

# CoStar Industrial Statistics

First Quarter 2017

## National Industrial Market



**CoStar**<sup>TM</sup>  
The knowledge market

## Table of Contents

Table of Contents . . . . .	<b>A</b>
Methodology . . . . .	<b>B</b>
Terms & Definitions . . . . .	<b>C</b>
Market Highlights & Overview . . . . .	<b>1</b>
Inventory & Development Analysis . . . . .	<b>15</b>
Inventory & Development Analysis	
Select Top Deliveries	
Select Top Under Construction Properties	
Figures at a Glance by Building Type & Submarket	
Historical Figures at a Glance	
Leasing Activity Analysis . . . . .	<b>29</b>
Select Top Lease Transactions	
Sales Activity Analysis . . . . .	<b>31</b>
Sales Activity Analysis	
Select Top Sales Transactions	

## Methodology

The CoStar Industrial Statistics calculates Industrial statistics using CoStar Group's base of existing, under construction and under renovation Industrial buildings in each given metropolitan area. All Industrial building types are included, including warehouse, flex / research & development, distribution, manufacturing, industrial showroom, and service buildings, in both single-tenant and multi-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 Industrial Report are calculated using the quoted rental rate for each property.

CoStar regularly opens new markets to expand its geographic coverage which results in varying start dates for historical data. Due to differences in market start dates and a desire to show as long a historical timeframe as possible, only the following markets are included in the historical charts within this report: Atlanta, Austin, Baltimore, Boston, Broward County, Charlotte, Chicago, Cincinnati, Cleveland, Columbus, Dallas/Ft Worth, Dayton, Denver, Detroit, East Bay/Oakland, Houston, Indianapolis, Inland Empire (California), Jacksonville (Florida), Kansas City, Long Island (New York), Los Angeles, Memphis, Miami-Dade County, Nashville, Northern New Jersey, Orange (California), Orlando, Palm Beach County, Philadelphia, Phoenix, Pittsburgh, Raleigh/Durham, Sacramento, San Diego, San Francisco, Seattle/Puget Sound, South Bay/San Jose, St. Louis, Tampa/St Petersburg, Washington, and Westchester/So Connecticut. When ever possible all markets are included to provide as broad as possible national coverage. The Market Highlights and Overview narrative includes all markets.

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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.

## U.S.'s Vacancy Stays at 5.3% Net Absorption Positive 57,854,121 SF in the Quarter

The U.S. Industrial market ended the first quarter 2017 with a vacancy rate of 5.3%. The vacancy rate was unchanged over the previous quarter, with net absorption totaling positive 57,854,121 square feet in the first quarter. Vacant sublease space increased in the quarter, ending the quarter at 41,421,640 square feet. Rental rates ended the first quarter at \$6.14, an increase over the previous quarter. A total of 517 buildings delivered to the market in the quarter totaling 63,349,697 square feet, with 268,096,457 square feet still under construction at the end of the quarter.

### Absorption

Net absorption for the overall U.S. Industrial market was positive 57,854,121 square feet in the first quarter 2017. That compares to positive 89,532,870 square feet in the fourth quarter 2016, positive 121,458,631 square feet in the third quarter 2016, and positive 83,160,076 square feet in the second quarter 2016.

The Flex building market recorded net absorption of positive 1,038,190 square feet in the first quarter 2017, compared to positive 6,158,621 square feet in the fourth quarter 2016, positive 7,574,508 in the third quarter 2016, and positive 8,326,501 in the second quarter 2016.

The Warehouse building market recorded net absorption of positive 56,815,931 square feet in the first quarter 2017 compared to positive 83,374,249 square feet in the fourth quarter 2016, positive 113,884,123 in the third quarter 2016, and positive 74,833,575 in the second quarter 2016.

### Vacancy

The Industrial vacancy rate in the U.S. market area remained at 5.3% at the end of the first quarter 2017. The

vacancy rate was 5.3% at the end of the fourth quarter 2016, 5.5% at the end of the third quarter 2016, and 5.7% at the end of the second quarter 2016.

Flex projects reported a vacancy rate of 7.1% at the end of the first quarter 2017, 7.0% at the end of the fourth quarter 2016, 7.2% at the end of the third quarter 2016, and 7.5% at the end of the second quarter 2016.

Warehouse projects reported a vacancy rate of 5.1% at the end of the first quarter 2017, 5.1% at the end of fourth quarter 2016, 5.3% at the end of the third quarter 2016, and 5.5% at the end of the second quarter 2016.

### Largest Lease Signings

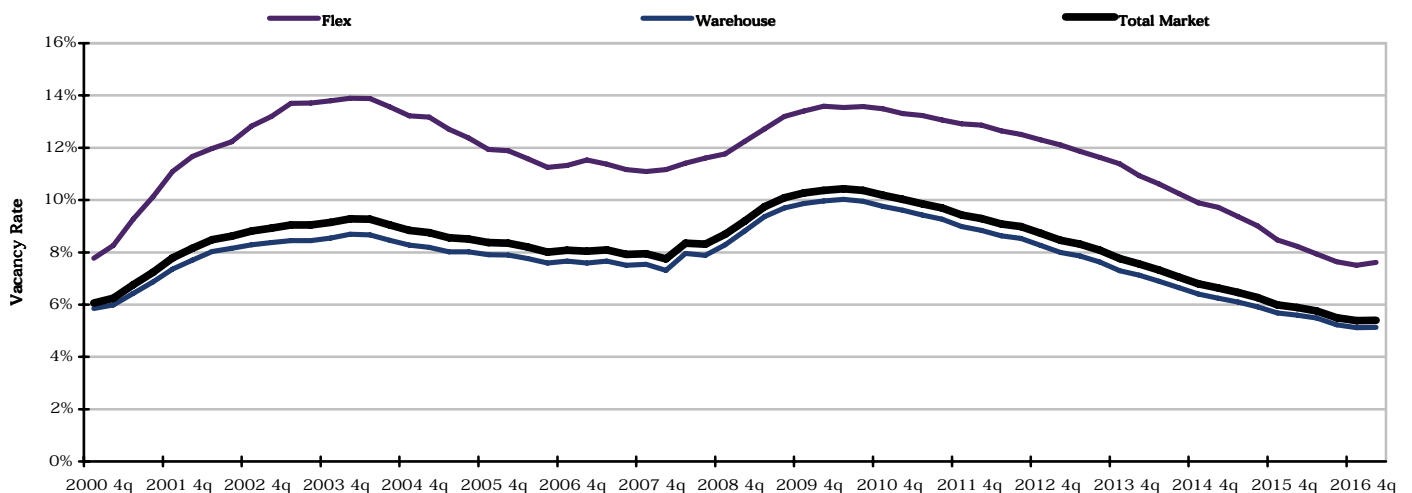
The largest lease signings occurring in 2017 included: the 1,348,024-square-foot lease signed by Under Armor at 7030 Tradepoint Ave in the Baltimoremarket; the 1,004,400-square-foot deal signed by UPS at 2320 E Bardin Rd in the Dallas/Ft Worth market; and the 927,112-square-foot lease signed by Spectrum Brands HHI at 32880 W 191st St in the Kansas City market.

### Sublease Vacancy

The amount of vacant sublease space in the U.S. market increased to 41,421,640 square feet by the end of the first quarter 2017, from 40,842,043 square feet at the end of the fourth quarter 2016. There was 41,059,958 square feet vacant at the end of the third quarter 2016 and 38,932,847 square feet at the end of the second quarter 2016.

U.S.'s Flex projects reported vacant sublease space of 6,017,278 square feet at the end of first quarter 2017, up from the 5,913,391 square feet reported at the end of the fourth quarter 2016. There were 5,791,572 square feet of sub-

## Vacancy Rates by Building Type\* 2000-2017



Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

lease space vacant at the end of the third quarter 2016, and 5,326,433 square feet at the end of the second quarter 2016.

Warehouse projects reported increased vacant sublease space from the fourth quarter 2016 to the first quarter 2017. Sublease vacancy went from 34,928,652 square feet to 35,404,362 square feet during that time. There was 35,268,386 square feet at the end of the third quarter 2016, and 33,606,414 square feet at the end of the second quarter 2016.

## Rental Rates

The average quoted asking rental rate for available Industrial space was \$6.14 per square foot per year at the end of the first quarter 2017 in the U.S. market area. This represented a 1.7% increase in quoted rental rates from the end of the fourth quarter 2016, when rents were reported at \$6.04 per square foot.

The average quoted rate within the Flex sector was \$12.08 per square foot at the end of the first quarter 2017, while Warehouse rates stood at \$5.40. At the end of the fourth quarter 2016, Flex rates were \$11.88 per square foot, and Warehouse rates were \$5.32.

## Deliveries and Construction

During the first quarter 2017, 517 buildings totaling 63,349,697 square feet were completed in the U.S. market area. This compares to 516 buildings totaling 66,069,282 square feet that were completed in the fourth quarter 2016, 523 buildings totaling 86,785,053 square feet completed in the third quarter 2016, and 56,002,967 square feet in 404 buildings completed in the second quarter 2016.

There were 268,096,457 square feet of Industrial space under construction at the end of the first quarter 2017.

Some of the notable 2017 deliveries include: Mars/Wrigley, a 1,388,000-square-foot facility in the Chicago market that delivered in first quarter 2017 and is now 100% occupied, and Riverbend Tech Park - Building 1, a 1,200,000-square-foot building that delivered in first quarter 2017 in the Buffalo/Niagara Falls market and is now 100% occupied.

The largest projects underway at the end of first quarter 2017 were 2641 Portofino Dr in the Reno/Sparks market, a 3,800,000-square-foot building with 100% of its space pre-leased, and Volvo North American Manufacturing, a 2,300,000-square-foot facility in the Charleston/N Charleston market that is 100% pre-leased.

## Inventory

Total Industrial inventory in the U.S. market area amounted to 22,043,823,374 square feet in 640,650 buildings as of the end of the first quarter 2017. The Flex sector consisted of 2,330,739,321 square feet in 92,094 projects. The Warehouse sector consisted of 19,713,084,053 square feet in 548,556 build-

ings. Within the Industrial market there were 71,880 owner-occupied buildings accounting for 4,419,590,473 square feet of Industrial space.

## Sales Activity

Tallying industrial building sales of 15,000 square feet or larger, U.S. industrial sales figures rose during the fourth quarter 2016 in terms of dollar volume compared to the third quarter of 2016.

In the fourth quarter, 1,608 industrial transactions closed with a total volume of \$10,969,311,643. The 1,608 buildings totaled 143,665,237 square feet and the average price per square foot equated to \$76.35 per square foot. That compares to 1,438 transactions totaling \$9,236,256,701 in the third quarter. The total square footage was 121,054,602 for an average price per square foot of \$76.30.

Total year-to-date industrial building sales activity in 2016 is up compared to the previous year. In the twelve months of 2016, the market saw 6,108 industrial sales transactions with a total volume of \$36,235,017,011. The price per square foot has averaged \$72.63 this year. In the twelve months of 2015, the market posted 6,292 transactions with a total volume of \$33,781,261,469. The price per square foot averaged \$68.60.

Cap rates have been higher in 2016, averaging 7.52%, compared to the twelve months of last year when they averaged 7.43%.

One of the largest transactions that has occurred within the last 4 quarters in the U.S. market is the sale of Underwood Distribution Center in the Houston market. This 2,165,200 square foot distribution center sold for \$155,000,000, or \$71.59 per square foot. The property sold on 2/15/2017.

## Albany/Schenectady/Troy

The vacancy rate remained unchanged in Albany/Schenectady/Troy in the first quarter. With 75,000 square feet in deliveries, and positive 19,534 square feet in net absorption, the vacancy rate held at 5.0%, the same rate reported in the previous quarter. The market had 550,250 square feet under construction at the end of the quarter, and rental rates stood at \$5.00 per square foot.

## Albuquerque

The Albuquerque industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 151,303 square feet caused the vacancy rate to down from 3.6% to 3.3% in the quarter. Rental rates stood at \$6.56.

## Anchorage

The Anchorage industrial market reported no new deliveries and no space under construction at the end of

the first quarter 2017. With this limited construction activity, net absorption of negative (128,276) square feet caused the vacancy rate to up from 2.3% to 3.1% in the quarter. Rental rates stood at \$13.23.

## Asheville

The vacancy rate remained unchanged in Asheville in the first quarter. With 75,000 square feet in deliveries, and positive 48,126 square feet in net absorption, the vacancy rate held at 2.9%, the same rate reported in the previous quarter. The market had 40,500 square feet under construction at the end of the quarter, and rental rates stood at \$5.63 per square foot.

## Atlanta

The Atlanta industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 7.1%, from 7.4% in the previous quarter. Rental rates ended the quarter at \$4.49 per square foot, from \$4.41 in the previous quarter. There was a total of 5,299,133 square feet that delivered in the quarter, with 14,322,659 square feet still under construction at the end of the quarter.

## Augusta/Richmond County

The Augusta/Richmond County industrial market saw vacancies rise and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 11.1%, from 10.3% in the previous quarter. Rental rates ended the quarter at \$3.33 per square foot, from \$3.42 in the previous quarter. There was a total of 24,000 square feet that delivered in the quarter, with 367,880 square feet still under construction at the end of the quarter.

## Austin

The Austin industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.0%, from 4.8% in the previous quarter. Rental rates ended the quarter at \$9.51 per square foot, from \$9.31 in the previous quarter. There was a total of 1,132,037 square feet that delivered in the quarter, with 1,518,183 square feet still under construction at the end of the quarter.

## Bakersfield

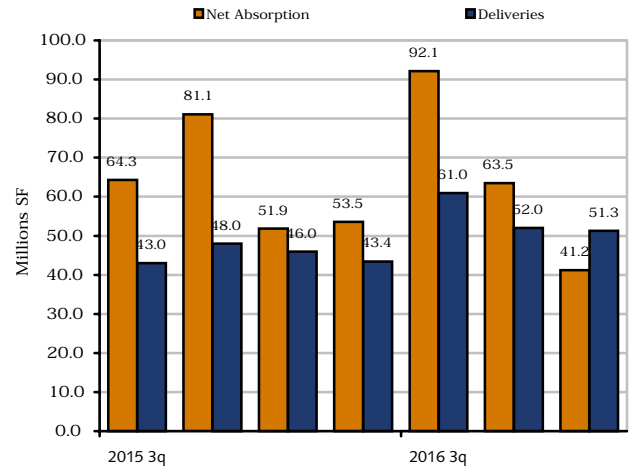
With no new industrial space being delivered to the market, and positive 60,333 square feet of net absorption, Bakersfield's vacancy rate went from 4.7% to 4.5% in the quarter. Rental rates went from \$7.90 to \$7.90 during that time. At the end of the quarter, there was 36,575 square feet underway for future delivery.

## Baltimore

The Baltimore industrial market saw vacancies fall and rental rates decrease from the fourth quarter 2016 to the first

## Absorption & Deliveries\*

Past 7 Quarters



Source: CoStar Property® \* Select markets included in this chart - see Methodology page.

quarter 2017. The overall vacancy rate currently sits at 8.5%, from 8.8% in the previous quarter. Rental rates ended the quarter at \$6.00 per square foot, from \$6.02 in the previous quarter. There was a total of 367,250 square feet that delivered in the quarter, with 6,425,914 square feet still under construction at the end of the quarter.

## Baton Rouge

The Baton Rouge industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.9%, from 4.0% in the previous quarter. Rental rates ended the quarter at \$6.48 per square foot, from \$6.08 in the previous quarter. There was a total of 142,000 square feet that delivered in the quarter, with 1,132,200 square feet still under construction at the end of the quarter.

## Beaumont/Port Arthur

With no new industrial space being delivered to the market, and negative (28,358) square feet of net absorption, Beaumont/Port Arthur's vacancy rate went from 7.2% to 7.5% in the quarter. Rental rates went from \$6.29 to \$6.20 during that time. At the end of the quarter, there was 20,450 square feet underway for future delivery.

## Birmingham

With no new industrial space being delivered to the market, and negative (876,951) square feet of net absorption, Birmingham's vacancy rate went from 5.9% to 6.5% in the quarter. Rental rates went from \$3.50 to \$3.53 during that time. At the end of the quarter, there was 1,937,000 square feet underway for future delivery.



## Boise City/Nampa

The Boise City/Nampa industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.8%, from 3.7% in the previous quarter. Rental rates ended the quarter at \$6.21 per square foot, from \$6.00 in the previous quarter. There was a total of 52,500 square feet that delivered in the quarter, with 321,211 square feet still under construction at the end of the quarter.

## Boston

The Boston industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.7%, from 6.1% in the previous quarter. Rental rates ended the quarter at \$6.90 per square foot, from \$6.78 in the previous quarter. There was a total of 438,996 square feet that delivered in the quarter, with 3,071,019 square feet still under construction at the end of the quarter.

## Bremerton/Silverdale

The Bremerton/Silverdale industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 2,575 square feet caused the vacancy rate to down from 1.5% to 1.4% in the quarter. Rental rates stood at \$10.45.

## Broward County

With no new industrial space being delivered to the market, and positive 435,046 square feet of net absorption, Broward County's vacancy rate went from 4.3% to 4.0% in the quarter. Rental rates went from \$9.48 to \$9.64 during that time. At the end of the quarter, there was 753,864 square feet underway for future delivery.

## Brownsville/Harlingen

With no new industrial space being delivered to the market, and negative (76,037) square feet of net absorption, Brownsville/Harlingen's vacancy rate went from 5.6% to 6.3% in the quarter. Rental rates went from \$3.77 to \$3.83 during that time. At the end of the quarter, there was 100,000 square feet underway for future delivery.

## Buffalo/Niagara Falls

The Buffalo/Niagara Falls industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 7.2%, from 7.0% in the previous quarter. Rental rates ended the quarter at \$5.57 per square foot, from \$4.75 in the previous quarter. There was a total of 1,206,000 square feet that delivered in the quarter, with 75,713 square feet still under construction at the end of the quarter.

## Charleston WV

The Charleston WV industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.0%, from 4.4% in the previous quarter. Rental rates ended the quarter at \$5.76 per square foot, from \$5.68 in the previous quarter. There was a total of 15,000 square feet that delivered in the quarter, with 20,000 square feet still under construction at the end of the quarter.

## Charleston/N Charleston

The Charleston/N Charleston industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.5%, from 6.6% in the previous quarter. Rental rates ended the quarter at \$5.66 per square foot, from \$5.40 in the previous quarter. There was a total of 292,002 square feet that delivered in the quarter, with 6,836,406 square feet still under construction at the end of the quarter.

## Charlotte

The Charlotte industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 4.8%, from 5.3% in the previous quarter. Rental rates ended the quarter at \$4.38 per square foot, from \$4.34 in the previous quarter. There was a total of 332,162 square feet that delivered in the quarter, with 3,490,192 square feet still under construction at the end of the quarter.

## Chattanooga

With no new industrial space being delivered to the market, and positive 272,630 square feet of net absorption, Chattanooga's vacancy rate went from 8.0% to 7.3% in the quarter. Rental rates went from \$3.24 to \$3.45 during that time. At the end of the quarter, there was 271,813 square feet underway for future delivery.

## Chicago

The Chicago industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.8%, from 6.5% in the previous quarter. Rental rates ended the quarter at \$5.81 per square foot, from \$5.72 in the previous quarter. There was a total of 5,146,410 square feet that delivered in the quarter, with 16,636,546 square feet still under construction at the end of the quarter.

## Cincinnati

The Cincinnati industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.1%, from 5.4% in the previous quarter. Rental rates ended the quarter at \$3.75 per square foot, from \$3.73 in the previous

quarter. There was a total of 19,700 square feet that delivered in the quarter, with 4,456,412 square feet still under construction at the end of the quarter.

### Cleveland

The vacancy rate remained unchanged in Cleveland in the first quarter. With 509,393 square feet in deliveries, and positive 179,019 square feet in net absorption, the vacancy rate held at 4.3%, the same rate reported in the previous quarter. The market had 1,139,005 square feet under construction at the end of the quarter, and rental rates stood at \$4.27 per square foot.

### Colorado Springs

With no new industrial space being delivered to the market, and positive 57,120 square feet of net absorption, Colorado Springs's vacancy rate went from 9.6% to 9.4% in the quarter. Rental rates went from \$6.44 to \$6.90 during that time. At the end of the quarter, there was 37,400 square feet underway for future delivery.

### Columbia

The Columbia industrial market saw vacancies fall and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 7.2%, from 8.0% in the previous quarter. Rental rates ended the quarter at \$3.90 per square foot, from \$3.93 in the previous quarter. There was a total of 3,000 square feet that delivered in the quarter, with 204,000 square feet still under construction at the end of the quarter.

### Columbus

The Columbus industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.7%, from 5.3% in the previous quarter. Rental rates ended the quarter at \$3.63 per square foot, from \$3.56 in the previous quarter. There was a total of 667,350 square feet that delivered in the quarter, with 2,411,525 square feet still under construction at the end of the quarter.

### Columbus GA

With no new industrial space being delivered to the market, and positive 33,438 square feet of net absorption, Columbus GA's vacancy rate went from 10.2% to 10.1% in the quarter. Rental rates went from \$3.19 to \$3.48 during that time. At the end of the quarter, there was 236,820 square feet underway for future delivery.

### Corpus Christi

The Corpus Christi industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 4.3%, from 4.4% in the previous quarter. Rental rates ended

the quarter at \$6.98 per square foot, from \$6.79 in the previous quarter. There was a total of 4,440 square feet that delivered in the quarter, with 1,608,160 square feet still under construction at the end of the quarter.

### Dallas/Ft Worth

The Dallas/Ft Worth industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.5%, from 6.2% in the previous quarter. Rental rates ended the quarter at \$5.61 per square foot, from \$5.41 in the previous quarter. There was a total of 7,644,332 square feet that delivered in the quarter, with 21,689,320 square feet still under construction at the end of the quarter.

### Davenport/Moline/Rock Island

The Davenport/Moline/Rock Island industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of negative (5,987) square feet caused the vacancy rate to up from 3.6% to 3.7% in the quarter. Rental rates stood at \$4.13.

### Dayton

With no new industrial space being delivered to the market, and positive 883,869 square feet of net absorption, Dayton's vacancy rate went from 9.5% to 8.7% in the quarter. Rental rates went from \$3.47 to \$3.54 during that time. At the end of the quarter, there was 751,975 square feet underway for future delivery.

### Deltona/Daytona Beach

With no new industrial space being delivered to the market, and positive 100,735 square feet of net absorption, Deltona/Daytona Beach's vacancy rate went from 2.9% to 2.4% in the quarter. Rental rates went from \$5.60 to \$6.01 during that time. At the end of the quarter, there was 5,000 square feet underway for future delivery.

### Denver

The Denver industrial market saw vacancies rise and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.0%, from 4.9% in the previous quarter. Rental rates ended the quarter at \$8.27 per square foot, from \$8.30 in the previous quarter. There was a total of 1,729,375 square feet that delivered in the quarter, with 4,787,620 square feet still under construction at the end of the quarter.

### Des Moines

The Des Moines industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 2.7%, from 2.8% in the previous quarter. Rental rates ended the

quarter at \$5.09 per square foot, from \$5.07 in the previous quarter. There was a total of 86,076 square feet that delivered in the quarter, with 1,458,020 square feet still under construction at the end of the quarter.

## Detroit

The Detroit industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.6%, from 3.4% in the previous quarter. Rental rates ended the quarter at \$5.44 per square foot, from \$5.30 in the previous quarter. There was a total of 387,382 square feet that delivered in the quarter, with 4,202,421 square feet still under construction at the end of the quarter.

## Duluth

The Duluth industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 194,898 square feet caused the vacancy rate to down from 4.1% to 2.4% in the quarter. Rental rates stood at \$6.07.

## East Bay/Oakland

The East Bay/Oakland industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 4.1%, from 4.0% in the previous quarter. Rental rates ended the quarter at \$10.80 per square foot, from \$10.48 in the previous quarter. There was a total of 170,901 square feet that delivered in the quarter, with 1,981,942 square feet still under construction at the end of the quarter.

## El Paso

The El Paso industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 679,861 square feet caused the vacancy rate to down from 9.7% to 8.6% in the quarter. Rental rates stood at \$4.02.

## Erie

With no new industrial space being delivered to the market, and negative (45,898) square feet of net absorption, Erie's vacancy rate went from 3.7% to 4.0% in the quarter. Rental rates went from \$3.57 to \$3.65 during that time. At the end of the quarter, there was 20,000 square feet underway for future delivery.

## Evansville

With no new industrial space being delivered to the market, and negative (253,389) square feet of net absorption, Evansville's vacancy rate went from 8.2% to 8.9% in the quarter. Rental rates went from \$3.07 to \$3.18 during that time. At the end of the quarter, there was 56,000 square feet underway for future delivery.

## Fayetteville

With no new industrial space being delivered to the market, and negative (165,137) square feet of net absorption, Fayetteville's vacancy rate went from 12.0% to 13.2% in the quarter. Rental rates went from \$4.00 to \$3.96 during that time. At the end of the quarter, there was 18,000 square feet underway for future delivery.

## Fayetteville/Springdale/Roge

The Fayetteville/Springdale/Roge industrial market saw vacancies rise and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.7%, from 4.9% in the previous quarter. Rental rates ended the quarter at \$3.99 per square foot, from \$4.09 in the previous quarter. There was a total of 216,301 square feet that delivered in the quarter, with 321,025 square feet still under construction at the end of the quarter.

## Fort Smith

The Fort Smith industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 1,019,652 square feet caused the vacancy rate to down from 18.6% to 13.9% in the quarter. Rental rates stood at \$3.00.

## Fort Wayne

With no new industrial space being delivered to the market, and positive 393,595 square feet of net absorption, Fort Wayne's vacancy rate went from 3.9% to 3.2% in the quarter. Rental rates went from \$3.52 to \$3.41 during that time. At the end of the quarter, there was 1,294,000 square feet underway for future delivery.

## Fresno

With no new industrial space being delivered to the market, and positive 259,578 square feet of net absorption, Fresno's vacancy rate went from 4.6% to 4.4% in the quarter. Rental rates went from \$4.42 to \$4.58 during that time. At the end of the quarter, there was 165,212 square feet underway for future delivery.

## Green Bay

With no new industrial space being delivered to the market, and positive 324,348 square feet of net absorption, Green Bay's vacancy rate went from 2.3% to 1.9% in the quarter. Rental rates went from \$3.81 to \$3.83 during that time. At the end of the quarter, there was 405,300 square feet underway for future delivery.

## Greensboro/Winston-Salem

With no new industrial space being delivered to the market, and positive 1,213,863 square feet of net absorption, Greensboro/Winston-Salem's vacancy rate went from 4.7% to 4.3% in the quarter. Rental rates went from \$3.43 to \$3.52

during that time. At the end of the quarter, there was 948,750 square feet underway for future delivery.

### Greenville/Spartanburg

The Greenville/Spartanburg industrial market saw vacancies fall and rental rates change from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.5%, from 6.7% in the previous quarter. Rental rates ended the quarter at \$3.65 per square foot, from \$3.65 in the previous quarter. There was a total of 345,738 square feet that delivered in the quarter, with 727,450 square feet still under construction at the end of the quarter.

### Hampton Roads

The Hampton Roads industrial market saw vacancies fall and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.5%, from 6.6% in the previous quarter. Rental rates ended the quarter at \$5.92 per square foot, from \$6.22 in the previous quarter. There was a total of 4,600 square feet that delivered in the quarter, with 614,559 square feet still under construction at the end of the quarter.

### Hartford

The Hartford industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.2%, from 6.8% in the previous quarter. Rental rates ended the quarter at \$4.57 per square foot, from \$4.51 in the previous quarter. There was a total of 514,200 square feet that delivered in the quarter, with 666,500 square feet still under construction at the end of the quarter.

### Hawaii

The Hawaii industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 1.7%, from 1.8% in the previous quarter. Rental rates ended the quarter at \$13.87 per square foot, from \$13.74 in the previous quarter. There was a total of 16,778 square feet that delivered in the quarter, with 146,918 square feet still under construction at the end of the quarter.

### Houston

The Houston industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.7%, from 5.3% in the previous quarter. Rental rates ended the quarter at \$6.80 per square foot, from \$6.70 in the previous quarter. There was a total of 3,568,849 square feet that delivered in the quarter, with 4,660,457 square feet still under construction at the end of the quarter.

### Huntington/Ashland

With no new industrial space being delivered to the market, and positive 52,371 square feet of net absorption, Huntington/Ashland's vacancy rate went from 4.3% to 4.0% in the quarter. Rental rates went from \$3.57 to \$3.53 during that time. At the end of the quarter, there was 68,000 square feet underway for future delivery.

### Huntsville

The Huntsville industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 10.2%, from 8.3% in the previous quarter. Rental rates ended the quarter at \$6.21 per square foot, from \$5.92 in the previous quarter. There was a total of 99,250 square feet that delivered in the quarter, with 15,000 square feet still under construction at the end of the quarter.

### Indianapolis

The Indianapolis industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.6%, from 5.5% in the previous quarter. Rental rates ended the quarter at \$4.20 per square foot, from \$4.11 in the previous quarter. There was a total of 649,073 square feet that delivered in the quarter, with 4,782,184 square feet still under construction at the end of the quarter.

### Inland Empire (California)

The Inland Empire (California) industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.0%, from 4.3% in the previous quarter. Rental rates ended the quarter at \$6.48 per square foot, from \$6.30 in the previous quarter. There was a total of 3,487,220 square feet that delivered in the quarter, with 26,963,584 square feet still under construction at the end of the quarter.

### Jackson

With no new industrial space being delivered to the market, and negative (18,827) square feet of net absorption, Jackson's vacancy rate went from 5.3% to 5.4% in the quarter. Rental rates went from \$4.41 to \$4.42 during that time. At the end of the quarter, there was 202,000 square feet underway for future delivery.

### Jacksonville (Florida)

The Jacksonville (Florida) industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.2%, from 4.9% in the previous quarter. Rental rates ended the quarter at \$4.41 per square foot, from \$4.26 in the previous quarter. There was a total of 66,900 square feet that delivered in the quarter, with 2,991,940 square feet still under construction at the end of the quarter.

## Kansas City

The Kansas City industrial market saw vacancies fall and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.7%, from 5.8% in the previous quarter. Rental rates ended the quarter at \$4.45 per square foot, from \$4.49 in the previous quarter. There was a total of 778,566 square feet that delivered in the quarter, with 8,078,737 square feet still under construction at the end of the quarter.

## Killeen/Temple/Fort Hood

The Killeen/Temple/Fort Hood industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of negative (99,066) square feet caused the vacancy rate to up from 5.6% to 7.6% in the quarter. Rental rates stood at \$4.59.

## Kingsport/Bristol/Bristol

The Kingsport/Bristol/Bristol industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 792,797 square feet caused the vacancy rate to down from 6.5% to 2.8% in the quarter. Rental rates stood at \$3.37.

## Knoxville

The Knoxville industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.3%, from 2.7% in the previous quarter. Rental rates ended the quarter at \$4.13 per square foot, from \$4.05 in the previous quarter. There was a total of 282,119 square feet that delivered in the quarter, with 158,040 square feet still under construction at the end of the quarter.

## Lafayette

With no new industrial space being delivered to the market, and negative (85,723) square feet of net absorption, Lafayette's vacancy rate went from 7.6% to 8.5% in the quarter. Rental rates went from \$5.87 to \$5.61 during that time. At the end of the quarter, there was 18,000 square feet underway for future delivery.

## Las Vegas

The Las Vegas industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.4%, from 6.5% in the previous quarter. Rental rates ended the quarter at \$7.27 per square foot, from \$7.26 in the previous quarter. There was a total of 240,000 square feet that delivered in the quarter, with 5,682,838 square feet still under construction at the end of the quarter.

## Lexington/Fayette

The Lexington/Fayette industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 41,105 square feet caused the vacancy rate to down from 3.8% to 3.7% in the quarter. Rental rates stood at \$5.14.

## Lincoln

The vacancy rate remained unchanged in Lincoln in the first quarter. With 10,850 square feet in deliveries, and positive 29,046 square feet in net absorption, the vacancy rate held at 2.8%, the same rate reported in the previous quarter. The market had 59,220 square feet under construction at the end of the quarter, and rental rates stood at \$4.88 per square foot.

## Little Rock/N Little Rock

The Little Rock/N Little Rock industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of negative (227,545) square feet caused the vacancy rate to up from 6.8% to 7.2% in the quarter. Rental rates stood at \$3.22.

## Long Island (New York)

The Long Island (New York) industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 4.1%, from 3.7% in the previous quarter. Rental rates ended the quarter at \$15.22 per square foot, from \$15.18 in the previous quarter. There was a total of 24,283 square feet that delivered in the quarter, with 591,232 square feet still under construction at the end of the quarter.

## Los Angeles

The vacancy rate remained unchanged in Los Angeles in the first quarter. With 2,210,084 square feet in deliveries, and positive 1,502,099 square feet in net absorption, the vacancy rate held at 2.2%, the same rate reported in the previous quarter. The market had 5,390,088 square feet under construction at the end of the quarter, and rental rates stood at \$9.71 per square foot.

## Louisville

The Louisville industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.9%, from 5.0% in the previous quarter. Rental rates ended the quarter at \$3.89 per square foot, from \$3.82 in the previous quarter. There was a total of 879,840 square feet that delivered in the quarter, with 5,774,271 square feet still under construction at the end of the quarter.

# National Industrial Market



Overview

## Lubbock

The Lubbock industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 216,800 square feet caused the vacancy rate to down from 3.2% to 2.5% in the quarter. Rental rates stood at \$3.50.

## Madison

The Madison industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.7%, from 4.1% in the previous quarter. Rental rates ended the quarter at \$4.61 per square foot, from \$4.50 in the previous quarter. There was a total of 1,137,020 square feet that delivered in the quarter, with 604,260 square feet still under construction at the end of the quarter.

## McAllen/Edinburg/Pharr

The McAllen/Edinburg/Pharr industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 180,463 square feet caused the vacancy rate to down from 10.9% to 9.9% in the quarter. Rental rates stood at \$5.14.

## Memphis

The Memphis industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 7.2%, from 6.5% in the previous quarter. Rental rates ended the quarter at \$3.39 per square foot, from \$3.27 in the previous quarter. There was a total of 1,205,640 square feet that delivered in the quarter, with 1,663,116 square feet still under construction at the end of the quarter.

## Miami-Dade County

The Miami-Dade County industrial market saw vacancies rise and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.9%, from 3.6% in the previous quarter. Rental rates ended the quarter at \$9.54 per square foot, from \$9.55 in the previous quarter. There was a total of 1,362,652 square feet that delivered in the quarter, with 3,352,986 square feet still under construction at the end of the quarter.

## Milwaukee

The vacancy rate remained unchanged in Milwaukee in the first quarter. With 235,775 square feet in deliveries, and positive 287,642 square feet in net absorption, the vacancy rate held at 4.9%, the same rate reported in the previous quarter. The market had 2,277,379 square feet under construction at the end of the quarter, and rental rates stood at \$4.58 per square foot.

## Minneapolis

The vacancy rate remained unchanged in Minneapolis in the first quarter. With 232,143 square feet in deliveries, and negative (105,618) square feet in net absorption, the vacancy rate held at 4.2%, the same rate reported in the previous quarter. The market had 649,084 square feet under construction at the end of the quarter, and rental rates stood at \$6.64 per square foot.

## Mobile

With no new industrial space being delivered to the market, and positive 74,924 square feet of net absorption, Mobile's vacancy rate went from 9.4% to 9.2% in the quarter. Rental rates went from \$4.32 to \$4.38 during that time. At the end of the quarter, there was 14,386 square feet underway for future delivery.

## Montgomery

The Montgomery industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of negative (79) square feet caused the vacancy rate to unchanged from 8.3% to 8.3% in the quarter. Rental rates stood at \$3.27.

## Myrtle Beach/Conway

With no space currently under construction, Myrtle Beach/Conway absorbed 118 square feet of space and delivered 4,975 square feet of space, resulting in a vacancy rate that went from 5.4% to 5.4% over the course of the quarter. Rental rates went from \$5.27 to \$5.16 per square foot.

## Nashville

The vacancy rate remained unchanged in Nashville in the first quarter. With 645,180 square feet in deliveries, and positive 687,471 square feet in net absorption, the vacancy rate held at 3.5%, the same rate reported in the previous quarter. The market had 5,613,292 square feet under construction at the end of the quarter, and rental rates stood at \$4.93 per square foot.

## New Orleans/Metairie/Kenner

The New Orleans/Metairie/Kenner industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of negative (223,850) square feet caused the vacancy rate to up from 3.4% to 3.7% in the quarter. Rental rates stood at \$6.09.

## North Bay/Santa Rosa

The North Bay/Santa Rosa industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.1%, from 4.4% in the previous quarter. Rental rates ended

the quarter at \$9.14 per square foot, from \$9.11 in the previous quarter. There was a total of 484,320 square feet that delivered in the quarter, with 1,180,493 square feet still under construction at the end of the quarter.

### Northern New Jersey

The Northern New Jersey industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.7%, from 5.6% in the previous quarter. Rental rates ended the quarter at \$7.00 per square foot, from \$6.86 in the previous quarter. There was a total of 2,034,222 square feet that delivered in the quarter, with 11,493,730 square feet still under construction at the end of the quarter.

### Ocala

The Ocala industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 71,183 square feet caused the vacancy rate to down from 4.8% to 4.4% in the quarter. Rental rates stood at \$4.30.

### Oklahoma City

The Oklahoma City industrial market saw vacancies rise and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.9%, from 3.8% in the previous quarter. Rental rates ended the quarter at \$5.34 per square foot, from \$5.38 in the previous quarter. There was a total of 313,153 square feet that delivered in the quarter, with 417,400 square feet still under construction at the end of the quarter.

### Olympia

With no new industrial space being delivered to the market, and positive 75,498 square feet of net absorption, Olympia's vacancy rate went from 2.9% to 2.3% in the quarter. Rental rates went from \$5.32 to \$5.29 during that time. At the end of the quarter, there was 734,200 square feet underway for future delivery.

### Omaha/Council Bluffs

The Omaha/Council Bluffs industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 2.6%, from 2.8% in the previous quarter. Rental rates ended the quarter at \$5.58 per square foot, from \$5.42 in the previous quarter. There was a total of 50,000 square feet that delivered in the quarter, with 578,356 square feet still under construction at the end of the quarter.

### Orange County (California)

The Orange County (California) industrial market saw vacancies rise and rental rates increase from the fourth quarter

2016 to the first quarter 2017. The overall vacancy rate currently sits at 2.6%, from 2.3% in the previous quarter. Rental rates ended the quarter at \$10.51 per square foot, from \$10.34 in the previous quarter. There was a total of 41,668 square feet that delivered in the quarter, with 255,710 square feet still under construction at the end of the quarter.

### Orlando

The Orlando industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.0%, from 5.1% in the previous quarter. Rental rates ended the quarter at \$6.39 per square foot, from \$6.34 in the previous quarter. There was a total of 608,744 square feet that delivered in the quarter, with 1,558,847 square feet still under construction at the end of the quarter.

### Palm Beach County

The Palm Beach County industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.5%, from 3.7% in the previous quarter. Rental rates ended the quarter at \$10.17 per square foot, from \$10.00 in the previous quarter. There was a total of 119,845 square feet that delivered in the quarter, with 333,622 square feet still under construction at the end of the quarter.

### Pensacola

The Pensacola industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of negative (33,649) square feet caused the vacancy rate to up from 3.6% to 3.8% in the quarter. Rental rates stood at \$4.99.

### Peoria

The Peoria industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of negative (37,587) square feet caused the vacancy rate to up from 6.2% to 6.4% in the quarter. Rental rates stood at \$4.01.

### Philadelphia

The Philadelphia industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.6%, from 6.4% in the previous quarter. Rental rates ended the quarter at \$4.87 per square foot, from \$4.83 in the previous quarter. There was a total of 2,847,279 square feet that delivered in the quarter, with 17,692,589 square feet still under construction at the end of the quarter.

### Phoenix

The Phoenix industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first

# National Industrial Market



## Overview

quarter 2017. The overall vacancy rate currently sits at 9.6%, from 9.5% in the previous quarter. Rental rates ended the quarter at \$6.93 per square foot, from \$6.87 in the previous quarter. There was a total of 2,240,755 square feet that delivered in the quarter, with 4,527,935 square feet still under construction at the end of the quarter.

### Pittsburgh

The vacancy rate remained unchanged in Pittsburgh in the first quarter. With 106,061 square feet in deliveries, and positive 205,704 square feet in net absorption, the vacancy rate held at 5.7%, the same rate reported in the previous quarter. The market had 484,150 square feet under construction at the end of the quarter, and rental rates stood at \$6.08 per square foot.

### Port St Lucie/Fort Pierce

The Port St Lucie/Fort Pierce industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 4.2%, from 3.9% in the previous quarter. Rental rates ended the quarter at \$7.44 per square foot, from \$7.11 in the previous quarter. There was a total of 11,200 square feet that delivered in the quarter, with 47,024 square feet still under construction at the end of the quarter.

### Portland

The Portland industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.9%, from 4.0% in the previous quarter. Rental rates ended the quarter at \$8.02 per square foot, from \$7.63 in the previous quarter. There was a total of 496,567 square feet that delivered in the quarter, with 2,113,321 square feet still under construction at the end of the quarter.

### Portland/South Portland

With no space currently under construction, Portland/South Portland absorbed (81,784) square feet of space and delivered 20,670 square feet of space, resulting in a vacancy rate that went from 2.1% to 2.5% over the course of the quarter. Rental rates went from \$5.50 to \$6.04 per square foot.

### Providence

The vacancy rate remained unchanged in Providence in the first quarter. With 39,180 square feet in deliveries, and negative (61) square feet in net absorption, the vacancy rate held at 4.5%, the same rate reported in the previous quarter. The market had 44,628 square feet under construction at the end of the quarter, and rental rates stood at \$5.04 per square foot.

### Raleigh/Durham

The Raleigh/Durham industrial market saw vacancies

rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.2%, from 6.1% in the previous quarter. Rental rates ended the quarter at \$7.27 per square foot, from \$6.85 in the previous quarter. There was a total of 360,200 square feet that delivered in the quarter, with 827,606 square feet still under construction at the end of the quarter.

### Reno/Sparks

With no new industrial space being delivered to the market, and positive 197,360 square feet of net absorption, Reno/Sparks's vacancy rate went from 10.0% to 9.8% in the quarter. Rental rates went from \$4.29 to \$4.34 during that time. At the end of the quarter, there was 5,254,528 square feet underway for future delivery.

### Richmond VA

The vacancy rate remained unchanged in Richmond VA in the first quarter. With 60,000 square feet in deliveries, and positive 25,863 square feet in net absorption, the vacancy rate held at 6.0%, the same rate reported in the previous quarter. The market had 715,933 square feet under construction at the end of the quarter, and rental rates stood at \$4.51 per square foot.

### Roanoke

With no new industrial space being delivered to the market, and negative (345,493) square feet of net absorption, Roanoke's vacancy rate went from 6.1% to 7.1% in the quarter. Rental rates went from \$3.78 to \$3.94 during that time. At the end of the quarter, there was 350,000 square feet underway for future delivery.

### Rochester

With no space currently under construction, Rochester absorbed (172,209) square feet of space and delivered 91,807 square feet of space, resulting in a vacancy rate that went from 7.1% to 7.3% over the course of the quarter. Rental rates went from \$4.85 to \$4.96 per square foot.

### Sacramento

The Sacramento industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 7.5%, from 8.2% in the previous quarter. Rental rates ended the quarter at \$5.51 per square foot, from \$5.50 in the previous quarter. There was a total of 423,734 square feet that delivered in the quarter, with 1,136,499 square feet still under construction at the end of the quarter.

### Salinas

The Salinas industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 4.2%,



from 4.1% in the previous quarter. Rental rates ended the quarter at \$5.85 per square foot, from \$5.76 in the previous quarter. There was a total of 88,625 square feet that delivered in the quarter, with 34,100 square feet still under construction at the end of the quarter.

## Salt Lake City

The Salt Lake City industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 4.2%, from 4.3% in the previous quarter. Rental rates ended the quarter at \$5.56 per square foot, from \$5.38 in the previous quarter. There was a total of 469,092 square feet that delivered in the quarter, with 3,152,684 square feet still under construction at the end of the quarter.

## San Antonio

The San Antonio industrial market saw vacancies rise and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.5%, from 5.9% in the previous quarter. Rental rates ended the quarter at \$6.05 per square foot, from \$6.20 in the previous quarter. There was a total of 431,218 square feet that delivered in the quarter, with 699,680 square feet still under construction at the end of the quarter.

## San Diego

The San Diego industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.3%, from 5.1% in the previous quarter. Rental rates ended the quarter at \$12.38 per square foot, from \$12.35 in the previous quarter. There was a total of 461,303 square feet that delivered in the quarter, with 1,433,825 square feet still under construction at the end of the quarter.

## San Francisco

With no new industrial space being delivered to the market, and negative (548,790) square feet of net absorption, San Francisco's vacancy rate went from 2.9% to 3.4% in the quarter. Rental rates went from \$21.00 to \$22.15 during that time. At the end of the quarter, there was 1,248,966 square feet underway for future delivery.

## San Luis Obispo/Paso Robles

The San Luis Obispo/Paso Robles industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.2%, from 5.6% in the previous quarter. Rental rates ended the quarter at \$11.32 per square foot, from \$11.26 in the previous quarter. There was a total of 25,000 square feet that delivered in the quarter, with 15,756 square feet still under construction at the end of the quarter.

## Santa Barbara/Sta Maria/Gole

The Santa Barbara/Sta Maria/Gole industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 18,954 square feet caused the vacancy rate to down from 2.1% to 2.0% in the quarter. Rental rates stood at \$11.39.

## Santa Cruz/Watsonville

With no new industrial space being delivered to the market, and positive 28,608 square feet of net absorption, Santa Cruz/Watsonville's vacancy rate went from 1.8% to 1.5% in the quarter. Rental rates went from \$11.87 to \$11.82 during that time. At the end of the quarter, there was 91,000 square feet underway for future delivery.

## Savannah

The Savannah industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.4%, from 1.8% in the previous quarter. Rental rates ended the quarter at \$4.45 per square foot, from \$4.36 in the previous quarter. There was a total of 1,603,450 square feet that delivered in the quarter, with 3,059,913 square feet still under construction at the end of the quarter.

## Seattle/Puget Sound

The Seattle/Puget Sound industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.2%, from 3.4% in the previous quarter. Rental rates ended the quarter at \$8.44 per square foot, from \$8.04 in the previous quarter. There was a total of 898,870 square feet that delivered in the quarter, with 2,405,262 square feet still under construction at the end of the quarter.

## Shreveport/Bossier City

The Shreveport/Bossier City industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of positive 112,119 square feet caused the vacancy rate to down from 14.5% to 14.1% in the quarter. Rental rates stood at \$3.13.

## South Bay/San Jose

The vacancy rate remained unchanged in South Bay/San Jose in the first quarter. With 574,765 square feet in deliveries, and positive 470,164 square feet in net absorption, the vacancy rate held at 5.8%, the same rate reported in the previous quarter. The market had 596,774 square feet under construction at the end of the quarter, and rental rates stood at \$20.10 per square foot.

### South Bend/Mishawaka

The South Bend/Mishawaka industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 4.1%, from 4.5% in the previous quarter. Rental rates ended the quarter at \$3.97 per square foot, from \$3.90 in the previous quarter. There was a total of 210,480 square feet that delivered in the quarter, with 230,000 square feet still under construction at the end of the quarter.

### Southwest Florida

The Southwest Florida industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 2.0%, from 2.3% in the previous quarter. Rental rates ended the quarter at \$7.59 per square foot, from \$7.14 in the previous quarter. There was a total of 13,395 square feet that delivered in the quarter, with 273,218 square feet still under construction at the end of the quarter.

### Spokane

With no new industrial space being delivered to the market, and negative (41,713) square feet of net absorption, Spokane's vacancy rate went from 2.6% to 2.7% in the quarter. Rental rates went from \$5.85 to \$6.20 during that time. At the end of the quarter, there was 108,844 square feet underway for future delivery.

### Springfield

The Springfield industrial market saw vacancies fall and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.3%, from 6.7% in the previous quarter. Rental rates ended the quarter at \$3.97 per square foot, from \$4.03 in the previous quarter. There was a total of 15,000 square feet that delivered in the quarter, with 84,000 square feet still under construction at the end of the quarter.

### St. Louis

The St. Louis industrial market saw vacancies rise and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.1%, from 5.8% in the previous quarter. Rental rates ended the quarter at \$4.38 per square foot, from \$4.35 in the previous quarter. There was a total of 1,252,533 square feet that delivered in the quarter, with 4,901,299 square feet still under construction at the end of the quarter.

### Stockton/Modesto

The Stockton/Modesto industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.2%, from 3.4% in the previous quarter. Rental rates ended the quarter at \$4.41 per square foot, from \$4.29 in the previous

quarter. There was a total of 381,600 square feet that delivered in the quarter, with 2,876,327 square feet still under construction at the end of the quarter.

### Syracuse

The Syracuse industrial market saw vacancies fall and rental rates change from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 8.3%, from 8.6% in the previous quarter. Rental rates ended the quarter at \$3.97 per square foot, from \$3.97 in the previous quarter. There was a total of 60,800 square feet that delivered in the quarter, with 884,000 square feet still under construction at the end of the quarter.

### Tallahassee

With no space currently under construction, Tallahassee absorbed 165,558 square feet of space and delivered 6,650 square feet of space, resulting in a vacancy rate that went from 4.7% to 3.7% over the course of the quarter. Rental rates went from \$4.82 to \$5.09 per square foot.

### Tampa/St Petersburg

The Tampa/St Petersburg industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 5.2%, from 5.4% in the previous quarter. Rental rates ended the quarter at \$5.69 per square foot, from \$5.66 in the previous quarter. There was a total of 915,390 square feet that delivered in the quarter, with 2,992,280 square feet still under construction at the end of the quarter.

### Toledo

The Toledo industrial market saw vacancies fall and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 4.1%, from 4.6% in the previous quarter. Rental rates ended the quarter at \$3.26 per square foot, from \$3.35 in the previous quarter. There was a total of 76,500 square feet that delivered in the quarter, with 267,215 square feet still under construction at the end of the quarter.

### Tucson

With no new industrial space being delivered to the market, and positive 92,644 square feet of net absorption, Tucson's vacancy rate went from 7.7% to 7.5% in the quarter. Rental rates went from \$6.83 to \$6.71 during that time. At the end of the quarter, there was 49,971 square feet underway for future delivery.

### Tulsa

The Tulsa industrial market saw vacancies fall and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 3.6%, from 4.1% in the previous quarter. Rental rates ended the quarter at \$4.51

per square foot, from \$4.54 in the previous quarter. There was a total of 98,549 square feet that delivered in the quarter, with 578,063 square feet still under construction at the end of the quarter.

## Utica/Rome

The Utica/Rome industrial market reported no new deliveries and no space under construction at the end of the first quarter 2017. With this limited construction activity, net absorption of negative (113,222) square feet caused the vacancy rate to up from 10.7% to 11.1% in the quarter. Rental rates stood at \$3.22.

## Visalia/Porterville

The Visalia/Porterville industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 2.2%, from 2.7% in the previous quarter. Rental rates ended the quarter at \$5.52 per square foot, from \$5.41 in the previous quarter. There was a total of 33,356 square feet that delivered in the quarter, with 36,000 square feet still under construction at the end of the quarter.

## Washington

The Washington industrial market saw vacancies fall and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 7.2%, from 7.7% in the previous quarter. Rental rates ended the quarter at \$9.96 per square foot, from \$10.14 in the previous quarter. There was a total of 332,617 square feet that delivered in the quarter, with 2,638,332 square feet still under construction at the end of the quarter.

## West Michigan

The West Michigan industrial market saw vacancies fall and rental rates decrease from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 2.1%, from 2.5% in the previous quarter. Rental rates ended the quarter at \$3.78 per square foot, from \$3.92 in the previous quarter. There was a total of 699,733 square feet that delivered in the quarter, with 790,744 square feet still under construction at the end of the quarter.

## Westchester/So Connecticut

The Westchester/So Connecticut industrial market saw vacancies fall and rental rates increase from the fourth quarter 2016 to the first quarter 2017. The overall vacancy rate currently sits at 6.7%, from 7.0% in the previous quarter. Rental rates ended the quarter at \$8.76 per square foot, from \$8.61 in the previous quarter. There was a total of 195,690 square feet that delivered in the quarter, with 523,530 square feet still under construction at the end of the quarter.

## Wichita

The vacancy rate remained unchanged in Wichita in the first quarter. With 10,000 square feet in deliveries, and positive 16,656 square feet in net absorption, the vacancy rate held at 3.3%, the same rate reported in the previous quarter. The market had 332,000 square feet under construction at the end of the quarter, and rental rates stood at \$4.23 per square foot.

## Wilmington

With no new industrial space being delivered to the market, and negative (8,553) square feet of net absorption, Wilmington's vacancy rate went from 11.0% to 11.1% in the quarter. Rental rates went from \$3.69 to \$3.70 during that time. At the end of the quarter, there was 79,600 square feet underway for future delivery.

## Yakima

With no new industrial space being delivered to the market, and negative (25,267) square feet of net absorption, Yakima's vacancy rate went from 1.8% to 2.0% in the quarter. Rental rates went from \$6.04 to \$6.38 during that time. At the end of the quarter, there was 62,000 square feet underway for future delivery.

## Youngstown/Warren/Boardman

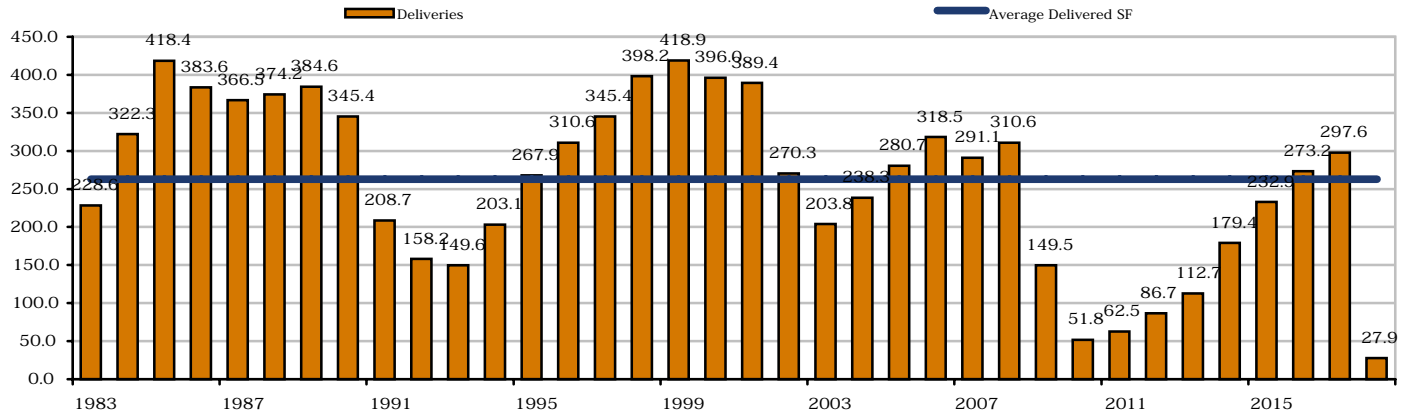
The vacancy rate remained unchanged in Youngstown/Warren/Boardman in the first quarter. With 108,201 square feet in deliveries, and positive 105,516 square feet in net absorption, the vacancy rate held at 11.0%, the same rate reported in the previous quarter. The market had 12,700 square feet under construction at the end of the quarter, and rental rates stood at \$3.21 per square foot.

# National Industrial Market



Inventory & development

## Historical Deliveries 1983 - 2018



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
Inland Empire (California)	127	26,963,584	6,110,149	22.7%	44,894	212,312
Dallas/Ft Worth	86	21,689,320	6,919,850	31.9%	40,679	252,201
Philadelphia	37	17,692,589	7,091,075	40.1%	50,579	478,178
Chicago	45	16,636,546	8,815,615	53.0%	51,693	369,701
Atlanta	44	14,322,659	5,568,113	38.9%	42,426	325,515
Northern New Jersey	52	11,493,730	6,774,569	58.9%	45,812	221,033
Kansas City	24	8,078,737	5,352,310	66.3%	42,234	336,614
Charleston/N Charleston	25	6,836,406	4,096,811	59.9%	25,880	273,456
Baltimore	20	6,425,914	3,903,374	60.7%	50,425	321,296
Louisville	15	5,774,271	561,042	9.7%	42,995	384,951
Las Vegas	25	5,682,838	1,480,353	26.0%	29,777	227,314
Nashville	16	5,613,292	2,609,175	46.5%	48,159	350,831
Los Angeles	73	5,390,088	988,679	18.3%	26,610	73,837
Reno/Sparks	6	5,254,528	5,198,692	98.9%	48,370	875,755
St. Louis	16	4,901,299	2,087,000	42.6%	43,485	306,331
Denver	46	4,787,620	3,694,444	77.2%	28,545	104,079
Indianapolis	18	4,782,184	890,468	18.6%	48,383	265,677
Houston	71	4,660,457	2,911,225	62.5%	30,776	65,640
Phoenix	29	4,527,935	2,550,446	56.3%	31,687	156,136
Cincinnati	19	4,456,412	1,524,995	34.2%	45,772	234,548
Detroit	30	4,202,421	1,823,961	43.4%	33,532	140,081
Charlotte	24	3,490,192	1,038,212	29.7%	40,828	145,425
Miami-Dade County	21	3,352,986	1,745,677	52.1%	26,678	159,666
Salt Lake City	19	3,152,684	1,956,818	62.1%	30,025	165,931
Boston	39	3,071,019	2,353,685	76.6%	40,396	78,744
Savannah	9	3,059,913	238,415	7.8%	42,252	339,990
Tampa/St Petersburg	25	2,992,280	647,663	21.6%	23,105	119,691
Jacksonville (Florida)	11	2,991,940	2,716,464	90.8%	31,664	271,995
Stockton/Modest	10	2,876,327	80,391	2.8%	48,622	287,633
Washington	24	2,638,332	1,506,709	57.1%	35,983	109,930
Columbus	12	2,411,525	1,864,725	77.3%	51,565	200,960
Seattle/Puget Sound	15	2,405,262	1,204,381	50.1%	37,891	160,351
Milwaukee	18	2,277,379	1,576,168	69.2%	41,008	126,521
Portland	18	2,113,321	248,290	11.7%	33,615	117,407
East Bay/Oakland	6	1,981,942	976,621	49.3%	32,717	330,324
Birmingham	7	1,937,000	1,932,020	99.7%	31,987	276,714
Memphis	5	1,663,116	163,166	9.8%	65,657	332,623
Corpus Christi	2	1,608,160	1,608,160	100.0%	14,551	804,080
Orlando	15	1,558,847	930,464	59.7%	25,352	103,923
Austin	44	1,518,183	192,100	12.7%	24,497	34,504
Des Moines	8	1,458,020	869,250	59.6%	37,953	182,252
San Diego	15	1,433,825	1,043,766	72.8%	22,366	95,588
Fort Wayne	6	1,294,000	1,194,000	92.3%	42,769	215,667
<b>Totals</b>	<b>1,536</b>	<b>268,096,457</b>	<b>123,289,775</b>	<b>46.0%</b>	<b>34,409</b>	<b>174,542</b>

Source: CoStar Property®

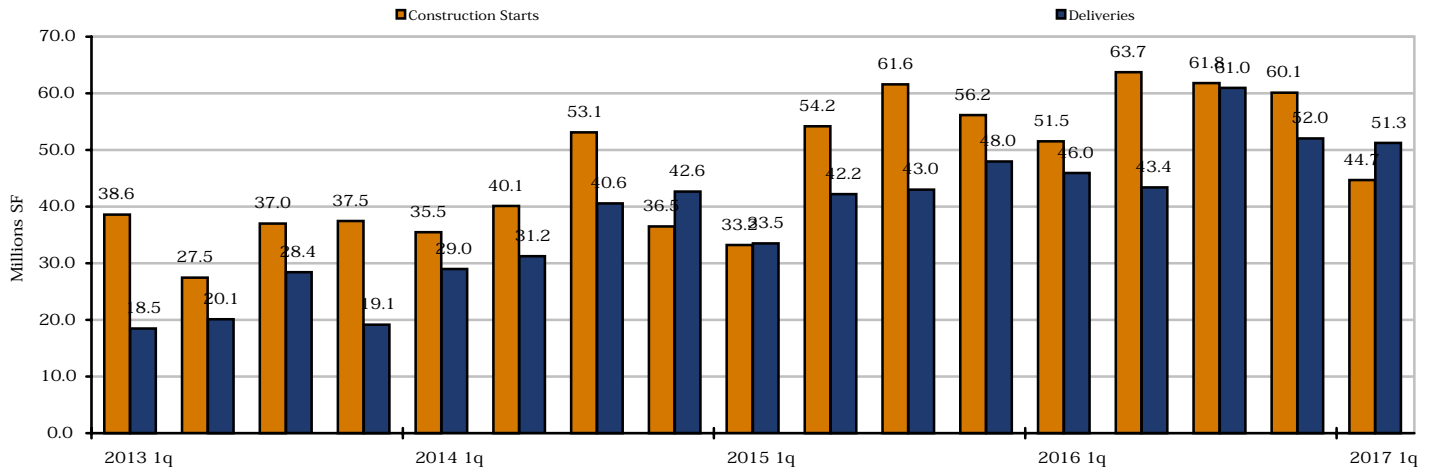


# National Industrial Market

Inventory & development

## Historical Construction Starts & Deliveries\*

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

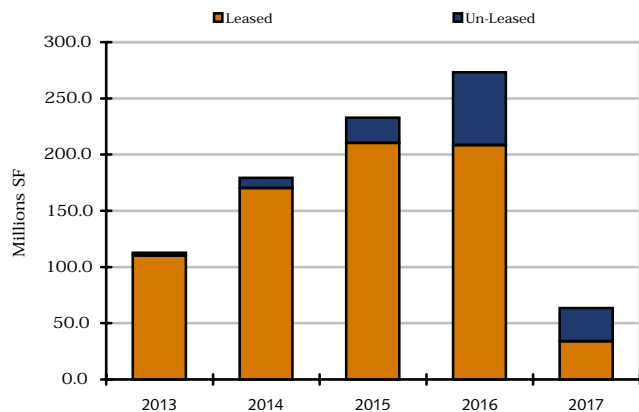
## Recent Deliveries by Project Size Breakdown of Year-to-Date Development Based on RBA of Project

Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single Tenant	Multi-Tenant
< 50,000 SF	258	4,739,481	2,822,378	59.6%	\$9.25	1,936,681	2,802,800
50,000 SF - 99,999 SF	82	5,800,905	2,994,579	51.6%	\$7.60	975,430	4,825,475
100,000 SF - 249,999 SF	103	14,873,037	7,773,697	52.3%	\$6.66	3,629,825	11,243,212
250,000 SF - 499,999 SF	45	17,290,552	6,807,732	39.4%	\$5.18	6,228,152	11,062,400
>= 500,000 SF	29	20,645,722	13,493,051	65.4%	\$3.79	7,093,219	13,552,503

Source: CoStar Property®

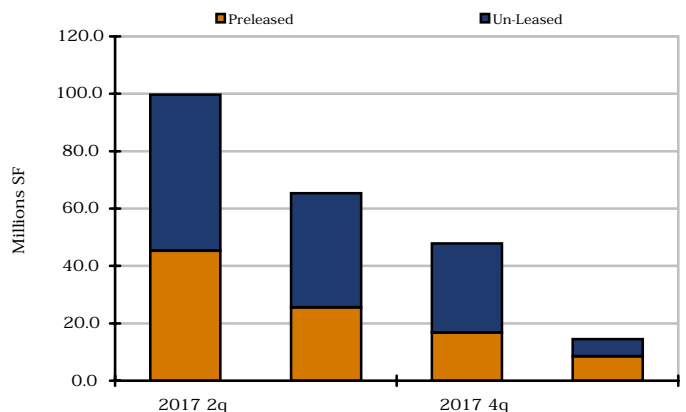
## Recent Deliveries

Leased & Un-Leased SF in Deliveries Last 5 Years



## Future Deliveries

Preleased & Un-Leased SF in Properties Scheduled to Deliver



## National Industrial Market



Inventory &amp; development

## Select Year-to-Date Deliveries

Based on Project Square Footage

<b>1. Mars/Wrigley</b> Market: <b>Chicago</b> RBA: <b>1,388,000</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2015</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>CenterPoint Properties</b> Developer: <b>CenterPoint Properties</b>	<b>2. Riverbend Tech Park - Building 1</b> Market: <b>Buffalo/Niagara Falls</b> RBA: <b>1,200,000</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2014</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>Ciminelli Development Co., Inc.</b> Developer: <b>LP Ciminelli Construction Corp.</b>	<b>3. 525 Northport Pky</b> Market: <b>Savannah</b> RBA: <b>1,100,000</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>Panattoni</b> Developer: <b>Panattoni</b>
<b>4. Majestic Airport Center IV - Building A</b> Market: <b>Atlanta</b> RBA: <b>1,039,570</b> Occupied: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>Majestic Realty Co.</b> Developer: <b>Majestic Realty Co.</b>	<b>5. Dollar General Distribution</b> Market: <b>Madison</b> RBA: <b>1,000,000</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2015</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>Dollar General Corporation</b> Developer: <b>Clayco Inc</b>	<b>6. 3350 Altamooore Dr</b> Market: <b>Dallas/Ft Worth</b> RBA: <b>920,275</b> Occupied: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>CBRE</b> Developer: <b>VanTrust Real Estate LLC</b>
<b>7. Google Data Center Expansion</b> Market: <b>Atlanta</b> RBA: <b>808,355</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2015</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>N/A</b> Developer: <b>Google, Inc.</b>	<b>8. Eden Road Logistics Center</b> Market: <b>Philadelphia</b> RBA: <b>754,881</b> Occupied: <b>80%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>Cushman &amp; Wakefield</b> Developer: <b>N/A</b>	<b>9. 3900 Brandon Rd</b> Market: <b>Chicago</b> RBA: <b>751,769</b> Occupied: <b>67%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>Third Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>NAI Hiffman</b> Developer: <b>CenterPoint Properties</b>
<b>10. Channahon Corporate Center - Building A</b> Market: <b>Chicago</b> RBA: <b>749,554</b> Occupied: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>Third Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>Cushman &amp; Wakefield</b> Developer: <b>IDI Gazeley</b>	<b>11. 2001 Premier Pky</b> Market: <b>St. Louis</b> RBA: <b>714,780</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>Duke Realty Corporation</b> Developer: <b>Unknown</b>	<b>12. 2100 N Refuge Way</b> Market: <b>Dallas/Ft Worth</b> RBA: <b>683,646</b> Occupied: <b>50%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>Second Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>Crow Holdings Industrial</b> Developer: <b>N/A</b>
<b>13. Airport Commerce Center II</b> Market: <b>Louisville</b> RBA: <b>645,840</b> Occupied: <b>100%</b> Quoted Rate: <b>\$3.95</b> Grnd Brk Date: <b>Fourth Quarter 2015</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>N/A</b> Developer: <b>N/A</b>	<b>14. 16601 W Sells St</b> Market: <b>Phoenix</b> RBA: <b>618,350</b> Occupied: <b>0%</b> Quoted Rate: <b>\$4.32</b> Grnd Brk Date: <b>Fourth Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>CBRE</b> Developer: <b>Merit Partners, Inc.</b>	<b>15. SPEC IV--E Wingo RD</b> Market: <b>Memphis</b> RBA: <b>615,600</b> Occupied: <b>100%</b> Quoted Rate: <b>\$3.05</b> Grnd Brk Date: <b>Second Quarter 2016</b> Deliv Date: <b>First Quarter 2017</b> Leasing Co: <b>CBRE</b> Developer: <b>Panattoni Development Company, Inc.</b>

## Select Top Under Construction Properties

Based on Project Square Footage

<p><b>1. 2641 Portofino Dr</b></p> <p>Market: <b>Reno/Sparks</b>  RBA: <b>3,800,000</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>Fourth Quarter 2014</b>  Deliv Date: <b>Fourth Quarter 2019</b>  Leasing Co: <b>Tesla Motors, Inc.</b>  Developer: <b>N/A</b></p>	<p><b>2. Volvo North American Manufacturing</b></p> <p>Market: <b>Charleston/N Charleston</b>  RBA: <b>2,300,000</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>Third Quarter 2015</b>  Deliv Date: <b>Fourth Quarter 2018</b>  Leasing Co: <b>Volvo Cars of North America, LLC</b>  Developer: <b>Landmark Construction Co Inc</b></p>	<p><b>3. Majestic Bethlehem Center - Site 3</b></p> <p>Market: <b>Philadelphia</b>  RBA: <b>1,950,000</b>  Preleased: <b>0%</b>  Quoted Rate: <b>Negotiable</b>  Grnd Brk Date: <b>Third Quarter 2016</b>  Deliv Date: <b>Fourth Quarter 2017</b>  Leasing Co: <b>Majestic Realty Co.</b>  Developer: <b>Majestic Realty Co.</b></p>
<p><b>4. TPCO America</b></p> <p>Market: <b>Corpus Christi</b>  RBA: <b>1,600,000</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>First Quarter 2012</b>  Deliv Date: <b>First Quarter 2017</b>  Leasing Co: <b>W.G. Yates &amp; Sons Construction Comp</b>  Developer: <b>W.G. Yates &amp; Sons Construction Comp</b></p>	<p><b>5. Project Hot Dog</b></p> <p>Market: <b>Chicago</b>  RBA: <b>1,508,425</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>Fourth Quarter 2016</b>  Deliv Date: <b>Second Quarter 2018</b>  Leasing Co: <b>JLL</b>  Developer: <b>Ridge Development</b></p>	<p><b>6. Midway Ln</b></p> <p>Market: <b>Nashville</b>  RBA: <b>1,500,000</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>2016</b>  Deliv Date: <b>Third Quarter 2017</b>  Leasing Co: <b>Nissan</b>  Developer: <b>N/A</b></p>
<p><b>7. Crossroads Logistics Center - Bldg A1</b></p> <p>Market: <b>Inland Empire (California)</b>  RBA: <b>1,489,240</b>  Preleased: <b>100%</b>  Quoted Rate: <b>\$3.48</b>  Grnd Brk Date: <b>Third Quarter 2016</b>  Deliv Date: <b>Second Quarter 2017</b>  Leasing Co: <b>CBRE</b>  Developer: <b>Master Development Corporation, Inc</b></p>	<p><b>8. Gillem Logistics Center - Building #150</b></p> <p>Market: <b>Atlanta</b>  RBA: <b>1,471,260</b>  Preleased: <b>31%</b>  Quoted Rate: <b>Negotiable</b>  Grnd Brk Date: <b>Fourth Quarter 2016</b>  Deliv Date: <b>First Quarter 2018</b>  Leasing Co: <b>Robinson Weeks Partners</b>  Developer: <b>Robinson Weeks Partners</b></p>	<p><b>9. Majestic Chino Gateway - Bldg 1</b></p> <p>Market: <b>Inland Empire (California)</b>  RBA: <b>1,412,000</b>  Preleased: <b>0%</b>  Quoted Rate: <b>Negotiable</b>  Grnd Brk Date: <b>First Quarter 2017</b>  Deliv Date: <b>Fourth Quarter 2017</b>  Leasing Co: <b>Majestic Realty Co.</b>  Developer: <b>Majestic Realty Co.</b></p>
<p><b>10. Imeson Road</b></p> <p>Market: <b>Jacksonville (Florida)</b>  RBA: <b>1,380,000</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>Fourth Quarter 2016</b>  Deliv Date: <b>First Quarter 2018</b>  Leasing Co: <b>Liberty Property Trust</b>  Developer: <b>N/A</b></p>	<p><b>11. 7030 Tradepoint Ave</b></p> <p>Market: <b>Baltimore</b>  RBA: <b>1,348,024</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>Fourth Quarter 2016</b>  Deliv Date: <b>Third Quarter 2017</b>  Leasing Co: <b>JLL</b>  Developer: <b>N/A</b></p>	<p><b>12. 1 Mercedes Dr</b></p> <p>Market: <b>Birmingham</b>  RBA: <b>1,300,000</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>Third Quarter 2015</b>  Deliv Date: <b>Third Quarter 2017</b>  Leasing Co: <b>Mercedes-Benz USA</b>  Developer: <b>N/A</b></p>
<p><b>13. IKEA Distribution Center</b></p> <p>Market: <b>Chicago</b>  RBA: <b>1,250,000</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>Second Quarter 2016</b>  Deliv Date: <b>Second Quarter 2018</b>  Leasing Co: <b>Hillwood</b>  Developer: <b>Hillwood</b></p>	<p><b>14. Duke Perris Logistics Center - Bldg 1</b></p> <p>Market: <b>Inland Empire (California)</b>  RBA: <b>1,244,874</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>Third Quarter 2016</b>  Deliv Date: <b>Second Quarter 2017</b>  Leasing Co: <b>Duke Realty Corporation</b>  Developer: <b>Ridge Property Trust</b></p>	<p><b>15. 1 Superloop Cir</b></p> <p>Market: <b>Reno/Sparks</b>  RBA: <b>1,200,947</b>  Preleased: <b>100%</b>  Quoted Rate: <b>N/A</b>  Grnd Brk Date: <b>First Quarter 2015</b>  Deliv Date: <b>First Quarter 2017</b>  Leasing Co: <b>Switch Communications Group</b>  Developer: <b>Blue Scope Steel North America</b></p>

## National Industrial Market



Figures at a Glance

## Flex Market Statistics

First Quarter 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Albany/Schenec	325	9,002,103	483,439	483,439	5.4%	(50,600)	0	38,000	\$10.29
Albuquerque	149	3,554,615	245,744	253,016	7.1%	(16,397)	0	0	\$9.61
Anchorage	141	2,712,800	97,448	97,448	3.6%	(27,925)	0	0	\$17.23
Asheville	258	3,994,541	98,313	98,313	2.5%	(14,179)	0	40,500	\$9.53
Atlanta	4,152	69,118,017	5,839,118	5,929,175	8.6%	687,065	808,355	197,906	\$9.29
Augusta/Richmon	426	3,461,820	368,720	369,320	10.7%	2,274	24,000	0	\$6.79
Austin	622	22,748,833	2,004,097	2,104,142	9.2%	(117,050)	169,395	675,497	\$13.08
Bakersfield	215	2,312,876	107,077	131,641	5.7%	5,607	0	0	\$10.68
Baltimore	1,347	49,096,535	3,704,656	3,863,889	7.9%	96,838	16,700	478,740	\$11.74
Baton Rouge	208	2,603,498	125,268	125,268	4.8%	(31,824)	0	0	\$11.05
Beaumont/Port A	172	1,648,554	67,803	67,803	4.1%	36,620	0	0	\$9.19
Birmingham	826	11,233,210	857,415	857,415	7.6%	(256,005)	0	0	\$8.55
Boise City/Namp	255	4,417,799	149,723	159,961	3.6%	14,942	0	10,711	\$9.30
Boston	2,676	126,848,679	8,740,768	9,096,192	7.2%	1,204,289	95,000	971,110	\$10.49
Bremerton/Silve	71	566,190	15,448	15,448	2.7%	6,394	0	0	\$12.06
Broward County	1,062	19,534,500	897,740	1,057,414	5.4%	(125,521)	0	86,790	\$13.01
Brownsville/Har	8	154,939	3,906	3,906	2.5%	0	0	0	\$0.00
Buffalo/Niagara	142	6,085,730	261,382	261,382	4.3%	4,994	6,000	0	\$11.73
Charleston WV	55	501,344	64,733	64,733	12.9%	0	0	0	\$5.00
Charleston/N Ch	545	6,921,066	344,918	357,628	5.2%	68,989	82,502	14,400	\$15.48
Charlotte	1,181	30,348,855	1,449,500	1,471,917	4.8%	134,012	101,000	381,595	\$8.67
Chattanooga	258	4,112,741	133,930	133,930	3.3%	(13,010)	0	0	\$8.26
Chicago	2,210	71,551,526	5,534,488	5,689,416	8.0%	(42,631)	0	119,000	\$11.21
Cincinnati	319	9,686,722	1,030,317	1,047,181	10.8%	(46,122)	9,500	500,000	\$8.20
Cleveland	854	25,588,391	1,514,356	1,575,823	6.2%	(100,121)	15,000	0	\$9.68
Colorado Spring	268	6,299,636	999,778	1,119,134	17.8%	(24,573)	0	0	\$8.05
Columbia	737	6,709,133	420,633	420,633	6.3%	6,886	3,000	4,000	\$6.48
Columbus	450	11,901,788	696,025	696,025	5.8%	(12,116)	0	291,000	\$7.77
Columbus GA	283	3,998,106	121,085	126,085	3.2%	(33,836)	0	0	\$7.01
Corpus Christi	66	1,137,910	75,305	79,233	7.0%	(11,814)	0	0	\$9.20
Dallas/Ft Worth	6,978	132,539,676	8,154,127	8,517,221	6.4%	1,001,543	772,773	2,037,600	\$9.52
Davenport/Molin	38	699,697	49,697	49,697	7.1%	(1,720)	0	0	\$6.82
Dayton	204	3,961,407	394,116	394,116	9.9%	14,051	0	0	\$9.97
Deltona/Daytona	118	1,637,361	157,410	157,410	9.6%	15,926	0	0	\$9.54
Denver	1,767	50,419,616	4,566,878	4,636,365	9.2%	510,295	464,409	213,777	\$10.87
Des Moines	223	8,869,413	332,593	338,825	3.8%	(38,874)	20,916	857,580	\$7.56
Detroit	1,353	51,771,131	3,886,813	3,920,149	7.6%	(223,831)	130,000	80,086	\$9.06
Duluth	26	388,133	25,634	25,634	6.6%	(21,134)	0	0	\$8.52
East Bay/Oaklar	1,520	54,767,715	3,806,216	4,034,157	7.4%	(241,559)	0	0	\$15.42
El Paso	351	6,194,479	336,465	339,965	5.5%	(73,439)	0	0	\$8.23
Erie	14	435,885	3,342	3,342	0.8%	0	0	0	\$7.55
Evansville	82	4,067,224	109,189	109,189	2.7%	(17,790)	0	0	\$7.64
Fayetteville	110	1,159,166	78,125	78,125	6.7%	(20,200)	0	18,000	\$12.33
Fayetteville/Sp.	162	2,265,315	51,796	51,796	2.3%	(30,856)	0	0	\$6.67
Fort Smith	20	229,412	56,214	56,214	24.5%	2,520	0	0	\$6.18
Fort Wayne	164	4,007,016	73,104	73,104	1.8%	(15,284)	0	111,000	\$7.11
Fresno	118	1,949,010	119,838	119,838	6.1%	6,563	0	0	\$10.48

Source: CoStar Property®





# National Industrial Market

Figures at a Glance

## Flex Market Statistics

First Quarter 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Green Bay	315	8,832,520	221,687	221,687	2.5%	15,805	0	11,700	\$6.11
Greensboro/Wir. s.	451	8,397,430	470,599	470,599	5.6%	40,954	0	0	\$7.78
Greenville/Spar.	706	9,461,882	507,847	585,347	6.2%	(44,879)	0	45,000	\$8.10
Hampton Roads	854	14,681,677	1,424,304	1,459,357	9.9%	(108,315)	4,600	88,000	\$9.82
Hartford	1,186	25,558,729	1,532,736	1,599,877	6.3%	136,841	0	0	\$8.43
Hawaii	83	1,774,667	102,726	102,726	5.8%	(25,054)	0	30,000	\$18.20
Houston	2,018	51,021,659	4,188,864	4,389,846	8.6%	(682,422)	100,000	190,689	\$9.70
Huntington/Ash.	126	1,330,556	89,840	89,840	6.8%	(19,000)	0	0	\$8.50
Huntsville	167	6,596,585	720,485	720,485	10.9%	22,363	0	0	\$10.21
Indianapolis	1,031	23,961,381	1,412,305	1,437,546	6.0%	48,898	15,000	6,000	\$8.91
Inland Empire (.	903	15,342,494	895,009	907,968	5.9%	(9,156)	13,023	0	\$12.01
Jackson	124	2,206,563	61,662	61,662	2.8%	25,796	0	0	\$9.87
Jacksonville (F.	303	7,455,897	596,985	596,985	8.0%	(42,521)	0	0	\$9.36
Kansas City	553	13,658,707	801,155	815,530	6.0%	(21,824)	9,000	24,000	\$9.20
Killeen/Temple/	13	124,642	2,358	2,358	1.9%	0	0	0	\$7.66
Kingsport/Brist.	32	1,027,216	29,560	29,560	2.9%	1,800	0	0	\$6.92
Knoxville	979	12,302,537	196,184	256,799	2.1%	(70,132)	0	0	\$8.83
Lafayette	24	516,763	24,053	24,053	4.7%	(6,558)	0	0	\$8.26
Las Vegas	955	21,461,773	1,253,982	1,262,735	5.9%	91,911	0	295,000	\$9.71
Lexington/Fayet	176	3,422,018	325,826	328,626	9.6%	27,925	0	0	\$8.13
Lincoln	181	2,390,061	64,074	64,074	2.7%	(11,429)	0	0	\$8.04
Little Rock/N L.	575	8,941,373	495,653	495,653	5.5%	(84,117)	0	0	\$6.78
Long Island (Ne.	613	26,831,375	2,190,335	2,470,210	9.2%	(537,368)	0	13,275	\$18.08
Los Angeles	2,859	62,909,377	2,340,785	2,475,735	3.9%	559,737	436,656	20,022	\$18.89
Louisville	466	10,337,318	477,641	477,641	4.6%	(56,498)	0	721,050	\$10.21
Lubbock	26	1,088,661	33,054	33,054	3.0%	(5,292)	0	0	\$7.05
Madison	277	8,538,412	691,625	691,625	8.1%	996	12,000	57,000	\$8.31
McAllen/Edinbu.	20	558,731	43,850	43,850	7.8%	45,351	0	0	\$11.27
Memphis	512	9,343,036	1,156,492	1,163,492	12.5%	(54,341)	0	0	\$6.76
Miami-Dade Coun	600	16,725,161	706,140	712,772	4.3%	(59,132)	0	0	\$17.02
Milwaukee	1,337	45,569,185	1,859,358	1,865,358	4.1%	71,381	0	18,015	\$7.89
Minneapolis	1,830	77,121,679	4,627,286	4,823,351	6.3%	(200,288)	0	0	\$8.74
Mobile	245	2,452,206	147,523	147,523	6.0%	22,200	0	0	\$8.15
Montgomery	208	3,091,995	216,944	216,944	7.0%	(4,283)	0	0	\$8.13
Myrtle Beach/Co.	209	2,220,874	24,534	24,534	1.1%	775	4,975	0	\$7.93
Nashville	525	16,186,942	547,603	630,295	3.9%	(55,091)	27,500	0	\$11.07
New Orleans/Met.	255	3,416,664	155,294	155,294	4.5%	10,986	0	0	\$8.89
North Bay/Santa.	644	14,112,660	864,415	888,983	6.3%	46,851	0	0	\$16.54
Northern New Jo.	1,594	62,958,176	6,636,765	7,170,020	11.4%	(1,058,751)	127,400	52,050	\$11.63
Ocala	48	597,858	81,464	81,464	13.6%	20,500	0	0	\$9.98
Oklahoma City	551	10,020,954	976,879	976,879	9.7%	(52,996)	0	0	\$6.98
Olympia	36	519,065	9,535	9,535	1.8%	0	0	4,200	\$7.20
Omaha/CouncilB	359	8,084,483	494,798	494,798	6.1%	(9,938)	0	0	\$7.03
Orange County (.	3,255	69,272,470	2,309,316	2,355,598	3.4%	(347,706)	0	0	\$14.10
Orlando	1,375	28,679,611	2,068,510	2,106,987	7.3%	229,244	0	95,340	\$9.68
Palm Beach Coun	599	11,145,519	284,404	299,472	2.7%	30,900	0	0	\$12.42
Pensacola	149	1,734,715	31,690	31,690	1.8%	3,370	0	0	\$10.51

Source: CoStar Property®

## National Industrial Market



Figures at a Glance

## Flex Market Statistics

First Quarter 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Peoria	90	1,182,384	12,762	12,762	1.1%	10,061	0	0	\$6.42
Philadelphia	3,433	87,030,100	5,980,516	6,049,952	7.0%	110,423	67,200	305,000	\$8.98
Phoenix	1,151	33,398,138	4,386,718	4,579,008	13.7%	(92,163)	215,634	212,407	\$12.87
Pittsburgh	730	23,072,477	2,097,992	2,116,554	9.2%	(20,393)	91,125	0	\$11.69
Port St Lucie/F.	163	2,618,869	218,582	218,582	8.3%	(12,148)	0	0	\$9.54
Portland	829	21,353,393	1,644,267	1,689,542	7.9%	(8,838)	0	0	\$13.07
Portland/South	167	3,641,962	126,922	179,302	4.9%	27,433	0	0	\$8.23
Providence	184	4,900,264	286,379	286,379	5.8%	26,729	0	0	\$10.26
Raleigh/Durham	1,604	32,821,234	3,011,696	3,069,467	9.4%	(152,797)	38,600	90,764	\$13.54
Reno/Sparks	369	8,769,014	410,065	424,365	4.8%	48,156	0	0	\$9.44
Richmond VA	543	11,589,623	1,129,785	1,147,407	9.9%	(121,640)	0	25,600	\$9.06
Roanoke	165	2,199,512	181,479	181,479	8.3%	12,513	0	0	\$6.95
Rochester	204	13,961,185	1,770,557	1,770,557	12.7%	(185,931)	0	0	\$7.60
Sacramento	981	20,561,295	2,667,874	2,700,563	13.1%	155,435	0	35,800	\$9.70
Salinas	44	893,275	18,399	18,399	2.1%	8,387	0	20,600	\$15.13
Salt Lake City	1,275	26,685,482	1,346,444	1,366,702	5.1%	(151,360)	20,000	154,465	\$8.66
San Antonio	793	13,653,909	1,082,018	1,084,818	7.9%	(5,014)	0	198,089	\$10.42
San Diego	1,864	47,241,284	3,390,058	3,815,469	8.1%	279,600	304,326	892,626	\$17.54
San Francisco	802	24,185,857	1,187,592	1,360,759	5.6%	(263,852)	0	1,198,966	\$34.04
San Luis Obispo	36	712,628	82,884	82,884	11.6%	13,702	0	0	\$17.98
Santa Barbara/S	168	4,014,546	89,578	89,578	2.2%	16,625	0	0	\$14.11
Santa Cruz/Wat	92	2,521,169	51,128	53,928	2.1%	13,549	0	0	\$14.65
Savannah	153	1,696,602	99,479	99,479	5.9%	672	0	0	\$8.97
Seattle/Puget S	1,025	30,940,716	1,589,886	1,614,525	5.2%	144,483	0	0	\$16.19
Shreveport/Boss	248	2,521,757	120,973	124,831	5.0%	(19,650)	0	0	\$7.98
South Bay/San J	2,451	105,371,125	8,574,979	9,141,925	8.7%	729,270	230,762	372,750	\$22.92
South Bend/Mis	85	2,732,788	137,025	137,025	5.0%	(32,520)	0	0	\$12.37
Southwest Flori	390	6,340,191	295,274	323,169	5.1%	22,092	0	38,000	\$9.13
Spokane	268	4,281,483	265,453	276,253	6.5%	(38,457)	0	0	\$8.16
Springfield	64	923,318	7,822	7,822	0.8%	(2,600)	0	0	\$5.55
St. Louis	574	16,414,968	1,475,823	1,573,823	9.6%	122,512	0	590,000	\$9.23
Stockton/Modes	106	4,263,859	27,327	27,327	0.6%	115,308	0	15,000	\$10.20
Syracuse	705	9,398,485	228,703	228,703	2.4%	(38,507)	0	67,000	\$7.54
Tallahassee	121	2,798,596	75,340	88,840	3.2%	7,202	0	0	\$8.49
Tampa/St Peters	1,451	29,328,215	2,309,093	2,320,493	7.9%	89,442	245,000	0	\$8.78
Toledo	395	6,955,289	498,048	498,048	7.2%	(17,191)	0	0	\$7.59
Tucson	471	9,560,973	649,440	661,005	6.9%	(25,949)	0	0	\$8.71
Tulsa	318	7,098,268	303,304	303,304	4.3%	40,587	0	20,000	\$7.20
Utica/Rome	168	2,361,056	22,368	22,368	0.9%	200	0	0	\$9.12
Visalia/Porterv	60	330,443	11,483	11,483	3.5%	0	0	0	\$4.20
Washington	1,632	71,186,207	6,714,992	6,937,612	9.7%	46,060	86,491	928,724	\$13.24
West Michigan	344	13,521,697	356,167	356,167	2.6%	7,950	0	0	\$10.81
Westchester/So	827	28,594,020	2,207,041	2,224,685	7.8%	85,699	0	0	\$13.84
Wichita	63	1,503,652	141,142	141,142	9.4%	3,495	0	0	\$8.75
Wilmington	500	7,061,579	101,955	101,955	1.4%	1,985	0	30,000	\$8.18
Yakima	64	461,183	0	0	0.0%	0	0	0	\$19.48
Youngstown/War	48	886,881	77,835	77,835	8.8%	(11,260)	0	12,700	\$6.52
<b>Totals</b>	<b>92,094</b>	<b>2,330,739,321</b>	<b>160,513,471</b>	<b>166,530,749</b>	<b>7.1%</b>	<b>1,038,190</b>	<b>4,767,842</b>	<b>14,007,124</b>	<b>\$12.08</b>

Source: CoStar Property®



# National Industrial Market

Figures at a Glance

## Warehouse Market Statistics

First Quarter 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Albany/Schenec	2,421	92,861,953	4,621,980	4,621,980	5.0%	70,134	75,000	512,250	\$4.54
Albuquerque	2,432	47,414,099	1,414,111	1,422,111	3.0%	167,700	0	0	\$6.17
Anchorage	730	14,053,517	408,544	419,044	3.0%	(100,351)	0	0	\$12.69
Asheville	567	24,523,645	723,924	723,924	3.0%	62,305	75,000	0	\$5.06
Atlanta	12,209	625,018,640	41,492,828	43,536,229	7.0%	6,036,485	4,490,778	14,124,753	\$3.95
Augusta/Richmon	707	37,599,539	4,183,826	4,183,826	11.1%	(294,042)	0	367,880	\$3.10
Austin	3,439	76,732,561	3,766,646	3,895,500	5.1%	(81,602)	962,642	842,686	\$8.06
Bakersfield	1,396	23,853,355	1,021,803	1,046,295	4.4%	54,726	0	36,575	\$7.76
Baltimore	3,404	190,473,397	15,920,809	16,582,193	8.7%	869,897	350,550	5,947,174	\$4.94
Baton Rouge	1,468	25,900,487	953,771	987,021	3.8%	196,659	142,000	1,132,200	\$6.22
Beaumont/Port A	591	11,130,356	884,392	884,392	7.9%	(64,978)	0	20,450	\$5.78
Birmingham	3,445	125,385,395	7,132,480	8,019,042	6.4%	(620,946)	0	1,937,000	\$3.23
Boise City/Namp	1,713	38,088,473	1,315,108	1,454,470	3.8%	(9,300)	52,500	310,500	\$5.77
Boston	10,106	389,493,460	19,286,404	20,241,435	5.2%	1,040,614	343,996	2,099,909	\$5.88
Bremerton/Silve	196	2,187,799	24,145	24,145	1.1%	(3,819)	0	0	\$10.05
Broward County	5,189	108,665,891	3,960,439	4,017,844	3.7%	560,567	0	667,074	\$9.13
Brownsville/Har	291	10,416,651	654,678	665,520	6.4%	(76,037)	0	100,000	\$3.83
Buffalo/Niagara	1,476	70,644,353	5,248,285	5,291,185	7.5%	944,072	1,200,000	75,713	\$5.28
Charleston WV	397	14,425,624	676,638	685,638	4.8%	(75,870)	15,000	20,000	\$5.77
Charleston/N Ch	2,248	65,362,654	3,598,536	3,623,536	5.5%	997,028	209,500	6,822,006	\$5.17
Charlotte	6,796	295,336,899	14,137,948	14,169,998	4.8%	1,860,058	231,162	3,108,597	\$3.96
Chattanooga	746	39,954,069	3,079,979	3,079,979	7.7%	285,640	0	271,813	\$3.19
Chicago	20,805	1,118,166,860	71,900,677	74,672,109	6.7%	1,365,764	5,146,410	16,517,546	\$5.44
Cincinnati	6,480	301,516,344	14,588,383	14,978,197	5.0%	953,829	10,200	3,956,412	\$3.60
Cleveland	11,966	465,280,804	18,727,592	19,700,794	4.2%	279,140	494,393	1,139,005	\$3.88
Colorado Spring	1,606	27,239,986	2,036,372	2,036,372	7.5%	81,693	0	37,400	\$6.59
Columbia	1,359	54,360,277	3,782,490	3,976,654	7.3%	512,179	0	200,000	\$3.69
Columbus	4,702	253,758,952	13,964,643	14,484,084	5.7%	(424,043)	667,350	2,120,525	\$3.44
Columbus GA	770	40,876,361	4,382,745	4,397,795	10.8%	67,274	0	236,820	\$3.33
Corpus Christi	1,445	20,849,369	836,266	865,974	4.2%	45,824	4,440	1,608,160	\$6.81
Dallas/Ft Worth	14,082	724,153,279	45,202,050	46,740,610	6.5%	3,743,246	6,871,559	19,651,720	\$4.80
Davenport/Molin	396	14,098,950	490,780	490,780	3.5%	(4,267)	0	0	\$3.86
Dayton	3,422	114,332,421	9,680,071	9,916,311	8.7%	869,818	0	751,975	\$3.31
Deltona/Dayton	1,327	19,068,747	333,428	333,428	1.7%	84,809	0	5,000	\$5.50
Denver	8,615	245,939,706	8,975,309	10,286,890	4.2%	565,429	1,264,966	4,573,843	\$7.25
Des Moines	1,501	56,561,657	1,451,397	1,451,397	2.6%	132,548	65,160	600,440	\$4.85
Detroit	15,587	516,257,504	16,047,496	16,362,821	3.2%	(225,482)	257,382	4,122,335	\$4.98
Duluth	467	11,050,359	253,832	253,832	2.3%	216,032	0	0	\$5.94
East Bay/Oaklar	6,555	209,418,501	6,484,649	6,921,592	3.3%	28,853	170,901	1,981,942	\$8.65
El Paso	1,749	56,638,906	5,005,250	5,068,033	8.9%	753,300	0	0	\$3.68
Erie	488	19,434,850	754,771	785,231	4.0%	(45,898)	0	20,000	\$3.58
Evansville	702	29,841,890	2,731,453	2,912,953	9.8%	(235,599)	0	56,000	\$3.01
Fayetteville	383	12,304,050	1,587,236	1,699,848	13.8%	(144,937)	0	0	\$3.54
Fayetteville/Sp	778	26,660,119	1,594,543	1,594,543	6.0%	(2,773)	216,301	321,025	\$3.87
Fort Smith	471	21,674,618	2,987,601	2,987,601	13.8%	1,017,132	0	0	\$2.98
Fort Wayne	1,176	53,304,113	1,766,651	1,785,851	3.4%	408,879	0	1,183,000	\$3.29
Fresno	3,429	89,453,152	3,853,936	3,857,618	4.3%	253,015	0	165,212	\$4.41

Source: CoStar Property®

## National Industrial Market



Figures at a Glance

## Warehouse Market Statistics

First Quarter 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Green Bay	1,596	59,236,261	1,038,644	1,038,644	1.8%	308,543	0	393,600	\$3.66
Greensboro/Wir.	5,952	263,420,544	10,773,406	11,179,085	4.2%	1,172,909	0	948,750	\$3.37
Greenville/Spar.	4,151	196,615,634	12,792,728	12,798,690	6.5%	808,683	345,738	682,450	\$3.42
Hampton Roads	2,925	98,200,497	5,638,283	5,872,296	6.0%	202,747	0	526,559	\$5.03
Hartford	5,282	204,436,995	12,545,851	12,748,530	6.2%	1,656,777	514,200	666,500	\$4.20
Hawaii	2,584	50,978,964	730,674	778,267	1.5%	97,555	16,778	116,918	\$13.48
Houston	16,867	530,191,733	27,429,545	28,663,006	5.4%	1,784,744	3,468,849	4,469,768	\$6.49
Huntington/Ash.	522	21,981,109	849,909	849,909	3.9%	71,371	0	68,000	\$3.11
Huntsville	633	25,294,326	2,506,283	2,517,281	10.0%	(517,654)	99,250	15,000	\$5.02
Indianapolis	5,689	301,172,799	16,310,436	16,620,311	5.5%	294,905	634,073	4,776,184	\$3.88
Inland Empire (	12,042	565,809,338	25,977,158	28,330,870	5.0%	(941,500)	3,474,197	26,963,584	\$6.29
Jackson	575	20,915,649	1,180,977	1,180,977	5.6%	(44,623)	0	202,000	\$4.09
Jacksonville (F.	3,703	119,391,548	5,928,417	6,053,539	5.1%	(266,215)	66,900	2,991,940	\$4.07
Kansas City	6,288	275,264,478	15,470,757	15,788,918	5.7%	877,536	769,566	8,054,737	\$4.26
Killeen/Temple/	193	5,056,018	388,918	388,918	7.7%	(99,066)	0	0	\$4.56
Kingsport/Brist.	395	20,419,415	576,596	580,484	2.8%	790,997	0	0	\$3.23
Knoxville	1,856	62,462,808	2,139,071	2,243,071	3.6%	(139,805)	282,119	158,040	\$3.83
Lafayette	463	8,389,778	736,885	736,885	8.8%	(79,165)	0	18,000	\$5.56
Las Vegas	3,188	101,906,081	6,535,988	6,671,425	6.5%	247,828	240,000	5,387,838	\$6.89
Lexington/Fayet	1,273	47,830,912	1,499,421	1,573,571	3.3%	13,180	0	0	\$4.86
Lincoln	894	25,451,558	705,556	705,556	2.8%	40,475	10,850	59,220	\$4.68
Little Rock/N L.	1,976	59,094,786	4,361,243	4,368,961	7.4%	(143,428)	0	0	\$2.99
Long Island (Ne.	14,888	327,311,027	11,558,140	12,022,128	3.7%	(1,056,665)	24,283	577,957	\$14.98
Los Angeles	34,374	927,874,501	18,347,927	19,512,691	2.1%	942,362	1,773,428	5,370,066	\$9.00
Louisville	4,322	195,520,698	11,135,484	11,649,930	6.0%	(1,124,706)	879,840	5,053,221	\$3.72
Lubbock	2,042	33,011,617	803,109	834,609	2.5%	222,092	0	0	\$3.20
Madison	1,934	83,819,462	2,690,390	2,704,390	3.2%	1,473,297	1,125,020	547,260	\$4.26
McAllen/Edinbu.	423	17,793,661	1,778,464	1,778,464	10.0%	135,112	0	0	\$5.03
Memphis	3,390	246,849,279	16,282,579	17,271,079	7.0%	(684,291)	1,205,640	1,663,116	\$3.24
Miami-Dade Coun	8,297	220,630,383	8,218,667	8,465,476	3.8%	662,120	1,362,652	3,352,986	\$9.19
Milwaukee	6,516	276,463,801	13,692,686	13,788,512	5.0%	216,261	235,775	2,259,364	\$4.27
Minneapolis	8,032	306,830,609	10,736,952	11,447,504	3.7%	94,670	232,143	649,084	\$5.98
Mobile	1,106	26,851,174	2,513,317	2,535,454	9.4%	52,724	0	14,386	\$4.21
Montgomery	534	25,974,699	2,209,847	2,209,847	8.5%	4,204	0	0	\$2.92
Myrtle Beach/Co.	231	3,891,017	308,132	308,132	7.9%	(657)	0	0	\$4.85
Nashville	3,798	192,004,762	6,481,681	6,680,144	3.5%	742,562	617,680	5,613,292	\$4.45
New Orleans/Met.	3,572	63,926,770	2,304,954	2,341,941	3.7%	(234,836)	0	0	\$5.96
North Bay/Santa	3,106	86,878,872	4,194,304	4,238,127	4.9%	(223,466)	484,320	1,180,493	\$7.83
Northern New Jo.	16,150	749,923,692	37,370,700	38,777,842	5.2%	1,682,987	1,906,822	11,441,680	\$6.66
Ocala	576	15,224,118	608,791	608,791	4.0%	50,683	0	0	\$4.06
Oklahoma City	5,600	108,780,374	3,523,190	3,658,090	3.4%	256,740	313,153	417,400	\$5.11
Olympia	357	11,492,685	266,571	266,571	2.3%	75,498	0	730,000	\$5.25
Omaha/Council B	2,753	77,470,287	1,701,060	1,701,060	2.2%	241,208	50,000	578,356	\$5.31
Orange County (	9,321	234,438,096	5,020,678	5,416,457	2.3%	(455,182)	41,668	255,710	\$9.32
Orlando	5,977	157,706,281	7,092,914	7,182,722	4.6%	653,198	608,744	1,463,507	\$5.76
Palm Beach Coun	2,647	49,309,105	1,804,239	1,804,239	3.7%	190,783	119,845	333,622	\$9.81
Pensacola	972	15,920,032	626,671	632,218	4.0%	(37,019)	0	0	\$4.84

Source: CoStar Property®



# National Industrial Market

Figures at a Glance

## Warehouse Market Statistics

First Quarter 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Peoria	357	16,228,713	1,105,696	1,105,696	6.8%	(47,648)	0	0	\$3.77
Philadelphia	17,927	993,336,727	53,120,158	54,220,672	5.5%	10,154,619	2,780,079	17,387,589	\$4.44
Phoenix	8,913	285,501,408	25,489,520	26,114,016	9.1%	1,723,895	2,025,121	4,315,528	\$6.07
Pittsburgh	4,406	158,505,836	8,119,616	8,157,071	5.1%	226,097	14,936	484,150	\$5.29
Port St Lucie/F.	1,085	18,548,172	633,486	670,136	3.6%	(32,123)	11,200	47,024	\$7.13
Portland	5,269	183,631,024	5,823,231	6,403,247	3.5%	608,559	496,567	2,113,321	\$6.91
Portland/South	931	26,807,862	566,103	570,103	2.1%	(109,217)	20,670	0	\$5.59
Providence	2,646	77,670,212	3,460,377	3,460,377	4.5%	(26,790)	39,180	44,628	\$4.80
Raleigh/Durham	2,372	92,835,506	4,325,555	4,659,550	5.0%	383,650	321,600	736,842	\$4.40
Reno/Sparks	1,633	88,067,302	6,887,778	9,093,742	10.3%	149,204	0	5,254,528	\$4.15
Richmond VA	2,717	112,464,231	5,881,839	6,305,021	5.6%	147,503	60,000	690,333	\$3.90
Roanoke	718	30,883,634	2,166,234	2,166,234	7.0%	(358,006)	0	350,000	\$3.70
Rochester	2,002	85,595,186	4,741,356	5,526,247	6.5%	13,722	91,807	0	\$4.75
Sacramento	5,559	159,366,035	10,567,390	10,786,840	6.8%	1,416,895	423,734	1,100,699	\$4.77
Salinas	787	20,130,929	864,047	872,447	4.3%	56,523	88,625	13,500	\$5.70
Salt Lake City	6,437	204,870,000	8,069,130	8,266,046	4.0%	983,879	449,092	2,998,219	\$5.20
San Antonio	3,914	110,055,538	6,802,125	6,955,678	6.3%	(345,054)	431,218	501,591	\$5.60
San Diego	6,627	142,668,847	6,004,462	6,332,961	4.4%	(353,312)	156,977	541,199	\$10.48
San Francisco	3,969	69,061,371	1,691,443	1,797,312	2.6%	(284,938)	0	50,000	\$16.12
San Luis Obispo	471	7,071,830	283,480	319,044	4.5%	45,613	25,000	15,756	\$10.01
Santa Barbara/S	1,051	11,602,589	210,266	225,233	1.9%	2,329	0	0	\$9.79
Santa Cruz/Wat	518	8,433,180	110,493	110,493	1.3%	15,059	0	91,000	\$11.26
Savannah	1,149	53,316,146	1,612,936	1,766,936	3.3%	717,226	1,603,450	3,059,913	\$4.33
Seattle/Puget S.	7,303	284,614,321	8,183,487	8,426,590	3.0%	1,288,469	898,870	2,405,262	\$7.23
Shreveport/Boss	793	26,112,776	3,900,556	3,922,422	15.0%	131,769	0	0	\$3.06
South Bay/San J	3,648	92,617,310	2,234,478	2,361,176	2.5%	(259,106)	344,003	224,024	\$11.82
South Bend/Mis	788	30,727,051	1,242,262	1,242,262	4.0%	359,233	210,480	230,000	\$3.19
Southwest Flori	3,277	42,718,803	653,875	673,875	1.6%	126,261	13,395	235,218	\$7.13
Spokane	1,781	40,378,134	892,667	941,134	2.3%	(3,256)	0	108,844	\$5.83
Springfield	784	23,154,548	1,418,126	1,514,366	6.5%	99,291	15,000	84,000	\$3.94
St. Louis	5,601	252,104,424	14,577,135	14,703,244	5.8%	470,004	1,252,533	4,311,299	\$4.11
Stockton/Modes	3,088	151,033,725	4,814,179	4,895,382	3.2%	557,113	381,600	2,861,327	\$4.38
Syracuse	1,747	84,031,866	7,485,390	7,485,390	8.9%	377,262	60,800	817,000	\$3.80
Tallahassee	950	13,247,958	500,649	500,649	3.8%	158,356	6,650	0	\$4.85
Tampa/St Peters	10,950	257,198,853	12,284,007	12,498,766	4.9%	1,048,231	670,390	2,992,280	\$5.31
Toledo	2,853	140,271,005	5,176,813	5,501,893	3.9%	874,072	76,500	267,215	\$3.08
Tucson	2,070	32,417,868	2,449,719	2,491,880	7.7%	118,593	0	49,971	\$6.13
Tulsa	3,857	95,565,922	3,424,445	3,424,445	3.6%	493,420	98,549	558,063	\$4.28
Utica/Rome	413	24,136,936	2,911,055	2,911,055	12.1%	(113,422)	0	0	\$3.14
Visalia/Porterv	1,018	30,676,963	676,763	676,763	2.2%	186,854	33,356	36,000	\$5.53
Washington	4,530	150,542,003	8,837,354	9,027,218	6.0%	864,953	246,126	1,709,608	\$8.42
West Michigan	8,523	312,591,270	6,323,882	6,380,882	2.0%	2,047,311	699,733	790,744	\$3.55
Westchester/So	6,543	185,990,377	12,019,953	12,127,355	6.5%	677,528	195,690	523,530	\$7.91
Wichita	1,845	49,168,622	1,529,044	1,537,924	3.1%	13,161	10,000	332,000	\$4.10
Wilmington	547	14,754,680	2,309,867	2,309,867	15.7%	(10,538)	0	49,600	\$3.14
Yakima	473	13,496,992	282,338	282,338	2.1%	(25,267)	0	62,000	\$5.56
Youngstown/War	1,523	57,696,543	6,382,707	6,382,707	11.1%	116,776	108,201	0	\$3.16
<b>Totals</b>	<b>548,556</b>	<b>19,713,084,053</b>	<b>970,362,560</b>	<b>1,005,766,922</b>	<b>5.1%</b>	<b>56,815,931</b>	<b>58,581,855</b>	<b>254,089,333</b>	<b>\$5.40</b>

Source: CoStar Property®

## National Industrial Market



Figures at a Glance

## Total Industrial Market Statistics

First Quarter 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Albany/Schenec	2,746	101,864,056	5,105,419	5,105,419	5.0%	19,534	75,000	550,250	\$5.00
Albuquerque	2,581	50,968,714	1,659,855	1,675,127	3.3%	151,303	0	0	\$6.56
Anchorage	871	16,766,317	505,992	516,492	3.1%	(128,276)	0	0	\$13.23
Asheville	825	28,518,186	822,237	822,237	2.9%	48,126	75,000	40,500	\$5.63
Atlanta	16,361	694,136,657	47,331,946	49,465,404	7.1%	6,723,550	5,299,133	14,322,659	\$4.49
Augusta/Richmon	1,133	41,061,359	4,552,546	4,553,146	11.1%	(291,768)	24,000	367,880	\$3.33
Austin	4,061	99,481,394	5,770,743	5,999,642	6.0%	(198,652)	1,132,037	1,518,183	\$9.51
Bakersfield	1,611	26,166,231	1,128,880	1,177,936	4.5%	60,333	0	36,575	\$7.90
Baltimore	4,751	239,569,932	19,625,465	20,446,082	8.5%	966,735	367,250	6,425,914	\$6.00
Baton Rouge	1,676	28,503,985	1,079,039	1,112,289	3.9%	164,835	142,000	1,132,200	\$6.48
Beaumont/Port A	763	12,778,910	952,195	952,195	7.5%	(28,358)	0	20,450	\$6.20
Birmingham	4,271	136,618,605	7,989,895	8,876,457	6.5%	(876,951)	0	1,937,000	\$3.53
Boise City/Nam	1,968	42,506,272	1,464,831	1,614,431	3.8%	5,642	52,500	321,211	\$6.21
Boston	12,782	516,342,139	28,027,172	29,337,627	5.7%	2,244,903	438,996	3,071,019	\$6.90
Bremerton/Silve	267	2,753,989	39,593	39,593	1.4%	2,575	0	0	\$10.45
Broward County	6,251	128,200,391	4,858,179	5,075,258	4.0%	435,046	0	753,864	\$9.64
Brownsville/Har	299	10,571,590	658,584	669,426	6.3%	(76,037)	0	100,000	\$3.83
Buffalo/Niagara	1,618	76,730,083	5,509,667	5,552,567	7.2%	949,066	1,206,000	75,713	\$5.57
Charleston WV	452	14,926,968	741,371	750,371	5.0%	(75,870)	15,000	20,000	\$5.76
Charleston/N Ch	2,793	72,283,720	3,943,454	3,981,164	5.5%	1,066,017	292,002	6,836,406	\$5.66
Charlotte	7,977	325,685,754	15,587,448	15,641,915	4.8%	1,994,070	332,162	3,490,192	\$4.38
Chattanooga	1,004	44,066,810	3,213,909	3,213,909	7.3%	272,630	0	271,813	\$3.45
Chicago	23,015	1,189,718,386	77,435,165	80,361,525	6.8%	1,323,133	5,146,410	16,636,546	\$5.81
Cincinnati	6,799	311,203,066	15,618,700	16,025,378	5.1%	907,707	19,700	4,456,412	\$3.75
Cleveland	12,820	490,869,195	20,241,948	21,276,617	4.3%	179,019	509,393	1,139,005	\$4.27
Colorado Spring	1,874	33,539,622	3,036,150	3,155,506	9.4%	57,120	0	37,400	\$6.90
Columbia	2,096	61,069,410	4,203,123	4,397,287	7.2%	519,065	3,000	204,000	\$3.90
Columbus	5,152	265,660,740	14,660,668	15,180,109	5.7%	(436,159)	667,350	2,411,525	\$3.63
Columbus GA	1,053	44,874,467	4,503,830	4,523,880	10.1%	33,438	0	236,820	\$3.48
Corpus Christi	1,511	21,987,279	911,571	945,207	4.3%	34,010	4,440	1,608,160	\$6.98
Dallas/Ft Worth	21,060	856,692,955	53,356,177	55,257,831	6.5%	4,744,789	7,644,332	21,689,320	\$5.61
Davenport/Molin	434	14,798,647	540,477	540,477	3.7%	(5,987)	0	0	\$4.13
Dayton	3,626	118,293,828	10,074,187	10,310,427	8.7%	883,869	0	751,975	\$3.54
Deltona/Daytona	1,445	20,706,108	490,838	490,838	2.4%	100,735	0	5,000	\$6.01
Denver	10,382	296,359,322	13,542,187	14,923,255	5.0%	1,075,724	1,729,375	4,787,620	\$8.27
Des Moines	1,724	65,431,070	1,783,990	1,790,222	2.7%	93,674	86,076	1,458,020	\$5.09
Detroit	16,940	568,028,635	19,934,309	20,282,970	3.6%	(449,313)	387,382	4,202,421	\$5.44
Duluth	493	11,438,492	279,466	279,466	2.4%	194,898	0	0	\$6.07
East Bay/Oaklar	8,075	264,186,216	10,290,865	10,955,749	4.1%	(212,706)	170,901	1,981,942	\$10.80
El Paso	2,100	62,833,385	5,341,715	5,407,998	8.6%	679,861	0	0	\$4.02
Erie	502	19,870,735	758,113	788,573	4.0%	(45,898)	0	20,000	\$3.65
Evansville	784	33,909,114	2,840,642	3,022,142	8.9%	(253,389)	0	56,000	\$3.18
Fayetteville	493	13,463,216	1,665,361	1,777,973	13.2%	(165,137)	0	18,000	\$3.96
Fayetteville/Sp.	940	28,925,434	1,646,339	1,646,339	5.7%	(33,629)	216,301	321,025	\$3.99
Fort Smith	491	21,904,030	3,043,815	3,043,815	13.9%	1,019,652	0	0	\$3.00
Fort Wayne	1,340	57,311,129	1,839,755	1,858,955	3.2%	393,595	0	1,294,000	\$3.41
Fresno	3,547	91,402,162	3,973,774	3,977,456	4.4%	259,578	0	165,212	\$4.58

Source: CoStar Property®



# National Industrial Market

Figures at a Glance

## Total Industrial Market Statistics

First Quarter 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Green Bay	1,911	68,068,781	1,260,331	1,260,331	1.9%	324,348	0	405,300	\$3.83
Greensboro/Wir.	6,403	271,817,974	11,244,005	11,649,684	4.3%	1,213,863	0	948,750	\$3.52
Greenville/Spar.	4,857	206,077,516	13,300,575	13,384,037	6.5%	763,804	345,738	727,450	\$3.65
Hampton Roads	3,779	112,882,174	7,062,587	7,331,653	6.5%	94,432	4,600	614,559	\$5.92
Hartford	6,468	229,995,724	14,078,587	14,348,407	6.2%	1,793,618	514,200	666,500	\$4.57
Hawaii	2,667	52,753,631	833,400	880,993	1.7%	72,501	16,778	146,918	\$13.87
Houston	18,885	581,213,392	31,618,409	33,052,852	5.7%	1,102,322	3,568,849	4,660,457	\$6.80
Huntington/Ash.	648	23,311,665	939,749	939,749	4.0%	52,371	0	68,000	\$3.53
Huntsville	800	31,890,911	3,226,768	3,237,766	10.2%	(495,291)	99,250	15,000	\$6.21
Indianapolis	6,720	325,134,180	17,722,741	18,057,857	5.6%	343,803	649,073	4,782,184	\$4.20
Inland Empire (	12,945	581,151,832	26,872,167	29,238,838	5.0%	(950,656)	3,487,220	26,963,584	\$6.48
Jackson	699	23,122,212	1,242,639	1,242,639	5.4%	(18,827)	0	202,000	\$4.42
Jacksonville (F.	4,006	126,847,445	6,525,402	6,650,524	5.2%	(308,736)	66,900	2,991,940	\$4.41
Kansas City	6,841	288,923,185	16,271,912	16,604,448	5.7%	855,712	778,566	8,078,737	\$4.45
Killeen/Temple/	206	5,180,660	391,276	391,276	7.6%	(99,066)	0	0	\$4.59
Kingsport/Brist.	427	21,446,631	606,156	610,044	2.8%	792,797	0	0	\$3.37
Knoxville	2,835	74,765,345	2,335,255	2,499,870	3.3%	(209,937)	282,119	158,040	\$4.13
Lafayette	487	8,906,541	760,938	760,938	8.5%	(85,723)	0	18,000	\$5.61
Las Vegas	4,143	123,367,854	7,789,970	7,934,160	6.4%	339,739	240,000	5,682,838	\$7.27
Lexington/Fayet	1,449	51,252,930	1,825,247	1,902,197	3.7%	41,105	0	0	\$5.14
Lincoln	1,075	27,841,619	769,630	769,630	2.8%	29,046	10,850	59,220	\$4.88
Little Rock/N.L.	2,551	68,036,159	4,856,896	4,864,614	7.2%	(227,545)	0	0	\$3.22
Long Island (Ne.	15,501	354,142,402	13,748,475	14,492,338	4.1%	(1,594,033)	24,283	591,232	\$15.22
Los Angeles	37,233	990,783,878	20,688,712	21,988,426	2.2%	1,502,099	2,210,084	5,390,088	\$9.71
Louisville	4,788	205,858,016	11,613,125	12,127,571	5.9%	(1,181,204)	879,840	5,774,271	\$3.89
Lubbock	2,068	34,100,278	836,163	867,663	2.5%	216,800	0	0	\$3.50
Madison	2,211	92,357,874	3,382,015	3,396,015	3.7%	1,474,293	1,137,020	604,260	\$4.61
McAllen/Edinbu.	443	18,352,392	1,822,314	1,822,314	9.9%	180,463	0	0	\$5.14
Memphis	3,902	256,192,315	17,439,071	18,434,571	7.2%	(738,632)	1,205,640	1,663,116	\$3.39
Miami-Dade Coun	8,897	237,355,544	8,924,807	9,178,248	3.9%	602,988	1,362,652	3,352,986	\$9.54
Milwaukee	7,853	322,032,986	15,552,044	15,653,870	4.9%	287,642	235,775	2,277,379	\$4.58
Minneapolis	9,862	383,952,288	15,364,238	16,270,855	4.2%	(105,618)	232,143	649,084	\$6.64
Mobile	1,351	29,303,380	2,660,840	2,682,977	9.2%	74,924	0	14,386	\$4.38
Montgomery	742	29,066,694	2,426,791	2,426,791	8.3%	(79)	0	0	\$3.27
Myrtle Beach/Co.	440	6,111,891	332,666	332,666	5.4%	118	4,975	0	\$5.16
Nashville	4,323	208,191,704	7,029,284	7,310,439	3.5%	687,471	645,180	5,613,292	\$4.93
New Orleans/Met.	3,827	67,343,434	2,460,248	2,497,235	3.7%	(223,850)	0	0	\$6.09
North Bay/Santa	3,750	100,991,532	5,058,719	5,127,110	5.1%	(176,615)	484,320	1,180,493	\$9.14
Northern New Je.	17,744	812,881,868	44,007,465	45,947,862	5.7%	624,236	2,034,222	11,493,730	\$7.00
Ocala	624	15,821,976	690,255	690,255	4.4%	71,183	0	0	\$4.30
Oklahoma City	6,151	118,801,328	4,500,069	4,634,969	3.9%	203,744	313,153	417,400	\$5.34
Olympia	393	12,011,750	276,106	276,106	2.3%	75,498	0	734,200	\$5.29
Omaha/CounciB	3,112	85,554,770	2,195,858	2,195,858	2.6%	231,270	50,000	578,356	\$5.58
Orange County (	12,576	303,710,566	7,329,994	7,772,055	2.6%	(802,888)	41,668	255,710	\$10.51
Orlando	7,352	186,385,892	9,161,424	9,289,709	5.0%	882,442	608,744	1,558,847	\$6.39
Palm Beach Coun	3,246	60,454,624	2,088,643	2,103,711	3.5%	221,683	119,845	333,622	\$10.17
Pensacola	1,121	17,654,747	658,361	663,908	3.8%	(33,649)	0	0	\$4.99

Source: CoStar Property®

## National Industrial Market



Figures at a Glance

## Total Industrial Market Statistics

First Quarter 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Peoria	447	17,411,097	1,118,458	1,118,458	6.4%	(37,587)	0	0	\$4.01
Philadelphia	21,360	1,080,366,827	59,100,674	60,270,624	5.6%	10,265,042	2,847,279	17,692,589	\$4.87
Phoenix	10,064	318,899,546	29,876,238	30,693,024	9.6%	1,631,732	2,240,755	4,527,935	\$6.93
Pittsburgh	5,136	181,578,313	10,217,608	10,273,625	5.7%	205,704	106,061	484,150	\$6.08
Port St Lucie/F.	1,248	21,167,041	852,068	888,718	4.2%	(44,271)	11,200	47,024	\$7.44
Portland	6,098	204,984,417	7,467,498	8,092,789	3.9%	599,721	496,567	2,113,321	\$8.02
Portland/South	1,098	30,449,824	693,025	749,405	2.5%	(81,784)	20,670	0	\$6.04
Providence	2,830	82,570,476	3,746,756	3,746,756	4.5%	(61)	39,180	44,628	\$5.04
Raleigh/Durham	3,976	125,656,740	7,337,251	7,729,017	6.2%	230,853	360,200	827,606	\$7.27
Reno/Sparks	2,002	96,836,316	7,297,843	9,518,107	9.8%	197,360	0	5,254,528	\$4.34
Richmond VA	3,260	124,053,854	7,011,624	7,452,428	6.0%	25,863	60,000	715,933	\$4.51
Roanoke	883	33,083,146	2,347,713	2,347,713	7.1%	(345,493)	0	350,000	\$3.94
Rochester	2,206	99,556,371	6,511,913	7,296,804	7.3%	(172,209)	91,807	0	\$4.96
Sacramento	6,540	179,927,330	13,235,264	13,487,403	7.5%	1,572,330	423,734	1,136,499	\$5.51
Salinas	831	21,024,204	882,446	890,846	4.2%	64,910	88,625	34,100	\$5.85
Salt Lake City	7,712	231,555,482	9,415,574	9,632,748	4.2%	832,519	469,092	3,152,684	\$5.56
San Antonio	4,707	123,709,447	7,884,143	8,040,496	6.5%	(350,068)	431,218	699,680	\$6.05
San Diego	8,491	189,910,131	9,394,520	10,148,430	5.3%	(73,712)	461,303	1,433,825	\$12.38
San Francisco	4,771	93,247,228	2,879,035	3,158,071	3.4%	(548,790)	0	1,248,966	\$22.15
San Luis Obispo	507	7,784,458	366,364	401,928	5.2%	59,315	25,000	15,756	\$11.32
Santa Barbara/S	1,219	15,617,135	299,844	314,811	2.0%	18,954	0	0	\$11.39
Santa Cruz/Wat.	610	10,954,349	161,621	164,421	1.5%	28,608	0	91,000	\$11.82
Savannah	1,302	55,012,748	1,712,415	1,866,415	3.4%	717,898	1,603,450	3,059,913	\$4.45
Seattle/Puget S.	8,328	315,555,037	9,773,373	10,041,115	3.2%	1,432,952	898,870	2,405,262	\$8.44
Shreveport/Boss.	1,041	28,634,533	4,021,529	4,047,253	14.1%	112,119	0	0	\$3.13
South Bay/San J	6,099	197,988,435	10,809,457	11,503,101	5.8%	470,164	574,765	596,774	\$20.10
South Bend/Mis.	873	33,459,839	1,379,287	1,379,287	4.1%	326,713	210,480	230,000	\$3.97
Southwest Flori.	3,667	49,058,994	949,149	997,044	2.0%	148,353	13,395	273,218	\$7.59
Spokane	2,049	44,659,617	1,158,120	1,217,387	2.7%	(41,713)	0	108,844	\$6.20
Springfield	848	24,077,866	1,425,948	1,522,188	6.3%	96,691	15,000	84,000	\$3.97
St. Louis	6,175	268,519,392	16,052,958	16,277,067	6.1%	592,516	1,252,533	4,901,299	\$4.38
Stockton/Modes.	3,194	155,297,584	4,841,506	4,922,709	3.2%	672,421	381,600	2,876,327	\$4.41
Syracuse	2,452	93,430,351	7,714,093	7,714,093	8.3%	338,755	60,800	884,000	\$3.97
Tallahassee	1,071	16,046,554	575,989	589,489	3.7%	165,558	6,650	0	\$5.09
Tampa/St Peters.	12,401	286,527,068	14,593,100	14,819,259	5.2%	1,137,673	915,390	2,992,280	\$5.69
Toledo	3,248	147,226,294	5,674,861	5,999,941	4.1%	856,881	76,500	267,215	\$3.26
Tucson	2,541	41,978,841	3,099,159	3,152,885	7.5%	92,644	0	49,971	\$6.71
Tulsa	4,175	102,664,190	3,727,749	3,727,749	3.6%	534,007	98,549	578,063	\$4.51
Utica/Rome	581	26,497,992	2,933,423	2,933,423	11.1%	(113,222)	0	0	\$3.22
Visalia/Porterv.	1,078	31,007,406	688,246	688,246	2.2%	186,854	33,356	36,000	\$5.52
Washington	6,162	221,728,210	15,552,346	15,964,830	7.2%	911,013	332,617	2,638,332	\$9.96
West Michigan	8,867	326,112,967	6,680,049	6,737,049	2.1%	2,055,261	699,733	790,744	\$3.78
Westchester/So	7,370	214,584,397	14,226,994	14,352,040	6.7%	763,227	195,690	523,530	\$8.76
Wichita	1,908	50,672,274	1,670,186	1,679,066	3.3%	16,656	10,000	332,000	\$4.23
Wilmington	1,047	21,816,259	2,411,822	2,411,822	11.1%	(8,553)	0	79,600	\$3.70
Yakima	537	13,958,175	282,338	282,338	2.0%	(25,267)	0	62,000	\$6.38
Youngstown/Wa r	1,571	58,583,424	6,460,542	6,460,542	11.0%	105,516	108,201	12,700	\$3.21
<b>Totals</b>	<b>640,650</b>	<b>22,043,823,374</b>	<b>1,130,876,031</b>	<b>1,172,297,677</b>	<b>5.3%</b>	<b>57,854,121</b>	<b>63,349,697</b>	<b>268,096,457</b>	<b>\$6.14</b>

Source: CoStar Property®





# National Industrial Market

Figures at a Glance

## Flex Market Statistics\*

First Quarter 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 1q	61,960	1,695,520,832	123,948,143	129,070,473	7.6%	1,973,328	58	4,589,849	125	11,061,514	\$12.99
2016 4q	61,908	1,691,329,438	121,774,657	126,844,772	7.5%	3,994,574	57	2,193,775	163	13,778,737	\$12.81
2016 3q	61,857	1,689,519,829	124,234,852	129,029,737	7.6%	5,371,729	28	1,044,212	190	12,940,218	\$12.69
2016 2q	61,838	1,689,207,113	129,563,288	134,084,550	7.9%	5,233,222	23	1,221,222	174	11,699,679	\$12.51
2016 1q	61,825	1,688,802,402	134,476,609	138,913,061	8.2%	5,292,280	49	1,828,242	139	10,004,279	\$12.37
2015	61,793	1,687,599,160	138,376,427	143,002,099	8.5%	25,519,629	104	5,066,784	156	9,959,436	\$12.30
2014	61,792	1,685,744,281	161,727,727	166,666,849	9.9%	23,773,741	90	4,975,514	68	3,633,569	\$11.73
2013	61,796	1,687,321,788	186,621,932	192,018,097	11.4%	18,471,215	90	4,666,050	69	3,543,979	\$11.07
2012	61,733	1,683,925,635	201,126,717	207,093,159	12.3%	12,007,249	67	3,136,237	77	3,722,710	\$10.52
2011	61,686	1,682,108,630	210,554,295	217,283,403	12.9%	10,575,948	68	3,567,942	68	3,251,131	\$10.30
2010	61,655	1,680,936,741	217,931,449	226,687,462	13.5%	1,456,118	104	3,311,650	61	3,607,804	\$10.32
2009	61,540	1,677,638,964	212,985,224	224,845,803	13.4%	(18,985,014)	273	9,748,292	106	3,566,846	\$10.87
2008	61,246	1,668,114,238	185,579,786	196,336,063	11.8%	5,157,853	603	17,279,863	263	9,926,939	\$12.28
2007	60,545	1,649,645,303	173,577,154	183,024,981	11.1%	19,626,773	677	16,921,407	528	15,184,563	\$11.85
2006	59,769	1,631,865,604	172,999,083	184,872,055	11.3%	28,969,018	752	17,788,055	633	17,671,298	\$11.10
2005	58,870	1,610,297,158	177,351,177	192,272,627	11.9%	38,958,677	692	18,460,402	763	19,928,933	\$10.32

Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

## Warehouse Market Statistics\*

First Quarter 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 1q	365,136	13,656,765,259	674,884,340	700,308,800	5.1%	39,226,902	327	46,666,695	988	195,715,655	\$5.84
2016 4q	364,834	13,613,900,275	671,613,098	696,899,282	5.1%	59,477,306	290	49,853,701	1,100	199,591,146	\$5.73
2016 3q	364,596	13,566,981,319	683,985,990	709,360,132	5.2%	86,725,054	280	59,906,811	1,115	192,376,501	\$5.67
2016 2q	364,393	13,511,984,255	716,761,767	741,083,047	5.5%	48,298,874	245	42,185,888	1,041	192,784,067	\$5.58
2016 1q	364,228	13,477,160,267	731,378,713	754,493,931	5.6%	46,586,371	317	44,125,349	934	174,179,665	\$5.49
2015	364,007	13,439,446,049	742,098,779	763,369,956	5.7%	218,667,909	1,034	161,663,851	923	168,676,684	\$5.38
2014	363,376	13,308,731,046	830,942,783	851,322,364	6.4%	213,484,487	788	138,412,993	777	136,579,272	\$5.11
2013	362,987	13,208,248,775	942,545,082	964,292,974	7.3%	168,913,249	523	81,440,465	611	114,849,692	\$5.01
2012	362,757	13,163,459,533	1,058,158,875	1,088,421,588	8.3%	116,699,473	437	48,978,656	370	60,247,629	\$4.85
2011	362,553	13,139,020,340	1,145,548,673	1,180,681,768	9.0%	115,205,064	358	31,928,948	346	37,712,779	\$4.77
2010	362,328	13,123,392,693	1,235,780,356	1,280,254,382	9.8%	24,899,787	401	29,010,004	336	29,240,596	\$4.82
2009	362,006	13,111,528,479	1,242,195,979	1,293,274,805	9.9%	(131,371,941)	1,037	86,548,711	403	28,020,517	\$5.06
2008	360,930	13,030,288,735	1,036,254,270	1,080,669,433	8.3%	72,241,488	2,250	179,462,357	1,047	86,702,267	\$5.42
2007	358,322	12,846,167,209	934,921,416	968,795,798	7.5%	189,053,273	2,703	174,782,800	2,111	168,101,549	\$5.34
2006	355,127	12,658,639,892	935,460,175	970,327,438	7.7%	215,758,541	2,769	183,273,516	2,620	174,702,427	\$5.16
2005	351,698	12,457,766,676	949,840,157	985,469,897	7.9%	193,809,567	2,728	154,831,990	2,841	181,699,837	\$4.94

Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

## Total Industrial Market Statistics\*

First Quarter 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 1q	427,096	15,352,286,091	798,832,483	829,379,273	5.4%	41,200,230	385	51,256,544	1,113	206,777,169	\$6.71
2016 4q	426,742	15,305,229,713	793,387,755	823,744,054	5.4%	63,471,880	347	52,047,476	1,263	213,369,883	\$6.61
2016 3q	426,453	15,256,501,148	808,220,842	838,389,869	5.5%	92,096,783	308	60,951,023	1,305	205,316,719	\$6.54
2016 2q	426,231	15,201,191,368	846,325,055	875,167,597	5.8%	53,532,096	268	43,407,110	1,215	204,483,746	\$6.44
2016 1q	426,053	15,165,962,669	865,855,322	893,406,992	5.9%	51,878,651	366	45,953,591	1,073	184,183,944	\$6.35
2015	425,800	15,127,045,209	880,475,206	906,372,055	6.0%	244,187,538	1,138	166,730,635	1,079	178,636,120	\$6.24
2014	425,168	14,994,475,327	992,670,510	1,017,989,213	6.8%	237,258,228	878	143,388,507	845	140,212,841	\$5.93
2013	424,783	14,895,570,563	1,129,167,014	1,156,311,071	7.8%	187,384,464	613	86,106,515	680	118,393,671	\$5.76
2012	424,490	14,847,385,168	1,259,285,592	1,295,514,747	8.7%	128,706,722	504	52,114,893	447	63,970,339	\$5.52
2011	424,239	14,821,128,970	1,356,102,968	1,397,965,171	9.4%	125,781,012	426	35,496,890	414	40,963,910	\$5.42
2010	423,983	14,804,329,434	1,453,711,805	1,506,941,844	10.2%	26,355,905	505	32,321,654	397	32,848,400	\$5.47
2009	423,546	14,789,167,443	1,455,181,203	1,518,120,608	10.3%	(150,356,955)	1,310	96,297,003	509	31,587,363	\$5.76
2008	422,176	14,698,402,973	1,221,834,056	1,277,005,496	8.7%	77,399,341	2,853	196,742,220	1,310	96,629,206	\$6.30
2007	418,867	14,495,812,512	1,108,498,570	1,151,820,779	7.9%	208,680,046	3,380	191,704,207	2,639	183,286,112	\$6.22
2006	414,896	14,290,505,496	1,108,459,258	1,155,199,493	8.1%	244,727,559	3,521	201,061,571	3,253	192,373,725	\$6.01
2005	410,568	14,068,063,834	1,127,191,334	1,177,742,524	8.4%	232,768,244	3,420	173,292,392	3,604	201,628,770	\$5.79

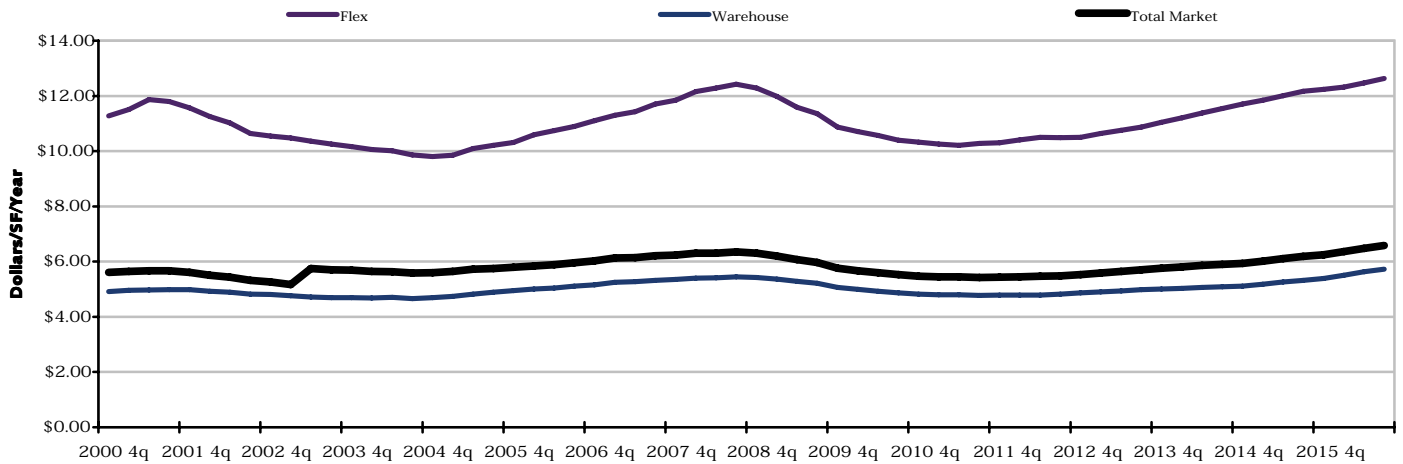
Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

# National Industrial Market



Leasing Activity

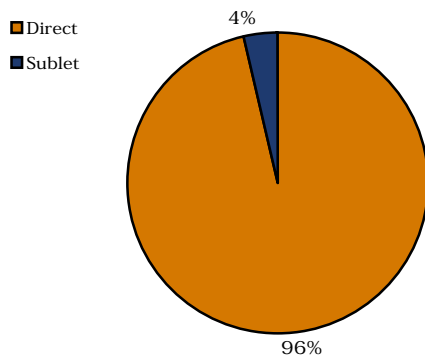
## Historical Rental Rates\*



Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

## Vacancy by Available Space Type

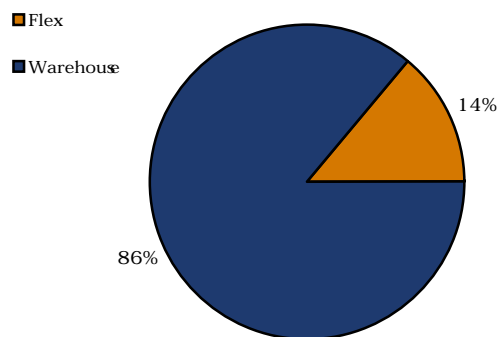
Percent of All Vacant Space in Direct vs. Sublet



Source: CoStar Property®

## Vacancy by Building Type

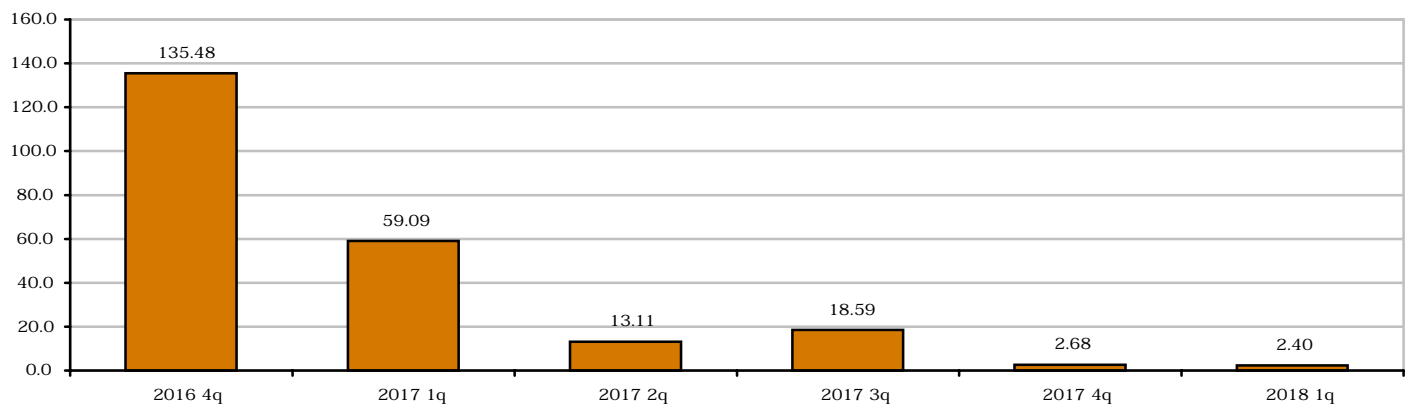
Percent of All Vacant Space by Building Type



Source: CoStar Property®

## Future Space Available

Space Scheduled to be Available for Occupancy in the Future\*



\* includes Under Construction Spaces Source: CoStar Property®



# National Industrial Market

Leasing Activity

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

Building	Market	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1 7030 Tradepoint Ave	Baltimore	1,348,024	1st	Under Armor	N/A	JLL
2 2320 E Bardin Rd	Dallas/Ft Worth	1,004,400	1st	UPS	N/A	Exeter Property Group
3 32880 W191st St-BldgA	Kansas City	927,112	1st	Spectrum Brands HHI	Unknown	Northpoint Development
4 Prologis Park Tacoma - Bldg B	Seattle/Puget Sound	770,195	1st	UPS	JLL	Washington Real Estate Advisors LLC
5 BridgePort Logistics Center - Bldg C	Northern New Jersey	718,219	1st	Target	Unknown	CBRE; Bridge Devel Partners
6 8505 Nail Rd	Memphis	716,080	1st	Sephora	JLL	CBRE
7 Skyline/20 West	Atlanta	604,852	1st	Mars	N/A	Colliers International
8 Ontario Airport Mission Center #3	Inland Empire (California)	604,178	1st	The Braun	JLL	JLL
9 JohnsonDiversey Distribution Center*	Milwaukee	551,759	1st	Diversey, Inc.	N/A	N/A
10 1700 Meacham Blvd*	Dallas/Ft Worth	505,000	1st	Lasko Products, Inc.	N/A	N/A
11 1464 W Merrill Ave*	Inland Empire (California)	436,650	1st	Kuehne + Nagel Inc.	N/A	Exeter Property Group LLC
12 Gillem Logistics Center - Building 200	Atlanta	406,625	1st	Kuehne + Nagel Inc.	REAP, LLC	JLL
13 2525 Esters Rd*	Dallas/Ft Worth	401,572	1st	KidKraft	N/A	CBRE
14 11200-11270 Britton St	Kansas City	401,098	1st	Pro-Pak	Unknown	Block Real Estate Services LLC
15 Sumner Corporate Park - Rainier Bldg	Seattle/Puget Sound	401,076	1st	Amazon	KBC Advisors, Inc.	JLL
16 Liberty Business Center II - Lot 5	Philadelphia	400,000	1st	Herman's Warehousing	McGowanCorporateRealEstateAdvis	N/A
17 Southaven Distribution Center1-Building1,	Memphis	390,000	1st	OHL	N/A	Colliers Management Services, LLC
18 2750 Barrett Lakes Blvd	Atlanta	368,931	1st	Atlanta Bonded Warehouse	NAI Brannen Goddard	Lee & Associates CRE
19 19500-19550 E 23rd Ave	Denver	357,555	1st	UPS	Cushman & Wakefield	CBRE
20 Southport Industrial Center	Indianapolis	355,780	1st	Unknown	N/A	Cushman & Wakefield
21 Park Mira Loma North II - Bldg B-2	Inland Empire (California)	353,361	1st	Gildan	N/A	JLL
22 12610 NW115th Ave*	Miami-Dade County	342,750	1st	Bel Usa Llc	CBRE	Newmark Grubb Knight Frank
23 9400 N Royal Ln*	Dallas/Ft Worth	335,480	1st	KGP Logistics	Lee & Associates	Prologis
24 1600 E Newlands Dr	Reno/Sparks	323,520	1st	Daehan Solutions America LLC	N/A	Kidder Mathews
25 Capital Logistics Center - Bldg 100*	Philadelphia	321,333	1st	Allen Distribution	JLL	CBRE
26 Greens Port Industrial Park*	Houston	303,281	1st	Gulf Winds	JLL	N/A
27 300 Diamond Dr NW*	Huntsville	300,000	1st	Cinram	Triad Properties Corporation	Triad Properties Corporation
28 1700 Meacham Blvd*	Dallas/Ft Worth	295,000	1st	Lasko Products, Inc.	N/A	N/A
29 Lasko Products Inc.*	Nashville	285,426	1st	Lasko Products, Inc.	N/A	N/A
30 8730 Military Rd	Reno/Sparks	269,620	1st	Fosdick Fulfillment	N/A	CBRE
31 36555 Ecorse Rd	Detroit	268,800	1st	Keystone Automotive Industries Inc	N/A	Signature Associates
32 MBP #4	Chicago	263,490	1st	Parts Town	Cushman & Wakefield	Lee & Associates
33 1500 S 71st Ave	Phoenix	261,880	1st	Essendant Co.	JLL	Colliers International
34 Park 277 - Bldg B*	Seattle/Puget Sound	261,696	1st	Ply Gem Windows	Colliers International	Colliers International
35 77 Executive Ave	Northern New Jersey	260,000	1st	One Stop Logistics, Inc.	Unknown	Cushman & Wakefield
36 Tech Center Dr	Pittsburgh	260,000	1st	Philips Electronics, Inc	N/A	Capri EGM
37 Alamo Crossing Commerce - Bldg A*	Houston	250,000	1st	Ford Motor Company	N/A	Transwestern
38 4250 Oneida St	Denver	245,340	1st	Summit Warehouse & Logistics, LLC	Column Commercial	Cushman & Wakefield
39 1351 S Wheeling Rd	Chicago	244,300	1st	SG360	N/A	N/A
40 11751 Cabernet Dr*	Inland Empire (California)	231,600	1st	Modus Furniture International	Colliers International	Colliers International; CBRE

Source: CoStar Property®

\* Renewal

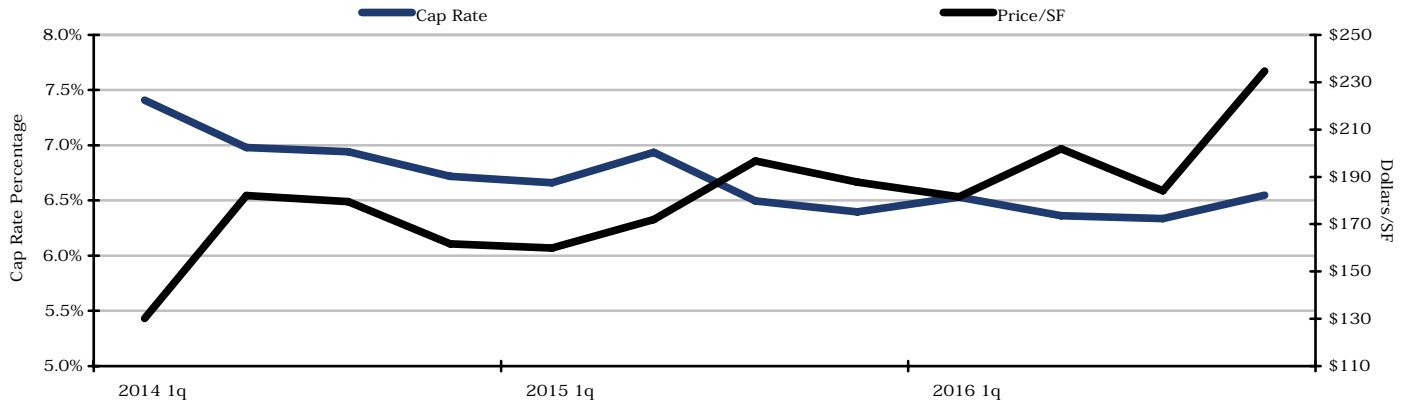
# National Industrial Market



Sales Activity

## The Optimist Sales Index

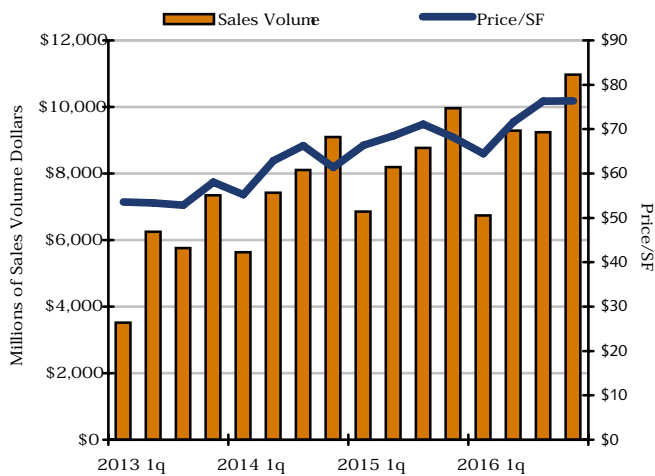
Average of Two Highest Price/SF's and Two Lowest Cap Rates From Each Region



Source: CoStar COMPS®

## Sales Volume & Price

Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## Sales Analysis by Building Size

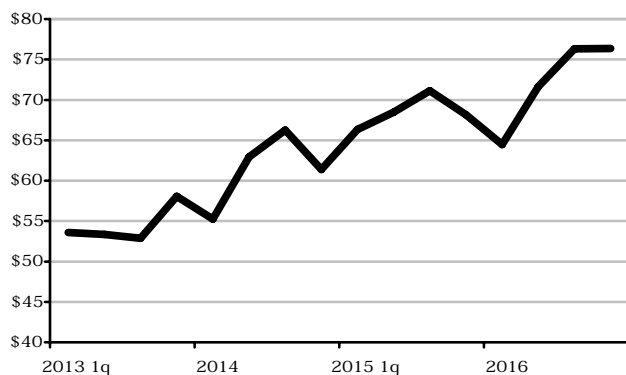
Based on Industrial Bldg Sales From Jan. 2016 - Dec. 2016

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 25,000 SF	6,260	71,374,444	\$8,781,263,819	\$123.03	7.36%
25K-99K SF	3,020	146,544,213	\$11,439,467,613	\$78.06	7.39%
100K-249K SF	877	128,900,926	\$8,671,157,003	\$67.27	6.16%
>250K SF	388	187,900,876	\$12,573,358,747	\$66.91	5.45%

Source: CoStar COMPS®

## Historical Price/SF Average

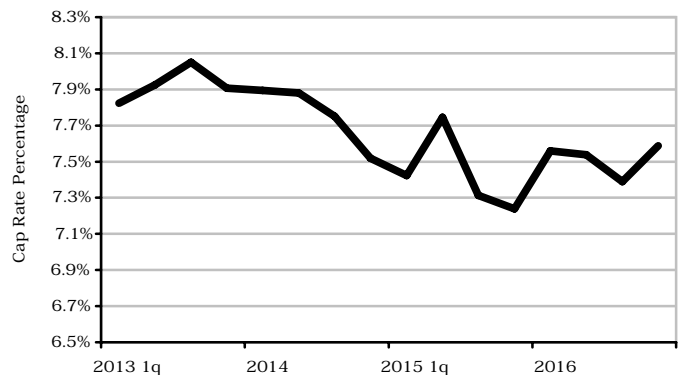
Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## Historical Cap Rate Average

Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## Select Top Sales

Based on Sales from January 2016 Through March 2017

### 1. Underwood Distribution Center



#### Houston

Price: **\$155,000,000**  
 Price/SF: **\$71.59**  
 Cap Rate: **N/A**  
 RBA: **2,165,200**  
 Date: **2/15/2017**  
 Year Built: **2009**  
 Buyer: **Hines**  
 Seller: **BlackRock**

### 2. 10400 NW 122nd St



#### Miami-Dade County

Price: **\$106,000,000**  
 Price/SF: **\$345.98**  
 Cap Rate: **N/A**  
 RBA: **306,375**  
 Date: **12/19/2016**  
 Year Built: **2006**  
 Buyer: **CenterPoint Properties**  
 Seller: **Levine Properties, Inc.**

### 3. 350 Starke Rd



#### Northern New Jersey

Price: **\$73,000,000**  
 Price/SF: **\$206.59**  
 Cap Rate: **4.5%**  
 RBA: **353,349**  
 Date: **1/3/2017**  
 Year Built: **2004**  
 Buyer: **Bentall Kennedy**  
 Seller: **CIM Group LP**

### 4. Cleveland Technology Center



#### Cleveland

Price: **\$60,675,000**  
 Price/SF: **\$182.09**  
 Cap Rate: **7.2%**  
 RBA: **333,215**  
 Date: **1/25/2017**  
 Year Built: **1920**  
 Buyer: **H5 Capital**  
 Seller: **BYTEGRID Holdings, LLC**

### 5. 838 Lincoln County Pky



#### Charlotte

Price: **\$55,700,000**  
 Price/SF: **\$55.70**  
 Cap Rate: **6.28%**  
 RBA: **1,000,000**  
 Date: **1/31/2017**  
 Year Built: **2003**  
 Buyer: **Stoneridge Realty & Investments**  
 Seller: **Hartz Mountain Industries, Inc.**

### 6. 475 Kent Ave



#### Long Island (New York)

Price: **\$55,675,000**  
 Price/SF: **\$369.70**  
 Cap Rate: **N/A**  
 RBA: **150,595**  
 Date: **2/1/2017**  
 Year Built: **1911**  
 Buyer: **Gaia Investment Corp.**  
 Seller: **Sheila Properties, Inc.**

### 7. Valley Forge Distribution Center



#### Philadelphia

Price: **\$54,000,000**  
 Price/SF: **\$67.41**  
 Cap Rate: **5.98%**  
 RBA: **801,106**  
 Date: **12/21/2016**  
 Year Built: **1988**  
 Buyer: **Goldman Sachs Group, Inc.**  
 Seller: **Colony Realty Partners**

### 8. 1020 W Airport Rd.



#### Chicago

Price: **\$52,700,000**  
 Price/SF: **\$280.07**  
 Cap Rate: **6.26%**  
 RBA: **188,166**  
 Date: **12/7/2016**  
 Year Built: **2016**  
 Buyer: **Lexington Realty Trust**  
 Seller: **SunTrust Robinson Humphrey, Inc.**

### 9. 2305 W Marshall Dr



#### Dallas/Ft Worth

Price: **\$52,000,000**  
 Price/SF: **\$77.89**  
 Cap Rate: **N/A**  
 RBA: **667,635**  
 Date: **1/25/2017**  
 Year Built: **2014**  
 Buyer: **AFL-CIO Building Investment Trust**  
 Seller: **Robinson Weeks Partners**