



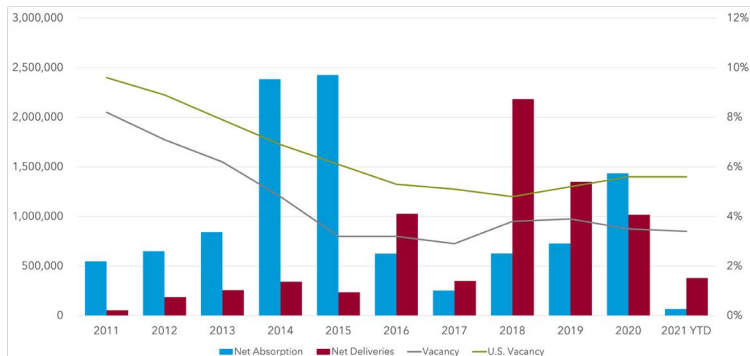
INDUSTRIAL MARKET OVERVIEW

TIM GOSSELIN, *Vice President*

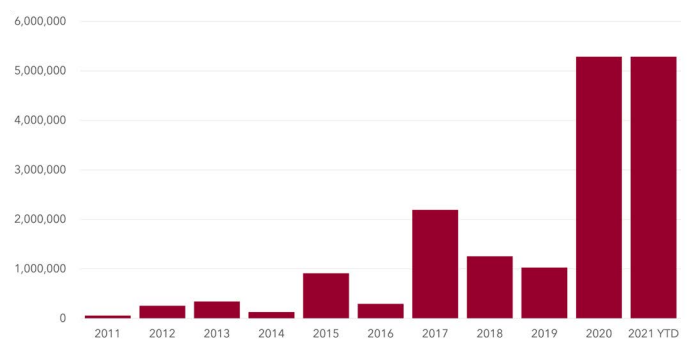
San Diego County has seen a historic amount of development in the last year particularly in the Otay Mesa area due to Amazon constructing a 3,300,000 SF distribution facility. The top notable lease in Q1 2021 was seen in North County San Diego which encompasses Vista, Escondido, San Marcos, Oceanside, and Carlsbad. The top lease was Quidel Corporation, a healthcare manufacturer that absorbed 128,745 SF in Carlsbad at 2285 Rutherford Rd. The top sale was a two-building 333,436 SF industrial asset that traded for \$57,750,000 or approximately \$173 PSF. In Q2 2020, the market saw a one-time decline in net absorptions that was quickly corrected in Q3.

MARKET INDICATORS	Q1 2021	Q4 2020	Q3 2020	Q2 2020	Q1 2020
▼ Net Absorption SF	241,315	611,732	767,308	(204,904)	260,661
▲ Vacancy Rate	4.40%	4.30%	4.80%	4.90%	4.60%
▼ Avg NNN Asking Rate	\$1.00 PSF	\$1.02 PSF	\$1.00 PSF	\$0.99 PSF	\$0.98 PSF
▲ SF Under Construction	5,286,721	5,285,795	4,685,439	4,466,190	1,232,846
▲ Inventory SF	147,922,163	147,542,603	147,580,103	146,950,460	146,787,755

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1210-1320 Air Wing Rd (2 Property Portfolio sale), San Diego, CA	155,000 SF	\$26,242,506 \$169.31 PSF	Kohlberg Kravis Roberts & Co. LP Zurich Alternative Asset Mgmt	Class A
16915 Via Del Campo San Diego, CA	141,518 SF	\$50,000,000 \$353.31 PSF	SENTRE, Inc. The Greystone Group	Class B
2285 Rutherford Road San Diego, CA	128,745 SF	\$25,750,000 \$200.01 PSF	Alexandria Real Estate Equities, Inc. Link Logistics Real Estate	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2285 Rutherford Road Carlsbad, CA	128,745 SF	Alexandria Real Estate Equities, Inc.	Quidel Corporation	Healthcare Manufacturer
505 S Pacific Street San Marcos, CA	113,500 SF	Stos Partners	Stone Distributing Co	Brewery
2800 Whiptail Loop Carlsbad, CA	103,984 SF	Ryan Companies	onTrac	Logistics

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