



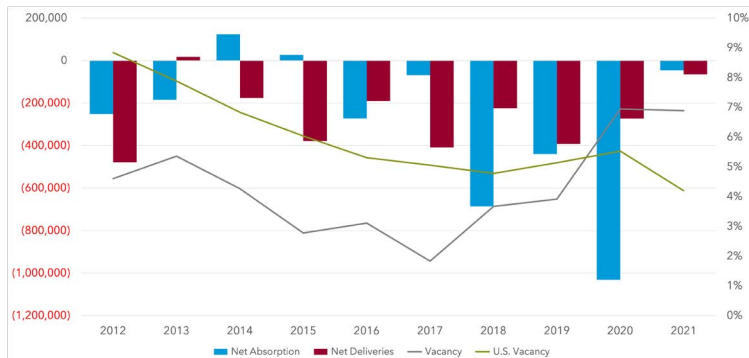
INDUSTRIAL MARKET OVERVIEW

DOUGLAS MARSHALL, SIOR, *Principal*

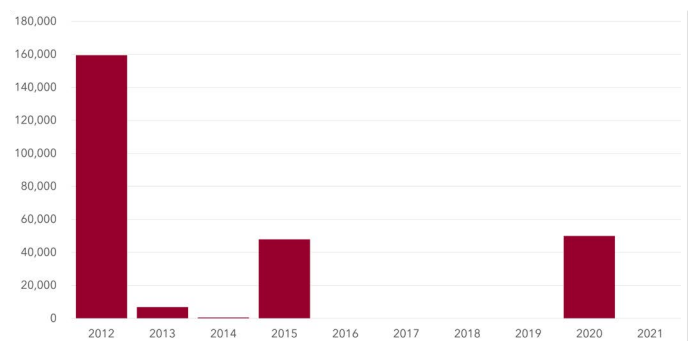
The industrial marketplace is very tight w/ vacancy rates of less than 2% in the Westside of Los Angeles. Prices are rising quickly for Lease and Sale product. Most vacant buildings have multiple offers, and it is a Landlords' market. In the past decade, the industrial base has substantially decreased. Properties have been converted to creative space with industrial tenants migrating southward. Remaining buildings often have clear height, parking, or loading deficiencies. Tenant demand comes largely from companies needing last-mile distribution space to serve nearby high-end residential customers. Gross asking rents range from about \$2.75 per SF for industrial space to \$3.25 for flex space.

MARKET INDICATORS	Q4 2021	Q3 2021	Q2 2021	Q1 2021	Q4 2020
▲ 12 Mo. Net Absorption SF	(46,080)	(326,863)	(713,027)	(779,334)	(1,031,270)
▼ Vacancy Rate	6.9%	7.1%	7.2%	6.7%	6.9%
▲ Avg NNN Asking Rate PSF	\$31.92	\$31.08	\$30.36	\$29.76	\$29.40
◀ ▶ SF Under Construction	-	-	50,000	50,000	50,000
▼ Inventory SF	24,607,088	24,627,588	24,610,560	24,638,691	24,671,728

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 Southwestern Precision Co, Inc.	Class C
12811 Foothill Boulevard Sylmar, CA	16,600 SF	\$4,900,000 \$294.00 PSF	Edvin Mailyan and/or Asignee KH Enterprises, LLC	Class B
4125 W Jefferson Boulevard Los Angeles, CA	10,231 SF	\$6,800,000 \$664.00 PSF	CNP 164, LLC Horari Jefferson LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1757 Stanford Avenue Santa Monica, CA	47,249 SF	Stanford/Nebraska Ltd	Baby2Baby	Distribution
1643-1653 19th Street Santa Monica, CA	16,000 SF	J & D McDonough LLC	Wag Hotels, Inc.	Pet Daycare
2225-2231 Colby Avenue Los Angeles, CA	10,500 SF	Kim Yeong Y Trust	Undisclosed	Contractors Yard

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