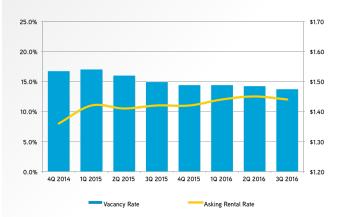
Research & Forecast Report

RENO Q3 2016

Homestretch: Office Market Set to Finish Strong

- > Vacancy drops significantly the largest drop quarter over quarter in 2016
- Rental rates are not increasing as quickly as we would expect with the continued drop in vacancy
- > Many large transactions in the 3rd quarter result in positive net absorption

Another quarter draws to a close as we enter the final leg of 2016 for the Northern Nevada Office Market. The market experienced another positive quarter that resulted in positive net absorption as well as a number of renewals on large blocks of space and numerous significant building sales; all indications that the office market in Northern Nevada is continuing its strong yet manageable growth trend. The market posted a positive net absorption of 28,258 square feet with the majority of the absorption taking place in Class B buildings, making the year-to-date absorption 59,240 square feet. Due to the increase in absorption, the direct vacancy rate for the third quarter decreased from last quarter's 14.2 percent to 13.7 percent, the largest drop quarter over quarter for the year, continuing the trend of falling vacancy since the end of 2015.



Historical Vacancy Rates and Asking Lease Rates

While the rental rate decrease is nominal, it is interesting to note that despite the drop in vacancy, the rates have not increased at a quicker pace.



Market Indicators

Relative to prior period	Q3 2016	Q4 2016*		
Vacancy	+	•		
Net Absorption				
Completions	+	\Leftrightarrow		
Rental Rate	+			
*Projected				

Summary Statistics

Q3 2016 Reno Market	Previous Quarter	Current Quarter
Vacancy Rate	14.2%	13.7%
Asking Rent (PSF, FS*)	\$1.45	\$1.44
Net Absorption (SF)	8,372	28,258
New Completions (SF)	15,000	-

Overall Asking Rents

Per Square Foot (FS*)	Previous Quarter Current Quarter					
Class A	\$1.67	\$1.62				
Class B	\$1.44	\$1.45				
Class C	\$1.26	\$1.27				
15 U.S. 1 (50)						

*Full Service (FS)

Vacancy

As the decreasing vacancy trend continues in the market, we estimate that vacancy rates will continue to drop modestly as activity continues to remain strong. Along with the direct vacancy rate decreasing to 13.7 percent, the sublease vacancy rate also dropped this quarter from 1.0 to 0.08 percent, which is reflected in the total vacancy rate of 14.5 percent for the quarter. The addition of a speculative 40,000 square foot office building in the Meadowood Submarket, which is expected to break ground in the fourth quarter, may affect our vacancy but the building is reportedly having tremendous success in preleasing. While converting Class C buildings into residential units has not yet become a trend, the owners of 560 Mill Street plan to convert the 29,338 square foot building to residential use. The building has been 74 percent vacant for a number of years so this will also reduce our vacancy. The new owners of 10 State Street tried to convert the office to residential upon purchasing the building but the remodel expenses were too costly to make it pencil. They have since remodeled the interior and exterior and should have more success than previous owners.

Rental Rates

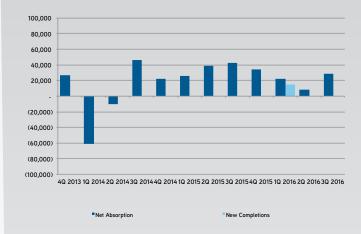
Rental rates also showed a slight decline with the average rental rate decreasing by \$0.01/sf from last quarter with the rate posting at \$1.44 per square foot per month Full Service. While the decrease is nominal, it is interesting to note that despite the drop in vacancy and continued positive absorption, the rates have not increased at a quicker pace. For the individual submarkets, the Meadowood Submarket posted the highest overall rental rate at \$1.74/sf FS with the Class A rate increasing to \$1.81/sf FS. The Downtown Submarket is slightly behind Meadowood with a \$1.71/sf FS overall asking rate, but has a higher Class A average rate at \$1.95/sf FS. The South Meadows Submarket is reporting the lowest rental rates with a \$1.52/sf FS overall rate and \$1.74/sf FS for Class A buildings.

Leasing/Absorption Activity

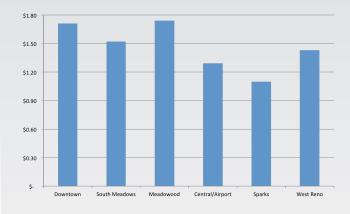
The market saw strong numbers post in the South Meadows and Downtown Submarkets while Meadowood had a few setbacks due to two large blocks of space in this submarket coming back to the market.

In the Downtown Submarket, Class A buildings registered a 10.2 percent vacancy rate, while the overall Downtown vacancy rate registered a higher 14.3 percent. The net absorption for the overall Downtown Submarket was a positive 15,242 square feet due primarily to the 10,000 square foot lease at 245 E Liberty and the 11,834 square foot lease at 100 N Arlington to CAEK, Inc. Both transaction were new deals this quarter that helped to increase the market's overall absorption. CAEK Inc. was a great victory for the Northern Nevada region as this female founded and operated software development company relocated to Reno from Arkansas. It was also a big win for Downtown as they are expected to add at least forty high paying jobs by the end of 2017.

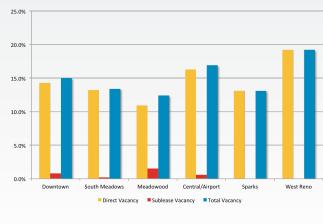
Historical Net Absorption vs.Completions



Leasing Rates by Submarket



Total Vacancy vs Direct and Sublease Vacancy



Source: CoStar

The South Meadows Submarket reported the largest net absorption with a positive 30,972 square feet, as well as a decrease in vacancy to 13.2 percent, due to the relocation of Video Games Technology (VGT) from the Meadowood Submarket to 887 Trademark in South Meadows. VGT will be vacating 18,000 square feet in the Nev Dex Office Park on Kietzke but have leased 26,000 square feet, resulting in positive 8,000 square feet for the market.

This quarter took a turn for the Meadowood Submarket, which is usually the shining star, with the largest negative absorption registering at a negative 15,547 square feet. As mentioned previously, 18,000 square feet was vacated by VGT as they will relocate to 887 Trademark in South Meadows. In addition, 6160 Plumas came back onto the market as Wimmer Solutions vacated the 15,564 square foot building. While there were a number of smaller transactions completed here, it was not enough to combat the two large vacant spaces. However, the overall direct vacancy rate in Meadowood is still the lowest in Northern Nevada, at 10.9 percent with Class A vacancy at 8.3 percent.

Sales

Probably the most noteworthy trend this quarter was the decrease of office building cap rates. The market registered two multi-tenant office building trades in the 6.0 percent cap rate range while a single tenant building sold at a 5.05 cap rate. This suggests that the confidence among buyers and sellers has increased. This quarter also posted a high number of overall sales both to investors and users. Some significant owner-user sales include 1595 Meadow Wood Lane, which was sold to an existing tenant with some investment, 5060 Meadowood Mall Circle, a REO property that sold to an owner-user, and finally 4871 Summit Ridge Drive that was sold as an investment with a leased single-tenant.

The SBA 504 rate continues to remain historically low despite the slight increase to 4.26 percent in October, although it is slightly up from the August and September rates. With rates remaining low, we are hopeful that more users start to take advantage of this program. The market continues to see a lack of inventory but there are more buildings expected to hit the market as sellers witness a rebound in pricing.

Construction

With the dropping trend of vacancy, there is becoming a need for more office buildings, especially in certain locations and classes of buildings. McKenzie Properties is expected to break ground on a new 40,000 square foot building in the Mountain View Corporate Center next quarter; this will add much needed Class A space in the Meadowood Submarket. The building is expected to be completed by Summer/Fall 2017. **6121 Lakeside Drive** 33,072 sf - \$6,250,000 CAP Rate: 6.7% 188.98 p/sf - *Office Class A*



1595 Meadow Wood Lane 26,740 sf - \$3,100,000 Owner - User Purchase - No CAP Rate \$115.93 p/sf - *Office Class B*



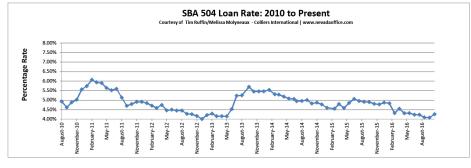
1201 Coporate Boulevard 20,000 sf - \$2,519,000 CAP Rate: 6.6% \$125.95 p/sf - *Office Class B*





Significant Lease Activity									
PROPERTY ADDRESS	SIZE	TENANT	TYPE						
6100 Neil Road	43,298 SF	Microsoft	Renewal						
887 Trademark	26,000 SF	VGT	Relocation and Expansion						
100 N Arlington	11,834 SF	CAEK Inc.	New						
245 E Liberty	10,000 SF	Renown	New						
745 W Moana Lane	9,887 SF	Fusion Contact Centers	New						
5370 Kietzke	4,672 SF	Guild Mortgage	New						

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B 16 515,801 119,211 23.1% 3.882 0.8% 123,093 23.9% 20.8% 16,687 (9,783) - - S1.74 C 15 302,17 20.090 6.6% 1,930 0.6% 220,20 7.3% 7.3% 5.039 7.170 - - S1.45 SUBURBAN TOTAL 35 1,377,47 196,458 10.812 0.8% 207,270 15.6% 13.4% 15,242 6.887 - - \$1.28 SUBURBAN TOTAL 2 15.3% 30,56,738 352,936 11.5% 20,844 0.7% 373,780 12.2% 15.4% 0 (1,502) - - \$1.28 B 62 1.725,555 246,114 14.3% 22.00 0.3% 809,424 14.3% 18.6% 19.06 52.33 - - \$1.69 Total 182 5,648,415 762,614 18.9% 27.06 35.97 12.0% 151.1% 6.464	DOWNTO	WN SUBMARKE	Г												
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Total 35 1,377,747 196,458 14.3% 10,812 0.8% 207,270 15.0% 13.4% 15,242 6,887 - - \$1.71 SUBURBAN TOTAL 73 3,058,738 352,936 11.5% 20,844 0.7% 373,780 12.2% 15.4% 0 (1,502) - - \$1.28 B 62 1,725,555 246,134 14.3% 23,766 1.4% 269,900 15.6% 18.9% 19,054 49,315 - - \$1.19 C 47 864,122 163,544 18.9% 2,200 0.3% 165,744 19,2% 17.3% -6,038 4,540 - \$1.19 Total 182 5,648,415 76,2614 13.5% 46,810 0.8% 809,424 14.3% 16.8% 13,016 52,353 - - \$1.62 MARKET TOTAL - 73 3,618,508 410,093 1.2% 392,993 17.5% 18,7% 35,741													-	-	
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B662241,356365,34516.3%27,6481.2%392,99317.5%18.7%35,74139,532\$1.45C631,166,298183,63415.7%4,1300.4%187,76416.1%14.4%-99911,710\$1.27Total1977,026,162959,07213.7%57,6220.8%1,016,69414.5%16.1%28,25859,240\$1.45Q3-161977,026,162959,07213.7%57,6220.8%1,016,69414.5%15.2%28,25859,240\$1.45Q3-161976,967,994990,19214.2%71,1431.0%1,016,69414.5%15.2%28,25859,240\$1.45Q2-161976,967,994990,19214.2%71,1431.0%1,016,33515.2%15.9%8,37230,982\$1.45Q1-161976,932,905998,56414.4%103,5191.5%1,102,08315.9%16.1%22,61022,610\$1.42Q4-151987,078,0321,025,61614.9%78,5021,1%1,134,11816.0%16.0%42,87693,240\$1.41Q2-151987,078,0321,096,72915.5%65,2730.9%1,135,01016.0%17.0%38,77950,364-< \$1.42Q3-151987,078,0321,096,729			3 618 508	410.093	11.3%	25 844	0.7%	435 937	12.0%	15.1%	-6.484	7 998			\$1.62
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Q2-16 197 6,967,994 990,192 14.2% 71,143 1.0% 1,061,335 15.2% 15.9% 8,372 30,982 - - \$1.44 Q1-16 197 6,932,095 998,564 14.4% 1035,19 1.5% 1,02,033 15.9% 16.1% 22,610 22,610 - - \$1.42 Q4-15 198 7,078,032 1,021,174 14.4% 116,883 1.7% 1,138,057 16.1% 16.0% 34,442 127,682 - - \$1.42 Q3-15 198 7,078,032 1,055,616 14.9% 78,502 1.1% 1,134,118 16.0% 16.0% 42,876 93,240 - - \$1.41 Q2-15 198 7,078,032 1,096,729 15.5% 65,273 0.9% 1,135,010 16.0% 17.0% 38,779 50,364 - - \$1.42 Q2-15 198 7,078,032 1,096,729 15.5% 65,273 0.9% 1,135,010															
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Q1-15 198 7,078,032 1,120,927 15.8% 85,258 1.2% 1,206,185 17.0% 16.7% 11,585 11,585 \$1.36													-	-	
	Q1-15	198	7,078,032	1,120,927	15.8%	85,258	1.2%	1,206,185	17.0%	16.7%	11,585	11,585	-	-	\$1.36



554 offices in**66** countries on**6** continents

United States: **153** Canada: **34** Latin America: **24** Asia Pacific: **231** EMEA: **112**

\$2.5

billion in annual revenue*

2.0

billion square feet under management

16,000

professionals and staff

*All statistics are for 2015 and include affiliates

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