



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

170K

12 Mo Net Absorption in SF

(199K)

Vacancy Rate

4.7%

12 Mo Rent Growth

10.6%

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 have risen to 4.7% as demand has softened during the past 12 months. The submarket has not experienced the industrial boom that has been pervasive across the Inland Empire. Rents have averaged 9.7% growth over the past three years but recently increased

by 10.6% 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, a few large deals closed in 2022.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	9,750,572	3.2%	\$1.59	6.0%	26,706	0	206,619
Specialized Industrial	4,858,156	7.0%	\$1.49	8.8%	(13,811)	0	46,800
Flex	2,016,026	6.6%	\$1.45	6.9%	(9,036)	0	0
Submarket	16,624,754	4.7%	\$1.55	6.9%	3,859	0	253,419

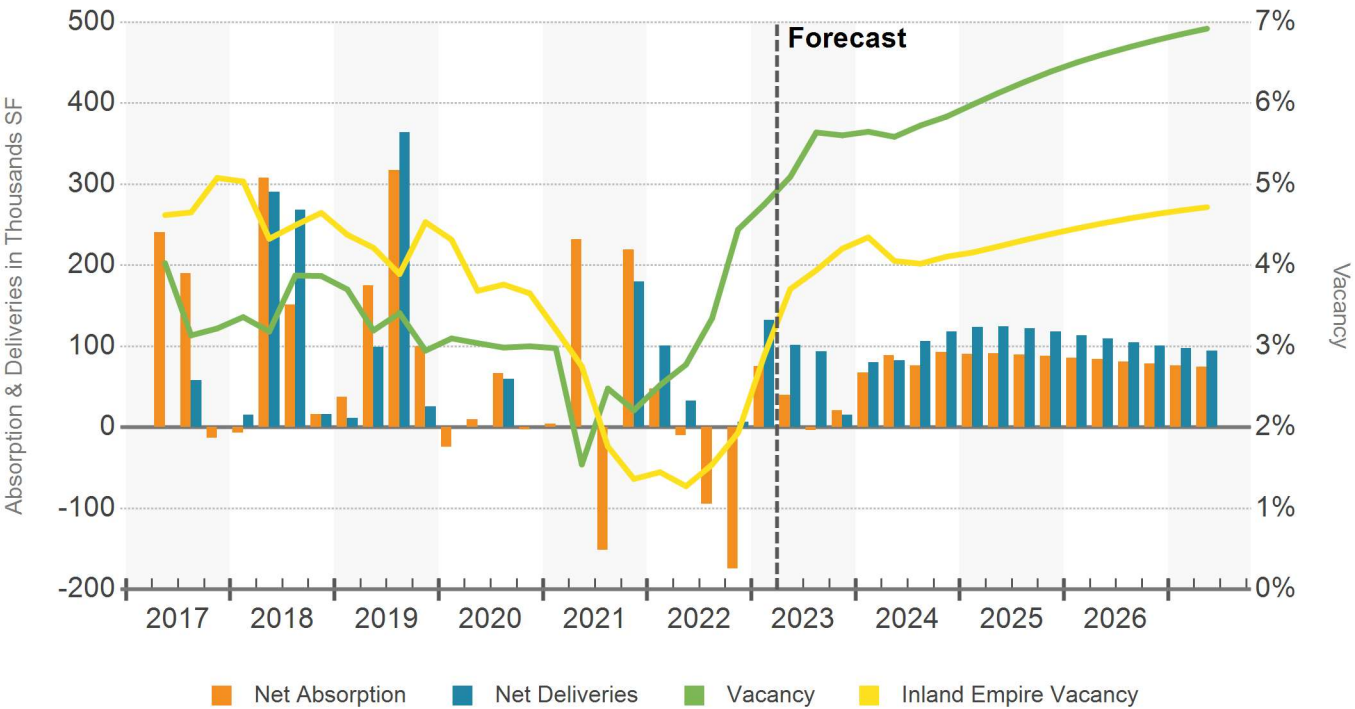
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	2.2%	6.3%	6.3%	15.5%	2010 Q3	0%	2001 Q2
Net Absorption SF	(199K)	244,658	255,098	856,599	2006 Q4	(338,754)	2009 Q1
Deliveries SF	170K	276,379	404,726	939,979	2007 Q3	0	2021 Q3
Rent Growth	10.6%	4.0%	4.9%	12.5%	2022 Q2	-8.6%	2009 Q4
Sales Volume	\$158M	\$59M	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, time-to-lease is often much higher 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

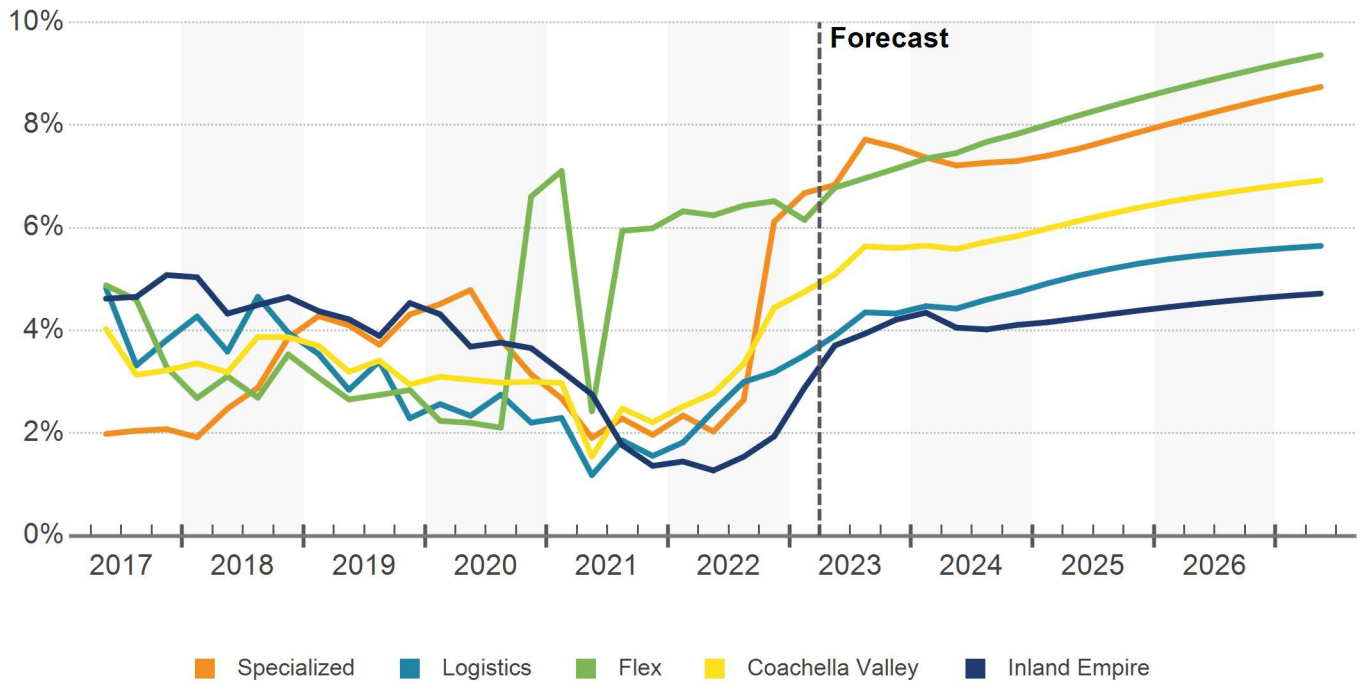
Submarket could take upward of a year to re-tenant a property.

The vacancy rate has risen to 4.7% ,which is modestly higher than the Inland Empire vacancy rate of 3.1%. Weaker demand has led to -200,000 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.

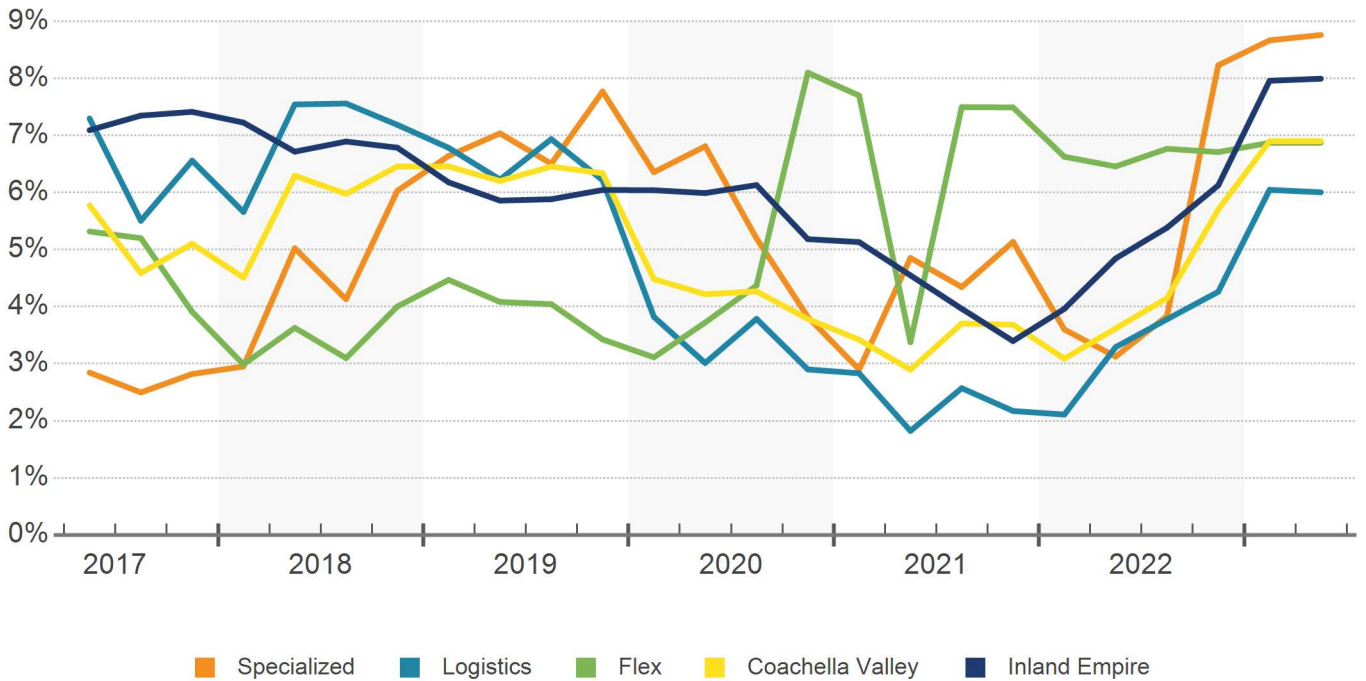
NET ABSORPTION, NET DELIVERIES & VACANCY



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	0%	1,315
1100 Bird Center Dr	★★★★☆	141,181	2	140,000	0%	0

3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

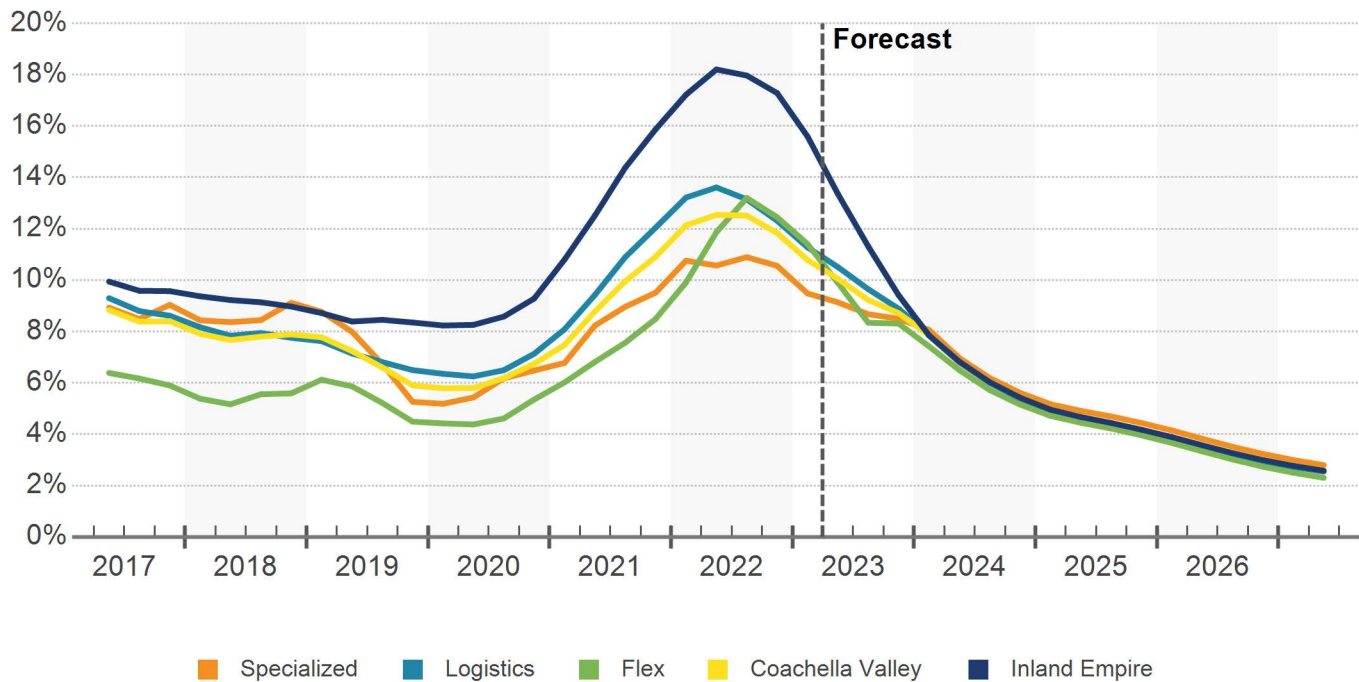
Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
86705 Avenue 54	★ ★ ★ ★ ★	31,600	2	11,800	17.3%	11,800
3520 N Anza Rd	★ ★ ★ ★ ★	6,848	1	6,848	0%	6,848
Bldg B 75178 Gerald Ford Dr	★ ★ ★ ★ ★	11,360	2	5,552	9.8%	5,552
77588 El Duna Ct	★ ★ ★ ★ ★	45,000	1	5,000	2.2%	5,000
Bldg C 77760 Country Club Dr	★ ★ ★ ★ ★	13,561	1	2,602	7.7%	2,602
82-545 Showcase Pky	★ ★ ★ ★ ★	27,708	1	2,524	0%	2,385
75450 Gerald Ford Dr	★ ★ ★ ★ ★	14,250	1	6,204	28.7%	1,758
Central Palm Desert Office Su... 75145 St Charles Pl	★ ★ ★ ★ ★	44,497	1	1,800	0%	1,701
Bldg C 73700 Dinah Shore Dr	★ ★ ★ ★ ★	16,481	1	1,391	5.1%	1,391
77851 Las Montanas Rd	★ ★ ★ ★ ★	8,211	1	3,100	7.6%	170
Bldg D 77770 Country Club Dr	★ ★ ★ ★ ★	13,561	1	3,099	4.6%	0
Trinity Bld 79301 Country Club Dr	★ ★ ★ ★ ★	14,228	3	6,521	15.1%	0
34420-34450 Gateway Dr	★ ★ ★ ★ ★	76,863	1	10,000	5.2%	0
Bldg F 34500 Gateway Dr	★ ★ ★ ★ ★	12,943	1	4,584	7.1%	0
The Merle Building 75153 Merle Dr	★ ★ ★ ★ ★	19,000	1	2,000	0%	0
75-091 St. Charles Pl	★ ★ ★ ★ ★	14,926	1	2,094	0%	0
72088 North Shore St	★ ★ ★ ★ ★	13,174	3	7,079	10.7%	0
45585 Commerce St	★ ★ ★ ★ ★	66,116	3	17,036	13.3%	(8,800)
65401 Two Bunch Palms Trl	★ ★ ★ ★ ★	39,551	1	19,775	60.0%	(39,551)

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 1,391-SF in a Flex/R&D building in Palm Desert was leased for an annual rate of \$25.80/SF in December 2022 by Kimley-Horn & Associates. As a result, the average asking rent in the submarket is \$18.60/SF compared to the metro

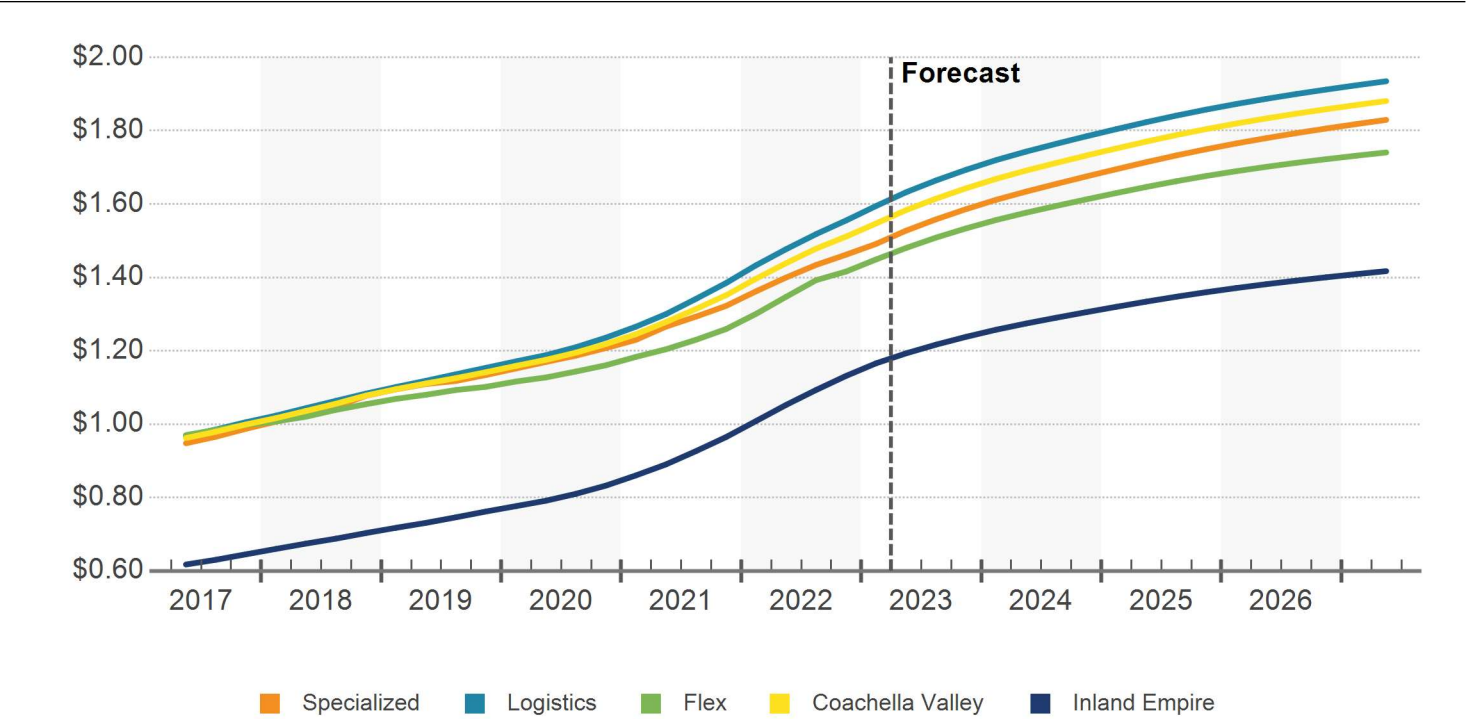
average of \$14.00/SF.

Rents increased by 10.6% year over year compared to 12.5% a year ago. The accelerated gains have pushed rents quickly. Rents gains have been robust for several years and have grown by an annual rate of 8.7% over the past five years.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET

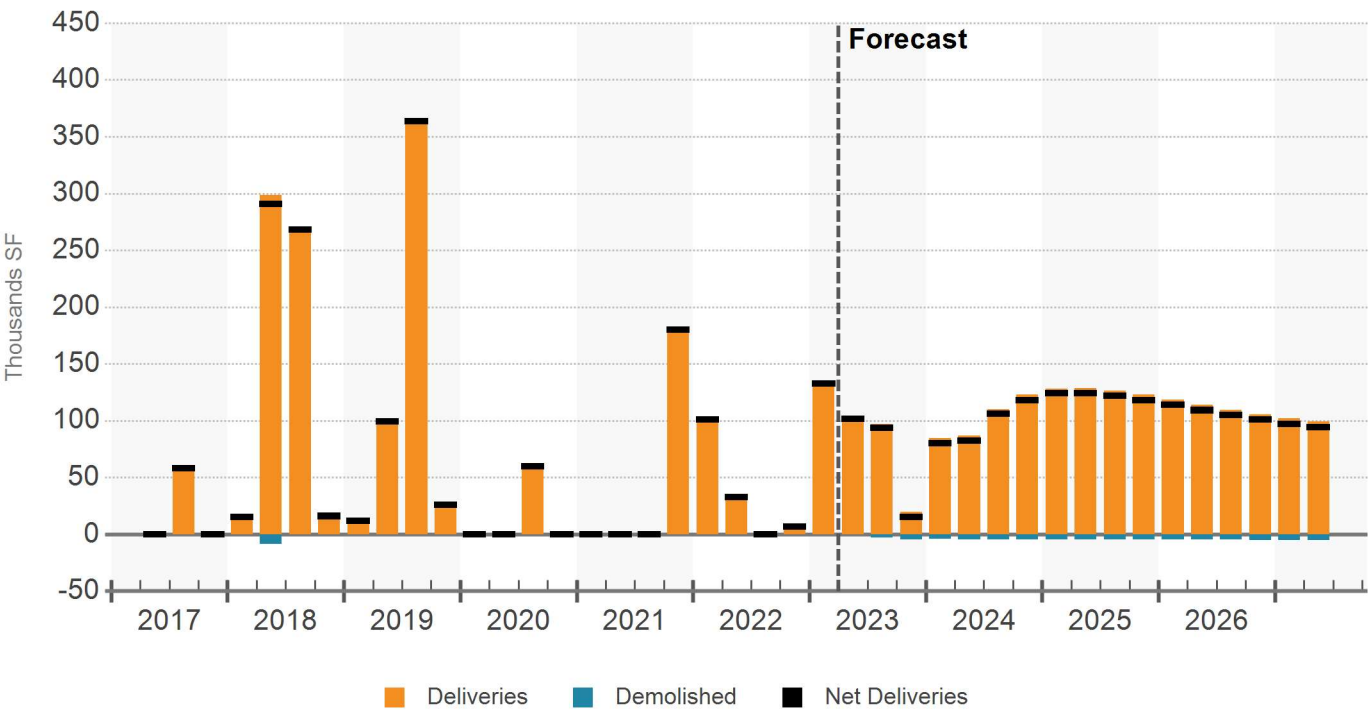


Currently 250,000 SF of industrial space is under construction in the submarket, which is in line with historical averages. Over the past 10 years, there has been an average of 180,000 SF completed annually.

The largest project underway is Coachella Cann Park which is scheduled to deliver more than 100,000 SF by

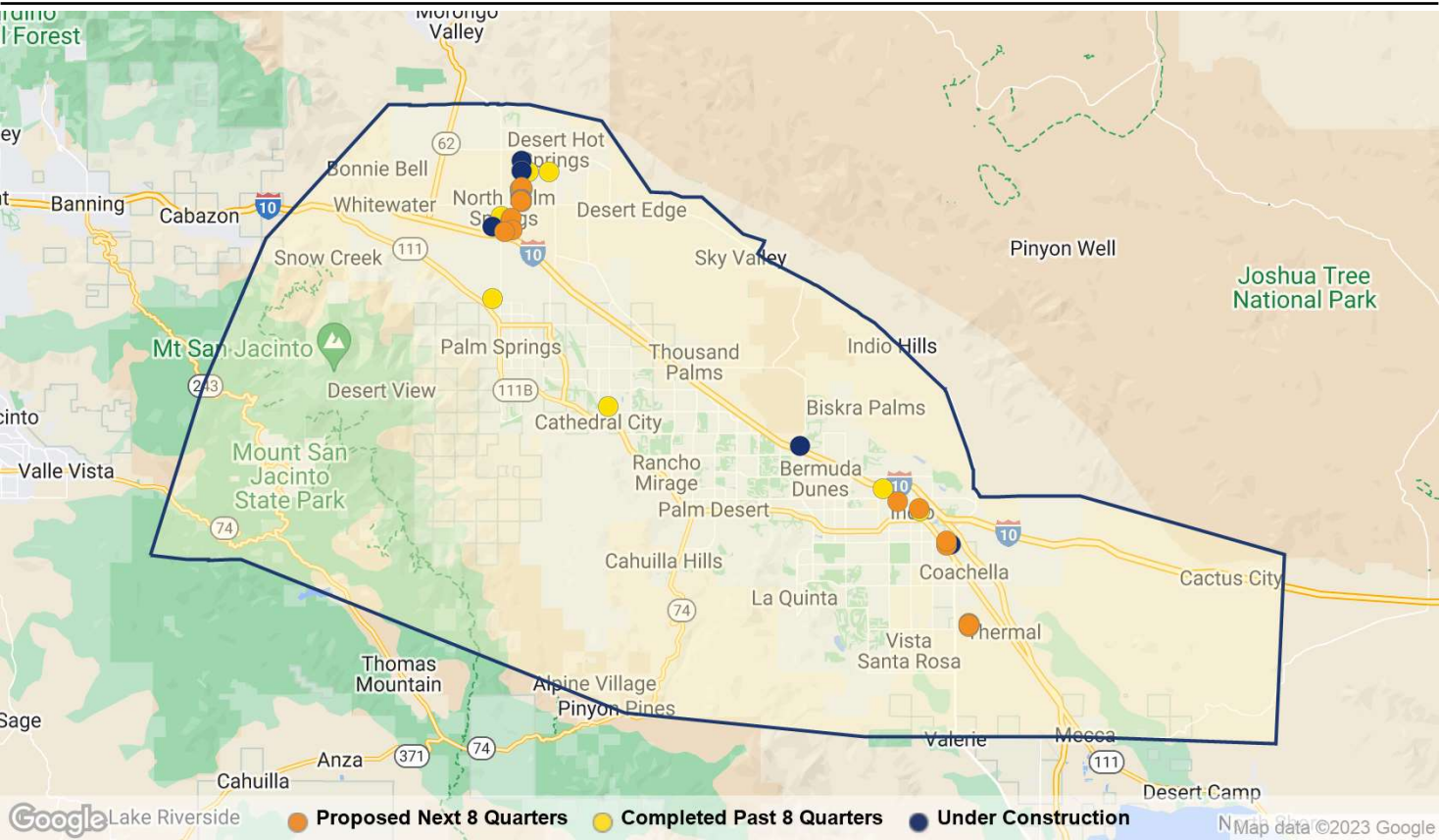
the end of 2023. The building is divisible to units of 25,000 SF with asking rents of \$36/SF triple net. Construction timelines for the turnkey cannabis cultivation units are eight to 12 months. Recent compleitons are also geared toward the cannabis industry. The 58,000-SF grow house at 18194 Blue Dream Crossing opened in late 2021 and is fully leased.

DELIVERIES & DEMOLITIONS

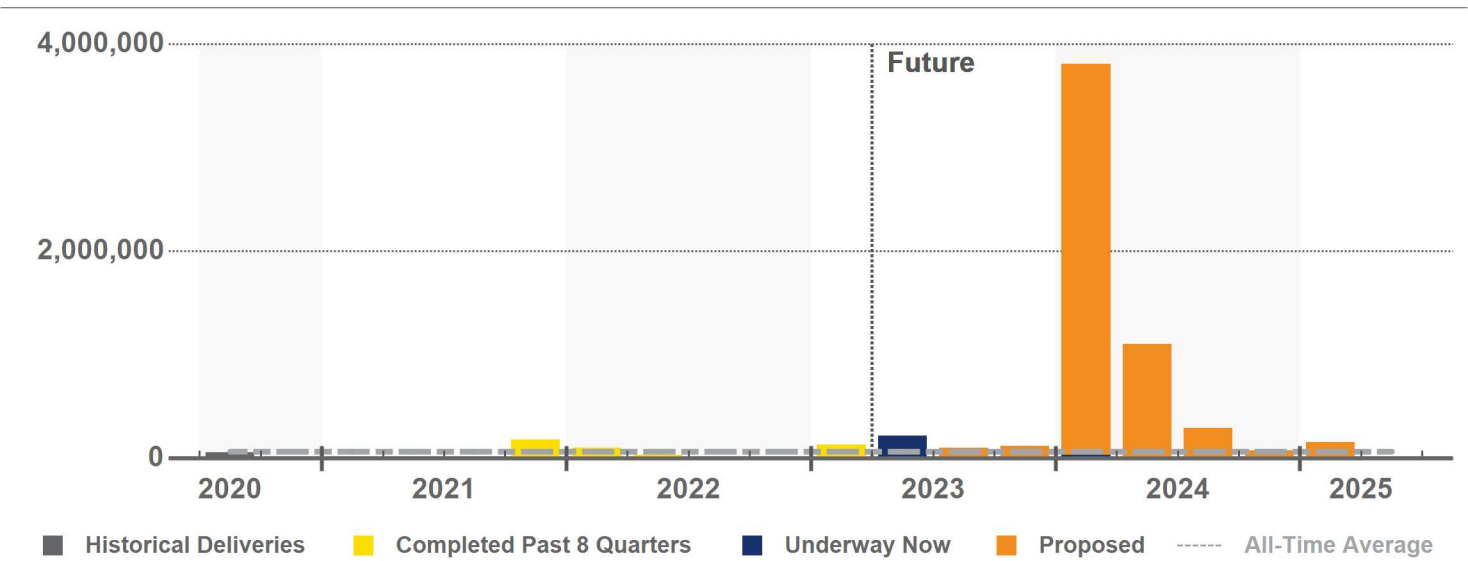


All-Time Annual Avg. Square Feet	Delivered Square Feet Past 8 Qtrs	Delivered Square Feet Next 8 Qtrs	Proposed Square Feet Next 8 Qtrs
271,364	452,780	253,419	5,637,394

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	65121 Two Bunch Palms...	★ ★ ★ ★ ★	19,832	1	May 2022	Mar 2023	- Taghi Shoraka
2	43250 Sunburst St	★ ★ ★ ★ ★	30,240	1	Mar 2022	Feb 2023	- -
3	B-14 15902 Little Morongo Rd	★ ★ ★ ★ ★	16,460	2	Jun 2022	Jan 2023	- Palomar Coast Development
4	B-7 15890 Little Morongo Rd	★ ★ ★ ★ ★	16,460	1	Jun 2022	Jan 2023	- Palomar Coast Development
5	B-8 15896 Little Morongo Rd	★ ★ ★ ★ ★	16,460	2	Jun 2022	Jan 2023	- Palomar Coast Development
6	B-10 15898 Little Morongo Rd	★ ★ ★ ★ ★	16,460	2	Jun 2022	Jan 2023	- Palomar Coast Development
7	15900 Little Morongo Rd	★ ★ ★ ★ ★	16,460	2	Jun 2022	Jan 2023	- Palomar Coast Development
8	3520 N Anza Rd	★ ★ ★ ★ ★	6,848	1	Jun 2022	Oct 2022	- -
9	Turnkey Cannabis Facility 66100 Cabot Rd	★ ★ ★ ★ ★	32,874	2	Dec 2021	Apr 2022	- -
10	45334 Golf Center Pky	★ ★ ★ ★ ★	10,000	1	Jan 2021	Jan 2022	Five Star Kids LLC Brandon Sippel
11	Royal Emerald Pharmac... 14011 Palm Dr	★ ★ ★ ★ ★	90,852	1	Jun 2021	Jan 2022	- -
12	18194 Blue Dream Cross...	★ ★ ★ ★ ★	57,678	1	Oct 2019	Dec 2021	- Sherratt Reicher
13	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	May 2023	- -
2	Morongo Business Park 13310 Little Morongo Rd	★ ★ ★ ★ ★	50,000	1	Dec 2022	Jun 2023	- -
3	Grant Toy Garages 39402 Berkey Dr	★ ★ ★ ★ ★	46,800	1	Mar 2022	May 2023	- -
4	19118 Newhall St	★ ★ ★ ★ ★	35,000	1	Mar 2023	Mar 2024	Innovative Industrial Properties, Inc. Innovative Industrial Properties, Inc.
5	65097 Two Bunch Palms...	★ ★ ★ ★ ★	19,832	1	May 2022	May 2023	- Taghi Shoraka

PROPOSED

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	20th Ave	★ ★ ★ ★ ★	3,424,698	2	Jun 2023	Jan 2024	- -

PROPOSED

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
2 20th Ave & 1-10 Fwy	★★★★★	1,061,090	1	Aug 2023	Apr 2024	-
3 2 Calle De Los Romos	★★★★☆	240,300	1	Jan 2024	Jan 2024	-
4 A 85884 Airport Blvd	★★★★☆	122,460	1	Apr 2023	Oct 2023	- Douglas D. O'Donnell
5 1 Calle De Los Romos	★★★★☆	113,600	1	Jan 2024	Jan 2024	-
6 48463 Harrison St	★★★★☆	100,000	1	Feb 2024	Feb 2025	- Desert Rock Development LLC
7 D 85884 Airport Blvd	★★★★☆	78,720	1	May 2023	Oct 2024	- Douglas D. O'Donnell
8 45005 Golf Center Pky	★★★★☆	65,000	1	Feb 2024	Jul 2024	-
9 C 85884 Airport Blvd	★★★★☆	52,650	1	Apr 2023	Aug 2023	-
10 B 85884 Airport Blvd	★★★★☆	46,280	1	Apr 2023	Aug 2023	- Douglas D. O'Donnell
11 16840 Little Morongo Rd	★★★★☆	34,090	1	Jan 2024	Jan 2025	-
12 16860 Little Morongo Rd	★★★★☆	34,090	1	Sep 2023	Sep 2024	-
13 A7 16786 Little Morongo	★★★★☆	34,000	1	Sep 2023	Sep 2024	-
14 Market St	★★★★☆	27,500	1	Jul 2023	May 2024	- Peter Heimark
15 A1 16786 Little Morongo	★★★★☆	18,000	1	Sep 2023	Sep 2024	-
16 A2 16786 Little Morongo	★★★★☆	18,000	1	Aug 2023	Aug 2024	-
17 A3 16830 Little Morongo Rd	★★★★☆	17,945	1	Jan 2024	Jan 2025	-
18 16870 Little Morongo Rd	★★★★☆	17,945	1	May 2023	May 2024	-
19 D-101 Little Morongo Rd	★★★★☆	6,026	1	Jan 2024	Jan 2025	- Lansing Companies

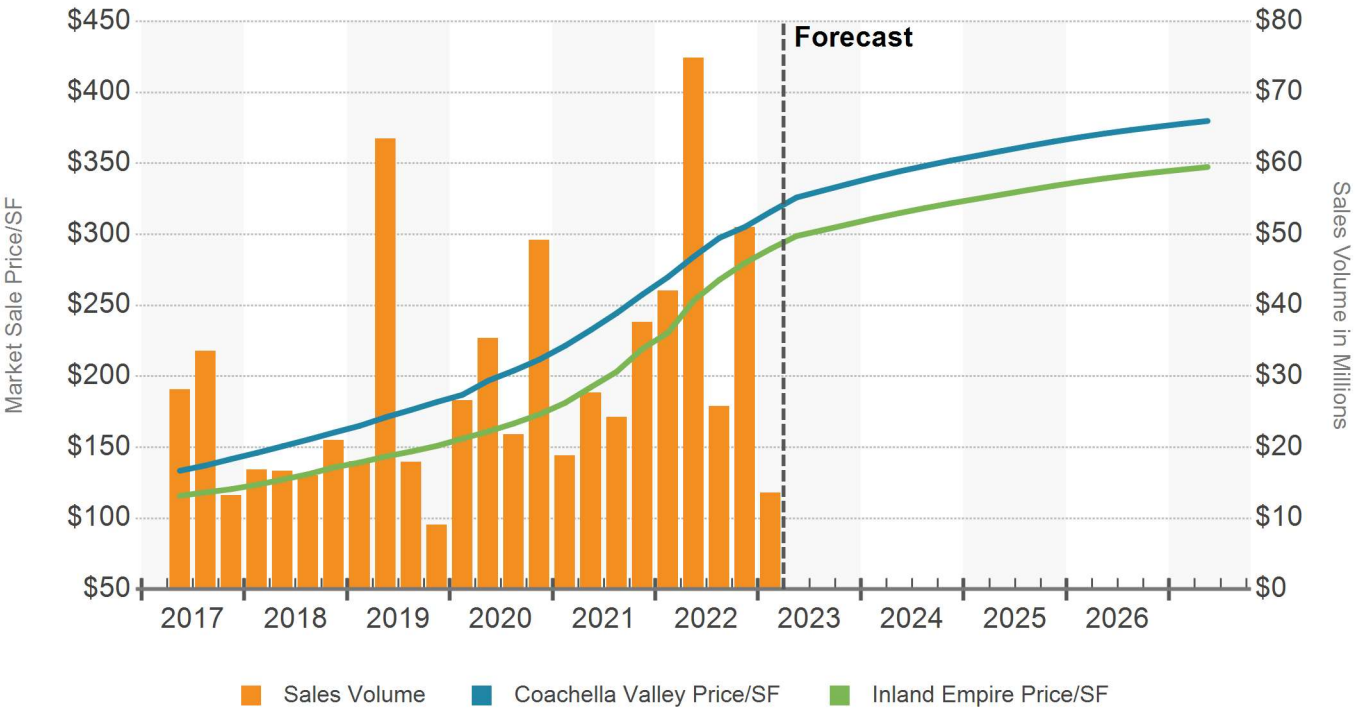
Industrial investors were active in the capital markets from mid-2020 to early 2022, but sales tapered in the second half of the year. Annual sales volume totaled \$194 million in 2022, compared to \$117 million in 2021.

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.

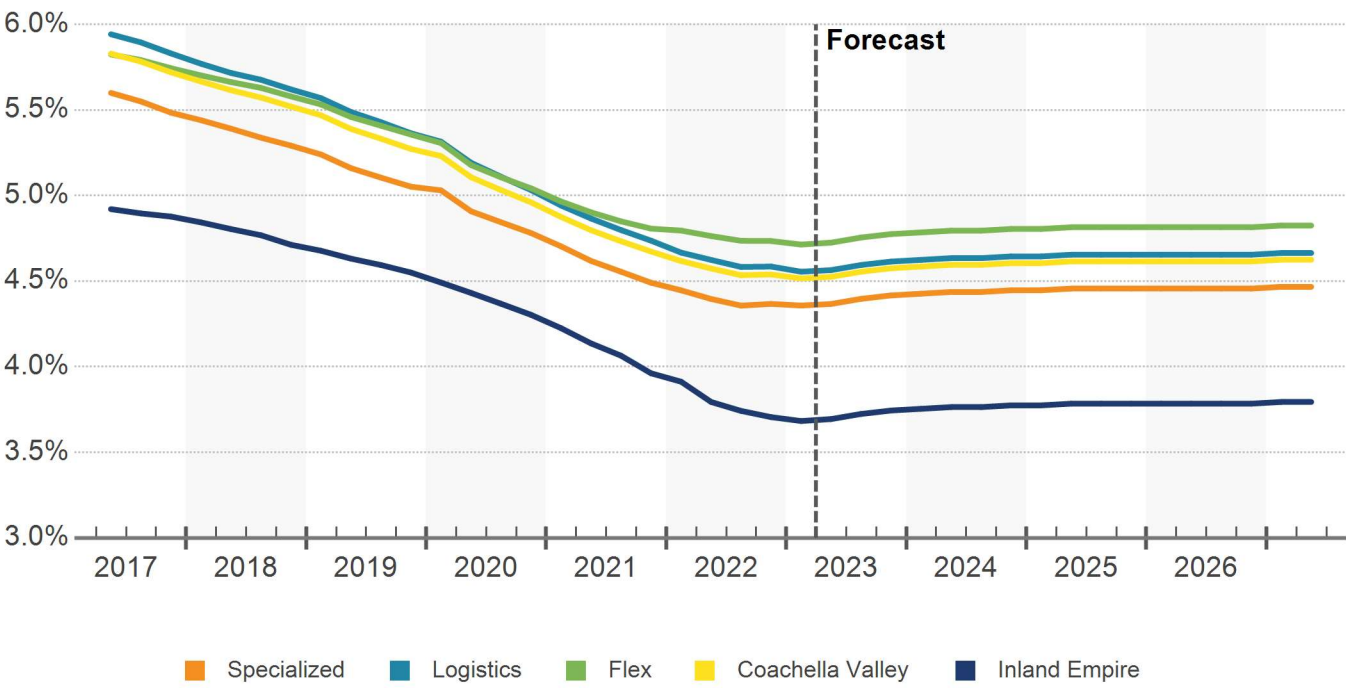
In May, a 122,000-SF distribution building located at 5780 Date Palm Drive sold as a part of a four-part portfolio leased to Amazon. The building was allocated \$47.2 million (\$386/SF) of the \$185 million total transaction, purchased by Mirae Asset Global Investment out of South Korea.

The market pricing, based on the estimated price movement of all industrial properties in the submarket, is \$320/SF. That price has surged from \$280/SF 12 months ago.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Coachella Valley Industrial

Sale Comparables

33

Avg. Cap Rate

6.1%

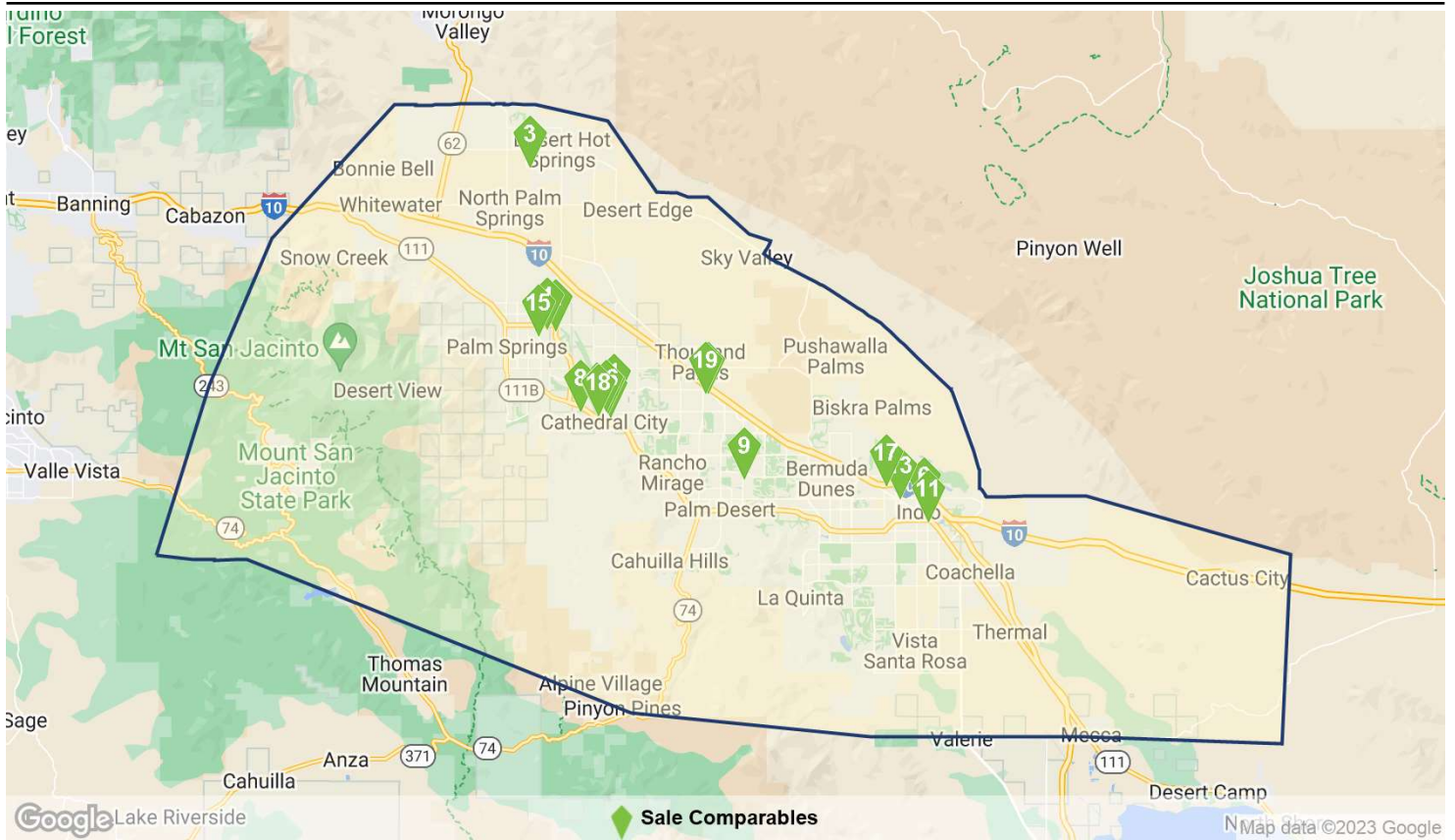
Avg. Price/SF

\$219

Avg. Vacancy At Sale

12.9%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$425,000	\$6,427,313	\$3,520,000	\$47,212,500
Price/SF	\$30	\$219	\$193	\$675
Cap Rate	3.4%	6.1%	6.3%	8.4%
Time Since Sale in Months	1.0	7.1	8.2	11.7
Property Attributes	Low	Average	Median	High
Building SF	2,800	28,388	16,796	141,181
Ceiling Height	10'	18'4"	18'	28'
Docks	0	1	0	6
Vacancy Rate At Sale	0%	12.9%	0%	100%
Year Built	1959	1992	1992	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 Palm Springs Business... 1301 Montalvo Way	★★★★★	2004	44,040	0%	10/3/2022	\$6,400,000	\$145	4.9%
5 68945 Perez Rd	★★★★★	1989	29,416	62.9%	11/30/2022	\$5,550,000	\$189	7.0%
6 45311 Golf Center Pky	★★★★★	2006	26,998	0%	7/19/2022	\$4,875,000	\$181	6.3%
7 36555 Bankside Dr	★★★★★	1988	13,648	0%	4/14/2022	\$4,135,000	\$303	8.4%
8 67575 E Palm Canyon Dr	★★★★★	1985	17,860	0%	2/22/2023	\$4,000,000	\$224	-
9 75220 Merle Dr	★★★★★	1986	18,220	0%	6/17/2022	\$3,895,000	\$214	3.4%
10 Bldg 100A 73605 Dinah Shore Drive	★★★★★	2007	16,796	0%	1/10/2023	\$3,800,000	\$226	-
11 Menage Building 83-711 Peach St	★★★★★	1959	39,112	0%	10/3/2022	\$3,783,000	\$97	5.8%
12 68816 Summit Dr	★★★★★	1965	11,440	100%	4/18/2022	\$3,540,000	\$309	-
13 82355 Market St	★★★★★	2003	37,364	0%	1/31/2023	\$3,500,000	\$94	-
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	-
10 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	★★★★★	2005	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	-

Supply & Demand Trends

Coachella Valley Industrial

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	18,510,361	371,745	2.0%	296,175	1.6%	1.3
2026	18,138,616	428,591	2.4%	329,421	1.8%	1.3
2025	17,710,025	488,268	2.8%	359,665	2.0%	1.4
2024	17,221,757	386,430	2.3%	325,103	1.9%	1.2
2023	16,835,327	342,945	2.1%	132,703	0.8%	2.6
YTD	16,624,754	132,372	0.8%	79,123	0.5%	1.7
2022	16,492,382	140,574	0.9%	(233,404)	-1.4%	-
2021	16,351,808	179,834	1.1%	306,226	1.9%	0.6
2020	16,171,974	59,998	0.4%	49,482	0.3%	1.2
2019	16,111,976	500,876	3.2%	629,995	3.9%	0.8
2018	15,611,100	589,428	3.9%	469,294	3.0%	1.3
2017	15,021,672	58,250	0.4%	363,868	2.4%	0.2
2016	14,963,422	12,000	0.1%	464,377	3.1%	0
2015	14,951,422	205,439	1.4%	76,175	0.5%	2.7
2014	14,745,983	9,121	0.1%	(161,954)	-1.1%	-
2013	14,736,862	0	0%	449,735	3.1%	0
2012	14,736,862	(22,415)	-0.2%	188,603	1.3%	-
2011	14,759,277	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	5,067,163	36,829	0.7%	8,282	0.2%	4.4
2026	5,030,334	42,870	0.9%	8,124	0.2%	5.3
2025	4,987,464	49,015	1.0%	17,358	0.3%	2.8
2024	4,938,449	35,011	0.7%	45,671	0.9%	0.8
2023	4,903,438	91,982	1.9%	15,268	0.3%	6.0
YTD	4,858,156	46,700	1.0%	2,894	0.1%	16.1
2022	4,811,456	0	0%	(199,694)	-4.2%	-
2021	4,811,456	57,678	1.2%	112,570	2.3%	0.5
2020	4,753,778	0	0%	55,405	1.2%	0
2019	4,753,778	54,511	1.2%	30,672	0.6%	1.8
2018	4,699,267	206,000	4.6%	118,284	2.5%	1.7
2017	4,493,267	0	0%	147,754	3.3%	0
2016	4,493,267	20,000	0.4%	120,470	2.7%	0.2
2015	4,473,267	40,232	0.9%	14,810	0.3%	2.7
2014	4,433,035	0	0%	(35,210)	-0.8%	-
2013	4,433,035	0	0%	67,453	1.5%	0
2012	4,433,035	0	0%	88,453	2.0%	0
2011	4,433,035	0	0%	131,387	3.0%	0

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	11,321,104	310,764	2.8%	276,218	2.4%	1.1
2026	11,010,340	357,828	3.4%	308,399	2.8%	1.2
2025	10,652,512	407,378	4.0%	327,399	3.1%	1.2
2024	10,245,134	328,639	3.3%	272,101	2.7%	1.2
2023	9,916,495	251,595	2.6%	130,666	1.3%	1.9
YTD	9,750,572	85,672	0.9%	77,864	0.8%	1.1
2022	9,664,900	49,722	0.5%	(108,498)	-1.1%	-
2021	9,615,178	122,156	1.3%	181,775	1.9%	0.7
2020	9,493,022	59,998	0.6%	66,624	0.7%	0.9
2019	9,433,024	446,365	5.0%	585,962	6.2%	0.8
2018	8,986,659	383,428	4.5%	355,880	4.0%	1.1
2017	8,603,231	32,000	0.4%	156,600	1.8%	0.2
2016	8,571,231	(8,000)	-0.1%	336,473	3.9%	-
2015	8,579,231	165,207	2.0%	41,607	0.5%	4.0
2014	8,414,024	9,121	0.1%	(143,871)	-1.7%	-
2013	8,404,903	0	0%	323,978	3.9%	0
2012	8,404,903	(22,415)	-0.3%	81,559	1.0%	-
2011	8,427,318	0	0%	352,436	4.2%	0

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	2,122,094	24,152	1.2%	11,675	0.6%	2.1
2026	2,097,942	27,893	1.3%	12,898	0.6%	2.2
2025	2,070,049	31,875	1.6%	14,908	0.7%	2.1
2024	2,038,174	22,780	1.1%	7,331	0.4%	3.1
2023	2,015,394	(632)	0%	(13,231)	-0.7%	-
YTD	2,016,026	0	0%	(1,635)	-0.1%	-
2022	2,016,026	90,852	4.7%	74,788	3.7%	1.2
2021	1,925,174	0	0%	11,881	0.6%	0
2020	1,925,174	0	0%	(72,547)	-3.8%	-
2019	1,925,174	0	0%	13,361	0.7%	0
2018	1,925,174	0	0%	(4,870)	-0.3%	-
2017	1,925,174	26,250	1.4%	59,514	3.1%	0.4
2016	1,898,924	0	0%	7,434	0.4%	0
2015	1,898,924	0	0%	19,758	1.0%	0
2014	1,898,924	0	0%	17,127	0.9%	0
2013	1,898,924	0	0%	58,304	3.1%	0
2012	1,898,924	0	0%	18,591	1.0%	0
2011	1,898,924	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	\$1.90	234	2.3%	25.8%	1,303,638	7.0%	0.3%
2026	\$1.86	229	3.0%	23.0%	1,229,917	6.8%	0.4%
2025	\$1.80	222	4.2%	19.4%	1,132,839	6.4%	0.6%
2024	\$1.73	213	5.4%	14.6%	1,006,003	5.8%	0.2%
2023	\$1.64	202	8.7%	8.7%	944,653	5.6%	1.2%
YTD	\$1.55	190	10.6%	2.4%	786,909	4.7%	0.3%
2022	\$1.51	186	11.8%	0%	733,660	4.4%	2.2%
2021	\$1.35	166	10.9%	-10.6%	359,682	2.2%	-0.8%
2020	\$1.22	150	6.7%	-19.4%	486,074	3.0%	0.1%
2019	\$1.14	141	5.9%	-24.5%	475,558	3.0%	-0.9%
2018	\$1.08	133	7.9%	-28.7%	604,677	3.9%	0.6%
2017	\$1	123	8.4%	-33.9%	484,543	3.2%	-2.1%
2016	\$0.92	114	8.4%	-39.0%	790,161	5.3%	-3.0%
2015	\$0.85	105	7.4%	-43.7%	1,242,538	8.3%	0.8%
2014	\$0.79	97	6.4%	-47.6%	1,113,274	7.5%	1.2%
2013	\$0.74	92	4.6%	-50.8%	942,199	6.4%	-3.1%
2012	\$0.71	88	1.6%	-52.9%	1,391,934	9.4%	-1.4%
2011	\$0.70	86	-0.9%	-53.7%	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	\$1.85	233	2.5%	26.6%	454,489	9.0%	0.5%
2026	\$1.81	227	3.2%	23.5%	426,237	8.5%	0.6%
2025	\$1.75	220	4.4%	19.7%	391,932	7.9%	0.6%
2024	\$1.68	211	5.6%	14.6%	360,489	7.3%	-0.3%
2023	\$1.59	199	8.5%	8.5%	371,170	7.6%	1.5%
YTD	\$1.49	188	9.4%	2.0%	338,095	7.0%	0.8%
2022	\$1.46	184	10.6%	0%	294,289	6.1%	4.2%
2021	\$1.32	166	9.5%	-9.5%	94,595	2.0%	-1.2%
2020	\$1.21	152	6.5%	-17.4%	149,487	3.1%	-1.2%
2019	\$1.13	143	5.3%	-22.4%	204,892	4.3%	0.5%
2018	\$1.08	135	9.1%	-26.3%	181,053	3.9%	1.8%
2017	\$0.99	124	9.0%	-32.5%	93,337	2.1%	-3.3%
2016	\$0.91	114	8.4%	-38.1%	241,091	5.4%	-2.3%
2015	\$0.84	105	7.4%	-42.9%	341,561	7.6%	0.5%
2014	\$0.78	98	7.0%	-46.8%	316,139	7.1%	0.8%
2013	\$0.73	91	4.9%	-50.3%	280,929	6.3%	-1.5%
2012	\$0.69	87	1.4%	-52.6%	348,382	7.9%	-2.0%
2011	\$0.68	86	-0.5%	-53.3%	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	\$1.96	245	2.3%	25.7%	645,880	5.7%	0.1%
2026	\$1.91	239	2.9%	22.9%	612,667	5.6%	0.3%
2025	\$1.86	232	4.1%	19.4%	564,668	5.3%	0.6%
2024	\$1.78	223	5.4%	14.7%	486,024	4.7%	0.4%
2023	\$1.69	212	8.9%	8.9%	429,385	4.3%	1.1%
YTD	\$1.59	199	11.1%	2.5%	315,766	3.2%	0.1%
2022	\$1.56	195	12.3%	0%	307,958	3.2%	1.6%
2021	\$1.38	173	12.0%	-11.0%	149,738	1.6%	-0.6%
2020	\$1.24	155	7.1%	-20.5%	209,357	2.2%	-0.1%
2019	\$1.15	144	6.5%	-25.8%	215,983	2.3%	-1.7%
2018	\$1.08	136	7.8%	-30.3%	355,580	4.0%	0.1%
2017	\$1.01	126	8.6%	-35.4%	328,032	3.8%	-1.5%
2016	\$0.93	116	8.8%	-40.5%	452,632	5.3%	-4.0%
2015	\$0.85	106	7.8%	-45.3%	797,105	9.3%	1.3%
2014	\$0.79	99	6.3%	-49.2%	673,505	8.0%	1.8%
2013	\$0.74	93	4.5%	-52.3%	520,513	6.2%	-3.9%
2012	\$0.71	89	2.1%	-54.3%	844,491	10.0%	-1.2%
2011	\$0.70	87	-0.7%	-55.2%	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	\$1.76	192	2.0%	24.1%	203,269	9.6%	0.5%
2026	\$1.72	188	2.7%	21.6%	191,013	9.1%	0.6%
2025	\$1.68	183	4.0%	18.4%	176,239	8.5%	0.7%
2024	\$1.61	176	5.2%	13.9%	159,490	7.8%	0.7%
2023	\$1.53	167	8.3%	8.3%	144,098	7.1%	0.6%
YTD	\$1.45	158	11.1%	2.3%	133,048	6.6%	0.1%
2022	\$1.42	155	12.4%	0%	131,413	6.5%	0.5%
2021	\$1.26	137	8.5%	-11.1%	115,349	6.0%	-0.6%
2020	\$1.16	127	5.3%	-18.0%	127,230	6.6%	3.8%
2019	\$1.10	120	4.5%	-22.2%	54,683	2.8%	-0.7%
2018	\$1.05	115	5.6%	-25.5%	68,044	3.5%	0.3%
2017	\$1	109	5.9%	-29.5%	63,174	3.3%	-1.8%
2016	\$0.94	103	6.6%	-33.4%	96,438	5.1%	-0.4%
2015	\$0.88	96	5.8%	-37.5%	103,872	5.5%	-1.0%
2014	\$0.84	91	5.1%	-41.0%	123,630	6.5%	-0.9%
2013	\$0.80	87	4.7%	-43.8%	140,757	7.4%	-3.1%
2012	\$0.76	83	0.2%	-46.3%	199,061	10.5%	-1.0%
2011	\$0.76	83	-2.6%	-46.5%	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	-	-	-	-	-	-	\$383.46	419	4.6%
2026	-	-	-	-	-	-	\$375.54	411	4.6%
2025	-	-	-	-	-	-	\$365.21	399	4.6%
2024	-	-	-	-	-	-	\$351.82	385	4.6%
2023	-	-	-	-	-	-	\$335.30	367	4.6%
YTD	7	\$13.6M	0.5%	\$2,718,000	\$167.01	-	\$319.70	349	4.5%
2022	49	\$193.7M	5.4%	\$4,210,565	\$219.51	6.6%	\$305.18	334	4.5%
2021	65	\$108.3M	5.1%	\$2,005,333	\$136.30	5.8%	\$257.56	281	4.7%
2020	52	\$132.8M	6.7%	\$2,554,181	\$122.22	7.9%	\$211.86	232	5.0%
2019	75	\$108.4M	4.6%	\$1,868,147	\$165.02	8.1%	\$181.90	199	5.3%
2018	71	\$70.5M	5.1%	\$1,720,419	\$129.70	5.8%	\$160.43	175	5.5%
2017	86	\$90.8M	6.4%	\$1,433,707	\$115.20	6.9%	\$141.80	155	5.7%
2016	89	\$101.7M	6.4%	\$1,355,607	\$117.85	7.2%	\$125.79	137	5.9%
2015	70	\$56.6M	6.2%	\$1,087,534	\$81.67	7.4%	\$110.25	120	6.3%
2014	48	\$29M	3.9%	\$764,302	\$56.31	6.4%	\$96.41	105	6.7%
2013	84	\$41.4M	7.2%	\$828,435	\$59.82	7.6%	\$85.85	94	7.0%
2012	85	\$32.4M	4.5%	\$611,915	\$63.71	7.0%	\$80.15	88	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	-	-	-	-	-	-	\$362.44	406	4.5%
2026	-	-	-	-	-	-	\$354.05	397	4.5%
2025	-	-	-	-	-	-	\$343.30	385	4.5%
2024	-	-	-	-	-	-	\$329.66	369	4.4%
2023	-	-	-	-	-	-	\$313.43	351	4.4%
YTD	4	\$7.5M	1.2%	\$3,750,000	\$135.81	-	\$298.46	335	4.3%
2022	7	\$22.1M	2.4%	\$3,153,785	\$194.81	5.9%	\$287.04	322	4.4%
2021	15	\$45.8M	6.1%	\$3,271,786	\$156.83	6.5%	\$242.35	272	4.5%
2020	15	\$29.7M	5.4%	\$1,977,373	\$115.23	5.8%	\$198.11	222	4.8%
2019	8	\$24.6M	2.6%	\$4,103,313	\$214.84	11.3%	\$170.99	192	5.1%
2018	18	\$28.7M	6.2%	\$2,874,413	\$129.05	6.4%	\$150.20	168	5.3%
2017	15	\$21.3M	3.7%	\$1,640,048	\$135.92	6.4%	\$132.27	148	5.5%
2016	12	\$17.7M	3.7%	\$1,771,532	\$119.44	-	\$117.03	131	5.7%
2015	19	\$13.1M	5.7%	\$1,309,578	\$64.94	7.7%	\$102.38	115	6.0%
2014	13	\$10.9M	6.3%	\$989,990	\$40.82	6.4%	\$89.52	100	6.4%
2013	8	\$4.1M	2.1%	\$1,028,169	\$68.36	-	\$79.41	89	6.7%
2012	9	\$5.4M	3.5%	\$897,417	\$44.13	-	\$74.59	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	-	-	-	-	-	-	\$396.13	440	4.7%
2026	-	-	-	-	-	-	\$388.22	431	4.7%
2025	-	-	-	-	-	-	\$377.90	420	4.7%
2024	-	-	-	-	-	-	\$364.48	405	4.6%
2023	-	-	-	-	-	-	\$347.64	386	4.6%
YTD	3	\$6.1M	0.3%	\$2,030,000	\$232.91	-	\$331.61	368	4.5%
2022	34	\$135.4M	5.9%	\$4,369,339	\$239.77	7.0%	\$315.31	350	4.6%
2021	48	\$56.6M	4.6%	\$1,490,341	\$139.03	4.8%	\$264.62	294	4.7%
2020	31	\$96.8M	8.3%	\$3,123,010	\$123.37	8.6%	\$216.99	241	5.0%
2019	63	\$82.6M	6.5%	\$1,719,954	\$154.22	7.4%	\$185.64	206	5.4%
2018	49	\$40.6M	5.4%	\$1,400,795	\$133.31	5.6%	\$163.61	182	5.6%
2017	65	\$63.1M	8.6%	\$1,402,919	\$109.32	7.2%	\$144.34	160	5.8%
2016	68	\$78.7M	8.3%	\$1,356,183	\$118.09	7.2%	\$127.09	141	6.1%
2015	45	\$39.9M	7.4%	\$1,108,678	\$89.09	-	\$111	123	6.4%
2014	26	\$14.1M	2.8%	\$704,954	\$72.91	-	\$96.92	108	6.9%
2013	63	\$31.1M	10.3%	\$817,423	\$57.13	7.8%	\$86.28	96	7.2%
2012	48	\$17.8M	4.2%	\$557,672	\$65.29	-	\$80.33	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	-	-	-	-	-	-	\$372.06	355	4.8%
2026	-	-	-	-	-	-	\$365.18	349	4.8%
2025	-	-	-	-	-	-	\$355.86	340	4.8%
2024	-	-	-	-	-	-	\$343.27	328	4.8%
2023	-	-	-	-	-	-	\$327.57	313	4.8%
YTD	-	-	-	-	-	-	\$312.56	298	4.7%
2022	8	\$36.2M	10.1%	\$4,520,000	\$177.14	6.0%	\$299.33	286	4.7%
2021	2	\$5.9M	4.9%	\$2,925,000	\$61.54	-	\$259.71	248	4.8%
2020	6	\$6.3M	2.3%	\$1,057,250	\$142.29	7.2%	\$219.96	210	5.0%
2019	4	\$1.2M	0.3%	\$293,725	\$176.33	-	\$190.03	181	5.4%
2018	4	\$1.2M	1.4%	\$585,000	\$71.50	4.5%	\$169.61	162	5.6%
2017	6	\$6.3M	2.8%	\$1,051,333	\$118.01	5.0%	\$152.46	146	5.7%
2016	9	\$5.3M	4.4%	\$756,655	\$109.78	7.2%	\$140.71	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%	\$110.69	106	6.5%
2013	13	\$6.2M	5.4%	\$780,875	\$70.54	7.0%	\$99.47	95	6.8%
2012	28	\$9.2M	8.3%	\$613,433	\$80.89	7.0%	\$92.84	89	7.0%

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