

Los Angeles

Orange County

Ventura

Inland Empire

Phoenix

Q4 | 2023

Market Report

Los Angeles Industrial

San Gabriel Valley



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MARKET REPORT Q4

Industrial 2023 San Gabriel Valley



MARKET ACTIVITY

KEY TAKE AWAYS

ECONOMIC OUTLOOK

MARKET

- **Vacancy Rate:** Increased by 81 bps to a rate of 4.1%.
- **Asking Rents:** Declined by 1.3% or \$0.02 PSF from Q3 to \$1.55 PSF NNN in Q4.
- **Industrial Supply:** 1.74M SF was delivered in Q4. Construction activity revised to 2.89M SF.
- **Sale:** The median price PSF in Q4 was \$278.18. Sales volume increased 2.5% totaling \$263.7M in Q4. Bringing the total sales volume in 2023 to \$987.7M. A decline of 51.4% compared to 2022.

ECONOMIC OUTLOOK

- **Interest Rates:** At the December meeting, the FOMC decided once again to maintain rates at the current range of 5.25-5.50%. The median forecast of FOMC members currently projects three rate cuts to occur in 2024.
- **Inflation:** Continued to decelerate in Q4, but at a slower pace. CPI remains above the Fed's 2% target rate.
- **Supply Chain:** The cost from China/East Asia to North America West Coast increased 0.5% over Q4, ending at \$1,695 per container. (Freightos). Tensions in the Middle East have caused shipping rates to surge to start the year & will be something to follow throughout 2024.

Direct Vacancy
⬆️ 3.5%

Net Absorption
⬆️ 194,852 SF

Overall Vacancy
⬆️ 4.1%

Gross Absorption
⬆️ 3,051,810 SF

Under Construction
⬆️ 2,892,121 SF

Rental Rates (NNN)
⬆️ \$1.55

Median Sale \$/SF
⬆️ \$278.18

Deal Volume
⬆️ \$263.7M

U.S. Employment
⬆️ 3.7%

U6 Rate
⬆️ 7.1%

Interest Rate
⬆️ 6.6%
(30 year fixed)

Changing GDP
⬆️ 2.0%

Port Traffic Y/Y Δ
⬆️ 14.5%

NYSE Performance
⬆️ 12.4%

Inflation Change
⬆️ 3.1%

10 Yr. - 2 Yr. Spread
⬆️ -35 BPS

EXPERIENCE IN A CHANGING MARKET

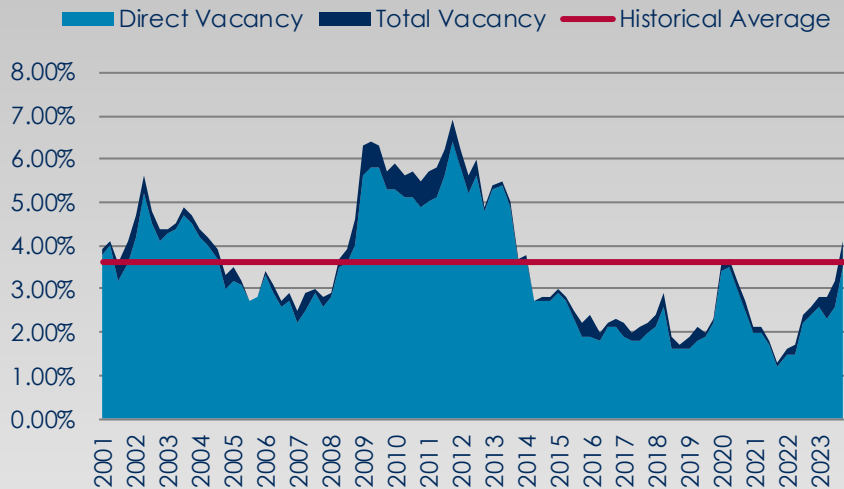
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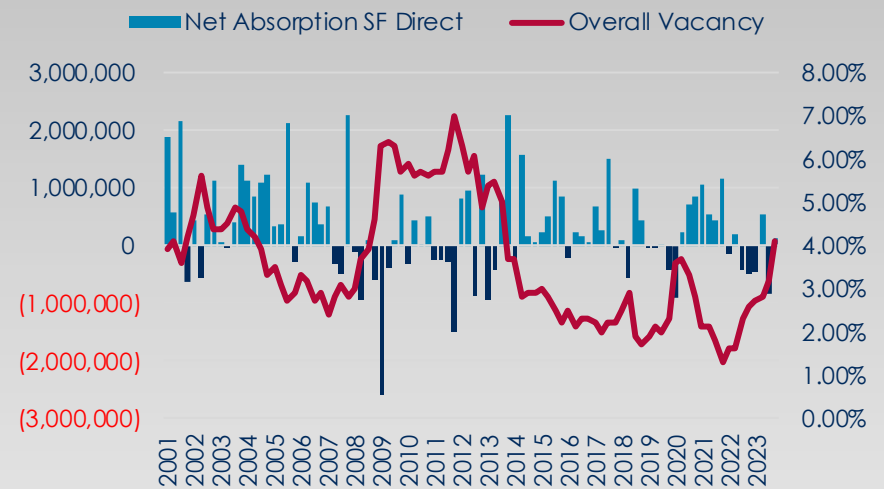
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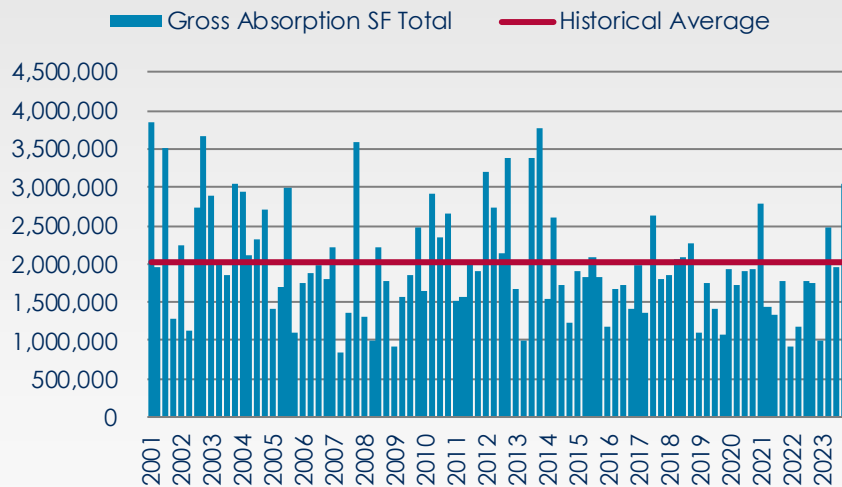
OVERALL VACANCY INCREASED BY 81 BPS IN Q4 TO 4.1%



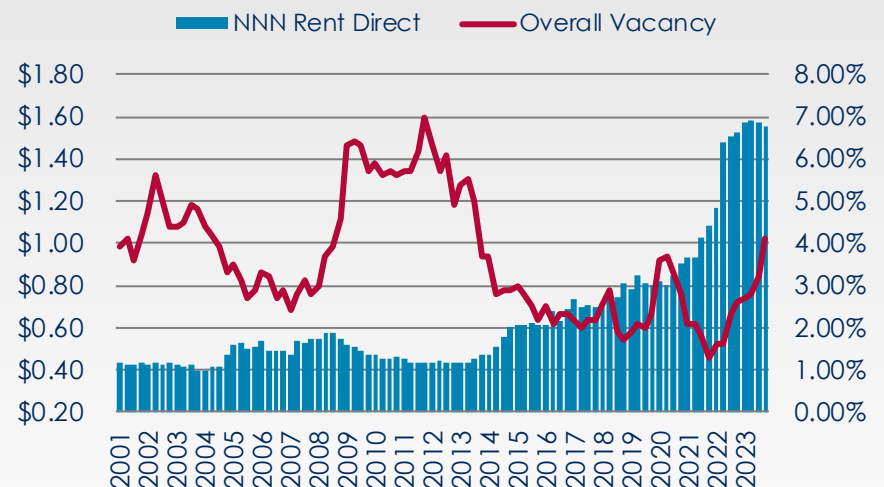
NET ABSORPTION TURNED POSITIVE IN Q4 TOTALING 195K SF



GROSS ABSORPTION INCREASED BY 56.6% IN Q4 TO 3M SF

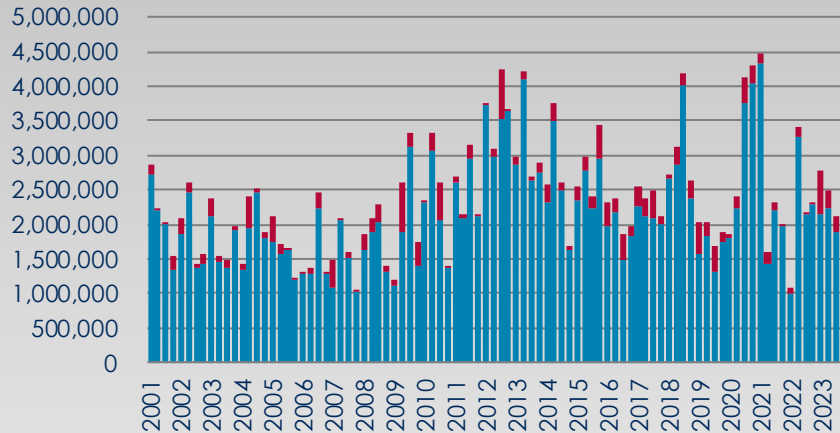


ASKING RENTS DECLINED BY 1.3% OR \$0.02 PSF FROM Q3 TO \$1.55 PSF IN Q4



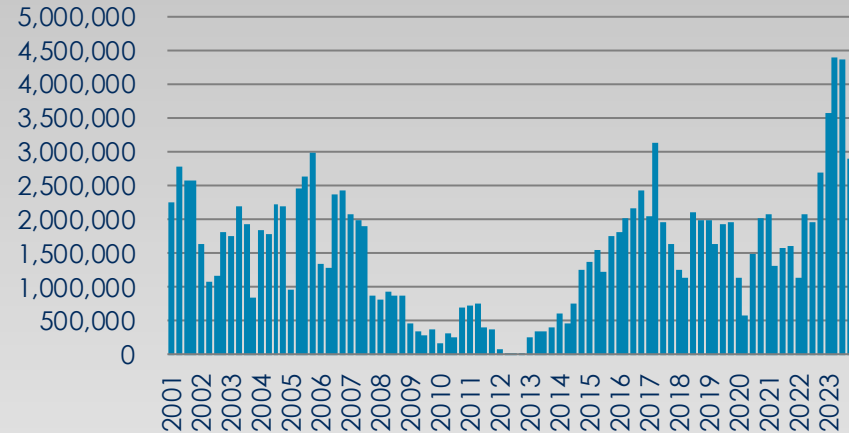
LEASING ACTIVITY DECLINED 14.7% FROM Q3 TO 1.8M SF IN Q4

■ Leasing Activity SF Direct ■ Leasing Activity SF Sublet



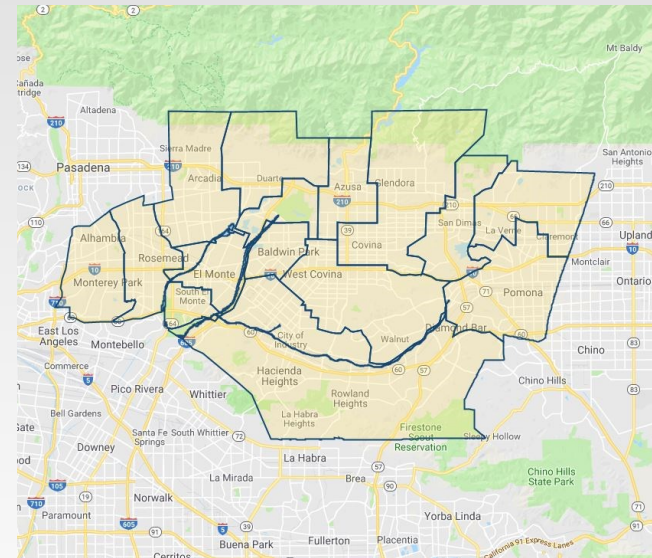
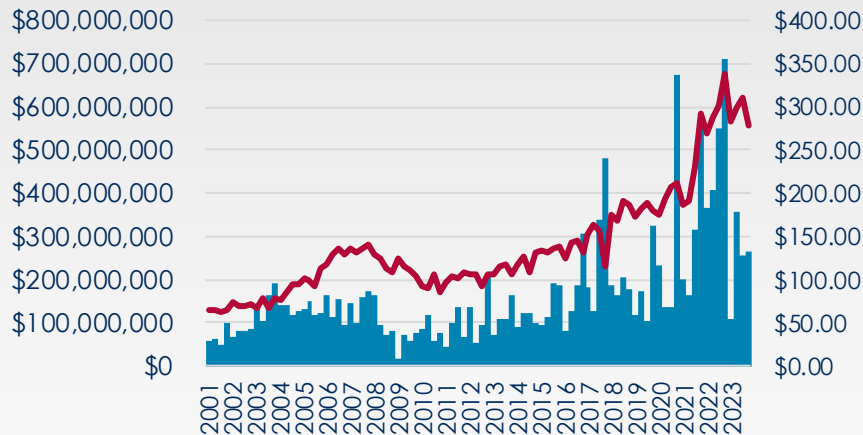
CONSTRUCTION ACTIVITY 1.74M SF WAS DELIVERED IN Q4. UC REVISED TO 2.89M SF

■ Under Construction SF

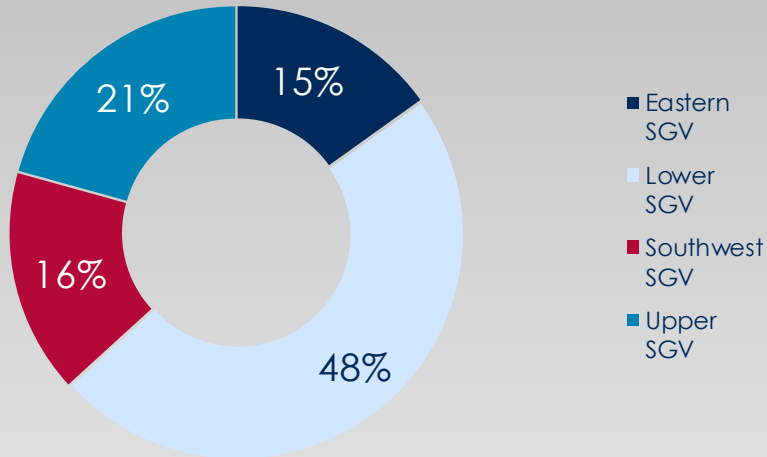


SALES Q4 VOLUME UP 2.5% TO \$263.7M. MED. PSF IN Q4 WAS \$278.18

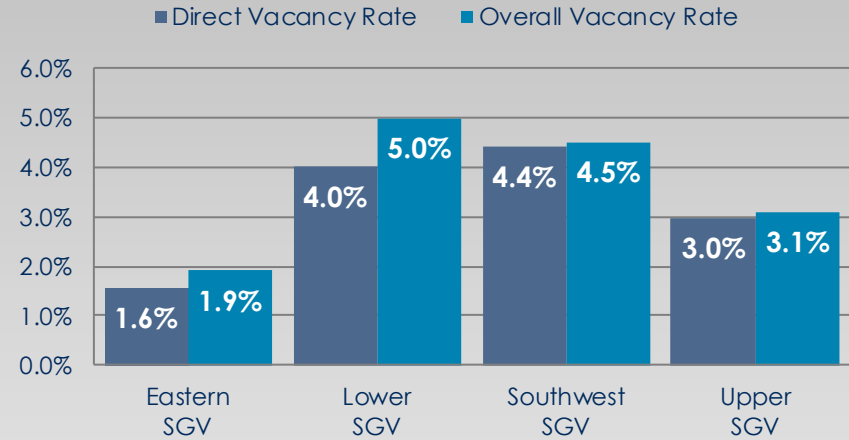
■ Sales Volume ■ Med. Price PSF



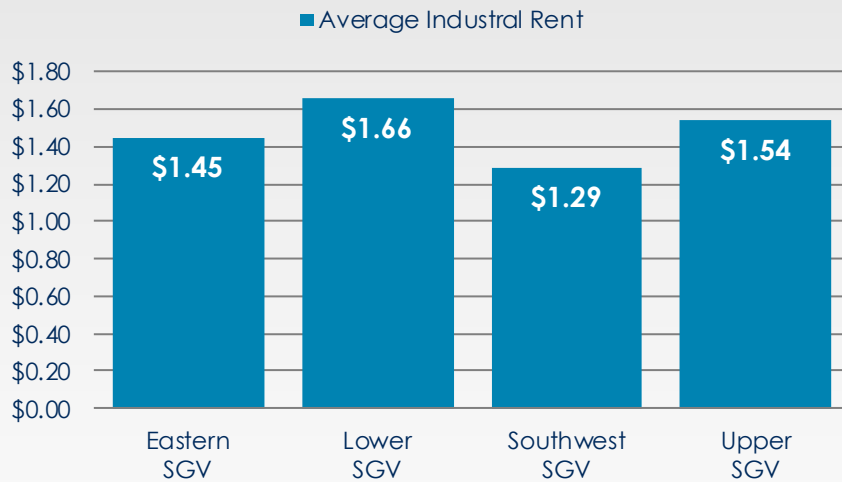
SQUARE FOOT BREAKDOWN- 184,080,848 SF MARKET SIZE



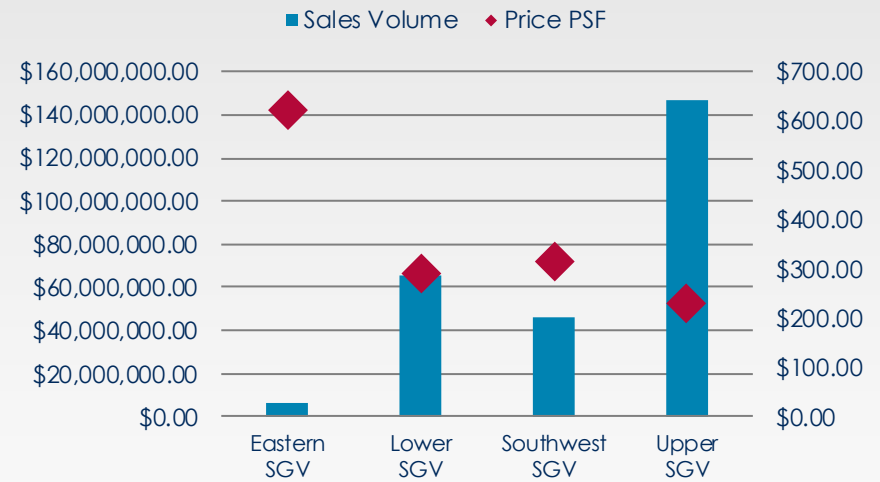
VACANCY BREAKDOWN



AVERAGE ASKING RENT PSF NNN AT CLOSE OF QUARTER



VOLUME BREAKDOWN



METHODOLOGY & TERMINOLOGY

Methodology

Industrial and flex (R & D) buildings that are 5,000 square feet and greater.

Direct Vacant SF

Space that is vacant and ready for occupancy by a user. The space is being offered for lease or sale directly from the landlord.

Total Vacant W/ Sublet SF

Space that is vacant and ready for occupancy by a user. The space is being offered for lease or sale by the landlord or for sublease by the current tenant.

Direct Vacancy Rate

Total vacant direct space (vacant space for lease or sale from the landlord or owner) divided by the total rentable square footage for existing buildings only.

Vacancy W/ Sublet Rate

Total vacant direct space and sublease space divided by the total rentable square footage for existing buildings only.

Gross Absorption

The total change in occupied space over a given period of time, counting space that is occupied but not space that is vacated by tenants. Gross absorption differs from leasing activity, which is the sum of all space leased over a certain period of time.

Net Absorption

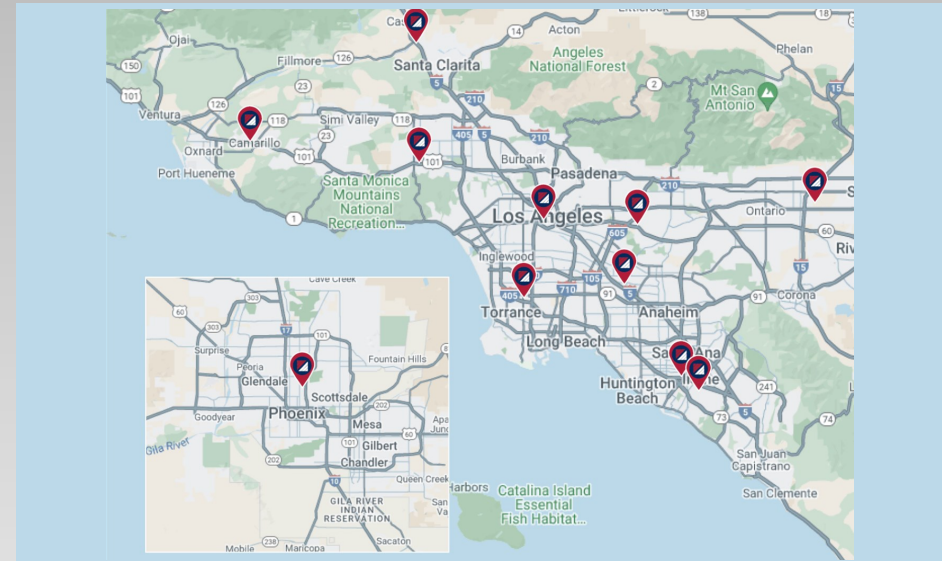
The net change in occupied space over a given period of time, calculated by summing all the positive changes in occupancy (move ins) and subtracting all the negative changes in occupancy (move outs).

Under Construction

Planned buildings for which construction has started but have not yet been granted a Certificate of Occupancy. Planned buildings are not included.

Completed in 2023

New buildings with original construction completed in the year 2023 and granted a Certificate of Occupancy. Renovated buildings are not included.



MARKET	OFFICE ADDRESS	PHONE NUMBER
LOS ANGELES	801 S FIGUEROA ST. SUITE 600 LOS ANGELES, CA 90017	213-626-9101
LOS ANGELES NORTH	21820 BURBANK BLVD. SUITE 130 WOODLAND HILLS, CA 91367	818-887-3600
SANTA CLARITA VALLEY	27200 TOURNEY RD. SUITE 425 VALENCIA, CA 91355	661-705-2299
SAN GABRIEL VALLEY	13181 CROSSROADS PKWY N. SUITE 100 CITY OF INDUSTRY, CA 91746	562-695-7244
SOUTH BAY	19191 S VERMONT AVE. SUITE 850 TORRANCE, CA 90502	310-538-6700
MID-COUNTIES	13810 CERRITOS CORPORATE DR. SUITE C CERRITOS, CA 90703	562-207-3300
ORANGE COUNTY	4400 MACARTHUR BLVD. SUITE 950 NEWPORT BEACH, CA 92660	949-724-1900
VENTURA COUNTY	751 DAILY DR. SUITE 105 CAMARILLO, CA 93010	805-987-8866
INLAND EMPIRE	3595 E INLAND EMPIRE BLVD. BLDG 5 ONTARIO, CA 91764	909-980-1234
PHOENIX	1702 E HIGHLAND AVE. SUITE 120 PHOENIX, AZ 85016	602-957-7300
INVESTMENT DIVISION	650 TOWN CENTER DR. SUITE 120 COSTA MESA, CA 92626	949-341-4500

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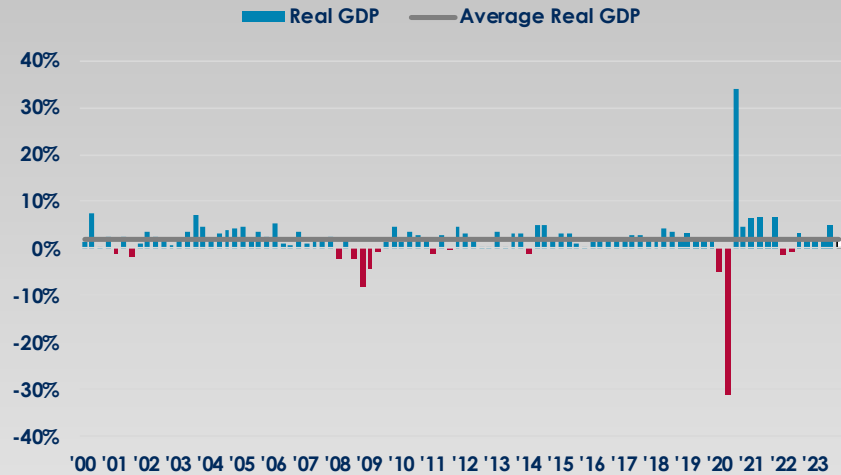
Economic Overview

Q4 2023



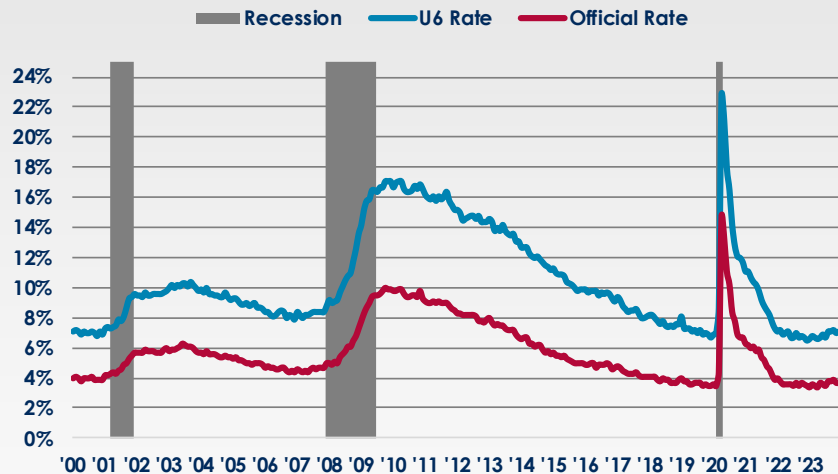
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GDP IN Q3 FINISHED AT 4.9%. Q4 ESTIMATE AT 2.0% PER GDPNOW

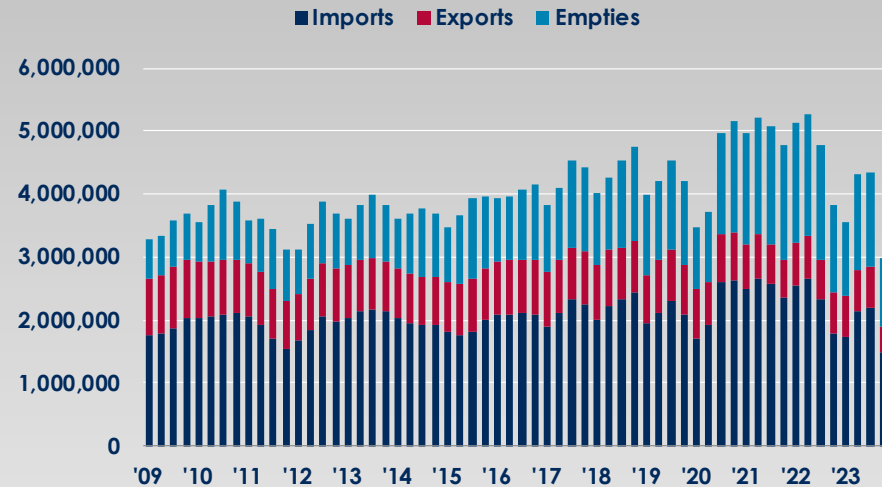


*2.0% Estimate for Q4-23 from the Federal Reserve Bank of Atlanta GDPNow

UNEMPLOYMENT CONTINUES TO BE STICKY IN Q4

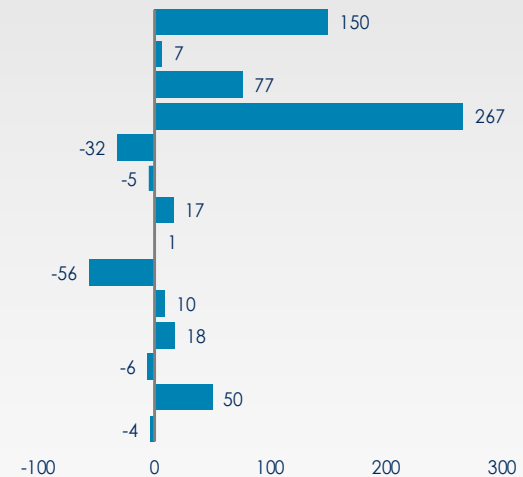


PORT ACTIVITY IN Q3 WAS DOWN 9.1% Y/Y. QTD Q4 UP 16.0% Y/Y

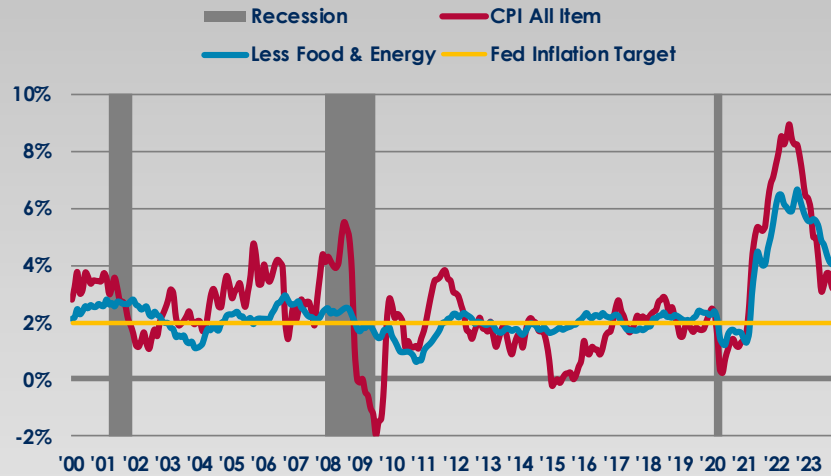


EDUCATION & HEALTH SERVICES LED JOB GAINS AGAIN IN Q4

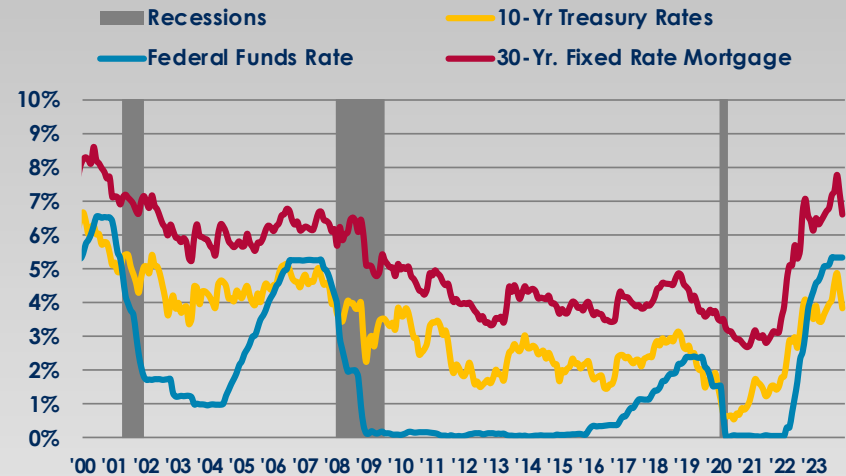
- Government
- Other Services
- Leisure and Hospitality
- Education and Health Services
- Professional and Business Services
- Financial Activities
- Information
- Utilities
- Transportation and Warehousing
- Retail Trade
- Wholesale Trade
- Manufacturing
- Construction
- Mining and Logging



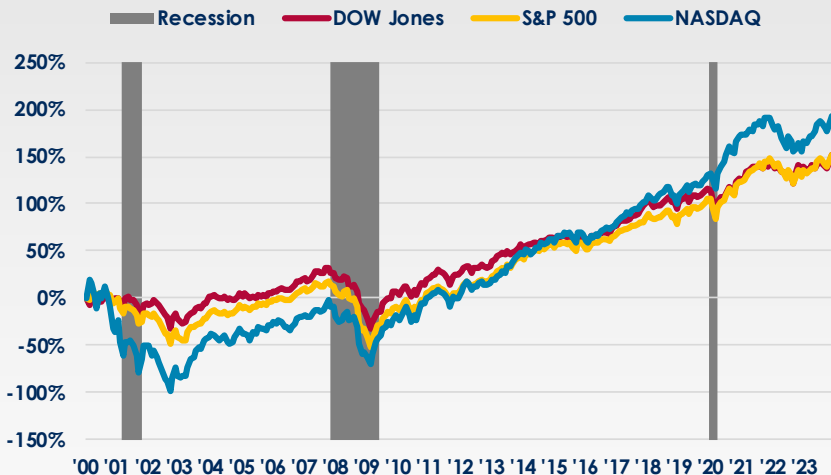
CONTINUES TO MODERATE INCHING CLOSER TO THE FED TARGET OF 2%



THE FED HELD RATES AGAIN IN DECEMBER. 10YR FELL 75 BPS IN Q4



THE MAJOR INDEXES WERE UPAN AVERAGE 12.4% IN Q3



10-2 YEAR SPREAD NARROWED IN Q4 ENDING AT -35 BPS

