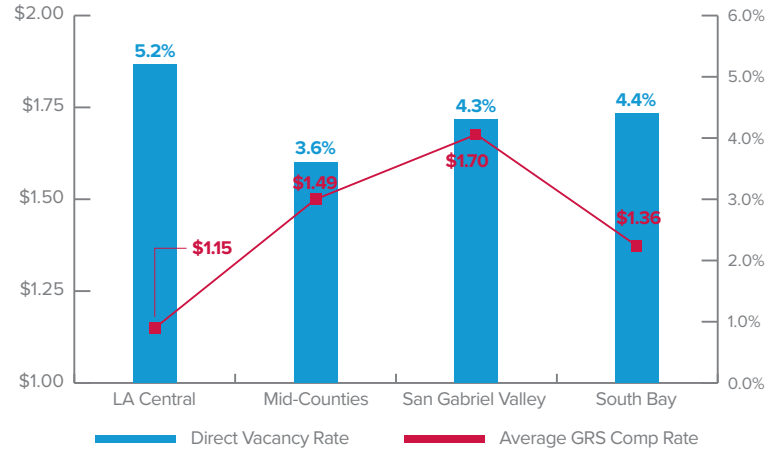




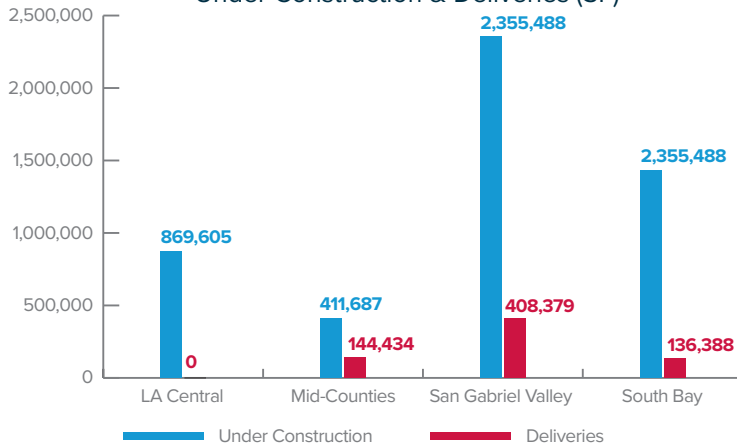
Market Snapshot

Highest Total Sale & Lease Activity LA CENTRAL 2,753,261 Sq. Ft.	Lowest Direct Vacancy Rate MID-COUNTIES 3.6%.
Lowest Average Sale Price PSF SAN GABRIEL VALLEY \$261.95	Most Under Construction SAN GABRIEL VALLEY 2,355,488 Sq. Ft.

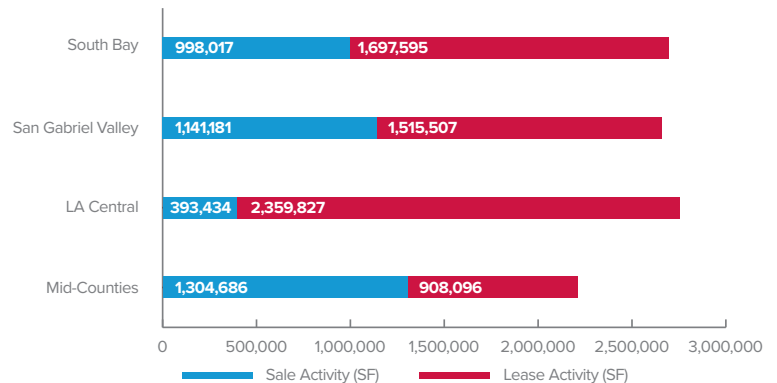
Vacancy & Comp Rate



Under Construction & Deliveries (SF)



Sale & Lease Activities (SF)



INSIGHT

Vacancy rates are up, and the market has experienced eight consecutive quarters of negative net absorption, as evidenced by falling lease rates. Despite a significant rise in interest rates, the average sale price in the Los Angeles industrial market has remained flat over the same eight quarters.

REFLECTION

Based on our market analytics, including the Lease Rate Reduction report, Sublease Report, Lease Supply/Demand Report, and the Lease Rate Equilibrium report, we expect continued downward pressure on lease rates. The balance between supply and demand for sale opportunities versus owner-occupier demand has kept average sale prices relatively stable.

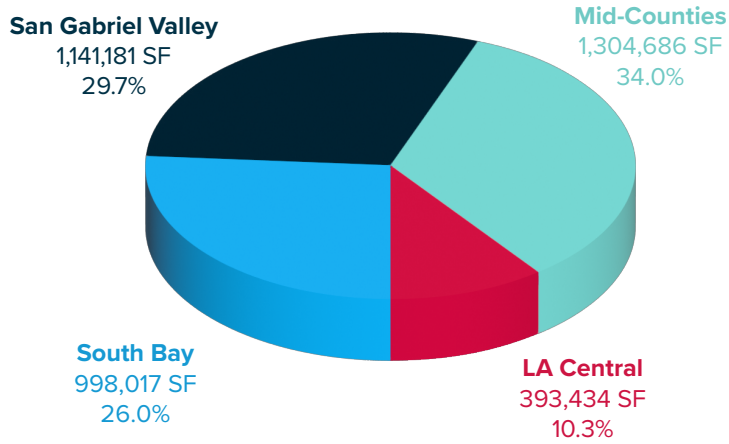
This suggests that while lease rates may continue to decline due to increased vacancies and negative absorption, the sale prices of industrial properties have so far been resilient to these pressures. This stability in sale prices could be due to the demand for owner-occupied spaces and the relatively limited supply of such properties



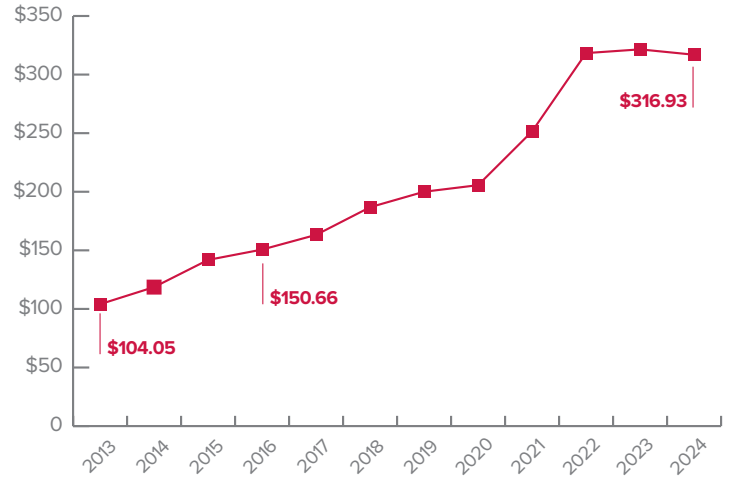
LOS ANGELES INDUSTRIAL MARKET TREND



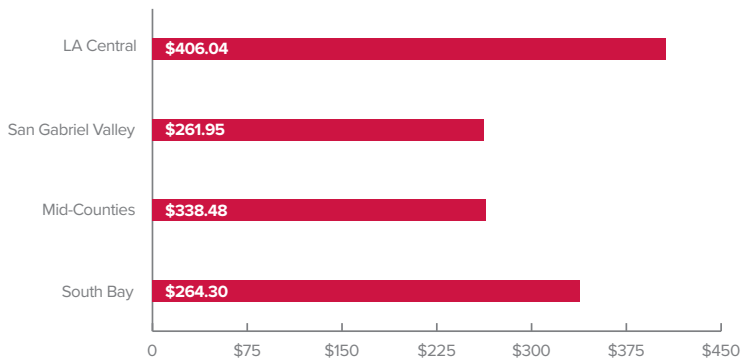
Sale Activity (SF)



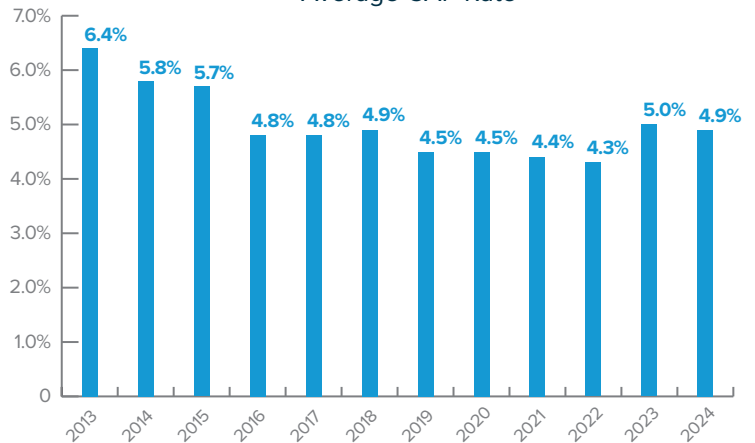
Average Sale Price PSF



Average Sale Price PSF



Average CAP Rate



Top Sale Transactions

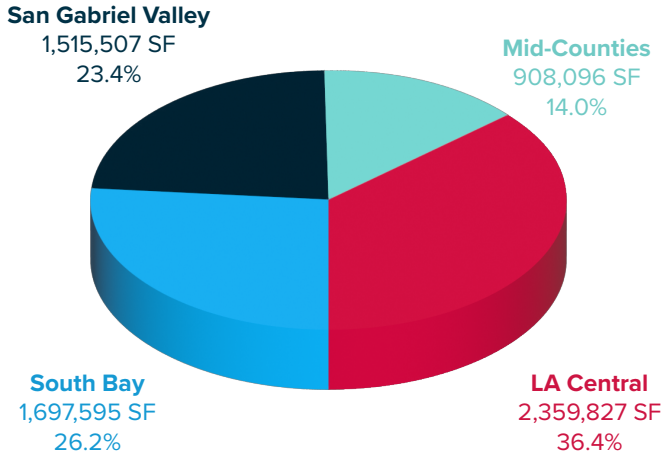
Address	Transaction Size	Buyer	Property Type	Sale Type	Sale Price	Submarket
1620 S Wilmington Ave	206,560.00	Centerpoint 1620 Wilmington LLC	Warehouse/Distribution; Manufacturing	Investment	\$86,051,500	South Bay
14407 Alondra Blvd	221,415.00	Rexford Industrial-Alondra LP	Distribution-Warehouse	Sale	\$72,500,000	Mid-Counties
5010 Azusa Canyon Rd	184,879.00	Rexford Industrial 5000 Azusa Canyon LLP	Distribution-Warehouse	Investment	\$70,749,686	San Gabriel Valley
421-427 Baldwin Park Blvd	215,657.00	Rexford Industrial-Baldwin Park LLP	Distribution-Warehouse	Sale	\$64,000,000	San Gabriel Valley
14647 Northam St	140,212.00	Rexford Industrial-Northam LLLP	Warehouse/Distribution; Manufacturing	Sale	\$55,045,000	Mid-Counties



LOS ANGELES INDUSTRIAL MARKET TREND



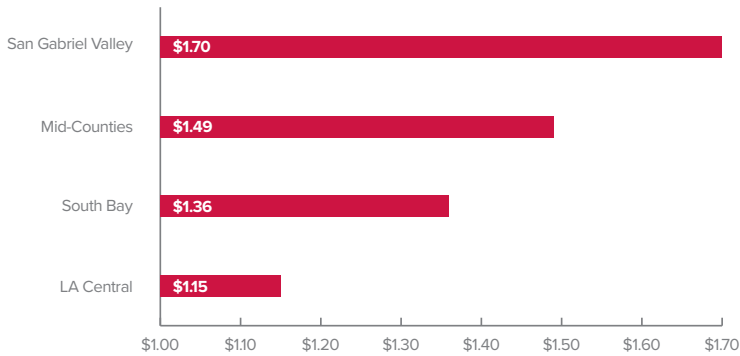
Lease Activity (SF)



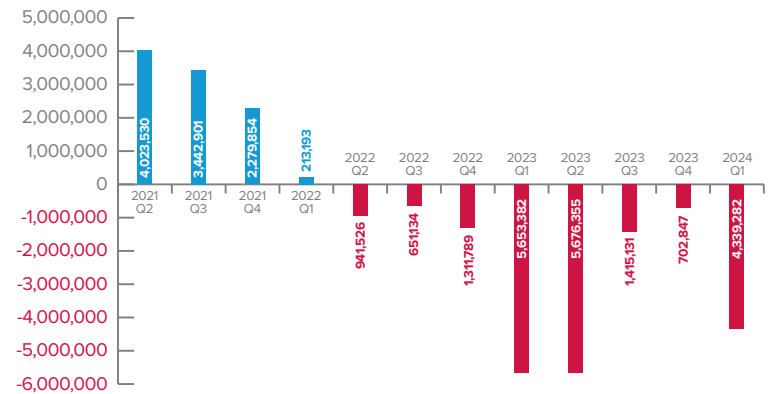
Average Direct Asking Rate (NNN)



Average Direct Asking Rate (NNN)



Net Absorption (SF)



Top Lease Transactions

Address	Transaction Size	Lessee	Property Type	Lease Type	Tenant Type	Submarket
5804-5874 E Slauson Ave	631,264	BTG S Corp	Warehouse/Distribution	Renewal	Unknown	LA Central
1650 S Central Ave	418,344	STG Logistics	Manufacturing, Warehouse/Distribution	New	Logistics	South Bay
2132 E Dominguez St	254,411	Inland Star Distribution Centers, Inc.	Warehouse/Distribution	New	Distribution	South Bay
18305-18385 San Jose Ave	160,000		Industrial	New	Unknown	San Gabriel Valley
5525 S Soto St	130,780	Popular Basic Corporation, A California Corporation	Industrial	New	Technology	LA Central



LOS ANGELES INDUSTRIAL MARKET TREND



Submarket Statistics

Submarket	Inventory	Under Construction	4Q 2023 Deliveries	4Q 2023 Direct Vacancy	4Q 2023 Sublease Vacancy	4Q 2023 Total Vacancy	3Q 2023 Total Vacancy	4Q 2023 Net Absorption	YTD Net Absorption
Bell/Bell Gardens/Cudahy	7,118,819	0	0	4%	0%	4%	4%	(27,321.00)	25,320.00
Commerce	60,233,988	499,023	0	7%	1%	8%	8%	(954,668)	(1,020,087)
Huntington Park	9,177,231	0	0	4%	0%	4%	4%	(106,513)	(175,038.00)
Lincoln Heights/City Terrace	9,765,694	0	0	4%	0%	4%	4%	64,242	169,462.00
Central Los Angeles	42,346,667	0	0	6%	0%	6%	6%	(466,197)	(547,377.00)
Maywood	657,038	0	0	8%	0%	8%	8%	17,542	17,542.00
Montebello	9,818,712	0	0	8%	1%	9%	9%	(64,965)	(3,354.00)
Pico Rivera	10,243,849	0	0	2%	1%	3%	3%	(145,746)	(508,072.00)
South Gate	9,498,265	0	0	2%	0%	2%	2%	(60,628)	(60,628.00)
Vernon	58,991,338	370,582	0	4%	2%	6%	6%	(162,878)	10,399.00
LA Central	217,851,601	869,605	-	5%	1%	5%	5%	(1,907,132)	(2,091,833)
Artesia	210,053	0	0	4%	0%	4%	4%	(8,600)	(15,208)
Bellflower	824,108	0	0	0%	0%	0%	0%	9,700	9,700
Buena Park	13,278,319	27,765	0	2%	3%	5%	5%	(173,844)	(146,457)
Cerritos	12,783,085	0	0	3%	1%	4%	4%	117,697	100,610
Cypress	4,496,679	0	0	7%	0%	7%	7%	49,336	49,336
Downey	4,395,248	0	0	5%	0%	5%	5%	(24,406)	(19,332)
La Mirada	13,159,026	0	0	5%	4%	9%	9%	(316,842)	(304,233)
La Palma	1,778,216	0	0	4%	0%	4%	4%	0	0
Los Alamitos	1,983,674	0	0	1%	0%	1%	1%	(19,931)	(19,931)
Norwalk	2,938,517	0	0	0%	0%	0%	0%	(1,428)	(3,000)
Santa Fe Springs	51,487,936	343,022	144,434.00	4%	0%	4%	4%	(290,932)	(434,420)
Whittier	8,480,888	40,900	0	2%	2%	3%	3%	73,759	101,554
Mid-Counties	115,815,749	411,687	144,434.00	3%	1%	4%	4%	(585,491)	(681,381)
City of Industry	80,427,213	1,922,156	147,490	6%	1%	7%	7%	(1,238,496)	(1,061,142)
East San Gabriel Valley	24,682,267	0	0	2%	0%	3%	3%	(112,069)	(156,406)
Lower San Gabriel Valley	21,789,669	12,000	0	3%	1%	4%	4%	131,663	133,675
Upper San Gabriel Valley	35,363,702	421,292	260,889	3%	0%	4%	4%	62,387	(75,066)
San Gabriel Valley	162,262,851	2,355,448	408,379.00	4%	1%	4%	3%	(1,156,515)	(1,158,939)
Beach Cities/El Segundo	9,109,684	31,541	0	1%	0%	1%	1%	(9,084)	10,849
Carson	23,299,586	127,775	0	6%	1%	7%	7%	82,642	89,531
Compton/Rancho Dominguez	41,460,460	76,553	0	6%	2%	7%	7%	(764,757)	(602,205)
Gardena/Hawthorne/Inglewood/Lawndale	47,042,856	505,369	0	4%	1%	4%	4%	(146,671)	(199,382)
Harbor City/Lomita/San Pedro/Wilmington	8,638,783	0	0	2%	1%	3%	3%	(47,005)	39,658
Lakewood/Long Beach/Signal Hill	33,992,108	692,127	0	5%	1%	5%	5%	(21,851)	(81,973)
Lynwood/Paramount	12,439,296	0	0	2%	0%	2%	2%	(82,526)	(88,891)
Torrance	28,266,009	0	136,388.00	5%	0%	6%	6%	480,178	425,284
South Bay	204,248,782	1,433,365	136,388.00	4%	1%	5%	5%	(509,074)	(407,129)
Los Angeles Total	700,178,983	5,070,105	689,201	5%	1%	5%	5%	(4,158,212)	(4,339,282)

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