



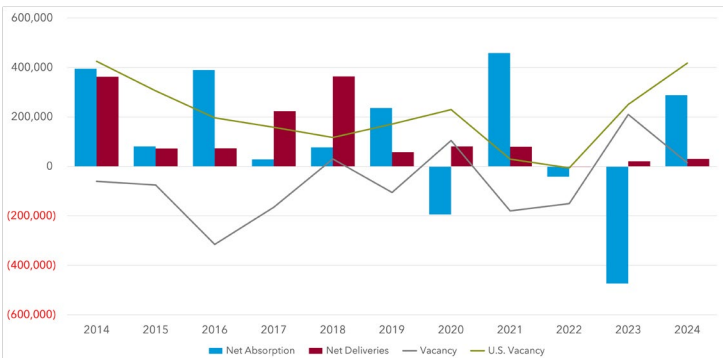
### INDUSTRIAL MARKET OVERVIEW

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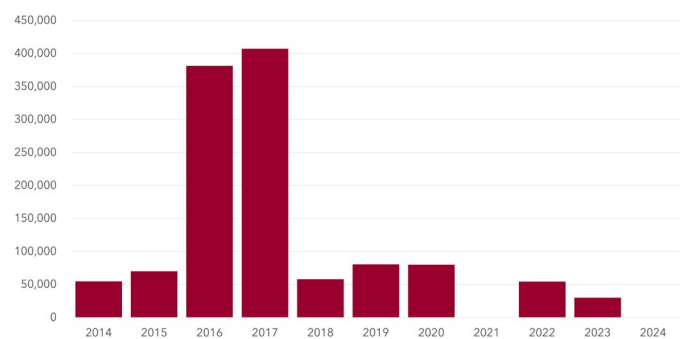
In 2024, the Santa Barbara industrial market has saw vacancy fall to 4.3% in 24Q4, despite the fact leasing activity fell to its lowest level in a decade, only about 25 new leases were signed. Low rent growth was near zero for 2024 and expected to remain flat until 2026. Very little in the pipeline, at 30K SF, comprised of logistics (11.5K SF) and specialized industrial (17K SF). Investment has been steady in 2024 with a mix of institutional and private buyers driving volume with 24Q2 exceeding \$50M. 24Q4 total sales volume was approximately \$46M. YOY total sales volume was approximately \$145M. Across 42 sales in 2024, the average price/SF was \$164 and cap rates were in the 5.5% range.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	288,491	335,853	(303,734)	(510,371)	(473,792)
▲ Vacancy Rate	4.1%	3.92%	5.1%	5.2%	5.4%
▲ Avg NNN Asking Rate PSF	\$17.92	\$17.76	\$17.79	\$17.93	\$17.93
▲ Sale Price PSF	\$213	\$212	\$212	\$218	\$216
▲ Cap Rate	7.00%	6.89%	6.87%	6.73%	6.67%
◀ ▶ Under Construction SF	-	-	-	30,000	30,000
▲ Inventory SF	20,322,695	20,302,646	20,321,701	20,300,000	20,300,000

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1 N. Calle Cesar Chavez Santa Barbara, CA	188,151 SF	\$36,500,000 \$193.99 PSF	SB Velero Properties LLC Jacques Investments LLC	Class C
6381 Rose Lane Carpenteria, CA	8,600 SF	\$2,486,610 \$289.14 PSF	Sharon Kennedy Rincon Real Estate LLC	Class C
210 E. Ortega Street Santa Barbara, CA	4,976 SF	\$2,600,000 \$522.51 PSF	Bink Bink and Bink LLC Jade Capital LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2115 Sinton Road Santa Maria, CA	25,000 SF	Holly Land & Lime LLC	Undisclosed	Undisclosed
201 W. Montecito Street Santa Barbara, CA	12,700 SF	RAF Pacifica Group, Inc.	Undisclosed	Undisclosed
402-436 E. Gutierrez Street Santa Barbara, CA	10,790	Laguna Industrial Partners	Undisclosed	Undisclosed

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