

MARKETBEAT

U.S. Industrial Snapshot Q4 2015



U.S. INDUSTRIAL

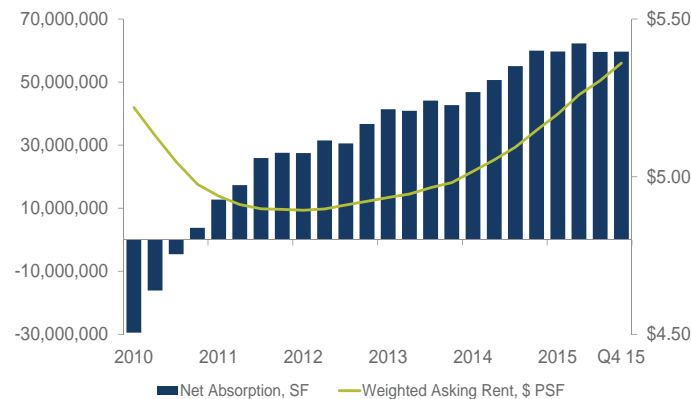
Employment Indicators

	Q4 14	Q4 15	12-Month Forecast
Total Nonfarm Employment	140.2M	143.0M	▲
Industrial Employment	23.4M	23.6M	▲
Unemployment	5.7%	5.0%	▼

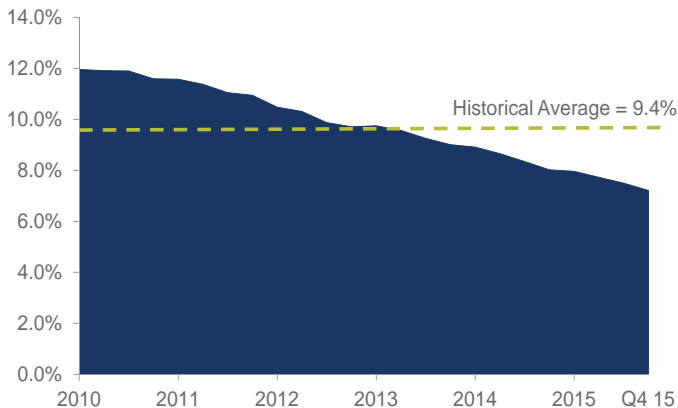
Market Indicators

	Q4 14	Q4 15	12-Month Forecast
Overall Vacancy	8.3%	7.2%	▼
Net Absorption	62.6M	62.9M	■
Under Construction	151.3M	180.5M	▲
Weighted Asking Rent (NNN)	\$5.23	\$5.45	▲

Net Absorption/Rent NNN 4Q TRAILING AVERAGE



Overall Vacancy



Economy

The first several weeks of 2016 have been anything but subdued. Anxiety surrounding a slowdown in China was exacerbated by a nearly 5% decline in the Dow Jones Industrial Average in the first week of trading this year. Recent reports on manufacturing make it clear that slowing global growth, low commodity prices and a strong U.S. dollar have dampened trade. Although the industrial sector is facing harder-blowing headwinds than it has seen in years, the underlying fundamentals of the U.S. economy—and key sectors that drive demand for industrial space—remain sound. Most encouraging are the consistently healthy U.S. employment reports. The fourth quarter of 2015 saw the strongest stretch of job creation for the entire year. Wage growth is also accelerating, which will boost household income and stimulate consumer spending and e-commerce. Signs of strength are also evident in U.S. auto sales, which posted a record high in 2015.

Market Overview

2015 was yet another impressive year for the U.S. industrial sector. Net absorption in the fourth quarter was 62.9 million square feet (msf), bringing total 2015 net occupancy to 238.6 msf. Indeed, the fourth quarter was the 23rd consecutive one of net occupancy growth—the longest streak in more than two decades—and places 2015 among the strongest years on record. Based on active tenant requirements—an indicator of future leasing demand—we expect net occupancy gains to remain solid in 2016.

Brisk leasing velocity and tight vacancy continued to put upward pressure on rents in the majority of markets with rental rate appreciation strongest in primary industrial hubs and secondary distribution markets. The weighted average U.S. rental rate reached \$5.45 per sf NNN in the fourth quarter, a year-over-year increase of 4.2%. Strikingly, over 75% of all markets registered rental rate gains in the fourth quarter with 15 markets recording double-digit gains and more than half experiencing year-over-year growth of at least 5%. Although the development pipeline remains robust with 180.5 msf under construction and 172.4 msf delivered during the past year, there are few signs that supply has overpowered demand as industrial vacancy is tracking at a 15-year low. The fourth quarter vacancy rate of 7.2% was 80 bps below the prior year rate of 8.0% and a full 220 bps below the historical average of 9.4%.

Outlook

The choppy start to 2016 may well be a defining characteristic of the year going forward, and the weakness in the manufacturing sector does bear close watching. Looking past the bumpy start to the year (which we have seen several times before in the cycle), the underlying industrial fundamentals of leasing demand, rent growth and construction remain strong. Job gains in manufacturing and the transportation/warehousing sectors in December indicate a positive trajectory, while the anticipated increase in consumer spending bodes well for future demand. As a result, we expect net absorption will continue to outpace new development for one more year, vacancy will continue to tighten, and rents will continue to appreciate in most markets.

Net Absorption



Overall Net Absorption	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015p
United States	62,607,289	54,449,554	63,588,858	57,656,637	62,891,547
Northeast	7,600,292	11,222,085	1,062,375	10,469,343	10,692,683
Midwest	12,535,204	10,143,313	12,973,863	13,669,164	11,486,737
South	23,991,421	17,515,573	24,886,612	16,852,224	21,887,168
West	18,480,372	15,568,583	24,666,008	16,665,906	18,824,959

U.S. Industrial Report Markets	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015p
Atlanta, GA	6,147,630	3,002,726	3,870,059	2,526,243	3,973,689
Austin, TX	582,323	256,247	594,625	535,220	385,165
Baltimore, MD	2,092,247	-44,448	778,856	515,020	273,161
Bellevue, WA	-121,331	148,166	443,637	189,875	213,643
Binghamton, NY	42,713	128,847	-347,566	47,200	-153,440
Birmingham, AL	414,830	112,872	152,331	-8,894	-176,074
Boston, MA	639,001	69,468	-226,334	744,749	1,030,363
Buffalo, NY	n/a	n/a	n/a	n/a	n/a
Charleston, SC	179,442	626,912	899,558	-671,776	870,931
Charlotte, NC	510,172	-10,144	411,302	44,315	275,502
Chicago, IL	2,379,840	2,178,535	4,713,751	5,537,960	3,181,601
Cincinnati, OH	698,644	2,334,169	1,197,258	1,040,925	1,056,626
Cleveland, OH	937,723	19,991	1,288,175	264,832	680,698
Colorado Springs, CO	n/a	301,296	291,924	197,926	168,596
Columbus, OH	-82,247	-500,772	1,304,121	316,303	958,752
Dallas/Fort Worth, TX	1,648,309	5,366,809	4,651,749	1,344,169	5,158,085
Dayton, OH	2,389,613	49,767	191,162	909,642	362,436
Denver, CO	2,098,375	764,334	857,435	748,877	-438,786
Detroit, MI	725,151	946,290	243,589	874,302	906,038
East Bay, CA	698,683	380,427	1,192,417	208,260	821,766
El Paso, TX	n/a	11,941	194,337	683,500	390,000
Fort Myers/Naples, FL	48,680	-38,875	169,382	44,970	161,561
Fredericksburg, VA	-7,185	94,804	184,404	53,029	-21,638
Ft. Lauderdale, FL	555,223	345,876	25,500	482,672	51,158
Greater Los Angeles	4,363,591	2,791,601	2,864,646	3,591,968	2,184,513
Greenville, SC	1,548,152	50,539	634,353	1,108,045	866,914
Hampton Roads, VA	-1,917	571,725	686,350	579,468	-21,546
Hartford, CT	319,746	1,742,928	-241,903	146,502	-196,297
Houston, TX	1,738,042	2,240,204	974,766	2,062,877	243,707
Indianapolis, IN	1,649,886	1,499,290	677,781	1,571,505	1,620,767
Inland Empire, CA	4,299,915	3,341,394	9,264,382	3,778,078	6,018,135
Jacksonville, FL	-4,801	-48,635	775,559	782,236	1,314,626
Kansas City, MO	1,129,525	1,467,833	632,888	1,034,508	977,428
Lakeland, FL	181,854	96,168	204,911	171,050	131,220
Las Vegas, NV	659,285	1,132,600	1,808,833	767,457	411,294
Long Island, NY	-10,005	482,980	-1,053,678	-653,171	247,509
Louisville, KY	1,036,456	456,022	-146,656	1,380,064	1,292,708
Memphis, TN	2,506,028	1,028,887	3,322,321	2,186,850	1,542,588
Miami, FL	853,666	789,912	808,989	278,677	549,178
Milwaukee, WI	932,633	864,523	923,899	144,626	546,891
Minneapolis, MN	538,252	894,823	630,907	1,646,823	671,568
Nashville, TN	600,431	245,832	915,555	1,149,509	3,115,044

Net Absorption



Overall Net Absorption	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015p
New Haven, CT	261,864	-5,801	158,553	242,326	-120,269
New Jersey - Central	1,411,752	2,283,988	1,290,660	2,889,095	2,797,263
New Jersey - Northern	713,973	415,164	579,859	988,107	1,281,402
Oklahoma City, OK	224,569	25,816	82,128	-91,810	-249,225
Omaha, NE	454,929	54,332	383,121	100,304	-67,189
Orange County, CA	595,839	144,345	1,045,402	673,150	554,044
Orlando, FL	1,533,971	367,694	991,386	987,678	393,499
Palm Beach County, FL	48,539	-89,425	67,920	159,760	277,198
PA I-81/I-78 Distribution Corridor	4,126,368	2,481,317	1,290,044	3,888,287	2,109,790
Philadelphia, PA	661,196	2,194,906	-560,205	2,044,302	1,852,105
Phoenix, AZ	1,034,203	2,025,974	1,601,101	821,688	4,027,249
Pittsburgh, PA	-726,849	654,849	-49,040	-25,911	1,189,636
Portland, OR	940,911	947,124	864,706	919,682	3,128,684
Providence, RI	140,643	n/a	n/a	n/a	n/a
Raleigh/Durham, NC	88,207	306,084	355,348	-24,322	847,787
Richmond, VA	292,936	246,523	325,686	-88,609	-197,984
Roanoke, VA	217,982	1,201	1,187,389	53,300	239,271
Rochester, NY	57,064	589,707	-746,878	-386,210	338,920
Sacramento, CA	337,546	925,428	122,798	1,163,411	-134,622
Salt Lake City, UT	330,609	454,470	36,315	977,388	512,920
San Antonio, TX	132,351	149,096	37,794	-64,086	304,981
San Diego, CA	1,099,020	908,093	127,384	1,072,702	677,427
San Francisco North Bay, CA	89,438	101,006	-130,163	389,837	73,004
San Francisco Peninsula, CA	105,411	117,025	-75,595	4,356	29,344
San Jose, CA	547,850	-51,013	158,198	365,336	455,549
Savannah, GA	520,435	n/a	655,960	n/a	610,191
Seattle, WA	1,109,216	439,442	2,995,775	443,811	-737,959
Southern New Hampshire	-86,146	131,425	895,172	-66,015	303,388
St. Louis, MO	781,255	334,532	839,166	476,174	463,490
St. Petersburg/Clearwater, FL	-175,831	258,402	-51,479	6,741	20,082
Stockton/Tracy, CA	115,947	317,694	1,715,976	360,793	1,411,174
Suburban MD	305,178	150,085	418,368	177,624	107,919
Suburban VA	33,660	-6,187	151,208	122,019	-196,354
Syracuse, NY	48,972	-639	73,691	63,661	12,313
Tampa, FL	-83,898	31,380	459,123	610,082	375,052
Tucson, AZ	175,864	290,737	55,146	416,240	103,939
Tulsa, OK	223,740	95,859	2,709	47,441	-95,054

P = preliminary

Vacancy Rates



Overall Vacancy Rate	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015p
United States	8.0%	8.0%	7.7%	7.5%	7.2%
Northeast	9.5%	9.3%	9.4%	9.2%	8.9%
Midwest	7.2%	6.8%	6.8%	6.6%	6.6%
South	8.2%	8.4%	8.0%	7.8%	7.4%
West	7.1%	6.9%	6.4%	6.1%	5.9%

U.S. Industrial Report Markets	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015p
Atlanta, GA	7.9%	7.7%	7.7%	8.3%	7.9%
Austin, TX	8.7%	9.6%	8.6%	6.9%	6.1%
Baltimore, MD	8.3%	8.5%	8.5%	8.3%	8.3%
Bellevue, WA	10.5%	10.2%	9.5%	6.5%	6.2%
Binghamton, NY	9.6%	9.1%	11.3%	11.1%	12.4%
Birmingham, AL	13.1%	12.2%	11.1%	11.7%	12.4%
Boston, MA	11.0%	10.7%	10.8%	10.1%	9.3%
Buffalo, NY	8.9%	9.1%	9.2%	8.7%	8.8%
Charleston, SC	6.8%	7.9%	7.2%	8.6%	7.3%
Charlotte, NC	8.0%	8.0%	8.2%	8.1%	7.9%
Chicago, IL	6.7%	6.5%	6.8%	6.4%	6.4%
Cincinnati, OH	5.4%	4.6%	4.4%	4.5%	4.6%
Cleveland, OH	6.2%	6.0%	5.5%	5.4%	5.3%
Colorado Springs, CO	n/a	8.8%	7.2%	7.7%	7.9%
Columbus, OH	6.7%	6.5%	5.5%	6.6%	6.5%
Dallas/Fort Worth, TX	8.4%	8.3%	7.4%	7.7%	7.5%
Dayton, OH	12.0%	10.0%	10.0%	9.6%	9.3%
Denver, CO	4.3%	4.2%	4.1%	4.0%	4.3%
Detroit, MI	9.1%	8.6%	8.6%	8.2%	7.8%
East Bay, CA	4.3%	4.0%	3.4%	3.5%	3.0%
El Paso, TX	n/a	13.1%	12.8%	12.1%	11.6%
Fort Myers/Naples, FL	6.2%	7.0%	6.6%	6.2%	5.8%
Fredericksburg, VA	12.7%	14.9%	13.1%	12.6%	12.8%
Ft. Lauderdale, FL	6.1%	6.5%	6.6%	6.0%	6.4%
Greater Los Angeles	3.4%	3.1%	3.0%	2.7%	2.3%
Greenville, SC	6.9%	7.9%	7.4%	7.3%	6.8%
Hampton Roads, VA	7.3%	7.2%	7.0%	6.5%	6.4%
Hartford, CT	13.3%	13.0%	12.8%	12.7%	12.6%
Houston, TX	5.6%	5.7%	5.7%	5.4%	5.5%
Indianapolis, IN	7.4%	7.7%	7.3%	7.6%	7.3%
Inland Empire, CA	6.3%	6.1%	5.7%	6.0%	5.7%
Jacksonville, FL	9.8%	10.2%	9.4%	8.8%	8.0%
Kansas City, MO	7.7%	7.4%	8.1%	7.6%	7.4%
Lakeland, FL	3.7%	3.3%	3.8%	4.1%	3.5%
Las Vegas, NV	7.9%	7.3%	6.6%	6.3%	6.8%
Long Island, NY	9.2%	8.0%	8.9%	9.2%	8.3%
Louisville, KY	5.4%	5.6%	5.9%	5.6%	4.9%
Memphis, TN	14.0%	13.1%	10.9%	10.6%	9.8%
Miami, FL	6.7%	6.4%	6.3%	6.1%	5.7%
Milwaukee, WI	5.7%	5.6%	5.1%	4.8%	4.7%
Minneapolis, MN	10.1%	9.8%	10.9%	9.7%	9.9%
Nashville, TN	6.4%	6.3%	6.0%	5.4%	4.7%

Vacancy Rates



Overall Vacancy Rate	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015p
New Haven, CT	13.9%	13.7%	12.9%	12.7%	12.4%
New Jersey - Central	8.8%	8.4%	8.0%	7.4%	6.1%
New Jersey - Northern	7.5%	7.7%	7.2%	7.0%	6.7%
Oklahoma City, OK	5.7%	6.2%	6.3%	6.2%	6.7%
Omaha, NE	3.0%	2.8%	2.9%	2.7%	3.0%
Orange County, CA	3.7%	3.8%	3.5%	3.0%	2.8%
Orlando, FL	8.5%	8.1%	7.9%	7.5%	7.3%
Palm Beach County, FL	6.2%	5.7%	5.5%	4.9%	4.4%
PA I-81/I-78 Distribution Corridor	5.2%	4.4%	5.4%	5.0%	5.2%
Philadelphia, PA	4.7%	5.3%	6.2%	5.8%	5.6%
Phoenix, AZ	11.4%	11.1%	11.2%	11.1%	10.3%
Pittsburgh, PA	7.6%	7.5%	6.8%	7.2%	6.8%
Portland, OR	5.3%	5.1%	5.3%	5.3%	4.9%
Providence, RI	2.0%	2.0%	1.7%	1.3%	0.8%
Raleigh/Durham, NC	8.1%	8.1%	7.0%	6.1%	5.0%
Richmond, VA	7.6%	8.0%	7.8%	7.7%	7.9%
Roanoke, VA	9.3%	9.2%	8.4%	8.3%	7.6%
Rochester, NY	11.1%	10.3%	11.3%	11.8%	11.4%
Sacramento, CA	11.4%	10.8%	10.9%	10.5%	10.8%
Salt Lake City, UT	6.8%	6.7%	6.7%	7.2%	7.3%
San Antonio, TX	10.9%	10.5%	11.4%	11.2%	10.4%
San Diego, CA	6.4%	6.0%	5.8%	5.3%	5.0%
San Francisco North Bay, CA	7.5%	7.0%	7.6%	6.5%	6.2%
San Francisco Peninsula, CA	4.0%	3.7%	3.9%	3.9%	3.8%
San Jose, CA	4.9%	4.9%	4.5%	4.0%	3.4%
Savannah, GA	7.1%	7.1%	5.6%	5.6%	2.2%
Seattle, WA	6.3%	5.9%	4.8%	4.3%	5.0%
Southern New Hampshire	18.6%	18.3%	17.7%	17.4%	16.2%
St. Louis, MO	6.6%	6.5%	6.5%	6.3%	6.5%
St. Petersburg/Clearwater, FL	5.5%	5.5%	5.7%	5.6%	5.1%
Stockton/Tracy, CA	11.9%	8.6%	6.8%	7.6%	7.6%
Suburban MD	12.5%	11.9%	11.7%	12.2%	12.2%
Suburban VA	12.0%	11.8%	11.7%	11.5%	11.9%
Syracuse, NY	11.6%	11.3%	11.1%	10.9%	10.8%
Tampa, FL	6.8%	7.8%	7.6%	6.7%	6.1%
Tucson, AZ	10.7%	10.2%	10.0%	9.4%	9.2%
Tulsa, OK	8.7%	8.5%	8.3%	8.3%	7.8%

P = preliminary

Overall Weighted Asking Rent	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015p
United States	\$5.23	\$5.27	\$5.35	\$5.37	\$5.45
Northeast	\$5.56	\$5.60	\$5.61	\$5.62	\$5.64
Midwest	\$4.03	\$4.07	\$4.15	\$4.21	\$4.26
South	\$4.93	\$4.91	\$5.00	\$5.02	\$5.09
West	\$6.40	\$6.49	\$6.66	\$6.62	\$6.81

U.S. Industrial Report Markets	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015p
Atlanta, GA	\$4.00	\$4.03	\$4.20	\$4.34	\$4.29
Austin, TX	\$9.12	\$9.36	\$9.36	\$9.84	\$9.94
Baltimore, MD	\$5.25	\$5.40	\$5.37	\$5.40	\$5.61
Bellevue, WA	\$9.84	\$9.95	\$10.08	\$9.22	\$9.84
Binghamton, NY	\$4.58	\$4.65	\$4.71	\$4.83	\$4.83
Birmingham, AL	\$4.44	\$4.49	\$4.67	\$4.69	\$4.58
Boston, MA	\$6.37	\$6.28	\$6.35	\$6.30	\$6.50
Buffalo, NY	\$4.66	\$4.13	\$4.13	\$4.13	\$4.13
Charleston, SC	\$4.42	\$4.45	\$4.53	\$4.67	\$4.93
Charlotte, NC	\$4.10	\$4.17	\$4.23	\$4.26	\$4.24
Chicago, IL	\$4.56	\$4.54	\$4.64	\$4.79	\$4.85
Cincinnati, OH	\$3.67	\$3.76	\$3.73	\$3.82	\$3.89
Cleveland, OH	\$3.75	\$3.77	\$3.78	\$3.86	\$3.87
Colorado Springs, CO	n/a	\$6.40	\$6.43	\$6.92	\$6.83
Columbus, OH	\$3.09	\$3.20	\$3.30	\$3.30	\$3.38
Dallas/Fort Worth, TX	\$5.12	\$4.97	\$5.00	\$5.00	\$5.09
Dayton, OH	\$2.94	\$3.07	\$3.06	\$3.18	\$3.21
Denver, CO	\$7.20	\$7.60	\$7.75	\$7.96	\$8.24
Detroit, MI	\$4.00	\$4.07	\$4.24	\$4.25	\$4.27
East Bay, CA	\$5.65	\$5.71	\$5.74	\$5.94	\$6.06
El Paso, TX	n/a	\$3.70	\$3.70	\$3.75	\$3.75
Fort Myers/Naples, FL	\$5.54	\$5.83	\$6.10	\$6.25	\$6.37
Fredericksburg, VA	\$5.78	\$5.66	\$5.55	\$5.47	\$5.53
Ft. Lauderdale, FL	\$6.59	\$7.50	\$7.51	\$7.63	\$7.75
Greater Los Angeles	\$7.26	\$7.37	\$7.69	\$7.79	\$8.09
Greenville, SC	\$3.27	\$3.43	\$3.40	\$3.44	\$3.86
Hampton Roads, VA	\$4.97	\$4.97	\$4.96	\$4.87	\$5.03
Hartford, CT	\$4.34	\$4.31	\$4.28	\$4.21	\$4.18
Houston, TX	\$5.79	\$5.68	\$6.04	\$6.09	\$6.05
Indianapolis, IN	\$3.84	\$3.90	\$3.96	\$3.93	\$3.97
Inland Empire, CA	\$5.17	\$5.19	\$5.24	\$5.38	\$5.75
Jacksonville, FL	\$3.92	\$3.90	\$4.00	\$3.91	\$4.05
Kansas City, MO	\$4.21	\$4.01	\$4.12	\$4.10	\$4.14
Lakeland, FL	\$4.54	\$4.62	\$4.64	\$4.50	\$4.53
Las Vegas, NV	\$6.48	\$6.73	\$7.02	\$7.18	\$7.19
Long Island, NY	\$8.32	\$8.78	\$8.83	\$8.87	\$8.63
Louisville, KY	\$3.69	\$3.61	\$3.66	\$3.65	\$3.52
Memphis, TN	\$2.80	\$2.47	\$2.47	\$2.53	\$2.50
Miami, FL	\$6.52	\$6.42	\$6.85	\$6.95	\$7.08
Milwaukee, WI	\$4.21	\$4.12	\$4.10	\$4.22	\$4.29
Minneapolis, MN	\$4.37	\$4.43	\$4.33	\$4.48	\$4.63
Nashville, TN	\$3.72	\$3.89	\$3.90	\$3.94	\$4.03

Asking Rents

Overall Weighted Asking Rent	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015p
New Haven, CT	\$4.91	\$4.95	\$4.99	\$5.08	\$5.23
New Jersey - Central	\$6.05	\$6.08	\$6.02	\$5.82	\$6.06
New Jersey - Northern	\$6.63	\$6.66	\$6.66	\$6.92	\$7.03
Oklahoma City, OK	\$4.78	\$4.71	\$4.34	\$4.03	\$4.00
Omaha, NE	\$4.78	\$5.83	\$4.21	\$5.34	\$5.28
Orange County, CA	\$8.97	\$8.98	\$9.22	\$9.42	\$9.62
Orlando, FL	\$5.85	\$5.97	\$6.13	\$6.25	\$6.36
Palm Beach County, FL	\$8.05	\$10.94	\$7.91	\$7.79	\$7.93
PA I-81/I-78 Distribution Corridor	\$4.02	\$4.10	\$4.16	\$4.07	\$4.31
Philadelphia, PA	\$4.96	\$5.02	\$4.71	\$4.76	\$4.70
Phoenix, AZ	\$6.19	\$6.07	\$6.27	\$6.14	\$6.29
Pittsburgh, PA	\$4.87	\$5.39	\$5.77	\$5.69	\$5.74
Portland, OR	\$6.27	\$6.50	\$6.54	\$6.47	\$6.72
Providence, RI	\$4.55	\$4.85	\$4.85	\$4.85	\$4.85
Raleigh/Durham, NC	\$6.30	\$6.46	\$6.68	\$7.24	\$7.77
Richmond, VA	\$4.13	\$4.34	\$4.45	\$4.43	\$4.43
Roanoke, VA	\$4.33	\$4.22	\$3.92	\$3.93	\$4.14
Rochester, NY	\$4.24	\$4.24	\$4.84	\$4.84	\$4.84
Sacramento, CA	\$4.44	\$4.51	\$4.57	\$4.65	\$4.74
Salt Lake City, UT	\$5.01	\$4.88	\$5.16	\$5.16	\$5.28
San Antonio, TX	\$5.87	\$5.83	\$5.66	\$5.76	\$5.74
San Diego, CA	\$6.96	\$7.44	\$7.80	\$8.28	\$8.28
San Francisco North Bay, CA	\$9.92	\$10.09	\$9.97	\$10.22	\$10.69
San Francisco Peninsula, CA	\$9.96	\$9.97	\$9.84	\$9.62	\$9.67
San Jose, CA	\$7.99	\$8.63	\$8.70	\$8.93	\$9.84
Savannah, GA	\$3.95	\$3.95	\$4.03	\$4.03	\$4.22
Seattle, WA	\$5.76	\$5.74	\$5.88	\$5.94	\$5.84
Southern New Hampshire	\$5.73	\$5.71	\$5.72	\$5.74	\$5.69
St. Louis, MO	\$3.99	\$4.03	\$4.20	\$4.21	\$4.22
St. Petersburg/Clearwater, FL	\$6.59	\$6.65	\$6.80	\$7.23	\$7.43
Stockton/Tracy, CA	\$3.77	\$3.84	\$3.84	\$3.72	\$3.84
Suburban MD	\$8.88	\$8.88	\$8.83	\$8.62	\$9.20
Suburban VA	\$10.79	\$10.73	\$11.09	\$10.85	\$10.97
Syracuse, NY	\$3.36	\$3.55	\$3.59	\$3.87	\$3.82
Tampa, FL	\$5.62	\$5.34	\$5.35	\$5.30	\$5.31
Tucson, AZ	\$6.40	\$6.47	\$6.47	\$6.39	\$6.92
Tulsa, OK	\$5.10	\$4.35	\$4.44	\$4.56	\$4.52

P = preliminary

Inventory	Inventory	Deliveries 2015	UC as of Q4 2015p
United States	13,459,990,290	172,364,075	180,499,001
Northeast	2,132,484,240	20,620,972	25,367,784
Midwest	3,519,231,445	44,039,239	35,558,505
South	4,047,750,505	58,507,597	76,891,984
West	3,760,524,100	49,196,267	42,680,728

U.S. Industrial Report Markets	Inventory	Deliveries 2015	UC as of Q4 2015p
Atlanta, GA	533,485,015	11,232,111	13,802,679
Austin, TX	45,169,333	154,355	346,600
Baltimore, MD	204,841,572	990,473	1,016,500
Bellevue, WA	57,970,664	427,861	230,378
Binghamton, NY	17,699,665	0	0
Birmingham, AL	14,415,116	100,000	0
Boston, MA	177,233,154	250,000	690,000
Buffalo, NY	110,203,208	476,230	1,894,230
Charleston, SC	60,791,569	1,786,290	4,309,710
Charlotte, NC	157,315,490	1,215,580	816,040
Chicago, IL	1,154,517,314	13,571,510	11,240,317
Cincinnati, OH	276,572,898	3,840,650	3,024,651
Cleveland, OH	483,100,674	499,000	2,367,200
Colorado Springs, CO	34,092,179	0	300,147
Columbus, OH	242,160,042	5,700,432	3,073,796
Dallas/Fort Worth, TX	556,217,758	15,323,566	23,673,911
Dayton, OH	112,430,856	860,820	715,900
Denver, CO	247,924,754	1,857,725	3,184,293
Detroit, MI	193,126,844	590,060	406,261
East Bay, CA	195,529,681	1,854,960	3,375,257
El Paso, TX	51,455,980	270,000	0
Fort Myers/Naples, FL	40,491,244	36,264	55,015
Fredericksburg, VA	10,161,658	16,000	0
Ft. Lauderdale, FL	94,947,299	944,849	957,547
Greater Los Angeles	1,076,579,278	3,341,061	3,060,797
Greenville, SC	188,136,698	2,290,770	3,080,340
Hampton Roads, VA	94,179,644	699,000	128,209
Hartford, CT	92,025,300	1,500,000	0
Houston, TX	387,237,485	7,930,571	10,117,050
Indianapolis, IN	249,012,067	6,968,983	1,600,000
Inland Empire, CA	477,368,917	20,779,271	16,710,488
Jacksonville, FL	104,252,682	1,257,318	852,752
Kansas City, MO	199,826,126	3,797,045	6,401,828
Lakeland, FL	29,842,116	528,570	245,000
Las Vegas, NV	103,771,497	2,932,165	2,874,482
Long Island, NY	129,258,332	0	475,000
Louisville, KY	131,688,885	2,525,257	3,614,454
Memphis, TN	186,964,521	2,596,064	2,385,513
Miami, FL	161,181,819	1,190,727	1,394,303
Milwaukee, WI	195,836,342	1,879,686	999,534
Minneapolis, MN	104,699,930	3,524,245	1,772,000
Nashville, TN	197,625,077	2,122,358	4,825,810

Inventory	Inventory	Deliveries 2015	UC as of Q4 2015p
New Haven, CT	48,589,818	82,251	0
New Jersey - Central	331,590,429	2,818,467	3,484,968
New Jersey - Northern	290,954,777	671,652	557,591
Oklahoma City, OK	69,022,861	345,000	1,655,395
Omaha, NE	68,372,811	462,794	678,170
Orange County, CA	282,203,871	1,145,085	624,875
Orlando, FL	109,697,611	1,548,224	1,214,531
Palm Beach County, FL	42,441,123	745,634	668,608
PA I-81/I-78 Distribution Corridor	239,894,753	9,090,704	12,518,807
Philadelphia, PA	284,483,762	2,660,264	4,718,942
Phoenix, AZ	304,429,434	5,964,701	2,911,554
Pittsburgh, PA	168,668,094	2,004,664	815,914
Portland, OR	190,990,955	2,718,357	3,178,631
Providence, RI	77,727,305	0	0
Raleigh/Durham, NC	69,484,324	271,230	723,500
Richmond, VA	90,287,876	425,860	283,000
Roanoke, VA	44,999,435	20,000	0
Rochester, NY	73,551,473	88,500	13,332
Sacramento, CA	136,897,415	1,375,188	0
Salt Lake City, UT	122,995,627	2,971,284	2,040,796
San Antonio, TX	39,045,192	1,589,115	845,617
San Diego, CA	159,608,173	189,135	1,182,074
San Francisco North Bay, CA	22,284,954	100,000	0
San Francisco Peninsula, CA	39,686,783	0	0
San Jose, CA	84,046,516	0	1,331,053
Savannah, GA	47,145,374	483,400	2,841,185
Seattle, WA	133,887,541	2,912,474	1,675,903
Southern New Hampshire	48,005,658	914,240	0
St. Louis, MO	239,575,541	2,461,184	3,278,848
St. Petersburg/Clearwater, FL	51,515,762	0	0
Stockton/Tracy, CA	49,998,342	357,000	0
Suburban MD	47,338,763	764,781	1,024,300
Suburban VA	47,514,800	200,000	410,400
Syracuse, NY	42,598,512	64,000	199,000
Tampa, FL	80,459,780	165,000	0
Tucson, AZ	40,257,519	270,000	0
Tulsa, OK	59,888,175	1,300,000	334,750

P = preliminary

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 revenue of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (C&W Services), global occupier services, investment & asset management (DTZ Investors), project & development services, tenant representation, and valuation & advisory. To learn more, visit www.cushmanwakefield.com or follow @CushWake on Twitter

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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

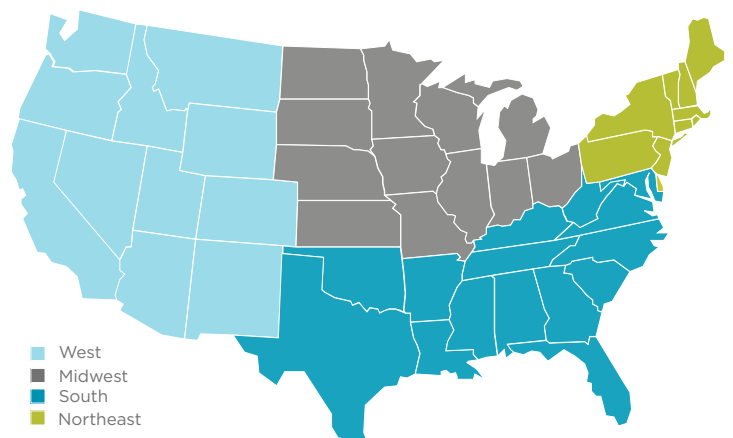
Total Inventory: The total amount of industrial space (in buildings of a predetermined size by market) that can be rented by a third party.

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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