

Los Angeles

Orange County

Ventura

Inland Empire

Phoenix

Q4 | 2025

# Market Report

Phoenix Industrial



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### MARKET ACTIVITY

### KEY TAKE AWAYS

### ECONOMIC OUTLOOK

#### MARKET

- **Vacancy Rate:** Declined by 24 bps from revised Q3 to a rate of 12.83% in Q4.
- **Net Absorption:** Weaker demand in Q4, totaling 2.3 MSF. Absorption totaled 12.7 MSF in 2025.
- **Industrial Supply:** 3.3 MSF was delivered in Q4. Construction activity revised to exclude large data center projects. 10.2 MSF is currently under construction. Representing 2.1% of inventory.
- **Sales:** The median price PSF in Q4 was \$210.69. Volume in Q4 totaled \$1.50B. Bringing the total volume YTD 2025 to \$4.85B. That is an increase of 10.4% compared to 2024.

#### ECONOMIC OUTLOOK

- **Interest Rates:** FOMC decided cut rates twice over Q4. Ending the year at range of 3.50%-3.75%. Only one cut projected in 2026.
- **Supply Chain:** YTD Y/Y volume at the San Pedro Port Complex is up 1.8% through Nov. The cost from China/East Asia to the West Coast increased 41.2% over Q4, ending at \$2,617 per container. (Freightos). US tariffs stabilized at country-specific rates (25-40% most nations, 125% China). Revenue collection from tariffs far out exceeding expectations. With consumers not being burdened by them yet.
- **Geopolitics:** The removal of Venezuelan President Maduro may lead to lower energy prices in the future. Helping to fuel the AI boom.

  
Direct Vacancy  
✓ 11.30%

  
Net Absorption  
✓ 2,299,515 SF

  
Overall Vacancy  
✓ 12.83%

  
Gross Absorption  
✓ 8,377,366 SF


  
Under Construction  
✓ 10,199,633 SF

  
Rental Rates (NNN)  
✓ \$1.12


  
Median Sale \$/SF  
✓ \$210.69

  
Deal Volume  
✓ \$1.50B

  
U.S. Employment  
✓ 4.4%

  
U6 Rate  
✓ 8.4%


  
Interest Rate  
✓ 6.15%  
(30 year fixed)

  
Changing GDP  
✓ 5.4%

  
Port Traffic Y/Y Δ  
✓ 1.8%

  
NYSE Performance  
✓ 2.8%

  
Inflation Change  
✓ 2.71%

  
10 Yr. - 2 Yr. Spread  
✓ 71 BPS

EXPERIENCE IN A CHANGING MARKET

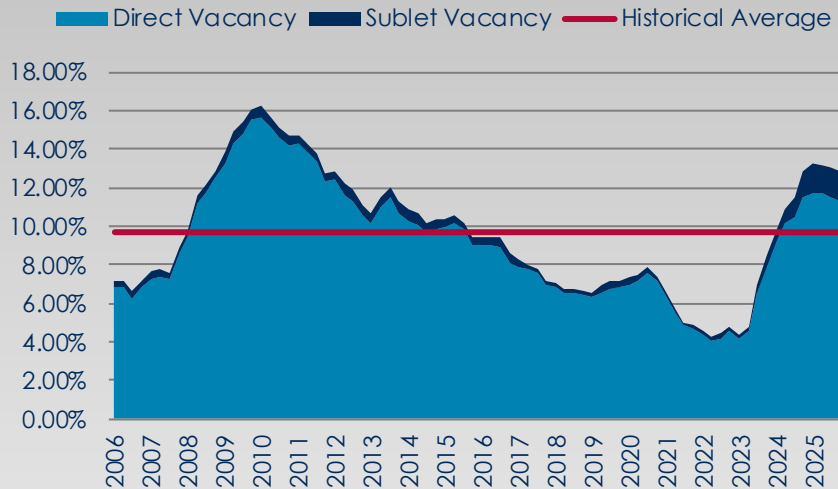
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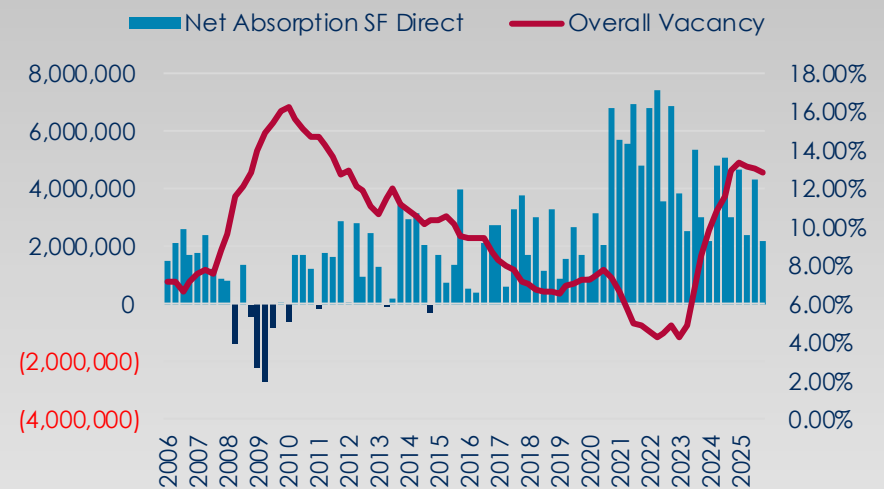
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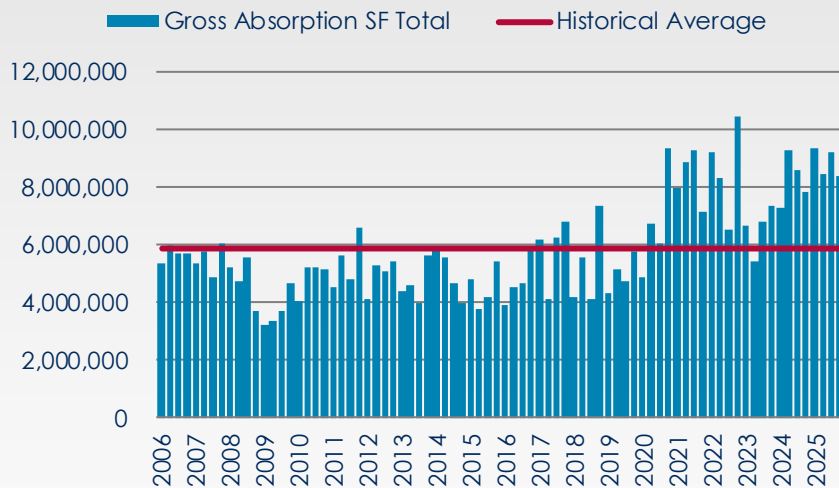
## OVERALL VACANCY DECLINED BY 24 BPS FROM REVISED Q3 TO 12.83% IN Q4



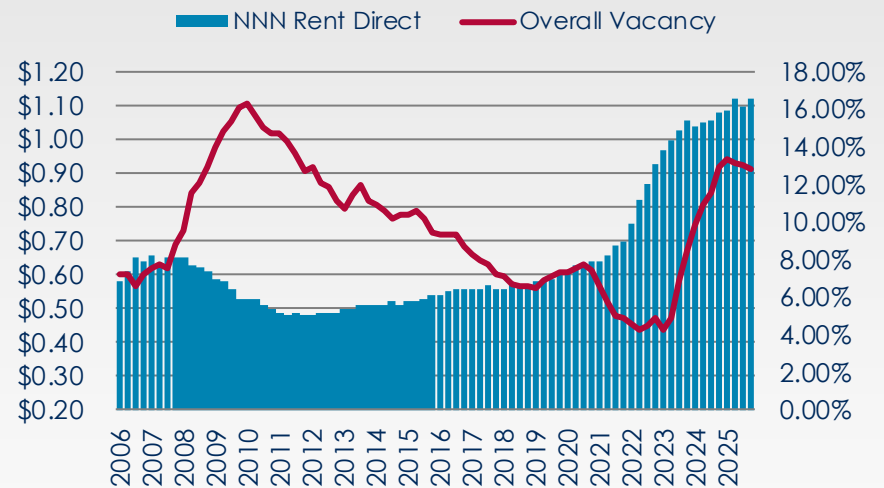
## NET ABSORPTION WEAKER DEMAND IN Q4 TOTALING 2.3 MSF



## GROSS ABSORPTION DECLINED 9.0% FROM REVISED Q3 TO 8.38M SF IN Q4

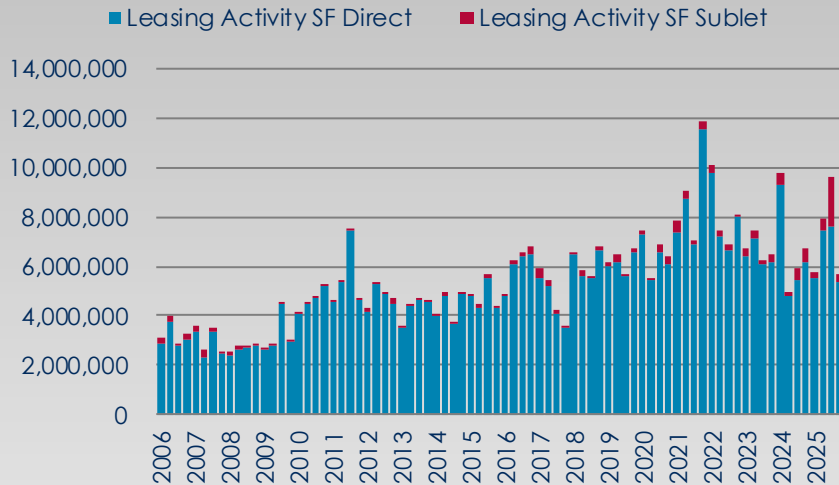


## ASKING RENTS INCREASED BY \$0.02 PSF OR 1.8% FROM Q3 TO \$1.12 PSF IN Q4

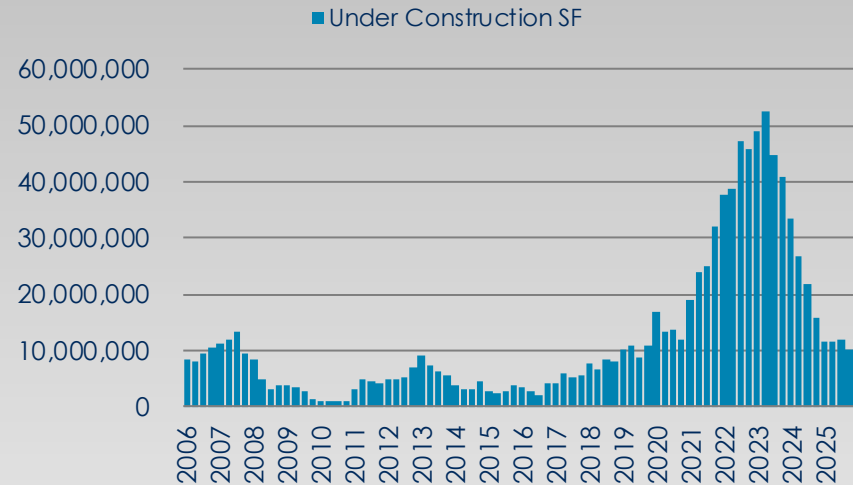




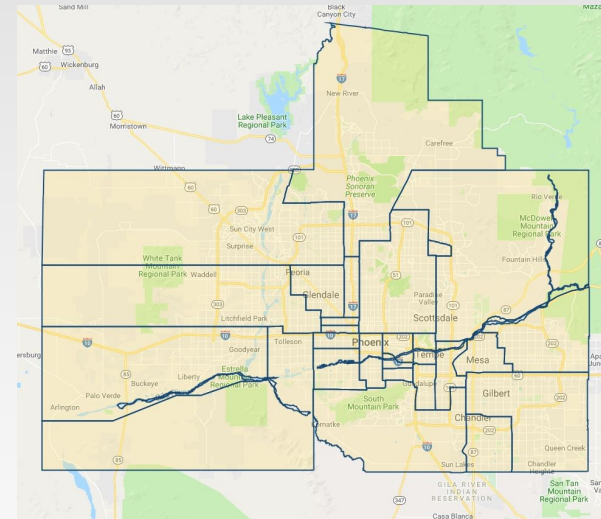
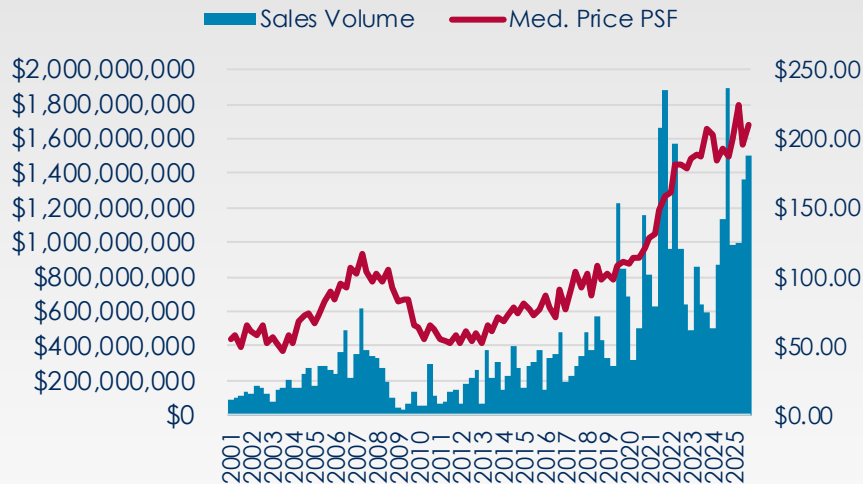
## LEASING ACTIVITY DECLINED 41.1% FROM REVISED Q3 TO 5.65 MSF IN Q4



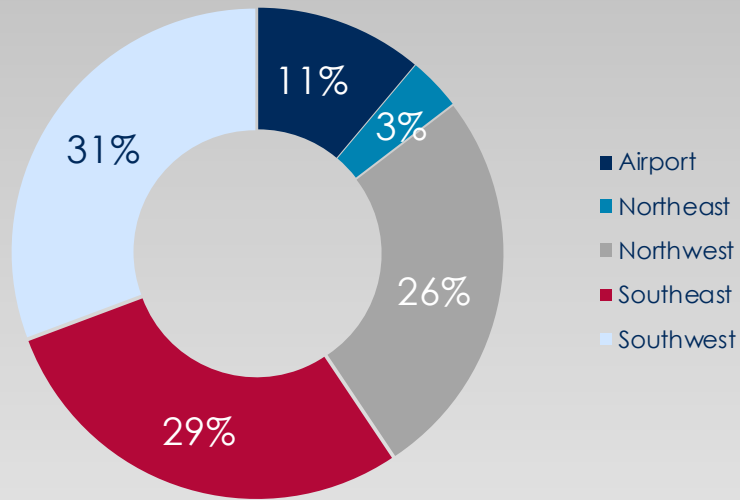
## CONSTRUCTION ACTIVITY 3.31 MSF WAS DELIVERED IN Q4. UC REVISED SIGNIFICANTLY TO 10.2M SF



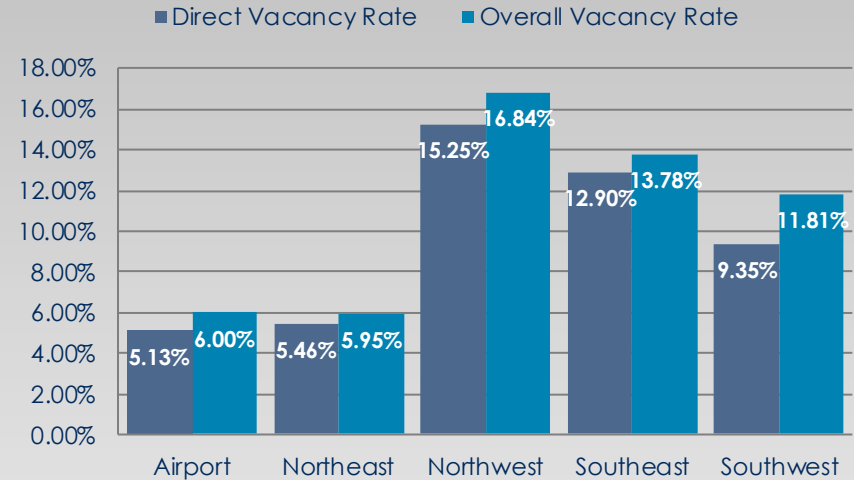
## SALES VOLUME WAS \$1.50B IN Q4. THE MEDIAN PRICE PSF WAS \$210.69



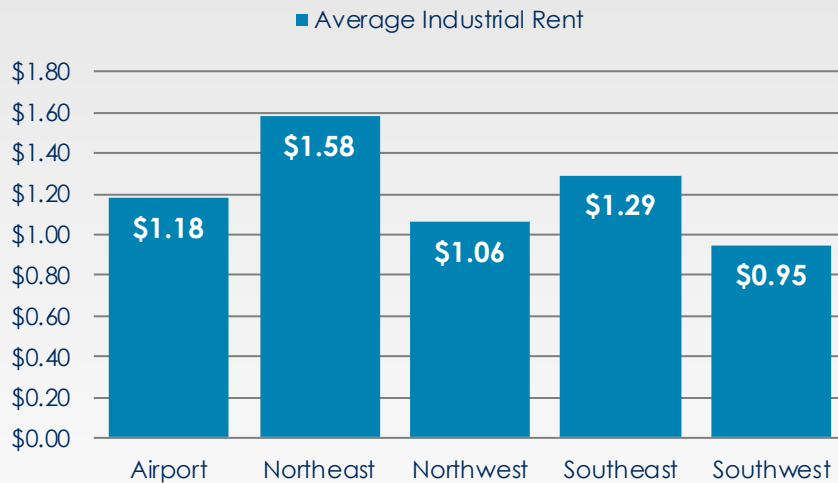
## SQUARE FOOT BREAKDOWN- 493,830,854SF MARKET SIZE



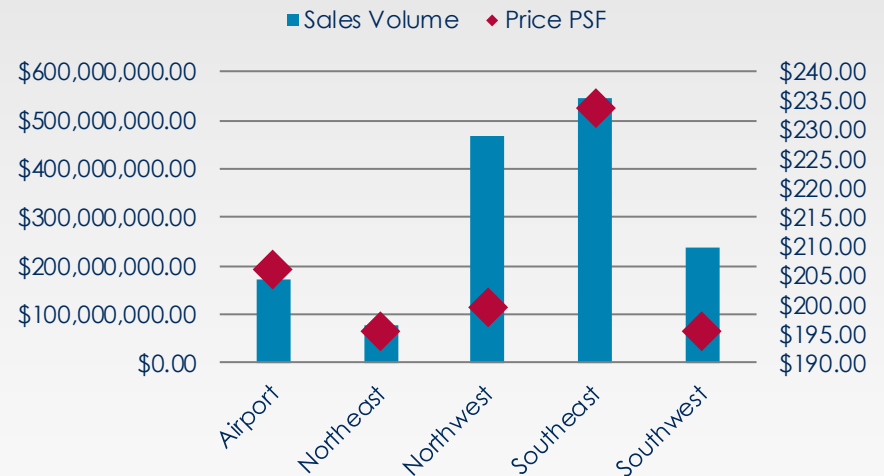
## VACANCY BREAKDOWN



## 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

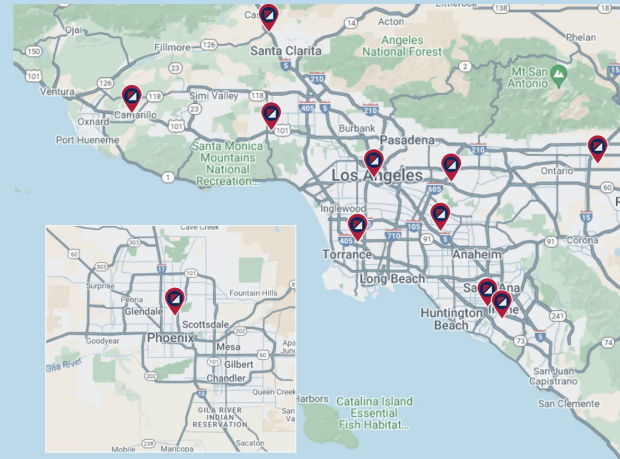
The net change in occupied space over a given period of time, calculated by summing all the positive changes in occupancy (move ins) and subtracting all the negative changes in occupancy (move outs).

### 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 2025

New buildings with original construction completed in the year 2025 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
INDIAN WELLS	74900 HIGHWAY 111, SUITE 221 INDIAN WELLS, CA 92210	760-253-8539



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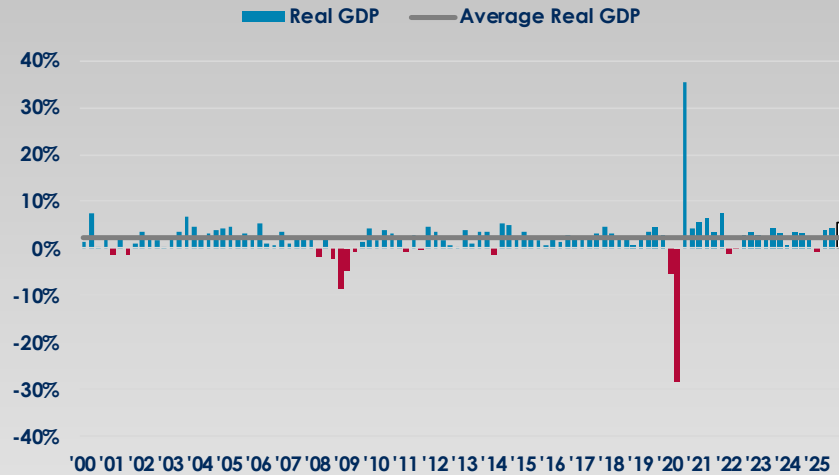
# Economic Overview



Q4 2025

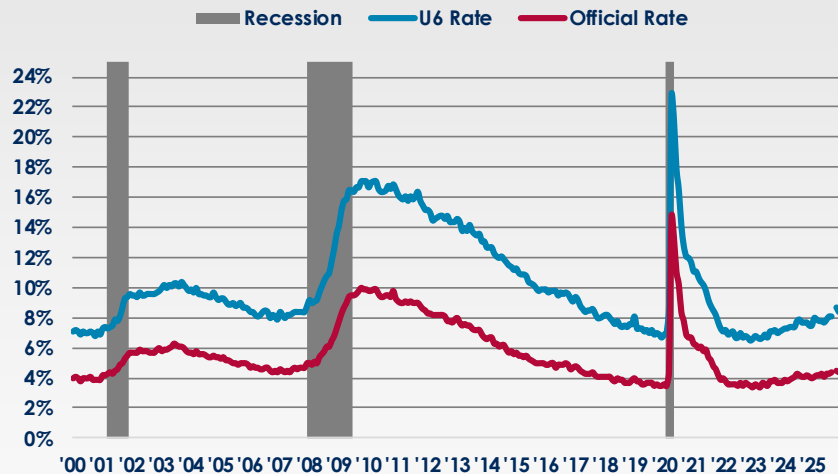
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GDP IN Q3 FINISHED AT 4.3%. Q4 ESTIMATE AT 5.4% PER GDPNOW

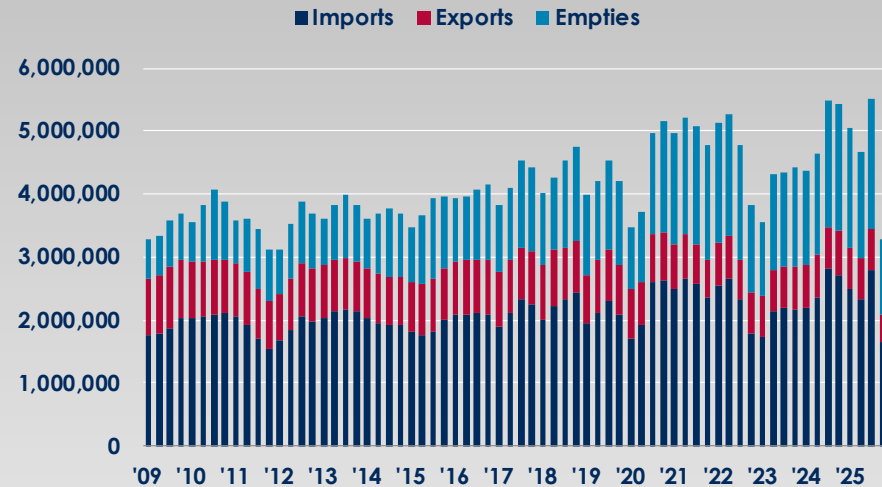


\*5.4% Estimate for Q4-25 from the Federal Reserve Bank of Atlanta GDPNow

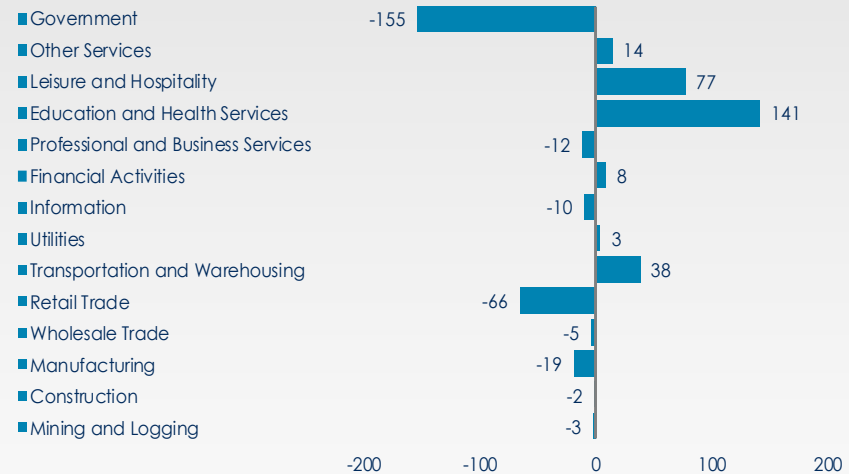
LABOR MARKET RESILIENCE LIKELY TO PAUSE RATE CUTS



PORT ACTIVITY IN Q3 WAS UP 0.4% Y/Y. YTD 2025 UP 1.8% Y/Y

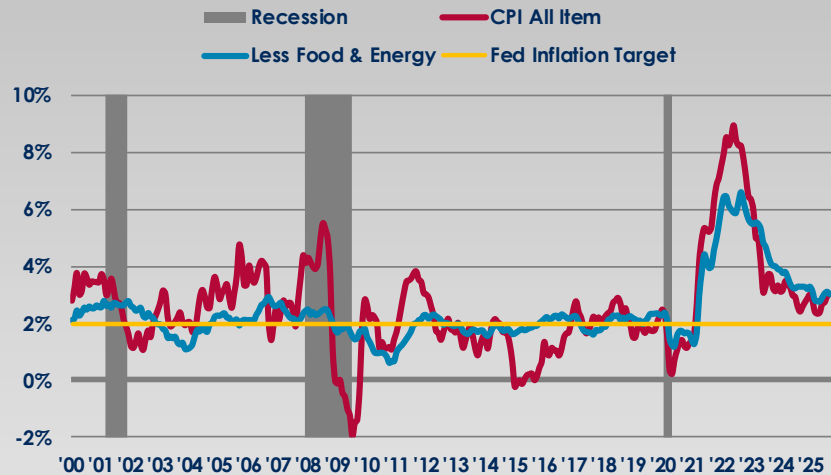


EDUCATION & HEALTH SERVICES LED JOB GAINS AGAIN IN Q4

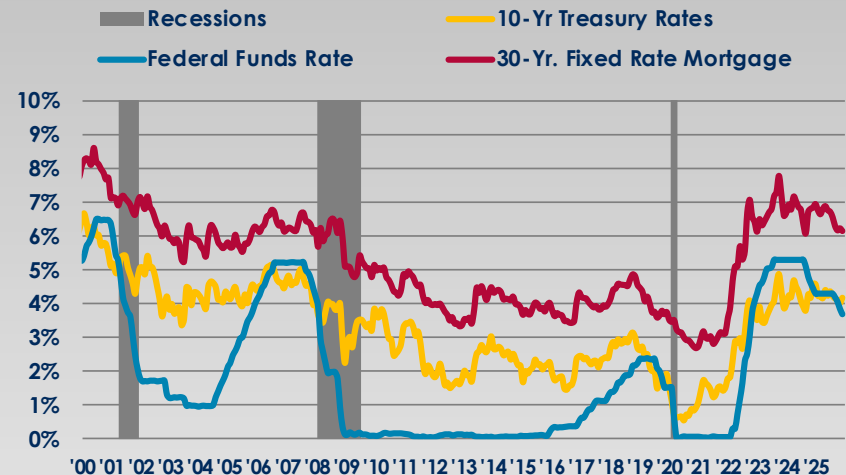




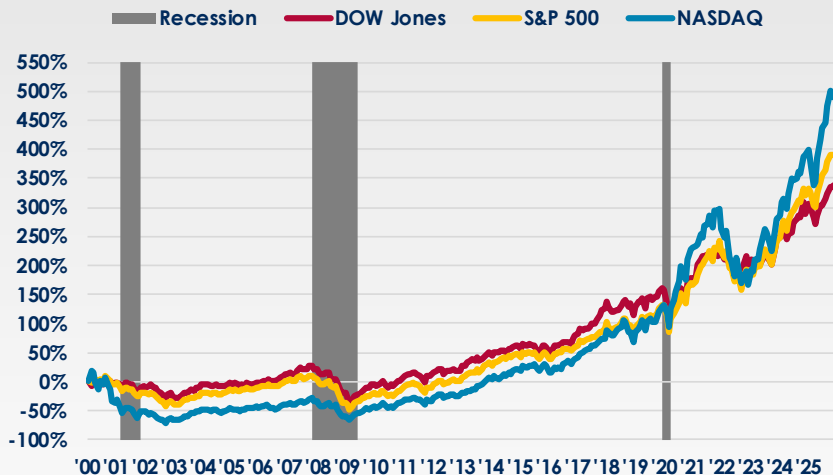
## INFLATION TRENDING UPWARD ABOVE THE FED TARGET OF 2%



## THE FED CUT RATES BY 50 BPS OVER Q4



## MAJOR INDEXES REACHED ALL TIME HIGHS IN Q4



## 10-2 YEAR YIELD CURVE STEEPENED IN Q4

