Rd, Toano, VA 23168     |                  |        |                  |        |                  |        |
| Radius                                | 1 Mile           |        | 3 Mile           |        | 5 Mile           |        |
| <b>2019 Households by HH Income</b>   | <b>669</b>       |        | <b>4,833</b>     |        | <b>7,486</b>     |        |
| <\$25,000                             | 126              | 18.83% | 794              | 16.43% | 1,128            | 15.07% |
| \$25,000 - \$50,000                   | 79               | 11.81% | 604              | 12.50% | 919              | 12.28% |
| \$50,000 - \$75,000                   | 92               | 13.75% | 684              | 14.15% | 1,037            | 13.85% |
| \$75,000 - \$100,000                  | 118              | 17.64% | 829              | 17.15% | 1,259            | 16.82% |
| \$100,000 - \$125,000                 | 63               | 9.42%  | 614              | 12.70% | 1,015            | 13.56% |
| \$125,000 - \$150,000                 | 100              | 14.95% | 552              | 11.42% | 886              | 11.84% |
| \$150,000 - \$200,000                 | 54               | 8.07%  | 550              | 11.38% | 836              | 11.17% |
| \$200,000+                            | 37               | 5.53%  | 206              | 4.26%  | 406              | 5.42%  |
| <b>2019 Avg Household Income</b>      | <b>\$93,418</b>  |        | <b>\$93,959</b>  |        | <b>\$97,807</b>  |        |
| <b>2019 Med Household Income</b>      | <b>\$82,945</b>  |        | <b>\$85,087</b>  |        | <b>\$88,085</b>  |        |
| <b>2019 Occupied Housing</b>          | <b>668</b>       |        | <b>4,831</b>     |        | <b>7,483</b>     |        |
| Owner Occupied                        | 518              | 77.54% | 3,973            | 82.24% | 6,253            | 83.56% |
| Renter Occupied                       | 150              | 22.46% | 858              | 17.76% | 1,230            | 16.44% |
| <b>2010 Housing Units</b>             | <b>681</b>       |        | <b>4,906</b>     |        | <b>7,596</b>     |        |
| 1 Unit                                | 594              | 87.22% | 4,480            | 91.32% | 7,027            | 92.51% |
| 2 - 4 Units                           | 5                | 0.73%  | 150              | 3.06%  | 187              | 2.46%  |
| 5 - 19 Units                          | 82               | 12.04% | 276              | 5.63%  | 365              | 4.81%  |
| 20+ Units                             | 0                | 0.00%  | 0                | 0.00%  | 17               | 0.22%  |
| <b>2019 Housing Value</b>             | <b>517</b>       |        | <b>3,973</b>     |        | <b>6,253</b>     |        |
| <\$100,000                            | 15               | 2.90%  | 120              | 3.02%  | 207              | 3.31%  |
| \$100,000 - \$200,000                 | 65               | 12.57% | 550              | 13.84% | 863              | 13.80% |
| \$200,000 - \$300,000                 | 187              | 36.17% | 1,335            | 33.60% | 1,700            | 27.19% |
| \$300,000 - \$400,000                 | 150              | 29.01% | 1,017            | 25.60% | 1,599            | 25.57% |
| \$400,000 - \$500,000                 | 61               | 11.80% | 476              | 11.98% | 877              | 14.03% |
| \$500,000 - \$1,000,000               | 39               | 7.54%  | 455              | 11.45% | 940              | 15.03% |
| \$1,000,000+                          | 0                | 0.00%  | 20               | 0.50%  | 67               | 1.07%  |
| <b>2019 Median Home Value</b>         | <b>\$295,454</b> |        | <b>\$298,613</b> |        | <b>\$322,295</b> |        |
| <b>2019 Housing Units by Yr Built</b> | <b>691</b>       |        | <b>5,050</b>     |        | <b>7,937</b>     |        |
| Built 2010+                           | 233              | 33.72% | 1,276            | 25.27% | 1,435            | 18.08% |
| Built 2000 - 2010                     | 128              | 18.52% | 1,459            | 28.89% | 2,418            | 30.46% |
| Built 1990 - 1999                     | 102              | 14.76% | 547              | 10.83% | 1,003            | 12.64% |
| Built 1980 - 1989                     | 126              | 18.23% | 778              | 15.41% | 1,314            | 16.56% |
| Built 1970 - 1979                     | 43               | 6.22%  | 512              | 10.14% | 886              | 11.16% |
| Built 1960 - 1969                     | 12               | 1.74%  | 175              | 3.47%  | 351              | 4.42%  |
| Built 1950 - 1959                     | 22               | 3.18%  | 150              | 2.97%  | 268              | 3.38%  |
| Built <1949                           | 25               | 3.62%  | 153              | 3.03%  | 262              | 3.30%  |
| <b>2019 Median Year Built</b>         | <b>2000</b>      |        | <b>2001</b>      |        | <b>1998</b>      |        |

## AGENCY DISCLOSURE

In a real estate transaction, when the Agent represents the:

Seller/Landlord:

then an Agent under a listing agreement with a seller acts as the agent for the seller. The listing company and all of its broker/agents, and the selling company and all of its agents as subagents of the seller, would owe their fiduciary duties to the seller. The broker and broker's agents may still provide buyer/tenants, as customers, with information about properties and available financing, may show them properties, and may assist them in preparing an offer to purchase, option or lease a particular property.

Buyer/Tenant:

then an Agent under a contract with a buyer acts as the agent for that buyer only, as a "Buyer/Broker/Agent," and the Agent is not the seller's agent, even if the Purchase Contract provides that the Seller or the Listing Broker will pay the Agent for the services rendered to the buyer/tenant. An Agent acting as the buyer's/tenant's agent must disclaim sub agency if offered and must disclose the Buyer/Tenant Broker/Agent relationship when dealing with the seller's/landlord's Agent or the Seller/Landlord. The Buyer/Tenant Broker/Agent owes its fiduciary duties to the buyer/tenant.

Buyer and Seller (Acting as a Dual Agent):

then an Agent, either acting directly or through one or more of the brokerage firm's other Agents, may be the Agent of both the buyer and the seller, but only if the scope of the agency is limited by a written agreement and only with the express knowledge and written consent of both the buyer and the seller. An Agent representing both the buyer and the seller must disclose all information regarding the agency relationship, including the limitation on the Agent's ability to represent either party fully and exclusively. The Agent must not disclose to either party, without the prior consent of the party adversely affected by the disclosure, any information obtained within the confidentiality and trust of the fiduciary relationship. As an example, the Agent must not tell the buyer that the seller will accept a price lower than the listing price, nor tell the seller that the buyer will pay a price offered, without the prior consent of the party adversely affected by the disclosure.

Campana Waltz Commercial Real Estate, LLC is the \_\_\_\_\_ Listing Broker, \_\_\_\_\_ Buyer Broker, \_\_\_\_\_ Dual Agent for the property submitted in this information package.

Acknowledged by:

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Campana Waltz Commercial Real Estate, LLC