



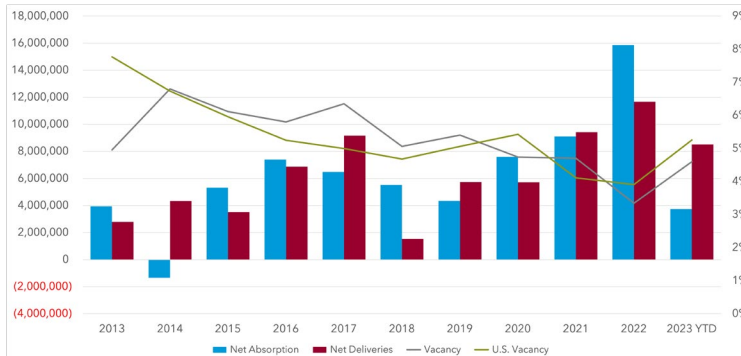
### INDUSTRIAL MARKET OVERVIEW

JOSH KOCH, *Senior Associate*

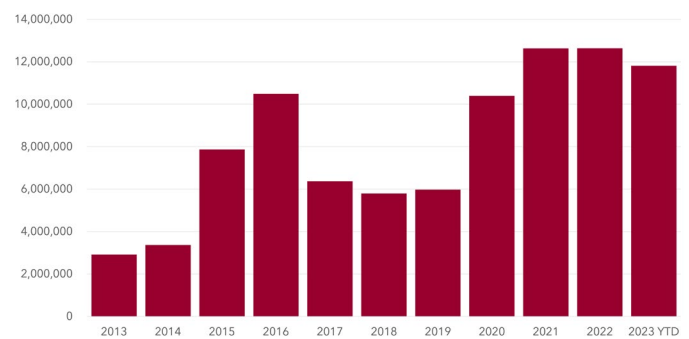
Kansas City's industrial market continues to show positive trends with asking lease rates growing \$0.08 per square foot in Q3 2023 and \$0.36 per square foot year-over-year, resulting in an average lease rate of \$6.87 per square foot. Vacancy rates continue to show a small decline due to the large amount of deliveries of modern bulk space in the market. However, tenant activity has remained strong with two large leases being executed this quarter, most notably Panasonic leasing 509,760 +/- square feet, directly north of their future plant in Desoto, KS.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▼ 12 Mo. Net Absorption SF	11,316,250	12,728,133	12,609,179	15,850,159	10,549,362
▲ Vacancy Rate	4.4%	3.9%	3.6%	3.3%	3.7%
▲ Avg NNN Asking Rate PSF	\$6.87	\$6.79	\$6.67	\$6.58	\$6.51
▼ SF Under Construction	12,627,515	14,627,876	13,535,859	12,635,438	18,091,855
▲ Inventory SF	356,818,203	353,466,900	350,295,994	349,116,898	342,428,284

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
10960 Lakeview Avenue Lenexa, KS	102,428 SF	\$7,950,000 \$77.62 PSF	French Gerleman Electric Company Unisource	Class B
3225 Harvester Road Kansas City, KS	56,950 SF	Undisclosed	Lawless Group Hobart Associates	Class C
21945 W. 83rd Street Shawnee, KS	46,429 SF	\$3,960,000 \$85.29 PSF	Eleventen Systems MCS Precision Manufacturing	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Flint Commerce Center Desoto, KS	509,760 SF	Flint Development	Panasonic	Energy
159th & S. Clare Road New Century, KS	333,365 SF	VanTrust Development	C- Nano	Battery Manufacturing
2552 S. 98th Street Edwardsville, KS	280,000 SF	Industrial Logisitcs Property Trust	Veritiv	Wholesaler

The information and details contained herein have been obtained from third-party sources believed to be reliable, however, Lee & Associates has not independently verified its accuracy. Lee & Associates makes no representations, guarantees, or express or implied warranties of any kind regarding the accuracy or completeness of the information and details provided herein, including but not limited to, the implied warranty of suitability and fitness for a particular purpose. Interested parties should perform their own due diligence regarding the accuracy of the information.

The information provided herein, including any sale or lease terms, is being provided subject to errors, omissions, changes of price or conditions, prior sale or lease, and withdrawal without notice. Third-party data sources: CoStar Group, Inc., The Economist, U.S. Bureau of Economic Analysis, U.S. Bureau of Labor Statistics, Congressional Budget Office, European Central Bank, GlobeSt.com, CoStar Property, and Lee & Associates Proprietary Data. ©

© Copyright 2023 Lee & Associates all rights reserved. Third-party Image sources: sorbis/shutterstock.com, shutterstock.com, pixabay.com, istock.com