“The combination of strong demand and a lack of inventory continue to challenge the industrial real estate market, which has caused a further drop in overall vacancy and an increase to average rental rates”

- Brad Bruinsma
  General Manager

GRAND RAPIDS, MI
The Market

4600-4656 44th St. SE, Kentwood

Dedicated to Achieving
The Results You Deserve

The Opportunity

NAI Wisinski of West Michigan began property management and leasing operations of 4600-4656 44th St. SE in Fall 2015. At the time, there were a number of expiring leases & vacancies.

The Idea

In order to increase occupancy and rental income, we took 2 large open sections of the building, and converted to 5 units. In addition, we negotiated extensions of a number of leases.

The Result

This building is now 93% occupied. 13 leases were extended and 6 new tenants have been added due to the close working relationship between our NAI agents and our NAI property management team.

Committed to West Michigan. Connected to the World.
5641 West River Rd.
27,364 SF
3.24 Acres

10451 Northland Dr. NE
36,000 SF
4 Acres

5599 Amy School Rd.
27,226 SF
4.02 Acres

2547 3 Mile Rd. NW
80,000 SF
Tenant: Foremost Graphics Group LLC

88 54th St. SW
3,140 SF
Tenant: Tatweer, LLC

3380 Highland Dr.
8,262 SF
Tenant: Suburban Inns
### West Michigan Industrial Submarket Statistics

#### 2017 Q1 Snapshot

<table>
<thead>
<tr>
<th>Submarket</th>
<th>Total RBA</th>
<th>Vacant Available SF</th>
<th>Vacancy Rate</th>
<th>Total Average NNN Rate ($/SF/Yr)</th>
<th>Total Net Absorption (SF)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Lakeshore</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Warehouse</td>
<td>9,944,009</td>
<td>110,744</td>
<td>1.1%</td>
<td>$4.19</td>
<td>65,774</td>
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<tr>
<td>Manufacturing</td>
<td>23,472,191</td>
<td>871,240</td>
<td>3.7%</td>
<td>$2.42</td>
<td>13,119</td>
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<tr>
<td>Hightech Flex</td>
<td>1,766,629</td>
<td>71,050</td>
<td>4.0%</td>
<td>$6.07</td>
<td>71,050</td>
</tr>
<tr>
<td>Total</td>
<td>35,182,829</td>
<td>1,053,034</td>
<td>3.0%</td>
<td>$3.10</td>
<td>149,943</td>
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<tr>
<td><strong>Northeast</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Warehouse</td>
<td>4,859,792</td>
<td>5,040</td>
<td>0.1%</td>
<td>$4.09</td>
<td>78,300</td>
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<tr>
<td>Manufacturing</td>
<td>7,159,112</td>
<td>132,022</td>
<td>1.8%</td>
<td>$2.87</td>
<td>4,121</td>
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<tr>
<td>Hightech Flex</td>
<td>565,606</td>
<td>-</td>
<td>-</td>
<td>$7.25</td>
<td>3,690</td>
</tr>
<tr>
<td>Total</td>
<td>12,584,510</td>
<td>137,062</td>
<td>1.0%</td>
<td>$3.54</td>
<td>86,111</td>
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<tr>
<td><strong>Northwest</strong></td>
<td></td>
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<tr>
<td>Warehouse</td>
<td>4,653,452</td>
<td>76,485</td>
<td>1.6%</td>
<td>$3.32</td>
<td>-7,810</td>
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<tr>
<td>Manufacturing</td>
<td>12,761,293</td>
<td>307,665</td>
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<td>$3.46</td>
<td>6,000</td>
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<tr>
<td>Hightech Flex</td>
<td>1,218,068</td>
<td>-</td>
<td>-</td>
<td>$7.25</td>
<td>-1,810</td>
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<tr>
<td>Total</td>
<td>18,632,813</td>
<td>384,150</td>
<td>2.0%</td>
<td>$3.67</td>
<td>-3,620</td>
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<td><strong>Southeast</strong></td>
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<td></td>
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<tr>
<td>Warehouse</td>
<td>21,748,350</td>
<td>293,056</td>
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<td>$3.40</td>
<td>153,660</td>
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<tr>
<td>Manufacturing</td>
<td>25,657,954</td>
<td>217,923</td>
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<td>$4.00</td>
<td>138,183</td>
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<tr>
<td>Hightech Flex</td>
<td>3,038,832</td>
<td>122,694</td>
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<td>$6.88</td>
<td>55,598</td>
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<tr>
<td>Total</td>
<td>50,445,136</td>
<td>633,673</td>
<td>1.3%</td>
<td>$3.91</td>
<td>347,441</td>
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<tr>
<td><strong>Southwest</strong></td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Warehouse</td>
<td>7,651,600</td>
<td>60,901</td>
<td>0.8%</td>
<td>$3.15</td>
<td>37,106</td>
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<tr>
<td>Manufacturing</td>
<td>21,863,177</td>
<td>67,575</td>
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<td>$3.94</td>
<td>16,897</td>
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<tr>
<td>Hightech Flex</td>
<td>763,625</td>
<td>17,600</td>
<td>2.3%</td>
<td>$6.99</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>30,278,402</td>
<td>146,076</td>
<td>0.5%</td>
<td>$3.64</td>
<td>54,003</td>
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<tr>
<td><strong>Total Overall</strong></td>
<td>147,123,690</td>
<td>2,353,995</td>
<td>1.6%</td>
<td>$3.82</td>
<td>633,878</td>
</tr>
</tbody>
</table>

### Industrial Statistical Changes

**Last Quarter vs. This Quarter**

4Q16 vs. 1Q17

**Last Year vs. This Year**

1Q16 vs. 1Q17

*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.*
Methodology

All Industrial building types are included, including warehouse, flex / research development, distribution manufacturing, industrial showroom, and service buildings, in both single-tenant and multi-tenant buildings, including owner-occupied buildings.

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.

Net Rental Rate
A rental rate that excludes certain expenses that a tenant could incur in occupying office space. Such expenses are expected to be paid directly by the tenant and may include janitorial costs, electricity, utilities, taxes, insurance and other related costs.

Price/SF
Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

Multi-Tenant
Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different needs.

Price/SF
Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

RBA
Rentable Building Area -Mainly used for office and industrial

Rental Rate
The annual costs of occupancy for a particular space quoted on a per square foot basis.

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.

Existing Inventory
The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

Vacancy Rate
All physically unoccupied lease space, either direct or sublease.

Flex Building
A type of building designed to be versatile, which may be used in combination with office (corporate headquarters), research and development, quasi-retail sales, and including but not limited to industrial, warehouse, and distribution uses. A typical flex building will be one or two stories with at least half of the rentable area being used as office space, have ceiling heights of 16 feet or less, and have some type of drive-in door, even though the door may be glassed in or sealed off.

Industrial Building
A type of building(s) adapted for a combination of uses such as assemblage, processing, and/or manufacturing products from raw materials or fabricated parts. Additional uses include warehousing, distribution, and maintenance facilities.
Meet Our Team


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 multifamily 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.

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