

OFFICE REPORT

Clark County | September 2011



SUMMARY | TOTALS



Activity as a whole started to slow down in September with fewer inquiries and less activity than the previous summer months. With that said, the vacancy rate went down and it was a positive month for Clark County with some absorption in almost all of the submarkets. Skewing the numbers a bit is the planned vacation of the Gifford Pinchot Forest Services Building. Though it is not totally clear if they will relocate in our market, renew, or do something else, it currently adds 40,000 square feet to the Orchards submarket muting some of the positive numbers we saw in the market last month.

Other than that, the market is much the same. Aggressive rates are still being sought and it is evermore important for landlords to do their best to keep the tenants they already have while going after new tenants in the marketplace. Rental rates still have not hit a bottom with ever aggressive deals being sought and agreed to. Short-term, as-is deals are still quite common and prevalent.

Total Class A & B Leasable Office Space (sq. ft.)	5,533,922	VACANCY RATE <i>Change from past</i>	
Total Available Class A & B Office Space (sq. ft.)	1,032,810	Month	Year
Clark County Class A & B Vacancy Rate	18.66%		
Average Vacant Class A & B Rental Rate <i>(Adjusted Annual Full Service Basis)</i>	\$19.62	(18.77%)	(19.40%)
Month Over Month Net Absorption (sq. ft.)	-12,560	RENTAL RATE <i>Change from past</i>	
Year Over Year Net Absorption (sq. ft.)	-12,767	Month	Year
			
		(\$19.73)	(\$20.07)

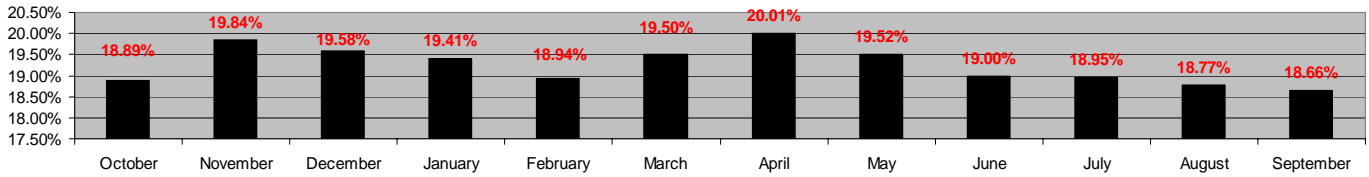
OFFICE REPORT

Clark County | September 2011

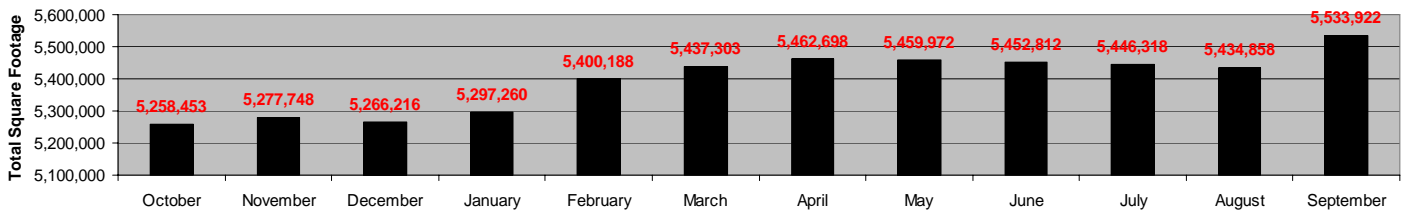


HIGHLIGHTS | TOTALS

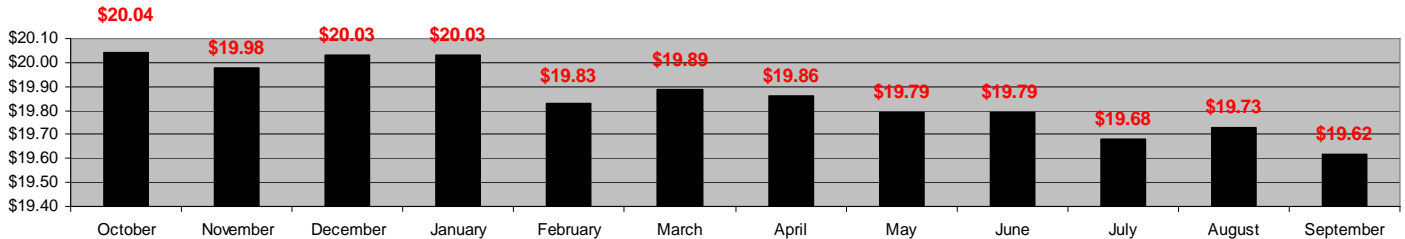
Clark County Class A & B Vacancy Rates



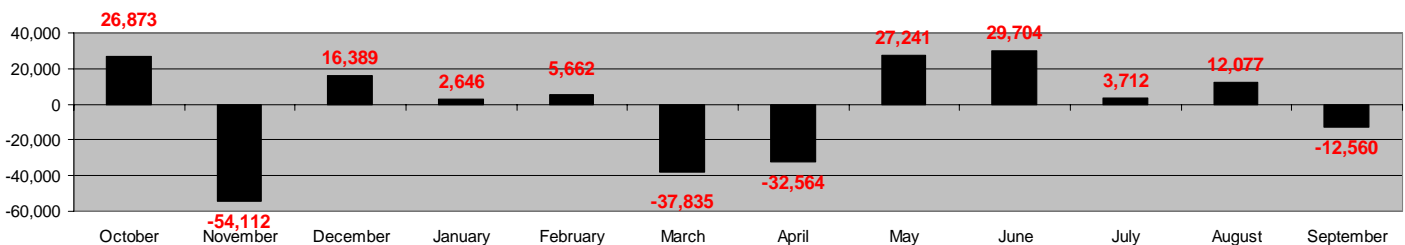
Clark County Class A & B Office Space



Clark County Class A & B Rental Rates



Month Over Month Net Absorption



OFFICE REPORT

Clark County | September 2011



RECENT TRANSACTIONS

August 2011

Puget Sound Pipe	Lease	13,452	Vancouver CBD	Industrial	Col Com
Avalar West Realty	Lease	1,177	Vancouver Mall	Office	Mgmt Group
Artonix Computer Solutions	Lease	1,340	Vancouver Mall	Office	Mgmt Group
Online Support	Lease	987	Vancouver Mall	Office	Mgmt Group
Smoken'ink	Lease	704	Vancouver Mall	Office	Mgmt Group
Berendsen Fluid Power	Lease	1,980	Vancouver Mall	Office	NBS / Cush
Rising Sun Teriyaki Grill	Lease	998	Orchards/Battle Ground	Retail	CB
Cross Fit Epiphany	Lease	2,400	Central Vancouver	Industrial	Phillips
Daybreak Youth Services	Lease	1,096	Cascade Park/EV	Office	CB
JC Group, LLC	Purchase	4,800	Central Vancouver	Retail	EF-Inc
The Logs Group, LLC	Lease	3,677	Cascade Park/EV	Office	NBS / Studley
Suburban Propane	Lease	2,617	Cascade Park/EV	Office	NBS / Garibaldi
Vancouver Watersheds Council	Lease	936	Vancouver CBD	Office	Phillips
When the Shoe Fits	Lease	2,637	Central Vancouver	Retail	NBS / MBM
Agile Services, LLC	Lease	1,344	Orchards/Battle Ground	Retail	NBS
Liberty Investments, Ltd	Lease	2,400	Orchards/Battle Ground	Retail	NBS
Dealerships IDS	Lease	2,122	Cascade Park/EV	Office	EF-Inc
Matt McConnell	Lease	870	Central Vancouver	Retail	EF-Inc
Ten Talents	Purchase	25,000	Vancouver CBD	Retail	NBS/Millichap
Orchards Rice Bowl	Lease	960	Orchards/Battle Ground	Retail	NBS

September 2011

Advanced Treatment Systems of WA	Lease	1,000	Central Vancouver	Office	Phillips
Centerpointe Resolution Specialists	Lease	1,070	Cascade Park/EV	Office	EF-Inc
Energy Electric	Lease	1,800	Hazel Dell/S.Creek	Industrial	Phillips
Geromedical Psychological Services	Lease	2,331	Hazel Dell/S.Creek	Office	Phillips
Jimmy John's Gourmet Sandwiches	Lease	1,319	Hazel Dell/S.Creek	Retail	KM
Books4Charities	Lease	1,200	Central Vancouver	Industrial	Phillips
Don Mook	Lease	2,200	Vancouver Mall	Office	Phillips
Metro Performing Arts	Lease	1,200	Central Vancouver	Industrial	Phillips
Miller Paint Company	Lease	6,646	Hazel Dell/S.Creek	Retail	EF-Inc / Ven Prop
Schmidchis Holdings, LLC	Purchase	11,200	Hazel Dell/S.Creek	Industrial	EF-Inc
Vancouver Food Cooperative	Lease	2,100	Vancouver CBD	Office	Phillips
Watersheds Council	Lease	936	Vancouver CBD	Office	Phillips
Kojis Chiropractic	Lease	1,184	Cascade Park/EV	Office	EF-Inc / PREP
Fiddlesticks Quilting	Lease	2,325	Central Vancouver	Retail	CB
Nlight Photonics	Lease	10,000	Central Vancouver	Industrial	EF-Inc / CRESA

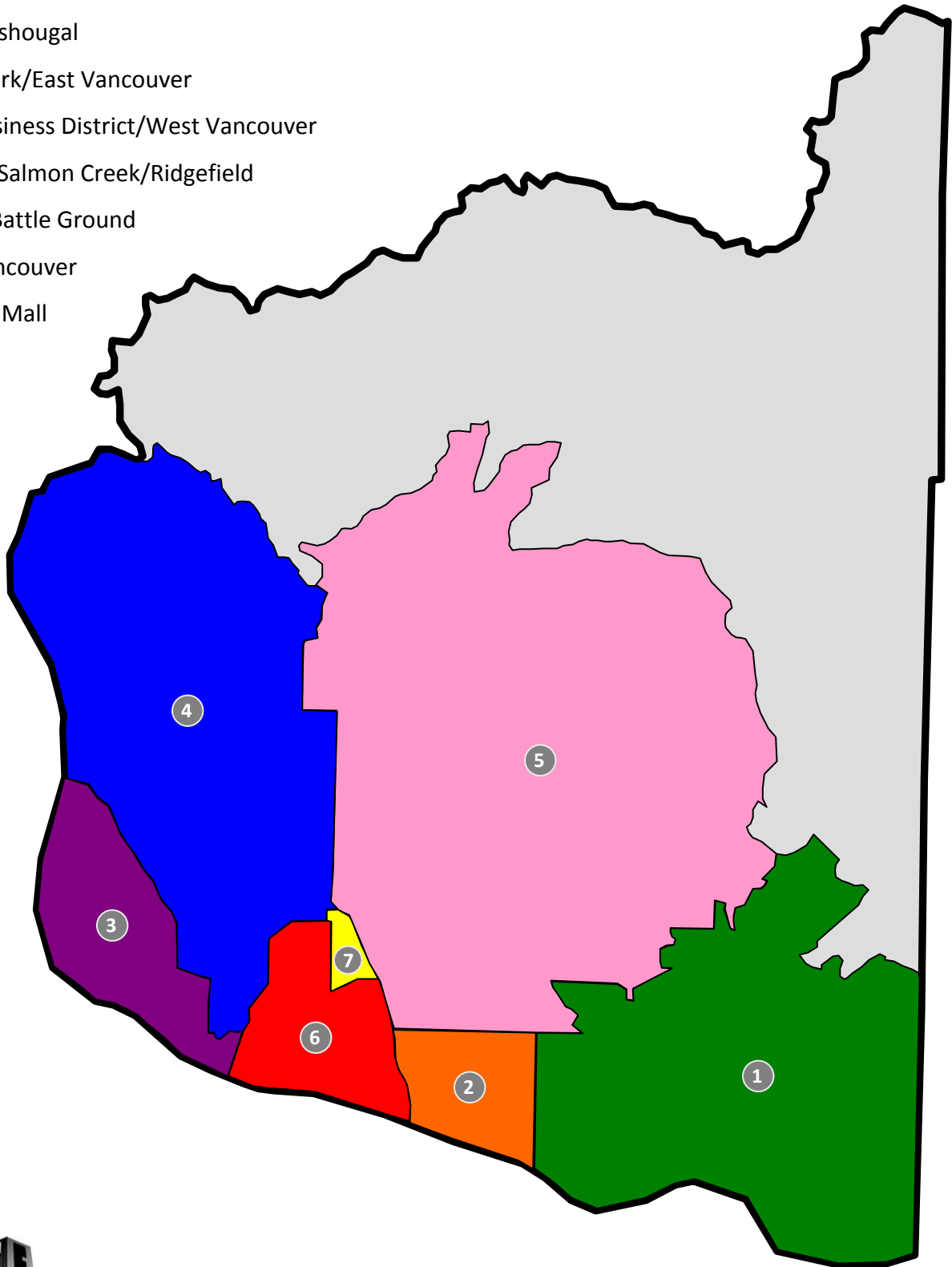
OFFICE REPORT

Clark County | September 2011



OFFICE SUBMARKETS MAP

1. Camas/Washougal
2. Cascade Park/East Vancouver
3. Central Business District/West Vancouver
4. Hazel Dell/Salmon Creek/Ridgefield
5. Orchards/Battle Ground
6. Central Vancouver
7. Vancouver Mall



OFFICE REPORT

Clark County | September 2011



CAMAS | WASHOUGAL SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
1150 S 35th St	5,000			
3695 Truman Rd	5,277			
3400 SE 196th St	5,500	1,132	21%	\$19.50
82 Washougal River Rd	5,656	2,200	39%	\$16.00
15th St @ A St	5,696			
1540 B St	6,000			
531 NE Everett St	6,000			
416 NE Dallas St	10,000	2,162	22%	\$11.00
700 NE Fourth Ave	19,761	5,000	25%	\$18.00
1700 Main St	25,802	20,100	78%	\$18.50
4900 NW Camas Meadows Dr	27,820			
4600 NW Camas Meadows Dr	28,600	20,426	71%	\$21.00
4800 NW Camas Meadows Dr	35,454			
4700 NW Camas Meadows Dr	40,701			
	227,267	51,020	22.4%	\$17.33

OFFICE REPORT

Clark County | September 2011



CASCADE PARK | EAST VANCOUVER SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
19301 SE 34th St	5,000	3,432	69%	\$19.50
606 SE 117th Ave	5,167			
17010 NE 9th St	6,000			
11820 NE Crestwood St	6,200			
234 SE 136th Ave	7,300	1,665	23%	\$23.00
519 SE 116th Ave	7,382			
16820 SE McGillivray Blvd	7,500			
15524 SE Mill Plain Blvd	7,740	2,052	27%	\$17.00
2415 SE 165th Ave	10,000	2,461	25%	\$18.00
217 SE 136th Ave	12,000			
12204 SE Mill Plain Blvd	12,000			
11105-11115 NE 14th St	12,000	4,500	38%	\$18.00
16219 SE 12th St	13,660	5,412	40%	\$18.00
16508 SE 24th St	14,000	5,655	40%	\$18.50
417 SE 164th Ave	15,525			
1406 SE 164th Ave	16,453	16,453	100%	\$19.02
615 SE Chkalov Dr	18,073	2,774	15%	\$22.50
14300 SE First St	18,166	10,136	56%	\$14.97
17700 SE Mill Plain Blvd	21,353			
16821 SE McGillivray Blvd	22,011			
16821 SE McGillivray Blvd	22,011	9,395	43%	\$20.00
3250 SE 164th Ave	23,000	8,370	36%	\$21.99
521 NE 136th Ave	24,000			
11201 NE 9th St	24,542			
1325 SE Tech Center Dr	25,520	4,120	16%	\$20.00
120 NE 136th Ave	25,696			
811 NE 112th Ave	27,122			
16701 SE McGillivray Blvd	29,682	710	2%	\$18.50
12503 SE Mill Plain Blvd	31,552	10,617	34%	\$20.00
19120 SE 34th St	32,356	3,036	9%	\$26.00
701 NE 136th Ave	34,834	34,834	100%	\$24.00
13115 NE 4th St	37,843	9,332	25%	\$22.50
601 SE 117th Ave	38,571	16,453	43%	\$21.28
12500 SE Second Cir	38,662	4,331	11%	\$22.50
501 SE 172nd Ave	40,000			

OFFICE REPORT

Clark County | September 2011



CASCADE PARK | EAST VANCOUVER SUBMARKET (CONT.)

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
11818 SE Mill Plain Blvd	42,884	9,343	22%	\$21.00
521 SE Chkalov Dr	45,000			
16703 SE McGillivray Blvd	45,218	2,000	4%	\$19.00
201 NE Park Plaza Dr	48,817	12,536	26%	\$22.50
17205 SE Mill Plain Blvd	50,000			
204 SE Stonemill Dr	51,908	17,183	33%	\$18.50
17200 SE Mill Plain Blvd	52,845	4,150	8%	\$16.00
120 NE 136th Ave	53,515			
312 SE Stonemill Dr	64,603	4,561	7%	\$18.50
203 SE Park Plaza Dr	69,283	15,274	22%	\$22.50
222 NE Park Plaza Dr	70,251	12,746	18%	\$22.50
1498 SE Tech Center Pl	71,010	16,473	23%	\$21.00
1499 SE Tech Center Pl	71,365	34,722	49%	\$22.00
201 NE Park Plaza Dr	74,499	22,899	31%	\$21.08
	1,504,119	307,625	20.5%	\$20.32

OFFICE REPORT

Clark County | September 2011



CENTRAL BUSINESS DISTRICT | WEST VANCOUVER SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
310 W 11th St	5,020			
601-611 16th St	5,300			
314 W 15th St	7,000			
1801 D St	7,906	1,600	20%	\$19.20
1013 Franklin St	7,920			
210 W 4th St	8,000			
315 W Mill Plain Blvd	8,887			
303 E 16th St	9,270			
400-404 E 13th St	10,000			
1400 Columbia St	10,410	3,869	37%	\$18.50
1706 D St	14,000			
801 Main St	14,816			
1409 Franklin St	14,817	750	5%	\$20.00
300 W 15th St	16,392	2,692	16%	\$21.00
404 E 15th St	16,500	2,958	18%	\$15.60
710 W 13th St	17,853			
1408 Franklin St	17,972			
1610 C St	18,318	5,908	32%	\$17.00
601 W Evergreen Blvd	22,002			
1313 Main St	23,383			
916 Main St	26,627	4,467	17%	\$17.00
101 E 8th St	26,930	3,454	13%	\$13.50
2500 Main St	30,000			
3305 Main St	33,948	5,681	17%	\$14.94
911 Main St	38,634	3,600	9%	\$14.49
1104 Main St	39,713	13,041	33%	\$15.93
500 W Eighth St	39,763	2,700	7%	\$17.00
915 Broadway St	40,000	4,436	11%	\$18.00
611 W Evergreen Blvd	42,973	8,200	19%	\$17.00
703 Broadway St	51,358	5,454	11%	\$21.00
400 E Mill Plain Blvd	60,833	15,116	25%	\$26.00
1220-1260 Main St	62,388			
500 Broadway St	70,353	4,122	6%	\$25.50
900 Washington St	71,000	4,561	6%	\$23.00
1111 Main St	87,984	12,210	14%	\$22.50
700 Washington St	108,248	35,407	33%	\$23.16
415-515 W 6th St	120,823	8,742	7%	\$24.75
805 Broadway St	202,975	71,506	35%	\$22.73
	1,410,316	220,474	15.6%	\$19.45

OFFICE REPORT

Clark County | September 2011



HAZEL DELL | SALMON CREEK | RIDGEFIELD SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
9705 NE Hazel Dell Ave	5,684			
14201 NE 20th Ave	7,800			
7409 NE Hazel Dell Ave	8,000	2,814	35%	\$19.00
2515 NE 134th St	8,524	1,764	21%	\$26.00
2205 NE 129th St	8,960			
1200 NE 99th St	10,000			
8515 NE Hazel Dell Ave	10,000			
8411 NE Highway 99	10,000			
9901 NE 7th Ave	10,730	4,162	39%	\$17.31
9901 NE 7th Ave	11,300			
2105 NE 129th St	11,400	3,876	34%	\$22.50
2103 NE 129th St	11,400	5,307	47%	\$16.00
1404 NE 134th St	12,000			
14208 NW Third Ct	13,000	1,038	8%	\$19.70
2101 NE 129th St	13,100			
7223 NE Hazel Dell Ave	13,589			
2702-2708 NE 78th St	14,000	3,450	25%	\$28.00
10002 NE 13th St	14,500	5,142	35%	\$24.00
13317 NE 12th Ave	14,549	7,176	49%	\$22.94
9901 NE 7th Ave	14,572	750	5%	\$19.56
7414 NE Hazel Dell Ave	15,000	3,500	23%	\$16.00
2 S 56th Pl	17,475	1,424	8%	\$24.50
7604 NE Hazel Dell Ave	18,000			
9105 Highway 99	20,000	13,000	65%	\$18.50
9103 Highway 99	21,000			
14508 NE 20th Ave	22,500	1,808	8%	\$26.00
201 NE 73rd St	24,000	5,280	22%	\$12.00
14201 NE 20th Ave	24,734	8,263	33%	\$22.00
2501 NE 134th St	27,786	5,519	20%	\$26.00
2621 NE 134th St	32,123	17,355	54%	\$27.23
2415 NE 134th St	33,048	3,039	9%	\$21.00
2417-2525 NE 139th St	45,664			
1308 NE 134th St	55,010	700	1%	\$15.00
10000 NE Seventh Ave	60,000	16,107	27%	\$19.47
	639,448	111,474	17.4%	\$21.08

OFFICE REPORT

Clark County | September 2011



ORCHARDS | BATTLE GROUND SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
1401 NW 1st St	5,760			
15 SW 20th Ave	6,442			
105 W Main St	6,450			
1910 SW 9th Ave	7,568			
11802 NE 65th St	7,729	1,129	15%	\$15.00
12518 NE 95th St	8,632			
118 S Parkway Ave	9,169	9,169	100%	\$18.76
5411 NE 107th Ave	9,350			
1818 SE 17th St	9,500			
13400 NE 20th St	12,106			
5501 NE 109th Ct	12,976	5,183	40%	\$15.00
1710 W Main St	13,194			
5500 NE 109th Ct	15,922	1,922	12%	\$14.00
11805 NE 99th St	17,520	3,191	18%	\$18.41
11815 NE 99th St	18,744	3,236	17%	\$19.00
11807 NE 99th St	19,696	15,396	78%	\$19.00
9115B NE 117th Ave	20,000			
9611 NE 117th Ave	24,160	6,660	28%	\$18.00
15640 NE Fourth Plain Blvd	25,360	15,360	100%	\$19.00
109 SW First St	31,110			
10600 NE 51 st Cir	40,664	40,664	100%	\$22.00
2005 W. Main St	48,900			
	370,952	101,910	27.5%	\$17.82

OFFICE REPORT

Clark County | September 2011



CENTRAL VANCOUVER SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
8308 NE Mill Plain Blvd	5,000	914	18%	\$20.50
717 NE 61st St	6,100			
816 NE 87th Ave	6,156	6,156	100%	\$18.50
2403 E Evergreen Blvd	7,334	3,101	42%	\$21.00
3312 E Fourth Plain Blvd	7,600	6,000	79%	\$7.90
9300 Oak View Dr	11,600	3,568	31%	\$15.00
6615 E 4th Plain Blvd	17,000	6,000	35%	\$20.50
5305 E 18th St	21,810	2,855	13%	\$17.57
5300 MacArthur Blvd	22,492	22,492	100%	\$17.00
2001 SE Columbia River Dr	22,540	10,842	48%	\$28.00
200 Grand Blvd	22,600			
8614 NE Mill Plain Blvd	23,498	1,568	7%	\$17.00
2018 Grand Blvd	25,782			
1701 SE Columbia River Dr	26,000	2,600	10%	\$28.00
2211 E Mill Plain Blvd	32,011			
2700 NE Andresen Rd	36,782	8,643	23%	\$13.91
501 SE Columbia Shores Blvd	41,969	5,876	14%	\$22.00
5701-5721 SE Columbia Way	66,000			
5411 E Mill Plain Blvd	152,536	17,177	11%	\$16.00
	554,810	97,792	17.6%	\$18.78

OFFICE REPORT

Clark County | September 2011



VANCOUVER MALL SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
9407 NE Vancouver Mall Dr	5,600			
5123 NE 94th Ave	6,184	2,288	37%	\$17.00
5131 NE 94th Ave	6,184	2,334	38%	\$17.00
8400 NE Vancouver Mall Loop	6,900			
4610 NE 77th Ave	8,953			
9300 NE Vancouver Mall Dr	12,135			
9310 NE Vancouver Mall Dr	15,000			
3925 NE 72nd Ave	15,154			
7720 NE Vancouver Mall Dr	15,232	1,463	10%	\$18.00
9330 NE Vancouver Mall Dr	15,250	3,024	20%	\$21.00
7710 NE Vancouver Mall Dr	15,697			
7200 NE 41st St	16,017	5,750	36%	\$17.00
5101 NE 82nd Ave	18,960			
5101 NE 82nd Ave	18,960			
9320 NE Vancouver Mall Dr	20,000	5,771	29%	\$21.00
7710 NE Greenwood Dr	27,500	5,080	18%	\$18.00
7700 NE Greenwood Dr	27,500	7,258	26%	\$19.50
5101-5104 NE 82nd Ave	28,500	14,500	51%	\$18.00
9120 NE Vancouver Mall Loop	32,504	4,983	15%	\$21.21
8000 NE Parkway Dr	47,810	6,421	13%	\$22.50
7700 NE Parkway Dr	50,762	21,740	43%	\$21.00
4601 NE 77th Ave	52,696	10,884	21%	\$22.00
4317 NE Thurston Way	54,481	23,687	43%	\$13.88
8100 NE Parkway Dr	56,960	8,836	16%	\$20.00
7600 NE 41st St	72,000			
7500 NE 41st St	84,198			
4400 NE 77th Ave	95,873	18,496	19%	\$24.00
	827,010	142,515	17.2%	\$19.44