

# CoStar Industrial Statistics

Mid-Year 2018

## Los Angeles Industrial Market



**CoStar**<sup>TM</sup>  
The knowledge market

## IMPORTANT FEATURE ANNOUNCEMENT

### New Market Reports Now Available

**Market Reports have received a major upgrade.**

The new reports are dynamic: You can now run a report anytime.  
They also incorporate many more markets and submarkets,  
and include five-year forecasts for several KPIs.

These new reports can be found at the Markets & Submarkets  
link on [CoStar.com](https://CoStar.com) under the Analytics menu.

This legacy report will be phased out later this year.



# Los Angeles Industrial Market



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## Methodology

The CoStar Industrial Statistics calculates Industrial statistics using CoStar Group's base of existing, under construction and under renovation Industrial buildings in each given metropolitan area. All Industrial building types are included, including warehouse, flex / research & development, distribution, manufacturing, industrial showroom, and service buildings, in both single-tenant and multi-tenant buildings, including owner-occupied buildings. CoStar Group's global database includes approximately 119 billion square feet of coverage in 5.4 million properties. All rental rates reported in the CoStar Industrial Report are calculated using the quoted rental rate for each property.

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# Los Angeles Industrial Market



## Terms & Definitions

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

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

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

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

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

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

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

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

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

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

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

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

**Deliveries:** Buildings that complete construction during a specified period of time. In order for space to be considered delivered, a certi-

cate of occupancy must have been issued for the property.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

tenant needs. (See also: Tenancy).

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**SF:** Abbreviation for Square Feet.

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

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

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

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

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

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

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

**Under Construction:** Buildings in a state of construction, up until they receive their certificate of occupancy. In order for CoStar to consider a building under construction, the site must have a concrete foundation in place. Abbreviated UC.

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

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

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

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

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

# Los Angeles Industrial Market



Overview

## Los Angeles's Vacancy Increases to 2.7%

Net Absorption Negative (1,471,091) SF in the Quarter

The Los Angeles Industrial market ended the second quarter 2018 with a vacancy rate of 2.7%. The vacancy rate was up over the previous quarter, with net absorption totaling negative (1,471,091) square feet in the second quarter. Vacant sublease space decreased in the quarter, ending the quarter at 2,561,589 square feet. Rental rates ended the second quarter at \$11.95, an increase over the previous quarter. A total of 10 buildings delivered to the market in the quarter totaling 1,509,858 square feet, with 3,294,108 square feet still under construction at the end of the quarter.

### Absorption

Net absorption for the overall Los Angeles Industrial market was negative (1,471,091) square feet in the second quarter 2018. That compares to negative (1,276,531) square feet in the first quarter 2018, positive 2,697,805 square feet in the fourth quarter 2017, and positive 2,696,755 square feet in the third quarter 2017.

Tenants moving out of large blocks of space in 2018 include: .99 Cent Only moving out of (631,264) square feet at Commerce Distribution Ctr - Bldg 11, Kalstar Enterprises LLC moving out of (625,944) square feet at 601 Kinetic Dr, and Von's Distribution Center moving out of (500,685) square feet at Goodman Gateway Santa Fe Springs.

Tenants moving into large blocks of space in 2018 include: Hand Air Express LLC moving into 477,695 square feet at LA Regional Distribution Ctr, UPS moving into 477,008 square feet at 16301 Trojan Way, and Fashion Nova moving into 403,635 square feet at Goodman Logistics Center - Building 1.

The Flex building market recorded net absorption of

negative (263,911) square feet in the second quarter 2018, compared to negative (497,190) square feet in the first quarter 2018, positive 5,033 in the fourth quarter 2017, and negative (23,903) in the third quarter 2017.

The Warehouse building market recorded net absorption of negative (1,207,180) square feet in the second quarter 2018 compared to negative (779,341) square feet in the first quarter 2018, positive 2,692,772 in the fourth quarter 2017, and positive 2,720,658 in the third quarter 2017.

### Vacancy

The Industrial vacancy rate in the Los Angeles market area increased to 2.7% at the end of the second quarter 2018. The vacancy rate was 2.4% at the end of the first quarter 2018, 2.1% at the end of the fourth quarter 2017, and 2.2% at the end of the third quarter 2017.

Flex projects reported a vacancy rate of 5.3% at the end of the second quarter 2018, 4.9% at the end of the first quarter 2018, 4.3% at the end of the fourth quarter 2017, and 4.3% at the end of the third quarter 2017.

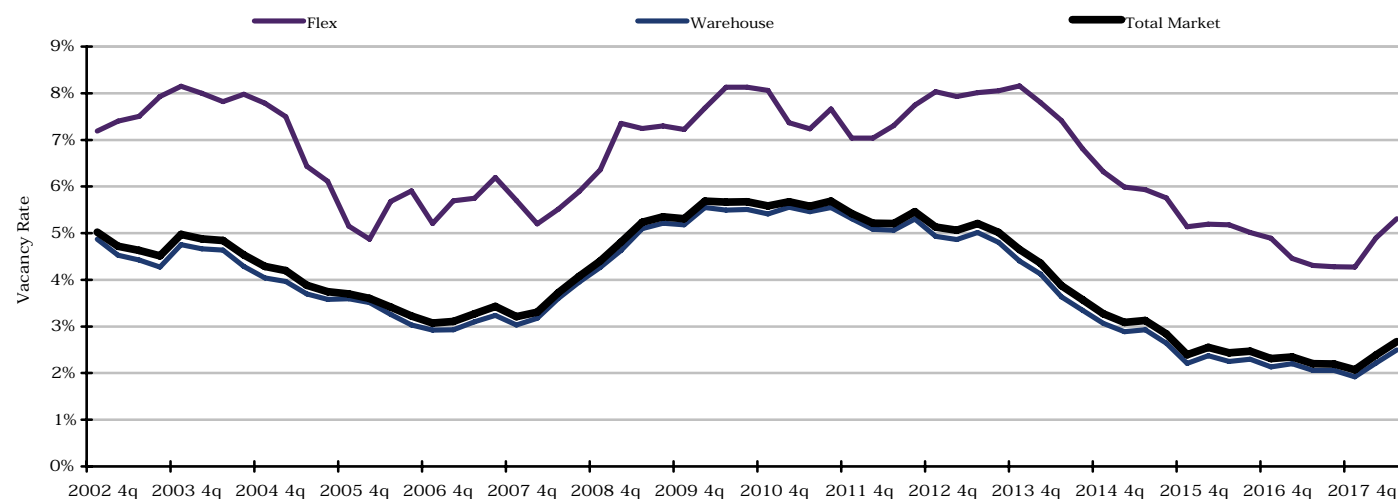
Warehouse projects reported a vacancy rate of 2.5% at the end of the second quarter 2018, 2.2% at the end of first quarter 2018, 1.9% at the end of the fourth quarter 2017, and 2.1% at the end of the third quarter 2017.

### Largest Lease Signings

The largest lease signings occurring in 2018 included: the 989,809-square-foot lease signed by DAMCO Distribution at Goodman Gateway Santa Fe Springs in the Mid Counties-LA market; the 512,490-square-foot deal signed by Nordstrom at

## Vacancy Rates by Building Type

1998-2018



Source: CoStar Property®

Bridge Point South Bay in the Torrance/Beach Cities market; and the 477,695-square-foot lease signed by Hand Air Express LLC at LA Regional Distribution Center in the Upper SGV market.

## Sublease Vacancy

The amount of vacant sublease space in the Los Angeles market decreased to 2,561,589 square feet by the end of the second quarter 2018, from 2,602,100 square feet at the end of the first quarter 2018. There was 1,656,894 square feet vacant at the end of the fourth quarter 2017 and 1,987,306 square feet at the end of the third quarter 2017.

Los Angeles's Flex projects reported vacant sublease space of 488,126 square feet at the end of second quarter 2018, up from the 485,339 square feet reported at the end of the first quarter 2018. There were 295,025 square feet of sublease space vacant at the end of the fourth quarter 2017, and 156,532 square feet at the end of the third quarter 2017.

Warehouse projects reported decreased vacant sublease space from the first quarter 2018 to the second quarter 2018. Sublease vacancy went from 2,116,761 square feet to 2,073,463 square feet during that time. There was 1,361,869 square feet at the end of the fourth quarter 2017, and 1,830,774 square feet at the end of the third quarter 2017.

## Rental Rates

The average quoted asking rental rate for available Industrial space was \$11.95 per square foot per year at the end of the second quarter 2018 in the Los Angeles market area. This represented a 2.2% increase in quoted rental rates from the end of the first quarter 2018, when rents were reported at \$11.69 per square foot.

The average quoted rate within the Flex sector was \$21.37 per square foot at the end of the second quarter 2018, while Warehouse rates stood at \$11.10. At the end of the first quarter 2018, Flex rates were \$21.08 per square foot, and Warehouse

rates were \$10.86.

## Deliveries and Construction

During the second quarter 2018, 10 buildings totaling 1,509,858 square feet were completed in the Los Angeles market area. This compares to 23 buildings totaling 2,063,824 square feet that were completed in the first quarter 2018, 12 buildings totaling 1,490,615 square feet completed in the fourth quarter 2017, and 2,426,493 square feet in 29 buildings completed in the third quarter 2017.

There were 3,294,108 square feet of Industrial space under construction at the end of the second quarter 2018.

Some of the notable 2018 deliveries include: Bridge Point South Bay, a 512,490-square-foot facility that delivered in second quarter 2018 and is now 100% occupied, and 16301 Trojan Way, a 477,008-square-foot building that delivered in second quarter 2018 and is now 100% occupied.

The largest projects underway at the end of second quarter 2018 were Goodman Logistics Center - Building 2, a 506,465-square-foot building with 100% of its space pre-leased, and CT Industry Center - Bldg A, a 224,116-square-foot facility that is 100% pre-leased.

## Inventory

Total Industrial inventory in the Los Angeles market area amounted to 1,000,044,855 square feet in 37,558 buildings as of the end of the second quarter 2018. The Flex sector consisted of 63,756,781 square feet in 2,899 projects. The Warehouse sector consisted of 936,288,074 square feet in 34,659 buildings. Within the Industrial market there were 5,075 owner-occupied buildings accounting for 195,884,515 square feet of Industrial space.

## Sales Activity

Tallying industrial building sales of 15,000 square feet or larger, Los Angeles industrial sales figures fell during the first quarter 2018 in terms of dollar volume compared to the fourth quarter of 2017.

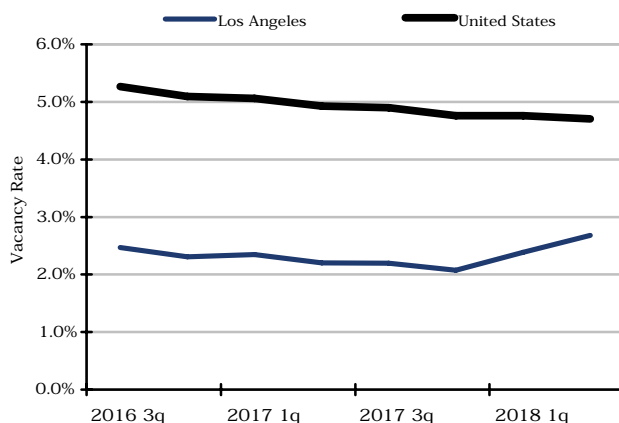
In the first quarter, 87 industrial transactions closed with a total volume of \$780,041,365. The 87 buildings totaled 4,758,552 square feet and the average price per square foot equated to \$163.92 per square foot. That compares to 112 transactions totaling \$1,155,293,769 in the fourth quarter. The total square footage was 7,919,597 for an average price per square foot of \$145.88.

Total year-to-date industrial building sales activity in 2018 is up compared to the previous year. In the first three months of 2018, the market saw 87 industrial sales transactions with a total volume of \$780,041,365. The price per square foot has averaged \$163.92 this year. In the first three months of 2017, the market posted 89 transactions with a total volume of \$560,534,650. The price per square foot averaged \$136.84.

Cap rates have been lower in 2018, averaging 5.59%,

## U.S. Vacancy Comparison

Past 8 Quarters



Source: CoStar Property®



# Los Angeles Industrial Market



Overview

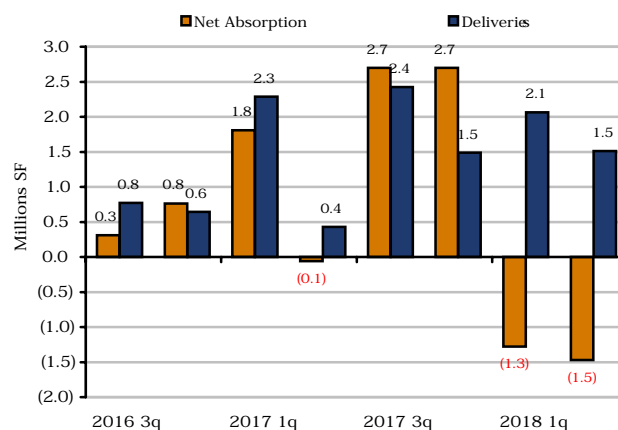
compared to the first three months of last year when they averaged 5.84%.

One of the largest transactions that has occurred within the last four quarters in the Los Angeles market is the leasehold interest sale of 1800 Stewart St in Santa Monica. This 159,470-square-foot industrial building sold for \$130,000,000, or \$815.20 per square foot. The improvements sold on 4/10/2018 to Kite Pharma, Inc.

Reports compiled by: Adam Jarrett, Pharoeth Mendoza, and Joyce Sisson, CoStar Research Managers.

## Absorption & Deliveries

Past 8 Quarters



Source: CoStar Property®

## CoStar Submarket Clusters & Submarkets

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

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

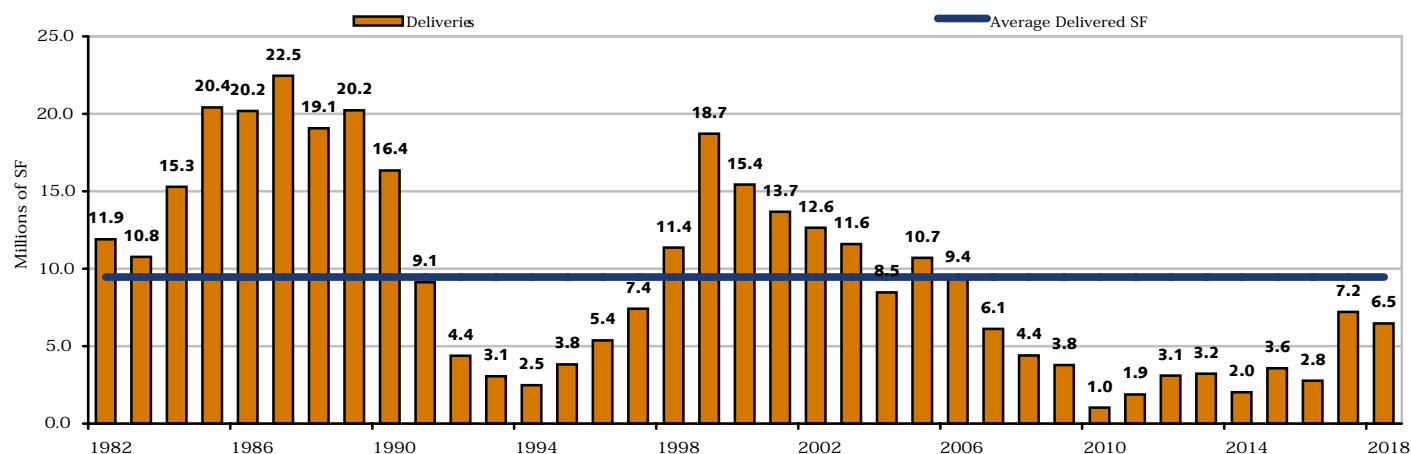
# Los Angeles Industrial Market



Inventory &amp; development

## Historical Deliveries

1982 - 2018



Source: CoStar Property®

\* Future deliveries based on current under construction buildings.

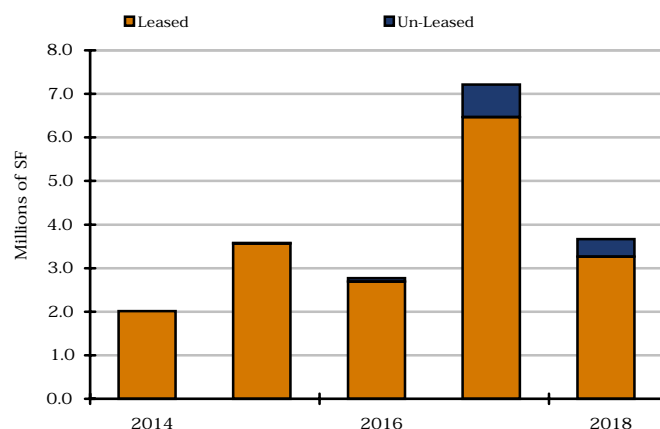
## CONSTRUCTION ACTIVITY Markets Ranked by Under Construction RBA

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
Lower SGV Ind	11	1,015,879	406,770	40.0%	54,835	92,353
Mid Counties-LA Ind	3	675,161	604,465	89.5%	35,206	225,054
Conejo Valley Ind	9	471,104	187,602	39.8%	29,205	52,345
Vernon Area Ind	4	237,500	185,000	77.9%	36,509	59,375
Ventura County Ind	4	197,722	86,949	44.0%	22,960	49,430
Eastern SGV Ind	2	143,252	69,200	48.3%	25,364	71,626
Gardena/110 Corridor Ind	1	110,500	0	0.0%	21,836	110,500
SCV/Lancaster/Palmdale Ind	1	100,000	100,000	100.0%	34,942	100,000
Upper SGV Ind	1	99,272	99,272	100.0%	21,921	99,272
SFV East Ind	1	94,894	94,894	100.0%	16,552	94,894
All Other	6	148,824	88,994	59.8%	25,383	24,804
<b>Totals</b>	<b>43</b>	<b>3,294,108</b>	<b>1,923,146</b>	<b>58.4%</b>	<b>26,627</b>	<b>76,607</b>

Source: CoStar Property®

## Recent Deliveries

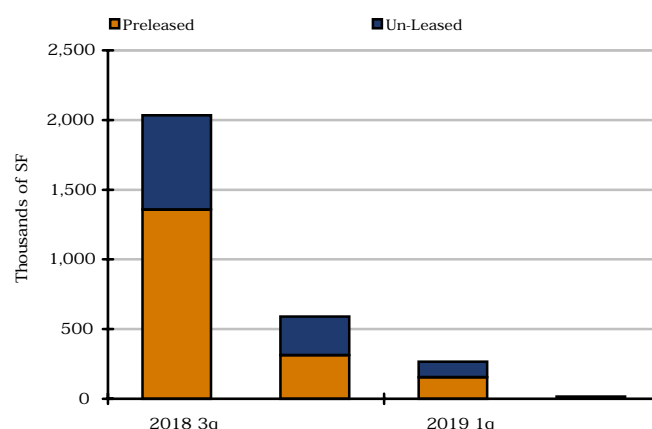
Leased &amp; Un-Leased SF in Deliveries Since 2014



Source: CoStar Property®

## Future Deliveries

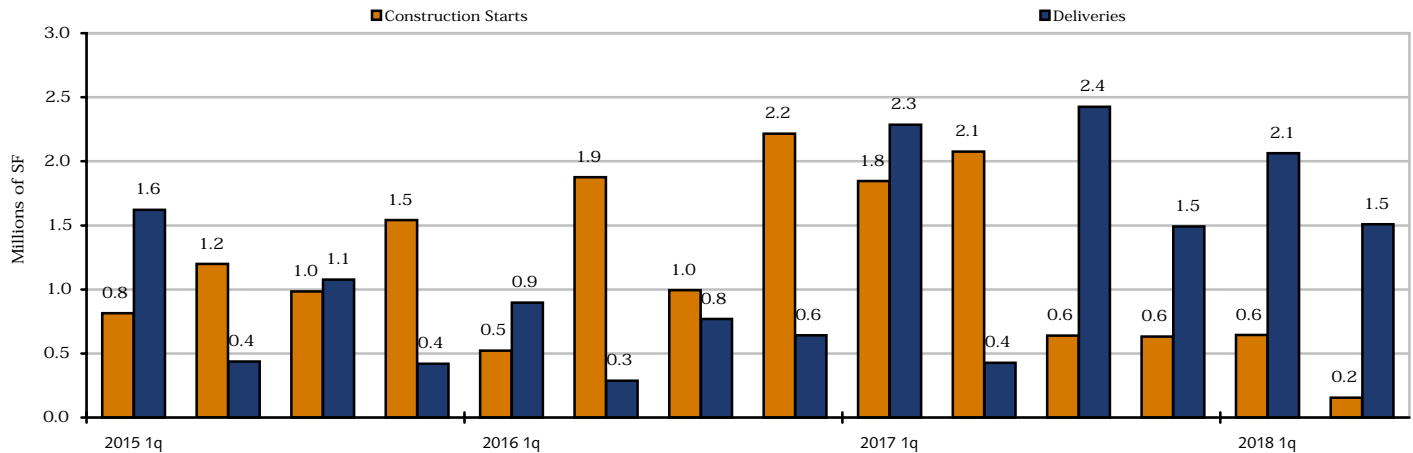
Preleased &amp; Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

## Historical Construction Starts & Deliveries

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

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

Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	16	466,117	377,952	81.1%	\$12.22	151,937	314,180
50,000 SF - 99,999 SF	8	635,639	635,639	100.0%	\$19.80	470,725	164,914
100,000 SF - 249,999 SF	6	873,717	559,701	64.1%	\$8.48	423,016	450,701
250,000 SF - 499,999 SF	3	1,176,133	1,176,133	100.0%	\$0.00	1,176,133	0
>= 500,000 SF	1	512,490	512,490	100.0%	\$0.00	512,490	0

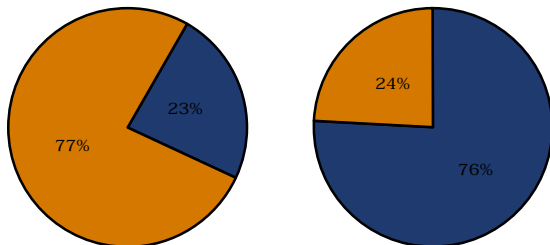
Source: CoStar Property®

## Recent Development by Tenancy

Based on RBA Developed for Single & Multi-Tenant Use

2018 Deliveries

Currently Under Construction



■ Multi ■ Single

■ Multi ■ Single

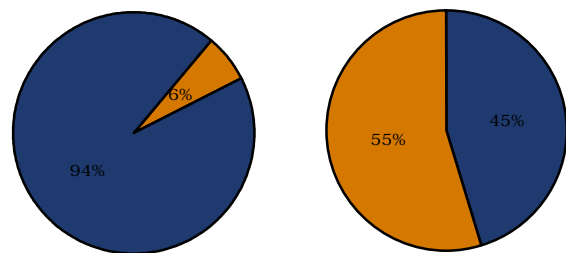
Source: CoStar Property®

## Existing Inventory Comparison

Based on Total RBA

By Building Type

By Tenancy Type



■ Flex ■ Warehouse

■ Multi ■ Single

Source: CoStar Property®

# Los Angeles Industrial Market



Inventory &amp; development

## Select Year-to-Date Deliveries

Based on Project Square Footage

<b>1. Bridge Point South Bay</b> Submarket: <b>Torrance/Beach Cities Industrial Market</b> RBA: <b>512,490</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>Second Quarter 2018</b> Leasing Co: <b>Cushman &amp; Wakefield</b> Developer: <b>N/A</b>	<b>2. 16301 Trojan Way</b> Submarket: <b>Mid Counties-LA Industrial Market</b> RBA: <b>477,008</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>Second Quarter 2018</b> Leasing Co: <b>Duke Realty Corporation</b> Developer: <b>Duke Realty Corporation</b>	<b>3. Goodman Logistics Center - Bldg 1</b> Submarket: <b>Mid Counties-LA Industrial Market</b> RBA: <b>403,635</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2016</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>CBRE</b> Developer: <b>Goodman North America</b>
<b>4. Goodman Logistics Center - Bldg 3</b> Submarket: <b>Mid Counties-LA Industrial Market</b> RBA: <b>295,490</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Third Quarter 2017</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>CBRE</b> Developer: <b>Goodman North America</b>	<b>5. Arcadia Logistics Center - Bldg 1</b> Submarket: <b>Upper SGV Industrial Market</b> RBA: <b>200,387</b> Occupied: <b>100%</b> Quoted Rate: <b>\$8.04</b> Grnd Brk Date: <b>Second Quarter 2017</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>Ashwill Associates</b> Developer: <b>N/A</b>	<b>6. Nelson Business Park - Bldg B</b> Submarket: <b>Lower SGV Industrial Market</b> RBA: <b>168,913</b> Occupied: <b>0%</b> Quoted Rate: <b>\$9.00</b> Grnd Brk Date: <b>Second Quarter 2017</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>Lee &amp; Associates</b> Developer: <b>N/A</b>
<b>7. 200 E Alondra Blvd</b> Submarket: <b>Gardena/110 Corridor Industrial Market</b> RBA: <b>145,103</b> Occupied: <b>0%</b> Quoted Rate: <b>Negotiable</b> Grnd Brk Date: <b>Fourth Quarter 2017</b> Deliv Date: <b>Second Quarter 2018</b> Leasing Co: <b>LAREM</b> Developer: <b>N/A</b>	<b>8. 1420 N McKinley Ave</b> Submarket: <b>Central LA Industrial Market</b> RBA: <b>136,685</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Second Quarter 2017</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>CBRE</b> Developer: <b>N/A</b>	<b>9. CT Industry Center - Bldg C</b> Submarket: <b>Lower SGV Industrial Market</b> RBA: <b>115,227</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Second Quarter 2017</b> Deliv Date: <b>Second Quarter 2018</b> Leasing Co: <b>N/A</b> Developer: <b>N/A</b>
<b>10. CT Azusa Center - Bldg C</b> Submarket: <b>Upper SGV Industrial Market</b> RBA: <b>107,402</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Second Quarter 2016</b> Deliv Date: <b>2018</b> Leasing Co: <b>CBRE</b> Developer: <b>N/A</b>	<b>11. 4490 Ayers Ave</b> Submarket: <b>Vernon Area Industrial Market</b> RBA: <b>94,769</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>Fourth Quarter 2016</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>N/A</b> Developer: <b>N/A</b>	<b>12. Conejo Spectrum - Bldg. 7</b> Submarket: <b>Conejo Valley Industrial Market</b> RBA: <b>90,580</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>Colliers International</b> Developer: <b>Sares-Regis Group</b>
<b>13. 1425 Mariner Dr.</b> Submarket: <b>Ventura County Industrial Market</b> RBA: <b>90,414</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>N/A</b> Deliv Date: <b>2018</b> Leasing Co: <b>Lee &amp; Associates</b> Developer: <b>Triliad Development</b>	<b>14. Bridge Point Santa Fe Springs - Bldg 2</b> Submarket: <b>Mid Counties-LA Industrial Market</b> RBA: <b>75,331</b> Occupied: <b>100%</b> Quoted Rate: <b>N/A</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>First Quarter 2018</b> Leasing Co: <b>Colliers International</b> Developer: <b>Bridge Development Partners</b>	<b>15. Conejo Vista Business Center</b> Submarket: <b>Conejo Valley Industrial Market</b> RBA: <b>74,500</b> Occupied: <b>95%</b> Quoted Rate: <b>\$19.80</b> Grnd Brk Date: <b>First Quarter 2017</b> Deliv Date: <b>2018</b> Leasing Co: <b>NAI Capital, Inc.</b> Developer: <b>N/A</b>

## Select Top Under Construction Properties

Based on Project Square Footage

### 1. Goodman Logistics Center - Bldg 2

Submarket: **Mid Counties-LA Industrial Market**  
 RBA: **506,465**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Second Quarter 2017**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **CBRE**  
 Developer: **Goodman North America**

### 2. CT Industry Center - Bldg A

Submarket: **Lower SGV Industrial Market**  
 RBA: **224,116**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2017**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **Forever Chestnut LLC**  
 Developer: **N/A**

### 3. 333 S Hacienda Blvd

Submarket: **Lower SGV Industrial Market**  
 RBA: **216,716**  
 Preleased: **0%**  
 Quoted Rate: **Negotiable**  
 Grnd Brk Date: **Second Quarter 2018**  
 Deliv Date: **Third Quarter 2019**  
 Leasing Co: **Lee & Associates**  
 Developer: **N/A**

### 4. 14750 Nelson Ave

Submarket: **Lower SGV Industrial Market**  
 RBA: **159,140**  
 Preleased: **17%**  
 Quoted Rate: **\$13.56**  
 Grnd Brk Date: **First Quarter 2018**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **Lee & Associates**  
 Developer: **N/A**

### 5. CT Industry Center - Bldg B

Submarket: **Lower SGV Industrial Market**  
 RBA: **155,600**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Third Quarter 2017**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **Fabulous Chestnut LLC**  
 Developer: **N/A**

### 6. 15100 S San Pedro St

Submarket: **Gardena/110 Corridor Industrial Market**  
 RBA: **110,500**  
 Preleased: **0%**  
 Quoted Rate: **Negotiable**  
 Grnd Brk Date: **Third Quarter 2017**  
 Deliv Date: **Fourth Quarter 2018**  
 Leasing Co: **DAUM Commercial Real Estate Service**  
 Developer: **N/A**

### 7. 27949 Hancock Pky

Submarket: **SCV/Lancaster/Palmdale Industrial Market**  
 RBA: **100,000**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2017**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **Hancock Parkway Properties LLC**  
 Developer: **Keane Constructors, Inc.**

### 8. 777 E Edna Pl

Submarket: **Upper SGV Industrial Market**  
 RBA: **99,272**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2017**  
 Deliv Date: **Fourth Quarter 2018**  
 Leasing Co: **N/A**  
 Developer: **Gran Covina LLC**

### 9. Conejo Spectrum

Submarket: **Conejo Valley Industrial Market**  
 RBA: **98,218**  
 Preleased: **0%**  
 Quoted Rate: **\$9.96**  
 Grnd Brk Date: **First Quarter 2017**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **Colliers International**  
 Developer: **Sares-Regis Group**

### 10. 9211 Sorensen Ave

Submarket: **Mid Counties-LA Industrial Market**  
 RBA: **98,000**  
 Preleased: **100%**  
 Quoted Rate: **\$11.46**  
 Grnd Brk Date: **Fourth Quarter 2017**  
 Deliv Date: **Second Quarter 2018**  
 Leasing Co: **DAUM Commercial Real Estate Service**  
 Developer: **N/A**

### 11. 10445 Glenoaks Blvd

Submarket: **SFV East Industrial Market**  
 RBA: **94,894**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **First Quarter 2018**  
 Deliv Date: **First Quarter 2019**  
 Leasing Co: **Xebec Realty Partners**  
 Developer: **N/A**

### 12. 2651 E 45th St

Submarket: **Vernon Area Industrial Market**  
 RBA: **90,000**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **First Quarter 2018**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **C.R. Laurence Co., Inc.**  
 Developer: **N/A**

### 13. 1258 S Reservoir St

Submarket: **Eastern SGV Industrial Market**  
 RBA: **74,052**  
 Preleased: **0%**  
 Quoted Rate: **\$10.20**  
 Grnd Brk Date: **N/A**  
 Deliv Date: **Third Quarter 2018**  
 Leasing Co: **Newmark Knight Frank**  
 Developer: **N/A**

### 14. 14141 Arbor Pl

Submarket: **Mid Counties-LA Industrial Market**  
 RBA: **70,696**  
 Preleased: **0%**  
 Quoted Rate: **Negotiable**  
 Grnd Brk Date: **Fourth Quarter 2017**  
 Deliv Date: **Fourth Quarter 2018**  
 Leasing Co: **Lee & Associates**  
 Developer: **N/A**

### 15. Traxx Corporation - E Grand Ave

Submarket: **Eastern SGV Industrial Market**  
 RBA: **69,200**  
 Preleased: **100%**  
 Quoted Rate: **N/A**  
 Grnd Brk Date: **Fourth Quarter 2017**  
 Deliv Date: **Fourth Quarter 2018**  
 Leasing Co: **Traxx Corporation**  
 Developer: **N/A**

# Los Angeles Industrial Market



Figures at a Glance

## Flex Market Statistics

Mid-Year 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Antelope Valley Ind	65	961,258	25,741	25,741	2.7%	(8,014)	0	0	\$10.58
Carson/Rancho Domingz Ind	45	1,527,142	118,859	120,859	7.9%	5,737	0	0	\$14.31
Catalina Island Ind	0	0	0	0	0.0%	0	0	0	\$0.00
Central LA Ind	333	5,808,786	370,890	430,076	7.4%	(56,646)	20,022	0	\$28.43
Commerce Area Ind	69	1,315,370	68,671	94,853	7.2%	15,984	0	0	\$13.37
Conejo Valley Ind	75	2,905,048	83,781	105,164	3.6%	(7,033)	0	0	\$14.22
East LA Cnty Outlying Ind	0	0	0	0	0.0%	0	0	0	\$0.00
Eastern SGV Ind	49	1,326,799	68,128	68,128	5.1%	7,710	0	0	\$9.70
El Segundo/Hawthorne Ind	65	2,306,343	380,532	422,112	18.3%	(386,865)	0	0	\$24.89
Gardena/110 Corridor Ind	38	890,430	28,116	28,116	3.2%	(6,531)	0	0	\$17.99
Long Beach Area Ind	106	1,729,602	34,881	38,199	2.2%	2,424	0	0	\$15.88
Lower SGV Ind	52	1,438,977	23,798	38,796	2.7%	(14,138)	0	0	\$15.05
Lynwood/Paramount Ind	11	145,599	2,374	2,374	1.6%	1,108	0	0	\$12.00
Mid Counties-LA Ind	173	3,905,076	105,978	105,978	2.7%	(35,381)	0	0	\$13.33
NE LA Cnty Outlying Ind	0	0	0	0	0.0%	0	0	0	\$0.00
Northwest SGV Ind	125	2,757,302	164,471	194,471	7.1%	(30,775)	0	0	\$16.29
SCV/Lancaster/Palmdale Ind	121	3,174,694	95,968	105,150	3.3%	21,268	0	0	\$15.24
SFV East Ind	370	6,030,154	154,633	285,413	4.7%	(23,037)	0	0	\$22.30
SFV West Ind	346	8,315,905	251,948	350,318	4.2%	(11,299)	0	0	\$13.48
Southwest SGV Ind	22	279,805	27,445	27,445	9.8%	(22,381)	0	0	\$15.42
Torrance/Beach Cities Ind	199	4,797,646	137,383	137,383	2.9%	(3,682)	0	0	\$17.57
Upper SGV Ind	110	2,149,746	24,584	24,584	1.1%	16,667	0	0	\$14.46
Ventura County Ind	79	2,434,859	104,450	104,450	4.3%	(12,649)	0	0	\$13.46
Vernon Area Ind	27	467,416	15,710	15,710	3.4%	(11,767)	0	0	\$16.02
Westside Ind	419	9,088,824	608,159	659,306	7.3%	(201,801)	0	0	\$35.69
<b>Totals</b>	<b>2,899</b>	<b>63,756,781</b>	<b>2,896,500</b>	<b>3,384,626</b>	<b>5.3%</b>	<b>(761,101)</b>	<b>20,022</b>	<b>0</b>	<b>\$21.37</b>

Source: CoStar Property®

## Warehouse Market Statistics

Mid-Year 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Antelope Valley Ind	354	9,382,589	160,276	160,276	1.7%	(2,102)	17,213	59,830	\$12.90
Carson/Rancho Domingz Ind	1,194	74,057,375	431,837	744,161	1.0%	(7,034)	0	0	\$10.11
Catalina Island Ind	1	2,160	0	0	0.0%	0	0	0	\$0.00
Central LA Ind	4,685	89,099,895	2,726,919	2,806,193	3.1%	(436,023)	156,685	17,860	\$14.73
Commerce Area Ind	1,638	75,122,335	1,622,331	1,670,388	2.2%	(1,080,471)	0	0	\$8.67
Conejo Valley Ind	630	17,684,555	198,981	205,923	1.2%	271,056	276,944	471,104	\$11.06
East LA Cnty Outlying Ind	2	21,317	2,400	2,400	11.3%	(2,400)	0	0	\$12.72
Eastern SGV Ind	1,055	26,674,841	286,362	357,347	1.3%	(56,590)	0	143,252	\$9.40
El Segundo/Hawthorne Ind	897	22,643,006	374,800	384,518	1.7%	40,800	0	3,525	\$16.92
Gardena/110 Corridor Ind	1,647	35,902,676	771,847	856,659	2.4%	(219,647)	186,245	110,500	\$9.99
Long Beach Area Ind	1,619	28,703,933	898,195	1,017,395	3.5%	(217,086)	32,027	0	\$18.00
Lower SGV Ind	1,509	84,157,881	2,042,904	2,385,608	2.8%	(646,736)	523,046	1,015,879	\$10.28
Lynwood/Paramount Ind	563	13,170,066	37,995	37,995	0.3%	300,077	4,986	0	\$9.03
Mid Counties-LA Ind	2,551	91,997,267	3,086,328	3,293,664	3.6%	(588,358)	1,397,830	675,161	\$9.90
NE LA Cnty Outlying Ind	1	1,583	0	0	0.0%	0	0	0	\$0.00
Northwest SGV Ind	1,240	20,892,343	618,587	648,587	3.1%	(158,245)	0	67,609	\$12.02
SCV/Lancaster/Palmdale Ind	552	20,341,040	1,479,966	1,526,669	7.5%	(326,406)	0	100,000	\$8.67
SFV East Ind	4,644	76,961,183	796,190	949,864	1.2%	124,875	0	94,894	\$15.12
SFV West Ind	1,623	37,847,701	673,797	742,667	2.0%	(89,598)	0	0	\$12.59
Southwest SGV Ind	1,026	11,269,386	196,640	196,640	1.7%	(59,361)	0	0	\$11.02
Torrance/Beach Cities Ind	860	31,817,014	820,914	844,933	2.7%	335,423	512,490	0	\$10.87
Upper SGV Ind	1,179	26,106,476	647,348	723,281	2.8%	1,016,671	307,789	99,272	\$9.22
Ventura County Ind	2,094	47,458,220	947,826	1,090,900	2.3%	217,298	43,636	197,722	\$8.37
Vernon Area Ind	2,207	81,094,150	2,275,861	2,474,162	3.1%	(183,936)	94,769	237,500	\$8.95
Westside Ind	888	13,879,082	221,883	273,420	2.0%	(218,728)	0	0	\$22.72
<b>Totals</b>	<b>34,659</b>	<b>936,288,074</b>	<b>21,320,187</b>	<b>23,393,650</b>	<b>2.5%</b>	<b>(1,986,521)</b>	<b>3,553,660</b>	<b>3,294,108</b>	<b>\$11.10</b>

Source: CoStar Property®



# Los Angeles Industrial Market

Figures at a Glance

## Total Industrial Market Statistics

Mid-Year 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Antelope Valley Ind	419	10,343,847	186,017	186,017	1.8%	(10,116)	17,213	59,830	\$12.69
Carson/Rancho Domingz Ind	1,239	75,584,517	550,696	865,020	1.1%	(1,297)	0	0	\$10.19
Catalina Island Ind	1	2,160	0	0	0.0%	0	0	0	\$0.00
Central LA Ind	5,018	94,908,681	3,097,809	3,236,269	3.4%	(492,669)	176,707	17,860	\$15.92
Commerce Area Ind	1,707	76,437,705	1,691,002	1,765,241	2.3%	(1,064,487)	0	0	\$8.94
Conejo Valley Ind	705	20,589,603	282,762	311,087	1.5%	264,023	276,944	471,104	\$11.65
East LA Cnty Outlying Ind	2	21,317	2,400	2,400	11.3%	(2,400)	0	0	\$12.72
Eastern SGV Ind	1,104	28,001,640	354,490	425,475	1.5%	(48,880)	0	143,252	\$9.43
El Segundo/Hawthorne Ind	962	24,949,349	755,332	806,630	3.2%	(346,065)	0	3,525	\$18.82
Gardena/110 Corridor Ind	1,685	36,793,106	799,963	884,775	2.4%	(226,178)	186,245	110,500	\$10.17
Long Beach Area Ind	1,725	30,433,535	933,076	1,055,594	3.5%	(214,662)	32,027	0	\$17.86
Lower SGV Ind	1,561	85,596,858	2,066,702	2,424,404	2.8%	(660,874)	523,046	1,015,879	\$10.34
Lynwood/Paramount Ind	574	13,315,665	40,369	40,369	0.3%	301,185	4,986	0	\$9.06
Mid Counties-LA Ind	2,724	95,902,343	3,192,306	3,399,642	3.5%	(623,739)	1,397,830	675,161	\$10.02
NE LA Cnty Outlying Ind	1	1,583	0	0	0.0%	0	0	0	\$0.00
Northwest SGV Ind	1,365	23,649,645	783,058	843,058	3.6%	(189,020)	0	67,609	\$12.87
SCV/Lancaster/Palmdale Ind	673	23,515,734	1,575,934	1,631,819	6.9%	(305,138)	0	100,000	\$9.03
SFV East Ind	5,014	82,991,337	950,823	1,235,277	1.5%	101,838	0	94,894	\$16.45
SFV West Ind	1,969	46,163,606	925,745	1,092,985	2.4%	(100,897)	0	0	\$12.74
Southwest SGV Ind	1,048	11,549,191	224,085	224,085	1.9%	(81,742)	0	0	\$11.07
Torrance/Beach Cities Ind	1,059	36,614,660	958,297	982,316	2.7%	331,741	512,490	0	\$12.09
Upper SGV Ind	1,289	28,256,222	671,932	747,865	2.6%	1,033,338	307,789	99,272	\$9.29
Ventura County Ind	2,173	49,893,079	1,052,276	1,195,350	2.4%	204,649	43,636	197,722	\$8.57
Vernon Area Ind	2,234	81,561,566	2,291,571	2,489,872	3.1%	(195,703)	94,769	237,500	\$8.97
Westside Ind	1,307	22,967,906	830,042	932,726	4.1%	(420,529)	0	0	\$30.09
<b>Totals</b>	<b>37,558</b>	<b>1,000,044,855</b>	<b>24,216,687</b>	<b>26,778,276</b>	<b>2.7%</b>	<b>(2,747,622)</b>	<b>3,573,682</b>	<b>3,294,108</b>	<b>\$11.95</b>

Source: CoStar Property®



# Los Angeles Industrial Market


**Figures at a Glance**

## Flex Submarket Statistics

Mid-Year 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Agoura Hills.	104	2,781,148	73,947	91,971	3.3%	(28,941)	0	0	\$20.30
Alhambra Ind	37	800,275	23,893	23,893	3.0%	(5,564)	0	0	\$16.73
Antelope Val.	65	961,258	25,741	25,741	2.7%	(8,014)	0	0	\$10.58
Arcadia/Sier.	22	267,961	10,300	10,300	3.8%	2,800	0	0	\$18.18
Azusa Ind	34	1,016,933	19,514	19,514	1.9%	(10,073)	0	0	\$14.64
Baldwin Park.	23	343,439	1,210	1,210	0.4%	0	0	0	\$13.37
Beach Cities.	25	699,282	17,972	17,972	2.6%	9,332	0	0	\$26.14
Burbank Ind	102	1,532,994	20,589	24,589	1.6%	(3,939)	0	0	\$21.58
Canoga Park .	49	603,019	29,095	29,095	4.8%	(27,745)	0	0	\$15.62
Carson Centr.	8	235,719	14,660	16,660	7.1%	851	0	0	\$13.53
Carson North.	2	67,385	17,327	17,327	25.7%	(327)	0	0	\$0.00
Carson South.	19	597,969	7,253	7,253	1.2%	6,904	0	0	\$13.30
Catalina Isl.	0	0	0	0	0.0%	0	0	0	\$0.00
Central Los .	333	5,808,786	370,890	430,076	7.4%	(56,646)	20,022	0	\$28.43
Central Vent.	21	784,791	72,515	72,515	9.2%	(159)	0	0	\$13.43
Cerritos Ind	22	683,455	16,759	16,759	2.5%	(9,240)	0	0	\$14.19
Chatsworth I.	154	4,195,338	161,737	260,107	6.2%	52,850	0	0	\$12.74
City of Indu.	6	110,845	0	0	0.0%	0	0	0	\$0.00
City of Indu.	10	135,286	2,080	2,080	1.5%	5,942	0	0	\$21.80
City of Indu.	3	163,583	0	14,998	9.2%	0	0	0	\$12.96
Claremont In.	4	55,733	0	0	0.0%	0	0	0	\$0.00
Commerce Ind	43	864,241	64,514	90,696	10.5%	(3,725)	0	0	\$12.34
Compton East.	3	10,642	0	0	0.0%	0	0	0	\$0.00
Compton West	3	62,281	0	0	0.0%	0	0	0	\$0.00
Covina Ind	30	337,234	2,600	2,600	0.8%	0	0	0	\$16.20
Diamond Bar	0	0	0	0	0.0%	0	0	0	\$0.00
Downey Ind	10	266,727	1,696	1,696	0.6%	(1,696)	0	0	\$15.97
Duarte Ind	5	65,630	0	0	0.0%	24,340	0	0	\$0.00
East LA Cnty.	0	0	0	0	0.0%	0	0	0	\$0.00
East San Fer.	90	2,063,099	16,625	18,405	0.9%	(14,205)	0	0	\$17.04
El Monte Ind	27	886,985	109,637	139,637	15.7%	(29,211)	0	0	\$11.86
El Segundo I.	33	1,561,295	370,602	412,182	26.4%	(383,647)	0	0	\$25.23
Encino Ind	0	0	0	0	0.0%	0	0	0	\$0.00
Gardena Cent.	11	294,856	17,204	17,204	5.8%	(2,191)	0	0	\$18.51
Gardena East.	1	8,723	0	0	0.0%	0	0	0	\$0.00
Gardena NE I.	0	0	0	0	0.0%	0	0	0	\$0.00
Gardena Nort.	5	83,298	0	0	0.0%	0	0	0	\$0.00
Gardena Nort.	6	141,161	0	0	0.0%	0	0	0	\$0.00
Gardena NW I.	1	25,725	0	0	0.0%	0	0	0	\$0.00
Gardena Sout.	14	336,667	10,912	10,912	3.2%	(4,340)	0	0	\$16.74
Glendale Ind	63	855,771	2,375	2,375	0.3%	1,056	0	0	\$18.73
Glendora Ind	13	186,851	0	0	0.0%	0	0	0	\$0.00
Hawthorne In.	12	449,432	2,680	2,680	0.6%	(2,680)	0	0	\$24.00
Industry/Hac.	9	479,610	2,990	2,990	0.6%	(2,990)	0	0	\$13.08
Industry/La	2	46,616	0	0	0.0%	0	0	0	\$0.00
Industry/Row.	7	208,751	1,728	1,728	0.8%	(1,728)	0	0	\$0.00
Inglewood In.	16	263,061	3,900	3,900	1.5%	1,662	0	0	\$23.89

Source: CoStar Property®



# Los Angeles Industrial Market

Figures at a Glance

## Flex Submarket Statistics

Mid-Year 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Irwindale In.	5	199,659	1,260	1,260	0.6%	2,400	0	0	\$13.33
La Mirada In.	10	191,800	16,529	16,529	8.6%	0	0	0	\$0.00
La Verne Ind	7	514,913	26,256	26,256	5.1%	1,536	0	0	\$8.93
Lakewood Ind	1	3,600	0	0	0.0%	0	0	0	\$0.00
Lawndale Ind	4	32,555	3,350	3,350	10.3%	(2,200)	0	0	\$14.07
Long Beach N.	24	581,646	7,780	7,780	1.3%	11,446	0	0	\$13.09
Long Beach S.	21	351,437	2,487	2,487	0.7%	5,600	0	0	\$17.17
Long Beach S.	8	83,027	3,250	3,250	3.9%	0	0	0	\$0.00
Lynwood Ind	1	3,867	0	0	0.0%	0	0	0	\$0.00
Monrovia Ind	31	567,992	20,641	20,641	3.6%	1,200	0	0	\$15.51
Montebello/W	26	451,129	4,157	4,157	0.9%	19,709	0	0	\$21.88
Moorpark/Sim	30	874,113	26,324	26,324	3.0%	(7,381)	0	0	\$14.92
NE LA Cnty O.	0	0	0	0	0.0%	0	0	0	\$0.00
North Hollyw.	18	236,895	0	0	0.0%	0	0	0	\$0.00
Northridge I.	131	3,023,300	40,456	40,456	1.3%	(28,248)	0	0	\$13.65
Norwalk/Bell.	10	145,871	0	0	0.0%	0	0	0	\$8.91
Oxnard/Pt Hu.	26	911,864	9,711	9,711	1.1%	0	0	0	\$16.80
Paramount No	4	51,711	0	0	0.0%	0	0	0	\$0.00
Paramount So.	6	90,021	2,374	2,374	2.6%	1,108	0	0	\$12.00
Pasadena Ind	97	1,341,395	115,044	240,044	17.9%	(5,949)	0	0	\$24.80
Pomona North	2	138,100	0	0	0.0%	0	0	0	\$0.00
Pomona SE In.	7	55,157	0	0	0.0%	0	0	0	\$0.00
Pomona SW In	2	52,794	32,294	32,294	61.2%	0	0	0	\$9.00
Rancho Domin	10	553,146	79,619	79,619	14.4%	(1,691)	0	0	\$15.00
Rosemead Ind	1	180,000	0	0	0.0%	0	0	0	\$0.00
San Dimas In.	27	510,102	9,578	9,578	1.9%	6,174	0	0	\$12.22
San Gabriel	5	39,759	0	0	0.0%	0	0	0	\$24.00
San Pedro In.	7	37,564	1,200	1,200	3.2%	(1,200)	0	0	\$16.98
Santa Clarit.	121	3,174,694	95,968	105,150	3.3%	21,268	0	0	\$15.24
Santa Fe Spr.	121	2,617,223	70,994	70,994	2.7%	(24,445)	0	0	\$13.25
Signal Hill .	38	614,139	18,364	21,682	3.5%	(13,422)	0	0	\$17.40
South El Mon.	11	136,480	25,000	25,000	18.3%	(25,000)	0	0	\$0.00
South El Mon.	2	12,615	0	0	0.0%	0	0	0	\$0.00
South El Mon.	9	130,710	2,445	2,445	1.9%	2,619	0	0	\$15.42
Tarzana Ind	2	35,246	9,800	9,800	27.8%	(7,450)	0	0	\$15.00
Temple City	2	14,330	0	0	0.0%	0	0	0	\$0.00
Thousand Oak	45	2,030,935	57,457	78,840	3.9%	348	0	0	\$14.10
Torrance Cen.	16	151,348	10,520	10,520	7.0%	(10,520)	0	0	\$18.81
Torrance NE .	44	1,443,960	38,261	38,261	2.6%	(7,385)	0	0	\$14.71
Torrance NW .	86	1,964,048	41,995	41,995	2.1%	14,979	0	0	\$16.62
Torrance Sou.	28	539,008	28,635	28,635	5.3%	(10,088)	0	0	\$16.73
Ventura Ind	32	738,204	22,224	22,224	3.0%	(12,490)	0	0	\$12.51
Vernon Ind	27	467,416	15,710	15,710	3.4%	(11,767)	0	0	\$16.02
West Covina/.	15	294,286	17,000	17,000	5.8%	(15,362)	0	0	\$15.47
Westside Ind	315	6,307,676	534,212	567,335	9.0%	(172,860)	0	0	\$41.60
Wilmington I.	7	58,189	1,800	1,800	3.1%	0	0	0	\$7.20
Woodland Hil.	10	459,002	10,860	10,860	2.4%	(706)	0	0	\$20.28
<b>Totals</b>	<b>2,899</b>	<b>63,756,781</b>	<b>2,896,500</b>	<b>3,384,626</b>	<b>5.3%</b>	<b>(761,101)</b>	<b>20,022</b>	<b>0</b>	<b>\$21.37</b>

Source: CoStar Property®

## Los Angeles Industrial Market



Figures at a Glance

## Warehouse Submarket Statistics

Mid-Year 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Agoura Hills.	35	752,073	17,628	38,991	5.2%	(17,628)	0	0	\$14.42
Alhambra Ind	257	3,843,252	66,948	66,948	1.7%	(30,738)	0	0	\$11.61
Antelope Val.	354	9,382,589	160,276	160,276	1.7%	(2,102)	17,213	59,830	\$12.90
Arcadia/Sier.	127	1,401,746	30,022	30,022	2.1%	(11,951)	0	0	\$10.38
Azusa Ind	315	7,542,846	65,484	74,715	1.0%	247,834	107,402	0	\$10.20
Baldwin Park.	307	4,438,467	233,878	233,878	5.3%	(40,693)	0	0	\$11.17
Beach Cities.	68	2,142,838	11,929	11,929	0.6%	(5,082)	0	0	\$19.04
Burbank Ind	1,038	13,498,631	103,074	136,718	1.0%	130,898	0	0	\$17.92
Canoga Park .	321	5,427,989	112,186	113,526	2.1%	(43,954)	0	0	\$14.77
Carson Centr.	262	20,173,217	67,081	153,209	0.8%	256,942	0	0	\$10.90
Carson North.	127	5,264,426	40,000	48,500	0.9%	24,372	0	0	\$10.75
Carson South.	151	12,221,525	37,936	54,336	0.4%	(44,536)	0	0	\$10.86
Catalina Isl.	1	2,160	0	0	0.0%	0	0	0	\$0.00
Central Los .	4,685	89,099,895	2,726,919	2,806,193	3.1%	(436,023)	156,685	17,860	\$14.73
Central Vent.	496	13,268,415	362,699	433,452	3.3%	20,757	0	197,722	\$8.22
Cerritos Ind	327	13,404,902	335,413	335,413	2.5%	(190,988)	0	70,696	\$9.16
Chatsworth I.	496	15,829,715	443,584	486,514	3.1%	(42,396)	0	0	\$11.12
City of Indu.	245	11,457,194	174,869	174,869	1.5%	254,968	263,967	597,173	\$10.75
City of Indu.	317	23,588,613	87,962	112,961	0.5%	41,536	0	0	\$12.07
City of Indu.	70	5,085,352	41,044	294,739	5.8%	(232,268)	0	0	\$10.12
Claremont In.	23	613,977	9,811	9,811	1.6%	(9,811)	0	0	\$10.70
Commerce Ind	942	47,732,225	1,052,460	1,075,477	2.3%	(802,540)	0	0	\$7.82
Compton East.	128	2,648,148	12,088	12,088	0.5%	(65,146)	0	0	\$8.31
Compton West	221	14,010,941	62,101	68,101	0.5%	160,864	0	0	\$10.06
Covina Ind	190	2,141,809	62,976	62,976	2.9%	(29,065)	0	99,272	\$9.66
Diamond Bar	2	32,630	0	0	0.0%	0	0	0	\$0.00
Downey Ind	292	7,252,941	130,427	156,831	2.2%	(44,313)	0	0	\$11.67
Duarte Ind	65	1,388,768	46,139	46,139	3.3%	(40,326)	0	0	\$11.71
East LA Cnty.	2	21,317	2,400	2,400	11.3%	(2,400)	0	0	\$12.72
East San Fer.	2,389	45,353,537	523,167	537,197	1.2%	(44,768)	0	94,894	\$13.94
El Monte Ind	396	8,847,973	436,061	441,061	5.0%	(83,372)	0	67,609	\$11.70
El Segundo I.	257	9,137,534	153,332	158,332	1.7%	134,963	0	0	\$20.22
Encino Ind	1	2,005	0	0	0.0%	0	0	0	\$0.00
Gardena Cent.	468	9,609,083	316,278	316,278	3.3%	(12,950)	145,103	0	\$9.60
Gardena East.	185	6,406,297	35,412	48,372	0.8%	(32,772)	0	110,500	\$7.58
Gardena NE I.	248	6,383,843	147,503	147,503	2.3%	(143,403)	0	0	\$10.36
Gardena Nort.	162	3,908,272	84,940	100,030	2.6%	(53,040)	0	0	\$13.66
Gardena Nort.	351	4,919,445	128,369	134,481	2.7%	29,962	41,142	0	\$10.23
Gardena NW I.	10	92,072	2,300	2,300	2.5%	6,932	0	0	\$18.00
Gardena Sout.	223	4,583,664	57,045	107,695	2.3%	(14,376)	0	0	\$8.67
Glendale Ind	613	9,038,787	71,989	71,989	0.8%	(21,698)	0	0	\$16.75
Glendora Ind	55	753,369	14,257	14,257	1.9%	10,082	0	0	\$13.34
Hawthorne In.	281	8,181,062	101,710	106,428	1.3%	(53,092)	0	0	\$15.30
Industry/Hac.	360	18,251,432	849,787	866,107	4.7%	(481,389)	232,567	418,706	\$10.69
Industry/La .	148	9,457,550	30,063	33,063	0.3%	13,461	0	0	\$7.57
Industry/Row.	234	13,235,628	728,868	773,558	5.8%	(177,695)	0	0	\$9.98
Inglewood In.	305	4,878,883	106,758	106,758	2.2%	(28,071)	0	3,525	\$16.38

Source: CoStar Property®



# Los Angeles Industrial Market

Figures at a Glance

## Warehouse Submarket Statistics

Mid-Year 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Irwindale In.	247	9,841,217	224,614	291,316	3.0%	868,839	200,387	0	\$8.52
La Mirada In.	198	13,328,926	355,284	355,284	2.7%	377,211	477,008	0	\$9.50
La Verne Ind	143	2,906,374	7,318	13,743	0.5%	49,153	0	0	\$9.40
Lakewood Ind	17	257,537	0	0	0.0%	0	0	0	\$0.00
Lawndale Ind	54	445,527	13,000	13,000	2.9%	(13,000)	0	0	\$16.45
Long Beach N.	285	6,493,759	280,163	281,863	4.3%	(88,790)	0	0	\$22.85
Long Beach S.	309	7,610,752	375,222	375,222	4.9%	(32,751)	32,027	0	\$17.27
Long Beach S.	459	4,995,828	137,613	137,613	2.8%	(13,052)	0	0	\$19.68
Lynwood Ind	203	5,898,646	19,680	19,680	0.3%	210,707	0	0	\$8.72
Monrovia Ind	255	3,391,362	34,976	34,976	1.0%	13,673	0	0	\$13.13
Montebello/W	696	27,390,110	569,871	594,911	2.2%	(277,931)	0	0	\$10.34
Moorpark/Sim	402	11,503,609	110,519	117,461	1.0%	130,877	111,864	56,306	\$11.27
NE LA Cnty O.	1	1,583	0	0	0.0%	0	0	0	\$0.00
North Hollyw.	440	6,967,139	23,003	23,003	0.3%	44,386	0	0	\$14.05
Northridge I.	760	14,913,399	102,270	126,870	0.9%	4,504	0	0	\$15.21
Norwalk/Bell.	213	7,073,773	1,025,734	1,040,794	14.7%	(1,025,081)	0	0	\$10.37
Oxnard/Pt Hu.	817	23,020,782	285,664	288,284	1.3%	144,563	0	0	\$8.36
Paramount No	96	2,513,120	12,025	12,025	0.5%	33,001	0	0	\$9.86
Paramount So.	264	4,758,300	6,290	6,290	0.1%	56,369	4,986	0	\$8.64
Pasadena Ind	164	2,103,089	74,957	180,957	8.6%	16,057	0	0	\$14.23
Pomona North	135	2,595,572	30,983	30,983	1.2%	(21,246)	0	0	\$9.20
Pomona SE In.	440	11,581,373	191,520	196,020	1.7%	(44,327)	0	143,252	\$9.18
Pomona SW In	176	5,844,306	10,591	17,851	0.3%	12,596	0	0	\$8.92
Rancho Domin	305	19,739,118	212,631	407,927	2.1%	(339,530)	0	0	\$9.38
Rosemead Ind	83	1,921,120	26,955	51,955	2.7%	(24,608)	0	0	\$13.18
San Dimas In.	136	3,100,609	36,139	88,939	2.9%	(42,955)	0	0	\$10.51
San Gabriel .	95	1,179,154	23,625	23,625	2.0%	(21,249)	0	0	\$14.08
San Pedro In.	42	1,591,947	2,442	2,442	0.2%	6,500	0	0	\$12.06
Santa Clarit.	552	20,341,040	1,479,966	1,526,669	7.5%	(326,406)	0	100,000	\$8.67
Santa Fe Spr.	1,521	50,936,725	1,239,470	1,405,342	2.8%	294,813	920,822	604,465	\$10.30
Signal Hill .	310	4,577,127	83,608	83,608	1.8%	(43,106)	0	0	\$13.94
South El Mon.	574	6,308,324	132,580	132,580	2.1%	(92,370)	0	0	\$10.50
South El Mon.	292	2,685,601	29,727	29,727	1.1%	37,092	0	0	\$11.67
South El Mon.	160	2,275,461	34,333	34,333	1.5%	(4,083)	0	0	\$10.97
Tarzana Ind	24	480,524	0	0	0.0%	2,886	0	0	\$16.45
Temple City .	27	307,736	0	0	0.0%	0	0	0	\$9.03
Thousand Oak	228	6,180,946	88,462	88,462	1.4%	140,179	165,080	414,798	\$10.94
Torrance Cen.	164	2,787,013	80,767	80,767	2.9%	7,286	0	0	\$11.02
Torrance NE .	237	13,724,473	627,706	651,725	4.7%	101	512,490	0	\$10.40
Torrance NW .	127	6,098,184	71,042	71,042	1.2%	318,456	0	0	\$10.71
Torrance Sou.	264	7,064,506	29,470	29,470	0.4%	14,662	0	0	\$15.19
Ventura Ind	781	11,169,023	299,463	369,164	3.3%	51,978	43,636	0	\$8.81
Vernon Ind	2,207	81,094,150	2,275,861	2,474,162	3.1%	(183,936)	94,769	237,500	\$8.95
West Covina/.	135	3,082,112	130,311	130,311	4.2%	(65,349)	26,512	0	\$13.23
Westside Ind	853	13,127,009	204,255	234,429	1.8%	(201,100)	0	0	\$23.44
Wilmington I.	197	3,176,983	19,147	136,647	4.3%	(45,887)	0	0	\$13.38
Woodland Hil.	21	1,194,069	15,757	15,757	1.3%	(10,638)	0	0	\$16.85
<b>Totals</b>	<b>34,659</b>	<b>936,288,074</b>	<b>21,320,187</b>	<b>23,393,650</b>	<b>2.5%</b>	<b>(1,986,521)</b>	<b>3,553,660</b>	<b>3,294,108</b>	<b>\$11.10</b>

Source: CoStar Property®

# Los Angeles Industrial Market


**Figures at a Glance**

## Total Industrial Submarket Statistics

Mid-Year 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Agoura Hills.	139	3,533,221	91,575	130,962	3.7%	(46,569)	0	0	\$19.25
Alhambra Ind	294	4,643,527	90,841	90,841	2.0%	(36,302)	0	0	\$12.86
Antelope Val.	419	10,343,847	186,017	186,017	1.8%	(10,116)	17,213	59,830	\$12.69
Arcadia/Sier.	149	1,669,707	40,322	40,322	2.4%	(9,151)	0	0	\$13.26
Azusa Ind	349	8,559,779	84,998	94,229	1.1%	237,761	107,402	0	\$10.35
Baldwin Park.	330	4,781,906	235,088	235,088	4.9%	(40,693)	0	0	\$11.27
Beach Cities.	93	2,842,120	29,901	29,901	1.1%	4,250	0	0	\$24.16
Burbank Ind	1,140	15,031,625	123,663	161,307	1.1%	126,959	0	0	\$18.46
Canoga Park .	370	6,031,008	141,281	142,621	2.4%	(71,699)	0	0	\$14.79
Carson Centr.	270	20,408,936	81,741	169,869	0.8%	257,793	0	0	\$11.02
Carson North.	129	5,331,811	57,327	65,827	1.2%	24,045	0	0	\$10.75
Carson South.	170	12,819,494	45,189	61,589	0.5%	(37,632)	0	0	\$10.96
Catalina Isl.	1	2,160	0	0	0.0%	0	0	0	\$0.00
Central Los .	5,018	94,908,681	3,097,809	3,236,269	3.4%	(492,669)	176,707	17,860	\$15.92
Central Vent.	517	14,053,206	435,214	505,967	3.6%	20,598	0	197,722	\$8.48
Cerritos Ind	349	14,088,357	352,172	352,172	2.5%	(200,228)	0	70,696	\$9.24
Chatsworth I.	650	20,025,053	605,321	746,621	3.7%	10,454	0	0	\$11.43
City of Indu.	251	11,568,039	174,869	174,869	1.5%	254,968	263,967	597,173	\$10.75
City of Indu.	327	23,723,899	90,042	115,041	0.5%	47,478	0	0	\$12.23
City of Indu.	73	5,248,935	41,044	309,737	5.9%	(232,268)	0	0	\$10.29
Claremont In.	27	669,710	9,811	9,811	1.5%	(9,811)	0	0	\$10.70
Commerce Ind	985	48,596,466	1,116,974	1,166,173	2.4%	(806,265)	0	0	\$8.16
Compton East.	131	2,658,790	12,088	12,088	0.5%	(65,146)	0	0	\$8.31
Compton West	224	14,073,222	62,101	68,101	0.5%	160,864	0	0	\$10.06
Covina Ind	220	2,479,043	65,576	65,576	2.6%	(29,065)	0	99,272	\$10.03
Diamond Bar	2	32,630	0	0	0.0%	0	0	0	\$0.00
Downey Ind	302	7,519,668	132,123	158,527	2.1%	(46,009)	0	0	\$11.94
Duarte Ind	70	1,454,398	46,139	46,139	3.2%	(15,986)	0	0	\$11.71
East LA Cnty.	2	21,317	2,400	2,400	11.3%	(2,400)	0	0	\$12.72
East San Fer.	2,479	47,416,636	539,792	555,602	1.2%	(58,973)	0	94,894	\$14.25
El Monte Ind	423	9,734,958	545,698	580,698	6.0%	(112,583)	0	67,609	\$11.72
El Segundo I.	290	10,698,829	523,934	570,514	5.3%	(248,684)	0	0	\$23.01
Encino Ind	1	2,005	0	0	0.0%	0	0	0	\$0.00
Gardena Cent.	479	9,903,939	333,482	333,482	3.4%	(15,141)	145,103	0	\$10.01
Gardena East.	186	6,415,020	35,412	48,372	0.8%	(32,772)	0	110,500	\$7.58
Gardena NE I.	248	6,383,843	147,503	147,503	2.3%	(143,403)	0	0	\$10.36
Gardena Nort.	167	3,991,570	84,940	100,030	2.5%	(53,040)	0	0	\$13.66
Gardena Nort.	357	5,060,606	128,369	134,481	2.7%	29,962	41,142	0	\$10.23
Gardena NW I.	11	117,797	2,300	2,300	2.0%	6,932	0	0	\$18.00
Gardena Sout.	237	4,920,331	67,957	118,607	2.4%	(18,716)	0	0	\$9.08
Glendale Ind	676	9,894,558	74,364	74,364	0.8%	(20,642)	0	0	\$16.86
Glendora Ind	68	940,220	14,257	14,257	1.5%	10,082	0	0	\$13.34
Hawthorne In.	293	8,630,494	104,390	109,108	1.3%	(55,772)	0	0	\$15.41
Industry/Hac.	369	18,731,042	852,777	869,097	4.6%	(484,379)	232,567	418,706	\$10.70
Industry/La .	150	9,504,166	30,063	33,063	0.3%	13,461	0	0	\$7.57
Industry/Row.	241	13,444,379	730,596	775,286	5.8%	(179,423)	0	0	\$9.98
Inglewood In.	321	5,141,944	110,658	110,658	2.2%	(26,409)	0	3,525	\$16.69

Source: CoStar Property®



# Los Angeles Industrial Market

Figures at a Glance

## Total Industrial Submarket Statistics

Mid-Year 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Irwindale In.	252	10,040,876	225,874	292,576	2.9%	871,239	200,387	0	\$8.53
La Mirada In.	208	13,520,726	371,813	371,813	2.7%	377,211	477,008	0	\$9.50
La Verne Ind	150	3,421,287	33,574	39,999	1.2%	50,689	0	0	\$9.24
Lakewood Ind	18	261,137	0	0	0.0%	0	0	0	\$0.00
Lawndale Ind	58	478,082	16,350	16,350	3.4%	(15,200)	0	0	\$16.08
Long Beach N.	309	7,075,405	287,943	289,643	4.1%	(77,344)	0	0	\$22.21
Long Beach S.	330	7,962,189	377,709	377,709	4.7%	(27,151)	32,027	0	\$17.26
Long Beach S.	467	5,078,855	140,863	140,863	2.8%	(13,052)	0	0	\$19.68
Lynwood Ind	204	5,902,513	19,680	19,680	0.3%	210,707	0	0	\$8.72
Monrovia Ind	286	3,959,354	55,617	55,617	1.4%	14,873	0	0	\$13.66
Montebello/W	722	27,841,239	574,028	599,068	2.2%	(258,222)	0	0	\$10.56
Moorpark/Sim	432	12,377,722	136,843	143,785	1.2%	123,496	111,864	56,306	\$11.57
NE LA Cnty O.	1	1,583	0	0	0.0%	0	0	0	\$0.00
North Hollyw.	458	7,204,034	23,003	23,003	0.3%	44,386	0	0	\$14.05
Northridge I.	891	17,936,699	142,726	167,326	0.9%	(23,744)	0	0	\$14.96
Norwalk/Bell.	223	7,219,644	1,025,734	1,040,794	14.4%	(1,025,081)	0	0	\$10.31
Oxnard/Pt Hu.	843	23,932,646	295,375	297,995	1.2%	144,563	0	0	\$8.45
Paramount No	100	2,564,831	12,025	12,025	0.5%	33,001	0	0	\$9.86
Paramount So.	270	4,848,321	8,664	8,664	0.2%	57,477	4,986	0	\$8.69
Pasadena Ind	261	3,444,484	190,001	421,001	12.2%	10,108	0	0	\$19.84
Pomona North	137	2,733,672	30,983	30,983	1.1%	(21,246)	0	0	\$9.20
Pomona SE In.	447	11,636,530	191,520	196,020	1.7%	(44,327)	0	143,252	\$9.18
Pomona SW In	178	5,897,100	42,885	50,145	0.9%	12,596	0	0	\$8.93
Rancho Domin	315	20,292,264	292,250	487,546	2.4%	(341,221)	0	0	\$9.56
Rosemead Ind	84	2,101,120	26,955	51,955	2.5%	(24,608)	0	0	\$13.18
San Dimas In.	163	3,610,711	45,717	98,517	2.7%	(36,781)	0	0	\$10.70
San Gabriel .	100	1,218,913	23,625	23,625	1.9%	(21,249)	0	0	\$14.25
San Pedro In.	49	1,629,511	3,642	3,642	0.2%	5,300	0	0	\$12.84
Santa Clarit.	673	23,515,734	1,575,934	1,631,819	6.9%	(305,138)	0	100,000	\$9.03
Santa Fe Spr.	1,642	53,553,948	1,310,464	1,476,336	2.8%	270,368	920,822	604,465	\$10.47
Signal Hill .	348	5,191,266	101,972	105,290	2.0%	(56,528)	0	0	\$14.57
South El Mon.	585	6,444,804	157,580	157,580	2.4%	(117,370)	0	0	\$10.50
South El Mon.	294	2,698,216	29,727	29,727	1.1%	37,092	0	0	\$11.67
South El Mon.	169	2,406,171	36,778	36,778	1.5%	(1,464)	0	0	\$11.14
Tarzana Ind	26	515,770	9,800	9,800	1.9%	(4,564)	0	0	\$15.63
Temple City .	29	322,066	0	0	0.0%	0	0	0	\$9.03
Thousand Oak	273	8,211,881	145,919	167,302	2.0%	140,527	165,080	414,798	\$11.69
Torrance Cen.	180	2,938,361	91,287	91,287	3.1%	(3,234)	0	0	\$11.57
Torrance NE .	281	15,168,433	665,967	689,986	4.5%	(7,284)	512,490	0	\$10.78
Torrance NW .	213	8,062,232	113,037	113,037	1.4%	333,435	0	0	\$12.16
Torrance Sou.	292	7,603,514	58,105	58,105	0.8%	4,574	0	0	\$15.89
Ventura Ind	813	11,907,227	321,687	391,388	3.3%	39,488	43,636	0	\$8.99
Vernon Ind	2,234	81,561,566	2,291,571	2,489,872	3.1%	(195,703)	94,769	237,500	\$8.97
West Covina/.	150	3,376,398	147,311	147,311	4.4%	(80,711)	26,512	0	\$13.63
Westside Ind	1,168	19,434,685	738,467	801,764	4.1%	(373,960)	0	0	\$32.66
Wilmington I.	204	3,235,172	20,947	138,447	4.3%	(45,887)	0	0	\$13.33
Woodland Hil.	31	1,653,071	26,617	26,617	1.6%	(11,344)	0	0	\$17.99
<b>Totals</b>	<b>37,558</b>	<b>1,000,044,855</b>	<b>24,216,687</b>	<b>26,778,276</b>	<b>2.7%</b>	<b>(2,747,622)</b>	<b>3,573,682</b>	<b>3,294,108</b>	<b>\$11.95</b>

Source: CoStar Property®



## Los Angeles Industrial Market



Figures at a Glance

## Flex Market Statistics

Mid-Year 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 2q	2,899	63,756,781	2,896,500	3,384,626	5.3%	(263,911)	0	0	0	0	\$21.37
2018 1q	2,899	63,756,781	2,635,376	3,120,715	4.9%	(497,190)	1	20,022	0	0	\$21.08
2017 4q	2,900	63,863,784	2,435,503	2,730,528	4.3%	5,033	0	0	1	20,022	\$19.50
2017 3q	2,900	63,863,784	2,579,029	2,735,561	4.3%	(23,903)	2	29,038	1	20,022	\$18.78
2017 2q	2,899	63,906,625	2,537,218	2,754,499	4.3%	93,206	0	0	4	52,296	\$19.02
2017 1q	2,899	63,906,625	2,678,086	2,847,705	4.5%	694,206	2	436,656	4	52,296	\$18.81
2016	2,897	63,469,969	2,794,771	3,105,255	4.9%	221,480	4	49,745	4	473,231	\$18.69
2015	2,894	63,402,579	3,083,263	3,259,345	5.1%	317,115	2	11,160	5	449,745	\$18.42
2014	2,896	63,858,448	3,872,903	4,032,329	6.3%	1,200,656	3	45,918	2	11,160	\$17.44
2013	2,895	63,830,463	5,029,605	5,205,000	8.2%	115,154	2	163,054	2	14,654	\$15.41
2012	2,891	63,622,502	4,921,287	5,112,193	8.0%	(609,662)	4	91,667	3	167,454	\$15.68
2011	2,889	63,595,585	4,415,567	4,475,614	7.0%	549,016	4	63,700	4	229,856	\$14.63
2010	2,887	63,706,237	5,038,944	5,135,282	8.1%	(483,380)	4	78,406	4	63,700	\$15.86
2009	2,883	63,654,059	4,207,974	4,599,724	7.2%	(926,200)	10	233,585	5	96,696	\$16.34
2008	2,874	64,055,534	3,642,487	4,074,999	6.4%	(519,748)	7	77,415	11	239,393	\$17.83
2007	2,864	64,159,345	3,313,032	3,659,062	5.7%	(36,349)	28	395,020	8	88,321	\$16.79

Source: CoStar Property®

## Warehouse Market Statistics

Mid-Year 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 2q	34,659	936,288,074	21,320,187	23,393,650	2.5%	(1,207,180)	10	1,509,858	43	3,294,108	\$11.10
2018 1q	34,652	934,784,655	18,566,290	20,683,051	2.2%	(779,341)	22	2,043,802	52	4,648,578	\$10.86
2017 4q	34,629	932,755,161	16,571,863	17,933,732	1.9%	2,692,772	12	1,490,615	65	6,046,861	\$10.51
2017 3q	34,617	931,264,286	17,304,855	19,135,629	2.1%	2,720,658	27	2,397,455	71	6,906,099	\$9.43
2017 2q	34,588	928,490,715	17,838,831	19,079,500	2.1%	(154,025)	5	427,393	90	8,660,751	\$9.28
2017 1q	34,586	930,037,060	19,359,841	20,475,036	2.2%	1,114,425	10	1,849,016	78	7,012,623	\$8.96
2016	34,579	928,250,397	18,683,910	19,802,798	2.1%	1,560,474	37	2,546,251	66	7,030,219	\$8.82
2015	34,561	927,376,441	19,436,590	20,486,100	2.2%	10,191,370	43	3,541,474	40	4,042,610	\$8.25
2014	34,547	925,052,249	27,108,502	28,353,278	3.1%	13,549,764	29	1,890,468	34	3,495,211	\$7.53
2013	34,550	923,859,121	39,328,715	40,709,914	4.4%	6,714,842	22	2,929,071	21	1,377,607	\$7.06
2012	34,552	921,922,328	43,607,851	45,487,963	4.9%	3,997,174	33	2,854,677	18	1,367,504	\$6.65
2011	34,554	921,352,233	46,739,689	48,915,042	5.3%	1,191,047	18	1,780,959	22	1,812,716	\$6.52
2010	34,556	921,107,559	46,800,157	49,861,415	5.4%	(2,274,630)	29	862,569	13	1,570,086	\$6.53
2009	34,555	921,199,450	44,670,617	47,678,676	5.2%	(6,920,915)	75	3,089,978	28	595,331	\$7.00
2008	34,504	919,695,798	36,355,651	39,254,109	4.3%	(8,537,030)	100	3,443,582	73	2,852,132	\$8.10
2007	34,426	916,789,230	25,811,618	27,810,511	3.0%	1,560,384	125	4,873,020	98	4,129,177	\$8.14

Source: CoStar Property®

## Total Industrial Market Statistics

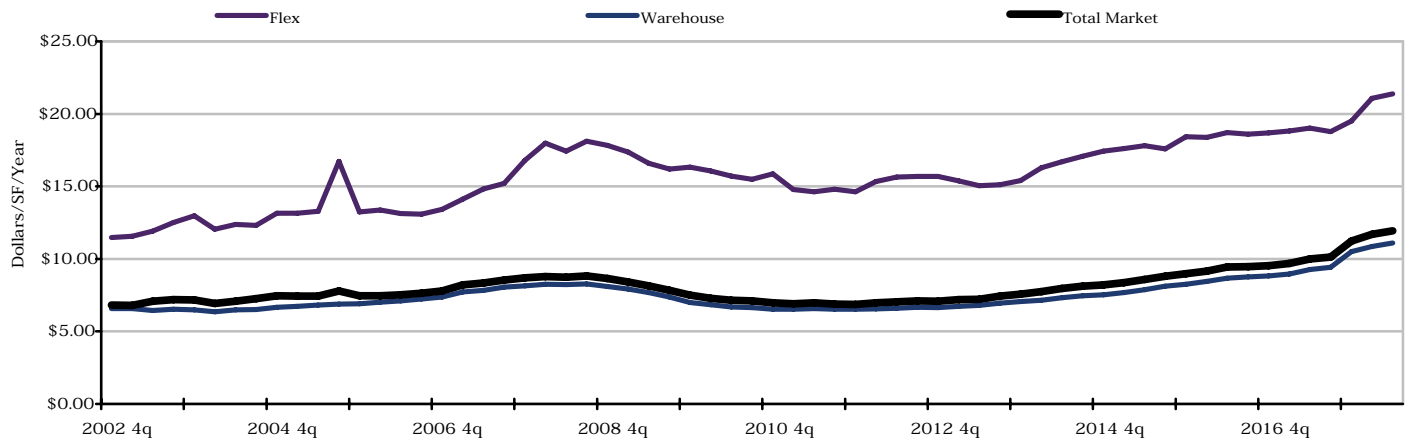
Mid-Year 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 2q	37,558	1,000,044,855	24,216,687	26,778,276	2.7%	(1,471,091)	10	1,509,858	43	3,294,108	\$11.95
2018 1q	37,551	998,541,436	21,201,666	23,803,766	2.4%	(1,276,531)	23	2,063,824	52	4,648,578	\$11.69
2017 4q	37,529	996,618,945	19,007,366	20,664,260	2.1%	2,697,805	12	1,490,615	66	6,066,883	\$11.23
2017 3q	37,517	995,128,070	19,883,884	21,871,190	2.2%	2,696,755	29	2,426,493	72	6,926,121	\$10.14
2017 2q	37,487	992,397,340	20,376,049	21,833,999	2.2%	(60,819)	5	427,393	94	8,713,047	\$9.99
2017 1q	37,485	993,943,685	22,037,927	23,322,741	2.3%	1,808,631	12	2,285,672	82	7,064,919	\$9.69
2016	37,476	991,720,366	21,478,681	22,908,053	2.3%	1,781,954	41	2,595,996	70	7,503,450	\$9.54
2015	37,455	990,779,020	22,519,853	23,745,445	2.4%	10,508,485	45	3,552,634	45	4,492,355	\$8.98
2014	37,443	988,910,697	30,981,405	32,385,607	3.3%	14,750,420	32	1,936,386	36	3,506,371	\$8.21
2013	37,445	987,689,584	44,358,320	45,914,914	4.6%	6,829,996	24	3,092,125	23	1,392,261	\$7.57
2012	37,443	985,544,830	48,529,138	50,600,156	5.1%	3,387,512	37	2,946,344	21	1,534,958	\$7.09
2011	37,443	984,947,818	51,155,256	53,390,656	5.4%	1,740,063	22	1,844,659	26	2,042,572	\$6.87
2010	37,443	984,813,796	51,839,101	54,996,697	5.6%	(2,758,010)	33	940,975	17	1,633,786	\$6.97
2009	37,438	984,853,509	48,878,591	52,278,400	5.3%	(7,847,115)	85	3,323,563	33	692,027	\$7.51
2008	37,378	983,751,332	39,998,138	43,329,108	4.4%	(9,056,778)	107	3,520,997	84	3,091,525	\$8.64
2007	37,290	980,948,575	29,124,650	31,469,573	3.2%	1,524,035	153	5,268,040	106	4,217,498	\$8.69

Source: CoStar Property®

## Historical Rental Rates

Based on Quoted Rental Rates



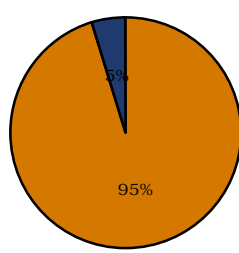
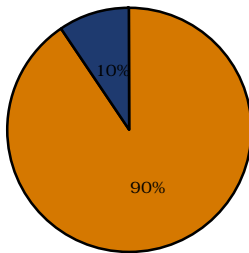
Source: CoStar Property®

## Vacancy by Available Space Type

Percent of All Vacant Space in Direct vs. Sublet

Los Angeles

United States



Direct Sublet

Direct Sublet

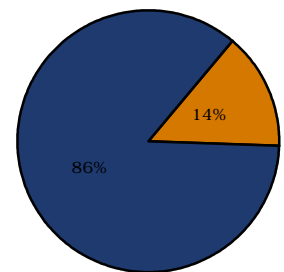
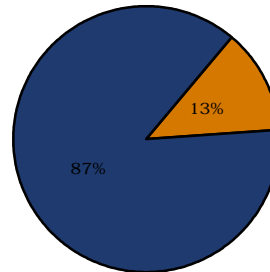
Source: CoStar Property®

## Vacancy by Building Type

Percent of All Vacant Space by Building Type

Los Angeles

United States



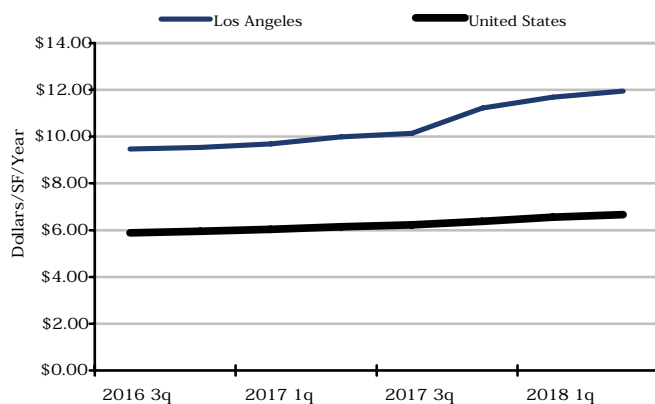
Flex Warehouse

Flex Warehouse

Source: CoStar Property®

## U.S. Rental Rate Comparison

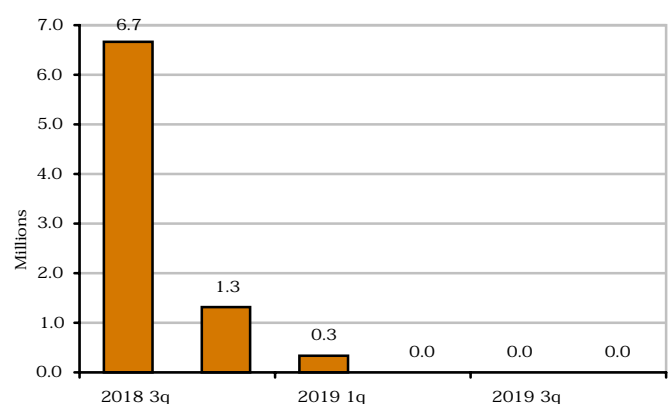
Based on Average Quoted Rental Rates



Source: CoStar Property®

## Future Space Available

Space Scheduled to be Available for Occupancy\*



Source: CoStar Property®

\* Includes Under Construction Space



# Los Angeles Industrial Market



Leasing Activity

## Select Top Industrial Leases Based on Leased Square Footage For Deals Signed in 2018

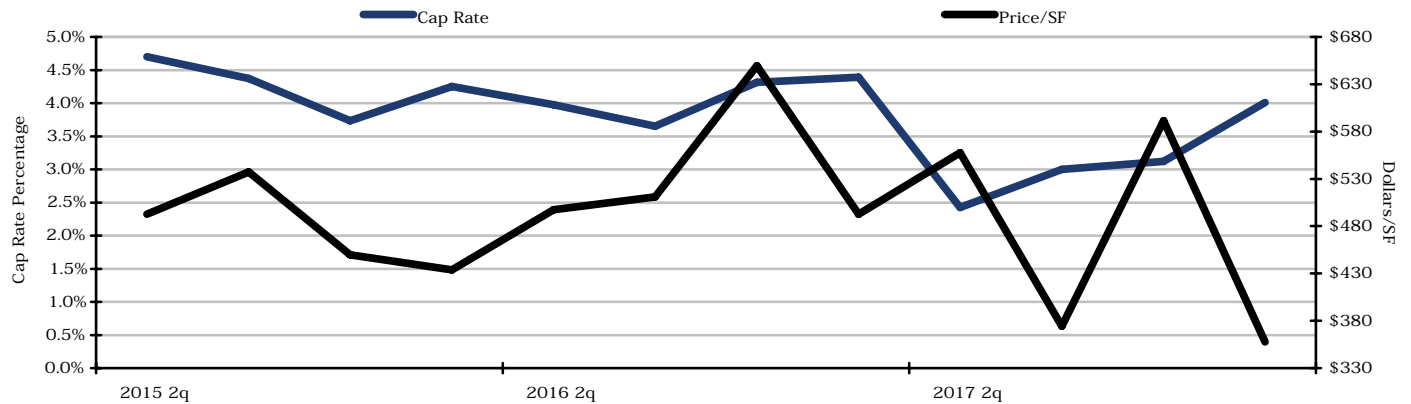
Building	Submarket	SF	Qtr	Tenant Name	Tenant Rep Company	Landlord Rep Company
1 Goodman Gateway Santa Fe Springs th-	Norwalk/Bellflower Ind	989,809	2nd	DAMCO Distribution	Lee & Associates	JLL
2 Bridge Point South Bay	Torrance NE Ind	512,490	1st	Nordstrom	N/A	Cushman & Wakefield
3 LA Regional Distribution Ctr	Irwindale Ind	477,695	2nd	Hand Air Express LLC	N/A	CBRE
4 12588 Florence Ave	Santa Fe Springs Ind	403,635	2nd	Fashion Nova	Lee & Associates	CBRE
5 825 Ajax Ave	Industry/Rowland St Ind	327,778	1st	Sealy Mattress Manufacturing Co.	N/A	Cushman & Wakefield; Colliers Int'
6 12418-12488 Florence Ave	Santa Fe Springs Ind	312,465	1st	Rim Logistics	N/A	CBRE
7 381 Brea Canyon Rd	City of Industry East Ind	298,050	1st	Win It	Colliers International	Colliers International
8 3963 Workman Mill Rd	City of Industry West Ind	240,959	2nd	Prompt Apparel	The Klabin Company	JLL
9 1540 Francisco St	Torrance NE Ind	206,055	1st	Puma	N/A	CBRE
10 12418-12488 Florence Ave	Santa Fe Springs Ind	194,000	1st	Funai	N/A	CBRE
11 9601-9603 John St*	Santa Fe Springs Ind	181,070	2nd	Windsor Fashions, Inc.	N/A	N/A
12 1420 N McKinley Ave	Central Los Angeles Ind	136,685	2nd	N/A	N/A	CBRE
13 2800-2900 Sierra Pine Ave	Vernon Ind	129,509	2nd	VIG Furniture	N/A	Colliers International
14 24700 S Main St	Carson South Ind	127,496	1st	W8 Shopping	Lee & Associates	Lee & Associates
15 21908-21958 Valley Blvd	City of Industry East Ind	125,500	2nd	Poundex Associate Corp.	Colliers International	Majestic Realty Co.
16 13220-13338 Orden Dr	Santa Fe Springs Ind	123,120	1st	Columbia Distribution	Cushman & Wakefield	Colliers International
17 13220-13338 Orden Dr	Santa Fe Springs Ind	123,120	2nd	Western Overseas Corporation	Cushman & Wakefield	Colliers International
18 11500 Los Nietos Rd	Santa Fe Springs Ind	121,284	2nd	Midas Express	WPID, Inc.	Colliers International
19 2500 Edison Way	Compton West Ind	120,578	1st	Aeronet	Colliers International	Cushman & Wakefield
20 19119 S Reyes Ave	Rancho Dominguez Ind	116,100	2nd	Maxam Tires	N/A	The Klabin Company
21 2640 E Del Amo Blvd	Carson Central Ind	110,720	1st	Victory Display & Store Fixture Mfg.	The Klabin Company	The Klabin Company
22 15650 Salt Lake Ave*	Industry/Hacienda Blv Ind	110,000	2nd	Line Mart, Inc.	N/A	JLL
23 255 W Manville St	Compton West Ind	108,387	1st	Globe-Con	JLL	JLL
24 1165 E 230th St	Carson South Ind	107,525	2nd	Jerich USA	Cushman & Wakefield	N/A
25 10240 Alameda St*	Lynwood Ind	103,053	1st	Custom Leathercraft	N/A	CBRE
26 5500 S Boyle Ave	Vernon Ind	102,400	1st	Style Melody	Voit; Lee & Associates	Realty Advisory Group, Inc.
27 18554 S Susana Rd	Long Beach North Ind	101,839	1st	Apex Logistics	Realty Advisors International	DAUM Commercial Real Estate
28 2250 E 220th St*	Carson Central Ind	101,342	2nd	CCL Tube, Inc.	Cushman & Wakefield	N/A
29 27949 Hancock Pky	Santa Clarita/Lancstr Ind	100,000	1st	Adept Fasteners	N/A	N/A
30 3151 W 5th St	Oxnard/Pt Hueneme Ind	98,888	2nd	N/A	N/A	CBRE
31 9211 Sorensen Ave	Santa Fe Springs Ind	98,000	1st	Valvoline	JLL	DAUM Commercial Real Estate
32 4490 Ayers Ave	Vernon Ind	94,769	1st	Loot Crate	N/A	N/A
33 2430 Conejo Spectrum St	Thousand Oaks Ind	90,580	1st	Atara Biotherapeutics, Inc.	Colliers International	Colliers International
34 1400-1500 E 3rd St	Oxnard/Pt Hueneme Ind	90,000	1st	Global Sales and Warehousing	N/A	PT Property Services
35 9401 De Soto Ave	Chatsworth Ind	84,261	2nd	N/A	N/A	California Realty Group
36 20465 E Walnut Dr N	City of Industry East Ind	84,000	1st	VIS Racing	N/A	N/A
37 2011 N Soto St	Central Los Angeles Ind	83,665	1st	Optima	Direct Deal	Avison Young
38 3025 E Dominguez St*	Carson Central Ind	82,013	2nd	GrowthPoint Global, Inc.	N/A	N/A
39 3025 Victoria St	Rancho Dominguez Ind	80,177	1st	N & N Safeway Shipping LLC	N/A	LAREM
40 8122 Maie Ave	Central Los Angeles Ind	72,644	2nd	N/A	N/A	Lee & Associates

Source: CoStar Property®

\* Renewal

## The Optimist Sales Index

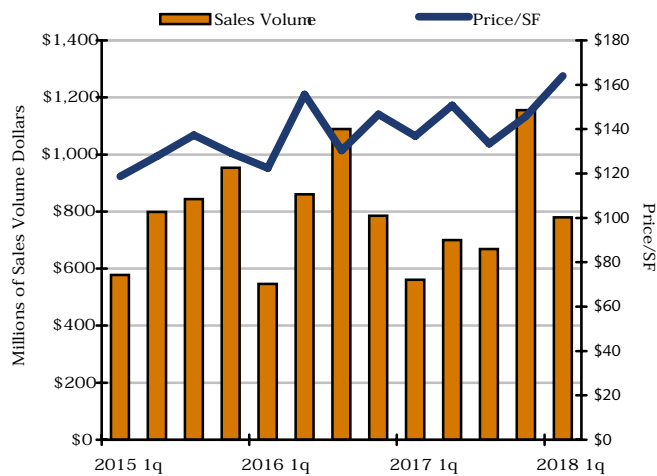
Average of Two Highest Price/SF's and Two Lowest Cap Rates Per Quarter



Source: CoStar COMPS®

## Sales Volume &amp; Price

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



Source: CoStar COMPS®

## Sales Analysis by Building Size

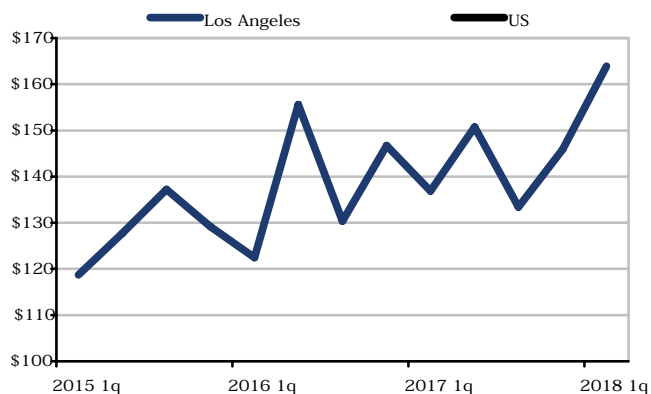
Based on Industrial Bldg Sales From April 2017 - March 2018

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 25,000 SF	590	6,316,834	\$1,370,945,697	\$217.03	5.09%
25K-99K SF	190	8,728,495	\$1,355,200,511	\$155.26	5.11%
100K-249K SF	51	6,961,336	\$957,835,897	\$137.59	4.91%
>250K SF	9	3,917,888	\$492,627,500	\$125.74	5.58%

Source: CoStar COMPS®

## U.S. Price/SF Comparison

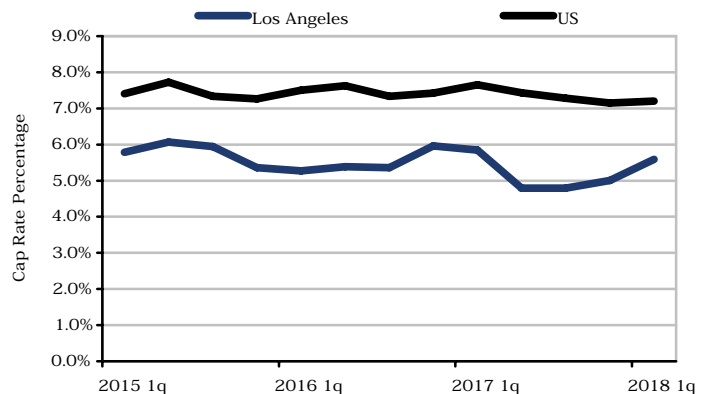
Based on Industrial Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

## U.S. Cap Rate Comparison

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



Source: CoStar COMPS®

# Los Angeles Industrial Market



Sales Activity

## Select Top Sales

Based on Sales from April 2017 Through June 2018

### 1. 1800 Stewart St



#### Santa Monica

Price: **\$130,000,000**  
 Price/SF: **\$815.20**  
 Cap Rate: **N/A**  
 RBA: **159,470**  
 Date: **4/10/2018**  
 Year Built: **2013**  
 Buyer: **Kite Pharma, Inc.**  
 Seller: **Astellas Pharma US, Inc.**

### 2. Supervalu



#### Commerce

Price: **\$121,000,000**  
 Price/SF: **\$174.07**  
 Cap Rate: **N/A**  
 RBA: **695,120**  
 Date: **5/9/2018**  
 Year Built: **1979**  
 Buyer: **Rexford Industrial**  
 Seller: **Fortress Investment Group LLC**

### 3. Bridge Point South Bay



#### Torrance

Price: **\$102,500,000**  
 Price/SF: **\$200.00**  
 Cap Rate: **5.1%**  
 RBA: **512,490**  
 Date: **4/12/2018**  
 Year Built: **2018**  
 Buyer: **Morgan Stanley & Co. LLC**  
 Seller: **Bridge Development Partners**

### 4. 5959 Randolph St



#### Commerce

Price: **\$92,700,000**  
 Price/SF: **\$231.65**  
 Cap Rate: **N/A**  
 RBA: **400,169**  
 Date: **1/25/2018**  
 Year Built: **2009**  
 Buyer: **Liberty Property Trust**  
 Seller: **Bentall Kennedy**

### 5. Los Angeles Food Center



#### Los Angeles

Price: **\$57,821,000**  
 Price/SF: **\$216.59**  
 Cap Rate: **5.8%**  
 RBA: **266,960**  
 Date: **3/12/2018**  
 Year Built: **1965**  
 Buyer: **LBA Realty**  
 Seller: **Barings Real Estate Advisers LLC**

### 6. 687 N Eucalyptus Ave



#### Inglewood

Price: **\$53,900,000**  
 Price/SF: **\$375.78**  
 Cap Rate: **4.08%**  
 RBA: **143,436**  
 Date: **11/29/2017**  
 Year Built: **2017**  
 Buyer: **Rexford Industrial**  
 Seller: **MetLife, Inc.**

### 7. 16325 S Avalon Blvd



#### Carson

Price: **\$46,350,000**  
 Price/SF: **\$219.97**  
 Cap Rate: **N/A**  
 RBA: **210,710**  
 Date: **11/9/2017**  
 Year Built: **2012**  
 Buyer: **Liberty Property Trust**  
 Seller: **TIAA-CREF Investment Management LLC**

### 8. Michaels Distribution Center



#### Lancaster

Price: **\$45,150,000**  
 Price/SF: **\$59.19**  
 Cap Rate: **N/A**  
 RBA: **762,850**  
 Date: **11/21/2017**  
 Year Built: **1998**  
 Buyer: **VEREIT Services LLC**  
 Seller: **USAA Real Estate Company**

### 9. Conejo Spectrum Business Park - Bld



#### Newbury Park

Price: **\$44,050,000**  
 Price/SF: **\$126.90**  
 Cap Rate: **6.39%**  
 RBA: **347,119**  
 Date: **3/2/2018**  
 Year Built: **1962**  
 Buyer: **Penwood Real Estate Investment Management**  
 Seller: **Majestic Asset Management, Inc.**

Source: CoStar COMPAS®

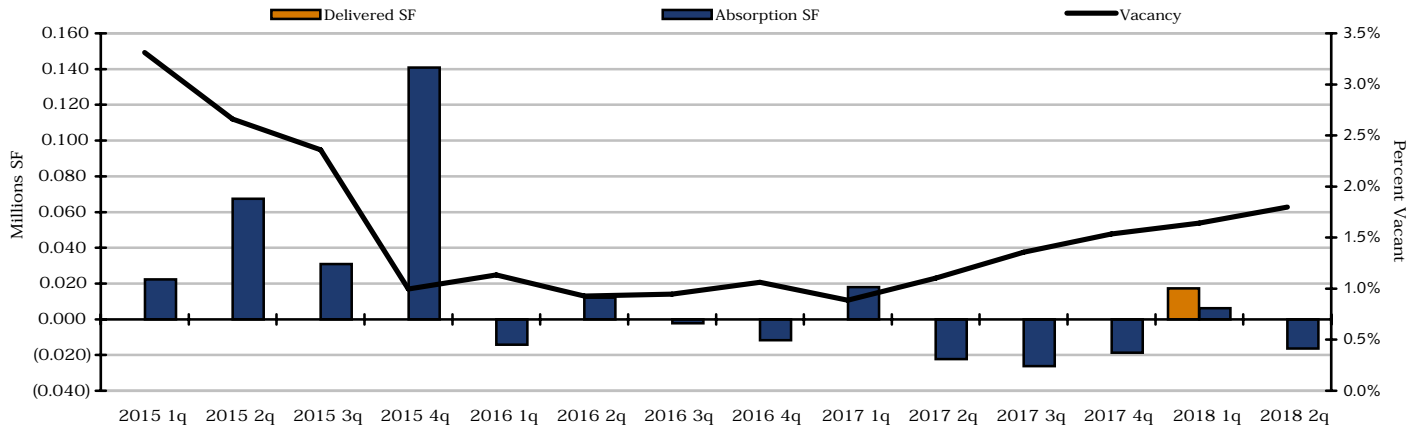
## Los Angeles Industrial Market

## Antelope Valley Market

MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

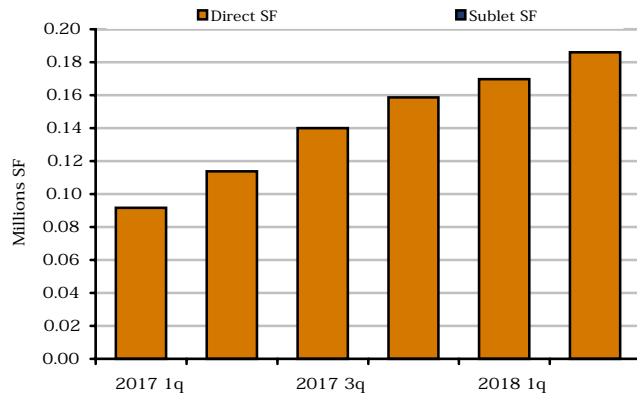
## Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

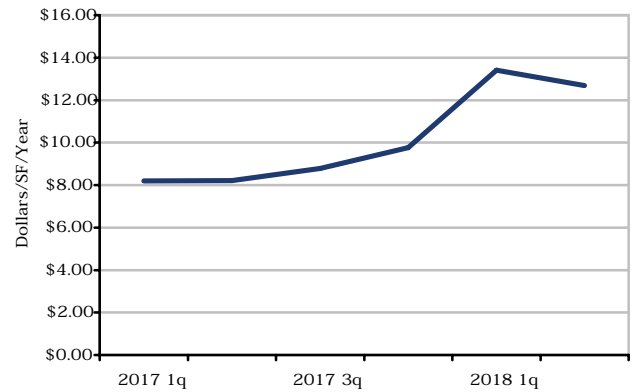
## Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

## Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	419	10,343,847	186,017	1.8%	(16,331)	0	0	2	59,830	\$12.69
2018 1q	419	10,343,847	169,686	1.6%	6,215	1	17,213	2	59,830	\$13.41
2017 4q	418	10,326,634	158,688	1.5%	(18,674)	0	0	3	77,043	\$9.77
2017 3q	418	10,326,634	140,014	1.4%	(26,161)	0	0	3	77,043	\$8.78
2017 2q	418	10,326,634	113,853	1.1%	(22,253)	0	0	3	77,043	\$8.21
2017 1q	418	10,326,634	91,600	0.9%	18,022	0	0	2	60,213	\$8.20
2016 4q	418	10,326,634	109,622	1.1%	(11,773)	0	0	2	60,213	\$7.69
2016 3q	418	10,326,634	97,849	0.9%	(2,220)	0	0	0	0	\$8.40
2016 2q	418	10,326,634	95,629	0.9%	12,016	0	0	0	0	\$9.37
2016 1q	419	10,336,384	117,395	1.1%	(14,285)	0	0	0	0	\$9.24
2015 4q	419	10,336,384	103,110	1.0%	140,766	0	0	0	0	\$7.97
2015 3q	419	10,336,384	243,876	2.4%	30,992	0	0	0	0	\$6.81
2015 2q	419	10,336,384	274,868	2.7%	67,353	0	0	0	0	\$6.29
2015 1q	419	10,336,384	342,221	3.3%	22,327	0	0	0	0	\$6.28
2014 4q	419	10,336,384	364,548	3.5%	5,520	0	0	0	0	\$6.29
2014 3q	419	10,336,384	370,068	3.6%	42,142	0	0	0	0	\$6.23

Source: CoStar Property®

# Los Angeles Industrial Market

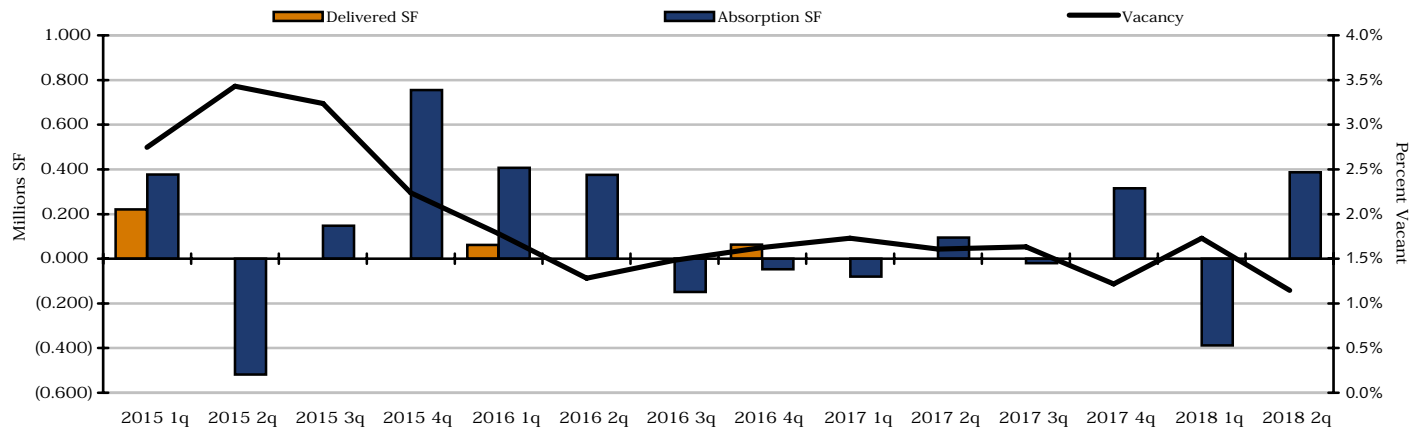


## Carson / Rancho Dominguez Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

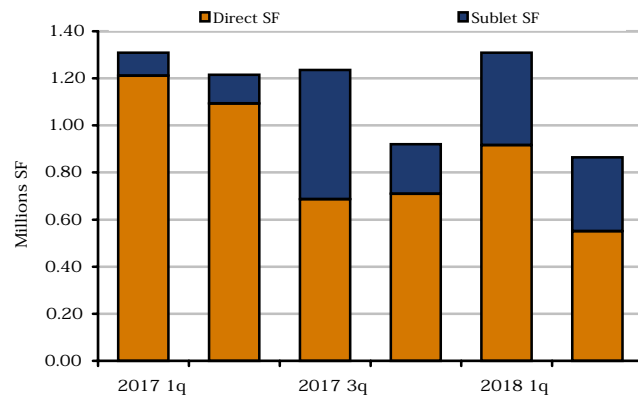
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

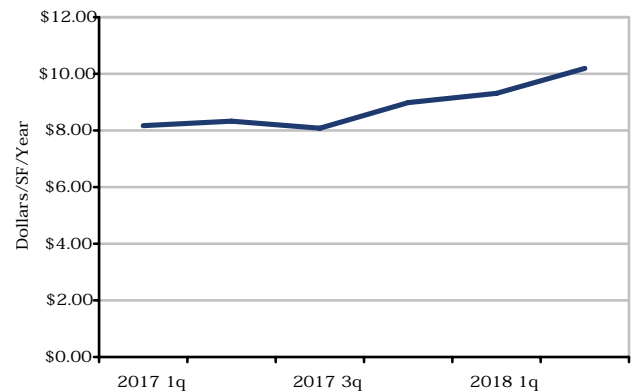
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,239	75,584,517	865,020	1.1%	386,702	0	0	0	0	\$10.19
2018 1q	1,240	75,641,275	1,308,480	1.7%	(387,999)	0	0	0	0	\$9.31
2017 4q	1,240	75,641,275	920,481	1.2%	314,818	0	0	0	0	\$8.98
2017 3q	1,240	75,641,275	1,235,299	1.6%	(19,930)	0	0	0	0	\$8.07
2017 2q	1,240	75,641,275	1,215,369	1.6%	94,138	0	0	0	0	\$8.33
2017 1q	1,240	75,641,275	1,309,507	1.7%	(79,950)	0	0	0	0	\$8.17
2016 4q	1,240	75,641,275	1,229,557	1.6%	(46,843)	1	63,450	0	0	\$8.02
2016 3q	1,239	75,577,825	1,119,264	1.5%	(149,199)	0	0	1	63,450	\$7.95
2016 2q	1,239	75,577,825	970,065	1.3%	375,432	0	0	1	63,450	\$7.86
2016 1q	1,239	75,577,825	1,345,497	1.8%	406,607	1	62,482	0	0	\$7.69
2015 4q	1,238	75,515,343	1,689,622	2.2%	754,536	0	0	1	62,482	\$7.52
2015 3q	1,238	75,515,343	2,444,158	3.2%	147,608	0	0	1	62,482	\$7.42
2015 2q	1,238	75,515,343	2,591,766	3.4%	(518,550)	0	0	1	62,482	\$7.29
2015 1q	1,238	75,515,343	2,073,216	2.7%	376,492	1	221,050	1	62,482	\$7.25
2014 4q	1,237	75,294,293	2,228,658	3.0%	274,223	0	0	1	221,050	\$7.12
2014 3q	1,237	75,294,293	2,502,881	3.3%	1,315,068	0	0	1	221,050	\$6.97

Source: CoStar Property®



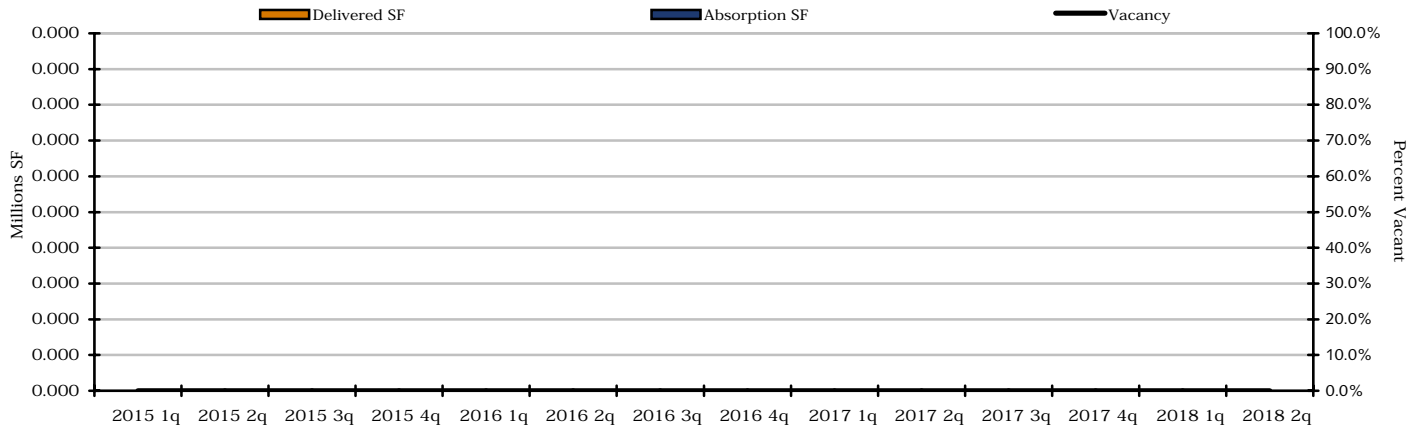
# Los Angeles Industrial Market

## Catalina Island Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

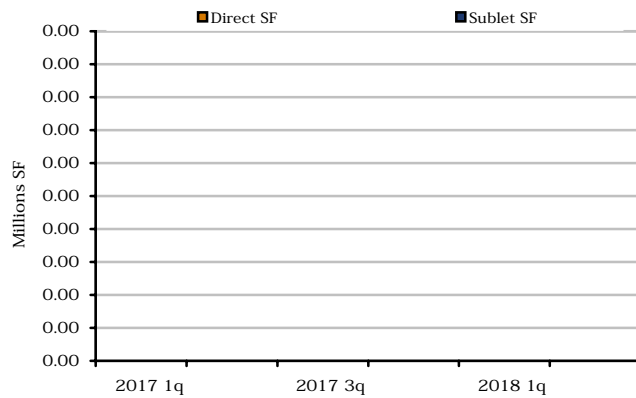
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

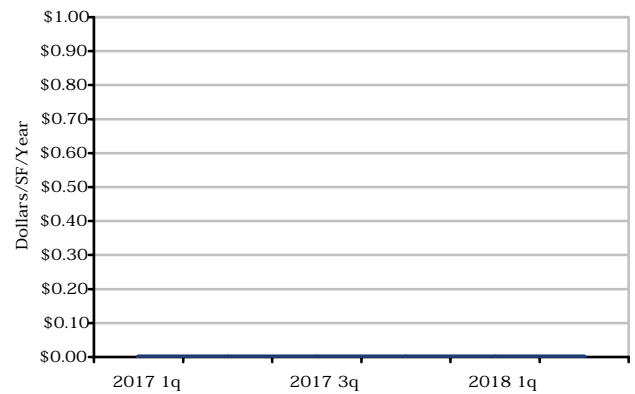
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2018 1q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2017 4q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2017 3q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2017 2q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2017 1q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2016 4q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2016 3q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2016 2q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2016 1q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2015 4q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2015 3q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2015 2q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2015 1q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2014 4q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00
2014 3q	1	2,160	0	0.0%	0	0	0	0	0	\$0.00

Source: CoStar Property®

# Los Angeles Industrial Market

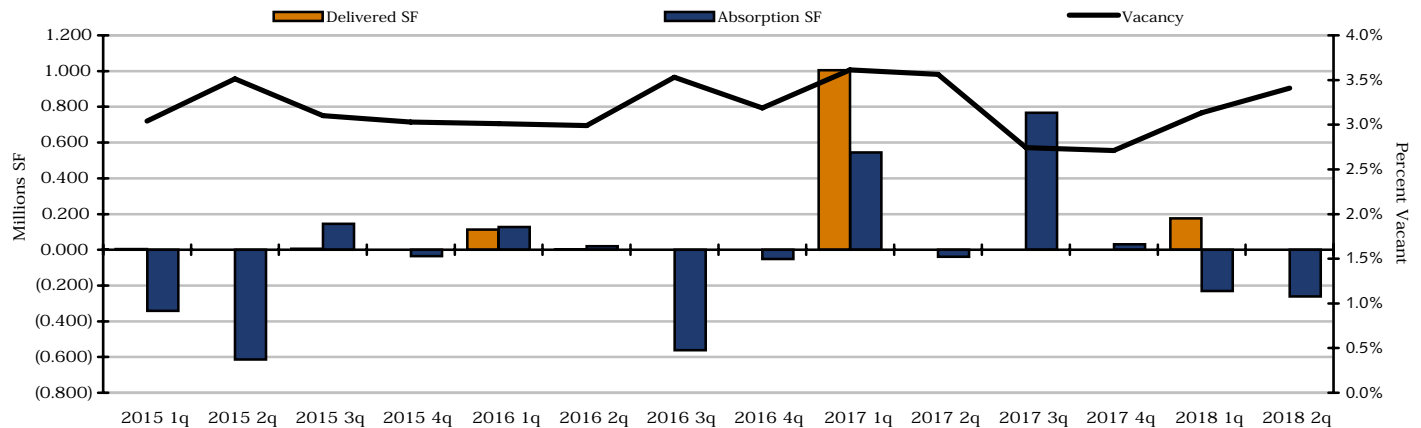


## Central LA Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

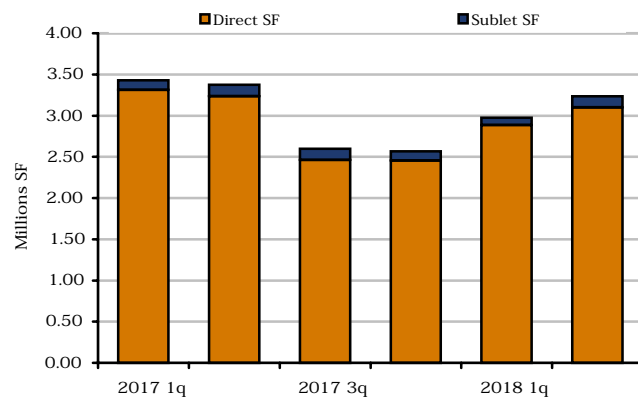
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

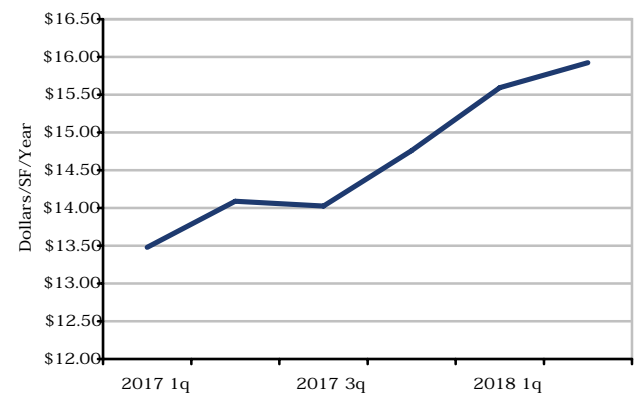
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	5,018	94,908,681	3,236,269	3.4%	(261,829)	0	0	1	17,860	\$15.92
2018 1q	5,018	94,908,681	2,974,440	3.1%	(230,840)	3	176,707	1	17,860	\$15.59
2017 4q	5,015	94,731,974	2,566,893	2.7%	30,721	0	0	4	194,567	\$14.76
2017 3q	5,015	94,731,974	2,597,614	2.7%	766,080	0	0	4	194,567	\$14.03
2017 2q	5,016	94,742,720	3,374,440	3.6%	(38,945)	0	0	4	194,567	\$14.09
2017 1q	5,018	94,835,454	3,428,229	3.6%	544,932	3	1,005,126	3	57,882	\$13.48
2016 4q	5,016	93,854,195	2,991,902	3.2%	(50,846)	0	0	5	1,043,008	\$13.06
2016 3q	5,016	94,242,168	3,329,029	3.5%	(562,267)	0	0	5	1,061,775	\$13.14
2016 2q	5,017	94,293,796	2,818,390	3.0%	19,697	1	3,000	4	1,057,775	\$13.26
2016 1q	5,017	94,294,296	2,838,587	3.0%	128,097	2	113,970	3	1,004,126	\$13.01
2015 4q	5,015	94,180,326	2,852,714	3.0%	(34,827)	0	0	5	1,118,096	\$12.29
2015 3q	5,018	94,284,786	2,922,347	3.1%	145,499	1	6,500	4	596,280	\$11.89
2015 2q	5,018	94,537,187	3,320,247	3.5%	(613,993)	0	0	5	122,290	\$10.68
2015 1q	5,023	94,709,947	2,879,014	3.0%	(342,370)	1	4,660	4	20,120	\$10.12
2014 4q	5,024	94,715,614	2,542,311	2.7%	209,644	0	0	2	11,160	\$9.97
2014 3q	5,027	94,773,331	2,809,672	3.0%	25,557	0	0	2	11,160	\$9.93

Source: CoStar Property®

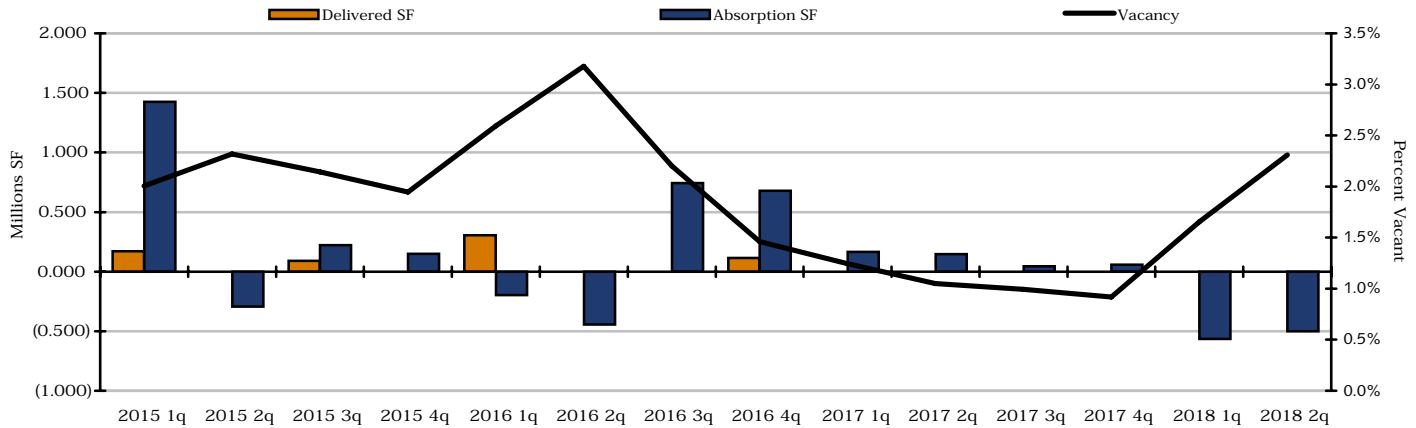
## Los Angeles Industrial Market

Commerce Area Market

MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

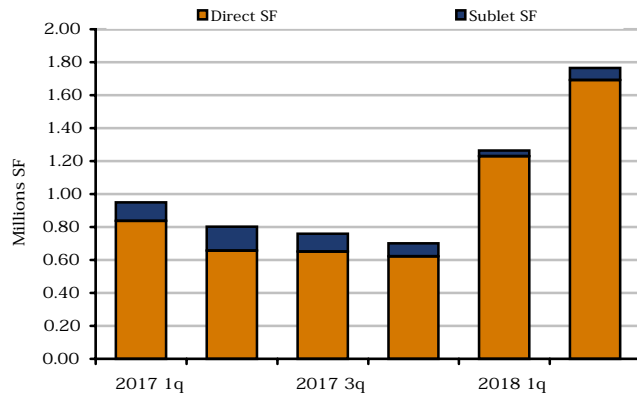
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

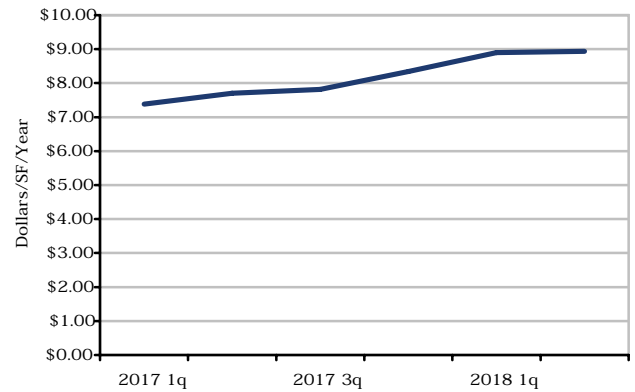
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,707	76,437,705	1,765,241	2.3%	(500,526)	0	0	0	0	\$8.94
2018 1q	1,707	76,437,705	1,264,715	1.7%	(563,961)	0	0	0	0	\$8.90
2017 4q	1,707	76,437,705	700,754	0.9%	58,073	0	0	0	0	\$8.34
2017 3q	1,707	76,437,705	758,827	1.0%	43,599	0	0	0	0	\$7.81
2017 2q	1,707	76,437,705	802,426	1.0%	147,802	0	0	0	0	\$7.70
2017 1q	1,707	76,437,705	950,228	1.2%	164,710	0	0	0	0	\$7.39
2016 4q	1,707	76,437,705	1,114,938	1.5%	678,982	1	113,634	0	0	\$7.63
2016 3q	1,706	76,324,071	1,680,286	2.2%	743,781	0	0	1	113,634	\$7.61
2016 2q	1,706	76,324,071	2,424,067	3.2%	(444,467)	0	0	1	113,634	\$7.44
2016 1q	1,706	76,324,071	1,979,600	2.6%	(197,003)	4	304,562	0	0	\$7.25
2015 4q	1,702	76,019,509	1,478,035	1.9%	150,120	0	0	4	304,562	\$6.98
2015 3q	1,702	76,019,509	1,628,155	2.1%	223,317	1	91,010	4	304,562	\$6.93
2015 2q	1,701	75,928,499	1,760,462	2.3%	(294,734)	0	0	5	395,572	\$6.78
2015 1q	1,702	75,985,622	1,522,851	2.0%	1,425,439	2	171,215	1	91,010	\$6.56
2014 4q	1,700	75,814,407	2,777,075	3.7%	619,519	2	288,719	3	262,225	\$6.71
2014 3q	1,699	75,544,708	3,126,895	4.1%	563,360	1	620,000	4	459,934	\$6.59

Source: CoStar Property®



# Los Angeles Industrial Market

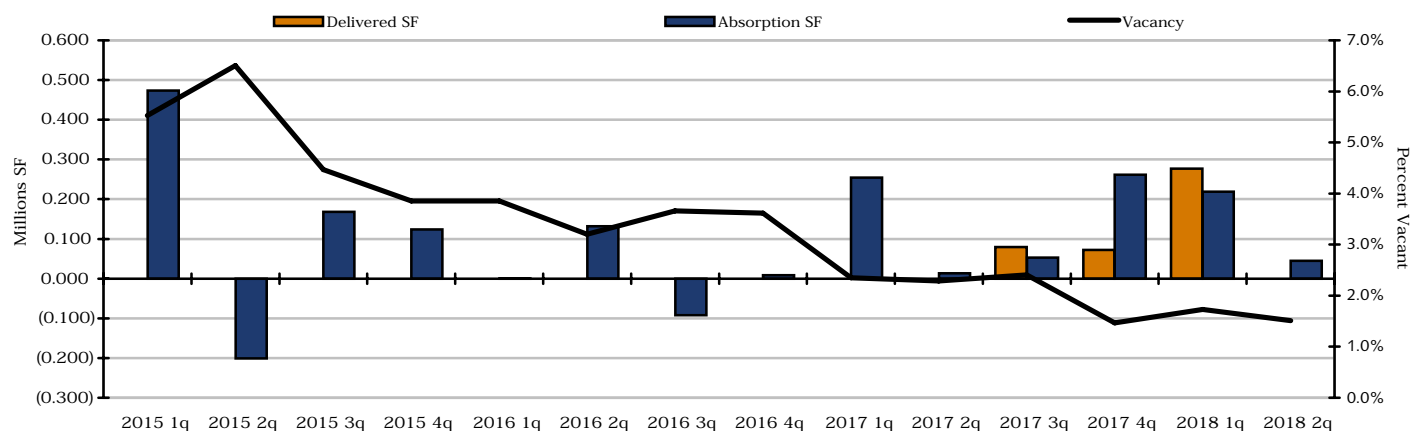


## Conejo Valley Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

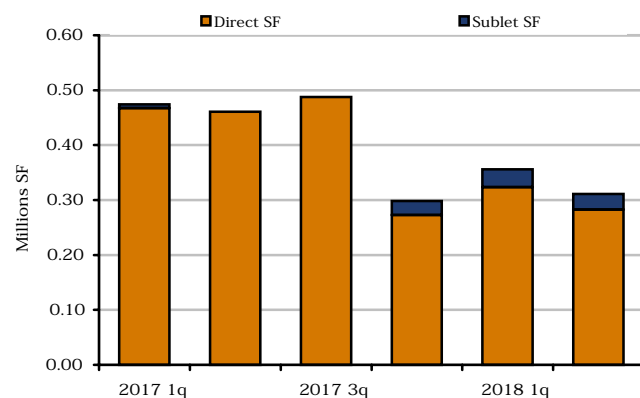
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

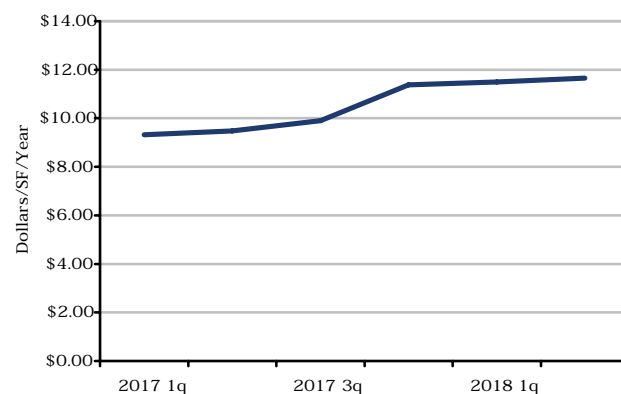
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	705	20,589,603	311,087	1.5%	45,114	0	0	9	471,104	\$11.65
2018 1q	705	20,589,603	356,201	1.7%	218,909	5	276,944	9	471,104	\$11.50
2017 4q	700	20,312,659	298,166	1.5%	261,390	2	72,239	14	748,048	\$11.38
2017 3q	698	20,240,420	487,317	2.4%	53,290	3	79,752	15	763,981	\$9.90
2017 2q	695	20,160,668	460,855	2.3%	13,317	0	0	17	800,353	\$9.48
2017 1q	695	20,160,668	474,172	2.4%	254,599	0	0	17	800,353	\$9.33
2016 4q	695	20,160,668	728,771	3.6%	8,629	0	0	6	207,990	\$8.76
2016 3q	695	20,160,668	737,400	3.7%	(92,374)	0	0	1	16,553	\$8.53
2016 2q	695	20,160,668	645,026	3.2%	131,719	0	0	1	16,553	\$8.47
2016 1q	695	20,160,668	776,745	3.9%	654	0	0	0	0	\$8.48
2015 4q	695	20,160,668	777,399	3.9%	123,431	0	0	0	0	\$8.37
2015 3q	695	20,160,668	900,830	4.5%	168,481	0	0	0	0	\$8.86
2015 2q	696	20,420,208	1,328,851	6.5%	(200,499)	0	0	0	0	\$9.44
2015 1q	696	20,420,208	1,128,352	5.5%	473,098	0	0	0	0	\$9.33
2014 4q	696	20,420,208	1,601,450	7.8%	(180,030)	0	0	0	0	\$8.30
2014 3q	696	20,420,208	1,421,420	7.0%	72,981	0	0	0	0	\$7.95

Source: CoStar Property®

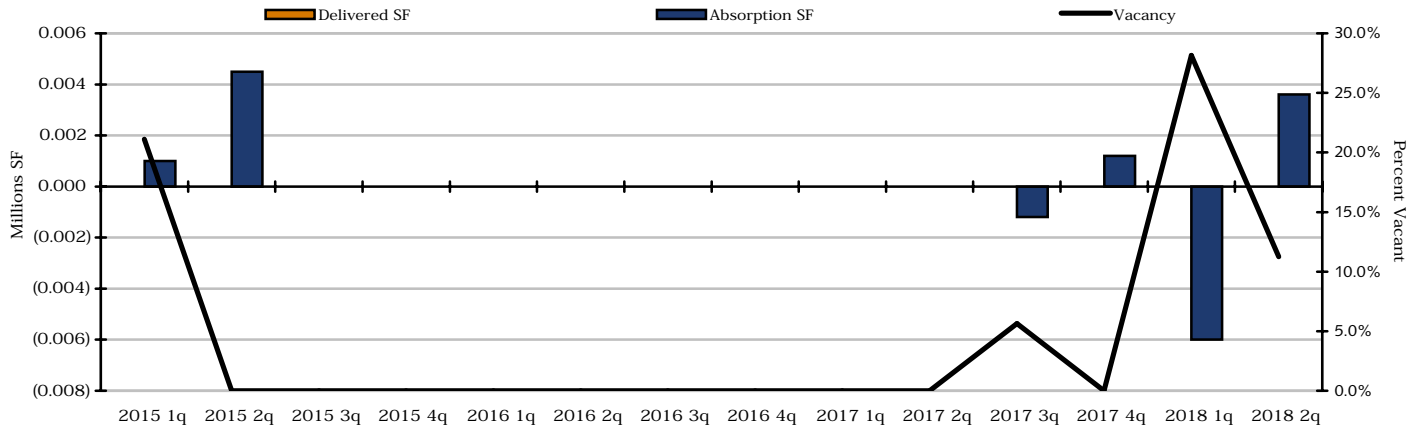
## Los Angeles Industrial Market

East LA Cnty Outlying Market

MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

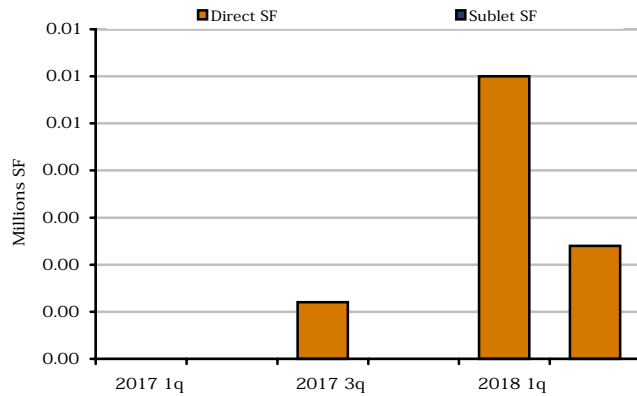
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

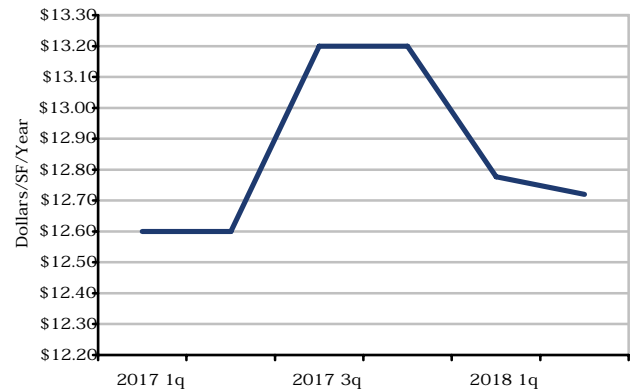
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	2	21,317	2,400	11.3%	3,600	0	0	0	0	\$12.72
2018 1q	2	21,317	6,000	28.1%	(6,000)	0	0	0	0	\$12.78
2017 4q	2	21,317	0	0.0%	1,200	0	0	0	0	\$13.20
2017 3q	2	21,317	1,200	5.6%	(1,200)	0	0	0	0	\$13.20
2017 2q	2	21,317	0	0.0%	0	0	0	0	0	\$12.60
2017 1q	2	21,317	0	0.0%	0	0	0	0	0	\$12.60
2016 4q	2	21,317	0	0.0%	0	0	0	0	0	\$12.60
2016 3q	2	21,317	0	0.0%	0	0	0	0	0	\$0.00
2016 2q	2	21,317	0	0.0%	0	0	0	0	0	\$0.00
2016 1q	2	21,317	0	0.0%	0	0	0	0	0	\$10.44
2015 4q	2	21,317	0	0.0%	0	0	0	0	0	\$10.44
2015 3q	2	21,317	0	0.0%	0	0	0	0	0	\$10.44
2015 2q	2	21,317	0	0.0%	4,500	0	0	0	0	\$10.44
2015 1q	2	21,317	4,500	21.1%	1,000	0	0	0	0	\$10.44
2014 4q	2	21,317	5,500	25.8%	(3,100)	0	0	0	0	\$10.44
2014 3q	2	21,317	2,400	11.3%	0	0	0	0	0	\$10.44

Source: CoStar Property®

# Los Angeles Industrial Market

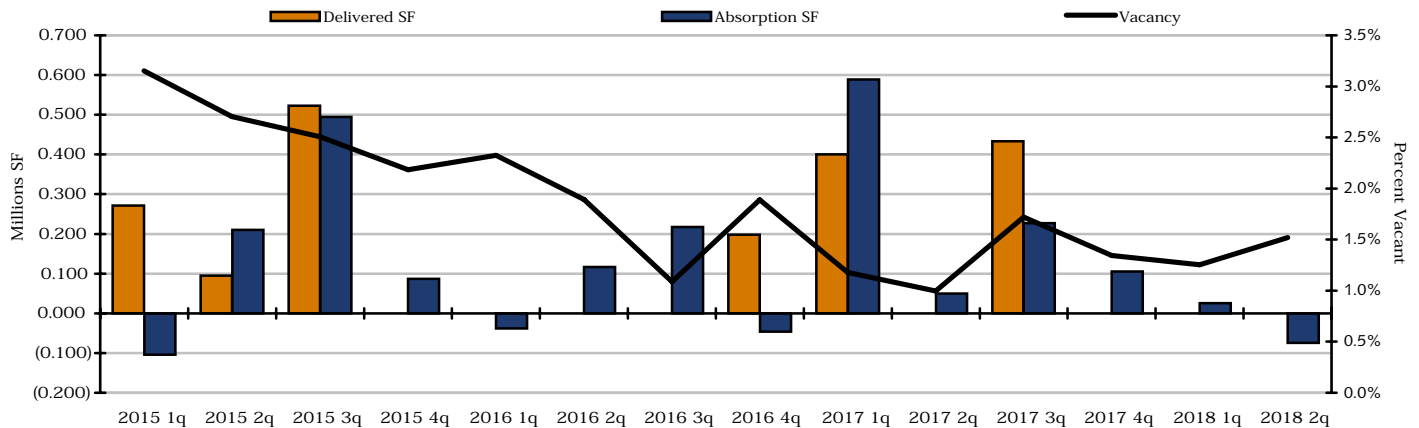


## Eastern SGV Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

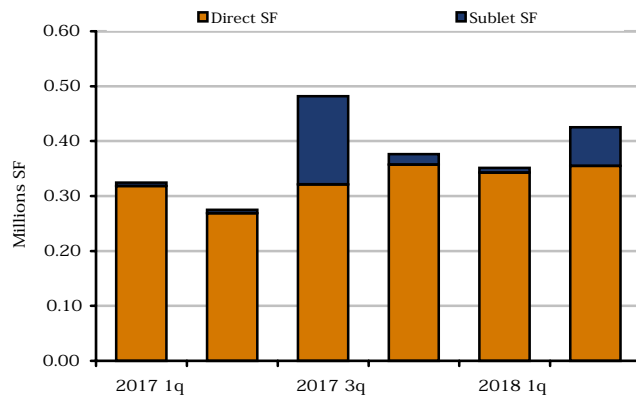
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

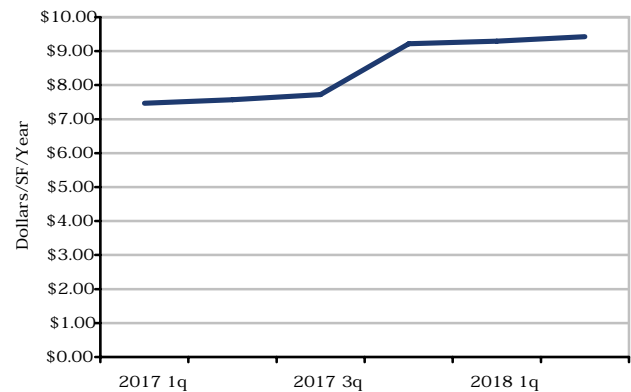
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,104	28,001,640	425,475	1.5%	(74,189)	0	0	2	143,252	\$9.43
2018 1q	1,104	28,001,640	351,286	1.3%	25,309	0	0	2	143,252	\$9.29
2017 4q	1,104	28,001,640	376,595	1.3%	105,086	0	0	1	69,200	\$9.21
2017 3q	1,104	28,001,640	481,681	1.7%	226,858	6	433,493	0	0	\$7.72
2017 2q	1,098	27,568,147	275,046	1.0%	49,553	0	0	6	433,493	\$7.57
2017 1q	1,098	27,568,147	324,599	1.2%	588,651	1	400,000	6	433,493	\$7.47
2016 4q	1,097	27,168,147	513,250	1.9%	(46,005)	1	197,685	7	833,493	\$7.61
2016 3q	1,097	26,994,477	293,575	1.1%	217,331	0	0	8	1,031,178	\$7.30
2016 2q	1,097	26,994,477	510,906	1.9%	116,812	0	0	3	645,983	\$7.14
2016 1q	1,097	26,994,477	627,718	2.3%	(37,919)	0	0	1	400,000	\$7.16
2015 4q	1,097	26,994,477	589,799	2.2%	86,917	0	0	1	400,000	\$7.04
2015 3q	1,097	26,994,477	676,716	2.5%	494,748	5	522,818	1	400,000	\$6.95
2015 2q	1,093	26,541,062	718,049	2.7%	210,425	2	94,671	6	922,818	\$6.73
2015 1q	1,091	26,446,391	833,803	3.2%	(104,211)	2	271,317	7	617,489	\$6.82
2014 4q	1,089	26,175,074	458,275	1.8%	191,643	1	10,254	8	838,806	\$6.51
2014 3q	1,088	26,164,820	639,664	2.4%	(11,240)	2	153,284	3	281,571	\$6.64

Source: CoStar Property®

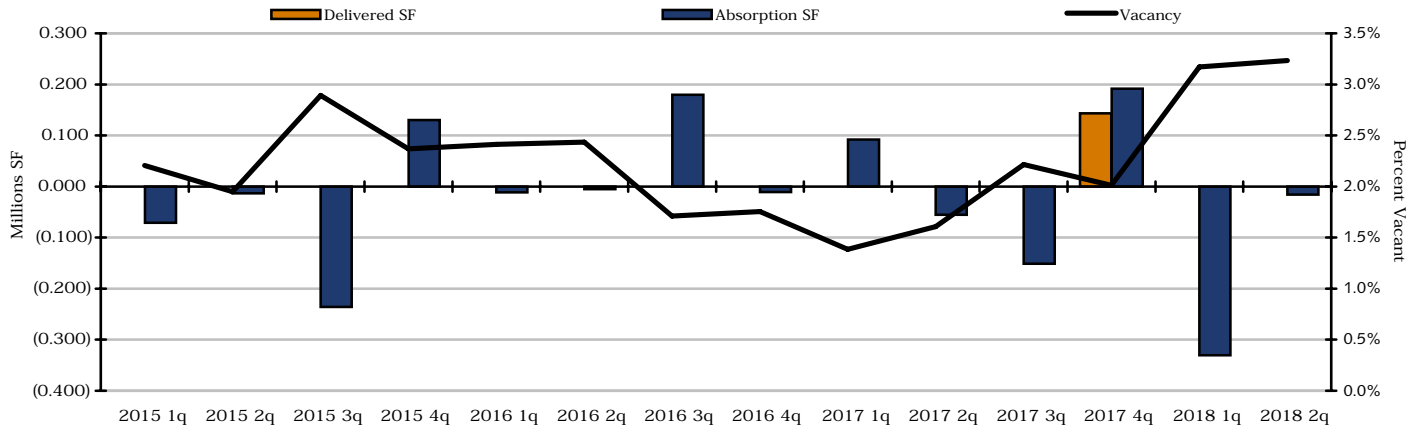
## Los Angeles Industrial Market

El Segundo / Hawthorne Market

MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

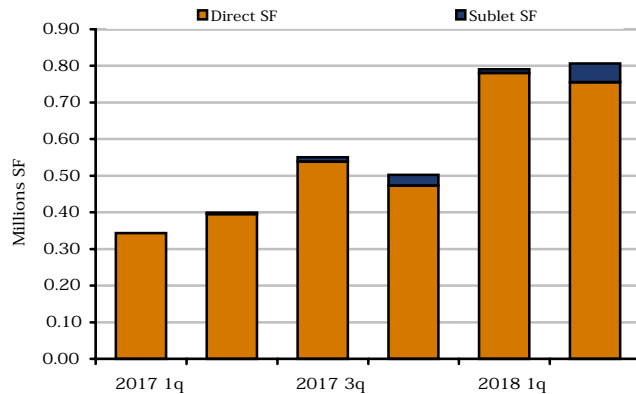
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

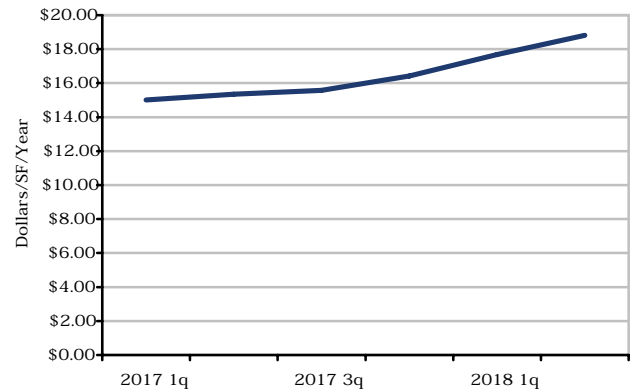
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	962	24,949,349	806,630	3.2%	(15,734)	0	0	1	3,525	\$18.82
2018 1q	962	24,949,349	790,896	3.2%	(330,331)	0	0	1	3,525	\$17.68
2017 4q	963	24,991,330	502,546	2.0%	191,359	1	143,436	1	3,525	\$16.43
2017 3q	962	24,847,894	550,469	2.2%	(151,247)	0	0	2	146,961	\$15.57
2017 2q	962	24,847,894	399,222	1.6%	(55,425)	0	0	2	146,961	\$15.35
2017 1q	962	24,847,894	343,797	1.4%	92,233	0	0	2	146,961	\$15.01
2016 4q	962	24,847,894	436,030	1.8%	(10,822)	0	0	2	146,961	\$14.46
2016 3q	962	24,847,894	425,208	1.7%	179,855	0	0	1	3,525	\$14.30
2016 2q	962	24,847,894	605,063	2.4%	(5,229)	0	0	0	0	\$13.95
2016 1q	962	24,847,894	599,834	2.4%	(11,326)	0	0	0	0	\$13.52
2015 4q	962	24,847,894	588,508	2.4%	130,162	0	0	0	0	\$12.54
2015 3q	962	24,847,894	718,670	2.9%	(235,732)	0	0	0	0	\$11.17
2015 2q	963	24,849,493	484,537	1.9%	(13,335)	0	0	0	0	\$10.94
2015 1q	964	24,928,493	550,202	2.2%	(70,957)	0	0	0	0	\$10.51
2014 4q	964	24,928,493	479,245	1.9%	25,915	0	0	0	0	\$9.53
2014 3q	964	24,928,493	505,160	2.0%	183,247	1	4,400	0	0	\$9.54

Source: CoStar Property®

# Los Angeles Industrial Market

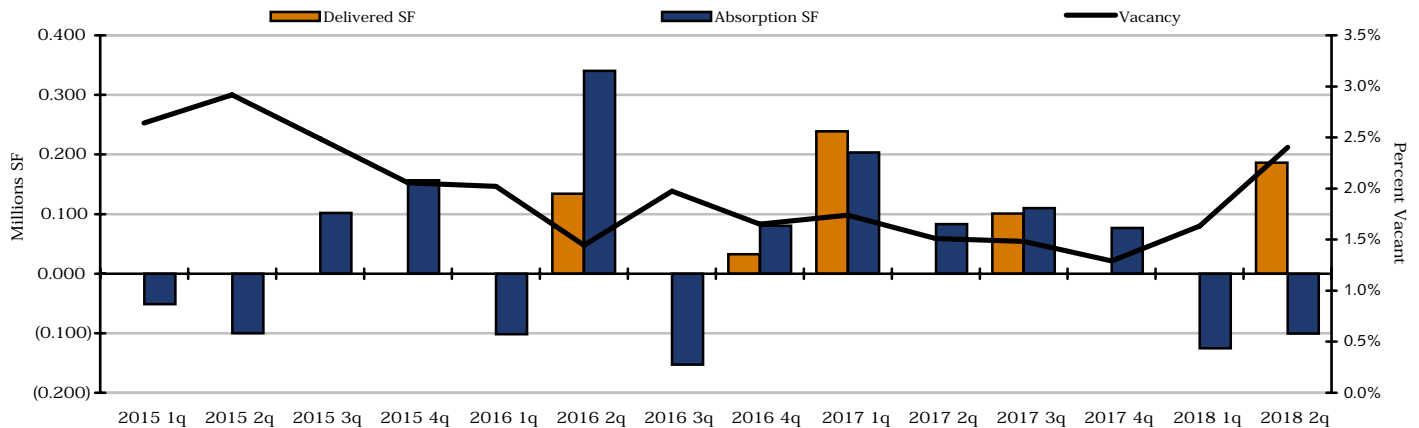


## Gardena / 110 Corridor Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

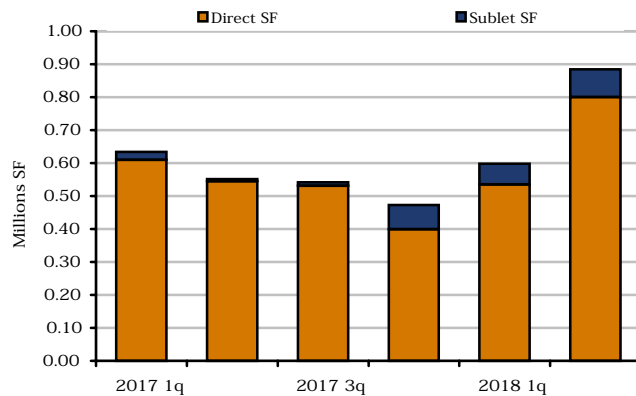
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

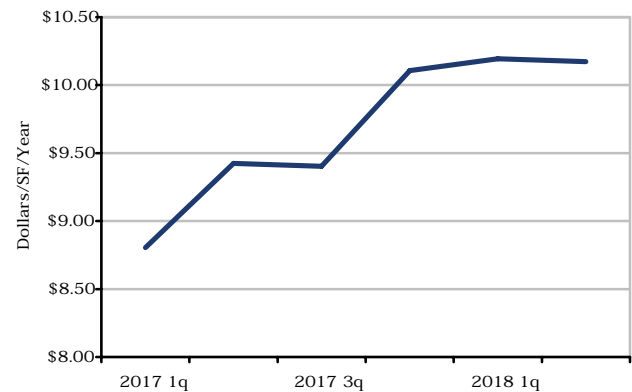
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,685	36,793,106	884,775	2.4%	(100,754)	2	186,245	1	110,500	\$10.17
2018 1q	1,683	36,606,861	597,776	1.6%	(125,424)	0	0	3	296,745	\$10.19
2017 4q	1,683	36,606,861	472,352	1.3%	76,777	0	0	3	296,745	\$10.11
2017 3q	1,682	36,599,661	541,929	1.5%	109,783	1	100,580	3	158,842	\$9.40
2017 2q	1,681	36,499,081	551,132	1.5%	83,200	0	0	3	148,922	\$9.42
2017 1q	1,681	36,499,081	634,332	1.7%	203,364	2	239,026	1	100,580	\$8.81
2016 4q	1,679	36,260,055	598,670	1.7%	80,470	1	32,803	3	339,606	\$8.41
2016 3q	1,679	36,297,252	716,337	2.0%	(152,626)	0	0	3	271,829	\$8.52
2016 2q	1,678	36,257,627	524,086	1.4%	340,315	2	134,041	4	311,454	\$8.66
2016 1q	1,676	36,123,586	730,360	2.0%	(101,875)	0	0	6	445,495	\$8.12
2015 4q	1,678	36,240,566	745,465	2.1%	156,435	0	0	4	195,870	\$7.96
2015 3q	1,678	36,240,566	901,900	2.5%	101,959	0	0	1	19,980	\$7.73
2015 2q	1,679	36,295,137	1,058,430	2.9%	(100,163)	0	0	1	19,980	\$7.37
2015 1q	1,679	36,295,137	958,267	2.6%	(51,237)	0	0	0	0	\$7.18
2014 4q	1,679	36,295,137	907,030	2.5%	174,856	0	0	0	0	\$7.06
2014 3q	1,679	36,295,137	1,081,886	3.0%	29,011	0	0	0	0	\$7.04

Source: CoStar Property®

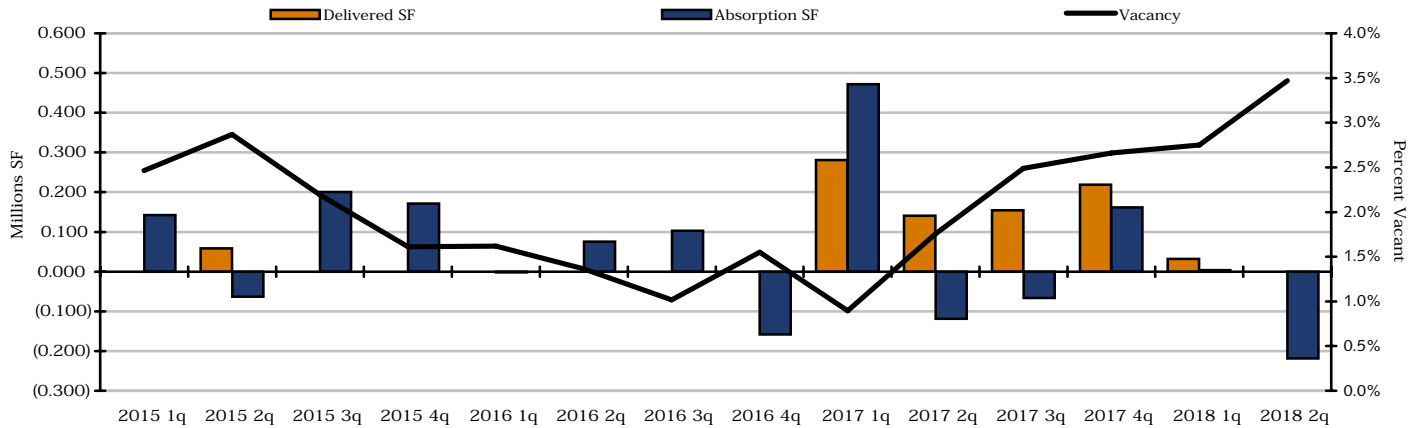
## Los Angeles Industrial Market

Long Beach Area Market

MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

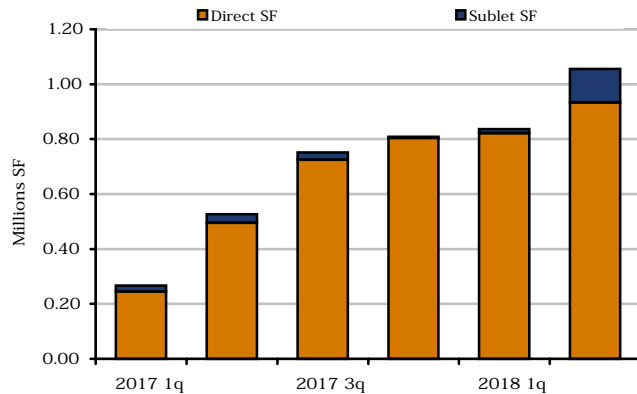
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

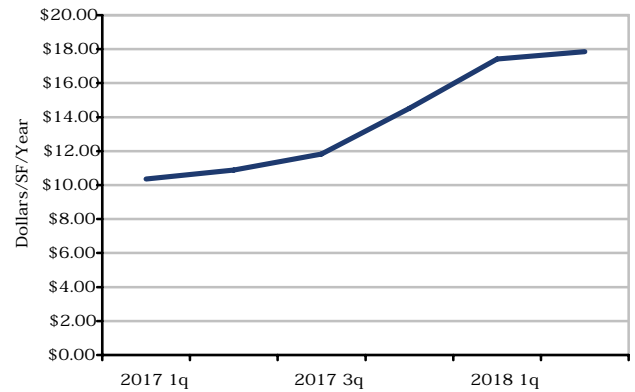
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,725	30,433,535	1,055,594	3.5%	(218,801)	0	0	0	0	\$17.86
2018 1q	1,725	30,433,535	836,793	2.7%	4,139	1	32,027	0	0	\$17.42
2017 4q	1,724	30,401,508	808,905	2.7%	161,907	1	219,280	1	32,027	\$14.52
2017 3q	1,723	30,182,228	751,532	2.5%	(66,194)	2	154,722	2	251,307	\$11.82
2017 2q	1,718	30,023,469	526,579	1.8%	(118,839)	1	140,430	7	410,066	\$10.89
2017 1q	1,717	29,883,039	267,310	0.9%	472,272	2	280,656	7	518,469	\$10.36
2016 4q	1,715	29,602,383	458,926	1.6%	(158,026)	0	0	5	751,306	\$9.83
2016 3q	1,715	29,602,383	300,900	1.0%	103,128	0	0	5	751,306	\$9.23
2016 2q	1,715	29,602,383	404,028	1.4%	75,073	0	0	5	751,306	\$8.96
2016 1q	1,715	29,602,383	479,101	1.6%	(1,882)	0	0	2	280,656	\$8.96
2015 4q	1,715	29,602,383	477,219	1.6%	171,386	0	0	1	244,000	\$8.89
2015 3q	1,715	29,602,383	648,605	2.2%	200,521	0	0	1	244,000	\$8.74
2015 2q	1,715	29,602,383	849,126	2.9%	(62,977)	1	58,792	1	244,000	\$8.55
2015 1q	1,714	29,543,591	727,357	2.5%	142,336	0	0	1	58,792	\$8.42
2014 4q	1,715	29,545,537	871,639	3.0%	135,860	0	0	1	58,792	\$8.17
2014 3q	1,715	29,545,537	1,007,499	3.4%	(39,390)	0	0	1	58,792	\$8.20

Source: CoStar Property®

# Los Angeles Industrial Market

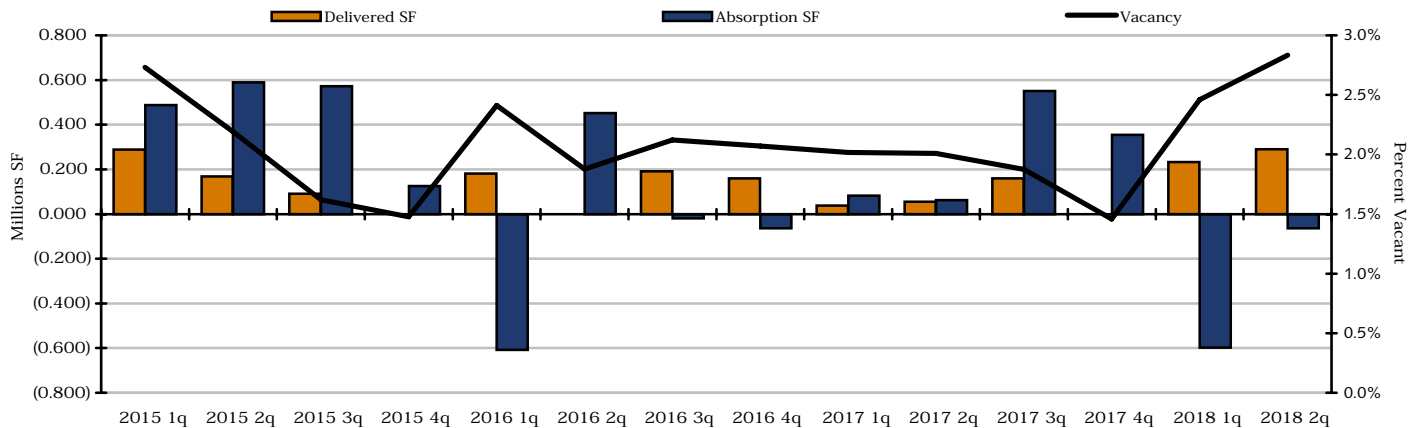


## Lower SGV Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

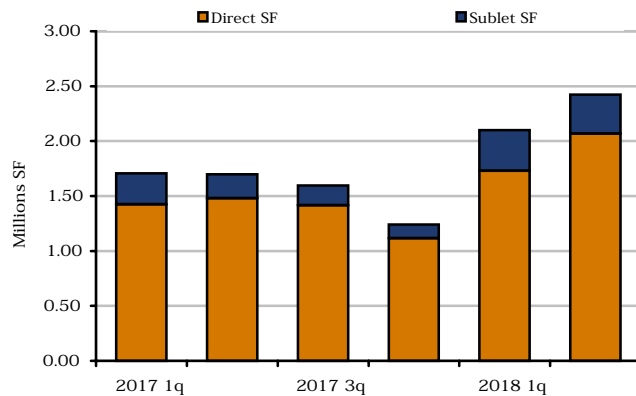
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

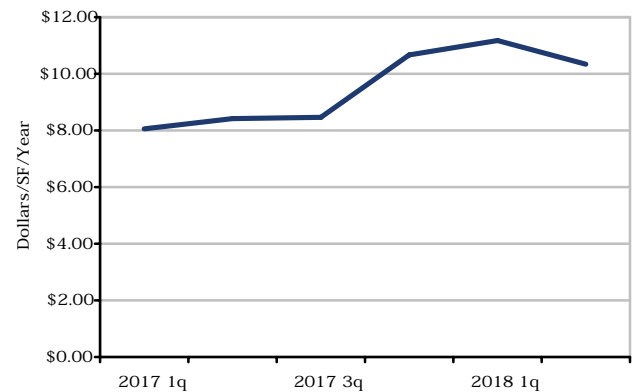
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,561	85,596,858	2,424,404	2.8%	(63,206)	5	290,479	11	1,015,879	\$10.34
2018 1q	1,557	85,335,465	2,099,805	2.5%	(597,668)	2	232,567	14	1,060,556	\$11.18
2017 4q	1,554	85,073,812	1,240,484	1.5%	354,329	0	0	15	1,120,219	\$10.67
2017 3q	1,554	85,073,812	1,594,813	1.9%	550,854	3	159,370	15	1,120,219	\$8.46
2017 2q	1,552	84,627,510	1,699,365	2.0%	62,584	1	55,151	9	1,038,410	\$8.42
2017 1q	1,551	84,572,359	1,706,798	2.0%	82,422	1	38,302	6	673,496	\$8.06
2016 4q	1,550	84,534,057	1,750,918	2.1%	(63,815)	2	159,178	6	685,286	\$7.80
2016 3q	1,549	84,642,579	1,795,625	2.1%	(19,245)	3	191,896	6	769,754	\$7.61
2016 2q	1,546	84,450,683	1,584,484	1.9%	451,376	0	0	8	529,187	\$7.60
2016 1q	1,546	84,450,683	2,035,860	2.4%	(608,623)	3	181,741	4	356,514	\$7.39
2015 4q	1,543	84,268,942	1,245,496	1.5%	125,526	0	0	5	328,101	\$7.14
2015 3q	1,542	84,261,902	1,363,982	1.6%	572,659	2	90,899	6	335,141	\$6.99
2015 2q	1,540	84,171,003	1,845,742	2.2%	589,591	1	168,000	6	305,240	\$6.83
2015 1q	1,541	84,030,952	2,295,282	2.7%	488,413	2	288,496	4	387,480	\$6.84
2014 4q	1,539	83,742,456	2,495,199	3.0%	(229,926)	1	59,717	3	456,496	\$6.81
2014 3q	1,538	83,682,739	2,205,556	2.6%	(34,040)	0	0	4	516,213	\$6.71

Source: CoStar Property®

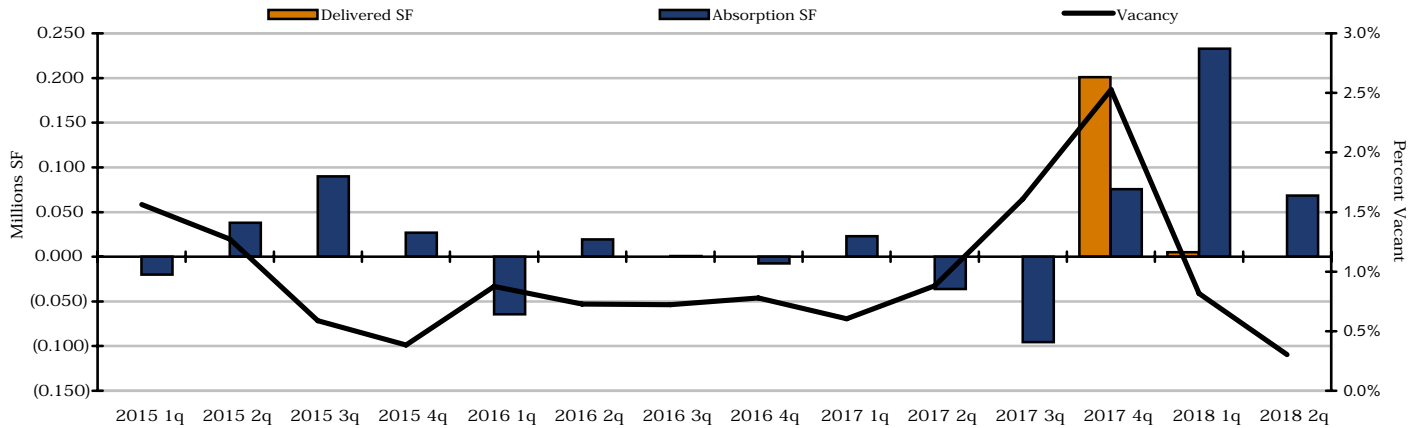
## Los Angeles Industrial Market

Lynwood / Paramount Market

MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

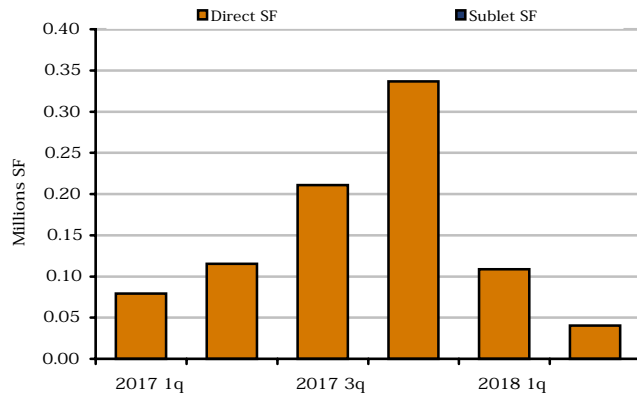
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

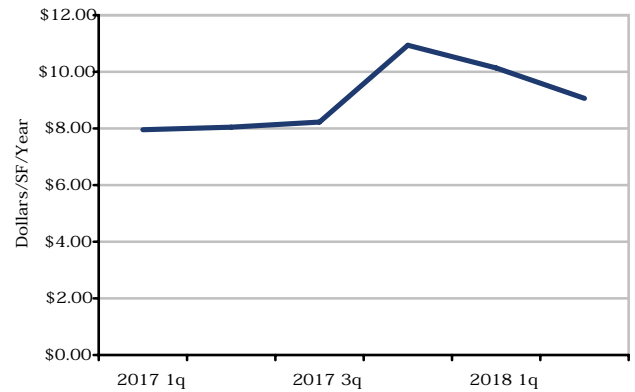
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	574	13,315,665	40,369	0.3%	68,461	0	0	0	0	\$9.06
2018 1q	574	13,315,665	108,830	0.8%	232,724	1	4,986	0	0	\$10.13
2017 4q	573	13,310,679	336,568	2.5%	75,444	1	201,027	1	4,986	\$10.94
2017 3q	572	13,109,652	210,985	1.6%	(95,525)	0	0	2	206,013	\$8.23
2017 2q	572	13,109,652	115,460	0.9%	(36,168)	0	0	1	201,027	\$8.05
2017 1q	572	13,109,652	79,292	0.6%	22,939	0	0	1	201,027	\$7.96
2016 4q	572	13,109,652	102,231	0.8%	(7,557)	0	0	1	201,027	\$7.14
2016 3q	572	13,109,652	94,674	0.7%	771	0	0	1	201,027	\$7.02
2016 2q	572	13,109,652	95,445	0.7%	19,290	0	0	1	201,027	\$7.05
2016 1q	572	13,109,652	114,735	0.9%	(64,355)	0	0	0	0	\$6.89
2015 4q	572	13,109,652	50,380	0.4%	26,770	0	0	0	0	\$7.64
2015 3q	572	13,109,652	77,150	0.6%	89,907	0	0	0	0	\$7.60
2015 2q	572	13,109,652	167,057	1.3%	38,012	0	0	0	0	\$7.42
2015 1q	572	13,109,652	205,069	1.6%	(20,023)	0	0	0	0	\$7.22
2014 4q	572	13,109,652	185,046	1.4%	27,422	0	0	0	0	\$6.86
2014 3q	572	13,109,652	212,468	1.6%	164,395	0	0	0	0	\$6.85

Source: CoStar Property®



# Los Angeles Industrial Market

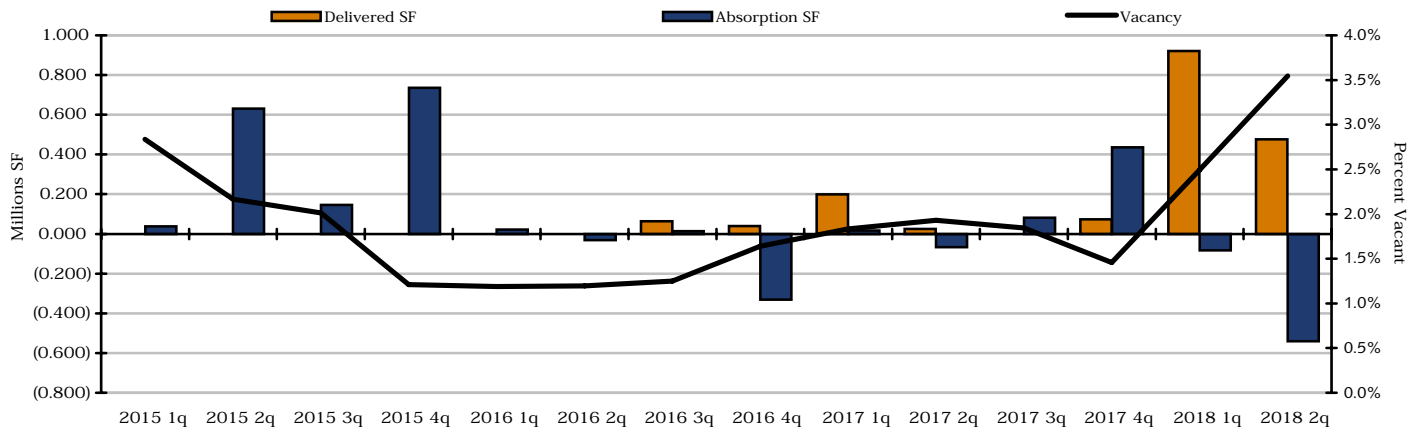


## Mid Counties - LA Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

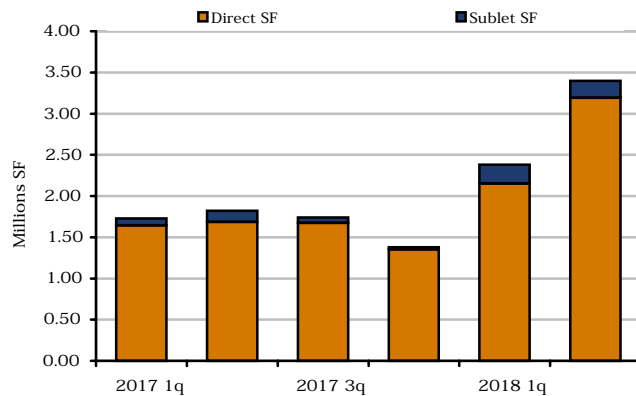
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

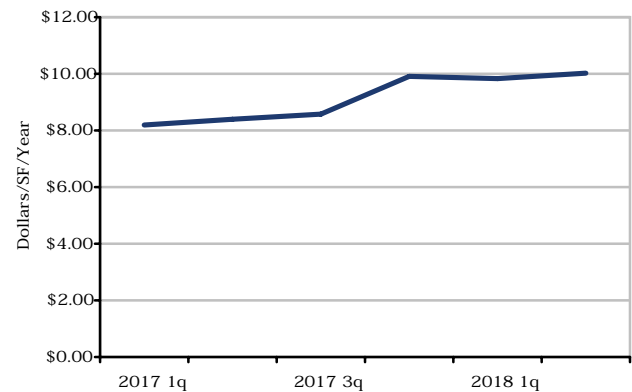
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	2,724	95,902,343	3,399,642	3.5%	(540,907)	1	477,008	3	675,161	\$10.02
2018 1q	2,723	95,425,335	2,381,727	2.5%	(82,832)	7	920,822	4	1,152,169	\$9.83
2017 4q	2,715	94,501,297	1,378,073	1.5%	436,717	1	74,038	11	2,072,991	\$9.91
2017 3q	2,714	94,427,259	1,740,752	1.8%	81,105	0	0	10	1,978,333	\$8.58
2017 2q	2,715	94,430,475	1,821,857	1.9%	(67,210)	1	24,895	9	1,682,843	\$8.39
2017 1q	2,713	94,402,364	1,729,752	1.8%	16,424	1	199,588	8	1,127,153	\$8.19
2016 4q	2,712	94,202,776	1,546,588	1.6%	(330,692)	1	40,000	6	751,012	\$8.11
2016 3q	2,711	94,162,776	1,175,896	1.2%	13,925	1	63,458	3	264,483	\$7.85
2016 2q	2,710	94,099,318	1,126,363	1.2%	(31,098)	0	0	4	327,941	\$7.73
2016 1q	2,711	94,123,318	1,119,265	1.2%	21,389	0	0	3	264,483	\$7.56
2015 4q	2,712	94,126,534	1,140,654	1.2%	734,939	0	0	3	264,483	\$7.40
2015 3q	2,713	94,145,377	1,894,436	2.0%	146,602	0	0	1	24,895	\$7.28
2015 2q	2,713	94,145,377	2,041,038	2.2%	630,500	0	0	1	24,895	\$7.10
2015 1q	2,713	94,145,377	2,671,538	2.8%	38,017	0	0	0	0	\$6.91
2014 4q	2,713	94,145,377	2,709,555	2.9%	773,435	1	2,800	0	0	\$6.79
2014 3q	2,713	94,171,853	3,509,466	3.7%	386,559	0	0	1	2,800	\$6.73

Source: CoStar Property®



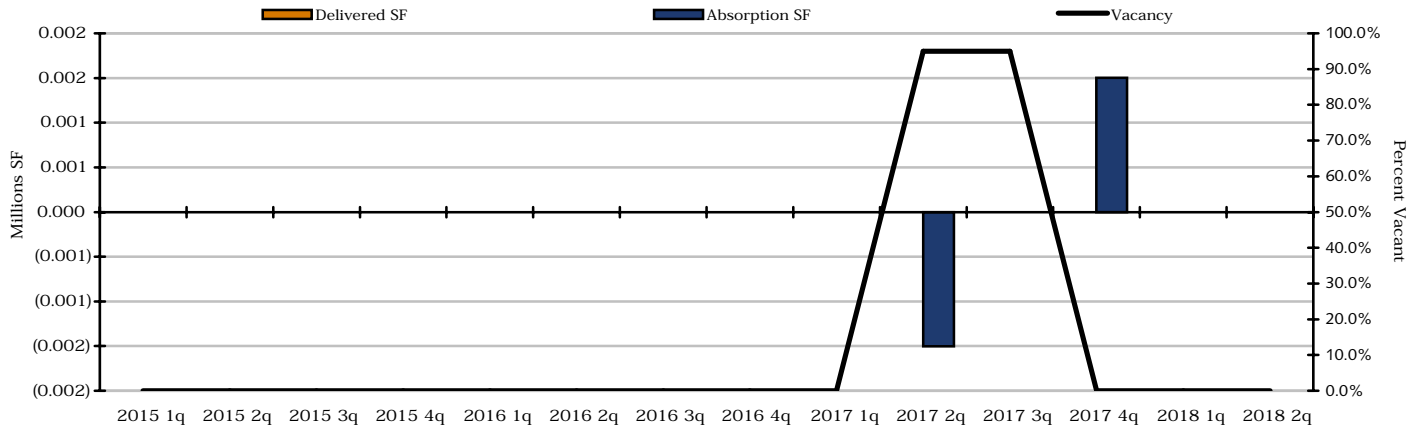
# Los Angeles Industrial Market

## NE LA Cnty Outlying Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

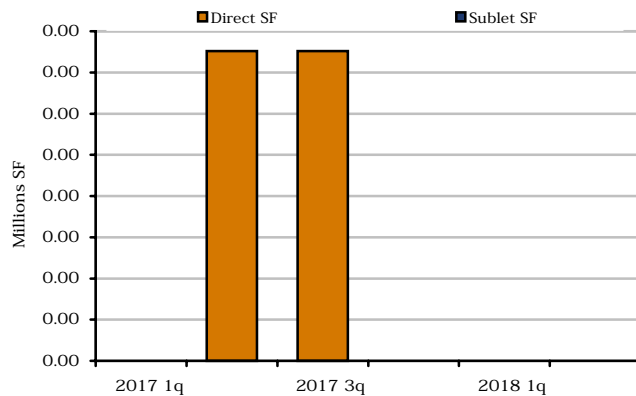
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

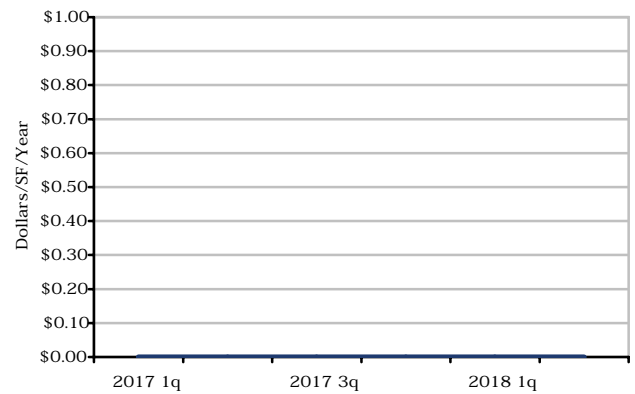
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2018 1q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2017 4q	1	1,583	0	0.0%	1,504	0	0	0	0	\$0.00
2017 3q	1	1,583	1,504	95.0%	0	0	0	0	0	\$0.00
2017 2q	1	1,583	1,504	95.0%	(1,504)	0	0	0	0	\$0.00
2017 1q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2016 4q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2016 3q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2016 2q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2016 1q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2015 4q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2015 3q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2015 2q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2015 1q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2014 4q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00
2014 3q	1	1,583	0	0.0%	0	0	0	0	0	\$0.00

Source: CoStar Property®

# Los Angeles Industrial Market

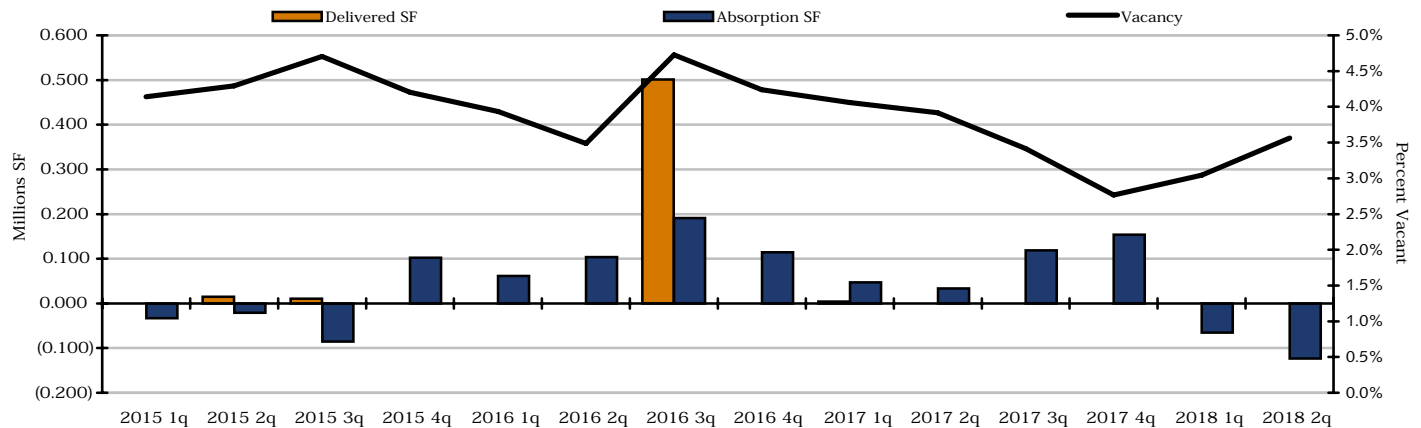


## Northwest SGV Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

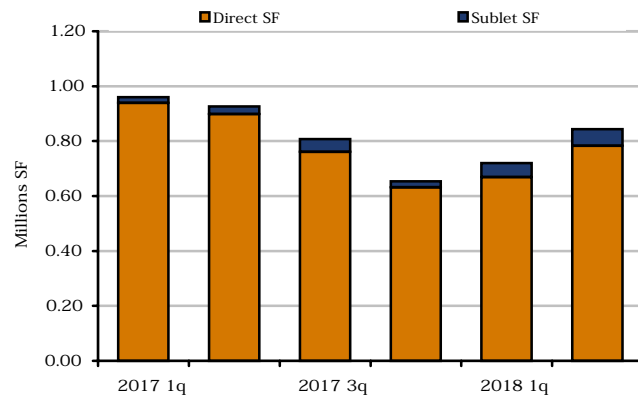
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

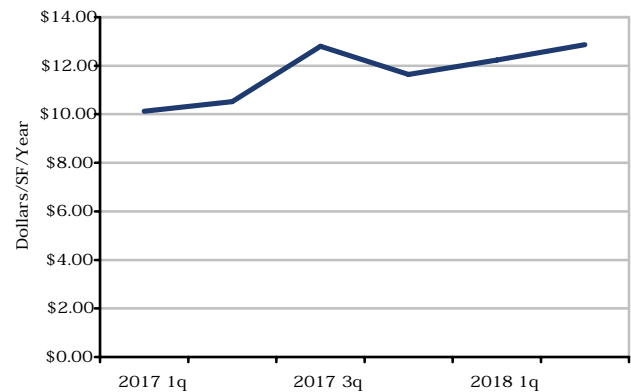
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,365	23,649,645	843,058	3.6%	(123,482)	0	0	2	67,609	\$12.87
2018 1q	1,365	23,649,645	719,576	3.0%	(65,538)	0	0	2	67,609	\$12.23
2017 4q	1,365	23,649,645	654,038	2.8%	153,865	0	0	0	0	\$11.65
2017 3q	1,365	23,649,645	807,903	3.4%	118,389	0	0	0	0	\$12.80
2017 2q	1,365	23,649,645	926,292	3.9%	33,497	0	0	0	0	\$10.52
2017 1q	1,365	23,649,645	959,789	4.1%	47,169	1	4,260	0	0	\$10.12
2016 4q	1,364	23,645,385	1,002,698	4.2%	114,612	0	0	1	4,260	\$9.57
2016 3q	1,364	23,645,385	1,117,310	4.7%	191,113	5	501,270	1	4,260	\$9.59
2016 2q	1,359	23,144,115	807,153	3.5%	103,873	0	0	5	501,270	\$9.69
2016 1q	1,359	23,144,115	911,026	3.9%	61,486	0	0	5	501,270	\$8.22
2015 4q	1,359	23,144,115	972,512	4.2%	102,344	0	0	5	501,270	\$8.50
2015 3q	1,360	23,158,903	1,089,644	4.7%	(85,423)	1	10,694	0	0	\$8.27
2015 2q	1,359	23,148,209	993,527	4.3%	(21,072)	1	14,987	1	10,694	\$7.81
2015 1q	1,358	23,133,222	957,468	4.1%	(33,125)	0	0	2	25,681	\$7.65
2014 4q	1,358	23,133,222	924,343	4.0%	167,280	1	7,027	1	14,987	\$7.96
2014 3q	1,357	23,126,195	1,084,596	4.7%	(9,932)	0	0	1	7,027	\$7.66

Source: CoStar Property®

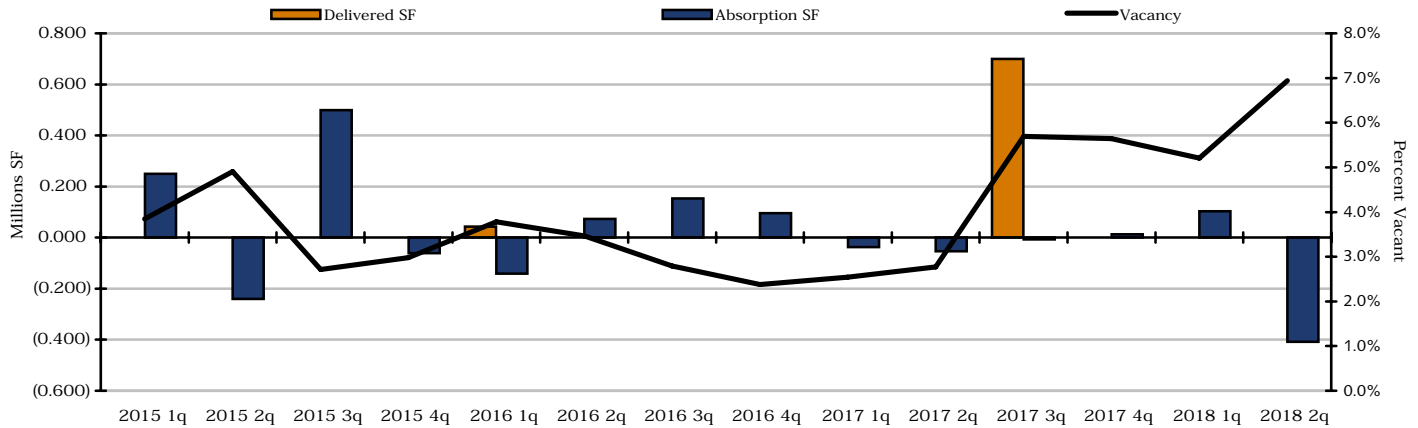
## Los Angeles Industrial Market

SCV/Lancaster/Palmdale Market

MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

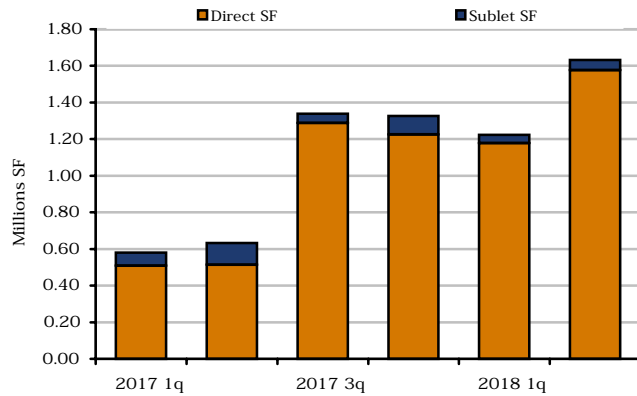
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

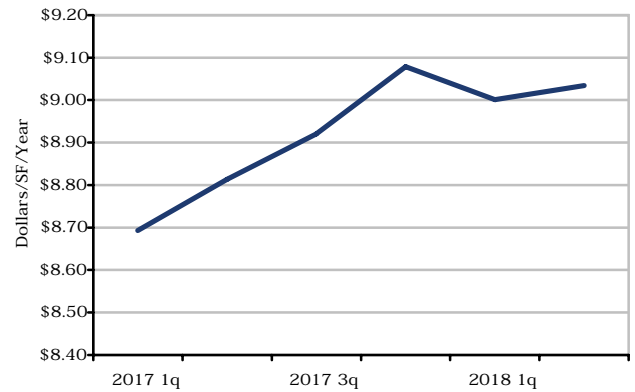
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	673	23,515,734	1,631,819	6.9%	(407,900)	0	0	1	100,000	\$9.03
2018 1q	673	23,515,734	1,223,919	5.2%	102,762	0	0	1	100,000	\$9.00
2017 4q	673	23,515,734	1,326,681	5.6%	12,465	0	0	1	100,000	\$9.08
2017 3q	673	23,515,734	1,339,146	5.7%	(6,674)	7	700,142	0	0	\$8.92
2017 2q	666	22,815,592	632,330	2.8%	(52,947)	0	0	7	700,142	\$8.81
2017 1q	666	22,815,592	579,383	2.5%	(37,553)	0	0	7	700,142	\$8.69
2016 4q	666	22,815,592	541,830	2.4%	95,432	0	0	7	700,142	\$8.59
2016 3q	666	22,815,592	637,262	2.8%	153,624	0	0	6	652,792	\$8.55
2016 2q	666	22,815,592	790,886	3.5%	72,585	0	0	6	652,792	\$8.26
2016 1q	666	22,815,592	863,471	3.8%	(141,721)	1	43,584	3	398,070	\$8.35
2015 4q	665	22,772,008	678,166	3.0%	(60,779)	0	0	4	441,654	\$7.98
2015 3q	665	22,772,008	617,387	2.7%	499,191	0	0	3	398,070	\$8.03
2015 2q	665	22,772,008	1,116,578	4.9%	(240,833)	0	0	3	398,070	\$8.10
2015 1q	665	22,772,008	875,745	3.8%	249,465	0	0	3	398,070	\$8.05
2014 4q	665	22,772,008	1,125,210	4.9%	18,809	0	0	3	398,070	\$7.86
2014 3q	665	22,772,008	1,144,019	5.0%	257,260	0	0	3	398,070	\$7.75

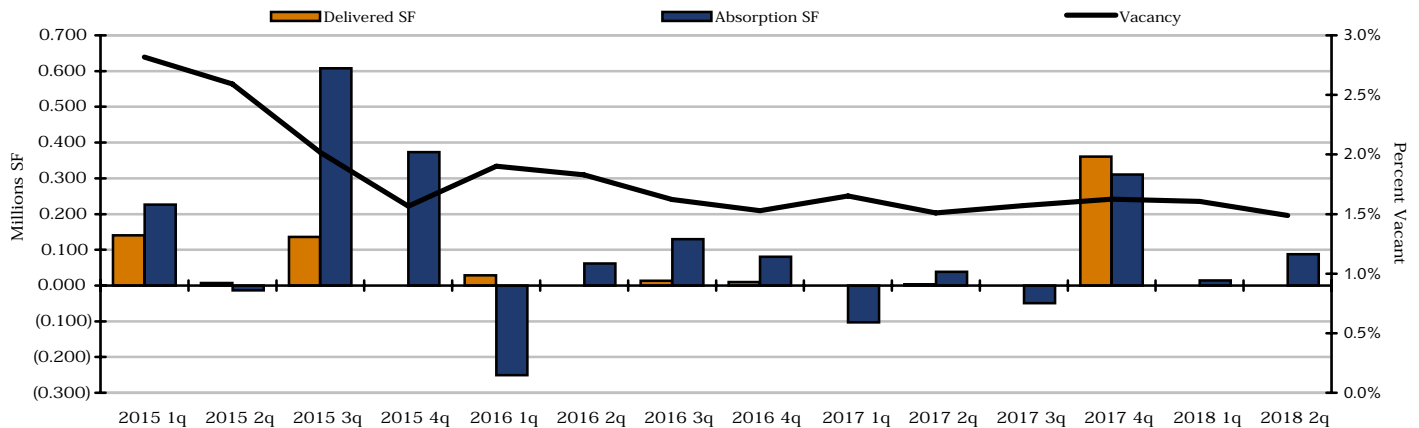
Source: CoStar Property®

# Los Angeles Industrial Market


**S F V East Market**
**MARKET HIGHLIGHTS - Flex & Warehouse**

## Deliveries, Absorption & Vacancy

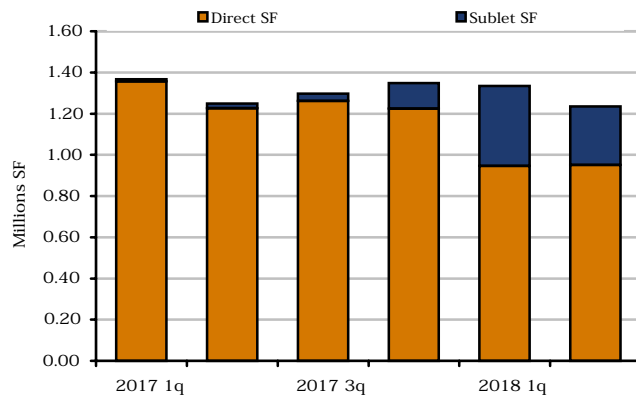
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

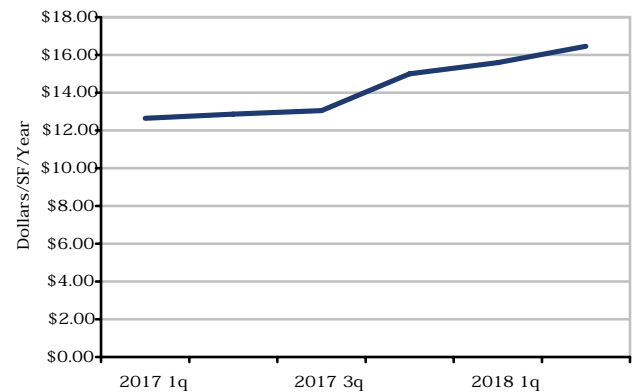
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	5,014	82,991,337	1,235,277	1.5%	87,832	0	0	1	94,894	\$16.45
2018 1q	5,016	83,002,346	1,334,118	1.6%	14,006	0	0	1	94,894	\$15.60
2017 4q	5,016	83,002,346	1,348,124	1.6%	310,382	2	361,038	0	0	\$15.00
2017 3q	5,014	82,641,308	1,297,468	1.6%	(49,411)	0	0	2	361,038	\$13.05
2017 2q	5,014	82,641,448	1,248,197	1.5%	38,092	1	3,600	3	366,013	\$12.86
2017 1q	5,014	82,722,068	1,366,909	1.7%	(102,994)	0	0	4	369,613	\$12.64
2016 4q	5,014	82,722,068	1,263,915	1.5%	80,077	1	10,000	3	364,638	\$11.89
2016 3q	5,014	82,720,568	1,342,492	1.6%	129,487	1	12,945	2	13,600	\$11.50
2016 2q	5,014	82,761,823	1,513,234	1.8%	61,474	0	0	3	26,545	\$11.57
2016 1q	5,014	82,761,823	1,574,708	1.9%	(250,430)	1	28,620	1	12,945	\$11.38
2015 4q	5,013	82,733,203	1,295,658	1.6%	373,039	0	0	2	41,565	\$11.17
2015 3q	5,013	82,733,203	1,668,697	2.0%	607,670	1	136,000	2	41,565	\$11.09
2015 2q	5,012	82,597,203	2,140,367	2.6%	(13,828)	1	6,696	1	136,000	\$10.98
2015 1q	5,013	82,802,496	2,331,832	2.8%	226,839	2	140,368	2	142,696	\$10.53
2014 4q	5,012	82,665,138	2,421,313	2.9%	36,375	0	0	4	283,064	\$10.37
2014 3q	5,014	82,688,565	2,481,115	3.0%	9,303	0	0	3	276,368	\$10.26

Source: CoStar Property®



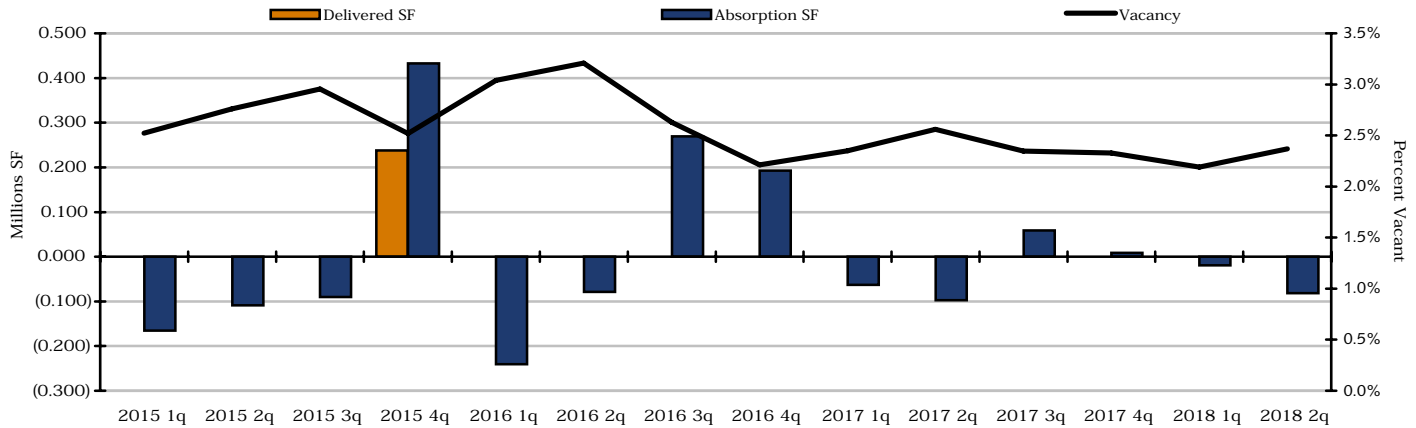
# Los Angeles Industrial Market

## SFV West Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

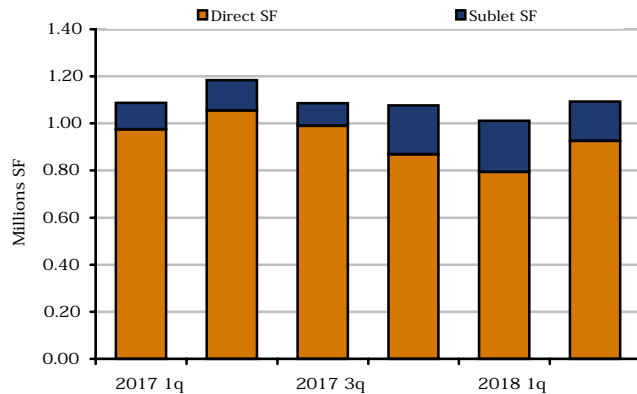
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

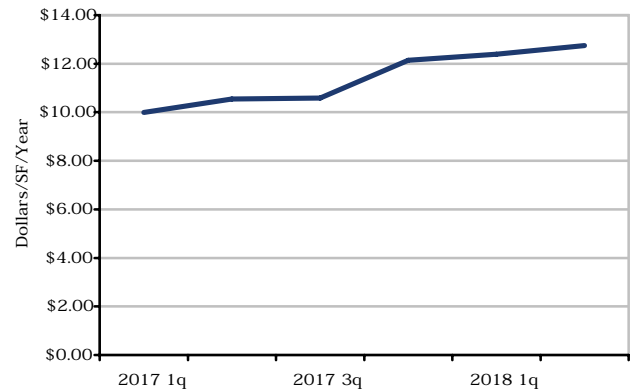
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,969	46,163,606	1,092,985	2.4%	(81,700)	0	0	0	0	\$12.74
2018 1q	1,969	46,163,606	1,011,285	2.2%	(19,197)	0	0	0	0	\$12.39
2017 4q	1,970	46,248,650	1,077,132	2.3%	8,538	0	0	0	0	\$12.14
2017 3q	1,970	46,248,650	1,085,670	2.3%	58,862	0	0	0	0	\$10.59
2017 2q	1,971	46,288,650	1,184,532	2.6%	(97,283)	0	0	0	0	\$10.54
2017 1q	1,971	46,288,650	1,087,249	2.3%	(63,120)	0	0	0	0	\$9.99
2016 4q	1,971	46,288,650	1,024,129	2.2%	192,430	0	0	0	0	\$9.77
2016 3q	1,971	46,288,650	1,216,559	2.6%	269,196	0	0	0	0	\$9.80
2016 2q	1,971	46,288,650	1,485,755	3.2%	(78,411)	0	0	0	0	\$9.80
2016 1q	1,971	46,288,650	1,407,344	3.0%	(240,602)	0	0	0	0	\$9.58
2015 4q	1,971	46,288,650	1,166,742	2.5%	432,476	5	238,116	0	0	\$9.44
2015 3q	1,966	46,050,534	1,361,102	3.0%	(90,456)	0	0	5	238,116	\$9.54
2015 2q	1,966	46,050,534	1,270,646	2.8%	(109,129)	0	0	5	238,116	\$9.64
2015 1q	1,966	46,050,534	1,161,517	2.5%	(165,037)	0	0	5	238,116	\$9.44
2014 4q	1,966	46,050,534	996,480	2.2%	171,626	0	0	1	126,557	\$9.30
2014 3q	1,967	46,086,734	1,204,306	2.6%	36,609	0	0	0	0	\$9.06

Source: CoStar Property®

# Los Angeles Industrial Market

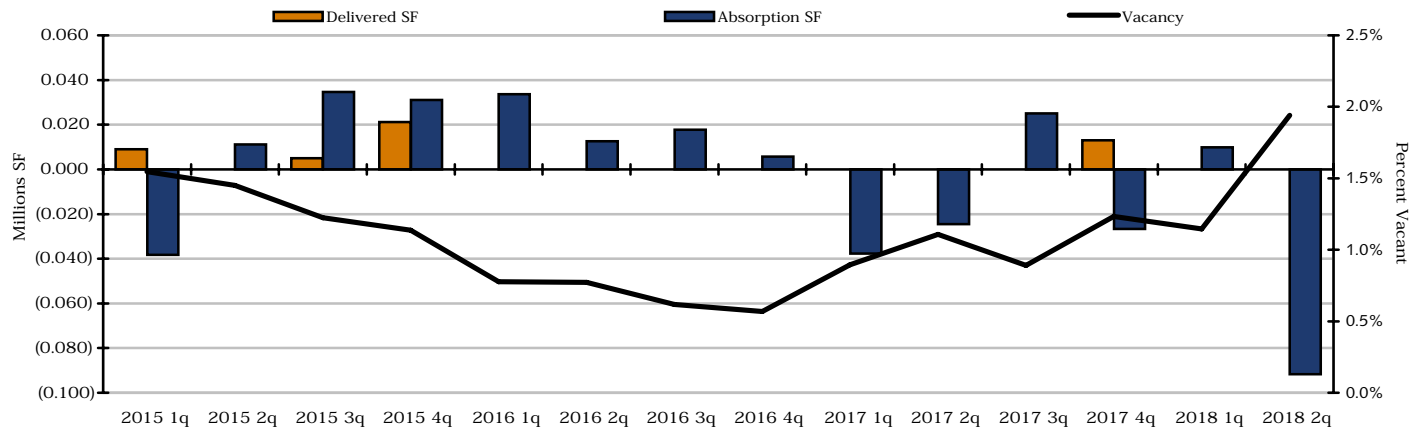


## Southwest SGV Market

### MARKET HIGHLIGHTS - Flex & Warehouse

## Deliveries, Absorption & Vacancy

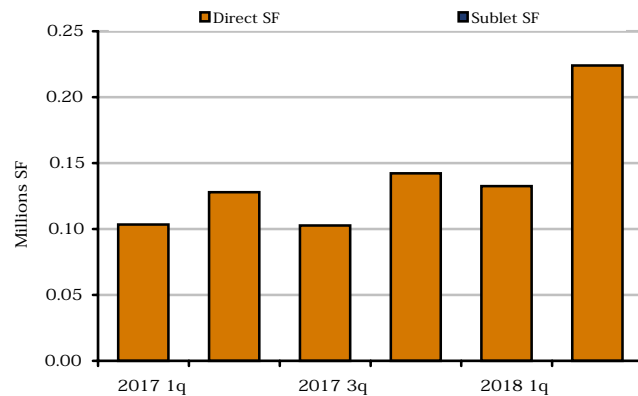
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

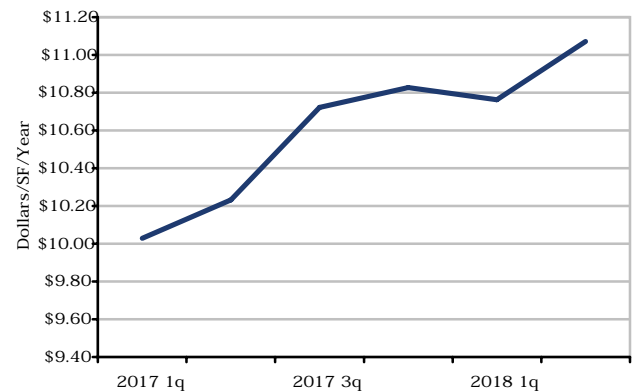
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,048	11,549,191	224,085	1.9%	(91,649)	0	0	0	0	\$11.07
2018 1q	1,048	11,549,191	132,436	1.1%	9,907	0	0	0	0	\$10.76
2017 4q	1,048	11,549,191	142,343	1.2%	(26,603)	1	13,000	0	0	\$10.83
2017 3q	1,047	11,536,191	102,740	0.9%	25,098	0	0	1	13,000	\$10.72
2017 2q	1,047	11,536,191	127,838	1.1%	(24,483)	0	0	1	13,000	\$10.23
2017 1q	1,047	11,536,191	103,355	0.9%	(37,759)	0	0	1	13,000	\$10.03
2016 4q	1,047	11,536,191	65,596	0.6%	5,763	0	0	0	0	\$9.80
2016 3q	1,047	11,536,191	71,359	0.6%	17,746	0	0	0	0	\$12.35
2016 2q	1,047	11,536,191	89,105	0.8%	12,648	0	0	0	0	\$12.54
2016 1q	1,045	11,523,837	89,399	0.8%	33,664	0	0	2	12,354	\$9.78
2015 4q	1,046	11,531,837	131,063	1.1%	31,071	2	21,245	2	12,354	\$9.49
2015 3q	1,044	11,510,592	140,889	1.2%	34,647	1	5,060	2	21,245	\$9.39
2015 2q	1,042	11,501,787	166,731	1.4%	11,177	0	0	4	30,050	\$9.35
2015 1q	1,042	11,501,787	177,908	1.5%	(38,249)	1	9,000	3	12,550	\$8.57
2014 4q	1,041	11,492,787	130,659	1.1%	11,259	0	0	2	14,060	\$8.09
2014 3q	1,041	11,492,787	141,918	1.2%	115,108	0	0	2	14,060	\$7.79

Source: CoStar Property®

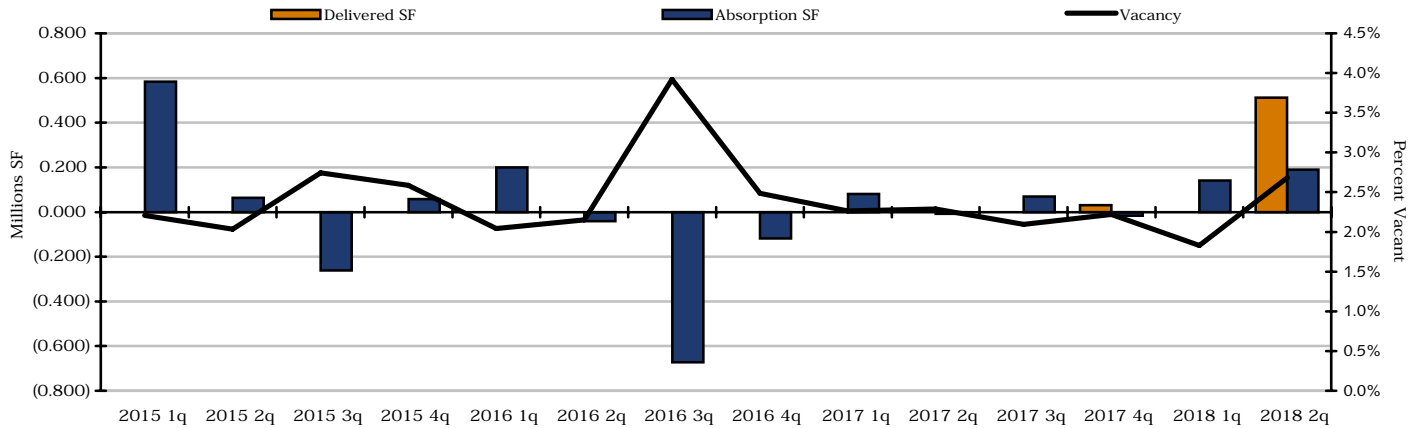
## Los Angeles Industrial Market

Torrance / Beach Cities Market

MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

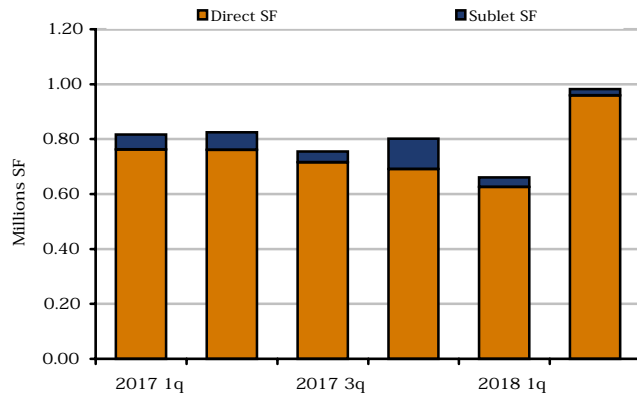
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

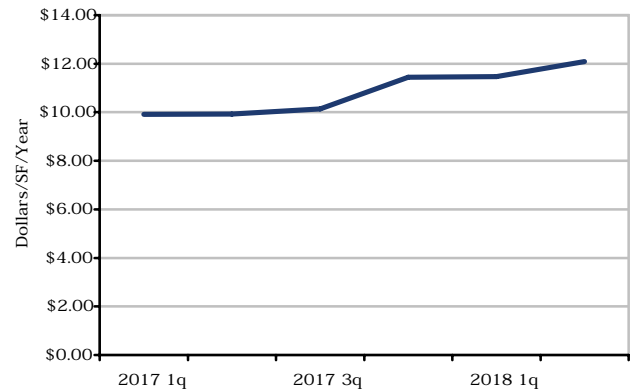
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,059	36,614,660	982,316	2.7%	190,308	1	512,490	0	0	\$12.09
2018 1q	1,058	36,102,170	660,134	1.8%	141,433	0	0	1	512,490	\$11.47
2017 4q	1,058	36,102,170	801,567	2.2%	(16,099)	1	30,492	1	512,490	\$11.45
2017 3q	1,057	36,071,678	754,976	2.1%	69,829	0	0	2	542,982	\$10.13
2017 2q	1,057	36,071,678	824,805	2.3%	(8,445)	0	0	2	542,982	\$9.93
2017 1q	1,057	36,071,678	816,360	2.3%	80,567	0	0	2	542,982	\$9.91
2016 4q	1,057	36,071,678	896,927	2.5%	(117,828)	0	0	1	30,492	\$9.85
2016 3q	1,058	36,731,678	1,439,099	3.9%	(672,481)	0	0	0	0	\$9.66
2016 2q	1,059	36,756,026	790,966	2.2%	(40,207)	0	0	0	0	\$9.09
2016 1q	1,059	36,756,026	750,759	2.0%	199,956	0	0	0	0	\$8.96
2015 4q	1,059	36,756,026	950,715	2.6%	57,355	0	0	0	0	\$8.82
2015 3q	1,059	36,756,026	1,008,070	2.7%	(260,705)	0	0	0	0	\$8.47
2015 2q	1,059	36,756,026	747,365	2.0%	64,444	0	0	0	0	\$8.44
2015 1q	1,059	36,756,026	811,809	2.2%	583,246	0	0	0	0	\$8.30
2014 4q	1,059	36,756,026	1,395,055	3.8%	545,840	0	0	0	0	\$8.25
2014 3q	1,059	36,756,026	1,940,895	5.3%	215,016	0	0	0	0	\$8.10

Source: CoStar Property®



# Los Angeles Industrial Market

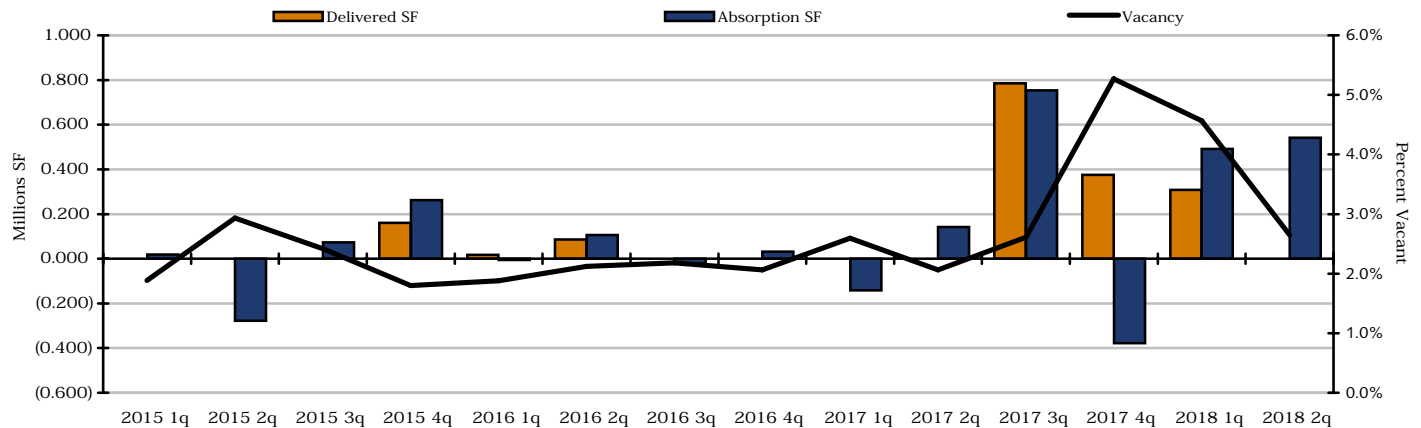


## Upper SGV Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

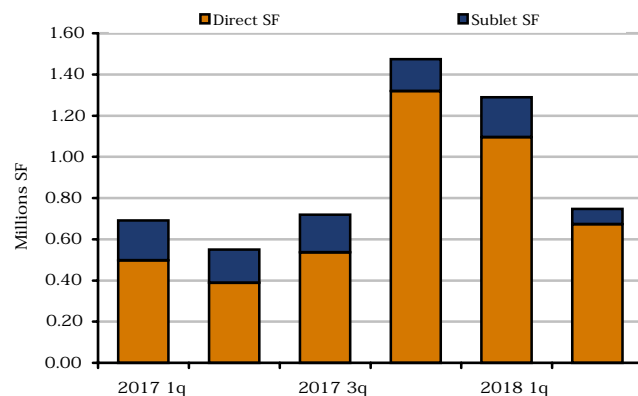
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

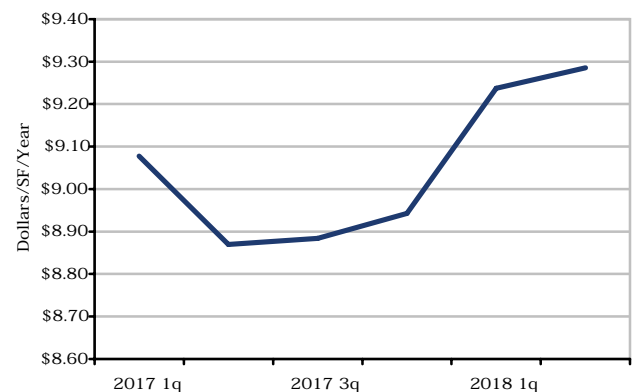
Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,289	28,256,222	747,865	2.6%	542,029	0	0	1	99,272	\$9.29
2018 1q	1,289	28,256,222	1,289,894	4.6%	491,309	2	307,789	1	99,272	\$9.24
2017 4q	1,287	27,948,433	1,473,414	5.3%	(378,250)	2	376,065	3	407,061	\$8.94
2017 3q	1,285	27,572,368	719,099	2.6%	753,531	6	785,232	4	683,854	\$8.88
2017 2q	1,276	26,649,766	550,028	2.1%	141,763	0	0	13	1,606,456	\$8.87
2017 1q	1,276	26,649,766	691,791	2.6%	(142,112)	0	0	10	926,605	\$9.08
2016 4q	1,276	26,649,766	549,679	2.1%	31,955	0	0	10	926,605	\$9.05
2016 3q	1,276	26,649,766	581,634	2.2%	(20,876)	0	0	4	364,373	\$8.87
2016 2q	1,277	26,653,984	564,976	2.1%	106,708	1	86,000	4	364,373	\$9.12
2016 1q	1,275	26,480,563	498,263	1.9%	(4,955)	1	17,500	3	352,521	\$8.79
2015 4q	1,274	26,463,063	475,808	1.8%	261,601	2	159,936	4	370,021	\$8.67
2015 3q	1,273	26,363,131	637,477	2.4%	72,898	0	0	5	512,457	\$8.53
2015 2q	1,276	26,428,561	775,805	2.9%	(277,840)	0	0	3	339,036	\$8.16
2015 1q	1,276	26,428,561	497,965	1.9%	18,427	0	0	3	339,036	\$8.03
2014 4q	1,276	26,428,561	516,392	2.0%	(79,027)	0	0	0	0	\$7.88
2014 3q	1,276	26,428,561	437,365	1.7%	(22,433)	0	0	0	0	\$7.43

Source: CoStar Property®

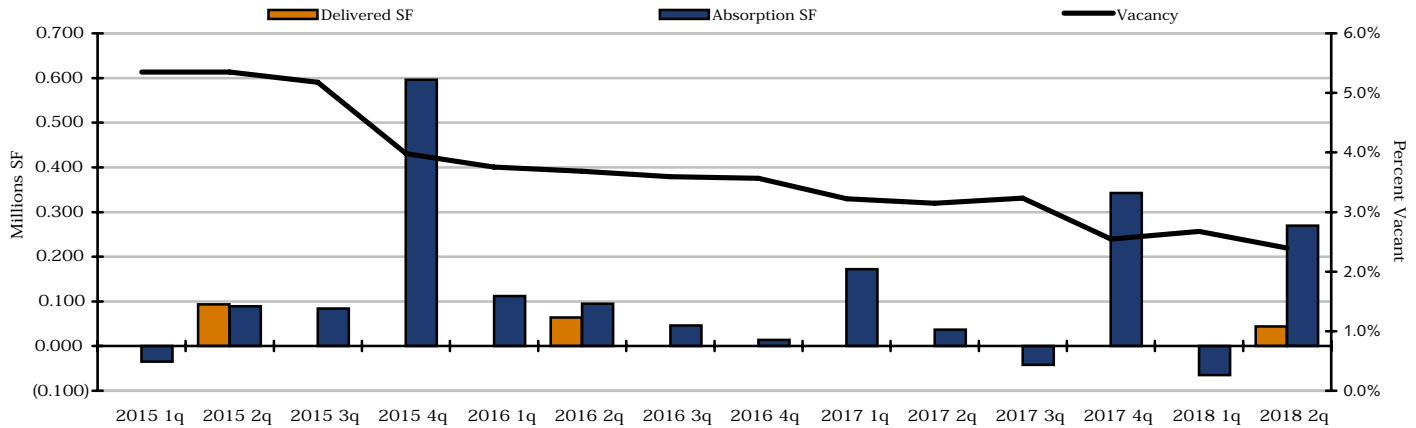
## Los Angeles Industrial Market

## Ventura County Market

## MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

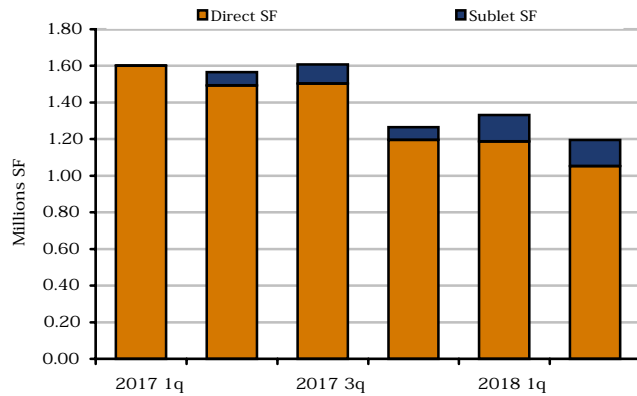
## Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

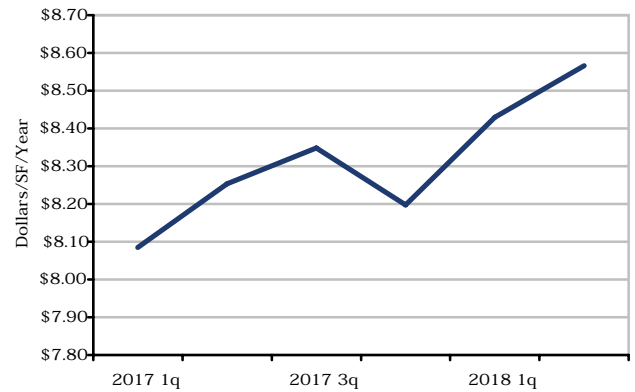
## Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

## Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	2,173	49,893,079	1,195,350	2.4%	269,492	1	43,636	4	197,722	\$8.57
2018 1q	2,171	49,759,029	1,330,792	2.7%	(64,843)	0	0	6	331,772	\$8.43
2017 4q	2,171	49,759,029	1,265,949	2.5%	342,447	0	0	4	215,712	\$8.20
2017 3q	2,171	49,759,029	1,608,396	3.2%	(41,921)	0	0	4	215,712	\$8.35
2017 2q	2,171	49,759,029	1,566,475	3.1%	36,675	0	0	3	125,298	\$8.25
2017 1q	2,171	49,759,029	1,603,150	3.2%	172,095	0	0	2	81,662	\$8.08
2016 4q	2,171	49,759,029	1,775,245	3.6%	13,658	0	0	1	27,409	\$8.01
2016 3q	2,171	49,759,029	1,788,903	3.6%	45,866	0	0	0	0	\$7.87
2016 2q	2,171	49,759,029	1,834,769	3.7%	94,886	3	64,000	0	0	\$7.88
2016 1q	2,168	49,695,029	1,865,655	3.8%	112,006	0	0	3	64,000	\$7.92
2015 4q	2,168	49,695,029	1,977,661	4.0%	596,438	0	0	3	64,000	\$7.77
2015 3q	2,168	49,695,029	2,574,099	5.2%	84,034	0	0	1	28,000	\$7.61
2015 2q	2,168	49,695,029	2,658,133	5.3%	88,886	1	93,398	0	0	\$7.61
2015 1q	2,167	49,601,631	2,653,621	5.3%	(34,861)	0	0	1	93,398	\$7.64
2014 4q	2,167	49,601,631	2,618,760	5.3%	136,818	0	0	1	93,398	\$7.75
2014 3q	2,167	49,601,631	2,755,578	5.6%	380,633	0	0	1	93,398	\$7.65

Source: CoStar Property®

# Los Angeles Industrial Market

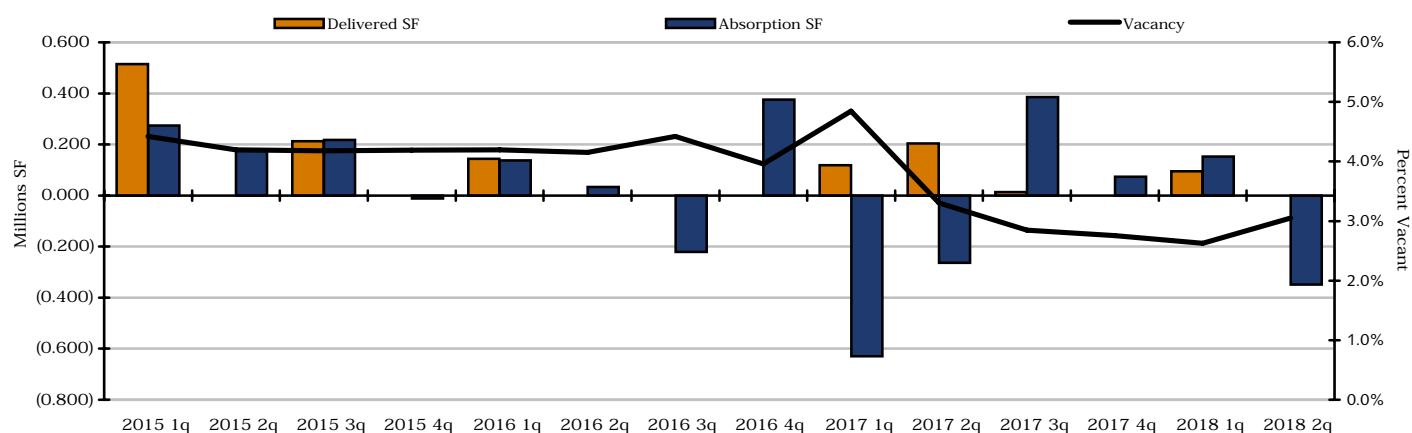


## Vernon Area Market

MARKET HIGHLIGHTS - Flex & Warehouse

### Deliveries, Absorption & Vacancy

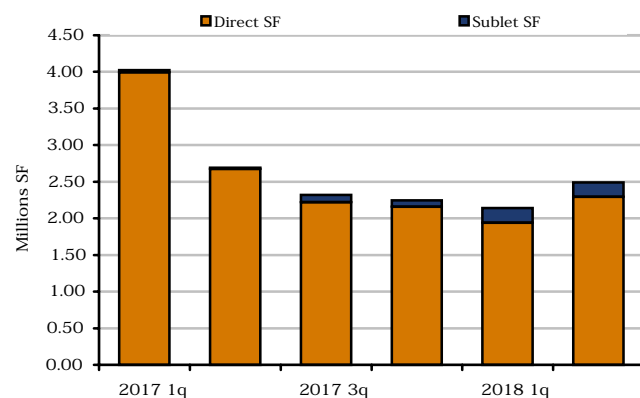
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Vacant Space

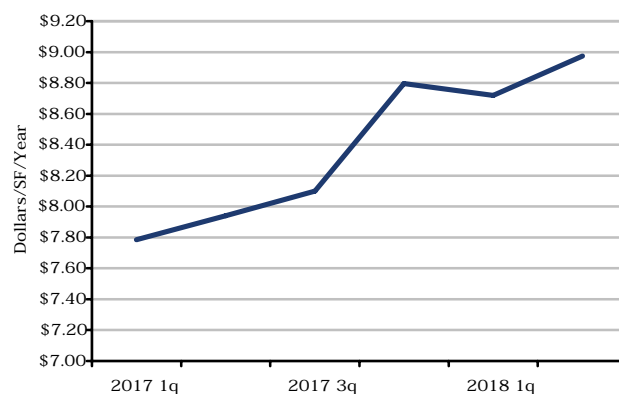
### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

### Quoted Rental Rates

### Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	2,234	81,561,566	2,489,872	3.1%	(348,833)	0	0	4	237,500	\$8.97
2018 1q	2,234	81,561,566	2,141,039	2.6%	153,130	1	94,769	4	237,500	\$8.72
2017 4q	2,234	81,513,407	2,246,010	2.8%	73,686	0	0	3	212,269	\$8.80
2017 3q	2,234	81,513,407	2,319,696	2.8%	385,052	1	13,202	3	212,269	\$8.10
2017 2q	2,233	81,500,205	2,691,546	3.3%	(263,661)	1	203,317	4	225,471	\$7.94
2017 1q	2,233	83,096,888	4,024,568	4.8%	(630,016)	1	118,714	3	311,288	\$7.79
2016 4q	2,233	82,988,745	3,286,409	4.0%	375,777	0	0	4	430,002	\$7.79
2016 3q	2,234	82,994,195	3,667,636	4.4%	(220,781)	0	0	2	322,031	\$7.87
2016 2q	2,234	82,994,195	3,446,855	4.2%	33,116	0	0	1	118,714	\$7.64
2016 1q	2,234	82,994,195	3,479,971	4.2%	137,021	1	143,897	0	0	\$7.45
2015 4q	2,233	82,850,298	3,473,095	4.2%	(12,114)	0	0	1	143,897	\$7.39
2015 3q	2,233	82,850,298	3,460,981	4.2%	218,171	1	213,000	1	143,897	\$7.69
2015 2q	2,232	82,637,298	3,466,152	4.2%	175,229	0	0	1	213,000	\$7.43
2015 1q	2,233	82,651,898	3,655,981	4.4%	274,308	5	514,706	1	213,000	\$7.04
2014 4q	2,229	82,173,753	3,452,144	4.2%	217,377	2	111,000	6	727,706	\$6.85
2014 3q	2,227	82,062,753	3,558,521	4.3%	4,086	1	90,310	7	625,706	\$6.87

Source: CoStar Property®

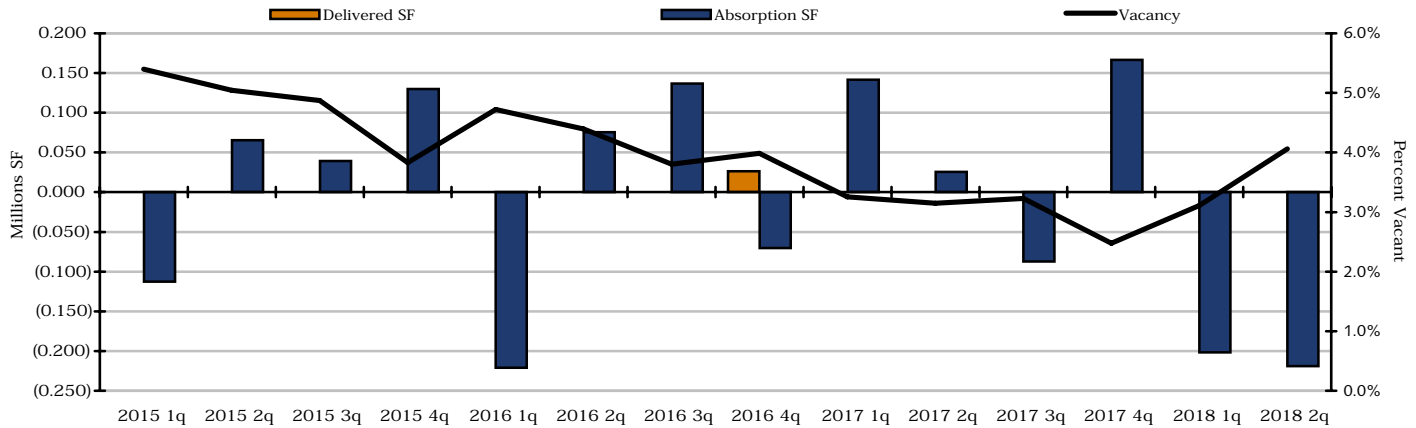
## Los Angeles Industrial Market

## Westside Market

## MARKET HIGHLIGHTS - Flex &amp; Warehouse

## Deliveries, Absorption &amp; Vacancy

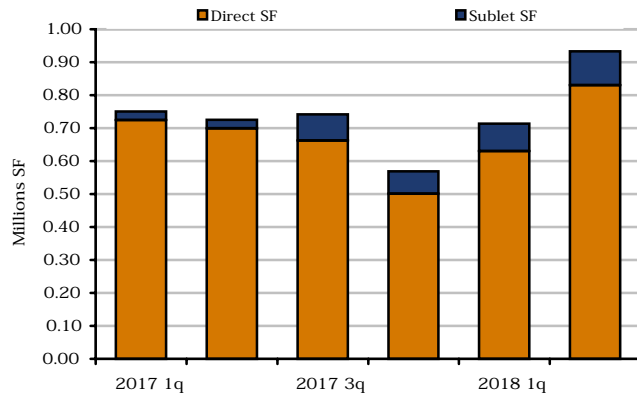
## Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Vacant Space

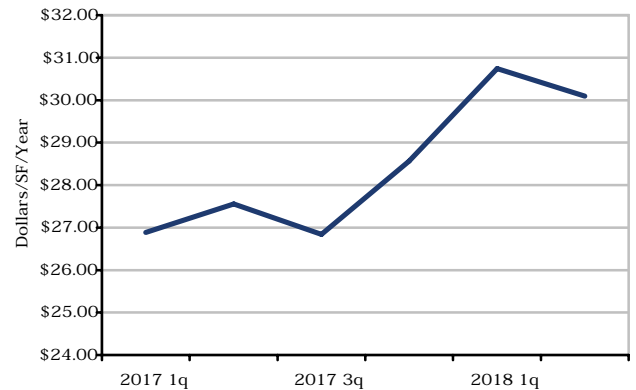
## Historical Analysis, Flex and Warehouse



Source: CoStar Property®

## Quoted Rental Rates

## Historical Analysis, Flex and Warehouse



Source: CoStar Property®

Period	Existing Inventory		Vacancy		Net Absorption	Delivered Inventory		UC Inventory		Quoted Rates
	# Bldgs	Total RBA	Vacant SF	Vacancy %		# Bldgs	Total RBA	# Bldgs	Total RBA	
2018 2q	1,307	22,967,906	932,726	4.1%	(218,788)	0	0	0	0	\$30.09
2018 1q	1,307	22,967,906	713,938	3.1%	(201,741)	0	0	0	0	\$30.74
2017 4q	1,307	22,967,906	568,497	2.5%	166,723	0	0	0	0	\$28.56
2017 3q	1,308	22,974,846	742,160	3.2%	(87,312)	0	0	0	0	\$26.84
2017 2q	1,309	23,044,846	724,848	3.1%	25,723	0	0	0	0	\$27.56
2017 1q	1,309	23,044,846	750,571	3.3%	141,736	0	0	0	0	\$26.89
2016 4q	1,310	23,072,761	920,222	4.0%	(70,217)	2	26,280	0	0	\$25.63
2016 3q	1,314	23,101,571	878,815	3.8%	136,626	0	0	2	26,280	\$26.30
2016 2q	1,314	23,101,571	1,015,441	4.4%	75,651	0	0	2	26,280	\$25.33
2016 1q	1,314	23,101,571	1,091,092	4.7%	(220,950)	0	0	2	26,280	\$23.92
2015 4q	1,315	23,117,053	885,624	3.8%	129,711	0	0	0	0	\$23.40
2015 3q	1,317	23,234,222	1,132,504	4.9%	39,190	0	0	0	0	\$22.48
2015 2q	1,317	23,234,222	1,171,694	5.0%	65,334	0	0	0	0	\$21.55
2015 1q	1,318	23,252,622	1,255,428	5.4%	(112,431)	0	0	0	0	\$21.62
2014 4q	1,319	23,289,345	1,179,720	5.1%	(54,258)	0	0	0	0	\$21.33
2014 3q	1,322	23,329,723	1,165,840	5.0%	153,749	0	0	0	0	\$20.91

Source: CoStar Property®