



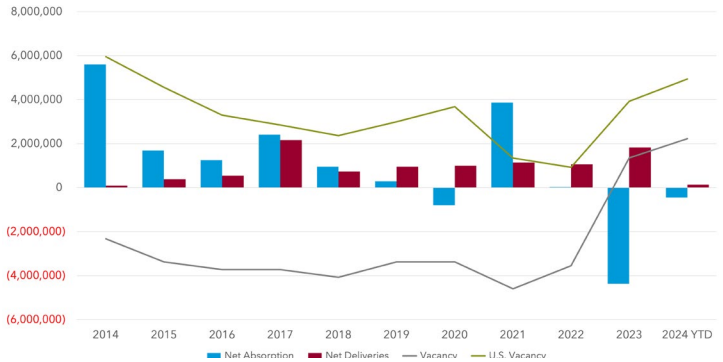
### INDUSTRIAL MARKET OVERVIEW

BRANDON CARRILLO, *Principal*

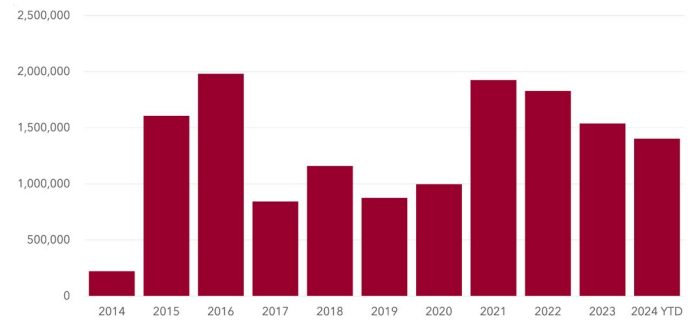
The vacancy rate jumped to 4.9% from 4% the previous quarter, as a record amount of sublet space contributed to the overall vacancy. Average asking lease rates continued downward for the quarter to \$1.77 PSF NNN. The most notable sale was Rexford Industrial's purchase of 48 Blackstone industrial assets in a combined \$1 Billion Investment, encompassing 3,008,000 SF of property in LA and Orange County. Developers continued to slow their pace of construction, with currently 633,144 SF under construction. Continued mixed market signals heading into the 2nd Quarter. Time will show how the economy responds to lingering inflation, political polarization, and wars.

| MARKET INDICATORS          | Q1 2024     | Q4 2023     | Q3 2023     | Q2 2023     | Q1 2023     |
|----------------------------|-------------|-------------|-------------|-------------|-------------|
| ▲ 12 Mo. Net Absorption SF | (1,239,278) | (1,261,868) | 984,375     | (2,133,254) | (1,660,006) |
| ▲ Vacancy Rate             | 4.9%        | 4.0%        | 3.6%        | 3.7%        | 2.6%        |
| ▼ Avg NNN Asking Rate PSF  | \$20.82     | \$21.42     | \$22.71     | \$23.71     | \$18.91     |
| ◀ ▶ SF Under Construction  | 1,401,824   | 1,401,824   | 696,877     | 912,766     | 1,020,499   |
| ◀ ▶ Inventory SF           | 201,953,582 | 201,953,582 | 201,859,254 | 201,168,591 | 201,060,858 |

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



#### UNDER CONSTRUCTION



| TOP SALE TRANSACTIONS BY SF                    | SIZE      | SALE PRICE                   | BUYER / SELLER                                  | BUILDING CLASS |
|--|-----------|------------------------------|---|----------------|
| 19060 S. Dominguez Hills Drive<br>Compton, CA  | 42,324 SF | \$14,650,000<br>\$346.14 PSF | Osang LLC<br>Aqua Investments Group LLC         | Class C        |
| 14011-14083 S. Normandie Avenue<br>Gardena, CA | 37,072 SF | \$10,695,000<br>\$288.49 PSF | Classic Components Corporation<br>Bruce Massman | Class C        |
| 314-320 Lakme Avenue<br>Wilmington, CA         | 17,997 SF | \$4,650,000<br>\$258.38 PSF  | Undisclosed<br>Sea Wolf Group Corporation       | Class C        |

| TOP LEASE TRANSACTIONS BY SF                    | SIZE      | LANDLORD               | TENANT          | TENANT INDUSTRY |
|---|-----------|------------------------|-----------------|-----------------|
| 4401 E. Donald Douglas Drive<br>Long Beach, CA  | 53,371 SF | Million Air N, Inc.    | NuSpace         | Manufacturing   |
| 20930-20940 S. Alameda Street<br>Long Beach, CA | 46,432 SF | Wall Investments       | Undisclosed     | Undisclosed     |
| 3880 McGowen Street<br>Long Beach, CA           | 43,782 SF | Vogel Properties, Inc. | NovaWurks, Inc. | Aerospace       |

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