



Puget Sound Vacancy & Rent Statistics

Submarket	# Bldgs	Total Sq.Ft.	Vacant Sq. Ft.	Vacancy Rate	Sublease Available	Vacancy w/Sublet	Future Available	Average Rent	Absorption (YTD)
Downtown	651	53,688,155	6,364,518	11.85%	1,943,532	15.47%	1,240,088	\$31.43	(151,786)
Eastside	1,108	45,862,463	5,785,348	12.61%	1,786,138	16.51%	1,341,178	\$32.27	(360,963)
Northend	730	18,153,179	3,042,761	16.76%	236,615	18.07%	297,183	\$25.42	(471,640)
Southend	793	27,708,304	4,394,303	15.86%	855,217	18.95%	1,046,980	\$28.66	(421,176)
Tacoma	63	11,822,755	3,077,354	26.03%	156,999	27.36%	221,234	\$23.56	(915,294)
Grand Total	3,745	157,234,856	22,664,284	14.41%	4,978,501	17.58%	4,146,663	\$30.03	(2,320,859)

LEASING MARKET – The Puget Sound region is one of the country’s strongest office leasing markets. Net absorption is catching up with new CBD project deliveries in both Seattle and Bellevue. While new project deliveries are still outpacing large contiguous space absorption, the level of preleasing new projects in the marketplace is unprecedented. 400 Lincoln Square in Bellevue has signed multiple tenants of recent including Valve, Pokemon, WeWork, Epic Games and Samsung. Rumors are Amazon is considering preleasing the entire 58-story Rainier Square development. Amazon also preleased Center 425 in Bellevue (350K/SF). F5 Networks signed the largest (pre) lease of the year in Seattle at Daniel’s Mark Tower 515K/SF (now F5 Tower). Xevo leased two floors at Bellevue’s Plaza Ctr. and Snap leased 50K/SF in Belltown.

Eastside – New Office Projects

Building	Submarket	Total RSF*	Available RSF	Percent Preleased	Asking Rate Min	Asking Rate Max
400 Lincoln Square	Bellevue CBD	719,623	253,318	64.80%	N/A	N/A
Summit III	Bellevue CBD	332,303	332,303	0.00%	\$2.33N	\$2.92N
Center 425	Bellevue CBD	354,000	0	0.00%	N/A	N/A
The Spring District - Block 16	Bellevue Suburban	325,000	94,461	70.94%	\$2.67N	\$2.92N
The Spring District - Block 24	Bellevue Suburban	165,000	26,405	84.00%	\$2.67N	\$2.92N
Esterra Park	Bothell/Woodinville	1,030,000	1,030,000	0.00%	\$3.00N	\$3.17N
CP XVIII	Bothell/Woodinville	116,400	116,400	0.00%	N/A	N/A
North Creek Office Plaza	Bothell/Woodinville	101,000	101,000	0.00%	\$2.08N	\$2.08N
Woodlands Tech Ctr @ Canyon Park	Bothell/Woodinville	602,000	602,000	0.00%	N/A	N/A
Nexus Snoqualmie II	I-90 Corridor	76,000	76,000	0.00%	N/A	N/A
Snoqualmie Ridge Business Park	I-90 Corridor	100,000	100,000	0.00%	\$1.71N	\$1.71N
Talus Corporate Center	I-90 Corridor	612,568	612,568	0.00%	N/A	N/A
Sammamish Medical Pavilion	I-90 Corridor	30,819	12,758	58.60%	\$3.33N	\$3.33N
Kirkland Park Place (Office) II	Kirkland/Totem Lake	350,000	350,000	0.00%	\$2.92N	\$2.92N
Kirkland Urban	Kirkland/Totem Lake	1,200,000	417,527	65.21%	\$3.17N	\$3.17N
Lakeview Lane	Kirkland/Totem Lake	20,363	20,363	0.00%	\$2.92N	\$2.92N
112 Lake Street	Kirkland/Totem Lake	75,600	75,600	0.00%	N/A	N/A
621 7th Ave	Kirkland/Totem Lake	20,363	20,363	0.00%	\$2.50N	\$2.67N
Subtotal	19 Buildings	6,231,039	4,241,066	31.94%		

*The above table represents space available or being marketed for lease. Does not include build-to-suit development(s). RED indicates the project has broken ground.

SALES MARKET AND TIDBITS – Talon and Cerberus sold Issaquah office park 90 East to Kennedy Wilson for \$153M. Tristar of NYC bought Amazon phase VII HQ @ 400 9th Ave N. (\$244M) and Urban Union at 501 Fairview Ave N. (\$269M) and Dexter Station @1101 Dexter (\$286M) totaling \$799M. Boeing is selling six Seattle area office buildings. Lake Washington Partners bought REI occupied Commons 90 in Eastgate (\$46.5M). Hines is resurrecting plans to develop Summit III (see above). PMF Investments bought the old REI building at Redmond Town Ctr. (\$9.2M). Seattle’s mayor has endorsed the Oak View Group’s \$564M proposal to renovate Key Arena in effort to lure NHL and ultimately NBA franchise(s).

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ABOUT SARATOGA EQUITIES

Saratoga Equities, LLC was founded in 2007 with the goal of providing exceptional corporate real estate advisory services by way of:

- **KNOWING THE MARKET**
- **IDENTIFYING OBJECTIVES**
- **UNDERSTANDING THE DEAL**
- **REPRESENTING CLIENTS AND INVESTORS WITH INTEGRITY**
- **HARD WORK**

Brent Nelson is the founder and designated broker of Saratoga Equities, LLC (dba Saratoga Corporate Real Estate Advisory). Brent has been in the commercial real estate industry for 20 years and has successfully represented a vast multitude of companies.

The principles above are achieved through a myriad of experience and through the utilization of the following tools and services:

- Strategic Planning/Needs Analysis
- Market Surveys
- Site Selection
- Lease/Sales Comps
- Request for Proposal "RFP"
- Letter of Intent to Lease and/or Purchase (binding/nonbinding)
- Lease Drafting
- Sublease Drafting
- Operating Expense Review/Audits
- Investment Analysis incl. Lease vs. Purchase
- REPSA Drafting (Real Estate Purchase and Sale Agreement)
- Earnest Money Note
- Amending/Addendum Documentation
- Title Exception Letters
- Contingency Deadline Letters
- Title Review Services
- Lease Abstract Services
- Legal Review (w/ Disclaimer and Recommendation of Counsel)
- Tenant Improvement Analysis (Allowance, Shell, Bid Process)

TOTAL PROCESS MANAGEMENT

We direct all of our resources to meet the needs of our corporate clients, from the first meeting to well beyond contract execution. In so doing, we approach each project from the client's perspective, providing due diligence, employing sophisticated management tools and assistance with making informed decisions to help improve the bottom line.



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