



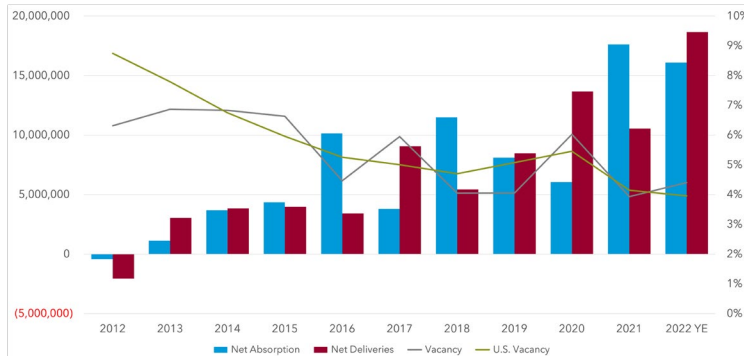
### INDUSTRIAL MARKET OVERVIEW

DANIEL ROOT, *Associate Broker*

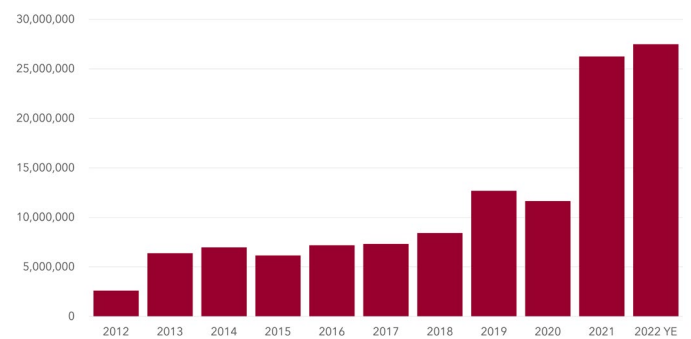
The Indianapolis Industrial market has experienced unprecedented growth over the last 2 years. Rental rates have increased 17.8% in just 24 months due to record demand, and low vacancy. Developers have rushed to meet the demand, currently over 27 million SF is under construction and over 18.2 million SF has been completed in the last 12 months in the Indianapolis market. Modern bulk warehousing makes up the majority of this new construction, and a vast amount of these projects are being built on a speculative basis, with no end user lined up. Deliveries outpaced absorption in Q4 22, and if this trend continues, the risk of over supply could be imminent.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▼ 12 Mo. Net Absorption SF	16,100,076	17,317,996	18,384,440	23,462,182	17,628,750
▲ Vacancy Rate	4.41%	3.92%	3.86%	3.38%	3.93%
▲ Avg NNN Asking Rate PSF	\$7.00	\$6.88	\$6.76	\$6.59	\$6.36
▼ SF Under Construction	27,490,862	30,346,119	28,457,061	24,405,521	26,256,261
▲ Inventory SF	386,464,329	381,071,564	376,629,863	373,772,827	367,793,554

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9955 AllPoints Parkway Plainfield, IN	1,200,420 SF	\$99,322,369 \$82.74 PSF	Prologis, LP Duke Realty Corporation	Class A
319 Warrior Trail Whiteland, IN	1,131,167 SF	\$104,067,364 \$92.00 PSF	Gary A. Edwards Hines/Crescent Partners	Class B
N. County Road 1000 E & I-74 Brownsburg, IN	826,771 SF	\$52,625,226 \$63.65 PSF	Prologis, LP Duke Realty Corporation	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3501 South 500 East Whitestown, IN	679,108 SF	Undisclosed	ITS Logistics	Logistics and Distribution
1772 Gateway Point Drive Clayton, IN	433,104 SF	Undisclosed	DHL	Transportation and Warehouse
6161 Decatur Boulevard Indianapolis, IN	382,664 SF	Aireit Decatur DC LLC	LSC Communications	Manufacturing

