



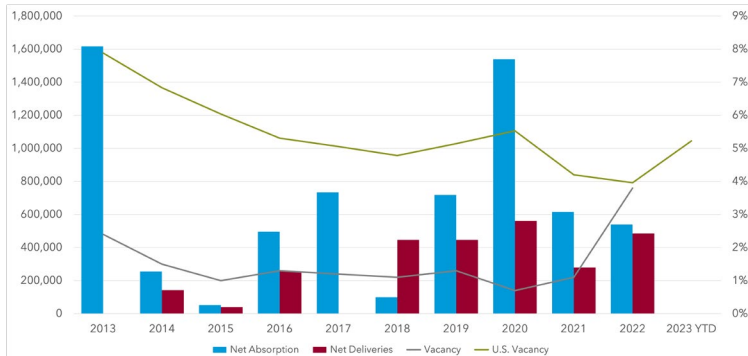
### INDUSTRIAL MARKET OVERVIEW

RYAN ENDRES, *Principal*

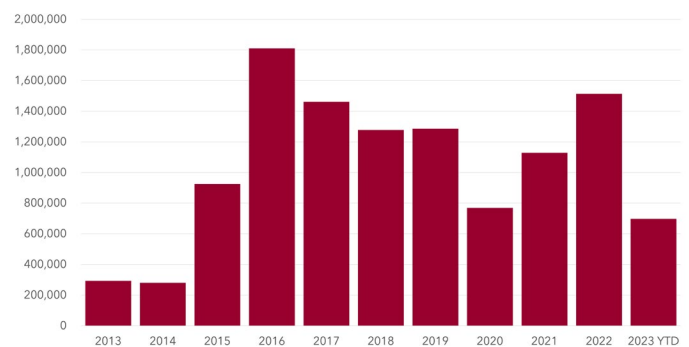
As Q3 closed, the vacancy rate increased slightly from 3.6% to 3.8% with over 7 Million SF vacant and available, compared to 2 Million SF this time last year. Average asking lease rates decreased from \$1.97 to \$1.89 PSF NNN, as more inexpensive sublease space hit the market. There were only 11 sales in Q3, the most notable was Universal Logistics' \$80 M (\$187 PLSF) off-market purchase of a 9.8 Acre Truck-Terminal from Yellow Corp (prior to bankruptcy) in Compton, CA. Through August 2023, Port of Los Angeles' total container volume is down -21% while Port of Long Beach is down -24.4% on the year.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▲ 12 Mo. Net Absorption SF	539,763	(2,084,123)	(1,976,404)	(129,305)	453,760
▲ Vacancy Rate	3.8%	3.6%	2.5%	1.3%	1.1%
▼ Avg NNN Asking Rate PSF	\$22.68	\$23.64	\$19.08	\$22.08	\$21.60
▼ SF Under Construction	697,032	912,921	1,020,654	1,827,018	1,621,583
▼ Inventory SF	187,270,641	202,421,138	202,313,405	201,379,111	201,379,111

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2500 E. Thompson Street Long Beach, CA	174,691 SF	\$20,300,000 \$116.21 PSF	Rexford Industrial Realty, Inc. Kirkhill Manufacturing Company	Class C
20100-20200 S. Western Avenue Torrance, CA	116,433 SF	\$88,000,000 \$755.80 PSF	Prologis, Inc. Blackstone, Inc.	Class B
1210 Kona Drive* Compton, CA	51,669 SF	\$21,714,433 \$420.26 PSF	Undisclosed Emery Investments	Class B

\*Part of a 3-property portfolio sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1452 W. Knox Street Torrance, CA	442,550 SF	Prologis	National Road Logistics	3PL
14001-14003 Orange Avenue Paramount, CA	282,000 SF	DREES	Castle Metals	Metals Manufacturer
1001 W. Walnut Street Compton, CA	100,000 SF	Alere	Pinto Express, Inc	3PL / Transportation

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