

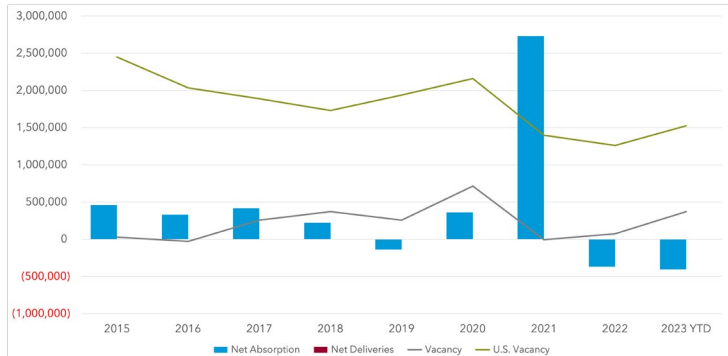
INDUSTRIAL MARKET OVERVIEW

MIKE TINGUS, *President*

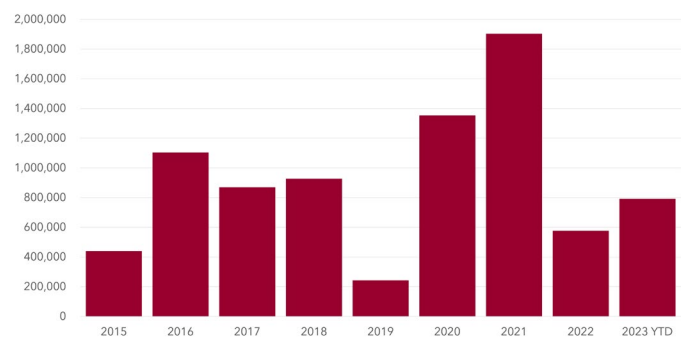
Despite a slight uptick in leasing activity, ongoing high demand wasn't enough to prevent the market from experiencing significant negative net absorption. Despite this setback, the overall trend in the market remains positive but cautious as it anticipates that lease rates may flatten and possibly become a bit softer as demand slows due to the federal actions to slow the economy which will slow the demand for space as companies choose a 'wait and see' posture. Q1 ended with 23 industrial sales, 19 non-distressed assets alone sold for a median price of \$273 psf. Although lower than the previous quarter's median price of \$307 psf, his price remains amongst the highest reported in the past decade.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(404,977)	(369,633)	(321,696)	(147,874)	3,407,062
▲ Vacancy Rate	2.4%	1.88%	1.62%	1.65%	1.83%
▲ Avg NNN Asking Rate PSF	\$1.76	\$1.67	\$1.73	\$1.62	\$1.55
▲ SF Under Construction	791,694	576,875	626,924	703,699	713,699
▲ Inventory SF	166,017,467	165,924,843	165,850,047	165,786,670	164,869,706

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9530 DeSoto Avenue Chatsworth, CA	50,236 SF	\$13,710,250 \$272.92 PSF	Gilberto Amparo and Isam LLC 9526 MYOB LLC	Class B
9255 Deering Avenue Chatsworth, CA	32,094 SF	\$8,470,000 \$263.91 PSF	Gerald Leonard T & Darin Leonard Northwest Industrial Center LLC	Class B
9533 Irondale Avenue Chatsworth, CA	27,926 SF	\$6,425,875 \$230.10 PSF	Gilberto Amparo and BRI & ISA LLC NPP 9533 LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3305 N San Fernando Boulevard Burbank, CA	33,304 SF	Selective Burbank Creative, LLC	Stumbaugh & Associates, Inc.	Bathroom Supply Store
20720 Superior Street Chatsworth, CA	30,000 SF	A & L Investments	Primitive Company	Clothing Supplier
960-1000 Chestnut Street Burbank, CA	26,000 SF	SirReel Production Vehicles, Inc.	MTB Event Rentals & Levon Bakalian	Event Rentals

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