



## Real Estate Database Summary – 6/30/11

### *Primary Employer (PE) Occupancy*

Space Occupied by PE as of 2000	8,009,174
Space Occupied by PE since 2000	1,293,886
Weld County Space Deleted from Database in 2007	(1,949,652)
Space Occupied by PE 12/31/2010	7,353,408

*Annual Avg. Absorption from PE Activity 2006 - 2010* 131,436

### *PE Activity in Q2 - 2011*

Absorption by PE Activity through Q2 - 2011	(3,537)
Adjustments to PE Occupancy	18,926
PE Occupancy as of Q2 – 2011	<b>7,368,797</b>

### *Non-PE Activity in Q2*

Absorption of PE Space by Non-PE Companies	110,991
Total Occupied PE Space as of Q2 - 2011	<b>7,479,788</b>

### *Vacant PE Space*

Vacant Space as of 12/31/2010	(1,263,357)
Total Net Absorption This Quarter	126,380
Non-Market Space ( <i>Occupied</i> )	30,220
Current Primary Space Vacancy	<b>(1,106,757)</b>

Total Primary Space in Longmont area as of Q2 2011 **8,475,554**

*Sublease Space on Market (Maxtor space)* 461,330

**Vacancy Rate 6/30/2011** 13.1%

Vacancy Rate 6/30/2010 15.6%

*Vacancy Rate with Sublease 6/30/2011* 18.5%

Note: There is no clear distinction between office and industrial space. Flex space is predominant in the Longmont area. We do not have a pure office market.

### Lease/Purchase Cost Ranges

Office/Flex Space	Median = \$10.50/sq. ft.	Range = \$5.00-\$16.25/sq. ft.
Industrial/Warehouse Space	Median = \$6.00/sq. ft.	Range = \$3.50-\$9.00/sq. ft.
Industrial Land	Median = \$4.25/sq. ft.	Range = \$2.00-\$7.00/sq. ft.

## 2011 Companies Expanded/New

<u>Company Name</u>	<u>Square Feet</u>
Abound Solar	19,850
American Converters	633
Anew Green	10,000
Circle Graphics	12,043
CPU Technology	2,400
Crocs, Inc.	44,134
Digital Data Services	1,250
DigitalGlobe	18,000
Ericsson	9,377
Funovation	11,337
Honeybee Robotics	1,000
Interface Communications	2,500
MedPro Imaging	5,000
Microsoft	2,500 – NEW CONSTRUCTION
Precision Solutions	1,296
Select Energy Services	10,200
WesTech eSolutions	<u>880</u>
<b>TOTAL OCCUPIED/NEW SQUARE FEET YTD</b>	<b>152,400</b>

## 2011 Companies Downsized/Closed

Cutback by Existing Companies in Existing Space	-49,580
Closed Companies in Existing Space	<u>-106,357</u>
<b>TOTAL VACATED SPACE YTD</b>	<b>-155,937</b>
	<b>-3,537 NET SQUARE FOOT LOSS YTD</b>
Adjustments to Primary Employers in 2011	18,926