

A LOOK INTO LEDUC & NISKU

LEASING SNAPSHOT



	LEDUC/NISKU Q4 2016	LEDUC/NISKU Q1 2017
Total Inventory (Sq.Ft)	17,094,994	18,365,446
Occupied Space (Sq.Ft)	15,346,889	16,871,719
Vacant Space (Sq.Ft)	1,748,105	1,493,727
Vacancy (%)	10.2%	8.1%
Sublet (Sq.Ft)	158,990	197,130
Availability (Total)	1,907,095	1,690,857
Availability (%)	11.2%	9.2%
Base Rent \$/Sq.Ft	\$11.60	\$12.00

After a strenuous 24 months the market has proven its resilience, primarily for buildings less than 20,000 Sq.Ft. There has been limited demand for buildings of larger size. Vacancy and availability rates (8.1% and 9.2% respectively) have both reduced across the board, and landlords that had previously been satisfied with short term (1-2 year) leases are now looking for a minimum 3 year term. Lease rates have stabilized and in some instances we have seen a slight rise in 2016 rates.

Buildings in the range of 10,000-15,000 Sq.Ft with yard are still in demand, but are proving to be more difficult to locate. Inquiries for buildings of this size on larger than standard yards (3+ Acres) have increased since the beginning of 2017. Landlords of newly constructed spec buildings (with yard) may be rewarded for their patience in the second half of 2017 as the older inventory is absorbed. The demand for small industrial bays has also increased considerably.

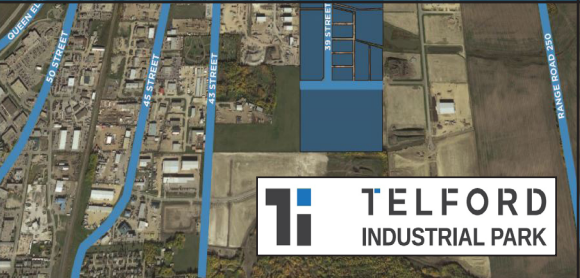
SALE SNAPSHOT

	TOTAL SALES	TOTAL SQ.FT	BREAKDOWN (\$/SQ.FT)	AVERAGE SQ.FT	AVERAGE LOT SIZE
Q1 2017	\$17,636,000	105,154	\$168	15,022	2.65
2016	\$72,334,392	436,874	\$166	25,698	3.67

Similar to 2016, Q1 2017 was notable for the lack of fire sales. Doom and gloom make the headlines, but over the past 18 months vendors have held firm with only a few buildings having sold for less than \$100/Sq.Ft, and all greater than 30,000 Sq.Ft. There were three sales in Q1 2017 in the \$250-300/Sq.Ft range - all well maintained buildings, desirable yard and low site coverage.

FEATURE LISTINGS SPRING 2017

FOR SALE/LEASE	CLASS A PROPERTY GROUP INC.
	<p>Concrete standalone buildings ranging from 11,040-22,078 Sq.Ft located in Harvest Industrial Park.</p> <p>High efficiency, Zoned- IL, 10 ton crane ready.</p>

FOR SALE	MELCOR DEVELOPMENTS
	<p>IL zoned lots located in Telford Industrial Park, lot sizes beginning at 1.47 Acres. Build to suit Lease options also available, 5,000-10,000 Sq.Ft (+/-)</p>



The information contained herein was obtained from sources which we deem reliable and, while thought to be accurate and correct is not guaranteed by Lizotte and Associates Real Estate Inc.

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