

## 2007 Fort Wayne, Indiana: Industrial Survey

### Market Data

Inventory (sf)	Suburban
Total	37,881,618
Vacant	3,158,864
Vacancy Rates	<b>8.34%</b>
Under Construction – 1/07	690,900
Net Absorption - 2006	1,957,609

Improved Sites	Site Prices (\$/sf)
Less than 2 acres	\$ 1.50
2 to 5 acres	\$ 1.35
5 to 10 acres	\$ 1.15
More than 10 acres	\$ 1.00
Unimproved sites	
Less than 10 acres	\$ 0.35
10 to 100 acres	\$ 0.23
More than 100 acres	\$ 0.12

	Sales Prices (\$/sf)	Net Lease Rates (\$/sf)	Construction (\$/sf)	Vacancy Indicators
				Indicators
Less than 5,000 sf	\$35.00	\$5.50	\$43.00	Balanced Market
5,000 – 19,999 sf	\$28.00	\$4.00	\$38.00	Balanced Market
20,000 – 39,999 sf	\$22.00	\$3.25	\$35.00	Balanced Market
40,000 – 59,999 sf	\$18.50	\$2.75	\$33.00	Moderate Under Supply
60,000 – 99,999 sf	\$16.00	\$2.25 to \$2.50*	\$35.00	Under Supply
100,000 – 250,000 sf	\$15.00	\$1.75 to \$2.25*	\$32.00	Under Supply
More than 250,000 sf	\$13.00	\$1.75 to \$2.00*	\$30.00	Under Supply
High Tech / R & D	\$30.00	\$5.00 to \$6.00	\$48.00	Moderate Over Supply

\* These rates are for existing older and obsolete facilities. A building that would conform to modern distribution standards would lease for \$3.00 to \$4.00 per square foot.

	Warehouse and Factories	Research and Development
Real Estate Taxes	\$0.50	\$1.00
Insurance (Fire and Liability)	\$0.15	\$0.15
Structural and Roof Maintenance	\$0.15	\$0.15
Common Area Maintenance	\$0.20	\$0.20

#### 2006 Review

In 2006, the Northeast Indiana region has continued to be impacted by the closing of manufacturing plants, especially by second and third tier automotive suppliers. However, the pace of plant closings has slowed down from the prior three years.

These buildings have sold to local and regional manufacturers and distributors or sold to speculative investors that have retrofitted and leased the space to local and regional manufacturers and distributors. Marketing times have decreased significantly. Construction costs continue to increase and new construction remains weak.

#### 2007 Forecast

Demand should continue in the same pace as 2004 – 2006. There will be a shortage of buildings in most sizes, especially greater than 60,000 sq. ft. Speculative construction will return to the market.

Reporters:

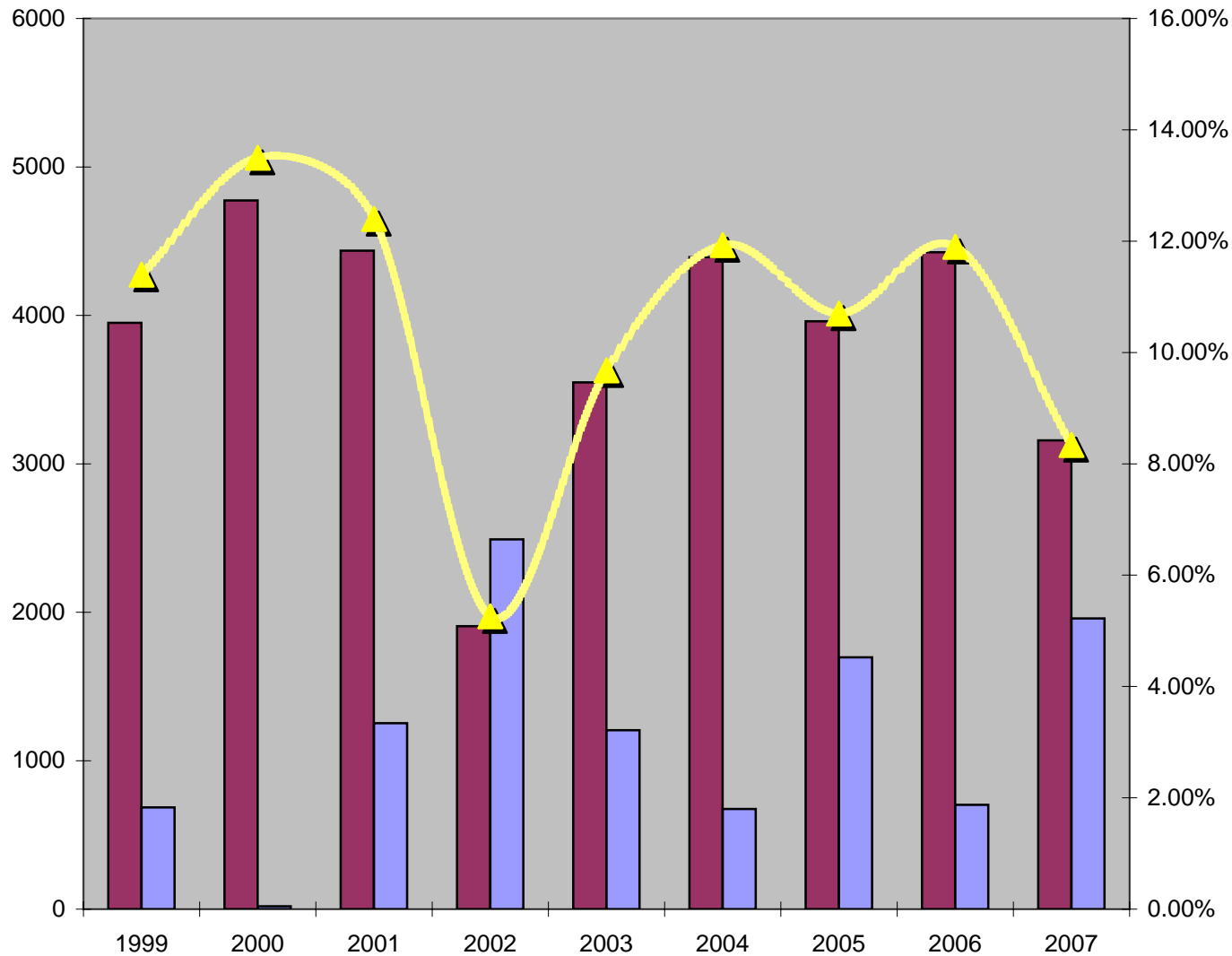
**Steven K. Zacher**, SIOR, CCIM and  
[szacher@zacherco.com](mailto:szacher@zacherco.com)  
 Phone: 260-422-8474

**Alfred J. Zacher**, SIOR  
[azacher@zacherco.com](mailto:azacher@zacherco.com)  
 Phone: 260-422-8474

**The Zacher Company, 444 E. Main Street, Fort Wayne, IN 46802**

[www.zacherco.com](http://www.zacherco.com)

# Fort Wayne Indiana Industrial Real Estate Survey 1999 - 2007



Year	Vacancy Rate
1999	11.40%
2000	13.50%
2001	12.40%
2002	5.26%
2003	9.68%
2004	11.93%
2005	10.70%
2006	11.90%
2007	8.34%

