Lehigh Valley Overview

The Lehigh Valley is located in eastern Pennsylvania and is comprised of Lehigh, Northampton, Monroe and Carbon Counties. The third largest in the state, this region is well situated, just 95 miles to New York City and 53 miles north of Philadelphia and offers all of the amenities and more as its large urban neighbors.

Several factors make the Lehigh Valley an excellent location for business and industry. This region’s growth is fueled by 11 institutions of higher learning and its nationally recognized health care facilities.

Due to its excellent highway infrastructure, rail service and the presence of an International airport, the Lehigh Valley market remains an attractive one to importers, exporters, manufacturers and high-tech companies. Developers are enticed to this area because of its abundant vacant land and favorable taxes.

An enterprising and diversified economy has led to higher income jobs, a growing and thriving population, along with tremendous commercial and industrial growth in this region. Some of the world’s top companies call this area their home – Air Products and Chemicals, Inc; B. Braun Medical, Inc; Crayola and Olympus America – just to name a few.

Q4 At A Glance

OVERALL TRENDS

Vacancy Rate | Net Absorption | Construction | Asking Rents

OVERALL MARKET INVENTORY

Industrial 62%
Retail 24%
Office 14%

HISTORICAL OVERALL VACANCY

5% 7% 9% 11% 13% 15%
2Q15 3Q15 4Q15 1Q16 2Q16 3Q16 4Q16
2016 Lehigh Valley Report

**OFFICE CLASS A & B**

**Availability Report**
- Existing RBA*: 27,191,493 SF
- Leased: 23,575,024 SF
- Leased Percentage: 86.7%
- Available: 3,616,469 SF
- Available Percentage: 13.3%

**Rental Rate Report**
- Office Range: $8.17-$28.45/YR
- Office Average: $19.31/YR

**INDUSTRIAL**

**Availability Report**
- Existing RBA*: 121,195,646 SF
- Leased: 115,257,059 SF
- Leased Percentage: 95.1%
- Available: 5,938,587 SF
- Available Percentage: 4.9%

**Direct Net Rental Rate Report**
- Industrial Range: $4.86-$8.50/YR
- Industrial Average: $4.99/YR

**RETAIL**

**Availability Report**
- Existing RBA*: 45,634,851 SF
- Leased: 42,029,698 SF
- Leased Percentage: 92.1%
- Available: 3,605,153 SF
- Available Percentage: 7.9%

**Direct Net Rental Rate Report**
- Retail Range: $6.58-$26.32/YR
- Retail Average: $14.81/YR

* RBA: Rentable Building Area
Recent Transactions

PROPERTIES SOLD

1030 S. West End Boulevard
Submarket: Quakertown
Square Feet: 20,287
Property Type: Retail
Agent: Frank Smith, CCIM, CPM

270 E. Hamilton Street
Submarket: Allentown
Square Feet: 25,000
Property Type: Industrial/Flex
Agent: Mike Adams

3135 Schoenersville Road
Submarket: Bethlehem
Square Feet: 70,000
Property Type: Industrial
Agent: Mike Adams

1118 Union Boulevard
Submarket: Allentown
Square Feet: 20,000
Property Type: Retail
Agent: Anthony Diaz

PROPERTIES LEASED

914 Marcon Boulevard
Submarket: Allentown
Square Feet: 16,800
Property Type: Warehouse
Agent: Mike Adams

7165 Ambassador Drive
Submarket: Allentown
Square Feet: 122,400
Property Type: Warehouse
Agent: Frank Smith, CCIM, CPM

6461 Snowdrift Road
Submarket: Allentown
Square Feet: 10,000
Property Type: Warehouse
Agent: Anthony Diaz

5 Highland Avenue
Submarket: Bethlehem
Square Feet: 8,666
Property Type: Office
Agent: Matt Dorman

About Us

Operating as the Greater Lehigh Valley’s largest locally owned commercial real estate company, NAI Summit has been combining the industry’s best real estate practices with our relationship-oriented philosophy to meet client business goals. Our mission is to provide the highest quality by adding value to our client’s assets and real estate needs through expert analysis, in-depth market knowledge and personalized service.

Serving the Lehigh Valley and surrounding areas since 1982. Local market experts... global reach.

NAI Summit By The Numbers

- 40+ Professionals
- 36+ Years Experience
- $23 million+ in sales this past year
- 5 million+ SF of managed properties
- 1 team focused on your real estate needs