



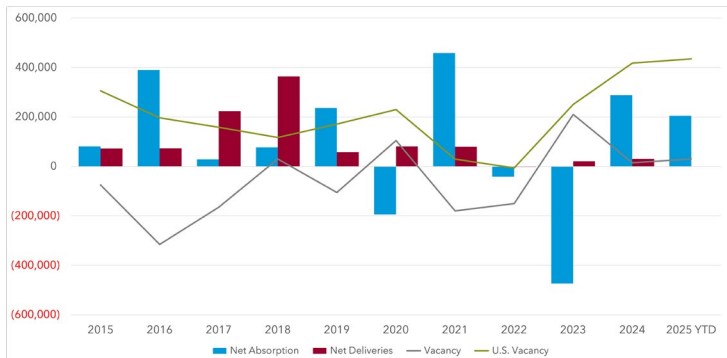
INDUSTRIAL MARKET OVERVIEW

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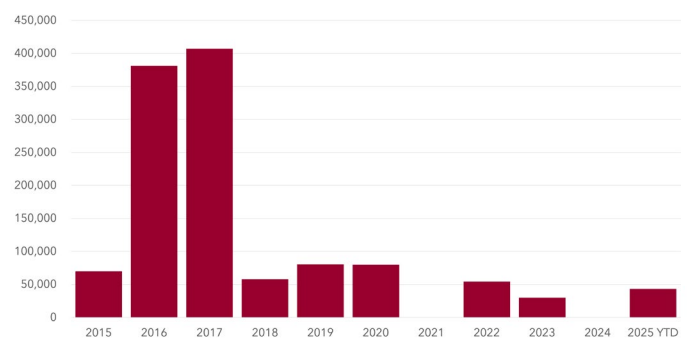
Santa Barbara's industrial vacancy rate sits at 4.4% as of Q1 2025, down 0.7% year-over-year due to 170,000 SF of net absorption and 29,000 SF in deliveries. This compares to a five-year average of 3.8% and 10-year average of 3.4%. Availability is 5.7%, with 1.2 million SF listed for lease and 43,000 SF under construction, slightly below the 10-year average. The market totals 20.7 million SF, including 11.8 million SF of logistics, 4.2 million SF of flex, and 4.7 million SF of specialized space. Rents average \$18.00/SF but declined 0.4% year-over-year. Despite this dip, long-term rent growth remains solid at 4.1% over five years.

MARKET INDICATORS	Q1 2025	Q4 2024	Q3 2024	Q2 2024	Q1 2024
▼ 12 Mo. Net Absorption SF	204,664	288,491	335,853	(303,734)	(510,371)
▲ Vacancy Rate	4.20%	4.10%	3.92%	5.1%	5.2%
▲ Avg NNN Asking Rate PSF	\$17.95	\$17.92	\$17.76	\$17.79	\$17.93
▲ Sale Price PSF	\$217	\$213	\$212	\$212	\$218
▼ Cap Rate	6.86%	7.00%	6.89%	6.87%	6.73%
▲ Under Construction SF	43,350	-	-	-	30,000
▲ Inventory SF	20,738,840	20,322,695	20,302,646	20,321,701	20,300,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1780 E. Betteravia Road Santa Maria, CA	408,511 SF	\$6,600,000 \$16.16 PSF	Arctic Cold Argo-Jal Farms, Inc.	Class C
351 N. Blosser Road Santa Maria, CA	22,902 SF	\$5,700,000 \$248.89 PSF	Marborg Industries Argo-Jal Farms, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3130 Skyway Drive Santa Maria, CA	17,000 SF	Arlene Kostock	Undisclosed	Undisclosed
2976 Industrial Parkway Santa Maria, CA	9,900 SF	Curry Parkway	Undisclosed	Undisclosed
3130 Skyway Drive Santa Maria, CA	3,500 SF	Arlene Kostock	Undisclosed	Undisclosed

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