



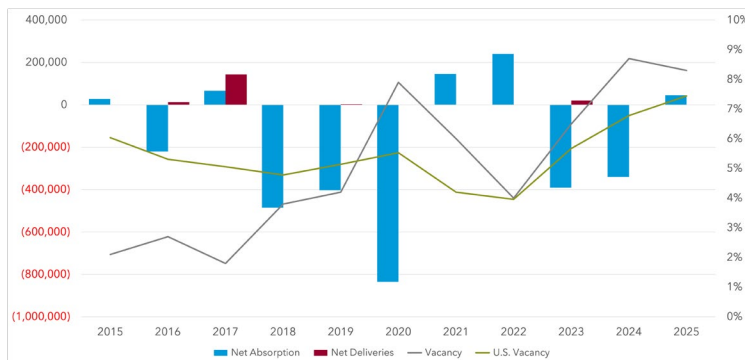
## INDUSTRIAL MARKET OVERVIEW

DOUG MARSHALL, SIOR

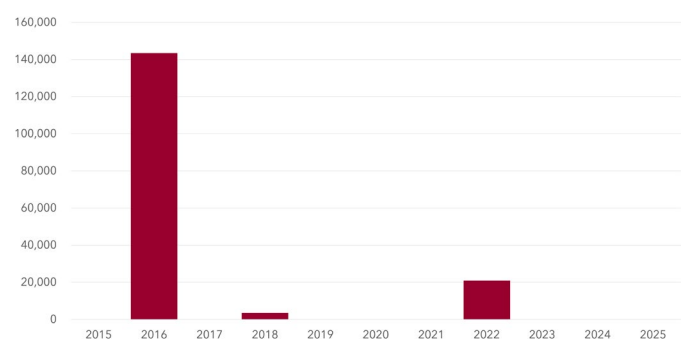
The West Los Angeles/ LAX industrial/ flex marketplace is still soft, but we are optimistic that 2026 will be a better year. Demand, lease prices, and sale prices are down. Buyers want deals reflecting lower \$/SF due to the high cost of financing plus city regulations. Tenants want short-term leases, flexibility, lower rents, or free rent to decrease occupancy costs. It is a tenant's market. Overall vacancy is up to approximately 8.3%. Rents range from about \$2.00/nnn/SF to \$2.50/nnn/SF for industrial space/flex space.

MARKET INDICATORS	Q4 2025	Q3 2025	Q2 2025	Q1 2025	Q4 2024
▼ 12 Mo. Net Absorption SF	(164,691)	(45,310)	89,176	(134,061)	(218,293)
▲ Vacancy Rate	8.30%	8.10%	8.00%	7.80%	8.70%
▲ Avg NNN Asking Rate PSF	\$2.49	\$2.40	\$2.37	\$2.39	\$2.41
▼ Sale Price PSF	\$302.00	\$394.00	\$531.00	\$399.00	\$281.00
◀ ▶ Cap Rate	5.16%	5.16%	5.17%	5.17%	5.16%
◀ ▶ Under Construction SF	-	-	-	-	-
◀ ▶ Inventory SF	13,841,237	13,841,237	13,841,237	13,846,591	13,846,591

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3318 La Cienega Place Los Angeles, CA	30,444 SF	\$32,000,000 \$1,051.11 PSF	Take Two Interactive Software, Inc. 3322 La Cienega Member LLC	Class B
3550 Hayden Avenue Culver City, CA	14,956 SF	\$18,500,000 \$1,236.96 PSF	Civicap 3550 Hayden LLC 3550 Hayden Owner LLC	Class B
5545 Grosvenor Boulevard Los Angeles, CA	13,184 SF	\$10,230,000 \$775.94 PSF	BLT Enterprises James Machado	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2228 Barry Avenue Los Angeles, CA	11,900 SF	Izzy Holdings	Undisclosed	Undisclosed
8320-8350 Isis Avenue Los Angeles, CA	10,447 SF	Sherman F. Wagenseller	Air Power International Express	Transportation and Warehousing
5701 Buckingham Parkway Culver City, CA	6,880 SF	Fred Kimiabakhsh	Undisclosed	Undisclosed

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