



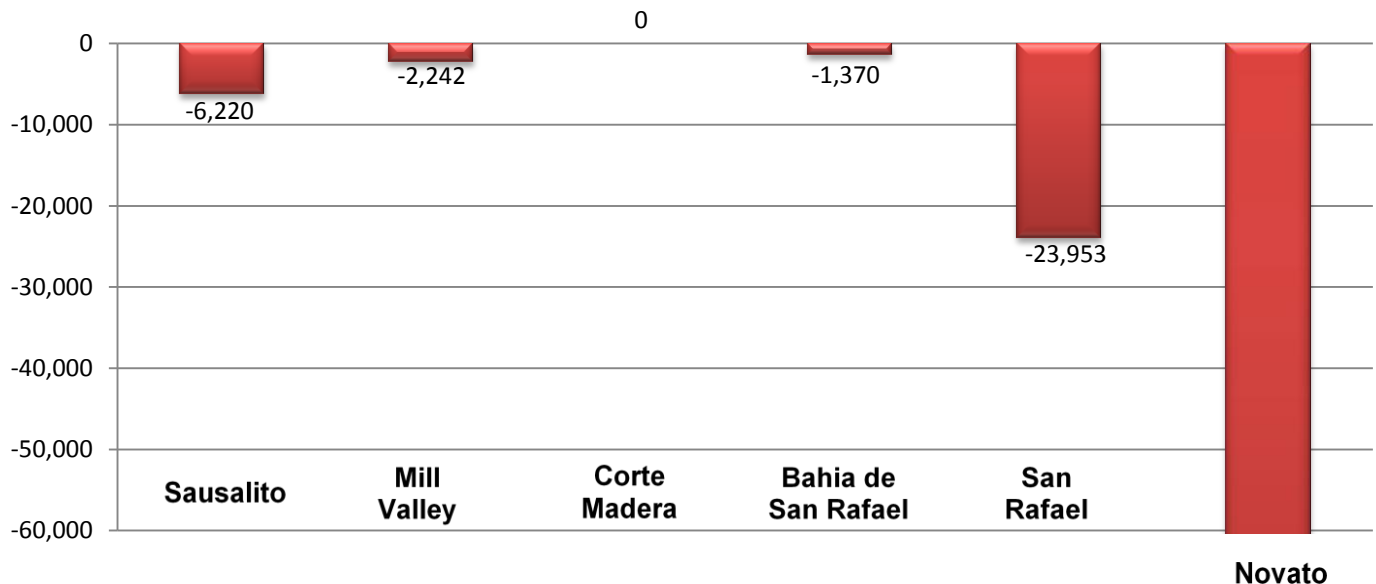
# KEEGAN & COPPIN COMPANY, INC.

ONCOR INTERNATIONAL

## NET ABSORPTION INDUSTRIAL SPACE FIRST QUARTER, 2016 to FIRST QUARTER, 2017 MARIN COUNTY

|                        | Total Inventory<br>1st Qtr 2016<br>(Sq.Ft.) | Vacant Space<br>1st Qtr 2016<br>(Sq.Ft.) | Occupied Space<br>1st Qtr 2016<br>(Sq.Ft.) | Total Inventory<br>1st Qtr 2017<br>(Sq.Ft.) | Vacant Space<br>1st Qtr 2017<br>(Sq.Ft.) | Occupied Space<br>1st Qtr 2017<br>(Sq.Ft.) | Net Absorption<br>(Sq.Ft.) |
|------------------------|---|--|--|---|--|--|----------------------------|
| <b>Sausalito</b>       | 455,000                                     | 800                                      | 454,200                                    | 455,000                                     | 7,020                                    | 447,980                                    | -6,220                     |
| <b>Mill Valley</b>     | 126,000                                     | 970                                      | 125,030                                    | 126,000                                     | 3,212                                    | 122,788                                    | -2,242                     |
| <b>Corte Madera</b>    | 295,500                                     | 0  | 295,500                                    | 295,500                                     | 0  | 295,500                                    | 0                          |
| <b>Bahia de Rafael</b> | 698,000                                     | 4,448                                    | 693,552                                    | 698,000                                     | 5,818                                    | 692,182                                    | -1,370                     |
| <b>San Rafael</b>      | 3,091,188                                   | 72,676                                   | 3,018,512                                  | 3,091,188                                   | 96,629                                   | 2,994,559                                  | -23,953                    |
| <b>Novato</b>          | 1,778,659                                   | 87,573                                   | 1,691,086                                  | 1,778,659                                   | 214,655                                  | 1,564,004                                  | -127,082                   |
| <b>Total</b>           | 6,444,347                                   | 166,467                                  | 6,277,880                                  | 6,444,347                                   | 327,334                                  | 6,117,013                                  | -160,867                   |

**Industrial Net Absorption from 1st Qtr 2016 to 1st Qtr 2017**



Information provided by Keegan & Coppin Company, Inc. - ONCOR International