



# 2016 16th Annual Real Estate Review & Forecast

## This Year's Sponsors



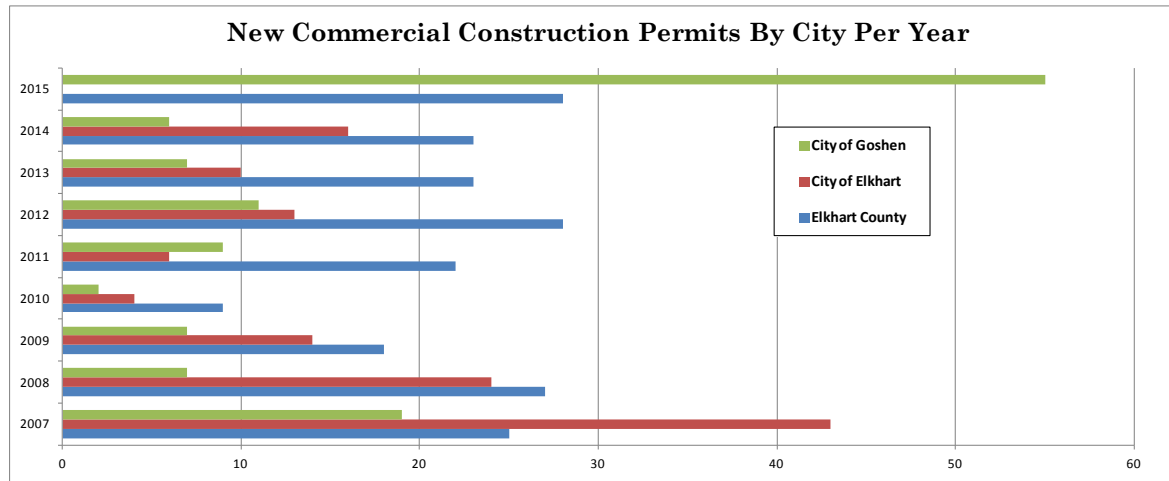
## 2015 Permits Issued

- 88 Commercial New Construction Permits issued for Elkhart County and the City of Goshen (no numbers from the City of Elkhart)

**Total value: \$249,095,771**

- 233 Commercial New and Manufacturing Construction Permits issued in St. Joseph County

**Total value: \$51,024,000**



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	2007	2008	2009	2010	2011	2012	2013	2014	2015
Elkhart County	25	27	18	9	22	28	23	23	28
City of Elkhart	43	24	14	4	6	13	10	16	city did not provide
City of Goshen	19	7	7	2	9	11	7	6	55
Totals	87	58	39	15	37	52	40	45	83

## Expected Construction Costs (building only)

*Elkhart County*

Square Feet	2012	2013	2014	2015	2016
5,000 - 19,999	\$24.93-\$29.00/SF	\$25.53-\$32.40/SF	\$26.93-\$34.18/SF	\$27.00-\$35.00/SF	\$27.00-\$35.00/SF
20,000 - 39,999	\$22.85-\$26.00/SF	\$23.25-\$28.00/SF	\$24.53-\$29.54/SF	\$25.00-\$30.00/SF	\$25.00-\$30.00/SF
40,000 - 59,999	\$21.00-\$25.00/SF	\$21.70-\$26.00/SF	\$22.89-\$27.43/SF	\$23.00-\$28.00/SF	\$23.00-\$28.00/SF
60,000 - 99,999	\$22.00-\$24.10/SF	\$22.90-\$24.90/SF	\$24.16-\$26.27/SF	\$25.00-\$27.00/SF	\$25.00-\$27.00/SF
100,000 - 250,000	\$20.60-\$22.66/SF	\$23.40-\$25.70/SF	\$24.69-\$27.11/SF	\$25.00-\$28.00/SF	\$25.00-\$28.00/SF

*St. Joseph County*

Square Feet	2012	2013	2014	2015	2016
5,000 - 19,999	\$29.76/SF	\$31.06/SF	\$32.92/SF	\$33.92/SF	\$33.92/SF
20,000 - 39,999	\$21.73/SF	\$22.92/SF	\$24.30/SF	\$25.30/SF	\$25.30/SF
40,000 - 59,999	\$27.81/SF	\$28.81/SF	\$30.54/SF	\$31.54/SF	\$31.54/SF
60,000 - 99,999	\$24.72/SF	\$25.84/SF	\$27.39/SF	\$28.39/SF	\$28.39/SF
100,000 - 250,000	\$23.69/SF	\$24.58/SF	\$26.05/SF	\$27.05/SF	\$27.05/SF



Construction Report by  
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## Construction Trends

- In 2015 **Elkhart County** reported more than **four times the number of new construction permits** than it did in 2014 and **more than 12 times the number of additions & alternations permits** than it did in 2014
- The **City of Goshen** had more than **nine times the number of new construction permits** in 2015 than it did in 2014
- **St. Joseph County** had almost **double the value of permits issued in 2015** as it did the year before
- **Construction prices** for 2016 **expected to stay at 2015 levels** with a possible jump of 1% to 2%
- In 2016 **premium talent and skilled workers will still be rare**; it has become harder and harder to attract talent to the construction trades

## Value of Construction Work for 2015

	Additions & Alterations
Elkhart City	city did not provided
Goshen	\$5,500,000
Elkhart Co.	\$497,301,000
<b>Total</b>	<b>\$ 502,801,000</b>

	New Construction
Elkhart City	city did not provided
Goshen	\$19,745,771
Elkhart Co.	\$229,350,000
<b>Total</b>	<b>\$ 249,095,771</b>



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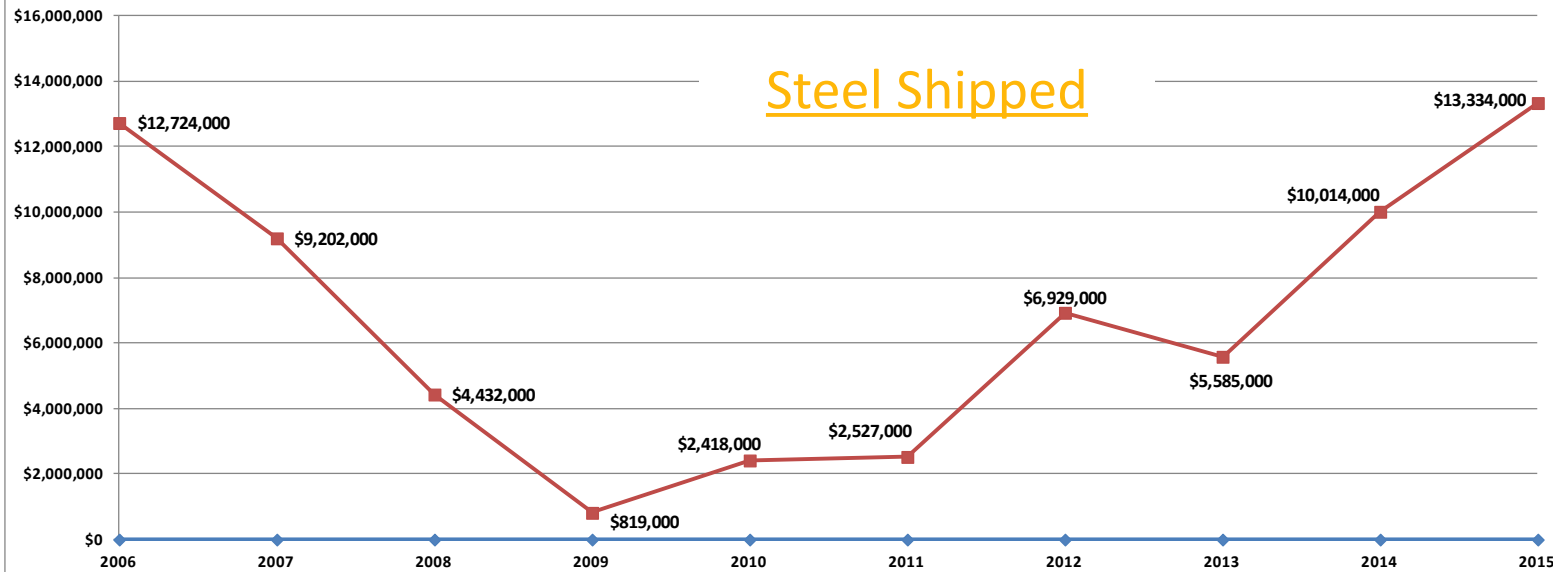
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MBMA \$ Shipped to Elkhart County by Year



### 2016 Forecast

Cost Per SF



Available Workforce



Construction Outlook





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## 2015 Review

- Commercial real estate in core markets continued to trend in a positive direction.
- Vacancy remained low and rents increased slightly throughout the year.
- Investors remained very active early in the year, but started a slight pull back in the 4th quarter.
- Lending remained strong with multiple sources willing to provide capital for commercial real estate assets.

## 2015 Review by Sectors

### Industrial

- Vacancy rate of 6.7%
- Rental rates rise by 6%
- Cap rates average: 7.8%

### Retail

- Vacancy rate of 6.1%
- Rental rates rise by 2.3%
- Cap rates average: 7.7%

### Multi-Family

- Vacancy rate of 7.3%
- Rental rates rise by 6.1%
- Cap rates average: 6.7%

### Office

- Vacancy rate of 15.1%
- Rental rates rise by 1.6%
- Cap rates average: 7.8%

Source: National Association of Realtors

## 2016 Outlook

### Outlook for Commercial Real Estate Markets:

- Although trending of commercial real estate is positive, momentum will slow down in the year ahead.
- Experts predict that commercial real estate will “take on a more defensive role in this environment.”
- Slowing economic growth and future decisions on interest rates has created uncertainty in the commercial real estate market.
- Secondary and tertiary markets will remain active as investors look for better returns.
- The United States remains the safest market for commercial real estate among international investors.

### Trends and Developments to Watch in 2016

- Yields for all sectors should hold steady, especially early in the year.
- Omni-channel retailing will continue to evolve among retailers.
- Growth of crowdfunding and alternative lending sources.
- Housing continues to recover at a steady pace.
- The price of energy – positive and negative.
- Will onshoring remain a viable option?
- Shortage of inventory versus new construction.

National Report by  
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### 2016 Forecast

Price Per SF



Vacancy



Absorption



# Availability 2015



## Elkhart Co. Office Space Available for Sale

	2012	2013	2014	2015
Elkhart County	337,840	453,184	469,451	306,594
Downtown Elkhart	47,685	24,883	4,848	11,982
Downtown Goshen	9,632	10,353	21,786	27,900

## St. Joseph County Office Space Available

	2012	2013	2014	2015
St. Joseph Co. Total	1,556,443	1,325,331	1,252,035	1,098,093
Airport/Blackthorn	40,701	11,988	45,310	71,482
Edison Lakes	106,091	99,616	81,118	73,005
CBD South Bend	335,565	378,778	464,976	260,528
Mishawaka/Granger	443,928	228,677	304,756	399,920
St. Joseph Medical Center	207,329	80,925	82,355	74,321



## Elkhart Co. Office Space Available for Lease

	2012	2013	2014	2015
Elkhart County	281,040	131,580	152,904	129,535
Downtown Elkhart	104,363	45,022	33,709	73,512
Downtown Goshen	18,980	15,860	20,115	10,618

Notes

### 2015 Office Rates

Wide range of asking rates (price per square foot):

Class A:	\$9.00-\$16.00
Class B:	\$7.00-\$9.00
Class C:	\$3.50-\$6.00

## 2015 Trend Overview

- 53,317 SF sold or leased in Elkhart Co.
- 509,614 SF sold or leased in St. Joseph Co.

### Top Office Deals (Sale)

1318 S. Sixth, Elkhart	6,270 SF
2766 College Ave., Goshen	4,874 SF
128 S. Main St., Elkhart	4,830 SF

### Top Office Deals (Lease)

401 NorthPointe Blvd., Elkhart	9,300 SF
3080 Windsor Court, Elkhart	5,000 SF
307 S. Main St., Elkhart	3,525 SF

### 2016 Forecast

Price Per SF



Vacancy



Absorption



Total of All Office Space in Elkhart County: 4.4 million square feet

Retail Report by  
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# Availability 2016

## Elkhart County

### Retail - For Lease

**Total Available:**  
291,530 SF  
(95,941 SF LESS than 2015)

### Retail - For Sale

**Total Available:**  
665,370 SF  
(121,498 SF MORE than 2015)

Snapshot:  
45 properties for lease containing 103 available spaces. Rents ranged from \$4.00-\$17.00 PSF

Snapshot:  
38 properties for sale, Building size ranges: 1,000 SF to 139,141 SF. Asking prices range from \$22,900 to \$15,760,000

### 2015 Elkhart Co. Retail for Lease Breakdown

Elkhart	59 spaces totaling 163,535 SF with rents from \$7.00-\$17.00 PSF
Downtown Elkhart	4 spaces totaling 10,485 SF with rents from \$6.75-\$8.00 PSF. This is half of what was available for lease in 2014.
Goshen	15 spaces totaling 37,554 SF with rents from \$4.00-\$17.00 PSF
Downtown Goshen	10 spaces totaling 28,658 SF with asking rates of \$8.00-\$11.00 PSF
Other Elkhart County	15 spaces totaling 51,195 SF with asking rates of \$4.00-\$17.69 PSF. This is half of what was available in 2014.



### Notes

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## John Letherman's Retail Wrap-Up



John Letherman, CCIM  
Partner  
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"It's still a battle between bricks and mortar stores and Internet sales for the local retail market," says John Letherman. "In 2015 Amazon reported that it generated \$107 Billion in sales. That number was up from \$89 Billion in 2014. When you can get what you need the next day and it's delivered for free, it's easy to see why."

"After three years in the works, the Shoppes on Six at County Road 6 and State Road 19 in Elkhart saw several new

stores open in 2015. The development includes Rue 21, Ross Dress for Less (with 22,000 SF), PetSmart (with 12,166 SF), Dunkin' Donuts, Penn Station and Shoe Carnival. Qdoba, Noodles & Company, Old National Bank and Hibbett Sports are expected to open in 2016.

"Overall lease rates for new retail space can range from \$17.00 to \$22.00 per square foot while older established centers with large vacancies can range from \$5.00 to \$9.00 per square foot, along with incentives, in order to fill space."

### 2016 Forecast

Price Per SF



Vacancy



Absorption



## 2015 Elkhart Co. Overview

### Available properties up to 9 Acres:

**Commercial:** 68 properties totaling 152 Acres.  
Values \$26,315/Acre to \$576,860/Acre

**Industrial:** 12 properties totaling 58.59 Acres.  
Values \$15,625/Acre to \$280,337/Acre

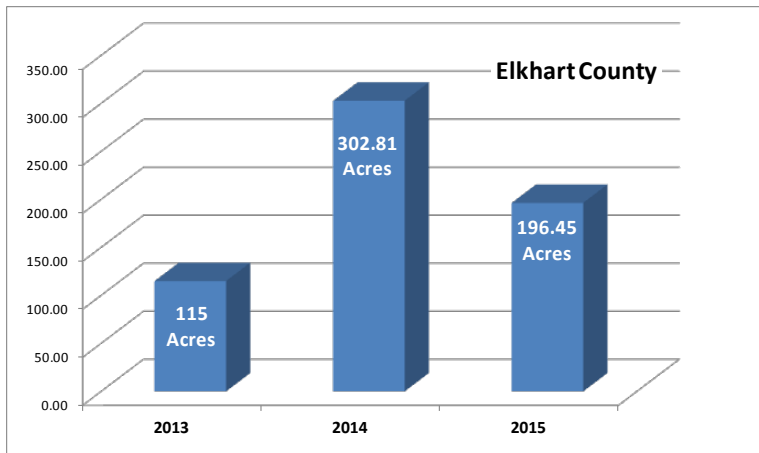
### Available properties over 10 Acres:

**Commercial:** 12 properties totaling 240 Acres.  
Values \$10,000/Acre to \$192,819/Acre

**Industrial:** 15 properties totaling 408 Acres.  
Values \$23,331/Acre to \$125,000/Acre

*NOTE: There are two parcels CR 17 & CR 6 near the Toll Road totaling 1,120 acres with undisclosed prices and three parcels in Bristol with rail access totaling 459 acres with undisclosed prices.*

## Land Sold: 2013-2015



Note: Land values are based on location, use, zoning, availability of utilities, accessibility, type of soils, and other conditions. Therefore, asking prices can vary widely based on these factors. Properties labeled as commercial included retail, office, residential, and multifamily development.

There were 14 land sales in Elkhart County in 2015, totaling 196.45 Acres. The total sale price was \$5,700,798

- Industrial use accounted for 6 parcels totaling 123.26 acres valued at \$2,643,298
- Commercial use accounted for 8 parcels totaling 46.75 acres valued at \$3,057,500

### John Letherman's Land Wrap-Up

- Price per acre varies with agricultural price farm commodities. \$8 corn meant \$12,000-\$15,000/Acre. \$4 corn equals more like \$8,000-\$10,000/Acre.
- Land availability is everywhere. Most of the commercial and industrial development land near the Toll Road or the major transportation corridors can be made available at the right price. However much of the development land in the major corridors has been for sale for years, because of overbuilding and lack of tenants.
- Absorption is a function of the strength of the economy both locally and nationally. Indiana is and has been just barely keeping up with population shifts to the south for over thirty years. Elkhart County is one of the few really visible growth exceptions in the State outside of Marion County. Even so, I do not look for any increase in absorption until after the next recession, probably during the second half of the next Presidential term.
- The population of Elkhart County has grown from around 134,000 in 1970 to over 200,000 in 2010. That population growth accounts for much of the real estate success that we have enjoyed over the last 40 years. As long as Elkhart County continues to grow, we can expect that development to continue to take place...but only in a limited way at the very best locations and with new, well-designed facilities and housing.



Land and Retail Reports by  
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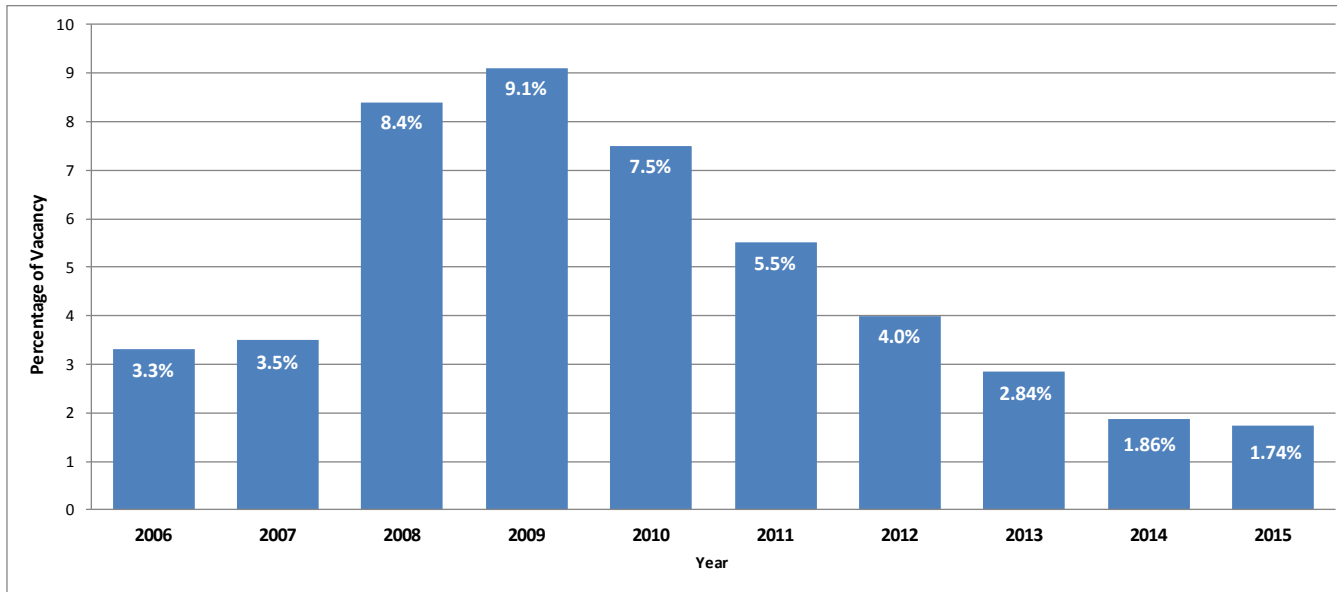
### 2016 Forecast

Price Per Acre ➔

Availability ➔

Absorption ➔

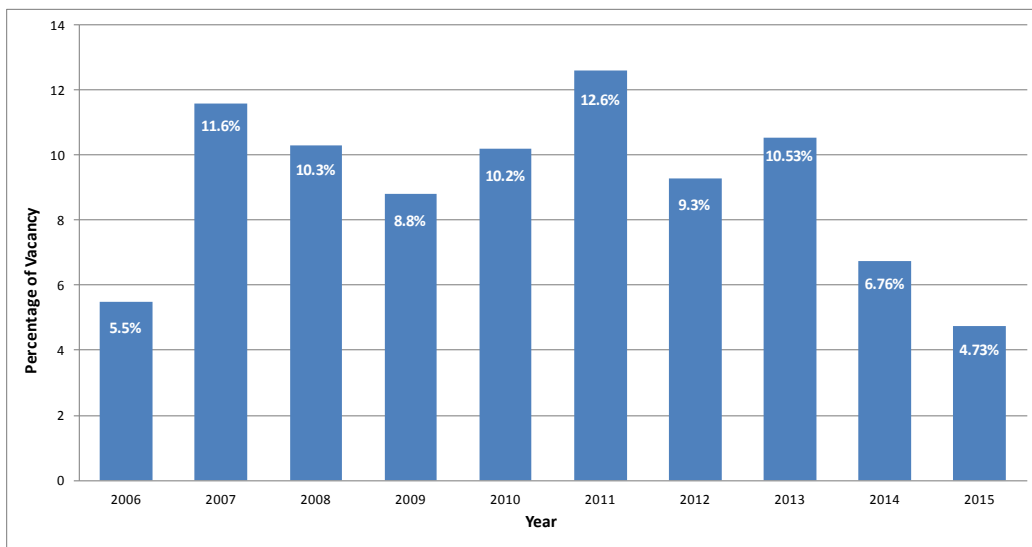
## Elkhart Co. Vacancy Rates



Industrial Report by  
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## St. Joseph Co. Vacancy Rates



## 2015 Industrial Inventory

	Inventory SF	Vacant SF	Vacancy Rate
Elkhart Co.	91,937,298	1,602,478	1.74%
St. Joseph Co.	35,050,062	1,656,919	4.73%
<b>Total</b>	<b>126,987,360</b>	<b>3,259,397</b>	<b>2.57%</b>



Industrial Space for Sale: Elkhart Co.

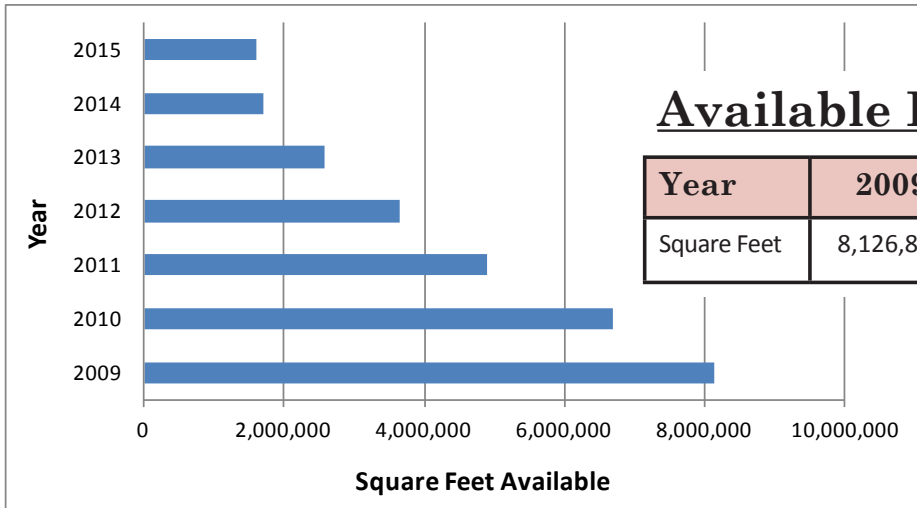
Square Feet	2010	Number of Buildings	2011	Number of Buildings	2012	Number of Buildings	2013	Number of Buildings	2014	Number of Buildings	2015	Number of Buildings
Less than 5,000	3,113	2	5,503	3	23,003	6	11,999	4	15,259	5	7,126	3
5,000 - 19,999	353,269	31	364,818	31	327,195	29	210,862	19	124,738	11	118,229	10
20,000 - 39,999	643,140	23	407,260	15	448,726	17	339,178	12	371,666	12	83,629	3
40,000 - 59,999	536,576	11	392,327	8	499,944	10	424,712	8	46,825	1	233,286	5
60,000 - 99,999	1,422,413	17	514,005	6	297,663	4	538,206	6	218,993	3	73,660	1
100,000 - 250,000	1,516,696	11	1,249,605	8	317,460	2	189,181	1	354,832	3	169,230	1
250,000 +	706,487	2	425,600	1	440,000	1	258,000	1	--	0	--	0
<b>Totals</b>	<b>5,181,694</b>	<b>97</b>	<b>3,359,118</b>	<b>72</b>	<b>2,353,991</b>	<b>69</b>	<b>1,972,138</b>	<b>51</b>	<b>1,132,313</b>	<b>35</b>	<b>685,250</b>	<b>23</b>



Notes

Industrial Space for Lease: Elkhart Co.

Square Feet	2010	Number of Buildings	2011	Number of Buildings	2012	Number of Buildings	2013	Number of Buildings	2014	Number of Buildings	2015	Number of Buildings
Less than 5,000	29,055	11	17,878	7	32,210	9	30,818	10	16,264	6	21,856	8
5,000 - 19,999	484,162	46	526,951	48	339,232	36	250,796	25	168,362	17	214,279	19
20,000 - 39,999	542,481	19	439,945	16	556,470	20	288,671	10	160,862	5	126,812	5
40,000 - 59,999	478,600	10	282,311	6	112,561	2	213,800	4	98,790	2	137,112	3
60,000 - 99,999	1,480,243	18	627,965	8	365,424	5	725,568	9	369,824	5	315,716	4
100,000 - 250,000	1,146,538	9	1,005,054	7	747,975	5	0	0	231,327	2	329,552	2
250,000 +	706,487	2	842,475	2	--	0	258,000	1	--	0	--	0
<b>Totals</b>	<b>4,867,566</b>	<b>115</b>	<b>3,742,579</b>	<b>94</b>	<b>2,153,872</b>	<b>77</b>	<b>1,767,653</b>	<b>59</b>	<b>1,045,429</b>	<b>37</b>	<b>1,145,327</b>	<b>41</b>



Available Industrial Space Elkhart Co.

Year	2009	2010	2011	2012	2013	2014	2015
Square Feet	8,126,897	6,678,621	4,884,394	3,639,186	2,578,292	1,703,107	1,602,478

Industrial Space for Sale: St. Joseph Co.

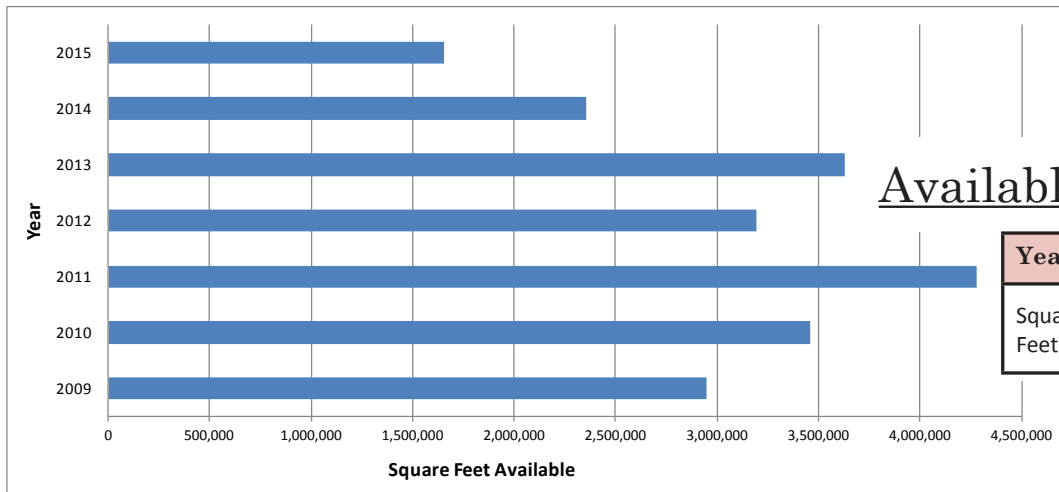
Square Feet	2010	Number of Buildings	2011	Number of Buildings	2012	Number of Buildings	2013	Number of Buildings	2014	Number of Buildings	2015	Number of Buildings
Less than 5,000	7,794	2	13,026	5	20,864	7	10,844	4	7,000	2	13,279	5
5,000 - 19,999	243,884	25	298,017	29	247,050	21	150,820	14	163,349	16	175,427	17
20,000 - 39,999	174,773	6	202,434	7	234,286	8	214,022	8	102,546	4	89,593	3
40,000 - 59,999	182,174	4	282,083	6	243,981	5	287,821	6	287,212	6	307,128	6
60,000 - 99,999	215,304	3	297,767	4	382,455	5	448,112	6	293,622	4	227,984	3
100,000 - 250,000	572,601	4	316,770	2	117,770	1	373,842	3	437,584	3	--	0
250,000 +	600,000	1	1,783,312	4	539,137	1	883,949	2	--	0	--	0
<b>Totals</b>	<b>1,996,530</b>	<b>45</b>	<b>3,193,409</b>	<b>57</b>	<b>1,785,543</b>	<b>48</b>	<b>2,369,410</b>	<b>43</b>	<b>1,291,313</b>	<b>35</b>	<b>813,411</b>	<b>34</b>



Notes

Industrial Space for Lease: St. Joseph Co.

Square Feet	2010	Number of Buildings	2011	Number of Buildings	2012	Number of Buildings	2013	Number of Buildings	2014	Number of Buildings	2015	Number of Buildings
Less than 5,000	133,987	21	81,915	30	63,567	25	74,722	29	34,650	12	45,548	18
5,000 - 19,999	249,876	36	336,118	36	333,764	32	230,084	21	273,861	27	189,710	20
20,000 - 39,999	317,192	11	252,160	9	238,642	9	234,035	9	180,026	7	162,087	6
40,000 - 59,999	371,461	8	333,528	7	476,816	10	565,606	12	281,753	6	276,672	6
60,000 - 99,999	301,994	4	448,717	6	502,763	7	419,770	6	531,728	7	216,660	3
100,000 - 250,000	1,100,219	7	556,316	4	670,663	4	458,246	3	492,074	3	299,672	2
250,000 +	--	0	838,500	2	539,137	1	900,537	2	--	0	--	0
<b>Totals</b>	<b>2,474,729</b>	<b>87</b>	<b>2,847,254</b>	<b>94</b>	<b>2,825,352</b>	<b>88</b>	<b>2,883,000</b>	<b>82</b>	<b>1,794,092</b>	<b>62</b>	<b>1,190,349</b>	<b>55</b>



Available Industrial Space St. Joseph Co.

Year	2009	2010	2011	2012	2013	2014	2015
Square Feet	2,950,088	3,460,687	4,278,666	3,195,386	3,629,814	2,354,263	1,656,919

## 2015 Elkhart Co. Highlights

- 2015 was another good year in the industrial market and could have been better if not for the **lack of inventory**.
- In Elkhart County we continue to have a shortage in all building sizes, especially on the sales side. At the end of 2015 we only had 23 buildings for sale. This was 12 less than the previous year. We saw **positive absorption on the sales side of just under 450,000 SF**. On the lease side things remain relatively steady and we had positive absorption of approximately 100,000 SF.
- Quality buildings continue to bring a premium** and new construction remained steady.
- We only saw a **slight decrease on vacancy rates** last year (to 1.74%).
- Sale prices continued to increase in 2015**, while lease rates remained relatively flat, despite efforts to push them higher.

## 2015 St. Joe Co. Highlights

- In St. Joseph County **inventory levels remained steady** overall but there is still a shortage of larger buildings.
- We saw **strong absorption for the second straight year**, just under 700,000 SF.
- Vacancy rates continued to decline to 4.73%, **that's over a 50% drop since the end of 2013!**
- Sale and lease **rates remained steady** in 2015; no significant changes.

## Industrial Asking Sale Price for Elkhart Co.

Square Feet	2010	2011	2012	2013	2014	2015
Less than 5,000	\$25.00-\$32.00/SF	\$28.00-\$35.00/SF	\$30.00-\$38.00/SF	\$27.00-\$35.00/SF	\$30.00-\$40.00/SF	\$40.00-\$50.00/SF
5,000 - 19,999	\$18.00-\$26.00/SF	\$16.00-\$28.00/SF	\$15.00-\$25.00/SF	\$16.00-\$26.00/SF	\$20.00-\$28.00/SF	\$25.00-\$35.00/SF
20,000 - 39,999	\$15.00-\$22.00/SF	\$15.00-\$22.00/SF	\$15.00-\$22.00/SF	\$14.00-\$22.00/SF	\$17.00-\$25.00/SF	\$22.00-\$28.00/SF
40,000 - 59,999	\$14.00-\$19.00/SF	\$12.00-\$19.00/SF	\$12.00-\$17.00/SF	\$14.00-\$22.00/SF	\$17.00-\$25.00/SF	\$18.00-\$28.00/SF
60,000 - 99,999	\$12.00-\$19.00/SF	\$10.00-\$18.00/SF	\$10.00-\$18.00/SF	\$15.00-\$20.00/SF	\$15.00-\$20.00/SF	\$17.00-\$23.00/SF
100,000 - 250,000	\$11.00-\$16.00/SF	\$8.00-\$15.00/SF	\$8.00-\$13.00/SF	\$10.00-\$15.00/SF	\$15.00-\$20.00/SF	\$15.00-\$20.00/SF

## Industrial Asking Lease Price for Elkhart Co.

Square Feet	2010	2011	2012	2013	2014	2015
Less than 5,000	\$2.25-\$3.75/SF	\$2.50-\$3.50/SF	\$2.50-\$3.50/SF	\$2.75-\$3.75/SF	\$3.00-\$4.00/SF	\$3.00-\$4.00/SF
5,000 - 19,999	\$2.00-\$3.00/SF	\$1.80-\$2.75/SF	\$2.00-\$3.00/SF	\$2.00-\$3.00/SF	\$2.50-\$3.50/SF	\$3.00-\$3.50/SF
20,000 - 39,999	\$1.95-\$2.50/SF	\$1.75-\$2.65/SF	\$2.00-\$2.75/SF	\$2.00-\$2.75/SF	\$2.50-\$3.00/SF	\$2.50-\$3.00/SF
40,000 - 59,999	\$1.80-\$2.50/SF	\$1.50-\$2.50/SF	\$1.50-\$2.50/SF	\$1.80-\$2.50/SF	\$2.25-\$2.75/SF	\$2.25-\$2.75/SF
60,000 - 99,999	\$1.75-\$2.50/SF	\$1.50-\$2.40/SF	\$2.00-\$2.50/SF	\$1.80-\$2.50/SF	\$2.00-\$2.75/SF	\$2.25-\$2.75/SF
100,000 - 250,000	\$1.50-\$2.25/SF	\$1.50-\$2.25/SF	\$1.50-\$2.25/SF	\$1.80-\$2.25/SF	\$2.00-\$2.50/SF	\$2.00-\$2.50/SF

## Industrial Asking Sale Price for St. Joseph Co.

Square Feet	2010	2011	2012	2013	2014	2015
Less than 5,000	\$32.00-\$44.00/SF	\$38.00-\$48.00/SF	\$45.00-\$55.00/SF	\$35.00-\$55.00/SF	\$35.00-\$55.00/SF	\$45.00-\$60.00/SF
5,000 - 19,999	\$32.00-\$46.00/SF	\$25.00-\$38.00/SF	\$25.00-\$42.00/SF	\$25.00-\$40.00/SF	\$25.00-\$45.00/SF	\$25.00-\$40.00/SF
20,000 - 39,999	\$20.00-\$32.00/SF	\$24.00-\$34.00/SF	\$25.00-\$42.00/SF	\$30.00-\$45.00/SF	\$30.00-\$45.00/SF	\$25.00-\$40.00/SF
40,000 - 59,999	\$16.00-\$22.00/SF	\$14.00-\$22.00/SF	\$14.00-\$22.00/SF	\$18.00-\$30.00/SF	\$18.00-\$30.00/SF	\$20.00-\$30.00/SF
60,000 - 99,999	\$16.00-\$24.00/SF	\$22.00-\$27.00/SF	\$25.00-\$35.00/SF	\$15.00-\$30.00/SF	\$15.00-\$25.00/SF	\$15.00-\$25.00/SF
100,000 - 250,000	\$14.00-\$24.00/SF	\$11.00-\$19.00/SF	\$14.00-\$22.00/SF	\$15.00-\$30.00/SF	\$12.00-\$25.00/SF	\$15.00-\$25.00/SF

## Industrial Asking Lease Price for St. Joseph Co.

Square Feet	2010	2011	2012	2013	2014	2015
Less than 5,000	\$3.50-\$6.00/SF	\$3.50-\$5.50/SF	\$4.00-\$6.00/SF	\$4.00-\$6.00/SF	\$4.00-\$6.00/SF	\$4.00-\$6.00/SF
5,000 - 19,999	\$3.00-\$6.00/SF	\$3.00-\$5.00/SF	\$3.00-\$5.00/SF	\$3.25-\$5.25/SF	\$3.00-\$5.00/SF	\$3.00-\$4.50/SF
20,000 - 39,999	\$2.50-\$3.50/SF	\$2.50-\$3.50/SF	\$3.00-\$3.75/SF	\$3.00-\$4.00/SF	\$2.75-\$3.75/SF	\$2.75-\$3.75/SF
40,000 - 59,999	\$2.25-\$3.00/SF	\$2.00-\$3.00/SF	\$2.75-\$3.75/SF	\$2.50-\$3.50/SF	\$2.50-\$3.50/SF	\$2.75-\$3.75/SF
60,000 - 99,999	\$2.25-\$3.00/SF	\$2.30-\$3.25/SF	\$2.50-\$3.25/SF	\$2.50-\$3.25/SF	\$2.50-\$3.50/SF	\$2.50-\$3.50/SF
100,000 - 250,000	\$2.25-\$3.00/SF	\$2.00-\$3.00/SF	\$2.25-\$3.00/SF	\$2.25-\$3.25/SF	\$2.25-\$3.25/SF	\$2.50-\$3.50/SF



## 2016 Forecast

"We haven't seen anything that suggests 2016 won't be another good year for industrial in both counties," says Brent Miller, SIOR. "The lack of inventory will continue to be a stumbling block but not much different than the previous few years. I believe we'll continue to see land sales increase and new construction remain steady. Sales and lease rates should remain steady if not slightly increase."

## 2016 Forecast

Price Per SF



Vacancy



Absorption



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## Stay Connected!



## Research Sources

- FM Stone Commercial Database
- Loopnet.com
- Local Government
- Elkhart County, St. Joseph County and City of Goshen Building Departments
- Metal Building Manufacturers Association (MBMA)
- Star Buildings
- National Real Estate Investor
- Kelley School of Business, Indiana University, Bloomington
- Associated Builders & Contractors Inc.
- National Association of Realtors
- Certified Commercial Investment Member (CCIM) Institute
- Society of Industrial and Office Realtors (SIOR)
- Bureau of Labor Statistics

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