

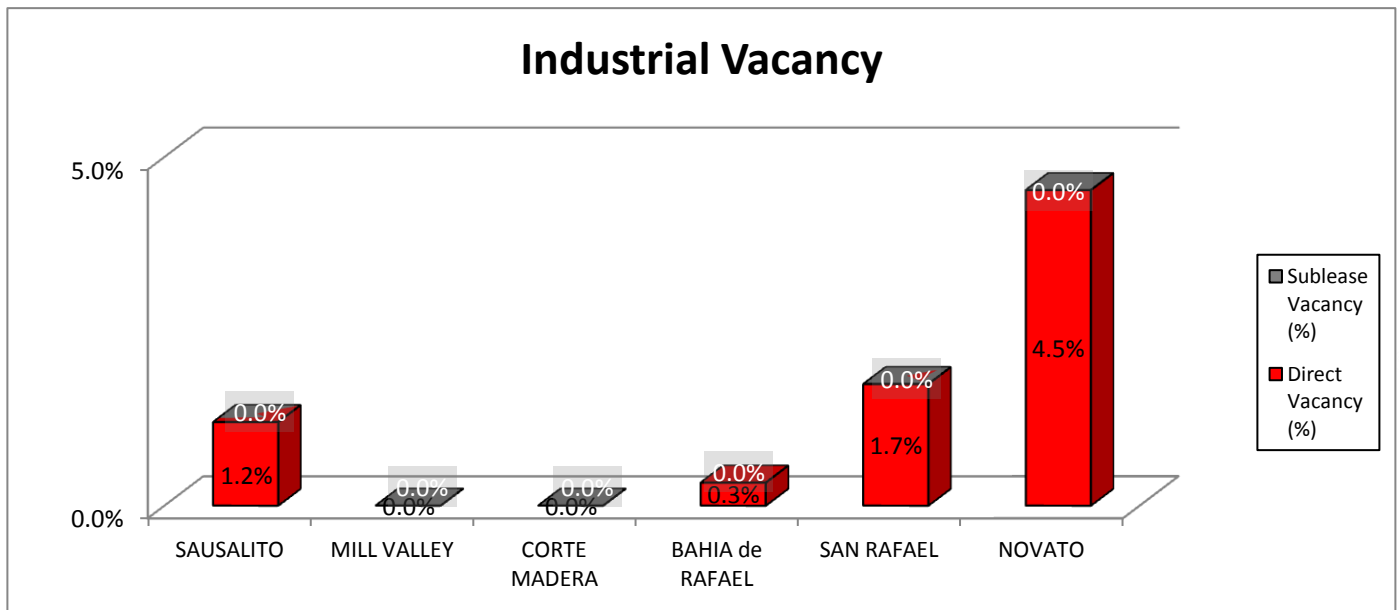


# KEEGAN & COPPIN COMPANY, INC.

ONCOR INTERNATIONAL

## TOTAL EXISTING INDUSTRIAL VACANCY ESTIMATES THIRD 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	5,454	1.2%	0	0.0%	5,454	1.2%	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	2,304	0.3%	0	0.0%	2,304	0.3%	0
SAN RAFAEL	3,091,188	53,891	1.7%	0	0.0%	53,891	1.7%	0
NOVATO	1,778,659	80,492	4.5%	0	0.0%	80,492	4.5%	0
<b>TOTAL</b>	<b>6,444,347</b>	<b>142,141</b>	<b>2.2%</b>	<b>0</b>	<b>0.0%</b>	<b>142,141</b>	<b>2.2%</b>	<b>0</b>



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



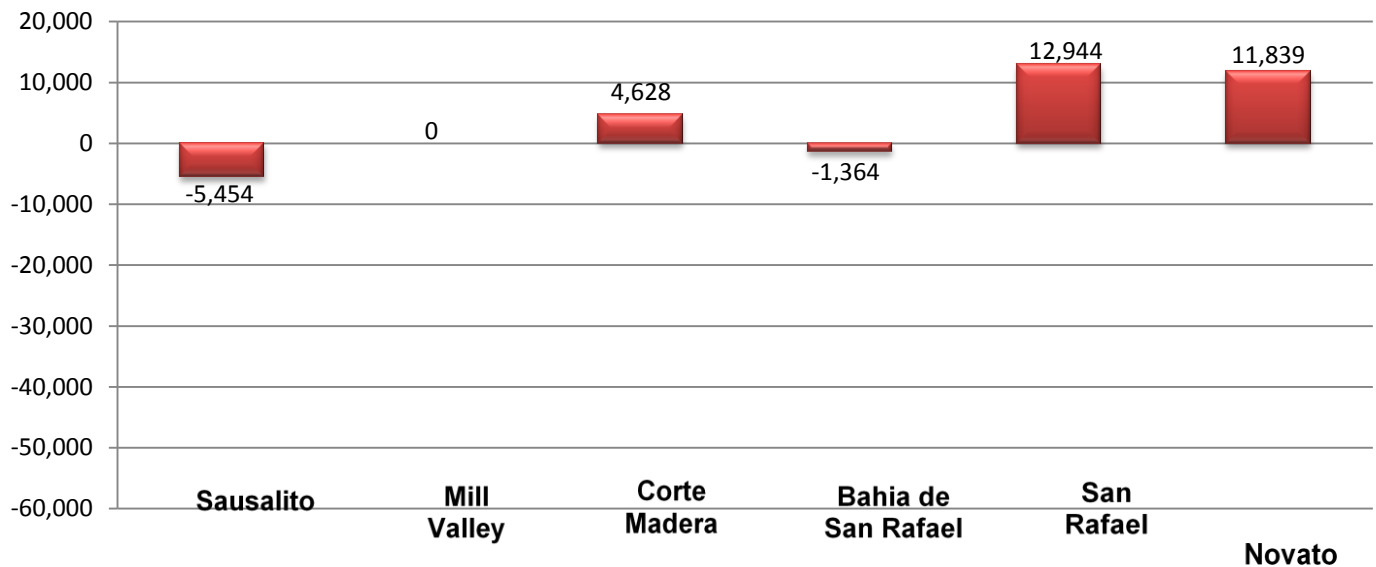
# KEEGAN & COPPIN COMPANY, INC.

ONCOR INTERNATIONAL

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

	Total Inventory 3rd Qtr 2016 (Sq.Ft.)	Vacant Space 3rd Qtr 2016 (Sq.Ft.)	Occupied Space 3rd Qtr 2016 (Sq.Ft.)	Total Inventory 3rd Qtr 2017 (Sq.Ft.)	Vacant Space 3rd Qtr 2017 (Sq.Ft.)	Occupied Space 3rd Qtr 2017 (Sq.Ft.)	Net Absorption (Sq.Ft.)
<b>Sausalito</b>	455,000	0	455,000	455,000	5,454	449,546	-5,454
<b>Mill Valley</b>	126,000	0	126,000	126,000	0	126,000	0
<b>Corte Madera</b>	295,500	4,628	290,872	295,500	0	295,500	4,628
<b>Bahia de Rafael</b>	698,000	940	697,060	698,000	2,304	695,696	-1,364
<b>San Rafael</b>	3,091,188	66,835	3,024,353	3,091,188	53,891	3,037,297	12,944
<b>Novato</b>	1,778,659	92,331	1,686,328	1,778,659	80,492	1,698,167	11,839
<b>Total</b>	6,444,347	164,734	6,279,613	6,444,347	142,141	6,302,206	22,593

### Industrial Net Absorption from 3rd Qtr 2016 to 3rd Qtr 2017



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