



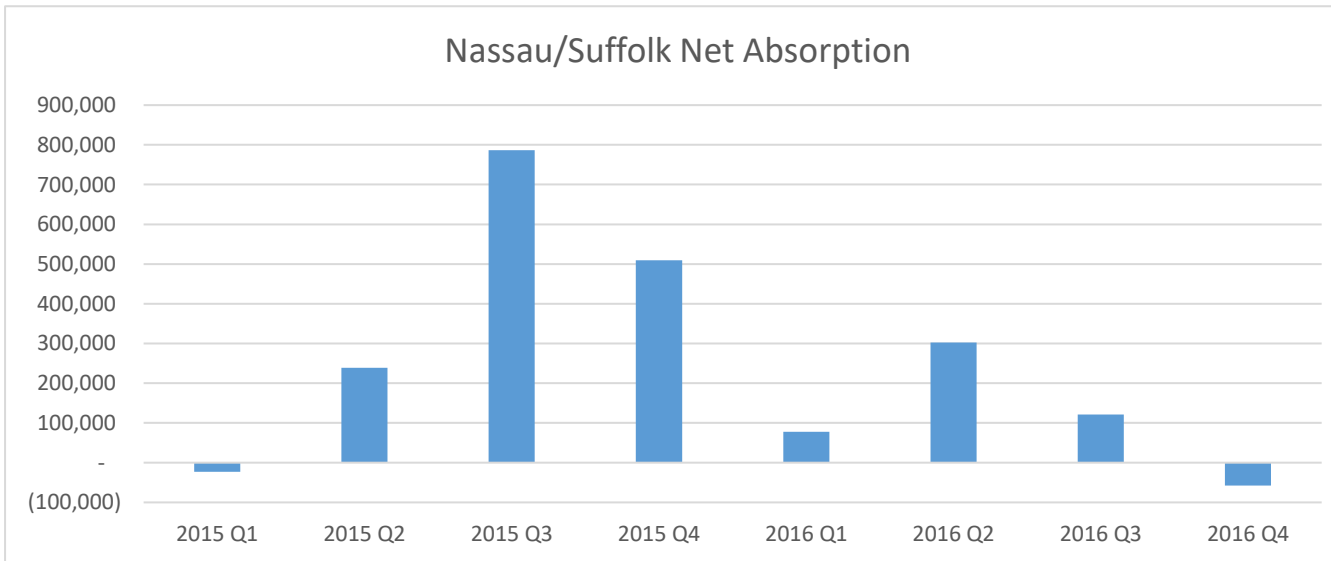
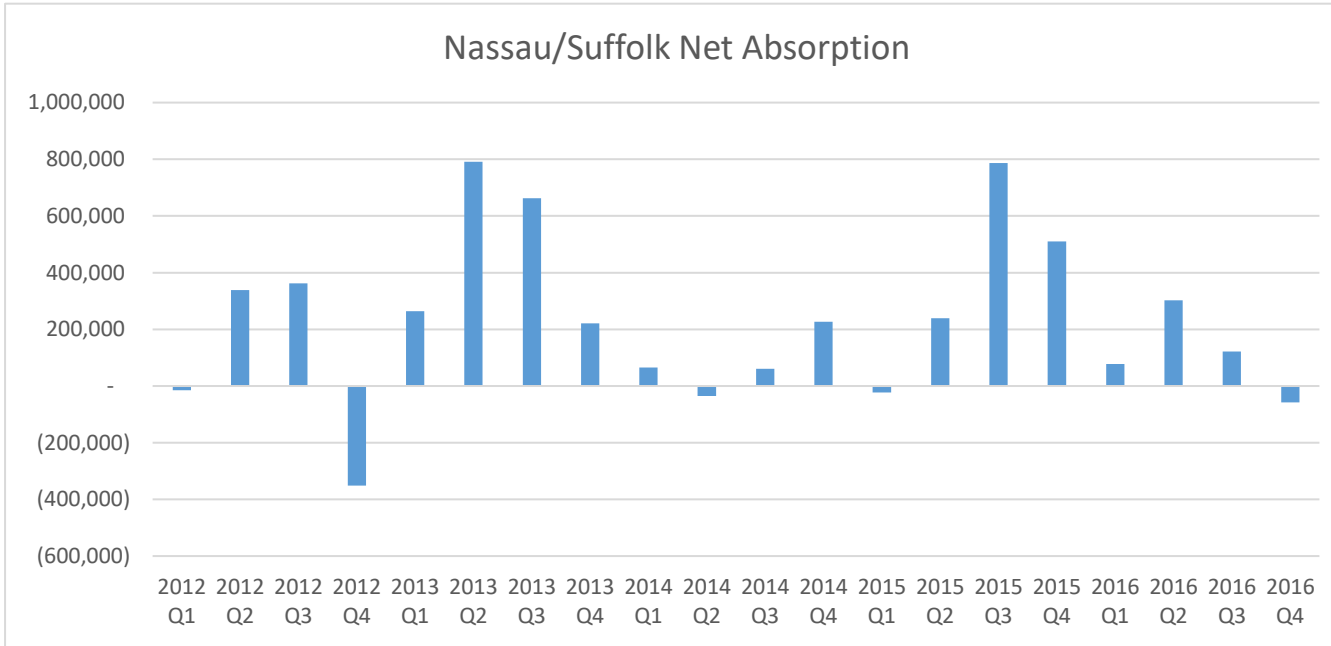
Description	1st Q 2016	2nd Q 2016	3rd Q 2016	4th Q 2016	1st Q 2017	Trend
Vacancy Rate	3.30%	3.00%	3.00%	2.90%	3.20%	Up
Net Absorption	77,580	302,590	121,604	(57,653)	-224,895	Down
Vacant Sublease Space	128,850	192,684	170,760	284,888	315,294	Up
Rental Rate (All Industrial)	\$ 9.99	\$ 9.98	\$ 10.20	\$ 10.59	\$ 10.75	Up
Rental Rate (Warehouse)	\$ 9.49	\$ 9.61	\$ 9.86	\$ 10.19	\$ 10.15	Down
Rental Rate (Flex)	\$ 14.10	\$ 13.15	\$ 13.42	\$ 14.94	\$ 13.28	Down
New Construction Delivered			44,000	5,839	0	Down
SF of Industrial Inventory	164,314,111	165,268,941	165,312,941	165,229,392	165,389,739	Up
# of Industrial Bldg	6,513	6,600	6,601	6,609	6,613	Up
Sales Activity - \$'s	\$ 89,130,249	\$ 86,627,075	\$ 61,183,000	\$ 91,741,177	\$138,901,850	Up
Sales Activity - # of Bldg	22	22	17	21	15	Down
Sales Activity - Total SF	936,507	1,039,883	706,346	1,257,208	1,026,664	Down
Sales Price PSF	\$ 95.17	\$ 83.30	\$ 86.62	\$ 72.97	\$135.29	Up

The first quarter 2017 vacancy rate dropped slightly from the previous quarter to 3.2%. Flex properties had a vacancy rate of 6% which is nearly double the 3.1% vacancy rate of the fourth quarter 2016. The warehouse vacancy rate remained steady from the fourth quarter 2016 at 2.9%. Vacant industrial sublease space increased to 315,294 SF in the first quarter 2017 up from 274,888 SF in the fourth quarter 2016. Vacant sublease space for flex properties increased to 34,356 SF in the first quarter 2017 up from 21,106 SF in the fourth quarter 2016. Vacant warehouse sublease space increased to 280,938 SF in the first quarter 2017 from 253,782 SF in the fourth quarter 2016. Net absorption for the first quarter was negative, finishing at (224,895) square feet, a significant decrease from the negative (57,653) SF of net absorption reported in the fourth quarter 2016. No new space was completed in the first quarter 2017 with 380,761 SF still under construction. Looking at industrial building sales of 15,000 square feet or larger, Nassau and Suffolk County industrial sales figures increased during the first quarter 2017 in terms of dollar volume compared to the fourth quarter of 2016. In the fourth quarter 2016, 17 industrial transactions closed with a total volume of \$138,901,850. The 15 buildings totaled 1,026,664 SF and the average price per square foot equated to \$135.29 PSF, up from \$72.97 PSF in the fourth quarter 2016.



Net Absorption Graph

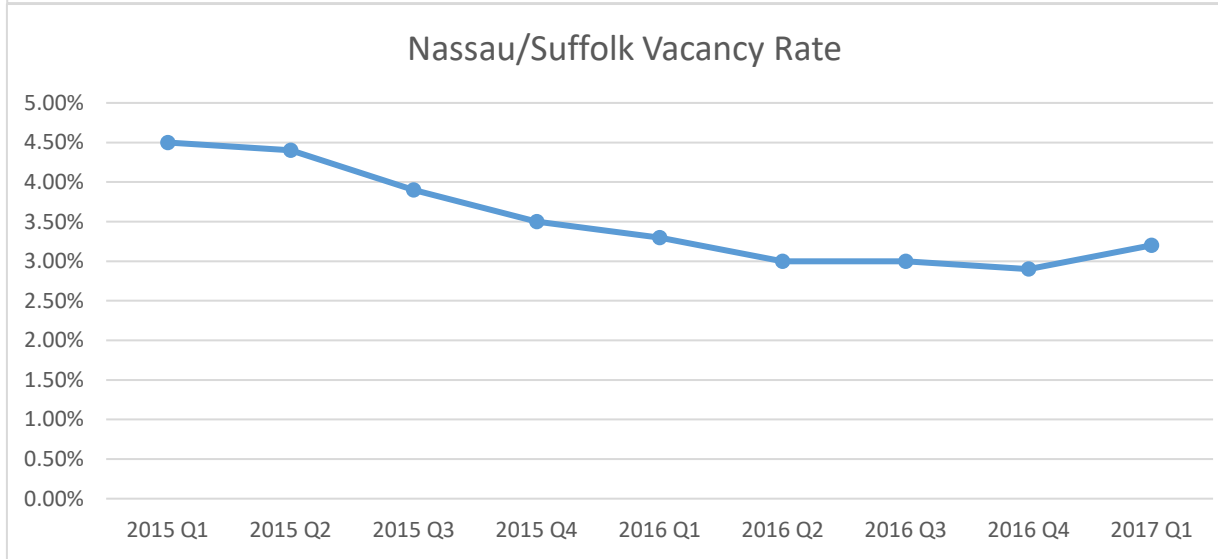
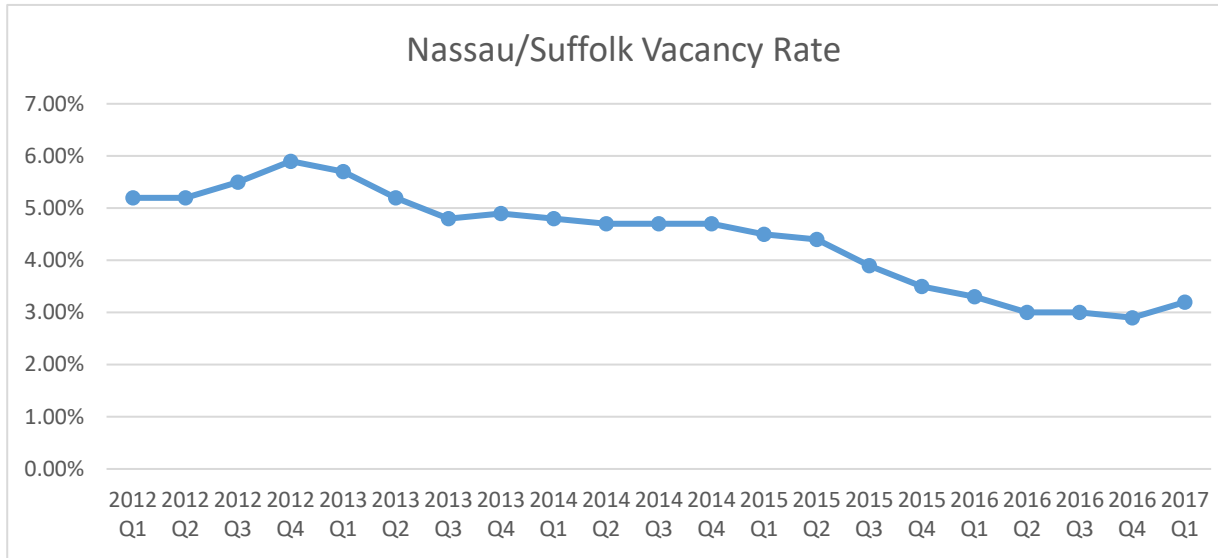
Period	Totals
2012 Q1	(14,774)
2012 Q2	338,752
2012 Q3	362,098
2012 Q4	(351,219)
2013 Q1	263,740
2013 Q2	791,530
2013 Q3	662,522
2013 Q4	220,550
2014 Q1	65,102
2014 Q2	(35,696)
2014 Q3	61,051
2014 Q4	226,750
2015 Q1	(22,616)
2015 Q2	238,920
2015 Q3	786,292
2015 Q4	509,747
2016 Q1	77,580
2016 Q2	302,590
2016 Q3	121,604
2016 Q4	(57,653)
2017 Q1	-224,895





Vacancy Rate Graph

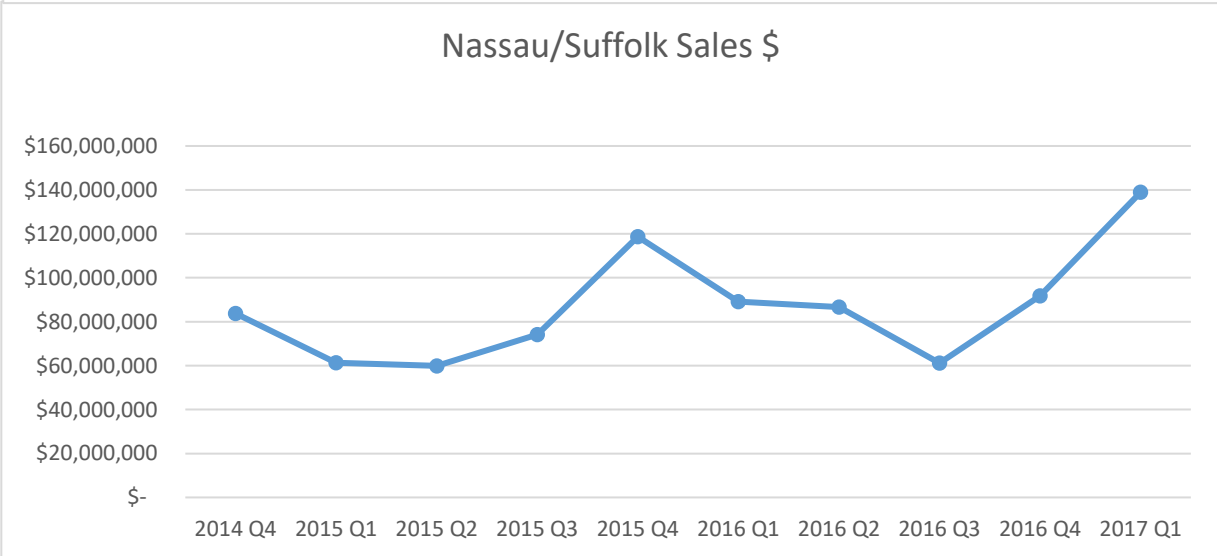
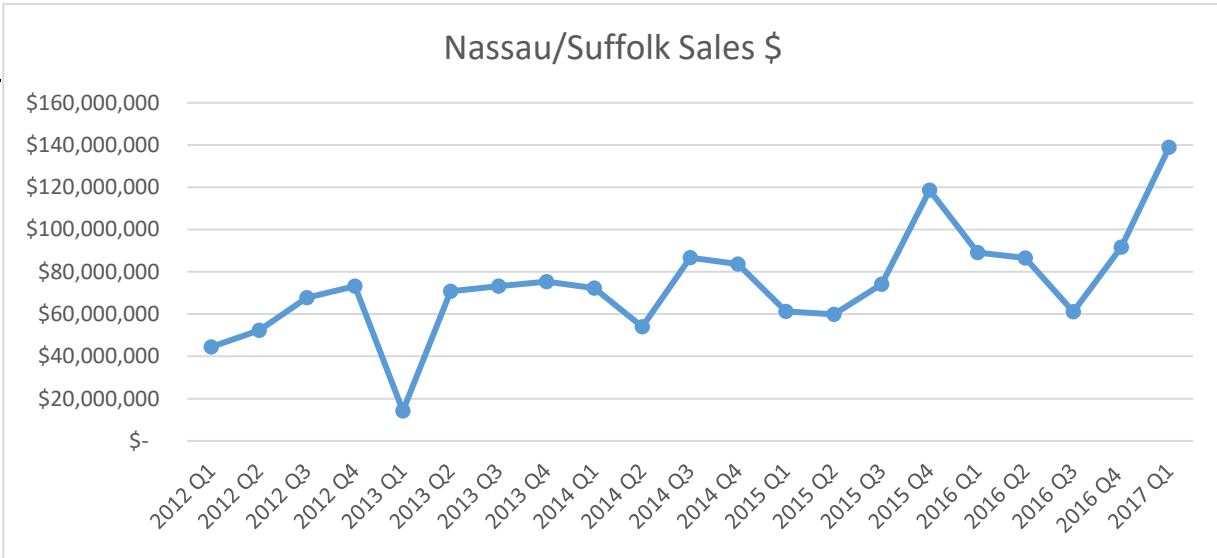
Period	Vac Rate
2012 Q1	5.20%
2012 Q2	5.20%
2012 Q3	5.50%
2012 Q4	5.90%
2013 Q1	5.70%
2013 Q2	5.20%
2013 Q3	4.80%
2013 Q4	4.90%
2014 Q1	4.80%
2014 Q2	4.70%
2014 Q3	4.70%
2014 Q4	4.70%
2015 Q1	4.50%
2015 Q2	4.40%
2015 Q3	3.90%
2015 Q4	3.50%
2016 Q1	3.30%
2016 Q2	3.00%
2016 Q3	3.00%
2016 Q4	2.90%
2017 Q1	3.20%





Nassau/Suffolk Sales \$

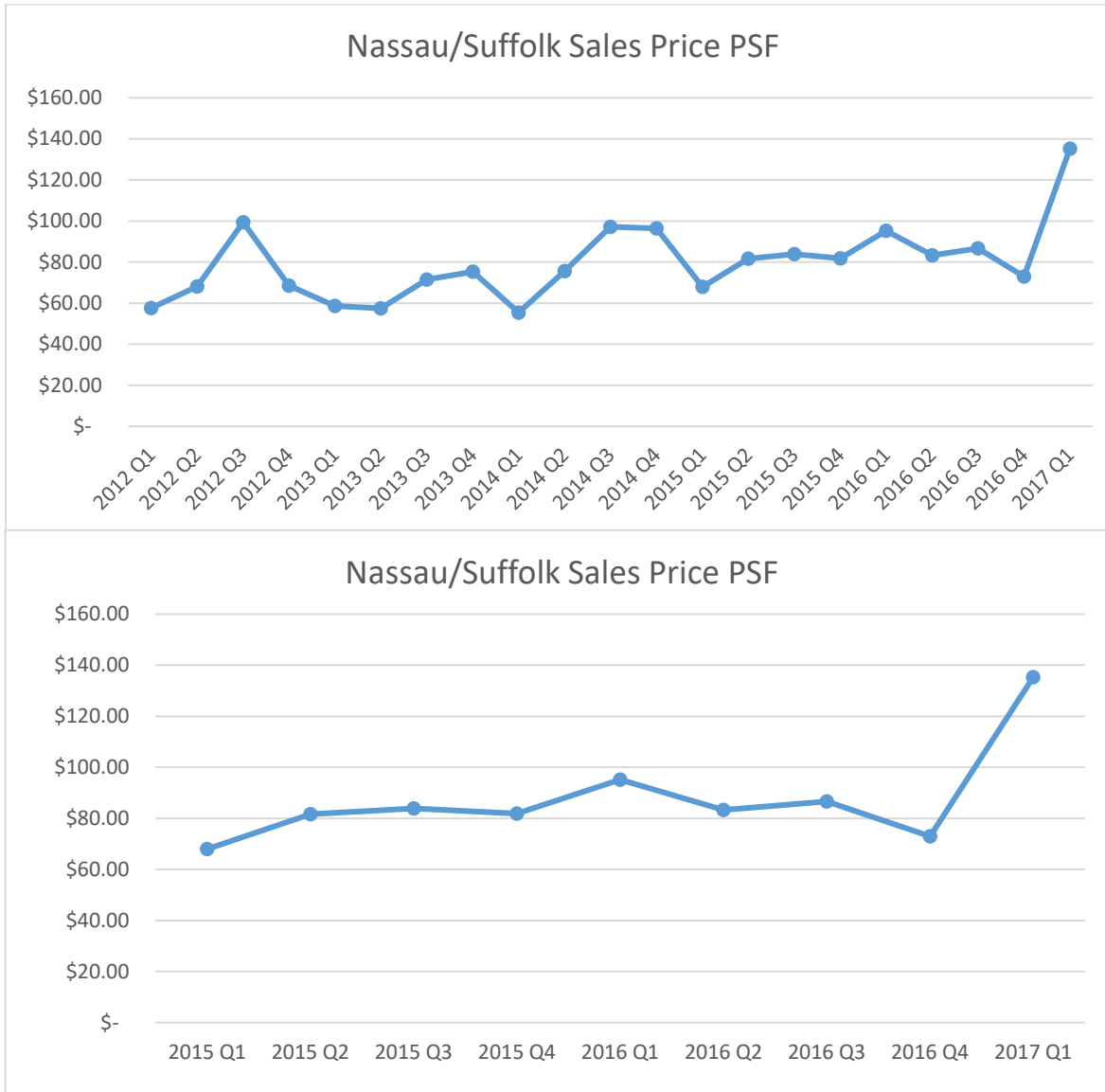
Period	Total Sales
2012 Q1	\$ 44,483,392
2012 Q2	\$ 52,338,054
2012 Q3	\$ 67,835,880
2012 Q4	\$ 73,280,320
2013 Q1	\$ 14,204,600
2013 Q2	\$ 70,755,000
2013 Q3	\$ 73,302,705
2013 Q4	\$ 75,425,545
2014 Q1	\$ 72,367,450
2014 Q2	\$ 53,930,955
2014 Q3	\$ 86,745,884
2014 Q4	\$ 83,714,152
2015 Q1	\$ 61,288,250
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
2016 Q4	\$ 91,741,177
2017 Q1	\$138,901,850





Sales Price PSF

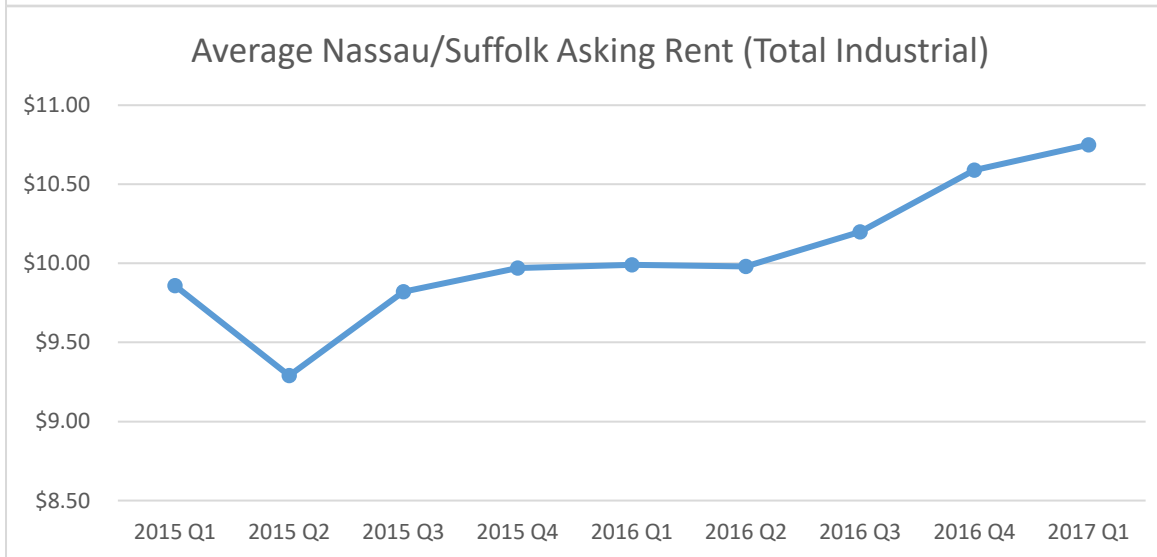
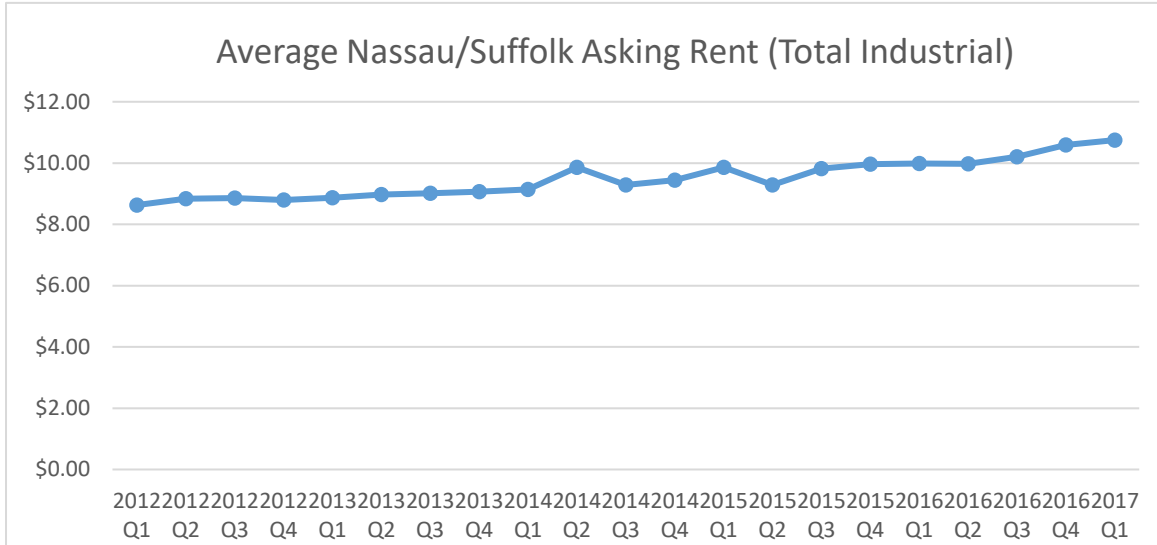
Period	\$ PSF
2012 Q1	\$ 57.59
2012 Q2	\$ 68.05
2012 Q3	\$ 99.35
2012 Q4	\$ 68.57
2013 Q1	\$ 58.60
2013 Q2	\$ 57.53
2013 Q3	\$ 71.53
2013 Q4	\$ 75.26
2014 Q1	\$ 55.45
2014 Q2	\$ 75.59
2014 Q3	\$ 97.11
2014 Q4	\$ 96.40
2015 Q1	\$ 67.96
2015 Q2	\$ 81.61
2015 Q3	\$ 83.84
2015 Q4	\$ 81.83
2016 Q1	\$ 95.17
2016 Q2	\$ 83.30
2016 Q3	\$ 86.62
2016 Q4	\$ 72.97
2017 Q1	\$135.29





Average Nassau/Suffolk Asking Rent (Total Industrial)

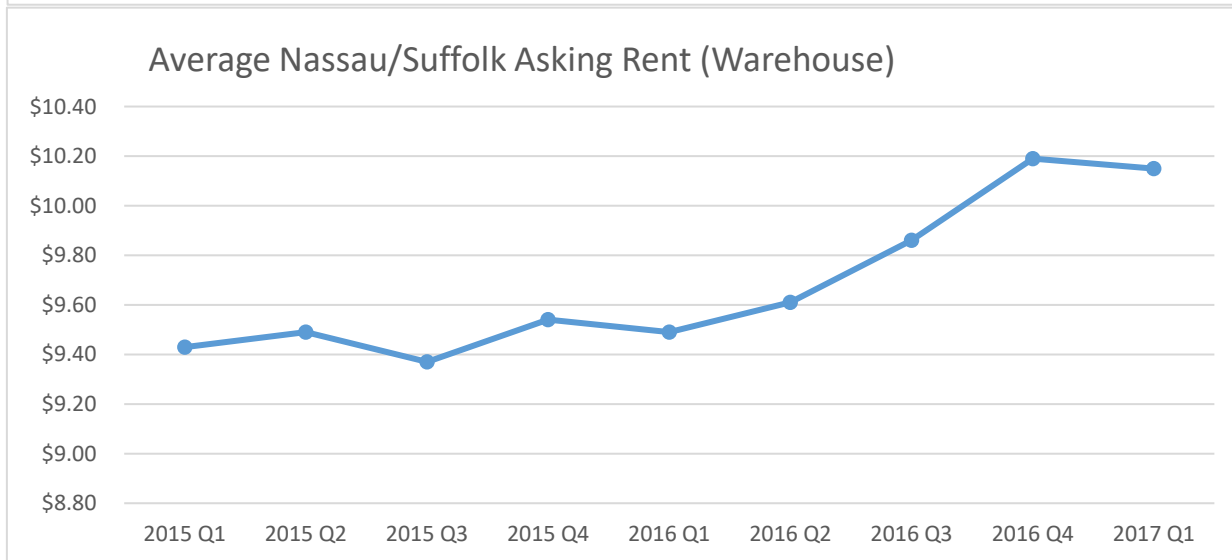
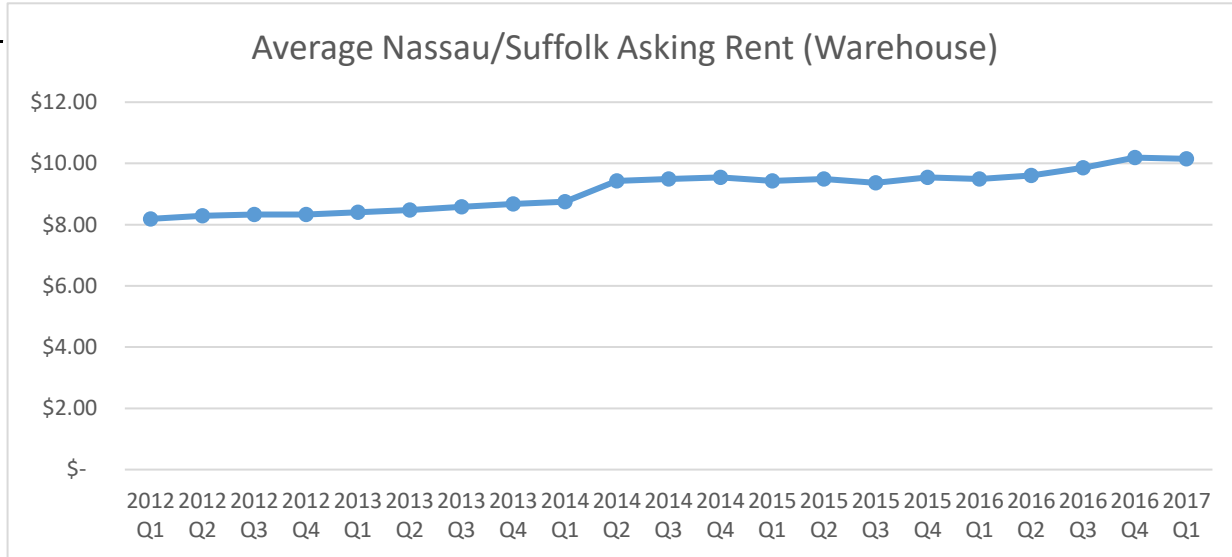
Period	Rent PSF
2012 Q1	\$ 8.63
2012 Q2	\$ 8.84
2012 Q3	\$ 8.86
2012 Q4	\$ 8.80
2013 Q1	\$ 8.87
2013 Q2	\$ 8.97
2013 Q3	\$ 9.01
2013 Q4	\$ 9.07
2014 Q1	\$ 9.14
2014 Q2	\$ 9.86
2014 Q3	\$ 9.29
2014 Q4	\$9.44
2015 Q1	\$9.86
2015 Q2	\$9.29
2015 Q3	\$9.82
2015 Q4	\$ 9.97
2016 Q1	\$ 9.99
2016 Q2	\$ 9.98
2016 Q3	\$ 10.20
2016 Q4	\$ 10.59
2017 Q1	\$ 10.75





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
2017 Q1	\$ 10.15





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
2017 Q1	\$ 13.28

