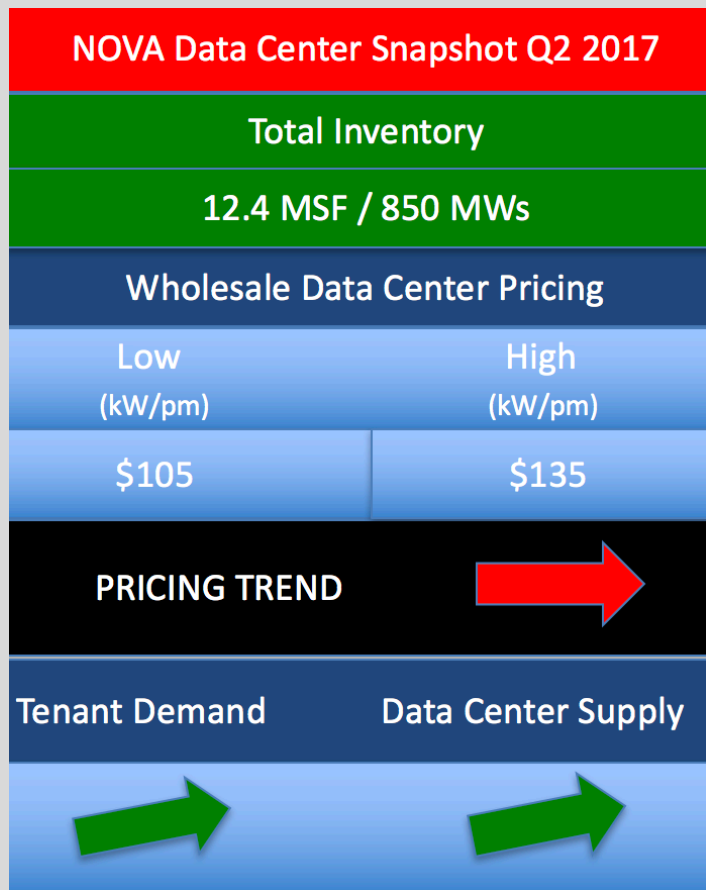


Data Center Market Overview 2017 – Q2

The Northern Virginia (NOVA) data center market is the top market in the US with over 12M SF of total data center space in the area. After having an off-the-charts 2016 with 130 MWs of absorption, NOVA is still seeing considerable activity into 2017.

As of Q2 2017, NOVA has witnessed 40 MWs of absorption with cloud providers, enterprise, and social media being the main demand drivers.



Notable NOVA Data Center Activity

Dupont Fabros (DFT) had its best Q1 in history with 28.8 MWs of absorption between Chicago and NOVA with 7.2 MWs of the absorption being in its new ACC9 NOVA data center.

Digital Realty Trust (DRT) is in the process of acquiring Dupont Fabros (DFT) which will dramatically expand the DRT already substantial NOVA data center footprint.

CyrusOne (CONE) lands 10 MW cloud provider in NOVA data center footprint which continues the company's rapid expansion in the area.

Raging Wire is in the final stages of completing its new Ashburn VA3 data center which is 245,000 SF offering an initial 16 MWs of power

Sentinel Data Centers acquired a 65 acre land site from AOL in NOVA with plans to build three (3) data centers across 2.8M SF.

Corporate Office Property Trust (COPT) has submitted plans for a 141 acre parcel in Loudon County (NOVA) for its new Paragon Park data center campus project.

Equinix acquired four (4) parcels totaling 34.5 acres for expansion of its main Ashburn data center campus. The property was acquired at a record setting \$1M per acre

Summary

The Northern Virginia (NOVA) data center market continues to see record demand with the six (6) data center REITS and other regional players all developing new facilities in the market. Currently, there is a total of 180 MWs of data center supply under construction.

Land prices have in Ashburn have continually increased with a record setting \$1M per acre paid by Equinix to expand its main NOVA campus.

We anticipate new NOVA deal activity to continue or exceed its current pace for the rest of the 2017.