



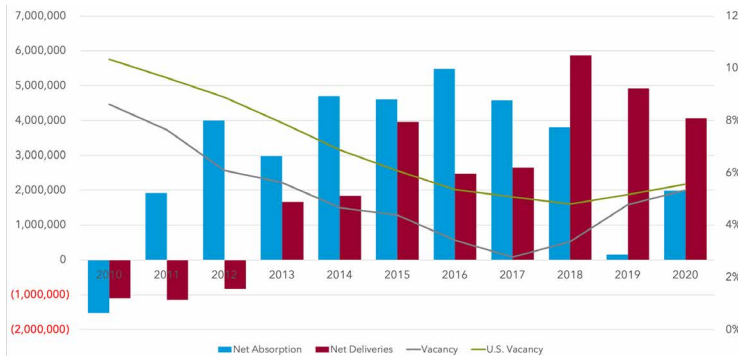
### INDUSTRIAL MARKET OVERVIEW

VANESSA HERZOG, *Principal*

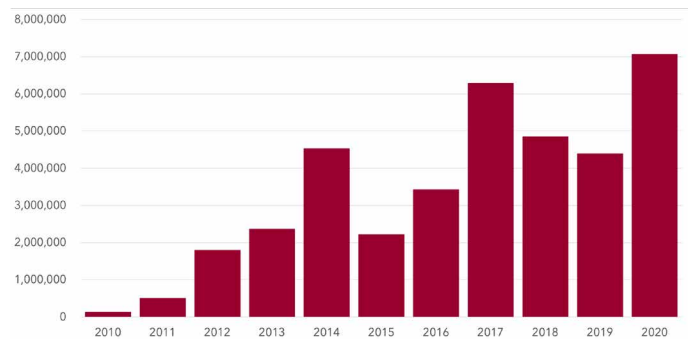
Industrial growth continued through 2020 as users, developers and investors are chasing properties in an extremely competitive market and driving prices up for quality product and well-located land for new development. Distribution tenant demand has grown and is pushing developers further from the core market of Seattle/Bellevue to find larger sites, leaving locations less than 5 acres behind unless situated near the inner core of industrial neighborhoods. Amazon, the area's largest industrial user, is actively seeking sites in various configurations. Additionally, WalMart, Winco, Aldi, Nordstrom and FedEx, are seeking to expand. Cold storage is also in high demand as indoor grow operations are emerging in the market. Overall, very strong Landlord/Seller market.

MARKET INDICATORS	Q4 2020	Q3 2020	Q2 2020	Q1 2020	Q4 2019
▲ Net Absorption	1,989,019 SF	627,803 SF	1,267,407 SF	2,583,258 SF	151,239 SF
▼ Vacancy Rate	5.3%	5.5%	4.6%	4.6%	4.8%
▲ Avg NNN Asking Rate	\$11.16 PSF	\$11.08 PSF	\$11.09 PSF	\$11.07 PSF	\$10.92 PSF
▲ Under Construction	7,075,450 SF	6,060,280 SF	7,896,973 SF	4,308,706 SF	4,324,179 SF
▲ Inventory	332,783,211 SF	331,884,329 SF	329,555,846 SF	329,139,340 SF	328,663,156 SF

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
19200 120th Ave NE Bothell, WA	354,660 SF	\$51,000,000.00 \$143.80 PSF	AvalonBay Communities, Inc. The Seattle Times Company	Class B
3451 84th Street S Lakewood, WA	245,987 SF	\$39,500,000.00 \$160.58 PSF	LBA Realty AIG Global Asset Mgmt Hldgs Corp	Class A
2500 W Jameson Street Seattle, WA	208,562 SF	\$20,435,212.00 \$97.98 PSF	ScanlanKemberBard Companies Northwestern Industries, Inc.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3230 International Place Dupont, WA	628,640 SF	Panattoni Development Company	Amazon	Distribution
3401 Lincoln Avenue Tacoma, WA	168,150 SF	Port of Tacoma	Article	Manufacturing
7816 Hawks Prairie Road NE Lacey, WA	580,520 SF	NorthPoint Industrial	SnoJoe	Distribution

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