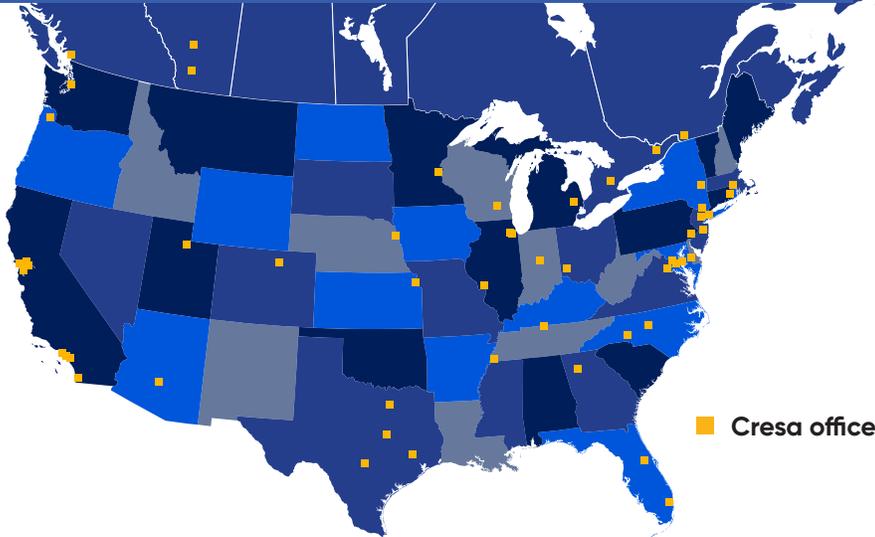


# North American fast facts

Market	Vacancy Rate	Annual Rent Growth	Inventory SF	Under Construction SF	Market Cap Rate
<b>United States</b>					
Atlanta - GA	6.0%	6.2%	740,816,106	21,848,786	6.6%
Baltimore - MD	8.1%	3.2%	252,529,176	2,025,946	7.0%
Boston - MA	4.7%	5.1%	345,113,093	2,374,238	6.7%
Charlotte - NC	7.2%	2.7%	335,228,391	3,925,841	7.0%
Chicago - IL	6.5%	3.5%	1,293,355,997	19,781,332	7.0%
Cincinnati - OH	5.9%	1.7%	333,541,054	8,326,013	7.8%
Dallas-Fort Worth - TX	6.8%	3.9%	975,287,522	29,561,959	6.2%
Denver - CO	6.4%	0.8%	251,972,353	5,823,920	6.4%
Detroit - MI	3.7%	4.5%	593,783,480	5,949,960	9.0%
East Bay - CA	6.4%	2.4%	268,852,303	2,250,108	4.9%
Houston - TX	8.3%	-0.6%	675,097,828	15,879,070	6.7%
Indianapolis - IN	5.3%	3.5%	344,559,869	7,979,878	7.6%
Inland Empire - CA	4.1%	4.7%	668,190,088	20,421,379	4.8%
Kansas City - MO	5.7%	3.1%	316,556,836	6,369,492	8.0%
Los Angeles - CA	3.6%	2.3%	937,689,618	4,282,274	4.7%
Memphis - TN	7.1%	-2.4%	284,892,972	17,425,855	8.1%
Miami - FL	5.8%	2.9%	250,600,772	4,031,404	5.9%
Milwaukee - WI	4.7%	0.8%	254,183,210	1,474,523	8.7%
Minneapolis - MN	3.9%	-1.7%	395,085,358	1,928,276	7.9%
New York - NY	4.3%	3.3%	826,010,412	12,414,080	5.6%
Northern New Jersey - NJ	3.9%	1.3%	238,773,088	3,352,590	6.5%
Orange County - CA	3.6%	3.2%	301,022,889	393,821	4.8%
Philadelphia - PA	5.2%	3.2%	554,959,969	9,159,472	7.1%
Phoenix - AZ	7.9%	5.8%	362,804,447	11,582,576	6.3%
Portland - OR	4.3%	4.4%	239,296,469	4,043,008	5.9%
Sacramento - CA	5.7%	6.2%	177,477,521	4,332,949	6.5%
Saint Louis - MO	5.4%	3.4%	315,500,962	2,167,518	7.4%
Salt Lake City - UT	4.4%	4.2%	157,101,918	5,178,006	7.0%
San Diego - CA	6.2%	3.5%	197,878,986	4,658,885	5.5%
San Jose - CA	6.3%	2.3%	196,841,731	2,017,974	5.0%
Seattle - WA	5.5%	2.8%	331,301,381	5,995,267	5.2%
Washington - DC	6.0%	2.5%	263,599,118	3,571,389	6.6%
<b>Canada</b>					
Calgary - AB	6.8%	-5.8%	164,998,223	3,525,899	6.4%
Montreal - QC	1.7%	14.0%	348,605,887	2,379,855	6.0%
Toronto - ON	1.4%	11.3%	835,876,437	11,416,173	5.0%
Vancouver - BC	2.3%	7.5%	252,979,726	3,547,995	4.5%

# North American fast facts

Our industrial team leverages best practices gleaned from Cresa's 80+ offices around the globe.



## Our people

Our global industrial team is made up of over 150 professionals, each an expert in their field. Their specialties span a variety of disciplines and their efforts are supported by Cresa's suite of integrated services.

**1,150+**  
collaborative workforce

**150+**  
industrial transaction managers

**118**  
project managers

**2,347**  
2019 total Cresa clients

**\$331M**  
2019 total Cresa revenue

**80+**  
global locations

## Industrial services

As the largest occupier-centric commercial real estate firm in the world, we'll act as your unbiased and conflict-free partner. Our advice isn't influenced by developers or landlords. Everything we do is from your perspective – and to your advantage. We provide the tools and operational guidance to help you identify opportunities and make informed decisions.

- Portfolio Optimization
- Process Improvement
- Labor Analytics
- Location Strategy & Economic Incentives
- Supply Chain & Distribution
- Site Selection
- Inventory Rationalization
- Project Management
- Network Optimization
- 3PL: Third-Party Logistics
- Technology
- Transaction Management



## Our acquisition process



### Define requirement

Conduct a thorough needs analysis to clearly define the requirement.



### Strategic planning

Understand the business drivers prompting the requirement to inform strategy development.



### Survey market

Conduct a market survey to identify potential options that align with your requirement.



### Qualify options

Schedule property tours, analyze all landlord proposals and evaluate each scenario.



### Finalize negotiations

Offer our final recommendation, draft the Letter of Intent and negotiate the final lease agreement.



### Ongoing service

Prepare a lease abstract for your records and monitor all critical dates moving forward.