



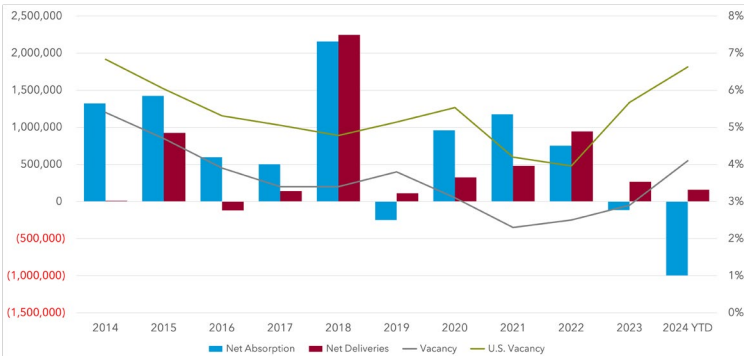
INDUSTRIAL MARKET OVERVIEW

CHAD BROCK, *Managing Principal*

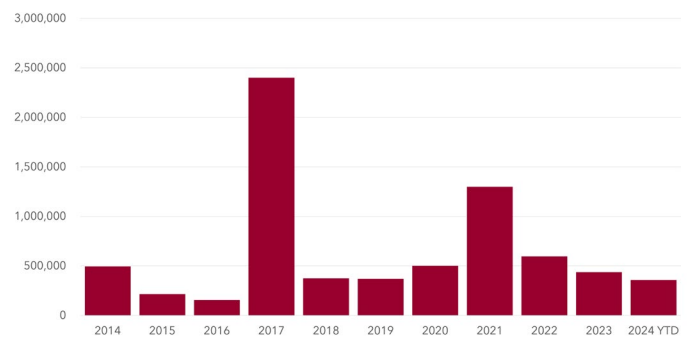
Fresno's industrial vacancy rate remains low at 4.2%, despite a recent uptick. As of Q3 2024, only ten spaces larger than 50,000 SF were available. Net absorption dropped to negative 1MSF over the past year, as tenants sought alternative markets. Fresno remains supply-constrained, which supports property values despite higher debt costs and limited demand from large national tenants. Transaction volume reached \$123 million across 84 deals in the last 12 months, below the five-year average of \$170 million. The average sale price is \$84 per SF, with expectations for growth. The market cap rate stands at 7.8% in Q3 2024, projected to decline by late 2025.

MARKET INDICATORS	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
▼ 12 Mo. Net Absorption SF	(996,000)	(738,000)	(36,790)	(115,998)	136,744
▲ Vacancy Rate	4.1%	3.7%	2.8%	2.9%	2.7%
▼ Avg NNN Asking Rate PSF	\$8.60	\$8.83	\$8.82	\$8.80	\$8.73
▼ Sale Price PSF	\$84.00	\$85.00	\$85.00	\$85.00	\$86.00
▲ Cap Rate	7.76%	7.67%	7.60%	7.48%	7.31%
▼ Under Construction SF	357,000	463,504	417,000	437,000	486,000
▼ Inventory SF	87,212,044	87,544,515	87,500,000	87,500,000	87,400,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3115 S. Fig Avenue Fresno, CA	259,852 SF	\$4,005,000 \$15.41 PSF	Central Valley Meat Co, Inc. Cargill Meat Solutions Corp.	Class C
2812-2816 S. Cherry Avenue Fresno, CA	56,300 SF	\$3,150,000 \$55.95 PSF	Robert G. & Juanita C. Purcell Edith LaRae Brown	Class C
3428 S. Willow Avenue Fresno, CA	52,500 SF	\$2,530,000 \$48.28 PSF	ICL Performance Products LP Custom Ag Formulators, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3131 S. Willow Avenue Fresno, CA	23,442 SF	Diversified Development Group	1st Choice Relivery	Services
6120 S. Lincoln Court Fowler, CA	20,000 SF	Farley J. Michael Life Est	Nations Roofing	Construction
4545 N. Marty Avenue Fresno, CA	12,000 SF	Kevin DiCeglie	NexTech	Construction

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