



Industrial Market Report

Los Angeles - CA

PREPARED BY

RE/MAX

Jeffery Turek
Vice President



INDUSTRIAL MARKET REPORT

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12 Mo Deliveries in SF

3M

12 Mo Net Absorption in SF

(14.9M)

Vacancy Rate

3.8%

12 Mo Rent Growth

7.6%

Los Angeles is at the center of the 2 billion-SF Southern California industrial market and is a key industrial hub in the U.S. 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 nearly a third of all imports to the United States.

Demand for industrial properties has been impacted by losses in imports entering the ports from Asia. Loaded inbound containers declined by 25% in the past three months (from February to May 2023) compared to the same period in 2022. Consequentially, market conditions have softened. The vacancy rate has risen from 1.7% in 22Q1 to 3.7% today, with sharper increases in trade-dependent submarkets such as Vernon, Commerce, and Central Los Angeles, as well as in older facilities across the county. Simultaneously, tenants are putting space back on the market as sublet available space, which represents space that is listed for lease but may not be vacant, has nearly doubled during the past year.

The greater amount of available space is helping tenants find new space or negotiate renewals as their lease terms end. Asking rents are much higher than three or five years ago and have grown by 7.6% during the past 12 months. However, rents grew by just 0.3% in

2023Q2—the slowest pace in more than ten years.

Despite the recent softening in demand, the outlook in the space market is steady. Excluding renewals, leasing volume from new leases, which tend to represent future net absorption, grew by nearly 50% in the first half of 2023 from the same period in 2022 and was only 5% lower than its pre-pandemic average in the first halves of 2015 to 2019. Challenges in developing new industrial buildings also help keep supply growth tame, in contrast to the neighboring Inland Empire market. The current construction pipeline represents 0.8% of existing inventory, compared to 3.2% in the nation, and industrial properties in Los Angeles are often demolished for redevelopment.

Local sales activity started to moderate in 23Q2, whereas capital market conditions have been tightening across the nation since the start of 2023. Some 23Q1 sales, however, were moved ahead of schedule to avoid paying higher transfer taxes for properties located in the city of Los Angeles. Starting on April 1, 2023, the transfer tax rate in the city increased from 0.45% to 4.45% on properties valued over \$5 million, and from 0.45% to 5.95% on properties valued over \$10 million.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	641,888,219	3.8%	\$19.05	6.0%	(658,205)	0	7,540,281
Specialized Industrial	252,843,757	3.2%	\$17.91	4.1%	(598,794)	0	36,041
Flex	56,514,210	5.0%	\$25.99	6.6%	(278,701)	0	90,000
Market	951,246,186	3.8%	\$19.16	5.5%	(1,535,700)	0	7,666,322
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.8%	3.7%	3.7%	5.6%	2010 Q1	1.7%	2022 Q1
Net Absorption SF	(14.9M)	2,103,805	(100,963)	13,632,817	2021 Q4	(13,904,929)	2009 Q2
Deliveries SF	3M	5,381,761	4,082,210	13,579,368	2002 Q1	702,637	2011 Q1
Rent Growth	7.6%	4.9%	6.0%	14.7%	2022 Q2	-4.4%	2009 Q4
Sales Volume	\$7.3B	\$3.8B	N/A	\$9.6B	2022 Q2	\$976.1M	2009 Q3

Market conditions have deteriorated in the Los Angeles industrial market. The vacancy rate has increased to 3.8% from a historic low of 1.7% in 22Q1. The availability rate is 5.5% and many tenants have started to put space back on the market. The amount of sublet space available for lease has increased from 4.6 million SF a year ago to 8.3 million SF. Net absorption has been negative for five consecutive quarters including 23Q2.

A sharp decline in trade flows is impacting industrial demand. 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.

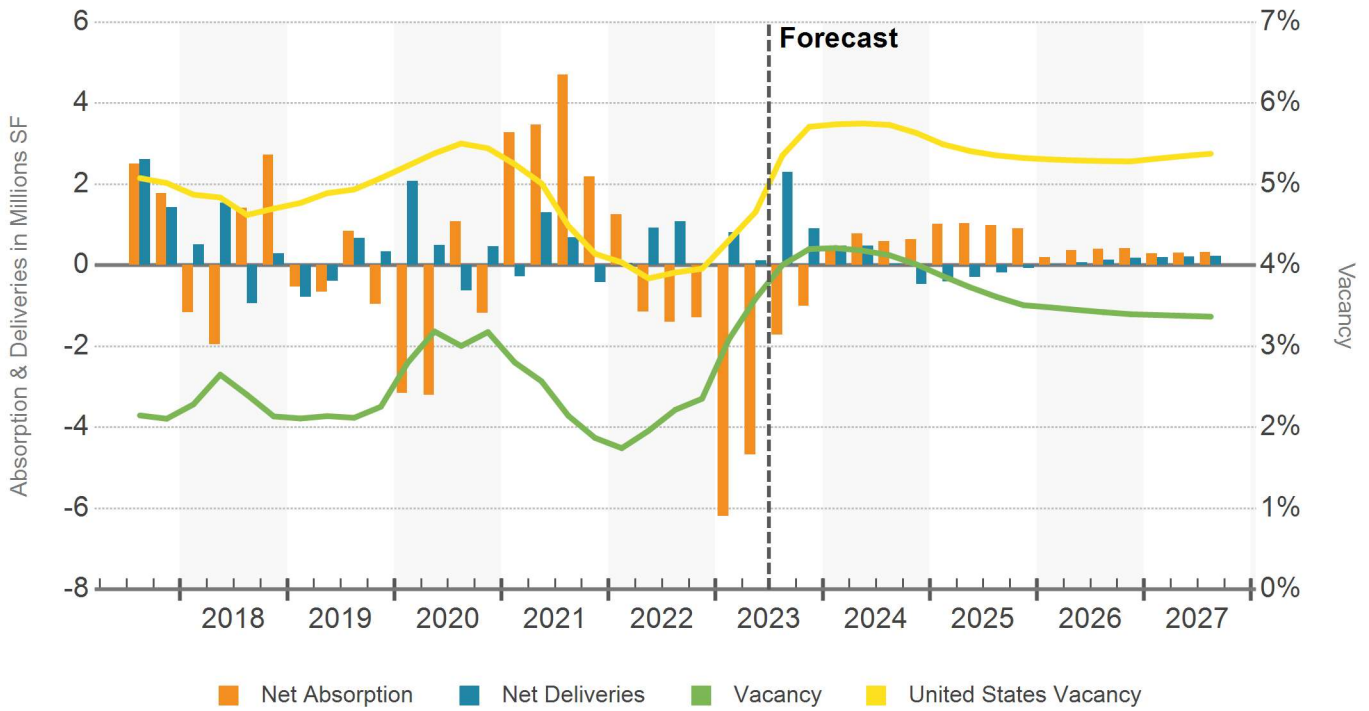
Flex properties have a relatively elevated vacancy rate of 5.0%, compared to logistics and specialized assets, at 3.8% and 3.2%, respectively. This spread has existed for almost a decade.

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.

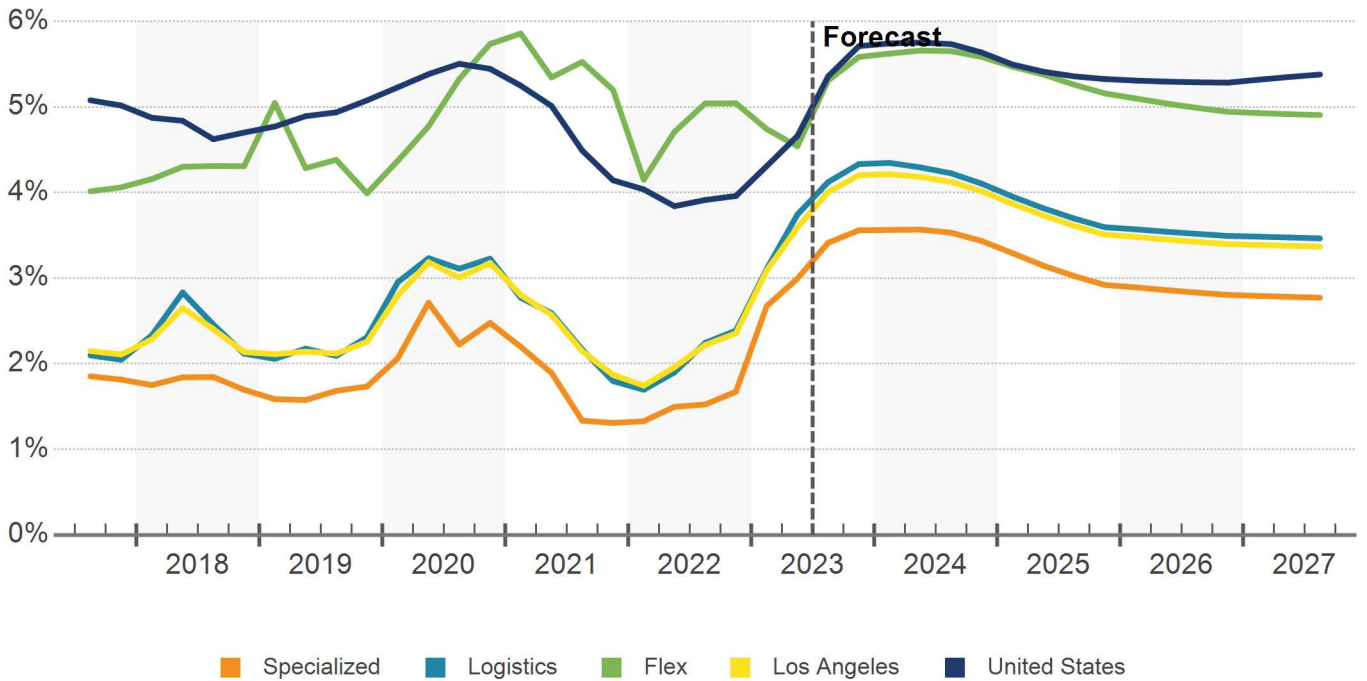
Market fundamentals are aided by restrained development activity over the long run that contrasts with most other major U.S. markets. Land availabilities are limited, and elevated construction costs hamper the ability to develop industrial space. At the same time, the market's proximity to the ports 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 tenants for at least the short term, as vacancies according to CoStar's Base Case forecast are expected to peak within the next four quarters.

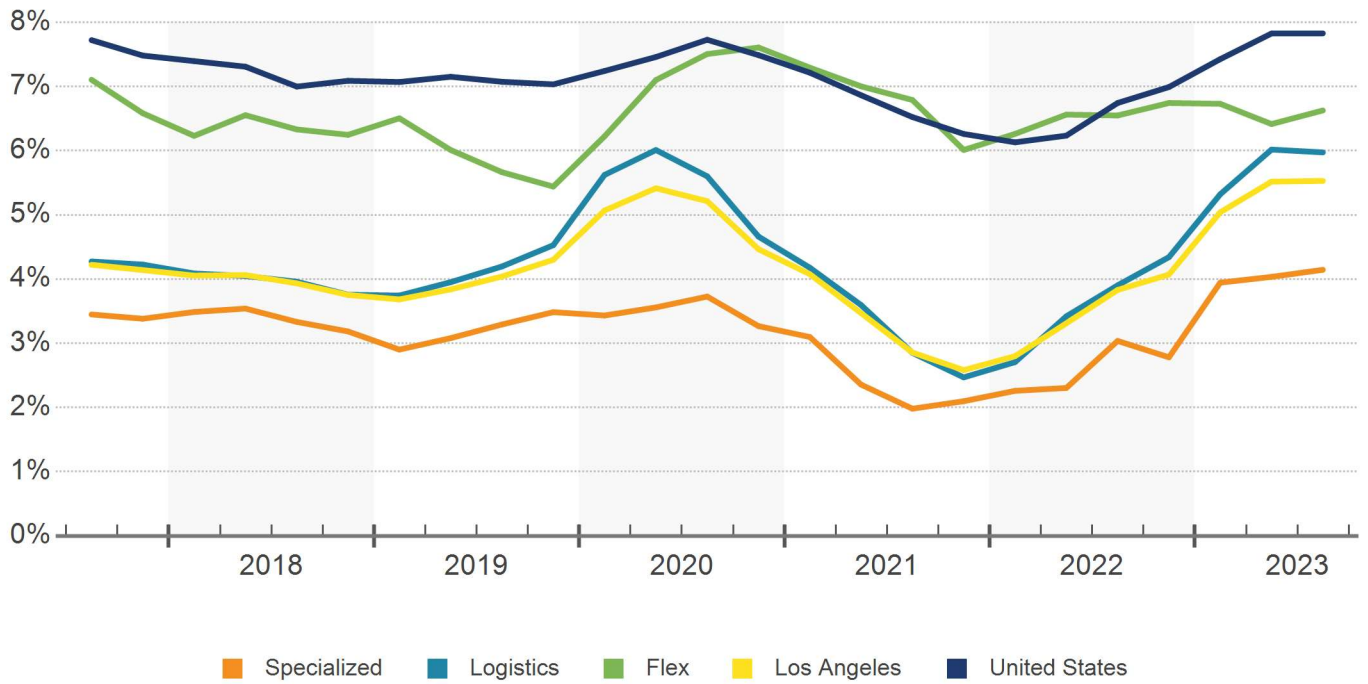
NET ABSORPTION, NET DELIVERIES & VACANCY



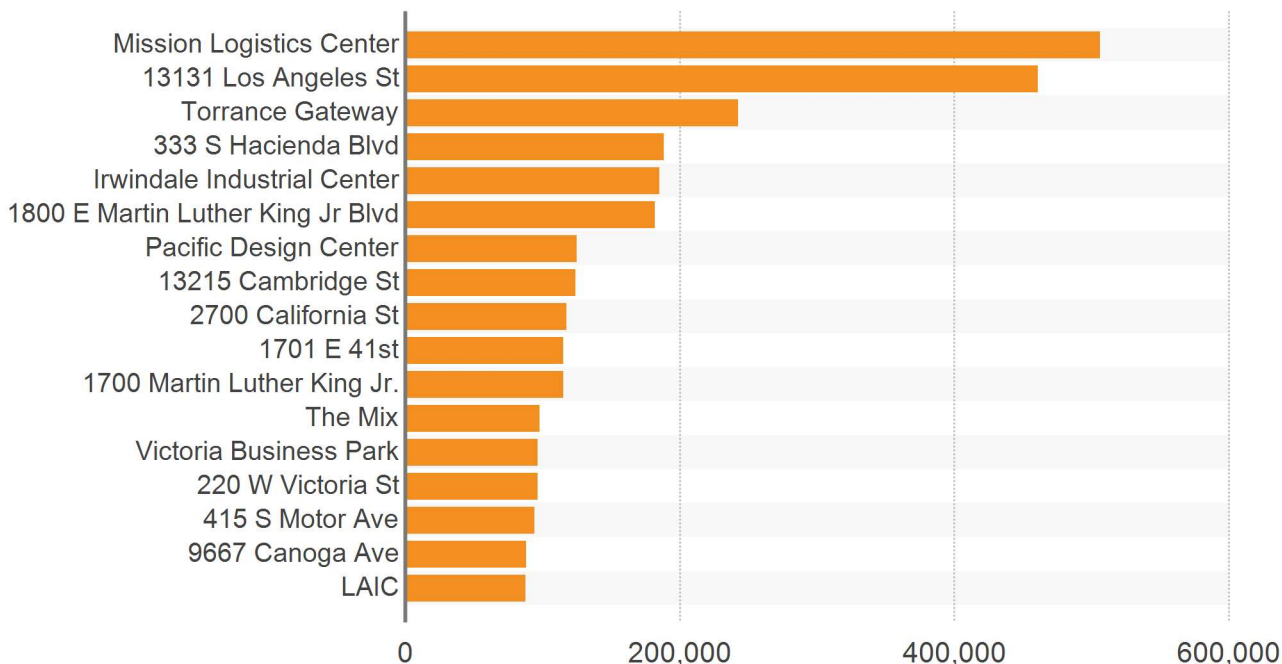
VACANCY RATE



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
Mission Logistics Center	Central Los Angeles...	506,225	0	0	506,225	0	0	506,225
13131 Los Angeles St	Upper San Gabriel V...	529,866	0	0	0	0	0	460,752
Torrance Gateway	Torrance Ind	278,835	0	0	0	0	0	242,465
333 S Hacienda Blvd	City of Industry Ind	216,716	0	0	0	0	0	188,448
Irwindale Industrial Center	Upper San Gabriel V...	184,879	0	0	184,879	0	0	184,879
1800 E Martin Luther King Jr Blvd	Central Los Angeles...	181,939	0	71,930	0	0	0	181,939
Pacific Design Center	Westside Ind	757,278	106,971	125,000	0	0	0	125,000
13215 Cambridge St	Santa Fe Springs/La...	142,617	0	0	142,617	0	0	124,014
2700 California St	Torrance Ind	145,707	0	0	0	0	0	117,231
1701 E 41st	Central Los Angeles...	132,544	0	0	0	0	0	115,255
1700 Martin Luther King Jr.	Central Los Angeles...	115,012	0	0	115,012	0	0	115,012
The Mix	West San Fernando...	313,787	0	0	97,724	0	0	97,724
Victoria Business Park	Long Beach Ind	122,000	0	0	0	0	0	96,521
220 W Victoria St	Rancho Dominguez Ind	111,000	0	0	0	0	0	96,521
415 S Motor Ave	Upper San Gabriel V...	94,321	0	0	0	0	0	94,321
9667 Canoga Ave	West San Fernando...	88,039	0	0	0	0	0	88,039
LAIC	Compton Ind	100,512	0	0	0	0	0	87,401
Subtotal Primary Competitors		4,021,277	106,971	196,930	1,046,457	0	0	2,921,747
Remaining Los Angeles Market		947,244,909	35,571,470	(6,382,172)	(5,718,836)	(1,535,700)	0	(17,822,878)
Total Los Angeles Market		951,266,186	35,678,441	(6,185,242)	(4,672,379)	(1,535,700)	0	(14,901,131)

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.
1270 Arrow Hwy	Upper San Gabriel Valley	765,000	Q1 23	-	-	-
680 S Lemon Ave	City of Industry	472,876	Q1 23	Furniture of America	Lee & Associates	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.	-	-
21558 Ferrero Pky	City of Industry	318,497	Q2 23	-	-	Colliers
2900 Fruitland Ave	Vernon	306,854	Q3 22	O-I Glass, Inc.	-	-
25545-25710 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
905 Live Oak	Upper San Gabriel Valley	260,889	Q1 23	-	-	Realty Advisory Group,...
1270 Arrow Hwy	Upper San Gabriel Valley	258,000	Q1 23	-	-	-
131 Marcellin Dr	City of Industry	240,500	Q2 23	WIN.IT AMERICA, INC	Majestic Realty Co.	Avison Young
5500 E Olympic Blvd *	Commerce	235,019	Q4 22	Vericast	Newmark	CBRE
909 Colon St	San Pedro	223,865	Q2 23	-	-	Cushman & Wakefield
2225 Workman Mill Rd	City of Industry	217,775	Q2 23	-	-	Majestic Realty Co.
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.	-	-
4250 Shirley Ave	Lower San Gabriel Valley	194,807	Q2 23	-	-	CBRE
5010 Azusa Canyon Rd	Upper San Gabriel Valley	184,879	Q2 23	Irwindale Brew Yard	DNB Commercial	CBRE
4010 E 26th St	Vernon	181,708	Q4 22	Rehrig Pacific Company	-	CBRE
6501 Flotilla St	Commerce	171,388	Q1 23	De Well Container Shippi...	-	Lee & Associates;Lee...
5950 S Eastern Ave	Commerce	168,352	Q3 22	Dependable Highway Exp...	-	Colliers
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
12910 Mulberry Dr	Santa Fe Springs/La Mirada	153,080	Q2 23	-	-	JLL
13215 Cambridge St	Santa Fe Springs/La Mirada	146,068	Q2 23	Weee! Inc.	JLL	CBRE
13132 Lakeland Rd *	Santa Fe Springs/La Mirada	145,829	Q1 23	Votaw	-	-
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
26801 Agoura Rd	West San Fernando Valley	128,700	Q2 23	ResMed Motor Technolog...	-	Lee & Associates
24700 S Main St	Carson	127,496	Q2 23	-	-	Lee & Associates
12623 Cisneros Ln *	Santa Fe Springs/La Mirada	125,000	Q3 22	Mias Fashion Manufacturi...	JLL	JLL

*Renewal

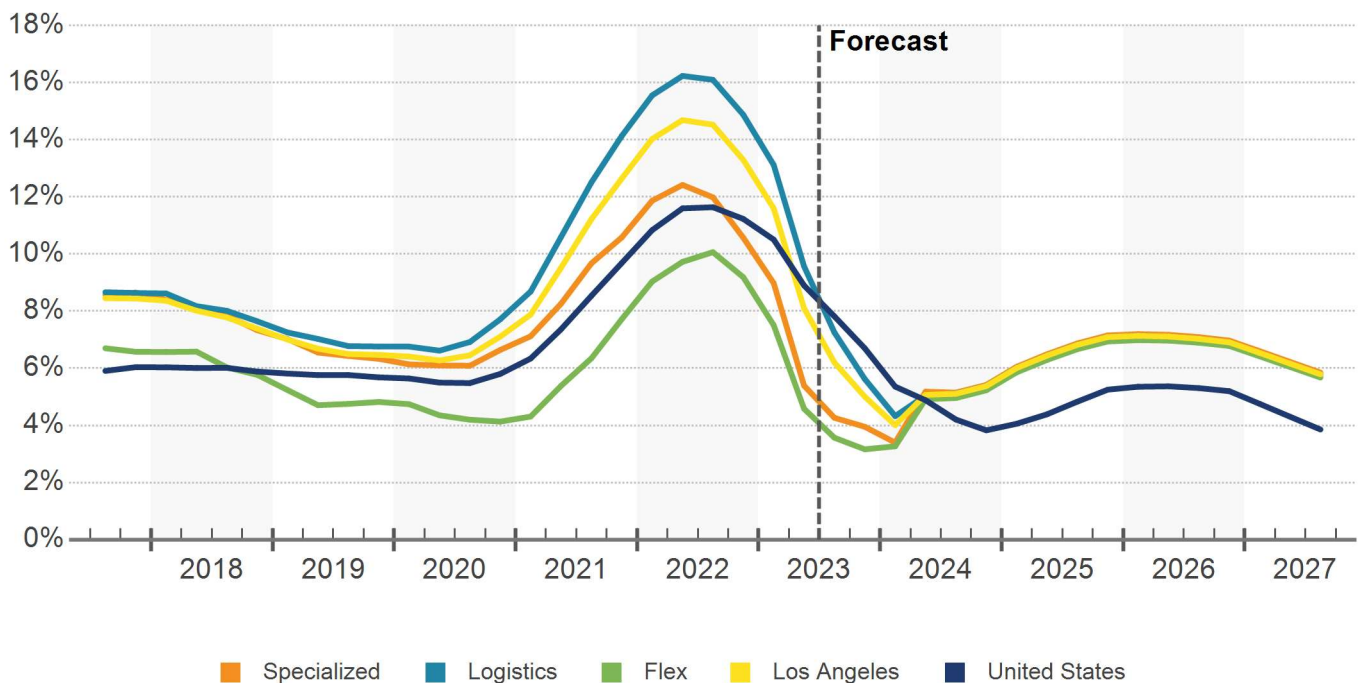
The pace of rent growth has started to decelerate as vacancies have risen. Rents grew by 0.3% in 2023Q2. Nevertheless, industrial rents in L.A. are 7.6% higher than 12 months ago. From a long-term perspective, rent gains in L.A. have surpassed growth in most major U.S. markets, averaging annual gains of 9.2% 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 4.2% during the past 12 months, compared to 9.0% and 5.1% 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, Rancho Dominguez, and Torrance.

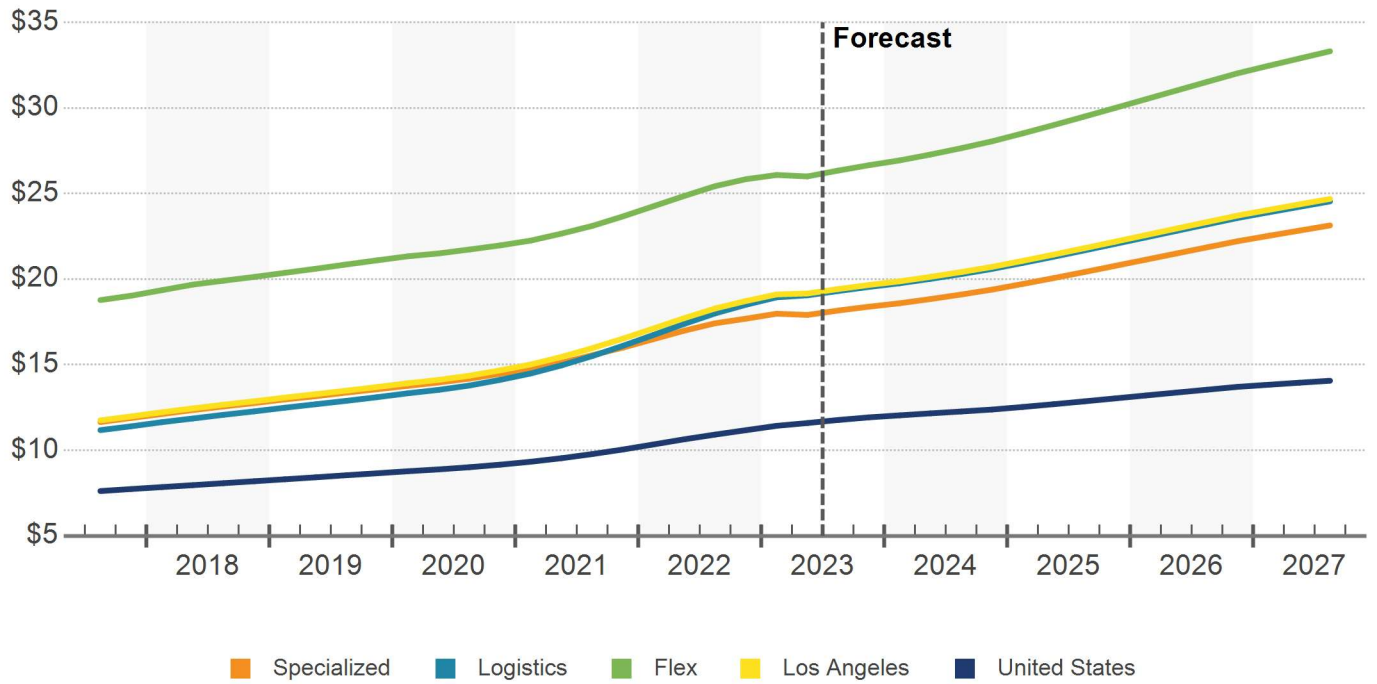
Rental rates are highest in submarkets where industrial users compete more with other property uses, including the Westside, Burbank, and Glendale. For over a decade, properties in these areas have been targeted for creative office conversions. Entertainment firms also use some properties for production 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 but at a slower pace during the short term. As economic conditions improve in about two years, rent growth in the forecast returns to its more robust form experienced from 2017 to 2019.

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 42.9 million SF of new industrial space complete during the past decade; however, during the same time, the market has seen 30.0 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.

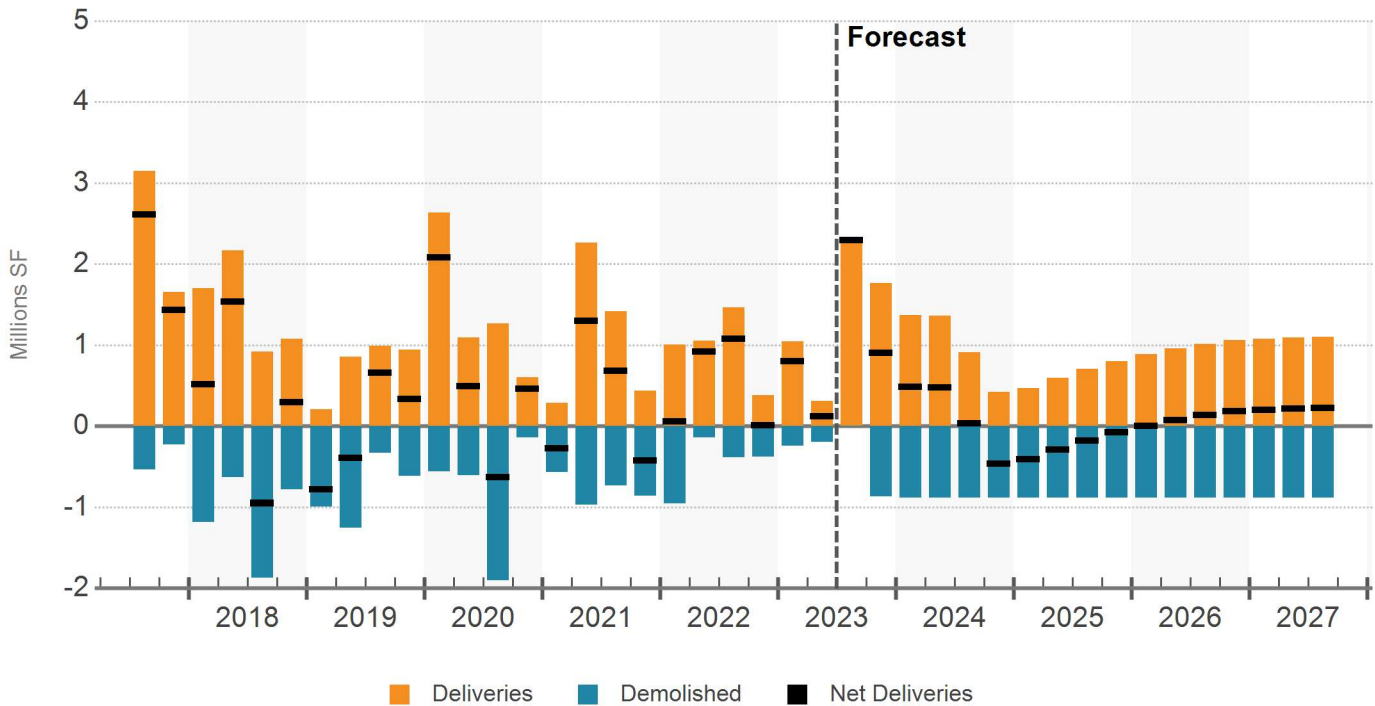
The L.A. industrial market stands in stark contrast to the other largest industrial markets nationally, most of which have seen elevated construction levels for years. The lion's share of industrial construction in Southern California has been in the Inland Empire, which offers more land sites at a lower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

areas farther away from Central Los Angeles with relatively lower land costs, such as the San Gabriel Valley and Santa Clarita Valley.

Net deliveries total 1.9 million SF during the past 12 months. Among the largest developments of late, Duke Realty, recently acquired by Prologis, 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 is growing, with 7.7 million SF under construction in the metro, albeit representing just 0.8% of current inventory. In the San Gabriel Valley, Majestic Realty is developing a 1 million-SF distribution building in the Grand Crossing South business park in the City of Industry while JH Properties is developing the 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	8	2,950	1,328	45.0%	4	56,932	368,712	1
2	Upper San Gabriel Valley	6	1,608	1,576	98.0%	3	19,742	268,021	2
3	Santa Clarita Valley	3	513	513	100%	1	36,618	170,990	4
4	Torrance	3	485	107	22.1%	6	40,573	161,743	5
5	Commerce	4	401	0	0%	9	48,724	100,213	7
6	Lower San Gabriel Valley	3	378	17	4.4%	8	14,630	125,910	6
7	Santa Fe Springs/La Mira...	3	296	93	31.4%	5	35,716	98,556	8
8	Rancho Dominguez	1	205	0	0%	9	64,499	205,435	3
9	East San Ferndo Villy	2	189	189	100%	1	18,531	94,338	9
10	Vernon	3	145	17	11.6%	7	36,793	48,486	10
	All Other	12	496	231	46.5%		23,289	41,374	
Totals		48	7,666	4,070	53.1%		26,913	159,715	

Under Construction Properties

Los Angeles Industrial

Properties

Square Feet

Percent of Inventory

Released

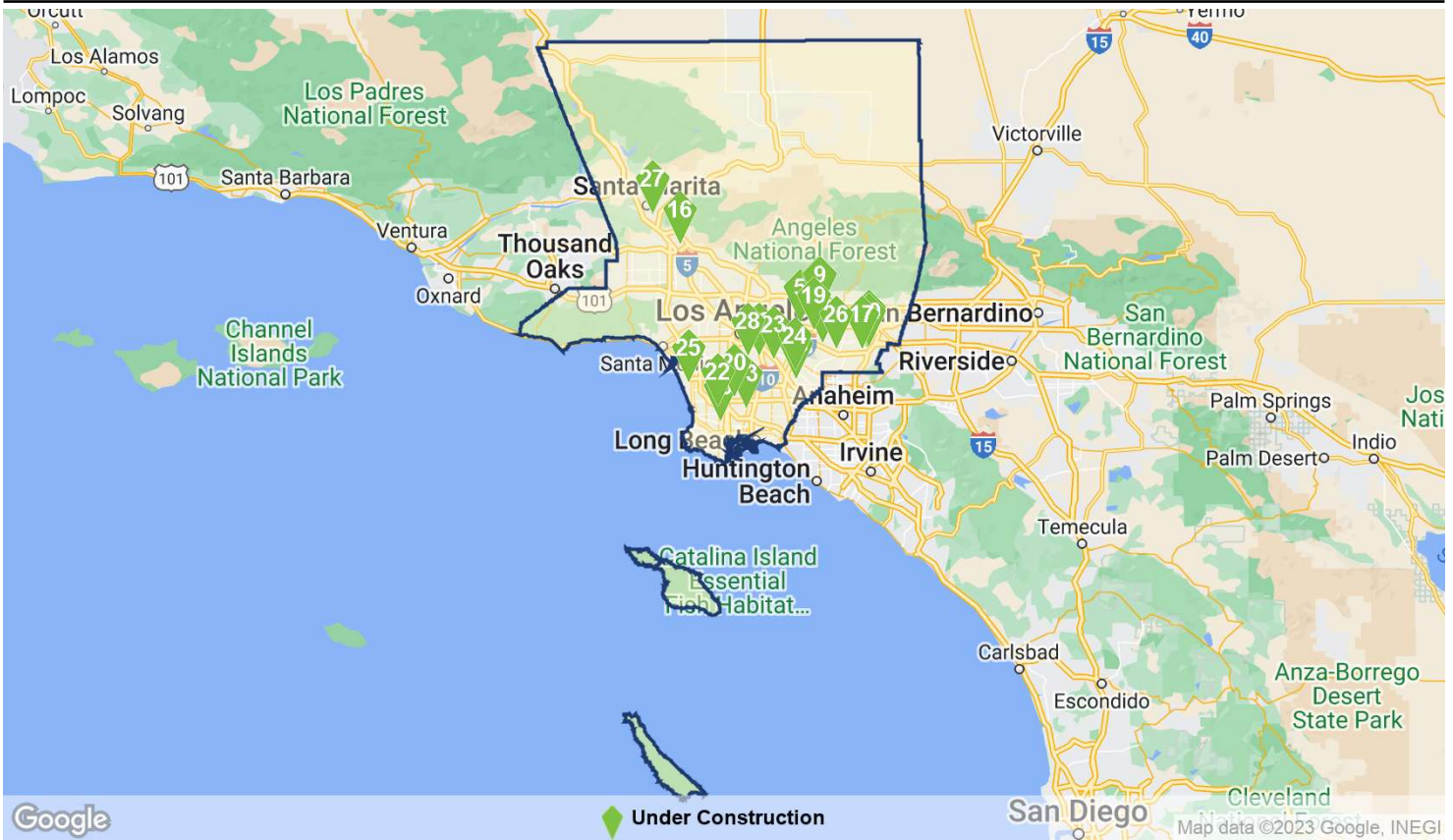
48

7,854,023

0.9%

51.4%

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	Aug 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 Building 5 151 Marcellin Dr	★★★★★	606,480	1	Jun 2023	Mar 2024	-
5 3900 Arden Dr	★★★★☆	360,992	1	Jan 2023	Dec 2023	-
6 Building 11 Needham Ranch Pky	★★★★★	319,479	1	Feb 2021	Aug 2023	Trammell Crow Company Clarion Partners
7 901 Live Oak	★★★★☆	291,673	1	Aug 2022	Nov 2023	-

Under Construction Properties

Los Angeles Industrial

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 905 Live Oak	★★★★☆	260,889	1	Aug 2022	Sep 2023	-
9 Building B 1270 Arrow Hwy	★★★★☆	258,000	1	Jan 2023	May 2024	JH Properties, Inc. JH Properties, Inc.
10 131 Marcellin Dr	★★★★★	240,500	1	Mar 2023	Dec 2023	-
11 15010 Don Julian Rd		219,242	1	Jun 2023	Jun 2024	-
12 Bridge Point Vernon II 4885 E 52nd Pl	★★★★☆	209,078	1	Apr 2023	Jan 2024	-
13 20100 S Alameda St	★★★★☆	205,435	1	Dec 2022	Aug 2023	-
14 Bridge Point South Bay II 20846 Normandie Ave	★★★★★	203,877	1	Dec 2021	Aug 2023	Bridge Industrial Bridge Industrial
15 1355 Sepulveda Blvd	★★★★☆	174,211	1	Sep 2022	Aug 2023	- Bridge Industrial
16 510 Park Ave	★★★★☆	168,676	1	Mar 2020	Aug 2023	- Monster Beverage Corporation
17 20922 Currier Rd	★★★★☆	147,490	1	Oct 2021	Aug 2023	-
18 11401 Greenstone Ave	★★★★☆	144,434	1	Nov 2022	Aug 2023	-
19 Industry West Logistics... 351 N Covina Ln	★★★★☆	132,254	1	Jan 2023	Aug 2023	-
20 1055 Sandhill Ave	★★★★☆	127,930	1	Mar 2023	Apr 2024	- Rexford Industrial Realty, Inc.
21 Building 17 Needham Ranch Pky	★★★★☆	107,522	1	Jan 2023	Dec 2023	- Trammell Crow Company
22 Bldg 6 1810 195th St	★★★★☆	107,140	1	Sep 2021	Aug 2023	- Sares-Regis Group
23 Building I 7400 Bandini Blvd	★★★★☆	94,154	1	Jun 2023	Mar 2024	-
24 12521 Los Nietos Rd	★★★★☆	92,771	1	May 2022	Oct 2023	- Panattoni Development Company...
25 136-142 Oregon St	★★★★☆	90,000	2	Mar 2021	Aug 2023	- Smoky Hollow Industries LLC
26 886 Azusa Ave	★★★★☆	86,950	1	Jun 2022	Oct 2024	- Harmoni International Spice Inc,...
27 Building 18 Needham Ranch Pky	★★★★☆	85,968	1	Jan 2023	Dec 2023	- Trammell Crow Company
28 3165 E Slauson Ave	★★★★☆	69,522	1	Jul 2021	Aug 2023	-

Industrial sales activity finally started to moderate in 2023Q2 as rising interest rates weigh on investors. Year-to-date sales volume totals \$2.8 billion, whereas volume in 2022 reached a record high of \$9.3 billion. Price growth has gently slowed in recent quarters, corresponding to rent growth that has started to moderate. Still, some investors pay top dollar for properties in the L.A. metro as the average market price is \$340/SF, well above the national average, and cap rates are 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).

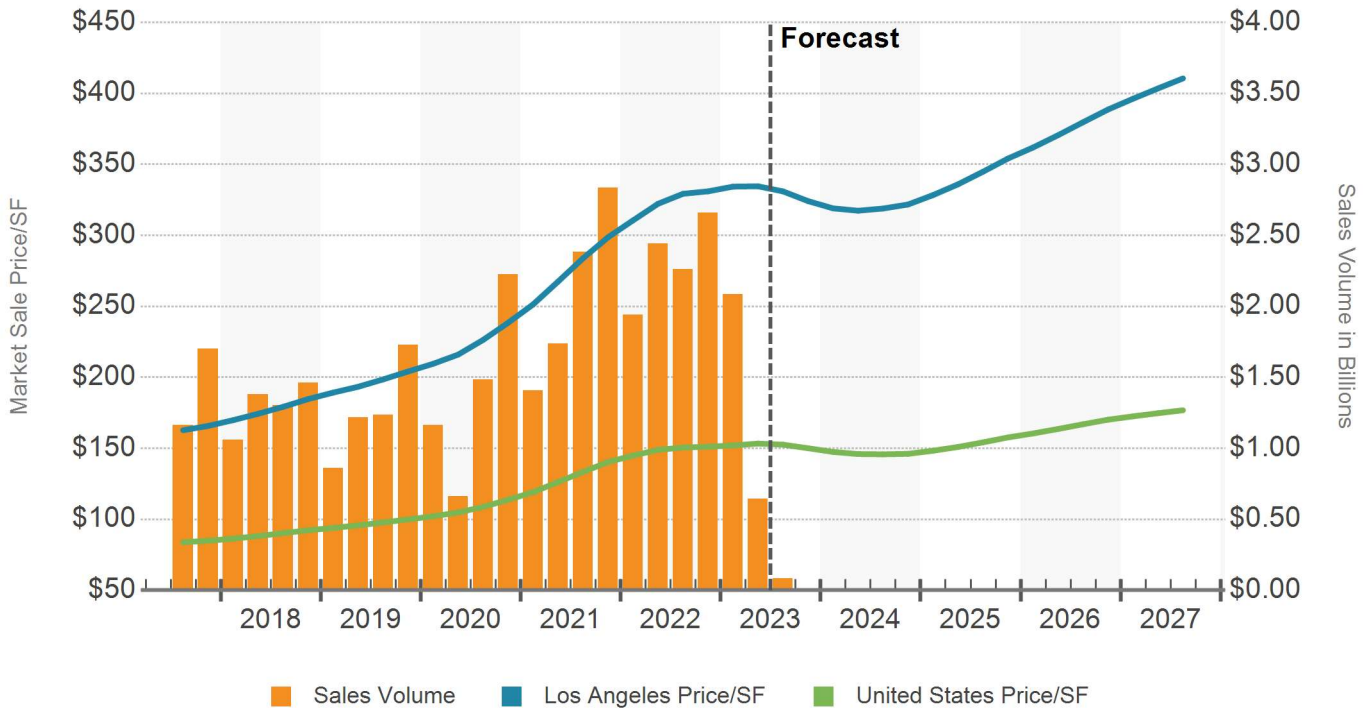
The recent spike in debt costs may start to cool and even potentially adversely impact asset values. As a preliminary example that may suggest waning pricing for

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.

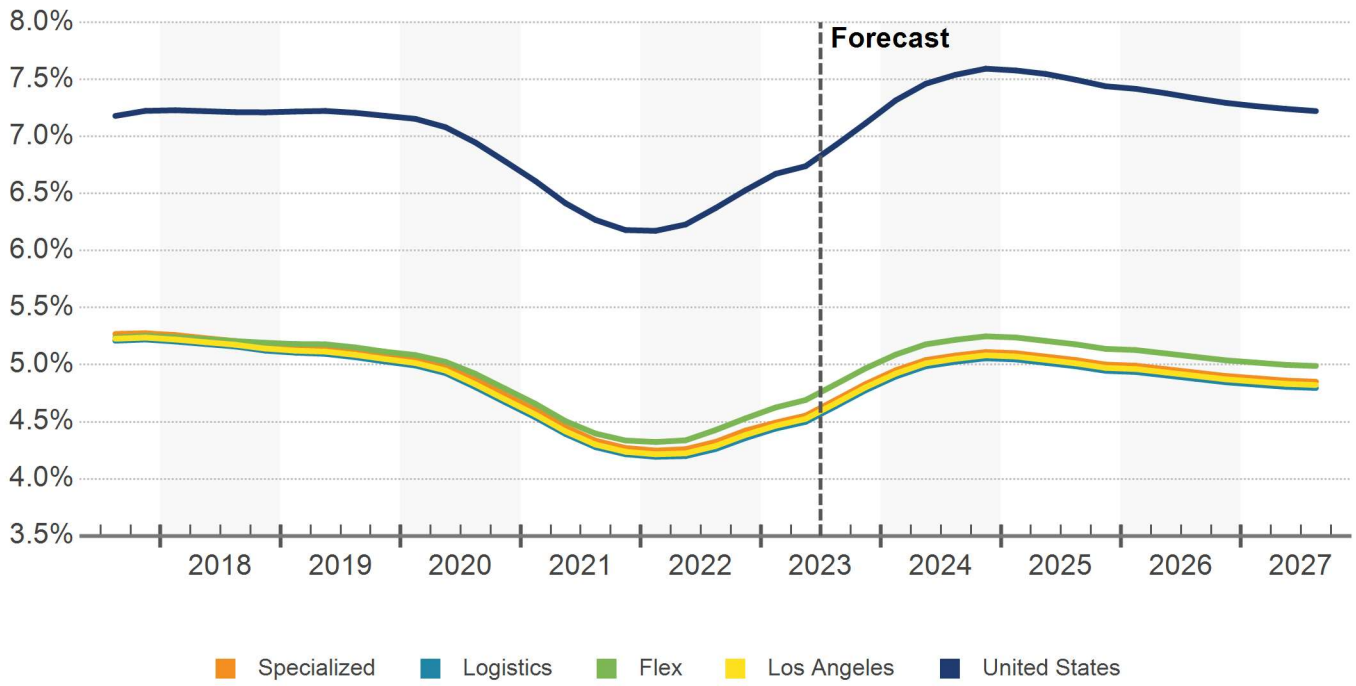
The cap rate realized with the sale of 3700 E Olympic Blvd. is well above average for the market and was likely driven by several factors. With Venator's lease terminating in 15 years, New Mountain Capital will be unable to adjust rents. Also, the 1935 building is one of the older, lower-quality buildings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

921

Avg. Cap Rate

4.8%

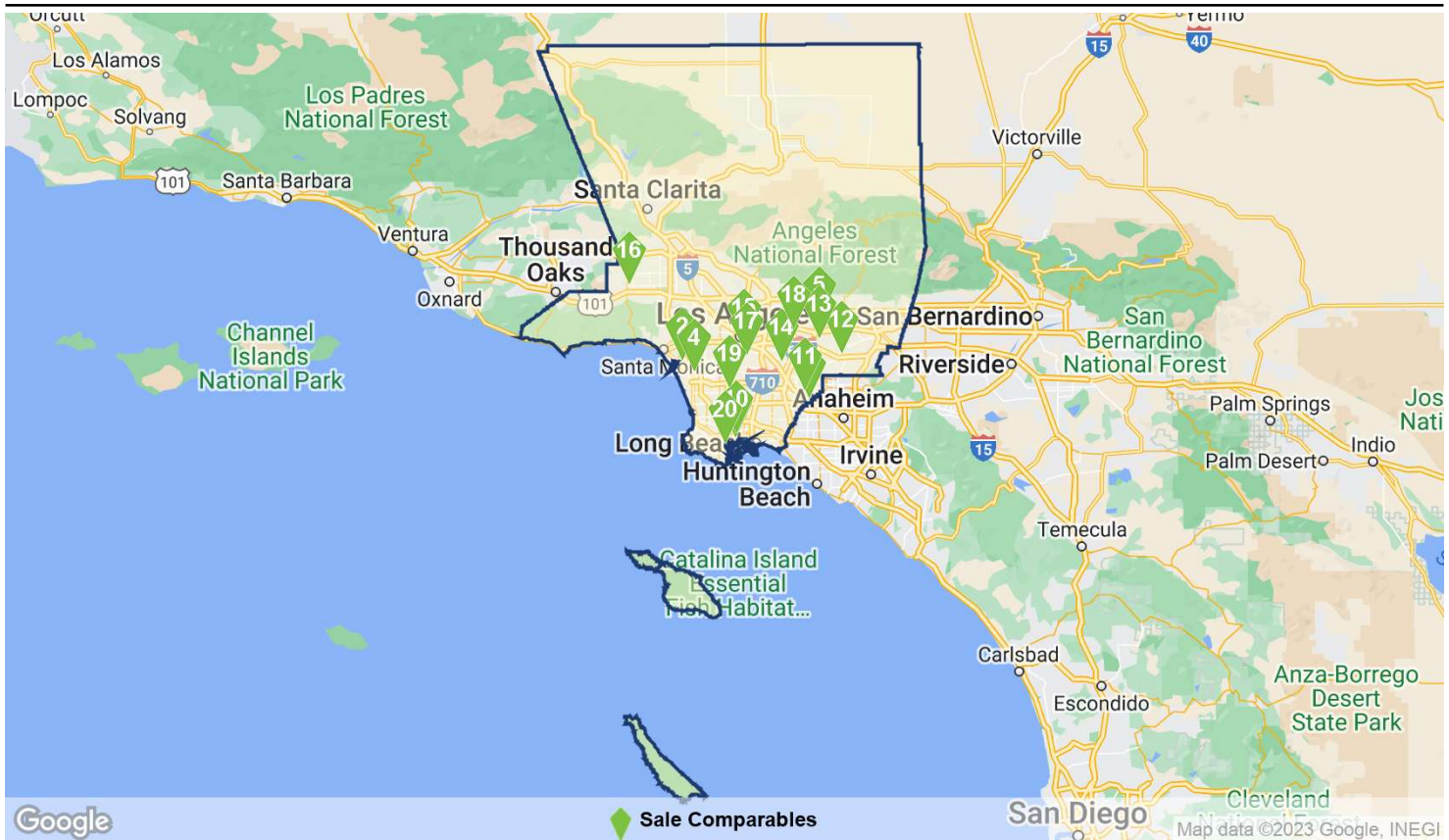
Avg. Price/SF

\$332

Avg. Vacancy At Sale

6.2%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$150,000	\$9,633,222	\$3,500,000	\$213,386,643
Price/SF	\$1.88	\$332	\$314	\$3,697
Cap Rate	2.1%	4.8%	5.0%	8.0%
Time Since Sale in Months	0.0	6.7	7.0	12.0
Property Attributes	Low	Average	Median	High
Building SF	576	33,104	11,360	759,851
Ceiling Height	8'	17'6"	16'	42'
Docks	0	4	0	116
Vacancy Rate At Sale	0%	6.2%	0%	100%
Year Built	1900	1971	1971	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
1 300 Westmont Dr	★★★★★	2001	759,851	0%	2/1/2023	\$213,386,643	\$573	-
2 12800 Culver Blvd	★★★★★	1968	199,800	0%	3/30/2023	\$190,429,511	\$953	-
3 350-400 Westmont Dr	★★★★★	2001	512,700	0%	2/1/2023	\$152,034,669	\$605	-
4 Hertz 9000 Airport Blvd	★★★★★	1981	38,680	0%	3/28/2023	\$143,000,000	\$3,697	-
5 13131 Los Angeles St	★★★★★	2022	529,866	0%	10/3/2022	\$137,717,208	\$260	-
6 Juanita's Foods 645 George de la Torre Jr...	★★★★★	1981	119,356	0%	7/18/2022	\$121,839,503	\$1,021	-
7 16501 Trojan Way	★★★★★	2002	497,620	0%	10/3/2022	\$111,439,880	\$224	-
8 401 Westmont Ave	★★★★★	2001	340,659	0%	2/1/2023	\$107,011,577	\$641	-
9 16301 Trojan Way	★★★★★	2018	477,008	0%	10/3/2022	\$106,823,911	\$224	-
10 920 E Pacific Coast Hwy	★★★★★	1954	148,186	0%	9/2/2022	\$100,000,000	\$675	4.1%
11 14041-14051 Rosecrans...	★★★★★	1997	229,125	0%	10/11/2022	\$99,658,225	\$435	-
12 825 Ajax Ave	★★★★★	2017	430,078	0%	10/3/2022	\$94,136,016	\$219	-
13 120 Puente Ave	★★★★★	1998	274,406	0%	9/8/2022	\$92,000,000	\$335	-
14 Bldg 2 8570-8600 Mercury Ln	★★★★★	2002	244,780	0%	12/23/2022	\$91,926,074	\$376	-
15 2160 E 7th St	★★★★★	1986	75,163	0%	3/29/2023	\$85,000,000	\$1,131	-
16 21200 Victory Blvd	★★★★★	1962	183,972	0%	2/8/2023	\$78,500,000	\$427	-
17 O-I Glass - Bldg A 2901 Fruitland Ave	★★★★★	1984	350,738	0%	8/8/2022	\$75,165,500	\$214	-
18 The Telstar Bldg 9320-9328 Telstar Ave	★★★★★	1975	248,961	0%	8/26/2022	\$73,000,000	\$293	6.8%
19 13344 S Main St	★★★★★	2021	290,303	0%	10/3/2022	\$71,103,446	\$245	-
20 301 Westmont Dr	★★★★★	2001	207,282	0%	2/1/2023	\$66,567,111	\$655	-

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 4.9% in April 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 are 13.5% lower.

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 and trade flows have sharply fallen. 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. There are also ongoing labor disputes between the International Longshore and Warehouse Union and the Pacific Maritime Association.

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. The Writers Guild of America went on strike in mid-April to attempt to negotiate a new contract with major studios. The union previously went on strike for roughly three months in 2007-08, which disrupted programming and hiring of workers in other fields.

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.

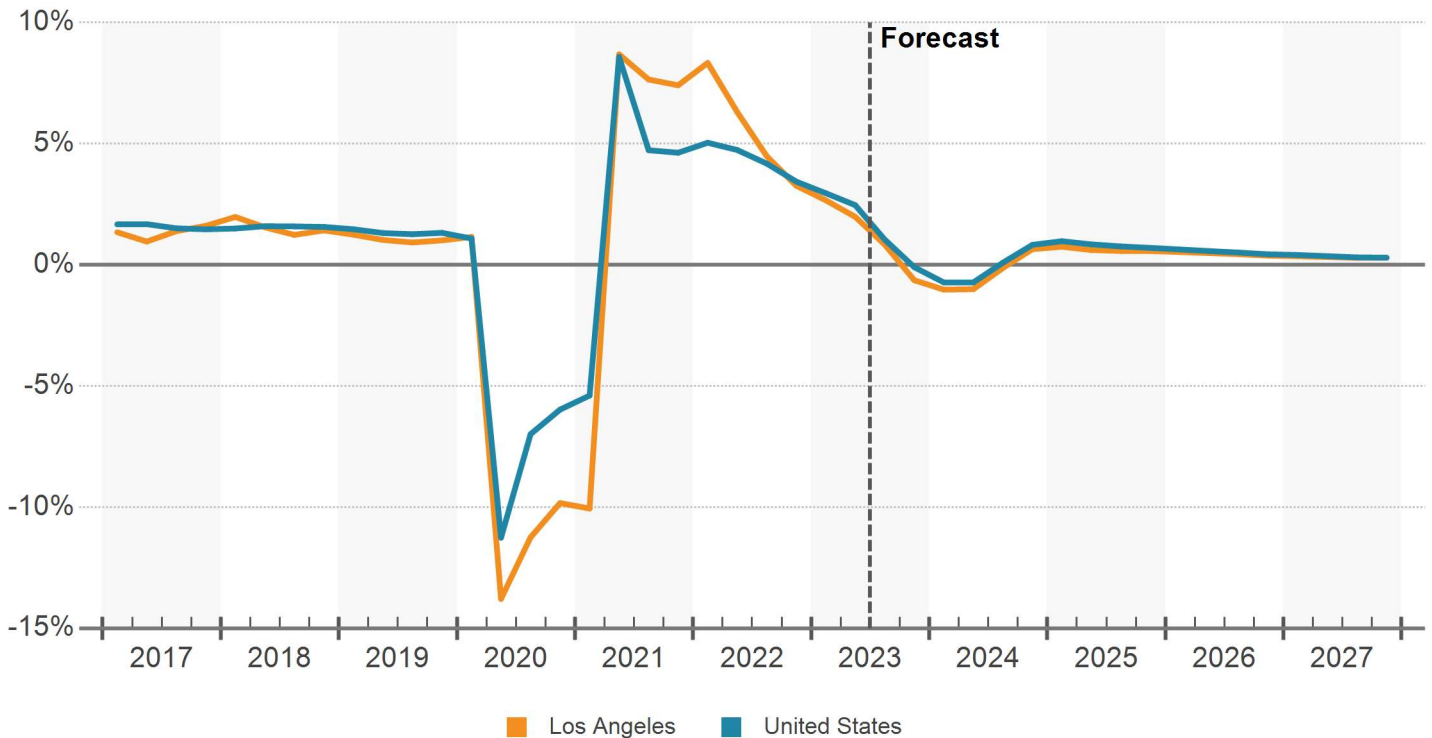
The high cost of living in Los Angeles and challenges to build more housing is a major impediment to population and labor force growth. Companies often cite the challenges in hiring as a motivating factor to relocate to other parts of the country. Housing affordability is near its 2007-lows after home 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	324	0.8	0.28%	1.39%	-1.48%	0.79%	-0.88%	-0.08%
Trade, Transportation and Utilities	840	1.0	0.19%	0.82%	0.72%	1.20%	-0.22%	-0.02%
Retail Trade	409	0.9	0.39%	0.61%	0.16%	0.39%	-0.28%	-0.01%
Financial Activities	218	0.8	0.42%	0.95%	0.22%	1.48%	-0.35%	-0.02%
Government	566	0.8	0.40%	1.73%	0.44%	0.30%	0.19%	0.45%
Natural Resources, Mining and Construction	154	0.6	0.58%	2.77%	2.66%	2.50%	-0.01%	0.10%
Education and Health Services	907	1.2	4.11%	3.49%	2.59%	1.76%	0.80%	0.56%
Professional and Business Services	682	1.0	2.60%	1.99%	1.56%	2.14%	-0.29%	0.23%
Information	222	2.5	-7.00%	-1.46%	1.22%	1.13%	0.38%	0.18%
Leisure and Hospitality	544	1.1	6.79%	5.74%	2.20%	1.59%	1.04%	0.85%
Other Services	158	0.9	3.02%	2.91%	0.71%	0.68%	-0.17%	0.17%
Total Employment	4,615	1.0	1.81%	2.25%	1.19%	1.35%	0.16%	0.28%

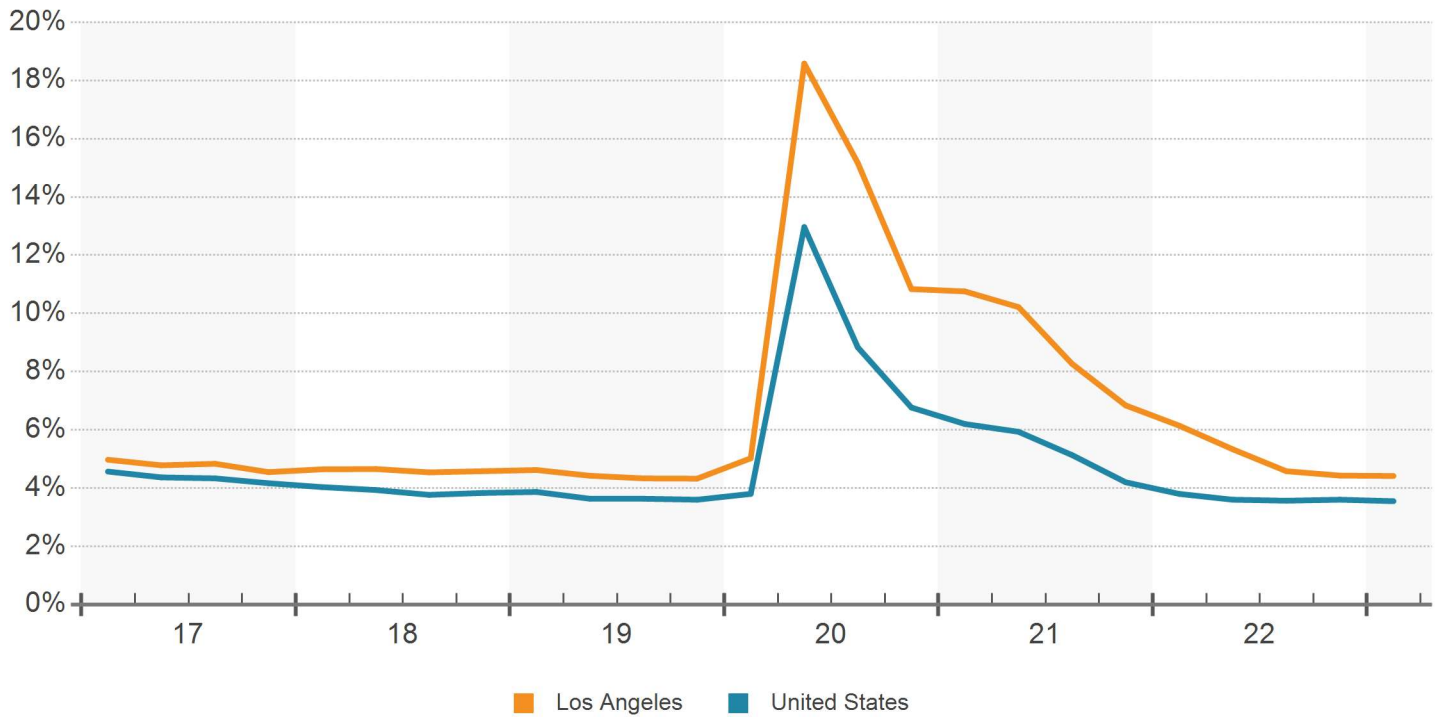
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

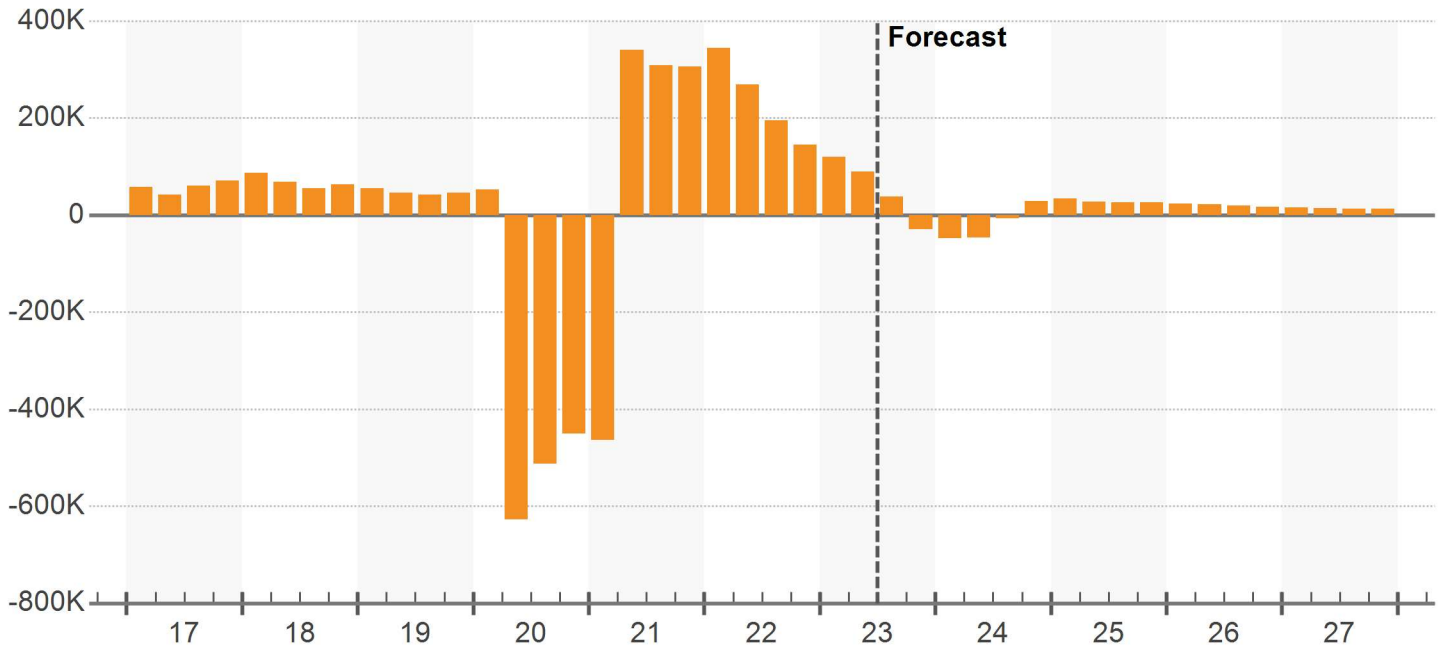


Source: Oxford Economics

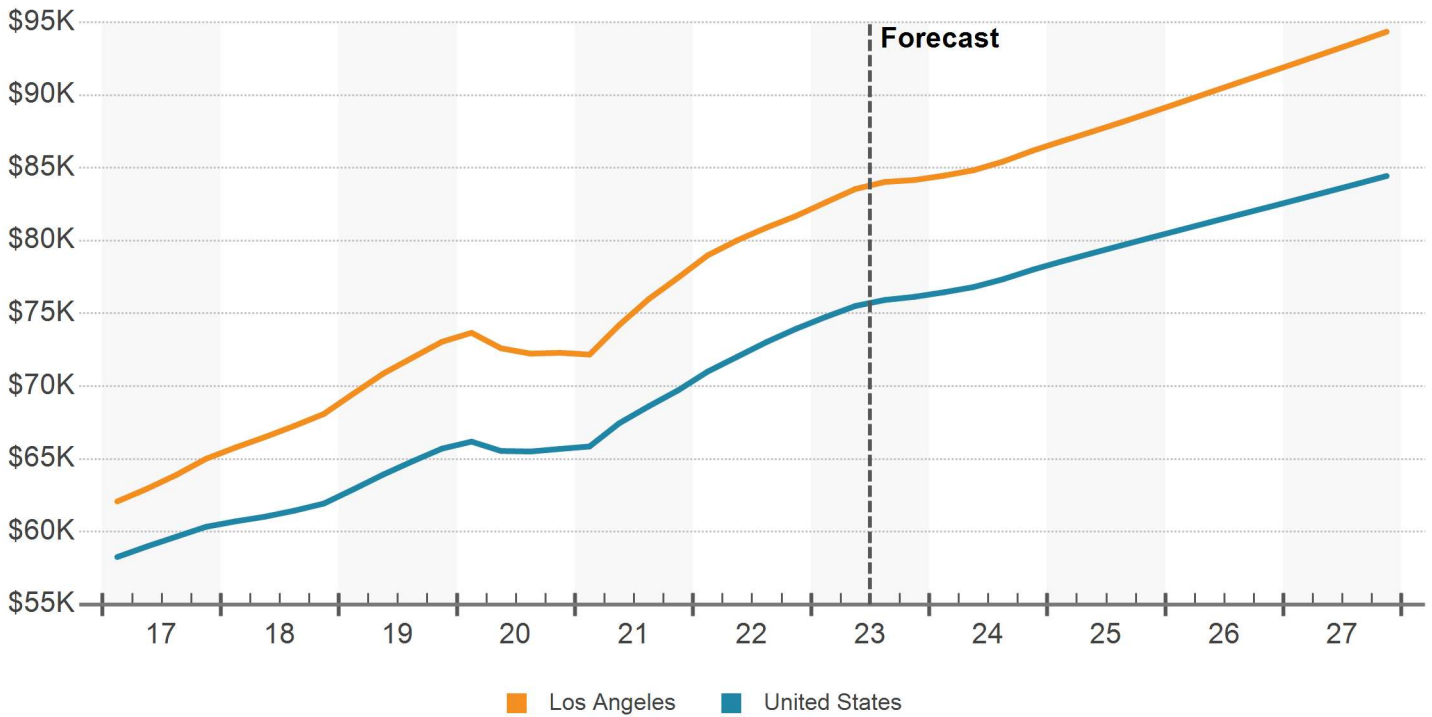
UNEMPLOYMENT RATE (%)



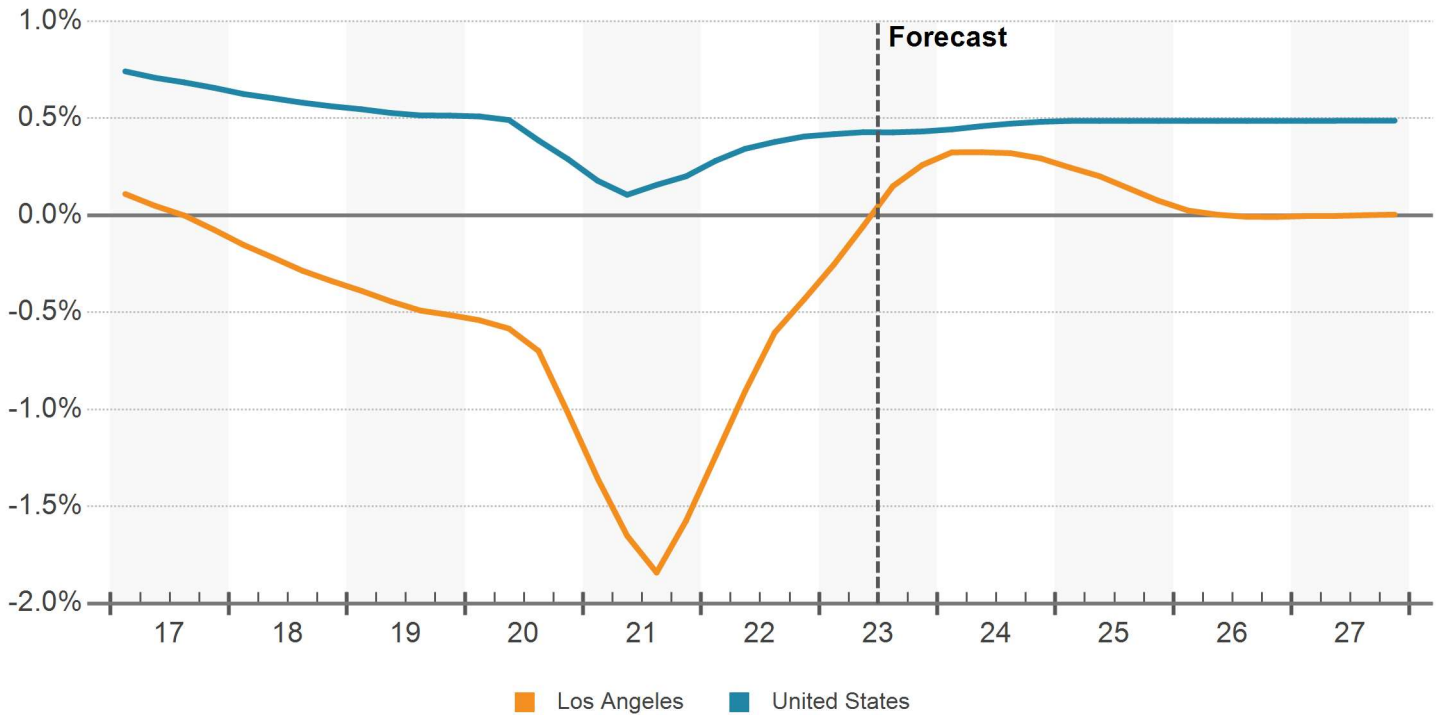
NET EMPLOYMENT CHANGE (YOY)



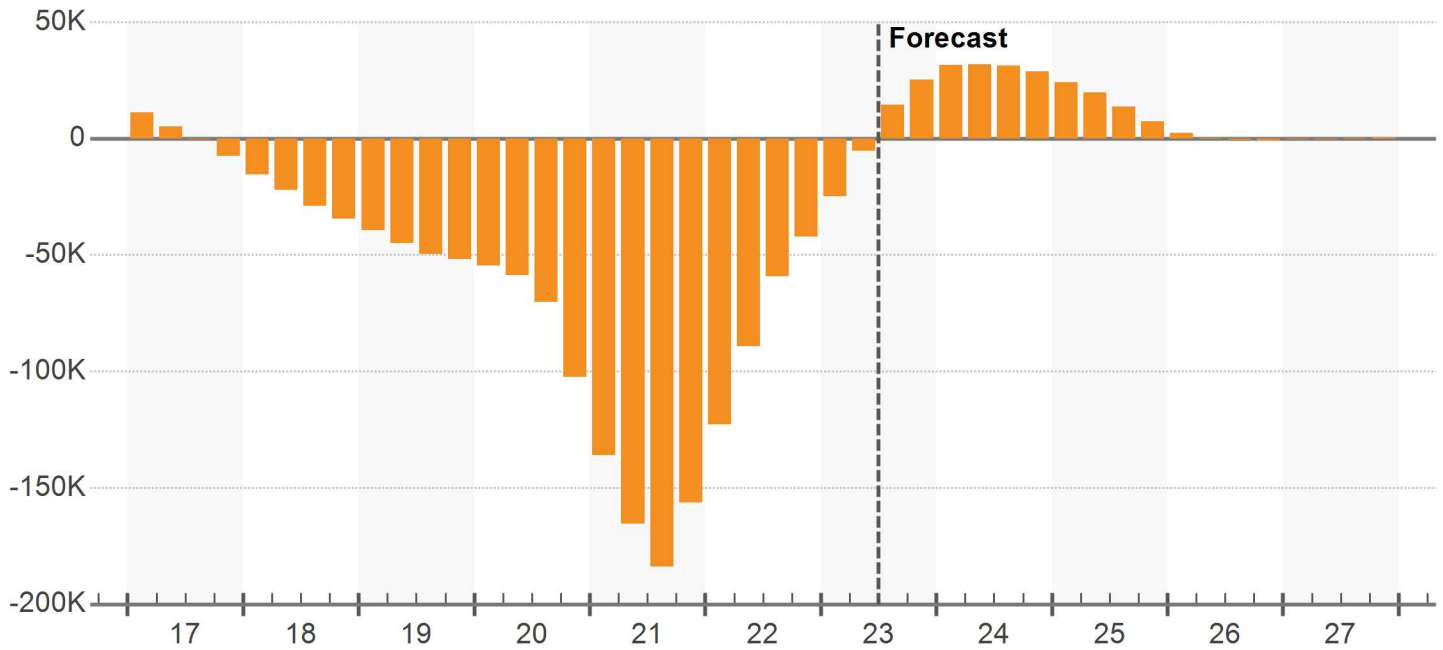
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

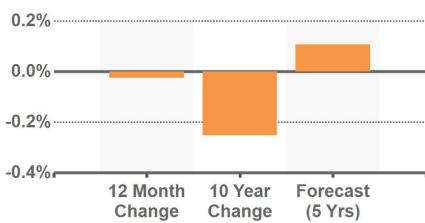


DEMOGRAPHIC TRENDS

Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	9,755,161	334,417,719	0%	0.4%	-0.3%	0.6%	0.1%	0.5%
Households	3,384,783	129,828,148	0.3%	0.7%	0.2%	0.9%	0.2%	0.6%
Median Household Income	\$83,613	\$75,567	4.3%	4.7%	4.5%	3.8%	2.8%	2.5%
Labor Force	4,978,326	165,434,859	-0.6%	0.8%	0%	0.6%	0.4%	0.4%
Unemployment	4.4%	3.5%	-0.8%	0%	-0.5%	-0.4%	-	-

Source: Oxford Economics

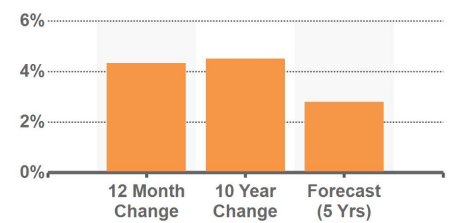
POPULATION GROWTH



LABOR FORCE GROWTH



INCOME GROWTH



Source: Oxford Economics

Submarkets

LOS ANGELES SUBMARKETS



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	457	11,781	1.2%	27	2	62	0.5%	8	2	60	0.5%	14
2	Burbank	1,134	15,844	1.7%	24	0	0	0%	-	0	-	-	-
3	Carson	573	39,725	4.2%	9	3	293	0.7%	4	1	128	0.3%	11
4	Catalina Island	1	2	0%	32	0	0	0%	-	0	-	-	-
5	Central Los Angeles	3,660	66,202	7.0%	4	3	397	0.6%	3	0	-	-	-
6	Cerritos/Norwalk	593	21,552	2.3%	20	0	0	0%	-	1	23	0.1%	16
7	City of Industry	1,536	87,448	9.2%	1	2	223	0.3%	5	8	2,950	3.4%	1
8	Commerce	1,025	49,942	5.3%	6	1	48	0.1%	9	4	401	0.8%	5
9	Compton	380	17,238	1.8%	23	0	0	0%	-	0	-	-	-
10	Downey/Paramount	966	21,573	2.3%	19	1	44	0.2%	10	0	-	-	-
11	East LA Cnty Outlying	4	28	0%	30	0	0	0%	-	0	-	-	-
12	East San Ferndo Villy	2,975	55,130	5.8%	5	2	27	0%	13	2	189	0.3%	9
13	East San Gabriel Valley	1,116	28,140	3.0%	13	0	0	0%	-	1	38	0.1%	15
14	El Segundo/Beach Cities	363	13,109	1.4%	26	0	0	0%	-	2	122	0.9%	12
15	Gardena/Hawthorne	1,049	21,323	2.2%	21	0	0	0%	-	0	-	-	-
16	Glendale	668	9,625	1.0%	28	0	0	0%	-	0	-	-	-
17	Long Beach	1,547	28,862	3.0%	11	0	0	0%	-	2	94	0.3%	13
18	Lower San Gabriel Valley	2,067	30,241	3.2%	10	0	0	0%	-	3	378	1.2%	6
19	Montebello	584	26,121	2.7%	15	0	0	0%	-	0	-	-	-
20	NE LA Cnty Outlying	6	113	0%	29	0	0	0%	-	0	-	-	-
21	Pasadena	1	12	0%	31	0	0	0%	-	0	-	-	-
22	Rancho Dominguez	312	20,124	2.1%	22	0	0	0%	-	1	205	1.0%	8
23	San Pedro	591	13,561	1.4%	25	0	0	0%	-	0	-	-	-
24	Santa Clarita Valley	710	25,999	2.7%	16	0	0	0%	-	3	513	2.0%	3
25	Santa Fe Springs/La Mira...	1,995	71,253	7.5%	3	1	28	0%	11	3	296	0.4%	7
26	South LA	1,146	23,254	2.4%	18	0	0	0%	-	1	17	0.1%	17
27	Torrance	703	28,523	3.0%	12	6	814	2.9%	1	3	485	1.7%	4
28	Upper San Gabriel Valley	2,124	41,931	4.4%	8	6	629	1.5%	2	6	1,608	3.8%	2
29	Vernon	2,271	83,556	8.8%	2	3	209	0.2%	6	3	145	0.2%	10
30	West Rancho Dominguez	1,007	26,231	2.8%	14	2	195	0.7%	7	0	-	-	-
31	West San Fernando Valley	2,102	48,130	5.1%	7	3	27	0.1%	14	1	10	0%	18
32	Westside	1,680	24,687	2.6%	17	2	28	0.1%	12	1	5	0%	19

SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Antelope Valley	\$16.28	31	6.0%	28	-0.1%	9
2	Burbank	\$26.66	4	6.6%	23	-0.4%	16
3	Carson	\$18.78	16	11.4%	1	-2.0%	28
4	Catalina Island	\$20.49	11	5.5%	30	0%	-
5	Central Los Angeles	\$21.50	7	6.5%	24	-0.1%	10
6	Cerritos/Norwalk	\$17.16	24	8.7%	9	-1.8%	27
7	City of Industry	\$17.40	22	9.2%	6	-1.0%	25
8	Commerce	\$16.40	29	9.2%	7	-0.6%	21
9	Compton	\$17.39	23	9.9%	3	-0.7%	22
10	Downey/Paramount	\$16.79	25	7.4%	14	-0.2%	12
11	East LA Cnty Outlying	\$21.10	8	4.1%	31	-1.0%	24
12	East San Ferndo Villy	\$20.95	9	7.1%	16	-1.3%	26
13	East San Gabriel Valley	\$15.74	32	7.6%	12	-0.4%	18
14	El Segundo/Beach Cities	\$29.16	3	6.1%	26	0.3%	4
15	Gardena/Hawthorne	\$18.65	18	6.8%	21	-0.4%	19
16	Glendale	\$24.40	5	6.8%	19	0.2%	6
17	Long Beach	\$20.63	10	6.7%	22	0.3%	5
18	Lower San Gabriel Valley	\$18.12	20	6.5%	25	0.4%	3
19	Montebello	\$16.30	30	8.8%	8	-0.3%	13
20	NE LA Cnty Outlying	\$19.22	15	10.0%	2	0%	-
21	Pasadena	\$31.59	2	-1.4%	32	1.9%	2
22	Rancho Dominguez	\$17.50	21	9.5%	4	-2.8%	30
23	San Pedro	\$19.93	13	7.6%	11	-0.1%	8
24	Santa Clarita Valley	\$18.37	19	7.6%	13	-0.8%	23
25	Santa Fe Springs/La Mira...	\$16.74	27	8.2%	10	-0.3%	14
26	South LA	\$18.74	17	6.8%	20	-0.4%	17
27	Torrance	\$20.13	12	9.4%	5	-0.3%	15
28	Upper San Gabriel Valley	\$19.34	14	7.0%	18	-0.2%	11
29	Vernon	\$16.59	28	7.2%	15	-0.5%	20
30	West Rancho Dominguez	\$16.74	26	7.1%	17	3.0%	1
31	West San Fernando Valley	\$21.80	6	6.0%	29	-2.0%	29
32	Westside	\$36.47	1	6.0%	27	-0.1%	7

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Antelope Valley	260,599	2.2%	6	28,535	0.2%	4	2.2
2	Burbank	417,234	2.6%	10	(51,669)	-0.3%	9	-
3	Carson	1,588,993	4.0%	21	(970,140)	-2.4%	28	-
4	Catalina Island	-	-	-	0	0%	-	-
5	Central Los Angeles	3,305,747	5.0%	25	(304,131)	-0.5%	14	-
6	Cerritos/Norwalk	793,695	3.7%	17	(456,272)	-2.1%	19	-
7	City of Industry	2,563,298	2.9%	12	(1,366,698)	-1.6%	30	-
8	Commerce	1,944,390	3.9%	20	(1,569,223)	-3.1%	31	-
9	Compton	877,877	5.1%	27	(596,010)	-3.5%	24	-
10	Downey/Paramount	395,740	1.8%	3	(244,803)	-1.1%	13	-
11	East LA Cnty Outlying	1,200	4.3%	23	(1,200)	-4.3%	6	-
12	East San Ferndo Villy	1,193,201	2.2%	5	(626,782)	-1.1%	25	-
13	East San Gabriel Valley	239,573	0.9%	1	29,436	0.1%	3	-
14	El Segundo/Beach Cities	281,990	2.2%	4	(119,550)	-0.9%	12	-
15	Gardena/Hawthorne	829,837	3.9%	19	(548,542)	-2.6%	23	-
16	Glendale	168,189	1.7%	2	(100,470)	-1.0%	11	-
17	Long Beach	1,090,335	3.8%	18	58,466	0.2%	2	-
18	Lower San Gabriel Valley	797,889	2.6%	11	(68,292)	-0.2%	10	-
19	Montebello	1,240,790	4.8%	24	(1,091,258)	-4.2%	29	-
20	NE LA Cnty Outlying	3,400	3.0%	13	(2,957)	-2.6%	8	-
21	Pasadena	2,592	21.6%	31	(2,592)	-21.6%	7	-
22	Rancho Dominguez	501,874	2.5%	8	(332,168)	-1.7%	16	-
23	San Pedro	684,430	5.0%	26	(506,811)	-3.7%	22	-
24	Santa Clarita Valley	667,224	2.6%	9	(322,476)	-1.2%	15	-
25	Santa Fe Springs/La Mira...	1,715,108	2.4%	7	(914,451)	-1.3%	27	-
26	South LA	757,381	3.3%	16	(397,871)	-1.7%	17	-
27	Torrance	2,097,476	7.4%	29	(774,082)	-2.7%	26	-
28	Upper San Gabriel Valley	1,356,278	3.2%	15	313,175	0.7%	1	0.3
29	Vernon	5,493,937	6.6%	28	(2,539,810)	-3.0%	32	-
30	West Rancho Dominguez	1,063,440	4.1%	22	(479,279)	-1.8%	20	-
31	West San Fernando Valley	1,520,825	3.2%	14	(451,430)	-0.9%	18	-
32	Westside	1,822,484	7.4%	30	(490,361)	-2.0%	21	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	955,287,897	859,323	0.1%	1,242,649	0.1%	0.7
2026	954,428,574	397,186	0%	1,397,052	0.1%	0.3
2025	954,031,388	(953,279)	-0.1%	3,948,585	0.4%	-
2024	954,984,667	542,039	0.1%	2,385,566	0.2%	0.2
2023	954,442,628	4,124,823	0.4%	(13,574,561)	-1.4%	-
YTD	951,246,186	928,381	0.1%	(12,393,321)	-1.3%	-
2022	950,317,805	2,086,087	0.2%	(2,572,330)	-0.3%	-
2021	948,231,718	1,287,957	0.1%	13,632,817	1.4%	0.1
2020	946,943,761	2,424,895	0.3%	(6,432,892)	-0.7%	-
2019	944,518,866	(133,007)	0%	(1,304,734)	-0.1%	-
2018	944,651,873	1,401,505	0.1%	1,014,116	0.1%	1.4
2017	943,250,368	4,779,974	0.5%	5,811,313	0.6%	0.8
2016	938,470,394	(1,126,945)	-0.1%	663,743	0.1%	-
2015	939,597,339	402,396	0%	7,614,070	0.8%	0.1
2014	939,194,943	77,497	0%	11,967,543	1.3%	0
2013	939,117,446	503,193	0.1%	5,343,968	0.6%	0.1
2012	938,614,253	(4,629,835)	-0.5%	(195,806)	0%	-
2011	943,244,088	(2,940,323)	-0.3%	(1,902,756)	-0.2%	-

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	249,276,024	(787,016)	-0.3%	(654,427)	-0.3%	-
2026	250,063,040	(801,926)	-0.3%	(505,369)	-0.2%	-
2025	250,864,966	(845,322)	-0.3%	485,441	0.2%	-
2024	251,710,288	(910,930)	-0.4%	(545,102)	-0.2%	-
2023	252,621,218	(492,012)	-0.2%	(5,242,767)	-2.1%	-
YTD	252,843,757	(269,473)	-0.1%	(4,206,005)	-1.7%	-
2022	253,113,230	(127,102)	-0.1%	(1,048,682)	-0.4%	-
2021	253,240,332	(1,380,144)	-0.5%	1,615,221	0.6%	-
2020	254,620,476	(1,841,481)	-0.7%	(3,730,890)	-1.5%	-
2019	256,461,957	(997,310)	-0.4%	(1,079,152)	-0.4%	-
2018	257,459,267	(650,277)	-0.3%	(331,853)	-0.1%	-
2017	258,109,544	(354,601)	-0.1%	313,468	0.1%	-
2016	258,464,145	(1,960,332)	-0.8%	(1,170,739)	-0.5%	-
2015	260,424,477	(238,002)	-0.1%	694,277	0.3%	-
2014	260,662,479	(158,164)	-0.1%	3,133,608	1.2%	-
2013	260,820,643	(190,622)	-0.1%	2,118,759	0.8%	-
2012	261,011,265	(1,994,269)	-0.8%	(2,796,806)	-1.1%	-
2011	263,005,534	(1,248,708)	-0.5%	(1,227,540)	-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	650,204,268	1,819,656	0.3%	2,033,099	0.3%	0.9
2026	648,384,612	1,376,467	0.2%	1,952,678	0.3%	0.7
2025	647,008,145	80,702	0%	3,398,224	0.5%	0
2024	646,927,443	1,659,092	0.3%	3,119,542	0.5%	0.5
2023	645,268,351	4,585,297	0.7%	(8,056,403)	-1.2%	-
YTD	641,888,219	1,205,165	0.2%	(8,185,547)	-1.3%	-
2022	640,683,054	2,654,248	0.4%	(1,194,610)	-0.2%	-
2021	638,028,806	2,857,499	0.4%	11,891,745	1.9%	0.2
2020	635,171,307	4,347,518	0.7%	(1,627,827)	-0.3%	-
2019	630,823,789	1,439,074	0.2%	143,243	0%	10.0
2018	629,384,715	2,493,408	0.4%	1,913,352	0.3%	1.3
2017	626,891,307	4,943,212	0.8%	5,350,535	0.9%	0.9
2016	621,948,095	1,133,017	0.2%	1,824,738	0.3%	0.6
2015	620,815,078	834,350	0.1%	6,803,016	1.1%	0.1
2014	619,980,728	239,762	0%	8,103,615	1.3%	0
2013	619,740,966	547,264	0.1%	2,794,367	0.5%	0.2
2012	619,193,702	(2,524,652)	-0.4%	3,530,273	0.6%	-
2011	621,718,354	(1,325,297)	-0.2%	(1,202,366)	-0.2%	-

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	55,807,605	(173,317)	-0.3%	(136,023)	-0.2%	-
2026	55,980,922	(177,355)	-0.3%	(50,257)	-0.1%	-
2025	56,158,277	(188,659)	-0.3%	64,920	0.1%	-
2024	56,346,936	(206,123)	-0.4%	(188,874)	-0.3%	-
2023	56,553,059	31,538	0.1%	(275,391)	-0.5%	-
YTD	56,514,210	(7,311)	0%	(1,769)	0%	-
2022	56,521,521	(441,059)	-0.8%	(329,038)	-0.6%	-
2021	56,962,580	(189,398)	-0.3%	125,851	0.2%	-
2020	57,151,978	(81,142)	-0.1%	(1,074,175)	-1.9%	-
2019	57,233,120	(574,771)	-1.0%	(368,825)	-0.6%	-
2018	57,807,891	(441,626)	-0.8%	(567,383)	-1.0%	-
2017	58,249,517	191,363	0.3%	147,310	0.3%	1.3
2016	58,058,154	(299,630)	-0.5%	9,744	0%	-
2015	58,357,784	(193,952)	-0.3%	116,777	0.2%	-
2014	58,551,736	(4,101)	0%	730,320	1.2%	-
2013	58,555,837	146,551	0.3%	430,842	0.7%	0.3
2012	58,409,286	(110,914)	-0.2%	(929,273)	-1.6%	-
2011	58,520,200	(366,318)	-0.6%	527,150	0.9%	-

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$25	297	5.4%	33.5%	32,074,974	3.4%	0%
2026	\$23.71	282	6.9%	26.7%	32,425,390	3.4%	-0.1%
2025	\$22.18	263	7.1%	18.5%	33,476,348	3.5%	-0.5%
2024	\$20.71	246	5.4%	10.6%	38,325,091	4.0%	-0.2%
2023	\$19.66	233	5.0%	5.0%	40,101,778	4.2%	1.8%
YTD	\$19.16	227	7.6%	2.3%	35,678,441	3.8%	1.4%
2022	\$18.72	222	13.3%	0%	22,379,844	2.4%	0.5%
2021	\$16.52	196	12.6%	-11.7%	17,740,203	1.9%	-1.3%
2020	\$14.67	174	7.1%	-21.6%	30,084,180	3.2%	0.9%
2019	\$13.70	163	6.5%	-26.8%	21,306,006	2.3%	0.1%
2018	\$12.86	153	7.4%	-31.3%	20,180,253	2.1%	0%
2017	\$11.98	142	8.4%	-36.0%	19,877,712	2.1%	-0.1%
2016	\$11.05	131	8.2%	-41.0%	21,066,943	2.2%	-0.2%
2015	\$10.21	121	8.4%	-45.5%	22,777,676	2.4%	-0.8%
2014	\$9.42	112	7.2%	-49.7%	30,070,913	3.2%	-1.3%
2013	\$8.79	104	5.4%	-53.1%	42,042,973	4.5%	-0.5%
2012	\$8.33	99	3.7%	-55.5%	46,883,748	5.0%	-0.4%
2011	\$8.04	95	1.8%	-57.1%	51,317,777	5.4%	-0.1%

SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$23.43	281	5.5%	32.5%	6,887,300	2.8%	0%
2026	\$22.22	267	7.0%	25.6%	7,011,853	2.8%	-0.1%
2025	\$20.77	249	7.1%	17.4%	7,324,718	2.9%	-0.5%
2024	\$19.38	233	5.4%	9.6%	8,641,131	3.4%	-0.1%
2023	\$18.39	221	4.0%	4.0%	8,988,496	3.6%	1.9%
YTD	\$17.91	215	5.1%	1.2%	8,171,289	3.2%	1.6%
2022	\$17.69	212	10.6%	0%	4,234,757	1.7%	0.4%
2021	\$16	192	10.6%	-9.6%	3,313,177	1.3%	-1.2%
2020	\$14.47	174	6.6%	-18.2%	6,307,659	2.5%	0.7%
2019	\$13.57	163	6.3%	-23.3%	4,446,490	1.7%	0%
2018	\$12.76	153	7.3%	-27.9%	4,364,648	1.7%	-0.1%
2017	\$11.89	143	8.6%	-32.8%	4,683,072	1.8%	-0.3%
2016	\$10.94	131	8.2%	-38.1%	5,351,141	2.1%	-0.3%
2015	\$10.11	121	8.1%	-42.8%	6,142,342	2.4%	-0.4%
2014	\$9.36	112	7.1%	-47.1%	7,074,621	2.7%	-1.3%
2013	\$8.74	105	5.8%	-50.6%	10,448,407	4.0%	-0.9%
2012	\$8.25	99	3.8%	-53.3%	12,757,788	4.9%	0.3%
2011	\$7.95	95	1.8%	-55.0%	11,955,251	4.5%	0%

LOGISTICS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$24.85	314	5.4%	34.3%	22,454,829	3.5%	0%
2026	\$23.57	297	6.9%	27.4%	22,646,127	3.5%	-0.1%
2025	\$22.05	278	7.1%	19.2%	23,255,388	3.6%	-0.5%
2024	\$20.59	260	5.4%	11.3%	26,538,188	4.1%	-0.2%
2023	\$19.54	247	5.6%	5.6%	27,955,465	4.3%	1.9%
YTD	\$19.05	240	9.0%	2.9%	24,664,258	3.8%	1.5%
2022	\$18.50	233	14.9%	0%	15,295,111	2.4%	0.6%
2021	\$16.11	203	14.1%	-12.9%	11,465,029	1.8%	-1.4%
2020	\$14.11	178	7.7%	-23.7%	20,499,275	3.2%	0.9%
2019	\$13.10	165	6.8%	-29.2%	14,575,303	2.3%	0.2%
2018	\$12.27	155	7.6%	-33.7%	13,325,446	2.1%	0.1%
2017	\$11.40	144	8.6%	-38.4%	12,829,945	2.0%	-0.1%
2016	\$10.50	132	8.5%	-43.3%	13,395,160	2.2%	-0.1%
2015	\$9.67	122	8.7%	-47.7%	14,086,881	2.3%	-1.0%
2014	\$8.90	112	7.5%	-51.9%	20,055,547	3.2%	-1.3%
2013	\$8.28	104	5.5%	-55.2%	27,919,400	4.5%	-0.4%
2012	\$7.85	99	3.8%	-57.6%	30,166,503	4.9%	-1.0%
2011	\$7.56	95	2.0%	-59.1%	36,221,428	5.8%	0%

FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$33.73	233	5.3%	30.5%	2,732,845	4.9%	0%
2026	\$32.02	221	6.8%	24.0%	2,767,410	4.9%	-0.2%
2025	\$29.99	207	6.9%	16.1%	2,896,242	5.2%	-0.4%
2024	\$28.05	194	5.2%	8.6%	3,145,772	5.6%	0%
2023	\$26.65	184	3.2%	3.2%	3,157,817	5.6%	0.5%
YTD	\$25.99	179	4.2%	0.6%	2,842,894	5.0%	0%
2022	\$25.84	178	9.2%	0%	2,849,976	5.0%	-0.2%
2021	\$23.66	163	7.7%	-8.4%	2,961,997	5.2%	-0.5%
2020	\$21.97	152	4.1%	-15.0%	3,277,246	5.7%	1.7%
2019	\$21.10	146	4.8%	-18.3%	2,284,213	4.0%	-0.3%
2018	\$20.13	139	5.8%	-22.1%	2,490,159	4.3%	0.2%
2017	\$19.03	131	6.6%	-26.3%	2,364,695	4.1%	0.1%
2016	\$17.85	123	6.3%	-30.9%	2,320,642	4.0%	-0.4%
2015	\$16.80	116	7.0%	-35.0%	2,548,453	4.4%	-0.7%
2014	\$15.70	108	6.0%	-39.2%	2,940,745	5.0%	-1.3%
2013	\$14.81	102	3.8%	-42.7%	3,675,166	6.3%	-0.5%
2012	\$14.26	98	3.0%	-44.8%	3,959,457	6.8%	1.4%
2011	\$13.86	96	0.8%	-46.4%	3,141,098	5.4%	-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	-	-	-	-	-	-	\$417.32	430	4.8%
2026	-	-	-	-	-	-	\$388.58	401	4.9%
2025	-	-	-	-	-	-	\$354.09	365	5.0%
2024	-	-	-	-	-	-	\$321.71	332	5.1%
2023	-	-	-	-	-	-	\$324.13	334	4.8%
YTD	404	\$2.8B	1.2%	\$7,865,276	\$370.46	5.1%	\$336.15	347	4.5%
2022	1,162	\$9.3B	3.5%	\$8,748,608	\$303.82	4.4%	\$330.99	341	4.4%
2021	1,381	\$8.4B	3.7%	\$6,328,943	\$251.24	4.7%	\$298.67	308	4.2%
2020	992	\$5.5B	2.9%	\$6,005,455	\$227.79	4.8%	\$238.42	246	4.7%
2019	1,247	\$5B	3.3%	\$5,516,954	\$213.27	4.6%	\$204.12	210	5.0%
2018	1,732	\$5.2B	3.7%	\$5,112,650	\$204.39	5.1%	\$184.69	190	5.1%
2017	1,953	\$4.8B	4.2%	\$4,163,788	\$157.53	5.0%	\$165.78	171	5.2%
2016	1,620	\$4.2B	3.8%	\$3,811,463	\$149.32	5.3%	\$157.85	163	5.1%
2015	1,892	\$4.4B	4.8%	\$3,553,660	\$136.79	5.7%	\$144.85	149	5.1%
2014	1,580	\$3.3B	3.6%	\$2,969,764	\$115.81	6.0%	\$125.20	129	5.5%
2013	1,398	\$2.7B	3.5%	\$2,567,065	\$96.10	6.9%	\$111.48	115	5.8%
2012	1,686	\$2.8B	4.3%	\$2,831,557	\$97.85	7.5%	\$102.59	106	6.0%

(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	-	-	-	-	-	-	\$385.39	438	4.8%
2026	-	-	-	-	-	-	\$358.64	408	4.9%
2025	-	-	-	-	-	-	\$326.63	371	5.0%
2024	-	-	-	-	-	-	\$296.60	337	5.1%
2023	-	-	-	-	-	-	\$298.73	340	4.8%
YTD	95	\$564.4M	1.5%	\$7,143,951	\$306.83	5.3%	\$309.69	352	4.6%
2022	299	\$2.5B	3.5%	\$8,793,333	\$291.43	4.2%	\$303.35	345	4.4%
2021	338	\$2.1B	3.8%	\$6,434,658	\$232.78	4.6%	\$273.54	311	4.3%
2020	240	\$1.5B	3.2%	\$6,744,633	\$215.09	5.0%	\$217.84	248	4.7%
2019	344	\$1.3B	2.9%	\$5,273,635	\$218.64	4.6%	\$186.51	212	5.1%
2018	445	\$1.1B	3.6%	\$4,745,259	\$181.46	4.9%	\$169.05	192	5.2%
2017	523	\$1.1B	4.2%	\$3,905,905	\$148.74	5.7%	\$151.59	172	5.3%
2016	432	\$971.2M	3.3%	\$3,314,557	\$147.86	5.7%	\$143.64	163	5.1%
2015	476	\$1.1B	4.2%	\$3,188,160	\$122.87	6.4%	\$131.36	149	5.2%
2014	421	\$974.9M	4.2%	\$3,481,826	\$104.22	5.4%	\$113.51	129	5.6%
2013	337	\$755.5M	3.6%	\$2,974,315	\$94.51	6.8%	\$100.93	115	5.9%
2012	471	\$707.2M	4.3%	\$2,689,107	\$91.60	7.3%	\$92.76	106	6.1%

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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	-	-	-	-	-	-	\$417.54	433	4.8%
2026	-	-	-	-	-	-	\$388.80	404	4.8%
2025	-	-	-	-	-	-	\$354.30	368	4.9%
2024	-	-	-	-	-	-	\$321.88	334	5.1%
2023	-	-	-	-	-	-	\$324.37	337	4.8%
YTD	261	\$1.9B	1.0%	\$8,232,876	\$371.74	5.2%	\$336.50	349	4.5%
2022	727	\$6.2B	3.3%	\$9,099,714	\$314.30	4.3%	\$331.66	344	4.4%
2021	926	\$5.2B	3.6%	\$5,858,426	\$244.43	4.6%	\$298.55	310	4.2%
2020	660	\$3.6B	2.8%	\$5,933,371	\$230.05	4.5%	\$238.17	247	4.7%
2019	794	\$3.2B	3.4%	\$5,497,273	\$201.06	4.5%	\$203.42	211	5.0%
2018	1,155	\$3.4B	3.7%	\$4,973,202	\$200.53	5.1%	\$183.73	191	5.1%
2017	1,296	\$3.3B	4.1%	\$4,245,411	\$156.89	4.6%	\$164.69	171	5.2%
2016	1,060	\$2.6B	3.9%	\$3,799,939	\$144.38	5.0%	\$156.98	163	5.1%
2015	1,243	\$2.8B	5.0%	\$3,583,560	\$135.11	5.3%	\$144.18	150	5.1%
2014	1,022	\$2B	3.2%	\$2,716,225	\$118.04	6.0%	\$124.58	129	5.5%
2013	939	\$1.7B	3.5%	\$2,452,161	\$92.43	6.9%	\$110.88	115	5.8%
2012	1,079	\$1.9B	4.4%	\$2,953,137	\$97.94	7.1%	\$102.03	106	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	-	-	-	-	-	-	\$557.37	384	5.0%
2026	-	-	-	-	-	-	\$519.72	358	5.0%
2025	-	-	-	-	-	-	\$474.42	327	5.1%
2024	-	-	-	-	-	-	\$431.91	297	5.2%
2023	-	-	-	-	-	-	\$434.89	299	5.0%
YTD	48	\$341.7M	1.1%	\$7,271,001	\$547.48	4.8%	\$450.29	310	4.7%
2022	136	\$641M	5.7%	\$6,284,683	\$262.38	5.3%	\$446.66	308	4.5%
2021	117	\$1.1B	5.5%	\$9,725,614	\$351.63	5.4%	\$412.29	284	4.3%
2020	92	\$351M	2.3%	\$4,442,645	\$269.84	5.9%	\$333.23	229	4.8%
2019	109	\$535.9M	3.3%	\$6,379,669	\$304.61	6.1%	\$290.80	200	5.1%
2018	132	\$682.7M	4.6%	\$6,966,026	\$292.76	5.5%	\$265.49	183	5.2%
2017	134	\$345.3M	4.0%	\$4,315,679	\$206.16	5.7%	\$241.64	166	5.3%
2016	128	\$557.6M	5.6%	\$5,260,544	\$181.97	6.0%	\$231.45	159	5.1%
2015	173	\$477.7M	5.5%	\$4,464,114	\$202.23	6.2%	\$212.79	147	5.1%
2014	137	\$319.2M	4.7%	\$3,469,946	\$148.31	6.4%	\$184.42	127	5.5%
2013	122	\$202M	2.8%	\$2,295,158	\$159.27	7.7%	\$165.37	114	5.8%
2012	136	\$158.5M	3.2%	\$2,232,469	\$138.44	8.8%	\$152.94	105	6.0%

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