The Upper Parkway consists of Montvale, Park Ridge and Woodcliff Lake. Several key statistics of this submarket are highlighted below:

<table>
<thead>
<tr>
<th></th>
<th>Existing Inventory</th>
<th># of Buildings</th>
<th>Total Availability</th>
<th>Availability Rate</th>
<th>Quoted Rental Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class A</td>
<td>2,632,069 SF</td>
<td>19</td>
<td>786,084 SF</td>
<td>29.8%</td>
<td>$25.08 PSF</td>
</tr>
<tr>
<td>Class B</td>
<td>2,270,242 SF</td>
<td>41</td>
<td>437,332 SF</td>
<td>19.2%</td>
<td>$21.89 PSF</td>
</tr>
</tbody>
</table>

Submarket Clusters
- Bergen Central
- Bergen East
- Bergen North
- Meadowlands

Submarkets
- Route 208 Corridor
- GW Bridge
- North 17 Corridor
- Western Bergen Meadowlands
- Route 4/17
- Hackensack
- North Central Bergen
- Route 46 Corridor
- Teaneck/Ridgefield
- Palisades
- Upper Parkway
## Available Properties

### Upper Parkway Submarket

<table>
<thead>
<tr>
<th>ADDRESS</th>
<th>CLASS</th>
<th>BUILDING RBA</th>
<th>AVAILABLE SPACE</th>
<th>MAX CONTIGUOUS</th>
<th>OCCUPANCY RATE</th>
<th>NOTES</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Maynard Drive, Park Ridge</td>
<td>A</td>
<td>139,000</td>
<td>3,128 sf - 50,511 sf</td>
<td>21,874 sf</td>
<td>63.7%</td>
<td>On-site Ownership</td>
</tr>
<tr>
<td>21 Philips Parkway, Montvale</td>
<td>B</td>
<td>18,467</td>
<td>3,800 sf - 4,400 sf</td>
<td>8,200 sf</td>
<td>56%</td>
<td>For Sale</td>
</tr>
<tr>
<td>135 Chestnut Ridge Road, Montvale</td>
<td>B</td>
<td>66,150</td>
<td>4,747 sf - 30,937 sf</td>
<td>16,982 sf</td>
<td>79%</td>
<td>Energy Star</td>
</tr>
<tr>
<td>300 Tice Boulevard, Woodcliff Lake</td>
<td>A</td>
<td>230,000</td>
<td>17,814 sf - 120,445 sf</td>
<td>41,529 sf</td>
<td>65.7%</td>
<td>All common areas renovated within last 6 months</td>
</tr>
</tbody>
</table>
Those of us who work every day within the office sector of the commercial real estate brokerage industry have been trying to look at the glass half full since 2010. It’s been a trying six (6) years. Many of communities across the country are coping with a new reality - the demand for office space in suburbia has been sloth-like at best. The problem is a complicated one and most communities across the country aren’t quite sure what to do.

As mentioned in a previous report, Montvale’s Mayor and Council has created an Economic Development and Retention Committee to address the issue head-on. One of the steps they’ve taken was to hear from some of the commercial real estate practitioners as to the current demand for office space, future trends and possible recommendations.

Gail Price of Price Meese Shulman & D’Arminio in Woodcliff Lake, Chris Olsen of Eagle Real Estate Group in Upper Saddle River and Judy Troiano of NAI Hanson in Hackensack shared their views last week with the Mayor and Council on the state of the office market. Below is a summary of the presentation:

Office space is being altered rapidly and dramatically. The office is no longer a cubicle but a computer. Office connectivity can be wherever and whenever you want it. Blame it on the recession and/or the millennials but there are a multitude of changes affecting office buildings and how we will work within them going forward:

- Co-working
- Hoteling
- Flight to quality
- Transit-based live/work/play environment
- The shrinking of square footage on a per person basis
- Increased office building security
- The rise in commercial real estate values in car dependent environments like the Upper Parkway pales in comparison to the rise in values in highly walkable, urban settings

It is important to keep in mind that some of the items listed above, such as corporate’s shrinking of square footage allotted on a per person basis can bring other concerns. In 2009 it was 225 sf. By 2017 it is expected to be 100 sf. The parking lots and mechanical systems of these older office buildings are not equipped to handle such an increase in the amount of workers.

“Millennials - born between 1980 and 1995 - are driving many of these changes. They strongly embrace green initiatives, demand a work/life balance and flexible work schedules, are highly collaborative, self-expressive and will sacrifice size for location. Being tethered to a 25-year old, unimproved office building in suburbia is not all that intriguing to them.” – Judy Troiano

“Users are looking for many more amenities on the site, both internally and externally. With millennial usage changing, those demands are also changing. Somehow the parking needs to be addressed and the coverage, I think, needs to be addressed on the lot to allow flexibility with the redesign of some of these buildings. And I believe you need to be open to mixed-use. That’s what’s going to allow for some of these office buildings to get redeveloped. So, if it was an office building, keep in mind that it doesn’t have to remain an office building.” – Gail Price

Just as it will be for the various other suburban communities across the country, demolition and transformation of older office buildings in Woodcliff Lake, Park Ridge and Montvale is not negotiable.

“One of the tests of leadership is the ability to recognize a problem before it becomes an emergency.”

~ Arnold Glasgow

Please feel free to contact us if you would like any or all of the following:

- Additional information on the current office leasing environment.
- Additional information on the properties featured here or any available property within Bergen County’s 12 submarkets.
- To meet with us to determine how we can renegotiate your current lease for you.

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