



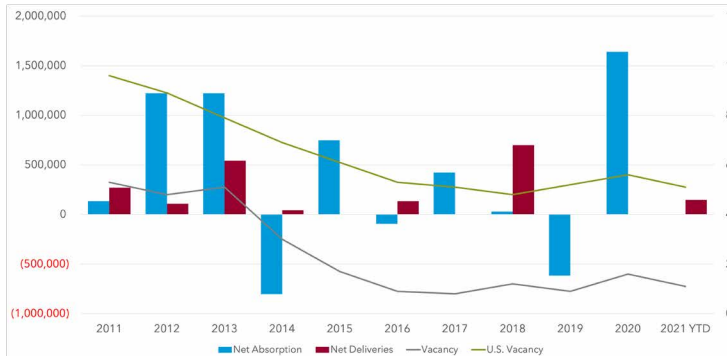
INDUSTRIAL MARKET OVERVIEW

DAVID BALES, *Principal*

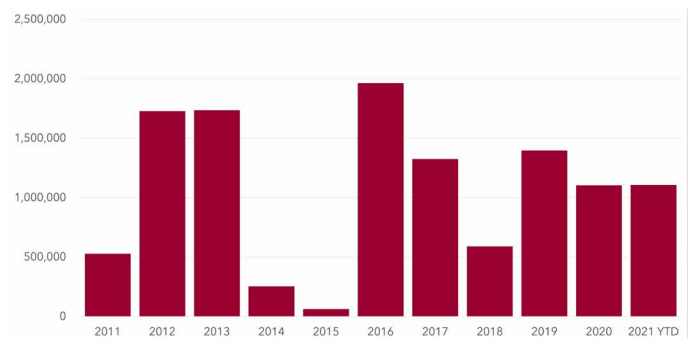
The LA and Long Beach Ports volumes are setting records and TEU volumes are 45% higher than 2020 and 26.5% higher than 2019. Demand for consumer goods has outpaced retailer's inventories as well as their supply chain's ability to replenish them. Vacant industrial buildings and land for container parking continue to be almost non-existent. Simply put, there is not enough industrial space to keep up with demand that continues to grow. With tenant's renewing and the multiple offers frenzy for new product, rates can expect a 10%+ year-over-year increase as leverage significantly favors landlords and their ability to push rents.

MARKET INDICATORS	Q2 2021	Q1 2021	Q4 2020	Q3 2020	Q2 2020
▲ 12 Mo. Net Absorption SF	1,639,175	(148,309)	(1,073,465)	405,201	(615,426)
▼ Vacancy Rate	1.1%	1.7%	1.6%	1.6%	1.6%
▲ Avg NNN Asking Rate PSF	\$1.13	\$1.11	\$1.11	\$1.12	\$1.10
▲ SF Under Construction	1,107,072	1,029,763	883,923	946,613	1,103,257
▲ Inventory SF	199,301,847	199,154,928	199,154,928	199,092,238	199,190,902

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
19007 S Reyes Avenue Rancho Dominguez, CA	197,762 SF	\$16,350,000 \$82.68 PSF	Rexofrd Industrial 19007 Reyes, LLC Cragar Properties, LLC	Land
2575 E El Presidio Street Carson, CA	171,950 SF	\$30,000,000 \$174.47 PSF	2575 El Presidio, LLC Carson 14, LLC	Class B
7300 Somerset Boulevard Paramount, CA	53,273 SF	\$9,980,000 \$187.34 PSF	7300 Somerset, LLC Dunbar Paramount, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
19400 S Western Avenue Torrance, CA	259,327 SF	DSW	Breville	Kitchen Appliances
921 W Artesia Boulevard Compton, CA	143,937 SF	J.P. Morgan Chase & Co.	Nu Health	Dietary Supplements
675 W Manville Street Compton, CA	123,456 SF	Norges Bank Inv. Management	West Coast Warehousing	Warehousing Services

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