

# MARKETBEAT

## U.S. Industrial

### Q2 2019



#### U.S. INDUSTRIAL

##### Employment Indicators

|                          | Q2 18  | Q2 19  | 12-Month Forecast |
|--------------------------|--------|--------|-------------------|
| Total Nonfarm Employment | 148.7M | 151.1M | ▲                 |
| Industrial Employment    | 32.5M  | 33.2M  | ▲                 |
| Unemployment             | 3.9%   | 3.6%   | ▼                 |

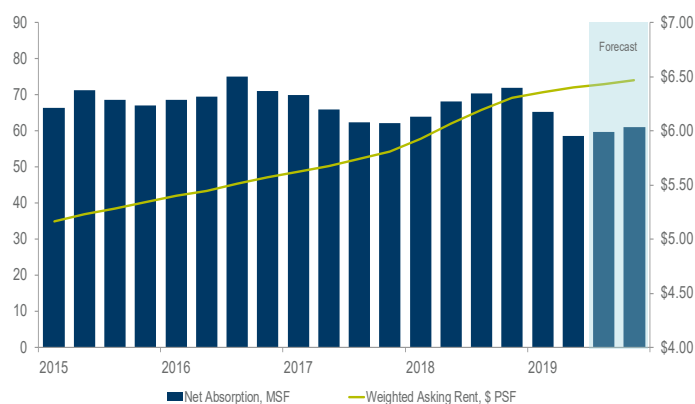
Source: BLS

##### Market Indicators

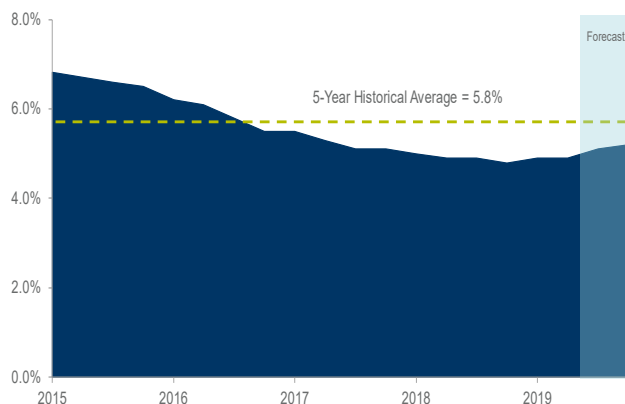
|                            | Q2 18  | Q2 19  | 12-Month Forecast |
|----------------------------|--------|--------|-------------------|
| Overall Vacancy            | 4.9%   | 4.9%   | ▲                 |
| Net Absorption             | 78.3M  | 52.0M  | ▲                 |
| Under Construction         | 272.1M | 327.5M | ▼                 |
| Weighted Asking Rent (NNN) | \$6.34 | \$6.47 | ▲                 |
| Rent Growth (Yr/Yr % Chg.) | 9.7%   | 2.7%   | ▲                 |

##### Net Absorption/Rent NNN

4-QTR TRAILING AVERAGE



##### Overall Vacancy



Source: Cushman & Wakefield Research

## Demand Picks Up After Slow Start to the Year, Supply Still Constrained

U.S. industrial markets absorbed 52.0 million square feet (msf) in the second quarter of 2019, bringing absorption for the first half of the year to 88.6 msf. Note that throughout the current economic expansion, quarterly net absorption has averaged 48.8 msf, albeit often with sizeable quarter-to-quarter swings. New leasing activity for the second quarter totaled 132.7 msf—virtually unchanged from a year ago—and for the first half of the year was 256.6 msf. Seasonality continued to play a role in the second quarter of 2019. Weather conditions delayed delivery of some projects and slowed development starts, although not as aggressively as they did in the first quarter. Consequently, some tenants postponed their occupancy of leases inked in 2018 and early 2019, keeping net absorption slightly lower than in the past few years. In addition to slow production and delays, a serious lack of quality vacant space—especially in secondary and tertiary industrial markets—also restricted net occupancy growth. Net absorption in the first half of this year was relatively low compared to the first half of the past five years (average absorption was 127.3 msf), but all other market fundamentals showed strength. More than 54% of markets report leasing activity increased quarter-over-quarter, vacancy remained near historic lows and average asking rents for all industrial product reached a new nominal high of \$6.47 per square foot (psf).

**Tight conditions push rents upward:** Despite the delivery of 126.8 msf of new industrial product during the first half of the year, vacancy was anchored at 4.9% at the close of the second quarter of 2019—90 basis points (bps) below the five-year historical average of 5.8% for all product types. Vacancy rates declined or held steady over the previous 12 months in more than half of the 79 markets tracked by Cushman & Wakefield, with rates holding steady or declining further in 53 markets quarter-over-quarter. The tightest U.S. markets include Savannah, Los Angeles, Orange County and Central New Jersey, all of which have headline vacancy rates under 2.5%. Echoing the tight conditions of the overall market, logistics-related vacancy declined 10 bps over the quarter. With a 5.2% vacancy rate, warehouse/distribution space continues to be a hot commodity among occupiers. The tightening vacancy powered rent growth during the second quarter of the year. U.S. industrial rents increased 2.7% from the second quarter of 2018 to the second quarter of 2019 year-over-year (YOY). Notably, warehouse/distribution rents rose 7.0% YOY to \$5.81 per square foot (psf) in the second quarter of 2019. The West and Midwest recorded the strongest YOY rent gains at 8.0% and 1.7%, respectively. Among the U.S. markets, rents rose in 48 markets with 13 markets registering double-digit gains YOY.

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## U.S. Industrial

### Q2 2019

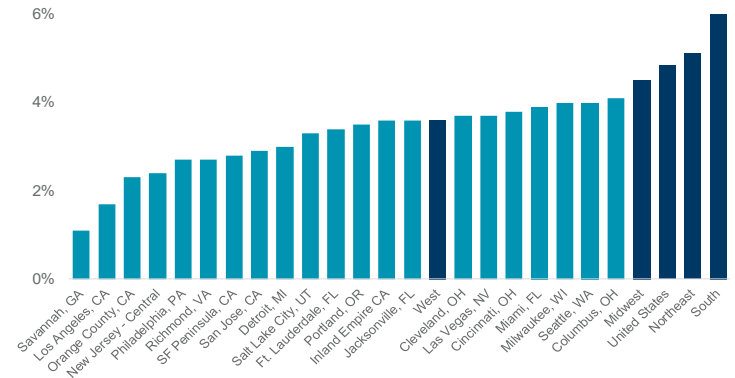


**Development pipeline expands:** Construction starts in the second quarter of 2019 increased 20.3% YOY, with 36 markets experiencing an uptick. The increasingly specialized nature of fulfillment center design and the scarcity of modern, functional space in some markets are prompting more new development. There is currently 327.5 msf of industrial product under construction of which 224.9 msf (68.7%) is speculative and 102.6 msf (31.3%) is build-to-suit. The industrial pipeline is at a record high with 36.8% more space under construction than the three-year average of 239.4 msf. The largest growth in overall construction activity was in the Midwest where the development pipeline increased 38.2% YOY. In the South, construction activity rose 31.1% YOY. Eight markets have more than 10 msf in their respective pipelines. Inland Empire, Dallas/Fort Worth, the Pennsylvania I-81 & I-78 Distribution Corridor, Houston, Atlanta, Chicago, Greenville and Indianapolis combined account for nearly half (49%) of the current development pipeline. Although construction is at its highest volume on record, there are still no major signs of overbuilding in the U.S. industrial market. Until this year, supply and demand have remained in check, proof that despite the high volumes markets are showing restraint.

**U.S. economy powering through volatility:** Despite a decline in consumer confidence in June, slowing growth in major global economies, ongoing trade disputes, uncertainty surrounding the imposition of U.S. trade tariffs on imports from China, effects of USMCA, mixed messages from the Fed on monetary policy, and a volatile equity market—just to name a few factors—the U.S. economy continues to expand at a healthy rate. Real GDP growth in the first quarter of 2019 was 3.1%, 90 bps higher than the 2.2% growth rate in the fourth quarter of 2018. For 2019 Cushman & Wakefield forecasts real GDP growth in the mid-2% range—a moderation from the 2.9% annual growth rate in 2018, but still a healthy backdrop for commercial real estate—with recent economic indicators suggesting risks to the upside.

### Vacancy Anchored Near Historic Lows

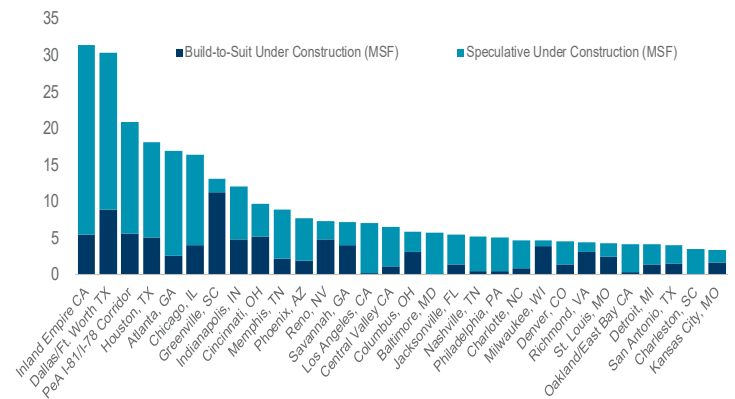
#### LIMITED AVENUES FOR GROWTH IN MANY MARKETS



Source: Cushman & Wakefield Research

### Supply Is Growing, Build-to-Suit Remains Steady

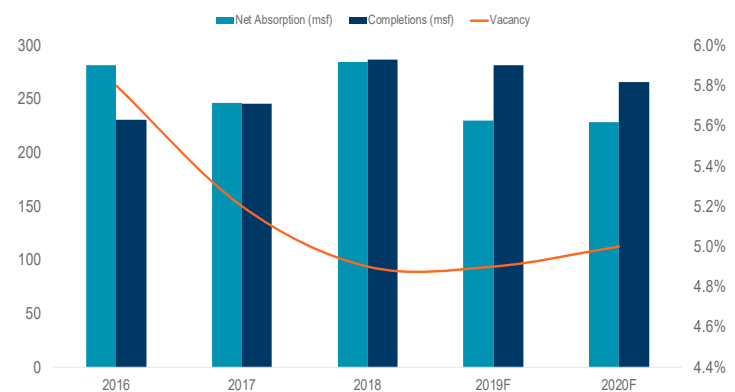
#### Q2 2019 UNDER CONSTRUCTION BY TYPE



Source: Cushman & Wakefield Research

### Moderating But Solid Growth Ahead

#### U.S. INDUSTRIAL SECTOR FUNDAMENTALS



Source: Cushman & Wakefield Research

## Outlook

- Net absorption is forecasted to surpass 200 msf in 2019 for a sixth consecutive year, with demand in all regions and all product types growing.
- Increased speculative supply will place upward pressure on vacancy. Cushman & Wakefield forecasts average annual vacancy to rise 20-to-30 bps to between 5.0% and 5.1% by year-end 2019
- Rental rate appreciation will continue, although rent growth will slowly decelerate. We expect year-over-year growth in asking rents of 4.8% in 2019 and 3.6% in 2020 for all types and classes of industrial product.
- The construction pipeline will remain robust as developers strive to get quality space into the market and alleviate the continued pressure on vacancy rates.

| Demand Indicators (Overall) | Net Absorption |            |            |            |            | Leasing Activity |
|-----------------------------|----------------|------------|------------|------------|------------|------------------|
|                             | Q2 2018        | Q3 2018    | Q4 2018    | Q1 2019    | Q2 2019p   | Q2 2019p         |
| United States               | 78,319,382     | 75,926,699 | 70,050,871 | 36,597,960 | 51,955,123 | 132,673,529      |
| Northeast                   | 8,386,743      | 9,872,241  | 5,937,597  | 4,353,893  | 9,861,905  | 21,085,624       |
| Midwest                     | 19,047,424     | 11,747,971 | 18,140,817 | 11,480,318 | 13,613,921 | 26,711,019       |
| South                       | 33,640,911     | 30,805,975 | 30,566,874 | 13,798,038 | 15,007,346 | 41,050,459       |
| West                        | 17,244,304     | 23,500,512 | 15,405,583 | 6,965,711  | 13,471,951 | 43,826,427       |

| U.S. Industrial Markets | Q2 2018   | Q3 2018    | Q4 2018    | Q1 2019   | Q2 2019p   | Q2 2019p   |
|-------------------------|-----------|------------|------------|-----------|------------|------------|
| Atlanta, GA             | 3,914,585 | 7,111,993  | 5,495,251  | 242,525   | 3,202,627  | 6,582,580  |
| Austin, TX              | -7,271    | 33,372     | 222,275    | -378,143  | -185,327   | 1,158,458  |
| Baltimore, MD           | 1,503,676 | 1,207,521  | 143,512    | 225,419   | 755,647    | 3,130,711  |
| Binghamton, NY          | -104,450  | -137,442   | 205,987    | 31,000    | 205,362    | 93,900     |
| Birmingham, AL          | -139,480  | 296,795    | 215,434    | 21,430    | 188,696    | 272,487    |
| Boston, MA              | -322,686  | -286,481   | 425,794    | -388,097  | 944,253    | 2,396,075  |
| Buffalo, NY             | -416,072  | 361,972    | -616,508   | -242,919  | -441,427   | 256,281    |
| Central Valley, CA      | 643,298   | 2,677,005  | -1,702,973 | 2,230,345 | 251,459    | 730,909    |
| Charleston, SC          | 3,374,054 | 1,298,366  | 910,071    | 823,264   | -399,307   | 797,821    |
| Charlotte, NC           | 1,862,756 | 936,141    | 682,510    | -212,775  | -509,195   | 1,878,122  |
| Chicago, IL             | 6,345,261 | 3,018,145  | 3,958,387  | 3,478,365 | 2,800,099  | 6,298,652  |
| Cincinnati, OH          | 1,997,518 | 1,756,119  | 1,289,395  | -117,193  | 180,374    | 969,842    |
| Cleveland, OH           | -876,635  | -682,362   | 908,040    | 1,659,071 | 47,475     | 1,366,883  |
| Colorado Springs, CO    | 307,062   | 351,356    | 225,427    | 323,573   | -41,576    | 125,102    |
| Columbus, OH            | 2,011,600 | 739,775    | 2,604,046  | 2,109,294 | 2,419,991  | 3,341,210  |
| Dallas/Ft. Worth, TX    | 8,095,382 | 4,758,858  | 7,012,973  | 5,307,574 | 5,745,741  | 4,517,986  |
| Denver, CO              | 690,454   | 1,421,289  | 3,104,987  | 388,169   | 785,821    | 2,218,994  |
| Detroit, MI             | 1,767,446 | 561,905    | 3,750,620  | 439,219   | -1,317,330 | 2,551,234  |
| El Paso, TX             | 1,917,812 | 2,022,370  | 1,637,420  | -744,694  | 367,352    | 530,699    |
| Fort Myers/Naples, FL   | -48,970   | -368,600   | 301,776    | 133,738   | 67,478     | 365,057    |
| Fredericksburg, VA      | 16,616    | 5,401      | 13,894     | 172,699   | -102,297   | 24,485     |
| Ft. Lauderdale, FL      | -125,218  | 740,788    | -296,756   | 194,302   | -18,802    | 652,307    |
| Greenville, SC          | 1,069,748 | 1,868,143  | 465,341    | 2,073,719 | -746,512   | 536,654    |
| Hampton Roads, VA       | -22,701   | -338,584   | 75,511     | -388,112  | 219,304    | 386,297    |
| Hartford, CT            | -77,021   | -1,363,863 | 2,338,553  | 100,699   | 468,515    | 920,949    |
| Houston, TX             | 1,550,170 | 1,905,652  | 1,365,054  | -122,315  | 901,007    | 3,093,573  |
| Indianapolis, IN        | 2,093,580 | 4,440,828  | 1,593,727  | 968,915   | 2,305,118  | 4,533,177  |
| Inland Empire CA        | 8,232,436 | 8,996,418  | 5,869,250  | 1,730,703 | 6,757,519  | 13,890,574 |
| Jacksonville, FL        | -107,214  | 4,171      | 695,185    | 38,190    | 98,446     | 1,679,391  |
| Kansas City, MO         | 1,895,096 | 805,447    | 2,272,848  | 1,105,262 | 3,049,358  | 3,831,483  |
| Lakeland, FL            | 612,978   | 240,843    | 534,577    | -55,790   | 160,500    | 223,070    |
| Las Vegas, NV           | 1,329,445 | 547,358    | 1,313,471  | 2,161,756 | 289,119    | 1,506,906  |
| Long Island, NY         | 251,912   | -462,724   | -706,718   | -6,244    | -266,188   | 979,516    |
| Los Angeles, CA         | 204,722   | 1,860,620  | -511,297   | -914,954  | -406,891   | 8,103,714  |
| Louisville, KY          | 3,238,055 | 2,034,662  | 2,627,307  | 1,392,888 | 738,103    | 879,580    |
| Memphis, TN             | -275,401  | 1,341,348  | 1,970,332  | 1,279,795 | 2,343,677  | 2,426,582  |
| Miami, FL               | 1,418,650 | 1,093,873  | 233,183    | 899,800   | 740,191    | 1,409,649  |
| Milwaukee, WI           | 712,238   | 79,061     | -147,195   | 1,158,275 | 1,385,190  | 476,686    |
| Minneapolis, MN         | 895,305   | 560,618    | 673,576    | 549,778   | 890,684    | 1,495,576  |
| Nashville, TN           | 1,897,965 | 1,238,630  | 726,010    | 1,901,099 | 288,229    | 3,153,074  |

| Demand Indicators (Overall)        | Net Absorption |           |           |            |            | Leasing Activity |
|------------------------------------|----------------|-----------|-----------|------------|------------|------------------|
|                                    | Q2 2018        | Q3 2018   | Q4 2018   | Q1 2019    | Q2 2019p   | Q2 2019p         |
| New Haven, CT                      | -43,970        | 208,046   | 327,445   | -73,539    | 34,631     | 375,106          |
| New Jersey - Central               | 3,458,058      | 5,446,125 | 387,392   | 460,242    | 4,735,919  | 5,885,471        |
| New Jersey - Northern              | 879,837        | 370,317   | 44,971    | 1,945,548  | -1,506,089 | 1,648,308        |
| Northern VA                        | 511,809        | 335,388   | 92,223    | 251,144    | 379,803    | 446,867          |
| NY Outer Boroughs                  | 307,057        | 648,312   | 977,500   | -526,822   | -201,144   | 624,329          |
| Oakland/East Bay, CA               | -1,538,437     | -99,908   | 685,184   | -783,592   | -342,752   | 2,406,413        |
| Omaha, NE                          | 92,488         | -53,388   | 141,772   | -139,085   | -200,241   | 314,715          |
| Orange County, CA                  | 350,319        | 382,274   | 309,866   | -1,282,691 | 147,084    | 2,435,961        |
| Orlando, FL                        | 1,318,618      | 453,619   | 819,109   | 141,766    | -506,184   | 1,028,296        |
| Palm Beach County, FL              | 138,107        | 34,941    | -23,294   | -154,561   | 22,500     | 532,352          |
| PA I-81/I-78 Distribution Corridor | 5,222,614      | 3,996,542 | 1,492,731 | 845,598    | 4,027,294  | 5,402,294        |
| Philadelphia, PA                   | -174,504       | 344,141   | 391,994   | 1,818,431  | 1,216,620  | 1,743,022        |
| Phoenix, AZ                        | 2,794,541      | 2,212,260 | 1,069,587 | 1,953,754  | 2,877,820  | 2,682,882        |
| Pittsburgh, PA                     | -1,162,742     | 3,488     | 168,921   | 102,306    | -80,187    | 177,319          |
| Portland, OR                       | 1,315,894      | 2,385,618 | 254,394   | -747,880   | -691,681   | 1,350,067        |
| Providence, RI                     | 142,176        | 61,684    | 53,000    | 115,887    | 51,793     | 51,793           |
| Puget Sound - Eastside             | 214,628        | 391,358   | 226,472   | 101,442    | 1,033,943  | 377,086          |
| Raleigh/Durham, NC                 | 184,041        | 129,296   | 250,515   | -310,477   | 424,653    | 178,499          |
| Reno, NV                           | 125,814        | 254,757   | 807,700   | 1,414,748  | 217,130    | 1,029,714        |
| Richmond, VA                       | 6,515          | 1,143,214 | 444,632   | 87,124     | 110,377    | 176,955          |
| Roanoke, VA                        | 472,350        | 54,719    | 486,982   | 227,024    | 32,696     | 100,752          |
| Rochester, NY                      | 34,455         | 981,275   | 547,631   | 226,986    | 326,122    | 116,195          |
| Sacramento, CA                     | 827,755        | 376,574   | 32,449    | 282,228    | -86,221    | 688,997          |
| Salt Lake City, UT                 | -136,573       | 715,280   | 2,265,732 | 116,375    | -40,221    | 1,343,044        |
| San Antonio, TX                    | -26,959        | 79,690    | 647,238   | 160,732    | 0          | 0                |
| San Diego, CA                      | 903,332        | 513,371   | 336,139   | 165,130    | 777,177    | 682,710          |
| San Francisco North Bay, CA        | 149,437        | 72,405    | -322,978  | 170,697    | -29,851    | 193,596          |
| San Francisco Peninsula, CA        | -219,691       | -134,821  | 84,934    | -117,642   | -445,509   | 271,261          |
| San Jose (Silicon Valley), CA      | 72,970         | -255,099  | 150,692   | -359,843   | 247,388    | 746,915          |
| Savannah, GA                       | 920,868        | 0         | 2,144,943 | -363,750   | -66,066    | 3,384,304        |
| Seattle, WA                        | 658,361        | 577,153   | 1,200,974 | 170,919    | 1,832,075  | 2,850,506        |
| Southern New Hampshire             | 135,192        | -194,820  | -129,135  | -7,035     | 90,808     | 255,710          |
| St. Louis, MO                      | 2,113,527      | 521,823   | 1,095,601 | 268,417    | 2,053,203  | 1,531,561        |
| St. Petersburg/Clearwater, FL      | 115,924        | -226,116  | 135,751   | 298,378    | -415,288   | 68,183           |
| Suburban MD                        | 173,822        | 388,158   | 306,144   | 154,166    | -37,130    | 390,921          |
| Syracuse, NY                       | 256,887        | -104,331  | 28,039    | -48,148    | 255,623    | 159,356          |
| Tampa, FL                          | -34,919        | 911,499   | 265,156   | 96,443     | 839,159    | 601,232          |
| Tucson, AZ                         | 318,537        | 255,244   | 5,573     | -37,526    | 340,118    | 191,076          |
| Tulsa, OK                          | 114,543        | 69,824    | -33,385   | 405,436    | 367,268    | 443,515          |

p = preliminary

| Overall Vacancy Rate | Q2 2018 | Q3 2018 | Q4 2018 | Q1 2019 | Q2 2019p |
|----------------------|---------|---------|---------|---------|----------|
| United States        | 4.9%    | 4.9%    | 4.8%    | 4.9%    | 4.9%     |
| Northeast            | 5.3%    | 5.3%    | 5.2%    | 5.4%    | 5.1%     |
| Midwest              | 4.9%    | 4.9%    | 4.7%    | 4.6%    | 4.5%     |
| South                | 5.9%    | 5.9%    | 5.8%    | 6.1%    | 6.2%     |
| West                 | 3.7%    | 3.5%    | 3.6%    | 3.7%    | 3.6%     |

| U.S. Industrial Markets | Q2 2018 | Q3 2018 | Q4 2018 | Q1 2019 | Q2 2019p |
|-------------------------|---------|---------|---------|---------|----------|
| Atlanta, GA             | 8.2%    | 7.9%    | 7.7%    | 8.7%    | 8.9%     |
| Austin, TX              | 7.3%    | 7.1%    | 7.3%    | 8.2%    | 8.0%     |
| Baltimore, MD           | 6.2%    | 7.3%    | 7.2%    | 7.1%    | 6.9%     |
| Binghamton, NY          | 9.7%    | 10.5%   | 10.3%   | 10.3%   | 9.2%     |
| Birmingham, AL          | 11.3%   | 9.8%    | 8.2%    | 8.0%    | 6.7%     |
| Boston, MA              | 6.2%    | 6.7%    | 6.8%    | 7.1%    | 6.9%     |
| Buffalo, NY             | 9.5%    | 9.2%    | 9.4%    | 9.6%    | 9.5%     |
| Central Valley, CA      | 5.0%    | 4.1%    | 5.8%    | 5.9%    | 5.7%     |
| Charleston, SC          | 7.2%    | 7.7%    | 7.3%    | 6.1%    | 5.8%     |
| Charlotte, NC           | 4.5%    | 4.4%    | 6.3%    | 6.4%    | 6.5%     |
| Chicago, IL             | 6.3%    | 6.0%    | 5.5%    | 5.5%    | 5.0%     |
| Cincinnati, OH          | 3.0%    | 2.9%    | 3.0%    | 3.0%    | 3.8%     |
| Cleveland, OH           | 3.5%    | 3.9%    | 3.4%    | 3.5%    | 3.7%     |
| Colorado Springs, CO    | 7.7%    | 6.6%    | 5.9%    | 9.2%    | 6.1%     |
| Columbus, OH            | 5.1%    | 5.4%    | 4.5%    | 4.6%    | 4.1%     |
| Dallas/Ft. Worth, TX    | 6.4%    | 6.9%    | 7.1%    | 7.0%    | 6.9%     |
| Denver, CO              | 5.3%    | 5.0%    | 4.7%    | 5.1%    | 5.0%     |
| Detroit, MI             | 2.9%    | 3.2%    | 2.9%    | 2.8%    | 3.0%     |
| El Paso, TX             | 8.3%    | 7.4%    | 6.9%    | 7.8%    | 6.2%     |
| Fort Myers/Naples, FL   | 2.8%    | 2.7%    | 2.7%    | 2.8%    | 2.9%     |
| Fredericksburg, VA      | 6.7%    | 7.0%    | 7.6%    | 6.2%    | 7.3%     |
| Ft. Lauderdale, FL      | 3.7%    | 3.1%    | 3.2%    | 3.1%    | 3.4%     |
| Greenville, SC          | 5.3%    | 4.8%    | 4.5%    | 4.4%    | 4.2%     |
| Hampton Roads, VA       | 3.9%    | 4.2%    | 4.1%    | 3.9%    | 3.1%     |
| Hartford, CT            | 7.7%    | 6.8%    | 6.0%    | 5.6%    | 5.4%     |
| Houston, TX             | 6.2%    | 6.4%    | 6.2%    | 7.3%    | 7.3%     |
| Indianapolis, IN        | 5.2%    | 4.7%    | 4.9%    | 4.6%    | 4.6%     |
| Inland Empire CA        | 4.1%    | 3.9%    | 3.8%    | 4.0%    | 3.6%     |
| Jacksonville, FL        | 2.9%    | 3.0%    | 2.3%    | 2.4%    | 3.6%     |
| Kansas City, MO         | 6.8%    | 6.7%    | 7.0%    | 6.6%    | 6.5%     |
| Lakeland, FL            | 4.5%    | 3.8%    | 3.8%    | 4.2%    | 5.7%     |
| Las Vegas, NV           | 4.2%    | 4.5%    | 3.8%    | 3.1%    | 3.7%     |
| Long Island, NY         | 5.0%    | 5.1%    | 5.6%    | 5.2%    | 4.8%     |
| Los Angeles, CA         | 1.5%    | 1.4%    | 1.5%    | 1.6%    | 1.7%     |
| Louisville, KY          | 6.4%    | 5.9%    | 5.7%    | 5.2%    | 5.3%     |
| Memphis, TN             | 7.2%    | 6.3%    | 6.0%    | 5.2%    | 5.5%     |
| Miami, FL               | 4.3%    | 3.6%    | 3.7%    | 4.5%    | 3.9%     |
| Milwaukee, WI           | 4.0%    | 4.2%    | 4.6%    | 4.2%    | 4.0%     |
| Minneapolis, MN         | 8.2%    | 7.9%    | 8.2%    | 8.2%    | 8.0%     |
| Nashville, TN           | 3.2%    | 3.9%    | 3.6%    | 4.8%    | 4.5%     |

| Overall Vacancy Rate               | Q2 2018 | Q3 2018 | Q4 2018 | Q1 2019 | Q2 2019p |
|------------------------------------|---------|---------|---------|---------|----------|
| New Haven, CT                      | 9.3%    | 6.9%    | 4.9%    | 4.6%    | 4.5%     |
| New Jersey - Central               | 2.6%    | 2.8%    | 2.6%    | 3.1%    | 2.4%     |
| New Jersey - Northern              | 4.1%    | 4.1%    | 4.0%    | 4.0%    | 4.5%     |
| Northern VA                        | 9.3%    | 8.6%    | 8.6%    | 7.8%    | 7.5%     |
| NY Outer Boroughs                  | 5.6%    | 5.8%    | 5.0%    | 5.5%    | 5.9%     |
| Oakland/East Bay, CA               | 3.7%    | 4.1%    | 4.2%    | 4.5%    | 5.0%     |
| Omaha, NE                          | 2.5%    | 2.8%    | 2.7%    | 2.9%    | 3.1%     |
| Orange County, CA                  | 1.9%    | 1.7%    | 1.8%    | 2.4%    | 2.3%     |
| Orlando, FL                        | 4.8%    | 5.2%    | 4.7%    | 4.9%    | 6.6%     |
| Palm Beach County, FL              | 3.1%    | 2.8%    | 3.3%    | 3.5%    | 3.4%     |
| PA I-81/I-78 Distribution Corridor | 5.5%    | 6.3%    | 6.5%    | 7.6%    | 6.7%     |
| Philadelphia, PA                   | 3.2%    | 3.1%    | 4.4%    | 3.6%    | 2.7%     |
| Phoenix, AZ                        | 7.1%    | 7.3%    | 7.4%    | 7.0%    | 6.7%     |
| Pittsburgh, PA                     | 6.1%    | 6.5%    | 5.5%    | 6.3%    | 6.1%     |
| Portland, OR                       | 3.9%    | 3.4%    | 3.0%    | 3.5%    | 3.5%     |
| Providence, RI                     | 0.4%    | 0.4%    | 0.3%    | 0.1%    | 0.1%     |
| Puget Sound - Eastside             | 4.2%    | 3.9%    | 3.6%    | 3.4%    | 2.3%     |
| Raleigh/Durham, NC                 | 5.5%    | 4.8%    | 4.4%    | 4.8%    | 4.1%     |
| Reno, NV                           | 6.5%    | 6.0%    | 6.0%    | 5.5%    | 5.2%     |
| Richmond, VA                       | 3.5%    | 4.2%    | 4.2%    | 3.4%    | 2.7%     |
| Roanoke, VA                        | 6.6%    | 6.6%    | 5.8%    | 5.5%    | 5.6%     |
| Rochester, NY                      | 9.6%    | 8.3%    | 7.6%    | 7.3%    | 6.9%     |
| Sacramento, CA                     | 5.0%    | 4.8%    | 4.5%    | 3.8%    | 4.1%     |
| Salt Lake City, UT                 | 5.1%    | 2.3%    | 2.8%    | 3.0%    | 3.3%     |
| San Antonio, TX                    | 8.6%    | 9.0%    | 7.9%    | 7.3%    | 7.3%     |
| San Diego, CA                      | 4.9%    | 5.0%    | 5.4%    | 5.4%    | 5.3%     |
| San Francisco North Bay, CA        | 2.7%    | 2.5%    | 4.3%    | 4.0%    | 4.1%     |
| San Francisco Peninsula, CA        | 2.3%    | 2.6%    | 2.4%    | 2.0%    | 2.8%     |
| San Jose (Silicon Valley), CA      | 2.7%    | 2.8%    | 2.6%    | 3.0%    | 2.9%     |
| Savannah, GA                       | 0.6%    | 0.6%    | 0.5%    | 1.1%    | 1.1%     |
| Seattle, WA                        | 3.9%    | 4.0%    | 4.2%    | 4.3%    | 4.0%     |
| Southern New Hampshire             | 9.2%    | 8.2%    | 8.0%    | 7.9%    | 7.6%     |
| St. Louis, MO                      | 5.7%    | 6.1%    | 5.6%    | 5.9%    | 5.8%     |
| St. Petersburg/Clearwater, FL      | 3.7%    | 4.0%    | 3.5%    | 4.6%    | 5.6%     |
| Suburban MD                        | 9.3%    | 8.2%    | 7.8%    | 7.8%    | 7.8%     |
| Syracuse, NY                       | 7.8%    | 8.0%    | 7.6%    | 7.6%    | 6.9%     |
| Tampa, FL                          | 6.2%    | 5.5%    | 5.3%    | 6.0%    | 6.9%     |
| Tucson, AZ                         | 6.0%    | 5.7%    | 5.7%    | 5.8%    | 5.1%     |
| Tulsa, OK                          | 3.0%    | 2.7%    | 2.9%    | 3.9%    | 3.3%     |

p = preliminary

|                              | Overall (All Property Types) |         |         |         |          | W/D      | MFG     |
|------------------------------|------------------------------|---------|---------|---------|----------|----------|---------|
| Weighted Average Asking Rent | Q2 2018                      | Q3 2018 | Q4 2018 | Q1 2019 | Q2 2019p | Q2 2019p |         |
| United States                | \$6.30                       | \$6.36  | \$6.36  | \$6.41  | \$6.47   | \$5.81   | \$6.64  |
| Northeast                    | \$7.84                       | \$8.09  | \$7.93  | \$7.51  | \$7.73   | \$7.73   | \$5.34  |
| Midwest                      | \$4.87                       | \$4.88  | \$4.86  | \$4.93  | \$4.96   | \$4.53   | \$5.02  |
| South                        | \$5.62                       | \$5.58  | \$5.50  | \$5.52  | \$5.56   | \$4.91   | \$5.10  |
| West                         | \$8.16                       | \$8.48  | \$8.61  | \$8.89  | \$9.02   | \$8.05   | \$10.31 |

| U.S. Industrial Markets | Q2 2018 | Q3 2018 | Q4 2018 | Q1 2019 | Q2 2019p | Q2 2019p |         |
|-------------------------|---------|---------|---------|---------|----------|----------|---------|
| Atlanta, GA             | \$4.96  | \$5.04  | \$4.47  | \$4.60  | \$4.61   | \$4.08   | \$7.96  |
| Austin, TX              | \$9.94  | \$10.37 | \$10.43 | \$10.03 | \$10.16  | \$7.84   | \$8.81  |
| Baltimore, MD           | \$5.77  | \$5.54  | \$5.63  | \$5.51  | \$5.93   | \$5.40   | n/a     |
| Binghamton, NY          | \$4.57  | \$4.55  | \$4.25  | \$4.25  | \$4.32   | \$4.22   | \$4.13  |
| Birmingham, AL          | \$4.06  | \$4.26  | \$4.30  | \$4.35  | \$4.53   | \$4.00   | n/a     |
| Boston, MA              | \$7.30  | \$8.22  | \$8.32  | \$9.28  | \$9.46   | \$8.59   | \$8.37  |
| Buffalo, NY             | \$4.13  | \$4.13  | \$4.13  | \$4.13  | \$4.13   | \$4.25   | \$3.95  |
| Central Valley, CA      | \$5.05  | \$5.21  | \$5.74  | \$5.65  | \$5.13   | \$3.98   | \$9.31  |
| Charleston, SC          | \$5.52  | \$5.46  | \$5.56  | \$5.67  | \$5.69   | \$5.64   | \$5.27  |
| Charlotte, NC           | \$5.18  | \$5.30  | \$5.52  | \$5.44  | \$5.47   | \$5.05   | \$4.39  |
| Chicago, IL             | \$5.29  | \$5.34  | \$5.37  | \$5.48  | \$5.44   | \$4.97   | \$5.11  |
| Cincinnati, OH          | \$4.40  | \$4.27  | \$4.26  | \$4.38  | \$4.42   | \$4.30   | \$3.40  |
| Cleveland, OH           | \$4.44  | \$4.12  | \$4.09  | \$4.28  | \$4.36   | \$4.04   | \$9.75  |
| Colorado Springs, CO    | \$8.13  | \$8.57  | \$8.56  | \$9.28  | \$9.51   | \$9.51   | \$7.56  |
| Columbus, OH            | \$3.59  | \$3.60  | \$3.67  | \$3.71  | \$3.74   | \$3.74   | n/a     |
| Dallas/Ft. Worth, TX    | \$5.50  | \$5.12  | \$5.04  | \$5.19  | \$5.18   | \$4.34   | \$3.96  |
| Denver, CO              | \$7.92  | \$8.02  | \$8.34  | \$8.71  | \$8.61   | \$7.17   | \$8.68  |
| Detroit, MI             | \$5.96  | \$6.09  | \$6.08  | \$6.04  | \$6.20   | \$5.74   | \$5.33  |
| El Paso, TX             | \$4.10  | \$4.25  | \$4.50  | \$4.01  | \$3.84   | \$3.72   | \$4.25  |
| Fort Myers/Naples, FL   | \$7.75  | \$7.99  | \$8.19  | \$8.59  | \$8.78   | \$8.11   | \$9.34  |
| Fredericksburg, VA      | \$5.97  | \$5.69  | \$5.42  | \$5.59  | \$5.70   | \$5.88   | \$4.84  |
| Ft. Lauderdale, FL      | \$9.36  | \$8.73  | \$9.75  | \$10.10 | \$10.01  | \$9.62   | \$10.34 |
| Greenville, SC          | \$3.45  | \$3.63  | \$3.67  | \$3.71  | \$3.70   | \$3.70   | \$3.65  |
| Hampton Roads, VA       | \$5.52  | \$5.67  | \$5.61  | \$5.50  | \$5.55   | \$5.44   | \$5.45  |
| Hartford, CT            | \$4.55  | \$4.88  | \$5.18  | \$5.23  | \$5.35   | \$5.38   | \$5.11  |
| Houston, TX             | \$6.13  | \$6.22  | \$6.25  | \$6.15  | \$6.23   | \$6.00   | \$6.40  |
| Indianapolis, IN        | \$4.09  | \$3.99  | \$3.95  | \$3.96  | \$4.23   | \$3.94   | \$4.00  |
| Inland Empire CA        | \$7.76  | \$7.92  | \$8.07  | \$8.20  | \$8.45   | \$8.12   | \$8.81  |
| Jacksonville, FL        | \$5.67  | \$5.21  | \$5.10  | \$5.40  | \$5.11   | \$4.61   | \$4.96  |
| Kansas City, MO         | \$4.29  | \$4.38  | \$4.26  | \$4.28  | \$4.33   | \$3.94   | \$5.42  |
| Lakeland, FL            | \$5.64  | \$5.68  | \$5.38  | \$5.30  | \$5.17   | \$5.07   | \$10.00 |
| Las Vegas, NV           | \$6.96  | \$6.96  | \$7.32  | \$7.56  | \$8.04   | \$7.44   | \$5.76  |
| Long Island, NY         | \$10.90 | \$10.81 | \$10.99 | \$11.05 | \$10.21  | \$9.72   | \$12.00 |
| Los Angeles, CA         | \$10.02 | \$10.05 | \$10.43 | \$10.70 | \$10.80  | \$10.27  | \$10.39 |
| Louisville, KY          | \$3.88  | \$3.94  | \$4.06  | \$4.18  | \$4.22   | \$4.07   | \$3.76  |
| Memphis, TN             | \$3.15  | \$3.22  | \$3.08  | \$3.21  | \$3.22   | \$3.09   | \$3.39  |
| Miami, FL               | \$7.49  | \$7.55  | \$7.57  | \$7.86  | \$7.93   | \$7.51   | \$9.20  |
| Milwaukee, WI           | \$4.60  | \$4.63  | \$4.60  | \$4.57  | \$4.53   | \$4.40   | \$4.29  |
| Minneapolis, MN         | \$4.90  | \$4.94  | \$4.97  | \$5.02  | \$5.02   | \$4.73   | n/a     |
| Nashville, TN           | \$4.76  | \$4.80  | \$4.32  | \$4.40  | \$4.67   | \$4.64   | \$2.70  |



| Weighted Average Asking Rent       | Overall (All Property Types) |         |         |         |          | W/D      | MFG     |
|------------------------------------|------------------------------|---------|---------|---------|----------|----------|---------|
|                                    | Q2 2018                      | Q3 2018 | Q4 2018 | Q1 2019 | Q2 2019p | Q2 2019p |         |
| New Haven, CT                      | \$5.43                       | \$5.31  | \$6.04  | \$6.11  | \$6.15   | \$4.93   | \$6.08  |
| New Jersey - Central               | \$8.30                       | \$8.87  | \$8.24  | \$8.48  | \$9.66   | \$8.40   | \$7.03  |
| New Jersey - Northern              | \$8.61                       | \$8.67  | \$8.65  | \$9.13  | \$9.06   | \$8.94   | \$8.65  |
| Northern VA                        | \$11.57                      | \$11.80 | \$11.94 | \$11.91 | \$11.54  | \$9.17   | n/a     |
| NY Outer Boroughs                  | \$18.89                      | \$18.64 | \$19.12 | \$18.81 | \$18.44  | \$18.18  | n/a     |
| Oakland/East Bay, CA               | \$11.33                      | \$11.50 | \$11.43 | \$11.45 | \$11.57  | \$10.65  | \$12.55 |
| Omaha, NE                          | \$5.54                       | \$5.72  | \$5.79  | \$5.41  | \$5.41   | \$5.25   | \$3.73  |
| Orange County, CA                  | \$11.34                      | \$11.94 | \$11.06 | \$11.01 | \$10.99  | \$10.37  | \$11.67 |
| Orlando, FL                        | \$6.60                       | \$6.88  | \$7.02  | \$7.00  | \$6.92   | \$6.01   | \$7.26  |
| Palm Beach County, FL              | \$10.01                      | \$10.12 | \$10.57 | \$10.01 | \$10.27  | \$9.23   | \$10.40 |
| PA I-81/I-78 Distribution Corridor | \$4.86                       | \$4.88  | \$4.85  | \$4.82  | \$4.81   | \$4.82   | \$4.50  |
| Philadelphia, PA                   | \$4.79                       | \$4.96  | \$5.37  | \$5.28  | \$5.39   | \$5.30   | \$5.43  |
| Phoenix, AZ                        | \$7.31                       | \$6.83  | \$6.45  | \$6.90  | \$6.89   | \$5.46   | \$8.42  |
| Pittsburgh, PA                     | \$8.77                       | \$8.88  | \$8.96  | \$7.21  | \$7.57   | \$5.31   | \$3.34  |
| Portland, OR                       | \$8.59                       | \$8.67  | \$8.64  | \$8.48  | \$8.71   | \$7.68   | \$8.68  |
| Providence, RI                     | \$4.85                       | \$4.85  | \$4.85  | \$4.85  | \$4.85   | \$4.70   | \$0.00  |
| Puget Sound - Eastside             | \$11.53                      | \$11.14 | \$11.68 | \$12.49 | \$11.53  | \$10.47  | \$6.76  |
| Raleigh/Durham, NC                 | \$8.66                       | \$8.64  | \$8.57  | \$7.96  | \$7.65   | \$5.67   | \$6.30  |
| Reno, NV                           | \$4.80                       | \$4.80  | \$4.56  | \$4.68  | \$4.68   | \$4.44   | \$4.68  |
| Richmond, VA                       | \$5.16                       | \$4.89  | \$4.71  | \$4.72  | \$4.81   | \$4.85   | \$4.34  |
| Roanoke, VA                        | \$5.16                       | \$5.18  | \$5.51  | \$5.00  | \$5.11   | \$4.73   | \$6.66  |
| Rochester, NY                      | \$5.40                       | \$5.40  | \$5.40  | \$5.40  | \$5.40   | \$4.00   | \$4.75  |
| Sacramento, CA                     | \$5.73                       | \$6.07  | \$6.96  | \$7.89  | \$8.01   | \$7.80   | \$9.96  |
| Salt Lake City, UT                 | \$5.37                       | \$5.64  | \$5.76  | \$5.76  | \$6.21   | \$5.82   | \$5.23  |
| San Antonio, TX                    | \$6.14                       | \$6.14  | \$6.04  | \$6.09  | \$6.09   | \$4.88   | \$11.80 |
| San Diego, CA                      | \$12.72                      | \$12.84 | \$13.32 | \$13.20 | \$13.56  | \$11.76  | \$12.48 |
| San Francisco North Bay, CA        | \$12.93                      | \$12.93 | \$12.47 | \$12.48 | \$12.55  | \$12.11  | \$12.90 |
| San Francisco Peninsula, CA        | \$16.41                      | \$16.49 | \$16.44 | \$17.90 | \$18.13  | \$17.16  | \$21.48 |
| San Jose (Silicon Valley), CA      | \$12.84                      | \$12.96 | \$13.56 | \$13.56 | \$14.04  | \$11.88  | \$16.44 |
| Savannah, GA                       | \$4.91                       | \$4.91  | \$4.98  | \$4.72  | \$4.83   | \$4.58   | n/a     |
| Seattle, WA                        | \$8.79                       | \$8.90  | \$9.48  | \$9.19  | \$9.25   | \$9.16   | \$8.51  |
| Southern New Hampshire             | \$5.64                       | \$5.78  | \$5.57  | \$5.58  | \$5.59   | \$4.81   | \$5.37  |
| St. Louis, MO                      | \$4.86                       | \$4.96  | \$4.88  | \$4.95  | \$5.00   | \$4.58   | \$6.31  |
| St. Petersburg/Clearwater, FL      | \$7.67                       | \$8.05  | \$8.61  | \$8.15  | \$8.00   | \$6.63   | \$5.60  |
| Suburban MD                        | \$10.12                      | \$9.66  | \$9.57  | \$9.34  | \$9.52   | \$7.99   | n/a     |
| Syracuse, NY                       | \$3.89                       | \$3.88  | \$4.13  | \$4.19  | \$4.54   | \$4.89   | \$4.20  |
| Tampa, FL                          | \$5.98                       | \$6.24  | \$6.63  | \$6.49  | \$6.48   | \$5.32   | \$5.35  |
| Tucson, AZ                         | \$6.08                       | \$6.14  | \$5.95  | \$6.06  | \$6.22   | \$6.21   | \$5.51  |
| Tulsa, OK                          | \$4.69                       | \$4.77  | \$4.77  | \$4.83  | \$4.99   | \$5.53   | \$4.24  |

p = preliminary



| Inventory     | Inventory      | Deliveries YTD 2019 | Under Construction as of Q2 2019p |
|---------------|----------------|---------------------|-----------------------------------|
| United States | 14,883,796,361 | 126,790,322         | 327,459,592                       |
| Northeast     | 2,198,373,341  | 13,857,451          | 33,925,883                        |
| Midwest       | 3,957,630,530  | 30,820,306          | 66,001,667                        |
| South         | 4,559,989,587  | 55,424,393          | 145,932,506                       |
| West          | 4,167,802,903  | 26,688,172          | 81,599,536                        |

| U.S. Industrial Markets | Inventory     | Deliveries YTD 2019 | Under Construction as of Q2 2019p |
|-------------------------|---------------|---------------------|-----------------------------------|
| Atlanta, GA             | 617,006,787   | 10,151,021          | 16,950,641                        |
| Austin, TX              | 42,837,433    | 1,530,310           | 1,239,612                         |
| Baltimore, MD           | 210,808,509   | 234,130             | 5,723,570                         |
| Binghamton, NY          | 17,492,659    | 0                   | 0                                 |
| Birmingham, AL          | 14,570,638    | 780,000             | 2,750,000                         |
| Boston, MA              | 175,925,959   | 856,952             | 1,013,000                         |
| Buffalo, NY             | 109,070,990   | 0                   | 437,122                           |
| Central Valley, CA      | 134,837,573   | 1,835,857           | 6,475,455                         |
| Charleston, SC          | 75,168,494    | 1,067,617           | 3,437,779                         |
| Charlotte, NC           | 194,183,004   | 733,548             | 4,676,316                         |
| Chicago, IL             | 1,218,648,540 | 7,546,037           | 16,425,726                        |
| Cincinnati, OH          | 290,825,619   | 3,196,414           | 9,699,362                         |
| Cleveland, OH           | 505,134,437   | 2,202,718           | 2,621,351                         |
| Colorado Springs, CO    | 33,735,128    | 112,000             | 106,000                           |
| Columbus, OH            | 258,074,381   | 4,547,941           | 5,772,549                         |
| Dallas/Ft. Worth, TX    | 760,695,784   | 9,778,305           | 30,294,387                        |
| Denver, CO              | 244,855,974   | 1,829,007           | 4,530,170                         |
| Detroit, MI             | 533,979,464   | 791,749             | 4,076,819                         |
| El Paso, TX             | 53,868,923    | 26,100              | 512,587                           |
| Fort Myers/Naples, FL   | 47,115,042    | 518,035             | 463,468                           |
| Fredericksburg, VA      | 13,969,207    | 0                   | 65,000                            |
| Ft. Lauderdale, FL      | 90,997,958    | 479,679             | 1,984,012                         |
| Greenville, SC          | 205,574,271   | 2,281,501           | 13,033,563                        |
| Hampton Roads, VA       | 99,097,226    | 0                   | 869,958                           |
| Hartford, CT            | 94,084,062    | 0                   | 0                                 |
| Houston, TX             | 444,977,360   | 7,068,904           | 18,053,313                        |
| Indianapolis, IN        | 268,435,899   | 2,713,767           | 12,046,419                        |
| Inland Empire CA        | 556,277,071   | 8,110,596           | 31,430,063                        |
| Jacksonville, FL        | 108,237,634   | 1,583,048           | 5,469,258                         |
| Kansas City, MO         | 225,866,116   | 3,629,073           | 3,273,489                         |
| Lakeland, FL            | 32,458,406    | 491,920             | 1,654,434                         |
| Las Vegas, NV           | 120,960,433   | 3,116,346           | 975,948                           |
| Long Island, NY         | 130,459,265   | 64,360              | 731,455                           |
| Los Angeles, CA         | 1,069,315,898 | 977,437             | 7,045,767                         |
| Louisville, KY          | 165,292,579   | 1,489,082           | 1,895,919                         |
| Memphis, TN             | 248,613,396   | 0                   | 8,812,472                         |
| Miami, FL               | 159,685,686   | 560,601             | 1,996,798                         |
| Milwaukee, WI           | 203,476,865   | 1,510,874           | 4,672,240                         |
| Minneapolis, MN         | 114,919,646   | 1,578,561           | 1,796,086                         |
| Nashville, TN           | 215,008,998   | 4,294,737           | 5,123,555                         |

| Inventory                          | Inventory   | Deliveries YTD 2019 | Under Construction as of Q2 2019p |
|------------------------------------|-------------|---------------------|-----------------------------------|
| New Haven, CT                      | 47,649,569  | 0                   | 855,000                           |
| New Jersey - Central               | 351,848,202 | 3,886,965           | 1,667,673                         |
| New Jersey - Northern              | 286,206,641 | 800,845             | 1,909,259                         |
| Northern VA                        | 62,442,439  | 216,835             | 139,000                           |
| NY Outer Boroughs                  | 135,275,477 | 450,000             | 611,800                           |
| Oakland/East Bay, CA               | 207,874,174 | 868,316             | 4,173,330                         |
| Omaha, NE                          | 89,713,441  | 207,600             | 1,310,274                         |
| Orange County, CA                  | 276,751,297 | 232,354             | 572,900                           |
| Orlando, FL                        | 122,778,754 | 2,144,685           | 1,905,383                         |
| Palm Beach County, FL              | 42,133,954  | 134,030             | 510,253                           |
| PA I-81/I-78 Distribution Corridor | 289,742,118 | 5,856,397           | 20,816,410                        |
| Philadelphia, PA                   | 149,573,229 | 1,615,092           | 5,031,951                         |
| Phoenix, AZ                        | 321,148,957 | 2,250,630           | 7,641,200                         |
| Pittsburgh, PA                     | 169,071,891 | 326,840             | 529,713                           |
| Portland, OR                       | 202,370,886 | 727,999             | 2,316,941                         |
| Providence, RI                     | 77,727,305  | 0                   | 0                                 |
| Puget Sound - Eastside             | 61,515,060  | 204,498             | 526,026                           |
| Raleigh/Durham, NC                 | 51,858,026  | 120,000             | 150,000                           |
| Reno, NV                           | 92,050,913  | 1,446,431           | 7,307,205                         |
| Richmond, VA                       | 92,002,490  | 0                   | 4,403,150                         |
| Roanoke, VA                        | 51,702,692  | 0                   | 0                                 |
| Rochester, NY                      | 73,551,473  | 0                   | 0                                 |
| Sacramento, CA                     | 142,078,329 | 473,016             | 775,871                           |
| Salt Lake City, UT                 | 141,691,188 | 1,346,097           | 2,919,645                         |
| San Antonio, TX                    | 40,356,673  | 967,327             | 3,997,692                         |
| San Diego, CA                      | 165,173,785 | 986,558             | 1,426,787                         |
| San Francisco North Bay, CA        | 31,255,667  | 246,200             | 70,312                            |
| San Francisco Peninsula, CA        | 41,461,167  | 0                   | 0                                 |
| San Jose (Silicon Valley), CA      | 85,520,062  | 190,000             | 661,590                           |
| Savannah, GA                       | 65,797,801  | 6,954,315           | 7,103,510                         |
| Seattle, WA                        | 196,184,624 | 1,685,330           | 1,328,192                         |
| Southern New Hampshire             | 47,859,057  | 0                   | 0                                 |
| St. Louis, MO                      | 248,556,122 | 2,895,572           | 4,307,352                         |
| St. Petersburg/Clearwater, FL      | 43,283,778  | 64,675              | 0                                 |
| Suburban MD                        | 50,142,810  | 46,168              | 0                                 |
| Syracuse, NY                       | 42,835,444  | 0                   | 322,500                           |
| Tampa, FL                          | 78,767,670  | 1,707,820           | 1,851,876                         |
| Tucson, AZ                         | 42,744,717  | 49,500              | 1,316,134                         |
| Tulsa, OK                          | 58,555,165  | 0                   | 865,000                           |

p = preliminary

## About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 51,000 employees in 400 offices and 70 countries. In 2018, the firm had revenue of \$8.2 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.

## 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 industrial properties deemed to be competitive in the local industrial markets. Generally, owner-occupied and federally-owned buildings are not 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 industrial space (in buildings of a predetermined size by market) that can be rented by a third party.

**Overall 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.)

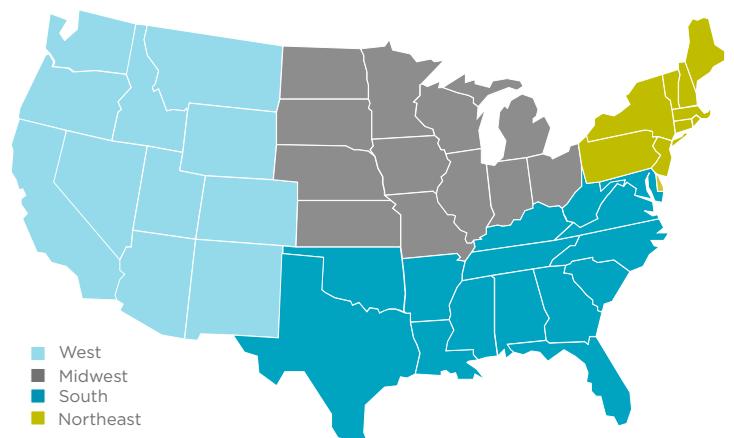
**Leasing Activity:** The sum of all leases over a period of time. This includes pre-leasing activity as well as expansions. It does not include renewals.

**Overall Weighted Asking Rents:** NNN average asking rents weighted by the amount of available direct and sublease space in industrial properties.

**W/D:** Warehouse and or distribution properties.

**MFG:** Manufacturing properties.

## Regional Map



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