



Industrial Market Report

Los Angeles - CA

PREPARED BY



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INDUSTRIAL MARKET REPORT

Market Key Statistics	1
Leasing	2
Rent	7
Construction	9
Under Construction Properties	11
Sales	13
Sales Past 12 Months	15
Economy	17
Market Submarkets	22
Supply & Demand Trends	26
Rent & Vacancy	28
Sale Trends	30

12 Mo Deliveries in SF

4M

12 Mo Net Absorption in SF

(12.2M)

Vacancy Rate

3.4%

12 Mo Rent Growth

10.7%

As a key industrial hub in the U.S., Los Angeles is the center of the 2 billion-SF Southern California industrial market. Demand draws from the 20 million Southern California residents and from goods entering the twin ports of Los Angeles and Long Beach, which combined handle three-quarters of West Coast container volume and nearly a third of all imports to the United States.

The market has been impacted by losses in inflation-adjusted consumer spending on goods and fewer imports entering the ports from Asia. Consequentially, market conditions have softened over the past 12 months and the vacancy rate has risen from 2.0% to 3.4%, with much of the increase coming in 23Q1. The sharp increase in interest rates has also impacted business formation. Leasing volume excluding renewals fell by 33% in 2022—the steepest decline since before 2006.

Development has long been constrained by the limited availability of land sites in L.A. County, and the current construction pipeline is thin relative to the size of the market. Most industrial development in Southern California takes place in the Inland Empire, where land is

cheaper and in greater supply. In recent years, some properties have been scraped and redeveloped into modern logistics facilities, while others, especially in West Los Angeles, have been converted to creative offices.

As a result, the bulk of inventory in the market is relatively aged and lacks some of the functionality seen in newer industrial buildings. However, given the access to the ports, strong manufacturing base, and high local population densities, demand is usually more than ample for most of the older industrial space in the market.

With tighter capital market conditions across the nation, local sales activity has finally started to moderate in 2023, whereas last year, many institutional investors increased focus on industrial buildings relative to retail and office properties. Asset price growth began to slow in the second half of 2022. The base case forecast calls for continued, but more moderate, growth, but with the recent rise in interest rates, it's possible the resulting increase in financing costs could start to adversely impact pricing.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	640,764,209	3.5%	\$18.75	5.5%	(1,527,525)	0	6,428,209
Specialized Industrial	252,598,848	2.7%	\$17.85	4.0%	(287,518)	0	177,863
Flex	57,363,090	4.8%	\$26.05	6.8%	(53,838)	0	90,000
Market	950,726,147	3.4%	\$18.95	5.1%	(1,868,881)	0	6,696,072

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.6%	3.7%	3.6%	5.6%	2010 Q1	1.8%	2022 Q1
Net Absorption SF	(12.2M)	2,279,007	(1,395,543)	13,572,681	2005 Q2	(13,759,012)	2009 Q2
Deliveries SF	4M	5,415,477	3,930,045	13,619,504	2002 Q1	690,697	2011 Q1
Rent Growth	10.7%	4.9%	5.2%	15.2%	2022 Q2	-4.6%	2009 Q4
Sales Volume	\$9.3B	\$3.8B	N/A	\$10.1B	2022 Q3	\$976M	2009 Q3

Market conditions have slightly moderated in the Los Angeles industrial market, yet vacancy rate is only 3.4% and availability 5.1%, rates below most markets in the nation. Net absorption has been negative for four consecutive quarters including 23Q1 quarter-to-date, while leasing activity has been measured.

A hiccup in trade flows and slowing inflation-adjusted consumer spending is impacting industrial tenants. Business closures are not uncommon, even when the economy is booming, due to the combination of businesses reaching the end of their lifecycle and the entrepreneurial nature of the local logistics industry. For example, Farmer John announced that it would close its operations at its 118,000-SF cold storage facility in Vernon in 23Q1 after more than ninety years in business. In Irwindale, Tri-Mountain, an outdoor apparel company, announced that it would also close its operations in 23Q1 after a thirty-year run, vacating a 229,000-SF warehouse along the way.

Business closures are usually rapidly offset by business formation. When spaces become available in L.A. they usually don't stay on the market for long, around two-and-a-half months for existing space, but generally newer, more functional buildings lease faster. With respect to size, existing buildings in the 10,000-25,000-SF range currently take the shortest time to lease, around 1 month. In contrast, buildings larger than 100,000 SF typically take three months to lease. A

building's location within L.A. county has less of an impact on the time to lease a space.

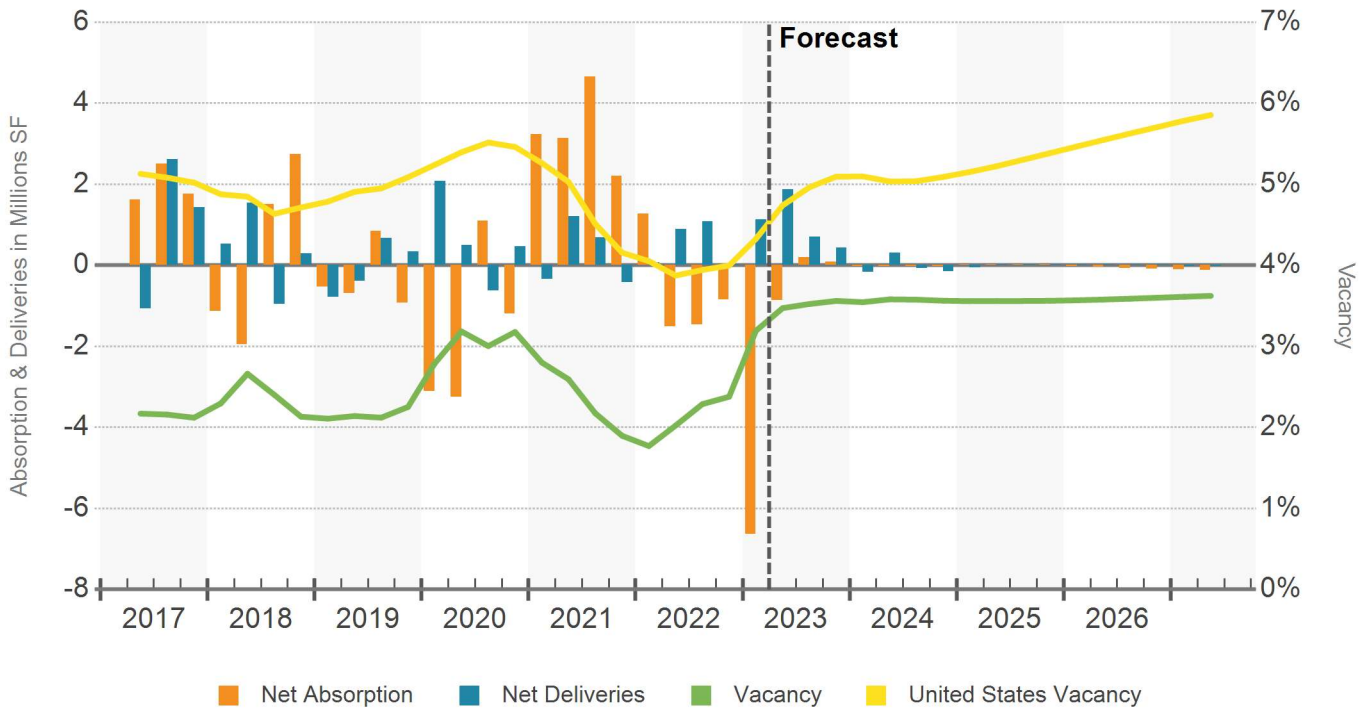
Flex properties have a relatively elevated vacancy rate of 4.8%, compared to logistics and specialized assets, at 3.5% and 2.7%, respectively. This spread has existed for almost a decade.

Spaces leased rarely reach 200,000 SF due to limited availability of that size. One of the largest spaces leased recently comes from Weida Freight System in the City of Industry, who leased 274,500 SF in January 2023. The building was previously occupied by multiple tenants, including Myers Container and Cambro Replenishment. Weida Freight System is expanding from a 43,100-SF facility in Torrance.

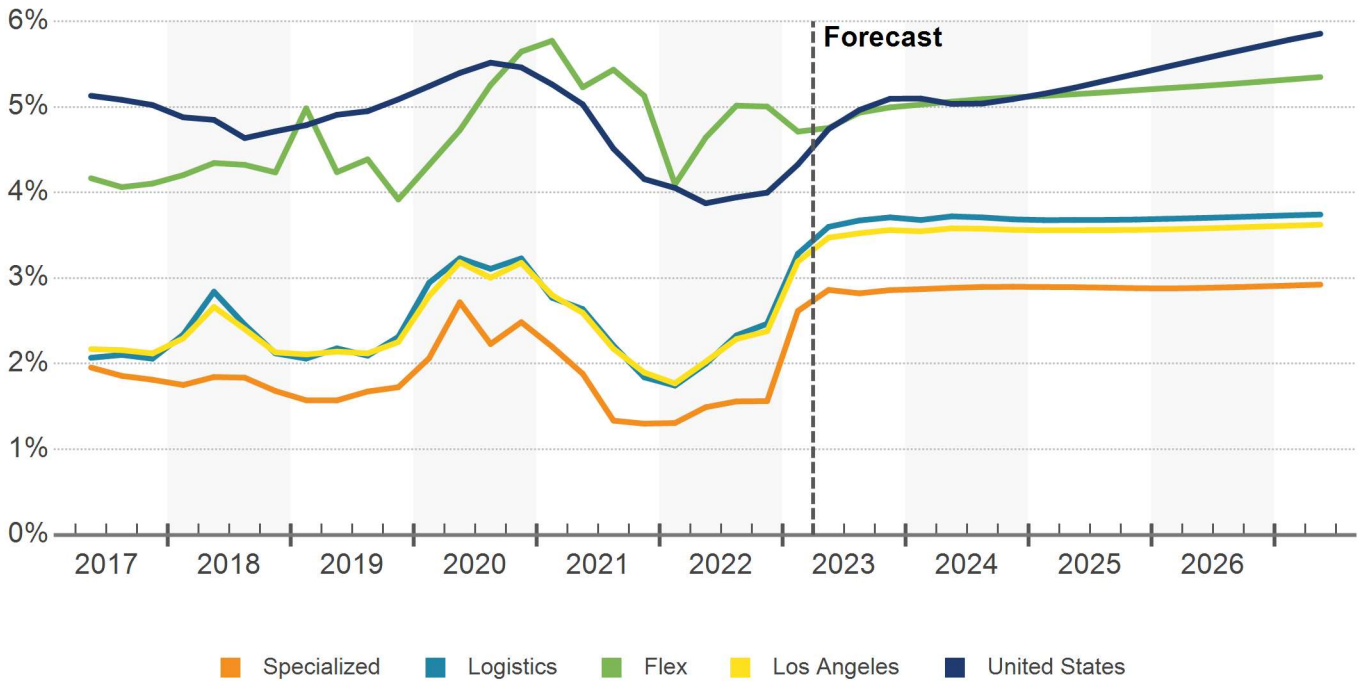
Market fundamentals are aided by restrained development activity that contrasts with most other major U.S. markets. Land availabilities are limited, and elevated construction costs hamper the ability to develop industrial space. At the same time, the market's proximity to the ports of Los Angeles and Long Beach drives strong demand from tenants of all sizes.

Industrial conditions in L.A. are likely to remain favorable to landlords for the foreseeable future, as vacancies according to CoStar's Base Case forecast are expected to remain historically low for at least the near term.

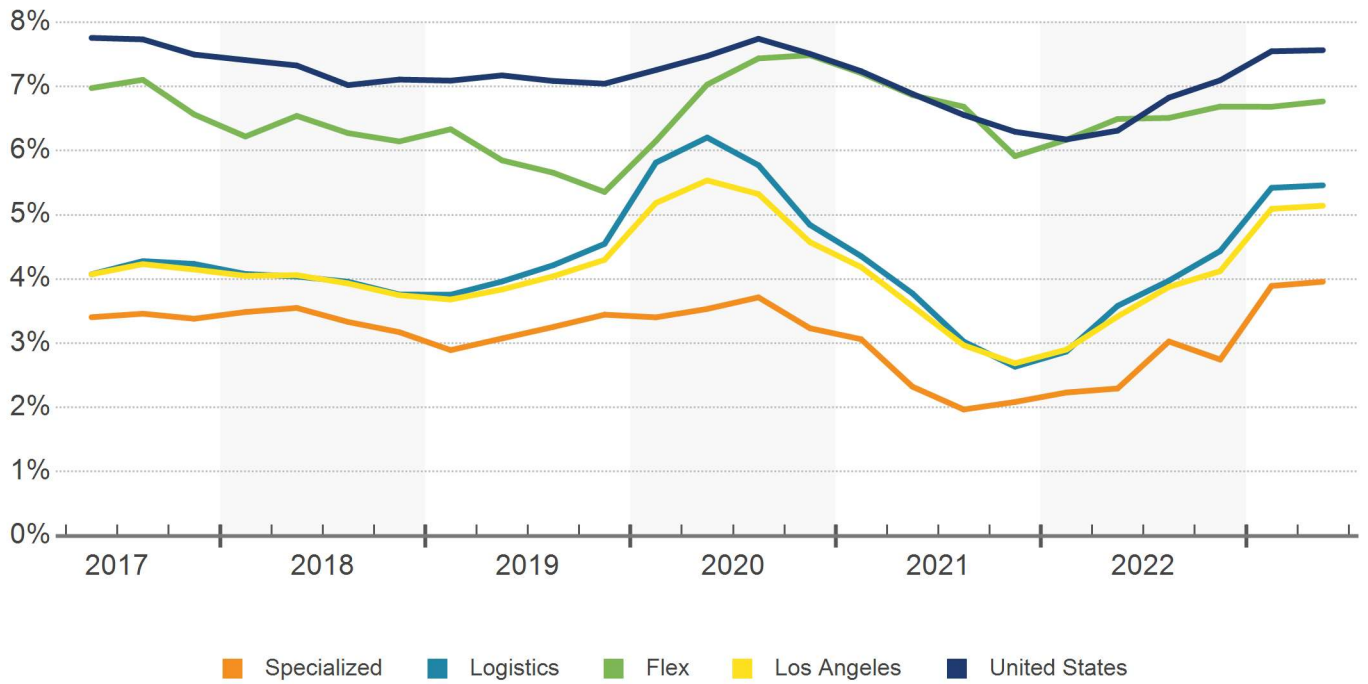
NET ABSORPTION, NET DELIVERIES & VACANCY



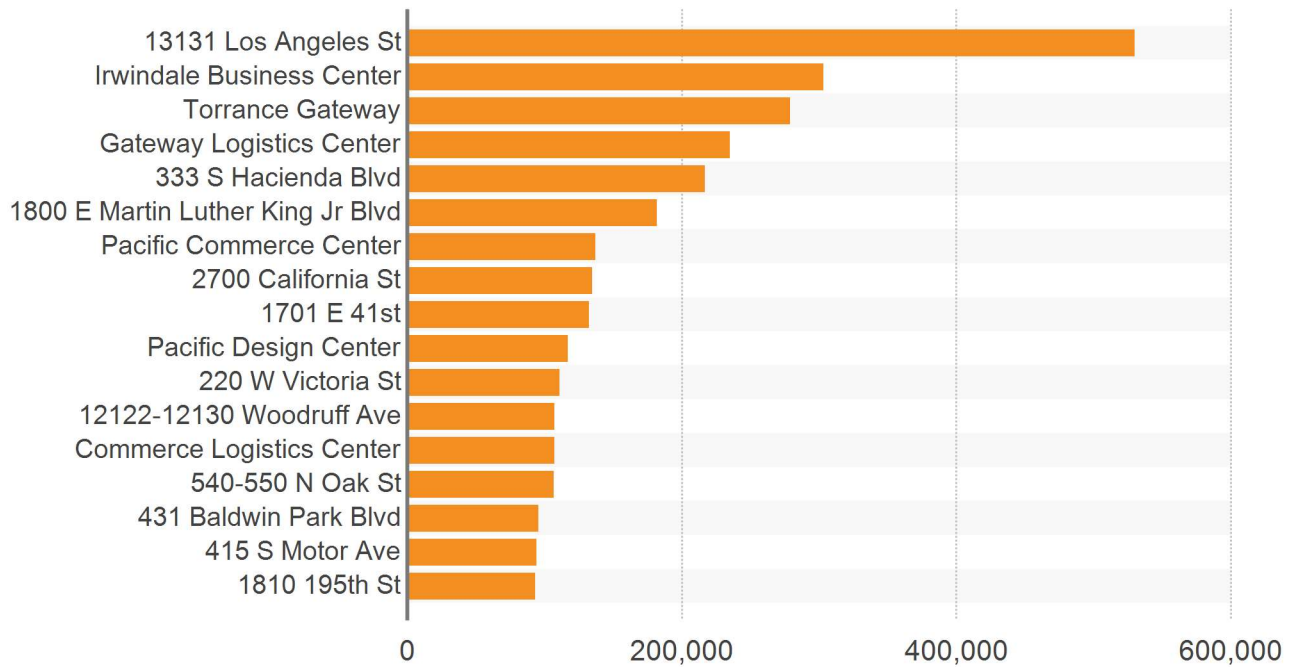
VACANCY RATE



AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
13131 Los Angeles St	Upper San Gabriel V...	529,866	0	0	0	0	0	529,866
Irwindale Business Center	Upper San Gabriel V...	324,520	0	0	0	0	0	303,122
Torrance Gateway	Torrance Ind	278,835	0	0	0	0	0	278,835
Gateway Logistics Center	Torrance Ind	251,606	0	0	0	0	0	235,016
333 S Hacienda Blvd	City of Industry Ind	216,716	0	0	0	0	0	216,716
1800 E Martin Luther King Jr Blvd	Central Los Angeles...	181,939	0	71,930	0	0	0	181,939
Pacific Commerce Center	Rancho Dominguez Ind	146,820	0	0	0	0	0	137,139
2700 California St	Torrance Ind	145,707	0	0	0	0	0	134,816
1701 E 41st	Central Los Angeles...	132,544	0	0	0	0	0	132,544
Pacific Design Center	Westside Ind	757,278	106,971	125,000	0	0	0	117,001
220 W Victoria St	Rancho Dominguez Ind	111,000	0	0	0	0	0	111,000
12122-12130 Woodruff Ave	Downey/Paramount Ind	107,359	0	107,359	0	0	0	107,359
Commerce Logistics Center	Commerce Ind	114,898	0	0	0	0	0	107,322
540-550 N Oak St	South LA Ind	114,357	0	0	0	0	0	106,816
431 Baldwin Park Blvd	City of Industry Ind	102,366	0	0	0	0	0	95,616
415 S Motor Ave	Upper San Gabriel V...	94,321	0	0	0	0	0	94,321
1810 195th St	Torrance Ind	99,513	0	0	0	0	0	92,951
Subtotal Primary Competitors		3,709,645	106,971	304,289	0	0	0	2,982,379
Remaining Los Angeles Market		947,037,758	32,114,663	(6,931,137)	(1,868,881)	0	0	(15,203,998)
Total Los Angeles Market		950,747,403	32,221,634	(6,626,848)	(1,868,881)	0	0	(12,221,619)

TOP INDUSTRIAL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
21921-21931 Industry Way	City of Industry	1,000,720	Q4 22	Ryder	Cushman & Wakefield	Majestic Realty Co.
680 S Lemon Ave	City of Industry	472,876	Q1 23	-	-	Cushman & Wakefield
9400-9500 Santa Fe Springs Rd *	Santa Fe Springs/La Mirada	411,034	Q4 22	GXO Logistics	CBRE	Newmark
2901 Fruitland Ave	Vernon	350,738	Q3 22	O-I Glass, Inc.	-	-
2900 Fruitland Ave	Vernon	306,854	Q3 22	O-I Glass, Inc.	-	-
25655-25701 Springbrook Ave	Santa Clarita Valley	299,234	Q4 22	Scenic Expressions	JLL	CBRE
901 Live Oak	Upper San Gabriel Valley	291,673	Q1 23	-	-	Realty Advisory Group,...
21508 Ferrero Pky	City of Industry	274,474	Q1 23	Weida Freight System, Inc.	Avison Young	Colliers
2201 E Dominguez St	Carson	272,910	Q3 22	Vanitas Manufacturing, Inc.	DAUM Commercial;...	CBRE
905 Live Oak	Upper San Gabriel Valley	260,889	Q1 23	-	-	Realty Advisory Group,...
5500 E Olympic Blvd *	Commerce	235,019	Q4 22	Vericast	Newmark	CBRE
4444-4446 Ayers Ave *	Vernon	219,555	Q2 22	Curacao	JLL	-
333 S Hacienda Blvd	City of Industry	216,716	Q2 22	JD.com	-	Lee & Associates
16325 S Avalon Blvd *	West Rancho Dominguez	210,710	Q4 22	Jit Transportation	Colliers;Kidder Math...	-
21700 Needham Ranch Pky	-	202,261	Q3 22	-	-	-
601-615 W Walnut St	Compton	200,000	Q3 22	Great Central Transport, I...	The Klabin Company	The Klabin Company
18045-18055 E Rowland St	City of Industry	200,000	Q3 22	Ryder Integrated Logistics...	Cushman & Wakefield	JLL
2230 E Carson St	Carson	198,292	Q4 22	Seko Logistics	-	-
2900 Fruitland Ave	Vernon	197,878	Q3 22	O-I Glass, Inc.	-	-
4010 E 26th St	Vernon	181,708	Q4 22	Rehrig Pacific Company	-	CBRE
23610 S Banning Blvd *	Carson	177,573	Q3 22	Quik Pick Express, LLC	-	Watson Land Company
220 W Manville St *	Compton	176,656	Q2 22	National Retail Systems	CBRE;Lee & Associ...	-
6501 Flotilla St	Commerce	171,388	Q1 23	-	-	Lee & Associates;Lee...
5950 S Eastern Ave	Commerce	168,352	Q3 22	Dependable Highway Exp...	-	Colliers
4700 S Boyle Ave *	Vernon	165,180	Q2 22	Capital Logistics & Wareh...	Lee & Associates	-
6108-6188 Peachtree St *	Commerce	162,294	Q4 22	Justman Packaging & Dis...	Lee & Associates;Le...	Lee & Associates;Lee...
6101-6191 Peachtree St *	Commerce	162,294	Q4 22	Justman Packaging and D...	Lee & Associates;Le...	Lee & Associates;Lee...
18669 San Jose Ave	City of Industry	160,000	Q3 22	PUMA North America	-	JLL
383-393 S Cheryl Ln *	City of Industry	157,055	Q2 22	Proterra	JLL	-
13950 Cerritos Corporate Dr *	Cerritos/Norwalk	152,942	Q2 22	Tricor Braun	-	-
921 W Artesia Blvd	Compton	143,937	Q3 22	Great Central Transport, I...	The Klabin Company	CBRE
3250-3254 E 26th St *	Vernon	141,464	Q1 23	Seven-Up/RC Bottling	-	Newmark
2141 E Paulhan St	Rancho Dominguez	133,752	Q4 22	Maersk	-	Cushman & Wakefield
966 E Sandhill Ave	Carson	129,247	Q1 23	-	-	CBRE;CIF Group
16930 Valley View Ave	Santa Fe Springs/La Mirada	125,000	Q4 22	-	-	Colliers
12623 Cisneros Ln *	Santa Fe Springs/La Mirada	125,000	Q3 22	Mias Fashion Manufacturi...	JLL	JLL
2960 E Victoria St *	Rancho Dominguez	121,989	Q4 22	Knight Transportation	Lee & Associates	-
5001 S Soto St	Vernon	118,714	Q1 23	-	-	Newmark
5200 Sheila St	Commerce	114,898	Q2 22	FDH Aero	-	Newmark
7301-7379 Telegraph Rd *	Montebello	112,704	Q4 22	2253 Apparel, Inc.	Westgate Industrial...	CBRE

*Renewal

The pace of rent growth has started to decelerate as vacancies have risen. Nevertheless, industrial rents in L.A. are 10.7% higher than 12 months ago, while rents in national index markets grew by 10.3%. From a long-term perspective, rent gains in L.A. have surpassed growth in most major U.S. markets, averaging annual gains of 9.3% during the past 10 years compared to 7.7% for the U.S.

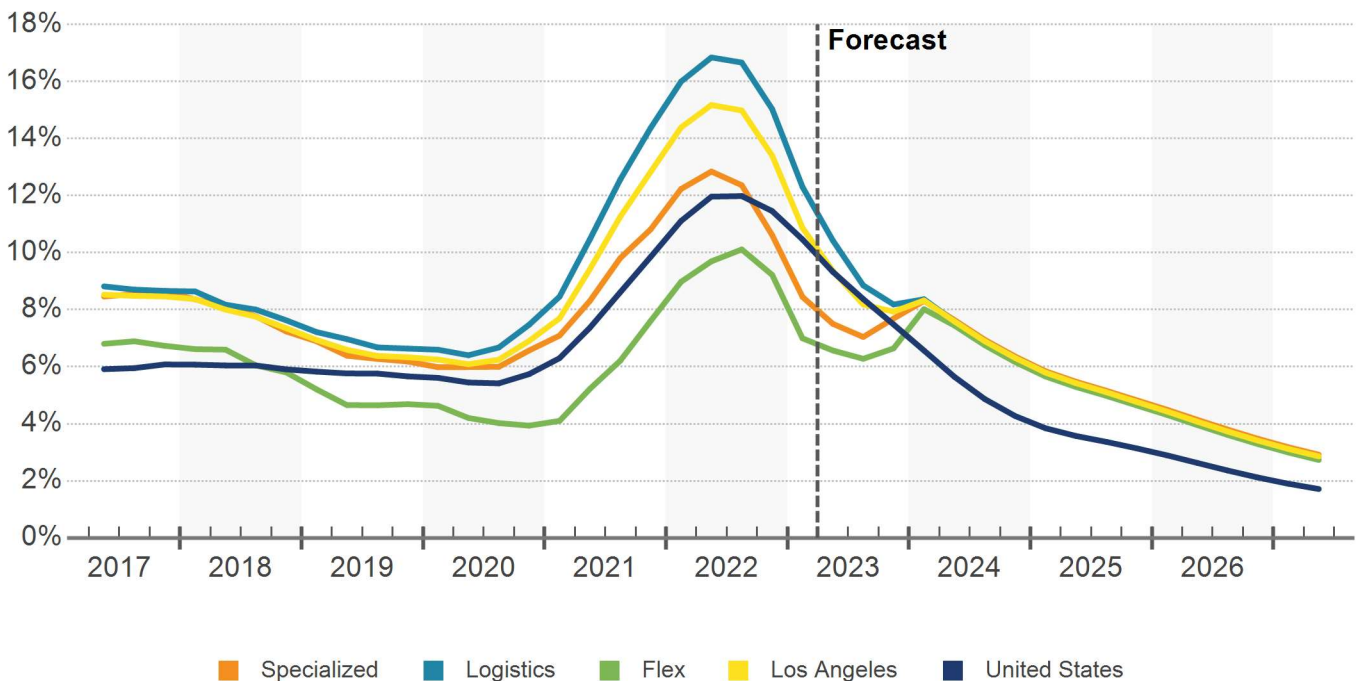
Flex properties in the metro have lagged behind logistics and specialized assets during the past decade. Rents in flex properties have grown by 6.8% during the past 12 months, compared to 12.1% and 8.3% for logistics and specialized properties, respectively. Rent growth has been highest in areas where manufacturing and trade tenants are in higher concentration. Top markets for year-over-year rent growth include submarkets such as

Carson, Compton, and the City of Industry.

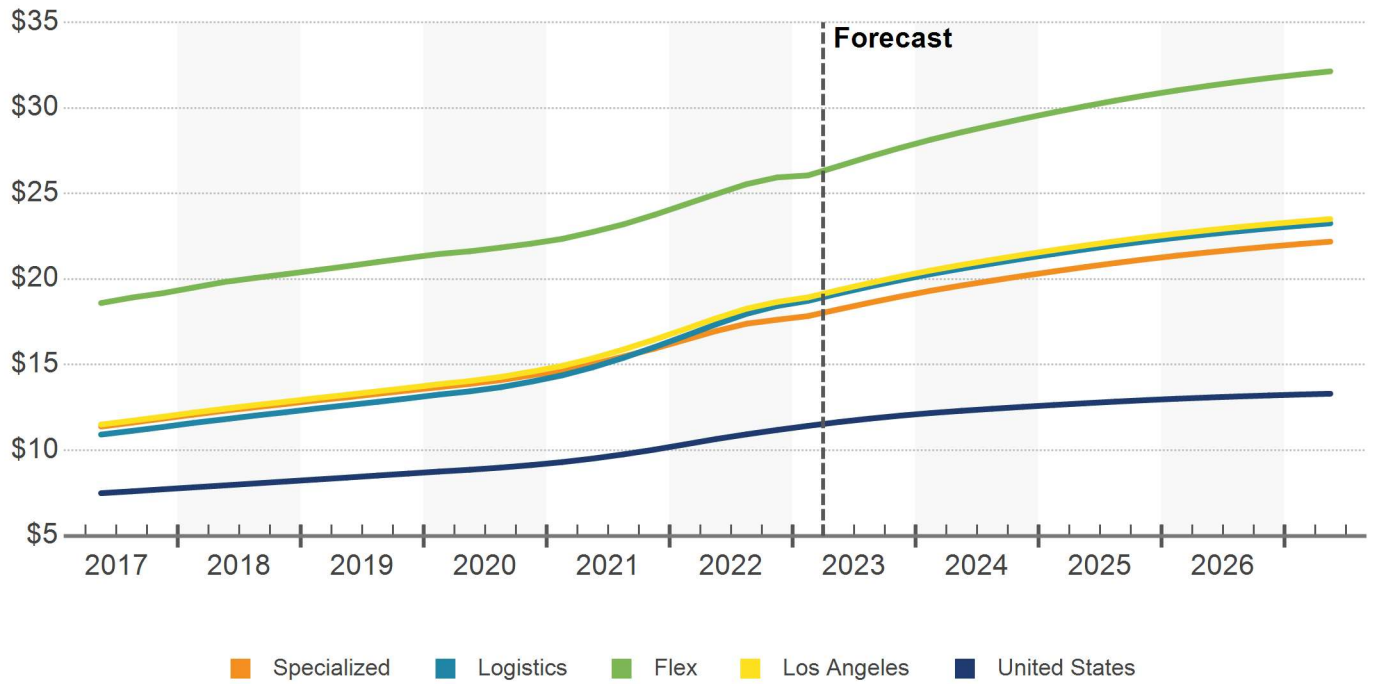
Rental rates are highest in submarkets where industrial users compete more with other property uses, including the Westside, Burbank, and Glendale. For over a decade, properties in these areas have been targeted for creative office conversions. Entertainment firms also use some properties for production and studio space, given the limited production space presently available for the entertainment industry.

Going forward, rents are anticipated to continue to rise based on CoStar's baseline scenario, given occupancies are expected to remain near record highs even in demand moderates. However, growth will be at a more modest pace relative to the market's performance over the past two years.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



Los Angeles supply growth is generally limited given the built-out nature of the metro with some of the highest land values in the nation. This historically has made it difficult for developers to justify ground-up projects, as sites often have had higher and best use for office and multifamily buildings. The market has seen 43.5 million SF of new industrial space complete during the past decade; however, during the same time, the market has seen 30.3 million SF of space removed from its inventory. As a percent of existing inventory, total inventory only expanded by less than 1% during this time.

The L.A. industrial market stands in stark contrast to the other largest industrial markets nationally, most of which have seen elevated construction levels for years. The lion's share of industrial construction in Southern California has been in the Inland Empire, which offers more land sites at a lower cost.

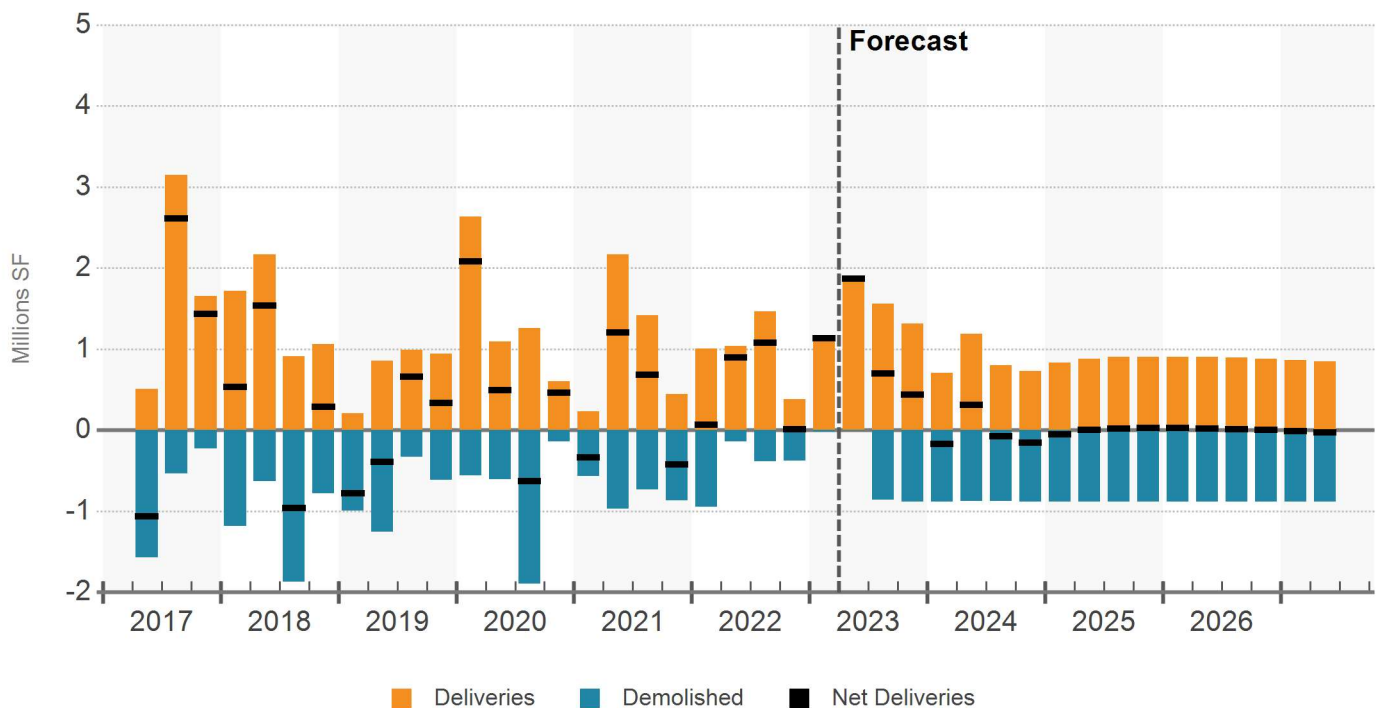
Development activity in L.A. County in recent years generally has been more concentrated in areas farther

away from Central Los Angeles with relatively lower land costs. While land sites are still much more limited than in the Inland Empire and most markets nationally, within L.A. County, there are relatively more options for projects in places like the Santa Clarita Valley and San Gabriel Valley.

Net deliveries total 3.1 million SF during the past 12 months. Among the largest developments of late, Duke Realty completed work on 13131 Los Angeles St. in Irwindale in the San Gabriel Valley in 22Q3. Prior to completion, Home Depot committed to leasing the entire 530,000-SF warehouse.

The current construction pipeline remains sparse, with only 6.7 million SF under construction in the metro, representing just 0.7% of current inventory. Like recent deliveries, the San Gabriel Valley contains the most construction activity, such as Majestic Realty's 1 million-SF distribution building in the Grand Crossing South business park in the City of Industry and JH Properties' 1.4 million SF The Park @ Live Oak business park.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	City of Industry	6	2,050	1,035	50.5%	4	56,469	341,642	1
2	Upper San Gabriel Valley	6	1,600	1,588	99.3%	2	19,857	266,667	2
3	Santa Clarita Valley	3	513	319	62.3%	3	36,590	170,990	4
4	Torrance	3	485	107	22.1%	6	41,152	161,743	5
5	Lower San Gabriel Valley	3	378	17	4.4%	8	14,658	125,910	7
6	Santa Fe Springs/La Mira...	3	296	93	31.4%	5	35,681	98,556	8
7	Vernon	4	286	17	5.9%	7	36,750	71,480	10
8	Rancho Dominguez	1	205	0	0%	9	64,488	205,435	3
9	East San Ferndo Villy	2	189	189	100%	1	18,459	94,338	9
10	Carson	1	128	0	0%	9	69,186	127,930	6
	All Other	15	567	211	37.3%		23,391	37,777	
Totals		47	6,696	3,576	53.4%		26,972	142,470	

Under Construction Properties

Los Angeles Industrial

Properties

Square Feet

Percent of Inventory

Released

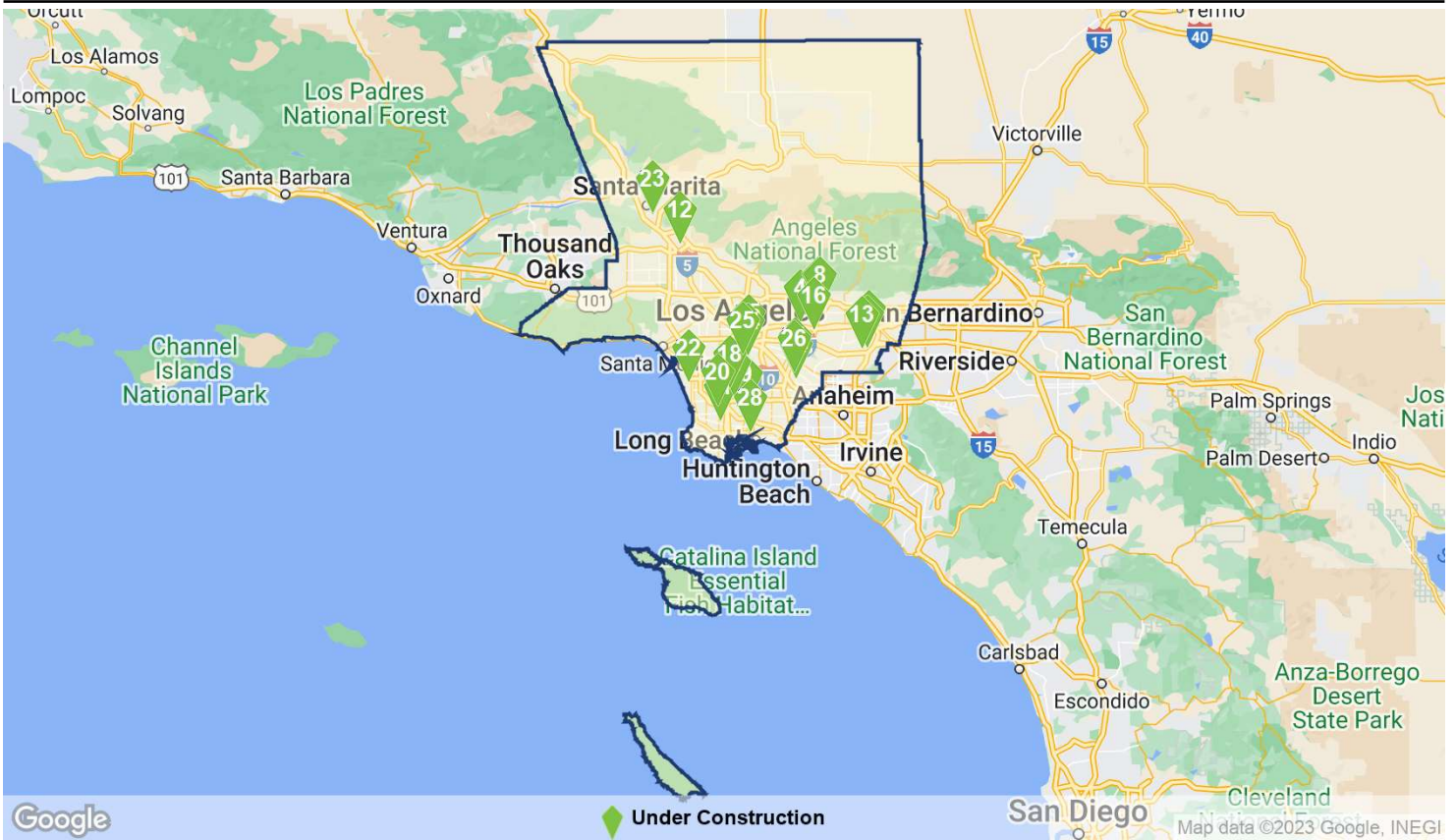
46

6,664,531

0.7%

53.2%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 Grand Crossing South -... 21921-21931 Industry Way	★★★★★	1,000,720	1	May 2022	Jul 2023	Majestic Realty Co. Majestic Realty Co.
2 Building A 1270 Arrow Hwy	★★★★★	765,000	-	Jan 2023	May 2024	JH Properties, Inc. JH Properties, Inc.
3 171 Marcellin Dr	★★★★★	694,400	1	Dec 2022	Dec 2023	- -
4 3900 Arden Dr	★★★★★	360,992	1	Jan 2023	Dec 2023	- -
5 Building 11 Needham Ranch Pky	★★★★★	319,479	1	Feb 2021	Jun 2023	Trammell Crow Company Clarion Partners
6 901 Live Oak	★★★★★	291,673	1	Aug 2022	May 2023	- -
7 905 Live Oak	★★★★★	260,889	1	Aug 2022	May 2023	- -

Under Construction Properties

Los Angeles Industrial

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 Building B 1270 Arrow Hwy	★★★★☆	258,000	1	Jan 2023	May 2024	JH Properties, Inc. JH Properties, Inc.
9 20100 S Alameda St	★★★★☆	205,435	1	Dec 2022	Aug 2023	- -
10 Bridge Point South Bay II 20846 Normandie Ave	★★★★★	203,877	1	Dec 2021	May 2023	Bridge Industrial Bridge Industrial
11 1355 Sepulveda Blvd	★★★★☆	174,211	1	Sep 2022	May 2023	- Bridge Industrial
12 510 Park Ave	★★★★☆	168,676	1	Mar 2020	May 2023	- Monster Beverage Corporation
13 20922 Currier Rd	★★★★☆	147,490	1	Oct 2021	Sep 2023	- -
14 11401 Greenstone Ave	★★★★☆	144,434	1	Nov 2022	Aug 2023	- -
15 3430 E 26th St	★★★★☆	140,464	1	Jan 2022	May 2023	- -
16 Industry West Logistics... 351 N Covina Ln	★★★★☆	132,254	1	Jan 2023	Aug 2023	- -
17 1055 Sandhill Ave	★★★★☆	127,930	1	Mar 2023	Apr 2024	- Rexford Industrial Realty, Inc.
18 Bridge Point South Bay VI 159 E Rosecrans Ave	★★★★☆	107,733	1	Mar 2022	May 2023	- Bridge Industrial
19 Building 17 Needham Ranch Pky	★★★★☆	107,522	1	Jan 2023	Dec 2023	- Trammell Crow Company
20 Bldg 6 1810 195th St	★★★★☆	107,140	1	Sep 2021	May 2023	- Sares-Regis Group
21 12521 Los Nietos Rd	★★★★☆	92,771	1	May 2022	Oct 2023	- Panattoni Development Company...
22 136-142 Oregon St	★★★★☆	90,000	2	Mar 2021	May 2023	- Smoky Hollow Industries LLC
23 Building 18 Needham Ranch Pky	★★★★☆	85,968	1	Jan 2023	Dec 2023	- Trammell Crow Company
24 3165 E Slauson Ave	★★★★☆	69,522	1	Jul 2021	Jul 2023	- -
25 5655 S Santa Fe Ave	★★★★☆	58,999	1	Oct 2022	Jun 2023	- North Palisade Partners
26 Building 2 12551 Telegraph Rd	★★★★☆	58,463	2	Mar 2023	May 2024	- -
27 Building 1 1601 San Francisco Ave	★★★★☆	48,385	1	Apr 2022	May 2023	- -
28 Building 2 1601 San Francisco Ave	★★★★☆	45,943	1	Apr 2022	May 2023	- -

Industrial sales activity has finally started to moderate in 2023 as rising interest rates weigh on investors. Year-to-date sales volume totals \$1.5 billion, where volume in 2022 reached a record high of \$9.9 billion. Price growth has gently slowed in recent quarters, even as owners continue to push rents to new boundaries. Still, investors pay top dollar for properties in the L.A. metro as the average market price is \$360/SF, well above the national average, and cap rates average 4.0%, among the lowest in the nation.

The metros various demand drivers also bring a variety of investment opportunities. Whereas many of the nation's largest transactions involve logistics properties, L.A.'s top industrial sales can often include manufacturing, studio space, or aged buildings suitable for redevelopment. For example, one of the largest sales in 2023 is Quixote Studios' acquisition of a 73,000-SF industrial building sitting on 6.91 acres of land in Sun Valley for \$40 million (\$550/SF).

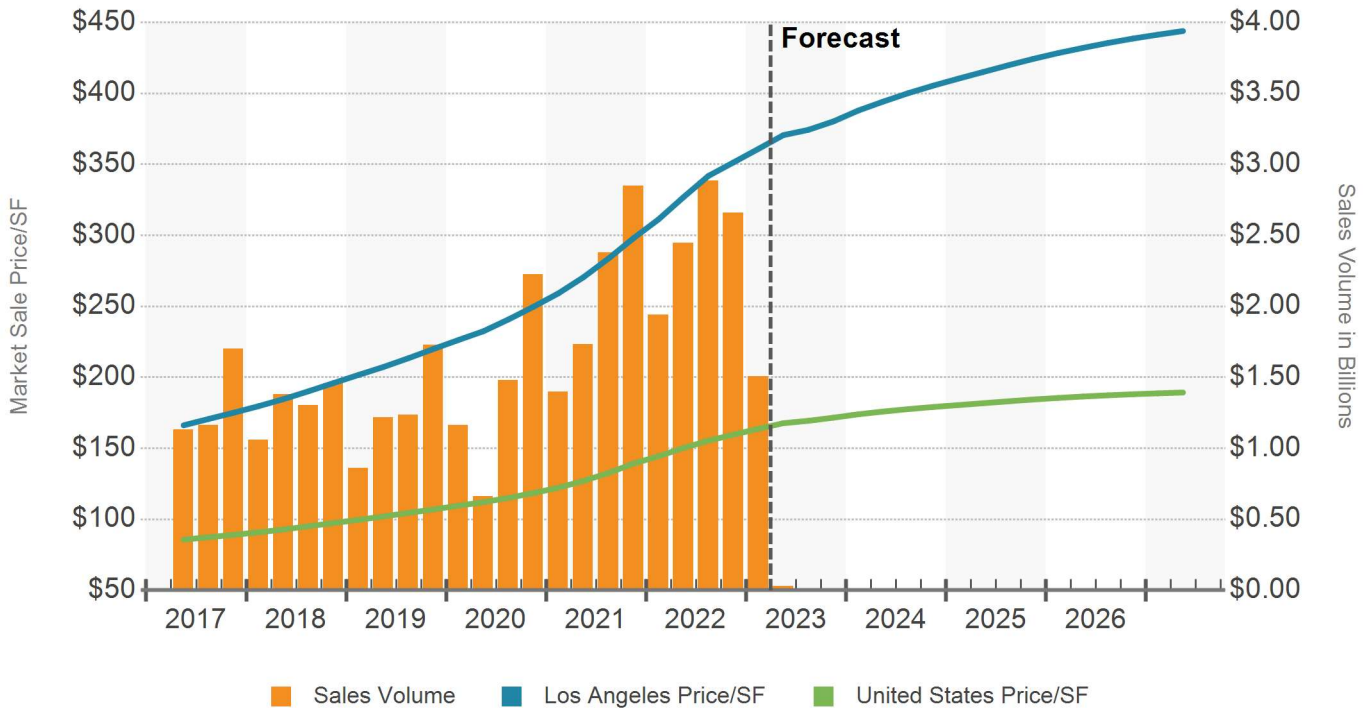
The recent spike in debt costs may start to cool and even potentially adversely impact asset values. As a preliminary example that may suggest waning pricing for

industrial properties in the era of higher debt costs, in October 2022, New Mountain Capital purchased 3700 E Olympic Blvd. in Vernon from Venator, the tenant in the property, as part of a sale-leaseback for \$51.3 million (\$235/SF) at a 6.7% cap rate. Venator committed to lease the 218,000-SF building for 15 years.

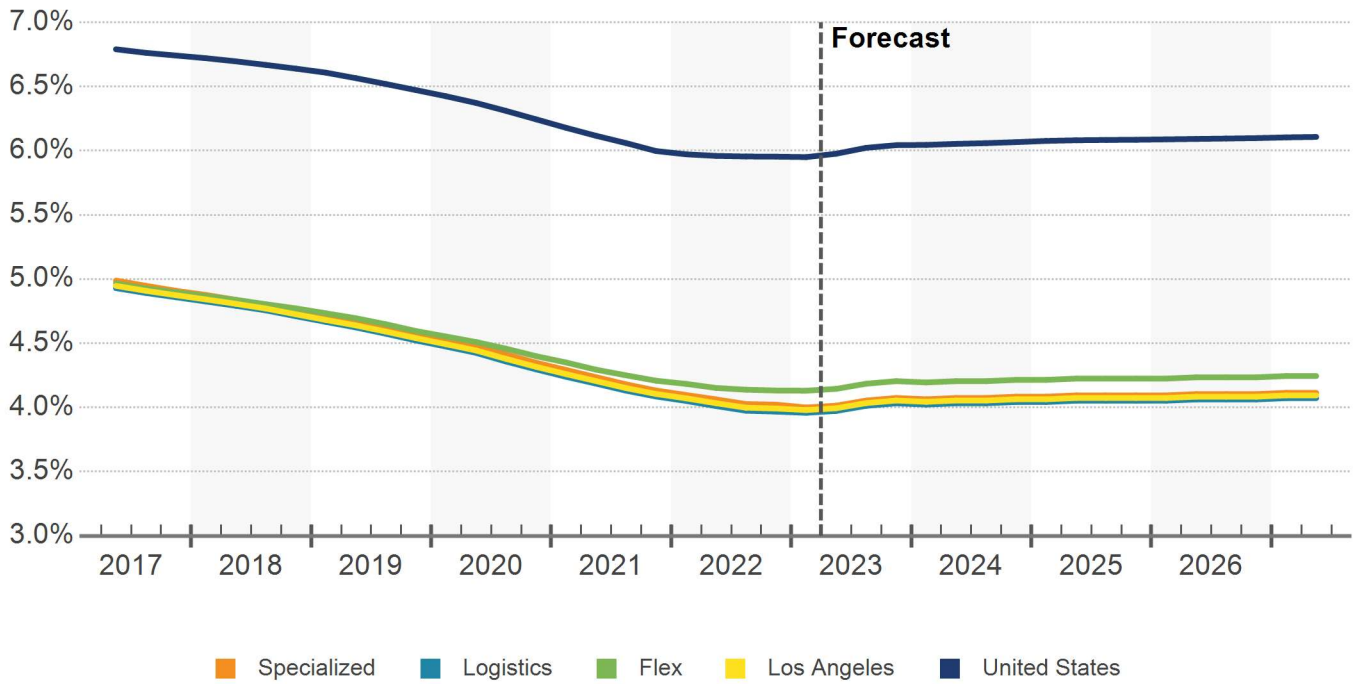
The cap rate realized with the sale of 3700 E Olympic Blvd. is well above average for the market and was likely driven by several factors. With Venator's lease terminating in 15 years, New Mountain Capital will be unable to adjust rents. Also, the 1935 building is one of the older, lower-quality buildings in the area and only has two docks for the entire building.

From a longer-term perspective, market pricing growth has been exceptional, with prices growing by roughly 15% annually during the past five years. Gains have been highest in South Bay submarkets, such as Rancho Dominguez where price appreciation during the past five years has outpaced the metro average by 1.7 percentage points annually. Anticipated rent growth with historically high occupancies is expected to sustain further price growth but at a more modest pace.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Los Angeles Industrial

Sale Comparables

1,085

Avg. Cap Rate

4.6%

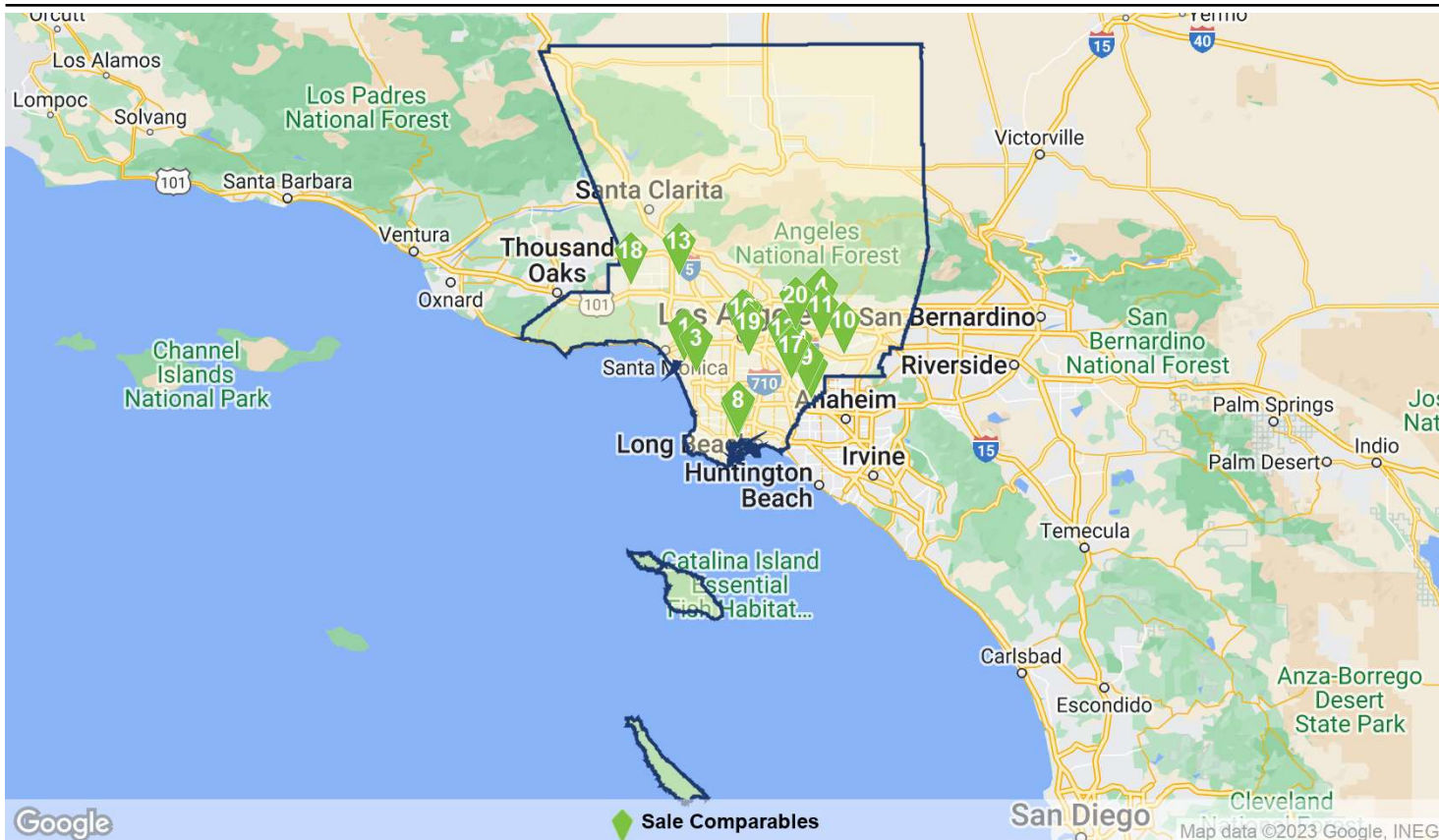
Avg. Price/SF

\$313

Avg. Vacancy At Sale

5.8%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$150,000	\$9,401,859	\$3,724,687	\$210,000,000
Price/SF	\$1.88	\$313	\$314	\$6,533
Cap Rate	2.1%	4.6%	4.6%	8.2%
Time Since Sale in Months	0.1	6.6	7.3	12.0
Property Attributes	Low	Average	Median	High
Building SF	500	30,181	11,618	778,920
Ceiling Height	8'	17'4"	16'	43'
Docks	0	3	0	116
Vacancy Rate At Sale	0%	5.8%	0%	100%
Year Built	1900	1969	1969	2022
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.2	★ ★ ★ ★ ★	★ ★ ★ ★ ★

Sales Past 12 Months

Los Angeles Industrial

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 12800 Culver Blvd	★★★★☆	1968	199,800	0%	3/30/2023	\$210,000,000	\$1,051	-
2 South Bldg 1205-1321 Wholesale St	★★★★☆	1968	199,016	26.4%	5/12/2022	\$155,864,138	\$783	-
3 Hertz 9000 Airport Blvd	★★★★☆	1981	778,920	0%	3/28/2023	\$143,000,000	\$184	-
4 13131 Los Angeles St	★★★★☆	2022	529,866	0%	10/3/2022	\$137,717,208	\$260	-
5 Juanita's Foods 645 George de la Torre Jr...	★★★★☆	1981	119,356	0%	7/18/2022	\$121,839,503	\$1,021	-
6 16501 Trojan Way	★★★★★	2002	497,620	0%	10/3/2022	\$111,439,880	\$224	-
7 16301 Trojan Way	★★★★★	2018	477,008	0%	10/3/2022	\$106,823,911	\$224	-
8 920 E Pacific Coast Hwy	★★★★☆	1954	148,186	0%	9/2/2022	\$100,000,000	\$675	4.1%
9 14041-14051 Rosecrans...	★★★★☆	1997	229,125	0%	10/11/2022	\$99,658,225	\$435	-
10 825 Ajax Ave	★★★★★	2017	430,078	0%	10/3/2022	\$94,136,016	\$219	-
11 120 Puente Ave	★★★★☆	1998	274,406	0%	9/8/2022	\$92,000,000	\$335	-
12 Bldg 2 8570-8600 Mercury Ln	★★★★☆	2002	244,780	0%	12/23/2022	\$91,926,074	\$376	-
13 14200-14220 Arminta St	★★★★☆	2006	200,004	0%	5/25/2022	\$90,160,000	\$451	-
14 12065 Pike St	★★★★☆	1980	158,831	0%	7/8/2022	\$85,000,000	\$535	-
15 2160 E 7th St	★★★★☆	1986	75,163	0%	3/29/2023	\$85,000,000	\$1,131	-
16 North Bldg 1206-1338 E 6th St	★★★★☆	1963	117,616	0%	5/12/2022	\$84,135,862	\$715	-
17 11811-11831 E Florence...	★★★★☆	1983	288,000	0%	7/20/2022	\$79,516,113	\$276	-
18 21200 Victory Blvd	★★★★☆	1962	183,972	0%	2/8/2023	\$78,500,000	\$427	-
19 O-I Glass - Bldg A 2901 Fruitland Ave	★★★★☆	1984	350,738	0%	8/8/2022	\$75,165,500	\$214	-
20 The Telstar Bldg 9320-9328 Telstar Ave	★★★★☆	1975	248,961	0%	8/26/2022	\$73,000,000	\$293	6.8%

The Los Angeles economy is vast and comprises substantial portions of the national entertainment, tourism, international trade, fashion, and aerospace industries. An abundance of creative workers and entrepreneurship lends itself to elevated levels of business formation and self-employment. The demographics are diverse in racial and ethnic composition, educational attainment, income, and wealth. L.A. has several major talent generators, including top-tier universities such as USC, UCLA, and Cal Tech that support a growing tech ecosystem.

The post-pandemic recovery in employment levels has been slow relative to the nation. The unemployment rate at 4.7% in December remains above its pre-pandemic trough of 4% in December 2019. Nonfarm payrolls recovered to their February 2020 levels in late 2022, whereas stronger population growth markets experienced more rapid recoveries. The composition of employment by sector has shifted. Most notably, transportation firms have grown payrolls by nearly 10% since February 2020, while accommodations payrolls have declined by 20%.

Los Angeles' position as the entertainment capital of the world has allowed it to benefit in recent years from the boom in content creation and social media. The entertainment business is vital to the local economy, as it directly or indirectly employs one out of five workers in L.A. County. Recent job gains in the sector have been solid, but given the recent woes of Netflix and the merger of Warner Brothers with Discovery, cooling in content creation and hiring can be expected.

Tourism is important for the local economy. Stores, restaurants, and lodging in tourist hotspots like Downtown L.A., Hollywood, Beverly Hills, and Santa Monica are dependent on tourists spending. Los Angeles had more than 50 million visitors in 2019, but hotel occupancy rates have yet to recover.

The transportation sector sustained growth through the pandemic as warehousing demands increased by retailers and ecommerce operators. Much of the demand draws from the ports of Los Angeles and Long Beach, which rank first and second in the U.S. in terms of annual containers (TEUs) handled. The twin ports handled 19 million containers in 2022, which if combined would make them the fifth busiest port in the world. However, the ports face several potential challenges. Some trade is being diverted to the east coast, which has been facilitated by the expansion of the Panama Canal in 2016 and which can place many items closer to their destination. U.S. imports from China, a significant place of origin for goods entering through L.A.'s ports, have also been declining since tariffs were imposed in 2018.

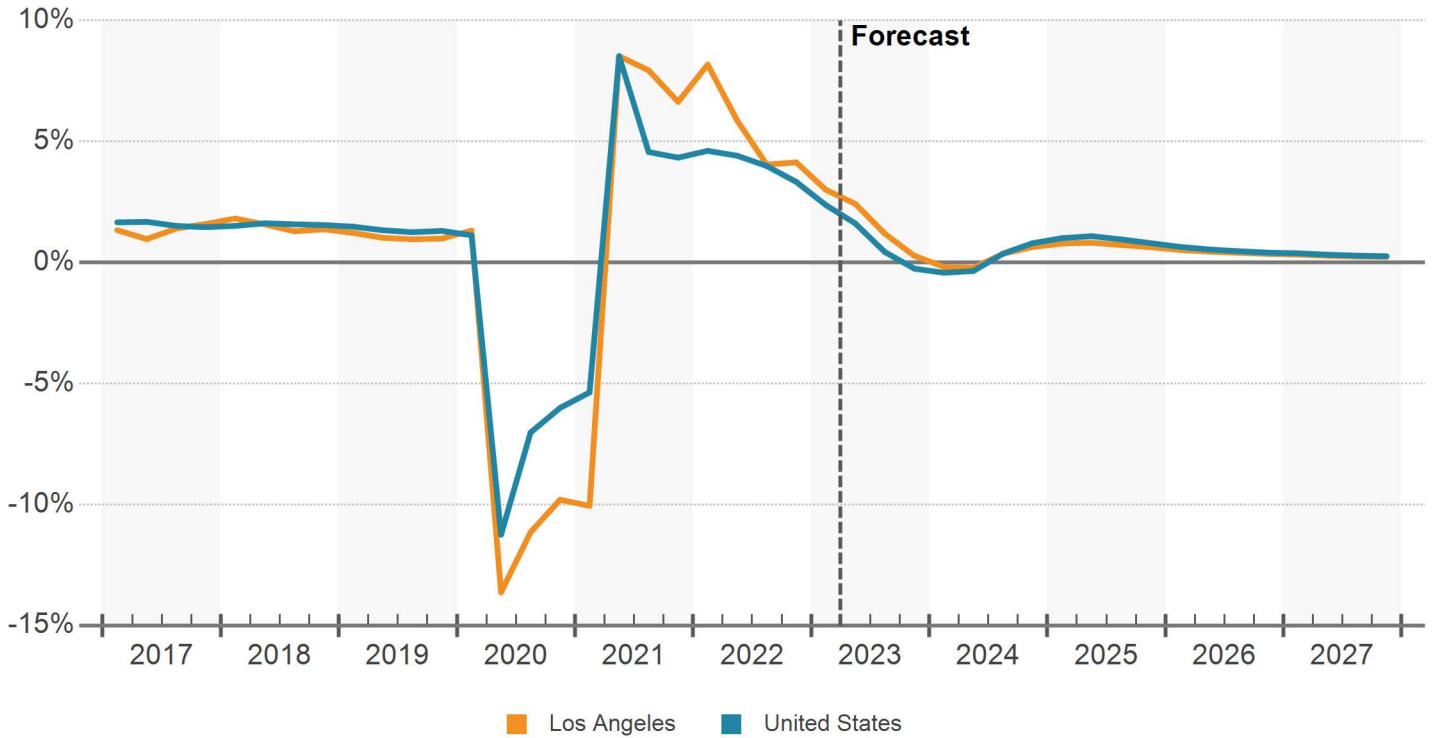
Los Angeles is a high cost of living area and challenges to build more housing is a major impediment to population and labor force growth. Companies often cite the difficulties in hiring as a motivating factor to relocate to other parts of the country. Housing affordability is near its 2007-lows after home prices increased considerably after the onset of the pandemic.

LOS ANGELES EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	325	0.8	1.87%	2.48%	-1.43%	0.78%	-0.82%	-0.03%
Trade, Transportation and Utilities	861	1.0	2.01%	0.86%	0.97%	1.16%	-0.08%	0.07%
Retail Trade	426	0.9	2.19%	-0.03%	0.51%	0.54%	-0.11%	0.08%
Financial Activities	217	0.8	2.10%	1.37%	0.16%	1.39%	-0.23%	0.08%
Government	567	0.8	0.95%	1.17%	0.46%	0.25%	0.40%	0.55%
Natural Resources, Mining and Construction	160	0.6	2.19%	2.63%	3.18%	2.40%	-0.02%	0.21%
Education and Health Services	908	1.2	3.34%	3.35%	2.73%	1.72%	0.78%	0.53%
Professional and Business Services	669	1.0	2.20%	2.38%	1.54%	2.07%	-0.08%	0.33%
Information	235	2.6	8.05%	4.59%	1.95%	1.31%	0.51%	0.21%
Leisure and Hospitality	514	1.1	5.18%	4.72%	1.79%	1.35%	1.69%	1.03%
Other Services	158	0.9	6.90%	2.55%	0.77%	0.59%	0.02%	0.30%
Total Employment	4,615	1.0	2.97%	2.32%	1.27%	1.28%	0.33%	0.37%

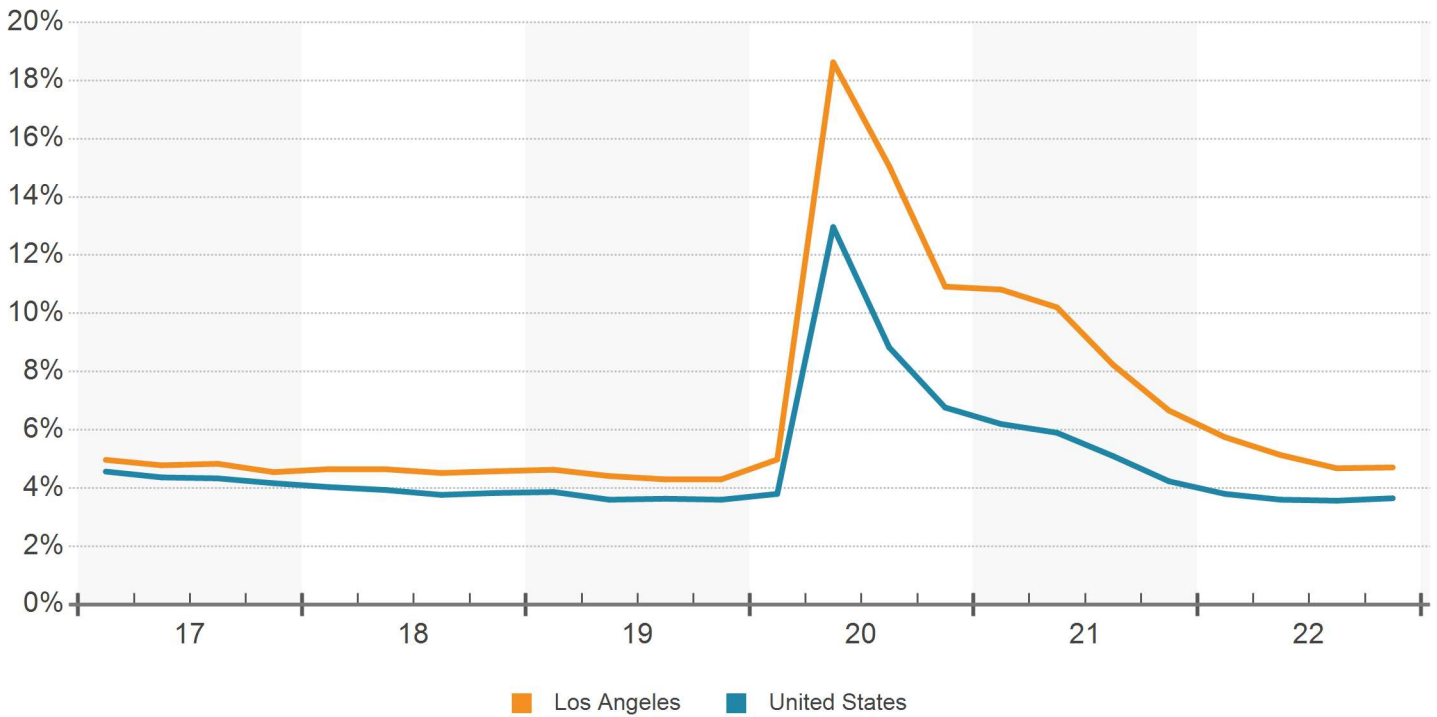
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

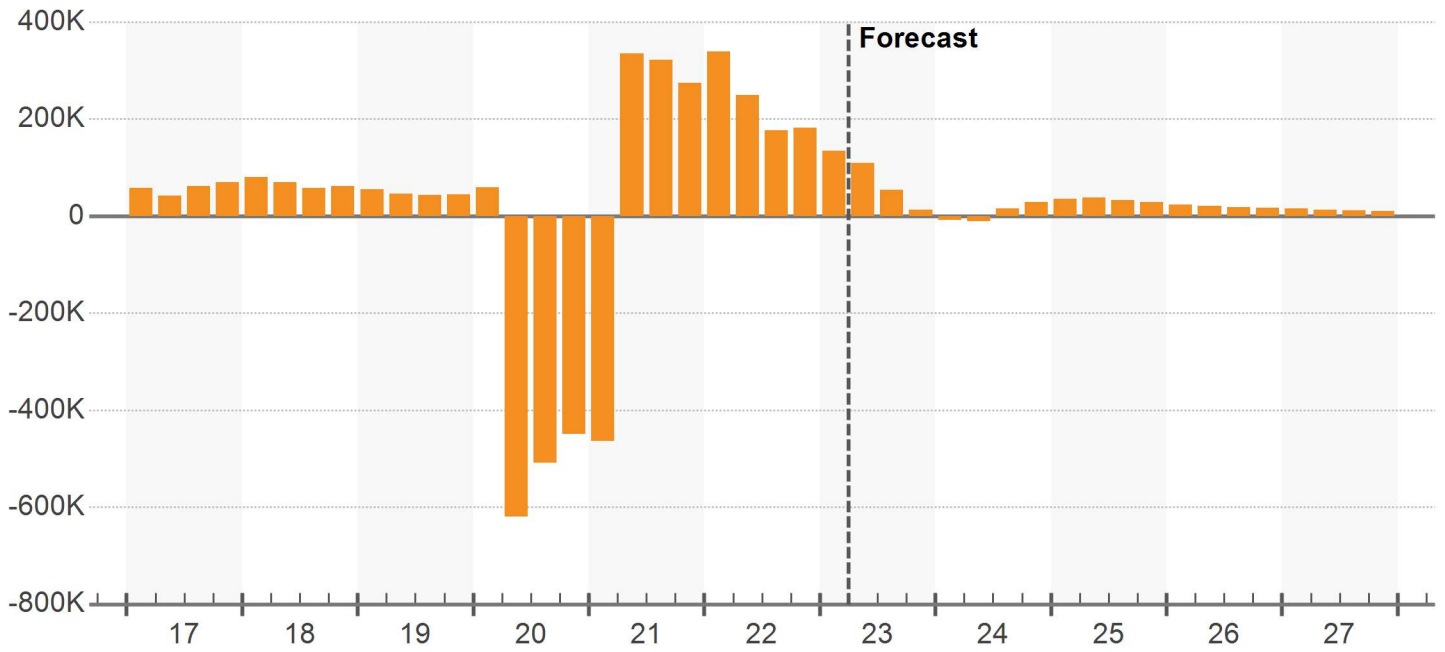


Source: Oxford Economics

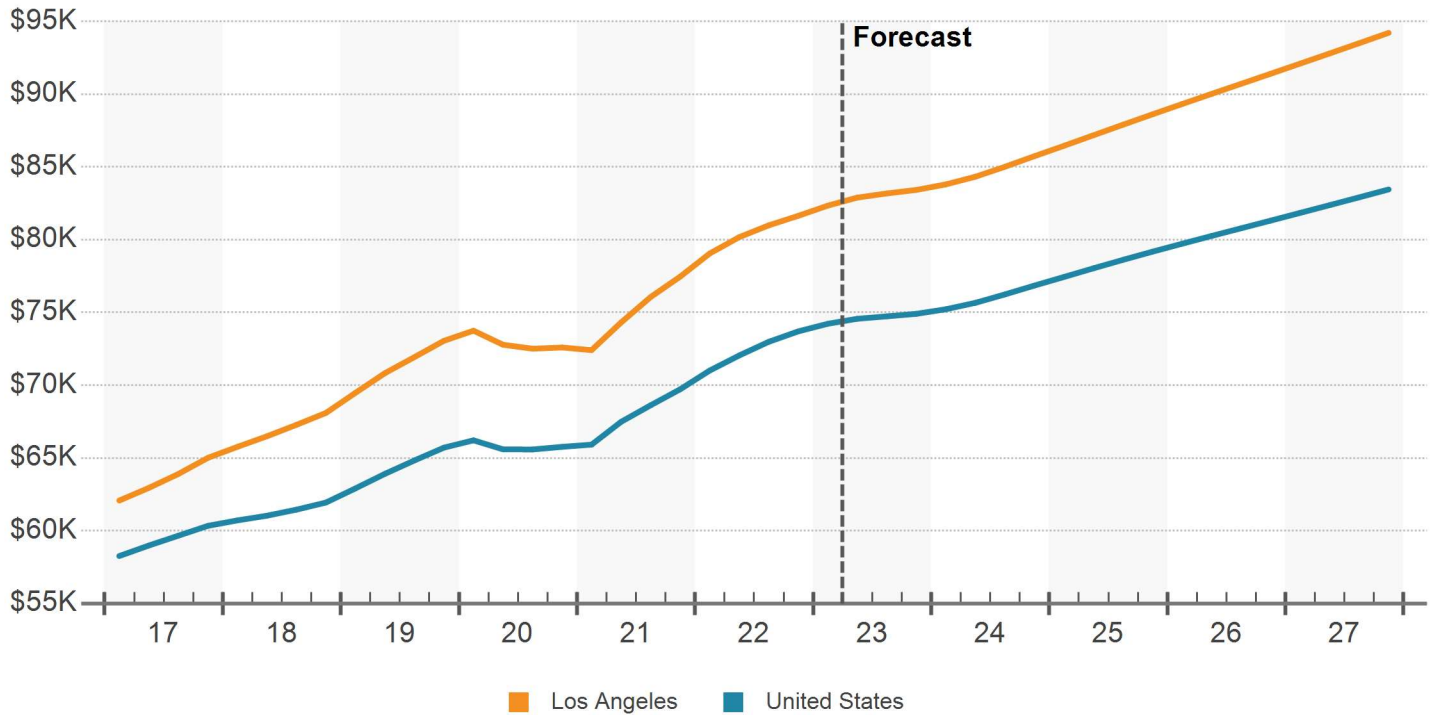
UNEMPLOYMENT RATE (%)



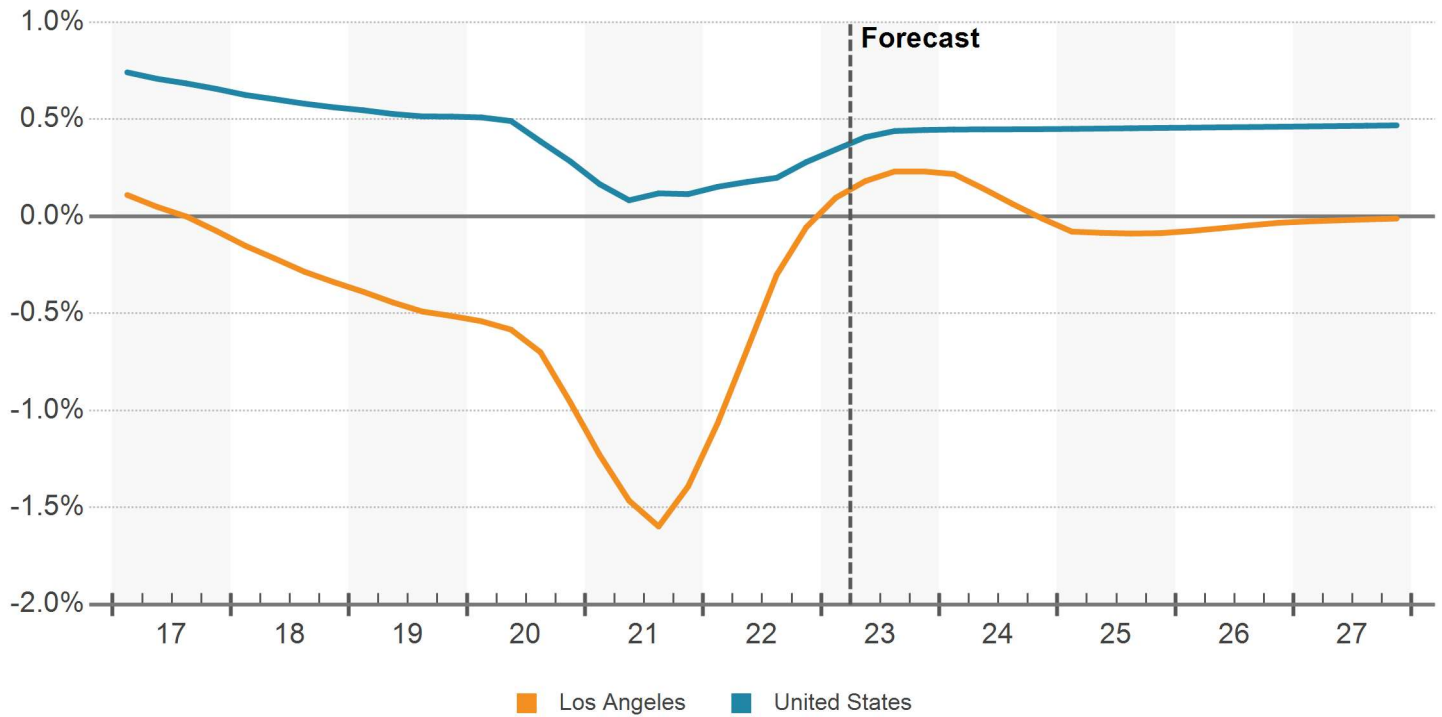
NET EMPLOYMENT CHANGE (YOY)



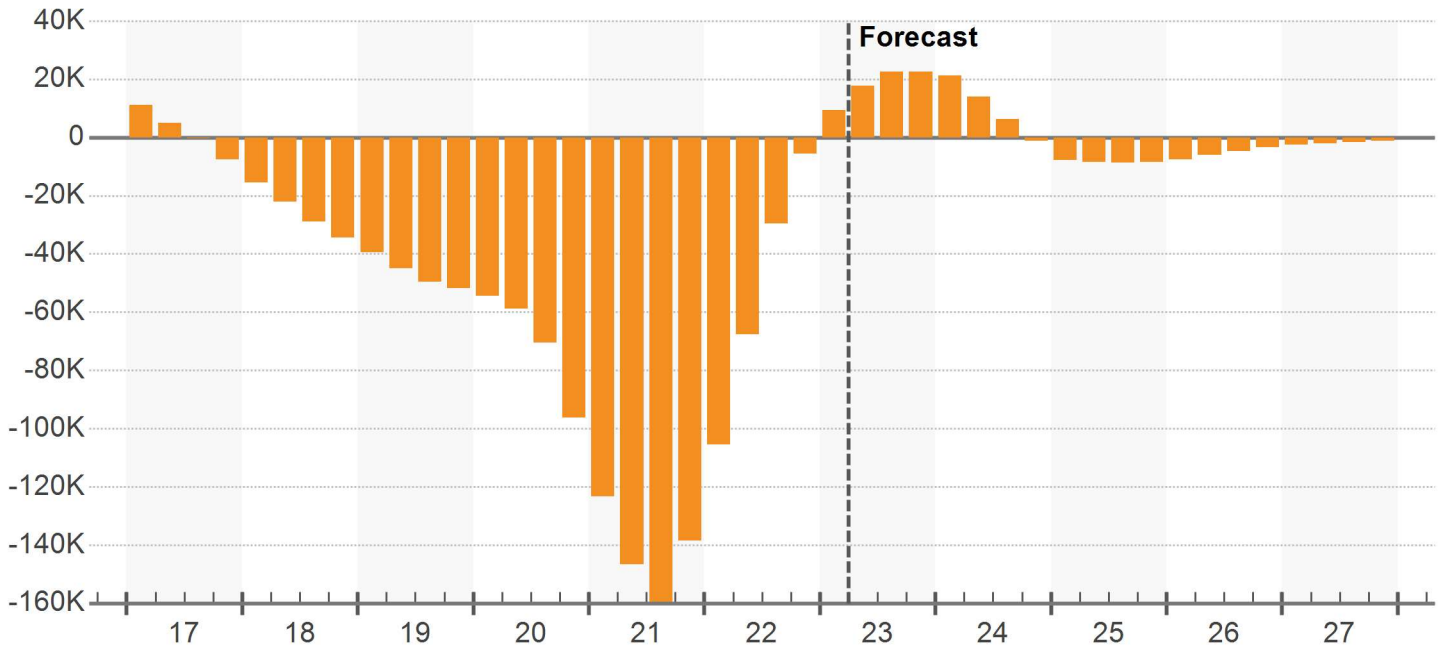
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

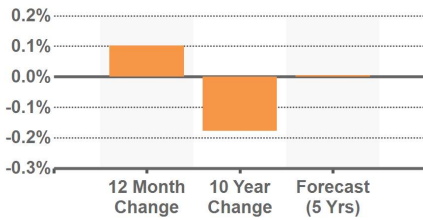


DEMOGRAPHIC TRENDS

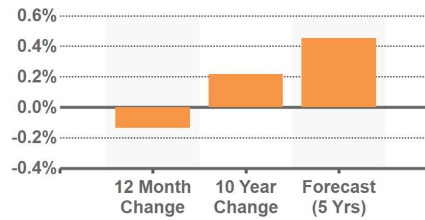
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	9,812,083	333,321,375	0.1%	0.3%	-0.2%	0.5%	0%	0.5%
Households	3,402,845	129,347,242	0.6%	0.9%	0.1%	0.8%	0.1%	0.6%
Median Household Income	\$82,371	\$74,241	4.1%	4.5%	4.4%	3.7%	2.9%	2.5%
Labor Force	5,046,187	165,157,734	-0.1%	0.7%	0.2%	0.6%	0.5%	0.4%
Unemployment	4.7%	3.7%	-1.0%	-0.1%	-0.5%	-0.4%	-	-

Source: Oxford Economics

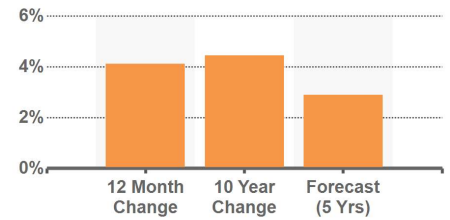
POPULATION GROWTH



LABOR FORCE GROWTH



INCOME GROWTH



Source: Oxford Economics

SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Antelope Valley	454	11,769	1.2%	27	2	62	0.5%	12	2	60	0.5%	15
2	Burbank	1,133	15,848	1.7%	24	0	0	0%	-	0	-	-	-
3	Carson	573	39,644	4.2%	9	3	293	0.7%	4	1	128	0.3%	10
4	Catalina Island	1	2	0%	31	0	0	0%	-	0	-	-	-
5	Central Los Angeles	3,649	67,220	7.1%	4	3	429	0.6%	3	0	-	-	-
6	Cerritos/Norwalk	592	21,548	2.3%	19	0	0	0%	-	1	23	0.1%	18
7	City of Industry	1,534	86,624	9.1%	1	2	269	0.3%	5	6	2,050	2.4%	1
8	Commerce	1,029	50,175	5.3%	6	2	162	0.3%	7	1	40	0.1%	16
9	Compton	379	17,211	1.8%	23	0	0	0%	-	0	-	-	-
10	Downey/Paramount	962	21,523	2.3%	20	2	152	0.7%	9	0	-	-	-
11	East LA Cnty Outlying	4	28	0%	30	0	0	0%	-	0	-	-	-
12	East San Ferndo Villy	2,968	54,785	5.8%	5	2	27	0%	15	2	189	0.3%	9
13	East San Gabriel Valley	1,116	28,044	2.9%	13	0	0	0%	-	2	68	0.2%	14
14	El Segundo/Beach Cities	364	13,126	1.4%	26	0	0	0%	-	2	122	0.9%	11
15	Gardena/Hawthorne	1,048	20,980	2.2%	21	0	0	0%	-	0	-	-	-
16	Glendale	666	9,637	1.0%	28	0	0	0%	-	0	-	-	-
17	Long Beach	1,544	28,916	3.0%	11	3	152	0.5%	8	2	94	0.3%	13
18	Lower San Gabriel Valley	2,060	30,196	3.2%	10	0	0	0%	-	3	378	1.3%	5
19	Montebello	583	26,108	2.7%	15	0	0	0%	-	0	-	-	-
20	NE LA Cnty Outlying	6	113	0%	29	0	0	0%	-	0	-	-	-
21	Rancho Dominguez	312	20,120	2.1%	22	0	0	0%	-	1	205	1.0%	8
22	San Pedro	587	13,429	1.4%	25	0	0	0%	-	0	-	-	-
23	Santa Clarita Valley	707	25,869	2.7%	16	1	48	0.2%	13	3	513	2.0%	3
24	Santa Fe Springs/La Mira...	1,993	71,112	7.5%	3	2	169	0.2%	6	3	296	0.4%	6
25	South LA	1,138	23,115	2.4%	18	1	16	0.1%	16	1	17	0.1%	19
26	Torrance	702	28,888	3.0%	12	8	1,179	4.1%	1	3	485	1.7%	4
27	Upper San Gabriel Valley	2,116	42,017	4.4%	8	9	823	2.0%	2	6	1,600	3.8%	2
28	Vernon	2,264	83,201	8.8%	2	2	69	0.1%	11	4	286	0.3%	7
29	West Rancho Dominguez	1,005	26,139	2.7%	14	1	87	0.3%	10	1	108	0.4%	12
30	West San Fernando Valley	2,095	48,052	5.1%	7	2	7	0%	17	2	30	0.1%	17
31	Westside	1,665	25,309	2.7%	17	2	31	0.1%	14	1	5	0%	20

SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Antelope Valley	\$15.97	29	8.9%	28	3.3%	6
2	Burbank	\$26.40	3	9.5%	22	2.4%	20
3	Carson	\$18.39	16	14.7%	1	75.5%	1
4	Catalina Island	\$20.33	10	8.1%	31	3.0%	10
5	Central Los Angeles	\$21.41	6	9.3%	25	0%	30
6	Cerritos/Norwalk	\$16.83	23	11.8%	8	3.3%	8
7	City of Industry	\$17.12	20	12.5%	6	2.8%	15
8	Commerce	\$16.10	28	12.5%	5	2.6%	19
9	Compton	\$16.92	21	13.2%	3	3.5%	3
10	Downey/Paramount	\$16.69	24	10.6%	15	3.4%	4
11	East LA Cnty Outlying	\$21.27	7	8.2%	30	2.7%	16
12	East San Ferndo Villy	\$20.83	8	10.1%	17	2.9%	12
13	East San Gabriel Valley	\$15.54	31	10.6%	14	2.3%	22
14	El Segundo/Beach Cities	\$29.12	2	9.1%	26	3.4%	5
15	Gardena/Hawthorne	\$18.29	17	9.7%	21	2.4%	21
16	Glendale	\$24.02	4	9.4%	23	1.6%	25
17	Long Beach	\$20.36	9	9.7%	20	2.8%	14
18	Lower San Gabriel Valley	\$17.94	19	9.3%	24	2.7%	17
19	Montebello	\$15.86	30	11.9%	7	3.3%	7
20	NE LA Cnty Outlying	\$18.88	14	13.2%	2	3.1%	9
21	Rancho Dominguez	\$16.92	22	12.7%	4	1.3%	27
22	San Pedro	\$19.77	11	10.9%	13	3.0%	11
23	Santa Clarita Valley	\$18.25	18	10.9%	11	2.6%	18
24	Santa Fe Springs/La Mira...	\$16.53	26	11.5%	10	3.9%	2
25	South LA	\$18.67	15	9.9%	19	1.9%	24
26	Torrance	\$19.51	12	11.7%	9	2.8%	13
27	Upper San Gabriel Valley	\$19.14	13	9.9%	18	2.2%	23
28	Vernon	\$16.44	27	10.9%	12	0.9%	29
29	West Rancho Dominguez	\$16.63	25	10.2%	16	1.2%	28
30	West San Fernando Valley	\$21.64	5	9.0%	27	1.6%	26
31	Westside	\$36.45	1	8.6%	29	-2.7%	31

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Antelope Valley	279,341	2.4%	10	93,153	0.8%	2	0.7
2	Burbank	403,139	2.5%	12	38,185	0.2%	3	-
3	Carson	863,610	2.2%	8	(495,558)	-1.3%	23	-
4	Catalina Island	-	-	-	0	0%	-	-
5	Central Los Angeles	4,241,564	6.3%	29	(1,139,449)	-1.7%	28	-
6	Cerritos/Norwalk	464,619	2.2%	7	(282,140)	-1.3%	16	-
7	City of Industry	2,809,332	3.2%	18	(1,451,966)	-1.7%	30	-
8	Commerce	1,664,128	3.3%	19	(1,174,821)	-2.3%	29	-
9	Compton	713,911	4.1%	23	(629,664)	-3.7%	26	-
10	Downey/Paramount	414,062	1.9%	5	(206,092)	-1.0%	12	-
11	East LA Cnty Outlying	-	-	-	0	0%	-	-
12	East San Ferndo Villy	936,018	1.7%	4	(457,923)	-0.8%	22	-
13	East San Gabriel Valley	441,420	1.6%	2	(225,479)	-0.8%	13	-
14	El Segundo/Beach Cities	259,530	2.0%	6	(36,841)	-0.3%	8	-
15	Gardena/Hawthorne	603,921	2.9%	15	(354,292)	-1.7%	17	-
16	Glendale	241,154	2.5%	11	(179,413)	-1.9%	11	-
17	Long Beach	1,228,968	4.3%	24	(273,590)	-0.9%	15	-
18	Lower San Gabriel Valley	689,964	2.3%	9	(89,415)	-0.3%	9	-
19	Montebello	960,262	3.7%	22	(819,814)	-3.1%	27	-
20	NE LA Cnty Outlying	3,400	3.0%	16	336	0.3%	4	-
21	Rancho Dominguez	701,738	3.5%	20	(583,296)	-2.9%	25	-
22	San Pedro	695,452	5.2%	25	(575,274)	-4.3%	24	-
23	Santa Clarita Valley	372,262	1.4%	1	(31,049)	-0.1%	7	-
24	Santa Fe Springs/La Mira...	1,164,085	1.6%	3	(360,902)	-0.5%	19	-
25	South LA	661,132	2.9%	14	(250,145)	-1.1%	14	-
26	Torrance	1,815,002	6.3%	28	(357,388)	-1.2%	18	-
27	Upper San Gabriel Valley	1,484,584	3.5%	21	404,762	1.0%	1	1.7
28	Vernon	4,360,650	5.2%	26	(1,766,550)	-2.1%	31	-
29	West Rancho Dominguez	826,389	3.2%	17	(426,147)	-1.6%	20	-
30	West San Fernando Valley	1,359,615	2.8%	13	(438,276)	-0.9%	21	-
31	Westside	1,562,382	6.2%	27	(152,576)	-0.6%	10	-

Supply & Demand Trends

Los Angeles Industrial

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	953,548,690	(147,053)	0%	(470,144)	0%	-
2026	953,695,743	59,509	0%	(232,912)	0%	-
2025	953,636,234	(2,656)	0%	68,834	0%	-
2024	953,638,890	(92,160)	0%	(54,288)	0%	-
2023	953,731,050	4,136,700	0.4%	(7,215,102)	-0.8%	-
YTD	950,726,147	1,131,797	0.1%	(8,495,729)	-0.9%	-
2022	949,594,350	2,073,367	0.2%	(2,560,397)	-0.3%	-
2021	947,520,983	1,129,959	0.1%	13,227,630	1.4%	0.1
2020	946,391,024	2,422,418	0.3%	(6,463,841)	-0.7%	-
2019	943,968,606	(133,007)	0%	(1,311,960)	-0.1%	-
2018	944,101,613	1,394,391	0.1%	1,158,756	0.1%	1.2
2017	942,707,222	4,779,974	0.5%	5,707,894	0.6%	0.8
2016	937,927,248	(1,123,625)	-0.1%	658,903	0.1%	-
2015	939,050,873	381,641	0%	7,589,233	0.8%	0.1
2014	938,669,232	60,065	0%	11,920,433	1.3%	0
2013	938,609,167	503,177	0.1%	5,267,388	0.6%	0.1
2012	938,105,990	(4,650,593)	-0.5%	(251,135)	0%	-
2011	942,756,583	(2,940,323)	-0.3%	(1,876,981)	-0.2%	-

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	248,939,153	(826,138)	-0.3%	(885,042)	-0.4%	-
2026	249,765,291	(820,024)	-0.3%	(827,344)	-0.3%	-
2025	250,585,315	(821,831)	-0.3%	(739,064)	-0.3%	-
2024	251,407,146	(846,399)	-0.3%	(902,694)	-0.4%	-
2023	252,253,545	(262,158)	-0.1%	(3,519,291)	-1.4%	-
YTD	252,598,848	83,145	0%	(2,864,502)	-1.1%	-
2022	252,515,703	(123,102)	0%	(787,903)	-0.3%	-
2021	252,638,805	(1,380,144)	-0.5%	1,651,711	0.7%	-
2020	254,018,949	(1,841,481)	-0.7%	(3,768,658)	-1.5%	-
2019	255,860,430	(997,310)	-0.4%	(1,094,452)	-0.4%	-
2018	256,857,740	(650,277)	-0.3%	(299,932)	-0.1%	-
2017	257,508,017	(354,601)	-0.1%	307,872	0.1%	-
2016	257,862,618	(1,960,332)	-0.8%	(1,181,256)	-0.5%	-
2015	259,822,950	(238,002)	-0.1%	695,167	0.3%	-
2014	260,060,952	(158,164)	-0.1%	3,124,363	1.2%	-
2013	260,219,116	(190,622)	-0.1%	2,123,538	0.8%	-
2012	260,409,738	(2,010,059)	-0.8%	(2,801,736)	-1.1%	-
2011	262,419,797	(1,248,708)	-0.5%	(1,218,784)	-0.5%	-

Supply & Demand Trends

Los Angeles Industrial

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	648,001,954	861,354	0.1%	642,678	0.1%	1.3
2026	647,140,600	1,060,144	0.2%	816,293	0.1%	1.3
2025	646,080,456	1,000,350	0.2%	1,021,912	0.2%	1.0
2024	645,080,106	951,966	0.1%	1,097,965	0.2%	0.9
2023	644,128,140	4,408,583	0.7%	(3,694,542)	-0.6%	-
YTD	640,764,209	1,044,652	0.2%	(5,748,882)	-0.9%	-
2022	639,719,557	2,637,528	0.4%	(1,426,231)	-0.2%	-
2021	637,082,029	2,699,501	0.4%	11,456,603	1.8%	0.2
2020	634,382,528	4,345,041	0.7%	(1,615,916)	-0.3%	-
2019	630,037,487	1,439,074	0.2%	149,123	0%	9.7
2018	628,598,413	2,513,276	0.4%	1,985,041	0.3%	1.3
2017	626,085,137	4,943,212	0.8%	5,250,647	0.8%	0.9
2016	621,141,925	1,136,337	0.2%	1,822,283	0.3%	0.6
2015	620,005,588	813,595	0.1%	6,778,294	1.1%	0.1
2014	619,191,993	222,330	0%	8,098,707	1.3%	0
2013	618,969,663	547,264	0.1%	2,730,400	0.4%	0.2
2012	618,422,399	(2,529,620)	-0.4%	3,487,026	0.6%	-
2011	620,952,019	(1,325,297)	-0.2%	(1,179,611)	-0.2%	-

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	56,607,583	(182,269)	-0.3%	(227,780)	-0.4%	-
2026	56,789,852	(180,611)	-0.3%	(221,861)	-0.4%	-
2025	56,970,463	(181,175)	-0.3%	(214,014)	-0.4%	-
2024	57,151,638	(197,727)	-0.3%	(249,559)	-0.4%	-
2023	57,349,365	(9,725)	0%	(1,269)	0%	-
YTD	57,363,090	4,000	0%	117,655	0.2%	0
2022	57,359,090	(441,059)	-0.8%	(346,263)	-0.6%	-
2021	57,800,149	(189,398)	-0.3%	119,316	0.2%	-
2020	57,989,547	(81,142)	-0.1%	(1,079,267)	-1.9%	-
2019	58,070,689	(574,771)	-1.0%	(366,631)	-0.6%	-
2018	58,645,460	(468,608)	-0.8%	(526,353)	-0.9%	-
2017	59,114,068	191,363	0.3%	149,375	0.3%	1.3
2016	58,922,705	(299,630)	-0.5%	17,876	0%	-
2015	59,222,335	(193,952)	-0.3%	115,772	0.2%	-
2014	59,416,287	(4,101)	0%	697,363	1.2%	-
2013	59,420,388	146,535	0.2%	413,450	0.7%	0.4
2012	59,273,853	(110,914)	-0.2%	(936,425)	-1.6%	-
2011	59,384,767	(366,318)	-0.6%	521,414	0.9%	-

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$23.77	283	2.4%	27.3%	34,731,265	3.6%	0%
2026	\$23.21	276	3.4%	24.3%	34,340,655	3.6%	0%
2025	\$22.44	267	4.8%	20.2%	33,983,042	3.6%	0%
2024	\$21.42	255	6.3%	14.7%	33,988,110	3.6%	0%
2023	\$20.15	239	7.9%	7.9%	33,969,095	3.6%	1.2%
YTD	\$18.95	225	10.7%	1.5%	32,221,634	3.4%	1.0%
2022	\$18.67	222	13.4%	0%	22,594,108	2.4%	0.5%
2021	\$16.46	196	12.8%	-11.8%	17,979,120	1.9%	-1.3%
2020	\$14.59	173	6.9%	-21.8%	30,075,908	3.2%	0.9%
2019	\$13.65	162	6.3%	-26.9%	21,269,262	2.3%	0.1%
2018	\$12.84	153	7.3%	-31.2%	20,136,283	2.1%	0%
2017	\$11.96	142	8.5%	-36.0%	19,985,496	2.1%	-0.1%
2016	\$11.02	131	8.3%	-40.9%	21,071,308	2.2%	-0.2%
2015	\$10.18	121	8.5%	-45.5%	22,777,201	2.4%	-0.8%
2014	\$9.39	112	7.3%	-49.7%	30,066,356	3.2%	-1.3%
2013	\$8.75	104	5.5%	-53.1%	42,008,738	4.5%	-0.5%
2012	\$8.30	99	3.7%	-55.5%	46,772,949	5.0%	-0.4%
2011	\$8	95	1.8%	-57.1%	51,172,407	5.4%	-0.1%

SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$22.44	270	2.5%	27.3%	7,325,639	2.9%	0%
2026	\$21.90	263	3.5%	24.2%	7,248,246	2.9%	0%
2025	\$21.16	255	4.8%	20.1%	7,222,715	2.9%	0%
2024	\$20.19	243	6.4%	14.5%	7,287,070	2.9%	0%
2023	\$18.98	228	7.7%	7.7%	7,213,116	2.9%	1.3%
YTD	\$17.85	215	8.3%	1.3%	6,895,275	2.7%	1.2%
2022	\$17.63	212	10.6%	0%	3,947,628	1.6%	0.3%
2021	\$15.93	192	10.8%	-9.6%	3,282,827	1.3%	-1.2%
2020	\$14.38	173	6.6%	-18.4%	6,313,799	2.5%	0.8%
2019	\$13.49	162	6.2%	-23.4%	4,414,862	1.7%	0%
2018	\$12.71	153	7.2%	-27.9%	4,317,720	1.7%	-0.1%
2017	\$11.85	143	8.6%	-32.8%	4,668,065	1.8%	-0.3%
2016	\$10.91	131	8.2%	-38.1%	5,330,538	2.1%	-0.3%
2015	\$10.08	121	8.1%	-42.8%	6,111,222	2.4%	-0.4%
2014	\$9.32	112	7.1%	-47.1%	7,044,391	2.7%	-1.3%
2013	\$8.70	105	5.9%	-50.6%	10,408,932	4.0%	-0.9%
2012	\$8.22	99	3.8%	-53.4%	12,723,092	4.9%	0.3%
2011	\$7.92	95	1.8%	-55.1%	11,931,415	4.5%	0%

LOGISTICS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$23.51	297	2.4%	27.6%	24,349,160	3.8%	0%
2026	\$22.96	290	3.4%	24.6%	24,086,613	3.7%	0%
2025	\$22.20	281	4.8%	20.5%	23,800,897	3.7%	0%
2024	\$21.20	268	6.3%	15.0%	23,779,786	3.7%	0%
2023	\$19.94	252	8.2%	8.2%	23,891,775	3.7%	1.2%
YTD	\$18.75	237	12.1%	1.7%	22,569,935	3.5%	1.1%
2022	\$18.43	233	15.0%	0%	15,776,401	2.5%	0.6%
2021	\$16.02	203	14.4%	-13.1%	11,731,418	1.8%	-1.4%
2020	\$14.01	177	7.5%	-24.0%	20,488,520	3.2%	0.9%
2019	\$13.04	165	6.6%	-29.3%	14,578,936	2.3%	0.2%
2018	\$12.22	155	7.6%	-33.7%	13,334,959	2.1%	0.1%
2017	\$11.36	144	8.7%	-38.4%	12,891,279	2.1%	-0.1%
2016	\$10.45	132	8.6%	-43.3%	13,356,606	2.2%	-0.1%
2015	\$9.63	122	8.8%	-47.8%	14,045,872	2.3%	-1.0%
2014	\$8.85	112	7.5%	-52.0%	20,010,571	3.2%	-1.3%
2013	\$8.23	104	5.5%	-55.3%	27,886,948	4.5%	-0.4%
2012	\$7.80	99	3.8%	-57.7%	30,070,084	4.9%	-0.9%
2011	\$7.51	95	1.9%	-59.2%	36,086,730	5.8%	0%

FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$32.47	223	2.3%	25.2%	3,056,466	5.4%	0.1%
2026	\$31.74	218	3.3%	22.4%	3,005,796	5.3%	0.1%
2025	\$30.73	211	4.6%	18.5%	2,959,430	5.2%	0.1%
2024	\$29.37	202	6.2%	13.2%	2,921,254	5.1%	0.1%
2023	\$27.66	190	6.6%	6.6%	2,864,204	5.0%	0%
YTD	\$26.05	179	6.8%	0.4%	2,756,424	4.8%	-0.2%
2022	\$25.94	178	9.2%	0%	2,870,079	5.0%	-0.1%
2021	\$23.75	163	7.6%	-8.4%	2,964,875	5.1%	-0.5%
2020	\$22.07	152	3.9%	-14.9%	3,273,589	5.6%	1.7%
2019	\$21.24	146	4.7%	-18.1%	2,275,464	3.9%	-0.3%
2018	\$20.29	139	5.8%	-21.8%	2,483,604	4.2%	0.1%
2017	\$19.17	132	6.7%	-26.1%	2,426,152	4.1%	0.1%
2016	\$17.97	123	6.4%	-30.7%	2,384,164	4.0%	-0.4%
2015	\$16.89	116	7.1%	-34.9%	2,620,107	4.4%	-0.6%
2014	\$15.77	108	6.1%	-39.2%	3,011,394	5.1%	-1.2%
2013	\$14.86	102	3.9%	-42.7%	3,712,858	6.2%	-0.5%
2012	\$14.31	98	3.0%	-44.8%	3,979,773	6.7%	1.4%
2011	\$13.90	95	0.8%	-46.4%	3,154,262	5.3%	-1.5%

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$448.34	466	4.1%
2026	-	-	-	-	-	-	\$438.60	456	4.1%
2025	-	-	-	-	-	-	\$424.23	441	4.1%
2024	-	-	-	-	-	-	\$405.42	421	4.1%
2023	-	-	-	-	-	-	\$380.17	395	4.1%
YTD	223	\$1.5B	0.6%	\$7,997,404	\$311.10	5.1%	\$364.67	379	4.0%
2022	1,162	\$9.9B	3.5%	\$8,808,184	\$307.62	4.4%	\$351.28	365	4.0%
2021	1,378	\$8.4B	3.8%	\$6,343,491	\$250.67	4.7%	\$297.90	309	4.1%
2020	993	\$5.5B	2.9%	\$5,996,278	\$227.80	4.8%	\$249.68	259	4.3%
2019	1,246	\$5B	3.3%	\$5,523,681	\$213.21	4.6%	\$219.98	229	4.5%
2018	1,730	\$5.2B	3.8%	\$5,118,977	\$196.47	5.1%	\$195.97	204	4.7%
2017	1,953	\$4.8B	4.1%	\$4,161,684	\$157.51	5.0%	\$175.09	182	4.9%
2016	1,617	\$4.2B	3.8%	\$3,826,731	\$148.95	5.3%	\$157.41	164	5.0%
2015	1,890	\$4.3B	4.8%	\$3,544,277	\$136.65	5.7%	\$140.91	146	5.2%
2014	1,569	\$3.3B	3.5%	\$2,974,202	\$115.81	6.0%	\$123.50	128	5.6%
2013	1,400	\$2.7B	3.5%	\$2,566,682	\$96.15	6.9%	\$109.98	114	5.8%
2012	1,684	\$2.8B	4.3%	\$2,831,407	\$97.87	7.5%	\$101.31	105	6.1%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

SPECIALIZED INDUSTRIAL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$416.41	475	4.1%
2026	-	-	-	-	-	-	\$407.20	465	4.1%
2025	-	-	-	-	-	-	\$393.65	449	4.1%
2024	-	-	-	-	-	-	\$376.03	429	4.1%
2023	-	-	-	-	-	-	\$352.49	402	4.1%
YTD	48	\$431.8M	0.8%	\$9,813,797	\$349.24	4.2%	\$338.11	386	4.0%
2022	297	\$2.5B	3.5%	\$8,784,250	\$292.64	4.2%	\$323.84	369	4.0%
2021	339	\$2.1B	3.8%	\$6,479,543	\$232.54	4.6%	\$274.47	313	4.1%
2020	241	\$1.5B	3.2%	\$6,729,719	\$215.07	5.0%	\$229.48	262	4.3%
2019	343	\$1.3B	2.9%	\$5,280,136	\$218.36	4.6%	\$202.03	231	4.6%
2018	444	\$1.1B	3.6%	\$4,761,872	\$181.84	4.9%	\$180.37	206	4.8%
2017	524	\$1.1B	4.2%	\$3,906,378	\$147.89	5.7%	\$160.74	183	4.9%
2016	434	\$981.9M	3.3%	\$3,339,780	\$148.02	5.7%	\$143.80	164	5.1%
2015	476	\$1.1B	4.2%	\$3,191,270	\$123	6.4%	\$128.39	146	5.3%
2014	414	\$978.2M	4.2%	\$3,481,274	\$104.46	5.4%	\$112.50	128	5.6%
2013	337	\$755.4M	3.6%	\$2,974,108	\$94.50	6.8%	\$100.05	114	5.9%
2012	471	\$707.4M	4.3%	\$2,689,769	\$91.71	7.3%	\$92.05	105	6.1%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

LOGISTICS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$447.21	469	4.1%
2026	-	-	-	-	-	-	\$437.51	459	4.1%
2025	-	-	-	-	-	-	\$423.21	444	4.1%
2024	-	-	-	-	-	-	\$404.47	424	4.0%
2023	-	-	-	-	-	-	\$379.29	398	4.0%
YTD	143	\$860.7M	0.4%	\$7,233,045	\$335.11	5.4%	\$363.82	381	4.0%
2022	727	\$6.4B	3.3%	\$9,123,204	\$314.40	4.3%	\$350.91	368	4.0%
2021	922	\$5.1B	3.6%	\$5,838,488	\$244.13	4.6%	\$296.81	311	4.1%
2020	659	\$3.6B	2.8%	\$5,938,383	\$230.11	4.5%	\$248.51	260	4.3%
2019	794	\$3.2B	3.4%	\$5,504,266	\$201.13	4.5%	\$218.53	229	4.5%
2018	1,155	\$3.4B	3.9%	\$4,972,747	\$188.95	5.1%	\$194.34	204	4.7%
2017	1,296	\$3.3B	4.1%	\$4,244,315	\$157.20	4.6%	\$173.57	182	4.9%
2016	1,056	\$2.6B	3.9%	\$3,793,160	\$144.41	5.0%	\$156.23	164	5.0%
2015	1,243	\$2.8B	5.0%	\$3,564,917	\$134.51	5.3%	\$139.94	147	5.2%
2014	1,019	\$2B	3.2%	\$2,719,471	\$117.92	6.0%	\$122.62	129	5.5%
2013	939	\$1.7B	3.5%	\$2,450,334	\$92.43	6.9%	\$109.15	114	5.8%
2012	1,077	\$1.9B	4.4%	\$2,952,647	\$97.93	7.1%	\$100.52	105	6.0%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

FLEX SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$601.56	418	4.3%
2026	-	-	-	-	-	-	\$589	409	4.2%
2025	-	-	-	-	-	-	\$570.16	396	4.2%
2024	-	-	-	-	-	-	\$545.34	379	4.2%
2023	-	-	-	-	-	-	\$511.89	356	4.2%
YTD	32	\$243M	2.0%	\$8,378,004	\$214.85	5.5%	\$491.19	341	4.1%
2022	138	\$965.1M	5.6%	\$7,202,240	\$304.71	5.2%	\$476.14	331	4.1%
2021	117	\$1.1B	5.6%	\$9,903,906	\$344.84	5.6%	\$413.11	287	4.2%
2020	93	\$348M	2.3%	\$4,350,318	\$269.76	5.9%	\$351.76	245	4.4%
2019	109	\$535.9M	3.3%	\$6,379,669	\$304.64	6.1%	\$315.27	219	4.6%
2018	131	\$680.1M	4.5%	\$7,010,923	\$293.65	5.5%	\$282.91	197	4.8%
2017	133	\$339.3M	3.8%	\$4,294,924	\$207.08	5.7%	\$255.24	177	4.9%
2016	127	\$568.2M	5.7%	\$5,411,442	\$176.44	6.0%	\$230.55	160	5.0%
2015	171	\$472.8M	5.3%	\$4,502,391	\$207.88	6.2%	\$206.86	144	5.2%
2014	136	\$317.7M	4.6%	\$3,491,045	\$148.69	6.4%	\$181.82	126	5.6%
2013	124	\$208M	2.8%	\$2,311,422	\$157.78	7.7%	\$163.08	113	5.8%
2012	136	\$158.5M	3.2%	\$2,232,469	\$138.50	8.8%	\$150.96	105	6.0%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.