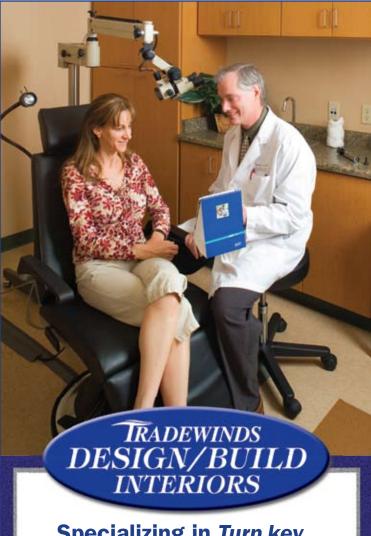


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# **Glossary**

#### Industrial Definitions

Incubator: Multi-tenant buildings without dock-high loading doors that have a parking ratio lower than 3.5/1,000 square feet and bay sizes lower than 3,500 square feet.

Light Distribution: Multi- or single-tenant buildings that include dock-high loading doors and have bay sizes of less than 15,000 square feet.

Light Industrial: Multi- or single-tenant buildings without dockhigh loading doors that have a parking ratio lower than 3.5/1,000 square feet and, in the case of multi-tenant buildings, bay sizes of at least 3,500 square feet.

R&D/Flex: Multi- or single-tenant buildings without dock-high loading doors with parking ratios in excess of 3.5/1,000 square feet.

Warehouse/Distribution: Multi- or single-tenant buildings that include dock-high loading doors and have bay sizes of at least 15,000 square feet.

#### Office Definitions

Class A Office: Buildings with steel frame construction, high end exterior finish, distinctive lobbies featuring upgraded finishes, amenities including on-site security, state-of-the-art communications and data infrastructure and covered parking. Class A buildings are usually multi-story.

Class B Office: Buildings osteel frame, reinforced concrete or concrete tilt-up construction. Class B buildings contain common bathrooms and hallways, and their lobbies may have granite and hardwood detailing. Class B buildings are often multi-story.

Class C Office: Buildings of wood frame construction. Class C buildings are often garden-style and are built around courtyards.

Medical Office: Buildings that are more than 50% occupied by medical tenants.

## **Retail Definitions**

Community Center: Retail centers anchored by supermarkets, drug stores and discount department stores. Tenants include off-price retailers selling apparel, home improvements/furnishings, toys, electronics or sporting goods.

Neighborhood Center: Retail centers anchored by supermarkets and drug stores. Neighborhood centers are intended for convenience shopping for day-to-day needs of consumers.

Power Center: Retail centers dominated by several large anchors including discount department stores, off-price stores, warehouse clubs or "category killers". Power centers generally inline space.

#### General Definitions

Vacant SF: Space in a building that is unoccupied and offered for lease by the owner of the company.

Sublease SF: Space in a building that offered for sub-lease by the primary tenant. This space may or may not be unoccupied.

Net Absorption: The difference in occupied square footage from one period to another. �

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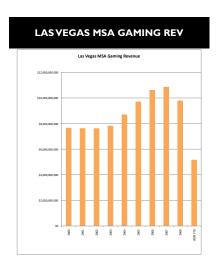


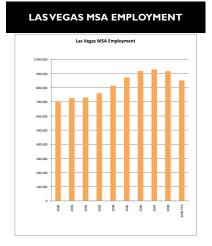
# **YEGAS**QUARTERLY

# **Economic Review**

Although most economists are predicting that the national economy will rediscover growth in the third guarter of 2009, the recession continues unabated in Southern Nevada. The Las Vegas-Paradise MSA lost 46,700 jobs between August 2009 and August 2008, sending the unemployment rate to 13.1 percent. Among major employment sectors, the largest loss of jobs occurred in construction (-22.6 percent), manufacturing (8.6 percent), professional & businesses services (-6.4 percent) and leisure & hospitality (-6.9 percent). Gaming revenues and visitor volume were down in July 2009 compared to July 2008, and high room occupancy has been maintained only with deep discounts and the courting of tourists who don't come to gamble and live the high life. Construction of both commercial and residential properties continues to be depressed, though the housing market is showing some signs of improvement. Sales of existing homes are up over last year, and prices on new homes are beginning to increase. Automobile traffic from California is also up from this time last year. While most data points are down from one year ago, many are leveling out or showing improvements on a monthto-month basis. UNLV's Center for Business and Economic Research reported that their Southern Nevada Index of Leading Economic Indicators continues to trend downward even as comparable national indices begin to trend upward. It seems reasonable to assume that economic recovery will, at least initially, lag behind national recovery.

The investment picture, while still cloudy, is becoming clearer. The large banks are still hesitant to make loans. This is bringing other players into the loan picture, including smaller, well-capitalized banks, life insurance companies and even landlords with cash. SBA loans remain a possibility for small owner/user sales. There is









COLLIERS LAS VEGAS | THIRD QUARTER | 2009

a great deal of activity from professional investors looking for notes and operators coming back into the market because they see the value that remains in properties located in Southern Nevada and are willing to run them. Still, there are simply not enough transactions without footnotes to chart a clear trend in land or property values. Private owners are still marketing properties on unrealistic performa rents rather than actual incomes. We believe this trend will reverse itself in 2010.

Distressed properties are beginning to make their presence felt. Currently, we are tracking almost 4-million square feet of distressed industrial, office and retail property in Southern Nevada. Approximately 52% of this space is office product, 47% retail and only 1% industrial.

# Metrics for Recovery

The keys to Southern Nevada's economic recovery are the leisure/hospitality and construction industries. We can expect some recovery in the leisure/ hospitality sector to the tune of 13,000 new jobs as CityCenter, the Hard Rock Hotel and Cosmopolitan Hotel open their doors. Unfortunately, they will be balanced by the loss of construction jobs as those aforementioned properties transition from construction sites to completed buildings. To date, all of our "recovery" indices are trending downward, indicating that recovery for Southern Nevada is probably not in the cards for 2009. We do think that a recovery of the national economy should help bring the local economy out of recession sometime in 2010, though employment growth will lag behind general economic growth.

# Looking Ahead

The roadmap to recovery for Southern Nevada must begin on the Las Vegas "Strip". Without a major manufacturing industry, Southern Nevada relies on its hotels and casinos to bring money into the local economy. From the "Strip", that money circulates through Southern Nevada, creating jobs and

opportunities that draw the immigration (domestic and foreign) that drive our construction sector. As the national economy recovers, people will become more willing to visit Las Vegas and leave their hardearned dollars behind. This will not happen quickly; by any measure the approaching recovery will be a slow one. Consumer spending on non-essentials is still quite depressed, and a Las Vegas vacation certainly has to be placed in the category of "non-essential". When we see visitor volume and gaming revenue begin to climb, we will know that economic recovery is on its way to Southern Nevada. In time, renewed tourism will translate into more jobs in the leisure & hospitality sector, and this in turn will generate new jobs in other sectors of our economy. New jobs will mean renewed demand for both residential and commercial real estate. While it is difficult to predict the lag between an increase in U.S. GDP and decreases in commercial vacancy rates (and we're not going to try to do so here), the former will lead to the latter. While an economy based on tourism does not seem to be an asset now, it does have the advantage of being structured for a quick turn-around when tourists finally return. Southern Nevada has many hurdles to clear before it stops leading the nation in foreclosures and again leads the nation in growth, but a business friendly environment coupled with the innate desire of human beings to have fun will eventually put us back on the path to prosperity. Just don't expect the trip to be a quick one. \*

CLARK COUNTY ECONOMIC DATA							
	Jul-09	Jul-08					
Unemployment Rate	13.1%	6.9%					
VisitorVolume	3,520,000	3,601,000					
Gaming Revenue	\$729.89M	\$819.38M					
Taxable Sales*	\$2.451B	\$3.131B					
New Home Permits	493	1,166					
New Home Sales	378	645					
New Residents	4,805	6,126					
* June 2009 / June 2008		_					

# \*VEGAS





2009 ected

Southern Nevada continued to shed occupied industrial space at a fast clip this guarter, with third guarter 2009 net absorption coming in at -884,420 square feet. This is the third quarter of negative net absorption for the industrial market. Vacancy increased to 13.3 percent this quarter, while the weighted average asking lease rate dropped to \$0.66 per square foot on a triple-net basis. Industrial development has virtually ceased, with only two projects actively under construction and another two having halted construction. Lease activity has improved over the last two quarters, however, suggesting the possibility that vacancy rates will begin to level out sometime in 2010.

Between August 2008 and August 2009, Las Vegas-Paradise MSA employment in sectors that traditionally occupy industrial space declined by over 25,000 jobs. The construction sector alone lost over 21,000 jobs over this period. Over the past twelve months, only two employment sectors in Southern Nevada increased their

employment: air transportation (+100 jobs) and education & health services (+1,900 jobs). Unemployment in the Las Vegas-Paradise MSA stood at 13.4 percent as of August 2009, up from 7.0 percent in August 2008.

MICRODASYS

For the past decade, construction, especially residential construction, has been one of the two key employment sectors in the Las Vegas Valley, the other being leisure & hospitality. With both of those industries in recession, the Valley industrial market has reversed nine years of positive net absorption with negative net absorption in five of the past six quarters. Industrial employment levels are now approximately where they were in 2004. Since 2004, the inventory of industrial space in the Las Vegas Valley increased by over 21.5 million square feet. The 3.5 million square feet of negative net absorption experienced since the first quarter of 2008 represents only 16% of that new inventory.

Only 121,875 square feet of new industrial inventory was completed during the third quarter of 2009. This

# Q4-2009 Q3-09 Projected VACANCY NET ABSORPTION CONSTRUCTION RENTAL RATE

Forward supply is a combination of space presently under construction in a quarter and space planned to begin construction within the next 4 quarters.



is the lowest level of new completions recorded since the second guarter of 2002, another period of recession. The only industrial project completed this quarter was JDV Procyon @ Ponderosa, a 122,000 square foot Warehouse/Distribution project located at 6025 S. Procyon. It entered the market 100% vacant. Two industrial projects, both in the Light Industrial category, have halted construction.

Forward supply of industrial space in Southern Nevada stood at 948,859 square feet in the third quarter of 2009. This was 28,000 square feet higher than last quarter. Half of this forward supply was in Warehouse/Distribution buildings. The Southwest submarket had most (68%) of this forward supply space. The once very active North Las Vegas submarket had only 245,480 square feet of forward supply this quarter. The remainder was in the Airport submarket. Approximately 62% of forward supply space was under construction. All of the 590,229 square feet of industrial space actively under construction is expected to be completed in the next quarter, leaving only 358,630 square feet of industrial space planned to begin construction over the next 12 months. This is good news for landlords, who have found themselves in a tenant's market awash with supply.

Industrial vacancy increased to 13.3 percent this quarter, a 0.9-point increase from one quarter ago and a 3.4-point increase from one year ago. Industrial vacancy has increased over the past three years from a low of 3.1 percent in the second quarter of 2006. Southern Nevada's highest vacancy rate (25%) was in the Northwest submarket, despite a 45,000 square foot lease being signed there during the third quarter of 2009. The lowest vacancy rate (7.4%) was in the East Las Vegas submarket. Vacancy increased in the Airport, Henderson, North Las Vegas, Northwest and Southwest submarkets, and decreased in the East Las Vegas and West Central submarkets. The largest increase was experienced in the Southwest submarket. On a brighter note, the change in industrial vacancy year-over-year is heading downwards after

rising sharply beginning in the first quarter of 2007 and peaking in the third quarter of 2008. This data point suggests that market conditions are improving and that we are at least heading in the right direction. Note, though, that the eight month recession of 2001 (March to October) resulted in ten quarters of year-over-year vacancy increases. If the third guarter of 2009 represents the end of the current recession, it will have lasted approximately 20 months, with 11 months of yearover-year vacancy rate increases so far.

The most active businesses taking space during the third quarter of 2009 were involved in construction, automotive services and entertainment. The majority (53%) of third quarter 2009 leases were signed by local companies, with California-based companies constituting 15% and Arizona-based companies 11% of new leases. A reliance on local expansions and originations could hamper the recovery of the local industrial market given that the local economy is expected to lag behind the national economy in recovery from the recession.

The weighted average asking lease rate for industrial space decreased this quarter to \$0.66 per square foot (psf) on a triple-net basis (NNN) from last quarter's \$0.71. If adjusted for inflation, the weighted average asking lease rate has decreased by \$0.15 psf since it peaked in the first quarter of 2007. All submarkets except East Las Vegas experienced a decrease in their weighted average asking lease rate this quarter. The weighted average asking lease rates dropped in all product types this quarter, with the largest decreases in the Incubator and R&D/Flex product types. The 385 new availabilities that entered the industrial market in the third quarter of 2009 had an average asking rental rate of \$0.67 psf NNN, \$0.01 higher than the 393 new availabilities that entered the industrial market during the second quarter of 2009. Of existing availabilities, 20% had their asking lease rate decrease this quarter, by an average of \$0.16 psf, while 4% showed an increase, by an average of \$0.13 psf. Given current market conditions and the expectation of weak growth moving forward, we believe the industrial market could be as many as twelve months away from the average asking rental rate hitting bottom.

MARKET SNAPSHOT								
	Q3-09	Q2-09	Q3-08	Q-O-Q Change	Y-O-Y Change			
Vacancy Rate	13.3%	12.4%	9.9%	+ 7.5%	+ 34.7%			
Asking Rent (psf NNN)	\$0.66	\$0.71	\$0.78	- 6.8%	- 15.3%			
Net Absorption (sf)	-884,420	-1,016,266	-566,453	+ 13.0%	- 56.1%			
New Completions (sf)	121,875	342,574	1,017,567	- 64.4%	- 88.0%			

# **VEGAS**

"On a brighter note, the change in industrial vacancy year-over-year is heading downwards after rising sharply beginning in the first quarter of 2007 and peaking in the third quarter of 2008."

The inventory of industrial properties available for owner/ user sale increased this quarter to 4,057,585 square feet. The average asking price for owner/ user industrial sales decreased to \$148 per square foot. This is below the average asking price of \$168 per square foot

recorded twelve months ago. Most of the available owner/user sale square footage was in the North Las Vegas and Southwest submarkets, with average asking prices of \$131 and \$187 respectively. Prominent owner/user sale availabilities include Milgard Windows Facility in the Henderson submarket (130,000 square feet), the Decatur Business Center in the Southwest submarket (87,000 square feet) and the Progressive Gaming Facility in the Airport submarket (87,000 square feet).

The inventory of industrial buildings up for sale as investments increased from 908,750 square feet in the third quarter of 2008 to 1,136,513 square feet this quarter. The average asking price for investment sales increased by \$10 per square foot since last quarter, but decreased by \$6 per square foot since the third quarter of 2009. Prominent investment sale availabilities include Traverse Point Distribution Center in the Henderson submarket (154,000 square feet), Hughes Airport Center Bldg 14 in the Airport submarket (133,000 square feet) and Patrick Lane Industrial Park in the Airport submarket (100,000 square feet).

The number of industrial sales that took place during the third quarter of 2009 decreased from last quarter, but increased when compared to one year ago. The average sales price of these properties continued to decline. The average cap rate for these properties was 10.7 percent. Owner/user sales

INDUSTRIAL EMPLOYMENT							
	Aug 2009	Aug 2008	Change				
Construction	73,400	94,800	-21,400				
Manufacturing	23,500	25,700	-2,200				
Transportation & Warehousing	34,200	34,600	-200				
Wholesale	22,400	24,100	-1,700				
TOTAL	153,500	179,200	-25,700				
Source: Nevada Department of Employment, Training and Rehabilitation.							

are also up from one year ago. The average sales price of these properties recovered slightly from last quarter, but remained at approximately one-third what it was one year ago. Ascertaining the real value of commercial properties remains difficult due to the scarce number of sales and the fact that many of them are made with extenuating circumstances. Several factors are now keeping buildings from selling. Potential buyers have a lack of belief that they would be buying an appreciating asset. People with capital are not yet prepared to part with it, preferring instead to keep it liquid while they wether the present storm. Banks are still hesitant to lend, so potential buyers must rely on internal funding or SBA loans for small, owner/ user sales.

The health of the local Warehouse/Distribution market degraded further this quarter, with net absorption -147,769 square feet lower than last quarter. This brought year-to-date net absorption to -716,352 square feet, almost 2 million square feet lower than at the same time in 2008. Despite this generally poor performance, three submarkets, East Las Vegas, Northwest and West Central, posted positive net absorption in Warehouse/Distribution space this quarter. Moreover, five of the Valley's seven submarkets saw

REGIONAL WAREHOUSE / DISTRIBUTION						
Market	Asking Rent (Q2-09)					
Las Vegas, NV	\$0.54 psf NNN					
Phoenix, AZ	\$0.45 psf NNN					
Inland Empire, CA	\$0.36 psf NNN					
Reno, NV	\$0.32 psf NNN					

net absorption increase over last quarter; only the Airport and North Las Vegas submarkets had net absorption of Warehouse/Distribution space decrease. Warehouse/Distribution product still has a lower vacancy rate than the other industrial product types, and is still well below its high of 11.5 percent vacancy recorded in the first guarter of 2004. The weighted average asking lease rate for Warehouse/ Distribution decreased this quarter by \$0.04 to \$0.49 per square foot NNN. The weighted average asking lease rate for Warehouse/Distribution space in Las Vegas continued to exceed those in competing markets.

Light Distribution space posted -156,952 square feet of net absorption, sending vacancy to 20.1 percent. This represents a 6.1-point increase from one year ago and a 0.9-point increase from one quarter ago. The average asking lease rate for Light Distribution space decreased by \$0.03 to \$0.64 psf NNN this quarter. Judging by net absorption alone, it would seem that the performance of Light Distribution space is not much worse this year than last. However, this year's -500,364 net absorption occurred with 429,458 square feet of new completions, as opposed to last year's -482,842 square feet of net absorption with 775,687 square feet of new completions.

After Warehouse/Distribution, Light Industrial space has been the stalwart of the Southern Nevada industrial market. Over the past twelve months, Light Industrial vacancy has increased by 3.9-points. Net absorption, year-to-date, is approximately 230,000 square feet lower now than it was at this time last year. New completions of Light Industrial space have dropped to 0 square feet from just over I-million square feet at this time last year. Those new completions a year ago were primarily in the form of small, freestanding buildings that were intended to sell quickly. Currently, there are over 2-million square feet of Light Industrial space on the market in the form of owner/user sales with an average asking price of \$155 per square foot. This is almost unchanged from last quarter. Although the difficulty in originating new loans has contributed to keeping these buildings on

the market, the abundance of competitively priced Light Industrial space for lease is probably just as responsible. Incubator space can often

predict recovery, as it is favored by small start-up businesses. On the face of it, the -395,627 square feet of net absorption year-to-date in incubator buildings does not suggest that recovery is around the corner. However, it is worth noting that net absorption of incubator space is up from this time last year. Since last quarter, net absorption of Incubator space has increased in four submarkets: Airport, East Las Vegas, Northwest and West Central. The largest increase in Incubator net absorption was in the West Central submarket, at +27,266 square feet. Every submarket except East Las Vegas had a decrease in their average asking lease rate for Incubator space this quarter.

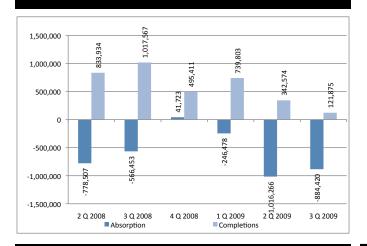
Vacancy in R&D/Flex space increased this quarter to 27.2% from last quarter's 25.5%. R&D/Flex has the distinction of being the only product type with positive year-to-date net absorption in 2009. Although the 18,489 square feet of net absorption may not seem significant, it is an improvement over the -245,965 square feet of net absorption at this time last year.

We predict tough times ahead for Southern Nevada's industrial market. Employment in industries that traditionally take industrial space is still shrinking and growth, when it finally arrives, is predicted to be slow. Over the past quarter, approximately half of all new leases were with tenants headquartered outside of Southern Nevada. Companies looking to move into a business friendly environment should be an important factor in the recovery of the local industrial market. We are happy to see lease activity higher than it was a few months ago, and encouraged by the fact that the number of new availabilities entering the market has declined since last quarter. That said, we still think that a significant, sustained recovery of Southern Nevada's industrial market will not begin earlier than the second half of 2010. ❖

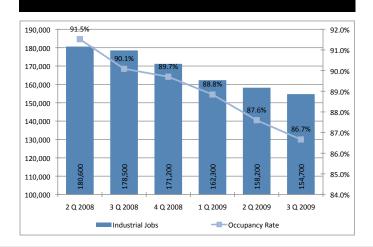
INDUSTRIAL CONSTRUCTION STOPPED						
Project	Submarket	Size				
3255 Pepper Lane A	Light Industrial	Airport	25,200 SF			
Hangars at Clayton	Light Industrial	North Las Vegas	94,680 SF			

INDUSTRIAL DEVELOPMENT PIPELINE								
Project	Туре	Submarket	Size	Pre-Leasing	Completion			
Freeman Decorating	Warehouse/Distribution	Southwest	420,000 SF	BTS	Q4-09/ Q1-10			
Winner Industrial Building	Warehouse/Distribution	North Las Vegas	50,000 SF	0%	Q1-10			

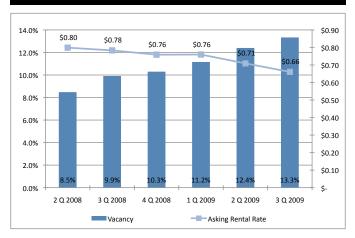
## HISTORICAL NET ABSORPTION VS COMPLETIONS



# **OCCUPANCY VS INDUSTRIAL EMPLOYMENT**



## **VACANCY VS RENTAL RATE**



	INDUSTRIAL SALE	S	
	Q3-09	Q2-09	Q3-08
Owner/User Sales			
Space for Sale (sf)	4,057,585	3,870,013	3,737,145
Average Asking Price/SF	\$148	\$156	\$168
Space Sold (sf)	208,680	172,910	154,836
Average Price/SF	\$55	\$42	\$155
Investment Sales			
Space for Sale (sf)	1,136,513	1,148,697	908,750
Average Asking Price/SF	\$145	\$135	\$151
Average Cap Rate	7.5%	7.3%	7.2%
Space Sold (sf)	129,867	272,460	79,150
Average Price/SF	\$68	\$73	\$179
Average Cap Rate	10.7%	8.0%	6.2%

LEASE ACTIVITY					
PROPERTY ADDRESS	LEASE DATE	LEASE TERM	SIZE	LEASE RATE	TYPE
121 S Martin L King Blvd	Sep 2009	120 months	63,000 sf	\$1.97 NNN	Light Industrial
Berlin Industries Building	Sep 2009	122 months	45,000 sf	\$0.50 NNN	Warehouse/Distribution
Valley View Commerce Center	Aug 2009	60 months	40,000 sf	\$0.48 NNN	Light Distribution
Saddleback Post Business Park	Aug 2009	6 months	8,000 sf	\$0.48 NNN	R&D/Flex
Decatur Pavilion	Jul 2009	24 months	4,500 sf	\$1.78 NNN	Incubator

SALES ACTIVITY					
PROPERTY ADDRESS	SALES DATE	SALE PRICE	SIZE	PRICE/SF	TYPE
Post Hinson Industrial Park	Jul 2009	\$3,050,000	24,893 sf	\$122.52	Warehouse/Distribution
Palm Sahara Industrial Park	Jul 2009	\$1,800,000	22,750 sf	\$79.12	Light Industrial
Saddleback Park West	Sep 2009	\$612,975	4,458 sf	\$137.50	R&D/Flex
Saddleback Park West	Aug 2009	\$575,000	4,172 sf	\$137.82	R&D/Flex
4340 E. Alexander	Jul 2009	\$325,000	3,072 sf	\$105.79	Light Industrial



# **INDUSTRIAL MARKET STATISTICS**

THIRD QUARTER 2009

EXISTING PRO	OPERTIES .	DIRECT VA	CANCY	SUBLEASE	VACANCY		TOTALVA	CANCY	NET ABS	ORPTION SF	U/C	& PROPOSED S	F	AVG RENTS
Type Bldgs	Total Inventory Sq Ft	Sq Ft	Rate	Sq Ft	Rate	Sq Ft	Rate	Vacancy Rate Previous Q	Current Period	YTD	Completed This Qtr Sq Ft	Completed YTD	Under Constr	Rate
SUB M	ARKET	 Г S												
AIRPORT SUBN WH 76 LD 67	4,667,484 2,969,897	472,094 545,426	10.1% 18.4%	44,200 42,866	0.9% 1.4%	516,294 588,292	11.1% 19.8%	9.9% 16.3%	(53,148) (87,397)	32,184 (236,051)	-	-	-	\$0.57 \$0.64
LI 197 INC 92	2,824,073 1,876,327	246,413 318,408	8.7% 17.0%	22,478 7,053	0.8% 0.4%	268,891 325,461	9.5% 17.3%	10.5% 17.4%	28,940 4,656	16,441 (76,722)	-	-	25,200	\$0.69 \$0.79
FLX 66	1,308,181 13,645,962	395,640 1,977,981	30.2% 14.5%	20,058 136,655	1.5% 1.0%	415,698 2,114,636	31.8% 15.5%	31.4% 14.5%	(12,286) (119,235)	27,843 (236,305)	-	102,694 102,694	25,200	\$0.79 \$0.94 \$0.71
EAST LAS VEGA			17.5%	130,033	1.0%	2,117,030	13.3%	17.5%	(117,233)	(236,303)	-	102,674	23,200	φ0./1
WH 24 LD 20	1,022,855 352,675	51,022 55,432	5.0% 15.7%	0	0.0% 0.0%	51,022 55,432	5.0% 15.7%	8.0% 12.3%	9,594 (12,000)	(51,022) (29,132)	-	=	=	\$0.29 \$0.51
LI 94 INC 13	1,141,544 298,623	36,436 62,347	3.2% 20.9%	6,400 0	0.6% 0.0%	42,836 62,347	3.8% 20.9%	5.1% 22.8%	14,825 5,879	84,832 9,704	-	-	-	\$0.31 \$0.75
FLX 8 TOTAL 159	142,294 2,957,991	12,762 217,999	9.0% 7.4%	0 6,400	0.0% 0.2%	12,762 224,399	9.0% 7.6%	6.5% 8.8%	(3,500) 14,798	919 15,301	-	-	-	\$0.80 \$0.51
HENDERSON S				2,122					,	,				****
WH 75 LD 36	6,283,356 1,696,226	733,196 467,278	11.7% 27.5%	39,878 0	0.6% 0.0%	773,074 467,278	12.3% 27.5%	11.7% 26.2%	(11,163) (23,360)	(149,511) (25,883)	-	-	-	\$0.49 \$0.58
LI 318 INC 29	3,014,037 456,976	588,219 54,948	19.5% 12.0%	0 6,296	0.0% 1.4%	588,219 61,244	19.5% 13.4%	18.0% 10.6%	(44,473) (12,591)	(Ì11,966) (21,558)	-	105,055	-	\$0.79 \$0.72
FLX 78	1,262,062 12,712,657	321,629 2,165,270	25.5% 17.0%	0 46,174	0.0% 0.4%	321,629 2,211,444	25.5% 17.4%	29.8% 16.9%	42,592 (48,995)	`94,102 (214,816)	-	105,055	-	\$1.02 \$0.68
NORTH LASVE	EGAS SUBMA	ARKET												· 
LD 167	18,613,343 4,673,693	1,307,116 933,203	7.0% 20.0%	448,295 41,634	2.4% 0.9%	1,755,411 974,837	9.4% 20.9%	7.0% 23.7%	(340,706) 6,876	(323,551) 42,287	-	95,000	50,000	\$0.39 \$0.50
LI 603 INC 31	6,837,053 562,095	1,153,464 199,174	16.9% 35.4%	14,500 0	0.2% 0.0%	1,167,964 199,174	17.1% 35.4%	17.9% 32.9%	57,230 (14,490)	6,922 (7,248)	-	90,400	94,680	\$0.60 \$0.58
FLX 46 TOTAL 1,025	780,909 31,467,093	217,454 3,810,411	27.8% 12.1%	7,779 512,208	0.0% 1.6%	225,233 4,322,619	28.8% 13.7%	16.6% 12.3%	(87,966) (379,056)	(71,693) (353,283)	-	185,400	144,680	\$0.94 \$0.52
NORTHWEST		г												
WH 5 LD I	224,906 50,000	132,990 0	59.1% 0.0%	0	0.0% 0.0%	132,990	59.1% 0.0%	64.9% 0.0%	12,920	12,920	-	-	-	\$0.49 \$-
LI 16 INC 4	294,396 99,427	40,696 16,578	13.8% 16.7%	0	0.0% 0.0%	40,696 16,578	13.8% 16.7%	13.1% 13.0%	(2,241) (3,632)	(4,727) (10,688)	-	-	-	\$1.09 \$1.10
FLX 55 TOTAL 81	672,202 1,340,931	144,883 335,147	21.6% 25.0%	16,004 16,004	2.4% 1.2%	160,887 351,151	23.9% 26.2%	22.3% 25.9%	(16,329) (9,282)	(22,328) (24,823)	-	-	-	\$0.94 \$0.79
SOUTHWEST :	SUBMARKET 12,090,552	908,494	7.5%	145,240	1.2%	1,053,734	8.7%	8.0%	(107,339)	(188,180)	121,875	121,875	420,349	\$0.63
LD 182 LI 747	6,917,721 9,154,662	1,423,144	20.6% 14.5%	118,719	1.7% 0.1%	1,541,863	22.3% 14.6%	21.3% 13.0%	(41,071) (142,407)	(204,456) (440,092)	121,075	429,458 259,770	-	\$0.76 \$0.73
INC 120	2,496,381	407,581	16.3%	14,865	0.6%	422,446	16.9%	13.1%	(95,013)	(188,637)	-	-	-	\$0.71
FLX 100 TOTAL 1,285	1,552,662 32,211,978	486,185 4,556,277	31.3% 14.1%	11,856 299,080	0.8% 0.9%	498,041 4,855,357	32.1% 15.1%	31.6% 13.7%	(11,050) (396,880)	3,832 (1,017,533)	121,875	811,103	420,349	\$1.02 \$0.75
WEST CENTRA	AL SUBMARI 1,855,447	KET 76,592	4.1%	0	0.0%	76,592	4.1%	7.6%	63,803	(49,192)				\$0.38
LD 41 LI 489	751,242 6,628,752	68,529 600,007	9.1% 9.1%	16,220 36,604	2.2% 0.6%	84,749 636,611	11.3%	9.2% 9.4%	(15,510)	(47,129)	-	-	-	\$0.69 \$0.61
INC 62 FLX 12		324,225 34,171	13.2% 15.5%	0	0.0% 0.0%	324,225 34,171	13.2% 15.5%	13.7% 12.1%	13,534	(104,720) (100,478) (14,186)	-	-	-	\$0.73 \$0.84
	11,913,888	1,103,524	9.3%	52,824	0.4%	1,156,348	9.7%	10.0%	(7,597) 54,230	(315,705)	-	-	-	\$0.64
MARKE	T. T.O.	T A .												
MARKE WH 550	44,757,943	3,681,504	Q 7º/	677 412	1 5%	4350117	0 7%	8.6%	(424.020)	(714 352)	121 975	214 075	470,349	\$0.49
	17,411,454	3,493,012	8.2% 20.1%	677,613 219,439	1.5% 1.3%	4,359,117 3,712,451	9.7% 21.3%	20.8%	(426,039) (156,952)	(716,352) (500,364)	121,875 -	216,875 429,458	7/U,3 <del>4</del> 7 -	\$0.49 \$0.64
LI 2,464	29,894,517	3,996,108	13.4%	88,382	0.3%	4,084,490	13.7%	13.3%	(103,636)	(553,310)	-	455,225	119,880	\$0.68
INC 351 FLX 365	8,248,444 5,938,142	1,383,261 1,612,724	16.8% 27.2%	28,214 55,697	0.3% 0.9%	1,411,475 1,668,421	17.1% 28.1%	15.8% 26.8%	(101,657) (96,136)	(395,627) 18,489	-	- 102,694	-	\$0.72 \$0.98
TOTAL 4,244 I			13.3%	1,069,345		15,235,954	14.3%	13.4%	, ,	(2,147,164)	121,875	1,204,252	590,229	\$0.66
QUART	ΓERLY	COM	PARIS	SONA	ND	ΓΟΤΑΙ	S							
Q3-09 4,244 I			13.3%	1,069,345		15,235,954	14.3%	13.4%		(2,147,164)	121,875	1,204,252	590,229	\$0.66
Q2-09 4,210 II			12.4% 11.2%	1,028,315 744,605		14,188,629 12,546,079	13.4% 11.9%	11.9% 11.0%	(1,016,266) (246,478)	(1,262,744) (246,478)	342,574 739,803	1,082,377 739,803	712,104 643,955	\$0.71 \$0.76
Q4-08 4,168 I	05,046,248	10,815,193	10.3%	775,544	0.7%	11,590,737	11.0%	10.5%	41,723	(223,826)	495,411	4,457,192	1,109,988	\$0.76
Q3-08 4,101 I	04,550,837	10,361,505	9.9%	573,898	0.5%	10,935,403	10.5%	9.0%	(566,453)	(265,549)	1,017,567	3,961,781	1,422,765	\$0.78

THE INFORMATION CONTAINED IN THIS REPORT WAS PROVIDED BY SOURCES DEEMED TO BE RELIABLE, HOWEVER, NO GUARANTEE IS MADE AS TO THE ACCURACY OR RELIABILITY. AS NEW, CORRECTED OR UPDATED INFORMATION IS OBTAINED, IT IS INCORPORATED INTO BOTH CURRENT AND HISTORICAL DATA, WHICH MAY INVALIDATE COMPARISON TO PREVIOUSLY ISSUED REPORTS.

## OFFICE

# **SVEGAS**





# **MARKET INDICATORS**



# **Office Review**

The Southern Nevada office market experienced its seventh straight month of negative net absorption, occupied square contracting to 32-million square feet from a high of 33.7-million square feet in the fourth quarter of 2007. The volume of lease and sale transactions has improved since the end of 2008, with much of this activity coming from local, small businesses and national tenants that already have a presence in Southern Nevada. The amount of space currently and actively under construction remains lower than the amount of space that has halted construction. Although the outlook for the Southern Nevada office market may seem bleak, there are reasons to be hopeful.

Employment in sectors traditionally associated with office space contracted for the fifth straight quarter. Between August 2008 and August 2009, a total

of 7,800 office jobs were lost, with the largest losses experienced by the professional & business services sector. The bright spot of office employment has been the health care and social assistance sector, which added 900 jobs between August 2008 and August 2009. Unemployment in the Las Vegas - Paradise MSA stood at 13.4 percent as of August 2009, up from 7.0 percent in August 2008.

The inventory of office space in Southern Nevada increased by only 40,000 square feet during the third quarter of 2009. The only completed project was the IBEX Medical Building in Henderson. This is the lowest level of new office completions we have recorded since we began tracking the Las Vegas office market in 1999. Vacancy in newly completed space stood at approximately 67 percent.

Forward supply of office space in the Valley stood at 346,629 square feet in

the third guarter of 2009. This was approximately 36 percent less forward supply than was registered in the second quarter of 2009 and 84 percent less forward supply than was registered in the third quarter of 2008. Over half of Southern Nevada's forward supply was in the Class A category. Although Class A space has the highest vacancy rate in the market at 29.1%, reductions in asking lease rates have increased interest in it. Almost all of Southern Nevada's forward supply of office space is located in the Northwest submarket in the form of Tivoli Village, a mixed-use space comprised of office over retail.

Office vacancy in Southern Nevada stood at 22.0 percent in the third quarter of 2009. This represented a 0.2-point increase from one quarter ago and a 4-point increase from four quarters ago. In general, the office vacancy rate's trajectory seems to be leveling off. Lease activity has increased since the second half of 2008, and the number of vacant office spaces that entered the market has decreased. A total of 278 new office availabilities were introduced to the office market during the third quarter of 2009, less than the 357 new lease availabilities introduced in the second quarter of 2009. The highest vacancy rates in Southern Nevada were in the Southwest (30.9 percent), Henderson (26 percent) and Airport (25.5 percent) submarkets. The lowest vacancy rates were in the Downtown (10.8 percent) and West Central (13.6 percent) submarkets. Class A professional office space still had the highest vacancy rate at 29.1 percent, while the lowest vacancy rate was in Medical office space at 19.5 percent. Over the past four quarters, Class C professional space has experienced the lowest overall increase in vacancy. When comparing vacancy rates on a year-over-year basis, office vacancy has been trending downward for

the past three quarters after reaching a peak in the fourth quarter of 2008. Year-overyear vacancy growth in the third quarter of 2009 was the lowest it has been since the first quarter of 2008. Clearly, the flood of office space that entered the Southern Nevada market in 2008 has slowed down.

Over the past quarter, finance investment and real estate accounted for approximately one-third of new leases and slightly more than half of the office market's new leases were signed by companies headquartered outside Nevada, with California companies contributing more lease activity than any other state.

Several existing office properties in Southern Nevada are now owned by banks or the FDIC. These "zombie buildings" contribute to the vacancy rate in Southern Nevada, but do not complete effectively because their owners are unable or unwilling to provide improvement money to prospective tenants. The total number of distressed office properties currently totals 2,094,000 total square feet, a significant increase since last guarter when Southern Nevada had approximately 460,000 square feet of distressed office properties.

The weighted average asking rental rate decreased this guarter to \$2.32 per square foot (psf) on a full service gross (FSG) basis. This was a decrease of \$0.04 from last quarter and \$0.12 from twelve months ago. Asking rents have been on the decline since the fourth quarter of 2007, which corresponds to the beginning of the current recession. Of those availabilities that were active last quarter, 17% had their asking rent reduced by an average of \$0.28 while 4% had their asking rent increased by an average of \$0.25. Availabilities that were new to the market this quarter had an average asking rent of \$2.05 psf FSG.

MARKET SNAPSHOT								
	Q3-09	Q2-09	Q3-08	Q-O-Q Change	Y-O-Y Change			
Vacancy Rate	22.0%	21.8%	18.0%	+0.8%	+22.2%			
Asking Rent (psf FSG)	\$2.32	\$2.36	\$2.44	-1.4%	-4.9%			
Net Absorption (sf)	-39,154	-272,627	-341,501	+85.6%	+88.5%			
New Completions (sf)	40,000	143,481	580,294	-72.1%	-93.1%			

# **SVEGAS**

"Like small animals after a thunderstorm, businessmen have poked their heads out of their burrows, looked around and determined that it safe to go back to business as usual."



Office space available for sub-lease in Southern Nevada increased this quarter after posting a slight decline in the second quarter of 2009. Currently, there are 680,706 square feet of office space available for sub-lease. This is down from the high of 908,458 square feet recorded in the fourth quarter of 2008. That the amount of sub-lease space available for lease has dropped to between 650,000 and 680,000 square feet for the past three quarters could suggest that the Southern Nevada office market has reached a plateau.

The amount of office space available for sale on an owner/user basis increased this quarter over last by 58,000 square feet. Since the third quarter of 2008, the amount of owner/user space on the market has actually decreased by 72,000 square feet. Likewise, the average asking price has decreased by \$26 per square foot since last quarter, but increased by \$12 since the third quarter of 2008. Significant sale offerings include the old FBI headquarters at 700 E. Charleston Blvd in the Downtown submarket (47,000 square feet) and the San Martin Medical Center in the Southwest submarket (44,000 square feet), a distressed property.

Properties available of sale on an investment basis decreased to 872,894

square feet from last quarter's 1,104,734 square feet. The average asking price increased this quarter over last by \$24 per square foot. Since the third quarter of 2008, the average asking price for investment

sales has decreased by \$30 per square foot and the amount of space available for sale on an investment basis has decreased by 435,774 square feet, though admittedly a good deal of this space has been removed from the market, not sold.

Office owner/user sales improved this quarter over last, with 57,290 square feet of space sold. The average sales price has also recovered, reaching \$232 per square foot, higher than one year ago. Investment sales continued to decline this quarter, and the presence of several distressed and foreclosed properties among those that sold had an adverse affect on the average sales price. Cap rates continued to rise, reaching 8%.

The Class A and Class C office product types entered recession in the latter half of 2006, approximately six months ahead of Medical office and one year ahead of Class B office. While both Class A and Class C office saw their vacancy rates decline this quarter, the decrease for Class A office was due to the re-classification of the Westcliff Tower building from Class A to Class B. Class C office, on the other hand, has not only seen its vacancy rate decrease for the past two quarters, it is the only product type that has posted positive year-to-date net absorption. It

<sup>1</sup>Forward supply is a combination of space presently under construction in a quarter and space planned to begin construction within the next 4 quarters.





seems reasonable to conclude that the performance of Class C professional office product may be a sign that Southern Nevada's office market as a whole is nearing bottom. Unfortunately, one must consider two other facts. First, employment in sectors that traditionally occupy office space continues to decrease. Second, some of the absorption of Class C space is due to tenants leaving more expensive space for less expensive space. While these two facts may dampen the prospects that the Southern Nevada office market may be two or three quarters away from hitting bottom, they do not eliminate the possibility entirely. Lease activity is definitely on the rise, and the pace of new office availabilities entering the market has been on the decline since April of 2009.

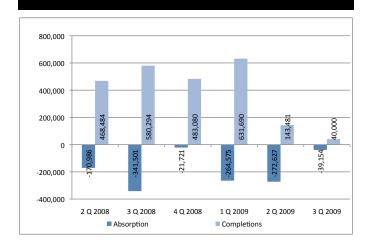
What we are likely seeing in the third quarter of 2009 is the end to the "shock & awe" of late-2008 and early-2009 and a return to equilibrium between

supply and demand. Like small animals after a thunderstorm, businessmen have poked their heads out of their burrows, looked around and determined that it safe to go back to business as usual (or as near to usual as possible). As hopeful as this scenario is, though, it behooves us all to look ahead. High levels of federal spending contributed heavily to GDP in the last two quarters. While the federal government has more money to spend in 2010, the end to Cash for Clunkers and the housing credit, coupled with the reticence of U.S. consumers to spend money on non-essentials and the looming expiration of tax cuts introduced between 2001 and 2003, could make for tough going in 2010. We think Southern Nevada's office market might hit a plateau in 2010, but hesitate to predict declining vacancy rates until we see some improvement in employment growth. \*

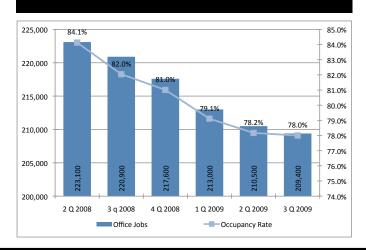
OFFICE CONSTRUCTION STOPPED							
Project	Туре	Submarket	Size				
Centennial Business Park	Class C	Northwest	43,000				
Tivoli Village	Class A	Northwest	200,000				

OFFICE DEVELOPMENT PIPELINE										
Project	Туре	Submarket	Size	Pre-Leasing	Completion					
501 S 8th St	Class B	Downtown	25,000	BTS	Q2-10					

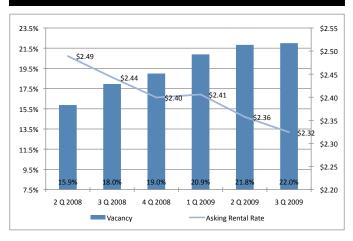
## HISTORICAL NET ABSORPTION VS COMPLETIONS



## **OCCUPANCY VS OFFICE EMPLOYMENT**



# **VACANCY VS RENTAL RATE**



	OFFICE SALES		
	Q3-09	Q2-09	Q3-08
Owner/User Sales			
Space for Sale (sf)	1,205,325	1,147,903	1,276,934
Average Asking Price/SF	\$215	\$241	\$203
Space Sold (sf)	57,290	10,645	28,862
Average Price/SF	\$232	\$151	\$217
Investment Sales			
Space for Sale (sf)	872,894	1,104,734	1,308,668
Average Asking Price/SF	\$235	\$211	\$265
Average Cap Rate	8.0%	7.6%	7.2%
Space Sold (sf)	61,247	70,275	250,444
Average Price/SF	\$78	\$295	\$262
Average Cap Rate	8.5%	7.8%	7.5%

LEASE ACTIVITY					
PROPERTY ADDRESS	LEASE DATE	LEASE TERM	SIZE	LEASE RATE	ТҮРЕ
The District II	Sep 2009	60 months	21,767 sf	\$1.62 MG	Class C Professional Office
Green Valley Corp Center South	Aug 2009	84 months	11,373 sf	\$1.94 MG	Class C Professional Office
Westcliff House	Aug 2009	60 months	9,104 sf	\$1.74 MG	Medical Office
Westcliff Tower	Sep 2009	40 months	8,288 sf	\$1.65 FSG	Class B Professional Office
Flamingo Courtyard	Jul 2009	60 months	6,449 sf	\$1.75 NNN	Class C Professional Office
SALES ACTIVITY					
PROPERTY ADDRESS	SALES DATE	SALE PRICE	SIZE	PRICE/SF	TYPE
St Rose Professional Park	Aug 2009	\$2,225,000	12,025 sf	\$185.03	Class B Professional Office
Sunset Post Medical Center	Jul 2009	\$2,250,000	9,090 sf	\$247.52	Medical Office
Hills Center Business Park	Aug 2009	\$1,498,176	5,202 sf	\$288.00	Class C Professional Office

# OFFICE MARKET STATISTICS

EXISTING PROPERTIES	DIRECT	VACANCY	SUBLEASE	VACANCY		TOTALVA	CANCY	NET ABS	SORPTION SF	U/C	& PROPOSED S	F	AVG RENTS
Total Type Bldgs Invento Sq Ft	<i>'</i>	Rate	Sq Ft	Rate	Sq Ft	Rate	Vacancy Rate Previous Q	Current Period	YTD	Completed This Qtr Sq Ft	Completed YTD	Under Constr	Rate
SUB MARK	ETS												
AIRPORT SUBMARKET A 6 660, B 37 1,833, C 252 2,658, MED 9 117, TOTAL 304 5,270,2	78 367,42 002 273,34 027 700,48 94 1,04	4 14.9% 9 26.3% 0 0.9%	58,414 56,678 30,636 0 145,728	8.8% 3.1% 1.2% 0.0% 2.8%	425,838 330,022 731,125 1,040 1,488,025	64.5% 18.0% 27.5% 0.9% 28.2%	67.5% 18.4% 27.4% 1.4% 28.4%	19,948 17,433 3,860 560 41,801	122,798 (98,732) 40,173 25,943 90,182	: : :	(127,659) - - (127,659)	- - - -	\$3.13 \$2.31 \$1.93 \$1.60 \$2.34
DOWNTOWN SUBM. A 4 700,0 B 21 1,383,8 C 55 744, MED 29 527, TOTAL 109 3,356,0	65 45,00 29 224,79 37 43,75 31 47,88	7 16.2% 2 5.9% 7 9.1%	28,790 14,319 0 0 43,109	4.1% 1.0% 0.0% 0.0% 1.3%	73,796 239,116 43,752 47,887 404,551	10.5% 17.3% 5.9% 9.1% 12.1%	10.5% 16.2% 4.6% 5.0% 10.7%	(6,741) (9,749) (21,256) (37,746)	(135,965) 22,047 (19,341) (133,259)	- - - - -	- - - -	- - - -	\$3.27 \$2.54 \$1.66 \$2.11 \$2.47
EAST LAS VEGAS SUBI A 9 1,351,4 B 17 1,038,5 C 97 1,905,6 MED 59 1,633,7 TOTAL 182 5,929,7	162,02 169 289,00 190 392,78 174 303,08	6 27.8% 8 20.6% 8 18.6%	87,108 10,184 0 0 97,292	6.4% 1.0% 0.0% 0.0% 1.6%	249,136 299,190 392,788 303,088 1,244,202	18.4% 28.8% 20.6% 18.6% 21.0%	20.4% 30.6% 20.5% 21.6% 22.5%	(7,566) 19,064 (4,728) 48,021 54,791	(94,816) (26,819) (35,471) (9,026) (166,132)	: : :	- - - - -	- - - - -	\$3.45 \$1.63 \$1.56 \$1.92 \$1.94
HENDERSON SUBMA A II 787, B 64 2,132, C 144 1,499, MED 97 1,226, TOTAL 316 5,645,8	274 275,66 81 486,59 554 374,31 594 330,63	5 22.8% 2 25.0% 4 27.0%	21,059 38,842 36,542 6,066 102,509	2.7% 1.8% 2.4% 0.0% 1.8%	296,725 525,437 410,854 336,700 1,569,716	37.7% 24.6% 27.4% 27.4% 27.8%	35.9% 26.1% 28.3% 21.1% 26.9%	23,831 14,815 (42,279) (3,633)	(4,566) (163,288) (24,678) (94,517) (287,049)	40,000 40,000	40,000 40,000	- - - - -	\$3.00 \$2.41 \$2.14 \$2.47 \$2.47
NORTH LAS VEGAS SI A - B 8 200, C 74 459, MED 13 125, TOTAL 95 785,8	0 796 61,69 524 117,21 885 9,41	4 25.5% 8 7.5%	0 0 3,000 0 3,000	N/A 0.0% 0.7% 0.0% 0.4%	0 61,698 120,214 9,418 191,330	N/A 30.7% 26.2% 7.5% 24.3%	N/A 36.8% 26.6% 10.7% 26.7%	12,100 2,122 4,000 18,222	600 (24,414) 7,317 (16,497)	:	- - - - -	- - - -	\$- \$2.46 \$2.09 \$1.93 \$2.20
NORTHWEST SUBMA A 19 1,515, B 73 2,508, C 214 2,240, MED 94 2,287, TOTAL 400 8,552,0	526 443,79 575 565,17 46 502,46 569 349,73	9 22.5% 7 22.4% 8 15.3%	38,504 60,623 27,948 6,635 133,710	2.5% 2.4% 1.2% 0.3% 1.6%	482,295 625,802 530,415 356,373 1,994,885	31.8% 24.9% 23.7% 15.6% 23.3%	31.3% 23.5% 22.4% 16.2% 22.7%	(64,210) 15,919 (19,451) 13,936 (53,806)	(178,637) (46,856) (8,992) 87,645 (146,840)	(82,225) 82,225 - -	105,185 82,225 178,694 366,104	- - - -	\$2.40 \$2.40 \$2.17 \$2.54 \$2.36
SOUTHWEST SUBMA A 3 397, B 56 2,338; C 247 2,591, MED 82 1,085, TOTAL 388 6,411,8	12 299,81 223 618,28 296 682,15 201 378,13	3 26.4% 5 26.3% 2 34.8%	1,488 42,264 76,351 10,662 130,765	0.4% 1.8% 2.9% 1.0% 2.0%	301,306 660,547 758,506 388,794 2,109,153	75.9% 28.2% 29.3% 35.8% 32.9%	81.5% 24.2% 31.3% 29.9% 31.6%	22,362 (79,601) 75,467 (64,024) (45,796)	32,671 (41,411) 141,338 (11,203) 121,395	- - - - -	226,140 146,000 164,586 - 536,726	- - - - -	\$3.03 \$2.65 \$2.19 \$2.43 \$2.51
WEST CENTRAL SUB A 2 227, B 44 1,462, C 166 2,714, MED 60 775, TOTAL 272 5,179,	524 49,61 37 119,38 58 438,35 745 95,41	4 8.2% 5 16.2% 7 12.3%	0 0 22,360 2,233 24,593	0.0% 0.0% 0.8% 0.3% 0.5%	49,615 119,384 460,715 97,650 727,364	21.8% 8.2% 17.0% 12.6% 14.0%	20.9% 8.2% 17.2% 11.1% 13.9%	(2,009) 1,162 (2,708) (9,432) (12,987)	(2,870) 10,430 (13,736) (31,980) (38,156)	: : : :	- - - - -	- - - - -	\$2.32 \$2.10 \$1.87 \$2.02 \$1.96
MARKET T  A 54 5,639,7  B 320 12,898,2  C 1,249 14,813,9  MED 443 7,778,7  TOTAL 2,066 41,130,6	[21 1,643,34 112 2,638,28 132 3,251,53 193 1,515,35	6 20.5% 2 21.9% 4 19.5%	235,363 222,910 196,837 25,596 680,706	4.2% 1.7% 1.3% 0.3% 1.7%	1,878,711 2,861,196 3,448,369 1,540,950 9,729,226	33.3% 22.2% 23.3% 19.8% 23.7%	34.1% 21.6% 23.5% 18.4% 23.4%	(31,475) 3,167 59,628 (70,474) (39,154)	(125,420) (502,041) 96,267 (45,162) (576,356)	(82,225) 82,225 - 40,000 40,000	203,666 228,225 164,586 218,694 815,171	- - - -	\$2.90 \$2.37 \$2.00 \$2.32 \$2.32
QUARTER	100 Y.	M P A R I	son <i>A</i>	AND T	ΓΟΤΑΙ	L S							
Q3-09 2,066 41,130,6 Q2-09 2,054 41,090,6 Q1-09 2,031 40,947, Q4-08 1,995 40,315,6 Q3-08 1,979 39,832,6 Q2-08 1,939 39,252,	8,969,36 77 8,553,25 87 7,656,99 907 7,152,19 13 6,230,39	6 21.8% 8 20.9% 3 19.0% 2 18.0% 7 15.9%	680,706 628,190 607,106 845,496 802,454 620,177	1.7% 1.5% 1.5% 2.1% 2.0% 1.6%	9,729,226 9,597,556 9,160,364 8,502,489 7,954,646 6,850,574	23.7% 23.4% 22.4% 21.1% 20.0% 17.5%	23.4% 22.4% 21.1% 20.0% 17.5% 15.1%	(341,501) (170,986)	(576,356) (537,202) (264,575) (1,110,252) (1,088,531) (747,030)	40,000 143,481 631,690 483,080 580,294 468,484	815,171 775,171 631,690 1,820,952 1,337,872 757,578	324,364 610,750 1,449,840 1,627,030 1,322,921	\$2.32 \$2.36 \$2.41 \$2.40 \$2.44 \$2.49

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# **VEGAS**



**MARKET INDICATORS** 

VACANCY

**NET ABSORPTION** 

CONSTRUCTION

RENTAL RATE

Q3-09

# **Retail Review**



With no new completions this guarter, the Southern Nevada retail market saw net absorption fall to -202,841 square feet for the third guarter of 2009. This is lower net absorption than was recorded one quarter ago, and much lower than was recorded one year ago. The overall vacancy rate for anchored retail space increased to 8.6 percent from 8.1 percent last quarter. The weighted average asking lease rate was \$1.83 per square foot on a triple-net basis, \$0.05 lower than last guarter. For the most part, Southern Nevada's retail market continued its slow glide downward in the third guarter of 2009, with no surprises.

Retail employment dropped by 5,700 jobs between August 2009 and August 2008. Retail-based employment has been in decline for the past five quarters after posting strong growth between 2004 and 2007. There were no major retail closures this quarter, and we are getting a sense that for retail the worst may be over. Most leading indices are predicting an end to the national recession this quarter, though the

local recession is likely to hang on until early 2010. Small, local retailers appear to be leasing the lion's share of retail space in Southern Nevada, which gives the market an excellent chance to begin a slow recovery if national retailers can at least find stability in the coming months.

PHOTO BY CHRIS POESE ©2009 COLLIERS LAS VEGAS

Taxable sales for Clark County in the first guarter of 2009 stood at \$7.29 billion, an II percent decline from the fourth guarter of 2008. Aside from an increase in the second quarter of 2008, Clark County's taxable sales have been in decline since the fourth quarter of 2007, the beginning of the current recession. The first quarter's taxable sales represented a 21.7 percent decline from the fourth quarter of 2007. Clark County's sales & use tax rate is set to increase to 8.1 percent on July 1, 2009. This represents a 0.35 percent increase.

Two retail projects remain under construction in the Valley: Green Valley Crossing (284,000 square feet) and the Target-anchored center at 6097 N. Decatur Blvd (390,000 square feet). Construction



is also poised to begin on Caroline's Court (274,000 square feet), a Community Center in the Northwest submarket, and Durango Commons (235,000 square feet), a Community Center in the Southwest submarket. Construction has stopped on the Edge (296,000 square feet), a Community Center located in the Southwest submarket.

Forward supply of retail space in the Valley stood at 1,527,704 square feet, an increase of 850,024 square feet from last quarter. All of the projects planned and under construction are in the Community Center category. Most of this space is located in the Northwest and Southwest submarkets. Vacancy in Community Centers this quarter was 9.7 percent, a 0.7-point increase from the second guarter of 2009.

Vacancy in retail centers has risen for the past six quarters, and was 3.4-points higher this quarter than in the third guarter of 2008. Since the onset of the recession in the fourth quarter of 2007, retail vacancy has risen 5.5 points, and in fact was rising throughout 2007 before the official beginning of the national recession. The Valley's highest vacancy was in the Downtown submarket at 13.8 percent. The lowest vacancy was in Northeast submarket at 5.2 percent, followed by a 7.4 percent vacancy rate in the Southwest submarket and a 7.8 percent vacancy rate in the Northwest submarket. Every submarket in Southern Nevada experienced an increase in vacancy except the West Central submarket, where vacancy decreased by 0.6-points and the Northwest, where it remained level. While Power Centers and Community Centers showed an increase in vacancy in this quarter over last, vacancy in Neighborhood Centers remained level. The best news is that leasing activity was up in the third quarter of 2009, and the total number of retail availabilities actually declined slightly. Year-over-year change in vacancy, which began increasing in the second quarter of 2007 and then increased sharply in the third quarter of 2008 and the first quarter of 2009 finally decreased this

quarter. One quarter does not make a trend, but at this point a decrease in the growth of vacancy should be welcomed as good news.

The weighted average asking rental rates for retail space fell to \$1.83 per square foot (psf) on a triplenet basis (NNN) between the second and third quarters of 2009. This was a decrease of \$0.05 psf. The largest decreases were in the Downtown and Northeast submarkets, at \$0.11 psf NNN. No submarket saw an increase in its average asking lease rate this guarter. Southern Nevada's lowest average asking rent remained in the Downtown submarket, while the highest average asking rent was in the Southwest submarket. The different between the two was \$1.17 psf NNN. On the whole, asking rents decreased in 15 percent of availabilities between the second and third quarters of 2009, while I percent of availabilities had an increase in their asking rent, down from 13 percent of availabilities last quarter. The 336 new retail availabilities added to our database had an average asking rate of \$1.69 psf NNN. In short, the market is reacting to lower demand just as one would expect it to react, by lowering prices.

Sales of retail space, both on an owner/user and investment basis, remain too low to suggest pricing trends. Less space was sold this quarter than last, and owner/user sales suffered a steeper decline than investment sales. The average cap rate seemed to remain stable at 9.1 percent. The amount of owner/user space for sale is up from one quarter ago, but down from twelve months ago. The average asking price for owner/user space increased this quarter by \$15 to \$138 psf. The amount of investment space on the market decreased slightly since last quarter. The average asking price for investment space increased to \$576 per square foot. Sales, especially investment sales, are still being hampered by strict lending guidelines at banks and a general lack of willingness by banks to lend money to buyers.

There are now 72 retail units available that are 10,000 square feet in size or larger. This was an increase of 15 spaces over last quarter and almost twice as many anchor and junior anchor spaces that were available one year ago. The largest of

MARKET SNAPSHOT											
	Q3-09	Q2-09	Q3-08	Q-O-Q	Y-O-Y Change						
Vacancy Rate	8.6%	8.1%	5.6%	+ 5.8%	+ 52.8%						
Asking Rent (psf NNN)	\$1.83	\$1.88	\$2.03	- 2.6%	- 9.9%						
Net Absorption (sf)	-202,841	125,108	453,458	- 262.1%	- 144.7%						
New Completions (sf)	0	532,000	620,738	- 100%	- 100%						



"Every submarket
in Southern Nevada
experienced an increase
in vacancy except the
West Central submarket,
where vacancy decreased
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Northwest, where it remained
level."

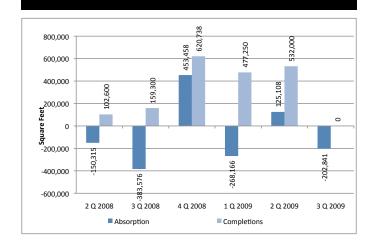
these newly available anchor spaces was the Mervyns at Loma Vista Shopping Center. The 50,000 square foto anchor space at Spring Oaks Shopping Center was taken by Shun Fat Supermarket of Monterey Park, California this quarter. This continues the trend of asian and hispanic grocery stores taking spaces vacated by Albertson's, Lucky's and Von's. Hopefully, this trend will continue, as there exists the possibility of another wave of grocery store closures in 2010. The Fresh & Easy locations on Centennial, Nellis & Stewart and West Sahara may finally open next quarter at the end of that company's fiscal year.

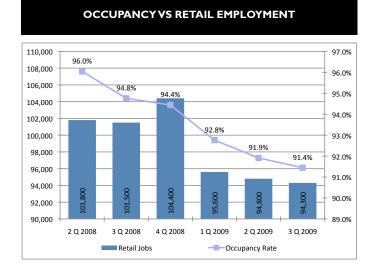
Southern Nevada's retail market appears to be leveling off. Vacancy only increased by 0.5-points this quarter, and when vacancy increases are measured on a year-over-year basis, it is clear that things are getting better rather than worse. Most of the leasing activity in Southern Nevada is home grown and consists of small, start-up businesses. While leasing activity has increased, consumer spending remains restrained and retail employment is still in decline. Demand for retail space should remain weak through 2009, with the pace of activity increasing in 2010. •

RETAIL DEMOGRAPHICS											
	Population (2008 estimate)	Projected Annual Population Growth (2008-2013)	Occupied Retail Space (Q3-09)	Occupied Retail Growth (Q3-08 to Q3-09)							
Downtown	87,368	1.2%	1,036,362	- 2.0%							
Henderson	235,628	3.3%	7,732,164	- 2.4%							
North Las Vegas	253,306	5.9%	4,469,730	+ 8.8%							
Northeast	278,308	1.6%	2,480,520	- 1.5%							
Northwest	442,093	3.4%	9,341,063	- 3.4%							
Southwest	152,592	6.2%	5,355,451	+ 6.2%							
University East	190,098	1.8%	5,419,853	- 4.1%							
West Central	104,071	0.4%	3,814,520	- 5.2%							

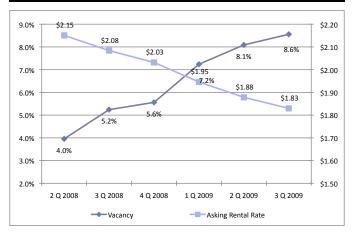


#### HISTORICAL NET ABSORPTION VS COMPLETIONS





# **VACANCY VS RENTAL RATE**



	RETAIL SALES		
	Q3-09	Q2-09	Q3-08
Owner/User Sales			
Space for Sale (sf)	181,984	140,921	198,514
Average Asking Price/SF	\$138	\$123	\$169
Space Sold (sf)	27,751	201,093	125,468
Average Price/SF	\$190	\$59	\$133
Investment Sales			
Space for Sale (sf)	15,208	17,900	204,203
Average Asking Price/SF	\$576	\$516	\$359
Average Cap Rate	8.2%	n/a	7.2%
Space Sold (sf)	117,926	217,490	208,280
Average Price/SF	\$188	\$77	\$384
Average Cap Rate	9.1%	9.0%	7.2%

PROPERTY ADDRESS	LEASE DATE	LEASE TERM	SIZE	LEASE RATE	TYPE
1800 E Flamingo	Aug 2009	60 months	9,800 sf	\$1.75 NNN	Freestanding Retail
5285 Dean Martin	Aug 2009	60 months	5,000 sf	\$3.74 NNN	Freestanding Retail
Tropicana Beltway Center	Aug 2009	120 months	4,975 sf	\$3.84 NNN	Community Center
CENTRA Point	Jul 2009	39 months	4,500 sf	\$1.68 NNN	Strip Center
Eastern Hills Shopping Center	Aug 2009	63 months	4,412 sf	\$1.45 NNN	Strip Center
Lake Mead Crossing	Aug 2009	240 months	3,198 sf	\$4.30 NNN	Power Center

SALES ACTIVITY					
PROPERTY ADDRESS	SALES DATE	SALE PRICE	SIZE	PRICE/SF	TYPE
1540 S Rainbow	Jul 2009	\$2,590,000	21,122 sf	\$122.62	Freestanding Retail

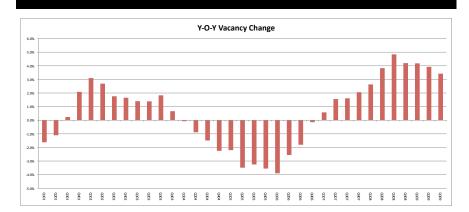
# RETAIL MARKET STATISTICS THIRD QUARTER 2009

EXISTING PROPERTIES	DIRECT VA	CANCY	SUBLEASE	VACANCY		TOTALVA	CANCY	NET ABS	ORPTION SF	U/C	& PROPOSED	SF	AVG RENTS
Type Bldgs Inventory Sq Ft	Sq Ft	Rate	Sq Ft	Rate	Sq Ft	Rate	Vacancy Rate Previous Q	Current Period	YTD	Completed This Qtr Sq Ft	Completed YTD	Under Constr	Rate
SUB MARKE	T S												
DOWNTOWN SUBMARKE PC - 0	<u>=T</u> 0	N/A	0	N/A	0	N/A	N/A	-	-	-	-	-	\$-
CC 5 684,340 NC 5 518,070	166,048 0	24.3% 0.0%	13,312 0	1.9% 0.0%	179,360 0	26.2% 0.0%	22.3% 1.1%	(26,810) 5,500	(26,930) 5,500	-	-	-	\$1.09 \$-
TOTAL 10 1,202,410	166,048	13.8%	13,312	1.1%	179,360	14.9%	13.1%	(21,310)	(21,430)	-	-	-	\$1.09
HENDERSON SUBMARKET													
PC 8 2,962,288 CC 19 2,688,350	211,377 269,420	7.1% 10.0%	26,900 3,988	0.9% 0.1%	238,277 273,408	8.0% 10.2%	7.7% 6.3%	17,472 (106,451)	(53,866) (136,970)	-	-	- 283,744	\$1.71 \$1.65
NC 25 2,797,088	234,765	8.4%	85,156	3.0%	319,921	11.4%	10.6%	(22,166)	(2,825)	-	-	-	\$2.17
TOTAL 52 8,447,726	715,562	8.5%	116,044	1.4%	831,606	9.8%	8.2%	(111,145)	(193,661)	-	-	283,744	\$1.84
NORTH LAS VEGAS SUBM/ PC 2 832,000	<u>ARKET</u> 114,232	13.7%	0	0.0%	114,232	13.7%	12.8%	(7,615)	425,248	_	532,000	_	\$2.08
CC 11 2,155,463	206,600	9.6%	0	0.0%	206,600	9.6%	9.1%	(9,541)	(64,083)	-	-	-	\$1.79
NC 15 1,895,468 TOTAL 28 4,882,931	92,369 413,201	4.9% 8.5%	0 0	0.0% 0.0%	92,369 413,201	4.9% 8.5%	5.6% 8.4%	13,035 (4,121)	139 361,304	-	532,000	-	\$2.29 \$1.98
NORTHEAST SUBMARKET	-												
PC - 0 CC 8 1,398,026	0	N/A 3.8%	0	N/A	0 74 227	N/A 5.3%	N/A 4.5%	(0.357)	-	-	-	-	\$- #1.62
CC 8 1,398,026 NC 14 1,219,503	53,813 83,196	6.8%	20,414 0	1.5% 0.0%	74,227 83,196	6.8%	5.8%	(9,357) (13,016)	21,431 (58,357)	-	-	-	\$1.62 \$1.49
TOTAL 22 2,617,529	137,009	5.2%	20,414	0.8%	157,423	6.0%	5.1%	(22,373)	(36,926)	-	-	-	\$1.54
NORTHWEST SUBMARKET PC 7 2,840,846	T129,874	N/A	1,266	N/A	131,140	N/A	5.0%	11,975	(62,831)				\$1.88
CC 16 3,585,512	361,287	10.1%	0	0.0%	361,287	10.1%	10.3%	6,548	(193,481)	-	-	390,000	\$2.65
NC 31 3,705,508 TOTAL 54 10,131,866	299,642 790,803	8.1% 7.8%	113,834 115,100	3.1% 1.1%	413,476 905,903	11.2% 8.9%	10.3% 8.8%	(19,980) (1,457)	(73,346) (329,658)	-	50,000 50,000	390,000	\$1.67 \$2.15
SOUTHWEST SUBMARKET	,	7.070	,	,	700,700	3.170	0.070	(1,107)	(027,000)		30,000	373,000	425
PC I 944,314	45,665	4.8%	5,300	0.6%	50,965	5.4%	5.4%	-	-		-	-	\$3.17
CC 9 3,216,421 NC 13 1,623,100	150,023 232,696	4.7% 14.3%	0	0.0% 0.0%	150,023 232,696	4.7% 14.3%	4.1% 13.9%	(16,667) (7,568)	345,381 (33,092)	-	427,250	-	\$2.45 \$1.95
TOTAL 23 5,783,835	428,384	7.4%	5,300	0.1%	433,684	7.5%	7.1%	(24,235)	312,289	-	427,250	-	\$2.26
UNIVERSITY EAST SUBMA													
PC 3 1,210,223 CC 19 2,761,018	41,436 252,193	3.4% 9.1%	25,129 0	2.1% 0.0%	66,565 252,193	5.5% 9.1%	3.3% 8.1%	(26,082) (27,816)	(24,883) (99,923)	-	-	-	\$1.66 \$1.50
NC 17 1,950,703	208,462	10.7%	0	0.0%	208,462	10.7%	12.2%	7,338	(105,620)	-	-	-	\$1.83
TOTAL 39 5,921,944	502,091	8.5%	25,129	0.4%	527,220	8.9%	8.5%	(46,560)	(230,426)	-	-	-	\$1.65
WEST CENTRAL SUBMARI PC 3 1,138,224	152,108	13.4%	0	0.0%	152,108	13.4%	8.0%	(61,344)	(89,045)	-	-	-	\$1.35
CC 15 1,649,146 NC 16 1,583,655	302,236 102,161	18.3% 6.5%	2,299 19,189	0.1% 1.2%	304,535 121,350	18.5% 7.7%	21.8% 8.5%	57,21 Í 32,493	(120,504) 2,158	-	-	-	\$1.33 \$1.51
TOTAL 34 4,371,025	556,505	12.7%	21,488	0.5%	577,993	13.2%	13.4%	28,360	(207,391)	-	-	-	\$1.37
MARKET TO	T A I												
PC 24 9,927,895	694,692	7.0%	58,595	0.6%	753,287	7.6%	6.7%	(65,594)	194,623	-	532,000	-	\$1.82
CC 102 18,138,276	1,761,620	9.7%	40,013	0.2%	1,801,633	9.9%	9.2%	(132,883)	(275,079)	-	427,250	673,744	\$1.81
NC 136 15,293,095	1,253,291	8.2%	218,179	1.4%	1,471,470	9.6%	9.5%	(4,364)	(265,443)	-	50,000	<u>-</u>	\$1.86
TOTAL 262 43,359,266	3,709,603	8.6%	316,787	0.7%	4,026,390	9.3%	8.7%	(202,841)	(345,899)	-	1,009,250	673,744	\$1.83
QUARTERLY	COM	PARI	SONA	ND	ОТА	LS							
Q3-09 262 43,359,266	3,709,603	8.6%	316,787	0.7%	4,026,390	9.3%	8.7%	(202,841)	(345,899)	0	1,009,250	673,744	\$1.83
Q2-09 261 43,359,266 Q1-09 259 42,827,266	3,506,762 3,099,870	8.1% 7.2%	277,792 291,635	0.6% 0.7%	3,784,554 3,391,505	8.7% 7.9%	7.9% 6.2%	125,108 (268,166)	(143,058) (268,166)	532,000 477,250	1,009,250 477,250	666,080 1,961,892	\$1.88 \$1.95
Q4-08 257 42,350,016	2,354,454	5.6%	255,456	0.6%	2,609,910	6.2%	5.7%	453,458	1,184,712	620,738	2,276,952	2,389,142	\$2.03
Q3-08 253 41,729,278 Q2-08 253 41,569,978	2,187,174 1,644,298	5.2% 4.0%	172,018 223,283	0.4% 0.5%	2,359,192 1,867,581	5.7% 4.5%	4.5% 3.7%	(383,576) (150,315)	731,254 1,114,830	159,300 102,600	1,656,214 1,496,914	2,443,762 1,041,399	\$2.08 \$2.15
Q1.00 200 T1,007,770	1,011,270	1.0/0	223,203	0.3/0	1,007,301	7.3/0	3.1 /0	(130,313)	1,117,030	102,000	1,170,714	1,011,377	Ψ2.13

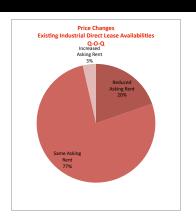


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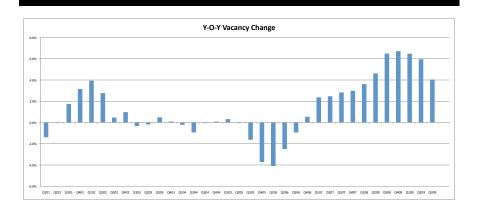
#### **INDUSTRIAL Y-O-Y VACANCY CHANGE**



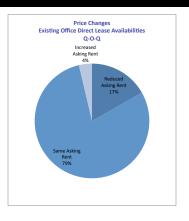
#### INDUSTRIAL RENT MOVEMENT



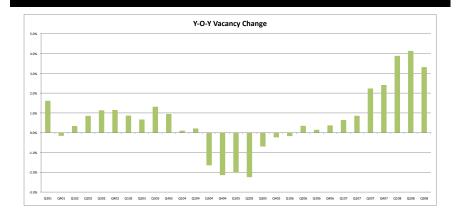
#### **OFFICE Y-O-Y VACANCY CHANGE**



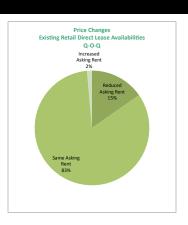
#### OFFICE RENT MOVEMENT



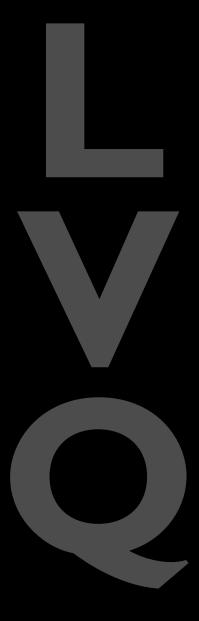
## **RETAIL Y-O-Y VACANCY CHANGE**



## **RETAIL RENT MOVEMENT**







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