

# SOUTHERN CALIFORNIA INDUSTRIAL SALE TRENDS

*THIRD QUARTER 2018*



**DAUM**  
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## SOUTHERN CALIFORNIA INDUSTRIAL SALE TREND ANALYSIS

### TOTAL SALES TRANSACTIONS

| Market         | 2009         | 2010         | 2011         | 2012         | 2013         | 2014         | 2015         | 2016         | 2017         | 2018-3Q      |
|----------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| LA County      | 523          | 707          | 1,040        | 1,439        | 1,193        | 1,350        | 1,593        | 1,404        | 1,729        | 1,154        |
| Orange County  | 163          | 211          | 279          | 445          | 399          | 351          | 435          | 468          | 499          | 278          |
| Inland Empire  | 293          | 291          | 385          | 560          | 573          | 596          | 680          | 648          | 855          | 577          |
| Ventura County | 59           | 53           | 83           | 92           | 100          | 110          | 111          | 137          | 140          | 93           |
| <b>Totals</b>  | <b>1,038</b> | <b>1,262</b> | <b>1,787</b> | <b>2,536</b> | <b>2,265</b> | <b>2,407</b> | <b>2,819</b> | <b>2,657</b> | <b>3,223</b> | <b>2,102</b> |

### TOTAL TRANSACTION DOLLAR VALUE (MILLIONS)

| Bldg. SF       | 2009             | 2010             | 2011             | 2012             | 2013             | 2014             | 2015             | 2016             | 2017             | 2018-3Q          |
|----------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| LA County      | \$855.3          | \$1,235.9        | \$1,559.9        | \$2,169.9        | \$2,028.7        | \$2,318.1        | \$3,298.6        | \$2,968.9        | \$3,367.8        | \$2,764.0        |
| Orange County  | \$268.7          | \$445.7          | \$623.2          | \$645.3          | \$863.3          | \$990.0          | \$932.7          | \$1,267.7        | \$1,042.5        | \$937.3          |
| Inland Empire  | \$610.1          | \$879.4          | \$1,003.7        | \$908.8          | \$1,291.8        | \$1,491.4        | \$1,571.8        | \$1,379.3        | \$2,093.6        | \$1,727.6        |
| Ventura County | \$41.7           | \$103.4          | \$106.0          | \$191.3          | \$117.5          | \$221.5          | \$152.9          | \$198.4          | \$284.1          | \$153.1          |
| <b>Totals</b>  | <b>\$1,775.8</b> | <b>\$2,664.4</b> | <b>\$3,292.9</b> | <b>\$3,915.3</b> | <b>\$4,301.4</b> | <b>\$5,020.9</b> | <b>\$5,956.0</b> | <b>\$5,814.3</b> | <b>\$6,788.0</b> | <b>\$5,582.0</b> |

### TOTAL SQUARE FEET SOLD

| Bldg. SF       | 2009              | 2010              | 2011              | 2012              | 2013              | 2014              | 2015              | 2016              | 2017              | 2018-3Q           |
|----------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| LA County      | 12,693,610        | 22,070,016        | 21,424,248        | 32,281,191        | 23,489,849        | 23,828,023        | 32,277,688        | 24,086,666        | 29,104,208        | 19,199,800        |
| Orange County  | 3,220,715         | 4,748,362         | 6,875,738         | 9,108,256         | 9,514,003         | 9,677,040         | 8,932,855         | 8,761,043         | 7,979,144         | 5,804,158         |
| Inland Empire  | 12,146,126        | 19,982,237        | 18,270,896        | 18,750,653        | 23,328,570        | 23,020,742        | 21,654,003        | 15,649,591        | 21,562,300        | 17,933,855        |
| Ventura County | 446,275           | 1,217,138         | 1,401,721         | 3,495,113         | 1,669,355         | 3,161,254         | 1,861,266         | 2,708,692         | 3,078,185         | 1,786,705         |
| <b>Totals</b>  | <b>28,506,726</b> | <b>48,017,753</b> | <b>47,972,603</b> | <b>63,635,213</b> | <b>58,001,777</b> | <b>59,687,059</b> | <b>64,725,812</b> | <b>51,205,992</b> | <b>61,723,837</b> | <b>44,724,518</b> |

### AVERAGE PRICE / SF

| Bldg. SF        | 2009           | 2010           | 2011           | 2012           | 2013           | 2014            | 2015            | 2016            | 2017            | 2018-3Q         |
|-----------------|----------------|----------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| LA County       | \$93.28        | \$72.09        | \$97.62        | \$95.75        | \$101.02       | \$114.62        | \$132.61        | \$150.97        | \$160.13        | \$188.00        |
| Orange County   | \$124.94       | \$104.97       | \$102.68       | \$110.16       | \$108.88       | \$129.30        | \$155.05        | \$163.93        | \$178.30        | \$201.14        |
| Inland Empire   | \$54.79        | \$53.34        | \$62.40        | \$66.50        | \$70.95        | \$73.69         | \$91.10         | \$102.20        | \$112.94        | \$118.37        |
| Ventura County  | \$130.65       | \$92.43        | \$101.31       | \$68.67        | \$84.30        | \$93.22         | \$104.92        | \$100.14        | \$110.19        | \$108.34        |
| <b>Averages</b> | <b>\$81.04</b> | <b>\$68.05</b> | <b>\$85.04</b> | <b>\$87.71</b> | <b>\$89.73</b> | <b>\$100.08</b> | <b>\$121.02</b> | <b>\$135.59</b> | <b>\$143.50</b> | <b>\$158.60</b> |

### MEDIAN PRICE / SQUARE FOOT

| Bldg. SF              | 2009            | 2010           | 2011           | 2012           | 2013            | 2014            | 2015            | 2016            | 2017            | 2018-3Q         |
|-----------------------|-----------------|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| LA County             | \$115.70        | \$104.13       | \$107.96       | \$108.04       | \$113.64        | \$127.14        | \$141.92        | \$158.36        | \$178.05        | \$195.00        |
| Orange County         | \$150.00        | \$126.29       | \$125.38       | \$126.00       | \$136.89        | \$144.07        | \$169.00        | \$179.32        | \$204.54        | \$222.51        |
| Inland Empire         | \$86.50         | \$75.29        | \$70.06        | \$72.60        | \$76.39         | \$88.21         | \$100.00        | \$118.01        | \$125.00        | \$142.13        |
| Ventura County        | \$159.57        | \$114.43       | \$104.09       | \$99.77        | \$97.10         | \$113.76        | \$124.70        | \$122.33        | \$135.99        | \$148.00        |
| <b>Median Average</b> | <b>\$107.82</b> | <b>\$94.58</b> | <b>\$95.91</b> | <b>\$99.71</b> | <b>\$102.00</b> | <b>\$114.16</b> | <b>\$131.14</b> | <b>\$147.71</b> | <b>\$160.84</b> | <b>\$175.49</b> |

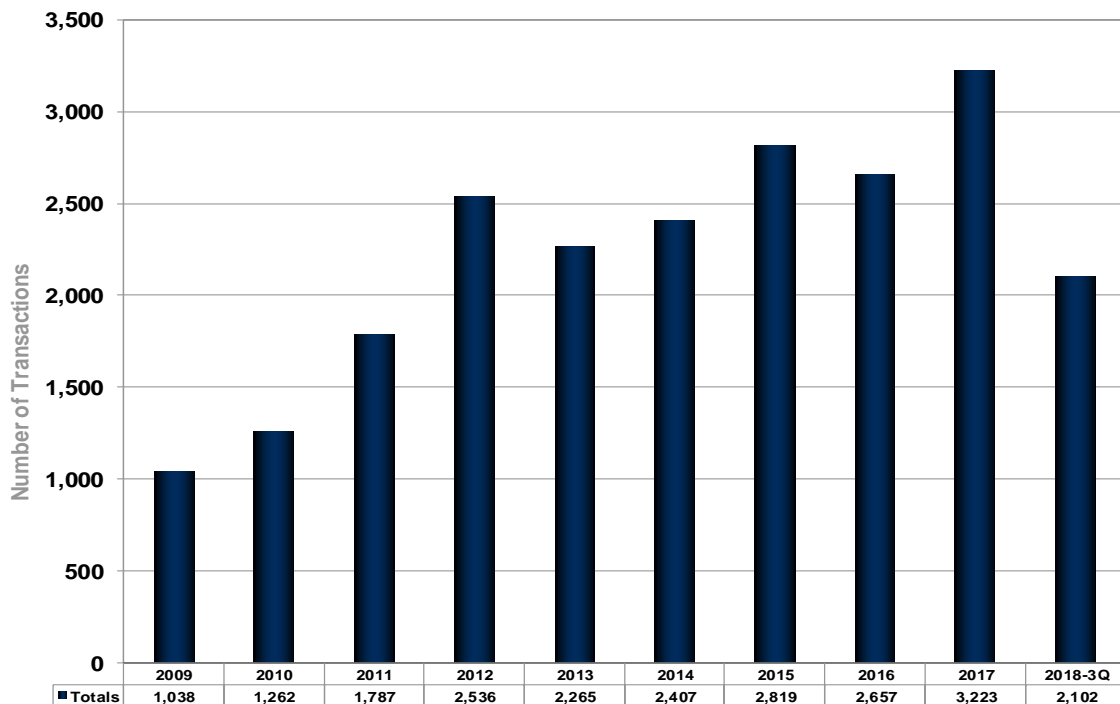
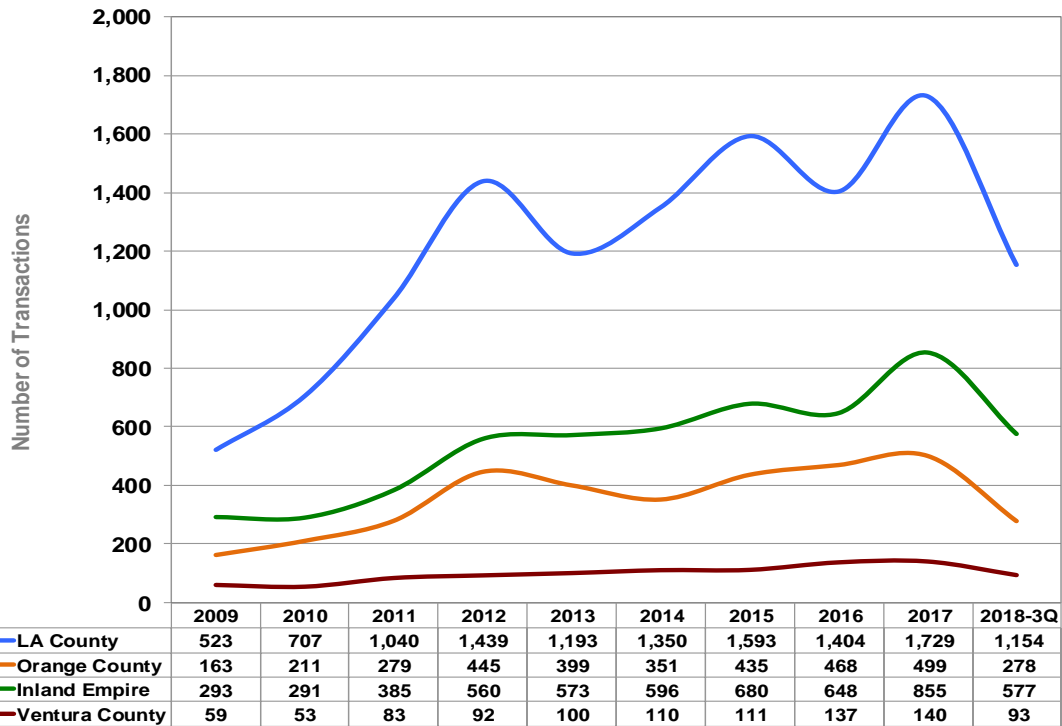
### MEDIAN \$ PSF INCREASE

| Bldg. SF       | 2010          | 2011        | 2012        | 2013        | 2014         | 2015         | 2016         | 2017        | 2018-3Q     |
|----------------|---------------|-------------|-------------|-------------|--------------|--------------|--------------|-------------|-------------|
| LA County      | -10.0%        | 3.7%        | 0.1%        | 5.2%        | 11.9%        | 11.6%        | 11.6%        | 12.4%       | 9.5%        |
| Orange County  | -15.8%        | -0.7%       | 0.5%        | 8.6%        | 5.2%         | 17.3%        | 6.1%         | 14.1%       | 8.8%        |
| Inland Empire  | -13.0%        | -6.9%       | 3.6%        | 5.2%        | 15.5%        | 13.4%        | 18.0%        | 5.9%        | 13.7%       |
| Ventura County | -28.3%        | -9.0%       | -4.2%       | -2.7%       | 17.2%        | 9.6%         | -1.9%        | 11.2%       | 8.8%        |
| <b>Totals</b>  | <b>-12.3%</b> | <b>1.4%</b> | <b>4.0%</b> | <b>2.3%</b> | <b>11.9%</b> | <b>14.9%</b> | <b>12.6%</b> | <b>8.9%</b> | <b>9.1%</b> |



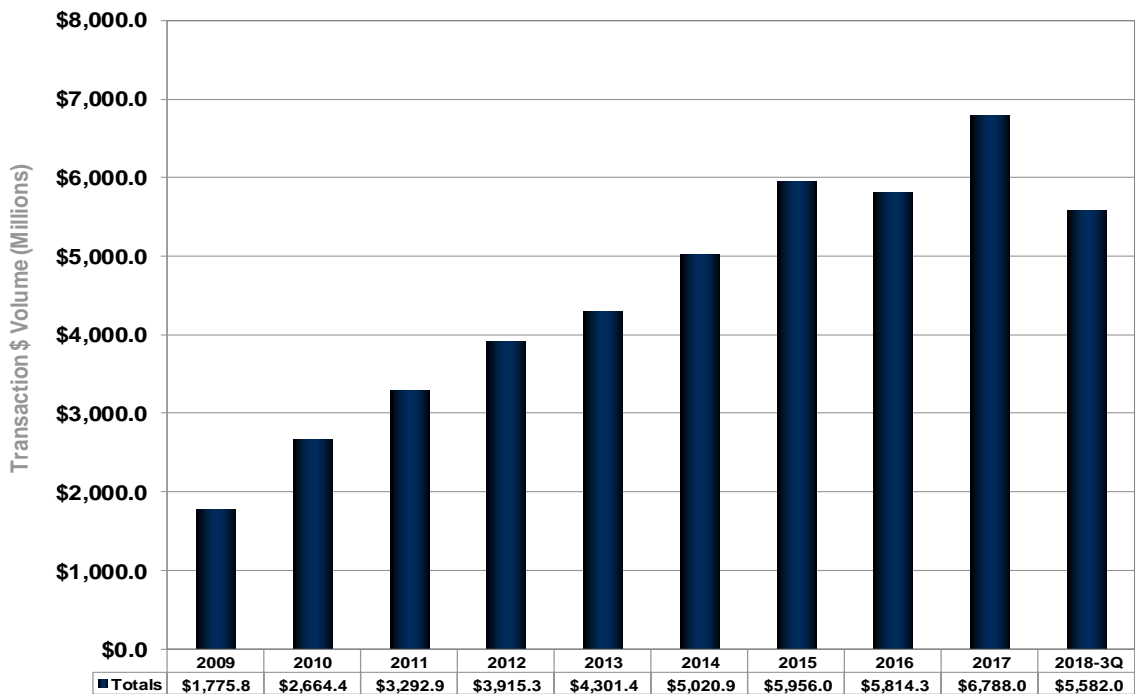
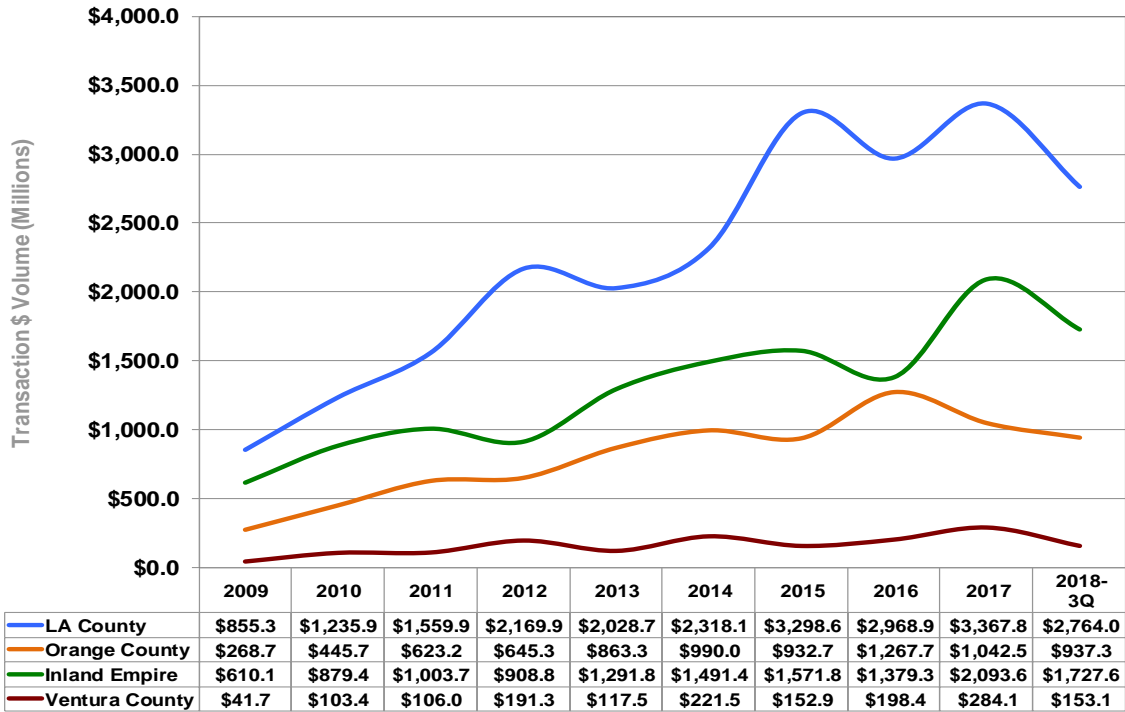


**SOUTHERN CALIFORNIA INDUSTRIAL SALE TRENDS | TOTAL NUMBER OF SALE TRANSACTIONS**



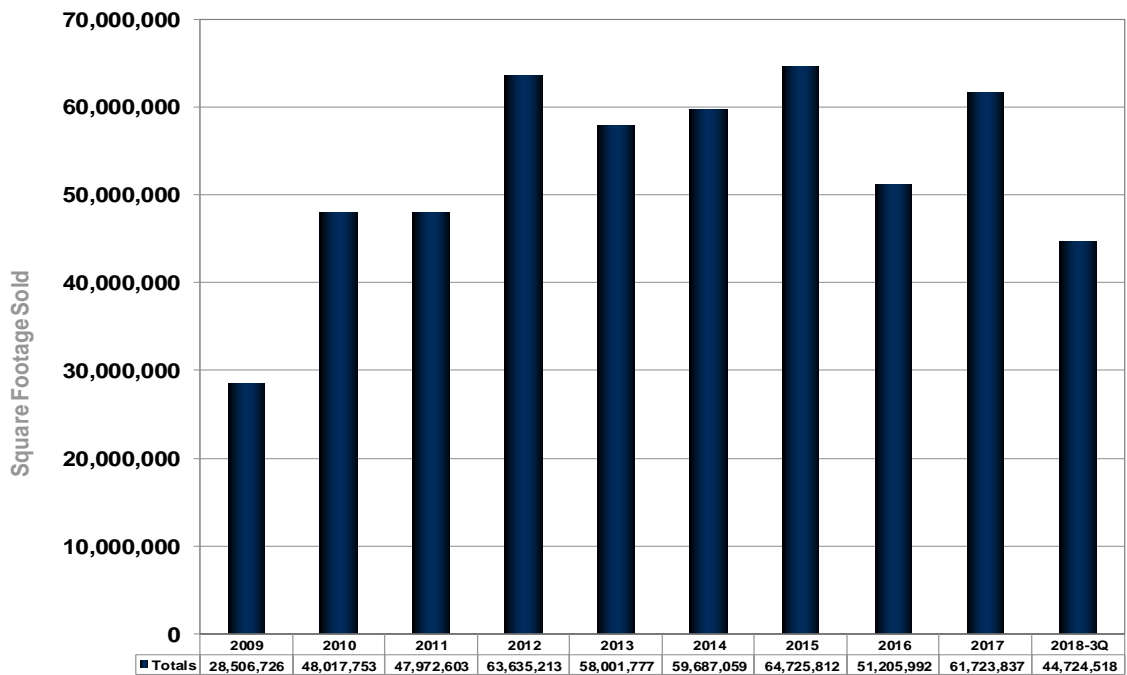
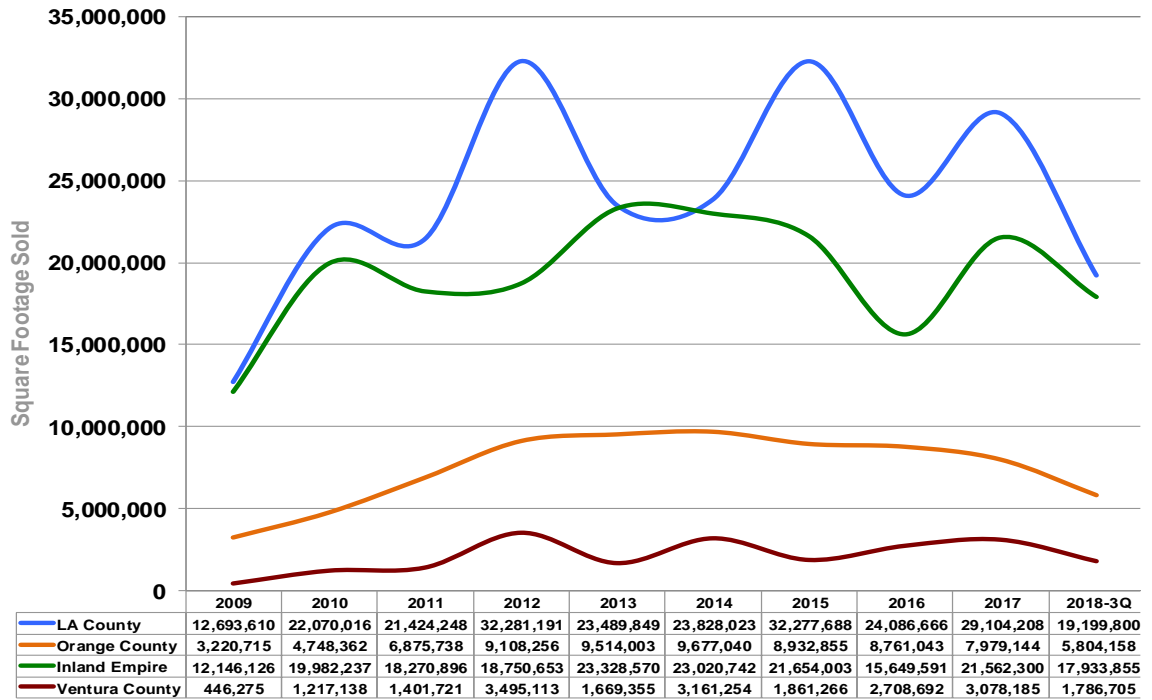


## SOUTHERN CALIFORNIA INDUSTRIAL SALE TRENDS | TOTAL TRANSACTION VOLUME



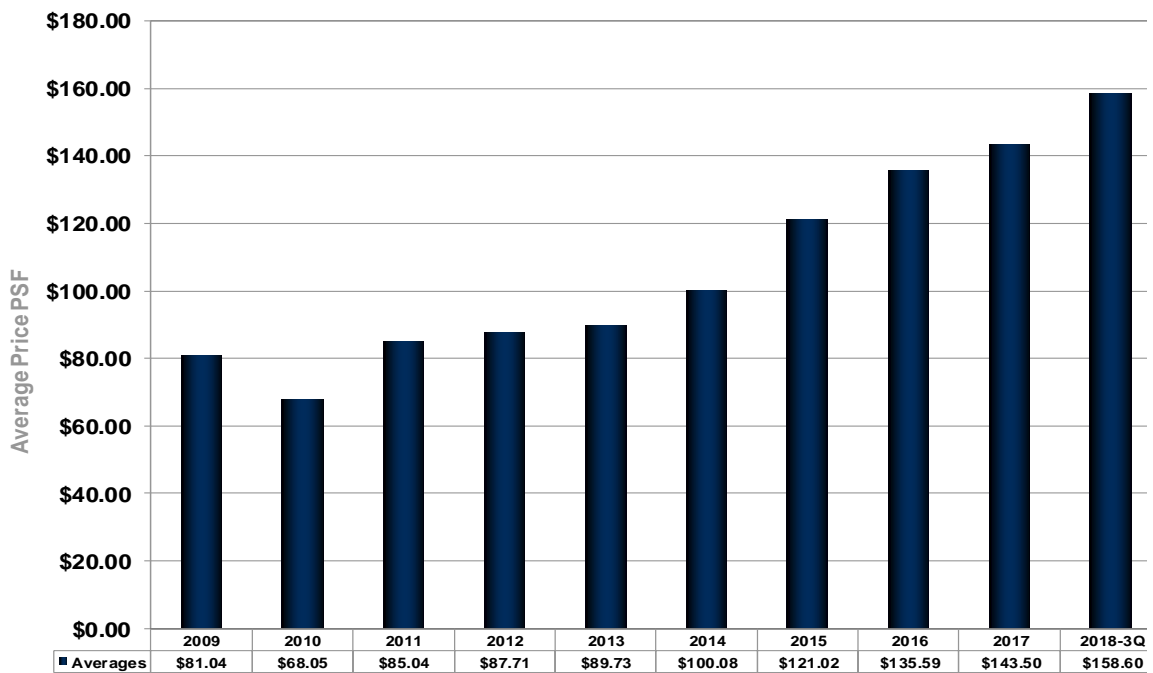
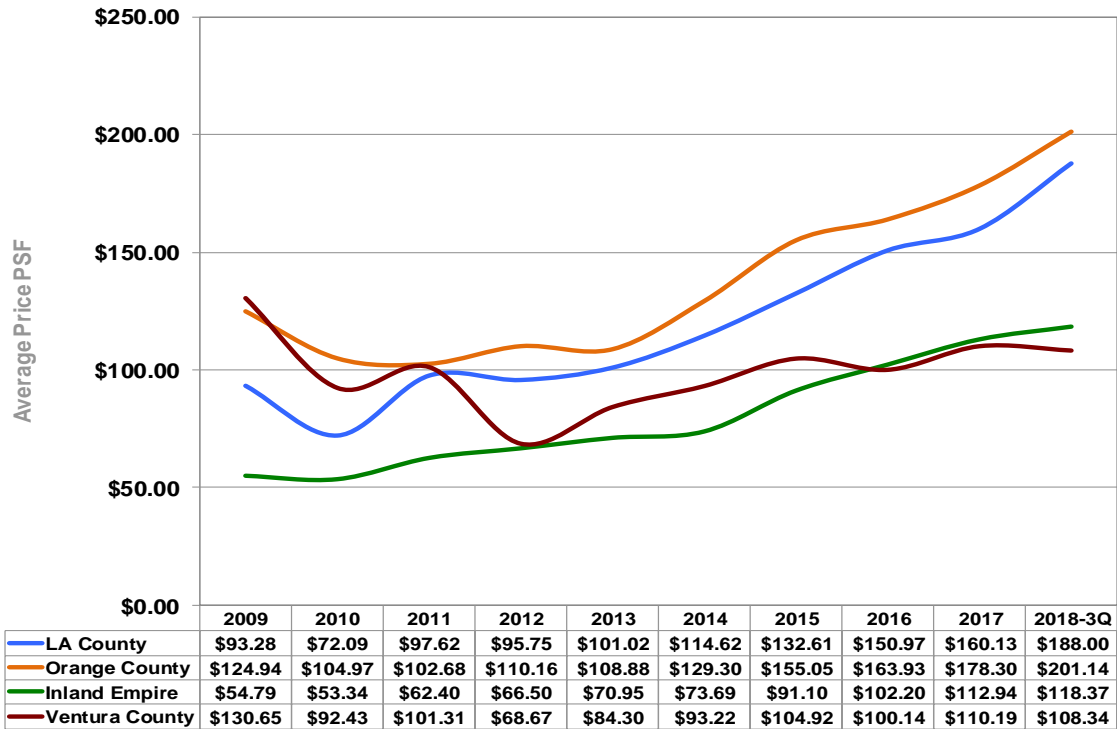


## SOUTHERN CALIFORNIA INDUSTRIAL SALE TRENDS | TOTAL SQUARE FOOTAGE SOLD



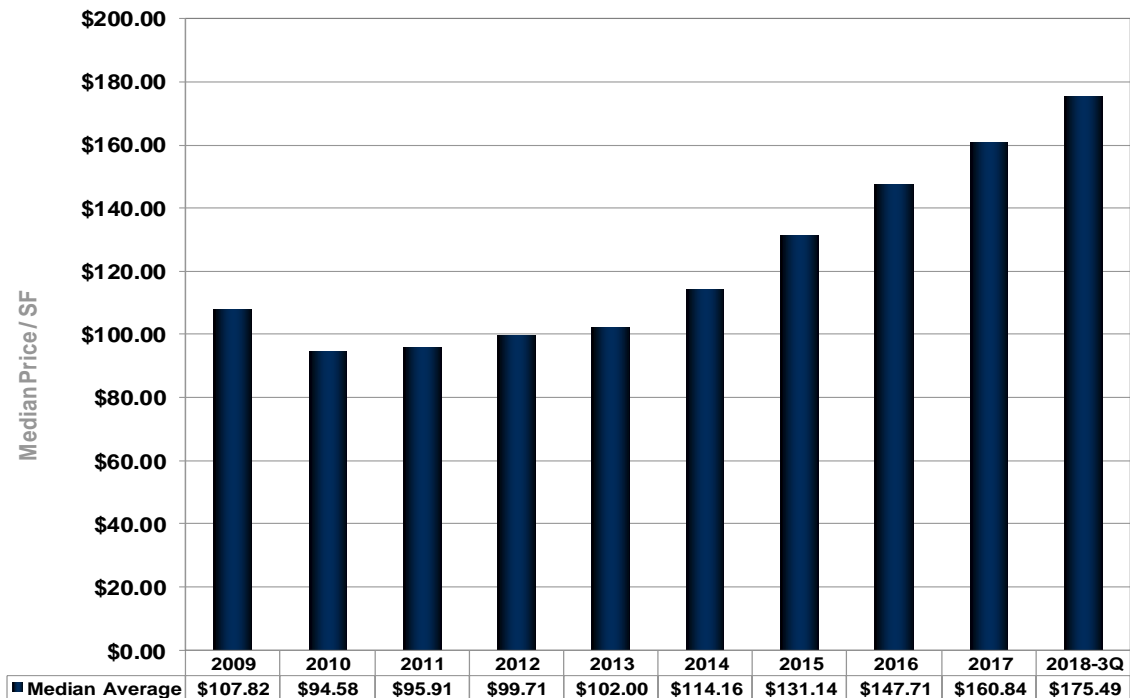
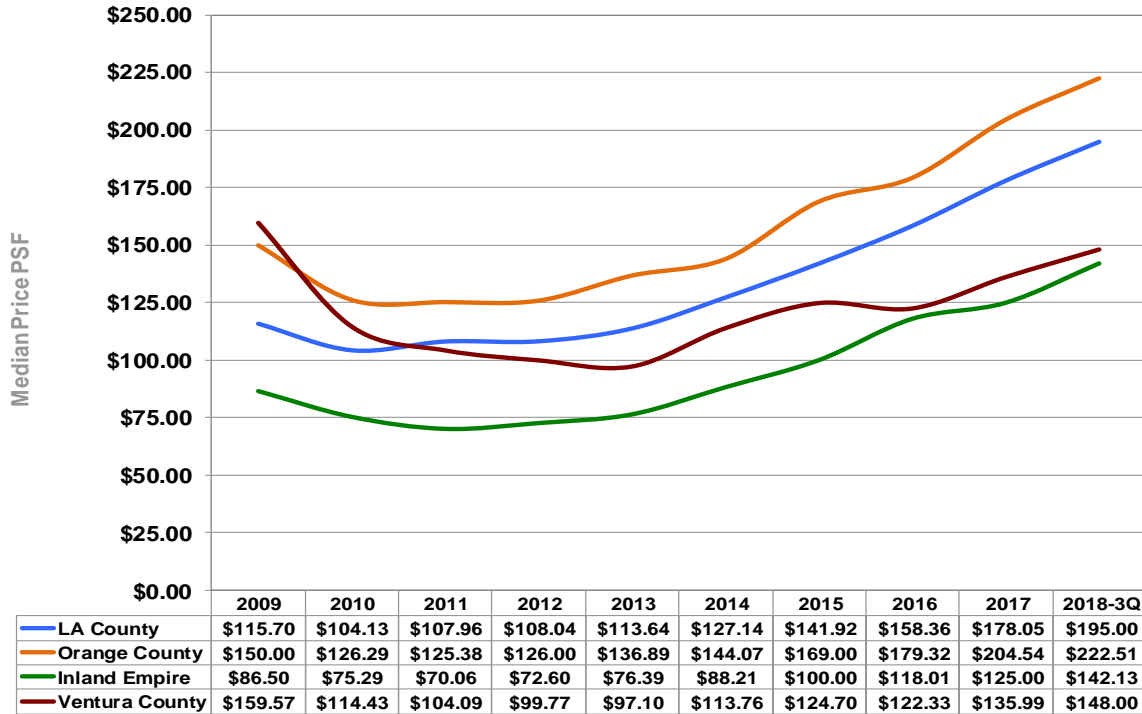


**SOUTHERN CALIFORNIA INDUSTRIAL SALE TRENDS | AVERAGE PRICE PER SQUARE FOOT**





**SOUTHERN CALIFORNIA INDUSTRIAL SALE TRENDS | MEDIAN PRICE PER SQUARE FOOT**





**SOUTHERN CALIFORNIA INDUSTRIAL SALE TRENDS | MEDIAN PRICE PER SQUARE FOOT ANNUAL % CHANGE**

