



Prepared by:

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Description	1st Q 2013	2nd Q 2013	3rd Q 2013	4th Q 2013	1st Q 2014	Trend
Vacancy Rate	5.70%	5.20%	4.80%	4.90%	4.80%	Down
Net Absorption	263,740	791,530	662,522	220,550	65,102	Down
Vacant Sublease Space	97,005	80,530	48,498	98,512	83,562	Down
Rental Rate (All Industrial)	\$ 8.87	\$ 8.97	\$ 9.01	\$ 9.07	\$ 9.14	Up
Rental Rate (Warehouse)	\$ 8.40	\$ 8.48	\$ 8.58	\$ 8.68	\$ 8.75	Up
Rental Rate (Flex)	\$ 14.59	\$ 14.57	\$ 14.22	\$ 14.22	\$ 14.24	Up
New Construction Delivered						-
SF of Industrial Inventory	\$ 164,299,310	\$ 163,866,667	\$ 163,371,310	\$ 162,379,719	\$ 162,730,281	Up
# of Industrial Bldg's	6,505	6,518	6,503	6,453	6,430	Down
Sales Activity - \$'s	\$ 14,204,600	\$ 70,755,000	\$ 73,302,705	\$ 75,425,545	\$ 72,367,450	Down
Sales Activity - # of Bldg's	\$ 9.00	23	24	23	23	-
Sales Activity - Total SF	242,386	1,229,851	1,024,744	1,002,231	1,305,007	Up
Sales Price PSF	\$ 58.60	\$ 57.53	\$ 71.53	\$ 75.26	\$ 55.45	Down

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