



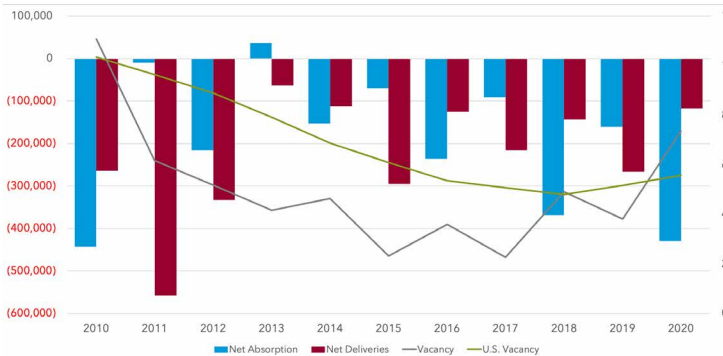
### INDUSTRIAL MARKET OVERVIEW

DOUGLAS R. MARSHALL, SIOR, *Principal*

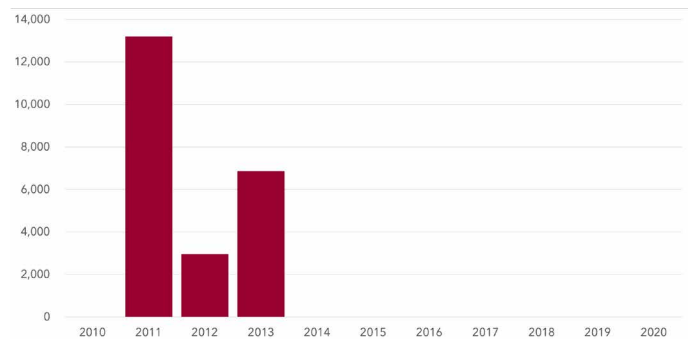
The Westside Los Angeles industrial/flex market is geographically defined as the Pacific Ocean to Western Avenue and from Los Angeles International Airport to Sunset Boulevard, encompassing about 8 million SF from approximately 3,000 SF to 100,000 SF. In the past decade, the industrial base has substantially decreased. Properties have been converted to creative office space with industrial tenants migrating Southward for inexpensive rents. Remaining buildings often have clear height, parking or loading deficiencies. Tenant demand comes largely from companies needing last-mile distribution space to serve nearby high-end residential customers. Gross asking rents range from about \$2.50 per SF for industrial space to \$3.25 for flex space.

MARKET INDICATORS	Q4 2020	Q3 2020	Q2 2020	Q1 2020	Q4 2019
▲ Net Absorption	(40,061) SF	(218,774) SF	(108,711) SF	(21,662) SF	(21,662) SF
▲ Vacancy Rate	7.4%	6.9%	4.5%	4.4%	3.8%
▼ Avg NNN Asking Rate	\$2.38 PSF	\$2.51 PSF	\$2.66 PSF	\$2.61 PSF	\$2.46 PSF
◀▶ Under Construction	0	0	0	0	0
◀▶ Inventory	8,259,699	8,259,699	8,280,049	8,335,413	8,371,345

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4005 W Jefferson Blvd Los Angeles, CA	6,100 SF	\$3,775,000.00 \$618.00 PSF	RSE Captial Partners Robbin Sisters, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
100 W Easy Street Simi Valley, CA	21,300 SF	Simi Tech #1	Platt Designs, Inc.	Manufacturing
5770 Hannum Avenue Culver City, CA	7,075 SF	Culver City/Hannum, LLC	Acive Apparel Group, LLC	Apparel
4568 W Adams Blvd Los Angeles, CA	4,157 SF	Adams Buckingham, LLC	Stefhanie Amas and Mardoqueo Equite	Manufacturing

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