



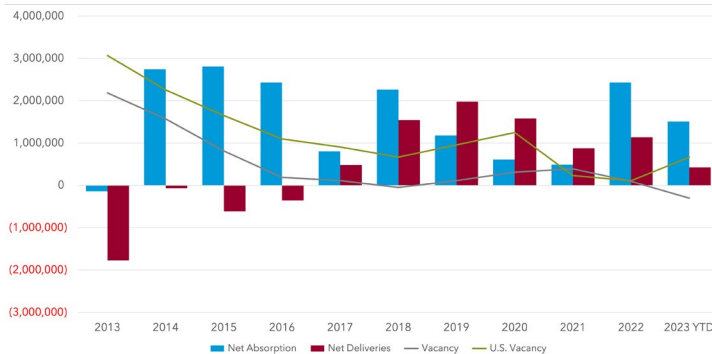
INDUSTRIAL MARKET OVERVIEW

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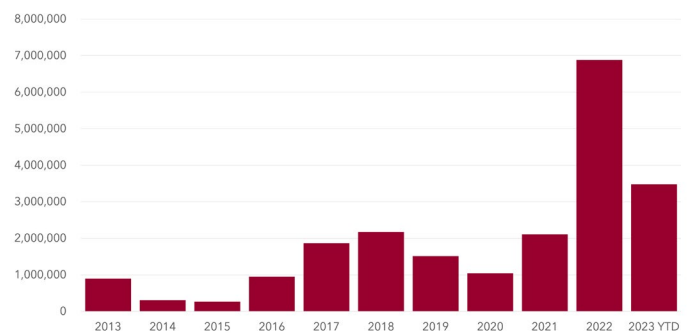
Cleveland's industrial market mirrors national trends with increasing vacancy rates, although minimal due to limited supply. The redevelopment of the former Ford Cleveland Engine Plant as the Forward Innovation Center will add substantial industrial space but may raise vacancy by 80 basis points. Demand in Cleveland is moderate compared to the national market, primarily due to limited modern space availability. Leasing volume has declined for three consecutive quarters but remains healthy. Industrial rent growth in Cleveland slightly outperforms the national average but trails logistics-focused regional markets. Investment activity dropped, impacted by higher debt costs and wider bid-ask spreads. Despite challenges, Cleveland's industrial market is expected to stay balanced.

MARKET INDICATORS	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022
▼ 12 Mo. Net Absorption SF	632,910	3,868	804,819	644,000	743,000
▼ Vacancy Rate	3.47%	4.05%	4.14%	4.19%	4.20%
▲ Avg NNN Asking Rate PSF	\$5.88	\$5.41	\$4.99	\$5.14	\$5.07
▼ SF Under Construction	3,500,000	4,200,000	4,900,000	7,700,000	2,900,000
▲ Inventory SF	295,400,000	293,200,000	292,800,000	292,000,000	290,850,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
26300 Miles Road Bedford Heights, OH	225,000 SF	\$10,500,000 \$46.67 PSF	Premier Development Partners American Spring Wire Corporation	Class B
1374 E. 51st Street Cleveland, OH	220,375 SF	\$4,850,000 \$22.02 PSF	Cleveland Portfolio Fund LLC Ohio Technical College	Class C
1338-1340 E. 289th Street Wickliffe, OH	107,700 SF	\$3,500,000 \$32.50 PSF	Alliance Development Diamond Shine Car Wash Solutions	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7800 Cochran Road Solon, OH	200,928 SF	EQT Exeter	Southern Glazer's Wine and Spirits LLC	Distribution
24200 Aurora Road Bedford Heights, OH	145,000 SF	Scannell Properties	Chick-fil-A Supply LLC	Distribution
1793 Enterprise Parkway Twinsburg, OH	87,408 SF	Russell Equipment Company, Inc.	Full Circle Logistics	Logistics

