



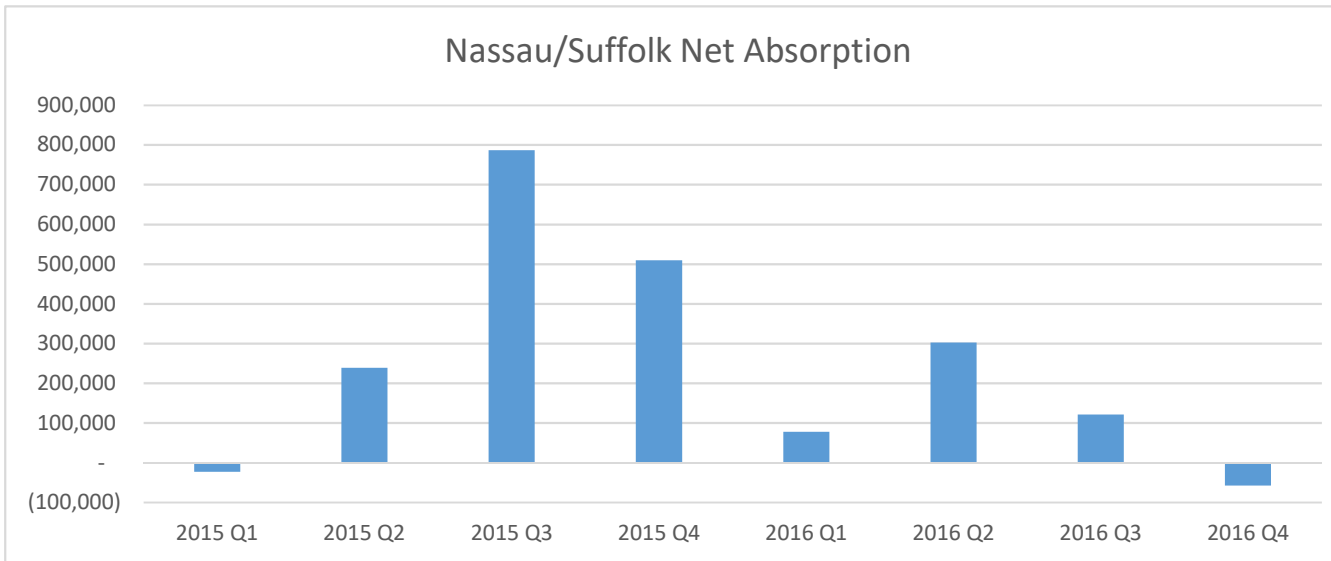
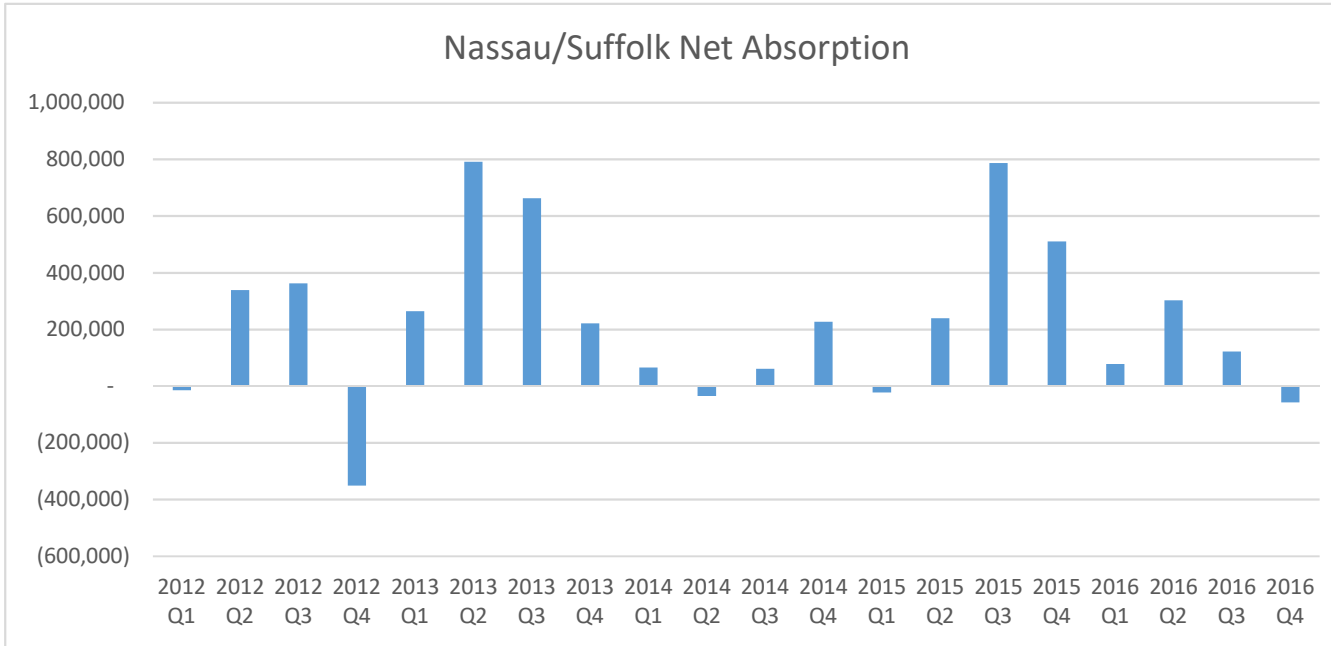
Description	4th Q 2015	1st Q 2016	2nd Q 2016	3rd Q 2016	4th Q 2016	Trend
Vacancy Rate	3.50%	3.30%	3.00%	3.00%	2.90%	Down
Net Absorption	509,747	77,580	302,590	121,604	(57,653)	Down
Vacant Sublease Space	152,440	128,850	192,684	170,760	284,888	Up
Rental Rate (All Industrial)	\$ 9.97	\$ 9.99	\$ 9.98	\$ 10.20	\$ 10.59	Up
Rental Rate (Warehouse)	\$ 9.54	\$ 9.49	\$ 9.61	\$ 9.86	\$ 10.19	Up
Rental Rate (Flex)	\$ 13.62	\$ 14.10	\$ 13.15	\$ 13.42	\$ 14.94	Up
New Construction Delivered				44,000	5,839	Down
SF of Industrial Inventory	164,217,386	164,314,111	165,268,941	165,312,941	165,229,392	Down
# of Industrial Bldg's	6,490	6,513	6,600	6,601	6,609	Up
Sales Activity - \$'s	\$ 118,729,250	\$ 89,130,249	\$ 86,627,075	\$ 61,183,000		Down
Sales Activity - # of Bldg's	36	22	22	17		Down
Sales Activity - Total SF	1,450,920	936,507	1,039,883	706,346		Down
Sales Price PSF	\$ 81.83	\$ 95.17	\$ 83.30	\$ 86.62		Up

The fourth quarter 2016 vacancy rate dropped slightly from the two previous quarters to 2.9%. Flex properties had a vacancy rate of 5.3% which is a significant increase from the 4.5% vacancy rate of the third quarter 2016. The warehouse vacancy rate decreased to 2.7% at the end of the third and fourth quarters in 2016, compared to 2.8% at the end of the second quarter 2016. Vacant industrial sublease space increased to 284,888 SF in the fourth quarter 2016 up from 170,760 SF in the third quarter 2016. Vacant sublease space for flex properties increased to 21,106 SF in the fourth quarter 2016 up from no vacant flex sublease space in the third quarter 2016. Vacant warehouse sublease space increased to 263,762 SF in the fourth quarter 2016 up from 170,760 SF in the third quarter 2016. Net absorption for the fourth quarter was negative, finishing at (57,653) square feet, a significant decrease from the 121,604 SF of net absorption reported in the third quarter 2016. One building totaling 5,839 SF was completed in the fourth quarter 2016 with 378,261 SF still under construction. Looking at industrial building sales of 15,000 square feet or larger, Nassau and Suffolk County industrial sales figures decreased slightly during the third quarter 2016 in terms of dollar volume compared to the second quarter of 2016. In the third quarter 2016, 17 industrial transactions closed with a total volume of \$61,183,000. The 17 buildings totaled 706,346 SF and the average price per square foot equated to \$86.62 PSF. up from \$83.30 PSF in the second quarter 2016.



Net Absorption Graph

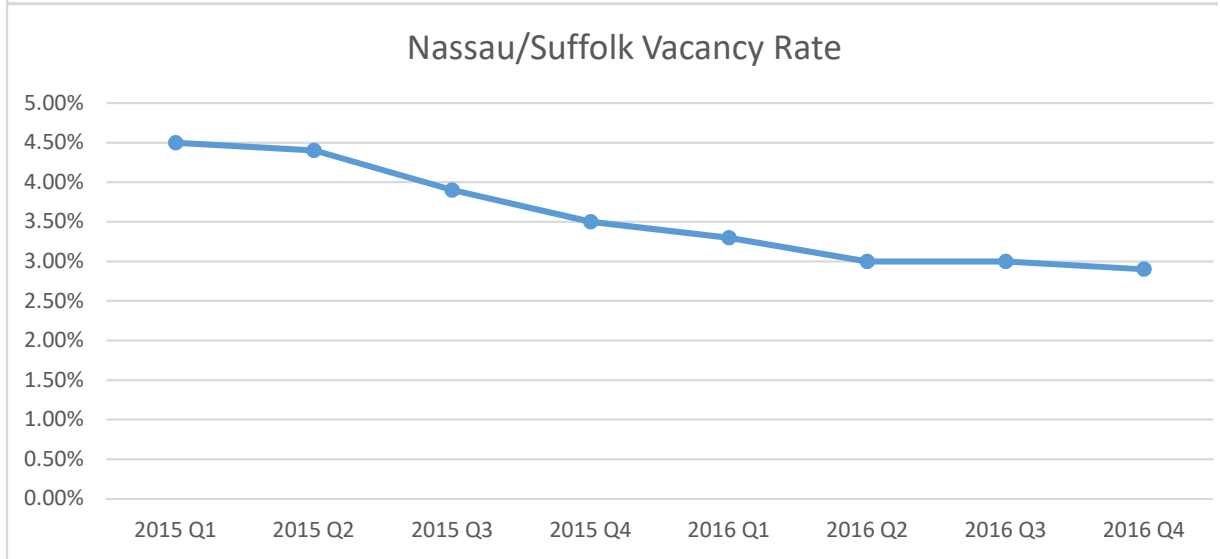
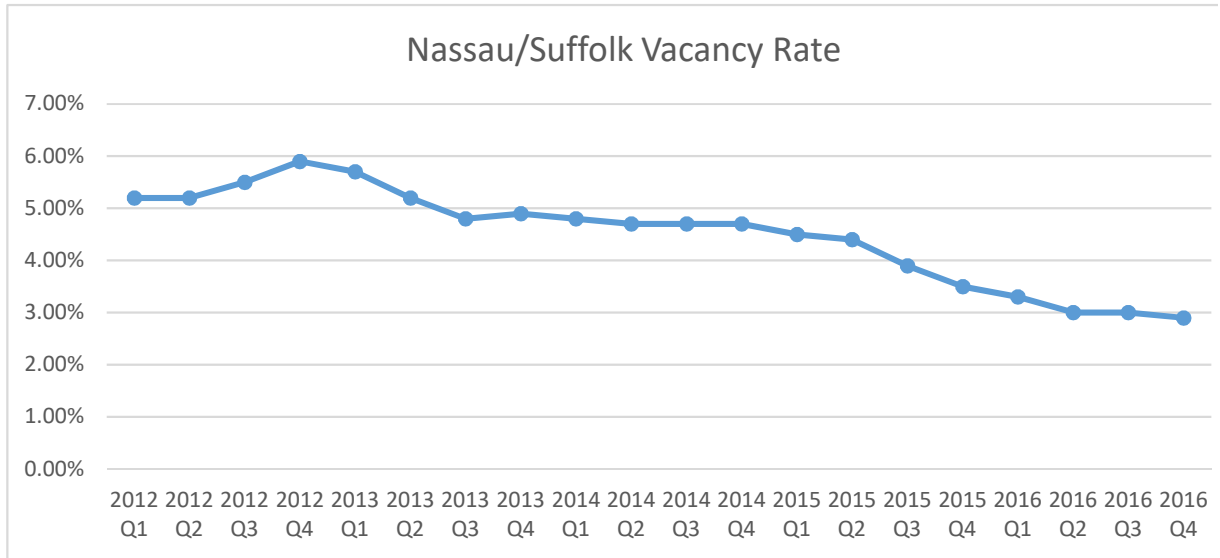
Period	Totals
2012 Q1	(14,774)
2012 Q2	338,752
2012 Q3	362,098
2012 Q4	(351,219)
2013 Q1	263,740
2013 Q2	791,530
2013 Q3	662,522
2013 Q4	220,550
2014 Q1	65,102
2014 Q2	(35,696)
2014 Q3	61,051
2014 Q4	226,750
2015 Q1	(22,616)
2015 Q2	238,920
2015 Q3	786,292
2015 Q4	509,747
2016 Q1	77,580
2016 Q2	302,590
2016 Q3	121,604
2016 Q4	(57,653)





Vacancy Rate Graph

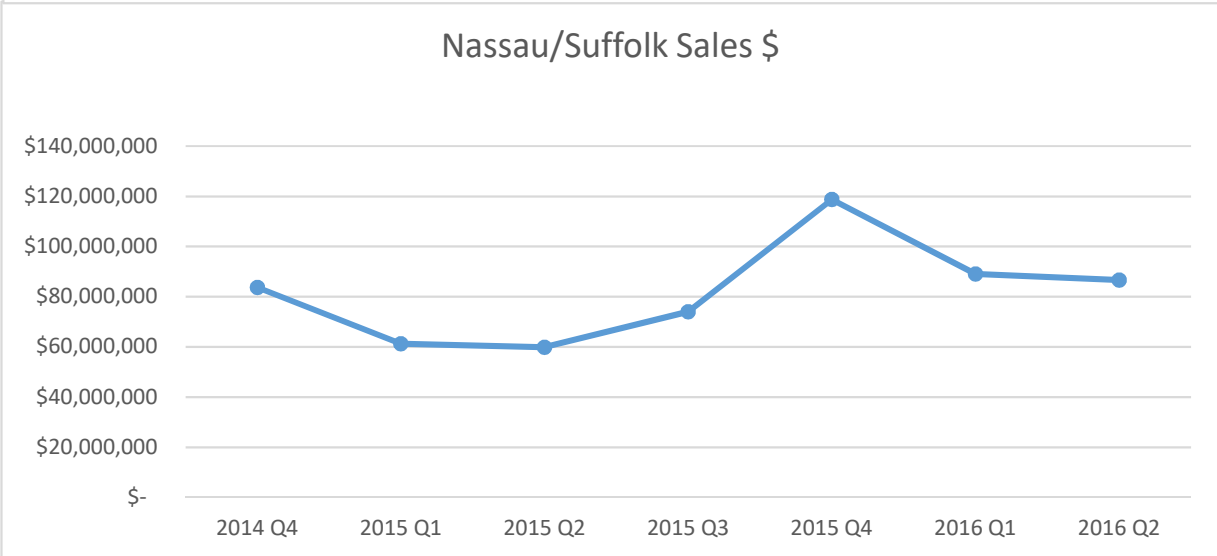
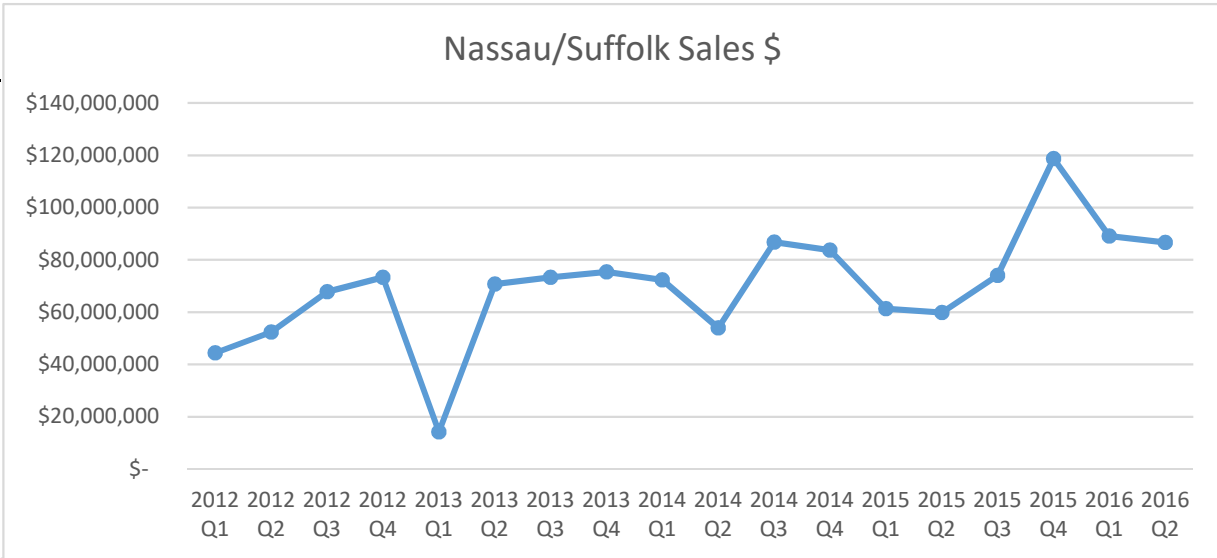
Period	Vac Rate
2012 Q1	5.20%
2012 Q2	5.20%
2012 Q3	5.50%
2012 Q4	5.90%
2013 Q1	5.70%
2013 Q2	5.20%
2013 Q3	4.80%
2013 Q4	4.90%
2014 Q1	4.80%
2014 Q2	4.70%
2014 Q3	4.70%
2014 Q4	4.70%
2015 Q1	4.50%
2015 Q2	4.40%
2015 Q3	3.90%
2015 Q4	3.50%
2016 Q1	3.30%
2016 Q2	3.00%
2016 Q3	3.00%
2016 Q4	2.90%





Nassau/Suffolk Sales \$

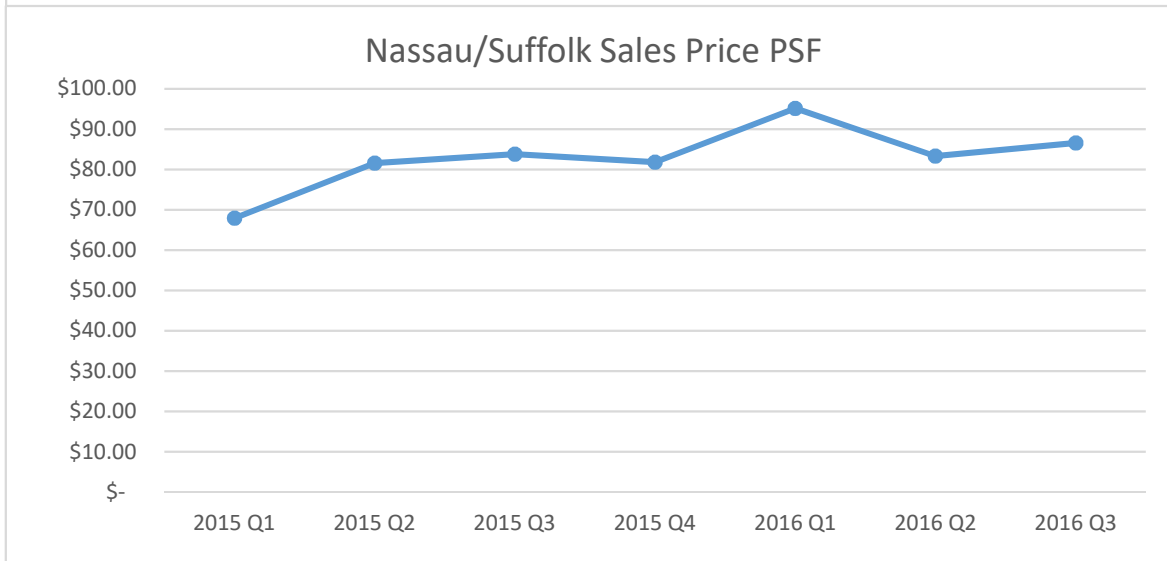
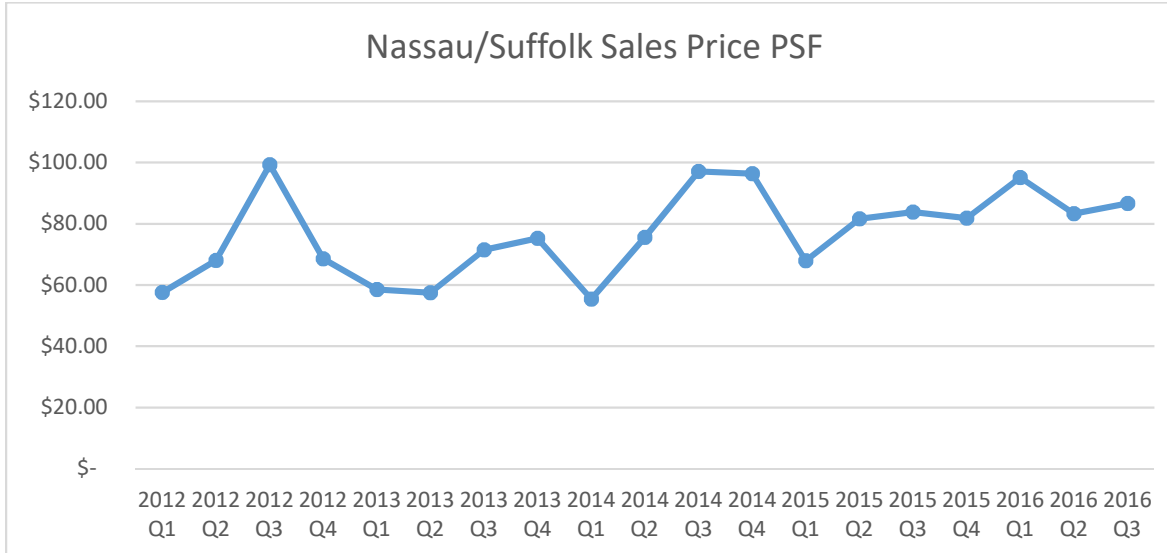
Period	Total Sales
2012 Q1	\$ 44,483,392
2012 Q2	\$ 52,338,054
2012 Q3	\$ 67,835,880
2012 Q4	\$ 73,280,320
2013 Q1	\$ 14,204,600
2013 Q2	\$ 70,755,000
2013 Q3	\$ 73,302,705
2013 Q4	\$ 75,425,545
2014 Q1	\$ 72,367,450
2014 Q2	\$ 53,930,955
2014 Q3	\$ 86,745,884
2014 Q4	\$ 83,714,152
2015 Q1	\$ 61,288,250
2015 Q2	\$ 59,905,000
2015 Q3	\$ 74,072,490
2015 Q4	\$ 118,729,250
2016 Q1	\$ 89,130,249
2016 Q2	\$ 86,627,075
2016 Q3	\$ 61,183,000





Sales Price PSF

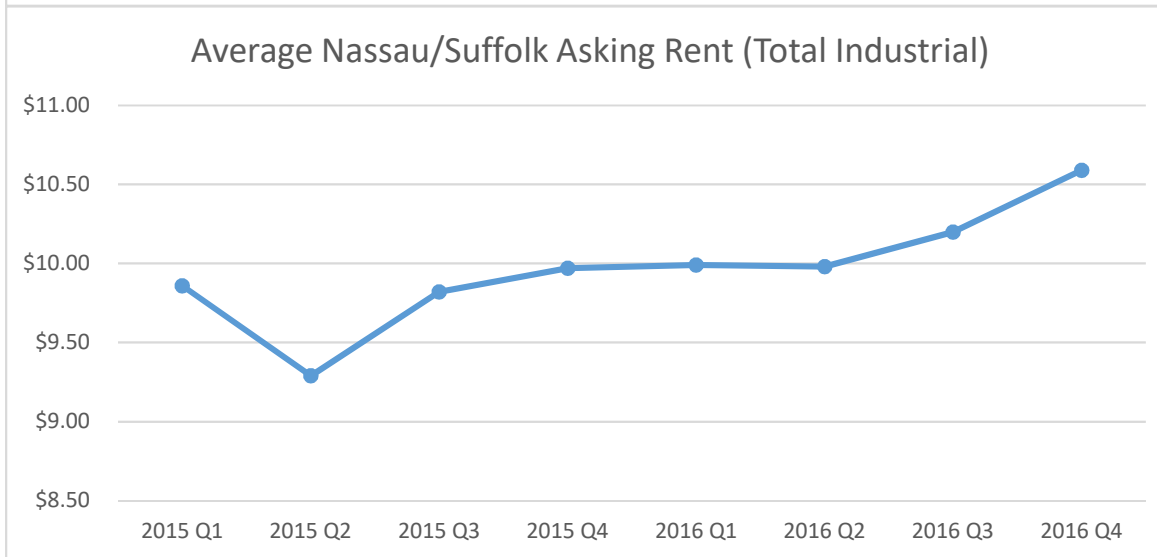
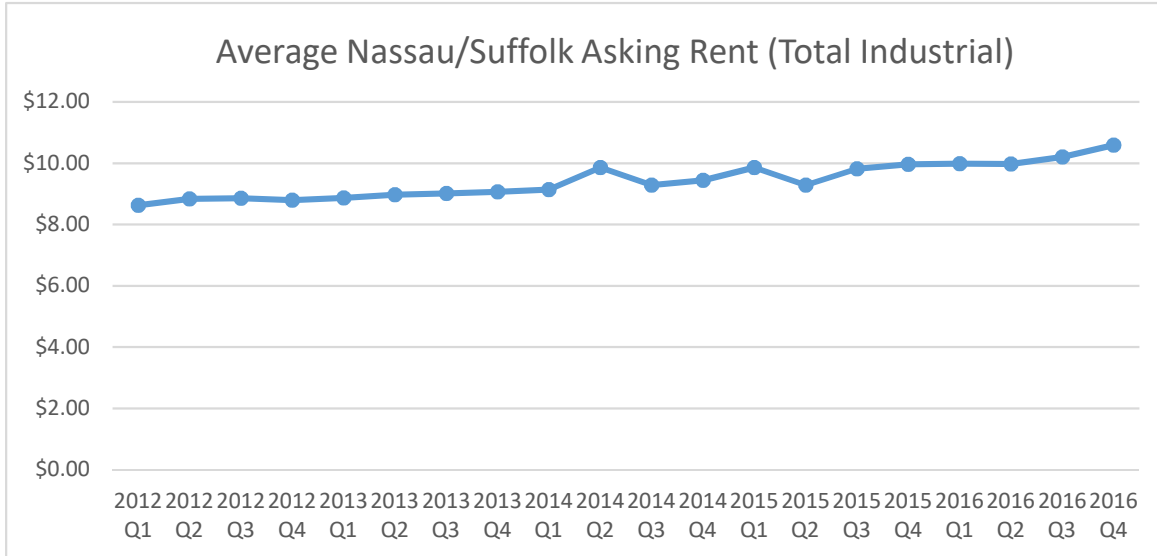
Period	\$ PSF
2012 Q1	\$ 57.59
2012 Q2	\$ 68.05
2012 Q3	\$ 99.35
2012 Q4	\$ 68.57
2013 Q1	\$ 58.60
2013 Q2	\$ 57.53
2013 Q3	\$ 71.53
2013 Q4	\$ 75.26
2014 Q1	\$ 55.45
2014 Q2	\$ 75.59
2014 Q3	\$ 97.11
2014 Q4	\$ 96.40
2015 Q1	\$ 67.96
2015 Q2	\$ 81.61
2015 Q3	\$ 83.84
2015 Q4	\$ 81.83
2016 Q1	\$ 95.17
2016 Q2	\$ 83.30
2016 Q3	\$ 86.62





Average Nassau/Suffolk Asking Rent (Total Industrial)

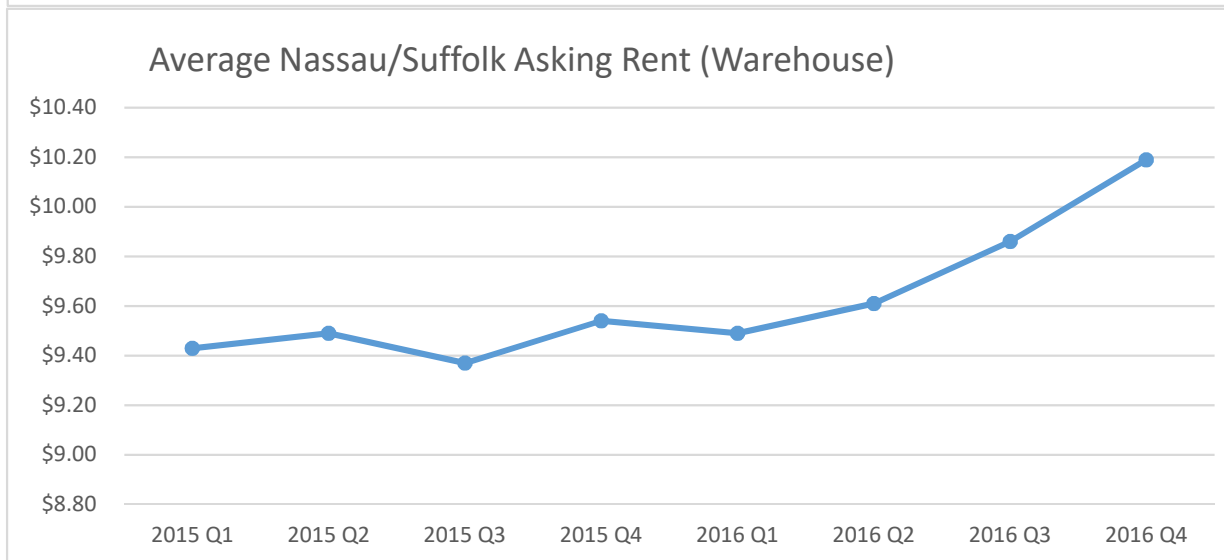
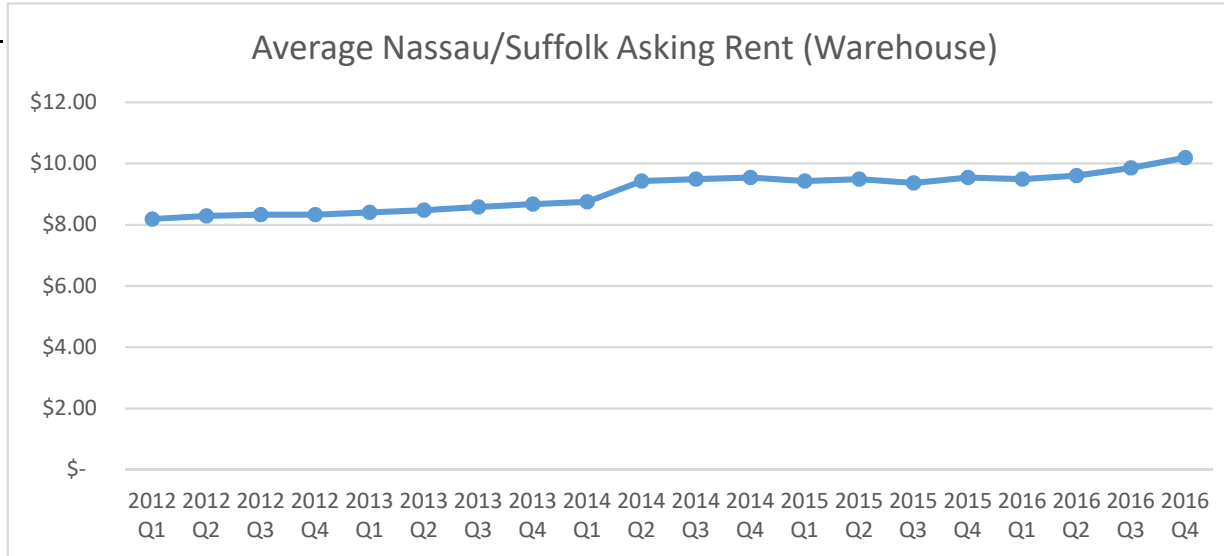
Period	Rent PSF
2012 Q1	\$ 8.63
2012 Q2	\$ 8.84
2012 Q3	\$ 8.86
2012 Q4	\$ 8.80
2013 Q1	\$ 8.87
2013 Q2	\$ 8.97
2013 Q3	\$ 9.01
2013 Q4	\$ 9.07
2014 Q1	\$ 9.14
2014 Q2	\$ 9.86
2014 Q3	\$ 9.29
2014 Q4	\$9.44
2015 Q1	\$9.86
2015 Q2	\$9.29
2015 Q3	\$9.82
2015 Q4	\$ 9.97
2016 Q1	\$ 9.99
2016 Q2	\$ 9.98
2016 Q3	\$ 10.20
2016 Q4	\$ 10.59





Average Nassau/Suffolk Asking Rent (Warehouse)

Period	Rent PSF
2012 Q1	\$ 8.19
2012 Q2	\$ 8.29
2012 Q3	\$ 8.33
2012 Q4	\$ 8.33
2013 Q1	\$ 8.40
2013 Q2	\$ 8.48
2013 Q3	\$ 8.58
2013 Q4	\$ 8.68
2014 Q1	\$ 8.75
2014 Q2	\$ 9.43
2014 Q3	\$ 9.49
2014 Q4	\$ 9.54
2015 Q1	\$ 9.43
2015 Q2	\$ 9.49
2015 Q3	\$ 9.37
2015 Q4	\$ 9.54
2016 Q1	\$ 9.49
2016 Q2	\$ 9.61
2016 Q3	\$ 9.86
2016 Q4	\$ 10.19





Average Nassau/Suffolk Asking Rent (Flex)

Period	Rent PSF
2012 Q1	\$ 14.11
2012 Q2	\$ 14.48
2012 Q3	\$ 14.47
2012 Q4	\$ 14.44
2013 Q1	\$ 14.59
2013 Q2	\$ 14.57
2013 Q3	\$ 14.22
2013 Q4	\$ 14.22
2014 Q1	\$ 14.24
2014 Q2	\$ 13.75
2014 Q3	\$ 13.69
2014 Q4	\$ 12.78
2015 Q1	\$ 13.75
2015 Q2	\$ 13.69
2015 Q3	\$ 13.67
2015 Q4	\$ 13.62
2016 Q1	\$ 14.10
2016 Q2	\$ 13.15
2016 Q3	\$ 13.42
2016 Q4	\$ 14.94

