



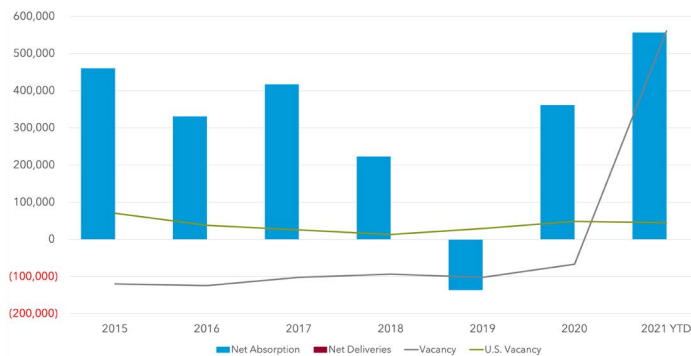
INDUSTRIAL MARKET OVERVIEW

MIKE TINGUS, *President*

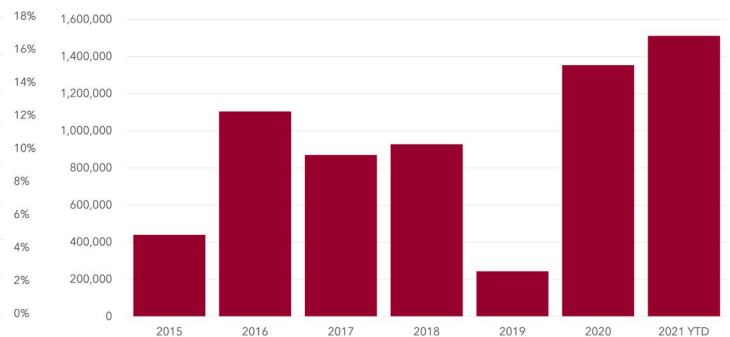
The 2.8% vacancy rate is unchanged from a year ago. Low vacancy rates and positive net absorption, combined with no new inventory, drove a sharp decline in leasing activity. Demand remains strong with 1,500,000 SF of new construction expected in Q2. Average leasing rate, \$1.08 PSF, was just shy of the all-time record of \$1.12 in Q4 2020. Net absorption was 109,923 SF remaining positive. Leasing activity slowed to 1.2 M SF. Supply constraints will ease with delivery in Q2 of more than 1.2 M SF. A total of 27 properties sold with prices reaching \$233 PSF.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▲ Net Absorption SF	556,873	32,089	12,496	(744,707)	(521,470)
▲ Vacancy Rate	2.8%	2.9%	3.3%	3.2%	2.8%
▼ Avg NNN Asking Rate	\$12.96 PSF	\$13.44 PSF	\$12.60 PSF	\$12.48 PSF	\$12.48 PSF
▲ SF Under Construction	1,510,875	1,361,406	1,606,443	1,986,699	2,438,898
▲ Inventory SF	164,111,944	160,251,304	135,040,179	134,693,724	134,383,824

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
30801 Agoura Road Agoura Hills, CA	120,000 SF	\$13,200,000 \$110.00 PSF	Associates Equity Fund, LLC Farmers Insurance Exchange	Class B
2259 Ward Avenue Simi Valley, CA	44,137 SF	\$7,315,000 \$165.73 PSF	Undisclosed Undisclosed	Class B
2250 Agate Court Simi Valley, CA	30,812 SF	\$5,865,000 \$190.35 PSF	Undisclosed Undisclosed	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
20362-20364 Plummer Street Chatsworth, CA	65,695 SF	Kashfian Bros	Voyant Beauty Holdings, Inc.	Beauty Supply
7886, 7896, 7898 Deering Avenue Canoga Park, CA	35,000 SF	Classic Deering Properties LLC	Private Entity	Entertainment
8100 Deering Avenue Canoga Park, CA	33,145 SF	Gluck Family Trust	River Plate Corporation	Product Fulfillment

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