



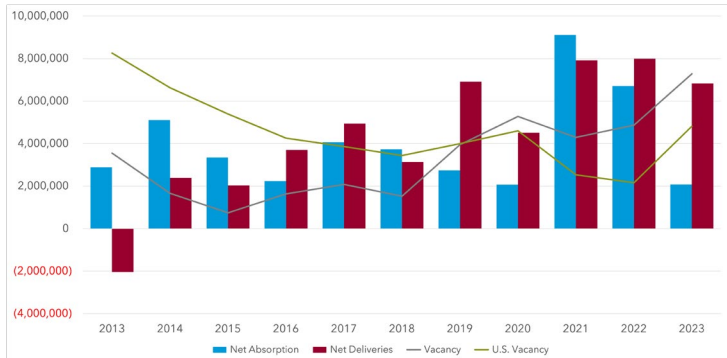
INDUSTRIAL MARKET OVERVIEW

RON WEBERT, SIOR, *Principal*

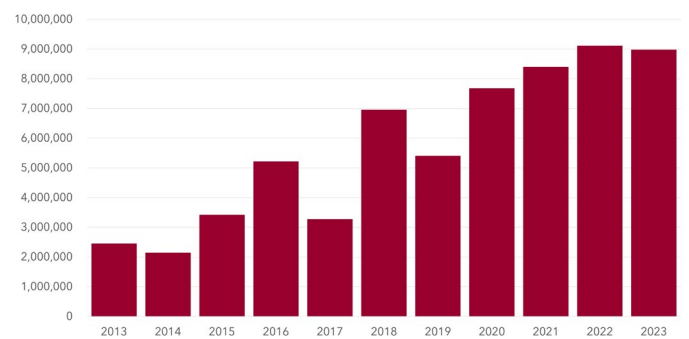
The Denver market ends the year where we all thought things were trending mid-year, with a cooling off on the leasing and sales front. Let's compare some numbers between 2021, 2022 & 2023: Absorption (9.5M/6.5M/2.3M) Leasing volume (17.5M/17.1M/10.1M) and Sales volume (\$2.2B/\$1.9B/820M). We are definitely mirroring the national market in terms of a slowdown, but not everything is experiencing negative headwinds. Some positive signs: new construction has slowed which should stabilize vacancy and interest rates are lowering which will positively affect sales volume. While no one is predicting we get back to 2021 metrics for the year ahead, most experts are cautiously optimistic that we will see some stabilization and leveling off.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	2,083,923	2,186,126	4,645,571	6,279,020	6,710,035
▲ Vacancy Rate	7.30%	6.60%	6.20%	6.30%	5.70%
◀ ▶ Avg NNN Asking Rate PSF	\$12.24	\$12.24	\$12.02	\$11.83	\$11.67
▼ SF Under Construction	8,983,352	10,189,617	10,508,632	11,124,319	9,116,669
▲ Inventory SF	280,679,377	278,197,645	276,946,586	275,780,415	273,846,038

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1780 W. 6th Avenue Denver, CO	115,032 SF	\$10,750,000 \$93.45 PSF	BKM Baker Crescent Electric	Class C
14603 E. Moncrieff Place Aurora, CO	101,406 SF	\$10,900,000 \$107.49 PSF	Crosse - Moncrieff LLC Den Industrial LLC	Class B
4600 E. 48th Avenue Denver, CO	82,380 SF	\$7,550,000 \$91.62 PSF	City Of Denver Novell	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
9400 E. 46th Place Denver, CO	338,548 SF	Brookfield Corporation	Discount Tire	Tire and Wheel Retailer
9400 E. 46th Place Denver, CO	155,850 SF	Brookfield Corporation	Marcone Group	Appliance Parts Distributor
9575 E. 40th Avenue Denver, CO	57,163 SF	Confluent	1st Floor Direct	Flooring

