



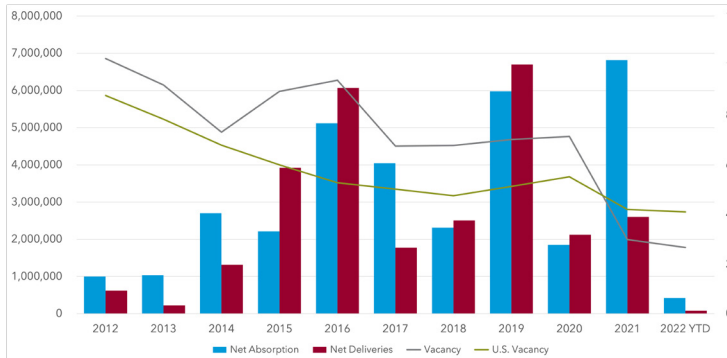
### INDUSTRIAL MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

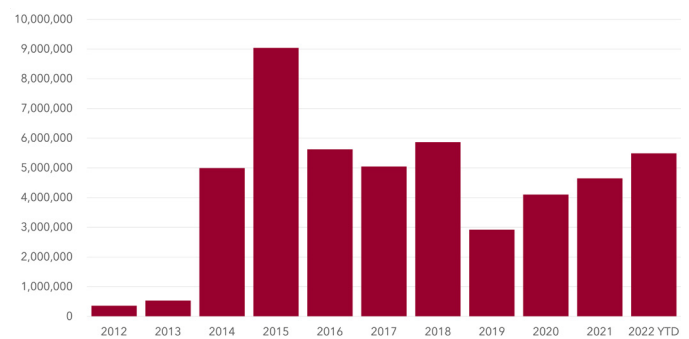
As it has been for the recent past, Industrial is leading our market. Vacancy has dropped to 2.6% which is half the vacancy from a year ago. Although we have around 5.6 million SF in the pipeline, the demand has been strong enough to have pre leased most of it. This will mean minimal increase in the vacancy rate in the near future. Because of this market, most of the new leases will be based upon new construction, although still below most of California. This will lead to further rises in our lease rates as construction costs have increased dramatically. Lower priced based alternatives will increase rates to follow as the demand is great enough to pay for it. Cap rates remain low, but look for the rise in interest rates to affect this going forward.

MARKET INDICATORS	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021
▼ 12 Mo. Net Absorption SF	3,912,289	6,816,324	5,049,983	5,278,366	5,525,886
▼ Vacancy Rate	2.5%	3.0%	4.1%	4.5%	5.3%
▲ Avg NNN Asking Rate PSF	\$8.12	\$7.89	\$7.70	\$7.56	\$7.45
▲ SF Under Construction	5,557,522	4,647,254	4,757,316	3,385,263	2,738,249
▲ Inventory SF	106,268,212	106,253,612	105,637,141	105,353,853	105,094,113

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1555 Forrest Way Carson City, NV	48,800 SF	\$4,400,000 \$90.16 PSF	Michael Kottke Michael S. Jackson	2-Star Whse
975 Terminal Way Reno, NV	27,600 SF	\$3,800,000 \$137.68 PSF	Fablewacos LLC Michael Grashuis	2-Star Whse
5221 Sigstrom Carson City, NV	13,120 SF	\$3,800,000 \$289.63 PSF	Linda Spady Donald & Sherry Kuhl	3-Star Whse

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Nevada Pacific Hwy Fernley, NV	815,000 SF	Mark IV Capital	Redwood Materials	Li-ion Batteries
2200 E Newlands Avenue Fernley, NV	481,401 SF	Industrial Realty Group	Lilac Solutions	Lithium Mining Tech
14100 Lear Boulevard Reno, NV	447,122 SF	Industrial Realty Group	Stellar Snacks	Misc Manufacturing

