

# THE CoSTAR INDUSTRIAL REPORT

FIRST QUARTER 2013

## Los Angeles Industrial Market



# LOS ANGELES INDUSTRIAL MARKET



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## METHODOLOGY

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The CoStar Industrial Report calculates Industrial statistics using CoStar Group's base of existing, under construction and under renovation Industrial buildings in each given metropolitan area. All Industrial building types are included, including warehouse, flex / research & development, distribution, manufacturing, industrial showroom, and service buildings, in both single-tenant and multi-tenant buildings, including owner-occupied buildings. CoStar Group's national database includes approximately 80.7 billion square feet of coverage in 3.5 million properties. All rental rates reported in the CoStar Industrial Report are calculated using the quoted rental rate for each property.

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# LOS ANGELES INDUSTRIAL MARKET



## TERMS & DEFINITIONS

**Availability Rate:** The ratio of available space to total rentable space, calculated by dividing the total available square feet by the total rentable square feet.

**Available Space:** The total amount of space that is currently being marketed as available for lease in a given time period. It includes any space that is available, regardless of whether the space is vacant, occupied, available for sublease, or available at a future date.

**Build-to-Suit:** A term describing a particular property, developed specifically for a certain tenant to occupy, with structural features, systems, or improvement work designed specifically for the needs of that tenant. A build-to-suit can be leased or owned by the tenant. In a leased build-to-suit, a tenant will usually have a long term lease on the space.

**Buyer:** The individual, group, company, or entity that has purchased a commercial real estate asset.

**Cap Rate:** Short for capitalization rate. The Cap Rate is a calculation that reflects the relationship between one year's net operating income and the current market value of a particular property. The Cap Rate is calculated by dividing the annual net operating income by the sales price (or asking sales price).

**CBD:** Abbreviation for Central Business District. (See also: Central Business District)

**Central Business District:** The designations of Central Business District (CBD) and Suburban refer to a particular geographic area within a metropolitan statistical area (MSA) describing the level of real estate development found there. The CBD is characterized by a high density, well organized core within the largest city of a given MSA.

**Class A:** A classification used to describe buildings that generally qualify as extremely desirable investment-grade properties and command the highest rents or sale prices compared to other buildings in the same market. Such buildings are well located and provide efficient tenant layouts as well as high quality, and in some buildings, one-of-a-kind floor plans. They can be an architectural or historical landmark designed by prominent architects. These buildings contain a modern mechanical system, and have above-average maintenance and management as well as the best quality materials and workmanship in their trim and interior fittings. They are generally the most attractive and eagerly sought by investors willing to pay a premium for quality.

**Class B:** A classification used to describe buildings that generally qualify as a more speculative investment, and as such, command lower rents or sale prices compared to Class A properties. Such buildings offer utilitarian space without special attractions, and have ordinary design, if new or fairly new; good to excellent design if an older non-landmark building. These buildings typically have average to good maintenance, management and tenants. They are less appealing to tenants than Class A properties, and may be deficient in a number of respects including floor plans, condition and facilities. They lack prestige and must depend chiefly on a lower price to attract tenants and investors.

**Class C:** A classification used to describe buildings that generally qualify as no-frills, older buildings that offer basic space and command lower rents or sale prices compared to other buildings in the same market. Such buildings typically have below-average maintenance and management, and could have mixed or low tenant prestige, inferior elevators, and/or mechanical/electrical systems. These buildings lack prestige and must depend chiefly on a lower price to attract tenants and investors.

**Construction Starts:** Buildings that began construction during a specific period of time. (See also: Deliveries)

**Contiguous Blocks of Space:** Space within a building that is, or is able to be joined together into a single contiguous space.

**Deliveries:** Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certificate of occupancy must have been issued for the property.

**Delivery Date:** The date a building completes construction and receives a certificate of occupancy.

**Developer:** The company, entity or individual that transforms raw land to improved property by use of labor, capital and entrepreneurial efforts.

**Direct Space:** Space that is being offered for lease directly from the landlord or owner of a building, as opposed to space being offered in a building by another tenant (or broker of a tenant) trying to sublet a space that has already been leased.

**Existing Inventory:** The square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space in buildings that are either planned, under construction or under renovation.

**Flex Building:** A type of building designed to be versatile, which may be used in combination with office (corporate headquarters), research and development, quasi-retail sales, and including but not limited to industrial, warehouse, and distribution uses. A typical flex building will be one or two stories with at least half of the rentable area being used as office space, have ceiling heights of 16 feet or less, and have some type of drive-in door, even though the door may be glassed in or sealed off.

**Full Service Rental Rate:** Rental rates that include all operating expenses such as utilities, electricity, janitorial services, taxes and insurance.

**Gross Absorption:** The total change in occupied space over a given period of time, counting space that is occupied but not space that is vacated by tenants. Gross absorption differs from leasing Activity, which is the sum of all space leased over a certain period of time. Unless otherwise noted Gross Absorption includes direct and sublease space.

**Growth in Inventory:** The change in size of the existing square footage in a given area over a given period of time, generally due to the construction of new buildings.

**Industrial Building:** A type of building adapted for such uses as the assemblage, processing, and/or manufacturing of products from raw materials or fabricated parts. Additional uses include warehousing, distribution, and maintenance facilities. The primary purpose of the space is for storing, producing, assembling, or distributing product.

**Landlord Rep:** (Landlord Representative) In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the owner/landlord is referred to as the Landlord Rep.

**Leased Space:** All the space that has a financial lease obligation. It includes all leased space, regardless of whether the space is currently occupied by a tenant. Leased space also includes space being offered for sublease.

**Leasing Activity:** The volume of square footage that is committed to and signed under a lease obligation for a specific building or market in a given period of time. It includes direct leases, subleases and renewals of existing leases. It also includes any pre-leasing activity in planned, under construction, or under renovation buildings.

**Market:** Geographic boundaries that serve to delineate core areas that are competitive with each other and constitute a generally accepted primary competitive set of areas. Markets are building-type specific, and are non-overlapping contiguous geographic designations having a cumulative sum that matches the boundaries of the entire Region (See also: Region). Markets can be further subdivided into Submarkets. (See also: Submarkets)

# LOS ANGELES INDUSTRIAL MARKET

**Multi-Tenant:** Buildings that house more than one tenant at a given time. Usually, multi-tenant buildings were designed and built to accommodate many different floor plans and designs for different tenant needs. (See also: Tenancy).

**Net Absorption:** The net change in occupied space over a given period of time. Unless otherwise noted Net Absorption includes direct and sublease space.

**Net Rental Rate:** A rental rate that excludes certain expenses that a tenant could incur in occupying office space. Such expenses are expected to be paid directly by the tenant and may include janitorial costs, electricity, utilities, taxes, insurance and other related costs.

**New Space:** Sometimes called first generation space, refers to space that has never been occupied and/or leased by a tenant.

**Occupied Space:** Space that is physically occupied by a tenant. It does not include leased space that is not currently occupied by a tenant.

**Office Building:** A type of commercial building used exclusively or primarily for office use (business), as opposed to manufacturing, warehousing, or other uses. Office buildings may sometimes have other associated uses within part of the building, i.e., retail sales, financial, or restaurant, usually on the ground floor.

**Owner:** The company, entity, or individual that holds title on a given building or property.

**Planned/Proposed:** The status of a building that has been announced for future development but not yet started construction.

**Preleased Space:** The amount of space in a building that has been leased prior to its construction completion date, or certificate of occupancy date.

**Price/SF:** Calculated by dividing the price of a building (either sales price or asking sales price) by the Rentable Building Area (RBA).

**Property Manager:** The company and/or person responsible for the day-to-day operations of a building, such as cleaning, trash removal, etc. The property manager also makes sure that the various systems within the building, such as the elevators, HVAC, and electrical systems, are functioning properly.

**Quoted Rental Rate:** The asking rate per square foot for a particular building or unit of space by a broker or property owner. Quoted rental rates may differ from the actual rates paid by tenants following the negotiation of all terms and conditions in a specific lease.

**RBA:** Abbreviation for Rentable Building Area. (See also: Rentable Building Area)

**Region:** Core areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Regions are further divided into market areas, called Markets. (See also: Markets)

**Relet Space:** Sometimes called second generation or direct space, refers to existing space that has previously been occupied by another tenant.

**Rentable Building Area:** (RBA) The total square footage of a building that can be occupied by, or assigned to a tenant for the purpose of determining a tenant's rental obligation. Generally RBA includes a percentage of common areas including all hallways, main lobbies, bathrooms, and telephone closets.

**Rental Rates:** The annual costs of occupancy for a particular space quoted on a per square foot basis.

**Sales Price:** The total dollar amount paid for a particular property at a particular point in time.

**Sales Volume:** The sum of sales prices for a given group of buildings in a given time period.

**Seller:** The individual, group, company, or entity that sells a particular commercial real estate asset.

**SF:** Abbreviation for Square Feet.

**Single-Tenant:** Buildings that are occupied, or intended to be occupied by a single tenant. (See also: Build-to-suit and Tenancy)

**Sublease Space:** Space that has been leased by a tenant and is being offered for lease back to the market by the tenant with the lease obligation. Sublease space is sometimes referred to as sublet space.

**Submarkets:** Specific geographic boundaries that serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted primary competitive set, or peer group. Submarkets are building type specific (office, industrial, retail, etc.), with distinct boundaries dependent on different factors relevant to each building type. Submarkets are non-overlapping, contiguous geographic designations having a cumulative sum that matches the boundaries of the Market they are located within (See also: Market).

**Suburban:** The Suburban and Central Business District (CBD) designations refer to a particular geographic area within a metropolitan statistical area (MSA). Suburban is defined as including all office inventory not located in the CBD. (See also: CBD)

**Tenancy:** A term used to indicate whether or not a building is occupied by multiple tenants (See also: Multi-tenant) or a single tenant. (See also: Single-tenant)

**Tenant Rep:** Tenant Rep stands for Tenant Representative. In a typical lease transaction between an owner/landlord and tenant, the broker that represents the interests of the tenant is referred to as a Tenant Rep.

**Time On Market:** A measure of how long a currently available space has been marketed for lease, regardless of whether it is vacant or occupied.

**Under Construction:** The status of a building that is in the process of being developed, assembled, built or constructed. A building is considered to be under construction after it has begun construction and until it receives a certificate of occupancy.

**Vacancy Rate:** A measurement expressed as a percentage of the total amount of physically vacant space divided by the total amount of existing inventory. Under construction space generally is not included in vacancy calculations.

**Vacant Space:** Space that is not currently occupied by a tenant, regardless of any lease obligation that may be on the space. Vacant space could be space that is either available or not available. For example, sublease space that is currently being paid for by a tenant but not occupied by that tenant, would be considered vacant space. Likewise, space that has been leased but not yet occupied because of finish work being done, would also be considered vacant space.

**Weighted Average Rental Rate:** Rental rates that are calculated by factoring in, or weighting, the square footage associated with each particular rental rate. This has the effect of causing rental rates on larger spaces to affect the average more than that of smaller spaces. The weighted average rental rate is calculated by taking the ratio of the square footage associated with the rental rate on each individual available space to the square footage associated with rental rates on all available spaces, multiplying the rental rate by that ratio, and then adding together all the resulting numbers. Unless specifically specified otherwise, rental rate averages include both Direct and Sublet available spaces.

**Year Built:** The year in which a building completed construction and was issued a certificate of occupancy.

**YTD:** Abbreviation for Year-to-Date. Describes statistics that are cumulative from the beginning of a calendar year through whatever time period is being studied.

## LOS ANGELES INDUSTRIAL MARKET

OVERVIEW



# LOS ANGELES'S VACANCY INCREASES TO 5.1 %

## Net Absorption Negative (1,130,455) SF in the Quarter

The Los Angeles Industrial market ended the first quarter 2013 with a vacancy rate of 5.1%. The vacancy rate was up over the previous quarter, with net absorption totaling negative (1,130,455) square feet in the first quarter. Vacant sublease space increased in the quarter, ending the quarter at 2,283,621 square feet. Rental rates ended the first quarter at \$7.18, an increase over the previous quarter. A total of four buildings delivered to the market in the quarter totaling 364,683 square feet, with 1,586,287 square feet still under construction at the end of the quarter.

### Absorption

Net absorption for the overall Los Angeles Industrial market was negative (1,130,455) square feet in the first quarter 2013. That compares to positive 3,273,580 square feet in the fourth quarter 2012, negative (2,143,822) square feet in the third quarter 2012, and positive 435,213 square feet in the second quarter 2012.

Tenants moving out of large blocks of space in 2013 include: Port Logistics Group, Inc. moving out of (158,500) square feet at Lincoln Dist Center - GNB, JM KC Express moving out of (129,919) square feet at 2839 El Presidio St., and McKesson Medical-Surgical moving out of (120,000) square feet at 19700 Business Pky.

Tenants moving into large blocks of space in 2013 include: Space Exploration Technologies moving into 210,300 square feet at 2701 W El Segundo Blvd, Marathon Distribution Services moving into 194,481 square feet at 14450 Industry Cir, and International Cargo Terminals, Inc. moving into 187,986 square feet at 100 W Victoria St.

The Flex building market recorded net absorption of positive 85,183 square feet in the first quarter 2013, compared to negative (23,324) square feet in the fourth quarter 2012, negative (280,518) in the third quarter 2012, and negative (281,420) in the second quarter 2012.

The Warehouse building market recorded net absorption of negative (1,215,638) square feet in the first quarter 2013 compared to positive 3,296,904 square feet in the fourth quarter 2012, negative (1,863,304) in the third quarter 2012, and positive 716,633 in the second quarter 2012.

### Vacancy

The Industrial vacancy rate in the Los Angeles market area increased to 5.1% at the end of the first quarter 2013. The vacancy rate was 5.0% at the end of the fourth quarter 2012, 5.2% at the end of the third quarter 2012, and 5.0% at the end of the second quarter 2012.

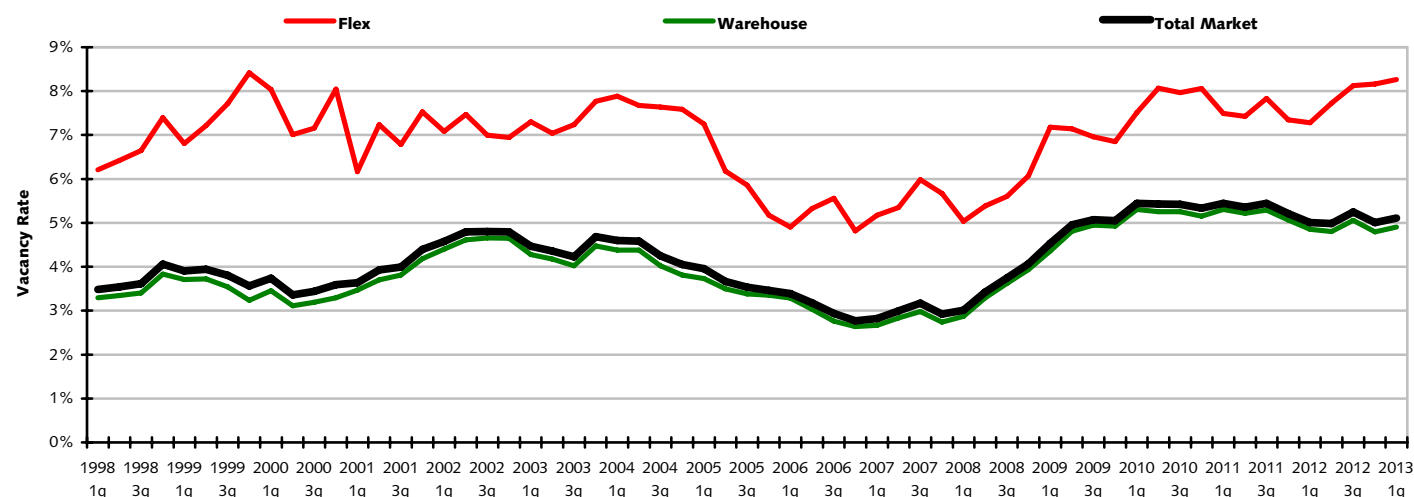
Flex projects reported a vacancy rate of 8.3% at the end of the first quarter 2013, 8.2% at the end of the fourth quarter 2012, 8.1% at the end of the third quarter 2012, and 7.7% at the end of the second quarter 2012.

Warehouse projects reported a vacancy rate of 4.9% at the end of the first quarter 2013, 4.8% at the end of fourth quarter 2012, 5.1% at the end of the third quarter 2012, and 4.8% at the end of the second quarter 2012.

### Largest Lease Signings

The largest lease signings occurring in 2013 included: the 175,660-square-foot lease signed by Moulton Logistics at Airport Business Park - Bldg 1 in the SFV West market; the 133,510-

## VACANCY RATES BY BUILDING TYPE 1998-2013



Source: CoStar Property®



square-foot deal signed by Fungyun, Inc. at Harris Business Center 58 in the Commerce Area market; and the 99,702-square-foot lease signed by Pratt & Whitney at 9425 Canoga Ave in the SFV West market.

## Sublease Vacancy

The amount of vacant sublease space in the Los Angeles market increased to 2,283,621 square feet by the end of the first quarter 2013, from 2,201,290 square feet at the end of the fourth quarter 2012. There was 2,451,390 square feet vacant at the end of the third quarter 2012 and 2,213,999 square feet at the end of the second quarter 2012.

Los Angeles's Flex projects reported vacant sublease space of 215,527 square feet at the end of first quarter 2013, down from the 226,016 square feet reported at the end of the fourth quarter 2012. There were 221,983 square feet of sublease space vacant at the end of the third quarter 2012, and 125,616 square feet at the end of the second quarter 2012.

Warehouse projects reported increased vacant sublease space from the fourth quarter 2012 to the first quarter 2013. Sublease vacancy went from 1,975,274 square feet to 2,068,094 square feet during that time. There were 2,229,407 square feet at the end of the third quarter 2012, and 2,088,383 square feet at the end of the second quarter 2012.

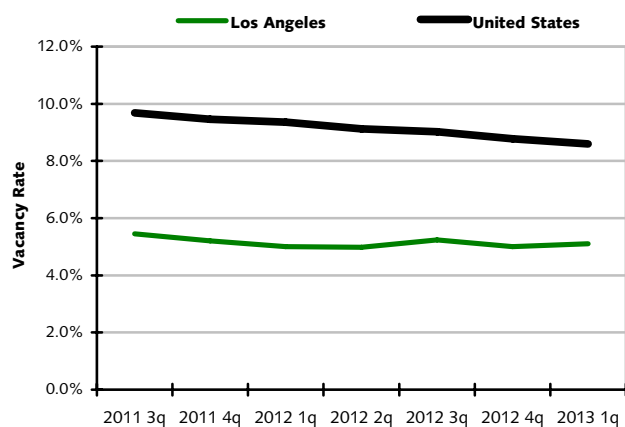
## Rental Rates

The average quoted asking rental rate for available Industrial space was \$7.18 per square foot per year at the end of the first quarter 2013 in the Los Angeles market area. This represented a 1.1% increase in quoted rental rates from the end of the fourth quarter 2012, when rents were reported at \$7.10 per square foot.

The average quoted rate within the Flex sector was \$14.77 per square foot at the end of the first quarter 2013, while Warehouse rates stood at \$6.74. At the end of the fourth quarter 2012, Flex rates were \$14.78 per square foot, and Warehouse rates were \$6.69.

## U.S. VACANCY COMPARISON

### Past 7 Quarters



Source: CoStar Property

## Deliveries and Construction

During the first quarter 2013, four buildings totaling 364,683 square feet were completed in the Los Angeles market area. This compares to 11 buildings totaling 1,293,820 square feet that were completed in the fourth quarter 2012, 13 buildings totaling 790,559 square feet completed in the third quarter 2012, and 287,807 square feet in five buildings completed in the second quarter 2012.

There were 1,586,287 square feet of Industrial space under construction at the end of the first quarter 2013.

Some of the notable 2013 deliveries include: 1800 Stewart St, a 160,000-square-foot facility that delivered in first quarter 2013 and is now 100% occupied, and Dynamic Spectrum - Bldg 3 at 1103-1109 S Boyle Ave, a 99,800-square-foot building that delivered in first quarter 2013 and is now 80% occupied.

The largest projects underway at the end of first quarter 2013 were 13833 Freeway Dr, a 448,060-square-foot building with 0% of its space pre-leased, and 11688 Greenstone Ave, a 328,378-square-foot facility that is 0% pre-leased.

## Inventory

Total Industrial inventory in the Los Angeles market area amounted to 993,692,693 square feet in 36,916 buildings as of the end of the first quarter 2013. The Flex sector consisted of 61,430,074 square feet in 2,817 projects. The Warehouse sector consisted of 932,262,619 square feet in 34,099 buildings. Within the Industrial market there were 4,598 owner-occupied buildings accounting for 190,584,507 square feet of Industrial space.

## Sales Activity

Tallying industrial building sales of 15,000 square feet or larger, Los Angeles industrial sales figures rose during the fourth quarter 2012 in terms of dollar volume compared to the third quarter of 2012.

In the fourth quarter, 143 industrial transactions closed with a total volume of \$810,621,791. The 143 buildings totaled 8,992,192 square feet and the average price per square foot equated to \$90.15 per square foot. That compares to 113 transactions totaling \$626,684,819 in the third quarter. The total square footage was 7,060,989 for an average price per square foot of \$88.75.

Total year-to-date industrial building sales activity in 2012 is up compared to the previous year. In the twelve months of 2012, the market saw 447 industrial sales transactions with a total volume of \$2,333,928,804. The price per square foot has averaged \$85.72 this year. In the twelve months of 2011, the market posted 353 transactions with a total volume of \$1,809,291,643. The price per square foot averaged \$90.37.

Cap rates have been higher in 2012, averaging 7.54%, compared to the twelve months of last year when they averaged 7.15%.

# LOS ANGELES INDUSTRIAL MARKET



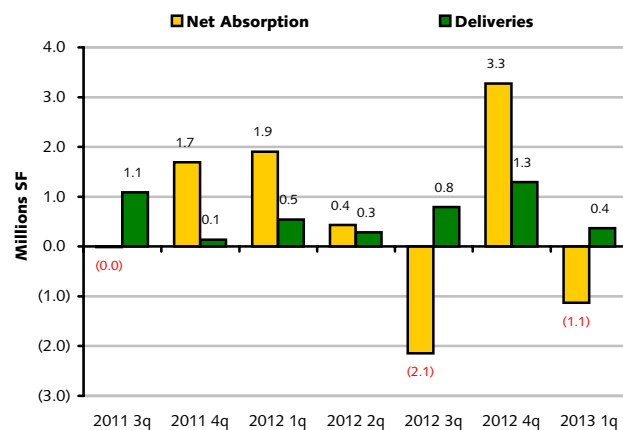
## OVERVIEW

One of the largest transactions that has occurred within the last four quarters in the Los Angeles market is the sale of 16501-16509 Trojan Way in La Mirada. This 497,620-square-foot industrial building sold for \$63,200,000, or \$127.00 per square foot. The property sold on 6/14/2012 as a Triple Net Investment.

Reports compiled by: Paula Bonner, David Blake, Pharoeth Mendoza and Adam Jarrett, CoStar Research Managers.

## ABSORPTION & DELIVERIES

### Past 7 Quarters



Source: CoStar Property•



# LOS ANGELES INDUSTRIAL MARKET

## MARKETS

### CoSTAR SUBMARKET CLUSTERS & SUBMARKETS

In analyzing metropolitan areas, CoStar has developed geographic designations to help group properties together, called Markets, Submarket Clusters and Submarkets. Markets are the equivalent of metropolitan areas, or areas containing a large population nucleus, that together with adjacent communities have a high degree of economic and social integration. Markets are then divided into Submarket Clusters, which are core areas within a metropolitan area that are known to be competitive with each other in terms of attracting and keeping tenants. Markets are then further subdivided into smaller units called Submarkets, which serve to delineate a core group of buildings that are competitive with each other and constitute a generally accepted competitive set, or peer group.

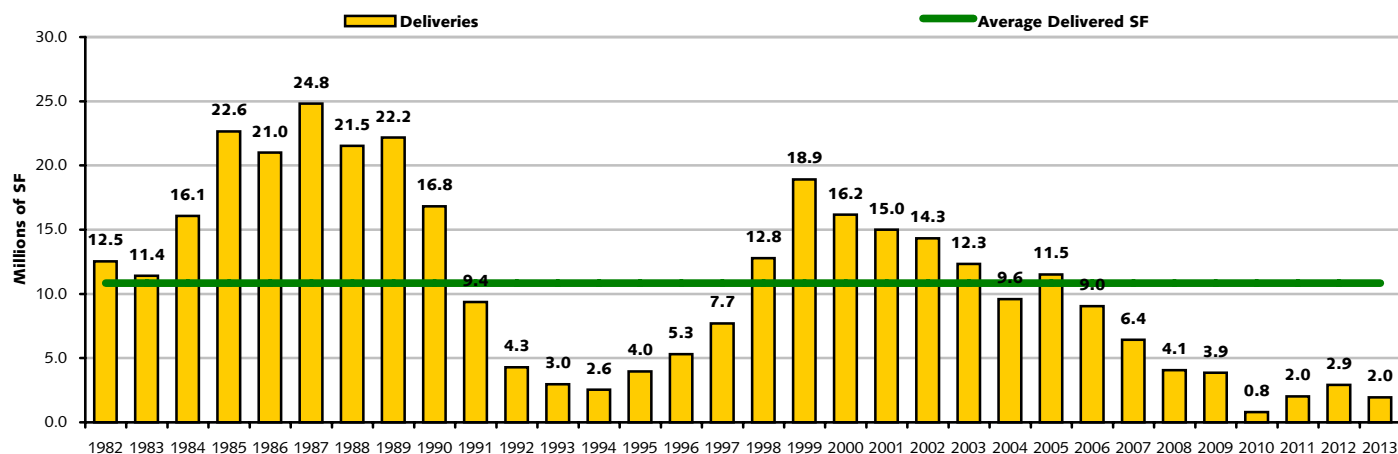
Submarket Clusters	Submarkets				
Antelope Valley Ind	Antelope Valley Ind				
Carson/Rancho Domingz Ind	Carson Central Ind Compton West Ind	Carson North Ind Rancho Dominguez Ind	Carson South Ind	Compton East Ind	
Central LA Ind	Central Los Angeles Ind				
Commerce Area Ind	Commerce Ind	Montebello/Whittier Ind			
Conejo Valley Ind	Agoura/Wlake V/T Oaks Ind	Moorpark/Simi Val Ind			
Eastern SGV Ind	Claremont Ind Pomona SE Ind	Diamond Bar Ind Pomona SW Ind	La Verne Ind San Dimas Ind	Pomona North Ind	
El Segundo/Hawthorne Ind	El Segundo Ind	Hawthorne Ind	Inglewood Ind	Lawndale Ind	
Gardena/110 Coridor Ind	Gardena Central Ind Gardena North Ind	Gardena East Ind Gardena NW Ind	Gardena NE Ind Gardena South Ind	Gardena North Central Ind	
Long Beach Area Ind	Lakewood Ind San Pedro Ind	Long Beach North Ind Signal Hill Ind	Long Beach SE Ind Wilmington Ind	Long Beach SW Ind	
Lower SGV Ind	City of Industry Cent Ind Industry/La Puente Ind	City of Industry East Ind Industry/Rowland St Ind	City of Industry West Ind West Covina/Walnut Ind	Industry/Hacienda Blv Ind	
Lynwood/Paramount Ind	Lynwood Ind	Paramount North Ind	Paramount South Ind		
Mid Counties-LA Ind	Cerritos Ind Santa Fe Springs Ind	Downey Ind	La Mirada Ind	Norwalk/Bellflower Ind	
Northwest SGV Ind	Alhambra Ind Rosemead Ind	Arcadia/Sierra Madre Ind San Gabriel Ind	El Monte Ind Temple City Ind	Monrovia Ind	
SCV/Lancaster/Palmdale Ind	Santa Clarita/Lancstr Ind				
SFV East Ind	Burbank Ind Pasadena Ind	East San Fermdo Vily Ind	Glendale Ind	North Hollywood Ind	
SFV West Ind	Canoga Park Ind Tarzana Ind	Chatsworth Ind W San Fern Val Ind	Encino Ind Woodland Hills Ind	Northridge Ind	
Southwest SGV Ind	South El Monte NE Ind	South El Monte NW Ind	South El Monte SE Ind		
Torrance/Beach Cities Ind	Beach Cities Ind Torrance South Ind	Torrance Central Ind	Torrance NE Ind	Torrance NW Ind	
Upper SGV Ind	Azusa Ind Glendora Ind	Baldwin Park Ind Irwindale Ind	Covina Ind	Duarte Ind	
Ventura County Ind	Central Ventura Ind	Oxnard/Pt Hueneme Ind	Ventura Ind		
Vernon Area Ind	Vernon Ind				
Westside Ind	Topanga/Malibu Ind	Westside Ind			

# LOS ANGELES INDUSTRIAL MARKET

INVENTORY &amp; DEVELOPMENT



## HISTORICAL DELIVERIES 1982 - 2013



Source: CoStar Property®

\* Future deliveries based on current under construction buildings.

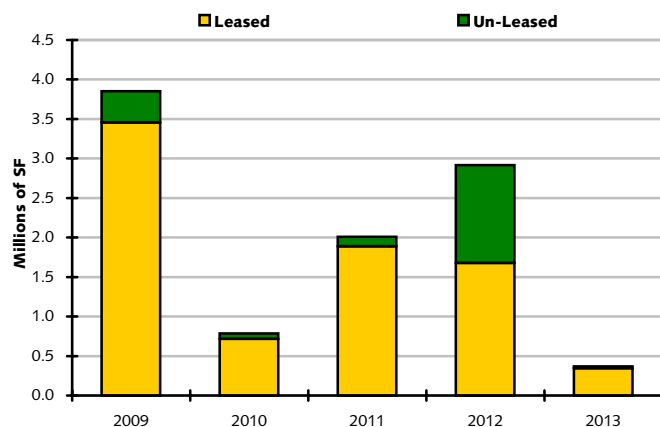
## CONSTRUCTION ACTIVITY Markets Ranked by Under Construction RBA

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
Mid Counties-LA Ind	3	781,156	4,718	0.6%	35,202	260,385
Long Beach Area Ind	4	413,309	129,000	31.2%	17,688	103,327
Torrance/Beach Cities Ind	1	264,900	0	0.0%	35,038	264,900
Gardena/110 Corridor Ind	1	91,320	91,320	100.0%	21,708	91,320
El Segundo/Hawthorne Ind	2	19,785	19,785	100.0%	26,937	9,892
Southwest SGV Ind	1	8,000	0	0.0%	11,224	8,000
Westside Ind	1	2,956	2,956	100.0%	18,388	2,956
Ventura County Ind	0	0	0	0.0%	23,055	0
Commerce Area Ind	0	0	0	0.0%	45,235	0
Carson/Rancho Domingz Ind	0	0	0	0.0%	60,831	0
All Other	0	0	0	0.0%	24,785	0
<b>Totals</b>	<b>13</b>	<b>1,581,426</b>	<b>247,779</b>	<b>15.7%</b>	<b>26,918</b>	<b>121,648</b>

Source: CoStar Property®

## RECENT DELIVERIES

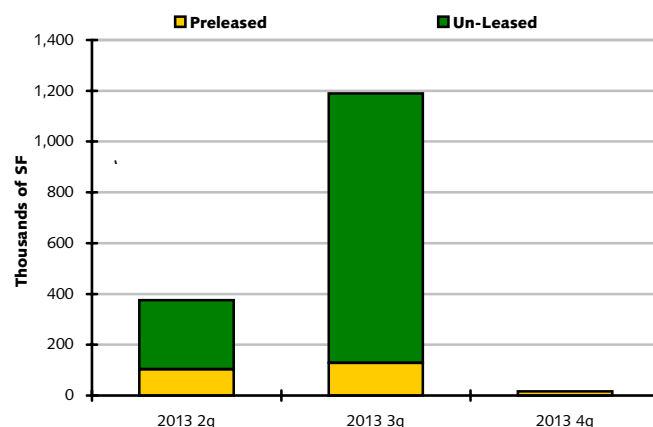
Leased &amp; Un-Leased SF in Deliveries Since 2009



Source: CoStar Property®

## FUTURE DELIVERIES

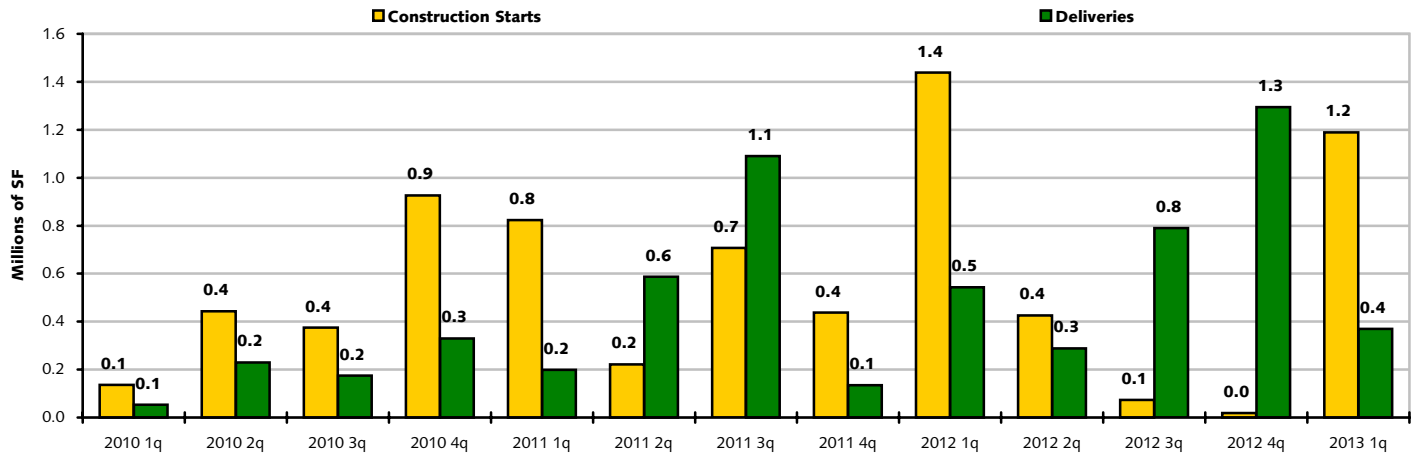
Preleased &amp; Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

## HISTORICAL CONSTRUCTION STARTS & DELIVERIES

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

## RECENT DELIVERIES BY PROJECT SIZE Breakdown of Year-to-Date Development Based on RBA of Project

Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	2	22,972	18,111	78.8%	\$11.76	22,972	0
50,000 SF - 99,999 SF	2	186,572	166,612	89.3%	\$10.20	86,772	99,800
100,000 SF - 249,999 SF	1	160,000	160,000	100.0%	\$0.00	160,000	0
250,000 SF - 499,999 SF	0	0	0	0.0%	\$0.00	0	0
>= 500,000 SF	0	0	0	0.0%	\$0.00	0	0

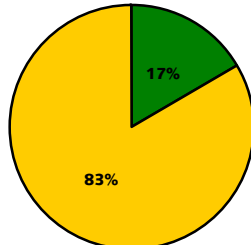
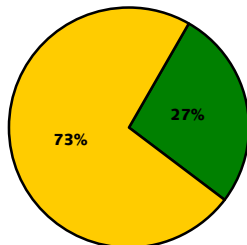
Source: CoStar Property®

## RECENT DEVELOPMENT BY TENANCY

Based on RBA Developed for Single & Multi-Tenant Use

2013 Deliveries

Currently Under Construction



■ Multi ■ Single

■ Multi ■ Single

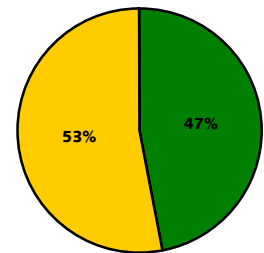
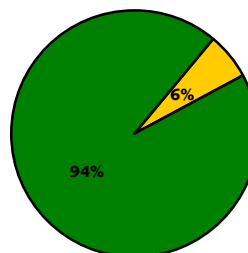
Source: CoStar Property®

## EXISTING INVENTORY COMPARISON

Based on Total RBA

By Building Type

By Tenancy Type



■ Flex ■ Warehouse

■ Multi ■ Single

Source: CoStar Property®

## LOS ANGELES INDUSTRIAL MARKET



## INVENTORY &amp; DEVELOPMENT

## SELECT YEAR-TO-DATE DELIVERIES

Based on Project Square Footage

- |  |  |  |
|--|--|--|
| <b>1. 1800 Stewart St</b><br><hr/> Submarket: <b>Westside Industrial Market</b><br>RBA: <b>160,000</b><br>Occupied: <b>100%</b><br>Quoted Rate: <b>N/A</b><br>Grnd Brk Date: <b>First Quarter 2011</b><br>Deliv Date: <b>First Quarter 2013</b><br>Leasing Co: <b>Agensys, Inc.</b><br>Developer: <b>N/A</b>               | <b>2. Dynamic Spectrum - Bldg 3</b><br><hr/> Submarket: <b>Central LA Industrial Market</b><br>RBA: <b>99,800</b><br>Occupied: <b>80%</b><br>Quoted Rate: <b>\$10.20</b><br>Grnd Brk Date: <b>Second Quarter 2012</b><br>Deliv Date: <b>First Quarter 2013</b><br>Leasing Co: <b>Dynamic Builders, Inc.</b><br>Developer: <b>N/A</b> | <b>3. Pacific Pointe North @ Douglas Park - Bldg 4</b><br><hr/> Submarket: <b>Long Beach Area Industrial Market</b><br>RBA: <b>86,772</b><br>Occupied: <b>100%</b><br>Quoted Rate: <b>N/A</b><br>Grnd Brk Date: <b>First Quarter 2012</b><br>Deliv Date: <b>First Quarter 2013</b><br>Leasing Co: <b>CBRE</b><br>Developer: <b>N/A</b> |
|  |  |  |
| <b>4. 3301 Cover St</b><br><hr/> Submarket: <b>Long Beach Area Industrial Market</b><br>RBA: <b>18,111</b><br>Occupied: <b>100%</b><br>Quoted Rate: <b>N/A</b><br>Grnd Brk Date: <b>First Quarter 2012</b><br>Deliv Date: <b>First Quarter 2013</b><br>Leasing Co: <b>Mcdonnell Douglas Corp.</b><br>Developer: <b>N/A</b> |  |  |

## SELECT TOP UNDER CONSTRUCTION PROPERTIES

Based on Project Square Footage

<b>1. 13833 Freeway Dr</b> <hr/> Submarket: <b>Mid Counties-LA Industrial Market</b> RBA: <b>448,060</b> Preleased: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2013</b> Deliv Date: <b>Third Quarter 2013</b> Leasing Co: <b>Colliers International</b> Developer: <b>N/A</b>	<b>2. 11688 Greenstone Ave</b> <hr/> Submarket: <b>Mid Counties-LA Industrial Market</b> RBA: <b>328,378</b> Preleased: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2013</b> Deliv Date: <b>Third Quarter 2013</b> Leasing Co: <b>Lee &amp; Associates</b> Developer: <b>N/A</b>	<b>3. Xebec Commerce Center</b> <hr/> Submarket: <b>Torrance/Beach Cities Industrial Market</b> RBA: <b>264,900</b> Preleased: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2012</b> Deliv Date: <b>Second Quarter 2013</b> Leasing Co: <b>CBRE</b> Developer: <b>N/A</b>
<b>4. Pacific Pointe South @ Douglas Park - Bldg 6</b> <hr/> Submarket: <b>Long Beach Area Industrial Market</b> RBA: <b>151,000</b> Preleased: <b>0%</b> Quoted Rate: <b>\$8.16</b> Grnd Brk Date: <b>First Quarter 2013</b> Deliv Date: <b>Third Quarter 2013</b> Leasing Co: <b>CBRE</b> Developer: <b>N/A</b>	<b>5. Pacific Pointe South @ Douglas Park - Bldg 5</b> <hr/> Submarket: <b>Long Beach Area Industrial Market</b> RBA: <b>133,309</b> Preleased: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>First Quarter 2013</b> Deliv Date: <b>Third Quarter 2013</b> Leasing Co: <b>CBRE</b> Developer: <b>N/A</b>	<b>6. Pacific Pointe South @ Douglas Park - Bldg 7</b> <hr/> Submarket: <b>Long Beach Area Industrial Market</b> RBA: <b>125,000</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2013</b> Deliv Date: <b>Third Quarter 2013</b> Leasing Co: <b>CBRE</b> Developer: <b>N/A</b>
<b>7. 15730 S Figueroa St</b> <hr/> Submarket: <b>Gardena/110 Corridor Industrial Market</b> RBA: <b>91,320</b> Preleased: <b>100%</b> Quoted Rate: <b>\$7.44</b> Grnd Brk Date: <b>Second Quarter 2012</b> Deliv Date: <b>Second Quarter 2013</b> Leasing Co: <b>CBRE</b> Developer: <b>N/A</b>	<b>8. 130 Arena St</b> <hr/> Submarket: <b>El Segundo/Hawthorne Industrial Market</b> RBA: <b>16,260</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2012</b> Deliv Date: <b>Fourth Quarter 2013</b> Leasing Co: <b>N/A</b> Developer: <b>N/A</b>	<b>9. 1827 Floradale Ave</b> <hr/> Submarket: <b>Southwest SGV Industrial Market</b> RBA: <b>8,000</b> Preleased: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>Second Quarter 2012</b> Deliv Date: <b>Second Quarter 2013</b> Leasing Co: <b>WPT, LLC - Property Management</b> Developer: <b>N/A</b>
<b>10. 2100 E 14th St</b> <hr/> Submarket: <b>Vernon Area Industrial Market</b> RBA: <b>4,861</b> Preleased: <b>0%</b> Quoted Rate: <b>\$11.76</b> Grnd Brk Date: <b>Third Quarter 2012</b> Deliv Date: <b>Third Quarter 2013</b> Leasing Co: <b>DAUM Commercial RE Services</b> Developer: <b>N/A</b>	<b>11. 9016 Somerset Blvd</b> <hr/> Submarket: <b>Mid Counties-LA Industrial Market</b> RBA: <b>4,718</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2012</b> Deliv Date: <b>Second Quarter 2013</b> Leasing Co: <b>N/A</b> Developer: <b>N/A</b>	<b>12. 1650 Seabright Ave</b> <hr/> Submarket: <b>Long Beach Area Industrial Market</b> RBA: <b>4,000</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Second Quarter 2012</b> Deliv Date: <b>Second Quarter 2013</b> Leasing Co: <b>Parker Diving Service, Inc.</b> Developer: <b>N/A</b>
<b>13. 4717 W Imperial Hwy</b> <hr/> Submarket: <b>El Segundo/Hawthorne Industrial Market</b> RBA: <b>3,525</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2013</b> Deliv Date: <b>Third Quarter 2013</b> Leasing Co: <b>Real Estate Acquisition Leaders</b> Developer: <b>N/A</b>	<b>14. 523 Venezia Ave</b> <hr/> Submarket: <b>Westside Industrial Market</b> RBA: <b>2,956</b> Preleased: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2012</b> Deliv Date: <b>Second Quarter 2013</b> Leasing Co: <b>N/A</b> Developer: <b>N/A</b>	

## LOS ANGELES INDUSTRIAL MARKET



FIGURES AT A GLANCE

## FLEX MARKET STATISTICS

First Quarter 2013

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Antelope Valley Ind	66	1,087,796	100,100	100,100	9.2%	(33,615)	0	0	\$10.22
Carson/Rancho Domingz Ind	39	1,227,963	109,520	118,301	9.6%	(21,407)	0	0	\$11.16
Central LA Ind	339	5,501,630	496,052	506,854	9.2%	(1,001)	0	0	\$20.62
Commerce Area Ind	58	1,058,538	107,246	107,246	10.1%	1,300	0	0	\$14.36
Conejo Valley Ind	163	5,177,688	534,051	614,139	11.9%	16,465	0	0	\$13.07
Eastern SGV Ind	45	1,035,283	160,135	163,858	15.8%	2,125	0	0	\$7.47
El Segundo/Hawthorne Ind	67	2,783,569	63,311	63,311	2.3%	(7,938)	0	0	\$22.97
Gardena/110 Corridor Ind	38	856,741	84,938	84,938	9.9%	0	0	0	\$9.21
Long Beach Area Ind	101	1,651,291	195,556	200,056	12.1%	(23,755)	0	0	\$11.23
Lower SGV Ind	49	1,271,334	109,014	112,589	8.9%	(16,344)	0	0	\$12.76
Lynwood/Paramount Ind	10	136,044	11,200	11,200	8.2%	0	0	0	\$8.16
Mid Counties-LA Ind	192	4,367,505	262,355	262,355	6.0%	(119)	0	0	\$9.94
Northwest SGV Ind	113	2,359,490	76,764	111,264	4.7%	(11,477)	0	0	\$12.14
SCV/Lancaster/Palmdale Ind	124	3,351,381	291,111	296,313	8.8%	(4,913)	0	0	\$11.98
SFV East Ind	333	5,465,250	241,631	288,735	5.3%	17,347	0	0	\$14.89
SFV West Ind	360	8,647,406	900,994	910,244	10.5%	49,523	0	0	\$8.75
Southwest SGV Ind	21	243,480	14,324	14,324	5.9%	(8,265)	0	0	\$10.91
Torrance/Beach Cities Ind	185	4,715,005	219,924	219,924	4.7%	14,427	0	0	\$13.16
Upper SGV Ind	110	2,173,460	167,582	167,582	7.7%	4,751	0	0	\$9.29
Ventura County Ind	77	2,332,479	399,499	402,501	17.3%	(47,988)	0	0	\$11.36
Vernon Area Ind	28	375,120	46,556	49,056	13.1%	(6,190)	0	0	\$8.28
Westside Ind	299	5,611,621	270,156	272,656	4.9%	162,257	160,000	0	\$31.98
<b>Totals</b>	<b>2,817</b>	<b>61,430,074</b>	<b>4,862,019</b>	<b>5,077,546</b>	<b>8.3%</b>	<b>85,183</b>	<b>160,000</b>	<b>0</b>	<b>\$14.77</b>

Source: CoStar Property®

## WAREHOUSE MARKET STATISTICS

First Quarter 2013

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Blds	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Antelope Valley Ind	327	9,195,853	270,338	270,338	2.9%	142,732	0	0	\$6.65
Carson/Rancho Domingz Ind	1,216	75,114,339	4,044,795	4,119,632	5.5%	(464,389)	0	0	\$6.26
Central LA Ind	4,616	92,097,605	2,869,944	2,961,188	3.2%	190,046	99,800	0	\$8.04
Commerce Area Ind	1,588	73,398,983	3,059,265	3,283,492	4.5%	(167,997)	0	0	\$5.71
Conejo Valley Ind	676	19,461,756	1,337,260	1,423,517	7.3%	(44,696)	0	0	\$7.25
Eastern SGV Ind	1,041	24,513,168	1,228,365	1,247,565	5.1%	70,263	0	0	\$5.51
El Segundo/Hawthorne Ind	900	23,264,167	946,819	953,819	4.1%	13,073	0	19,785	\$8.62
Gardena/110 Corridor Ind	1,654	35,873,023	1,441,595	1,500,245	4.2%	182,880	0	91,320	\$6.36
Long Beach Area Ind	1,543	27,428,282	2,373,303	2,380,582	8.7%	292,964	104,883	413,309	\$6.99
Lower SGV Ind	1,479	80,247,545	4,669,393	4,786,147	6.0%	(833,796)	0	0	\$6.03
Lynwood/Paramount Ind	524	12,838,191	496,357	499,607	3.9%	15,324	0	0	\$6.72
Mid Counties-LA Ind	2,493	90,150,600	4,243,025	4,591,540	5.1%	(158,657)	0	781,156	\$6.07
Northwest SGV Ind	1,199	20,408,316	1,065,370	1,082,590	5.3%	17,645	0	0	\$6.08
SCV/Lancaster/Palmdale Ind	543	19,590,535	883,354	907,423	4.6%	11,092	0	0	\$6.81
SFV East Ind	4,635	80,040,145	2,557,180	2,811,090	3.5%	(109,067)	0	0	\$8.39
SFV West Ind	1,614	37,731,508	2,029,344	2,218,074	5.9%	(91,191)	0	0	\$7.76
Southwest SGV Ind	962	10,789,879	209,457	209,457	1.9%	18,264	0	8,000	\$7.21
Torrance/Beach Cities Ind	870	32,250,355	2,651,546	2,653,883	8.2%	9,602	0	264,900	\$7.50
Upper SGV Ind	1,136	24,016,360	1,023,024	1,052,511	4.4%	(254,674)	0	0	\$6.54
Ventura County Ind	2,093	47,697,723	3,313,723	3,416,549	7.2%	69,742	0	0	\$7.03
Vernon Area Ind	2,183	81,428,390	2,380,155	2,755,057	3.4%	(104,182)	4,861	0	\$5.96
Westside Ind	807	14,725,896	533,054	570,454	3.9%	(20,616)	0	2,956	\$13.75
<b>Totals</b>	<b>34,099</b>	<b>932,262,619</b>	<b>43,626,666</b>	<b>45,694,760</b>	<b>4.9%</b>	<b>(1,215,638)</b>	<b>209,544</b>	<b>1,581,426</b>	<b>\$6.74</b>

Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

**FIGURES AT A GLANCE**

## TOTAL INDUSTRIAL MARKET STATISTICS

**First Quarter 2013**

Market	Existing Inventory		Vacancy			YTD Net	YTD	Under	Quoted
	# Bldg	Total RBA	Direct SF	Total SF	Vac %	Absorption	Deliveries	Const SF	Rates
Antelope Valley Ind	393	10,283,649	370,438	370,438	3.6%	109,117	0	0	\$6.83
Carson/Rancho Domingz Ind	1,255	76,342,302	4,154,315	4,237,933	5.6%	(485,796)	0	0	\$6.33
Central LA Ind	4,955	97,599,235	3,365,996	3,468,042	3.6%	189,045	99,800	0	\$9.35
Commerce Area Ind	1,646	74,457,521	3,166,511	3,390,738	4.6%	(166,697)	0	0	\$5.79
Conejo Valley Ind	839	24,639,444	1,871,311	2,037,656	8.3%	(28,231)	0	0	\$8.38
Eastern SGV Ind	1,086	25,548,451	1,388,500	1,411,423	5.5%	72,388	0	0	\$5.59
El Segundo/Hawthorne Ind	967	26,047,736	1,010,130	1,017,130	3.9%	5,135	0	19,785	\$10.15
Gardena/110 Corridor Ind	1,692	36,729,764	1,526,533	1,585,183	4.3%	182,880	0	91,320	\$6.41
Long Beach Area Ind	1,644	29,079,573	2,568,859	2,580,638	8.9%	269,209	104,883	413,309	\$7.13
Lower SGV Ind	1,528	81,518,879	4,778,407	4,898,736	6.0%	(850,140)	0	0	\$6.07
Lynwood/Paramount Ind	534	12,974,235	507,557	510,807	3.9%	15,324	0	0	\$6.73
Mid Counties-LA Ind	2,685	94,518,105	4,505,380	4,853,895	5.1%	(158,776)	0	781,156	\$6.18
Northwest SGV Ind	1,312	22,767,806	1,142,134	1,193,854	5.2%	6,168	0	0	\$6.59
SCV/Lancaster/Palmdale Ind	667	22,941,916	1,174,465	1,203,736	5.2%	6,179	0	0	\$7.32
SFV East Ind	4,968	85,505,395	2,798,811	3,099,825	3.6%	(91,720)	0	0	\$8.95
SFV West Ind	1,974	46,378,914	2,930,338	3,128,318	6.7%	(41,668)	0	0	\$7.94
Southwest SGV Ind	983	11,033,359	223,781	223,781	2.0%	9,999	0	8,000	\$7.29
Torrance/Beach Cities Ind	1,055	36,965,360	2,871,470	2,873,807	7.8%	24,029	0	264,900	\$7.81
Upper SGV Ind	1,246	26,189,820	1,190,606	1,220,093	4.7%	(249,923)	0	0	\$6.63
Ventura County Ind	2,170	50,030,202	3,713,222	3,819,050	7.6%	21,754	0	0	\$7.31
Vernon Area Ind	2,211	81,803,510	2,426,711	2,804,113	3.4%	(110,372)	4,861	0	\$5.96
Westside Ind	1,106	20,337,517	803,210	843,110	4.1%	141,641	160,000	2,956	\$18.76
<b>Totals</b>	<b>36,916</b>	<b>993,692,693</b>	<b>48,488,685</b>	<b>50,772,306</b>	<b>5.1%</b>	<b>(1,130,455)</b>	<b>369,544</b>	<b>1,581,426</b>	<b>\$7.18</b>

Source: CoStar Property®



## LOS ANGELES INDUSTRIAL MARKET



FIGURES AT A GLANCE

## FLEX SUBMARKET STATISTICS

First Quarter 2013

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Bids	Total RBA	Direct SF	Total SF	Vac %				
Agoura/Wlake V	139	4,530,922	455,459	535,547	11.8%	19,366	0	0	\$13.07
Alhambra Ind	33	732,614	10,828	10,828	1.5%	0	0	0	\$9.37
Antelope Valley	66	1,087,796	100,100	100,100	9.2%	(33,615)	0	0	\$10.22
Arcadia/Sierra M	19	221,535	5,840	5,840	2.6%	0	0	0	\$15.66
Azusa Ind	33	1,060,991	5,088	5,088	0.5%	0	0	0	\$10.25
Baldwin Park Inc	25	376,987	69,955	69,955	18.6%	2,386	0	0	\$8.76
Beach Cities Ind	22	648,614	48,666	48,666	7.5%	3,135	0	0	\$14.61
Burbank Ind	91	1,434,989	29,069	29,069	2.0%	6,979	0	0	\$15.09
Canoga Park Inc	55	668,352	20,397	20,397	3.1%	35,372	0	0	\$6.09
Carson Central I	6	155,653	8,325	8,325	5.3%	(400)	0	0	\$7.20
Carson North In	2	60,547	0	0	0.0%	0	0	0	\$9.00
Carson South In	18	446,362	44,423	44,423	10.0%	(5,818)	0	0	\$8.57
Central Los Ang	339	5,501,630	496,052	506,854	9.2%	(1,001)	0	0	\$20.62
Central Ventura	17	612,004	251,615	251,615	41.1%	(51,821)	0	0	\$10.09
Cerritos Ind	25	792,891	57,387	57,387	7.2%	0	0	0	\$10.22
Chatsworth Ind	159	4,373,834	348,364	348,364	8.0%	16,319	0	0	\$8.87
City of Industry	6	100,546	10,300	10,300	10.2%	0	0	0	\$17.27
City of Industry	9	133,629	43,250	43,250	32.4%	(20,360)	0	0	\$10.40
City of Industry	2	184,197	26,128	26,128	14.2%	4,016	0	0	\$4.56
Claremont Ind	4	55,733	0	0	0.0%	3,552	0	0	\$0.00
Commerce Ind	38	746,029	93,814	93,814	12.6%	1,300	0	0	\$14.32
Compton East Ir	1	4,800	0	0	0.0%	0	0	0	\$0.00
Compton West	3	62,281	0	0	0.0%	0	0	0	\$0.00
Covina Ind	32	381,216	71,524	71,524	18.8%	1,440	0	0	\$8.24
Diamond Bar Inc	0	0	0	0	0.0%	0	0	0	\$0.00
Downey Ind	10	264,990	0	0	0.0%	0	0	0	\$17.88
Duarte Ind	3	32,610	2,215	2,215	6.8%	925	0	0	\$17.40
East San Ferndo	81	1,686,358	48,211	48,211	2.9%	(4,723)	0	0	\$10.92
El Monte Ind	23	755,372	17,018	36,918	4.9%	(11,904)	0	0	\$10.80
El Segundo Ind	33	1,959,254	26,581	26,581	1.4%	0	0	0	\$26.00
Encino Ind	0	0	0	0	0.0%	0	0	0	\$0.00
Gardena Centra	9	186,529	8,269	8,269	4.4%	0	0	0	\$10.36
Gardena East Inc	1	8,723	0	0	0.0%	0	0	0	\$0.00
Gardena NE Ind	0	0	0	0	0.0%	0	0	0	\$0.00
Gardena North C	6	108,586	0	0	0.0%	0	0	0	\$0.00
Gardena North I	7	183,628	22,964	22,964	12.5%	0	0	0	\$0.00
Gardena NW Inc	1	25,725	0	0	0.0%	0	0	0	\$0.00
Gardena South I	14	343,550	53,705	53,705	15.6%	0	0	0	\$8.99
Glendale Ind	55	785,587	5,949	5,949	0.8%	(726)	0	0	\$11.09
Glendora Ind	14	182,637	0	0	0.0%	0	0	0	\$23.40
Hawthorne Ind	12	499,060	5,515	5,515	1.1%	(4,215)	0	0	\$11.86
Industry/Hacien	12	395,105	380	380	0.1%	0	0	0	\$14.16
Industry/La Pue	2	46,616	0	0	0.0%	0	0	0	\$0.00
Industry/Rowlar	6	196,091	3,490	3,490	1.8%	0	0	0	\$0.00
Inglewood Ind	17	286,915	31,215	31,215	10.9%	(3,723)	0	0	\$13.86
Irwindale Ind	3	139,019	18,800	18,800	13.5%	0	0	0	\$0.00

Source: CoStar Property®

## LOS ANGELES INDUSTRIAL MARKET

FIGURES AT A GLANCE

## FLEX SUBMARKET STATISTICS

First Quarter 2013

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Bids	Total RBA	Direct SF	Total SF	Vac %				
La Mirada Ind	16	451,904	32,683	32,683	7.2%	1,090	0	0	\$9.54
La Verne Ind	5	94,880	16,046	16,046	16.9%	0	0	0	\$8.53
Lakewood Ind	1	3,600	0	0	0.0%	0	0	0	\$0.00
Lawndale Ind	5	38,340	0	0	0.0%	0	0	0	\$12.42
Long Beach Nor	25	594,114	89,682	89,682	15.1%	(3,190)	0	0	\$13.00
Long Beach SE I	19	342,462	43,634	43,634	12.7%	(17,550)	0	0	\$9.03
Long Beach SW	8	79,118	5,863	5,863	7.4%	0	0	0	\$9.25
Lynwood Ind	1	3,505	0	0	0.0%	0	0	0	\$0.00
Monrovia Ind	29	406,564	41,578	56,178	13.8%	427	0	0	\$18.54
Montebello/Wh	20	312,509	13,432	13,432	4.3%	0	0	0	\$14.59
Moorpark/Simi V	24	646,766	78,592	78,592	12.2%	(2,901)	0	0	\$13.05
North Hollywoo	16	216,905	0	0	0.0%	0	0	0	\$0.00
Northridge Ind	132	3,024,094	484,845	494,095	16.3%	220	0	0	\$7.64
Norwalk/Bellflo	9	126,579	8,070	8,070	6.4%	2,073	0	0	\$12.00
Oxnard/Pt Huer	26	896,397	91,658	91,658	10.2%	(1,908)	0	0	\$15.89
Paramount Nort	4	51,711	0	0	0.0%	0	0	0	\$0.00
Paramount Sout	5	80,828	11,200	11,200	13.9%	0	0	0	\$8.16
Pasadena Ind	90	1,341,411	158,402	205,506	15.3%	15,817	0	0	\$17.11
Pomona North I	3	167,076	66,776	66,776	40.0%	0	0	0	\$3.36
Pomona SE Ind	8	66,998	0	0	0.0%	0	0	0	\$0.00
Pomona SW Ind	3	114,830	0	0	0.0%	6,490	0	0	\$15.00
Rancho Doming	9	498,320	56,772	65,553	13.2%	(15,189)	0	0	\$14.66
Rosemead Ind	1	180,000	0	0	0.0%	0	0	0	\$0.00
San Dimas Ind	22	535,766	77,313	81,036	15.1%	(7,917)	0	0	\$12.65
San Gabriel Ind	5	39,389	0	0	0.0%	0	0	0	\$0.00
San Pedro Ind	5	31,107	0	0	0.0%	0	0	0	\$0.00
Santa Clarita/La	124	3,351,381	291,111	296,313	8.8%	(4,913)	0	0	\$11.98
Santa Fe Springs	132	2,731,141	164,215	164,215	6.0%	(3,282)	0	0	\$9.92
Signal Hill Ind	37	546,021	55,477	59,977	11.0%	(3,015)	0	0	\$11.15
South El Monte	10	100,155	2,325	2,325	2.3%	0	0	0	\$0.00
South El Monte	2	12,615	0	0	0.0%	0	0	0	\$0.00
South El Monte	9	130,710	11,999	11,999	9.2%	(8,265)	0	0	\$10.91
Tarzana Ind	2	35,246	12,700	12,700	36.0%	0	0	0	\$9.00
Temple City Ind	3	24,016	1,500	1,500	6.2%	0	0	0	\$0.00
Topanga/Malibu	0	0	0	0	0.0%	0	0	0	\$0.00
Torrance Centra	17	213,964	8,710	8,710	4.1%	0	0	0	\$10.63
Torrance NE Ind	43	1,530,148	27,685	27,685	1.8%	360	0	0	\$10.62
Torrance NW In	78	1,837,993	96,333	96,333	5.2%	(1,976)	0	0	\$13.69
Torrance South I	25	484,286	38,530	38,530	8.0%	12,908	0	0	\$14.41
Ventura Ind	34	824,078	56,226	59,228	7.2%	5,741	0	0	\$11.85
Vernon Ind	28	375,120	46,556	49,056	13.1%	(6,190)	0	0	\$8.28
W San Fern Val	0	0	0	0	0.0%	0	0	0	\$0.00
West Covina/W	12	215,150	25,466	29,041	13.5%	0	0	0	\$16.19
Westside Ind	299	5,611,621	270,156	272,656	4.9%	162,257	160,000	0	\$31.98
Wilmington Ind	6	54,869	900	900	1.6%	0	0	0	\$12.00
Woodland Hills I	12	545,880	34,688	34,688	6.4%	(2,388)	0	0	\$15.29
<b>Totals</b>	<b>2,817</b>	<b>61,430,074</b>	<b>4,862,019</b>	<b>5,077,546</b>	<b>8.3%</b>	<b>85,183</b>	<b>160,000</b>	<b>0</b>	<b>\$14.77</b>

Source: CoStar Property®

## LOS ANGELES INDUSTRIAL MARKET



FIGURES AT A GLANCE

## WAREHOUSE SUBMARKET STATISTICS

First Quarter 2013

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Agoura/Wlake V	275	7,823,226	283,163	305,666	3.9%	(6,012)	0	0	\$9.08
Alhambra Ind	254	3,807,533	136,051	136,051	3.6%	(10,644)	0	0	\$6.66
Antelope Valley	327	9,195,853	270,338	270,338	2.9%	142,732	0	0	\$6.65
Arcadia/Sierra M	123	1,339,060	56,598	56,598	4.2%	20,800	0	0	\$8.44
Azusa Ind	310	7,239,011	317,662	324,820	4.5%	(171,840)	0	0	\$5.80
Baldwin Park Inc	280	3,903,864	111,312	113,862	2.9%	27,485	0	0	\$7.47
Beach Cities Ind	63	2,239,937	94,650	94,650	4.2%	(1,120)	0	0	\$9.21
Burbank Ind	1,028	15,669,256	536,318	542,992	3.5%	(62,908)	0	0	\$11.15
Canoga Park Inc	318	5,311,674	197,019	197,019	3.7%	2,415	0	0	\$7.82
Carson Central I	264	20,034,660	394,490	439,327	2.2%	5,136	0	0	\$6.62
Carson North In	130	5,520,351	293,543	293,543	5.3%	56,970	0	0	\$6.56
Carson South In	156	12,285,954	531,703	531,703	4.3%	(313,128)	0	0	\$6.57
Central Los Ang	4,616	92,097,605	2,869,944	2,961,188	3.2%	190,046	99,800	0	\$8.04
Central Ventura	486	13,327,853	1,019,977	1,092,340	8.2%	(21,594)	0	0	\$7.05
Cerritos Ind	332	13,463,385	642,631	692,061	5.1%	(48,836)	0	0	\$5.87
Chatsworth Ind	490	15,771,306	1,230,804	1,393,233	8.8%	(20,079)	0	0	\$7.31
City of Industry	240	11,093,206	429,524	468,074	4.2%	16,721	0	0	\$6.14
City of Industry	316	22,771,333	1,671,778	1,694,332	7.4%	(365,329)	0	0	\$5.89
City of Industry	66	4,822,444	392,342	392,342	8.1%	(29,662)	0	0	\$6.36
Claremont Ind	23	557,766	8,300	8,300	1.5%	4,444	0	0	\$5.25
Commerce Ind	934	46,198,681	2,016,433	2,175,374	4.7%	(133,254)	0	0	\$5.67
Compton East Ir	130	2,785,022	29,056	29,056	1.0%	(9,083)	0	0	\$8.08
Compton West I	229	14,357,698	1,343,019	1,343,019	9.4%	(67,253)	0	0	\$6.02
Covina Ind	200	2,416,788	137,727	137,727	5.7%	0	0	0	\$7.79
Diamond Bar Inc	2	32,630	0	0	0.0%	0	0	0	\$0.00
Downey Ind	285	7,337,530	88,806	220,746	3.0%	7,556	0	0	\$6.47
Duarte Ind	61	1,262,284	71,783	91,562	7.3%	5,952	0	0	\$7.43
East San Ferndo	2,368	45,506,914	1,596,800	1,822,450	4.0%	(44,690)	0	0	\$7.48
El Monte Ind	379	8,895,506	721,486	732,706	8.2%	44,015	0	0	\$5.07
El Segundo Ind	270	10,631,706	249,104	256,104	2.4%	10,000	0	16,260	\$13.87
Encino Ind	1	2,005	0	0	0.0%	0	0	0	\$0.00
Gardena Central	471	9,527,819	567,304	573,704	6.0%	48,027	0	91,320	\$6.68
Gardena East Inc	184	6,183,088	102,051	102,051	1.7%	71,350	0	0	\$6.55
Gardena NE Ind	255	6,728,862	122,375	174,625	2.6%	106,400	0	0	\$6.23
Gardena North C	160	3,838,340	159,768	159,768	4.2%	(36,120)	0	0	\$6.15
Gardena North I	350	4,744,662	249,479	249,479	5.3%	(13,175)	0	0	\$6.63
Gardena NW Inc	11	124,016	0	0	0.0%	0	0	0	\$5.16
Gardena South I	223	4,726,236	240,618	240,618	5.1%	6,398	0	0	\$5.92
Glendale Ind	626	9,330,131	130,800	145,800	1.6%	2,539	0	0	\$9.91
Glendora Ind	50	788,997	112,234	112,234	14.2%	0	0	0	\$6.71
Hawthorne Ind	284	7,524,447	524,702	524,702	7.0%	(48,641)	0	0	\$7.28
Industry/Hacien	345	16,375,337	1,091,658	1,098,818	6.7%	(279,562)	0	0	\$5.97
Industry/La Pue	148	9,441,670	258,480	258,480	2.7%	18,561	0	0	\$5.32
Industry/Rowlan	233	12,858,193	745,423	792,439	6.2%	(180,766)	0	0	\$6.34
Inglewood Ind	297	4,673,728	165,358	165,358	3.5%	53,514	0	3,525	\$10.47
Irwindale Ind	235	8,405,416	272,306	272,306	3.2%	(116,271)	0	0	\$6.50

Source: CoStar Property®

## LOS ANGELES INDUSTRIAL MARKET

FIGURES AT A GLANCE

## WAREHOUSE SUBMARKET STATISTICS

First Quarter 2013

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
La Mirada Ind	206	13,491,417	1,088,831	1,233,831	9.1%	(231,262)	0	0	\$5.83
La Verne Ind	146	2,982,004	190,230	190,230	6.4%	(7,116)	0	0	\$6.16
Lakewood Ind	17	285,107	18,790	18,790	6.6%	0	0	0	\$4.77
Lawndale Ind	49	434,286	7,655	7,655	1.8%	(1,800)	0	0	\$12.88
Long Beach Nor	269	6,152,300	235,300	235,300	3.8%	211,006	0	0	\$7.27
Long Beach SE I	300	6,641,404	1,586,943	1,594,222	24.0%	124,780	104,883	409,309	\$6.71
Long Beach SW	455	4,986,958	111,448	111,448	2.2%	(9,273)	0	4,000	\$6.56
Lynwood Ind	177	5,505,513	192,021	192,021	3.5%	15,504	0	0	\$5.73
Monrovia Ind	262	3,527,466	74,258	80,258	2.3%	(8,147)	0	0	\$9.01
Montebello/Wh	654	27,200,302	1,042,832	1,108,118	4.1%	(34,743)	0	0	\$5.77
Moorpark/Simi V	401	11,638,530	1,054,097	1,117,851	9.6%	(38,684)	0	0	\$6.81
North Hollywoo	450	7,133,446	109,180	110,780	1.6%	17,515	0	0	\$7.73
Northridge Ind	760	14,942,772	570,922	597,223	4.0%	(73,527)	0	0	\$8.61
Norwalk/Bellflo	202	7,187,742	295,960	295,960	4.1%	(36,009)	0	4,718	\$7.14
Oxnard/Pt Huer	814	22,978,370	1,777,823	1,806,822	7.9%	37,570	0	0	\$6.65
Paramount Nort	94	2,501,763	106,728	106,728	4.3%	6,883	0	0	\$6.95
Paramount Sout	253	4,830,915	197,608	200,858	4.2%	(7,063)	0	0	\$7.68
Pasadena Ind	163	2,400,398	184,082	189,068	7.9%	(21,523)	0	0	\$11.64
Pomona North I	145	2,757,347	45,826	45,826	1.7%	(28,673)	0	0	\$5.53
Pomona SE Ind	422	10,691,008	727,651	746,851	7.0%	101,855	0	0	\$4.78
Pomona SW Ind	164	4,648,712	98,044	98,044	2.1%	(11,407)	0	0	\$6.46
Rancho Doming	307	20,130,654	1,452,984	1,482,984	7.4%	(137,031)	0	0	\$6.06
Rosemead Ind	73	1,365,933	38,637	38,637	2.8%	(30,273)	0	0	\$4.35
San Dimas Ind	139	2,843,701	158,314	158,314	5.6%	11,160	0	0	\$7.98
San Gabriel Ind	84	1,167,696	31,740	31,740	2.7%	894	0	0	\$6.65
San Pedro Ind	37	1,534,183	50,492	50,492	3.3%	(33,970)	0	0	\$8.84
Santa Clarita/La	543	19,590,535	883,354	907,423	4.6%	11,092	0	0	\$6.81
Santa Fe Springs	1,468	48,670,526	2,126,797	2,148,942	4.4%	149,894	0	776,438	\$6.05
Signal Hill Ind	288	4,601,320	92,495	92,495	2.0%	5,821	0	0	\$8.92
South El Monte	541	6,145,315	121,605	121,605	2.0%	22,847	0	0	\$7.28
South El Monte	275	2,570,780	20,181	20,181	0.8%	7,794	0	0	\$7.60
South El Monte	146	2,073,784	67,671	67,671	3.3%	(12,377)	0	8,000	\$6.75
Tarzana Ind	23	494,225	24,599	24,599	5.0%	0	0	0	\$11.95
Temple City Ind	24	305,122	6,600	6,600	2.2%	1,000	0	0	\$7.40
Topanga/Malibu	1	2,271	0	0	0.0%	0	0	0	\$0.00
Torrance Centra	161	2,814,296	122,320	124,657	4.4%	(21,402)	0	0	\$6.68
Torrance NE Ind	243	13,775,643	1,277,363	1,277,363	9.3%	(36,074)	0	0	\$7.48
Torrance NW In	135	6,567,122	576,876	576,876	8.8%	44,052	0	264,900	\$7.09
Torrance South I	268	6,853,357	580,337	580,337	8.5%	24,146	0	0	\$8.06
Ventura Ind	793	11,391,500	515,923	517,387	4.5%	53,766	0	0	\$8.20
Vernon Ind	2,183	81,428,390	2,380,155	2,755,057	3.4%	(104,182)	4,861	0	\$5.96
W San Fern Val	1	42,689	0	0	0.0%	0	0	0	\$0.00
West Covina/W	131	2,885,362	80,188	81,662	2.8%	(13,759)	0	0	\$9.98
Westside Ind	806	14,723,625	533,054	570,454	3.9%	(20,616)	0	2,956	\$13.75
Wilmington Ind	177	3,227,010	277,835	277,835	8.6%	(5,400)	0	0	\$6.75
Woodland Hills I	21	1,166,837	6,000	6,000	0.5%	0	0	0	\$7.65
<b>Totals</b>	<b>34,099</b>	<b>932,262,619</b>	<b>43,626,666</b>	<b>45,694,760</b>	<b>4.9%</b>	<b>(1,215,638)</b>	<b>209,544</b>	<b>1,581,426</b>	<b>\$6.74</b>

Source: CoStar Property®

## LOS ANGELES INDUSTRIAL MARKET



FIGURES AT A GLANCE

## TOTAL INDUSTRIAL SUBMARKET STATISTICS

First Quarter 2013

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Bids	Total RBA	Direct SF	Total SF	Vac %				
Agoura/Wlake V	414	12,354,148	738,622	841,213	6.8%	13,354	0	0	\$11.15
Alhambra Ind	287	4,540,147	146,879	146,879	3.2%	(10,644)	0	0	\$7.20
Antelope Valley	393	10,283,649	370,438	370,438	3.6%	109,117	0	0	\$6.83
Arcadia/Sierra M	142	1,560,595	62,438	62,438	4.0%	20,800	0	0	\$8.72
Azusa Ind	343	8,300,002	322,750	329,908	4.0%	(171,840)	0	0	\$5.87
Baldwin Park Inc	305	4,280,851	181,267	183,817	4.3%	29,871	0	0	\$7.56
Beach Cities Ind	85	2,888,551	143,316	143,316	5.0%	2,015	0	0	\$10.32
Burbank Ind	1,119	17,104,245	565,387	572,061	3.3%	(55,929)	0	0	\$11.70
Canoga Park Inc	373	5,980,026	217,416	217,416	3.6%	37,787	0	0	\$7.71
Carson Central I	270	20,190,313	402,815	447,652	2.2%	4,736	0	0	\$6.62
Carson North In	132	5,580,898	293,543	293,543	5.3%	56,970	0	0	\$6.67
Carson South In	174	12,732,316	576,126	576,126	4.5%	(318,946)	0	0	\$6.63
Central Los Ang	4,955	97,599,235	3,365,996	3,468,042	3.6%	189,045	99,800	0	\$9.35
Central Ventura	503	13,939,857	1,271,592	1,343,955	9.6%	(73,415)	0	0	\$7.47
Cerritos Ind	357	14,256,276	700,018	749,448	5.3%	(48,836)	0	0	\$6.04
Chatsworth Ind	649	20,145,140	1,579,168	1,741,597	8.6%	(3,760)	0	0	\$7.51
City of Industry	246	11,193,752	439,824	478,374	4.3%	16,721	0	0	\$6.22
City of Industry	325	22,904,962	1,715,028	1,737,582	7.6%	(385,689)	0	0	\$5.93
City of Industry	68	5,006,641	418,470	418,470	8.4%	(25,646)	0	0	\$6.35
Claremont Ind	27	613,499	8,300	8,300	1.4%	7,996	0	0	\$5.25
Commerce Ind	972	46,944,710	2,110,247	2,269,188	4.8%	(131,954)	0	0	\$5.78
Compton East Ir	131	2,789,822	29,056	29,056	1.0%	(9,083)	0	0	\$8.08
Compton West I	232	14,419,979	1,343,019	1,343,019	9.3%	(67,253)	0	0	\$6.02
Covina Ind	232	2,798,004	209,251	209,251	7.5%	1,440	0	0	\$7.87
Diamond Bar Inc	2	32,630	0	0	0.0%	0	0	0	\$0.00
Downey Ind	295	7,602,520	88,806	220,746	2.9%	7,556	0	0	\$6.57
Duarte Ind	64	1,294,894	73,998	93,777	7.2%	6,877	0	0	\$7.58
East San Ferndo	2,449	47,193,272	1,645,011	1,870,661	4.0%	(49,413)	0	0	\$7.59
El Monte Ind	402	9,650,878	738,504	769,624	8.0%	32,111	0	0	\$5.30
El Segundo Ind	303	12,590,960	275,685	282,685	2.2%	10,000	0	16,260	\$19.87
Encino Ind	1	2,005	0	0	0.0%	0	0	0	\$0.00
Gardena Central	480	9,714,348	575,573	581,973	6.0%	48,027	0	91,320	\$6.73
Gardena East Inc	185	6,191,811	102,051	102,051	1.6%	71,350	0	0	\$6.55
Gardena NE Ind	255	6,728,862	122,375	174,625	2.6%	106,400	0	0	\$6.23
Gardena North C	166	3,946,926	159,768	159,768	4.0%	(36,120)	0	0	\$6.15
Gardena North I	357	4,928,290	272,443	272,443	5.5%	(13,175)	0	0	\$6.63
Gardena NW Inc	12	149,741	0	0	0.0%	0	0	0	\$5.16
Gardena South I	237	5,069,786	294,323	294,323	5.8%	6,398	0	0	\$6.20
Glendale Ind	681	10,115,718	136,749	151,749	1.5%	1,813	0	0	\$9.98
Glendora Ind	64	971,634	112,234	112,234	11.6%	0	0	0	\$6.88
Hawthorne Ind	296	8,023,507	530,217	530,217	6.6%	(52,856)	0	0	\$7.32
Industry/Hacien	357	16,770,442	1,092,038	1,099,198	6.6%	(279,562)	0	0	\$5.97
Industry/La Pue	150	9,488,286	258,480	258,480	2.7%	18,561	0	0	\$5.32
Industry/Rowlan	239	13,054,284	748,913	795,929	6.1%	(180,766)	0	0	\$6.34
Inglewood Ind	314	4,960,643	196,573	196,573	4.0%	49,791	0	3,525	\$10.79
Irwindale Ind	238	8,544,435	291,106	291,106	3.4%	(116,271)	0	0	\$6.50

Source: CoStar Property®

## LOS ANGELES INDUSTRIAL MARKET

FIGURES AT A GLANCE

## TOTAL INDUSTRIAL SUBMARKET STATISTICS

First Quarter 2013

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Bids	Total RBA	Direct SF	Total SF	Vac %				
La Mirada Ind	222	13,943,321	1,121,514	1,266,514	9.1%	(230,172)	0	0	\$6.03
La Verne Ind	151	3,076,884	206,276	206,276	6.7%	(7,116)	0	0	\$6.37
Lakewood Ind	18	288,707	18,790	18,790	6.5%	0	0	0	\$4.77
Lawndale Ind	54	472,626	7,655	7,655	1.6%	(1,800)	0	0	\$12.78
Long Beach Nor	294	6,746,414	324,982	324,982	4.8%	207,816	0	0	\$7.57
Long Beach SE I	319	6,983,866	1,630,577	1,637,856	23.5%	107,230	104,883	409,309	\$6.74
Long Beach SW	463	5,066,076	117,311	117,311	2.3%	(9,273)	0	4,000	\$6.61
Lynwood Ind	178	5,509,018	192,021	192,021	3.5%	15,504	0	0	\$5.73
Monrovia Ind	291	3,934,030	115,836	136,436	3.5%	(7,720)	0	0	\$10.57
Montebello/Wh	674	27,512,811	1,056,264	1,121,550	4.1%	(34,743)	0	0	\$5.81
Moorpark/Simi V	425	12,285,296	1,132,689	1,196,443	9.7%	(41,585)	0	0	\$7.05
North Hollywoo	466	7,350,351	109,180	110,780	1.5%	17,515	0	0	\$7.73
Northridge Ind	892	17,966,866	1,055,767	1,091,318	6.1%	(73,307)	0	0	\$8.30
Norwalk/Bellflo	211	7,314,321	304,030	304,030	4.2%	(33,936)	0	4,718	\$7.16
Oxnard/Pt Huer	840	23,874,767	1,869,481	1,898,480	8.0%	35,662	0	0	\$6.82
Paramount Nort	98	2,553,474	106,728	106,728	4.2%	6,883	0	0	\$6.95
Paramount Sout	258	4,911,743	208,808	212,058	4.3%	(7,063)	0	0	\$7.68
Pasadena Ind	253	3,741,809	342,484	394,574	10.5%	(5,706)	0	0	\$14.41
Pomona North I	148	2,924,423	112,602	112,602	3.9%	(28,673)	0	0	\$5.33
Pomona SE Ind	430	10,758,006	727,651	746,851	6.9%	101,855	0	0	\$4.78
Pomona SW Ind	167	4,763,542	98,044	98,044	2.1%	(4,917)	0	0	\$6.64
Rancho Doming	316	20,628,974	1,509,756	1,548,537	7.5%	(152,220)	0	0	\$6.21
Rosemead Ind	74	1,545,933	38,637	38,637	2.5%	(30,273)	0	0	\$4.35
San Dimas Ind	161	3,379,467	235,627	239,350	7.1%	3,243	0	0	\$8.51
San Gabriel Ind	89	1,207,085	31,740	31,740	2.6%	894	0	0	\$6.65
San Pedro Ind	42	1,565,290	50,492	50,492	3.2%	(33,970)	0	0	\$8.84
Santa Clarita/La	667	22,941,916	1,174,465	1,203,736	5.2%	6,179	0	0	\$7.32
Santa Fe Springs	1,600	51,401,667	2,291,012	2,313,157	4.5%	146,612	0	776,438	\$6.14
Signal Hill Ind	325	5,147,341	147,972	152,472	3.0%	2,806	0	0	\$9.31
South El Monte	551	6,245,470	123,930	123,930	2.0%	22,847	0	0	\$7.28
South El Monte	277	2,583,395	20,181	20,181	0.8%	7,794	0	0	\$7.60
South El Monte	155	2,204,494	79,670	79,670	3.6%	(20,642)	0	8,000	\$7.11
Tarzana Ind	25	529,471	37,299	37,299	7.0%	0	0	0	\$11.56
Temple City Ind	27	329,138	8,100	8,100	2.5%	1,000	0	0	\$7.40
Topanga/Malibu	1	2,271	0	0	0.0%	0	0	0	\$0.00
Torrance Centra	178	3,028,260	131,030	133,367	4.4%	(21,402)	0	0	\$6.79
Torrance NE Ind	286	15,305,791	1,305,048	1,305,048	8.5%	(35,714)	0	0	\$7.55
Torrance NW In	213	8,405,115	673,209	673,209	8.0%	42,076	0	264,900	\$7.83
Torrance South I	293	7,337,643	618,867	618,867	8.4%	37,054	0	0	\$8.51
Ventura Ind	827	12,215,578	572,149	576,615	4.7%	59,507	0	0	\$8.48
Vernon Ind	2,211	81,803,510	2,426,711	2,804,113	3.4%	(110,372)	4,861	0	\$5.96
W San Fern Val	1	42,689	0	0	0.0%	0	0	0	\$0.00
West Covina/W	143	3,100,512	105,654	110,703	3.6%	(13,759)	0	0	\$10.84
Westside Ind	1,105	20,335,246	803,210	843,110	4.1%	141,641	160,000	2,956	\$18.76
Wilmington Ind	183	3,281,879	278,735	278,735	8.5%	(5,400)	0	0	\$6.78
Woodland Hills I	33	1,712,717	40,688	40,688	2.4%	(2,388)	0	0	\$9.90
<b>Totals</b>	<b>36,916</b>	<b>993,692,693</b>	<b>48,488,685</b>	<b>50,772,306</b>	<b>5.1%</b>	<b>(1,130,455)</b>	<b>369,544</b>	<b>1,581,426</b>	<b>\$7.18</b>

Source: CoStar Property®



## LOS ANGELES INDUSTRIAL MARKET



FIGURES AT A GLANCE

## FLEX MARKET STATISTICS

First Quarter 2013

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2013 1q	2,817	61,430,074	4,862,019	5,077,546	8.3%	85,183	1	160,000	0	0	\$14.77
2012 4q	2,816	61,270,074	4,776,713	5,002,729	8.2%	(23,324)	0	0	1	160,000	\$14.78
2012 3q	2,816	61,270,074	4,757,422	4,979,405	8.1%	(280,518)	0	0	1	160,000	\$14.82
2012 2q	2,817	61,306,164	4,609,361	4,734,977	7.7%	(281,420)	0	0	1	160,000	\$14.77
2012 1q	2,818	61,317,024	4,395,942	4,464,417	7.3%	40,585	0	0	1	160,000	\$14.68
2011	2,818	61,317,024	4,444,863	4,505,002	7.3%	295,685	2	24,997	1	160,000	\$14.59
2010	2,819	61,470,604	4,870,526	4,954,267	8.1%	(670,706)	5	90,624	2	24,997	\$15.53
2009	2,815	61,392,054	3,868,393	4,205,011	6.8%	(868,098)	10	234,758	3	55,919	\$16.30
2008	2,808	61,806,005	3,380,955	3,750,864	6.1%	(327,896)	10	120,047	9	226,917	\$17.51
2007	2,798	61,891,052	3,177,590	3,508,015	5.7%	(32,404)	34	649,437	8	102,620	\$16.21
2006	2,767	61,372,775	2,682,390	2,957,334	4.8%	362,805	8	160,582	29	611,794	\$13.69
2005	2,760	61,221,893	2,914,237	3,169,257	5.2%	1,878,784	25	458,375	5	100,979	\$13.34
2004	2,736	60,794,094	4,321,121	4,612,814	7.6%	137,085	10	217,353	24	439,871	\$12.95
2003	2,727	60,765,741	4,033,212	4,721,546	7.8%	(57,765)	14	486,671	9	208,123	\$12.91
2002	2,715	60,290,546	3,544,703	4,188,586	6.9%	1,199,518	25	1,088,643	8	167,078	\$12.43
2001	2,690	59,373,711	3,720,940	4,471,269	7.5%	874,801	19	903,970	22	833,709	\$12.86

Source: CoStar Property®

## WAREHOUSE MARKET STATISTICS

First Quarter 2013

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2013 1q	34,099	932,262,619	43,626,666	45,694,760	4.9%	(1,215,638)	4	209,544	13	1,581,426	\$6.74
2012 4q	34,096	932,274,795	42,742,364	44,717,638	4.8%	3,296,904	11	1,293,820	11	601,698	\$6.69
2012 3q	34,089	931,335,648	44,845,988	47,075,395	5.1%	(1,863,304)	13	790,559	20	1,876,302	\$6.69
2012 2q	34,081	930,844,234	42,632,294	44,720,677	4.8%	716,633	5	287,807	31	2,593,621	\$6.63
2012 1q	34,077	930,578,762	43,194,081	45,171,838	4.9%	1,861,031	4	543,104	30	2,455,948	\$6.59
2011	34,080	930,709,261	44,974,322	47,163,368	5.1%	1,513,765	20	1,985,350	18	1,560,789	\$6.55
2010	34,079	929,968,694	44,773,182	47,936,566	5.2%	(2,392,904)	27	696,282	10	1,516,604	\$6.56
2009	34,085	930,271,840	42,772,818	45,846,808	4.9%	(7,708,422)	90	3,365,193	22	391,395	\$6.98
2008	34,029	928,683,110	33,548,718	36,549,656	3.9%	(8,644,330)	114	3,868,189	64	2,643,175	\$8.06
2007	33,955	926,149,030	23,374,775	25,377,007	2.7%	1,316,204	138	5,304,231	92	3,804,623	\$8.04
2006	33,862	923,796,769	22,818,135	24,340,950	2.6%	13,133,387	196	8,176,056	104	4,474,634	\$7.37
2005	33,690	917,041,383	29,551,396	30,718,951	3.3%	12,385,665	180	8,704,290	161	6,558,907	\$6.94
2004	33,527	908,579,697	32,788,837	34,642,930	3.8%	12,214,269	185	7,799,173	173	8,227,378	\$6.73
2003	33,352	902,141,509	38,193,024	40,382,102	4.5%	8,754,927	228	10,414,330	172	6,945,222	\$6.52
2002	33,138	894,571,262	38,121,727	41,566,782	4.6%	4,770,661	243	11,716,432	170	7,302,073	\$6.50
2001	32,909	885,245,684	33,536,523	37,011,865	4.2%	2,716,987	211	11,997,054	208	10,619,849	\$6.48

Source: CoStar Property®

## TOTAL INDUSTRIAL MARKET STATISTICS

First Quarter 2013

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2013 1q	36,916	993,692,693	48,488,685	50,772,306	5.1%	(1,130,455)	5	369,544	13	1,581,426	\$7.18
2012 4q	36,912	993,544,869	47,519,077	49,720,367	5.0%	3,273,580	11	1,293,820	12	761,698	\$7.10
2012 3q	36,905	992,605,722	49,603,410	52,054,800	5.2%	(2,143,822)	13	790,559	21	2,036,302	\$7.11
2012 2q	36,898	992,150,398	47,241,655	49,455,654	5.0%	435,213	5	287,807	32	2,753,621	\$7.04
2012 1q	36,895	991,895,786	47,590,023	49,636,255	5.0%	1,901,616	4	543,104	31	2,615,948	\$6.97
2011	36,898	992,026,285	49,419,185	51,668,370	5.2%	1,809,450	22	2,010,347	19	1,720,789	\$6.90
2010	36,898	991,439,298	49,643,708	52,890,833	5.3%	(3,063,610)	32	786,906	12	1,541,601	\$6.96
2009	36,900	991,663,894	46,641,211	50,051,819	5.0%	(8,576,520)	100	3,599,951	25	447,314	\$7.45
2008	36,837	990,489,115	36,929,673	40,300,520	4.1%	(8,972,226)	124	3,988,236	73	2,870,092	\$8.52
2007	36,753	988,040,082	26,552,365	28,885,022	2.9%	1,283,800	172	5,953,668	100	3,907,243	\$8.50
2006	36,629	985,169,544	25,500,525	27,298,284	2.8%	13,496,192	204	8,336,638	133	5,086,428	\$7.78
2005	36,450	978,263,276	32,465,633	33,888,208	3.5%	14,264,449	205	9,162,665	166	6,659,886	\$7.41
2004	36,263	969,373,791	37,109,958	39,255,744	4.0%	12,351,354	195	8,016,526	197	8,667,249	\$7.39
2003	36,079	962,907,250	42,226,236	45,103,648	4.7%	8,697,162	242	10,901,001	181	7,153,345	\$7.15
2002	35,853	954,861,808	41,666,430	45,755,368	4.8%	5,970,179	268	12,805,075	178	7,469,151	\$6.72
2001	35,599	944,619,395	37,257,463	41,483,134	4.4%	3,591,788	230	12,901,024	230	11,453,558	\$6.80

Source: CoStar Property®

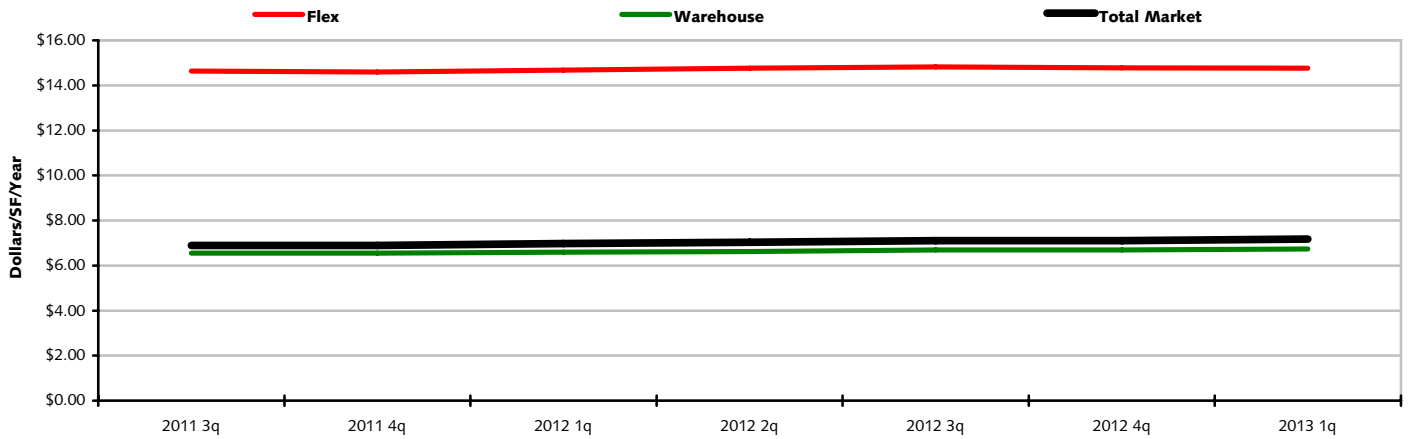


# LOS ANGELES INDUSTRIAL MARKET

LEASING ACTIVITY

## HISTORICAL RENTAL RATES

Based on Quoted Rental Rates



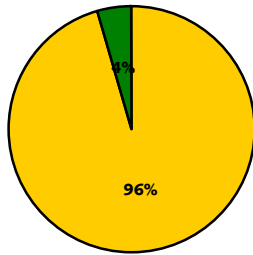
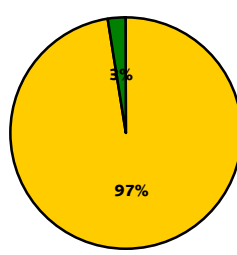
Source: CoStar Property®

## VACANCY BY AVAILABLE SPACE TYPE

Percent of All Vacant Space in Direct vs. Sublet

Los Angeles

United States


■ Direct ■ Sublet

■ Direct ■ Sublet

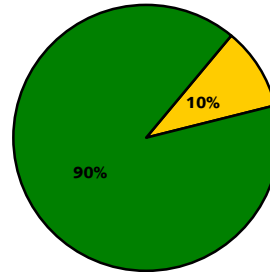
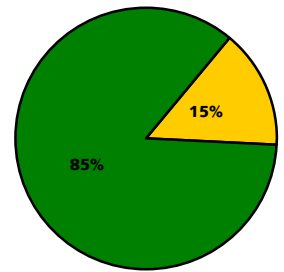
Source: CoStar Property®

## VACANCY BY BUILDING TYPE

Percent of All Vacant Space by Building Type

Los Angeles

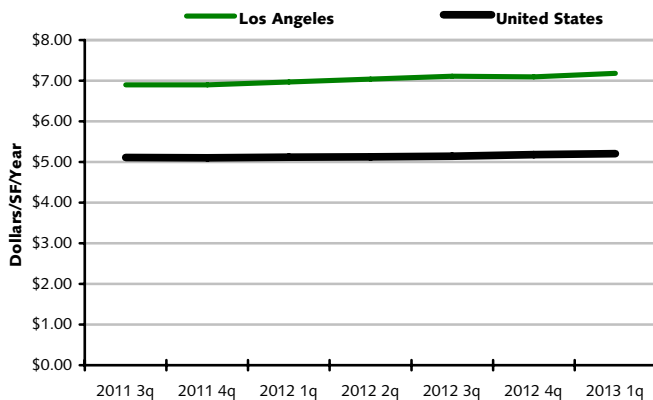
United States


■ Flex ■ Warehouse

■ Flex ■ Warehouse

Source: CoStar Property®

## U.S. RENTAL RATE COMPARISON

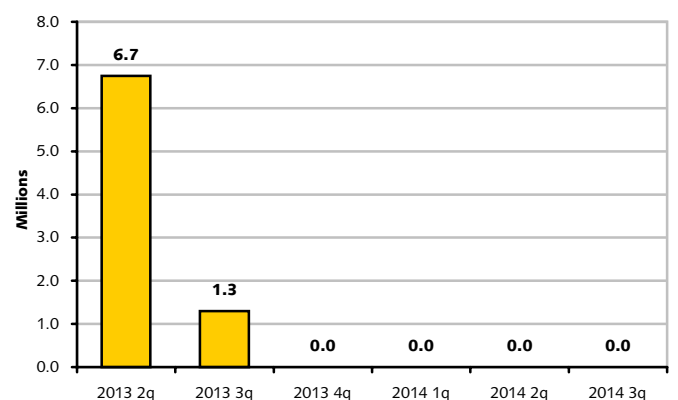
Based on Average Quoted Rental Rates



Source: CoStar Property®

## FUTURE SPACE AVAILABLE

Space Scheduled to be Available for Occupancy\*



Source: CoStar Property®

\* Includes Under Construction Space

## LOS ANGELES INDUSTRIAL MARKET



## LEASING ACTIVITY

## SELECT TOP INDUSTRIAL LEASES Based on Leased Square Footage For Deals Signed in 2013

Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1 Grand Crossings - Bldg 18	City of Industry East Ind	775,000	1st	N/A	N/A	Majestic Realty Co.
2 9400 Santa Fe Springs Rd	Santa Fe Springs Ind	196,800	1st	N/A	N/A	Colliers International
3 Airport Business Park - Bldg 1	Northridge Ind	175,660	1st	Moulton Logistics	CBRE	CBRE
4 14647 Northam St	La Mirada Ind	140,000	1st	N/A	N/A	Majestic Realty Co.
5 Harris Business Center 58	Commerce Ind	133,510	1st	Fungyun, Inc.	CBRE	Cushman & Wakefield, Inc.
6 Pacific Pointe South @ Douglas Park - Bldg 7	Long Beach SE Ind	125,000	1st	N/A	N/A	CBRE
7 14777 Don Julian Rd	Industry/Hacienda Blv Ind	113,000	1st	N/A	N/A	Majestic Realty Co.
8 Pico Rivera Business Ctr - Bldg 3	Montebello/Whittier Ind	111,384	1st	N/A	N/A	Majestic Realty Co.
9 14501 Artesia Blvd	La Mirada Ind	105,000	1st	N/A	N/A	CBRE
10 9425 Canoga Ave	Chatsworth Ind	99,702	1st	Pratt & Whitney	N/A	CBRE
11 4940 Triggs St	Commerce Ind	92,235	1st	N/A	N/A	CBRE
12 Golden Springs Business Center - Bldg C	Santa Fe Springs Ind	91,489	1st	N/A	Cushman & Wakefield, Inc.	Colliers International
13 15730 S Figueroa St	Gardena Central Ind	91,320	1st	N/A	N/A	CBRE
14 2601 Workman Mill Rd	City of Industry West Ind	90,000	1st	N/A	N/A	Majestic Realty Co.
15 Vernon Business Park - Bldg 134	Vernon Ind	79,119	1st	A4	Jones Lang LaSalle	CBRE
16 801-811 Sentous St	City of Industry East Ind	77,300	1st	DNA Motoring	Dharma Investment Corp.	CBRE
17 26800 Agoura Rd	Agoura/Wake V/Oaks Ind	71,358	1st	N/A	N/A	Colliers International
18 437 N Baldwin Park Blvd	Industry/La Puente Ind	70,000	1st	N/A	N/A	Majestic Realty Co.
19 13720 S Western Ave	Gardena North Central Ind	60,376	1st	N/A	N/A	Jones Lang LaSalle
20 801-811 Sentous St	City of Industry East Ind	59,800	1st	US Furniture, Inc.	UGL Services	CBRE
21 Golden Springs Business Center - Bldg C	Santa Fe Springs Ind	56,816	1st	N/A	Studley	Colliers International
22 Airport Business Park at Van Nuys - Bldg 4	Northridge Ind	49,744	1st	N/A	N/A	CBRE
23 15050 Shoemaker Ave	Norwalk/Bellflower Ind	45,498	1st	JB Hunt	N/A	CBRE
24 2055 E 223rd St	Carson South Ind	45,230	1st	N/A	N/A	Cushman & Wakefield, Inc.
25 19780 Pacific Gateway Dr	Torrance NE Ind	43,170	1st	N/A	N/A	Jones Lang LaSalle
26 4700 S Boyle Ave	Vernon Ind	42,206	1st	N/A	N/A	Lee & Associates
27 3501 E Vernon Ave	Vernon Ind	42,027	1st	N/A	N/A	CBRE
28 2525 S Workman Mill Rd	City of Industry West Ind	42,000	1st	N/A	N/A	Majestic Realty Co.
29 2009 E 223rd St	Carson South Ind	40,488	1st	N/A	N/A	Cushman & Wakefield, Inc.
30 20100 S Susana Rd	Rancho Dominguez Ind	40,200	1st	Prime Wheel	Direct Deal	Lee & Associates
31 Commerce Distribution Ctr - Bldg 12	Commerce Ind	40,080	1st	Autopartsman	Lee & Associates	Cushman & Wakefield, Inc.
32 19844 E Quiroz Ct	City of Industry East Ind	39,953	1st	Especial T HVAC	Lee & Associates	Colliers International
33 13170 Telfair Ave	East San Ferndo Vly Ind	38,600	1st	Security Paving Co., Inc.	N/A	Coldwell Banker Comm'l North Co.
34 601 Vincent Ave	Azusa Ind	38,377	1st	N/A	N/A	Colliers International
35 5650-5680 Rickenbacker Rd	Commerce Ind	36,990	1st	N/A	Colliers International	Direct Deal
36 9650 De Soto Ave	Chatsworth Ind	36,957	1st	N/A	N/A	Delphi Business Properties
37 18700 S Susana Rd	Rancho Dominguez Ind	34,898	1st	N/A	N/A	CBRE
38 Simi Valley Business Center - Bldg B	Moorpark/Simi Val Ind	34,816	1st	N/A	N/A	Lee & Associates
39 Golden Springs Business Center - Bldg Q1	Santa Fe Springs Ind	34,468	1st	N/A	Mohr Partners International	Colliers International
40 5359 Valley Blvd	Central Los Angeles Ind	34,126	1st	N/A	N/A	I-Chung International, Inc.

Source: CoStar Property®

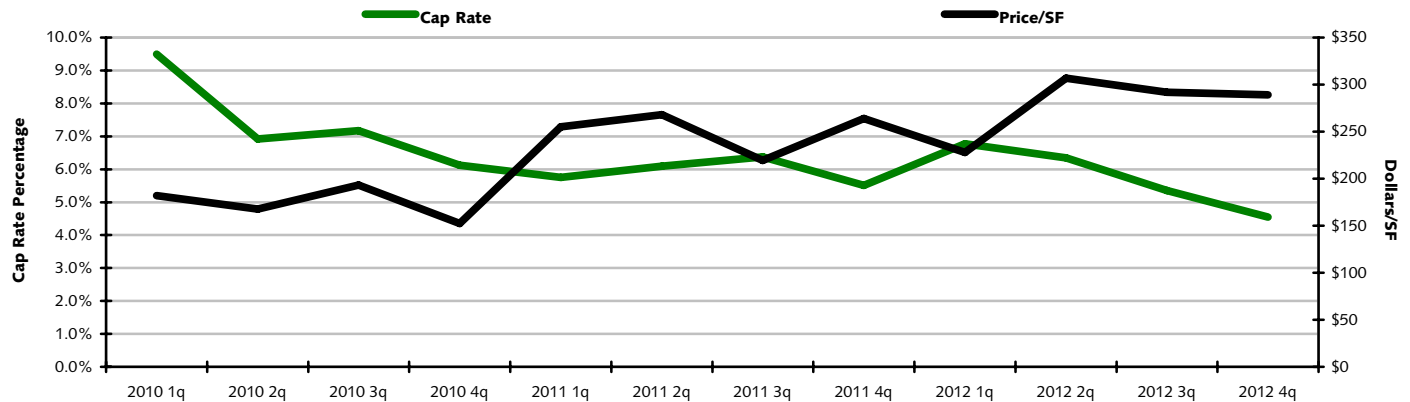
\* Renewal

# LOS ANGELES INDUSTRIAL MARKET

## SALES ACTIVITY

### THE OPTIMIST SALES INDEX

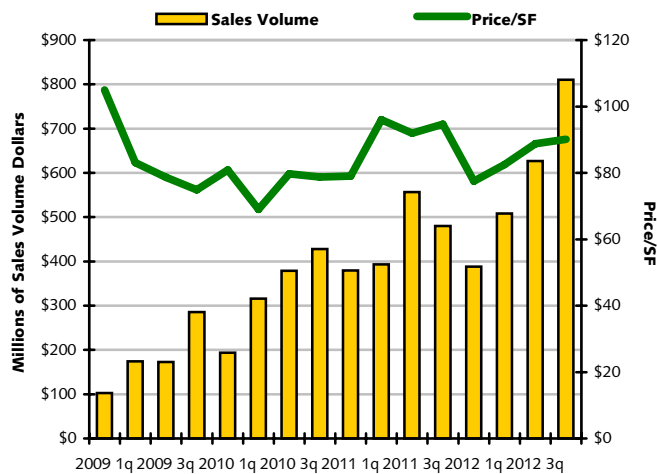
Average of Two Highest Price/SF's and Two Lowest Cap Rates Per Quarter



Source: CoStar COMPS®

### SALES VOLUME & PRICE

Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

### SALES ANALYSIS BY BUILDING SIZE

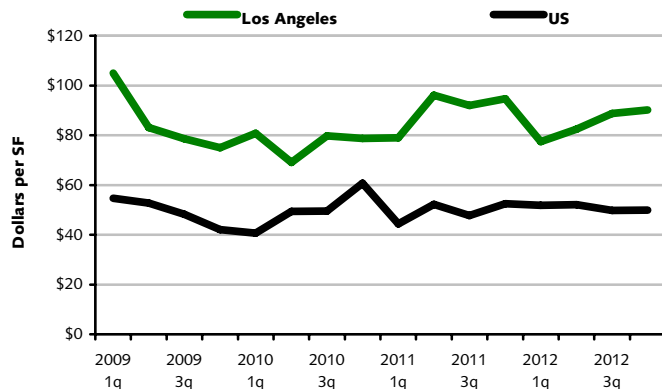
Based on Industrial Bldg Sales From Jan. 2012 - Dec. 2012

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 25,000 SF	646	7,073,906	\$ 876,585,058	\$ 123.92	7.56%
25K-99K SF	226	10,576,914	\$ 934,704,979	\$ 88.37	8.30%
100K-249K SF	50	7,730,351	\$ 611,839,448	\$ 79.15	6.46%
>250K SF	11	5,782,993	\$ 453,103,942	\$ 78.35	6.41%

Source: CoStar COMPS®

### U.S. PRICE/SF COMPARISON

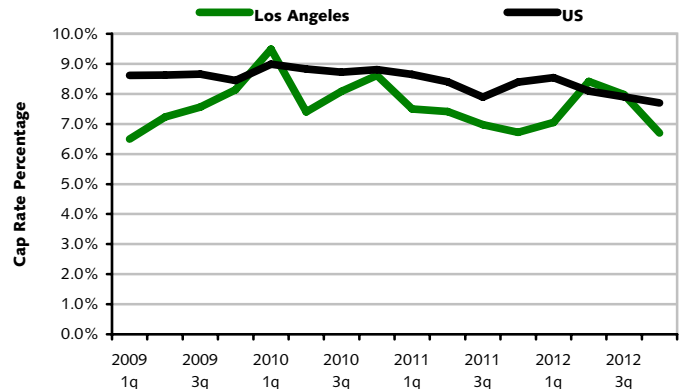
Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

### U.S. CAP RATE COMPARISON

Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## LOS ANGELES INDUSTRIAL MARKET



## SALES ACTIVITY

## SELECT TOP SALES

Based on Sales from January 2012 Through March 2013

## 1. Cerritos Industrial Park



## Cerritos

Price: **\$83,500,000**  
 Price/SF: **\$97.32**  
 Cap Rate: **5.5%**  
 RBA: **857,973**  
 Date: **7/17/2012**  
 Year Built: **1977**  
 Buyer: **TIAA-CREF**  
 Seller: **TA Associates Realty**

## 2. 16501 Trojan Way



## La Mirada

Price: **\$63,200,000**  
 Price/SF: **\$127.00**  
 Cap Rate: **N/A**  
 RBA: **497,620**  
 Date: **6/14/2012**  
 Year Built: **2002**  
 Buyer: **Duke Realty Corporation**  
 Seller: **McGranahan Carlson & Company, LLC**

## 3. Mission Oaks Corporate Center



## Camarillo

Price: **\$59,100,000**  
 Price/SF: **\$49.73**  
 Cap Rate: **8.4%**  
 RBA: **1,188,315**  
 Date: **6/29/2012**  
 Year Built: **1982**  
 Buyer: **Rexford Industrial**  
 Seller: **Sandstone Properties**

## 4. 650,000 SF Distribution Center



## Irwindale

Price: **\$43,500,000**  
 Price/SF: **\$66.62**  
 Cap Rate: **6.55%**  
 RBA: **652,948**  
 Date: **1/3/2012**  
 Year Built: **1993**  
 Buyer: **LBA Realty**  
 Seller: **TA Associates Realty**

## 5. Pru Real Estate to Alere (9 Bldgs)



## Compton

Price: **\$41,725,000**  
 Price/SF: **\$96.51**  
 Cap Rate: **5.2%**  
 RBA: **432,361**  
 Date: **10/17/2012**  
 Year Built: **1981**  
 Buyer: **Alere Property Group, LLC**  
 Seller: **Prudential Real Estate Investors**

## 6. 1338 W Holt Ave



## Pomona

Price: **\$28,412,960**  
 Price/SF: **\$80.00**  
 Cap Rate: **N/A**  
 RBA: **355,162**  
 Date: **12/19/2012**  
 Year Built: **2000**  
 Buyer: **Crown Mark**  
 Seller: **Industrial Properties Corporation**

## 7. 16325 S Avalon Blvd



## Carson

Price: **\$26,340,000**  
 Price/SF: **\$125.01**  
 Cap Rate: **N/A**  
 RBA: **210,710**  
 Date: **12/21/2012**  
 Year Built: **2012**  
 Buyer: **TIAA-CREF**  
 Seller: **Trammell Crow Company**

## 8. LA Media Tech Center



## Los Angeles

Price: **\$23,600,000**  
 Price/SF: **\$126.35**  
 Cap Rate: **N/A**  
 RBA: **186,782**  
 Date: **7/24/2012**  
 Year Built: **2000**  
 Buyer: **Alliance Commercial Partners LLC**  
 Seller: **Beacon Default Management, Inc.**

## 9. 18626 S Reyes Ave



## Compton

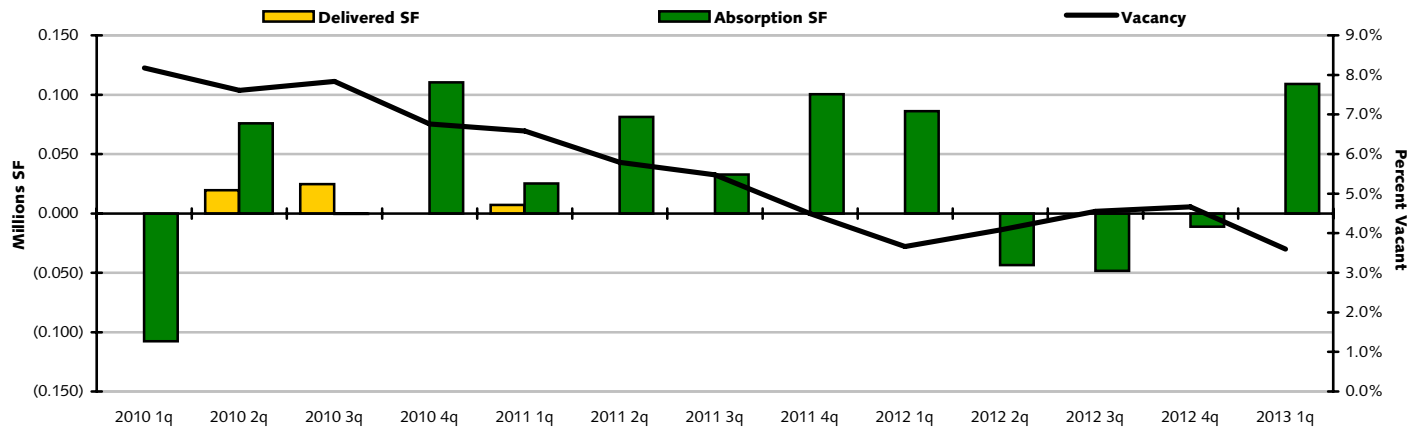
Price: **\$19,407,150**  
 Price/SF: **\$90.00**  
 Cap Rate: **N/A**  
 RBA: **215,635**  
 Date: **12/19/2012**  
 Year Built: **1974**  
 Buyer: **Ability/Tri-Modal Transportation Services, Inc.**  
 Seller: **Cabot Properties, Inc.**

# LOS ANGELES INDUSTRIAL MARKET

## ANTELOPE VALLEY MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE

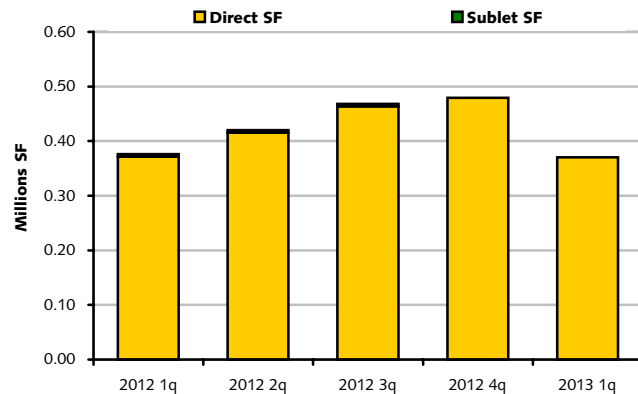
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

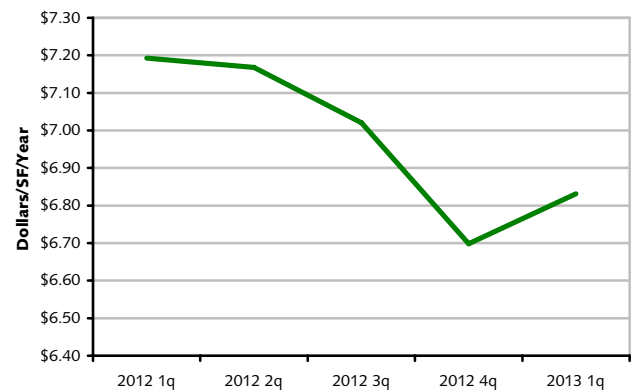
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	393	10,283,649	370,438	3.6%	109,117	0	0	0	0	\$6.83
2012 4q	393	10,283,649	479,555	4.7%	(11,198)	0	0	0	0	\$6.70
2012 3q	393	10,283,649	468,357	4.6%	(48,348)	0	0	0	0	\$7.02
2012 2q	393	10,283,649	420,009	4.1%	(43,642)	0	0	0	0	\$7.17
2012 1q	393	10,283,649	376,367	3.7%	86,188	0	0	0	0	\$7.19
2011 4q	393	10,283,649	462,555	4.5%	100,539	0	0	0	0	\$7.21
2011 3q	393	10,283,649	563,094	5.5%	32,646	0	0	0	0	\$6.86
2011 2q	393	10,283,649	595,740	5.8%	81,270	0	0	0	0	\$6.96
2011 1q	393	10,283,649	677,010	6.6%	25,166	1	7,153	0	0	\$6.93
2010 4q	392	10,276,496	695,023	6.8%	110,379	0	0	1	7,153	\$7.01
2010 3q	392	10,276,496	805,402	7.8%	(479)	1	24,750	1	7,153	\$7.08
2010 2q	391	10,251,746	780,173	7.6%	75,892	1	19,588	1	24,750	\$7.10
2010 1q	390	10,232,158	836,477	8.2%	(107,688)	0	0	2	44,338	\$7.21
2009 4q	390	10,232,158	728,789	7.1%	(24,457)	2	66,537	2	44,338	\$6.61
2009 3q	388	10,165,621	637,795	6.3%	30,543	0	0	3	91,287	\$7.19
2009 2q	388	10,165,621	668,338	6.6%	(42,080)	1	7,998	3	91,287	\$8.58

Source: CoStar Property®

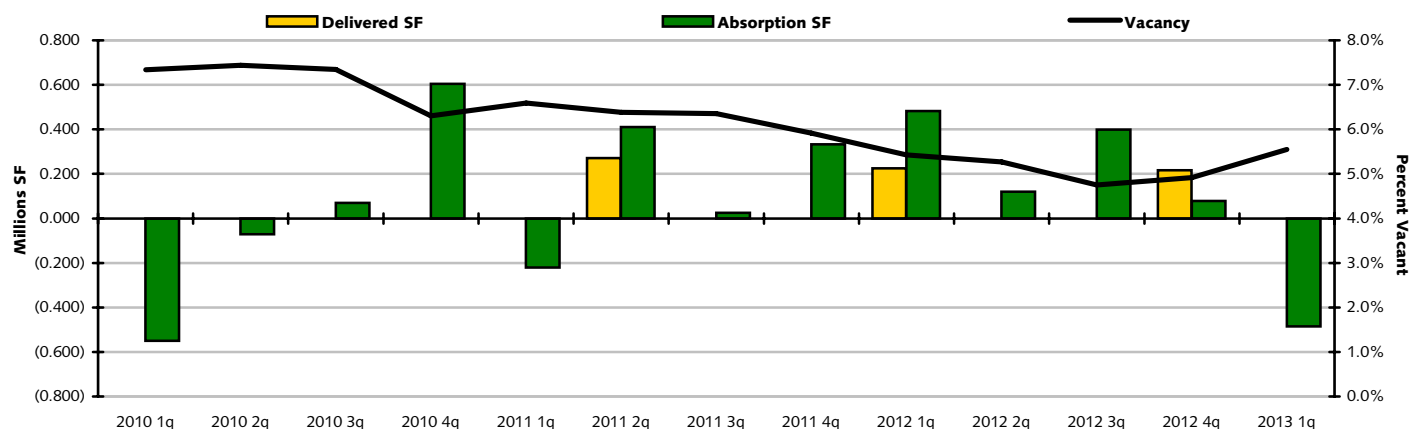
# LOS ANGELES INDUSTRIAL MARKET

## CARSON/RANCHO DOMINGO MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE



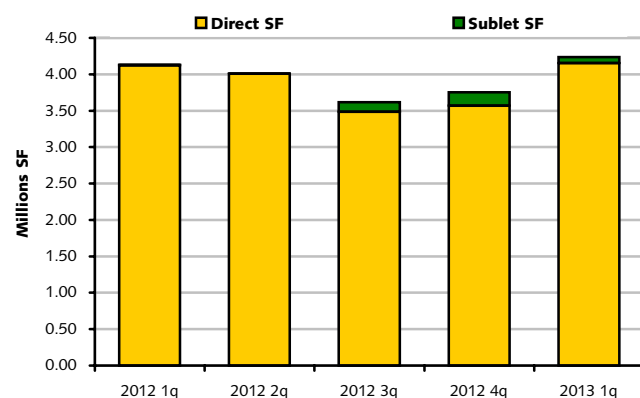
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

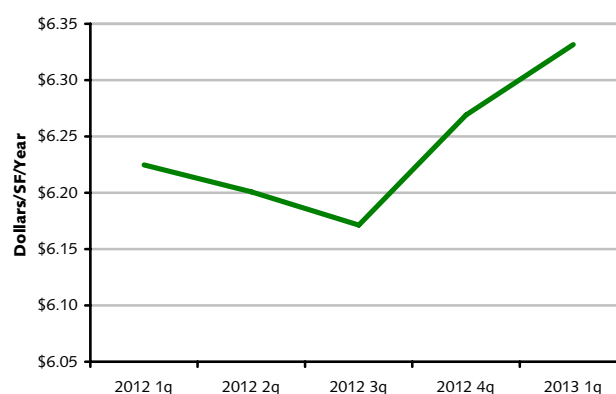
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,255	76,342,302	4,237,933	5.6%	(485,796)	0	0	0	0	\$6.33
2012 4q	1,255	76,342,302	3,752,137	4.9%	78,821	1	216,407	0	0	\$6.27
2012 3q	1,254	76,125,895	3,614,551	4.7%	398,492	0	0	1	216,407	\$6.17
2012 2q	1,254	76,125,895	4,013,043	5.3%	119,678	0	0	1	216,407	\$6.20
2012 1q	1,254	76,125,895	4,132,721	5.4%	482,073	1	224,560	1	216,407	\$6.22
2011 4q	1,254	76,005,602	4,494,501	5.9%	332,831	0	0	1	224,560	\$6.17
2011 3q	1,254	76,005,602	4,827,332	6.4%	25,271	0	0	1	224,560	\$6.11
2011 2q	1,254	76,005,602	4,852,603	6.4%	411,057	1	270,764	0	0	\$6.24
2011 1q	1,253	75,734,838	4,992,896	6.6%	(220,633)	0	0	1	270,764	\$6.11
2010 4q	1,253	75,734,838	4,772,263	6.3%	605,041	0	0	1	270,764	\$6.10
2010 3q	1,254	75,934,022	5,576,488	7.3%	70,436	0	0	0	0	\$6.14
2010 2q	1,254	75,934,022	5,646,924	7.4%	(71,725)	0	0	0	0	\$6.31
2010 1q	1,254	75,934,022	5,575,199	7.3%	(550,162)	0	0	0	0	\$6.41
2009 4q	1,254	75,934,022	5,025,037	6.6%	(308,339)	1	148,725	0	0	\$6.62
2009 3q	1,253	75,785,297	4,567,973	6.0%	(288,383)	1	65,670	1	148,725	\$7.10
2009 2q	1,252	75,719,627	4,213,920	5.6%	(333,331)	1	55,720	2	214,395	\$7.52

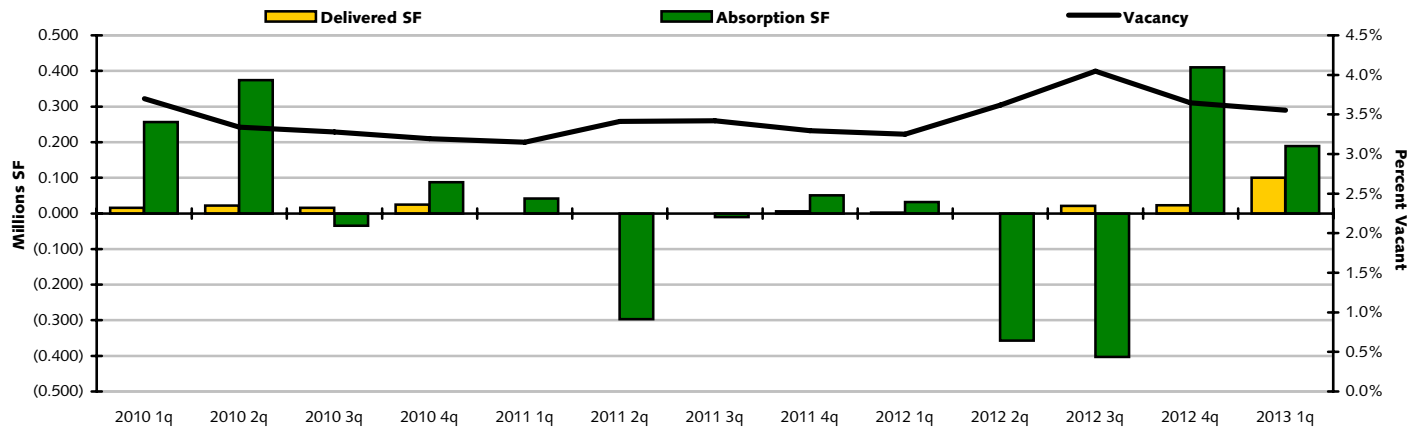
Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

## CENTRAL LA MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE

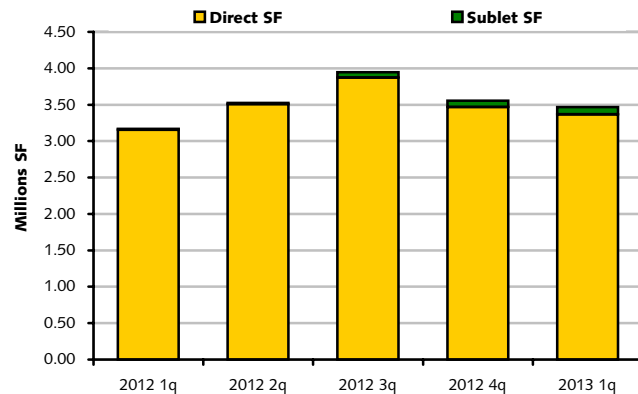
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

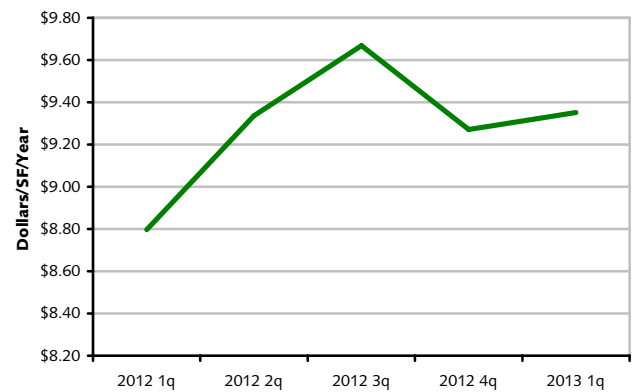
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	4,955	97,599,235	3,468,042	3.6%	189,045	1	99,800	0	0	\$9.35
2012 4q	4,954	97,499,435	3,557,287	3.6%	410,052	1	23,000	1	99,800	\$9.27
2012 3q	4,953	97,476,435	3,944,339	4.0%	(403,048)	2	21,022	2	122,800	\$9.67
2012 2q	4,952	97,460,363	3,525,219	3.6%	(357,452)	0	0	4	143,822	\$9.34
2012 1q	4,952	97,460,363	3,167,767	3.3%	31,851	1	2,400	3	44,022	\$8.80
2011 4q	4,952	97,471,963	3,211,218	3.3%	51,052	1	6,048	2	8,400	\$8.40
2011 3q	4,953	97,547,415	3,337,722	3.4%	(10,236)	0	0	3	14,448	\$8.35
2011 2q	4,953	97,547,415	3,327,486	3.4%	(296,611)	0	0	3	14,448	\$8.17
2011 1q	4,954	97,590,665	3,074,125	3.2%	41,813	0	0	1	2,400	\$8.03
2010 4q	4,954	97,590,665	3,115,938	3.2%	87,258	2	24,615	0	0	\$7.74
2010 3q	4,954	97,585,834	3,198,365	3.3%	(35,023)	1	15,990	2	24,615	\$8.08
2010 2q	4,954	97,682,844	3,260,352	3.3%	374,200	2	22,390	3	40,605	\$8.18
2010 1q	4,952	97,660,454	3,612,162	3.7%	256,824	1	16,130	4	44,280	\$8.44
2009 4q	4,955	97,761,230	3,969,762	4.1%	176,534	3	155,243	4	44,420	\$8.74
2009 3q	4,953	97,617,987	4,003,053	4.1%	263,179	2	22,190	5	177,273	\$9.05
2009 2q	4,951	97,595,797	4,244,042	4.3%	(78,729)	1	5,800	5	177,433	\$8.99

Source: CoStar Property®



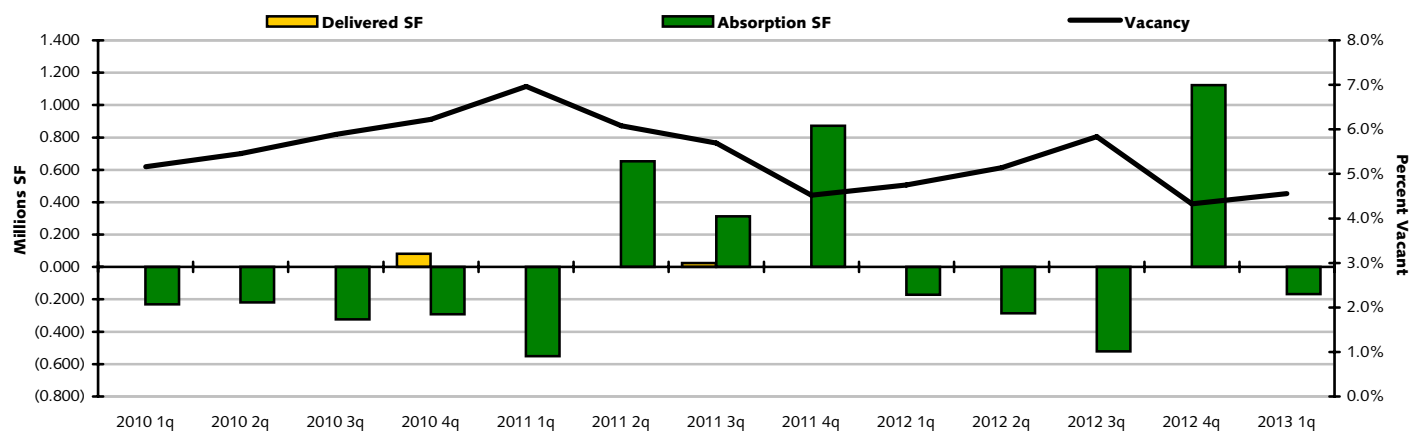
# LOS ANGELES INDUSTRIAL MARKET

## COMMERCE AREA MARKET

MARKET HIGHLIGHTS - FLEX &amp; WAREHOUSE



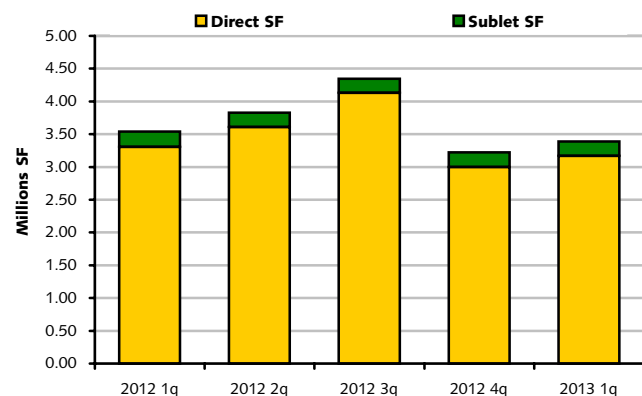
### DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### VACANT SPACE

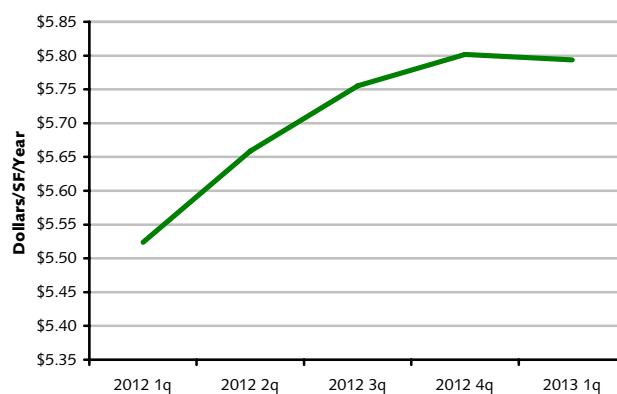
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### QUOTED RENTAL RATES

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,646	74,457,521	3,390,738	4.6%	(166,697)	0	0	0	0	\$5.79
2012 4q	1,646	74,457,521	3,224,041	4.3%	1,124,086	0	0	0	0	\$5.80
2012 3q	1,646	74,457,521	4,348,127	5.8%	(522,093)	0	0	0	0	\$5.76
2012 2q	1,646	74,457,521	3,826,034	5.1%	(287,027)	0	0	0	0	\$5.66
2012 1q	1,646	74,457,521	3,539,007	4.8%	(171,333)	0	0	0	0	\$5.52
2011 4q	1,646	74,457,521	3,367,674	4.5%	872,452	0	0	0	0	\$5.40
2011 3q	1,646	74,457,521	4,240,126	5.7%	312,925	1	24,206	0	0	\$5.39
2011 2q	1,645	74,433,315	4,528,845	6.1%	653,222	0	0	1	24,206	\$5.29
2011 1q	1,645	74,433,315	5,182,067	7.0%	(550,435)	0	0	1	24,206	\$5.25
2010 4q	1,645	74,433,315	4,631,632	6.2%	(291,945)	1	80,955	0	0	\$5.26
2010 3q	1,649	74,477,455	4,383,827	5.9%	(322,879)	0	0	1	80,955	\$5.38
2010 2q	1,649	74,477,455	4,060,948	5.5%	(218,183)	0	0	1	80,955	\$5.58
2010 1q	1,649	74,477,455	3,842,765	5.2%	(230,134)	0	0	1	80,955	\$5.66
2009 4q	1,650	74,495,055	3,630,231	4.9%	160,851	0	0	0	0	\$5.78
2009 3q	1,651	74,512,831	3,808,858	5.1%	(297,625)	2	30,884	0	0	\$6.12
2009 2q	1,649	74,481,947	3,480,349	4.7%	(306,355)	1	403,444	2	30,884	\$6.39

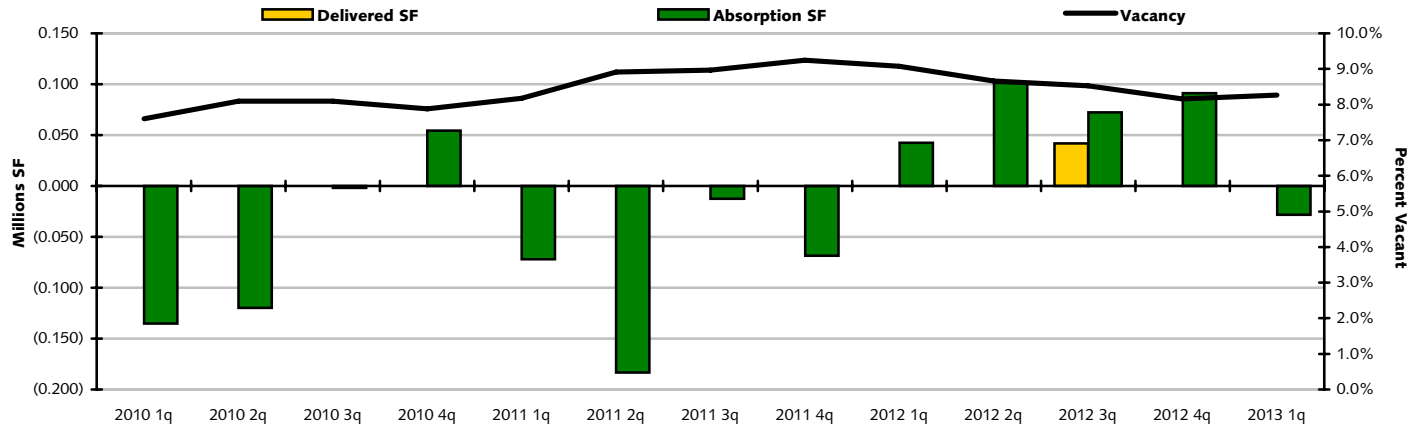
Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

## CONEJO VALLEY MARKET

MARKET HIGHLIGHTS - FLEX &amp; WAREHOUSE

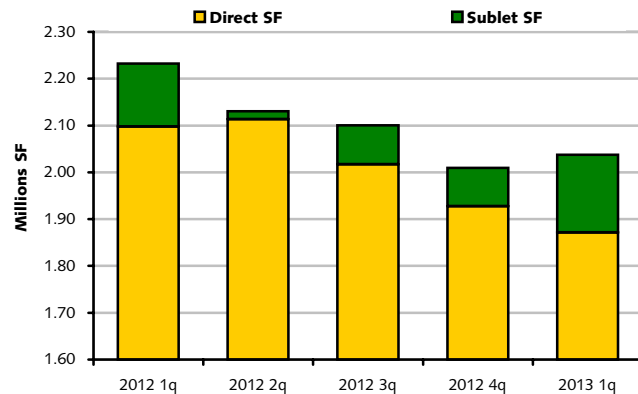
### DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### VACANT SPACE

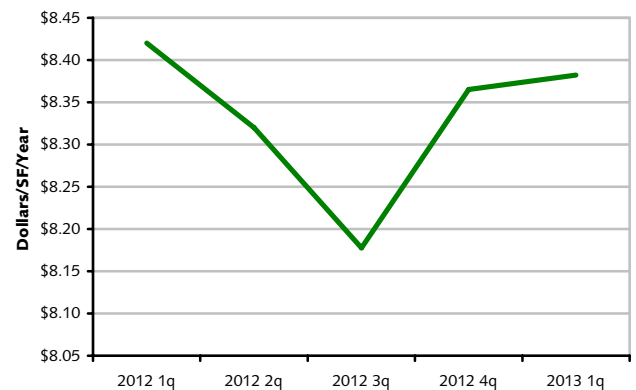
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### QUOTED RENTAL RATES

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	839	24,639,444	2,037,656	8.3%	(28,231)	0	0	0	0	\$8.38
2012 4q	839	24,639,444	2,009,425	8.2%	91,048	0	0	0	0	\$8.37
2012 3q	839	24,639,444	2,100,473	8.5%	72,174	3	41,962	0	0	\$8.18
2012 2q	836	24,597,482	2,130,685	8.7%	101,311	0	0	3	41,962	\$8.32
2012 1q	836	24,597,482	2,231,996	9.1%	42,556	0	0	2	30,312	\$8.42
2011 4q	836	24,597,482	2,274,552	9.2%	(68,688)	0	0	0	0	\$8.58
2011 3q	836	24,597,482	2,205,864	9.0%	(12,443)	0	0	0	0	\$8.52
2011 2q	836	24,597,482	2,193,421	8.9%	(183,323)	0	0	0	0	\$8.53
2011 1q	836	24,597,482	2,010,098	8.2%	(72,101)	0	0	0	0	\$9.14
2010 4q	836	24,597,482	1,937,997	7.9%	54,292	0	0	0	0	\$9.21
2010 3q	836	24,597,482	1,992,289	8.1%	(1,800)	0	0	0	0	\$9.71
2010 2q	836	24,597,482	1,990,489	8.1%	(119,771)	0	0	0	0	\$9.46
2010 1q	836	24,597,482	1,870,718	7.6%	(135,273)	0	0	0	0	\$9.60
2009 4q	836	24,597,482	1,735,445	7.1%	(7,611)	0	0	0	0	\$9.83
2009 3q	836	24,597,482	1,727,834	7.0%	(36,288)	0	0	0	0	\$10.27
2009 2q	836	24,597,482	1,691,546	6.9%	(106,152)	6	141,568	0	0	\$10.22

Source: CoStar Property®

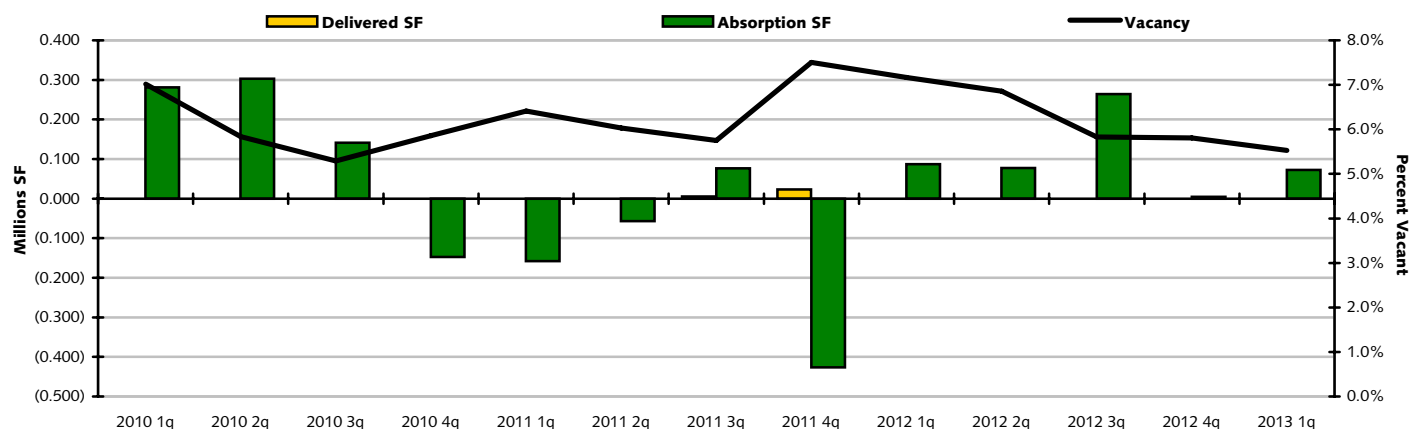
# LOS ANGELES INDUSTRIAL MARKET

## EASTERN SGV MARKET

MARKET HIGHLIGHTS - FLEX & WAREHOUSE



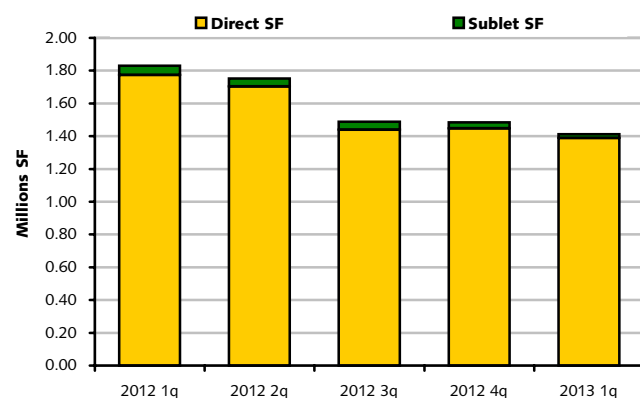
### DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### VACANT SPACE

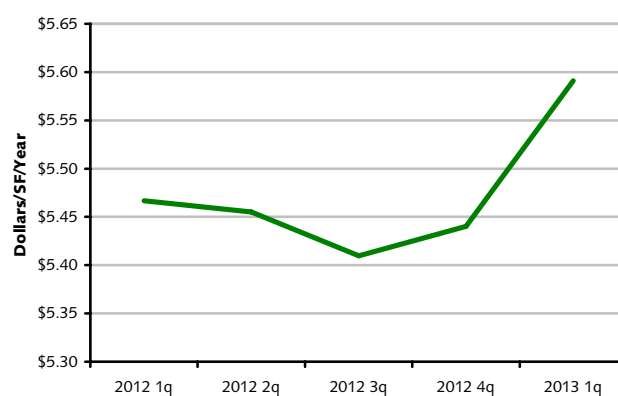
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### QUOTED RENTAL RATES

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,086	25,548,451	1,411,423	5.5%	72,388	0	0	0	0	\$5.59
2012 4q	1,086	25,548,451	1,483,811	5.8%	4,725	0	0	0	0	\$5.44
2012 3q	1,086	25,548,451	1,488,536	5.8%	264,201	0	0	0	0	\$5.41
2012 2q	1,086	25,548,451	1,752,737	6.9%	77,236	0	0	0	0	\$5.46
2012 1q	1,086	25,548,451	1,829,973	7.2%	86,979	0	0	0	0	\$5.47
2011 4q	1,086	25,548,451	1,916,952	7.5%	(426,331)	1	22,953	0	0	\$5.54
2011 3q	1,085	25,525,498	1,467,668	5.7%	76,680	1	5,400	1	22,953	\$5.53
2011 2q	1,084	25,520,098	1,538,948	6.0%	(56,610)	0	0	2	28,353	\$5.72
2011 1q	1,085	25,683,650	1,645,890	6.4%	(158,279)	0	0	1	5,400	\$5.85
2010 4q	1,086	25,702,132	1,506,093	5.9%	(147,265)	0	0	0	0	\$6.04
2010 3q	1,086	25,702,132	1,358,828	5.3%	140,848	0	0	0	0	\$6.14
2010 2q	1,086	25,702,132	1,499,676	5.8%	303,155	0	0	0	0	\$6.08
2010 1q	1,086	25,702,132	1,802,831	7.0%	280,792	0	0	0	0	\$6.15
2009 4q	1,086	25,702,132	2,083,623	8.1%	(86,793)	0	0	0	0	\$6.27
2009 3q	1,086	25,702,132	1,996,830	7.8%	25,786	0	0	0	0	\$6.50
2009 2q	1,087	25,705,132	2,025,616	7.9%	(295,347)	0	0	0	0	\$6.63

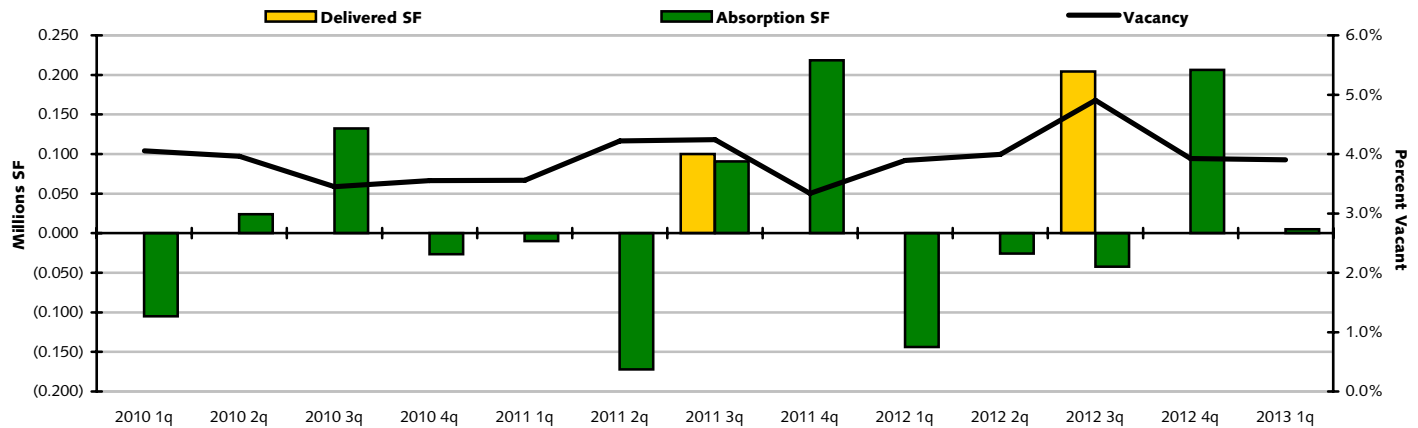
Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

## EL SEGUNDO / HAWTHORNE MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE

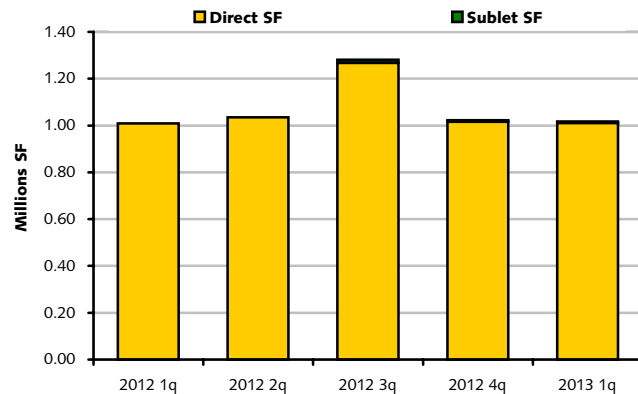
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

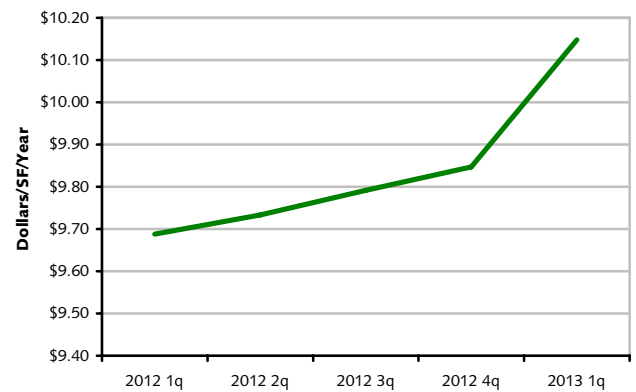
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	967	26,047,736	1,017,130	3.9%	5,135	0	0	2	19,785	\$10.15
2012 4q	967	26,047,736	1,022,265	3.9%	206,239	0	0	1	16,260	\$9.85
2012 3q	969	26,100,239	1,281,007	4.9%	(42,415)	1	204,117	0	0	\$9.79
2012 2q	968	25,896,122	1,034,475	4.0%	(25,888)	0	0	1	204,117	\$9.73
2012 1q	968	25,896,122	1,008,587	3.9%	(143,837)	0	0	1	204,117	\$9.69
2011 4q	968	25,896,122	864,750	3.3%	218,379	0	0	1	204,117	\$9.41
2011 3q	969	25,911,921	1,098,928	4.2%	90,737	1	100,000	0	0	\$9.22
2011 2q	968	25,811,921	1,089,665	4.2%	(171,968)	0	0	1	100,000	\$9.04
2011 1q	968	25,811,921	917,697	3.6%	(10,114)	0	0	1	100,000	\$8.51
2010 4q	970	25,821,621	917,283	3.6%	(26,507)	0	0	1	100,000	\$8.83
2010 3q	970	25,821,621	890,776	3.4%	132,478	0	0	1	100,000	\$9.37
2010 2q	970	25,821,621	1,023,254	4.0%	23,788	0	0	1	100,000	\$9.65
2010 1q	970	25,821,621	1,047,042	4.1%	(104,827)	0	0	0	0	\$9.89
2009 4q	970	25,821,621	942,215	3.6%	38,465	0	0	0	0	\$9.84
2009 3q	970	25,821,621	980,680	3.8%	51,460	0	0	0	0	\$10.36
2009 2q	971	25,862,069	1,072,588	4.1%	(79,320)	0	0	0	0	\$10.46

Source: CoStar Property®

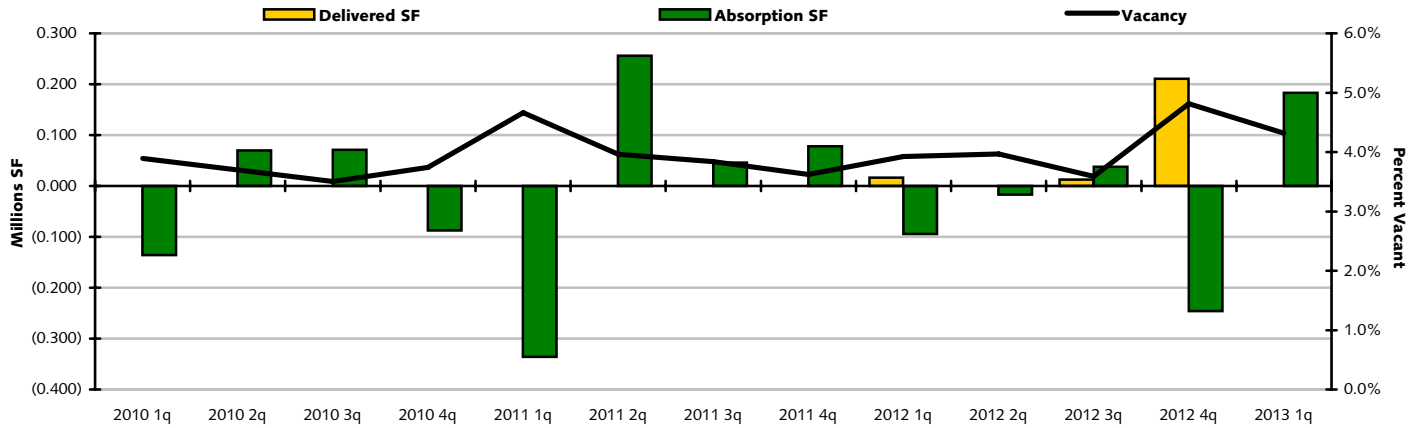
# LOS ANGELES INDUSTRIAL MARKET

## GARDENA / 110 CORRIDOR MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE



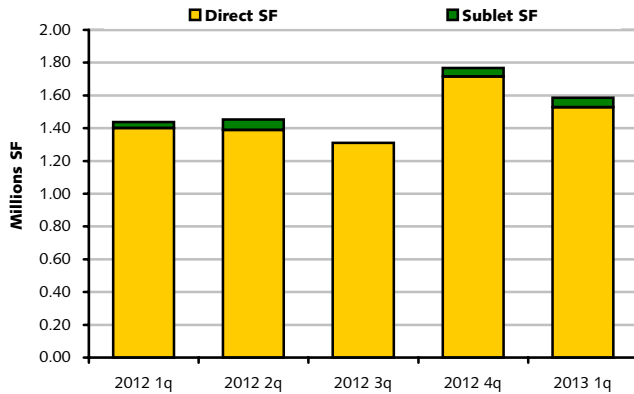
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

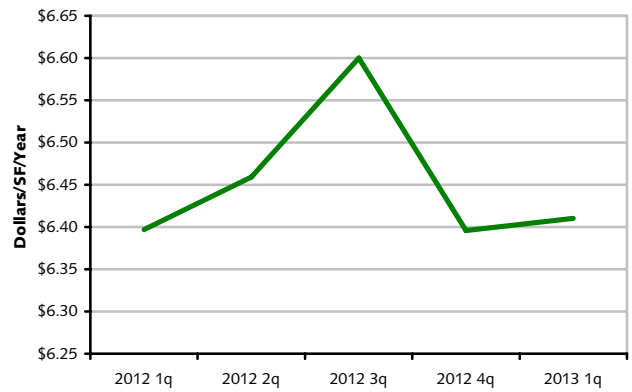
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,692	36,729,764	1,585,183	4.3%	182,880	0	0	1	91,320	\$6.41
2012 4q	1,692	36,729,764	1,768,063	4.8%	(245,956)	1	210,710	1	91,320	\$6.40
2012 3q	1,691	36,519,054	1,311,397	3.6%	37,759	1	12,500	2	302,030	\$6.60
2012 2q	1,691	36,623,679	1,453,781	4.0%	(17,055)	0	0	3	314,530	\$6.46
2012 1q	1,691	36,623,679	1,436,726	3.9%	(94,145)	1	16,144	1	12,500	\$6.40
2011 4q	1,690	36,607,535	1,326,437	3.6%	77,958	0	0	1	16,144	\$6.43
2011 3q	1,690	36,607,535	1,404,395	3.8%	45,899	0	0	1	16,144	\$6.39
2011 2q	1,690	36,607,535	1,450,294	4.0%	256,166	0	0	0	0	\$6.48
2011 1q	1,690	36,607,535	1,706,460	4.7%	(335,989)	0	0	0	0	\$6.12
2010 4q	1,690	36,607,535	1,370,471	3.7%	(87,128)	0	0	0	0	\$6.18
2010 3q	1,690	36,607,535	1,283,343	3.5%	71,085	0	0	0	0	\$6.21
2010 2q	1,690	36,607,535	1,354,428	3.7%	69,831	0	0	0	0	\$6.15
2010 1q	1,690	36,607,535	1,424,259	3.9%	(135,786)	0	0	0	0	\$6.32
2009 4q	1,690	36,607,535	1,288,473	3.5%	234,839	1	14,968	0	0	\$6.53
2009 3q	1,689	36,592,567	1,508,344	4.1%	87,186	0	0	1	14,968	\$6.77
2009 2q	1,689	36,592,567	1,595,530	4.4%	(34,518)	1	41,097	1	14,968	\$7.05

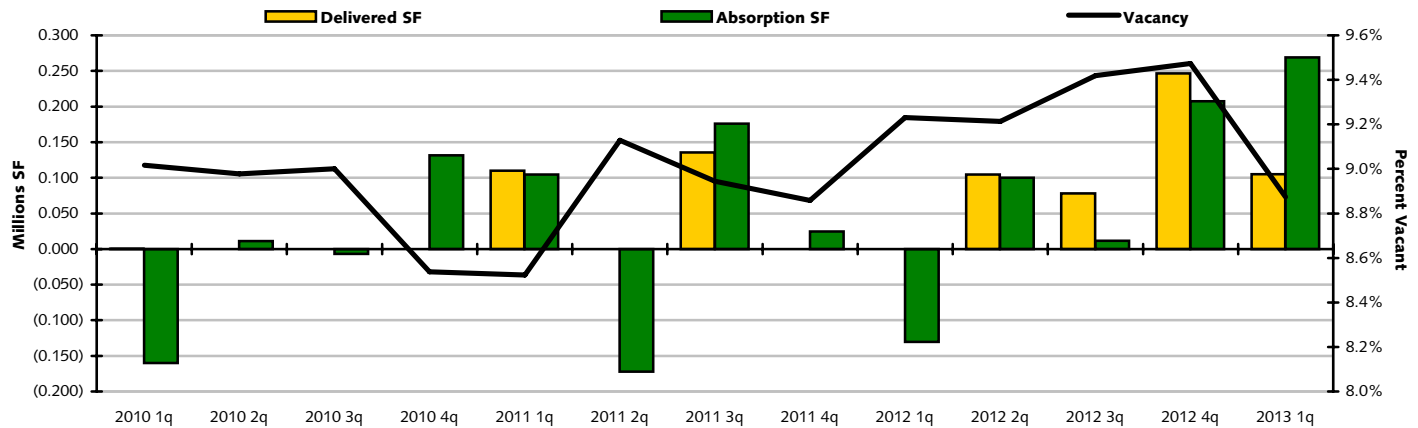
Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

## LONG BEACH AREA MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE

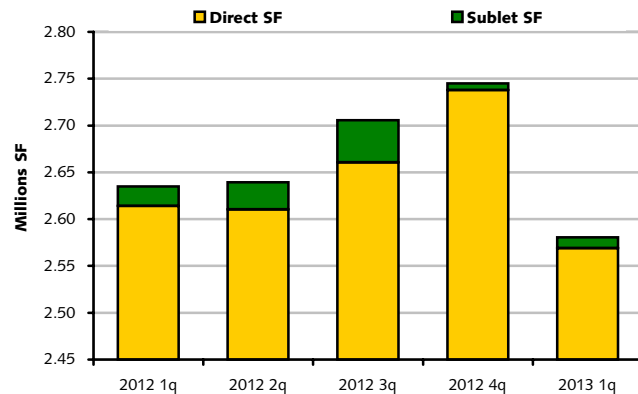
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

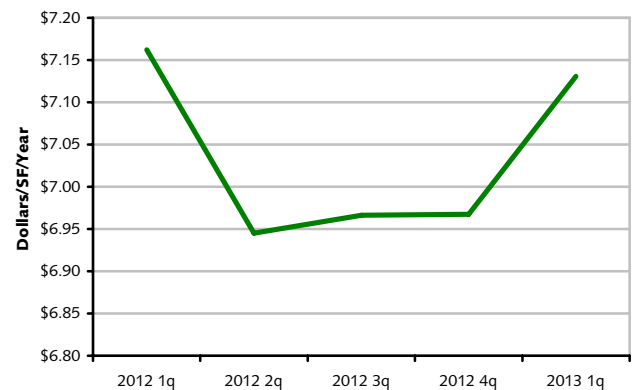
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,644	29,079,573	2,580,638	8.9%	269,209	2	104,883	4	413,309	\$7.13
2012 4q	1,642	28,974,690	2,744,964	9.5%	207,439	4	246,733	3	108,883	\$6.97
2012 3q	1,638	28,727,957	2,705,670	9.4%	11,809	1	78,000	7	355,616	\$6.97
2012 2q	1,637	28,649,957	2,639,479	9.2%	100,084	1	104,705	7	365,237	\$6.95
2012 1q	1,636	28,545,252	2,634,858	9.2%	(130,472)	0	0	7	465,942	\$7.16
2011 4q	1,637	28,571,814	2,530,948	8.9%	24,700	0	0	2	182,705	\$7.22
2011 3q	1,637	28,571,814	2,555,648	8.9%	175,789	1	135,429	2	182,705	\$7.27
2011 2q	1,636	28,436,385	2,596,008	9.1%	(172,328)	0	0	2	213,429	\$7.18
2011 1q	1,636	28,436,385	2,423,680	8.5%	104,578	1	110,000	2	213,429	\$7.10
2010 4q	1,635	28,326,385	2,418,258	8.5%	131,336	0	0	1	110,000	\$7.11
2010 3q	1,635	28,326,385	2,549,594	9.0%	(6,775)	0	0	1	110,000	\$7.11
2010 2q	1,635	28,326,385	2,542,819	9.0%	11,012	0	0	1	110,000	\$7.15
2010 1q	1,635	28,326,385	2,553,831	9.0%	(159,987)	1	300	0	0	\$7.76
2009 4q	1,634	28,326,085	2,393,544	8.4%	12,387	0	0	1	300	\$8.00
2009 3q	1,634	28,326,085	2,405,931	8.5%	(31,970)	1	6,572	1	300	\$7.50
2009 2q	1,633	28,319,513	2,367,389	8.4%	32,611	0	0	1	6,572	\$7.54

Source: CoStar Property®

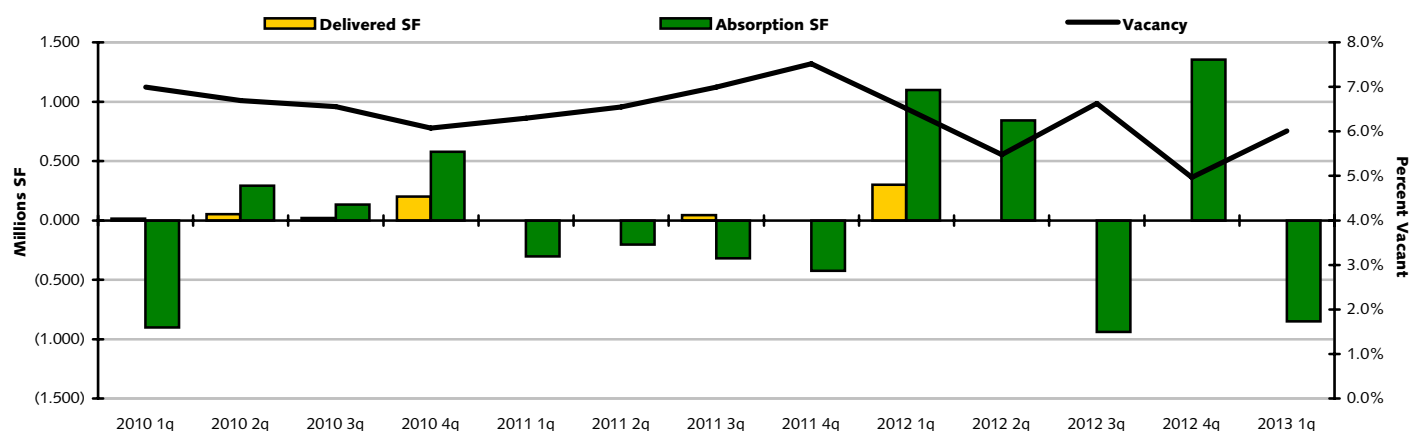
# LOS ANGELES INDUSTRIAL MARKET

## LOWER SGV MARKET

MARKET HIGHLIGHTS - FLEX & WAREHOUSE



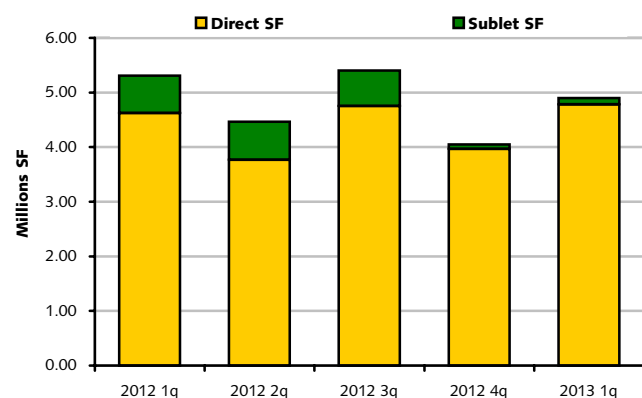
### DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### VACANT SPACE

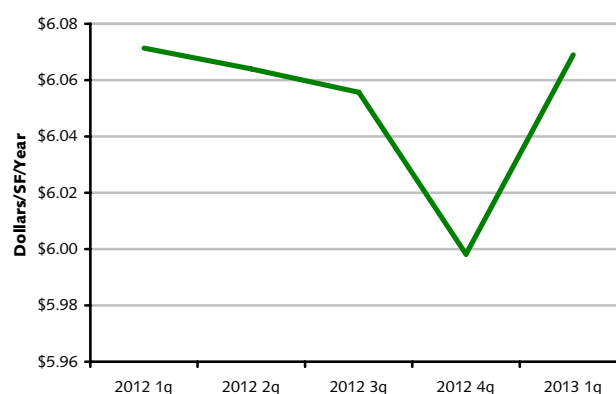
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### QUOTED RENTAL RATES

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,528	81,518,879	4,898,736	6.0%	(850,140)	0	0	0	0	\$6.07
2012 4q	1,528	81,518,879	4,048,596	5.0%	1,354,448	0	0	0	0	\$6.00
2012 3q	1,528	81,518,879	5,403,044	6.6%	(938,184)	0	0	0	0	\$6.06
2012 2q	1,528	81,518,879	4,464,860	5.5%	843,078	0	0	0	0	\$6.06
2012 1q	1,528	81,518,879	5,307,938	6.5%	1,098,033	1	300,000	0	0	\$6.07
2011 4q	1,527	81,218,879	6,105,971	7.5%	(424,242)	0	0	1	300,000	\$6.03
2011 3q	1,527	81,218,879	5,681,729	7.0%	(320,512)	1	45,115	1	300,000	\$5.99
2011 2q	1,526	81,173,764	5,316,102	6.5%	(202,409)	0	0	1	45,115	\$6.25
2011 1q	1,526	81,173,764	5,113,693	6.3%	(303,047)	0	0	1	45,115	\$6.13
2010 4q	1,528	81,298,748	4,935,630	6.1%	578,532	1	200,000	0	0	\$6.13
2010 3q	1,527	81,098,748	5,314,162	6.6%	133,493	1	21,499	1	200,000	\$6.08
2010 2q	1,526	81,077,249	5,426,156	6.7%	293,153	1	53,687	2	221,499	\$6.05
2010 1q	1,525	81,023,562	5,665,622	7.0%	(901,553)	1	15,795	2	75,186	\$5.98
2009 4q	1,524	81,007,767	4,748,274	5.9%	876,832	0	0	3	90,981	\$6.04
2009 3q	1,524	81,007,767	5,625,106	6.9%	183,438	0	0	2	69,482	\$6.30
2009 2q	1,524	81,007,767	5,808,544	7.2%	(13,598)	5	354,867	1	53,687	\$6.77

Source: CoStar Property®

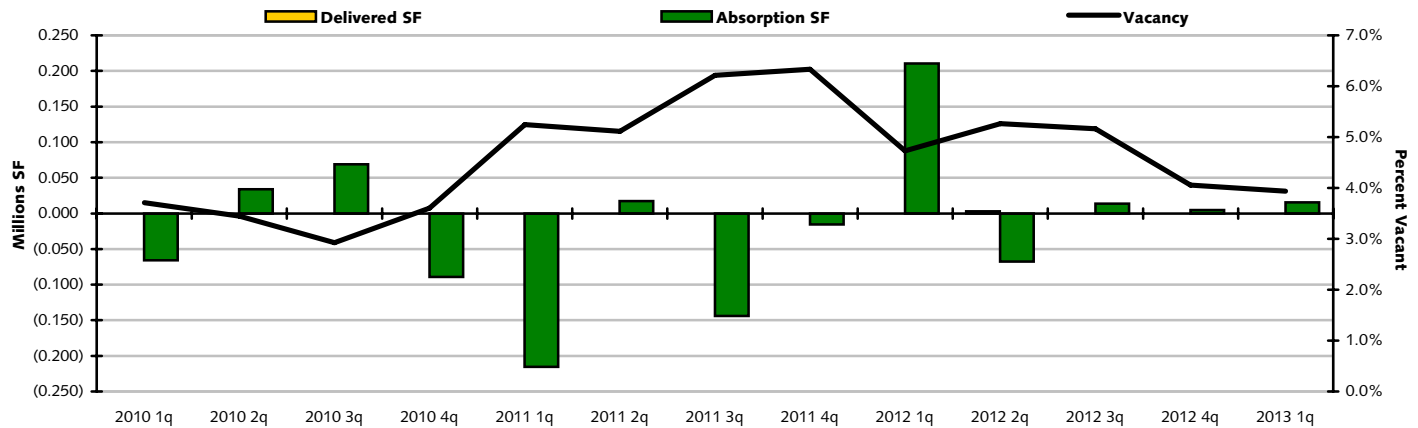


# LOS ANGELES INDUSTRIAL MARKET

## LYNWOOD / PARAMOUNT MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE

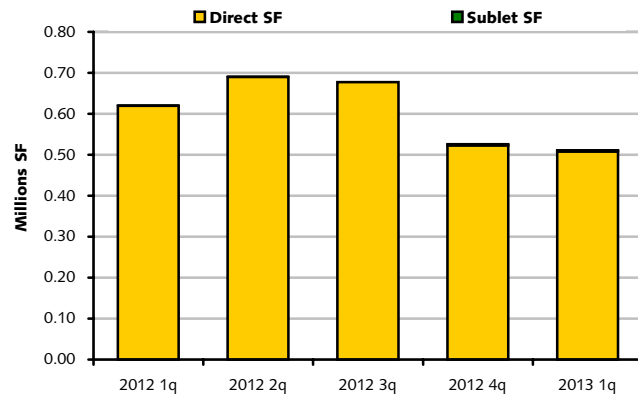
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

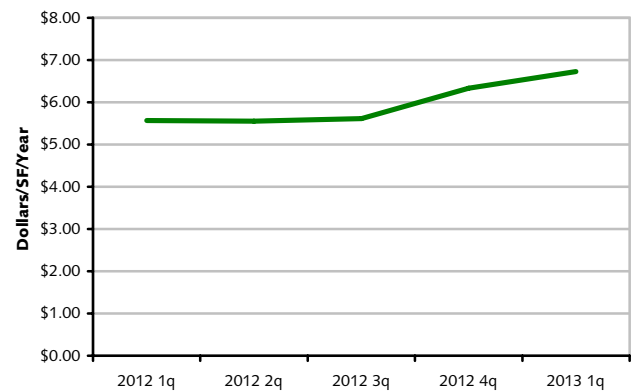
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	534	12,974,235	510,807	3.9%	15,324	0	0	0	0	\$6.73
2012 4q	534	12,974,235	526,131	4.1%	4,935	0	0	0	0	\$6.33
2012 3q	535	13,120,255	677,086	5.2%	13,555	0	0	0	0	\$5.62
2012 2q	535	13,120,255	690,641	5.3%	(67,482)	1	3,000	0	0	\$5.55
2012 1q	534	13,117,255	620,159	4.7%	210,336	0	0	1	3,000	\$5.57
2011 4q	534	13,117,255	830,495	6.3%	(15,540)	0	0	1	3,000	\$5.55
2011 3q	534	13,117,255	814,955	6.2%	(144,101)	0	0	0	0	\$5.53
2011 2q	534	13,117,255	670,854	5.1%	17,327	0	0	0	0	\$5.87
2011 1q	534	13,117,255	688,181	5.2%	(215,527)	0	0	0	0	\$5.74
2010 4q	534	13,117,255	472,654	3.6%	(89,049)	0	0	0	0	\$5.74
2010 3q	534	13,117,255	383,605	2.9%	68,815	0	0	0	0	\$5.89
2010 2q	534	13,117,255	452,420	3.4%	33,925	0	0	0	0	\$6.25
2010 1q	534	13,117,255	486,345	3.7%	(65,891)	0	0	0	0	\$6.42
2009 4q	535	13,136,925	440,124	3.4%	69,780	0	0	0	0	\$6.67
2009 3q	535	13,136,925	509,904	3.9%	19,251	0	0	0	0	\$6.83
2009 2q	535	13,136,925	529,155	4.0%	(103,475)	0	0	0	0	\$6.96

Source: CoStar Property®

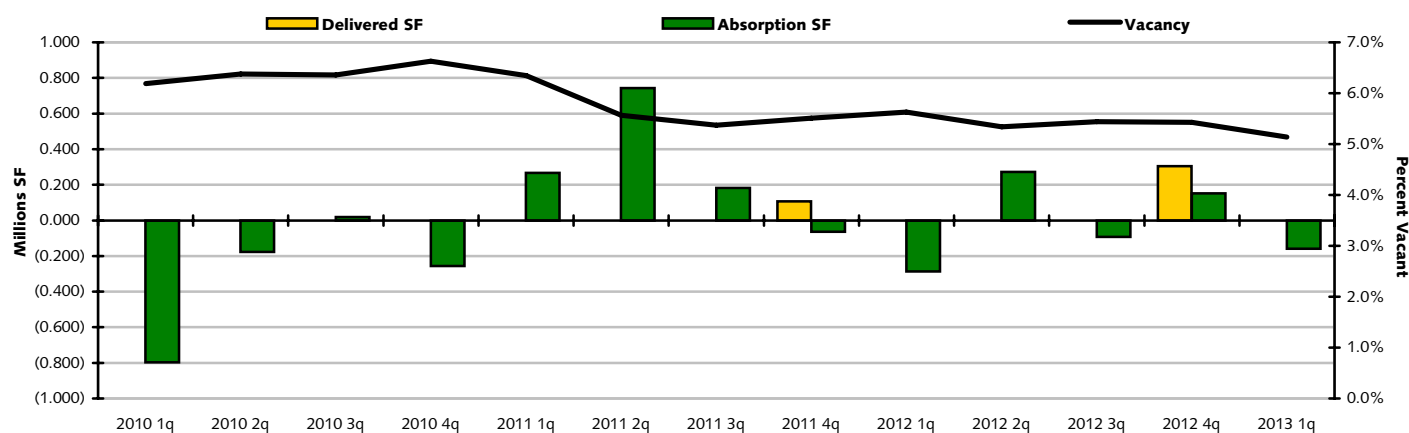
# LOS ANGELES INDUSTRIAL MARKET

## MID COUNTIES - LA MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE



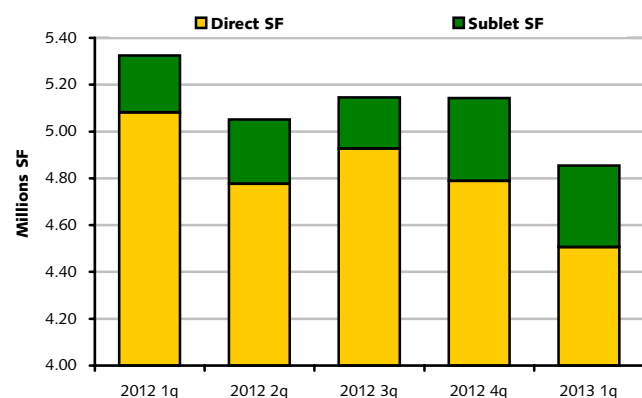
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

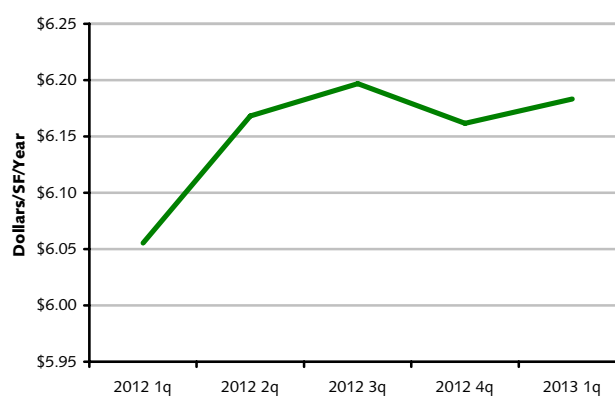
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	2,685	94,518,105	4,853,895	5.1%	(158,776)	0	0	3	781,156	\$6.18
2012 4q	2,686	94,739,825	5,143,179	5.4%	151,175	1	305,422	1	4,718	\$6.16
2012 3q	2,686	94,590,553	5,145,082	5.4%	(93,135)	0	0	2	310,140	\$6.20
2012 2q	2,686	94,590,553	5,051,947	5.3%	273,020	0	0	2	310,140	\$6.17
2012 1q	2,686	94,590,553	5,324,967	5.6%	(287,500)	0	0	2	310,140	\$6.06
2011 4q	2,687	94,772,887	5,219,801	5.5%	(63,752)	1	106,100	0	0	\$6.09
2011 3q	2,687	94,703,603	5,086,765	5.4%	182,469	0	0	1	106,100	\$6.10
2011 2q	2,687	94,703,603	5,269,234	5.6%	742,758	0	0	1	106,100	\$6.10
2011 1q	2,687	94,703,603	6,011,992	6.3%	266,261	0	0	1	106,100	\$5.99
2010 4q	2,687	94,703,603	6,278,253	6.6%	(256,444)	0	0	0	0	\$5.87
2010 3q	2,687	94,703,603	6,021,809	6.4%	18,586	0	0	0	0	\$5.96
2010 2q	2,687	94,703,603	6,040,395	6.4%	(176,746)	0	0	0	0	\$6.04
2010 1q	2,687	94,703,603	5,863,649	6.2%	(797,349)	0	0	0	0	\$6.14
2009 4q	2,687	94,703,603	5,066,300	5.3%	(72,945)	2	16,944	0	0	\$6.42
2009 3q	2,685	94,686,659	4,976,411	5.3%	(232,144)	2	89,057	2	16,944	\$6.74
2009 2q	2,683	94,597,602	4,655,210	4.9%	(878,608)	0	0	4	106,001	\$7.02

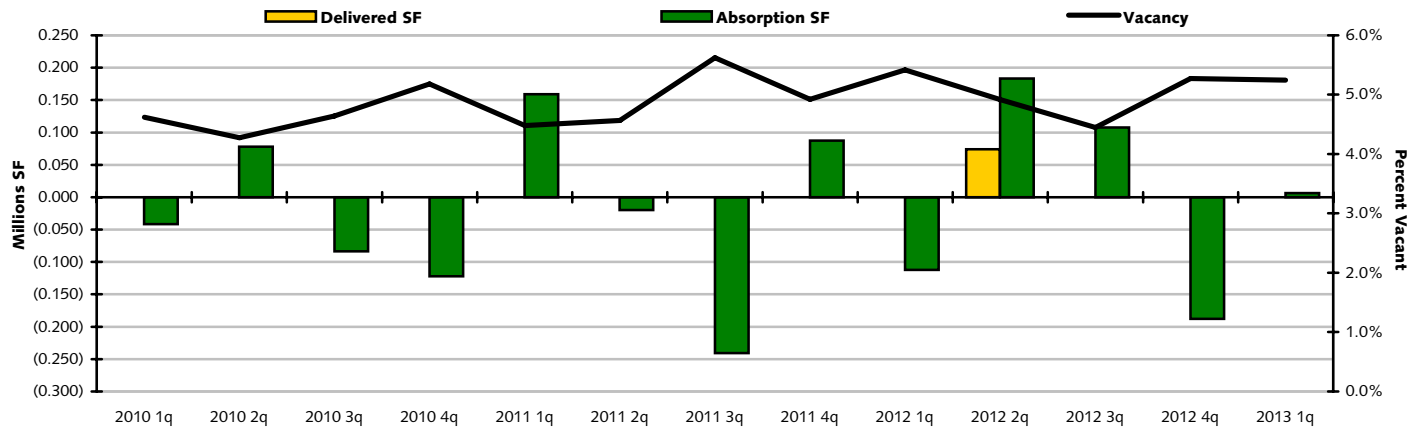
Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

## NORTHWEST SGV MARKET

MARKET HIGHLIGHTS - FLEX &amp; WAREHOUSE

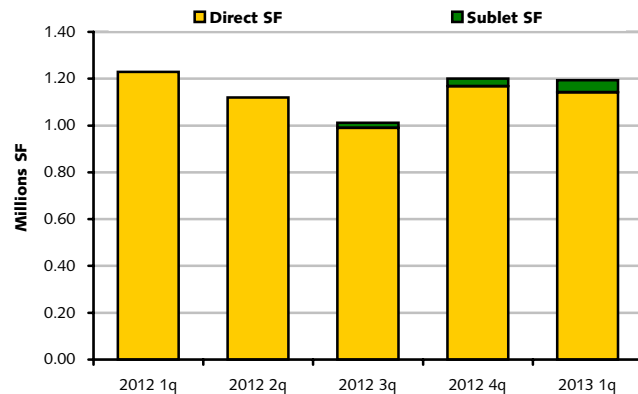
### DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### VACANT SPACE

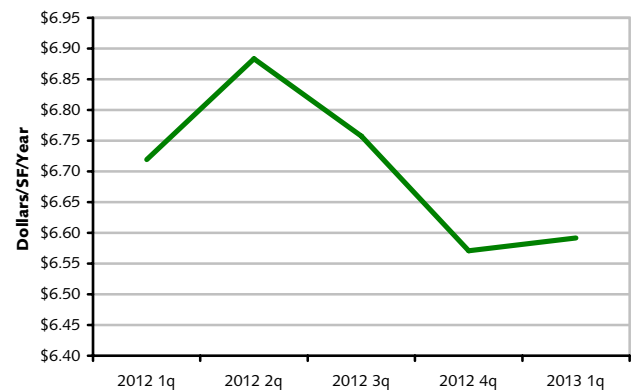
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### QUOTED RENTAL RATES

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,312	22,767,806	1,193,854	5.2%	6,168	0	0	0	0	\$6.59
2012 4q	1,312	22,767,806	1,200,022	5.3%	(187,899)	0	0	0	0	\$6.57
2012 3q	1,312	22,767,806	1,012,123	4.4%	107,490	0	0	0	0	\$6.76
2012 2q	1,312	22,767,806	1,119,613	4.9%	183,432	1	74,051	0	0	\$6.88
2012 1q	1,311	22,693,755	1,228,994	5.4%	(112,041)	0	0	1	74,051	\$6.72
2011 4q	1,311	22,693,755	1,116,953	4.9%	87,286	0	0	1	74,051	\$6.76
2011 3q	1,312	22,770,103	1,280,587	5.6%	(240,797)	0	0	1	74,051	\$6.73
2011 2q	1,312	22,770,103	1,039,790	4.6%	(19,587)	0	0	1	74,051	\$7.36
2011 1q	1,312	22,770,103	1,020,203	4.5%	159,139	0	0	1	74,051	\$7.21
2010 4q	1,312	22,770,103	1,179,342	5.2%	(121,898)	0	0	0	0	\$7.17
2010 3q	1,312	22,770,103	1,057,444	4.6%	(83,677)	0	0	0	0	\$7.30
2010 2q	1,312	22,770,103	973,767	4.3%	77,934	0	0	0	0	\$7.36
2010 1q	1,312	22,770,103	1,051,701	4.6%	(41,387)	0	0	0	0	\$7.39
2009 4q	1,317	22,862,804	1,103,015	4.8%	(175,047)	1	9,526	0	0	\$8.19
2009 3q	1,316	22,853,278	918,442	4.0%	(142,218)	0	0	1	9,526	\$8.47
2009 2q	1,316	22,853,278	776,224	3.4%	95,139	0	0	1	9,526	\$8.72

Source: CoStar Property®

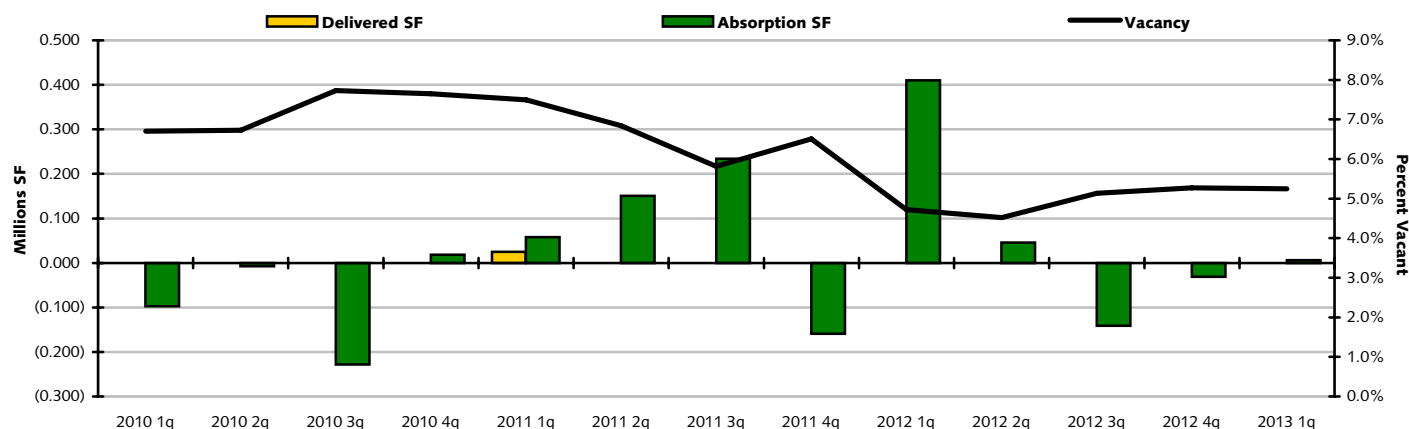
# LOS ANGELES INDUSTRIAL MARKET

## SCV/LANCASTER/PALMDALE MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE



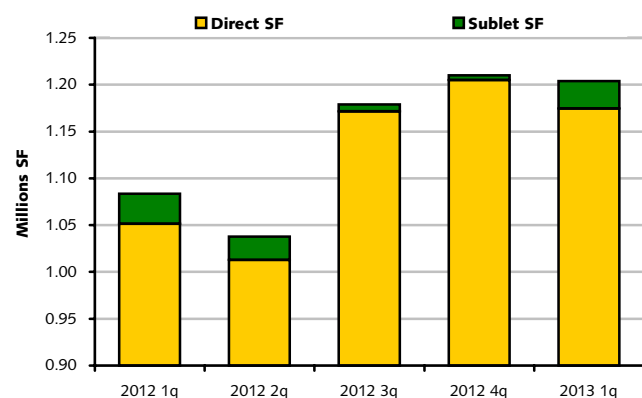
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

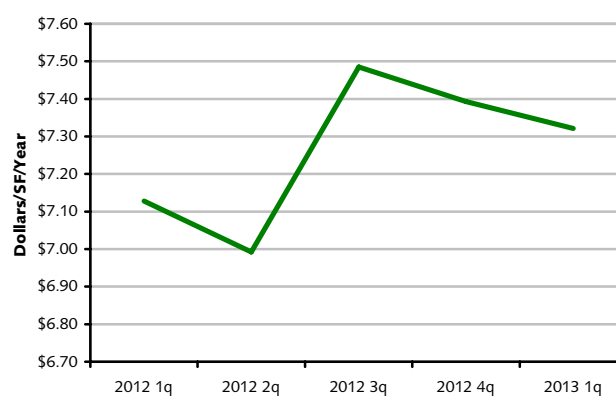
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	667	22,941,916	1,203,736	5.2%	6,179	0	0	0	0	\$7.32
2012 4q	667	22,941,916	1,209,915	5.3%	(31,096)	0	0	0	0	\$7.39
2012 3q	667	22,941,916	1,178,819	5.1%	(141,125)	0	0	0	0	\$7.49
2012 2q	667	22,941,916	1,037,694	4.5%	45,918	0	0	0	0	\$6.99
2012 1q	667	22,941,916	1,083,612	4.7%	409,985	0	0	0	0	\$7.13
2011 4q	667	22,941,916	1,493,597	6.5%	(158,952)	0	0	0	0	\$6.82
2011 3q	667	22,941,916	1,334,645	5.8%	234,200	0	0	0	0	\$6.67
2011 2q	667	22,941,916	1,568,845	6.8%	150,814	0	0	0	0	\$6.36
2011 1q	667	22,941,916	1,719,659	7.5%	57,960	2	24,997	0	0	\$6.55
2010 4q	665	22,916,919	1,752,622	7.6%	18,408	0	0	2	24,997	\$6.55
2010 3q	665	22,916,919	1,771,030	7.7%	(228,450)	0	0	2	24,997	\$6.67
2010 2q	665	22,916,919	1,542,580	6.7%	(7,175)	0	0	0	0	\$7.01
2010 1q	665	22,916,919	1,535,405	6.7%	(97,191)	0	0	0	0	\$7.28
2009 4q	665	22,916,919	1,438,214	6.3%	54,730	2	24,035	0	0	\$7.47
2009 3q	663	22,892,884	1,468,909	6.4%	(24,815)	1	13,890	2	24,035	\$8.00
2009 2q	662	22,878,994	1,430,204	6.3%	(114,689)	1	15,526	3	37,925	\$8.48

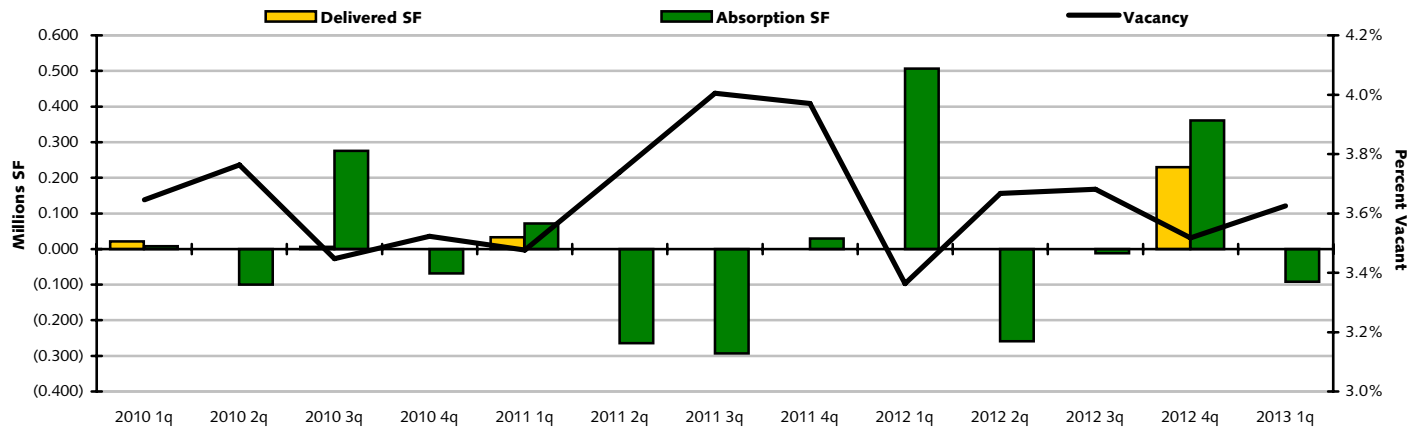
Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

## SFV EAST MARKET

MARKET HIGHLIGHTS - FLEX &amp; WAREHOUSE

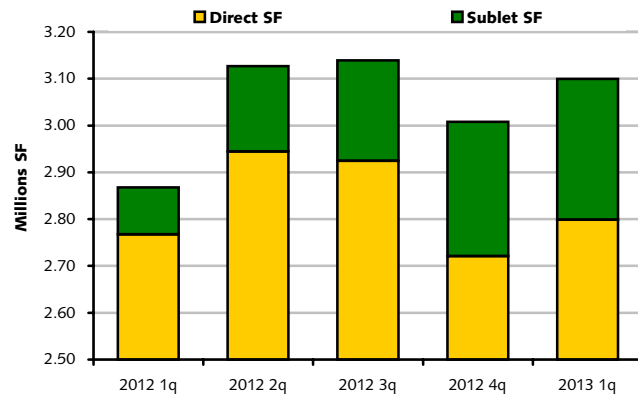
### DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### VACANT SPACE

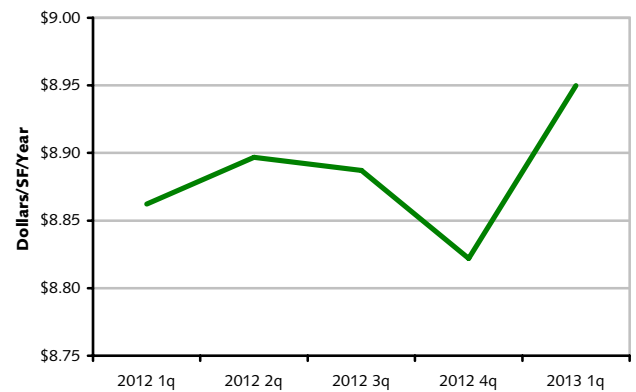
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### QUOTED RENTAL RATES

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	4,968	85,505,395	3,099,825	3.6%	(91,720)	0	0	0	0	\$8.95
2012 4q	4,968	85,505,395	3,008,105	3.5%	361,109	1	230,000	0	0	\$8.82
2012 3q	4,967	85,275,395	3,139,214	3.7%	(12,045)	0	0	1	230,000	\$8.89
2012 2q	4,967	85,275,395	3,127,169	3.7%	(259,127)	0	0	1	230,000	\$8.90
2012 1q	4,967	85,275,395	2,868,042	3.4%	506,118	0	0	1	230,000	\$8.86
2011 4q	4,968	85,287,090	3,385,855	4.0%	29,764	0	0	1	230,000	\$8.78
2011 3q	4,968	85,287,090	3,415,619	4.0%	(292,935)	0	0	0	0	\$8.80
2011 2q	4,969	85,356,827	3,192,421	3.7%	(264,757)	0	0	0	0	\$8.90
2011 1q	4,970	85,397,927	2,968,764	3.5%	71,614	1	33,280	0	0	\$8.85
2010 4q	4,969	85,364,647	3,007,098	3.5%	(68,312)	0	0	1	33,280	\$8.91
2010 3q	4,971	85,369,127	2,943,266	3.4%	275,750	1	6,438	1	33,280	\$8.99
2010 2q	4,970	85,362,689	3,212,578	3.8%	(99,983)	0	0	1	6,438	\$9.07
2010 1q	4,970	85,362,689	3,112,595	3.6%	7,903	2	21,000	1	6,438	\$9.30
2009 4q	4,969	85,398,802	3,156,611	3.7%	(202,857)	1	20,846	3	27,438	\$9.40
2009 3q	4,971	85,511,485	3,066,437	3.6%	(291,667)	1	31,063	4	48,284	\$9.79
2009 2q	4,970	85,480,422	2,743,707	3.2%	(371,796)	1	6,665	5	79,347	\$10.06

Source: CoStar Property®

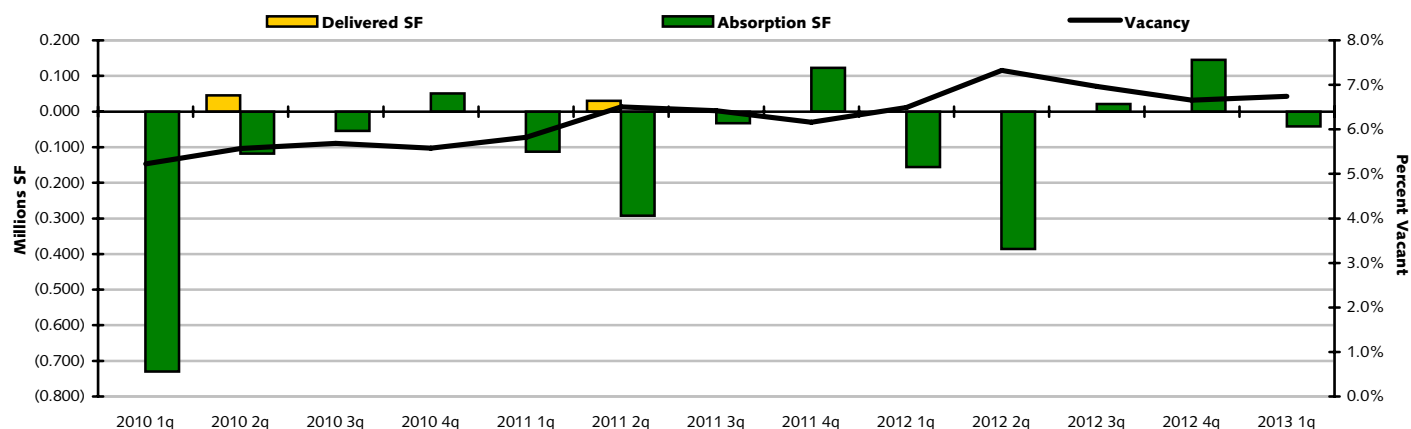
# LOS ANGELES INDUSTRIAL MARKET



## SFV WEST MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE

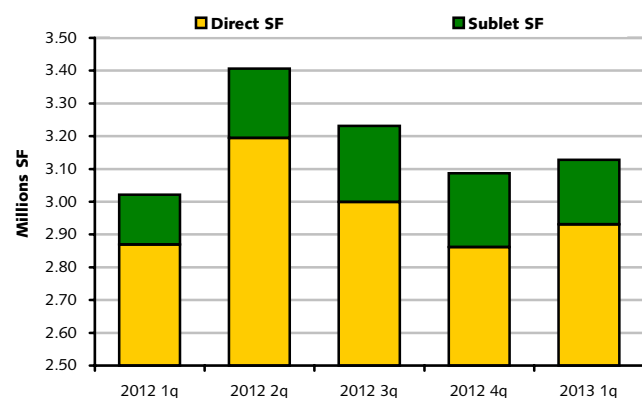
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

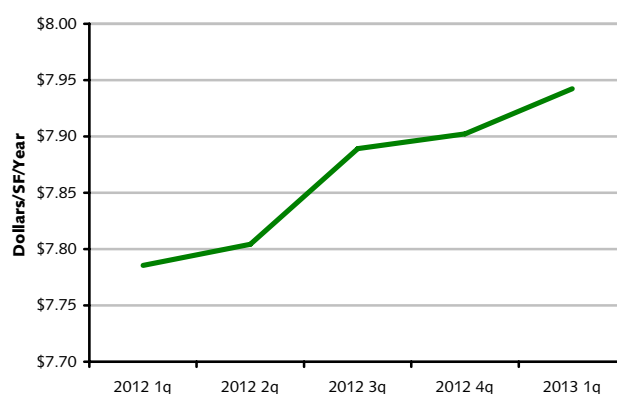
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,974	46,378,914	3,128,318	6.7%	(41,668)	0	0	0	0	\$7.94
2012 4q	1,974	46,378,914	3,086,650	6.7%	144,896	0	0	0	0	\$7.90
2012 3q	1,974	46,378,914	3,231,546	7.0%	21,157	0	0	0	0	\$7.89
2012 2q	1,975	46,532,914	3,406,703	7.3%	(385,587)	0	0	0	0	\$7.80
2012 1q	1,975	46,532,914	3,021,116	6.5%	(155,985)	0	0	0	0	\$7.79
2011 4q	1,975	46,532,914	2,865,131	6.2%	122,819	0	0	0	0	\$7.66
2011 3q	1,975	46,532,914	2,987,950	6.4%	(32,977)	0	0	0	0	\$7.76
2011 2q	1,977	46,611,114	3,033,173	6.5%	(292,628)	1	29,901	0	0	\$7.71
2011 1q	1,976	46,581,213	2,710,644	5.8%	(113,026)	0	0	1	29,901	\$7.86
2010 4q	1,976	46,581,213	2,597,618	5.6%	51,062	0	0	1	29,901	\$7.98
2010 3q	1,976	46,581,213	2,648,680	5.7%	(54,549)	0	0	1	29,901	\$8.43
2010 2q	1,976	46,581,213	2,594,131	5.6%	(117,676)	3	45,101	1	29,901	\$8.62
2010 1q	1,973	46,536,112	2,431,354	5.2%	(729,695)	0	0	4	75,002	\$8.80
2009 4q	1,973	46,536,112	1,701,659	3.7%	(165,065)	5	175,306	3	45,101	\$9.05
2009 3q	1,968	46,360,806	1,361,288	2.9%	60,132	0	0	8	220,407	\$9.40
2009 2q	1,968	46,360,806	1,421,420	3.1%	106,110	1	14,934	5	175,306	\$9.12

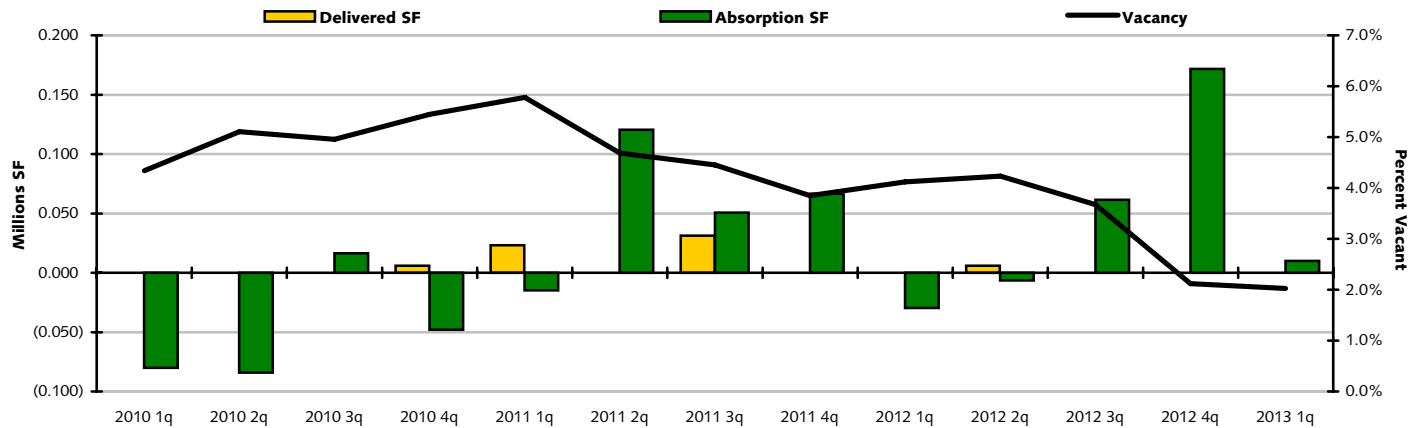
Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

## SOUTHWEST SGV MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE

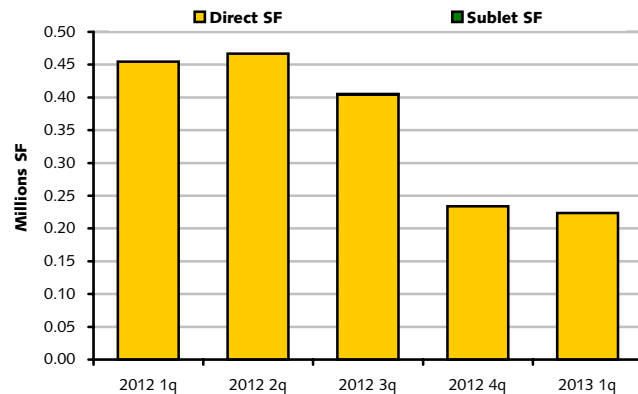
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

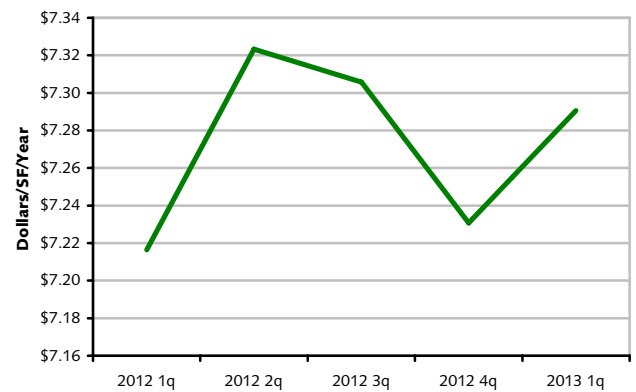
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	983	11,033,359	223,781	2.0%	9,999	0	0	1	8,000	\$7.29
2012 4q	983	11,033,359	233,780	2.1%	171,729	0	0	1	8,000	\$7.23
2012 3q	983	11,033,359	405,509	3.7%	61,408	0	0	1	8,000	\$7.31
2012 2q	983	11,033,359	466,917	4.2%	(6,441)	1	6,051	1	8,000	\$7.32
2012 1q	982	11,027,308	454,425	4.1%	(29,776)	0	0	1	6,051	\$7.22
2011 4q	982	11,027,308	424,649	3.9%	66,632	0	0	1	6,051	\$7.14
2011 3q	982	11,027,308	491,281	4.5%	50,758	1	31,295	1	6,051	\$7.10
2011 2q	982	11,000,573	515,304	4.7%	120,388	0	0	2	37,346	\$7.04
2011 1q	982	11,000,573	635,692	5.8%	(14,932)	2	23,090	2	37,346	\$6.97
2010 4q	980	10,977,483	597,670	5.4%	(47,871)	1	5,950	2	23,090	\$6.82
2010 3q	979	10,971,533	543,849	5.0%	16,424	0	0	3	29,040	\$6.77
2010 2q	979	10,971,533	560,273	5.1%	(84,121)	0	0	1	5,950	\$6.83
2010 1q	979	10,971,533	476,152	4.3%	(80,078)	0	0	0	0	\$7.09
2009 4q	979	10,971,533	396,074	3.6%	99,789	0	0	0	0	\$7.33
2009 3q	979	10,971,533	495,863	4.5%	40,572	0	0	0	0	\$7.84
2009 2q	979	10,971,533	536,435	4.9%	(11,940)	0	0	0	0	\$8.09

Source: CoStar Property®



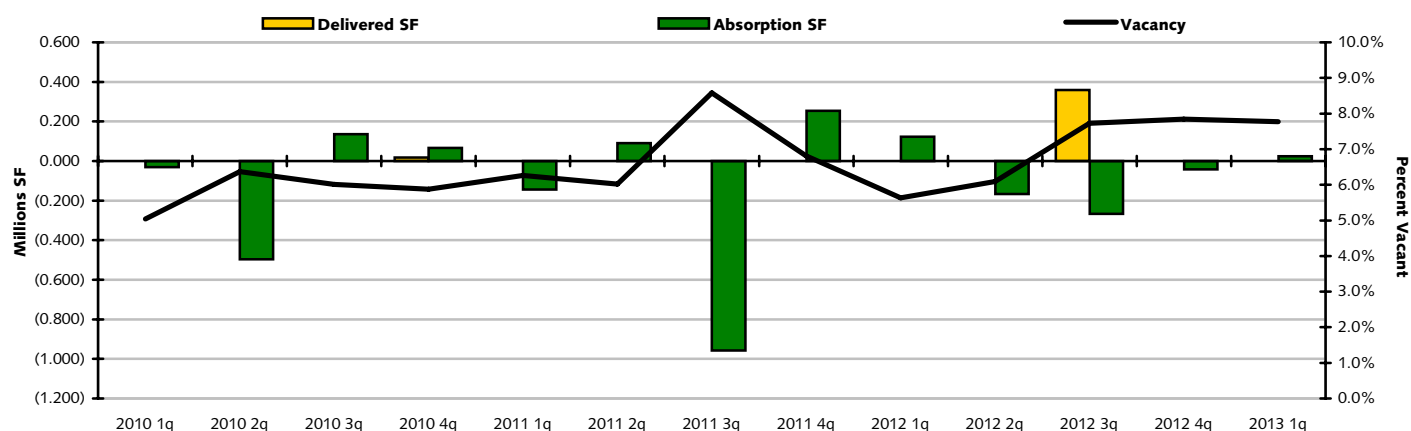
# LOS ANGELES INDUSTRIAL MARKET

## TORRANCE/BEACH CITIES MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE



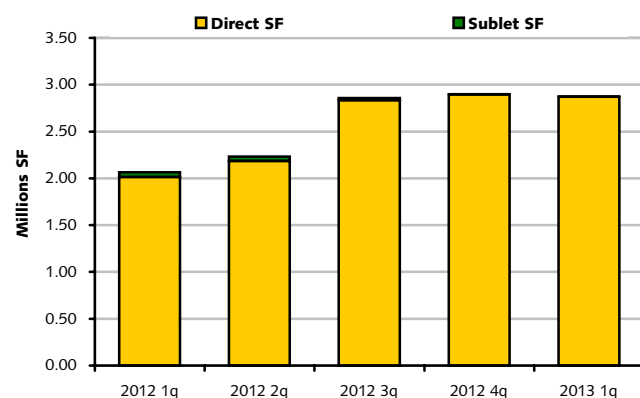
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

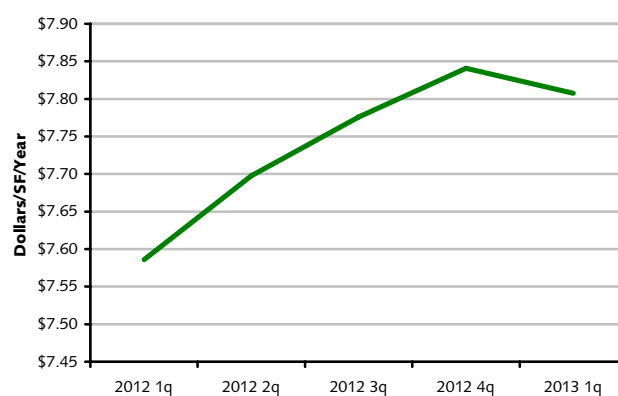
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,055	36,965,360	2,873,807	7.8%	24,029	0	0	1	264,900	\$7.81
2012 4q	1,055	36,965,360	2,897,836	7.8%	(41,600)	0	0	1	264,900	\$7.84
2012 3q	1,055	36,965,360	2,856,236	7.7%	(266,709)	3	358,958	1	264,900	\$7.78
2012 2q	1,052	36,606,402	2,230,569	6.1%	(167,379)	0	0	4	623,858	\$7.70
2012 1q	1,052	36,606,402	2,063,190	5.6%	122,391	0	0	4	623,858	\$7.59
2011 4q	1,053	36,935,542	2,514,721	6.8%	254,329	0	0	2	86,713	\$7.32
2011 3q	1,054	37,374,213	3,207,721	8.6%	(957,611)	0	0	2	86,713	\$7.40
2011 2q	1,054	37,374,213	2,250,110	6.0%	90,356	0	0	2	86,713	\$7.54
2011 1q	1,054	37,374,213	2,340,466	6.3%	(143,748)	0	0	0	0	\$7.38
2010 4q	1,054	37,374,213	2,196,718	5.9%	65,818	2	17,982	0	0	\$7.40
2010 3q	1,052	37,356,231	2,244,554	6.0%	135,513	0	0	2	17,982	\$7.44
2010 2q	1,052	37,356,231	2,380,067	6.4%	(496,303)	0	0	2	17,982	\$7.55
2010 1q	1,052	37,356,231	1,883,764	5.0%	(30,866)	0	0	1	8,991	\$7.55
2009 4q	1,052	37,356,231	1,852,898	5.0%	47,834	0	0	0	0	\$7.80
2009 3q	1,052	37,356,231	1,900,732	5.1%	142,279	0	0	0	0	\$8.27
2009 2q	1,052	37,356,231	2,043,011	5.5%	(657,504)	0	0	0	0	\$8.78

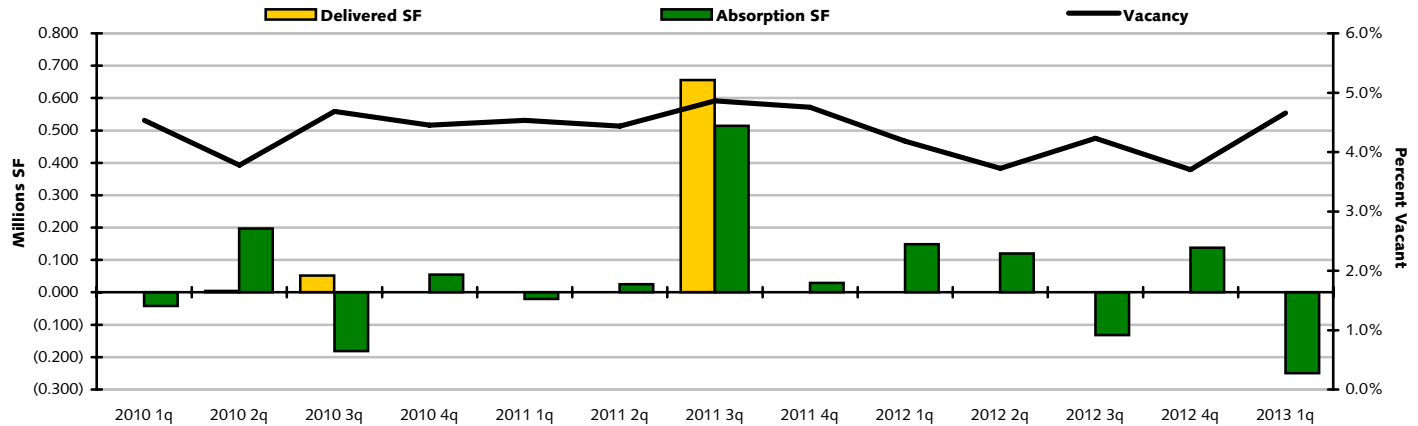
Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

## UPPER SGV MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE

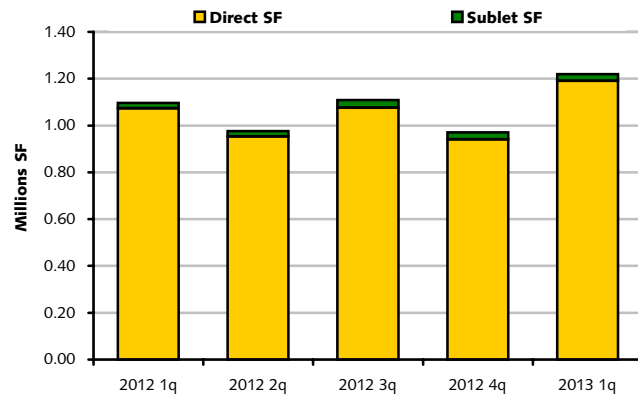
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

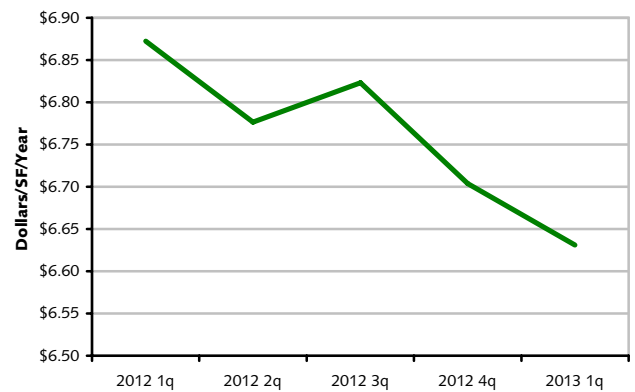
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,246	26,189,820	1,220,093	4.7%	(249,923)	0	0	0	0	\$6.63
2012 4q	1,246	26,189,820	970,170	3.7%	138,103	0	0	0	0	\$6.70
2012 3q	1,246	26,189,820	1,108,273	4.2%	(132,458)	0	0	0	0	\$6.82
2012 2q	1,246	26,189,820	975,815	3.7%	120,337	0	0	0	0	\$6.78
2012 1q	1,246	26,189,820	1,096,152	4.2%	149,043	0	0	0	0	\$6.87
2011 4q	1,246	26,189,820	1,245,195	4.8%	28,789	0	0	0	0	\$6.77
2011 3q	1,246	26,189,820	1,273,984	4.9%	514,504	1	656,000	0	0	\$6.79
2011 2q	1,245	25,533,820	1,132,488	4.4%	24,907	0	0	1	656,000	\$6.70
2011 1q	1,245	25,533,820	1,157,395	4.5%	(20,443)	0	0	1	656,000	\$6.80
2010 4q	1,245	25,533,820	1,136,952	4.5%	54,828	0	0	1	656,000	\$6.87
2010 3q	1,246	25,538,786	1,196,746	4.7%	(180,924)	1	52,194	0	0	\$6.93
2010 2q	1,245	25,486,592	963,628	3.8%	196,914	1	4,800	1	52,194	\$6.84
2010 1q	1,244	25,481,792	1,155,742	4.5%	(42,291)	0	0	2	56,994	\$7.01
2009 4q	1,244	25,481,792	1,113,451	4.4%	294,350	1	8,000	2	56,994	\$7.00
2009 3q	1,243	25,473,792	1,399,801	5.5%	89,461	3	51,362	1	8,000	\$7.24
2009 2q	1,240	25,422,430	1,437,900	5.7%	42,564	0	0	4	59,362	\$7.42

Source: CoStar Property®

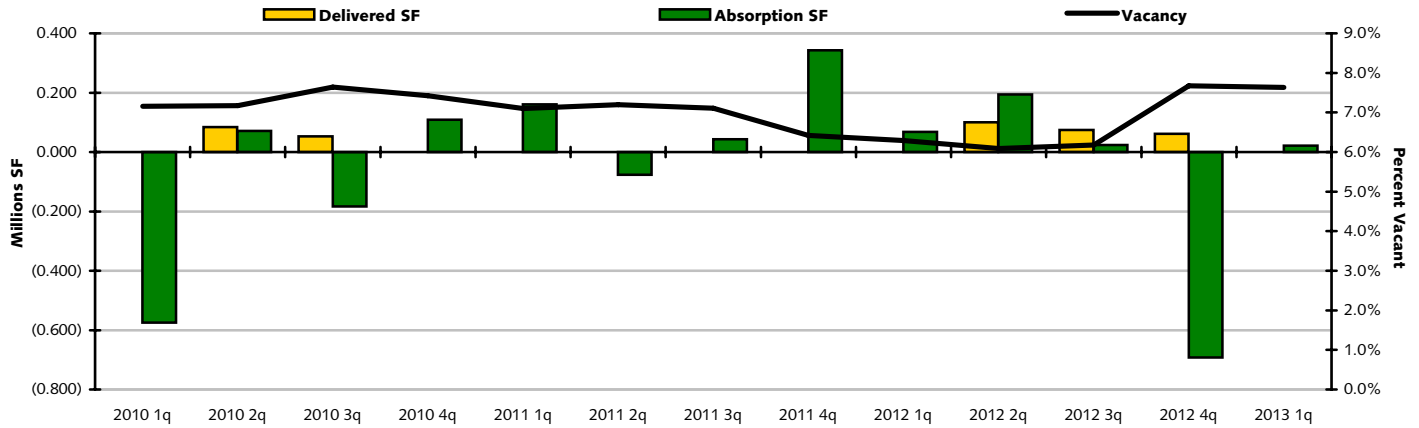
# LOS ANGELES INDUSTRIAL MARKET

## VENTURA COUNTY MARKET

MARKET HIGHLIGHTS - FLEX & WAREHOUSE



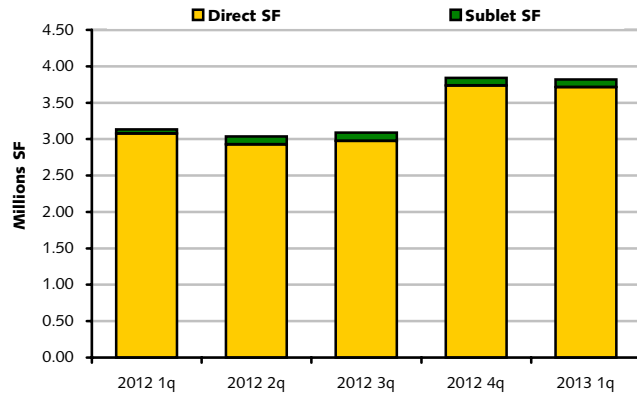
### DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### VACANT SPACE

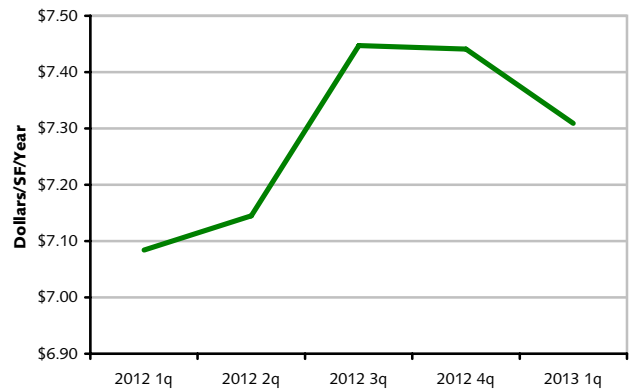
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### QUOTED RENTAL RATES

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	2,170	50,030,202	3,819,050	7.6%	21,754	0	0	0	0	\$7.31
2012 4q	2,170	50,030,202	3,840,804	7.7%	(692,053)	2	61,548	0	0	\$7.44
2012 3q	2,168	49,968,654	3,087,203	6.2%	24,164	2	74,000	2	61,548	\$7.45
2012 2q	2,166	49,894,654	3,037,367	6.1%	193,942	1	100,000	4	135,548	\$7.14
2012 1q	2,165	49,794,654	3,131,309	6.3%	67,602	0	0	5	235,548	\$7.08
2011 4q	2,165	49,794,654	3,198,911	6.4%	342,319	0	0	4	225,048	\$7.13
2011 3q	2,165	49,794,654	3,541,230	7.1%	43,270	0	0	4	225,048	\$7.18
2011 2q	2,165	49,794,654	3,584,500	7.2%	(76,073)	0	0	2	163,500	\$7.01
2011 1q	2,166	49,823,354	3,537,127	7.1%	161,170	0	0	1	63,500	\$7.03
2010 4q	2,166	49,823,354	3,698,297	7.4%	109,051	0	0	0	0	\$7.13
2010 3q	2,166	49,823,354	3,807,348	7.6%	(183,807)	3	53,355	0	0	\$7.28
2010 2q	2,163	49,769,999	3,570,186	7.2%	71,535	4	84,387	3	53,355	\$7.44
2010 1q	2,159	49,685,612	3,557,334	7.2%	(574,668)	0	0	7	137,742	\$7.57
2009 4q	2,159	49,685,612	2,982,666	6.0%	20,180	4	171,671	7	137,742	\$7.56
2009 3q	2,155	49,513,941	2,831,175	5.7%	(196,779)	1	17,355	4	171,671	\$7.76
2009 2q	2,155	49,506,389	2,626,844	5.3%	(413,049)	0	0	5	189,026	\$8.01

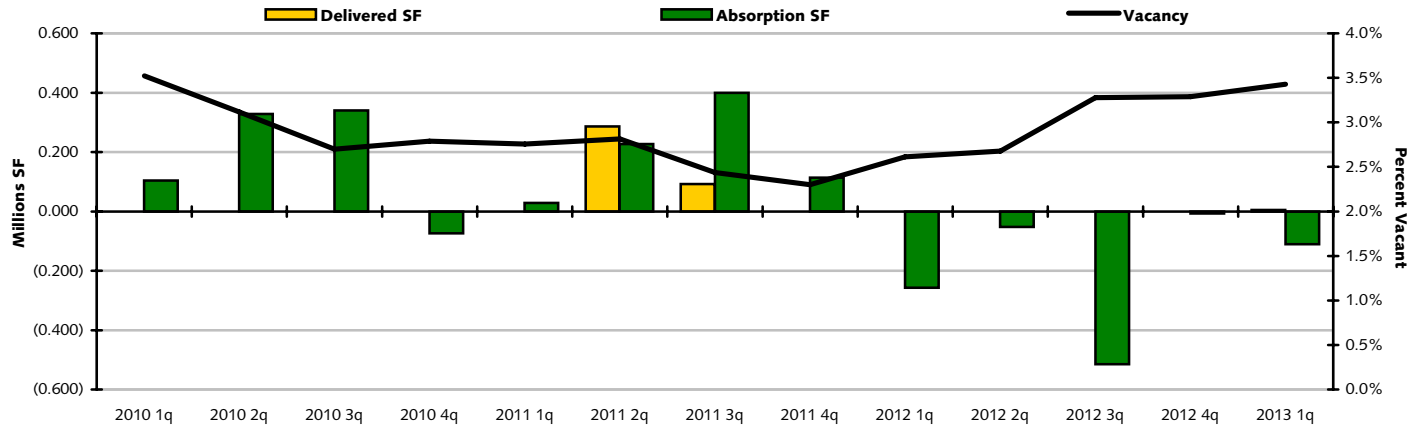
Source: CoStar Property®

# LOS ANGELES INDUSTRIAL MARKET

## VERNON AREA MARKET

### MARKET HIGHLIGHTS - FLEX & WAREHOUSE

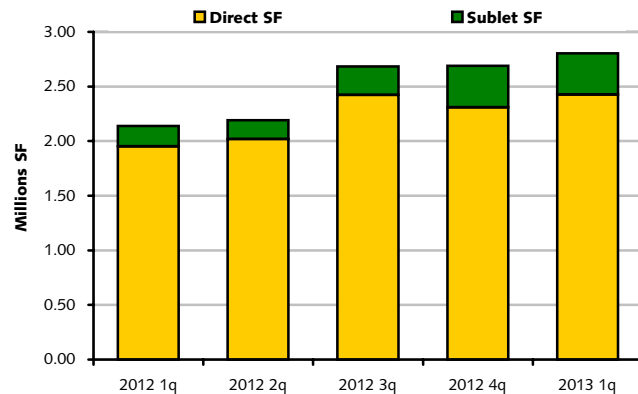
## DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## VACANT SPACE

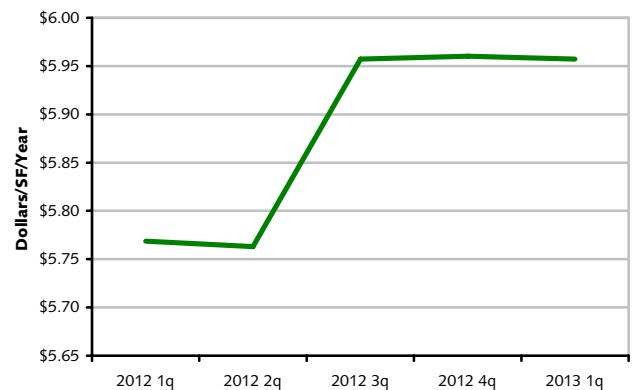
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## QUOTED RENTAL RATES

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	2,211	81,803,510	2,804,113	3.4%	(110,372)	1	4,861	0	0	\$5.96
2012 4q	2,210	81,798,649	2,688,880	3.3%	(6,679)	0	0	1	4,861	\$5.96
2012 3q	2,210	81,798,649	2,682,201	3.3%	(515,032)	0	0	1	4,861	\$5.96
2012 2q	2,212	81,821,719	2,190,239	2.7%	(52,148)	0	0	0	0	\$5.76
2012 1q	2,212	81,821,719	2,138,091	2.6%	(257,248)	0	0	0	0	\$5.77
2011 4q	2,212	81,821,719	1,880,843	2.3%	113,491	0	0	0	0	\$5.79
2011 3q	2,212	81,821,719	1,994,334	2.4%	399,059	2	92,200	0	0	\$5.84
2011 2q	2,210	81,729,519	2,301,193	2.8%	226,549	1	286,416	2	92,200	\$5.93
2011 1q	2,210	81,446,303	2,244,526	2.8%	28,326	0	0	3	378,616	\$5.79
2010 4q	2,210	81,446,303	2,272,852	2.8%	(73,872)	0	0	1	286,416	\$5.79
2010 3q	2,210	81,446,303	2,198,980	2.7%	340,170	0	0	1	286,416	\$5.87
2010 2q	2,210	81,446,303	2,539,150	3.1%	328,299	0	0	0	0	\$5.74
2010 1q	2,210	81,446,303	2,867,449	3.5%	104,219	0	0	0	0	\$5.87
2009 4q	2,212	81,490,495	3,015,860	3.7%	(129,194)	1	22,111	0	0	\$5.93
2009 3q	2,211	81,468,384	2,864,555	3.5%	(147,665)	0	0	1	22,111	\$6.22
2009 2q	2,211	81,468,384	2,716,890	3.3%	(408,095)	0	0	1	22,111	\$6.46

Source: CoStar Property®

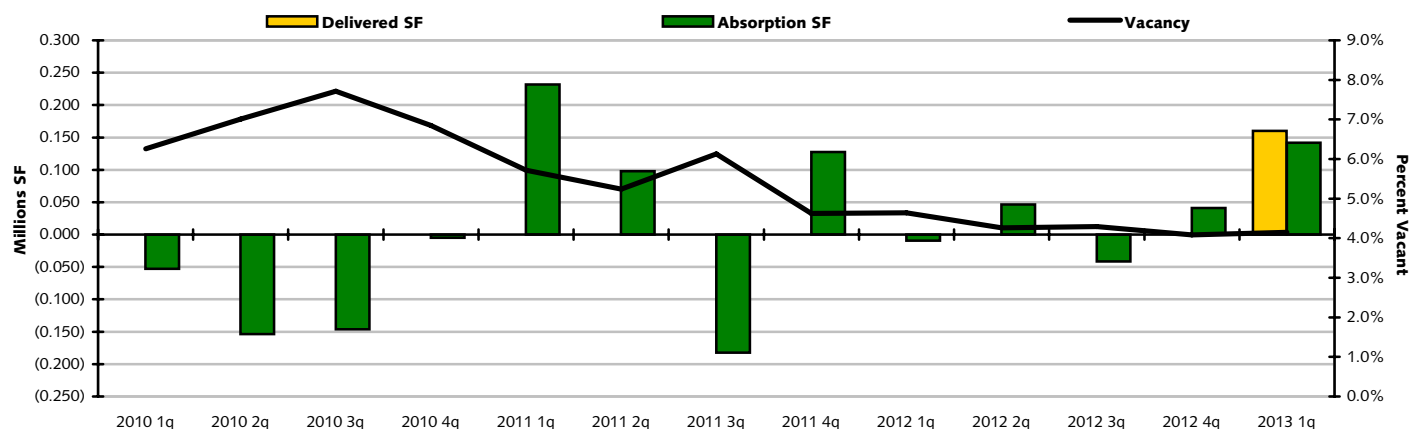
# LOS ANGELES INDUSTRIAL MARKET



## WESTSIDE MARKET

MARKET HIGHLIGHTS - FLEX & WAREHOUSE

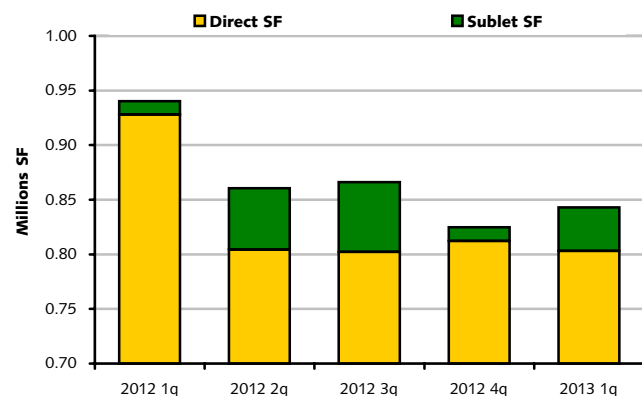
### DELIVERIES, ABSORPTION & VACANCY Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### VACANT SPACE

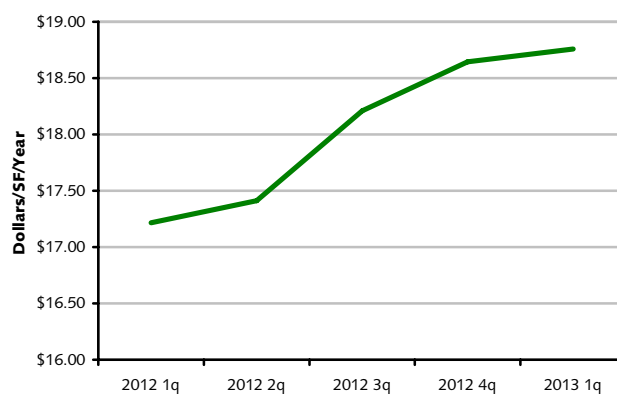
#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### QUOTED RENTAL RATES

#### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2013 1q	1,106	20,337,517	843,110	4.1%	141,641	1	160,000	1	2,956	\$18.76
2012 4q	1,105	20,177,517	824,751	4.1%	41,256	0	0	2	162,956	\$18.64
2012 3q	1,105	20,177,517	866,007	4.3%	(41,439)	0	0	1	160,000	\$18.21
2012 2q	1,106	20,213,607	860,658	4.3%	46,405	0	0	1	160,000	\$17.41
2012 1q	1,108	20,246,802	940,258	4.6%	(9,202)	0	0	1	160,000	\$17.22
2011 4q	1,109	20,252,407	936,661	4.6%	127,568	0	0	1	160,000	\$16.97
2011 3q	1,111	20,441,168	1,252,990	6.1%	(182,411)	0	0	1	160,000	\$16.89
2011 2q	1,111	20,441,168	1,070,579	5.2%	97,757	0	0	1	160,000	\$15.83
2011 1q	1,111	20,441,168	1,168,336	5.7%	231,833	0	0	1	160,000	\$16.87
2010 4q	1,111	20,441,168	1,400,169	6.8%	(4,872)	0	0	0	0	\$18.69
2010 3q	1,119	20,637,979	1,592,108	7.7%	(145,995)	0	0	0	0	\$18.83
2010 2q	1,119	20,637,979	1,446,113	7.0%	(153,756)	0	0	0	0	\$19.14
2010 1q	1,119	20,637,979	1,292,357	6.3%	(52,803)	0	0	0	0	\$18.89
2009 4q	1,119	20,637,979	1,239,554	6.0%	(83,335)	0	0	0	0	\$19.18
2009 3q	1,120	20,684,206	1,202,446	5.8%	(178,236)	0	0	0	0	\$19.67
2009 2q	1,120	20,684,206	1,024,210	5.0%	(10,353)	0	0	0	0	\$19.96

Source: CoStar Property®