

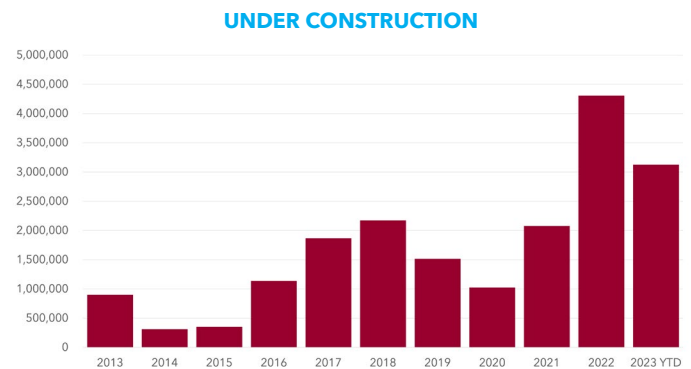
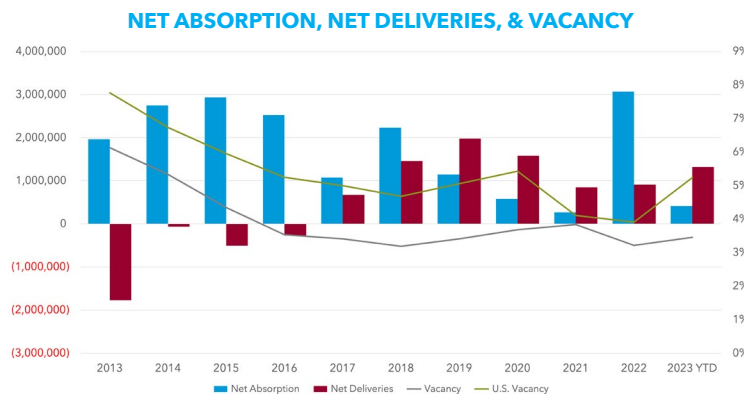


INDUSTRIAL MARKET OVERVIEW

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Cleveland's industrial market differs from the national trend, maintaining balance due to limited deliveries. Vacancy tightened to 3.5%, lower than the national average of 5.2%. Demand from manufacturers and logistics tenants supports healthy activity, with 1.3 million SF absorbed annually, aligning with pre-pandemic figures. However, leasing activity is affected by the scarcity of modern industrial spaces, with a 5.0% availability rate versus the national benchmark of 8.1%. Quarterly leasing hit a four-year low, totaling under 1 million SF in 23Q2. Annually, 7.6 million SF is leased, surpassing pre-pandemic averages by 55%. Rent growth is slowing, but Cleveland outperforms the national market, with year-over-year gains of 5.4%. Sales volume is decreasing due to higher interest rates.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▲ 12 Mo. Net Absorption SF	1,344,603	632,910	3,868	804,819	644,000
▲ Vacancy Rate	3.50%	3.47%	4.05%	4.14%	4.19%
▲ Avg NNN Asking Rate PSF	\$6.28	\$5.88	\$5.41	\$4.99	\$5.14
▼ SF Under Construction	3,100,000	3,500,000	4,200,000	4,900,000	7,700,000
▲ Inventory SF	295,800,000	295,400,000	293,200,000	292,800,000	292,000,000



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7000 Denison Avenue Cleveland, OH	150,000 SF	\$11,650,000 \$77.66 PSF	Arctrust Industrial DST Cleveland Denison LLC	Class B
1350 Rockefeller Road Wickliffe, OH	109,000 SF	\$4,580,000 \$41.97 PSF	Saint Paul Properties Fund 14 LLC Cig OH WH LLC	Class C
4750 W. 160th Street Cleveland, OH	80,833 SF	\$4,000,000 \$49.48 PSF	OW Holdings LLC Kirby OH Propco3 LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4847 Gray Lane Stow, OH	254,474 SF	Ray Fogg Corporate Properties LLC	Haydon Corporation	Manufacturing/ Distribution
857 Oberlin Avenue, SW Massillon, OH	40,610 SF	Oberline Equities LLC	Weston and Associates LLC	Manufacturing
21550-21600 Alexander Road Walton Hills, OH	28,659 SF	GE Capital Corporation	Planet Aid	Services

