

For Sale

904 Capitol Landing Road
Williamsburg, Virginia



FOR ADDITIONAL INFORMATION, PLEASE CONTACT:

Campana Waltz Commercial Real Estate, LLC

Ron A. Campana, Jr.

11832 Fishing Point Drive, Suite 400

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Campana Waltz
Commercial Real Estate, LLC

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
904 Capitol Landing Road
Williamsburg, Virginia

- Location:** 904 Capitol Landing Road
Williamsburg, Virginia
- Description:** The property is located in a primary retail corridor in the heart of Williamsburg in close proximity to Colonial Williamsburg & The College of William & Mary.
- Total Land Size:** Approximately 1.98 Acres
- Frontage:** Approximately 150 Feet on Capitol Landing Road
- Asking Price:** \$300,000.00
- Surrounding Uses:** Colonial Williamsburg (734,000 Visitors Per Year)
The College of William & Mary (8,617 Students- 2016)
Hotels
Restaurants
Gas / Convenience
- Demographics:** 27,497 people within a three-mile radius (2016)
\$57,872 MHI within a three-mile radius (2016)
- Zoning:** B-2- Tourist Business District
- Additional Information:**
- Plat
 - Tourism Zone Information
 - Zoning Information
 - Location Maps
 - Demographics

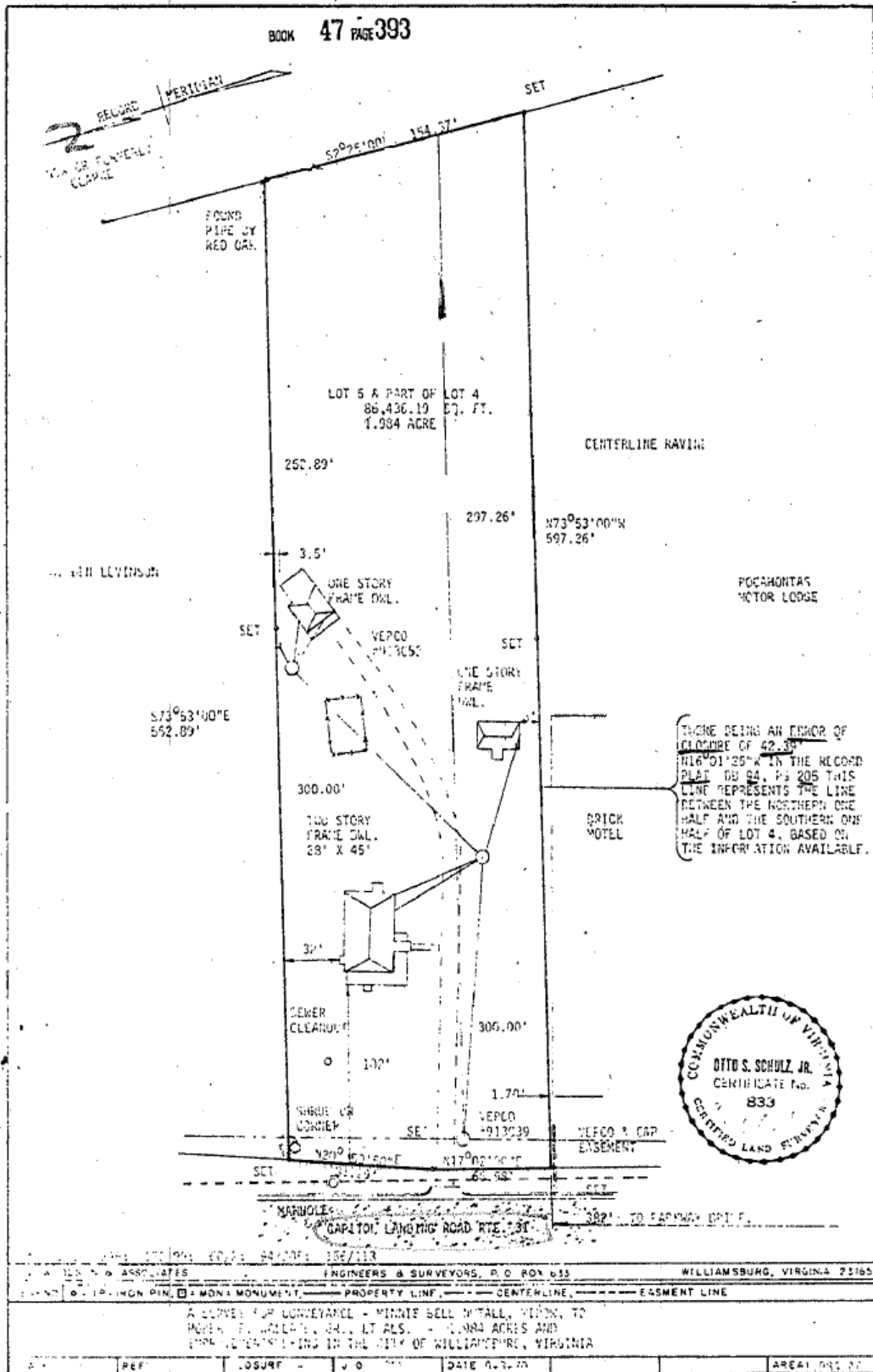
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Williamsburg

Economic Development



City of Williamsburg Tourism Zone

The City of Williamsburg is excited to offer benefits to new and expanding businesses that generate out-of-town visitors to the Northeast Triangle area. Walking distance from the Colonial Williamsburg historic area and minutes off of Interstate 64, the tourism zone offers a tremendous opportunity for the creation of a distinctive hub for shopping, lodging, dining and recreating– all within walking distance to the charming downtown core of Williamsburg. The tourism zone provides tax incentives and regulatory flexibility to qualified businesses. Additionally, State tax incentives are available to provide gap financing of up to 30% of construction costs associated with new tourism products not currently in the Williamsburg market.

What Types of Businesses Qualify?

In order to qualify as a tourism business, your business must make a capital investment of \$50,000 for an existing business or \$250,000 for a new business and be classified by the district administrator as one of the following:

- ◆ Hotels/Motels
- ◆ Timeshares
- ◆ Theaters and assembly halls
- ◆ Museums and art galleries
- ◆ Restaurants*
- ◆ Bake Shops*
- ◆ Micro-brewery, micro-distillery and/or micro-cidery
- ◆ Brew pubs
- ◆ Schools for the Culinary Arts
- ◆ Retail*
- ◆ Studios or workshops for artists and artisans

What other criteria is used to determine the amount of incentives?

The amount of the incentive that the City of Williamsburg offers to new and expanding qualified businesses in the Tourism Zone is determined based on following criteria:

- ◆ Local taxes generated
- ◆ Capital Investment
- ◆ Job Creation
- ◆ Public Art Contribution
- ◆ Live Performing Arts
- ◆ Healthy Food Concepts
- ◆ Pedestrian-friendly designs

Applications are graded by the zone administrator or his or her designee. Reimbursement of BPOL, sales, meal and room tax may be available for up to 5 years after the business expansion or construction based on the above criteria. Assurance of performance will be guaranteed through a performance agreement between the applicant and the City.

*Excludes franchises or chains with three or more physical locations or that is a franchise or chain with a location within Greater Williamsburg.

What incentives are available?

Full or partial reimbursement of the following taxes are available for qualified businesses:

- ◆ Business License tax
- ◆ Sales Tax*
- ◆ Room Tax**
- ◆ Meal Tax
- ◆ Waiver of Zoning and Building Permit Fees

Taxes are reimbursed up to 5 years and are offered on a sliding scale with up to 100% reimbursement in Year 1 and maximum reimbursement of 20% in Year 5.



EDA Small Business Investment Grant

All existing commercial property owners within the City of Williamsburg Tourism Zone are eligible for the City of Williamsburg's Small Business Improvement Grant. This grant encourages business owners and commercial property owners to make capital investments— both interior and exterior— to enhance the vibrancy and character within this area of the City. Grants are limited and are available through June 2018 on a first-come first-serve basis. The maximum grant award per business is 50 percent of the costs of qualified improvements not to exceed \$10,000. The following improvements are eligible to receive the grant:

Exterior Improvements:

- ◆ Design and construction costs associated with qualified improvements
- ◆ Canopy or awning installation and/or repair, where appropriate
- ◆ Repair or replacement of façade materials
- ◆ Landscaping improvements
- ◆ Hardscape improvements
- ◆ Decorative fencing (chain-link fencing does not qualify)
- ◆ Removal/replacement of architecturally inappropriate or incompatible exterior finishes and materials
- ◆ Repair or replacement of windows, doors and cornices
- ◆ Exterior painting (when associated with a larger rehabilitation effort)

Interior Improvements:

- ◆ Flooring
- ◆ Lighting
- ◆ Attached fixtures and/or installment of fixtures
- ◆ Construction of new walls/demolition of unnecessary existing walls
- ◆ Accessibility compliance
- ◆ Mechanical, electrical, and/or plumbing for build-out
- ◆ HVAC, fire suppression, costs of improvements to bring property into compliance with government codes
- ◆ Restrooms
- ◆ Utility upgrades

* based on the 1% sales tax that is paid by the customer, collected by the business and returned to the City from the State

**This is only for the 5% tax collected by the City of Williamsburg. This does not include the \$2 transient occupancy tax

DIVISION 9. CORRIDOR BUSINESS DISTRICT B-2*

***Editor's note:** Ord. No. 07-02, adopted January 11, 2007, amended Div. 9, in its entirety, to read as herein set out. Prior to inclusion of said ordinance, Div. 9 was entitled, "Tourist Business District B-2." See also the Code Comparative Table.

Sec. 21-321. Statement of intent.

This district is established to provide locations on heavily traveled collector and arterial highways for those commercial and service uses primarily oriented to the automobile. This district is applied along those streets primarily used to access local shopping areas, and providing locations for existing and future hotels, restaurants and other tourism retail uses.

(Ord. No. 862, 10-10-91; Ord. No. 07-02, 1-11-07)

Sec. 21-322. Permitted uses.

The uses permitted in the corridor business district B-2 are as follows:

- (1) Multifamily dwellings, provided that not more than 50 percent of the gross floor area of any building may be devoted to multifamily use. All dwelling units and common elements in the multifamily development must be created and at all times maintained and operated as a condominium in accordance with Title 55, Chapter 4.2 of the Code of Virginia, as amended. All required condominium instruments must be recorded prior to the issuance of any certificate of occupancy.
- (2) Automobile rental agencies with no storage of vehicles on the premises.
- (3) Bake shops.
- (4) Banks and financial institutions.
- (5) Churches and other permanent buildings used for religious worship.
- (6) Convenience service establishments such as, but not limited to, barbershops, beauty parlors, tailors, shoe repair shops, self-service laundromats, and laundry and dry cleaning establishments.
- (7) Convenience stores.
- (8) Day care centers.
- (9) Freestanding automatic teller machines.
- (10) Funeral homes.
- (11) Hotels/motels and timeshare units, and associated meeting facilities.
- (12) Museums and art galleries.
- (13) Offices in buildings with a gross floor area not exceeding 50,000 square feet.
- (14) Parking lots as a principal use.
- (15) Playgrounds, parks and athletic fields.
- (16) Printing and photocopying shops.
- (17) Public or private elementary, middle and high schools, colleges and universities; and including temporary classroom facilities when accessory to and on the same lot as a school located in a permanent building.

(18) Repair services and businesses, including repair of bicycles, guns, radios, television sets, electrical appliances, locks, other home appliances, toys, typewriters, watches and the like.

(19) Restaurants.

(20) Retail sales establishments in buildings with a gross floor area not exceeding 50,000 square feet.

(21) Service stations, provided that repair of vehicles and components thereof takes place in a fully enclosed building.

(22) Storage of materials and supplies incidental to the conduct of a permitted use, provided that such storage is screened from view by a six-foot-high wall or fence with the finished side facing the exterior of the property. The planning commission may, through the site plan review process, require or approve an alternate means of screening, provided that it is equivalent to the required fence or wall.

(23) Theaters and assembly halls, but excluding drive-in theaters.

(24) Offstreet parking and loading areas for permitted uses in accordance with article V.

(25) Signs in accordance with article VI.

(26) Accessory uses in accordance with section 21-603.

(27) Home occupations in accordance with section 21-606.

(Ord. No. 862, 10-10-91; Ord. No. 2-94, § 4, 1-13-94; Ord. No. 11-98, 4-9-98; Ord. No. 35-98, 11-12-98; Ord. No. 01-7, 4-12-01; Ord. No. 03-31, 11-13-03; Ord. No. 07-02, 1-11-07)

Sec. 21-323. Uses permitted as special exceptions.

Uses permitted in the corridor business district B-2 with a special exception approved by the board of zoning appeals in accordance with section 21-97(f) are as follows:

No special exception uses are listed for this district.

(Ord. No. 862, 10-10-91; Ord. No. 07-02, 1-11-07)

Sec. 21-324. Uses permitted with special use permit.

Uses permitted in the corridor business district B-2 with a special use permit approved by the city council in accordance with article II, division 2, are as follows:

(0.1) Multifamily dwellings, provided that not more than 67 percent of the gross floor area on any lot may be devoted to multifamily use. Non-residential floor area shall be constructed simultaneously with the construction of the multifamily floor area. All dwelling units and common elements in the multifamily development must be created and at all times maintained and operated as a condominium in accordance with Title 55, Chapter 4.2 of the Code of Virginia, as amended. All required condominium instruments must be recorded prior to the issuance of any certificate of occupancy.

(1) Motor vehicle, boat and watercraft, sales and service establishments, provided that vehicle lifts and pits and all service and repair of motor vehicles, boats and watercraft shall be within a building enclosed on all sides. Storage of inoperable motor vehicles, boats and watercraft awaiting repair on the premises shall be permitted, but shall be screened from view by a six-foot high wall or fence with the finished side facing the exterior of the property. The planning commission may, through the site plan review process, require or approve an alternate means of screening, provided that it is equivalent to the required fence or wall.

- (2) Automobile rental agencies with storage of vehicles on the premises.
 - (3) Carwashes as a principal use.
 - (4) Contractor's establishments, offices and display rooms where business is conducted entirely within a completely enclosed building.
 - (5) Miniature golf courses.
 - (6) Ministorage warehouses, provided that there is no exterior storage.
 - (7) Offices in buildings with a gross floor area exceeding 50,000 square feet.
 - (8) Parking garages.
 - (9) Public buildings erected and used by any department of the city, state or federal government.
 - (10) Retail sales establishments in buildings with a gross floor area exceeding 50,000 square feet.
 - (11) Rooming facilities for exchange visitors in accordance with section 21-618.
 - (12) Tourist or visitor information centers.
 - (13) Use of land as parking for and/or access to a use in an adjoining jurisdiction.
 - (14) Warehouses.
 - (15) Wholesale businesses.
- (Ord. No. 862, 10-10-91; Ord. No. 2-94, §§ 8, 9, 1-13-94; Ord. No. 7-98, 4-9-98; Ord. No. 12-00, 8-10-00; Ord. No. 01-7, 4-12-01; Ord. No. 02-27, 10-10-02; Ord. No. 06-15, 6-8-06; Ord. No. 07-02, 1-11-07; Ord. No. 07-09, 1-11-07)

Sec. 21-325. Lot area/density.

The lot area and density requirements in the corridor business district B-2 are as follows:

- (1) *Dwelling units*: There shall be a maximum density of 14 dwelling units per net acre. Net acreage shall be calculated based on existing land conditions, as specified in the following chart:

TABLE INSET:

Physical Land Unit	Percent Credited Toward Net Acreage
Slopes less than 10%	100%
Slopes from 10% but less than 20%	70%
Slopes from 20% but less than 30%	50%
Slopes 30% or more	10%
100-year floodplains	0%
Wetlands	0%
Existing water features (bodies of water, drainage channels, streams, etc.)	0%
Above ground high voltage electric transmission line easements (69 kv or greater)	0%

- (2) *Other uses*: For all other uses, there shall be no minimum lot area required.

(Ord. No. 862, 10-10-91; Ord. No. 07-02, 1-11-07)

Sec. 21-326. Lot width.

The minimum lot width at the building line in the corridor business district B-2 shall be 50 feet, and the lot width shall not be less than 25 feet at the street line.

(Ord. No. 862, 10-10-91; Ord. No. 07-02, 1-11-07)

Sec. 21-327. Yards.

The yard requirements in the corridor business district B-2 are as follows:

(1) *Front.* There shall be a front yard of not less than 35 feet, except that for lots fronting on Parkway Drive, Penniman Road and Second Street, there shall be a front yard of not less than 15 feet, and except:

a. Where 40 percent or more of the frontage on one side of the street within the same block is improved with buildings, no building on that side of the street within the same block shall be required to have a front yard greater than the average front yard of the existing buildings. However, when there are buildings on the adjacent lots on both sides, the front yard shall not be required to be greater than the average of the front yards of the buildings on the adjacent lots. The side line of a building on a corner lot shall not be a factor in these calculations.

b. When a lot has a double frontage, front yards shall be provided on both streets, subject to such reductions as may be allowed under subsection 21-327(1)a.

c. Gasoline pump islands, pump island canopies and outdoor dining areas shall be required to have a front yard of not less than 15 feet.

d. No accessory building shall be located in a front yard.

(2) *Side.*

a. There shall be side yards of not less than ten feet.

b. Corner lots: On a corner lot, the owner shall choose which yard is the front yard unless the front yard is designated on the recorded subdivision plat. The rear yard shall be opposite the chosen front yard. The other yard abutting the street shall be a side yard and shall not be less than 17 1/2 feet for both main and accessory buildings (not less than 15 feet for both main and accessory buildings adjacent to Parkway Drive, Penniman Road and Second Street), unless a greater side yard is designated on a recorded subdivision plat. Gasoline pump islands, pump island canopies and outdoor dining areas shall be required to have a side yard of not less than 15 feet.

c. Side yards for accessory buildings, except for those on corner lots, shall not be less than three feet.

d. Transitional screening shall be required when a lot is adjacent to a residential zoning district, in accordance with section 21-327(4).

(3) *Rear.*

a. Multifamily dwellings: For buildings containing multifamily dwellings, there shall be a rear yard of not less than 25 feet.

b. Other uses: There shall be a rear yard of not less than 15 feet.

c. Rear yards for accessory buildings shall not be less than five feet.

d. Transitional screening shall be required when a lot is adjacent to a residential zoning district, in accordance with section 21-327(4).

(4) *Transitional screening.*

- a. A landscaped open space area for transitional screening at least 35 feet in width shall be provided along side and rear property lines when adjacent to a lot in a residential zoning district or to the Colonial Parkway, except that no transitional screening open space shall be required when multifamily dwellings adjoin multifamily zoning districts.
- b. Landscaping of transitional screening open space areas shall be in accordance with landscaping standards contained in section 21-784(e).
- c. Transitional screening open space shall not contain accessory buildings or be used for storage purposes. No more than 25 percent of a transitional screening open space area shall be used for stormwater management facilities.
- d. Transitional screening open space shall be in addition to the required side and rear yards.
- e. The planning commission may reduce the required width of transitional open space. A reduction shall not be approved unless it is found that:
 1. The provision of the required transitional screening open space would unreasonably restrict the use of the property due to exceptional narrowness, shallowness, size or shape of the lot, or by reason of exceptional topographic conditions or other extraordinary situation or condition of the property; and
 2. Additional landscaping and/or screening is proposed that will provide screening equivalent to that required by this section.

(5) *Greenbelts.*

- a. Along streets designated by the comprehensive plan as greenbelts, a greenbelt of at least 50 feet shall be provided along the street line; except that at least 75 feet shall be required along Route 199. Excluded from this requirement shall be public streets and entrances located in the greenbelt areas that are approved during review of a minor site plan, site plan or subdivision.
- b. When the greenbelt is an existing wooded area, it shall be left in an undisturbed natural state, unless modifications are approved or required during review of a minor site plan, site plan or subdivision. Any modifications to an existing wooded greenbelt shall be for the purpose of maintaining its visual character as viewed from the adjacent public street. When a wooded greenbelt is part of a residential development, it may be required during review of a minor site plan, site plan or subdivision to be supplemented with evergreen trees and shrubs in order to provide an effective year-round visual screen between the proposed residential development and the street. When a greenbelt is in a non-wooded area, it shall be improved as an extensively landscaped open space between the street and the developed portion of the property. For a non-wooded greenbelt, at least one tree for each ten feet of frontage shall be planted or maintained, and the primary landscaping material shall be deciduous shade trees, supplemented by evergreen trees, shrubs and other planting material. All landscape materials shall conform to the minimum size and height standards of section 21-784(c)(5). When a non-wooded greenbelt area borders a residential development, it may be required during review of a minor site plan, site plan or subdivision that the primary landscaping material used shall be evergreen trees and shrubs in order to provide an effective year-round visual screen between the proposed residential development and the street. The landscape plans for the greenbelt area shall be prepared and certified by a certified landscape architect licensed to practice in the State of Virginia. The landscape plans shall be subject to approval by planning commission in the case of a minor site plan, site plan or subdivision of less than 25 lots;

and by city council, on recommendation of the planning commission, in the case of a subdivision of 25 or more lots. Trees planted in a greenbelt shall be consistent with the standards contained in section 21-614(g), Tree Planting, Replacement and Pruning Standards.

c. Greenbelts may be counted toward required yards, and toward the landscaped open space required by section 21-329.

(Ord. No. 862, 10-10-91; Ord. No. 2-94, § 7, 1-13-94; Ord. No. 12-98, 5-14-98; Ord. No. 35-98, 11-12-98; Ord. No. 01-13, § 2, 6-14-01; Ord. No. 07-02, 1-11-07; Ord. No. 08-06, 3-13-08)

Sec. 21-328. Height.

The height requirements in the corridor business district B-2 are as follows:

(1) Buildings may be erected up to 45 feet from grade except that:

a. Stair towers, equipment penthouses, mechanical equipment and screening walls are exempt from the height limitations, provided that they shall not cover more than 30 percent of the total roof area and shall not exceed the building height by more than ten feet. Equipment penthouses, mechanical equipment and screening walls shall be set back from the front wall of the building one foot for each foot of height above the roof level.

b. Parapet walls shall not exceed the building height by more than four feet.

c. Cupolas, spires and steeples may be erected to a height of 90 feet above grade, and may extend higher if a special exception is approved by the board of zoning appeals in accordance with section 21-97(f). The board shall not approve the special exception unless it finds that the cupola, spire or steeple is in proper proportion to the building.

(Ord. No. 862, 10-10-91; Ord. No. 16-99, 5-13-99; Ord. No. 07-02, 1-11-07)

Sec. 21-329. Landscaped open space and recreation area B-2.

(a) At least 20 percent of the gross lot area of a lot in the corridor business district B-2 shall be landscaped open space. Transitional screening buffer areas as specified by section 21-327(4), and Resource Protection Area (RPA) buffer areas as specified by section 21-821(d), shall be deducted from the gross lot area when calculating the percentage of landscaped open space.

(b) The recreation area requirements in the corridor business district B-2 are as follows:

(1) *Multifamily dwellings:*

a. A minimum of 200 square feet of recreation area shall be provided for each dwelling unit in a multifamily development of more than 25 dwelling units. Such areas shall be improved to provide active recreational opportunities for the residents of the development. Any playground equipment and other improvements specified on the approved site plan shall be installed prior to the issuance of certificates of occupancy, and shall be maintained in accordance with the approved site plan.

b. If the proposed project is designed and approved for development in two or more phases, the playground equipment and other improvements may be installed in phases, provided that such phasing plans are approved with the approval of the site plan. In the cases of phased development, the playground equipment and other improvements for each phase shall be installed prior to the issuance of certificates of occupancy for the units in each phase.

c. The planning commission may allow the developer to delay the installation of the playground equipment and other improvements until the development is completed, provided that an irrevocable bond or other surety acceptable to the city attorney, assuring full, timely and satisfactory completion, is posted prior to the issuance of any certificates of occupancy, and provided that the amount of the bond or surety is of an amount equal to the estimated costs of purchasing, constructing and/or installing the playground equipment and other improvements in accordance with the approved site plan. The playground equipment and other improvements shall be installed and/or constructed within 60 days following the issuance of the final certificate of occupancy for the development, unless modified plans for the playground equipment and other improvements are approved by the planning commission in accordance with subsection d. below during the 60-day period, in which case the installation shall be completed within 60 days from the date of the planning commission approval.

d. The developer may modify the playground equipment and other improvements approved in the final site plan if such modification is approved by the planning commission, provided that the modified playground equipment and other improvements provide active recreational opportunities for the residents of the development.

e. Recreation areas need not be concentrated in one central location but may be interspersed throughout the development, provided that the areas are to be reasonably accessible by pedestrians residing in all units. The minimum width for a recreation area shall be 25 feet. Recreation areas may be counted as a portion of the required landscaped open space. Recreation areas may be dedicated to the city (subject to acceptance by the city).

(2) *Other uses:* No recreation area required.

(Ord. No. 862, 10-10-91; Ord. No. 3-96, 3-14-96; Ord. No. 35-98, 11-12-98; Ord. No. 07-02, 1-11-07; Ord. No. 08-06, 3-13-08)

Sec. 21-330. Reserved.

Editor's note: Ord. No. 35-98, adopted Nov. 12, 1998, repealed § 21-330, which pertained to sidewalks for multifamily developments. See the Code Comparative Table. Secs. 21-331--21-350. Reserved.

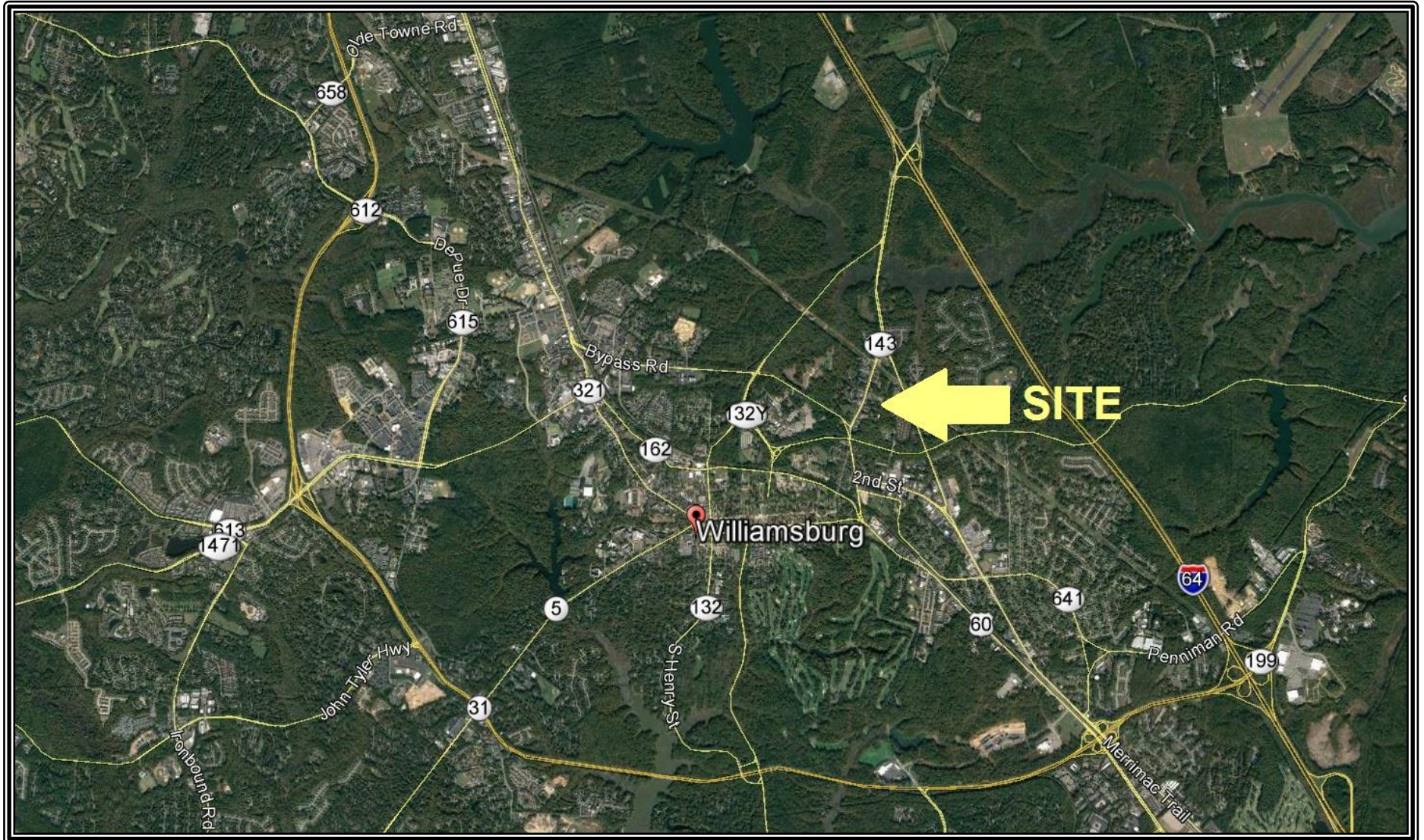
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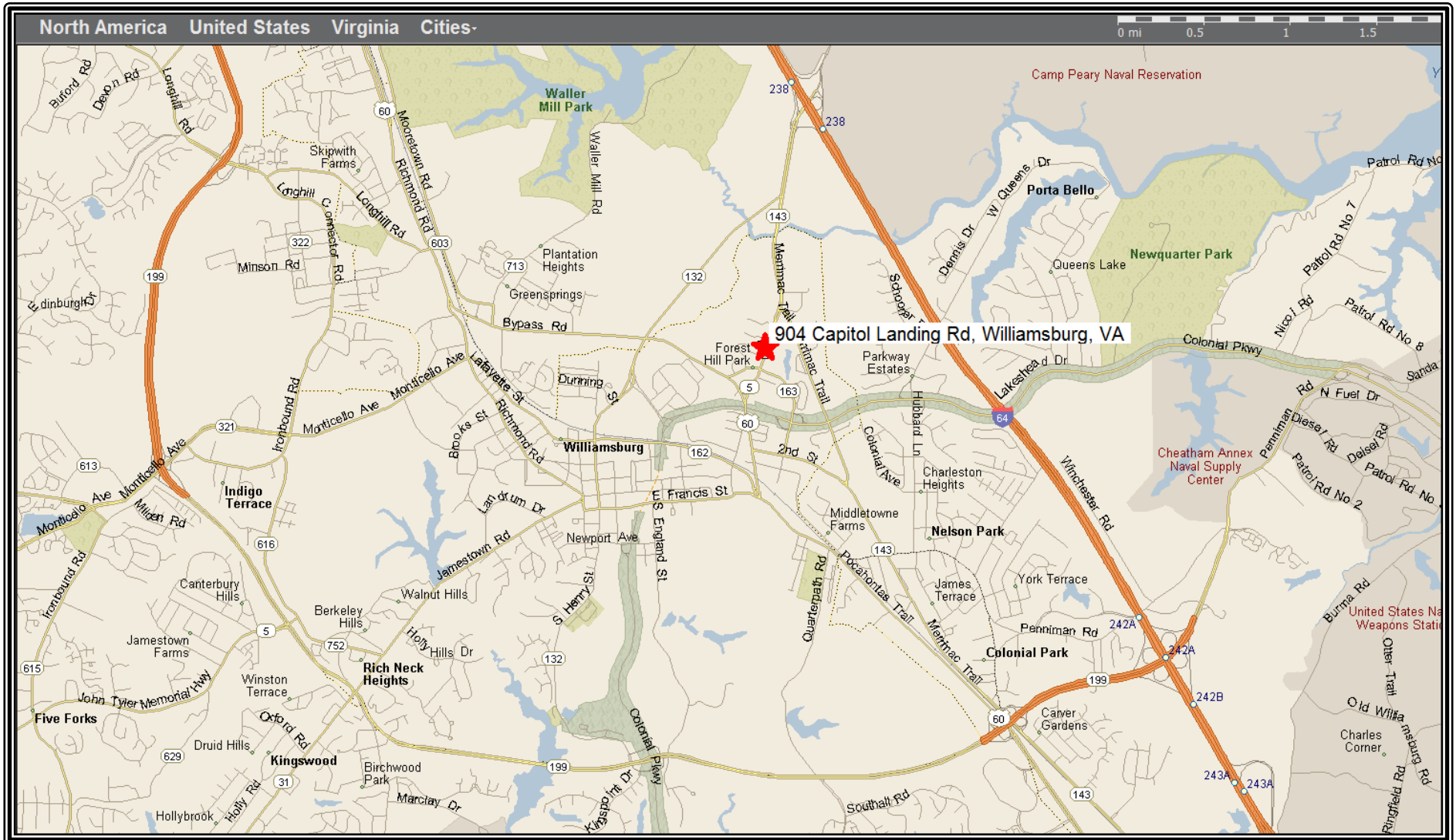
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Demographic and Income Profile

904 Capitol Landing Rd, Williamsburg, Virginia, 23185 2
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 Ring: 1 mile radius

Prepared by Janice Lewis, CCIM
 Latitude: 37.28264
 Longitude: -76.68810

Summary	Census 2010	2016	2021
Population	4,217	4,378	4,451
Households	1,686	1,734	1,755
Families	1,015	1,033	1,042
Average Household Size	2.48	2.49	2.50
Owner Occupied Housing Units	796	802	808
Renter Occupied Housing Units	890	932	947
Median Age	36.6	37.0	38.1
Trends: 2016 - 2021 Annual Rate	Area	State	National
Population	0.33%	0.97%	0.84%
Households	0.24%	0.93%	0.79%
Families	0.17%	0.86%	0.72%
Owner HHs	0.15%	0.89%	0.73%
Median Household Income	-1.72%	2.35%	1.89%

Households by Income	2016		2021	
	Number	Percent	Number	Percent
<\$15,000	200	11.5%	224	12.8%
\$15,000 - \$24,999	119	6.9%	115	6.6%
\$25,000 - \$34,999	229	13.2%	196	11.2%
\$35,000 - \$49,999	309	17.8%	418	23.8%
\$50,000 - \$74,999	319	18.4%	187	10.7%
\$75,000 - \$99,999	175	10.1%	188	10.7%
\$100,000 - \$149,999	211	12.2%	226	12.9%
\$150,000 - \$199,999	111	6.4%	134	7.6%
\$200,000+	61	3.5%	67	3.8%
Median Household Income	\$50,517		\$46,318	
Average Household Income	\$69,933		\$73,387	
Per Capita Income	\$29,683		\$30,999	

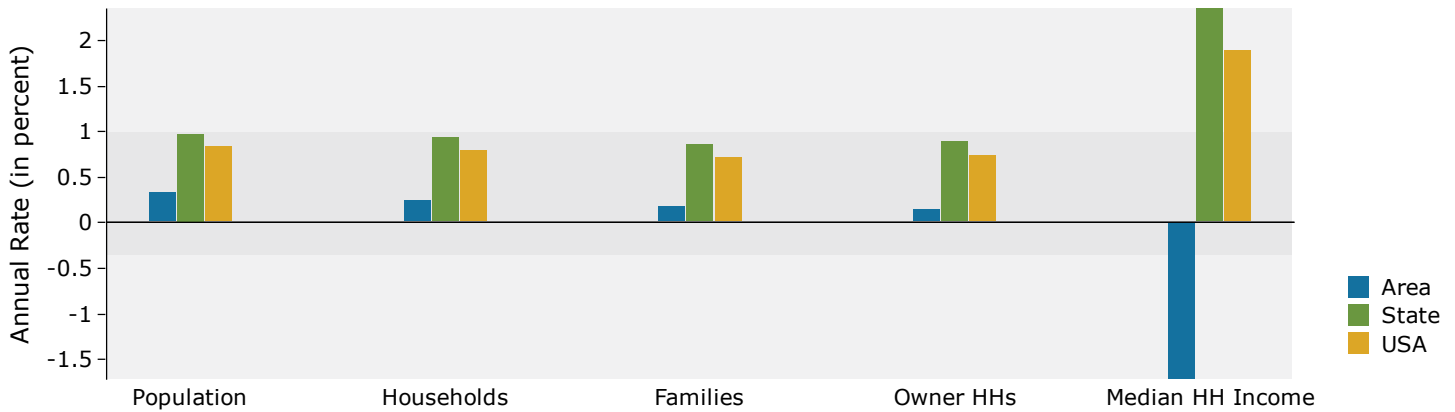
Population by Age	Census 2010		2016		2021	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	265	6.3%	252	5.8%	249	5.6%
5 - 9	236	5.6%	228	5.2%	221	5.0%
10 - 14	239	5.7%	238	5.4%	228	5.1%
15 - 19	271	6.4%	264	6.0%	260	5.8%
20 - 24	425	10.1%	479	10.9%	435	9.8%
25 - 34	596	14.1%	632	14.4%	673	15.1%
35 - 44	510	12.1%	473	10.8%	487	10.9%
45 - 54	611	14.5%	555	12.7%	497	11.2%
55 - 64	462	11.0%	554	12.7%	586	13.2%
65 - 74	334	7.9%	406	9.3%	474	10.7%
75 - 84	203	4.8%	222	5.1%	247	5.6%
85+	64	1.5%	75	1.7%	92	2.1%

Race and Ethnicity	Census 2010		2016		2021	
	Number	Percent	Number	Percent	Number	Percent
White Alone	2,690	63.8%	2,709	61.9%	2,677	60.1%
Black Alone	978	23.2%	1,029	23.5%	1,054	23.7%
American Indian Alone	20	0.5%	22	0.5%	24	0.5%
Asian Alone	145	3.4%	174	4.0%	197	4.4%
Pacific Islander Alone	4	0.1%	6	0.1%	8	0.2%
Some Other Race Alone	206	4.9%	240	5.5%	267	6.0%
Two or More Races	174	4.1%	198	4.5%	224	5.0%
Hispanic Origin (Any Race)	387	9.2%	461	10.5%	525	11.8%

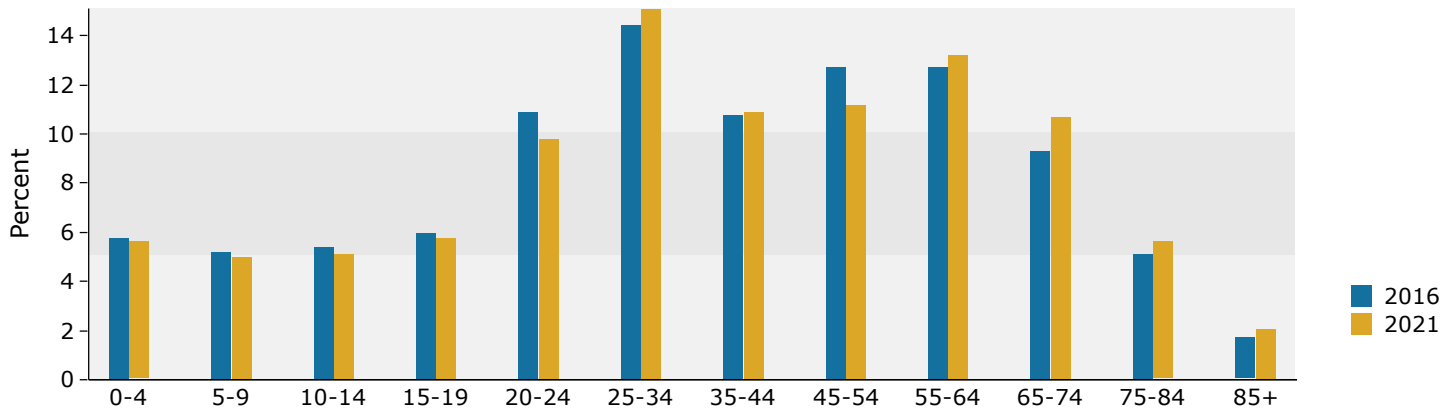
Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021.

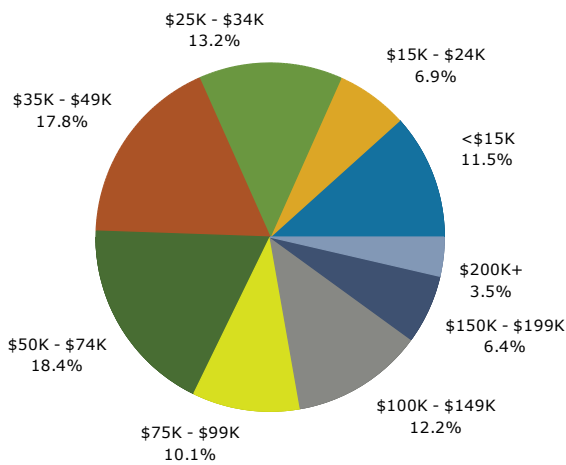
Trends 2016-2021



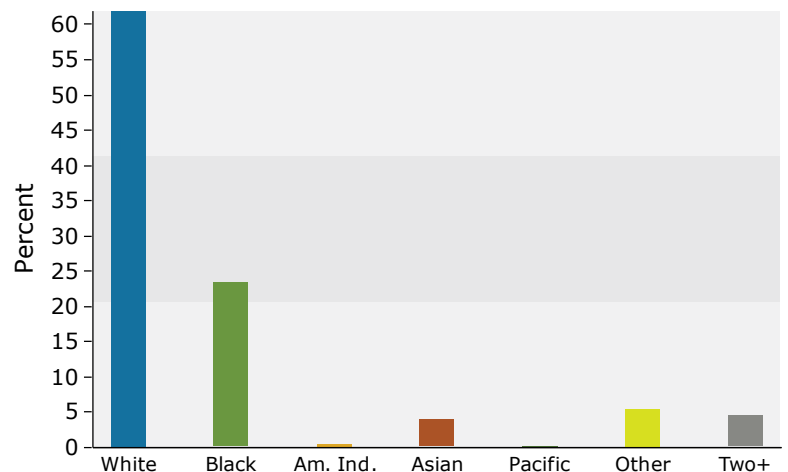
Population by Age



2016 Household Income



2016 Population by Race



2016 Percent Hispanic Origin: 10.5%

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021.



Demographic and Income Profile

904 Capitol Landing Rd, Williamsburg, Virginia, 23185 2
 904 Capitol Landing Rd, Williamsburg, Virginia, 23185
 Ring: 3 mile radius

Prepared by Janice Lewis, CCIM
 Latitude: 37.28264
 Longitude: -76.68810

Summary	Census 2010	2016	2021
Population	25,986	27,497	28,617
Households	9,142	9,628	10,073
Families	5,506	5,749	5,972
Average Household Size	2.36	2.38	2.39
Owner Occupied Housing Units	5,465	5,610	5,845
Renter Occupied Housing Units	3,677	4,018	4,228
Median Age	31.4	32.6	34.5
Trends: 2016 - 2021 Annual Rate	Area	State	National
Population	0.80%	0.97%	0.84%
Households	0.91%	0.93%	0.79%
Families	0.76%	0.86%	0.72%
Owner HHs	0.82%	0.89%	0.73%
Median Household Income	-0.48%	2.35%	1.89%

Households by Income	2016		2021	
	Number	Percent	Number	Percent
<\$15,000	1,007	10.5%	1,145	11.4%
\$15,000 - \$24,999	665	6.9%	661	6.6%
\$25,000 - \$34,999	1,027	10.7%	963	9.6%
\$35,000 - \$49,999	1,437	14.9%	1,933	19.2%
\$50,000 - \$74,999	1,681	17.5%	1,035	10.3%
\$75,000 - \$99,999	1,273	13.2%	1,432	14.2%
\$100,000 - \$149,999	1,318	13.7%	1,447	14.4%
\$150,000 - \$199,999	594	6.2%	726	7.2%
\$200,000+	626	6.5%	732	7.3%
Median Household Income	\$57,872		\$56,487	
Average Household Income	\$82,433		\$87,805	
Per Capita Income	\$31,598		\$33,526	

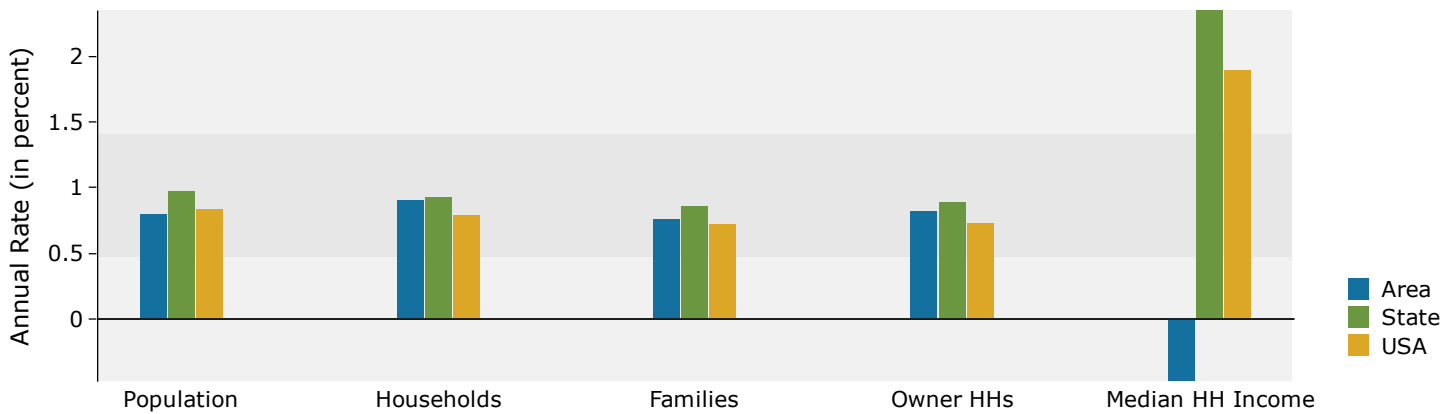
Population by Age	Census 2010		2016		2021	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	1,112	4.3%	1,084	3.9%	1,114	3.9%
5 - 9	1,132	4.4%	1,097	4.0%	1,100	3.8%
10 - 14	1,186	4.6%	1,203	4.4%	1,179	4.1%
15 - 19	3,129	12.0%	3,152	11.5%	3,162	11.0%
20 - 24	4,413	17.0%	4,703	17.1%	4,505	15.7%
25 - 34	2,970	11.4%	3,188	11.6%	3,416	11.9%
35 - 44	2,534	9.8%	2,486	9.0%	2,695	9.4%
45 - 54	2,923	11.2%	2,817	10.2%	2,637	9.2%
55 - 64	2,630	10.1%	3,040	11.1%	3,274	11.4%
65 - 74	2,035	7.8%	2,597	9.4%	3,051	10.7%
75 - 84	1,336	5.1%	1,468	5.3%	1,734	6.1%
85+	584	2.2%	660	2.4%	749	2.6%

Race and Ethnicity	Census 2010		2016		2021	
	Number	Percent	Number	Percent	Number	Percent
White Alone	18,356	70.6%	18,944	68.9%	19,205	67.1%
Black Alone	4,789	18.4%	5,046	18.4%	5,265	18.4%
American Indian Alone	98	0.4%	109	0.4%	120	0.4%
Asian Alone	1,163	4.5%	1,393	5.1%	1,599	5.6%
Pacific Islander Alone	29	0.1%	47	0.2%	60	0.2%
Some Other Race Alone	611	2.4%	809	2.9%	1,004	3.5%
Two or More Races	939	3.6%	1,148	4.2%	1,364	4.8%
Hispanic Origin (Any Race)	1,573	6.1%	2,103	7.6%	2,600	9.1%

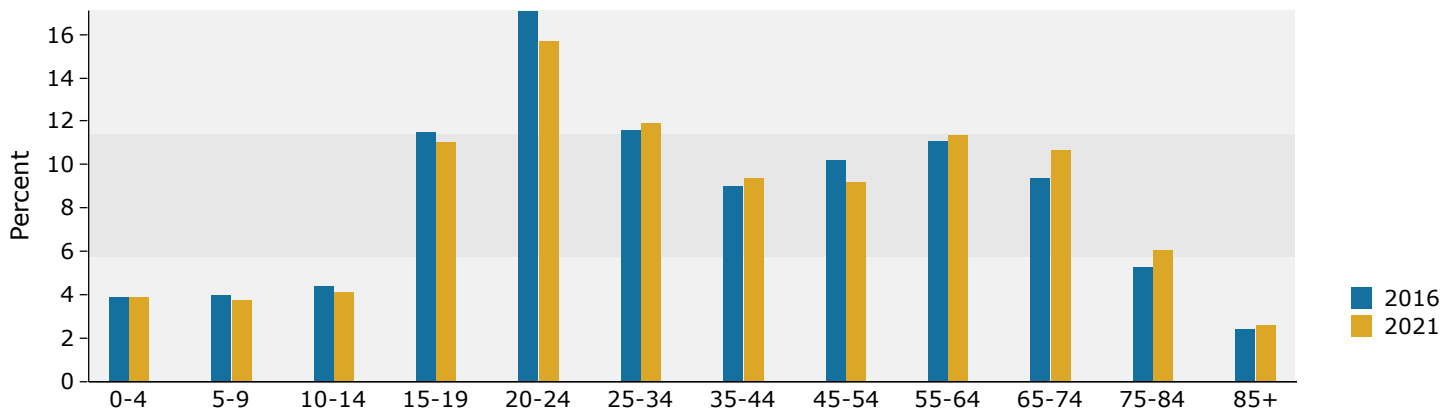
Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021.

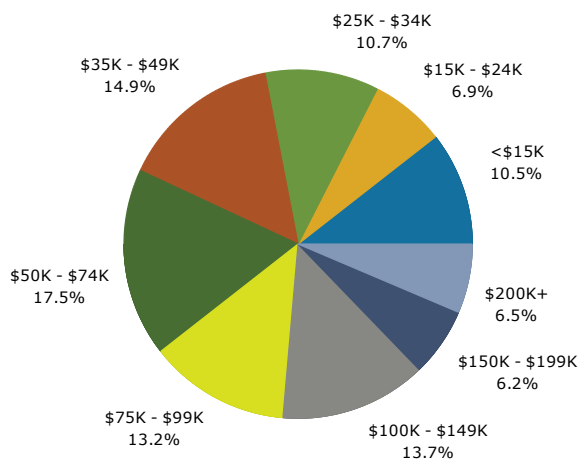
Trends 2016-2021



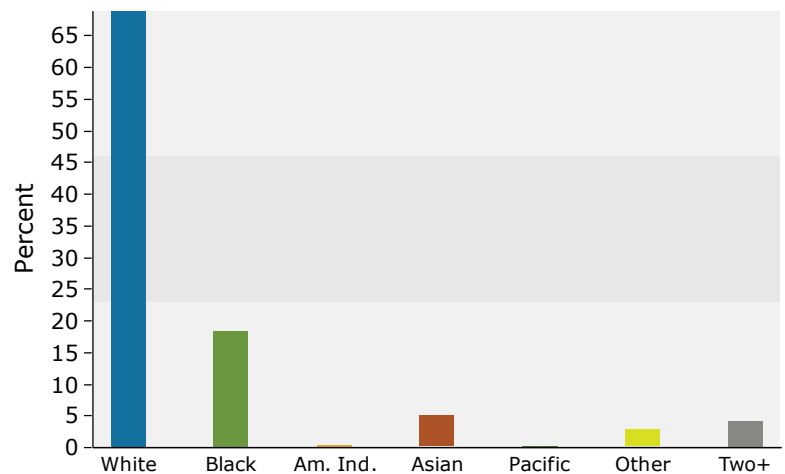
Population by Age



2016 Household Income



2016 Population by Race



2016 Percent Hispanic Origin: 7.6%



Demographic and Income Profile

904 Capitol Landing Rd, Williamsburg, Virginia, 23185 2
 904 Capitol Landing Rd, Williamsburg, Virginia, 23185
 Ring: 5 mile radius

Prepared by Janice Lewis, CCIM
 Latitude: 37.28264
 Longitude: -76.68810

Summary	Census 2010	2016	2021
Population	54,548	58,685	62,336
Households	21,197	22,674	24,143
Families	13,910	14,760	15,657
Average Household Size	2.36	2.38	2.38
Owner Occupied Housing Units	14,004	14,650	15,586
Renter Occupied Housing Units	7,193	8,023	8,557
Median Age	39.6	40.9	42.2
Trends: 2016 - 2021 Annual Rate	Area	State	National
Population	1.21%	0.97%	0.84%
Households	1.26%	0.93%	0.79%
Families	1.19%	0.86%	0.72%
Owner HHs	1.25%	0.89%	0.73%
Median Household Income	2.02%	2.35%	1.89%

Households by Income	2016		2021	
	Number	Percent	Number	Percent
<\$15,000	1,771	7.8%	2,056	8.5%
\$15,000 - \$24,999	1,414	6.2%	1,428	5.9%
\$25,000 - \$34,999	1,963	8.7%	1,848	7.7%
\$35,000 - \$49,999	3,022	13.3%	4,104	17.0%
\$50,000 - \$74,999	3,762	16.6%	2,267	9.4%
\$75,000 - \$99,999	3,103	13.7%	3,373	14.0%
\$100,000 - \$149,999	3,968	17.5%	4,529	18.8%
\$150,000 - \$199,999	1,599	7.1%	2,041	8.5%
\$200,000+	2,071	9.1%	2,495	10.3%
Median Household Income	\$69,730		\$77,074	
Average Household Income	\$96,069		\$103,773	
Per Capita Income	\$38,411		\$41,375	

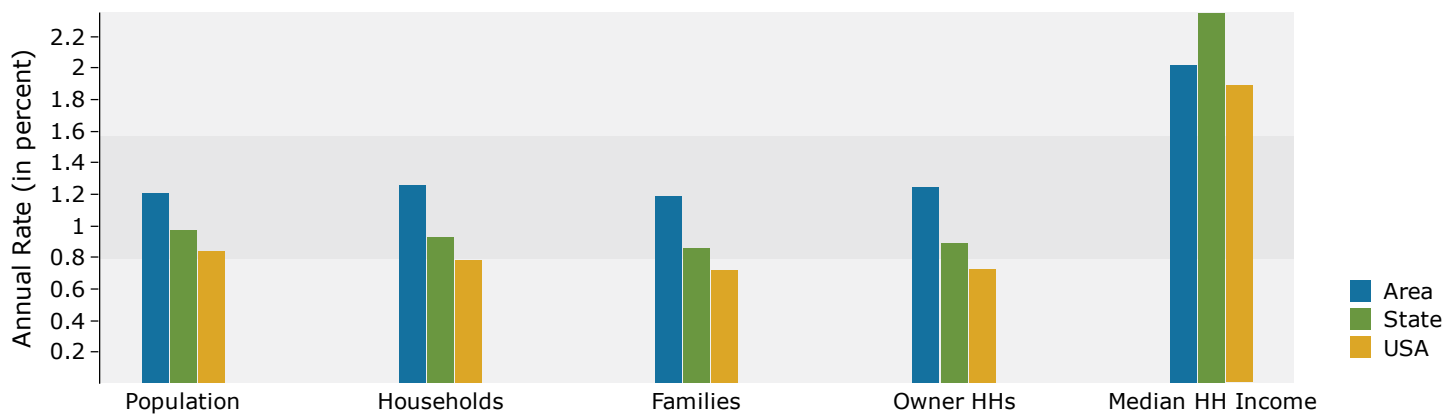
Population by Age	Census 2010		2016		2021	
	Number	Percent	Number	Percent	Number	Percent
0 - 4	2,551	4.7%	2,530	4.3%	2,626	4.2%
5 - 9	2,626	4.8%	2,685	4.6%	2,759	4.4%
10 - 14	2,874	5.3%	2,899	4.9%	3,026	4.9%
15 - 19	4,806	8.8%	4,782	8.1%	4,830	7.7%
20 - 24	6,161	11.3%	6,389	10.9%	6,049	9.7%
25 - 34	5,810	10.7%	6,726	11.5%	7,068	11.3%
35 - 44	5,715	10.5%	5,675	9.7%	6,532	10.5%
45 - 54	6,850	12.6%	6,737	11.5%	6,399	10.3%
55 - 64	6,657	12.2%	7,388	12.6%	7,917	12.7%
65 - 74	5,479	10.0%	6,900	11.8%	7,962	12.8%
75 - 84	3,553	6.5%	4,121	7.0%	4,997	8.0%
85+	1,465	2.7%	1,853	3.2%	2,172	3.5%

Race and Ethnicity	Census 2010		2016		2021	
	Number	Percent	Number	Percent	Number	Percent
White Alone	41,493	76.1%	43,540	74.2%	45,134	72.4%
Black Alone	8,179	15.0%	8,878	15.1%	9,482	15.2%
American Indian Alone	164	0.3%	196	0.3%	225	0.4%
Asian Alone	1,954	3.6%	2,422	4.1%	2,901	4.7%
Pacific Islander Alone	62	0.1%	89	0.2%	111	0.2%
Some Other Race Alone	991	1.8%	1,354	2.3%	1,731	2.8%
Two or More Races	1,705	3.1%	2,207	3.8%	2,753	4.4%
Hispanic Origin (Any Race)	2,784	5.1%	3,900	6.6%	5,019	8.1%

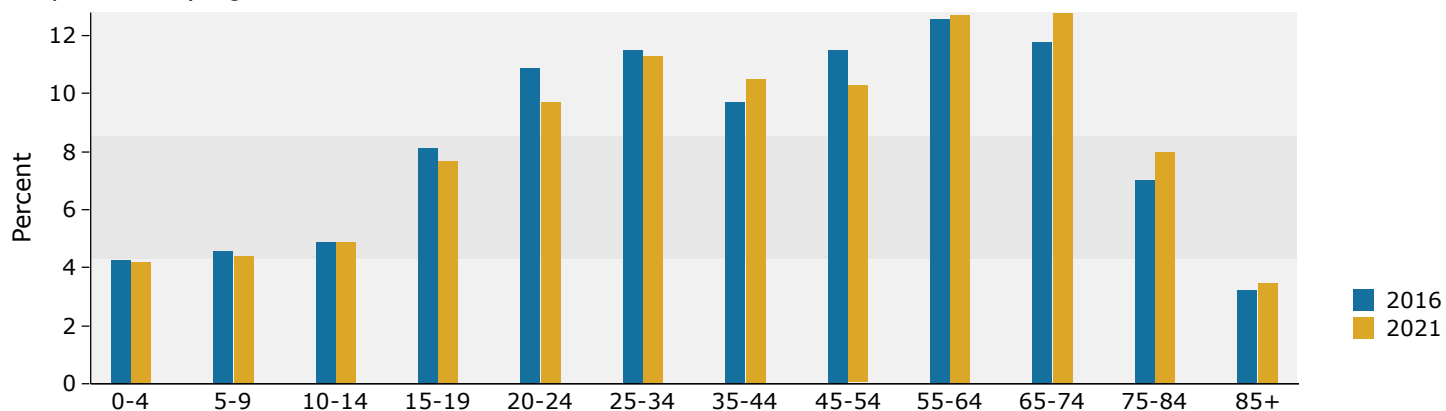
Data Note: Income is expressed in current dollars.

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2016 and 2021.

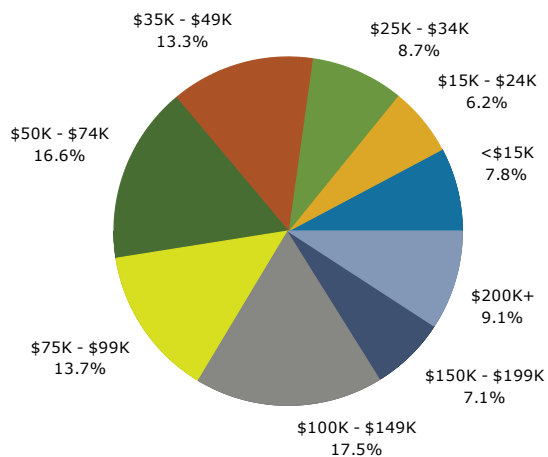
Trends 2016-2021



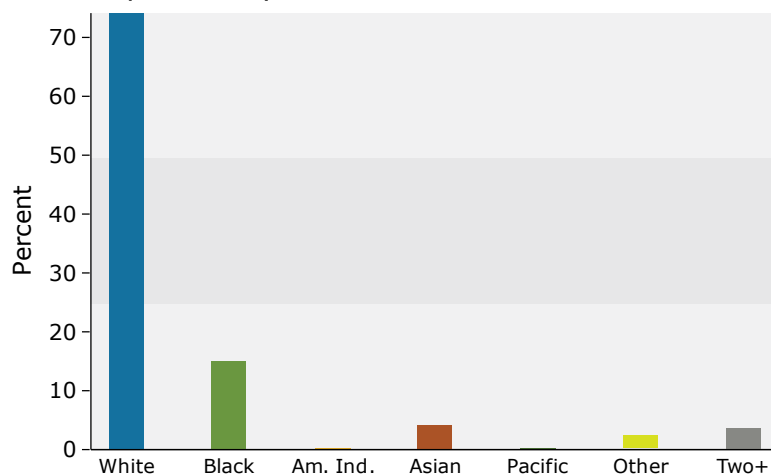
Population by Age



2016 Household Income



2016 Population by Race



2016 Percent Hispanic Origin: 6.6%

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:

Campana Waltz Commercial Real Estate, LLC