

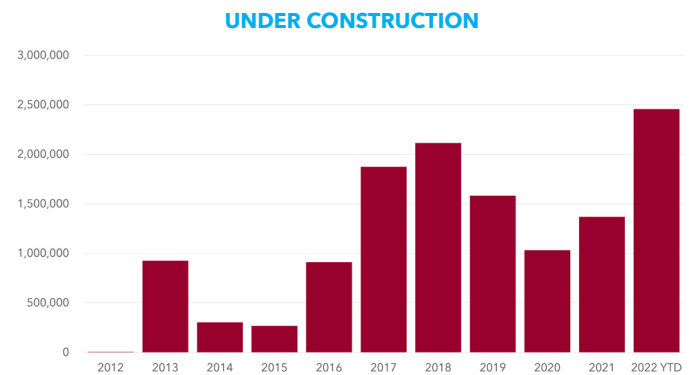
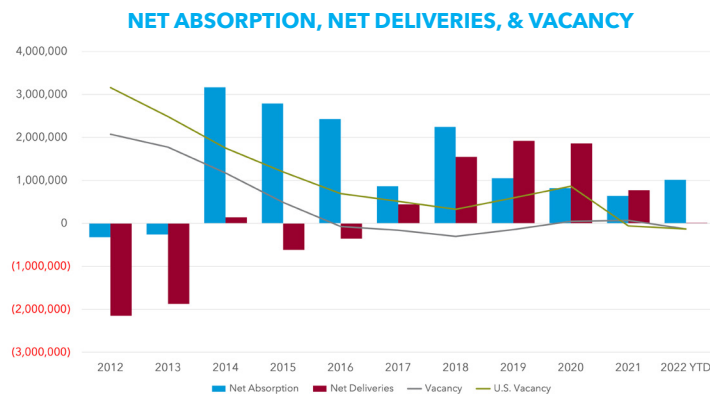


### INDUSTRIAL MARKET OVERVIEW

CONNOR KROUSE, Associate

Cleveland's Industrial Market continues to remain strong with the current vacancy rate at 4.4%. The vacancy rate has stayed under 5.1% for the seventh quarter in a row. The market delivered 1.19 million square feet of product in the first quarter, the most since 2018 that was delivered. With the strong market condition, the first quarter of 2022 saw an overall average rental rate of \$4.95/SF.

MARKET INDICATORS	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021
▲ 12 Mo. Net Absorption SF	917,000	536,016	474,134	814,000	90,482
▼ Vacancy Rate	4.40%	5.00%	4.90%	4.90%	4.60%
▲ Avg NNN Asking Rate PSF	\$4.95	\$4.80	\$4.44	\$4.45	\$4.41
▼ SF Under Construction	2,200,000	3,570,000	4,130,000	4,030,000	2,910,000
◀▶ Inventory SF	290,700,000	290,700,000	289,000,000	288,000,000	287,000,000



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8295 Bavaria Drive Macedonia, OH	136,800 SF	\$12,900,000 \$94.30 PSF	STAG Industrial Holdings, LLC NFI Industries, Inc.	Class B
9797 Sweet Valley Drive Cleveland, OH	127,224 SF	\$10,500,000 \$82.53 PSF	RLLD Realty LLC 1800 Sycamore Rd LLC	Class B
1700 Highland Road Twinsburg, OH	116,152 SF	\$9,455,000 \$81.40 PSF	Farallon Capital Management, L.L.C Brennan Investment Group	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
38585 Jet Center Place Willoughby, OH	130,000 SF	Weston, Inc.	Lincoln Electric	Manufacturing
30339 Diamond Pky Glenwillow, OH	66,433 SF	Plymouth Industrial REIT, Inc.	The NOCO Company, Inc.	Manufacturing
8796 Independence Pky Twinsburg, OH	61,812 SF	Scannell Properties	Avantor (VWR Chemical)	Manufacturing

