



We take our client's business personally...

It's a partnership. One where we understand the sense of urgency and the timeliness of information associated with real estate decision making.

We also recognize that there is nothing as constant as change. That's why we have made the commitment to our partners to be on the leading edge of information technology. Real time databases tracking demographic trends, sales and leases, cap rates and interest rates, start-ups and closures, new development and construction provide our clients with unparalleled insight into the market. Our property database tracks almost 2,000 buildings representing approximately 50 million square feet of retail, office and industrial properties. Our investor databases track ownership, rents and vacancy rates for almost 300 multifamily properties and over 800 manufactured housing communities in Kansas and Oklahoma. It's this commitment to information management, efficiency and serving our clients that has resulted in per broker sales among the industry's highest.

And now, we are taking that commitment to another level. We have developed CRECHECKUP; a NAI Martens proprietary program designed to assist the user of commercial properties in evaluating, managing and optimizing their real estate. Through our managed process, we work with clients to develop and implement strategies designed to reduce operating costs, attract and retain top talent and increase productivity. There is no cost, only solutions.

CRECHECKUP

Coming off one of the best years in the company's history, we are very optimistic about the direction of the city and the commercial real estate industry. 2016 and beyond will be a period of exciting opportunities.

Steven J, Martens, CCIM, CPM, SIOR CEO - The Martens Companies

J. Thomas Johnson, CRE President - NAIMartens





The last couple of years have been transformative for the Wichita economy and the commercial real estate market. Virtually all economic indicators are positive and the general tone of the market is optimistic. The completion of significant public and private sector projects has enhanced the profile of the community. Commercial real estate activity has generally outperformed the market's broad based economic indicators.

Accelerated consumer confidence and spending have helped energized the market. Retail sales have shown modest increases every year since 2009.

Inflation is still in check and interest rates, despite potential increases, will remain historically low.

Home sales are projected to increase this year and apartment construction is on the upswing; a positive for the Wichita economy going forward.

Wichita employers continue to add jobs at a modest rate and the unemployment rate has dropped to 5.2%. More jobs means more money which should translate to more demand.

Vacancy rates are trending downward and rental rates in select sectors are showing signs of increasing. New retail development has increased led by proposed large destination recreation/entertainment projects along with big box, junior box and strip center construction. There is limited availability of competitive industrial properties. New construction is increasing and rental rates are rising. Office continues to be challenged but there are signs of improvement as user construction increases and occupancy rates improve. The demand for investment property continues unabated, particularly for multifamily properties. Cap rates are very competitive in all sectors. New and proposed projects are cued up, occupancy and rental rates are rising and downtown investment continues.

Wichita is well positioned for growth through 2016 and into 2017. The restructuring of economic development efforts and the formation of the Greater Wichita Partnership is a great step forward. The launch of Wichita State's Innovation Campus, completion of the new 200,000 sq. ft. expansion on Koch's campus, opening of the new \$200 million Eisenhower National Airport and the start of the \$54 million Union Station redevelopment are just a few of this year's milestones... with many more to come!



OFFICE

The office market is dependent on an increase in financial, professional, technical and information services employment. Unfortunately, growth in these sectors has been less than desired. Expansion by traditional office user segments such as accounting, law and oil & gas has been notably absent nor has there been much start-up momentum.

Suburban and downtown Class A space is performing much better than the market as a whole. Landlords have been slow to push rents and renewals have been negotiated near market to retain tenants. Class B occupancy in the CBD has improved as tenants relocated from the Finney State Office Building or properties that have/will convert to alternative uses. The list of Class B availabilities narrows quickly when considering properties with flexible floor plans, desirable amenities and convenient parking.

On the watch list will be the future of the 230,000 sq. ft. former Finney State Office Building along with the recently acquired three building, 600,000 sq. ft. former Boeing campus.

Vacancy rates for both CBD and suburban office space have generally trended downward since the end of last year. The CBD overall vacancy rate is at 21% while suburban office space averages 17.9%. The city wide Class A vacancy rate is just over 12% while the overall market vacancy rate held steady at just under 20%. Downtown and northeast Class A space is the strongest. Downtown Class B reflects the highest vacancy rate at over 27%.

Rental rates have remained steady with a weighted average for all Class A space of \$17.50 per sq. ft. The highest Class A average rent is \$19.49 per sq. ft. in the northeast sub-market. Class B rents in the CBD are right at \$11.00 per sq. ft. and the overall market average was just over \$12.50 per sq. ft.

The medical office segment has been active as hospital and health systems have expanded outpatient services by consolidating with private physicians and some practices have entered into sale leaseback agreements with investors. Franchise and privately owned dental, chiropractic and urgent care clinics will continue to create opportunities.

Net absorption was limited but there were positive signs as deal flow was higher.

Office building sales, particularly downtown, are on the rise and several CBD and suburban properties are on the market.

Construction has been generally limited to the completion of the third building in Cranbrook, the start of the 87,000 sq.ft.

Murfin building in Waterfront, with the Hinkle Law firm as lead tenant, and various free standing owner-occupied financial and medical office buildings.

FORECAST

Inconsistent office fundamentals will result in only moderate decreases in the office vacancy rate and restricted asking rent growth. Class A property should remain stable throughout the city and it is likely that some landlords may start to push rents. New and renovated projects offering more productive and collaborative environments will outperform the market. Speculative construction will be limited as lenders usually require at least 50% pre-leasing. A few developments will find their anchor tenants at rents in the mid \$20 per sq. ft. range. Most new activity will be in owner-occupied buildings in select industry sectors such as medical and financial services.

MARKET AT A GLANCE

	Vacancy Rate	Asking R	Rent	
		Class A	Class B	
Central Business District	21.80%	\$16.12	\$11.13	
Suburban	17.90%	\$18.53	\$13.66	
Overall	19.40%	\$17.32	\$12.61	



RETAIL

With consumer confidence and optimism continuing its upward trend, the pace of retail development and construction is accelerating beyond single tenant driven projects to a wide variety of retail properties. Activity in the northeast quadrant, particularly along Greenwich Rd. between 13th and K-96, has picked up significantly in the last year. National retailers continue to enter the market; led by Costco, At Home and Academy Sports. Most competitive strip centers have recovered from the recession and several new properties, primarily those shadowing power centers and new big box retailers, are under construction.

Derby has emerged as a strong suburban sub-market given its housing growth and an increasing trade area. Anchored by Derby Marketplace, the Rock Rd. and Patriot Ave. corridors offer a diversity of retail and service options with an appetite for more. Urban entertainment and retail in Old Town, Delano and the Douglas Design District is performing well. There will be opportunities for select regional and national retailers.

Towne East regional mall maintains its consistently high occupancy rate while Towne West is adding alternative uses to its retail mix. Bradley Fair remains the premier

lifestyle center and should quickly fill the vacancy when Bed, Bath and Beyond moves to the 108 acre Greenwich Plaza. New Market Square's occupancy is solid and will add 120,000 sq. ft. of new pedestrian friendly space. Well located strip centers in east and west suburban markets have seen occupancy levels increase.

Echo Hills continues to pursue an outlet mall development. Plazzio sold two restaurant pad sites and a 25,000 sq. ft. strip center is planned on Greenwich Rd. Regency Lakes is losing World Market to Greenwich Plaza but new retail is being developed on the last remaining out parcel. Academy Sports has opened a second location and the Wichita Sports Forum will be another strong draw for the area. The west 21st St. and north Maize Rd. corridors continue to anchor the northwest sub-market. Infill development around Sam's Club and along Maize Rd. continues. The proposed Goddard Aquatic Center will be an interesting addition to the market.

Through mid year 2015, the overall retail vacancy rate was 15%. The combined regional and lifestyle center vacancy rate is

FORECAST

Consumers want shopping to be an event and a social experience. Restaurants will increasingly be looked upon to create ambiance for shopping centers. The mix of tenants including food purveyors, wellness concepts (including a higher mix of fitness centers, organic food stores and healthy restaurants), medical centers, educational uses and entertainment venues are trending aspects of shopping. Overall, we anticipate higher occupancy rates through 2016. Rents will increase marginally as landlords may wait to push rents until the economy is on firmer footing. Urban locations can emerge as the darling of retail as millennials and other demographic clusters continue to migrate to the CBD.



the strongest it has been in years. Rental rates, in the low to mid \$20 per sq. ft. range on a triple net basis, have held their own for well located Class A property. A few "Main and Main" properties are achieving rents in excess of \$35 per sq. ft. The market average is generally in the \$10-15 per sq. ft. range.

MARKET AT A GLANCE

Property Type	Vacancy Rate	Asking Rents
Power Center	8.4%	\$14.00
Hybrid/Lifestyle (1)	4.1%	\$24.58
Community	17%	\$8.77
Neighborhood Strip	22.4%	\$10.88
Strip Center	15.1%	\$10.92
Urban Retail	16.70%	\$14.64
Overall	15%	\$10.83

Note: (1) Combined to avoid disclosure (2) Total does not include regional centers and free standing buildings







The stabilization of the area's aircraft manufacturing segment and the diversification of the supply chain has resulted in a more vibrant industrial sector. The trade, transportation and utilities sectors, which added the third-largest number of new jobs this year, complements the increasing demand for industrial real estate. The strengthening of both the producer and consumer economics should bolster demand across a wide swath of industrial facilities.

Given the number of functionally obsolete properties and an inadequate supply of midsized, high ceiling buildings with larger storage yards and efficient dock configurations, the need for additional inventory is growing. It is estimated that 40% of existing warehouse and manufacturing space is old enough to be considered functionally obsolete but remains marketable due to its lower price. In response, construction activity is increasing and more is on the drawing board. However, the spread between development cost and rents has limited new development.

Today's users are looking at cubic feet in addition to square feet. Twenty-four foot ceiling heights used to be the norm and now it's common to see up to thirty-two feet. Wichita is primarily a manufacturing market with fewer industrial distribution and warehouse users. However, both are seeking larger buildings than in the past.

The most active submarkets continue to be southwest along the West St. corridor, in Comotara and along K-96 with new development popping up along I-135 from 29th to Park City. At the end of the 2nd Quarter, the overall vacancy rate was 10.9%, down over year-end 2014. Rental rates crept up slightly to \$4.34 per sq. ft. Demand is across the board for buildings from 5,000 sq. ft. to over 75,000 sq. ft. and availability is limited. The acquisition of the former Boeing Flight Line properties by a local partnership adds over 800,000 sq. ft. of special purpose, competitively priced space to the market.

Owner-occupied construction has picked up but new speculative projects are limited. A number of developers are waiting on the sidelines for opportunities. With current rental rates in the low \$4 per sq. ft. (gross) range, there has been a hesitancy to bring product to the market at supportable triple net rents. As an incentive for developers, property tax abatements have been made available resulting in a couple of new projects. A 90,000 sq. ft. building on south West St. that had been on the market for a couple of years has been fully leased and anchor space in a 150,000 sq. ft. spec building at 29th & Ohio has been leased, both at above market rents. While these are positive signs, rental rates remain below those required to support non-subsidized development.

FORECAST

New manufacturing and distribution technology continues to reduce the square footage requirements in select industries – a trend we reported last year. The market will accept higher priced product as the availability of existing space is absorbed. Users will gradually expand to new facilities as the inventory of lower price alternatives diminishes. As the market tightens, some owners who have held rents artificially low will capitalize on increasing demand. 2016 should be a solid year and we are more optimistic than we have been in years.

MARKET AT A GLANCE

	Vacancy Rate	Asking Rent
Hyde Park	8.4%	\$4.47
Northeast	11%	\$4.61
Northwest	9.7%	\$3.84
Southeast	20.6%	\$3.84
Southwest	6.8%	\$4.63
Overall	10.9%	\$4.34



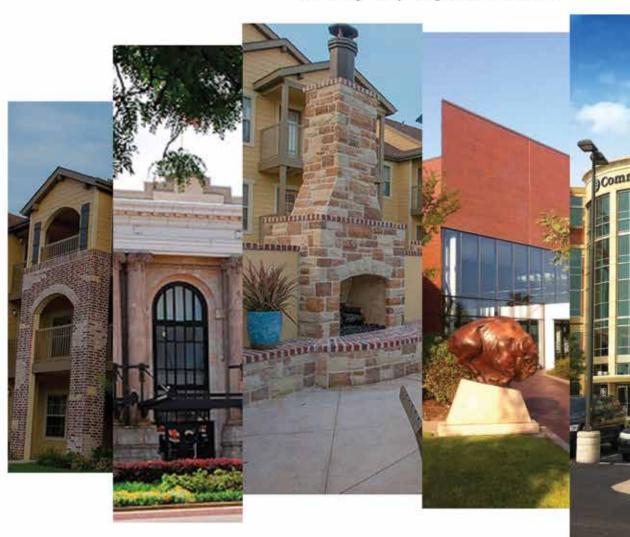
Real estate continues to have advantages over other investment options due to the stable income produced by quality assets that generate yields at a healthy premium over alternatives. Even though interest rates are expected to edge upwards, they remain historically low and real estate remains fairly valued. Although the potential for increasing interest rates tops the list of investor concerns, it is less of an issue compared to the limited availability of product. Private investors are far more prevalent in the local and regional market as public companies and institutions have focused on larger markets and Class A properties. Debt terms will stay favorable, supporting liquidity. Cap rates in secondary and tertiary markets, like Wichita, will tighten but lenders will likely absorb some of the minor shocks as they reduce their spreads.

APARTMENTS

Apartments continue to outperform the market. The vacancy rate has dipped as low as 5% and Class A rental rates, influenced by the pricing of new product, increased 5-10%. With over 1,800 units proposed or under construction, the supply could surpass demand in the short term but the market will catch up quickly. The rise in the number of millennials entering the job market and empty nesters considering rental alternatives tend to support the viability of the market. Cap rates, in the 7-8% range, will remain low as more investors enter the market, fundamentals continue to improve and attractive debt continues to be available.

HOSPITALITY

There has been a surge in sales and proposed new lodging property development. Activity is in response to new projects including the opening of the Eisenhower



National Airport and proposed large scale entertainment venues. Wichita's year end 2014 occupancy rate was just over 61% while the July national average was 75.3%. Wichita's ADR is \$81 compared to the national 2015 estimate of \$121. The number of high profile transactions would indicate investor's confidence in the future despite local commentary on the saturation of the market. With an improving economy and increased leisure and business travel, the hospitality sector will continue to improve.

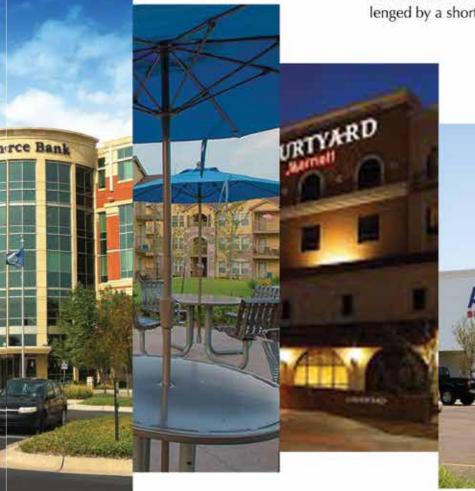
MANUFACTURED HOUSING

Strengthening operations, the low cost of financing and higher yields than are available in many other product types are maintaining investor interest in manufactured home communities. Although improving cash flows provide less incentive for owners to sell, those that have brought product to the

market are receiving multiple offers. Improving operations have reduced the number of properties that trade at double digit cap rates. However, value-add assets are still prevalent in the regional market. Cap rates range from 9.25 to 10.5% for most properties. Local and regional banks are willing to lend, which is maintaining the liquidity for this asset class.

OFFICE AND RETAIL

Investors have an appetite for all product types and office and retail is no exception. The demand for well managed office properties with a secure NOI is strong. Cap rates for general and medical office average 9.3% with a low of 7.1% and a high of 14.2%. Retail strip centers, anchored shopping centers and single-tenant net leased investments remain in demand. Retail and restaurant cap rates range between 5.5% and 13.65% with an average of 8.3%. Traditional shopping center deals are more moderate with a cap rate average of 9.4%. Like other investment alternatives, the market is challenged by a shortage of quality product.







Leases:

Trust Company of Kansas leased 7,500 sq. ft. in Farm Credit Bank Building Viega relocated to 32,000 sq. ft. in Ruffin Building AGH renewed 30,000 sq. ft. at Epic Center

Patterson Legal Group expanded to 9,600 sq. ft. in Farm Credit Bank Building

Regus Executive Suites opening in Occidental's Grand & Patrick Hotel and Northrock Offices

Convergys is moving to 33,500 sq. ft. in the former Sears in Towne West AirBus will move to Partnership I building at WSU's Innovation Campus

Hinkle Law Firm is moving to 3 floors of Murfin's Waterfront Building

Ally Financial vacates 30,000 sq. ft. in Ruffin Building East

Sales:

IRS Building (Sedgwick County)	CBD	94,342 sq. ft.
Riverview (Investor)	CBD	90,000 sq. ft.
Petroleum Building (Investor)	CBD	47,190 sq. ft.
Market Centre (Apartment Conversion)	CBD	125,750 sq. ft.
Level 3 Communication Building (Investor)	CBD	56,662 sq. ft.
Exchange Place (Apartment Conversion)	CBD	236,115 sq. ft.
Equity Bank Building (Owner/User)	East	124,388 sq. ft.
Commerce Plaza (Alternative Use)	CBD	60,927sq. ft.
Former Boeing Office Campus (Investor)	SE	635,000 sq. ft.

Properties for Sale:

Epic Center	CBD	289,154 sq. ft.
Brittany I & II	NE	115,825 sq. ft
Omni Center	East	47,716 sq. ft
Corporate Hills	East	90,860 sq. ft
IMA Financial Center	NE	55,000 sq. ft
Former Workforce Alliance	ird quarter CBD	156,000 sq. ft

Development/Construction/Renovation:

KOCH Industries Expansion	NE	210,000 sq. ft.
Murfin Building (Waterfront)	NE	87,644 sq. ft.
Cranbrook (3rd Building Completed)	NE	51,218 sq. ft.
WSU Partnership I	NE	90,000 sq. ft.
WSU Experimental Engineering Building	NE	160,000 sq. ft.
Northrock 14	NE	95,000 sq. ft.
Finney State Office Building	CBD	295,000 sq. ft.
McCurdy Auction	East	10,000 sq. ft.
Miccurdy Auction	Edst	10,000 50

Medical:

Innovative Vein under construction in Oak Creek
Wesley's \$28M children's hospital under construction
Center for Women's Health Building sold in Wilson Estates
Family Medical East on N. Rock Rd. sold
Sale of the Cypress Heart Hospital on E. 29th St. N.
Proposed Hampton Lakes Medical Park on N.Ridge Rd.
New Epic Heart & Surgery Center opens on N. Webb Rd.
Primary Care Physicians building on E. 21st St. sells to investors
Pauly Dental purchases former Landreth/Baker offices
Wesley Hospital building an 11,000 sq. ft. emergency room in Derby
Dillehay Orthodontics opens new facility in Waterfront



Investment Sales:

Shops at Tallgrass
Noodles anchored center on N. Rock Rd.
Mattress Firm site at SWC 21st and Rock Rd.
14,124 sq. ft. Guitar Center sold on W. Kellogg
South Broadway Kmart sells for \$3.85M
W. 13th St. center sells for future Natural Grocers
Sweetbriar Shopping Center on Amidon & 21st St.
One Kellogg Place Wal-Mart Shadowed Retail

User Sale Highlights:

Target sells Towne East Drive location to At Home 17.3 acres at Webb and Kellogg sold for Costco

Lease Transaction Highlights:

Bed Bath and Beyond leaving Bradley Fair to join World Market (leaving Regency Lakes) and Buy Buy Baby in Greenwich Plaza

Bricktown Brewery opened in former Chapada on West 21st St.

Applebee's on N. Rock Rd. relocates to Plazzio along with China Go

Bricktown Brewery opens in former Applebee's

Ashley Furniture opens in former Sportsman's Warehouse at One Kellogg Place

Eddie Bauer downsizes to 4,500 sq. ft. Opens up 7,500 sq. ft. free standing building in Bradley Fair

Sprouts to open at Piccadilly location

Costco opens at Webb and Kellogg

Wichita Luxury Collection continues development of facilities for BMW, Porsche, Mini Cooper and Acura

Ethan Allen leased 7,500 sq. ft. at Waterfront Plaza

Boot Barn buys Sheplers

Sears closed in Towne West; opens Hometown Store

Dunkin Donuts and Pie Five enter the market with multiple locations

Greystone Steaks & Seafood takes over Famous Dave's East

Wichita Brewing Co. & Pizzeria opens in Plaza del Sol

Dean & Deluca Café planned in Tallgrass East

Bubba's 33 to open next to Longhorn East

Hobby Lobby opening in Derby Marketplace

Development and Construction:

Outlet mall at Echo Hills still in the works

New 25,000 sq. ft. strip center and Braum's planned on Greenwich Rd.

Southfork retail slows; may convert 30 acres for industrial use

20,000 sq. ft. retail center under construction at Academy Sports East location

Slawson Companies to develop New Market North and Cadillac Lake at 29th and Maize Rd.

Goddard Aquatic Center announced with hotel, aquatic and wellness center, entertainment center, baseball and turf fields

Wichita Sports Forum planned in Greenwich Plaza with 140,000 sq. ft. field house and hotel

New out parcel retail under construction at Sam's West

Is a dinosaur themed entertainment project coming to Derby?

Thunderbird Tactical opens 27,000 sq. ft. facility on N. Greenwich Rd.

HINDUSTRIAL SHITS

Sale Transactions:

Air Capital Flight Lines (Former Boeing Facilities) 830,314 sq. ft. Castle Metals 43,428 sq. ft. Foley Industries Purchase 71,824 sq. ft. L&L Van Lines on 36th St. N. 46,668 sq. ft. 5015 S. Water (Investor) 113,710 sq. ft. 31,714 sq. ft. Reddi Industries on N. Broadway B/E Aerospace on E. 34th 49,000 sq. ft. LDF land purchase on 26th St. N. 7.5 acres Wildcat Sale 35,000 sq. ft. K & M Tire Building 72,000 sq. ft. Former Big Dog 60,000 sq. ft.

Lease Transactions:

Wurth Service Supply 34,000 sq. ft.

Leadfoot Enterprises/Aquasizers Pool 21,000 sq. ft.

Xpedx 50,400 sq. ft.

Lewis Goetz 40,550 sq. ft.

Aerospace Turbine Rotables 72,000 sq. ft.

Proposed Industrial Park Development:

Mid ContinentHoover Rd144,000 sq. ft.Ironhorse Manufacturing ParkSeneca & McArthur600,000 sq. ft.MacWestWest St. and McArthur300,000 sq. ft.

Market Highlights:

Spirit Aerosystems considering the sale of fabrication work – new company in Derby a possibility Kice Industries adds 22,000 sq. ft. to Park City plant

Total Electric managers purchased the company from TEC Systems and look to move to new space Pratt Industries opens new 30,000 sq. ft. recycling center on E. Murdock

Reiloy USA (Reiloy Westland Corp.) moves to new 55,000 sq. ft. facility in new industrial park on 53rd St. N.

B & B Airparts doubling its space with 44,000 sq. ft. expansion in South Wichita

Bel Aire's Sunflower Commerce Park enhanced rail access with \$1.3 million, three quarter mile extension JCB Laboratories converts 50,000 sq. ft. former B/E Aerospace building on 34th St. N. into clean air labs

ERI Solutions purchased a 9,000 sq. ft. building on S. Edwards

Galaxy Technologies in Winfield completed a \$6.5 million expansion including a 30,000 sq. ft. addition AeroTech Engineering moving to Maize Industrial Park and planning a 50,000 sq. ft. building

Utility Contractors, Inc. remodeling adjacent building to consolidate operations in a 75,000 sq. ft. facility

J and J Machinery relocates from Midland Industrial park to new building on N. Mosley

Lou Robelli, Air Capital Delivery, considering adding 300,000 sq. ft. to the former Hayes Company facility in Bel Aire Scarbrough International to build a 50,000 sq. ft. warehouse in Newton's Kansas Logistics Park

Conco Construction purchased 20 acres at 29th and Ohio St. and is building a new headquarters facility

Crossland Construction considers additional spec warehouse at 29th and Ohio St. and other sites

GE Aviation investing \$7 million at Strother Field in Arkansas City to assemble new engines

Viega added 80,000 sq. ft. to its McPherson warehouse/manufacturing operation

Capps Manufacturing to start construction of 80,000 sq. ft. warehouse on S. Custer

FMI, Inc. in Park City planning an 82,000 sq. ft. production facility expansion

FedEx to occupy 177,000 sq. ft. build-to-suit building in Sunflower Commerce Park

HNVESTMENT HTTS

APARTMENTS:

	AFARIMENTS.		
1	Sale Transactions	Units	Market Area
	Bennington Place	138	NW
	The Willows Apts	79	SE
	Cross Creek	256	NE
	Riverwalk	216	SW
	The Shores	342	SW
	McArthur's Lake	144	SW
Ì	Watson Park	57	SW
	Terrydale	32	SE
	Brookstone/Olde English Manor	264	NE
	Multi-Property Portfolio	696	Various
	Development and Construction	Units	Market Area
	Stoney Pointe	438	NE
	Portofino	278	East
	Sunstone	228	NW
	River Vista	204	CBD
	Flats 325 Addition	72	CBD
	The Vue	184	NW
	Exchange Place	230	CBD
	Pinnacle	70	CBD
	Proposed Projects	Units	Market Area
	Market Centre Lofts	70	CBD
	Water Street Lofts	90	CBD
	Parkstone/College Hill	196	East

HOSPITALITY:

Sale Transactions	Rooms	Proposed Development/Construction	Rooms	Market Area
Marriott Courtyard Old Town	128	Home2Suites in Cross Pointe	107	NE
Quality Inn	50	Springhill Suites West Kellogg	121	West
Days Inn	42	Hampton Inn Eisenhower Airport	125	West
CrestHill Suites	62	Aloft at K96 and Oliver	127	NE
		Goddard Aquatic Center (Crowne Plaza)	141	West
Late 2014 sales:		Wichita Sports Forum	120	NE
Residence Inn @ Plazzio	92			
Springhill Suites @ Plazzio	102			
Hampton Inn @ Regency Lakes	96			
Hilton Garden Inn @ Bradley Fair	103			

Note: The city is considering the sale of the Hyatt Regency Wichita

















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