



Real Estate Database Summary – 3/31/11

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 Q1 - 2011

Absorption by PE Activity in Q1 - 2011	(22,744)
Adjustments to PE Occupancy	18,926
PE Occupancy as of Q1 - 2011	7,349,590

Non-PE Activity in Q1

Absorption of PE Space by Non-PE Companies	50,397
Total Occupied PE Space as of Q1 - 2011	7,399,987

Vacant PE Space

Vacant Space as of 12/31/2010	(1,263,357)
Total Net Absorption This Quarter	46,579
Non-Market Space (<i>Vacated</i>)	(1,834)
Current Primary Space Vacancy	(1,218,612)

Total Primary Space in Longmont area as of Q1 2011 **8,568,202**

Sublease Space on Market (Maxtor space) 461,330.00

Vacancy Rate 3/31/2010 15.5%

Vacancy Rate 3/31/2011 **14.2%**

Vacancy Rate with Sublease 3/31/2011 19.6%

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>
American Converters	633
Anew Green	5,000
CPU Technology	2,400
Digital Data Services	1,250
Honeybee Robotics	<u>1,000</u>
TOTAL OCCUPIED/NEW SQUARE FEET YTD	10,283
2011 Companies Downsized/Closed	
Cutback by Existing Companies in Existing Space	-5,000
Closed Companies in Existing Space	<u>-28,027</u>
TOTAL VACATED SPACE YTD	-33,027
	-22,744 NET SQUARE FOOT LOSS YTD
Adjustments to Primary Employers in 2011	18,926