



# 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

**24.5M**

12 Mo Net Absorption in SF

**10.4M**

Vacancy Rate

**3.1%**

12 Mo Rent Growth

**15.3%**

With proximity to more than 20 million residents in Southern California and the ports of Los Angeles and Long Beach, the Inland Empire has grown to become one of the nation's largest industrial markets. Persistent demand from logistics and warehousing firms has kept vacancies compressed relative to the nation, but the vacancy rate has ticked up over the past four quarters as international trade flows and domestic consumer spending on goods have slowed.

Developers remain extremely active, with 37.6 million SF currently under construction, representing 5.2% of inventory. A total of 18.0 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 39.2 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 significantly over the past five years, including 15.3% growth during the past four quarters, causing stress for some existing tenants at the

time of renewal. Over the long run, however, the market's ability to attract national and regional tenants should keep vacancies from rising significantly above 4%. Developable land in Inland Empire West submarkets, such as Airport Area, is becoming scarce as well, which could lead to lower supply pressure in five to ten years.

The presence of high-credit tenants, such as Amazon, Walmart, Target, and General Pacific, attracts institutional investors from across the world. Transaction activity has slowed since 22Q4 when looking at the number of closed deals, but sales volume is elevated because of several outsized trades. For example, Prologis' \$23 billion acquisition of Duke Realty in 22Q4 included 45 properties in the Inland Empire valued at approximately \$3.2 billion. In January 2023, both Rexford Industrial and Brookfield Asset Management, respectively, acquired properties valued at more than \$300 million. Year-to-date, sales volume totals \$1.2 billion, following a record year in 2022, when sales volume totaled \$9.9 billion.

### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	612,776,346	3.2%	\$1.15	8.6%	(1,615,577)	0	36,693,389
Specialized Industrial	100,757,939	2.2%	\$1.20	4.1%	(52,832)	0	895,737
Flex	15,759,650	7.5%	\$1.51	8.5%	(57,679)	0	22,500
<b>Market</b>	<b>729,293,935</b>	<b>3.1%</b>	<b>\$1.17</b>	<b>8.0%</b>	<b>(1,726,088)</b>	<b>0</b>	<b>37,611,626</b>
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.7%	6.1%	4.4%	12.3%	2009 Q3	1.3%	2022 Q2
Net Absorption SF	10.4M	18,168,745	22,299,978	33,212,542	2021 Q4	(413,820)	2009 Q1
Deliveries SF	24.5M	18,841,239	28,269,646	33,700,413	2006 Q4	1,345,120	2011 Q3
Rent Growth	15.3%	5.2%	5.2%	18.2%	2022 Q2	-8.5%	2009 Q4
Sales Volume	\$9.9B	\$2.4B	N/A	\$10B	2023 Q1	\$486.4M	2001 Q2



Industrial properties in the Inland Empire have benefited from growth in international trade at the ports of Los Angeles and Long Beach for more than 20 years. However, recent headwinds have emerged at the ports due to policies in China that restricted economic output in 2022. Some shippers are also opting to unload at East Coast ports due to the increased risk that labor disputes lead to shipping disruptions. Loaded inbound containers handled by the ports during the 12 months ending in February 2023 fell by 13% compared to the previous 12-month period. Consequentially, demand for industrial properties has slowed, and the vacancy rate has risen to 3.1%, from 1.3% a year ago. Vacancies in buildings smaller than 200,000 SF have risen the most and are 150 basis points above the metro average.

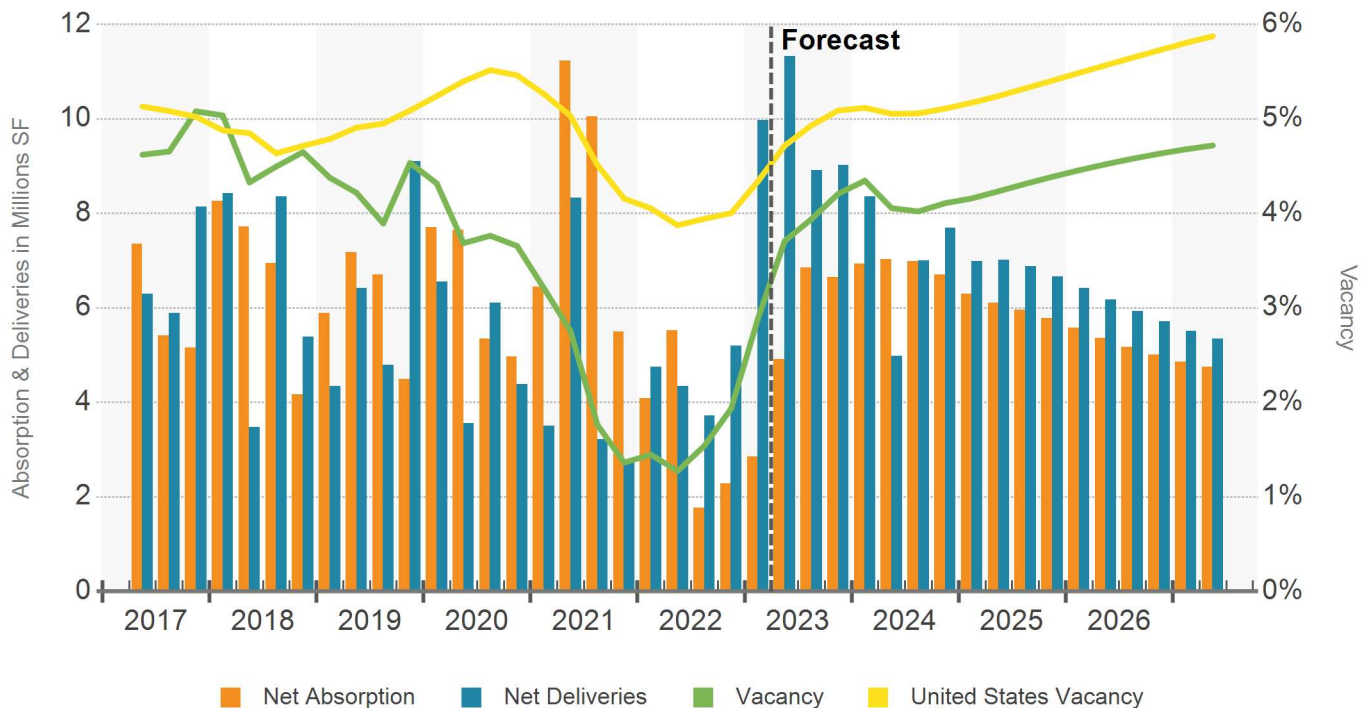
Large warehouse and distribution centers remain in high demand, and there are very few available spaces larger than 600,000 SF in existing buildings. Logistics companies have been particularly active in these buildings. Several new tenants signing leases since 22Q4 include Shein Distribution, (1.8 million SF) and FellowShip Warehousing & Logistics (1 million SF). Meanwhile, NFI Industries, which has been expanding throughout the Inland Empire, renewed its lease of 864,000 SF in Perris in February.

Many submarkets in the Inland Empire have access to labor due to a dispersed population base. Yet the most densely populated submarket is the Airport Area. Here, industrial tenants have also benefited from the expanded infrastructure related to air cargo. In late 2020, FedEx completed a \$100 million investment at Ontario International Airport while Amazon launched a small fleet of aircraft and plans to increase its air capacity to 200 planes over the next decade.

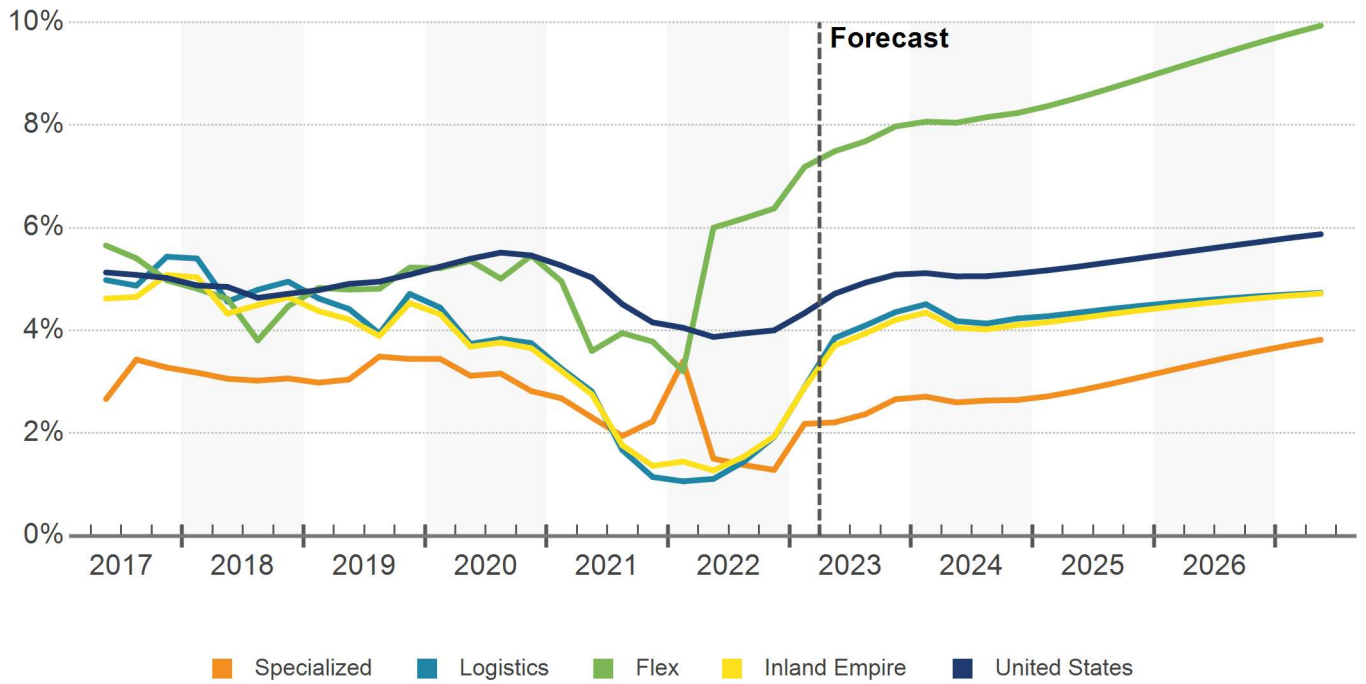
Amazon has steadily grown since first entering the market a decade ago and now occupies 28 industrial properties across the metro with a total of 20 million SF. Amazon's recent announcement of facility closures throughout the country has not impacted the Inland Empire; the market is highly sought after,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

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 increase as supply pressure mounts, while the long-term outlook for vacancies could benefit from lower supply growth, as there are fewer infill development sites and growing opposition towards industrial development.

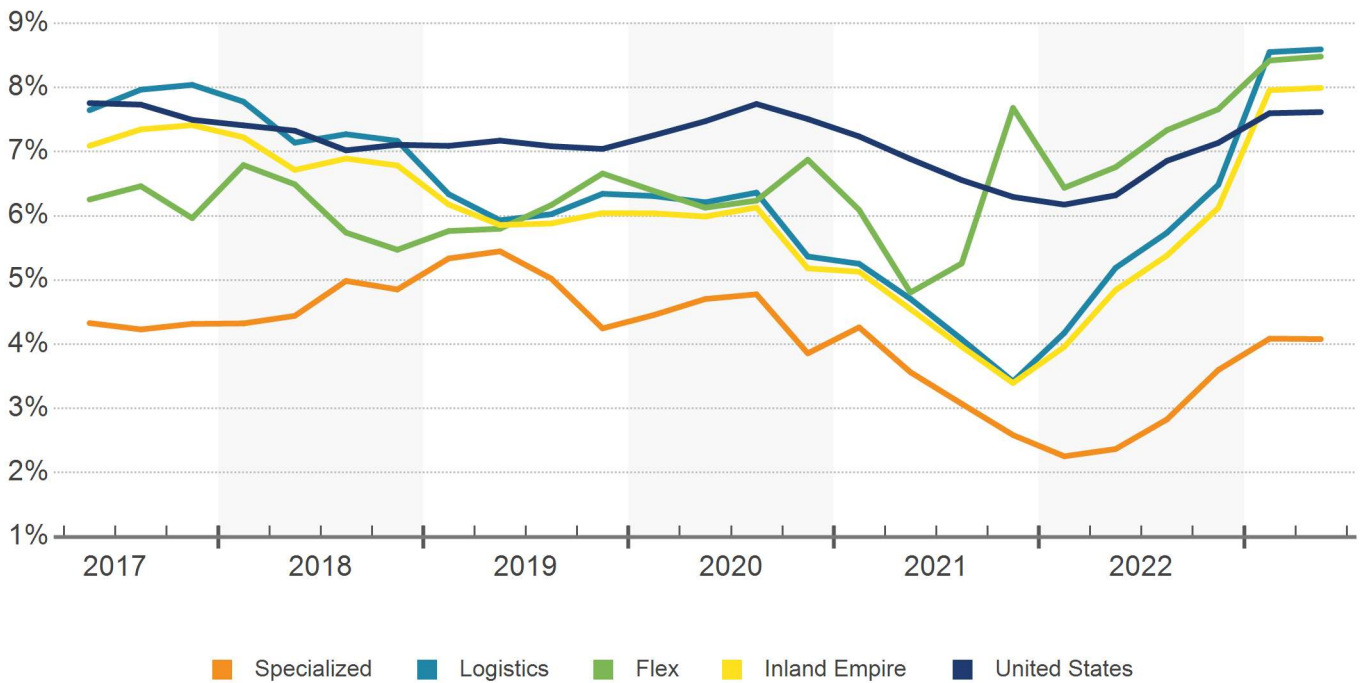
### NET ABSORPTION, NET DELIVERIES & VACANCY



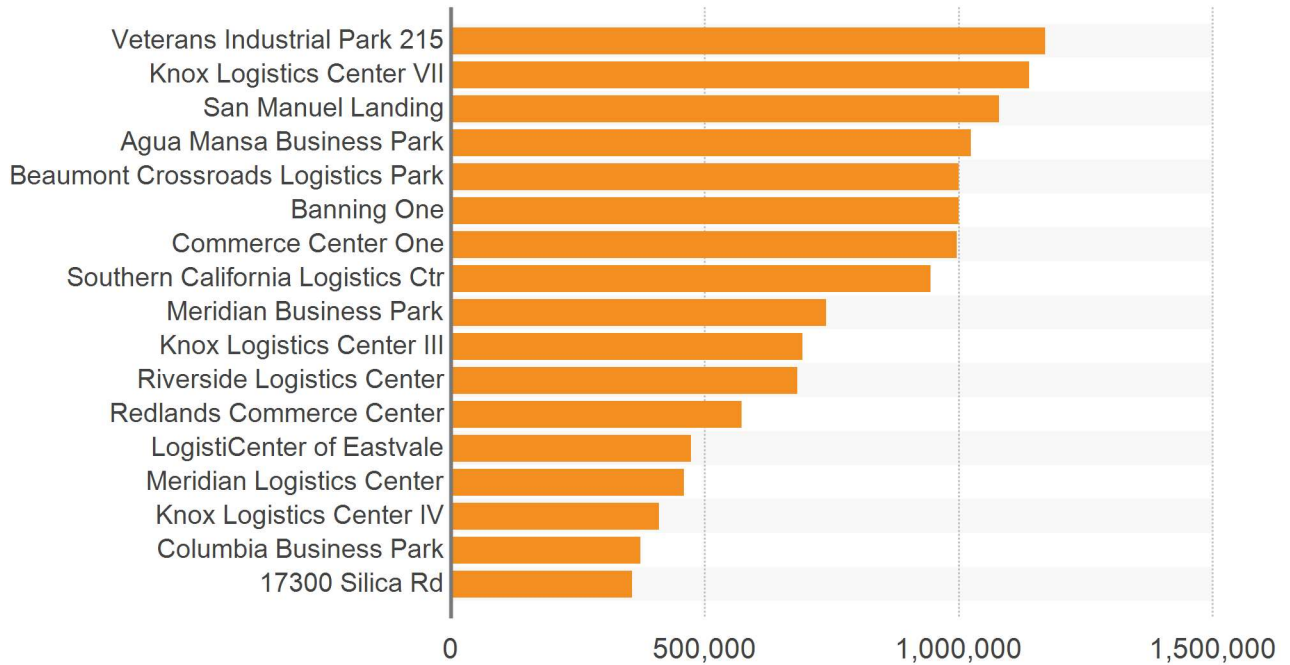
### VACANCY RATE



### 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
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
Banning One	Beaumont/Hemet	1,000,000	0	0	0	0	0	1,000,000
Commerce Center One	Mojave River Valley	1,055,350	0	0	0	0	0	997,362
Southern California Logistics Ctr	Mojave River Valley	1,000,000	0	0	0	0	0	945,054
Meridian Business Park	Moreno Valley/Perris	782,209	0	0	0	0	0	739,229
Knox Logistics Center III	Moreno Valley/Perris	692,645	0	692,645	0	0	0	692,645
Riverside Logistics Center	Moreno Valley/Perris	682,700	0	682,700	0	0	0	682,700
Redlands Commerce Center	Redlands/Loma Linda	606,133	0	0	0	0	0	572,828
LogistiCenter of Eastvale	Corona/Eastvale	501,649	0	0	0	0	0	474,085
Meridian Logistics Center	Moreno Valley/Perris	526,258	0	0	0	0	0	459,296
Knox Logistics Center IV	Moreno Valley/Perris	410,350	0	410,350	0	0	0	410,350
Columbia Business Park	Riverside	374,000	0	374,000	0	0	0	374,000
17300 Silica Rd	Mojave River Valley	357,000	0	0	0	0	0	357,000
<b>Subtotal Primary Competitors</b>		<b>13,403,336</b>	<b>0</b>	<b>5,403,771</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>13,119,591</b>
Remaining Inland Empire Market		715,917,533	22,770,741	(2,558,814)	(1,726,088)	0	0	(2,739,494)
<b>Total Inland Empire Market</b>		<b>729,320,869</b>	<b>22,770,741</b>	<b>2,844,957</b>	<b>(1,726,088)</b>	<b>0</b>	<b>0</b>	<b>10,380,097</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...
3413 Manitou Ct	Riverside	1,379,287	Q1 23	-	Cushman & Wakefield	JLL
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 Commerc...	EQT Exeter
2600 E John St	Beaumont/Hemet	1,000,000	Q4 22	-	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
2950 E Jurupa Ave *	Airport Area	750,000	Q3 22	Uline	JLL	Majestic Realty Co.
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
1901 California St	Redlands/Loma Linda	467,853	Q2 22	Performance Team	-	Lee & Associates Com...
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.
1580 Eastridge Ave *	Moreno Valley/Perris	355,182	Q1 23	Geodis	-	Colliers
23840-23842 Rider St	Moreno Valley/Perris	330,735	Q4 22	FellowShip Warehousing...	Southland Commerc...	DAUM Commercial Re...
16774 Jurupa Ave	Airport Area	325,161	Q1 23	Fusion Logistics.	Colliers	JLL;Lee & Associates...
1865 Mountain View	Redlands/Loma Linda	304,262	Q3 22	-	-	Lee & Associates Com...
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
548 W Merrill Ave	San Bernardino	258,808	Q4 22	-	-	Colliers
8300 Almeria Ave	Airport Area	236,129	Q3 22	LC Logistics Services, Inc.	-	Colliers
100 W Walnut Ave	Moreno Valley/Perris	205,589	Q3 22	GPA Logistics	Westgate Industrial...	Westgate Industrial Pro...
2200-2250 Palmetto Ave	Redlands/Loma Linda	205,000	Q4 22	-	-	CBRE
19972 Patterson Ave	Moreno Valley/Perris	199,932	Q4 22	KPower Global Logistics	JLL	Colliers
102 S Wanamaker Ave	Airport Area	195,093	Q1 23	-	-	CBRE
8449 Milliken Ave	Airport Area	189,960	Q2 22	Efficiency International LLC	Colliers	JLL
13481 Valley Blvd	Airport Area	189,280	Q3 22	DCG Fillfillment	Newmark	Colliers
5309 Sierra Ave	Airport Area	180,021	Q2 22	DCG Fulfillment	-	Lee & Associates Com...

\*Renewal

The pandemic era has yielded vigorous rent growth in the Inland Empire's industrial market, with annual gains of 15.3% over the past 12 months and 18.2% 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.

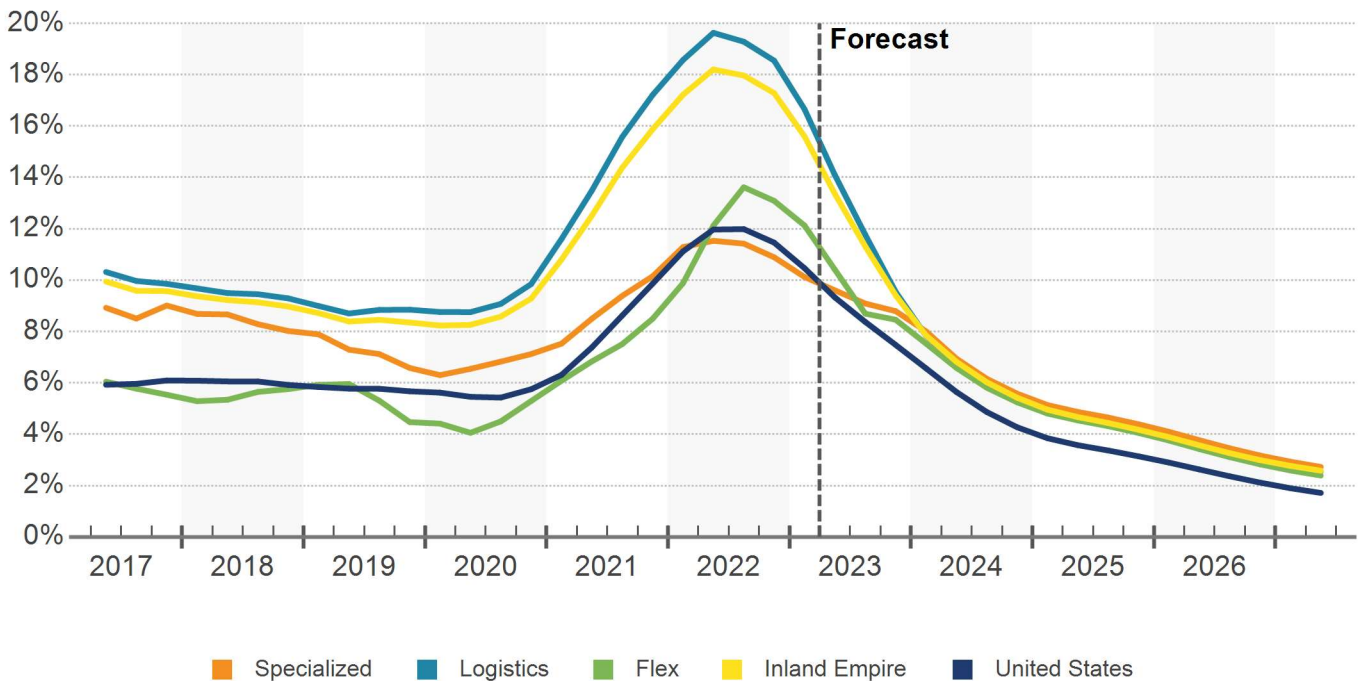
The difference between rents in the Inland Empire and the national index is approximately 20%, but that spread rises to 60% in buildings with at least 200,000 SF. For example, WTI Distribution leased a 267,000-SF warehouse in Fontana at 13366 Philadelphia Ave in November 2022 for an annualized rate of \$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 rent growth is 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.

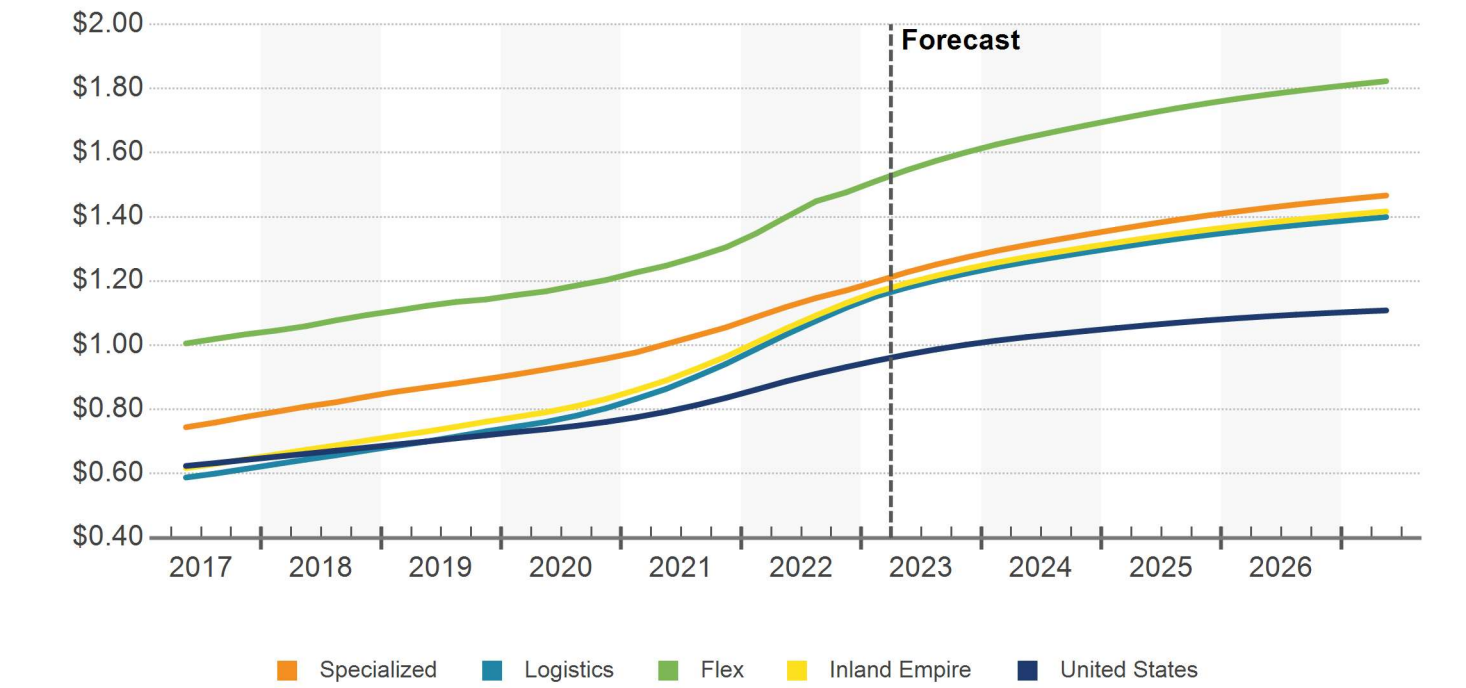
Rent growth is projected to decelerate in CoStar's base case scenario, but remains above the national index for the next 12 months due to the market's fewer availabilities. A wall of supply is expected to reach the market in 2023, which could weigh on fundamentals if not leased rapidly. However, a healthy 45% 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 lower cost of land relative to coastal markets in L.A., Orange County, and San Diego have induced an industrial development boom in the Inland Empire.

Modern logistics facilities with 40-foot clear heights and ample dock doors are highly desired and relatively less prevalent in those markets where much of the inventory was originally intended for manufacturing. Currently, 37.6 million SF of space is under construction, representing 5.2% of existing inventory. Spec development has been popular, but only about 55% of current facilities under construction are available.

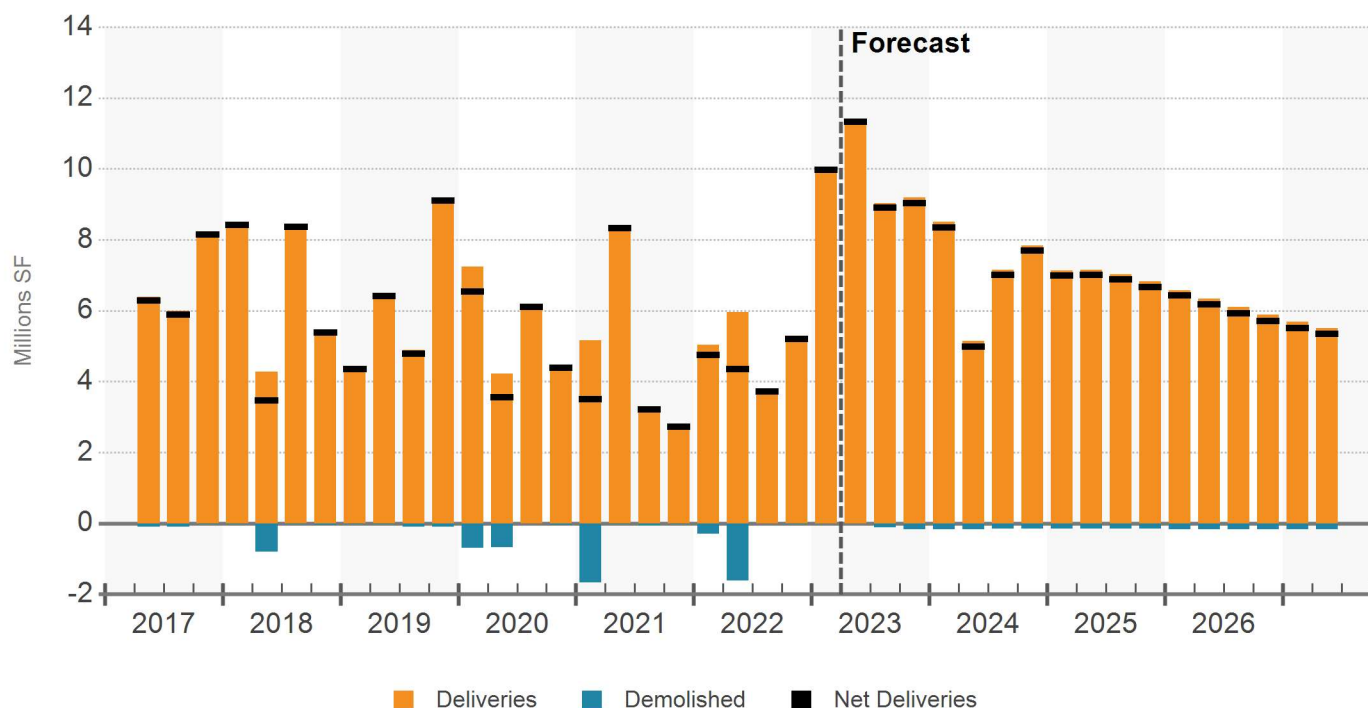
The abundance of land, especially in comparison to neighboring Los Angeles, Orange County, and San Diego, has allowed developers to build big box warehouses. Take for example, Prologis' 4.1 million-SF distribution center for Amazon in Ontario or USAA Real Estate's 2.9 million-SF multi-building project in Beaumont with a 1.8 million-SF warehouse that is leased to United Legwear & Apparel Co. In contrast, Los

Angeles has been able to develop only a single 1 million-SF warehouse since 1990.

Roughly 40% of industrial space underway is in the Airport Area Submarket. Ontario Ranch has been a hotbed for industrial development and a fair balance of housing construction ensures that tenants will be able to draw from a large pool of workers. Starts in the last two quarters, however, have been growing in the market's periphery, including the Beaumont/Hemet and Mojave River Valley Submarkets. These areas offer much lower land prices and development here is heavily skewed towards big box space.

While construction levels are elevated, parts of the Inland Empire are running out of developable land and some local governments have implemented industrial development moratoriums. The constraint on supply, however, is not expected to drastically impact supply growth within the next five years.

### 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	53	15,862	5,701	35.9%	6	68,289	299,290	3
2	Riverside	18	5,573	2,679	48.1%	5	46,414	309,617	2
3	Moreno Valley/Perris	28	5,143	2,568	49.9%	4	166,280	183,669	6
4	Beaumont/Hemet	4	4,103	4,103	100%	1	28,992	1,025,844	1
5	Mojave River Valley	12	2,960	1,575	53.2%	3	28,590	246,631	4
6	San Bernardino	16	1,676	131	7.8%	8	68,542	104,777	8
7	Chino/Chino Hills	4	767	451	58.9%	2	54,677	191,659	5
8	Redlands/Loma Linda	4	589	0	0%	10	86,448	147,128	7
9	Corona/Eastvale	4	324	60	18.5%	7	33,602	80,968	9
10	South Riverside	12	281	20	7.1%	9	20,776	23,396	10
	All Other	9	334	193	57.6%		14,567	37,142	
Totals		164	37,612	17,481	46.5%		51,517	229,339	

# Under Construction Properties

Inland Empire Industrial

Properties

Square Feet

Percent of Inventory

Released

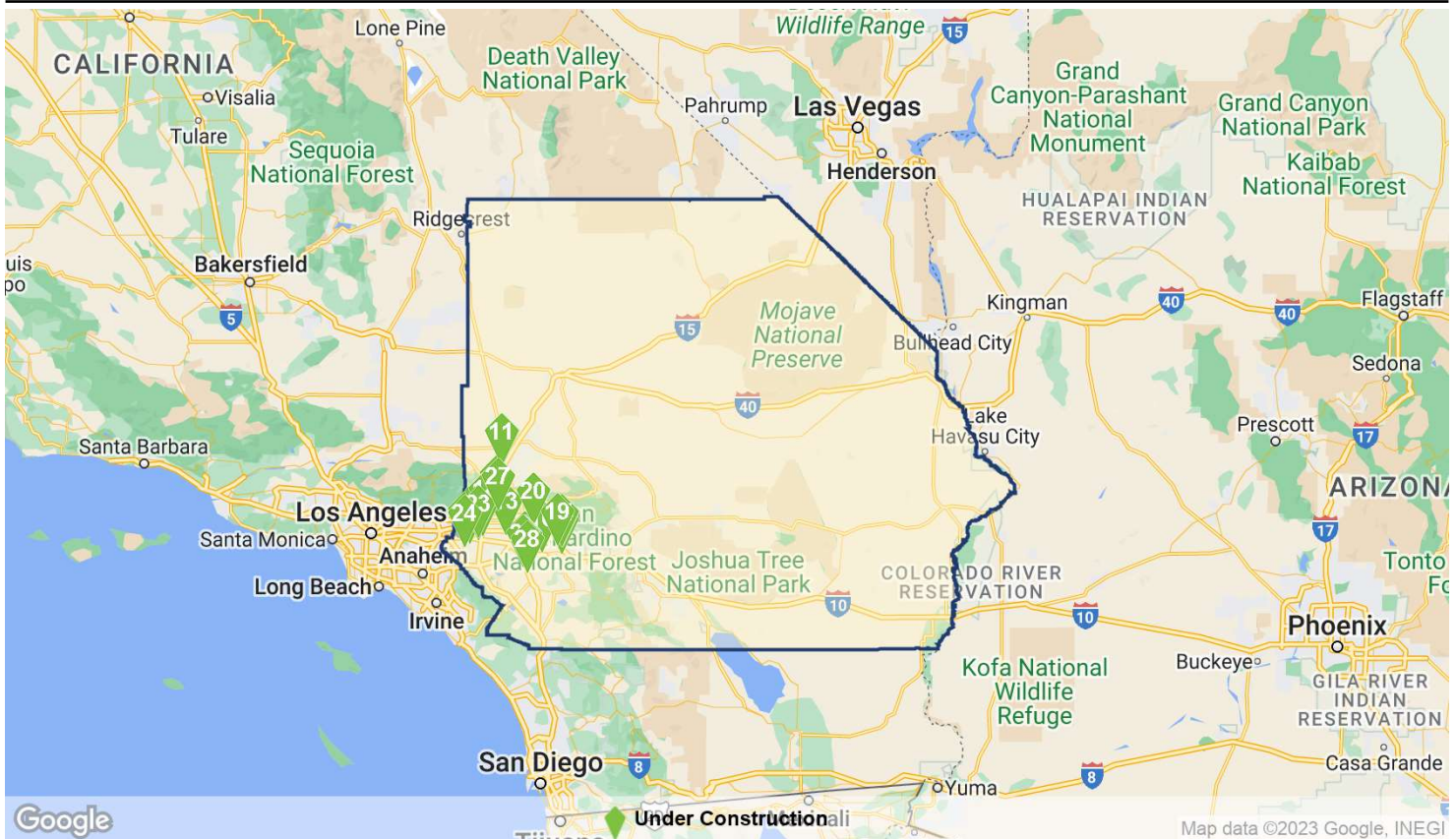
164

37,611,626

5.3%

46.5%

## 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	Oct 2022	Mar 2024	- 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	May 2023	Real Estate Development Associ... Clarion Partners
9 <b>Building 2</b> 36324 Cherry Valley Blvd	★★★★★	1,017,845	1	Feb 2022	May 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	May 2023	Artemis Real Estate Partners Brookfield Asset Management, Inc.
15 <b>2</b> 12415 Sixth St	★★★★★	752,497	1	May 2022	Sep 2023	- -
16 <b>Skechers Bldg B</b> 29800 Eucalyptus Ave	★★★★★	750,000	-	Apr 2021	May 2023	Highland Fairview Properties -
17 <b>3412 Manitou Ct</b>	★★★★★	560,025	1	Jul 2022	Oct 2023	- -
18 <b>BLDG A</b> 13160 Napa St	★★★★★	500,403	1	Sep 2022	Aug 2023	Hillwood Development Company -
19 <b>Singleton Rd</b>	★★★★★	493,000	1	Feb 2023	Feb 2024	Birtcher Development -
20 <b>First Pioneer Logistics</b> 27358 Pioneer Ave	★★★★★	460,805	1	Sep 2022	Sep 2023	- First Industrial Realty Trust, Inc.
21 <b>Knox Logistics Center VI</b> 23120 Oleander Ave	★★★★★	418,000	1	Feb 2022	May 2023	Clarion Partners Clarion Partners
22 <b>Majestic Freeway Busine...</b> 22773 Oleander Ave	★★★★★	406,496	1	Apr 2022	May 2023	- Majestic Realty Co.
23 <b>3310 S Hamner Ave</b>	★★★★★	386,187	1	Nov 2022	Jun 2023	- -
24 <b>In-N-Out Food Processing</b> Kimball & Sultana Ave	★★★★★	376,204	1	Jun 2021	May 2023	- In-N-Out Burger
25 <b>Majestic Freeway Busine...</b> 18740 Harvill Ave	★★★★★	373,368	1	Jun 2022	Jun 2023	- Majestic Realty Co.
26 <b>Bldg A</b> Harley Knox Blvd & Decke...	★★★★★	348,375	1	May 2022	May 2023	- -
27 <b>5267 Sierra Ave</b>	★★★★★	332,996	1	Mar 2022	Jul 2023	- Brookfield Properties
28 <b>23840-23842 Rider St</b>	★★★★★	330,735	1	Dec 2021	May 2023	Duke Realty Corporation Prologis, LP.

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 due to rising interest rates and a lower appetite for risk. Deal volume totaled \$9.9 billion in 2022, including \$1.2 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. Rising interest rates are weighing on cap rates, but outsized rent gains for several years are helping prices stay afloat. One recent trade suggests that prices will continue to rise is the sale of a 360,000-SF distribution building in Riverside that 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 plans to expand into the building changed, and the company instead leased it to Sketchers in March 2022. The buyer, BentallGreenOak, acquired the triple-net investment at a 4.3% cap rate.

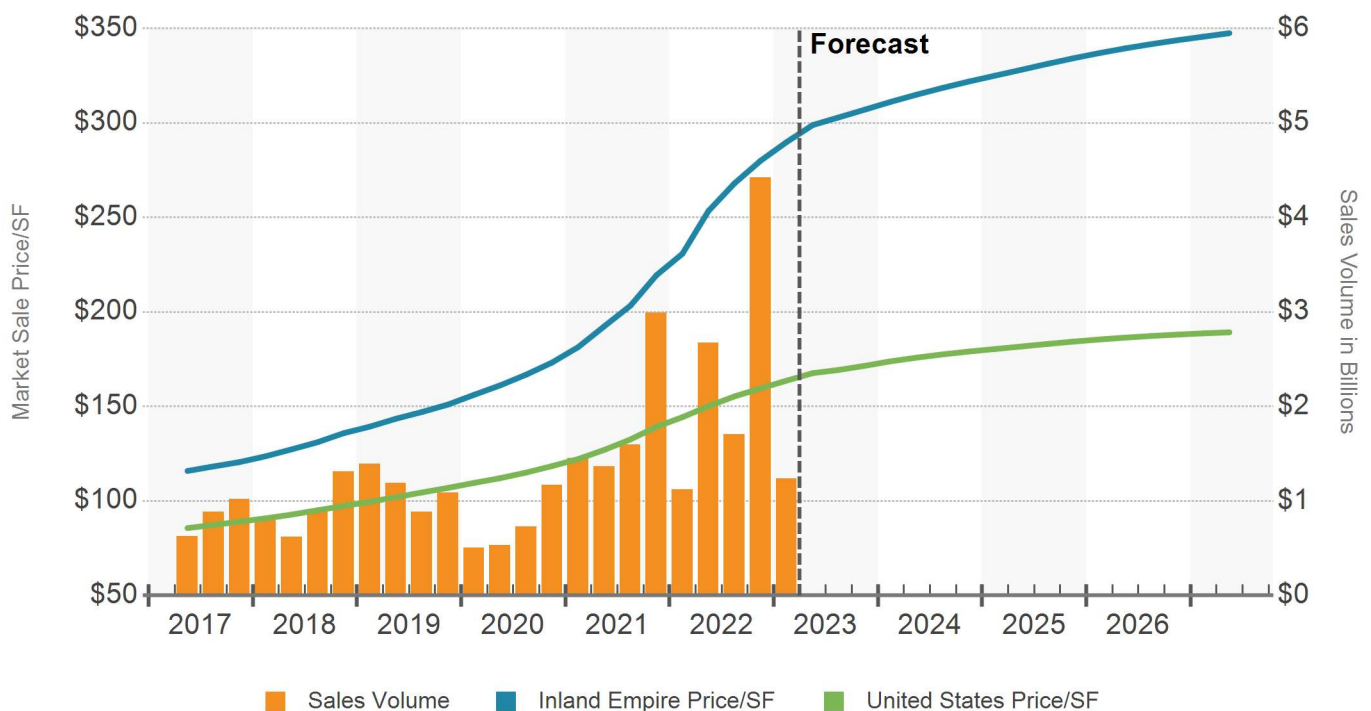
The recent upswing in rents has also made some owner/users more active in capital markets, either to raise capital by divesting of real estate assets at current prices or to lock in real estate costs by acquiring the properties they utilize. For example, Tireco Inc. sold its

1.1 million-SF distribution center in Fontana to Rexford Industrial in January 2023 for \$365 million (\$330/SF) in a sale-leaseback deal. In the counter scenario, NFI Industries, which occupies 7.6 million SF in 15 buildings in the Inland Empire, acquired a 760,800-SF distribution building in Mira Loma for \$220 million (\$289/SF) in November 2022.

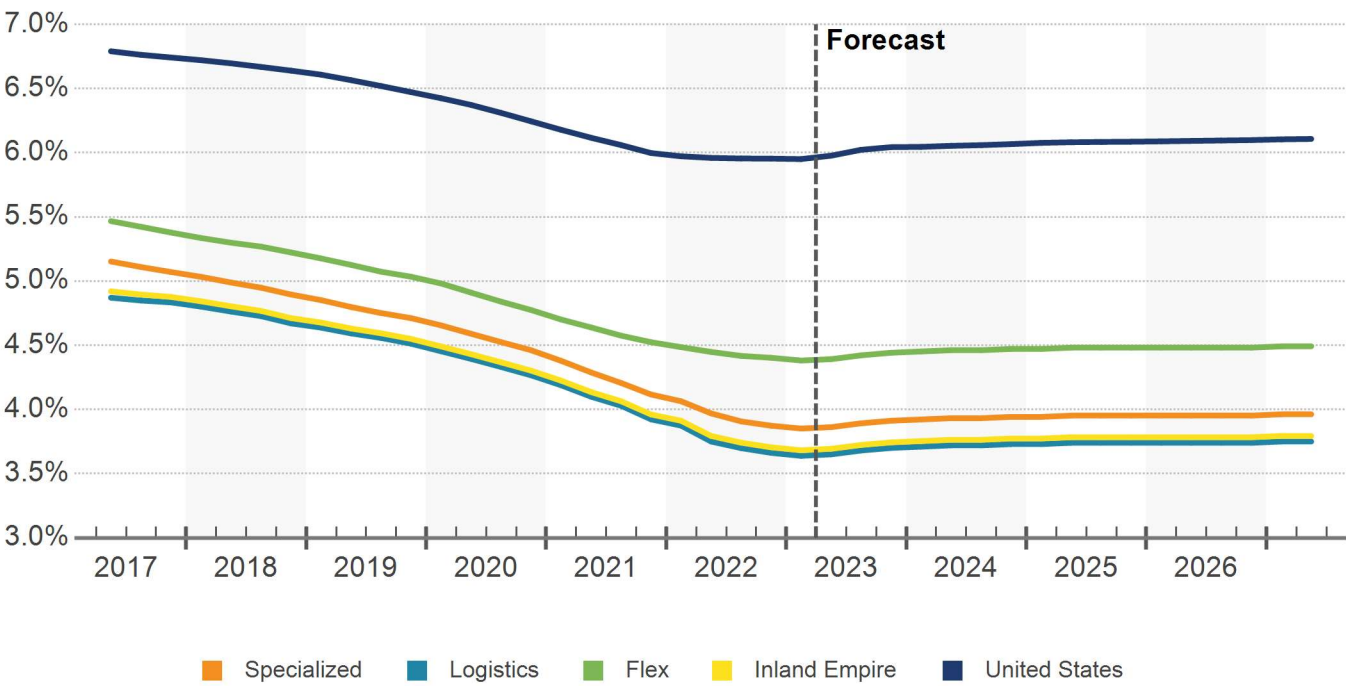
Despite the construction boom, there have been relatively few sales of new buildings. One exception is Ares Management's acquisition of a 206,000-SF distribution building in Perris for \$59.3 million (\$288/SF) in December 2022. The property is leased to GPA Logistics on a triple-net basis for a three-year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

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 forecast, as supply-pressure pushes vacancies higher 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

554

Avg. Cap Rate

4.8%

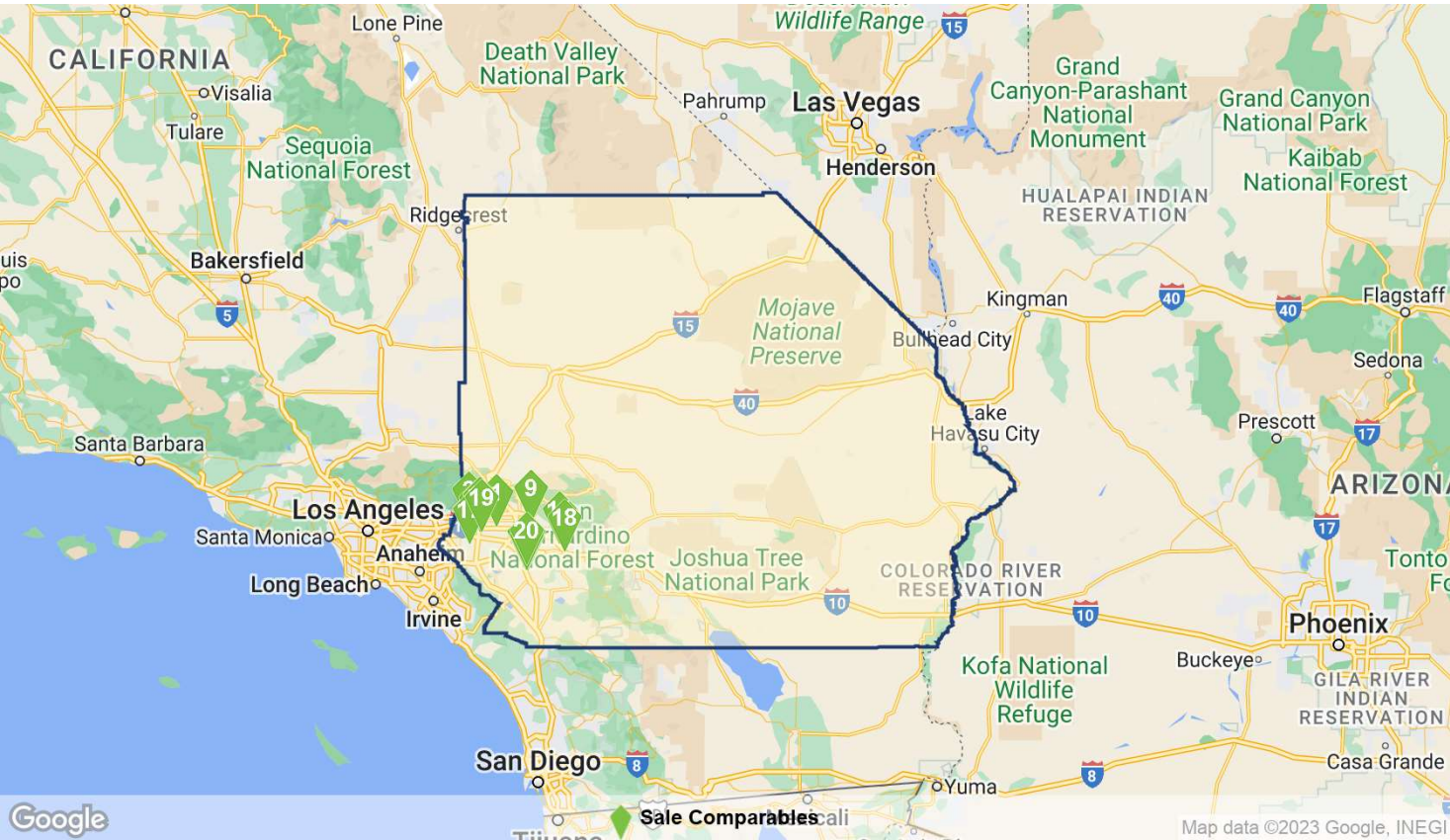
Avg. Price/SF

\$260

Avg. Vacancy At Sale

4.5%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$125,000	\$20,959,886	\$3,840,000	\$365,000,000
Price/SF	\$5.84	\$260	\$260	\$7,620
Cap Rate	2.1%	4.8%	4.8%	8.4%
Time Since Sale in Months	0.2	6.5	6.1	12.0
Property Attributes	Low	Average	Median	High
Building SF	960	79,344	16,088	1,530,944
Ceiling Height	8'	21'9"	20'	45'
Docks	0	11	0	241
Vacancy Rate At Sale	0%	4.5%	0%	100%
Year Built	1935	1993	1990	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
<b>1</b> Bldg 5 10545 Production Ave	★★★★★	2006	1,101,840	0%	1/30/2023	\$365,000,000	\$331	5.0%
<b>2</b> QVC Fulfillment Center 853 Qvc Way	★★★★★	2016	1,061,735	0%	6/22/2022	\$334,000,000	\$315	-
<b>3</b> Deckers Distribution Ce... 17791 Perris Blvd	★★★★★	2014	1,530,944	0%	10/3/2022	\$279,021,693	\$182	-
<b>4</b> Bldg 6 6251 Archibald Ave	★★★★★	2022	501,649	0%	7/19/2022	\$229,873,704	\$458	-
<b>5</b> 3300 Indian Ave	★★★★★	2017	1,224,874	0%	10/3/2022	\$223,239,006	\$182	-
<b>6</b> 13000 Mission Blvd	★★★★★	2000	760,829	0%	11/22/2022	\$220,000,000	\$289	-
<b>7</b> 728 W Rider St	★★★★★	2021	1,203,449	0%	10/3/2022	\$219,334,200	\$182	-
<b>8</b> 2151 S Vintage Ave	★★★★★	1991	766,235	0%	10/3/2022	\$210,481,927	\$275	-
<b>9</b> 9180 Alabama St	★★★★★	2021	1,079,236	0%	10/3/2022	\$204,205,314	\$189	-
<b>10</b> 4375 N Perris St	★★★★★	2020	1,008,646	0%	10/3/2022	\$183,830,444	\$182	-
<b>11</b> Building 2 36324 Cherry Valley Blvd	★★★★★	2023	1,017,845	0%	1/27/2023	\$182,715,000	\$180	-
<b>12</b> 5555 Jurupa St	★★★★★	1997	468,000	0%	5/4/2022	\$180,000,000	\$385	-
<b>13</b> Bldg 2 3900 Indian Ave	★★★★★	2014	579,708	0%	8/17/2022	\$158,000,000	\$273	-
<b>14</b> Building 1 36312 Cherry Valley Blvd	★★★★★	2023	814,822	0%	1/27/2023	\$146,285,500	\$180	-
<b>15</b> 4501 Patterson Ave	★★★★★	2020	800,218	0%	10/3/2022	\$145,843,467	\$182	-
<b>16</b> 3500 Indian Ave	★★★★★	2015	783,407	0%	10/3/2022	\$142,779,584	\$182	-
<b>17</b> 6300 Providence Way	★★★★★	2017	281,000	0%	6/15/2022	\$136,500,000	\$486	-
<b>18</b> 630 Nicholas Rd	★★★★★	2013	600,000	0%	5/31/2022	\$131,000,000	\$218	-
<b>19</b> MetLife 13204-13250 Philadelphia...	★★★★★	2000	380,650	0%	12/23/2022	\$127,000,000	\$334	-
<b>20</b> 17783 Indian St	★★★★★	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 \$79,000, well below coastal metros, but higher than the national median of \$73,000.

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.

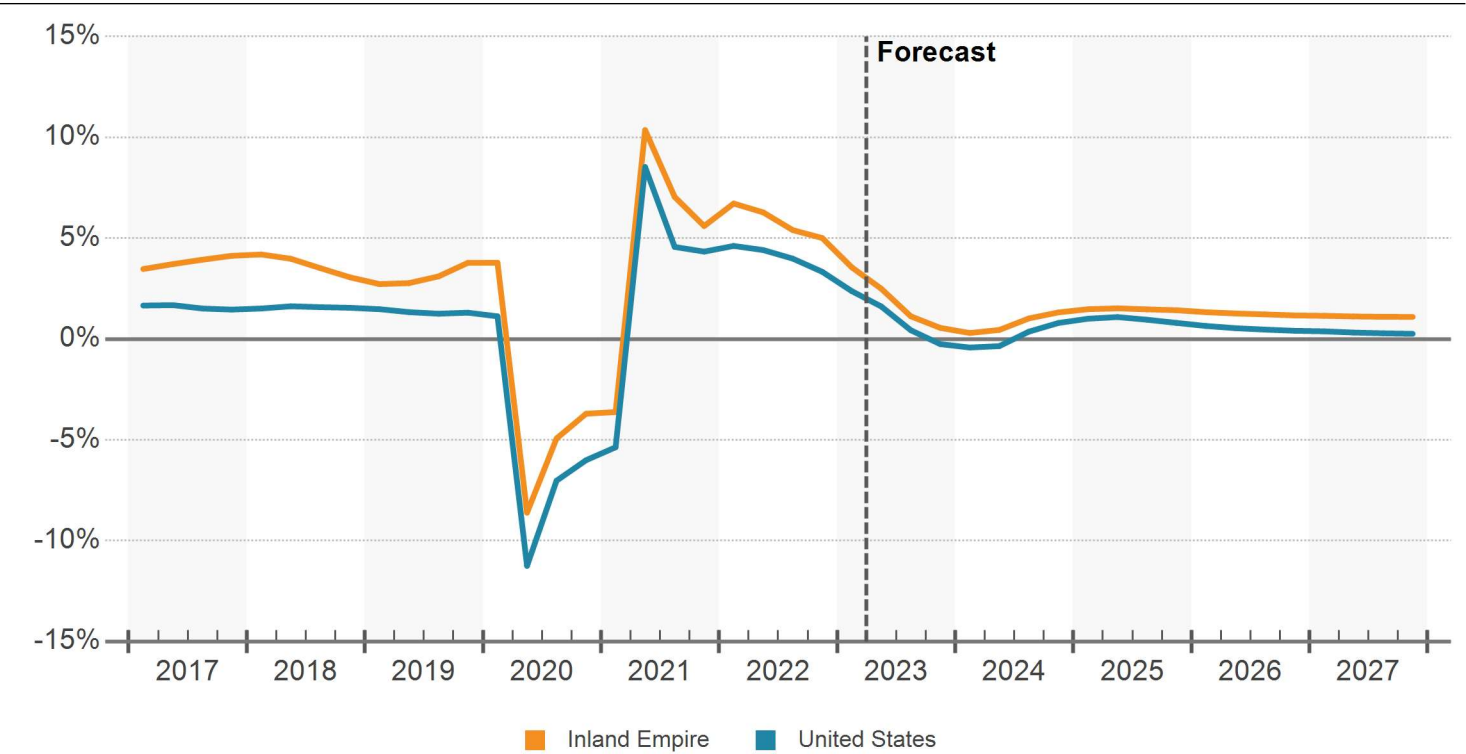
Tourism is vibrant in Palm Springs, Big Bear, and Temecula, primarily attracting in-state travelers. Payrolls in the leisure and hospitality sector have returned to pre-pandemic levels.

### 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	4.08%	2.49%	1.64%	0.78%	0.05%	-0.03%
Trade, Transportation and Utilities	479	1.5	1.91%	0.87%	4.96%	1.17%	1.34%	0.07%
Retail Trade	187	1.1	1.22%	-0.03%	1.37%	0.54%	0.31%	0.08%
Financial Activities	47	0.5	1.36%	1.38%	1.33%	1.39%	0.09%	0.08%
Government	259	1.0	2.99%	1.18%	1.57%	0.25%	1.26%	0.55%
Natural Resources, Mining and Construction	113	1.2	1.82%	2.64%	4.96%	2.40%	0.64%	0.21%
Education and Health Services	274	1.0	4.82%	3.36%	4.04%	1.72%	1.44%	0.53%
Professional and Business Services	178	0.7	4.60%	2.39%	3.22%	2.07%	0.43%	0.33%
Information	11	0.3	8.85%	4.61%	-1.12%	1.31%	1.20%	0.21%
Leisure and Hospitality	185	1.0	7.46%	4.73%	3.31%	1.35%	1.21%	1.03%
Other Services	45	0.7	-0.33%	2.55%	0.90%	0.59%	0.40%	0.30%
<b>Total Employment</b>	<b>1,692</b>	<b>1.0</b>	<b>3.49%</b>	<b>2.33%</b>	<b>3.37%</b>	<b>1.28%</b>	<b>1.05%</b>	<b>0.37%</b>

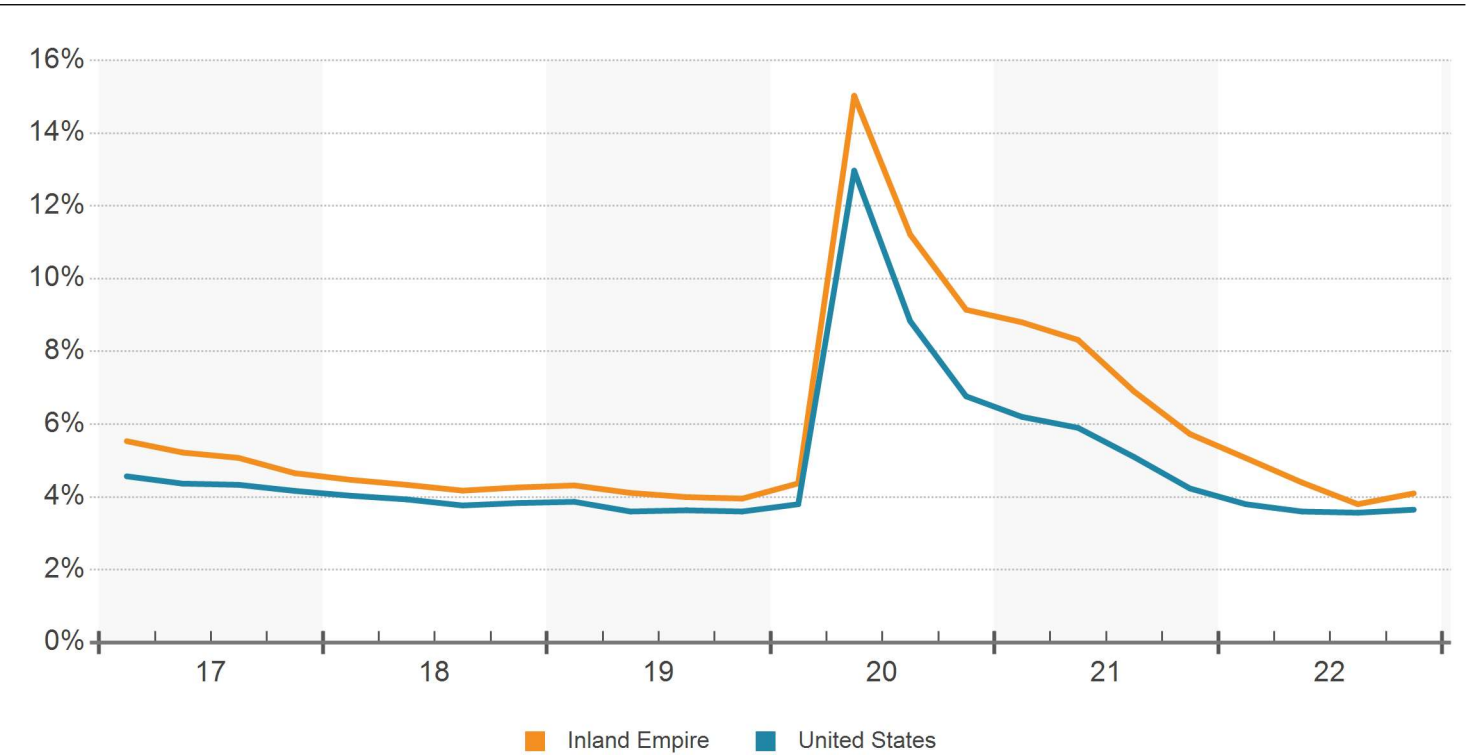
Source: Oxford Economics  
LQ = Location Quotient

JOB GROWTH (YOY)

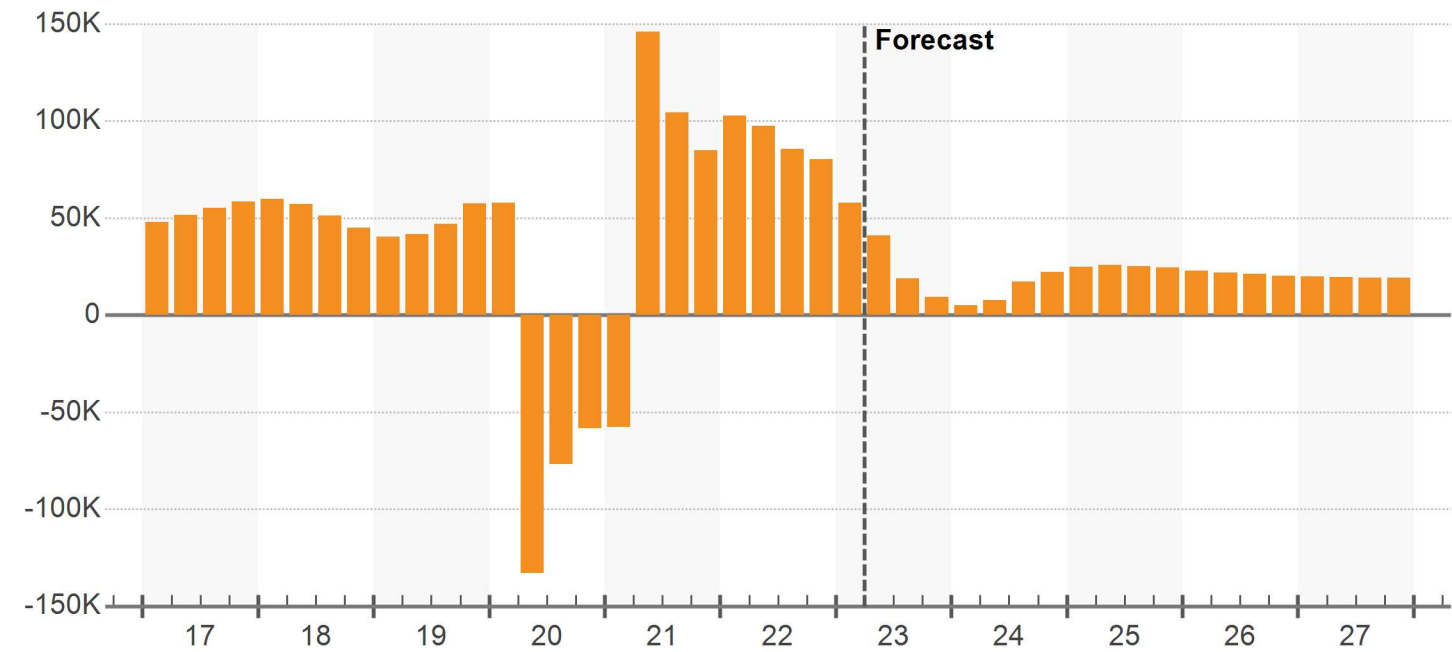


Source: Oxford Economics

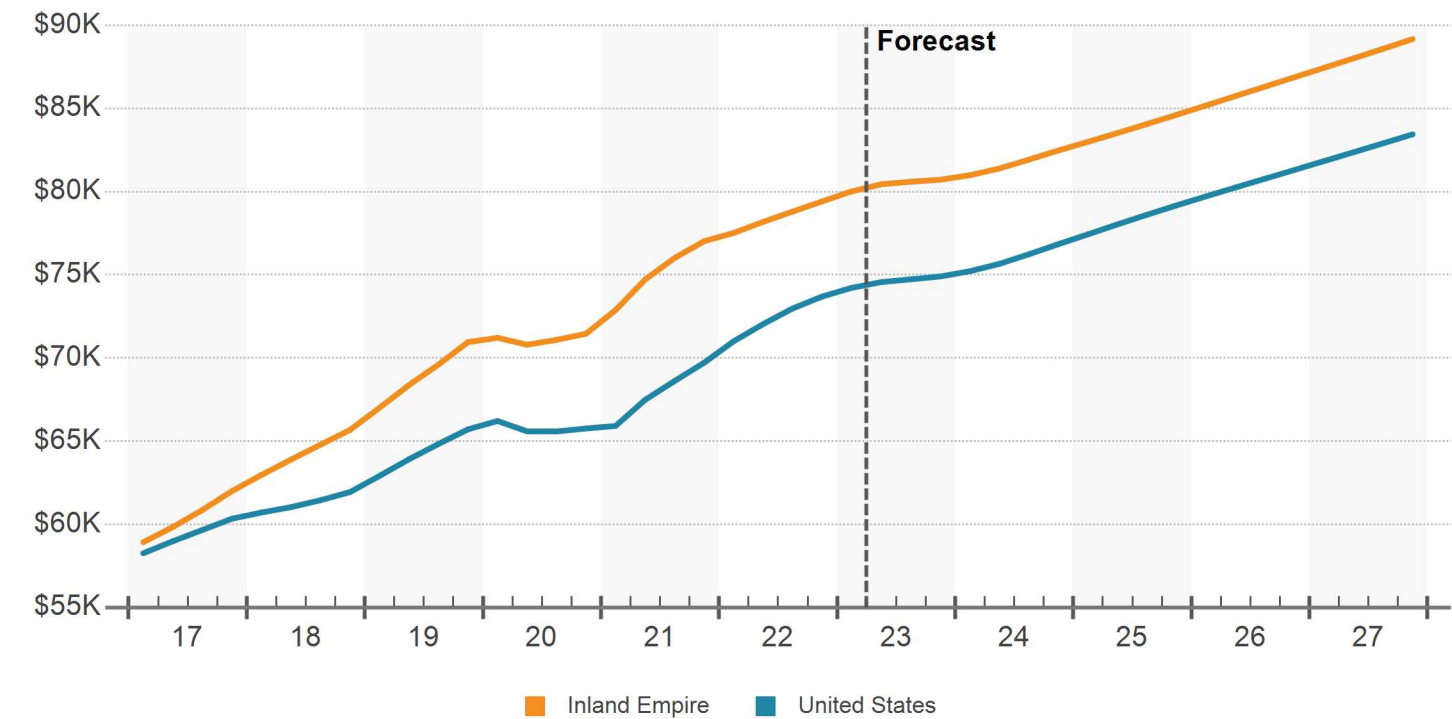
UNEMPLOYMENT RATE (%)



NET EMPLOYMENT CHANGE (YOY)

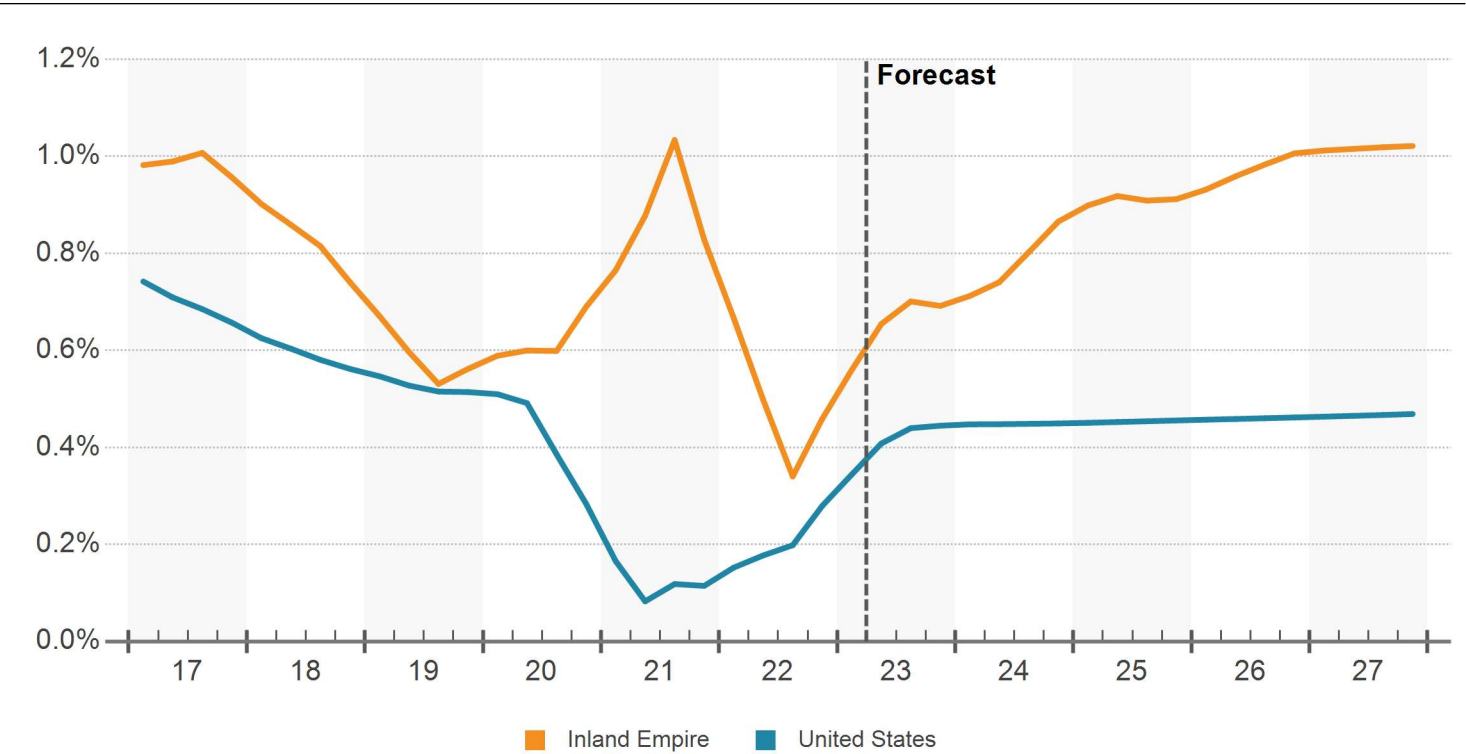


MEDIAN HOUSEHOLD INCOME

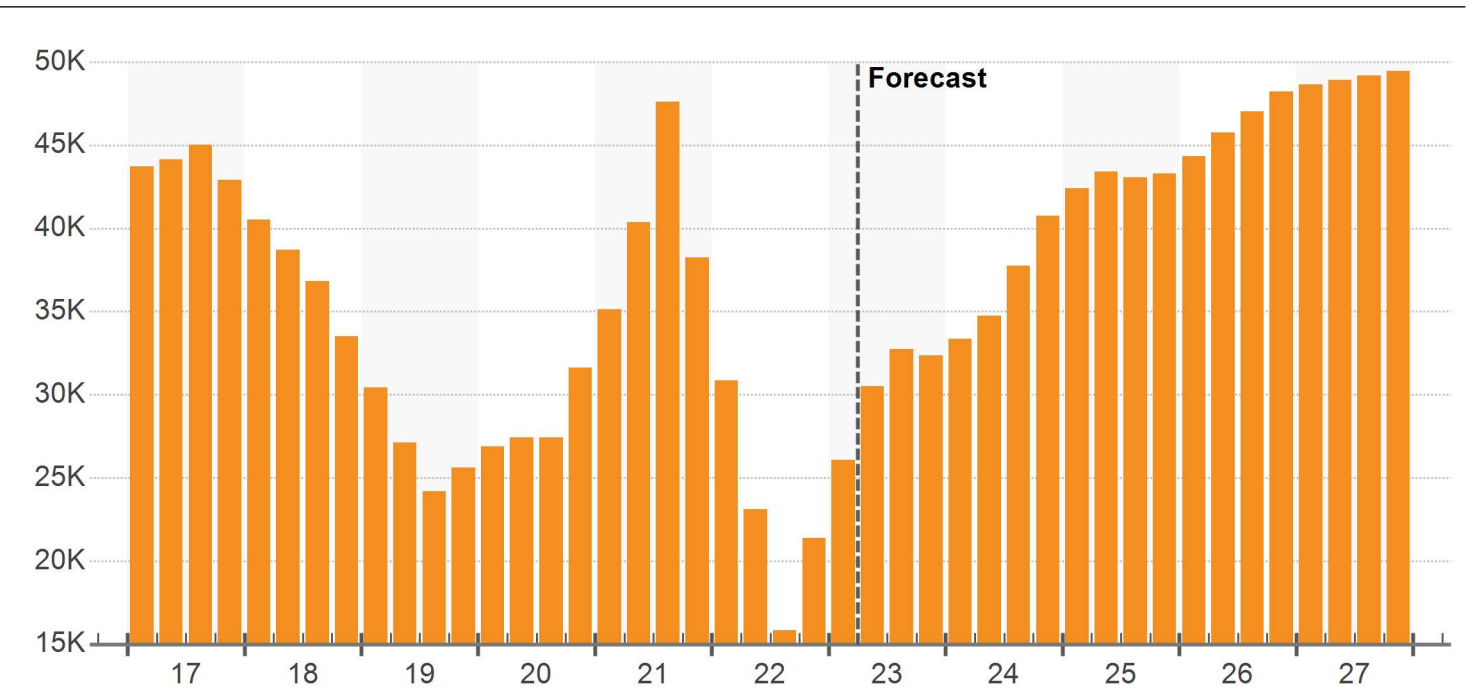




POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)



### DEMOGRAPHIC TRENDS

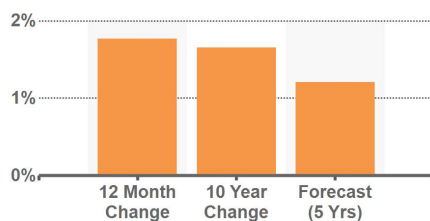
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	4,686,018	333,317,250	0.6%	0.3%	0.8%	0.5%	0.9%	0.5%
Households	1,466,273	129,345,070	1.1%	0.9%	0.7%	0.8%	1.0%	0.6%
Median Household Income	\$80,040	\$74,237	3.2%	4.5%	4.4%	3.7%	2.3%	2.5%
Labor Force	2,200,342	165,154,781	1.8%	0.7%	1.6%	0.6%	1.2%	0.4%
Unemployment	4.1%	3.7%	-0.9%	-0.1%	-0.6%	-0.4%	-	-

Source: Oxford Economics

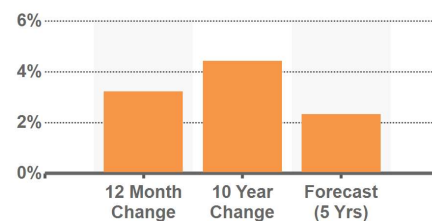
#### POPULATION GROWTH



#### LABOR FORCE GROWTH



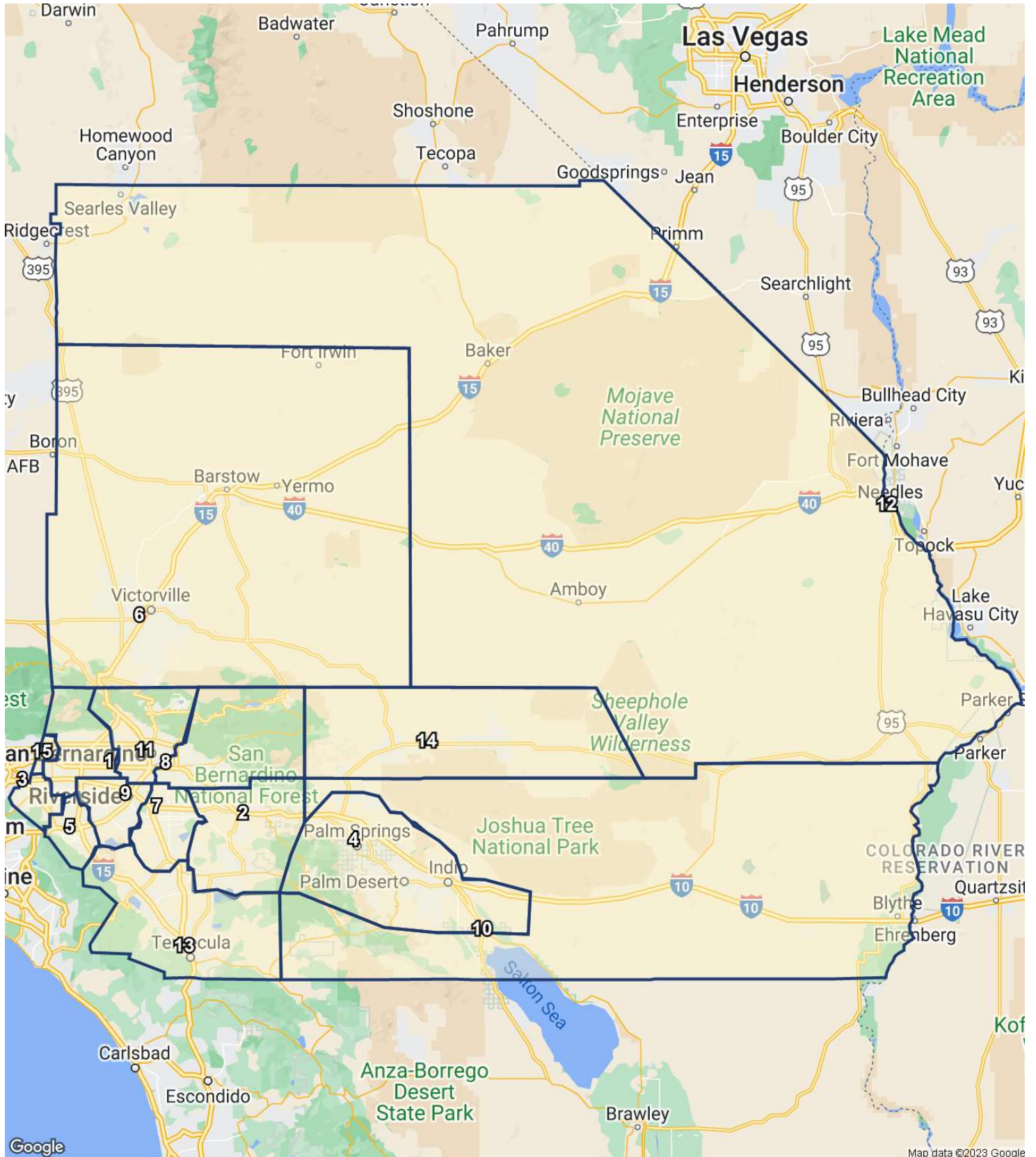
#### INCOME GROWTH



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	3,419	233,479	32.0%	1	26	2,762	1.2%	3	53	15,862	6.8%	1
2	Beaumont/Hemet	439	12,727	1.7%	11	2	2,000	15.7%	6	4	4,103	32.2%	4
3	Chino/Chino Hills	1,031	56,372	7.7%	5	17	906	1.6%	9	4	767	1.4%	7
4	Coachella Valley	1,038	16,645	2.3%	10	9	170	1.0%	11	5	253	1.5%	11
5	Corona/Eastvale	1,173	39,415	5.4%	6	37	4,116	10.4%	2	4	324	0.8%	9
6	Mojave River Valley	967	27,646	3.8%	8	8	2,207	8.0%	4	12	2,960	10.7%	5
7	Moreno Valley/Perris	602	100,100	13.7%	3	19	7,125	7.1%	1	28	5,143	5.1%	3
8	Redlands/Loma Linda	371	32,072	4.4%	7	4	1,171	3.6%	8	4	589	1.8%	8
9	Riverside	1,610	74,726	10.2%	4	15	2,004	2.7%	5	18	5,573	7.5%	2
10	Riverside Outlying	36	494	0.1%	13	0	0	0%	-	0	-	-	-
11	San Bernardino	1,471	100,826	13.8%	2	10	1,588	1.6%	7	16	1,676	1.7%	6
12	San Bernardino Outlying	18	349	0%	15	0	0	0%	-	0	-	-	-
13	South Riverside	1,156	24,017	3.3%	9	28	409	1.7%	10	12	281	1.2%	10
14	Twentynine Palms	75	419	0.1%	14	0	0	0%	-	0	-	-	-
15	Upland/Montclair	751	10,033	1.4%	12	4	73	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	\$1.23	8	16.0%	4	-2.4%	15
2	Beaumont/Hemet	\$1.11	12	14.3%	8	0.8%	1
3	Chino/Chino Hills	\$1.25	7	15.5%	5	-1.7%	12
4	Coachella Valley	\$1.55	1	10.6%	14	-0.4%	3
5	Corona/Eastvale	\$1.27	5	13.4%	9	-1.4%	10
6	Mojave River Valley	\$1.22	9	14.7%	6	-0.5%	5
7	Moreno Valley/Perris	\$1.01	14	16.6%	2	-1.0%	7
8	Redlands/Loma Linda	\$0.98	15	16.9%	1	-0.2%	2
9	Riverside	\$1.14	10	14.4%	7	-1.8%	14
10	Riverside Outlying	\$1.12	11	11.0%	13	-0.7%	6
11	San Bernardino	\$1.02	13	16.1%	3	-1.5%	11
12	San Bernardino Outlying	\$1.25	6	12.1%	10	-1.7%	13
13	South Riverside	\$1.34	4	12.0%	11	-1.1%	8
14	Twentynine Palms	\$1.43	2	10.4%	15	-0.5%	4
15	Upland/Montclair	\$1.36	3	11.8%	12	-1.2%	9



### SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	<a href="#">Airport Area</a>	7,293,912	3.1%	8	(2,175,174)	-0.9%	15	-
2	<a href="#">Beaumont/Hemet</a>	167,381	1.3%	2	1,948,711	15.3%	3	1.0
3	<a href="#">Chino/Chino Hills</a>	1,417,574	2.5%	6	(284,458)	-0.5%	13	-
4	<a href="#">Coachella Valley</a>	786,909	4.7%	11	(198,843)	-1.2%	12	-
5	<a href="#">Corona/Eastvale</a>	2,950,064	7.5%	12	1,402,115	3.6%	4	1.7
6	<a href="#">Mojave River Valley</a>	739,892	2.7%	7	2,325,708	8.4%	2	0.1
7	<a href="#">Moreno Valley/Perris</a>	3,401,222	3.4%	9	5,445,401	5.4%	1	1.2
8	<a href="#">Redlands/Loma Linda</a>	645,380	2.0%	5	1,061,530	3.3%	6	0.6
9	<a href="#">Riverside</a>	1,194,969	1.6%	3	1,241,897	1.7%	5	1.5
10	<a href="#">Riverside Outlying</a>	-	-	-	29,930	6.1%	8	-
11	<a href="#">San Bernardino</a>	1,974,395	2.0%	4	133,428	0.1%	7	11.6
12	<a href="#">San Bernardino Outlying</a>	-	-	-	2,747	0.8%	9	-
13	<a href="#">South Riverside</a>	1,852,130	7.7%	13	(356,461)	-1.5%	14	-
14	<a href="#">Twentynine Palms</a>	5,400	1.3%	1	(2,800)	-0.7%	10	-
15	<a href="#">Upland/Montclair</a>	341,513	3.4%	10	(193,627)	-1.9%	11	-

# Supply & Demand Trends

Inland Empire Industrial

## OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	859,429,079	21,098,112	2.5%	18,854,162	2.2%	1.1
2026	838,330,967	24,228,559	3.0%	21,109,453	2.5%	1.1
2025	814,102,408	27,527,882	3.5%	24,119,083	3.0%	1.1
2024	786,574,526	28,018,708	3.7%	27,625,369	3.5%	1.0
2023	758,555,818	39,229,005	5.5%	21,250,088	2.8%	1.8
YTD	729,293,935	9,967,122	1.4%	1,118,869	0.2%	8.9
2022	719,326,813	18,006,607	2.6%	13,648,434	1.9%	1.3
2021	701,320,206	17,784,008	2.6%	33,212,542	4.7%	0.5
2020	683,536,198	20,588,177	3.1%	25,660,305	3.8%	0.8
2019	662,948,021	24,639,379	3.9%	24,249,886	3.7%	1.0
2018	638,308,642	25,632,495	4.2%	27,075,592	4.2%	0.9
2017	612,676,147	24,207,245	4.1%	17,003,422	2.8%	1.4
2016	588,468,902	19,033,772	3.3%	24,379,899	4.1%	0.8
2015	569,435,130	21,230,252	3.9%	19,652,892	3.5%	1.1
2014	548,204,878	21,331,628	4.0%	20,820,868	3.8%	1.0
2013	526,873,250	9,988,510	1.9%	18,074,032	3.4%	0.6
2012	516,884,740	5,803,079	1.1%	6,553,697	1.3%	0.9
2011	511,081,661	2,330,924	0.5%	16,515,608	3.2%	0.1

## SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	103,571,340	432,407	0.4%	11,138	0%	38.8
2026	103,138,933	511,186	0.5%	(38,147)	0%	-
2025	102,627,747	594,395	0.6%	134,169	0.1%	4.4
2024	102,033,352	551,624	0.5%	554,400	0.5%	1.0
2023	101,481,728	1,074,042	1.1%	(334,908)	-0.3%	-
YTD	100,757,939	350,253	0.3%	(610,355)	-0.6%	-
2022	100,407,686	(1,322,018)	-1.3%	(342,635)	-0.3%	-
2021	101,729,704	671,081	0.7%	1,253,083	1.2%	0.5
2020	101,058,623	1,849,391	1.9%	2,416,811	2.4%	0.8
2019	99,209,232	889,151	0.9%	485,099	0.5%	1.8
2018	98,320,081	47,437	0%	254,903	0.3%	0.2
2017	98,272,644	397,528	0.4%	(192,540)	-0.2%	-
2016	97,875,116	(14,422)	0%	463,846	0.5%	-
2015	97,889,538	(482,632)	-0.5%	(58,872)	-0.1%	-
2014	98,372,170	922,828	0.9%	1,071,475	1.1%	0.9
2013	97,449,342	(98,654)	-0.1%	2,317,500	2.4%	-
2012	97,547,996	(465,093)	-0.5%	73,910	0.1%	-
2011	98,013,089	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	739,961,347	20,640,503	2.9%	18,915,284	2.6%	1.1
2026	719,320,844	23,685,936	3.4%	21,233,433	3.0%	1.1
2025	695,634,908	26,895,364	4.0%	24,052,710	3.5%	1.1
2024	668,739,544	27,442,761	4.3%	27,088,525	4.1%	1.0
2023	641,296,783	38,137,306	6.3%	21,819,900	3.4%	1.7
YTD	612,776,346	9,616,869	1.6%	1,914,272	0.3%	5.0
2022	603,159,477	19,237,773	3.3%	14,312,142	2.4%	1.3
2021	583,921,704	17,112,927	3.0%	31,697,141	5.4%	0.5
2020	566,808,777	18,738,786	3.4%	23,279,673	4.1%	0.8
2019	548,069,991	23,753,628	4.5%	23,888,137	4.4%	1.0
2018	524,316,363	25,567,558	5.1%	26,724,693	5.1%	1.0
2017	498,748,805	23,781,893	5.0%	17,012,861	3.4%	1.4
2016	474,966,912	19,038,194	4.2%	23,780,201	5.0%	0.8
2015	455,928,718	21,712,884	5.0%	19,526,159	4.3%	1.1
2014	434,215,834	20,452,295	4.9%	19,416,760	4.5%	1.1
2013	413,763,539	10,037,878	2.5%	15,307,313	3.7%	0.7
2012	403,725,661	6,268,172	1.6%	6,087,706	1.5%	1.0
2011	397,457,489	1,951,638	0.5%	15,043,300	3.8%	0.1

## FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	15,896,392	25,202	0.2%	(72,260)	-0.5%	-
2026	15,871,190	31,437	0.2%	(85,833)	-0.5%	-
2025	15,839,753	38,123	0.2%	(67,796)	-0.4%	-
2024	15,801,630	24,323	0.2%	(17,556)	-0.1%	-
2023	15,777,307	17,657	0.1%	(234,904)	-1.5%	-
YTD	15,759,650	0	0%	(185,048)	-1.2%	-
2022	15,759,650	90,852	0.6%	(321,073)	-2.0%	-
2021	15,668,798	0	0%	262,318	1.7%	0
2020	15,668,798	0	0%	(36,179)	-0.2%	-
2019	15,668,798	(3,400)	0%	(123,350)	-0.8%	-
2018	15,672,198	17,500	0.1%	95,996	0.6%	0.2
2017	15,654,698	27,824	0.2%	183,101	1.2%	0.2
2016	15,626,874	10,000	0.1%	135,852	0.9%	0.1
2015	15,616,874	0	0%	185,605	1.2%	0
2014	15,616,874	(43,495)	-0.3%	332,633	2.1%	-
2013	15,660,369	49,286	0.3%	449,219	2.9%	0.1
2012	15,611,083	0	0%	392,081	2.5%	0
2011	15,611,083	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	299	2.3%	26.6%	41,056,841	4.8%	0.1%
2026	\$1.40	293	3.0%	23.8%	38,818,816	4.6%	0.2%
2025	\$1.36	284	4.2%	20.2%	35,706,666	4.4%	0.3%
2024	\$1.31	273	5.4%	15.3%	32,304,577	4.1%	-0.1%
2023	\$1.24	259	9.4%	9.4%	31,903,586	4.2%	2.3%
YTD	\$1.17	244	15.3%	3.0%	22,763,791	3.1%	1.2%
2022	\$1.13	236	17.3%	0%	13,915,538	1.9%	0.6%
2021	\$0.96	202	15.9%	-14.7%	9,557,365	1.4%	-2.3%
2020	\$0.83	174	9.3%	-26.4%	24,985,749	3.7%	-0.9%
2019	\$0.76	159	8.3%	-32.7%	30,057,877	4.5%	-0.1%
2018	\$0.70	147	9.0%	-37.9%	29,670,304	4.6%	-0.4%
2017	\$0.65	135	9.6%	-43.0%	31,113,401	5.1%	1.0%
2016	\$0.59	123	10.0%	-48.0%	24,256,569	4.1%	-1.1%
2015	\$0.54	112	9.3%	-52.7%	29,809,230	5.2%	0.1%
2014	\$0.49	102	7.9%	-56.7%	28,231,870	5.1%	-0.1%
2013	\$0.45	95	5.7%	-59.9%	27,721,110	5.3%	-1.7%
2012	\$0.43	90	2.9%	-62.1%	35,806,632	6.9%	-0.2%
2011	\$0.42	87	0%	-63.1%	36,557,250	7.2%	-2.8%

### SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.48	244	2.4%	26.7%	4,136,996	4.0%	0.4%
2026	\$1.45	238	3.2%	23.7%	3,713,702	3.6%	0.5%
2025	\$1.40	231	4.4%	19.9%	3,162,795	3.1%	0.4%
2024	\$1.34	221	5.6%	14.9%	2,700,495	2.6%	0%
2023	\$1.27	209	8.8%	8.8%	2,700,613	2.7%	1.4%
YTD	\$1.20	197	9.9%	2.3%	2,250,249	2.2%	0.9%
2022	\$1.17	192	10.9%	0%	1,289,641	1.3%	-0.9%
2021	\$1.06	173	10.1%	-9.8%	2,269,024	2.2%	-0.6%
2020	\$0.96	157	7.1%	-18.1%	2,850,876	2.8%	-0.6%
2019	\$0.89	147	6.6%	-23.6%	3,418,296	3.4%	0.4%
2018	\$0.84	138	8.0%	-28.3%	3,014,244	3.1%	-0.2%
2017	\$0.78	128	9.0%	-33.6%	3,221,710	3.3%	0.6%
2016	\$0.71	117	9.3%	-39.1%	2,631,642	2.7%	-0.5%
2015	\$0.65	107	8.0%	-44.3%	3,109,910	3.2%	-0.4%
2014	\$0.60	99	7.4%	-48.4%	3,533,670	3.6%	-0.2%
2013	\$0.56	92	5.3%	-52.0%	3,682,317	3.8%	-2.5%
2012	\$0.53	88	2.5%	-54.4%	6,098,471	6.3%	-0.5%
2011	\$0.52	86	-0.6%	-55.5%	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	317	2.3%	26.6%	35,296,236	4.8%	0.1%
2026	\$1.38	310	3.0%	23.8%	33,579,733	4.7%	0.2%
2025	\$1.34	301	4.1%	20.2%	31,136,472	4.5%	0.2%
2024	\$1.29	289	5.4%	15.5%	28,303,302	4.2%	-0.1%
2023	\$1.22	274	9.5%	9.5%	27,945,128	4.4%	2.4%
YTD	\$1.15	258	16.3%	3.1%	19,323,885	3.2%	1.2%
2022	\$1.12	250	18.5%	0%	11,621,288	1.9%	0.8%
2021	\$0.94	211	17.2%	-15.6%	6,695,657	1.1%	-2.6%
2020	\$0.80	180	9.8%	-28.0%	21,279,871	3.8%	-1.0%
2019	\$0.73	164	8.8%	-34.5%	25,820,758	4.7%	-0.2%
2018	\$0.67	151	9.3%	-39.8%	25,955,267	5.0%	-0.5%
2017	\$0.62	138	9.9%	-44.9%	27,112,402	5.4%	1.1%
2016	\$0.56	125	10.3%	-49.9%	20,690,361	4.4%	-1.3%
2015	\$0.51	114	9.7%	-54.6%	25,638,902	5.6%	0.2%
2014	\$0.46	104	8.1%	-58.6%	23,452,177	5.4%	0%
2013	\$0.43	96	5.9%	-61.7%	22,416,642	5.4%	-1.4%
2012	\$0.40	90	3.0%	-63.8%	27,686,077	6.9%	-0.1%
2011	\$0.39	88	0.3%	-64.9%	27,505,611	6.9%	-3.3%

### FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.84	194	2.1%	24.7%	1,623,609	10.2%	0.6%
2026	\$1.80	190	2.8%	22.1%	1,525,381	9.6%	0.7%
2025	\$1.75	185	4.0%	18.8%	1,407,399	8.9%	0.7%
2024	\$1.69	178	5.2%	14.1%	1,300,780	8.2%	0.3%
2023	\$1.60	169	8.5%	8.5%	1,257,845	8.0%	1.6%
YTD	\$1.51	159	11.8%	2.3%	1,189,657	7.5%	1.2%
2022	\$1.48	156	13.1%	0%	1,004,609	6.4%	2.6%
2021	\$1.31	138	8.5%	-11.6%	592,684	3.8%	-1.7%
2020	\$1.20	127	5.3%	-18.5%	855,002	5.5%	0.2%
2019	\$1.14	121	4.5%	-22.6%	818,823	5.2%	0.8%
2018	\$1.09	115	5.8%	-25.9%	700,793	4.5%	-0.5%
2017	\$1.03	109	5.5%	-29.9%	779,289	5.0%	-1.0%
2016	\$0.98	103	6.7%	-33.6%	934,566	6.0%	-0.8%
2015	\$0.92	97	6.1%	-37.8%	1,060,418	6.8%	-1.2%
2014	\$0.87	91	5.0%	-41.4%	1,246,023	8.0%	-2.4%
2013	\$0.82	87	4.2%	-44.1%	1,622,151	10.4%	-2.6%
2012	\$0.79	84	0.6%	-46.4%	2,022,084	13.0%	-2.5%
2011	\$0.79	83	-2.8%	-46.7%	2,414,165	15.5%	-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	-	-	-	-	-	-	\$350.91	490	3.8%
2026	-	-	-	-	-	-	\$343.68	480	3.8%
2025	-	-	-	-	-	-	\$334.12	467	3.8%
2024	-	-	-	-	-	-	\$321.85	449	3.8%
2023	-	-	-	-	-	-	\$306.96	429	3.7%
YTD	108	\$1.2B	0.9%	\$15,219,129	\$249.35	4.8%	\$293.40	410	3.7%
2022	645	\$9.9B	5.5%	\$16,468,602	\$255.25	5.3%	\$279.93	391	3.7%
2021	935	\$7.4B	5.9%	\$8,610,973	\$198.75	4.7%	\$219.36	306	4.0%
2020	572	\$2.9B	4.0%	\$5,599,480	\$145.48	5.7%	\$173.24	242	4.3%
2019	919	\$4.6B	7.4%	\$7,366,669	\$126.40	5.7%	\$150.99	211	4.5%
2018	854	\$3.6B	6.6%	\$6,903,833	\$118.13	5.5%	\$135.88	190	4.7%
2017	1,001	\$3.1B	5.2%	\$4,892,868	\$108.91	6.1%	\$120.57	168	4.9%
2016	826	\$2.3B	4.8%	\$3,880,031	\$94.59	6.1%	\$109.76	153	5.0%
2015	918	\$2.4B	7.6%	\$3,772,897	\$88.99	5.9%	\$97.73	136	5.2%
2014	709	\$1.7B	5.0%	\$3,278,919	\$73.39	7.3%	\$85.79	120	5.6%
2013	787	\$1.8B	6.2%	\$3,496,538	\$71.71	7.0%	\$76.29	107	5.8%
2012	762	\$1B	4.6%	\$2,402,247	\$65.11	7.2%	\$71.04	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	-	-	-	-	-	-	\$358.73	500	4.0%
2026	-	-	-	-	-	-	\$350.94	490	4.0%
2025	-	-	-	-	-	-	\$340.61	475	4.0%
2024	-	-	-	-	-	-	\$327.46	457	3.9%
2023	-	-	-	-	-	-	\$311.85	435	3.9%
YTD	27	\$75.1M	0.4%	\$3,753,500	\$242.85	5.3%	\$297.75	415	3.8%
2022	150	\$1.2B	4.4%	\$8,242,501	\$269.55	5.1%	\$283.87	396	3.9%
2021	216	\$1.3B	5.5%	\$6,759,557	\$252.44	5.2%	\$224.92	314	4.1%
2020	141	\$502.3M	3.5%	\$3,588,105	\$141.49	5.7%	\$178.18	249	4.5%
2019	193	\$583.5M	5.8%	\$4,744,137	\$118.89	7.1%	\$154.75	216	4.7%
2018	193	\$402.2M	4.6%	\$3,758,864	\$116.98	6.0%	\$137.48	192	4.9%
2017	221	\$403.2M	4.1%	\$2,964,659	\$123.81	5.9%	\$121.60	170	5.1%
2016	163	\$370.6M	5.0%	\$3,194,438	\$102.64	6.6%	\$108.80	152	5.2%
2015	203	\$381.7M	4.8%	\$2,786,239	\$101.94	6.0%	\$95.73	134	5.5%
2014	152	\$230.2M	4.5%	\$2,037,237	\$65.69	8.4%	\$83.37	116	5.9%
2013	159	\$159.2M	3.5%	\$1,895,733	\$68.85	7.6%	\$74.09	103	6.2%
2012	165	\$199.6M	4.8%	\$2,145,970	\$65.45	8.5%	\$68.51	96	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	-	-	-	-	-	-	\$347.85	492	3.8%
2026	-	-	-	-	-	-	\$340.73	482	3.7%
2025	-	-	-	-	-	-	\$331.33	468	3.7%
2024	-	-	-	-	-	-	\$319.25	451	3.7%
2023	-	-	-	-	-	-	\$304.56	431	3.7%
YTD	77	\$1.2B	1.0%	\$19,916,763	\$249.74	4.9%	\$291.17	412	3.6%
2022	450	\$8.6B	5.7%	\$20,428,297	\$254.32	5.3%	\$277.81	393	3.7%
2021	653	\$5.9B	6.0%	\$9,862,872	\$190.39	4.5%	\$216.80	307	3.9%
2020	389	\$2.4B	4.2%	\$6,873,869	\$146.62	5.6%	\$170.80	241	4.3%
2019	637	\$3.9B	7.8%	\$8,972,577	\$128.07	5.5%	\$148.91	211	4.5%
2018	590	\$3.1B	7.0%	\$8,374,412	\$117.88	5.5%	\$134.32	190	4.7%
2017	688	\$2.6B	5.4%	\$5,926,973	\$106.70	6.2%	\$119.20	169	4.8%
2016	568	\$1.9B	4.6%	\$4,475,164	\$92.87	5.8%	\$108.86	154	5.0%
2015	608	\$1.8B	8.1%	\$4,586,272	\$86.25	5.8%	\$97.11	137	5.2%
2014	496	\$1.5B	5.1%	\$3,882,883	\$74.14	6.7%	\$85.34	121	5.5%
2013	543	\$1.6B	6.8%	\$4,318,349	\$71.73	6.8%	\$75.87	107	5.8%
2012	520	\$806.6M	4.6%	\$2,706,787	\$64.17	7.0%	\$70.72	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	-	-	-	-	-	-	\$426.70	398	4.5%
2026	-	-	-	-	-	-	\$418.44	391	4.5%
2025	-	-	-	-	-	-	\$407.30	380	4.5%
2024	-	-	-	-	-	-	\$392.51	366	4.5%
2023	-	-	-	-	-	-	\$374.38	350	4.4%
YTD	4	\$2.5M	0.1%	\$835,712	\$271.25	4.2%	\$357.48	334	4.4%
2022	45	\$114.7M	3.8%	\$3,099,451	\$200.94	6.2%	\$341.80	319	4.4%
2021	66	\$124.1M	4.9%	\$2,103,190	\$164.29	5.7%	\$288.88	270	4.5%
2020	42	\$54.7M	2.7%	\$1,439,698	\$134.90	7.4%	\$241.89	226	4.8%
2019	89	\$92.9M	6.8%	\$1,474,911	\$110.11	5.9%	\$212	198	5.0%
2018	71	\$91.8M	5.5%	\$2,085,334	\$133.30	4.8%	\$189.66	177	5.2%
2017	92	\$60M	6.0%	\$1,153,555	\$121.03	5.4%	\$170.32	159	5.4%
2016	95	\$72.2M	7.4%	\$1,146,502	\$103.20	7.0%	\$153.02	143	5.6%
2015	107	\$131.9M	9.9%	\$1,533,153	\$96.50	6.8%	\$136.41	127	5.8%
2014	61	\$50.9M	5.4%	\$1,212,711	\$96.63	7.5%	\$120.09	112	6.2%
2013	85	\$44.3M	4.9%	\$738,313	\$83.21	7.1%	\$107.71	101	6.5%
2012	77	\$34M	4.6%	\$808,930	\$95.31	6.6%	\$100.23	94	6.7%

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