



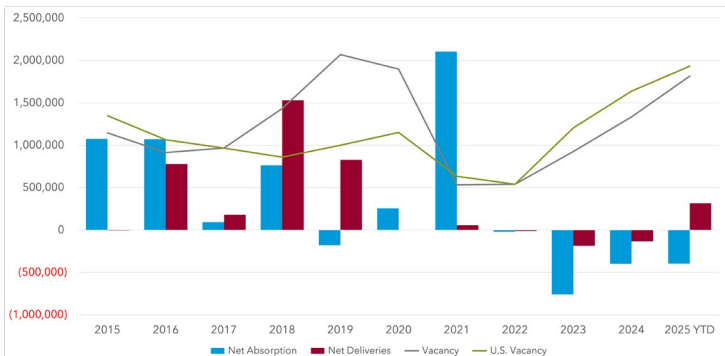
INDUSTRIAL MARKET OVERVIEW

DANIEL KNOKE, *Principal*

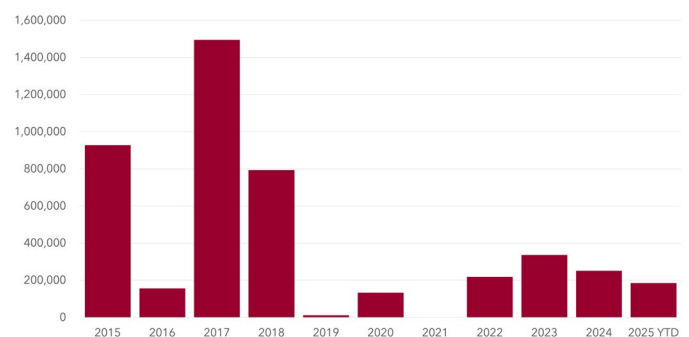
There is an interesting anomaly that happened in the North San Diego Industrial market throughout the third quarter of this year. We saw a slight increase in average sales price per square foot and average NNN asking rates, while simultaneously net absorption fell even deeper into the negatives, vacancy rates rose 104 basis points, and average cap rate expanded slightly by 2 basis points. Global uncertainty seems to be here to stay for the foreseeable future and will provide great opportunities for those bold enough to transact.

MARKET INDICATORS	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024
▼ 12 Mo. Absorption Units	(547,697)	(497,373)	(397,852)	(268,144)	72,615
▲ Vacancy Rate	7.24%	6.20%	7.10%	6.30%	5.50%
▲ Avg NNN Asking Rent PSF	\$18.84	\$17.40	\$17.28	\$17.64	\$17.40
▲ Sale Price PSF	\$305.00	\$297.00	\$301.00	\$288.00	\$261.00
▲ Cap Rate	6.29%	6.27%	6.10%	6.20%	6.15%
▼ Under Construction	185,458	343,753	343,753	251,229	251,229
▲ Inventory	59,718,000	59,477,660	59,396,679	58,717,461	58,717,461

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2793 Loker Avenue Carlsbad, CA	42,268 SF	\$8,890,994 \$210.35 PSF	GID Industrial Advisors LLC MegLife, Inc.	Class B
1230 Avenida Chelsea Vista, CA	38,802 SF	\$8,918,500 \$229.85 PSF	Atmoic Investments, Inc. The Paskin Group	Class B
2791 Loker Avenue Carlsbad, CA	35,875 SF	\$8,909,006 \$248.33 PSF	GID Industrial Advisors LLC MetLife, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1201 Park Center Drive Vista, CA	96,745 SF	US Foods	Undisclosed	Undisclosed
2611 Commerce Way Vista, CA	55,296 SF	Whitaker Investment	Sivana	Manufacturing
3215 Executive Ridge Vista, CA	44,630 SF	Chandru Wadhwani	SHIPeNATION	Logistics

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