

FIGURES | RICHMOND RETAIL | Q4 2025

Experiential and Home Goods Retailers Drive Leasing Activity



Retail leasing activity in Richmond remained consistent during the fourth quarter with 146 leases totaling 524,395 sq. ft. signed across the market. Overall vacancy for the market increased by 30 basis points (bps) to 4.8% and availability sits at 4.4%. The largest transaction of the quarter was Nova Trampoline Park’s 45,000 sq. ft. lease at 8533 Midlothian Turnpike in the Midlothian Crossing shopping center. The indoor trampoline and adventure park will occupy a previous Big Lots! storefront. The experiential retail sector has gained popularity following the pandemic and presents itself as an alternative tenant type for vacant anchor spaces that would have traditionally been reserved for a grocery or department store.

Home goods and services tenants were also very active this quarter with both Savers and Goodwill completing transactions. Savers leased 28,926 sq. ft. at the Arch Village Shopping Center at 9131-9219 Midlothian Turnpike, and Goodwill renewed its 19,000 sq. ft. Midlothian Crossing location at 8533-8535 Midlothian Turnpike. The Midlothian submarkets recorded substantial activity this quarter, with four of the top five leases falling into this group.

FIGURE 1: Q4 2025 Select Notable Lease Transactions

Tenant	Address	Submarket	Lease Type	SF
Nova Trampoline Park	8533-8535 Midlothian Tpke	Midlothian E/Hull St	New Lease	45,000
Savers	9131-9219 Midlothian Tpke	Midlothian West	New lease	28,926
Goodwill	8533-8535 Midlothian Tpke	Midlothian E/Hull St	Renewal	19,000
Kids Academy of Learning & Excellence	601 Southlake Blvd	Midlothian Corridor	New Lease	17,694
Caliber Collisions	6523 Mechanicsville Tpke	Mechanicsville	New Lease	17,310
Odd Balls Antiques & More	7504-7580 W Broad St	Broad St Corridor	Renewal	15,968
Pleasants Hardware	9901-10011 Hull St	Midlothian E/Hull St	New Lease	15,000

Source: CBRE Research; Costar

Development Spotlight

Construction continues for several notable projects, including Kroger’s upcoming Marketplace location in Mechanicsville that will replace an older store in the area. ALDI is also opening a new location in the area, a build-to-suit project at 10300 Washington Highway in the Staples Mill/Parham submarket. The storefront will be over 18,000 sq. ft. and ALDI will be joined by 7-Eleven, Panda Express, Advance Auto Parts, and other retail neighbors once the shopping center is completed. The development, to be named Stony Run Commons, will be mixed-use, with a Hyatt Studio Hotel planned as well.

Capital Markets

The most notable sale this quarter was Chesterfield Towne Center at 11500 Midlothian Turnpike in the Midlothian West submarket. The mall spans over 1.0 million sq. ft. and is anchored by reputable tenants such as Macy’s, JCPenney, T.J. Maxx / HomeGoods, and At Home, alongside many smaller retailers and restaurants. The property was purchased by a joint venture between JRE Partners and Anastacia AG for \$77.67 per sq. ft.

Several smaller transactions occurred during the fourth quarter, including the sale of Parham Plaza and the Shoppes at River Forest. The two properties sold for \$20.7 million and \$8.9 million, respectively. The Richmond market recorded a total volume of \$385 million in shopping center investment sales over the course of 2025.

FIGURE 2: Select Retail Under Construction

Project Name	Address	Submarket	SF (Retail)	Delivery	Owner/Developer
Kroger Marketplace	6468 Mechanicsville Tpke	Mechanicsville	123,000	Q2 2026	Kroger
Midlothian Depot Grocery Bldg 100	Midlothian Turnpike	Midlothian West	35,636	Q2 2026	SJC Ventures and H&R Retail
21015 Second Ave	21015 Second Ave	Colonial Heights	20,645	Q3 2026	-
Goochland Honda	12501 Broad St Rd	Short Pump	20,000	Q1 2026	Great Lakes Auto Group
Stoney Run Commons	10300 Washington Hwy	Staples Mill/Parham	18,474	Q3 2026	Twin Rivers Capital
17 Le Gordon Dr	17 Le Gordon Dr	Midlothian	18,307	Q1 2026	Thalhimer Realty Partners

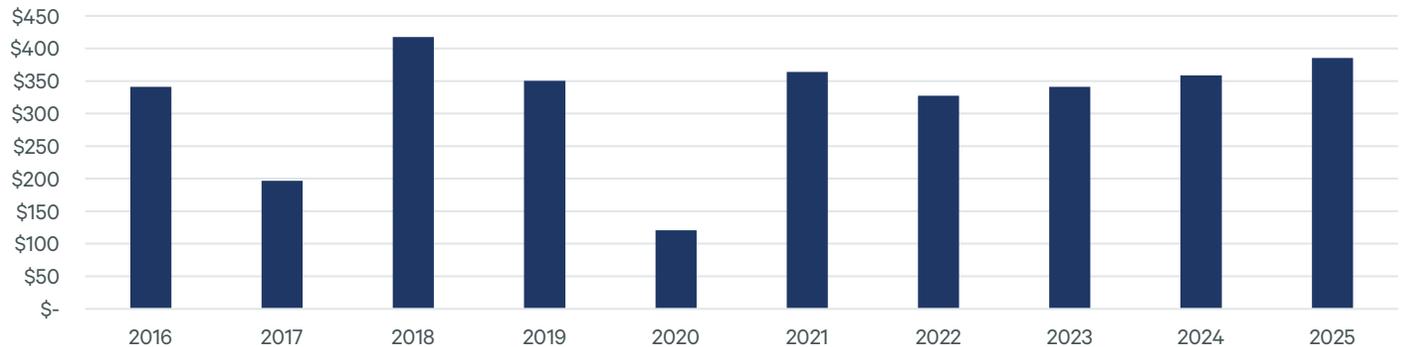
Source: CBRE Research; Costar

FIGURE 3: Notable Q4 2025 Shopping Center Sales

Property Name	Address	Property Size (SF)	Sale Price (\$ M)	Price/SF	Buyer	Seller
Chesterfield Towne Center	11500 Midlothian Tpke	1,030,060	80.0	77.67	JRE Partners Anastacia AG	Brookfield Properties
Parham Plaza	1518 N Parham Rd	177,450	20.7	116.0	Alpine Income Property Trust, Inc.	H.I.G. Capital
The Shoppes at River Forest	11914 Iron Bridge Plz	30,070	8.9	295	Fortune River Forest	Prudent Growth Partners, LLC

Source: CBRE Research; Real Capital Analytics

FIGURE 4: Shopping Center Investment Sales (\$, Millions)



Source: Real Capital Analytics, CBRE Research

Economic Outlook

The U.S. economy is sending some mixed signals. Financial markets are focused on the upside, particularly AI's sizable contribution to growth in recent quarters. Some indicators of business activity, such as capital goods orders, are improving, and strengthening credit markets are helping to usher real estate into a new cycle.

The picture gets more melancholy when looking at households. Consumer confidence remains weak, with spending reportedly driven by a smaller segment of affluent households. This mosaic of data suggests that annual average GDP growth will be steady in 2026, at 2%, but a touch softer than in 2025. A key catalyst is a softer labor market, as companies are 'slow to hire, slow to fire'—a trend that is likely to last a few quarters. A consequence of this outlook is softer inflation and long-term bond yields trending just below 4% by H2 2026.

FIGURE 5: Employment Growth by Industry, 12-Month Percent Change

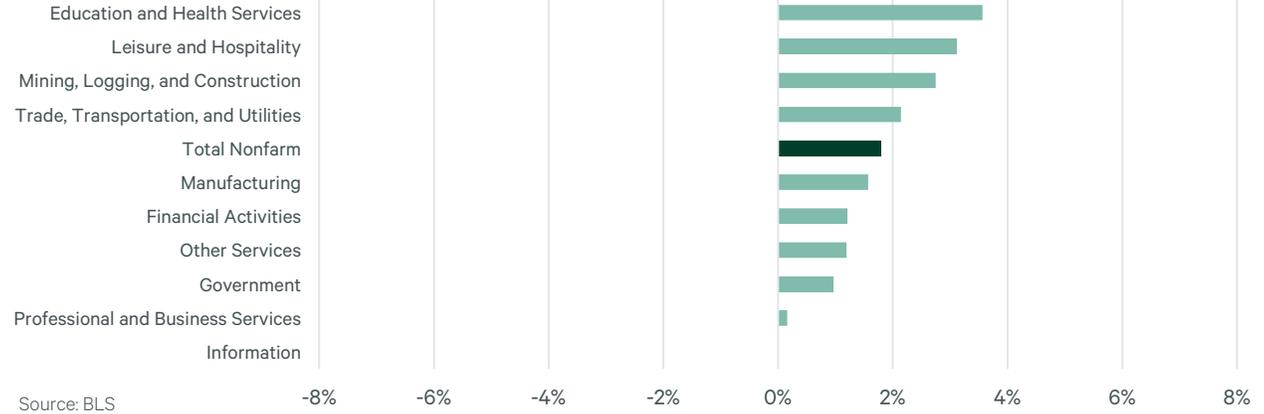


FIGURE 6: Unemployment Rate



FIGURE 7: Consumer Price Index, 12-Month Percent Change

