



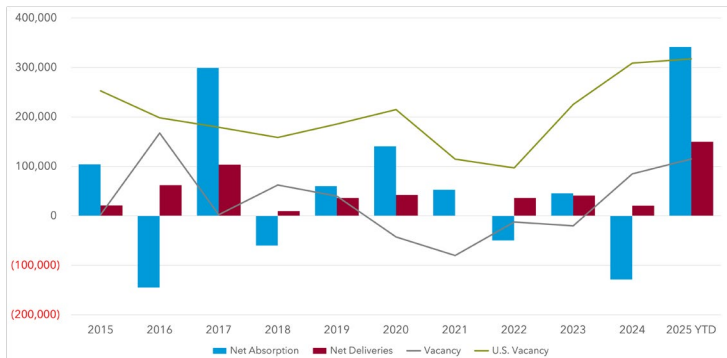
INDUSTRIAL MARKET OVERVIEW

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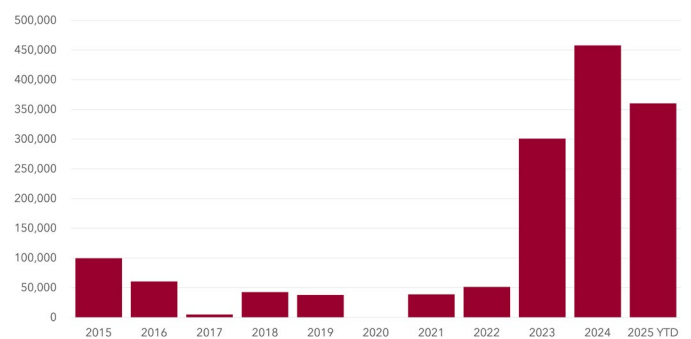
San Luis Obispo's industrial vacancy rate was 4.3% in Q1 2025, down 1.8% year-over-year due to 340,000 SF of net absorption and 170,000 SF in new deliveries. Availability sits at 5.5% with 580,000 SF listed for lease. The market has 360,000 SF under construction, above its 10-year average of 200,000 SF. Asking rents average \$16.50/SF, with minimal year-over-year growth (0.1%). Five- and 10-year rent growth averages are 4.4% and 5.0%, respectively, as rent growth has recently slowed despite healthy demand.

MARKET INDICATORS	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
▲ 12 Mo. Net Absorption SF	341,578	(128,582)	(45,934)	(52,387)	(32,632)
▲ Vacancy Rate	4.2%	3.8%	3.1%	2.9%	2.7%
▲ Avg NNN Asking Rate PSF	\$16.48	\$16.30	\$16.26	\$16.33	\$16.40
▲ Sale Price PSF	\$198	\$193	\$195	\$195	\$195
▼ Cap Rate	6.64%	6.72%	6.63%	6.62%	6.55%
▼ Under Construction SF	360,320	457,820	457,820	309,000	309,000
▲ Inventory SF	10,149,060	9,976,190	9,574,184	9,490,290	9,490,290

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8965 El Camino Real Atascadero, CA	14,991 SF	\$2,200,000 \$146.75 PSF	Linda Archer Charles Gonzalez	Class C
933 Buckley Road San Luis Obispo, CA	6,451 SF	\$1,825,000 \$282.90 PSF	Ziyad Naccasha Coe Shione Salzgeber	Class B
202 Tank Farm Road San Luis Obispo, CA	4,963 SF	\$1,225,000 \$246.83 PSF	Derek & Melanie Senn Craig & Patricia Karli	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2701 Mcmillan Avenue San Luis Obispo, CA	3,750 SF	Clarion Properties LLC	Undisclosed	Undisclosed
1030 Huston Street Grove Beach, CA	3,400 SF	William Szymczak	Undisclosed	Undisclosed
2115 Willow Road Arroyo Grande, CA	2,250 SF	Stuart Sackley	Undisclosed	Undisclosed

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