2018 Hampton Roads Real Estate Markets Sentiment Survey

Created and collected by,
the E.V. Williams Center for Real Estate
Q.1. Please identify your primary Hampton Roads real estate activity (select one).

Primary Hampton Roads Real Estate Activity: 2018
n = 117

- Professional - property management
- Professional - law
- Professional - consultant
- Professional - civil engineer
- Professional - broker/sales
- Professional - architect
- Professional - appraiser
- Professional - accountant
- Lending
- Investing
- Governing
- Entrepreneurial (Developing)
- Consumer - homeowner or renter
- Consumer - commercial property
- None of the above. Please explain below.
Q.2. Please identify a secondary Hampton Roads real estate activity, if you have one (select one).

I do not have a secondary real estate activity.
Q.3. Please identify your primary real estate market affiliation (select one).
Q.4. and 5. Please rate current and anticipated 6 month sentiment levels for the following Hampton Roads real estate market segments.

<table>
<thead>
<tr>
<th>Hampton Roads Real Estate Markets</th>
<th>Average Sentiment - Present and 6 Month Projection: 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td>Current Sentiment: 4 - Mild-Positive 6 Month Sentiment: 4 - Mild-Positive</td>
</tr>
<tr>
<td>Single-family residential</td>
<td>Current Sentiment: 4 - Mild-Positive 6 Month Sentiment: 4 - Mild-Positive</td>
</tr>
<tr>
<td>Multi-family residential</td>
<td>Current Sentiment: 3 - Neutral 6 Month Sentiment: 4 - Mild-Positive</td>
</tr>
<tr>
<td>Retail</td>
<td>Current Sentiment: 3 - Neutral 6 Month Sentiment: 4 - Mild-Positive</td>
</tr>
<tr>
<td>Office</td>
<td>Current Sentiment: 2 - Mild-Negative 6 Month Sentiment: 4 - Mild-Positive</td>
</tr>
<tr>
<td>Industrial</td>
<td>Current Sentiment: 5 - Positive 6 Month Sentiment: 5 - Positive</td>
</tr>
</tbody>
</table>
Q.6. Over the next 6 months, which Hampton Roads real estate property sector has the best investment potential? (select one)
Q.7. 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 of space (please answer each row).

Hampton Roads Real Estate Markets

Anticipated Real Estate Usage Changes – Next 6 Months: 2018

- Office
- Industrial
- Retail
- Multi-family residential
- Single-family residential
- Land

Percentage of Participants

- Expand
- Contract
- No Change
Q.8. Over the next 6 months, what is your expectation for the change in general mortgage interest rates? (select one).

![Bar chart showing expected changes in mortgage interest rates over the next 6 months for 2018, 2017, and 2016. The chart indicates that the percentage of participants expecting increasing interest rates is significantly higher than those expecting decreasing or no change.]

- **Increasing**: 2018 (80%), 2017 (75%), 2016 (65%)
- **No Change**: 2018 (15%), 2017 (20%), 2016 (15%)
- **Decreasing**: 2018 (5%), 2017 (5%), 2016 (10%)
Q.9. Please choose the statement below that best reflects the impact of sea-level rise on your Hampton Roads real estate interests (select one).

<table>
<thead>
<tr>
<th>Level of Impact</th>
<th>2018</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Severe Impact</td>
<td>0</td>
<td>5</td>
<td>10</td>
</tr>
<tr>
<td>Moderate Impact</td>
<td>10</td>
<td>25</td>
<td>30</td>
</tr>
<tr>
<td>Minimal Impact</td>
<td>30</td>
<td>35</td>
<td>40</td>
</tr>
<tr>
<td>No Impact</td>
<td>0</td>
<td>5</td>
<td>10</td>
</tr>
</tbody>
</table>

Impact of Sea-level Rise on Personal Real Estate Interest: