

Retail Market Report - 2014

Kootenai County, Idaho



Annual Comparison

	2012		2013		2014
Overall Market Vacancy	9.28%	▲	9.39%	▼	8.20%
Average Asking Rent (per square foot) *	\$6.49-\$12.28	▲	\$9.60-\$11.19	▼	\$11.45-\$12.51
Inventory Available (square feet)	759,068	▼	770,662	▲	674,043

Actual	Forecast
▼ Vacancy	▼ Vacancy
▲ Rents	▲ Rents

Please note: Actual-Compared to the preceding year. Forecast—Next 12 months compared to last 12 months.

* The rental basis for the "average asking rent" is a mix of full service, modified, and triple-net rents, as well as rentable and useable areas. The rates are not adjusted to one specific basis and should only be considered as an economic indicator.

Key Findings and Trends

- Personal income in Kootenai County reached \$5.3 billion in 2013, which was 3% growth over 2012.
- Retail sales fell slightly from 2013 record levels. Total sales in 2014 were \$1.25 billion.
- Overall retail vacancy decreased from 9.39% to 8.20%.
- Average asking rental rates increased from \$11.19 to \$12.51.
- Hayden was the strongest market with 3.83% vacancy, but Coeur d'Alene showed good growth, moving from 7.04% to 6.25% vacancy.



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Kootenai County Retail Market Report

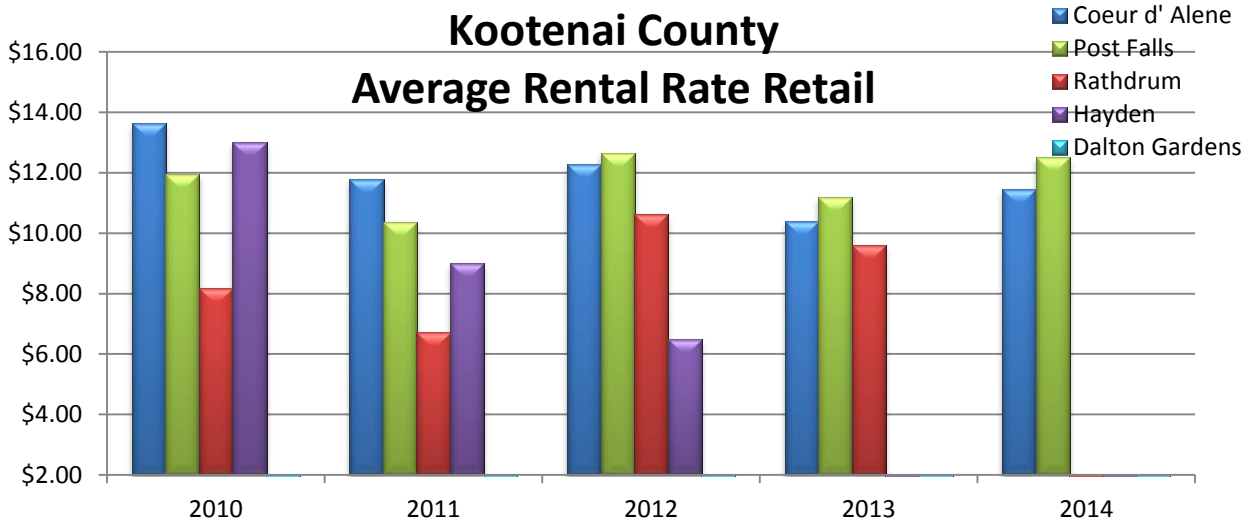
	2007	2008	2009	2010	2011	2012	2013	2014
Coeur d'Alene								
Net Usable Sq. Ft.	1,754,416	2,329,989	4,280,448	4,855,788	5,101,127	5,164,484	5,060,561	5,097,630
Vacant Sq. Ft.	60,661	135,906	255,285	368,696	418,126	361,072	356,057	318,710
Vacant %	3.46%	5.83%	5.96%	7.59%	8.20%	6.99%	7.04%	6.25%
Avg. Recent Rate per sq. ft. \$	\$	\$	14.28 \$	13.62 \$	11.77 \$	12.28 \$	10.39 \$	11.45
Post Falls								
Net Usable Sq. Ft.	1,288,430	1,982,628	2,154,097	1,941,331	1,826,310	1,872,185	1,871,675	1,868,416
Vacant Sq. Ft.	164,183	247,477	266,053	249,982	353,272	346,497	335,852	302,386
Vacant %	12.74%	12.48%	12.35%	12.88%	19.34%	18.51%	17.94%	16.18%
Avg. Recent Rate per sq. ft. \$	\$	\$	13.08 \$	11.95 \$	10.35 \$	12.65 \$	11.19 \$	12.51
Rathdrum								
Net Usable Sq. Ft.	282,786	323,690	356,229	291,819	258,253	221,933	221,933	225,433
Vacant Sq. Ft.	36,615	34,506	43,598	17,537	17,091	8,962	14,440	11,724
Vacant %	12.95%	10.66%	12.24%	6.01%	6.62%	4.04%	6.51%	5.20%
Avg. Recent Rate per sq. ft. \$	\$	\$	8.16 \$	8.17 \$	6.72 \$	10.64 \$	9.60 \$	N/A
Hayden								
Net Usable Sq. Ft.	504,508	655,722	935,757	671,966	719,344	749,521	879,491	860,427
Vacant Sq. Ft.	43,206	39,543	49,715	43,044	34,148	30,762	40,806	32,948
Vacant %	8.56%	6.03%	5.31%	6.41%	4.75%	4.10%	4.64%	3.83%
Avg. Recent Rate per sq. ft. \$	\$	\$	10.20 \$	13.00 \$	9.02 \$	6.49 \$	N/A \$	N/A
Dalton Gardens								
Net Usable Sq. Ft.	36,806	36,806	12,840	25,446	89,353	173,047	173,047	173,047
Vacant Sq. Ft.	0	0	0	0	2,400	11,775	23,507	8,275
Vacant %	0.00%	0.00%	0.00%	0.00%	2.69%	6.80%	13.58%	4.78%
Avg. Recent Rate per sq. ft. \$	\$	\$	\$	\$	\$	\$	\$	\$
Totals								
Net Usable Sq. Ft.	3,866,946	5,328,835	7,739,371	7,786,350	7,994,387	8,181,170	8,206,707	8,224,953
Vacant Sq. Ft.	304,665	457,432	614,651	679,259	825,037	759,068	770,662	674,043
Vacant %	7.88%	8.58%	7.94%	8.72%	10.32%	9.28%	9.39%	8.20%
Avg. Recent Rate per sq. ft. \$	\$	\$	\$	\$	\$	\$	\$	\$

Methodology:

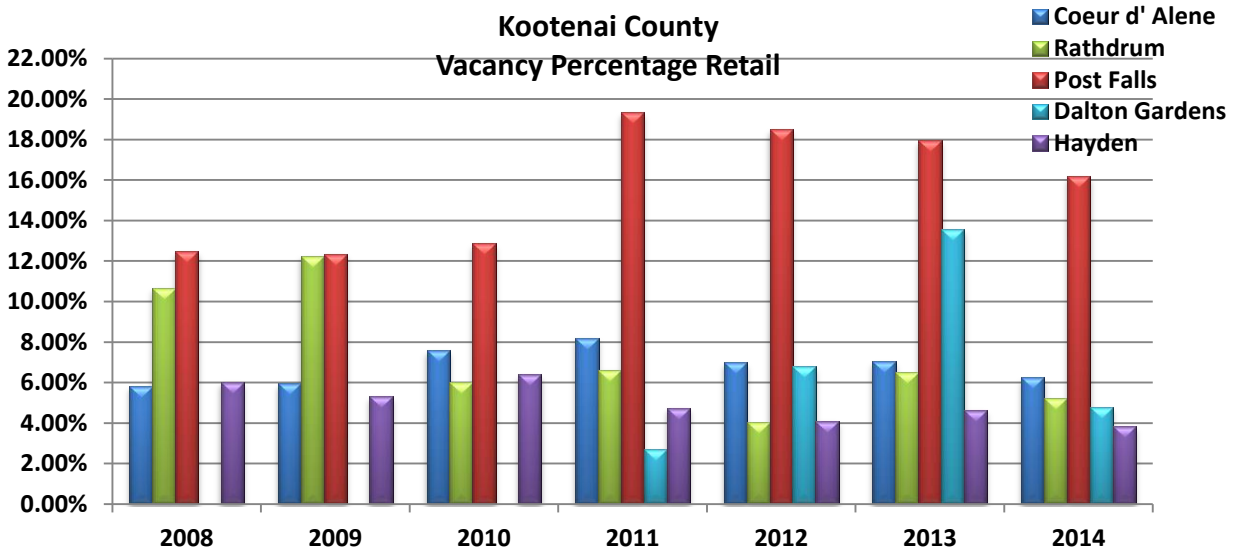
This survey includes strip, neighborhood, community, power centers, and regional malls broken down by area. This survey covers the majority of retail space in Kootenai County giving the reader a concise picture of market trends. This is a proprietary survey by Valbridge Property Advisors and NAI Black, et al. We have no reason to doubt its accuracy, but we do not guarantee it.

NAI Black is a leading Inland Northwest manager of shopping centers, conventional and governmentally assisted apartments, CBD, suburban and medical office buildings, business and industrial parks, corporate and governmental facilities, and common interest associations; as well as a leading commercial brokerage in Spokane, eastern Washington, and northern Idaho.

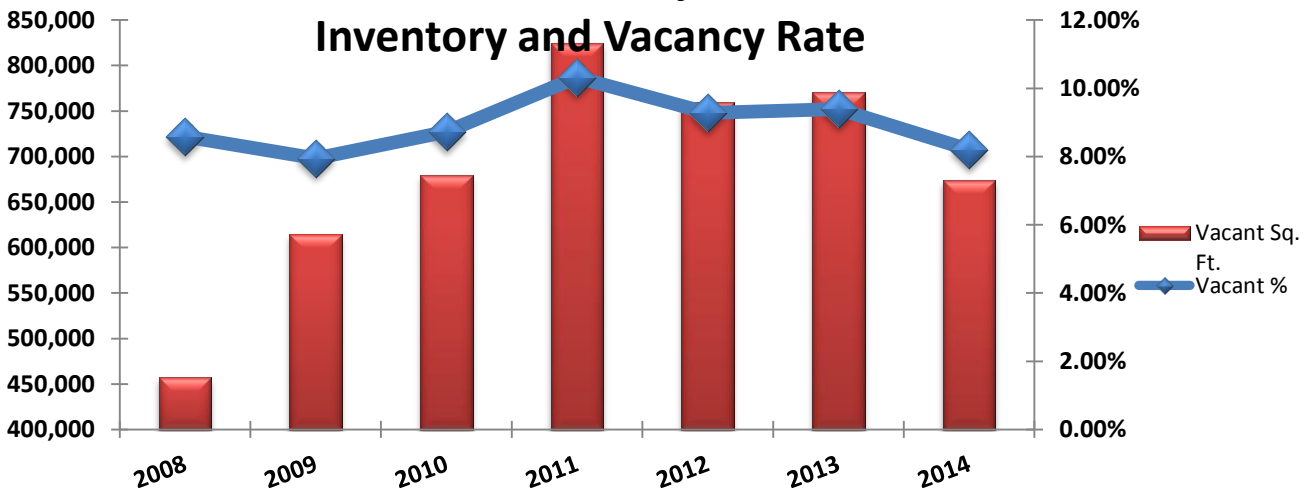
Kootenai County Average Rental Rate Retail



Kootenai County Vacancy Percentage Retail



Kootenai County Retail Inventory and Vacancy Rate



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Technology Services

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- Property Management
- Corporate Facilities Management
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- NAI Global Life Sciences Group
- NAI Global Logistics
- NAI Global Market Analytics
- NAI Global Multi-family Group
- NAI Global Supply Chain Solutions
- NAI ReStore Retail Services