

Minneapolis/St. Paul, MN

2nd Quarter 2015

OFFICE

Market Trends

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EXCHANGE
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COMMERCIAL REAL ESTATE INFORMATION

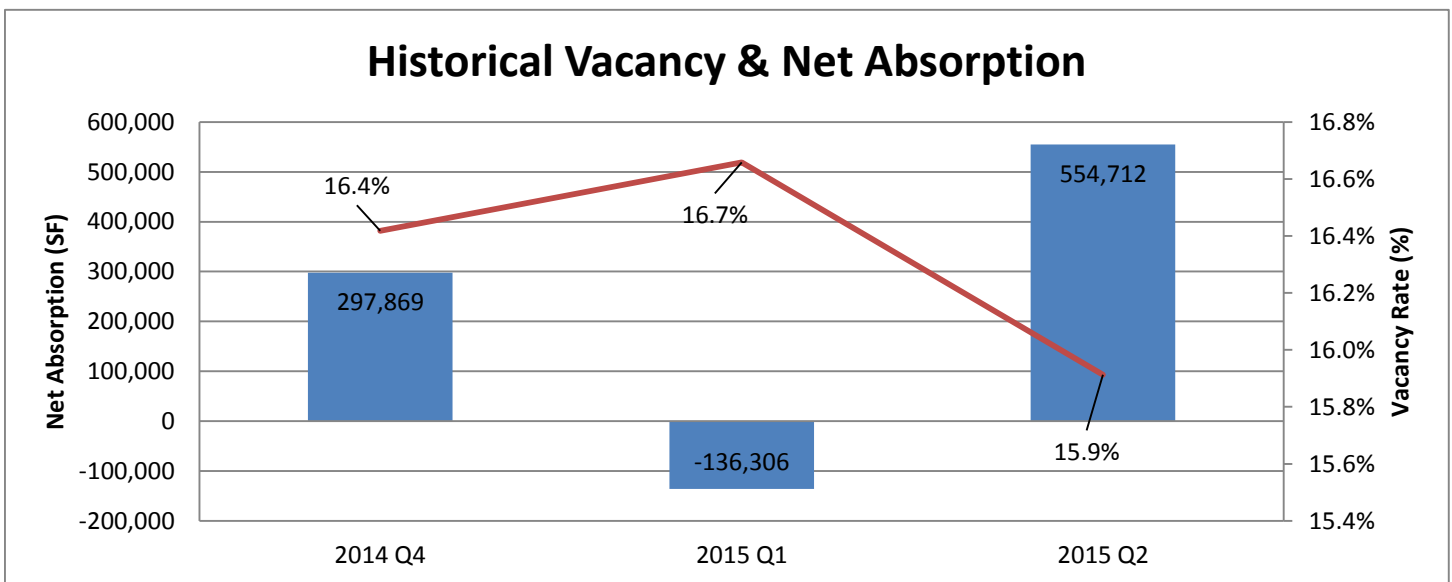
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The Minneapolis tracked set consists of an inventory of buildings considered to be competitive within the brokerage community. All buildings within the competitive tracked set have been reviewed and verified by members of the Advisory Boards for each market area.

Inventory	The total square feet of all existing multi-tenant buildings greater than 20,000 SF or are part of a complex located in Anoka, Carver, Dakota, Hennepin, Ramsey, Scott and Washington Counties.
Class A	Most prestigious buildings competing for premier office users with rents above the market average. Buildings have high quality standard finishes, state of the art systems, exceptional accessibility and a definite market presence.
Class B	Buildings competing for a wide range of office users with average market rents. Building finishes are fair to good for the area and systems are adequate, but the property does not compete with Class A product.
Class C	Buildings competing for office users requiring functional office space at rents below the market average for the area.
Total Available SF	All of the available leasable space within a building, whether it is occupied or vacant, for direct lease or sublease space. Space can be available but not vacant, for example, if the landlord, or his agent, is marketing space that will be coming available at a future date because a tenant is planning to move.
Total Vacant SF	The total of all the vacant square footage within a building based on fiscal vacancy.
Sublease Space	Space that is offered for lease by a current tenant, or his agent, within a property.
Net Absorption	The net change in occupancy from quarter to quarter, expressed in square feet.
Weighted Average Direct Lease Rate	The weighted average of all direct asking lease rates expressed as a full service/gross rental rate and weighted on total direct available square feet. Non-full service rates (such as NNN) have been grossed up to reflect a full service/gross rate.



- The second quarter absorption rebounded back up showing 554,712 of positive absorption which resulted in the vacancy dropping from 16.7% to 15.9%.
- Minneapolis CBD carried the load with 264,467 SF of positive absorption while reporting the second lowest vacancy at 14.4%.
- Although the West experienced 117,125 SF of negative absorption it still has the lowest vacancy rate of 12%.
- Smith Medical occupied the largest absorption of 100,040 SF as they start their lease in the Northwest market.
- United Health Group vacated two properties in the West and Southwest markets totaling 121,781 SF of negative absorption. Optum (part of United Health Group) is in the process of building a new 1.4M square foot campus in the Southwest market.



Q2 2015 Market Overview by Building Class

	# of Bldgs	Inventory (SF)	Total Available (SF)	Total Vacant (SF)	Total Vacancy	Direct Vacant (SF)	Direct Vacancy Rate (%)	Available Sublease (SF)	Quarterly Net Absorption (SF)	YTD Net Absorption (SF)
A	88	29,514,330	5,453,147	3,874,666	13.1%	3,653,142	12.4%	408,662	223,378	156,293
B	438	40,238,312	8,478,723	7,145,956	17.8%	6,909,162	17.2%	627,907	312,399	232,605
C	85	4,606,415	840,114	811,850	17.6%	811,850	17.6%	435	18,935	29,508
Grand Total	611	74,359,057	14,771,984	11,832,472	15.9%	11,374,154	15.3%	1,037,004	554,712	418,406

Overview by Market / Building Class



	# of Bldgs	Inventory (SF)	Total Available (SF)	Total Vacant (SF)	Total Vacancy	Direct Vacant (SF)	Direct Vacancy Rate (%)	Available Sublease (SF)	Quarterly Net Absorption (SF)	YTD Net Absorption (SF)
West	70	7,657,645	1,246,266	917,930	12.0%	864,623	11.3%	70,111	(117,125)	(143,980)
A	19	3,676,011	478,727	362,989	9.9%	325,825	8.9%	56,502	(28,501)	(67,740)
B	47	3,757,653	728,326	514,785	13.7%	498,642	13.3%	13,609	(88,836)	(66,160)
C	4	223,981	39,213	40,156	17.9%	40,156	17.9%	0	212	(10,080)
Southwest	142	15,673,852	3,442,591	2,351,756	15.0%	2,307,984	14.7%	296,969	63,190	96,948
A	26	6,080,967	1,169,296	827,682	13.6%	788,745	13.0%	83,340	(21,079)	(10,600)
B	103	9,010,781	2,195,324	1,447,586	16.1%	1,442,751	16.0%	213,629	63,456	77,315
C	13	582,104	77,971	76,488	13.1%	76,488	13.1%	0	20,813	30,233
Southeast	106	6,909,612	1,522,551	1,343,269	19.4%	1,253,947	18.1%	138,172	81,919	(37,278)
A	6	960,722	121,113	70,666	7.4%	60,066	6.3%	55,600	11,347	40,340
B	78	4,991,846	1,181,595	1,060,507	21.2%	981,785	19.7%	82,572	67,985	(71,822)
C	22	957,044	219,843	212,096	22.2%	212,096	22.2%	0	2,587	(5,796)
Minneapolis CBD	95	25,849,202	4,814,235	3,717,574	14.4%	3,492,258	13.5%	446,087	264,467	213,540
A	25	15,453,104	2,839,070	1,967,733	12.7%	1,861,635	12.0%	184,495	210,153	149,260
B	54	9,096,591	1,780,071	1,577,963	17.3%	1,458,745	16.0%	261,592	48,756	41,694
C	16	1,299,507	195,094	171,878	13.2%	171,878	13.2%	0	5,558	22,586
Northwest	55	3,625,853	774,647	666,657	18.4%	666,657	18.4%	10,803	118,544	116,458
A	1	350,631	45,832	28,063	8.0%	28,063	8.0%	0	0	6,178
B	44	2,844,125	659,377	577,727	20.3%	577,727	20.3%	10,803	131,991	129,518
C	10	431,097	69,438	60,867	14.1%	60,867	14.1%	0	(13,447)	(19,238)
Northeast	107	7,737,368	1,773,870	1,519,509	19.6%	1,510,922	19.5%	23,509	71,127	116,954
A	6	1,069,204	459,182	307,175	28.7%	307,175	28.7%	0	6,096	11,250
B	91	6,220,823	1,142,912	1,027,048	16.5%	1,018,461	16.4%	23,509	62,185	97,617
C	10	447,341	171,776	185,286	41.4%	185,286	41.4%	0	2,846	8,087
Saint Paul CBD	36	6,905,525	1,197,824	1,315,777	19.1%	1,277,763	18.5%	51,353	72,590	55,764
A	5	1,923,691	339,927	310,358	16.1%	281,633	14.6%	28,725	45,362	27,605
B	21	4,316,493	791,118	940,340	21.8%	931,051	21.6%	22,193	26,862	24,443
C	10	665,341	66,779	65,079	9.8%	65,079	9.8%	435	366	3,716
Grand Total	611	74,359,057	14,771,984	11,832,472	15.9%	11,374,154	15.3%	1,037,004	554,712	418,406

	Direct Vacancy Rate %			Asking Direct Lease Rate (FSG)		
	2014 Q4	2015 Q1	2015 Q2	2014 Q4	2015 Q1	2015 Q2
West	9.5%	9.8%	11.3%	\$25.53	\$25.85	\$25.24
A	7.1%	8.2%	8.9%	\$32.97	\$33.58	\$33.85
B	11.6%	10.9%	13.3%	\$23.14	\$23.99	\$23.70
C	13.4%	18.0%	17.9%	\$16.40	\$16.73	\$17.06
Southwest	15.1%	15.1%	14.7%	\$23.16	\$23.48	\$23.72
A	12.8%	12.6%	13.0%	\$29.99	\$30.41	\$30.85
B	16.5%	16.7%	16.0%	\$22.02	\$22.18	\$22.37
C	18.3%	16.7%	13.1%	\$16.50	\$16.63	\$17.20
Southeast	17.7%	19.4%	18.1%	\$20.30	\$20.33	\$20.48
A	10.5%	7.4%	6.3%	\$26.53	\$25.77	\$26.02
B	18.3%	21.1%	19.7%	\$20.90	\$20.71	\$21.02
C	20.9%	22.4%	22.2%	\$17.01	\$17.57	\$17.41
Minneapolis CBD	14.2%	14.5%	13.5%	\$23.20	\$23.03	\$23.72
A	12.7%	13.4%	12.0%	\$30.96	\$29.60	\$29.33
B	16.9%	16.6%	16.0%	\$21.15	\$21.32	\$21.65
C	14.6%	13.7%	13.2%	\$17.03	\$17.05	\$18.62
Northwest	21.6%	21.7%	18.4%	\$19.96	\$19.89	\$19.90
A	9.8%	8.0%	8.0%	\$27.27	\$27.75	\$27.25
B	24.9%	25.0%	20.3%	\$20.62	\$20.32	\$20.45
C	9.7%	11.0%	14.1%	\$16.41	\$15.63	\$16.09
Northeast	21.1%	20.5%	19.5%	\$19.26	\$19.24	\$19.34
A	29.8%	29.3%	28.7%	\$26.98	\$26.46	\$26.27
B	18.0%	17.4%	16.4%	\$19.26	\$19.20	\$19.37
C	43.2%	42.1%	41.4%	\$14.98	\$15.49	\$14.80
Saint Paul CBD	19.1%	19.3%	18.5%	\$16.57	\$18.05	\$17.91
A	15.4%	16.1%	14.6%	\$21.71	\$25.63	\$25.31
B	22.1%	22.2%	21.6%	\$16.64	\$17.03	\$16.84
C	10.3%	9.8%	9.8%	\$11.22	\$11.88	\$11.88
Grand Total	15.8%	16.0%	15.3%	\$21.53	\$21.71	\$21.89

All Markets

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Total	611	74,359,057	14,771,984	11,832,472	15.9%	11,374,154	15.3%	1,037,004	554,712	418,406

Minneapolis CBD

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A	25	15,453,104	2,839,070	1,967,733	12.7%	1,861,635	12.0%	184,495	210,153	149,260
B	54	9,096,591	1,780,071	1,577,963	17.3%	1,458,745	16.0%	261,592	48,756	41,694
C	16	1,299,507	195,094	171,878	13.2%	171,878	13.2%	0	5,558	22,586
Total	95	25,849,202	4,814,235	3,717,574	14.4%	3,492,258	13.5%	446,087	264,467	213,540

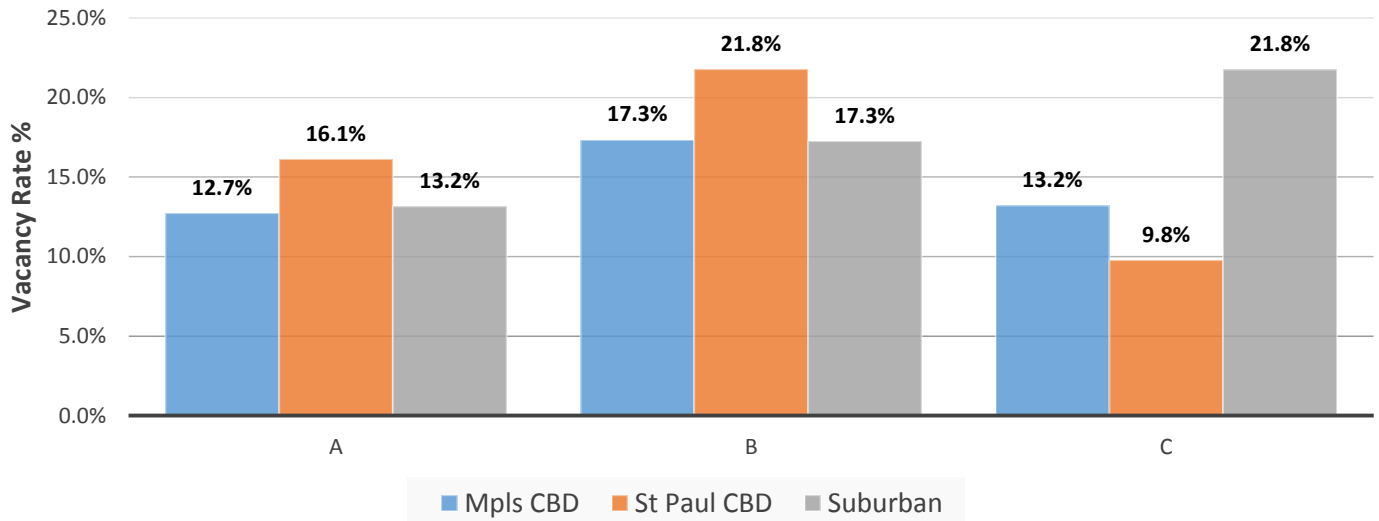
St Paul CBD

	# of Bldgs	Inventory (SF)	Total Available (SF)	Total Vacant (SF)	Total Vacancy Rate (%)	Direct Vacant (SF)	Direct Vacancy Rate (%)	Available Sublease (SF)	Qtrly Net Absorption (SF)	YTD Net Absorption (SF)
A	5	1,923,691	339,927	310,358	16.1%	281,633	14.6%	28,725	45,362	27,605
B	21	4,316,493	791,118	940,340	21.8%	931,051	21.6%	22,193	26,862	24,443
C	10	665,341	66,779	65,079	9.8%	65,079	9.8%	435	366	3,716
Total	36	6,905,525	1,197,824	1,315,777	19.1%	1,277,763	18.5%	51,353	72,590	55,764

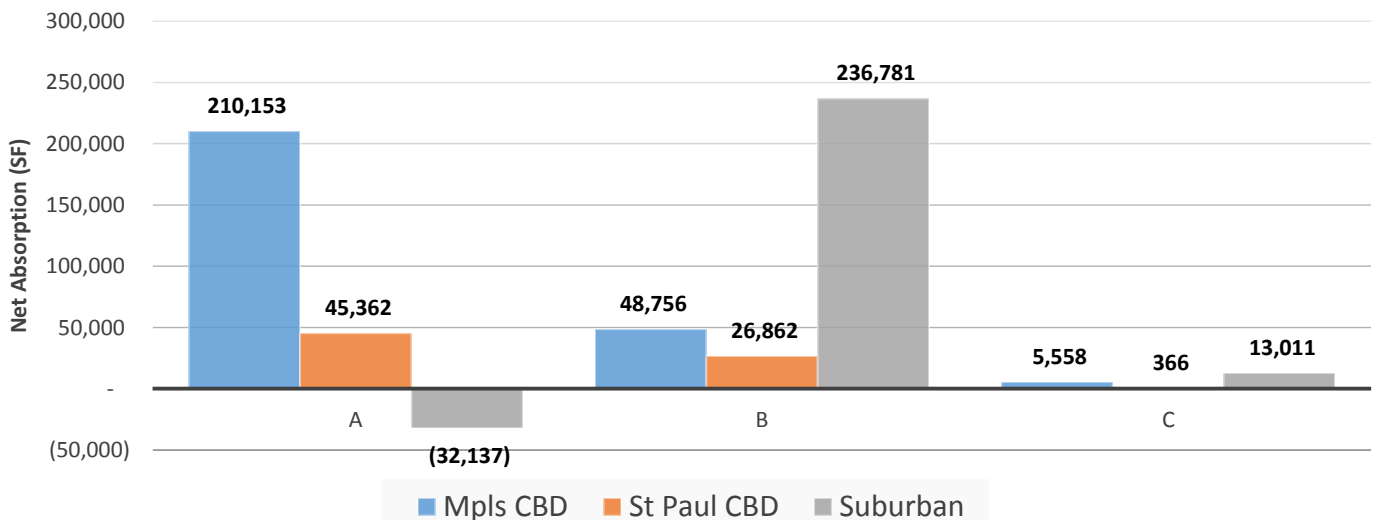
Suburban

	# of Bldgs	Inventory (SF)	Total Available (SF)	Total Vacant (SF)	Total Vacancy Rate (%)	Direct Vacant (SF)	Direct Vacancy Rate (%)	Available Sublease (SF)	Qtrly Net Absorption (SF)	YTD Net Absorption (SF)
A	58	12,137,535	2,274,150	1,596,575	13.2%	1,509,874	12.4%	195,442	-32,137	-20,572
B	363	26,825,228	5,907,534	4,627,653	17.3%	4,519,366	16.8%	344,122	236,781	166,468
C	59	2,641,567	578,241	574,893	21.8%	574,893	21.8%	0	13,011	3,206
Total	480	41,604,330	8,759,925	6,799,121	16.3%	6,604,133	15.9%	539,564	217,655	149,102

Vacancy Rate by Class



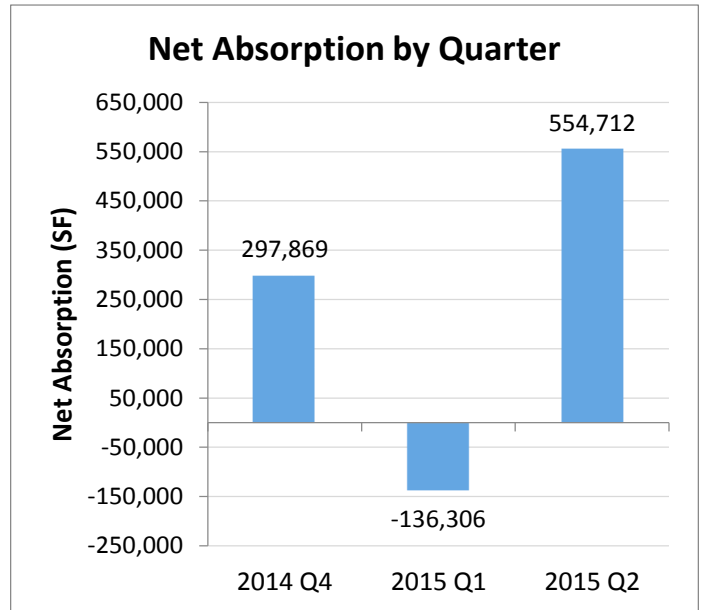
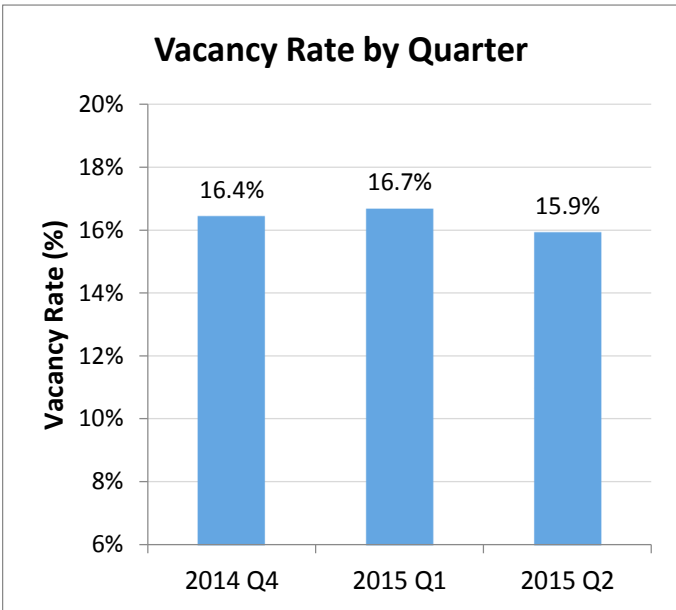
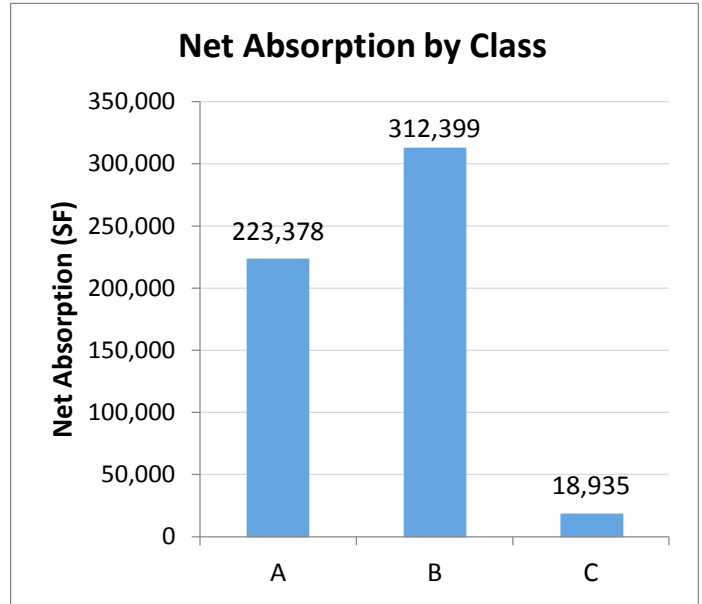
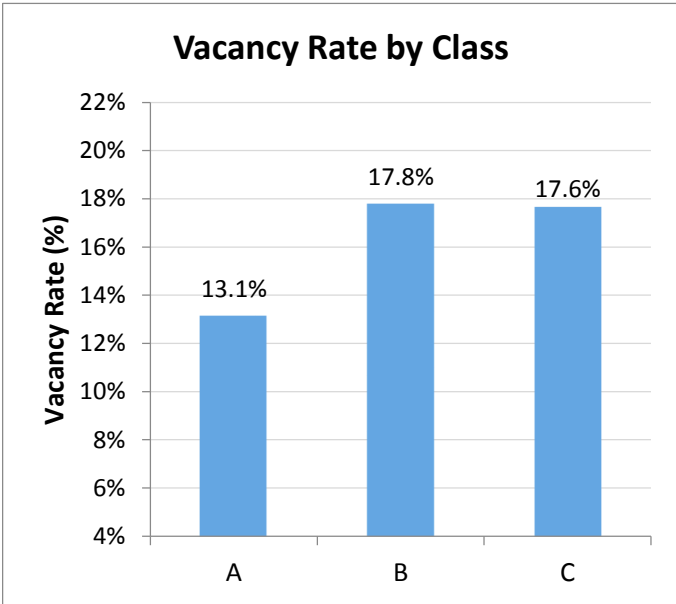
Net Absorption by Class

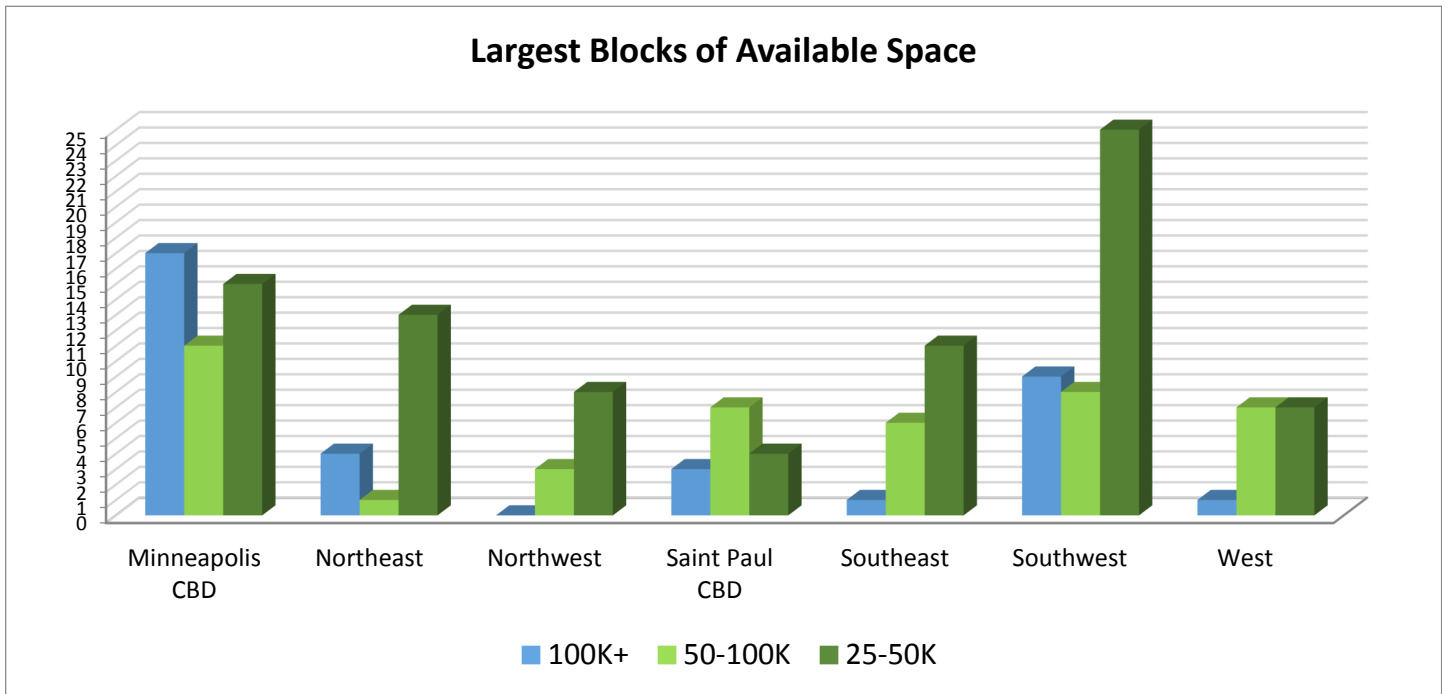


Asking Lease Rate Range by Class (FSG)



	A	B	C
Lease Rate Low	\$21.22	\$7.29	\$8.00
Lease Rate High	\$39.14	\$35.25	\$22.62
● Average	\$29.61	\$21.18	\$16.52





Quarter	100K+	50-100K	25-50K
2014 Q4	28	52	86
2015 Q1	35	49	79
2015 Q2	35	43	83

Biggest Absorption Changes



Property Name	Square Feet	Company Name	Market
6000 Nathan Ln N	100,040	Smith Medical	Northwest
Capella Tower	83,567	Star Tribune	Minneapolis CBD
Butler Square	48,866	Aimia, Business Ware and Eutectics	Minneapolis CBD
Plaza Seven	35,855	Epsilon	Minneapolis CBD
US Bank Plaza Office South Tower	31,652	US Bank and Clifton Larson Allen	Minneapolis CBD
Northland Plaza	32,501	Vanco	Southwest
RBC Plaza Office	30,603	Fish Richardson	Minneapolis CBD
Securian Center - 400 Building	28,907	Securian	Saint Paul CBD
14300 Nicollet Ct	25,570	KW Realty and Physicians Neck & Back	Southeast
One Southwest Crossing	-25,527	EMC Insurance and Cigna	Southwest
Crescent Ridge Corporate Center I	-26,091	Principal Financial Group backfilled occupied space	West
Mendota Office Center III	-27,227	Paychex Inc	Southeast
300 Metropoint	-29,469	Aetna and Wells Fargo	West
One MarketPointe	-43,674	United Health Group	Southwest
400 Metropoint	-78,107	United Health Group	West

Notable Transactions



Notable Sale Transactions (Includes tracked and non-tracked properties)				
Property Name	Square Feet	Company Name	Market	Price
510 Marquette - 510 Marquette Ave Colwell Building - 123 3rd St N 300 1st Ave N	420,458	Spear Street Capital	Mpls CBD	\$87,500,000
Rosedale Corporate Plaza 2665, 2675 and 2685 Long Lake Rd	149,053	Lone Star Funds	Northeast	\$37,600,000
1227-1331 Tyler St NE 950 13th Ave NE 1515 Central Ave NE 1611 Polk St NE 1600 Fillmore St NE 1515 1/2 Central Ave NE (Land)	270,335	Sara Investment Real Estate LLC	Northeast	\$22,130,000
2601 88th St W	280,000	LSREF4 Rebound LLC c/o Lone Star Funds	Southwest	\$20,098,990
Plymouth Building 12 S 6th St	88,517	Urban Minneapolis Plymouth Building LLC c/o HRI Lodging	Mpls CBD	\$20,000,000
5353 Wayzata Blvd	112,304	MV Exchange I LLC, MV Exchange II LLC and VNL LLC	West	\$14,650,000

Notable Lease Transactions (Based on when lease is signed and includes tracked and non-tracked properties)			
Property Name	Square Feet	Company Name	Market
180 E 5th St	141,109	Green Tree Servicing	St Paul CBD
Shoreview Corporate Center 4000 Lexington Ave N	62,110	Ally Financial	Northeast
100 Washington Square 100 Washington Ave	55,808	Jamf Software	Mpls CBD
10 River Park Plz	31,055	Pioneer Press	St Paul CBD
Grand Oak Office IV 950 Blue Gentian Rd	20,316	Norcraft Companies	Southeast

New Developments



Property Name	Address	City	Market	Bldg Size	Tenancy
Downtown East Block 68 & 69 - Wells Fargo Tower I	81 S 9th St Minneapolis	Minneapolis	Minneapolis CBD	550,000	Single-Tenant
Downtown East Block 68-69 Wells Fargo Tower II	81 S 9th St Minneapolis	Minneapolis	Minneapolis CBD	550,000	Single-Tenant
Be The Match	524 N 5th St Minneapolis	Minneapolis	Minneapolis CBD	240,000	Single-Tenant
Xcel Energy	401 Nicollet Ave Minneapolis	Minneapolis	Minneapolis CBD	222,000	Single-Tenant
The Offices @ MOA	2001 Lindau Ln	Bloomington	Southeast	170,000	Multi-Tenant
6405 France Ave	6405 France Ave Edina	Edina	Southwest	70,000	Multi-Tenant
Southdale Medical Center Phase III	6565 France Ave S Edina	Edina	Southwest	57,479	Multi-Tenant
Commerce Hill Medical Building	9680 Tamarack Rd Woodbury	Woodbury	Southeast	30,750	Multi-Tenant
3007 Harbor Ln	3007 Harbor Ln Plymouth	Plymouth	Northwest	30,000	Multi-Tenant
Eagle Point Medical Building	8515 Eagle Point Blvd Lake Elmo	Lake Elmo	Northeast	29,700	Multi-Tenant
SW of Co Rd 30 & Garland Lane N	0 Maple Grove	Maple Grove	Northwest	23,100	Multi-Tenant
NE of 109th Ave NE and Club West Pkwy	0 Blaine	Blaine	Northwest	20,000	Multi-Tenant

This information has been obtained from sources believed reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty or representation about it. It is your responsibility to independently confirm its accuracy.

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