

# **Vacancy & Expense Data**

**Vacancy Data**

Office	Area	Vacancy Rate	Source	Timeframe
Office	Portsmouth	4.3%	CBRichEllis	Q4 '16
Office	Pease Tradeport	4.7%	CBRichEllis	Q4 '16
Office Class A	Greater Portsmouth	4.9%	Colliers	Q2 '17
Office Overall	Greater Portsmouth	5.4%	Colliers	Q2 '17
Office Class C	Greater Portsmouth	5.9%	Colliers	Q2 '17
Office Class B	Greater Portsmouth	5.9%	Colliers	Q2 '17
Office	NH Seacoast	8.3%	CBRichEllis	Q4 '16
Office	New Hampshire	9.8%	CBRichEllis	Q4 '16
<b>Office</b>	<b>Overall Average</b>	<b>6.1%</b>		
<b>Office</b>	<b>Portsmouth &amp; Pease C</b>	<b>4.8%</b>		

Indust/Wrhse	Area	Vacancy Rate	Source	Timeframe
Indust/Wrhse	Southern NH	6.4%	CBRichEllis	Q4 '16
Indust/Wrhse	Seacoast NH	4.9%	CBRichEllis	Q4 '16
Indust/Wrhse	Pease	0.0%	CBRichEllis	Q4 '16
Indust/Wrhse	Portsmouth	2.7%	Grubb&Ellis	Q4 '16
<b>Indust/Wrhse</b>	<b>Overall Average</b>	<b>3.5%</b>		
<b>Indust/Wrhse</b>	<b>Pease&amp; Portsmouth</b>	<b>1.9%</b>		

Retail	Area	Vacancy Rate	Source	Timeframe
All Retail	Northern MA	9.2%	Keypoint Prtners	Q1 ' 17
All Retail	MA North Shore	6.7%	Keypoint Prtners	Q1 ' 17
All Retail	So NH	10.5%	Keypoint Prtners	Q2 ' 16
50,000-99,999	So NH	11.2%	Keypoint Prtners	Q2 ' 16
25,000- 49,999 SF	So NH	12.6%	Keypoint Prtners	Q2 ' 16
10,000- 24,999 SF	So NH	7.3%	Keypoint Prtners	Q2 ' 16
5,000-9,999 SF	So NH	14.5%	Keypoint Prtners	Q2 ' 16
2,500- 4,999 SF	So NH	14.0%	Keypoint Prtners	Q2 ' 16
< 2,500 SF	So NH	15.8%	Keypoint Prtners	Q2 ' 16
<b>So NH All</b>		<b>10.5%</b>		

Misc	Area	Vacancy Rate	Source	Timeframe
Apartments	New Hampshire	1.70%	NHHFA	2017
Apartments	Rockingham County	1.10%	NHHFA	2017
Apartments	Stratford County	1.70%	NHHFA	2017

Hotels PWC Q1 2017		Occupancy Rate	Source	Timeframe
Hotel Luxury PWC Q1 17	National	73.5%	PWC REIS	Q1 2017
Hotel Upper Upscale	National	73.3%	PWC REIS	Q1 2017
Hotel Upper Midscale	National	67.1%	PWC REIS	Q1 2017
Hotel Midscale	National	59.3%	PWC REIS	Q1 2017
Economy	National	57.6%	PWC REIS	Q1 2017
<b>Overall Average</b>		<b>66%</b>		

Expense Data			
Property Type	Expense	PWC RE Inv Survey Q1 2017	Realty Rates Q1 2017
Retail	Mngmnt	3.31%	
	Reserves/SF	\$0.27	
Office	Mngmnt	3.13%	
	Reserves/SF	\$0.30	\$0.52
Industrial	Mngmnt	2.55%	
	Unreimburable Expense/SF		\$0.12
	Reserves/SF	\$0.15	\$0.42
R&D/Flex	Mngmnt	2.69%	
	Reserves/SF	\$0.27	
Apartment	Mngmnt	2.96%	
	Reserves/Apt.	\$423	\$362
	Overall		38.07%
Mobil Hm Park			
	Reserves/Site		\$156 4%
Restaurants			
	Reserves as % of EGI		3.00%
SeniorHealthcare			
	Reserves/Unit		\$388
Self Storage			
	Reserves/SF Reserves/Unit		\$0.51 \$116