



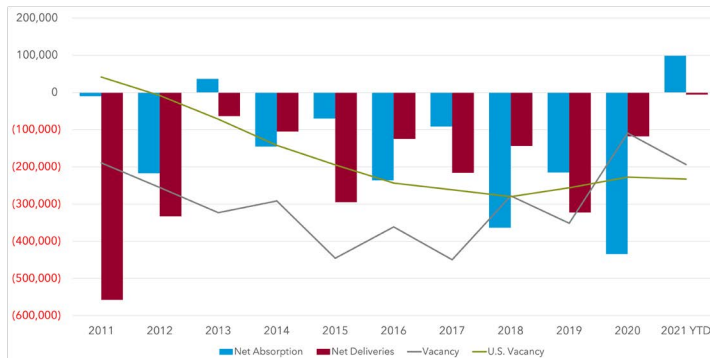
INDUSTRIAL MARKET OVERVIEW

DOUGLAS R. MARSHALL, SIOR, *Principal*

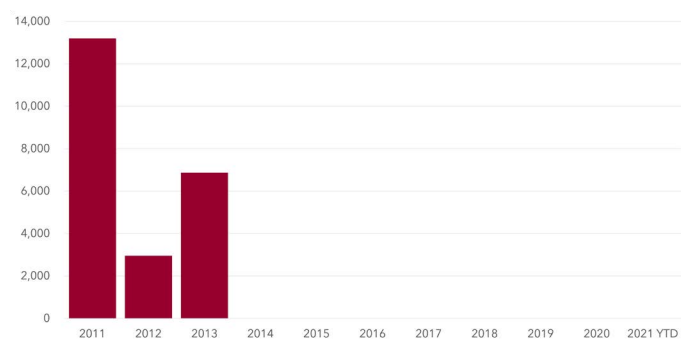
Momentum in the market has begun to pick up. The West LA industrial market is approx. 175+ buildings encompassing approx. 3,000,000 sq ft. These buildings range in size from 3,000 to 15,000 sq ft. Of the 3,000,000 sq ft, there is an approx. 5%-10% vacancy inclusive of sublease and shadow space. The market consists of service companies, last mile distribution and companies who have to be located within their consumer demographic. Pricing for West LA industrial space runs from \$2.00 psf/month to \$2.75 psf/month on a modified gross basis. Pricing for flex industrial space is \$3.00 psf/month to \$3.50 psf/month on a modified gross basis dependent on the condition of the building and the parking.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▲ Net Absorption SF	107,942	(45,561)	(218,474)	(61,850)	(108,711)
▼ Vacancy Rate	6.0%	7.4%	6.8%	4.4%	4.4%
▲ Avg NNN Asking Rate	\$31.32 PSF	\$28.56 PS	\$30.12 PSF	\$31.92 PSF	\$31.20 PSF
◀▶ SF Under Construction	0	0	0	0	0
▼ Inventory SF	8,225,439	8,231,239	8,231,239	8,251,589	8,306,953

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1939 & 1957 W 144th Street Gardena, CA	22,914 SF	\$3,849,330 \$167.99 PSF	Kim Redmond Southern Precision Co, Inc.	Class C
4125 Jefferson Blvd Los Angeles, CA	10,231 SF	\$6,800,000 \$664.65 PSF	CNP 164, LLC Horai Jefferson, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3960 Landmark Street Culver City, CA	15,767 SF	Witeby Enterprises	GOAT	Apparel
13402-13412 Beach Avenue Los Angeles, CA	9,962 SF	G8 Living, LLC	Whatnot, Inc.	E-commerce

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