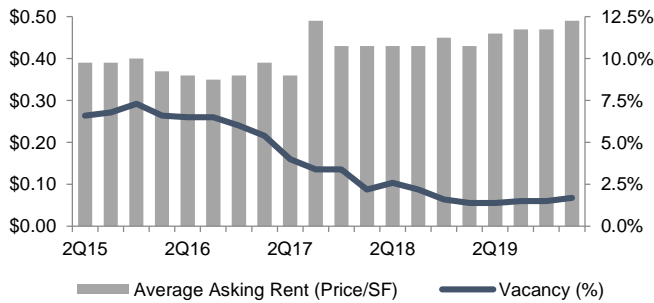


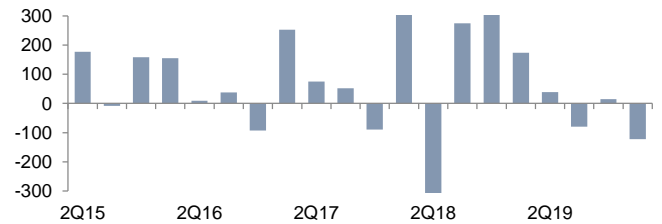
Fresno INDUSTRIAL MARKET

MARKET ANALYSIS

Asking Rent and Availability

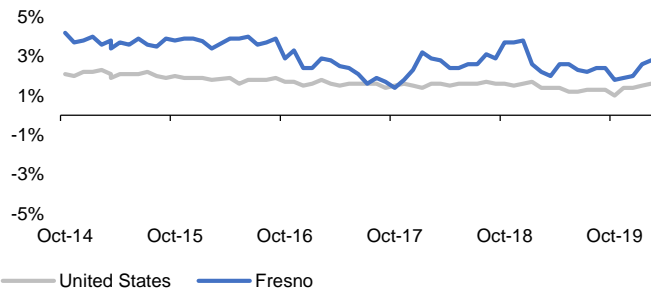


Net Absorption (SF, Thousands)



PAYROLL EMPLOYMENT

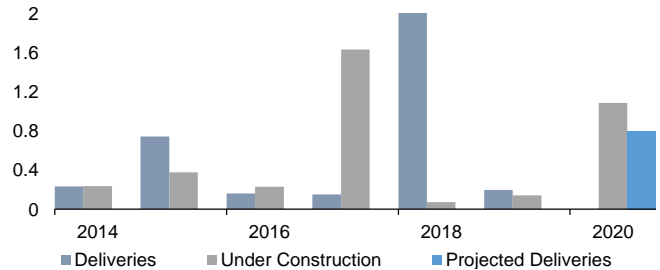
Total Nonfarm, Not Seasonally Adjusted, 12-Month % Change



Source: U.S. Bureau of Labor Statistics

CONSTRUCTION AND DELIVERIES

Square Feet, Millions



CURRENT CONDITIONS

Leasing activity is at a stand still for small to medium sized businesses

Vacancy and availability rates remain historically low

Buyers are waiting for market conditions to settle

Local zoning and increased regulation will continue to slow development

Significant amount of construction currently underway

MARKET SUMMARY

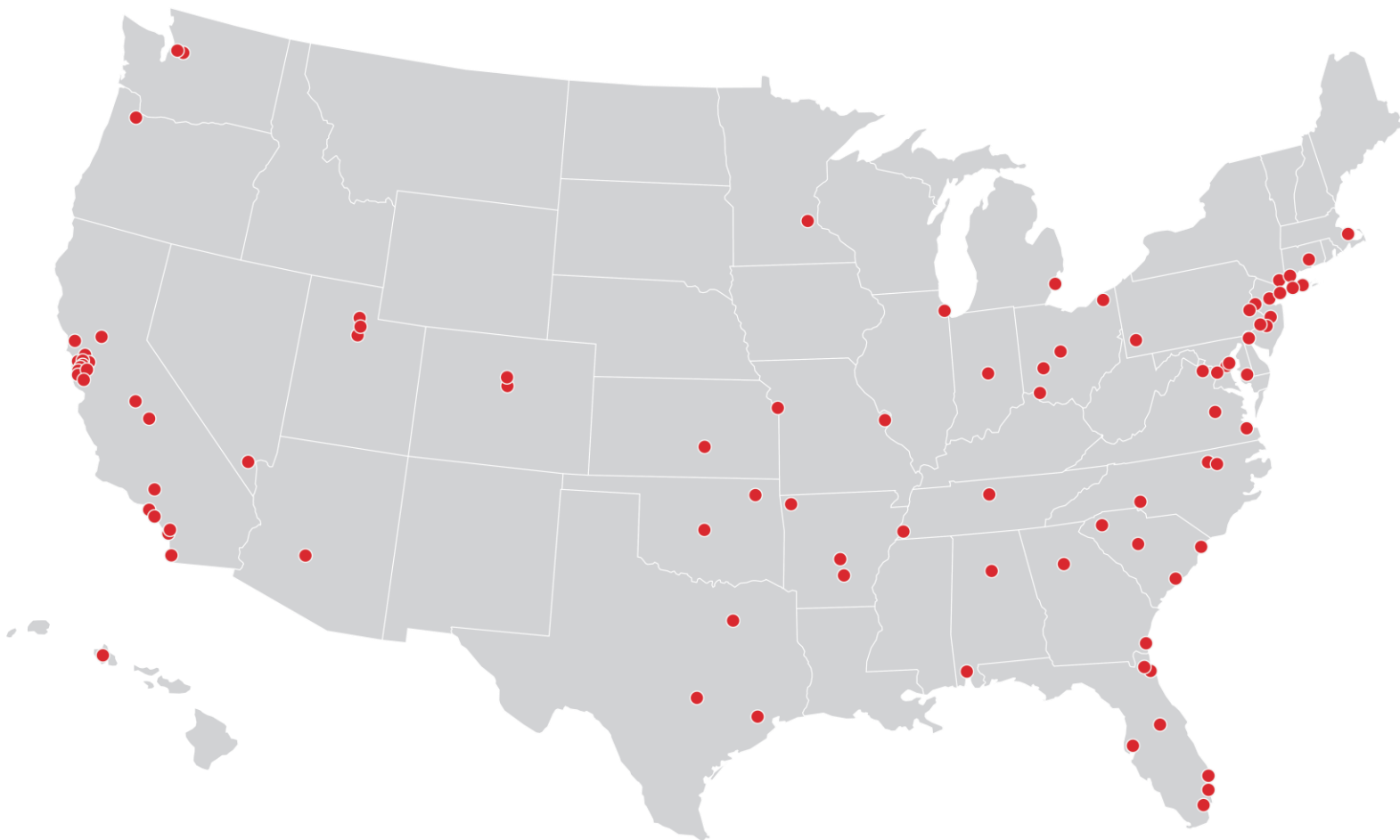
	Current Quarter	Prior Quarter	Year Ago Period	12 Month Forecast
Total Inventory	67.6 MSF	67.6 MSF	67.4 MSF	↑
Vacancy Rate	1.7%	1.5%	1.4%	↑
Quarterly Net Absorption	-122,043	14,822	173,866	↓
Average Asking Rent	\$0.49	\$0.47	\$0.43	↔
Under Construction	1,087,607	175,269	309,168	↓
Deliveries	15,000	5,760	31,527	↑

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	13,811,278	161,199	1.0%	-27,886	-27,886	\$0.69	-	\$0.67
Northwest	8,762,176	5,000	2.6%	-72,437	-72,437	\$0.59	\$0.69	\$0.68
S. Fresno-Hwy. 99 Corridor	6,267,938	20,000	1.7%	-	-	\$0.40	-	\$0.45
Southeast	30,574,114	901,408	1.9%	-42,780	-42,780	\$0.40	-	\$0.40
Southwest	8,202,815	-	1.0%	21,060	21,060	\$0.39	-	\$0.41
Totals	67,618,321	1,087,607	1.7%	-122,043	-122,043	\$0.43	\$0.69	\$0.49



NEWMARK KNIGHT FRANK UNITED STATES OFFICE LOCATIONS



Aaron Amaral
Research Manager
559.447.6216
aamaral@pearsonrealty.com

Fresno
7480 N. Palm Avenue, Suite 101
Fresno, CA 93711
559.432.6200

Pearson Commercial
DRE #00020875

www.newmarkpearson.com

Newmark 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. Newmark Knight Frank Research Reports are available at www.ngkf.com/research

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