



# Industrial Market Report

VOIT COMMERCIAL BROKERAGE

Compared to last quarter:



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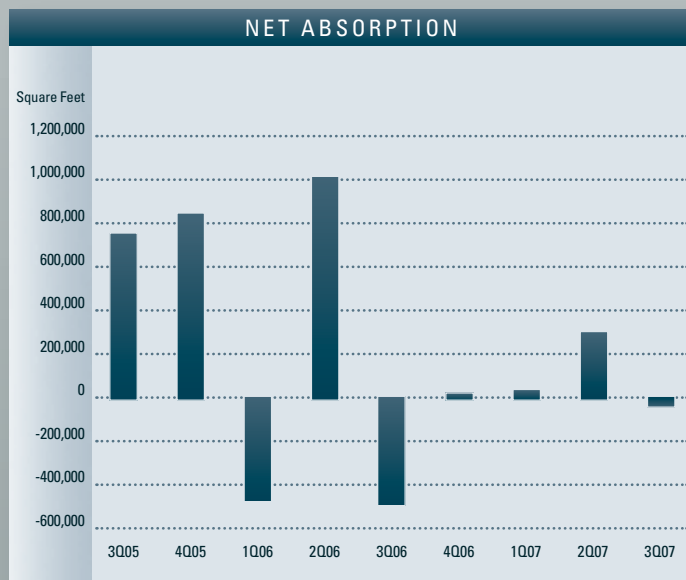
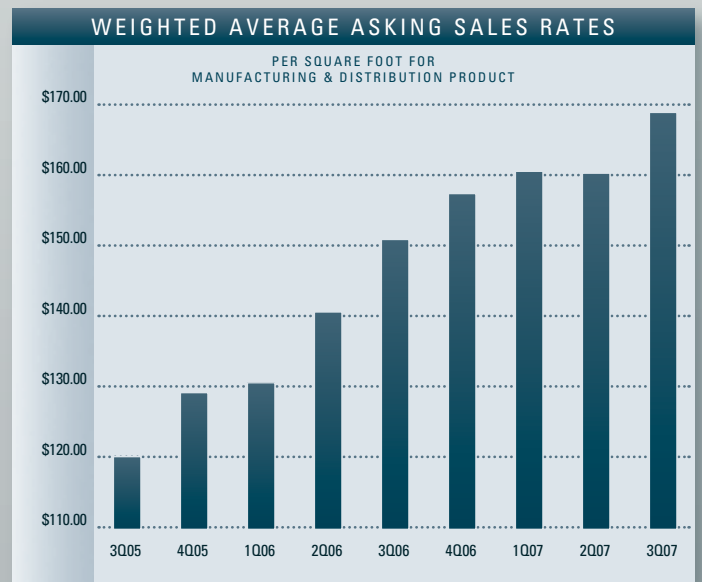
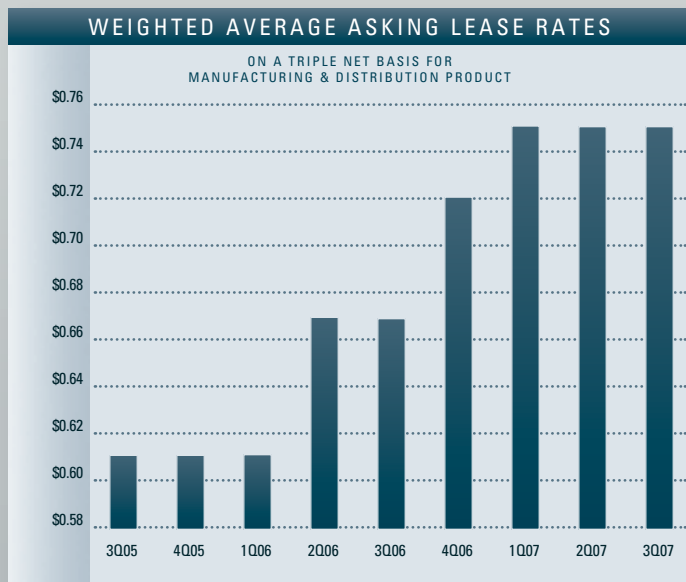
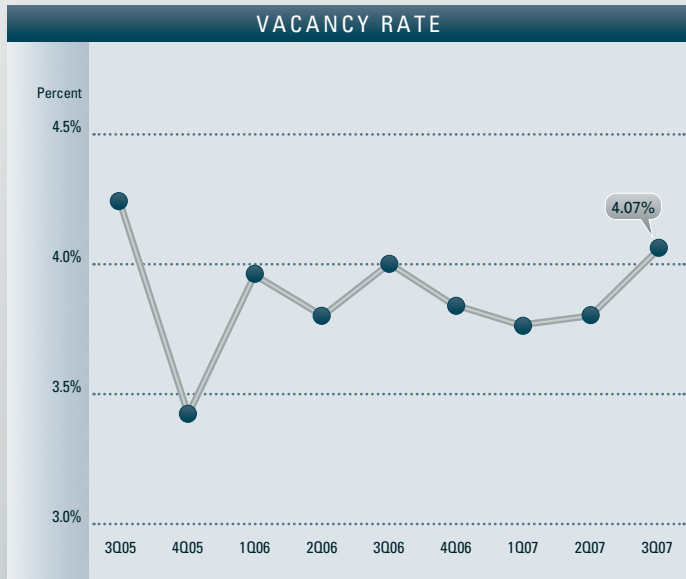
## Market Highlights

- ◆ Industrial vacancy recorded a low rate of 4.07%, which is about the same as it was a year ago when it was 4.02%. The lowest vacancy rate in the county can be found in North Orange County, coming in at 3.27%. North Orange County is the largest of all the submarkets in the county and contains 47% of all Industrial buildings in Orange County.
- ◆ Industrial availability checked in at a rate of 5.43%, which is 10.14% higher than what was on the market a year ago. Despite the slight increase, this historically low rate will continue to put upward pressure on lease and sale rates going forward.
- ◆ Total space under construction is 876,965 square feet this quarter; 46.83% lower than what was under construction a year ago. The shrinking availability of land is only allowing for the development of primarily small, for-sale industrial buildings. This lack of available land, coupled with the high land prices and rising construction costs, has led to few mid-size buildings and distribution centers being developed in this infill market.
- ◆ Despite a low level of development activity, Orange County remains a strong investment market. Some of Orange County's key investors include First Industrial Realty Trust, Sares-Regis Group, BPG Properties, Greenlaw Partners, ProLogis, TA Associates Realty, ING Clarion and RREEF. The Commercial Mortgage Backed Securities (CMBS) market, to date, has not affected the investment market in terms of availability or pricing. Demand for investment remains high with aggressive pricing and cap rates averaging 5.5 percent for Class A industrial buildings, 6.5 percent for Class C industrial buildings, and Class B buildings midrange at 6 percent.
- ◆ The average asking triple net lease rate is .75 cents per square foot per month this quarter. This is an increase of 11.94% when compared to a year ago and the same as last quarter, which is a record high rate.
- ◆ The average asking selling price is \$168.59 per square foot per this quarter. This is an increase of 11.73% from a year ago. As land and construction costs continue to increase, so will selling prices.
- ◆ The level of activity registered at just above 3.3 million square feet this quarter. This is up 16.58% when compared to the same quarter last year, and is a positive sign on the demand side.
- ◆ Net absorption for the county during the third quarter of 2007 posted a negative number of 238,369 square feet, giving the Orange County Industrial market 111,180 square feet of positive absorption for the year.
- ◆ Unemployment for the third quarter of 2007 in Orange County is 4.2%, which is 0.7% higher when compared to last quarter, and is 0.7% higher than it was a year ago.
- ◆ According to Chapman University, it is estimated that Orange County added 29,134 new payroll jobs in 2006. Furthermore, they are forecasting 18,000 new payroll jobs will be added to the county in 2007, and 17,000 more in 2008 as the Orange County economy continues to expand.
- ◆ Rental rates are expected to increase at moderate levels in the short run, and concessions will remain minimal as the economy in Orange County continues to improve. These conditions will put upward pressure on lease rates going forward. We should see lease rate growth of 5% to 10% during 2007.
- ◆ Looking ahead to 2008, the industrial market will exhibit many similar characteristics of 2007. Limited opportunities for new development will open with land and sales prices remaining high. Multi-tenant, manufacturing and distribution buildings will not undergo development, as no large land parcels will become available. Industrial buildings for both sale and lease will remain viable options for those looking to enter the Orange County industrial market.

## INDUSTRIAL MARKET OVERVIEW

	3Q2007	2Q2007	3Q2006	% CHANGE VS. 3Q06
Under Construction	876,965	1,021,969	1,649,444	-46.83%
Planned Construction	407,523	454,066	1,007,797	-59.56%
Vacancy	4.07%	3.84%	4.02%	1.24%
Availability	5.43%	5.45%	4.93%	10.14%
Avg. Ask Lease Rate	\$0.75	\$0.75	\$0.67	11.94%
Avg. Ask Sales Rate	\$168.59	\$160.00	\$150.89	11.73%
Activity	3,314,999	3,076,270	2,843,489	16.58%
Absorption	-238,369	300,801	-486,376	N/A

**Real People. Real Solutions.**



INVENTORY

VACANCY & PRICING

ABSORPTION

	Number Of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 3Q2007	Square Feet Available	Availability Rate 3Q2007	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 3Q2007	Net Absorption 2007	Gross Absorption 3Q2007	Gross Absorption 2007
<b>North County</b>														
Anaheim	1,267	43,695,946	0	0	1,354,585	3.10%	2,021,491	4.63%	\$0.68	\$158.17	(152,907)	116,501	425,701	1,607,476
Brea	245	11,034,591	69,505	0	576,715	5.23%	887,864	8.05%	\$0.56	\$170.31	(238,988)	(330,870)	29,224	277,412
Buena Park	178	14,275,276	0	0	339,055	2.38%	119,748	0.84%	\$0.63	\$121.55	106,504	48,112	403,566	448,075
Fullerton	289	16,557,418	435,009	0	777,737	4.70%	743,993	4.49%	\$0.77	\$170.38	(249,229)	(121,419)	63,007	577,291
La Habra	94	3,450,125	0	0	81,808	2.37%	100,393	2.91%	\$0.71	\$180.00	54,299	16,706	66,172	95,149
Orange	481	13,006,487	0	0	145,222	1.12%	201,811	1.55%	\$0.82	\$188.44	77,861	202,183	215,976	493,499
Placentia	146	3,696,456	0	0	197,821	5.35%	236,925	6.41%	\$0.65	\$0.00	(18,474)	(39,478)	56,949	186,530
Yorba Linda	30	855,739	0	0	11,473	1.34%	67,133	7.85%	\$0.75	\$170.94	45,307	43,073	47,717	113,776
<b>North County Total</b>	<b>2,730</b>	<b>106,572,038</b>	<b>504,514</b>	<b>0</b>	<b>3,484,416</b>	<b>3.27%</b>	<b>4,379,358</b>	<b>4.11%</b>	<b>\$0.66</b>	<b>\$161.50</b>	<b>(375,627)</b>	<b>(65,192)</b>	<b>1,308,312</b>	<b>3,799,208</b>
<b>West County</b>														
Cypress	51	4,045,556	0	0	420,119	10.38%	561,724	13.88%	\$0.62	\$0.00	149,662	87,521	149,662	349,177
Garden Grove	307	11,443,624	0	16,407	399,825	3.49%	799,605	6.99%	\$0.76	\$171.90	99,976	475,329	193,824	866,560
Huntington Beach	433	13,363,253	0	0	435,607	3.26%	561,023	4.20%	\$0.76	\$182.19	2,484	95,860	103,869	389,489
La Palma	14	1,709,621	0	25,680	0	0.00%	28,850	1.69%	\$0.00	\$0.00	156,530	0	156,530	156,530
Los Alamitos	77	2,396,760	0	0	203,959	8.51%	203,959	8.51%	\$0.61	\$0.00	(176,797)	(168,206)	36,030	46,741
Seal Beach	7	582,388	312,278	0	373,036	0.00%	373,036	0.00%	\$0.73	\$158.38	145,352	145,352	145,352	145,352
Stanton	60	1,198,553	0	0	20,739	1.73%	20,739	1.73%	\$0.00	\$147.29	(9,399)	(5,599)	6,840	26,480
Westminster	62	1,921,902	0	0	277,116	14.42%	18,610	0.97%	\$0.60	\$0.00	34,948	(236,896)	39,602	44,422
<b>West County Total</b>	<b>1,011</b>	<b>36,661,657</b>	<b>312,278</b>	<b>42,087</b>	<b>2,130,401</b>	<b>5.81%</b>	<b>2,567,546</b>	<b>7.00%</b>	<b>\$0.67</b>	<b>\$163.43</b>	<b>402,756</b>	<b>393,361</b>	<b>831,709</b>	<b>2,024,751</b>
<b>Airport Area</b>														
Costa Mesa	238	7,444,077	0	0	430,606	5.78%	359,082	4.82%	\$0.78	\$229.05	(48,423)	(79,535)	65,358	290,227
Fountain Valley	161	4,031,362	0	155,000	164,567	4.08%	150,448	3.73%	\$0.85	\$199.05	25,327	216,016	59,687	344,342
Irvine	387	15,681,876	0	41,984	1,124,043	7.17%	1,548,463	9.87%	\$0.94	\$177.94	(169,886)	(176,711)	201,809	812,495
Newport Beach	22	380,320	0	0	2,500	0.66%	2,500	0.66%	\$0.00	\$0.00	(2,500)	(1,200)	0	3,800
Santa Ana	958	28,688,432	0	10,000	747,500	2.61%	1,455,431	5.07%	\$0.61	\$175.61	(5,092)	51,215	250,656	693,288
Tustin	98	5,182,851	0	0	161,554	3.12%	146,742	2.83%	\$1.08	\$155.00	11,697	(123,948)	59,509	335,090
<b>Airport Area Total</b>	<b>1,864</b>	<b>61,408,918</b>	<b>0</b>	<b>206,984</b>	<b>2,630,770</b>	<b>4.28%</b>	<b>3,662,666</b>	<b>5.96%</b>	<b>\$0.83</b>	<b>\$183.06</b>	<b>(188,877)</b>	<b>(114,163)</b>	<b>637,019</b>	<b>2,479,242</b>
<b>South County</b>														
Aliso Viejo	11	749,276	0	0	0	0.00%	0	0.00%	\$0.00	\$176.30	0	0	0	0
Foothill Ranch	42	3,243,703	0	136,616	181,321	5.59%	274,844	8.47%	\$0.69	\$0.00	22,630	(4,286)	70,630	101,190
Irvine Spectrum	146	7,551,699	0	0	397,304	5.26%	514,540	6.81%	\$0.97	\$0.00	23,927	8,008	268,241	423,093
Laguna Hills	69	1,281,754	0	0	26,538	2.07%	45,870	3.58%	\$1.09	\$0.00	(4,564)	29,067	2,220	80,652
Laguna Niguel	18	368,609	0	0	480	0.13%	480	0.13%	\$0.00	\$0.00	1,920	260	1,920	4,660
Lake Forest	136	4,351,303	0	0	193,546	4.45%	362,810	8.34%	\$0.83	\$259.00	(15,233)	(5,019)	167,579	339,806
Mission Viejo	25	938,026	0	0	16,601	1.77%	320,141	34.13%	\$0.00	\$0.00	(9,105)	(13,296)	0	905
Rancho Santa Margarita	36	1,083,524	0	0	35,620	3.29%	46,650	4.31%	\$1.40	\$270.00	(28,998)	(25,280)	4,287	14,627
San Clemente	58	1,408,462	60,173	21,836	77,368	5.49%	88,880	6.31%	\$0.80	\$253.35	(44,184)	(61,286)	23,082	92,249
San Juan Capistrano	36	945,834	0	0	40,310	4.26%	40,310	4.26%	\$1.05	\$0.00	(23,014)	(30,994)	0	26,572
<b>South County Total</b>	<b>577</b>	<b>21,922,190</b>	<b>60,173</b>	<b>158,452</b>	<b>969,088</b>	<b>4.42%</b>	<b>1,694,525</b>	<b>7.73%</b>	<b>\$0.88</b>	<b>\$211.86</b>	<b>(76,621)</b>	<b>(102,826)</b>	<b>537,959</b>	<b>1,083,754</b>
<b>Orange County Total</b>	<b>6,182</b>	<b>226,564,803</b>	<b>876,965</b>	<b>407,523</b>	<b>9,214,675</b>	<b>4.07%</b>	<b>12,304,095</b>	<b>5.43%</b>	<b>\$0.75</b>	<b>\$168.59</b>	<b>(238,369)</b>	<b>111,180</b>	<b>3,314,999</b>	<b>9,386,955</b>
<b>O.C. Totals</b>														
10,000-19,999	3,113	43,010,034	113,544	48,243	1,061,266	2.47%	1,704,001	3.96%	\$1.03	\$189.12	(1,833)	301,694	557,517	1,919,054
20,000-29,999	1,204	28,568,819	215,454	25,680	962,252	3.37%	1,339,557	4.69%	\$0.96	\$173.62	14,318	114,708	409,057	1,264,118
30,000-39,999	520	17,626,079	69,930	67,089	616,083	3.50%	861,713	4.89%	\$1.19	\$191.13	(3,938)	(91,423)	280,493	787,238
40,000-49,999	321	14,026,987	46,309	41,984	550,071	3.92%	631,531	4.50%	\$0.81	\$169.34	191,338	230,279	294,727	799,739
50,000-74,999	425	25,551,289	247,511	104,527	1,254,311	4.91%	1,628,378	6.37%	\$0.71	\$151.57	(59,095)	(42,653)	439,993	1,127,555
75,000-99,999	192	16,338,348	76,161	0	649,035	3.97%	840,240	5.14%	\$0.76	\$170.89	(57,259)	(108,386)	149,279	573,336
100,000-149,999	205	24,039,643	108,056	120,000	1,112,619	4.63%	1,537,132	6.39%	\$0.66	\$137.62	(231,408)	(326,415)	283,223	611,292
150,000-199,999	74	12,586,428	0	0	1,158,896	9.21%	1,311,460	10.42%	\$0.63	\$155.00	(104,131)	217,908	378,868	958,521
200,000-299,999	74	17,698,754	0	0	942,856	5.33%	1,083,266	6.12%	\$0.75	\$0.00	317,081	60,808	521,842	654,962
300,000+	54	27,118,422	0	0	907,286	3.35%	1,366,817	5.04%	\$0.60	\$0.00	(303,442)	(245,340)	0	691,140
<b>Total</b>	<b>6,182</b>	<b>226,564,803</b>	<b>876,965</b>	<b>407,523</b>	<b>9,214,675</b>	<b>4.07%</b>	<b>12,304,095</b>	<b>5.43%</b>	<b>\$0.75</b>	<b>\$168.59</b>	<b>(238,369)</b>	<b>111,180</b>	<b>3,314,999</b>	<b>9,386,955</b>

This survey consists of buildings greater than 10,000 square feet. Lease rates are on a triple net basis.

RECENT TRANSACTIONS

Sales Activity

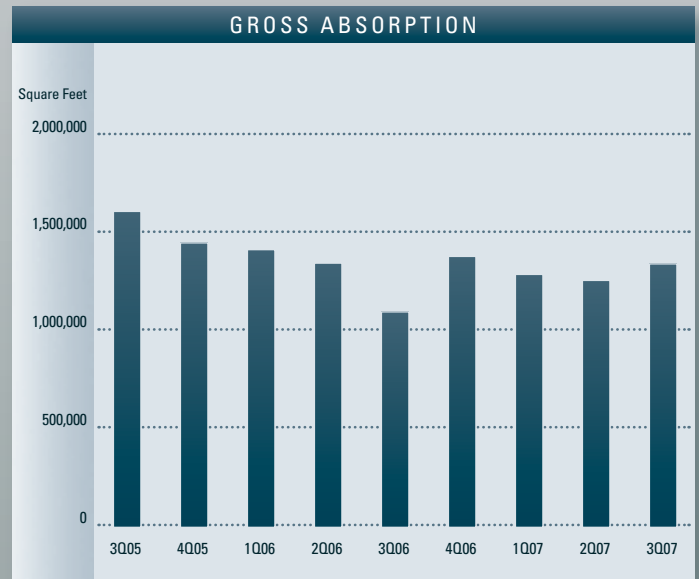
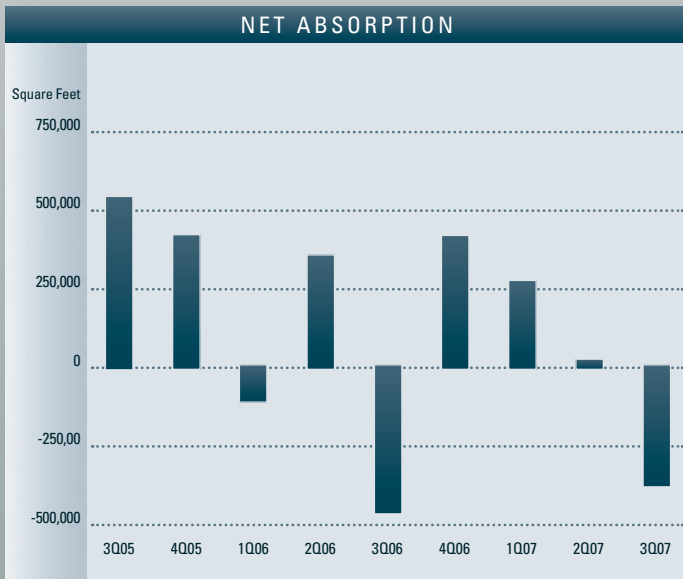
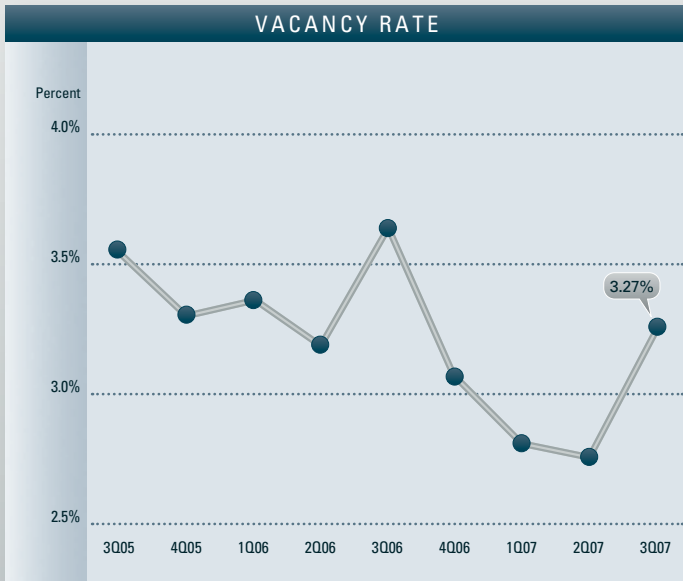
Property Address	City	Square Feet	Sale Price	Buyer	Seller
2001-2007 E. Dyer Road	Santa Ana	366,000	\$46,500,000	Greenlaw Partners, LLC	First Industrial Realty Trust
458-486 E Lambert Road	Fullerton	406,261	\$40,000,000	ING Clarion Partners, LLC	INVESCO
6600 Valley View Street	Buena Park	278,371	\$26,550,000	First Industrial Realty Trust	Amcort Sunclipse NA Inc.
1311 Calle Batido	San Clemente	86,207	\$23,260,000	American Realty Advisors	Makena Properties

Lease Activity

Property Address	City	Square Feet	Transaction Date	Tenant	Owner
6700-6750 Artesia Blvd.	Buena Park	274,088	August-07	Home Depot	ProLogis
7300-7400 Hazard Ave.	Westminster	258,506	July-07	B. Braun Medical inc.	RREEF Property
2750-2760 W Moore Ave.	Fullerton	221,293	September-07	Sasco	RREEF Property
20 Icon	Foothill Ranch	103,000	August-08	Shanti Industries	ITT Industries

**NORTH ORANGE COUNTY**

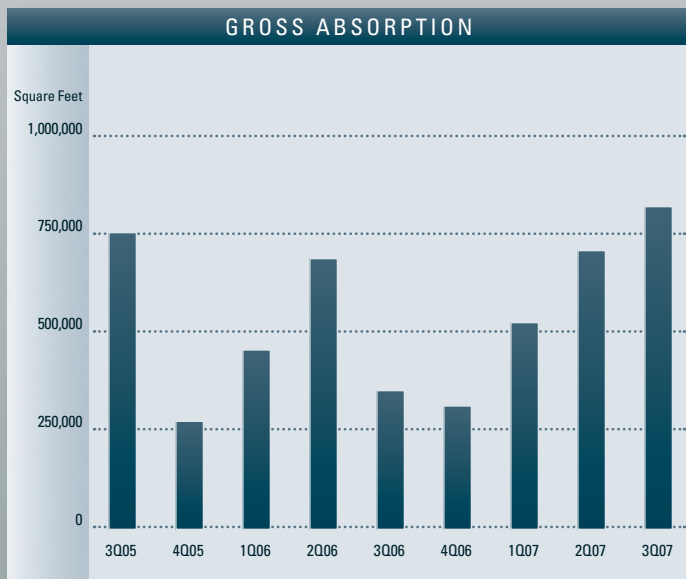
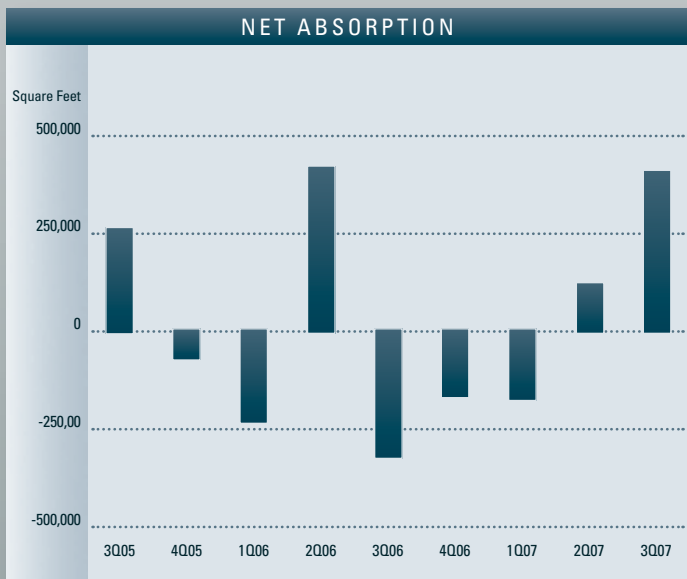
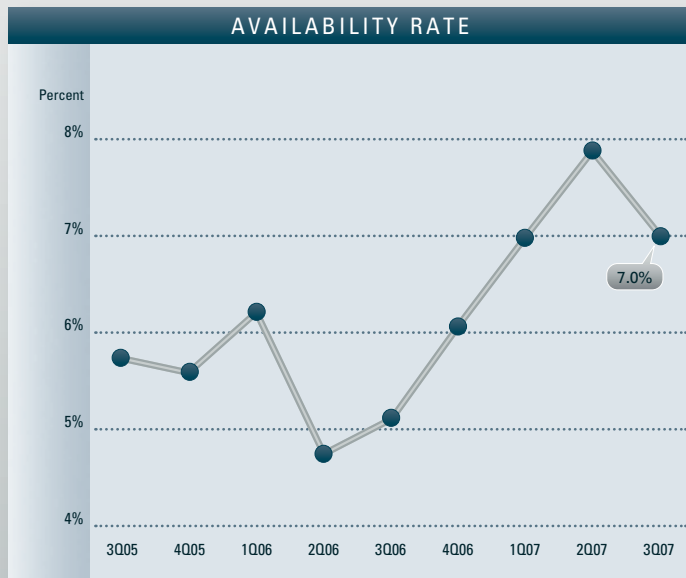
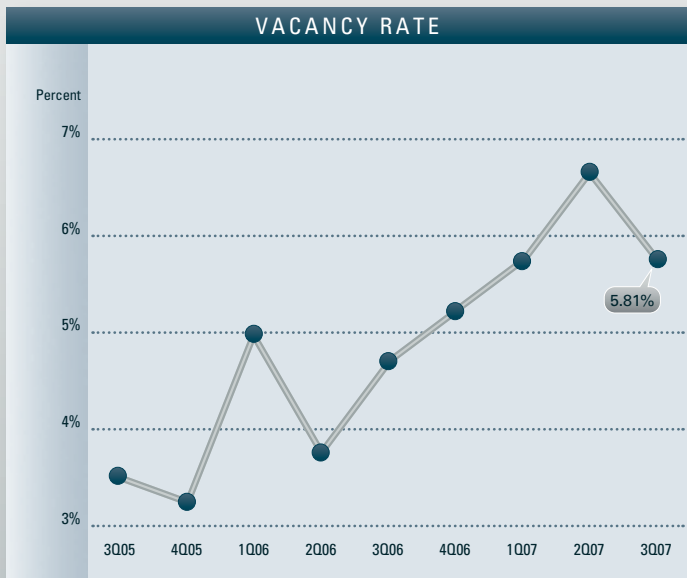
The North Orange County Industrial Market consists of 2,730 buildings totaling 106,572,038 square feet, and currently has an availability rate of 4.11%, which shows a decrease from last quarter's 4.68% figure.



	INVENTORY				VACANCY & PRICING				ABSORPTION					
	Number Of Bldgs.	Net Rentable Square Feet	Square Feet U/C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 3Q2007	Square Feet Available	Availability Rate 3Q2007	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 3Q2007	Net Absorption 2007	Gross Absorption 3Q2007	Gross Absorption 2007
<b>North Totals</b>														
10,000-19,999	1,363	18,760,976	113,544	0	392,600	2.09%	703,638	3.75%	\$0.76	\$183.98	7,189	211,028	239,105	772,497
20,000-29,999	517	12,225,994	215,454	0	276,347	2.26%	425,068	3.48%	\$0.68	\$172.03	28,229	21,231	126,670	450,798
30,000-39,999	237	8,043,352	69,930	0	129,942	1.62%	258,480	3.21%	\$0.73	\$166.27	(16,918)	10,067	67,522	317,140
40,000-49,999	138	6,009,653	46,309	0	43,233	0.72%	100,719	1.68%	\$0.65	\$114.78	99,344	196,196	123,144	329,638
50,000-74,999	188	11,385,453	59,277	0	434,293	3.81%	528,731	4.64%	\$0.74	\$135.87	(173,529)	(108,419)	151,494	422,503
75,000-99,999	85	7,265,405	0	0	176,370	2.43%	145,371	2.00%	\$0.73	\$178.92	(78,323)	33,878	92,667	326,948
100,000-149,999	97	11,415,914	0	0	650,699	5.70%	845,520	7.41%	\$0.60	\$113.14	(155,711)	(328,131)	0	113,994
150,000-199,999	34	5,861,325	0	0	540,697	9.22%	540,697	9.22%	\$0.60	\$0.00	(122,858)	(106,026)	166,868	441,314
200,000-299,999	42	10,060,750	0	0	221,293	2.20%	501,780	4.99%	\$0.52	\$0.00	340,392	356,792	340,842	357,242
300,000+	29	15,543,216	0	0	618,942	3.98%	329,354	2.12%	\$0.00	\$0.00	(303,442)	(351,808)	0	267,134
<b>Total</b>	<b>2,730</b>	<b>106,572,038</b>	<b>504,514</b>	<b>0</b>	<b>3,484,416</b>	<b>3.27%</b>	<b>4,379,358</b>	<b>4.11%</b>	<b>\$0.66</b>	<b>\$161.50</b>	<b>(375,627)</b>	<b>(65,192)</b>	<b>1,308,312</b>	<b>3,799,208</b>

WEST ORANGE COUNTY

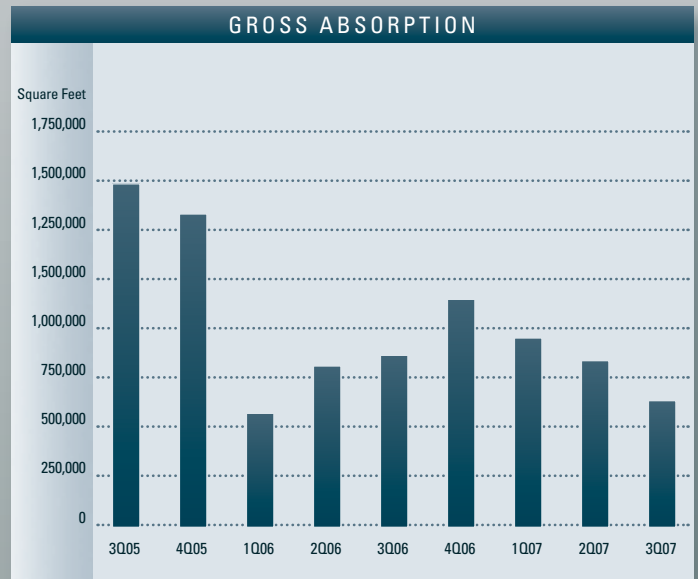
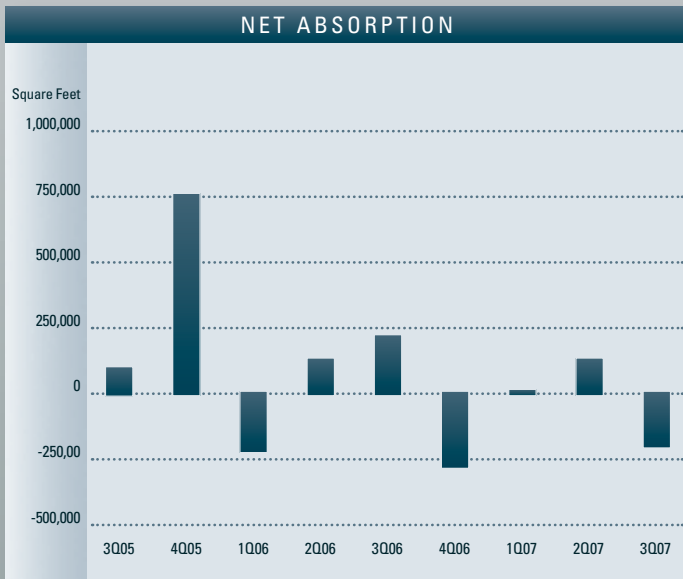
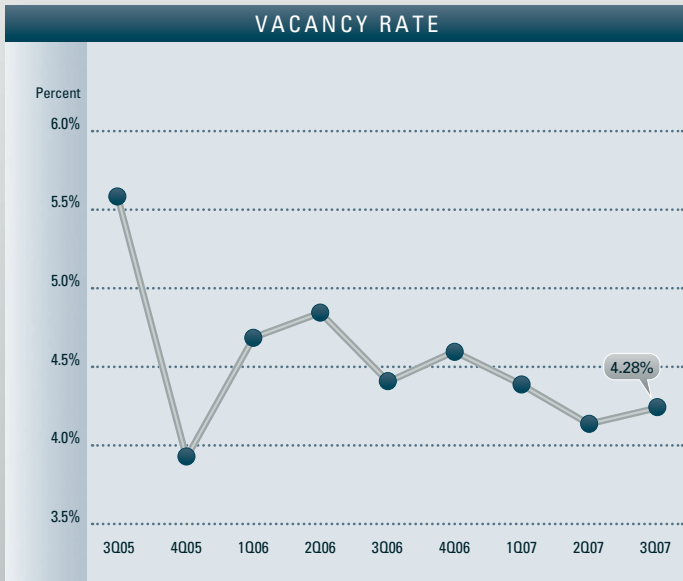
The West Orange County Industrial Market consists of 1,011 buildings totaling 36,661,657 square feet, and currently has an availability rate of 7.00%, which shows a decrease from last quarter's 7.88% figure.



	INVENTORY					VACANCY & PRICING					ABSORPTION			
	Number Of Bldgs.	Net Rentable Square Feet	Square Feet U/C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 3Q2007	Square Feet Available	Availability Rate 3Q2007	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 3Q2007	Net Absorption 2007	Gross Absorption 3Q2007	Gross Absorption 2007
<b>West Totals</b>	548	7,286,471	0	16,407	86,866	1.19%	201,702	2.77%	\$0.95	\$190.19	46,811	81,608	116,832	282,058
10,000-19,999	548	7,286,471	0	16,407	86,866	1.19%	201,702	2.77%	\$0.95	\$190.19	46,811	81,608	116,832	282,058
20,000-29,999	176	4,181,313	0	25,680	84,298	2.02%	232,508	5.56%	\$1.16	\$167.00	65,870	124,115	100,030	261,622
30,000-39,999	62	2,121,793	0	0	56,437	2.66%	56,400	2.66%	\$0.58	\$0.00	51,400	18,946	74,633	110,916
40,000-49,999	59	2,594,508	0	0	177,741	6.85%	177,741	6.85%	\$0.68	\$154.09	6,447	(33,242)	45,225	142,199
50,000-74,999	71	4,200,751	128,061	0	304,041	7.24%	445,641	10.61%	\$0.74	\$160.59	127,987	61,349	127,992	261,295
75,000-99,999	29	2,416,104	76,161	0	213,902	8.85%	355,506	14.71%	\$0.76	\$162.00	0	(83,868)	0	2,900
100,000-149,999	28	3,280,475	108,056	0	40,000	1.22%	100,800	3.07%	\$0.69	\$158.03	145,997	215,578	185,997	344,448
150,000-199,999	18	3,013,359	0	0	471,640	15.65%	537,390	17.83%	\$0.68	\$0.00	(18,445)	269,954	0	288,399
200,000-299,999	13	3,140,946	0	0	460,713	14.67%	225,095	7.17%	\$0.61	\$0.00	(23,311)	(365,433)	181,000	226,560
300,000+	7	4,425,937	0	0	234,763	5.30%	234,763	5.30%	\$0.54	\$0.00	0	104,354	0	104,354
<b>Total</b>	<b>1,011</b>	<b>36,661,657</b>	<b>312,278</b>	<b>42,087</b>	<b>2,130,401</b>	<b>5.81%</b>	<b>2,567,546</b>	<b>7.00%</b>	<b>\$0.67</b>	<b>\$163.43</b>	<b>402,756</b>	<b>393,361</b>	<b>831,709</b>	<b>2,024,751</b>

AIRPORT AREA

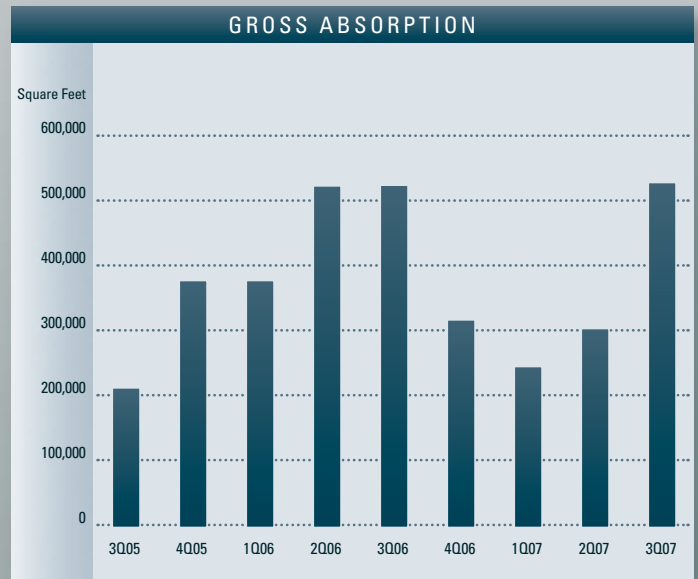
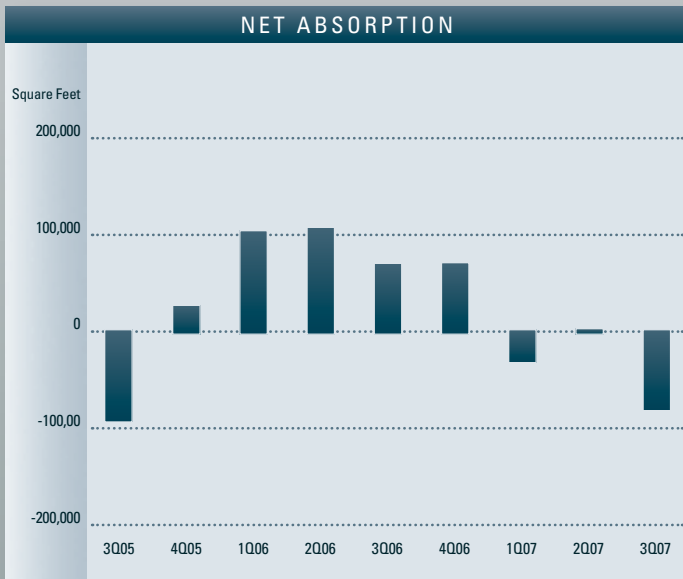
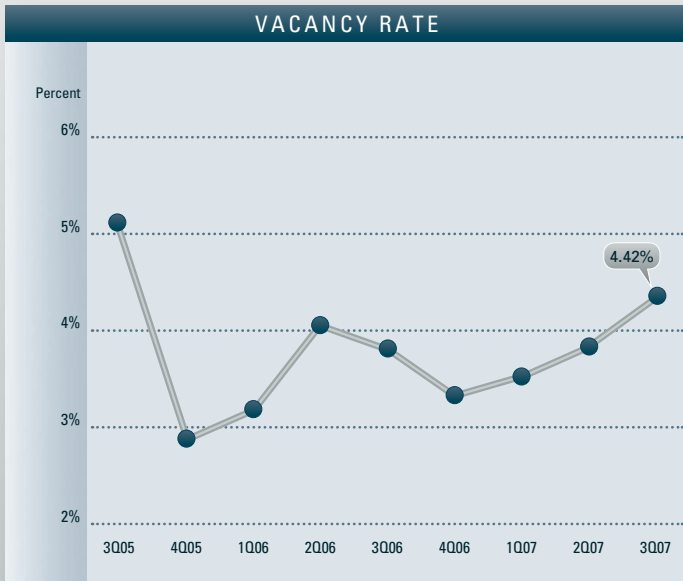
The Airport Area of the Orange County Industrial Market consists of 1,864 buildings totaling 61,408,918 square feet, and currently has an availability rate of 5.96%, which shows an increase from last quarter's 5.68% figure.



	INVENTORY				VACANCY & PRICING				ABSORPTION					
	Number Of Bldgs.	Net Rentable Square Feet	Square Feet U/C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 3Q2007	Square Feet Available	Availability Rate 3Q2007	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 3Q2007	Net Absorption 2007	Gross Absorption 3Q2007	Gross Absorption 2007
<b>Airport Totals</b>	921	12,947,519	0	10,000	427,459	3.30%	601,482	4.65%	\$0.98	\$199.50	(48,450)	(9,731)	110,671	557,928
10,000-19,999	921	12,947,519	0	10,000	427,459	3.30%	601,482	4.65%	\$0.98	\$199.50	(48,450)	(9,731)	110,671	557,928
20,000-29,999	388	9,249,804	0	0	328,204	3.55%	407,499	4.41%	\$0.88	\$180.80	(11,812)	52,004	144,738	419,429
30,000-39,999	175	5,922,451	0	35,000	296,932	5.01%	414,061	6.99%	\$1.08	\$204.84	(21,807)	(126,457)	85,739	250,739
40,000-49,999	96	4,191,883	0	41,984	233,868	5.58%	210,056	5.01%	\$0.81	\$186.20	61,912	120,590	101,934	285,978
50,000-74,999	132	7,880,531	0	0	444,002	5.63%	524,214	6.65%	\$0.63	\$0.00	(28,214)	(44,054)	27,975	244,654
75,000-99,999	58	4,939,245	0	0	179,223	3.63%	269,347	5.45%	\$0.79	\$0.00	(14,812)	18,244	20,736	207,612
100,000-149,999	55	6,437,019	0	120,000	270,920	4.21%	402,612	6.25%	\$0.73	\$141.54	(173,694)	(173,162)	97,226	145,250
150,000-199,999	15	2,576,948	0	0	135,731	5.27%	222,545	8.64%	\$0.65	\$0.00	48,000	48,000	48,000	48,000
200,000-299,999	13	3,229,103	0	0	260,850	8.08%	260,850	8.08%	\$1.05	\$0.00	0	(1,711)	0	0
300,000+	11	4,034,415	0	0	53,581	1.33%	350,000	8.68%	\$0.00	\$0.00	0	2,114	0	319,652
<b>Total</b>	<b>1,864</b>	<b>61,408,918</b>	<b>0</b>	<b>206,984</b>	<b>2,630,770</b>	<b>4.28%</b>	<b>3,662,666</b>	<b>5.96%</b>	<b>\$0.83</b>	<b>\$183.06</b>	<b>(188,877)</b>	<b>(114,163)</b>	<b>637,019</b>	<b>2,479,242</b>

SOUTH ORANGE COUNTY

The South Orange County Industrial Market consists of 577 buildings totaling 21,922,190 square feet, and currently has an availability rate of 7.73%, which shows an increase from last quarter's 4.47% figure.



	INVENTORY					VACANCY & PRICING					ABSORPTION			
	Number Of Bldgs.	Net Rentable Square Feet	Square Feet U/C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 3Q2007	Square Feet Available	Availability Rate 3Q2007	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 3Q2007	Net Absorption 2007	Gross Absorption 3Q2007	Gross Absorption 2007
<b>South Totals</b>	281	4,015,068	0	21,836	154,341	3.84%	197,179	4.91%	\$1.25	\$261.56	(7,383)	18,789	90,909	306,571
10,000-19,999	281	4,015,068	0	21,836	154,341	3.84%	197,179	4.91%	\$1.25	\$261.56	(7,383)	18,789	90,909	306,571
20,000-29,999	123	2,911,708	0	0	273,403	9.39%	274,482	9.43%	\$1.10	\$0.00	(67,969)	(82,642)	37,619	132,269
30,000-39,999	46	1,538,483	0	32,089	132,772	8.63%	132,772	8.63%	\$0.91	\$259.00	(16,613)	6,021	52,599	108,443
40,000-49,999	28	1,230,943	0	0	95,229	7.74%	143,015	11.62%	\$0.93	\$0.00	23,635	(53,265)	24,424	41,924
50,000-74,999	34	2,084,554	60,173	104,527	71,975	3.45%	129,792	6.23%	\$0.82	\$176.30	14,661	48,471	132,532	199,103
75,000-99,999	20	1,717,594	0	0	79,540	4.63%	70,016	4.08%	\$0.77	\$0.00	35,876	(76,640)	35,876	35,876
100,000-149,999	25	2,906,235	0	0	151,000	5.20%	188,200	6.48%	\$0.69	\$0.00	(48,000)	(40,700)	0	7,600
150,000-199,999	7	1,134,796	0	0	10,828	0.95%	10,828	0.95%	\$0.00	\$0.00	(10,828)	5,980	164,000	180,808
200,000-299,999	6	1,267,955	0	0	0	0.00%	95,541	7.54%	\$0.69	\$0.00	0	71,160	0	71,160
300,000+	7	3,114,854	0	0	0	0.00%	452,700	14.53%	\$0.00	\$0.00	0	0	0	0
<b>Total</b>	<b>577</b>	<b>21,922,190</b>	<b>60,173</b>	<b>158,452</b>	<b>969,088</b>	<b>4.42%</b>	<b>1,694,525</b>	<b>7.73%</b>	<b>\$0.88</b>	<b>\$211.86</b>	<b>(76,621)</b>	<b>(102,826)</b>	<b>537,959</b>	<b>1,083,754</b>

CONSTRUCTION UPDATE

Under Construction

Property Address	City	Description	Square Feet	Estimate Delivery	Recorded Owner
Pacific Gateway Business Center	Seal Beach	4 Buildings - Phase II	312,278	October-07	Overton Moore Properties
Kimberly Business Center	Fullerton	19 Buildings	280,531	August-08	Lowe Enterprise
Guthrie-Lambert Business Center	Brea	30 Buildings	132,642	October-07	Guthrie Development
236 Avenida Fabricante	San Clemente	Class B Industrial	60,173	December-07	N/A

Recent Deliveries

Property Address	City	Description	Square Feet	Date Delivered	Recorded Owner
17580 Mt. Herrmann St. Building 10	Fountain Valley	Class B MFG	77,095	January-07	Operon Group
11160-11190 Grace Ave. Building 12	Fountain Valley	Class B MFG	59,662	January-07	Operon Group
9550-9650 Research Drive	Irvine	Warehouse Condo	39,250	April-08	The Koll Company
16 Goodyear	Irvine	Warehouse Condo	37,716	September-08	Panattoni Development Company

Submarkets

**NORTH**

Anaheim, Brea, Buena Park, Fullerton, La Habra, Orange, Placentia and Yorba Linda

**WEST**

Cypress, Garden Grove, Huntington Beach, La Palma, Los Alamitos, Seal Beach, Stanton and Westminster

**AIRPORT**

Costa Mesa, Fountain Valley, Irvine, Newport Beach, Santa Ana and Tustin

**SOUTH**

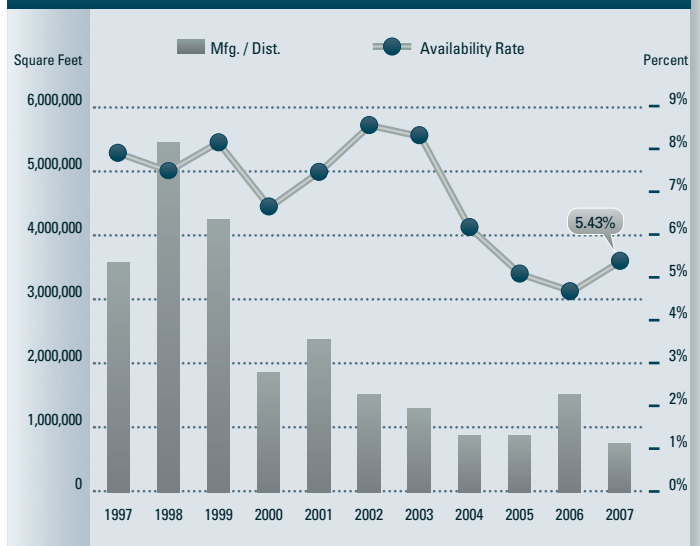
Aliso Viejo, Foothill Ranch, Irvine Spectrum, Laguna Hills, Laguna Niguel, Lake Forest, Mission Viejo, Rancho Santa Margarita, San Clemente and San Juan Capistrano

Product Type

**MFG./DIST.**

Manufacturing/Distribution/Warehouse facilities with up to 29.9% office space.

ANNUAL INDUSTRIAL NEW CONSTRUCTION VS. AVAILABILITY RATE



*For further information, please contact:*

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Orange, CA 92868-1642

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FAX: 714.978.9431

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Chula Vista, CA 91910

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FAX: 619.498.4567

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Irvine, CA 92614

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FAX: 949.261.9092

**LAS VEGAS OFFICE**

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FAX: 702.733.7690

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Suite 990  
San Diego, CA 92122-1233

TEL: 858.453.0505

FAX: 858.453.1981

*To view available properties, please visit:*

[www.voitco.com](http://www.voitco.com)



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