

**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	Rob Martensen		
<b><u>New Construction</u></b>				
Big Box/Distribution	4,098,000	3,500,000		
General Industrial	1,415,000	850,000		
<b><u>Net Absorption</u></b>				
Big Box/Distribution	6,363,000	4,700,000		
General Industrial	1,134,000	1,200,000		
<b><u>Asking Rental Rate (\$/Sq.Ft./Month)</u></b>				
Big Box/Distribution	\$0.39	\$0.42		
General Industrial	\$0.54	\$0.57		
<b><u>Vacancy Rate - %</u></b>				
Big Box/Distribution	14.1%	12.90%		
General Industrial	9.70%	8.90%		
<b><u>SALES/Sq. Ft.</u></b>				
Big Box/Distribution	\$79	\$70		
General Industrial	\$71	\$75		

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

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