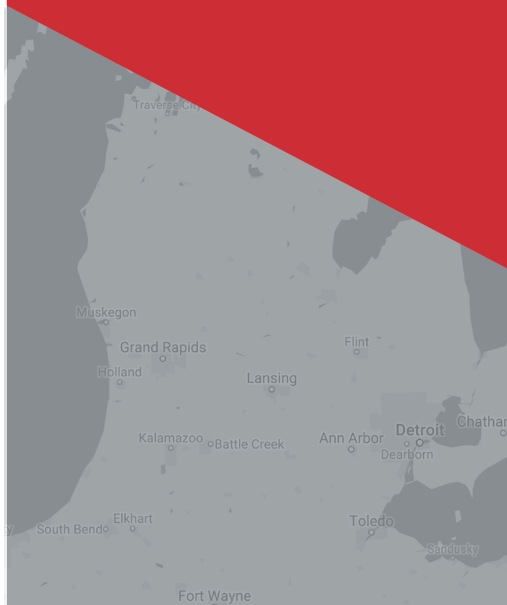


Q3'
2021

WEST MICHIGAN INDUSTRIAL SNAPSHOT



MARKET ACTIVITY

- USA Sign Frame & Stake is investing \$1,227,000 in a new 11,900 square-foot facility in Zeeland Carter Township. The project is expected to create six jobs over the next two years and is being supported by Zeeland Charter Township in the form of a 12-year industrial facilities tax exemption.
- Blackmer Inc. has begun work on a new expansion that will add 56,000 square feet of new office, R&D, training, and manufacturing space. This renovation is estimated to create 50 jobs, adding on to the current 250 employees. The construction is scheduled to conclude in June 2023.
- Advanced Architectural Products, an Allegan-based manufacturer of insulation systems is building a 16,000 square-foot expansion to its existing facility at 959 Industrial Drive, Allegan, MI. The \$1.1 million addition is expected to create 20 jobs over the next three years. The project was supported by the city of Allegan by a 12-year industrial facilities tax exemption.

RECENT INDUSTRIAL SALES & LEASES



SOLD

8535 Byron Commerce Dr.
SW, Grand Rapids
16,416 SF



LEASED

4480 44th St. SE, Suite B
Kentwood
46,250 SF



SOLD

5010 52nd St. SE,
Grand Rapids
160,996 SF

Q3' 2021 WEST MICHIGAN INDUSTRIAL SUBMARKET STATISTICS

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

SUBMARKET	TOTAL RBA	VACANT AVAILABLE SF	VACANCY RATE	TOTAL AVERAGE NNN RATE (\$/SF/YR)	TOTAL NET ABSORPTION (SF)
LAKESHORE					
Warehouse	20,528,402	520,692	2.7%	\$4.00	93,799
Manufacturing	31,166,115	462,077	1.5%	\$4.58	-97,830
Hightech Flex	2,116,595	234,772	11.1%	\$6.09	268,049
Total	53,811,112	1,257,541	2.3%	\$4.58	264,018
NORTHEAST					
Warehouse	5,593,447	139,067	2.5%	\$5.63	4,845
Manufacturing	7,620,541	89,510	1.2%	\$6.12	-9,630
Hightech Flex	579,383	0	0%	\$7.95	0
Total	13,793,371	228,577	1.7%	\$6.00	-4,785
NORTHWEST					
Warehouse	5,570,885	132,390	2.4%	\$5.10	112,249
Manufacturing	13,367,213	193,580	1.4%	\$2.96	-78,379
Hightech Flex	1,188,802	252,881	21.3%	\$7.25	0
Total	20,126,900	578,851	2.9%	\$3.81	33,870
SOUTHEAST					
Warehouse	23,588,355	547,342	2.3%	\$5.19	30,265
Manufacturing	28,329,818	1,452,027	5.1%	\$5.00	475,874
Hightech Flex	3,092,949	145,713	4.7%	\$8.54	8,921
Total	55,011,122	2,145,082	3.9%	\$5.28	515,060
SOUTHWEST					
Warehouse	9,189,658	677,238	7.4%	\$5.28	26,850
Manufacturing	22,795,623	160,324	0.7%	\$4.28	40,388
Hightech Flex	710,935	72,360	10.2%	\$5.22	23,358
Total	32,696,216	909,922	2.8%	\$4.58	90,596
TOTAL OVERALL	175,438,721	5,119,973	2.9%	\$4.77	898,759

Industrial Statistical Changes Year-over-Year and Quarter-over-Quarter

3Q21 vs. 3Q20



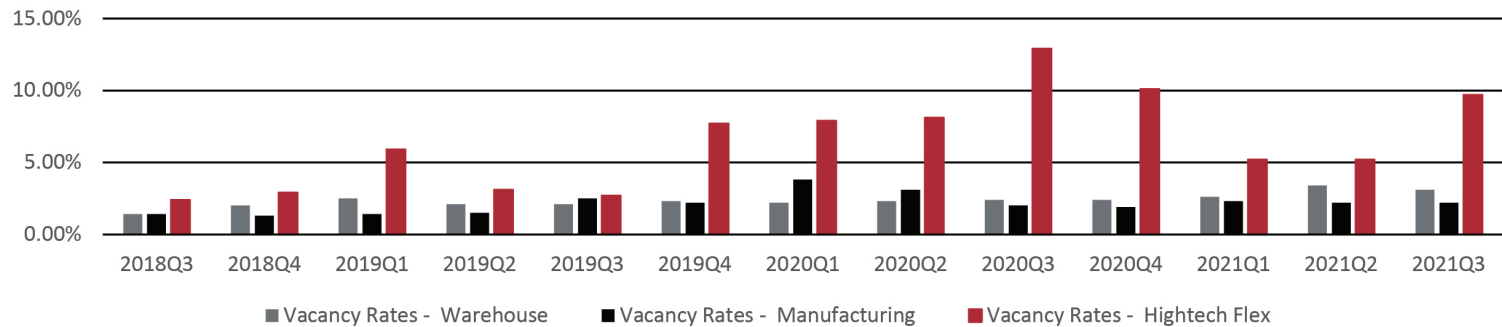
3Q21 vs. 2Q21



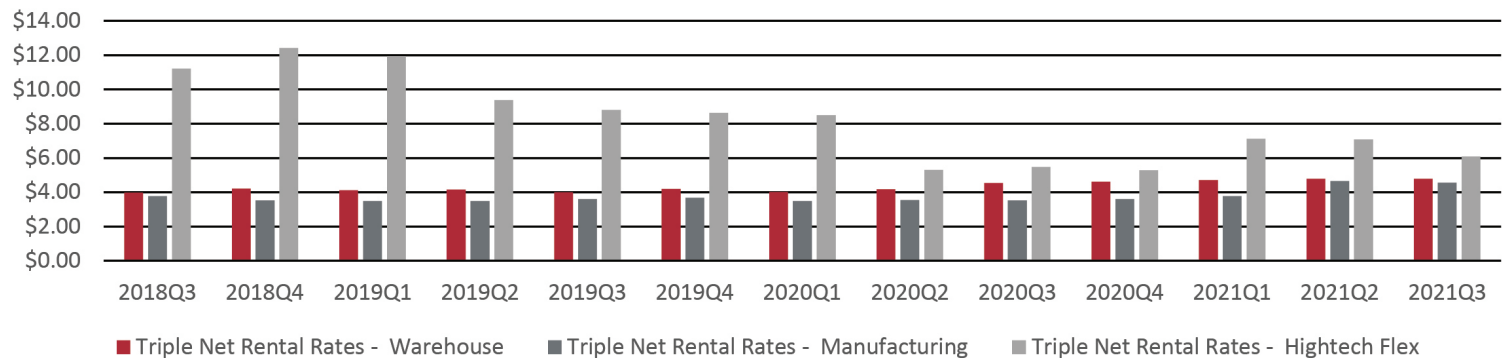
*Disclaimer: Historical data figures are subject to change based upon the timing of when CoStar receives market information. NAIWM uses the numbers available at the time each quarterly report is published.

Industrial Overall Market Report

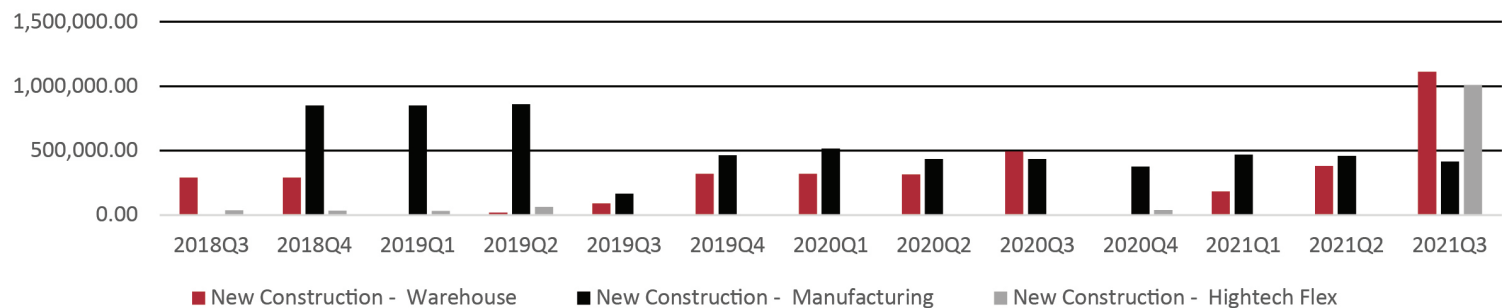
Vacancy Rate



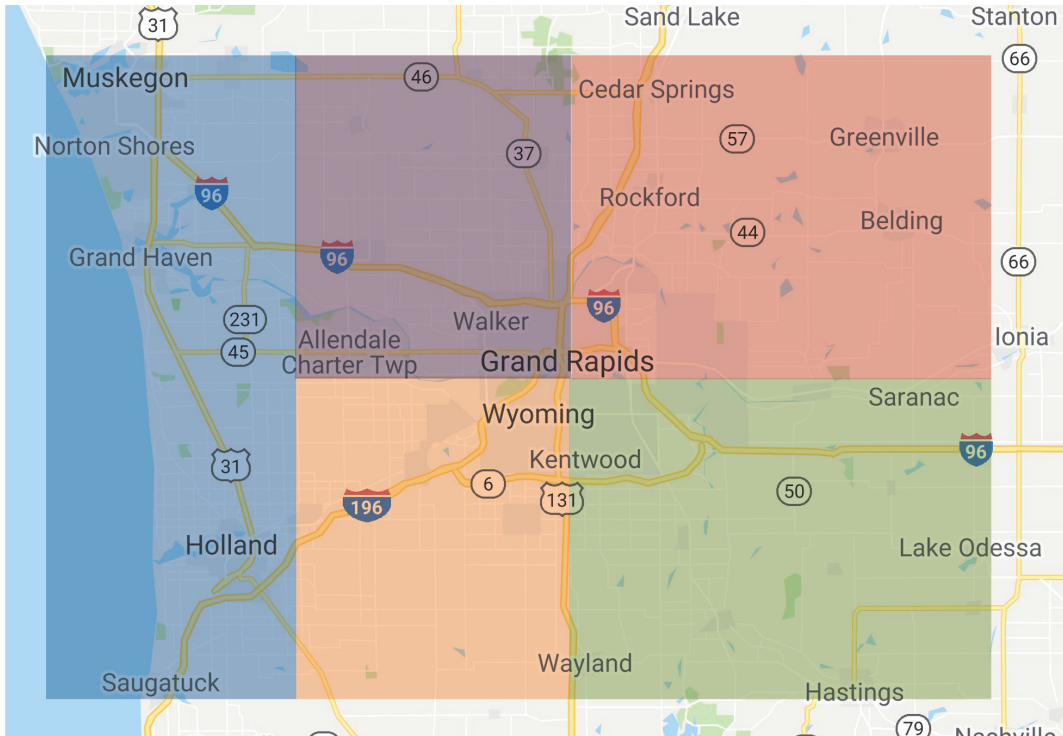
Triple Net Rental Rates



New Construction



Methodology | Definitions | Submarket Map



Submarket Key

- Lakeshore
- Northwest
- Northeast
- Southwest
- Southeast

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 NNN 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.

Deliveries

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

Hightech Flex

This type of space is only found in Flex buildings. It can be used as office, medical, industrial, warehouse, distribution, quasi-retail, or research and development space.

Manufacturing

A sub-type of industrial building primarily used for manufacturing products may also include warehousing or distribution areas.

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.

Vacancy Rate

All physically unoccupied lease space, either direct or sublease.

Warehouse

A secondary type of industrial building generally used for storage and or distribution.

*The Lakeshore submarket was expanded to include Muskegon, MI.