

An aerial photograph of an industrial park in Salt Lake City, Utah. The image shows several large, rectangular industrial buildings with flat roofs, interspersed with parking lots, roads, and some greenery. The overall scene is a dense industrial development.

THE LAST LOOK
2017 MID-YEAR SALT LAKE CITY

INDUSTRIAL REVIEW
IPG COMMERCIAL MARKET REPORT

JULY 2017

2017 Mid-Year Salt Lake Industrial Review

At IPG Commercial Real Estate we have long prided ourselves as being an independent voice in the Utah industrial real estate market place. Over the years we have relied on the good favor and collaboration of competitors and allies to bring forth a balanced market overview. The Last Look has always been a IPG's way to synthesize available sources of industrial market data into a single concise report identifying the major trends and statistical data.

As the trend of data disruption continues and additional platforms enter our market, IPG has made a monumental shift towards consolidating our approach by aligning with CoStar for the bulk of our market data. As a result we will be utilizing CoStar reports to provide our clients with a new depth of data and reporting capabilities. While not perfect, in conjunction with our proprietary data sources, we believe this change will be a positive step for IPG and for our clients as well. We look forward to continuing to provide balanced and accurate market information for years to come. Thank you for your support and we hope you are enjoying continued success in our robust industrial market throughout the remainder of 2017.



MICHAEL JEPPESEN SIOR, CCIM, LEED AP
PRESIDENT & MANAGING BROKER
IPG COMMERCIAL REAL ESTATE

MARKET SNAPSHOT

VACANCY: 3.5%

NET ABSORPTION: 1.821 MILLION SQUARE FEET

ASKING LEASE RATE: \$.46/SF/MONTH

COMPLETED CONSTRUCTION: 724,448 SF

Salt Lake City Industrial Market



Overview

Salt Lake City's Vacancy Decreases to 3.5% Net Absorption Positive 1,821,860 SF in the Quarter

The Salt Lake City Industrial market ended the second quarter 2017 with a vacancy rate of 3.5%. The vacancy rate was down over the previous quarter, with net absorption totaling positive 1,821,860 square feet in the second quarter. Vacant sublease space decreased in the quarter, ending the quarter at 185,744 square feet. Rental rates ended the second quarter at \$5.54, an increase over the previous quarter. A total of seven buildings delivered to the market in the quarter totaling 223,456 square feet, with 4,093,695 square feet still under construction at the end of the quarter.

Absorption

Net absorption for the overall Salt Lake City Industrial market was positive 1,821,860 square feet in the second quarter 2017. That compares to positive 865,719 square feet in the first quarter 2017, positive 937,700 square feet in the fourth quarter 2016, and positive 266,168 square feet in the third quarter 2016.

Tenants moving out of large blocks of space in 2017 include: Vertis, Inc. moving out of (103,600) square feet at Crossroads Corporate Center - Building 3, Boart Longyear Limited moving out of (44,000) square feet at 2640 W 1700 S, and Freight Systems, Inc. moving out of (42,600) square feet at 300 E 1700 S.

Tenants moving into large blocks of space in 2017 include: Veritiv Operating Company moving into 240,274 square feet at 3490 W 1820 S, Pharmatech moving into 167,000 square feet at 1352 W 300 S, and Hose Power USA moving into 111,484 square feet at 1515 S Distribution Dr.

The Flex building market recorded net absorption of nega-

tive (8,036) square feet in the second quarter 2017, compared to negative (151,360) square feet in the first quarter 2017, positive 97,546 in the fourth quarter 2016, and positive 32,107 in the third quarter 2016.

The Warehouse building market recorded net absorption of positive 1,829,896 square feet in the second quarter 2017 compared to positive 1,017,079 square feet in the first quarter 2017, positive 840,154 in the fourth quarter 2016, and positive 234,061 in the third quarter 2016.

Vacancy

The Industrial vacancy rate in the Salt Lake City market area decreased to 3.5% at the end of the second quarter 2017. The vacancy rate was 4.2% at the end of the first quarter 2017, 4.4% at the end of the fourth quarter 2016, and 4.6% at the end of the third quarter 2016.

Flex projects reported a vacancy rate of 5.6% at the end of the second quarter 2017, 5.6% at the end of the first quarter 2017, 4.9% at the end of the fourth quarter 2016, and 4.6% at the end of the third quarter 2016.

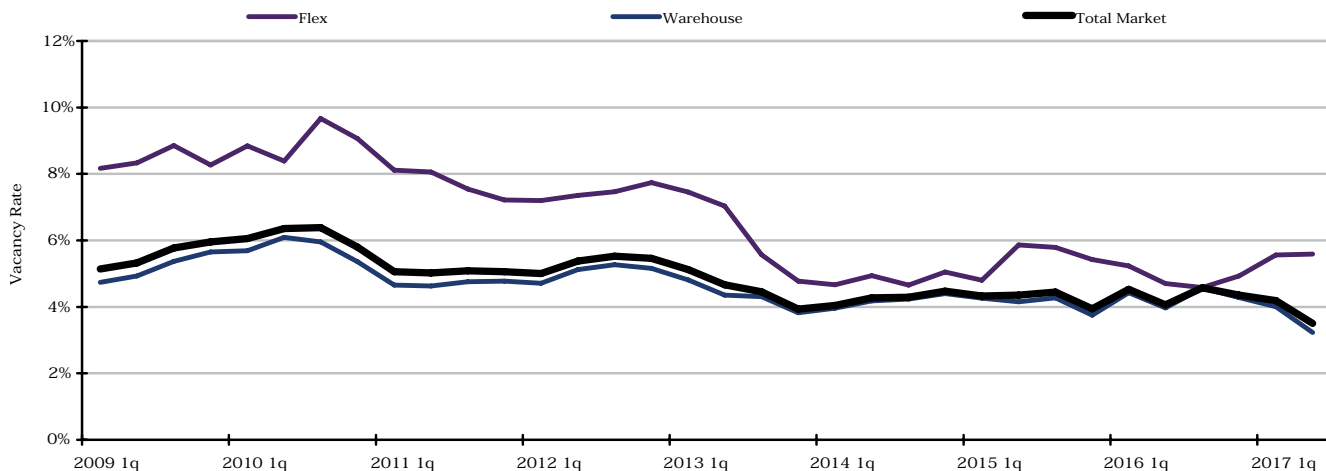
Warehouse projects reported a vacancy rate of 3.2% at the end of the second quarter 2017, 4.0% at the end of first quarter 2017, 4.3% at the end of the fourth quarter 2016, and 4.6% at the end of the third quarter 2016.

Largest Lease Signings

The largest lease signings occurring in 2017 included: the 103,600-square-foot lease signed by Quad Graphics at Crossroads Corporate Center - Building 3 in the West Valley market; the 101,759-square-foot deal signed by My Natural

Vacancy Rates by Building Type

2005-2017



Source: CoStar Property®



Salt Lake City Industrial Market

Overview

Market at 351 W 12800 S in the South Valley market; and the 88,000-square-foot lease signed by Capital Freight 1855 S Fremont Dr. in the West Valley market.

Sublease Vacancy

The amount of vacant sublease space in the Salt Lake City market decreased to 185,744 square feet by the end of the second quarter 2017, from 217,174 square feet at the end of the first quarter 2017. There was 178,716 square feet vacant at the end of the fourth quarter 2016 and 794,600 square feet at the end of the third quarter 2016.

Salt Lake City's Flex projects reported vacant sublease space of 35,304 square feet at the end of second quarter 2017, up from the 20,258 square feet reported at the end of the first quarter 2017. There were 10,000 square feet of sublease space vacant at the end of the fourth quarter 2016, and 59,964 square feet at the end of the third quarter 2016.

Warehouse projects reported decreased vacant sublease space from the first quarter 2017 to the second quarter 2017. Sublease vacancy went from 196,916 square feet to 150,440 square feet during that time. There was 168,716 square feet at the end of the fourth quarter 2016, and 734,636 square feet at the end of the third quarter 2016.

Rental Rates

The average quoted asking rental rate for available Industrial space was \$5.54 per square foot per year at the end of the second quarter 2017 in the Salt Lake City market area. This represented a 0.4% increase in quoted rental rates from the end of the first quarter 2017, when rents were reported at \$5.52 per square foot.

The average quoted rate within the Flex sector was \$8.70 per square foot at the end of the second quarter 2017, while Warehouse rates stood at \$5.21. At the end of the first quarter 2017, Flex rates were \$8.66 per square foot, and Warehouse

rates were \$5.16.

Deliveries and Construction

During the second quarter 2017, seven buildings totaling 223,456 square feet were completed in the Salt Lake City market area. This compares to 15 buildings totaling 500,992 square feet that were completed in the first quarter 2017, 11 buildings totaling 482,640 square feet completed in the fourth quarter 2016, and 1,508,983 square feet in 18 buildings completed in the third quarter 2016.

There were 4,093,695 square feet of Industrial space under construction at the end of the second quarter 2017.

Some of the notable 2017 deliveries include: 825 W 600 N, an 82,000-square-foot facility that delivered in second quarter 2017 and is now 100% occupied, and 500 N 2000 W, an 80,500-square-foot building that delivered in first quarter 2017 and is now 60% occupied.

The largest projects underway at the end of second quarter 2017 were 5600 W California Ave, a 901,138-square-foot building with 100% of its space pre-leased, and 300 S 6400 W, an 840,000-square-foot facility that is 100% pre-leased.

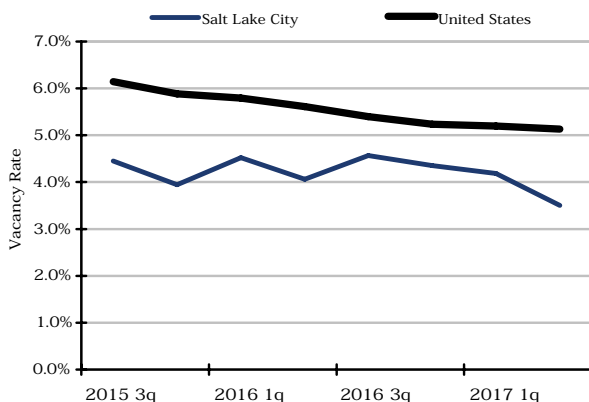
Inventory

Total Industrial inventory in the Salt Lake City market area amounted to 232,241,386 square feet in 7,730 buildings as of the end of the second quarter 2017. The Flex sector consisted of 26,815,588 square feet in 1,277 projects. The Warehouse sector consisted of 205,425,798 square feet in 6,453 buildings. Within the Industrial market there were 655 owner-occupied buildings accounting for 35,663,167 square feet of Industrial space.

Reports compiled by: Fred Ankenman, Research Manager, and Luis Armendariz, Research Associate II

U.S. Vacancy Comparison

Past 8 Quarters



Source: CoStar Property®

Salt Lake City Industrial Market



Markets

CoStar Submarket Clusters & Submarkets

In analyzing metropolitan areas, CoStar has developed geographic designations to help group properties together, called Markets, Submarket Clusters and Submarkets. Markets are the equivalent of metropolitan areas, or areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Markets are then divided into Submarket Clusters, which are core areas within a metropolitan area that are known to be competitive with each other in terms of attracting and keeping tenants. Markets are then further subdivided into smaller units called Submarkets, which serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted competitive set, or peer group.

Submarket Clusters	Submarkets
Cache County Ind	Cache County Ind
Davis/Weber Counties Ind	Davis North Ind
Downtown Ind	Downtown Ind
Juab County Ind	Juab County Ind
Morgan County Ind	Morgan County Ind
South Valley Ind	Draper Ind East Murray Ind Riverton Ind Sandy Ind South Valley Ind West Jordan Ind
Summit County Ind	Summit County Ind
Tooele County Ind	Tooele County Ind
Utah County Ind	Utah County Ind
West Outlying Salt Lk Ind	West Outlying Salt Lk Ind
West Valley Ind	Airport Ind California Avenue Ind West Murray Ind West Valley Ind

Salt Lake City – Mid-Year 2017

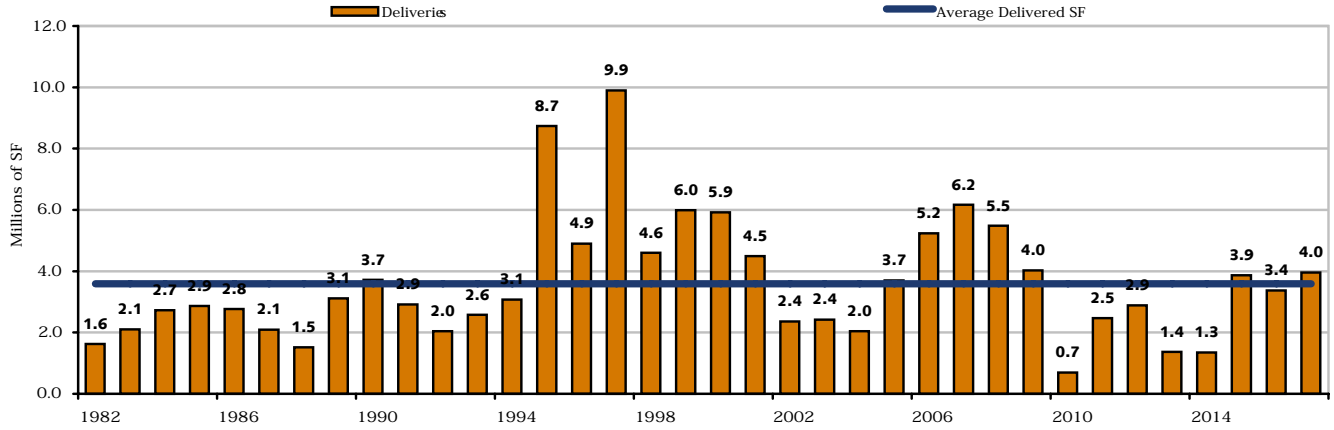


Salt Lake City Industrial Market

Inventory & development

Historical Deliveries

1982 - 2017



Source: CoStar Property® * Future deliveries based on current under construction buildings.

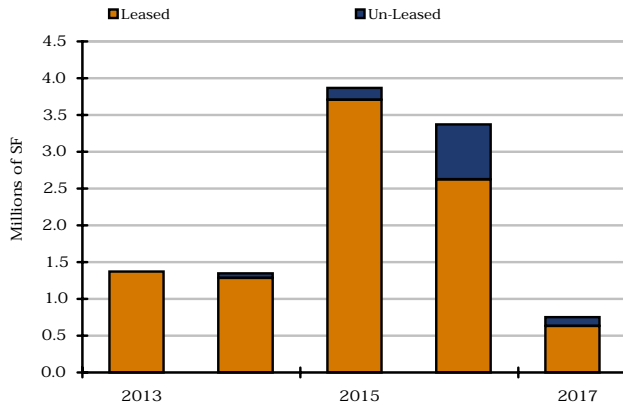
CONSTRUCTION ACTIVITY Markets Ranked by Under Construction RBA

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
West Outlying Salt Lk Ind	2	1,741,138	1,741,138	100.0%	105,576	870,569
Davis/Weber Counties Ind	4	817,970	814,838	99.6%	33,063	204,492
West Valley Ind	2	740,878	0	0.0%	43,779	370,439
Utah County Ind	5	391,475	67,014	17.1%	25,734	78,295
South Valley Ind	3	332,234	101,759	30.6%	19,278	110,745
Cache County Ind	2	70,000	50,000	71.4%	24,936	35,000
Morgan County Ind	0	0	0	0.0%	17,560	0
Downtown Ind	0	0	0	0.0%	16,686	0
Juab County Ind	0	0	0	0.0%	25,717	0
Summit County Ind	0	0	0	0.0%	14,903	0
All Other	0	0	0	0.0%	59,678	0
Totals	18	4,093,695	2,774,749	67.8%	30,044	227,427

Source: CoStar Property®

Recent Deliveries

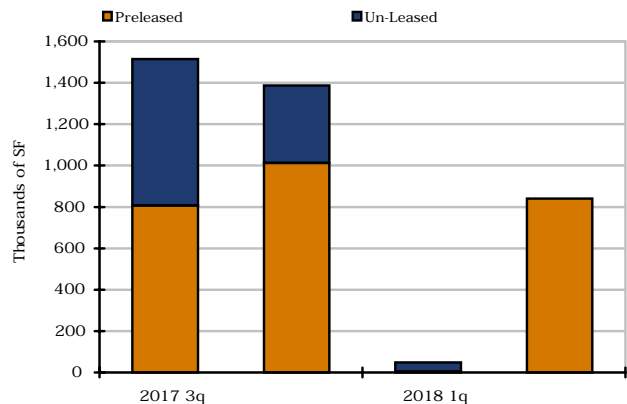
Leased & Un-Leased SF in Deliveries Since 2013



Source: CoStar Property®

Future Deliveries

Preleased & Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

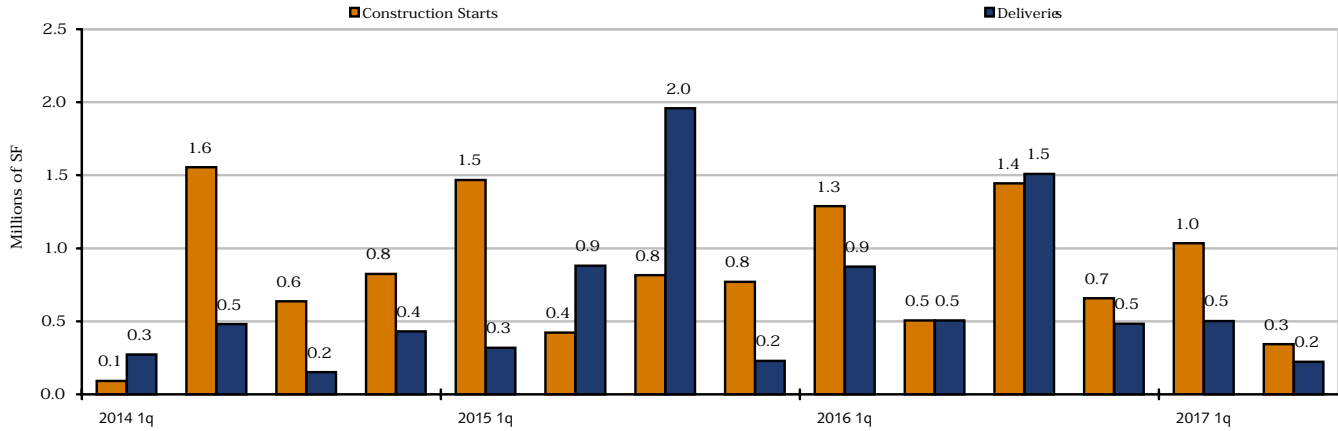
Salt Lake City Industrial Market



Inventory & development

Historical Construction Starts & Deliveries

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

RECENT DELIVERIES BY PROJECT SIZE Breakdown of Year-to-Date Development Based on RBA of Project

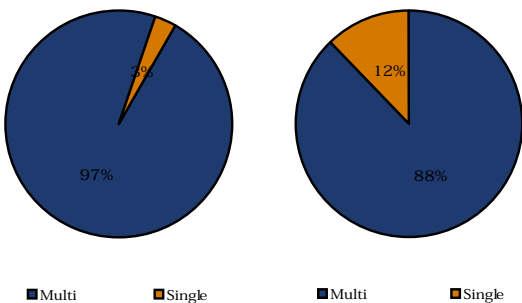
Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	19	476,510	390,745	82.0%	\$7.29	21,346	455,164
50,000 SF - 99,999 SF	4	274,438	242,238	88.3%	\$7.84	0	274,438
100,000 SF - 249,999 SF	0	0	0	0.0%	\$0.00	0	0
250,000 SF - 499,999 SF	0	0	0	0.0%	\$0.00	0	0
>= 500,000 SF	0	0	0	0.0%	\$0.00	0	0

Source: CoStar Property®

Recent Development by Tenancy

Based on RBA Developed for Single & Multi-Tenant Use

2017 Deliveries Currently Under Construction

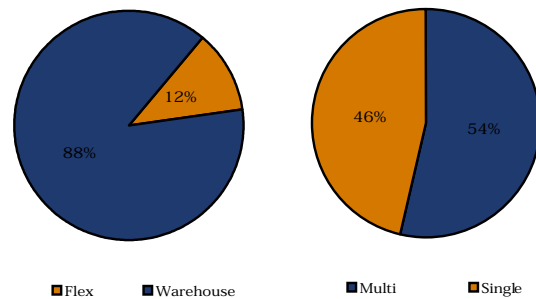


Source: CoStar Property®

Existing Inventory Comparison

Based on Total RBA

By Building Type By Tenancy Type



Source: CoStar Property®

Salt Lake City – Mid-Year 2017



Salt Lake City Industrial Market

Inventory & development

Select Year-to-Date Deliveries

Based on Project Square Footage

1. 825 W 600 N

Submarket: **Utah County Industrial Market**
 RBA: **82,000**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **N/A**
 Deliv Date: **Second Quarter 2017**
 Leasing Co: **N/A**
 Developer: **N/A**

2. 500 N 2000 W

Submarket: **Utah County Industrial Market**
 RBA: **80,500**
 Occupied: **60%**
 Quoted Rate: **\$7.20**
 Grnd Brk Date: **First Quarter 2016**
 Deliv Date: **First Quarter 2017**
 Leasing Co: **Coldwell Banker Commercial Advisors**
 Developer: **N/A**

3. 1020 W 600 S

Submarket: **Utah County Industrial Market**
 RBA: **60,000**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2016**
 Deliv Date: **First Quarter 2017**
 Leasing Co: **Colmena Group**
 Developer: **Colmena Group**

4. 2001 N 1450 W

Submarket: **Utah County Industrial Market**
 RBA: **51,938**
 Occupied: **100%**
 Quoted Rate: **\$8.40**
 Grnd Brk Date: **Third Quarter 2016**
 Deliv Date: **First Quarter 2017**
 Leasing Co: **N/A**
 Developer: **N/A**

5. 957 W 150 N

Submarket: **Utah County Industrial Market**
 RBA: **42,750**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2016**
 Deliv Date: **Second Quarter 2017**
 Leasing Co: **Nicolson Construction , Inc.**
 Developer: **N/A**

6. 3560 N Main St

Submarket: **Utah County Industrial Market**
 RBA: **38,000**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **First Quarter 2016**
 Deliv Date: **First Quarter 2017**
 Leasing Co: **Sovereign Properties LLC**
 Developer: **N/A**

7. The Cleveland

Submarket: **West Valley Industrial Market**
 RBA: **36,386**
 Occupied: **100%**
 Quoted Rate: **\$6.60**
 Grnd Brk Date: **Second Quarter 2016**
 Deliv Date: **First Quarter 2017**
 Leasing Co: **Boyd Enterprises**
 Developer: **Boyd Enterprises**

8. The McKinley

Submarket: **West Valley Industrial Market**
 RBA: **36,386**
 Occupied: **100%**
 Quoted Rate: **\$6.60**
 Grnd Brk Date: **Second Quarter 2016**
 Deliv Date: **First Quarter 2017**
 Leasing Co: **Boyd Enterprises**
 Developer: **Boyd Enterprises**

9. Lakeview North Business Park 1

Submarket: **Utah County Industrial Market**
 RBA: **35,968**
 Occupied: **50%**
 Quoted Rate: **\$8.66**
 Grnd Brk Date: **Second Quarter 2016**
 Deliv Date: **First Quarter 2017**
 Leasing Co: **Sovereign Properties LLC**
 Developer: **N/A**

10. Lakeview North Business Park 2

Submarket: **Utah County Industrial Market**
 RBA: **35,968**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2016**
 Deliv Date: **First Quarter 2017**
 Leasing Co: **Sovereign Properties LLC**
 Developer: **N/A**

11. 2813 Sierra Vista Way

Submarket: **Utah County Industrial Market**
 RBA: **33,000**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2015**
 Deliv Date: **Second Quarter 2017**
 Leasing Co: **Champion Holdings LC**
 Developer: **N/A**

12. 4383 Forestdale Dr

Submarket: **Summit County Industrial Market**
 RBA: **30,000**
 Occupied: **43%**
 Quoted Rate: **\$13.25**
 Grnd Brk Date: **Second Quarter 2016**
 Deliv Date: **First Quarter 2017**
 Leasing Co: **MWA Innovate**
 Developer: **N/A**

13. 625 W 1100 N

Submarket: **Davis/Weber Counties Industrial Market**
 RBA: **29,000**
 Occupied: **100%**
 Quoted Rate: **\$4.20**
 Grnd Brk Date: **N/A**
 Deliv Date: **2017**
 Leasing Co: **N/A**
 Developer: **Tom Stuart Construction**

14. Steelpointe Business Park - Bldg 3

Submarket: **Utah County Industrial Market**
 RBA: **26,500**
 Occupied: **0%**
 Quoted Rate: **\$1.60**
 Grnd Brk Date: **N/A**
 Deliv Date: **2017**
 Leasing Co: **Coldwell Banker Commercial Advisors**
 Developer: **N/A**

15. 821 W 300 N

Submarket: **Davis/Weber Counties Industrial Market**
 RBA: **21,346**
 Occupied: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **N/A**
 Deliv Date: **2017**
 Leasing Co: **N/A**
 Developer: **N/A**

Salt Lake City Industrial Market



Inventory & development

Select Top Under Construction Properties

Based on Project Square Footage

- | | | |
|---|--|---|
| <p>1. 5600 W California Ave</p> <p>Submarket: West Outlying Salt Lk Industrial Market
 RBA: 901,138
 Preleased: 100%
 Quoted Rate: N/A
 Grnd Brk Date: Third Quarter 2016
 Deliv Date: Fourth Quarter 2017
 Leasing Co: Freepport West
 Developer: Freepport West</p> | <p>2. 300 S 6400 W</p> <p>Submarket: West Outlying Salt Lk Industrial Market
 RBA: 840,000
 Preleased: 100%
 Quoted Rate: \$4.56
 Grnd Brk Date: First Quarter 2017
 Deliv Date: Second Quarter 2018
 Leasing Co: IPG Commercial Real Estate
 Developer: N/A</p> | <p>3. ARA Industrial Park - Building C</p> <p>Submarket: West Valley Industrial Market
 RBA: 634,260
 Preleased: 0%
 Quoted Rate: Negotiable
 Grnd Brk Date: First Quarter 2016
 Deliv Date: Third Quarter 2017
 Leasing Co: Freepport West
 Developer: N/A</p> |
| <p>4. 1019 W 400 N</p> <p>Submarket: Davis/Weber Counties Industrial Market
 RBA: 500,000
 Preleased: 100%
 Quoted Rate: N/A
 Grnd Brk Date: Fourth Quarter 2016
 Deliv Date: Third Quarter 2017
 Leasing Co: The Boyer Company
 Developer: N/A</p> | <p>5. North Pointe Business Park - Bldg 2</p> <p>Submarket: Utah County Industrial Market
 RBA: 206,088
 Preleased: 28%
 Quoted Rate: \$9.60
 Grnd Brk Date: Second Quarter 2017
 Deliv Date: Fourth Quarter 2017
 Leasing Co: Coldwell Banker Commercial Advisors
 Developer: Roderick Enterprises</p> | <p>6. 1040 W 600 N</p> <p>Submarket: Davis/Weber Counties Industrial Market
 RBA: 204,375
 Preleased: 100%
 Quoted Rate: N/A
 Grnd Brk Date: Third Quarter 2016
 Deliv Date: Third Quarter 2017
 Leasing Co: The Boyer Company
 Developer: The Boyer Company</p> |
| <p>7. Mountain Point Industrial Park - Bldg 1</p> <p>Submarket: South Valley Industrial Market
 RBA: 117,356
 Preleased: 0%
 Quoted Rate: \$6.60
 Grnd Brk Date: Third Quarter 2015
 Deliv Date: Fourth Quarter 2017
 Leasing Co: Newmark Grubb Acres
 Developer: ICO Companies</p> | <p>8. White Mountain Business District - Bldg 2</p> <p>Submarket: South Valley Industrial Market
 RBA: 113,119
 Preleased: 0%
 Quoted Rate: \$11.10
 Grnd Brk Date: Third Quarter 2016
 Deliv Date: Second Quarter 2017
 Leasing Co: CBRE
 Developer: N/A</p> | <p>9. Pacific Steel & Recycling</p> <p>Submarket: Davis/Weber Counties Industrial Market
 RBA: 107,331
 Preleased: 100%
 Quoted Rate: N/A
 Grnd Brk Date: Second Quarter 2016
 Deliv Date: Second Quarter 2017
 Leasing Co: N/A
 Developer: N/A</p> |
| <p>10. Redwood Depot Industrial Park - Bldg E</p> <p>Submarket: West Valley Industrial Market
 RBA: 106,618
 Preleased: 0%
 Quoted Rate: \$5.40
 Grnd Brk Date: Second Quarter 2017
 Deliv Date: Fourth Quarter 2017
 Leasing Co: Cushman & Wakefield Commerce
 Developer: Tom Stuart Construction</p> | <p>11. White Mountain Business District - Bldg 4/D</p> <p>Submarket: South Valley Industrial Market
 RBA: 101,759
 Preleased: 100%
 Quoted Rate: \$7.20
 Grnd Brk Date: Fourth Quarter 2016
 Deliv Date: Third Quarter 2017
 Leasing Co: CBRE
 Developer: Kimball Investment Company</p> | <p>12. 441 E 1750 N</p> <p>Submarket: Utah County Industrial Market
 RBA: 71,685
 Preleased: 0%
 Quoted Rate: \$7.20
 Grnd Brk Date: First Quarter 2017
 Deliv Date: Second Quarter 2017
 Leasing Co: Sovereign Properties LLC
 Developer: N/A</p> |
| <p>13. 758 S Auto Mall Dr</p> <p>Submarket: Utah County Industrial Market
 RBA: 53,709
 Preleased: 0%
 Quoted Rate: \$9.32
 Grnd Brk Date: First Quarter 2017
 Deliv Date: Third Quarter 2017
 Leasing Co: Brubaker Construction, Inc.
 Developer: N/A</p> | <p>14. 800 W 600 N</p> <p>Submarket: Cache County Industrial Market
 RBA: 50,000
 Preleased: 100%
 Quoted Rate: N/A
 Grnd Brk Date: Second Quarter 2017
 Deliv Date: Fourth Quarter 2017
 Leasing Co: James R Godfrey & Robert Bair
 Developer: N/A</p> | <p>15. 143 N 1800 W</p> <p>Submarket: Utah County Industrial Market
 RBA: 48,993
 Preleased: 8%
 Quoted Rate: \$6.60
 Grnd Brk Date: First Quarter 2017
 Deliv Date: First Quarter 2018
 Leasing Co: Sovereign Properties LLC
 Developer: N/A</p> |

Salt Lake City - Mid-Year 2017



Salt Lake City Industrial Market

Figures at a Glance

Flex Market Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Cache County Ind	21	244,090	18,200	18,200	7.5%	2,700	0	0	\$9.28
Davis/Weber Counties Inc	198	3,769,831	163,828	173,828	4.6%	(21,775)	20,000	0	\$9.64
Downtown Ind	49	1,298,045	19,264	19,264	1.5%	4,432	0	0	\$10.15
Juab County Ind	0	0	0	0	0.0%	0	0	0	\$0.00
Morgan County Ind	4	54,018	0	0	0.0%	0	0	0	\$0.00
South Valley Ind	501	9,288,790	164,038	167,877	1.8%	(78,052)	0	0	\$9.86
Summit County Ind	21	289,561	15,903	15,903	5.5%	(2,732)	0	0	\$12.17
Tooele County Ind	3	31,232	0	0	0.0%	0	0	0	\$0.00
Utah County Ind	171	3,490,933	285,460	296,925	8.5%	(75,384)	0	0	\$9.18
West Outlying Salt Lk Ind	3	53,738	0	0	0.0%	0	0	0	\$9.48
West Valley Ind	306	8,295,350	797,741	807,741	9.7%	11,415	0	0	\$7.55
Totals	1,277	26,815,588	1,464,434	1,499,738	5.6%	(159,396)	20,000	0	\$8.70

Source: CoStar Property®

Warehouse Market Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Cache County Ind	142	3,820,523	140,482	140,482	3.7%	38,325	0	70,000	\$5.51
Davis/Weber Counties Inc	1,360	47,742,216	1,020,599	1,031,499	2.2%	207,299	69,346	817,970	\$4.14
Downtown Ind	449	7,011,371	251,365	251,365	3.6%	1,173	0	0	\$5.66
Juab County Ind	3	77,152	13,500	13,500	17.5%	0	0	0	\$4.21
Morgan County Ind	8	156,701	0	0	0.0%	0	0	0	\$0.00
South Valley Ind	1,660	32,372,035	576,400	576,400	1.8%	39,598	3,000	332,234	\$7.61
Summit County Ind	37	574,808	52,319	52,319	9.1%	4,900	30,000	0	\$13.40
Tooele County Ind	77	4,742,987	519,781	519,781	11.0%	284,143	0	0	\$3.01
Utah County Ind	1,081	28,728,580	471,235	474,295	1.7%	638,858	482,624	391,475	\$6.74
West Outlying Salt Lk Ind	52	5,752,943	327,507	327,507	5.7%	603,388	0	1,741,138	\$4.73
West Valley Ind	1,584	74,446,482	3,114,957	3,251,437	4.4%	1,029,291	119,478	740,878	\$5.06
Totals	6,453	205,425,798	6,488,145	6,638,585	3.2%	2,846,975	704,448	4,093,695	\$5.21

Source: CoStar Property®

Total Industrial Market Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Cache County Ind	163	4,064,613	158,682	158,682	3.9%	41,025	0	70,000	\$5.63
Davis/Weber Counties Inc	1,558	51,512,047	1,184,427	1,205,327	2.3%	185,524	89,346	817,970	\$4.57
Downtown Ind	498	8,309,416	270,629	270,629	3.3%	5,605	0	0	\$6.03
Juab County Ind	3	77,152	13,500	13,500	17.5%	0	0	0	\$4.21
Morgan County Ind	12	210,719	0	0	0.0%	0	0	0	\$0.00
South Valley Ind	2,161	41,660,825	740,438	744,277	1.8%	(38,454)	3,000	332,234	\$7.99
Summit County Ind	58	864,369	68,222	68,222	7.9%	2,168	30,000	0	\$13.14
Tooele County Ind	80	4,774,219	519,781	519,781	10.9%	284,143	0	0	\$3.01
Utah County Ind	1,252	32,219,513	756,695	771,220	2.4%	563,474	482,624	391,475	\$7.02
West Outlying Salt Lk Ind	55	5,806,681	327,507	327,507	5.6%	603,388	0	1,741,138	\$4.77
West Valley Ind	1,890	82,741,832	3,912,698	4,059,178	4.9%	1,040,706	119,478	740,878	\$5.39
Totals	7,730	232,241,386	7,952,579	8,138,323	3.5%	2,687,579	724,448	4,093,695	\$5.54

Source: CoStar Property®

Salt Lake City Industrial Market



Figures at a Glance

Flex Submarket Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Airport Ind	39	1,195,660	139,114	139,114	11.6%	7,220	0	0	\$11.52
Cache County Ind	21	244,090	18,200	18,200	7.5%	2,700	0	0	\$9.28
California Avenue Ind	135	3,890,870	497,275	507,275	13.0%	(4,258)	0	0	\$6.82
Davis North Ind	198	3,769,831	163,828	173,828	4.6%	(21,775)	20,000	0	\$9.64
Downtown Ind	49	1,298,045	19,264	19,264	1.5%	4,432	0	0	\$10.15
Draper Ind	32	981,861	1,595	1,595	0.2%	5,205	0	0	\$11.49
East Murray Ind	52	948,706	44,430	44,430	4.7%	(23,439)	0	0	\$7.97
Juab County Ind	0	0	0	0	0.0%	0	0	0	\$0.00
Morgan County Ind	4	54,018	0	0	0.0%	0	0	0	\$0.00
Riverton Ind	14	259,297	0	0	0.0%	0	0	0	\$14.00
Sandy Ind	84	2,168,651	13,980	13,980	0.6%	(4,010)	0	0	\$14.72
South Valley Ind	272	3,884,012	99,033	102,872	2.6%	(53,008)	0	0	\$7.60
Summit County Ind	21	289,561	15,903	15,903	5.5%	(2,732)	0	0	\$12.17
Tooele County Ind	3	31,232	0	0	0.0%	0	0	0	\$0.00
Utah County Ind	171	3,490,933	285,460	296,925	8.5%	(75,384)	0	0	\$9.18
West Jordan Ind	47	1,046,263	5,000	5,000	0.5%	(2,800)	0	0	\$7.90
West Murray Ind	5	87,737	0	0	0.0%	0	0	0	\$7.96
West Outlying Salt Lk Ind	3	53,738	0	0	0.0%	0	0	0	\$9.48
West Valley Ind	127	3,121,083	161,352	161,352	5.2%	8,453	0	0	\$7.99
Totals	1,277	26,815,588	1,464,434	1,499,738	5.6%	(159,396)	20,000	0	\$8.70

Source: CoStar Property®

Warehouse Submarket Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Airport Ind	183	8,313,290	406,192	421,522	5.1%	(80,922)	0	0	\$4.87
Cache County Ind	142	3,820,523	140,482	140,482	3.7%	38,325	0	70,000	\$5.51
California Avenue Ind	846	43,307,733	1,144,924	1,211,711	2.8%	1,060,197	46,706	106,618	\$5.44
Davis North Ind	1,360	47,742,216	1,020,599	1,031,499	2.2%	207,299	69,346	817,970	\$4.14
Downtown Ind	449	7,011,371	251,365	251,365	3.6%	1,173	0	0	\$5.66
Draper Ind	77	2,840,511	15,208	15,208	0.5%	33,861	0	332,234	\$9.04
East Murray Ind	288	3,513,499	56,558	56,558	1.6%	4,642	0	0	\$7.50
Juab County Ind	3	77,152	13,500	13,500	17.5%	0	0	0	\$4.21
Morgan County Ind	8	156,701	0	0	0.0%	0	0	0	\$0.00
Riverton Ind	43	860,017	4,200	4,200	0.5%	75	0	0	\$5.40
Sandy Ind	203	5,227,173	193,824	193,824	3.7%	(28,169)	0	0	\$8.04
South Valley Ind	800	12,435,388	258,245	258,245	2.1%	(51,147)	3,000	0	\$6.45
Summit County Ind	37	574,808	52,319	52,319	9.1%	4,900	30,000	0	\$13.40
Tooele County Ind	77	4,742,987	519,781	519,781	11.0%	284,143	0	0	\$3.01
Utah County Ind	1,081	28,728,580	471,235	474,295	1.7%	638,858	482,624	391,475	\$6.74
West Jordan Ind	249	7,495,447	48,365	48,365	0.6%	80,336	0	0	\$6.78
West Murray Ind	81	3,237,283	3,100	3,100	0.1%	32,310	0	0	\$5.61
West Outlying Salt Lk Ind	52	5,752,943	327,507	327,507	5.7%	603,388	0	1,741,138	\$4.73
West Valley Ind	474	19,588,176	1,560,741	1,615,104	8.2%	17,706	72,772	634,260	\$4.63
Totals	6,453	205,425,798	6,488,145	6,638,585	3.2%	2,846,975	704,448	4,093,695	\$5.21

Source: CoStar Property®

Salt Lake City – Mid-Year 2017



Salt Lake City Industrial Market

Figures at a Glance

Total Industrial Submarket Statistics

Mid-Year 2017

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Airport Ind	222	9,508,950	545,306	560,636	5.9%	(73,702)	0	0	\$5.37
Cache County Ind	163	4,064,613	158,682	158,682	3.9%	41,025	0	70,000	\$5.63
California Avenue Ind	981	47,198,603	1,642,199	1,718,986	3.6%	1,055,939	46,706	106,618	\$5.67
Davis North Ind	1,558	51,512,047	1,184,427	1,205,327	2.3%	185,524	89,346	817,970	\$4.57
Downtown Ind	498	8,309,416	270,629	270,629	3.3%	5,605	0	0	\$6.03
Draper Ind	109	3,822,372	16,803	16,803	0.4%	39,066	0	332,234	\$9.25
East Murray Ind	340	4,462,205	100,988	100,988	2.3%	(18,797)	0	0	\$7.63
Juab County Ind	3	77,152	13,500	13,500	17.5%	0	0	0	\$4.21
Morgan County Ind	12	210,719	0	0	0.0%	0	0	0	\$0.00
Riverton Ind	57	1,119,314	4,200	4,200	0.4%	75	0	0	\$6.48
Sandy Ind	287	7,395,824	207,804	207,804	2.8%	(32,179)	0	0	\$9.55
South Valley Ind	1,072	16,319,400	357,278	361,117	2.2%	(104,155)	3,000	0	\$6.73
Summit County Ind	58	864,369	68,222	68,222	7.9%	2,168	30,000	0	\$13.14
Tooele County Ind	80	4,774,219	519,781	519,781	10.9%	284,143	0	0	\$3.01
Utah County Ind	1,252	32,219,513	756,695	771,220	2.4%	563,474	482,624	391,475	\$7.02
West Jordan Ind	296	8,541,710	53,365	53,365	0.6%	77,536	0	0	\$6.84
West Murray Ind	86	3,325,020	3,100	3,100	0.1%	32,310	0	0	\$5.72
West Outlying Salt Lk Ind	55	5,806,681	327,507	327,507	5.6%	603,388	0	1,741,138	\$4.77
West Valley Ind	601	22,709,259	1,722,093	1,776,456	7.8%	26,159	72,772	634,260	\$5.00
Totals	7,730	232,241,386	7,952,579	8,138,323	3.5%	2,687,579	724,448	4,093,695	\$5.54

Source: CoStar Property®

Salt Lake City Industrial Market



Figures at a Glance

Flex Market Statistics

Mid-Year 2017

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2017 2q	1,277	26,815,588	1,464,434	1,499,738	5.6%	(8,036)	0	0	0	0	\$8.70
2017 1q	1,277	26,815,588	1,471,444	1,491,702	5.6%	(151,360)	1	20,000	0	0	\$8.66
2016 4q	1,276	26,795,588	1,310,342	1,320,342	4.9%	97,546	3	199,990	1	20,000	\$8.46
2016 3q	1,273	26,595,598	1,157,934	1,217,898	4.6%	32,107	0	0	4	219,990	\$8.52
2016 2q	1,273	26,595,598	1,243,434	1,250,005	4.7%	140,599	0	0	3	199,990	\$8.24
2016 1q	1,273	26,595,598	1,372,562	1,390,604	5.2%	51,752	0	0	2	189,990	\$8.24
2015	1,273	26,595,598	1,424,314	1,442,356	5.4%	213,316	3	338,751	0	0	\$7.44
2014	1,271	26,267,040	1,322,528	1,327,114	5.1%	176,298	3	261,000	1	307,559	\$7.01
2013	1,268	26,006,040	1,229,851	1,242,412	4.8%	948,565	4	121,900	0	0	\$7.37
2012	1,263	25,812,240	1,986,316	1,997,177	7.7%	310,478	3	371,040	4	183,300	\$7.36
2011	1,259	25,333,718	1,827,133	1,829,133	7.2%	414,985	1	22,930	3	457,482	\$7.67
2010	1,259	25,391,887	2,288,517	2,302,287	9.1%	55,995	5	282,606	1	22,930	\$7.60
2009	1,254	25,109,281	2,001,402	2,075,676	8.3%	179,394	11	274,925	4	273,406	\$7.79
2008	1,241	24,760,356	1,826,323	1,906,145	7.7%	531,132	28	825,214	9	194,545	\$8.51
2007	1,209	23,841,098	1,493,373	1,518,019	6.4%	966,986	35	931,427	24	694,396	\$8.09
2006	1,172	22,849,427	1,391,179	1,493,334	6.5%	421,610	17	239,193	27	791,483	\$7.21

Source: CoStar Property®

Warehouse Market Statistics

Mid-Year 2017

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2017 2q	6,453	205,425,798	6,488,145	6,638,585	3.2%	1,829,896	7	223,456	18	4,093,695	\$5.21
2017 1q	6,445	205,175,842	8,021,609	8,218,525	4.0%	1,017,079	14	480,992	22	3,974,681	\$5.16
2016 4q	6,431	204,694,850	8,585,896	8,754,612	4.3%	840,154	8	282,650	31	3,421,286	\$5.07
2016 3q	6,425	204,439,487	8,604,767	9,339,403	4.6%	234,061	18	1,508,983	34	3,046,971	\$4.99
2016 2q	6,407	202,930,504	7,371,644	8,064,481	4.0%	1,336,485	8	504,954	43	3,132,038	\$4.98
2016 1q	6,400	202,502,535	8,296,880	8,972,997	4.4%	(535,932)	7	874,943	37	3,140,434	\$4.84
2015	6,394	201,629,804	6,913,897	7,564,334	3.8%	4,536,337	27	3,047,695	30	2,915,994	\$4.88
2014	6,375	198,253,830	8,236,658	8,724,697	4.4%	(144,299)	14	1,074,824	17	2,519,333	\$4.51
2013	6,361	197,211,111	7,454,422	7,537,679	3.8%	3,756,638	7	1,028,850	12	1,055,824	\$4.40
2012	6,352	196,032,590	9,969,933	10,115,796	5.2%	1,538,492	14	1,962,779	5	1,006,050	\$4.28
2011	6,335	193,622,450	9,158,668	9,244,148	4.8%	3,403,688	11	2,450,391	9	872,156	\$4.25
2010	6,325	191,231,656	10,194,132	10,257,042	5.4%	678,300	17	331,150	9	2,298,060	\$4.36
2009	6,304	191,091,921	10,721,267	10,795,607	5.6%	548,427	43	2,509,911	15	291,170	\$4.61
2008	6,249	187,540,802	7,729,316	7,792,915	4.2%	2,696,663	89	3,877,733	47	3,003,693	\$5.02
2007	6,144	183,131,244	6,033,544	6,080,020	3.3%	7,068,722	69	4,664,282	84	3,922,420	\$4.81
2006	6,046	177,952,327	7,798,034	7,969,825	4.5%	3,824,355	68	4,356,415	78	4,449,009	\$5.13

Source: CoStar Property®

Total Industrial Market Statistics

Mid-Year 2017

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2017 2q	7,730	232,241,386	7,952,579	8,138,323	3.5%	1,821,860	7	223,456	18	4,093,695	\$5.54
2017 1q	7,722	231,991,430	9,493,053	9,710,227	4.2%	865,719	15	500,992	22	3,974,681	\$5.52
2016 4q	7,707	231,490,438	9,896,238	10,074,954	4.4%	937,700	11	482,640	32	3,441,286	\$5.41
2016 3q	7,698	231,035,085	9,762,701	10,557,301	4.6%	266,168	18	1,508,983	38	3,266,961	\$5.34
2016 2q	7,680	229,526,102	8,615,078	9,314,486	4.1%	1,477,084	8	504,954	46	3,332,028	\$5.32
2016 1q	7,673	229,098,133	9,669,442	10,363,601	4.5%	(484,180)	7	874,943	39	3,330,424	\$5.18
2015	7,667	228,225,402	8,338,211	9,006,690	3.9%	4,749,653	30	3,386,446	30	2,915,994	\$5.13
2014	7,646	224,520,870	9,559,186	10,051,811	4.5%	31,999	17	1,335,824	18	2,826,892	\$4.76
2013	7,629	223,217,151	8,684,273	8,780,091	3.9%	4,705,203	11	1,150,750	12	1,055,824	\$4.76
2012	7,615	221,844,830	11,956,249	12,112,973	5.5%	1,848,970	17	2,333,819	9	1,189,350	\$4.62
2011	7,594	218,956,168	10,985,801	11,073,281	5.1%	3,818,673	12	2,473,321	12	1,329,638	\$4.60
2010	7,584	216,623,543	12,482,649	12,559,329	5.8%	734,295	22	613,756	10	2,320,990	\$4.70
2009	7,558	216,201,202	12,722,669	12,871,283	6.0%	727,821	54	2,784,836	19	564,576	\$5.00
2008	7,490	212,301,158	9,555,639	9,699,060	4.6%	3,227,795	117	4,702,947	56	3,198,238	\$5.55
2007	7,353	206,972,342	7,526,917	7,598,039	3.7%	8,035,708	104	5,595,709	108	4,616,816	\$5.35
2006	7,218	200,801,754	9,189,213	9,463,159	4.7%	4,245,965	85	4,595,608	105	5,240,492	\$5.47

Source: CoStar Property®

Salt Lake City – Mid-Year 2017

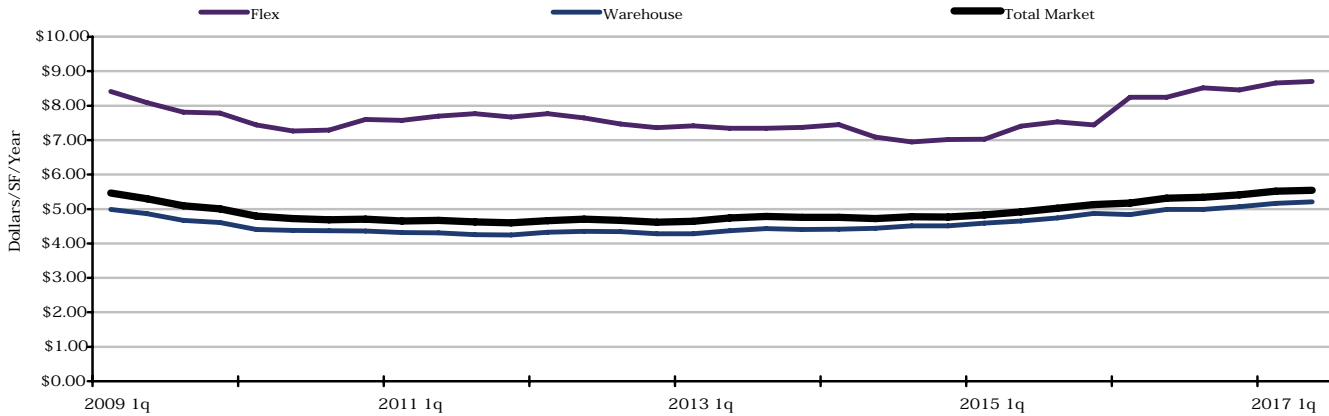


Salt Lake City Industrial Market

Leasing Activity

Historical Rental Rates

Based on Quoted Rental Rates

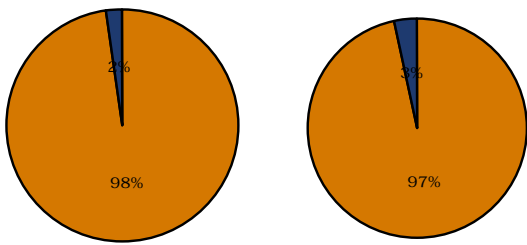


Source: CoStar Property®

Vacancy by Available Space Type

Percent of All Vacant Space in Direct vs. Sublet

Salt Lake City United States



Direct Sublet

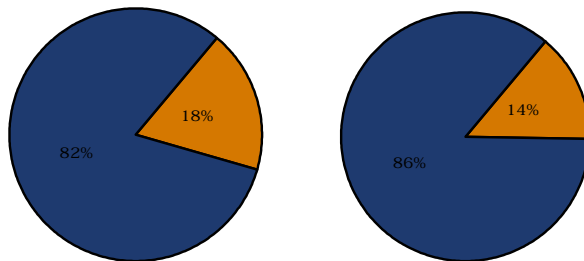
Direct Sublet

Source: CoStar Property®

Vacancy by Building Type

Percent of All Vacant Space by Building Type

Salt Lake City United States



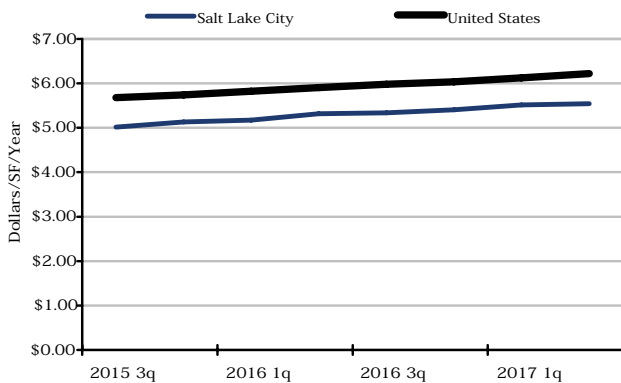
Flex Warehouse

Flex Warehouse

Source: CoStar Property®

U.S. Rental Rate Comparison

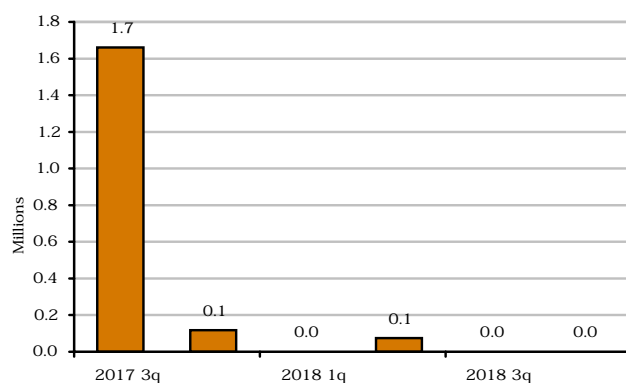
Based on Average Quoted Rental Rates



Source: CoStar Property®

Future Space Available

Space Scheduled to be Available for Occupancy*



Source: CoStar Property®

* Includes Under Construction Space

Salt Lake City Industrial Market



Leasing Activity

Select Top Industrial Leases Based on Leased Square Footage For Deals Signed in 2017

Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company	
1	2455 S 3600 W	West Valley Ind	260,575	1st	N/A	N/A	CBRE
2	3505 W Ninigret Dr	California Avenue Ind	231,064	2nd	N/A	N/A	Newmark Grubb Acres
3	201 Commerce Center - Bldg 7	West Valley Ind	141,968	2nd	N/A	N/A	CBRE
4	ARA Industrial Park - Bldg B	West Valley Ind	124,832	2nd	N/A	N/A	Freeport West
5	1090 S 3800 W	California Avenue Ind	103,600	1st	Quad Graphics	N/A	CBRE
6	351 W 12800 S	Draper Ind	101,759	2nd	My Natural Market	N/A	N/A
7	1855 S Fremont Dr	California Avenue Ind	88,000	1st	Capital Freight	N/A	Newmark Grubb Acres
8	1455 S 5500 W	California Avenue Ind	72,900	1st	N/A	N/A	Freeport West
9	8760 S Sandy Pky	Sandy Ind	68,550	1st	N/A	N/A	Newmark Grubb Acres
10	North Pointe Business Park - Bldg 2	Utah County Ind	58,146	2nd	Seagull Book	N/A	Coldwell Banker Commercial
11	Sorenson Technology Park	California Avenue Ind	48,000	2nd	N/A	N/A	Newmark Grubb Acres
12	Ninigret Park	California Avenue Ind	46,577	1st	N/A	N/A	Freeport West
13	Business Depot Ogden - Bldg 12A	Davis North Ind	44,590	1st	N/A	N/A	The Boyer Company
14	Meridian Commerce Center Bldg 1	California Avenue Ind	43,812	2nd	N/A	N/A	CBRE
15	The T. Roosevelt	West Valley Ind	42,444	1st	N/A	N/A	Boyd Enterprises
16	1555 S Gramercy Rd	California Avenue Ind	42,007	1st	N/A	N/A	Newmark Grubb Acres
17	Airport Distribution Center	Airport Ind	40,200	2nd	N/A	N/A	CBRE
18	2001 N 1450 W	Utah County Ind	37,079	1st	N/A	N/A	CBRE
19	1455 S 5500 W	California Avenue Ind	36,540	1st	N/A	N/A	Freeport West
20	8152 S Welby Park Dr	West Jordan Ind	35,681	2nd	N/A	N/A	Equity Real Estate
21	165 W 2700 S	South Valley Ind	35,000	1st	N/A	N/A	Cushman & Wakefield Commerce
22	3571 S 300 W - Bldg 1	South Valley Ind	33,240	2nd	N/A	N/A	Newmark Grubb Acres
23	Westlakes Business Center - Bldg 4	West Valley Ind	32,000	1st	N/A	N/A	CBRE
24	Majestic Airport Center #2	California Avenue Ind	30,850	2nd	N/A	N/A	JLL
25	500 S 500 W	Utah County Ind	30,000	2nd	N/A	N/A	Coldwell Banker Commercial
26	Salt Lake International Center	Airport Ind	30,000	1st	N/A	N/A	CBRE
27	1735 S 5500 W - Bldg 5	California Avenue Ind	23,781	2nd	N/A	N/A	CBRE
28	Pheasant Hollow Business Park - Bldg 6	Sandy Ind	22,443	2nd	N/A	N/A	Roderick Realty Services
29	1865 S 4490 W	California Avenue Ind	21,816	1st	N/A	N/A	CBRE
30	1010 W Kershaw St	Davis North Ind	21,780	1st	N/A	Crest Realty	Crest Realty
31	3975 Howick St	South Valley Ind	21,500	1st	N/A	N/A	Windermere Real Estate-Utah
32	3571 S 300 W - Bldg 3 & 4	South Valley Ind	20,005	2nd	N/A	N/A	Newmark Grubb Acres
33	7 S 1550 W	Utah County Ind	20,000	1st	Equinox Nutraceutical	Berkshire Hathaway	McColm Commercial Real Estate
34	2375 S 300 W*	South Valley Ind	18,859	2nd	Evco House of Hose	N/A	JLL
35	1260 S 3600 W	California Avenue Ind	18,650	2nd	N/A	N/A	Newmark Grubb Acres
36	3575 S 300 W - Bldg 2	South Valley Ind	17,280	2nd	N/A	N/A	Newmark Grubb Acres
37	7023 S 700 W	Sandy Ind	16,970	1st	N/A	N/A	Newmark Grubb Acres
38	2211 N Warm Springs Rd - Bldg 1	Airport Ind	16,714	1st	Tip Top Transmissions, Inc.	cRc Nationwide	cRc Nationwide
39	2195 N Warm Springs Rd - Bldg 2	Airport Ind	12,450	1st	Jumping Jack, Inc.	cRc Nationwide	cRc Nationwide
40	999 W 1500 S	Davis North Ind	11,200	1st	Voodoo Dream Builders	cRc Nationwide	cRc Nationwide

Source: CoStar Property®

* Renewal

Salt Lake City - Mid-Year 2017

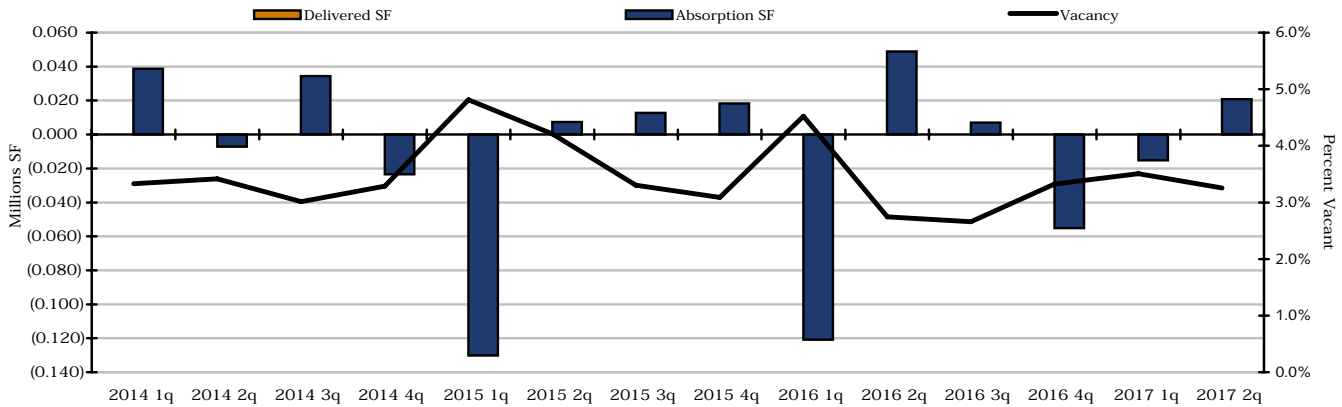


Salt Lake City Industrial Market

Downtown Market
MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

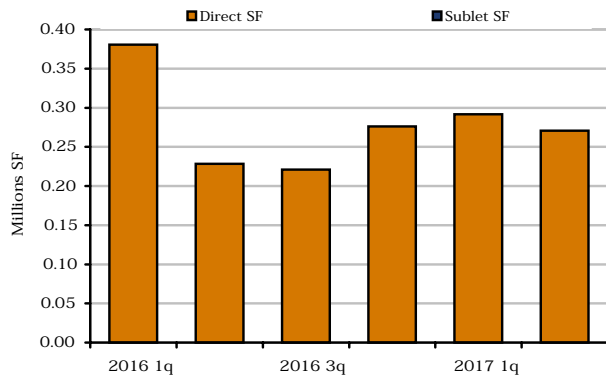
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

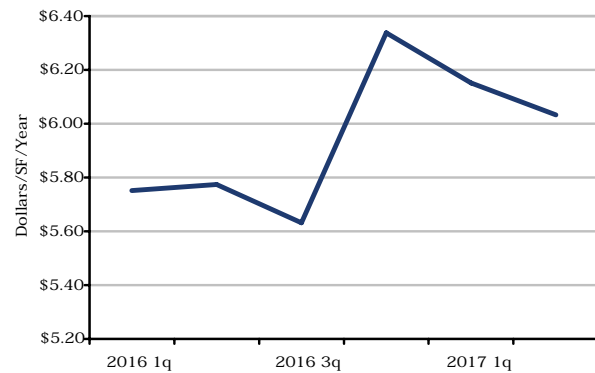
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	498	8,309,416	270,629	3.3%	20,864	0	0	0	0	\$6.03
2017 1q	498	8,309,416	291,493	3.5%	(15,259)	0	0	0	0	\$6.15
2016 4q	498	8,309,416	276,234	3.3%	(55,095)	0	0	0	0	\$6.34
2016 3q	498	8,309,416	221,139	2.7%	7,080	0	0	0	0	\$5.63
2016 2q	498	8,309,416	228,219	2.7%	48,929	0	0	0	0	\$5.77
2016 1q	500	8,412,811	380,543	4.5%	(120,784)	0	0	0	0	\$5.75
2015 4q	500	8,412,811	259,759	3.1%	18,214	0	0	0	0	\$5.60
2015 3q	500	8,412,811	277,973	3.3%	12,671	0	0	0	0	\$5.04
2015 2q	501	8,479,159	356,992	4.2%	7,439	0	0	0	0	\$4.84
2015 1q	503	8,525,154	410,426	4.8%	(130,216)	0	0	0	0	\$4.74
2014 4q	503	8,525,154	280,210	3.3%	(23,370)	0	0	0	0	\$4.71
2014 3q	503	8,525,154	256,840	3.0%	34,343	0	0	0	0	\$4.91
2014 2q	503	8,525,154	291,183	3.4%	(7,086)	0	0	0	0	\$4.72
2014 1q	503	8,525,154	284,097	3.3%	38,757	0	0	0	0	\$5.09
2013 4q	503	8,525,154	322,854	3.8%	35,054	0	0	0	0	\$4.93
2013 3q	503	8,525,154	357,908	4.2%	(100,716)	0	0	0	0	\$4.79

Source: CoStar Property®

Salt Lake City Industrial Market

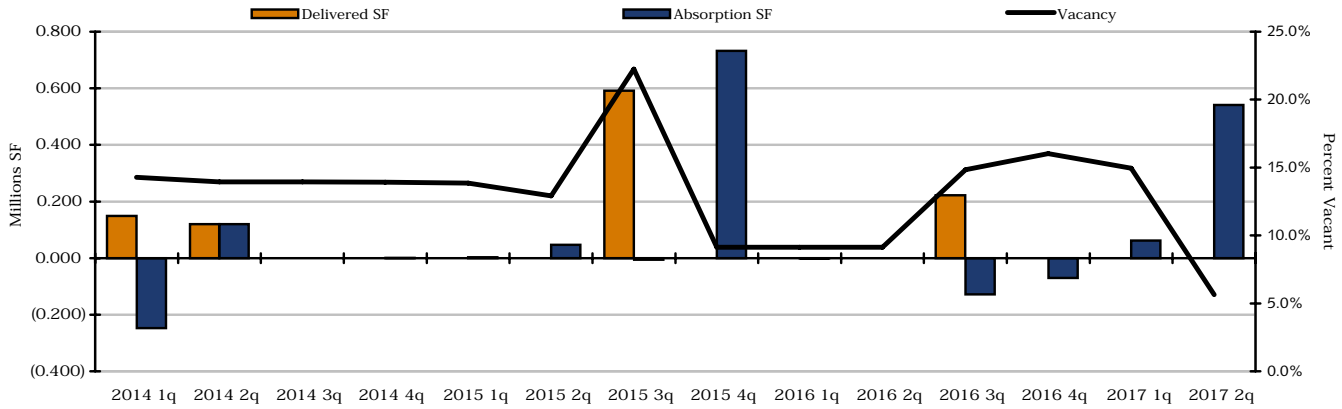


West Outlying Salt Lk Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

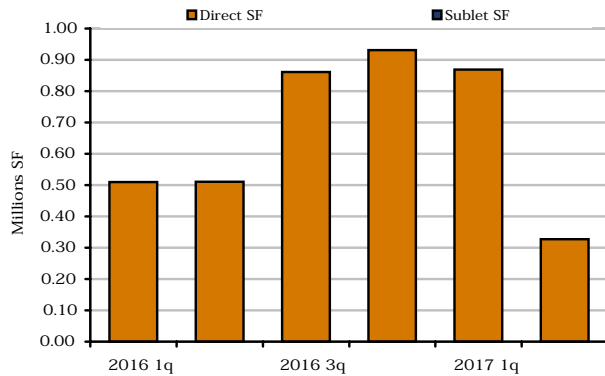
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

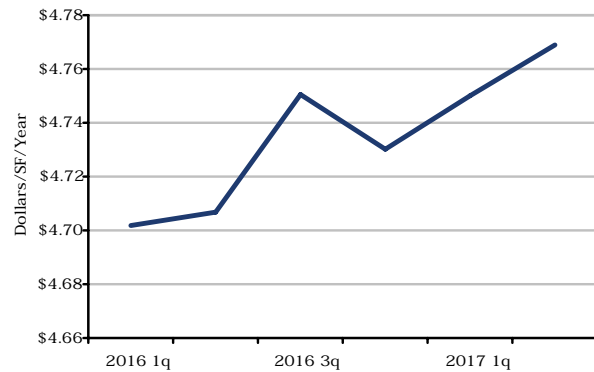
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	55	5,806,681	327,507	5.6%	540,972	0	0	2	1,741,138	\$4.77
2017 1q	55	5,806,681	868,479	15.0%	62,416	0	0	2	1,741,138	\$4.75
2016 4q	55	5,806,681	930,895	16.0%	(69,668)	0	0	1	901,138	\$4.73
2016 3q	55	5,806,681	861,227	14.8%	(128,599)	2	222,037	1	901,138	\$4.75
2016 2q	53	5,584,644	510,591	9.1%	(800)	0	0	2	222,037	\$4.71
2016 1q	53	5,584,644	509,791	9.1%	(1,600)	0	0	2	222,037	\$4.70
2015 4q	54	5,586,856	510,403	9.1%	731,970	0	0	2	222,037	\$4.76
2015 3q	54	5,586,856	1,242,373	22.2%	(5,716)	2	591,593	2	222,037	\$4.40
2015 2q	52	4,995,263	645,064	12.9%	47,100	0	0	2	591,593	\$4.32
2015 1q	52	4,995,263	692,164	13.9%	3,100	0	0	2	591,593	\$4.32
2014 4q	52	4,995,263	695,264	13.9%	800	0	0	2	591,593	\$4.32
2014 3q	52	4,995,263	696,064	13.9%	0	0	0	2	591,593	\$4.32
2014 2q	52	4,995,263	696,064	13.9%	120,000	1	120,000	2	591,593	\$4.32
2014 1q	51	4,875,263	696,064	14.3%	(247,097)	1	148,875	1	120,000	\$4.28
2013 4q	50	4,726,388	300,092	6.3%	0	0	0	2	268,875	\$4.63
2013 3q	50	4,726,388	300,092	6.3%	(73,500)	0	0	2	268,875	\$4.27

Source: CoStar Property®

Salt Lake City - Mid-Year 2017



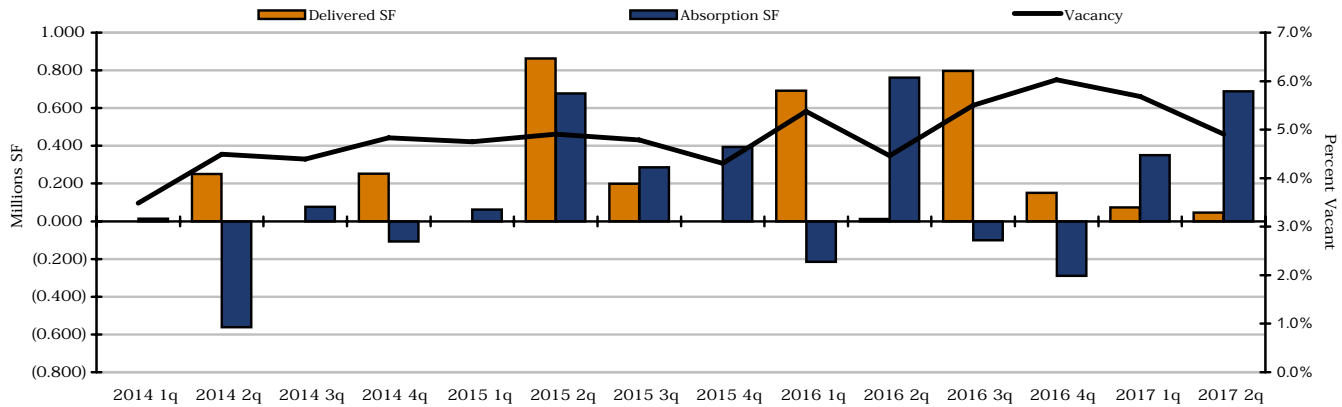
Salt Lake City Industrial Market

West Valley Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

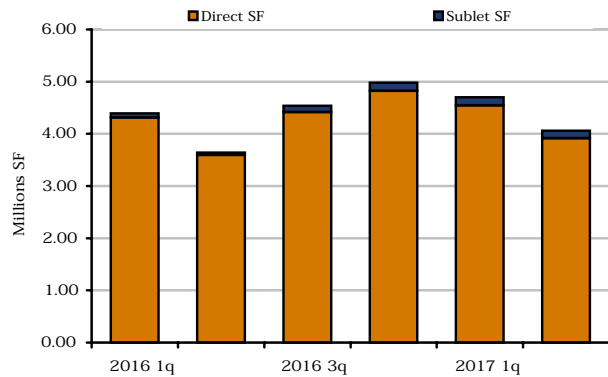
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

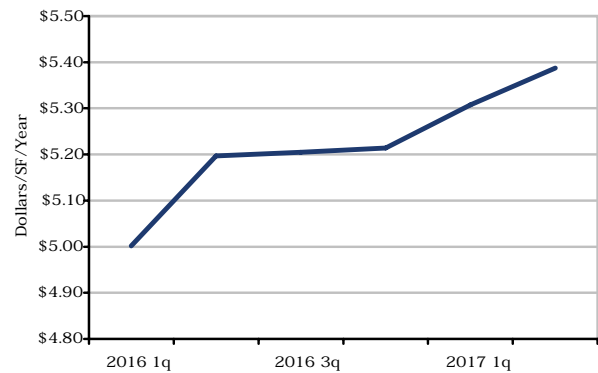
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	1,890	82,741,832	4,059,178	4.9%	689,737	3	46,706	2	740,878	\$5.39
2017 1q	1,887	82,695,126	4,702,209	5.7%	350,969	2	72,772	4	680,966	\$5.31
2016 4q	1,885	82,622,354	4,980,406	6.0%	(289,797)	3	150,323	6	753,738	\$5.21
2016 3q	1,882	82,472,031	4,540,286	5.5%	(100,934)	4	796,686	7	875,355	\$5.20
2016 2q	1,878	81,675,345	3,642,666	4.5%	760,957	1	11,500	10	1,654,041	\$5.20
2016 1q	1,877	81,663,845	4,392,123	5.4%	(215,116)	3	692,538	7	1,507,436	\$5.00
2015 4q	1,874	80,971,307	3,484,469	4.3%	393,399	0	0	8	1,500,724	\$4.96
2015 3q	1,874	80,971,307	3,877,868	4.8%	285,760	1	199,396	5	880,417	\$4.96
2015 2q	1,873	80,771,911	3,964,232	4.9%	677,877	4	863,424	3	883,216	\$4.95
2015 1q	1,872	79,929,097	3,799,295	4.8%	61,574	0	0	6	1,560,452	\$4.88
2014 4q	1,872	79,929,097	3,860,869	4.8%	(106,909)	1	251,612	4	754,885	\$4.86
2014 3q	1,871	79,677,485	3,502,348	4.4%	76,809	0	0	2	559,171	\$4.89
2014 2q	1,871	79,677,485	3,579,157	4.5%	(562,303)	2	250,514	1	251,612	\$4.88
2014 1q	1,869	79,426,971	2,766,340	3.5%	14,315	0	0	3	502,126	\$5.04
2013 4q	1,869	79,426,971	2,780,655	3.5%	536,343	0	0	2	420,126	\$4.91
2013 3q	1,868	79,284,700	3,174,727	4.0%	485,124	1	484,500	3	562,397	\$4.95

Source: CoStar Property®

Salt Lake City Industrial Market

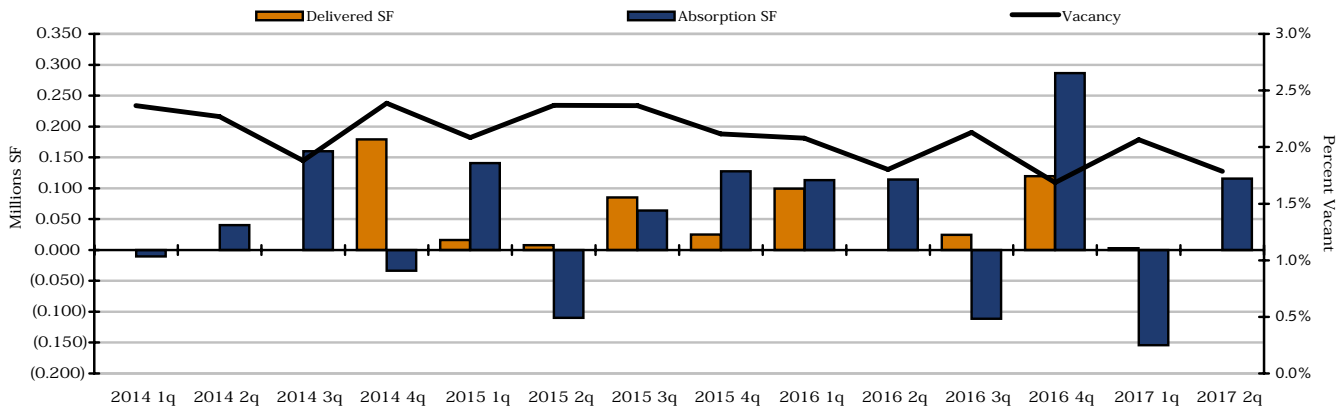


South Valley Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

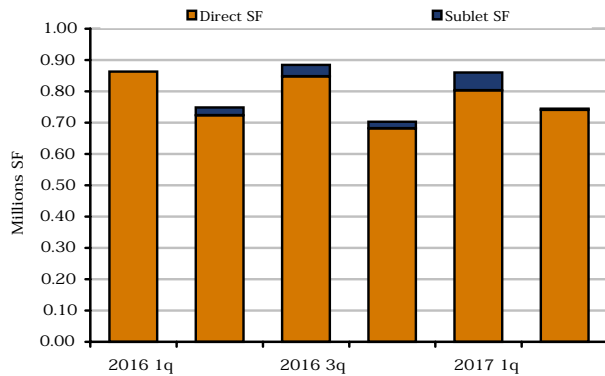
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

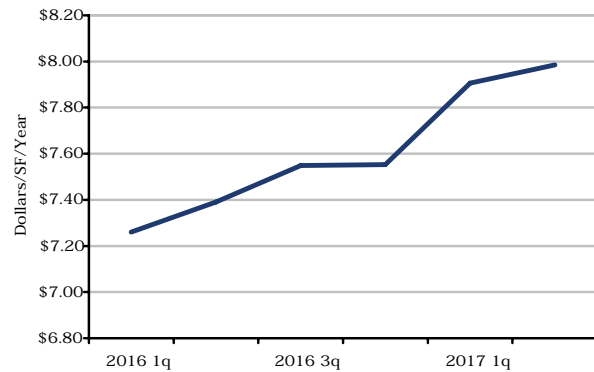
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	2,161	41,660,825	744,277	1.8%	115,684	0	0	3	332,234	\$7.99
2017 1q	2,161	41,660,825	859,961	2.1%	(154,138)	1	3,000	3	332,234	\$7.91
2016 4q	2,160	41,657,825	702,823	1.7%	286,244	3	119,411	4	335,234	\$7.55
2016 3q	2,158	41,553,701	884,943	2.1%	(111,524)	2	24,700	6	352,886	\$7.55
2016 2q	2,156	41,529,001	748,719	1.8%	114,280	0	0	6	261,467	\$7.39
2016 1q	2,156	41,529,001	862,999	2.1%	112,997	1	99,445	4	232,467	\$7.26
2015 4q	2,155	41,429,556	876,551	2.1%	127,558	1	24,792	4	323,412	\$7.26
2015 3q	2,154	41,404,764	979,317	2.4%	63,982	1	85,267	3	241,593	\$6.78
2015 2q	2,155	41,340,690	979,225	2.4%	(109,784)	1	7,800	3	209,504	\$6.55
2015 1q	2,154	41,332,890	861,641	2.1%	140,838	1	16,263	3	117,859	\$6.15
2014 4q	2,153	41,316,627	986,216	2.4%	(33,342)	2	179,000	3	109,330	\$5.79
2014 3q	2,151	41,137,627	773,874	1.9%	159,727	0	0	4	203,063	\$5.80
2014 2q	2,151	41,137,627	933,601	2.3%	40,141	0	0	1	54,000	\$5.77
2014 1q	2,151	41,137,627	973,742	2.4%	(10,585)	0	0	0	0	\$5.83
2013 4q	2,151	41,137,627	963,157	2.3%	213,594	0	0	0	0	\$6.01
2013 3q	2,151	41,137,627	1,176,751	2.9%	(124,212)	0	0	0	0	\$6.04

Source: CoStar Property®

Salt Lake City Industrial Market

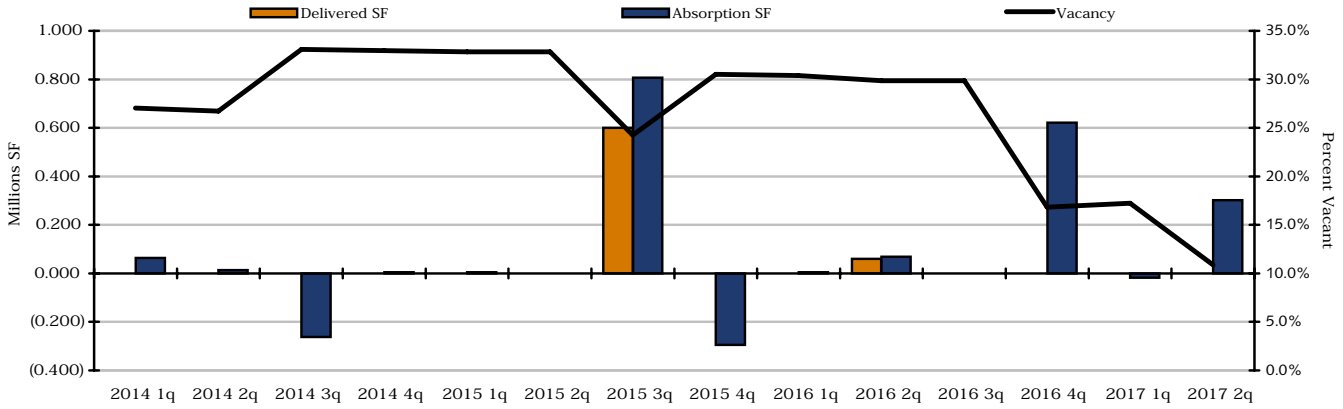


Tooele County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

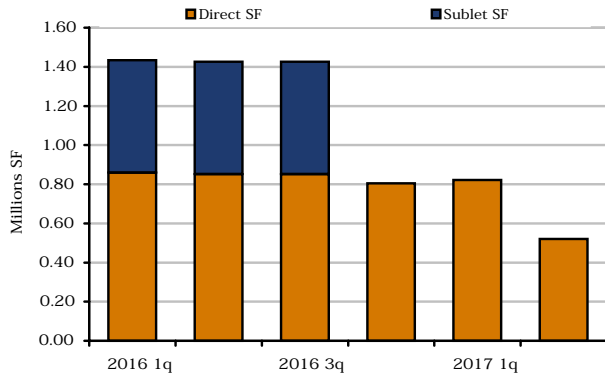
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

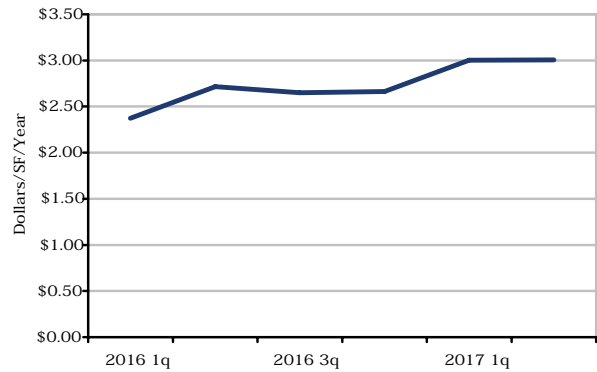
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	80	4,774,219	519,781	10.9%	302,476	0	0	0	0	\$3.01
2017 1q	80	4,774,219	822,257	17.2%	(18,333)	0	0	0	0	\$3.00
2016 4q	80	4,774,219	803,924	16.8%	621,338	0	0	0	0	\$2.66
2016 3q	80	4,774,219	1,425,262	29.9%	0	0	0	0	0	\$2.65
2016 2q	80	4,774,219	1,425,262	29.9%	68,376	1	60,100	0	0	\$2.71
2016 1q	79	4,714,119	1,433,538	30.4%	5,200	0	0	1	60,100	\$2.37
2015 4q	79	4,714,119	1,438,738	30.5%	(295,300)	0	0	1	60,100	\$2.37
2015 3q	79	4,714,119	1,143,438	24.3%	807,475	1	600,000	0	0	\$2.13
2015 2q	78	4,114,119	1,350,913	32.8%	0	0	0	1	600,000	\$2.13
2015 1q	78	4,114,119	1,350,913	32.8%	5,400	0	0	1	600,000	\$2.36
2014 4q	78	4,114,119	1,356,313	33.0%	4,400	0	0	1	600,000	\$2.37
2014 3q	78	4,114,119	1,360,713	33.1%	(261,506)	0	0	1	600,000	\$2.40
2014 2q	78	4,114,119	1,099,207	26.7%	13,700	0	0	1	600,000	\$2.32
2014 1q	78	4,114,119	1,112,907	27.1%	63,483	0	0	0	0	\$2.35
2013 4q	78	4,114,119	1,176,390	28.6%	97,792	0	0	0	0	\$2.41
2013 3q	78	4,114,119	1,274,182	31.0%	15,100	0	0	0	0	\$2.43

Source: CoStar Property®

Salt Lake City – Mid-Year 2017



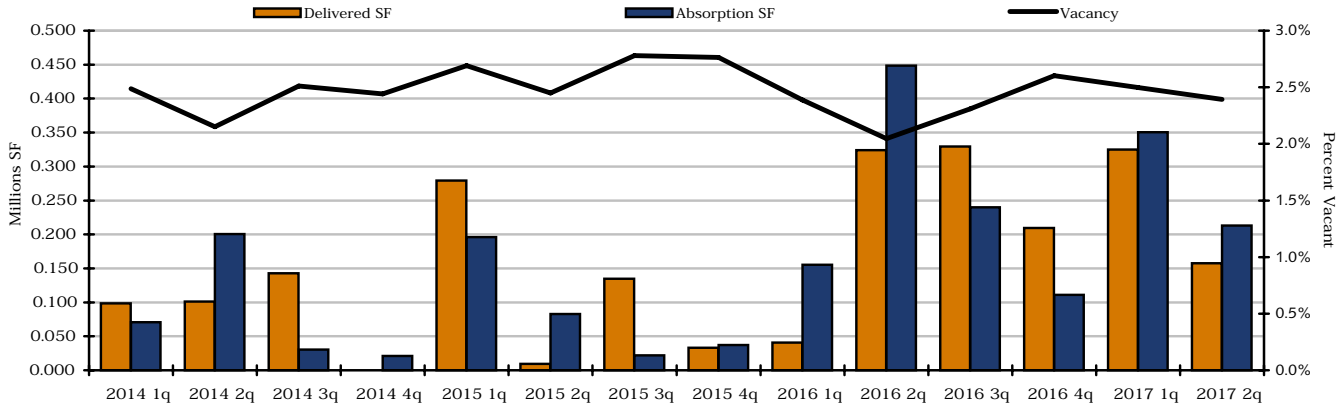
Salt Lake City Industrial Market

Utah County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

Historical Analysis, Flex and Warehouse



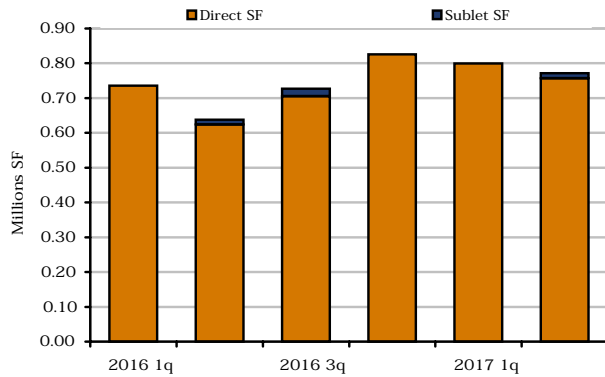
Source: CoStar Property®

Vacant Space

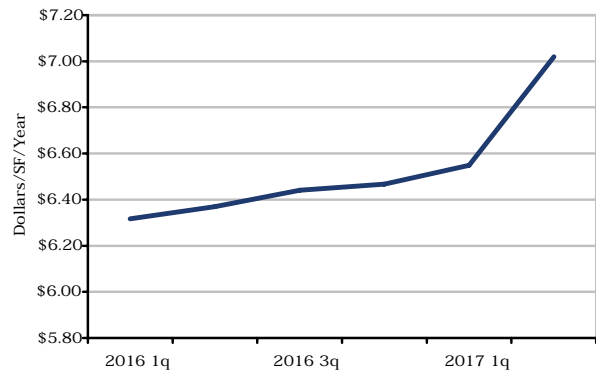
Historical Analysis, Flex and Warehouse

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	1,252	32,219,513	771,220	2.4%	212,975	3	157,750	5	391,475	\$7.02
2017 1q	1,248	32,035,263	799,945	2.5%	350,499	8	324,874	8	369,637	\$6.55
2016 4q	1,240	31,710,389	825,570	2.6%	111,057	4	209,315	13	520,124	\$6.47
2016 3q	1,236	31,501,074	727,312	2.3%	240,150	8	329,280	16	702,939	\$6.44
2016 2q	1,228	31,171,794	638,182	2.0%	448,524	5	324,154	22	898,281	\$6.37
2016 1q	1,222	30,821,230	736,142	2.4%	155,125	1	40,800	22	1,053,159	\$6.32
2015 4q	1,221	30,780,430	850,467	2.8%	37,173	1	33,000	12	658,361	\$6.04
2015 3q	1,220	30,747,430	854,640	2.8%	22,152	3	134,580	7	236,133	\$5.98
2015 2q	1,219	30,620,618	749,980	2.4%	82,929	1	9,375	6	233,580	\$5.90
2015 1q	1,218	30,611,243	823,534	2.7%	196,224	3	279,296	5	176,955	\$5.84
2014 4q	1,215	30,331,947	740,462	2.4%	20,840	0	0	4	344,096	\$5.83
2014 3q	1,215	30,331,947	761,302	2.5%	30,549	1	142,672	4	344,096	\$5.82
2014 2q	1,214	30,189,275	649,179	2.2%	200,587	3	101,068	2	306,778	\$5.59
2014 1q	1,211	30,088,207	748,698	2.5%	70,744	2	98,283	4	243,740	\$5.53
2013 4q	1,209	29,989,924	721,159	2.4%	340,894	0	0	6	342,023	\$5.37
2013 3q	1,209	29,989,924	1,062,053	3.5%	570,912	0	0	4	160,283	\$5.41

Source: CoStar Property®

Salt Lake City Industrial Market

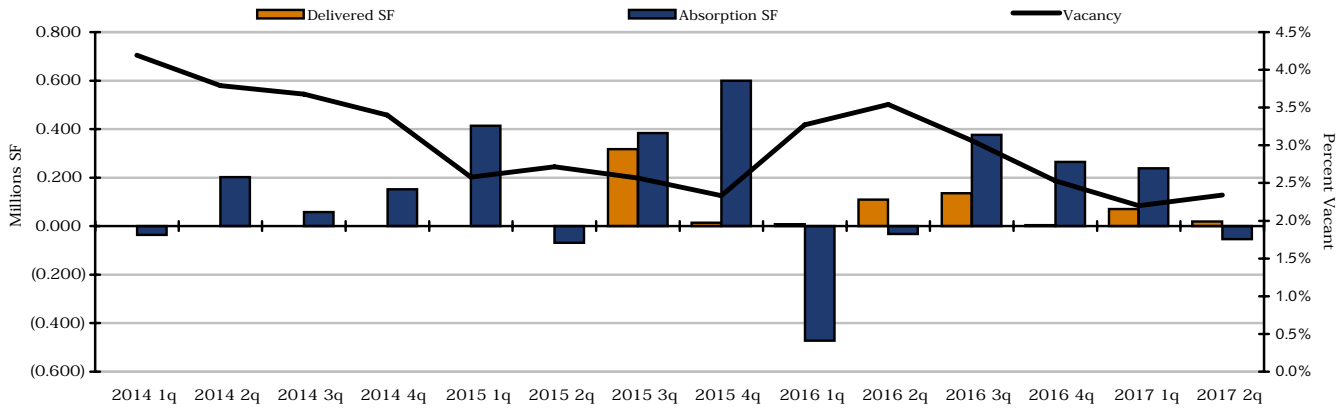


Davis / Weber Counties Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

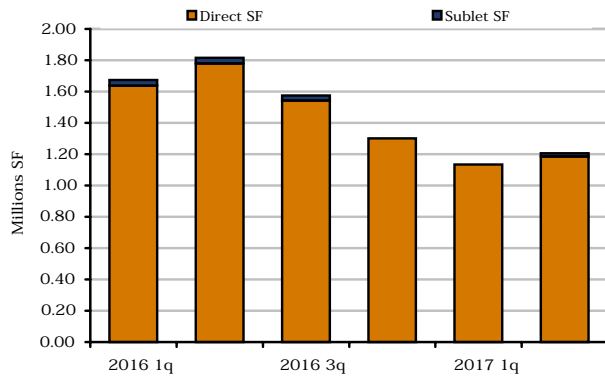
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

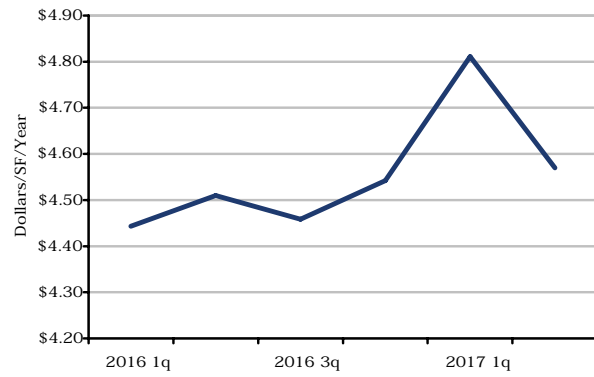
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	1,558	51,512,047	1,205,327	2.3%	(53,045)	1	19,000	4	817,970	\$4.57
2017 1q	1,557	51,493,047	1,133,282	2.2%	238,569	3	70,346	4	830,706	\$4.81
2016 4q	1,554	51,422,701	1,301,505	2.5%	265,380	1	3,591	7	901,052	\$4.54
2016 3q	1,554	51,431,110	1,575,294	3.1%	376,594	2	136,280	7	404,643	\$4.46
2016 2q	1,552	51,294,830	1,815,608	3.5%	(32,252)	1	109,200	5	266,202	\$4.51
2016 1q	1,551	51,185,630	1,674,156	3.3%	(471,725)	1	8,160	3	255,225	\$4.44
2015 4q	1,550	51,177,470	1,194,271	2.3%	599,815	2	13,800	2	117,360	\$4.44
2015 3q	1,547	50,683,670	1,300,286	2.6%	383,864	4	317,040	4	603,000	\$4.46
2015 2q	1,543	50,366,630	1,367,110	2.7%	(69,042)	0	0	7	810,840	\$4.21
2015 1q	1,543	50,366,630	1,298,068	2.6%	414,584	0	0	5	797,040	\$4.17
2014 4q	1,543	50,366,630	1,712,652	3.4%	152,145	0	0	2	303,640	\$4.15
2014 3q	1,542	50,353,735	1,851,902	3.7%	57,851	0	0	1	12,895	\$4.22
2014 2q	1,542	50,353,735	1,909,753	3.8%	202,456	0	0	1	12,895	\$4.28
2014 1q	1,542	50,353,735	2,112,209	4.2%	(36,280)	0	0	0	0	\$4.18
2013 4q	1,543	50,398,735	2,120,929	4.2%	(10,400)	1	15,000	0	0	\$4.27
2013 3q	1,542	50,383,735	2,095,529	4.2%	202,677	0	0	1	15,000	\$4.27

Source: CoStar Property®

Salt Lake City – Mid-Year 2017



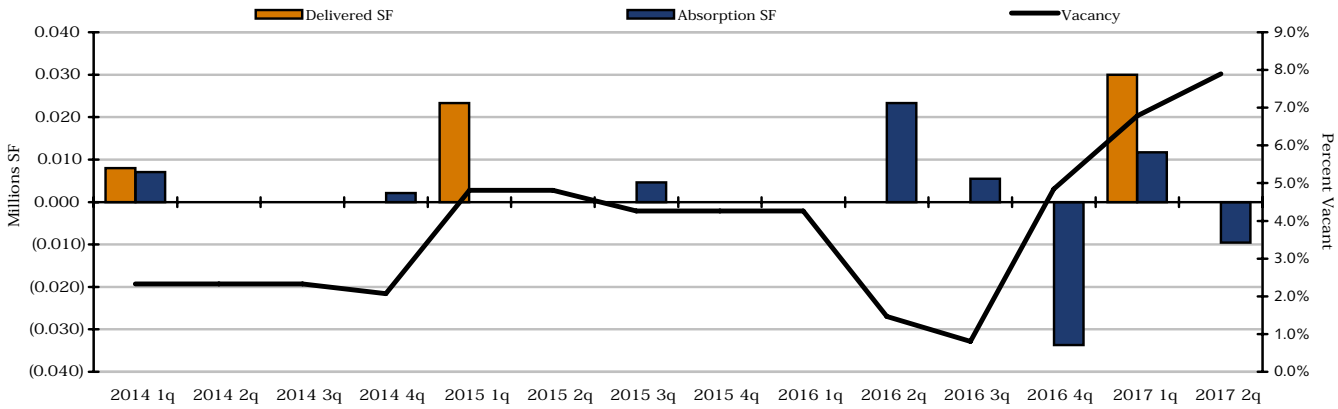
Salt Lake City Industrial Market

Summit County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

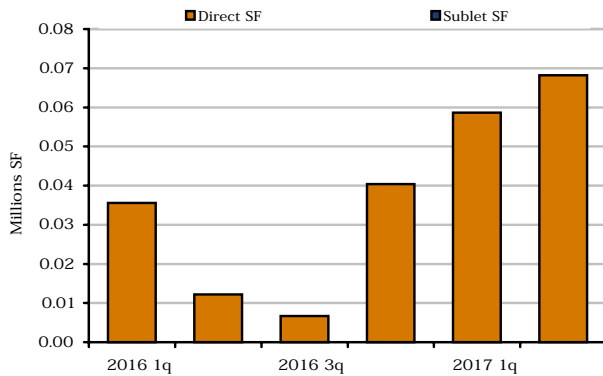
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

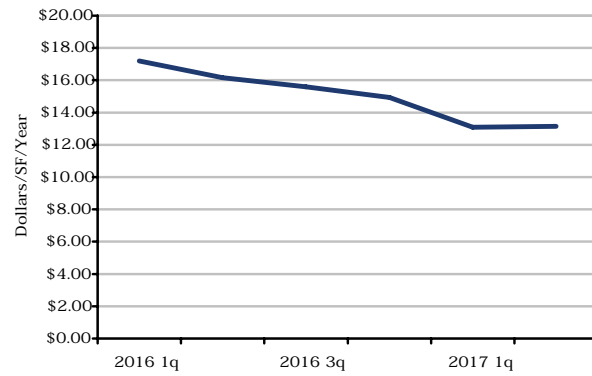
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	58	864,369	68,222	7.9%	(9,553)	0	0	0	0	\$13.14
2017 1q	58	864,369	58,669	6.8%	11,721	1	30,000	0	0	\$13.09
2016 4q	57	834,369	40,390	4.8%	(33,672)	0	0	1	30,000	\$14.94
2016 3q	57	834,369	6,718	0.8%	5,498	0	0	1	30,000	\$15.59
2016 2q	57	834,369	12,216	1.5%	23,348	0	0	1	30,000	\$16.16
2016 1q	57	834,369	35,564	4.3%	0	0	0	0	0	\$17.20
2015 4q	57	834,369	35,564	4.3%	0	0	0	0	0	\$17.20
2015 3q	57	834,369	35,564	4.3%	4,586	0	0	0	0	\$16.83
2015 2q	57	834,369	40,150	4.8%	0	0	0	0	0	\$16.67
2015 1q	57	834,369	40,150	4.8%	0	1	23,348	0	0	\$16.67
2014 4q	56	811,021	16,802	2.1%	2,090	0	0	1	23,348	\$16.96
2014 3q	56	811,021	18,892	2.3%	0	0	0	1	23,348	\$16.57
2014 2q	56	811,021	18,892	2.3%	0	0	0	1	23,348	\$16.38
2014 1q	56	811,021	18,892	2.3%	7,027	1	8,000	0	0	\$14.06
2013 4q	55	803,021	17,919	2.2%	8,405	0	0	1	8,000	\$14.19
2013 3q	55	803,021	26,324	3.3%	(9,408)	0	0	1	8,000	\$14.19

Source: CoStar Property®

Salt Lake City - Mid-Year 2017



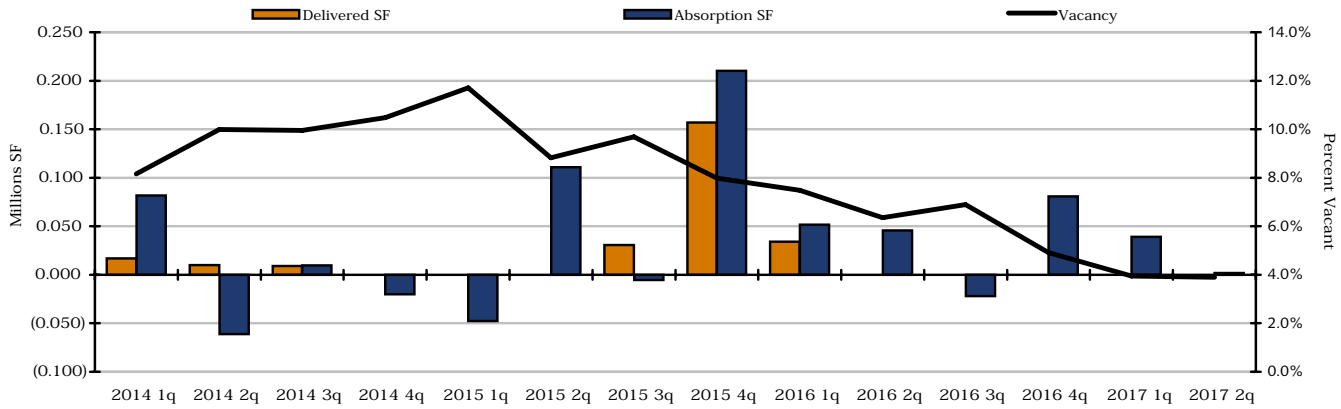
Salt Lake City Industrial Market

Cache County Market

MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

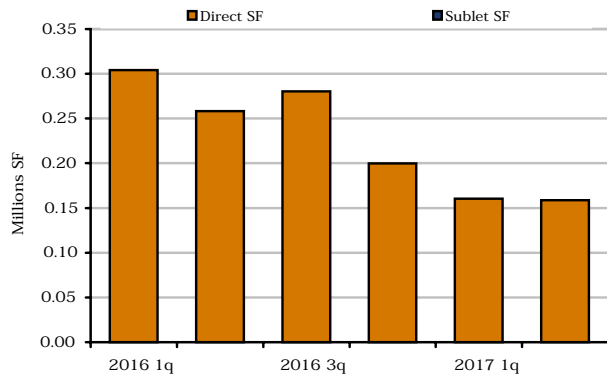
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

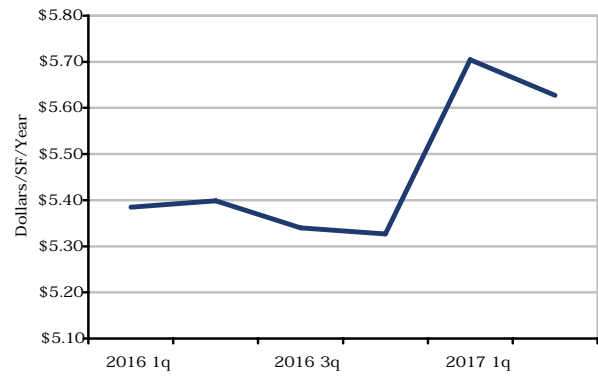
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	163	4,064,613	158,682	3.9%	1,750	0	0	2	70,000	\$5.63
2017 1q	163	4,064,613	160,432	3.9%	39,275	0	0	1	20,000	\$5.70
2016 4q	163	4,064,613	199,707	4.9%	80,704	0	0	0	0	\$5.33
2016 3q	163	4,064,613	280,411	6.9%	(22,097)	0	0	0	0	\$5.34
2016 2q	163	4,064,613	258,314	6.4%	45,722	0	0	0	0	\$5.40
2016 1q	163	4,064,613	304,036	7.5%	51,723	1	34,000	0	0	\$5.39
2015 4q	162	4,030,613	321,759	8.0%	210,344	2	156,866	1	34,000	\$5.57
2015 3q	160	3,873,747	375,237	9.7%	(5,398)	1	30,606	3	190,866	\$5.51
2015 2q	159	3,843,141	339,233	8.8%	110,825	0	0	3	187,472	\$5.34
2015 1q	159	3,843,141	450,058	11.7%	(47,535)	0	0	2	130,606	\$5.40
2014 4q	159	3,843,141	402,523	10.5%	(20,004)	0	0	1	100,000	\$5.24
2014 3q	159	3,843,141	382,519	10.0%	9,600	1	9,000	1	100,000	\$5.15
2014 2q	158	3,834,141	383,119	10.0%	(61,000)	1	10,000	2	109,000	\$5.13
2014 1q	157	3,824,141	312,119	8.2%	81,617	1	16,800	1	10,000	\$5.27
2013 4q	156	3,807,341	376,936	9.9%	92,343	0	0	1	16,800	\$5.15
2013 3q	155	3,799,941	461,879	12.2%	32,281	0	0	2	24,200	\$5.20

Source: CoStar Property®

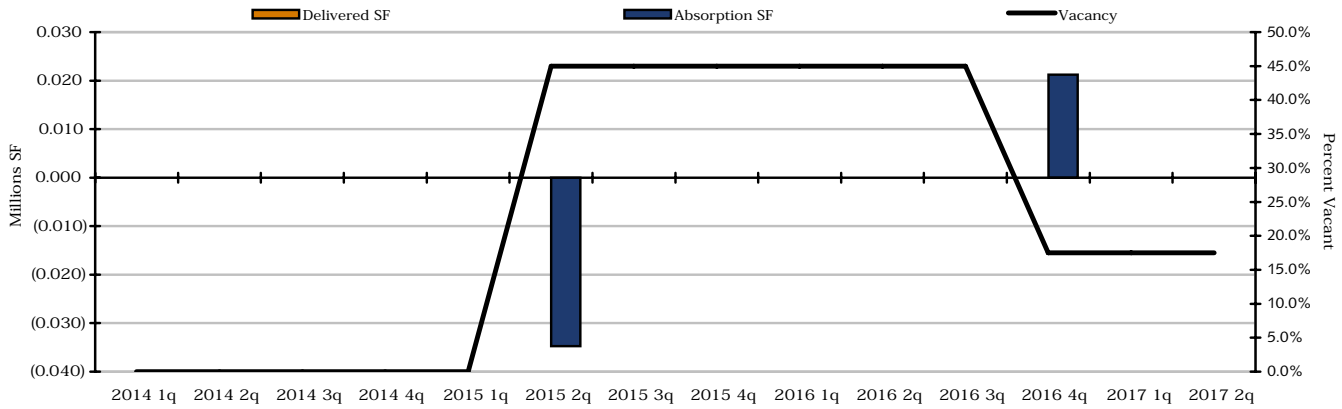
Salt Lake City Industrial Market



Juab County Market MARKET HIGHLIGHTS - Flex & Warehouse

Deliveries, Absorption & Vacancy

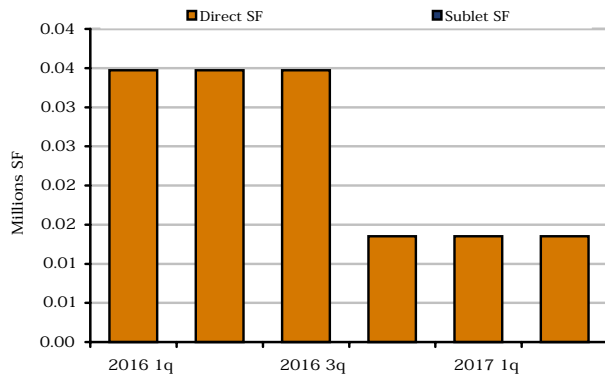
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Vacant Space

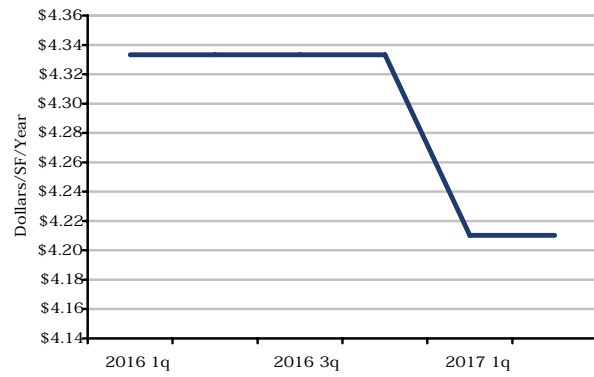
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2017 2q	3	77,152	13,500	17.5%	0	0	0	0	0	\$4.21
2017 1q	3	77,152	13,500	17.5%	0	0	0	0	0	\$4.21
2016 4q	3	77,152	13,500	17.5%	21,209	0	0	0	0	\$4.33
2016 3q	3	77,152	34,709	45.0%	0	0	0	0	0	\$4.33
2016 2q	3	77,152	34,709	45.0%	0	0	0	0	0	\$4.33
2016 1q	3	77,152	34,709	45.0%	0	0	0	0	0	\$4.33
2015 4q	3	77,152	34,709	45.0%	0	0	0	0	0	\$4.33
2015 3q	3	77,152	34,709	45.0%	0	0	0	0	0	\$4.33
2015 2q	3	77,152	34,709	45.0%	(34,709)	0	0	0	0	\$4.33
2015 1q	3	77,152	0	0.0%	0	0	0	0	0	\$0.00
2014 4q	3	77,152	0	0.0%	0	0	0	0	0	\$0.00
2014 3q	3	77,152	0	0.0%	0	0	0	0	0	\$0.00
2014 2q	3	77,152	0	0.0%	0	0	0	0	0	\$0.00
2014 1q	3	77,152	0	0.0%	0	0	0	0	0	\$3.33
2013 4q	3	77,152	0	0.0%	0	0	0	0	0	\$3.33
2013 3q	3	77,152	0	0.0%	15,800	0	0	0	0	\$3.33

Source: CoStar Property®

WWW.IPGCRE.COM

801.746.7295

*The Last Look Market Report is an amalgamation and interpretation of multiple sources of market data and information. The information is deemed to be accurate, IPG has not independently verified it and as such does not guarantee its correctness. The information enclosed was taken from CoStar directly and is correct as far as they have been able to verify it.