



# Industrial Market Report

## Inland Empire - CA

PREPARED BY



COUNTY OF RIVERSIDE  
CALIFORNIA

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**INDUSTRIAL MARKET REPORT**

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12 Mo Deliveries in SF

**22.9M**

12 Mo Net Absorption in SF

**13.3M**

Vacancy Rate

**2.4%**

12 Mo Rent Growth

**15.6%**

The Inland Empire is one of the nation's largest industrial markets due to its proximity to more than 20 million residents across Southern California and a major gateway for international trade out of the ports of Los Angeles and Long Beach. Persistent demand from logistics and warehousing firms has kept vacancies compressed relative to the nation, but the vacancy rate has ticked up over the last four quarters as international trade flows and domestic consumer spending on goods have slowed.

Developers remain extremely active with 40.6 million SF currently under, representing 5.6% of inventory. A total of 18.3 million SF delivered in 2022 but delayed construction timelines due to supply chain backlogs for materials such as steel and roofing kept some projects from delivering as scheduled. Net deliveries are projected to total 43.3 million in 2023.

The combination of an uptick in vacancies and a spree of

deliveries might create leasing challenges in 2023. Asking rents have also grown immensely over the past five years, including 15.6% growth year-over-year, causing stress for some existing tenants at the time of renewal. Over the long run, however, the market's historically strong performance in rapidly leasing new buildings and the structural shift towards e-commerce rather than buying goods at brick-and-mortar stores will keep the vacancy rate below 4%—lower than most quarters prior to the pandemic.

The presence of high-credit tenants, such as Amazon, Walmart, Target, and General Pacific, attracts institutional investors from across the world. Deals volume reached \$10.0 billion in 2022, compared to \$3.9 billion in 2021. While volume has been higher, below the surface, capital market conditions have tightened as mortgage rates have risen. Much of the fourth-quarter volume is derived from Prologis' \$23 billion acquisition of Duke Realty.

### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	608,059,641	2.4%	\$1.12	8.0%	1,531,692	4,680,330	39,516,418
Specialized Industrial	100,376,482	1.8%	\$1.16	4.1%	(465,399)	0	1,117,245
Flex	15,786,465	6.8%	\$1.46	7.7%	(74,541)	0	0
<b>Market</b>	<b>724,222,588</b>	<b>2.4%</b>	<b>\$1.13</b>	<b>7.5%</b>	<b>991,752</b>	<b>4,680,330</b>	<b>40,633,663</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.0%	6.1%	3.7%	12.3%	2009 Q3	1.3%	2022 Q2
Net Absorption SF	13.3M	18,295,310	23,321,350	33,238,742	2021 Q4	(413,801)	2009 Q1
Deliveries SF	22.9M	18,785,562	28,371,930	33,685,643	2006 Q4	1,345,120	2011 Q3
Rent Growth	15.6%	5.0%	5.9%	18.5%	2022 Q2	-8.6%	2009 Q4
Sales Volume	\$10.1B	\$2.3B	N/A	\$10B	2022 Q4	\$487M	2001 Q2

Large warehouse and distribution centers remain in high demand and account for the lion's share of net absorption in 2022. Vacancies in buildings sized 600,000 SF or larger are well below the total market because logistics and e-commerce companies have been especially active in these buildings. Several new tenants include United Legwear & Apparel Co (1.8 million SF), Republic National Distributing (782,000 SF), and AutoZone (606,000 SF).

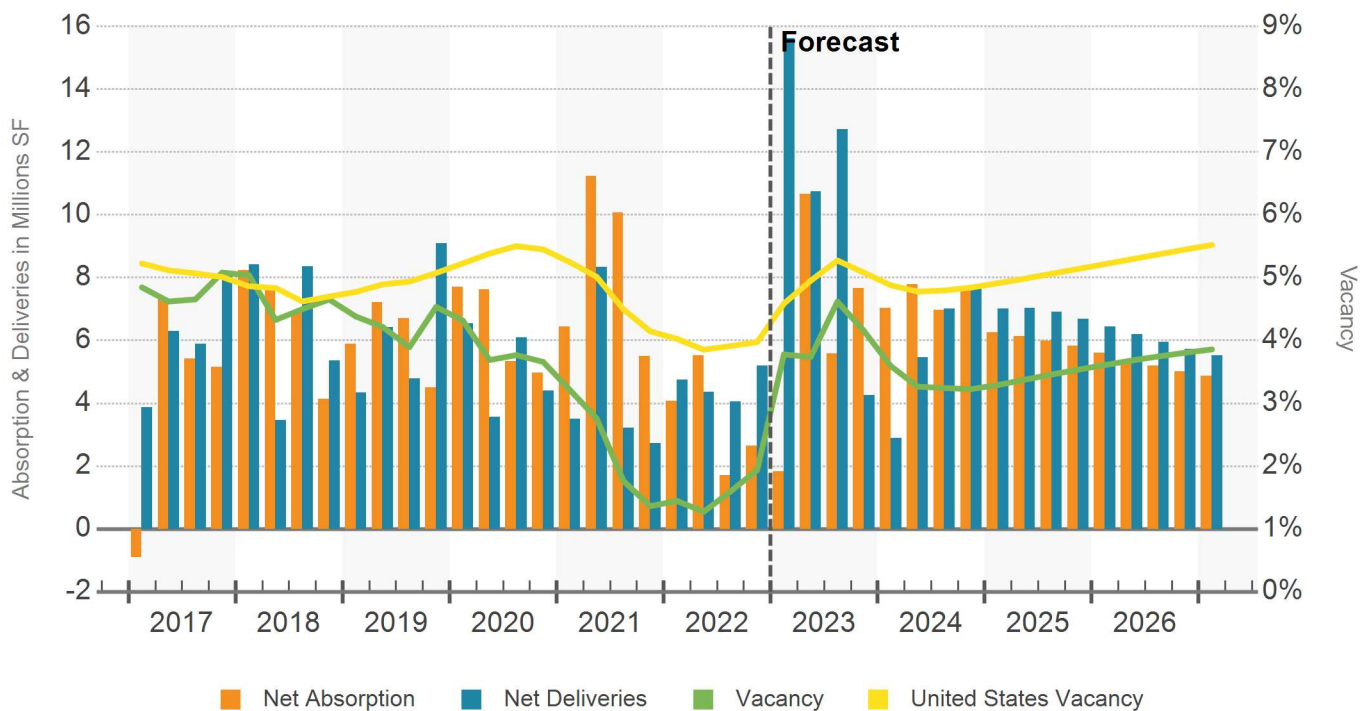
Areas in and near the Airport Area Submarket have benefited from expanded logistics capabilities and demand from global firms that are increasingly utilizing air cargo. FedEx completed a \$100 million investment at Ontario International Airport in late 2020. Meanwhile, Amazon launched a small fleet of aircraft and plans to increase its air capacity to 200 planes over the next decade.

Amazon has steadily grown since first entering the market a decade ago and now occupies 28 industrial properties across the metro with a total of 20 million SF. Amazon's recent announcement of facility closures throughout the country has not impacted the Inland Empire; the market is highly sought after, and the e-commerce giant has remained committed to the region.

An area of softening fundamentals comes from buildings smaller than 200,000 SF, where the vacancy rate is roughly 50 basis points above the metro average.

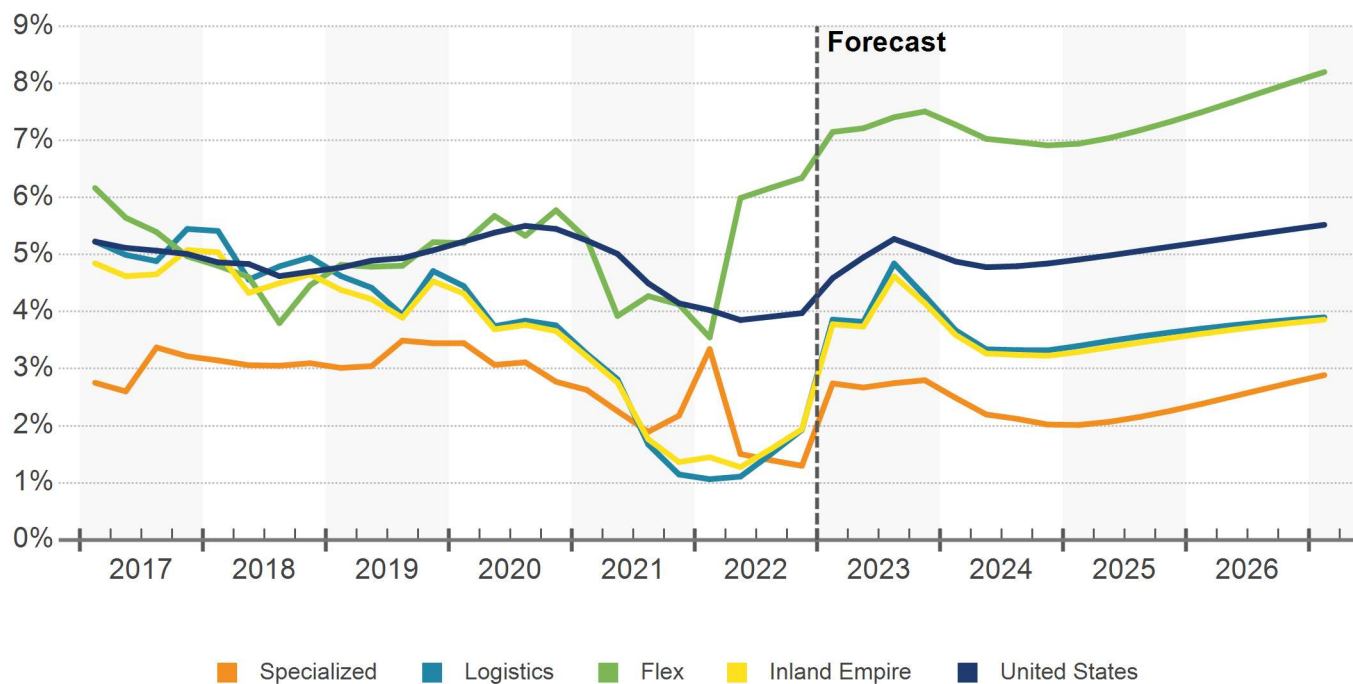
Overall, the Inland Empire has one of the lowest vacancy rates among markets with more than 300 million SF. The near-term forecast calls for the vacancy rate to remain lower than 3.5% under the Base Case Scenario as pent-up demand for space continues.

### NET ABSORPTION, NET DELIVERIES & VACANCY

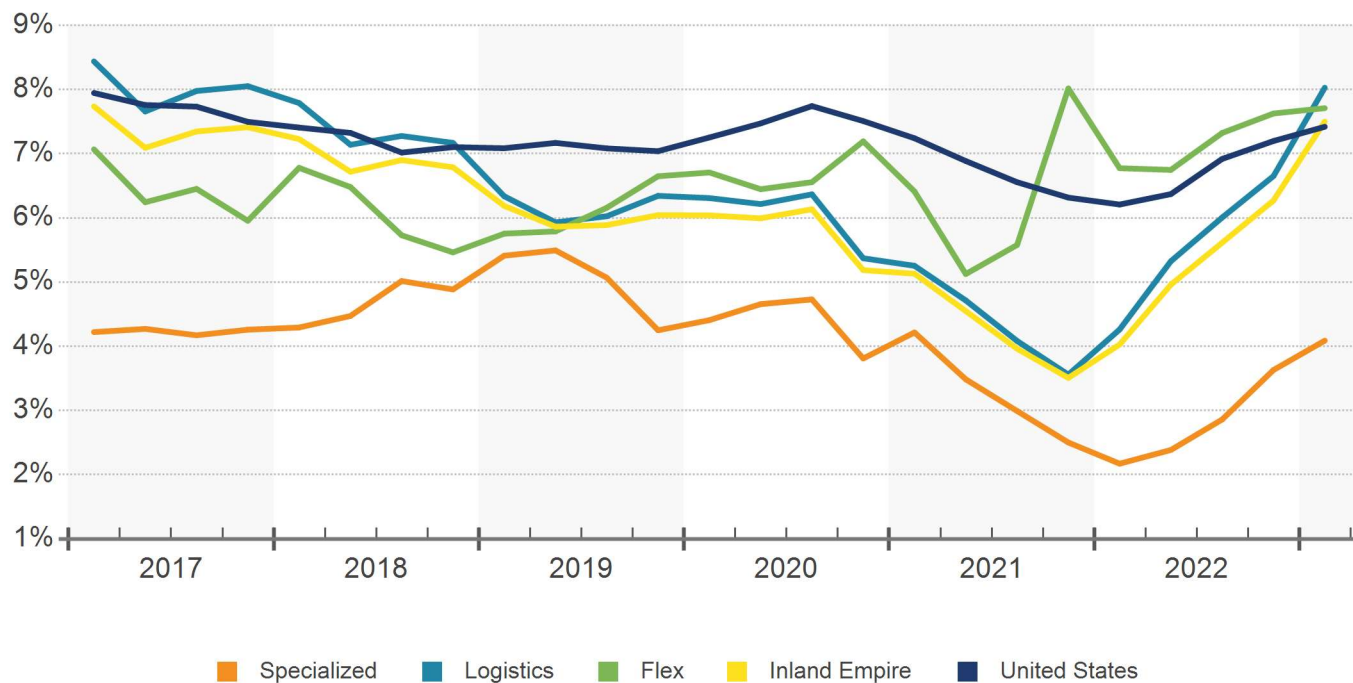




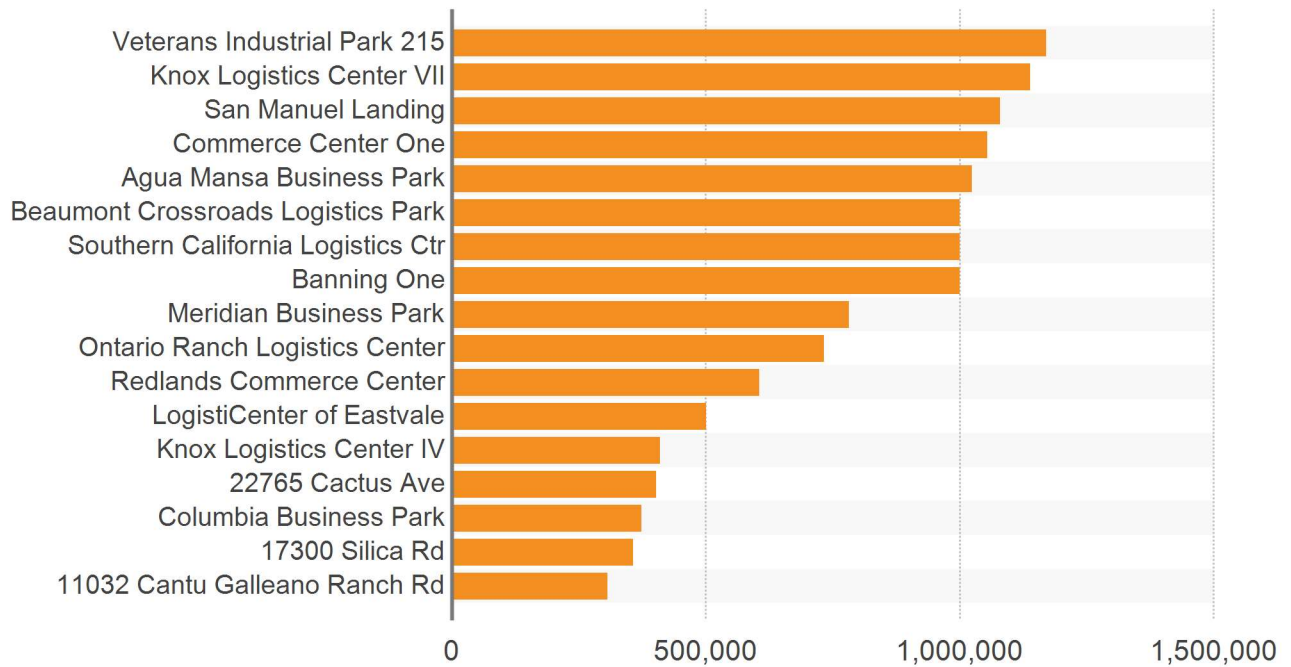
### VACANCY RATE



### AVAILABILITY RATE



### 12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Veterans Industrial Park 215	Moreno Valley/Perris	1,170,796	0	0	0	0	0	1,170,796
Knox Logistics Center VII	Moreno Valley/Perris	1,138,800	0	1,138,800	0	0	0	1,138,800
San Manuel Landing	San Bernardino	1,080,144	0	1,080,144	0	0	0	1,080,144
Commerce Center One	Mojave River Valley	1,055,350	0	0	0	0	0	1,055,350
Agua Mansa Business Park	Riverside	1,025,132	0	1,025,132	0	0	0	1,025,132
Beaumont Crossroads Logistics...	Beaumont/Hemet	1,000,170	0	0	0	0	0	1,000,170
Southern California Logistics Ctr	Mojave River Valley	1,000,000	0	0	0	0	0	1,000,000
Banning One	Beaumont/Hemet	1,000,000	0	0	0	0	0	1,000,000
Meridian Business Park	Moreno Valley/Perris	782,209	0	0	0	0	0	782,209
Ontario Ranch Logistics Center	Airport Area	1,245,049	0	0	0	0	0	733,194
Redlands Commerce Center	Redlands/Loma Linda	606,133	0	0	0	0	0	606,133
LogistiCenter of Eastvale	Corona/Eastvale	501,649	0	0	0	0	0	501,649
Knox Logistics Center IV	Moreno Valley/Perris	410,350	0	410,350	0	0	0	410,350
22765 Cactus Ave	Moreno Valley/Perris	685,000	0	0	0	0	0	403,388
Columbia Business Park	Riverside	374,000	0	0	0	0	0	374,000
17300 Silica Rd	Mojave River Valley	357,000	0	0	0	0	0	357,000
11032 Cantu Galleano Ranch Rd	Riverside	307,157	0	0	0	0	0	307,157
<b>Subtotal Primary Competitors</b>		<b>13,738,939</b>	<b>0</b>	<b>3,654,426</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12,945,472</b>
Remaining Inland Empire Market		710,522,727	17,641,028	(2,662,674)	0	0	0	326,006
<b>Total Inland Empire Market</b>		<b>724,261,666</b>	<b>17,641,028</b>	<b>991,752</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>13,271,478</b>

## TOP INDUSTRIAL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
36855 W Fourth St	Beaumont/Hemet	1,777,708	Q3 22	United Legwear & Apparel...	JLL	CBRE;DAUM Commer...
5400 El Rivino Rd	Riverside	1,186,950	Q3 22	Target	-	CBRE
19115 Harvill Ave	Moreno Valley/Perris	1,138,800	Q3 22	The Home Depot	-	Cushman & Wakefield
2615 E 3rd St	San Bernardino	1,080,144	Q3 22	Shopify	-	Cushman & Wakefield
36324 Cherry Valley Blvd	Beaumont/Hemet	1,017,845	Q4 22	Shein Distribution Corpor...	-	CBRE
8130 Caliente Rd	Mojave River Valley	1,004,400	Q4 22	FellowShip Warehousing...	Southland Commer...	EQT Exeter
2600 E John St	Beaumont/Hemet	1,000,000	Q4 22	Skechers USA, Inc.	CBRE	Cushman & Wakefield
657 Nance St *	Moreno Valley/Perris	864,000	Q1 23	NFI Industries, Inc.	-	Newmark
36312 Cherry Valley Blvd	Beaumont/Hemet	814,822	Q4 22	Shein Distribution Corpor...	-	CBRE
20201 Caroline Way	Moreno Valley/Perris	782,209	Q1 22	Republic National Distribu...	CBRE;Cushman &...	Cushman & Wakefield;...
2950 E Jurupa Ave *	Airport Area	750,000	Q3 22	Uline	JLL	Majestic Realty Co.
22305 Old Oleander Ave	Moreno Valley/Perris	692,645	Q1 22	Syncreon	-	Lee & Associates Com...
23550 Placentia Ave	Moreno Valley/Perris	682,700	Q1 22	NFI Industries, Inc	-	Lee & Associates Com...
2900 E Jurupa St *	Airport Area	675,000	Q2 22	Ventura Foods LLC	Cushman & Wakefield	Majestic Realty Co.
3551 E Francis St *	Airport Area	645,000	Q2 22	Electrolux USA	-	Majestic Realty Co.
2255 W Lugonia Ave	Redlands/Loma Linda	606,133	Q2 22	AutoZone	-	Cushman & Wakefield
15835 San Antonio Ave	Chino/Chino Hills	534,404	Q4 22	Motivational Fulfillment & I...	Colliers	JLL
6251 Archibald Ave	Corona/Eastvale	501,649	Q1 22	Best Buy	Colliers	Lee & Associates Com...
15801 Meridian Pky	Moreno Valley/Perris	486,000	Q1 22	Port Logistics	Hughes Marino	Cushman & Wakefield
1901 California St	Redlands/Loma Linda	467,853	Q2 22	Performance Team	-	Lee & Associates Com...
17486 Nisqualli Rd *	Mojave River Valley	450,519	Q1 22	Church & Dwight	-	-
11625 Venture Dr *	Riverside	418,500	Q2 22	The Home Depot	CBRE	JLL;Lincoln Property C...
3950 Airport Dr	Airport Area	414,962	Q3 22	Frontier Logistics Services	Colliers	CBRE
22405 Old Oleander Ave	Moreno Valley/Perris	410,350	Q3 22	Burlington Stores	-	Lee & Associates Com...
22773 Oleander Ave	Moreno Valley/Perris	406,496	Q3 22	Delta Enterprise Corp	Cushman & Wakefield	Majestic Realty Co.
2830 E Philadelphia St	Airport Area	383,619	Q2 22	Pixior Logistics	JLL	Lee & Associates Com...
300 Palmyrita Ave	Riverside	374,000	Q4 22	Logistics Plus	Foremost Commerci...	CBRE;Colliers
18740 Harvill Ave	Moreno Valley/Perris	373,368	Q3 22	Tactical Logistic Solutions	JLL	Majestic Realty Co.
6075 Lance Dr	Moreno Valley/Perris	361,346	Q1 22	Skechers	-	Opus Commercial Group
23840-23842 Rider St	Moreno Valley/Perris	330,735	Q4 22	FellowShip Warehousing...	Southland Commer...	DAUM Commercial Re...
1730 Marigold Ave	Redlands/Loma Linda	327,790	Q1 22	Performance Team	CBRE	Cushman & Wakefield
16774 Jurupa Ave	Airport Area	325,161	Q1 23	-	Colliers	JLL;Lee & Associates...
11032 Cantu Galleano Ranch Rd	Riverside	307,157	Q1 22	-	-	NAI Capital Commercia...
1865 Mountain View	Redlands/Loma Linda	304,262	Q3 22	-	-	Lee & Associates Com...
24950 Grove View Rd	Moreno Valley/Perris	301,100	Q1 22	Harman International Indu...	-	Colliers
41980 Winchester Rd	South Riverside	296,030	Q2 22	-	-	EQT Exeter
1777 S Vintage Ave	Airport Area	284,559	Q3 22	National Tree	-	Colliers
17825 Indian St	Moreno Valley/Perris	270,194	Q3 22	-	Colliers;OnPace Par...	Colliers;First Industrial...
13366 Philadelphia Ave	Airport Area	266,950	Q4 22	WTI Distribution, Inc	Colliers	CBRE;Colliers
14935 Limonite Ave	Corona/Eastvale	263,665	Q4 22	-	-	CBRE

\*Renewal

The pandemic era has yielded vigorous rent growth in the Inland Empire's industrial market, with annual gains of 15.6% over the past 12 months and 17.5% the previous year. The gap between rents in the Inland Empire and neighboring L.A., Orange County, and San Diego has narrowed and is projected to contract further, as more functional, modern logistics facilities enter the market. Rents have grown the most in submarkets with the most supply growth, such as the Airport Area and Moreno/Valley Perris.

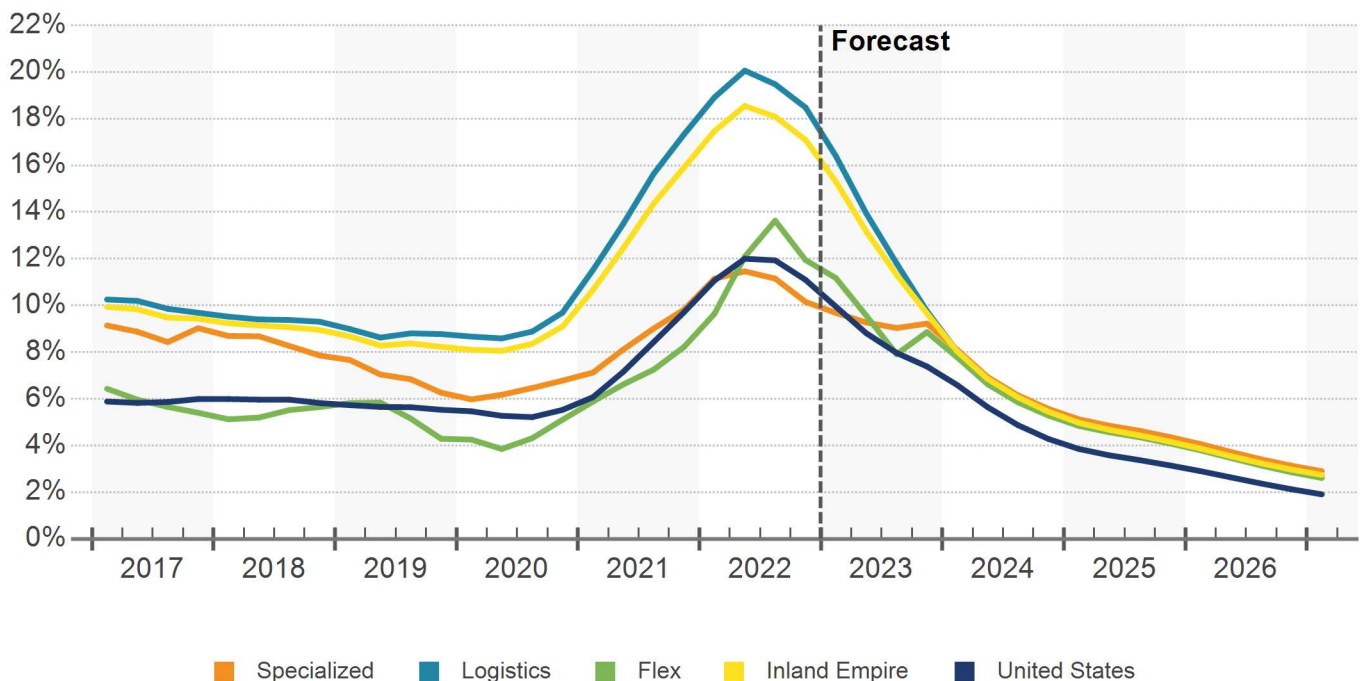
The difference between rents in the Inland Empire and the national index is 20%, but that spread raises to 60% in buildings with at least 200,000 SF. For example, WTI Distribution leased a 267,000-SF warehouse in Fontana at 13366 Philadelphia Ave in November 2022 for an annualized rate of \$18.60/SF NNN for a 5-year term. To illustrate the change in rents in the market, the same

building was leased in November 2012 at an annualized rate of \$3.36/SF IG.

Another example of changes in rents is observable at Ontario's Jurupa Industrial Center, where an undisclosed tenant leased 100,000 SF at \$24.00/SF MG through a sublease deal in December 2022. Logistics Plus leased the entire 272,500-SF distribution building at an annual rate of \$5.88/SF IG in June 2016.

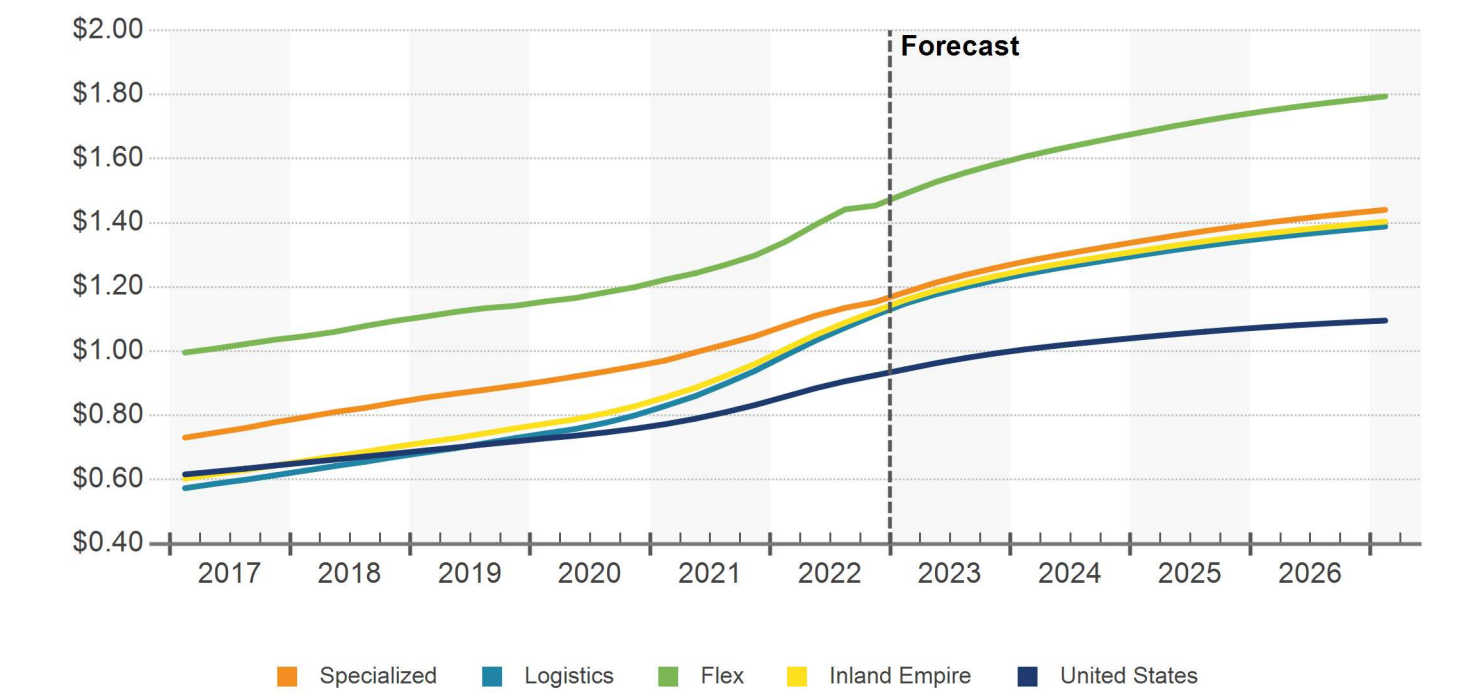
Rent growth is projected to decelerate in CoStar's base case scenario, but remains above 2% annually over the next five years. A wall of supply is expected to reach the market in 2023, which could weigh on fundamentals if not leased rapidly. However, a large proportion of space under construction is pre-leased and the market has historically absorbed spec development rapidly.

### MARKET RENT GROWTH (YOY)





MARKET RENT PER SQUARE FEET



The growth in online shopping and an increased effort to improve efficiency at the last mile of distribution help make the Inland Empire a popular location for industrial development. Modern logistics facilities with 40-foot clear heights and ample dock doors are highly desired. Currently, 40.6 million SF of space is under construction, representing 5.6% of existing inventory. Spec development has been popular and current facilities under construction are about 40% preleased.

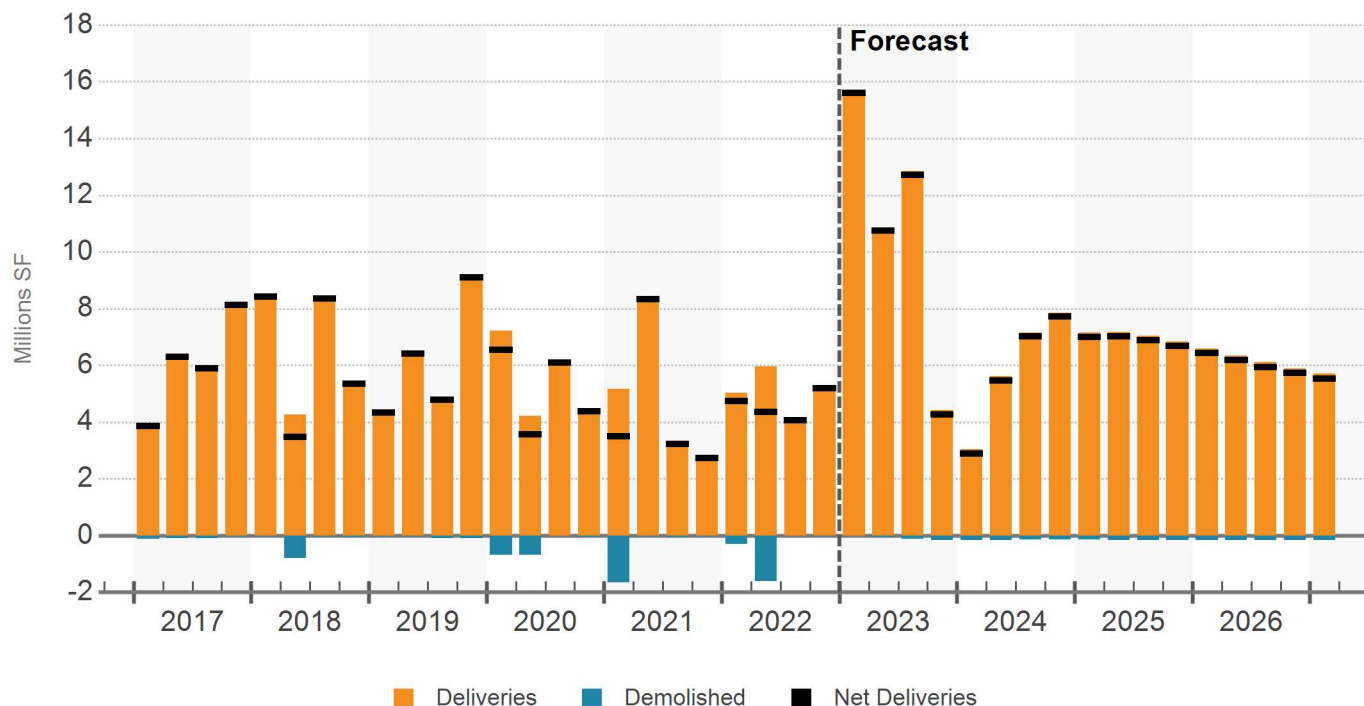
The abundance of land available for development, especially in comparison to neighboring Los Angeles, Orange County, and San Diego, makes the Inland Empire a construction hotbed. For example, Prologis is building a 4.1 million-SF for Amazon in Ontario and USAA Real Estate is building a 2.9 million-SF multi-building project in Beaumont, including a 1.8 million-SF building that is leased to United Legwear & Apparel Co.

In contrast, Los Angeles has had a single 1 million-SF warehouse developed since 1990.

More than half of the new construction underway is concentrated in the Airport Area and Moreno Valley/Perris. Projects in the Airport Area are balanced in size, whereas a larger proportion of projects in Moreno Valley/Perris submarkets comprise large buildings (over 600,000 SF).

Other large projects are on the horizon. In December 2021, the Ontario Airport Commission approved a 55-year ground lease for 198 acres of surplus property located east of Haven Avenue, north of Jurupa Avenue, south of Airport Drive, and west of Carnegie Avenue. The land was deemed unsuited for typical airport use and will be developed for industrial use.

### DELIVERIES & DEMOLITIONS



### SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Airport Area	49	15,352	6,026	39.3%	5	68,478	313,306	2
2	Moreno Valley/Perris	37	7,865	3,944	50.1%	3	165,208	212,580	6
3	Riverside	17	5,266	1,300	24.7%	6	45,940	309,748	3
4	Beaumont/Hemet	3	3,610	3,610	100%	1	28,992	1,203,458	1
5	Mojave River Valley	13	3,054	1,667	54.6%	2	28,529	234,922	5
6	San Bernardino	15	1,296	112	8.6%	7	68,699	86,408	9
7	Corona/Eastvale	10	1,196	60	5.0%	8	33,027	119,583	7
8	Chino/Chino Hills	10	1,143	465	40.7%	4	54,622	114,326	8
9	South Riverside	34	934	27	2.9%	9	21,021	27,477	10
10	Redlands/Loma Linda	2	550	0	0%	10	86,671	274,886	4
	All Other	10	367	164	44.6%		14,546	36,695	
Totals		200	40,634	17,374	42.8%		51,395	203,168	

# Under Construction Properties

Inland Empire Industrial

Properties

200

Square Feet

40,633,663

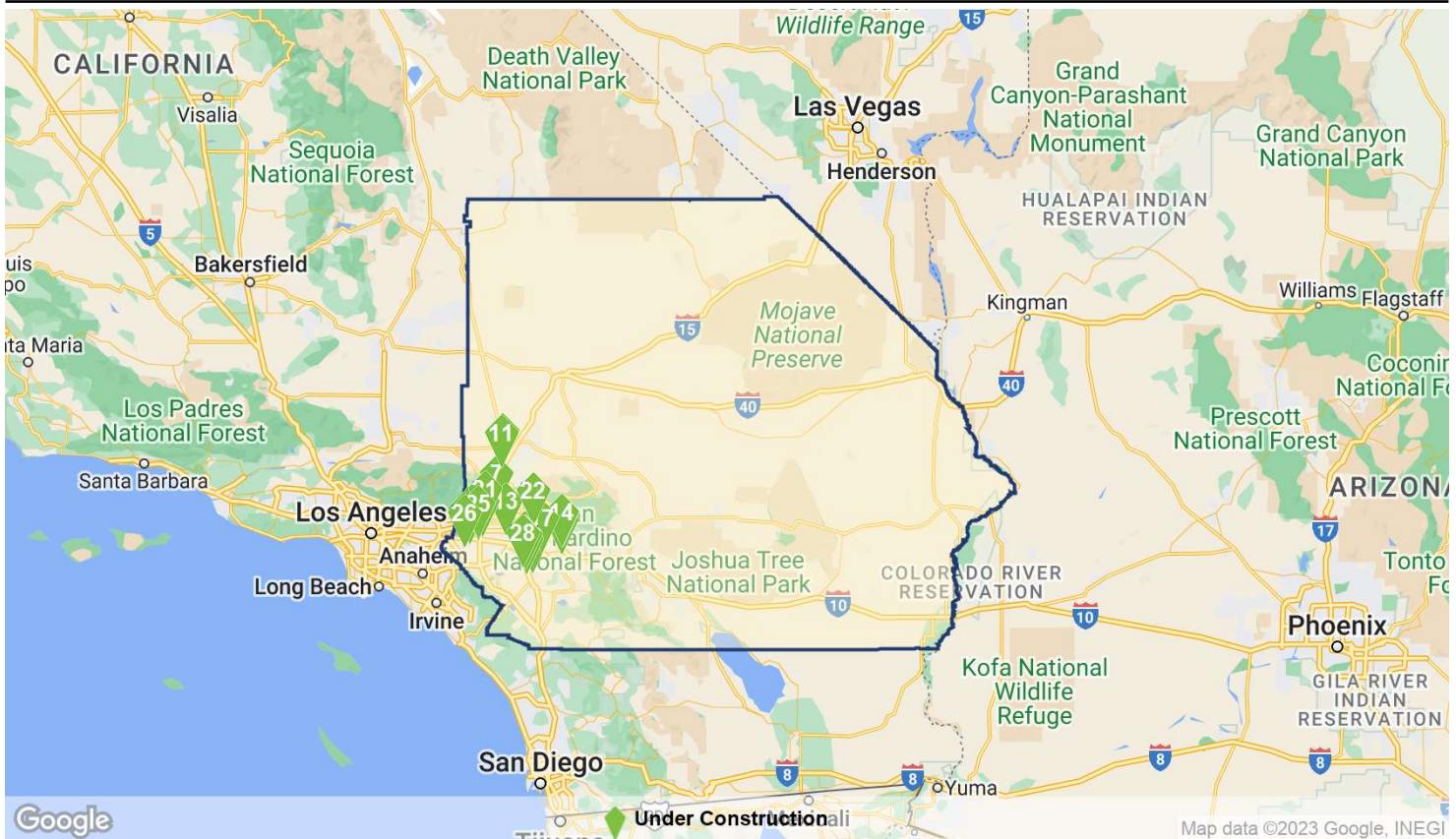
Percent of Inventory

5.7%

Released

42.8%

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 8900 Merrill Ave	★★★★★	4,055,890	1	Nov 2021	Jun 2023	- Prologis, LP.
2 Bldg 1 36855 W Fourth St	★★★★★	1,777,708	1	Jan 2022	Aug 2023	- USAA Real Estate
3 12430 Fourth St	★★★★★	1,422,524	1	May 2022	Sep 2023	- -
4 3413 Manitou Ct	★★★★★	1,379,287	1	Jul 2022	Dec 2023	- Blackstone Inc.
5 Bldg 2 8140 Caliente Rd	★★★★★	1,227,600	1	Aug 2022	Jun 2023	- Westcore
6 Agua Mansa Commerce... 5400 El Rivino Rd	★★★★★	1,186,950	1	Jan 2021	Jun 2023	- CT Realty Investors
7 I-15 Logistics Center	★★★★★	1,171,788	1	Jun 2022	May 2023	- CapRock Partners



# Under Construction Properties

Inland Empire Industrial

## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 <b>Bldg 1</b> SEC Eucalyptus & Euclid	★★★★★	1,099,629	1	Apr 2022	Mar 2023	Real Estate Development Associ... Clarion Partners
9 <b>Building 2</b> 36324 Cherry Valley Blvd	★★★★★	1,017,845	1	Feb 2022	Mar 2023	Artemis Real Estate Partners Brookfield Asset Management, Inc.
10 <b>Building 1</b> Van Buren Blvd	★★★★★	1,014,822	1	Jan 2022	Jul 2024	Hillwood Development Corporation National Pension Service of Kore...
11 <b>Bldg 3</b> 8130 Caliente Rd	★★★★★	1,004,400	1	Jan 2023	Jun 2023	- EQT Exeter
12 <b>4000 S Hamner Ave</b>	★★★★★	1,003,918	1	Jan 2023	Nov 2024	- Dermody Properties, Inc.
13 <b>Agua Mansa Commerce...</b> 6250 Clinker Dr	★★★★★	1,000,177	1	Jan 2021	Jun 2023	- CT Realty Investors
14 <b>Building 1</b> 36312 Cherry Valley Blvd	★★★★★	814,822	1	Feb 2022	Mar 2023	Artemis Real Estate Partners Brookfield Asset Management, Inc.
15 <b>Rider Logistics Center  ...</b> 450 E Rider St	★★★★★	804,803	1	Oct 2021	Mar 2023	- IDI Logistics
16 <b>2</b> 12415 Sixth St	★★★★★	752,497	1	May 2022	Sep 2023	- -
17 <b>Skechers Bldg B</b> 29800 Eucalyptus Ave	★★★★★	750,000	-	Apr 2021	Mar 2023	Highland Fairview Properties -
18 <b>Knox Logistics Center III</b> 22305 Old Oleander Ave	★★★★★	692,645	1	Feb 2022	Mar 2023	Clarion Partners Trammell Crow Company
19 <b>Riverside Logistics Center</b> 23550 Placentia Ave	★★★★★	682,700	1	Jul 2021	Mar 2023	- ARES Management LLC
20 <b>3412 Manitou Ct</b>	★★★★★	560,025	1	Jul 2022	Oct 2023	- -
21 <b>BLDG A</b> 13160 Napa St	★★★★★	500,403	1	Sep 2022	Aug 2023	Hillwood Development Company -
22 <b>First Pioneer Logistics</b> 27358 Pioneer Ave	★★★★★	460,805	1	Sep 2022	Sep 2023	- First Industrial Realty Trust, Inc.
23 <b>Knox Logistics Center VI</b> 23120 Oleander Ave	★★★★★	418,000	1	Feb 2022	Mar 2023	Clarion Partners Clarion Partners
24 <b>Majestic Freeway Busine...</b> 22773 Oleander Ave	★★★★★	406,496	1	Apr 2022	Apr 2023	- Majestic Realty Co.
25 <b>3310 S Hamner Ave</b>	★★★★★	386,187	1	Nov 2022	Jun 2023	- -
26 <b>In-N-Out Food Processing</b> Kimball & Sultana Ave	★★★★★	376,204	1	Jun 2021	Apr 2023	- In-N-Out Burgers
27 <b>Majestic Freeway Busine...</b> 18740 Harvill Ave	★★★★★	373,368	1	Jun 2022	Jun 2023	- Majestic Realty Co.
28 <b>Bldg A</b> Harley Knox Blvd & Decke...	★★★★★	348,375	1	May 2022	Mar 2023	- -

A large footprint of nationally recognized tenants and an abundance of new industrial product drives capital to the Inland Empire. Market conditions have tightened since around September 2022, much like across the nation due to rising interest rates and a lower appetite for risk. Deal volume totaled \$10.0 billion in 2022, including \$4.4 billion in the fourth quarter. However, fourth-quarter volume also includes the 45 properties valued at \$3.2 billion dollars that changed ownership when Prologis' acquired Duke Realty for \$23 billion.

Price discovery is underway and a recent trade suggests that prices continue to rise. A 360,000-SF distribution building in Riverside sold in January for \$120 million (\$332/SF). The seller, Loctek, acquired the building as a new-build in September 2020 for \$44.4 million, but their plans to expand into the building changed and they leased it to Sketchers in March 2022. The buyer, BentallGreenOak, acquired the triple net investment at a 4.3% cap rate.

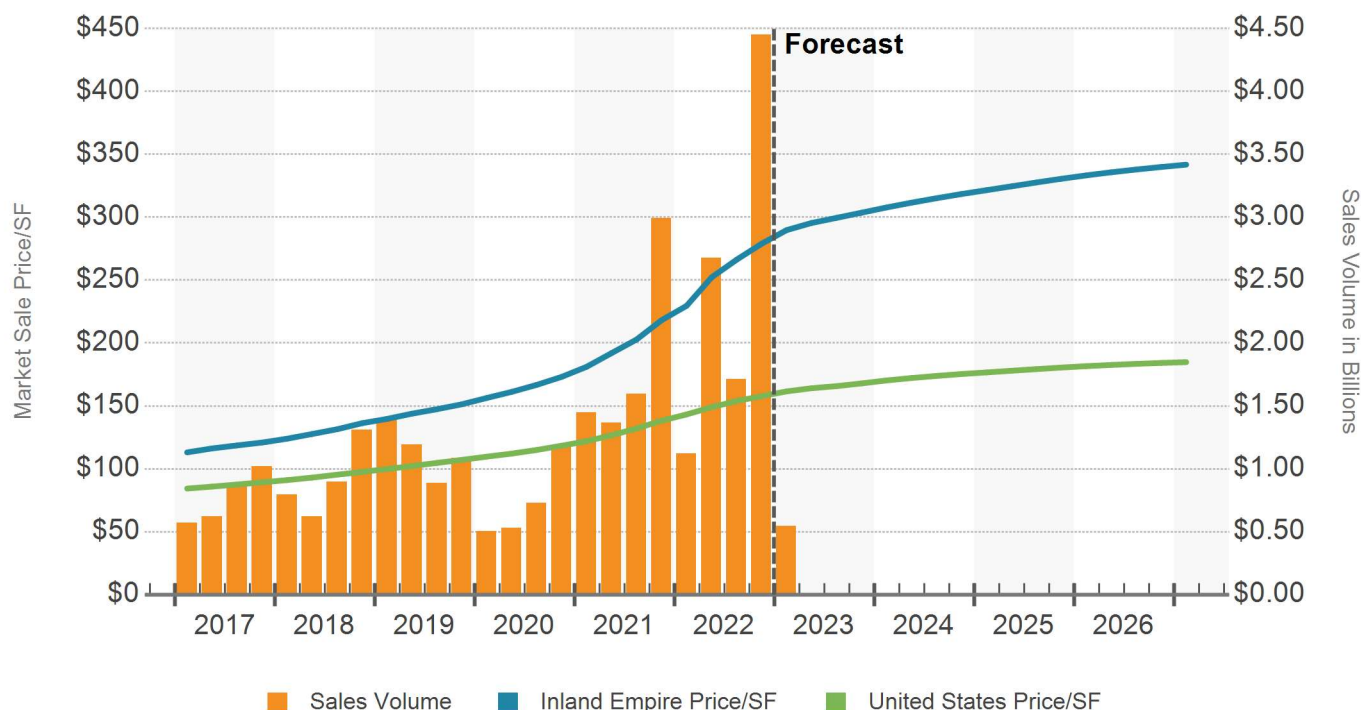
Owner-users have been proportionately more involved in recent trades. In November 2022, for example, NFI Industries' acquired a 760,800-SF distribution building in Mira Loma for \$220 million (\$289/SF). Including this site, the logistics firm occupies 15 buildings with 7.6 million SF in the Inland Empire.

Despite the construction boom, there have been relatively few sales of new buildings. One exception is Ares Management's acquisition of a 206,000-SF distribution building in Perris for \$59.3 million (\$288/SF) in December 2022. The property is leased to GPA Logistics on a triple net basis for a three-year term with a starting rent of \$15.96/SF annually. The property traded at a 5.5% cap rate, whereas cap rates for fully-leased new buildings had rarely reached 4.5% in the past five years.

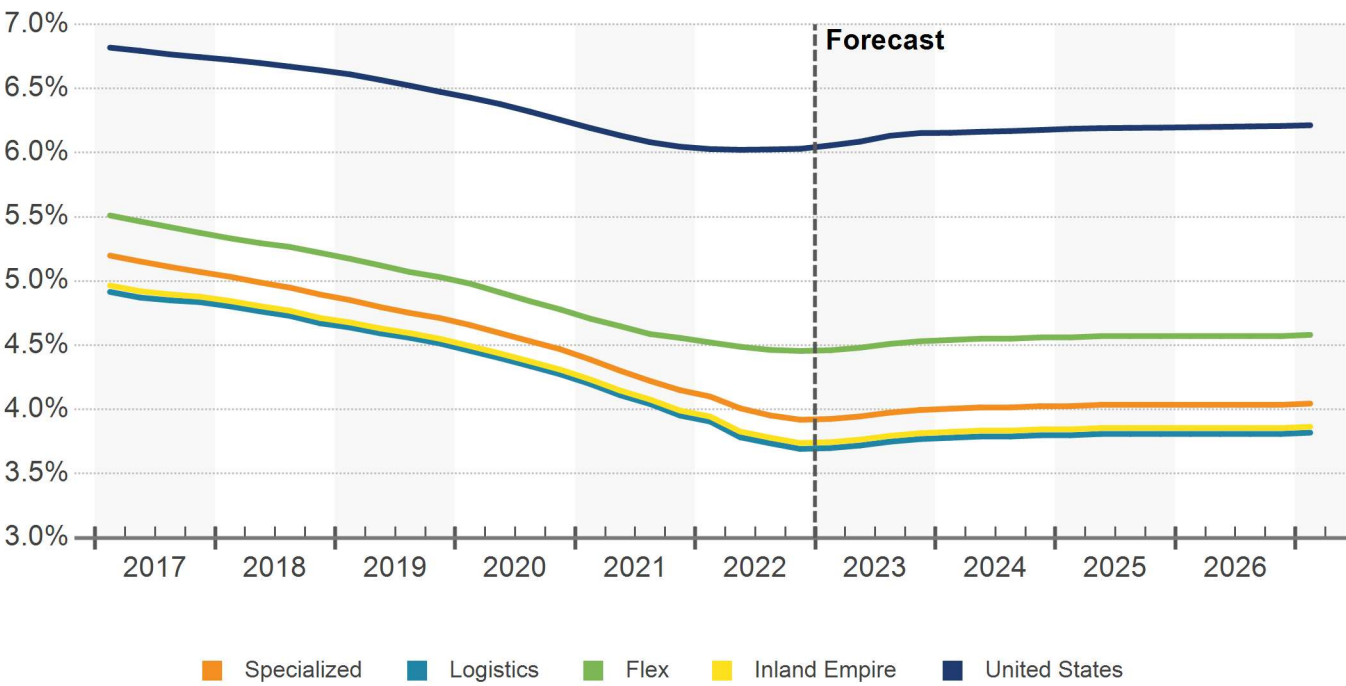
Inland Empire industrial assets are priced above the national average, and on an income-capitalization basis, they are some of the most expensive properties in the nation. CoStar's same-store, property-level cap rate series measures 3.7%, well below the U.S. average, and cap rates are expected to rise slightly through the next 12 months under CoStar's Base Case Scenario.

Increased appetite from institutional, public REIT, and private equity investors has helped drive pricing higher over the long term. The market price has grown by 15.8% annually over the past five years. Gains have been stronger in submarkets with the most construction, such as the Airport Area. However, gains are projected to moderate in CoStar's Base Case Scenario, as supply-pressure increases vacancies and rent gains return closer to historic levels.

#### SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE

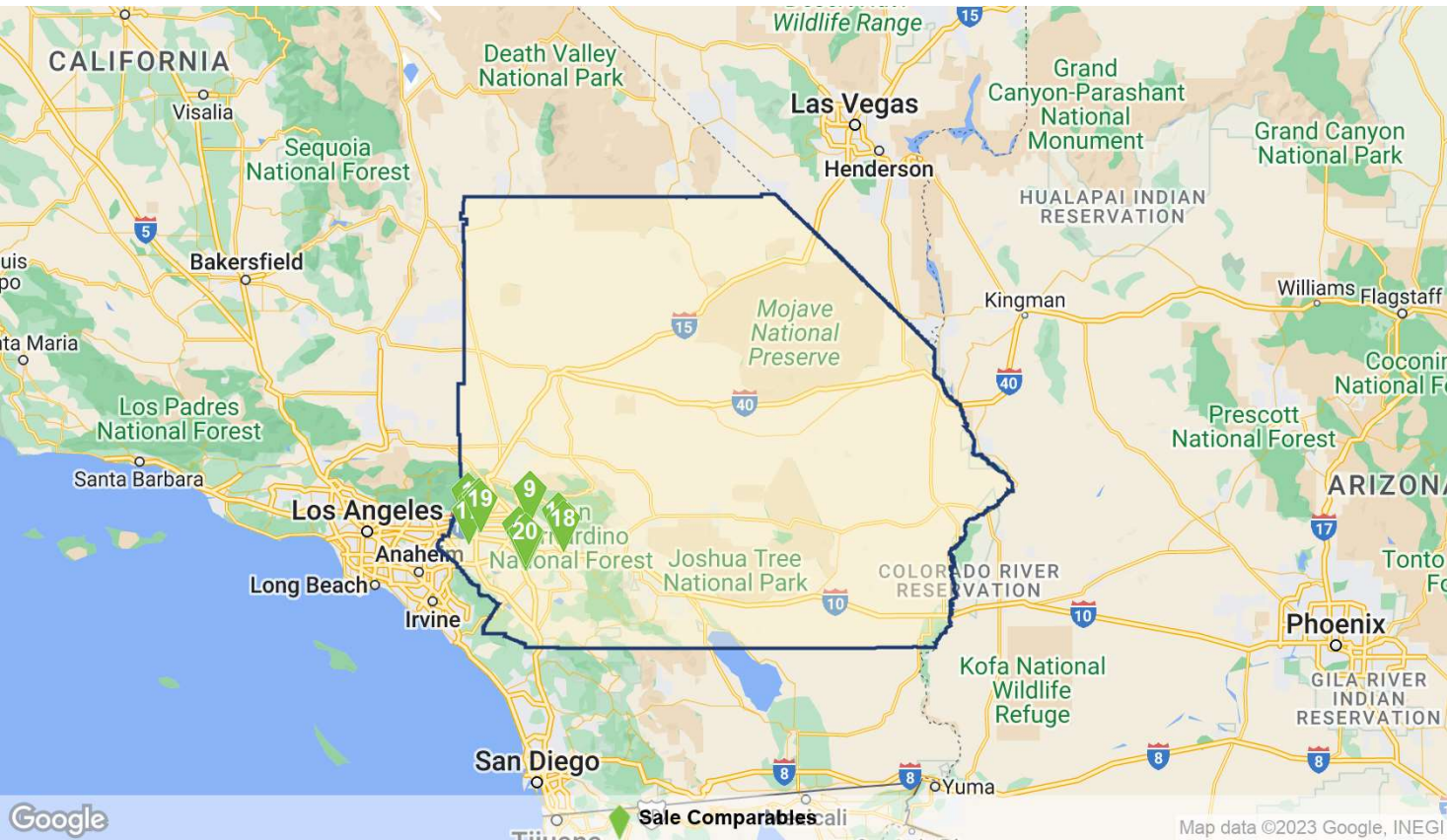


Sales Past 12 Months

Inland Empire Industrial

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
602	5.3%	\$252	4.3%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$138,504	\$19,760,829	\$3,831,941	\$334,000,000
Price/SF	\$5.84	\$252	\$251	\$7,620
Cap Rate	2.1%	5.3%	4.9%	15.0%
Time Since Sale in Months	0.2	6.4	6.3	12.0
Property Attributes	Low	Average	Median	High
Building SF	960	75,754	16,088	1,530,944
Ceiling Height	8'	22'2"	20'	45'
Docks	0	10	0	241
Vacancy Rate At Sale	0%	4.3%	0%	100%
Year Built	1935	1994	1991	2023
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.5	★ ★ ★ ★ ★	★ ★ ★ ★ ★



# Sales Past 12 Months

Inland Empire Industrial

## RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 <b>QVC Fulfillment Center</b> 853 Qvc Way	★★★★★	2016	1,061,735	0%	6/22/2022	\$334,000,000	\$315	-
2 <b>Deckers Distribution Ce...</b> 17791 Perris Blvd	★★★★★	2014	1,530,944	0%	10/3/2022	\$279,021,693	\$182	-
3 <b>Bldg 6</b> 6251 Archibald Ave	★★★★★	2022	501,649	0%	7/19/2022	\$229,873,704	\$458	-
4 <b>Meridian II</b> 14800 Meridian Pky	★★★★★	2020	1,174,800	0%	2/25/2022	\$225,000,000	\$192	-
5 <b>3300 Indian Ave</b>	★★★★★	2017	1,224,874	0%	10/3/2022	\$223,239,006	\$182	-
6 <b>13000 Mission Blvd</b>	★★★★★	2000	760,829	0%	11/22/2022	\$220,000,000	\$289	-
7 <b>728 W Rider St</b>	★★★★★	2021	1,203,449	0%	10/3/2022	\$219,334,200	\$182	-
8 <b>2151 S Vintage Ave</b>	★★★★★	1991	766,235	0%	10/3/2022	\$210,481,927	\$275	-
9 <b>9180 Alabama St</b>	★★★★★	2021	1,079,236	0%	10/3/2022	\$204,205,314	\$189	-
10 <b>4375 N Perris St</b>	★★★★★	2020	1,008,646	0%	10/3/2022	\$183,830,444	\$182	-
11 <b>Building 2</b> 36324 Cherry Valley Blvd	★★★★★	2023	1,017,845	0%	1/27/2023	\$182,715,000	\$180	-
12 <b>5555 Jurupa St</b>	★★★★★	1997	468,000	0%	5/4/2022	\$180,000,000	\$385	-
13 <b>Bldg 2</b> 3900 Indian Ave	★★★★★	2014	579,708	0%	8/17/2022	\$158,000,000	\$273	-
14 <b>Building 1</b> 36312 Cherry Valley Blvd	★★★★★	2023	814,822	0%	1/27/2023	\$146,285,500	\$180	-
15 <b>4501 Patterson Ave</b>	★★★★★	2020	800,218	0%	10/3/2022	\$145,843,467	\$182	-
16 <b>3500 Indian Ave</b>	★★★★★	2015	783,407	0%	10/3/2022	\$142,779,584	\$182	-
17 <b>6300 Providence Way</b>	★★★★★	2017	281,000	0%	6/15/2022	\$136,500,000	\$486	-
18 <b>630 Nicholas Rd</b>	★★★★★	2013	600,000	0%	5/31/2022	\$131,000,000	\$218	-
19 <b>MetLife</b> 13204-13250 Philadelphia...	★★★★★	2000	380,650	0%	12/22/2022	\$127,000,000	\$334	-
20 <b>17783 Indian St</b>	★★★★★	2018	436,350	0%	7/7/2022	\$125,407,500	\$287	-

The Inland Empire is one of the largest and fastest-growing logistics hubs in the United States due to its proximity to the southern California ports and its relatively affordable land. Nearly a third of all U.S. imports come through the two Los Angeles ports, and much of that cargo's eventual destination is farther inland, making the metro's rail and highway connections extremely valuable.

Housing is also affordable by southern California standards. Many residents commute west and south to job nodes in Los Angeles, Orange County, and San Diego because there are limited opportunities for high-wage workers. Median household income in Inland Empire is \$78,000, well below coastal metros, but higher than the national median of \$72,000.

Jobs in transportation and warehousing have persistently grown for over 10 years and account for 75% of job

growth since February 2020. Amazon is a major employer in the Inland Empire, with over three dozen facilities in the metro, and third-party logistics companies have been growing over the past decade. Many retailers have manufacturing and distribution facilities in the Inland Empire, as well.

The metropolitan area comprises two counties, Riverside and San Bernardino, as well as 52 incorporated cities. Riverside County has one of the fastest-growing populations in the state, and retirement communities are scattered throughout the metro. As a result, there is outsized demand for health care and education services and employment in the industry expands every year.

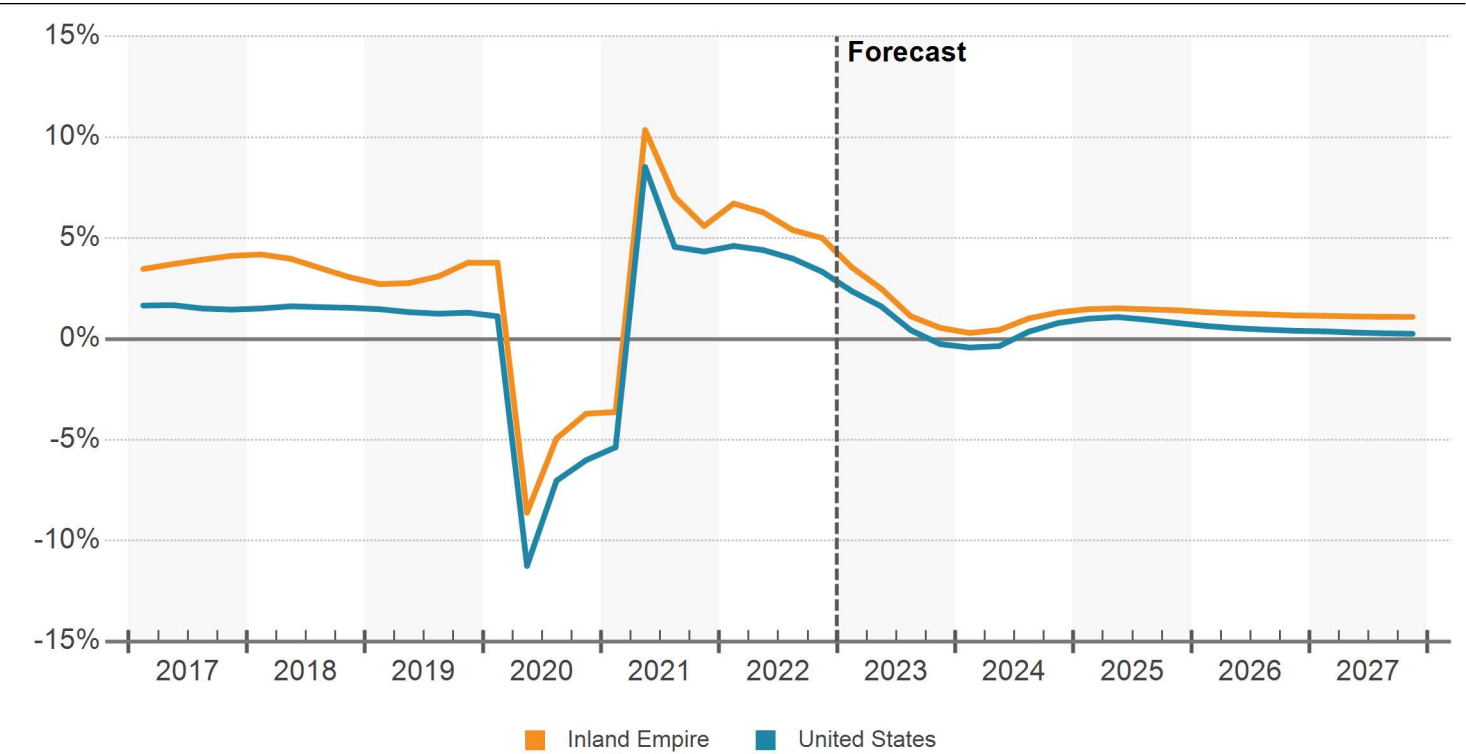
Tourism is vibrant in Palm Springs, Big Bear, and Temecula, primarily attracting in-state travelers. Payrolls in the leisure and hospitality sector have returned to pre-pandemic levels.

### INLAND EMPIRE EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	101	0.7	4.42%	3.08%	1.63%	0.79%	0.08%	-0.02%
Trade, Transportation and Utilities	478	1.5	3.93%	1.72%	5.00%	1.18%	1.37%	0.08%
Retail Trade	187	1.1	2.45%	0.80%	1.37%	0.56%	0.32%	0.08%
Financial Activities	47	0.5	1.96%	1.60%	1.35%	1.41%	0.13%	0.10%
Government	258	1.0	2.77%	1.26%	1.54%	0.24%	1.29%	0.54%
Natural Resources, Mining and Construction	113	1.2	1.93%	3.33%	5.19%	2.48%	0.64%	0.24%
Education and Health Services	273	1.0	5.47%	3.71%	4.24%	1.73%	1.50%	0.55%
Professional and Business Services	178	0.7	5.51%	3.03%	3.39%	2.11%	0.46%	0.35%
Information	10	0.3	6.27%	5.26%	-1.28%	1.35%	1.59%	0.20%
Leisure and Hospitality	185	1.0	8.73%	6.24%	3.41%	1.38%	1.19%	1.09%
Other Services	45	0.7	-0.13%	3.05%	0.96%	0.57%	0.49%	0.35%
<b>Total Employment</b>	<b>1,687</b>	<b>1.0</b>	<b>4.40%</b>	<b>2.93%</b>	<b>3.45%</b>	<b>1.30%</b>	<b>1.09%</b>	<b>0.39%</b>

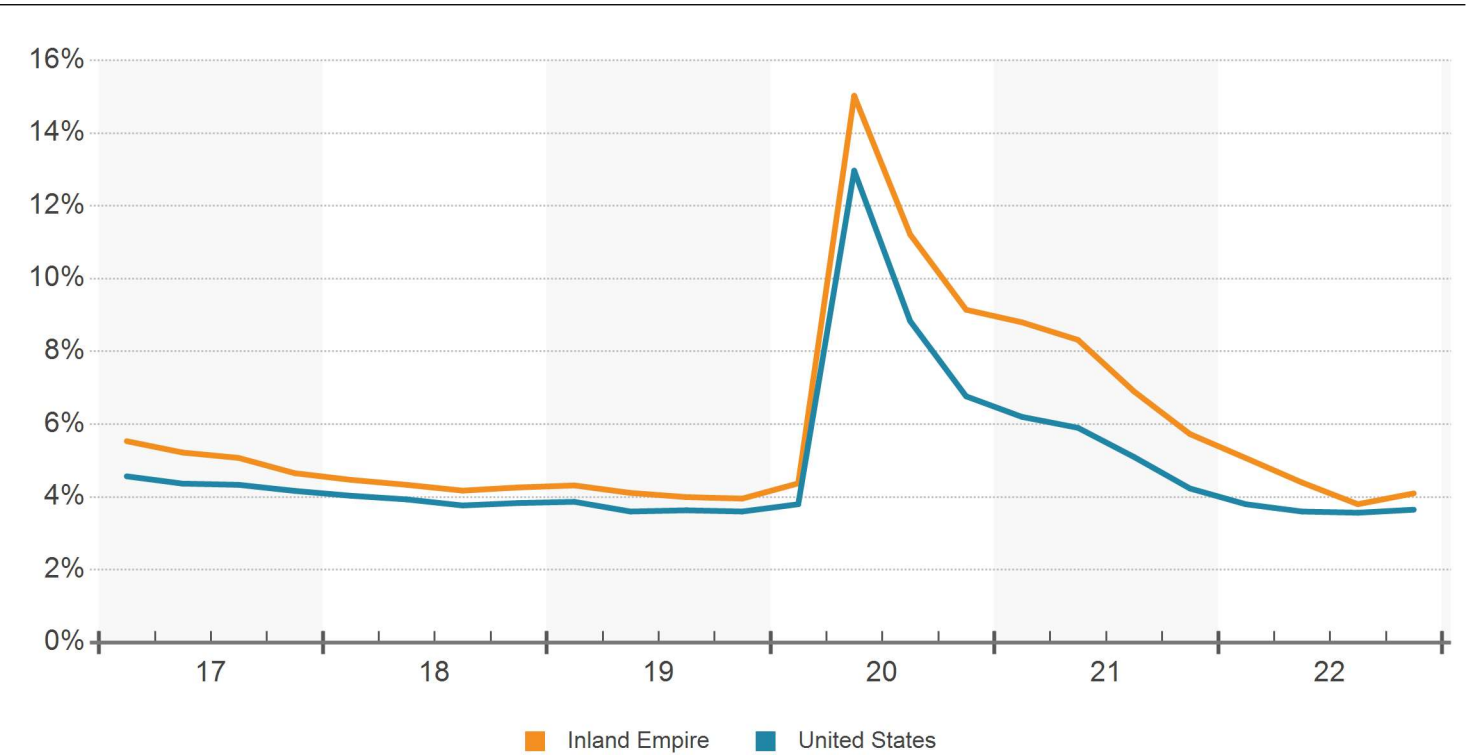
Source: Oxford Economics  
LQ = Location Quotient

JOB GROWTH (YOY)

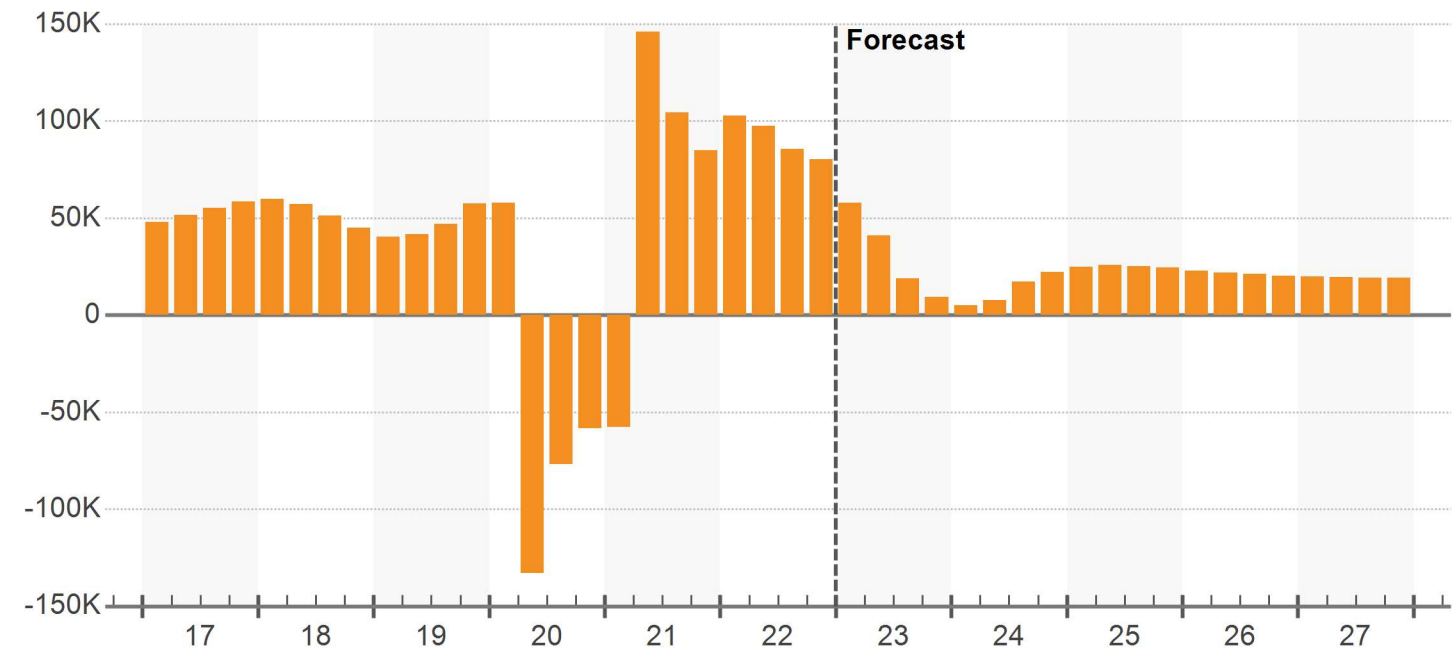


Source: Oxford Economics

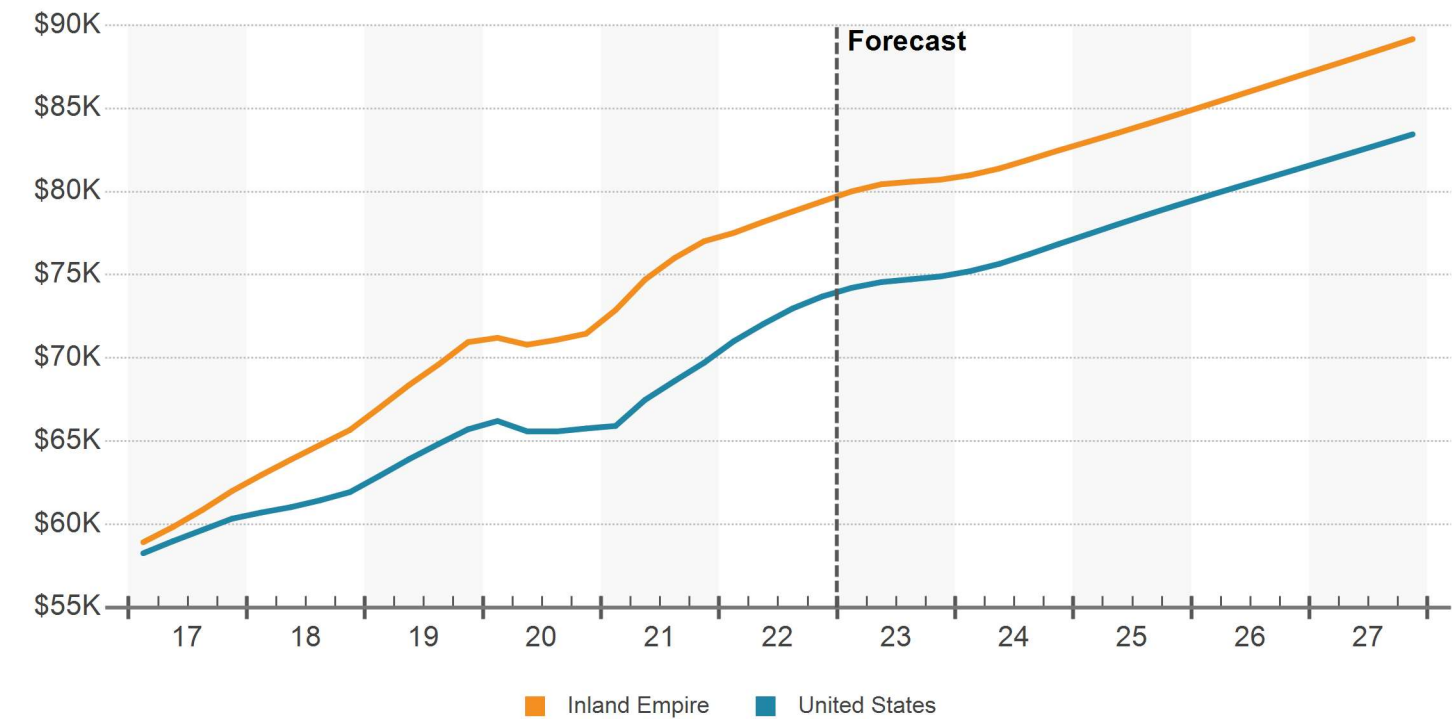
UNEMPLOYMENT RATE (%)



NET EMPLOYMENT CHANGE (YOY)

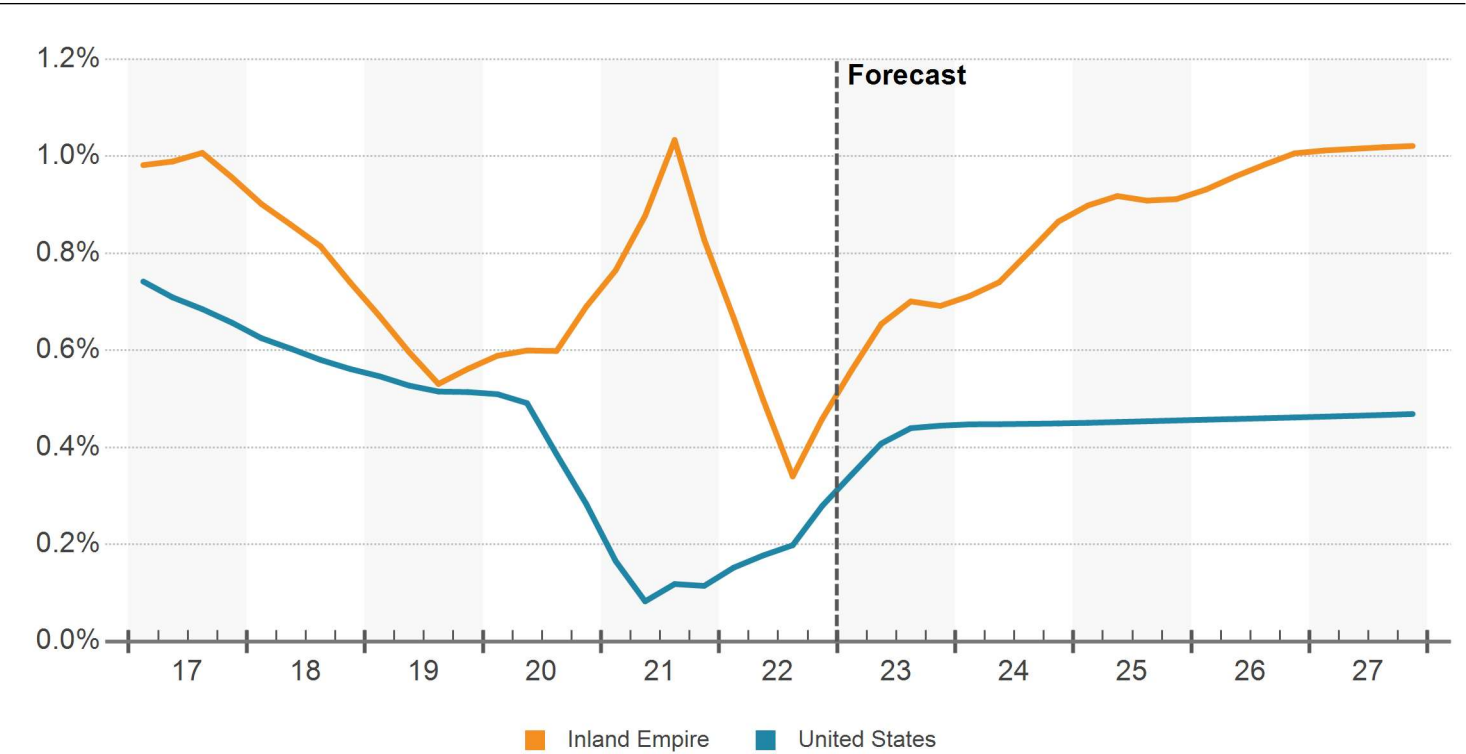


MEDIAN HOUSEHOLD INCOME

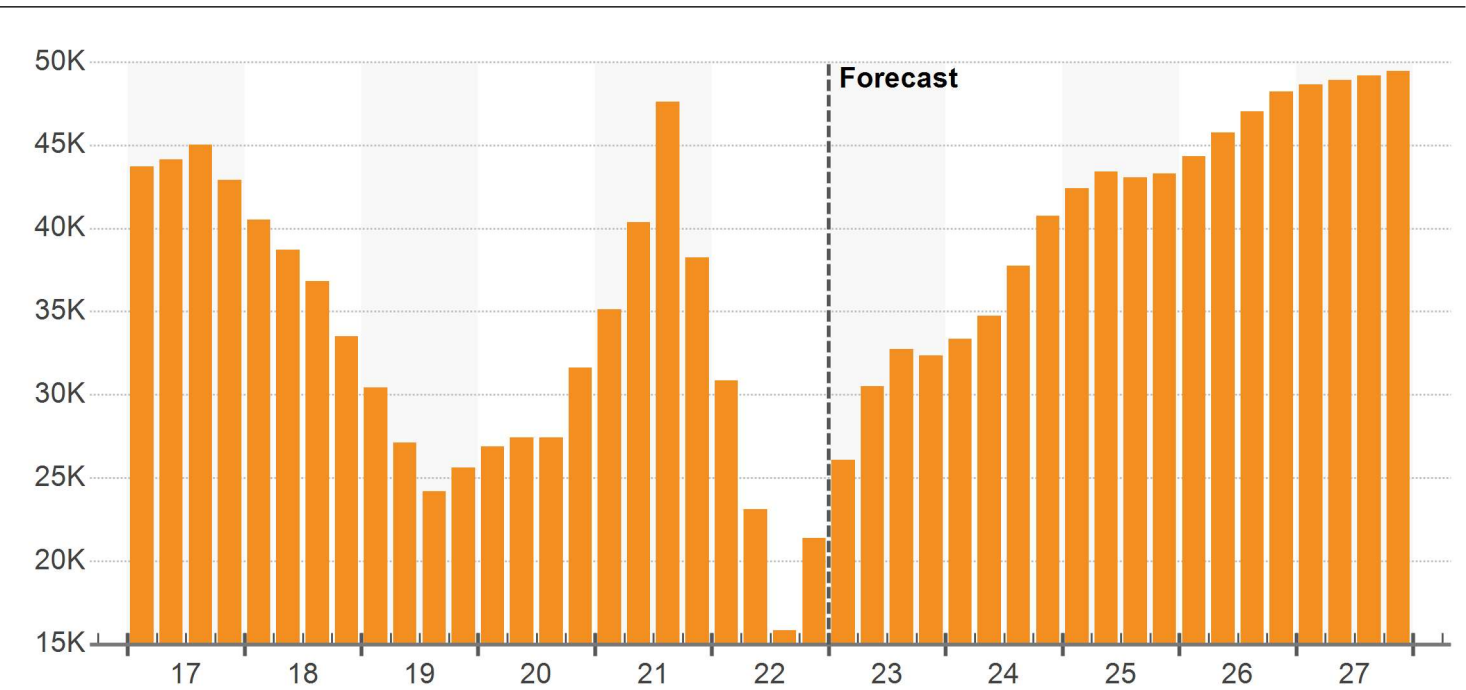




POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

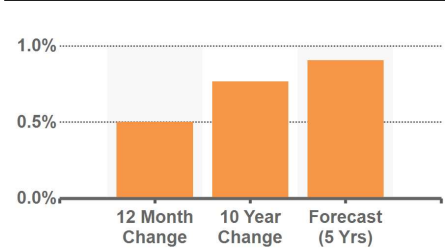


DEMOGRAPHIC TRENDS

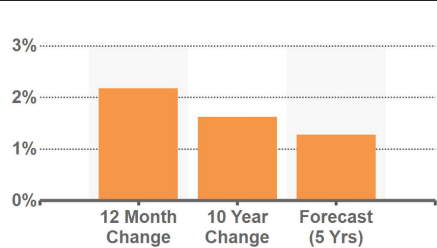
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	4,680,745	333,082,656	0.5%	0.3%	0.8%	0.5%	0.9%	0.5%
Households	1,464,231	129,221,313	1.2%	0.9%	0.7%	0.8%	1.0%	0.6%
Median Household Income	\$79,661	\$73,911	3.2%	5.2%	4.4%	3.7%	2.3%	2.5%
Labor Force	2,190,848	164,970,266	2.2%	1.3%	1.6%	0.6%	1.3%	0.4%
Unemployment	4.1%	3.7%	-1.4%	-0.4%	-0.7%	-0.4%	-	-

Source: Oxford Economics

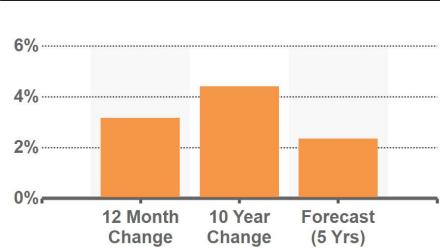
POPULATION GROWTH



LABOR FORCE GROWTH



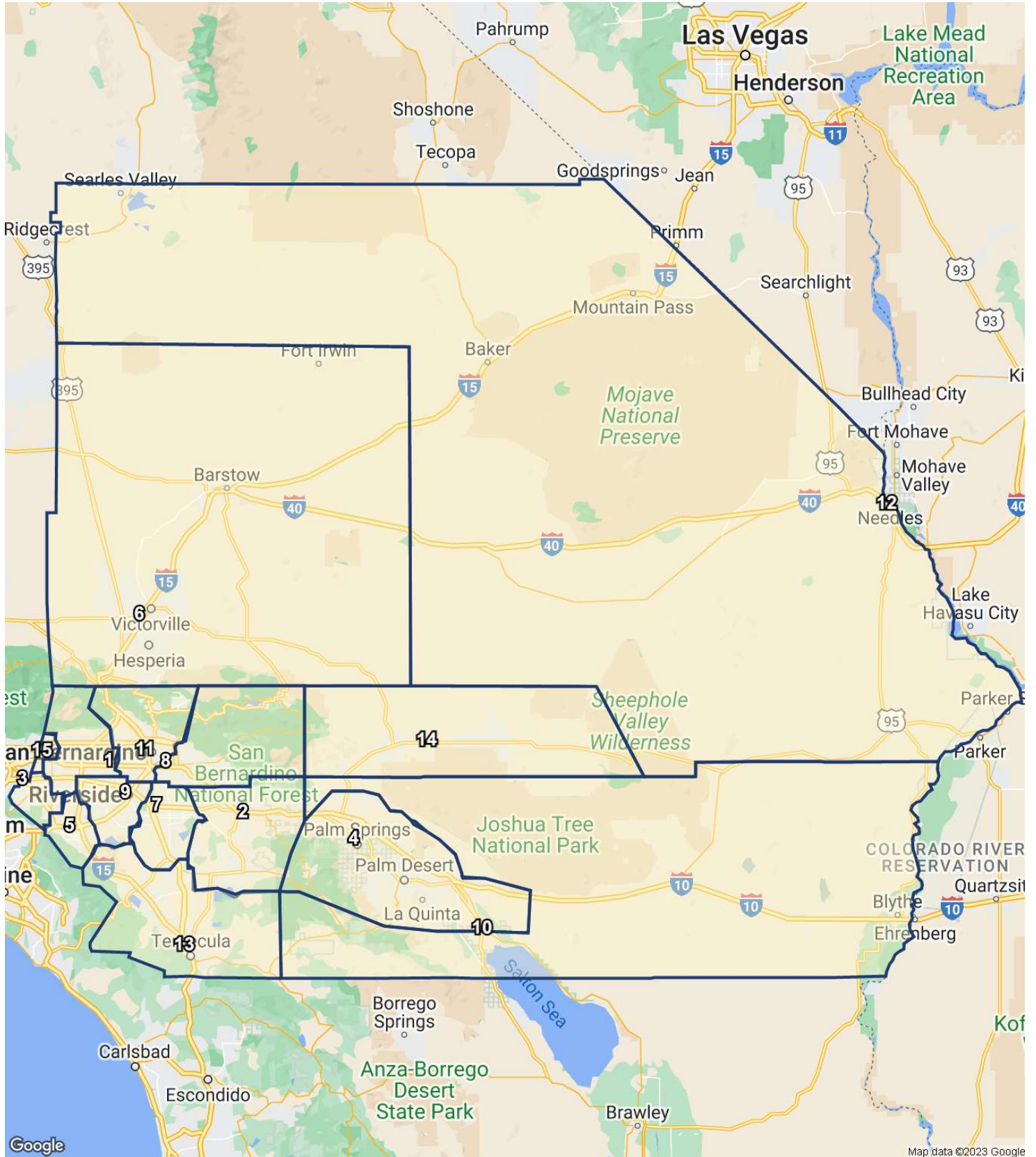
INCOME GROWTH



Source: Oxford Economics

## Submarkets

## INLAND EMPIRE SUBMARKETS



### SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Airport Area	3,415	233,853	32.3%	1	30	3,951	1.7%	2	49	15,352	6.6%	1
2	Beaumont/Hemet	439	12,727	1.8%	11	2	2,000	15.7%	6	3	3,610	28.4%	4
3	Chino/Chino Hills	1,025	55,987	7.7%	5	15	645	1.2%	9	10	1,143	2.0%	8
4	Coachella Valley	1,031	16,492	2.3%	10	6	132	0.8%	11	6	286	1.7%	11
5	Corona/Eastvale	1,167	38,542	5.3%	6	32	3,387	8.8%	3	10	1,196	3.1%	7
6	Mojave River Valley	966	27,559	3.8%	8	7	2,307	8.4%	4	13	3,054	11.1%	5
7	Moreno Valley/Perris	589	97,308	13.4%	3	16	5,240	5.4%	1	37	7,865	8.1%	2
8	Redlands/Loma Linda	370	32,068	4.4%	7	5	1,315	4.1%	8	2	550	1.7%	10
9	Riverside	1,610	73,964	10.2%	4	16	2,021	2.7%	5	17	5,266	7.1%	3
10	Riverside Outlying	36	494	0.1%	13	0	0	0%	-	0	-	-	-
11	San Bernardino	1,464	100,576	13.9%	2	9	1,411	1.4%	7	15	1,296	1.3%	6
12	San Bernardino Outlying	18	349	0%	15	0	0	0%	-	0	-	-	-
13	South Riverside	1,136	23,880	3.3%	9	11	394	1.6%	10	34	934	3.9%	9
14	Twentynine Palms	75	419	0.1%	14	0	0	0%	-	0	-	-	-
15	Upland/Montclair	751	10,042	1.4%	12	4	74	0.7%	12	4	81	0.8%	12

### SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Airport Area	\$1.20	8	16.5%	4	6.8%	2
2	Beaumont/Hemet	\$1.09	12	14.5%	7	6.2%	6
3	Chino/Chino Hills	\$1.21	7	16.0%	5	6.6%	4
4	Coachella Valley	\$1.53	1	10.5%	15	4.0%	15
5	Corona/Eastvale	\$1.23	5	13.5%	9	5.6%	9
6	Mojave River Valley	\$1.17	9	14.7%	6	5.9%	7
7	Moreno Valley/Perris	\$0.98	14	17.3%	2	7.7%	1
8	Redlands/Loma Linda	\$0.95	15	17.3%	1	6.5%	5
9	Riverside	\$1.10	10	14.5%	8	5.8%	8
10	Riverside Outlying	\$1.09	11	10.6%	13	4.4%	14
11	San Bernardino	\$1	13	16.5%	3	6.8%	3
12	San Bernardino Outlying	\$1.22	6	12.3%	10	5.3%	10
13	South Riverside	\$1.31	4	11.9%	11	5.0%	11
14	Twentynine Palms	\$1.40	2	10.6%	14	4.8%	12
15	Upland/Montclair	\$1.33	3	11.9%	12	4.7%	13



### SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airport Area	5,468,901	2.3%	7	743,623	0.3%	6	3.3
2	Beaumont/Hemet	170,140	1.3%	1	1,956,475	15.4%	3	1.0
3	Chino/Chino Hills	1,111,837	2.0%	6	(33,538)	-0.1%	12	-
4	Coachella Valley	740,797	4.5%	12	(224,691)	-1.4%	15	-
5	Corona/Eastvale	2,090,378	5.4%	13	1,687,080	4.4%	4	2.0
6	Mojave River Valley	736,609	2.7%	10	2,400,431	8.7%	2	0.9
7	Moreno Valley/Perris	1,456,622	1.5%	3	5,278,061	5.4%	1	0.8
8	Redlands/Loma Linda	852,462	2.7%	9	958,612	3.0%	5	1.3
9	Riverside	1,206,558	1.6%	4	452,323	0.6%	7	1.0
10	Riverside Outlying	-	-	-	32,004	6.5%	9	-
11	San Bernardino	1,779,451	1.8%	5	439,035	0.4%	8	3.0
12	San Bernardino Outlying	5,000	1.4%	2	(5,000)	-1.4%	10	-
13	South Riverside	1,649,936	6.9%	14	(203,812)	-0.9%	14	-
14	Twentynine Palms	10,400	2.5%	8	(7,291)	-1.7%	11	-
15	Upland/Montclair	361,937	3.6%	11	(201,829)	-2.0%	13	-

# Supply & Demand Trends

Inland Empire Industrial

## OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	859,004,000	21,159,097	2.5%	18,896,608	2.2%	1.1
2026	837,844,903	24,297,820	3.0%	21,176,822	2.5%	1.1
2025	813,547,083	27,602,081	3.5%	24,190,532	3.0%	1.1
2024	785,945,002	23,075,223	3.0%	29,363,351	3.7%	0.8
2023	762,869,779	43,327,521	6.0%	25,726,222	3.4%	1.7
YTD	724,222,588	4,680,330	0.7%	991,752	0.1%	4.7
2022	719,542,258	18,341,827	2.6%	13,956,965	1.9%	1.3
2021	701,200,431	17,784,008	2.6%	33,238,742	4.7%	0.5
2020	683,416,423	20,588,177	3.1%	25,629,405	3.8%	0.8
2019	662,828,246	24,645,160	3.9%	24,283,667	3.7%	1.0
2018	638,183,086	25,599,270	4.2%	27,016,867	4.2%	0.9
2017	612,583,816	24,207,220	4.1%	16,987,554	2.8%	1.4
2016	588,376,596	19,033,772	3.3%	24,395,142	4.1%	0.8
2015	569,342,824	21,230,252	3.9%	19,654,542	3.5%	1.1
2014	548,112,572	21,331,628	4.0%	20,823,284	3.8%	1.0
2013	526,780,944	9,988,510	1.9%	18,030,166	3.4%	0.6
2012	516,792,434	5,803,079	1.1%	6,594,097	1.3%	0.9
2011	510,989,355	2,330,924	0.5%	16,513,808	3.2%	0.1

## SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	103,335,451	416,440	0.4%	(29,182)	0%	-
2026	102,919,011	492,712	0.5%	(36,403)	0%	-
2025	102,426,299	573,714	0.6%	318,520	0.3%	1.8
2024	101,852,585	397,981	0.4%	1,181,542	1.2%	0.3
2023	101,454,604	1,078,122	1.1%	(454,734)	-0.4%	-
YTD	100,376,482	0	0%	(465,399)	-0.5%	-
2022	100,376,482	(1,305,558)	-1.3%	(394,483)	-0.4%	-
2021	101,682,040	671,081	0.7%	1,256,226	1.2%	0.5
2020	101,010,959	1,849,391	1.9%	2,468,476	2.4%	0.7
2019	99,161,568	889,174	0.9%	513,722	0.5%	1.7
2018	98,272,394	47,437	0%	165,259	0.2%	0.3
2017	98,224,957	397,528	0.4%	(206,983)	-0.2%	-
2016	97,827,429	(14,422)	0%	482,289	0.5%	-
2015	97,841,851	(482,632)	-0.5%	(78)	0%	-
2014	98,324,483	922,828	0.9%	1,071,475	1.1%	0.9
2013	97,401,655	(55,404)	-0.1%	2,317,500	2.4%	-
2012	97,457,059	(465,093)	-0.5%	115,410	0.1%	-
2011	97,922,152	379,286	0.4%	1,262,050	1.3%	0.3

# Supply & Demand Trends

Inland Empire Industrial

## LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	739,882,888	20,726,955	2.9%	19,009,180	2.6%	1.1
2026	719,155,933	23,784,528	3.4%	21,302,680	3.0%	1.1
2025	695,371,405	27,002,547	4.0%	23,912,209	3.4%	1.1
2024	668,368,858	22,661,681	3.5%	28,072,406	4.2%	0.8
2023	645,707,177	42,327,866	7.0%	26,363,572	4.1%	1.6
YTD	608,059,641	4,680,330	0.8%	1,531,692	0.3%	3.1
2022	603,379,311	19,556,533	3.3%	14,614,440	2.4%	1.3
2021	583,822,778	17,112,927	3.0%	31,723,341	5.4%	0.5
2020	566,709,851	18,738,786	3.4%	23,248,773	4.1%	0.8
2019	547,971,065	23,759,386	4.5%	23,893,295	4.4%	1.0
2018	524,211,679	25,534,333	5.1%	26,755,612	5.1%	1.0
2017	498,677,346	23,781,868	5.0%	17,011,436	3.4%	1.4
2016	474,895,478	19,038,194	4.2%	23,777,001	5.0%	0.8
2015	455,857,284	21,712,884	5.0%	19,469,015	4.3%	1.1
2014	434,144,400	20,452,295	4.9%	19,419,176	4.5%	1.1
2013	413,692,105	9,994,628	2.5%	15,263,447	3.7%	0.7
2012	403,697,477	6,268,172	1.6%	6,086,606	1.5%	1.0
2011	397,429,305	1,951,638	0.5%	15,041,500	3.8%	0.1

## FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	15,785,661	15,702	0.1%	(83,390)	-0.5%	-
2026	15,769,959	20,580	0.1%	(89,455)	-0.6%	-
2025	15,749,379	25,820	0.2%	(40,197)	-0.3%	-
2024	15,723,559	15,561	0.1%	109,403	0.7%	0.1
2023	15,707,998	(78,467)	-0.5%	(182,616)	-1.2%	-
YTD	15,786,465	0	0%	(74,541)	-0.5%	-
2022	15,786,465	90,852	0.6%	(262,992)	-1.7%	-
2021	15,695,613	0	0%	259,175	1.7%	0
2020	15,695,613	0	0%	(87,844)	-0.6%	-
2019	15,695,613	(3,400)	0%	(123,350)	-0.8%	-
2018	15,699,013	17,500	0.1%	95,996	0.6%	0.2
2017	15,681,513	27,824	0.2%	183,101	1.2%	0.2
2016	15,653,689	10,000	0.1%	135,852	0.9%	0.1
2015	15,643,689	0	0%	185,605	1.2%	0
2014	15,643,689	(43,495)	-0.3%	332,633	2.1%	-
2013	15,687,184	49,286	0.3%	449,219	2.9%	0.1
2012	15,637,898	0	0%	392,081	2.5%	0
2011	15,637,898	0	0%	210,258	1.3%	0

### OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.43	296	2.3%	26.8%	34,131,890	4.0%	0.2%
2026	\$1.40	290	3.0%	24.0%	31,874,605	3.8%	0.3%
2025	\$1.36	281	4.2%	20.4%	28,759,962	3.5%	0.3%
2024	\$1.30	270	5.4%	15.6%	25,350,303	3.2%	-0.9%
2023	\$1.23	256	9.7%	9.7%	31,630,809	4.1%	2.2%
YTD	\$1.13	235	15.6%	0.7%	17,630,805	2.4%	0.5%
2022	\$1.13	233	17.1%	0%	13,942,227	1.9%	0.6%
2021	\$0.96	199	15.9%	-14.6%	9,557,365	1.4%	-2.3%
2020	\$0.83	172	9.1%	-26.3%	25,011,949	3.7%	-0.9%
2019	\$0.76	158	8.2%	-32.5%	30,053,177	4.5%	-0.1%
2018	\$0.70	146	9.0%	-37.6%	29,693,604	4.7%	-0.4%
2017	\$0.64	134	9.4%	-42.7%	31,111,201	5.1%	1.0%
2016	\$0.59	122	9.9%	-47.7%	24,238,526	4.1%	-1.1%
2015	\$0.54	111	9.2%	-52.4%	29,806,430	5.2%	0.1%
2014	\$0.49	102	7.8%	-56.4%	28,230,720	5.2%	-0.1%
2013	\$0.46	94	5.6%	-59.5%	27,722,376	5.3%	-1.7%
2012	\$0.43	89	2.8%	-61.7%	35,764,032	6.9%	-0.2%
2011	\$0.42	87	0%	-62.7%	36,555,050	7.2%	-2.8%

### SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.47	239	2.4%	27.1%	3,295,668	3.2%	0.4%
2026	\$1.43	233	3.1%	24.1%	2,847,624	2.8%	0.5%
2025	\$1.39	226	4.4%	20.3%	2,316,529	2.3%	0.2%
2024	\$1.33	217	5.6%	15.3%	2,059,131	2.0%	-0.8%
2023	\$1.26	205	9.2%	9.2%	2,839,276	2.8%	1.5%
YTD	\$1.16	189	9.2%	0.4%	1,768,540	1.8%	0.5%
2022	\$1.15	188	10.2%	0%	1,303,141	1.3%	-0.9%
2021	\$1.05	171	9.8%	-9.2%	2,214,216	2.2%	-0.6%
2020	\$0.95	155	6.8%	-17.3%	2,799,211	2.8%	-0.7%
2019	\$0.89	146	6.3%	-22.6%	3,418,296	3.4%	0.4%
2018	\$0.84	137	7.9%	-27.1%	3,042,844	3.1%	-0.1%
2017	\$0.78	127	9.0%	-32.5%	3,160,666	3.2%	0.6%
2016	\$0.71	116	9.3%	-38.0%	2,556,155	2.6%	-0.5%
2015	\$0.65	107	7.9%	-43.3%	3,052,866	3.1%	-0.5%
2014	\$0.61	99	7.4%	-47.5%	3,535,420	3.6%	-0.2%
2013	\$0.56	92	5.2%	-51.1%	3,684,067	3.8%	-2.4%
2012	\$0.54	88	2.4%	-53.5%	6,056,971	6.2%	-0.6%
2011	\$0.52	85	-0.6%	-54.6%	6,637,474	6.8%	-0.9%

### LOGISTICS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.41	314	2.2%	26.8%	29,469,920	4.0%	0.1%
2026	\$1.38	307	2.9%	24.1%	27,761,186	3.9%	0.2%
2025	\$1.34	298	4.1%	20.5%	25,289,015	3.6%	0.3%
2024	\$1.29	286	5.4%	15.7%	22,204,224	3.3%	-1.0%
2023	\$1.22	271	9.8%	9.8%	27,612,264	4.3%	2.3%
YTD	\$1.12	249	16.9%	0.7%	14,786,388	2.4%	0.5%
2022	\$1.11	247	18.5%	0%	11,637,750	1.9%	0.8%
2021	\$0.94	209	17.3%	-15.6%	6,695,657	1.1%	-2.6%
2020	\$0.80	178	9.7%	-28.1%	21,306,071	3.8%	-1.0%
2019	\$0.73	162	8.8%	-34.4%	25,816,058	4.7%	-0.2%
2018	\$0.67	149	9.3%	-39.7%	25,949,967	5.0%	-0.5%
2017	\$0.61	136	9.7%	-44.8%	27,171,246	5.4%	1.1%
2016	\$0.56	124	10.2%	-49.7%	20,747,805	4.4%	-1.3%
2015	\$0.51	113	9.6%	-54.4%	25,693,146	5.6%	0.2%
2014	\$0.46	103	8.0%	-58.4%	23,449,277	5.4%	0%
2013	\$0.43	95	5.8%	-61.4%	22,416,158	5.4%	-1.4%
2012	\$0.41	90	2.9%	-63.6%	27,684,977	6.9%	-0.1%
2011	\$0.39	88	0.2%	-64.6%	27,503,411	6.9%	-3.3%

### FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.82	193	2.1%	25.3%	1,366,302	8.7%	0.6%
2026	\$1.78	189	2.9%	22.7%	1,265,795	8.0%	0.7%
2025	\$1.73	183	4.1%	19.3%	1,154,418	7.3%	0.4%
2024	\$1.67	176	5.3%	14.6%	1,086,948	6.9%	-0.6%
2023	\$1.58	167	8.9%	8.9%	1,179,269	7.5%	1.2%
YTD	\$1.46	155	11.1%	0.6%	1,075,877	6.8%	0.5%
2022	\$1.45	154	11.9%	0%	1,001,336	6.3%	2.2%
2021	\$1.30	137	8.2%	-10.7%	647,492	4.1%	-1.7%
2020	\$1.20	127	5.1%	-17.5%	906,667	5.8%	0.6%
2019	\$1.14	121	4.3%	-21.5%	818,823	5.2%	0.8%
2018	\$1.09	116	5.6%	-24.7%	700,793	4.5%	-0.5%
2017	\$1.04	110	5.4%	-28.7%	779,289	5.0%	-1.0%
2016	\$0.98	104	6.7%	-32.4%	934,566	6.0%	-0.8%
2015	\$0.92	97	6.0%	-36.6%	1,060,418	6.8%	-1.2%
2014	\$0.87	92	4.9%	-40.2%	1,246,023	8.0%	-2.4%
2013	\$0.83	88	4.2%	-43.0%	1,622,151	10.3%	-2.6%
2012	\$0.80	84	0.5%	-45.3%	2,022,084	12.9%	-2.5%
2011	\$0.79	84	-2.7%	-45.6%	2,414,165	15.4%	-1.3%



### 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	-	-	-	-	-	-	\$346.91	482	3.9%
2026	-	-	-	-	-	-	\$339.84	472	3.9%
2025	-	-	-	-	-	-	\$330.46	459	3.9%
2024	-	-	-	-	-	-	\$318.33	443	3.8%
2023	-	-	-	-	-	-	\$303.50	422	3.8%
YTD	37	\$545.5M	0.4%	\$23,718,795	\$214.61	4.9%	\$283.52	394	3.7%
2022	647	\$10B	5.5%	\$16,474,910	\$255.66	5.4%	\$278.83	388	3.7%
2021	935	\$7.4B	5.9%	\$8,610,973	\$198.77	4.7%	\$218.16	303	4.0%
2020	572	\$2.9B	4.0%	\$5,601,063	\$145.52	5.7%	\$173.10	241	4.3%
2019	919	\$4.6B	7.4%	\$7,367,834	\$126.47	5.7%	\$151.29	210	4.6%
2018	854	\$3.6B	6.6%	\$6,903,876	\$118.14	5.5%	\$136.22	189	4.7%
2017	1,000	\$3.1B	5.2%	\$4,893,489	\$108.81	6.1%	\$120.88	168	4.9%
2016	825	\$2.3B	4.8%	\$3,883,160	\$94.58	6.1%	\$110.12	153	5.0%
2015	918	\$2.4B	7.6%	\$3,773,004	\$88.99	5.9%	\$97.98	136	5.2%
2014	711	\$1.7B	5.0%	\$3,277,830	\$73.46	7.3%	\$86	120	5.6%
2013	787	\$1.8B	6.2%	\$3,496,538	\$71.71	7.0%	\$76.46	106	5.8%
2012	762	\$1B	4.6%	\$2,402,247	\$65.12	7.2%	\$71.20	99	6.0%

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

### 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	-	-	-	-	-	-	\$351.35	487	4.0%
2026	-	-	-	-	-	-	\$343.74	476	4.0%
2025	-	-	-	-	-	-	\$333.73	462	4.0%
2024	-	-	-	-	-	-	\$320.89	444	4.0%
2023	-	-	-	-	-	-	\$305.56	423	4.0%
YTD	8	\$6.8M	0.1%	\$2,271,667	\$149.88	-	\$285.71	396	3.9%
2022	149	\$1.2B	4.4%	\$8,398,929	\$273.89	5.5%	\$280.90	389	3.9%
2021	216	\$1.3B	5.5%	\$6,759,557	\$252.57	5.2%	\$223.59	310	4.2%
2020	139	\$502M	3.5%	\$3,637,479	\$141.64	5.7%	\$178.26	247	4.5%
2019	193	\$584.1M	5.8%	\$4,748,734	\$119.38	7.1%	\$155.32	215	4.7%
2018	193	\$402.2M	4.6%	\$3,758,864	\$116.98	6.0%	\$138.10	191	4.9%
2017	219	\$396M	4.0%	\$2,954,887	\$124.46	5.9%	\$122.17	169	5.1%
2016	162	\$368.6M	5.0%	\$3,204,825	\$102.58	6.6%	\$109.41	152	5.2%
2015	203	\$381.7M	4.8%	\$2,786,239	\$101.94	6.0%	\$96.20	133	5.5%
2014	153	\$232.9M	4.5%	\$2,043,051	\$66.16	8.4%	\$83.79	116	5.9%
2013	159	\$159.2M	3.5%	\$1,895,733	\$68.85	7.6%	\$74.42	103	6.2%
2012	166	\$199.6M	4.9%	\$2,145,970	\$65.45	8.5%	\$68.81	95	6.4%

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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	-	-	-	-	-	-	\$344.46	485	3.8%
2026	-	-	-	-	-	-	\$337.51	475	3.8%
2025	-	-	-	-	-	-	\$328.25	462	3.8%
2024	-	-	-	-	-	-	\$316.30	445	3.8%
2023	-	-	-	-	-	-	\$301.63	425	3.8%
YTD	27	\$537.8M	0.4%	\$28,304,594	\$215.78	5.1%	\$281.72	397	3.7%
2022	452	\$8.6B	5.7%	\$20,383,711	\$254.24	5.3%	\$277.07	390	3.7%
2021	653	\$5.9B	6.0%	\$9,862,872	\$190.40	4.5%	\$215.62	304	4.0%
2020	389	\$2.4B	4.2%	\$6,873,494	\$146.61	5.6%	\$170.61	240	4.3%
2019	638	\$3.9B	7.8%	\$8,972,934	\$128.07	5.5%	\$149.16	210	4.5%
2018	590	\$3.1B	7.0%	\$8,374,471	\$117.90	5.5%	\$134.60	190	4.7%
2017	689	\$2.6B	5.4%	\$5,919,808	\$106.55	6.2%	\$119.45	168	4.8%
2016	568	\$1.9B	4.6%	\$4,475,164	\$92.88	5.8%	\$109.17	154	5.0%
2015	610	\$1.8B	8.1%	\$4,586,439	\$86.25	5.8%	\$97.31	137	5.2%
2014	497	\$1.5B	5.1%	\$3,882,883	\$74.14	6.7%	\$85.51	120	5.5%
2013	543	\$1.6B	6.8%	\$4,318,349	\$71.73	6.8%	\$76.01	107	5.8%
2012	520	\$806.6M	4.6%	\$2,706,787	\$64.19	7.0%	\$70.86	100	6.0%

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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	-	-	-	-	-	-	\$418.85	389	4.6%
2026	-	-	-	-	-	-	\$410.70	381	4.6%
2025	-	-	-	-	-	-	\$399.70	371	4.6%
2024	-	-	-	-	-	-	\$385.06	358	4.6%
2023	-	-	-	-	-	-	\$367.14	341	4.5%
YTD	2	\$930K	0.1%	\$930,000	\$220.80	4.2%	\$343.13	319	4.4%
2022	46	\$115.5M	3.8%	\$3,039,597	\$201.26	6.2%	\$337.78	314	4.5%
2021	66	\$124.1M	4.9%	\$2,103,190	\$164.29	5.7%	\$287.27	267	4.6%
2020	44	\$56M	2.7%	\$1,400,713	\$136.04	7.4%	\$242.02	225	4.8%
2019	88	\$92.9M	6.7%	\$1,474,911	\$110.11	5.9%	\$212.71	198	5.0%
2018	71	\$91.8M	5.5%	\$2,085,334	\$133.30	4.8%	\$190.39	177	5.2%
2017	92	\$60M	6.0%	\$1,153,555	\$121.03	5.4%	\$170.96	159	5.4%
2016	95	\$72.2M	7.4%	\$1,146,502	\$103.20	7.0%	\$153.57	143	5.6%
2015	105	\$131.9M	9.7%	\$1,533,153	\$96.50	6.8%	\$136.97	127	5.8%
2014	61	\$50.9M	5.4%	\$1,212,711	\$96.63	7.5%	\$120.61	112	6.2%
2013	85	\$44.3M	4.9%	\$738,313	\$83.20	7.1%	\$108.19	100	6.5%
2012	76	\$34M	4.5%	\$808,930	\$95.31	6.6%	\$100.68	93	6.7%

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