



Real Estate Database Summary – 9/30/11

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 Q3 - 2011

Absorption by PE Activity through Q3 - 2011	(14,256)
Adjustments to PE Occupancy	(78,363)
PE Occupancy as of Q3 – 2011	7,260,789

Non-PE Activity in Q3

Absorption of PE Space by Non-PE Companies	23,411
Non-PE Company Adjustments	11,931
Total Occupied PE Space as of Q3 - 2011	7,296,131

Vacant PE Space

Vacant Space as of 12/31/2010	(1,263,357)
Total Net Absorption This Quarter	57,277
Non-Market Space (<i>Occupied</i>)	136,331
Current Primary Space Vacancy	(1,069,749)

Total Primary Space in Longmont area as of Q3 2011 **8,330,538**
Sublease Space on Market (Maxtor space) 461,330

Vacancy Rate 9/30/2011 12.8%
 Vacancy Rate 9/30/2010 15.8%

Vacancy Rate with Sublease 9/30/2011 18.3%

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	24,300
Acertara Acoustic Labs	4,400
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
Intel	15,541
Interface Communications	2,500
MedPro Imaging	5,000
Microsoft	2,500 – NEW CONSTRUCTION
Oskar Blues	2,400
Precision Solutions	1,296
SanDisk	4,613
Select Energy Services	10,200
Surfatek	1,627
Uniform Technology	727
WesTech eSolutions	880
Companies to be announced in Q4	<u>17,260</u>
TOTAL OCCUPIED/NEW SQUARE FEET YTD	203,418
2011 Companies Downsized/Closed	
Cutback by Existing Companies in Existing Space	-80,767
Closed Companies in Existing Space	<u>-136,907</u>
TOTAL VACATED SPACE YTD	-217,674
	-14,256 NET SQUARE FOOT LOSS YTD
Adjustments to Primary Employers in 2011	-78,363