



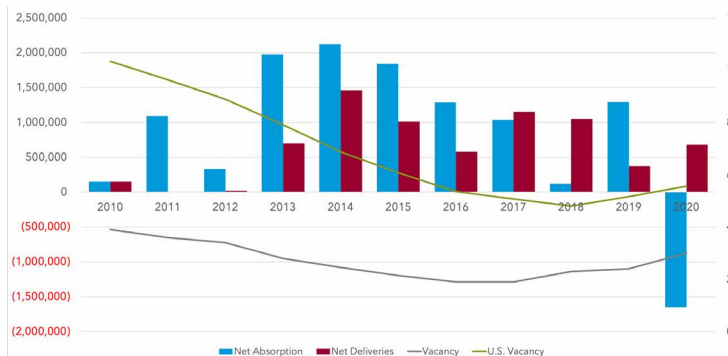
INDUSTRIAL MARKET OVERVIEW

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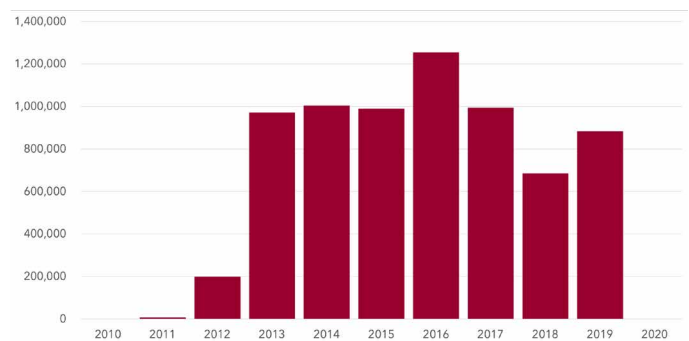
Bolstered by the healthy growth of e-commerce, leasing activity was strong in the Q4 after the anticipated steep declines earlier in the year. Totalling 1.8 MSF, Q4 2020 leasing volume was 38% higher than Q4 2019. However, increased vacancies and high levels of sublease availabilities have affected rents, with the average overall rent decreasing by 3% quarter-over-quarter. After remaining steady for three quarters with an average of \$1.01 psf/mo (NNN), rents declined slightly in Q4 with an average of \$.98 psf/mo (NNN). With occupancy losses of 1.5 MSF sf year-to-date, the Central market's overall vacancy rate increased to 3.4%, from 2.1% a year ago. Even on the rise, the vacancy rate remains one of the lowest in the Nation.

| MARKET INDICATORS | Q4 2020 | Q3 2020 | Q2 2020 | Q1 2020 | Q4 2019 |
|------------------------|----------------|----------------|----------------|----------------|----------------|
| ▲ Net Absorption | (201,780) SF | (275,398) SF | (729,260) SF | 1,009,677 SF | (62,389) SF |
| ▲ Vacancy Rate | 3.5% | 3.1% | 3.3% | 3.0% | 2.4% |
| ▲ Avg NNN Asking Rate | \$13.32 PSF | \$13.14 PSF | \$13.56 PSF | \$14.52 PSF | \$13.92 PSF |
| ◀ ▶ Under Construction | 0 SF | 0 SF | 491,666 SF | 491,666 SF | 883,151 SF |
| ◀ ▶ Inventory | 245,779,489 SF | 245,779,489 SF | 245,483,838 SF | 245,474,971 SF | 244,865,338 SF |

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



| TOP SALE TRANSACTIONS BY SF | SIZE | SALE PRICE | BUYER / SELLER | BUILDING CLASS |
|--|------------|---------------------------------|---|----------------|
| 3425-3435 E Vernon & 4000 Noakes Vernon, CA | 290,368 SF | \$42,224,500.00 \$299.62 PSF | Brookfield Properties Dedeaux Properties | Class C |
| 2160 E 7th Street Los Angeles, CA | 75,163 SF | \$35,000,000.00 \$465.65 PSF | Related CA Davalan Sales | Class C |
| 1930 E 6th Street Los Angeles, CA | 60,137 SF | \$13,600,000.00 \$226.15 PSF | Judy Choi Mark Penhasian | Class C |

| TOP LEASE TRANSACTIONS BY SF | SIZE | LANDLORD | TENANT | TENANT INDUSTRY |
|--|------------|---------------------|--------------------|-----------------|
| 3142-3422 Garfield Ave Commerce, CA | 307,833 SF | Terrano Realty | Santa Fe Warehouse | Warehousing |
| 3301 Medford Los Angeles, CA | 202,580 | Randall Kendrick | - | Distribution |
| 2340 S Eastern Ave Commerce, CA | 165,660 | Elite Lighting Corp | - | Manufacturing |

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