



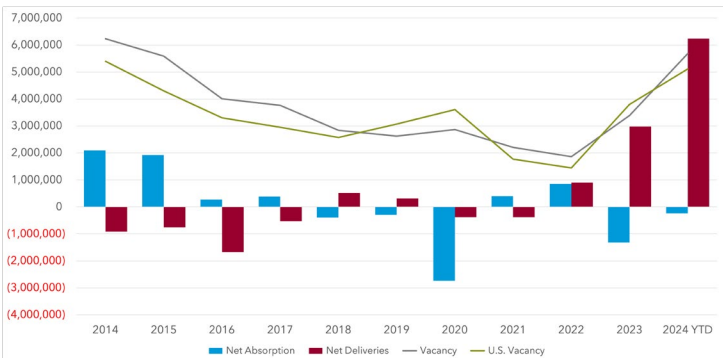
**INDUSTRIAL MARKET OVERVIEW**

TY JANNEY, *Managing Principal*; ROBERT ELMER, *Managing Principal*

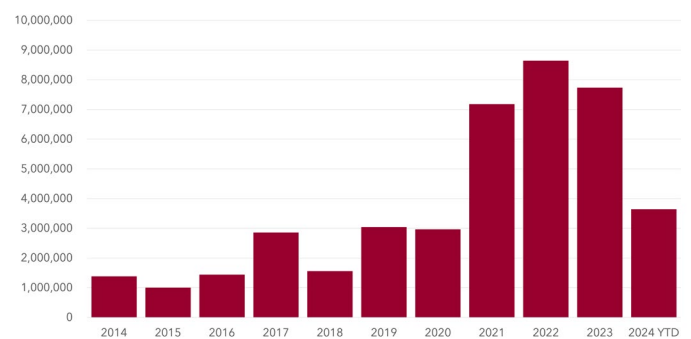
Boston's industrial market continued to soften in Q3 2024, with vacancy rates climbing to 7.0%. The market experienced negative net absorption, largely driven by a surge in new supply. Amazon's occupancy of 3.8M SF at Osgood Landing in North Andover in Q2 softened the otherwise negative absorption. Over the past year, demand has decreased by 1.4M SF. Industrial rent growth has slowed to 5.9%, and vacancy is projected to hit 7.5% by year end. Flex space demand has also weakened, particularly in biotech-centric areas, though rent growth is expected to stabilize by mid-2025. Despite these challenges, Boston's long-term outlook remains steady, with vacancy forecasted to level off around 7% by 2025.

MARKET INDICATORS	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
▼ 12 Mo. Net Absorption SF	(1,631,413)	452,506	(1,675,794)	(1,140,997)	1,029,387
▲ Vacancy Rate	7.1%	6.5%	5.8%	5.4%	4.9%
▲ Avg NNN Asking Rate PSF	\$14.00	\$13.42	\$13.65	\$13.67	\$13.61
▲ Sale Price PSF	\$186.76	\$185.20	\$183.65	\$182.15	\$180.02
▼ Cap Rate	7.0%	8.4%	6.8%	9.0%	6.8%
▲ Under Construction SF	3,645,361	3,435,353	8,162,894	7,735,617	7,788,816
▲ Inventory SF	367,156,915	366,695,975	361,820,006	360,890,991	360,504,292

**NET ABSORPTION, NET DELIVERIES, & VACANCY**



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2 Kay Way Stoughton, MA	104,429 SF	\$26,100,000 \$249.93 PSF	GID Investment Advisors LLC The Seyon Group	Class B
376 Third Street Everett, MA	94,978 SF	\$4,718,000 \$49.67 PSF	Rossi Development Andler Packaging Group	Class C
91 Kuniholm Drive Holliston, MA	52,250 SF	\$2,850,000 \$54.55 PSF	Rafael Borges Peter Zagorianakos	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
300 Terminal Street Charlestown, MA	200,000 SF Renewal	Massachusetts Port Authority	Bridgestone HosePower	Manufacturing
400 Main Street Ashland, MA	160,000 SF Renewal	Andre G. Turenne	Fenwal Controls, Kidde-Fenwal, Inc.	Manufacturing
12 Channel Street Boston, MA	49,500 SF	Boston Redevelopment Authority	Mass Robotics	Engineering Services

