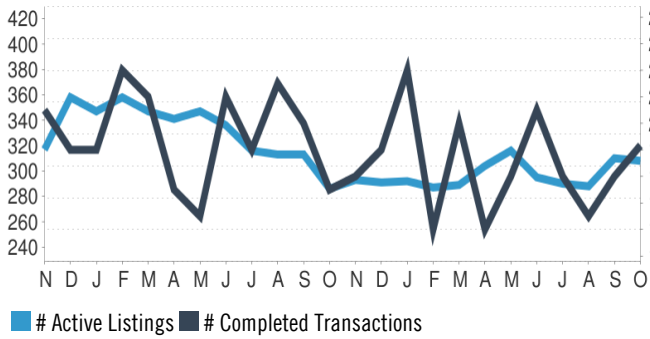


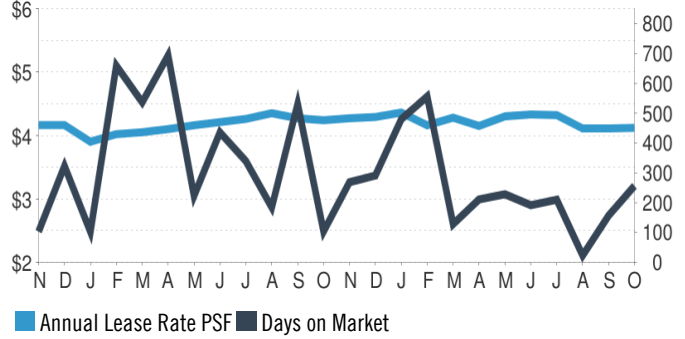
# Industrial Summary – October, 2018

**292** Active Listings     
 **9.4 million** SF Available     
 **\$4.14 PSF** Annual Lease Rate     
 **10.0%** Below List     
 **377** Days on Market


## Listings & Completed Transactions



## Days on Market & Lease Rate



This Month	3 Month Average	12 Month Average	2 Year Average	Trend
163 Lease Listings	169	164	184	
129 Sale Listings	133	134	134	
3.8 million SF For Lease	3.9 million SF	3.5 million SF	3.8 million SF	
5.3 million SF For Sale	5.6 million SF	5.0 million SF	4.5 million SF	
15 Leased	12	11	12	
12 Sold	7	7	7	
\$4.14 PSF Asking Lease	\$4.12 PSF	\$4.24 PSF	\$4.17 PSF	
\$6.67 PSF Reported Lease	\$5.61 PSF	\$5.09 PSF	\$4.98 PSF	
\$30.49 PSF Asking Sale	\$30.92 PSF	\$32.15 PSF	\$32.80 PSF	

\$30.71 PSF Reported Sale	\$42.33 PSF	\$43.28 PSF	\$39.20 PSF	
10.0% Below List	9.7%	14.6%	14.2%	
377 Days on Market	257	371	450	

## Industrial Investment Summary by Submarket – Last 3 Months

Submarket	# Listings	# Closed	Asking Lease	Reported Lease
Knoxville	188	18	\$5.87 PSF	\$6.02 PSF

- **Frequency:** Statistics are compiled at the beginning of each month.
- **Reliability:** The quality of the data will vary based on many factors, including whether or not your CIE verifies the data on an ongoing basis. Statistics based on larger numbers of listings (as indicated by the "Listings" column) are generally more trustworthy.
- **Accuracy:** We make all attempts to normalize these stats, but make no guarantees about their accuracy. Outliers (extremely high or low values) are excluded from calculations.
- **Counts:** Listing and Transaction counts reflect the number of records with price and size information within valid ranges. The actual counts of all records in the CIE are larger.
- **Weighted Averages:** Price averages are weighed using the square footage available.
- **Direct:** Lease statistics are direct (exclude subleases).
- **Lease Types:** Because of discrepancies in how lease types (NNN, Gross, etc) are reported, we ignore differences in type – all types are folded together into the lease rate stats.
- **Below List:** Reflects the average percent difference between the original listed price and the final transaction price.
- **Net Absorption:** We calculate absorption using a 90 day period.
- **Locations:** We only allow filters for locations with at least 100 active listings.
- **Asking vs. Reported:** "Asking" prices are based on active listings for the chosen locale, while "Reported" prices are calculated using completed transactions as reported by CIE members.

**Disclaimer:** All statistics on this page have been gathered from user-loaded listings and user-reported transactions. We have not verified accuracy and make no guarantees. By using the information provided on this page, the user acknowledges that the data may contain errors or other nonconformities. You and/or your client should diligently and independently verify the specifics of the information that you are using.



Statistics courtesy of:  
**Knoxville Area Association of REALTORS®**