Sentiment Survey

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Hampton Roads Real Estate Markets
Sentiment Survey: Spring 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: Spring 2016
n = 133

- No Response
- Professional accountant
- 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
- Professional architect
- Professional - broker/sales
- Professional appraiser
- Lending
- Investing
- Governing
- Entrepreneurial (Developing)
- Consumer - industrial property
- Consumer - homeowner or renter
- Consumer - commercial property
- Consumer-agriculture property
Q.4. Please identify your primary real estate market affiliation (select one).

Primary Market Affiliation: Spring 2016  
\( n = 133 \)
Q.5 and 6. 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>Anticipated Overall Average</td>
<td>4</td>
<td>4.3</td>
</tr>
<tr>
<td>Single-family residential</td>
<td>4</td>
<td>4.3</td>
</tr>
<tr>
<td>Retail</td>
<td>3.5</td>
<td>4.0</td>
</tr>
<tr>
<td>Office</td>
<td>3.5</td>
<td>4.0</td>
</tr>
<tr>
<td>Multi-family residential</td>
<td>4.5</td>
<td>4.8</td>
</tr>
<tr>
<td>Land</td>
<td>4</td>
<td>4.3</td>
</tr>
<tr>
<td>Industrial</td>
<td>4</td>
<td>4.3</td>
</tr>
<tr>
<td>Agriculture</td>
<td>4.5</td>
<td>4.8</td>
</tr>
</tbody>
</table>
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

- Multi-family residential 40%
- Industrial 15%
- Agriculture 0%
- Single-family residential 10%
- Retail 5%
- Office 5%
- Land 5%
- No Opinion 5%
- Agricultural 0%
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).

Anticipated Real Estate Usage Changes, Over Next 6 Months: Spring 2016
n = 133
Q.9. Over the next 6 months, what is your expectation for the change in general mortgage interest rates (select one).

**Expected Change of Mortgage Interest Rates Over Next 6 Months: Spring 2016**

- **Increasing:** 70%
- **No Change:** 20%
- **Decreasing:** 10%

Total respondents: n = 133
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
Special thanks to, Valbridge Property Advisors for sponsoring the Hampton Roads Real Estate Markets Sentiment Survey.
2016 Hampton Roads Real Estate
Market Review & Forecast

Old Dominion University
Strome College of Business
IDEA FUSION

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