



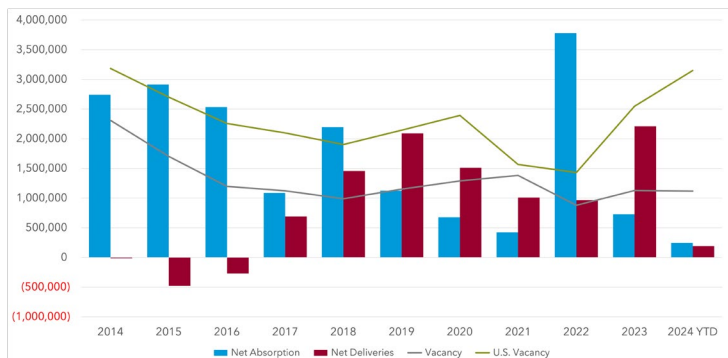
### INDUSTRIAL MARKET OVERVIEW

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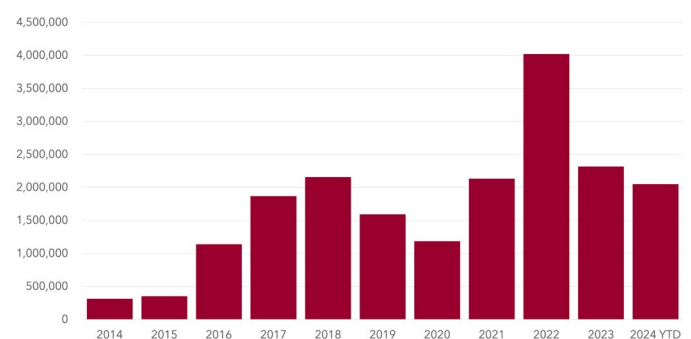
Cleveland's industrial vacancy remains balanced as 2024 ends, at 3.4%, compared to the national 6.6%. Limited deliveries since the pandemic keep space tight, with availability at 4.8% versus 9.0% nationally. Leasing activity has slowed, but tight vacancy allows landlords to push rents up 6.1% year-over-year, above the 10-year average. Construction is also limited, with elevated interest rates slowing starts, resulting in 2.1 million SF underway. Rent growth may average 3.8% annually, higher than pre-pandemic levels. Despite lower leasing, Cleveland's industrial market should remain stable in the near term.

MARKET INDICATORS	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
▲ 12 Mo. Net Absorption SF	427,563	(237,089)	618,047	728,555	1,825,207
▲ Vacancy Rate	3.39%	3.32%	3.48%	3.40%	3.26%
▲ Avg NNN Asking Rate PSF	\$6.65	\$6.52	\$6.41	\$6.35	\$6.27
▲ Sale Price PSF	\$49.69	\$48.74	\$48.04	\$48.19	\$47.68
▼ Cap Rate	10.44%	10.50%	10.47%	10.32%	10.20%
▼ Under Construction SF	2,050,054	2,197,894	2,269,894	2,456,657	3,182,769
▲ Inventory SF	356,786,837	356,109,749	356,037,749	355,882,972	355,169,460

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7005 Cochran Road Glenwillow, OH	458,000 SF	\$28,600,000 \$62.45 PSF	Polestar Technologies, Inc. LXP Industrial Trust	Class A
901 Cleveland Street Elyria, OH	456,659 SF	\$6,100,000 \$13.36 PSF	Premier Development Partners Bendix	Class C
7920 Mapleway Drive Olmsted Falls, OH	150,226 SF	\$4,700,000 \$31.29 PSF	Premier Development Partners Blue Ridge Paper Products, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7800 Cochran Road Solon, OH	200,928 SF	EQT Exeter	Southern Glazers Wine And Spirits	Distribution
12850 Darice Parkway Strongsville, OH	120,000 SF	Realty Income Corporation	Undisclosed	Distribution
23550 Commerce Road Beachwood, OH	115,308 SF	ICP LLC	Millennium Control Systems LLC	Manufacturing

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