

# CoStar Industrial Statistics

First Quarter 2018

## San Antonio Industrial Market



**CoStar**<sup>TM</sup>  
The knowledge market

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## Methodology

The CoStar Industrial Statistics calculates Industrial statistics using CoStar Group's base of existing, under construction and under renovation Industrial buildings in each given metropolitan area. All Industrial building types are included, including warehouse, flex / research & development, distribution, manufacturing, industrial showroom, and service buildings, in both single-tenant and multi-tenant buildings, including owner-occupied buildings. CoStar Group's global database includes approximately 119 billion square feet of coverage in 5.4 million properties. All rental rates reported in the CoStar Industrial Report are calculated using the quoted rental rate for each property.

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## Terms & Definitions

**Availability Rate:** The ratio of available space to total rentable space, calculated by dividing the total available square feet by the total rentable square feet.

**Available Space:** The total amount of space that is currently being marketed as available for lease in a given time period. It includes any space that is available, regardless of whether the space is vacant, occupied, available for sublease, or available at a future date.

**Build-to-Suit:** A term describing a particular property, developed specifically for a certain tenant to occupy, with structural features, systems, or improvement work designed specifically for the needs of that tenant. A build-to-suit can be leased or owned by the tenant. In a leased build-to-suit, a tenant will usually have a long term lease on the space.

**Buyer:** The individual, group, company, or entity that has purchased a commercial real estate asset.

**Cap Rate:** Short for capitalization rate. The Cap Rate is a calculation that reflects the relationship between one year's net operating income and the current market value of a particular property. The Cap Rate is calculated by dividing the annual net operating income by the sales price (or asking sales price).

**CBD:** Abbreviation for Central Business District. (See also: Central Business District)

**Central Business District:** The designations of Central Business District (CBD) and Suburban refer to a particular geographic area within a metropolitan statistical area (MSA) describing the level of real estate development found there. The CBD is characterized by a high density, well organized core within the largest city of a given MSA.

**Class A:** A classification used to describe buildings that generally qualify as extremely desirable investment-grade properties and command the highest rents or sale prices compared to other buildings in the same market. Such buildings are well located and provide efficient tenant layouts as well as high quality, and in some buildings, one-of-a-kind floor plans. They can be an architectural or historical landmark designed by prominent architects. These buildings contain a modern mechanical system, and have above-average maintenance and management as well as the best quality materials and workmanship in their trim and interior fittings. They are generally the most attractive and eagerly sought by investors willing to pay a premium for quality.

**Class B:** A classification used to describe buildings that generally qualify as a more speculative investment, and as such, command lower rents or sale prices compared to Class A properties. Such buildings offer utilitarian space without special attractions, and have ordinary design, if new or fairly new; good to excellent design if an older non-landmark building. These buildings typically have average to good maintenance, management and tenants. They are less appealing to tenants than Class A properties, and may be deficient in a number of respects including floor plans, condition and facilities. They lack prestige and must depend chiefly on a lower price to attract tenants and investors.

**Class C:** A classification used to describe buildings that generally qualify as no-frills, older buildings that offer basic space and command lower rents or sale prices compared to other buildings in the same market. Such buildings typically have below-average maintenance and management, and could have mixed or low tenant prestige, inferior elevators, and/or mechanical/electrical systems. These buildings lack prestige and must depend chiefly on a lower price to attract tenants and investors.

**Construction Starts:** Buildings that began construction during a specific period of time. (See also: Deliveries)

**Contiguous Blocks of Space:** Space within a building that is, or is able to be joined together into a single contiguous space.

**Deliveries:** Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certi-

cate of occupancy must have been issued for the property.

**Delivery Date:** The date a building completes construction and receives a certificate of occupancy.

**Developer:** The company, entity or individual that transforms raw land to improved property by use of labor, capital and entrepreneurial efforts.

**Direct Space:** Space that is being offered for lease directly from the landlord or owner of a building, as opposed to space being offered in a building by another tenant (or broker of a tenant) trying to sublet a space that has already been leased.

**Existing Inventory:** The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

**Flex Building:** A type of building designed to be versatile, which may be used in combination with office (corporate headquarters), research and development, quasi-retail sales, and including but not limited to industrial, warehouse, and distribution uses. A typical flex building will be one or two stories with at least half of the rentable area being used as office space, have ceiling heights of 16 feet or less, and have some type of drive-in door, even though the door may be glassed in or sealed off.

**Full Service Rental Rate:** Rental rates that include all operating expenses such as utilities, electricity, janitorial services, taxes and insurance.

**Gross Absorption:** The total change in occupied space over a given period of time, counting space that is occupied but not space that is vacated by tenants. Gross absorption differs from leasing activity, which is the sum of all space leased over a certain period of time. Unless otherwise noted Gross Absorption includes direct and sublease space.

**Growth in Inventory:** The change in size of the existing square footage in a given area over a given period of time, generally due to the construction of new buildings.

**Industrial Building:** A type of building adapted for such uses as the assemblage, processing, and/or manufacturing of products from raw materials or fabricated parts. Additional uses include warehousing, distribution, and maintenance facilities. The primary purpose of the space is for storing, producing, assembling, or distributing product.

**Landlord Rep:** (Landlord Representative) In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the owner/landlord is referred to as the Landlord Rep.

**Leased Space:** All the space that has a financial lease obligation. It includes all leased space, regardless of whether the space is currently occupied by a tenant. Leased space also includes space being offered for sublease.

**Leasing Activity:** The volume of square footage that is committed to and signed under a lease obligation for a specific building or market in a given period of time. It includes direct leases, subleases and renewals of existing leases. It also includes any pre-leasing activity in planned, under construction, or under renovation buildings.

**Market:** Geographic boundaries that serve to delineate core areas that are competitive with each other and constitute a generally accepted primary competitive set of areas. Markets are building-type specific, and are non-overlapping contiguous geographic designations having a cumulative sum that matches the boundaries of the entire Region (See also: Region). Markets can be further subdivided into Submarkets. (See also: Submarkets)

**Multi-Tenant:** Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different

tenant needs. (See also: Tenancy).

**Net Absorption:** The net change in occupied space over a given period of time. Unless otherwise noted Net Absorption includes direct and sublease space.

**Net Rental Rate:** A rental rate that excludes certain expenses that a tenant could incur in occupying office space. Such expenses are expected to be paid directly by the tenant and may include janitorial costs, electricity, utilities, taxes, insurance and other related costs.

**New Space:** Sometimes called first generation space, refers to space that has never been occupied and/or leased by a tenant.

**Occupied Space:** Space that is physically occupied by a tenant. It does not include leased space that is not currently occupied by a tenant.

**Office Building:** A type of commercial building used exclusively or primarily for office use (business), as opposed to manufacturing, warehousing, or other uses. Office buildings may sometimes have other associated uses within part of the building, i.e., retail sales, financial, or restaurant, usually on the ground floor.

**Owner:** The company, entity, or individual that holds title on a given building or property.

**Planned/Proposed:** The status of a building that has been announced for future development but not yet started construction.

**Preleased Space:** The amount of space in a building that has been leased prior to its construction completion date, or certificate of occupancy date.

**Price/SF:** Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

**Property Manager:** The company and/or person responsible for the day-to-day operations of a building, such as cleaning, trash removal, etc. The property manager also makes sure that the various systems within the building, such as the elevators, HVAC, and electrical systems, are functioning properly.

**Quoted Rental Rate:** The asking rate per square foot for a particular building or unit of space by a broker or property owner. Quoted rental rates may differ from the actual rates paid by tenants following the negotiation of all terms and conditions in a specific lease.

**RBA:** Abbreviation for Rentable Building Area. (See also: Rentable Building Area)

**Region:** Core areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are further divided into market areas, called Markets. (See also: Markets)

**Relet Space:** Sometimes called second generation or direct space, refers to existing space that has previously been occupied by another tenant.

**Rentable Building Area:** (RBA) The total square footage of a building that can be occupied by, or assigned to a tenant for the purpose of determining a tenant's rental obligation. Generally RBA includes a percentage of common areas including all hallways, main lobbies, bathrooms, and telephone closets.

**Rental Rates:** The annual costs of occupancy for a particular space quoted on a per square foot basis.

**Sales Price:** The total dollar amount paid for a particular property at a particular point in time.

**Sales Volume:** The sum of sales prices for a given group of buildings in a given time period.

**Seller:** The individual, group, company, or entity that sells a particular commercial real estate asset.

**SF:** Abbreviation for Square Feet.

**Single-Tenant:** Buildings that are occupied, or intended to be occupied by a single tenant. (See also: Build-to-suit and Tenancy)

**Sublease Space:** Space that has been leased by a tenant and is being offered for lease back to the market by the tenant with the lease obligation. Sublease space is sometimes referred to as sublet space.

**Submarkets:** Specific geographic boundaries that serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted primary competitive set, or peer group. Submarkets are building type specific (office, industrial, retail, etc.), with distinct boundaries dependent on different factors relevant to each building type. Submarkets are non-overlapping, contiguous geographic designations having a cumulative sum that matches the boundaries of the Market they are located within (See also: Market).

**Suburban:** The Suburban and Central Business District (CBD) designations refer to a particular geographic area within a metropolitan statistical area (MSA). Suburban is defined as including all office inventory not located in the CBD. (See also: CBD)

**Tenancy:** A term used to indicate whether or not a building is occupied by multiple tenants (See also: Multi-tenant) or a single tenant. (See also: Single-tenant)

**Tenant Rep:** Tenant Rep stands for Tenant Representative. In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the tenant is referred to as a Tenant Rep.

**Time On Market:** A measure of how long a currently available space has been marketed for lease, regardless of whether it is vacant or occupied.

**Under Construction:** Buildings in a state of construction, up until they receive their certificate of occupancy. In order for CoStar to consider a building under construction, the site must have a concrete foundation in place. Abbreviated UC.

**Vacancy Rate:** A measurement expressed as a percentage of the total amount of physically vacant space divided by the total amount of existing inventory. Under construction space generally is not included in vacancy calculations.

**Vacant Space:** Space that is not currently occupied by a tenant, regardless of any lease obligation that may be on the space. Vacant space could be space that is either available or not available. For example, sublease space that is currently being paid for by a tenant but not occupied by that tenant, would be considered vacant space. Likewise, space that has been leased but not yet occupied because of finish work being done, would also be considered vacant space.

**Weighted Average Rental Rate:** Rental rates that are calculated by factoring in, or weighting, the square footage associated with each particular rental rate. This has the effect of causing rental rates on larger spaces to affect the average more than that of smaller spaces. The weighted average rental rate is calculated by taking the ratio of the square footage associated with the rental rate on each individual available space to the square footage associated with rental rates on all available spaces, multiplying the rental rate by that ratio, and then adding together all the resulting numbers. Unless specifically specified otherwise, rental rate averages include both Direct and Sublet available spaces.

**Year Built:** The year in which a building completed construction and was issued a certificate of occupancy.

**YTD:** Abbreviation for Year-to-Date. Describes statistics that are cumulative from the beginning of a calendar year through whatever time period is being studied.

## San Antonio's Vacancy Decreases to 5.9% Net Absorption Positive 293,179 SF in the Quarter

The San Antonio Industrial market ended the first quarter 2018 with a vacancy rate of 5.9%. The vacancy rate was down over the previous quarter, with net absorption totaling positive 293,179 square feet in the first quarter. Vacant sublease space increased in the quarter, ending the quarter at 326,432 square feet. Rental rates ended the first quarter at \$6.60, an increase over the previous quarter. A total of four buildings delivered to the market in the quarter totaling 121,116 square feet, with 1,736,594 square feet still under construction at the end of the quarter.

### Absorption

Net absorption for the overall San Antonio Industrial market was positive 293,179 square feet in the first quarter 2018. That compares to negative (109,194) square feet in the fourth quarter 2017, positive 929,349 square feet in the third quarter 2017, and positive 122,272 square feet in the second quarter 2017.

Tenants moving out of large blocks of space in 2018 include: GSA moving out of (111,800) square feet at 3030 Aniol Rd, Bimbo Bakeries Usa, Inc. moving out of (100,566) square feet at 1923 Nevada St, and Samuels Glass Co. Inc moving out of (96,239) square feet at 221 Newell Ave.

Tenants moving into large blocks of space in 2018 include: Southern Warehousing & Distribution moving into 140,272 square feet at 3200 E Houston St, Maestro moving into 68,568 square feet at 709 Raymond Medina Street, and Boral moving into 53,483 square feet at Eisenhower Point - Building 3.

The Flex building market recorded net absorption of positive 41,277 square feet in the first quarter 2018, compared to

negative (84,698) square feet in the fourth quarter 2017, positive 47,159 in the third quarter 2017, and positive 130,448 in the second quarter 2017.

The Warehouse building market recorded net absorption of positive 251,902 square feet in the first quarter 2018 compared to negative (24,496) square feet in the fourth quarter 2017, positive 882,190 in the third quarter 2017, and negative (8,176) in the second quarter 2017.

### Vacancy

The Industrial vacancy rate in the San Antonio market area decreased to 5.9% at the end of the first quarter 2018. The vacancy rate was 6.1% at the end of the fourth quarter 2017, 5.7% at the end of the third quarter 2017, and 6.3% at the end of the second quarter 2017.

Flex projects reported a vacancy rate of 8.9% at the end of the first quarter 2018, 9.0% at the end of the fourth quarter 2017, 8.4% at the end of the third quarter 2017, and 8.6% at the end of the second quarter 2017.

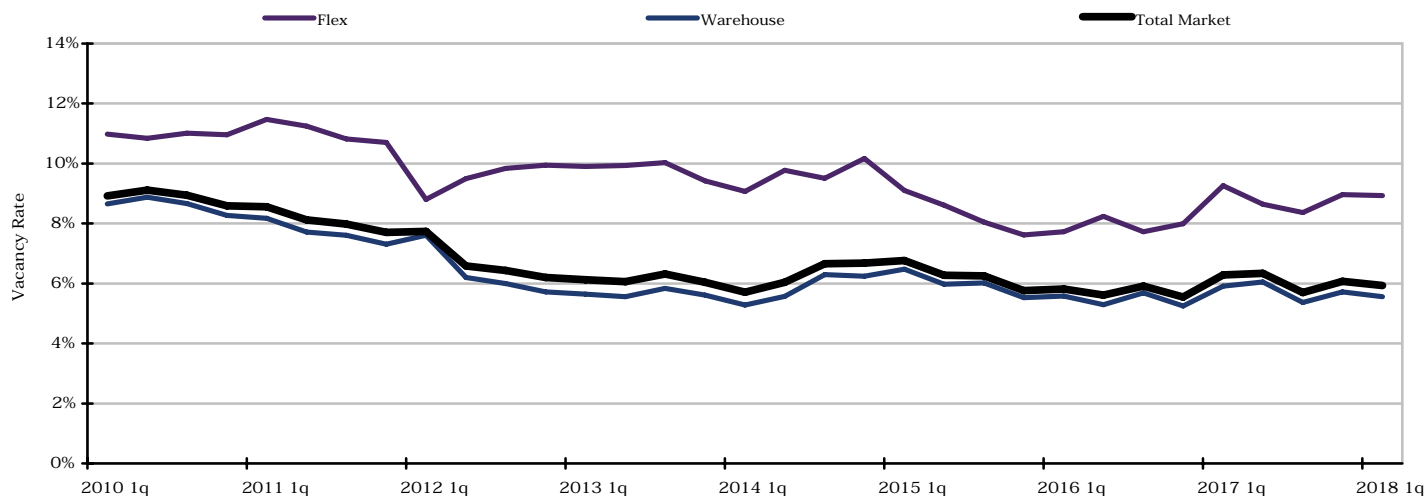
Warehouse projects reported a vacancy rate of 5.6% at the end of the first quarter 2018, 5.7% at the end of fourth quarter 2017, 5.4% at the end of the third quarter 2017, and 6.1% at the end of the second quarter 2017.

### Largest Lease Signings

The largest lease signings occurring in 2018 included: the 18,118-square-foot lease signed by Empire Texas Equities, Ltd at 4260 Dividend Dr. in the Northeast market; the 10,000-square-foot deal signed by DC Restoration at 3520 N Loop 1604 E - Bldg. C in the North Central market; and the 5,000-

## Vacancy Rates by Building Type

2005-2018



Source: CoStar Property®

square-foot lease signed by JMac at 1079 County Road 422 in the Atascosa County market.

## Sublease Vacancy

The amount of vacant sublease space in the San Antonio market increased to 326,432 square feet by the end of the first quarter 2018, from 290,454 square feet at the end of the fourth quarter 2017. There was 281,134 square feet vacant at the end of the third quarter 2017 and 226,096 square feet at the end of the second quarter 2017.

San Antonio's Flex projects reported vacant sublease space of 25,121 square feet at the end of first quarter 2018, down from the 26,467 square feet reported at the end of the fourth quarter 2017. There was 24,695 square feet of sublease space vacant at the end of the third quarter 2017, and 4,794 square feet at the end of the second quarter 2017.

Warehouse projects reported increased vacant sublease space from the fourth quarter 2017 to the first quarter 2018. Sublease vacancy went from 263,987 square feet to 301,311 square feet during that time. There was 256,439 square feet at the end of the third quarter 2017, and 221,302 square feet at the end of the second quarter 2017.

## Rental Rates

The average quoted asking rental rate for available Industrial space was \$6.60 per square foot per year at the end of the first quarter 2018 in the San Antonio market area. This represented a 4.4% increase in quoted rental rates from the end of the fourth quarter 2017, when rents were reported at \$6.32 per square foot.

The average quoted rate within the Flex sector was \$9.87 per square foot at the end of the first quarter 2018, while

Warehouse rates stood at \$6.12. At the end of the fourth quarter 2017, Flex rates were \$9.49 per square foot, and Warehouse rates were \$5.87.

## Deliveries and Construction

During the first quarter 2018, four buildings totaling 121,116 square feet were completed in the San Antonio market area. This compares to three buildings totaling 70,500 square feet that were completed in the fourth quarter 2017, five buildings totaling 145,402 square feet completed in the third quarter 2017, and 143,312 square feet in six buildings completed in the second quarter 2017.

There was 1,736,594 square feet of Industrial space under construction at the end of the first quarter 2018.

Some of the notable 2018 deliveries include: Interchange North - Building 3, a 50,050-square-foot facility that delivered in first quarter 2018, and 15900 University Oak, a 40,500-square-foot building that delivered in 2018.

The largest project underway at the end of first quarter 2018 was 17635 Ben E. Keith Way, a 563,000-square-foot building with 100% of its space pre-leased.

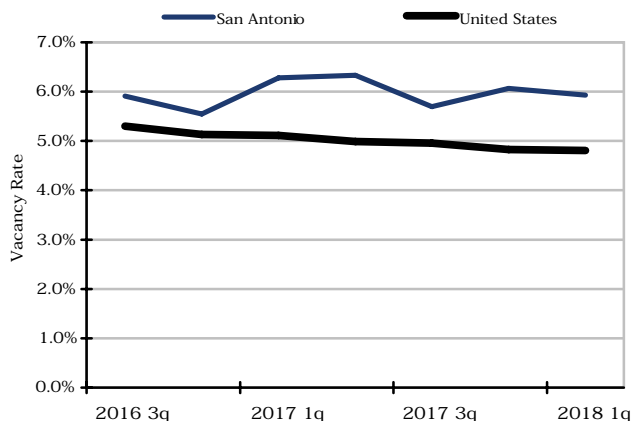
## Inventory

Total Industrial inventory in the San Antonio market area amounted to 129,349,903 square feet in 4,837 buildings as of the end of the first quarter 2018. The Flex sector consisted of 14,069,793 square feet in 808 projects. The Warehouse sector consisted of 115,280,110 square feet in 4,029 buildings. Within the Industrial market there are 357 owner-occupied buildings accounting for 18,693,643 square feet of Industrial space.

Reports compiled by: Jim Filler, CoStar Research Manager

## U.S. Vacancy Comparison

Past 7 Quarters



Source: CoStar Property®

# San Antonio Industrial Market



Markets

## CoStar Submarket Clusters & Submarkets

In analyzing metropolitan areas, CoStar has developed geographic designations to help group properties together, called Markets, Submarket Clusters and Submarkets. Markets are the equivalent of metropolitan areas, or areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Markets are then divided into Submarket Clusters, which are core areas within a metropolitan area that are known to be competitive with each other in terms of attracting and keeping tenants. Markets are then further subdivided into smaller units called Submarkets, which serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted competitive set, or peer group.

Submarket Clusters	Submarkets
Atascosa County	Atascosa County
Bandera County	Bandera County
CBD	CBD
Comal County	Comal County
Guadalupe County	Guadalupe County
Kendall County	Kendall County
Medina County	Medina County
North Central	Far North Central North Central
Northeast	Northeast
Northwest	Far Northwest Far West Northwest
South	South
Wilson County	Wilson County

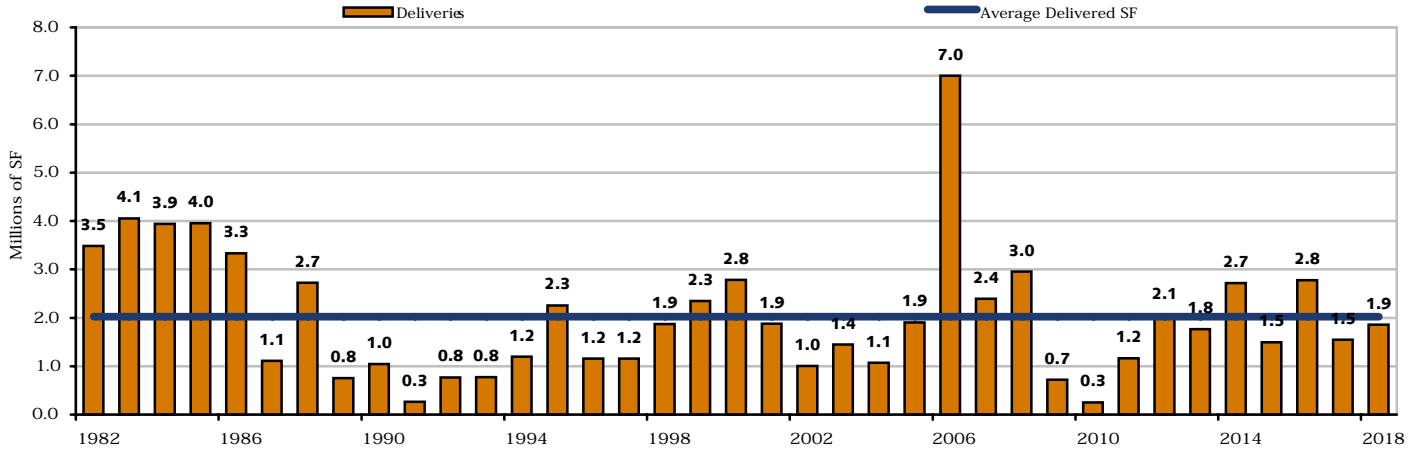




# San Antonio Industrial Market

Inventory & development

## Historical Deliveries 1982 - 2018



Source: CoStar Property® \* Future deliveries based on current under construction buildings.

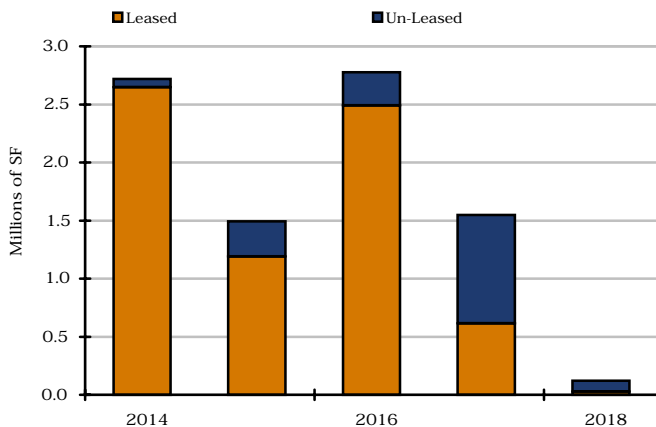
## CONSTRUCTION ACTIVITY Markets Ranked by Under Construction RBA

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
Comal County	9	650,300	638,300	98.2%	38,166	72,256
Northeast	7	454,924	89,433	19.7%	32,775	64,989
Northwest	4	410,620	410,620	100.0%	21,151	102,655
North Central	1	100,000	0	0.0%	17,503	100,000
South	1	79,750	0	0.0%	39,082	79,750
Guadalupe County	3	38,000	15,000	39.5%	34,533	12,667
Kendall County	1	3,000	0	0.0%	11,814	3,000
Wilson County	0	0	0	0.0%	7,113	0
CBD	0	0	0	0.0%	20,564	0
Atascosa County	0	0	0	0.0%	9,259	0
All Other	0	0	0	0.0%	15,948	0
<b>Totals</b>	<b>26</b>	<b>1,736,594</b>	<b>1,153,353</b>	<b>66.4%</b>	<b>26,742</b>	<b>66,792</b>

Source: CoStar Property®

## Recent Deliveries

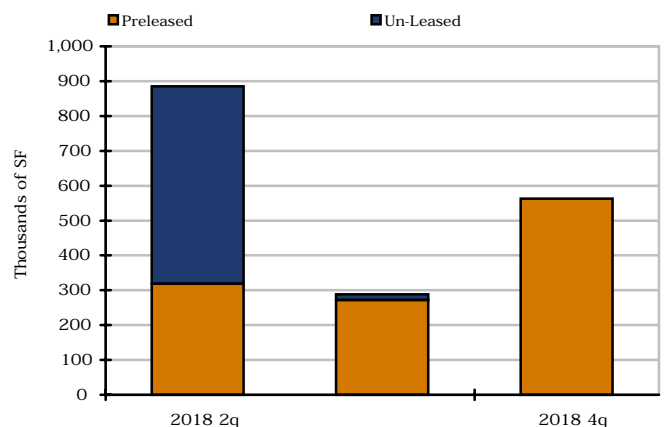
Leased & Un-Leased SF in Deliveries Since 2014



Source: CoStar Property®

## Future Deliveries

Preleased & Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

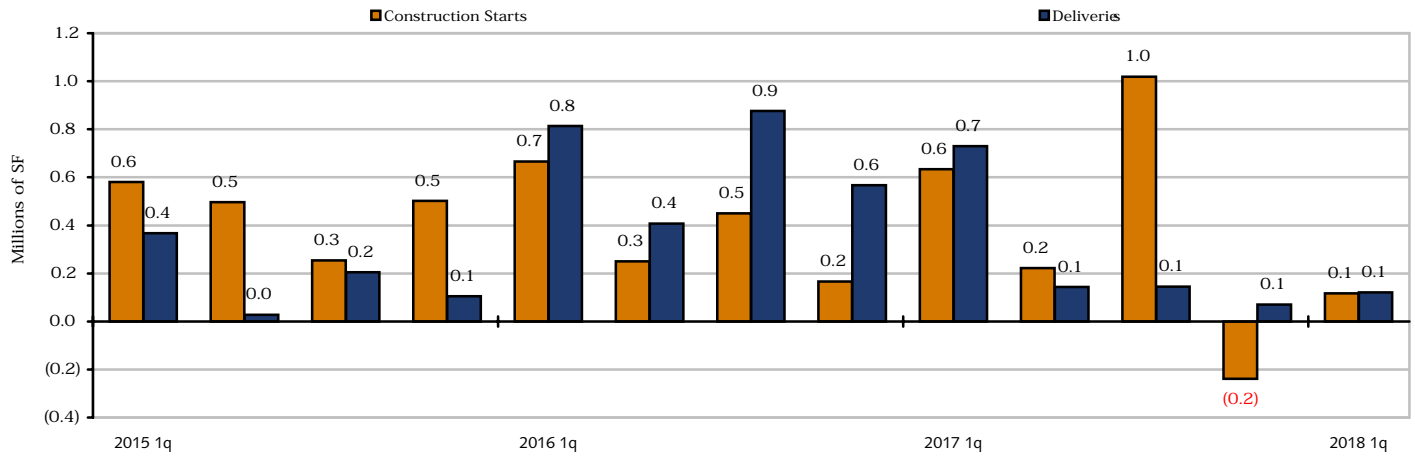
# San Antonio Industrial Market



Inventory & development

## Historical Construction Starts & Deliveries

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

## RECENT DELIVERIES BY PROJECT SIZE Breakdown of Year-to-Date Development Based on RBA of Project

Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	3	71,066	28,166	39.6%	\$13.82	0	71,066
50,000 SF - 99,999 SF	1	50,050	0	0.0%	\$10.87	0	50,050
100,000 SF - 249,999 SF	0	0	0	0.0%	\$0.00	0	0
250,000 SF - 499,999 SF	0	0	0	0.0%	\$0.00	0	0
>= 500,000 SF	0	0	0	0.0%	\$0.00	0	0

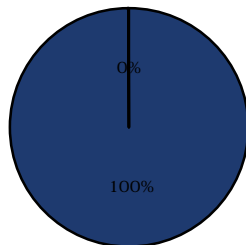
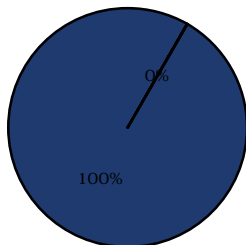
Source: CoStar Property®

## Recent Development by Tenancy

Based on RBA Developed for Single & Multi-Tenant Use

2018 Deliveries

Currently Under Construction



■ Multi ■ Single

■ Multi ■ Single

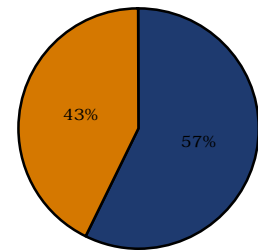
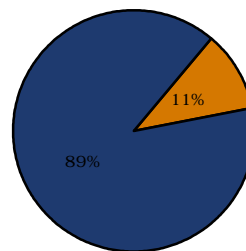
Source: CoStar Property®

## Existing Inventory Comparison

Based on Total RBA

By Building Type

By Tenancy Type



■ Flex ■ Warehouse

■ Multi ■ Single

Source: CoStar Property®

## Select Year-to-Date Deliveries

Based on Project Square Footage

### 1. Interchange North - Building 3

Submarket: **Northeast Industrial Market**  
 RBA: **50,050**  
 Occupied: **0%**  
 Quoted Rate: **\$10.87**  
 Grnd Brk Date: **Third Quarter 2017**  
 Deliv Date: **First Quarter 2018**  
 Leasing Co: **Industrial Group Southwest**  
 Developer: **Industrial Group Southwest, LLC**

### 2. 15900 University Oak

Submarket: **Northwest Industrial Market**  
 RBA: **40,500**  
 Occupied: **0%**  
 Quoted Rate: **\$14.00**  
 Grnd Brk Date: **N/A**  
 Deliv Date: **2018**  
 Leasing Co: **KW Commercial**  
 Developer: **N/A**

### 3. 3067 E Commerce St

Submarket: **Northeast Industrial Market**  
 RBA: **28,166**  
 Occupied: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Second Quarter 2016**  
 Deliv Date: **First Quarter 2018**  
 Leasing Co: **Unifirst Holdings**  
 Developer: **N/A**

### 4. 9341 Dietz Elkhorn Rd

Submarket: **Northwest Industrial Market**  
 RBA: **2,400**  
 Occupied: **0%**  
 Quoted Rate: **\$10.80**  
 Grnd Brk Date: **N/A**  
 Deliv Date: **2018**  
 Leasing Co: **KW Commercial**  
 Developer: **N/A**

## San Antonio Industrial Market



Inventory &amp; development

## Select Top Under Construction Properties

Based on Project Square Footage

- |   |   |  |
|---|---|--|
| <p><b>1. 17635 Ben E. Keith Way</b></p> <hr/> Submarket: <b>Comal County Industrial Market</b><br>RBA: <b>563,000</b><br>Preleased: <b>100%</b><br>Quoted Rate: <b>N/A</b><br>Grnd Brk Date: <b>Third Quarter 2017</b><br>Deliv Date: <b>Fourth Quarter 2018</b><br>Leasing Co: <b>N/A</b><br>Developer: <b>ESI Group</b>             | <p><b>2. Gateway10 - Building 1</b></p> <hr/> Submarket: <b>Northeast Industrial Market</b><br>RBA: <b>179,655</b><br>Preleased: <b>0%</b><br>Quoted Rate: <b>Negotiable</b><br>Grnd Brk Date: <b>Third Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>Stream Realty Partners-Central Texa</b><br>Developer: <b>N/A</b>                     | <p><b>3. 21105 W Interstate 10</b></p> <hr/> Submarket: <b>Northwest Industrial Market</b><br>RBA: <b>171,227</b><br>Preleased: <b>100%</b><br>Quoted Rate: <b>\$9.88</b><br>Grnd Brk Date: <b>Second Quarter 2017</b><br>Deliv Date: <b>Third Quarter 2018</b><br>Leasing Co: <b>N/A</b><br>Developer: <b>N/A</b>   |
| <p><b>4. Green Mountain Business Park #7 b</b></p> <hr/> Submarket: <b>North Central Industrial Market</b><br>RBA: <b>100,000</b><br>Preleased: <b>0%</b><br>Quoted Rate: <b>Negotiable</b><br>Grnd Brk Date: <b>First Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>CBRE</b><br>Developer: <b>N/A</b> | <p><b>5. Eisenhower Point Business Park Building 5</b></p> <hr/> Submarket: <b>Northeast Industrial Market</b><br>RBA: <b>97,865</b><br>Preleased: <b>50%</b><br>Quoted Rate: <b>Negotiable</b><br>Grnd Brk Date: <b>First Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>Cavender &amp; Hill Properties, Inc.</b><br>Developer: <b>N/A</b> | <p><b>6. Alamo Ridge Business Park 4</b></p> <hr/> Submarket: <b>Northwest Industrial Market</b><br>RBA: <b>96,930</b><br>Preleased: <b>100%</b><br>Quoted Rate: <b>\$5.35</b><br>Grnd Brk Date: <b>Second Quarter 2016</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>Cavender &amp; Hill Properties, Inc.</b><br>Developer: <b>N/A</b>                                |
| <p><b>7. 4830 N Loop 1604 W</b></p> <hr/> Submarket: <b>Northwest Industrial Market</b><br>RBA: <b>85,697</b><br>Preleased: <b>100%</b><br>Quoted Rate: <b>N/A</b><br>Grnd Brk Date: <b>First Quarter 2018</b><br>Deliv Date: <b>Third Quarter 2018</b><br>Leasing Co: <b>Pruitt Realty</b><br>Developer: <b>Pruitt Realty</b>        | <p><b>8. Eisenhower Point Business Park Building 6</b></p> <hr/> Submarket: <b>Northeast Industrial Market</b><br>RBA: <b>84,947</b><br>Preleased: <b>0%</b><br>Quoted Rate: <b>\$5.75</b><br>Grnd Brk Date: <b>Third Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>Cavender &amp; Hill Properties, Inc.</b><br>Developer: <b>N/A</b>      | <p><b>9. Port San Antonio - 639 Billy Mitchell</b></p> <hr/> Submarket: <b>South Industrial Market</b><br>RBA: <b>79,950</b><br>Preleased: <b>0%</b><br>Quoted Rate: <b>\$12.00</b><br>Grnd Brk Date: <b>Third Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>Cavender &amp; Hill Properties, Inc.</b><br>Developer: <b>Peloton Commercial Real Estate</b> |
| <p><b>10. 7003 Heuermann Rd</b></p> <hr/> Submarket: <b>Northwest Industrial Market</b><br>RBA: <b>56,766</b><br>Preleased: <b>100%</b><br>Quoted Rate: <b>N/A</b><br>Grnd Brk Date: <b>Second Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>N/A</b><br>Developer: <b>N/A</b>                          | <p><b>11. Converse Business Center</b></p> <hr/> Submarket: <b>Northeast Industrial Market</b><br>RBA: <b>42,957</b><br>Preleased: <b>0%</b><br>Quoted Rate: <b>\$12.00</b><br>Grnd Brk Date: <b>Fourth Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>TJ Elite Properties</b><br>Developer: <b>N/A</b>                                     | <p><b>12. Crosswinds Way Industrial Park</b></p> <hr/> Submarket: <b>Northeast Industrial Market</b><br>RBA: <b>37,500</b><br>Preleased: <b>100%</b><br>Quoted Rate: <b>\$10.88</b><br>Grnd Brk Date: <b>Third Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>First American Commercial Property</b><br>Developer: <b>N/A</b>                              |
| <p><b>13. 16914 Alamo Pky</b></p> <hr/> Submarket: <b>Guadalupe County Industrial Market</b><br>RBA: <b>25,000</b><br>Preleased: <b>60%</b><br>Quoted Rate: <b>\$12.00</b><br>Grnd Brk Date: <b>First Quarter 2018</b><br>Deliv Date: <b>Third Quarter 2018</b><br>Leasing Co: <b>Endura Advisory Group</b><br>Developer: <b>N/A</b>  | <p><b>14. 7637 Fm 3009 - Building 1</b></p> <hr/> Submarket: <b>Comal County Industrial Market</b><br>RBA: <b>12,000</b><br>Preleased: <b>100%</b><br>Quoted Rate: <b>N/A</b><br>Grnd Brk Date: <b>Fourth Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>Platform Warehouse Suites</b><br>Developer: <b>N/A</b>                             | <p><b>15. 7637 Fm 3009 - Building 2</b></p> <hr/> Submarket: <b>Comal County Industrial Market</b><br>RBA: <b>12,000</b><br>Preleased: <b>100%</b><br>Quoted Rate: <b>N/A</b><br>Grnd Brk Date: <b>Fourth Quarter 2017</b><br>Deliv Date: <b>Second Quarter 2018</b><br>Leasing Co: <b>Platform Warehouse Suites</b><br>Developer: <b>N/A</b>  |



# San Antonio Industrial Market

Figures at a Glance

## Flex Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atascosa County	5	37,761	6,000	6,000	15.9%	0	0	0	\$13.00
Bandera County	0	0	0	0	0.0%	0	0	0	\$0.00
CBD	10	472,039	2,624	2,624	0.6%	5,576	0	0	\$9.93
Comal County	37	365,559	21,930	21,930	6.0%	0	0	0	\$11.10
Guadalupe County	22	239,970	0	0	0.0%	0	0	6,500	\$12.15
Kendall County	18	123,488	15,228	15,228	12.3%	(5,753)	0	0	\$14.92
Medina County	4	45,040	0	0	0.0%	0	0	0	\$0.00
North Central	284	4,468,760	256,681	281,802	6.3%	72,435	0	100,000	\$11.12
Northeast	176	2,843,800	398,175	398,175	14.0%	5,369	0	97,865	\$6.73
Northwest	225	5,003,398	498,514	498,514	10.0%	(21,871)	40,500	0	\$12.09
South	27	469,978	32,630	32,630	6.9%	(14,479)	0	0	\$9.36
Wilson County	0	0	0	0	0.0%	0	0	0	\$0.00
<b>Totals</b>	<b>808</b>	<b>14,069,793</b>	<b>1,231,782</b>	<b>1,256,903</b>	<b>8.9%</b>	<b>41,277</b>	<b>40,500</b>	<b>204,365</b>	<b>\$9.87</b>

Source: CoStar Property®

## Warehouse Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atascosa County	129	1,202,932	268,607	268,607	22.3%	11,193	0	0	\$14.07
Bandera County	9	62,197	0	0	0.0%	0	0	0	\$0.00
CBD	180	3,435,204	85,096	85,096	2.5%	0	0	0	\$7.90
Comal County	302	12,572,643	1,718,466	1,771,359	14.1%	66,662	0	650,300	\$6.01
Guadalupe County	296	10,741,655	204,840	256,175	2.4%	35,428	0	31,500	\$6.94
Kendall County	72	939,731	282,590	282,590	30.1%	5,060	0	3,000	\$6.31
Medina County	56	993,153	0	0	0.0%	0	0	0	\$0.00
North Central	686	12,509,062	325,262	355,696	2.8%	(26,452)	0	0	\$7.48
Northeast	1,029	36,649,900	2,096,933	2,152,382	5.9%	47,288	78,216	357,059	\$5.02
Northwest	718	14,942,397	366,473	366,473	2.5%	30,961	2,400	410,620	\$7.02
South	523	21,024,972	748,910	860,110	4.1%	81,762	0	79,750	\$6.49
Wilson County	29	206,264	14,624	14,624	7.1%	0	0	0	\$8.35
<b>Totals</b>	<b>4,029</b>	<b>115,280,110</b>	<b>6,111,801</b>	<b>6,413,112</b>	<b>5.6%</b>	<b>251,902</b>	<b>80,616</b>	<b>1,532,229</b>	<b>\$6.12</b>

Source: CoStar Property®

## Total Industrial Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atascosa County	134	1,240,693	274,607	274,607	22.1%	11,193	0	0	\$14.02
Bandera County	9	62,197	0	0	0.0%	0	0	0	\$0.00
CBD	190	3,907,243	87,720	87,720	2.2%	5,576	0	0	\$8.35
Comal County	339	12,938,202	1,740,396	1,793,289	13.9%	66,662	0	650,300	\$6.08
Guadalupe County	318	10,981,625	204,840	256,175	2.3%	35,428	0	38,000	\$7.23
Kendall County	90	1,063,219	297,818	297,818	28.0%	(693)	0	3,000	\$6.76
Medina County	60	1,038,193	0	0	0.0%	0	0	0	\$0.00
North Central	970	16,977,822	581,943	637,498	3.8%	45,983	0	100,000	\$8.79
Northeast	1,205	39,493,700	2,495,108	2,550,557	6.5%	52,657	78,216	454,924	\$5.23
Northwest	943	19,945,795	864,987	864,987	4.3%	9,090	42,900	410,620	\$8.58
South	550	21,494,950	781,540	892,740	4.2%	67,283	0	79,750	\$6.60
Wilson County	29	206,264	14,624	14,624	7.1%	0	0	0	\$8.35
<b>Totals</b>	<b>4,837</b>	<b>129,349,903</b>	<b>7,343,583</b>	<b>7,670,015</b>	<b>5.9%</b>	<b>293,179</b>	<b>121,116</b>	<b>1,736,594</b>	<b>\$6.60</b>

Source: CoStar Property®

## San Antonio Industrial Market



Figures at a Glance

## Flex Submarket Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atascosa County	5	37,761	6,000	6,000	15.9%	0	0	0	\$13.00
Bandera County	0	0	0	0	0.0%	0	0	0	\$0.00
CBD	10	472,039	2,624	2,624	0.6%	5,576	0	0	\$9.93
Comal County	37	365,559	21,930	21,930	6.0%	0	0	0	\$11.10
Far North Central	7	71,819	0	0	0.0%	4,674	0	0	\$10.80
Far Northwest	24	215,448	6,000	6,000	2.8%	0	0	0	\$0.00
Far West	10	710,380	0	0	0.0%	0	0	0	\$0.00
Guadalupe County	22	239,970	0	0	0.0%	0	0	6,500	\$12.15
Kendall County	18	123,488	15,228	15,228	12.3%	(5,753)	0	0	\$14.92
Medina County	4	45,040	0	0	0.0%	0	0	0	\$0.00
North Central	277	4,396,941	256,681	281,802	6.4%	67,761	0	100,000	\$11.13
Northeast	176	2,843,800	398,175	398,175	14.0%	5,369	0	97,865	\$6.73
Northwest	191	4,077,570	492,514	492,514	12.1%	(21,871)	40,500	0	\$12.09
South	27	469,978	32,630	32,630	6.9%	(14,479)	0	0	\$9.36
Wilson County	0	0	0	0	0.0%	0	0	0	\$0.00
<b>Totals</b>	<b>808</b>	<b>14,069,793</b>	<b>1,231,782</b>	<b>1,256,903</b>	<b>8.9%</b>	<b>41,277</b>	<b>40,500</b>	<b>204,365</b>	<b>\$9.87</b>

Source: CoStar Property®

## Warehouse Submarket Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atascosa County	129	1,202,932	268,607	268,607	22.3%	11,193	0	0	\$14.07
Bandera County	9	62,197	0	0	0.0%	0	0	0	\$0.00
CBD	180	3,435,204	85,096	85,096	2.5%	0	0	0	\$7.90
Comal County	302	12,572,643	1,718,466	1,771,359	14.1%	66,662	0	650,300	\$6.01
Far North Central	22	997,222	0	0	0.0%	0	0	0	\$0.00
Far Northwest	56	628,798	26,980	26,980	4.3%	(19,780)	2,400	227,993	\$10.23
Far West	43	2,707,367	0	0	0.0%	0	0	0	\$11.66
Guadalupe County	296	10,741,655	204,840	256,175	2.4%	35,428	0	31,500	\$6.94
Kendall County	72	939,731	282,590	282,590	30.1%	5,060	0	3,000	\$6.31
Medina County	56	993,153	0	0	0.0%	0	0	0	\$0.00
North Central	664	11,511,840	325,262	355,696	3.1%	(26,452)	0	0	\$7.48
Northeast	1,029	36,649,900	2,096,933	2,152,382	5.9%	47,288	78,216	357,059	\$5.02
Northwest	619	11,606,232	339,493	339,493	2.9%	50,741	0	182,627	\$6.83
South	523	21,024,972	748,910	860,110	4.1%	81,762	0	79,750	\$6.49
Wilson County	29	206,264	14,624	14,624	7.1%	0	0	0	\$8.35
<b>Totals</b>	<b>4,029</b>	<b>115,280,110</b>	<b>6,111,801</b>	<b>6,413,112</b>	<b>5.6%</b>	<b>251,902</b>	<b>80,616</b>	<b>1,532,229</b>	<b>\$6.12</b>

Source: CoStar Property®

## Total Industrial Submarket Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atascosa County	134	1,240,693	274,607	274,607	22.1%	11,193	0	0	\$14.02
Bandera County	9	62,197	0	0	0.0%	0	0	0	\$0.00
CBD	190	3,907,243	87,720	87,720	2.2%	5,576	0	0	\$8.35
Comal County	339	12,938,202	1,740,396	1,793,289	13.9%	66,662	0	650,300	\$6.08
Far North Central	29	1,069,041	0	0	0.0%	4,674	0	0	\$10.80
Far Northwest	80	844,246	32,980	32,980	3.9%	(19,780)	2,400	227,993	\$10.23
Far West	53	3,417,747	0	0	0.0%	0	0	0	\$11.66
Guadalupe County	318	10,981,625	204,840	256,175	2.3%	35,428	0	38,000	\$7.23
Kendall County	90	1,063,219	297,818	297,818	28.0%	(693)	0	3,000	\$6.76
Medina County	60	1,038,193	0	0	0.0%	0	0	0	\$0.00
North Central	941	15,908,781	581,943	637,498	4.0%	41,309	0	100,000	\$8.78
Northeast	1,205	39,493,700	2,495,108	2,550,557	6.5%	52,657	78,216	454,924	\$5.23
Northwest	810	15,683,802	832,007	832,007	5.3%	28,870	40,500	182,627	\$8.50
South	550	21,494,950	781,540	892,740	4.2%	67,283	0	79,750	\$6.60
Wilson County	29	206,264	14,624	14,624	7.1%	0	0	0	\$8.35
<b>Totals</b>	<b>4,837</b>	<b>129,349,903</b>	<b>7,343,583</b>	<b>7,670,015</b>	<b>5.9%</b>	<b>293,179</b>	<b>121,116</b>	<b>1,736,594</b>	<b>\$6.60</b>

Source: CoStar Property®



# San Antonio Industrial Market

Figures at a Glance

## Flex Market Statistics

First Quarter 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 1q	808	14,069,793	1,231,782	1,256,903	8.9%	41,277	1	40,500	3	204,365	\$9.87
2017 4q	807	14,029,293	1,231,213	1,257,680	9.0%	(84,698)	0	0	4	244,865	\$9.49
2017 3q	807	14,029,293	1,148,287	1,172,982	8.4%	47,159	0	0	4	244,865	\$9.34
2017 2q	806	14,020,293	1,206,347	1,211,141	8.6%	130,448	1	40,692	4	213,365	\$9.29
2017 1q	804	13,972,501	1,286,323	1,293,797	9.3%	(177,293)	0	0	4	245,657	\$10.41
2016	804	13,972,501	1,102,823	1,116,504	8.0%	(34,479)	1	38,400	2	47,792	\$10.40
2015	806	13,953,998	1,057,728	1,063,522	7.6%	374,754	2	11,000	1	38,400	\$10.24
2014	803	13,933,193	1,398,464	1,417,471	10.2%	121,193	6	243,336	2	6,875	\$9.91
2013	796	13,683,607	1,272,771	1,289,078	9.4%	96,403	2	28,000	6	227,656	\$9.29
2012	794	13,655,607	1,338,161	1,357,481	9.9%	127,999	2	18,100	3	98,000	\$8.42
2011	791	13,628,615	1,448,034	1,458,488	10.7%	64,774	2	20,050	2	17,992	\$8.12
2010	788	13,595,965	1,463,002	1,490,612	11.0%	51,026	2	16,520	2	20,050	\$8.34
2009	787	13,581,845	1,499,788	1,527,518	11.2%	(57,538)	6	41,861	2	16,520	\$8.82
2008	778	13,472,016	1,334,211	1,360,151	10.1%	(186,125)	5	96,321	6	81,473	\$8.83
2007	771	13,364,980	1,023,934	1,066,990	8.0%	197,723	7	51,890	4	73,968	\$9.19
2006	762	13,303,440	1,172,816	1,203,173	9.0%	70,559	5	92,747	7	49,440	\$8.83

Source: CoStar Property®

## Warehouse Market Statistics

First Quarter 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 1q	4,029	115,280,110	6,111,801	6,413,112	5.6%	251,902	3	80,616	23	1,532,229	\$6.12
2017 4q	4,026	115,199,494	6,320,411	6,584,398	5.7%	(24,496)	3	70,500	23	1,496,148	\$5.87
2017 3q	4,021	114,805,200	5,909,169	6,165,608	5.4%	882,190	5	145,402	18	1,805,715	\$5.78
2017 2q	4,017	114,699,228	6,721,616	6,942,918	6.1%	(8,176)	5	102,620	17	963,815	\$5.62
2017 1q	4,010	114,541,378	6,628,013	6,776,892	5.9%	(72,233)	6	729,165	18	853,219	\$5.56
2016	4,004	113,812,213	5,836,215	5,975,494	5.3%	2,261,046	34	2,626,927	19	1,146,633	\$5.64
2015	3,967	111,749,331	6,065,933	6,173,658	5.5%	2,125,902	28	693,516	24	2,288,401	\$5.32
2014	3,935	110,338,854	6,517,349	6,889,083	6.2%	1,529,067	34	1,892,865	19	1,191,858	\$5.18
2013	3,895	107,976,068	5,896,586	6,055,364	5.6%	1,750,130	27	1,540,688	26	2,288,767	\$4.99
2012	3,861	106,246,829	5,850,586	6,076,255	5.7%	3,563,282	38	1,663,701	29	2,639,030	\$4.81
2011	3,815	104,223,625	7,556,820	7,616,333	7.3%	2,047,684	25	1,068,782	30	1,434,778	\$4.49
2010	3,784	103,089,498	8,435,211	8,529,890	8.3%	693,829	13	177,962	14	900,158	\$4.64
2009	3,766	102,880,627	8,850,695	9,014,848	8.8%	(381,586)	15	447,003	12	150,264	\$4.95
2008	3,738	102,271,487	7,804,595	8,024,122	7.8%	1,674,745	32	2,366,251	17	493,893	\$5.27
2007	3,693	99,476,647	6,633,098	6,904,027	6.9%	3,651,944	49	2,143,827	30	2,373,388	\$4.90
2006	3,636	97,145,250	8,126,174	8,224,574	8.5%	5,002,267	53	5,117,231	44	2,037,552	\$4.44

Source: CoStar Property®

## Total Industrial Market Statistics

First Quarter 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 1q	4,837	129,349,903	7,343,583	7,670,015	5.9%	293,179	4	121,116	26	1,736,594	\$6.60
2017 4q	4,833	129,228,787	7,551,624	7,842,078	6.1%	(109,194)	3	70,500	27	1,741,013	\$6.32
2017 3q	4,828	128,834,493	7,057,456	7,338,590	5.7%	929,349	5	145,402	22	2,050,580	\$6.17
2017 2q	4,823	128,719,521	7,927,963	8,154,059	6.3%	122,272	6	143,312	21	1,177,180	\$6.02
2017 1q	4,814	128,513,879	7,914,336	8,070,689	6.3%	(249,526)	6	729,165	22	1,098,876	\$6.01
2016	4,808	127,784,714	6,939,038	7,091,998	5.5%	2,226,567	35	2,665,327	21	1,194,425	\$6.16
2015	4,773	125,703,329	7,123,661	7,237,180	5.8%	2,500,656	30	704,516	25	2,326,801	\$5.90
2014	4,738	124,272,047	7,915,813	8,306,554	6.7%	1,650,260	40	2,136,201	21	1,198,733	\$5.92
2013	4,691	121,659,675	7,169,357	7,344,442	6.0%	1,846,533	29	1,568,688	32	2,516,423	\$5.66
2012	4,655	119,902,436	7,188,747	7,433,736	6.2%	3,691,281	40	1,681,801	32	2,737,030	\$5.36
2011	4,606	117,852,240	9,004,854	9,074,821	7.7%	2,112,458	27	1,088,832	32	1,452,770	\$4.97
2010	4,572	116,685,463	9,898,213	10,020,502	8.6%	744,855	15	194,482	16	920,208	\$5.12
2009	4,553	116,462,472	10,350,483	10,542,366	9.1%	(439,124)	21	488,864	14	166,784	\$5.49
2008	4,516	115,743,503	9,138,806	9,384,273	8.1%	1,488,620	37	2,462,572	23	575,366	\$5.74
2007	4,464	112,841,627	7,657,032	7,971,017	7.1%	3,849,667	56	2,195,711	34	2,447,356	\$5.52
2006	4,398	110,448,690	9,298,990	9,427,747	8.5%	5,072,826	58	5,209,978	51	2,086,992	\$5.10

Source: CoStar Property®

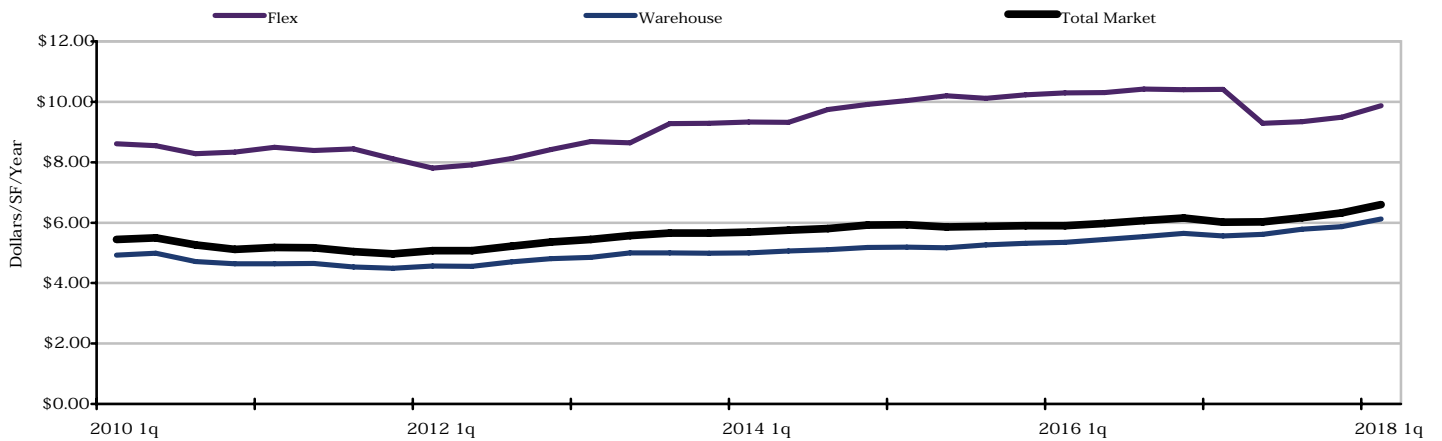
# San Antonio Industrial Market



Leasing Activity

## Historical Rental Rates

Based on Quoted Rental Rates

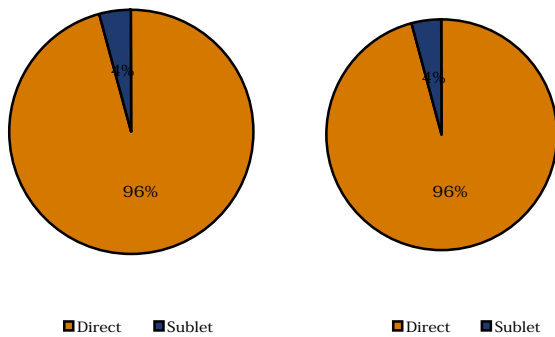


Source: CoStar Property®

## Vacancy by Available Space Type

Percent of All Vacant Space in Direct vs. Sublet

San Antonio      United States

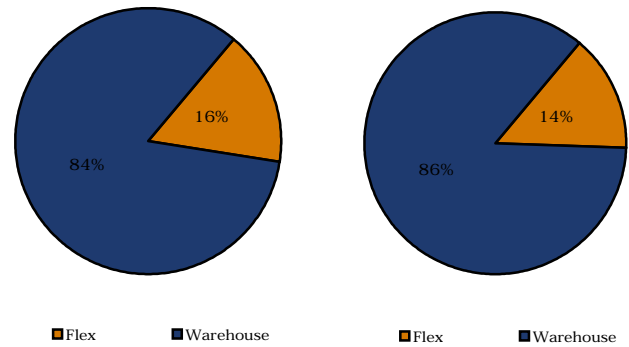


Source: CoStar Property®

## Vacancy by Building Type

Percent of All Vacant Space by Building Type

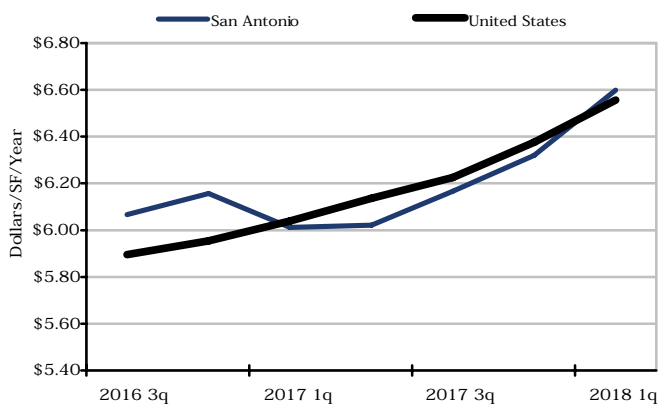
San Antonio      United States



Source: CoStar Property®

## U.S. Rental Rate Comparison

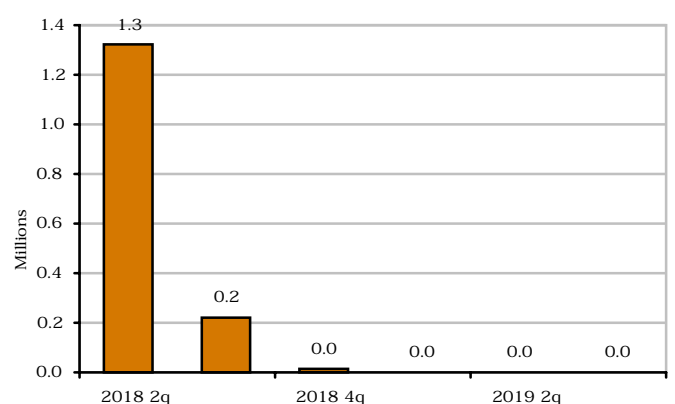
Based on Average Quoted Rental Rates



Source: CoStar Property®

## Future Space Available

Space Scheduled to be Available for Occupancy\*



Source: CoStar Property®

\* Includes Under Construction Space





# San Antonio Industrial Market

Leasing Activity

## Select Top Industrial Leases Based on Leased Square Footage For Deals Signed in 2018

Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company	
1	Alamo Downs Distribution Center - Building 1	Northwest	78,000	1st	N/A	N/A	Endura Advisory Group
2	Eisenhower Point Business Park Building 5	Northeast	48,933	1st	N/A	N/A	Cavender & Hill Properties, Inc.
3	Eisenhower 35 Distribution Center - Building	Northeast	44,000	1st	N/A	N/A	Endura Advisory Group
4	12621 Silicon Dr	Northwest	41,752	1st	N/A	N/A	Peloton Commercial Real Estate
5	10711 Distribution Center Bldg 1	Northeast	38,400	1st	N/A	N/A	Endura Advisory Group
6	8154 Bracken Creek Drive	Comal County	36,100	1st	N/A	N/A	Cavender & Hill Properties, Inc.
7	Alamo Downs Distribution Center	Northwest	35,539	1st	N/A	N/A	Cavender & Hill Properties, Inc.
8	Port San Antonio - Building 3	South	31,900	1st	N/A	Peloton Commercial Real Estate	Cavender & Hill Properties, Inc.
9	ProLogis Park - Perrin Creek Corpora - Buidin	Northeast	30,436	1st	N/A	N/A	Stream Realty Partners - Central Texa
10	Cornerstone Industrial Park - Building 3	Northeast	25,380	1st	N/A	N/A	Cavender & Hill Properties, Inc.
11	8799 Crownhill Blvd	North Central	25,000	1st	N/A	N/A	Peloton Commercial Real Estate
12	4260 Dividend Dr	Northeast	18,118	1st	Empire Texas Equities, Ltd	N/A	Empire Texas Equities, Ltd.
13	Alamo Ridge Business Park 1	Northwest	15,456	1st	N/A	N/A	Cavender & Hill Properties, Inc.
14	1014 Paulsun	Northeast	12,000	1st	N/A	N/A	Cavender & Hill Properties, Inc.
15	Brookhollow Business Center - Building A	North Central	10,292	1st	N/A	N/A	RL Worth & Associates
16	3520 N Loop 1604 E - Bldg C	North Central	10,000	1st	DC Restoration	N/A	Commerical & Investment Real Estate
17	Binz-Engleman Distribution Center - Bldg B	Northeast	9,800	1st	N/A	N/A	TIG Real Estate Services, Inc.
18	O'Connor Road Business Park - Bldg B	Northeast	9,000	1st	N/A	N/A	Stream Realty Partners - Central Texa
19	IH-35 Business Center - Building 3	Northeast	8,400	1st	N/A	N/A	Valcor Commercial Real Estate
20	Alamo Downs Distribution Center	Northwest	7,800	1st	N/A	N/A	Cavender & Hill Properties, Inc.
21	Starcrest Center - Bldg 5	North Central	7,780	1st	N/A	N/A	Kotel Investments, Inc.
22	115 Braniff Dr	North Central	7,200	1st	N/A	N/A	Alamo Commercial Real Estate
23	7,100 SF Warehouse	Kendall County	6,000	1st	N/A	N/A	NWSA Realty
24	6728 Guada Coma Dr	Comal County	6,000	1st	N/A	N/A	Endura Advisory Group
25	943 Clydeville Rd	North Central	6,000	1st	N/A	N/A	Secor One Commercial Group Ltd.
26	Blossom Business Park Bldg 1	North Central	6,000	1st	N/A	N/A	Cavender & Hill Properties, Inc.
27	Interpark Business Park - Building 10	North Central	5,516	1st	N/A	N/A	RL Worth & Associates
28	7860 Mainland Dr	Northwest	5,500	1st	N/A	Direct Deal	Bradfield Properties Commercial Div
29	Center Park	Northeast	5,362	1st	N/A	N/A	Stream Realty Partners - Central Texa
30	5944 Zangs Dr	Northwest	5,000	1st	N/A	N/A	Kotel Investments, Inc.
31	1079 County Road 422	Atascosa County	5,000	1st	JMac	N/A	Brohill Realty
32	136B Industrial Dr	Kendall County	5,000	1st	N/A	N/A	Driskill Properties, LLC.
33	Nakoma Trade Center	North Central	4,900	1st	N/A	N/A	Peloton Commercial Real Estate
34	6 Burwood Ln	North Central	4,800	1st	N/A	N/A	Valcor Commercial Real Estate
35	Isom III	North Central	4,700	1st	N/A	N/A	Stream Realty Partners - Central Texa
36	18833 Redland Rd	Far North Central	4,674	1st	N/A	Direct Deal	Cresa
37	Alamo Business Park	Northeast	4,626	1st	N/A	N/A	Cavender & Hill Properties, Inc.
38	Wye St 10903	Northeast	4,480	1st	Global Restoration Services	N/A	Ernest Soble Commercial Properties,
39	2632 SI-35 Fwy	Comal County	4,400	1st	N/A	N/A	Core 35 Realty, LLC
40	28120 Boerne Stage Rd	Far Northwest	4,125	1st	N/A	N/A	The Boehm Team of Keller Williams R

Source: CoStar Property®

\* Renewal

# San Antonio Industrial Market

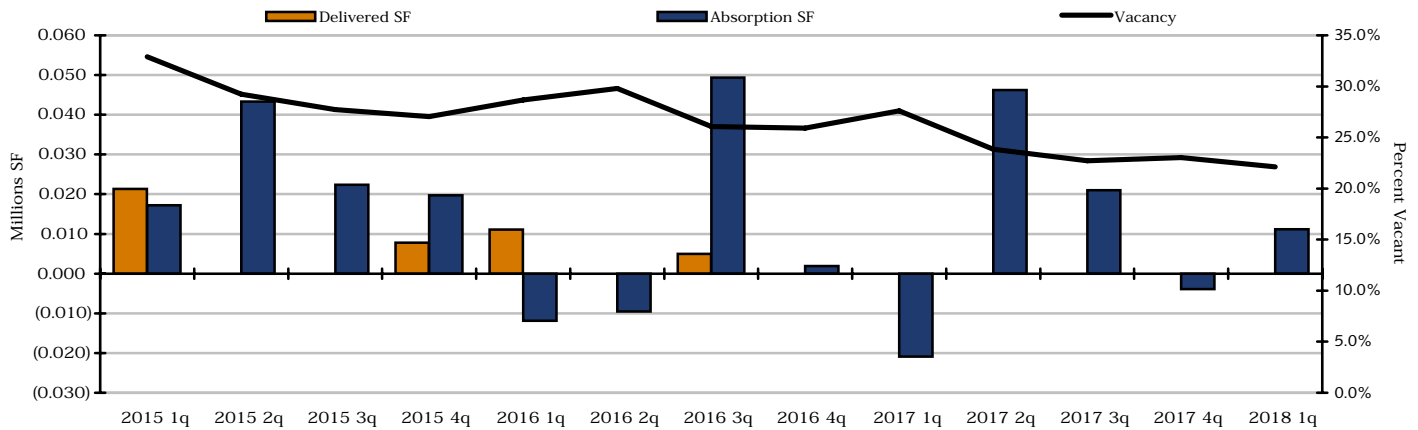


## Atascosa County Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

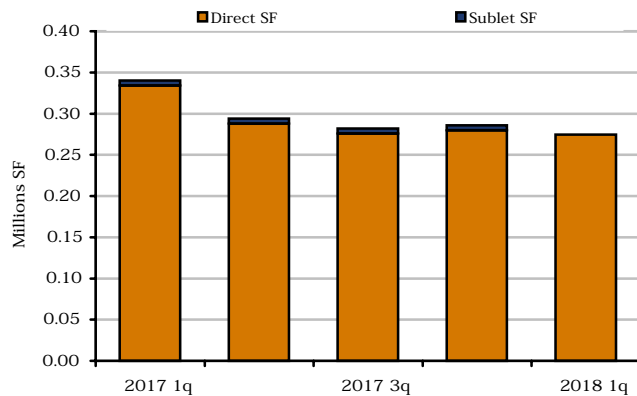
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

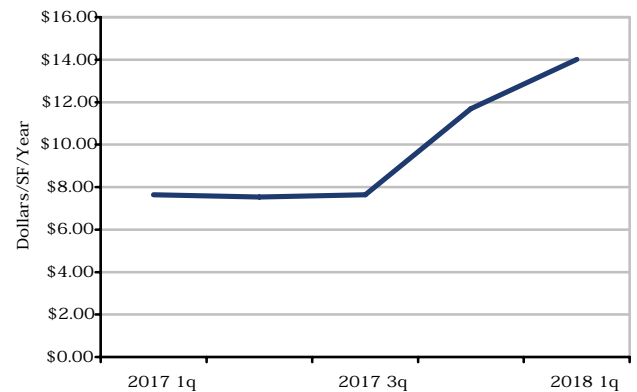
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	134	1,240,693	274,607	22.1%	11,193	0	0	0	0	\$14.02
2017 4q	134	1,240,693	285,800	23.0%	(3,933)	0	0	0	0	\$11.69
2017 3q	134	1,240,693	281,867	22.7%	20,974	0	0	0	0	\$7.63
2017 2q	133	1,231,693	293,841	23.9%	46,210	0	0	1	9,000	\$7.54
2017 1q	133	1,231,693	340,051	27.6%	(20,903)	0	0	0	0	\$7.63
2016 4q	133	1,231,693	319,148	25.9%	1,922	0	0	0	0	\$7.33
2016 3q	133	1,231,693	321,070	26.1%	49,394	1	5,000	0	0	\$6.71
2016 2q	132	1,226,693	365,464	29.8%	(9,501)	0	0	1	5,000	\$6.57
2016 1q	131	1,220,843	350,113	28.7%	(11,902)	1	11,098	2	10,850	\$5.98
2015 4q	130	1,209,745	327,113	27.0%	19,737	1	7,800	3	21,948	\$6.03
2015 3q	127	1,193,945	331,050	27.7%	22,400	0	0	5	31,898	\$5.74
2015 2q	126	1,187,945	347,450	29.2%	43,300	0	0	4	21,800	\$4.97
2015 1q	126	1,187,945	390,750	32.9%	17,192	2	21,300	1	6,000	\$4.67
2014 4q	124	1,166,645	386,642	33.1%	38,308	3	23,400	2	21,300	\$4.32
2014 3q	121	1,143,245	401,550	35.1%	(3,200)	1	10,200	5	44,700	\$4.15
2014 2q	120	1,133,045	388,150	34.3%	36,600	0	0	4	33,600	\$3.49

Source: CoStar Property®



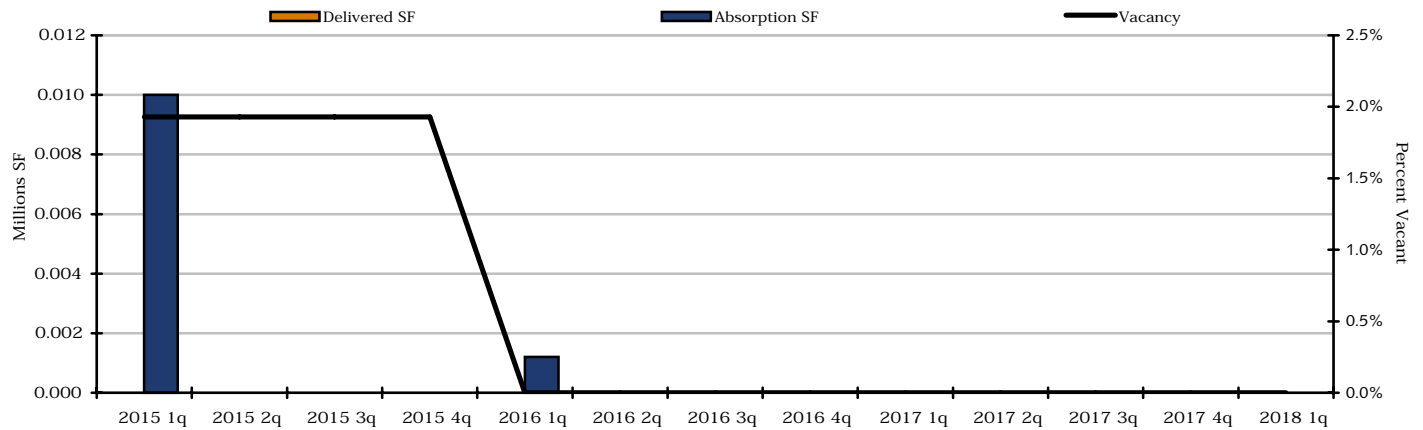
# San Antonio Industrial Market

## Bandera County Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

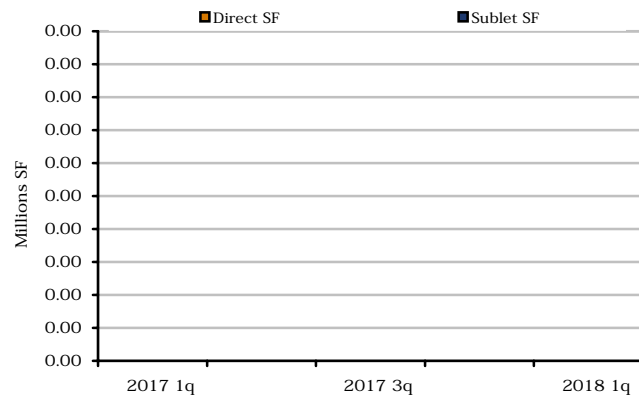
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

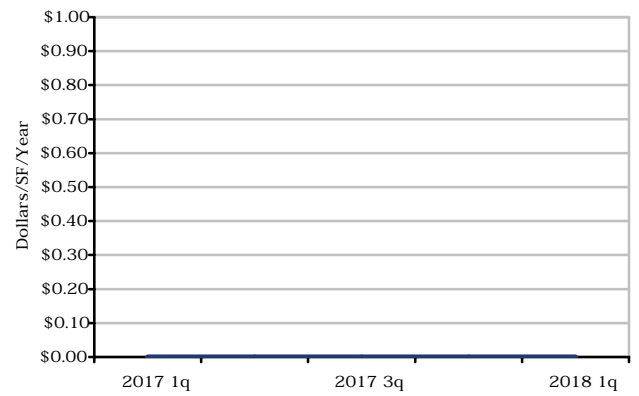
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	9	62,197	0	0.0%	0	0	0	0	0	\$0.00
2017 4q	9	62,197	0	0.0%	0	0	0	0	0	\$0.00
2017 3q	9	62,197	0	0.0%	0	0	0	0	0	\$0.00
2017 2q	9	62,197	0	0.0%	0	0	0	0	0	\$0.00
2017 1q	9	62,197	0	0.0%	0	0	0	0	0	\$0.00
2016 4q	9	62,197	0	0.0%	0	0	0	0	0	\$16.50
2016 3q	9	62,197	0	0.0%	0	0	0	0	0	\$16.50
2016 2q	9	62,197	0	0.0%	0	0	0	0	0	\$16.50
2016 1q	9	62,197	0	0.0%	1,200	0	0	0	0	\$16.50
2015 4q	9	62,197	1,200	1.9%	0	0	0	0	0	\$16.50
2015 3q	9	62,197	1,200	1.9%	0	0	0	0	0	\$16.50
2015 2q	9	62,197	1,200	1.9%	0	0	0	0	0	\$16.50
2015 1q	9	62,197	1,200	1.9%	10,000	0	0	0	0	\$16.50
2014 4q	9	62,197	11,200	18.0%	(10,000)	0	0	0	0	\$16.50
2014 3q	9	62,197	1,200	1.9%	0	0	0	0	0	\$5.36
2014 2q	9	62,197	1,200	1.9%	(1,200)	0	0	0	0	\$5.36

Source: CoStar Property®

# San Antonio Industrial Market

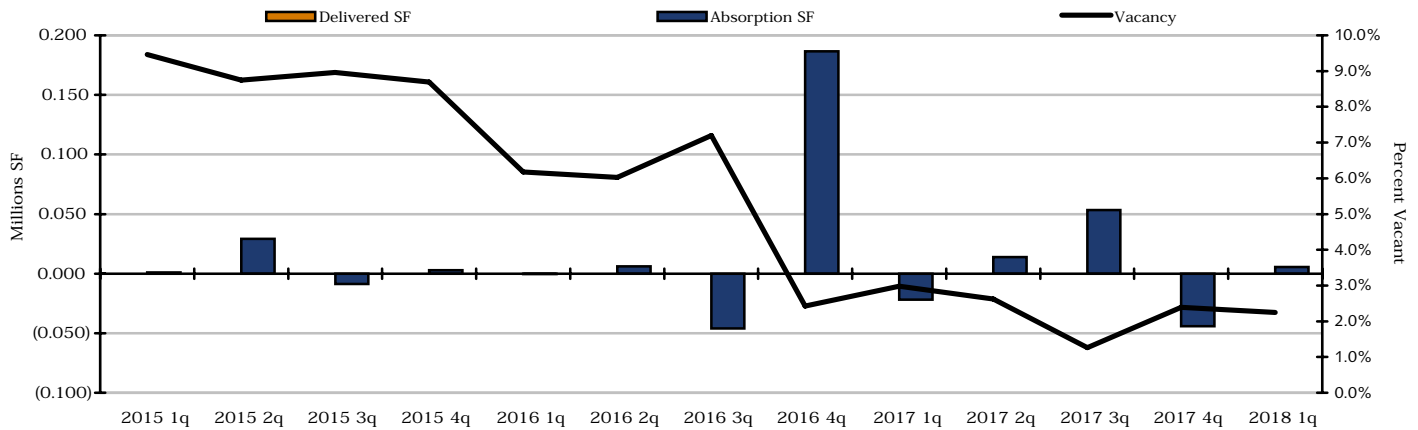


## CBD Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

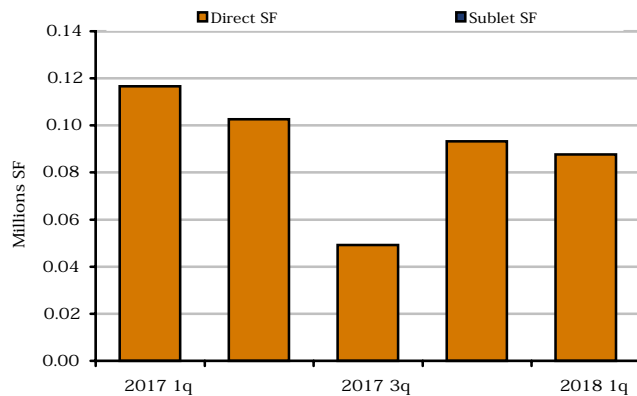
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

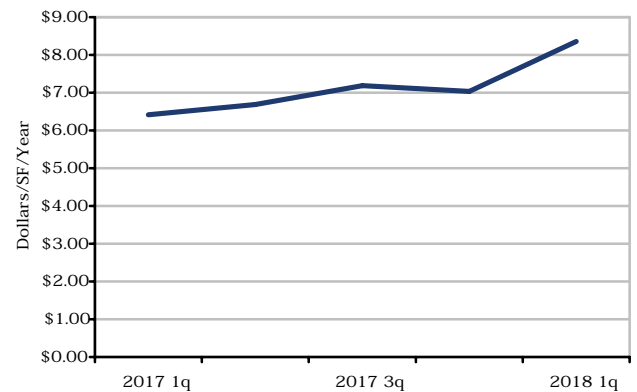
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	190	3,907,243	87,720	2.2%	5,576	0	0	0	0	\$8.35
2017 4q	190	3,907,243	93,296	2.4%	(44,116)	0	0	0	0	\$7.03
2017 3q	190	3,907,243	49,180	1.3%	53,421	0	0	0	0	\$7.18
2017 2q	190	3,907,243	102,601	2.6%	13,993	0	0	0	0	\$6.69
2017 1q	190	3,907,243	116,594	3.0%	(21,922)	0	0	0	0	\$6.42
2016 4q	190	3,907,243	94,672	2.4%	186,510	0	0	0	0	\$6.47
2016 3q	190	3,907,243	281,182	7.2%	(45,917)	0	0	0	0	\$6.35
2016 2q	190	3,907,243	235,265	6.0%	6,000	0	0	0	0	\$7.10
2016 1q	190	3,907,243	241,265	6.2%	(255)	0	0	0	0	\$6.09
2015 4q	192	4,015,148	348,915	8.7%	2,895	0	0	0	0	\$5.95
2015 3q	193	4,023,819	360,481	9.0%	(8,671)	0	0	0	0	\$5.22
2015 2q	193	4,023,819	351,810	8.7%	29,100	0	0	0	0	\$5.22
2015 1q	193	4,023,819	380,910	9.5%	1,068	0	0	0	0	\$5.22
2014 4q	193	4,023,819	381,978	9.5%	100	0	0	0	0	\$5.22
2014 3q	193	4,023,819	382,078	9.5%	(100)	0	0	0	0	\$5.28
2014 2q	193	4,023,819	381,978	9.5%	1,400	0	0	0	0	\$5.19

Source: CoStar Property®



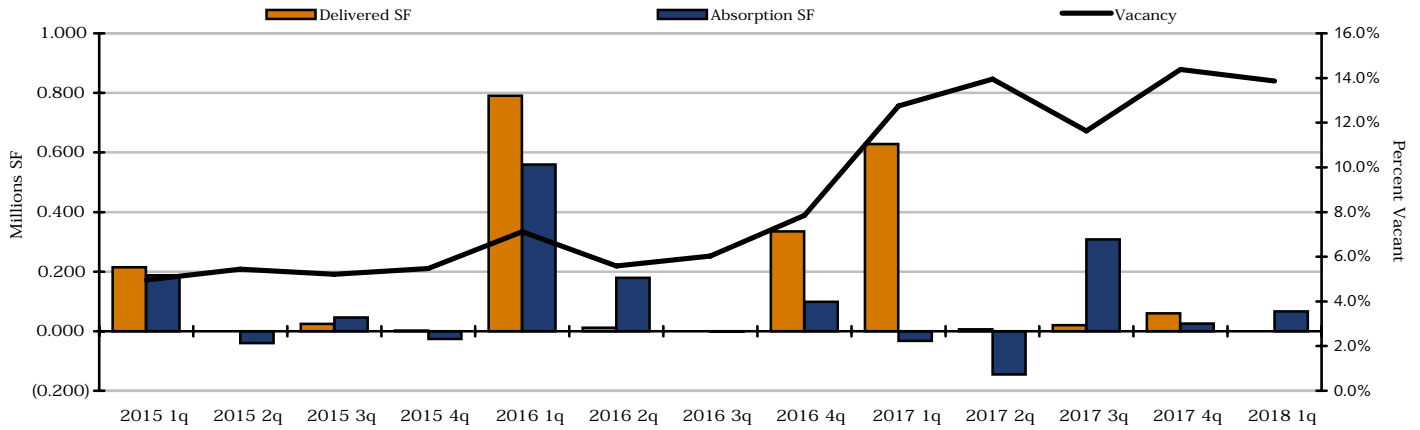
# San Antonio Industrial Market

## Comal County Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

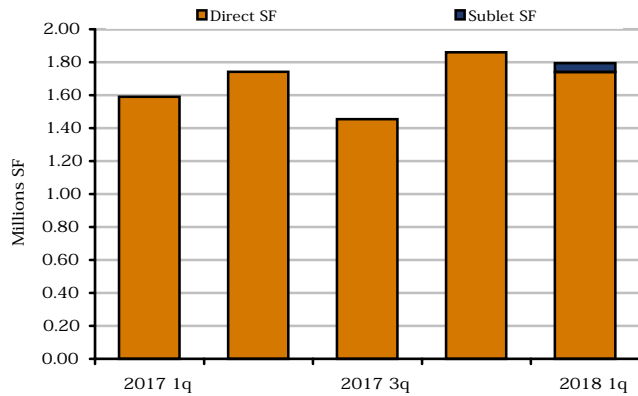
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

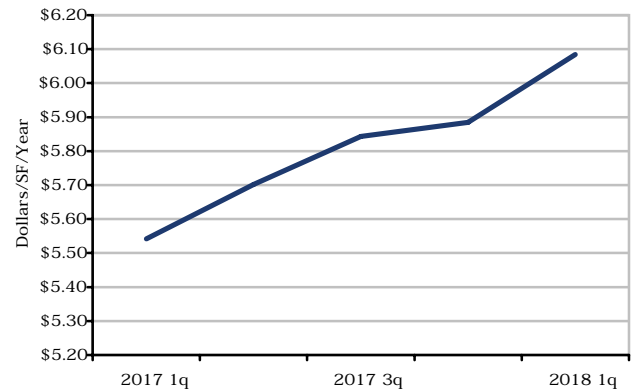
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	339	12,938,202	1,793,289	13.9%	66,662	0	0	9	650,300	\$6.08
2017 4q	339	12,938,202	1,859,951	14.4%	25,152	2	60,000	9	650,300	\$5.88
2017 3q	335	12,507,498	1,454,399	11.6%	308,020	2	20,500	5	993,704	\$5.84
2017 2q	333	12,486,998	1,741,919	13.9%	(145,313)	1	6,000	6	451,204	\$5.70
2017 1q	332	12,480,998	1,590,606	12.7%	(32,350)	3	627,754	5	433,751	\$5.54
2016 4q	329	11,853,244	930,502	7.9%	98,382	5	334,721	5	643,754	\$5.70
2016 3q	324	11,518,523	694,163	6.0%	(1,067)	0	0	7	946,857	\$5.67
2016 2q	320	11,465,523	640,096	5.6%	178,938	1	12,000	9	590,257	\$5.58
2016 1q	321	11,462,725	816,236	7.1%	559,227	8	790,812	9	588,257	\$5.53
2015 4q	313	10,671,913	584,651	5.5%	(25,875)	1	2,162	10	1,017,348	\$5.64
2015 3q	312	10,669,751	556,614	5.2%	46,368	2	24,000	7	971,510	\$5.41
2015 2q	310	10,645,751	578,982	5.4%	(40,055)	0	0	5	951,348	\$5.36
2015 1q	309	10,633,751	526,927	5.0%	188,279	3	214,925	3	412,000	\$5.62
2014 4q	306	10,418,826	500,281	4.8%	341,378	0	0	5	238,925	\$5.59
2014 3q	305	10,103,464	526,297	5.2%	46,270	1	21,930	5	542,287	\$5.63
2014 2q	304	10,081,534	550,637	5.5%	(85,684)	1	39,884	4	550,055	\$5.74

Source: CoStar Property®

# San Antonio Industrial Market

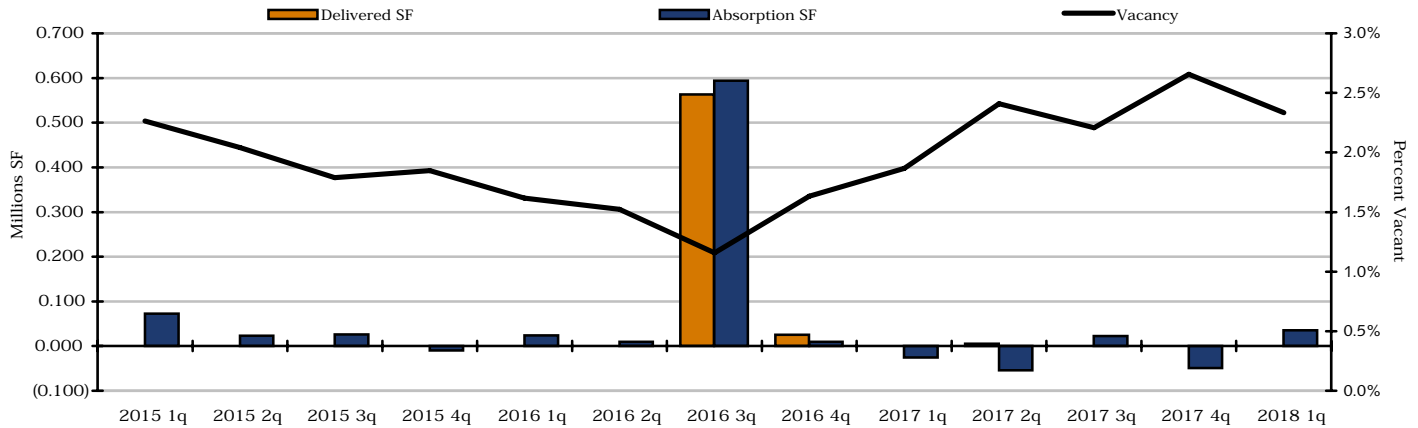


## Guadalupe County Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

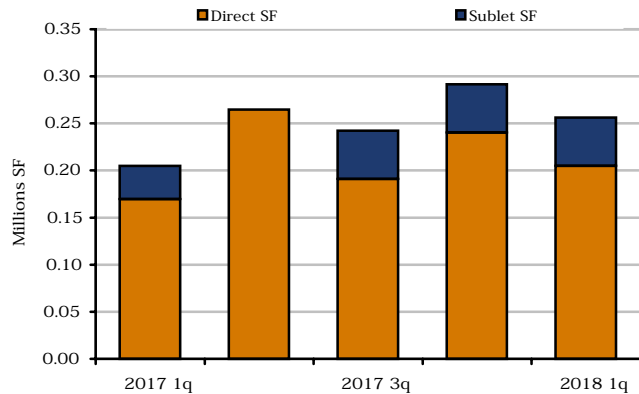
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

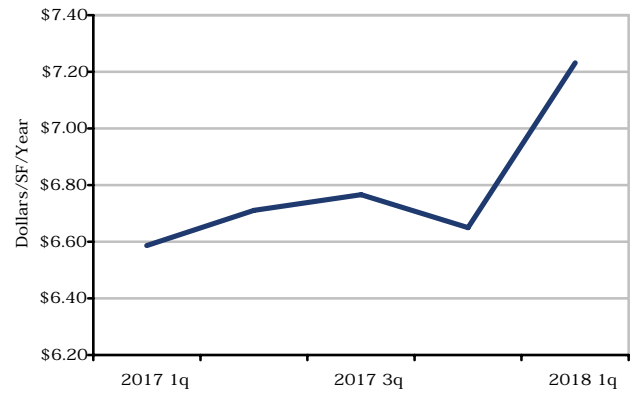
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	318	10,981,625	256,175	2.3%	35,428	0	0	3	38,000	\$7.23
2017 4q	318	10,981,625	291,603	2.7%	(49,178)	0	0	2	13,000	\$6.65
2017 3q	318	10,981,625	242,425	2.2%	22,121	0	0	2	13,000	\$6.77
2017 2q	317	10,980,533	264,546	2.4%	(54,464)	1	5,200	2	13,000	\$6.71
2017 1q	316	10,975,333	204,882	1.9%	(25,592)	0	0	1	5,200	\$6.59
2016 4q	316	10,975,333	179,290	1.6%	9,580	1	25,000	1	5,200	\$7.53
2016 3q	314	10,912,833	126,370	1.2%	594,194	2	563,000	2	62,500	\$7.49
2016 2q	312	10,349,833	157,564	1.5%	9,750	0	0	4	625,500	\$7.26
2016 1q	312	10,349,833	167,314	1.6%	24,050	0	0	3	588,000	\$6.88
2015 4q	312	10,349,833	191,364	1.8%	(9,850)	0	0	2	582,000	\$6.06
2015 3q	313	10,353,381	185,062	1.8%	26,188	0	0	1	557,000	\$5.89
2015 2q	313	10,353,381	211,250	2.0%	23,100	0	0	0	0	\$5.90
2015 1q	313	10,353,381	234,350	2.3%	72,801	0	0	0	0	\$5.87
2014 4q	314	10,363,281	317,051	3.1%	(83,641)	0	0	0	0	\$5.63
2014 3q	314	10,363,281	233,410	2.3%	(39,732)	0	0	0	0	\$5.32
2014 2q	314	10,363,281	193,678	1.9%	30,850	0	0	0	0	\$5.33

Source: CoStar Property®



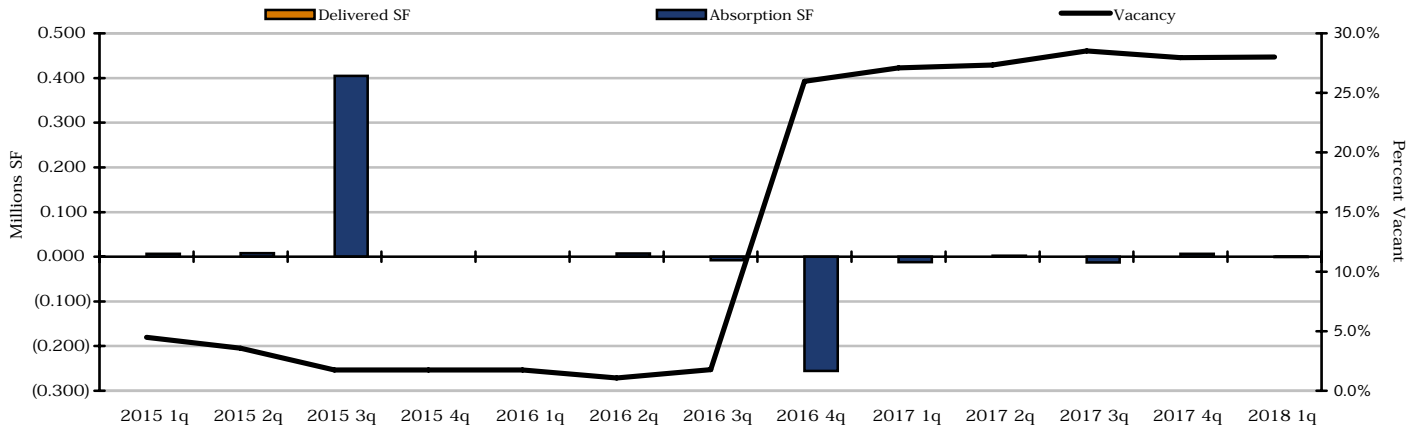
# San Antonio Industrial Market

## Kendall County Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

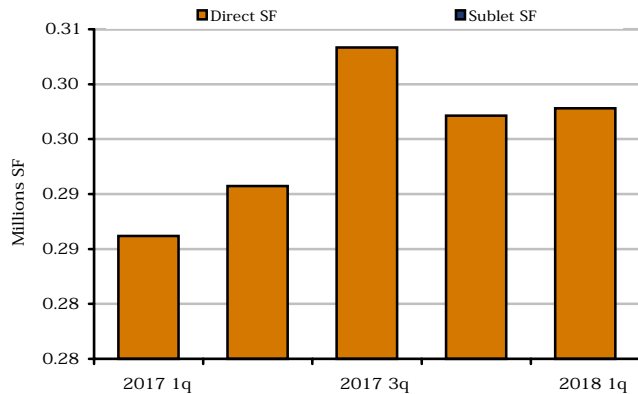
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

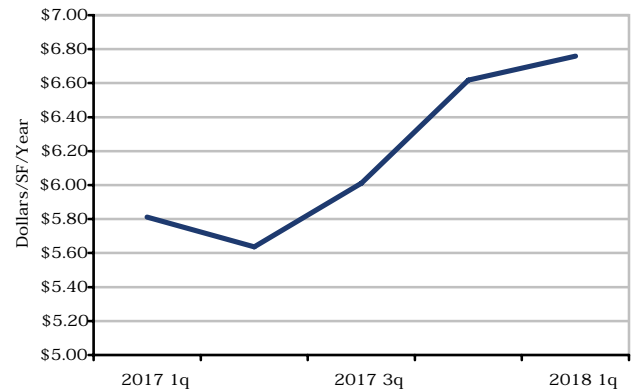
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	90	1,063,219	297,818	28.0%	(693)	0	0	1	3,000	\$6.76
2017 4q	90	1,063,219	297,125	27.9%	6,210	0	0	1	3,000	\$6.62
2017 3q	90	1,063,219	303,335	28.5%	(12,615)	0	0	0	0	\$6.01
2017 2q	90	1,063,219	290,720	27.3%	2,550	0	0	0	0	\$5.64
2017 1q	89	1,056,119	286,170	27.1%	(11,960)	0	0	1	7,100	\$5.81
2016 4q	89	1,056,119	274,210	26.0%	(255,500)	0	0	1	7,100	\$6.19
2016 3q	89	1,056,119	18,710	1.8%	(7,500)	0	0	0	0	\$5.40
2016 2q	89	1,056,119	11,210	1.1%	7,290	0	0	0	0	\$5.55
2016 1q	89	1,056,119	18,500	1.8%	0	0	0	0	0	\$6.41
2015 4q	89	1,056,119	18,500	1.8%	0	0	0	0	0	\$6.53
2015 3q	89	1,056,119	18,500	1.8%	404,900	0	0	0	0	\$6.58
2015 2q	88	656,119	23,400	3.6%	7,775	0	0	1	400,000	\$6.58
2015 1q	87	654,244	29,300	4.5%	6,300	0	0	2	401,875	\$6.36
2014 4q	87	654,244	35,600	5.4%	(1,600)	0	0	2	401,875	\$6.82
2014 3q	87	654,244	34,000	5.2%	(22,300)	0	0	0	0	\$6.65
2014 2q	87	654,244	11,700	1.8%	14,880	0	0	0	0	\$7.89

Source: CoStar Property®

# San Antonio Industrial Market

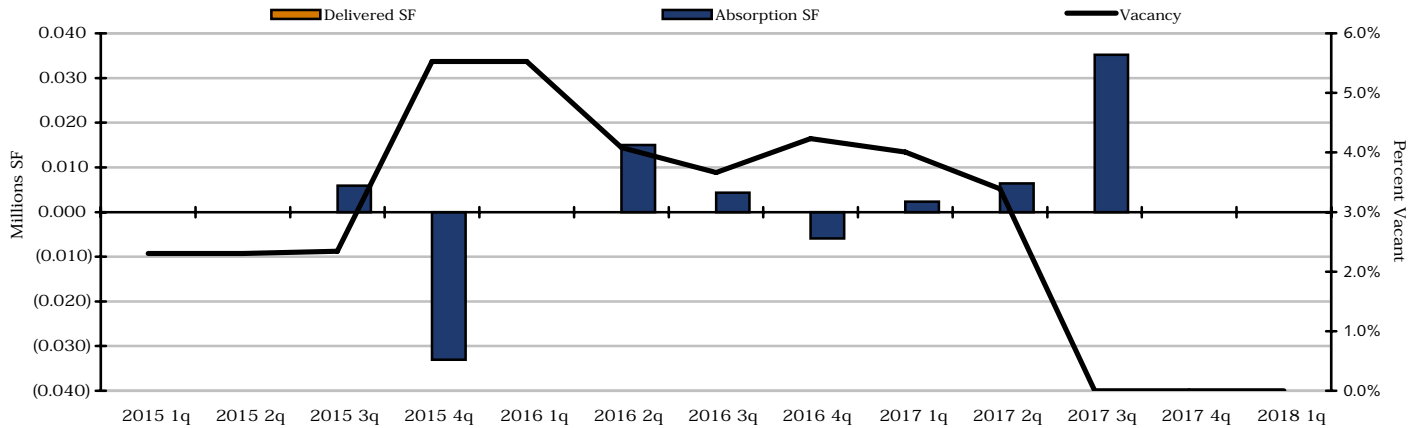


## Medina County Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

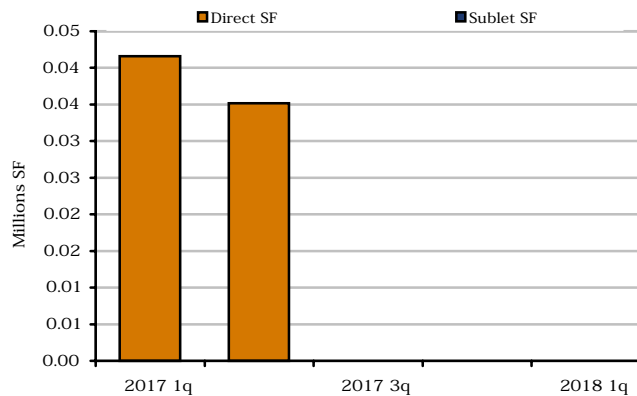
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

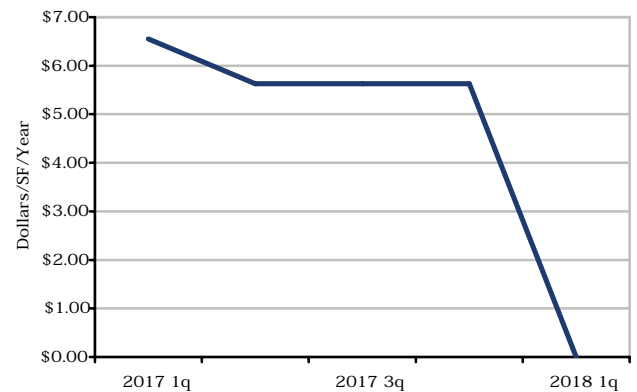
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	60	1,038,193	0	0.0%	0	0	0	0	0	\$0.00
2017 4q	60	1,038,193	0	0.0%	0	0	0	0	0	\$5.63
2017 3q	60	1,038,193	0	0.0%	35,183	0	0	0	0	\$5.63
2017 2q	60	1,038,193	35,183	3.4%	6,400	0	0	0	0	\$5.63
2017 1q	60	1,038,193	41,583	4.0%	2,350	0	0	0	0	\$6.55
2016 4q	60	1,038,193	43,933	4.2%	(5,900)	0	0	0	0	\$3.51
2016 3q	60	1,038,193	38,033	3.7%	4,350	0	0	0	0	\$3.51
2016 2q	60	1,038,193	42,383	4.1%	15,000	0	0	0	0	\$3.51
2016 1q	60	1,038,193	57,383	5.5%	0	0	0	0	0	\$3.51
2015 4q	60	1,038,193	57,383	5.5%	(33,083)	0	0	0	0	\$3.51
2015 3q	60	1,038,193	24,300	2.3%	5,900	0	0	0	0	\$3.51
2015 2q	59	1,031,793	23,800	2.3%	0	0	0	1	6,400	\$3.51
2015 1q	59	1,031,793	23,800	2.3%	0	0	0	1	6,400	\$3.51
2014 4q	59	1,031,793	23,800	2.3%	(1,200)	0	0	0	0	\$3.51
2014 3q	59	1,031,793	22,600	2.2%	0	0	0	0	0	\$3.51
2014 2q	59	1,031,793	22,600	2.2%	0	0	0	0	0	\$3.51

Source: CoStar Property®





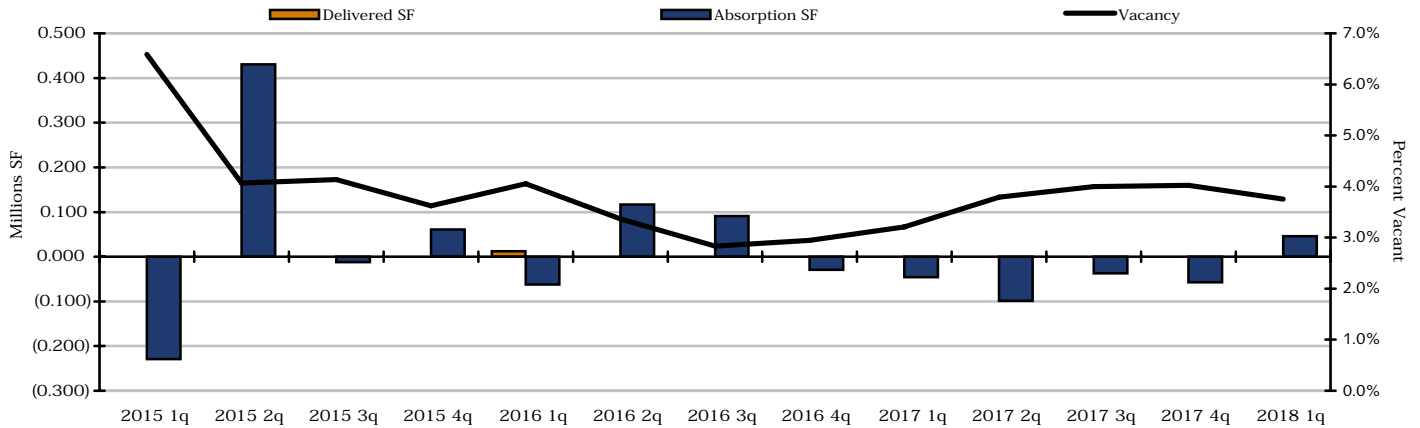
# San Antonio Industrial Market

## North Central Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

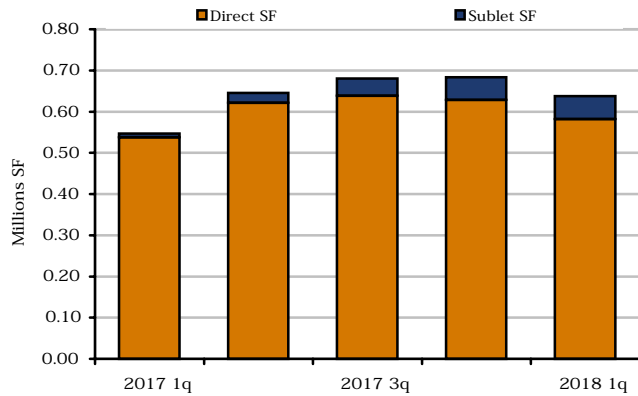
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

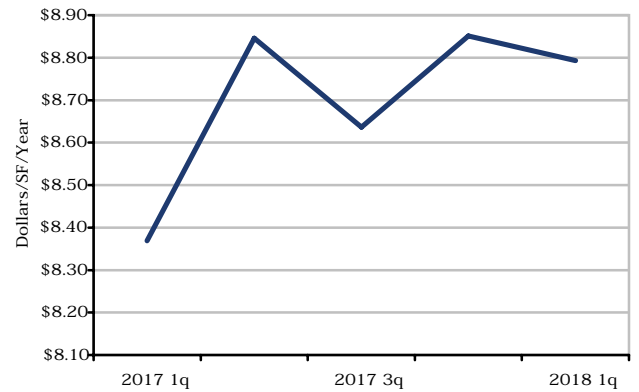
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	970	16,977,822	637,498	3.8%	45,983	0	0	1	100,000	\$8.79
2017 4q	970	16,977,822	683,481	4.0%	(57,423)	0	0	1	100,000	\$8.85
2017 3q	971	17,032,352	680,588	4.0%	(36,812)	0	0	1	100,000	\$8.64
2017 2q	971	17,034,352	645,776	3.8%	(98,755)	0	0	2	110,000	\$8.85
2017 1q	971	17,034,352	547,021	3.2%	(45,458)	0	0	2	110,000	\$8.37
2016 4q	971	17,034,352	501,563	2.9%	(29,606)	0	0	0	0	\$8.98
2016 3q	972	17,045,047	482,652	2.8%	91,184	0	0	0	0	\$9.13
2016 2q	972	17,045,047	573,836	3.4%	117,088	0	0	0	0	\$8.74
2016 1q	972	17,045,047	690,924	4.1%	(62,209)	1	12,000	0	0	\$8.90
2015 4q	971	17,033,047	616,715	3.6%	60,787	0	0	1	12,000	\$8.42
2015 3q	972	17,060,947	705,402	4.1%	(11,988)	0	0	1	12,000	\$8.25
2015 2q	972	17,060,947	693,414	4.1%	430,697	0	0	0	0	\$8.38
2015 1q	972	17,060,947	1,124,111	6.6%	(228,791)	0	0	0	0	\$8.35
2014 4q	972	17,060,947	895,320	5.2%	44,691	0	0	0	0	\$8.17
2014 3q	972	17,060,947	940,011	5.5%	7,598	1	58,000	0	0	\$7.99
2014 2q	971	17,002,947	889,609	5.2%	(45,495)	0	0	1	58,000	\$7.54

Source: CoStar Property®

# San Antonio Industrial Market

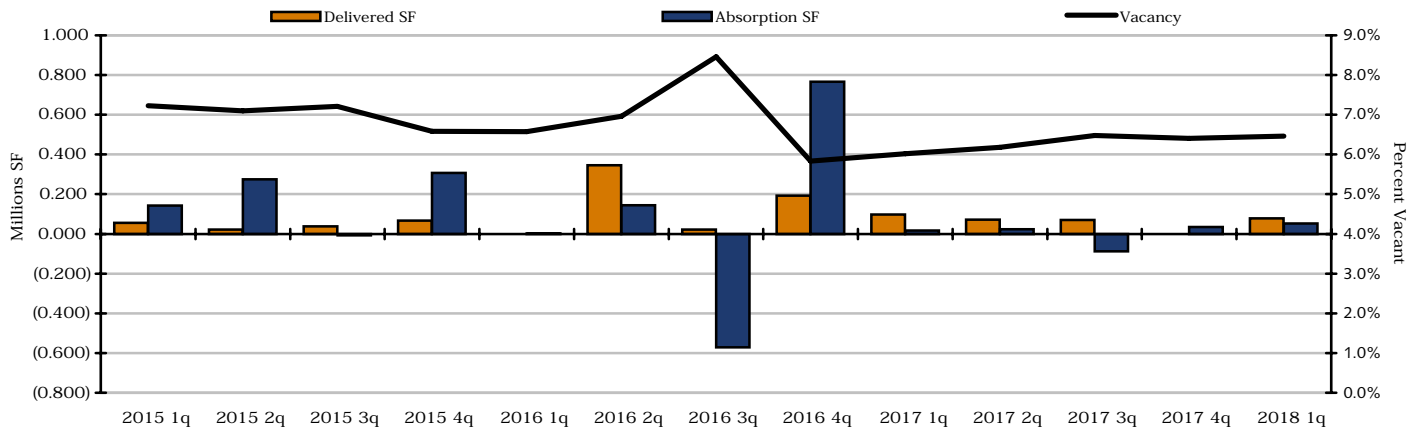


## Northeast Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

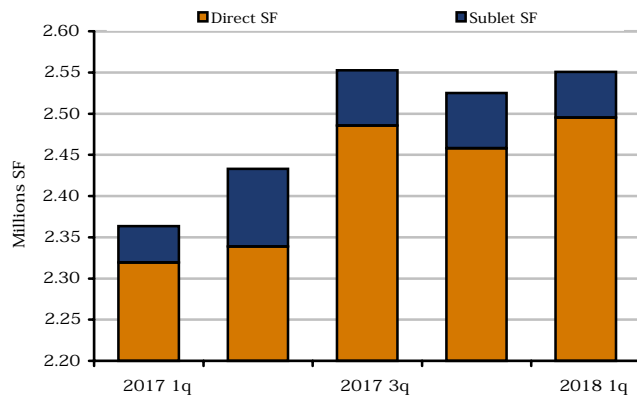
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

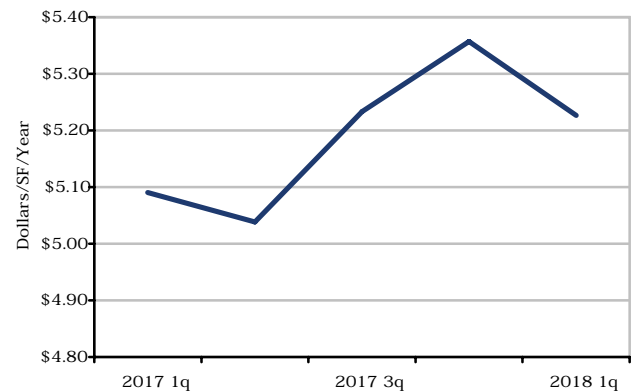
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	1,205	39,493,700	2,550,557	6.5%	52,657	2	78,216	7	454,924	\$5.23
2017 4q	1,203	39,415,484	2,524,998	6.4%	35,130	0	0	8	527,140	\$5.36
2017 3q	1,202	39,407,864	2,552,508	6.5%	(86,959)	1	70,977	7	485,803	\$5.23
2017 2q	1,203	39,375,409	2,433,094	6.2%	22,732	1	71,520	4	204,628	\$5.04
2017 1q	1,201	39,283,264	2,363,681	6.0%	17,794	2	96,947	6	296,773	\$5.09
2016 4q	1,199	39,186,317	2,284,528	5.8%	766,326	3	193,333	7	295,855	\$5.15
2016 3q	1,197	39,476,835	3,341,372	8.5%	(571,804)	2	22,500	7	389,966	\$5.18
2016 2q	1,195	39,454,335	2,747,068	7.0%	144,864	3	345,377	8	340,946	\$5.09
2016 1q	1,193	39,136,843	2,574,440	6.6%	2,881	0	0	9	652,757	\$5.10
2015 4q	1,193	39,136,843	2,577,321	6.6%	306,609	3	67,085	4	357,377	\$5.24
2015 3q	1,190	39,069,758	2,816,845	7.2%	(7,709)	1	37,580	6	280,325	\$5.27
2015 2q	1,189	39,032,178	2,771,556	7.1%	274,802	2	21,970	6	305,905	\$5.08
2015 1q	1,185	38,789,208	2,803,388	7.2%	142,163	1	55,085	6	335,635	\$5.22
2014 4q	1,184	38,734,123	2,890,466	7.5%	96,657	1	18,000	5	244,340	\$5.21
2014 3q	1,183	38,716,123	2,969,123	7.7%	(130,413)	3	16,600	4	195,255	\$5.04
2014 2q	1,179	38,689,269	2,811,856	7.3%	(79,855)	1	6,000	7	115,807	\$4.72

Source: CoStar Property®



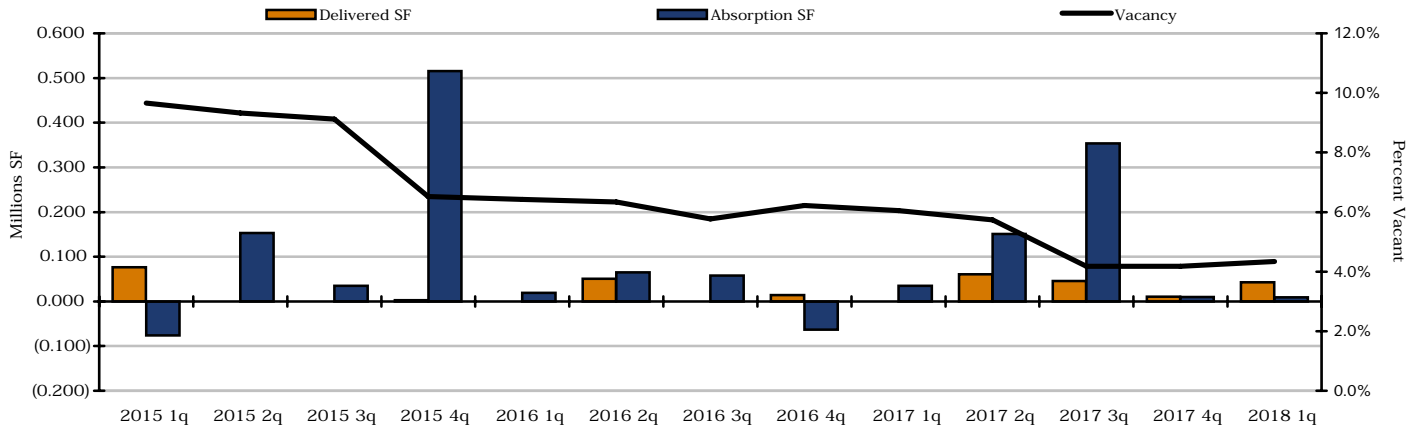
# San Antonio Industrial Market

## Northwest Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

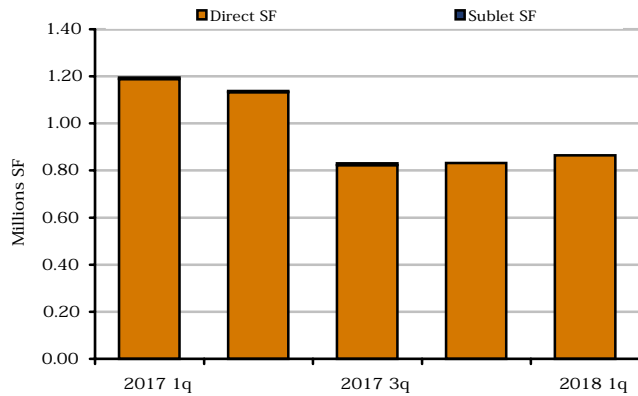
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

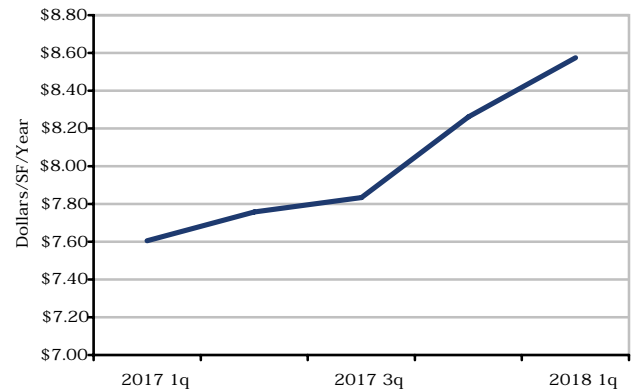
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	943	19,945,795	864,987	4.3%	9,090	2	42,900	4	410,620	\$8.58
2017 4q	941	19,902,895	831,177	4.2%	9,733	1	10,500	5	367,823	\$8.26
2017 3q	940	19,892,395	830,410	4.2%	353,562	1	45,925	6	378,323	\$7.83
2017 2q	939	19,846,470	1,138,047	5.7%	151,235	3	60,592	5	381,348	\$7.76
2017 1q	935	19,751,273	1,194,085	6.0%	35,099	0	0	6	238,052	\$7.61
2016 4q	935	19,751,273	1,229,184	6.2%	(63,178)	2	13,817	6	238,052	\$7.57
2016 3q	932	19,723,056	1,137,789	5.8%	58,102	0	0	7	190,972	\$6.82
2016 2q	933	19,780,170	1,253,005	6.3%	64,899	3	50,350	5	171,072	\$6.66
2016 1q	930	19,729,820	1,267,554	6.4%	18,905	0	0	3	50,350	\$6.55
2015 4q	930	19,729,820	1,286,459	6.5%	515,427	1	2,400	3	50,350	\$6.66
2015 3q	929	19,727,420	1,799,486	9.1%	34,708	0	0	3	14,350	\$6.60
2015 2q	930	19,733,807	1,840,581	9.3%	153,354	0	0	1	2,400	\$6.79
2015 1q	929	19,637,483	1,897,611	9.7%	(75,762)	3	76,344	1	96,324	\$6.72
2014 4q	926	19,561,139	1,745,505	8.9%	(41,180)	1	75,840	4	172,668	\$6.85
2014 3q	925	19,497,994	1,641,180	8.4%	60,758	1	4,560	6	250,044	\$6.82
2014 2q	924	19,493,434	1,697,378	8.7%	(282,501)	2	33,084	6	245,004	\$7.05

Source: CoStar Property®

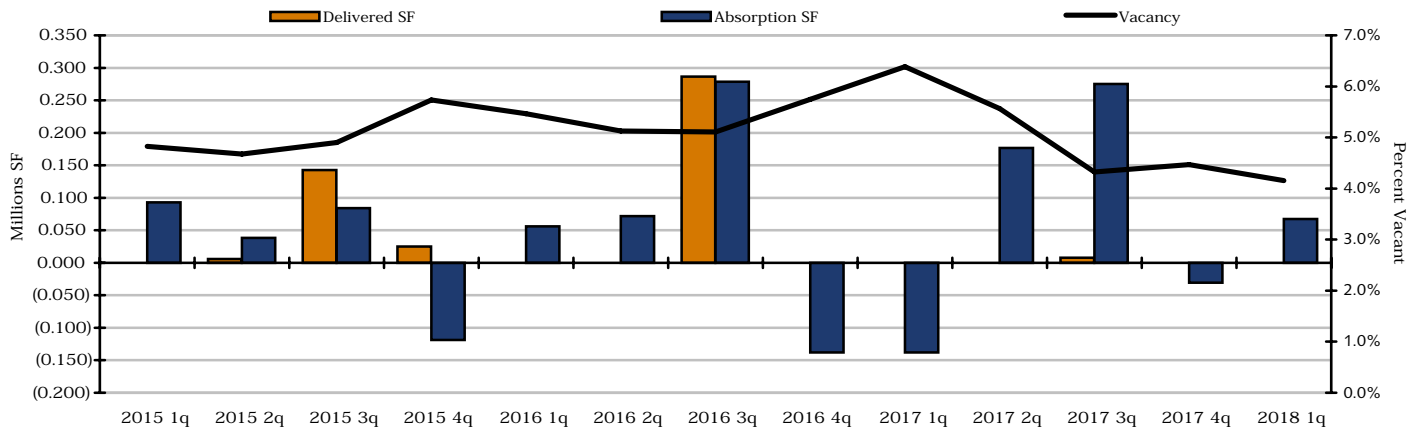
# San Antonio Industrial Market



South Market  
MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

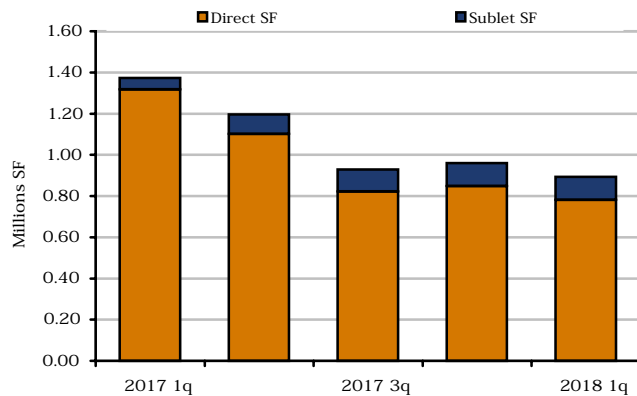
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

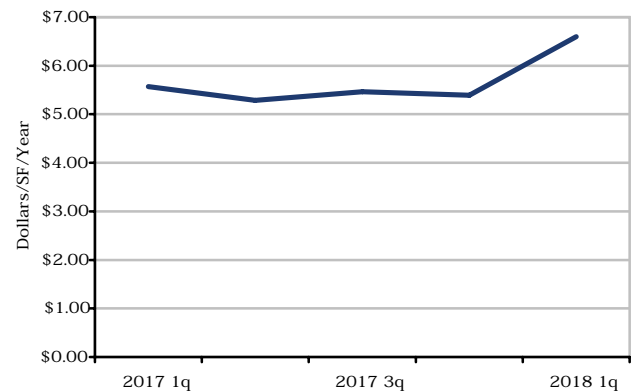
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	550	21,494,950	892,740	4.2%	67,283	0	0	1	79,750	\$6.60
2017 4q	550	21,494,950	960,023	4.5%	(30,769)	0	0	1	79,750	\$5.39
2017 3q	550	21,494,950	929,254	4.3%	274,914	1	8,000	1	79,750	\$5.46
2017 2q	549	21,486,950	1,196,168	5.6%	176,548	0	0	1	8,000	\$5.29
2017 1q	549	21,486,950	1,372,716	6.4%	(137,748)	0	0	1	8,000	\$5.57
2016 4q	549	21,486,950	1,234,968	5.7%	(138,109)	0	0	0	0	\$5.62
2016 3q	549	21,486,950	1,096,859	5.1%	278,770	2	286,319	0	0	\$5.64
2016 2q	546	21,198,671	1,087,350	5.1%	71,608	0	0	3	288,279	\$5.56
2016 1q	546	21,198,671	1,158,958	5.5%	56,181	0	0	3	288,279	\$5.31
2015 4q	546	21,198,671	1,215,139	5.7%	(118,624)	5	25,000	2	285,778	\$5.03
2015 3q	540	21,137,841	1,035,685	4.9%	84,165	4	142,865	7	62,790	\$5.03
2015 2q	537	20,999,233	981,242	4.7%	38,149	1	6,000	8	192,495	\$4.97
2015 1q	536	20,993,233	1,013,391	4.8%	92,900	0	0	6	152,865	\$4.85
2014 4q	536	20,993,233	1,106,291	5.3%	(13,873)	3	14,700	3	119,625	\$4.86
2014 3q	533	20,978,533	1,077,718	5.1%	19,824	2	516,530	4	71,825	\$4.81
2014 2q	530	20,360,003	479,012	2.4%	136,670	1	6,000	6	633,230	\$4.71

Source: CoStar Property®



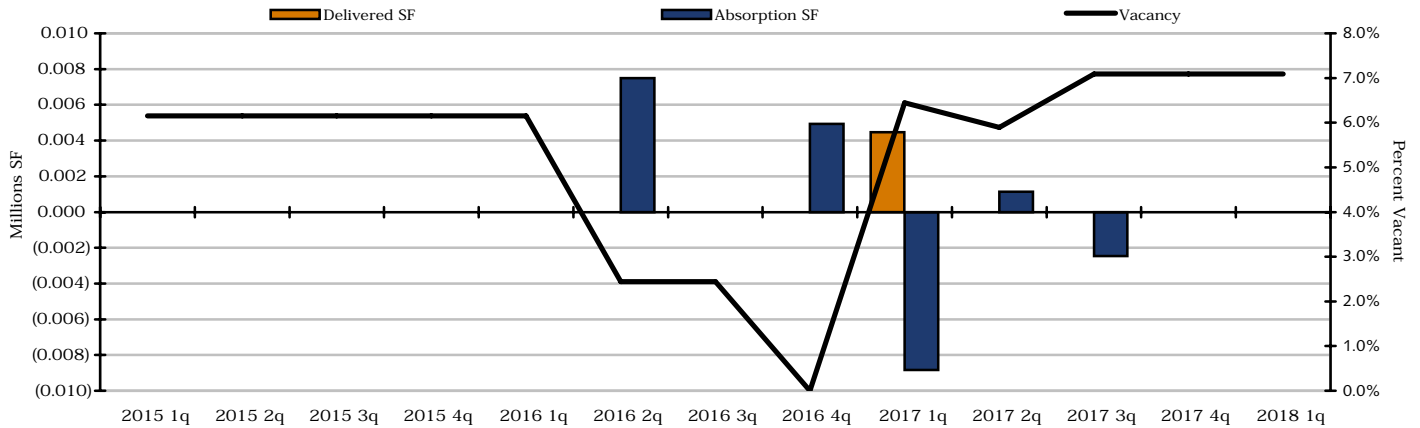
# San Antonio Industrial Market

## Wilson County Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

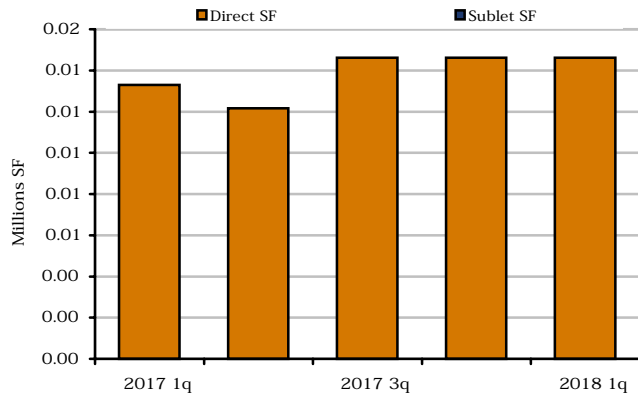
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

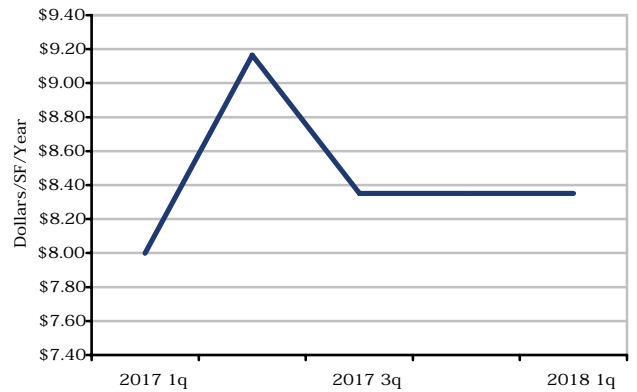
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 1q	29	206,264	14,624	7.1%	0	0	0	0	0	\$8.35
2017 4q	29	206,264	14,624	7.1%	0	0	0	0	0	\$8.35
2017 3q	29	206,264	14,624	7.1%	(2,460)	0	0	0	0	\$8.35
2017 2q	29	206,264	12,164	5.9%	1,136	0	0	0	0	\$9.16
2017 1q	29	206,264	13,300	6.4%	(8,836)	1	4,464	0	0	\$8.00
2016 4q	28	201,800	0	0.0%	4,924	0	0	1	4,464	\$9.09
2016 3q	28	201,800	4,924	2.4%	0	0	0	1	4,464	\$9.17
2016 2q	28	201,800	4,924	2.4%	7,496	0	0	0	0	\$9.91
2016 1q	28	201,800	12,420	6.2%	0	0	0	0	0	\$0.00
2015 4q	28	201,800	12,420	6.2%	0	0	0	0	0	\$0.00
2015 3q	28	201,800	12,420	6.2%	0	0	0	0	0	\$0.00
2015 2q	28	201,800	12,420	6.2%	0	0	0	0	0	\$0.00
2015 1q	28	201,800	12,420	6.2%	0	0	0	0	0	\$0.00
2014 4q	28	201,800	12,420	6.2%	0	0	0	0	0	\$0.00
2014 3q	28	201,800	12,420	6.2%	0	0	0	0	0	\$0.00
2014 2q	28	201,800	12,420	6.2%	0	0	0	0	0	\$0.00

Source: CoStar Property®