

2Q 2021
RESEARCH INSIGHTS

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TOPICS

AIR CRE SoCal Coverage Areas

2Q 2021 SoCal Industrial Market Data

AIR CRE Research

Additional AIR CRE Research & Listings Services

Q&A

SPEAKER



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Director of Research

AIR CRE

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TOPIC 1

AIR CRE SoCal Coverage Areas

AIR CRE SOCIAL COVERAGE AREAS



**ALL
PROPERTY
TYPES**

Industrial, Office,
Retail & Land

33K

Listings across 215K
Properties in SoCal

211K

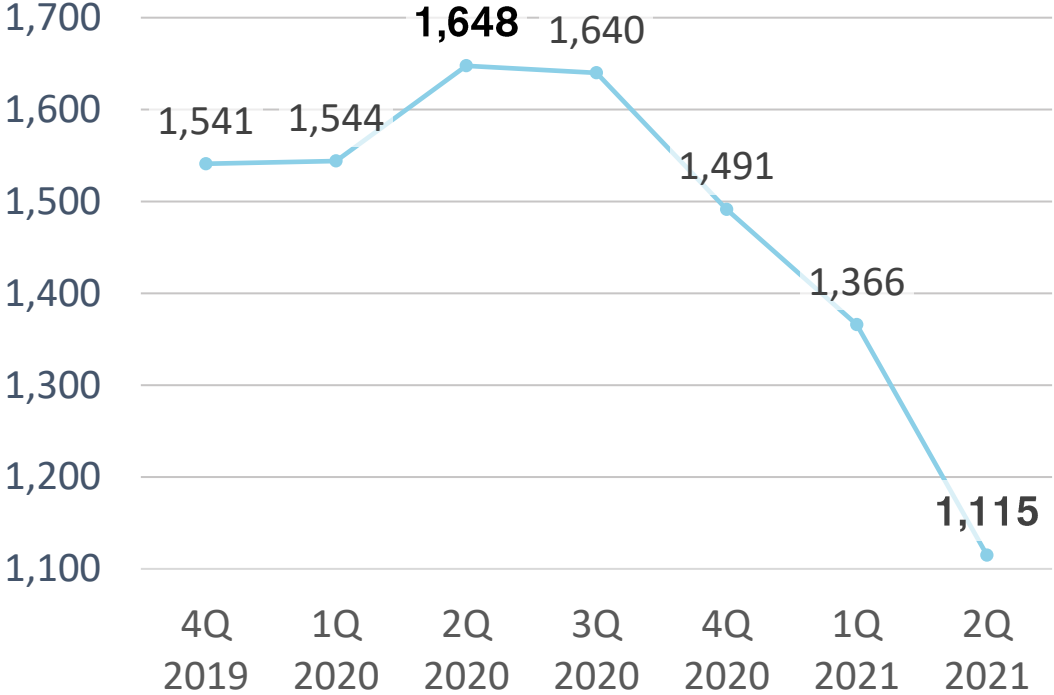
Listings across 72
markets nationally

TOPIC 2

2Q 2021 SoCal Industrial Market Data

TOTAL AVAILABLE LISTINGS: DIRECT LEASE

COUNT

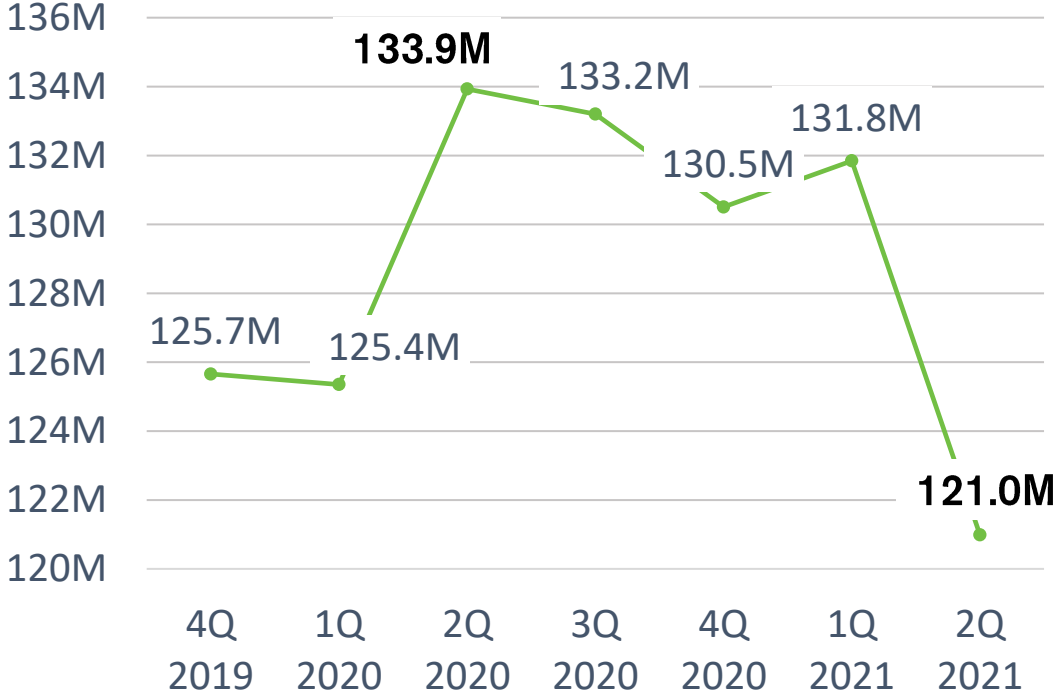


▼ **32%**

Decrease in number of listings:
2Q 2020 to 2Q 2021



BY SF



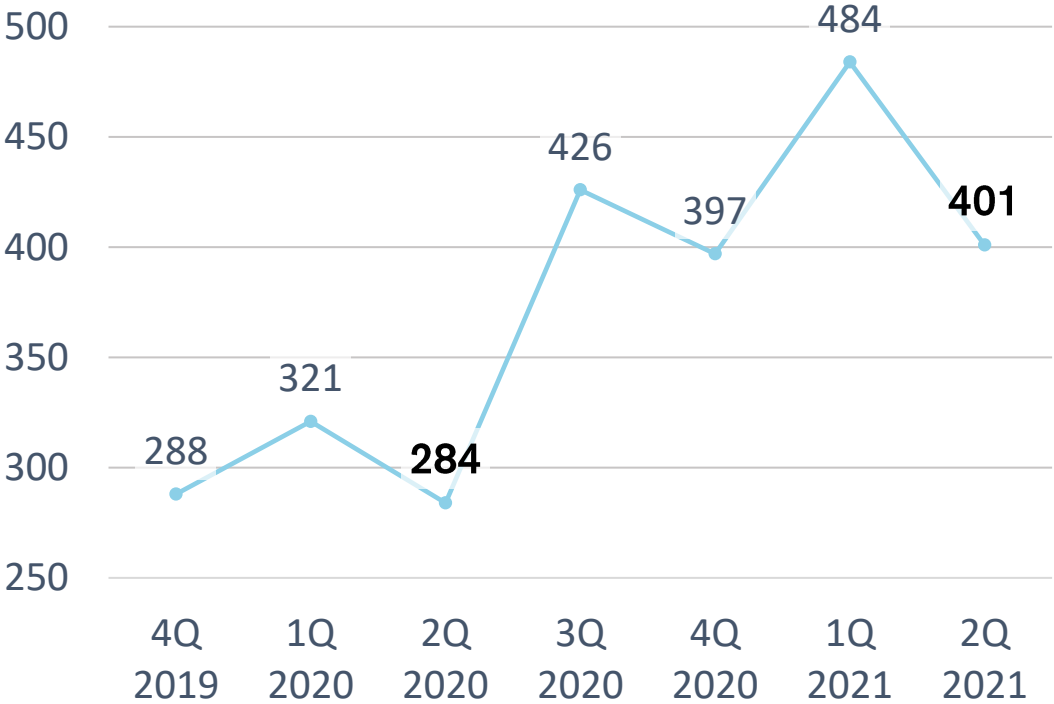
▼ **12.9M SF**

Decrease in SF of listings:
2Q 2020 to 2Q 2021



TRANSACTIONS: DIRECT LEASE

COUNT

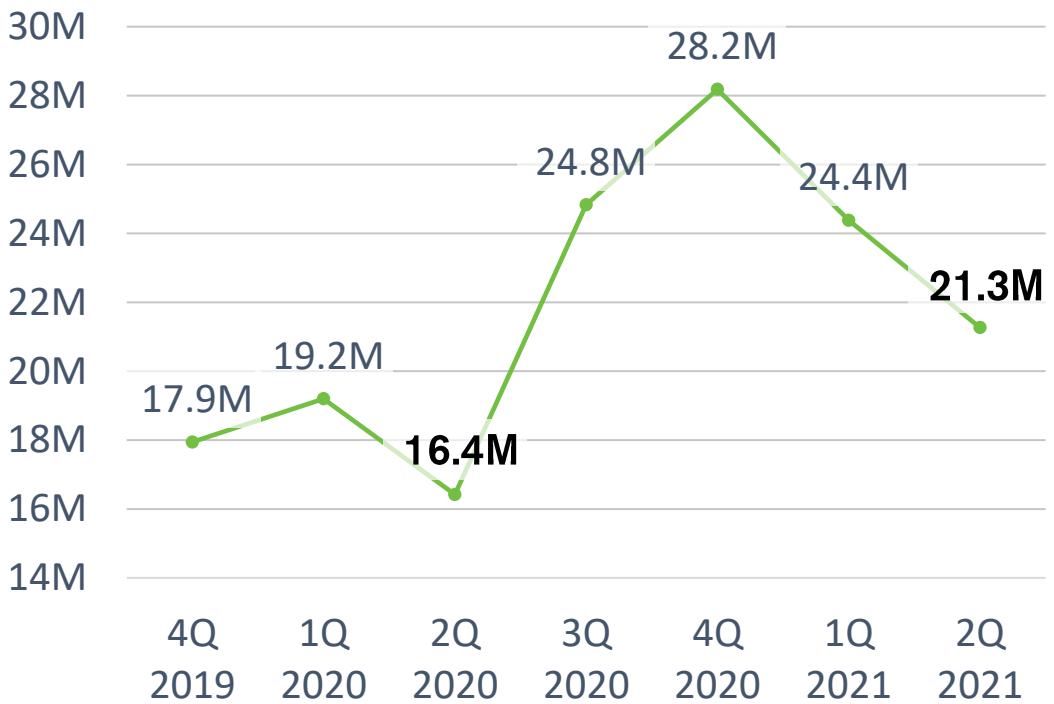


▲ 41%

Increase in number of transactions:
2Q 2020 to 2Q 2021



BY SF

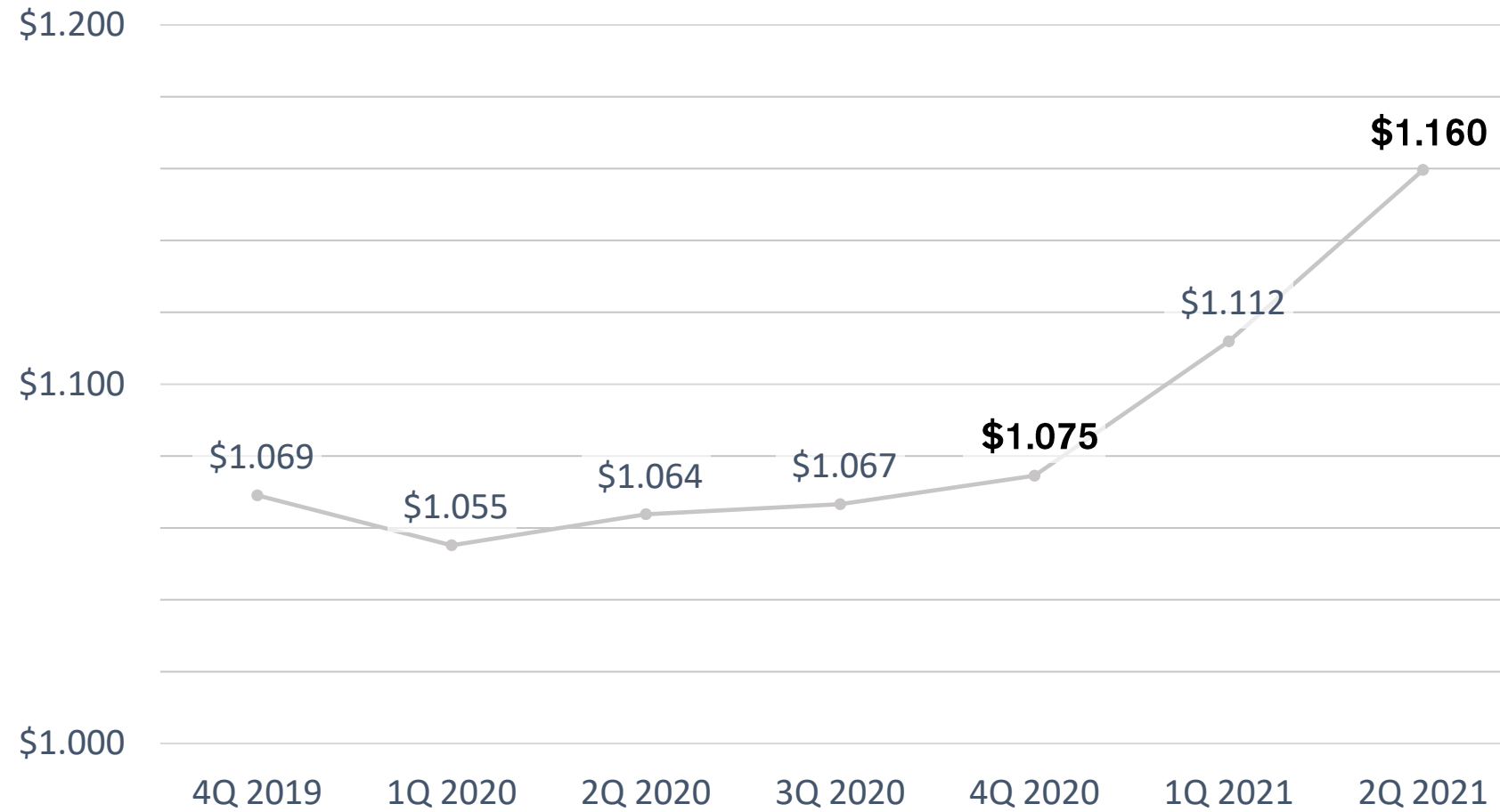


▲ 4.9M SF

Increase in SF of transactions:
2Q 2020 to 2Q 2021



AVERAGE ASKING RATE (NET): DIRECT LEASE

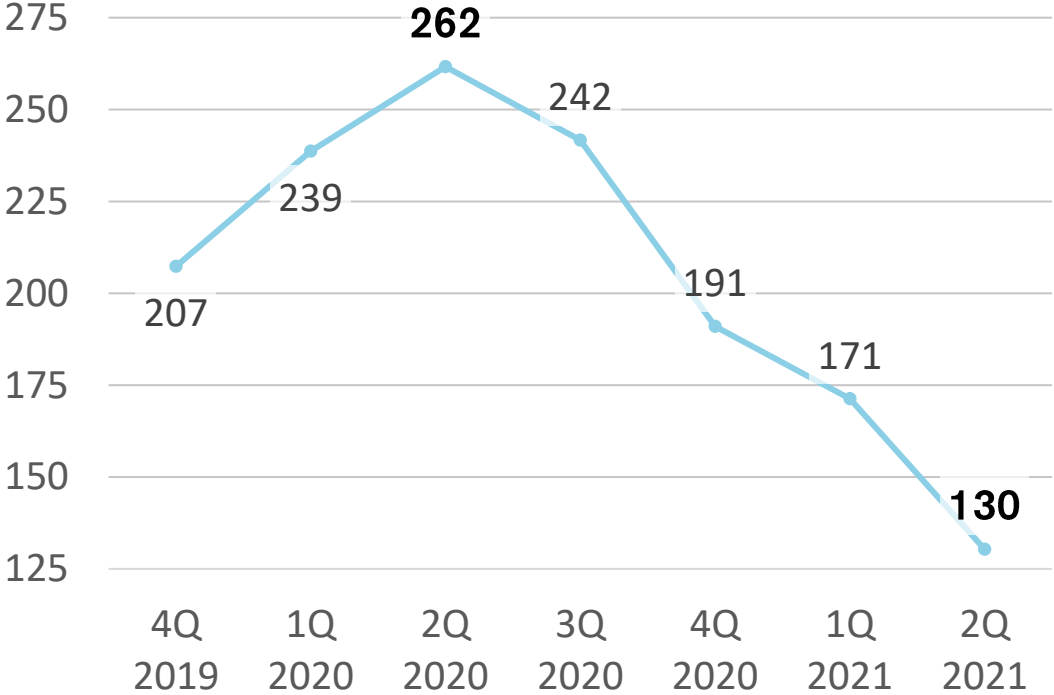


▲ **\$0.09**

Increase in avg asking rate:
4Q 2020 to 2Q 2021

TOTAL AVAILABLE LISTINGS: SUBLEASE

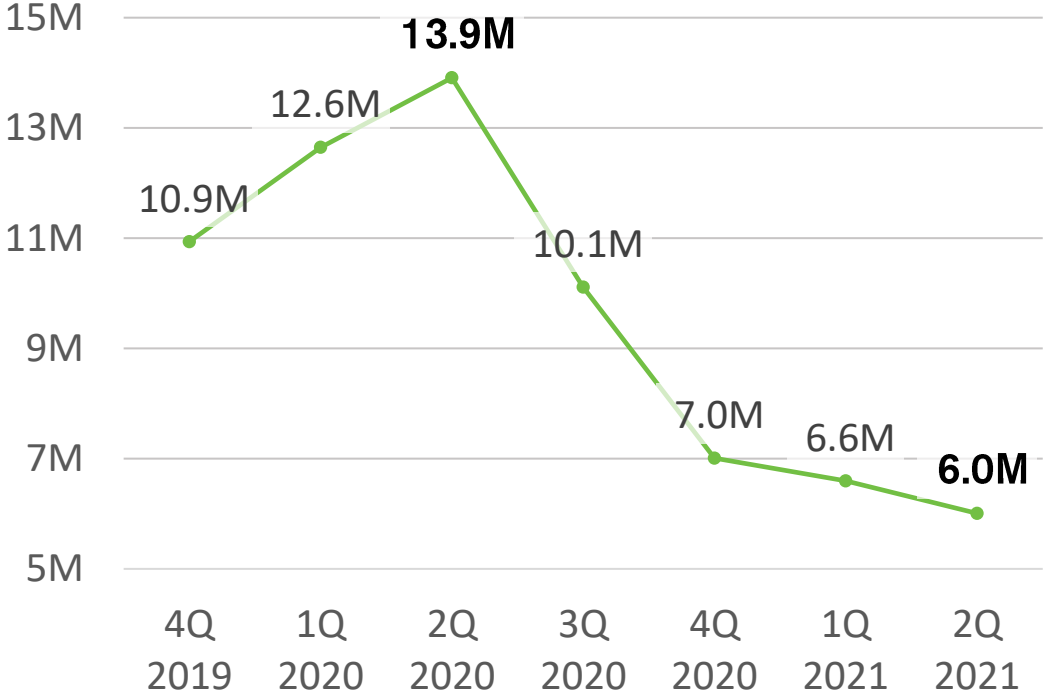
COUNT



▼ 50%

Decrease in number of listings:
2Q 2020 to 2Q 2021

BY SF

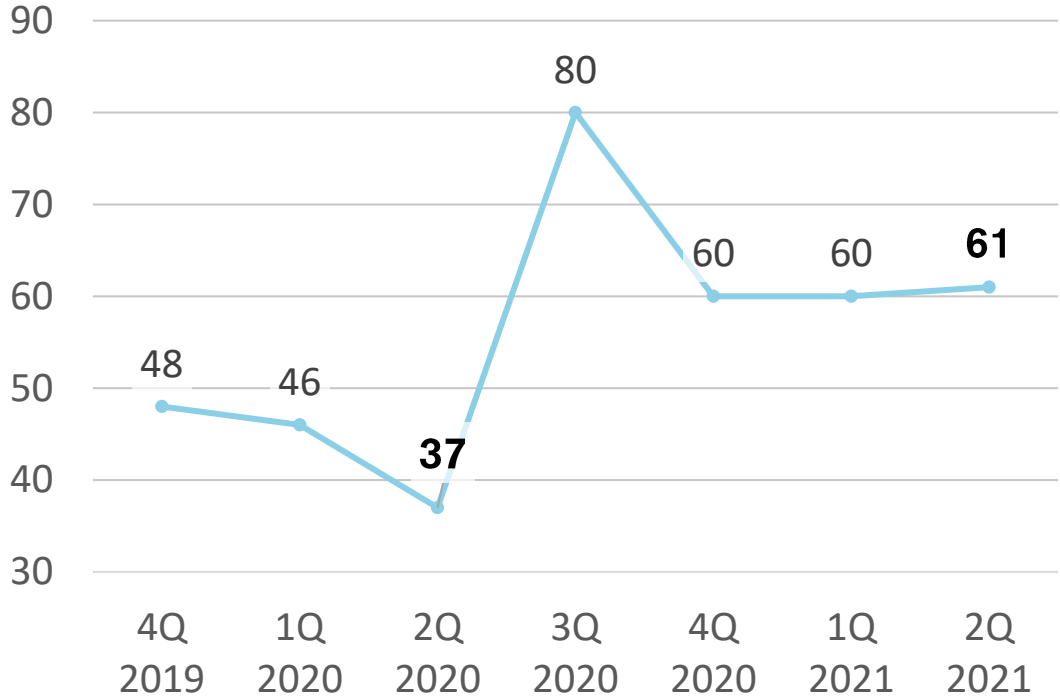


▼ 7.9M SF

Decrease in SF of listings:
2Q 2020 to 2Q 2021

TRANSACTIONS: SUBLEASE

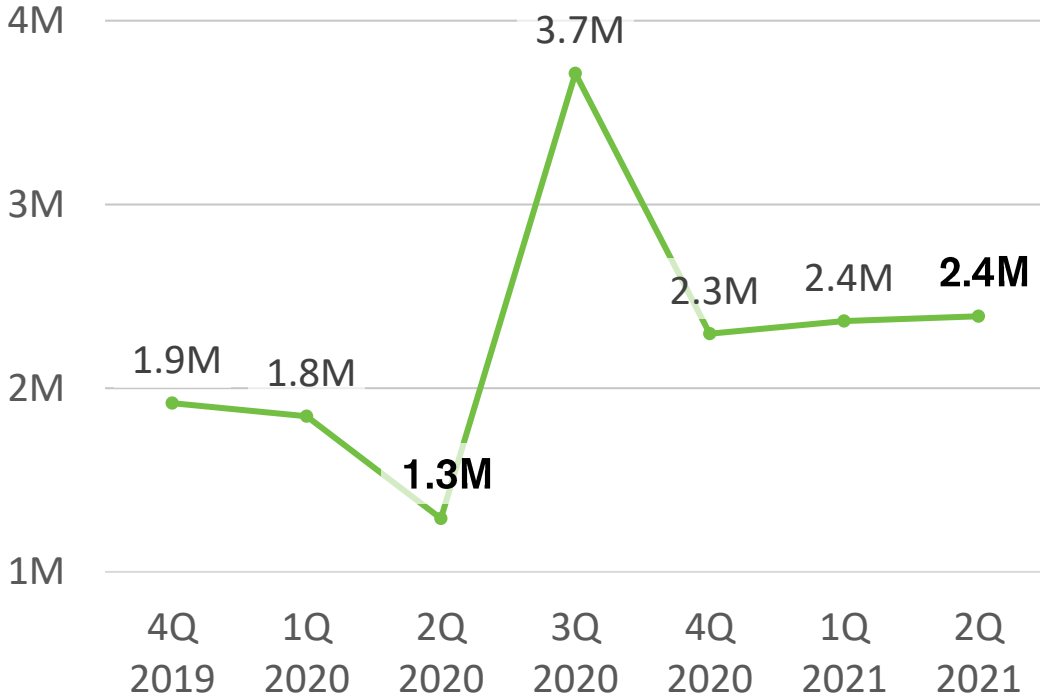
COUNT



▲ 65%

Increase in number of transactions:
2Q 2020 to 2Q 2021

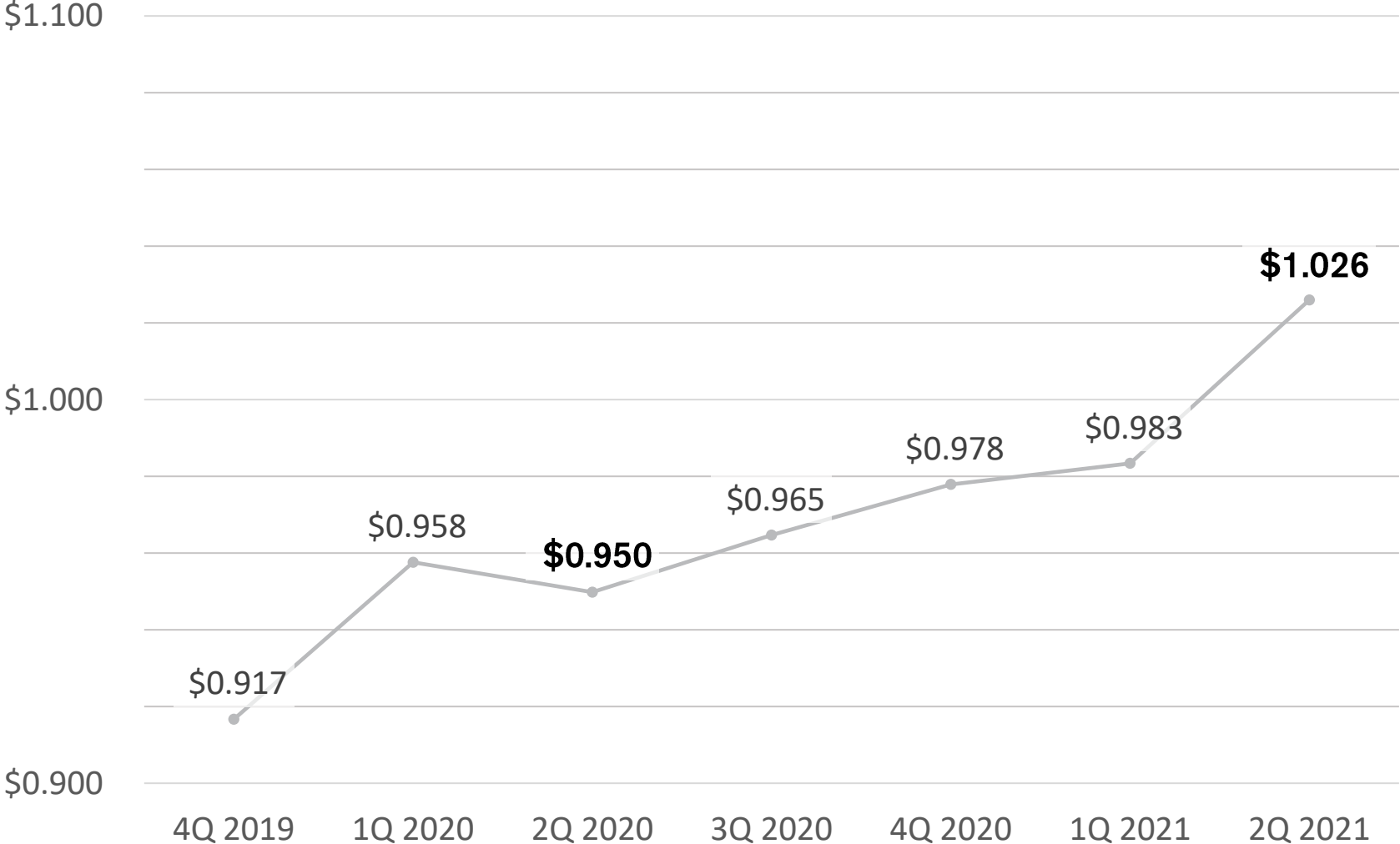
BY SF



▲ 1.1M SF

Increase in SF of transactions:
2Q 2020 to 2Q 2021

AVERAGE ASKING RATE (NET): SUBLEASE



▲ **\$0.08**

Increase in avg asking rate:
2Q 2020 to 2Q 2021

UNDER CONSTRUCTION PROPERTIES: 2020 - YTD 2021

Region	1Q 2020	2Q 2020	3Q 2020	4Q 2020	1Q 2021	2Q 2021
Inland Empire	22,282,119	18,726,383	17,344,627	18,124,352	21,704,835	21,014,092
LA East	586,237	159,231	1,314,120	1,530,370	1,569,723	1,574,952
LA MidCounties	314,109	622,182	559,741	731,412	472,028	297,165
LA Northwest	573,718	1,088,996	1,661,709	1,186,438	1,469,838	588,525
Orange County	654,024	767,655	265,507	265,507	570,757	2,327,406
South Bay	867,824	830,153	1,693,434	1,612,274	1,797,789	1,960,652
Ventura County	408,275	408,275	498,243	411,508	411,508	2,028,666
LA Central	374,306	374,306	695,363	342,316	342,316	470,007
Total	26,060,612	22,977,181	24,032,744	24,204,177	28,338,794	30,261,465

30M+ SF

Total under construction
in 2Q 2021

▲ 32%

Increase in under construction:
2Q 2020 to 2Q 2021

21M SF

Total under construction
in IE 2Q 2021

TOPIC 3

AIR CRE Research

RESEARCH TEAM PRODUCTIVITY: 2020 – YTD 2021

Quarter	New Properties	New Listings	Property Changes	Listing Changes
1Q 2020	2,551	7,726	348,149	427,897
2Q 2020	2,153	6,650	173,346	356,811
3Q 2020	3,065	7,834	178,388	383,095
4Q 2020	2,152	7,074	149,224	343,324
1Q 2021	2,115	6,877	143,622	343,016
2Q 2021	3,441	5,983	158,278	341,459
Total	15,477	42,144	1,151,007	2,195,602

3.4M

Total changes made by the Research Team

2020-2021 YTD SALE COMPS ADDED

Market Area	Industrial	Land	Office	Retail	Multifamily	Hospitality & Specialty	Total
Inland Empire	790	1,082	283	542	830	87	3,614
LA Central	278	90	85	328	1,679	41	2,501
LA East	258	74	127	233	605	44	1,341
LA MidCounties	91	19	40	73	145	11	379
LA Northwest	292	53	91	172	425	32	1,065
Orange County	543	83	371	264	774	45	2,080
South Bay	290	116	148	365	1,454	48	2,421
Ventura County	192	61	98	96	106	10	563
Total	2,734	1,578	1,243	2,073	6,018	318	13,964

14K

Sale comps added since 1Q 2020

TRUE OWNER INFORMATION

Property Type	# Properties
Industrial	53,100
Land	13,255
Office	16,114
Retail	17,609
Specialty	650
Hospitality	495
Multi-Family	15,038
Total	116,261
Completed	88,358
Remainder	27,903

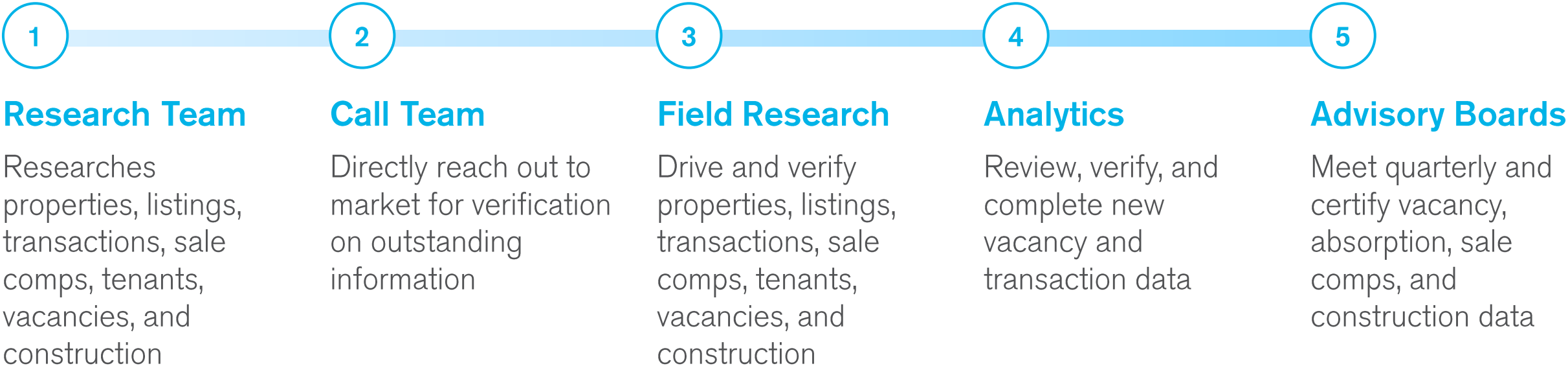
76%

Of properties over 5K in the system have true owner information

4Q 2021

When all properties will have true owner information

NEW VACANCIES/TRANSACTIONS VERIFICATION



ADVISORY BOARD MEMBERS

Ventura County

Bob Boyer – CBRE
Bram White – Daum
Grant Fulkerson – L&A
Grant Harris – L&A
John Ochoa – L&A
Mike Tingus – L&A
Mike Walsh – Daum
Mike Wax – IPA
Patrick DuRoss – Newmark
Paul Farry – CBRE
Indira Rodriguez – CBRE
Bob Boyer – CBRE
Bram White – Daum

LA Central

Iqbal Hassan – Quantum
Jeff Sanita – Newmark
Jeff Stephens – CBRE
Jerry Sackler – Daum
Jon Reno – Kidder
Paul Sablock – JLL
Will Smith – Colliers

LA Northwest

Bart Reinhard – JLL
Chad Gahr – NAI
Dave Harding – Colliers
David Hoffberg – Delphi
David Young – NAI
Greg Barsamian – CBRE
Jeff Puffer – Delphi
John Erickson – Colliers
Kevin Tamura – Daum
Patrick DuRoss – Newmark
Randy Kobata – Daum
Bart Reinhard – JLL
Chad Gahr – NAI

LA MidCounties

Cameron Driscoll – JLL
Chris Sheehan – Colliers
Joel Hutak – L&A
Laird Perkins – CBRE
Luke McDaniel – JLL
Mike Foley – Colliers
Peter Castleton – Voit
Rick McGeagh – CBRE
Tim Cronin – L&A

Inland Empire

Dave Consani – CBRE
Jim Koenig – CBRE
Josh Hayes – CBRE
Kyle Kehner – C&W
Mark Kegans – Newmark
Mark Zorn – Colliers
Michael Chavez – L&A
Mike McCrary – JLL
Nick Chang – NAI
Patrick Wood – JLL
Rick John – Daum
Ron Washle – Newmark
Ruben Goodsell – JLL
Tim Hawke – Strata
Trent Wylde – Majestic
Walt Chenoweth – Voit

LA East

Charles Johnson – Daum
Christopher Bonney – L&A
Jason Chao – CBRE
Jeff Bethel – L&A
Lynn Knox – CBRE

LA East (cont)

Mike Roski – Majestic
Mitch Ashwill – Ashwill
Nathan Lara – Daum
Rick Sheckter – Newmark
Rudy Lara – Daum
Rustin Mork – JLL
Ryan Campbell – NAI
Shan Lee – Kander Pacific
Stu Milligan – C&W
Todd Launchbaugh – L&A
Tony Phu – Colliers
Trent Wylde – Majestic
Will Kim – Colliers

South Bay

Andrew Lara – Daum
Brian Held – CBRE
Casey Mungo – Daum
Chuck Littell – Colliers
David Bales – L&A
Frank Schulz – Klabin
Andrew Dilfer – Kidder
John Bowman – Kidder
Andrew Dilfer – Kidder

South Bay (cont)

John Bowman – Kidder
Mike Kantor – Gateway
Robert Flores – CBRE
Rudy Lara – Daum
Steve Bohannon – C&W
Senna De La Cruz – Colliers

Orange County

Brock Stryker – L&A
Chuck Wilson – Colliers
Clyde Stauff – Colliers
Dan Kruse – L&A
Greg Osborne – Newmark
Jim Snyder – Tidemark
JR Williamson – NAI
Louis Tomaselli – JLL
Nick Spatafore – CBRE
Randy Ellison – C&W
Rick Ellison – C&W
Seth Davenport – Voit
Steve Wagner – JLL
Sue Lyle – Irvine Company

TOPIC 4

Additional AIR CRE Research & Listings Services

EMAIL BROADCAST SYSTEM

Voit

REAL ESTATE SERVICES

Industrial for Lease in Anaheim (187,520 SF)



[2870-2872 E La Palma Ave, Anaheim, CA 92806](#)

Industrial for Lease in Anaheim (187,520 SF)

187,520 SF Building

6,132 SF of Two-Story Office

56' x 60' Typical Column Spacing

2,000 Amp Electrical Capacity

ESFR Sprinkler System, Diesel Fire Pump

Immediate Access to 91 and 57 Freeways

CBRE

Industrial for Lease in Cerritos (5,622 SF) -Vacant & Ready to Occupy



13875 Cerritos Corporate Dr, Cerritos, CA 90703

Industrial for Lease in Cerritos (5,622 SF) -Vacant & Ready to Occupy

Corporate Image Facility - Service and Flex Uses

Expandable Up to 7,177 SF (±1,555 SF Mezz BTS)

24' Clear Warehouse, 10x12 Ground Level Loading Door

Easy Access to 5, 91 & 60 Freeways

14K+

CRE contacts in the
AIR CRE Research &
Listings platform

SITELINKS

The screenshot displays the Ashwill Associates website interface. At the top, a navigation menu includes 'Home', 'Meet Ashwill', 'Service Focus', 'Listings', 'Experience', and 'Contact'. The 'Listings' link is underlined. Below the navigation is a banner with the word 'PROPERTIES' in white text on a background of interlocking gears. A search and filter bar is positioned below the banner, featuring dropdown menus for 'Location', 'Type', 'Price/Size', and 'More', a 'Keyword' search field, and a 'Reset' button. To the right of the search bar is a 'Grid' view selector. The main content area is divided into two sections: a map of Southern California on the left and three property listing cards on the right. The map shows various cities and is equipped with interactive tools like 'Draw Shapes', 'Draw Radius', and 'Map' controls. The three listing cards are: 1) 'Office' at '1914-1940 W Orangewoo...' with 143 SF - 36,854 SF, priced at \$6,990,000_ / \$21.60 - \$43..., and 9 spaces available. 2) 'Industrial' at '3900 Prospect Ave' with 3,652 SF, priced at \$13.80 Annual/SF, for Warehouse/Office use. 3) 'Office' at '503 S Glassell St' with 945 SF, priced at \$34.32 Annual/SF, for Mixed Use. Each card includes the Ashwill Associates logo and a 'Flyer' download button.

DISPLAY YOUR LISTINGS

On your own website

CLIENT DATA MANAGEMENT

AIR CRE Powered by **Catylist** | Listings | Transactions | Agents | Email | Help

CBRE

1,908 Listings Manage Listings Generate Inventory Report View Listing Traffic

1,968 Transactions Manage Transactions

215 Agents Manage Agents

Listings for CBRE

Add a Listing Download Inventory Report Verify Listings Expand All Filter by Agent Sorting by Total Available SF

	1829-2289 E Orangethorpe (Portfolio) Goodman Logistics Center Fullerton 1829-2289 E Orangethorpe Ave, Bldg 1-4, Fullerton, CA	● Industrial Warehouse/Distribution Under Construction Bldg status	1,536,055 SF Total Available 1,536,055 SF Building 20.08 Acres Land	Show 1 Space
	1829-2099 E Orangethorpe (Portfolio) Goodman Logistics Center Fullerton 1829-2099 E Orangethorpe Ave, Bldg 1 & 2, Fullerton, CA	● Industrial Warehouse/Distribution Under Construction Bldg status	875,194 SF Total Available 875,194 SF Building 65.16 Acres Land	Show 1 Space
	3880 N Mission Rd Mission Heights 3880 N Mission Rd, Los Angeles, CA	● Industrial Warehouse/Distribution Existing Bldg status	560,775 SF Total Available 1,520,758 SF Building 39 Acres Land	Show 8 Spaces
	2099 E Orangethorpe Ave, Bldg 2 Goodman Logistics Center Fullerton 2099 E Orangethorpe Ave, Bldg 2, Fullerton, CA	● Industrial Warehouse/Distribution Under Construction Bldg status	538,226 SF Total Available 538,226 SF Building 48.91 Acres Land	Show 1 Space


UPDATE YOUR OWN LISTINGS

In the Research & Listings platform

PRIVATE COMPS & LISTINGS

Create your own custom database in the system

SUPER SHEETS & FEATURED PROPERTIES

AIR CRE		AIRCRE.com, Los Angeles, CA 90017 714-538-8432					
INDUSTRIAL	Available SF	Rate/SF	DH/GL	Const Status	Clear Height		
Property Location	Vacant	Price/SF	Sprinkler	Listing Status	Amps		
	Office SF	Bldg SF	Yard	Possession	Parking	Listing Notes	
1	Business Park Name Here	99,999 SF	\$1.50 G	2/10	Existing	20'	Your Listing Details Here
	Your Property Name	Yes	NFS	ESFR	Available	800	
	City, CA Zip	10,000 SF	99,999 SF	Fncd/Pvd	Now	1.7:1	
	Your Marketing Flyer	Your Company - Your Name Here Your Phone Number Here					
		Drive more traffic to your listings, or recent transactions, by being a "Featured Property" on the daily Super Sheet. For details, contact Sean Pullin at spullin@aircre.com or 714-855-5801.					

DAILY TOP LISTINGS

Sent to your inbox

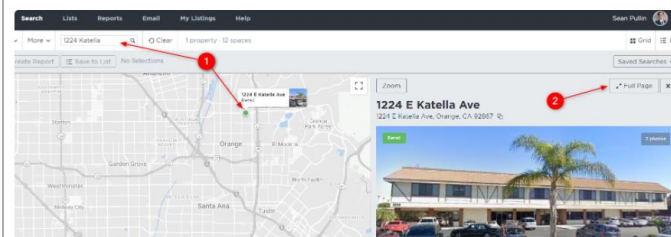
TECH TRAINING & SUPPORT

Finding Property Tenant info



With the AIR CRE Research & Listings platform, you can search for the tenants of an individual property and download a PDF or Excel file containing the Company name, Phone number, and email address for the tenant.

1. Search for a property with the keyword search, then click on the pin that appears on the map for the property.
2. On the top right corner of the page, you should now see a button to click on for "Full Page".



3. Now at the Property profile page, scroll down until you see the "Property Report" button.

AIR CRE Research & Listings Platform Training

July 2021



Join AIR CRE for an online webinar demonstration of the new AIR CRE Research & Listings software – Topics Include:

- Logging In
- Navigating the system
- Searching and saving search results
- Saving searches and getting notification
- Broadcasting your listings
- Reporting

July

Monday	Tuesday	Wednesday	Thursday	Friday
5	6	7	8	9
No Training	3:00 pm	3:00 pm	3:00 pm	No Training
12	13	14	15	16
3:00 pm	3:00 pm	3:00 pm	3:00 pm	No Training
19	20	21	22	23
No Training	3:00 pm	3:00 pm	3:00 pm	No Training
26	27	28	29	30
3:00 pm	3:00 pm	3:00 pm	3:00 pm	No Training

Online Screen Sharing and Conference Call

AIR CRE Research & Listing Webinar
Click the link below to join from your computer, tablet or smartphone.
https://www.gotomeet.me/AIR_CRE

Audio Dial-In: +1 (312) 757-3121
Access Code: 646-945-981

First time using GoToMeeting? Try a test session:
<http://help.citrix.com/getready>

ON DEMAND TRAINING

Tips & Tricks videos and step-by-step instructions provide answers to all of your common questions

LIVE SESSIONS WITH AN EXPERT

Join AIR CRE's Director of Training for daily, live training and Q&A

TOPIC 5

Q&A



Membership Contact

Sean Pullin

Director of Business Development

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C 714.855.5801

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