

Westchester County Office Market Report

2nd Quarter 2018

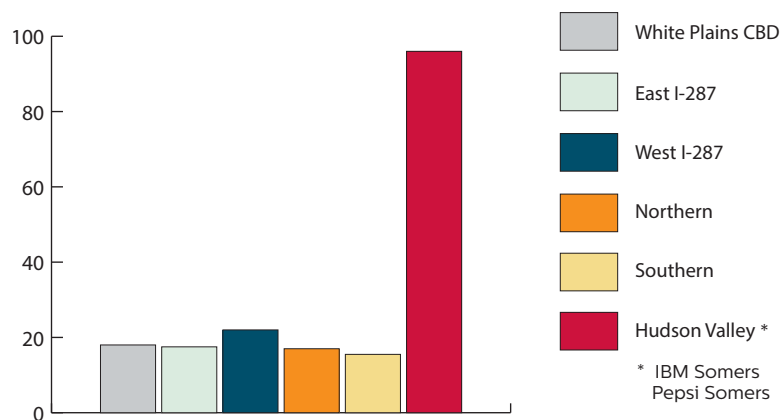
There was a major decline in overall leasing activity for the first half of 2018, dropping more than 50% year-over-year (417,000 SF). Overall leasing activity has been weak, plummeting 70% over the last twelve months to just 86,000 SF. The White Plains office market ended the second quarter of 2018 with a vacancy rate of 18%, a 10% improvement from the prior twelve months. The slowdown in leasing velocity in White Plains is more attributed to a lack of larger-block spaces rather than overall demand. The leasing activity for the rest of the County is not as strong, as vacancies have increased over 600 basis points over the last twelve months to 25.5%.

Asking rents in Westchester County averaged just under \$28.00 psf at the end of second quarter (down \$1.25 psf), however the White Plains CBD registers a slight increase in overall asking rents from one year ago to \$33 psf.

MARKET INFORMATION MACRO (2Q 2018)

Metro Area	Westchester County, NY
Office Market Size (SF)	24,900,000
Office Market Vacancy Rate	25.5%
Average Rent	\$28.00
YTD Absorption (SF)	(180,000)

SUBMARKET VACANCY RATES



SUBMARKET	OVERALL VACANCY RATE	VACANT SF	OVERALL AVG. PSF ASK RATE
White Plains CBD	18.0%	1,050,000	\$33.10
East I-287	17.5%	1,650,000	\$29.50
West I-287	22.0%	1,050,000	\$27.50
Northern	17.0%	800,100	\$27.00
Southern	15.5%	285,100	\$28.10
Hudson Valley	96.0%	1,600,200	\$24.05

RECENT BUILDING SALES

LOCATION	CITY	SIZE (SF)	SALE PRICE / PSF
925/1025 Westchester Avenue	White Plains	192,863	\$14,075,000 / \$72.97
115/117 Stevens Avenue	Valhalla	174,000	\$12,000,000 / \$68.96

RECENT COMPLETED LEASES

TENANT	SIZE (SF)	ADDRESS	TRANSACTION TYPE	SUBMARKET
Standard Life Ins.	21,793	333 Westchester Ave.	New Lease	White Plains CBD
Societe Generale	17,728	44 S. Broadway	Renewal	White Plains CBD
CrossBorder Solutions	16,556	520 White Plains Rd.	New Lease	West I-287
Judicial Title Ins.	14,293	800 Westchester Ave.	Renewal	East I-287

The Lincoln Team:

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