



Industrial Submarket Report

Coachella Valley

Inland Empire - CA

PREPARED BY



COUNTY OF RIVERSIDE
CALIFORNIA

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INDUSTRIAL SUBMARKET REPORT

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Overview

Coachella Valley Industrial

12 Mo Deliveries in SF

132K

12 Mo Net Absorption in SF

(225K)

Vacancy Rate

4.5%

12 Mo Rent Growth

10.5%

Coachella Valley's commercial properties are mainly located in and around the popular resort cities of Palm Springs and Palm Desert. Over 16 million SF of industrial product is in the submarket, a sizable portion of which is specialized industrial and flex. The submarket straddles I-10 — east of the most populated portions of the metro and a route to the East Coast.

Vacancies are low at 4.5% and the submarket has not experienced the industrial boom that has been pervasive across the Inland Empire. Rents have averaged 9.3% growth over the past three years but recently increased by 10.5% year over year following trends across the metro.

Major developments in recent years have been geared toward cannabis cultivation. Properties such as a 101,800-SF facility at 48459 Harrison in Coachella, which is under construction, have been attractive to growers due to their lower costs and proximity to workforce populations.

Given the size of its inventory, Coachella Valley typically doesn't post lofty sales volumes. However, 35780 Date Palm Dr in Cathedral City was sold in May as a part of a 4 property portfolio for an allocated price of \$185 million (\$407/SF) to Mirae Asset Global Investments out of South Korea.

KEY INDICATORS

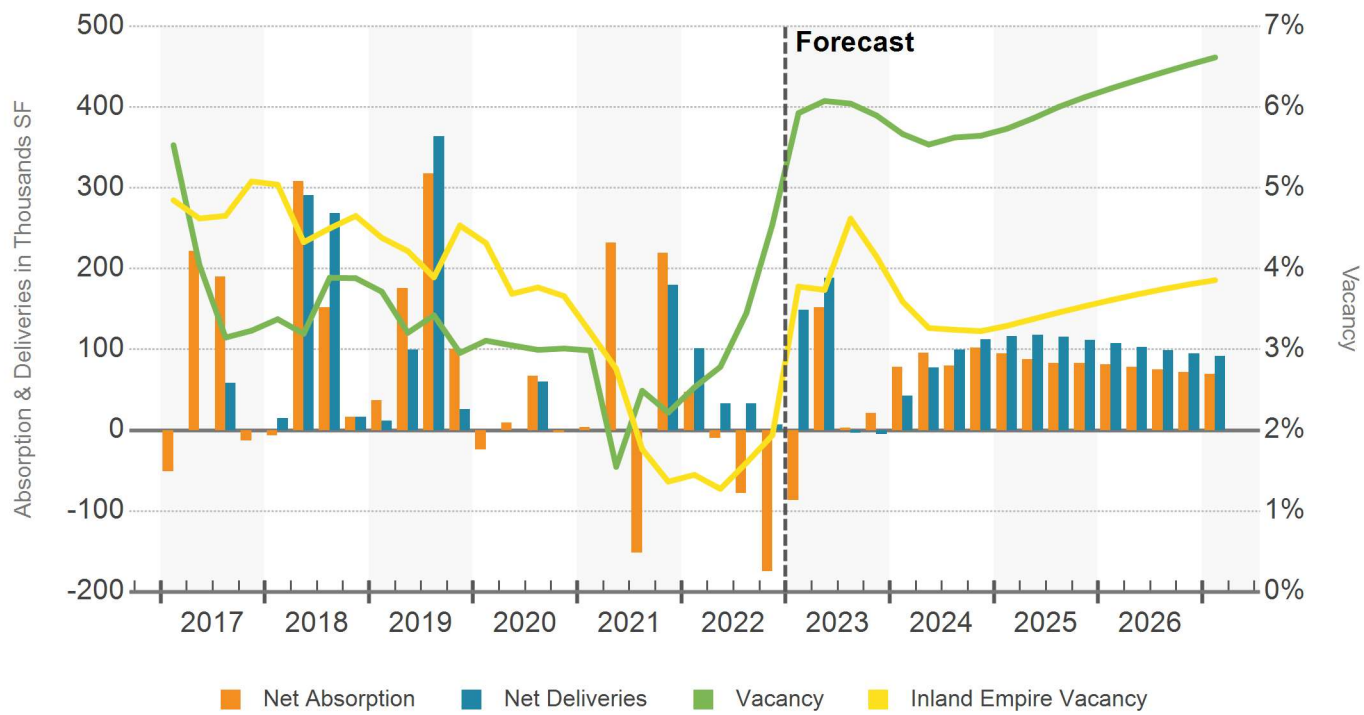
Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	9,640,404	3.2%	\$1.59	5.2%	11,418	0	209,051
Specialized Industrial	4,815,828	6.1%	\$1.47	8.2%	379	0	77,040
Flex	2,003,882	6.5%	\$1.40	6.7%	(2,472)	0	0
Submarket	16,460,114	4.5%	\$1.53	6.3%	9,325	0	286,091

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	2.1%	6.4%	6.1%	15.6%	2010 Q3	0%	2001 Q2
Net Absorption SF	(225K)	248,522	219,266	847,299	2006 Q4	(338,254)	2009 Q1
Deliveries SF	132K	276,520	370,866	939,979	2007 Q3	0	2021 Q3
Rent Growth	10.5%	3.7%	5.3%	13.0%	2022 Q2	-8.4%	2009 Q4
Sales Volume	\$174M	\$58.2M	N/A	\$193.7M	2022 Q4	\$11.4M	2002 Q3

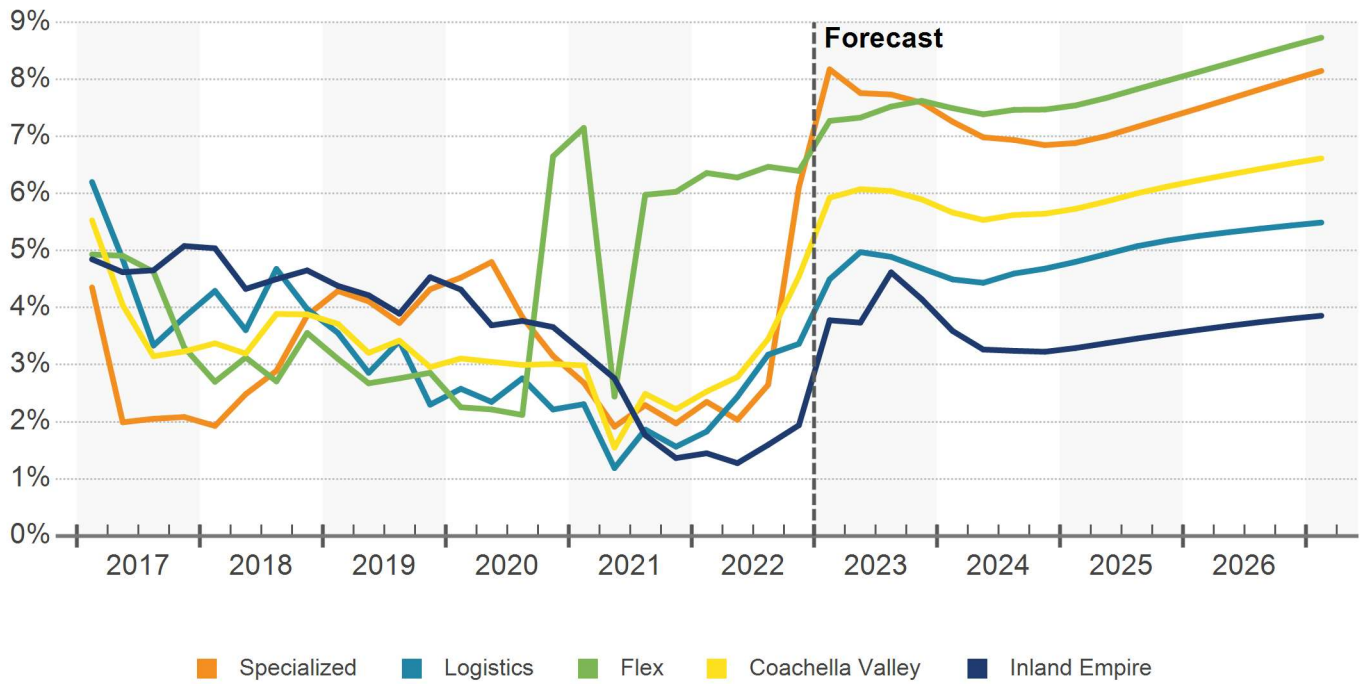
Net absorption in Coachella Valley is typically tied to the few large tenants in the submarket and can fluctuate dramatically based on individual moves. Due to low asking rates and land value, many tenants choose to acquire buildings rather than sign leases. When properties become available, lease-up typically takes much longer than the rest of the Inland Empire submarkets. In areas that cater to large logistics providers, large vacancies are leased quickly, usually within a couple of months, whereas the Coachella Valley Submarket could take upward of a year to re-tenant a

property. Nevertheless, the vacancy rate is 4.5%, which is modestly higher than the market rate of 2.4%. That rate is supported by -220,000 SF of net absorption over the past year. The largest lease signed in 2022 measures 22,800 SF for a warehouse in Desert Hot Springs. The vacancy rate has declined throughout the Inland Empire due to a strong industrial market that is attractive to both logistics providers and manufacturers.

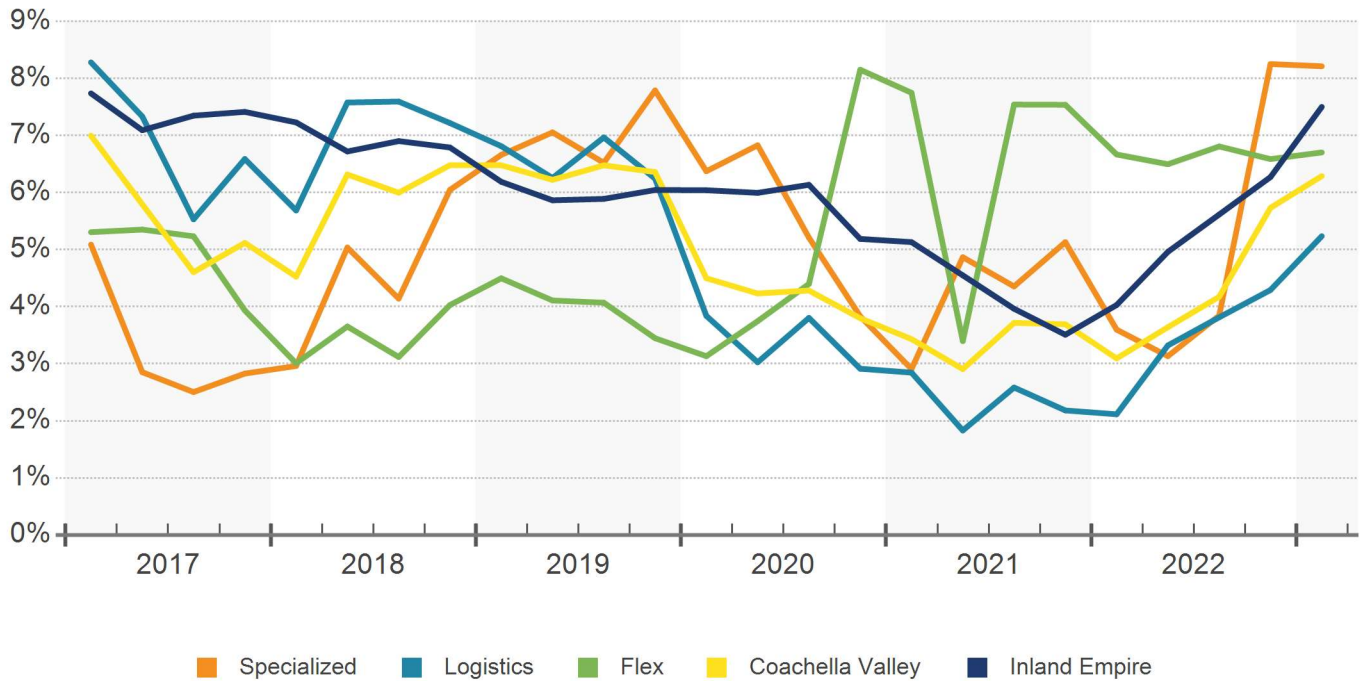
NET ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



AVAILABILITY RATE



4 & 5 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
Bldg D 73700 Dinah Shore Dr	★ ★ ★ ★ ★	16,481	1	1,391	1.7%	572
1100 Bird Center Dr	★ ★ ★ ★ ★	141,181	2	140,000	0%	0
Bldg 1 75400 Gerald Ford Dr	★ ★ ★ ★ ★	75,000	1	2,087	4.9%	(5,258)

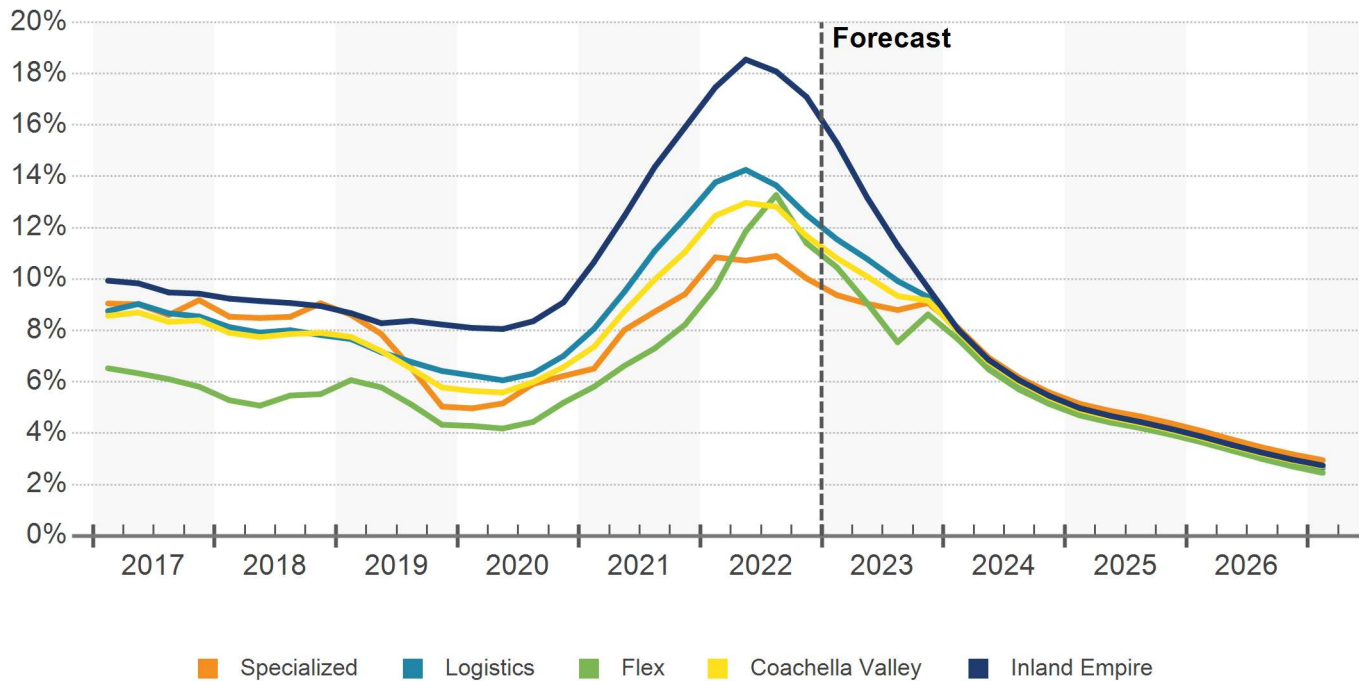
3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
3520 N Anza Rd	★ ★ ★ ★ ★	6,848	1	6,848	0%	6,848
75450 Gerald Ford Dr	★ ★ ★ ★ ★	14,250	2	7,704	30.8%	5,153
86705 Avenue 54	★ ★ ★ ★ ★	31,600	2	11,800	24.8%	4,851
Bldg B 75178 Gerald Ford Dr	★ ★ ★ ★ ★	11,360	2	5,552	19.5%	2,282
77588 El Duna Ct	★ ★ ★ ★ ★	45,000	1	5,000	4.4%	2,056
Bldg C 73700 Dinah Shore Dr	★ ★ ★ ★ ★	16,481	1	1,391	6.8%	1,391
Bldg C 77760 Country Club Dr	★ ★ ★ ★ ★	13,561	1	2,602	11.5%	1,070
82-545 Showcase Pky	★ ★ ★ ★ ★	27,708	2	5,048	1.8%	1,038
Central Palm Desert Office Su... 75145 St Charles Pl	★ ★ ★ ★ ★	44,497	2	2,800	0.8%	740
39725 Garand Ln	★ ★ ★ ★ ★	16,073	1	1,437	1.8%	591
The Merle Building 75153 Merle Dr	★ ★ ★ ★ ★	19,000	1	2,000	0%	0
77851 Las Montanas Rd	★ ★ ★ ★ ★	8,211	1	3,100	7.6%	0
72088 North Shore St	★ ★ ★ ★ ★	13,174	3	7,079	10.7%	0
65401 Two Bunch Palms Trl	★ ★ ★ ★ ★	39,553	1	39,553	20.0%	0
Trinity Bld 79301 Country Club Dr	★ ★ ★ ★ ★	14,228	2	2,321	21.0%	(4,200)
Bldg F 34500 Gateway Dr	★ ★ ★ ★ ★	12,943	1	4,584	14.2%	(4,584)
45585 Commerce St	★ ★ ★ ★ ★	66,116	2	14,836	11.3%	(11,000)

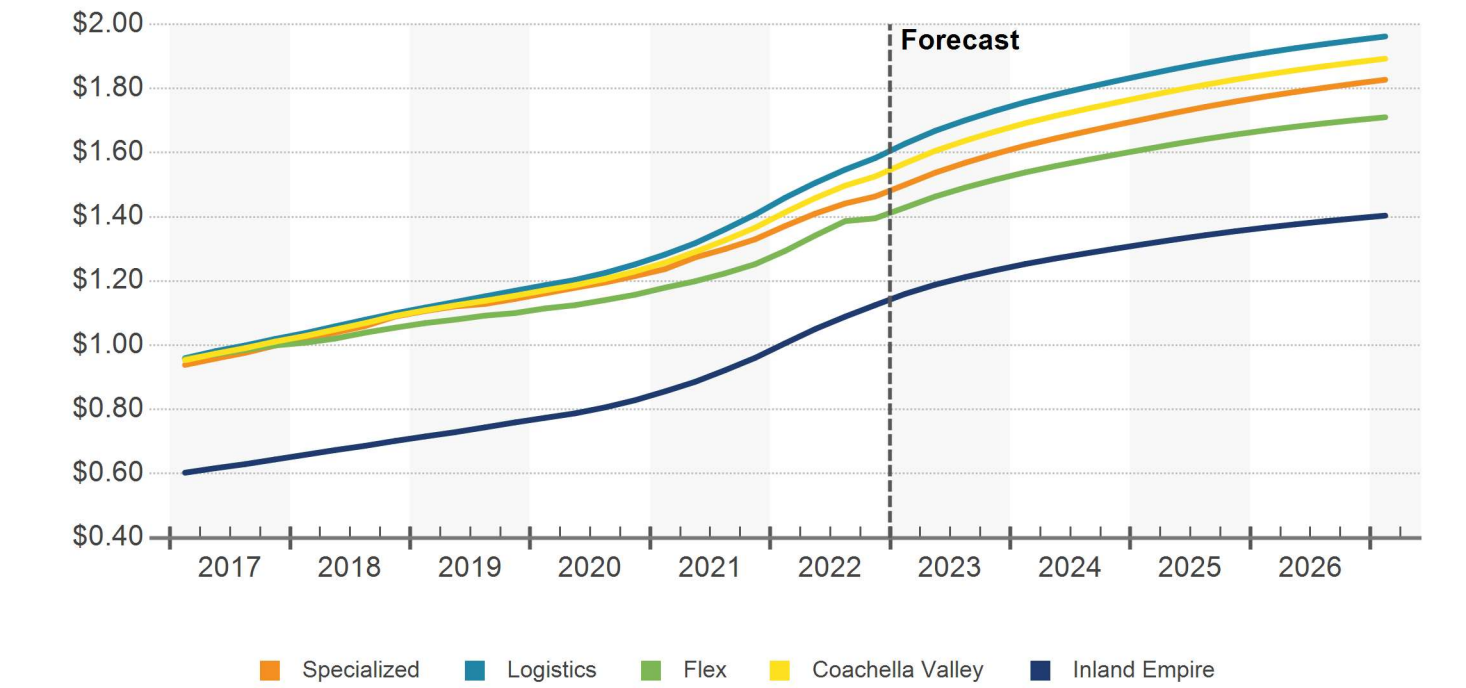
Coachella Valley has among the highest rents in the metro due to a large number of flex and specialized facilities that are smaller and command higher rents than the big-box logistics facilities. For example, a 5,127-SF warehouse in Palm Desert was leased for an annual rate of \$35.40/SF in August 2022. As a result, the average asking rent in the submarket is \$18.40/SF compared to the metro average of \$13.60/SF.

Rents increased by 10.5% year over year compared to 12.5% a year ago. The accelerated gains have pushed rents quickly and the submarket average rate could surpass \$18/SF annually by the end of the year in CoStar's Base Case forecast scenario. Rents gains have been robust for several years and have grown by an aggregate of 50.4% over the past five years.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



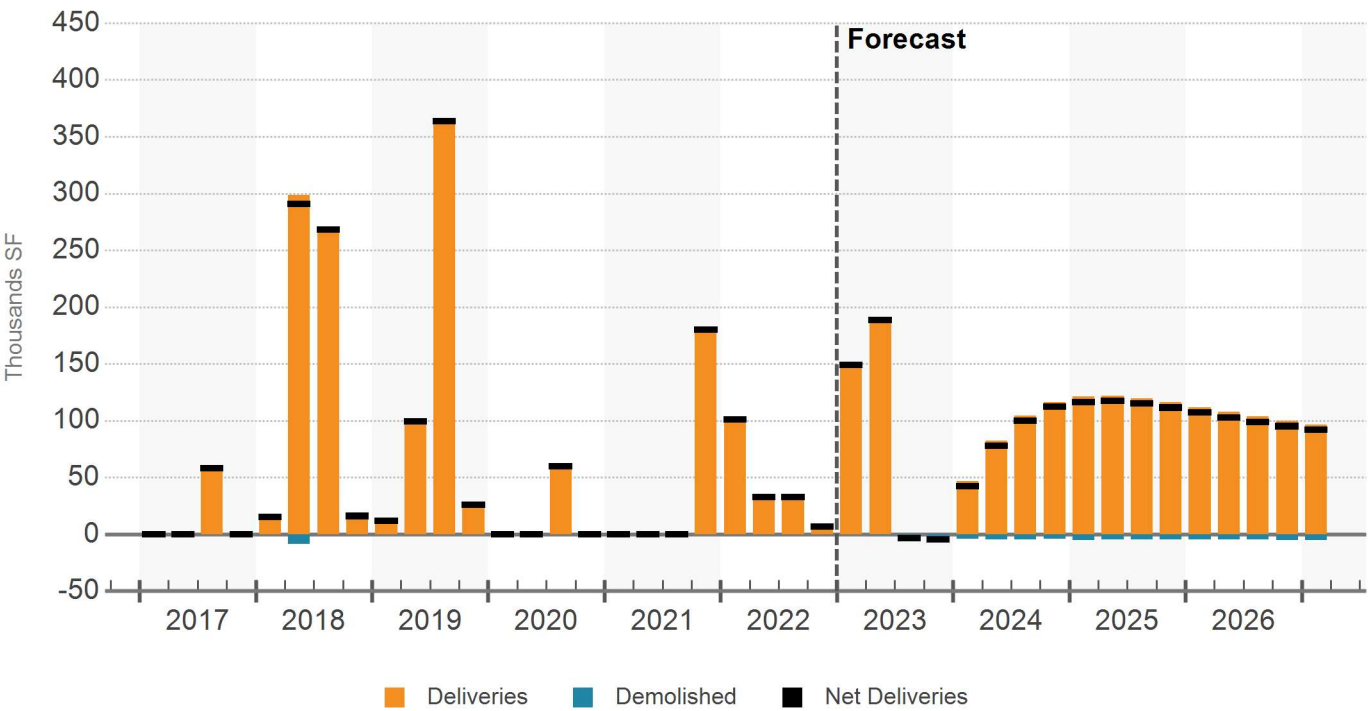
Currently 290,000 SF of industrial space is under construction in the submarket, which is in line with historical averages. Over the past 10 years, there has been an average of 170,000 SF completed annually.

The largest project underway is the Rosewood Cannabis Park which is scheduled to deliver more than 100,000 SF by the end of 2022. Recent construction is also geared toward the cannabis industry. The 58,000-SF grow house at 18194 Blue Dream Crossing opened in late 2021 and is fully leased.

Approximately 400,000 SF of industrial space is proposed in the Coachella Valley Submarket. Projects include 100,000 SF at 48463 Harrison St. in Coachella at Cann Park II. The building is divisible to units of 25,000 SF with asking rents of \$36/SF triple net. Construction timelines for the turnkey cannabis cultivation units are eight to 12 months.

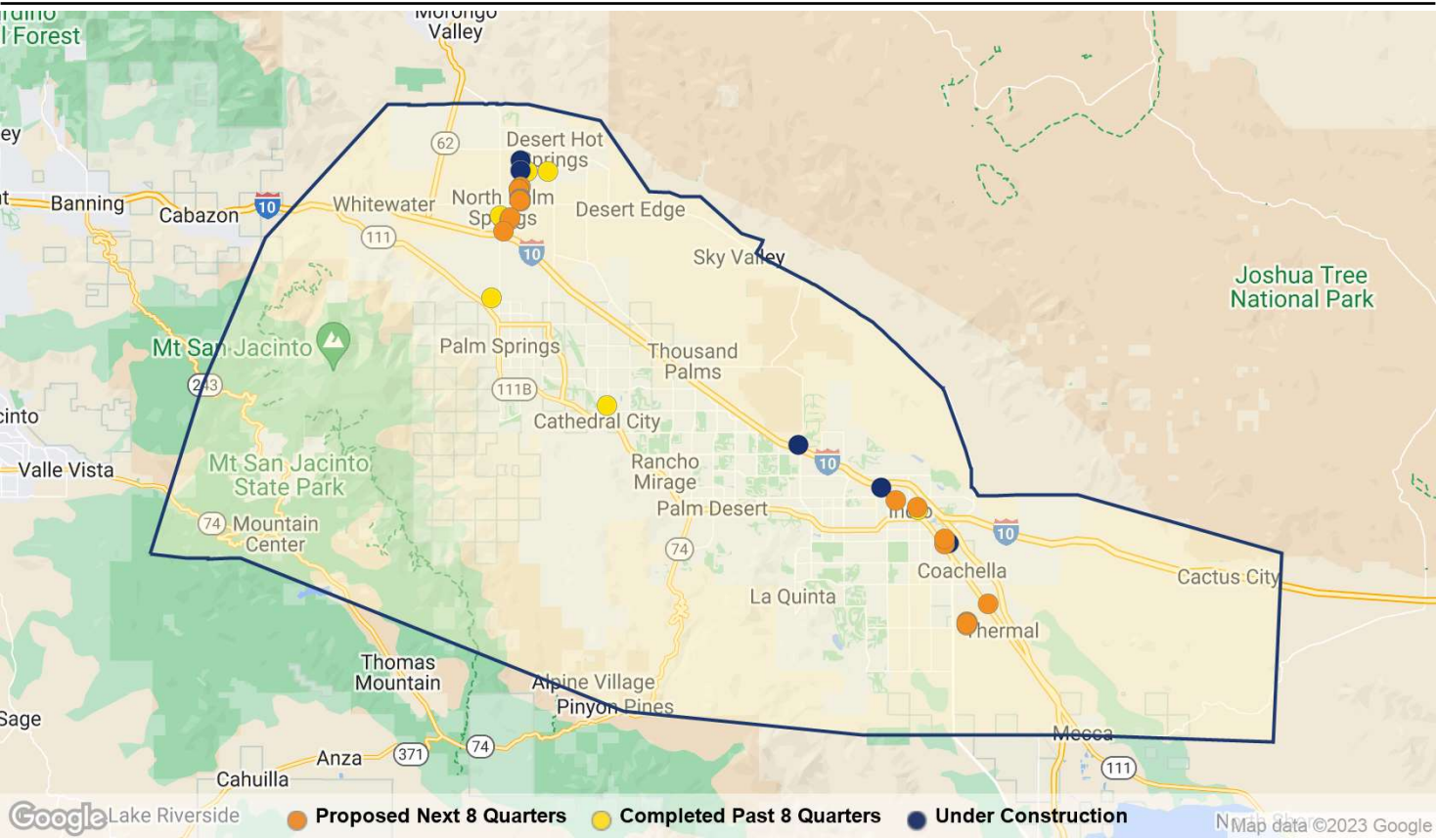
In Thermal, the O'Donnell Coachella Valley Industrial Center is proposed with several buildings as build-to-suit opportunities.

DELIVERIES & DEMOLITIONS

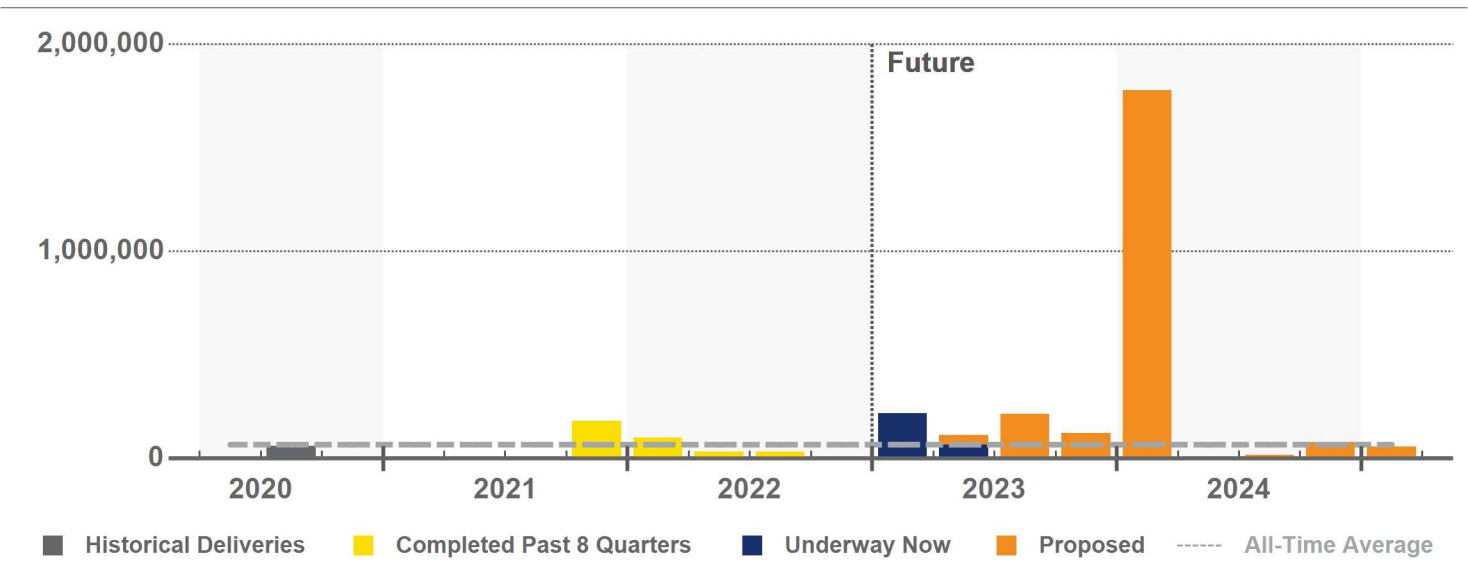


All-Time Annual Avg. Square Feet	Delivered Square Feet Past 8 Qtrs	Delivered Square Feet Next 8 Qtrs	Proposed Square Feet Next 8 Qtrs
269,132	353,328	286,091	2,314,026

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN SQUARE FEET



RECENT DELIVERIES

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 3520 N Anza Rd	★ ★ ★ ★ ★	6,848	1	Jun 2022	Oct 2022	-
2 B-10 15898 Little Morongo Rd	★ ★ ★ ★ ★	16,460	1	Feb 2022	Sep 2022	- Palomar Coast Development
3 Morongo Industrial Park... 15890 Little Morongo	★ ★ ★ ★ ★	16,460	2	Nov 2021	Sep 2022	-
4 Turnkey Cannabis Facility 66100 Cabot Rd	★ ★ ★ ★ ★	32,874	2	Dec 2021	Apr 2022	-
5 45334 Golf Center Pky	★ ★ ★ ★ ★	10,000	1	Jan 2021	Jan 2022	Five Star Kids LLC Brandon Sippel
6 Royal Emerald Pharmac... 14011 Palm Dr	★ ★ ★ ★ ★	90,852	1	Jun 2021	Jan 2022	-
7 18194 Blue Dream Cross...	★ ★ ★ ★ ★	57,678	1	Oct 2019	Dec 2021	- Sherratt Reicher
8 35780 Date Palm Dr	★ ★ ★ ★ ★	122,156	1	Mar 2021	Nov 2021	- Mirae Asset Global Investments...

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 48459 Harrison	★ ★ ★ ★ ★	101,787	1	Mar 2022	Mar 2023	-
2 Morongo Business Park 13310 Little Morongo Rd	★ ★ ★ ★ ★	67,600	2	Dec 2022	Jun 2023	-
3 Grant Toy Garages 39402 Berkey Dr	★ ★ ★ ★ ★	46,800	1	Mar 2022	Mar 2023	-
4 43250 Sunburst St	★ ★ ★ ★ ★	30,240	1	Mar 2022	Mar 2023	-
5 65121 Two Bunch Palms...	★ ★ ★ ★ ★	19,832	1	May 2022	Mar 2023	- Taghi Shoraka
6 65097 Two Bunch Palms...	★ ★ ★ ★ ★	19,832	1	May 2022	Mar 2023	- Taghi Shoraka

PROPOSED

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 20th Ave & 1-10 Fwy	★ ★ ★ ★ ★	1,061,090	1	Mar 2023	Jan 2024	-
2 2 Calle De Los Romos	★ ★ ★ ★ ★	240,300	1	Jan 2024	Jan 2024	-
3 A 85884 Airport Blvd	★ ★ ★ ★ ★	122,460	1	Apr 2023	Oct 2023	- Douglas D. O'Donnell
4 1 Calle De Los Romos	★ ★ ★ ★ ★	113,600	1	Jan 2024	Jan 2024	-
5 48463 Harrison St	★ ★ ★ ★ ★	100,000	1	Feb 2023	Feb 2024	Desert Rock Development LLC

PROPOSED

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
6	D 85884 Airport Blvd	★ ★ ★ ★ ★	78,720	1	Mar 2023	Oct 2024	- Douglas D. O'Donnell
7	45005 Golf Center Pky	★ ★ ★ ★ ★	65,000	1	Feb 2023	Jul 2023	- -
8	C 85884 Airport Blvd	★ ★ ★ ★ ★	52,650	1	Apr 2023	Aug 2023	- -
9	53887 Enterprise Way	★ ★ ★ ★ ★	50,000	1	Feb 2023	Sep 2023	- -
10	B 85884 Airport Blvd	★ ★ ★ ★ ★	46,280	1	Mar 2023	Jul 2023	- Douglas D. O'Donnell
11	Market St	★ ★ ★ ★ ★	45,910	1	Mar 2023	May 2023	- Peter Heimark
12	16840 Little Morongo Rd	★ ★ ★ ★ ★	34,090	1	Jan 2024	Jan 2025	- -
13	16860 Little Morongo Rd	★ ★ ★ ★ ★	34,090	1	Feb 2023	Feb 2024	- -
14	A7 16786 Little Morongo	★ ★ ★ ★ ★	34,000	1	Feb 2023	Feb 2024	- -
15	A1 16786 Little Morongo	★ ★ ★ ★ ★	18,000	1	Feb 2023	Feb 2024	- -
16	A2 16786 Little Morongo	★ ★ ★ ★ ★	18,000	1	Feb 2023	Feb 2024	- -
17	A3 16830 Little Morongo Rd	★ ★ ★ ★ ★	17,945	1	Jan 2024	Jan 2025	- -
18	16870 Little Morongo Rd	★ ★ ★ ★ ★	17,945	1	Feb 2023	Feb 2024	- -
19	B-7 15850 Little Morongo Rd	★ ★ ★ ★ ★	16,460	1	Jul 2023	Jul 2024	- -
20	B-8 15850 Little Morongo Rd	★ ★ ★ ★ ★	16,460	1	Feb 2023	Feb 2024	- -

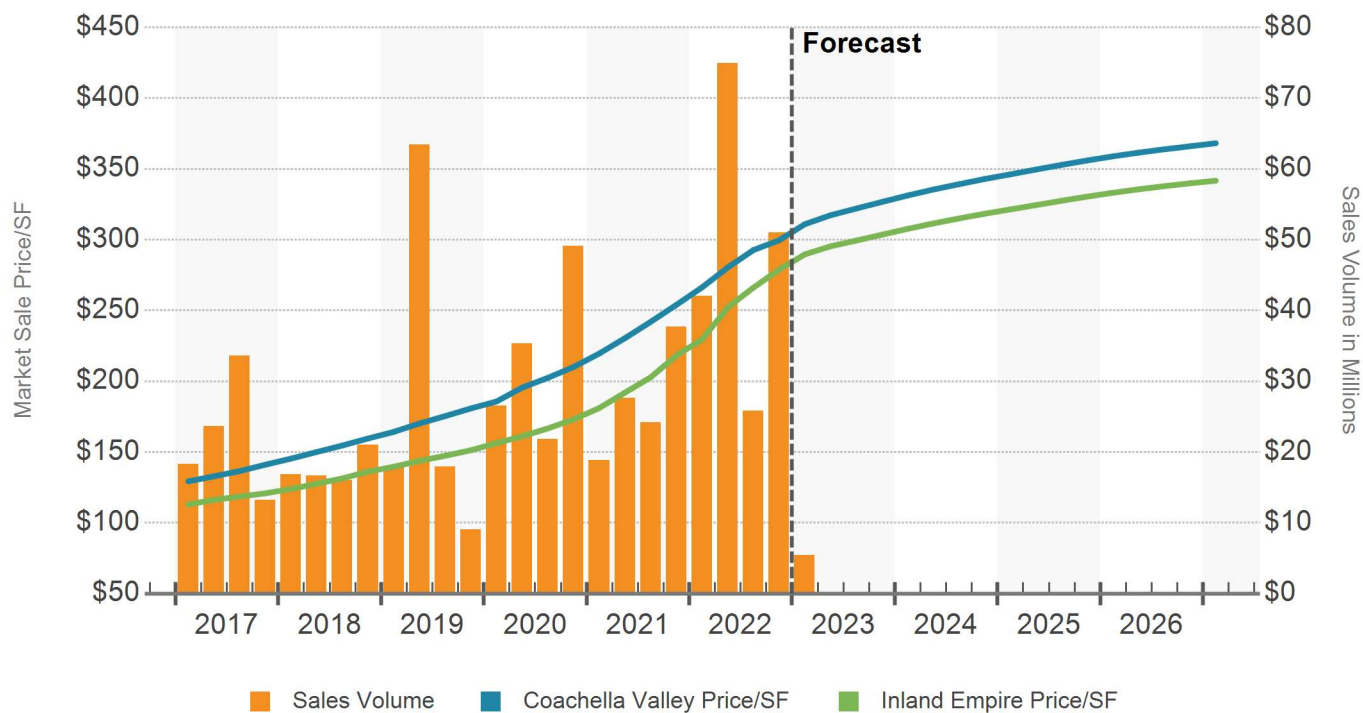
Industrial investors were active in the capital markets from mid-2020 to early 2022, but sales tapered in the second half of the year. Annual sales volume totaled \$194 million in 2022, compared to \$125 million in 2021.

Cannabis cultivators have supported strong market fundamentals, and warehouses have frequently traded in areas that are licensed for the industry. For example, a 7,680-SF industrial building in Cathedral City that is leased to MJ Harvest sold for \$3.5 million (\$456/SF) in July in a cash transaction.

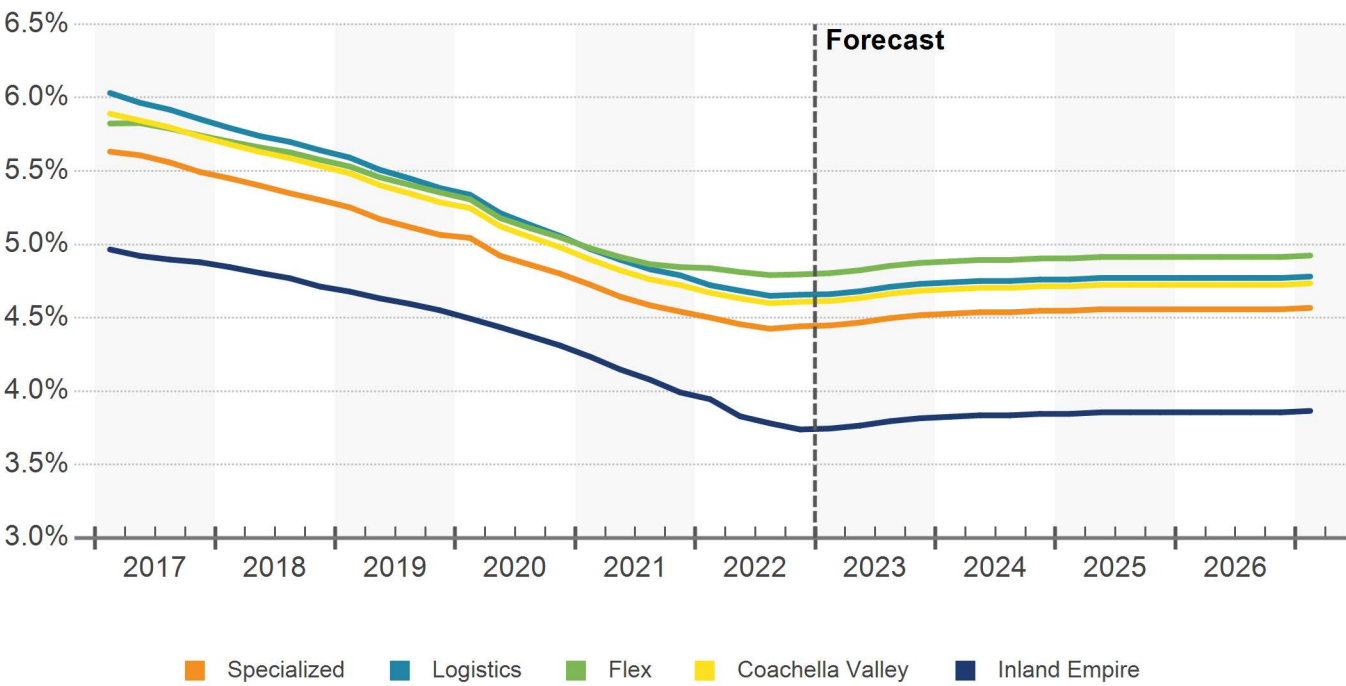
In May, a 122,000-SF distribution building located at 5780 Date Palm Drive sold as a part of a four-part portfolio leased to Amazon. The building was allocated \$47.2 million (\$386/SF) of the \$185 million total transaction, purchased by Mirae Asset Global Investment out of South Korea.

The market pricing, based on the estimated price movement of all industrial properties in the submarket, is \$300/SF. That price has surged from \$270/SF 12 months ago.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Coachella Valley Industrial

Sale Comparables

39

Avg. Cap Rate

6.4%

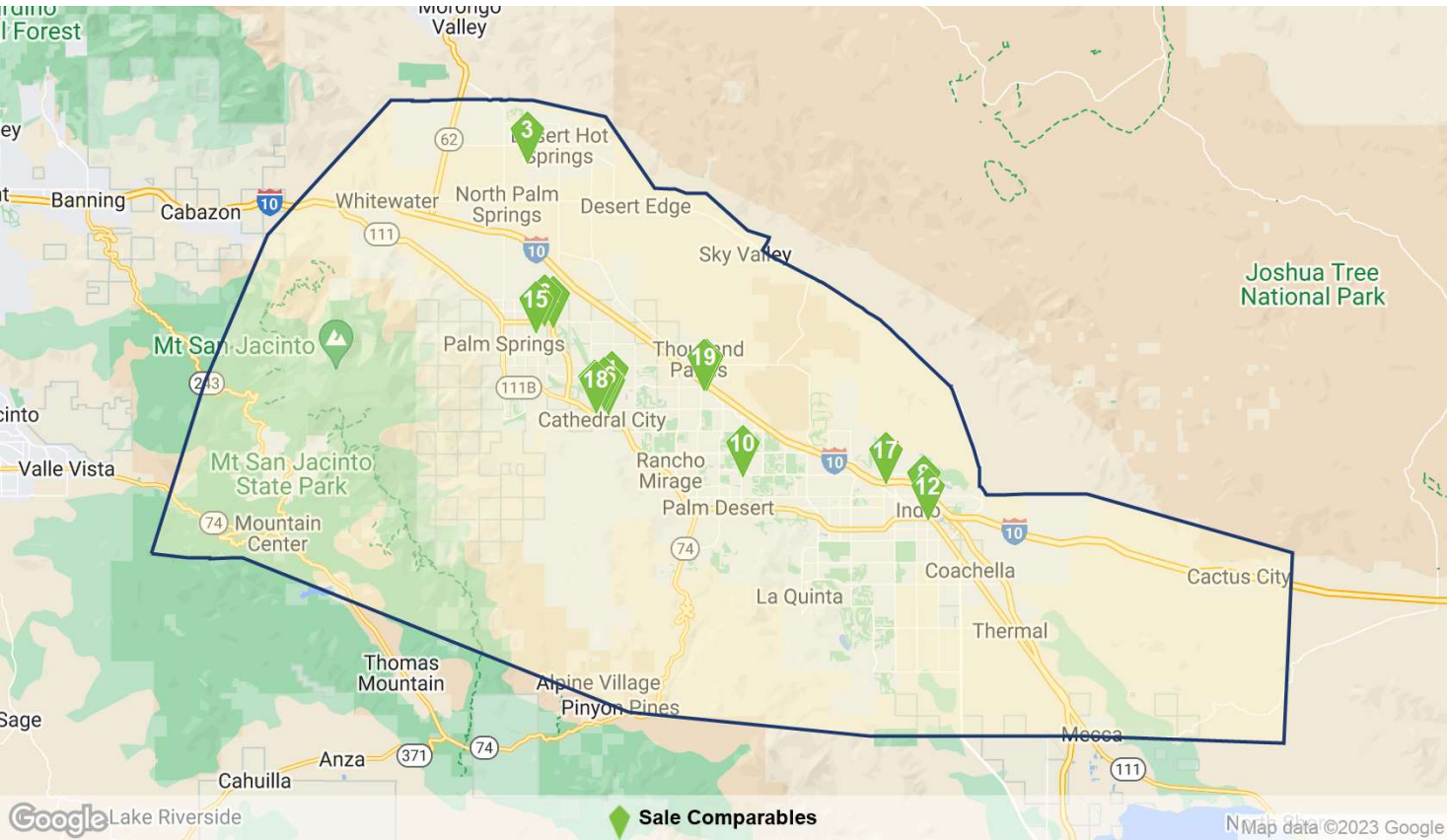
Avg. Price/SF

\$232

Avg. Vacancy At Sale

7.5%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$425,000	\$5,845,379	\$3,000,000	\$47,212,500
Price/SF	\$30	\$232	\$194	\$675
Cap Rate	3.4%	6.4%	6.3%	10.0%
Time Since Sale in Months	0.2	7.0	8.3	11.9
Property Attributes	Low	Average	Median	High
Building SF	2,800	24,553	13,919	141,181
Ceiling Height	10'	17'11"	18'	28'
Docks	0	0	0	5
Vacancy Rate At Sale	0%	7.5%	0%	100%
Year Built	1948	1988	1988	2021
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.2	★ ★ ★ ★ ★	★ ★ ★ ★ ★

Sales Past 12 Months

Coachella Valley Industrial

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 35780 Date Palm Dr	★★★★★	2021	122,156	0%	5/20/2022	\$47,212,500	\$386	-
2 1100 Bird Center Dr	★★★★★	1992	141,181	0%	11/9/2022	\$26,600,000	\$188	7.0%
3 65000 Two Bunch Palms...	★★★★★	2018	78,903	0%	9/20/2022	\$15,000,000	\$190	-
4 Perez Place 68860 Perez Rd	★★★★★	1982	23,103	0%	3/28/2022	\$8,158,000	\$353	10.0%
5 68734-68748 Perez Rd	★★★★★	1972	14,650	0%	4/4/2022	\$6,950,000	\$474	9.2%
6 Palm Springs Business... 1301 Montalvo Way	★★★★★	2004	44,040	0%	10/3/2022	\$6,400,000	\$145	4.9%
7 68945 Perez Rd	★★★★★	1989	29,416	62.9%	11/30/2022	\$5,550,000	\$189	7.0%
8 45311 Golf Center Pky	★★★★★	2006	26,998	0%	7/19/2022	\$4,875,000	\$181	6.3%
9 36555 Bankside Dr	★★★★★	1988	13,648	0%	4/14/2022	\$4,135,000	\$303	8.4%
10 75220 Merle Dr	★★★★★	1986	18,220	0%	6/17/2022	\$3,895,000	\$214	3.4%
11 Bldg 100A 73605 Dinah Shore Drive	★★★★★	2007	16,796	0%	1/10/2023	\$3,800,000	\$226	-
12 Menage Building 83-711 Peach St	★★★★★	1959	39,112	0%	10/3/2022	\$3,783,000	\$97	5.8%
13 68816 Summit Dr	★★★★★	1965	11,440	100%	4/18/2022	\$3,540,000	\$309	-
14 68350 Commercial Rd	★★★★★	-	7,680	0%	7/18/2022	\$3,500,000	\$456	-
15 888 E Research Dr	★★★★★	1987	19,300	100%	11/9/2022	\$3,000,000	\$155	-
11 Bldg 100A 73605 Dinah Shore Drive	★★★★★	2007	16,796	100%	4/13/2022	\$2,850,000	\$170	-
16 GreenCross Pharma 68730 Summit Dr	★★★★★	1980	4,000	0%	10/12/2022	\$2,700,000	\$675	-
17 81785 Trader Pl	★★★★★	-	9,898	0%	12/30/2022	\$2,500,000	\$253	-
18 36655 Sunair Plz	★★★★★	1982	8,915	0%	7/29/2022	\$2,400,000	\$269	-
19 34470 Gateway Dr	★★★★★	2008	5,235	0%	4/27/2022	\$1,965,000	\$375	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	18,335,726	350,468	1.9%	268,008	1.5%	1.3
2026	17,985,258	404,087	2.3%	305,486	1.7%	1.3
2025	17,581,171	460,258	2.7%	349,078	2.0%	1.3
2024	17,120,913	331,902	2.0%	354,842	2.1%	0.9
2023	16,789,011	328,897	2.0%	89,015	0.5%	3.7
YTD	16,460,114	0	0%	9,325	0.1%	0
2022	16,460,114	173,494	1.1%	(213,673)	-1.3%	-
2021	16,286,620	179,834	1.1%	306,226	1.9%	0.6
2020	16,106,786	59,998	0.4%	49,482	0.3%	1.2
2019	16,046,788	500,878	3.2%	629,997	3.9%	0.8
2018	15,545,910	589,854	3.9%	469,720	3.0%	1.3
2017	14,956,056	58,250	0.4%	345,425	2.3%	0.2
2016	14,897,806	12,000	0.1%	482,820	3.2%	0
2015	14,885,806	205,439	1.4%	76,175	0.5%	2.7
2014	14,680,367	9,121	0.1%	(161,954)	-1.1%	-
2013	14,671,246	0	0%	449,735	3.1%	0
2012	14,671,246	(22,415)	-0.2%	188,603	1.3%	-
2011	14,693,661	0	0%	600,930	4.1%	0

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	5,044,458	34,479	0.7%	2,603	0.1%	13.2
2026	5,009,979	40,031	0.8%	3,862	0.1%	10.4
2025	4,969,948	46,089	0.9%	18,663	0.4%	2.5
2024	4,923,859	32,733	0.7%	66,901	1.4%	0.5
2023	4,891,126	75,298	1.6%	(1,382)	0%	-
YTD	4,815,828	0	0%	379	0%	0
2022	4,815,828	16,460	0.3%	(183,234)	-3.8%	-
2021	4,799,368	57,678	1.2%	112,570	2.3%	0.5
2020	4,741,690	0	0%	55,405	1.2%	0
2019	4,741,690	54,511	1.2%	30,672	0.6%	1.8
2018	4,687,179	206,000	4.6%	118,284	2.5%	1.7
2017	4,481,179	0	0%	129,311	2.9%	0
2016	4,481,179	20,000	0.4%	138,913	3.1%	0.1
2015	4,461,179	40,232	0.9%	14,810	0.3%	2.7
2014	4,420,947	0	0%	(35,210)	-0.8%	-
2013	4,420,947	0	0%	67,453	1.5%	0
2012	4,420,947	0	0%	88,453	2.0%	0
2011	4,420,947	0	0%	131,387	3.0%	0

Supply & Demand Trends

Coachella Valley Industrial

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	11,179,776	291,476	2.7%	254,373	2.3%	1.1
2026	10,888,300	335,718	3.2%	288,420	2.6%	1.2
2025	10,552,582	381,800	3.8%	311,172	2.9%	1.2
2024	10,170,782	276,029	2.8%	263,517	2.6%	1.0
2023	9,894,753	254,349	2.6%	115,571	1.2%	2.2
YTD	9,640,404	0	0%	11,418	0.1%	0
2022	9,640,404	66,182	0.7%	(108,500)	-1.1%	-
2021	9,574,222	122,156	1.3%	181,775	1.9%	0.7
2020	9,452,066	59,998	0.6%	66,624	0.7%	0.9
2019	9,392,068	446,367	5.0%	585,964	6.2%	0.8
2018	8,945,701	383,854	4.5%	356,306	4.0%	1.1
2017	8,561,847	32,000	0.4%	156,600	1.8%	0.2
2016	8,529,847	(8,000)	-0.1%	336,473	3.9%	-
2015	8,537,847	165,207	2.0%	41,607	0.5%	4.0
2014	8,372,640	9,121	0.1%	(143,871)	-1.7%	-
2013	8,363,519	0	0%	323,978	3.9%	0
2012	8,363,519	(22,415)	-0.3%	81,559	1.0%	-
2011	8,385,934	0	0%	352,436	4.2%	0

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	2,111,492	24,513	1.2%	11,032	0.5%	2.2
2026	2,086,979	28,338	1.4%	13,204	0.6%	2.1
2025	2,058,641	32,369	1.6%	19,243	0.9%	1.7
2024	2,026,272	23,140	1.2%	24,424	1.2%	0.9
2023	2,003,132	(750)	0%	(25,174)	-1.3%	-
YTD	2,003,882	0	0%	(2,472)	-0.1%	-
2022	2,003,882	90,852	4.7%	78,061	3.9%	1.2
2021	1,913,030	0	0%	11,881	0.6%	0
2020	1,913,030	0	0%	(72,547)	-3.8%	-
2019	1,913,030	0	0%	13,361	0.7%	0
2018	1,913,030	0	0%	(4,870)	-0.3%	-
2017	1,913,030	26,250	1.4%	59,514	3.1%	0.4
2016	1,886,780	0	0%	7,434	0.4%	0
2015	1,886,780	0	0%	19,758	1.0%	0
2014	1,886,780	0	0%	17,127	0.9%	0
2013	1,886,780	0	0%	58,304	3.1%	0
2012	1,886,780	0	0%	18,591	1.0%	0
2011	1,886,780	0	0%	117,107	6.2%	0

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.92	233	2.2%	26.0%	1,252,520	6.8%	0.3%
2026	\$1.88	227	2.9%	23.3%	1,171,605	6.5%	0.4%
2025	\$1.83	221	4.1%	19.8%	1,074,761	6.1%	0.5%
2024	\$1.76	212	5.4%	15.0%	964,817	5.6%	-0.2%
2023	\$1.67	201	9.2%	9.2%	987,951	5.9%	1.3%
YTD	\$1.53	185	10.5%	0.4%	737,524	4.5%	-0.1%
2022	\$1.53	184	11.7%	0%	746,849	4.5%	2.3%
2021	\$1.37	165	11.1%	-10.5%	359,682	2.2%	-0.8%
2020	\$1.23	149	6.6%	-19.4%	486,074	3.0%	0.1%
2019	\$1.15	140	5.8%	-24.3%	475,558	3.0%	-0.9%
2018	\$1.09	132	7.9%	-28.5%	604,677	3.9%	0.6%
2017	\$1.01	122	8.4%	-33.7%	484,543	3.2%	-1.9%
2016	\$0.93	113	8.3%	-38.9%	771,718	5.2%	-3.2%
2015	\$0.86	104	7.2%	-43.5%	1,242,538	8.3%	0.8%
2014	\$0.80	97	6.2%	-47.3%	1,113,274	7.6%	1.2%
2013	\$0.76	91	4.4%	-50.4%	942,199	6.4%	-3.1%
2012	\$0.72	88	1.5%	-52.5%	1,391,934	9.5%	-1.4%
2011	\$0.71	86	-1.0%	-53.2%	1,602,952	10.9%	-4.1%

SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.86	231	2.4%	27.1%	432,235	8.6%	0.6%
2026	\$1.82	226	3.2%	24.0%	400,254	8.0%	0.7%
2025	\$1.76	219	4.4%	20.2%	364,289	7.3%	0.5%
2024	\$1.69	210	5.6%	15.2%	337,189	6.8%	-0.7%
2023	\$1.60	199	9.1%	9.1%	371,242	7.6%	1.5%
YTD	\$1.47	182	8.9%	0.3%	293,910	6.1%	0%
2022	\$1.46	182	10.0%	0%	294,289	6.1%	4.1%
2021	\$1.33	165	9.4%	-9.1%	94,595	2.0%	-1.2%
2020	\$1.22	151	6.2%	-16.9%	149,487	3.2%	-1.2%
2019	\$1.14	142	5.0%	-21.8%	204,892	4.3%	0.5%
2018	\$1.09	135	9.1%	-25.6%	181,053	3.9%	1.8%
2017	\$1	124	9.2%	-31.7%	93,337	2.1%	-2.9%
2016	\$0.92	114	8.6%	-37.5%	222,648	5.0%	-2.7%
2015	\$0.84	105	7.5%	-42.4%	341,561	7.7%	0.5%
2014	\$0.78	98	7.2%	-46.4%	316,139	7.2%	0.8%
2013	\$0.73	91	4.9%	-50.0%	280,929	6.4%	-1.5%
2012	\$0.70	87	1.3%	-52.3%	348,382	7.9%	-2.0%
2011	\$0.69	86	-0.5%	-52.9%	436,835	9.9%	-3.0%

LOGISTICS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.99	242	2.2%	25.9%	627,833	5.6%	0.2%
2026	\$1.95	237	2.9%	23.2%	592,177	5.4%	0.3%
2025	\$1.90	231	4.0%	19.8%	546,192	5.2%	0.5%
2024	\$1.82	222	5.3%	15.1%	476,254	4.7%	0%
2023	\$1.73	210	9.3%	9.3%	463,988	4.7%	1.3%
YTD	\$1.59	193	11.3%	0.5%	313,002	3.2%	-0.1%
2022	\$1.58	193	12.5%	0%	324,420	3.4%	1.8%
2021	\$1.41	171	12.4%	-11.1%	149,738	1.6%	-0.7%
2020	\$1.25	152	7.0%	-20.9%	209,357	2.2%	-0.1%
2019	\$1.17	142	6.4%	-26.1%	215,983	2.3%	-1.7%
2018	\$1.10	134	7.8%	-30.6%	355,580	4.0%	0.1%
2017	\$1.02	124	8.5%	-35.6%	328,032	3.8%	-1.5%
2016	\$0.94	114	8.5%	-40.7%	452,632	5.3%	-4.0%
2015	\$0.87	105	7.4%	-45.3%	797,105	9.3%	1.3%
2014	\$0.81	98	6.0%	-49.1%	673,505	8.0%	1.8%
2013	\$0.76	93	4.2%	-52.0%	520,513	6.2%	-3.9%
2012	\$0.73	89	1.8%	-53.9%	844,491	10.1%	-1.2%
2011	\$0.72	87	-0.8%	-54.7%	948,465	11.3%	-4.2%

FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.73	191	1.9%	24.3%	192,452	9.1%	0.5%
2026	\$1.70	188	2.7%	21.9%	179,174	8.6%	0.6%
2025	\$1.66	183	3.9%	18.7%	164,280	8.0%	0.5%
2024	\$1.59	176	5.1%	14.2%	151,374	7.5%	-0.2%
2023	\$1.52	167	8.6%	8.6%	152,721	7.6%	1.2%
YTD	\$1.40	154	10.3%	0.3%	130,612	6.5%	0.1%
2022	\$1.40	154	11.4%	0%	128,140	6.4%	0.4%
2021	\$1.25	138	8.2%	-10.2%	115,349	6.0%	-0.6%
2020	\$1.16	128	5.2%	-17.1%	127,230	6.7%	3.8%
2019	\$1.10	121	4.3%	-21.1%	54,683	2.9%	-0.7%
2018	\$1.05	116	5.5%	-24.4%	68,044	3.6%	0.3%
2017	\$1	110	5.8%	-28.4%	63,174	3.3%	-1.8%
2016	\$0.94	104	6.6%	-32.3%	96,438	5.1%	-0.4%
2015	\$0.89	98	5.7%	-36.5%	103,872	5.5%	-1.0%
2014	\$0.84	92	5.0%	-39.9%	123,630	6.6%	-0.9%
2013	\$0.80	88	4.7%	-42.8%	140,757	7.5%	-3.1%
2012	\$0.76	84	0.2%	-45.3%	199,061	10.6%	-1.0%
2011	\$0.76	84	-2.6%	-45.4%	217,652	11.5%	-6.2%

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$373.51	409	4.7%
2026	-	-	-	-	-	-	\$365.83	400	4.7%
2025	-	-	-	-	-	-	\$355.80	389	4.7%
2024	-	-	-	-	-	-	\$342.70	375	4.7%
2023	-	-	-	-	-	-	\$326.48	357	4.7%
YTD	4	\$5.4M	0.2%	\$2,712,500	\$227.98	4.4%	\$304.42	333	4.6%
2022	49	\$193.7M	5.4%	\$4,210,565	\$219.51	6.6%	\$299.43	328	4.6%
2021	65	\$108.3M	5.1%	\$2,005,333	\$136.30	5.8%	\$253.92	278	4.7%
2020	52	\$132.8M	6.7%	\$2,554,181	\$122.22	7.9%	\$210.11	230	5.0%
2019	75	\$108.4M	4.7%	\$1,868,147	\$165.02	8.1%	\$180.82	198	5.3%
2018	71	\$70.5M	5.1%	\$1,720,419	\$129.70	5.8%	\$159.61	174	5.5%
2017	85	\$86.3M	6.3%	\$1,385,796	\$112.03	6.9%	\$141.11	154	5.7%
2016	88	\$99.7M	6.3%	\$1,346,899	\$117.98	7.2%	\$125.32	137	5.9%
2015	70	\$56.6M	6.3%	\$1,087,534	\$81.67	7.4%	\$109.85	120	6.3%
2014	48	\$29M	3.9%	\$764,302	\$56.31	6.4%	\$96.09	105	6.7%
2013	84	\$41.4M	7.2%	\$828,435	\$59.82	7.6%	\$85.60	94	7.0%
2012	85	\$32.4M	4.5%	\$611,915	\$63.71	7.0%	\$79.93	87	7.3%

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

SPECIALIZED INDUSTRIAL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$356.54	394	4.6%
2026	-	-	-	-	-	-	\$348.23	385	4.6%
2025	-	-	-	-	-	-	\$337.66	373	4.6%
2024	-	-	-	-	-	-	\$324.22	358	4.5%
2023	-	-	-	-	-	-	\$308.12	340	4.5%
YTD	2	\$0	0.1%	-	-	-	\$287.10	317	4.4%
2022	7	\$22.1M	2.4%	\$3,153,785	\$194.81	5.9%	\$282.44	312	4.4%
2021	15	\$45.8M	6.1%	\$3,271,786	\$156.83	6.5%	\$240.29	265	4.5%
2020	15	\$29.7M	5.4%	\$1,977,373	\$115.23	5.8%	\$198.02	219	4.8%
2019	8	\$24.6M	2.6%	\$4,103,313	\$214.84	11.3%	\$171.42	189	5.1%
2018	18	\$28.7M	6.3%	\$2,874,413	\$129.05	6.4%	\$150.88	167	5.3%
2017	14	\$16.8M	3.3%	\$1,401,718	\$121.01	6.4%	\$133.05	147	5.5%
2016	11	\$15.7M	3.3%	\$1,746,147	\$120.46	-	\$118.39	131	5.7%
2015	19	\$13.1M	5.8%	\$1,309,578	\$64.94	7.7%	\$103.65	115	6.0%
2014	13	\$10.9M	6.3%	\$989,990	\$40.82	6.4%	\$90.71	100	6.4%
2013	8	\$4.1M	2.1%	\$1,028,169	\$68.36	-	\$80.52	89	6.7%
2012	10	\$5.4M	3.6%	\$897,417	\$44.13	-	\$75.65	84	6.9%

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LOGISTICS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$383.85	430	4.8%
2026	-	-	-	-	-	-	\$376.26	421	4.8%
2025	-	-	-	-	-	-	\$366.31	410	4.8%
2024	-	-	-	-	-	-	\$353.23	395	4.8%
2023	-	-	-	-	-	-	\$336.78	377	4.7%
YTD	2	\$5.4M	0.2%	\$2,712,500	\$227.98	4.4%	\$314	352	4.6%
2022	34	\$135.4M	5.9%	\$4,369,339	\$239.77	7.0%	\$308.68	346	4.7%
2021	48	\$56.6M	4.6%	\$1,490,341	\$139.03	4.8%	\$259.83	291	4.8%
2020	31	\$96.8M	8.3%	\$3,123,010	\$123.37	8.6%	\$214.06	240	5.1%
2019	63	\$82.6M	6.5%	\$1,719,954	\$154.22	7.4%	\$183.47	205	5.4%
2018	49	\$40.6M	5.3%	\$1,400,795	\$133.31	5.6%	\$161.75	181	5.6%
2017	65	\$63.1M	8.6%	\$1,402,919	\$109.32	7.2%	\$142.66	160	5.9%
2016	68	\$78.7M	8.3%	\$1,356,183	\$118.09	7.2%	\$125.66	141	6.1%
2015	45	\$39.9M	7.4%	\$1,108,678	\$89.09	-	\$109.71	123	6.4%
2014	26	\$14.1M	2.8%	\$704,954	\$72.91	-	\$95.78	107	6.9%
2013	63	\$31.1M	10.3%	\$817,423	\$57.13	7.8%	\$85.27	95	7.3%
2012	47	\$17.8M	4.2%	\$557,672	\$65.29	-	\$79.39	89	7.5%

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FLEX SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$364.10	348	4.9%
2026	-	-	-	-	-	-	\$357.50	341	4.9%
2025	-	-	-	-	-	-	\$348.44	333	4.9%
2024	-	-	-	-	-	-	\$336.09	321	4.9%
2023	-	-	-	-	-	-	\$320.70	306	4.9%
YTD	-	-	-	-	-	-	\$299.58	286	4.8%
2022	8	\$36.2M	10.2%	\$4,520,000	\$177.14	6.0%	\$295.46	282	4.8%
2021	2	\$5.9M	5.0%	\$2,925,000	\$61.54	-	\$258.14	247	4.8%
2020	6	\$6.3M	2.3%	\$1,057,250	\$142.29	7.2%	\$220.22	210	5.0%
2019	4	\$1.2M	0.3%	\$293,725	\$176.33	-	\$190.79	182	5.4%
2018	4	\$1.2M	1.4%	\$585,000	\$71.50	4.5%	\$170.37	163	5.6%
2017	6	\$6.3M	2.8%	\$1,051,333	\$118.01	5.0%	\$153.19	146	5.7%
2016	9	\$5.3M	4.4%	\$756,655	\$109.78	7.2%	\$140.58	134	5.9%
2015	6	\$3.5M	2.3%	\$590,598	\$82.85	7.2%	\$125.67	120	6.1%
2014	9	\$4.1M	3.0%	\$579,214	\$72.94	6.4%	\$110.78	106	6.5%
2013	13	\$6.2M	5.5%	\$780,875	\$70.54	7.0%	\$99.59	95	6.8%
2012	28	\$9.2M	8.4%	\$613,433	\$80.89	7.0%	\$92.97	89	7.0%

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