



## Industrial Market Report

Compared to the Previous Quarter:

Vacancy

DOWN

Net Absorption

POSITIVE

Sales Price

UP

Lease Rates

FLAT

Transactions

DOWN

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Prepared by:

**Jerry J. Holdner, Jr.** — Lic.#01145748  
Vice President of Market Research  
e-mail: [jholdner@voitco.com](mailto:jholdner@voitco.com)

**Tony Tran**  
Market Research Analyst  
e-mail: [ttran@voitco.com](mailto:ttran@voitco.com)

VOIT Real Estate Services — Lic.#01333376

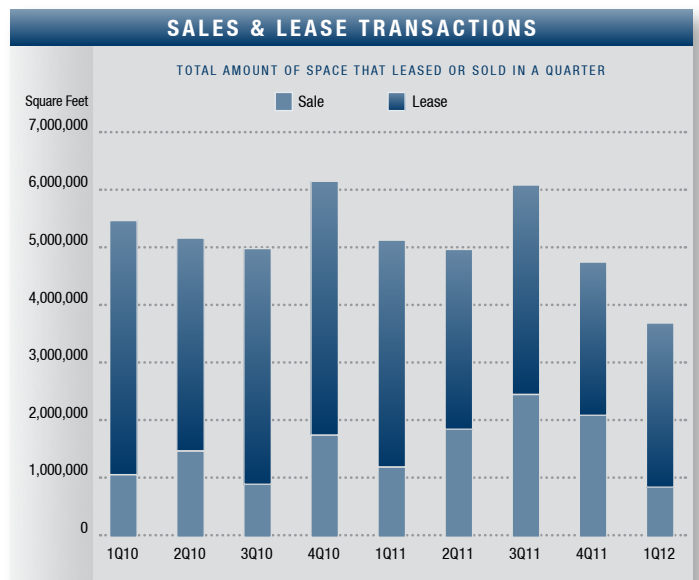
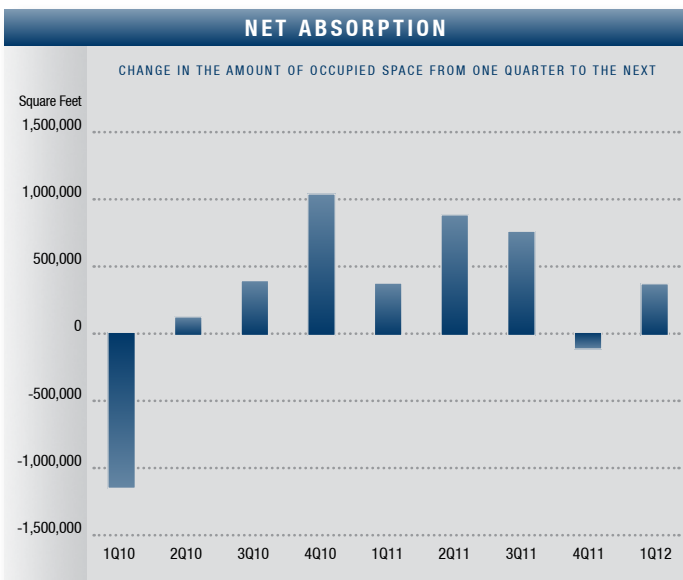
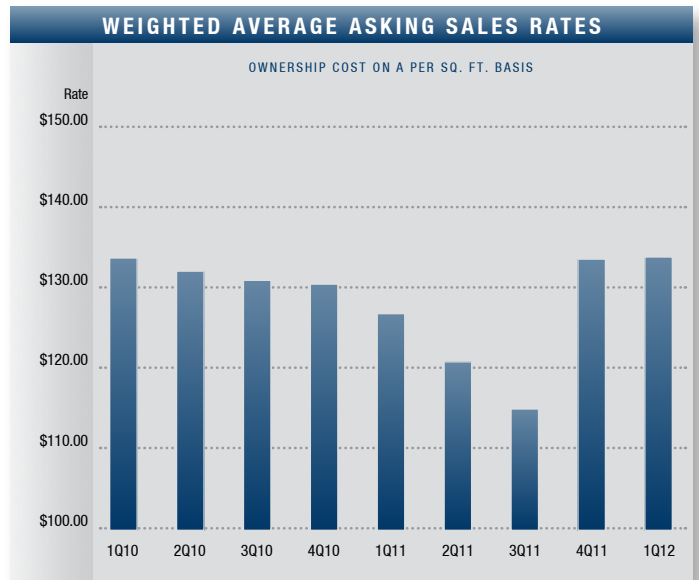
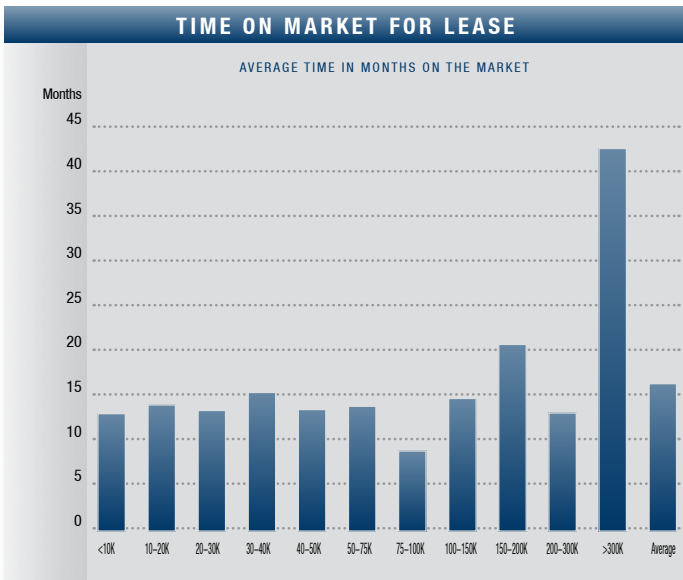
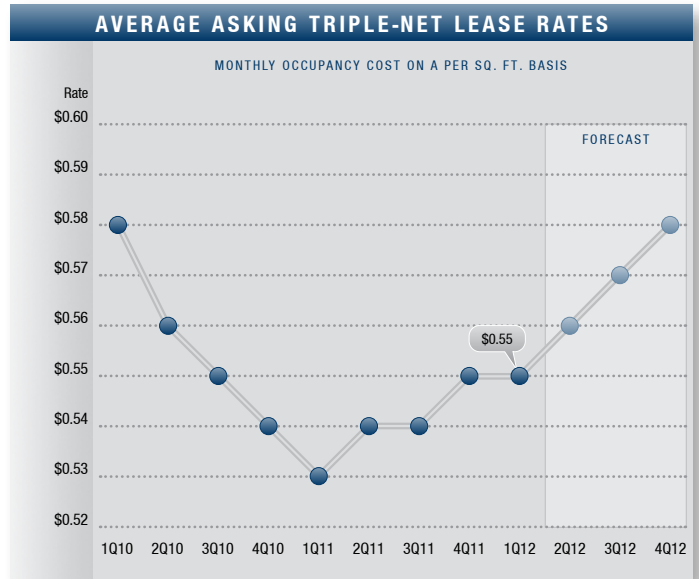
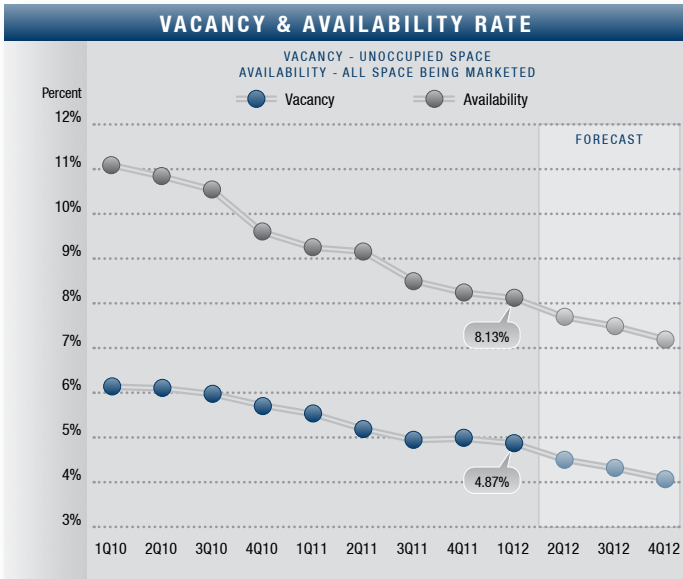


### Market Highlights

- Encouraging Numbers** - The Orange County industrial market continued its path to recovery in the beginning of 2012, posting a modest 4.87% vacancy rate. Both vacancy and availability continued their downward trend and displayed double-digit percentage drops compared to the first quarter of 2011. Lease rates continued their upward trend, with the first quarter of 2011 marking the lowest rates of the recession. Net absorption posted nearly 3.8 million square feet of positive absorption from the second quarter of 2010 to the first quarter of 2012. While these are positive indicators, we are keeping a close eye on demand, which, being ultimately influenced by employment and overall economic stability, will need to be sustained in coming quarters for the Orange County industrial market to continue its pace of recovery.
- Vacancy** - Direct/sublease space (unoccupied) finished the quarter at 4.87%, one of the lowest figures seen since the first quarter of 2009 and a decrease of 13.5% when compared to the first quarter of 2011. The West County submarket presented the lowest vacancy rate in the county at 4.33%. We are forecasting that vacancy will continue its downward trend in 2012, ending the year at around 4%.
- Availability** - Direct/sublease space being marketed came in at 8.13% for the first quarter of 2011, a drop from the 8.29% seen in the previous quarter and a decrease of over 12.5% from 2011's first quarter rate of 9.32%.
- Lease Rates** - The average asking triple-net lease rate checked in at \$.55 per square foot per month, the same as the previous quarter and two cents higher than the market bottom of \$.53 seen in the first quarter of 2011. The South County submarket posted the highest average asking lease rate in the county at \$.66. The record high rate of \$.80 was established in the first and second quarters of 2008. We are forecasting that lease rates will continue to rise, ending the year at \$.58.
- Sales Pricing** - The average asking sales price in the first quarter of 2012 was \$138.19 per square foot, a 9.19% increase from the previous year's price of \$126.56 and 2011's fourth quarter price of \$133.37. This recent increase can be attributed to a lack of supply of product for sale in many size ranges; currently, only around 3% of the inventory in the Orange County industrial market is available for sale. This lack of supply will put upward pressure on pricing going forward. The record high asking rate of \$181.23 was established in the third quarter of 2007.
- Absorption** - The Orange County industrial market posted 362,299 square feet of positive net absorption for the first quarter of 2012, giving the industrial market 3.8 million square feet of positive absorption since the second quarter of 2010 (8 consecutive quarters). We are forecasting that net absorption will continue its positive trend in 2012, giving the year a total of around two million square feet.
- Transaction Activity** - Leasing activity for this quarter checked in at 2.9 million square feet, a decrease from the prior year's first quarter number of 3.9 million square feet. Sales activity decreased, posting 790,000 square feet for the first quarter of 2012 compared to the 1.1 million square feet we saw in the same quarter of 2011. This drop in activity can be contributed to the lack of supply in some size ranges, which is putting upward pressure on pricing. Details of the largest transactions for 2011 can be found on the back page of this report.
- Employment** - The unemployment rate in Orange County was 8.0% in February 2012 — unchanged from a revised 8.0% in January 2012 and below the previous year's estimate of 8.9%. This compares with an unadjusted unemployment rate of 11.4% for California and 8.7% for the nation during the same period. According to the State of California Employment Development Department, Orange County saw a net increase of 18,200 payroll jobs from February 2011 to February 2012. The largest gains were 5,600 in leisure and hospitality and 5,300 in trade, transportation and utilities; however, Orange County lost 2,100 government jobs during that same period.
- Overall** - We are seeing a continued decrease in vacancy and a subsequent increase in net occupancy, which is contributing to an increase in asking lease rates. A lack of product available for sale in many size ranges (particularly in the 30,000 to 100,000 square-foot range) is causing an increase in sale prices and a drop in transaction volume. While these are certainly positive indicators, cautious optimism still prevails, as job creation will need to continue in order to drive the demand needed to sustain growth in the Orange County industrial market.

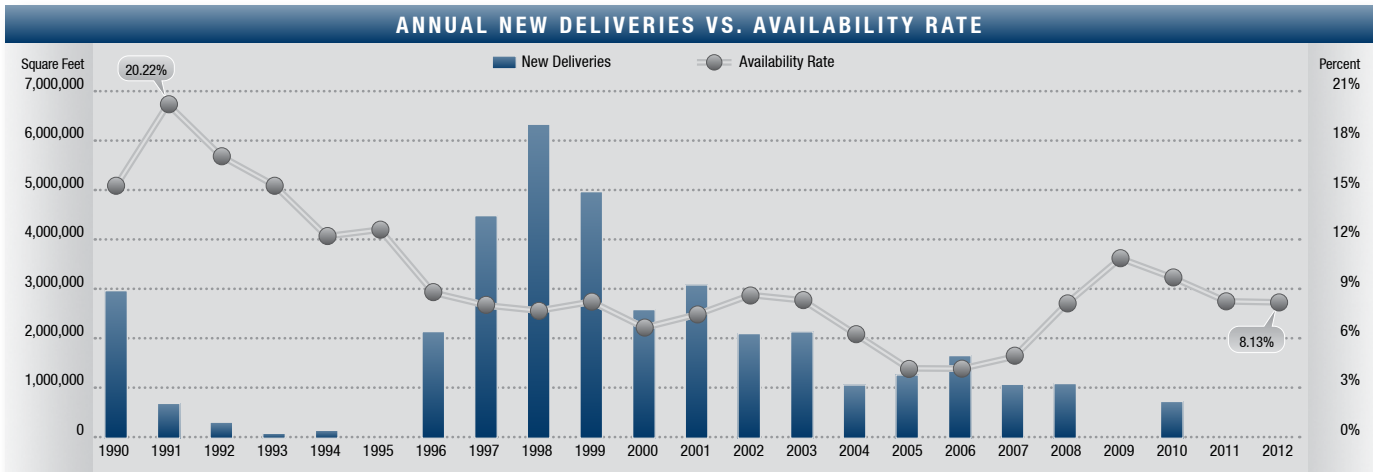
### INDUSTRIAL MARKET OVERVIEW

	1Q12	4Q11	1Q11	% of Change vs. 1Q2011
Vacancy Rate	4.87%	5.01%	5.63%	(13.50%)
Availability Rate	8.13%	8.29%	9.32%	(12.77%)
Average Asking Lease Rate	\$0.55	\$0.55	\$0.53	3.77%
Average Asking Sale Price	\$138.19	\$133.37	\$126.56	9.19%
Sale & Lease Transactions	3,675,693	4,744,095	5,099,210	(27.92%)
Gross Absorption	3,764,019	2,868,805	3,590,519	4.83%
Net Absorption	362,299	(100,465)	366,995	N/A



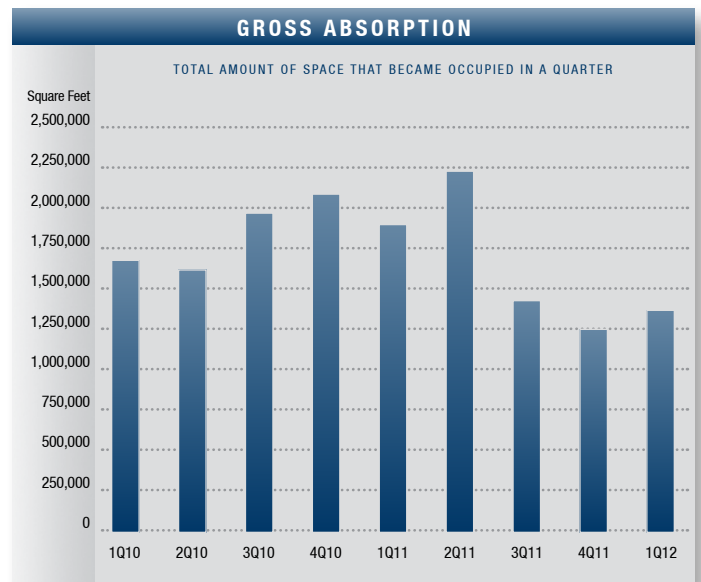
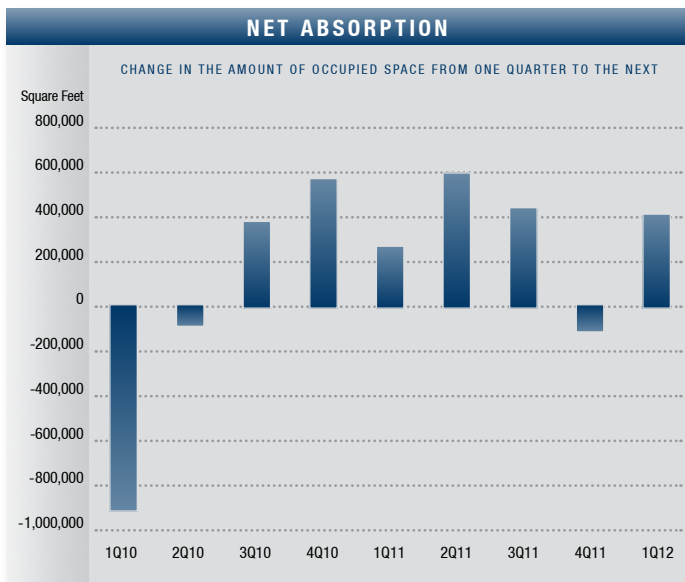
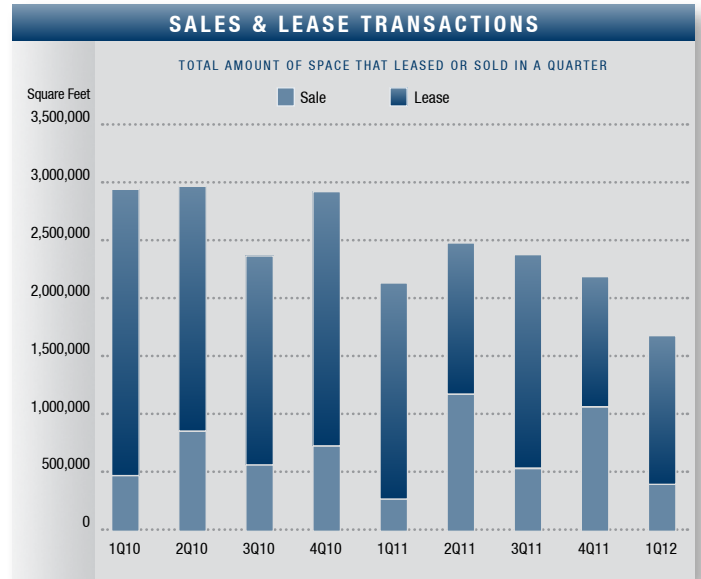
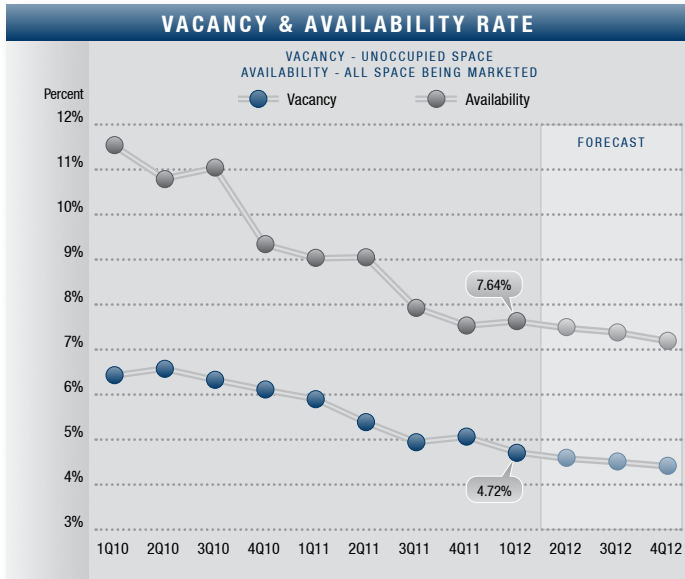
	INVENTORY				VACANCY & LEASE RATES						ABSORPTION			
	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2012	Square Feet Available	Availability Rate 1Q2012	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2012	Net Absorption 2012	Gross Absorption 1Q2012	Gross Absorption 2012
<b>North County</b>														
Anaheim	1,859	44,854,004	0	450,300	1,833,056	4.09%	2,756,977	6.15%	\$0.47	\$115.45	6,815	6,815	494,184	494,184
Brea	337	12,321,410	0	84,350	486,175	3.95%	722,946	5.87%	\$0.48	\$110.47	1,565	1,565	89,261	89,261
Buena Park	254	13,956,756	0	0	305,101	2.19%	806,009	5.78%	\$0.52	\$129.61	63,954	63,954	111,273	111,273
Fullerton	463	17,577,046	0	100,000	988,660	5.62%	1,763,476	10.03%	\$0.50	\$134.90	306,664	306,664	418,626	418,626
La Habra	216	4,707,108	0	0	762,048	16.19%	876,842	18.63%	\$0.60	\$124.48	(10,761)	(10,761)	18,031	18,031
Orange	789	15,057,092	0	0	580,548	3.86%	1,022,438	6.79%	\$0.53	\$129.88	21,654	21,654	163,949	163,949
Placentia	226	4,349,796	0	0	386,940	8.90%	635,740	14.62%	\$0.50	\$91.99	10,393	10,393	44,598	44,598
Yorba Linda	56	1,108,144	0	0	36,817	3.32%	122,079	11.02%	\$0.00	\$120.70	107	107	17,498	17,498
<b>North County Total</b>	<b>4,200</b>	<b>113,931,356</b>	<b>0</b>	<b>634,650</b>	<b>5,379,345</b>	<b>4.72%</b>	<b>8,706,507</b>	<b>7.64%</b>	<b>\$0.49</b>	<b>\$121.23</b>	<b>400,391</b>	<b>400,391</b>	<b>1,357,420</b>	<b>1,357,420</b>
<b>West County</b>														
Cypress	104	4,347,561	0	0	424,033	9.75%	1,004,222	23.10%	\$0.59	\$167.32	(139,903)	(139,903)	70,929	70,929
Garden Grove	486	12,304,702	0	0	497,265	4.04%	962,934	7.83%	\$0.49	\$124.73	(33,379)	(33,379)	180,861	180,861
Huntington Beach	699	15,843,812	0	0	649,064	4.10%	1,706,237	10.77%	\$0.51	\$158.08	(35,077)	(35,077)	121,113	121,113
La Palma	16	1,777,797	0	0	0	0.00%	43,219	2.43%	\$0.00	\$0.00	131,280	131,280	131,280	131,280
Los Alamitos	103	2,608,270	0	0	105,058	4.03%	106,889	4.10%	\$0.00	\$202.75	(54,075)	(54,075)	14,056	14,056
Seal Beach	14	1,037,459	0	0	0	0.00%	0	0.00%	\$0.00	\$0.00	0	0	0	0
Stanton	187	2,267,173	0	0	39,910	1.76%	62,292	2.75%	\$0.64	\$110.62	28,573	28,573	45,391	45,391
Westminster	150	2,823,925	0	0	146,858	5.20%	166,787	5.91%	\$0.80	\$151.77	(13,948)	(13,948)	0	0
<b>West County Total</b>	<b>1,759</b>	<b>43,010,699</b>	<b>0</b>	<b>0</b>	<b>1,862,188</b>	<b>4.33%</b>	<b>4,052,580</b>	<b>9.42%</b>	<b>\$0.54</b>	<b>\$139.58</b>	<b>(116,529)</b>	<b>(116,529)</b>	<b>563,630</b>	<b>563,630</b>
<b>Airport Area</b>														
Costa Mesa	464	8,689,179	0	0	173,443	2.00%	556,673	6.41%	\$0.60	\$206.58	17,553	17,553	118,637	118,637
Fountain Valley	187	3,852,287	0	155,000	151,426	3.93%	139,797	3.63%	\$0.68	\$163.00	(7,585)	(7,585)	92,837	92,837
Irvine	430	15,915,114	0	33,250	1,210,570	7.61%	1,895,784	11.91%	\$0.57	\$146.81	138,077	138,077	481,424	481,424
Newport Beach	71	1,299,412	0	0	1,000	0.08%	9,620	0.74%	\$0.00	\$0.00	5,000	5,000	8,500	8,500
Santa Ana	1,635	32,474,957	0	0	1,371,398	4.22%	2,189,748	6.74%	\$0.57	\$131.00	95,120	95,120	449,911	449,911
Tustin	125	5,362,248	0	0	188,019	3.51%	363,478	6.78%	\$0.49	\$151.17	118,293	118,293	118,293	118,293
<b>Airport Area Total</b>	<b>2,912</b>	<b>67,593,197</b>	<b>0</b>	<b>188,250</b>	<b>3,095,856</b>	<b>4.58%</b>	<b>5,155,100</b>	<b>7.63%</b>	<b>\$0.57</b>	<b>\$144.62</b>	<b>366,458</b>	<b>366,458</b>	<b>1,269,602</b>	<b>1,269,602</b>
<b>South County</b>														
Aliso Viejo	22	964,812	0	0	1,815	0.19%	1,815	0.19%	\$1.15	\$162.57	2,755	2,755	23,565	23,565
Foothill Ranch	66	3,646,247	0	0	206,990	5.68%	249,975	6.86%	\$0.60	\$132.96	0	0	0	0
Irvine Spectrum	164	7,868,031	26,000	0	775,183	9.85%	942,718	11.98%	\$0.64	\$152.75	(290,131)	(290,131)	284,982	284,982
Laguna Hills	84	1,414,764	0	0	78,368	5.54%	123,643	8.74%	\$0.82	\$0.00	(10,357)	(10,357)	15,807	15,807
Laguna Niguel	47	706,285	0	7,000	27,685	3.92%	51,685	7.32%	\$0.74	\$158.33	0	0	0	0
Lake Forest	213	5,032,741	0	0	288,888	5.74%	341,056	6.78%	\$0.70	\$160.55	5,111	5,111	112,864	112,864
Mission Viejo	39	838,076	0	0	42,225	5.04%	39,284	4.69%	\$0.00	\$196.42	(24,671)	(24,671)	4,994	4,994
Rancho Santa Margarita	106	1,709,323	0	0	124,891	7.31%	223,168	13.06%	\$0.72	\$145.27	859	859	17,799	17,799
San Clemente	170	2,236,161	0	0	255,333	11.42%	380,690	17.02%	\$0.75	\$136.71	(6,916)	(6,916)	60,743	60,743
San Juan Capistrano	50	1,168,953	0	0	40,897	3.50%	74,184	6.35%	\$0.76	\$210.45	35,329	35,329	52,613	52,613
<b>South County Total</b>	<b>961</b>	<b>25,585,393</b>	<b>26,000</b>	<b>7,000</b>	<b>1,842,275</b>	<b>7.20%</b>	<b>2,428,218</b>	<b>9.49%</b>	<b>\$0.66</b>	<b>\$151.34</b>	<b>(288,021)</b>	<b>(288,021)</b>	<b>573,367</b>	<b>573,367</b>
<b>Total</b>	<b>9,832</b>	<b>250,120,645</b>	<b>26,000</b>	<b>829,900</b>	<b>12,179,664</b>	<b>4.87%</b>	<b>20,342,405</b>	<b>8.13%</b>	<b>\$0.55</b>	<b>\$138.19</b>	<b>362,299</b>	<b>362,299</b>	<b>3,764,019</b>	<b>3,764,019</b>
Less than 9,999	3,472	20,726,804	0	7,000	608,325	2.93%	1,040,224	5.02%	\$0.73	\$179.70	84,138	84,138	296,324	296,324
10,000-19,999	3,230	44,690,792	0	0	2,185,926	4.89%	3,392,952	7.59%	\$0.70	\$148.83	375	375	664,893	664,893
20,000-29,999	1,224	29,165,561	26,000	0	1,683,318	5.77%	2,560,083	8.78%	\$0.63	\$132.12	(68,485)	(68,485)	581,186	581,186
30,000-39,999	516	17,544,965	0	68,250	522,101	2.98%	1,245,622	7.10%	\$0.64	\$131.86	61,505	61,505	288,650	288,650
40,000-49,999	324	14,248,182	0	46,300	814,047	5.71%	1,261,795	8.86%	\$0.60	\$132.08	(120,717)	(120,717)	169,832	169,832
50,000-74,999	455	27,508,440	0	118,800	1,192,242	4.33%	2,261,430	8.22%	\$0.57	\$124.18	(258,247)	(258,247)	274,387	274,387
75,000-99,999	214	18,329,691	0	159,550	787,495	4.30%	1,509,841	8.24%	\$0.56	\$122.17	143,665	143,665	367,168	367,168
100,000-149,999	203	23,536,741	0	220,000	1,128,497	4.79%	2,327,606	9.89%	\$0.55	\$107.38	279,704	279,704	604,253	604,253
150,000-199,999	71	12,191,705	0	0	1,239,505	10.17%	1,494,734	12.26%	\$0.54	\$147.75	(101,593)	(101,593)	110,399	110,399
200,000-299,999	69	16,624,560	0	210,000	515,599	3.10%	1,048,681	6.31%	\$0.43	\$0.00	341,954	341,954	406,927	406,927
300,000 Plus	54	25,553,204	0	0	1,502,609	5.88%	2,199,437	8.61%	\$0.52	\$156.66	0	0	0	0
<b>Total</b>	<b>9,832</b>	<b>250,120,645</b>	<b>26,000</b>	<b>829,900</b>	<b>12,179,664</b>	<b>4.87%</b>	<b>20,342,405</b>	<b>8.13%</b>	<b>\$0.55</b>	<b>\$138.19</b>	<b>362,299</b>	<b>362,299</b>	<b>3,764,019</b>	<b>3,764,019</b>

Lease rates are on a triple-net basis.



NORTH ORANGE COUNTY

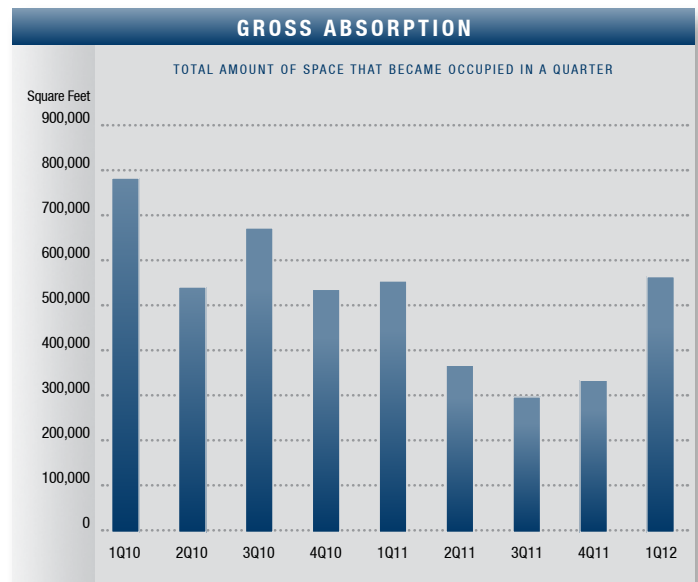
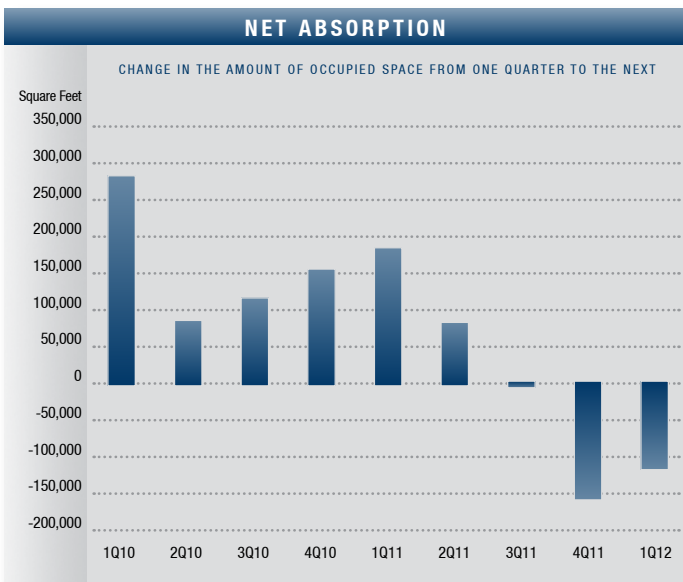
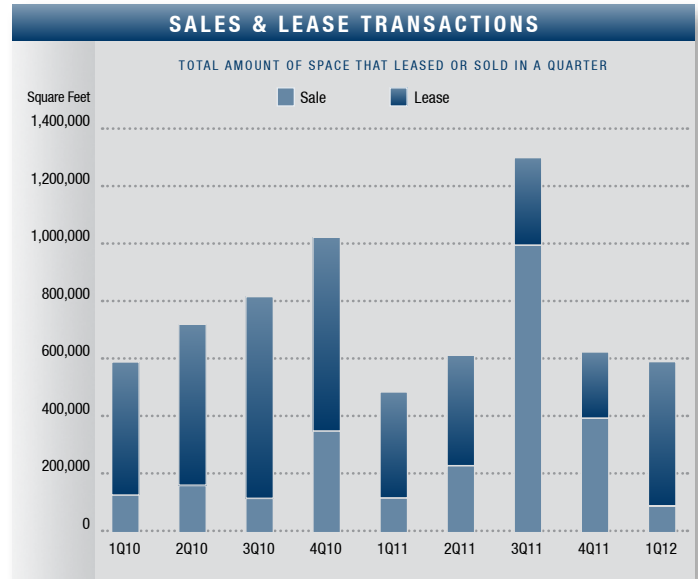
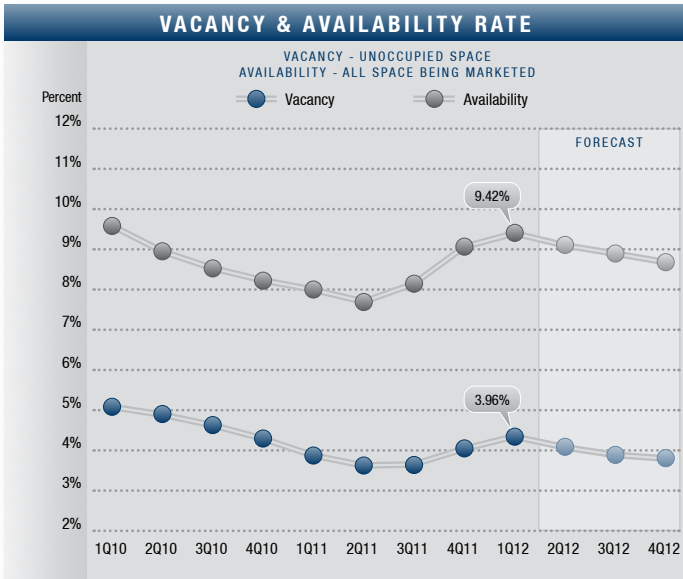
In the first quarter of 2012, the North Orange County industrial market consisted of 4,200 buildings totaling 113,931,356 square feet and had an availability rate of 7.64%, which shows an increase from the previous quarter's figure of 7.56%.



	INVENTORY				VACANCY & LEASE RATES				ABSORPTION					
	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2012	Square Feet Available	Availability Rate 1Q2012	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2012	Net Absorption 2012	Gross Absorption 1Q2012	Gross Absorption 2012
<b>North Totals</b>														
Less than 9,999	1,381	8,549,280	0	0	241,345	2.82%	405,913	4.75%	\$0.55	\$166.44	24,118	24,118	103,334	103,334
10,000-19,999	1,429	19,721,210	0	0	979,556	4.97%	1,527,089	7.74%	\$0.65	\$134.89	(22,864)	(22,864)	244,669	244,669
20,000-29,999	536	12,759,410	0	0	607,003	4.76%	954,479	7.48%	\$0.54	\$119.35	(8,406)	(8,406)	184,823	184,823
30,000-39,999	237	8,025,423	0	0	183,617	2.29%	448,090	5.58%	\$0.58	\$125.67	47,661	47,661	58,453	58,453
40,000-49,999	135	5,927,904	0	46,300	270,014	4.55%	481,323	8.12%	\$0.60	\$100.67	(4,239)	(4,239)	65,509	65,509
50,000-74,999	203	12,276,483	0	118,800	468,195	3.81%	1,123,540	9.15%	\$0.52	\$103.36	(152,208)	(152,208)	99,241	99,241
75,000-99,999	89	7,614,057	0	159,550	143,799	1.89%	474,511	6.23%	\$0.44	\$112.25	162,800	162,800	162,800	162,800
100,000-149,999	94	11,080,417	0	100,000	430,119	3.88%	937,313	8.46%	\$0.47	\$78.80	148,062	148,062	210,038	210,038
150,000-199,999	33	5,724,301	0	0	726,547	12.69%	615,938	10.76%	\$0.48	\$0.00	(23,086)	(23,086)	0	0
200,000-299,999	36	8,706,085	0	210,000	271,775	3.12%	752,769	8.65%	\$0.45	\$0.00	228,553	228,553	228,553	228,553
300,000 Plus	27	13,546,786	0	0	1,057,375	7.81%	985,542	7.28%	\$0.48	\$0.00	0	0	0	0
<b>Total</b>	<b>4,200</b>	<b>113,931,356</b>	<b>0</b>	<b>634,650</b>	<b>5,379,345</b>	<b>4.72%</b>	<b>8,706,507</b>	<b>7.64%</b>	<b>\$0.49</b>	<b>\$121.23</b>	<b>400,391</b>	<b>400,391</b>	<b>1,357,420</b>	<b>1,357,420</b>

**WEST ORANGE COUNTY**

In the first quarter of 2012, the West Orange County industrial market consisted of 1,740 buildings totaling 43,010,699 square feet and had an availability rate of 9.42%, which shows an increase from the previous quarter's figure of 9.07%.

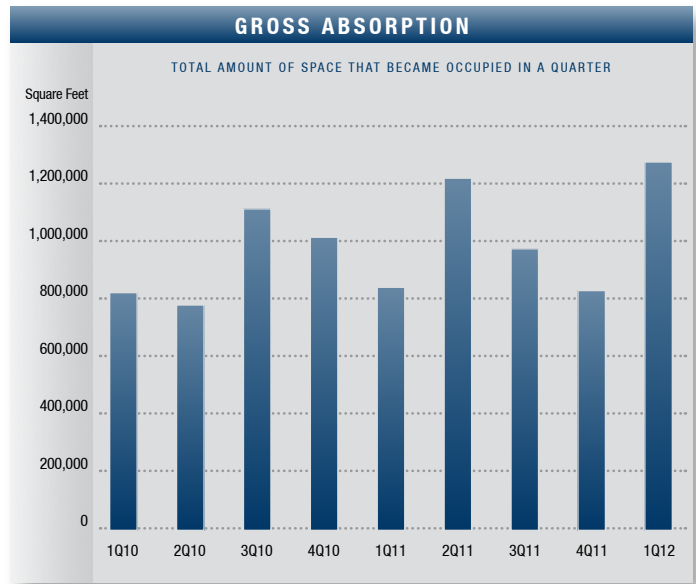
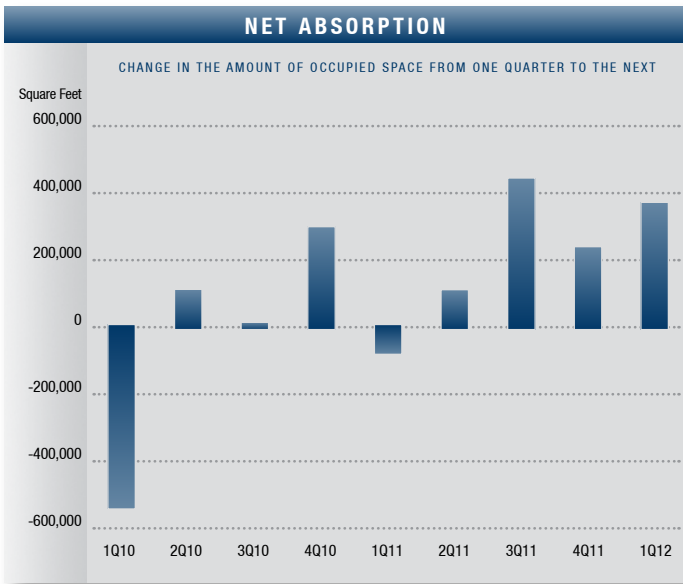
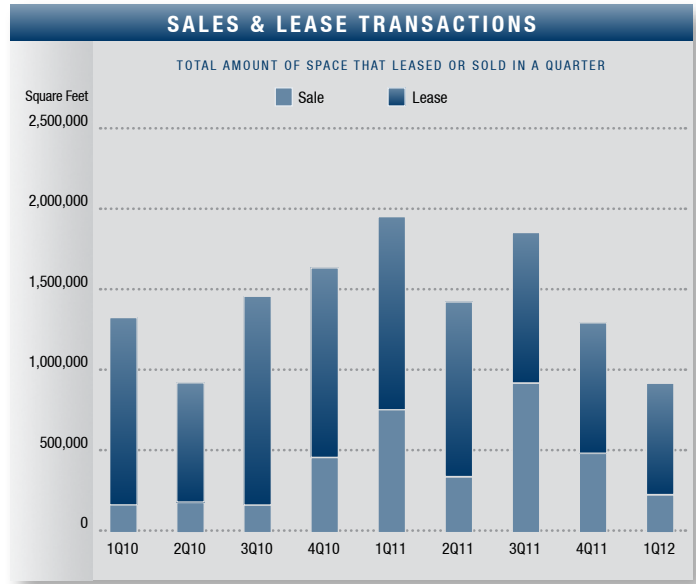
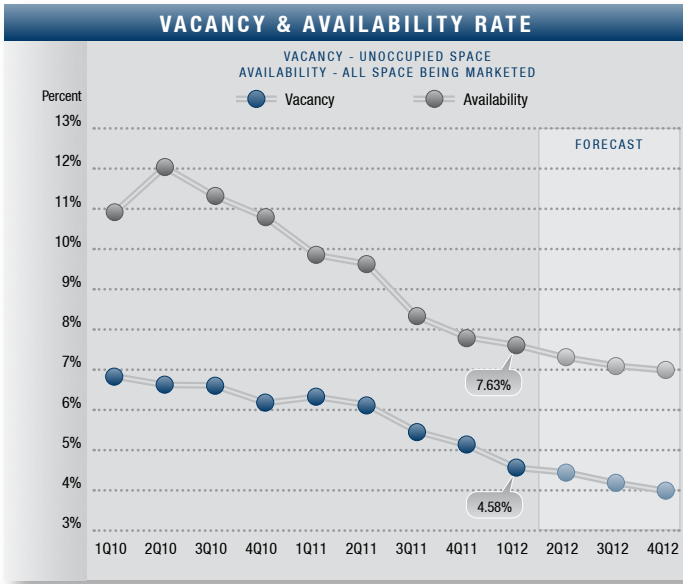


	INVENTORY				VACANCY & LEASE RATES				ABSORPTION					
	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2012	Square Feet Available	Availability Rate 1Q2012	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2012	Net Absorption 2012	Gross Absorption 1Q2012	Gross Absorption 2012
<b>West Totals</b>	1,759	43,010,699	0	0	1,862,188	4.33%	4,052,580	9.42%	\$0.54	\$139.58	(116,529)	(116,529)	563,630	563,630
Less than 9,999	710	4,144,283	0	0	110,897	2.68%	209,591	5.06%	\$0.71	\$172.37	39,782	39,782	73,318	73,318
10,000-19,999	558	7,416,107	0	0	348,115	4.69%	529,571	7.14%	\$0.67	\$140.29	25,086	25,086	95,341	95,341
20,000-29,999	182	4,338,692	0	0	229,418	5.29%	369,446	8.52%	\$0.54	\$128.28	(54,819)	(54,819)	91,707	91,707
30,000-39,999	63	2,192,698	0	0	52,729	2.40%	142,029	6.48%	\$0.47	\$0.00	(37,605)	(37,605)	0	0
40,000-49,999	56	2,456,988	0	0	69,490	2.83%	137,704	5.60%	\$0.50	\$148.11	(3,310)	(3,310)	0	0
50,000-74,999	86	5,189,054	0	0	280,501	5.41%	389,706	7.51%	\$0.52	\$118.33	(176,395)	(176,395)	1,700	1,700
75,000-99,999	38	3,253,502	0	0	269,672	8.29%	394,173	12.12%	\$0.80	\$0.00	(181,618)	(181,618)	29,214	29,214
100,000-149,999	29	3,431,752	0	0	228,905	6.67%	730,815	21.30%	\$0.58	\$122.00	141,070	141,070	141,070	141,070
150,000-199,999	16	2,707,436	0	0	104,410	3.86%	425,287	15.71%	\$0.60	\$0.00	0	0	0	0
200,000-299,999	13	3,166,485	0	0	168,051	5.31%	230,939	7.29%	\$0.31	\$0.00	131,280	131,280	131,280	131,280
300,000 Plus	8	4,713,702	0	0	0	0.00%	493,319	10.47%	\$0.00	\$0.00	0	0	0	0



AIRPORT AREA

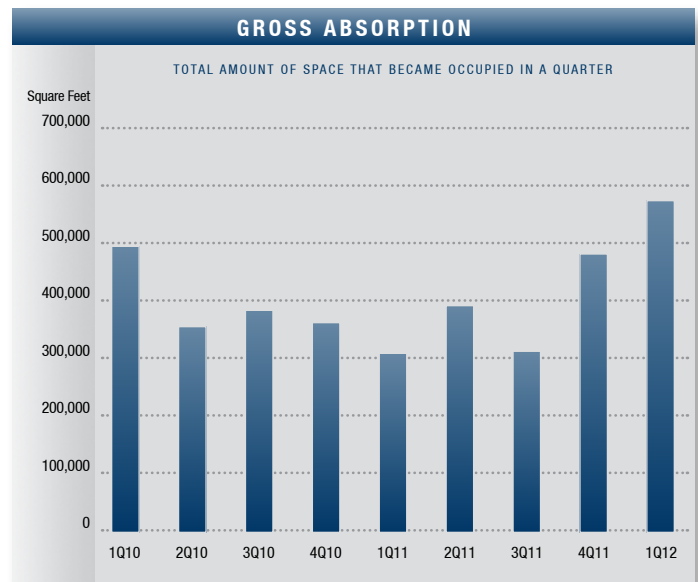
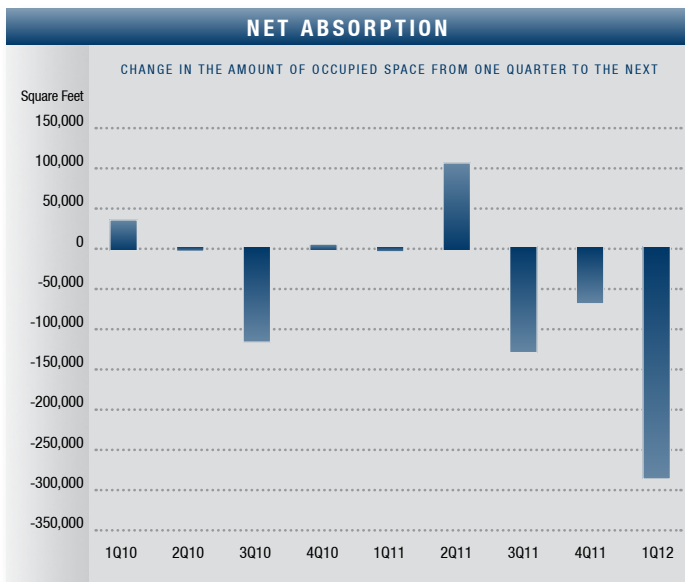
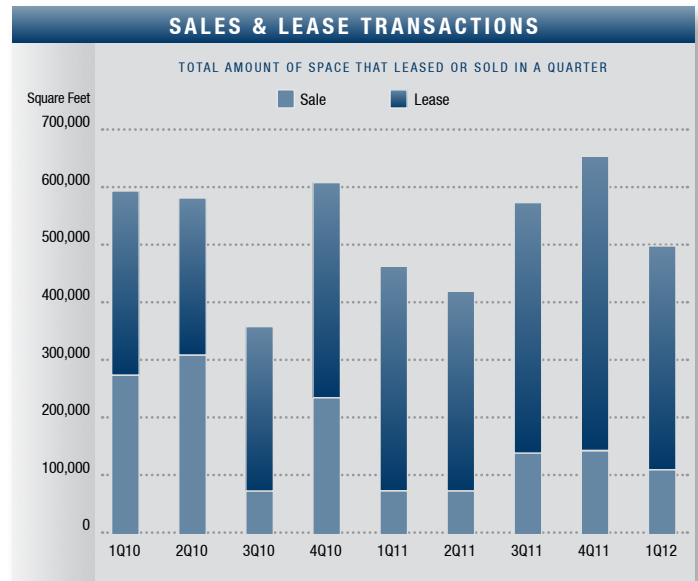
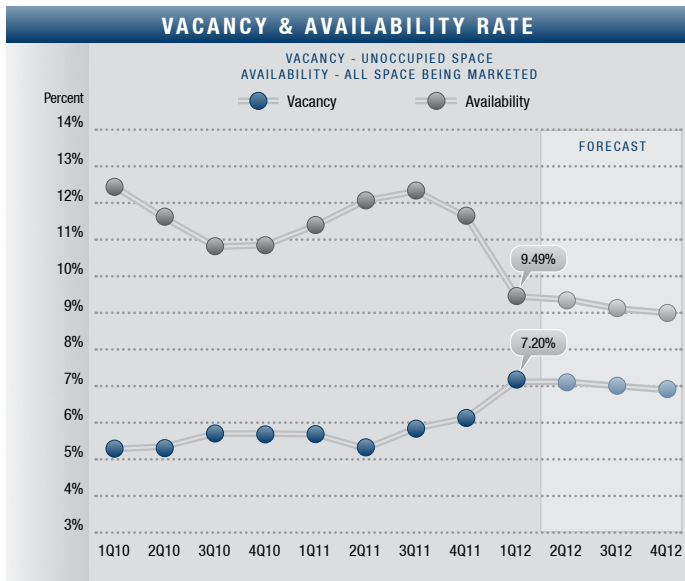
In the first quarter of 2012, the Airport Orange County industrial market consisted of 2,912 buildings totaling 67,593,197 square feet and had an availability rate of 7.63%, which shows a decrease from the previous quarter's figure of 7.76%.



	INVENTORY				VACANCY & LEASE RATES				ABSORPTION					
	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2012	Square Feet Available	Availability Rate 1Q2012	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2012	Net Absorption 2012	Gross Absorption 1Q2012	Gross Absorption 2012
<b>Airport Totals</b>	<b>2,912</b>	<b>67,593,197</b>	<b>0</b>	<b>188,250</b>	<b>3,095,856</b>	<b>4.58%</b>	<b>5,155,100</b>	<b>7.63%</b>	<b>\$0.57</b>	<b>\$144.62</b>	<b>366,458</b>	<b>366,458</b>	<b>1,269,602</b>	<b>1,269,602</b>
Less than 9,999	1,024	5,781,288	0	0	134,586	2.33%	227,608	3.94%	\$0.87	\$187.92	9,086	9,086	63,912	63,912
10,000-19,999	952	13,328,280	0	0	583,432	4.38%	881,987	6.62%	\$0.68	\$164.23	(6,206)	(6,206)	193,267	193,267
20,000-29,999	385	9,211,853	0	0	542,502	5.89%	881,140	9.57%	\$0.54	\$120.94	3,410	3,410	218,680	218,680
30,000-39,999	168	5,713,306	0	68,250	164,183	2.87%	494,435	8.65%	\$0.67	\$137.06	55,834	55,834	221,208	221,208
40,000-49,999	100	4,385,495	0	0	289,984	6.61%	395,923	9.03%	\$0.52	\$153.57	(83,450)	(83,450)	45,365	45,365
50,000-74,999	126	7,588,471	0	0	260,679	3.44%	513,317	6.76%	\$0.57	\$122.00	95,496	95,496	95,496	95,496
75,000-99,999	64	5,496,441	0	0	303,183	5.52%	533,057	9.70%	\$0.58	\$135.99	175,154	175,154	175,154	175,154
100,000-149,999	53	6,126,011	0	120,000	229,036	3.74%	329,036	5.37%	\$0.59	\$114.20	6,735	6,735	146,121	146,121
150,000-199,999	15	2,575,077	0	0	221,642	8.61%	256,629	9.97%	\$0.56	\$196.56	110,399	110,399	110,399	110,399
200,000-299,999	13	3,213,133	0	0	0	0.00%	0	0.00%	\$0.00	\$0.00	0	0	0	0
300,000 Plus	12	4,173,842	0	0	366,629	8.78%	641,968	15.38%	\$0.55	\$156.66	0	0	0	0

**SOUTH ORANGE COUNTY**

In the first quarter of 2012, the South Orange County industrial market consisted of 961 buildings totaling 25,585,393 square feet and had an availability rate of 9.49%, which shows a decrease from the previous quarter's figure of 11.68%.



	INVENTORY				VACANCY & LEASE RATES				ABSORPTION					
	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2012	Square Feet Available	Availability Rate 1Q2012	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2012	Net Absorption 2012	Gross Absorption 1Q2012	Gross Absorption 2012
<b>South Totals</b>														
Less than 9,999	357	2,251,953	0	7,000	121,497	5.40%	197,112	8.75%	\$0.74	\$193.50	11,152	11,152	55,760	55,760
10,000-19,999	291	4,225,195	0	0	274,823	6.50%	454,305	10.75%	\$0.75	\$170.79	4,359	4,359	131,616	131,616
20,000-29,999	121	2,855,606	26,000	0	304,395	10.66%	355,018	12.43%	\$0.73	\$166.46	(8,670)	(8,670)	85,976	85,976
30,000-39,999	48	1,613,538	0	0	121,572	7.53%	161,068	9.98%	\$0.70	\$120.32	(4,385)	(4,385)	8,989	8,989
40,000-49,999	33	1,477,795	0	0	184,559	12.49%	246,845	16.70%	\$0.77	\$141.18	(29,718)	(29,718)	58,958	58,958
50,000-74,999	40	2,454,432	0	0	182,867	7.45%	234,867	9.57%	\$0.60	\$189.64	(25,140)	(25,140)	77,950	77,950
75,000-99,999	23	1,965,691	0	0	70,841	3.60%	108,100	5.50%	\$0.60	\$124.95	(12,671)	(12,671)	0	0
100,000-149,999	27	2,898,561	0	0	240,437	8.30%	330,442	11.40%	\$0.60	\$99.00	(16,163)	(16,163)	107,024	107,024
150,000-199,999	7	1,184,891	0	0	186,906	15.77%	196,880	16.62%	\$0.63	\$98.98	(188,906)	(188,906)	0	0
200,000-299,999	7	1,538,857	0	0	75,773	4.92%	64,973	4.22%	\$0.58	\$0.00	(17,879)	(17,879)	47,094	47,094
300,000 Plus	7	3,118,874	0	0	78,605	2.52%	78,608	2.52%	\$0.55	\$0.00	0	0	0	0
<b>Total</b>	<b>961</b>	<b>25,585,393</b>	<b>26,000</b>	<b>7,000</b>	<b>1,842,275</b>	<b>7.20%</b>	<b>2,428,218</b>	<b>9.49%</b>	<b>\$0.66</b>	<b>\$151.34</b>	<b>(288,021)</b>	<b>(288,021)</b>	<b>573,367</b>	<b>573,367</b>

