



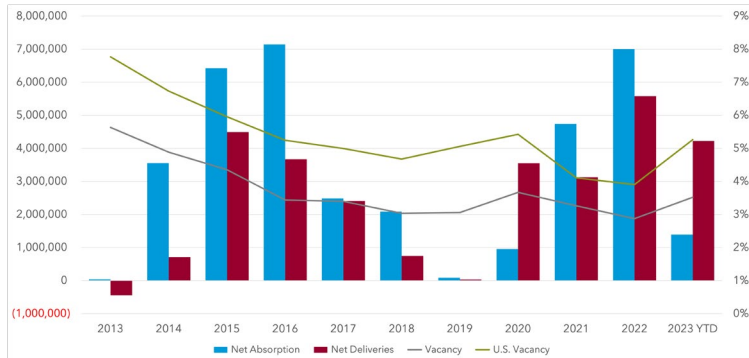
### INDUSTRIAL MARKET OVERVIEW

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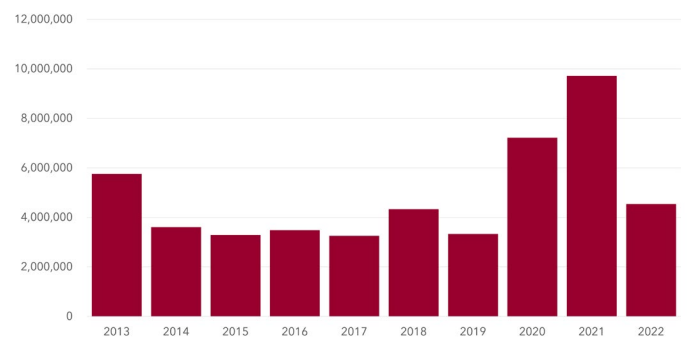
The Minneapolis, MN industrial market continues to make progress, albeit at a slightly slower pace. Vacancy rates in the area are holding steady, primarily because of the limited availability of industrial space. However, the rate of new construction has decelerated in response to higher interest rates, as developers are carefully assessing the financial feasibility of their projects. Despite this slower momentum, the Minneapolis industrial market remains resilient, driven by the region's strong economic fundamentals and its strategic location, which make it an attractive hub for logistics and distribution activities. As the market adapts to changing economic conditions, stakeholders are cautiously optimistic about its future prospects.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▼ 12 Mo. Net Absorption SF	3,678,457	5,856,935	8,280,019	7,003,218	7,049,746
▲ Vacancy Rate	3.5%	3.1%	2.9%	2.9%	2.7%
▲ Avg NNN Asking Rate PSF	\$8.25	\$8.13	\$8.00	\$7.83	\$7.64
▼ SF Under Construction	8,620,615	9,138,073	7,853,051	8,688,702	9,847,980
▲ Inventory SF	418,471,655	416,705,228	416,211,355	414,358,729	411,531,132

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2400 Xenium Lane, North Plymouth, MN	214,654 SF	\$21,600,000 \$100.63 PSF	Founders The Excelsior Group	Class B
600 Lakeview Point Drive New Brighton, MN	110,692 SF	\$13,800,000 \$124.67 PSF	Lakeview Point LLC Pioneer International	Class B
5005 Nathan Lane, North Plymouth, MN	87,707 SF	\$18,143,796 \$206.87 PSF	CF Moto Endeavor	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
10605 Fountain Drive Maple Grove, MN	149,316 SF	Endeavor	MAS HVAC	HVAC
10900 Fountain Drive Maple Grove, MN	100,543 SF	Endeavor	Caribou Coffee	Coffee
5005 Nathan Lane Plymouth, MN	89,707 SF	Endeavor	CFMoto	Motor parts

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