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//////////////////////////////////Los Angeles////////////////////////////////

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//////////////////////////////////Orange County////////////////////////////////

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//////////////////////////////////Ventura////////////////////////////////

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//////////////////////////////////Inland Empire////////////////////////////////

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//////////////////////////////////Phoenix////////////////////////////////

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Q4 | 2024

Market Report

////////////////////////////////// Inland Empire Industrial



West

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MARKET ACTIVITY

KEY TAKE AWAYS

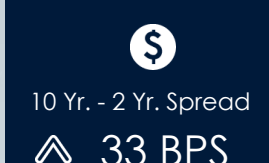
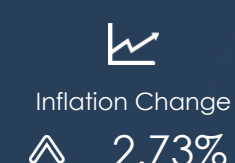
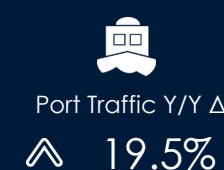
ECONOMIC OUTLOOK

MARKET

- **Vacancy Rate:** Declined by 54 bps from revised Q3 to 6.8% in Q4. Year over Year the rate is up 151 bps.
- **Asking Rents:** Declined \$0.07 PSF or 5.6% to a rate of \$1.19 PSF NNN. Searching for equilibrium post pandemic boom.
- **Industrial Supply:** 1.5M SF was delivered in Q4. Construction activity revised down to 6.6M SF.
- **Sales:** The median price PSF in Q4 was \$290.00. Volume in Q4 was down 13.1% to \$443.4M. In 2024, sales volume totaled \$1.74B. A decline of 10.8% compared to 2023.

ECONOMIC OUTLOOK

- **Interest Rates:** At both the November & December meetings, the FOMC decided to cut rates by 25 bps. Bringing the 2024 total to 100 bps of cuts in their recalibration. FOMC members are only projecting two 25 bps cuts to occur in 2025. The average 30-Yr. mortgage rate increased by 77 bps over Q4.
- **Inflation:** CPI continues to be elevated above the Fed's 2% target, but gradually improving.
- **Supply Chain:** YTD Y/Y volume at the San Pedro Port Complex is up 19.5%. The cost from China/East Asia to North America West Coast declined 13% over Q4, ending at \$5,929 per container. (Freightos). Potential tariffs and labor strikes could impact future pricing of goods coming into the U.S..



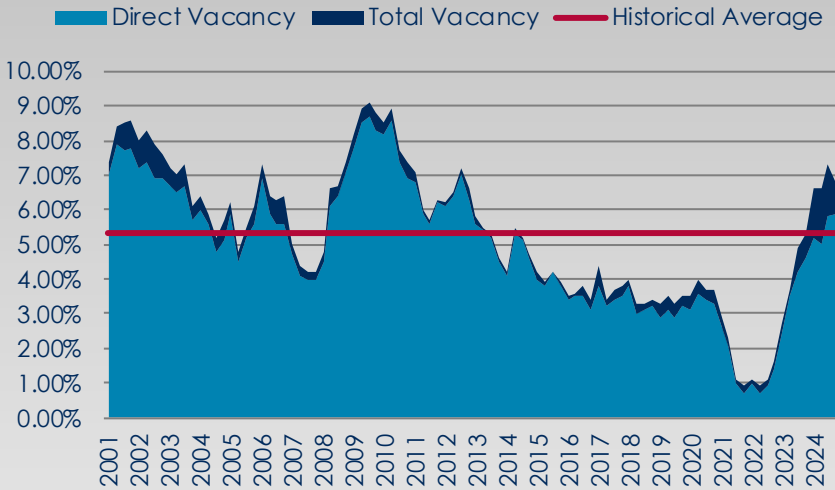
EXPERIENCE IN A CHANGING MARKET

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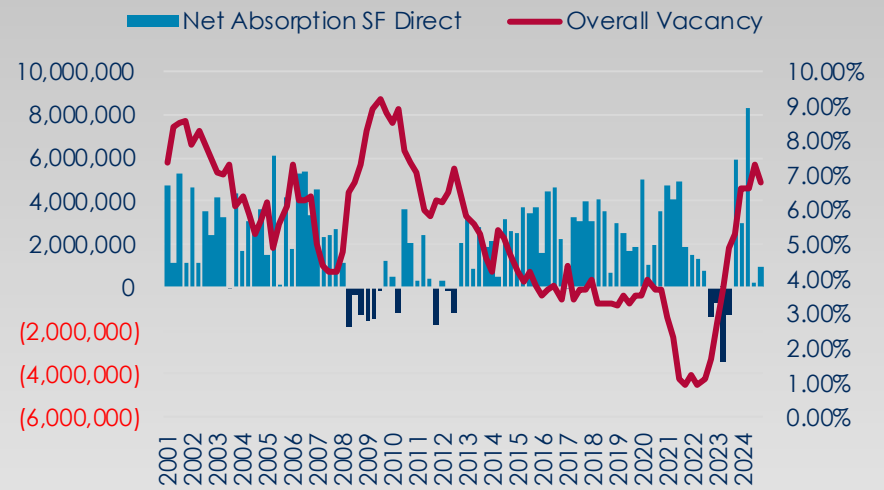


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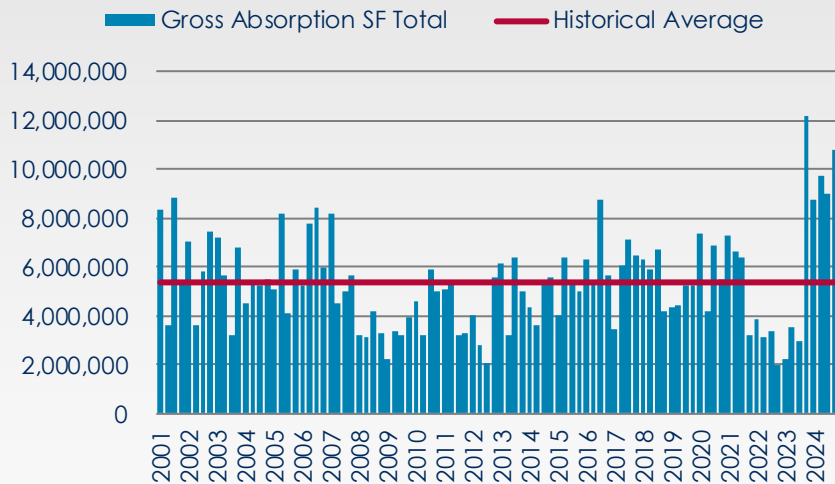
OVERALL VACANCY
DECLINED 54 BPS FROM Q3 TO 6.8% IN Q4



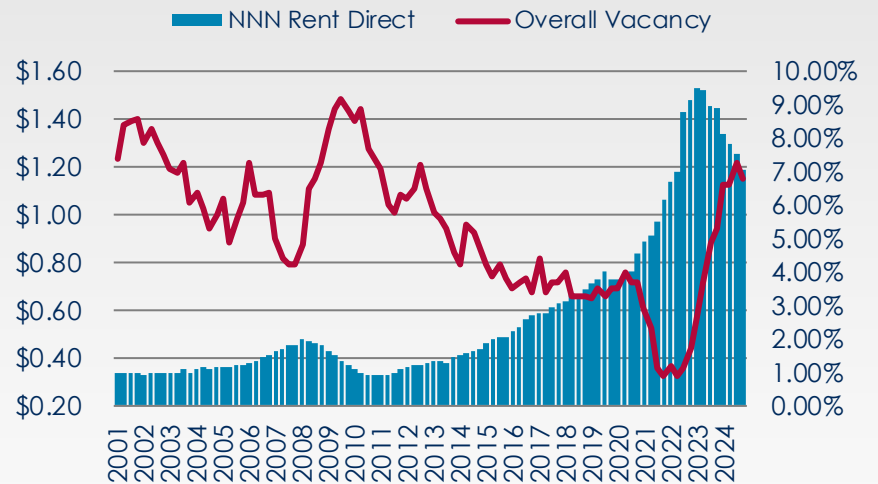
NET ABSORPTION
STRONGER DEMAND IN Q4 TOTALING 3.6M SF



GROSS ABSORPTION
INCREASED 19.8% FROM Q3 TOTALING 10.8M SF IN Q4

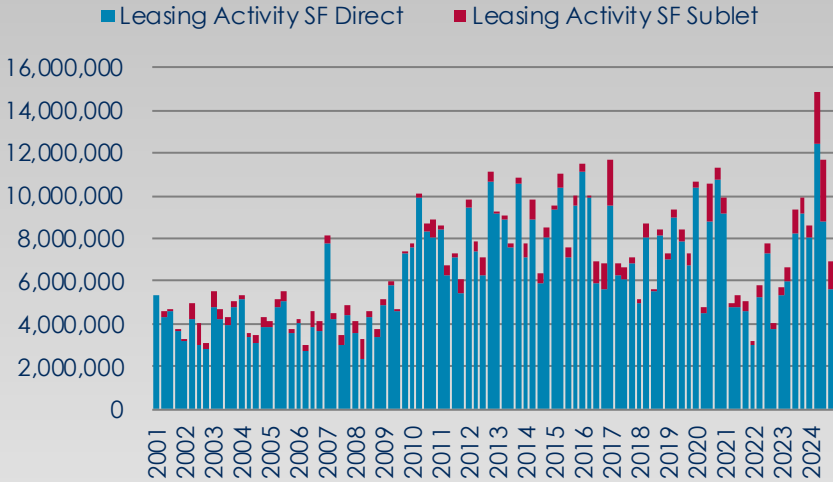


ASKING RENTS
DECLINE OF \$0.07 PSF OR 5.6% TO A RATE OF \$1.19 PSF NNN IN Q4

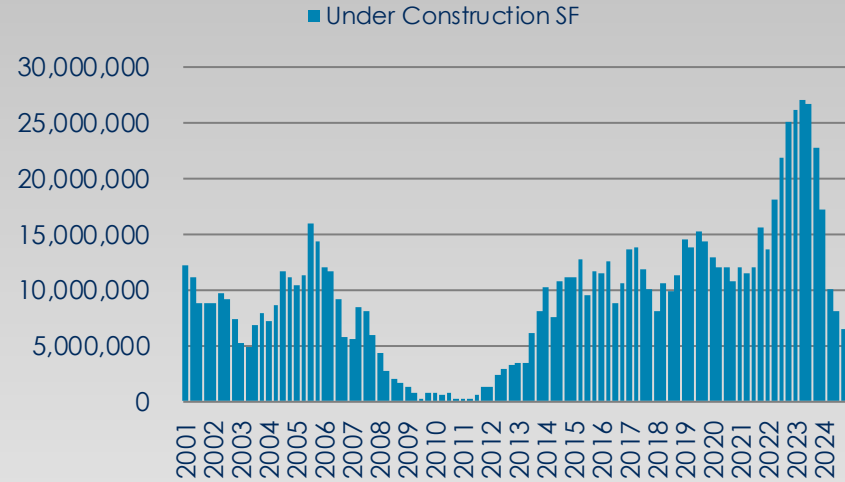


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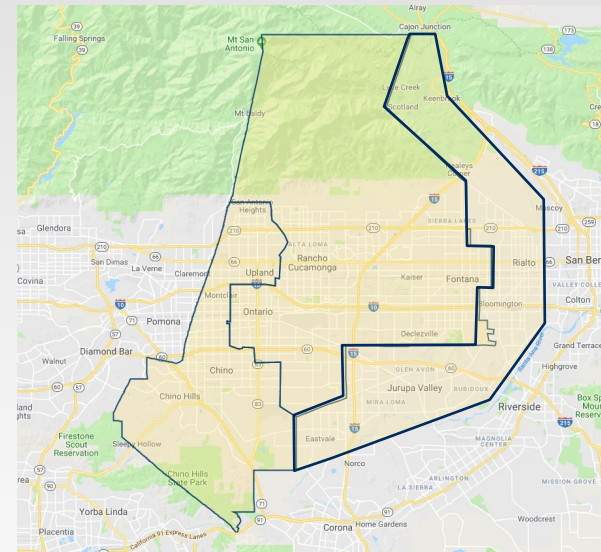
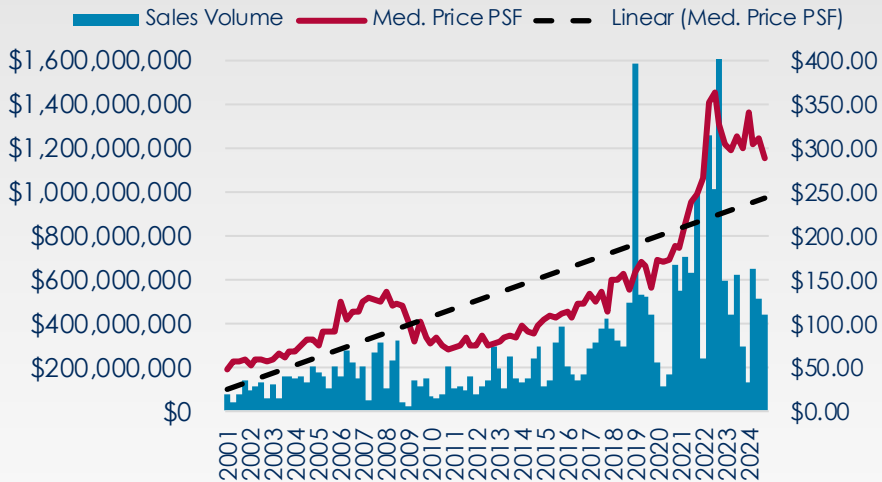
LEASING ACTIVITY DECLINED 40.8% FROM Q3 TOTALING 6.9M SF IN Q4



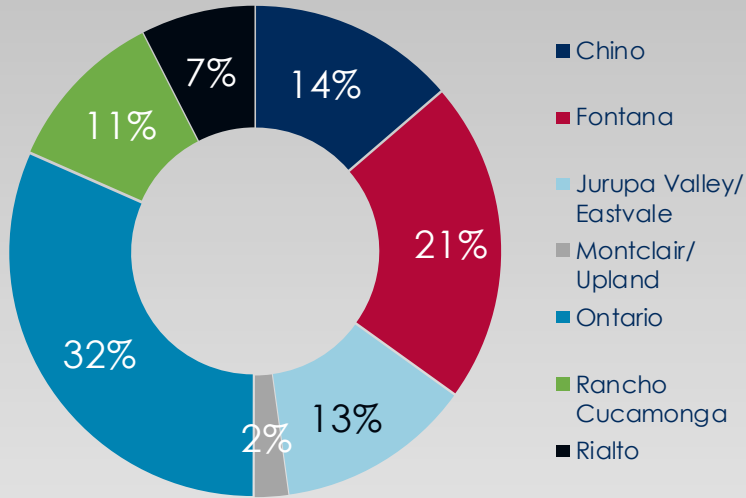
CONSTRUCTION ACTIVITY 1.5M SF WAS DELIVERED IN Q4. UC REVISED TO 6.6M SF



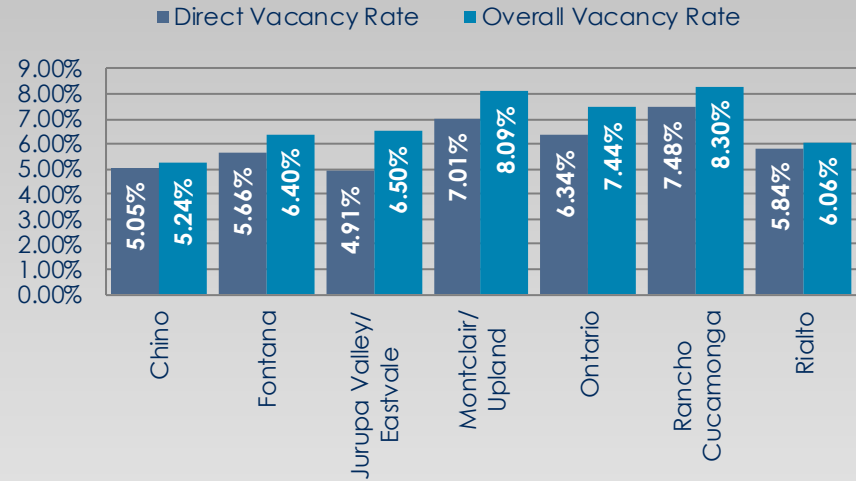
SALES Q4 VOLUME WAS \$443.4M. MEDIAN PRICE WAS \$290.00 PSF



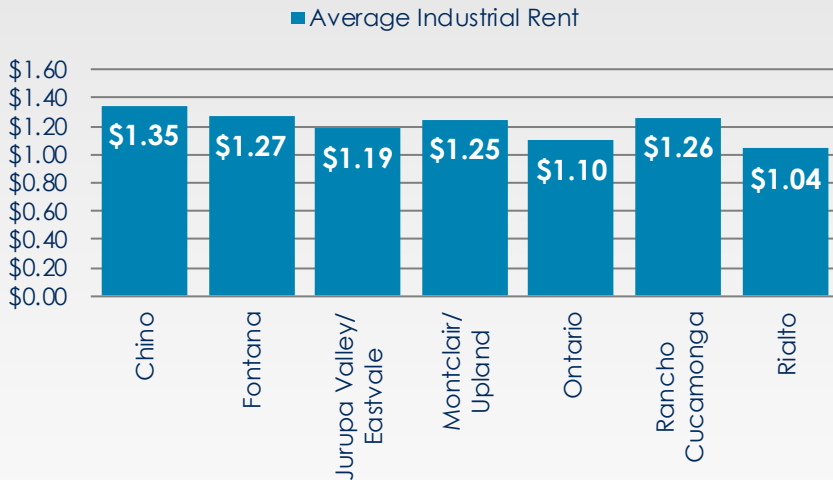
SQUARE FOOT BREAKDOWN- 418,100,628 SF MARKET SIZE



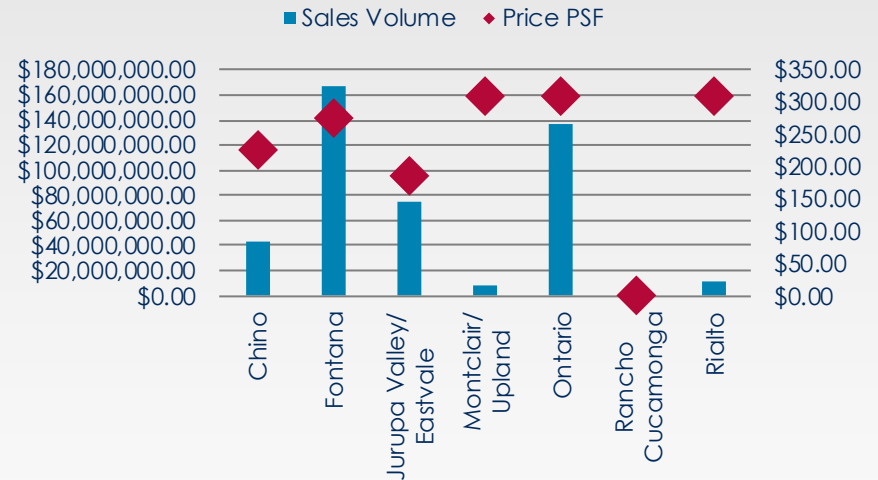
VACANCY BREAKDOWN



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

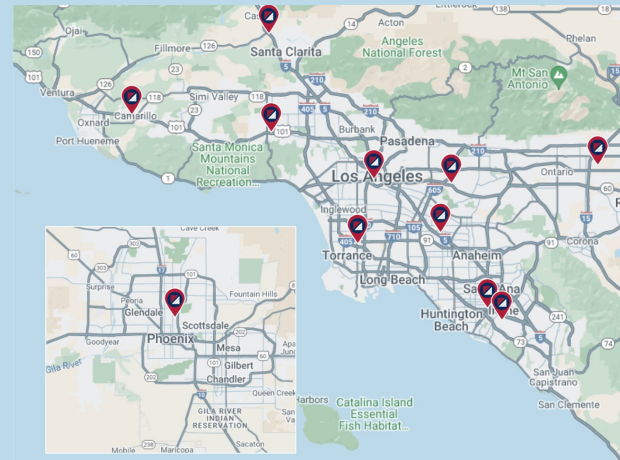
The net change in occupied space over a given period of time, calculated by summing all the positive changes in occupancy (move ins) and subtracting all the negative changes in occupancy (move outs).

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 2024

New buildings with original construction completed in the year 2024 and granted a Certificate of Occupancy. Renovated buildings are not included.



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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
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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
INDIAN WELLS	74900 HIGHWAY 111, SUITE 221 INDIAN WELLS, CA 92210	760-253-8539

Los Angeles
Orange County
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Market Report

Inland Empire Industrial

East



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MARKET ACTIVITY

<p>Direct Vacancy ↓ 6.0%</p>	<p>Net Absorption ↑ 1,155,362 SF</p>
<p>Overall Vacancy ↓ 8.4%</p>	<p>Gross Absorption ↑ 4,144,253 SF</p>
<p>Under Construction ↓ 4,645,153 SF</p>	<p>Rental Rates (NNN) ↓ \$1.10</p>
<p>Median Sale \$/SF ↓ \$233.75</p>	<p>Deal Volume ↓ \$230.6M</p>

KEY TAKE AWAYS

MARKET

Note: Market survey was expanded to include Beaumont/Hemet & Coachella Valley areas.

- **Vacancy Rate:** Declined 15 bps to 8.4% in Q4.
- **Net Absorption:** Stronger demand in Q4, totaling 1.15M SF.
- **Industrial Supply:** 801K SF was delivered in Q4. Construction activity revised to 4.65M SF.
- **Sales:** The median sale price PSF in Q4 was \$233.75. Total volume in Q4 was down 29.0% to \$230.6M. In 2024, sales volume totaled \$1.06B. A decline of 7.8% compared to 2023.

ECONOMIC OUTLOOK

- **Interest Rates:** At both the November & December meetings, the FOMC decided to cut rates by 25 bps. Bringing the 2024 total to 100 bps of cuts in their recalibration. FOMC members are only projecting two 25 bps cuts to occur in 2025. The average 30-Yr. mortgage rate increased by 77 bps over Q4.
- **Inflation:** CPI continues to be elevated above the Fed's 2% target, but gradually improving.
- **Supply Chain:** YTD Y/Y volume at the San Pedro Port Complex is up 19.5%. The cost from China/East Asia to North America West Coast declined 13% over Q4, ending at \$5,929 per container. (Freightos). Potential tariffs and labor strikes could impact future pricing of goods coming into the U.S..

ECONOMIC OUTLOOK

<p>U.S. Employment ↔ 4.2%</p>	<p>U6 Rate ↓ 7.8%</p>
<p>Interest Rate ↑ 6.85% <small>(30 year fixed)</small></p>	<p>Changing GDP ↓ 2.6%</p>
<p>Port Traffic Y/Y Δ ↑ 19.5%</p>	<p>NYSE Performance ↓ 2.9%</p>
<p>Inflation Change ↑ 2.73%</p>	<p>10 Yr. - 2 Yr. Spread ↑ 33 BPS</p>

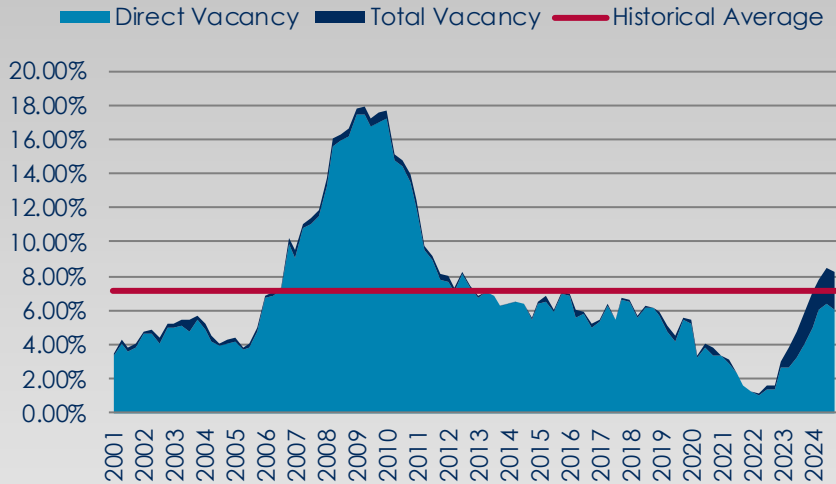
EXPERIENCE IN A CHANGING MARKET

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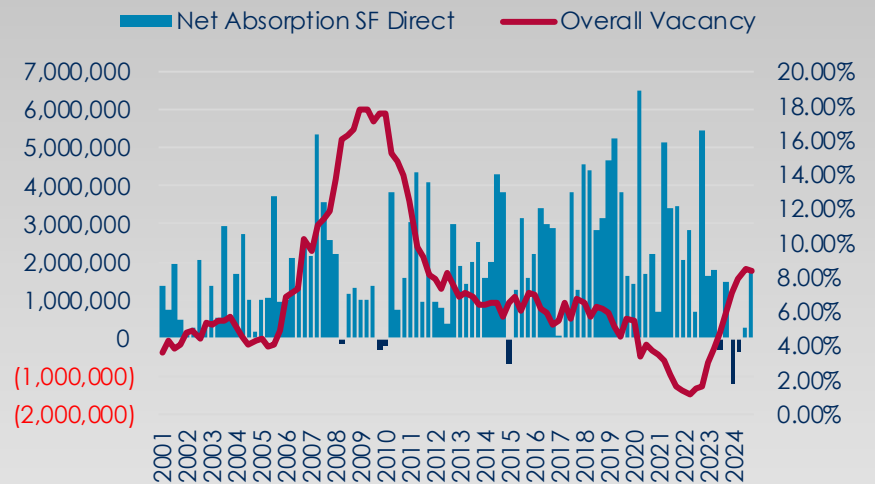


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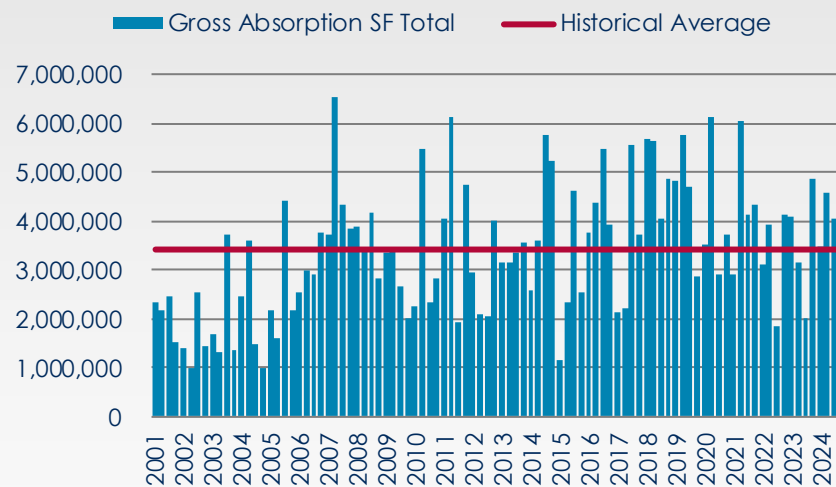
OVERALL VACANCY
DECLINED 15 BPS FROM Q3 TO 8.4% IN Q4



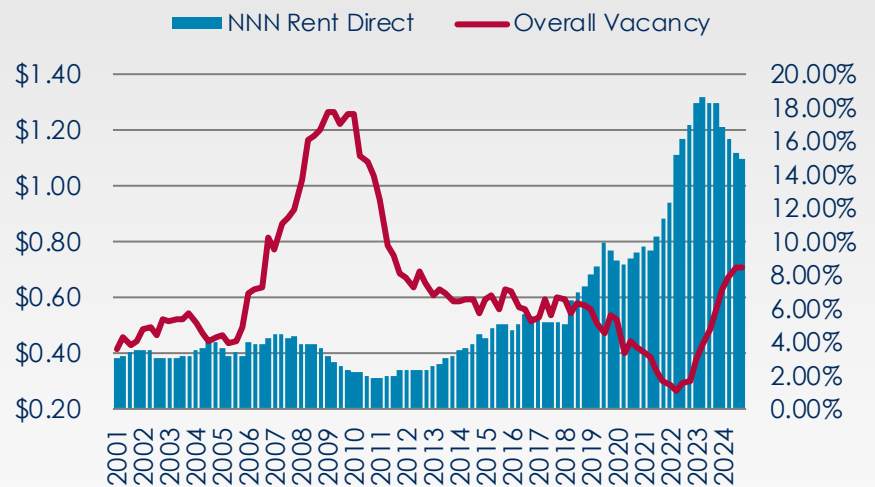
NET ABSORPTION
STRONGER DEMAND IN Q4 TOTALING 1.15M SF



GROSS ABSORPTION
INCREASED BY 2.8% FROM Q3 TO 4.1M SF IN Q4

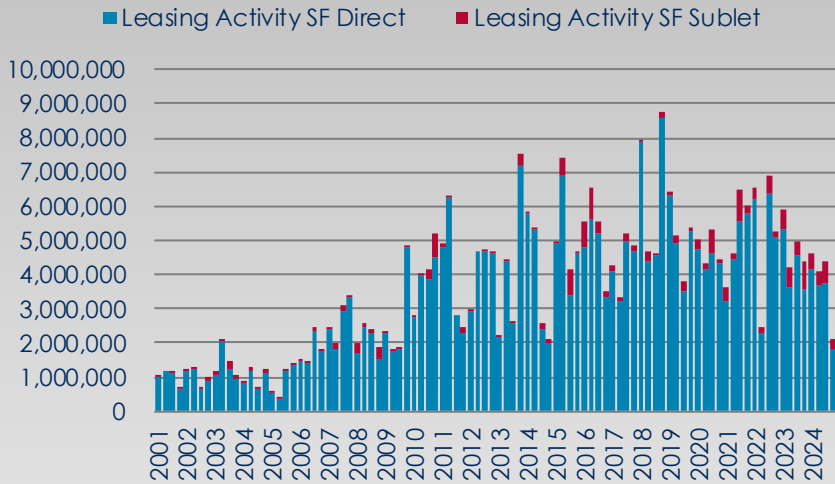


ASKING RENTS
FELL BY \$0.02 PSF OR 1.8% TO \$1.10 PSF NNN IN Q4

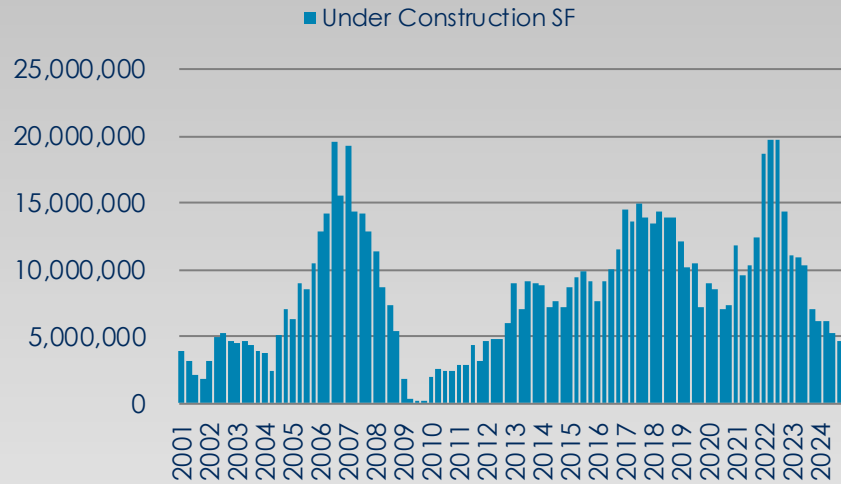


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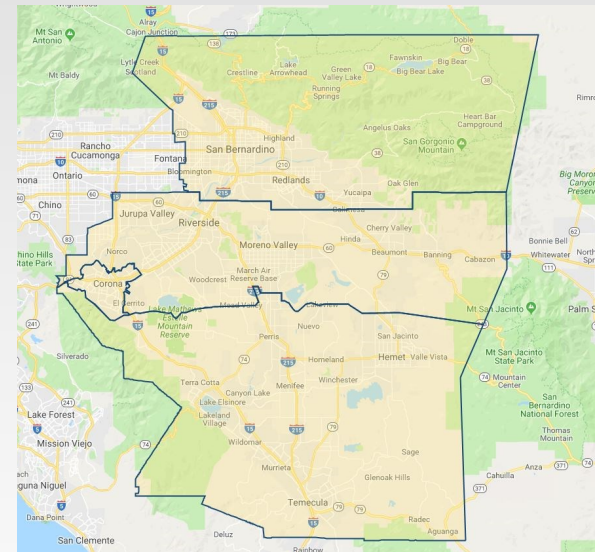
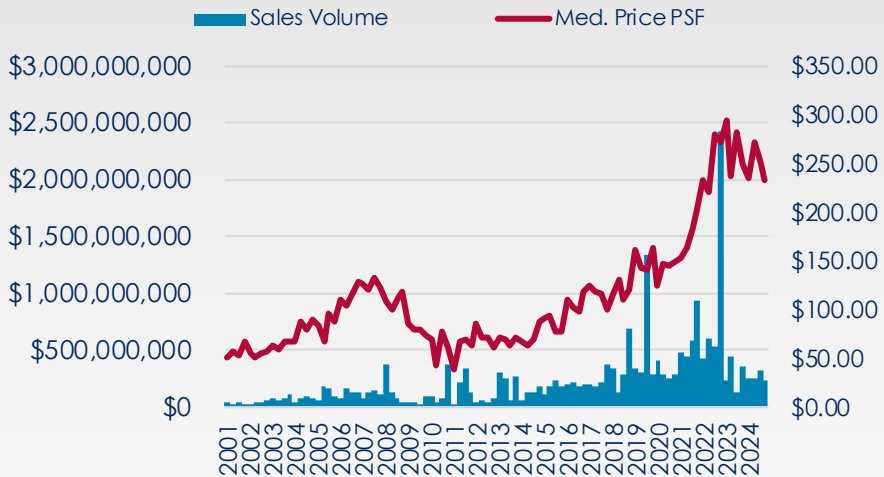
LEASING ACTIVITY
DECLINED 52.8% FROM Q3 TOTALING 2.08M SF IN Q4



CONSTRUCTION ACTIVITY
801K SF WAS DELIVERED IN Q4. UC REVISED TO 4.6M SF

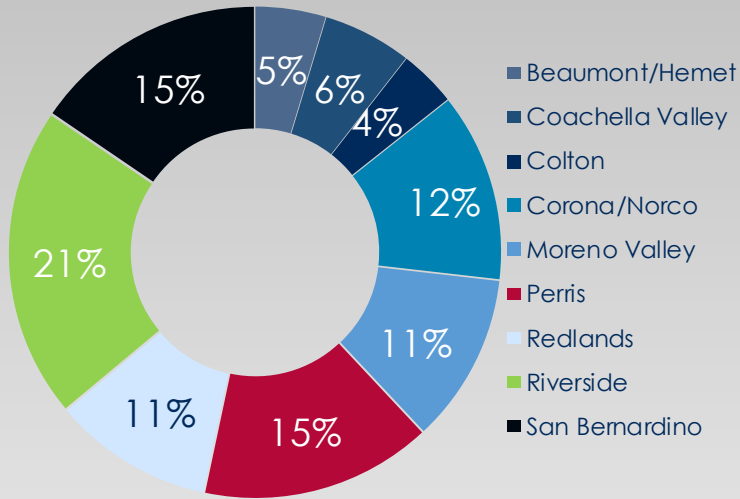


SALES
VOLUME WAS \$230.6M. MEDIAN PRICE IN Q4 WAS \$233.75 PSF

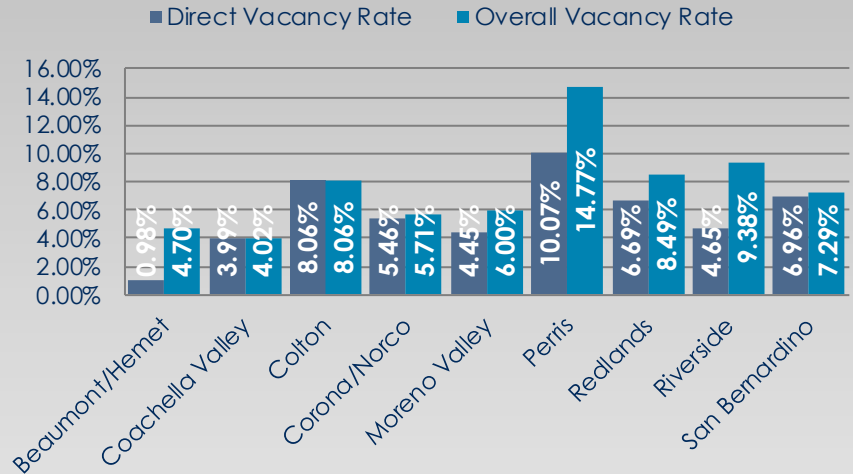


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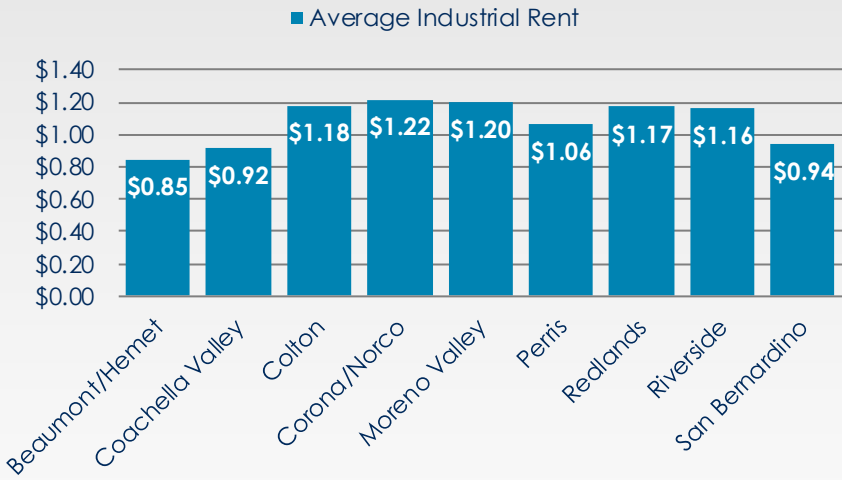
SQUARE FOOT BREAKDOWN- 297,196,760 SF MARKET SIZE



VACANCY BREAKDOWN



AVERAGE RENT PSF



VOLUME BREAKDOWN



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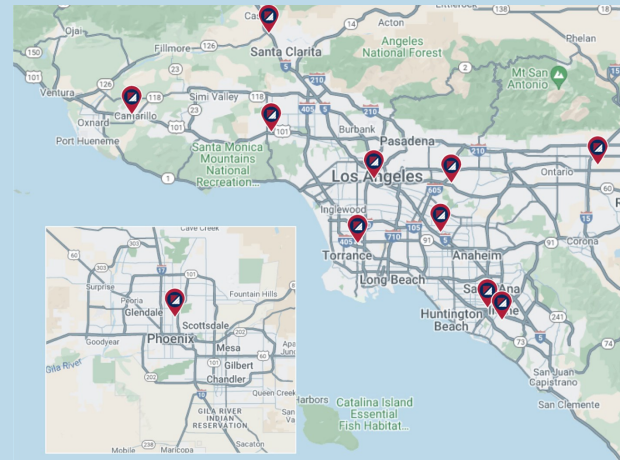
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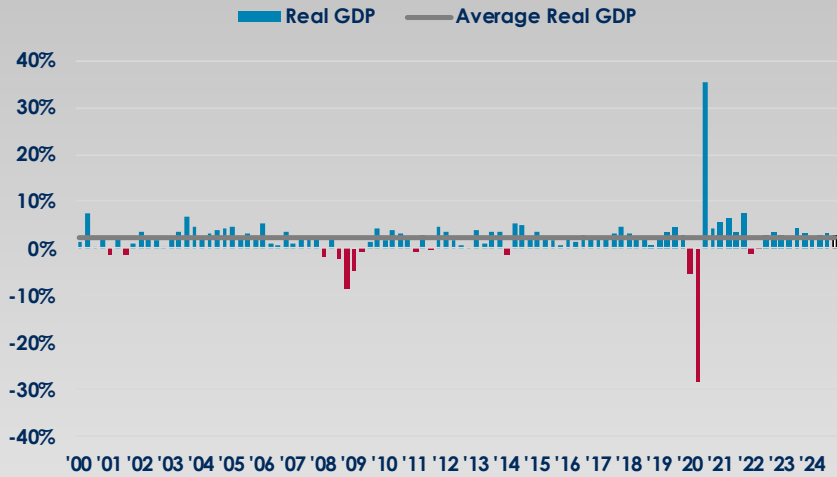
Economic Overview



Q4 2024

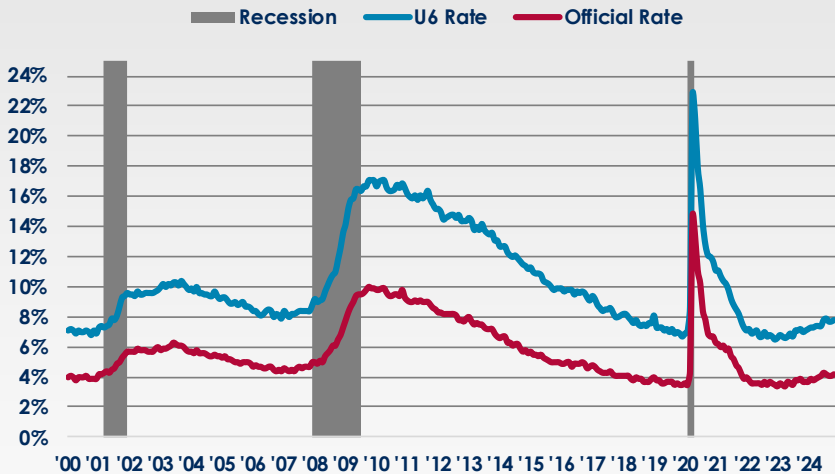
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GDP IN Q3 FINISHED AT 3.1%. Q4 ESTIMATE AT 2.6% PER GDPNOW

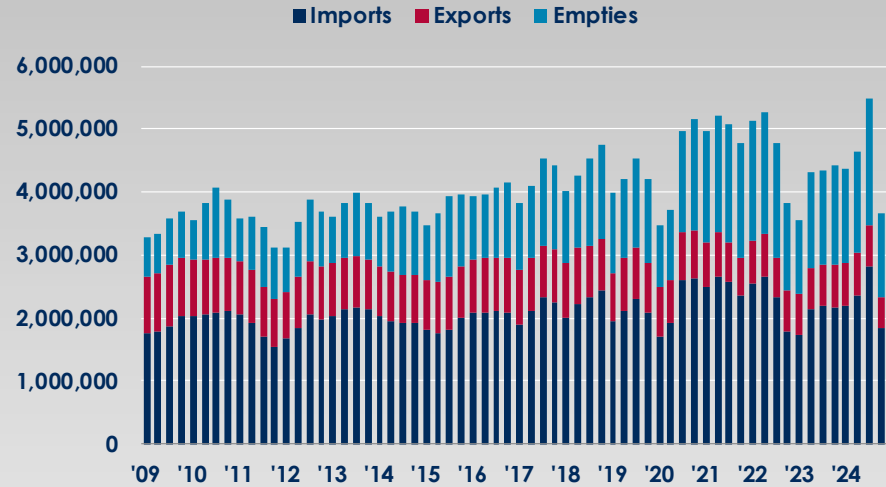


*2.6% Estimate for Q4-24 from the Federal Reserve Bank of Atlanta GDPNow

LABOR MARKET SHOWING SIGNS OF SOFTENING

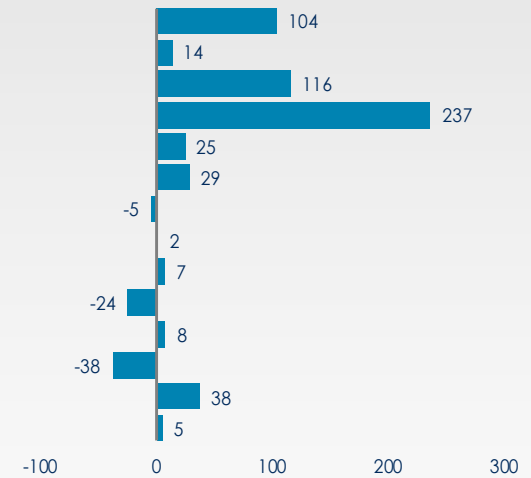


PORT ACTIVITY IN Q3 WAS UP 26% Y/Y. YTD UP 19.5% Y/Y

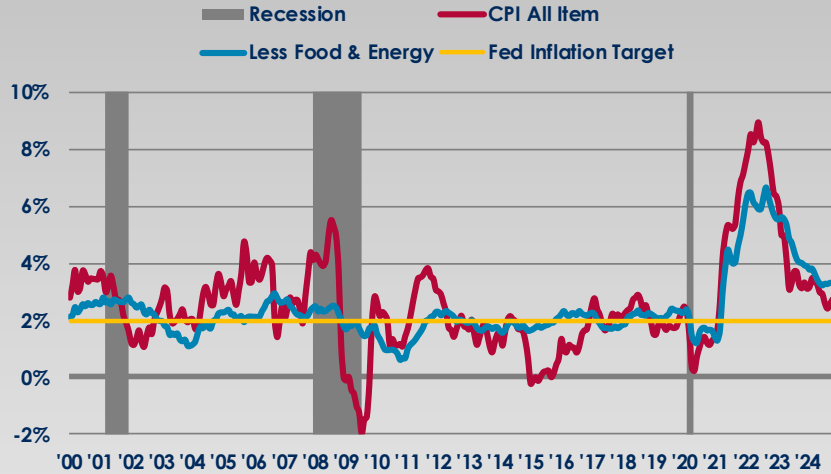


EDUCATION & HEALTH SERVICES LED JOB GAINS AGAIN IN Q4

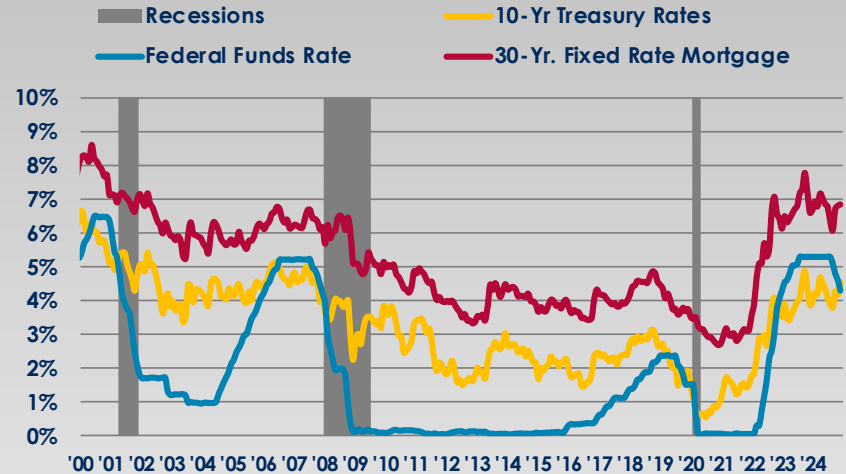
- Government
- Other Services
- Leisure and Hospitality
- Education and Health Services
- Professional and Business Services
- Financial Activities
- Information
- Utilities
- Transportation and Warehousing
- Retail Trade
- Wholesale Trade
- Manufacturing
- Construction
- Mining and Logging



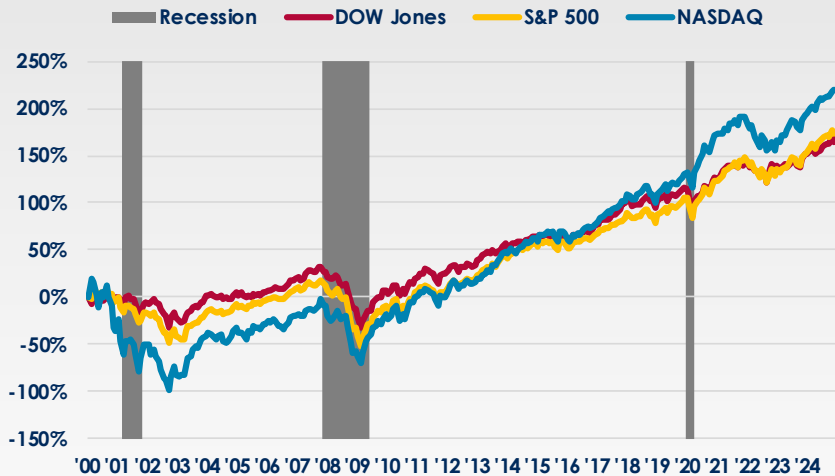
CONTINUES TO REMAIN ABOVE THE FED TARGET OF 2%



THE FED CUT RATES BY 25 BPS IN NOV & DEC. 10 YR UP 74 BPS IN Q4



THE MAJOR INDEXES WERE UP AN AVG. 2.9% IN Q4 & 21.6% IN 2024



10-2 YEAR YIELD CURVE STEEPENED IN Q4

