



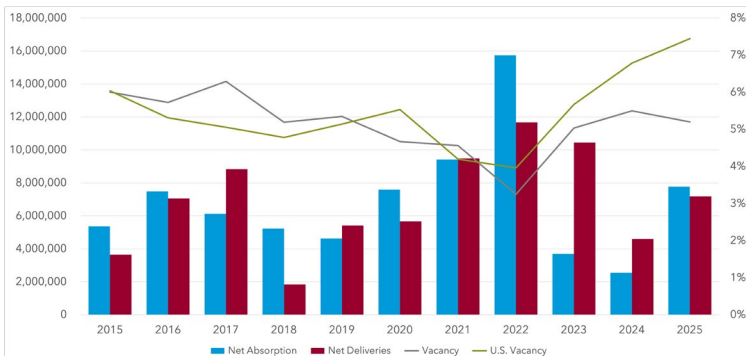
INDUSTRIAL MARKET OVERVIEW

JOSH KOCH, Vice President

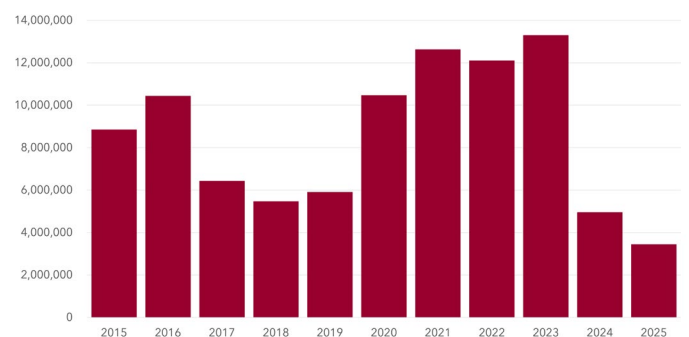
Kansas City's industrial market remained resilient in 2025, supported by sustained tenant demand and disciplined development. Trailing 12-month net absorption totaled 12.1 million SF, reflecting a normalization from peak levels but still signaling healthy market activity. Vacancy averaged near 5.0% in 2025, ending the year at 5.2%, remaining well below national levels. NNN asking rents held steady around \$5.90/SF, indicating pricing stability despite slower leasing momentum. Net deliveries reached approximately 7.2 million SF year to date, while construction activity declined to 3.45 million SF, helping limit new supply pressures. Overall, reduced development starts and consistent absorption positioned the market for improved balance entering 2026.

MARKET INDICATORS	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
▼ 12 Mo. Absorption Units	12,100,000	13,240,000	12,041,606	11,941,606	3,996,607
▲ Vacancy Rate	5.20%	4.90%	5.00%	4.60%	5.40%
◀ ▶ Avg NNN Asking Rent PSF	\$5.90	\$5.90	\$5.95	\$6.00	\$6.06
▲ Sale Price PSF	\$67.00	\$65.00	\$65.00	\$66.00	\$65.00
▼ Cap Rate	9.10%	9.20%	9.20%	9.20%	9.30%
▼ Under Construction	3,451,110	4,029,614	3,500,000	4,700,000	4,961,532
▲ Inventory	327,683,789	326,071,718	325,301,232	322,901,232	320,501,232

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
450 Funston Road Kansas City, KS	52,220 SF	\$4,041,448 \$77.39 PSF	Sumter Coatings, Inc. Ergon Asphalt	Class C
2007 E. 19th Street Kansas City, MO	23,000 SF	\$1,350,000 \$58.70 PSF	Portals Hardware Proviera Biotech	Class C
15670 S. Keeler Street Olathe, KS	22,500 SF	\$3,250,000 \$144.44 PSF	Local Investor Local Investor	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
14880 92 Highway Platte City, MO	526,502 SF	VanTrust	Central Power	Manufacturing
4250 MO-92 Highway Platte City, MO	396,480 SF	VanTrust	Purina Animal Nutrition	Food & Beverage
9525-35 Woodend Road Edwardsville, KS	369,000 SF	EQT Real Estate	FedEx	Distribution

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