



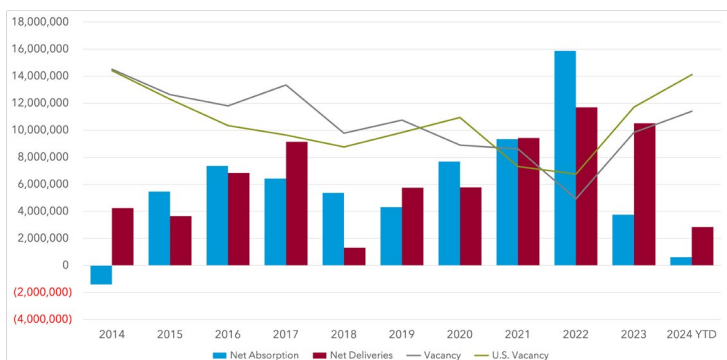
INDUSTRIAL MARKET OVERVIEW

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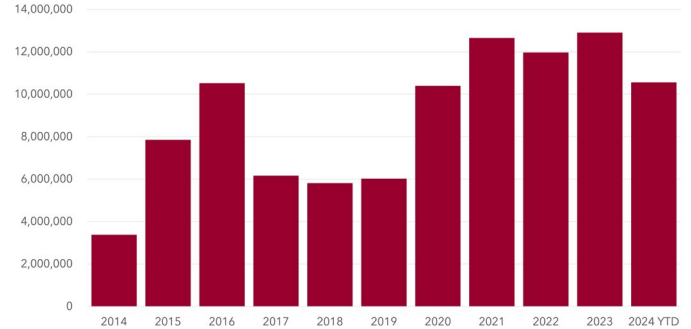
The industrial vacancy rates in Kansas City, much like the rest of the country, have continued to increase QoQ, reaching 5.9%. This rise is primarily attributed to the delivery of 2.1 million SF of speculative construction this quarter and a decrease in demand for larger spaces (500,000 SF or more). Despite this, overall demand remains strong, particularly in the 25,000 to 150,000 SF range, driving up rental rates by \$0.08/SF QoQ (from \$7.17/SF NNN to \$7.25/SF NNN). Owners of Class B/C industrial properties are benefiting from these rental increases because most speculative developers have refrained from dividing their new deliveries, therefore, maintaining scarcity in certain size ranges.

MARKET INDICATORS	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023
▲ 12 Mo. Net Absorption SF	2,970,316	2,624,530	3,744,637	11,734,340	12,640,327
▲ Vacancy Rate	5.9%	5.7%	5.0%	4.2%	3.8%
▲ Avg NNN Asking Rate PSF	\$7.25	\$7.17	\$7.08	\$6.97	\$6.86
▼ SF Under Construction	9,416,080	11,416,080	12,909,077	14,379,107	16,189,567
▲ Inventory SF	364,301,537	363,530,704	361,748,115	358,755,179	355,569,777

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2515 Semco Drive Belton, MO	22,042 SF	\$5,600,000 \$254.06 PSF	Bluegrass Brothers Semco Stone	IOS
7848 Barton Street Lenexa, KS	19,780 SF	\$2,400,000 \$121.33 PSF	Mass Medical Storage Hogdon Power Company	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1500 W. Geospace Drive Independence, MO	342,245 SF	Space Center	USCIS	Government
8700 Elmwood Avenue Kansas City, MO	170,225 SF	Northpoint	Keystone Technologies	Manufacturing
159th & John Glenn Parkway New Century, KS	132,503 SF	VanTrust	Olathe Millwork	Distribution

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