



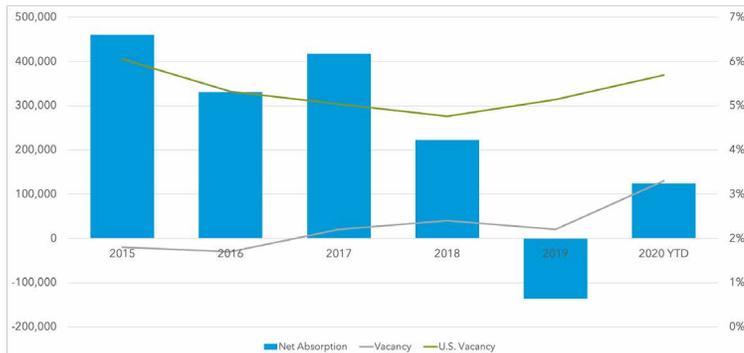
### INDUSTRIAL MARKET OVERVIEW

MIKE TINGUS, *President*

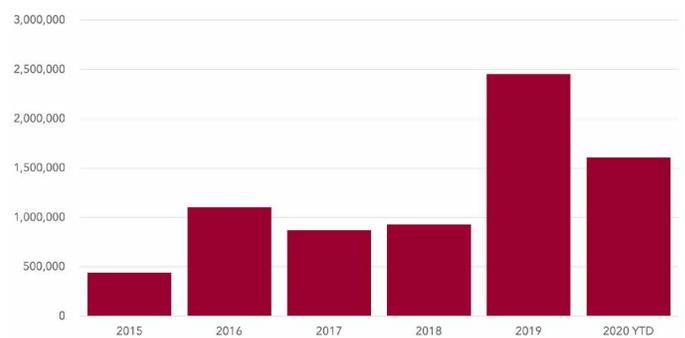
So far in 2020, 70 industrial properties have sold at a median price per square foot of \$212, by far the highest values ever recorded in the market. With prognosticators fueling speculation in an industrial real estate boom throughout Los Angeles County for the foreseeable future, the industrial real estate market seems likely to remain hot in the years to come.

MARKET INDICATORS	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
▲ Net Absorption	124,096 SF	(744,707) SF	(521,470) SF	(136,329) SF	139,306 SF
▲ Vacancy Rate	3.3%	3.2%	2.8%	2.2%	2.2%
▲ Avg NNN Asking Rate	\$12.60 PSF	\$12.48 PSF	\$12.48 PSF	\$12.00 PSF	\$12.00 PSF
▼ Under Construction	1,606,443 SF	1,986,699 SF	2,438,898 SF	2,453,308 SF	2,260,327 SF
▲ Inventory	135,040,179 SF	134,693,724 SF	134,383,824 SF	134,416,002 SF	135,500,178 SF

NET ABSORPTION & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
29149 Agoura Rd Agoura Hills, CA	48,934 SF	\$1,425,000.00	Millworks By Design Malibu Kids, LLC	Class C
16117-16123 Cohasset St Van Nuys, CA	9,540 SF	\$3,050,000.00	LA Best Rental, Inc. MEJ Investment Co, LLC	Class B
12819 Main St Los Angeles, CA	5,100 SF	\$1,425,000.00	123 Main Street Investments, LLC GomezCantu, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
19737 Nordhoff Pl Chatsworth, CA	39,262 SF	NBP Partners, II, LLC	Narcotics Anonymous World Services, Inc.	Human Services
20720 Superior St Chatsworth, CA	30,000 SF	A&L Investments	Primitive Company	Apparel
9174 Deering Ave Chatsworth, CA	21,809 SF	Northpark Industrial - Leahy Division, LLC	Formology Lab Inc.	Cosmetics

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