

\$62,300

Median HH Income

YoY  
Chg12-Mo.  
Forecast

0.2%

Population Growth



3.0%

Unemployment Rate



Source: BLS (Economic Indicators are representative of specific county or MSA.)

#### U.S. ECONOMIC INDICATORS Q2 2023

2.1%

GDP Growth

YoY  
Chg12-Mo.  
Forecast

7.8%

Consumer Spending  
Growth

1.3%

Retail Sales Growth



Source: BEA, Census Bureau

For more information, contact:

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#### ECONOMIC OVERVIEW: Stabilizing Figures at the Midway Point of 2023

The Federal Reserve raised interest rates 25 basis points (bps) to 5.25% following their May 2023 meeting. Despite the Fed's efforts to curtail the inflationary environment on the national level, retail sales growth slowed in the second quarter of 2023, which could indicate that the monetary policies are taking effect. In the Roanoke region, unemployment remained below natural unemployment levels and ticked further down from 3.3% in the first quarter to the current 3.0% position.

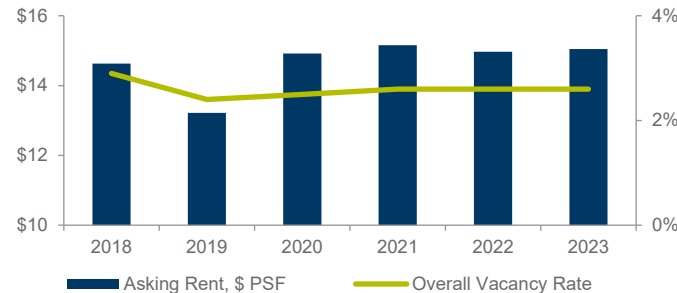
#### SUPPLY AND DEMAND: Historic Lows Remain for Vacancy

Retail vacancy continued to experience historically low levels in the Roanoke market. Construction of retail and mixed-use centers in Botetourt County and along Orange Avenue in the City of Roanoke will relieve some pressure and provide new and expanding retailers options to locate. Challenging construction costs and limited land availability have stifled further pipeline development. The long-ranging and public-private redevelopment of the sixty-acre American Viscose plant in Southeast Roanoke is an exciting project for the area.

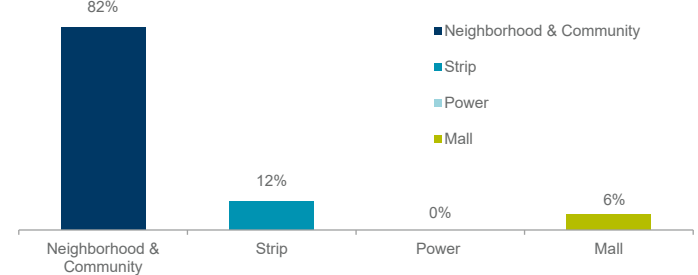
#### PRICING TRENDS: Velocity with Investment Sales

The sale of Coleman Marketplace in Danville highlighted a strong quarter for retail investment in the region. The regional shopping center boasted new leases from Burke's Outlet and Michaels and traded for \$20.4 million at a 9.3% capitalization rate. Peck Properties out of Richmond, Virginia was the purchaser. The dark Walmart Neighborhood Market sold at 3419 Orange Avenue NE in Roanoke for \$9.5 million in a 1031 exchange; Walmart has twelve years of term remaining. Christiansburg Marketplace has sold several of the freestanding outparcels developed over the last two three years, including Verizon (2670 Market Street) and Chipotle (2545 Market Street).

#### RENT / VACANCY RATE



#### AVAILABILITY BY PRODUCT TYPE



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