

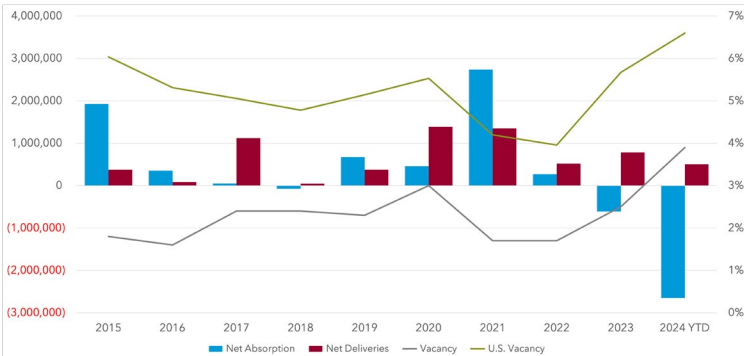
INDUSTRIAL MARKET OVERVIEW

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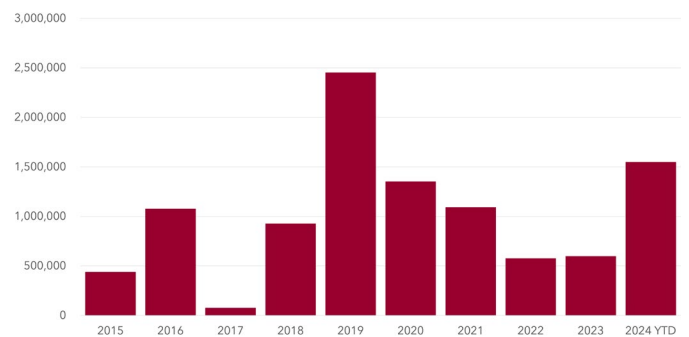
The LA North industrial market has experienced a cooling off in Q3 2024, with net absorption recording a negative 2.7 million SF over the past year, continuing a trend of softer demand seen in recent quarters. Vacancy rates rose to 3.9%, up from 3.6% in Q2, but remain well below national averages, reflecting the region's tight market. Asking rents saw a dip to \$1.53 PSF, after peaking at \$1.68 in Q1. Sales prices also adjusted to \$277 PSF, down from the highs of early 2024, while cap rates edged up to 5.25%, reflecting cautious optimism among investors. With nearly 1.55 million SF under construction, new supply is on the horizon. Despite these shifts, LA North remains a crucial industrial hub, with long-term fundamentals continuing to attract interest from both tenants and investors.

MARKET INDICATORS	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
▼ 12 Mo. Net Absorption SF	(2,749,211)	(1,103,006)	(963,481)	(609,611)	(309,605)
▲ Vacancy Rate	3.9%	3.6%	2.9%	2.5%	2.5%
▲ Avg NNN Asking Rate PSF	\$1.53	\$1.64	\$1.68	\$1.67	\$1.65
▲ Sale Price PSF	\$277.00	\$283.00	\$330.00	\$269.00	\$283.00
▲ Cap Rate	5.25%	5.16%	5.07%	4.97%	4.86%
▲ Under Construction SF	1,549,378	1,755,757	707,451	342,347	598,747
▲ Inventory SF	141,131,275	140,924,896	140,636,667	140,626,667	140,358,388

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9401 De Soto Avenue Chatsworth, CA	150,831 SF	\$41,500,000 \$275.14 PSF	Center Capital Partners LLC NBP Capital	Class A
21335-21339 Nordhoff Street Chatsworth, CA	70,172 SF	\$12,500,000 \$178.13 PSF	Staley Point Capital Northwest Industrial Center LLC	Class B
444 W. Avenue H-6 Lancaster, CA	47,327 SF	\$7,000,000 \$147.91 PSF	Wheeler Farms, Inc. Upfit Investments LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7855 Hayvenhurst Avenue Van Nuys, CA	175,660 SF	Prologis	Undisclosed	Undisclosed
21050 Lassen Street Chatsworth, CA	64,500 SF	Lainer Development Co.	Golden Bolt	Fulfillment of Wellness Products
26235-26245 Technology Drive Valencia, CA	61,856 SF	DE Tech Holdings LLC	Undisclosed	Undisclosed

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