



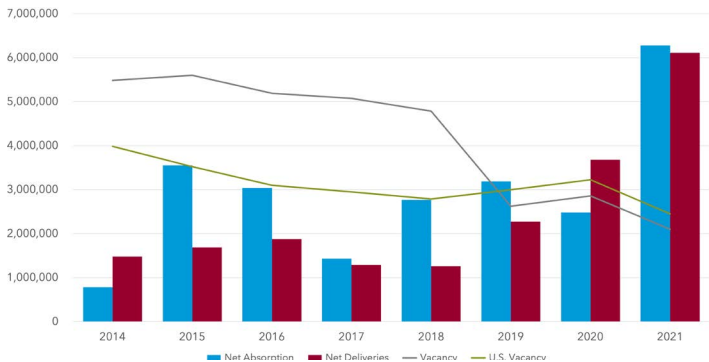
INDUSTRIAL MARKET OVERVIEW

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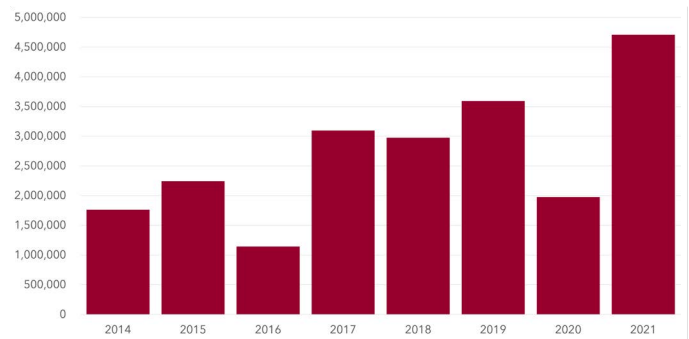
The Twin Cities industrial market has continued on a red hot pace for the past two years. There is an unprecedented demand for new and existing buildings as well as industrial zoned land. E-commerce tenants continue to demand space for operations driven by consumer demand and bolstered by companies supply constraints. MedTech is another industry driving this demand to record breaking highs. Additionally, cash rich industrial companies are driving value increases across the market as they out bid other buyers. Expect to see similar market dynamics throughout the year.

| MARKET INDICATORS | Q4 2021 | Q3 2021 | Q2 2021 | Q1 2021 | Q4 2020 |
|----------------------------|-------------|-------------|-------------|-------------|-------------|
| ▲ 12 Mo. Net Absorption SF | 2,563,144 | 2,080,417 | 306,157 | 1,264,835 | 1,240,795 |
| ▼ Vacancy Rate | 3.6% | 4.2% | 4.4% | 4.5% | 4.9% |
| ▲ Avg NNN Asking Rate PSF | \$6.51 | \$6.46 | \$6.30 | \$6.15 | \$6.06 |
| ▲ SF Under Construction | 4,887,762 | 4,612,965 | 4,390,765 | 2,403,135 | 1,976,901 |
| ▲ Inventory SF | 267,363,719 | 265,719,113 | 264,230,803 | 263,875,389 | 263,170,377 |

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



| TOP SALE TRANSACTIONS BY SF | SIZE | SALE PRICE | BUYER / SELLER | BUILDING CLASS |
|---|------------|-----------------------------|---|----------------|
| 1640 -1700 Wayne Avenue St. Paul, MN | 312,800 SF | \$30,500,000 \$97.51 PSF | Stag Industrial 3PL Holdings, LLC | Class B |
| 5360-5400 Main Street NE Fridley, MN | 442,575 SF | \$16,100,000 \$36.38 PSF | Norther Stacks IX LLC Alltemp Distribution | Class B |
| 5222-5230 Quincy Street Moundsview, MN | 338,173 SF | \$24,100,000 \$71.27 PSF | Investcorp GUV MN 4, LLC | Class B |

| TOP LEASE TRANSACTIONS BY SF | SIZE | LANDLORD | TENANT | TENANT INDUSTRY |
|---|------------|---------------|-----------------|-----------------|
| 4200 West Round Lake Boulevard Arden Hills, MN | 250,000 SF | Scott Roberts | Colder Products | CPC Products |
| Lexington Logistics Center Eagan, MN | 206,384 SF | WPT | Amazon | E-commerce |
| 451 Industrial Boulevard NE Minneapolis, MN | 170,058 SF | Artis REIT | Yardbird | E-commerce |

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