HAMPTON ROADS REAL ESTATE MARKETS SENTIMENT SURVEY: Fall 2016
created and collected by the E.V. Williams Center for Real Estate

Sponsored by Valbridge Property Advisors
Q.2. Please identify your primary Hampton Roads real estate activity (select one).

**Primary Hampton Roads Real Estate Activity: Fall 2016**

- Professional - broker/sales
- Lending
- Entrepreneurial (Developing)
- Professional - appraiser
- None of the above. Please explain below.
- Professional - property management
- Consumer - homeowner or renter
- Investing
- Professional - civil engineer
- Governing
- Professional - architect
- Professional - law
- Consumer - industrial property
- Consumer - commercial property
- Professional - accountant
- Consumer - agriculture property
- Professional - consultant
- Successor entrepreneurial

Source: E.V. Williams Center for Real Estate
Q.3. Please identify a secondary Hampton Roads real estate activity, if you have one (select one).

Secondary Hampton Roads Real Estate Activity: Fall 2016
n = 138

- I do not have a secondary real estate activity.
- Consumer - agriculture property
- Consumer - commercial property
- Consumer - industrial property
- Consumer - homeowner or renter
- Entrepreneurial (Developing)
- Governing
- Investing
- Lending
- Professional - accountant
- Professional - appraiser
- Professional - architect
- Professional - broker/sales
- Professional - civil engineer
- Professional - consultant
- Professional - law
- Professional - property management
- Successor entrepreneurial
- None of the above. Please explain below.
- No Response

Source: E.V. Williams Center for Real Estate
Q.4. Please identify your primary real estate market affiliation (select one).

Source: E.V. Williams Center for Real Estate

Primary Market Affiliation: Fall 2016
n = 138

- Agriculture
- Industrial
- Land
- Multi-family residential
- Office
- Retail
- Single-family residential
- No Response

Percentage of Participants
Overall Sentiment Index Change: Fall 2015, Fall 2016

<table>
<thead>
<tr>
<th>Sentiment</th>
<th>Fall 2015</th>
<th>Fall 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Positive</td>
<td></td>
<td></td>
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<tr>
<td>Mild Positive</td>
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<tr>
<td>Neutral</td>
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<tr>
<td>Mild Neutral</td>
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<tr>
<td>Negative</td>
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</tbody>
</table>

Source: E.V. Williams Center for Real Estate
Q.5 and 6. Please rate current and anticipated 6 month sentiment levels for the following Hampton Roads real estate market segments.

Source: E.V. Williams Center for Real Estate

Average Sentiment - Present and 6 Month Projection: Fall 2016
n = 138

<table>
<thead>
<tr>
<th>Hampton Roads Real Estate Markets</th>
<th>Present Sentiment</th>
<th>Avg. 6 mo. Sentiment Projection</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single-family residential</td>
<td></td>
<td></td>
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<tr>
<td>Retail</td>
<td></td>
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<td>Office</td>
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<td>Multi-family residential</td>
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<td>Land</td>
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<tr>
<td>Industrial</td>
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<tr>
<td>Agriculture</td>
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</tbody>
</table>

Sentiment Levels

1 Negative  2 Mild Negative  3 Neutral  4 Mild Positive  5 Positive

Source: E.V. Williams Center for Real Estate
Q.7. Over the next 6 months, which Hampton Roads real estate property sector has the best investment potential (select one).

Best Hampton Roads Investment Potential - Next 6 months: Fall 2016 (n = 138)

Percentage of Participants

- Multi-family residential: 30%
- Industrial: 25%
- Office: 12%
- Retail: 10%
- Single-family residential: 10%
- Land: 7%
- Agricultural: 5%
- No Opinion: 5%
Q.8. We would like to understand your anticipated real estate usage over the next 6 months. Please indicate if you plan to expand or contract your use of ownership space (please answer each row).

Anticipated Real Estate Usage Changes, Over Next 6 Months: Fall 2016
(n = 138)

Source: E.V. Williams Center for Real Estate
Q.9. Over the next 6 months, what is your expectation for the change in general mortgage interest rates (select one).

Expected Change in Mortgage Interest Rates, Over Next 6 Months: Fall 2016 (n = 138)

- Increasing
- No Change
- Decreasing

Source: E.V. Williams Center for Real Estate
Q.10. Please choose the statement below which best reflects the impact of sea-level rise on your Hampton Roads real estate interests (select one).

**Impact of Sea-Level Rise on Personal Hampton Roads Real Estate Interests: Fall 2015, Fall 2016**

- **Severe Impact**
- **Moderate Impact**
- **Minimal Impact**
- **No Impact**

**Percentage of Participants**

Source: E.V. Williams Center for Real Estate
Q.11. Which presidential candidate, if elected, would be best for the Hampton Roads’ economy?

The Presidential Candidate that Would be Best for the Hampton Roads' Economy: Fall 2016 (n = 138)

- Donald Trump: 70%
- Hillary Clinton: 30%
- No Response: 0%

Source: E.V. Williams Center for Real Estate
Recognition and thank you!

The E.V. Williams Center for Real Estate would like to thank the *volunteer participants* of this survey - this survey would not be possible without their support.

The E.V. Williams Center for Real Estate would like to thank *Valbridge Property Advisors* for its financial support of this survey.