

OFFICE REPORT

Clark County | September 2013



SUMMARY | TOTALS



This past month was fairly slow as Summer wound down and school started back up. There seems to be a fair number of deals in progress in the marketplace so the number of closed deals should pick up as brokers and decision makers both refocus and get back to work.

Our market is in transition. Some landlords are choosing to stay relatively firm on rate and free rent with optimism of an improving market while others are still taking the bird in hand almost regardless of the business points. In general, a flexible tenant can hop around the market and still find a landlord willing to be extremely aggressive. More than ever though landlords are gaining the courage to say "no" to questionable deals with hopes of landing a better tenant down the road.

Total Class A & B Leasable Office Space (sq. ft.)	6,090,490
Total Available Class A & B Office Space (sq. ft.)	1,114,701
Clark County Class A & B Vacancy Rate	18.30%
Average Vacant Class A & B Rental Rate <i>(Adjusted Annual Full Service Basis)</i>	\$20.12
Month-Over-Month Net Absorption (sq. ft.)	5,791
Year-Over-Year Net Absorption (sq. ft.)	-918

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

VACANCY RATE	
<i>Change from past</i>	
Month	Year
(18.30%)	(19.77%)
RENTAL RATE	
<i>Change from past</i>	
Month	Year
(\$20.12)	(\$19.48)

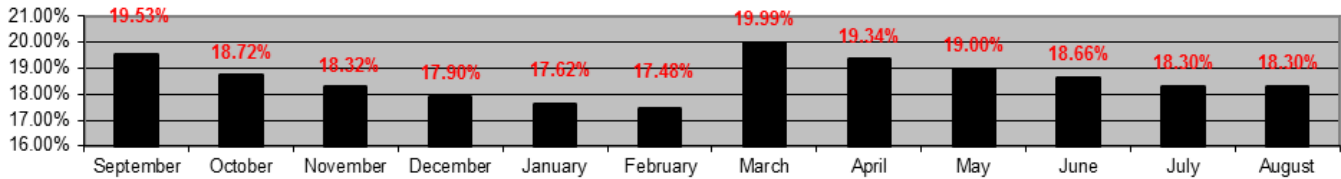
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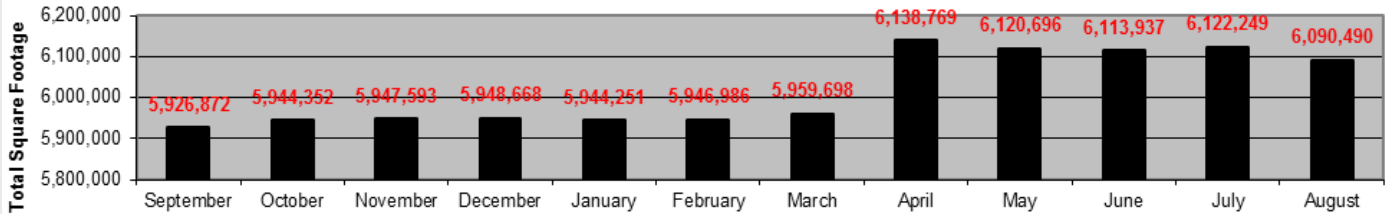


HIGHLIGHTS | TOTALS

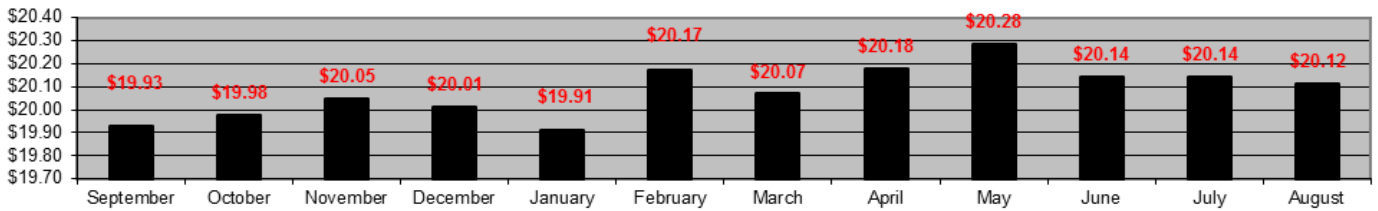
Clark County Class A & B Vacancy Rates



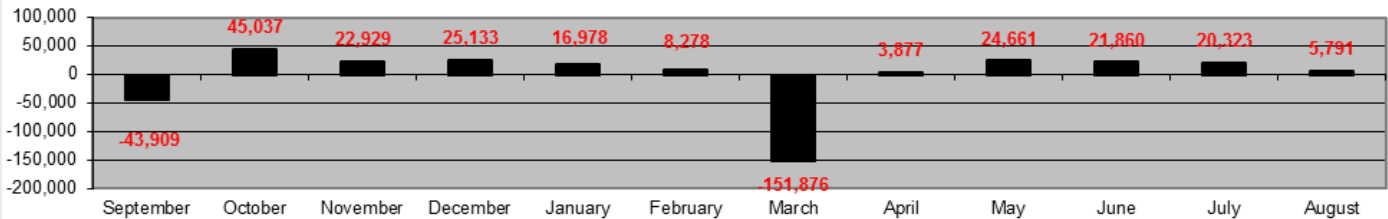
Clark County Class A & B Office Space



Clark County Class A & B Rental Rates



Month Over Month Net Absorption



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RECENT TRANSACTIONS

	Transaction	Sq. Ft.	Submarket	Type	Brokerage Firm(s)
Jun-13					
Doppelganger Style, LLC	Lease	1,305	Vancouver CBD	Retail	EF-Inc / Col Pac
Evergreen Public Schools	Lease	68,845	Cascade Park / East Vancouver	Office	EF-Inc / Cush
Goodlife Therapeutic Massage	Lease	1,017	Cascade Park / East Vancouver	Office	EF-Inc
Guaranteed Rate, Inc	Lease	1,312	Cascade Park / East Vancouver	Office	NBS / CB
KMR Group 9604, LLC	Purchase	17,600	Orchards / Battle Ground	Industrial	EF-Inc
OSA Enterprises	Lease	1,530	Vancouver CBD	Office	CB
Powell Investment Group	Purchase	2,940	Orchards / Battle Ground	Retail	CB
Laura Lewis	Expansion	1,175	Cascade Park / East Vancouver	Office	NBS
Atlas Spinal Care	Renewal	2,019	Cascade Park / East Vancouver	Office	EF-Inc
Confident Driving Instruction	Lease	774	Orchards / Battle Ground	Retail	Col Com
Deluxe Nails	Lease	985	Woodland	Retail	Col Com
Gillespie Ventures dba Freshii	Lease	1,757	Vancouver CBD	Retail	EF-Inc / MBM
ArgenTech Solutions	Lease	1,527	Vancouver Mall	Office	EF-Inc / NS
Jul-13					
Construction Industry Council of Washington	Lease	3,886	Central Vancouver	Industrial	CB
Dulin Corporation of Washington	Lease	2,200	Vancouver CBD	Retail	NBS
Dynamic Events Inc.	Lease	9,199	Central Vancouver	Industrial	CB
Garden View Trust	Purchase	101 spaces	Vancouver Mall	RV Park	NBS
Krissy Goecks	Lease	550	Camas / Washougal	Retail	Lone Wolf
River West Apartments	Purchase	6,452	Orchards / Battle Ground	Retail	NBS / JLL
A Pizza The Action, LLC	Renewal	1,500	Cascade Park / East Vancouver	Retail	NBS
Anovia Resource Recovery	Lease	2,500	Woodland	Industrial	CB
Chinook, Inc.	Lease	21,575	Central Vancouver	Industrial	Col Com / CB
Columbia Nutritional	Lease	2,804	Central Vancouver	Industrial	Col Com
Dempsie Powers & Jeff Steen	Lease	750	Orchards / Battle Ground	Retail	NBS
First Church of Christ Scientist	Lease	735	Vancouver CBD	Retail	EF-Inc / CB
GTS Interior Supply	Lease	7,928	Central Vancouver	Industrial	Capacity / Col Com
Mark Moy's Martial Arts & Tai Chi	Lease	1,890	Hazel Dell / Salmon Creek	Industrial	Col Com
Melissa York / My Fit Nation	Lease	3,780	Hazel Dell / Salmon Creek	Industrial	Col Com
Northwood Cabinets	Renewal	2,227	Central Vancouver	Retail	EF-Inc
United Seating and Mobility LLC	Lease	8,158	Hazel Dell / Salmon Creek	Industrial	Compass / Col Com
Woodland Comm. Swimming Pool Com.	Purchase	785	Woodland	Commercial	NBS
Young's Market Co. of Washington	Lease	7,928	Hazel Dell / Salmon Creek	Industrial	Col Com
P&B Precision Grinding	Lease	1,800	Hazel Dell / Salmon Creek	Industrial	Phillips
Sea-Mar Community Health Center	Purchase	.31 acres	Central Vancouver	Land	CB
Aug-13					
Anita and Robert Haney	Lease	862	Orchards / Battle Ground	Retail	KW / NBS
Cobalt Mortgage	Lease	2,626	Vancouver Mall	Office	EF-Inc / Raskin & CRESA
The Cat's Meow Luxury Boarding	Lease	1,440	Cascade Park / East Vancouver	Retail	EF-Inc / JLL
Dish Network	Lease	6,625	Hazel Dell / Salmon Creek	Industrial	CB / CRESA
The Hertz Corporation	Lease	1,200	Orchards / Battle Ground	Retail	CB / NBS
Joner & Baker, PLLC	Lease	1,149	Orchards / Battle Ground	Retail	NBS / Mgmt Group
Party City Corporation	Lease	11,000	Hazel Dell / Salmon Creek	Retail	NBS
Stahl-Woolridge Construction	Purchase	45,000	Orchards / Battle Ground	Retail	CB / Cornish & Care
Transport Holdings, Inc.	Lease	3,080	Camas / Washougal	Office	Lone Wolf
Tropics Jewelry & Loan	Lease	6,000	Orchards / Battle Ground	Retail	EF-Inc / CB
Abiding Light Church	Lease	1,184	Orchards / Battle Ground	Office	Mgmt Group
Associated Agency Group, LLC	Lease	1,044	Orchards / Battle Ground	Retail	CB
B Pierce Enterprise	Lease	2,439	Orchards / Battle Ground	Office	KM
City Ranked Media	Lease	704	Orchards / Battle Ground	Office	Mgmt Group
Grindstone Collection Strategies, Inc	Lease	2,230	Orchards / Battle Ground	Office	Mgmt Group
Papa Murphy's	Renewal	1,200	Woodland	Retail	EF-Inc

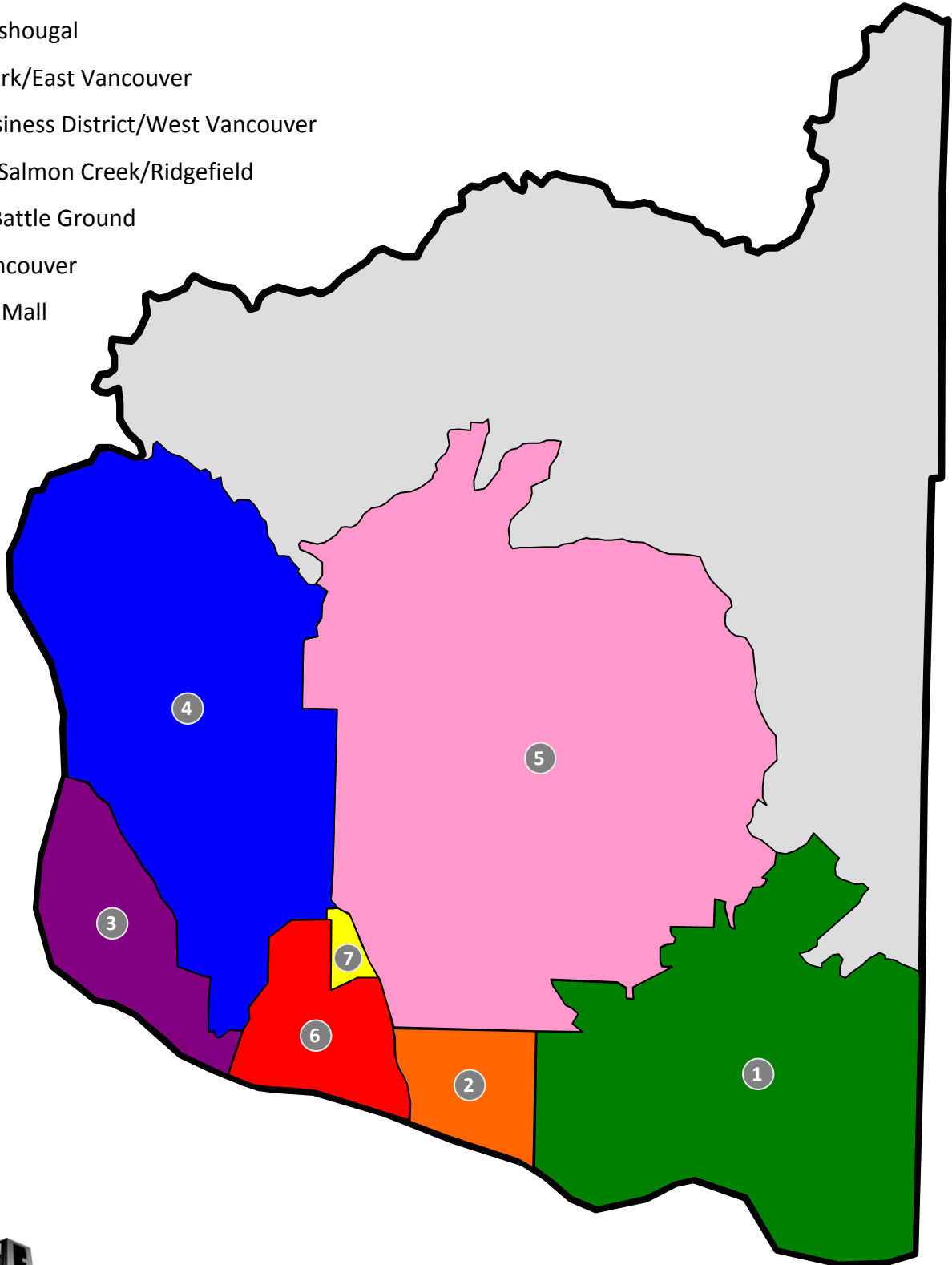
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OFFICE SUBMARKETS MAP

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



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CAMAS | WASHOUGAL SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
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%	\$24.00
3400 SE 196th Ave	8,518	2,204	26%	\$24.00
19301 SE 34th St	8,739	1,132	13%	\$24.00
416 NE Dallas St	10,000			
700 NE Fourth Ave	19,761	5,800	29%	\$18.00
1700 Main St	25,802	14,940	58%	\$21.00
4900 NW Camas Meadows Dr	27,820			
4600 NW Camas Meadows Dr	28,600	8,763	31%	\$21.00
4800 NW Camas Meadows Dr	35,454			
4700 NW Camas Meadows Dr	40,701			
5750 NW Pacific Rim Blvd	54,150	54,150	100%	\$12.00
5700 NW Pacific Rim Blvd	116,000			
	399,201	94,179	23.6%	\$19.88

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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			
108 SE 124th Ave	6,000			
11820 NE Crestwood St	6,200	2,900	47%	\$23.75
12014 SE Mill Plain Blvd	7,060	1,700	24%	\$17.50
234 SE 136th Ave	7,300			
519 SE 116th Ave	7,382			
15524 SE Mill Plain Blvd	7,740	1,008	13%	\$18.00
16820 SE McGillivray Blvd	7,750			
2415 SE 165th Ave	10,000	2,461	25%	\$18.00
11115 NE 14th St	12,000			
12204 SE Mill Plain Blvd	12,000			
217 SE 136th Ave	12,000	3,600	30%	\$16.00
16219 SE 12th St	13,660	1,476	11%	\$18.00
16508 SE 24th St	13,739	5,472	40%	\$20.00
3101 SE 192nd Ave	14,000			
417 SE 164th Ave	15,525			
120 NE 136th Ave	19,300	13,215	68%	\$21.50
17700 SE Mill Plain Blvd	21,353	6,889	32%	\$22.00
16821 SE McGillivray Blvd	22,011	1,464	7%	\$18.50
16821 SE McGillivray Blvd	22,011	2,854	13%	\$21.00
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	5,139	20%	\$20.00
120 NE 136th Ave	25,696			
811 NE 112th Ave	27,122			
16701 SE McGillivray Blvd	29,682	11,846	40%	\$21.00
12503 SE Mill Plain Blvd	31,552	6,393	20%	\$18.50
19120 SE 34th St	32,356	9,533	29%	\$25.00
14401 SE 1st St	34,500	34,500	100%	\$15.00
701 NE 136th Ave	34,834	34,834	100%	\$24.00
13115 NE 4th St	37,843			
601 SE 117th Ave	38,571	9,784	25%	\$22.48

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CASCADE PARK | EAST VANCOUVER SUBMARKET (CONT.)

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
12500 SE Second Cir	38,662	5,138	13%	\$22.50
501 SE 172nd Ave	40,000			
11818 SE Mill Plain Blvd	44,284	13,769	31%	\$23.50
521 SE Chkalov Dr	45,000			
16703 SE McGillivray Blvd	45,218	6,639	15%	\$21.00
201 NE Park Plaza Dr	48,817	7,857	16%	\$22.50
17205 SE Mill Plain Blvd	50,000			
17750 SE 6th Ave	51,833			
204 SE Stonemill Dr	51,908	16,460	32%	\$18.50
17200 SE Mill Plain Blvd	52,845	11,207	21%	\$22.00
312 SE Stonemill Dr	64,603	18,957	29%	\$18.50
201 NE Park Plaza Dr	66,568	13,816	21%	\$20.15
203 NE Park Plaza Dr	69,283	17,300	25%	\$22.50
222 NE Park Plaza Dr	70,251	10,525	15%	\$22.50
1498 SE Tech Center Pl	71,010	7,374	10%	\$22.00
1499 SE Tech Center Pl	71,365	14,757	21%	\$22.00
	1,519,063	307,237	20.2%	\$20.64

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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	800	10%	\$18.00
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	9,270	95%	\$22.00
1400 Columbia St	10,410			
1706 D St	14,000			
801 Main St	14,816			
1409 Franklin St	14,817			
404 E 15th St	16,500	2,100	13%	\$18.00
710 W 13th St	17,853			
1408 Franklin St	17,972			
1610 C St	18,318	6,268	34%	\$19.80
3703 NW Gateway Dr	20,000			
1300 Esther St	20,962			
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	5,504	20%	\$11.49
2500 Main St	30,000			
3305 Main St	33,948	6,919	20%	\$12.53
911 Main St	34,068	1,200	4%	\$19.00
1104 Main St	39,713	2,700	7%	\$12.00
500 W Eighth St	39,763	7,612	19%	\$16.22
915 Broadway St	40,000	3,176	8%	\$18.00
611 W Evergreen Blvd	42,973			
703 Broadway St	51,358	2,177	4%	\$21.00
400 E Mill Plain Blvd	60,833	15,376	25%	\$28.00
1220-1260 Main St	64,771	64,771	100%	\$21.02
500 Broadway St	70,353	8,297	12%	\$25.50
900 Washington St	71,000	10,857	15%	\$25.44
1111 Main St	87,984	9,647	11%	\$22.50
700 Washington St	108,248	27,994	26%	\$22.94
415-515 W 6th St	120,823	3,015	2%	\$25.50
805 Broadway St	202,975	32,401	16%	\$22.94
	1,448,244	224,551	15.5%	\$19.94

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HAZEL DELL | SALMON CREEK | RIDGEFIELD SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
9705 NE Hazel Dell Ave	6,400			
14201 NE 20th Ave	7,800			
14201 NE 20th Ave	7,800			
13201 NE 27th Ave	8,000			
7409 NE Hazel Dell Ave	8,000	990	12%	\$18.36
2515 NE 134th St	8,524	1,765	21%	\$26.00
2205 NE 129th St	8,960			
1200 NE 99th St	10,000			
8515 NE Hazel Dell Ave	10,000			
9901 NE 7th Ave	10,730	468	4%	\$17.04
9901 NE 7th Ave	11,300	1,369	12%	\$22.72
2105 NE 129th St	11,400	5,055	44%	\$22.50
2103 NE 129th St	11,400	5,307	47%	\$22.50
1404 NE 134th St	12,000			
14208 NW Third Ct	13,000	450	3%	\$20.04
2101 NE 129th St	13,100			
7700 NE 26th Ave	13,694			
2702-2708 NE 78th St	14,000	3,450	25%	\$21.00
10002 NE 13th St	14,500	5,142	35%	\$21.60
13317 NE 12th Ave	14,549	2,542	17%	\$18.00
9901 NE 7th Ave	14,572	1,936	13%	\$21.00
7414 NE Hazel Dell Ave	15,000	4,400	29%	\$16.00
2 S 56th Pl	17,475	3,990	23%	\$25.50
7604 NE Hazel Dell Ave	18,000			
9105 Highway 99	20,000	11,000	55%	\$23.00
9103 Highway 99	21,000			
14508 NE 20th Ave	22,500	4,388	20%	\$26.00
201 NE 73rd St	24,000	17,233	72%	\$19.00
14201 NE 20th Ave	24,734	8,113	33%	\$22.00
7223 NE Hazel Dell Ave	27,178	10,854	40%	\$17.00
2501 NE 134th St	27,786	1,595	6%	\$32.00
2621 NE 134th St	32,123	13,433	42%	\$34.00
2415 NE 134th St	33,048	3,039	9%	\$28.00
417 NW 136th St	35,768			
2417-2525 NE 139th St	45,664			
1308 NE 134th St	55,010			
10000 NE Seventh Ave	60,000	12,326	21%	\$20.81

709,015 118,845 16.8% \$22.46



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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	5,580	61%	\$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			
13400 NE 20th St	12,106			
5501 NE 109th Ct	12,976	4,363	34%	\$11.00
1710 W Main St	13,262	2,421	18%	\$16.00
5500 NE 109th Ct	15,922	7,259	46%	\$16.00
11805 NE 99th St	17,520	4,727	27%	\$20.00
11815 NE 99th St	18,744	3,236	17%	\$19.00
11807 NE 99th St	19,696	8,003	41%	\$19.00
9611 NE 117th Ave	24,160	6,660	28%	\$19.00
15640 NE Fourth Plain Blvd	25,360	15,360	60%	\$26.00
109 SW First St	31,110			
10600 NE 51st Cir	40,664			
2005 W Main St	48,900			
	361,020	65,172	18.1%	\$17.77

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CENTRAL VANCOUVER SUBMARKET

	Leasable Area (SF)	Total Available (SF)	Vacancy	Average Weighted Rent
8308 NE Mill Plain Blvd	5,000			
717 NE 61st St	6,100	1,356	22%	\$18.50
816 NE 87th Ave	6,156			
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%	\$17.00
2300 E Third Loop	18,000	1,156	6%	\$23.50
5305 E 18th St	21,000	12,000	57%	\$13.00
2001 SE Columbia River Dr	22,540			
200 Grand Blvd	22,600	7,417	33%	\$18.24
8614 NE Mill Plain Blvd	23,498	1,568	7%	\$20.00
2215 E 1st St	25,000			
2018 Grand Blvd	25,782			
1701 SE Columbia River Dr	26,000			
2211 E Mill Plain Blvd	32,011			
5300 MacArthur Blvd	35,373	21,266	60%	\$12.00
2700 NE Andresen Rd	36,782	4,055	11%	\$12.00
501 SE Columbia Shores Blvd	41,969			
5701-5721 SE Columbia Way	66,000	2,772	4%	\$25.50
200 NE Mother Joseph Pl	110,100			
505 NE 87th Ave	115,284	17,063	15%	\$24.00
5411 E Mill Plain Blvd	148,683	125,000	84%	\$12.50
8308 NE Mill Plain Blvd	5,000			
	822,736	209,432	25.5%	\$17.98

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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			
5131 NE 94th Ave	6,184	1,064	17%	\$17.00
8400 NE Vancouver Mall Loop	6,900			
4610 NE 77th Ave	8,953			
9414-9430 NE Fourth Plain Blvd	10,080			
9300 NE Vancouver Mall Dr	12,135			
9310 NE Vancouver Mall Dr	15,000			
3925 NE 72nd Ave	15,154	800	5%	\$19.20
7720 NE Vancouver Mall Dr	15,232			
9330 NE Vancouver Mall Dr	15,250	10,916	72%	\$21.00
7710 NE Vancouver Mall Dr	15,697			
7200 NE 41st St	16,017	9,654	60%	\$17.50
5109 NE 82nd Ave	17,024			
5101 NE 82nd Ave	17,999	6,440	36%	\$22.00
9320 NE Vancouver Mall Dr	20,000	5,771	29%	\$21.00
5101 NE 82nd Ave	25,245			
7710 NE Greenwood Dr	27,500	643	2%	\$19.50
7700 NE Greenwood Dr	27,500	1,128	4%	\$19.50
9120 NE Vancouver Mall Loop	32,504	3,291	10%	\$23.48
8000 NE Parkway Dr	47,810	11,418	24%	\$22.00
7700 NE Parkway Dr	50,762	3,147	6%	\$22.00
4601 NE 77th Ave	52,969	10,884	21%	\$20.00
4317 NE Thurston Way	54,481	19,078	35%	\$13.37
8100 NE Parkway Dr	56,960	550	1%	\$12.00
7600 NE 41st St	72,000			
7500 NE 41st St	84,198			
4400 NE 77th Ave	95,873	10,501	11%	\$23.29
	831,211	95,285	11.5%	\$19.52