

CoStar Office Statistics

Mid-Year 2017

Syracuse Office Market



CoStarTM
The knowledge market

Table of Contents

Table of Contents	A
Methodology	B
Terms & Definitions	C
Market Highlights & Overview	1
CoStar Markets	3
Inventory & Development Analysis	4
Inventory & Development Analysis	
Select Top Under Construction Properties	
Select Top Deliveries	
Figures at a Glance	7
Figures at a Glance by Class & Market	
Historical Figures at a Glance	
Leasing Activity Analysis	9
Select Top Lease Transactions	
Analysis of Individual CoStar Submarket Clusters	11
Binghamton Market	
Greater Syracuse Market	
Madison County Market	
NE Outer Onondaga County Market	
Oswego County Market	
SE Outer Onondaga County Market	
Syracuse CBD Market	
W Outer Onondaga County Market	
Watertown Market	

Methodology

The CoStar Office Statistics, unless specifically stated otherwise, calculates office statistics using CoStar Group's entire database of existing and under construction office buildings in each metropolitan area. Included are office, office condominium, office loft, office medical, all classes and all sizes, and both multi-tenant and single-tenant buildings, including owner-occupied buildings. CoStar Group's global database includes approximately 95.6 billion square feet of coverage in 4.4 million properties. All rental rates reported in the CoStar Office Report have been converted to a Full Service equivalent rental rate.

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CoStar Group, Inc.

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Terms & Definitions

Availability Rate: The ratio of available space to total rentable space, calculated by dividing the total available square feet by the total rentable square feet.

Available Space: The total amount of space that is currently being marketed as available for lease in a given time period. It includes any space that is available, regardless of whether the space is vacant, occupied, available for sublease, or available at a future date.

Build-to-Suit: A term describing a particular property, developed specifically for a certain tenant to occupy, with structural features, systems, or improvement work designed specifically for the needs of that tenant. A build-to-suit can be leased or owned by the tenant. In a leased build-to-suit, a tenant will usually have a long term lease on the space.

Buyer: The individual, group, company, or entity that has purchased a commercial real estate asset.

Cap Rate: Short for capitalization rate. The Cap Rate is a calculation that reflects the relationship between one year's net operating income and the current market value of a particular property. The Cap Rate is calculated by dividing the annual net operating income by the sales price (or asking sales price).

CBD: Abbreviation for Central Business District. (See also: Central Business District)

Central Business District: The designations of Central Business District (CBD) and Suburban refer to a particular geographic area within a metropolitan statistical area (MSA) describing the level of real estate development found there. The CBD is characterized by a high density, well organized core within the largest city of a given MSA.

Class A: A classification used to describe buildings that generally qualify as extremely desirable investment-grade properties and command the highest rents or sale prices compared to other buildings in the same market. Such buildings are well located and provide efficient tenant layouts as well as high quality, and in some buildings, one-of-a-kind floor plans. They can be an architectural or historical landmark designed by prominent architects. These buildings contain a modern mechanical system, and have above-average maintenance and management as well as the best quality materials and workmanship in their trim and interior fittings. They are generally the most attractive and eagerly sought by investors willing to pay a premium for quality.

Class B: A classification used to describe buildings that generally qualify as a more speculative investment, and as such, command lower rents or sale prices compared to Class A properties. Such buildings offer utilitarian space without special attractions, and have ordinary design, if new or fairly new; good to excellent design if an older non-landmark building. These buildings typically have average to good maintenance, management and tenants. They are less appealing to tenants than Class A properties, and may be deficient in a number of respects including floor plans, condition and facilities. They lack prestige and must depend chiefly on a lower price to attract tenants and investors.

Class C: A classification used to describe buildings that generally qualify as no-frills, older buildings that offer basic space and command lower rents or sale prices compared to other buildings in the same market. Such buildings typically have below-average maintenance and management, and could have mixed or low tenant prestige, inferior elevators, and/or mechanical/electrical systems. These buildings lack prestige and must depend chiefly on a lower price to attract tenants and investors.

Construction Starts: Buildings that began construction during a specific period of time. (See also: Deliveries)

Contiguous Blocks of Space: Space within a building that is, or is able to be joined together into a single contiguous space.

Deliveries: Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certi-

cate of occupancy must have been issued for the property.

Delivery Date: The date a building completes construction and receives a certificate of occupancy.

Developer: The company, entity or individual that transforms raw land to improved property by use of labor, capital and entrepreneurial efforts.

Direct Space: Space that is being offered for lease directly from the landlord or owner of a building, as opposed to space being offered in a building by another tenant (or broker of a tenant) trying to sublet a space that has already been leased.

Existing Inventory: The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

Flex Building: A type of building designed to be versatile, which may be used in combination with office (corporate headquarters), research and development, quasi-retail sales, and including but not limited to industrial, warehouse, and distribution uses. A typical flex building will be one or two stories with at least half of the rentable area being used as office space, have ceiling heights of 16 feet or less, and have some type of drive-in door, even though the door may be glassed in or sealed off.

Full Service Rental Rate: Rental rates that include all operating expenses such as utilities, electricity, janitorial services, taxes and insurance.

Gross Absorption: The total change in occupied space over a given period of time, counting space that is occupied but not space that is vacated by tenants. Gross absorption differs from leasing Activity, which is the sum of all space leased over a certain period of time. Unless otherwise noted Gross Absorption includes direct and sublease space.

Growth in Inventory: The change in size of the existing square footage in a given area over a given period of time, generally due to the construction of new buildings.

Industrial Building: A type of building adapted for such uses as the assemblage, processing, and/or manufacturing of products from raw materials or fabricated parts. Additional uses include warehousing, distribution, and maintenance facilities. The primary purpose of the space is for storing, producing, assembling, or distributing product.

Landlord Rep: (Landlord Representative) In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the owner/landlord is referred to as the Landlord Rep.

Leased Space: All the space that has a financial lease obligation. It includes all leased space, regardless of whether the space is currently occupied by a tenant. Leased space also includes space being offered for sublease.

Leasing Activity: The volume of square footage that is committed to and signed under a lease obligation for a specific building or market in a given period of time. It includes direct leases, subleases and renewals of existing leases. It also includes any pre-leasing activity in planned, under construction, or under renovation buildings.

Market: Geographic boundaries that serve to delineate core areas that are competitive with each other and constitute a generally accepted primary competitive set of areas. Markets are building-type specific, and are non-overlapping contiguous geographic designations having a cumulative sum that matches the boundaries of the entire Region (See also: Region). Markets can be further subdivided into Submarkets. (See also: Submarkets)

Multi-Tenant: Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different

tenant needs. (See also: Tenancy).

Net Absorption: The net change in occupied space over a given period of time. Unless otherwise noted Net Absorption includes direct and sublease space.

Net Rental Rate: A rental rate that excludes certain expenses that a tenant could incur in occupying office space. Such expenses are expected to be paid directly by the tenant and may include janitorial costs, electricity, utilities, taxes, insurance and other related costs.

New Space: Sometimes called first generation space, refers to space that has never been occupied and/or leased by a tenant.

Occupied Space: Space that is physically occupied by a tenant. It does not include leased space that is not currently occupied by a tenant.

Office Building: A type of commercial building used exclusively or primarily for office use (business), as opposed to manufacturing, warehousing, or other uses. Office buildings may sometimes have other associated uses within part of the building, i.e., retail sales, financial, or restaurant, usually on the ground floor.

Owner: The company, entity, or individual that holds title on a given building or property.

Planned/Proposed: The status of a building that has been announced for future development but not yet started construction.

Preleased Space: The amount of space in a building that has been leased prior to its construction completion date, or certificate of occupancy date.

Price/SF: Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

Property Manager: The company and/or person responsible for the day-to-day operations of a building, such as cleaning, trash removal, etc. The property manager also makes sure that the various systems within the building, such as the elevators, HVAC, and electrical systems, are functioning properly.

Quoted Rental Rate: The asking rate per square foot for a particular building or unit of space by a broker or property owner. Quoted rental rates may differ from the actual rates paid by tenants following the negotiation of all terms and conditions in a specific lease.

RBA: Abbreviation for Rentable Building Area. (See also: Rentable Building Area)

Region: Core areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are further divided into market areas, called Markets. (See also: Markets)

Relet Space: Sometimes called second generation or direct space, refers to existing space that has previously been occupied by another tenant.

Rentable Building Area: (RBA) The total square footage of a building that can be occupied by, or assigned to a tenant for the purpose of determining a tenant's rental obligation. Generally RBA includes a percentage of common areas including all hallways, main lobbies, bathrooms, and telephone closets.

Rental Rates: The annual costs of occupancy for a particular space quoted on a per square foot basis.

Sales Price: The total dollar amount paid for a particular property at a particular point in time.

Sales Volume: The sum of sales prices for a given group of buildings in a given time period.

Seller: The individual, group, company, or entity that sells a particular commercial real estate asset.

SF: Abbreviation for Square Feet.

Single-Tenant: Buildings that are occupied, or intended to be occupied by a single tenant. (See also: Build-to-suit and Tenancy)

Sublease Space: Space that has been leased by a tenant and is being offered for lease back to the market by the tenant with the lease obligation. Sublease space is sometimes referred to as sublet space.

Submarkets: Specific geographic boundaries that serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted primary competitive set, or peer group. Submarkets are building type specific (office, industrial, retail, etc.), with distinct boundaries dependent on different factors relevant to each building type. Submarkets are non-overlapping, contiguous geographic designations having a cumulative sum that matches the boundaries of the Market they are located within (See also: Market).

Suburban: The Suburban and Central Business District (CBD) designations refer to a particular geographic area within a metropolitan statistical area (MSA). Suburban is defined as including all office inventory not located in the CBD. (See also: CBD)

Tenancy: A term used to indicate whether or not a building is occupied by multiple tenants (See also: Multi-tenant) or a single tenant. (See also: Single-tenant)

Tenant Rep: Tenant Rep stands for Tenant Representative. In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the tenant is referred to as a Tenant Rep.

Time On Market: A measure of how long a currently available space has been marketed for lease, regardless of whether it is vacant or occupied.

Under Construction: Buildings in a state of construction, up until they receive their certificate of occupancy. In order for CoStar to consider a building under construction, the site must have a concrete foundation in place. Abbreviated UC.

Vacancy Rate: A measurement expressed as a percentage of the total amount of physically vacant space divided by the total amount of existing inventory. Under construction space generally is not included in vacancy calculations.

Vacant Space: Space that is not currently occupied by a tenant, regardless of any lease obligation that may be on the space. Vacant space could be space that is either available or not available. For example, sublease space that is currently being paid for by a tenant but not occupied by that tenant, would be considered vacant space. Likewise, space that has been leased but not yet occupied because of finish work being done, would also be considered vacant space.

Weighted Average Rental Rate: Rental rates that are calculated by factoring in, or weighting, the square footage associated with each particular rental rate. This has the effect of causing rental rates on larger spaces to affect the average more than that of smaller spaces. The weighted average rental rate is calculated by taking the ratio of the square footage associated with the rental rate on each individual available space to the square footage associated with rental rates on all available spaces, multiplying the rental rate by that ratio, and then adding together all the resulting numbers. Unless specifically specified otherwise, rental rate averages include both Direct and Sublet available spaces.

Year Built: The year in which a building completed construction and was issued a certificate of occupancy.

YTD: Abbreviation for Year-to-Date. Describes statistics that are cumulative from the beginning of a calendar year through whatever time period is being studied.

Syracuse's Vacancy Decreases to 8.9%

Net Absorption Positive 40,670 SF in the Quarter

The Syracuse Office market ended the second quarter 2017 with a vacancy rate of 8.9%. The vacancy rate was down over the previous quarter, with net absorption totaling positive 40,670 square feet in the second quarter. Vacant sublease space decreased in the quarter, ending the quarter at 35,177 square feet. Rental rates ended the second quarter at \$14.41, an increase over the previous quarter. A total of one building delivered to the market in the quarter totaling 14,000 square feet, with 200,500 square feet still under construction at the end of the quarter.

Absorption

Net absorption for the overall Syracuse office market was positive 40,670 square feet in the second quarter 2017. That compares to negative (191,367) square feet in the first quarter 2017, negative (177,837) square feet in the fourth quarter 2016, and positive 84,895 square feet in the third quarter 2016.

Tenants moving into large blocks of space in 2017 include: C H Insurance moving into 10,000 square feet at The Atrium; GYMO Architecture Engineering and Land Surveying moving into 5,600 square feet at 18969 Us-11; and Progressive Insurance moving into 5,028 square feet at 231 Salina Meadows Pky - Building IV.

The Class-A office market recorded net absorption of positive 24,655 square feet in the second quarter 2017, compared to negative (17,787) square feet in the first quarter 2017, negative (3,925) in the fourth quarter 2016, and positive 66,485 in the third quarter 2016.

The Class-B office market recorded net absorption of positive 61,266 square feet in the second quarter 2017, com-

pared to negative (136,457) square feet in the first quarter 2017, negative (150,588) in the fourth quarter 2016, and positive 2,398 in the third quarter 2016.

The Class-C office market recorded net absorption of negative (45,251) square feet in the second quarter 2017 compared to negative (37,123) square feet in the first quarter 2017, negative (23,324) in the fourth quarter 2016, and positive 16,012 in the third quarter 2016.

Vacancy

The office vacancy rate in the Syracuse market area decreased to 8.9% at the end of the second quarter 2017. The vacancy rate was 9.0% at the end of the first quarter 2017, 8.5% at the end of the fourth quarter 2016, and 8.2% at the end of the third quarter 2016.

Class-A projects reported a vacancy rate of 9.3% at the end of the second quarter 2017, 10.1% at the end of the first quarter 2017, 9.5% at the end of the fourth quarter 2016, and 9.4% at the end of the third quarter 2016.

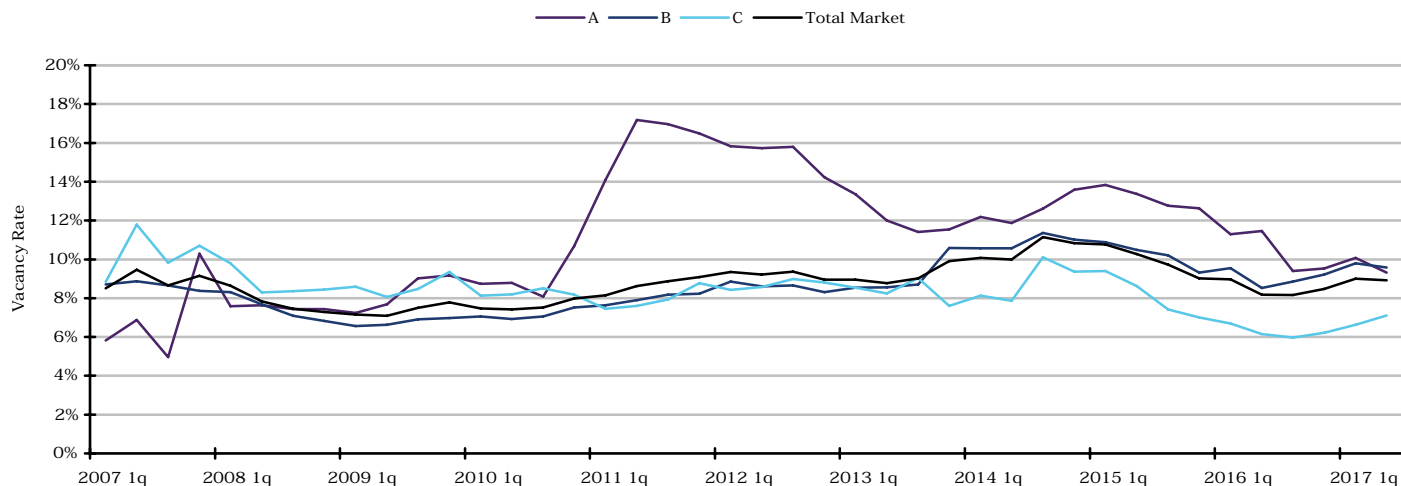
Class-B projects reported a vacancy rate of 9.6% at the end of the second quarter 2017, 9.8% at the end of the first quarter 2017, 9.2% at the end of the fourth quarter 2016, and 8.9% at the end of the third quarter 2016.

Class-C projects reported a vacancy rate of 7.1% at the end of the second quarter 2017, 6.6% at the end of first quarter 2017, 6.2% at the end of the fourth quarter 2016, and 6.0% at the end of the third quarter 2016.

Largest Lease Signings

The largest lease signings occurring in 2017 included:

Vacancy Rates by Class 2007-2017



Source: CoStar Property®

the 10,000-square-foot lease signed by C H Insurance at The Atrium in the Syracuse CBD market; the 7,150-square-foot deal signed by Hearth Management at 54 Genesee St in the WOuter Onondaga County market; and the 6,179-square-foot lease signed by Corvel at 200 Salina Meadows Pky in the NE Outer Onondaga County market.

Sublease Vacancy

The amount of vacant sublease space in the Syracuse market decreased to 35,177 square feet by the end of the second quarter 2017, from 67,681 square feet at the end of the first quarter 2017. There was 55,439 square feet vacant at the end of the fourth quarter 2016 and 55,439 square feet at the end of the third quarter 2016.

Syracuse's Class-A projects reported vacant sublease space of 6,077 square feet at the end of second quarter 2017, down from the 48,737 square feet reported at the end of the first quarter 2017. There were 48,737 square feet of sublease space vacant at the end of the fourth quarter 2016, and 48,737 square feet at the end of the third quarter 2016.

Class-B projects reported vacant sublease space of 29,100 square feet at the end of the second quarter 2017, up from the 18,944 square feet reported at the end of the first quarter 2017. At the end of the fourth quarter 2016 there were 6,702 square feet, and at the end of the third quarter 2016 there were 6,702 square feet vacant.

Class-C projects reported no vacant sublease space from the first quarter 2017 to the second quarter 2017. There was no sublease vacancy during that time. There was 0 square feet at the end of the fourth quarter 2016, and 0 square feet at the end of the third quarter 2016.

Rental Rates

The average quoted asking rental rate for available office space, all classes, was \$14.41 per square foot per year at the end of the second quarter 2017 in the Syracuse market area.

This represented a 2.6% increase in quoted rental rates from the end of the first quarter 2017, when rents were reported at \$14.05 per square foot.

The average quoted rate within the Class-A sector was \$17.16 at the end of the second quarter 2017, while Class-B rates stood at \$14.54, and Class-C rates at \$10.87. At the end of the first quarter 2017, Class-A rates were \$15.87 per square foot, Class-B rates were \$14.37, and Class-C rates were \$11.26.

Deliveries and Construction

During the second quarter 2017, one building totaling 14,000 square feet were completed in the Syracuse market area. This compares to no buildings completed in the first quarter 2017, nothing completed in the fourth quarter 2016, and 90,565 square feet in two buildings completed in the third quarter 2016.

There were 200,500 square feet of office space under construction at the end of the second quarter 2017.

The only delivery in 2017 has been Harbor West Commons, a 14,000-square-foot facility that delivered in second quarter 2017.

The largest projects underway at the end of second quarter 2017 were 220 Township Blvd, a 100,000-square-foot building with 30% of its space pre-leased, and 4520 W Seneca Tpke, a 46,000-square-foot facility that is 0% pre-leased.

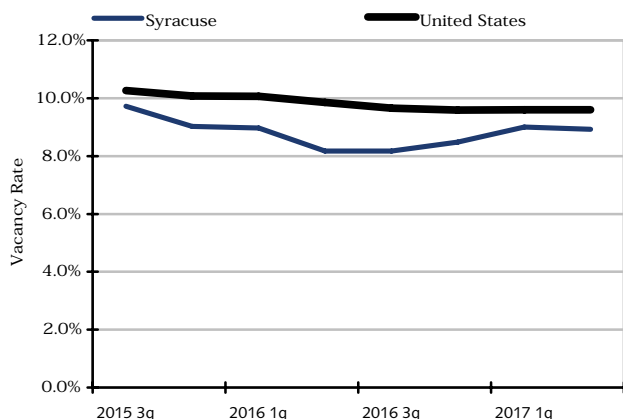
Inventory

Total office inventory in the Syracuse market area amounted to 36,481,968 square feet in 2,147 buildings as of the end of the second quarter 2017. The Class-A office sector consisted of 3,225,851 square feet in 20 projects. There were 1,097 Class-B buildings totaling 23,953,516 square feet, and the Class-C sector consisted of 9,302,601 square feet in 1,030 buildings. Within the Office market there were 59 owner-occupied buildings accounting for 995,301 square feet of office space.

Reports compiled by: Sarah Burns, CoStar Research Manager

U.S. Vacancy Comparison

Past 8 Quarters



Source: CoStar Property®

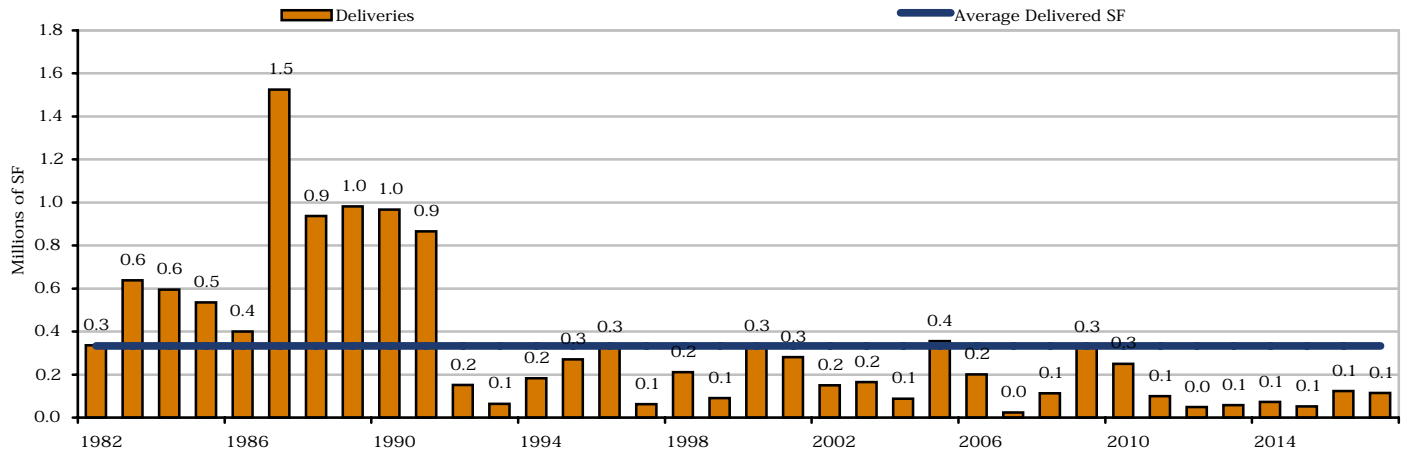
CoStar Submarkets

In analyzing metropolitan areas, CoStar has developed geographic designations to help group properties together, called Markets, Submarket Clusters and Submarkets. Markets are the equivalent of metropolitan areas, or areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Markets are then divided into Submarket Clusters, which are core areas within a metropolitan area that are known to be competitive with each other in terms of attracting and keeping tenants. Markets are then further subdivided into smaller units called Submarkets, which serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted competitive set, or peer group.

Submarket Clusters
Binghamton
Greater Syracuse
Madison County
NE Outer Onondaga County
Oswego County
SE Outer Onondaga County
Syracuse CBD
W Outer Onondaga County
Watertown

Historical Deliveries

1982 - 2017



Source: CoStar Property® * Future deliveries based on current under construction buildings.

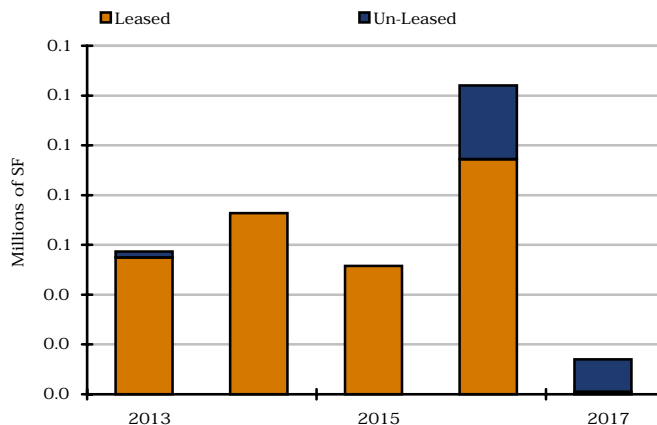
CONSTRUCTION ACTIVITY Markets Ranked by Under Construction Square Footage

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
W Outer Onondaga County	2	146,000	30,000	20.5%	6,942	73,000
Binghamton	2	39,500	14,710	37.2%	16,189	19,750
Greater Syracuse	1	10,000	6,700	67.0%	18,178	10,000
NE Outer Onondaga County	1	5,000	5,000	100.0%	12,029	5,000
Oswego County	0	0	0	0.0%	7,157	0
Madison County	0	0	0	0.0%	9,289	0
SE Outer Onondaga County	0	0	0	0.0%	16,399	0
Syracuse CBD	0	0	0	0.0%	75,229	0
Watertown	0	0	0	0.0%	12,995	0
Totals	6	200,500	56,410	28.1%	16,992	33,417

Source: CoStar Property®

Recent Deliveries

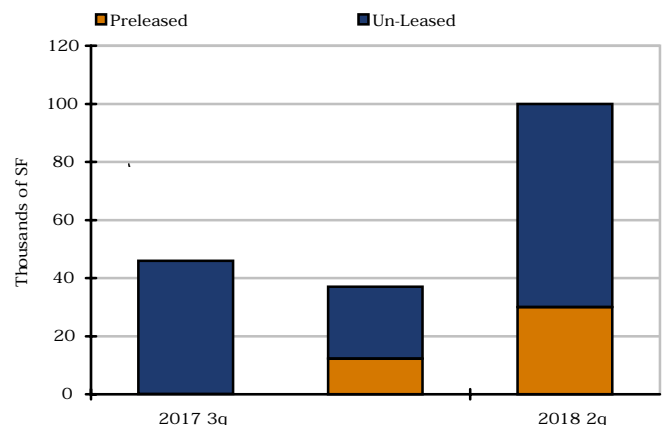
Leased & Un-Leased SF in Deliveries Since 2013



Source: CoStar Property®

Future Deliveries

Preleased & Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

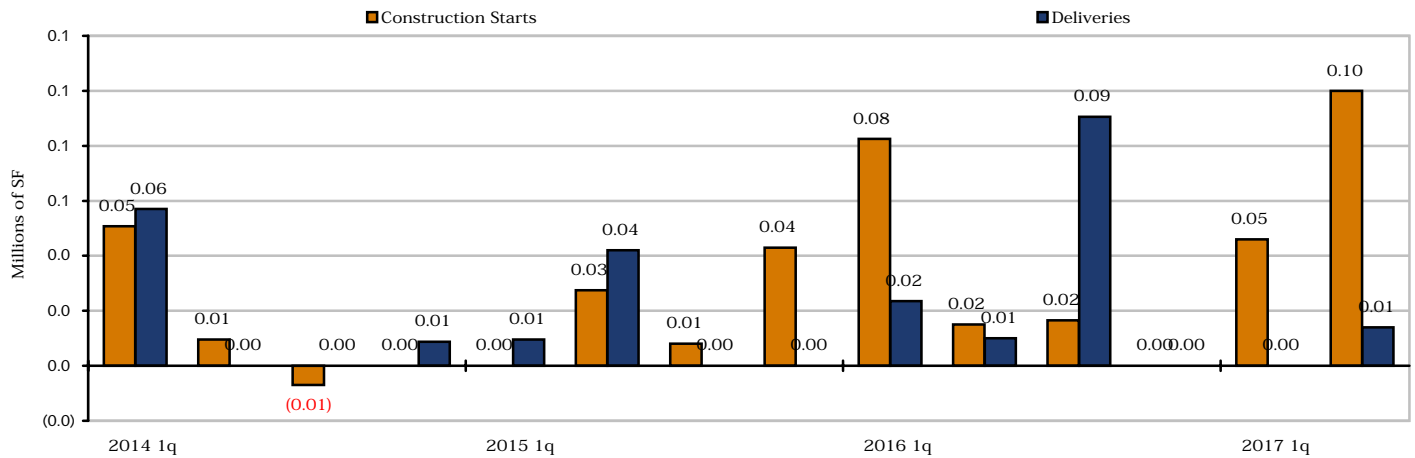
Syracuse Office Market



Inventory & development

Historical Construction Starts & Deliveries

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

RECENT DELIVERIES BY PROJECT SIZE Breakdown of Year-to-Date Development Based on RBA of Project

Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	1	14,000	840	6.0%	\$0.00	0	14,000
50,000 SF - 99,999 SF	0	0	0	0.0%	\$0.00	0	0
100,000 SF - 249,999 SF	0	0	0	0.0%	\$0.00	0	0
250,000 SF - 499,999 SF	0	0	0	0.0%	\$0.00	0	0
>= 500,000 SF	0	0	0	0.0%	\$0.00	0	0

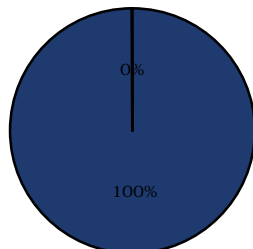
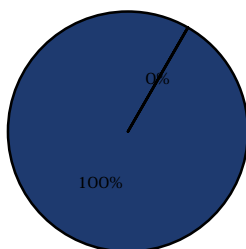
Source: CoStar Property®

Recent Development by Tenancy

Based on RBA Developed for Single & Multi Tenant Use

2017 Deliveries

Currently Under Construction



■ Multi ■ Single

■ Multi ■ Single

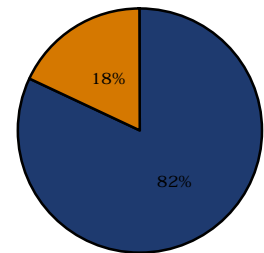
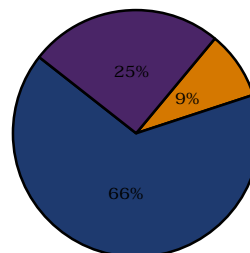
Source: CoStar Property®

Existing Inventory Comparison

Based on Total RBA

By Class

By Space Type



■ Class A ■ Class B ■ Class C

■ Multi ■ Single

Source: CoStar Property®

Select Year-to-Date Deliveries

Based on Project Square Footage

1. Harbor West Commons

Submarket: **Greater Syracuse**
 RBA: **14,000**
 # Floors: **2**
 Class: **B**
 Occupied: **6%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Third Quarter 2016**
 Deliv Date: **Second Quarter 2017**
 Leasing Co: **John Arquette Properties**
 Developer: **Montreal Construction Co., Inc.**
 Architect: **N/A**

Select Top Under Construction Properties

Based on Project Square Footage

1. 4520 W Seneca Tpk

Submarket: **W Outer Onondaga County**
 RBA: **46,000**
 # Floors: **1**
 Class: **B**
 Preleased: **0%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **First Quarter 2017**
 Deliv Date: **Third Quarter 2017**
 Leasing Co: **Pyramid Brokerage Company**
 Developer: **N/A**
 Architect: **N/A**

2. Southern Tier High Technology Incubator

Submarket: **Binghamton**
 RBA: **37,000**
 # Floors: **3**
 Class: **B**
 Preleased: **33%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Fourth Quarter 2015**
 Deliv Date: **Fourth Quarter 2017**
 Leasing Co: **Southern Tier High Technology Inc.**
 Developer: **N/A**
 Architect: **N/A**

3. 440 James St

Submarket: **Greater Syracuse**
 RBA: **10,000**
 # Floors: **2**
 Class: **B**
 Preleased: **67%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Second Quarter 2016**
 Deliv Date: **Second Quarter 2017**
 Leasing Co: **Sutton Real Estate Company, LLC**
 Developer: **N/A**
 Architect: **N/A**

4. NYS Linemen's Training Facility

Submarket: **NE Outer Onondaga County**
 RBA: **5,000**
 # Floors: **1**
 Class: **B**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2016**
 Deliv Date: **Second Quarter 2017**
 Leasing Co: **New York State Linemans**
 Developer: **N/A**
 Architect: **N/A**

5. 3760 Luker Rd

Submarket: **Binghamton**
 RBA: **2,500**
 # Floors: **1**
 Class: **B**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Third Quarter 2016**
 Deliv Date: **Second Quarter 2017**
 Leasing Co: **Cortland Self Storage**
 Developer: **N/A**
 Architect: **N/A**

Syracuse Office Market



Figures at a Glance

Class A Market Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Binghamton	2	109,579	5,341	5,341	4.9%	(5,341)	0	0	\$16.00
Greater Syracuse	0	0	0	0	0.0%	0	0	0	\$0.00
Madison County	0	0	0	0	0.0%	0	0	0	\$0.00
NE Outer Onondaga County	0	0	0	0	0.0%	0	0	0	\$0.00
Oswego County	0	0	0	0	0.0%	0	0	0	\$0.00
SE Outer Onondaga County	10	956,088	53,034	53,034	5.5%	(1,806)	0	0	\$19.87
Syracuse CBD	8	2,160,184	235,905	241,982	11.2%	14,015	0	0	\$16.45
W Outer Onondaga County	0	0	0	0	0.0%	0	0	0	\$0.00
Watertown	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	20	3,225,851	294,280	300,357	9.3%	6,868	0	0	\$17.16

Source: CoStar Property®

Class B Market Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Binghamton	276	5,336,768	696,317	696,317	13.0%	4,244	0	39,500	\$14.12
Greater Syracuse	172	4,492,241	261,935	261,935	5.8%	(18,592)	14,000	10,000	\$14.30
Madison County	32	412,059	2,200	2,200	0.5%	1,200	0	0	\$11.18
NE Outer Onondaga County	152	2,538,963	139,060	149,216	5.9%	8,928	0	5,000	\$15.05
Oswego County	44	380,017	12,507	12,507	3.3%	(2,157)	0	0	\$11.98
SE Outer Onondaga County	194	3,907,759	234,472	246,597	6.3%	20,466	0	0	\$15.07
Syracuse CBD	67	5,005,030	825,836	832,655	16.6%	(98,646)	0	0	\$14.23
W Outer Onondaga County	94	749,707	75,098	75,098	10.0%	9,366	0	146,000	\$15.90
Watertown	66	1,130,972	18,966	18,966	1.7%	0	0	0	\$17.92
Totals	1,097	23,953,516	2,266,391	2,295,491	9.6%	(75,191)	14,000	200,500	\$14.54

Source: CoStar Property®

Class C Market Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Binghamton	205	2,372,717	309,409	309,409	13.0%	2,260	0	0	\$7.81
Greater Syracuse	160	1,542,795	61,828	61,828	4.0%	6,582	0	0	\$13.36
Madison County	53	377,513	19,350	19,350	5.1%	(6,450)	0	0	\$9.89
NE Outer Onondaga County	145	1,033,541	92,877	92,877	9.0%	(35,650)	0	0	\$13.46
Oswego County	91	586,195	11,542	11,542	2.0%	(3,764)	0	0	\$7.99
SE Outer Onondaga County	153	990,607	57,316	57,316	5.8%	(12,225)	0	0	\$10.04
Syracuse CBD	30	733,803	64,507	64,507	8.8%	(23,360)	0	0	\$12.99
W Outer Onondaga County	78	444,326	17,520	17,520	3.9%	(11,467)	0	0	\$13.38
Watertown	115	1,221,104	26,926	26,926	2.2%	1,700	0	0	\$12.70
Totals	1,030	9,302,601	661,275	661,275	7.1%	(82,374)	0	0	\$10.87

Source: CoStar Property®

Total Office Market Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Binghamton	483	7,819,064	1,011,067	1,011,067	12.9%	1,163	0	39,500	\$12.49
Greater Syracuse	332	6,035,036	323,763	323,763	5.4%	(12,010)	14,000	10,000	\$14.19
Madison County	85	789,572	21,550	21,550	2.7%	(5,250)	0	0	\$10.07
NE Outer Onondaga County	297	3,572,504	231,937	242,093	6.8%	(26,722)	0	5,000	\$14.72
Oswego County	135	966,212	24,049	24,049	2.5%	(5,921)	0	0	\$10.79
SE Outer Onondaga County	357	5,854,454	344,822	356,947	6.1%	6,435	0	0	\$14.94
Syracuse CBD	105	7,899,017	1,126,248	1,139,144	14.4%	(107,991)	0	0	\$14.76
W Outer Onondaga County	172	1,194,033	92,618	92,618	7.8%	(2,101)	0	146,000	\$15.10
Watertown	181	2,352,076	45,892	45,892	2.0%	1,700	0	0	\$17.63
Totals	2,147	36,481,968	3,221,946	3,257,123	8.9%	(150,697)	14,000	200,500	\$14.41

Source: CoStar Property®



Syracuse Office Market

Figures at a Glance

Class A Market Statistics

Mid-Year 2017

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2017 2q	20	3,225,851	294,280	300,357	9.3%	24,655	0	0	0	0	\$17.16
2017 1q	20	3,225,851	276,275	325,012	10.1%	(17,787)	0	0	0	0	\$15.87
2016 4q	20	3,225,851	258,488	307,225	9.5%	(3,925)	0	0	0	0	\$16.60
2016 3q	20	3,225,851	254,563	303,300	9.4%	66,485	0	0	0	0	\$16.24
2016 2q	20	3,225,851	321,048	369,785	11.5%	(5,597)	0	0	0	0	\$16.70
2016 1q	20	3,225,851	315,451	364,188	11.3%	43,303	0	0	0	0	\$16.15
2015 4q	20	3,225,851	358,754	407,491	12.6%	4,410	0	0	0	0	\$16.39
2015 3q	20	3,225,851	363,164	411,901	12.8%	19,346	0	0	0	0	\$15.70
2015 2q	20	3,225,851	382,510	431,247	13.4%	15,226	0	0	0	0	\$16.13
2015 1q	20	3,225,851	387,165	446,473	13.8%	(8,432)	0	0	0	0	\$16.14
2014	20	3,225,851	407,173	438,041	13.6%	(15,211)	1	57,000	0	0	\$16.87
2013	19	3,168,851	362,984	365,830	11.5%	85,047	0	0	1	57,000	\$18.14
2012	19	3,168,851	450,877	450,877	14.2%	71,826	0	0	0	0	\$17.58
2011	19	3,168,851	522,703	522,703	16.5%	(183,887)	0	0	0	0	\$18.56
2010	19	3,168,851	338,816	338,816	10.7%	67,713	1	128,000	0	0	\$17.06
2009	18	3,040,851	278,529	278,529	9.2%	36,250	1	96,000	1	128,000	\$19.08

Source: CoStar Property®

Class B Market Statistics

Mid-Year 2017

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2017 2q	1,097	23,953,516	2,266,391	2,295,491	9.6%	61,266	1	14,000	6	200,500	\$14.54
2017 1q	1,096	23,939,516	2,323,813	2,342,757	9.8%	(136,457)	0	0	6	114,500	\$14.37
2016 4q	1,096	23,939,516	2,199,598	2,206,300	9.2%	(150,588)	0	0	5	68,500	\$13.72
2016 3q	1,097	24,009,499	2,118,993	2,125,695	8.9%	2,398	2	90,565	5	68,500	\$14.91
2016 2q	1,095	23,918,934	2,030,826	2,037,528	8.5%	254,025	2	10,000	5	142,565	\$14.43
2016 1q	1,093	23,908,934	2,274,851	2,281,553	9.5%	(32,158)	2	23,510	5	137,565	\$14.36
2015 4q	1,091	23,885,424	2,219,183	2,225,885	9.3%	137,670	0	0	6	78,522	\$13.71
2015 3q	1,092	23,969,424	2,430,853	2,447,555	10.2%	41,441	0	0	4	35,522	\$14.74
2015 2q	1,093	23,996,424	2,485,294	2,515,996	10.5%	133,284	1	42,000	3	27,510	\$14.22
2015 1q	1,092	23,954,424	2,576,578	2,607,280	10.9%	41,096	1	9,546	1	42,000	\$14.39
2014	1,091	23,944,878	2,608,128	2,638,830	11.0%	(175,717)	1	8,800	2	51,546	\$13.97
2013	1,090	24,025,780	2,499,101	2,544,015	10.6%	(508,830)	4	57,400	1	7,000	\$14.08
2012	1,088	23,985,096	1,964,901	1,994,501	8.3%	23,553	4	49,689	4	57,400	\$14.32
2011	1,084	23,935,407	1,944,525	1,968,365	8.2%	(75,022)	6	99,313	7	70,089	\$14.16
2010	1,078	23,836,094	1,785,582	1,794,030	7.5%	(31,694)	3	97,702	4	78,041	\$12.28
2009	1,072	23,728,442	1,610,661	1,654,684	7.0%	156,659	7	176,136	4	80,052	\$9.57

Source: CoStar Property®

Total Office Market Statistics

Mid-Year 2017

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2017 2q	2,147	36,481,968	3,221,946	3,257,123	8.9%	40,670	1	14,000	6	200,500	\$14.41
2017 1q	2,146	36,467,968	3,216,112	3,283,793	9.0%	(191,367)	0	0	6	114,500	\$14.05
2016 4q	2,146	36,467,968	3,036,987	3,092,426	8.5%	(177,837)	0	0	5	68,500	\$13.76
2016 3q	2,147	36,537,951	2,929,133	2,984,572	8.2%	84,895	2	90,565	5	68,500	\$14.25
2016 2q	2,145	36,447,386	2,923,463	2,978,902	8.2%	299,971	2	10,000	5	142,565	\$14.37
2016 1q	2,143	36,437,386	3,213,434	3,268,873	9.0%	39,979	2	23,510	5	137,565	\$14.15
2015 4q	2,141	36,413,876	3,229,903	3,285,342	9.0%	180,088	0	0	6	78,522	\$13.78
2015 3q	2,142	36,497,876	3,481,965	3,549,430	9.7%	172,500	0	0	4	35,522	\$14.22
2015 2q	2,143	36,524,876	3,667,465	3,748,930	10.3%	202,453	1	42,000	3	27,510	\$14.08
2015 1q	2,143	36,502,876	3,837,347	3,929,383	10.8%	30,643	1	9,546	1	42,000	\$14.10
2014	2,142	36,493,330	3,886,884	3,950,480	10.8%	(355,512)	2	65,800	2	51,546	\$13.97
2013	2,140	36,517,232	3,565,771	3,618,870	9.9%	(400,038)	4	57,400	2	64,000	\$14.41
2012	2,139	36,572,548	3,239,209	3,274,148	9.0%	92,369	4	49,689	4	57,400	\$14.08
2011	2,135	36,522,859	3,292,988	3,316,828	9.1%	(313,806)	6	99,313	7	70,089	\$14.15
2010	2,129	36,423,546	2,895,261	2,903,709	8.0%	159,799	6	240,536	4	78,041	\$12.56
2009	2,120	36,173,060	2,768,999	2,813,022	7.8%	115,247	9	281,257	7	222,886	\$10.96

Source: CoStar Property®

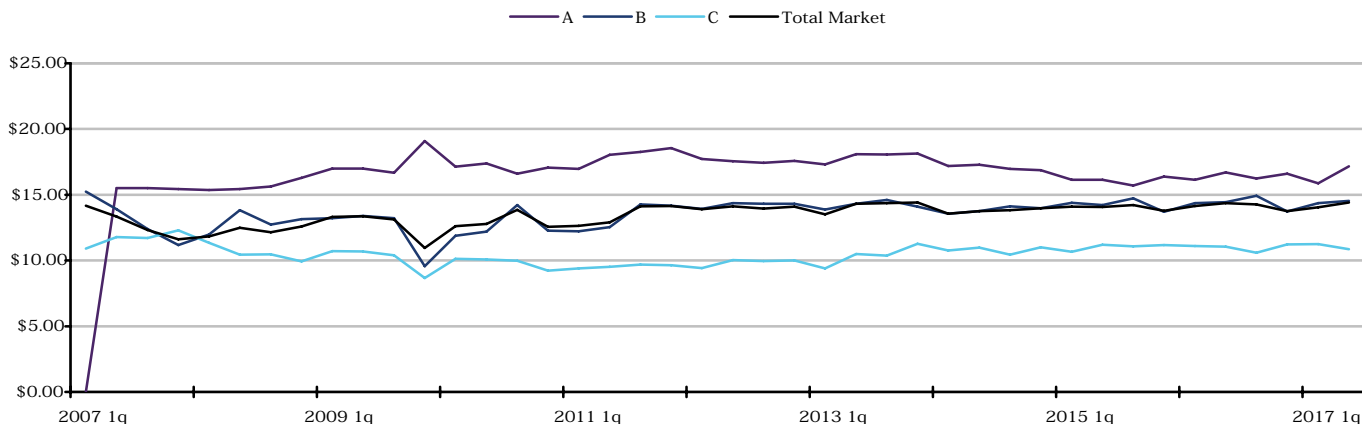
Syracuse Office Market



Leasing Activity

Historical Rental Rates

Based on Full-Service Equivalent Rental Rates



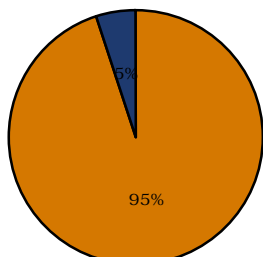
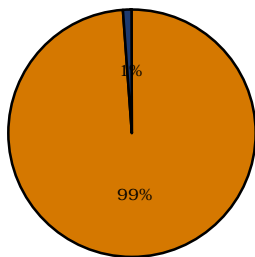
Source: CoStar Property®

Vacancy by Available Space Type

Percent of All Vacant Space in Direct vs. Sublet

Syracuse

United States



Direct Sublet

Direct Sublet

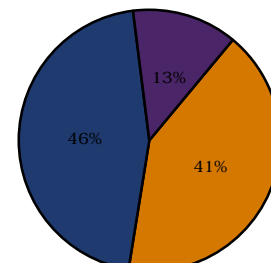
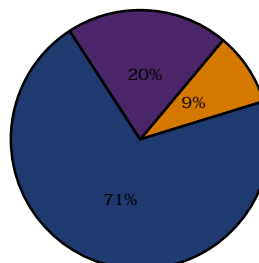
Source: CoStar Property®

Vacancy by Class

Percent of All Vacant Space by Class

Syracuse

United States



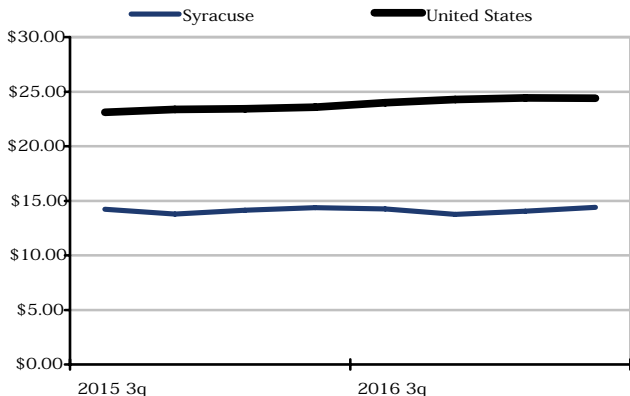
Class A Class B Class C

Class A Class B Class C

Source: CoStar Property®

U.S. Rental Rate Comparison

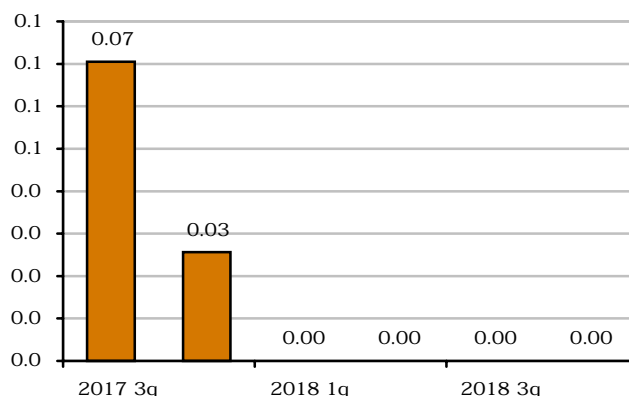
Based on Full-Service Equivalent Rental Rates



Source: CoStar Property®

Future Space Available

Space Scheduled to be Available for Occupancy*



* Includes Under Construction Spaces

Source: CoStar Property®

Select Top Office Leases Based on Leased Square Footage For Deals Signed in 2017

Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1 5801 E Taft Rd	SEOuterOnondagaCounty	10,000	1st	Unknown	N/A	JF Real Estate, Inc.
2 The Atrium	Syracuse CBD	10,000	1st	CH Insurance	N/A	JF Real Estate, Inc.
3 4104 Vestal Rd	Broome County	8,200	1st	Unknown	N/A	Kradjian Properties
4 54 Genesee St	WOuterOnondagaCounty	7,150	2nd	Hearth Management	N/A	Sutton Real Estate Company, LLC
5 200 Salina Meadows Pky	NEOuterOnondagaCounty	6,179	1st	Corvel	N/A	CBD Brokerage
6 935 James St	Greater Syracuse	5,720	1st	Unknown	Washington Street Partners	Washington Street Partners
7 Bridgewater Place	Greater Syracuse	5,164	1st	Recruiting Agency	CBD Brokerage	The Pioneer Companies
8 231 Salina Meadows Pky - Building IV	NEOuterOnondagaCounty	5,028	1st	Progressive Insurance	N/A	CBD Brokerage
9 100 E Washington St	Syracuse CBD	4,000	1st	Unknown	N/A	Partnership - 1 Clinton Square; JF
10 251 Salina Meadows Pky	NEOuterOnondagaCounty	3,977	2nd	Unknown	N/A	JF Real Estate, Inc.
11 North Medical Plaza	NEOuterOnondagaCounty	3,900	1st	Unknown	N/A	Summit Management
12 One Financial Plaza	Syracuse CBD	3,859	2nd	Unknown	N/A	CORCNY Brokerage Company, LLC
13 Medical Center West	WOuterOnondagaCounty	3,493	1st	Unknown	N/A	Sutton Real Estate Company, LLC
14 5000 Campuswood Dr	SEOuterOnondagaCounty	3,375	1st	Unknown	N/A	CBD Brokerage
15 810 W Genesee Street Rd	WOuterOnondagaCounty	3,300	1st	Unknown	N/A	Soules Dunn Associates
16 5793 Widewaters Pky	SEOuterOnondagaCounty	3,300	1st	Allergy Asthma Rheumatology	N/A	Summit Management
17 344 W Genesee St	Syracuse CBD	2,800	2nd	Branches Driving School	Direct Deal	TMT Realty Group, LLC
18 Brooklawn Corporate Center	SEOuterOnondagaCounty	2,735	2nd	Securitas	Direct Deal	Pemco Group Leasing
19 251 Salina Meadows Pky	NEOuterOnondagaCounty	2,697	2nd	Unknown	N/A	JF Real Estate, Inc.
20 Erie Medical Plaza	Greater Syracuse	2,668	1st	Comprehensive Gynecology	N/A	CBD Brokerage

Syracuse Office Market

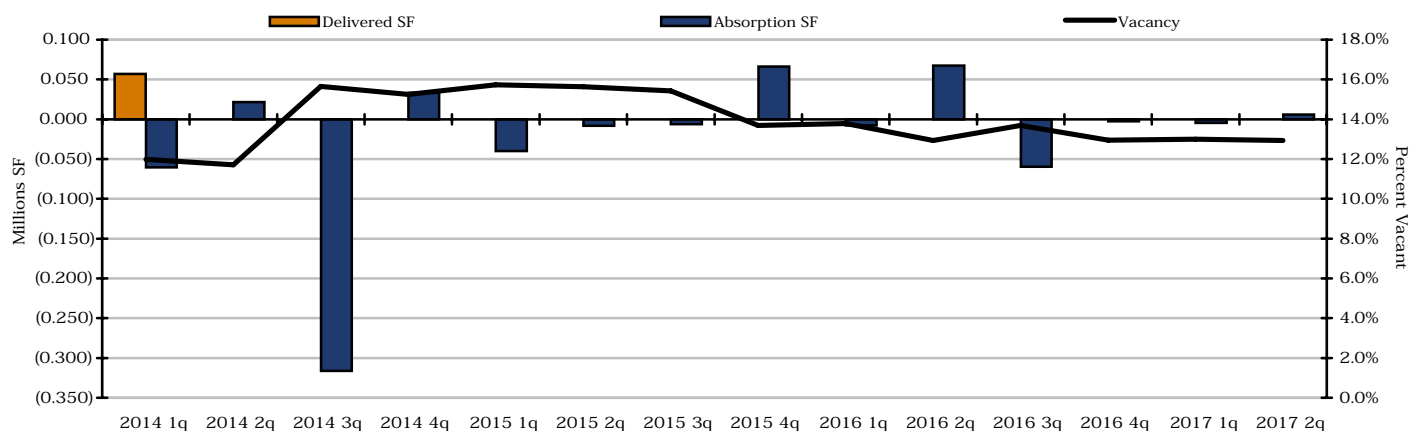


Binghamton Market

Market Highlights – Class “A, B & C”

Deliveries, Absorption & Vacancy

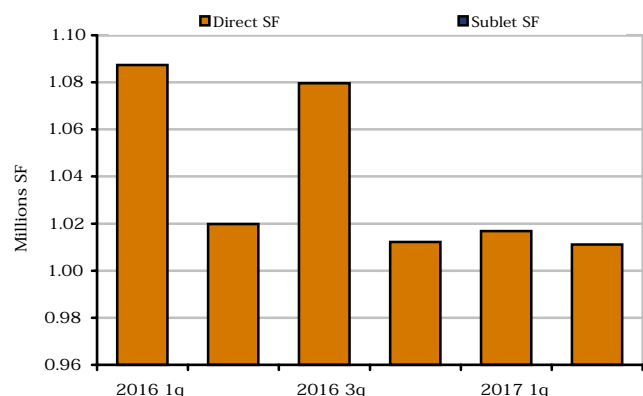
Historical Analysis, All Classes



Source: CoStar Property®

Vacant Space

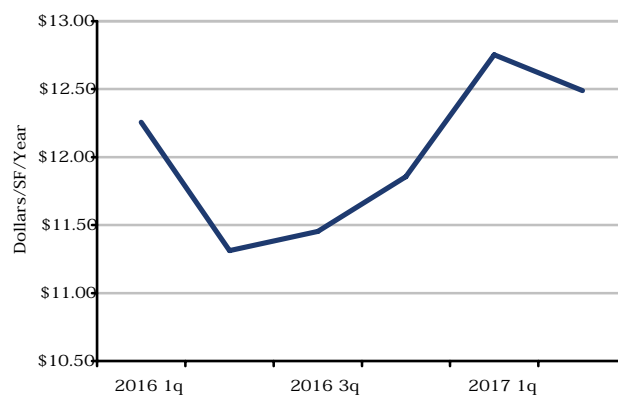
Historical Analysis, All Classes



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	483	7,819,064	1,011,067	12.9%	5,780	0	0	2	39,500	\$12.49
2017 1q	483	7,819,064	1,016,847	13.0%	(4,617)	0	0	2	39,500	\$12.75
2016 4q	483	7,819,064	1,012,230	12.9%	(2,632)	0	0	2	39,500	\$11.86
2016 3q	484	7,889,047	1,079,581	13.7%	(59,725)	0	0	2	39,500	\$11.45
2016 2q	484	7,889,047	1,019,856	12.9%	67,505	0	0	1	37,000	\$11.31
2016 1q	484	7,889,047	1,087,361	13.8%	(7,954)	0	0	1	37,000	\$12.26
2015 4q	484	7,889,047	1,079,407	13.7%	66,256	0	0	1	37,000	\$11.36
2015 3q	485	7,973,047	1,229,663	15.4%	(5,982)	0	0	0	0	\$11.44
2015 2q	486	8,000,047	1,250,681	15.6%	(8,337)	0	0	0	0	\$10.82
2015 1q	487	8,020,047	1,262,344	15.7%	(39,898)	0	0	0	0	\$11.99
2014 4q	487	8,020,047	1,222,446	15.2%	33,370	0	0	0	0	\$14.56
2014 3q	487	8,020,047	1,255,816	15.7%	(316,236)	0	0	0	0	\$12.74
2014 2q	487	8,020,047	939,580	11.7%	21,452	0	0	0	0	\$12.99
2014 1q	487	8,020,047	961,032	12.0%	(60,315)	1	57,000	0	0	\$13.12
2013 4q	486	7,963,047	843,717	10.6%	(349,960)	0	0	1	57,000	\$14.66
2013 3q	487	8,059,047	589,757	7.3%	(97,786)	0	0	1	57,000	\$12.82

Source: CoStar Property®



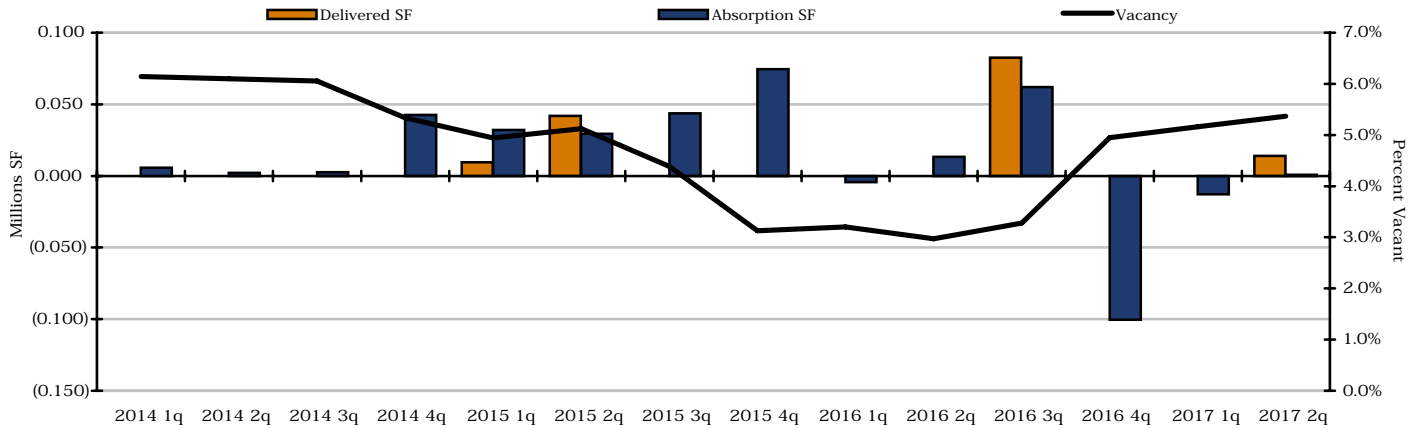
Syracuse Office Market

Greater Syracuse Market

Market Highlights - Class "A, B & C"

Deliveries, Absorption & Vacancy

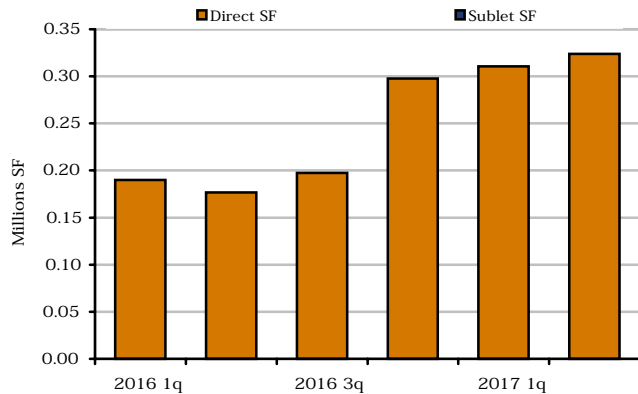
Historical Analysis, All Classes



Source: CoStar Property®

Vacant Space

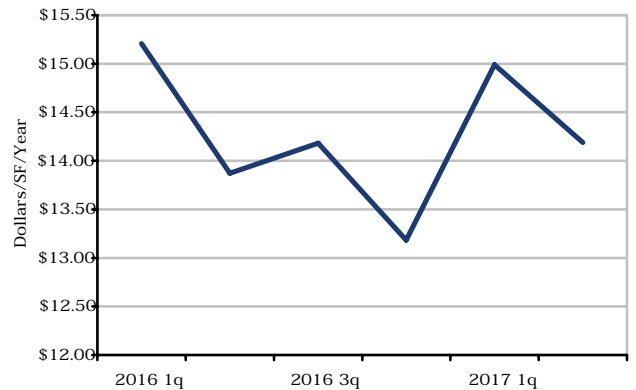
Historical Analysis, All Classes



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	332	6,035,036	323,763	5.4%	899	1	14,000	1	10,000	\$14.19
2017 1q	331	6,021,036	310,662	5.2%	(12,909)	0	0	2	24,000	\$14.99
2016 4q	331	6,021,036	297,753	4.9%	(100,482)	0	0	2	24,000	\$13.18
2016 3q	331	6,021,036	197,271	3.3%	61,924	1	82,553	2	24,000	\$14.18
2016 2q	330	5,938,483	176,642	3.0%	13,396	0	0	2	92,553	\$13.87
2016 1q	330	5,938,483	190,038	3.2%	(4,328)	0	0	1	82,553	\$15.21
2015 4q	330	5,938,483	185,710	3.1%	74,561	0	0	0	0	\$13.55
2015 3q	330	5,938,483	260,271	4.4%	43,796	0	0	0	0	\$15.23
2015 2q	330	5,938,483	304,067	5.1%	29,463	1	42,000	0	0	\$14.29
2015 1q	329	5,896,483	291,530	4.9%	32,038	1	9,546	1	42,000	\$15.09
2014 4q	328	5,886,937	314,022	5.3%	42,630	0	0	2	51,546	\$12.81
2014 3q	328	5,886,937	356,652	6.1%	2,587	0	0	2	51,546	\$13.00
2014 2q	328	5,886,937	359,239	6.1%	2,250	0	0	2	51,546	\$12.69
2014 1q	328	5,886,937	361,489	6.1%	5,715	0	0	1	42,000	\$13.53
2013 4q	328	5,886,937	367,204	6.2%	2,108	0	0	0	0	\$12.11
2013 3q	328	5,886,937	369,312	6.3%	(22,880)	0	0	0	0	\$12.42

Source: CoStar Property®

Syracuse Office Market

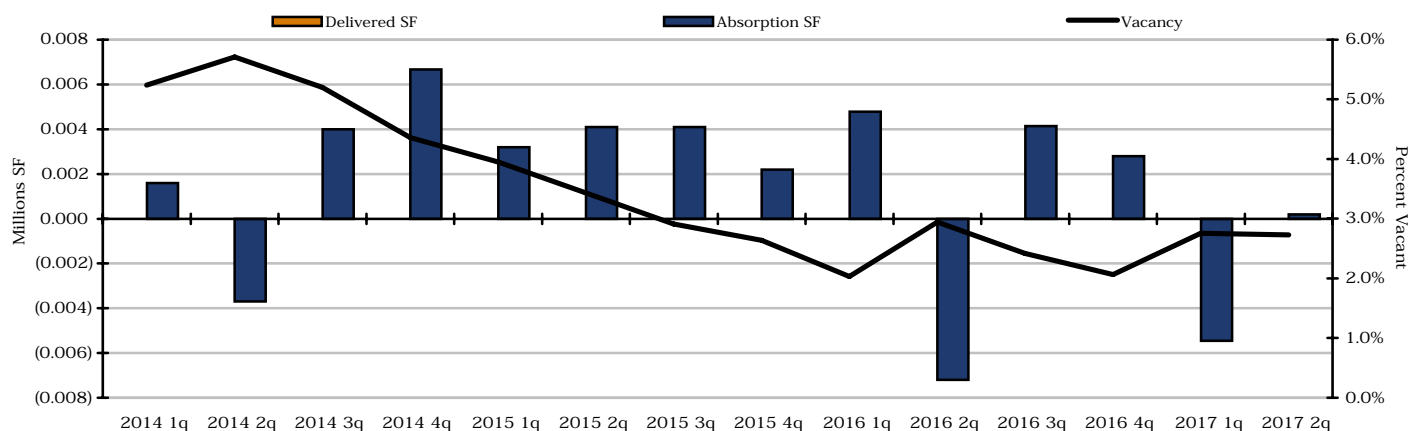


Madison County Market

Market Highlights – Class “A, B & C”

Deliveries, Absorption & Vacancy

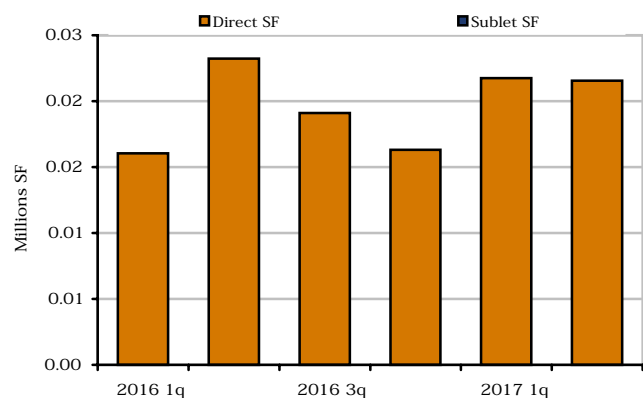
Historical Analysis, All Classes



Source: CoStar Property®

Vacant Space

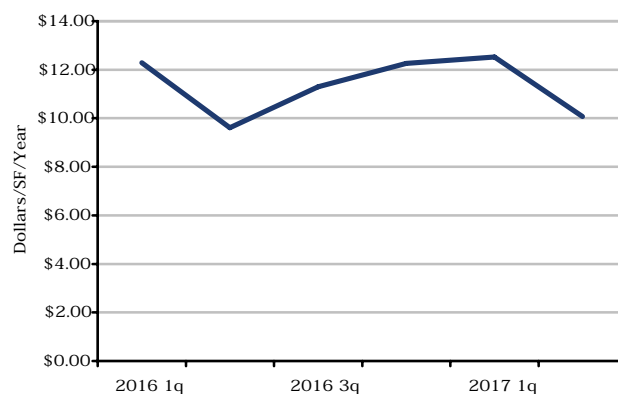
Historical Analysis, All Classes



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	85	789,572	21,550	2.7%	200	0	0	0	0	\$10.07
2017 1q	85	789,572	21,750	2.8%	(5,450)	0	0	0	0	\$12.52
2016 4q	85	789,572	16,300	2.1%	2,790	0	0	0	0	\$12.26
2016 3q	85	789,572	19,090	2.4%	4,145	0	0	0	0	\$11.30
2016 2q	85	789,572	23,235	2.9%	(7,202)	0	0	0	0	\$9.61
2016 1q	85	789,572	16,033	2.0%	4,780	0	0	0	0	\$12.29
2015 4q	85	789,572	20,813	2.6%	2,188	0	0	0	0	\$11.15
2015 3q	85	789,572	23,001	2.9%	4,100	0	0	0	0	\$11.03
2015 2q	85	789,572	27,101	3.4%	4,100	0	0	0	0	\$9.09
2015 1q	85	789,572	31,201	4.0%	3,200	0	0	0	0	\$12.36
2014 4q	85	789,572	34,401	4.4%	6,670	0	0	0	0	\$10.96
2014 3q	85	789,572	41,071	5.2%	4,000	0	0	0	0	\$10.86
2014 2q	85	789,572	45,071	5.7%	(3,700)	0	0	0	0	\$9.83
2014 1q	85	789,572	41,371	5.2%	1,600	0	0	0	0	\$11.36
2013 4q	85	789,572	42,971	5.4%	(7,782)	0	0	0	0	\$9.91
2013 3q	85	789,572	35,189	4.5%	(6,100)	0	0	0	0	\$8.99

Source: CoStar Property®



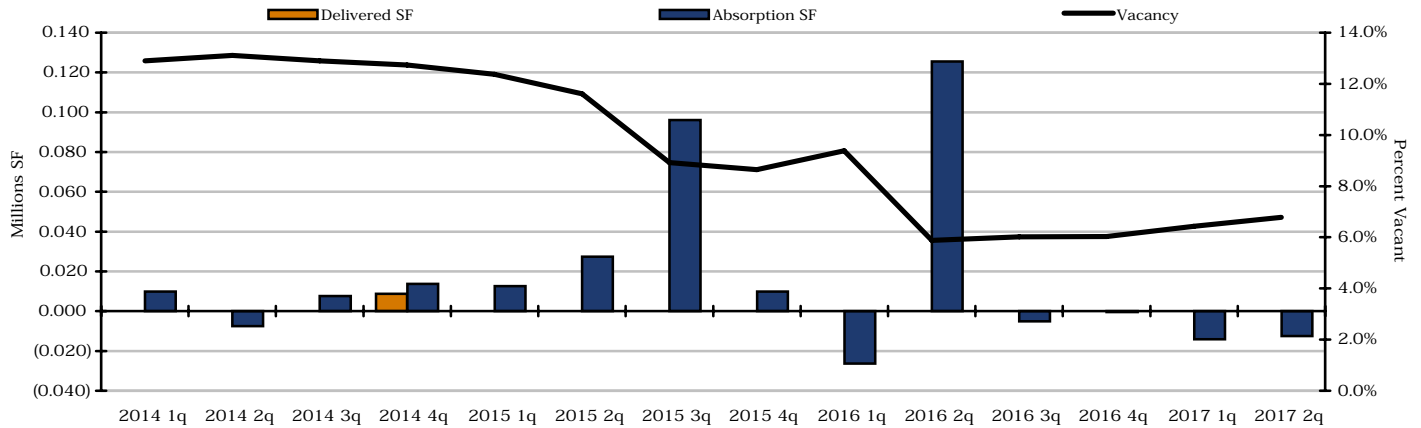
Syracuse Office Market

NE Outer Onondaga County Market

Market Highlights - Class "A, B & C"

Deliveries, Absorption & Vacancy

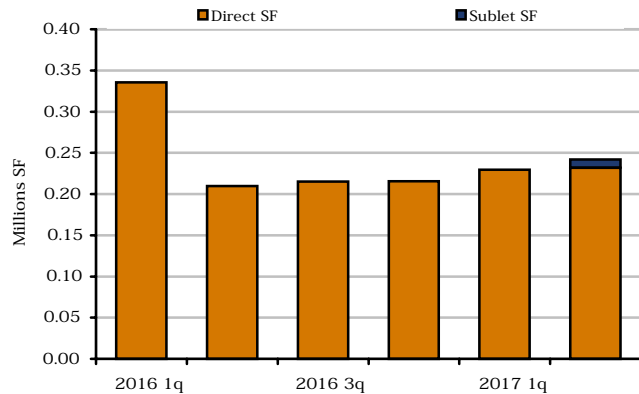
Historical Analysis, All Classes



Source: CoStar Property®

Vacant Space

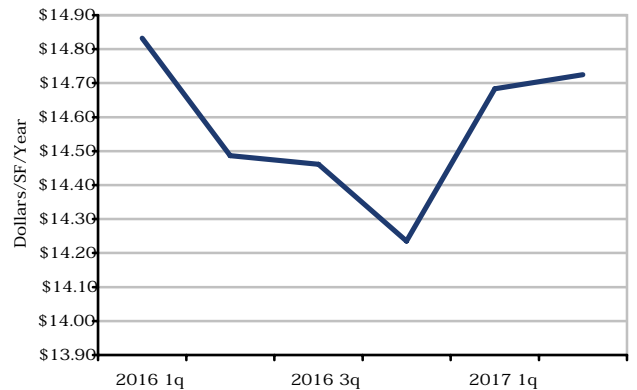
Historical Analysis, All Classes



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	297	3,572,504	242,093	6.8%	(12,564)	0	0	1	5,000	\$14.72
2017 1q	297	3,572,504	229,529	6.4%	(14,158)	0	0	1	5,000	\$14.68
2016 4q	297	3,572,504	215,371	6.0%	(358)	0	0	1	5,000	\$14.24
2016 3q	297	3,572,504	215,013	6.0%	(5,146)	0	0	1	5,000	\$14.46
2016 2q	297	3,572,504	209,867	5.9%	125,510	0	0	1	5,000	\$14.49
2016 1q	297	3,572,504	335,377	9.4%	(26,385)	0	0	0	0	\$14.83
2015 4q	297	3,572,504	308,992	8.6%	9,888	0	0	0	0	\$15.22
2015 3q	297	3,572,504	318,880	8.9%	96,011	0	0	0	0	\$14.97
2015 2q	297	3,572,504	414,891	11.6%	27,329	0	0	0	0	\$14.73
2015 1q	297	3,572,504	442,220	12.4%	12,630	0	0	0	0	\$14.74
2014 4q	297	3,572,504	454,850	12.7%	13,700	1	8,800	0	0	\$14.80
2014 3q	296	3,563,704	459,750	12.9%	7,578	0	0	1	8,800	\$14.61
2014 2q	296	3,563,704	467,328	13.1%	(7,536)	0	0	1	8,800	\$14.90
2014 1q	296	3,563,704	459,792	12.9%	9,870	0	0	1	8,800	\$14.98
2013 4q	296	3,563,704	469,662	13.2%	14,251	0	0	0	0	\$15.37
2013 3q	296	3,563,704	483,913	13.6%	(17,018)	0	0	0	0	\$15.14

Source: CoStar Property®

Syracuse Office Market

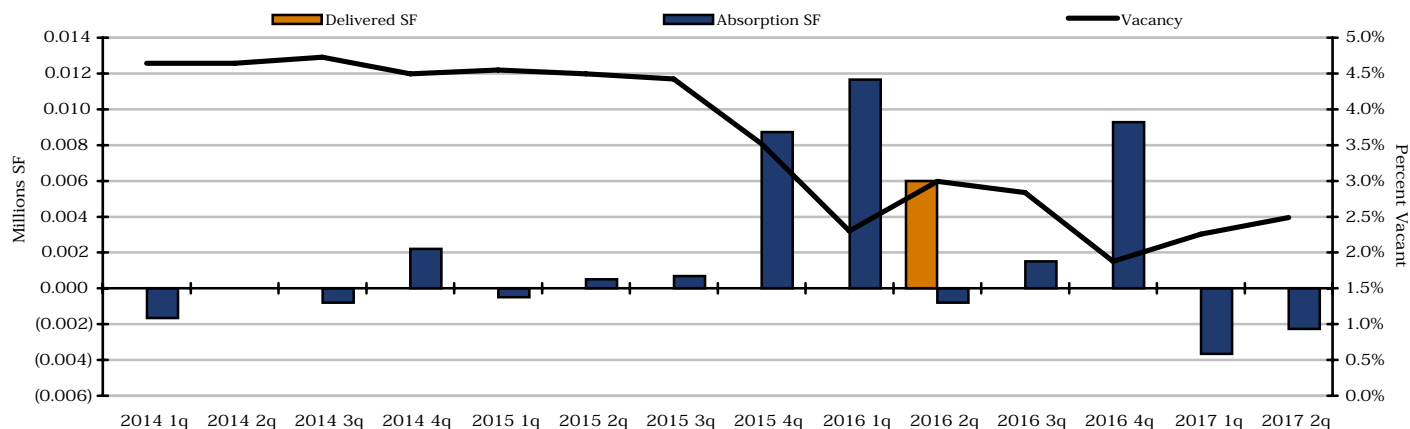


Oswego County Market

Market Highlights – Class “A, B & C”

Deliveries, Absorption & Vacancy

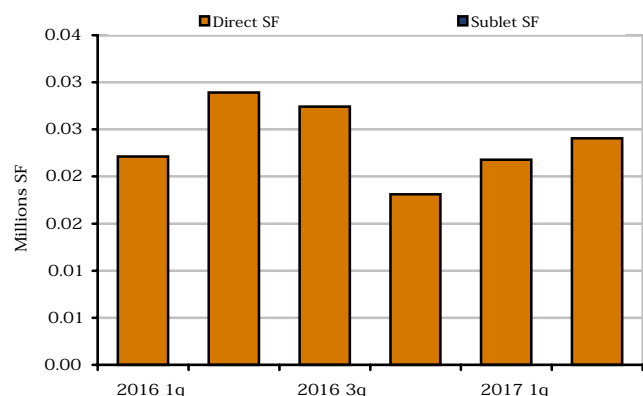
Historical Analysis, All Classes



Source: CoStar Property®

Vacant Space

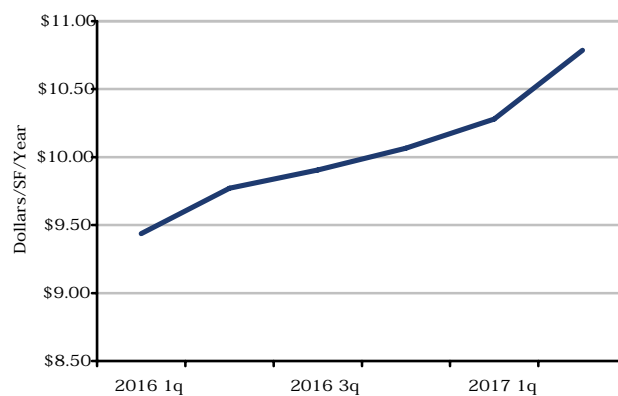
Historical Analysis, All Classes



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	135	966,212	24,049	2.5%	(2,264)	0	0	0	0	\$10.79
2017 1q	135	966,212	21,785	2.3%	(3,657)	0	0	0	0	\$10.28
2016 4q	135	966,212	18,128	1.9%	9,289	0	0	0	0	\$10.07
2016 3q	135	966,212	27,417	2.8%	1,500	0	0	0	0	\$9.90
2016 2q	135	966,212	28,917	3.0%	(800)	1	6,000	0	0	\$9.77
2016 1q	134	960,212	22,117	2.3%	11,650	0	0	1	6,000	\$9.44
2015 4q	134	960,212	33,767	3.5%	8,722	0	0	1	6,000	\$10.83
2015 3q	134	960,212	42,489	4.4%	678	0	0	0	0	\$9.90
2015 2q	134	960,212	43,167	4.5%	511	0	0	0	0	\$9.15
2015 1q	134	960,212	43,678	4.5%	(500)	0	0	0	0	\$8.94
2014 4q	134	960,212	43,178	4.5%	2,200	0	0	0	0	\$9.42
2014 3q	134	960,212	45,378	4.7%	(800)	0	0	0	0	\$9.40
2014 2q	134	960,212	44,578	4.6%	0	0	0	0	0	\$7.97
2014 1q	134	960,212	44,578	4.6%	(1,658)	0	0	0	0	\$8.17
2013 4q	134	960,212	42,920	4.5%	1,700	0	0	0	0	\$8.91
2013 3q	134	960,212	44,620	4.6%	1,450	0	0	0	0	\$8.80

Source: CoStar Property®



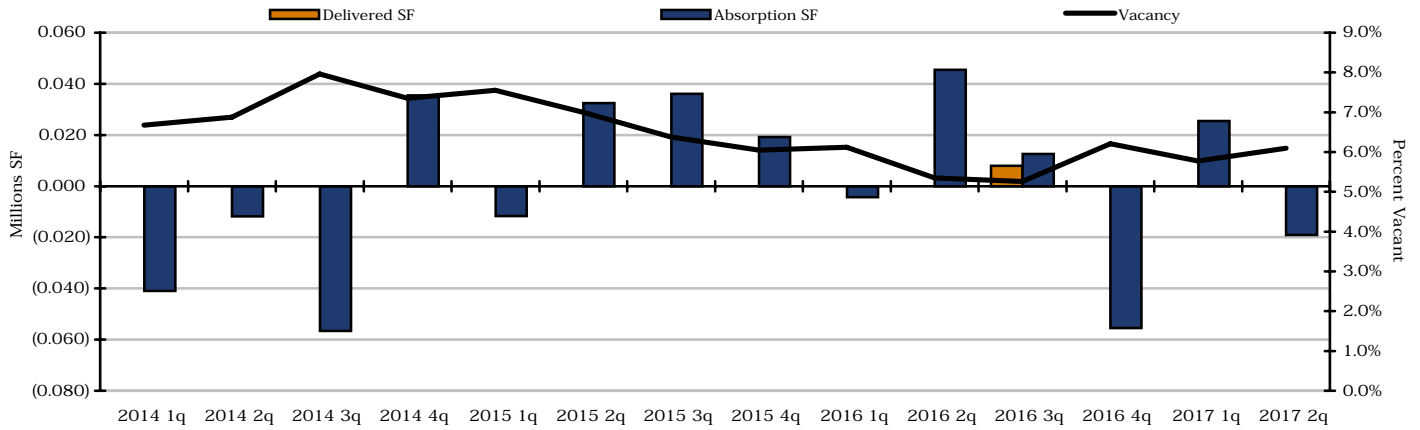
Syracuse Office Market

SE Outer Onondaga County Market

Market Highlights – Class “A, B & C”

Deliveries, Absorption & Vacancy

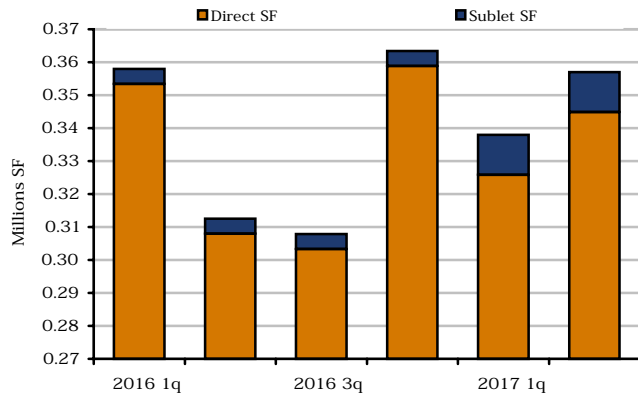
Historical Analysis, All Classes



Source: CoStar Property®

Vacant Space

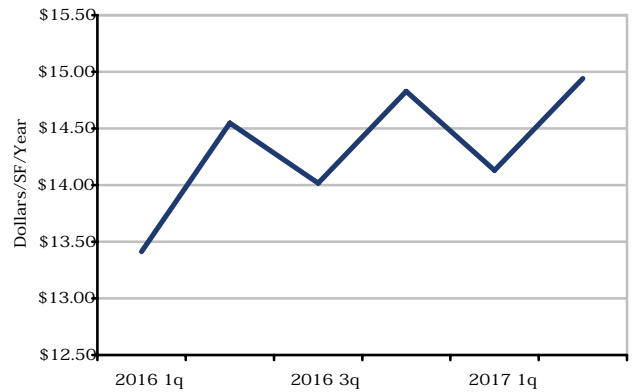
Historical Analysis, All Classes



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	357	5,854,454	356,947	6.1%	(19,024)	0	0	0	0	\$14.94
2017 1q	357	5,854,454	337,923	5.8%	25,459	0	0	0	0	\$14.13
2016 4q	357	5,854,454	363,382	6.2%	(55,507)	0	0	0	0	\$14.83
2016 3q	357	5,854,454	307,875	5.3%	12,636	1	8,012	0	0	\$14.02
2016 2q	356	5,846,442	312,499	5.3%	45,458	0	0	1	8,012	\$14.55
2016 1q	356	5,846,442	357,957	6.1%	(4,332)	0	0	1	8,012	\$13.41
2015 4q	356	5,846,442	353,625	6.0%	19,173	0	0	1	8,012	\$14.55
2015 3q	356	5,846,442	372,798	6.4%	36,145	0	0	1	8,012	\$13.64
2015 2q	356	5,846,442	408,943	7.0%	32,537	0	0	0	0	\$14.51
2015 1q	356	5,846,442	441,480	7.6%	(11,686)	0	0	0	0	\$13.24
2014 4q	356	5,846,442	429,794	7.4%	35,528	0	0	0	0	\$14.67
2014 3q	356	5,846,442	465,322	8.0%	(56,590)	0	0	0	0	\$13.95
2014 2q	355	5,839,442	401,732	6.9%	(11,804)	0	0	1	7,000	\$14.48
2014 1q	355	5,839,442	389,928	6.7%	(40,953)	0	0	1	7,000	\$13.03
2013 4q	355	5,839,442	348,975	6.0%	42,603	0	0	1	7,000	\$16.08
2013 3q	356	5,853,158	405,294	6.9%	(15,048)	0	0	0	0	\$15.04

Source: CoStar Property®

Syracuse Office Market

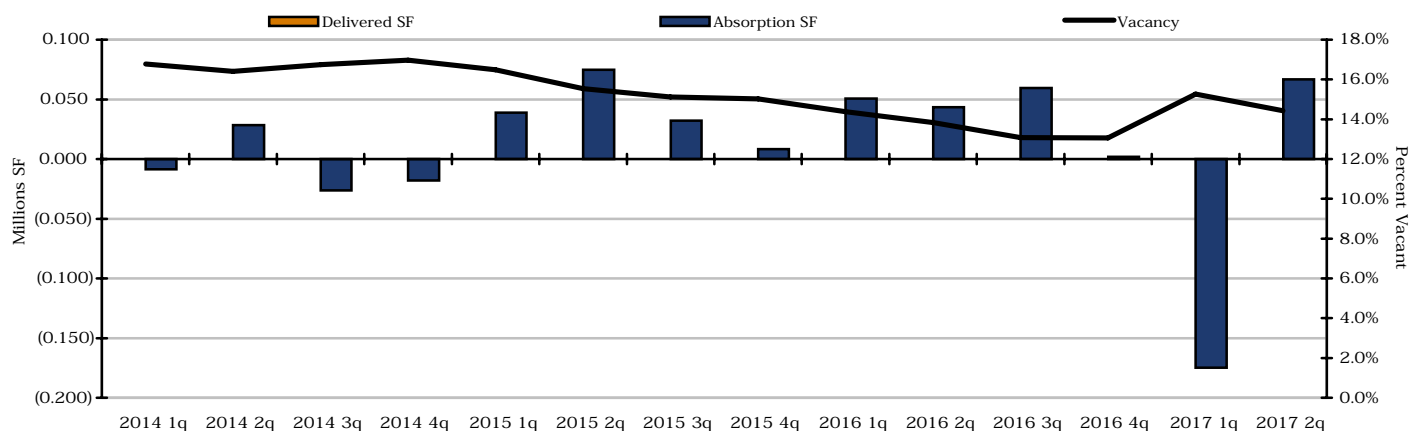


Syracuse CBD Market

Market Highlights - Class "A, B & C"

Deliveries, Absorption & Vacancy

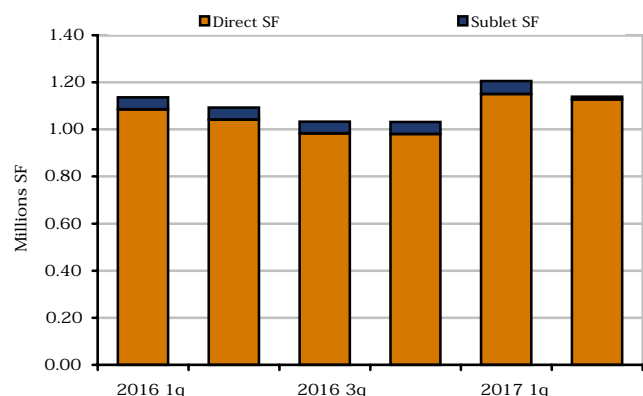
Historical Analysis, All Classes



Source: CoStar Property®

Vacant Space

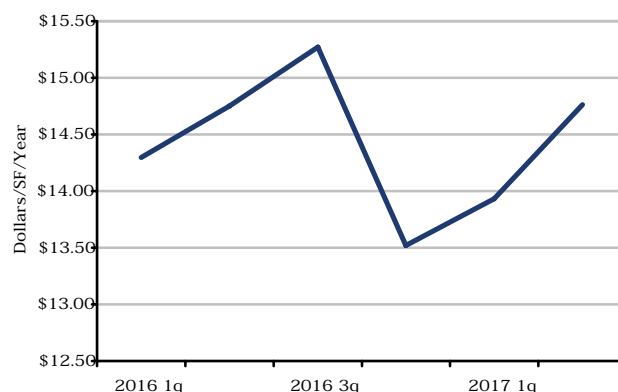
Historical Analysis, All Classes



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	105	7,899,017	1,139,144	14.4%	66,817	0	0	0	0	\$14.76
2017 1q	105	7,899,017	1,205,961	15.3%	(174,808)	0	0	0	0	\$13.93
2016 4q	105	7,899,017	1,031,153	13.1%	1,953	0	0	0	0	\$13.52
2016 3q	105	7,899,017	1,033,106	13.1%	59,571	0	0	0	0	\$15.27
2016 2q	105	7,899,017	1,092,677	13.8%	43,436	0	0	0	0	\$14.75
2016 1q	105	7,899,017	1,136,113	14.4%	50,585	0	0	0	0	\$14.30
2015 4q	105	7,899,017	1,186,698	15.0%	8,200	0	0	0	0	\$13.62
2015 3q	105	7,899,017	1,194,898	15.1%	32,228	0	0	0	0	\$14.91
2015 2q	105	7,899,017	1,227,126	15.5%	74,776	0	0	0	0	\$14.25
2015 1q	105	7,899,017	1,301,902	16.5%	38,755	0	0	0	0	\$14.13
2014 4q	105	7,899,017	1,340,657	17.0%	(17,953)	0	0	0	0	\$13.65
2014 3q	105	7,899,017	1,322,704	16.7%	(26,165)	0	0	0	0	\$14.25
2014 2q	105	7,899,017	1,296,539	16.4%	28,461	0	0	0	0	\$13.71
2014 1q	105	7,899,017	1,325,000	16.8%	(8,692)	0	0	0	0	\$13.53
2013 4q	106	7,995,719	1,413,010	17.7%	(137,452)	0	0	0	0	\$14.20
2013 3q	106	7,995,719	1,275,558	16.0%	71,682	0	0	0	0	\$14.82

Source: CoStar Property®



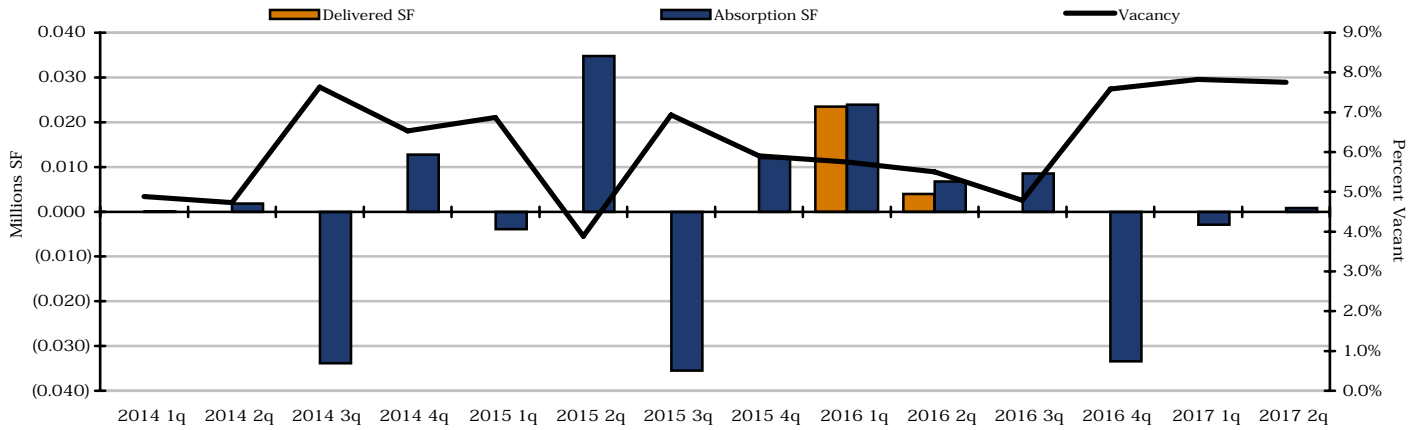
Syracuse Office Market

W Outer Onondaga County Market

Market Highlights - Class "A, B & C"

Deliveries, Absorption & Vacancy

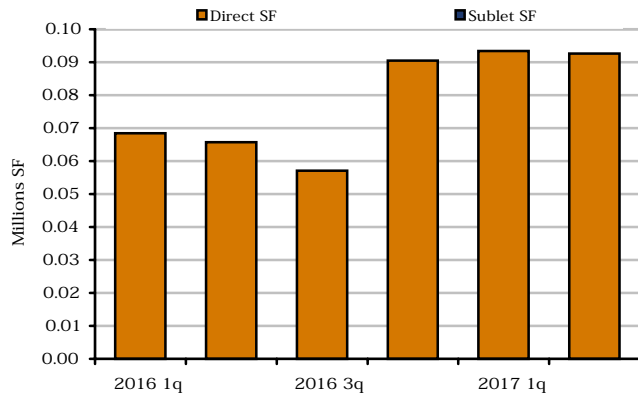
Historical Analysis, All Classes



Source: CoStar Property®

Vacant Space

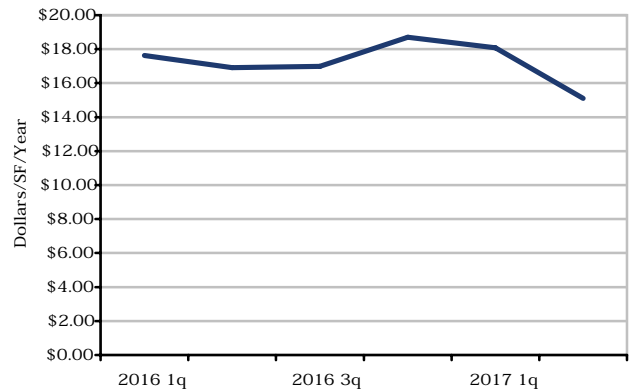
Historical Analysis, All Classes



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	172	1,194,033	92,618	7.8%	826	0	0	2	146,000	\$15.10
2017 1q	172	1,194,033	93,444	7.8%	(2,927)	0	0	1	46,000	\$18.07
2016 4q	172	1,194,033	90,517	7.6%	(33,390)	0	0	0	0	\$18.70
2016 3q	172	1,194,033	57,127	4.8%	8,565	0	0	0	0	\$16.99
2016 2q	172	1,194,033	65,692	5.5%	6,750	1	4,000	0	0	\$16.91
2016 1q	171	1,190,033	68,442	5.8%	23,904	2	23,510	1	4,000	\$17.64
2015 4q	169	1,166,523	68,836	5.9%	12,000	0	0	3	27,510	\$16.27
2015 3q	169	1,166,523	80,836	6.9%	(35,476)	0	0	3	27,510	\$15.10
2015 2q	169	1,166,523	45,360	3.9%	34,763	0	0	3	27,510	\$15.60
2015 1q	169	1,166,523	80,123	6.9%	(3,896)	0	0	0	0	\$16.94
2014 4q	169	1,166,523	76,227	6.5%	12,783	0	0	0	0	\$15.26
2014 3q	169	1,166,523	89,010	7.6%	(33,864)	0	0	0	0	\$12.57
2014 2q	169	1,166,523	55,146	4.7%	1,793	0	0	0	0	\$12.21
2014 1q	169	1,166,523	56,939	4.9%	8	0	0	0	0	\$14.79
2013 4q	169	1,166,523	56,947	4.9%	4,007	0	0	0	0	\$13.53
2013 3q	169	1,166,523	60,954	5.2%	(6,971)	0	0	0	0	\$13.62

Source: CoStar Property®

Syracuse Office Market

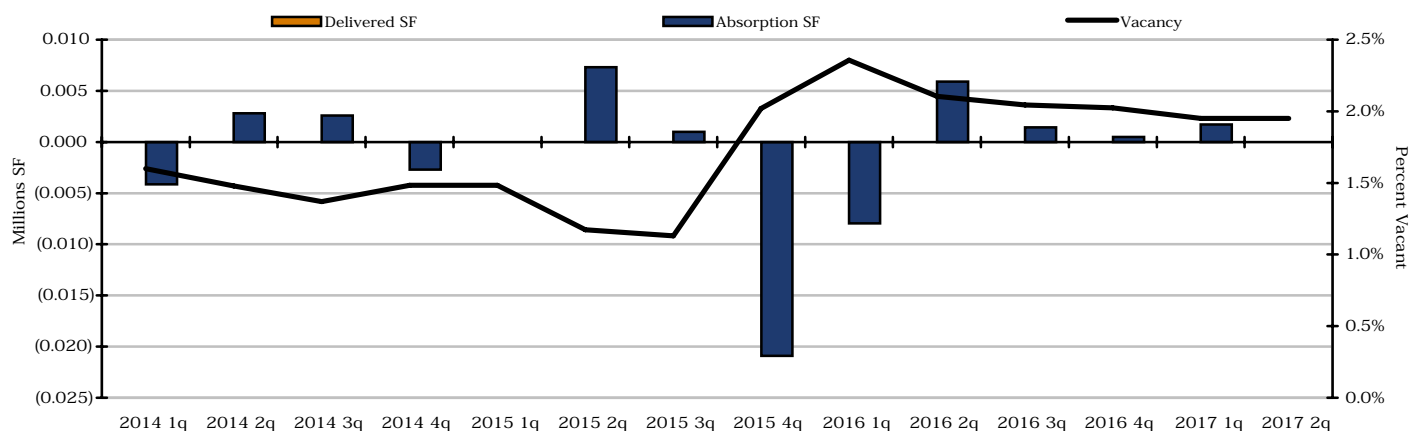


Watertown Market

Market Highlights – Class “A, B & C”

Deliveries, Absorption & Vacancy

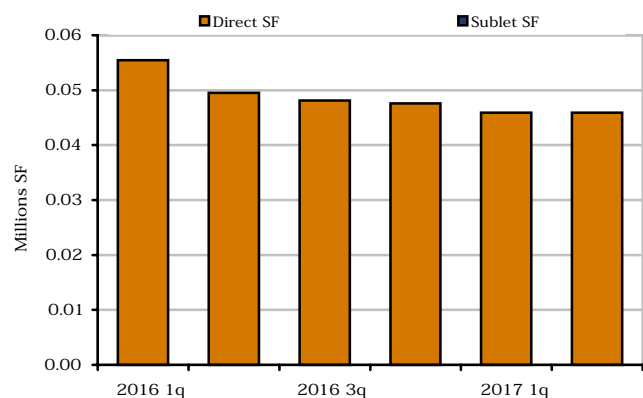
Historical Analysis, All Classes



Source: CoStar Property®

Vacant Space

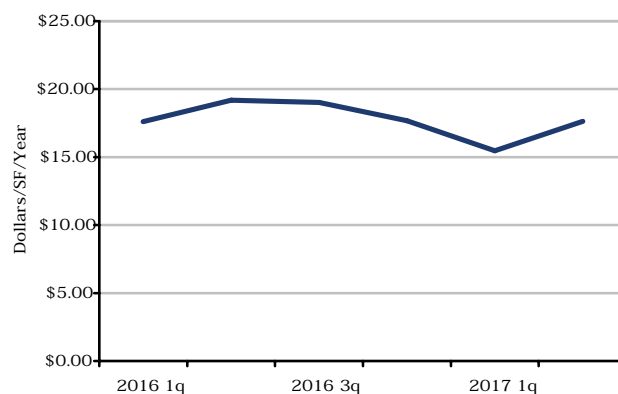
Historical Analysis, All Classes



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, All Classes



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	181	2,352,076	45,892	2.0%	0	0	0	0	0	\$17.63
2017 1q	181	2,352,076	45,892	2.0%	1,700	0	0	0	0	\$15.47
2016 4q	181	2,352,076	47,592	2.0%	500	0	0	0	0	\$17.68
2016 3q	181	2,352,076	48,092	2.0%	1,425	0	0	0	0	\$19.03
2016 2q	181	2,352,076	49,517	2.1%	5,918	0	0	0	0	\$19.19
2016 1q	181	2,352,076	55,435	2.4%	(7,941)	0	0	0	0	\$17.61
2015 4q	181	2,352,076	47,494	2.0%	(20,900)	0	0	0	0	\$17.95
2015 3q	181	2,352,076	26,594	1.1%	1,000	0	0	0	0	\$18.17
2015 2q	181	2,352,076	27,594	1.2%	7,311	0	0	0	0	\$18.17
2015 1q	181	2,352,076	34,905	1.5%	0	0	0	0	0	\$18.33
2014 4q	181	2,352,076	34,905	1.5%	(2,695)	0	0	0	0	\$19.47
2014 3q	181	2,352,076	32,210	1.4%	2,600	0	0	0	0	\$16.56
2014 2q	181	2,352,076	34,810	1.5%	2,800	0	0	0	0	\$16.59
2014 1q	181	2,352,076	37,610	1.6%	(4,146)	0	0	0	0	\$13.53
2013 4q	181	2,352,076	33,464	1.4%	4,000	0	0	0	0	\$19.58
2013 3q	182	2,355,076	40,464	1.7%	3,000	0	0	0	0	\$15.84

Source: CoStar Property®