



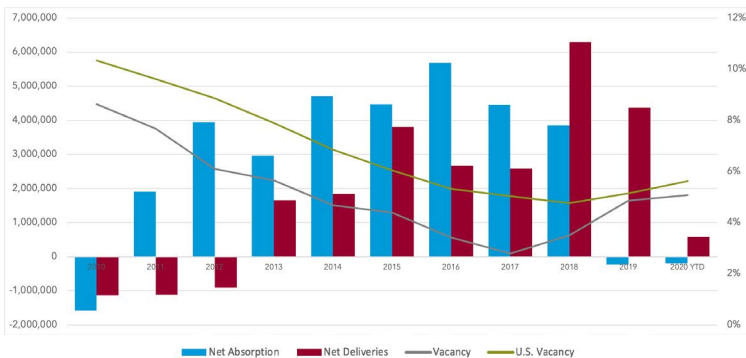
### INDUSTRIAL MARKET OVERVIEW

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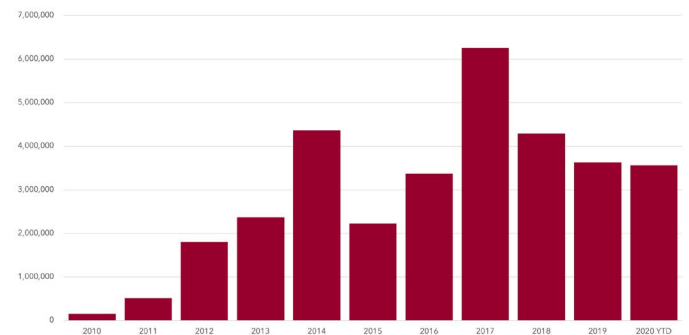
The Seattle industrial market has not been “immune” from the impact of the COVID-19 shutdowns and the resulting economic fallout – as evidenced by a ~25% reduction in trade volumes at the Northwest Seaport Alliance. Despite the economic slow-down, the effects on the industrial market have been manageable. Leasing activity has slowed considerably, except for large-box leasing by the likes of Amazon and other large companies. Lease rates have declined only modestly, but other concessions are increasing. The industrial vacancy rate is still low, but is likely to increase in the months ahead, due to anticipated deliveries of speculative large-box developments, coupled with a glut of sublease space offerings that have begun hitting the market.

MARKET INDICATORS	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019
▼ Net Absorption	(576,146) SF	1,985,334 SF	(226,698) SF	711,523 SF	2,600,343 SF
▲ Vacancy Rate	5.1%	4.7%	4.9%	4.6%	4.2%
▼ Avg NNN Asking Rate	\$11.31 PSF	\$11.35 PSF	\$11.10 PSF	\$10.92 PSF	\$10.77 PSF
▲ Under Construction	3,561,569 SF	3,369,742 SF	3,625,229 SF	4,363,135 SF	3,364,410 SF
▲ Inventory	328,728,690 SF	328,672,249 SF	328,149,222 SF	327,146,807 SF	326,064,795 SF

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1525 E. D St Tacoma, WA	443,622 SF	\$31,961,402 \$72.05 PSF	Industrial Realty Group, LLC United Natural Foods, Inc.	Class C
4620 "B" Street NW Auburn, WA	67,800 SF	\$10,500,000 \$155.00 PSF	Cabot Properties TTF Aerospace (Receivership)	Class B
1640 E. Marc St Tacoma, WA	43.4 Acres	\$33,500,000 \$17.74 PLSF	Prologis Tye Management (McFarland)	Development Site

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
19000 38th Ave Frederickson, WA	478,235 SF	Logistics Property Company (LPC)	Ikea	Retailers
1525 E. D St Tacoma, WA	326,345 SF	Industrial Realty Group	PCC Logistics	3PL
2701 142nd Avenue E Sumner, WA	245,209 SF	Clarion Partners	Scott's Company	Lawn & Garden Products