



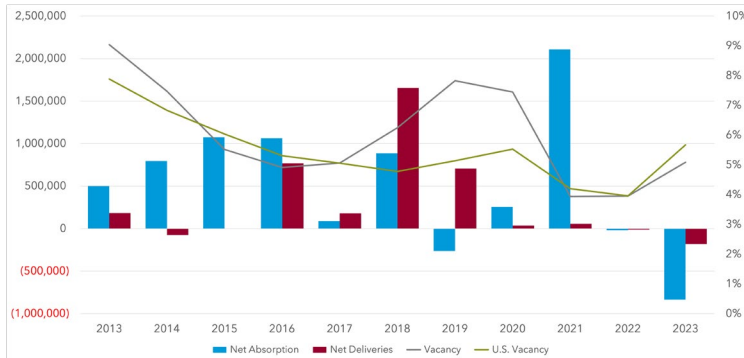
INDUSTRIAL MARKET OVERVIEW

DANIEL KNOKE, *Principal*

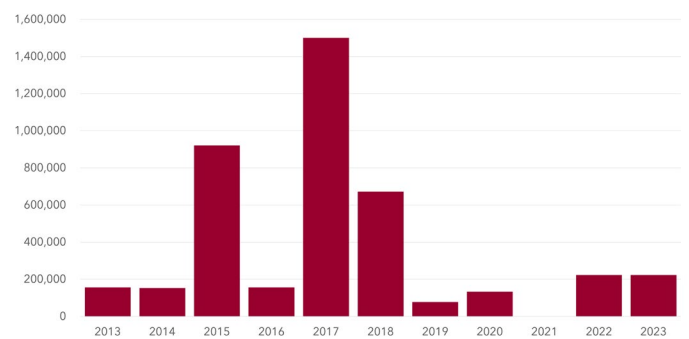
The North San Diego County Industrial Market has remained steady over the last two quarters with vacancy rates varying less than 0.1% and NNN lease rates dropping by \$0.01 on a monthly basis. Net absorption rose by roughly 270,000 square feet from -328,086 in Q3 to -69,797 in Q4, a trend we hope to see continue into Q1 of 2024. All signs point to a strong start to 2024 for both sales and leasing in the North County Industrial market.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(69,797)	(328,086)	(208,749)	(228,266)	(197,571)
▲ Vacancy Rate	5.1%	5.0%	4.4%	4.0%	4.0%
▲ Avg NNN Asking Rate PSF	\$17.28	\$17.40	\$17.28	\$16.80	\$16.20
◀ ▶ SF Under Construction	222,959	222,959	222,959	222,959	222,959
◀ ▶ Inventory SF	58,386,117	58,386,117	58,386,117	58,386,117	58,386,117

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3225 Executive Ridge Vistas, CA	57,609 SF	\$19,695,556 \$341.88 PSF	Old Grove LLC DXW LLC	Class B
5801 Van Allen Way Carlsbad, CA	54,414 SF	\$13,789,868 \$253.43 PSF	Harbor Associates S.M.A.C.	Class B
5807 Van Allen Way Carlsbad, CA	47,946 SF	\$7,460,132 \$155.59 PSF	Harbor Associates S.M.A.C.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6212 Corte Del Abeto Carlsbad, CA	70,224 SF	Elion	K1 Speed	Recreation
480 N. Spruce Street Escondido, CA	48,976 SF	City of Escondido	Dumpster Champs	Equipment Rentals
5807 Van Allen Way Carlsbad, CA	47,946 SF	Harbor Associates	SMAC, Inc.	Manufacturing

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