



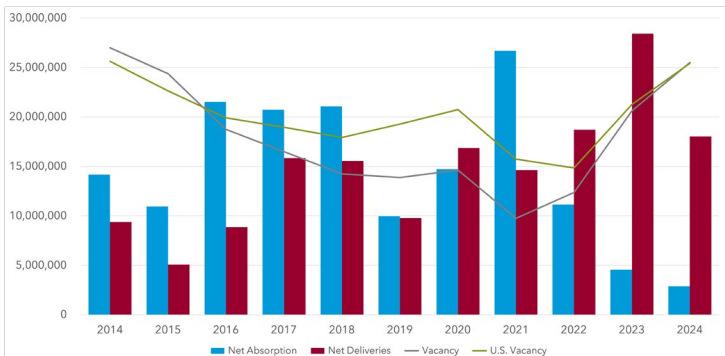
### INDUSTRIAL MARKET OVERVIEW

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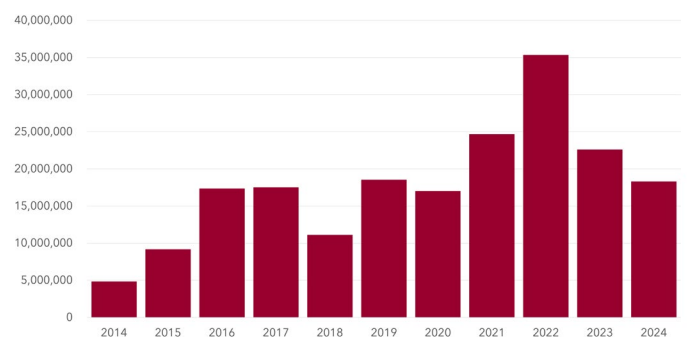
The NJ industrial market continues to normalize as another impending Port strike looms with the current Longshoremen temporary contract expiring January 15th. Rental growth dipped negatively for the third consecutive quarter, losing \$0.11 with rents at \$13.47 PSF NNN. 10.6MM SF was leased in 7 months on average. 18 leases over 100K SF were signed. 6 leases totaling 313K SF or 3% of all inked space were subleases. Available sublet space hit another consecutive new record of 12.5MM SF, more than double the 5-year average. Net absorption finished 2.5MM SF, bringing 2024 YE to 2.9MM SF. Sales volume finished at \$957MM, 73% of the 5-year average and \$3.8B for 2024 YE. Average pricing rose 4% to \$201 PSF while cap rates compressed 340 bps while the Fed made two 25 bp rate cuts. 68.8MM SF is proposed; 10MM SF in Salem, 9MM SF in Mercer and 8.4MM SF in Gloucester Counties.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ Qtrly Net Absorption SF	2,524,809	1,937,305	(1,394,997)	(175,527)	1,698,283
◀▶ Vacancy Rate	6.8%	6.8%	6.4%	5.9%	5.5%
▼ Avg NNN Asking Rate PSF	\$13.47	\$13.58	\$13.61	\$13.65	\$13.45
▲ Sale Price PSF	\$201.31	\$193.57	\$166.89	\$241.23	\$157.04
▼ Cap Rate	6.7%	10.1%	5.9%	6.8%	5.6%
▼ Under Construction SF	18,307,824	19,257,556	21,505,835	21,619,715	22,620,521
▲ Inventory SF	1,068,573,814	1,065,184,670	1,059,154,871	1,054,814,061	1,050,538,622

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
150 Milford Road West Windsor, NJ	608,442 SF	\$99,120,000 \$162.91 PSF	Galvanize Real Estate Dermody Prop./AXA Inv. Mgrs US	Class B
500 Supor Boulevard Harrison, NJ	304,476 SF	\$74,386,397 \$244.31 PSF	Ambient Capital Partners J. Supor Realty Group	Class B
1800 NJ Route 38 Lumberton, NJ	219,123 SF	\$34,300,000 \$156.53 PSF	Dalfen Industrial Pangea Mortgage Capital	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
505 State Route 33 Millstone, NJ	668,679 SF	The Carlyle Group/ Crow	Logistics Plus	Transportation and Warehousing
301 Blair Road Avenel, NJ	565,405 SF	Prologis	Amazon	Online Retailer
113 Interstate Boulevard Monroe, NJ	418,300 SF	Prologis	Undisclosed	Undisclosed

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