



Industrial Market Report

Inland Empire - CA USA

PREPARED BY



Kimberly Wright
Economic Development Manager



INDUSTRIAL MARKET REPORT

Market Key Statistics	1
Leasing	2
Rent	7
Construction	9
Under Construction Properties	11
Sales	13
Sales Past 12 Months	15
Economy	17
Market Submarkets	22
Supply & Demand Trends	25
Rent & Vacancy	27
Sale Trends	29



12 Mo Deliveries in SF

31.9M

12 Mo Net Absorption in SF

9.6M

Vacancy Rate

7.8%

Market Asking Rent Growth

-0.7%

Industrial vacancy in the Inland Empire has increased quickly over the past two years and is likely to rise slightly higher in the near term. Vacancy has reached 7.8% as of the fourth quarter of 2024, ahead of the national average. A roughly 300 basis point expansion in vacancy over the trailing year ranks among the nation's most severe.

A wave of new supply has pressured vacancy higher. Over 55 million SF of new industrial space has been completed since 2023, over 30% of which is still available for lease. Meanwhile, trailing 12-month net absorption of only 9.4 million SF, compared to the prior 10-year average of 20.1 million SF, was weighed down by large distribution center closures by third-party logistics firms, including Maersk-owned Performance Team, NFI Industries, and Distribution Alternatives. U.S. businesses dialed back inventories in 2023.

However, consumer spending growth has ramped back up, and businesses are padding inventories, resulting in growing imports to the nearby ports of Long Beach and Los Angeles, which finally recovered to peak 2021-22 levels in July 2024. In turn, new industrial leasing volume jumped to a record level of over 16 million SF in the second quarter, boosted by two Amazon leases exceeding 1 million SF. New leasing likely also surpassed 15 million SF in the third quarter of 2024 for a

second consecutive quarter and only the third time ever.

Recent leasing has been strong enough to outpace new for-lease listings, breaking a multiple-year rise in availability, which has contracted 20 basis points to 11.3%. Tenant activity reflects stronger economic indicators, portending positive absorption in upcoming quarters. Additionally, the steep drop in construction starts that has been underway since mid-2023 foreshadows moderating supply additions in 2025, potentially as leasing accelerates.

However, tenants moving out of older, less functional buildings will likely apply upward pressure to market vacancy, and some spec developments underway will deliver vacant. Supply will expand by 2.0% when the 15.6 million SF currently under construction, about 27% of which is preleased, is completed.

Asking rents are down 12% due to rising vacancy and a deluge of discounted sublease space flooding the market, which still accounts for 20% of total availability. Additionally, landlords are offering lease concessions. One to several months of free rent is common for new, larger-sized leases. However, the minimal amount of development on track to deliver a year from now and the recent improvement in leasing signals the potential for higher rents in 2025.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	659,086,173	8.6%	\$1.10	12.3%	1,580,937	973,733	15,296,768
Specialized Industrial	105,082,733	3.6%	\$1.26	5.4%	63,475	0	196,800
Flex	16,379,321	4.9%	\$1.49	5.6%	(53,303)	0	77,696
Market	780,548,227	7.8%	\$1.13	11.3%	1,591,109	973,733	15,571,264

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	2.6% (YOY)	6.1%	7.2%	12.1%	2009 Q3	1.3%	2022 Q2
Net Absorption SF	9.6M	17,373,309	13,975,313	31,216,285	2021 Q3	(2,845,989)	2024 Q1
Deliveries SF	31.9M	19,740,028	14,454,410	37,694,997	2024 Q3	1,344,226	2011 Q3
Market Asking Rent Growth	-0.7%	4.8%	4.4%	13.3%	2022 Q2	-7.9%	2009 Q4
Sales Volume	\$3.3B	\$2.5B	N/A	\$10B	2023 Q1	\$486M	2001 Q2



Growing retail goods sales and a rebound in imports to Southern California ports are beginning to translate into stronger tenant demand for space. Led by three Amazon deals for buildings over 1 million SF in the first half of the year, new leasing volume jumped to a record 16 million SF in the second quarter of 2024, up 40% from the 2022-23 averages. The increase wasn't short-lived, with at least another 14 million SF leasing in the third quarter of 2024, which will likely rise to over 15 million SF when additional deals are collected.

Net absorption was strongly positive in the second quarter of 2024, boosted by tenants moving into new inventory, but registered slightly negative again in the third quarter, slightly. While tenants are moving into a wave of new industrial inventory in the Inland Empire, older buildings are losing occupancy. About 40 million SF of over 55 million SF delivered since 2023 has been occupied, but older stock continues to lose tenancy. Buildings completed prior to 2023 have incurred nearly 15 million SF in net occupancy loss over the trailing year, increasing vacancy among them to more than 6%.

Due to pressure from downsizing tenants and speculative development, properties in the 250,000-500,000-SF size range currently have the market's highest availability rate, at 20%. Availability among buildings sized 100,000-250,000-SF reached 16% but has retreated in recent quarters toward 13%. Availability among 50,000-100,000 SF buildings is around 11%. Buildings smaller than

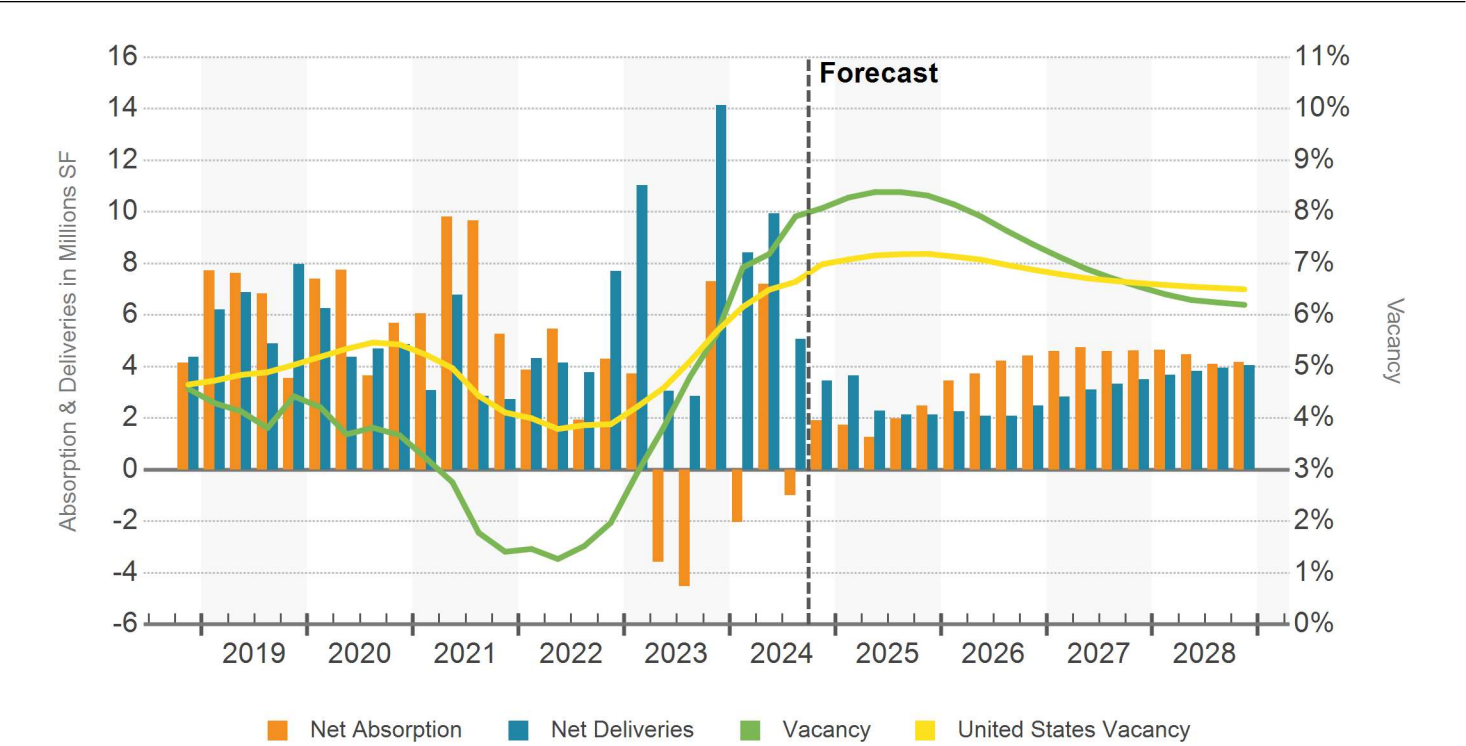
50,000 SF remain in stronger demand, with availability around 7%. Large warehouse and distribution centers of over 500,000 SF are roughly 10% available.

Vacancy has increased quickly from a 1.3% low point reached midway through 2022 to 7.8% as of the fourth quarter of 2024, and over the past 12 months, has risen at one of the fastest paces of any major U.S. market. Vacancy has increased to levels last seen in the early 2010s.

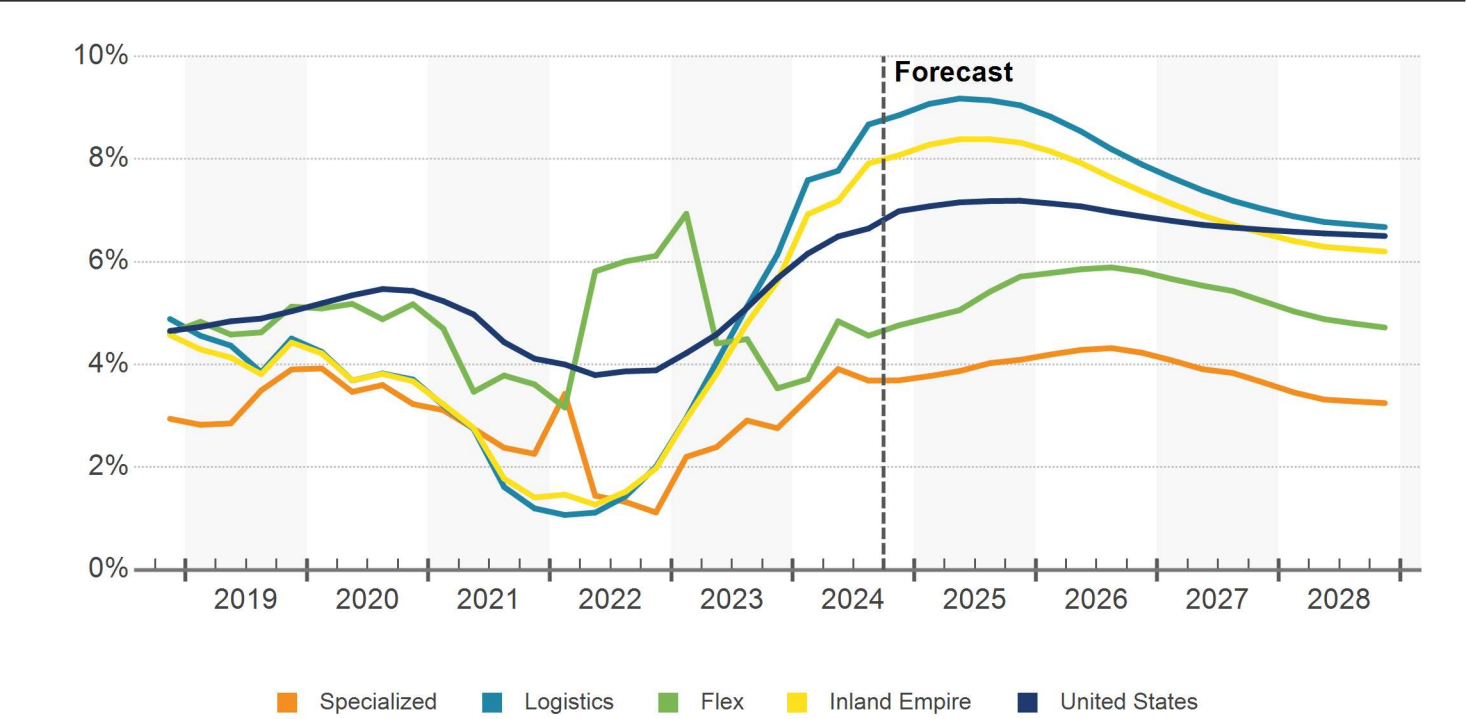
With additional unleased developments heading for completion and tenants still vacating older stock, the market's vacancy rate will likely continue rising over the next few quarters. Vacancy could potentially continue to rise at a faster pace than the U.S. average, given Inland Empire's still elevated level of industrial space under construction, which is less than 30% pre-leased, underperforming the 50% pre-lease rate among nationwide construction.

However, vacancy could potentially contract again by the second half of 2025 as the development pipeline empties. Construction starts have pulled back since mid-2023 as lending dried and leasing was subdued. If the recent rise in imports to LA ports drives absorption back to typical levels, it will not take long for tenants to backfill recently vacated space and move into new supply that remains available.

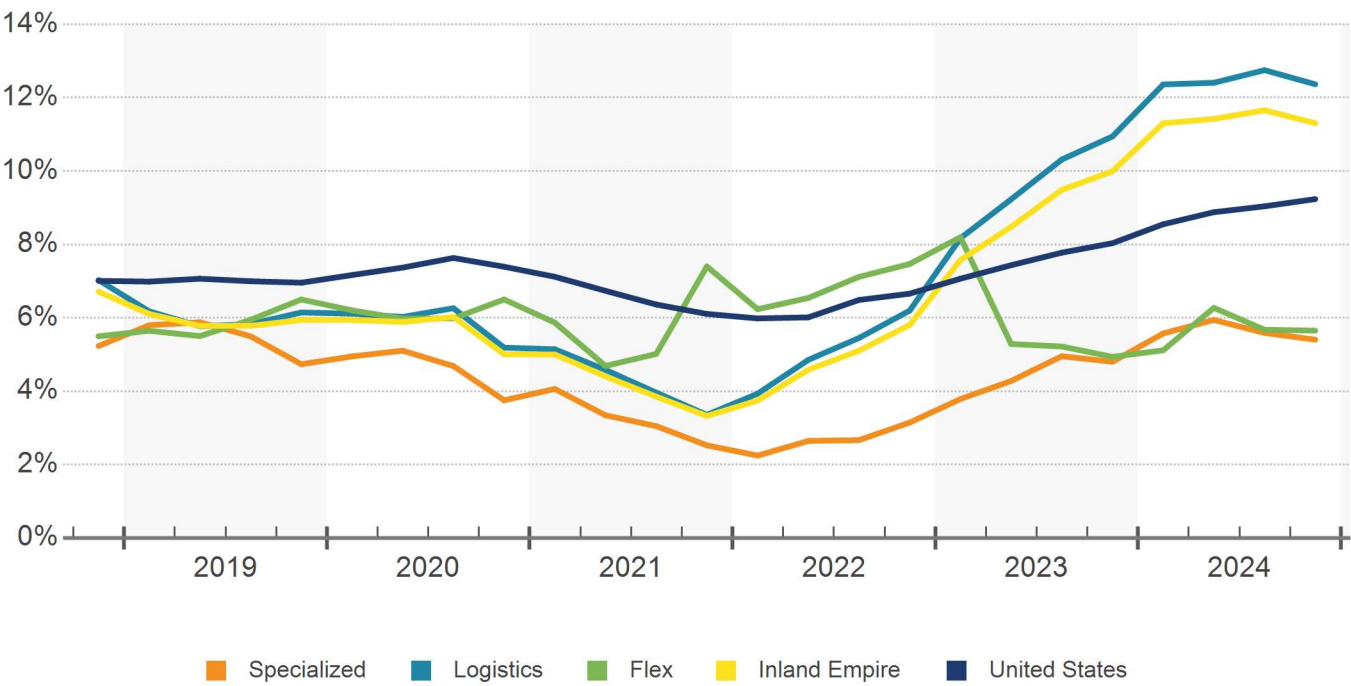
NET ABSORPTION, NET DELIVERIES & VACANCY



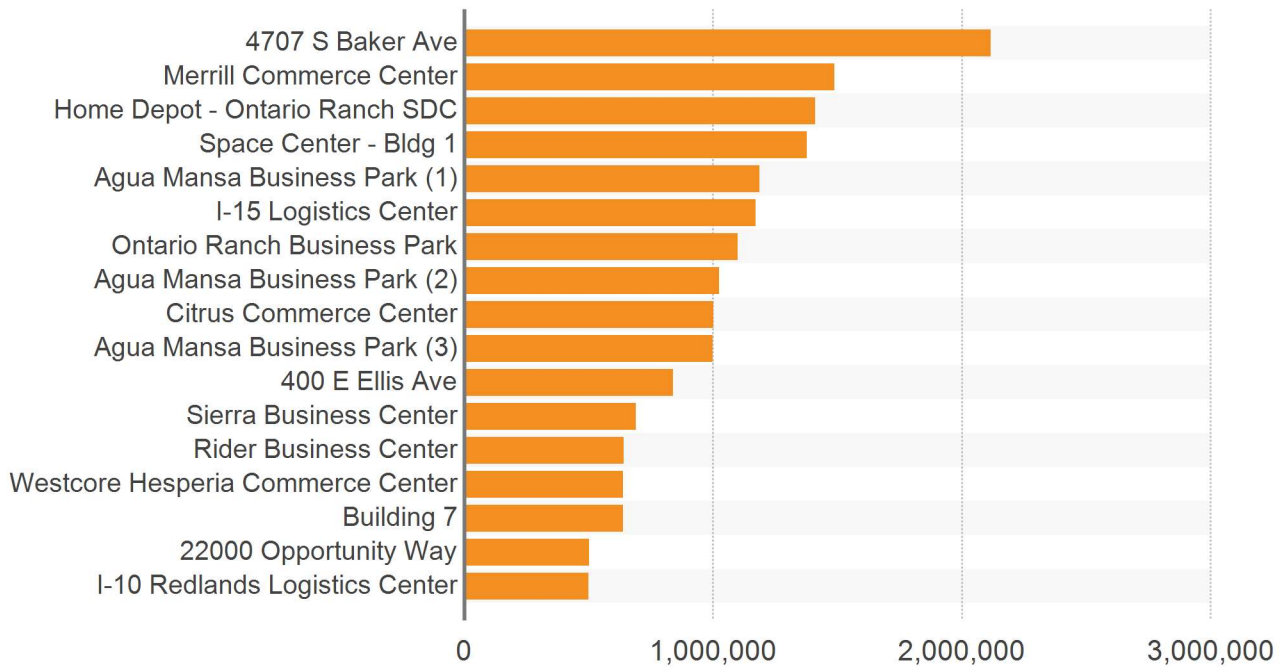
VACANCY RATE



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
4707 S Baker Ave	Airport Area	4,055,890	0	0	0	0	0	2,116,116
Merrill Commerce Center	Airport Area	1,488,000	0	0	1,488,000	0	0	1,488,000
Home Depot - Ontario Ranch SDC	Airport Area	1,411,000	0	0	1,411,000	0	0	1,411,000
Space Center - Bldg 1	Riverside	1,379,287	0	0	1,379,287	(200,000)	200,000	1,379,287
Agua Mansa Business Park (1)	Riverside	1,186,950	0	1,186,950	0	0	0	1,186,950
I-15 Logistics Center	Airport Area	1,171,788	0	0	1,171,788	0	0	1,171,788
Ontario Ranch Business Park	Airport Area	1,099,629	0	1,099,629	0	0	0	1,099,629
Agua Mansa Business Park (2)	Riverside	1,025,132	0	0	1,025,132	0	0	1,025,132
Citrus Commerce Center	Airport Area	1,003,592	0	1,003,592	0	0	0	1,003,592
Agua Mansa Business Park (3)	Riverside	1,000,177	0	0	0	0	1,000,177	1,000,177
400 E Ellis Ave	Moreno Valley/Perris	840,000	0	840,000	0	0	0	840,000
Sierra Business Center	Airport Area	690,967	0	0	0	0	690,967	690,967
Rider Business Center	Moreno Valley/Perris	643,263	0	0	643,263	0	0	643,263
Westcore Hesperia Commerce...	Mojave River Valley	1,227,600	0	0	0	0	0	640,487
Building 7	Airport Area	1,239,232	600,000	1,239,232	0	(600,000)	0	639,232
22000 Opportunity Way	Moreno Valley/Perris	503,592	0	0	0	503,592	0	503,592
I-10 Redlands Logistics Center	Redlands/Loma Linda	500,602	0	500,602	0	0	0	500,602
Subtotal Primary Competitors		20,466,701	600,000	5,870,005	7,118,470	(296,408)	1,891,144	17,339,814
Remaining Inland Empire Market		760,167,432	60,619,673	(7,905,059)	96,530	(688,008)	(450,035)	(7,897,853)
Total Inland Empire Market		780,634,133	61,219,673	(2,035,054)	7,215,000	(984,416)	1,441,109	9,441,961

TOP INDUSTRIAL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
3691 N Perris Blvd *	Moreno Valley/Perris	1,686,590	Q2 24	Whirlpool Corporation	-	-
19100 Gateway Dr	Mojave River Valley	1,530,400	Q4 23	Goodyear	CBRE	CBRE
4702 Walker Ave	Airport Area	1,488,000	Q2 24	Home Depot	-	-
8900 Merrill Ave	Airport Area	1,239,232	Q4 23	Lululemon	-	-
4121 Coyote Canyon	Airport Area	1,171,788	Q2 24	Amazon	CapRock Partners	Lee & Associates Com...
853 Qvc Way *	Airport Area	1,061,735	Q4 23	QVC	CBRE	-
6120 Clinker Dr	Riverside	1,025,132	Q1 24	Amazon	-	CBRE
801 S Redlands Ave	Moreno Valley/Perris	1,018,178	Q4 23	-	JLL	JLL
4000 S Hamner Ave	Airport Area	1,003,918	Q2 24	Amazon	-	CBRE;Dermody Proper...
11281 Citrus Ave	Airport Area	1,003,592	Q1 24	Elogistek LLC-BCF	Avison Young;Cush...	Lee & Associates Com...
1979 W Renaissance Pky	San Bernardino	927,696	Q3 24	Western Post	SVN Vanguard	Lee & Associates Com...
16300 Fern Ave *	Chino/Chino Hills	779,052	Q1 24	SharkNinja	-	Colliers
2221 E Remington Ave	Airport Area	700,280	Q4 23	Shichic	-	-
17500 N Perris Blvd *	Moreno Valley/Perris	692,600	Q4 23	Walgreens Distribution Ce...	-	-
16604 Slover Ave	Airport Area	690,967	Q2 24	The Campbell's Company	CBRE	Lee & Associates Com...
17820 Slover Ave	San Bernardino	651,815	Q3 24	eFulfillment Service	Cushman & Wakefield	Cushman & Wakefield
12400 Arrow Rt	Airport Area	611,573	Q2 24	B. Braun	JLL	Colliers
8900 Merrill Ave	Airport Area	600,000	Q4 24	-	Lee & Associates	CBRE
7776 Tippecanoe Ave	San Bernardino	599,690	Q2 24	Western Post	Lee & Associates	JLL
26881 Palmetto Ave *	Redlands/Loma Linda	585,064	Q4 23	Performance Team	-	-
13277 San Bernardino Ave	Airport Area	577,905	Q2 24	Western Post	SVN Vanguard	Lee & Associates Com...
3510 E Francis Ave	Airport Area	562,089	Q2 24	Gigacloud Technology	Lee & Associates C...	Lee & Associates Com...
22000 Opportunity Way	Moreno Valley/Perris	503,592	Q3 24	Lecangs	Colliers	Cushman & Wakefield
5450 E Francis St	Airport Area	480,000	Q4 24	Armstrong Logistics	-	Colliers
13230 San Bernardino Ave	Airport Area	480,000	Q3 24	HYTX Logistics	-	Lee & Associates Com...
8375 Sultana Ave	Airport Area	475,026	Q3 24	-	Lee & Associates	Lee & Associates Com...
27358 Pioneer Ave	Redlands/Loma Linda	460,805	Q4 24	Lean Supply Solutions	CBRE	CBRE
12249 Holly St	San Bernardino	457,120	Q1 24	-	-	Colliers
3355 E Cedar St	Airport Area	436,945	Q3 24	-	-	CBRE
6725 Kimball Ave	Chino/Chino Hills	433,487	Q3 24	Manna Beverages	Newmark	JLL
1495 E Locust St *	Airport Area	428,827	Q4 23	Taylor Services	-	-
800 Barrington Ave	Airport Area	427,047	Q1 24	GigaCloud Technology	-	Lee & Associates Com...
15913 Mountain Ave *	Chino/Chino Hills	413,773	Q2 24	NFI Industries, Inc.	-	-
10721 Jasmine St	Airport Area	410,006	Q4 23	Gigacloud Technology	-	Colliers
11001 Etiwanda Ave *	Airport Area	404,721	Q4 23	ACT Fulfillment, Inc	CBRE	Lee & Associates Com...
3625 Jurupa St	Airport Area	392,904	Q3 24	Mars Logistics	Lawrence Pu	JLL
1495 Tamarind Ave	San Bernardino	390,521	Q3 24	STG Logistics	Stream Realty Partn...	JLL
5140 Santa Ana St	Airport Area	373,283	Q1 24	Gigacloud Technology	-	Colliers;Prologis, Inc.
16270 Jurupa Ave	Airport Area	355,000	Q3 24	JD Logistics	-	Lee & Associates Com...
11296 Harrell St	Riverside	353,361	Q2 24	Gildan	Lee & Associates	Colliers

*Renewal



Inland Empire industrial rents are falling due to elevated vacancy and a deluge of discounted sublease space flooding the market. As reflected in the daily asking rent per SF chart, weighted-average average asking rents have declined by roughly 12% from peak levels. In combination with elevated concessions, brokers have noted that effective rental rates are up to 20% lower depending on location, size, and vintage, with rents on the East side of the market down more severely.

Sublease space still accounts for an elevated 20% share of total availability in the market and has pressured rents lower as it comes at a discount of more than 20% compared to directly listed space. Several logistics buildings from 100,000 SF to 500,000 SF are available for sublet between \$10/SF and \$13/SF. For example, 6335 Sycamore Canyon Boulevard in Riverside, a 413,000 SF building built in 2008, is listed for sublease through 2028 at an asking rent of \$11.40/SF, full-service.

The blended rate type market rent is \$13.50/SF, roughly 20% above the national average. However, that spread increases to over 50% for large logistics buildings of over 250,000 SF, which typically command rents between \$12/SF and \$15/SF, triple-net. For example, Western Post leased a 928,000 SF building in Rialto for 10 years at an effective rate of \$13.32/SF annually, or \$1.11/SF monthly, triple net, including 8 months of free rent. Also in Rialto, in April 2024, Miss G Trading leased a 176,000

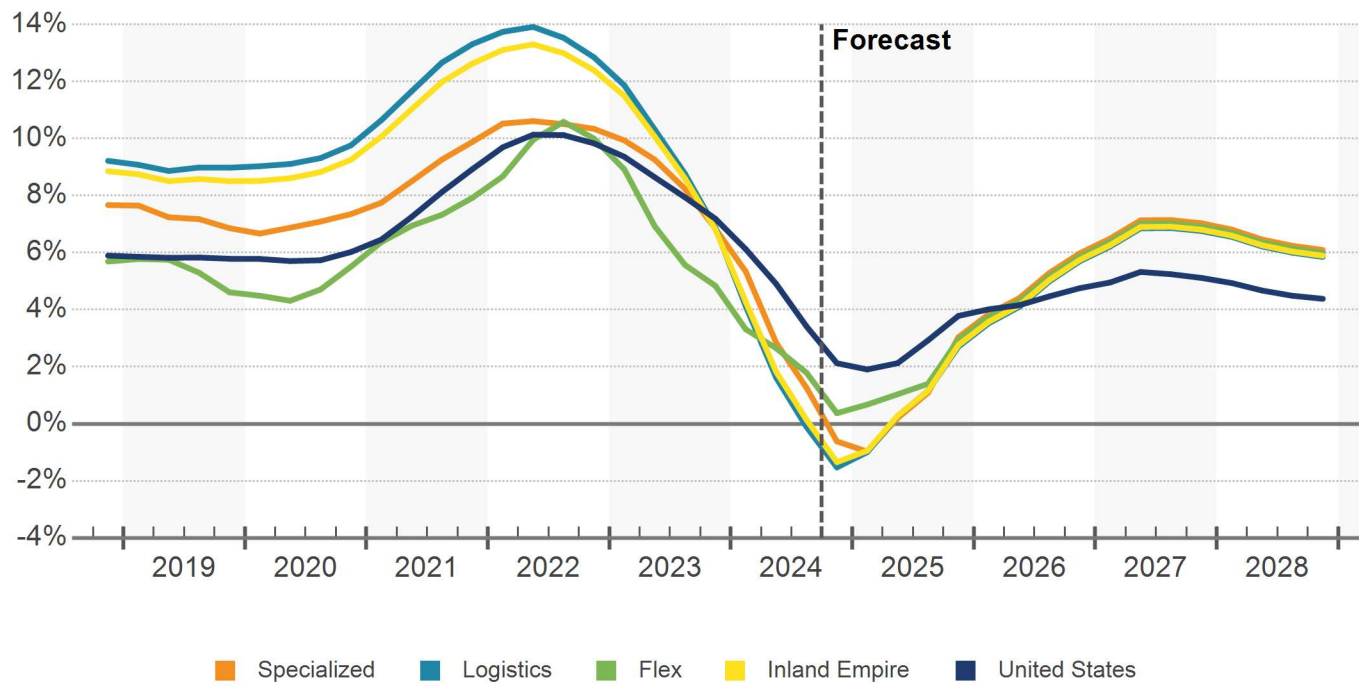
SF building for 7 years at an effective rent of \$13.20/SF, triple net.

Rialto is on the cheaper east side of the market. Geographically, rents are higher closer to the ports, in west Inland Empire cities with large blue-collar workforces. Representing the higher end rents, FedEx leased a 2002-built 102,400-SF building in Ontario in May 2024 for 7 years at an effective rate of \$21.72/SF triple-net in January 2024. Four months of free rent were included in the deal. In Chino, next to LA, Impressions Vanity leased 103,000 SF at an effective rent of \$15.12/SF, triple net, and Chemcor Chemical leased 35,000 SF for \$16.68/SF, triple net, in June 2024.

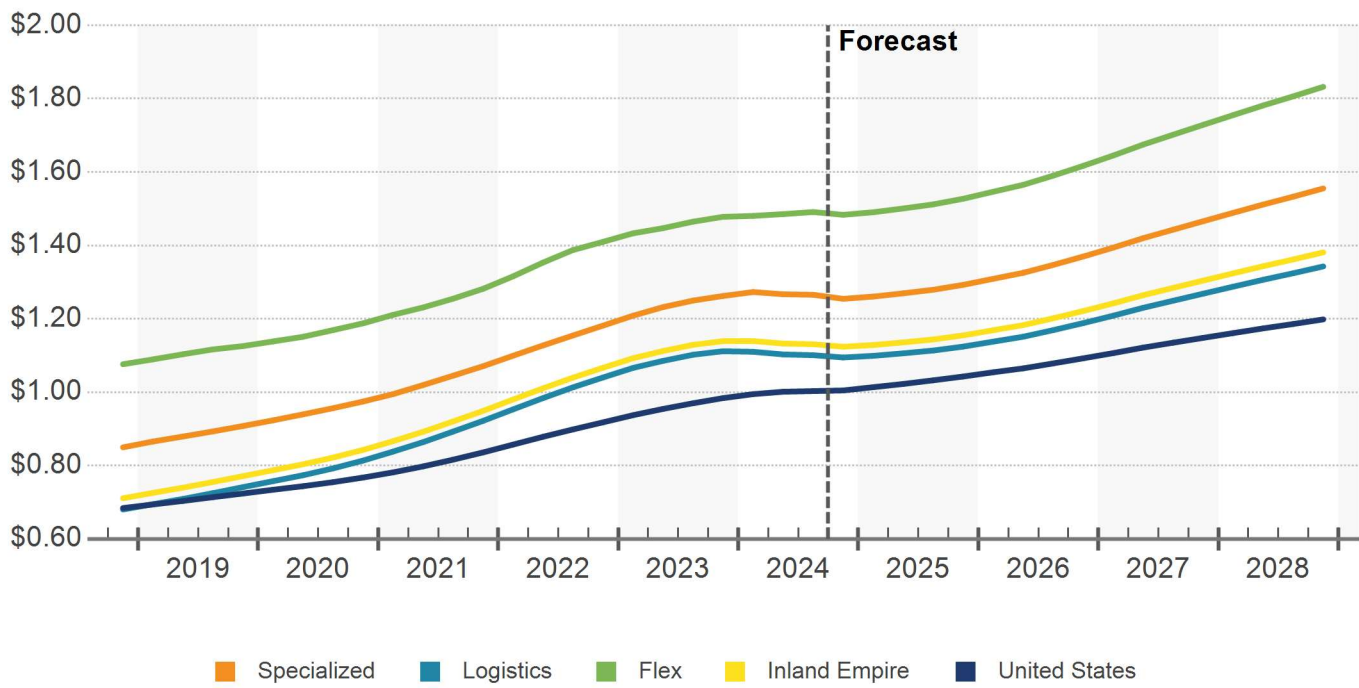
Landlords are facing both supply and demand-side pressures. A wave of new inventory has reached completion, and tenants are vacating older industrial buildings. Rents are still falling heading into 2025 but are forecast to resume an upward before 2026 as stronger demand and a slowdown in completions drive vacancy lower again.

Despite the recent downturn in rents over the past year, tenants still face significant rent hikes upon lease expiration due to robust market rent exceeding 5% nearly every year over the past decade until late. Market rents are still 30% higher compared to five years ago, 70% higher than 7 years ago, and have easily doubled over the past decade.

MARKET ASKING RENT GROWTH (YOY)



MARKET ASKING RENT PER SQUARE FEET



A recently inflated industrial construction pipeline in the Inland Empire has nearly emptied. Construction underway has fallen to 15.6 million SF as of the fourth quarter of 2024, down from a highwater mark of 46.0 million SF in 2022. Construction will likely decline farther into 2025 as deliveries outpace construction starts.

Construction starts in 2024 will total less than 10 million SF, curtailed by weaker leasing prospects, declining rent potential, and tighter lending standards. Starts have fallen starkly from a cyclical peak of 34 million SF in 2022 to 19 million in 2023 and will come in at a decades-plus low in 2024. As a result, deliveries should fall quickly below average in 2025. Furthermore, if demand returns to its historical growth rate, the glut of supply delivering from 2023-24 will become leased rather quickly.

Due to its vast size, only a handful of other U.S. markets have more industrial space under construction. The space underway will expand supply in the Inland Empire by 2.0%, representing mild immediate supply risk and about even with the national under construction rate of inventory, which measures 1.7%. However, while more than 50% of construction nationally is pre-leased, less than 30% in the Inland Empire is.

Massive modern logistics facilities with high clear heights and power capacity, which are nearly impossible to build closer to the ports due to land constraints, are the outlier, remaining in solid demand in Southern California from

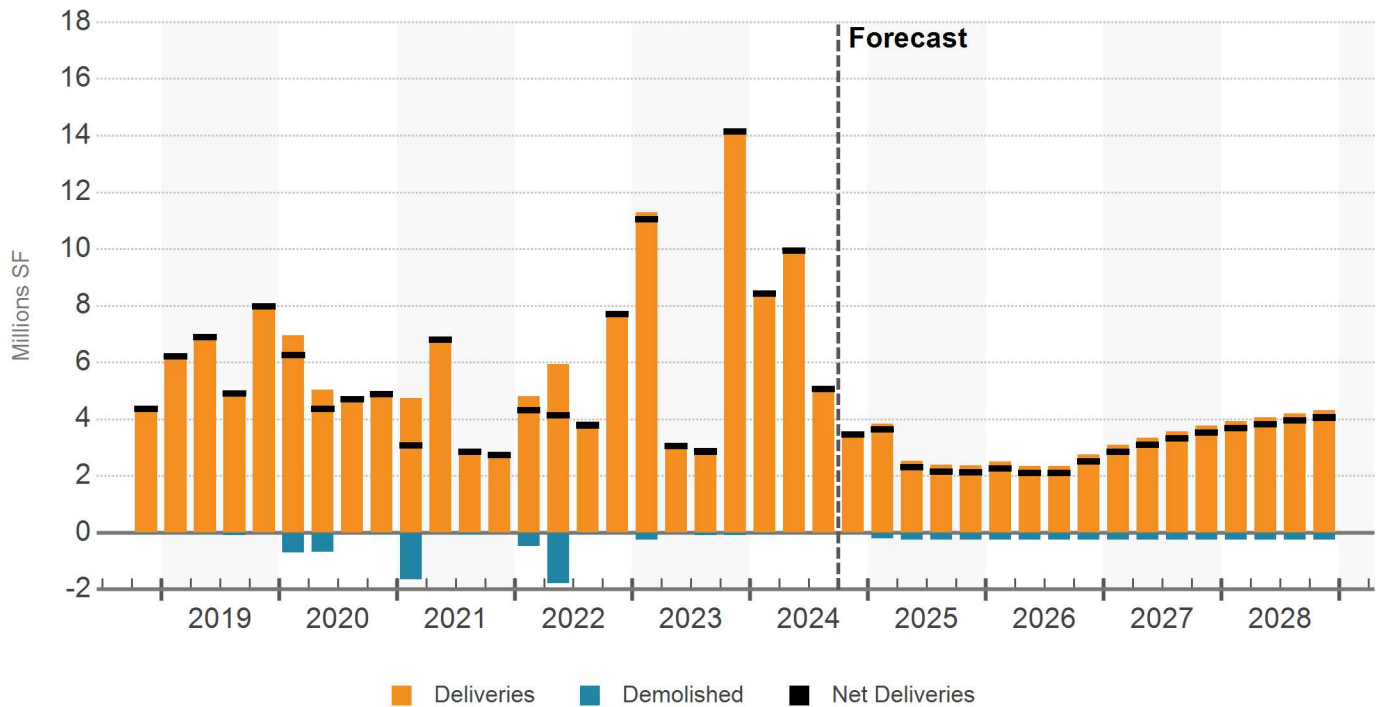
national distributors and e-commerce companies. Among the 20 buildings spanning over 1 million SF completed since 2023 or under construction, only three remain fully available for lease. Many were pre-leased, including several in 2024.

Demand for mid-sized buildings is softer. In the 500,000 SF to 1 million SF size range, three under-construction buildings are available, only four of the 12 delivered since 2023 are leased, and total availability has increased to 12%.

Only a handful of the approximately 30 buildings underway spanning 100,000 to 500,000 SF are preleased and the majority completed in 2023 remain available. Construction activity is still concentrated in the Airport Area Submarket cities of Ontario, Rancho Cucamonga, and Fontana due to their proximity to Los Angeles and rail connectivity to the ports. However, mid-sized building deliveries have spread southeast into Norco, Corona, and Perris. For example, three of the five buildings in the 728,000-SF Corona Lakeside Logistics Center completed last year remain available.

Temporary moratoriums on industrial development were passed in a handful of Inland Empire cities in 2021-22 and extended in Redlands into 2024, illustrating a growing resistance from residents that could constrain future construction. Furthermore, Beaumont, Morena Valley, and Fontana have recently rejected proposals, which had been a rarity in the past.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

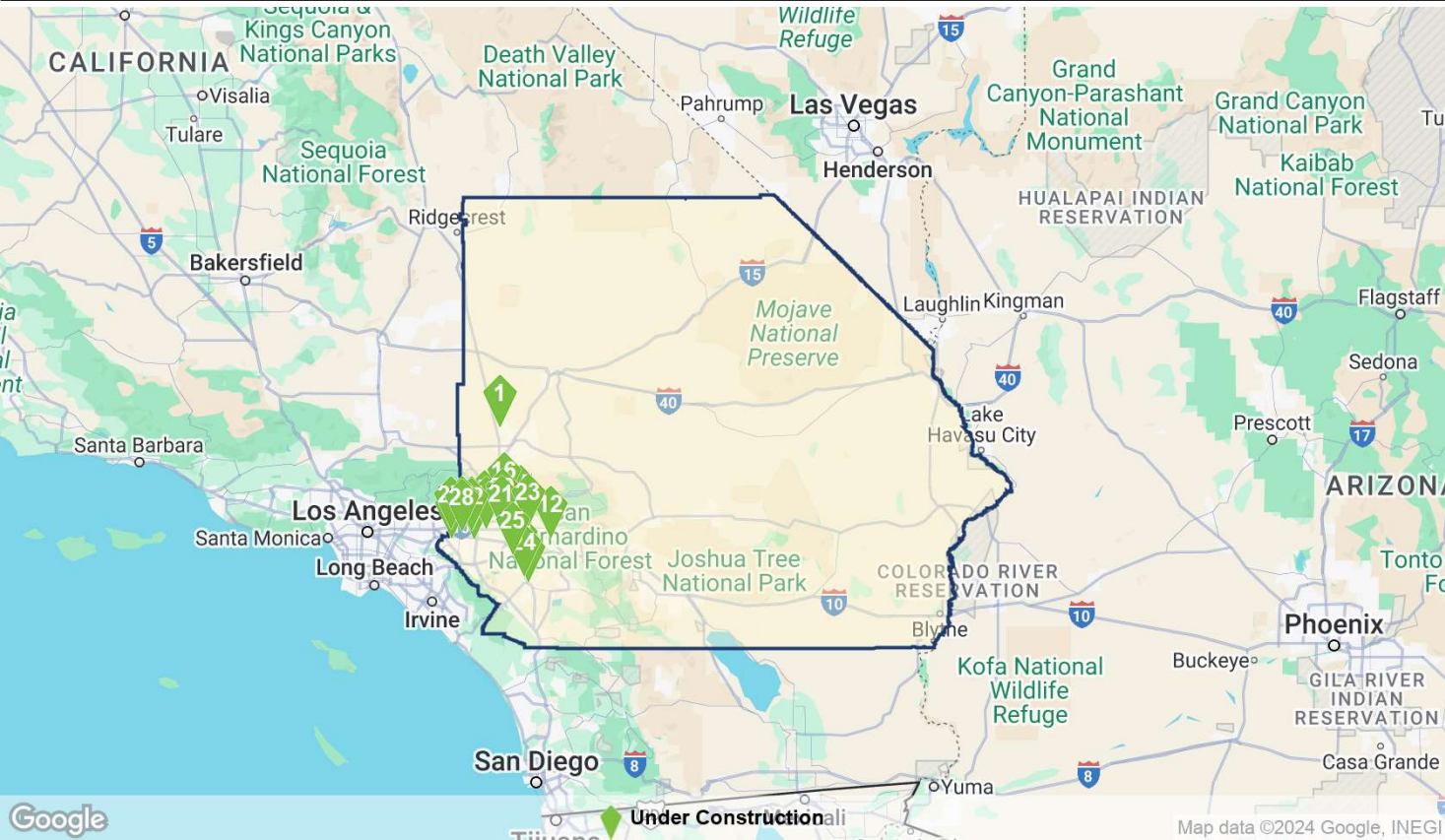
No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Airport Area	17	5,948	1,117	18.8%	5	72,987	349,878	2
2	Moreno Valley/Perris	13	2,996	1,165	38.9%	4	168,386	230,461	6
3	San Bernardino	7	2,237	0	0%	8	68,365	319,600	3
4	Mojave River Valley	2	1,540	1,540	100%	1	31,064	770,200	1
5	Riverside	8	605	3	0.5%	7	50,214	75,623	8
6	Redlands/Loma Linda	2	571	0	0%	8	85,138	285,520	5
7	Corona/Eastvale	6	542	263	48.5%	3	34,696	90,266	7
8	Upland/Montclair	9	522	8	1.5%	6	13,416	57,958	10
9	Chino/Chino Hills	1	315	0	0%	8	55,210	315,065	4
10	Coachella Valley	3	204	204	100%	1	17,257	67,858	9
	All Other	4	92	20	21.8%		23,142	22,966	
Totals		72	15,571	4,320	27.7%		53,911	216,268	

Under Construction Properties

Inland Empire Industrial

Properties	Square Feet	Percent of Inventory	Released
72	15,571,264	2.0%	27.7%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 19100 Gateway Dr	★★★★★	1,530,400	1	Jun 2024	Jan 2025	Prologis, Inc. Stirling Development
2 Bldg 1 9253 Dreamland Dr	★★★★★	1,286,569	1	Oct 2023	Jan 2025	- CBRE Investment Management
3 Building 2 801 S Redlands Ave	★★★★★	1,020,657	1	Apr 2024	Mar 2025	- IDI Logistics
4 4000 S Hamner Ave	★★★★★	1,003,918	1	Jan 2023	Dec 2024	- Dermody Properties, Inc.
5 Bldg 2 610 S Carnegie Ave	★★★★★	926,100	1	Jul 2024	Jul 2025	- -
6 Bldg 3 1002 S Carnegie Ave	★★★★★	547,395	1	Jul 2024	Jul 2025	- -
7 Bldg 2 9151 Dreamland Dr	★★★★★	528,253	1	Oct 2023	Jan 2025	- CBRE Investment Management

Under Construction Properties

Inland Empire Industrial

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 Birtcher Logistics Cente... 350 W Valley Blvd	★★★★★	492,410	1	Sep 2023	Dec 2024	-
9 Harvill Business Center 23784 Orange Ave	★★★★★	429,823	1	Sep 2024	Aug 2025	-
10 Barton Road Logistics C... 21661 Barton Rd	★★★★★	417,809	1	May 2024	Mar 2025	-
11 Sycamore Hills Distributi... 1304 E Alessandro Blvd	★★★★★	400,000	1	May 2024	Dec 2025	Rockefeller Group Rockefeller Group
12 Yucaipa Logistics Center 33800 County Line Ln	★★★★★	363,039	1	Jan 2024	Dec 2024	Transwestern Brookfield Corporation
13 Bldg 1 3560 E Airport Dr	★★★★★	359,960	1	Jul 2024	Sep 2025	-
14 Building 19 18369 Harvill Ave	★★★★★	347,672	1	Apr 2024	Feb 2025	- Majestic Realty Co.
15 Oakmont Tippecanoe 9th St & Tippecanoe St	★★★★★	337,385	1	Oct 2023	Dec 2024	-
16 5702 Institution Rd	★★★★★	335,460	1	Mar 2024	Dec 2024	-
17 14874 Santa Ana Ave	★★★★★	318,243	1	Dec 2023	Dec 2024	- WPT Capital Advisors, LLC
18 13402 Yorba Ave	★★★★★	315,065	1	Oct 2022	Dec 2024	- Xebec
19 3650 Center St	★★★★★	307,394	1	Nov 2023	Dec 2024	EQT Exeter -
20 436 W Rialto Ave	★★★★★	293,780	1	Jan 2024	Dec 2024	- Ares Industrial Real Estate Incom...
21 19275 Slover Ave	★★★★★	261,632	1	Jun 2024	Mar 2025	-
22 Bldg 4 3551 E Jurupa St	★★★★★	254,677	1	Aug 2024	Aug 2025	-
23 27195 Almond Ave	★★★★★	208,000	1	May 2024	May 2025	- Xebec
24 Nuevo Distribution Center 21511 Harvill Ave	★★★★★	207,130	1	May 2023	Dec 2024	IDS Real Estate Group -
25 Sycamore Hills Distributi... 7267 Barton St	★★★★★	203,100	1	May 2024	Dec 2025	Rockefeller Group Rockefeller Group
26 Ontario Airport Distributi... 605 S Bon View Ave	★★★★★	190,279	1	Apr 2024	Mar 2025	-
27 Building 7 Ramona Ave & Mission Blvd	★★★★★	187,179	1	Oct 2023	Feb 2025	- Oakmont Industrial Group LLC
28 1516 S Bon View Ave	★★★★★	167,600	1	Aug 2023	Dec 2024	-



Strong historic rent growth, recently built modern logistics inventory, and blue-chip tenants attract institutional and foreign investors to the Inland Empire. Stockbridge, Sun Life, Blackstone, and EQT led acquisition volume in 2024. However, with higher capital costs and deteriorating market fundamentals, sales volume fell from a record \$10 billion in 2022 to \$5 billion in 2023 and will likely come in below that total in 2024, with under \$2.5 billion trading in the first three quarters of the year.

Cap rates on logistics building sales over \$10 million have increased by approximately 150 basis points, reaching the mid-5% range from an average of 4% in 2021-22. For example, in August 2024, private investors traded 41995 Remington Ave. in Temecula, a 2006-built, 60,000 SF building, for \$10.5 million, or \$175/SF, at a 5.9% cap rate. The asset was fully leased to The Garmon Corporation (a subsidiary of Swedencare AB) with 7.42 years of remaining WALT and was advertised with in-place rents approximately 25% below market.

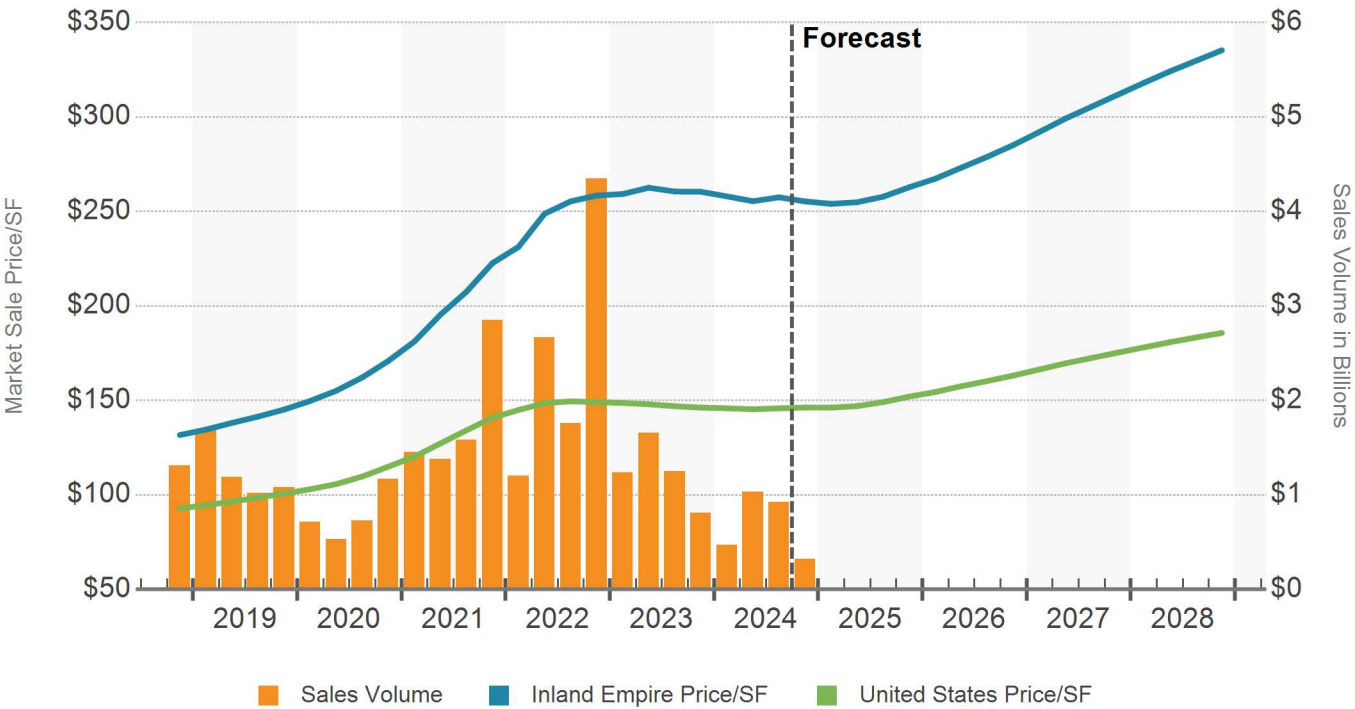
Also in August, 1229 Railroad St. in Corona, a 32,300 SF building built in 1986, traded for \$9 million, or \$278/SF, at a 6% cap rate. The asset was fully leased to Nextbelt Operating through 2028.

In May 2024, BentallGreenOak acquired a newly built 172,000-SF building with a 36-foot clear height in Fontana, fully leased to Horizon Brands until 2028, for \$58.3 million, or \$338/SF, at a 5.4% cap rate.

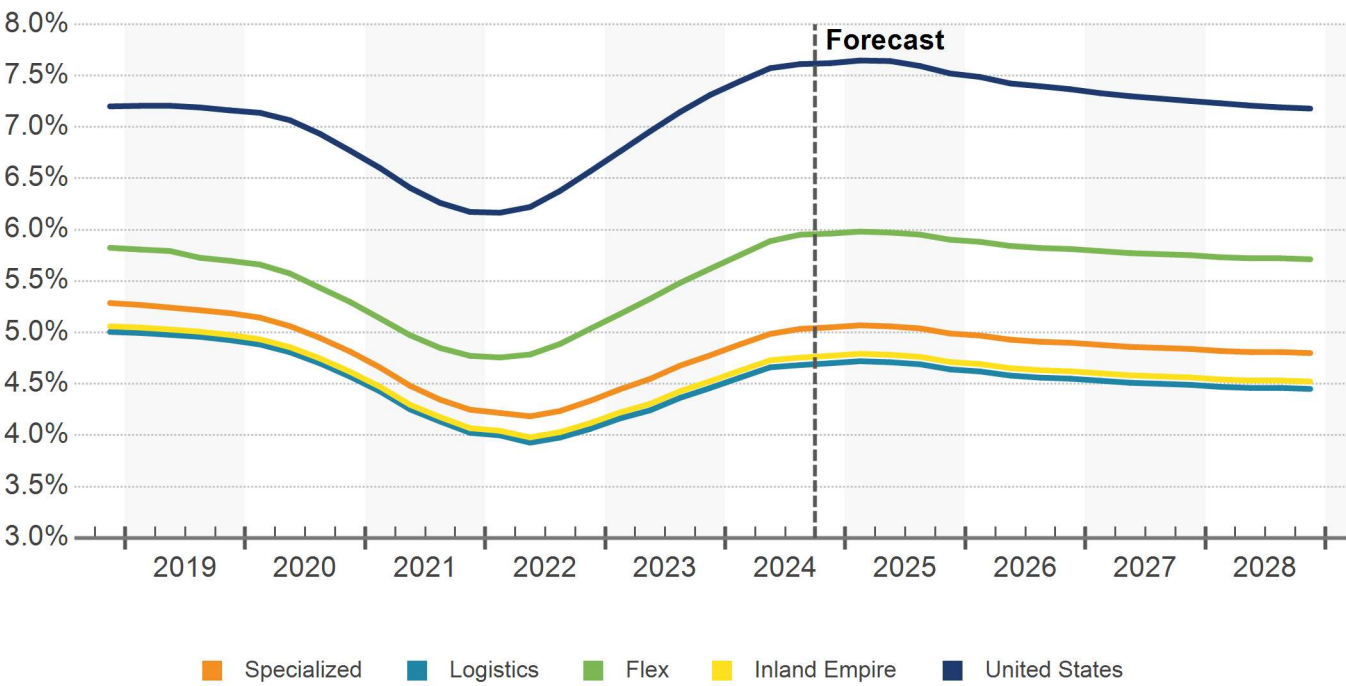
Higher cap rates and recently diminished rent potential have put pressure on pricing. For instance, among large logistics buildings sized 250,000-500,000 SF developed over the past two decades, six assets were traded in the first half of 2023 at an average price of \$315/SF. Since then, no additional single assets in the size range traded until April 2024, when Dallas-based Dalfen Industrial purchased a 340,000 SF building with a 32-foot clear height at 4982 Hallmark Parkway along I-215 in North San Bernardino for \$75 million, or \$217/SF. Developed in 2018, the building was leased to smart home company Control4 and 3PL firm Dean Warehouse, with the latter's lease expiring in 2024.

Over the past several years, investors allocating capital in the Inland Empire have traded upfront yields for total return as they await opportunities to mark in-place rents to market. Moving forward, cap rates are not likely to ascend much higher and may even begin to compress as treasury yields trend lower and lender spreads tighten due to heightened competition.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Inland Empire Industrial

Sale Comparables

377

Avg. Cap Rate

5.2%

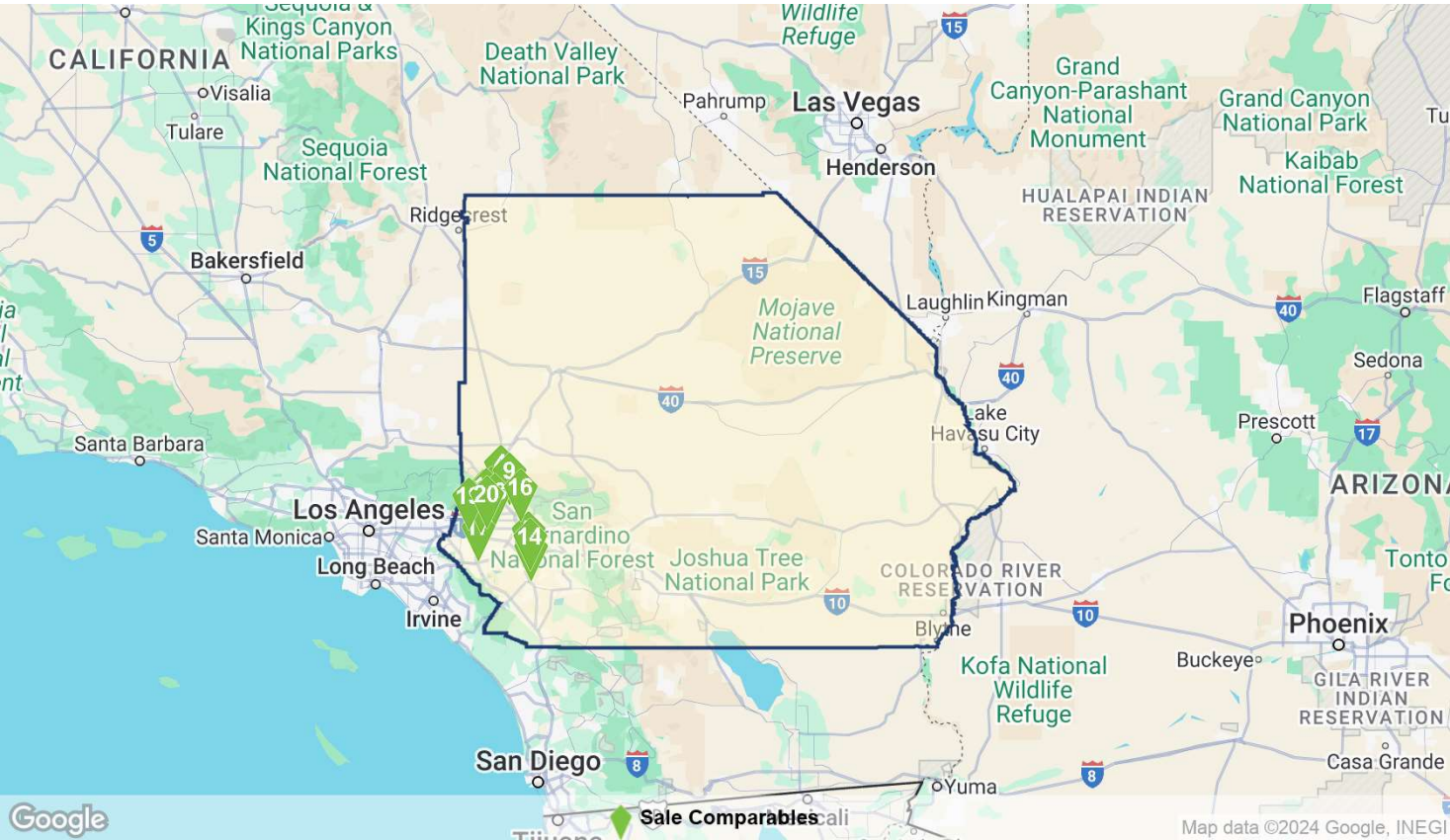
Avg. Price/SF

\$263

Avg. Vacancy At Sale

8.6%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$127,500	\$10,696,660	\$2,752,000	\$240,637,500
Price/SF	\$8.43	\$263	\$260	\$12,215
Cap Rate	3.0%	5.2%	5.3%	6.9%
Time Since Sale in Months	0.2	6.2	6.3	12.0
Property Attributes	Low	Average	Median	High
Building SF	1,000	38,285	11,396	840,000
Ceiling Height	11'	20'2"	18'	40'
Docks	0	5	0	350
Vacancy Rate At Sale	0%	8.6%	0%	100%
Year Built	1910	1990	1989	2024
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.3	★ ★ ★ ★ ★	★ ★ ★ ★ ★

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 Sierra Business Center 16604 Slover Ave	★★★★★	2024	690,967	0%	9/19/2024	\$240,637,500	\$348	-
2 Commerce Way 13423-13473 Santa Ana Ave	★★★★★	2000	819,004	0%	4/2/2024	\$197,000,000	\$241	-
3 400 E Ellis Ave	★★★★★	2024	840,000	0%	12/14/2023	\$183,866,500	\$219	-
4 FedEx Freight 7250 Cajon Blvd	★★★★★	2007	183,116	0%	7/26/2024	\$168,300,000	\$919	-
5 17500 N Perris Blvd	★★★★★	2003	692,600	0%	1/4/2024	\$111,690,000	\$161	-
6 Milliken Airport Center 4450 E Lowell St	★★★★★	1996	317,070	0%	5/3/2024	\$90,250,000	\$285	-
7 Almeria Logistic Center 8300 Almeria Ave	★★★★★	2022	236,129	0%	8/5/2024	\$76,800,000	\$325	-
8 13600 Napa St	★★★★★	1999	118,984	0%	12/28/2023	\$75,000,000	\$630	-
9 4982 Hallmark Pky	★★★★★	2018	340,080	0%	4/29/2024	\$74,050,000	\$218	-
10 1670 Champagne Ave	★★★★★	2000	263,670	0%	11/6/2024	\$73,952,835	\$280	-
11 13201 Dahlia St	★★★★★	1989	278,650	0%	10/14/2024	\$70,100,000	\$252	-
12 Oakmont Whittram 14339 Whittram Ave	★★★★★	2023	209,700	0%	8/12/2024	\$58,716,000	\$280	-
13 Bldg 1 16796 Boyle Ave	★★★★★	2022	172,219	0%	5/15/2024	\$58,250,000	\$338	5.4%
14 Rider Business Center 3120 Wilson Ave	★★★★★	2024	249,067	99.8%	6/11/2024	\$53,425,000	\$215	-
15 3351 E Philadelphia St	★★★★★	1998	202,046	0%	5/3/2024	\$52,000,000	\$257	-
16 750 S Valley View Ave	★★★★★	2018	154,560	0%	11/6/2024	\$49,859,719	\$323	-
17 210 Radio Rd	★★★★★	2023	143,785	100%	6/4/2024	\$46,971,782	\$327	-
18 11145 Inland Ave	★★★★★	1997	209,907	0%	4/23/2024	\$43,250,000	\$206	-
19 1651 S Carlos Ave	★★★★★	1989	147,484	0%	11/6/2024	\$40,454,501	\$274	-
20 10917 Cherry Ave	★★★★★	2019	103,343	0%	11/6/2024	\$37,832,945	\$366	-



The Inland Empire leads Southern California in post-pandemic job growth and has significantly outpaced the national average, with an aggregate 7% gain based on an increase of over 110,000 workers. Furthermore, the Inland Empire is bucking the trend of moderating job growth seen nationally in 2024.

Although the market's 1.6% expansion in payrolls in 2023 fell short of the average 3.4% growth rate achieved over the past ten years, the pace of job growth is accelerating and slightly outpaces the national average. Inland Empires' job growth forecast also outperforms the national average, based on the continuation of positive trends established over the past decade. The market is becoming more expensive but still maintains a competitive advantage of affordability, and many commercial real estate developments underway across the market will provide capacity for additional employment opportunities.

Bolstered by e-commerce growth and industrial space development, transportation and warehousing account for the majority of post-pandemic job growth in the metro. Employment in the sector has expanded nearly 30% from pre-pandemic levels to over 200,000 workers. However, it remains below 2022 highs, along with wholesale trade employment.

Due to the market's affordable and abundant land near Southern California's twin ports, most national retailers have established warehouse and distribution centers in the area, and third-party logistics providers expanded alongside them as e-commerce adoption accelerated. The twin ports process roughly a third of all U.S. imports, much of which is transported further inland via rail and

highway. Imports are rebounding in 2024 now that West Coast dock workers have agreed to a new labor contract.

Amazon continues to expand at a brisk pace. The e-commerce giant opened its first California fulfillment center in San Bernardino in 2012, expanding to over 40 industrial buildings across the Inland Empire today and becoming the market's largest public company, employing roughly 30,000 local workers.

Now boasting 4.7 million residents, the Inland Empire ranks as the 11th-most populated market in the nation. Employment levels rank slightly lower due to Inland's high proportion of retirees. Attracted to the market's consistently warm weather and affordability, a plethora of retirement communities generate outsized demand for healthcare services and medical-related real estate. Tourism is vibrant in Palm Springs, Big Bear, and Temecula, primarily attracting in-state travelers.

Major cities are concentrated in the southwest portion of the market, lining Interstate 15, which runs northeast to Las Vegas, and Interstate 10, which runs east across the Southern U.S. Roughly within an hour's drive from Los Angeles, Riverside is the largest Inland Empire city with over 310,00 residents, followed by over 200,000 residents in San Bernardino, Fontana, and growing Morena Valley.

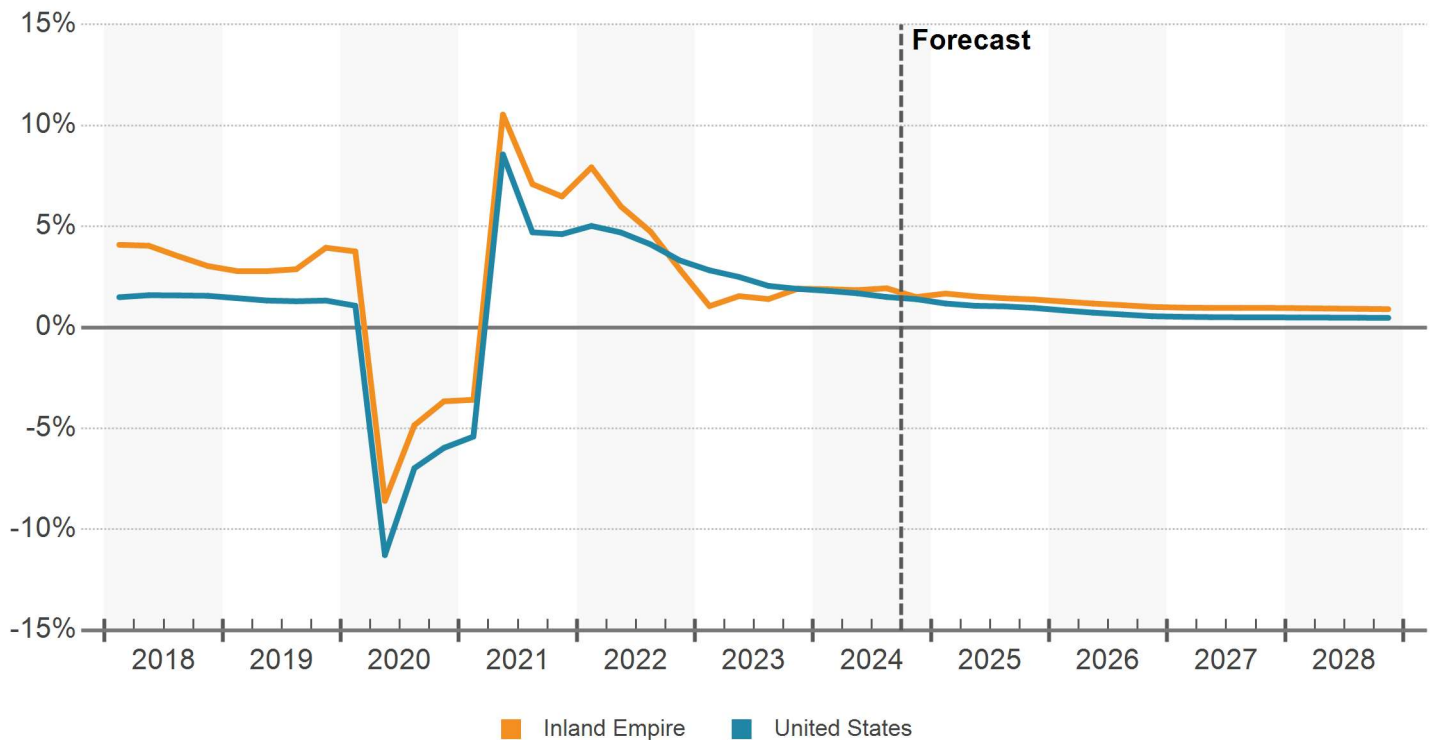
San Bernardino is the largest county by land mass across the continental U.S., spanning over 20,000 square miles from Los Angeles to California's border with Nevada and Arizona. Running east from Orange County, Riverside County adds another 7,200 square miles to the combined Inland Empire market area.

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	96	0.7	-2.68%	0.02%	0.44%	0.56%	0.38%	0.36%
Trade, Transportation and Utilities	459	1.5	1.61%	0.74%	3.71%	0.97%	0.97%	0.32%
Retail Trade	183	1.1	-0.09%	0.44%	0.73%	0.18%	0.38%	0.23%
Financial Activities	45	0.5	-0.50%	0.42%	0.54%	1.46%	0.16%	0.42%
Government	272	1.1	3.87%	1.96%	1.89%	0.65%	0.87%	0.52%
Natural Resources, Mining and Construction	121	1.3	0.51%	2.44%	4.16%	2.26%	1.08%	0.90%
Education and Health Services	310	1.1	5.69%	3.49%	4.62%	2.08%	1.72%	0.84%
Professional and Business Services	167	0.7	0.54%	0.57%	1.85%	1.76%	0.59%	0.62%
Information	13	0.4	-1.66%	-0.19%	-0.15%	0.93%	0.38%	0.57%
Leisure and Hospitality	186	1.0	-1.35%	1.63%	2.38%	1.40%	1.41%	0.95%
Other Services	49	0.8	-1.67%	1.14%	1.13%	0.59%	0.90%	0.55%
Total Employment	1,720	1.0	1.72%	1.45%	2.83%	1.30%	1.05%	0.60%

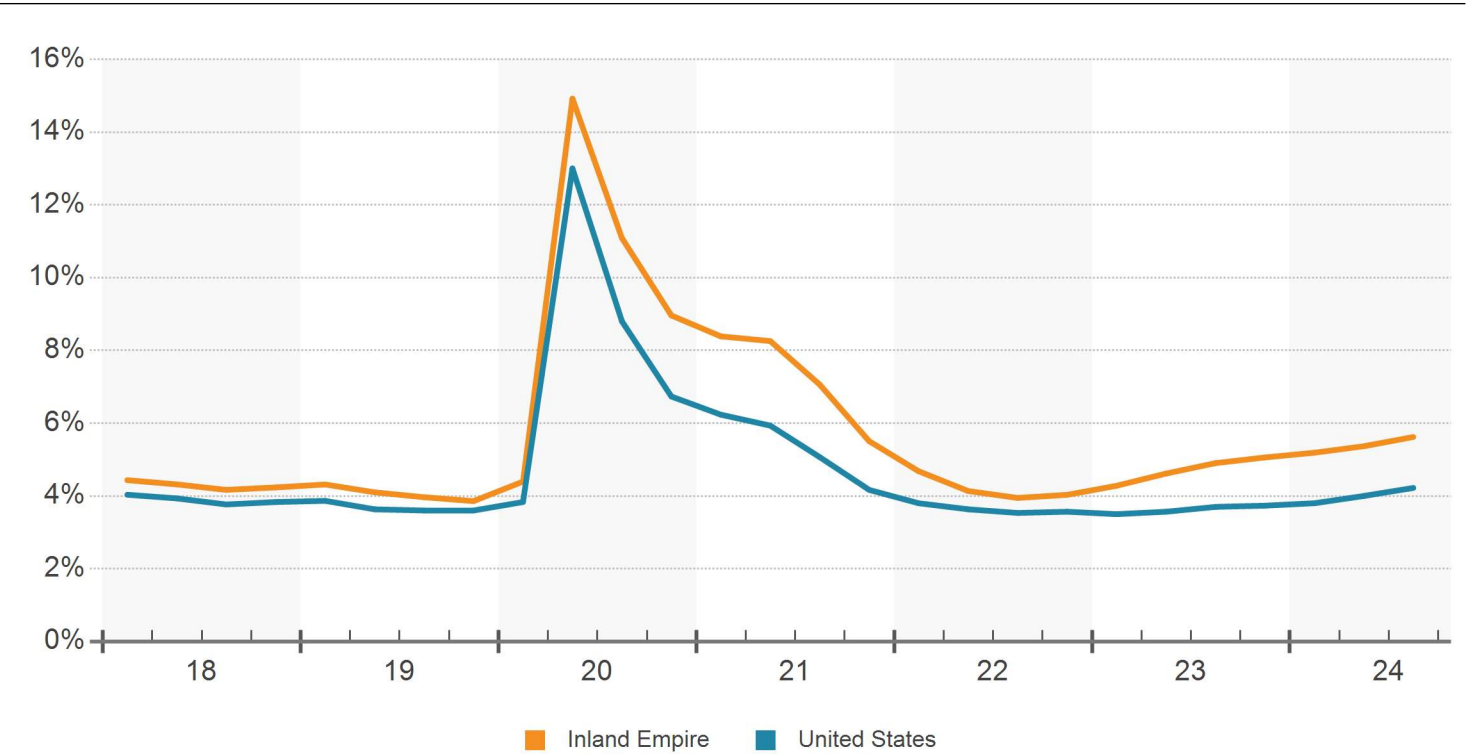
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

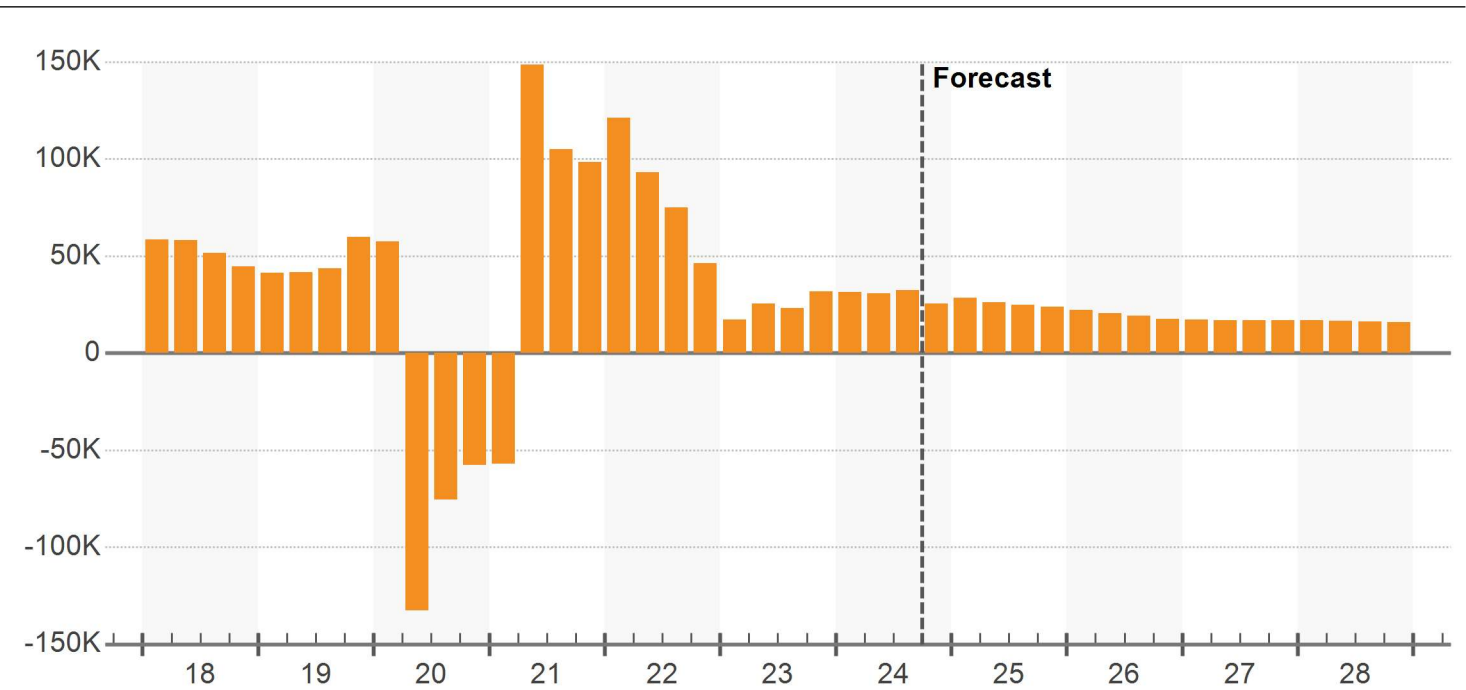


Source: Oxford Economics

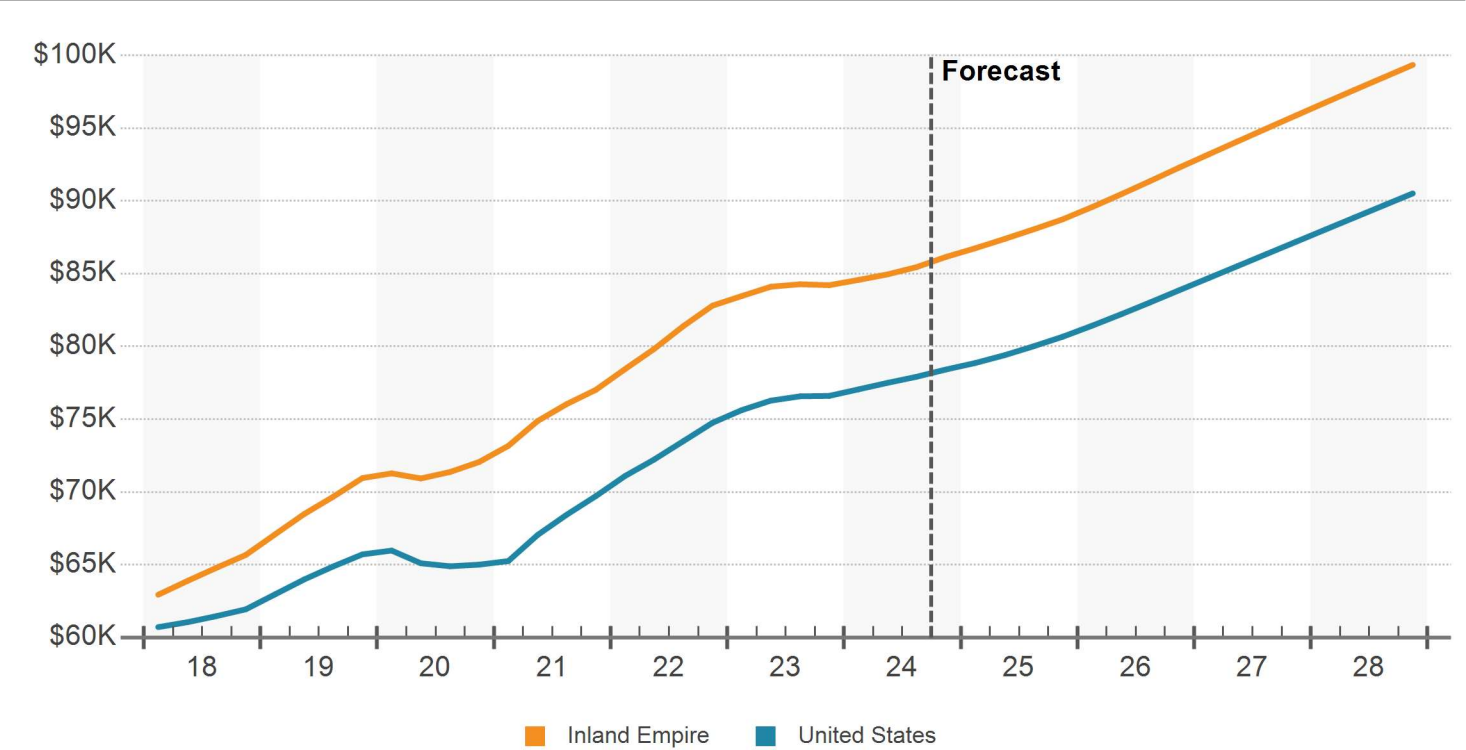
UNEMPLOYMENT RATE (%)



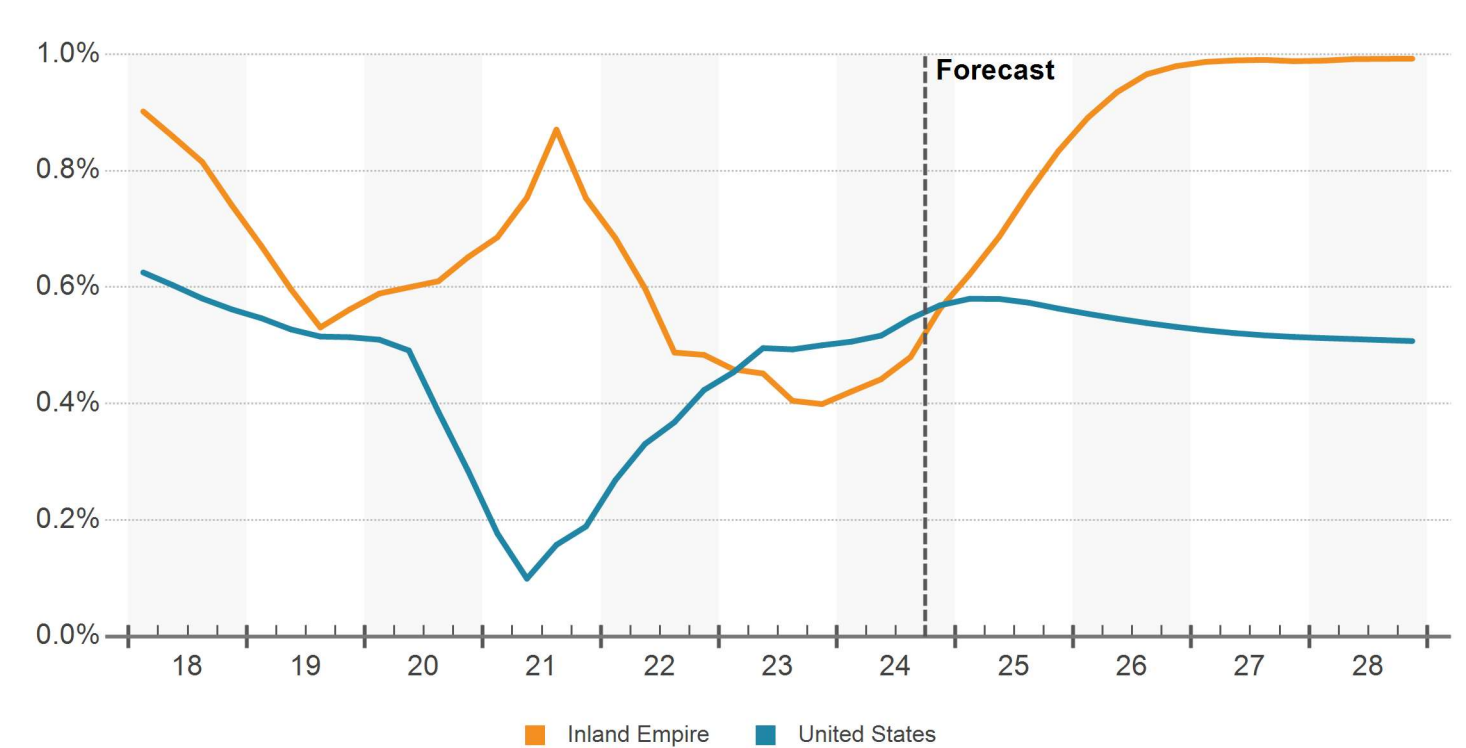
NET EMPLOYMENT CHANGE (YOY)



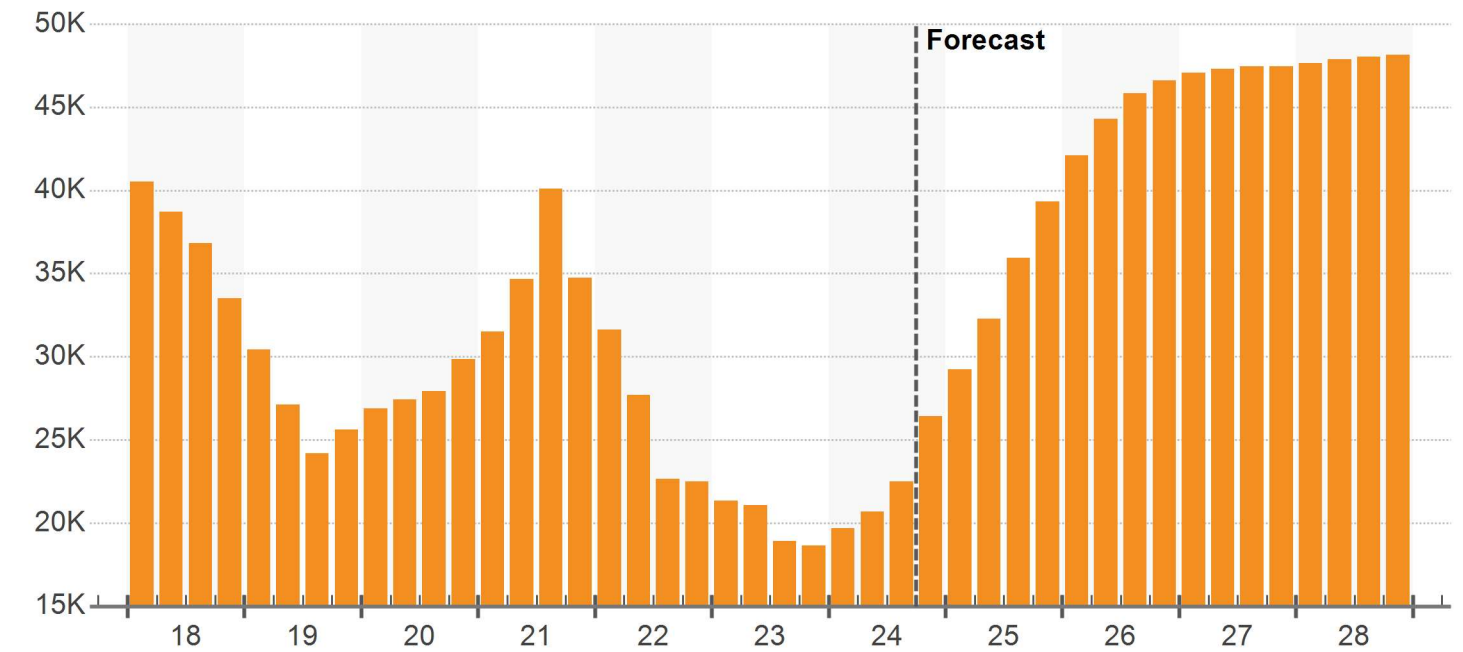
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

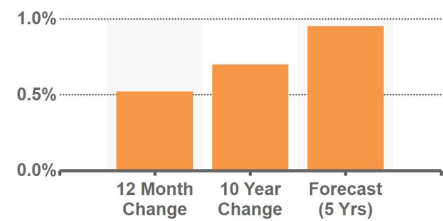


DEMOGRAPHIC TRENDS

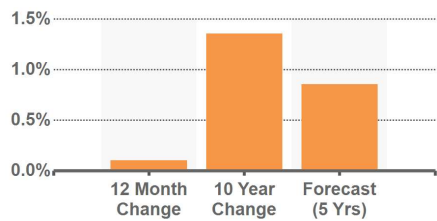
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	4,714,358	336,985,594	0.5%	0.6%	0.7%	0.5%	0.9%	0.5%
Households	1,479,078	132,357,750	0.7%	0.7%	0.8%	1.0%	1.0%	0.6%
Median Household Income	\$85,792	\$78,160	1.8%	2.1%	4.7%	3.9%	3.6%	3.6%
Labor Force	2,188,088	168,682,984	0.1%	0.6%	1.4%	0.8%	0.9%	0.4%
Unemployment	5.6%	4.2%	0.6%	0.5%	-0.2%	-0.2%	-	-

Source: Oxford Economics

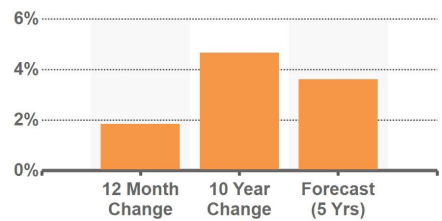
POPULATION GROWTH



LABOR FORCE GROWTH



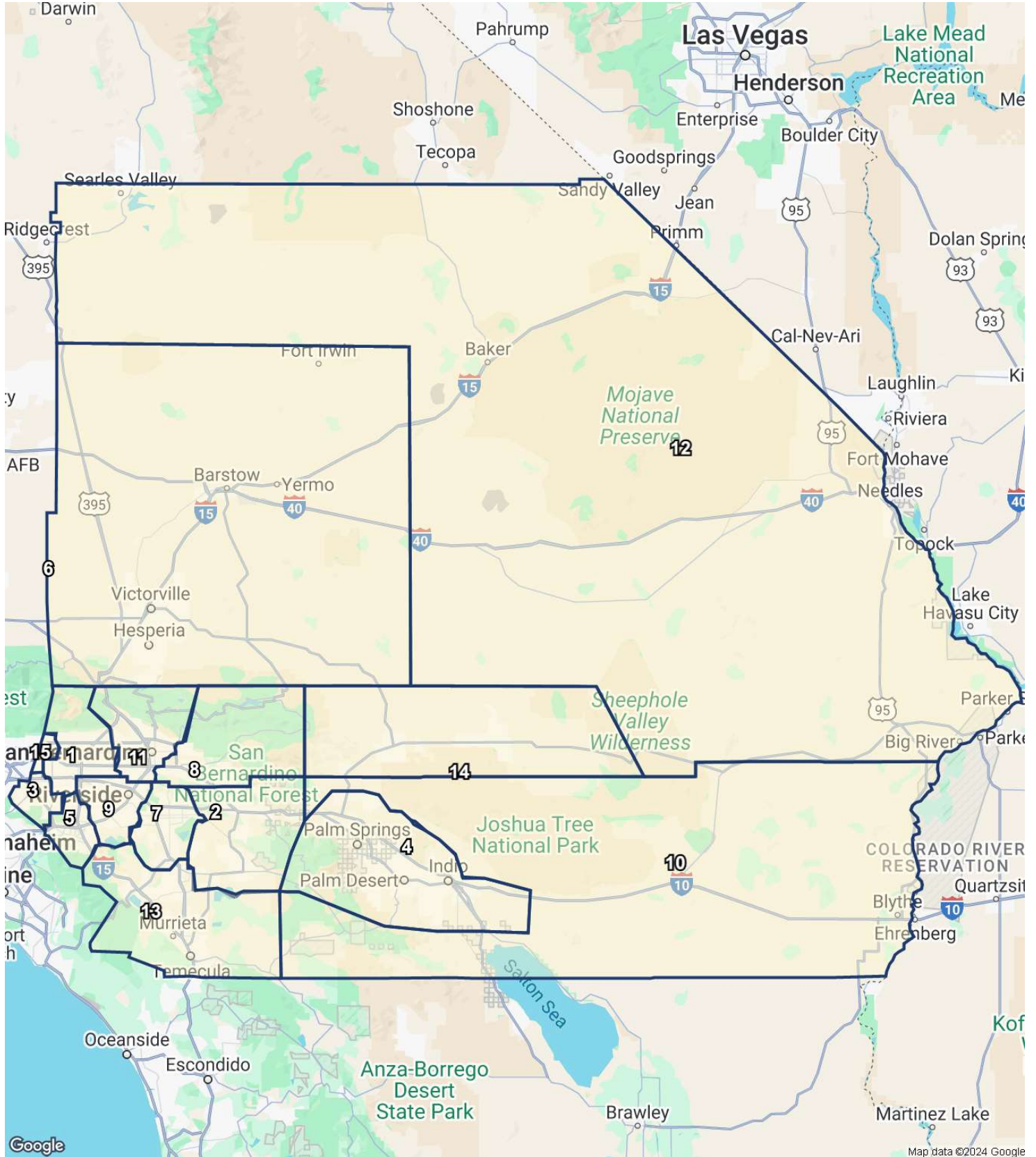
INCOME GROWTH



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	3,485	254,359	32.6%	1	48	15,752	6.2%	1	17	5,948	2.3%	1
2	Beaumont/Hemet	446	14,579	1.9%	11	1	928	6.4%	6	0	-	-	-
3	Chino/Chino Hills	1,045	57,695	7.4%	5	7	519	0.9%	8	1	315	0.5%	9
4	Coachella Valley	1,048	18,085	2.3%	10	1	102	0.6%	11	3	204	1.1%	10
5	Corona/Eastvale	1,174	40,733	5.2%	6	0	0	0%	-	6	542	1.3%	7
6	Mojave River Valley	1,001	31,096	4.0%	8	13	1,341	4.3%	5	2	1,540	5.0%	4
7	Moreno Valley/Perris	641	107,936	13.8%	2	35	5,403	5.0%	2	13	2,996	2.8%	2
8	Redlands/Loma Linda	386	32,863	4.2%	7	3	279	0.8%	9	2	571	1.7%	6
9	Riverside	1,632	81,949	10.5%	4	16	4,736	5.8%	3	8	605	0.7%	5
10	Riverside Outlying	44	598	0.1%	13	0	0	0%	-	0	-	-	-
11	San Bernardino	1,531	104,667	13.4%	3	14	1,902	1.8%	4	7	2,237	2.1%	3
12	San Bernardino Outlying	20	379	0%	15	0	0	0%	-	0	-	-	-
13	South Riverside	1,179	24,954	3.2%	9	12	752	3.0%	7	4	92	0.4%	11
14	Twentynine Palms	81	453	0.1%	14	0	0	0%	-	0	-	-	-
15	Upland/Montclair	767	10,290	1.3%	12	7	155	1.5%	10	9	522	5.1%	8

SUBMARKET RENT

No.	Submarket	Market Asking Rent		12 Month Market Asking Rent		QTD Annualized Market Asking Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Airport Area	\$1.19	8	-0.9%	13	-3.7%	10
2	Beaumont/Hemet	\$0.98	13	-1.3%	15	-5.9%	15
3	Chino/Chino Hills	\$1.20	7	-0.6%	9	-3.4%	7
4	Coachella Valley	\$1.48	2	0.3%	5	-3.4%	6
5	Corona/Eastvale	\$1.26	6	-0.8%	11	-4.5%	14
6	Mojave River Valley	\$1.09	11	-0.8%	12	-3.5%	9
7	Moreno Valley/Perris	\$0.97	14	-1.0%	14	-2.2%	1
8	Redlands/Loma Linda	\$0.96	15	-0.7%	10	-3.8%	12
9	Riverside	\$1.12	10	-0.5%	7	-3.8%	13
10	Riverside Outlying	\$1.16	9	0.4%	2	-3.7%	11
11	San Bernardino	\$0.99	12	-0.6%	8	-3.5%	8
12	San Bernardino Outlying	\$1.27	5	0.4%	4	-3.1%	3
13	South Riverside	\$1.35	4	0.2%	6	-3.2%	4
14	Twentynine Palms	\$1.49	1	0.9%	1	-2.7%	2
15	Upland/Montclair	\$1.39	3	0.4%	3	-3.2%	5

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airport Area	20,022,315	7.9%	12	8,998,107	3.5%	1	1.4
2	Beaumont/Hemet	658,419	4.5%	3	423,194	2.9%	4	-
3	Chino/Chino Hills	2,979,658	5.2%	5	(209,280)	-0.4%	13	-
4	Coachella Valley	910,944	5.0%	4	(62,897)	-0.3%	11	-
5	Corona/Eastvale	3,162,011	7.8%	10	(163,428)	-0.4%	12	-
6	Mojave River Valley	2,319,720	7.5%	9	592,242	1.9%	3	0.2
7	Moreno Valley/Perris	12,218,239	11.3%	14	(2,148,718)	-2.0%	15	-
8	Redlands/Loma Linda	3,514,223	10.7%	13	381,308	1.2%	5	0.1
9	Riverside	5,104,346	6.2%	7	3,181,191	3.9%	2	1.2
10	Riverside Outlying	69,450	11.6%	15	(1,891)	-0.3%	7	-
11	San Bernardino	7,702,173	7.4%	8	(1,545,281)	-1.5%	14	-
12	San Bernardino Outlying	3,200	0.8%	1	(3,200)	-0.8%	8	-
13	South Riverside	1,937,246	7.8%	11	(48,982)	-0.2%	10	-
14	Twentynine Palms	9,231	2.0%	2	(5,718)	-1.3%	9	-
15	Upland/Montclair	608,498	5.9%	6	55,316	0.5%	6	2.8

Supply & Demand Trends

Inland Empire Industrial

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	830,421,270	15,491,675	1.9%	17,389,220	2.1%	0.9
2027	814,929,595	12,769,286	1.6%	18,524,489	2.3%	0.7
2026	802,160,309	8,931,415	1.1%	15,812,815	2.0%	0.6
2025	793,228,894	10,198,841	1.3%	7,455,202	0.9%	1.4
2024	783,030,053	26,860,339	3.6%	6,120,876	0.8%	4.4
YTD	780,548,227	24,378,513	3.2%	5,642,696	0.7%	4.3
2023	756,169,714	31,081,703	4.3%	2,908,472	0.4%	10.7
2022	725,088,011	19,932,126	2.8%	15,576,826	2.1%	1.3
2021	705,155,885	15,433,910	2.2%	30,785,933	4.4%	0.5
2020	689,721,975	20,189,074	3.0%	24,518,154	3.6%	0.8
2019	669,532,901	25,962,282	4.0%	25,756,611	3.8%	1.0
2018	643,570,619	26,787,035	4.3%	28,450,457	4.4%	0.9
2017	616,783,584	23,224,321	3.9%	16,678,611	2.7%	1.4
2016	593,559,263	19,456,774	3.4%	24,209,331	4.1%	0.8
2015	574,102,489	20,154,999	3.6%	18,469,346	3.2%	1.1
2014	553,947,490	19,817,216	3.7%	20,410,527	3.7%	1.0
2013	534,130,274	10,817,699	2.1%	17,504,902	3.3%	0.6
2012	523,312,575	5,917,534	1.1%	6,688,393	1.3%	0.9

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	105,857,830	331,490	0.3%	746,067	0.7%	0.4
2027	105,526,340	258,054	0.2%	864,309	0.8%	0.3
2026	105,268,286	171,117	0.2%	23,077	0%	7.4
2025	105,097,169	14,436	0%	(400,838)	-0.4%	-
2024	105,082,733	719,734	0.7%	(278,964)	-0.3%	-
YTD	105,082,733	719,734	0.7%	(210,053)	-0.2%	-
2023	104,362,999	987,106	1.0%	(735,897)	-0.7%	-
2022	103,375,893	(1,549,325)	-1.5%	(334,108)	-0.3%	-
2021	104,925,218	644,307	0.6%	1,640,282	1.6%	0.4
2020	104,280,911	495,128	0.5%	1,177,564	1.1%	0.4
2019	103,785,783	3,039,924	3.0%	1,954,605	1.9%	1.6
2018	100,745,859	(60,076)	-0.1%	242,926	0.2%	-
2017	100,805,935	392,902	0.4%	(263,461)	-0.3%	-
2016	100,413,033	(14,422)	0%	516,600	0.5%	-
2015	100,427,455	(482,632)	-0.5%	(95,982)	-0.1%	-
2014	100,910,087	421,494	0.4%	598,833	0.6%	0.7
2013	100,488,593	(50,831)	-0.1%	2,265,745	2.3%	-
2012	100,539,424	(465,093)	-0.5%	(166,158)	-0.2%	-



Supply & Demand Trends

Inland Empire Industrial

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	708,124,804	15,155,915	2.2%	16,553,863	2.3%	0.9
2027	692,968,889	12,510,469	1.8%	17,563,125	2.5%	0.7
2026	680,458,420	8,767,343	1.3%	15,810,406	2.3%	0.6
2025	671,691,077	10,123,078	1.5%	7,952,018	1.2%	1.3
2024	661,567,999	26,140,605	4.1%	6,600,548	1.0%	4.0
YTD	659,086,173	23,658,779	3.7%	6,073,852	0.9%	3.9
2023	635,427,394	30,075,872	5.0%	3,199,772	0.5%	9.4
2022	605,351,522	21,426,582	3.7%	16,271,992	2.7%	1.3
2021	583,924,940	14,789,603	2.6%	28,891,209	4.9%	0.5
2020	569,135,337	19,547,146	3.6%	23,208,917	4.1%	0.8
2019	549,588,191	22,925,758	4.4%	23,889,963	4.3%	1.0
2018	526,662,433	26,829,611	5.4%	28,154,267	5.3%	1.0
2017	499,832,822	22,803,595	4.8%	16,747,765	3.4%	1.4
2016	477,029,227	19,460,196	4.3%	23,545,780	4.9%	0.8
2015	457,569,031	20,637,631	4.7%	18,393,262	4.0%	1.1
2014	436,931,400	19,367,217	4.6%	19,416,918	4.4%	1.0
2013	417,564,183	10,819,244	2.7%	14,765,757	3.5%	0.7
2012	406,744,939	6,382,627	1.6%	6,461,551	1.6%	1.0

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	16,438,636	4,270	0%	89,290	0.5%	0
2027	16,434,366	763	0%	97,055	0.6%	0
2026	16,433,603	(7,045)	0%	(20,668)	-0.1%	-
2025	16,440,648	61,327	0.4%	(95,978)	-0.6%	-
2024	16,379,321	0	0%	(200,708)	-1.2%	-
YTD	16,379,321	0	0%	(221,103)	-1.3%	-
2023	16,379,321	18,725	0.1%	444,597	2.7%	0
2022	16,360,596	54,869	0.3%	(361,058)	-2.2%	-
2021	16,305,727	0	0%	254,442	1.6%	0
2020	16,305,727	146,800	0.9%	131,673	0.8%	1.1
2019	16,158,927	(3,400)	0%	(87,957)	-0.5%	-
2018	16,162,327	17,500	0.1%	53,264	0.3%	0.3
2017	16,144,827	27,824	0.2%	194,307	1.2%	0.1
2016	16,117,003	11,000	0.1%	146,951	0.9%	0.1
2015	16,106,003	0	0%	172,066	1.1%	0
2014	16,106,003	28,505	0.2%	394,776	2.5%	0.1
2013	16,077,498	49,286	0.3%	473,400	2.9%	0.1
2012	16,028,212	0	0%	393,000	2.5%	0



OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$1.38	286	5.9%	21.2%	51,478,240	6.2%	-0.4%
2027	\$1.30	271	6.8%	14.5%	53,388,813	6.6%	-0.8%
2026	\$1.22	253	5.7%	7.2%	59,122,473	7.4%	-0.9%
2025	\$1.15	240	2.8%	1.4%	65,988,833	8.3%	0.2%
2024	\$1.12	233	-1.3%	-1.3%	63,217,262	8.1%	2.5%
YTD	\$1.13	234	-0.7%	-1.2%	61,213,616	7.8%	2.2%
2023	\$1.14	236	6.8%	0%	42,477,799	5.6%	3.6%
2022	\$1.07	221	12.4%	-6.4%	14,305,579	2.0%	0.6%
2021	\$0.95	197	12.6%	-16.7%	9,955,079	1.4%	-2.3%
2020	\$0.84	175	9.3%	-26.0%	25,306,952	3.7%	-0.8%
2019	\$0.77	160	8.5%	-32.3%	29,636,032	4.4%	-0.1%
2018	\$0.71	147	8.9%	-37.6%	29,432,281	4.6%	-0.5%
2017	\$0.65	135	9.2%	-42.7%	31,095,703	5.0%	0.9%
2016	\$0.60	124	9.6%	-47.5%	24,863,211	4.2%	-1.0%
2015	\$0.55	113	9.0%	-52.1%	29,822,302	5.2%	0.1%
2014	\$0.50	104	7.7%	-56.1%	28,136,649	5.1%	-0.3%
2013	\$0.46	96	5.7%	-59.2%	28,729,960	5.4%	-1.5%
2012	\$0.44	91	3.0%	-61.4%	35,844,210	6.8%	-0.2%

SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$1.56	255	6.1%	23.2%	3,437,989	3.2%	-0.4%
2027	\$1.47	240	7.0%	16.1%	3,850,750	3.6%	-0.6%
2026	\$1.37	224	6.0%	8.5%	4,451,813	4.2%	0.1%
2025	\$1.29	212	3.0%	2.4%	4,299,064	4.1%	0.4%
2024	\$1.25	205	-0.6%	-0.6%	3,877,697	3.7%	0.9%
YTD	\$1.26	206	0.2%	-0.3%	3,808,786	3.6%	0.9%
2023	\$1.26	207	6.8%	0%	2,878,999	2.8%	1.6%
2022	\$1.18	193	10.3%	-6.4%	1,155,996	1.1%	-1.1%
2021	\$1.07	175	9.9%	-15.2%	2,371,213	2.3%	-1.0%
2020	\$0.97	160	7.3%	-22.8%	3,367,038	3.2%	-0.7%
2019	\$0.91	149	6.9%	-28.1%	4,049,474	3.9%	1.0%
2018	\$0.85	139	7.7%	-32.7%	2,964,155	2.9%	-0.3%
2017	\$0.79	129	8.7%	-37.5%	3,267,157	3.2%	0.6%
2016	\$0.73	119	9.0%	-42.5%	2,610,794	2.6%	-0.5%
2015	\$0.67	109	8.0%	-47.3%	3,141,816	3.1%	-0.4%
2014	\$0.62	101	7.4%	-51.2%	3,528,466	3.5%	-0.2%
2013	\$0.57	94	5.4%	-54.5%	3,705,805	3.7%	-2.3%
2012	\$0.54	89	2.7%	-56.8%	6,022,381	6.0%	-0.3%

LOGISTICS RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$1.34	298	5.8%	20.8%	47,264,604	6.7%	-0.3%
2027	\$1.27	281	6.8%	14.1%	48,678,382	7.0%	-0.9%
2026	\$1.19	264	5.7%	6.9%	53,716,501	7.9%	-1.2%
2025	\$1.12	249	2.7%	1.1%	60,750,841	9.0%	0.2%
2024	\$1.09	243	-1.5%	-1.5%	58,559,779	8.9%	2.7%
YTD	\$1.10	243	-0.9%	-1.4%	56,604,649	8.6%	2.4%
2023	\$1.11	247	6.9%	0%	39,019,722	6.1%	4.1%
2022	\$1.04	231	12.8%	-6.4%	12,149,433	2.0%	0.8%
2021	\$0.92	204	13.3%	-17.1%	6,994,843	1.2%	-2.5%
2020	\$0.81	180	9.8%	-26.8%	21,096,449	3.7%	-0.8%
2019	\$0.74	164	9.0%	-33.3%	24,758,220	4.5%	-0.4%
2018	\$0.68	151	9.2%	-38.8%	25,722,425	4.9%	-0.5%
2017	\$0.62	138	9.5%	-44.0%	27,047,081	5.4%	0.9%
2016	\$0.57	126	9.8%	-48.8%	21,304,469	4.5%	-1.1%
2015	\$0.52	115	9.3%	-53.4%	25,596,587	5.6%	0.2%
2014	\$0.47	105	7.8%	-57.4%	23,352,218	5.3%	-0.3%
2013	\$0.44	97	5.8%	-60.5%	23,401,919	5.6%	-1.2%
2012	\$0.42	92	3.2%	-62.6%	27,775,479	6.8%	-0.1%

FLEX RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$1.83	196	6.0%	24.0%	775,647	4.7%	-0.5%
2027	\$1.73	185	6.9%	17.0%	859,681	5.2%	-0.6%
2026	\$1.62	173	5.9%	9.4%	954,159	5.8%	0.1%
2025	\$1.53	163	2.9%	3.3%	938,928	5.7%	1.0%
2024	\$1.48	159	0.4%	0.4%	779,786	4.8%	1.2%
YTD	\$1.49	159	1.0%	0.5%	800,181	4.9%	1.3%
2023	\$1.48	158	4.8%	0%	579,078	3.5%	-2.6%
2022	\$1.41	151	10.0%	-4.6%	1,000,150	6.1%	2.5%
2021	\$1.28	137	7.9%	-13.3%	589,023	3.6%	-1.6%
2020	\$1.19	127	5.5%	-19.6%	843,465	5.2%	0%
2019	\$1.13	120	4.6%	-23.8%	828,338	5.1%	0.5%
2018	\$1.08	115	5.7%	-27.2%	745,701	4.6%	-0.2%
2017	\$1.02	109	5.6%	-31.1%	781,465	4.8%	-1.0%
2016	\$0.96	103	6.5%	-34.8%	947,948	5.9%	-0.8%
2015	\$0.90	97	5.7%	-38.8%	1,083,899	6.7%	-1.1%
2014	\$0.86	92	5.0%	-42.1%	1,255,965	7.8%	-2.3%
2013	\$0.82	87	4.1%	-44.8%	1,622,236	10.1%	-2.7%
2012	\$0.78	84	0.6%	-47.0%	2,046,350	12.8%	-2.5%

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
2028	-	-	-	-	-	-	\$335.18	473	4.5%
2027	-	-	-	-	-	-	\$311.64	440	4.6%
2026	-	-	-	-	-	-	\$285.12	403	4.6%
2025	-	-	-	-	-	-	\$262.75	371	4.7%
2024	-	-	-	-	-	-	\$255.27	361	4.8%
YTD	324	\$2.7B	1.4%	\$9,459,095	\$268.15	5.2%	\$256.76	363	4.8%
2023	512	\$5B	3.1%	\$11,600,490	\$240.27	4.9%	\$260.36	368	4.5%
2022	654	\$10B	5.5%	\$16,270,253	\$254.29	5.3%	\$258.39	365	4.1%
2021	937	\$7.3B	5.9%	\$8,509,331	\$199.77	4.8%	\$222.64	314	4.1%
2020	571	\$3.1B	4.2%	\$6,025,690	\$144.12	5.7%	\$170.89	241	4.6%
2019	918	\$5B	7.7%	\$7,837,844	\$121.47	5.7%	\$145.16	205	5.0%
2018	857	\$3.6B	6.5%	\$6,860,229	\$118.16	5.5%	\$131.71	186	5.1%
2017	1,003	\$3.1B	5.1%	\$4,897,628	\$108.91	6.1%	\$117.41	166	5.2%
2016	816	\$2.3B	4.7%	\$3,888,670	\$94.65	6.1%	\$112.29	159	5.0%
2015	917	\$2.4B	7.6%	\$3,776,841	\$88.95	5.9%	\$101.53	143	5.1%
2014	703	\$1.7B	5.2%	\$3,303,718	\$69.79	7.3%	\$87.32	123	5.5%
2013	781	\$1.8B	6.1%	\$3,495,016	\$71.30	7.0%	\$76.97	109	5.8%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(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. The price index is not smoothed.

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
2028	-	-	-	-	-	-	\$338.58	463	4.8%
2027	-	-	-	-	-	-	\$314.27	430	4.8%
2026	-	-	-	-	-	-	\$286.99	392	4.9%
2025	-	-	-	-	-	-	\$264	361	5.0%
2024	-	-	-	-	-	-	\$255.87	350	5.0%
YTD	79	\$439.6M	1.4%	\$7,206,784	\$339.30	6.0%	\$257.65	352	5.1%
2023	136	\$355.2M	1.6%	\$3,482,430	\$234.15	4.2%	\$262.48	359	4.8%
2022	154	\$1.3B	4.6%	\$9,000,871	\$279.30	5.4%	\$261.22	357	4.3%
2021	222	\$1.5B	6.0%	\$7,468,404	\$251.37	5.0%	\$228.59	313	4.2%
2020	139	\$495.9M	3.4%	\$3,619,362	\$140.63	5.7%	\$175.68	240	4.8%
2019	194	\$675.1M	6.2%	\$5,358,031	\$120.67	6.8%	\$148.61	203	5.2%
2018	193	\$398.5M	4.5%	\$3,689,915	\$114.95	6.0%	\$133.72	183	5.3%
2017	221	\$412.6M	4.0%	\$2,989,651	\$124.67	6.2%	\$119.23	163	5.4%
2016	167	\$370.1M	4.8%	\$3,110,481	\$103.14	6.6%	\$112.72	154	5.2%
2015	200	\$382.5M	4.9%	\$2,854,428	\$102.42	6.0%	\$101.57	139	5.4%
2014	149	\$228.8M	5.5%	\$2,061,246	\$48.98	8.4%	\$86.79	119	5.8%
2013	159	\$159.9M	3.4%	\$1,903,405	\$67.01	7.6%	\$76.67	105	6.1%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(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. The price index is not smoothed.



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
2028	-	-	-	-	-	-	\$333.81	480	4.5%
2027	-	-	-	-	-	-	\$310.44	446	4.5%
2026	-	-	-	-	-	-	\$284.09	408	4.6%
2025	-	-	-	-	-	-	\$261.86	376	4.6%
2024	-	-	-	-	-	-	\$254.49	366	4.7%
YTD	223	\$2.3B	1.4%	\$11,009,671	\$258.02	5.0%	\$255.93	368	4.7%
2023	327	\$4.2B	3.2%	\$15,146,330	\$239.25	5.2%	\$259.27	372	4.5%
2022	455	\$8.5B	5.7%	\$19,895,794	\$251.72	5.1%	\$256.96	369	4.1%
2021	650	\$5.6B	5.9%	\$9,493,156	\$190.12	4.6%	\$220.32	317	4.0%
2020	390	\$2.6B	4.4%	\$7,487,107	\$144.95	5.6%	\$168.81	243	4.6%
2019	636	\$4.2B	8.0%	\$9,433,641	\$121.90	5.5%	\$143.47	206	4.9%
2018	594	\$3.1B	6.9%	\$8,334,604	\$118.16	5.5%	\$130.37	187	5.0%
2017	691	\$2.6B	5.4%	\$5,918,206	\$106.55	6.2%	\$116.14	167	5.1%
2016	564	\$1.9B	4.6%	\$4,480,943	\$92.86	5.8%	\$111.28	160	4.9%
2015	612	\$1.8B	8.1%	\$4,539,498	\$86.06	5.8%	\$100.64	145	5.1%
2014	496	\$1.5B	5.1%	\$3,897,241	\$74.04	6.7%	\$86.61	124	5.5%
2013	537	\$1.6B	6.7%	\$4,326,924	\$71.47	6.8%	\$76.29	110	5.8%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(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. The price index is not smoothed.

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
2028	-	-	-	-	-	-	\$369.76	352	5.7%
2027	-	-	-	-	-	-	\$344.10	327	5.8%
2026	-	-	-	-	-	-	\$315.33	300	5.8%
2025	-	-	-	-	-	-	\$291.40	277	5.9%
2024	-	-	-	-	-	-	\$283.30	269	6.0%
YTD	22	\$24.5M	0.6%	\$1,114,636	\$242.19	6.0%	\$284.90	271	6.0%
2023	49	\$357.2M	8.5%	\$7,938,427	\$260.19	4.7%	\$291.68	277	5.6%
2022	45	\$115.2M	3.7%	\$3,114,635	\$200.05	6.2%	\$298.90	284	5.0%
2021	65	\$130.7M	4.9%	\$2,253,762	\$166.12	5.8%	\$279.89	266	4.8%
2020	42	\$56.4M	2.6%	\$1,484,698	\$138.24	6.6%	\$225.50	214	5.3%
2019	88	\$92.9M	6.5%	\$1,474,911	\$109.30	5.9%	\$192.62	183	5.7%
2018	70	\$91.4M	5.1%	\$2,076,209	\$134.71	4.8%	\$173.56	165	5.8%
2017	91	\$59.9M	5.8%	\$1,175,348	\$121.23	5.4%	\$157.80	150	5.9%
2016	85	\$67.4M	6.8%	\$1,182,661	\$103.86	7.0%	\$150.62	143	5.7%
2015	105	\$130.5M	9.4%	\$1,553,055	\$97.79	6.8%	\$137.91	131	5.8%
2014	58	\$51.4M	5.3%	\$1,253,397	\$94.88	7.2%	\$119.69	114	6.3%
2013	85	\$44.9M	4.6%	\$736,209	\$83.45	7.1%	\$107.09	102	6.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(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. The price index is not smoothed.

