



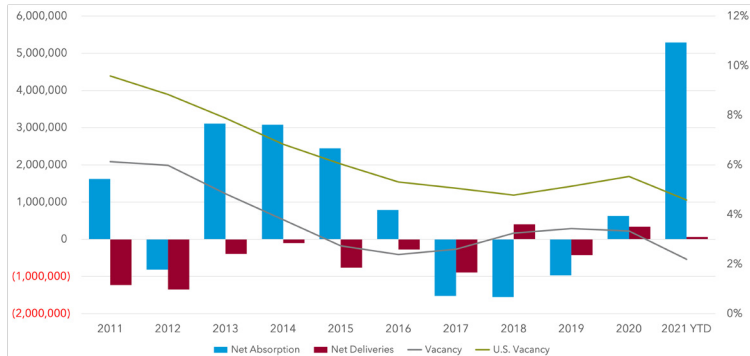
INDUSTRIAL MARKET OVERVIEW

JACK HALEY, *Principal*

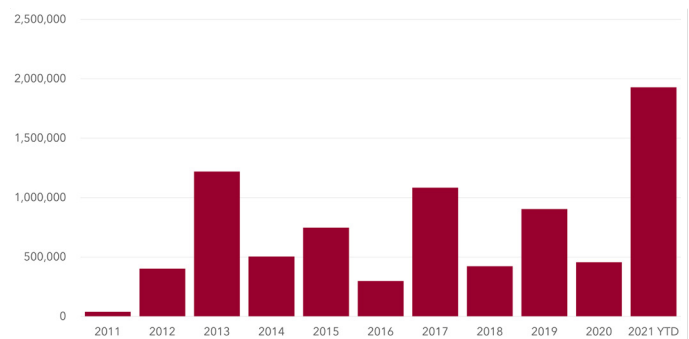
During Q3, industrial users leased 1.8 M SF of space in Q3. It was the most three-month net absorption in 17 years. The strong tenant expansion also drove down the vacancy rate to an all-time low. The intensified demand reflects national trends. Businesses are reacting to pandemic-fueled e-Commerce growth along with disruptions at several points in the global supply chain, affecting everything from raw materials to finished goods. Locally, a growing armada of as many as 90 cargo ships has been anchored offshore with each awaiting a berth at the port of Los Angeles or Long Beach. The government has ignored the growing supply chain problems to date. Hopefully therecent push to have the Port of LA operate 24/7 will save the holidays.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	1,811,636	1,055,734	482,333	627,332	363,767
▼ Vacancy Rate	2.3%	2.9%	3.2%	3.3%	3.6%
▲ Avg NNN Asking Rate PSF	\$1.25	\$1.21	\$1.16	\$1.14	\$1.12
▲ SF Under Construction	1,927,952	391,897	547,284	456,420	513,576
▼ Inventory SF	301,799,503	301,862,816	301,948,931	301,674,138	301,817,694

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5757 Plaza Drive Cypress, CA	331,376 SF	\$83,587,854 \$252.24 PSF	GLC Cypress LLC G&I IX Cypress Campus LP	Class B
2701 S. Harbor Blvd. Santa Ana, CA	305,750 SF	Undisclosed	CenterPoint Properties Cancilla Properties II, LLC	Class B
2040-2050 S. State College Blvd. Anaheim, CA	106,000 SF	\$21,131,672 \$199.36 PSF	PSIF EBS State College LLC PDC Anaheim Properties LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
500 W Warner Avenue Santa Ana, CA	246,622 SF	LBA Realty	Cloud Mountain	Business Services, NEC
3030 S. Susan Street Santa Ana, CA	108,858 SF	Alere Property Group	Overair	Electric Aircraft
3172 Nasa Street Brea, CA	104,915 SF	Checker Properties	Lund Motion Products	Vehicle Parts

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