## TOTAL INDUSTRIAL MARKET STATISTICS

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Vacancy Rate</th>
<th>Avg. SF Rental Rates</th>
<th>GRS</th>
<th>Net SF Absorption</th>
<th>SF Inventory</th>
<th>SF Under Construction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q4 2019</td>
<td>3.50%</td>
<td>$6.77</td>
<td></td>
<td>1,598,431</td>
<td>585,793,574</td>
<td>5,417,627</td>
</tr>
<tr>
<td>Q3 2019</td>
<td>3.50%</td>
<td>$6.76</td>
<td></td>
<td>998,443</td>
<td>584,328,551</td>
<td>6,369,621</td>
</tr>
<tr>
<td>Q2 2019</td>
<td>3.50%</td>
<td>$6.70</td>
<td></td>
<td>1,227,849</td>
<td>583,353,827</td>
<td>4,205,439</td>
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<tr>
<td>Q1 2019</td>
<td>3.30%</td>
<td>$6.62</td>
<td></td>
<td>396,802</td>
<td>583,593,365</td>
<td>4,133,230</td>
</tr>
<tr>
<td>Q4 2018</td>
<td>3.50%</td>
<td>$6.54</td>
<td></td>
<td>4,020,165</td>
<td>584,769,082</td>
<td>4,208,203</td>
</tr>
</tbody>
</table>

## LARGEST DELIVERIES

- **Address**: 4400 Giddings Rd, **Submarket/City**: Auburn Hills, **SF**: 100,000, **Developer**: J.B. Donaldson
- **Address**: 1420 E. Ten Mile Rd, **Submarket/City**: Hazel Park, **SF**: 651,610, **Developer**: Ashley Capital LLC
- **Address**: 8500 Enterprise Dr, **Submarket/City**: Allen Park, **SF**: 160,393, **Developer**: Time Equities Inc.

## LARGEST UNDER CONSTRUCTION

- **Address**: 42000 Ecorse Rd, **Submarket/City**: Van Buren Township, **SF**: 659,404, **Delivery Date**: Aug 2020
- **Address**: 14200 Haggerty Rd, **Submarket/City**: Plymouth, **SF**: 300,000, **Delivery Date**: Dec 2020
- **Address**: 18 1/2 Mile Rd, **Submarket/City**: Sterling Heights, **SF**: 100,000, **Delivery Date**: Sept 2020

## SIGNIFICANT LEASE DEALS

- **Address**: 18640 Toledo Rd, **Submarket/City**: Brownstown, **Square Feet**: 78,822, **Tenant**: K&M Express, LLC
- **Address**: 5900 Brighton Pines Ct, **Submarket/City**: Howell, **Square Feet**: 60,000, **Tenant**: Masonite International
- **Address**: 6775 Brandt St, **Submarket/City**: Romulus, **Square Feet**: 52,700, **Tenant**: Wartech Engineering LLC

## SIGNIFICANT BUILDING SALES

- **Address**: 3300 University Dr, **City**: Auburn Hills, **Sale Value**: $8,350,000, **Type of Sale**: Investment, **PPSF**: $65.23, **SF**: 128,000, **Class**: Class B, **Buyer**: Wescast Industries, Inc., **Seller**: Burton-Katzman Dev Co
- **Address**: 12707 Eckles Rd, **City**: Plymouth, **Sale Value**: $2,990,000, **Type of Sale**: Investment, **PPSF**: $70.69, **SF**: 42,300, **Class**: Class C, **Buyer**: AIC Ventures, **Seller**: First Industrial Realty Tr
- **Address**: 28055 Wick Rd, **City**: Romulus, **Sale Value**: $2,300,000, **Type of Sale**: Owner/User, **PPSF**: $56.80, **SF**: 40,492, **Class**: Class C, **Buyer**: Super Transport Int'l Ltd, **Seller**: Celadon Trucking Service

## JON SAVOY, President

Southeast Michigan has enjoyed a decade of prosperity surrounding the revitalization of downtown Detroit led by Dan Gilbert. Detroit is projected to add 5 million square feet of inventory by 2021, much of that distribution focused. The GM strike has recently been resolved, a relief to smaller automotive suppliers. High costs of construction, due to the international trade war as well as labor shortages, have resulted in limited inventory, therefore increasing the value of existing facilities. In the fourth quarter of 2019, Amazon announced plans for a five-story, 3,700,000 square foot distribution center on the former Pontiac Silverdome site in Pontiac, a result of the pressure it faces to continue to meet its shipping model. Developers continue to build large distribution centers that can be divided into multiple units.