

# For Lease

8979 Pocahontas Trail  
Williamsburg, Virginia



**FOR ADDITIONAL INFORMATION, PLEASE CONTACT:**

**Campana Waltz Commercial Real Estate West**

**Ron A. Campana, Jr.**

1313 Jamestown Road, Suite 202

Williamsburg, Virginia 23185

757.209.2990

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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 LEASE**  
**8979 Pocahontas Trail**  
**Williamsburg, Virginia**

**Location:** 8979 Pocahontas Trail, Williamsburg, Virginia

**Description:** Free Standing Office Building which is located in Williamsburg, Virginia. The property combines location with aggressively priced office space. The building offers flexible lease terms and the ability to expand. The property does have a moment sign available for the tenant's use.

The building is in close proximity to Interstate-64 at Lee Hall (Exit 247) or The Busch Gardens Exit (Exit 243A) providing great access to Newport News, Hampton, Yorktown, Virginia Beach and Richmond.

**Land Area:** Additional yard area available for lease on premise.

**Building Size:** Approximately 3,500 Square Feet

**Lease:** \$12.00/ square foot (Rental rate is inclusive of common area maintenance fees)

**Zoning:** M-2 General Industrial District. Multiple allowable uses by right are attached in the marketing package.

**General Information:**

- Rare opportunity
- Well established area

**Also included:**

- Floor Plan
- Zoning Matrix
- Aerial/Location Maps
- Demographic Information

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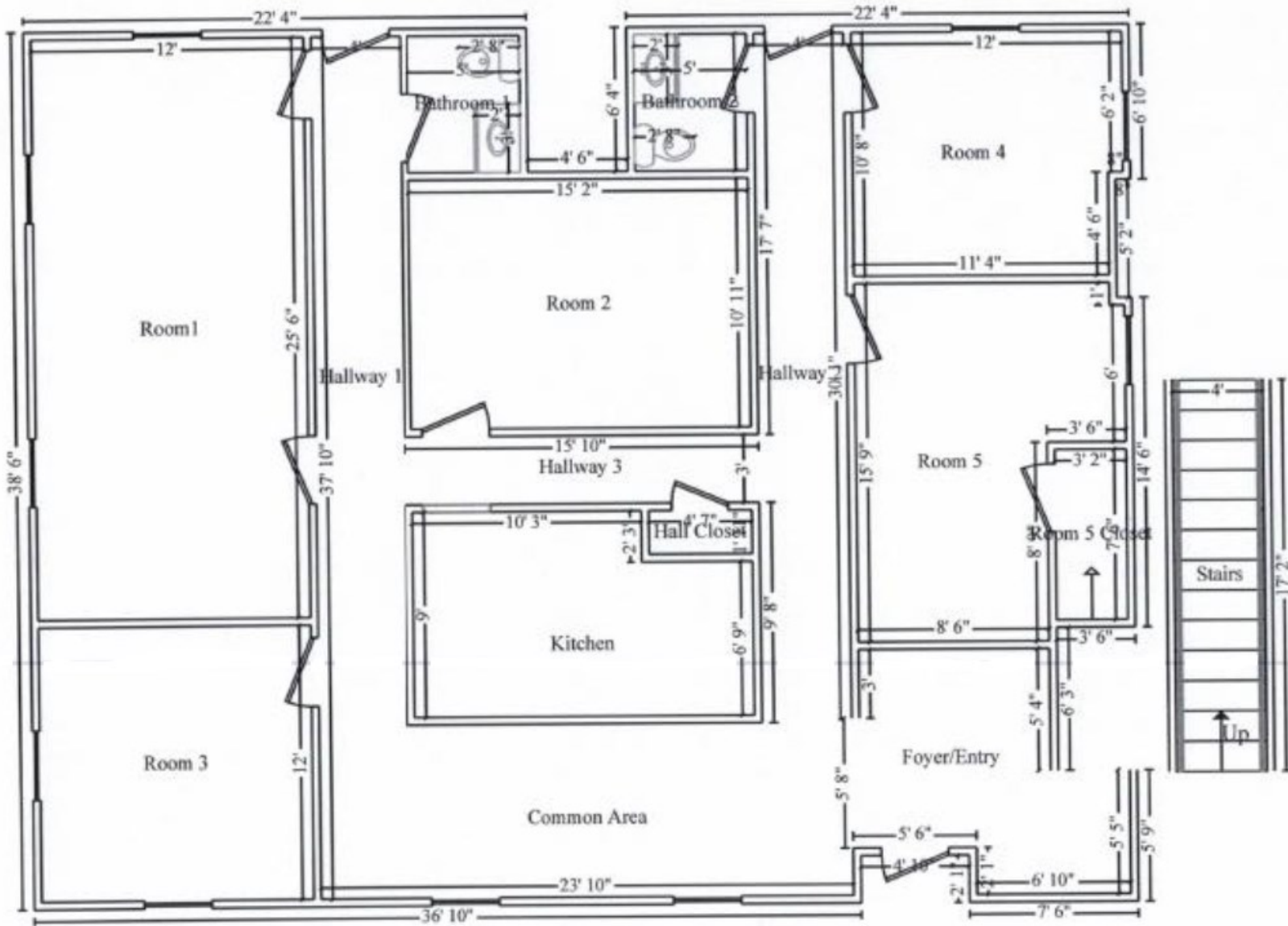
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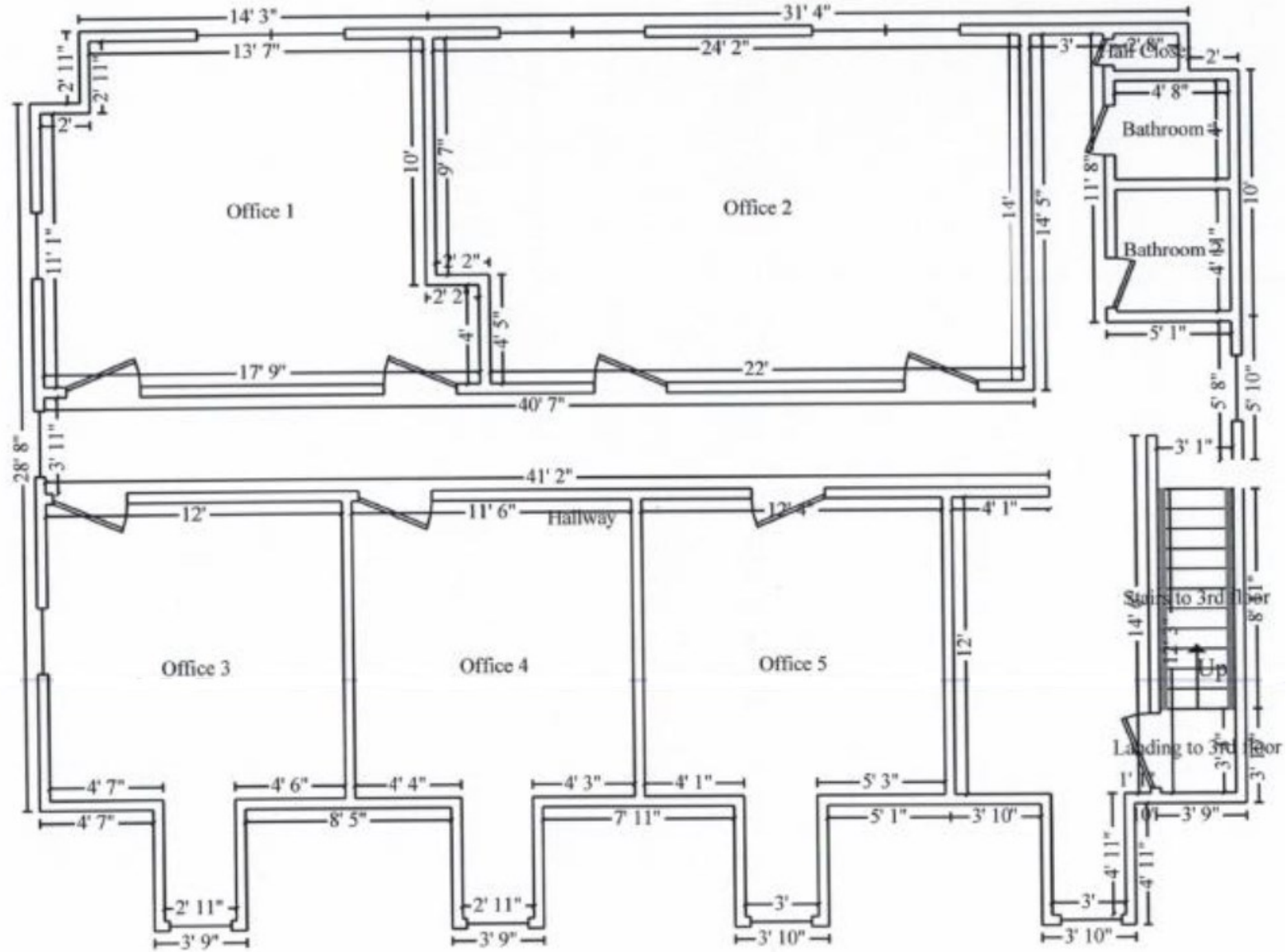
# 8979 Pocahontas Trail, Williamsburg, Virginia



First Floor  
For illustration purposes only.

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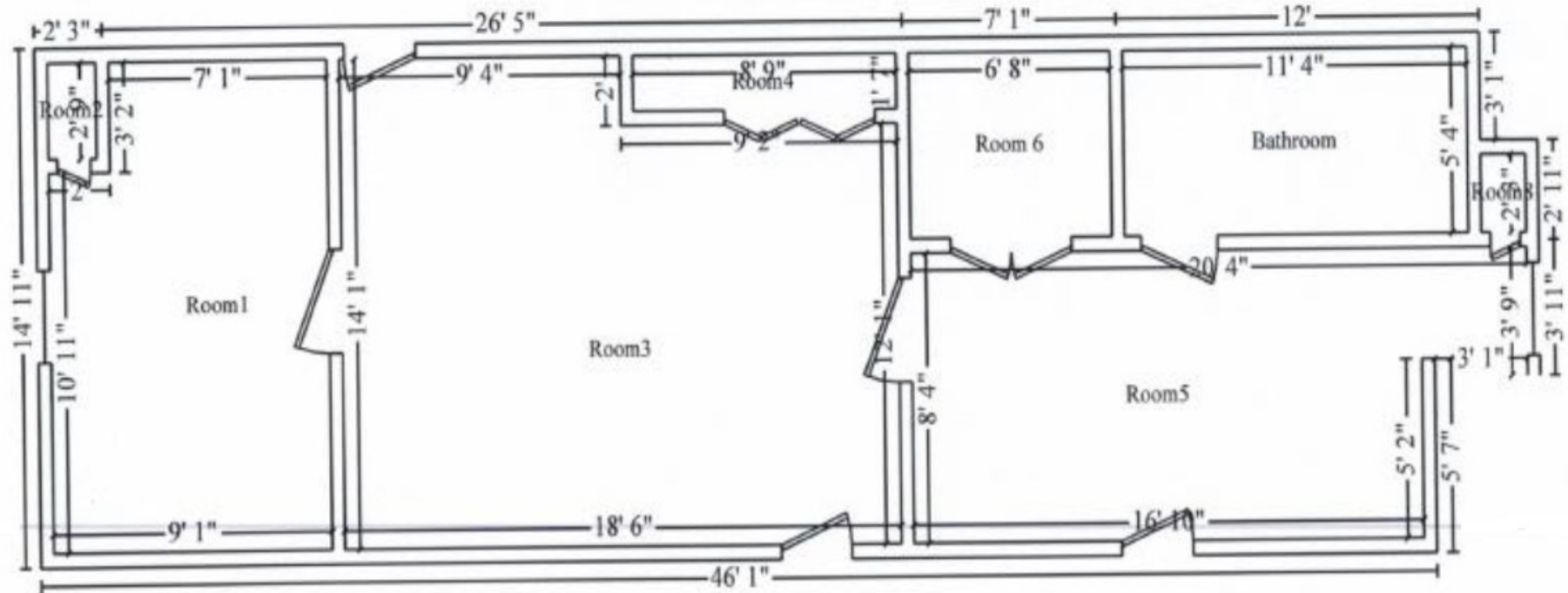


## Second Floor

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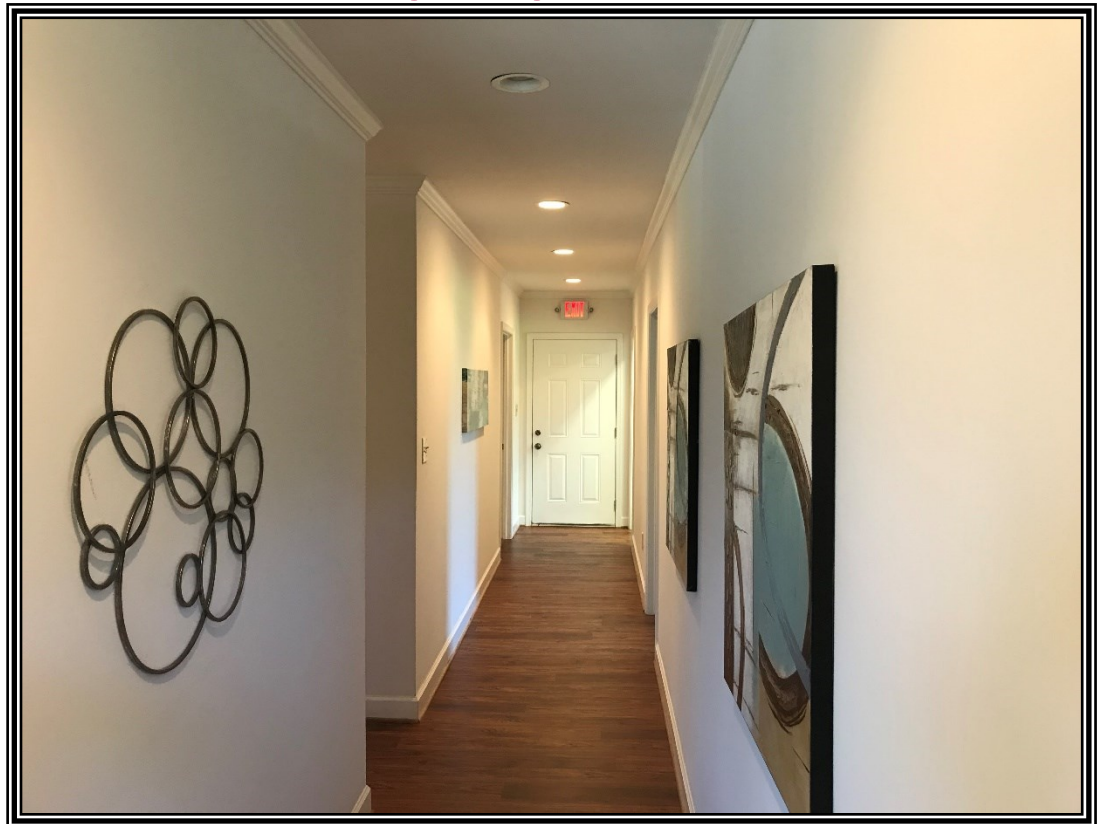
Third Floor  
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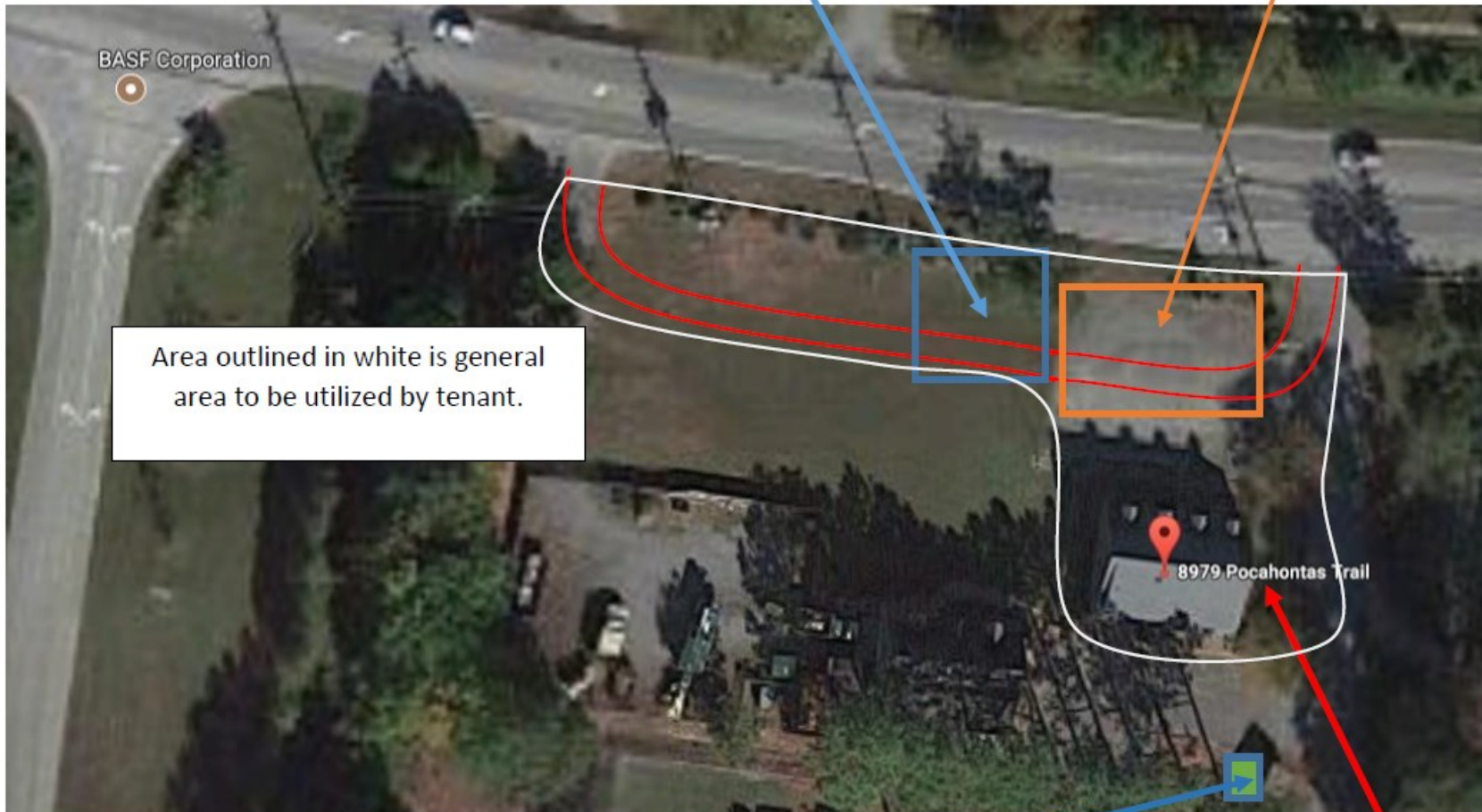


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Additional Tenant Parking

Tenant Parking Lot



Area outlined in white is general area to be utilized by tenant.

Tenant Space for 8 cu. yd. trash container paid for by Tenant  
This is the only area of this parking lot that may be utilized by tenant

Existing gravel parking area at end of building to be used tenant

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## 8979 Pocahontas Trail, Williamsburg, Virginia



The property is outlined in purple and highlighted in yellow.  
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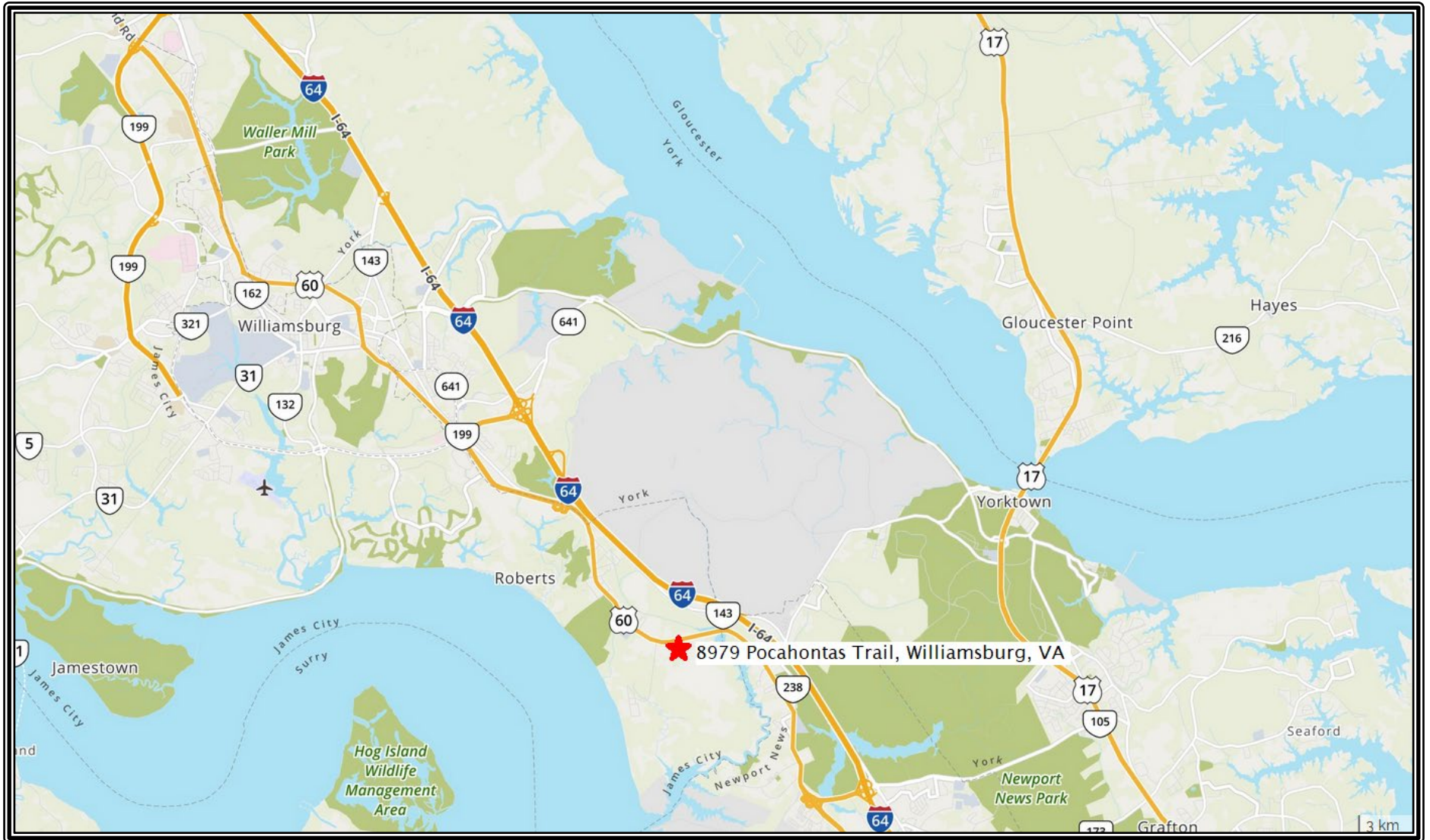
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Sec. 24-436. - Use list.

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

In the General Industrial District, M-2, 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	
	Business and professional offices	P	
	Child day care centers as an accessory use to other permitted uses	P	
	Contractor offices, equipment storage yards, shops and warehouses (with materials and equipment storage limited to a fully enclosed building or screened from adjacent property with landscaping and fencing with a maximum height of 12 feet)	P	
	Convenience stores; if fuel is sold, then in accordance with section 24-38		SUP
	Data processing centers	P	
	Firearms sales and service	P	
	Health and exercise clubs, fitness centers as an accessory use to other permitted uses	P	
	Heliports, helistops and accessory uses		SUP
	Hospitals		SUP

	Indoor sport facilities, including firing and shooting ranges	P	
	Janitorial service establishments	P	
	Kennels and animal boarding facilities	P	
	Laboratories, research and development centers	P	
	Laser technology production	P	
	Lumber and building supply (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	
	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 as an accessory use to other permitted uses	P	
	Nurseries	P	
	Off-street parking as required by article II, division 2 of this chapter	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		SUP

	Pawnshops		SUP
	Payday/title loan establishments		SUP
	Plumbing and electrical supply and sales (with storage limited to a fully enclosed building or screened from adjoining property with landscaping and fencing with a maximum height of 12 feet)	P	
	Printing, mailing, lithographing, engraving, photocopying, blueprinting and publishing establishments	P	
	Private streets within qualifying industrial parks in accordance with article II, division 2 of this chapter	P	
	Research, development and design facilities or laboratories	P	
	Restaurants, tea rooms, coffee shops, taverns, and micro-breweries, not to include fast food restaurants as an accessory use to other permitted uses	P	
	Retail sales of products related to the main use, provided that the floor area for retail sales comprises less than 25 percent of the first floor area of the main use	P	
	Security service offices	P	
	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 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	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 25 feet or more		SUP
	Water well drilling establishments	P	
Civic	Fire stations	P	
	Governmental offices	P	
	Nonemergency medical transport	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		SUP

	5,000 kilovolt amperes or more and electrical transmission lines capable of transmitting 69 kilovolts or more		
	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, 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		SUP
	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	Asphalt mixing plants		SUP



	Boiler shops	P	
	Breweries and other associated activities	P	
	Crushed stone, sand, gravel, or mineral mining; storage and distribution of same		SUP
	Drop forge industries, manufacturing, forgings with a power hammer	P	
	Heavy equipment sales and service (with major repair limited to a fully enclosed building or screened from adjacent property with landscaping and fencing with a maximum height of 12 feet)	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 compounding of chemicals		SUP
	Manufacture and processing of acrylic and synthetic fibers	P	
	Manufacture and processing of textiles and textile products	P	
	Manufacture and sale of manufactured homes, mobile homes, modular homes and industrialized housing units	P	
	Manufacture and sale of wood and wood 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, fiberglass, glass, rubber, leather, cellophane, canvas, 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 batteries	P	
	Manufacture of boats, marine equipment and boat trailers	P	
	Manufacture of cans and other metal products from previously processed metals	P	
	Manufacture of carpets and carpet yarns	P	
	Manufacture of cement, lime, gypsum, bricks and non-previously prepared stone products (i.e., stone and rock used for general erosion and sediment control or road construction)		SUP
	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 aircraft and aircraft parts	P	
	Manufacture or assembly of appliances, tools, firearms, hardware products and heating, cooling or ventilation equipment	P	
	Manufacture or assembly of automobiles, trucks, machinery or 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	
	Metal foundry and heavy weight casting	P	
	Petroleum refining		SUP
	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
	Ready mix concrete production		SUP
	Recycling center or plant	P	
	Resource recovery facilities		SUP
	Solid waste transfer stations and container sites, public or private		SUP
	Structural iron and steel fabrication	P	
	Vehicle graveyards and scrap metal storage yards		SUP
	Waste disposal facilities		SUP
	Welding and machine shops including punch presses and drop hammers	P	
	Wood preserving operations		SUP

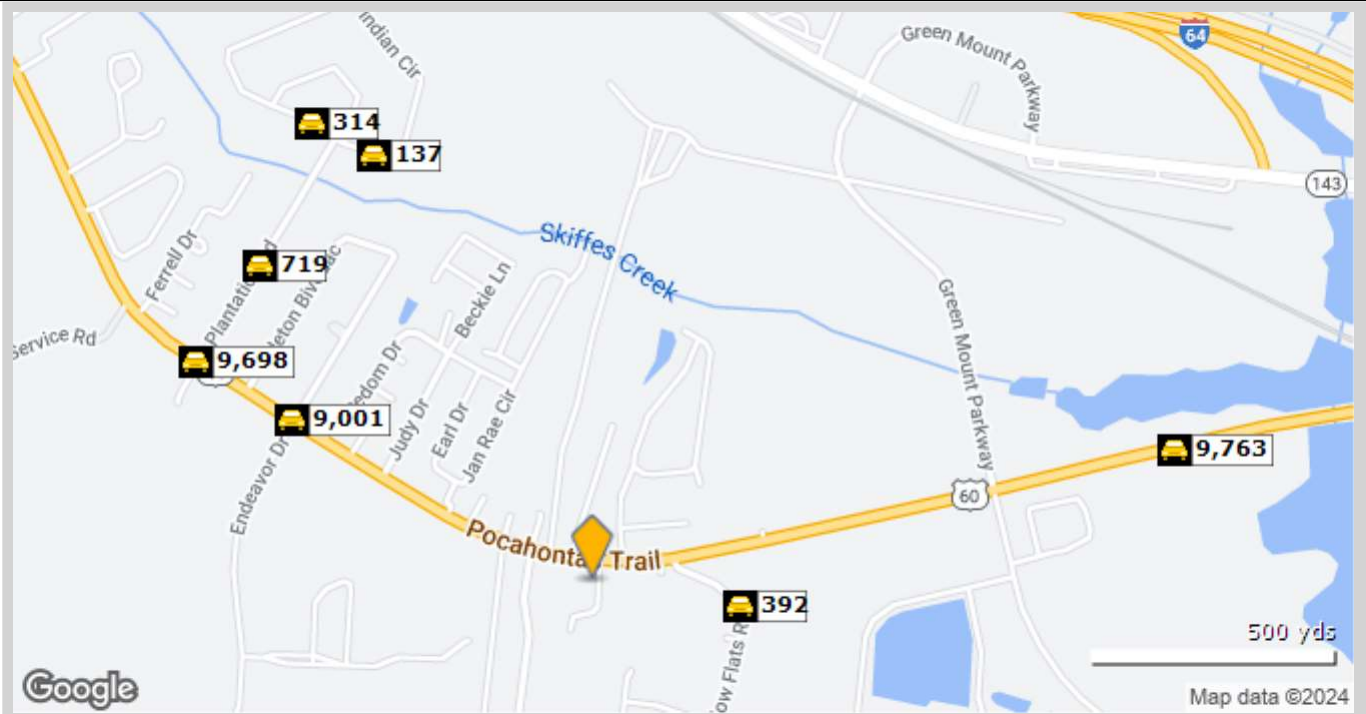
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# Traffic Count Report

## Office Property

8979 Pocahontas Trl, Williamsburg, VA 23185

Building Type: **Class C Office**  
 Class: **C**  
 RBA: **3,500 SF**  
 Typical Floor: **1,750 SF**  
 Total Available: **3,500 SF**  
 % Leased: **100%**  
 Rent/SF/Yr: **\$12.00**



	Street	Cross Street	Cross Str Dist	Count Year	Avg Daily Volume	Volume Type	Miles from Subject Prop
1	Blow Flats Rd	Pocahontas Trl	0.10 NW	2022	392	MPSI	.18
2	Pocahontas Trl	Tarleton Bivouac St	0.01 SE	2020	9,203	MPSI	.40
3	Pocahontas Trl	Tarleton Bivouac St	0.01 SE	2018	9,558	MPSI	.40
4	Pocahontas Trl	Tarleton Bivouac St	0.01 SE	2022	9,001	MPSI	.40
5	Pocahontas Trail	Plantation Rd	0.00 SE	2022	9,698	MPSI	.53
6	Plantation Rd	Pocahontas Trl	0.14 SW	2022	714	MPSI	.54
7	Plantation Rd	Pocahontas Trl	0.14 SW	2021	719	MPSI	.54
8	Indian Cir	Massacre Hill Rd	0.04 W	2022	137	MPSI	.57
9	Indian Cir	Plantation Rd	0.04 SE	2022	314	MPSI	.64
10	Pocahontas Trl	Blow Flats Rd	0.61 W	2022	9,763	MPSI	.71

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8979 Pocahontas Trl, Williamsburg, VA 23185

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 RBA: **3,500 SF**      Rent/SF/Yr: **\$12.00**  
 Typical Floor: **1,750 SF**



Description	2010	2023	2028
<b>Population</b>	<b>2,629</b>	<b>2,886</b>	<b>2,976</b>
Age 0 - 4	202 7.68%	165 5.72%	158 5.31%
Age 5 - 9	171 6.50%	185 6.41%	171 5.75%
Age 10 - 14	180 6.85%	198 6.86%	187 6.28%
Age 15 - 19	204 7.76%	191 6.62%	194 6.52%
Age 20 - 24	199 7.57%	169 5.86%	187 6.28%
Age 25 - 29	242 9.21%	169 5.86%	178 5.98%
Age 30 - 34	214 8.14%	196 6.79%	182 6.12%
Age 35 - 39	203 7.72%	240 8.32%	205 6.89%
Age 40 - 44	180 6.85%	238 8.25%	229 7.69%
Age 45 - 49	201 7.65%	203 7.03%	226 7.59%
Age 50 - 54	203 7.72%	186 6.44%	207 6.96%
Age 55 - 59	163 6.20%	186 6.44%	190 6.38%
Age 60 - 64	80 3.04%	175 6.06%	178 5.98%
Age 65 - 69	53 2.02%	145 5.02%	160 5.38%
Age 70 - 74	42 1.60%	110 3.81%	130 4.37%
Age 75 - 79	41 1.56%	67 2.32%	93 3.13%
Age 80 - 84	28 1.07%	36 1.25%	56 1.88%
Age 85+	24 0.91%	29 1.00%	46 1.55%
<b>Age 15+</b>	<b>2,077 79.00%</b>	<b>2,340 81.08%</b>	<b>2,461 82.69%</b>
<b>Age 20+</b>	<b>1,873 71.24%</b>	<b>2,149 74.46%</b>	<b>2,267 76.18%</b>
<b>Age 65+</b>	<b>188 7.15%</b>	<b>387 13.41%</b>	<b>485 16.30%</b>
<b>Median Age</b>	<b>33</b>	<b>39</b>	<b>41</b>
<b>Average Age</b>	<b>33.70</b>	<b>38.00</b>	<b>39.70</b>
<b>Population By Race</b>	<b>2,629</b>	<b>2,886</b>	<b>2,976</b>
White	1,413 53.75%	1,497 51.87%	1,542 51.81%
Black	1,062 40.40%	1,173 40.64%	1,210 40.66%
Am. Indian & Alaskan	17 0.65%	26 0.90%	28 0.94%
Asian	36 1.37%	48 1.66%	49 1.65%
Hawaiian & Pacific Islander	0 0.00%	1 0.03%	1 0.03%
Other	99 3.77%	140 4.85%	147 4.94%

**Office Property**  
8979 Pocahontas Trl, Williamsburg, VA 23185

Description	2010	2023	2028
<b>Population by Race (Hispanic)</b>	<b>261</b>	<b>428</b>	<b>444</b>
White	221 84.67%	349 81.54%	362 81.53%
Black	23 8.81%	42 9.81%	44 9.91%
Am. Indian & Alaskan	5 1.92%	13 3.04%	13 2.93%
Asian	1 0.38%	4 0.93%	3 0.68%
Hawaiian & Pacific Islander	0 0.00%	1 0.23%	1 0.23%
Other	12 4.60%	19 4.44%	21 4.73%
<b>Household by Household Income</b>	<b>863</b>	<b>947</b>	<b>975</b>
<\$25,000	266 30.82%	132 13.94%	132 13.54%
\$25,000 - \$50,000	191 22.13%	219 23.13%	225 23.08%
\$50,000 - \$75,000	207 23.99%	268 28.30%	276 28.31%
\$75,000 - \$100,000	129 14.95%	176 18.59%	181 18.56%
\$100,000 - \$125,000	51 5.91%	44 4.65%	43 4.41%
\$125,000 - \$150,000	0 0.00%	44 4.65%	48 4.92%
\$150,000 - \$200,000	2 0.23%	40 4.22%	44 4.51%
\$200,000+	17 1.97%	24 2.53%	26 2.67%
<b>Average Household Income</b>	<b>\$53,914</b>	<b>\$70,936</b>	<b>\$71,937</b>
<b>Median Household Income</b>	<b>\$44,240</b>	<b>\$62,384</b>	<b>\$62,942</b>

# Demographic Summary Report

## Office Property

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 Class: **C**      % Leased: **100%**  
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 Typical Floor: **1,750 SF**



Radius	1 Mile	3 Mile	5 Mile
<b>Population</b>			
2028 Projection	2,976	9,965	44,399
2023 Estimate	2,886	9,611	42,786
2010 Census	2,629	8,613	38,691
Growth 2023 - 2028	3.12%	3.68%	3.77%
Growth 2010 - 2023	9.78%	11.59%	10.58%
<b>2023 Population by Hispanic Origin</b>	428	1,287	5,844
<b>2023 Population</b>	2,886	9,611	42,786
White	1,497 51.87%	5,390 56.08%	22,518 52.63%
Black	1,173 40.64%	3,387 35.24%	15,747 36.80%
Am. Indian & Alaskan	26 0.90%	87 0.91%	322 0.75%
Asian	48 1.66%	245 2.55%	1,713 4.00%
Hawaiian & Pacific Island	1 0.03%	39 0.41%	189 0.44%
Other	140 4.85%	462 4.81%	2,298 5.37%
U.S. Armed Forces	34	523	5,430
<b>Households</b>			
2028 Projection	977	3,433	15,276
2023 Estimate	948	3,308	14,694
2010 Census	862	2,972	13,261
Growth 2023 - 2028	3.06%	3.78%	3.96%
Growth 2010 - 2023	9.98%	11.31%	10.81%
Owner Occupied	689 72.68%	2,019 61.03%	8,169 55.59%
Renter Occupied	259 27.32%	1,289 38.97%	6,525 44.41%
<b>2023 Households by HH Income</b>	947	3,308	14,693
Income: <\$25,000	132 13.94%	422 12.76%	2,410 16.40%
Income: \$25,000 - \$50,000	219 23.13%	585 17.68%	2,912 19.82%
Income: \$50,000 - \$75,000	268 28.30%	754 22.79%	2,764 18.81%
Income: \$75,000 - \$100,000	176 18.59%	576 17.41%	2,197 14.95%
Income: \$100,000 - \$125,000	44 4.65%	410 12.39%	1,583 10.77%
Income: \$125,000 - \$150,000	44 4.65%	208 6.29%	895 6.09%
Income: \$150,000 - \$200,000	40 4.22%	192 5.80%	764 5.20%
Income: \$200,000+	24 2.53%	161 4.87%	1,168 7.95%
<b>2023 Avg Household Income</b>	\$70,936	\$84,873	\$88,926
<b>2023 Med Household Income</b>	\$62,384	\$70,334	\$68,062



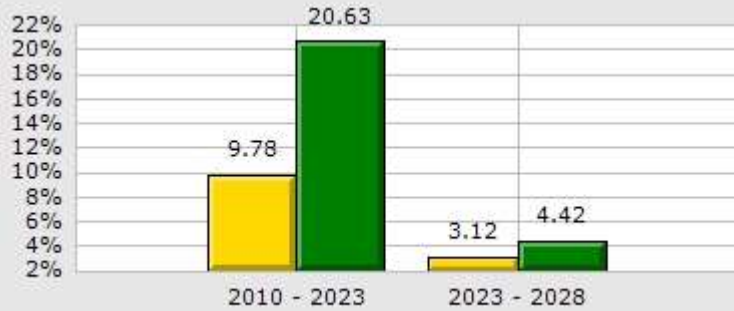
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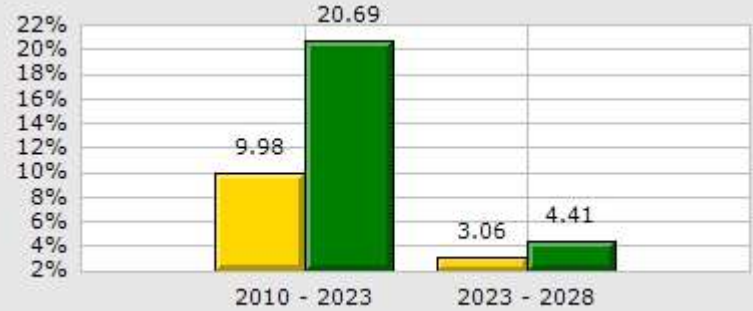
Type: **Class C Office**  
 County: **James City**

**1 Mile**  
**County**

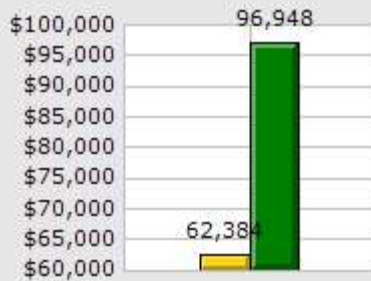
**Population Growth**



**Household Growth**



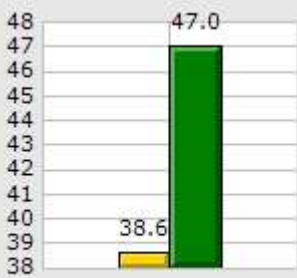
**2023 Med Household Inc**



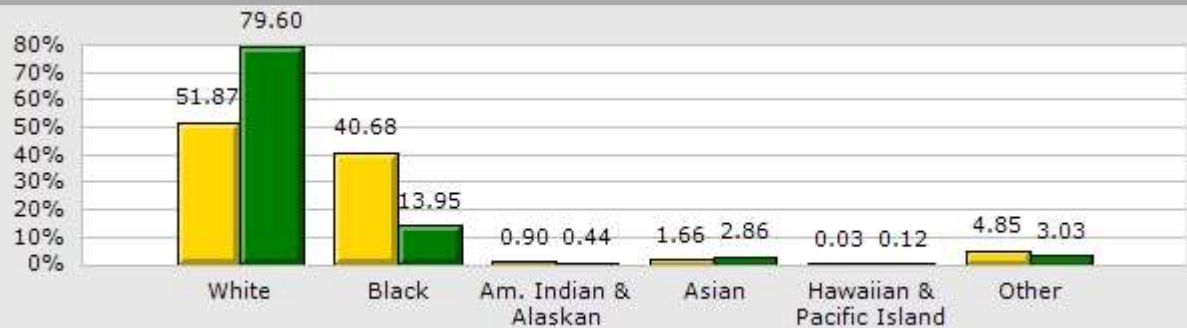
**2023 Households by Household Income**



**2023 Median Age**



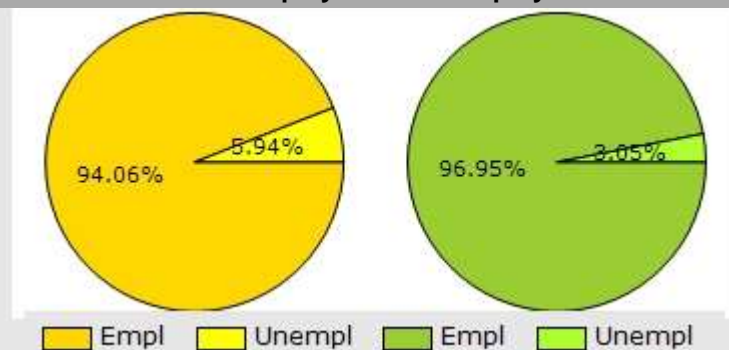
**2023 Population by Race**



**2023 Renter vs. Owner**



**2023 Employed vs. Unemployed**



Demographic Market Comparison Report

1 mile radius

Office Property				
8979 Pocahontas Trl, Williamsburg, VA 23185				
Type: <b>Class C Office</b>				
County: <b>James City</b>				
	1 Mile		County	
<b>Population Growth</b>				
Growth 2010 - 2023	9.78%		20.63%	
Growth 2023 - 2028	3.12%		4.42%	
Empl	1,282	94.06%	38,209	96.95%
Unempl	81	5.94%	1,202	3.05%
<b>2023 Population by Race</b>				
	<b>2,886</b>		<b>80,835</b>	
White	1,497	51.87%	64,342	79.60%
Black	1,174	40.68%	11,279	13.95%
Am. Indian & Alaskan	26	0.90%	358	0.44%
Asian	48	1.66%	2,308	2.86%
Hawaiian & Pacific Island	1	0.03%	95	0.12%
Other	140	4.85%	2,453	3.03%
<b>Household Growth</b>				
Growth 2010 - 2023	9.98%		20.69%	
Growth 2023 - 2028	3.06%		4.41%	
Renter Occupied	259	27.32%	7,821	24.13%
Owner Occupied	689	72.68%	24,595	75.87%
<b>2023 Households by Household Income</b>				
	<b>947</b>		<b>32,416</b>	
Income <\$25K	132	13.94%	3,088	9.53%
Income \$25K - \$50K	219	23.13%	3,820	11.78%
Income \$50K - \$75K	268	28.30%	4,373	13.49%
Income \$75K - \$100K	176	18.59%	5,612	17.31%
Income \$100K - \$125K	44	4.65%	4,631	14.29%
Income \$125K - \$150K	44	4.65%	3,773	11.64%
Income \$150K - \$200K	40	4.22%	3,758	11.59%
Income \$200K+	24	2.53%	3,361	10.37%
2023 Med Household Inc	\$62,384		\$96,948	
2023 Median Age	38.60		47.00	

# Demographic Detail Report

## Office Property

8979 Pocahontas Trl, Williamsburg, VA 23185

Building Type: **Class C Office**      Total Available: **3,500 SF**  
 Class: **C**      % Leased: **100%**  
 RBA: **3,500 SF**      Rent/SF/Yr: **\$12.00**  
 Typical Floor: **1,750 SF**



Radius	1 Mile	3 Mile	5 Mile
<b>Population</b>			
2028 Projection	2,976	9,965	44,399
2023 Estimate	2,886	9,611	42,786
2010 Census	2,629	8,613	38,691
Growth 2023 - 2028	3.12%	3.68%	3.77%
Growth 2010 - 2023	9.78%	11.59%	10.58%

2023 Population by Age	2,886		9,611		42,786	
Age 0 - 4	165	5.72%	588	6.12%	2,784	6.51%
Age 5 - 9	185	6.41%	642	6.68%	2,914	6.81%
Age 10 - 14	198	6.86%	664	6.91%	2,927	6.84%
Age 15 - 19	191	6.62%	658	6.85%	2,997	7.00%
Age 20 - 24	169	5.86%	649	6.75%	3,214	7.51%
Age 25 - 29	169	5.86%	670	6.97%	3,348	7.82%
Age 30 - 34	196	6.79%	739	7.69%	3,492	8.16%
Age 35 - 39	240	8.32%	801	8.33%	3,452	8.07%
Age 40 - 44	238	8.25%	734	7.64%	3,015	7.05%
Age 45 - 49	203	7.03%	587	6.11%	2,374	5.55%
Age 50 - 54	186	6.44%	527	5.48%	2,106	4.92%
Age 55 - 59	186	6.44%	532	5.54%	2,131	4.98%
Age 60 - 64	175	6.06%	516	5.37%	2,090	4.88%
Age 65 - 69	145	5.02%	441	4.59%	1,840	4.30%
Age 70 - 74	110	3.81%	353	3.67%	1,568	3.66%
Age 75 - 79	67	2.32%	241	2.51%	1,153	2.69%
Age 80 - 84	36	1.25%	145	1.51%	740	1.73%
Age 85+	29	1.00%	124	1.29%	641	1.50%
Age 65+	387	13.41%	1,304	13.57%	5,942	13.89%
<b>Median Age</b>	<b>38.60</b>		<b>36.20</b>		<b>34.60</b>	
<b>Average Age</b>	<b>38.00</b>		<b>37.00</b>		<b>36.40</b>	

## Demographic Detail Report

<b>Office Property</b>			
8979 Pocahontas Trl, Williamsburg, VA 23185			
<b>Radius</b>	<b>1 Mile</b>	<b>3 Mile</b>	<b>5 Mile</b>
<b>2023 Population By Race</b>	<b>2,886</b>	<b>9,611</b>	<b>42,786</b>
White	1,497 51.87%	5,390 56.08%	22,518 52.63%
Black	1,173 40.64%	3,387 35.24%	15,747 36.80%
Am. Indian & Alaskan	26 0.90%	87 0.91%	322 0.75%
Asian	48 1.66%	245 2.55%	1,713 4.00%
Hawaiian & Pacific Island	1 0.03%	39 0.41%	189 0.44%
Other	140 4.85%	462 4.81%	2,298 5.37%
<b>Population by Hispanic Origin</b>	<b>2,886</b>	<b>9,611</b>	<b>42,786</b>
Non-Hispanic Origin	2,459 85.20%	8,324 86.61%	36,942 86.34%
Hispanic Origin	428 14.83%	1,287 13.39%	5,844 13.66%
<b>2023 Median Age, Male</b>	<b>37.90</b>	<b>35.40</b>	<b>33.30</b>
<b>2023 Average Age, Male</b>	<b>37.20</b>	<b>36.10</b>	<b>35.10</b>
<b>2023 Median Age, Female</b>	<b>39.40</b>	<b>37.20</b>	<b>36.10</b>
<b>2023 Average Age, Female</b>	<b>38.90</b>	<b>37.90</b>	<b>37.60</b>
<b>2023 Population by Occupation Classification</b>	<b>2,301</b>	<b>7,586</b>	<b>33,561</b>
Civilian Employed	1,282 55.71%	4,108 54.15%	17,203 51.26%
Civilian Unemployed	81 3.52%	237 3.12%	1,004 2.99%
Civilian Non-Labor Force	905 39.33%	2,759 36.37%	10,183 30.34%
Armed Forces	33 1.43%	482 6.35%	5,171 15.41%
<b>Households by Marital Status</b>			
Married	360	1,552	7,155
Married No Children	195	789	3,792
Married w/Children	165	763	3,363
<b>2023 Population by Education</b>	<b>2,287</b>	<b>7,070</b>	<b>30,456</b>
Some High School, No Diploma	313 13.69%	751 10.62%	2,512 8.25%
High School Grad (Incl Equivalency)	771 33.71%	1,938 27.41%	6,793 22.30%
Some College, No Degree	587 25.67%	2,223 31.44%	10,060 33.03%
Associate Degree	307 13.42%	661 9.35%	2,505 8.22%
Bachelor Degree	168 7.35%	771 10.91%	5,214 17.12%
Advanced Degree	141 6.17%	726 10.27%	3,372 11.07%

# Demographic Detail Report

Office Property						
8979 Pocahontas Trl, Williamsburg, VA 23185						
Radius	1 Mile		3 Mile		5 Mile	
<b>2023 Population by Occupation</b>	<b>2,153</b>		<b>7,374</b>		<b>31,587</b>	
Real Estate & Finance	39	1.81%	118	1.60%	659	2.09%
Professional & Management	402	18.67%	1,536	20.83%	7,486	23.70%
Public Administration	53	2.46%	429	5.82%	1,730	5.48%
Education & Health	235	10.92%	844	11.45%	3,578	11.33%
Services	402	18.67%	1,109	15.04%	3,616	11.45%
Information	6	0.28%	12	0.16%	249	0.79%
Sales	252	11.70%	777	10.54%	3,860	12.22%
Transportation	74	3.44%	144	1.95%	757	2.40%
Retail	177	8.22%	534	7.24%	2,345	7.42%
Wholesale	0	0.00%	20	0.27%	416	1.32%
Manufacturing	80	3.72%	397	5.38%	1,527	4.83%
Production	144	6.69%	657	8.91%	2,196	6.95%
Construction	215	9.99%	455	6.17%	1,671	5.29%
Utilities	43	2.00%	193	2.62%	626	1.98%
Agriculture & Mining	5	0.23%	7	0.09%	73	0.23%
Farming, Fishing, Forestry	5	0.23%	7	0.09%	65	0.21%
Other Services	21	0.98%	135	1.83%	733	2.32%
<b>2023 Worker Travel Time to Job</b>	<b>1,263</b>		<b>4,381</b>		<b>21,085</b>	
<30 Minutes	855	67.70%	3,127	71.38%	15,402	73.05%
30-60 Minutes	318	25.18%	1,007	22.99%	4,234	20.08%
60+ Minutes	90	7.13%	247	5.64%	1,449	6.87%
<b>2010 Households by HH Size</b>	<b>862</b>		<b>2,973</b>		<b>13,260</b>	
1-Person Households	202	23.43%	712	23.95%	2,992	22.56%
2-Person Households	245	28.42%	923	31.05%	4,235	31.94%
3-Person Households	185	21.46%	597	20.08%	2,618	19.74%
4-Person Households	122	14.15%	417	14.03%	1,997	15.06%
5-Person Households	68	7.89%	200	6.73%	943	7.11%
6-Person Households	25	2.90%	82	2.76%	325	2.45%
7 or more Person Households	15	1.74%	42	1.41%	150	1.13%
<b>2023 Average Household Size</b>	<b>2.70</b>		<b>2.70</b>		<b>2.60</b>	
<b>Households</b>						
2028 Projection	977		3,433		15,276	
2023 Estimate	948		3,308		14,694	
2010 Census	862		2,972		13,261	
Growth 2023 - 2028	3.06%		3.78%		3.96%	
Growth 2010 - 2023	9.98%		11.31%		10.81%	

# Demographic Detail Report

Office Property						
8979 Pocahontas Trl, Williamsburg, VA 23185						
Radius	1 Mile		3 Mile		5 Mile	
<b>2023 Households by HH Income</b>	<b>947</b>		<b>3,308</b>		<b>14,693</b>	
<\$25,000	132	13.94%	422	12.76%	2,410	16.40%
\$25,000 - \$50,000	219	23.13%	585	17.68%	2,912	19.82%
\$50,000 - \$75,000	268	28.30%	754	22.79%	2,764	18.81%
\$75,000 - \$100,000	176	18.59%	576	17.41%	2,197	14.95%
\$100,000 - \$125,000	44	4.65%	410	12.39%	1,583	10.77%
\$125,000 - \$150,000	44	4.65%	208	6.29%	895	6.09%
\$150,000 - \$200,000	40	4.22%	192	5.80%	764	5.20%
\$200,000+	24	2.53%	161	4.87%	1,168	7.95%
<b>2023 Avg Household Income</b>	<b>\$70,936</b>		<b>\$84,873</b>		<b>\$88,926</b>	
<b>2023 Med Household Income</b>	<b>\$62,384</b>		<b>\$70,334</b>		<b>\$68,062</b>	
<b>2023 Occupied Housing</b>	<b>948</b>		<b>3,308</b>		<b>14,694</b>	
Owner Occupied	689	72.68%	2,019	61.03%	8,169	55.59%
Renter Occupied	259	27.32%	1,289	38.97%	6,525	44.41%
<b>2010 Housing Units</b>	<b>540</b>		<b>2,933</b>		<b>15,185</b>	
1 Unit	477	88.33%	2,039	69.52%	9,775	64.37%
2 - 4 Units	41	7.59%	464	15.82%	1,593	10.49%
5 - 19 Units	22	4.07%	408	13.91%	3,326	21.90%
20+ Units	0	0.00%	22	0.75%	491	3.23%
<b>2023 Housing Value</b>	<b>689</b>		<b>2,019</b>		<b>8,169</b>	
<\$100,000	221	32.08%	369	18.28%	958	11.73%
\$100,000 - \$200,000	269	39.04%	749	37.10%	2,385	29.20%
\$200,000 - \$300,000	124	18.00%	411	20.36%	1,846	22.60%
\$300,000 - \$400,000	8	1.16%	149	7.38%	1,102	13.49%
\$400,000 - \$500,000	14	2.03%	52	2.58%	420	5.14%
\$500,000 - \$1,000,000	0	0.00%	182	9.01%	1,204	14.74%
\$1,000,000+	53	7.69%	107	5.30%	254	3.11%
<b>2023 Median Home Value</b>	<b>\$145,910</b>		<b>\$185,513</b>		<b>\$240,168</b>	
<b>2023 Housing Units by Yr Built</b>	<b>997</b>		<b>3,632</b>		<b>16,230</b>	
Built 2010+	59	5.92%	250	6.88%	1,444	8.90%
Built 2000 - 2010	139	13.94%	350	9.64%	2,075	12.78%
Built 1990 - 1999	170	17.05%	734	20.21%	3,299	20.33%
Built 1980 - 1989	336	33.70%	1,072	29.52%	4,358	26.85%
Built 1970 - 1979	146	14.64%	606	16.69%	2,748	16.93%
Built 1960 - 1969	44	4.41%	213	5.86%	884	5.45%
Built 1950 - 1959	52	5.22%	208	5.73%	867	5.34%
Built <1949	51	5.12%	199	5.48%	555	3.42%
<b>2023 Median Year Built</b>	<b>1985</b>		<b>1985</b>		<b>1986</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.

C & W Real Estate, LLC., d/b/a Campana Waltz Commercial Real Estate West is the \_\_\_ Listing Broker, \_\_\_ Buyer Broker, Dual Agent for the property submitted in this information package.

Acknowledged by:

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C & W Real Estate, LLC., d/b/a Campana Waltz Commercial Real Estate West