



Description	4th Q 2016	1st Q 2017	2nd Q 2017	3rd Q 2017	4th Q 2017	Trend
Vacancy Rate	2.90%	3.20%	3.10%	3.20%	2.9%	Down
Net Absorption	(57,653)	-224,895	46,675	-347,146	504,519	Up
Vacant Sublease Space	284,888	315,294	276,348	290,356	233,351	Down
Rental Rate (All Industrial)	\$ 10.59	\$ 10.75	\$ 11.12	\$ 11.06	\$ 11.30	Up
Rental Rate (Warehouse)	\$ 10.19	\$ 10.15	\$ 10.60	\$ 10.60	\$ 10.86	Up
Rental Rate (Flex)	\$ 14.94	\$ 13.28	\$ 14.59	\$ 14.74	\$ 14.52	Down
New Construction Delivered	5,839	0	0	81,552	0	Down
SF of Industrial Inventory	165,229,392	165,389,739	165,321,598	165,552,897	165,552,897	Steady
# of Industrial Bldg	6,609	6,613	6,629	6,666	6,666	Steady
Sales Activity - \$'s	\$ 91,741,177	\$138,901,850		\$96,380,000		
Sales Activity - # of Bldg	21	15		22		
Sales Activity - Total SF	1,257,208	1,026,664		826,152		
Sales Price PSF	\$ 72.97	\$ 135.29		\$ 116.66		

The fourth quarter 2017 vacancy rate dropped from the previous quarter to 2.9%. Flex properties had a vacancy rate of 5.2% which is higher than the 5% vacancy rate of the third quarter 2017. The warehouse vacancy rate fell from 3% in the third quarter 2017 to 2.7%. Vacant industrial sublease space decreased to 233,351 SF in the fourth quarter 2017 from 290,356 SF in the third quarter 2017. Vacant sublease space for flex properties increased to 44,922 SF in the fourth quarter 2017 from 38,457 SF in the third quarter 2017. Vacant warehouse sublease space decreased to 188,429 SF in the fourth quarter 2017 from 251,899 SF in the third quarter 2017. Net absorption for the fourth quarter was positive at 504,519 square feet, a significant decrease from the negative (347,146) SF of net absorption reported in the third quarter 2017. No new construction was completed in the fourth quarter 2017 with 56,005 SF still under construction.