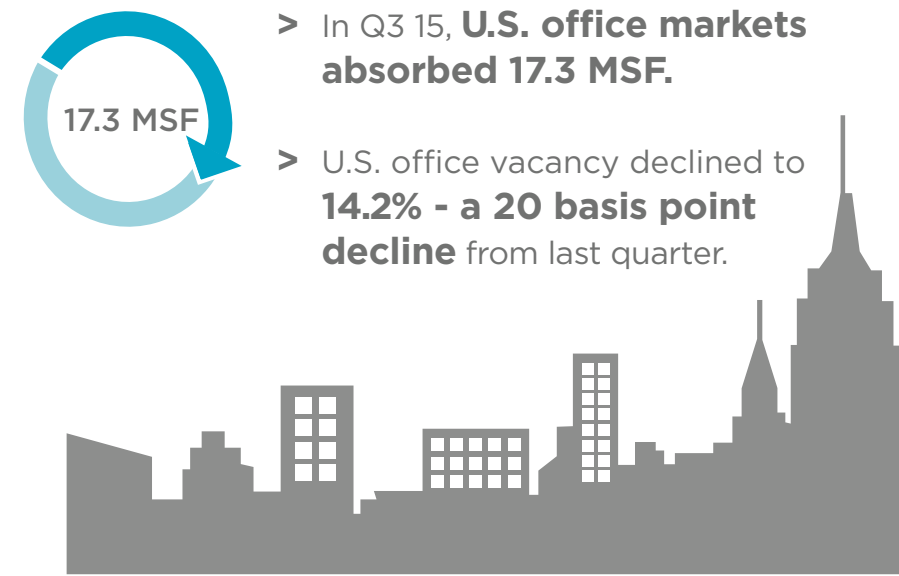


# Q3 2015 U.S. OFFICE & INDUSTRIAL REPORT

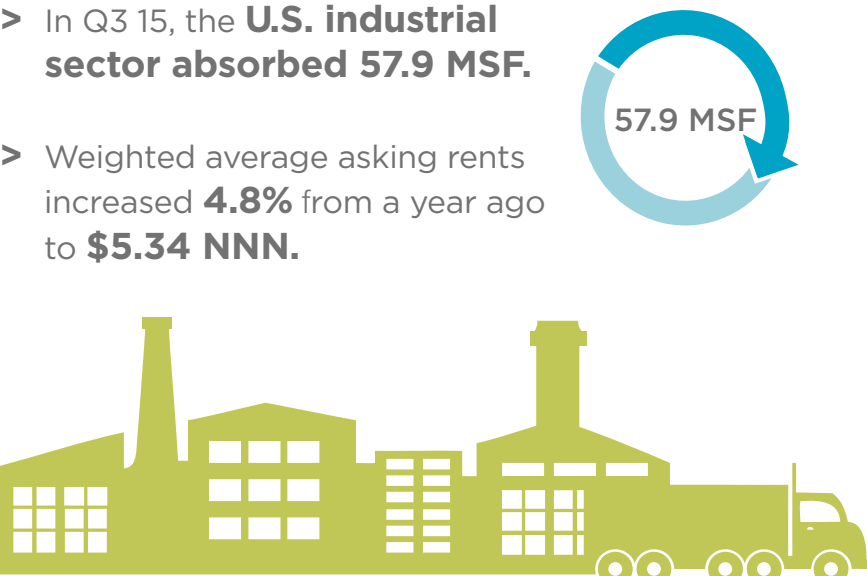


Cushman & Wakefield tracks, analyzes and publishes research statistics on all commercial real estate sectors for major markets across the U.S.

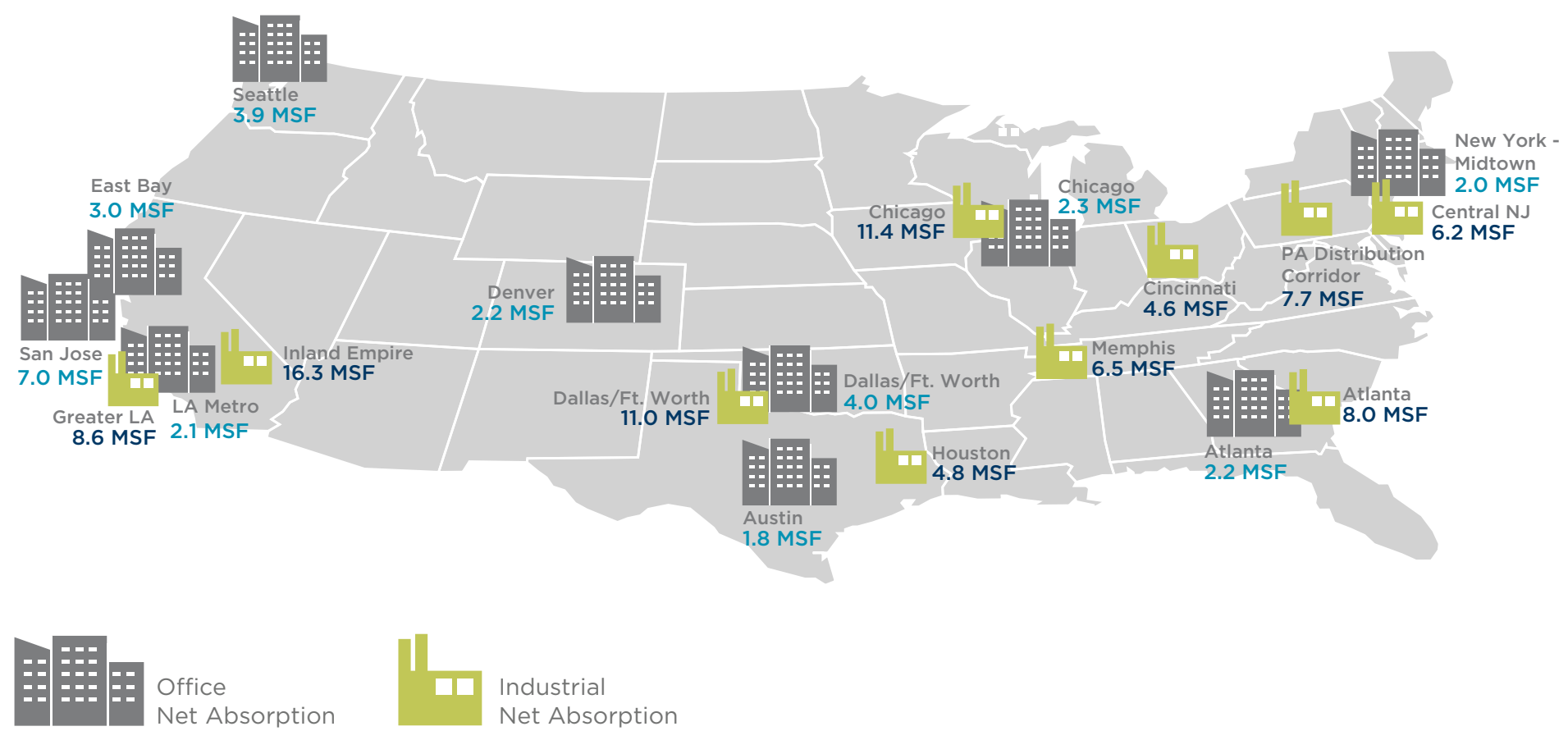
## Office



## Industrial



## TOP 10 DEMAND MARKETS YTD 2015



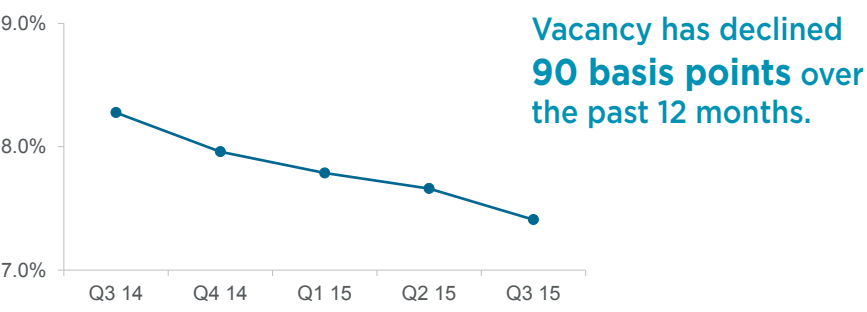
## OFFICE

71 of the 84 markets tracked reported occupancy gains in the third quarter.

- YTD deliveries total **35.4 MSF**. Demand has exceeded new supply by 20 MSF.
- Office-using jobs have accounted for **25 - 30%** of total nonfarm payroll growth thus far in 2015.
- Top 5** Strongest markets in terms of demand for office space in Q3 15:
  - > **San Jose** 1.9 MSF
  - > **Seattle** 1.9 MSF
  - > **Denver** 1.0 MSF
  - > **Dallas/Fort Worth** 936K
  - > **Phoenix** 880K

## INDUSTRIAL

All regions reported positive absorption gains.



- Net demand for industrial space is on pace to exceed **200 MSF** in 2015.
- Over the past 12 months, **325,000+** new jobs were created in the industrial sector.

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# MARKETBEAT

## U.S. Office Snapshot Q3 2015



### U.S. OFFICE

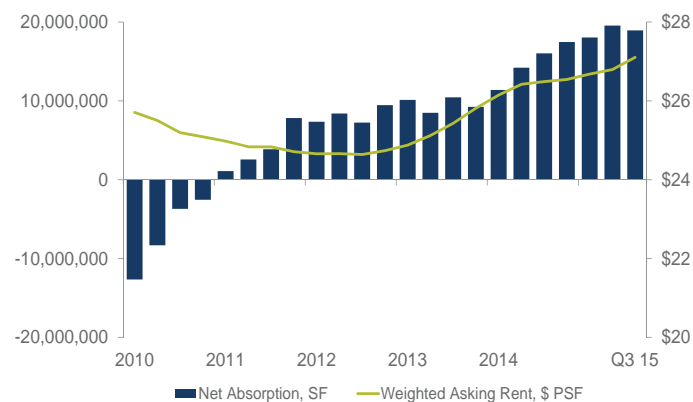
#### Employment Indicators

	Q3 14	Q3 15	12-Month Forecast
Total Nonfarm Employment	139.4M	142.2M	▲
Office-using Employment	29.9M	30.8M	▲
Unemployment	6.1%	5.2%	▼

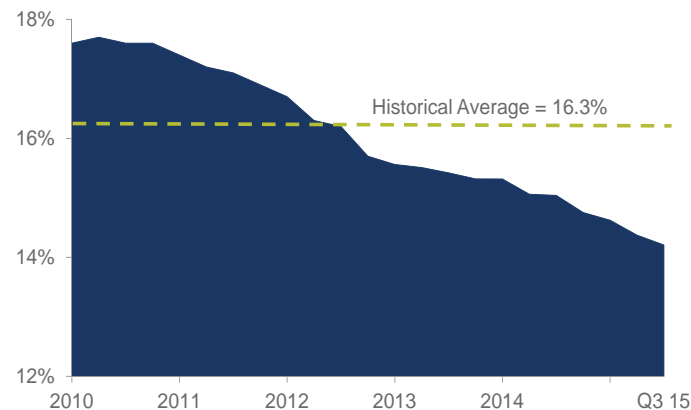
#### Market Indicators

	Q3 14	Q3 15	12-Month Forecast
Overall Vacancy	15.0%	14.2%	▼
Net Absorption	19.7M	17.3M	▲
Under Construction	72.3M	95.1M	▲
Weighted Asking Rent (FS)	\$26.33	\$27.56	▲

#### Net Absorption/Rent 4Q TRAILING AVERAGE



#### Overall Vacancy



### Economy

Although the global economy is facing significant headwinds, it will not be the primary cause of a deceleration in U.S. GDP growth in the third quarter, which is tracking at 1.5-2%. Inventories surged in the second quarter and businesses are still working through those. Despite this, most other economic data looks encouraging. For instance, consumer confidence increased in September to its highest level since the beginning of the year, auto sales continue to soar and housing is finally contributing more to growth. In other words, the American consumer is taking the global turmoil in stride, and spending remains solid. Office-using job growth has slowed in recent months, but job openings remain in record territory. Of the 5.4 million job openings currently available in August, nearly one-quarter are in office-using industries. Given that job openings are a harbinger for job creation; this certainly bodes well for future office space demand.

### Market Overview

Demand for office space decelerated slightly in the third quarter of 2015, but remained high enough to result in one of the strongest quarters of this expansion. The U.S. absorbed 17.3 million square feet (msf) of space in the third quarter, which was down 10% from the level observed in the previous quarter. This demand was still strong enough, however, to offset the limited amount of new office product deliveries, driving vacancy downwards to 14.2% from 14.4% in the second quarter. As vacancy dips below equilibrium in most markets, the construction pipeline is ramping up: 95.1 msf of new office space was under construction at the end of September. The weighted average rental growth rate picked up in the third quarter, posting a year-over-year increase of 4.7%. About 90% of all U.S. markets are experiencing positive rental growth, and more than 40% have seen year-over-year growth above 5%.

According to Real Capital Analytics, office investment sales year-to-date (January-August) totaled \$94.6 billion—up 27.6% from the same period a year ago. While private capital sources are still the dominant buyers in terms of market share, foreign investment in U.S. real estate is setting records, up 73% from the previous record setting year (2014). Sales activity in CBDs remains brisk, up 13% year-to-date from last year, and transactions involving suburban office shifted into a higher gear, rising 43%.

### Outlook

Although the economy has seen some turbulence, the U.S. expansion is expected to continue beyond next year, even as the Federal Reserve votes to raise interest rates for the first time in almost 10 years. Ultimately, economic growth is the most important factor in determining the trajectory of the office sector. Job growth indicators remain robust for office-using industries and strong leasing activity combined with lagging new construction will keep upward pressure on rental rates. Despite the global headwinds that accelerated this summer, the fundamentals in both the U.S. economy and the office sector are strong enough to power through, and the six-year long expansion will continue.

# Net Absorption



Overall Net Absorption	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
<b>United States</b>	<b>19,684,365</b>	<b>20,377,925</b>	<b>15,609,806</b>	<b>22,511,139</b>	<b>17,268,536</b>
<b>Northeast</b>	2,736,641	4,578,574	2,267,165	1,889,265	733,908
<b>Midwest</b>	2,034,895	1,582,544	1,690,086	1,818,964	1,712,260
<b>South</b>	6,219,508	5,994,198	4,318,406	7,605,748	6,021,861
<b>West</b>	8,693,321	8,222,609	7,334,149	11,197,162	8,800,506

U.S. Office Report Markets	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
Atlanta, GA	419,979	533,289	837,307	759,863	578,212
Austin, TX	753,534	367,958	822,336	440,367	552,063
Baltimore, MD	635,348	156,834	224,235	349,373	238,692
Bellevue, WA	89,881	76,772	186,216	427,453	-703,725
Binghamton, NY	31,180	22,930	9,504	-30,851	-4,087
Birmingham, AL	61,603	69,609	-195,788	-107,887	-36,529
Boston, MA	870,527	786,427	846,332	535,991	242,085
Buffalo, NY	n/a	n/a	n/a	n/a	n/a
Charleston, SC	18,903	169,244	247,333	142,212	-254,143
Charlotte, NC	485,366	291,539	182,765	252,472	850,060
Chicago, IL	1,026,323	183,319	937,779	750,841	604,981
Cincinnati, OH	130,252	146,812	144,340	68,763	311,598
Cleveland, OH	211,826	104,842	4,229	421,342	131,743
Colorado Springs, CO	-87,424	89,204	34,501	77,350	134,098
Columbus, OH	142,606	-32,839	97,891	203,405	72,923
Dallas/Fort Worth, TX	1,433,142	1,275,309	1,287,633	1,795,306	936,722
Dayton, OH	142,031	155,462	39,739	37,658	30,926
Denver, CO	959,791	637,639	377,410	816,508	1,001,463
Detroit, MI	23,679	266,856	33,694	132,745	49,919
East Bay, CA	513,313	259,371	1,138,075	1,089,555	781,500
El Paso, TX	n/a	n/a	8,678	7,954	28,900
Fairfield County, CT	83,206	-458,110	10,441	-38,825	-221,907
Fort Myers/Naples, FL	49,763	20,317	50,406	250,047	87,057
Fredericksburg, VA	-21,395	12,848	29,912	32,592	34,433
Ft. Lauderdale, FL	226,006	148,243	118,629	99,929	91,014
Greenville, SC	180,016	-4,796	280,652	128,575	32,178
Hampton Roads, VA	32,104	115,109	28,125	58,064	261,553
Hartford, CT	31,785	3,023	-225,849	12,817	1,492
Houston, TX	482,376	1,276,968	-947,218	-333,638	-37,043
Indianapolis, IN	77,911	40,314	9,737	119,135	12,151
Inland Empire CA	183,645	134,136	64,749	-55,119	111,646
Jacksonville, FL	160,249	49,521	-14,920	171,666	53,863
Kansas City, MO	-132,373	292,250	105,471	-43,321	57,207
Las Vegas, NV	160,533	290,460	132,275	123,259	97,359
Long Island, NY	-111,555	234,239	265,149	-35,993	170,949
Los Angeles CBD	306,947	624,684	22,503	228,276	9,678
Los Angeles Metro	1,419,139	757,970	525,033	1,085,451	472,469
Louisville, KY	96,362	54,967	36,934	69,644	8,485
Memphis, TN	-23,274	77,236	296,914	82,076	67,618
Miami, FL	443,070	-95,712	393,746	508,377	139,520
Milwaukee, WI	123,122	53,812	45,213	-161,387	121,389
Minneapolis/St. Paul, MN	345,089	171,826	366,139	-37,669	185,034
Nashville, TN	121,340	293,745	261,888	452,368	497,646

# Net Absorption



Overall Net Absorption	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
New Haven, CT	47,729	-58,753	109,210	-40,665	26,097
New Jersey - Central	33,750	116,036	-113,388	328,217	222,285
New Jersey - Northern	-221,779	-766,357	692,572	419,588	-78,604
New Orleans, LA	61,093	20,878	-47,213	53,546	66,948
New York - Brooklyn	-39,247	272,515	175,897	-626,352	-160,744
New York - Downtown	659,334	1,811,645	-733,765	104,324	273,253
New York - Midtown	820,066	1,275,300	1,644,189	723,759	-410,084
New York - Midtown South	206,257	597,203	379,225	338,844	126,127
Oklahoma City, OK	-62,843	51,239	13,755	-96,930	54,037
Omaha, NE	-70,092	31,200	96,208	96,160	23,383
Orange County, CA	375,055	427,905	186,458	105,516	782,021
Orlando, FL	-84,134	66,799	98,633	463,705	282,312
Palm Beach County, FL	134,433	112,889	56,818	236,128	3,517
Philadelphia, PA	64,832	370,125	-751,857	324,154	612,248
Phoenix, AZ	435,662	596,703	63,818	849,545	880,227
Pittsburgh, PA	345,543	315,544	11,255	-20,303	84,397
Portland, OR	91,640	255,081	182,742	135,140	86,794
Providence, RI	27,280	118,800	20,732	23,920	34,000
Raleigh/Durham, NC	353,040	743,833	245,891	827,703	460,036
Richmond, VA	128,567	235,780	66,275	109,042	312,059
Roanoke, VA	-31	-13,645	52,017	69,448	47,179
Rochester, NY	29,533	-183,730	-210,514	48,166	-47,537
Sacramento, CA	177,932	86,260	244,870	309,219	109,456
Salt Lake City, UT	269,450	323,191	-5,769	367,804	418,841
San Antonio, TX	319,460	29,778	12,129	-18,953	83,970
San Diego, CA	649,615	846,283	177,613	187,057	197,461
San Francisco North Bay, CA	37,358	31,795	163,955	161,221	101,141
San Francisco, CA	345,126	705,109	767,157	71,568	44,874
San Juan, PR	n/a	n/a	n/a	n/a	n/a
San Mateo County, CA	982,174	110,176	1,166,964	-49,586	487,743
San Jose, CA	1,447,854	1,098,717	1,444,742	3,691,143	1,884,965
Savannah, GA	n/a	n/a	n/a	n/a	n/a
Seattle, WA	372,648	749,297	435,601	1,596,056	1,869,202
Southern New Hampshire	-59,191	-10,706	20,319	68,740	135,976
St. Louis, MO	14,521	168,690	-190,354	231,292	111,006
St. Petersburg/Clearwater, FL	17,350	243,379	10,191	65,147	7,017
Suburban MD	-299,688	-212,615	116,255	-79,631	-42,110
Suburban VA	-34,964	-426,322	-197,473	370,473	93,027
Syracuse, NY	-84,652	39,106	-4,081	-41,909	-47,705
Tampa, FL	129,029	32,710	29,441	279,011	305,329
Tucson, AZ	-37,018	121,856	25,236	-20,254	33,293
Tulsa, OK	259,467	99,324	-62,876	-107,434	103,691
Washington, DC	-255,763	197,943	-25,004	275,133	114,548
Westchester County, NY	2,043	93,337	121,794	-204,357	-224,333

# Vacancy Rates



Overall Vacancy Rate	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
<b>United States</b>	<b>15.0%</b>	<b>14.8%</b>	<b>14.6%</b>	<b>14.4%</b>	<b>14.2%</b>
<b>Northeast</b>	14.8%	14.7%	14.6%	14.5%	14.3%
<b>Midwest</b>	18.1%	18.0%	18.1%	18.0%	17.8%
<b>South</b>	14.1%	13.9%	13.6%	13.4%	13.3%
<b>West</b>	15.2%	14.4%	14.2%	13.8%	13.5%

U.S. Office Report Markets	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
Atlanta, GA	17.9%	17.8%	17.6%	17.2%	16.8%
Austin, TX	8.6%	9.1%	8.7%	9.7%	9.0%
Baltimore, MD	15.7%	15.7%	15.6%	15.4%	15.0%
Bellevue, WA	10.8%	10.6%	10.0%	8.6%	9.7%
Binghamton, NY	10.8%	10.6%	10.4%	10.3%	10.4%
Birmingham, AL	12.7%	12.4%	14.0%	14.5%	14.7%
Boston, MA	11.4%	10.8%	10.4%	9.9%	9.0%
Buffalo, NY	17.6%	17.9%	18.8%	19.1%	18.2%
Charleston, SC	8.2%	7.7%	6.9%	6.7%	8.1%
Charlotte, NC	10.2%	9.8%	9.8%	9.3%	9.1%
Chicago, IL	15.3%	15.6%	15.3%	15.6%	15.7%
Cincinnati, OH	23.5%	23.5%	24.5%	24.4%	23.6%
Cleveland, OH	11.9%	11.8%	11.9%	11.6%	11.9%
Colorado Springs, CO	24.7%	23.6%	23.0%	22.6%	22.0%
Columbus, OH	15.6%	16.2%	16.2%	15.8%	15.4%
Dallas/Fort Worth, TX	18.5%	17.5%	16.6%	16.4%	16.5%
Dayton, OH	26.8%	26.3%	26.4%	25.5%	25.1%
Denver, CO	10.6%	10.3%	10.0%	9.8%	9.7%
Detroit, MI	22.7%	22.3%	22.3%	22.1%	22.0%
East Bay, CA	14.4%	14.3%	13.1%	12.2%	11.5%
El Paso, TX	n/a	n/a	7.3%	7.3%	6.7%
Fairfield County, CT	20.5%	21.2%	21.3%	20.9%	21.2%
Fort Myers/Naples, FL	12.4%	12.3%	12.2%	11.6%	11.2%
Fredericksburg, VA	14.7%	14.6%	14.4%	13.3%	13.9%
Ft. Lauderdale, FL	13.2%	12.7%	12.4%	12.1%	13.5%
Greenville, SC	9.0%	9.2%	9.2%	8.6%	8.5%
Hampton Roads, VA	11.9%	12.2%	11.9%	12.1%	11.3%
Hartford, CT	19.8%	19.7%	20.2%	19.9%	19.8%
Houston, TX	11.9%	11.9%	13.7%	14.6%	15.9%
Indianapolis, IN	19.3%	19.2%	19.2%	19.1%	19.1%
Inland Empire CA	17.8%	17.0%	16.7%	16.7%	16.4%
Jacksonville, FL	19.0%	18.6%	18.5%	18.5%	18.1%
Kansas City, MO	18.6%	17.8%	17.8%	17.9%	18.0%
Las Vegas, NV	27.4%	25.7%	25.7%	25.4%	25.7%
Long Island, NY	17.3%	16.6%	17.0%	17.1%	16.6%
Los Angeles CBD	21.7%	20.8%	20.8%	19.8%	19.5%
Los Angeles Metro	16.2%	15.3%	15.3%	14.7%	14.4%
Louisville, KY	14.3%	14.0%	13.7%	13.0%	12.9%
Memphis, TN	22.5%	21.6%	21.7%	21.7%	21.8%
Miami, FL	14.7%	14.7%	14.4%	13.6%	12.6%
Milwaukee, WI	19.6%	18.7%	18.8%	20.0%	18.4%
Minneapolis/St. Paul, MN	17.6%	17.4%	17.3%	17.4%	17.2%
Nashville, TN	9.3%	9.2%	8.8%	8.1%	7.5%

# Vacancy Rates



Overall Vacancy Rate	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
New Haven, CT	16.7%	17.0%	15.7%	15.3%	14.9%
New Jersey - Central	18.3%	18.1%	18.5%	17.6%	16.9%
New Jersey - Northern	20.3%	21.5%	21.3%	20.5%	20.5%
New Orleans, LA	9.2%	9.1%	9.3%	9.2%	9.0%
New York - Brooklyn	4.2%	4.2%	3.8%	6.2%	6.1%
New York - Downtown	9.0%	9.7%	10.4%	10.3%	10.3%
New York - Midtown	11.0%	9.8%	9.4%	8.9%	9.3%
New York - Midtown South	8.5%	7.1%	7.0%	6.2%	5.8%
Oklahoma City, OK	13.5%	12.6%	12.1%	12.6%	12.1%
Omaha, NE	12.3%	12.1%	12.2%	11.9%	12.4%
Orange County, CA	14.4%	13.6%	13.1%	12.7%	12.0%
Orlando, FL	17.2%	16.8%	16.5%	15.5%	14.4%
Palm Beach County, FL	18.1%	17.9%	17.9%	17.5%	17.9%
Philadelphia, PA	15.1%	14.8%	15.3%	14.7%	13.6%
Phoenix, AZ	19.6%	19.1%	19.4%	19.3%	18.9%
Pittsburgh, PA	8.8%	9.4%	8.8%	9.1%	9.6%
Portland, OR	11.7%	11.1%	10.9%	10.9%	10.8%
Providence, RI	14.1%	13.5%	13.4%	13.3%	13.1%
Raleigh/Durham, NC	11.6%	11.6%	11.2%	10.6%	10.2%
Richmond, VA	10.1%	9.4%	9.6%	9.3%	9.4%
Roanoke, VA	8.9%	8.9%	9.0%	8.5%	8.4%
Rochester, NY*	16.2%	14.9%	16.5%	16.0%	16.3%
Sacramento, CA	14.4%	14.0%	13.8%	13.5%	13.6%
Salt Lake City, UT	12.7%	12.2%	11.9%	12.0%	11.5%
San Antonio, TX	15.1%	15.1%	15.1%	14.7%	15.1%
San Diego, CA	18.0%	16.0%	15.9%	15.9%	16.2%
San Francisco North Bay, CA	15.0%	14.9%	14.4%	14.5%	13.7%
San Francisco, CA	8.3%	7.4%	6.4%	6.4%	6.0%
San Juan, PR	12.2%	13.0%	15.4%	14.2%	14.3%
San Mateo County, CA	10.1%	10.2%	9.2%	9.3%	8.3%
San Jose, CA	10.5%	10.0%	10.1%	9.0%	8.4%
Savannah, GA	16.9%	17.5%	17.5%	18.1%	18.1%
Seattle, WA	12.9%	12.5%	12.0%	9.6%	8.4%
Southern New Hampshire	18.8%	18.3%	18.8%	18.3%	17.8%
St. Louis, MO	14.4%	14.7%	14.8%	14.2%	14.0%
St. Petersburg/Clearwater, FL	17.9%	17.6%	17.8%	17.0%	17.0%
Suburban MD	18.0%	18.5%	18.4%	18.5%	18.7%
Suburban VA	18.4%	18.8%	19.0%	18.8%	18.6%
Syracuse, NY	18.1%	18.0%	16.0%	16.3%	16.5%
Tampa, FL	15.7%	15.7%	15.2%	14.4%	13.7%
Tucson, AZ	12.6%	12.4%	12.5%	12.5%	12.6%
Tulsa, OK	16.9%	16.7%	16.1%	16.0%	16.3%
Washington, DC	11.5%	11.2%	11.3%	11.0%	11.3%
Westchester County, NY	19.8%	19.9%	19.6%	20.0%	20.4%

# Asking Rents

Overall Weighted Asking Rent	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
<b>United States</b>	<b>\$26.33</b>	<b>\$26.60</b>	<b>\$27.00</b>	<b>\$27.26</b>	<b>\$27.56</b>
<b>Northeast</b>	\$34.88	\$35.29	\$35.93	\$36.30	\$36.37
<b>Midwest</b>	\$20.58	\$20.71	\$20.88	\$21.03	\$21.22
<b>South</b>	\$22.77	\$22.89	\$23.25	\$23.38	\$23.52
<b>West</b>	\$27.08	\$27.51	\$27.95	\$28.33	\$29.14

U.S. Office Report Markets	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
Atlanta, GA	\$21.21	\$21.38	\$21.91	\$22.02	\$22.27
Austin, TX	\$29.17	\$29.31	\$32.78	\$32.83	\$33.02
Baltimore, MD	\$22.23	\$22.72	\$22.53	\$22.93	\$22.63
Bellevue, WA	\$29.84	\$29.89	\$30.06	\$29.25	\$32.40
Binghamton, NY	\$12.94	\$12.73	\$14.12	\$14.00	\$14.01
Birmingham, AL	\$18.38	\$19.09	\$18.52	\$18.58	\$18.43
Boston, MA	\$30.96	\$31.52	\$32.83	\$32.90	\$33.07
Buffalo, NY	\$16.95	\$17.00	\$17.34	\$17.34	\$17.70
Charleston, SC	\$18.03	\$19.51	\$21.16	\$20.53	\$21.12
Charlotte, NC	\$20.75	\$20.90	\$21.32	\$22.11	\$22.19
Chicago, IL	\$26.97	\$27.36	\$27.77	\$28.16	\$28.62
Cincinnati, OH	\$17.49	\$17.34	\$17.37	\$17.35	\$17.91
Cleveland, OH	\$16.58	\$16.47	\$16.49	\$16.53	\$16.57
Colorado Springs, CO	\$12.96	\$13.12	\$13.56	\$13.32	\$13.30
Columbus, OH	\$19.91	\$20.05	\$20.10	\$20.33	\$20.41
Dallas/Fort Worth, TX	\$21.45	\$21.34	\$21.65	\$22.22	\$22.76
Dayton, OH	\$14.66	\$14.74	\$14.55	\$14.56	\$14.56
Denver, CO	\$23.09	\$23.52	\$23.83	\$24.13	\$24.42
Detroit, MI	\$16.36	\$16.45	\$16.47	\$16.60	\$16.59
East Bay, CA	\$22.44	\$22.69	\$23.18	\$23.61	\$24.52
El Paso, TX	n/a	n/a	\$14.89	\$14.75	\$15.00
Fairfield County, CT	\$37.16	\$36.93	\$36.02	\$35.20	\$35.62
Fort Myers/Naples, FL	\$15.40	\$15.48	\$15.75	\$15.73	\$16.18
Fredericksburg, VA	\$22.02	\$22.07	\$22.72	\$22.56	\$22.71
Ft. Lauderdale, FL	\$26.67	\$26.50	\$26.94	\$26.61	\$26.68
Greenville, SC	\$14.63	\$15.24	\$15.48	\$15.15	\$15.69
Hampton Roads, VA	\$17.32	\$17.37	\$17.52	\$17.39	\$17.33
Hartford, CT	\$20.01	\$20.01	\$20.16	\$20.10	\$20.26
Houston, TX	\$26.01	\$26.42	\$27.58	\$27.70	\$28.37
Indianapolis, IN	\$18.08	\$18.08	\$18.07	\$18.11	\$18.10
Inland Empire CA	\$20.78	\$20.63	\$20.87	\$20.98	\$21.08
Jacksonville, FL	\$17.76	\$17.66	\$17.64	\$17.78	\$17.84
Kansas City, MO	\$18.13	\$18.18	\$18.51	\$18.63	\$18.69
Las Vegas, NV	\$22.56	\$22.68	\$22.44	\$22.59	\$22.72
Long Island, NY	\$29.73	\$29.64	\$29.30	\$29.73	\$29.82
Los Angeles CBD	\$37.04	\$38.18	\$38.50	\$38.78	\$38.72
Los Angeles Metro	\$30.37	\$30.73	\$31.43	\$31.87	\$32.73
Louisville, KY	\$17.02	\$16.72	\$16.78	\$16.85	\$16.82
Memphis, TN	\$17.03	\$17.23	\$17.32	\$17.42	\$17.51
Miami, FL	\$32.15	\$32.08	\$32.13	\$33.10	\$33.66
Milwaukee, WI	\$18.68	\$18.68	\$18.68	\$18.68	\$19.00
Minneapolis/St. Paul, MN	\$22.29	\$22.54	\$22.73	\$22.74	\$22.79
Nashville, TN	\$19.89	\$20.66	\$21.33	\$21.46	\$21.99

# Asking Rents



Overall Weighted Asking Rent	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015p
New Haven, CT	\$19.83	\$19.66	\$19.09	\$19.06	\$19.15
New Jersey - Central	\$24.20	\$24.14	\$24.18	\$24.55	\$24.30
New Jersey - Northern	\$27.06	\$26.65	\$26.51	\$26.85	\$27.16
New Orleans, LA	\$15.09	\$15.16	\$15.32	\$15.09	\$15.04
New York - Brooklyn	\$34.08	\$36.84	\$37.84	\$39.03	\$39.55
New York - Downtown	\$48.43	\$51.04	\$57.58	\$58.25	\$57.79
New York - Midtown	\$73.72	\$75.14	\$75.44	\$76.45	\$77.04
New York - Midtown South	\$58.08	\$60.72	\$63.28	\$66.86	\$67.05
Oklahoma City, OK	\$16.00	\$16.00	\$15.80	\$15.73	\$16.13
Omaha, NE	\$18.00	\$18.17	\$18.17	\$18.04	\$17.59
Orange County, CA	\$24.70	\$25.05	\$25.58	\$26.13	\$26.22
Orlando, FL	\$20.38	\$20.49	\$20.67	\$20.85	\$20.85
Palm Beach County, FL	\$27.49	\$27.77	\$28.12	\$28.42	\$28.21
Philadelphia, PA	\$24.00	\$23.73	\$24.41	\$24.39	\$24.39
Phoenix, AZ	\$22.00	\$22.13	\$22.37	\$22.76	\$23.25
Pittsburgh, PA	\$20.15	\$20.32	\$20.33	\$20.47	\$18.66
Portland, OR	\$22.38	\$22.92	\$23.16	\$23.65	\$23.90
Providence, RI	\$17.76	\$17.95	\$18.28	\$18.31	\$18.36
Raleigh/Durham, NC	\$21.04	\$21.07	\$21.09	\$21.22	\$21.36
Richmond, VA	\$17.50	\$17.41	\$18.16	\$18.15	\$18.67
Roanoke, VA	\$13.47	\$13.70	\$14.66	\$13.79	\$13.99
Rochester, NY	\$18.00	\$18.00	\$18.53	\$19.75	\$19.75
Sacramento, CA	\$20.52	\$20.40	\$20.76	\$20.76	\$21.60
Salt Lake City, UT	\$21.56	\$21.65	\$21.80	\$22.15	\$22.38
San Antonio, TX	\$19.79	\$19.61	\$19.78	\$19.87	\$20.82
San Diego, CA	\$31.20	\$31.62	\$32.04	\$33.24	\$34.14
San Francisco North Bay, CA	\$23.64	\$23.76	\$23.88	\$23.88	\$23.88
San Francisco, CA	\$57.87	\$60.87	\$60.87	\$63.39	\$66.71
San Juan, PR	\$17.00	\$16.50	\$17.29	\$18.79	\$18.77
San Mateo County, CA	\$43.96	\$44.12	\$47.29	\$47.37	\$50.35
San Jose, CA	\$32.41	\$33.63	\$34.20	\$34.40	\$35.26
Savannah, GA	\$18.91	\$19.02	\$19.02	\$19.03	\$19.03
Seattle, WA	\$28.00	\$28.26	\$28.74	\$28.45	\$32.21
Southern New Hampshire	\$17.88	\$18.01	\$17.48	\$17.58	\$17.55
St. Louis, MO	\$18.89	\$18.85	\$18.91	\$19.05	\$19.23
St. Petersburg/Clearwater, FL	\$18.22	\$18.72	\$18.76	\$18.90	\$19.08
Suburban MD	\$26.21	\$26.08	\$26.07	\$26.12	\$26.12
Suburban VA	\$31.76	\$31.82	\$31.67	\$31.64	\$31.50
Syracuse, NY	\$15.30	\$15.27	\$15.71	\$15.78	\$15.70
Tampa, FL	\$22.45	\$22.46	\$22.54	\$22.61	\$22.71
Tucson, AZ	\$18.05	\$18.03	\$18.17	\$18.19	\$18.38
Tulsa, OK	\$13.89	\$14.02	\$13.64	\$13.64	\$13.41
Washington, DC	\$50.29	\$50.40	\$51.13	\$51.36	\$50.37
Westchester County, NY	\$29.88	\$29.92	\$29.81	\$29.73	\$30.17



Inventory	Inventory	Deliveries YTD 2015	UC as of Q3 2015p
United States	5,217,674,784	35,425,053	95,122,173
Northeast	1,211,755,671	2,080,426	19,672,247
Midwest	772,291,349	2,507,525	10,826,191
South	1,780,488,056	16,684,784	34,020,535
West	1,442,731,641	14,152,318	30,603,200

U.S. Office Report Markets	Inventory	Deliveries YTD 2015	UC as of Q3 2015p
Atlanta, GA	139,676,401	125,000	938,182
Austin, TX	48,842,159	2,150,792	2,780,741
Baltimore, MD	78,596,574	478,304	1,705,156
Bellevue, WA	31,110,628	0	1,706,000
Binghamton, NY	4,278,289	0	68,000
Birmingham, AL	18,702,565	n/a	n/a
Boston, MA	154,642,046	302,006	4,746,000
Buffalo, NY	21,726,602	422,000	704,220
Charleston, SC	23,194,978	387,784	383,780
Charlotte, NC	85,621,641	488,443	2,331,670
Chicago, IL	226,788,882	572,000	2,273,333
Cincinnati, OH	33,528,981	356,000	437,048
Cleveland, OH	143,510,587	400,279	1,182,020
Colorado Springs, CO	9,037,781	n/a	n/a
Columbus, OH	27,803,564	501,840	1,722,444
Dallas/Fort Worth, TX	212,528,749	4,161,672	6,672,395
Dayton, OH	14,228,955	0	204,000
Denver, CO	172,917,634	1,336,678	2,563,960
Detroit, MI	76,083,725	0	180,000
East Bay, CA	110,025,714	176,000	0
El Paso, TX	17,319,811	31,000	114,000
Fairfield County, CT	41,573,889	0	0
Fort Myers/Naples, FL	28,381,125	184,102	307,757
Fredericksburg, VA	8,859,872	63,210	0
Ft. Lauderdale, FL	28,713,663	40,000	241,701
Greenville, SC	29,777,670	86,049	218,800
Hampton Roads, VA	39,628,519	153,830	48,900
Hartford, CT	25,041,982	19,000	0
Houston, TX	178,934,067	3,539,119	6,793,105
Indianapolis, IN	31,861,991	0	0
Inland Empire CA	21,473,689	0	0
Jacksonville, FL	24,920,946	38,646	24,000
Kansas City, MO	49,688,968	181,592	729,201
Las Vegas, NV	41,470,066	112,359	68,000
Long Island, NY	33,454,691	0	0
Los Angeles CBD	27,076,998	0	356,141
Los Angeles Metro	168,920,490	490,045	1,645,125
Louisville, KY	19,553,468	0	228,959
Memphis, TN	19,500,008	241,177	52,000
Miami, FL	44,391,467	40,000	607,974
Milwaukee, WI	27,622,677	495,814	1,472,017
Minneapolis/St. Paul, MN	71,711,397	0	2,230,000
Nashville, TN	34,489,923	742,264	2,331,865

Inventory	Inventory	Deliveries YTD 2015	UC as of Q3 2015p
New Haven, CT	10,204,752	0	500,000
New Jersey - Central	79,567,548	27,472	1,235,000
New Jersey - Northern	111,082,164	115,000	231,000
New Orleans, LA	36,402,722	35,000	26,100
New York - Brooklyn	27,260,847	0	400,000
New York - Downtown	87,831,671	0	2,491,861
New York - Midtown	240,257,767	519,481	4,045,002
New York - Midtown South	66,603,951	0	187,000
Oklahoma City, OK	21,786,639	0	500,302
Omaha, NE	20,971,278	0	331,128
Orange County, CA	86,756,632	0	477,387
Orlando, FL	37,073,963	17,124	132,872
Palm Beach County, FL	25,020,287	0	0
Philadelphia, PA	128,144,317	45,000	1,961,890
Phoenix, AZ	97,139,350	1,551,984	4,415,860
Pittsburgh, PA	88,814,977	489,267	1,894,090
Portland, OR	43,407,617	114,483	1,192,351
Providence, RI	18,901,000	48,000	386,000
Raleigh/Durham, NC	49,412,953	1,307,421	1,243,875
Richmond, VA	51,097,444	507,158	209,878
Roanoke, VA	16,011,985	30,260	72,500
Rochester, NY	14,069,668	0	150,000
Sacramento, CA	84,939,120	0	0
Salt Lake City, UT	33,601,891	793,751	1,408,859
San Antonio, TX	29,652,005	646,524	572,107
San Diego, CA	72,606,799	1,286,974	1,453,609
San Francisco North Bay, CA	23,577,663	150,652	213,000
San Francisco, CA	75,406,638	0	4,347,952
San Juan, PR	10,408,067	n/a	n/a
San Mateo County, CA	53,159,097	928,862	1,155,344
San Jose, CA	207,021,947	5,193,785	5,165,444
Savannah, GA	3,360,752	n/a	n/a
Seattle, WA	58,318,210	1,926,322	4,429,668
Southern New Hampshire	12,908,217	30,000	113,684
St. Louis, MO	48,490,344	0	116,000
St. Petersburg/Clearwater, FL	12,849,994	0	0
Suburban MD	72,899,650	218,491	204,930
Suburban VA	163,278,088	202,999	1,931,224
Syracuse, NY	16,227,305	63,200	258,500
Tampa, FL	32,304,842	106,000	175,998
Tucson, AZ	24,763,677	90,423	4,500
Tulsa, OK	24,580,215	78,992	381,400
Washington, DC	123,122,911	583,423	2,788,364
Westchester County, NY	29,163,988	0	300,000

## About Cushman & Wakefield

Cushman & Wakefield is a leading global real estate services firm that helps clients transform the way people work, shop and live. The firm's 43,000 employees in more than 60 countries provide deep local and global insights that create significant value for occupiers and investors around the world. Cushman & Wakefield is among the largest commercial real estate services firms with revenues of \$5 billion across core services of agency leasing, asset services, capital markets, facility services (branded C&W Services), global occupier services, investment & asset management (branded DTZ Investors), project & development services, tenant representation and valuation & advisory. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow @CushWake on Twitter.

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## Methodology

Cushman & Wakefield's quarterly estimates are derived from a variety of data sources, including its own proprietary database, and historical data from third party data sources. The market statistics are calculated from a base building inventory made up of office properties deemed to be competitive in the local office markets. Generally, owner-occupied and federally-owned buildings are not included. Single tenant buildings and privately-owned buildings in which the federal government leases space are included. Older buildings unfit for occupancy or ones that require substantial renovation before tenancy are generally not included in the competitive inventory. The inventory is subject to revisions due to resampling. Vacant space is defined as space that is available immediately or imminently after the end of the quarter. Sublet space still occupied by the tenant is not counted as available space. The figures provided for the current quarter are preliminary, and all information contained in the report is subject to correction of errors and revisions based on additional data received.

## Explanation of Terms

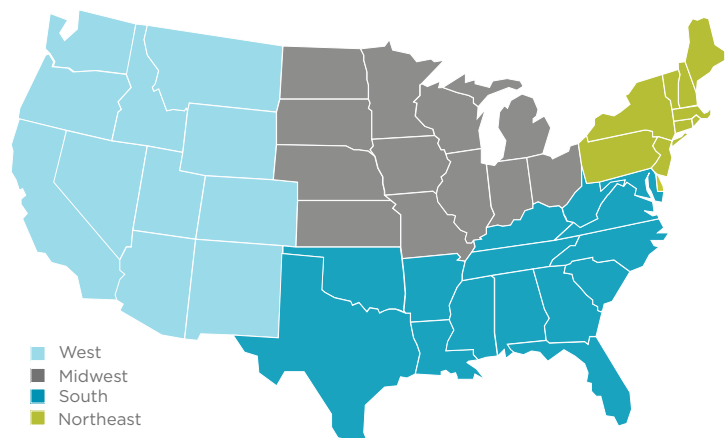
**Total Inventory:** The total amount of office space (in buildings of a predetermined size by market) that can be rented by a third party.

**Vacancy Rate:** The amount of unoccupied space (new, relet, and sublet) expressed as a percentage of total inventory.

**Absorption:** The net change in occupied space between two points in time. (Total occupied space in the present quarter minus total occupied space from the previous quarter, quoted on a net, not gross, basis.)

**Weighted Asking Rents:** Gross average asking rents.

## Regional Map



## Disclaimer

As you are probably aware, on September 1 the successful merger between Cushman & Wakefield and DTZ was finalized, creating one of the world's largest real estate services firms. We are currently going through the process of merging both legacy Cushman & Wakefield and DTZ datasets, and the preliminary results of the initial effort to merge the two data sets are reported in our Q3 indicators.

We also expect to deliver Q4 consistent with historical deliverables, with a transition to a merged dataset being delivered for Q1 2016. This enhanced dataset may differ from what you have received in the past.

We believe the changes we are making following the integration will result in a more robust and comprehensive dataset for you. If you have any issues once you receive first quarter results, we'd be happy to discuss other options. Your satisfaction is our top priority.

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