



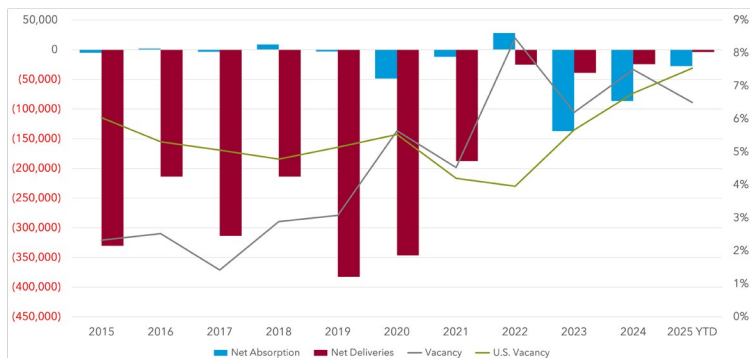
## INDUSTRIAL MARKET OVERVIEW

DOUGLAS R. MARSHALL, SIOR, *Principal*

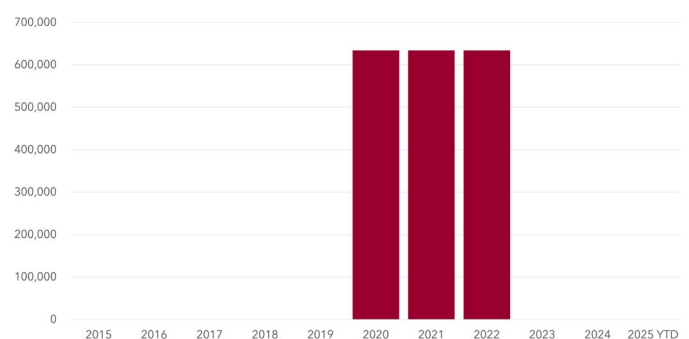
The West Los Angeles industrial/flex marketplace is softer. Demand, lease prices, and sale prices are down. Buyers want deals reflecting lower \$/SF due to the high cost of financing and city regulations. Tenants are looking for short-term leases, flexibility, lower rents, or free rent to decrease occupancy costs. It is a tenant's market. Overall vacancy is approximately 6.5%. We are seeing rents range from about \$2.00/NNN/SF to \$2.50/NNN/SF for industrial space/flex spaces.

MARKET INDICATORS	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024
▲ 12 Mo. Net Absorption SF	64,259	(45,310)	89,176	(134,061)	(218,293)
▼ Vacancy Rate	6.50%	7.35%	7.08%	7.50%	7.31%
▼ Avg NNN Asking Rate PSF	\$2.24	\$2.27	\$2.31	\$2.34	\$2.35
▼ Sale Price PSF	\$416.00	\$477.00	\$483.00	\$485.00	\$485.00
▲ Cap Rate	5.17%	5.13%	5.09%	5.06%	5.02%
◀ ▶ Under Construction SF	-	-	-	-	-
◀ ▶ Inventory SF	20,348	20,348	20,348	20,348	20,348

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3700-3730 Redondo Beach Avenue Redondo Beach, CA	99,371 SF	\$35,500,000 \$357.23 PSF	Terrena Redondo Realty MCP SoCal Industrial	Class B
3624 W. Century Boulevard Inglewood, CA	79,125 SF	\$29,100,000 \$367.77 PSF	Fnlr Logistics LLC BT Property LLC	Class B
11220 Hindry Avenue Westchester, CA	30,000 SF	\$7,100,000 \$236.67 PSF	11220 Hindry Holdings LLC 11220 Hindry LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5353 Imperial Highway Los Angeles, CA	10,194 SF	Prologis, Inc.	Undisclosed	Industrial
12509 Beatrice Street Los Angeles, CA	9,000 SF	Grosvenor Property Company	Furientis, Inc.	Commercial Products
12511 Beatrice Street Los Angeles, CA	6,100 SF	Grosvenor Property Company	National Gym Supply	Ecommerce

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