



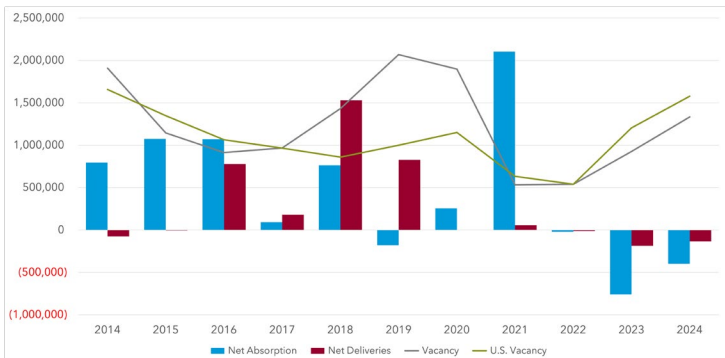
INDUSTRIAL MARKET OVERVIEW

DANIEL KNOKE, *Principal*

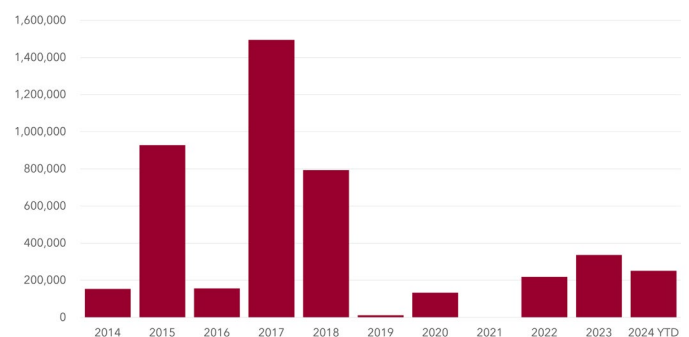
Activity in the North San Diego County market has increased slightly from Q4 2024 to Q1 2025 providing a more positive attitude in the market than the numbers reflect. While overall vacancy rose from 6.3% to 7.1%, this was mainly due to new spec product being delivered to the market. The gap seen between buyer's and seller's expectations that has been bogging down the sales market is starting to shrink, however market uncertainty due to the current macro economic environment is stepping in to fill those shoes. The owner-user market is continuing to drive the sales in the market and appears to be picking up speed as more product comes online.

MARKET INDICATORS	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
▼ 12 Mo. Absorption Units	(397,852)	(268,144)	72,615	121,800	(332,528)
▲ Vacancy Rate	7.1%	6.3%	5.5%	5.7%	5.5%
▼ Avg NNN Asking Rent PSF	\$1.44	\$1.47	\$1.45	\$1.46	\$1.43
▲ Sale Price PSF	\$301	\$288	\$261	\$282	\$294
▼ Cap Rate	6.10%	6.20%	6.15%	6.00%	6.17%
▲ Under Construction	343,753	251,229	251,229	336,515	242,890
▲ Inventory	59,396,679	58,717,461	58,717,461	58,717,461	58,299,032

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
237 Via Vera Cruz San Marcos, CA	80,257 SF	\$16,200,000 \$201.85 PSF	Todd Berryhill JLL Income Property Trust	Class B
3310 Via De LA Valle Oceanside, CA	25,000 SF	\$6,650,278 \$266.00 PSF	Ocean Park Partners Roymar Oceanside Partners LLC	Class C
530 Opper Street Escondido, CA	20,808 SF	\$4,450,000 \$213.86 PSF	Brent J. Bohlken WaterStation Technology	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2760 Progress Street Vista, CA	123,270 SF	Ares Management LLC	Undisclosed	Undisclosed
1395 Aspen Way Vista, CA	81,928 SF	The Hewson Company	American Lithium Energy Corp	Manufacturing
1291 Rocky Point Drive Oceanside, CA	66,376 SF	EastGroup Properties, Inc	Sleep Train	Retailer

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