

**IREM PHOENIX CHAPTER & Central Arizona CCIM Chapter
2016 Market Forecast
INDUSTRIAL MARKET SUMMARY**

Category >25,000 Sq.Ft.	IREM/CCIM Index	2016 Year-End Forecast		
	2015	Todd Hamilton		
<u>New Construction</u>				
Big Box/Distribution	4,098,000	1,800,000		
General Industrial	1,415,000	1,200,000		
<u>Net Absorption</u>				
Big Box/Distribution	6,363,000	4,000,000		
General Industrial	1,134,000	1,800,000		
<u>Asking Rental Rate (\$/Sq.Ft./Month)</u>				
Big Box/Distribution	\$0.39	\$0.42		
General Industrial	\$0.54	\$0.59		
<u>Vacancy Rate - %</u>				
Big Box/Distribution	14.1%	10.50%		
General Industrial	9.70%	8%		
<u>SALES/Sq. Ft.</u>				
Big Box/Distribution	\$79	\$85		
General Industrial	\$71	\$77		

Big Box/Distribution = Industrial Warehouse, Manufacturing, Distribution over 100,000 SF

Multi-Tenant = All Industrial including Warehouse, Manufacturing, Distribution 25,000-100,000 SF