



ISLAND CORPORATE SERVICES

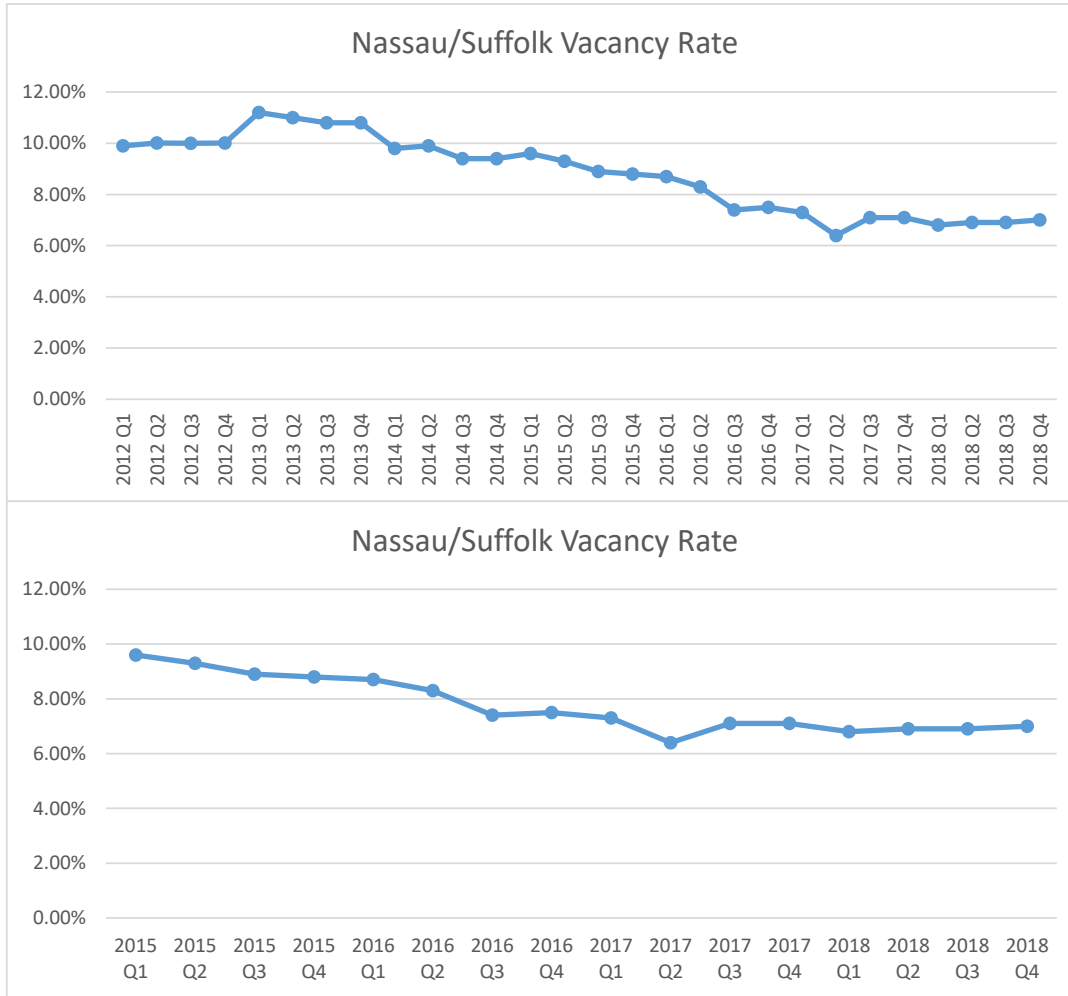
Description	4th Qtr 2017	1st Qtr 2018	2nd Qtr 2018	3rd Qtr 2018	4th Qtr 2018	Trend
Vacancy Rate	7.10%	6.80%	6.90%	6.90%	7.00%	Up
Net Absorption	38,935	194,444	(145,577)	(165,956)	(188,696)	Down
Vacant Sublease Space	256,121	524,962	553,663	720,533	823,062	Up
Class A Rental Rate	\$ 30.60	\$ 29.90	\$ 29.99	\$ 30.86	\$ 29.97	Down
Nassau County	\$ 33.53		\$ 33.01	\$ 34.48	\$ 33.68	Down
Suffolk County	\$ 25.98		\$ 25.76	\$ 26.41	\$ 25.90	Down
Class B Rental Rate	\$ 24.55	\$ 24.09	\$ 23.70	\$ 23.89	\$ 23.61	Down
Nassau County	\$ 26.25		\$ 26.21	\$ 26.10	\$ 25.30	Down
Suffolk County	\$ 22.95		\$ 21.29	\$ 21.71	\$ 22.26	Up
Class C Rental Rate	\$ 22.21	\$ 21.77	\$ 21.65	\$ 22.65	\$ 22.20	Down
Nassau County	\$ 22.94		\$ 22.25	\$ 23.72	\$ 22.64	Down
Suffolk County	\$ 20.86		\$ 20.70	\$ 21.06	\$ 21.38	Up
Total Rental Rate	\$ 25.68	\$ 25.13	\$ 25.00	\$ 25.41	\$ 25.11	Down
Nassau County	\$ 27.59		\$ 27.29	\$ 27.78	\$ 26.96	Up
Suffolk County	\$ 23.31		\$ 22.30	\$ 22.73	\$ 23.14	Up
SF New Construction Delivered	28,000	14,000	5,100	9,000	0	
SF New Construction Underway	400,204		156,704	502,941	2,490,163	
SF of Office Inventory	92,208,744		92,977,625	92,719,624	92,650,219	
# of Office Bldg's	6,199		6,287	6,316	6,330	
Sales Activity - \$'s	\$117,085,623	\$ 70,697,000	\$107,390,800	\$93,930,000		
Sales Activity - # of Bldg's	10	12	8	9		
Sales Activity - Total SF	921,635	449,549	558,463	599,441		
Sales Price PSF	\$ 127.04	\$ 157.26	\$ 192.30	\$ 156.70		

The fourth quarter 2018 vacancy rate increased from the previous quarter to 7.0%. The average quoted office rental rate for all office space in Nassau and Suffolk decreased from \$25.41 in the third quarter 2018 to \$25.11 in the fourth quarter 2018. The average quoted rates for Class A decreased by 2.9%, Class B decreased by 1.2%, and Class C decreased by 2%. Net absorption was negative at (188,696), down from negative (165,956) in the previous quarter 2018. Net absorption for Class A was negative (246,939), Class B was positive 45,495, and Class C was positive 12,748. During the fourth quarter 2018, no square feet of new space was added to the Nassau and Suffolk County market area. Sales activity statistics not available at this time.



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Period	Vacancy Rate
2012 Q1	9.90%
2012 Q2	10.01%
2012 Q3	10.00%
2012 Q4	10.01%
2013 Q1	11.20%
2013 Q2	11.00%
2013 Q3	10.80%
2013 Q4	10.80%
2014 Q1	9.80%
2014 Q2	9.90%
2014 Q3	9.40%
2014 Q4	9.40%
2015 Q1	9.60%
2015 Q2	9.30%
2015 Q3	8.90%
2015 Q4	8.80%
2016 Q1	8.70%
2016 Q2	8.30%
2016 Q3	7.40%
2016 Q4	7.50%
2017 Q1	7.30%
2017 Q2	6.40%
2017 Q3	7.10%
2017 Q4	7.10%
2018 Q1	6.80%
2018 Q2	6.90%
2018 Q3	6.90%

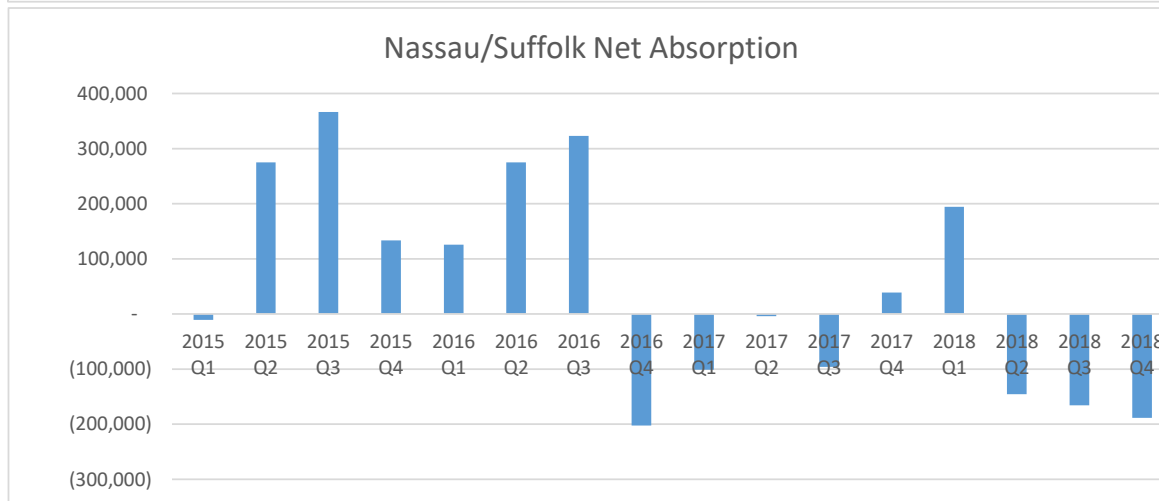
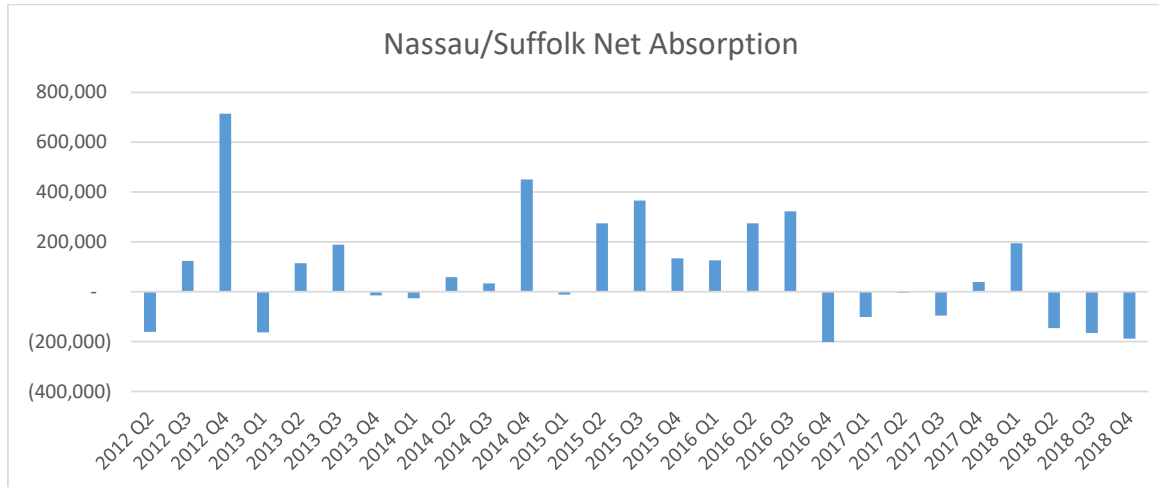




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Total Net Absorption Graph

Period	Absorption
2012 Q2	(161,448)
2012 Q3	123,651
2012 Q4	713,937
2013 Q1	(162,881)
2013 Q2	114,019
2013 Q3	189,149
2013 Q4	(14,876)
2014 Q1	(25,607)
2014 Q2	58,360
2014 Q3	32,796
2014 Q4	450,474
2015 Q1	(10,730)
2015 Q2	274,930
2015 Q3	366,391
2015 Q4	133,345
2016 Q1	125,762
2016 Q2	274,930
2016 Q3	322,972
2016 Q4	(202,414)
2017 Q1	(101,317)
2017 Q2	(4,067)
2017 Q3	(96,151)
2017 Q4	38,935
2018 Q1	194,444
2018 Q2	(145,577)
2018 Q3	(165,956)
2018 Q4	(188,696)

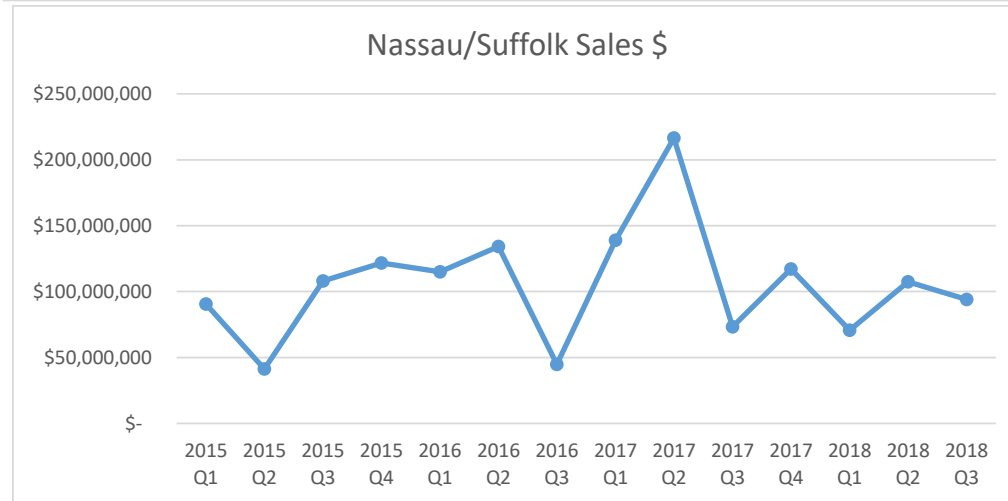
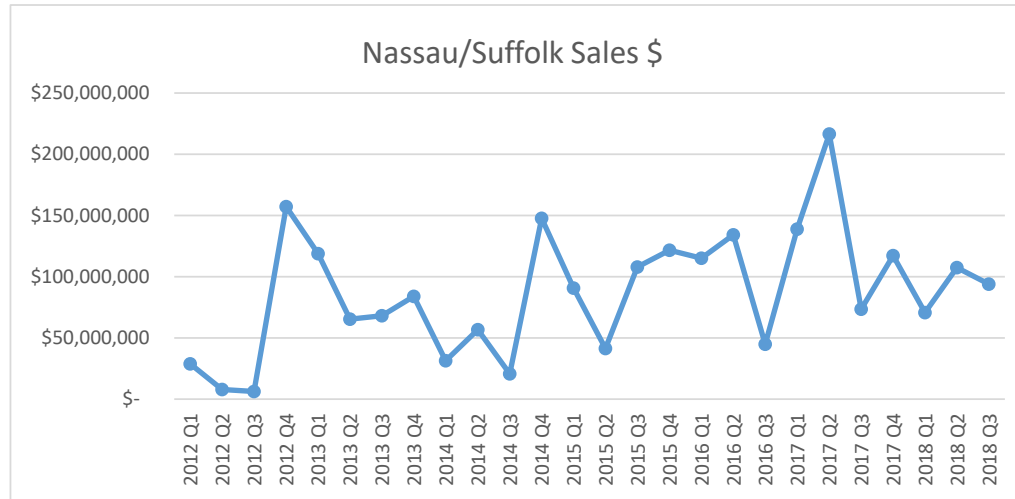




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Nassau/Suffolk Sales \$

Period	Total Sales \$
2012 Q1	\$ 28,700,000
2012 Q2	\$ 7,800,000
2012 Q3	\$ 6,245,000
2012 Q4	\$ 157,234,734
2013 Q1	\$ 118,796,644
2013 Q2	\$ 65,244,446
2013 Q3	\$ 68,100,000
2013 Q4	\$ 83,904,000
2014 Q1	\$ 31,425,000
2014 Q2	\$ 56,792,623
2014 Q3	\$ 20,598,095
2014 Q4	\$ 147,720,000
2015 Q1	\$ 90,625,753
2015 Q2	\$ 41,322,000
2015 Q3	\$ 108,010,000
2015 Q4	\$ 121,714,805
2016 Q1	\$ 115,010,000
2016 Q2	\$ 134,236,400
2016 Q3	\$ 44,825,000
2017 Q1	\$138,901,850
2017 Q2	\$216,466,612
2017 Q3	\$73,403,888
2017 Q4	\$117,085,623
2018 Q1	\$ 70,697,000
2018 Q2	\$ 107,390,800
2018 Q3	\$93,930,000

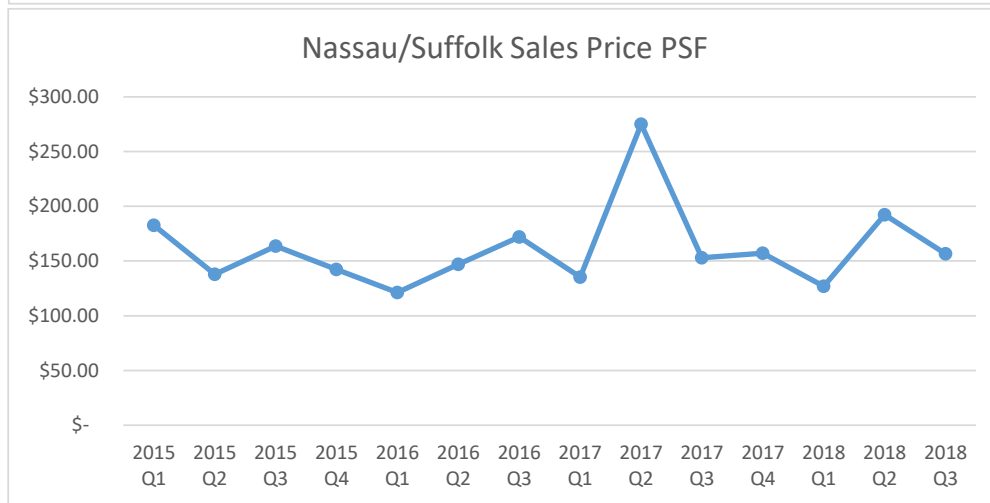
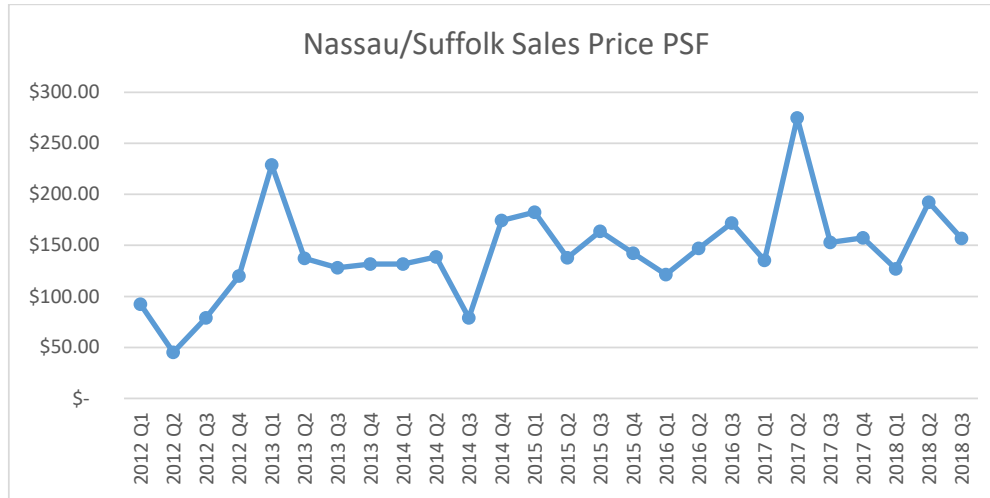




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Sales Price PSF

Period	Total Sales \$	PSF
2012 Q1	\$	92.38
2012 Q2	\$	45.14
2012 Q3	\$	79.05
2012 Q4	\$	119.89
2013 Q1	\$	228.89
2013 Q2	\$	137.23
2013 Q3	\$	128.03
2013 Q4	\$	131.82
2014 Q1	\$	131.82
2014 Q2	\$	138.73
2014 Q3	\$	79.02
2014 Q4	\$	174.54
2015 Q1	\$	182.59
2015 Q2	\$	137.96
2015 Q3	\$	163.66
2015 Q4	\$	142.42
2016 Q1	\$	121.24
2016 Q2	\$	147.12
2016 Q3	\$	172.00
2017 Q1	\$	135.29
2017 Q2	\$	275.00
2017 Q3	\$	152.99
2017 Q4	\$	157.26
2018 Q1	\$	127.04
2018 Q2	\$	192.30
2018 Q3	\$	156.70

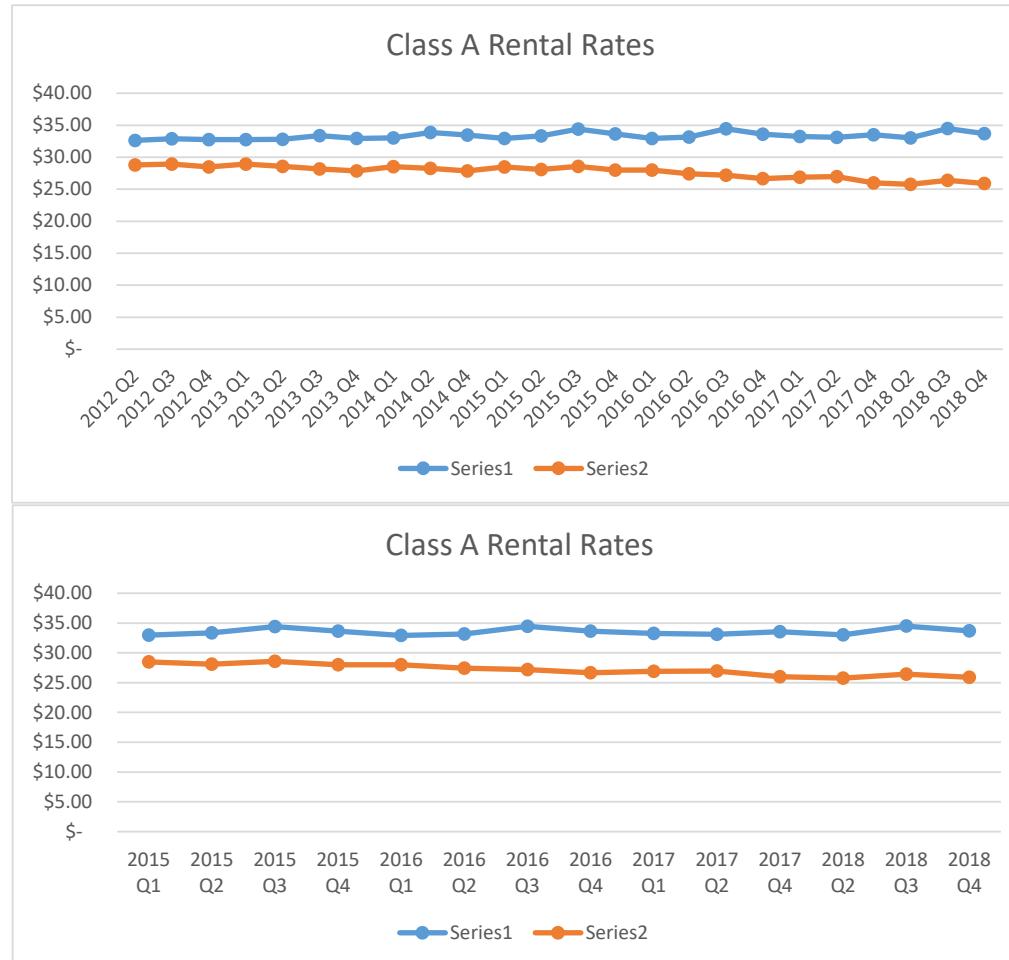




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Class A Rental Rates

Period	Nassau	Suffolk
2012 Q2	\$ 32.63	\$ 28.78
2012 Q3	\$ 32.87	\$ 28.93
2012 Q4	\$ 32.76	\$ 28.49
2013 Q1	\$ 32.75	\$ 28.92
2013 Q2	\$ 32.79	\$ 28.55
2013 Q3	\$ 33.37	\$ 28.16
2013 Q4	\$ 32.92	\$ 27.87
2014 Q1	\$ 33.03	\$ 28.52
2014 Q2	\$ 33.87	\$ 28.24
2014 Q4	\$ 33.47	\$ 27.87
2015 Q1	\$ 32.95	\$ 28.48
2015 Q2	\$ 33.34	\$ 28.09
2015 Q3	\$ 34.40	\$ 28.58
2015 Q4	\$ 33.65	\$ 28.00
2016 Q1	\$ 32.92	\$ 28.01
2016 Q2	\$ 33.14	\$ 27.41
2016 Q3	\$ 34.45	\$ 27.19
2016 Q4	\$ 33.62	\$ 26.65
2017 Q1	\$ 33.24	\$ 26.88
2017 Q2	\$ 33.12	\$ 26.96
2017 Q4	\$ 33.53	\$ 25.98
2018 Q2	\$ 33.01	\$ 25.76
2018 Q3	\$ 34.48	\$ 26.41
2018 Q4	\$ 33.68	\$ 25.90

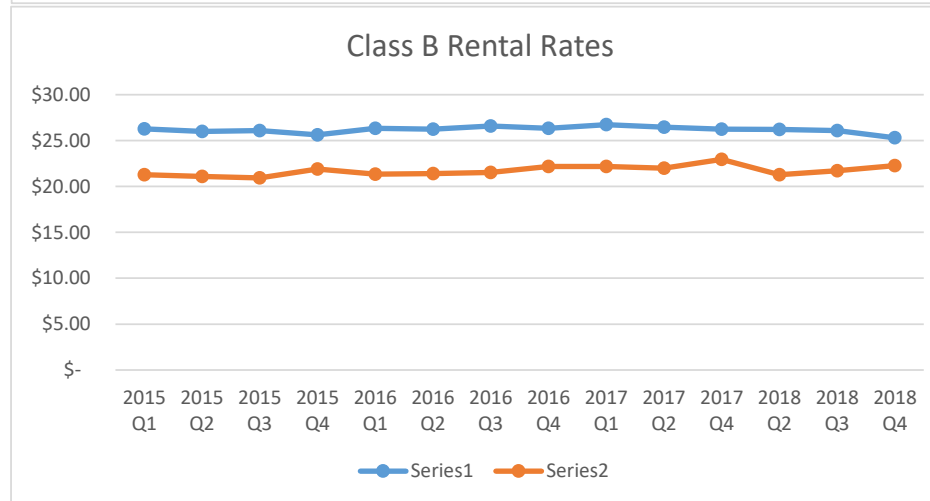
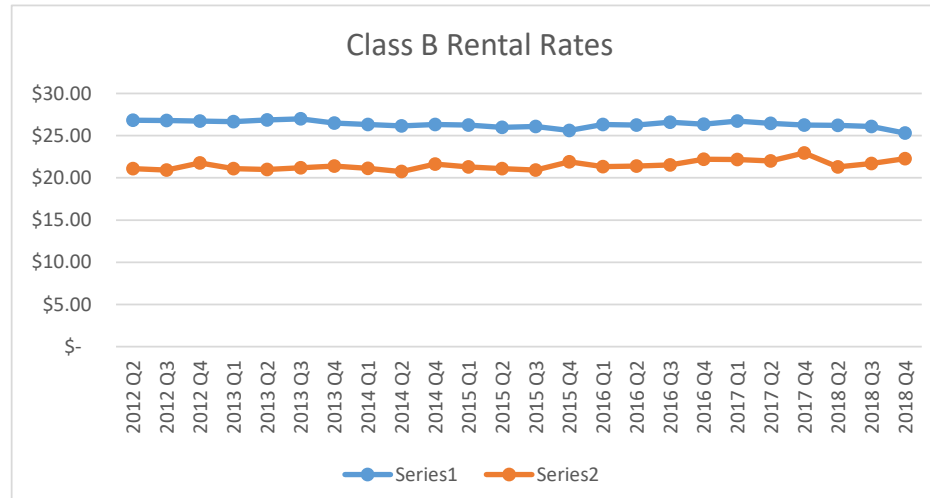




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Class B Rental Rates

Period	Nassau	Suffolk
2012 Q2	\$ 26.83	\$ 21.08
2012 Q3	\$ 26.80	\$ 20.92
2012 Q4	\$ 26.74	\$ 21.78
2013 Q1	\$ 26.65	\$ 21.09
2013 Q2	\$ 26.85	\$ 21.00
2013 Q3	\$ 26.99	\$ 21.18
2013 Q4	\$ 26.49	\$ 21.38
2014 Q1	\$ 26.31	\$ 21.12
2014 Q2	\$ 26.17	\$ 20.74
2014 Q4	\$ 26.32	\$ 21.63
2015 Q1	\$ 26.26	\$ 21.29
2015 Q2	\$ 25.99	\$ 21.10
2015 Q3	\$ 26.08	\$ 20.93
2015 Q4	\$ 25.63	\$ 21.90
2016 Q1	\$ 26.33	\$ 21.34
2016 Q2	\$ 26.24	\$ 21.39
2016 Q3	\$ 26.58	\$ 21.54
2016 Q4	\$ 26.35	\$ 22.19
2017 Q1	\$ 26.73	\$ 22.18
2017 Q2	\$ 26.46	\$ 21.99
2017 Q4	\$ 26.25	\$ 22.95
2018 Q2	\$ 26.21	\$ 21.29
2018 Q3	\$ 26.10	\$ 21.71
2018 Q4	\$ 25.30	\$ 22.26

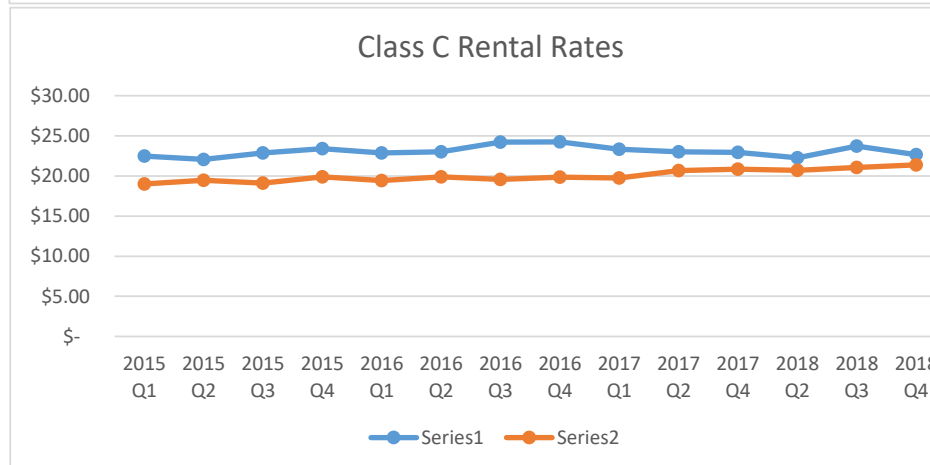
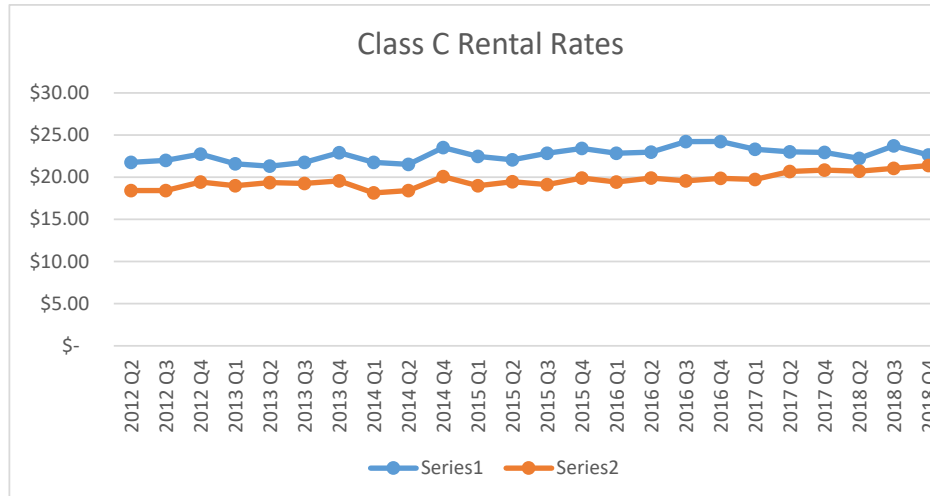




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Class C Rental Rates

Period	Nassau	Suffolk
2012 Q2	\$ 21.76	\$ 18.43
2012 Q3	\$ 22.00	\$ 18.43
2012 Q4	\$ 22.76	\$ 19.42
2013 Q1	\$ 21.61	\$ 18.98
2013 Q2	\$ 21.31	\$ 19.38
2013 Q3	\$ 21.76	\$ 19.27
2013 Q4	\$ 22.91	\$ 19.56
2014 Q1	\$ 21.77	\$ 18.14
2014 Q2	\$ 21.52	\$ 18.42
2014 Q4	\$ 23.51	\$ 20.06
2015 Q1	\$ 22.46	\$ 19.00
2015 Q2	\$ 22.06	\$ 19.45
2015 Q3	\$ 22.86	\$ 19.12
2015 Q4	\$ 23.41	\$ 19.90
2016 Q1	\$ 22.85	\$ 19.43
2016 Q2	\$ 22.99	\$ 19.89
2016 Q3	\$ 24.23	\$ 19.56
2016 Q4	\$ 24.24	\$ 19.86
2017 Q1	\$ 23.32	\$ 19.74
2017 Q2	\$ 23.00	\$ 20.68
2017 Q4	\$ 22.94	\$ 20.86
2018 Q2	\$ 22.25	\$20.70
2018 Q3	\$ 23.72	\$ 21.06
2018 Q4	\$ 22.64	\$ 21.38





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Average Rental Rates

Period	Nassau	Suffolk
2012 Q2	\$ 27.49	\$ 23.21
2012 Q3	\$ 27.52	\$ 23.23
2012 Q4	\$ 27.87	\$ 23.57
2013 Q1	\$ 27.54	\$ 23.13
2013 Q2	\$ 27.53	\$ 23.10
2013 Q3	\$ 27.81	\$ 22.98
2013 Q4	\$ 28.07	\$ 23.43
2014 Q1	\$ 27.34	\$ 22.82
2014 Q2	\$ 27.35	\$ 22.66
2014 Q4	\$ 27.81	\$ 23.08
2015 Q1	\$ 27.34	\$ 22.96
2015 Q2	\$ 27.31	\$ 22.84
2015 Q3	\$ 27.56	\$ 22.76
2015 Q4	\$ 27.50	\$ 23.13
2016 Q1	\$ 27.25	\$ 22.99
2016 Q2	\$ 27.87	\$ 22.95
2016 Q3	\$ 28.40	\$ 22.85
2016 Q4	\$ 28.32	\$ 23.12
2017 Q1	\$ 27.53	\$ 22.99
2017 Q2	\$ 27.66	\$ 22.94
2017 Q4	\$ 27.59	\$ 23.31
2018 Q2	\$ 27.29	\$ 22.30
2018 Q3	\$ 27.78	\$ 22.73
2018 Q4	\$ 26.96	\$ 23.14

