

MARKETBEAT

U.S. Industrial Snapshot Q3 2015



U.S. INDUSTRIAL

Employment Indicators

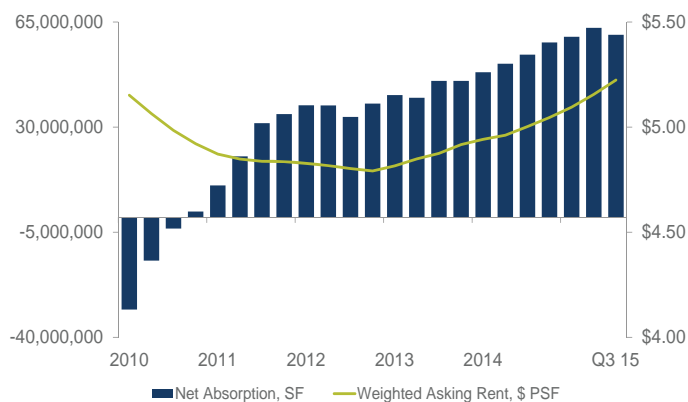
	Q3 14	Q3 15	12-Month Forecast
Total Nonfarm Employment	139.4M	142.2M	▲
Industrial Employment	23.3M	23.6M	▲
Unemployment	6.1%	5.2%	▼

Market Indicators

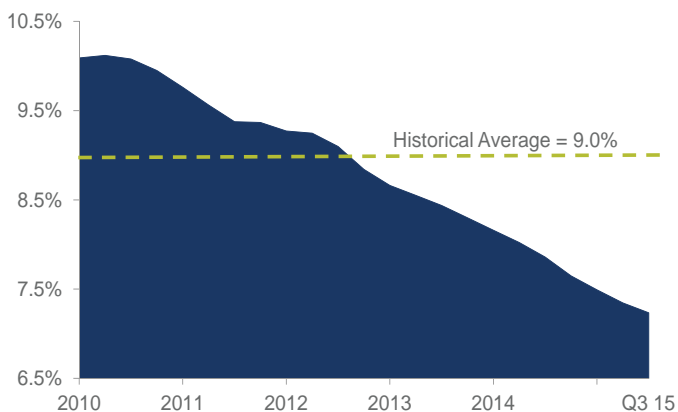
	Q3 14	Q3 15	12-Month Forecast
Overall Vacancy	8.3%	7.4%	▼
Net Absorption	67.2M	57.9M	▲
Under Construction	160.9M	182.3M	▲
Weighted Asking Rent (NNN)	\$5.10	\$5.34	▲

Net Absorption/Rent NNN

4Q TRAILING AVERAGE



Overall Vacancy



Economy

Despite concerns about slower growth in China and increased volatility in the U.S. and global financial markets, the U.S. economy maintained its trajectory of steady and modest growth in the third quarter. Nonfarm job creation is on track to increase at a rate of 2.1% in 2015—its fastest pace in 15 years. As more Americans found work, new home construction and sales of existing homes have vastly improved. This bodes well for the industrial sector as a boost in housing typically translates into greater demand for warehouse space to store building materials. Moreover, housing also has a multiplier impact on consumer spending via the wealth effect.

Market Overview

Healthy industrial fundamentals can still be found across the nation and the industrial sector continues to perform strongly, however, despite the slowdown in economic activity in some areas of the country. Net absorption of 57.9 million square feet (msf) in the third quarter reflected this strength, and brought the year-to-date occupancy gain in industrial properties to 173.1 msf. This puts the U.S. industrial sector on track to have another record-setting year in terms of demand for space. Significant demand, space absorption and low vacancies continue to put upward pressure on rents in most major industrial hubs. The weighted average U.S. rental rate reached \$5.34 NNN in the third quarter, a year-over-year increase of 4.8%. About 70% of all markets are experiencing positive rental growth, and 45% have seen year-over-year growth above 5% with double-digit gains in 14 markets.

The nationwide average vacancy of 7.4% clearly reflects the fact that market-level supply pipelines, though growing, are still below the pace of demand in most markets. Secondary markets have seen an increase in development, but activity in primary markets, particularly distribution center hubs, has been stronger. There was 182.3 msf of construction underway across the country at the end of the third quarter.

Outlook

The economic environment in 2016 should support continued job gains, pushing the unemployment rate down below 5%, and improving the outlook for the American consumer. The shift toward online shopping will continue to be a leading demand driver for the industrial sector. Requirements for big-box space are common among e-commerce tenants, but there is also growing demand for smaller- and mid-size buildings. Increasing service expectations and the need to access labor are leading e-commerce companies to establish smaller infill locations around major population centers. Demand for Class A logistics product will remain strong and continue to fuel the rapid increase in construction. The need to replace aging stock should also drive a significant volume of new development. Our forecast is for net absorption to continue to outpace new supply in 2016; however, the demand/supply imbalance is expected to narrow.

Net Absorption



Overall Net Absorption	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
United States	67,214,679	69,832,212	53,876,596	61,302,664	57,927,727
Northeast	15,417,593	9,017,883	10,868,266	751,671	8,995,075
Midwest	14,468,284	14,185,781	10,044,719	12,992,438	13,509,848
South	18,419,734	27,372,952	17,772,112	23,571,098	16,807,763
West	18,909,068	19,255,596	15,191,499	23,987,457	18,615,041

U.S. Industrial Report Markets	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
Atlanta, GA	1,037,293	6,224,617	2,985,686	3,870,059	1,144,670
Austin, TX	15,743	582,323	256,247	594,625	535,220
Baltimore, MD	988,941	2,082,291	-44,448	778,856	515,020
Bellevue, WA	-54,011	-121,331	148,166	443,637	1,400,803
Binghamton, NY	29,000	42,713	128,847	-347,566	47,200
Birmingham, AL	294,146	439,425	112,872	152,331	-8,894
Boston, MA	958,062	639,001	69,468	-226,334	744,749
Buffalo, NY	n/a	n/a	n/a	n/a	n/a
Charleston, SC	646,286	303,858	927,823	965,661	593,087
Charlotte, NC	1,198,912	-105,703	-178,760	-96,289	443,913
Chicago, IL	5,448,310	3,473,748	2,354,963	3,932,839	5,161,780
Cincinnati, OH	631,603	698,644	2,334,169	1,197,258	1,046,595
Cleveland, OH	891,638	937,723	19,991	1,288,175	264,832
Colorado Springs, CO	n/a	n/a	301,296	291,924	197,926
Columbus, OH	1,746,014	-82,247	-500,772	1,402,273	316,303
Dallas/Fort Worth, TX	2,232,785	3,243,044	5,360,532	4,526,621	1,065,913
Dayton, OH	301,949	2,389,613	49,767	191,162	859,296
Denver, CO	790,763	2,056,618	823,744	893,754	717,454
Detroit, MI	-377,699	739,803	990,983	557,248	1,311,308
East Bay, CA	1,471,696	683,023	332,910	1,160,381	247,894
El Paso, TX	n/a	n/a	11,941	194,337	683,500
Fort Myers/Naples FL	551,455	-124,379	-57,075	165,607	46,788
Fredericksburg, VA	38,045	-7,600	94,304	183,804	53,829
Ft. Lauderdale, FL	160,388	566,527	441,595	25,500	599,357
Greater Los Angeles	1,426,493	4,618,811	2,726,914	2,635,706	3,286,060
Greenville, SC	41,807	2,107,933	874,210	729,174	1,011,049
Hampton Roads, VA	-17,601	499,398	571,725	686,350	579,468
Hartford, CT	-103,215	724,156	1,732,588	-281,503	123,423
Houston, TX	2,787,290	2,203,125	2,033,276	832,255	1,963,076
Indianapolis, IN	1,420,748	2,001,103	1,499,290	987,637	1,071,505
Inland Empire CA	6,967,854	4,387,163	3,334,878	9,256,882	3,696,359
Jacksonville, FL	477,664	14,378	-62,843	799,162	702,265
Kansas City, MO	1,981,595	1,129,525	1,467,833	632,888	1,072,542
Lakeland, FL	1,133,037	188,254	83,368	232,011	144,250
Las Vegas, NV	800,334	659,285	1,132,600	1,808,833	767,457
Long Island, NY	44,150	38,025	514,710	-1,101,376	-810,758
Louisville, KY	1,741,430	1,036,456	651,291	-194,746	1,393,205
Memphis, TN	889,476	2,506,028	1,028,887	3,322,321	2,186,850
Miami, FL	514,166	682,668	530,266	672,037	219,743
Milwaukee, WI	829,335	932,633	864,523	923,899	144,626
Minneapolis, MN	645,260	538,252	753,691	624,161	1,596,352
Nashville, TN	1,676,014	592,599	303,183	915,555	1,156,109

Net Absorption



Overall Net Absorption	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
New Haven, CT	235,249	243,325	-149,034	151,752	119,205
New Jersey - Central	2,829,480	1,133,904	2,222,988	1,253,087	2,679,091
New Jersey - Northern	1,003,312	929,997	277,682	577,578	691,309
Oklahoma City, OK	176,394	224,569	25,816	82,128	-91,810
Omaha, NE	102,630	454,929	112,947	-69,779	38,928
Orange County, CA	746,527	859,657	129,270	1,035,900	688,442
Orlando, FL	448,011	1,543,405	372,494	1,018,380	845,053
Palm Beach County, FL	16,705	48,539	-119,665	67,920	136,156
PA I-81/I-78 Distribution Corridor	6,155,852	5,049,012	2,481,317	1,307,490	3,888,287
Philadelphia, PA	2,376,973	805,858	2,212,871	-711,638	1,973,879
Phoenix, AZ	1,867,206	1,034,203	2,041,494	1,601,101	821,688
Pittsburgh, PA	709,991	-727,121	654,849	-49,004	40,733
Portland, OR	771,533	940,911	947,124	864,706	919,682
Providence, RI	62,148	112,083	n/a	n/a	n/a
Raleigh/Durham, NC	-8,257	284,262	238,852	355,348	24,322
Richmond, VA	1,812	981,326	405,523	76,229	25,781
Roanoke, VA	-70,431	267,522	266,657	1,207,189	25,510
Rochester, NY	736,924	57,064	589,707	-746,878	-386,210
Sacramento, CA	1,283,505	568,351	976,364	147,810	461,097
Salt Lake City, UT	622,880	330,609	454,470	36,315	977,088
San Antonio, TX	-465,310	115,526	146,396	-227,216	-86,323
San Diego, CA	386,294	1,099,020	908,093	127,384	1,072,702
San Francisco North Bay, CA	740	87,760	101,006	-129,763	288,234
San Francisco Peninsula, CA	211,324	101,735	115,025	-47,595	-25,644
San Jose, CA	331,389	547,850	-51,013	158,198	367,824
Savannah, GA	n/a	520,435	n/a	655,960	n/a
Seattle, WA**	740,687	1,109,216	439,442	2,995,775	443,811
Southern New Hampshire	81,659	-79,106	132,912	852,372	-179,494
St. Louis, MO	846,901	972,055	97,334	1,324,677	625,781
St. Petersburg/Clearwater, FL	-35,019	-160,633	240,822	-51,479	-47,209
Stockton/Tracy, CA	360,000	148,235	38,979	651,363	1,873,194
Suburban MD	-29,804	405,234	150,085	418,368	177,624
Suburban VA	-27,786	33,660	-6,187	151,208	122,019
Syracuse, NY	298,008	48,972	-639	73,691	63,661
Tampa, FL	1,449,232	-149,875	31,380	459,123	600,781
Tucson, AZ	183,854	144,480	290,737	55,146	412,970
Tulsa, OK	556,910	223,740	95,859	2,709	47,441

Vacancy Rates



Overall Vacancy Rate	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
United States	8.3%	8.0%	7.9%	7.7%	7.4%
Northeast	9.7%	9.5%	9.3%	9.4%	9.2%
Midwest	7.3%	7.1%	6.7%	6.7%	6.5%
South	8.6%	8.2%	8.3%	7.9%	7.8%
West	7.1%	6.8%	6.7%	6.4%	5.9%

U.S. Industrial Report Markets	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
Atlanta, GA	8.4%	7.9%	7.7%	7.7%	8.3%
Austin, TX	9.4%	8.7%	9.6%	8.6%	6.9%
Baltimore, MD	8.3%	8.3%	8.5%	8.5%	8.3%
Bellevue, WA	10.3%	10.5%	10.2%	9.5%	6.5%
Binghamton, NY	9.8%	9.6%	9.1%	11.3%	11.1%
Birmingham, AL	15.9%	13.1%	12.2%	11.1%	11.7%
Boston, MA	11.5%	11.0%	10.7%	10.8%	10.1%
Buffalo, NY	8.8%	8.9%	9.1%	9.2%	8.7%
Charleston, SC	8.0%	6.8%	6.3%	5.9%	6.7%
Charlotte, NC	7.8%	8.0%	8.1%	8.3%	8.2%
Chicago, IL	6.6%	6.7%	6.5%	6.8%	6.4%
Cincinnati, OH	5.6%	5.4%	4.6%	4.4%	4.6%
Cleveland, OH	6.9%	6.2%	6.0%	5.5%	5.4%
Colorado Springs, CO	n/a	n/a	8.8%	7.2%	7.7%
Columbus, OH	7.1%	6.7%	6.5%	5.5%	6.6%
Dallas/Fort Worth, TX	8.0%	8.4%	8.3%	7.4%	7.7%
Dayton, OH	12.5%	11.8%	10.0%	10.0%	9.7%
Denver, CO	4.4%	3.9%	3.8%	3.7%	3.6%
Detroit, MI	10.6%	10.4%	10.1%	10.0%	9.5%
East Bay, CA	4.5%	4.4%	4.1%	3.5%	3.6%
El Paso, TX	n/a	n/a	13.0%	12.6%	12.0%
Fort Myers/Naples FL	6.3%	6.2%	6.1%	6.6%	6.2%
Fredericksburg, VA	13.2%	12.7%	13.5%	11.9%	12.6%
Ft. Lauderdale, FL	7.7%	7.3%	6.5%	6.6%	6.0%
Greater Los Angeles	3.8%	3.4%	3.3%	3.0%	2.7%
Greenville, SC	7.4%	6.9%	7.5%	7.4%	7.3%
Hampton Roads, VA	7.2%	7.3%	7.0%	6.9%	6.5%
Hartford, CT	14.1%	13.3%	13.0%	12.8%	12.7%
Houston, TX	5.6%	5.6%	5.7%	5.7%	5.4%
Indianapolis, IN	4.9%	5.1%	5.3%	5.3%	5.2%
Inland Empire CA	6.7%	6.3%	6.1%	5.7%	6.0%
Jacksonville, FL	9.7%	9.8%	10.2%	9.4%	8.8%
Kansas City, MO	7.6%	7.7%	7.4%	8.1%	7.7%
Lakeland, FL	4.4%	3.7%	3.3%	3.8%	4.1%
Las Vegas, NV	9.1%	7.9%	7.3%	6.6%	6.3%
Long Island, NY	9.1%	9.2%	8.0%	8.9%	9.2%
Louisville, KY	5.4%	5.4%	5.6%	5.9%	5.6%
Memphis, TN	14.3%	14.0%	13.1%	10.9%	10.6%
Miami, FL	6.6%	6.7%	6.4%	6.3%	6.1%
Milwaukee, WI	6.1%	5.7%	5.6%	5.1%	4.8%
Minneapolis, MN	10.6%	10.1%	9.8%	10.9%	9.7%
Nashville, TN	6.8%	6.5%	6.4%	6.1%	5.5%

Vacancy Rates



Overall Vacancy Rate	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
New Haven, CT	14.5%	13.9%	13.7%	12.9%	12.7%
New Jersey - Central	9.0%	8.8%	8.4%	8.0%	7.4%
New Jersey - Northern	7.5%	7.5%	7.7%	7.2%	7.0%
Oklahoma City, OK	6.7%	5.7%	6.2%	6.3%	6.2%
Omaha, NE	2.9%	3.0%	2.7%	2.9%	2.7%
Orange County, CA	3.8%	3.7%	3.8%	3.5%	3.0%
Orlando, FL	8.8%	8.5%	8.1%	7.9%	7.5%
Palm Beach County, FL	6.3%	6.2%	5.7%	5.5%	4.9%
PA I-81/I-78 Distribution Corridor	5.8%	5.2%	4.4%	5.4%	5.0%
Philadelphia, PA	4.7%	4.7%	5.3%	6.2%	5.8%
Phoenix, AZ	11.2%	11.4%	11.1%	11.2%	11.1%
Pittsburgh, PA	6.8%	7.6%	7.5%	6.8%	7.2%
Portland, OR	5.6%	5.3%	5.1%	5.3%	5.3%
Providence, RI	2.2%	2.0%	2.0%	1.7%	1.3%
Raleigh/Durham, NC	7.5%	7.2%	7.2%	6.3%	6.1%
Richmond, VA	7.8%	7.6%	8.0%	7.8%	7.7%
Roanoke, VA	12.7%	9.3%	9.2%	8.5%	8.3%
Rochester, NY	11.1%	11.1%	10.3%	11.3%	11.8%
Sacramento, CA	11.9%	11.4%	10.9%	10.9%	10.6%
Salt Lake City, UT	6.6%	6.8%	6.7%	6.7%	7.2%
San Antonio, TX	10.6%	10.9%	10.5%	11.4%	11.2%
San Diego, CA	7.1%	6.4%	6.0%	5.8%	5.3%
San Francisco North Bay, CA	7.9%	7.5%	7.0%	7.6%	6.6%
San Francisco Peninsula, CA	4.3%	4.0%	3.7%	3.8%	3.9%
San Jose, CA	5.6%	4.9%	4.9%	4.5%	4.1%
Savannah, GA	8.2%	7.1%	7.1%	5.6%	5.6%
Seattle, WA	6.4%	6.3%	5.9%	4.8%	4.3%
Southern New Hampshire	19.1%	18.6%	18.3%	17.7%	17.4%
St. Louis, MO	6.7%	6.5%	6.5%	6.3%	6.0%
St. Petersburg/Clearwater, FL	5.2%	5.5%	5.5%	5.7%	5.6%
Stockton/Tracy, CA	8.2%	8.3%	8.9%	8.0%	5.1%
Suburban MD	13.0%	12.5%	11.9%	11.7%	12.2%
Suburban VA	12.1%	12.0%	11.8%	11.7%	11.5%
Syracuse, NY	11.8%	11.6%	11.3%	11.1%	10.9%
Tampa, FL	6.7%	6.8%	7.8%	7.6%	6.7%
Tucson, AZ	11.0%	10.7%	10.2%	10.0%	9.4%
Tulsa, OK	9.0%	8.7%	8.5%	8.1%	8.3%

Overall Weighted Asking Rent	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
United States	\$5.10	\$5.12	\$5.20	\$5.28	\$5.34
Northeast	\$5.29	\$5.37	\$5.39	\$5.39	\$5.40
Midwest	\$3.39	\$3.42	\$3.55	\$3.57	\$3.66
South	\$8.13	\$8.19	\$8.24	\$8.40	\$8.52
West	\$3.59	\$3.51	\$3.62	\$3.76	\$3.78

U.S. Industrial Report Markets	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
Atlanta, GA	\$3.96	\$4.00	\$4.03	\$4.20	\$4.34
Austin, TX	\$9.00	\$9.12	\$9.36	\$9.36	\$9.84
Baltimore, MD	\$5.30	\$5.25	\$5.40	\$5.37	\$5.40
Bellevue, WA	\$9.77	\$9.48	\$9.95	\$10.08	\$9.22
Binghamton, NY	\$4.58	\$4.58	\$4.65	\$4.71	\$4.83
Birmingham, AL	\$4.36	\$4.44	\$4.49	\$4.67	\$4.69
Boston, MA	\$6.32	\$6.37	\$6.28	\$6.35	\$6.30
Buffalo, NY	\$4.66	\$4.66	\$4.13	\$4.13	\$4.13
Charleston, SC	\$4.38	\$4.42	\$4.45	\$4.55	\$4.69
Charlotte, NC	\$4.05	\$4.15	\$4.20	\$4.16	\$4.23
Chicago, IL	\$4.64	\$4.56	\$4.54	\$4.64	\$4.79
Cincinnati, OH	\$2.97	\$2.91	\$2.99	\$3.00	\$3.13
Cleveland, OH	\$3.76	\$3.75	\$3.77	\$3.78	\$3.86
Colorado Springs, CO	n/a	n/a	\$6.65	\$6.37	\$6.87
Columbus, OH	\$3.06	\$3.09	\$3.20	\$3.30	\$3.30
Dallas/Fort Worth, TX	\$5.08	\$5.12	\$4.97	\$5.00	\$5.00
Dayton, OH	\$2.55	\$2.58	\$2.56	\$2.57	\$3.01
Denver, CO	\$5.78	\$6.08	\$6.47	\$6.66	\$6.93
Detroit, MI	\$4.08	\$4.08	\$4.13	\$4.22	\$4.26
East Bay, CA	\$5.48	\$5.57	\$5.63	\$5.66	\$5.94
El Paso, TX	n/a	n/a	\$3.70	\$3.70	\$3.75
Fort Myers/Naples FL	\$5.70	\$5.57	\$5.73	\$6.10	\$6.25
Fredericksburg, VA	\$5.85	\$5.78	\$5.66	\$5.61	\$5.47
Ft. Lauderdale, FL	\$7.29	\$7.45	\$7.50	\$7.51	\$7.63
Greater Los Angeles	\$7.13	\$7.24	\$7.37	\$7.69	\$7.79
Greenville, SC	\$3.11	\$3.26	\$3.44	\$3.38	\$3.44
Hampton Roads, VA	\$4.96	\$4.97	\$4.95	\$4.96	\$4.87
Hartford, CT	\$4.24	\$4.34	\$4.31	\$4.28	\$4.21
Houston, TX	\$5.90	\$5.79	\$5.68	\$6.04	\$6.09
Indianapolis, IN	\$3.79	\$3.81	\$3.81	\$3.83	\$3.87
Inland Empire CA	\$5.15	\$5.17	\$5.19	\$5.24	\$5.38
Jacksonville, FL	\$3.98	\$3.92	\$3.90	\$4.00	\$3.91
Kansas City, MO	\$4.10	\$4.21	\$4.01	\$4.12	\$4.10
Lakeland, FL	\$4.40	\$4.54	\$4.62	\$4.64	\$4.50
Las Vegas, NV	\$6.48	\$6.48	\$6.73	\$7.02	\$7.18
Long Island, NY	\$8.17	\$8.32	\$8.78	\$8.83	\$8.87
Louisville, KY	\$3.63	\$3.69	\$3.61	\$3.61	\$3.65
Memphis, TN	\$2.79	\$2.80	\$2.47	\$2.47	\$2.53
Miami, FL	\$6.31	\$6.52	\$6.42	\$6.85	\$6.95
Milwaukee, WI	\$4.15	\$4.21	\$4.12	\$4.10	\$4.22
Minneapolis, MN	\$4.34	\$4.37	\$4.43	\$4.33	\$4.48
Nashville, TN	\$4.30	\$4.48	\$4.84	\$4.70	\$4.72

Asking Rents



Overall Weighted Asking Rent	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
New Haven, CT	\$4.73	\$4.91	\$4.95	\$4.99	\$5.08
New Jersey - Central	\$5.67	\$6.05	\$6.08	\$6.02	\$5.82
New Jersey - Northern	\$6.48	\$6.63	\$6.66	\$6.66	\$6.92
Oklahoma City, OK	\$4.60	\$4.78	\$4.71	\$4.34	\$4.03
Omaha, NE	\$4.75	\$4.78	\$5.83	\$4.21	\$5.34
Orange County, CA	\$8.87	\$8.97	\$8.98	\$9.22	\$9.42
Orlando, FL	\$5.94	\$5.85	\$5.97	\$6.13	\$6.25
Palm Beach County, FL	\$7.76	\$8.05	\$10.94	\$7.91	\$7.79
PA I-81/I-78 Distribution Corridor	\$3.86	\$4.02	\$4.10	\$4.16	\$4.07
Philadelphia, PA	\$5.01	\$4.96	\$5.02	\$4.71	\$4.76
Phoenix, AZ	\$5.28	\$5.28	\$5.40	\$5.39	\$5.40
Pittsburgh, PA	\$5.93	\$4.86	\$5.39	\$5.77	\$5.69
Portland, OR	\$6.13	\$6.27	\$6.50	\$6.54	\$6.47
Providence, RI	\$7.55	\$4.85	\$4.85	\$4.85	\$4.85
Raleigh/Durham, NC	\$4.37	\$4.38	\$4.57	\$4.55	\$4.88
Richmond, VA	\$3.99	\$4.13	\$4.34	\$4.45	\$4.43
Roanoke, VA	\$4.20	\$4.33	\$4.19	\$3.93	\$3.93
Rochester, NY	\$4.24	\$4.24	\$4.24	\$4.84	\$4.84
Sacramento, CA	\$4.44	\$4.44	\$4.56	\$4.80	\$4.80
Salt Lake City, UT	\$5.13	\$5.01	\$4.88	\$5.16	\$5.16
San Antonio, TX	\$5.74	\$5.87	\$5.83	\$5.66	\$5.76
San Diego, CA	\$6.84	\$6.96	\$7.44	\$7.80	\$8.28
San Francisco North Bay, CA	\$9.72	\$9.48	\$10.08	\$9.84	\$10.32
San Francisco Peninsula, CA	\$9.96	\$10.34	\$11.28	\$11.15	\$12.16
San Jose, CA	\$7.68	\$8.04	\$8.75	\$8.76	\$8.88
Savannah, GA	\$3.83	\$3.95	\$3.95	\$4.03	\$4.03
Seattle, WA	\$5.58	\$5.76	\$5.74	\$5.88	\$5.94
Southern New Hampshire	\$5.73	\$5.73	\$5.71	\$5.72	\$5.74
St. Louis, MO	\$4.05	\$3.99	\$4.03	\$4.20	\$4.21
St. Petersburg/Clearwater, FL	\$6.44	\$6.59	\$6.65	\$6.80	\$7.23
Stockton/Tracy, CA	\$3.77	\$3.77	\$3.65	\$3.60	\$3.60
Suburban MD	\$8.81	\$8.88	\$8.88	\$8.83	\$8.62
Suburban VA	\$10.88	\$10.79	\$10.73	\$11.09	\$10.85
Syracuse, NY	\$3.32	\$3.39	\$3.55	\$3.59	\$3.87
Tampa, FL	\$5.58	\$5.62	\$5.34	\$5.35	\$5.30
Tucson, AZ	\$6.34	\$6.40	\$6.47	\$6.47	\$6.39
Tulsa, OK	\$5.05	\$5.09	\$4.35	\$4.44	\$4.56

Inventory	Inventory	Deliveries YTD 2015	UC as of Q3 2015p
United States	13,484,056,533	124,790,917	182,312,969
Northeast	2,017,662,255	21,585,810	32,686,429
Midwest	3,376,298,378	36,916,908	53,026,318
South	5,392,989,888	51,933,451	78,949,528
West	2,637,217,837	13,054,748	17,315,944

U.S. Industrial Report Markets	Inventory	Deliveries YTD 2015	UC as of Q3 2015p
Atlanta, GA	530,410,460	8,157,556	16,454,748
Austin, TX	45,222,178	108,750	392,205
Baltimore, MD	204,823,798	852,295	994,678
Bellevue, WA	57,770,664	227,861	430,050
Binghamton, NY	17,688,409	n/a	n/a
Birmingham, AL	14,415,116	0	100,000
Boston, MA	176,983,154	0	940,000
Buffalo, NY	110,086,978	50,000	1,894,230
Charleston, SC	51,566,502	1,248,441	5,233,479
Charlotte, NC	156,313,825	1,795,973	594,420
Chicago, IL	1,150,708,705	10,187,508	10,069,042
Cincinnati, OH	275,007,642	2,466,369	3,126,145
Cleveland, OH	482,301,850	226,000	2,481,200
Colorado Springs, CO	34,092,743	0	292,303
Columbus, OH	240,278,031	3,612,288	3,159,073
Dallas/Fort Worth, TX	551,292,966	10,912,819	20,932,835
Dayton, OH	111,655,032	735,320	422,900
Denver, CO	247,751,298	1,566,389	1,566,661
Detroit, MI	299,332,957	275,000	895,720
East Bay, CA	195,733,802	1,028,704	1,397,708
El Paso, TX	51,455,980	270,000	n/a
Fort Myers/Naples FL	40,390,687	0	59,379
Fredericksburg, VA	10,112,220	16,000	0
Ft. Lauderdale, FL	94,691,706	688,517	749,543
Greater Los Angeles	1,076,147,759	2,495,573	2,283,010
Greenville, SC	186,145,960	0	4,844,000
Hampton Roads, VA	94,243,759	699,000	128,209
Hartford, CT	91,812,974	1,500,000	0
Houston, TX	385,098,839	6,341,907	10,399,753
Indianapolis, IN	252,439,240	4,895,086	1,600,000
Inland Empire CA	471,059,648	15,153,753	19,445,832
Jacksonville, FL	103,503,458	508,094	1,601,976
Kansas City, MO	199,248,032	2,706,466	4,108,648
Lakeland, FL	29,710,946	397,400	376,170
Las Vegas, NV	102,856,003	1,989,630	3,157,576
Long Island, NY	129,117,332	0	475,000
Louisville, KY	131,338,827	2,188,295	3,535,380
Memphis, TN	186,663,234	2,596,064	1,556,113
Miami, FL	160,843,601	841,008	1,076,390
Milwaukee, WI	195,431,964	1,337,601	1,411,398
Minneapolis, MN	104,934,275	2,696,530	1,899,360
Nashville, TN	196,095,738	370,905	3,108,606

Inventory	Inventory	Deliveries YTD 2015	UC as of Q3 2015p
New Haven, CT	48,432,317	0	82,251
New Jersey - Central	331,312,681	2,634,675	2,046,778
New Jersey - Northern	290,427,626	0	920,535
Oklahoma City, OK	69,522,067	345,000	1,655,395
Omaha, NE	68,349,607	399,244	811,504
Orange County, CA	281,710,879	502,882	1,267,078
Orlando, FL	109,410,639	1,313,745	839,434
Palm Beach County, FL	42,412,559	745,634	668,410
PA I-81/I-78 Distribution Corridor	237,320,372	6,970,344	12,319,667
Philadelphia, PA	283,375,803	1,898,064	5,245,342
Phoenix, AZ	302,642,401	3,991,073	4,206,215
Pittsburgh, PA	168,862,823	842,422	893,242
Portland, OR	188,465,888	1,762,862	3,110,189
Providence, RI	77,727,305	n/a	n/a
Raleigh/Durham, NC	49,910,493	160,080	715,350
Richmond, VA	90,517,421	403,060	222,800
Roanoke, VA	44,227,910	n/a	n/a
Rochester, NY	73,551,473	88,500	13,332
Sacramento, CA	134,111,126	243,147	943,738
Salt Lake City, UT	122,363,219	2,346,211	1,313,667
San Antonio, TX	38,155,019	689,115	1,448,937
San Diego, CA	159,530,676	111,638	439,638
San Francisco North Bay, CA	22,122,860	100,000	0
San Francisco Peninsula, CA	39,580,035	0	0
San Jose, CA	83,909,593	0	0
Savannah, GA	42,647,344	448,000	0
Seattle, WA	133,168,893	2,193,826	1,778,078
Southern New Hampshire	46,731,270	614,240	300,000
St. Louis, MO	238,509,655	1,148,272	3,951,821
St. Petersburg/Clearwater, FL	51,515,762	0	0
Stockton/Tracy, CA	48,856,682	1,196,000	1,001,378
Suburban MD	47,338,763	764,781	1,024,300
Suburban VA	47,314,800	0	610,400
Syracuse, NY	42,647,344	0	155,000
Tampa, FL	80,459,780	165,000	0
Tucson, AZ	40,246,981	270,000	800,000
Tulsa, OK	59,888,175	1,300,000	334,750

About Cushman & Wakefield

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenues of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (branded C&W Services), global occupier services, investment & asset management (branded DTZ Investors), project & development services, tenant representation and valuation & advisory. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter.

U.S Research

Tel: +1 202 463 2100

cushmanwakefield.com

Methodology

Cushman & Wakefield's quarterly estimates are derived from a variety of data sources, including its own proprietary database, and historical data from third party data sources. The market statistics are calculated from a base building inventory made up of office properties deemed to be competitive in the local office markets. Generally, owner-occupied and federally-owned buildings are not included. Single tenant buildings and privately-owned buildings in which the federal government leases space are included. Older buildings unfit for occupancy or ones that require substantial renovation before tenancy are generally not included in the competitive inventory. The inventory is subject to revisions due to resampling. Vacant space is defined as space that is available immediately or imminently after the end of the quarter. Sublet space still occupied by the tenant is not counted as available space. The figures provided for the current quarter are preliminary, and all information contained in the report is subject to correction of errors and revisions based on additional data received.

Explanation of Terms

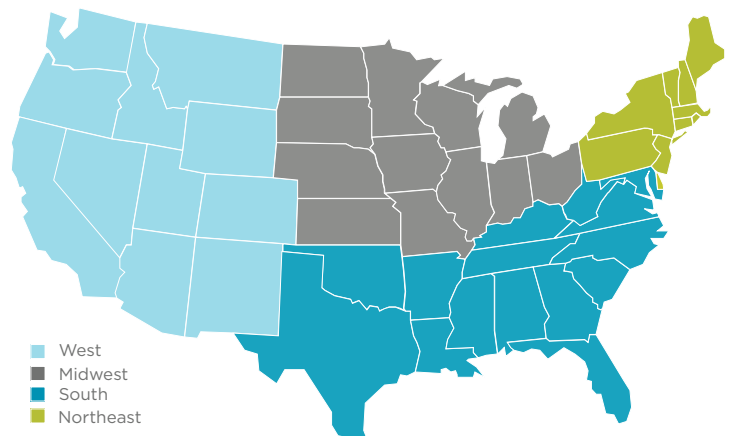
Total Inventory: The total amount of office space (in buildings of a predetermined size by market) that can be rented by a third party.

Vacancy Rate: The amount of unoccupied space (new, relet, and sublet) expressed as a percentage of total inventory.

Absorption: The net change in occupied space between two points in time. (Total occupied space in the present quarter minus total occupied space from the previous quarter, quoted on a net, not gross, basis.)

Weighted Asking Rents: NNN average asking rents.

Regional Map



Disclaimer

As you are probably aware, on September 1 the successful merger between Cushman & Wakefield and DTZ was finalized, creating one of the world's largest real estate services firms. We are currently going through the process of merging both legacy Cushman & Wakefield and DTZ datasets, and the preliminary results of the initial effort to merge the two data sets are reported in our Q3 indicators.

We also expect to deliver Q4 consistent with historical deliverables, with a transition to a merged dataset being delivered for Q1 2016. This enhanced dataset may differ from what you have received in the past.

We believe the changes we are making following the integration will result in a more robust and comprehensive dataset for you. If you have any issues once you receive first quarter results, we'd be happy to discuss other options. Your satisfaction is our top priority.

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