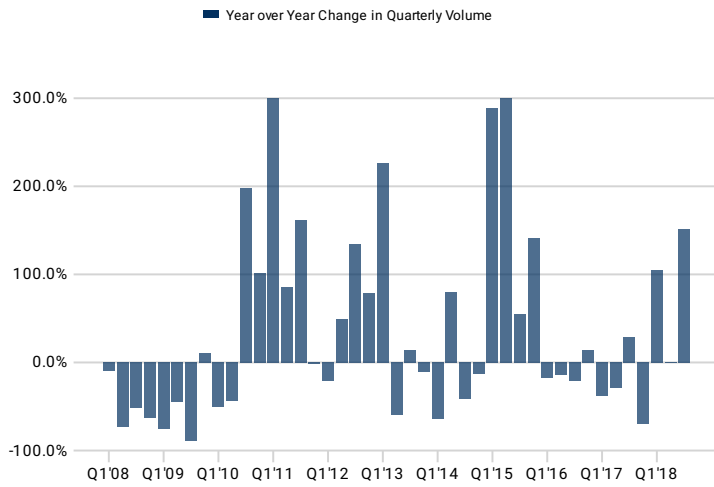
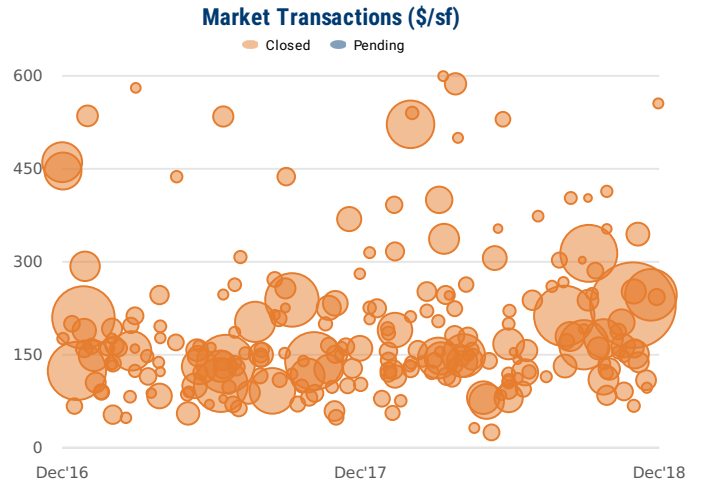
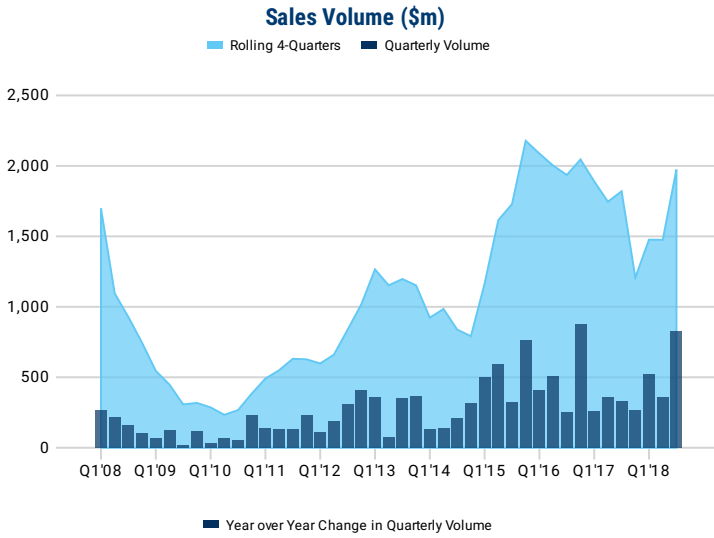


**Seattle, USA | Industrial**

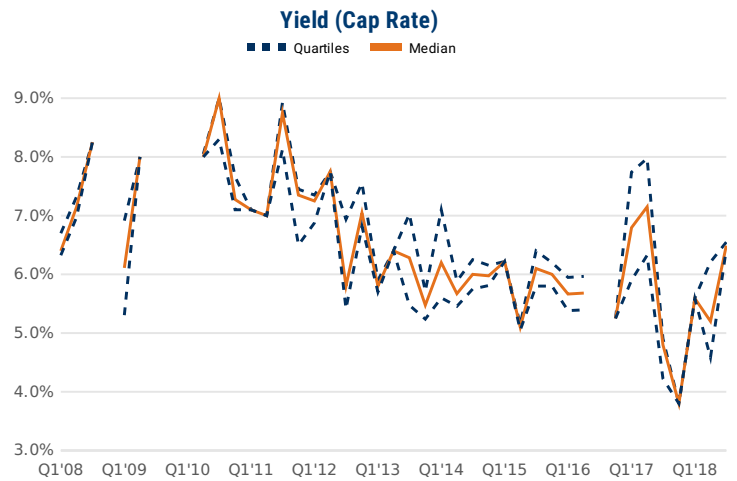
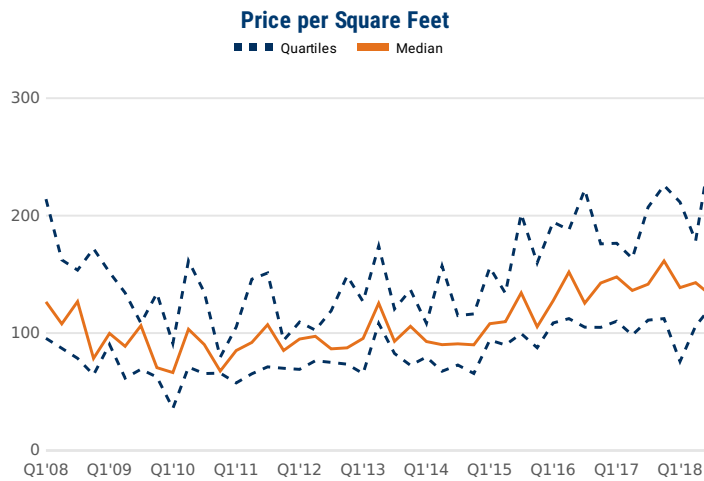
**Historical Investment Trends**



**Market Snapshot**

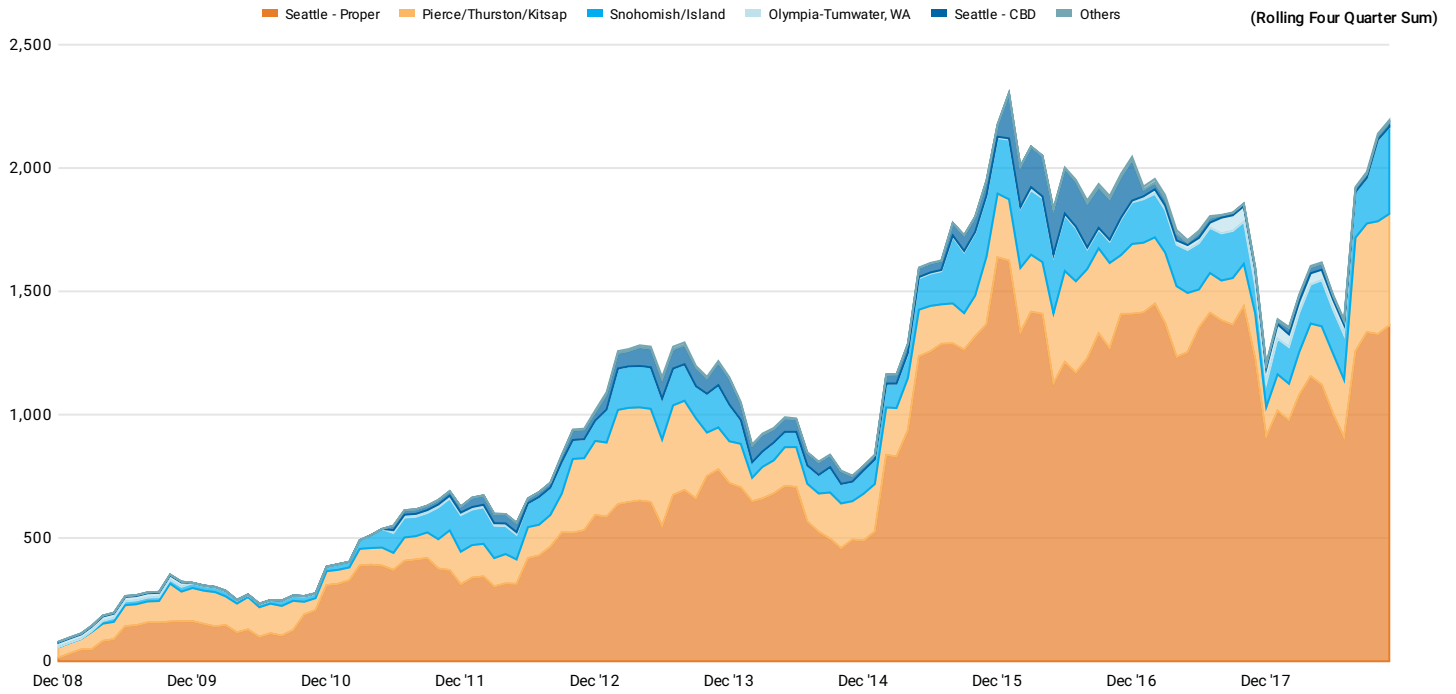
	Last Four Quarters	YOY Change	Q3 '18	YOY Change	Q4 '18 to Date & Pending
<b>Volume (\$m)</b>					
Individual Property Volume	\$1,215.0	5.4%	\$360.1	31.1%	\$368.2
Portfolio Volume	\$758.7	13.6%	\$466.7	455.5%	\$234.9
Total Volume	\$1,973.7	8.4%	\$826.8	130.5%	\$603.1
# Props	179	27.0%	49	32.4%	36
Square Feet	16,916,388	23.8%	5,458,216	80.1%	2,414,561
<b>Pricing</b>					
Price Per sf*	153	11.4%	194	71.4%	203
Cap Rate	5.5%	-30 bps	6.5%	103 bps	

**Pricing Analysis**



**Seattle, USA | Industrial**

**By Market Chart** (Sub Market, Rolling 12-month Total Volume (\$m))



**By Market Table** (Sub Market, Volume (\$m))

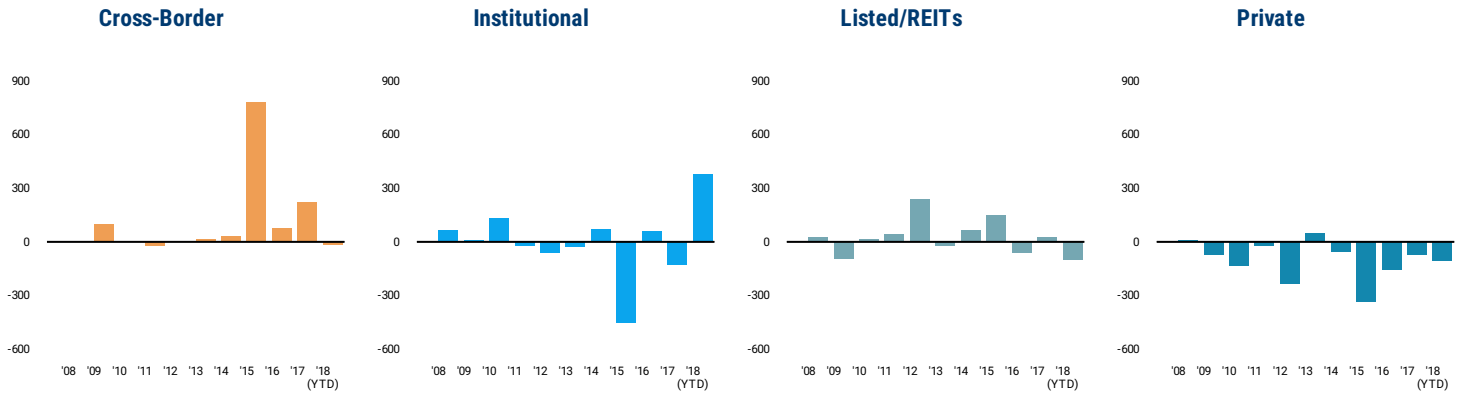
	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (YTD)
Seattle - Proper	478	162	309	312	593	722	489	1,637	1,409	910	1,375
Pierce/Thurston/Kitsap	125	135	57	132	301	170	190	259	283	119	448
Snohomish/Island	91	19	17	148	83	148	95	225	168	93	347
Olympia-Tumwater, WA	24	3	1	11				6	8	64	
Seattle - CBD	27			25	33	105	18	49	163	12	15
Bremerton-Silverdale, WA					9	6		3	15	9	4

**Seattle, USA | Industrial**

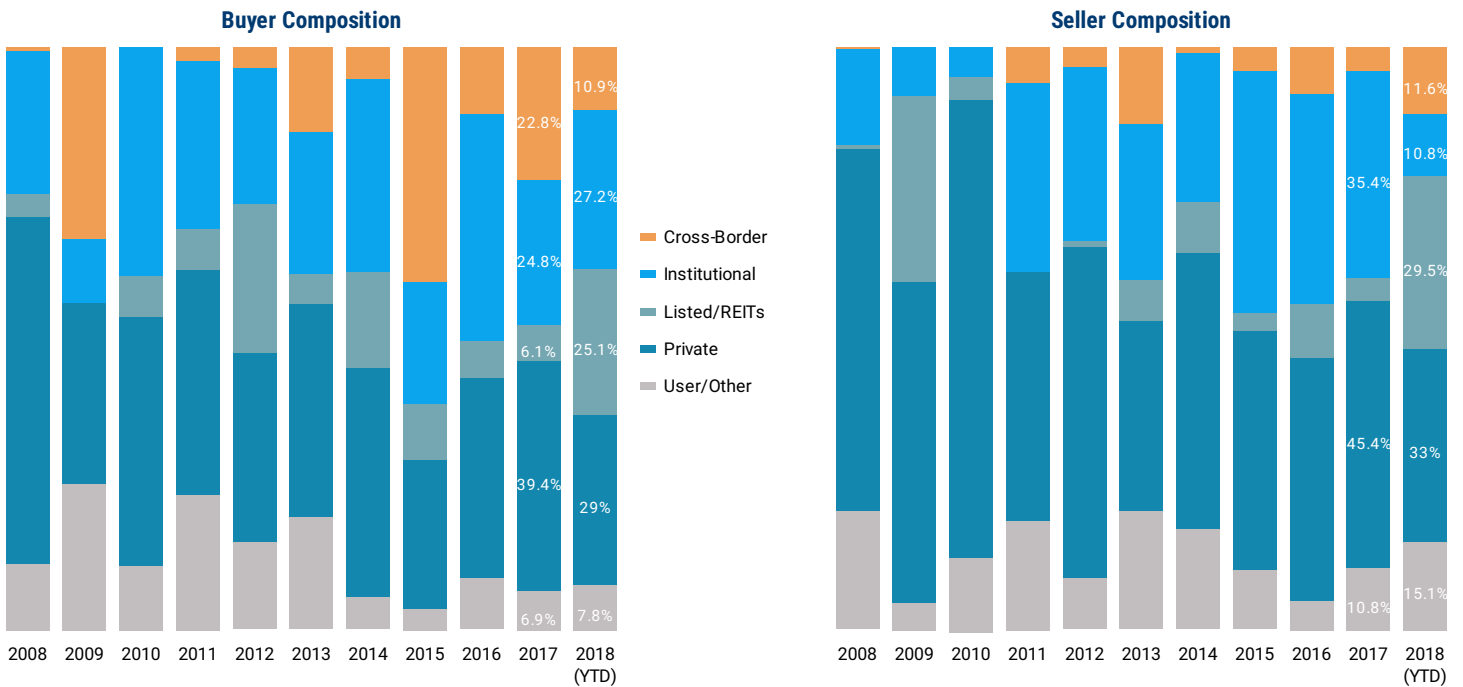
**Property Subtype (Volume (\$m))**

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Warehouse	538	280	272	440	764	871	612	1,430	1,372	832	1,586
Flex	207	38	112	188	253	281	179	748	673	376	726

**Capital Flows (Net Acquisitions, Volume (\$m))**

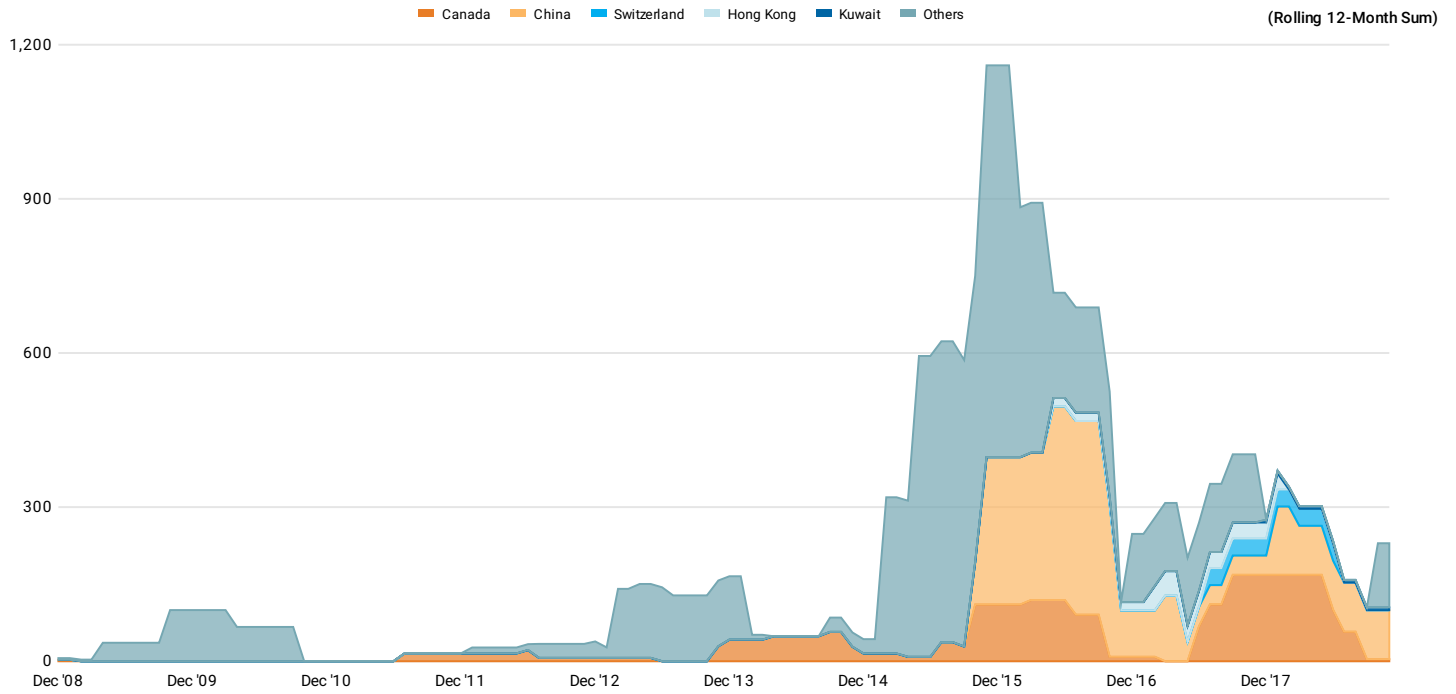


**Capital Composition**



**Seattle, USA | Industrial**

**Cross-Border Acquisitions Chart** (Country, Rolling 12-month Total Volume (\$m))



**Cross-Border Acquisitions Table** (Country, Volume (\$m), Annual)

	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Canada	3			15	7	42	15	110	9	168	4
China								287	90	37	95
Switzerland										33	
Hong Kong									16	31	
Kuwait										5	
Singapore								481			153
Norway								282			
Netherlands									133		
South Korea						114					
Australia		67					28				

**Seattle, USA | Industrial**
**Top Players**

Buyers				Past 24 Months			All Time	
Rank	Buyer	City, State / Country	Investor Type	Acq (\$m)	# Props	Avg. Price (\$m)	Total Global Acq (\$m)	# Props
1	Prologis	San Francisco, CAUSA	Pub. REIT	\$500.4	22	\$22.7	\$40,764.9	1729
2	CalPERS	Sacramento, CAUSA	Pen. Fund	\$149.7	4	\$37.4	\$32,570.7	1356
3	PCCP (Pacific Coast)	Los Angeles, CAUSA	Eq. Fund	\$145.5	1	\$145.5	\$6,496.1	300
4	SteelWave	Foster City, CAUSA	Eq. Fund	\$145.5	1	\$145.5	\$568.8	11
5	ING Group	AmsterdamNLD	Bank	\$132.7	9	\$14.7	\$27,416.2	1011
6	Bentall Kennedy	Vancouver, BCCAN	Inv. Mgr.	\$125.4	2	\$62.7	\$9,689.8	238
7	Mapletree Investments	SingaporeSGP	Inv. Mgr.	\$124.9	10	\$12.5	\$15,999.6	262
8	DWS Group Americas	New York, NYUSA	Inv. Mgr.	\$111.8	4	\$27.9	\$32,368.4	1485
9	China Vanke	ShenzhenCHN	REOC	\$95.4	15	\$6.4	\$142,871.5	2056
10	Hopu Investment	BeijingCHN	Eq. Fund	\$95.4	15	\$6.4	\$12,271.0	1175
11	Bank of China	BeijingCHN	Bank	\$95.4	15	\$6.4	\$15,160.0	1183
12	SMG Eastern	LanzhouCHN	Dev/Own	\$95.4	15	\$6.4	\$11,600.0	1153
13	Hillhouse Capital	BeijingCHN	Inv. Mgr.	\$95.4	15	\$6.4	\$11,600.0	1153
14	Blackstone	New York, NYUSA	Eq. Fund	\$82.0	3	\$27.3	\$292,947.6	10075
15	Clarion Partners	New York, NYUSA	Inv. Mgr.	\$78.9	2	\$39.5	\$37,345.4	1318
16	Boeing Employee CU	Seattle, WAUSA	Bank	\$78.0	1	\$78.0	\$97.6	3
17	Terreno Realty	San Francisco, CAUSA	Pub. REIT	\$70.2	6	\$11.7	\$1,688.2	141
18	LaSalle	Chicago, ILUSA	Inv. Mgr.	\$67.9	1	\$67.9	\$57,201.2	1484
19	LBA Realty	Irvine, CAUSA	Eq. Fund	\$59.1	6	\$9.8	\$7,723.2	388
20	BREIT	New York, NYUSA	Priv. REIT	\$53.8	5	\$10.8	\$6,581.4	267

Sellers				Past 24 Months			All Time	
Rank	Seller	City, State / Country	Investor Type	Disp (\$m)	# Props	Avg. Price (\$m)	Total Global Disp (\$m)	# Props
1	DCT Industrial	Denver, COUSA	Pub. REIT	\$431.6	20	\$21.6	\$10,536.0	580
2	Panattoni Development	Newport Beach, CAUSA	Dev/Own	\$187.1	5	\$37.4	\$9,935.4	527
3	Colony Credit Real Estate Inc.	Los Angeles, CAUSA	Pub. REIT	\$145.5	1	\$145.5	\$289.1	5
4	MetLife	New York, NYUSA	Insur.	\$135.8	2	\$67.9	\$25,317.3	330
5	Barings	Charlotte, NCUSA	Inv. Mgr.	\$132.7	9	\$14.7	\$17,728.3	377
6	Prologis	San Francisco, CAUSA	Pub. REIT	\$130.9	11	\$11.9	\$46,427.3	3342
7	GLP (REOC)	SingaporeSGP	REOC	\$112.9	16	\$7.1	\$17,597.4	1806
8	LACERA	Pasadena, CAUSA	Pen. Fund	\$111.8	4	\$27.9	\$2,569.1	87
9	Blackstone	New York, NYUSA	Eq. Fund	\$108.2	4	\$27.1	\$191,683.5	4434
10	NBIM	OsloNOR	SWF	\$101.0	4	\$25.2	\$3,468.3	113
11	TIAA	New York, NYUSA	Pen. Fund	\$90.9	2	\$45.5	\$33,602.2	787
12	Gramercy	New York, NYUSA	Pub. REIT	\$82.0	3	\$27.3	\$15,366.0	757
13	DWS Group Americas	New York, NYUSA	Inv. Mgr.	\$78.0	1	\$78.0	\$30,404.4	1248
14	Michigan Properties	Seattle, WAUSA	Dev/Own	\$73.0	1	\$73.0	\$77.4	2
15	Pepsico Inc	Harrison, NYUSA	Corp.	\$65.0	1	\$65.0	\$222.8	13
16	Cabot Properties	Boston, MAUSA	Eq. Fund	\$59.6	6	\$9.9	\$8,052.9	905
17	Bridge Dev Partners	Chicago, ILUSA	Dev/Own	\$57.5	1	\$57.5	\$1,759.8	57
18	Clarion Partners	New York, NYUSA	Inv. Mgr.	\$53.5	1	\$53.5	\$22,549.1	693
19	TPG Capital	Fort Worth, TXUSA	Eq. Fund	\$51.5	4	\$12.9	\$11,147.0	454
20	Sears Holdings Corp	Hoffman Estates, ILUSA	Corp.	\$49.0	1	\$49.0	\$4,886.3	305

**Seattle, USA | Industrial**

**Top Sales Last 12 Months**



	Transaction Date	Property Name Address City, State, Postal / CN	sf Yr. Blt/Renov # Bldgs / Flrs	Price (\$m) \$/sf Cap Rate	Owner/Buyer ↔ Broker Seller ↔ Broker Lender (Loan Amt)	Comments
1	Sale Oct '18 Industrial	Canyon Park Business Center 1909 214th St SE Bothell, WA 98021 USA	632,591 sf 1985 17 bldgs	\$145.5 confm'd \$230 /sf	PCCP LLC JV SteelWave from Colony Credit Real Estate Inc. by NKF Capital Markets SunTrust (\$99.2m approx)	99% occ.;Flex/park/R&D/tech/telecom/data center property; Tenants: Seattle Genetics - , Microsoft, Evergreen Health, Pacific Medical;
2	Entity Aug '18 Industrial	Blair Logistics Center 3320 Lincoln Ave Tacoma, WA 98421 USA	958,397 sf 2 bldgs / 1 flr	\$117.6 alloc'd \$123 /sf	Prologis from DCT Industrial	Warehouse property; prior sale: Dec-16 (\$28.0m);Entity-level transaction part of 398 property portfolio
3	Sale Oct '18 Industrial	Seattle Properties Seattle, WA 98164 USA	4 bldgs	\$101.0 alloc'd	Mapletree Investments from Prologis JV NBIM	Warehouse/distribution property; NBIM 45% ownership interest in US portfolio and 50% in European port; part of 37 property portfolio
4	Sale Aug '18 Industrial	Olympic Medical Industrial Park 5960 1st Ave S Seattle, WA 98108 USA	343,158 sf 1957/1980 1 flr	\$73.0 confm'd \$213 /sf	CenterPoint Properties by Neil Walter Co from Michigan Properties	100% occ.;Warehouse/distribution property; bought for renovation; Tenants: Affordable Kosher, Acme Food Sales, Bake Mark USA, Ener-G Foods, Open Square;
5	Sale Sep '18 Industrial	Pepsi Beverages Co 2300 26th Ave S Seattle, WA 98144 USA	207,254 sf 1980/1985 5 bldgs / 2 flrs	\$65.0 confm'd \$314 /sf	Prologis from PepsiCo Inc	100% occ.;Warehouse property; Tenants: single tenant - Pepsi; sale-leaseback (Standard/Full);
6	Sale Nov '18 Industrial	Seattle South Business Center Building D 6101 S 180th St Seattle, WA 98188 USA	216,848 sf 1993/2001 2 bldgs / 1 flr	\$53.5 confm'd \$247 /sf	IPI Data Center Partners from Clarion Partners Citizens Financial Group (n/a est)	100% occ.;Flex/park/tech/telecom/data center property; Tenants: single tenant - Cytxera;
7	Sale Jun '18 Industrial	Daytona Office Campus 14802-14854 NE 31st Cir Redmond, WA 98052 USA	211,731 sf 2002 3 bldgs	\$51.4 alloc'd \$243 /sf 5.7% alloc'd	Microsoft from Equity Office (Blackstone) AKA Blackstone by Eastdil Secured	Flex property; Tenants: Bright Horizon Child Care; prior sale: Nov-16 (\$94.0m); part of 3 property portfolio
8	Entity Oct '18 Industrial	West Valley Business Park 6520 S 190th St Kent, WA 98032 USA	212,500 sf 1982 1 bldg / 2 flrs	\$49.1 alloc'd \$231 /sf	Blackstone from Gramercy by Eastdil Secured	Flex property; office buildout of; Tenants: Cenveo Corp, NCS Pearson, Alternative Counseling; prior sale: Dec-15;Entity-level transaction part of 351 property portfolio
9	Sale Aug '18 Industrial	7650 South 228th Street 7650 S 228th St Kent, WA 98032 USA	294,912 sf 1981 1 bldg / 1 flr	\$49.0 confm'd \$166 /sf	CenterPoint Properties by Kidder Mathews from Sears Holdings Corp by Kidder Mathews	Warehouse/distribution property; 30' clear height;

Transaction Date	Property Name Address City, State, Postal / CN	sf Yr. Blt/Renov # Bldgs / Flrs	Price (\$m) \$/sf Cap Rate	Owner/Buyer Seller Lender (Loan Amt)	Broker	Comments
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<b>Sale</b> Jan '18 Industrial	<b>Genzyme Corp</b> 2625 162nd St SW Lynnwood, WA 98087 USA	87,386 sf 2006 1 bldg / 3 flrs	\$45.6 approx \$522 /sf	Robert Mulroy, John Mulroy; Debasish Roychodhury from		100% occ.;Flex/R&D property; bought for occupancy; Tenants: single tenant – Genzyme Corp; prior sale: Jul-12 (\$15.8m);
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**Report Index**



Geography

Seattle, USA



Property Types

Industrial