



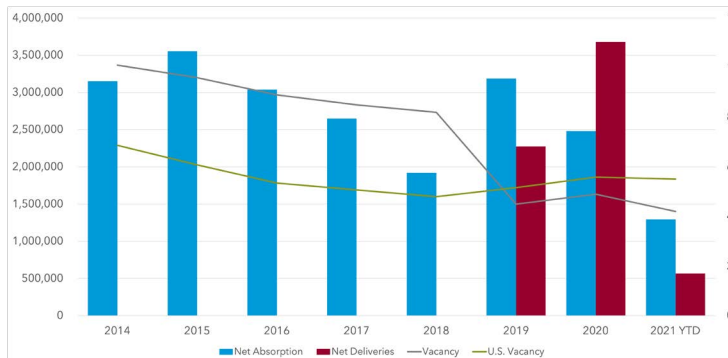
### INDUSTRIAL MARKET OVERVIEW

DUANE POPPE, SIOR, CCIM, *Managing Principal*

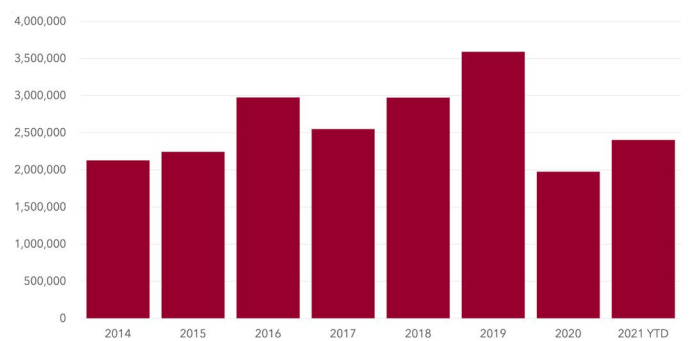
The industrial market continues to be the strongest sector of commercial real estate with e-commerce continuing to drive the market. Since the pandemic started, there has been an increase in digital sales which drives the demand for Ecommerce space and third party logistics warehouses. Rental rates have hit an all time high. This is due to the limited availability and consolidation of ownership in the market causing landlords to increase asking rates to historic highs. With pent-up demand and limited speculative construction last year, you will see a number of new buildings constructed this year. Industrial sales have continued to remain strong with the limited supply and low interests rates.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▲ Net Absorption SF	1,264,835	1,240,795	682,942	107,345	223,024
▼ Vacancy Rate	4.50%	4.90%	4.90%	4.80%	4.70%
▲ Avg NNN Asking Rate	\$9.79/\$6.19 PSF	\$9.70/\$6.07 PSF	\$9.57/\$5.97 PSF	\$9.67/\$5.95 PSF	\$9.34/\$5.78 PSF
▲ SF Under Construction	2,403,135	1,976,901	2,518,052	3,410,010	3,728,557
▲ Inventory SF	263,768,575	263,045,196	260,973,985	258,916,313	258,482,636

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
435 Park Court Lino Lakes, MN	265,400 SF	\$22,050,000 \$83.08 PSF	Platform Ventures Bynah Partners	Class A
606 Vandalia Street St. Paul, MN	133,035 SF	\$9,100,000 \$68.40 PSF	Westport Properties John Retherford	Class A
8450 Courthouse Blvd Inver Grove Heights, MN	80,000 SF	\$10,100,000 \$126.25 PSF	United Properties STAG Industrial	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4901-5101 Valley Industrial Blvd S Shakopee, MN	160,000 SF	Interstate Partners	Crown	Warehousing
2400 Vierling Drive W Shakopee, MN	130,000 SF	Cabot	Cherne	Manufacturing
580 Opperman Drive Eagan, MN	106,789 SF	Pension Reserves Investment Mangement	Safe Fleet	Fleet Safety Equipment

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