



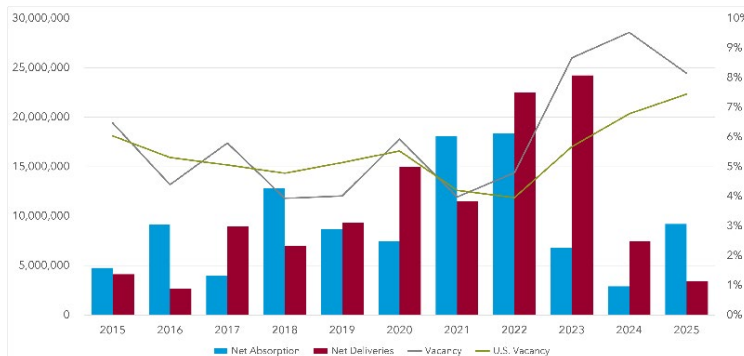
### INDUSTRIAL MARKET OVERVIEW

GABE KOONTZ, *Broker*

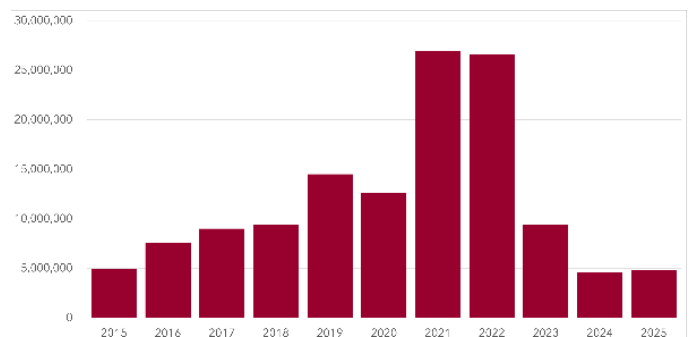
Tenant demand for industrial space in Indianapolis has cooled, while new deliveries have continued to outpace leasing activity. Vacancy rose to 8.2%, the highest level in more than a decade and roughly 150 basis points above the national average. Supply-side pressures eased in 2025, as deliveries fall to a nine-year low. Annual net absorption totaled 9.2 million square feet, slightly below the 10-year average. Since 2020, the market has added 83 million square feet, largely from buildings over 500,000 square feet, pushing vacancies higher. Construction activity has slowed sharply, with starts down 90% from 2022 peaks. With demand improving and new supply declining, vacancy is expected to modestly improve over the year.

MARKET INDICATORS	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
▲ 12 Mo. Net Absorption SF	9,220,089	2,117,199	1,388,021	1,884,244	2,901,527
▼ Vacancy Rate	8.15%	9.11%	9.75%	9.53%	9.52%
▲ Avg NNN Asking Rate PSF	\$7.66	\$7.65	\$7.68	\$7.66	\$7.62
▲ Sale Price PSF	\$78.05	\$77.18	\$76.10	\$75.29	\$75.13
▼ Cap Rate	8.46%	8.48%	8.52%	8.53%	8.48%
▼ Under Construction SF	4,845,153	5,199,347	4,794,713	4,256,987	4,551,814
▲ Inventory SF	431,373,087	430,251,299	429,593,181	428,168,980	427,981,473

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3052 N. 700 W Greenfield, IN	805,000 SF	\$64,000,000 \$79.50 PSF	EQT Real Estate CT Realty Investors	Class A
2709 CR 400 W Greenfield, IN	753,000 SF	\$61,373,738 \$81.51 PSF	Deem LLC Ambrose Property Group	Class A
6055 Commerce Drive Whitestown, IN	672,944 SF	\$48,987,101 \$72.80 PSF	EQT Real Estate Hillwood Development Corporation	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
450 Airtech Parkway Plainfield, IN	720,000 SF	Undisclosed	Undisclosed	Undisclosed
10144 Veterans Drive Avon, IN	712,800 SF	Undisclosed	Hyster-Yale Materials Handling	Industrial Equipment Manufacturing
6055 Commerce Drive Whitestown, IN	672,944 SF	Undisclosed	Faith Technologies	Electrical Engineering and Construction

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