“I see the office market in a similar position as it was last quarter... inventory of properties for sale is down and demand is still high; properties for lease have stabilized. We are still seeing office users looking for space in or near downtown and the SE quadrant, however the demand in other areas of town has increased. Overall, the office market is in a good position through the first quarter of 2017.”

- Mary-Anne Wisinski-Rosely, CCIM, SIOR, Principal
5251 36th St. SE
162,969 SF
13.70 Acres

SOLD

3322 East Beltline Ct. NE
14,551 SF
Tenant: Christian Healthcare Center

LEASED

5537 Glenwood Hills Pkwy.
39,820 SF
Buyer: Lake Michigan Credit Union

SOLD

2505 East Paris Ave.
6,936 SF
Tenant: Grand Rapids Surgical Suites

LEASED

347 S. Division Ave. & 354 Commerce
9,600 SF

SOLD

5675 Burlingame Ave. SE
3,787 SF
Tenant: River Ridge Dentistry

LEASED
**West Michigan Office Submarket Statistics**

**Methodology:** The office market report includes office buildings within each of the defined submarkets. Excluded are government buildings and institutional properties.

## 2017 Q1 Snapshot

<table>
<thead>
<tr>
<th>Submarket</th>
<th>Total RBA (SF)</th>
<th>Vacant Available SF (SF)</th>
<th>Vacancy Rate</th>
<th>Total Average Rate ($/SF/Yr)</th>
<th>Total Net Absorption (SF)</th>
<th>Total Under Construction SF (SF)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Downtown</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Class A</td>
<td>1,613,576</td>
<td>121,638</td>
<td>7.5%</td>
<td>$22.15</td>
<td>20,762</td>
<td>-</td>
</tr>
<tr>
<td>Class B &amp; C</td>
<td>7,357,612</td>
<td>508,569</td>
<td>6.9%</td>
<td>$16.76</td>
<td>8,759</td>
<td>162,800</td>
</tr>
<tr>
<td>Total</td>
<td>8,971,188</td>
<td>630,207</td>
<td>7.0%</td>
<td>$17.73</td>
<td>29,521</td>
<td>162,800</td>
</tr>
<tr>
<td><strong>Northeast</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Class A</td>
<td>371,004</td>
<td>5,229</td>
<td>1.4%</td>
<td>$19.61</td>
<td>1,601</td>
<td>-</td>
</tr>
<tr>
<td>Class B &amp; C</td>
<td>3,149,717</td>
<td>135,097</td>
<td>4.3%</td>
<td>$13.85</td>
<td>10,466</td>
<td>30,000</td>
</tr>
<tr>
<td>Total</td>
<td>3,520,721</td>
<td>140,326</td>
<td>4.0%</td>
<td>$14.46</td>
<td>12,067</td>
<td>30,000</td>
</tr>
<tr>
<td><strong>Northwest</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Class B &amp; C</td>
<td>2,475,668</td>
<td>146,943</td>
<td>5.9%</td>
<td>$11.67</td>
<td>31,576</td>
<td>-</td>
</tr>
<tr>
<td><strong>Southeast</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Class A</td>
<td>1,091,208</td>
<td>47,851</td>
<td>4.4%</td>
<td>$15.36</td>
<td>-2,180</td>
<td>-</td>
</tr>
<tr>
<td>Class B &amp; C</td>
<td>9,995,071</td>
<td>664,356</td>
<td>6.6%</td>
<td>$11.76</td>
<td>195,693</td>
<td>19,816</td>
</tr>
<tr>
<td>Total</td>
<td>11,086,279</td>
<td>712,207</td>
<td>6.4%</td>
<td>$12.11</td>
<td>193,513</td>
<td>19,816</td>
</tr>
<tr>
<td><strong>Southwest</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Class B &amp; C</td>
<td>2,958,048</td>
<td>229,433</td>
<td>7.8%</td>
<td>$9.86</td>
<td>38,496</td>
<td>-</td>
</tr>
<tr>
<td><strong>Overall Total</strong></td>
<td>29,011,856</td>
<td>1,859,116</td>
<td>6.4%</td>
<td>$13.87</td>
<td>305,173</td>
<td>212,616</td>
</tr>
</tbody>
</table>

*Disclaimer: Historical data figures are subject to change based upon the timing of when CoStar receives market information. NAIWWM uses the numbers available at the time each quarterly report is published.*
Office Overall Market Report

Absorption & Delivery

Vacancy Rate

Triple Net Rental Rate

New Construction
Absorption (Net)
The change in occupied space in a given time period.

Available Square Footage
Net rentable area considered available for lease; excludes sublease space.

Average Asking Rental Rate
Rental rate as quoted from each building’s owner/management company. For office space, a full service rate was requested; for retail, a triple net rate requested; for industrial, a NN basis.

Building Class
Class A Product is office space of steel and concrete construction, built after 1980, quality tenants, excellent amenities & premium rates. Class B product is office space built after 1980, fair to good finishes & wide range of tenants.

RBA
Rentable Building Area - Mainly used for office and industrial.

SF/PSF
Square foot/per square foot, used as a unit of measurement.

Under Construction
Buildings in a state of construction, up until they receive their certificate of occupancy. In order for CoStar to consider a building under construction, the site must have a concrete foundation in place.

Deliveries
Buildings that have their certificate of occupancy and are allowed to be moved into by the tenant/purchaser.

Vacancy Rate
All physically unoccupied lease space, either direct or sublease.
In the spring of 2011, two successful and reputable companies, The Wisinski Group and NAI West Michigan merged. The merger represents collaboration, rich traditions, innovative technologies, unique cultures and diversity of skills and specialties which ultimately benefit our clients. We’re going back to our fundamentals, strengthening our core and becoming stronger in the services we provide our clients. Our focus is simple, building client relationships for life by offering market appropriate advice and then executing. Our success is a direct result of its unwavering commitment to providing the best possible service to each and every client. Our Brokers, with an average of over 20 years experience, possess the knowledge and expertise to manage the most complex transactions in industrial, office, retail, and Multi-Family specialities throughout West Michigan.

Through our affiliation with NAI Global, we can also assist you with your commercial real estate needs throughout the US & globally from right here in West Michigan.

**Office Specialists**

- **Rod Alderink** 616 242 1104 roda@naiwwm.com
- **Jason Makowski** 616 575 7034 jasonm@naiwwm.com
- **Hillary Taatjes Woznick** 616 242 1113 hillary@naiwwm.com
- **Cameron Timmer** 616 485 4131 cameront@naiwwm.com
- **Doug Taatjes** CCIM, SIOR 616 292 1828 dougt@naiwwm.com
- **Marc Tourangeau** MBA 269 207 3072 marct@naiwwm.com
- **Jeremy Veenstra** 616 242 1105 jeremyv@naiwwm.com
- **Kara Schroer** 269 459 0435 karas@naiwwm.com
- **Mary Anne Wisinski-Rosely** CCIM, SIOR 616 575 7047 mawr@naiwwm.com
- **Stanley J. Wisinski, III** CCIM, SIOR 616 575 7015 sjw@naiwwm.com
- **Russ Bono** 616 242 1115 russb@naiwwm.com
- **Dick Jasinski** 616 575 7003 dickj@naiwwm.com