

# CoStar Industrial Statistics

Year-End 2017

## National Industrial Market



**CoStar**<sup>TM</sup>  
The knowledge market

# National Industrial Market



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## Methodology

The CoStar Industrial Statistics calculates Industrial statistics using CoStar Group's base of existing, under construction and under renovation Industrial buildings in each given metropolitan area. All Industrial building types are included, including warehouse, flex / research & development, distribution, manufacturing, industrial showroom, and service buildings, in both single-tenant and multi-tenant buildings, including owner-occupied buildings. CoStar Group's global database includes approximately 119 billion square feet of coverage in 5.4 million properties. All rental rates reported in the CoStar Industrial Report are calculated using the quoted rental rate for each property.

CoStar regularly opens new markets to expand its geographic coverage which results in varying start dates for historical data. Due to differences in market start dates and a desire to show as long a historical timeframe as possible, only the following markets are included in the historical charts within this report: Atlanta, Austin, Baltimore, Boston, Broward County, Charlotte, Chicago, Cincinnati, Cleveland, Columbus, Dallas/Ft Worth, Dayton, Denver, Detroit, East Bay/Oakland, Houston, Indianapolis, Inland Empire (California), Jacksonville (Florida), Kansas City, Long Island (New York), Los Angeles, Memphis, Miami-Dade County, Nashville, Northern New Jersey, Orange (California), Orlando, Palm Beach County, Philadelphia, Phoenix, Pittsburgh, Raleigh/Durham, Sacramento, San Diego, San Francisco, Seattle/Puget Sound, South Bay/San Jose, St. Louis, Tampa/St Petersburg, Washington, and Westchester/So Connecticut. When ever possible all markets are included to provide as broad as possible national coverage. The Market Highlights and Overview narrative includes all markets.

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# National Industrial Market



## Terms & Definitions

**Availability Rate:** The ratio of available space to total rentable space, calculated by dividing the total available square feet by the total rentable square feet.

**Available Space:** The total amount of space that is currently being marketed as available for lease in a given time period. It includes any space that is available, regardless of whether the space is vacant, occupied, available for sublease, or available at a future date.

**Build-to-Suit:** A term describing a particular property, developed specifically for a certain tenant to occupy, with structural features, systems, or improvement work designed specifically for the needs of that tenant. A build-to-suit can be leased or owned by the tenant. In a leased build-to-suit, a tenant will usually have a long term lease on the space.

**Buyer:** The individual, group, company, or entity that has purchased a commercial real estate asset.

**Cap Rate:** Short for capitalization rate. The Cap Rate is a calculation that reflects the relationship between one year's net operating income and the current market value of a particular property. The Cap Rate is calculated by dividing the annual net operating income by the sales price (or asking sales price).

**CBD:** Abbreviation for Central Business District. (See also: Central Business District)

**Central Business District:** The designations of Central Business District (CBD) and Suburban refer to a particular geographic area within a metropolitan statistical area (MSA) describing the level of real estate development found there. The CBD is characterized by a high density, well organized core within the largest city of a given MSA.

**Class A:** A classification used to describe buildings that generally qualify as extremely desirable investment-grade properties and command the highest rents or sale prices compared to other buildings in the same market. Such buildings are well located and provide efficient tenant layouts as well as high quality, and in some buildings, one-of-a-kind floor plans. They can be an architectural or historical landmark designed by prominent architects. These buildings contain a modern mechanical system, and have above-average maintenance and management as well as the best quality materials and workmanship in their trim and interior fittings. They are generally the most attractive and eagerly sought by investors willing to pay a premium for quality.

**Class B:** A classification used to describe buildings that generally qualify as a more speculative investment, and as such, command lower rents or sale prices compared to Class A properties. Such buildings offer utilitarian space without special attractions, and have ordinary design, if new or fairly new; good to excellent design if an older non-landmark building. These buildings typically have average to good maintenance, management and tenants. They are less appealing to tenants than Class A properties, and may be deficient in a number of respects including floor plans, condition and facilities. They lack prestige and must depend chiefly on a lower price to attract tenants and investors.

**Class C:** A classification used to describe buildings that generally qualify as no-frills, older buildings that offer basic space and command lower rents or sale prices compared to other buildings in the same market. Such buildings typically have below-average maintenance and management, and could have mixed or low tenant prestige, inferior elevators, and/or mechanical/electrical systems. These buildings lack prestige and must depend chiefly on a lower price to attract tenants and investors.

**Construction Starts:** Buildings that began construction during a specific period of time. (See also: Deliveries)

**Contiguous Blocks of Space:** Space within a building that is, or is able to be joined together into a single contiguous space.

**Deliveries:** Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certi-

cate of occupancy must have been issued for the property.

**Delivery Date:** The date a building completes construction and receives a certificate of occupancy.

**Developer:** The company, entity or individual that transforms raw land to improved property by use of labor, capital and entrepreneurial efforts.

**Direct Space:** Space that is being offered for lease directly from the landlord or owner of a building, as opposed to space being offered in a building by another tenant (or broker of a tenant) trying to sublet a space that has already been leased.

**Existing Inventory:** The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

**Flex Building:** A type of building designed to be versatile, which may be used in combination with office (corporate headquarters), research and development, quasi-retail sales, and including but not limited to industrial, warehouse, and distribution uses. A typical flex building will be one or two stories with at least half of the rentable area being used as office space, have ceiling heights of 16 feet or less, and have some type of drive-in door, even though the door may be glassed in or sealed off.

**Full Service Rental Rate:** Rental rates that include all operating expenses such as utilities, electricity, janitorial services, taxes and insurance.

**Gross Absorption:** The total change in occupied space over a given period of time, counting space that is occupied but not space that is vacated by tenants. Gross absorption differs from leasing activity, which is the sum of all space leased over a certain period of time. Unless otherwise noted Gross Absorption includes direct and sublease space.

**Growth in Inventory:** The change in size of the existing square footage in a given area over a given period of time, generally due to the construction of new buildings.

**Industrial Building:** A type of building adapted for such uses as the assemblage, processing, and/or manufacturing of products from raw materials or fabricated parts. Additional uses include warehousing, distribution, and maintenance facilities. The primary purpose of the space is for storing, producing, assembling, or distributing product.

**Landlord Rep:** (Landlord Representative) In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the owner/landlord is referred to as the Landlord Rep.

**Leased Space:** All the space that has a financial lease obligation. It includes all leased space, regardless of whether the space is currently occupied by a tenant. Leased space also includes space being offered for sublease.

**Leasing Activity:** The volume of square footage that is committed to and signed under a lease obligation for a specific building or market in a given period of time. It includes direct leases, subleases and renewals of existing leases. It also includes any pre-leasing activity in planned, under construction, or under renovation buildings.

**Market:** Geographic boundaries that serve to delineate core areas that are competitive with each other and constitute a generally accepted primary competitive set of areas. Markets are building-type specific, and are non-overlapping contiguous geographic designations having a cumulative sum that matches the boundaries of the entire Region (See also: Region). Markets can be further subdivided into Submarkets. (See also: Submarkets)

**Multi-Tenant:** Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different

tenant needs. (See also: Tenancy).

**Net Absorption:** The net change in occupied space over a given period of time. Unless otherwise noted Net Absorption includes direct and sublease space.

**Net Rental Rate:** A rental rate that excludes certain expenses that a tenant could incur in occupying office space. Such expenses are expected to be paid directly by the tenant and may include janitorial costs, electricity, utilities, taxes, insurance and other related costs.

**New Space:** Sometimes called first generation space, refers to space that has never been occupied and/or leased by a tenant.

**Occupied Space:** Space that is physically occupied by a tenant. It does not include leased space that is not currently occupied by a tenant.

**Office Building:** A type of commercial building used exclusively or primarily for office use (business), as opposed to manufacturing, warehousing, or other uses. Office buildings may sometimes have other associated uses within part of the building, i.e., retail sales, financial, or restaurant, usually on the ground floor.

**Owner:** The company, entity, or individual that holds title on a given building or property.

**Planned/Proposed:** The status of a building that has been announced for future development but not yet started construction.

**Preleased Space:** The amount of space in a building that has been leased prior to its construction completion date, or certificate of occupancy date.

**Price/SF:** Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

**Property Manager:** The company and/or person responsible for the day-to-day operations of a building, such as cleaning, trash removal, etc. The property manager also makes sure that the various systems within the building, such as the elevators, HVAC, and electrical systems, are functioning properly.

**Quoted Rental Rate:** The asking rate per square foot for a particular building or unit of space by a broker or property owner. Quoted rental rates may differ from the actual rates paid by tenants following the negotiation of all terms and conditions in a specific lease.

**RBA:** Abbreviation for Rentable Building Area. (See also: Rentable Building Area)

**Region:** Core areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are further divided into market areas, called Markets. (See also: Markets)

**Relet Space:** Sometimes called second generation or direct space, refers to existing space that has previously been occupied by another tenant.

**Rentable Building Area:** (RBA) The total square footage of a building that can be occupied by, or assigned to a tenant for the purpose of determining a tenant's rental obligation. Generally RBA includes a percentage of common areas including all hallways, main lobbies, bathrooms, and telephone closets.

**Rental Rates:** The annual costs of occupancy for a particular space quoted on a per square foot basis.

**Sales Price:** The total dollar amount paid for a particular property at a particular point in time.

**Sales Volume:** The sum of sales prices for a given group of buildings in a given time period.

**Seller:** The individual, group, company, or entity that sells a particular commercial real estate asset.

**SF:** Abbreviation for Square Feet.

**Single-Tenant:** Buildings that are occupied, or intended to be occupied by a single tenant. (See also: Build-to-suit and Tenancy)

**Sublease Space:** Space that has been leased by a tenant and is being offered for lease back to the market by the tenant with the lease obligation. Sublease space is sometimes referred to as sublet space.

**Submarkets:** Specific geographic boundaries that serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted primary competitive set, or peer group. Submarkets are building type specific (office, industrial, retail, etc.), with distinct boundaries dependent on different factors relevant to each building type. Submarkets are non-overlapping, contiguous geographic designations having a cumulative sum that matches the boundaries of the Market they are located within (See also: Market).

**Suburban:** The Suburban and Central Business District (CBD) designations refer to a particular geographic area within a metropolitan statistical area (MSA). Suburban is defined as including all office inventory not located in the CBD. (See also: CBD)

**Tenancy:** A term used to indicate whether or not a building is occupied by multiple tenants (See also: Multi-tenant) or a single tenant. (See also: Single-tenant)

**Tenant Rep:** Tenant Rep stands for Tenant Representative. In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the tenant is referred to as a Tenant Rep.

**Time On Market:** A measure of how long a currently available space has been marketed for lease, regardless of whether it is vacant or occupied.

**Under Construction:** Buildings in a state of construction, up until they receive their certificate of occupancy. In order for CoStar to consider a building under construction, the site must have a concrete foundation in place. Abbreviated UC.

**Vacancy Rate:** A measurement expressed as a percentage of the total amount of physically vacant space divided by the total amount of existing inventory. Under construction space generally is not included in vacancy calculations.

**Vacant Space:** Space that is not currently occupied by a tenant, regardless of any lease obligation that may be on the space. Vacant space could be space that is either available or not available. For example, sublease space that is currently being paid for by a tenant but not occupied by that tenant, would be considered vacant space. Likewise, space that has been leased but not yet occupied because of finish work being done, would also be considered vacant space.

**Weighted Average Rental Rate:** Rental rates that are calculated by factoring in, or weighting, the square footage associated with each particular rental rate. This has the effect of causing rental rates on larger spaces to affect the average more than that of smaller spaces. The weighted average rental rate is calculated by taking the ratio of the square footage associated with the rental rate on each individual available space to the square footage associated with rental rates on all available spaces, multiplying the rental rate by that ratio, and then adding together all the resulting numbers. Unless specifically specified otherwise, rental rate averages include both Direct and Sublet available spaces.

**Year Built:** The year in which a building completed construction and was issued a certificate of occupancy.

**YTD:** Abbreviation for Year-to-Date. Describes statistics that are cumulative from the beginning of a calendar year through whatever time period is being studied.

## U.S.'s Vacancy Decreases to 4.9%

### Net Absorption Positive 86,147,226 SF in the Quarter

The U.S. Industrial market ended the fourth quarter 2017 with a vacancy rate of 4.9%. The vacancy rate was down over the previous quarter, with net absorption totaling positive 86,147,226 square feet in the fourth quarter. Vacant sublease space increased in the quarter, ending the quarter at 40,450,611 square feet. Rental rates ended the fourth quarter at \$6.46, an increase over the previous quarter. A total of 472 buildings delivered to the market in the quarter totaling 65,560,922 square feet, with 281,168,605 square feet still under construction at the end of the quarter.

### Absorption

Net absorption for the overall U.S. Industrial market was positive 86,147,226 square feet in the fourth quarter 2017. That compares to positive 70,840,176 square feet in the third quarter 2017, positive 83,688,243 square feet in the second quarter 2017, and positive 70,352,054 square feet in the first quarter 2017.

The Flex building market recorded net absorption of positive 5,798,312 square feet in the fourth quarter 2017, compared to positive 1,414,502 square feet in the third quarter 2017, positive 6,622,785 in the second quarter 2017, and positive 1,967,060 in the first quarter 2017.

The Warehouse building market recorded net absorption of positive 80,348,914 square feet in the fourth quarter 2017 compared to positive 69,425,674 square feet in the third quarter 2017, positive 77,065,458 in the second quarter 2017, and positive 68,384,994 in the first quarter 2017.

### Vacancy

The Industrial vacancy rate in the U.S. market area

decreased to 4.9% at the end of the fourth quarter 2017. The vacancy rate was 5.0% at the end of the third quarter 2017, 5.0% at the end of the second quarter 2017, and 5.1% at the end of the first quarter 2017.

Flex projects reported a vacancy rate of 6.7% at the end of the fourth quarter 2017, 6.8% at the end of the third quarter 2017, 6.8% at the end of the second quarter 2017, and 6.9% at the end of the first quarter 2017.

Warehouse projects reported a vacancy rate of 4.7% at the end of the fourth quarter 2017, 4.8% at the end of third quarter 2017, 4.8% at the end of the second quarter 2017, and 4.9% at the end of the first quarter 2017.

### Largest Lease Signings

The largest lease signings occurring in 2017 included: the 725,400-square-foot lease signed by Best Buy at 171 River Road in the Northern New Jersey market; the 615,000-square-foot deal signed by Amazon.com at 3282 E Holmes Rd in the Memphis market; and the 540,000-square-foot lease signed by Allied Beverage Group at Prologis Ports in the Northern New Jersey market.

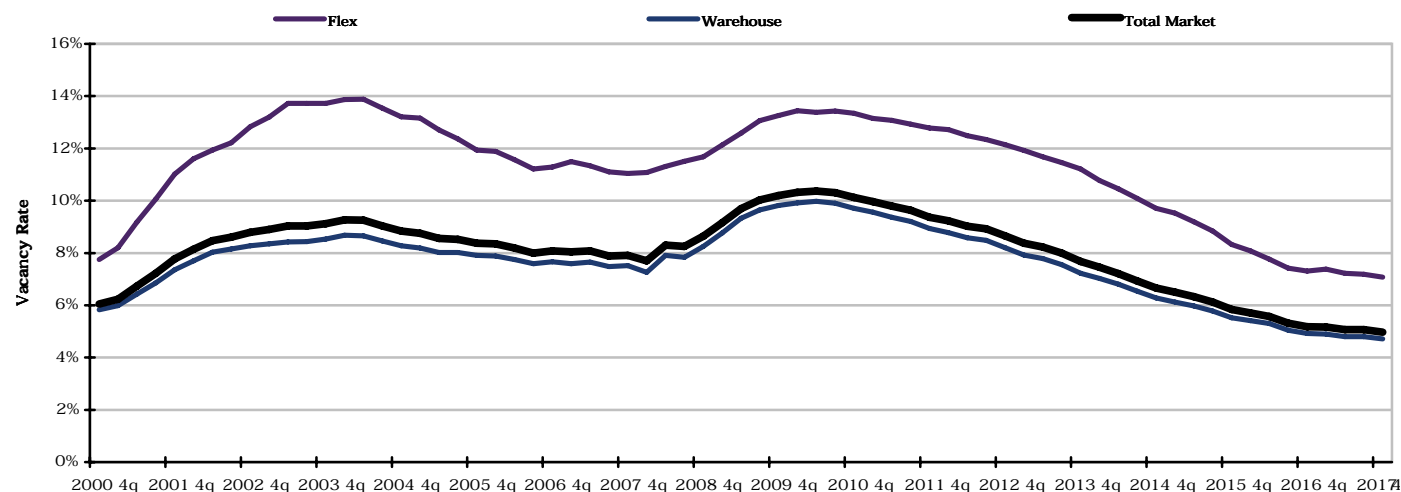
### Sublease Vacancy

The amount of vacant sublease space in the U.S. market increased to 40,450,611 square feet by the end of the fourth quarter 2017, from 39,581,322 square feet at the end of the third quarter 2017. There was 36,988,167 square feet vacant at the end of the second quarter 2017 and 38,117,763 square feet at the end of the first quarter 2017.

U.S.'s Flex projects reported vacant sublease space of 6,127,544 square feet at the end of fourth quarter 2017, up

## Vacancy Rates by Building Type\*

2000-2017



Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

from the 5,840,546 square feet reported at the end of the third quarter 2017. There were 5,739,510 square feet of sublease space vacant at the end of the second quarter 2017, and 5,690,984 square feet at the end of the first quarter 2017.

Warehouse projects reported increased vacant sublease space from the third quarter 2017 to the fourth quarter 2017. Sublease vacancy went from 33,740,776 square feet to 34,323,067 square feet during that time. There was 31,248,657 square feet at the end of the second quarter 2017, and 32,426,779 square feet at the end of the first quarter 2017.

### Rental Rates

The average quoted asking rental rate for available Industrial space was \$6.46 per square foot per year at the end of the fourth quarter 2017 in the U.S. market area. This represented a 2.5% increase in quoted rental rates from the end of the third quarter 2017, when rents were reported at \$6.30 per square foot.

The average quoted rate within the Flex sector was \$12.43 per square foot at the end of the fourth quarter 2017, while Warehouse rates stood at \$5.72. At the end of the third quarter 2017, Flex rates were \$12.37 per square foot, and Warehouse rates were \$5.57.

### Deliveries and Construction

During the fourth quarter 2017, 472 buildings totaling 65,560,922 square feet were completed in the U.S. market area. This compares to 487 buildings totaling 72,262,575 square feet that were completed in the third quarter 2017, 554 buildings totaling 66,661,304 square feet completed in the second quarter 2017, and 72,002,595 square feet in 597 buildings completed in the first quarter 2017.

There were 281,168,605 square feet of Industrial space under construction at the end of the fourth quarter 2017.

Some of the notable 2017 deliveries include: 5431 Highway 35, a 1,600,000-square-foot facility that delivered in second quarter 2017 in the Corpus Christi market and is now 100% occupied, and 1974 Midway Ln, a 1,500,000-square-foot building in the Nashville market that delivered in second quarter 2017 and is now 100% occupied.

The largest projects underway at the end of fourth quarter 2017 were Tesla - Gigafactory Phase II in the Reno/Sparks market, a 3,800,000-square-foot building with 100% of its space pre-leased, and Michelin Distribution Center - Building 1, a 3,000,000-square-foot facility in the Greenville/Spartanburg market that is 100% pre-leased.

### Inventory

Total Industrial inventory in the U.S. market area amounted to 22,421,638,538 square feet in 647,604 buildings as of the end of the fourth quarter 2017. The Flex sector consisted of 2,350,598,849 square feet in 92,882 projects. The Warehouse sector consisted of 20,071,039,689 square feet in 554,722 build-

ings. Within the Industrial market there were 71,992 owner-occupied buildings accounting for 4,426,887,262 square feet of Industrial space.

### Sales Activity

Tallying industrial building sales of 15,000 square feet or larger, U.S. industrial sales figures rose during the third quarter 2017 in terms of dollar volume compared to the second quarter of 2017.

In the third quarter, 1,280 industrial transactions closed with a total volume of \$9,684,550,554. The 1,280 buildings totaled 120,858,716 square feet and the average price per square foot equated to \$80.13 per square foot. That compares to 1,396 transactions totaling \$9,445,049,576 in the second quarter. The total square footage was 124,510,092 for an average price per square foot of \$75.86.

Total year-to-date industrial building sales activity in 2017 is up compared to the previous year. In the first nine months of 2017, the market saw 4,022 industrial sales transactions with a total volume of \$28,375,740,658. The price per square foot has averaged \$79.95 this year. In the first nine months of 2016, the market posted 4,459 transactions with a total volume of \$25,042,387,770. The price per square foot averaged \$71.27.

Cap rates have been higher in 2017, averaging 7.50%, compared to the first nine months of last year when they averaged 7.49%.

One of the largest transactions that has occurred within the last 4 quarters in the U.S. market is the sale of Cranbury Station Park in Northern New Jersey. This 1,240,967 square foot two building industrial portfolio sold for \$168,500,000, or \$135.78 per square foot. The property sold on 10/3/2016, at a 4.27% cap rate.

### Albany/Schenectady/Troy

With no new industrial space being delivered to the market, and positive 725,679 square feet of net absorption, Albany/Schenectady/Troy's vacancy rate went from 3.5% to 2.8% in the quarter. Rental rates went from \$5.55 to \$5.10 during that time. At the end of the quarter, there was 272,375 square feet underway for future delivery.

### Albuquerque

The Albuquerque industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of positive 13,705 square feet caused the vacancy rate remained unchanged from 3.0% to 3.0% in the quarter. Rental rates stood at \$7.69.

### Anchorage

The Anchorage industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net

# National Industrial Market



Overview

absorption of positive 18,882 square feet caused the vacancy rate to down from 3.2% to 3.1% in the quarter. Rental rates stood at \$12.69.

## Asheville

The Asheville industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.4%, from 3.6% in the previous quarter. Rental rates ended the quarter at \$6.25 per square foot, from \$5.68 in the previous quarter. There was a total of 6,000 square feet that delivered in the quarter, with 10,300 square feet still under construction at the end of the quarter.

## Atlanta

The Atlanta industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.1%, from 6.5% in the previous quarter. Rental rates ended the quarter at \$4.79 per square foot, from \$4.50 in the previous quarter. There was a total of 2,039,768 square feet that delivered in the quarter, with 17,192,609 square feet still under construction at the end of the quarter.

## Augusta/Richmond County

The vacancy rate remained unchanged in Augusta/Richmond County in the fourth quarter. With 12,000 square feet in deliveries, and positive 14,078 square feet in net absorption, the vacancy rate held at 11.1%, the same rate reported in the previous quarter. The market had 140,000 square feet under construction at the end of the quarter, and rental rates stood at \$3.21 per square foot.

## Austin

The Austin industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 7.1%, from 7.5% in the previous quarter. Rental rates ended the quarter at \$10.48 per square foot, from \$9.72 in the previous quarter. There was a total of 159,780 square feet that delivered in the quarter, with 1,804,622 square feet still under construction at the end of the quarter.

## Bakersfield

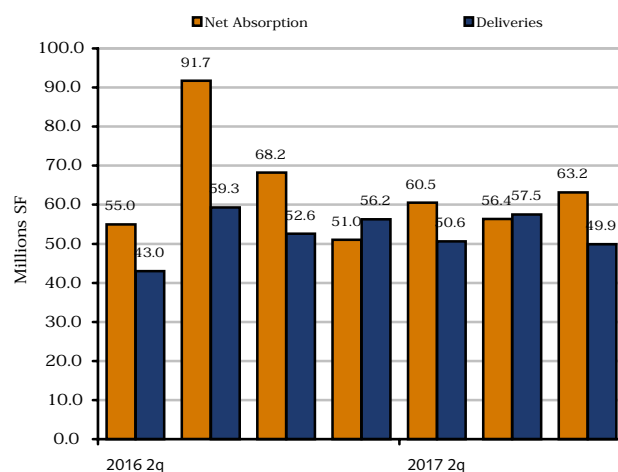
With no new industrial space being delivered to the market, and positive 40,145 square feet of net absorption, Bakersfield's vacancy rate went from 4.5% to 4.3% in the quarter. Rental rates went from \$6.45 to \$6.34 during that time. At the end of the quarter, there was 47,906 square feet underway for future delivery.

## Baltimore

The Baltimore industrial market saw vacancies rise and rental rates decrease from the third quarter 2017 to the fourth

## Absorption & Deliveries\*

Past 10 Quarters



Source: CoStar Property® \* Select markets included in this chart - see Methodology page.

quarter 2017. The overall vacancy rate currently sits at 6.8%, from 6.7% in the previous quarter. Rental rates ended the quarter at \$5.66 per square foot, from \$6.01 in the previous quarter. There was a total of 503,240 square feet that delivered in the quarter, with 6,549,709 square feet still under construction at the end of the quarter.

## Baton Rouge

With no new industrial space being delivered to the market, and positive 118,508 square feet of net absorption, Baton Rouge's vacancy rate went from 3.0% to 2.6% in the quarter. Rental rates went from \$6.52 to \$6.38 during that time. At the end of the quarter, there was 22,117 square feet underway for future delivery.

## Beaumont/Port Arthur

The Beaumont/Port Arthur industrial market saw vacancies fall and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.2%, from 7.2% in the previous quarter. Rental rates ended the quarter at \$5.53 per square foot, from \$5.75 in the previous quarter. There was a total of 2,400 square feet that delivered in the quarter, with 22,400 square feet still under construction at the end of the quarter.

## Birmingham

The Birmingham industrial market saw vacancies fall and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.5%, from 5.0% in the previous quarter. Rental rates ended the quarter at \$3.61 per square foot, from \$3.84 in the previous quarter. There was a total of 200,000 square feet that delivered in the quarter, with 559,529 square feet still under construction at the end of the quarter.

### Boise City/Nampa

The Boise City/Nampa industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.2%, from 3.5% in the previous quarter. Rental rates ended the quarter at \$6.45 per square foot, from \$6.19 in the previous quarter. There was a total of 153,357 square feet that delivered in the quarter, with 234,960 square feet still under construction at the end of the quarter.

### Boston

The vacancy rate remained unchanged in Boston in the fourth quarter. With 1,406,511 square feet in deliveries, and positive 1,453,086 square feet in net absorption, the vacancy rate held at 5.0%, the same rate reported in the previous quarter. The market had 3,583,653 square feet under construction at the end of the quarter, and rental rates stood at \$7.36 per square foot.

### Bremerton/Silverdale

The Bremerton/Silverdale industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of positive 18,811 square feet caused the vacancy rate to down from 1.9% to 1.3% in the quarter. Rental rates stood at \$9.06.

### Broward County

The Broward County industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.5%, from 3.7% in the previous quarter. Rental rates ended the quarter at \$9.88 per square foot, from \$9.75 in the previous quarter. There was a total of 226,885 square feet that delivered in the quarter, with 1,465,271 square feet still under construction at the end of the quarter.

### Brownsville/Harlingen

With no space currently under construction, Brownsville/Harlingen absorbed 111,748 square feet of space and delivered 101,920 square feet of space, resulting in a vacancy rate that went from 8.7% to 8.6% over the course of the quarter. Rental rates went from \$5.36 to \$4.12 per square foot.

### Buffalo/Niagara Falls

The Buffalo/Niagara Falls industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.9%, from 5.9% in the previous quarter. Rental rates ended the quarter at \$5.89 per square foot, from \$5.58 in the previous quarter. There was a total of 9,500 square feet that delivered in the quarter, with 280,218 square feet still under construction at the end of the quarter.

### Charleston WV

The Charleston WV industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (15,252) square feet caused the vacancy rate to up from 4.0% to 4.1% in the quarter. Rental rates stood at \$5.91.

### Charleston/N Charleston

The Charleston/N Charleston industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 8.0%, from 7.2% in the previous quarter. Rental rates ended the quarter at \$6.02 per square foot, from \$5.77 in the previous quarter. There was a total of 509,183 square feet that delivered in the quarter, with 5,620,273 square feet still under construction at the end of the quarter.

### Charlotte

The Charlotte industrial market saw vacancies rise and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.6%, from 4.5% in the previous quarter. Rental rates ended the quarter at \$4.67 per square foot, from \$4.74 in the previous quarter. There was a total of 968,551 square feet that delivered in the quarter, with 4,245,457 square feet still under construction at the end of the quarter.

### Chattanooga

With no new industrial space being delivered to the market, and negative (186,710) square feet of net absorption, Chattanooga's vacancy rate went from 6.8% to 7.2% in the quarter. Rental rates went from \$3.48 to \$3.89 during that time. At the end of the quarter, there was 122,000 square feet underway for future delivery.

### Chicago

The Chicago industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.5%, from 6.7% in the previous quarter. Rental rates ended the quarter at \$6.05 per square foot, from \$5.87 in the previous quarter. There was a total of 2,205,055 square feet that delivered in the quarter, with 12,203,069 square feet still under construction at the end of the quarter.

### Cincinnati

The vacancy rate remained unchanged in Cincinnati in the fourth quarter. With 1,273,753 square feet in deliveries, and positive 1,327,195 square feet in net absorption, the vacancy rate held at 3.1%, the same rate reported in the previous quarter. The market had 5,556,911 square feet under construction at the end of the quarter, and rental rates stood at \$3.94 per square foot.

# National Industrial Market



## Overview

### Cleveland

With no new industrial space being delivered to the market, and positive 147,868 square feet of net absorption, Cleveland's vacancy rate went from 3.9% to 3.9% in the quarter. Rental rates went from \$4.37 to \$4.29 during that time. At the end of the quarter, there was 1,067,819 square feet underway for future delivery.

### Colorado Springs

The Colorado Springs industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 10.9%, from 10.1% in the previous quarter. Rental rates ended the quarter at \$7.94 per square foot, from \$7.46 in the previous quarter. There was a total of 5,000 square feet that delivered in the quarter, with 956,040 square feet still under construction at the end of the quarter.

### Columbia

The Columbia industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 7.9%, from 7.1% in the previous quarter. Rental rates ended the quarter at \$4.21 per square foot, from \$4.04 in the previous quarter. There was a total of 205,000 square feet that delivered in the quarter, with 871,657 square feet still under construction at the end of the quarter.

### Columbus

The Columbus industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.5%, from 4.8% in the previous quarter. Rental rates ended the quarter at \$3.93 per square foot, from \$3.78 in the previous quarter. There was a total of 956,690 square feet that delivered in the quarter, with 3,276,970 square feet still under construction at the end of the quarter.

### Columbus GA

The Columbus GA industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.9%, from 7.8% in the previous quarter. Rental rates ended the quarter at \$3.52 per square foot, from \$3.45 in the previous quarter. There was a total of 120,000 square feet that delivered in the quarter, with 176,520 square feet still under construction at the end of the quarter.

### Corpus Christi

The Corpus Christi industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.8%, from 4.6% in the previous quarter. Rental rates ended the quarter at \$7.40 per square foot, from \$7.25 in the previous

quarter. There was a total of 25,021 square feet that delivered in the quarter, with 6,500 square feet still under construction at the end of the quarter.

### Dallas/Ft Worth

The Dallas/Ft Worth industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.4%, from 6.5% in the previous quarter. Rental rates ended the quarter at \$5.60 per square foot, from \$5.27 in the previous quarter. There was a total of 6,840,572 square feet that delivered in the quarter, with 20,911,406 square feet still under construction at the end of the quarter.

### Davenport/Moline/Rock Island

With no new industrial space being delivered to the market, and positive 51,789 square feet of net absorption, Davenport/Moline/Rock Island's vacancy rate went from 4.3% to 4.0% in the quarter. Rental rates went from \$3.85 to \$3.79 during that time. At the end of the quarter, there was 3,060,657 square feet underway for future delivery.

### Dayton

With no new industrial space being delivered to the market, and positive 422,878 square feet of net absorption, Dayton's vacancy rate went from 6.9% to 6.5% in the quarter. Rental rates went from \$3.55 to \$3.50 during that time. At the end of the quarter, there was 876,860 square feet underway for future delivery.

### Deltona/Daytona Beach

With no new industrial space being delivered to the market, and negative (32,239) square feet of net absorption, Deltona/Daytona Beach's vacancy rate went from 2.0% to 2.2% in the quarter. Rental rates went from \$5.74 to \$5.95 during that time. At the end of the quarter, there was 421,000 square feet underway for future delivery.

### Denver

The vacancy rate remained unchanged in Denver in the fourth quarter. With 1,822,979 square feet in deliveries, and positive 1,917,900 square feet in net absorption, the vacancy rate held at 4.4%, the same rate reported in the previous quarter. The market had 6,011,084 square feet under construction at the end of the quarter, and rental rates stood at \$9.12 per square foot.

### Des Moines

With no new industrial space being delivered to the market, and negative (26,108) square feet of net absorption, Des Moines's vacancy rate went from 2.8% to 2.8% in the quarter. Rental rates went from \$5.36 to \$5.45 during that time. At the end of the quarter, there was 1,609,500 square feet underway for future delivery.

### Detroit

The Detroit industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.0%, from 3.2% in the previous quarter. Rental rates ended the quarter at \$5.82 per square foot, from \$5.56 in the previous quarter. There was a total of 1,843,962 square feet that delivered in the quarter, with 4,850,572 square feet still under construction at the end of the quarter.

### Duluth

The Duluth industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (90,358) square feet caused the vacancy rate to up from 1.2% to 2.0% in the quarter. Rental rates stood at \$5.53.

### East Bay/Oakland

The East Bay/Oakland industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.8%, from 3.4% in the previous quarter. Rental rates ended the quarter at \$13.72 per square foot, from \$11.75 in the previous quarter. There was a total of 589,501 square feet that delivered in the quarter, with 2,628,893 square feet still under construction at the end of the quarter.

### El Paso

With no new industrial space being delivered to the market, and positive 388,356 square feet of net absorption, El Paso's vacancy rate went from 8.2% to 7.6% in the quarter. Rental rates went from \$4.27 to \$4.42 during that time. At the end of the quarter, there was 301,150 square feet underway for future delivery.

### Erie

The Erie industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.4%, from 4.5% in the previous quarter. Rental rates ended the quarter at \$3.77 per square foot, from \$3.51 in the previous quarter. There was a total of 20,000 square feet that delivered in the quarter, with 50,000 square feet still under construction at the end of the quarter.

### Evansville

With no new industrial space being delivered to the market, and positive 49,198 square feet of net absorption, Evansville's vacancy rate went from 5.4% to 5.2% in the quarter. Rental rates went from \$3.14 to \$3.45 during that time. At the end of the quarter, there was 20,000 square feet underway for future delivery.

### Fayetteville

The Fayetteville industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (48,799) square feet caused the vacancy rate to up from 12.1% to 12.5% in the quarter. Rental rates stood at \$3.95.

### Fayetteville/Springdale/Rogers

**With no space currently under construction,** Fayetteville/Springdale/Rogers absorbed 382,632 square feet of space and delivered 79,684 square feet of space, resulting in a vacancy rate that went from 6.4% to 5.8% over the course of the quarter. Rental rates went from \$4.27 to \$4.29 per square foot.

### Fort Smith

With no new industrial space being delivered to the market, and positive 689,654 square feet of net absorption, Fort Smith's vacancy rate went from 14.7% to 11.5% in the quarter. Rental rates went from \$2.72 to \$2.84 during that time. At the end of the quarter, there was 16,416 square feet underway for future delivery.

### Fort Wayne

The Fort Wayne industrial market saw vacancies rise and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.2%, from 4.7% in the previous quarter. Rental rates ended the quarter at \$3.47 per square foot, from \$3.62 in the previous quarter. There was a total of 1,005,500 square feet that delivered in the quarter, with 534,480 square feet still under construction at the end of the quarter.

### Fresno

The Fresno industrial market saw vacancies rise and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.2%, from 4.1% in the previous quarter. Rental rates ended the quarter at \$4.53 per square foot, from \$4.72 in the previous quarter. There was a total of 100,582 square feet that delivered in the quarter, with 878,384 square feet still under construction at the end of the quarter.

### Green Bay

With no new industrial space being delivered to the market, and negative (32,848) square feet of net absorption, Green Bay's vacancy rate went from 1.7% to 1.8% in the quarter. Rental rates went from \$4.11 to \$4.11 during that time. At the end of the quarter, there was 24,000 square feet underway for future delivery.

# National Industrial Market



Overview

## Greensboro/Winston-Salem

The Greensboro/Winston-Salem industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.1%, from 4.6% in the previous quarter. Rental rates ended the quarter at \$3.67 per square foot, from \$3.60 in the previous quarter. There was a total of 628,000 square feet that delivered in the quarter, with 369,304 square feet still under construction at the end of the quarter.

## Greenville/Spartanburg

The Greenville/Spartanburg industrial market saw vacancies rise and rental rates change from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 5.9%, from 5.8% in the previous quarter. Rental rates ended the quarter at \$3.67 per square foot, from \$3.67 in the previous quarter. There was a total of 466,345 square feet that delivered in the quarter, with 5,429,327 square feet still under construction at the end of the quarter.

## Hampton Roads

The Hampton Roads industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.2%, from 4.0% in the previous quarter. Rental rates ended the quarter at \$6.12 per square foot, from \$5.77 in the previous quarter. There was a total of 224,000 square feet that delivered in the quarter, with 256,282 square feet still under construction at the end of the quarter.

## Hartford

The Hartford industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 5.6%, from 5.7% in the previous quarter. Rental rates ended the quarter at \$4.82 per square foot, from \$4.77 in the previous quarter. There was a total of 274,000 square feet that delivered in the quarter, with 1,866,700 square feet still under construction at the end of the quarter.

## Hawaii

The Hawaii industrial market saw vacancies rise and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 2.2%, from 2.0% in the previous quarter. Rental rates ended the quarter at \$14.35 per square foot, from \$14.78 in the previous quarter. There was a total of 36,237 square feet that delivered in the quarter, with 204,427 square feet still under construction at the end of the quarter.

## Houston

The Houston industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 5.5%,

from 5.4% in the previous quarter. Rental rates ended the quarter at \$7.01 per square foot, from \$6.73 in the previous quarter. There was a total of 667,181 square feet that delivered in the quarter, with 6,276,897 square feet still under construction at the end of the quarter.

## Huntington/Ashland

With no new industrial space being delivered to the market, and positive 95,803 square feet of net absorption, Huntington/Ashland's vacancy rate went from 4.0% to 3.6% in the quarter. Rental rates went from \$3.48 to \$3.29 during that time. At the end of the quarter, there was 41,373 square feet underway for future delivery.

## Huntsville

With no new industrial space being delivered to the market, and positive 96,211 square feet of net absorption, Huntsville's vacancy rate went from 7.9% to 7.6% in the quarter. Rental rates went from \$6.04 to \$6.07 during that time. At the end of the quarter, there was 456,760 square feet underway for future delivery.

## Indianapolis

The vacancy rate remained unchanged in Indianapolis in the fourth quarter. With 784,131 square feet in deliveries, and positive 1,185,297 square feet in net absorption, the vacancy rate held at 5.7%, the same rate reported in the previous quarter. The market had 4,760,918 square feet under construction at the end of the quarter, and rental rates stood at \$4.50 per square foot.

## Inland Empire (California)

The Inland Empire (California) industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 5.1%, from 4.7% in the previous quarter. Rental rates ended the quarter at \$8.66 per square foot, from \$6.91 in the previous quarter. There was a total of 5,434,533 square feet that delivered in the quarter, with 20,868,769 square feet still under construction at the end of the quarter.

## Jackson

The Jackson industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (166,848) square feet caused the vacancy rate to up from 4.6% to 5.3% in the quarter. Rental rates stood at \$4.94.

## Jacksonville (Florida)

The Jacksonville (Florida) industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.8%, from 4.6% in the previous quarter. Rental rates ended

the quarter at \$4.69 per square foot, from \$4.47 in the previous quarter. There was a total of 1,205,241 square feet that delivered in the quarter, with 628,405 square feet still under construction at the end of the quarter.

### Kansas City

The vacancy rate remained unchanged in Kansas City in the fourth quarter. With 1,101,535 square feet in deliveries, and positive 1,157,756 square feet in net absorption, the vacancy rate held at 6.1%, the same rate reported in the previous quarter. The market had 4,897,865 square feet under construction at the end of the quarter, and rental rates stood at \$4.33 per square foot.

### Killeen/Temple/Fort Hood

The Killeen/Temple/Fort Hood industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (159,544) square feet caused the vacancy rate to up from 4.0% to 7.1% in the quarter. Rental rates stood at \$3.84.

### Kingsport/Bristol/Bristol

The Kingsport/Bristol/Bristol industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (98,952) square feet caused the vacancy rate to up from 3.0% to 3.5% in the quarter. Rental rates stood at \$3.48.

### Knoxville

With no new industrial space being delivered to the market, and positive 488,802 square feet of net absorption, Knoxville's vacancy rate went from 3.8% to 3.2% in the quarter. Rental rates went from \$4.30 to \$4.14 during that time. At the end of the quarter, there was 179,750 square feet underway for future delivery.

### Lafayette

With no new industrial space being delivered to the market, and positive 75,986 square feet of net absorption, Lafayette's vacancy rate went from 7.5% to 6.7% in the quarter. Rental rates went from \$4.30 to \$4.08 during that time. At the end of the quarter, there was 10,000 square feet underway for future delivery.

### Las Vegas

The Las Vegas industrial market saw vacancies rise and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 7.0%, from 6.7% in the previous quarter. Rental rates ended the quarter at \$7.05 per square foot, from \$7.08 in the previous quarter. There was a total of 2,434,086 square feet that delivered in the quarter, with 3,554,430 square feet still under construction at the end of the quarter.

### Lexington/Fayette

The Lexington/Fayette industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.7%, from 3.5% in the previous quarter. Rental rates ended the quarter at \$5.49 per square foot, from \$5.41 in the previous quarter. There was a total of 300,000 square feet that delivered in the quarter, with 27,920 square feet still under construction at the end of the quarter.

### Lincoln

The Lincoln industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 2.8%, from 3.3% in the previous quarter. Rental rates ended the quarter at \$5.01 per square foot, from \$4.76 in the previous quarter. There was a total of 109,340 square feet that delivered in the quarter, with 78,500 square feet still under construction at the end of the quarter.

### Little Rock/N Little Rock

With no new industrial space being delivered to the market, and positive 165,296 square feet of net absorption, Little Rock/N Little Rock's vacancy rate went from 7.1% to 6.8% in the quarter. Rental rates went from \$3.24 to \$3.26 during that time. At the end of the quarter, there was 6,000 square feet underway for future delivery.

### Long Island (New York)

The Long Island (New York) industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.9%, from 4.0% in the previous quarter. Rental rates ended the quarter at \$16.31 per square foot, from \$15.79 in the previous quarter. There was a total of 76,774 square feet that delivered in the quarter, with 1,906,221 square feet still under construction at the end of the quarter.

### Los Angeles

The Los Angeles industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 2.0%, from 2.2% in the previous quarter. Rental rates ended the quarter at \$11.20 per square foot, from \$10.13 in the previous quarter. There was a total of 1,519,976 square feet that delivered in the quarter, with 5,314,799 square feet still under construction at the end of the quarter.

### Louisville

The Louisville industrial market saw vacancies fall and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 5.2%, from 5.7% in the previous quarter. Rental rates ended the quarter at \$3.94 per square foot, from \$3.96 in the previous

# National Industrial Market



## Overview

quarter. There was a total of 629,992 square feet that delivered in the quarter, with 6,308,521 square feet still under construction at the end of the quarter.

### Lubbock

The Lubbock industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of positive 142,633 square feet caused the vacancy rate to down from 2.1% to 1.7% in the quarter. Rental rates stood at \$3.40.

### Madison

The Madison industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 10.1%, from 8.6% in the previous quarter. Rental rates ended the quarter at \$4.99 per square foot, from \$4.65 in the previous quarter. There was a total of 7,500 square feet that delivered in the quarter, with 318,444 square feet still under construction at the end of the quarter.

### McAllen/Edinburg/Pharr

The McAllen/Edinburg/Pharr industrial market saw vacancies rise and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 7.7%, from 7.5% in the previous quarter. Rental rates ended the quarter at \$5.31 per square foot, from \$5.44 in the previous quarter. There was a total of 157,500 square feet that delivered in the quarter, with 300,000 square feet still under construction at the end of the quarter.

### Memphis

The Memphis industrial market saw vacancies fall and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 5.9%, from 6.8% in the previous quarter. Rental rates ended the quarter at \$3.49 per square foot, from \$3.55 in the previous quarter. There was a total of 1,329,745 square feet that delivered in the quarter, with 6,380,094 square feet still under construction at the end of the quarter.

### Miami-Dade County

The Miami-Dade County industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.0%, from 4.1% in the previous quarter. Rental rates ended the quarter at \$9.76 per square foot, from \$9.68 in the previous quarter. There was a total of 248,395 square feet that delivered in the quarter, with 5,084,198 square feet still under construction at the end of the quarter.

### Milwaukee

The vacancy rate remained unchanged in Milwaukee in

the fourth quarter. With 172,941 square feet in deliveries, and positive 282,476 square feet in net absorption, the vacancy rate held at 4.1%, the same rate reported in the previous quarter. The market had 907,200 square feet under construction at the end of the quarter, and rental rates stood at \$4.57 per square foot.

### Minneapolis

The vacancy rate remained unchanged in Minneapolis in the fourth quarter. With 840,064 square feet in deliveries, and positive 1,077,657 square feet in net absorption, the vacancy rate held at 4.1%, the same rate reported in the previous quarter. The market had 2,041,922 square feet under construction at the end of the quarter, and rental rates stood at \$6.66 per square foot.

### Mobile

With no space currently under construction, Mobile absorbed 138,223 square feet of space and delivered 3,186 square feet of space, resulting in a vacancy rate that went from 6.6% to 6.1% over the course of the quarter. Rental rates went from \$4.35 to \$4.52 per square foot.

### Montgomery

The Montgomery industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (106,877) square feet caused the vacancy rate to up from 8.7% to 9.0% in the quarter. Rental rates stood at \$3.29.

### Myrtle Beach/Conway

With no new industrial space being delivered to the market, and positive 19,260 square feet of net absorption, Myrtle Beach/Conway's vacancy rate went from 5.4% to 5.1% in the quarter. Rental rates went from \$4.83 to \$4.76 during that time. At the end of the quarter, there was 8,925 square feet underway for future delivery.

### Nashville

The Nashville industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.2%, from 4.3% in the previous quarter. Rental rates ended the quarter at \$5.76 per square foot, from \$5.47 in the previous quarter. There was a total of 1,625,982 square feet that delivered in the quarter, with 647,100 square feet still under construction at the end of the quarter.

### New Orleans/Metairie/Kenner

The New Orleans/Metairie/Kenner industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.6%, from 4.2% in the previous quarter. Rental

rates ended the quarter at \$6.31 per square foot, from \$6.27 in the previous quarter. There was a total of 10,000 square feet that delivered in the quarter, with 284,585 square feet still under construction at the end of the quarter.

### North Bay/Santa Rosa

The North Bay/Santa Rosa industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.8%, from 4.7% in the previous quarter. Rental rates ended the quarter at \$10.05 per square foot, from \$9.37 in the previous quarter. There was a total of 442,020 square feet that delivered in the quarter, with 678,735 square feet still under construction at the end of the quarter.

### Northern New Jersey

The Northern New Jersey industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 5.1%, from 5.3% in the previous quarter. Rental rates ended the quarter at \$7.84 per square foot, from \$7.23 in the previous quarter. There was a total of 3,150,676 square feet that delivered in the quarter, with 13,470,626 square feet still under construction at the end of the quarter.

### Ocala

The Ocala industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.8%, from 4.9% in the previous quarter. Rental rates ended the quarter at \$4.29 per square foot, from \$4.14 in the previous quarter. There was a total of 10,000 square feet that delivered in the quarter, with 150,000 square feet still under construction at the end of the quarter.

### Oklahoma City

The Oklahoma City industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.9%, from 4.5% in the previous quarter. Rental rates ended the quarter at \$5.59 per square foot, from \$5.40 in the previous quarter. There was a total of 11,965 square feet that delivered in the quarter, with 315,033 square feet still under construction at the end of the quarter.

### Olympia

The vacancy rate remained unchanged in Olympia in the fourth quarter. With 21,000 square feet in deliveries, and positive 18,440 square feet in net absorption, the vacancy rate held at 2.9%, the same rate reported in the previous quarter. The market had 30,000 square feet under construction at the end of the quarter, and rental rates stood at \$5.71 per square foot.

### Omaha/Council Bluffs

The Omaha/Council Bluffs industrial market saw vacancies fall and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 2.3%, from 2.4% in the previous quarter. Rental rates ended the quarter at \$5.53 per square foot, from \$5.57 in the previous quarter. There was a total of 26,600 square feet that delivered in the quarter, with 1,876,810 square feet still under construction at the end of the quarter.

### Orange County (California)

The Orange County (California) industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 2.7%, from 2.6% in the previous quarter. Rental rates ended the quarter at \$12.15 per square foot, from \$10.99 in the previous quarter. There was a total of 200,000 square feet that delivered in the quarter, with 963,138 square feet still under construction at the end of the quarter.

### Orlando

The Orlando industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.3%, from 4.7% in the previous quarter. Rental rates ended the quarter at \$6.90 per square foot, from \$6.55 in the previous quarter. There was a total of 192,990 square feet that delivered in the quarter, with 2,282,191 square feet still under construction at the end of the quarter.

### Palm Beach County

The Palm Beach County industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 2.5%, from 2.8% in the previous quarter. Rental rates ended the quarter at \$10.46 per square foot, from \$10.09 in the previous quarter. There was a total of 23,446 square feet that delivered in the quarter, with 231,802 square feet still under construction at the end of the quarter.

### Pensacola

The Pensacola industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of positive 182,624 square feet caused the vacancy rate to down from 4.4% to 3.4% in the quarter. Rental rates stood at \$5.11.

### Peoria

The Peoria industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (4,674) square feet caused the vacancy

# National Industrial Market



## Overview

rate to down from 5.3% to 5.1% in the quarter. Rental rates stood at \$3.54.

### Philadelphia

The vacancy rate remained unchanged in Philadelphia in the fourth quarter. With 4,884,840 square feet in deliveries, and positive 5,865,230 square feet in net absorption, the vacancy rate held at 5.8%, the same rate reported in the previous quarter. The market had 19,468,587 square feet under construction at the end of the quarter, and rental rates stood at \$5.05 per square foot.

### Phoenix

The Phoenix industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 7.8%, from 8.1% in the previous quarter. Rental rates ended the quarter at \$7.21 per square foot, from \$7.16 in the previous quarter. There was a total of 1,344,577 square feet that delivered in the quarter, with 6,888,332 square feet still under construction at the end of the quarter.

### Pittsburgh

The Pittsburgh industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.2%, from 6.1% in the previous quarter. Rental rates ended the quarter at \$6.16 per square foot, from \$6.14 in the previous quarter. There was a total of 179,070 square feet that delivered in the quarter, with 360,969 square feet still under construction at the end of the quarter.

### Port St Lucie/Fort Pierce

The Port St Lucie/Fort Pierce industrial market saw vacancies rise and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.7%, from 4.2% in the previous quarter. Rental rates ended the quarter at \$7.65 per square foot, from \$7.91 in the previous quarter. There was a total of 24,992 square feet that delivered in the quarter, with 53,549 square feet still under construction at the end of the quarter.

### Portland

The Portland industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.0%, from 3.5% in the previous quarter. Rental rates ended the quarter at \$9.19 per square foot, from \$8.49 in the previous quarter. There was a total of 889,867 square feet that delivered in the quarter, with 3,446,561 square feet still under construction at the end of the quarter.

### Portland/South Portland

With no new industrial space being delivered to the market, and positive 111,831 square feet of net absorption, Portland/South Portland's vacancy rate went from 3.1% to 2.8% in the quarter. Rental rates went from \$6.35 to \$6.41 during that time. At the end of the quarter, there was 52,625 square feet underway for future delivery.

### Providence

The Providence industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.6%, from 3.9% in the previous quarter. Rental rates ended the quarter at \$5.21 per square foot, from \$5.12 in the previous quarter. There was a total of 5,800 square feet that delivered in the quarter, with 41,008 square feet still under construction at the end of the quarter.

### Raleigh/Durham

The vacancy rate remained unchanged in Raleigh/Durham in the fourth quarter. With 38,000 square feet in deliveries, and positive 58,802 square feet in net absorption, the vacancy rate held at 6.1%, the same rate reported in the previous quarter. The market had 2,134,196 square feet under construction at the end of the quarter, and rental rates stood at \$7.00 per square foot.

### Reno/Sparks

The Reno/Sparks industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 8.1%, from 9.0% in the previous quarter. Rental rates ended the quarter at \$4.44 per square foot, from \$4.36 in the previous quarter. There was a total of 10,000 square feet that delivered in the quarter, with 4,204,957 square feet still under construction at the end of the quarter.

### Richmond VA

The Richmond VA industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.0%, from 4.1% in the previous quarter. Rental rates ended the quarter at \$4.75 per square foot, from \$4.72 in the previous quarter. There was a total of 14,443 square feet that delivered in the quarter, with 244,947 square feet still under construction at the end of the quarter.

### Roanoke

With no new industrial space being delivered to the market, and positive 5,272 square feet of net absorption, Roanoke's vacancy rate went from 6.7% to 6.6% in the quarter. Rental rates went from \$4.05 to \$3.96 during that time. At the end

of the quarter, there was 250,000 square feet underway for future delivery.

### Rochester

The Rochester industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.4%, from 6.6% in the previous quarter. Rental rates ended the quarter at \$5.57 per square foot, from \$5.34 in the previous quarter. There was a total of 18,000 square feet that delivered in the quarter, with 332,500 square feet still under construction at the end of the quarter.

### Sacramento

The Sacramento industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.0%, from 6.4% in the previous quarter. Rental rates ended the quarter at \$6.04 per square foot, from \$5.77 in the previous quarter. There was a total of 1,095,255 square feet that delivered in the quarter, with 600,524 square feet still under construction at the end of the quarter.

### Salinas

With no new industrial space being delivered to the market, and negative (118,265) square feet of net absorption, Salinas's vacancy rate went from 4.6% to 5.2% in the quarter. Rental rates went from \$5.87 to \$5.36 during that time. At the end of the quarter, there was 13,500 square feet underway for future delivery.

### Salt Lake City

The Salt Lake City industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.5%, from 3.6% in the previous quarter. Rental rates ended the quarter at \$6.07 per square foot, from \$5.74 in the previous quarter. There was a total of 1,504,484 square feet that delivered in the quarter, with 4,004,580 square feet still under construction at the end of the quarter.

### San Antonio

The San Antonio industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.0%, from 5.6% in the previous quarter. Rental rates ended the quarter at \$6.30 per square foot, from \$6.16 in the previous quarter. There was a total of 58,500 square feet that delivered in the quarter, with 927,164 square feet still under construction at the end of the quarter.

### San Diego

With no new industrial space being delivered to the market, and positive 167,866 square feet of net absorption, San

Diego's vacancy rate went from 4.5% to 4.4% in the quarter. Rental rates went from \$12.50 to \$12.73 during that time. At the end of the quarter, there was 2,554,291 square feet underway for future delivery.

### San Francisco

The San Francisco industrial market saw vacancies fall and rental rates decrease from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 2.8%, from 3.1% in the previous quarter. Rental rates ended the quarter at \$23.31 per square foot, from \$23.49 in the previous quarter. There was a total of 278,466 square feet that delivered in the quarter, with 1,254,170 square feet still under construction at the end of the quarter.

### San Luis Obispo/Paso Robles

The San Luis Obispo/Paso Robles industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.0%, from 3.3% in the previous quarter. Rental rates ended the quarter at \$12.60 per square foot, from \$11.65 in the previous quarter. There was a total of 4,995 square feet that delivered in the quarter, with 7,500 square feet still under construction at the end of the quarter.

### Santa Barbara/Sta Maria/Gole

With no new industrial space being delivered to the market, and negative (77,728) square feet of net absorption, Santa Barbara/Sta Maria/Gole's vacancy rate went from 2.6% to 3.1% in the quarter. Rental rates went from \$12.04 to \$13.38 during that time. At the end of the quarter, there was 35,900 square feet underway for future delivery.

### Santa Cruz/Watsonville

The Santa Cruz/Watsonville industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of positive 98,186 square feet caused the vacancy rate to down from 2.9% to 2.0% in the quarter. Rental rates stood at \$12.65.

### Savannah

The Savannah industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.0%, from 6.3% in the previous quarter. Rental rates ended the quarter at \$4.62 per square foot, from \$4.57 in the previous quarter. There was a total of 1,655,750 square feet that delivered in the quarter, with 1,919,884 square feet still under construction at the end of the quarter.

### Seattle/Puget Sound

The Seattle/Puget Sound industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the

# National Industrial Market



fourth quarter 2017. The overall vacancy rate currently sits at 3.0%, from 3.4% in the previous quarter. Rental rates ended the quarter at \$9.97 per square foot, from \$9.14 in the previous quarter. There was a total of 72,032 square feet that delivered in the quarter, with 5,412,187 square feet still under construction at the end of the quarter.

## Shreveport/Bossier City

With no new industrial space being delivered to the market, and positive 253,234 square feet of net absorption, Shreveport/Bossier City's vacancy rate went from 15.4% to 14.5% in the quarter. Rental rates went from \$3.37 to \$3.16 during that time. At the end of the quarter, there was 368,250 square feet underway for future delivery.

## South Bay/San Jose

The vacancy rate remained unchanged in South Bay/San Jose in the fourth quarter. With 193,842 square feet in deliveries, and positive 246,608 square feet in net absorption, the vacancy rate held at 5.8%, the same rate reported in the previous quarter. The market had 1,154,695 square feet under construction at the end of the quarter, and rental rates stood at \$21.75 per square foot.

## South Bend/Mishawaka

With no new industrial space being delivered to the market, and negative (169,882) square feet of net absorption, South Bend/Mishawaka's vacancy rate went from 5.1% to 5.6% in the quarter. Rental rates went from \$3.82 to \$4.30 during that time. At the end of the quarter, there was 210,000 square feet underway for future delivery.

## Southwest Florida

The Southwest Florida industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 1.9%, from 1.7% in the previous quarter. Rental rates ended the quarter at \$8.77 per square foot, from \$8.00 in the previous quarter. There was a total of 113,500 square feet that delivered in the quarter, with 403,960 square feet still under construction at the end of the quarter.

## Spokane

With no new industrial space being delivered to the market, and positive 190,533 square feet of net absorption, Spokane's vacancy rate went from 2.3% to 1.9% in the quarter. Rental rates went from \$6.21 to \$6.60 during that time. At the end of the quarter, there was 154,500 square feet underway for future delivery.

## Springfield

The Springfield industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of positive 270,215 square feet caused the vacancy

rate to down from 7.9% to 6.8% in the quarter. Rental rates stood at \$4.30.

## St. Louis

The St. Louis industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 5.3%, from 4.9% in the previous quarter. Rental rates ended the quarter at \$4.57 per square foot, from \$4.51 in the previous quarter. There was a total of 1,380,883 square feet that delivered in the quarter, with 1,673,340 square feet still under construction at the end of the quarter.

## Stockton/Modesto

The Stockton/Modesto industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.0%, from 3.1% in the previous quarter. Rental rates ended the quarter at \$4.70 per square foot, from \$4.51 in the previous quarter. There was a total of 1,203,825 square feet that delivered in the quarter, with 5,075,811 square feet still under construction at the end of the quarter.

## Syracuse

The Syracuse industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 6.1%, from 5.9% in the previous quarter. Rental rates ended the quarter at \$4.29 per square foot, from \$4.00 in the previous quarter. There was a total of 33,500 square feet that delivered in the quarter, with 828,500 square feet still under construction at the end of the quarter.

## Tallahassee

The Tallahassee industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (118,828) square feet caused the vacancy rate to up from 4.3% to 5.1% in the quarter. Rental rates stood at \$5.27.

## Tampa/St Petersburg

The Tampa/St Petersburg industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 4.5%, from 4.7% in the previous quarter. Rental rates ended the quarter at \$6.05 per square foot, from \$5.93 in the previous quarter. There was a total of 885,332 square feet that delivered in the quarter, with 2,833,526 square feet still under construction at the end of the quarter.

## Toledo

The Toledo industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.4%, from

3.5% in the previous quarter. Rental rates ended the quarter at \$3.27 per square foot, from \$3.25 in the previous quarter. There was a total of 93,215 square feet that delivered in the quarter, with 965,000 square feet still under construction at the end of the quarter.

## Tucson

With no new industrial space being delivered to the market, and positive 242,873 square feet of net absorption, Tucson's vacancy rate went from 7.4% to 6.8% in the quarter. Rental rates went from \$6.79 to \$6.53 during that time. At the end of the quarter, there was 230,134 square feet underway for future delivery.

## Tulsa

The Tulsa industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.7%, from 4.0% in the previous quarter. Rental rates ended the quarter at \$4.52 per square foot, from \$4.51 in the previous quarter. There was a total of 199,153 square feet that delivered in the quarter, with 225,543 square feet still under construction at the end of the quarter.

## Utica/Rome

With no new industrial space being delivered to the market, and negative (241,213) square feet of net absorption, Utica/Rome's vacancy rate went from 5.4% to 6.3% in the quarter. Rental rates went from \$3.32 to \$3.94 during that time. At the end of the quarter, there was 930,500 square feet underway for future delivery.

## Visalia/Porterville

The vacancy rate remained unchanged in Visalia/Porterville in the fourth quarter. With 259,540 square feet in deliveries, and positive 269,960 square feet in net absorption, the vacancy rate held at 2.8%, the same rate reported in the previous quarter. The market had 142,560 square feet under construction at the end of the quarter, and rental rates stood at \$6.16 per square foot.

## Washington

The Washington industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 7.0%, from 6.9% in the previous quarter. Rental rates ended the quarter at \$10.20 per square foot, from \$10.01 in the previous quarter. There was a total of 1,134,874 square feet that delivered in the quarter, with 1,884,909 square feet still under construction at the end of the quarter.

## West Michigan

The West Michigan industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the

fourth quarter 2017. The overall vacancy rate currently sits at 1.7%, from 1.6% in the previous quarter. Rental rates ended the quarter at \$3.97 per square foot, from \$3.73 in the previous quarter. There was a total of 51,712 square feet that delivered in the quarter, with 927,170 square feet still under construction at the end of the quarter.

## Westchester/So Connecticut

The Westchester/So Connecticut industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 5.6%, from 5.2% in the previous quarter. Rental rates ended the quarter at \$9.84 per square foot, from \$9.32 in the previous quarter. There was a total of 5,300 square feet that delivered in the quarter, with 508,218 square feet still under construction at the end of the quarter.

## Wichita

The Wichita industrial market saw vacancies rise and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 3.8%, from 2.8% in the previous quarter. Rental rates ended the quarter at \$5.11 per square foot, from \$4.47 in the previous quarter. There was a total of 113,000 square feet that delivered in the quarter, with 10,000 square feet still under construction at the end of the quarter.

## Wilmington

The Wilmington industrial market saw vacancies fall and rental rates increase from the third quarter 2017 to the fourth quarter 2017. The overall vacancy rate currently sits at 9.5%, from 9.9% in the previous quarter. Rental rates ended the quarter at \$4.07 per square foot, from \$4.06 in the previous quarter. There was a total of 56,400 square feet that delivered in the quarter, with 70,400 square feet still under construction at the end of the quarter.

## Yakima

The Yakima industrial market reported no new deliveries and no space under construction at the end of the fourth quarter 2017. With this limited construction activity, net absorption of negative (131,115) square feet caused the vacancy rate to up from 1.1% to 2.0% in the quarter. Rental rates stood at \$5.86.

## Youngstown/Warren/Boardman

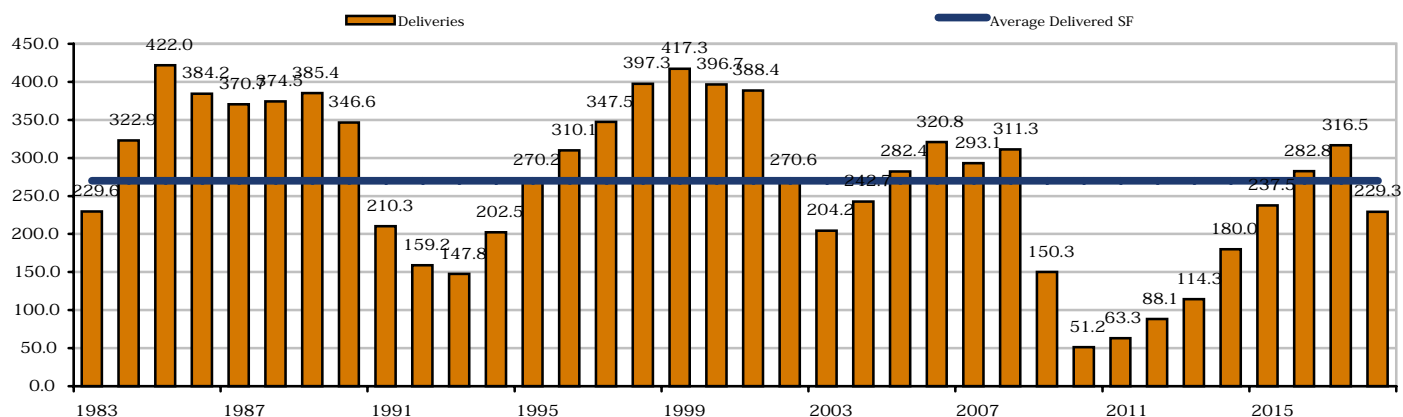
With no new industrial space being delivered to the market, and positive 263,925 square feet of net absorption, Youngstown/Warren/Boardman's vacancy rate went from 9.6% to 9.1% in the quarter. Rental rates went from \$3.02 to \$3.01 during that time. At the end of the quarter, there was 466,400 square feet underway for future delivery.

## National Industrial Market



Inventory &amp; development

## Historical Deliveries 1983 - 2018



Source: CoStar Property®

\* Future deliveries based on current under construction buildings.

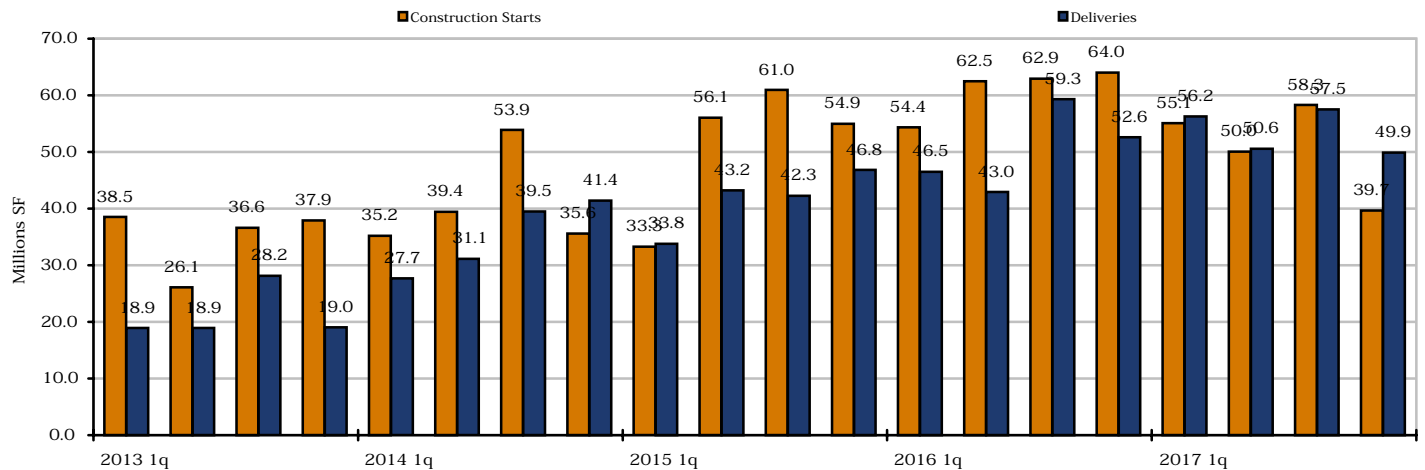
## CONSTRUCTION ACTIVITY Markets Ranked by Under Construction Square Footage

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
Dallas/Ft Worth	76	20,911,406	9,153,394	43.8%	41,363	275,150
Inland Empire (California)	135	20,868,769	6,537,698	31.3%	45,663	154,583
Philadelphia	38	19,468,587	4,209,886	21.6%	50,791	512,331
Atlanta	43	17,192,609	3,702,790	21.5%	43,013	399,828
Northern New Jersey	54	13,470,626	6,466,670	48.0%	45,842	249,456
Chicago	40	12,203,069	4,935,957	40.4%	51,760	305,077
Phoenix	31	6,888,332	3,544,448	51.5%	31,655	222,204
Baltimore	20	6,549,709	2,391,084	36.5%	50,618	327,485
Memphis	11	6,380,094	2,101,820	32.9%	64,911	580,009
Louisville	22	6,308,521	2,610,609	41.4%	44,044	286,751
Houston	95	6,276,897	1,972,660	31.4%	30,711	66,073
Denver	47	6,011,084	3,461,620	57.6%	29,133	127,895
Charleston/N Charleston	25	5,620,273	4,403,866	78.4%	26,113	224,811
Cincinnati	23	5,556,911	2,748,757	49.5%	46,193	241,605
Greenville/Spartanburg	16	5,429,327	4,465,153	82.2%	42,773	339,333
Seattle/Puget Sound	16	5,412,187	416,435	7.7%	38,094	338,262
Los Angeles	54	5,314,799	1,229,975	23.1%	26,628	98,422
Miami-Dade County	27	5,084,198	3,443,428	67.7%	26,893	188,304
Stockton/Modest	14	5,075,811	28,222	0.6%	49,251	362,558
Kansas City	17	4,897,865	1,663,441	34.0%	43,106	288,110
Detroit	38	4,850,572	3,102,985	64.0%	34,259	127,647
Indianapolis	17	4,760,918	1,725,572	36.2%	48,707	280,054
Charlotte	21	4,245,457	1,863,553	43.9%	41,408	202,165
Reno/Sparks	3	4,204,957	4,187,277	99.6%	48,937	1,401,652
Salt Lake City	27	4,004,580	1,912,515	47.8%	30,312	148,318
Boston	31	3,583,653	2,219,071	61.9%	40,529	115,602
Las Vegas	17	3,554,430	1,204,370	33.9%	30,944	209,084
Portland	17	3,446,561	2,562,766	74.4%	33,769	202,739
Columbus	13	3,276,970	988,135	30.2%	51,672	252,075
Davenport/Moline/Rock Island	2	3,060,657	3,060,657	100.0%	34,612	1,530,328
Tampa/St Petersburg	30	2,833,526	889,398	31.4%	23,120	94,451
East Bay/Oakland	15	2,628,893	606,352	23.1%	32,782	175,260
San Diego	23	2,554,291	1,073,611	42.0%	22,407	111,056
Orlando	30	2,282,191	631,751	27.7%	25,645	76,073
Raleigh/Durham	17	2,134,196	1,393,096	65.3%	31,362	125,541
Minneapolis	15	2,041,922	893,163	43.7%	39,150	136,128
Savannah	5	1,919,884	1,172,044	61.0%	44,490	383,977
Long Island (New York)	19	1,906,221	163,661	8.6%	22,711	100,327
Washington	15	1,884,909	992,184	52.6%	36,255	125,661
Omaha/Council Bluffs	10	1,876,810	1,615,377	86.1%	27,636	187,681
Hartford	11	1,866,700	1,774,000	95.0%	35,413	169,700
Austin	33	1,804,622	424,260	23.5%	24,192	54,686
St. Louis	6	1,673,340	914,900	54.7%	43,569	278,890
<b>Totals</b>	<b>1,563</b>	<b>281,168,605</b>	<b>120,491,123</b>	<b>42.9%</b>	<b>34,622</b>	<b>179,890</b>

Source: CoStar Property®

## Historical Construction Starts & Deliveries\*

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

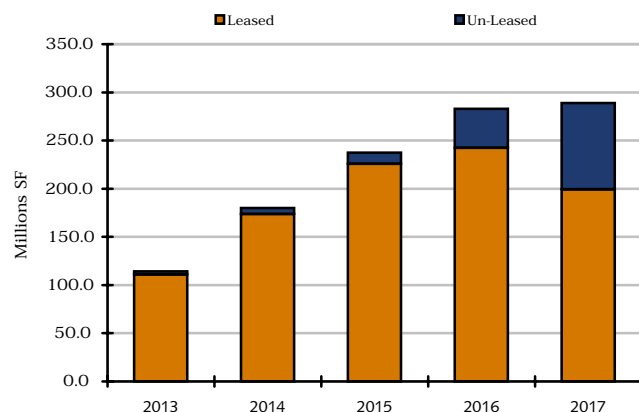
## Recent Deliveries by Project Size Breakdown of Year-to-Date Development Based on RBA of Project

Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single Tenant	Multi-Tenant
< 50,000 SF	1,210	20,525,217	15,066,530	73.4%	\$9.72	5,440,062	15,085,155
50,000 SF - 99,999 SF	293	20,705,731	14,473,605	69.9%	\$7.95	4,272,807	16,432,924
100,000 SF - 249,999 SF	430	66,836,019	44,598,963	66.7%	\$5.93	16,374,661	50,461,358
250,000 SF - 499,999 SF	190	66,639,300	39,677,022	59.5%	\$4.98	16,421,774	50,217,526
>= 500,000 SF	147	114,143,311	85,319,816	74.7%	\$3.88	44,482,993	69,660,318

Source: CoStar Property®

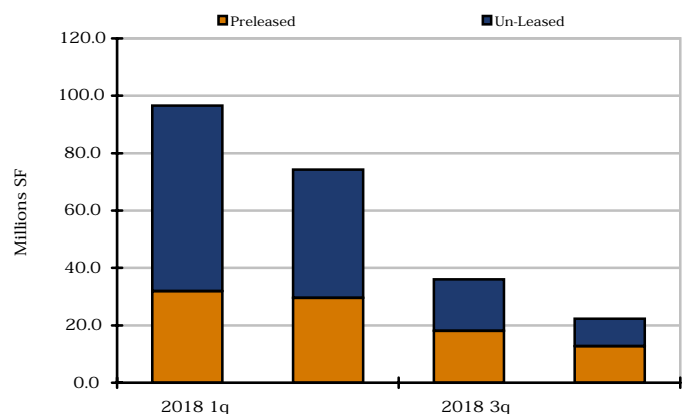
## Recent Deliveries

Leased & Un-Leased SF in Deliveries Last 5 Years



## Future Deliveries

Preleased & Un-Leased SF in Properties Scheduled to Deliver



## National Industrial Market



Inventory &amp; development

## Select Year-to-Date Deliveries

Based on Project Square Footage

## 1. 5431 Highway 35

Market: **Corpus Christi**  
 RBA: **1,600,000**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Second Quarter 2012**  
 Deliv Date: **Second Quarter 2017**  
 Leasing Co: **W.G. Yates & Sons Construction Comp**  
 Developer: **W.G. Yates & Sons Construction Comp**

## 2. 1974 Midway Ln

Market: **Nashville**  
 RBA: **1,500,000**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Second Quarter 2016**  
 Deliv Date: **Second Quarter 2017**  
 Leasing Co: **Nissan**  
 Developer: **N/A**

## 3. 1020 Prosperity Way

Market: **Inland Empire (California)**  
 RBA: **1,489,240**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2016**  
 Deliv Date: **Second Quarter 2017**  
 Leasing Co: **CBRE**  
 Developer: **Master Development Corporation, Inc**

## 4. 400 S.H. Morgan Pky

Market: **Savannah**  
 RBA: **1,435,750**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Second Quarter 2017**  
 Deliv Date: **Fourth Quarter 2017**  
 Leasing Co: **Duke Realty Corporation**  
 Developer: **Duke Realty Corporation**

## 5. 4005 Cedar Creek Dr

Market: **Chicago**  
 RBA: **1,388,000**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2015**  
 Deliv Date: **First Quarter 2017**  
 Leasing Co: **CenterPoint Properties**  
 Developer: **CenterPoint Properties**

## 6. 1 Mercedes Dr

Market: **Birmingham**  
 RBA: **1,300,000**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2015**  
 Deliv Date: **Third Quarter 2017**  
 Leasing Co: **Mercedes-Benz USA**  
 Developer: **N/A**

## 7. Perris Logistics Center I

Market: **Inland Empire (California)**  
 RBA: **1,224,874**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2016**  
 Deliv Date: **Second Quarter 2017**  
 Leasing Co: **Duke Realty Corporation**  
 Developer: **Ridge Property Trust**

## 8. 1 Superloop Cir

Market: **Reno/Sparks**  
 RBA: **1,200,947**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **First Quarter 2015**  
 Deliv Date: **Second Quarter 2017**  
 Leasing Co: **Switch Communications Group**  
 Developer: **Blue Scope Steel North America**

## 9. Dollar General Distribution Center

Market: **Atlanta**  
 RBA: **1,200,000**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2016**  
 Deliv Date: **Third Quarter 2017**  
 Leasing Co: **N/A**  
 Developer: **TPA Group LLC**

## 10. Riverbend Tech Park - Building 1

Market: **Buffalo/Niagara Falls**  
 RBA: **1,200,000**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2014**  
 Deliv Date: **First Quarter 2017**  
 Leasing Co: **Ciminelli Real Estate Corporation**  
 Developer: **LP Ciminelli Construction Corp.**

## 11. 4450 American Way

Market: **Memphis**  
 RBA: **1,200,000**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **First Quarter 2017**  
 Deliv Date: **Fourth Quarter 2017**  
 Leasing Co: **TAG Truck Center**  
 Developer: **Johnson Development Associates, Inc**

## 12. 600 Principio Pky W

Market: **Baltimore**  
 RBA: **1,148,890**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2016**  
 Deliv Date: **Third Quarter 2017**  
 Leasing Co: **JLL**  
 Developer: **N/A**

## 13. Liberty Business Center II

Market: **Philadelphia**  
 RBA: **1,100,000**  
 Occupied: **0%**  
 Quoted Rate: **Negotiable**  
 Grnd Brk Date: **Fourth Quarter 2016**  
 Deliv Date: **2017**  
 Leasing Co: **Liberty Property Trust**  
 Developer: **Liberty Property Trust**

## 14. 100 Fry Dr

Market: **Philadelphia**  
 RBA: **1,100,000**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2016**  
 Deliv Date: **Fourth Quarter 2017**  
 Leasing Co: **Exeter Property Group**  
 Developer: **Exeter Property Group**

## 15. 525 Northport Pky

Market: **Savannah**  
 RBA: **1,100,000**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **First Quarter 2016**  
 Deliv Date: **First Quarter 2017**  
 Leasing Co: **Panattoni**  
 Developer: **Panattoni**



## Select Top Under Construction Properties

Based on Project Square Footage

## 1. Tesla - Gigafactory Phase II

Market: **Reno/Sparks**  
 RBA: **3,800,000**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2014**  
 Deliv Date: **Fourth Quarter 2019**  
 Leasing Co: **Tesla Motors, Inc.**  
 Developer: **N/A**

## 2. Michelin Distribution Center - Building 1

Market: **Greenville/Spartanburg**  
 RBA: **3,000,000**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **First Quarter 2017**  
 Deliv Date: **First Quarter 2019**  
 Leasing Co: **Michelin Americas Research & Dev**  
 Developer: **N/A**

## 3. 21316 155th Ave

Market: **Davenport/Moline/Rock Island**  
 RBA: **2,960,657**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **First Quarter 2017**  
 Deliv Date: **Fourth Quarter 2019**  
 Leasing Co: **NAI Ruhl Commercial Company**  
 Developer: **N/A**

## 4. NEC I-25 &amp; E 144th Ave - Amazon

Market: **Denver**  
 RBA: **2,400,000**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2017**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **N/A**  
 Developer: **Trammell Crow Company**

## 5. Volvo North American Manufacturing

Market: **Charleston/N Charleston**  
 RBA: **2,300,000**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2015**  
 Deliv Date: **Fourth Quarter 2018**  
 Leasing Co: **Volvo Cars of North America, LLC**  
 Developer: **Landmark Construction Co Inc**

## 6. 4500 S Dobson Rd

Market: **Phoenix**  
 RBA: **2,145,757**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2015**  
 Deliv Date: **First Quarter 2020**  
 Leasing Co: **Intel Corporation**  
 Developer: **N/A**

## 7. Lambert Farms Logistics Park - Building B1

Market: **Atlanta**  
 RBA: **1,555,200**  
 Preleased: **65%**  
 Quoted Rate: **Negotiable**  
 Grnd Brk Date: **Second Quarter 2017**  
 Deliv Date: **First Quarter 2018**  
 Leasing Co: **JLL**  
 Developer: **Panattoni**

## 8. 30131 Ridgeway Blvd

Market: **Chicago**  
 RBA: **1,508,425**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2016**  
 Deliv Date: **Second Quarter 2018**  
 Leasing Co: **JLL**  
 Developer: **Ridge Development**

## 9. 8701 Minor Ln

Market: **Louisville**  
 RBA: **1,500,000**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Second Quarter 2017**  
 Deliv Date: **Fourth Quarter 2018**  
 Leasing Co: **Louisville Renaissance Zone**  
 Developer: **Louisville Renaissance Zone**

## 10. 7030 Tradeport Ave

Market: **Baltimore**  
 RBA: **1,348,024**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2016**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **JLL**  
 Developer: **Tradeport Atlantic, LLC**

## 11. Cranbury Logistics Ctr - Bldg 1 Cranbury L

Market: **Northern New Jersey**  
 RBA: **1,346,088**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2017**  
 Deliv Date: **Second Quarter 2018**  
 Leasing Co: **JLL**  
 Developer: **Viridian Partners LLC**

## 12. Southwest 85 Logistic Center

Market: **Atlanta**  
 RBA: **1,300,000**  
 Preleased: **0%**  
 Quoted Rate: **Negotiable**  
 Grnd Brk Date: **Third Quarter 2017**  
 Deliv Date: **Second Quarter 2018**  
 Leasing Co: **Core5 Industrial Partners**  
 Developer: **N/A**

## 13. 9500 S Polk St

Market: **Dallas/Ft Worth**  
 RBA: **1,300,000**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2017**  
 Deliv Date: **Second Quarter 2018**  
 Leasing Co: **CBRE**  
 Developer: **N/A**

## 14. 650 Emerald Ave

Market: **Chicago**  
 RBA: **1,250,000**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Second Quarter 2016**  
 Deliv Date: **Second Quarter 2018**  
 Leasing Co: **N/A**  
 Developer: **Gray Construction Co.**

## 15. Hamburg Logistics Park

Market: **Philadelphia**  
 RBA: **1,240,000**  
 Preleased: **0%**  
 Quoted Rate: **Negotiable**  
 Grnd Brk Date: **Fourth Quarter 2017**  
 Deliv Date: **Fourth Quarter 2018**  
 Leasing Co: **JLL**  
 Developer: **MRP Realty, Inc.**

## National Industrial Market



Figures at a Glance

## Flex Market Statistics

Year-End 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Albany/Schen.	326	9,034,022	407,194	407,194	4.5%	26,145	0	9,000	\$10.03
Albuquerque	150	3,525,933	255,692	255,692	7.3%	(19,073)	0	0	\$9.26
Anchorage	142	2,730,838	106,704	112,574	4.1%	(47,551)	15,000	0	\$15.10
Asheville	262	4,071,028	37,655	37,655	0.9%	126,665	18,500	10,300	\$12.09
Atlanta	4,140	68,770,491	4,122,392	4,220,687	6.1%	1,805,002	962,261	88,600	\$9.68
Augusta/Rich.	433	3,436,692	333,671	333,671	9.7%	(3,191)	70,500	0	\$7.09
Austin	648	23,447,032	2,418,176	2,530,796	10.8%	(56,058)	614,091	344,148	\$13.82
Bakersfield	215	2,333,062	76,125	80,622	3.5%	38,126	0	0	\$10.10
Baltimore	1,368	50,035,154	3,488,554	3,694,460	7.4%	762,121	610,220	125,430	\$10.93
Baton Rouge	211	2,574,805	69,022	69,022	2.7%	15,922	0	0	\$11.32
Beaumont/Port	172	1,601,565	52,208	52,208	3.3%	38,515	0	0	\$6.24
Birmingham	832	11,374,571	769,789	779,552	6.9%	(238,181)	0	0	\$7.94
Boise City/N.	257	4,499,576	235,284	241,520	5.4%	(16,658)	21,211	3,000	\$10.11
Boston	2,693	125,679,526	7,746,826	8,262,000	6.6%	1,128,735	324,200	1,243,110	\$10.62
Bremerton/Si.	71	565,368	28,554	28,554	5.1%	(6,712)	0	0	\$10.24
Broward Coun.	1,052	19,602,214	801,465	955,312	4.9%	34,686	157,754	54,791	\$13.70
Brownsville/.	8	154,939	0	0	0.0%	3,906	0	0	\$0.00
Buffalo/Niag.	145	6,051,397	240,025	261,585	4.3%	(8,668)	10,000	0	\$11.61
Charleston W.	56	515,237	65,545	65,545	12.7%	(6,812)	0	0	\$0.00
Charleston/N.	557	7,027,026	328,281	328,281	4.7%	42,178	93,202	29,574	\$14.62
Charlotte	1,194	30,688,924	1,722,859	1,732,451	5.6%	145,229	180,511	207,525	\$9.33
Chattanooga	260	3,991,577	232,317	232,317	5.8%	(110,897)	0	0	\$13.63
Chicago	2,236	72,183,388	5,438,170	5,477,484	7.6%	46,568	84,635	0	\$10.98
Cincinnati	322	9,587,370	693,413	710,277	7.4%	182,333	10,532	540,000	\$7.80
Cleveland	863	25,787,399	1,508,916	1,526,907	5.9%	(88,233)	13,125	75,480	\$9.58
Colorado Spr.	271	6,381,456	919,828	965,876	15.1%	268,915	0	800,000	\$9.59
Columbia	747	6,720,498	443,481	451,181	6.7%	(18,336)	7,000	0	\$6.59
Columbus	455	11,709,356	535,687	547,275	4.7%	354,394	175,945	305,000	\$8.98
Columbus GA	284	4,133,426	110,918	115,918	2.8%	(6,869)	0	0	\$7.77
Corpus Chris.	65	1,252,824	65,170	69,098	5.5%	9,021	0	0	\$8.49
Dallas/Ft Wo.	6,946	132,473,569	8,149,712	8,320,453	6.3%	2,594,876	2,616,976	832,000	\$9.80
Davenport/Mo	40	842,354	60,897	60,897	7.2%	(12,940)	0	0	\$6.74
Dayton	210	4,320,337	259,721	259,721	6.0%	103,420	0	0	\$8.44
Deltona/Dayt.	119	1,596,102	103,631	103,631	6.5%	43,955	0	0	\$10.11
Denver	1,776	53,712,055	3,735,941	3,842,824	7.2%	1,489,797	625,827	309,640	\$11.70
Des Moines	228	9,551,925	324,864	327,323	3.4%	774,196	831,496	47,000	\$8.26
Detroit	1,366	52,480,555	3,178,824	3,298,205	6.3%	379,812	165,561	63,310	\$9.57
Duluth	27	395,733	9,000	9,000	2.3%	(4,500)	0	0	\$5.73
East Bay/Oak.	1,514	54,184,046	3,557,659	3,758,167	6.9%	(138,610)	0	0	\$18.16
El Paso	351	6,250,266	362,850	362,850	5.8%	(66,924)	33,600	8,750	\$7.75
Erie	13	395,885	6,705	6,705	1.7%	(3,363)	0	0	\$7.57
Evansville	83	4,077,536	96,017	96,017	2.4%	(4,618)	0	0	\$9.04
Fayetteville	112	1,255,346	73,795	73,795	5.9%	(5,920)	18,000	0	\$9.70
Fayetteville.	162	2,243,002	38,692	43,470	1.9%	(20,830)	0	0	\$6.76
Fort Smith	20	229,412	793	793	0.3%	57,941	0	0	\$7.58
Fort Wayne	171	4,072,573	76,559	93,959	2.3%	(37,529)	0	111,000	\$7.21
Fresno	118	1,960,637	120,010	121,626	6.2%	9,925	0	0	\$10.20

Source: CoStar Property®



# National Industrial Market

Figures at a Glance

## Flex Market Statistics

Year-End 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Green Bay	322	8,899,998	209,836	209,836	2.4%	(21,263)	0	0	\$7.83
Greensboro/W.	458	8,545,535	488,284	488,284	5.7%	58,456	0	0	\$8.23
Greenville/S.	714	9,598,808	617,803	623,113	6.5%	(32,085)	45,000	54,240	\$8.04
Hampton Road	863	14,970,363	1,036,460	1,096,790	7.3%	190,217	92,600	50,000	\$9.82
Hartford	1,200	25,423,852	1,436,282	1,444,111	5.7%	261,073	185,000	16,000	\$9.29
Hawaii	86	1,904,523	170,289	170,289	8.9%	22,061	30,000	0	\$16.04
Houston	2,060	51,778,554	4,878,064	5,001,147	9.7%	(863,165)	422,364	58,866	\$9.80
Huntington/A.	131	1,478,104	72,200	72,200	4.9%	4,140	0	0	\$6.91
Huntsville	172	6,635,040	740,573	740,573	11.2%	18,775	0	0	\$10.11
Indianapolis	1,042	24,514,591	1,674,761	1,718,797	7.0%	60,206	288,500	33,480	\$9.71
Inland Empir.	912	15,493,295	737,424	744,944	4.8%	194,269	39,273	0	\$12.19
Jackson	124	2,280,468	49,786	60,981	2.7%	26,477	0	0	\$9.62
Jacksonville.	304	7,604,907	404,845	404,845	5.3%	122,562	0	14,400	\$9.72
Kansas City	614	14,754,806	1,240,218	1,258,038	8.5%	(387,003)	33,000	706,475	\$8.76
Killeen/Temp.	14	128,418	3,776	3,776	2.9%	(1,418)	0	0	\$9.00
Kingsport/Br.	36	1,085,316	24,560	24,560	2.3%	6,800	0	0	\$6.23
Knoxville	981	12,489,364	323,291	341,759	2.7%	(14,248)	0	0	\$6.60
Lafayette	26	537,113	33,320	33,320	6.2%	(14,625)	0	0	\$7.38
Las Vegas	959	21,889,247	1,313,529	1,348,962	6.2%	303,582	295,500	0	\$9.88
Lexington/Fa.	181	3,697,331	294,497	294,497	8.0%	83,954	0	0	\$8.53
Lincoln	183	2,399,619	88,894	88,894	3.7%	(8,979)	0	0	\$7.75
Little Rock/.	577	8,958,958	630,532	644,987	7.2%	(220,439)	0	0	\$6.88
Long Island .	645	27,921,389	1,759,628	1,858,350	6.7%	(155,369)	13,275	6,580	\$20.46
Los Angeles	2,887	63,435,160	2,313,324	2,596,003	4.1%	874,233	465,694	20,022	\$19.74
Louisville	467	10,801,872	914,148	914,148	8.5%	226,221	745,051	0	\$8.17
Lubbock	26	1,097,881	1,750	1,750	0.2%	26,012	0	0	\$7.00
Madison	282	7,810,034	347,169	347,169	4.4%	116,089	83,700	7,500	\$9.70
McAllen/Edin.	19	438,231	58,482	58,482	13.3%	30,719	0	0	\$9.36
Memphis	518	9,649,619	1,112,170	1,124,553	11.7%	152,573	0	0	\$7.91
Miami-Dade C.	603	16,746,907	790,909	814,003	4.9%	(201,812)	0	0	\$16.56
Milwaukee	1,341	45,455,303	1,739,205	1,783,221	3.9%	(140,025)	11,715	0	\$7.97
Minneapolis	1,833	77,224,238	4,731,281	4,856,729	6.3%	(550,992)	0	642,679	\$8.75
Mobile	246	2,464,266	115,386	115,386	4.7%	54,337	0	0	\$7.95
Montgomery	205	3,012,076	88,357	88,357	2.9%	54,884	0	0	\$8.09
Myrtle Beach.	211	2,280,163	19,100	19,100	0.8%	3,809	4,975	0	\$8.31
Nashville	537	16,419,507	858,619	937,750	5.7%	(361,046)	27,500	0	\$10.68
New Orleans/.	266	3,684,635	174,606	174,606	4.7%	(24,001)	0	0	\$10.76
North Bay/Sa.	639	13,734,231	591,001	606,151	4.4%	232,550	0	0	\$15.79
Northern New.	1,646	62,901,625	6,117,027	6,478,814	10.3%	(231,242)	138,390	64,000	\$12.88
Ocala	48	587,468	82,684	82,684	14.1%	19,280	0	0	\$8.33
Oklahoma Cit.	554	10,163,352	1,183,016	1,188,706	11.7%	(272,787)	0	22,000	\$7.50
Olympia	37	523,849	7,001	7,001	1.3%	(2,801)	4,200	0	\$5.73
Omaha/Counc.	367	7,737,602	287,675	287,675	3.7%	(21,966)	13,480	970,000	\$8.00
Orange Count.	3,248	69,099,017	2,002,529	2,141,111	3.1%	(128,520)	23,191	0	\$15.38
Orlando	1,375	28,953,885	1,938,077	1,944,920	6.7%	366,059	46,014	69,300	\$9.88
Palm Beach C.	606	11,459,414	249,896	261,318	2.3%	113,267	23,446	10,328	\$14.06
Pensacola	149	1,736,845	28,400	28,400	1.6%	7,360	0	0	\$8.19

Source: CoStar Property®

## National Industrial Market



Figures at a Glance

## Flex Market Statistics

Year-End 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Peoria	98	1,227,559	76,282	83,282	6.8%	(85,329)	0	0	\$6.28
Philadelphia	3,499	88,503,468	5,342,711	5,405,113	6.1%	893,273	431,315	96,604	\$9.39
Phoenix	1,160	33,478,291	3,876,558	4,059,450	12.1%	138,824	101,470	0	\$12.65
Pittsburgh	743	23,590,737	2,135,637	2,187,284	9.3%	92,988	165,045	98,000	\$12.17
Port St Luci.	163	2,656,666	168,575	168,575	6.3%	44,628	14,432	0	\$10.79
Portland	818	20,936,628	1,479,164	1,551,909	7.4%	64,745	63,569	108,899	\$13.30
Portland/Sou.	166	3,596,697	182,703	182,703	5.1%	17,590	0	0	\$8.63
Providence	192	5,201,964	297,293	302,293	5.8%	11,815	0	0	\$11.00
Raleigh/Durh.	1,613	31,942,607	3,018,582	3,155,420	9.9%	(92,061)	118,600	117,000	\$13.60
Reno/Sparks	374	9,020,298	363,414	381,410	4.2%	111,232	0	0	\$9.27
Richmond VA	553	11,711,494	870,857	883,079	7.5%	187,298	32,443	80,300	\$9.29
Roanoke	164	2,185,244	141,179	141,179	6.5%	41,188	0	0	\$8.03
Rochester	209	14,826,086	1,208,156	1,208,156	8.1%	463,547	0	0	\$7.56
Sacramento	991	20,499,250	2,295,407	2,323,057	11.3%	496,420	35,800	0	\$10.21
Salinas	47	935,498	14,608	14,608	1.6%	12,178	0	0	\$16.19
Salt Lake Ci.	1,281	26,980,296	1,156,829	1,193,095	4.4%	80,671	146,636	0	\$8.72
San Antonio	797	13,924,322	1,219,590	1,246,057	8.9%	(103,289)	40,692	109,000	\$9.49
San Diego	1,860	47,515,699	2,946,673	3,385,819	7.1%	821,233	662,935	456,523	\$17.91
San Francisc.	823	25,337,928	1,148,390	1,294,120	5.1%	143,573	328,466	1,207,670	\$35.23
San Luis Obi.	38	711,449	0	0	0.0%	97,586	0	0	\$18.41
Santa Barbar.	169	4,028,656	113,939	148,413	3.7%	(59,810)	0	0	\$15.72
Santa Cruz/W.	94	2,531,131	38,605	68,066	2.7%	(89)	0	0	\$13.68
Savannah	156	1,692,396	121,119	121,119	7.2%	(19,868)	0	0	\$9.69
Seattle/Puge.	1,033	31,245,766	1,790,720	1,880,963	6.0%	(193,566)	0	0	\$16.13
Shreveport/B.	249	2,632,794	97,905	97,905	3.7%	8,676	0	0	\$11.35
South Bay/Sa.	2,441	104,885,381	7,973,900	8,883,654	8.5%	1,579,676	953,912	326,000	\$25.28
South Bend/M	85	2,746,969	129,690	129,690	4.7%	(34,251)	0	0	\$12.15
Southwest Fl.	393	6,415,598	257,268	257,268	4.0%	100,496	0	162,000	\$11.64
Spokane	269	4,340,486	141,212	146,612	3.4%	91,184	0	0	\$8.09
Springfield	68	997,641	52,296	52,296	5.2%	(27,170)	0	0	\$5.58
St. Louis	581	16,399,924	1,260,533	1,269,133	7.7%	339,687	0	885,000	\$9.78
Stockton/Mod.	111	4,407,167	35,324	35,324	0.8%	107,311	0	28,222	\$8.97
Syracuse	711	9,554,934	211,026	211,026	2.2%	67,970	81,500	0	\$7.32
Tallahassee	122	2,815,586	55,236	68,736	2.4%	27,306	0	0	\$8.67
Tampa/St Pet.	1,459	29,100,956	1,987,235	2,000,002	6.9%	197,631	16,120	94,200	\$10.27
Toledo	397	6,973,953	419,986	419,986	6.0%	7,018	0	0	\$6.59
Tucson	473	9,658,110	738,607	738,607	7.6%	(106,290)	0	0	\$7.78
Tulsa	324	7,430,274	347,079	347,079	4.7%	(18,738)	20,000	0	\$7.16
Utica/Rome	167	2,343,324	3,472	3,472	0.1%	52,896	0	0	\$9.23
Visalia/Port.	61	333,756	11,480	11,480	3.4%	3,300	0	0	\$3.52
Washington	1,637	71,454,054	5,959,714	6,229,577	8.7%	922,598	584,075	488,360	\$13.29
West Michiga.	348	13,544,113	374,328	374,328	2.8%	(21,575)	0	3,500	\$11.10
Westchester/.	850	29,998,525	2,462,576	2,526,072	8.4%	(229,793)	0	26,670	\$15.42
Wichita	70	1,622,721	139,856	139,856	8.6%	26,906	0	0	\$8.90
Wilmington	504	7,121,753	106,835	106,835	1.5%	40,005	34,800	0	\$8.44
Yakima	65	466,734	480	480	0.1%	(480)	0	0	\$12.24
Youngstown/V.	51	1,159,160	98,545	98,545	8.5%	(32,570)	0	0	\$6.52
<b>Totals</b>	<b>92,882</b>	<b>2,350,598,849</b>	<b>150,261,829</b>	<b>156,389,373</b>	<b>6.7%</b>	<b>15,802,659</b>	<b>14,523,825</b>	<b>12,241,476</b>	<b>\$12.43</b>

Source: CoStar Property®



# National Industrial Market

Figures at a Glance

## Warehouse Market Statistics

Year-End 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Albany/Schen.	2,445	93,269,933	2,494,879	2,497,879	2.7%	1,509,515	84,500	263,375	\$4.64
Albuquerque	2,430	47,421,208	1,251,976	1,251,976	2.6%	307,808	0	0	\$7.46
Anchorage	739	14,134,062	404,869	415,369	2.9%	(94,676)	0	0	\$12.28
Asheville	586	25,663,165	940,063	965,685	3.8%	1,238	154,492	0	\$5.47
Atlanta	12,303	638,493,061	37,996,411	39,198,396	6.1%	18,748,887	14,095,414	17,104,009	\$4.24
Augusta/Rich.	736	38,904,048	4,372,209	4,372,209	11.2%	(208,875)	327,560	140,000	\$3.02
Austin	3,545	77,989,067	4,571,023	4,704,672	6.0%	290,581	2,213,819	1,460,474	\$9.10
Bakersfield	1,406	23,974,336	1,007,056	1,052,622	4.4%	79,583	25,705	47,906	\$6.19
Baltimore	3,448	193,740,863	12,415,137	12,789,238	6.6%	5,718,028	2,374,200	6,424,279	\$4.75
Baton Rouge	1,524	27,473,860	697,877	707,677	2.6%	1,202,957	949,200	22,117	\$6.18
Beaumont/Port	615	11,519,774	762,145	767,645	6.7%	153,162	26,687	22,400	\$5.47
Birmingham	3,484	128,611,335	4,800,813	5,480,038	4.3%	2,775,465	1,831,000	559,529	\$3.26
Boise City/N.	1,745	38,991,971	1,562,183	1,575,493	4.0%	460,672	502,233	231,960	\$5.86
Boston	10,237	398,363,048	16,896,038	17,847,913	4.5%	4,716,321	2,211,251	2,340,543	\$6.47
Bremerton/Si.	200	2,258,145	7,240	7,240	0.3%	17,397	0	0	\$8.63
Broward Coun.	5,195	109,054,311	3,451,679	3,597,214	3.3%	1,198,009	388,735	1,410,480	\$9.20
Brownsville/.	305	11,458,015	985,196	996,038	8.7%	(191,551)	101,920	0	\$4.12
Buffalo/Niag.	1,506	70,939,358	3,365,839	3,524,695	5.0%	1,624,046	1,325,713	280,218	\$5.61
Charleston W.	401	14,355,384	549,059	549,059	3.8%	(41,451)	15,000	0	\$5.91
Charleston/N.	2,266	66,690,776	5,338,388	5,576,680	8.4%	467,887	1,430,057	5,590,699	\$5.48
Charlotte	6,884	303,800,981	13,105,347	13,491,478	4.4%	4,587,423	3,474,271	4,037,932	\$4.28
Chattanooga	763	42,054,216	2,963,097	3,069,312	7.3%	1,384,518	802,852	122,000	\$3.38
Chicago	21,109	1,136,153,716	70,609,064	72,464,626	6.4%	17,894,446	18,684,875	12,203,069	\$5.64
Cincinnati	6,527	306,791,785	9,016,662	9,133,062	3.0%	7,425,129	2,948,994	5,016,911	\$3.83
Cleveland	12,044	466,415,377	16,537,731	17,655,206	3.8%	1,774,399	1,450,853	992,339	\$3.93
Colorado Spr.	1,620	27,384,136	2,683,405	2,718,305	9.9%	(643,731)	44,800	156,040	\$7.38
Columbia	1,377	55,505,454	4,147,426	4,438,690	8.0%	509,200	210,000	871,657	\$3.86
Columbus	4,747	257,086,077	11,168,512	11,493,249	4.5%	5,527,564	2,763,376	2,971,970	\$3.72
Columbus GA	785	41,454,745	2,993,579	3,008,629	7.3%	1,533,032	271,820	176,520	\$3.30
Corpus Chris.	1,483	23,075,940	833,821	848,821	3.7%	1,711,698	1,733,988	6,500	\$7.32
Dallas/Ft Wo.	14,297	746,191,636	46,286,761	47,856,387	6.4%	20,298,713	26,109,129	20,079,406	\$4.75
Davenport/Mo	408	14,663,764	554,867	554,867	3.8%	(179,389)	0	3,060,657	\$3.57
Dayton	3,434	114,270,538	7,448,438	7,505,342	6.6%	2,072,104	938,298	876,860	\$3.33
Deltona/Dayt.	1,335	18,999,520	346,688	346,688	1.8%	66,136	6,956	421,000	\$5.51
Denver	8,679	250,873,049	8,939,728	9,458,064	3.8%	4,362,092	5,608,573	5,701,444	\$8.14
Des Moines	1,516	57,577,951	1,467,126	1,567,126	2.7%	63,188	191,600	1,562,500	\$5.05
Detroit	15,643	530,229,107	13,342,226	14,045,668	2.6%	3,842,134	3,480,796	4,787,262	\$5.34
Duluth	475	11,328,687	220,028	220,028	1.9%	252,412	0	0	\$5.51
East Bay/Oak.	6,558	210,429,641	5,724,031	6,247,118	3.0%	1,410,804	1,354,405	2,628,893	\$11.57
El Paso	1,764	56,825,129	4,212,270	4,452,176	7.8%	781,054	57,500	292,400	\$4.15
Erie	505	20,042,785	890,281	890,281	4.4%	(141,865)	20,000	50,000	\$3.70
Evansville	723	31,705,291	1,475,242	1,770,962	5.6%	592,309	93,000	20,000	\$3.31
Fayetteville	391	13,447,905	1,648,832	1,761,444	13.1%	109,367	0	0	\$3.61
Fayetteville.	802	28,512,342	1,621,708	1,751,708	6.1%	633,595	845,934	0	\$4.21
Fort Smith	483	21,571,966	2,515,985	2,515,985	11.7%	1,124,566	0	16,416	\$2.82
Fort Wayne	1,192	55,903,113	3,600,028	3,619,228	6.5%	28,125	1,165,500	423,480	\$3.39
Fresno	3,447	90,044,144	3,778,730	3,778,730	4.2%	744,833	196,982	878,384	\$4.37

Source: CoStar Property®

## National Industrial Market



Figures at a Glance

## Warehouse Market Statistics

Year-End 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Green Bay	1,616	60,866,634	972,563	1,034,450	1.7%	646,237	390,600	24,000	\$3.63
Greensboro/W.	5,974	265,233,322	10,546,554	10,799,054	4.1%	2,193,026	828,750	369,304	\$3.47
Greenville/S.	4,188	200,075,239	11,612,773	11,825,837	5.9%	2,899,193	2,000,133	5,375,087	\$3.47
Hampton Road	2,956	99,969,946	3,738,320	3,762,719	3.8%	2,520,948	1,133,987	206,282	\$5.20
Hartford	5,349	206,496,790	10,985,655	11,467,642	5.6%	3,153,088	841,000	1,850,700	\$4.51
Hawaii	2,621	51,480,950	906,687	985,199	1.9%	78,659	145,565	204,427	\$14.21
Houston	17,242	541,010,517	25,951,870	27,545,367	5.1%	7,617,617	7,781,991	6,218,031	\$6.71
Huntington/A.	526	21,946,103	759,961	759,961	3.5%	169,848	68,000	41,373	\$3.26
Huntsville	647	25,545,499	1,719,263	1,719,263	6.7%	151,134	114,250	456,760	\$5.01
Indianapolis	5,758	306,696,007	16,662,527	17,189,095	5.6%	2,680,831	5,904,514	4,727,438	\$4.15
Inland Empir.	12,117	579,449,787	28,779,810	29,525,481	5.1%	14,566,913	20,343,918	20,868,769	\$8.48
Jackson	588	21,723,322	1,217,490	1,217,490	5.6%	252,507	503,743	0	\$4.64
Jacksonville.	3,738	121,591,424	4,369,034	4,476,434	3.7%	3,145,050	1,990,024	614,005	\$4.25
Kansas City	6,933	310,568,481	18,498,606	18,705,055	6.0%	4,122,454	5,894,619	4,191,390	\$4.11
Killeen/Temp.	195	5,038,923	361,862	361,862	7.2%	(70,710)	0	0	\$3.82
Kingsport/Br.	403	21,103,019	749,905	749,905	3.6%	72,276	0	0	\$3.38
Knoxville	1,868	63,474,501	1,971,388	2,081,388	3.3%	202,474	428,049	179,750	\$3.91
Lafayette	490	8,689,840	582,842	582,842	6.7%	23,030	0	10,000	\$4.04
Las Vegas	3,225	107,582,328	7,507,175	7,662,628	7.1%	4,244,354	5,275,424	3,554,430	\$6.64
Lexington/Fa.	1,284	48,962,406	2,019,716	2,161,628	4.4%	(330,451)	372,000	27,920	\$5.16
Lincoln	904	25,953,194	665,837	706,797	2.7%	187,994	138,910	78,500	\$4.89
Little Rock/.	2,002	60,236,801	4,069,966	4,077,684	6.8%	246,252	17,655	6,000	\$3.01
Long Island .	15,072	329,023,220	11,776,155	12,184,745	3.7%	(1,511,881)	237,890	1,899,641	\$15.83
Los Angeles	34,573	934,044,596	15,931,821	17,397,600	1.9%	6,412,984	6,160,215	5,294,777	\$10.48
Louisville	4,346	201,179,696	9,993,383	10,008,383	5.0%	2,696,436	3,029,783	6,308,521	\$3.83
Lubbock	2,049	34,071,783	606,157	606,157	1.8%	472,508	0	0	\$3.06
Madison	1,959	85,296,381	8,950,733	9,015,611	10.6%	407,839	1,672,343	310,944	\$4.67
McAllen/Edin.	452	19,735,066	1,480,469	1,490,999	7.6%	646,477	157,500	300,000	\$5.24
Memphis	3,444	247,528,760	13,119,256	13,951,166	5.6%	6,452,857	4,383,531	6,380,094	\$3.30
Miami-Dade C.	8,320	223,222,151	8,259,020	8,775,307	3.9%	2,079,844	3,656,630	5,084,198	\$9.43
Milwaukee	6,563	280,337,857	11,384,100	11,469,145	4.1%	3,659,927	2,124,235	907,200	\$4.20
Minneapolis	8,075	310,670,385	10,330,500	10,961,258	3.5%	1,229,647	1,706,808	1,399,243	\$6.01
Mobile	1,117	26,987,009	1,678,387	1,688,449	6.3%	784,415	14,386	0	\$4.24
Montgomery	549	26,928,614	2,609,308	2,609,308	9.7%	(479,606)	0	0	\$2.96
Myrtle Beach.	234	3,963,593	297,225	297,225	7.5%	44,187	10,000	8,925	\$4.63
Nashville	3,826	197,966,639	7,982,942	8,127,885	4.1%	4,951,108	6,533,196	647,100	\$5.01
New Orleans/.	3,616	64,365,404	2,222,211	2,265,137	3.5%	(47,056)	32,800	284,585	\$6.01
North Bay/Sa.	3,137	88,622,717	3,643,318	4,278,270	4.8%	1,426,822	1,684,604	678,735	\$9.00
Northern New.	16,312	760,327,163	34,078,358	35,134,160	4.6%	10,531,719	8,991,181	13,406,626	\$7.46
Ocala	578	15,006,758	666,767	666,767	4.4%	6,907	10,000	150,000	\$4.13
Oklahoma Cit.	5,651	110,452,232	3,336,761	3,502,161	3.2%	1,122,430	1,017,378	293,033	\$5.35
Olympia	368	12,303,330	370,435	370,435	3.0%	714,009	737,875	30,000	\$5.71
Omaha/Counc.	2,805	79,923,337	1,671,355	1,707,355	2.1%	986,110	638,281	906,810	\$5.25
Orange Count.	9,353	235,077,887	5,219,140	6,107,117	2.6%	(621,092)	474,187	963,138	\$10.93
Orlando	6,048	161,409,478	6,100,374	6,147,016	3.8%	3,276,459	2,051,939	2,212,891	\$6.31
Palm Beach C.	2,664	50,043,242	1,244,974	1,256,374	2.5%	1,070,218	407,115	221,474	\$9.79
Pensacola	979	16,023,319	568,236	577,536	3.6%	(66,815)	0	0	\$4.99

Source: CoStar Property®



# National Industrial Market

Figures at a Glance

## Warehouse Market Statistics

Year-End 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Peoria	359	16,225,518	812,030	813,455	5.0%	68,002	0	0	\$3.25
Philadelphia	18,254	1,016,363,240	57,342,980	58,471,964	5.8%	20,491,685	15,279,714	19,371,983	\$4.61
Phoenix	8,984	287,626,614	20,049,744	20,943,341	7.3%	9,640,759	6,147,501	6,888,332	\$6.47
Pittsburgh	4,482	161,130,612	9,251,480	9,304,780	5.8%	(298,223)	544,586	262,969	\$5.19
Port St Luci.	1,099	18,977,203	810,433	847,083	4.5%	(169,038)	83,250	53,549	\$7.43
Portland	5,327	186,574,668	6,471,356	6,682,024	3.6%	2,769,732	1,992,693	3,337,662	\$8.18
Portland/Sou.	943	26,642,421	653,427	657,427	2.5%	(419,441)	11,700	52,625	\$5.85
Providence	2,659	77,235,600	2,649,607	2,681,607	3.5%	823,545	210,239	41,008	\$4.87
Raleigh/Durh.	2,401	93,944,514	4,463,338	4,494,620	4.8%	1,216,611	1,395,301	2,017,196	\$4.62
Reno/Sparks	1,653	90,174,520	5,067,999	7,627,767	8.5%	2,960,823	1,214,783	4,204,957	\$4.25
Richmond VA	2,736	115,619,376	4,135,494	4,207,014	3.6%	3,393,733	773,119	164,647	\$4.17
Roanoke	729	31,220,894	2,076,829	2,076,829	6.7%	(197,761)	100,000	250,000	\$3.62
Rochester	2,010	86,848,093	4,503,245	5,299,086	6.1%	457,899	109,807	332,500	\$5.19
Sacramento	5,575	160,045,096	8,208,853	8,509,473	5.3%	4,385,021	1,547,489	600,524	\$5.28
Salinas	798	20,273,972	1,081,433	1,081,433	5.3%	(141,063)	88,625	13,500	\$5.18
Salt Lake Ci.	6,505	209,029,239	6,144,899	7,009,094	3.4%	5,184,413	3,379,684	4,004,580	\$5.83
San Antonio	3,982	112,716,717	6,038,387	6,307,999	5.6%	840,809	1,052,840	818,164	\$5.85
San Diego	6,621	142,522,100	4,860,040	5,035,701	3.5%	580,985	339,596	2,097,768	\$11.03
San Francisc.	3,958	68,652,844	1,227,259	1,380,673	2.0%	(2,542)	0	46,500	\$19.24
San Luis Obi.	494	7,365,425	215,664	238,664	3.2%	167,739	50,746	7,500	\$11.51
Santa Barbar.	1,056	11,777,833	348,046	348,046	3.0%	(116,384)	0	35,900	\$12.36
Santa Cruz/W.	525	8,652,391	161,040	161,040	1.9%	57,012	91,000	0	\$11.91
Savannah	1,174	57,478,649	1,606,039	1,682,339	2.9%	4,512,581	5,527,669	1,919,884	\$4.45
Seattle/Puge.	7,342	287,792,249	7,112,067	7,550,464	2.6%	4,943,532	3,563,794	5,412,187	\$8.74
Shreveport/B.	816	26,894,671	4,168,060	4,178,060	15.5%	69,691	0	368,250	\$3.05
South Bay/Sa.	3,658	92,705,488	2,474,378	2,538,529	2.7%	(659,299)	435,695	828,695	\$13.22
South Bend/M	799	30,984,143	1,753,900	1,753,900	5.7%	297,055	443,963	210,000	\$3.61
Southwest Fl.	3,293	43,137,365	683,774	683,774	1.6%	271,283	227,853	241,960	\$8.08
Spokane	1,794	40,560,055	696,033	696,033	1.7%	219,599	57,154	154,500	\$6.19
Springfield	815	23,891,750	1,359,204	1,635,204	6.8%	99,249	99,000	0	\$4.29
St. Louis	5,667	255,819,968	12,964,332	13,203,899	5.2%	4,837,969	5,251,061	788,340	\$4.27
Stockton/Mod.	3,110	154,231,253	4,694,187	4,694,187	3.0%	2,379,164	2,657,379	5,047,589	\$4.67
Syracuse	1,769	83,625,990	5,463,143	5,504,314	6.6%	421,396	179,300	828,500	\$4.13
Tallahassee	949	13,225,391	742,019	742,019	5.6%	62,356	6,650	0	\$5.01
Tampa/St Pet.	11,032	259,691,920	10,954,850	11,074,597	4.3%	3,710,434	2,802,390	2,739,326	\$5.61
Toledo	2,888	141,285,044	4,203,917	4,600,997	3.3%	1,469,241	319,715	965,000	\$3.09
Tucson	2,078	32,462,860	2,068,291	2,134,303	6.6%	270,137	53,721	230,134	\$6.20
Tulsa	3,894	97,264,971	3,485,623	3,534,277	3.6%	962,362	827,654	225,543	\$4.30
Utica/Rome	419	25,432,190	1,739,932	1,739,932	6.8%	281,489	0	930,500	\$3.63
Visalia/Port.	1,032	31,051,012	860,343	860,343	2.8%	273,089	299,371	142,560	\$6.18
Washington	4,570	153,579,440	9,286,318	9,634,883	6.3%	1,602,370	2,199,134	1,396,549	\$8.69
West Michiga.	8,578	314,815,916	5,297,444	5,298,941	1.7%	3,385,906	1,454,808	923,670	\$3.75
Westchester/.	6,619	185,865,510	9,380,968	9,490,538	5.1%	2,550,242	380,990	481,548	\$8.89
Wichita	1,872	50,103,433	1,820,641	1,849,516	3.7%	(60,031)	235,000	10,000	\$4.87
Wilmington	558	14,878,039	1,978,247	1,978,247	13.3%	349,063	49,600	70,400	\$3.71
Yakima	478	13,844,316	228,283	288,844	2.1%	19,911	62,000	0	\$5.77
Youngstown/V.	1,547	56,948,811	5,161,610	5,191,610	9.1%	(256,101)	0	466,400	\$2.95
<b>Totals</b>	<b>554,722</b>	<b>20,071,039,689</b>	<b>906,930,068</b>	<b>941,253,135</b>	<b>4.7%</b>	<b>295,225,040</b>	<b>261,963,571</b>	<b>268,927,129</b>	<b>\$5.72</b>

Source: CoStar Property®

## National Industrial Market



Figures at a Glance

## Total Industrial Market Statistics

Year-End 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Albany/Schen.	2,771	102,303,955	2,902,073	2,905,073	2.8%	1,535,660	84,500	272,375	\$5.10
Albuquerque	2,580	50,947,141	1,507,668	1,507,668	3.0%	288,735	0	0	\$7.69
Anchorage	881	16,864,900	511,573	527,943	3.1%	(142,227)	15,000	0	\$12.69
Asheville	848	29,734,193	977,718	1,003,340	3.4%	127,903	172,992	10,300	\$6.25
Atlanta	16,443	707,263,552	42,118,803	43,419,083	6.1%	20,553,889	15,057,675	17,192,609	\$4.79
Augusta/Rich.	1,169	42,340,740	4,705,880	4,705,880	11.1%	(212,066)	398,060	140,000	\$3.21
Austin	4,193	101,436,099	6,989,199	7,235,468	7.1%	234,523	2,827,910	1,804,622	\$10.48
Bakersfield	1,621	26,307,398	1,083,181	1,133,244	4.3%	117,709	25,705	47,906	\$6.34
Baltimore	4,816	243,776,017	15,903,691	16,483,698	6.8%	6,480,149	2,984,420	6,549,709	\$5.66
Baton Rouge	1,735	30,048,665	766,899	776,699	2.6%	1,218,879	949,200	22,117	\$6.38
Beaumont/Port	787	13,121,339	814,353	819,853	6.2%	191,677	26,687	22,400	\$5.53
Birmingham	4,316	139,985,906	5,570,602	6,259,590	4.5%	2,537,284	1,831,000	559,529	\$3.61
Boise City/N.	2,002	43,491,547	1,797,467	1,817,013	4.2%	444,014	523,444	234,960	\$6.45
Boston	12,930	524,042,574	24,642,864	26,109,913	5.0%	5,845,056	2,535,451	3,583,653	\$7.36
Bremerton/Si.	271	2,823,513	35,794	35,794	1.3%	10,685	0	0	\$9.06
Broward Coun	6,247	128,656,525	4,253,144	4,552,526	3.5%	1,232,695	546,489	1,465,271	\$9.88
Brownsville/.	313	11,612,954	985,196	996,038	8.6%	(187,645)	101,920	0	\$4.12
Buffalo/Niag.	1,651	76,990,755	3,605,864	3,786,280	4.9%	1,615,378	1,335,713	280,218	\$5.89
Charleston W.	457	14,870,621	614,604	614,604	4.1%	(48,263)	15,000	0	\$5.91
Charleston/N.	2,823	73,717,802	5,666,669	5,904,961	8.0%	510,065	1,523,259	5,620,273	\$6.02
Charlotte	8,078	334,489,905	14,828,206	15,223,929	4.6%	4,732,652	3,654,782	4,245,457	\$4.67
Chattanooga	1,023	46,045,793	3,195,414	3,301,629	7.2%	1,273,621	802,852	122,000	\$3.89
Chicago	23,345	1,208,337,104	76,047,234	77,942,110	6.5%	17,941,014	18,769,510	12,203,069	\$6.05
Cincinnati	6,849	316,379,155	9,710,075	9,843,339	3.1%	7,607,462	2,959,526	5,556,911	\$3.94
Cleveland	12,907	492,202,776	18,046,647	19,182,113	3.9%	1,686,166	1,463,978	1,067,819	\$4.29
Colorado Spr.	1,891	33,765,592	3,603,233	3,684,181	10.9%	(374,816)	44,800	956,040	\$7.94
Columbia	2,124	62,225,952	4,590,907	4,889,871	7.9%	490,864	217,000	871,657	\$4.21
Columbus	5,202	268,795,433	11,704,199	12,040,524	4.5%	5,881,958	2,939,321	3,276,970	\$3.93
Columbus GA	1,069	45,588,171	3,104,497	3,124,547	6.9%	1,526,163	271,820	176,520	\$3.52
Corpus Chris.	1,548	24,328,764	898,991	917,919	3.8%	1,720,719	1,733,988	6,500	\$7.40
Dallas/Ft Wo.	21,243	878,665,205	54,436,473	56,176,840	6.4%	22,893,589	28,726,105	20,911,406	\$5.60
Davenport/Mo	448	15,506,118	615,764	615,764	4.0%	(192,329)	0	3,060,657	\$3.79
Dayton	3,644	118,590,875	7,708,159	7,765,063	6.5%	2,175,524	938,298	876,860	\$3.50
Deltona/Dayt.	1,454	20,595,622	450,319	450,319	2.2%	110,091	6,956	421,000	\$5.95
Denver	10,455	304,585,104	12,675,669	13,300,888	4.4%	5,851,889	6,234,400	6,011,084	\$9.12
Des Moines	1,744	67,129,876	1,791,990	1,894,449	2.8%	837,384	1,023,096	1,609,500	\$5.45
Detroit	17,009	582,709,662	16,521,050	17,343,873	3.0%	4,221,946	3,646,357	4,850,572	\$5.82
Duluth	502	11,724,420	229,028	229,028	2.0%	247,912	0	0	\$5.53
East Bay/Oak.	8,072	264,613,687	9,281,690	10,005,285	3.8%	1,272,194	1,354,405	2,628,893	\$13.72
El Paso	2,115	63,075,395	4,575,120	4,815,026	7.6%	714,130	91,100	301,150	\$4.42
Erie	518	20,438,670	896,986	896,986	4.4%	(145,228)	20,000	50,000	\$3.77
Evansville	806	35,782,827	1,571,259	1,866,979	5.2%	587,691	93,000	20,000	\$3.45
Fayetteville	503	14,703,251	1,722,627	1,835,239	12.5%	103,447	18,000	0	\$3.95
Fayetteville.	964	30,755,344	1,660,400	1,795,178	5.8%	612,765	845,934	0	\$4.29
Fort Smith	503	21,801,378	2,516,778	2,516,778	11.5%	1,182,507	0	16,416	\$2.84
Fort Wayne	1,363	59,975,686	3,676,587	3,713,187	6.2%	(9,404)	1,165,500	534,480	\$3.47
Fresno	3,565	92,004,781	3,898,740	3,900,356	4.2%	754,758	196,982	878,384	\$4.53

Source: CoStar Property®



# National Industrial Market

Figures at a Glance

## Total Industrial Market Statistics

Year-End 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Green Bay	1,938	69,766,632	1,182,399	1,244,286	1.8%	624,974	390,600	24,000	\$4.11
Greensboro/W.	6,432	273,778,857	11,034,838	11,287,338	4.1%	2,251,482	828,750	369,304	\$3.67
Greenville/S.	4,902	209,674,047	12,230,576	12,448,950	5.9%	2,867,108	2,045,133	5,429,327	\$3.67
Hampton Road	3,819	114,940,309	4,774,780	4,859,509	4.2%	2,711,165	1,226,587	256,282	\$6.12
Hartford	6,549	231,920,642	12,421,937	12,911,753	5.6%	3,414,161	1,026,000	1,866,700	\$4.82
Hawaii	2,707	53,385,473	1,076,976	1,155,488	2.2%	100,720	175,565	204,427	\$14.35
Houston	19,302	592,789,071	30,829,934	32,546,514	5.5%	6,754,452	8,204,355	6,276,897	\$7.01
Huntington/A.	657	23,424,207	832,161	832,161	3.6%	173,988	68,000	41,373	\$3.29
Huntsville	819	32,180,539	2,459,836	2,459,836	7.6%	169,909	114,250	456,760	\$6.07
Indianapolis	6,800	331,210,598	18,337,288	18,907,892	5.7%	2,741,037	6,193,014	4,760,918	\$4.50
Inland Empir.	13,029	594,943,082	29,517,234	30,270,425	5.1%	14,761,182	20,383,191	20,868,769	\$8.66
Jackson	712	24,003,790	1,267,276	1,278,471	5.3%	278,984	503,743	0	\$4.94
Jacksonville.	4,042	129,196,331	4,773,879	4,881,279	3.8%	3,267,612	1,990,024	628,405	\$4.69
Kansas City	7,547	325,323,287	19,738,824	19,963,093	6.1%	3,735,451	5,927,619	4,897,865	\$4.33
Killeen/Temp.	209	5,167,341	365,638	365,638	7.1%	(72,128)	0	0	\$3.84
Kingsport/Br.	439	22,188,335	774,465	774,465	3.5%	79,076	0	0	\$3.48
Knoxville	2,849	75,963,865	2,294,679	2,423,147	3.2%	188,226	428,049	179,750	\$4.14
Lafayette	516	9,226,953	616,162	616,162	6.7%	8,405	0	10,000	\$4.08
Las Vegas	4,184	129,471,575	8,820,704	9,011,590	7.0%	4,547,936	5,570,924	3,554,430	\$7.05
Lexington/Fa.	1,465	52,659,737	2,314,213	2,456,125	4.7%	(246,497)	372,000	27,920	\$5.49
Lincoln	1,087	28,352,813	754,731	795,691	2.8%	179,015	138,910	78,500	\$5.01
Little Rock/.	2,579	69,195,759	4,700,498	4,722,671	6.8%	25,813	17,655	6,000	\$3.26
Long Island .	15,717	356,944,609	13,535,783	14,043,095	3.9%	(1,667,250)	251,165	1,906,221	\$16.31
Los Angeles	37,460	997,479,756	18,245,145	19,993,603	2.0%	7,287,217	6,625,909	5,314,799	\$11.20
Louisville	4,813	211,981,568	10,907,531	10,922,531	5.2%	2,922,657	3,774,834	6,308,521	\$3.94
Lubbock	2,075	35,169,664	607,907	607,907	1.7%	498,520	0	0	\$3.40
Madison	2,241	93,106,415	9,297,902	9,362,780	10.1%	523,928	1,756,043	318,444	\$4.99
McAllen/Edin.	471	20,173,297	1,538,951	1,549,481	7.7%	677,196	157,500	300,000	\$5.31
Memphis	3,962	257,178,379	14,231,426	15,075,719	5.9%	6,605,430	4,383,531	6,380,094	\$3.49
Miami-Dade C.	8,923	239,969,058	9,049,929	9,589,310	4.0%	1,878,032	3,656,630	5,084,198	\$9.76
Milwaukee	7,904	325,793,160	13,123,305	13,252,366	4.1%	3,519,902	2,135,950	907,200	\$4.57
Minneapolis	9,908	387,894,623	15,061,781	15,817,987	4.1%	678,655	1,706,808	2,041,922	\$6.66
Mobile	1,363	29,451,275	1,793,773	1,803,835	6.1%	838,752	14,386	0	\$4.52
Montgomery	754	29,940,690	2,697,665	2,697,665	9.0%	(424,722)	0	0	\$3.29
Myrtle Beach.	445	6,243,756	316,325	316,325	5.1%	47,996	14,975	8,925	\$4.76
Nashville	4,363	214,386,146	8,841,561	9,065,635	4.2%	4,590,062	6,560,696	647,100	\$5.76
New Orleans/.	3,882	68,050,039	2,396,817	2,439,743	3.6%	(71,057)	32,800	284,585	\$6.31
North Bay/Sa.	3,776	102,356,948	4,234,319	4,884,421	4.8%	1,659,372	1,684,604	678,735	\$10.05
Northern New.	17,958	823,228,788	40,195,385	41,612,974	5.1%	10,300,477	9,129,571	13,470,626	\$7.84
Ocala	626	15,594,226	749,451	749,451	4.8%	26,187	10,000	150,000	\$4.29
Oklahoma Cit.	6,205	120,615,584	4,519,777	4,690,867	3.9%	849,643	1,017,378	315,033	\$5.59
Olympia	405	12,827,179	377,436	377,436	2.9%	711,208	742,075	30,000	\$5.71
Omaha/Counc.	3,172	87,660,939	1,959,030	1,995,030	2.3%	964,144	651,761	1,876,810	\$5.53
Orange Count.	12,601	304,176,904	7,221,669	8,248,228	2.7%	(749,612)	497,378	963,138	\$12.15
Orlando	7,423	190,363,363	8,038,451	8,091,936	4.3%	3,642,518	2,097,953	2,282,191	\$6.90
Palm Beach C.	3,270	61,502,656	1,494,870	1,517,692	2.5%	1,183,485	430,561	231,802	\$10.46
Pensacola	1,128	17,760,164	596,636	605,936	3.4%	(59,455)	0	0	\$5.11

Source: CoStar Property®

## National Industrial Market



Figures at a Glance

## Total Industrial Market Statistics

Year-End 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Peoria	457	17,453,077	888,312	896,737	5.1%	(17,327)	0	0	\$3.54
Philadelphia	21,753	1,104,866,708	62,685,691	63,877,077	5.8%	21,384,958	15,711,029	19,468,587	\$5.05
Phoenix	10,144	321,104,905	23,926,302	25,002,791	7.8%	9,779,583	6,248,971	6,888,332	\$7.21
Pittsburgh	5,225	184,721,349	11,387,117	11,492,064	6.2%	(205,235)	709,631	360,969	\$6.16
Port St Luci.	1,262	21,633,869	979,008	1,015,658	4.7%	(124,410)	97,682	53,549	\$7.65
Portland	6,145	207,511,296	7,950,520	8,233,933	4.0%	2,834,477	2,056,262	3,446,561	\$9.19
Portland/Sou.	1,109	30,239,118	836,130	840,130	2.8%	(401,851)	11,700	52,625	\$6.41
Providence	2,851	82,437,564	2,946,900	2,983,900	3.6%	835,360	210,239	41,008	\$5.21
Raleigh/Durh.	4,014	125,887,121	7,481,920	7,650,040	6.1%	1,124,550	1,513,901	2,134,196	\$7.00
Reno/Sparks	2,027	99,194,818	5,431,413	8,009,177	8.1%	3,072,055	1,214,783	4,204,957	\$4.44
Richmond VA	3,289	127,330,870	5,006,351	5,090,093	4.0%	3,581,031	805,562	244,947	\$4.75
Roanoke	893	33,406,138	2,218,008	2,218,008	6.6%	(156,573)	100,000	250,000	\$3.96
Rochester	2,219	101,674,179	5,711,401	6,507,242	6.4%	921,446	109,807	332,500	\$5.57
Sacramento	6,566	180,544,346	10,504,260	10,832,530	6.0%	4,881,441	1,583,289	600,524	\$6.04
Salinas	845	21,209,470	1,096,041	1,096,041	5.2%	(128,885)	88,625	13,500	\$5.36
Salt Lake Ci.	7,786	236,009,535	7,301,728	8,202,189	3.5%	5,265,084	3,526,320	4,004,580	\$6.07
San Antonio	4,779	126,641,039	7,257,977	7,554,056	6.0%	737,520	1,093,532	927,164	\$6.30
San Diego	8,481	190,037,799	7,806,713	8,421,520	4.4%	1,402,218	1,002,531	2,554,291	\$12.73
San Francisc.	4,781	93,990,772	2,375,649	2,674,793	2.8%	141,031	328,466	1,254,170	\$23.31
San Luis Obi.	532	8,076,874	215,664	238,664	3.0%	265,325	50,746	7,500	\$12.60
Santa Barbar.	1,225	15,806,489	461,985	496,459	3.1%	(176,194)	0	35,900	\$13.38
Santa Cruz/W.	619	11,183,522	199,645	229,106	2.0%	56,923	91,000	0	\$12.65
Savannah	1,330	59,171,045	1,727,158	1,803,458	3.0%	4,492,713	5,527,669	1,919,884	\$4.62
Seattle/Puge.	8,375	319,038,015	8,902,787	9,431,427	3.0%	4,749,966	3,563,794	5,412,187	\$9.97
Shreveport/B.	1,065	29,527,465	4,265,965	4,275,965	14.5%	78,367	0	368,250	\$3.16
South Bay/Sa.	6,099	197,590,869	10,448,278	11,422,183	5.8%	920,377	1,389,607	1,154,695	\$21.75
South Bend/M	884	33,731,112	1,883,590	1,883,590	5.6%	262,804	443,963	210,000	\$4.30
Southwest Fl.	3,686	49,552,963	941,042	941,042	1.9%	371,779	227,853	403,960	\$8.77
Spokane	2,063	44,900,541	837,245	842,645	1.9%	310,783	57,154	154,500	\$6.60
Springfield	883	24,889,391	1,411,500	1,687,500	6.8%	72,079	99,000	0	\$4.30
St. Louis	6,248	272,219,892	14,224,865	14,473,032	5.3%	5,177,656	5,251,061	1,673,340	\$4.57
Stockton/Mod.	3,221	158,638,420	4,729,511	4,729,511	3.0%	2,486,475	2,657,379	5,075,811	\$4.70
Syracuse	2,480	93,180,924	5,674,169	5,715,340	6.1%	489,366	260,800	828,500	\$4.29
Tallahassee	1,071	16,040,977	797,255	810,755	5.1%	89,662	6,650	0	\$5.27
Tampa/St Pet.	12,491	288,792,876	12,942,085	13,074,599	4.5%	3,908,065	2,818,510	2,833,526	\$6.05
Toledo	3,285	148,258,997	4,623,903	5,020,983	3.4%	1,476,259	319,715	965,000	\$3.27
Tucson	2,551	42,120,970	2,806,898	2,872,910	6.8%	163,847	53,721	230,134	\$6.53
Tulsa	4,218	104,695,245	3,832,702	3,881,356	3.7%	943,624	847,654	225,543	\$4.52
Utica/Rome	586	27,775,514	1,743,404	1,743,404	6.3%	334,385	0	930,500	\$3.94
Visalia/Port.	1,093	31,384,768	871,823	871,823	2.8%	276,389	299,371	142,560	\$6.16
Washington	6,207	225,033,494	15,246,032	15,864,460	7.0%	2,524,968	2,783,209	1,884,909	\$10.20
West Michiga.	8,926	328,360,029	5,671,772	5,673,269	1.7%	3,364,331	1,454,808	927,170	\$3.97
Westchester/.	7,469	215,864,035	11,843,544	12,016,610	5.6%	2,320,449	380,990	508,218	\$9.84
Wichita	1,942	51,726,154	1,960,497	1,989,372	3.8%	(33,125)	235,000	10,000	\$5.11
Wilmington	1,062	21,999,792	2,085,082	2,085,082	9.5%	389,068	84,400	70,400	\$4.07
Yakima	543	14,311,050	228,763	289,324	2.0%	19,431	62,000	0	\$5.86
Youngstown/V.	1,598	58,107,971	5,260,155	5,290,155	9.1%	(288,671)	0	466,400	\$3.01
<b>Totals</b>	<b>647,604</b>	<b>22,421,638,538</b>	<b>1,057,191,897</b>	<b>1,097,642,508</b>	<b>4.9%</b>	<b>311,027,695</b>	<b>276,487,396</b>	<b>281,168,605</b>	<b>\$6.46</b>

Source: CoStar Property®



# National Industrial Market

Figures at a Glance

## Flex Market Statistics\*

Year-End 2017

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2017 4q	62,470	1,709,346,678	115,634,442	121,021,276	7.1%	3,586,124	33	1,939,316	99	8,968,512	\$13.49
2017 3q	62,438	1,707,518,081	117,739,361	122,778,803	7.2%	2,128,554	40	1,829,552	107	9,381,009	\$13.36
2017 2q	62,402	1,705,915,946	118,248,251	123,305,222	7.2%	5,311,053	45	3,140,173	131	9,886,244	\$13.19
2017 1q	62,361	1,702,769,741	120,810,867	125,744,620	7.4%	2,383,836	60	4,550,982	157	11,507,909	\$13.01
2016 4q	62,309	1,698,710,644	119,143,909	124,062,174	7.3%	4,033,312	55	2,246,425	175	13,423,693	\$12.81
2016 3q	62,257	1,696,494,597	121,342,707	125,879,439	7.4%	5,881,114	28	998,855	196	12,979,215	\$12.68
2016 2q	62,239	1,696,350,718	127,256,721	131,612,474	7.8%	5,760,620	23	1,134,018	186	12,360,082	\$12.48
2016 1q	62,225	1,696,053,738	132,619,495	137,076,114	8.1%	5,453,054	52	2,015,645	145	10,373,142	\$12.35
2015	62,189	1,694,664,685	136,585,850	141,140,115	8.3%	25,274,055	103	5,001,716	161	10,460,510	\$12.29
2014	62,183	1,692,667,383	159,477,995	164,416,868	9.7%	24,280,038	87	5,071,823	76	4,043,529	\$11.72
2013	62,187	1,693,995,954	184,632,662	190,025,477	11.2%	18,835,988	88	4,682,340	72	4,009,915	\$11.05
2012	62,122	1,690,514,625	199,493,466	205,380,136	12.1%	12,346,447	73	3,259,184	78	3,789,013	\$10.50
2011	62,064	1,688,534,901	209,097,802	215,746,859	12.8%	10,654,120	69	3,515,777	77	3,387,740	\$10.28
2010	62,028	1,687,338,721	216,529,170	225,204,799	13.3%	1,550,713	108	3,379,892	65	3,629,239	\$10.32
2009	61,907	1,683,832,143	211,409,308	223,248,934	13.3%	(18,293,921)	269	9,259,148	112	3,734,471	\$10.87
2008	61,611	1,674,330,661	184,550,404	195,453,531	11.7%	5,189,511	585	16,252,908	261	9,706,648	\$12.24

Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

## Warehouse Market Statistics\*

Year-End 2017

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2017 4q	369,213	13,903,581,204	633,059,282	655,643,897	4.7%	59,592,428	294	47,951,007	1,034	203,697,360	\$6.26
2017 3q	368,910	13,853,011,292	642,027,039	665,542,689	4.8%	54,225,562	317	55,700,860	1,099	213,486,571	\$6.04
2017 2q	368,591	13,796,028,291	640,828,262	662,797,155	4.8%	55,178,869	336	47,446,727	1,172	212,213,484	\$5.94
2017 1q	368,274	13,750,747,027	649,953,572	672,864,363	4.9%	48,644,400	366	51,696,596	1,186	211,140,927	\$5.82
2016 4q	367,953	13,703,060,880	650,282,028	673,925,854	4.9%	64,173,320	289	50,330,056	1,209	210,400,681	\$5.73
2016 3q	367,718	13,654,000,372	664,912,965	688,990,366	5.0%	85,862,034	273	58,333,820	1,182	199,383,826	\$5.67
2016 2q	367,522	13,600,156,672	697,525,417	721,006,510	5.3%	49,197,313	239	41,829,420	1,080	196,396,921	\$5.57
2016 1q	367,356	13,564,270,383	711,918,048	734,253,532	5.4%	50,359,920	327	44,489,900	945	178,837,710	\$5.48
2015	367,131	13,526,911,516	726,386,906	747,258,697	5.5%	225,186,176	1,024	161,100,038	935	170,904,123	\$5.37
2014	366,478	13,395,294,903	820,762,553	840,643,412	6.3%	219,292,732	774	134,649,465	791	138,156,899	\$5.10
2013	366,075	13,296,260,421	939,755,816	960,870,056	7.2%	172,018,813	522	80,335,564	617	113,735,915	\$5.00
2012	365,830	13,250,673,237	1,057,548,226	1,087,306,335	8.2%	118,180,653	437	48,116,809	384	59,817,726	\$4.85
2011	365,610	13,226,413,331	1,146,722,750	1,181,226,982	8.9%	117,993,245	358	31,886,643	356	35,641,415	\$4.77
2010	365,373	13,209,970,611	1,238,239,873	1,282,772,661	9.7%	23,259,922	401	27,359,206	344	29,757,000	\$4.81
2009	365,038	13,199,147,766	1,244,554,823	1,295,197,372	9.8%	(131,330,404)	1,018	85,030,691	409	26,628,163	\$5.06
2008	363,949	13,117,403,627	1,037,940,037	1,082,129,142	8.2%	75,075,915	2,219	178,143,105	1,052	86,572,919	\$5.42

Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

## Total Industrial Market Statistics\*

Year-End 2017

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2017 4q	431,683	15,612,927,882	748,693,724	776,665,173	5.0%	63,178,552	327	49,890,323	1,133	212,665,872	\$7.14
2017 3q	431,348	15,560,529,373	759,766,400	788,321,492	5.1%	56,354,116	357	57,530,412	1,206	222,867,580	\$6.90
2017 2q	430,993	15,501,944,237	759,076,513	786,102,377	5.1%	60,489,922	381	50,586,900	1,303	222,099,728	\$6.80
2017 1q	430,635	15,453,516,768	770,764,439	798,608,983	5.2%	51,028,236	426	56,247,578	1,343	222,648,836	\$6.69
2016 4q	430,262	15,401,771,524	769,425,937	797,988,028	5.2%	68,206,632	344	52,576,481	1,384	223,824,374	\$6.59
2016 3q	429,975	15,350,494,969	786,255,672	814,869,805	5.3%	91,743,148	301	59,332,675	1,378	212,363,041	\$6.53
2016 2q	429,761	15,296,507,390	824,782,138	852,618,984	5.6%	54,957,933	262	42,963,438	1,266	208,757,003	\$6.43
2016 1q	429,581	15,260,324,121	844,537,543	871,329,646	5.7%	55,812,974	379	46,505,545	1,090	189,210,852	\$6.34
2015	429,320	15,221,576,201	862,972,756	888,398,812	5.8%	250,460,231	1,127	166,101,754	1,096	181,364,633	\$6.23
2014	428,661	15,087,962,286	980,240,548	1,005,060,280	6.7%	243,572,770	861	139,721,288	867	142,200,428	\$5.93
2013	428,262	14,990,256,375	1,124,388,478	1,150,895,533	7.7%	190,854,801	610	85,017,904	689	117,745,830	\$5.75
2012	427,952	14,941,187,862	1,257,041,692	1,292,686,471	8.7%	130,527,100	510	51,375,993	462	63,606,739	\$5.51
2011	427,674	14,914,948,232	1,355,820,552	1,396,973,841	9.4%	128,647,365	427	35,402,420	433	39,029,155	\$5.42
2010	427,401	14,897,309,332	1,454,769,043	1,507,977,460	10.1%	24,810,635	509	30,739,098	409	33,386,239	\$5.46
2009	426,945	14,882,979,909	1,455,964,131	1,518,446,306	10.2%	(149,624,325)	1,287	94,289,839	521	30,362,634	\$5.75
2008	425,560	14,791,734,288	1,222,490,441	1,277,582,673	8.6%	80,265,426	2,804	194,396,013	1,313	96,279,567	\$6.29

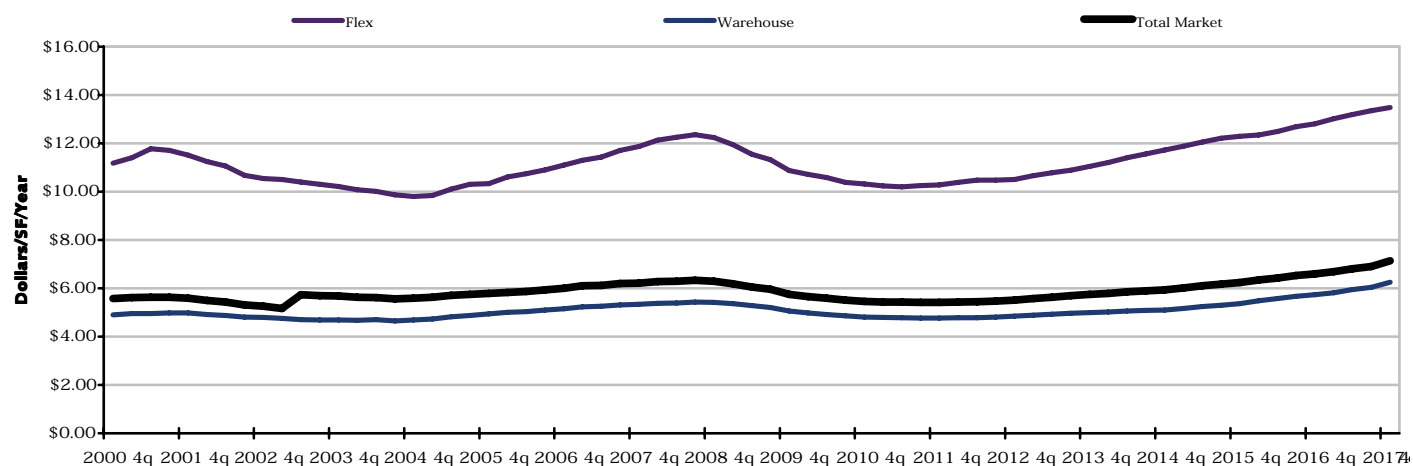
Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

## National Industrial Market



Leasing Activity

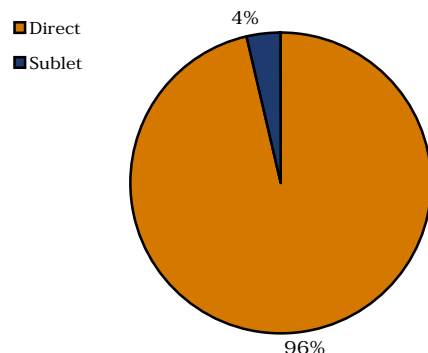
## Historical Rental Rates\*



Source: CoStar Property® \* Select markets included in this historical chart - see Methodology page.

## Vacancy by Available Space Type

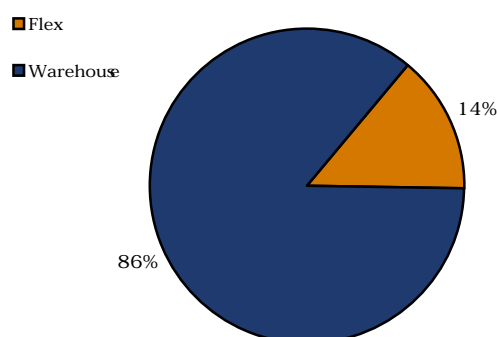
Percent of All Vacant Space in Direct vs. Sublet



Source: CoStar Property®

## Vacancy by Building Type

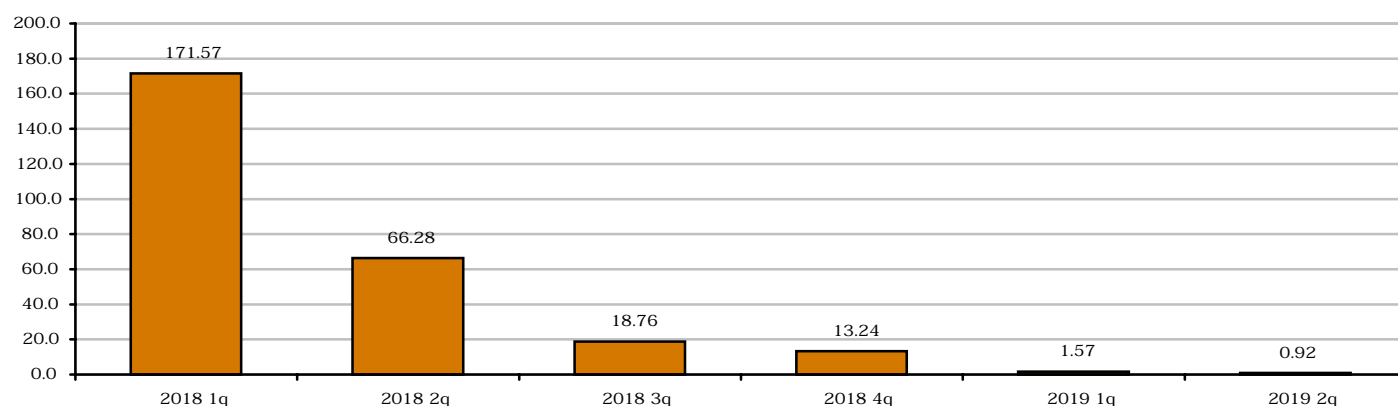
Percent of All Vacant Space by Building Type



Source: CoStar Property®

## Future Space Available

Space Scheduled to be Available for Occupancy in the Future\*



\* includes Under Construction Spaces

Source: CoStar Property®



# National Industrial Market

Leasing Activity

## Select Top Industrial Leases Based on Leased Square Footage For Deals Signed in 2017

Building	Market	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1 171 River Road	Northern New Jersey	725,400	4th	Best Buy	Colliers International	Cushman & Wakefield
2 2203 Sherrill Dr*	Charlotte	639,000	4th	Geodis	N/A	JLL
3 3282 E Holmes Rd	Memphis	615,000	4th	Amazon.com	Newmark Memphis	Newmark Memphis
4 2027 Harpers Way*	Los Angeles	559,000	4th	Virco	N/A	The Klabin Company
5 LogistiCenter at Las Vegas Boulevard	Las Vegas	546,480	4th	LogistiCenter at Las Vegas Boulevard	N/A	Colliers International
6 Prologis Ports	Northern New Jersey	540,000	4th	Allied Beverage Group	N/A	JLL
7 Chino South Business Park - Bldg B	Inland Empire (California)	534,390	4th	NFI	N/A	John Hancock Real Estate
8 Midland Logistics Center	Atlanta	505,000	4th	S&S Activewear	Cushman & Wakefield	Cushman & Wakefield of Georgia, Inc
9 ProLogis Park Cranbury S - Bldg 2	Northern New Jersey	504,428	4th	Home Depot	N/A	JLL
10 50-02 55th Ave	Long Island (New York)	475,000	4th	UPS	N/A	Solil Management Corporation
11 3680 Langley Dr	Cincinnati	423,608	4th	First Group Logistics	Cushman & Wakefield	Cushman & Wakefield
12 Atlas Industrial Park - 153 Gibbons Rd*	Greenville/Spartanburg	422,000	4th	The Recon Group	Binswanger	Direct Deal
13 Location Optimization Ctr - LOC 8	Northern New Jersey	410,300	4th	LG Electronics USA	Unknown	CBRE
14 Camp Creek 3201*	Atlanta	404,700	4th	CEVA Logistics	N/A	Duke Realty Corporation
15 Mason Ranch Bldg 1	Houston	373,860	4th	Rooms To Go	N/A	JLL
16 3910 Alto Ave	Las Vegas	338,520	4th	Lincoln Industrial Co.	N/A	NAI Vegas
17 9801 Blue Grass Rd	Philadelphia	332,640	4th	Dependable Distribution Service LLC	N/A	Colliers International
18 PARK130 - Bldg 1	Northern New Jersey	320,867	4th	Rema Foods	Colliers International	JLL
19 Edwards Dr	Indianapolis	320,000	4th	Ken's Foods	N/A	N/A
20 1042 Fred White Blvd	Nashville	312,000	4th	Sumitomo Tires	ProVenture	Prologis; Cushman & Wakefield
21 3212 E Blue Lick Rd	Louisville	300,840	4th	Keen Shoes	N/A	CBRE
22 ProLogis1-15SpeedwayLogistics - Bldg 2	Las Vegas	300,805	4th	Astound	N/A	CBRE
23 12293 W Gateway Blvd	El Paso	276,400	4th	SDI Technology	Direct Deal	Livingston Company
24 Sunrise Industrial Park - Building 5	Las Vegas	271,616	4th	Hand Air Express/World Pack	N/A	Colliers International
25 Carmenita Dist Center - Bldg A	Los Angeles	268,536	4th	West Coast Distribution	Lee & Associates	Fremont Associates
26 3521 Point Pleasant Rd	Cincinnati	264,000	4th	Amazon.com	N/A	Cushman & Wakefield
27 Siempre Viva Business Pk - Bldg 9*	San Diego	257,972	4th	Imperial Toy LLC	Hughes Marino	Colliers International
28 705 Tri-State Pky*	Chicago	255,418	4th	Weinman	CBRE	N/A
29 Greenwood Industrial Bldg 400*	Atlanta	254,930	4th	Viega	N/A	Cushman & Wakefield of Georgia, Inc
30 276 Old New Brunswick Road - Bldg 1	Northern New Jersey	253,580	4th	Unknown	N/A	JLL
31 7550 Wood Rd	Atlanta	247,500	4th	Andersen Windows & Doors	N/A	Cushman & Wakefield of Georgia, Inc
32 Greenspoint Business Center - Building E	Houston	244,550	4th	NFI	N/A	Cushman & Wakefield
33 2500 Enterprise Dr	Detroit	235,137	4th	USPS	Friedman Integrated Real Estate Sol	JLL
34 Carson Bayport 3 - BLDG I-3	Houston	231,875	4th	Palmer Logistics	N/A	The Carson Companies; Carson Co
35 5 Broadway Rd*	Northern New Jersey	228,109	4th	Lasar Logistics	Cushman & Wakefield	Forsgate Industrial Partners; C&W
36 700 Hudson Rd	Atlanta	218,120	4th	Rinnai	Direct Deal	JLL
37 12110 Champion Way	Cincinnati	215,334	4th	Pac World Wide	Capital Real Estate Partners, LLC	Newmark Grubb Knight & Frank
38 1600 Sequoia Dr	Chicago	213,739	4th	Magick Woods Inc	CBRE	Colliers International
39 301 Business Center - Building 300	Tampa/St Petersburg	212,900	4th	Bunzl	N/A	Cushman & Wakefield
40 1710 Little Orchard St	South Bay/San Jose	212,840	4th	CEVA Logistics	CBRE	PS Business Parks, Inc.

Source: CoStar Property®

\* Renewal

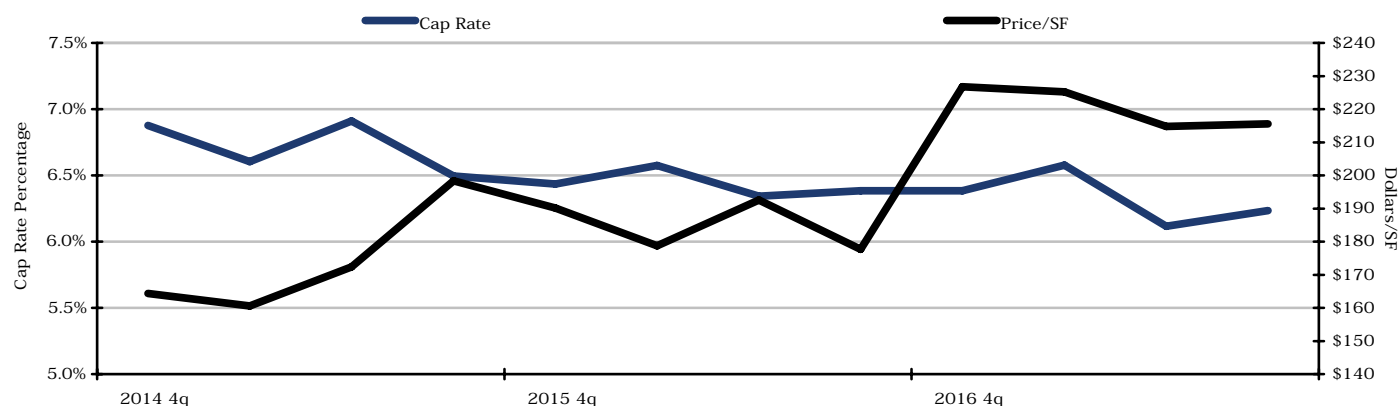
# National Industrial Market



Sales Activity

## The Optimist Sales Index

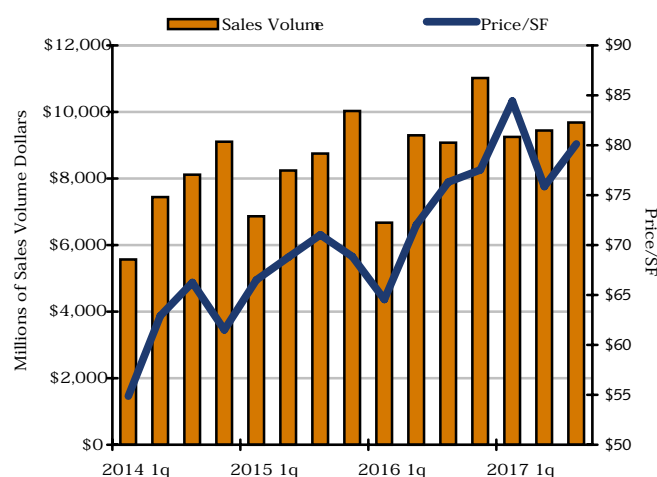
Average of Two Highest Price/SF's and Two Lowest Cap Rates From Each Region



Source: CoStar COMPS®

## Sales Volume & Price

Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## Sales Analysis by Building Size

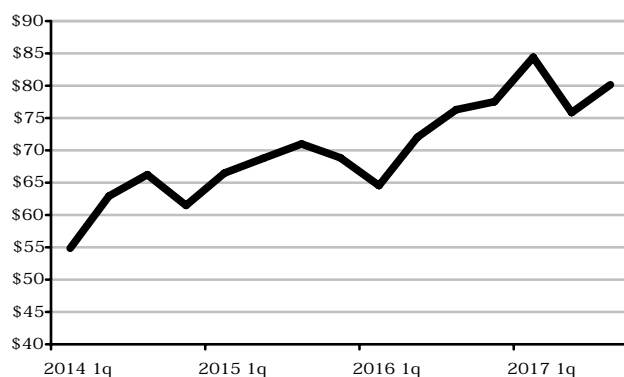
Based on Industrial Bldg Sales From Oct. 2016 - Sept. 2017

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 25,000 SF	4,580	55,746,520	\$7,958,431,256	\$ 142.76	7.56%
25K-99K SF	2,832	138,332,923	\$12,068,442,608	\$ 87.24	7.63%
100K-249K SF	868	129,099,003	\$9,948,766,308	\$ 77.06	6.95%
>250K SF	389	199,426,857	\$13,856,528,319	\$ 69.48	4.75%

Source: CoStar COMPS®

## Historical Price/SF Average

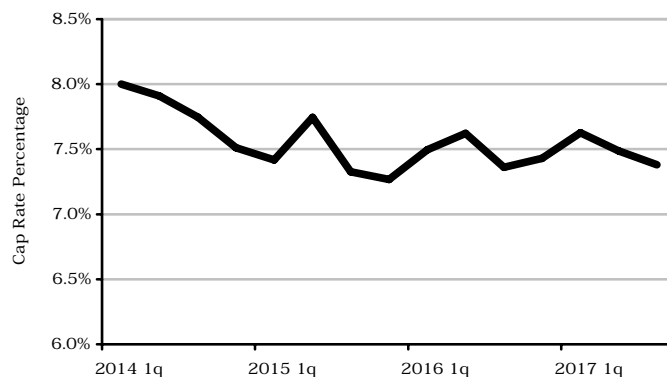
Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## Historical Cap Rate Average

Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## Select Top Sales

Based on Sales from October 2016 Through December 2017

## 1. Torrey Ridge Science Center



## San Diego

Price: **\$182,500,000**  
 Price/SF: **\$537.64**  
 Cap Rate: **6.8%**  
 RBA: **339,445**  
 Date: **10/3/2016**  
 Year Built: **N/A**  
 Buyer: **Alexandria Real Estate Equities, Inc.**  
 Seller: **Walton Street Capital LLC**

## 2. Cranbury Station Park 2-Bldg Port



## Northern New Jersey

Price: **\$168,500,000**  
 Price/SF: **\$135.78**  
 Cap Rate: **4.27%**  
 RBA: **1,240,967**  
 Date: **10/24/2017**  
 Year Built: **2016**  
 Buyer: **Clarion Partners**  
 Seller: **Alfieri LLC**

## 3. Underwood Business Park



## Houston

Price: **\$155,000,000**  
 Price/SF: **\$71.59**  
 Cap Rate: **6.1%**  
 RBA: **2,165,200**  
 Date: **2/15/2017**  
 Year Built: **2009**  
 Buyer: **Hines**  
 Seller: **BlackRock**

## 4. Hampshire/AEW 7-Bldg Port



## Northern New Jersey

Price: **\$146,850,000**  
 Price/SF: **\$120.55**  
 Cap Rate: **5.25%**  
 RBA: **1,218,164**  
 Date: **5/25/2017**  
 Year Built: **1966**  
 Buyer: **AEW Capital Management**  
 Seller: **The Hampshire Companies LLC**

## 5. Safari Business Center



## Inland Empire (California)

Price: **\$141,200,000**  
 Price/SF: **\$124.06**  
 Cap Rate: **4.11%**  
 RBA: **1,138,119**  
 Date: **5/24/2017**  
 Year Built: **1988**  
 Buyer: **Rexford Industrial**  
 Seller: **American Realty Advisors**

## 6. 2660-2690 SE Mailwell Dr



## Portland

Price: **\$112,315,000**  
 Price/SF: **\$96.69**  
 Cap Rate: **6%**  
 RBA: **1,161,627**  
 Date: **12/8/2016**  
 Year Built: **1980**  
 Buyer: **Lincoln Property Company**  
 Seller: **Washington Real Estate Holdings LLC**

## 7. 600 Principio Pky W



## Baltimore

Price: **\$112,000,000**  
 Price/SF: **\$97.49**  
 Cap Rate: **5.13%**  
 RBA: **1,148,890**  
 Date: **9/15/2017**  
 Year Built: **2017**  
 Buyer: **Clarion Partners**  
 Seller: **Trammell Crow Company**

## 8. Port Union Commerce Park



## Cincinnati

Price: **\$102,100,000**  
 Price/SF: **\$61.99**  
 Cap Rate: **5.55%**  
 RBA: **1,646,914**  
 Date: **7/20/2017**  
 Year Built: **2015**  
 Buyer: **Clarion Partners**  
 Seller: **Founders Properties, LLC**

## 9. Northgate Industrial Portfolio



## Inland Empire (California)

Price: **\$95,600,000**  
 Price/SF: **\$93.24**  
 Cap Rate: **4.58%**  
 RBA: **1,025,324**  
 Date: **11/27/2017**  
 Year Built: **2009**  
 Buyer: **Westcore Properties**  
 Seller: **Bentall Kennedy**