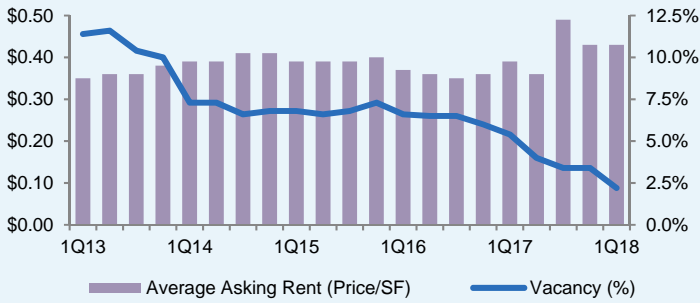




FRESNO
1Q18 INDUSTRIAL MARKET

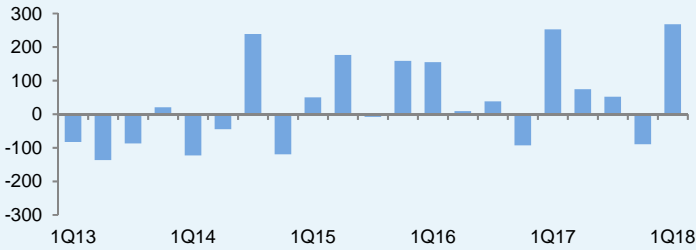
Market Analysis

Asking Rent and Vacancy



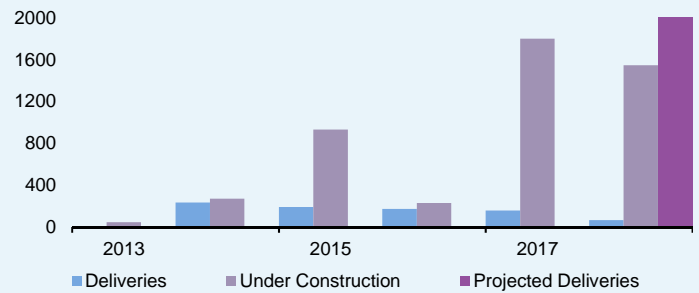
Net Absorption

Square Feet, Thousands



Construction and Deliveries

Square Feet, Thousands



Market Summary

	Current Quarter	Prior Quarter	Year Ago Period	12 Month Forecast
Total Inventory	65MSF	65MSF	65MSF	↑
Vacancy Rate	2.2%	3.2%	5.2%	↓
Quarterly Net Absorption	268,106	-89,753	252,483	↑
Average Asking Rent	\$0.43	\$0.43	\$0.39	↔
Under Construction	1,545,000	1,636,700	328,988	↑
Deliveries	65,820	136,410	10,910	↑

Lease/User Transactions

Tenant	Building	Submarket	Type	Square Feet
Tires Warehouse Inc.	3220 S. Northpointe Avenue	Southeast	Direct	121,900
Duncan Ceramics	480 E. North Avenue	Southeast	Direct	113,600
Western Power Sports	2855 S. Elm Avenue	Southwest	Direct	81,225
Hantover Inc.	4668 E. Drummond Avenue	southeast	Renewal	62,300
N/A	2845 S. East Avenue	Southeast	Direct	53,700

Select Sales Transactions

Building	Submarket	Sale Price	Price/SF	Square Feet
2436 Foundry Park Avenue	Southeast	\$2,500,000	\$77	32,618
5333 N. Cornelia Avenue	Northwest	\$2,418,138	\$35	70,978
5626 E. Belmont Avenue	Southeast	\$1,850,000	\$43	44,000
7595 N. Del Mar Avenue	Northwest	\$1,493,500	\$132	11,360
5333 N. Cornelia Avenue	Northwest	\$1,375,971	\$35	39,840

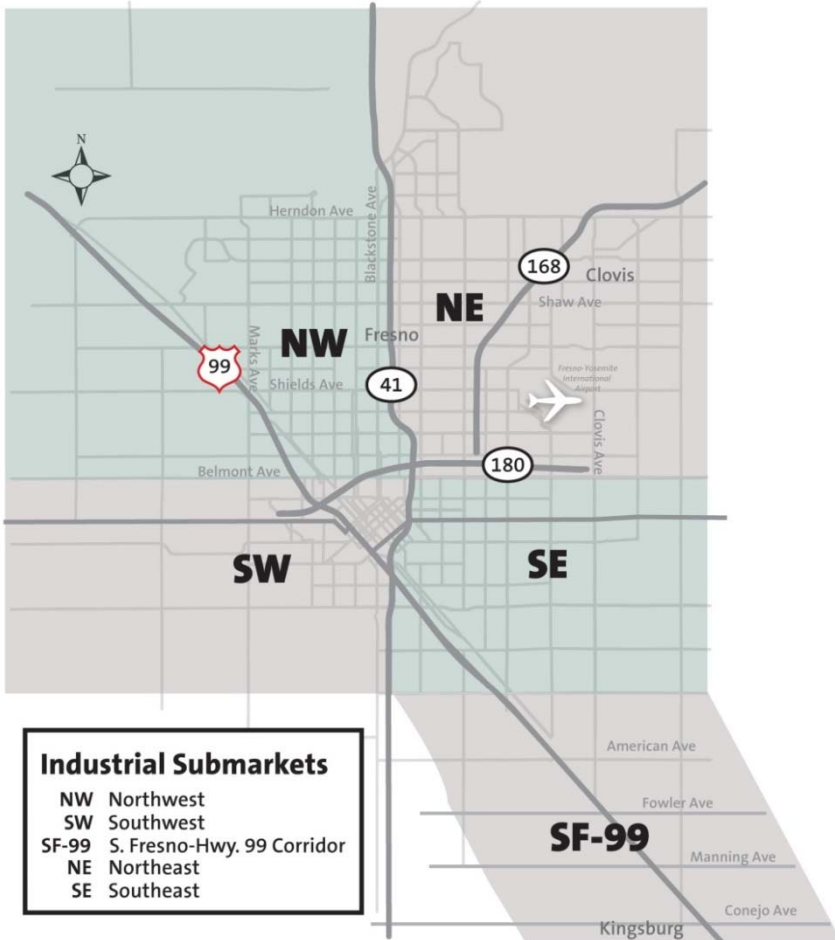


FRESNO
1Q18 INDUSTRIAL MARKET

Submarket Statistics

	Total Inventory (SF)	Under Construction (SF)	Total Vacancy Rate	Qtr Absorption (SF)	YTD Absorption (SF)	WH/Dist Asking Rent (Price/SF)	R&D/Flex Asking Rent (Price/SF)	Total Asking Rent (Price/SF)
Northeast	13,513,064	-	1.0%	15,354	15,354	\$0.70	\$0.73	\$0.70
Northwest	8,742,079	-	2.5%	49,560	49,560	\$0.58	\$0.80	\$0.65
S. Fresno-Hwy.99 Corridor	6,106,403	-	3.1%	10,000	10,000	-	-	\$0.70
Southeast	29,171,469	875,000	2.6%	100,994	100,994	\$0.17	-	\$0.22
Southwest	7,579,155	670,000	1.5%	92,198	92,198	\$0.39	\$1.45	\$0.46
Totals	65,112,170	1,545,000	2.2%	268,106	268,106	\$0.32	\$0.89	\$0.43

Industrial inventory includes all multi-tenant and single tenant buildings as well as owner-occupied properties.



Fresno
PEARSON COMMERCIAL
7480 N. Palm Ave., Suite 101
Fresno, CA 93711
559.432.6200

Corporate CA BRE #00020875

Kimberly Bretz
Industrial Division Research Manager
559.447.6241
kbretz@pearsonrealty.com
BRE #02024314

Newmark Grubb Knight Frank has implemented a proprietary database and our tracking methodology has been revised. With this expansion and refinement in our data, there may be adjustments in historical statistics including availability, asking rents, absorption and effective rents.

All information contained in this publication is derived from sources that are deemed to be reliable. However, Newmark Grubb Knight Frank (NGKF) has not verified any such information, and the same constitutes the statements and representations only of the source thereof, and not of NGKF. Any recipient of this publication should independently verify such information and all other information that may be material to any decision that recipient may make in response to this publication, and should consult with professionals of the recipient's choice with regard to all aspects of that decision, including its legal, financial, and tax aspects and implications.

Any recipient of this publication may not, without the prior written approval of NGKF, distribute, disseminate, publish, transmit, copy, broadcast, upload, download, or in any other way reproduce this publication or any of the information it contains.