

KNOWLEDGE: INDUSTRIAL MARKET SNAPSHOT

Northern Virginia 1Q17

Submarket	Inventory SF	Vacancy % direct	Vacancy 1 yr. % Δ	Avg. Rate \$ psf, nnn	Avg. Rate 1 yr. % Δ	Net Absorp. SF	Deliveries SF, YTD	Under Const. SF
WAREHOUSE/DISTRIBUTION								
Alexandria/Arlington	6,400,875	3.2%	-37.0%	\$10.73	11.8%	-67,882	0	0
Dulles North	13,471,611	6.1%	11.5%	\$9.16	6.2%	-209,046	0	194,125
Dulles South	4,838,831	5.8%	-10.8%	\$8.31	3.7%	29,590	0	0
Greater Fairfax/Falls Church	3,069,306	2.8%	-39.2%	\$14.78	-0.4%	-26,886	0	0
Herndon/Reston	769,446	1.2%	16.9%	\$10.22	7.6%	-9,046	0	0
Prince William East	2,415,028	1.3%	-70.0%	\$8.01	15.9%	-41,750	0	0
Pr. William West/Gr. Manassas	11,411,663	2.7%	21.6%	\$7.43	-32.8%	412,578	246,126	624,601
Southeast Fairfax	11,482,504	6.9%	-32.7%	\$9.17	3.3%	54,183	0	0
NORTHERN VIRGINIA	53,859,264	4.7%	-18.1%	\$9.19	1.3%	141,741	246,126	818,726
GREATER FREDERICKSBURG	10,721,967	6.6%	-37.3%	\$5.51	9.7%	978	10,000	916,000

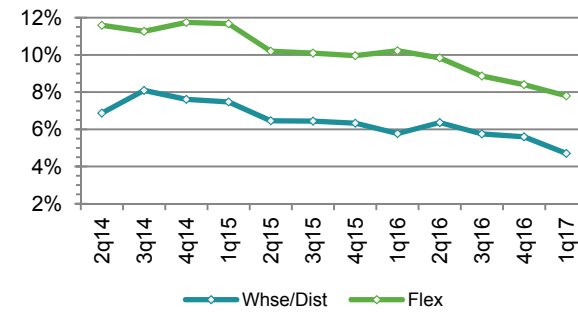
FLEX								
Alexandria/Arlington	2,451,247	6.2%	-47.7%	\$15.27	7.2%	74,167	0	0
Dulles North	14,695,259	5.6%	-40.7%	\$10.79	9.9%	414,688	0	601,304
Dulles South	7,280,755	11.6%	-4.4%	\$11.59	2.9%	98,906	0	0
Greater Fairfax/Falls Church	1,730,261	3.7%	-26.1%	\$14.36	-23.2%	17,097	0	0
Herndon/Reston	1,843,450	10.2%	-17.3%	\$13.17	10.7%	-174,710	0	0
Prince William East	1,248,569	10.1%	-44.3%	\$13.01	20.3%	14,421	0	0
Pr. William West/Gr. Manassas	6,127,794	4.6%	-24.7%	\$10.67	-7.6%	-78,214	24,000	150,000
Southeast Fairfax	6,490,117	12.2%	4.3%	\$14.88	3.7%	14,457	62,491	0
NORTHERN VIRGINIA	41,867,452	7.8%	-23.5%	\$12.77	2.7%	380,812	86,491	751,304
GREATER FREDERICKSBURG	1,443,750	10.3%	-23.2%	\$9.94	10.0%	31,793	0	0

This data has been gathered from sources deemed reliable. However, EDGE Commercial Real Estate makes no guarantees as to the accuracy thereof.

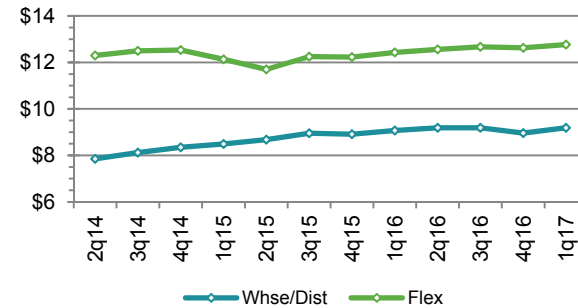
Market Indicators



Historical Direct Vacancy



Historical Asking Rate \$ psf, NNN



Historical Net Absorption sf x 1,000

