



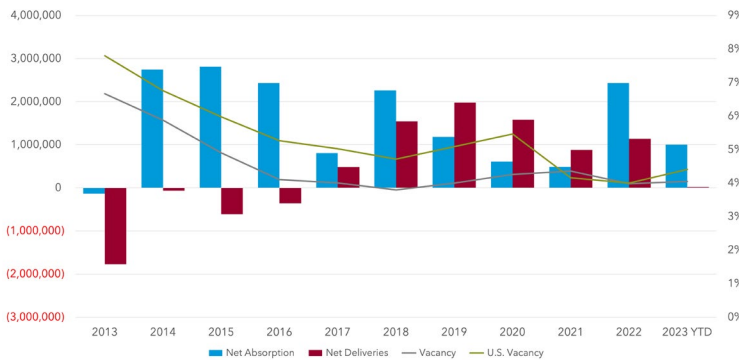
INDUSTRIAL MARKET OVERVIEW

CONNOR KROUSE, Associate

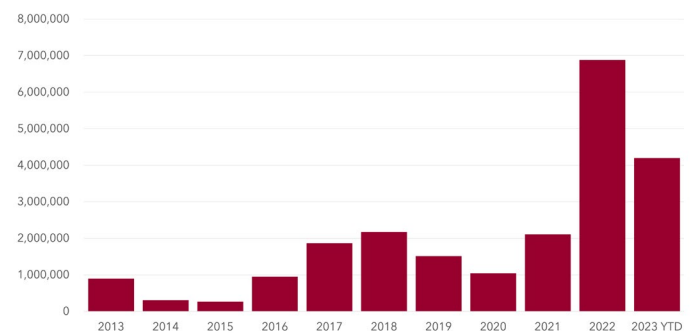
The industrial market in Cleveland showed signs of softening in the first quarter of 2023 with only a small increase in positive net absorption and a decrease in lease signings. Despite this, the vacancy rate remained below 5% for the 17th consecutive quarter. While over 4.2 million square feet of industrial product is currently under construction, progress has slowed due to the softening market and the uncertainty caused by the banking crisis. However, the market's asking rate increased to \$5.41 per SF, representing another increase in the overall market's asking rate.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	3,868	804,819	644,000	743,000	917,000
▲ Vacancy Rate	4.05%	4.14%	4.19%	4.20%	4.40%
▲ Avg NNN Asking Rate PSF	\$5.41	\$4.99	\$5.14	\$5.07	\$4.95
▼ SF Under Construction	4,200,000	4,900,000	7,700,000	2,900,000	2,200,000
▲ Inventory SF	293,200,000	292,800,000	292,000,000	290,850,000	290,700,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
200 Cuyahoga Falls Industrial Pkwy Peninsula, OH	126,921 SF	\$7,000,000 \$55.15 PSF	Preformed Line Products Company Jendrisak Properties, LLC	Class B
10147 Brecksville Road Brecksville, OH	46,762 SF	\$2,475,000 \$52.93 PSF	Premier Development Partners Quality Bolt & Screw, Inc.	Class C
6481 Davis Industrial Parkway Solon, OH	35,300 SF	\$2,000,000 \$56.66 PSF	Hostar International Inc. Ohio Travel Bag, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
18300 Snow Road Brook Park, OH	221,000 SF	Weston, Inc.	Victory Packaging Inc.	Distribution
24200 Aurora Road Bedford Heights, OH	145,000 SF	Cogency Global Inc.	Chick-fil-A Supply LLC	Warehouse & Distribution
1444 Lowell Street Elyria, OH	53,720 SF	Cornerstone Managed Properties	The HC Companies	Wholesaler

