

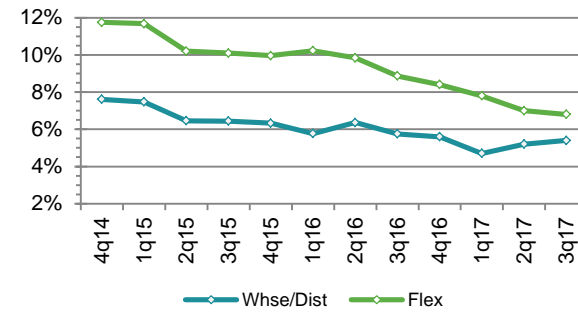
# KNOWLEDGE INDUSTRIAL MARKET SNAPSHOT

## Northern Virginia

3q17

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
<b>WAREHOUSE/DISTRIBUTION</b>								
Alexandria/Arlington	6,402,867	4.4%	-15.2%	\$10.29	+4.0%	-141,251	0	0
Dulles North	14,029,020	5.2%	-4.5%	\$8.75	-2.9%	450,839	148,937	264,306
Dulles South	4,778,801	5.2%	-17.0%	\$8.12	-0.9%	1,748	0	0
Greater Fairfax/Falls Church	3,055,431	4.2%	+35.7%	\$15.48	+0.7%	-83,250	0	0
Herndon/Reston	769,446	1.9%	NA	\$11.59	NA	-14,746	0	0
Prince William East	2,419,232	4.6%	+80.1%	\$7.92	+0.3%	-116,046	0	0
Pr. William West/Gr. Manassas	11,641,079	5.1%	+55.4%	\$9.19	+14.7%	365,735	376,600	699,119
Southeast Fairfax	11,442,539	7.5%	-26.6%	\$9.25	-1.0%	-53,606	0	0
<b>NORTHERN VIRGINIA</b>	<b>54,538,415</b>	<b>5.4%</b>	<b>-5.8%</b>	<b>\$9.30</b>	<b>+1.2%</b>	<b>409,423</b>	<b>525,537</b>	<b>963,425</b>
<b>GREATER FREDERICKSBURG</b>	<b>11,802,000</b>	<b>4.3%</b>	<b>-43.0%</b>	<b>\$4.66</b>	<b>-24.8%</b>	<b>1,281,041</b>	<b>910,000</b>	<b>916,000</b>
<b>FLEX</b>								
Alexandria/Arlington	2,454,209	5.4%	-54.0%	\$16.12	+13.4%	95,914	0	0
Dulles North	14,680,916	4.1%	-38.2%	\$11.24	+1.4%	625,341	80,160	565,244
Dulles South	7,210,746	12.4%	+0.9%	\$11.42	+4.5%	-23,840	0	0
Greater Fairfax/Falls Church	1,713,897	7.0%	+90.6%	\$15.39	+6.5%	-55,119	0	0
Herndon/Reston	1,844,410	8.9%	-34.1%	\$13.17	-8.5%	-151,057	0	0
Prince William East	1,248,569	7.5%	-25.0%	\$13.84	+14.2%	47,934	0	0
Pr. William West/Gr. Manassas	6,153,444	3.6%	-25.1%	\$12.80	+14.6%	13,583	174,000	150,000
Southeast Fairfax	6,725,617	9.2%	-26.6%	\$10.29	-29.3%	428,230	62,491	0
<b>NORTHERN VIRGINIA</b>	<b>42,031,808</b>	<b>6.8%</b>	<b>-23.8%</b>	<b>\$13.15</b>	<b>+3.8%</b>	<b>980,986</b>	<b>316,651</b>	<b>715,244</b>
<b>GREATER FREDERICKSBURG</b>	<b>1,421,400</b>	<b>7.9%</b>	<b>-43.9%</b>	<b>\$9.24</b>	<b>+2.7%</b>	<b>44,803</b>	<b>0</b>	<b>0</b>

Historical Direct Vacancy



Historical Asking Rate \$ psf, NNN



Historical Net Absorption sf x 1,000



Market Indicators



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