



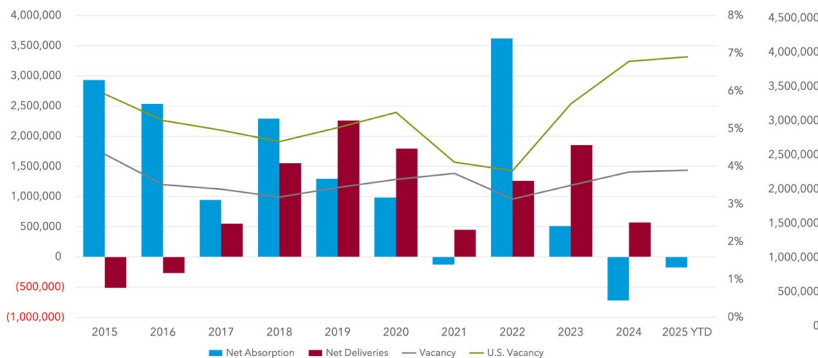
INDUSTRIAL MARKET OVERVIEW

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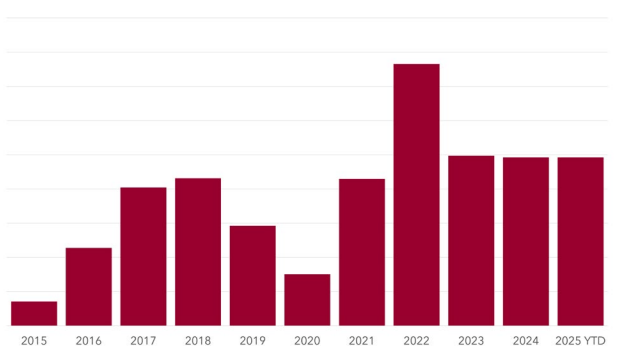
Cleveland's industrial market remains resilient, with vacancy rates near historic lows at 3.9%, significantly outperforming the national average of 6.9%. Limited new deliveries since the pandemic have kept supply tight, with the availability rate at 5.1%, well below the national benchmark of 9.2%. High interest rates have slowed construction starts, with just 2.5 million SF underway, representing 0.7% of inventory—far less than the national average of 1.7%. Despite these challenges, landlords are benefiting from constrained supply, pushing year-over-year rent growth to 4.7% as of 2024. With minimal space added to inventory and steady demand, Cleveland's industrial market is expected to remain robust heading into 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(722,837)	668,582	(195,748)	648,275	509,706
▲ Vacancy Rate	3.85%	3.52%	3.44%	3.60%	3.49%
▲ Avg NNN Asking Rate PSF	\$6.64	\$6.59	\$6.49	\$6.40	\$6.33
▲ Sale Price PSF	\$49.66	\$48.99	\$48.23	\$47.91	\$48.17
▼ Cap Rate	10.57%	10.59%	10.60%	10.49%	10.30%
▲ Under Construction SF	2,461,014	2,163,414	1,903,016	1,983,472	2,486,793
▲ Inventory SF	356,760,151	356,785,751	356,798,059	356,710,043	356,191,266

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
21705 Royalton Road Strongsville, OH	310,080 SF	\$31,400,000 \$101.26 PSF	Sealy & Company Scannell	Class A
21160 Drake Road Strongsville, OH	214,803 SF	\$12,600,000 \$58.66 PSF	Lightstone Group ICP LLC	Class B
6680 Beta Drive Mayfield Village, OH	75,389 SF	\$5,300,000 \$70.30 PSF	J. Richards & S, Siddhartha, Trustees Nancy A. Panzica Trust	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4676 Erie Avenue, SW Navarre, OH	378,613 SF	Briar Meads Capital	A.R.E Accessories	Distribution
4930 Scarlet Lane Stow, OH	213,687 SF	Ray Fogg Corporate Properties LLC	Confidential (Refrigerator Sales Company)	Distribution
28625 Fountain Parkway Solon, OH	142,038 SF	Robert Immerman	Candor Logistics	Transportation and Warehousing

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