

## Industrial Q3 2020

	YoY Chg	12-Mo. Forecast
<b>5.3%</b> Vacancy Rate	▲	▲
<b>62.1M</b> Net Absorption, SF	▲	▼
<b>\$6.63</b> Asking Rent, PSF	▲	▲
<b>2.0%</b> Rent Growth	▲	▬
<b>340.9M</b> Under Construction	▲	▼

(Overall, All Property Classes)

### ECONOMIC INDICATORS Q3 2020

	YoY Chg	12-Mo. Forecast
<b>140.2M</b> Total Nonfarm Employment	▼	▲
<b>30.1M</b> Industrial Employment	▼	▲
<b>8.8%</b> U.S. Unemployment Rate	▲	▼

Source: BLS

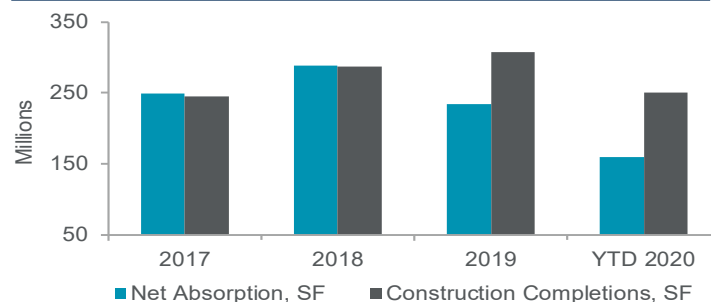
### Industrial Market Remains in Growth Mode Despite Pandemic

**Demand:** Despite the global pandemic causing economic turbulence, the U.S. industrial market, with the continued support of tailwinds like e-commerce, has managed to accelerate through the first three quarters of 2020. The market finished the third quarter at a strong pace, absorbing 62.1 million square feet (msf), the strongest quarter so far this year. This brought the year-to-date (YTD) total to 159 msf of absorption, nearly equaling the 160 msf reported for the first three quarters of 2019. With net occupancy growth down only slightly year-over-year (YOY), absorption levels remained positive heading into the final quarter of 2020.

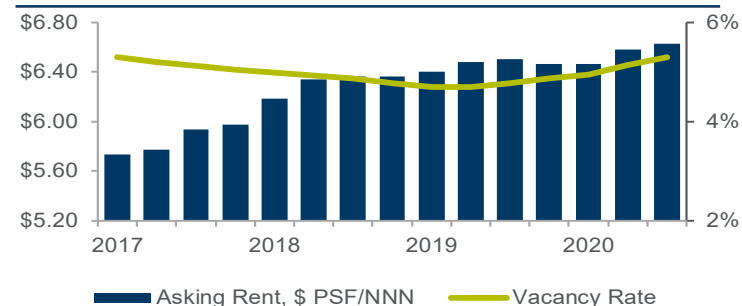
New leasing activity managed to surpass 100 msf for the 19th quarter in a row at 155.2 msf. This brought the YTD total to 454.9 msf, putting the market on pace to end 2020 with more 500 msf of new leasing activity for the sixth consecutive year. More than half of the U.S. markets tracked by Cushman & Wakefield—43 of 80—posted YOY increases in new leasing activity. Among the key drivers stimulating this level of activity are digital sales, sparking more e-commerce leasing, as well as third-party logistics providers that occupy warehouse/distribution space. New leasing activity in logistics space accounted for 234.4 msf, which represents 86.3% of all new leasing activity across all product types in the third quarter. Two trends stand out as further evidence that demand for industrial space remains strong, even in uncertain times. First, the third quarter marked three quarters in a row of more than 45 msf of positive absorption. And second, barring a significant change, the YTD leasing pace is set to exceed 2019's record leasing year.

**Supply:** New supply at the third quarter of 2020 totaled 250.3 msf YTD—an 8.1% increase YOY. On a quarterly basis, the market saw 88.6 msf delivered in the third quarter of 2020—a significant YOY increase compared to the 75.1 msf reported in Q3 2019. Supply has continued to outpace overall demand by a little over 91 msf at Q3 2020, as expected. Even so, vacancy rates remained tight across markets. Of the 80 markets tracked by Cushman & Wakefield, 46 markets produced over 1.0 msf of new industrial construction in the first half of 2020. Of those markets, nine —Dallas/Fort Worth, Houston, the Inland Empire, Atlanta, the Pennsylvania I-81 & I-78 Distribution Corridor, Chicago, Columbus, Memphis and Indianapolis—had more than 10.0 msf of construction deliveries, accounting for 54.3% of all new completions in the U.S. industrial market at Q3 2020. Considering those nine markets also accounted for more than 60.0% of net absorption at the third quarter of 2020, new supply remains largely concentrated in markets where demand has been consistently strong.

### SPACE DEMAND / DELIVERIES



### OVERALL VACANCY & ASKING RENT



**Vacancy:** The U.S. industrial vacancy rate in the third quarter of 2020 saw a 20-basis point (bp) uptick, coming in at 5.3%. That vacancy rate is still 40 bps below the five-year historical average of 5.7% for all product types. Despite vacancy increasing by 50 bps over Q3 2019, the market welcomes the new quality space available. The rise in vacancy is alleviating some—but certainly not all—of the pressure on the supply constrained markets. The tightest U.S. markets continued to be Orange County, Central New Jersey, Nashville, Savannah, Los Angeles, Philadelphia and Hampton Roads, all of which reported vacancy rates below 3.0% in Q3 2020. More broadly, overall vacancy rates remained lowest in the West and Northeast regions at 4.5% and 4.9%, respectively.

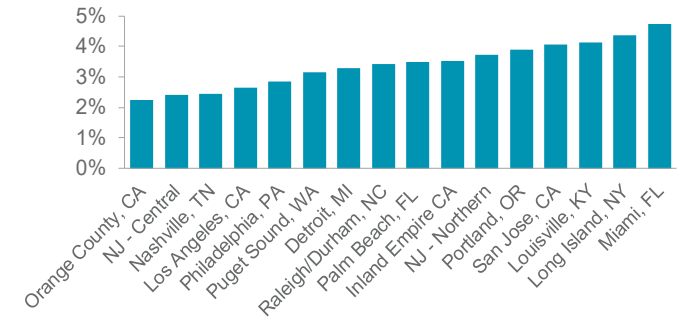
**Rents:** The continued tight market conditions and solid demand brought on another quarter of YOY rent growth at Q3 2020, increasing 2.0% from the third quarter 2019 at \$6.63 per square foot (psf). Warehouse/distribution rents rose 3.5% during the same period to \$6.10 psf. The West set the pace for overall industrial rent growth among the four regions at 3.8% YOY. Quarter-over-quarter, 47 industrial markets saw positive rent growth or held steady, while 60 markets saw an increase or held steady YOY. Though the pace has slowed slightly over the past several quarters, positive rent growth will continue through the end of the year.

**Construction Pipeline:** The current industrial construction pipeline has reached 340.9 msf, a new record high for the market. Of the industrial product under construction, 319.0 msf (93.6%) will be warehouse/distribution product. Despite the brief pause developers took in Q2, the pipeline has now expanded 8.3% over Q2 2020 and about 1.0% over Q3 2019, which held the previous record for largest pipeline in industrial history. The South continues to be the region with the largest construction pipeline, with 143.8 msf (42.2%) under construction at Q3 2020. Though the pipeline may look as though it is showing the possibility of oversupply, the ratio between speculative and build-to-suit (BTS) space tells a different story. At Q3 2020, the industrial market had only 61.9% (211.1 msf) of speculative space under construction, leaving BTS space at 38.1% (129.9 msf), a much more conservative pipeline ratio than we have seen in recent quarters. Just under 40% of the industrial space under construction is pre-leased. The remainder of the available pipeline has enough new supply to provide occupiers with additional options for growth but not so much as to drastically shift the vacancy rate, derail rent growth or undermine asset values.

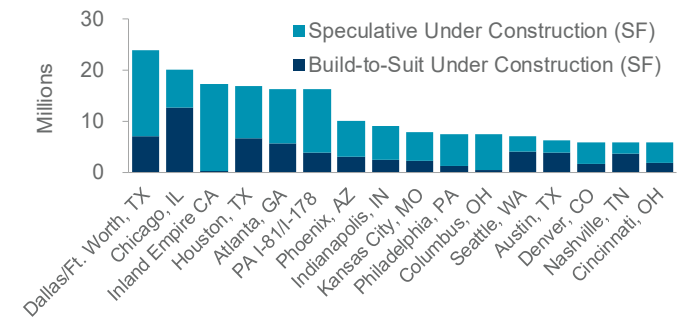
### Outlook

- No letup in demand. Net absorption on par with what was observed in 2019.
- Supply is expected continue to outpace demand for a second year in a row by year-end 2020. Industrial supply is likely to produce about 20% more space than can be absorbed, bringing quality space to the market for occupiers to consider.
- New supply will place upward pressure on overall vacancy with the rate rising 30-to-50 bps to between 5.6% and 5.8% by year-end 2020.
- Asking rents will continue to increase with positive YOY growth, but new supply and more modest demand will be headwinds that moderate the pace of overall rent growth.

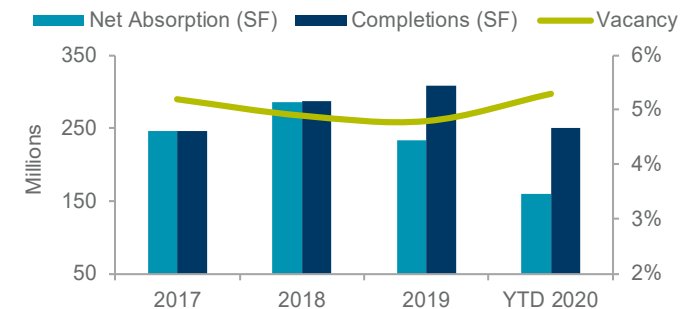
### VACANCY SEES A SLIGHT UPTICK



### SPEC SPACE MODERATING



### SOLID GROWTH AHEAD



U.S. Industrial Markets	Net Absorption					Leasing Activity**	
	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020p	Q3 2020p	
United States	53,414,106	79,765,181	45,958,996	50,914,943	62,143,350	155,204,102	
Northeast	1,987,772	8,985,526	7,823,363	11,999,158	12,861,125	17,136,124	
Midwest	16,284,368	14,886,836	986,694	13,050,738	14,297,891	27,428,721	
South	21,833,324	34,374,083	30,085,133	24,017,719	22,332,628	57,287,112	
West	13,308,642	21,518,736	7,063,806	1,847,328	12,651,706	53,352,145	

U.S. Industrial Markets	Net Absorption				Leasing Activity**	
	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020p	Q3 2020p
Atlanta, GA	6,605,925	5,361,586	6,098,860	2,986,354	3,031,747	8,399,907
Austin, TX	75,676	431,816	-66,398	82,197	441,624	1,358,998
Baltimore, MD	1,051,493	2,111,255	3,361,610	30,262	1,369,624	2,498,195
Binghamton, NY	27,162	-339,168	104,108	66,936	13,558	4,000
Birmingham, AL	-164,295	164,767	85,630	-192,827	135,061	288,925
Boise, ID	-732,748	705,903	237,679	-53,339	585,591	358,004
Boston, MA	-108,129	532,098	1,464,903	109,779	620,280	736,742
Buffalo, NY	-886,758	-131,468	30,088	159,709	-643,121	192,517
Central Valley, CA	2,903,872	648,853	363,327	-625,978	463,402	1,993,331
Charleston, SC	689,485	56,015	373,784	226,819	159,363	1,122,646
Charlotte, NC	1,540,866	-184,261	907,122	-178,774	371,104	3,316,618
Chicago, IL	5,963,669	1,960,391	1,006,495	3,782,905	4,619,558	6,527,359
Cincinnati, OH	342,577	1,865,869	689,967	292,225	1,181,984	2,243,960
Cleveland, OH	-249,371	-16,535	-1,271,797	88,294	-301	992,291
Colorado Springs, CO	215,605	219,747	293,250	-421	-254,575	99,931
Columbus, OH	1,618,288	-243,524	-506,700	1,930,874	2,183,555	3,711,532
Dallas/Ft. Worth, TX	5,368,206	11,543,253	9,753,065	6,425,965	4,845,373	10,728,451
Denver, CO	660,005	1,358,414	438,132	1,368,824	330,665	1,886,010
Detroit, MI	889,745	2,231,915	-1,185,504	40,094	155,518	1,670,243
El Paso, TX	-127,211	-83,336	-25,861	369,928	-90,916	942,647
Fort Myers/Naples, FL	207,986	-31,817	-2,936	-76,473	87,041	385,221
Fredericksburg, VA	-12,238	37,367	68,203	90,717	-16,134	46,906
Ft. Lauderdale, FL	-123,023	227,147	-90,965	84,675	1,050	765,909
Greenville, SC	-25,790	-709,881	241,339	-537,381	-817,115	940,824
Hampton Roads, VA	-201,424	855,827	1,239,510	-151,886	336,201	108,093
Hartford, CT	-131,601	722,770	-199,649	971,497	-18,813	14,750
Houston, TX	720,721	2,385,971	675,152	4,097,718	2,937,780	6,896,421
Indianapolis, IN	4,210,561	4,214,512	1,024,219	3,491,552	1,734,473	4,408,226
Inland Empire CA	8,426,154	6,095,225	2,727,844	3,490,132	8,223,874	15,467,127
Jacksonville, FL	384,454	1,210,728	-132,739	561,342	1,057,338	2,521,501
Kansas City, MO	1,251,292	1,268,172	775,214	2,197,855	1,896,148	3,939,856
Lakeland, FL	458,630	-168,184	213,900	1,182,579	39,748	1,105,157
Las Vegas, NV	982,710	358,752	2,014,122	883,307	85,466	2,371,107
Long Island, NY	29,061	493,955	17,230	-449,600	543,615	1,202,005
Los Angeles, CA	-1,186,363	2,016,345	-762,598	-5,042,489	1,411,234	10,847,374
Louisville, KY	844,466	826,213	274,992	898,974	3,182,614	3,499,870
Memphis, TN	n/a	n/a	1,244,245	2,052,125	-687,663	1,878,580
Miami, FL	-419,462	2,512,893	561,795	710,730	88,664	1,950,931
Milwaukee, WI	19,016	609,292	-233,105	389,150	805,774	1,038,394
Minneapolis, MN	607,036	762,018	460,687	626,745	772,952	1,454,060

U.S. Industrial Markets	Net Absorption					Leasing Activity**	
	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020p	Q3 2020p	
Nashville, TN	2,969,766	2,149,427	1,178,334	991,904	2,297,694	1,609,515	
New Haven, CT	-71,398	850,385	-117,738	-49,276	10,104	13,544	
New Jersey - Central	1,092,749	927,736	20,791	2,158,253	2,626,926	3,815,115	
New Jersey - Northern	419,035	1,547,253	852,767	-89,750	712,145	2,548,830	
Northern VA	133,026	204,194	520,377	-55,811	-41,009	340,617	
NY Outer Boroughs	115,292	667,176	-13,194	254,403	80,899	2,384,504	
Oakland/East Bay, CA	-173,584	858,062	939,930	104,662	-423,634	2,150,954	
Omaha, NE	269,813	756,951	219,330	150,069	-72,603	354,323	
Orange County, CA	439,216	1,310,480	-838,586	216,777	227,695	2,649,253	
Orlando, FL	1,052,813	282,503	742,794	369,246	1,529,922	1,353,567	
Palm Beach County, FL	115,730	230,236	144,932	51,655	132,858	122,309	
PA I-81/I-78 Distribution Corridor	844,717	3,438,245	4,131,313	7,504,661	6,661,287	2,678,152	
Philadelphia, PA	581,275	-40,915	1,867,491	1,175,512	1,938,548	3,041,373	
Phoenix, AZ	1,938,006	1,994,300	2,016,514	2,302,031	3,435,049	1,996,532	
Pittsburgh, PA	-112,261	309,408	-91,825	-495,597	89,565	294,467	
Portland, OR	-709,309	303,019	-482,074	1,019,627	53,303	1,827,016	
Providence, RI	20,300	40,151	9,335	n/a	42,180	42,180	
Puget Sound - Eastside	91,915	-255,838	306,857	-225,898	94,116	974,657	
Raleigh/Durham, NC	42,187	-35,654	-466,978	-161,949	111,635	296,485	
Reno, NV	858,445	3,579,810	-146,978	1,253,979	378,371	2,125,870	
Richmond, VA	13,678	516,468	732,982	236,479	-17,782	443,660	
Roanoke, VA	-83,533	8,994	45,207	-38,748	108,143	203,536	
Rochester, NY	58,401	-267,712	-267,712	561,816	218,767	163,945	
Sacramento, CA	-41,957	423,684	-528,981	624,381	-1,147,577	1,749,781	
Salt Lake City, UT	197,459	1,609,158	1,029,680	950,828	1,096,684	1,626,213	
San Antonio, TX	-634,446	-348,801	1,446,844	214,922	154,719	682,278	
San Diego, CA	-373,181	-16,401	52,616	-1,068,454	616,423	1,361,077	
San Francisco North Bay, CA	-62,686	-104,028	-7,751	-157,471	14,750	197,322	
San Francisco Peninsula, CA	-11,442	-351,697	-416,570	-155,512	-376,481	197,563	
San Jose (Silicon Valley), CA	182,681	221,717	3,875	-301,723	35,023	1,280,724	
Savannah, GA	740,676	3,812,037	775,546	2,515,289	1,360,760	1,754,121	
Seattle, WA	23,010	581,261	-166,630	-2,538,035	-2,008,006	1,875,838	
Southern New Hampshire	262,447	-46,297	19,504	-114,867	-34,815	4,000	
St. Louis, MO	1,361,742	1,477,775	7,888	60,975	1,020,833	1,088,477	
St. Petersburg/Clearwater, FL	-226,564	222,232	-51,640	58,021	58,623	257,691	
Suburban MD	4,653	17,087	455,458	-60,671	-74,806	195,570	
Syracuse, NY	-152,520	281,909	-4,049	235,682	n/a	n/a	
Tampa, FL	592,929	459,220	427,694	977,284	185,556	708,100	
Tucson, AZ	-319,166	-38,030	-9,852	-197,900	-189,667	316,461	
Tulsa, OK	237,944	308,781	-646,725	257,054	53,811	563,863	

U.S. Industrial Markets	Overall				
	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020p
United States	4.8%	4.9%	5.0%	5.1%	5.3%
Northeast	4.9%	5.2%	5.1%	4.9%	4.9%
Midwest	4.4%	4.5%	4.8%	4.8%	5.0%
South	5.9%	6.0%	6.0%	6.3%	6.5%
West	3.8%	3.8%	3.9%	4.3%	4.5%

U.S. Industrial Markets	Overall				
	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020p
Atlanta, GA	7.1%	7.0%	7.0%	7.1%	7.2%
Austin, TX	7.7%	7.5%	7.6%	7.5%	7.0%
Baltimore, MD	6.5%	6.4%	6.3%	7.2%	6.6%
Binghamton, NY	9.2%	11.2%	11.5%	11.1%	11.0%
Birmingham, AL	7.6%	6.5%	5.8%	7.3%	6.4%
Boise, ID	1.1%	3.3%	3.0%	3.3%	3.4%
Boston, MA	6.6%	5.8%	5.1%	5.1%	4.7%
Buffalo, NY	10.2%	10.6%	10.6%	10.4%	11.0%
Central Valley, CA	5.5%	6.3%	6.1%	7.1%	7.2%
Charleston, SC	6.6%	5.5%	6.3%	7.0%	7.4%
Charlotte, NC	6.0%	6.2%	7.7%	8.4%	8.3%
Chicago, IL	5.1%	5.3%	5.8%	5.6%	5.6%
Cincinnati, OH	4.4%	4.2%	4.5%	5.0%	4.8%
Cleveland, OH	3.5%	3.8%	4.0%	4.0%	3.8%
Colorado Springs, CO	6.3%	4.9%	5.0%	5.5%	6.0%
Columbus, OH	3.7%	3.7%	4.8%	4.5%	5.5%
Dallas/Ft. Worth, TX	6.7%	6.6%	5.7%	6.1%	6.5%
Denver, CO	6.2%	6.0%	5.6%	6.0%	6.2%
Detroit, MI	2.9%	3.0%	3.2%	3.1%	3.3%
El Paso, TX	6.7%	6.4%	6.1%	6.2%	5.6%
Fort Myers/Naples, FL	2.9%	3.3%	2.8%	3.6%	3.4%
Fredericksburg, VA	6.7%	5.1%	3.9%	3.5%	3.5%
Ft. Lauderdale, FL	4.9%	5.0%	6.5%	7.0%	7.6%
Greenville, SC	4.0%	5.2%	5.1%	6.2%	6.9%
Hampton Roads, VA	3.2%	2.5%	2.3%	2.5%	2.9%
Hartford, CT	4.0%	5.0%	5.2%	4.1%	4.2%
Houston, TX	7.4%	8.4%	9.0%	10.0%	10.6%
Indianapolis, IN	4.0%	4.2%	4.2%	4.4%	5.3%
Inland Empire CA	3.6%	3.7%	3.5%	3.9%	3.5%
Jacksonville, FL	4.4%	5.4%	7.3%	6.9%	6.9%
Kansas City, MO	6.0%	6.0%	5.7%	5.4%	5.6%
Lakeland, FL	7.1%	7.6%	7.9%	7.1%	9.1%
Las Vegas, NV	4.1%	5.6%	4.5%	4.8%	5.2%
Long Island, NY	4.6%	4.4%	4.4%	4.8%	4.4%
Los Angeles, CA	1.8%	1.9%	2.1%	2.7%	2.6%
Louisville, KY	4.9%	5.0%	4.9%	4.6%	4.1%
Memphis, TN	5.5%	5.5%	5.7%	6.5%	6.7%
Miami, FL	4.4%	4.4%	4.5%	4.6%	4.8%
Milwaukee, WI	4.0%	4.3%	4.8%	4.9%	5.0%
Minneapolis, MN	7.6%	7.2%	7.0%	7.4%	7.6%

U.S. Industrial Markets	Overall				
	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020p
Nashville, TN	3.8%	3.0%	2.9%	2.7%	2.4%
New Haven, CT	4.7%	4.9%	3.8%	3.9%	3.8%
New Jersey - Central	2.1%	1.8%	2.1%	2.2%	2.4%
New Jersey - Northern	4.2%	3.8%	3.9%	3.9%	3.7%
Northern VA	7.3%	7.0%	4.5%	5.0%	6.1%
NY Outer Boroughs	5.2%	4.9%	4.8%	4.6%	4.5%
Oakland/East Bay, CA	5.0%	5.1%	5.1%	5.3%	5.5%
Omaha, NE	2.7%	1.9%	2.9%	2.9%	3.1%
Orange County, CA	2.3%	1.9%	2.2%	2.3%	2.2%
Orlando, FL	7.0%	7.1%	8.2%	8.9%	8.8%
Palm Beach County, FL	3.5%	3.4%	3.5%	3.4%	3.5%
PA I-81/I-78 Distribution Corridor	6.7%	8.7%	8.5%	7.8%	7.5%
Philadelphia, PA	3.0%	4.2%	3.6%	3.1%	2.8%
Phoenix, AZ	6.9%	6.8%	7.1%	7.1%	7.9%
Pittsburgh, PA	6.1%	6.6%	6.2%	6.6%	6.7%
Portland, OR	3.7%	3.4%	3.7%	3.8%	3.9%
Providence, RI	0.1%	0.2%	0.2%	0.2%	0.1%
Puget Sound - Eastside	3.1%	3.3%	2.2%	2.8%	3.2%
Raleigh/Durham, NC	3.1%	2.1%	2.8%	3.5%	3.4%
Reno, NV	6.1%	4.8%	4.7%	5.7%	5.4%
Richmond, VA	2.8%	2.9%	3.5%	3.8%	3.5%
Roanoke, VA	6.1%	5.4%	6.8%	6.8%	6.6%
Rochester, NY	6.8%	7.2%	7.2%	6.8%	6.5%
Sacramento, CA	4.1%	3.7%	3.9%	3.9%	5.1%
Salt Lake City, UT	3.0%	3.2%	4.1%	3.9%	4.8%
San Antonio, TX	8.6%	9.3%	7.4%	7.5%	7.2%
San Diego, CA	5.0%	5.1%	4.7%	5.4%	5.5%
San Francisco North Bay, CA	4.7%	5.1%	4.7%	5.2%	5.2%
San Francisco Peninsula, CA	2.7%	3.6%	4.5%	4.9%	5.8%
San Jose (Silicon Valley), CA	2.9%	3.1%	3.1%	3.7%	4.1%
Savannah, GA	1.4%	2.1%	2.9%	3.3%	2.5%
Seattle, WA	3.9%	3.6%	3.6%	4.4%	5.9%
Southern New Hampshire	7.5%	7.7%	5.9%	6.1%	6.2%
St. Louis, MO	4.9%	5.2%	5.4%	5.8%	5.7%
St. Petersburg/Clearwater, FL	6.2%	5.7%	6.4%	6.4%	6.2%
Suburban MD	7.8%	7.8%	5.9%	6.3%	7.3%
Syracuse, NY	7.3%	6.3%	6.3%	5.7%	5.7%
Tampa, FL	6.7%	6.8%	6.6%	7.0%	7.5%
Tucson, AZ	6.1%	6.4%	6.5%	6.9%	7.3%
Tulsa, OK	2.7%	2.6%	3.5%	1.5%	3.0%



Overall (All Classes)						W/D	MFG
U.S. Industrial Markets	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020p	Q3 2020p	
United States	\$6.50	\$6.47	\$6.47	\$6.58	\$6.63	\$6.10	\$6.79
Northeast	\$7.58	\$7.25	\$7.36	\$7.61	\$7.76	\$7.88	\$5.62
Midwest	\$4.93	\$4.90	\$4.92	\$4.87	\$4.96	\$4.58	\$4.96
South	\$5.61	\$5.63	\$5.51	\$5.63	\$5.69	\$5.24	\$5.28
West	\$9.07	\$9.15	\$9.29	\$9.54	\$9.42	\$8.61	\$10.00

Overall (All Classes)						W/D	MFG
U.S. Industrial Markets	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020p	Q3 2020p	
Atlanta, GA	\$4.69	\$4.51	\$4.39	\$4.44	\$4.61	\$4.22	\$5.14
Austin, TX	\$10.28	\$10.25	\$10.19	\$10.42	\$10.57	\$9.65	n/a
Baltimore, MD	\$5.95	\$6.78	\$6.68	\$7.16	\$6.98	\$6.62	n/a
Binghamton, NY	\$4.71	\$4.73	\$4.72	\$4.72	\$4.72	\$4.22	\$4.88
Birmingham, AL	\$4.48	\$4.86	\$5.04	\$4.97	\$5.03	\$4.46	n/a
Boise, ID	n/a	n/a	\$7.74	\$7.15	\$7.62	\$6.77	\$8.03
Boston, MA	\$10.01	\$9.09	\$9.11	\$8.89	\$9.32	\$7.79	\$8.70
Buffalo, NY	\$4.13	\$4.35	\$4.35	\$4.35	\$6.50	\$6.00	\$4.95
Central Valley, CA	\$5.51	\$5.37	\$4.92	\$6.58	\$6.16	\$6.77	\$4.64
Charleston, SC	\$5.65	\$5.66	\$5.75	\$5.72	\$5.68	\$5.59	\$5.61
Charlotte, NC	\$5.56	\$5.50	\$5.02	\$5.20	\$5.30	\$4.77	\$5.91
Chicago, IL	\$5.34	\$5.33	\$5.27	\$5.28	\$5.37	\$5.04	\$5.27
Cincinnati, OH	\$4.33	\$4.37	\$4.39	\$4.44	\$4.53	\$4.47	\$3.74
Cleveland, OH	\$4.23	\$4.17	\$4.01	\$3.92	\$4.00	\$3.80	\$0.00
Colorado Springs, CO	\$9.47	\$8.98	\$9.40	\$9.44	\$9.54	\$9.83	\$10.15
Columbus, OH	\$3.78	\$3.78	\$4.15	\$4.02	\$4.16	\$4.09	\$3.56
Dallas/Ft. Worth, TX	\$4.99	\$4.98	\$4.92	\$5.07	\$5.03	\$4.38	\$3.96
Denver, CO	\$8.60	\$8.71	\$8.98	\$8.98	\$9.01	\$7.56	\$9.03
Detroit, MI	\$6.28	\$6.21	\$6.27	\$6.29	\$6.43	\$5.89	\$5.61
El Paso, TX	\$4.35	\$4.50	\$4.50	\$4.85	\$4.85	\$4.85	\$5.00
Fort Myers/Naples, FL	\$8.72	\$8.65	\$8.74	\$8.78	\$8.74	\$8.87	\$10.91
Fredericksburg, VA	\$5.88	\$6.09	\$6.03	\$6.25	\$6.20	\$6.45	\$4.74
Ft. Lauderdale, FL	\$9.32	\$9.22	\$9.42	\$9.74	\$9.72	\$9.29	\$10.63
Greenville, SC	\$3.92	\$3.88	\$4.01	\$4.02	\$4.01	\$3.88	\$3.89
Hampton Roads, VA	\$5.67	\$5.60	\$5.67	\$5.79	\$5.79	\$5.47	\$6.04
Hartford, CT	\$5.34	\$5.18	\$5.60	\$5.58	\$5.59	\$5.64	\$5.18
Houston, TX	\$5.98	\$5.95	\$6.02	\$5.99	\$6.05	\$5.75	\$6.72
Indianapolis, IN	\$4.45	\$4.39	\$4.59	\$4.60	\$4.64	\$4.26	\$4.08
Inland Empire CA	\$8.06	\$8.80	\$8.90	\$8.83	\$8.61	\$8.65	\$8.37
Jacksonville, FL	\$4.85	\$4.84	\$5.15	\$5.29	\$5.31	\$4.99	\$5.07
Kansas City, MO	\$4.40	\$4.32	\$4.21	\$4.26	\$4.25	\$3.83	\$3.98
Lakeland, FL	\$5.15	\$5.21	\$5.07	\$5.06	\$5.31	\$5.28	n/a
Las Vegas, NV	\$8.78	\$8.94	\$9.10	\$9.08	\$9.49	\$8.90	\$7.87
Long Island, NY	\$9.71	\$9.66	\$9.69	\$10.67	\$11.13	\$10.67	\$11.60
Los Angeles, CA	\$10.80	\$11.11	\$11.35	\$11.39	\$11.28	\$10.75	\$10.94
Louisville, KY	\$4.21	\$4.21	\$4.02	\$4.00	\$4.14	\$4.13	\$3.30
Memphis, TN	\$3.22	\$3.22	\$3.17	\$3.28	\$3.42	\$3.25	\$3.70
Miami, FL	\$8.11	\$8.26	\$8.05	\$8.31	\$8.56	\$8.26	\$7.14
Milwaukee, WI	\$4.48	\$4.47	\$4.45	\$4.46	\$4.42	\$4.25	\$4.37
Minneapolis, MN	\$5.04	\$5.14	\$5.13	\$5.10	\$5.10	\$4.88	n/a

Overall (All Classes)						W/D	MFG
U.S. Industrial Markets	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020p	Q3 2020p	
Nashville, TN	\$4.54	\$6.01	\$6.37	\$6.21	\$6.49	\$9.66	\$3.30
New Haven, CT	\$6.14	\$6.08	\$6.68	\$6.55	\$6.54	\$5.90	\$5.71
New Jersey - Central	\$8.99	\$8.99	\$8.89	\$8.80	\$8.85	\$8.61	\$6.79
New Jersey - Northern	\$9.23	\$9.76	\$9.71	\$9.93	\$9.98	\$9.82	\$7.51
Northern VA	\$12.62	\$12.36	\$11.43	\$11.51	\$11.31	\$9.63	n/a
NY Outer Boroughs	\$17.88	\$19.07	\$21.19	\$21.49	\$21.03	\$20.82	n/a
Oakland/East Bay, CA	\$11.70	\$11.27	\$11.71	\$11.78	\$11.91	\$10.62	\$13.87
Omaha, NE	\$5.62	\$6.02	\$6.79	\$6.33	\$6.40	\$5.75	\$5.00
Orange County, CA	\$10.89	\$11.52	\$12.42	\$12.31	\$12.20	\$11.91	\$11.33
Orlando, FL	\$6.66	\$6.50	\$6.73	\$6.94	\$6.94	\$6.29	\$8.15
Palm Beach County, FL	\$10.27	\$10.06	\$10.72	\$10.73	\$10.43	\$9.65	\$8.35
PA I-81/I-78 Distribution Corridor	\$4.80	\$4.76	\$4.81	\$4.90	\$5.01	\$5.01	n/a
Philadelphia, PA	\$5.61	\$5.87	\$5.99	\$5.96	\$6.08	\$6.12	\$5.88
Phoenix, AZ	\$7.10	\$7.04	\$7.19	\$7.60	\$7.49	\$6.22	\$7.80
Pittsburgh, PA	\$7.63	\$7.13	\$6.02	\$6.92	\$6.11	\$6.00	\$4.99
Portland, OR	\$9.11	\$8.55	\$8.66	\$8.75	\$9.13	\$7.95	\$8.10
Providence, RI	\$4.85	\$4.85	\$4.85	\$4.85	\$4.85	\$4.70	n/a
Puget Sound - Eastside	\$11.71	\$11.94	\$14.63	\$14.59	\$15.94	\$11.35	\$13.95
Raleigh/Durham, NC	\$7.58	\$8.41	\$4.90	\$4.90	\$10.50	\$6.26	n/a
Reno, NV	\$4.80	\$4.80	\$5.04	\$5.28	\$5.28	\$4.80	\$5.76
Richmond, VA	\$4.86	\$4.89	\$4.77	\$5.03	\$4.67	\$4.84	\$4.36
Roanoke, VA	\$4.42	\$4.30	\$4.37	\$4.36	\$4.30	\$3.87	\$6.68
Rochester, NY	\$5.40	\$5.40	\$5.40	\$5.40	\$5.40	\$4.00	\$4.75
Sacramento, CA	\$8.11	\$7.73	\$7.20	\$6.84	\$6.60	\$6.84	\$5.52
Salt Lake City, UT	\$5.88	\$6.24	\$6.21	\$6.43	\$6.34	\$6.18	\$6.23
San Antonio, TX	\$6.09	\$6.05	\$5.47	\$5.58	\$5.41	\$5.23	n/a
San Diego, CA	\$14.08	\$14.09	\$13.01	\$12.79	\$13.10	\$10.77	\$13.65
San Francisco North Bay, CA	\$13.86	\$13.56	\$14.11	\$14.32	\$14.23	\$13.69	\$14.87
San Francisco Peninsula, CA	\$19.34	\$18.23	\$19.04	\$19.33	\$18.34	\$17.47	\$22.53
San Jose (Silicon Valley), CA	\$14.64	\$13.92	\$15.36	\$14.64	\$14.16	\$12.24	\$16.58
Savannah, GA	\$4.73	\$4.76	\$4.92	\$4.91	\$5.08	\$4.77	n/a
Seattle, WA	\$9.05	\$8.49	\$9.07	\$9.14	\$9.28	\$8.56	\$9.80
Southern New Hampshire	\$5.57	\$5.51	\$6.56	\$6.83	\$6.81	\$6.84	\$4.93
St. Louis, MO	\$4.80	\$4.59	\$4.69	\$4.72	\$4.72	\$4.46	\$4.55
St. Petersburg/Clearwater, FL	\$8.20	\$8.36	\$8.05	\$7.80	\$7.33	\$5.96	\$5.36
Suburban MD	\$11.46	\$11.50	\$11.20	\$11.13	\$10.75	\$9.19	n/a
Syracuse, NY	\$4.53	\$4.65	\$4.94	\$4.66	\$4.66	\$5.09	\$4.11
Tampa, FL	\$6.51	\$6.46	\$6.48	\$6.54	\$6.59	\$5.65	\$7.96
Tucson, AZ	\$6.35	\$6.59	\$6.43	\$6.48	\$6.41	\$5.99	\$5.14
Tulsa, OK	\$4.97	\$4.89	\$5.12	\$5.23	\$5.23	\$5.48	\$4.51

p = preliminary.

U.S. Industrial Markets	Inventory	Deliveries YTD 2020	Under Construction as of Q3 2020p
United States	15,129,526,872	250,295,204	340,939,972
Northeast	2,264,384,776	27,886,510	44,115,978
Midwest	3,995,109,520	52,595,022	67,733,306
South	4,660,752,326	114,921,566	143,762,923
West	4,209,280,250	54,892,106	85,327,765

Overall			
U.S. Industrial Markets	Inventory	YTD Deliveries 2020	Under Construction as of Q3 2020p
Atlanta, GA	637,201,314	14,770,143	16,364,569
Austin, TX	43,976,360	1,248,043	6,180,152
Baltimore, MD	219,625,577	5,150,963	1,785,236
Binghamton, NY	17,763,825	0	0
Birmingham, AL	14,570,638	0	3,124,000
Boise, ID	42,232,868	773,904	3,397,782
Boston, MA	176,736,430	1,217,650	2,696,600
Buffalo, NY	109,187,653	117,000	631,000
Central Valley, CA	142,433,814	1,694,693	3,560,944
Charleston, SC	80,145,289	2,588,939	2,067,195
Charlotte, NC	160,778,796	3,644,620	2,079,668
Chicago, IL	1,176,574,869	14,235,064	20,042,916
Cincinnati, OH	298,561,583	4,279,360	5,783,074
Cleveland, OH	511,410,994	1,872,109	2,864,841
Colorado Springs, CO	34,269,195	93,352	4,151,894
Columbus, OH	274,249,511	10,855,262	7,455,549
Dallas/Ft. Worth, TX	798,406,640	22,910,609	23,798,668
Denver, CO	243,904,763	3,318,142	5,939,381
Detroit, MI	545,940,299	724,798	5,834,001
El Paso, TX	57,337,952	70,560	2,564,961
Fort Myers/Naples, FL	37,137,391	168,500	541,500
Fredericksburg, VA	14,028,689	0	632,690
Ft. Lauderdale, FL	87,538,543	1,512,130	2,964,717
Greenville, SC	226,708,989	3,883,831	2,330,171
Hampton Roads, VA	101,647,732	590,000	4,542,000
Hartford, CT	94,500,300	0	12,000
Houston, TX	450,824,953	21,836,926	16,935,082
Indianapolis, IN	284,118,362	10,308,176	9,084,404
Inland Empire CA	562,520,154	15,834,046	17,322,297
Jacksonville, FL	102,368,842	2,668,858	2,122,890
Kansas City, MO	231,711,157	4,087,859	7,944,821
Lakeland, FL	35,815,553	2,281,852	1,814,138
Las Vegas, NV	127,548,309	4,094,863	6,309,157
Long Island, NY	131,558,495	220,610	677,579
Los Angeles, CA	988,481,256	2,637,511	3,997,515
Louisville, KY	169,827,573	2,981,038	4,937,727
Memphis, TN	259,482,879	10,346,463	16,310,577
Miami, FL	157,999,258	1,406,112	3,521,066
Milwaukee, WI	206,746,754	1,504,115	4,531,982
Minneapolis, MN	118,196,964	1,599,488	1,390,064

Overall			
U.S. Industrial Markets	Inventory	YTD Deliveries 2020	Under Construction as of Q3 2020p
Nashville, TN	220,642,042	2,498,379	5,840,036
New Haven, CT	47,730,069	0	0
New Jersey - Central	358,997,399	6,744,249	5,445,973
New Jersey - Northern	288,111,657	1,379,029	1,556,313
Northern VA	60,303,308	0	367,000
NY Outer Boroughs	137,034,977	193,800	3,698,147
Oakland/East Bay, CA	212,462,503	2,368,142	3,477,068
Omaha, NE	93,535,523	810,181	523,627
Orange County, CA	260,046,708	596,838	703,655
Orlando, FL	117,771,674	3,926,822	2,156,850
Palm Beach County, FL	37,807,548	346,405	1,970,301
PA I-81/I-78 Distribution Corridor	317,900,198	14,713,117	16,243,394
Philadelphia, PA	155,940,048	2,852,055	7,552,417
Phoenix, AZ	336,384,664	9,774,815	10,050,068
Pittsburgh, PA	185,298,256	409,000	1,560,055
Portland, OR	209,380,734	1,158,779	1,889,640
Providence, RI	77,727,305	0	0
Puget Sound - Eastside	62,701,653	510,495	514,386
Raleigh/Durham, NC	47,019,782	493,000	893,233
Reno, NV	100,876,642	1,800,675	1,564,969
Richmond, VA	94,812,568	1,517,613	3,169,180
Roanoke, VA	51,743,987	0	0
Rochester, NY	73,551,473	0	0
Sacramento, CA	143,010,549	1,168,440	4,649,790
Salt Lake City, UT	141,479,660	4,348,914	4,930,181
San Antonio, TX	55,335,457	2,081,106	1,370,648
San Diego, CA	164,257,647	980,334	4,858,491
San Francisco North Bay, CA	31,322,295	0	195,045
San Francisco Peninsula, CA	41,546,330	0	0
San Jose (Silicon Valley), CA	86,646,859	727,227	650,650
Savannah, GA	78,898,891	3,785,687	8,718,604
Seattle, WA	233,506,437	2,978,936	7,164,852
Southern New Hampshire	49,726,696	0	0
St. Louis, MO	254,063,504	2,318,610	2,278,027
St. Petersburg/Clearwater, FL	36,524,675	60,000	209,047
Suburban MD	49,427,100	0	276,000
Syracuse, NY	42,619,995	40,000	4,042,500
Tampa, FL	75,273,627	2,072,547	3,981,959
Tucson, AZ	44,267,210	32,000	0
Tulsa, OK	79,768,699	80,420	193,058

## 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 industrial properties deemed to be competitive in the local industrial 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 industrial space (in buildings of a predetermined size by market) that can be rented by a third party.

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

**Direct Vacancy Rate:** The amount of unoccupied space available directly through the landlord, excludes sublease space.

**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.)

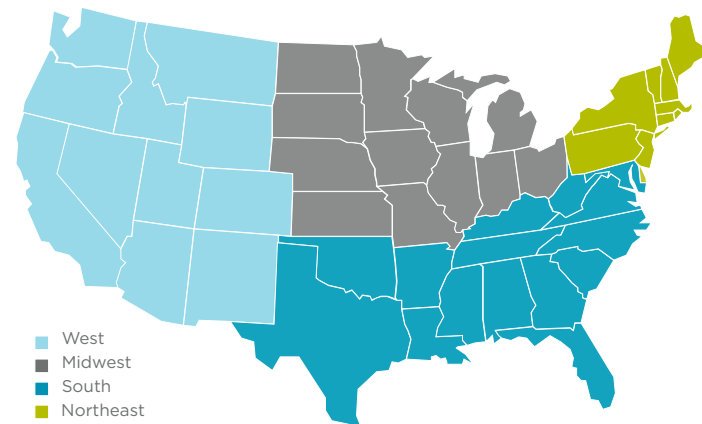
**Leasing Activity:** The sum of all leases over a period of time. This includes pre-leasing activity as well as expansions. It does not include renewals.

**Overall Weighted Asking Rents:** NNN average asking rents weighted by the amount of available direct and sublease space in industrial properties.

**W/D:** Warehouse and/or distribution properties.

**MFG:** Manufacturing properties.

## Regional Map



## About Cushman & Wakefield

Cushman & Wakefield (NYSE: CWK) is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with approximately 53,000 employees in 400 offices and 60 countries. In 2019, the firm had revenue of \$8.8 billion across core services of property, facilities and project management, leasing, capital markets, valuation and other services. To learn more, visit [www.cushmanwakefield.com](http://www.cushmanwakefield.com) or follow [@CushWake](https://twitter.com/CushWake) on Twitter.

### Jason Tolliver

Tel: +1 317.639.0549

[jason.tolliver@cushwake.com](mailto:jason.tolliver@cushwake.com)

### Carolyn Salzer

Tel: +1 847.518.3212

[carolyn.salzer@cushwake.com](mailto:carolyn.salzer@cushwake.com)