

OFFICE REPORT

Clark County | September 2012



SUMMARY | TOTALS



Activity continues to slowly improve in the marketplace. Small users are flooding the market looking for small office suites while more established companies are finally making their decision to grow and/or relocate within the marketplace. Landlords continue to slowly pull back some concessions and in some instances are raising their asking rates. In touring prospects, brokers are oddly finding, in some submarkets, a limited number of quality second generation spaces that are move-in-ready for a tenant looking for less than a five year term.

Moving forward, I anticipate activity will continue to progress as our overall economy continues to improve. Though most believe an agreement will be reached before we go off the so called "fiscal cliff" of sequestration and tax increases, the effects if an agreement isn't met on the greater economy and our local office market would undoubtedly be significant and damaging.

Total Class A & B Leasable Office Space (sq. ft.)

5,634,504

Total Available Class A & B Office Space (sq. ft.)

1,113,783

Clark County Class A & B Vacancy Rate

19.77%

Average Vacant Class A & B Rental Rate
(Adjusted Annual Full Service Basis)

\$19.48

Month-Over-Month Net Absorption (sq. ft.)

12,121

Year-Over-Year Net Absorption (sq. ft.)

-93,533

All data in this report is from the end of the previous month

VACANCY RATE

Change from past
Month Year



(19.99%)



(18.77%)

RENTAL RATE

Change from past
Month Year



(\$19.41)



(\$19.73)

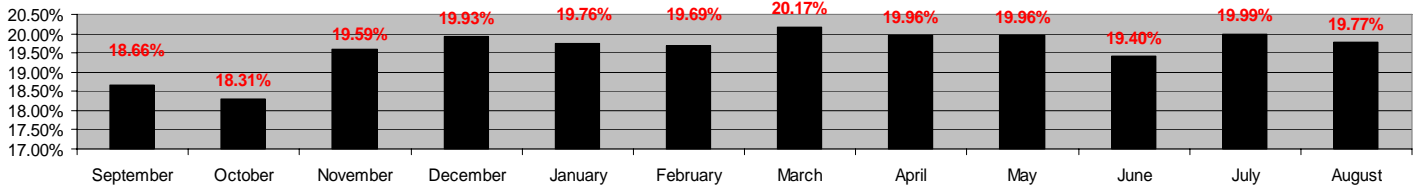
OFFICE REPORT

Clark County | September 2012

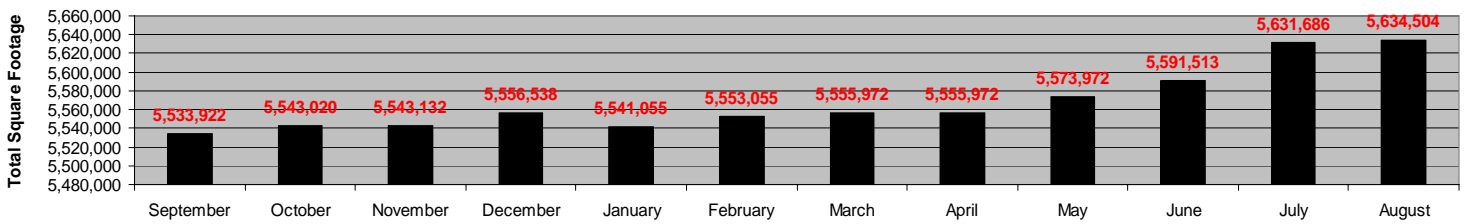


HIGHLIGHTS | TOTALS

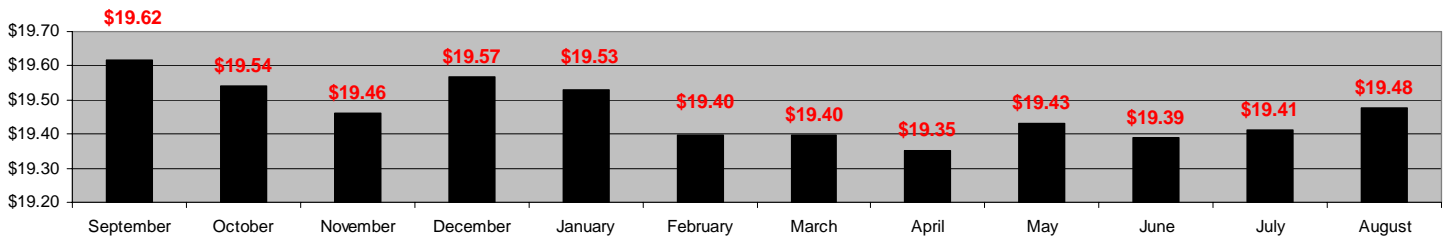
Clark County Class A & B Vacancy Rates



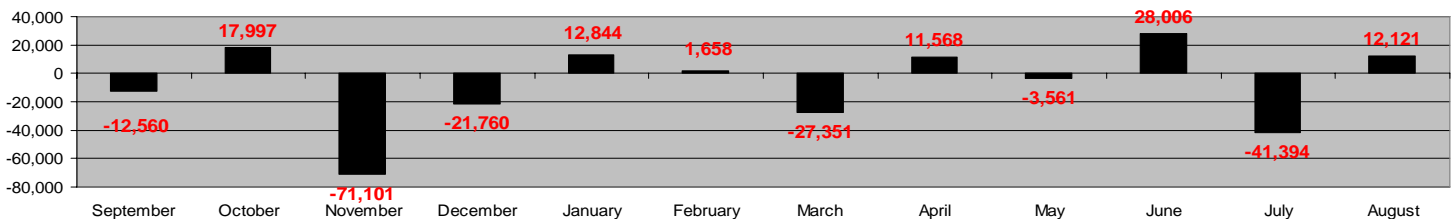
Clark County Class A & B Office Space



Clark County Class A & B Rental Rates



Month Over Month Net Absorption



OFFICE REPORT

Clark County | September 2012



RECENT TRANSACTIONS

July-12	Transaction	Sq. Ft.	Submarket	Type	Brokerage Firm(s)
Mattress Pros	Lease	3,938	Central Vancouver	Retail	KW / NBS
Regency Estates JV, LLC	Purchase	20.12 ac	Orchards / Battle Ground	Land	CB
Ryan Tavakoli	Lease	1,172	Cascade Park / East Vancouver	Office	NBS
Wilbur-Ellis Company	Lease	10,842	Vancouver CBD	Office	NBS
Bubb's Food Services	Lease	1,200	Central Vancouver	Industrial	Phillips
Homestreet Bank	Lease	3,914	Vancouver Mall	Office	NBS / JLL
Mohawk Metal Company	Lease	18,684	Central Vancouver	Industrial	CB
PST Services	Expansion	18,878	Cascade Park / East Vancouver	Office	NBS / CBRE
Self Balance Massage	Lease	900	Vancouver Mall	Office	Phillips
Garden View Trust	Purchase	3.16 ac	Orchards / Battle Ground	Land	CB
Vancouver Defenders	Expansion	752	Vancouver CBD	Office	Phillips
August-12	Transaction	Sq. Ft.	Submarket	Type	Brokerage Firm(s)
Body Bliss Yoga Studio	Lease	500	Camas / Washougal	Retail	Lone Wolf
Flores Fitness	Lease	3,524	Central Vancouver	Industrial	CB
Jerry Irwin & Associates	Expansion	9,240	Orchards / Battle Ground	Industrial	KM
American Freight, Inc.	Lease	505	Camas / Washougal	Office	Lone Wolf
Kuni Enterprises	Lease	15,515	Cascade Park / East Vancouver	Office	NBS / PacTrust
Port of Ridgefield	Purchase	13,000	Ridgefield	Industrial	KM / CB
Rose Family Medicine	Lease	1,175	Cascade Park / East Vancouver	Office	Phillips / PacTrust
Suburban Propane	Expansion	1,960	Cascade Park / East Vancouver	Office	NBS / Garibaldi
City Ranked, LLC	Lease	704	Vancouver Mall	Office	Mgmt Group
Coldwell Banker Commercial	Purchase	26,147	Vancouver CBD	Office	CB
September-12	Transaction	Sq. Ft.	Submarket	Type	Brokerage Firm(s)
David Evans & Associates	Lease	5,761	Vancouver CBD	Office	NBS
Evergreen Public Schools	Lease	3,750	Orchards / Battle Ground	Retail	NBS
Holt Distressed Prop. Fund 2010	Purchase	23 lots	Vancouver Mall	Land	CB
Innovative Packaging Co	Lease	4,500	Orchards / Battle Ground	Industrial	NBS
Diane Moore	Lease	1,500	Cascade Park / East Vancouver	Office	NBS / R.E. Group
Eurotech, Inc	Lease	627	Vancouver CBD	Office	EF-Inc
Herontide, LLC	Purchase	60 units	Orchards / Battle Ground	Multi-Family	NBS / Marketplace
Keys to Advancement	Lease	735	Cascade Park / East Vancouver	Office	NBS / KW
Matthew Janik	Lease	588	Hazel Dell / Salmon Creek	Office	EF-Inc
Cricket Wireless	Lease	1,100	Central Vancouver	Retail	CB / HSM
Embassy Management	Lease	881	Vancouver Mall	Office	NBS
H. Pelay & M. Uribe de Pelayo	Purchase	2,612	Camas / Washougal	Retail	EF-Inc
I Love Living Green	Lease	550	Camas / Washougal	Office	Lone Wolf
New Vision Programs	Lease	1,238	Vancouver Mall	Office	NBS
Western United States Ag Trade	Expansion	6,920	Vancouver Mall	Office	NBS
A Barber	Lease	1,700	Cascade Park / East Vancouver	Retail	Columbia Pacific
Chad Sessions	Lease	4,100	Cascade Park / East Vancouver	Retail	Columbia Pacific
Chiropractic Care Center NWPS	Lease	2,000	Cascade Park / East Vancouver	Retail	Columbia Pacific / Cano
Bedont Orthodontics	Lease	2,540	Cascade Park / East Vancouver	Retail	Columbia Pacific / NBS
Denim & Frills	Lease	2,543	Cascade Park / East Vancouver	Retail	Columbia Pacific
Panache Salon	Lease	1,415	Cascade Park / East Vancouver	Retail	Columbia Pacific
Tropical Smoothie Café	Lease	2,000	Cascade Park / East Vancouver	Retail	Columbia Pacific
Twilight Pizza	Lease	4,780	Cascade Park / East Vancouver	Retail	Columbia Pacific
General Services Administration	Lease	15,000	Vancouver CBD	Office	NBS
Wells Fargo Advisors	Lease	3,500	Vancouver CBD	Office	NBS

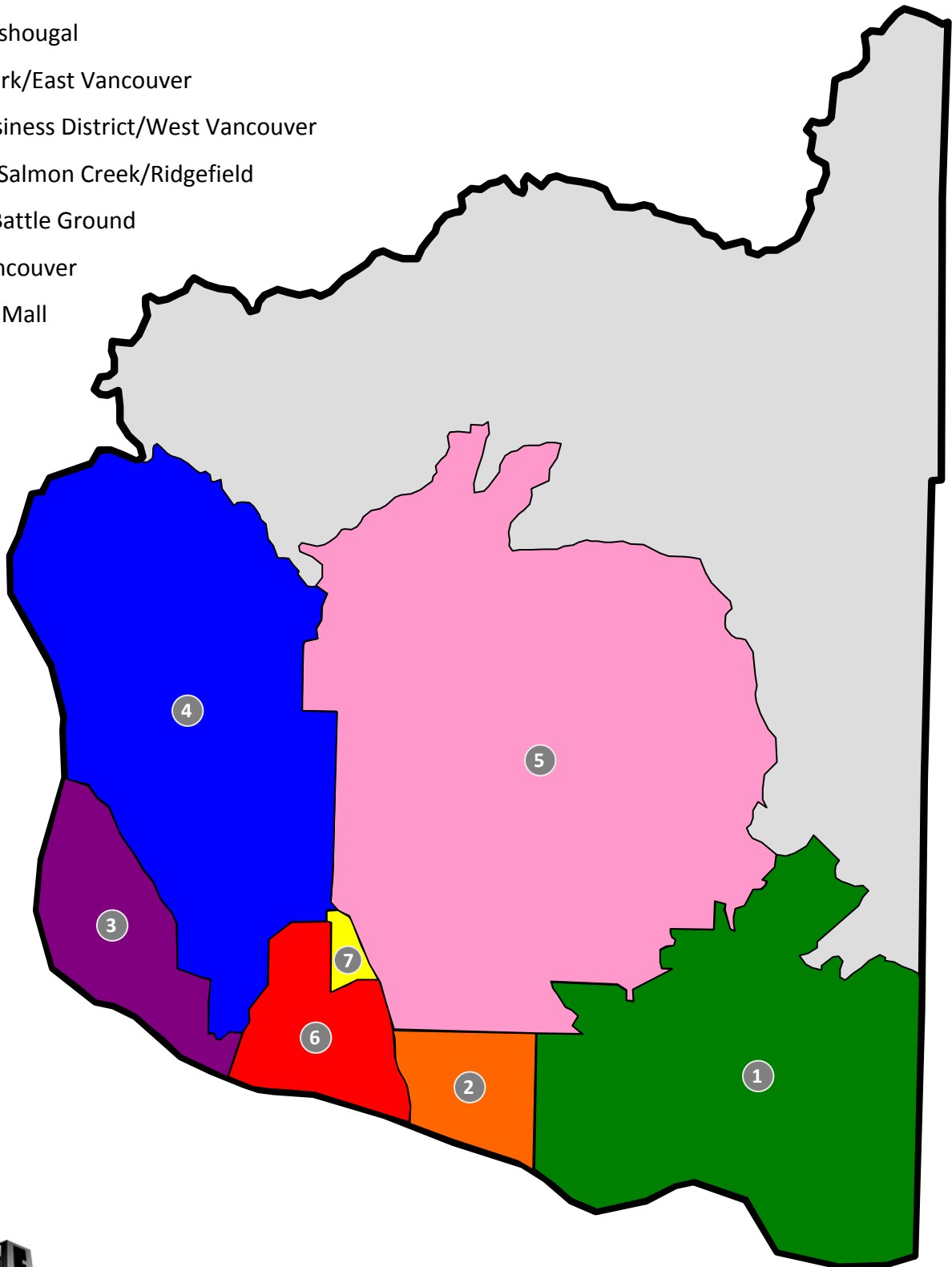
OFFICE REPORT

Clark County | September 2012



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 2012



CAMAS | WASHOUGAL SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
19301 SE 34th St	5,000			
3695 Truman Rd	5,277			
3400 SE 196th St	5,500	1,310	24%	\$21.00
82 Washougal River Rd	5,656	5,150	91%	\$15.00
1540 B St	6,000			
531 NE Everett St	6,000			
4910 NW Camas Meadows Dr	6,000	2,040	34%	\$18.00
416 NE Dallas St	10,000			
700 NE Fourth Ave	19,761	5,000	25%	\$18.00
1700 Main St	25,802	17,945	70%	\$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			
	227,571	51,871	22.8%	\$18.58

OFFICE REPORT

Clark County | September 2012



CASCADE PARK | EAST VANCOUVER SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
606 SE 117th Ave	5,167			
17010 NE 9th St	6,000			
11820 NE Crestwood St	6,200	2,900	47%	\$17.00
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
12204 SE Mill Plain Blvd	12,000	2,320	19%	\$19.00
217 SE 136th Ave	12,000	3,600	30%	\$16.00
11105-11115 NE 14th St	12,000	4,500	38%	\$18.00
16219 SE 12th St	13,660	1,476	11%	\$18.00
16508 SE 24th St	13,739	5,845	43%	\$19.50
3101 SE 192nd Ave	14,000			
417 SE 164th Ave	15,525			
1406 SE 164th Ave	17,085	16,453	96%	\$16.00
615 SE Chkalov Dr	18,073	3,474	19%	\$22.00
14300 SE First St	18,166	3,500	19%	\$14.95
17700 SE Mill Plain Blvd	21,353	12,380	58%	\$19.00
16821 SE McGillivray Blvd	22,011	1,350	6%	\$18.00
16821 SE McGillivray Blvd	22,011	7,904	36%	\$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	782	3%	\$19.50
12503 SE Mill Plain Blvd	31,552	7,780	25%	\$18.50
19120 SE 34th St	32,356			
14401 SE 1st St	33,900	33,900	100%	\$15.00
701 NE 136th Ave	34,834	34,834	100%	\$24.00
13115 NE 4th St	37,843	4,342	11%	\$22.50
601 SE 117th Ave	38,571	13,362	35%	\$21.73

OFFICE REPORT

Clark County | September 2012



CASCADE PARK | EAST VANCOUVER SUBMARKET (CONT.)

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
12500 SE Second Cir	38,662	4,331	11%	\$22.50
501 SE 172nd Ave	40,000			
11818 SE Mill Plain Blvd	42,884	17,736	41%	\$21.00
521 SE Chkalov Dr	45,000			
16703 SE McGillivray Blvd	45,218	6,956	15%	\$19.00
201 NE Park Plaza Dr	48,817	11,577	24%	\$22.50
17205 SE Mill Plain Blvd	50,000			
204 SE Stonemill Dr	51,908	16,460	32%	\$18.50
17200 SE Mill Plain Blvd	52,845	4,150	8%	\$19.00
120 NE 136th Ave	53,515			
312 SE Stonemill Dr	64,603	4,561	7%	\$18.50
201 NE Park Plaza Dr	66,568	40,913	61%	\$21.71
203 SE Park Plaza Dr	69,283	18,362	27%	\$22.50
222 NE Park Plaza Dr	70,251	12,746	18%	\$22.50
1498 SE Tech Center Pl	71,010	9,382	13%	\$21.00
1499 SE Tech Center Pl	71,365	27,074	38%	\$21.00
	1,539,459	353,618	23.0%	\$19.67

OFFICE REPORT

Clark County | September 2012



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			
1801 D St	7,906	1,600	20%	\$19.50
1013 Franklin St	7,920			
210 W 4th St	8,000			
400-404 E 13th St	8,700			
315 W Mill Plain Blvd	8,887			
303 E 16th St	9,720	9,720	100%	\$23.00
1400 Columbia St	10,410	870	8%	\$18.50
1706 D St	14,000			
801 Main St	14,816			
1409 Franklin St	14,817	1,150	8%	\$13.68
404 E 15th St	16,500	2,100	13%	\$22.50
710 W 13th St	17,853			
1408 Franklin St	17,972			
1610 C St	18,318	11,908	65%	\$24.00
1300 Esther St	20,962	2,811	13%	\$15.00
601 W Evergreen Blvd	22,002			
1313 Main St	23,383			
314 W 15th St	23,391			
916 Main St	26,627	4,467	17%	\$17.00
101 E 8th St	26,930	9,127	34%	\$13.18
2500 Main St	30,000			
3305 Main St	33,948	5,681	17%	\$14.94
911 Main St	34,068	3,600	11%	\$13.33
1104 Main St	39,713	13,041	33%	\$14.00
500 W Eighth St	39,763	2,000	5%	\$15.83
915 Broadway St	40,000	3,176	8%	\$18.00
611 W Evergreen Blvd	42,973	8,200	19%	\$17.00
703 Broadway St	51,358	2,177	4%	\$21.00
400 E Mill Plain Blvd	60,833	20,406	34%	\$26.00
1220-1260 Main St	62,500	62,500	100%	\$21.02
500 Broadway St	70,353	4,122	6%	\$25.50
900 Washington St	71,000	1,460	2%	\$23.00
1111 Main St	87,984	12,428	14%	\$22.50
700 Washington St	108,248	37,634	35%	\$23.15
415-515 W 6th St	120,823	8,742	7%	\$24.75
805 Broadway St	202,975	47,829	24%	\$23.00
	1,425,973	276,749	19.4%	\$19.56

OFFICE REPORT

Clark County | September 2012



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			
14201 NE 20th Ave	7,800			
7409 NE Hazel Dell Ave	8,000	2,814	35%	\$21.00
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			
7700 NE 26th Ave	10,453			
9901 NE 7th Ave	10,730	2,468	23%	\$17.82
9901 NE 7th Ave	11,300	1,369	12%	\$22.72
2105 NE 129th St	11,400	1,310	11%	\$22.50
2103 NE 129th St	11,400	5,700	50%	\$22.50
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	3,755	28%	\$16.00
2702-2708 NE 78th St	14,000	3,450	25%	\$21.00
10002 NE 13th St	14,500	5,142	35%	\$24.00
13317 NE 12th Ave	14,549	2,542	17%	\$25.00
9901 NE 7th Ave	14,572	750	5%	\$19.56
7414 NE Hazel Dell Ave	15,000	6,500	43%	\$12.00
2 S 56th Pl	17,475	3,856	22%	\$25.50
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	4,388	20%	\$26.00
201 NE 73rd St	24,000	5,280	22%	\$19.00
14201 NE 20th Ave	24,734	8,263	33%	\$22.00
2501 NE 134th St	27,786	10,369	37%	\$24.32
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	9,907	17%	\$21.47
	657,701	114,759	17.4%	\$21.30

OFFICE REPORT

Clark County | September 2012



ORCHARDS | BATTLE GROUND SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
1401 NW 1st St	5,760	1,400	24%	\$16.00
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	6,646	72%	\$18.50
5411 NE 107th Ave	9,350	6,434	69%	\$16.00
1818 SE 17th St	9,500			
314 NE 1st Ave	10,000	542	5%	\$14.39
13400 NE 20th St	12,106			
5501 NE 109th Ct	12,976	3,179	24%	\$14.50
1710 W Main St	13,262	2,421	18%	\$16.00
5500 NE 109th Ct	15,922	5,870	37%	\$17.50
11805 NE 99th St	17,520	3,191	18%	\$19.50
11815 NE 99th St	18,744	3,236	17%	\$19.00
11807 NE 99th St	19,696	15,396	78%	\$19.50
9611 NE 117th Ave	24,160	6,660	28%	\$19.00
15640 NE Fourth Plain Blvd	25,360	15,360	61%	\$26.00
109 SW First St	31,110			
10600 NE 51st Cir	40,664			
2005 W Main St	48,900			
	361,020	71,464	19.8%	\$17.76

OFFICE REPORT

Clark County | September 2012



CENTRAL VANCOUVER SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
8308 NE Mill Plain Blvd	5,000	940	19%	\$19.00
717 NE 61st St	6,100			
2403 E Evergreen Blvd	7,342	4,795	65%	\$19.50
8516 NE 8th Way	7,416	7,416	100%	\$18.00
3312 E Fourth Plain Blvd	8,500			
9300 Oak View Dr	11,600	3,568	31%	\$15.00
6615 E 4th Plain Blvd	17,000	3,000	18%	\$13.50
2300 E Third Loop	18,000	1,156	6%	\$16.44
2001 SE Columbia River Dr	22,540	10,842	48%	\$21.50
200 Grand Blvd	22,600			
8614 NE Mill Plain Blvd	23,498	5,976	25%	\$20.04
5305 E 18th St	25,000	505	2%	\$19.01
2018 Grand Blvd	25,782			
1701 SE Columbia River Dr	26,000	2,612	10%	\$24.00
2211 E Mill Plain Blvd	32,011			
5300 MacArthur Blvd	35,373	35,373	100%	\$12.00
2700 NE Andresen Rd	36,782	9,309	25%	\$11.26
501 SE Columbia Shores Blvd	41,969	13,220	31%	\$22.00
5701-5721 SE Columbia Way	66,000	3,059	5%	\$25.50
5411 E Mill Plain Blvd	152,536	16,377	11%	\$16.00
	591,049	118,148	20.0%	\$18.18

OFFICE REPORT

Clark County | September 2012



VANCOUVER MALL SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
9407 NE Vancouver Mall Dr	5,600			
5131 NE 94th Ave	6,184	1,064	17%	\$17.00
5123 NE 94th Ave	6,184	2,288	37%	\$17.00
8400 NE Vancouver Mall Loop	6,900	2,984	43%	\$23.00
4610 NE 77th Ave	8,953			
9300 NE Vancouver Mall Dr	12,135			
5101 NE 82nd Ave	12,624			
3925 NE 72nd Ave	15,000			
9310 NE Vancouver Mall Dr	15,000			
3925 NE 72nd Ave	15,154	850	6%	\$18.00
7720 NE Vancouver Mall Dr	15,232	1,463	10%	\$18.00
9330 NE Vancouver Mall Dr	15,250	3,273	21%	\$21.07
7710 NE Vancouver Mall Dr	15,697			
7200 NE 41st St	16,017	8,643	54%	\$17.00
5101 NE 82nd Ave	17,999			
9320 NE Vancouver Mall Dr	20,000	5,771	29%	\$21.00
5101 NE 82nd Ave	25,245			
7710 NE Greenwood Dr	27,500	2,856	10%	\$19.50
7700 NE Greenwood Dr	27,500	4,950	18%	\$19.50
9120 NE Vancouver Mall Loop	32,504			
8000 NE Parkway Dr	47,810	19,012	40%	\$19.00
7700 NE Parkway Dr	50,762	25,060	24%	\$22.00
4601 NE 77th Ave	52,969	10,884	21%	\$22.00
4317 NE Thurston Way	54,481	24,968	46%	\$13.81
8100 NE Parkway Dr	56,960	5,785	10%	\$16.10
7600 NE 41st St	72,000			
7500 NE 41st St	84,198			
4400 NE 77th Ave	95,873	7,323	8%	\$24.00
	831,731	127,174	15.3%	\$19.25