

Industrial Market Overview

Real Estate Insight

New Year, Similar Story

Welcome to the new year everyone! The end of 2018 was a wild ride. We saw the stock market change rapidly, large national job growth, low unemployment, and the continuing speculation of more interest rate hikes in 2019. I don't pretend to be a psychic; however, all indications point to our market having

another strong year. Many believe we're still destined for some kind of big drop or fallout. I believe some measures of market performance may begin to taper off (i.e. rental rates, vacancy rate), but there's no reason to think we'll head in a negative direction anytime soon. Insatiable demand in the Puget Sound industrial market still remains on all fronts and I believe that Seattle is a unique market that remains insulated from many of the economic swings that affect other middle markets across the country. Please feel free to reach out to me if you'd like to discuss this more!

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	2.7M sf	↑
Rental Rate	\$0.75 sf	↔
Absorption	2.0M 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 saving 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



19,500 SF WAREHOUSE
Industrial Lease (Seattle)

\$1.10 PSF blended rate

Tenant new to market, increased security deposit for lack of credit



7,200 SF WAREHOUSE
Industrial Sublease (Auburn)

\$0.65 PSF shell / \$0.85 PSF office

33 month term. Space taken as-is



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



16,320 SF WAREHOUSE
Industrial Sale (Auburn)

\$2,350,000 (\$144.00 PSF)

Owner/user sale, current tenant in building was given \$50k to move out