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

Several factors make the Lehigh Valley an excellent location for business and industry. What fuels the growth in this region is experience in the area’s 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 and 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.
## CLASS A & B OFFICE

**Availability Report:**
- **Existing RBA:** 11,443,045 sq. ft.
- **Leased:** 9,921,120 sq. ft.
- **Leased Percentage:** 86.7%
- **Available:** 1,521,925 sq. ft.
- **Available Percentage:** 13.3%

**Rental Rate Report:**
- **Direct Gross Rent**
  - **Office Range:** $8.15-$28.33/yr
  - **Office Average:** $17.65/yr

## INDUSTRIAL

**Availability Report:**
- **Existing RBA:** 56,801,599 sq. ft.
- **Leased:** 52,768,686 sq. ft.
- **Leased Percentage:** 92.9%
- **Available:** 4,032,913 sq. ft.
- **Available Percentage:** 7.1%

**Rental Rate Report:**
- **Direct Net Rent**
  - **Industrial Range:** $2.50-$10.30/yr
  - **Industrial Average:** $4.15/yr

## RETAIL

**Availability Report:**
- **Existing RBA:** 16,173,913 sq. ft.
- **Leased:** 15,219,652 sq. ft.
- **Leased Percentage:** 94.1%
- **Available:** 954,261 sq. ft.
- **Available Percentage:** 5.9%

**Rental Rate Report:**
- **Direct Net Rent**
  - **Retail Range:** $6.15-$26.43/yr
  - **Retail Average:** $14.50/yr
Top Transactions

Sale

**Catasauqua, PA**
Submarket: Catasauqua
Sale Date: 6.28.2013
Acres: 12
Property Type: Land
Agent: John Crampsie, SIOR

**2597 Schoenersville Road**
Submarket: Bethlehem
Sale Date: 12.18.2013
Square Feet: 50,036
Property Type: Medical Office
Agent: Frank Smith, CCIM, CPM

**1550 Pond Road**
Submarket: Allentown
Sale Date: 4.3.2013
Square Feet: 145,000
Property Type: Office
Agent: Matt Dorman

**5001 Crackersport Road**
Submarket: Allentown
Sale Date: 9.16.2013
Square Feet: 104,000
Property Type: Warehouse
Agent: Mike Adams

Lease

**Lot #82, Spillman Drive**
Submarket: Bethlehem
Tenant: Curtiss-Wright
Square Feet: 183,750
Bldg. Type: Manufacturing
Agent: Mike Adams

**Luizerne Plaza**
609 Luzerne Street
Submarket: Scranton
Tenant: Rite Aid
Square Feet: 14,000
Bldg. Type: Retail
Agent: John Crampsie, SIOR

**Riverside Business Center**
Submarket: Whitehall
Tenant: Reed City Power Line Supply Co
Square Feet: 28,625
Bldg. Type: Flex
Agent: John Crampsie, SIOR

**1550 Pond Road**
Submarket: Allentown
Tenant: Paychex
Square Feet: 18,000
Bldg. Type: Office
Agent: Matt Dorman

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**Absorption (Net)**: The change in occupied space in a given time period.

**Available Square Footage**: Net rentable area considered available for lease; excludes sublease space.

**Average Asking Rental Rate**: Rental rate as quoted from each building’s owner/management company. For office space, a full service rate was requested; for retail, a triple net rate requested; for industrial, a NN basis.

**Building Class**: Class A Product is office space of steel and concrete construction, built after 1980, quality tenants, excellent amenities & premium rates. Class B product is office space built after 1980, fair to good finishes & wide range of tenants. Space currently available for lease directly with the landlord or building owner.

**Market Size**: Includes all existing buildings (office, office condo, office loft, office medical, all classes and all sizes, both multi-tenant and single-tenant, excluding owner-occupied buildings) within each market.

**Overall Vacancy**: All unoccupied lease space, either direct or sublease.

**SF/PSF**: Square foot/per square foot, used as a unit of measurement.

**Sublease**: Arrangement in which a tenant leases rental property to another, and the tenant becomes the landlord to the subtenant.

**Sublease Space**: Total square footage being marketed for lease by the tenant. Sublease space is not considered in the overall occupancy or absorption numbers - only direct leases are included.

**Sublease Vacancy**: Space currently available in the market for sublease with an existing tenant within a building acting as the landlord.