



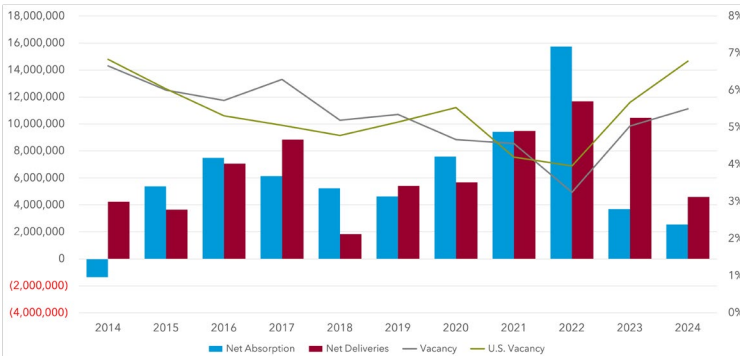
INDUSTRIAL MARKET OVERVIEW

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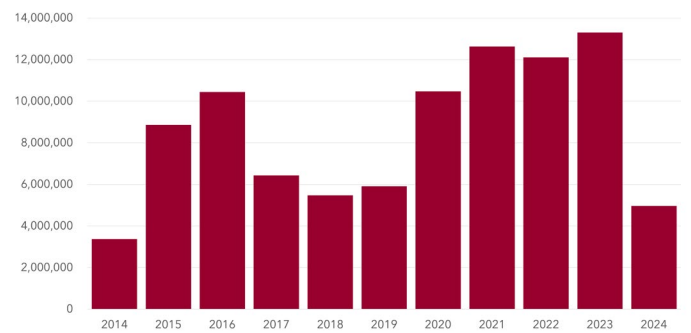
Kansas City experienced significant rate growth in 2024, with NNN asking rates rising 36 basis points to \$6.06/SF. Q4 vacancy rates decreased to 5.4%, although overall 2024 vacancy rose 120 basis points year-over-year, from 4.2% to 5.4%. Net deliveries totaled 4.6M SF as industrial demand slowed nationwide. A reduction in new construction starts helped prevent overbuilding, keeping vacancy rates 128 basis points below the national average. Major developers headquartered in Kansas City, including NorthPoint, Hunt Midwest, VanTrust, and Flint Development, contributed to market stability. With 4.96M SF under construction, steady development is expected in 2025. Over the past three years, the Kansas City market delivered 25.4M SF of new industrial space.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	2,550,000	2,989,814	2,962,276	1,096,627	3,748,631
▼ Vacancy Rate	5.4%	5.5%	5.7%	5.0%	4.2%
▲ Avg NNN Asking Rent PSF	\$6.06	\$6.02	\$5.95	\$5.84	\$5.75
◀ ▶ Sale Price PSF	\$65	\$65	\$63	\$62	\$62
▼ Cap Rate	9.3%	9.4%	9.3%	9.3%	9.1%
▲ Under Construction	4,961,532	3,760,831	4,460,351	4,928,796	6,032,695
▲ Inventory	320,501,232	320,088,093	319,388,573	317,493,470	316,389,571

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
31301 W. 181st Street Edgerton, KS	632,000 SF	\$223,000,000 \$352.85 PSF	Lineage NorthPoint	Class A
5450 NW 40th Street Riverside, MO	53,253 SF	\$9,225,000 \$58.89 PSF	Local Investor BlueScope Properties	Class A
19919 W. Shawnee Mission Parkway Shawnee, KS	98,424 SF	\$5,511,744 \$56.00 PSF	Undisclosed Koller Enterprises	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
30574-31452 W. 183rd Street Olathe, KS	763,318 SF	NorthPoint Development	Lennox Industries	Manufacturing
1600 Mo 291 Kansas City, MO	400,000 SF	VanTrust	Flora Food Group	Food
27080 W. 159th Street New Century, KS	250,000 SF	Woodmen of the World	Menco Royal	Manufacturing

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