

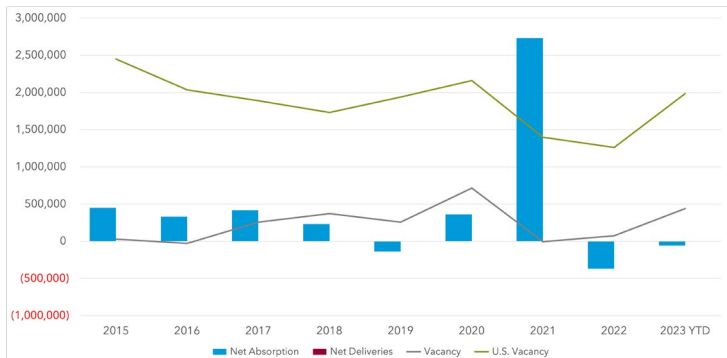
### INDUSTRIAL MARKET OVERVIEW

MIKE TINGUS, *President*

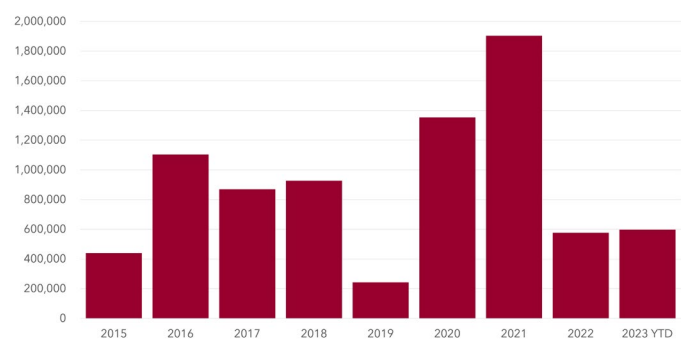
Bolstered by positive net absorption and the delivery of over half a million square feet of new construction, the market continues to demonstrate various upward trends that indicate sustained demand and competition for industrial spaces. Leasing activity in the market continues to surge, increasing by nearly 25% since Q2. Lease rates remain at \$1.65 psf. Vacancy levels now stand at 2.5% despite the increased leasing activity. 508,165 SF feet of new construction was delivered. There is still an additional 598,747 SF feet of new inventory set to be delivered in Q4. There were 17 sales for a median price of \$273 psf, remaining consistent with prices seen throughout the year.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▲ 12 Mo. Net Absorption SF	(57,001)	(479,469)	(404,977)	(369,633)	(321,696)
▲ Vacancy Rate	2.52%	2.30%	2.40%	1.88%	1.62%
▼ Avg NNN Asking Rate PSF	\$1.74	\$1.78	\$1.76	\$1.67	\$1.73
▼ SF Under Construction	597,966	771,645	791,694	576,875	626,924
▼ Inventory SF	166,214,709	166,489,820	166,017,467	165,924,843	165,850,047

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9171 Gazette Avenue Chatsworth, CA	7,692 SF	\$3,069,107 \$399.00 PSF	Commercial Printer 9171 Gazette Avenue LLC	Class B
4027 E. 52nd Street Maywood, CA	5,200 SF	\$1,350,000 \$259.62 PSF	Marco Antonio Salazar Elias Shiber	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
20500 Prairie Street Chatsworth, CA	30,198 SF	Stratton Brothers LLC	California Dynamics Corp	Civil Engineers
19748 Dearborn Street Chatsworth, CA	28,350 SF	NBP Partners II LLC	Operation Gratitude, Inc.	Public Charity
7990 San Fernando Road Sun Valley, CA	27,860 SF	Alpha Companies	Ansett Aircraft Spares and Services, Inc.	Aircraft Support Company

