

SUMMARY OF SIGNIFICANT SALES

Sale	Source Ref	Street Address	City	Date of Sale	Price	Cap Rate	Notes
1	5837409	47 Mountain Park Drive	White Hall	12/29/2021	\$880,000	11.36%	A fully leased office building with 10,063 sf.
2	5857633	800 Piedmont Road	Charleston	12/03/2021	\$1,680,000	6.78%	A storage facility with 24,220 sf.
3	5767565	200 Association Drive	Charleston	11/18/2021	\$3,300,000	8.36%	A multi-tenant office building in business park. 80% occupancy. Bought for owner-occupancy.
4	5765955	63 Hospitality Lane	Mineral Wells	11/17/2021	\$695,000	11.00%	A multi-tenant, pre-eng steel office building. Built in 1999. Has 20 parking spots. 9,000 sf. 100% occupancy.
5	5783202	1212 Lafayette Avenue	Moundsville	11/16/2021	\$15,350,000	8.43%	176,156 sf neighborhood shopping plaza with 89.80% occupancy and 731 parking spaces. Anchored by Kroger, Big Lots, Family Dollar.

Average Capitalization Rate

9.18%

Average Days on Market

224

Average Sales Price

\$4.3M

HISTORIC TRENDS

	2018	2019	2020	Prior Quarter	This Quarter
Average Cap Rate	9.27%	8.25%	9.22%	8.60%	9.18%
Average Days on Market	353	588	364	217	N/A
Average Sales Price	\$3,465,800	\$6,346,591	\$4,384,683	\$1,471,942	\$4,300,000

MARKET INSIGHTS

As is common, WV has few non-residential transactions when compared to other states. Such few transactions make meaningful analysis difficult. The data reported above illustrates the inefficiency of the WV real estate market (meaning, the market doesn't always behave in a predictable way). Sale 1 demonstrates that even a fully leased office building faces valuation challenges in the investor market. Sale 2 represents a historically strong performing asset class, storage units. Sale 3 was purchased for owner-occupancy, even though it is a multi-tenant office building with 80% occupancy. The building had a lot to offer. Even so, it didn't command the attention of real estate investors.



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Disclaimers

The information presented herein is based on data reported in CoStar. We have not verified the data. Triple-net leased properties were excluded from our analysis. Only sales with reported sales prices were included. *WV Cap Rate Review* is a publication of Borris Professional Services doing business as *Vandalia Real Estate*. The information contained herein is not designed to be, and shall not be construed as, an appraisal or opinion of value.