



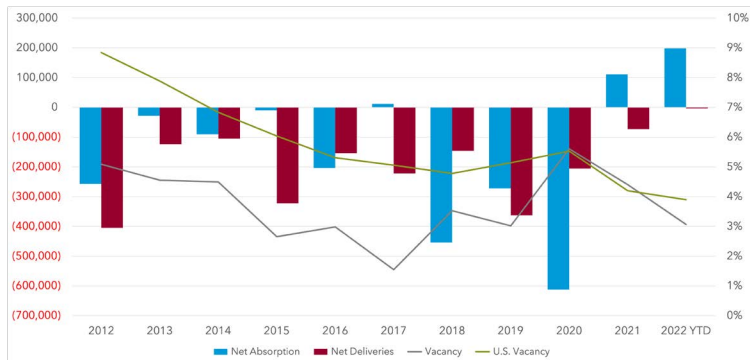
INDUSTRIAL MARKET OVERVIEW

DOUGLAS MARSHALL, SIOR, *Principal*

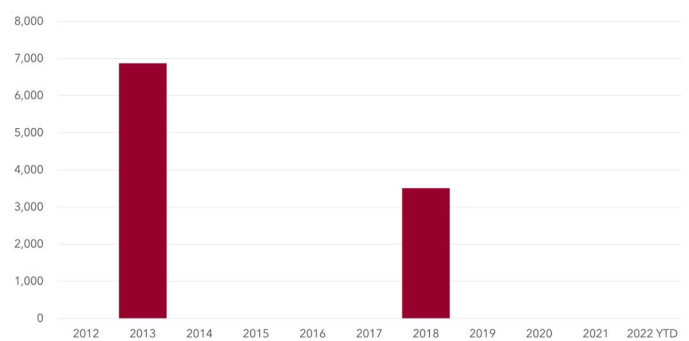
The industrial marketplace remains tight in the Westside of Los Angeles. Lease prices are softening but sale prices are firm. It remains a landlords' market. In the past decade, the industrial base has substantially decreased. Properties have been converted to creative space with industrial tenants migrating southward. Remaining buildings often have clear height, parking, or loading deficiencies. Tenant demand is softening due to the high prices. What demand there is comes from companies needing last-mile distribution space to serve nearby high-end residential customers. Gross asking rents range from about \$2.25 PSF to \$3.00 PSF for industrial space/flex space.

MARKET INDICATORS	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021
▼ 12 Mo. Net Absorption SF	73,562	131,108	3,775	115,348	(99,654)
▼ Vacancy Rate	3.0%	3.5%	4.4%	4.5%	5.5%
▲ Avg NNN Asking Rate PSF	\$2.77	\$2.63	\$2.40	\$2.45	\$2.45
◀ ▶ SF Under Construction	0	0	0	0	0
◀ ▶ Inventory SF	15,034,830	15,034,830	15,034,830	15,049,830	15,076,232

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1054-1060 Lillian Way Los Angeles, CA	18,100 SF	\$3,850,000 \$212.71 PSF	BLT Enterprises Fe Irene Segal	Undisclosed
10840 Vanowen Street Los Angeles, CA	5,870 SF	\$2,650,000 \$451.45 PSF	Broccoli Properties LLC Judapi Tong	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7915 & 7933 Haskell Avenue Van Nuys, CA	37,473 SF	KB Haskell Strathern	Member Hub Haskell, LLC	Car Storage
13104 S Avalon Boulevard Los Angeles, CA	24,250 SF	5 KAPS Properties	Sine Trading International LLC	Warehouse/ Distribution
8432 Steller Drive Culver City, CA	24,200 SF	8432 Steller Drive LLC	8432 Steller Owner, LLC	Creative

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