



INDUSTRIAL MARKET OVERVIEW

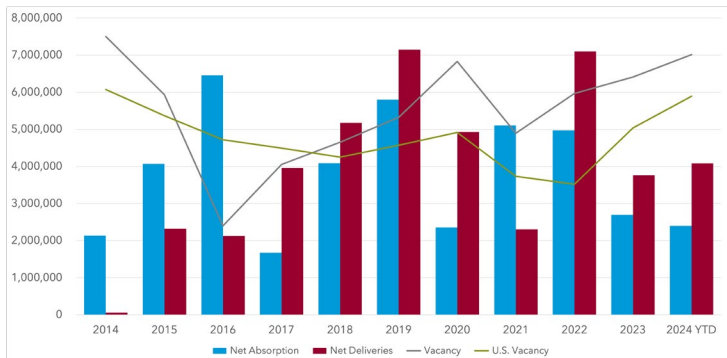
JIM MARTIN, SIOR, *Senior Vice President*

Q3 2024 saw leasing activity/transactions appear to slow significantly while also feeling the effects of more 2nd/3rd generation spaces come online for lease, all of which contributed to the relatively flat quarter as far as absorption is concerned. Transportation/truck yard facilities continue to struggle to find tenants with numerous such facilities available, ranging from 2 to 10 acres across the market. Owner/user buying activity remained relatively constant and the 50bps Federal Reserve interest rate cut seems to have helped keep that momentum going, however there were more small/medium sale offerings brought to market than has been seen in several quarters which, for the first time in awhile, has given buyers more options to consider.

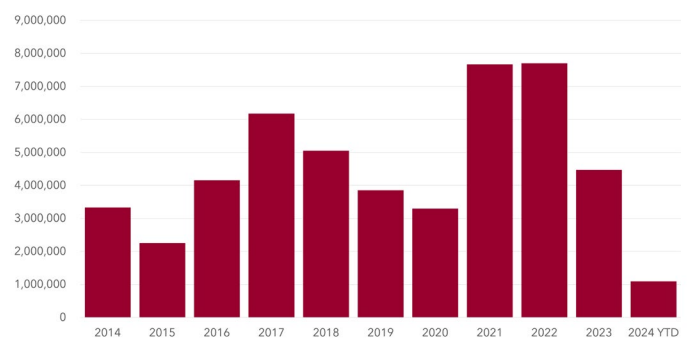
**Please contact Lee & Associates Stockton for Sale Price and Cap Rate Information*

MARKET INDICATORS	Q3 2024	Q2 2024	Q1 2024	Q4 2023	Q3 2023
▼ Qtrly Net Absorption SF	191,360	477,360	1,865,480	1,368,212	637,560
▲ Vacancy Rate	7.9%	7.1%	7.1%	6.9%	4.2%
◀▶ Avg NNN Asking Rate PSF	\$8.76	\$8.76	\$8.76	\$8.76	\$8.76
◀▶ Sale Price PSF	*	*	*	*	*
◀▶ Cap Rate	*	*	*	*	*
▼ Under Construction SF	2,120,950	3,766,490	4,129,287	5,994,767	8,278,460
▲ Inventory SF	153,997,569	152,352,029	151,989,232	150,123,752	147,840,059

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
600 D Street Turlock, CA	98,770 SF	\$4,100,000 \$42.00 PSF	Shiyun Liang Darron Silva	Class B
1055 Reno Avenue Modesto, CA	50,800 SF	\$3,400,000 \$67.00 PSF	Candle RAM LLC RMG LLC	Class C
4554 Qantas Lane Stockton, CA	47,040 SF	\$4,800,000 \$102.00 PSF	Lawley's Beckley	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5731 Promontory Parkway Tracy, CA	922,894 SF	Prologis	Zinus, Inc.	Warehouse/ Distribution
3400 Yosemite Avenue, #4 Lathrop, CA	183,565 SF	Phelan	NewAcme	3PL
2000 Chabot Court, #200 Tracy, CA	133,878 SF	Prologis	Big D Floor Covering	Warehouse/ Distribution

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