

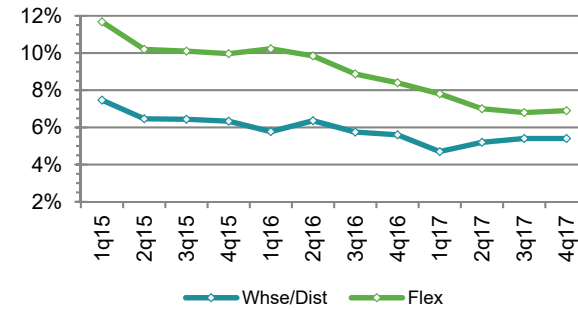
KNOWLEDGE INDUSTRIAL MARKET SNAPSHOT

Northern Virginia

4q17

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	6,431,859	4.6%	66.5%	\$10.84	+8.1%	-126,022	0	0
Dulles North	14,151,802	5.3%	-1.0%	\$9.36	+3.7%	553,897	204,868	168,375
Dulles South	4,795,011	5.3%	-17.0%	\$8.07	-0.1%	11,056	0	0
Greater Fairfax/Falls Church	3,025,431	4.1%	33.1%	\$15.50	+14.1%	-107,578	0	0
Herndon/Reston	769,446	2.9%	NA	\$10.93	NA	-22,646	0	0
Prince William East	2,483,232	4.1%	204.4%	\$8.70	+6.7%	-43,225	0	0
Pr. William West/Gr. Manassas	11,442,539	4.9%	64.6%	\$7.28	-8.7%	192,994	595,000	403,610
Southeast Fairfax	11,442,539	7.3%	-36.4%	\$9.16	+0.9%	-26,470	0	0
NORTHERN VIRGINIA	54,541,859	5.4%	-4.0%	\$9.34	+4.2%	432,006	799,868	571,985
GREATER FREDERICKSBURG	12,095,452	4.5%	-25.0%	\$4.65	-16.7%	1,541,115	910,000	0
FLEX								
Alexandria/Arlington	2,350,009	6.0%	-34.0%	\$15.59	+6.1%	-17,828	0	0
Dulles North	14,765,945	4.7%	-30.3%	\$11.62	+3.8%	609,508	325,404	747,320
Dulles South	7,241,728	11.9%	2.5%	\$10.90	-2.5%	38,135	0	0
Greater Fairfax/Falls Church	1,753,897	6.4%	141.7%	\$14.46	-2.8%	-7,045	0	0
Herndon/Reston	1,844,410	9.7%	-8.8%	\$13.27	+3.3%	-165,276	0	0
Prince William East	1,211,569	2.5%	-78.1%	\$13.58	+11.2%	73,973	0	0
Pr. William West/Gr. Manassas	6,107,794	4.0%	-21.1%	\$12.14	+11.0%	-54,848	174,000	75,000
Southeast Fairfax	6,725,617	9.4%	-16.8%	\$15.63	+6.0%	414,887	62,491	0
NORTHERN VIRGINIA	42,000,969	6.9%	-17.3%	\$13.06	+3.4%	891,506	561,895	822,320
GREATER FREDERICKSBURG	1,434,260	6.6%	-47.0%	\$9.70	+5.0%	75,703	0	0

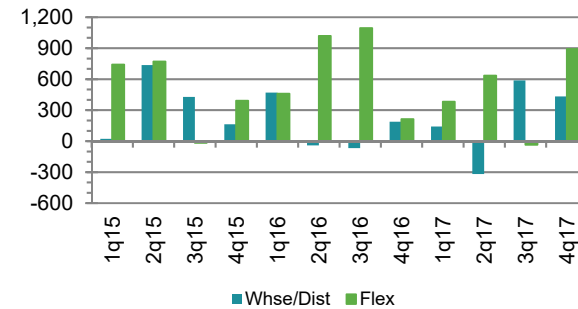
Historical Direct Vacancy



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.