



Real Estate Database Summary – 12/31/11

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 Q4 - 2011

Absorption by PE Activity through Q4 - 2011	(370,253)
Adjustments to PE Occupancy	70,887
PE Occupancy as of Q4 – 2011	7,054,042

Non-PE Activity in Q4

Absorption of PE Space by Non-PE Companies	99,325
Non-PE Company Adjustments	95,383
Total Occupied PE Space as of Q4 - 2011	7,248,750

Vacant PE Space

Vacant Space as of 12/31/2010	(1,263,357)
Total Net Absorption This YTD	(104,658)
Non-Market Space (<i>Vacated</i>)	(122,042)
Current Primary Space Vacancy	(1,490,057)

Total Primary Space in Longmont area as of Q4 2011	8,544,099
<i>Sublease Space on Market (Maxtor space)</i>	461,330

Vacancy Rate 12/31/2011	17.4%
Vacancy Rate 12/31/2010	14.6%

Vacancy Rate with Sublease 12/31/2011 22.8%

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
Acertara Acoustic Labs	4,400
Alpharma	200 – Adjustment to Actual
American Converters	633 – Adjustment to Actual
Anew Green	10,000
CCN	675
Circle Graphics	12,043
CPU Technology	2,400
Crocs, Inc.	44,134
Digital Data Services	1,250
DigitalGlobe	28,353
EMCO-Spirax	6,000
Ericsson	9,377
Essette Inc.	3,776
Funovation	11,337
Honeybee Robotics	1,000
Intel	15,541
Interface Communications	2,500
MDA Information Systems	4,800
MedPro Imaging	5,000
Microsoft	2,500
OnCore Manufacturing	31,000
Oskar Blues	2,400
Precision Solutions	3,364
RapidPro Manufacturing	11,000
RF Concepts	1,300
RMC Pharmaceutical	2,008
RX Automation	2,833
SanDisk	4,613
Select Energy Services	10,200
Sundrop Fuels	12,460
Surfatek	3,000
Uniform Technology	727
WesTech eSolutions	880
Wiland Direct	<u>21,830</u>
TOTAL OCCUPIED/NEW SQUARE FEET YTD	293,384
2011 Companies Downsized/Closed	
Cutback by Existing Companies in Existing Space	-59,951
Closed Companies in Existing Space	<u>-603,686</u>
TOTAL VACATED SPACE YTD	-663,637
	-370,253 NET SQUARE FOOT LOSS YTD
Adjustments to Primary Employers in 2011	70,887