



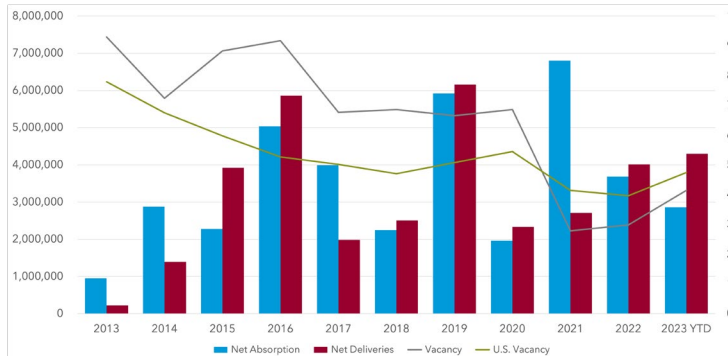
INDUSTRIAL MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

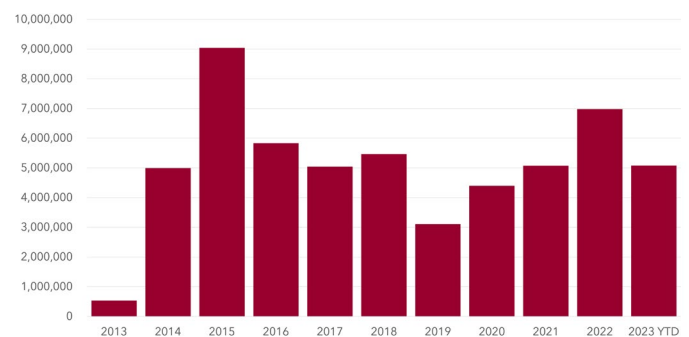
The Northern Nevada industrial market still boasts a very low 3.8% vacancy rate. However, the area still has more than 5 million SF under construction. Approximately 50% of that is preleased (according to sources) compared to approximately 70%-80% preleased space less than a year ago. This would indicate a slowing trend caused by both nationwide recession concerns and real rises in interest rates. Sublease space continues to hit the market, putting product on the market at rates based upon the past as opposed to new construction pricing. This has slowed the rise in asking rates, but the overall health of the market and proximity to the West Coast for distribution should keep the area moving in the right direction in the coming months.

MARKET INDICATORS	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022
▼ 12 Mo. Net Absorption SF	5,282,614	5,492,893	3,685,475	5,101,397	4,364,751
▲ Vacancy Rate	3.8%	3.2%	3.0%	3.1%	2.6%
▲ Avg NNN Asking Rate PSF	\$9.06	\$9.02	\$8.94	\$8.75	\$8.58
▼ SF Under Construction	5,077,759	5,082,294	6,979,778	7,103,583	8,792,442
▲ Inventory SF	113,263,495	111,684,635	108,961,923	108,528,878	106,359,009

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1955 Timber Way Reno, NV	48,035 SF	\$6,600,000 \$137.40 PSF	Jai Fei Grant Davis	Class C
1070 Matley Lane Reno, NV	27,865 SF	\$2,250,000 \$80.75 PSF	Reno Printing Data Forms, Inc.	Class C
7935 Sugar Pine Court Reno, NV	21,000 SF	\$4,500,000 \$214.29 PSF	Patagonia Forte NV LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
650 Vista Sparks, NV	48,003 SF	Link Logistics	HLC	Sporting & Athletic Goods
9415 Double R Boulevard Reno, NV	48,600 SF	DBL G Holdings LLC	Generac	Retailer
640 Maestro Drive Reno, NV	36,667 SF	Blackstone	Arrow	Equipment Wholesalers

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