Q.2. Please identify your primary Hampton Roads real estate activity (select one).

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

\[ n = 133 \]

- No Response
- Professional accountant
- None of the above
- Successor entrepreneurial
- Professional - property...
- Professional - law
- Professional - consultant
- Professional - civil engineer
- Professional - broker/sales
- Professional architect
- Professional appraiser
- Lending
- Investing
- Governing
- Entrepreneurial (Developing)
- Consumer - industrial property
- Consumer - homeowner or renter
- Consumer - commercial property
- Consumer-agriculture property

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: Spring 2016
n = 133

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

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

Primary Market Affiliation: Spring 2016
n = 133

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

Source: E.V. Williams Center for Real Estate
# Overall Sentiment Index Change

## Overall Sentiment Index Change: Fall 2015, Spring 2016

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

**Average Sentiment - Present and 6 Month Projection: Spring 2016**
n=133

<table>
<thead>
<tr>
<th>Segment</th>
<th>Avg. Current Sentiment</th>
<th>Avg. 6 mo. Sentiment Projection</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall Average</td>
<td>3.7</td>
<td>3.6</td>
</tr>
<tr>
<td>Single-family residential</td>
<td>3.8</td>
<td>3.6</td>
</tr>
<tr>
<td>Retail</td>
<td>3.6</td>
<td>3.6</td>
</tr>
<tr>
<td>Office</td>
<td>3.7</td>
<td>3.5</td>
</tr>
<tr>
<td>Multi-family residential</td>
<td>4.1</td>
<td>4.1</td>
</tr>
<tr>
<td>Land</td>
<td>3.8</td>
<td>3.7</td>
</tr>
<tr>
<td>Industrial</td>
<td>4.0</td>
<td>4.0</td>
</tr>
<tr>
<td>Agriculture</td>
<td>4.2</td>
<td>4.2</td>
</tr>
</tbody>
</table>

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: Spring 2016
n = 133

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

Source: E.V. Williams Center for Real Estate
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 or ownership space (please answer each row).

<table>
<thead>
<tr>
<th>Hampton Roads Real Estate Markets</th>
<th>No Changes</th>
<th>Contract</th>
<th>Expand</th>
<th>Do not own or lease</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single-family residential</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Retail</td>
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<tr>
<td>Agriculture</td>
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</tr>
</tbody>
</table>

Anticipated Real Estate Usage Changes, Over Next 6 Months: Spring 2016
n = 133

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).

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

Impact of Sea-level Rise on Personal Hampton Roads Real Estate Interests: Spring 2016
n = 133

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

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

- The EV Williams Center for Real Estate would like to thank *Valbridge Property Advisors* for financial support to conduct this survey.

- Finally, the EV Williams Center for Real Estate would like to thank the *Hampton Roads Sentiment Survey Advisory Subcommittee* for technical advice and editing, interpretation of results, and recommendations for the future direction of the HR Sentiment Survey.

- The *Hampton Roads Sentiment Survey Advisory Subcommittee* consists of the following EV Williams for Real Estate Center members?
  - Larry Colorito, Subcommittee Chair
  - Member 1
  - Member 2
  - Member 3
  - Member 4