

Quarterly Market Report

Lehigh Valley | Q4 2014

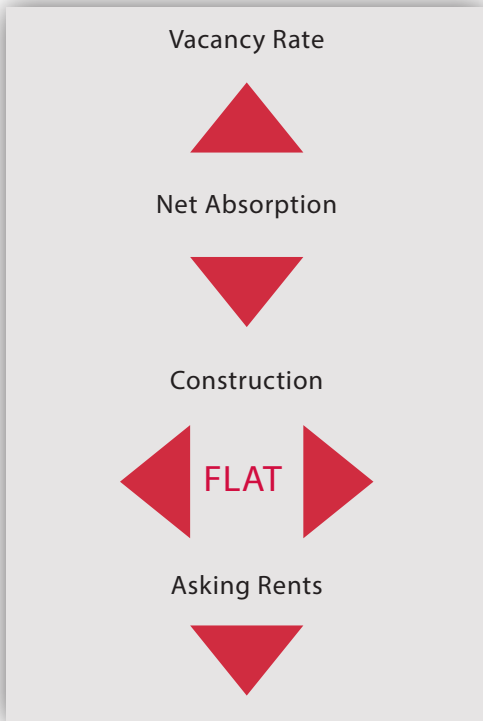


NAI Summit

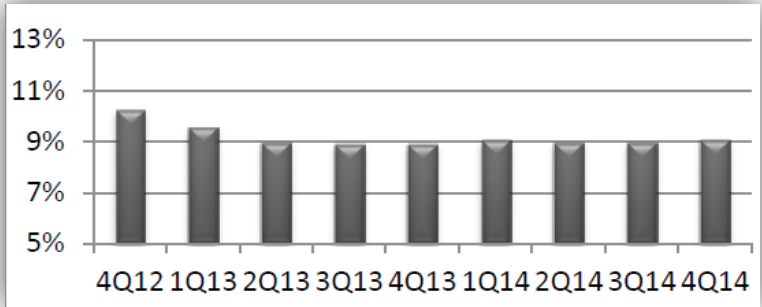
RETAIL • OFFICE • MEDICAL • INDUSTRIAL • MIXED USE • LAND • INVESTMENT

CONTACT NAI SUMMIT | 610.264.0200 | 3435 WINCHESTER RD., SUITE 300, ALLENTOWN, PA 18104 | WWW.NAISUMMIT.COM

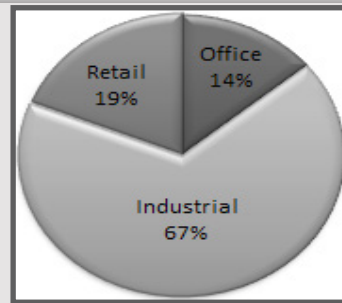
Overall Trends



Historical Overall Vacancy



Overall Market Inventory (SF)



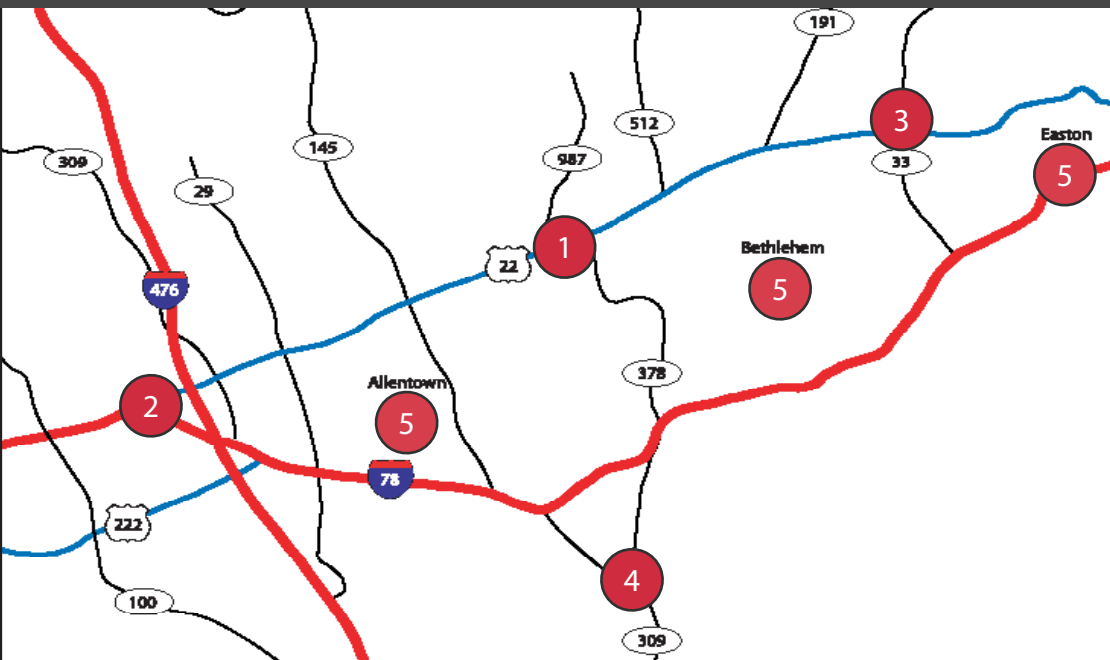
OVERVIEW:

The Lehigh Valley is located in eastern Pennsylvania. The third largest in the state, this region is well situated, just 95 miles to New York City and 53 miles north of Philadelphia. The Lehigh Valley offers all of the amenities and more than its large urban neighbors.

Several factors make the Lehigh Valley an excellent location for business and industry. What fuels the growth in this region is experience in the area's 11 institutions of higher learning and its nationally recognized health care facilities.

Due to its excellent highway infrastructure, rail service and the presence of an International airport, the Lehigh Valley market remains an attractive one to importers, exporters, manufacturers and high-tech companies. Developers are enticed to this area because of its abundant vacant land and favorable taxes.

An enterprising and diversified economy has led to higher income jobs, a growing and thriving population and tremendous commercial and industrial growth in this region. Some of the world's top companies call this area their home; Air Products and Chemicals, Inc; B. Braun Medical, Inc; Crayola and Olympus America; just to name a few.



LEHIGH VALLEY SUBMARKETS

- 1 Airport Area
- 2 West End Area
- 3 Route 33 Corridor
- 4 Saucon Area
- 5 Downtowns

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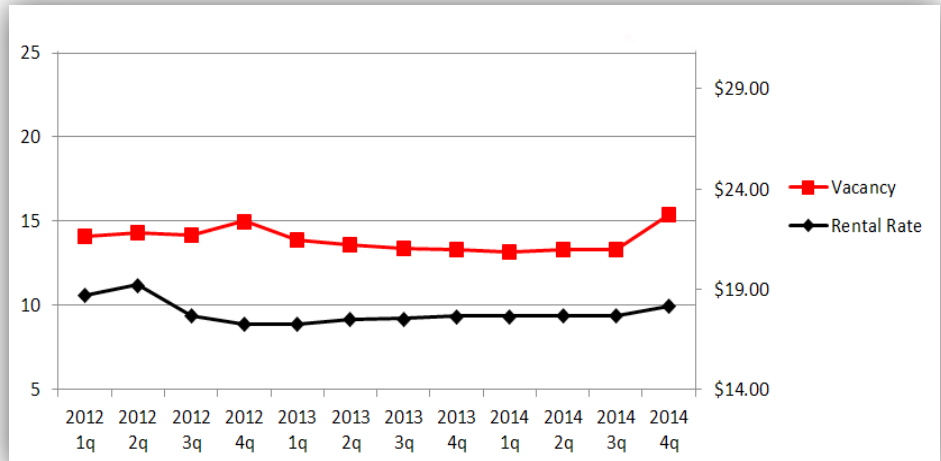
CLASS A & B OFFICE

Availability Report:

EXISTING RBA: **12,544,476** SQ. FT.
 LEASED: **10,612,627** SQ. FT.
 LEASED PERCENTAGE: **84.6%**
 AVAILABLE: **1,931,849** SQ. FT.
 AVAILABLE PERCENTAGE: **15.4%**

Rental Rate Report:

DIRECT GROSS RENT
 OFFICE RANGE: **\$8.15-\$28.18/YR**
 OFFICE AVERAGE: **\$18.17/YR**



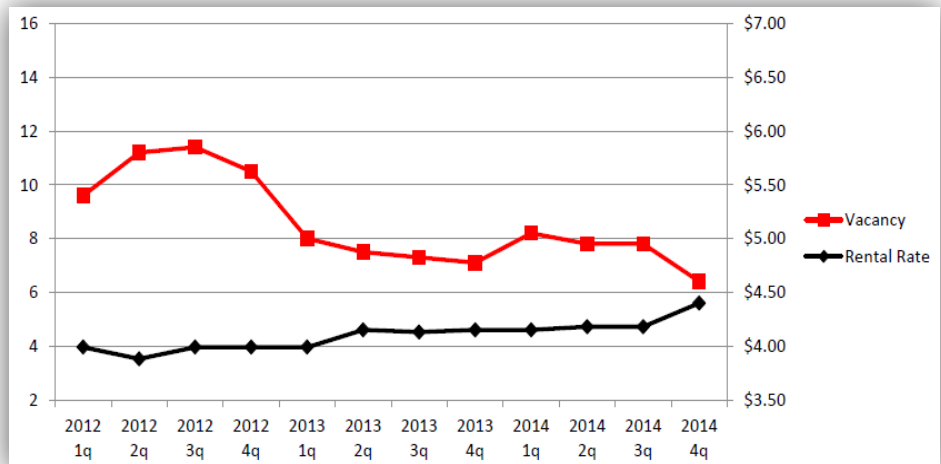
INDUSTRIAL

Availability Report:

EXISTING RBA: **59,704,156** SQ. FT.
 LEASED: **55,883,090** SQ. FT.
 LEASED PERCENTAGE: **93.6%**
 AVAILABLE: **3,821,066** SQ. FT.
 AVAILABLE PERCENTAGE: **6.4%**

Rental Rate Report:

DIRECT NET RENT
 INDUSTRIAL RANGE: **\$2.50-\$10.30/YR**
 INDUSTRIAL AVERAGE: **\$4.40/YR**



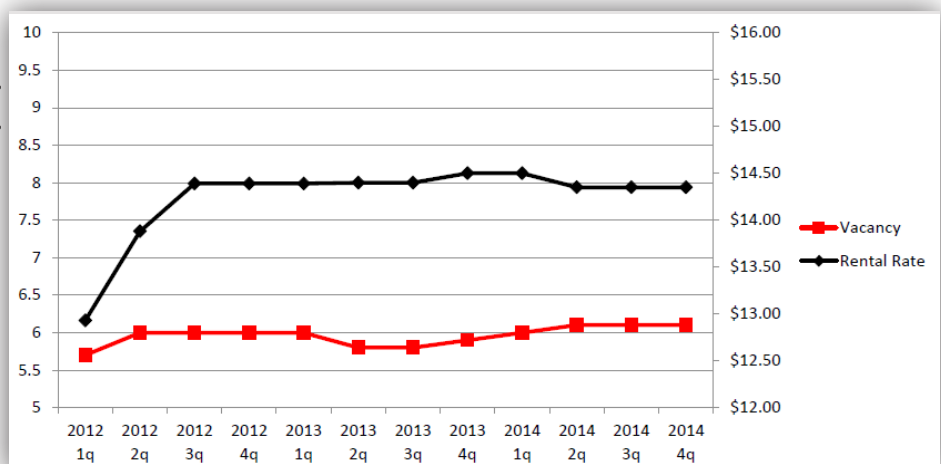
RETAIL

Availability Report:

EXISTING RBA: **16,199,090** SQ. FT.
 LEASED: **15,210,946** SQ. FT.
 LEASED PERCENTAGE: **93.9%**
 AVAILABLE: **988,144** SQ. FT.
 AVAILABLE PERCENTAGE: **6.1%**

Rental Rate Report:

DIRECT NET RENT
 RETAIL RANGE: **\$6.15-\$26.43/YR**
 RETAIL AVERAGE: **\$14.35/YR**



Top Transactions in 2014

Sale

3700 Glover Road
Submarket: Easton
Sale Date: 8.2014
Square Feet: 180,920
Property Type: Industrial/Flex
Agent: Frank Smith, CCIM, CPM + Mike Adams

5690 Lower Macungie Road
Submarket: Macungie
Sale Date: 3.2014
Square Feet: 358,325
Property Type: Industrial
Agent: Mike Adams

95 Highland Avenue
Submarket: Bethlehem
Sale Date: 7.2014
Square Feet: 73,000
Property Type: Office
Agent: John Crampsie, SIOR

1550 Pond Road
Submarket: Allentown
Sale Date: 4.3.2013
Square Feet: 145,000
Property Type: Office
Agent: Matt Dorman

Lease

Lot #82, Spillman Drive
Submarket: Bethlehem
Tenant: Curtiss-Wright
Square Feet: 183,750
Bldg. Type: Manufacturing
Agent: Mike Adams

200 Cascade Drive (2 transactions)
Submarket: Allentown
Tenant: WEL & Davis Bottling Company
Square Feet: 66,928 & 52,000
Bldg. Type: Industrial/Flex
Agent: Mike Adams

30 Runway Road
Submarket: Levittown
Tenant: Polycube
Square Feet: 100,800
Bldg. Type: Warehouse
Agent: Mike Adams

3700 Glover Road
Submarket: Easton
Tenant: Grand River Ironsands
Square Feet: 181,000
Bldg. Type: Industrial/Flex
Agent: Mike Adams

NA Summit

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Absorption (Net) The change in occupied space in a given time period.

Available Square Footage Net rentable area considered available for lease; excludes sublease space.

Average Asking Rental Rate Rental rate as quoted from each building's owner/management company. For office space, a full service rate was requested; for retail, a triple net rate requested; for industrial, a NN basis.

Building Class Class A Product is office Space of steel and concrete construction, built after 1980, quality tenants, excellent amenities & premium rates. Class B product is office Space built after 1980, fair to good finishes & wide range of tenants. Space currently available for lease directly with the landlord or building owner.

Market Size Includes all existing buildings (office, office condo, office loft, office medical, all classes and all sizes, both multi-tenant and single-tenant, excluding owner-occupied buildings) within each market.

Overall Vacancy All unoccupied lease space, either direct or sublease.

SF/PSF Square foot/per square foot, used as a unit of measurement.

Sublease Arrangement in which a tenant leases rental property to another, and the tenant becomes the landlord to the subtenant.

Sublease Space Total square footage being marketed for lease by the tenant. Sublease space is not considered in the overall occupancy or absorption numbers—only direct leases are included.

Sublease Vacancy Space currently available in the market for sublease with an existing tenant within a building acting as the