



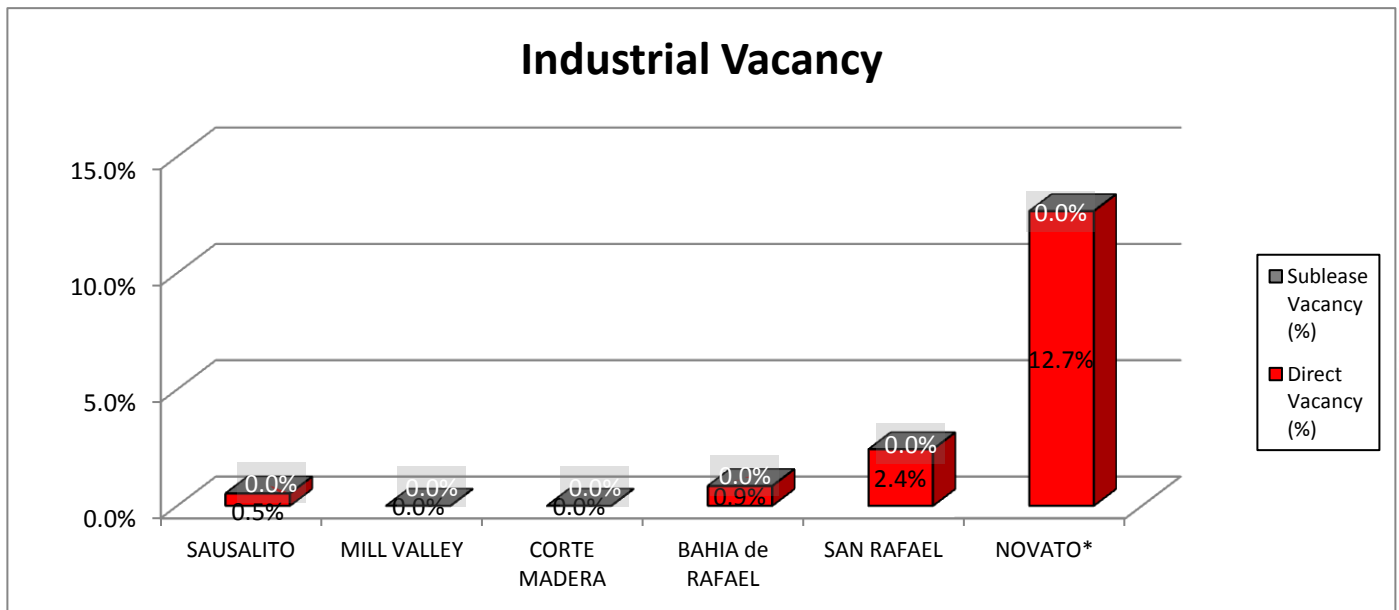
# KEEGAN & COPPIN COMPANY, INC.

ONCOR INTERNATIONAL

## TOTAL EXISTING INDUSTRIAL VACANCY ESTIMATES SECOND QUARTER, 2017 MARIN COUNTY

	Total Base (Sq.Ft.)	Direct Vacancy (Sq.Ft.)	Direct Vacancy (%)	Sublease Vacancy (Sq.Ft.)	Sublease Vacancy (%)	Total Vacancy (Sq.Ft.)	Total Vacancy (%)	Building Planned (Sq.Ft.)
SAUSALITO	455,000	2,400	0.5%	0	0.0%	2,400	0.5%	0
MILL VALLEY	126,000	0	0.0%	0	0.0%	0	0.0%	0
CORTE MADERA	295,500	0	0.0%	0	0.0%	0	0.0%	0
BAHIA de RAFAEL	698,000	5,943	0.9%	0	0.0%	5,943	0.9%	0
SAN RAFAEL	3,091,188	75,056	2.4%	0	0.0%	75,056	2.4%	0
NOVATO	1,778,659	225,184	12.7%	0	0.0%	225,184*	12.7%	0
<b>TOTAL</b>	<b>6,444,347</b>	<b>308,583</b>	<b>4.8%</b>	<b>0</b>	<b>0.0%</b>	<b>308,583</b>	<b>4.8%</b>	<b>0</b>

\*1 Building (Birkenstock) is 144,376 vacant.



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



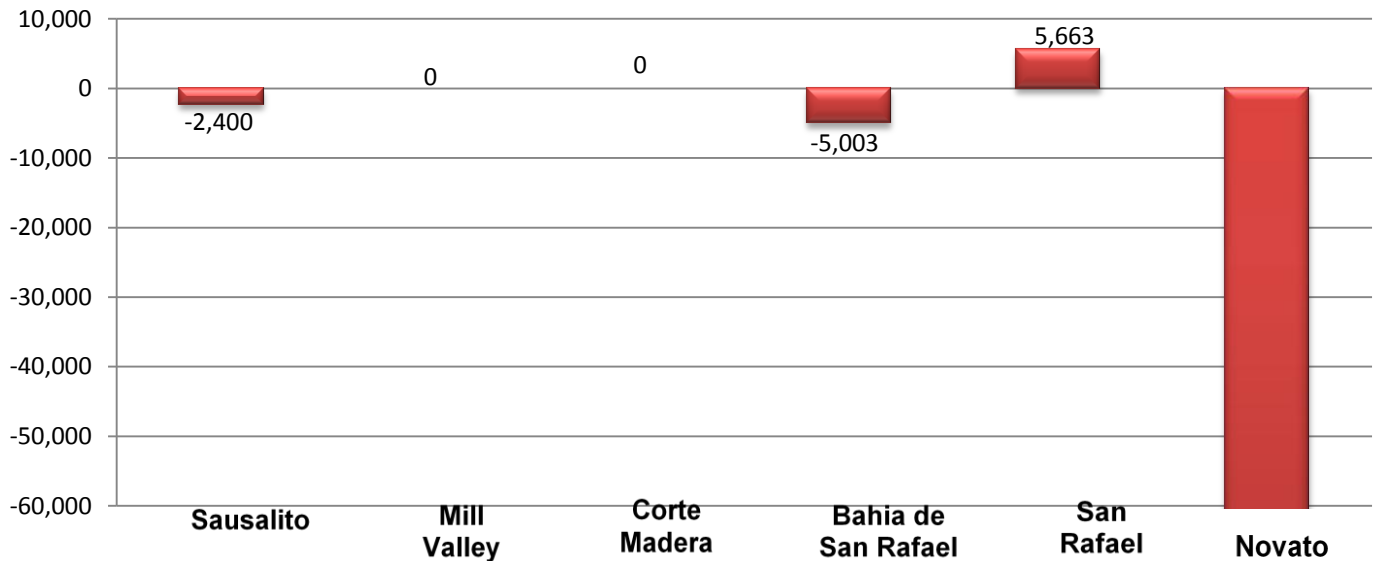
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## NET ABSORPTION INDUSTRIAL SPACE SECOND QUARTER, 2016 to SECOND QUARTER, 2017 MARIN COUNTY

	Total Inventory 2nd Qtr 2016 (Sq.Ft.)	Vacant Space 2nd Qtr 2016 (Sq.Ft.)	Occupied Space 2nd Qtr 2016 (Sq.Ft.)	Total Inventory 2nd Qtr 2017 (Sq.Ft.)	Vacant Space 2nd Qtr 2017 (Sq.Ft.)	Occupied Space 2nd Qtr 2017 (Sq.Ft.)	Net Absorption (Sq.Ft.)
Sausalito	455,000	0	455,000	455,000	2,400	452,600	-2,400
Mill Valley	126,000	0	126,000	126,000	0	126,000	0
Corte Madera	295,500	0	295,500	295,500	0	295,500	0
Bahia de Rafael	698,000	940	697,060	698,000	5,943	692,057	-5,003
San Rafael	3,091,188	80,719	3,010,469	3,091,188	75,056	3,016,132	5,663
Novato	1,778,659	108,870	1,669,789	1,778,659	225,184	1,553,475	-116,314
<b>Total</b>	<b>6,444,347</b>	<b>190,529</b>	<b>6,253,818</b>	<b>6,444,347</b>	<b>308,583</b>	<b>6,135,764</b>	<b>-118,054</b>

**Industrial Net Absorption from 2nd Qtr 2016 to 2nd Qtr 2017**



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