

KNOWLEDGE: INDUSTRIAL MARKET SNAPSHOT

Northern Virginia 2Q17

Submarket	Inventory SF	Vacancy % direct	Vacancy 1 yr. % Δ	Avg. Rate \$ psf, nnn	Avg. Rate 1 yr. % Δ	Net Absorp. SF, YTD	Deliveries SF, YTD	Under Const. SF
WAREHOUSE/DISTRIBUTION								
Alexandria/Arlington	6,401,735	4.2%	-39.4%	\$10.27	+7.1%	-67,882	0	0
Dulles North	13,421,111	6.6%	+3.2%	\$9.00	+2.9%	-209,046	0	194,125
Dulles South	4,838,831	5.3%	-6.5%	\$8.16	+0.6%	29,590	0	0
Greater Fairfax/Falls Church	3,051,506	2.6%	-29.4%	\$15.20	+1.5%	-26,886	0	0
Herndon/Reston	769,446	0.7%	-43.0%	NA	-100.0%	-9,046	0	0
Prince William East	2,415,028	3.4%	-11.4%	\$7.77	-0.3%	-41,750	0	0
Pr. William West/Gr. Manassas	11,451,205	3.3%	+21.3%	\$8.34	-10.5%	412,578	246,126	624,601
Southeast Fairfax	11,457,803	7.5%	-33.2%	\$8.70	-6.3%	54,183	0	0
NORTHERN VIRGINIA	53,806,665	5.2%	-17.7%	\$8.97	-2.4%	141,741	246,126	818,726
GREATER FREDERICKSBURG	10,844,481	5.3%	-36.3%	\$5.07	-12.3%	978	10,000	916,000

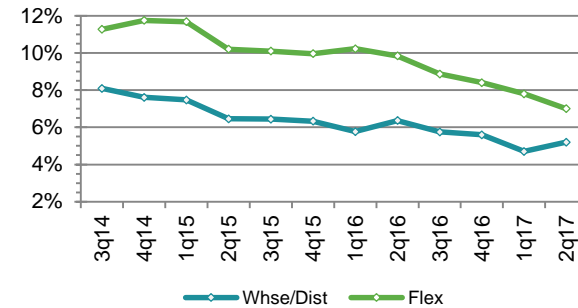
FLEX								
Alexandria/Arlington	2,454,209	7.2%	-42.9%	\$14.85	+2.8%	74,167	0	0
Dulles North	14,927,839	3.7%	-54.8%	\$11.07	+3.2%	414,688	0	645,404
Dulles South	7,280,755	11.6%	-12.7%	\$11.73	+6.4%	98,906	0	0
Greater Fairfax/Falls Church	1,673,442	5.7%	+15.3%	\$15.32	-13.5%	17,097	0	0
Herndon/Reston	1,844,410	14.8%	+17.4%	\$13.15	+8.4%	-174,710	0	0
Prince William East	1,248,569	8.6%	-21.7%	\$13.84	+17.2%	14,421	0	0
Pr. William West/Gr. Manassas	6,045,844	3.9%	-41.0%	\$12.53	+7.8%	-78,214	24,000	150,000
Southeast Fairfax	6,706,214	10.2%	-14.4%	\$15.39	+6.7%	14,457	62,491	0
NORTHERN VIRGINIA	42,181,282	7.0%	-28.8%	\$13.02	+3.7%	380,812	86,491	795,404
GREATER FREDERICKSBURG	1,456,482	10.0%	-25.0%	\$9.78	+10.4%	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.

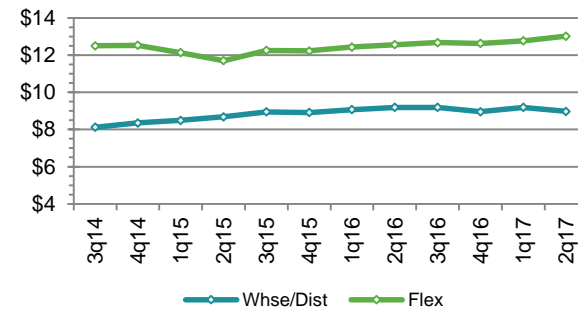
Market Indicators



Historical Direct Vacancy



Historical Asking Rate \$ psf, NNN



Historical Net Absorption sf x 1,000

