

Industrial Market Overview

Real Estate Insight

The End is Near, 2019 Here We Come!

The holidays are quickly approaching and 2018 already feels like the past. Despite another interest rate hike and trade agreements changing on a daily basis, Washington commercial real estate remains strong. Labor is in high demand and companies are continuing to see growth on their bottom line prompting the need for larger facilities. Demand is outpacing supply and current tenants tired of paying exorbitant rental rates are hungrier than ever to purchase. Despite the competitive atmosphere, the feeling in the market is very positive and I believe we'll continue to see this sustained growth through 2019 and beyond. I recently interviewed with Jack Stubbs at the Registry to provide a comprehensive outlook on the market that can be viewed [here](#).

Kidder Mathews offers an alternative to typical transaction-based real estate services, providing independent, third party commercial real estate services for both private and public-sector owners and investors. The firm's goal is to leverage its experience, relationships, and resources to empower its clients to successfully achieve their business objectives. By working with my team and I, you can feel safe knowing that your needs will be placed first and above all else. I am a firm believer that long-term relationships and doing what's in the best interest of my clients is what is best for my business. Transactions will come and go but adding value by reducing risk and doing the right thing guarantees healthy longevity for both of us. Thank you for your consideration and continued business.

Market Forecast

	Current / Projection	
Vacancy	3.5%	↔
Construction	5.3M sf	↔
Rental Rate	\$0.75 sf	↑
Absorption	2.7M sf	↑

Provided by



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Matt is an industrial market specialist focused on adding value and negotiating on his clients' behalf. Matt's tireless work ethic and positive attitude allow him to maximize returns in all transactions he participates in. His ability to quickly build relationships enables him to move at a fast pace, ultimately savings his clients' time and money. To find more information on Matt's services, please [click here](#).

SERVICES

- Tenant Representation
- Landlord Representation
- Leasing/Sales
- Investment Offerings
- Industrial Valuation
- Market Information

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Recent Market Transactions



13,477 SF WAREHOUSE
Industrial Lease Expansion (Kent)

\$0.65 PSF shell / \$0.90 PSF office
62 month term, 2 months of free rent,
LL to cut pass-through between spaces



67,763 SF WAREHOUSE
Industrial Lease Renewal (Kent)

\$0.62 PSF shell / \$1.00 PSF office
60 month term, 1 month of free rent,
new paint/carpet, sublease half space



2.9 ACRE YARD
Industrial Yard Lease (Federal Way)

\$0.18 PSF
5 year yard lease, includes 6,400 SF
shop/office, paved/fenced, some gravel



31,385 SF WAREHOUSE
Industrial Sale (Renton)

\$5,350,000 (\$170.46 PSF)
Owner/user sale, property vacant at
time of sale