



Prepared by:

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Description	4th Q 2012	1st Q 2013	2nd Q 2013	3rd Q 2013	4th Q 2013	Trend
Vacancy Rate	5.90%	5.70%	5.20%	4.80%	4.90%	Up
Net Absorption	(322,788)	263,740	791,530	662,522	220,550	Down
Vacant Sublease Space	86,930	97,005	80,530	48,498	98,512	Up
Rental Rate (All Industrial)	\$ 8.80	\$ 8.87	\$ 8.97	\$ 9.01	\$ 9.07	Up
Rental Rate (Warehouse)	\$ 8.33	\$ 8.40	\$ 8.48	\$ 8.58	\$ 8.68	Up
Rental Rate (Flex)	\$ 14.44	\$ 14.59	\$ 14.57	\$ 14.22	\$ 14.22	-
New Construction Delivered	-	-	-	-	-	-
SF of Industrial Inventory	162,983,818	164,299,310	163,866,667	163,371,310	162,379,719	Up
# of Industrial Bldg's	6,487	6,505	6,518	6,503	6,453	Down
Sales Activity - \$'s	\$ 73,280,320	\$ 14,204,600	\$ 70,755,000	\$ 73,302,705	\$ 75,425,545	Up
Sales Activity - # of Bldg's	27	9	23	24	23	Down
Sales Activity - Total SF	1,068,728	242,386	1,229,851	1,024,744	1,002,231	Down
Sales Price PSF	\$ 68.57	\$ 58.60	\$ 57.53	\$ 71.53	\$ 75.26	Up

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