

Q4 2023

RESEARCH INSIGHTS

IE, LA, OC, VENTURA COUNTY LISTING INFORMATION

SPEAKER



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Q4 2023 MARKET SUMMARY

U/C Listings

There is leveling off u/c listings due to new space deliveries and rising vacancy as new development exceeds demand.

Asking Rates

Asking rates are leveling off. Average rates will continue this trend in 2024.

Direct Leased SF

There was less SF leased in the second half 2023 than in previous quarters dating back to the pandemic's beginning.

Pre-Leased U/C

The pre-leasing of u/c space is slowing down significantly.

Sublease Space

Sublease represents 22% the total space available in existing buildings.

Direct v. Sublease

Direct transactions are following a steady decline, sublease space has continued on an upward trend in Q4.

Time on Market

Both sublease and direct space had similar YOY increase in time on market.

Sold SF

Over 32% of all the 9.2M total SF sold was in the Inland Empire

Delivered Properties

There was more built in 2023 than in the previous three years.

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Transactions – Count & SF

By Size & Region

Market Highlight: Top Sublease Transactions

Transactions by SF: Comparison

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Q4 2023 MARKET SUMMARY

ADVISORY BOARD MEMBERS

AIR CRE SOCIAL COVERAGE AREAS



**ALL
PROPERTY
TYPES**

Industrial, Office,
Retail & Land

35K

Listings across 407K
Properties in SoCal

393K

Listings across 78
markets nationally

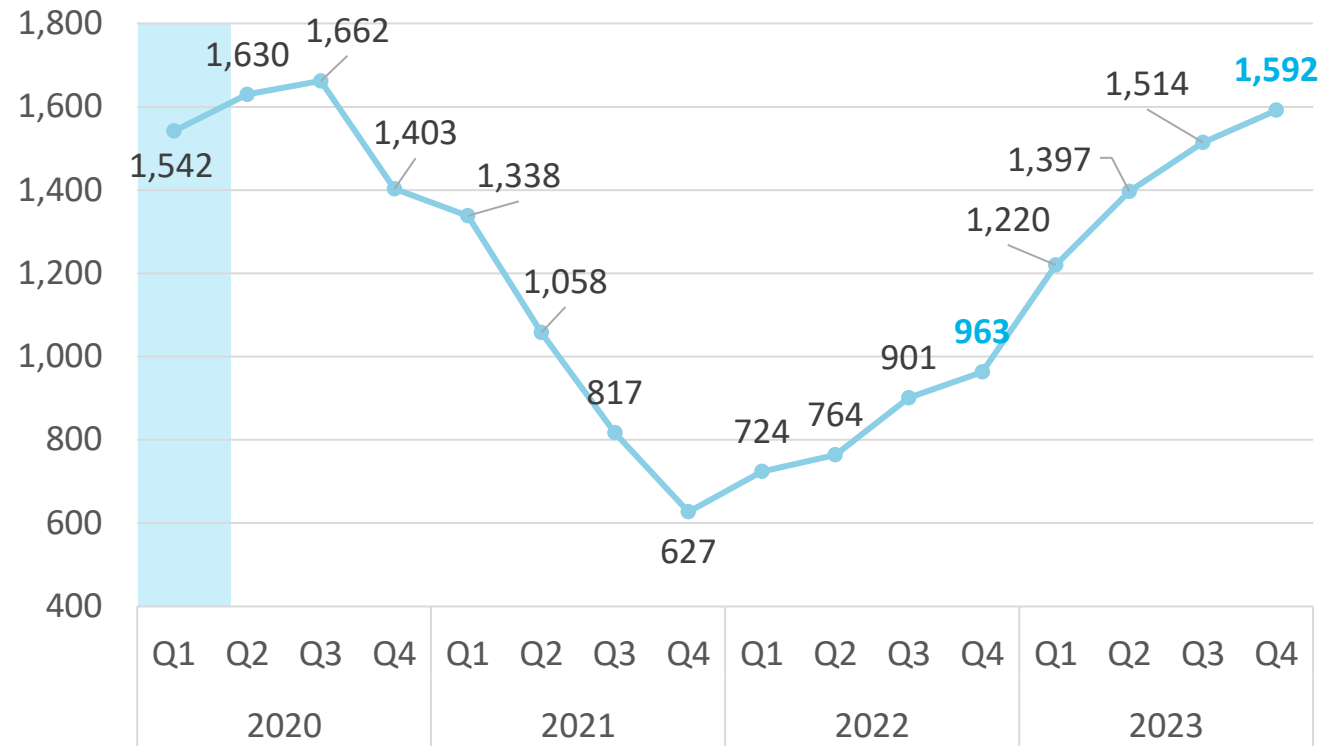
TOPIC 1

DIRECT LEASE AVAILABILITY

EXISTING AVAILABLE: DIRECT LEASE LISTINGS

IE, LA, OC, VENTURA COUNTY

COUNT

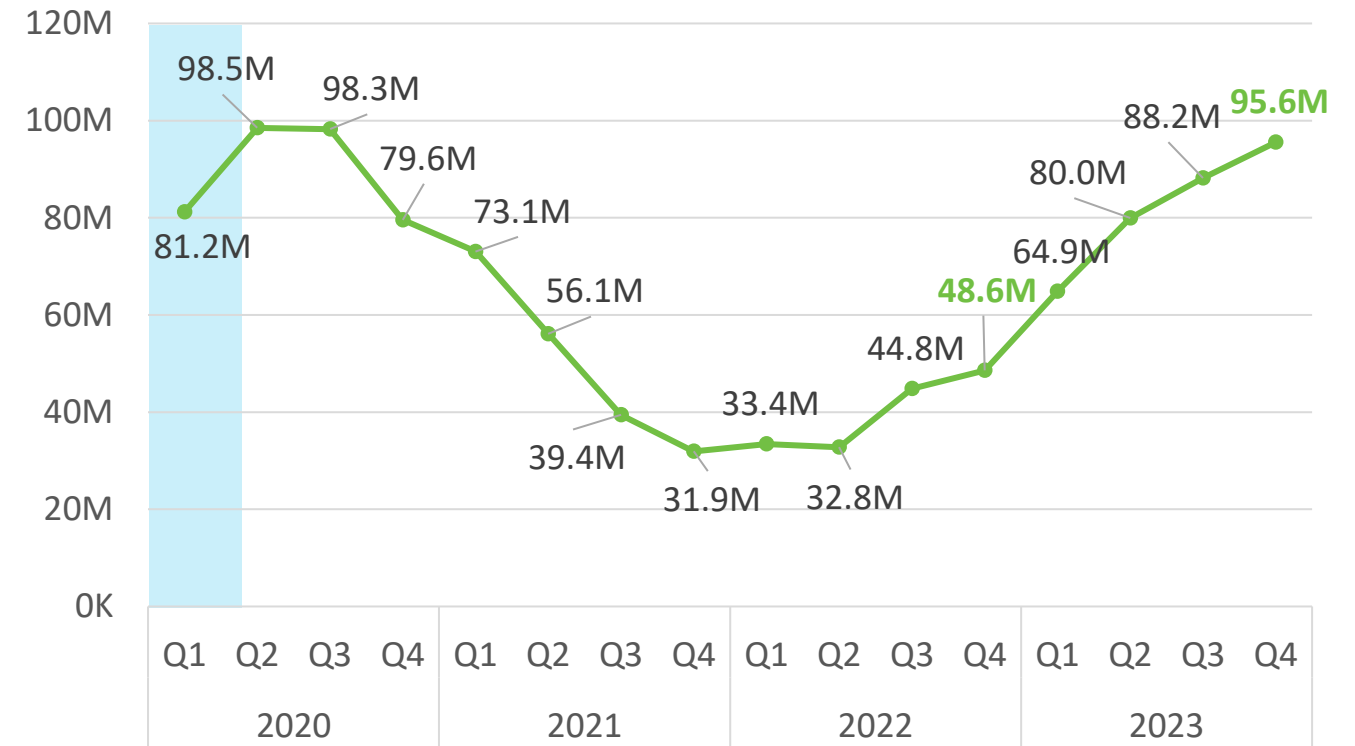


Blue shaded area indicates beginning of pandemic

▲ **65%**

YOY increase in number of listings

BY SF



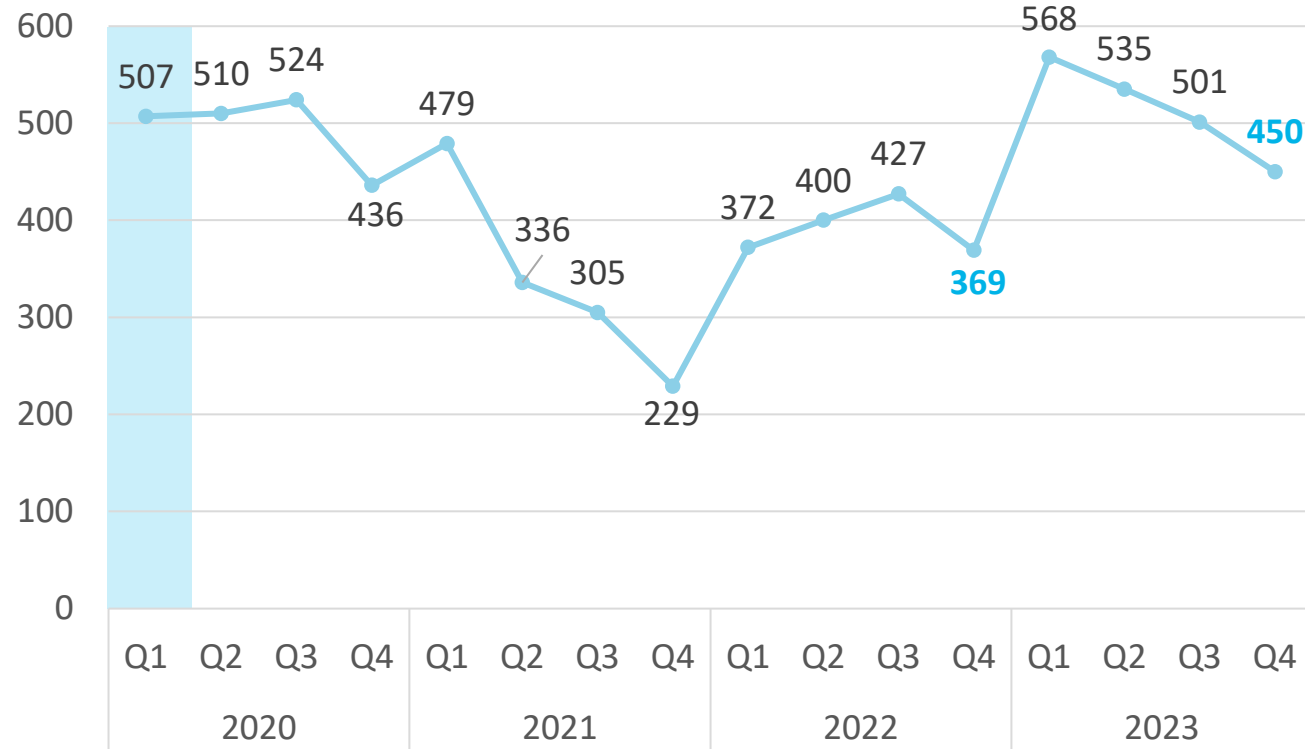
▲ **47M (97%)**

YOY increase in available SF

NEWLY ADDED: DIRECT LEASE LISTINGS

IE, LA, OC, VENTURA COUNTY

COUNT



Blue shaded area indicates beginning of pandemic

▲ **22%**

YOY increase in number of listings added

BY SF



▲ **12.5M (60%)**

YOY increase in available SF added

11.1M SF (34%)

Newly added Proposed or Under Construction listings

MARKET HIGHLIGHT: NEWLY ADDED EXISTING INDUSTRIAL LISTINGS

Largest Listings Added in Inland Empire – Q4 2023

Agua Mansa Commerce Park



6120 Clinker Dr, Bldg 1,
Jurupa Valley
1,025,132 SF
Dan de la Paz, Jeff Fritch, Darla Longo, & Barbara Perrier (CBRE)



12400 Arrow Rte



12400 Arrow Rte,
Rancho Cucamonga
611,573 SF
Ian DeVries & Chris DeVries (Colliers)

Park Mira Loma West



12300 Riverside Dr,
Eastvale
557,500 SF
Mike McCrary , Ruben Goodsell ,
& Peter McWilliams (JLL)

Agua Mansa Gateway



12249 Holly St,
Riverside
457,120 SF
Thomas Taylor, Steven Bellitti, Joey Jones, & Evelyn Manning (Colliers)

MARKET HIGHLIGHT: NEWLY ADDED EXISTING INDUSTRIAL LISTINGS

Largest Listings Added in Other Areas – Q4 2023

Bridge Point Long Beach



South Bay
2400 E Artesia Blvd,
Long Beach
415,312 SF
Jeff Huberman & Spencer
Casement (Lee & Associates)

13000 E Temple Ave



LA East
13000 E Temple Ave,
Industry
407,638 SF
Rigsby Duncan, Mike Fuelling, Dedrik
Pharis, & Jay Dick (CBRE)

2100-2110 Yates Ave



LA Central
2100-2110 Yates Ave,
Montebello
374,370 SF
John McMillan, Jeff Sanita ,
Danny Williams, Connor Reeves, &
Andrew Conroy (Newmark)

Watson Corporate Center

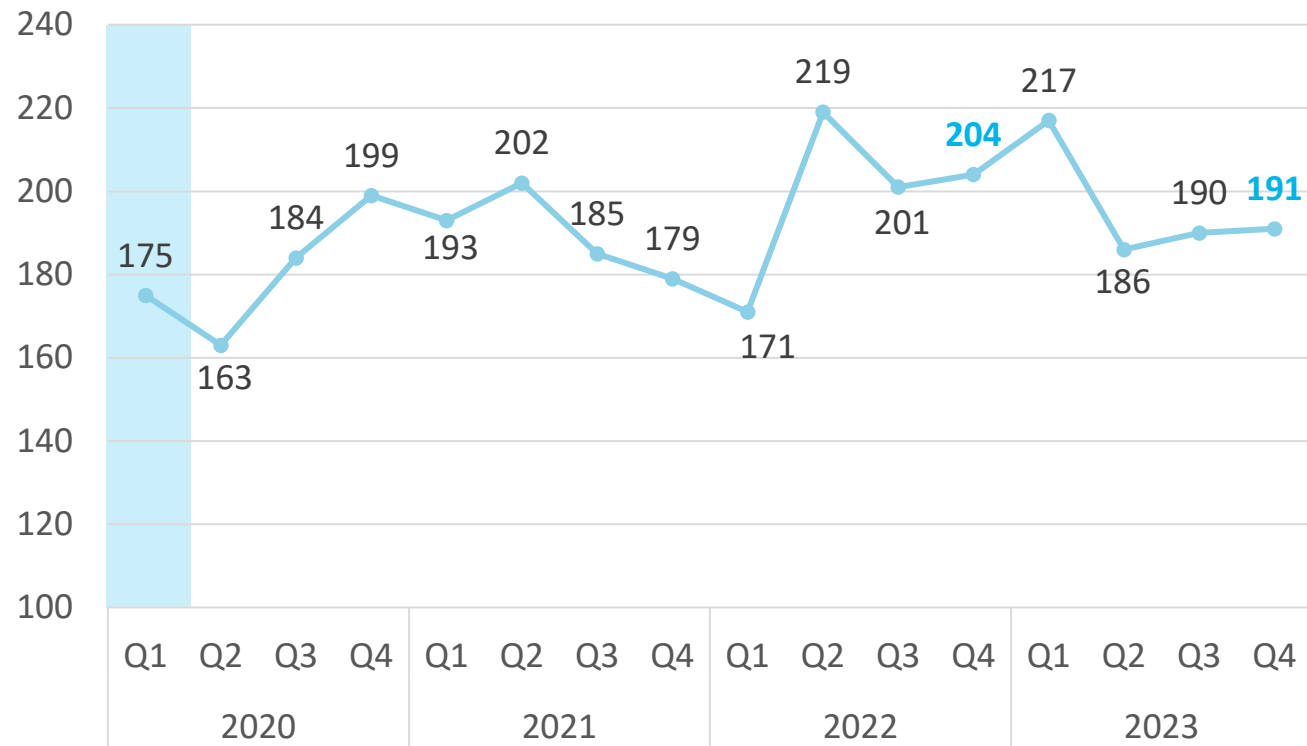


South Bay
2000 E Carson St,
Carson
293,800 SF
Lance Ryan & Michael Bodlovich
(Watson Land Company)

UNDER CONSTRUCTION AVAILABLE: DIRECT LEASE LISTINGS

IE, LA, OC, VENTURA COUNTY

COUNT

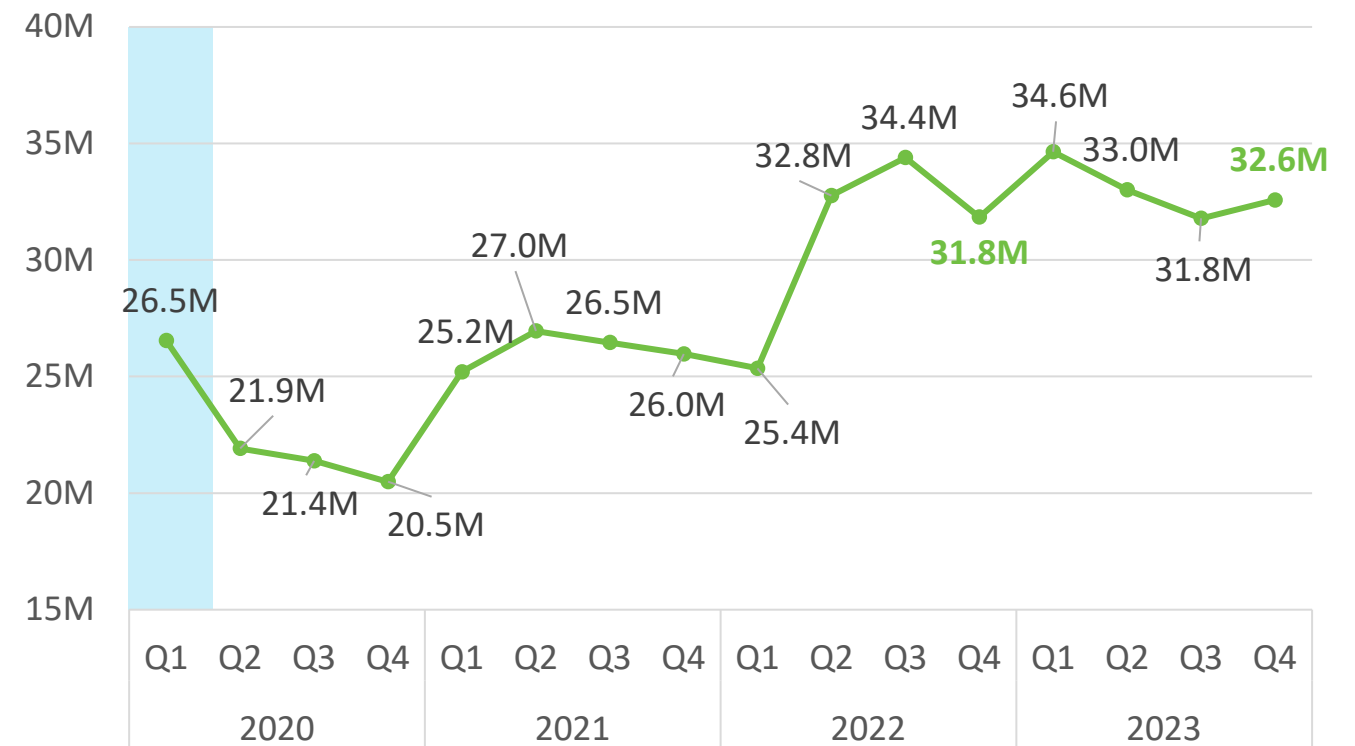


Blue shaded area indicates beginning of pandemic

▼ **6%**

YOY decrease in number of listings

BY SF



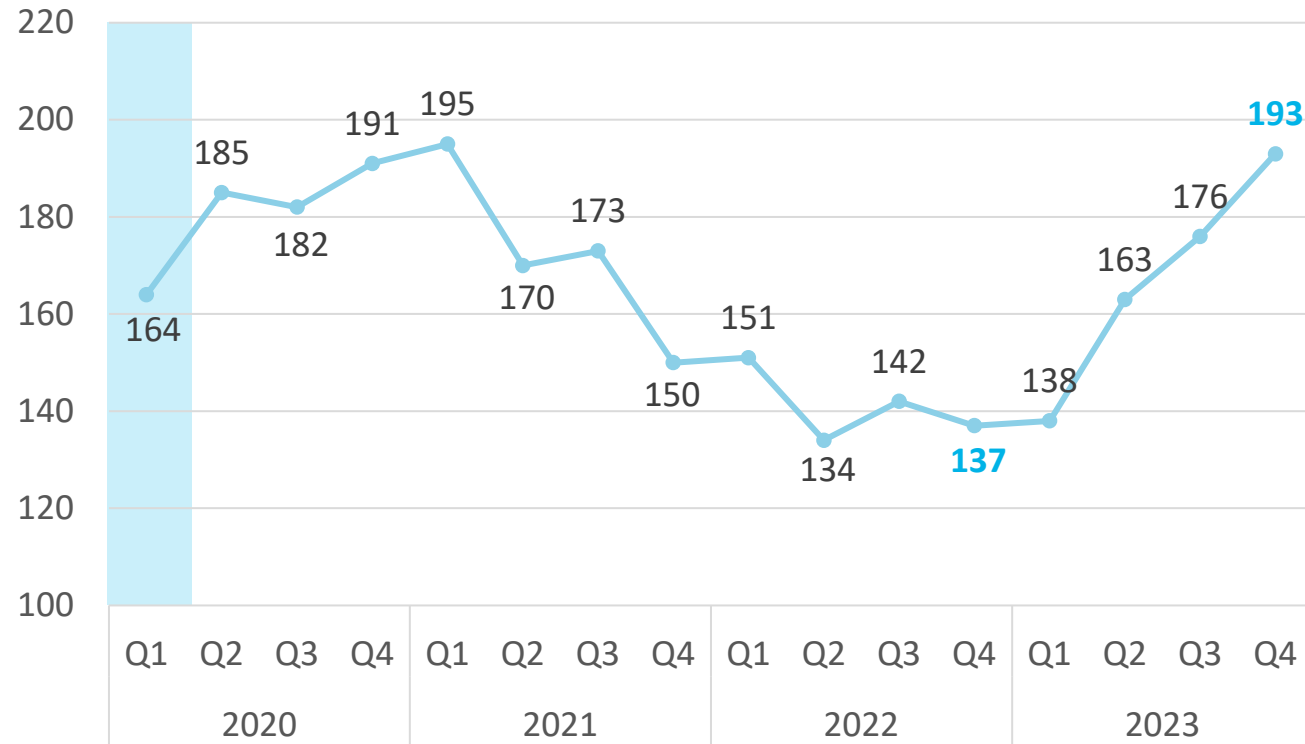
▲ **800K (3%)**

YOY increase in available SF

PROPOSED AVAILABLE: DIRECT LEASES LISTINGS

IE, LA, OC, VENTURA COUNTY

COUNT



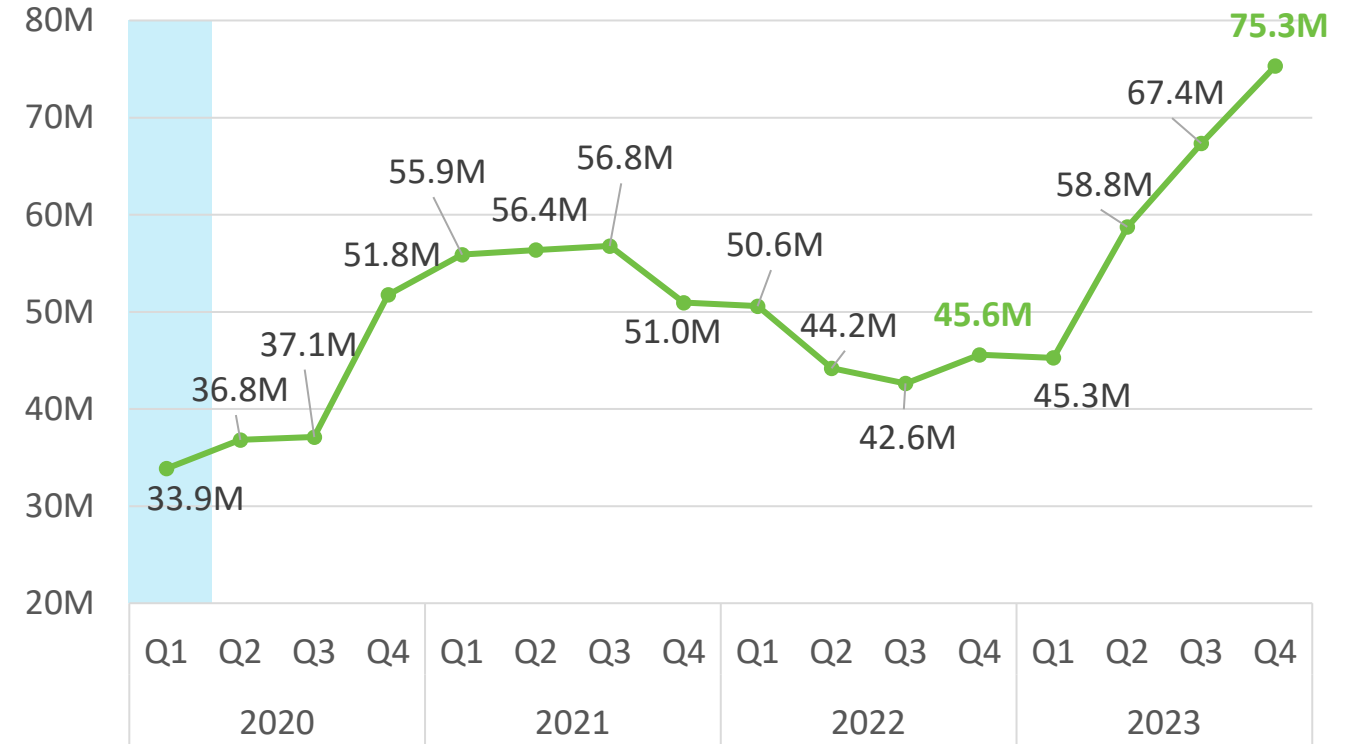
Blue shaded area indicates beginning of pandemic

▲ **41%**

YOY increase in number of listings



BY SF



▲ **29.7M (65%)**

YOY increase in available SF



MARKET HIGHLIGHT: NEWLY ADDED PROPOSED LISTINGS

Largest Listings Added in Inland Empire – Q4 2023

First Hathaway Logistics



NE of N Hathaway St & Nicolet St,
Banning
1,422,012 SF
Milo Lipson & Charles Belden
(Cushman & Wakefield)

Mojave 68 Project



NE of Mojave Dr & Mesa Linda Ave,
Victorville
1,097,300 SF
Michael Chavez , David Nguyen, &
Valentina Cadogan (Lee & Associates)


South Ontario Logistics Center



NE of Merrill Ave & Bon View Ave,
Bldg 9, Ontario
775,380 SF
Joe Werdein, Eloy Covarrubias,
Eric Fikse, & Kathee Wozniak
(CBRE)

Birtcher Oak Valley Commerce Center



SW of Roberts Rd & Singleton Rd, Bldg A,
Calimesa
707,783 SF
Mike McCrary , Peter McWilliams,
Patrick Wood, & Scott Coyle  (JLL)

MARKET HIGHLIGHT: NEWLY ADDED PROPOSED LISTINGS

Largest Listings Added in Other Areas – Q4 2023

101 Logistics Center



Ventura County
NW of Sakioka Dr & N Del Norte Blvd,
Bldgs 1-4, Oxnard
4 Buildings totaling 736,854 SF
John DeGrinis, SIOR, Patrick
DuRoss, SIOR 🏢, Jeff Abraham,
SIOR, & Javier Galvan, Jr.
(Newmark)

Santa Clarita Commerce Center



LA Northwest
25470 Springbrook Ave, Bldgs 1-4,
Santa Clarita
4 Buildings totaling 430,407 SF
Craig Peters (CBRE)

1332 S Lone Hill Ave



LA East
1332 S Lone Hill Ave,
Glendora
59,540 SF
Randy Lockhart & Rick Sheckter 🏢
(Newmark)

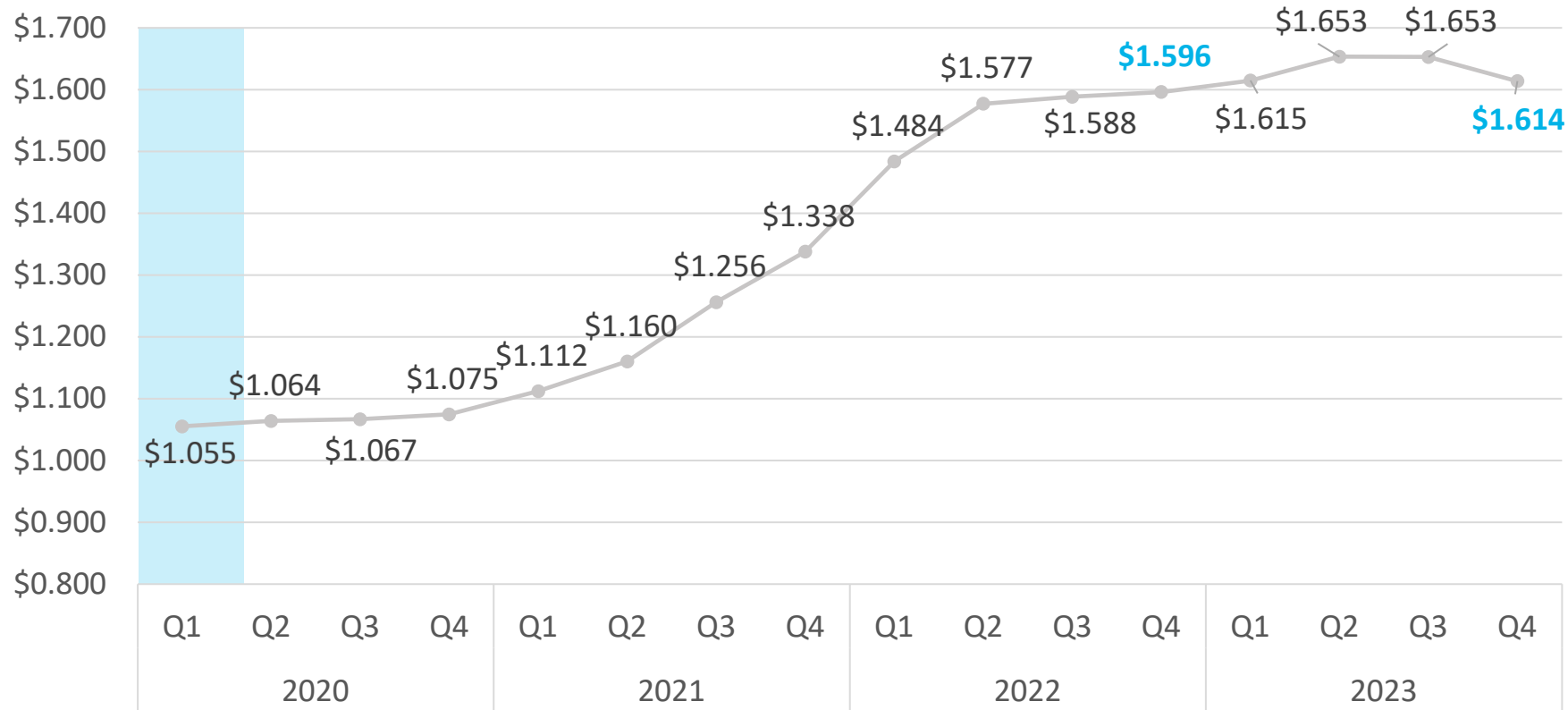
534 W Struck Ave



Orange County
534 W Struck Ave,
Orange
57,900 SF
Ben Seybold & Sean Ward (CBRE)

AVERAGE ASKING RATE (NET): DIRECT LEASE

IE, LA, OC, VENTURA COUNTY



Blue shaded area indicates beginning of pandemic

▲ **\$0.56 (53%)**

Increase in average asking rate since Q1 2020

▲ **\$0.02 (1%)**

YOY increase in average asking rate

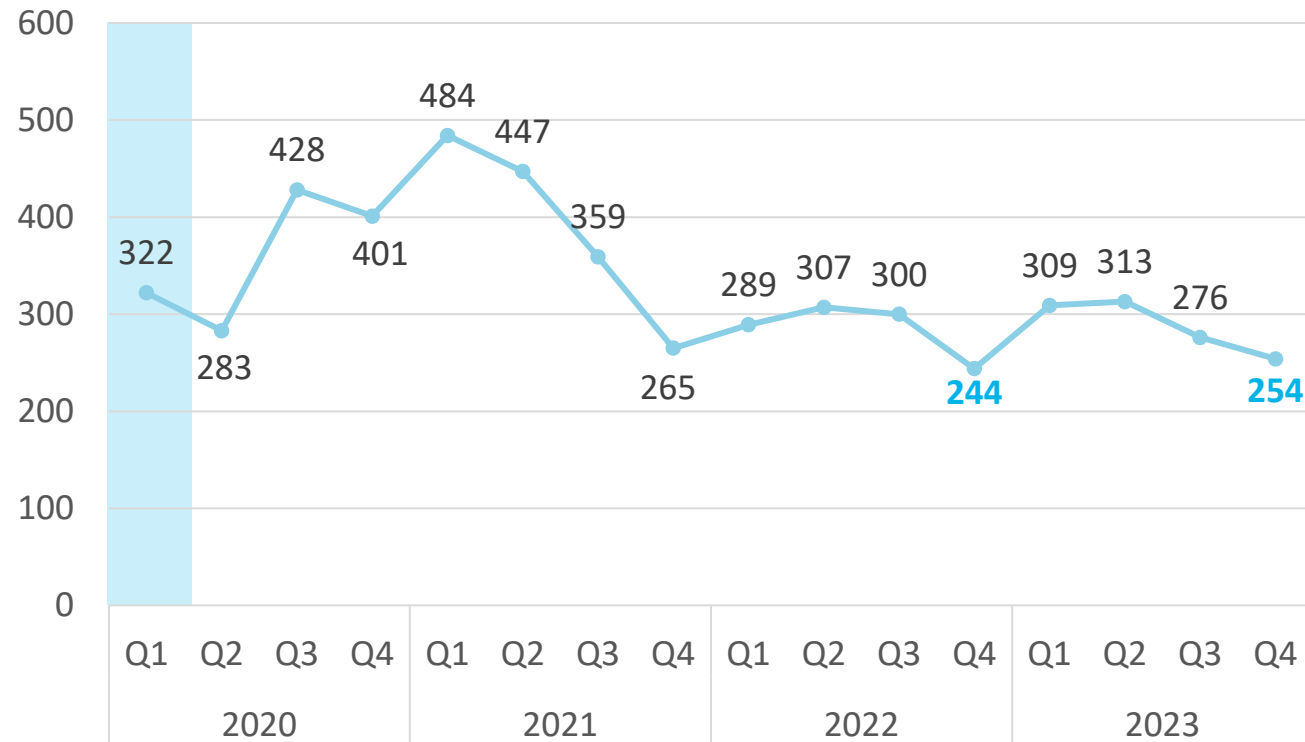
TOPIC 2

DIRECT LEASE TRANSACTIONS

TRANSACTIONS: DIRECT LEASE

IE, LA, OC, VENTURA COUNTY

COUNT



Blue shaded area indicates beginning of pandemic

▲ 4%

YOY increase in number of transactions

BY SF



▼ 1.4M (8%)

YOY decrease in transacted SF

INDUSTRIAL LEASE TRANSACTIONS BY SIZE & REGION: SF

Q4 2023

	Inland Empire	LA East	LA MidCounties	LA Central	South Bay	LA Northwest	Orange County	Ventura County
10K-20K	364 K	176 K	78 K	285 K	235 K	132 K	260 K	22 K
20K-30K	294 K	44 K	114 K	150 K	149 K	119 K	121 K	55 K
30K-40K	209 K	99 K	0	93 K	97 K	36 K	101 K	0
40K-50K	145 K	46 K	49 K	166 K	40 K	41 K	89 K	0
50K-60K	50 K	108 K	0	170 K	50 K	108 K	110 K	0
60K-70K	187 K	0	0	64 K	129 K	0	0	0
70K-80K	0	0	0	71 K	0	0	149 K	71 K
80K-90K	343 K	0	178 K	0	86 K	0	0	0
90K-100K	0	0	0	0	98 K	90 K	0	0
100K-150K	259 K	109 K	0	382 K	464 K	135 K	359 K	105 K
150K+	6.7 M	233 K	0	0	315 K	176 K	168 K	0
Grand Total	8.5 M	816 K	418 K	1.4 M	1.7 M	837 K	1.4 M	253 K

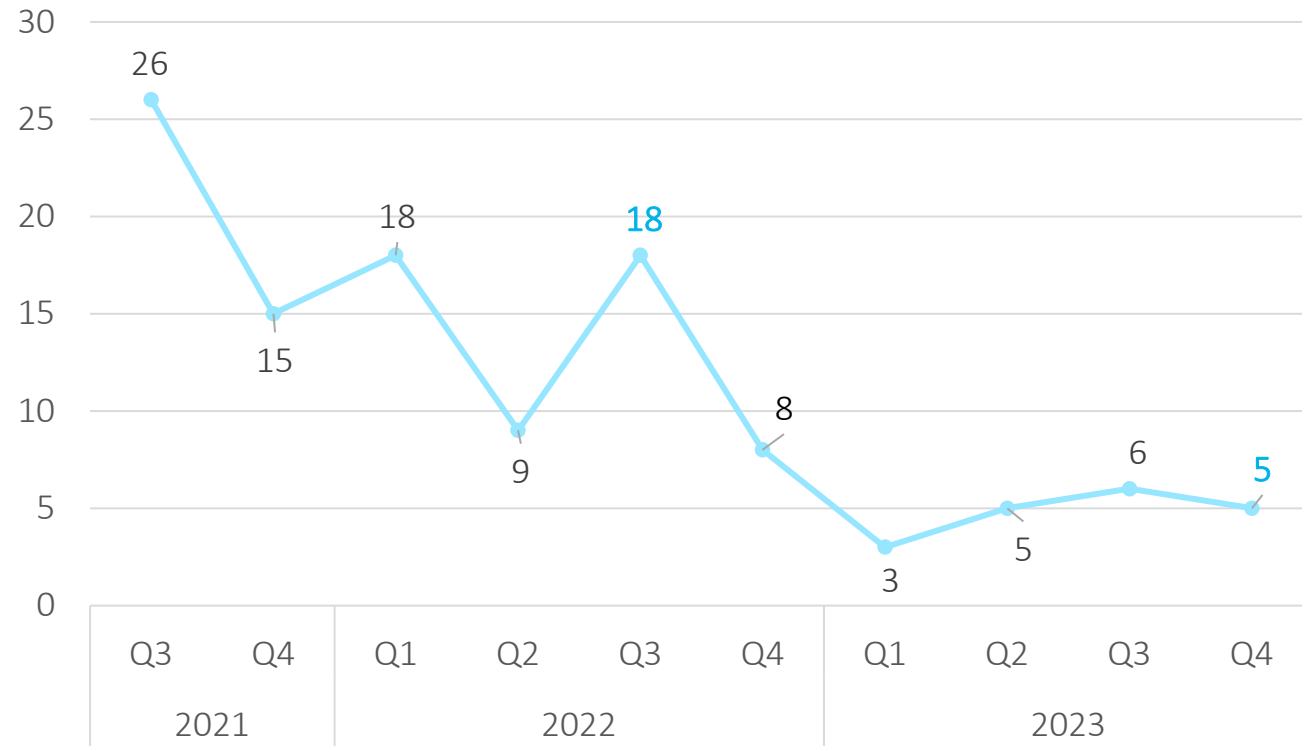
6.7M SF in IE over 150K SF

Over 56% of all transacted SF was in the Inland Empire, with 6.7M SF located within buildings 150K+ SF

TRANSACTIONS: PRE-LEASED UNDER CONSTRUCTION

IE, LA, OC, VENTURA COUNTY

COUNT



▼ **72%**

Decrease in number of pre-leased U/C listings since Q3 2022

BY SF



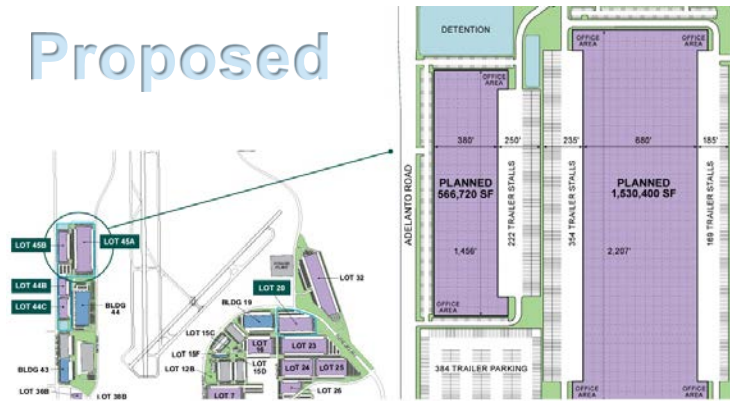
▼ **7.9M (83%)**

Decrease in pre-leased U/C SF since Q3 2022

MARKET HIGHLIGHT: TOP INLAND EMPIRE LEASE TRANSACTIONS

Q4 2023

Proposed



Southern California Logistics Center

NE of Adelanto Rd & Innovation Way, Bldg 45A, Victorville
1,530,400 SF

Execution Date: 11/13/2023

Tenant: Goodyear

Listing Reps: Jay Dick, Darla Longo, & Dedrik Pharis (CBRE)

Tenant Reps: Jay Dick (CBRE)



Under Construction

Westcore Hesperia Commerce Center

8140 Caliente Rd, Hesperia
1,227,600 SF

Execution Date: 11/14/2023

Tenant: Maersk

Listing Reps: Walt Arrington, SIOR, Jeff Fritch, Darla Longo, & Barbara Perrier (CBRE)

Tenant Reps: Tres Reid (CBRE)



13521 Santa Ana Ave, Fontana

13521 Santa Ana Ave, Fontana
423,388 SF

Execution Date: 10/20/2023

Tenant: GigaCloud

Listing Reps: Tim Pimentel, Charles Belden, Brice Larson, & Chris Pimentel (Cushman & Wakefield)

Tenant Reps: Patrick Bogan (Lee & Associates)

MARKET HIGHLIGHT: DIRECT LEASE TRANSACTIONS

Large Q4 2023 Outside Inland Empire



Harbor Gateway Commerce Center

SouthBay
19200 S Western Ave, Torrance
315,256 SF
Execution Date: 12/14/2023
Tenant: Undisclosed Tenant
Listing Reps: **Bret Quinlan, John Schumacher & James Hooks (CBRE)**



Irwindale Business Center

LA East
5091 4th St, Irwindale
233,342 SF
Execution Date: 11/2/2023
Tenant: Classic Concepts
Listing Reps: **Philip Lombardo & Chris Tolles (Cushman & Wakefield)**
Tenant Reps: **David Fults & Brian McLoughlin (Voit Real Estate Services)**



29125 Avenue Paine

LA Northwest
29125 Avenue Paine, Valencia
176,107 SF
Execution Date: 12/15/2023
Tenant: DrinkPAK
Listing Reps: **Craig Peters & Sam Glendon (CBRE)**
Tenant Reps: **Patrick DuRoss, SIOR , John DeGrinis, SIOR, Jeff Abraham, SIOR, & Javier Galvan Jr (Newmark)**

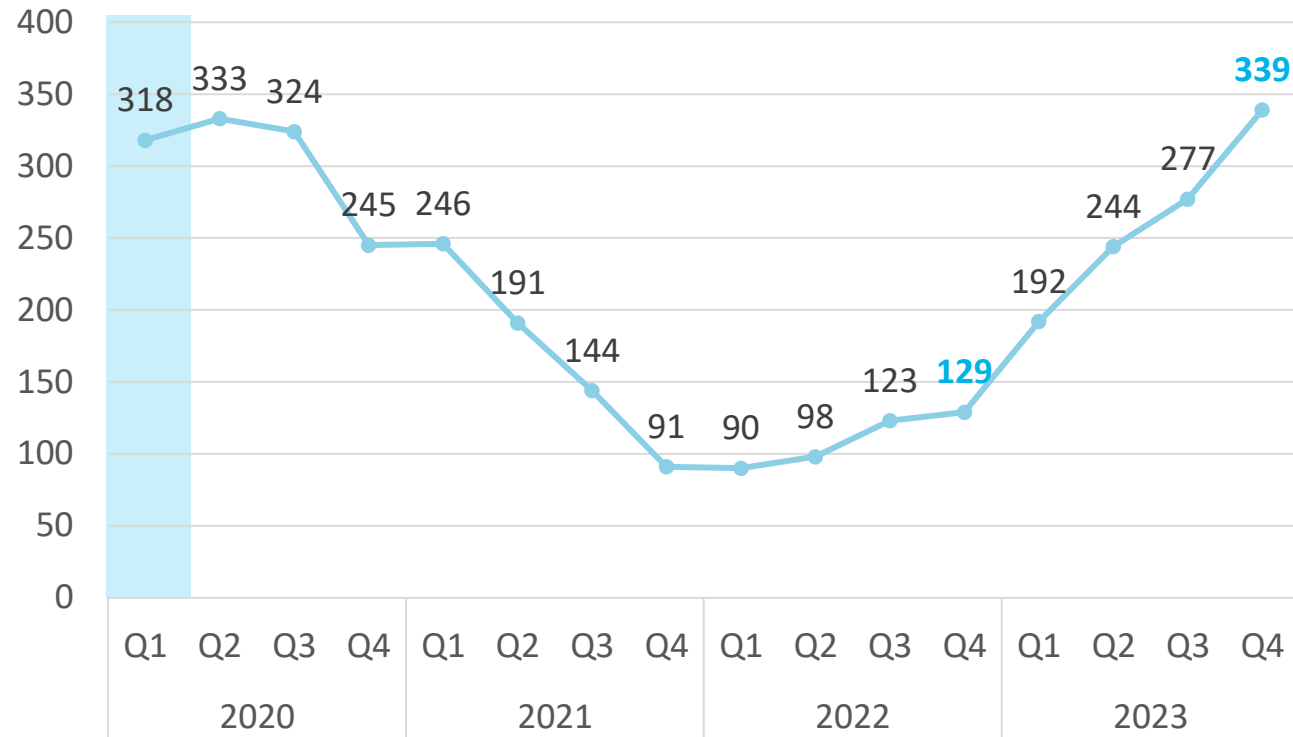
TOPIC 3

SUBLEASE AVAILABILITY

TOTAL AVAILABLE: SUBLEASE LISTINGS

IE, LA, OC, VENTURA COUNTY

COUNT

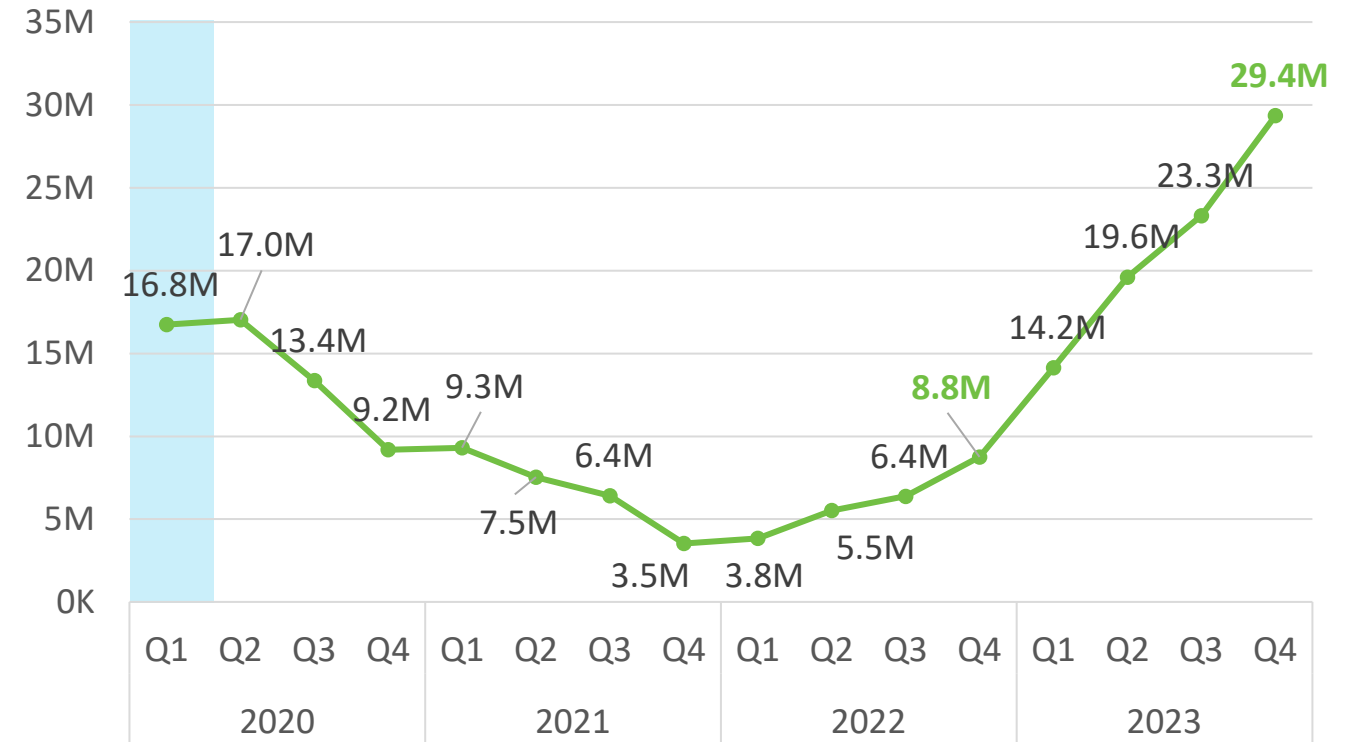


Blue shaded area indicates beginning of pandemic

▲ **163%**

YOY increase in number of listings

BY SF



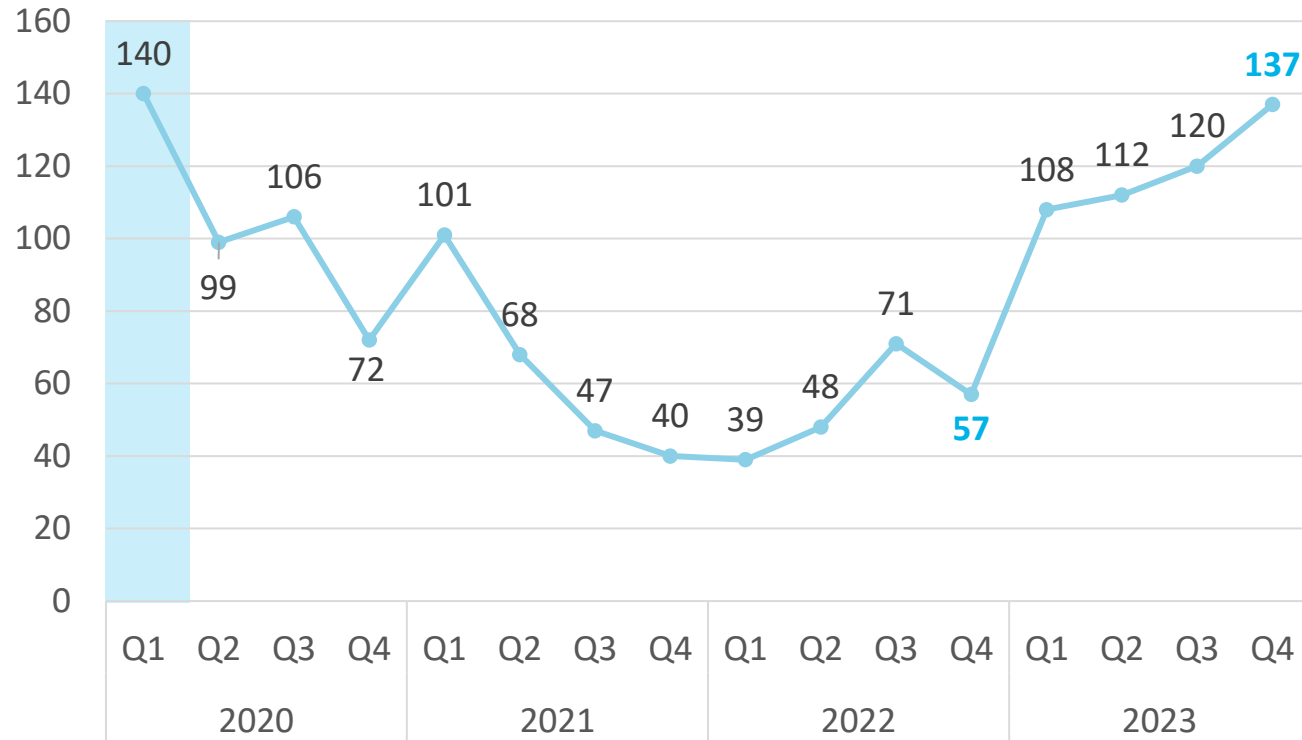
▲ **20.6M (234%)**

YOY increase in SF

NEWLY ADDED: SUBLEASE LISTINGS

IE, LA, OC, VENTURA COUNTY

COUNT

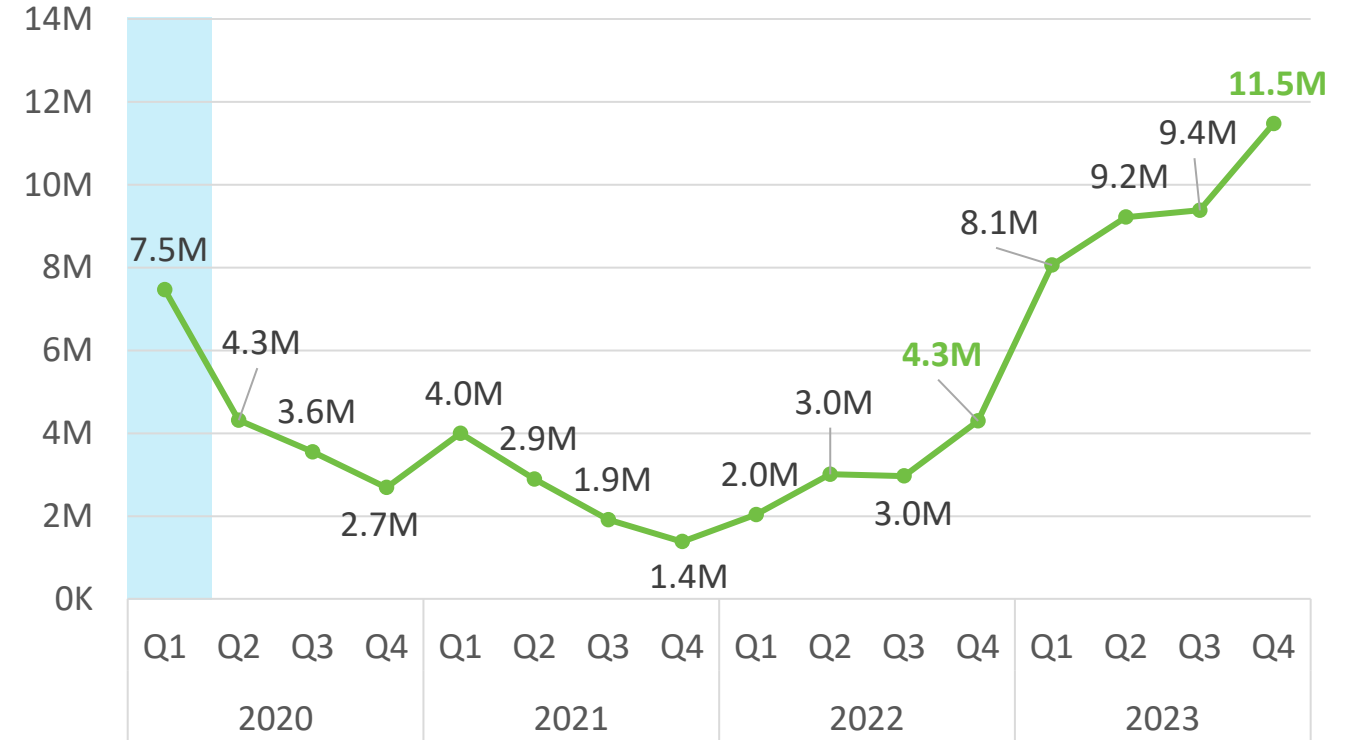


Blue shaded area indicates beginning of pandemic

▲ **140%**

YOY increase in number of listings added

BY SF



▲ **7.2M (167%)**

YOY increase in SF added

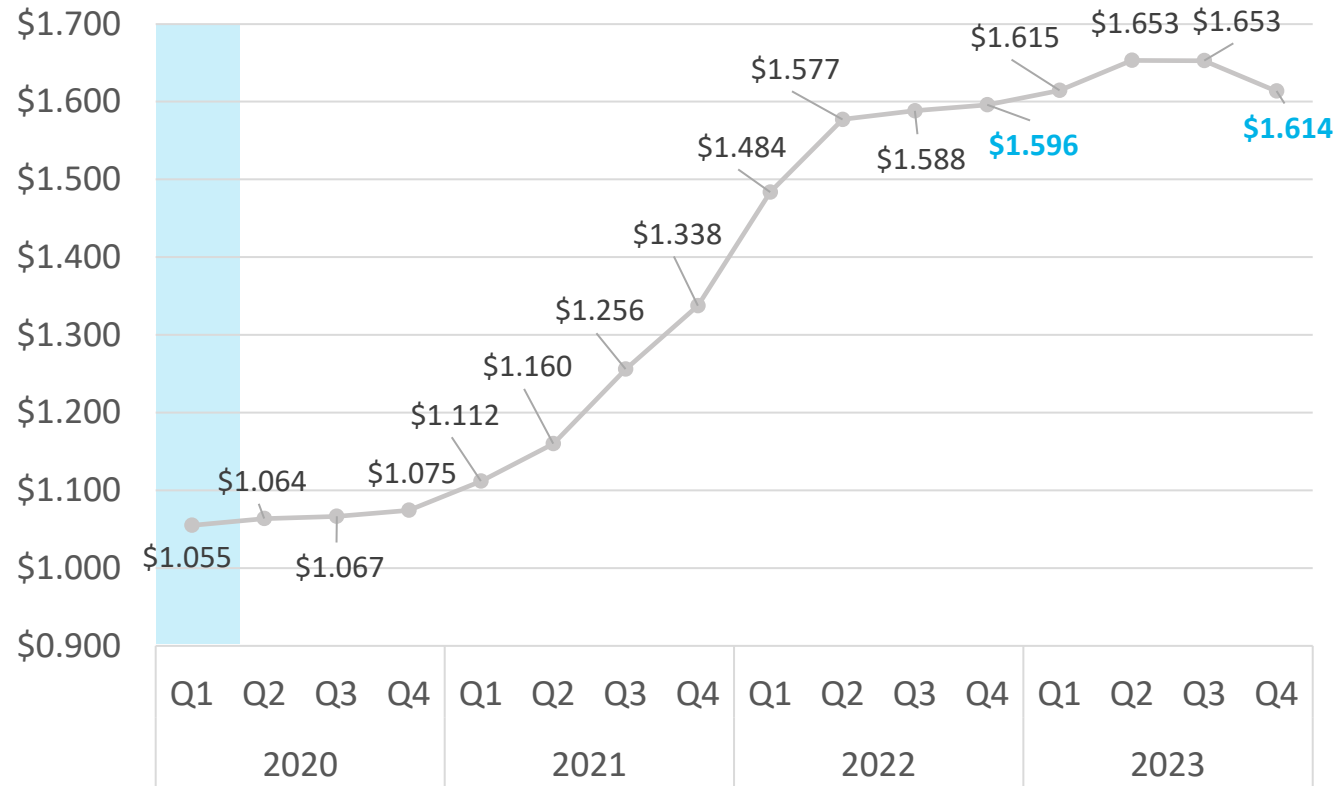
▲ **10.1M (721%)**

Increase in SF added since Q4 2021

AVERAGE ASKING RATE (NET): COMPARISON

IE, LA, OC, VENTURA COUNTY

DIRECT LEASE

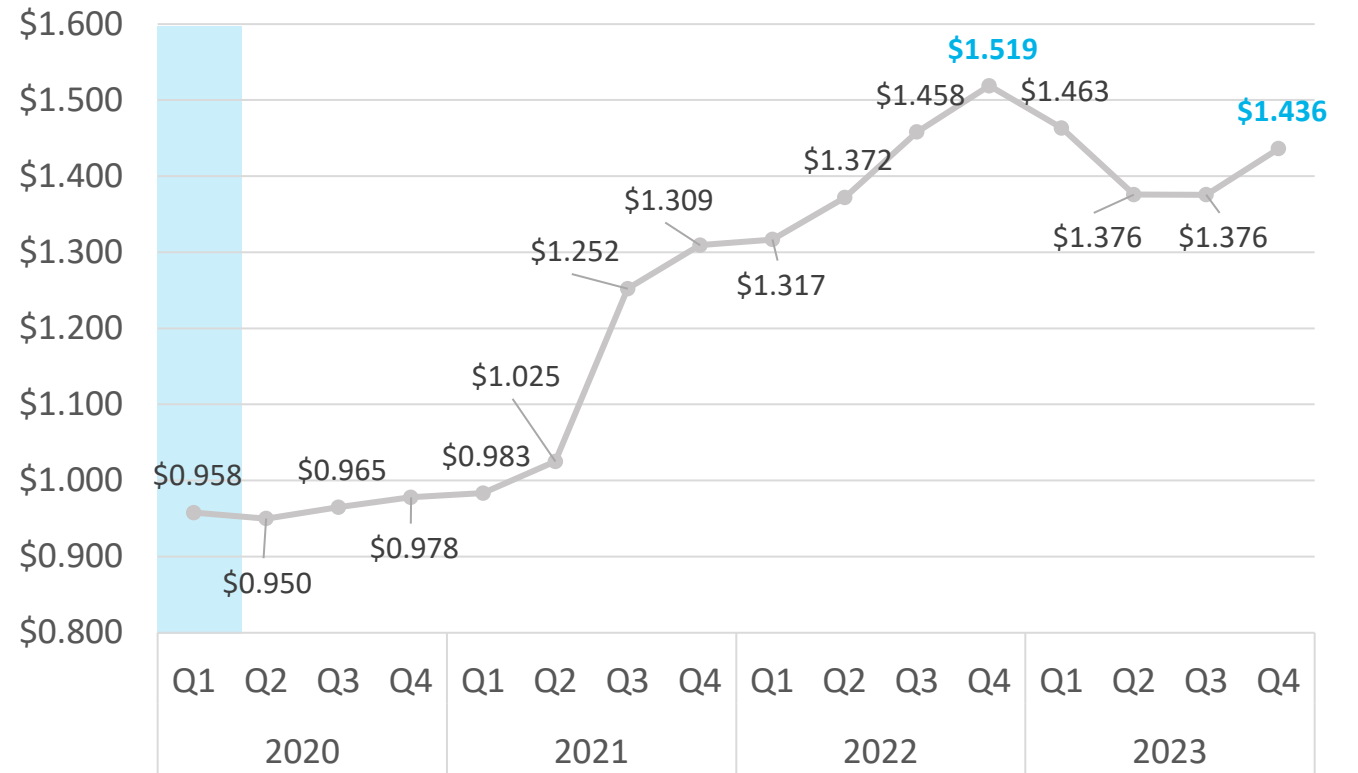


Blue shaded area indicates beginning of pandemic

▲ 1%

YOY increase in Avg Asking Rate

SUBLEASE



▼ 5%

YOY decrease in Avg Asking Rate

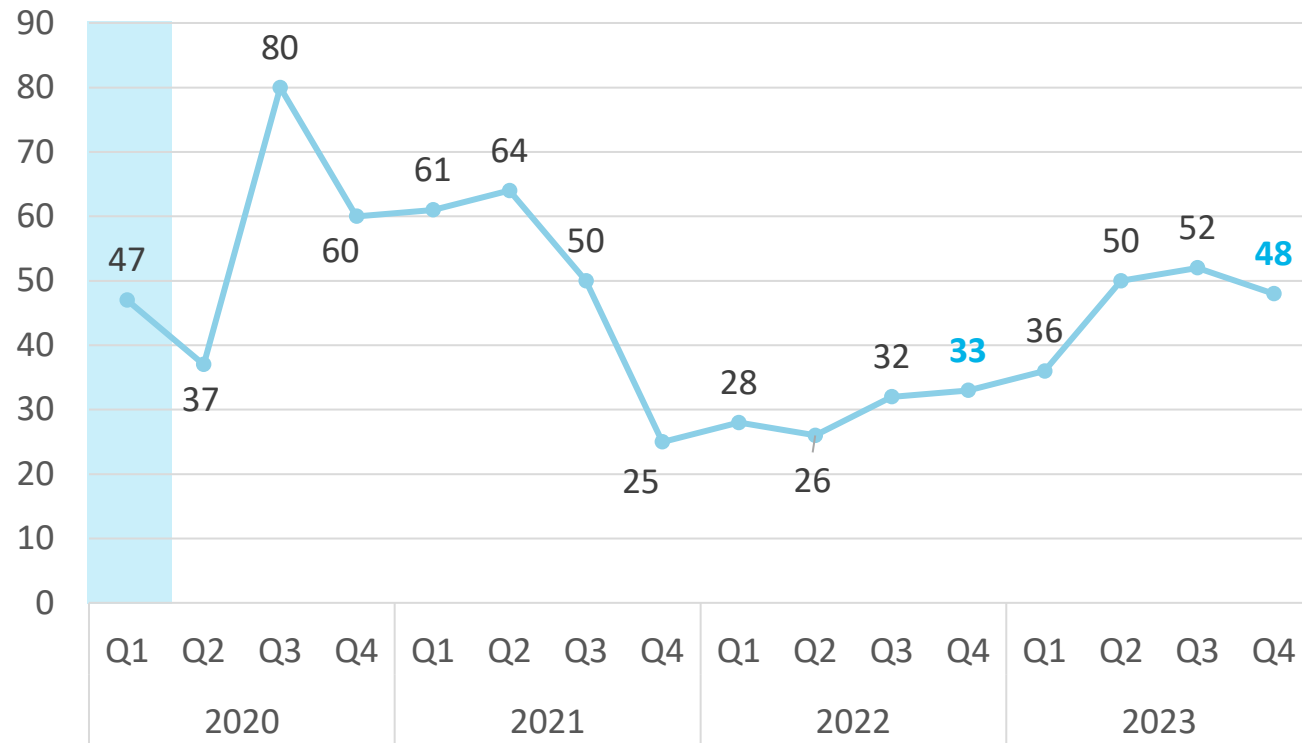
TOPIC 4

SUBLEASE TRANSACTIONS

TRANSACTIONS: SUBLEASE

IE, LA, OC, VENTURA COUNTY

COUNT

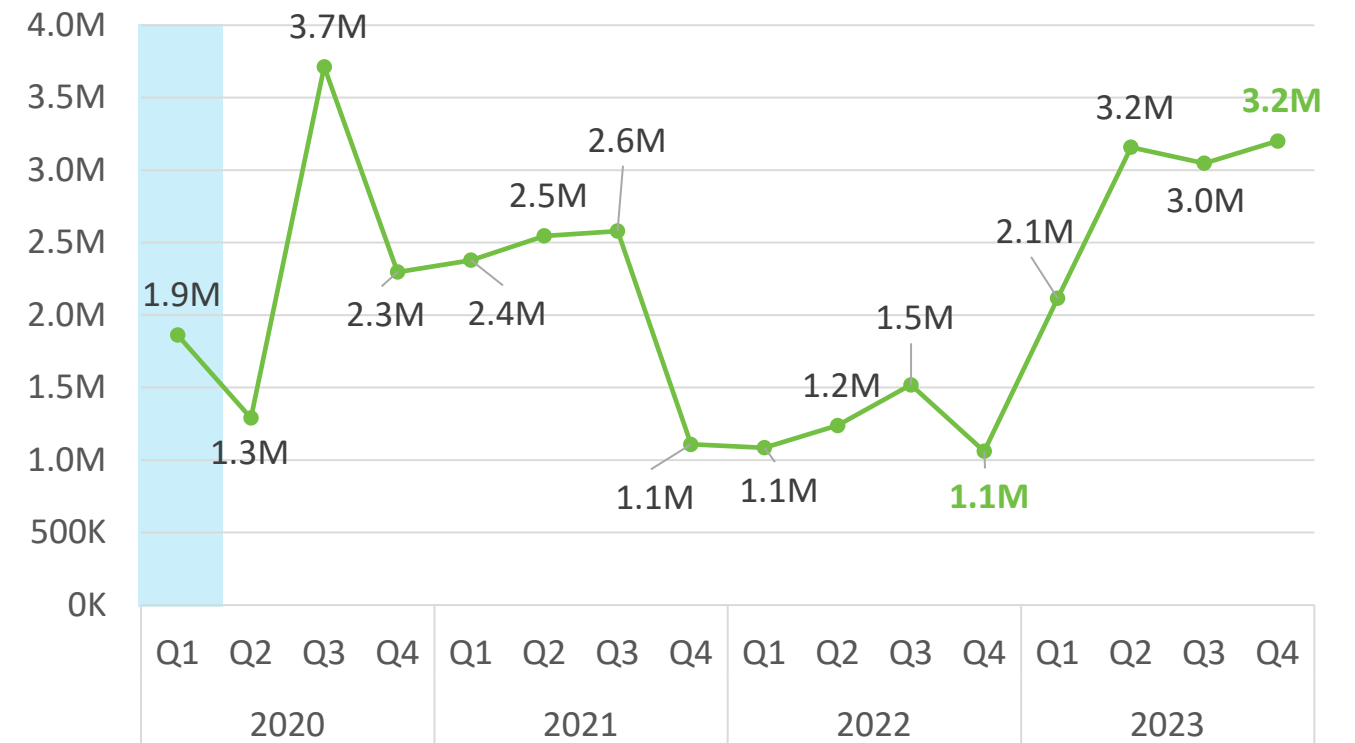


Blue shaded area indicates beginning of pandemic

▲ **45%**

YOY increase in number of transactions

BY SF



▲ **2.1M (191%)**

YOY increase in transacted SF

INDUSTRIAL SUBLEASE TRANSACTIONS BY SIZE & REGION: SF

Q4 2023

	Inland Empire	LA East	LA MidCounties	LA Central	South Bay	LA Northwest	Orange County	Ventura County
10K-20K	15 K	15 K	12 K	10 K	79 K	0	36 K	16 K
20K-30K	43 K	28 K	0	79 K	74 K	0	76 K	0
30K-40K	33 K	0	0	33 K	32 K	0	0	0
40K-50K	44 K	40 K	0	43 K	0	0	0	0
50K-60K	113 K	0	0	52 K	0	0	0	0
60K-70K	62 K	0	0	0	0	0	0	0
70K-80K	0	0	0	0	0	0	0	0
80K-90K	0	0	0	0	0	0	0	0
90K-100K	95 K	0	0	0	0	0	0	0
100K-150K	516 K	100 K	0	0	122 K	0	251 K	0
150K+	796 K	150 K	0	0	235 K	0	0	0
Grand Total	1.7 M	334 K	12 K	218 K	541 K	0	362 K	16 K

3.2M SF Subleased

2.2M SF of all subleased SF was in buildings 100K+ SF

MARKET HIGHLIGHT: TOP INLAND EMPIRE SUBLEASE TRANSACTIONS

Q4 2023



26597 W San Bernardino Ave, Redlands

26597 W San Bernardino Ave, Redlands

557,213 SF

Execution Date: 10/3/2023

Tenant: Yita LLC

Listing Reps: Michael Chavez 🇺🇸, Valentina Cadogan, & David Nguyen (Lee & Associates)

Tenant Reps: Jodi Hung (CUPS Realty)



Philadelphia Distribution Center

11450 Philadelphia St, Jurupa Valley

238,397 SF

Execution Date: 11/28/2023

Tenant: Mayrock

Listing Reps: Richard Bell & Dillon Dummit (Savills)

Tenant Reps: Brian Thene (JLL)



26763 W San Bernardino Ave

26763 W San Bernardino Ave, Redlands (unit B)

147,030 SF

Execution Date: 10/25/2023

Tenant: Ikeddi

Listing Reps: Richard Lee, Nicholas Chang 🇺🇸, Justin Kuehn, & Sione Fua (NAI Capital)

Tenant Reps: Taylor Wood (Savills)

MARKET HIGHLIGHT: TOP SUBLEASE TRANSACTIONS

Large Q4 2023 Outside Inland Empire





Prologis South Bay Industrial Center

South Bay
601 W Carob St, Compton
234,600 SF
Execution Date: 10/31/2023
Tenant: Lincoln Transportation
Listing Reps: **Jeffrey Smart & Elizabeth Capati (Colliers)**
Tenant Reps: **Matt Miller (Cresa)**



10th Street Center

LA East
1021 N Todd Ave, Bldg 3, Azusa
150,000 SF
Execution Date: 10/9/2023
Tenant: Esong Group
Listing Reps: **Rustin Mork** , **Danny Reaume & Paul Sablock**  (JLL)
Tenant Reps: **Lawrence Pu (Pinnacle Real Estate Group)**



Imperial Distribution Center

Orange County
1225 W Imperial Hwy, Brea
126,681 SF
Execution Date: 12/1/2023
Tenant: Logistics Plus
Listing Reps: **James Friedrich, Casey Williams & Jerome Droll (Cresa)**

TRANSACTIONS BY SF: COMPARISON

IE, LA, OC, VENTURA COUNTY

DIRECT LEASE TRANSACTIONS BY SF

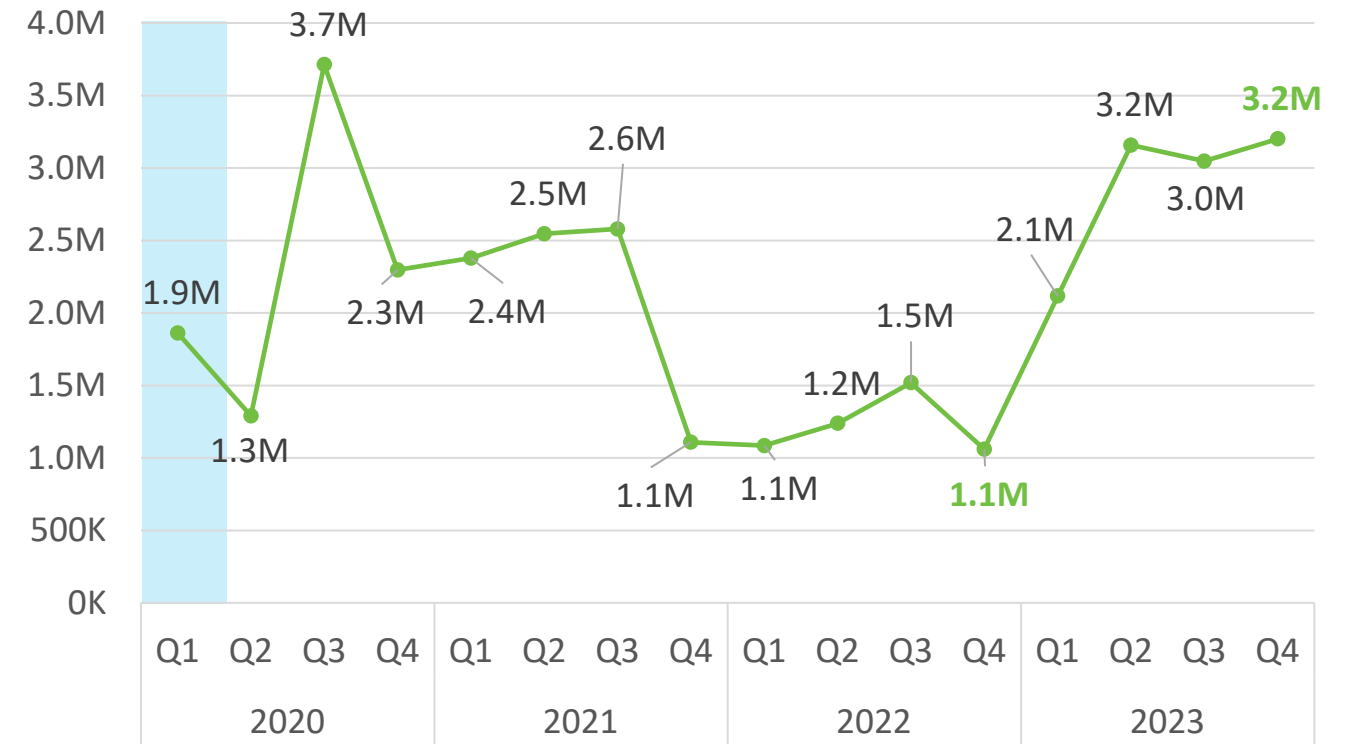


Blue shaded area indicates beginning of pandemic

▼ **1.4M (8%)**

YOY decrease in Direct Lease transacted SF

SUBLEASE TRANSACTIONS BY SF



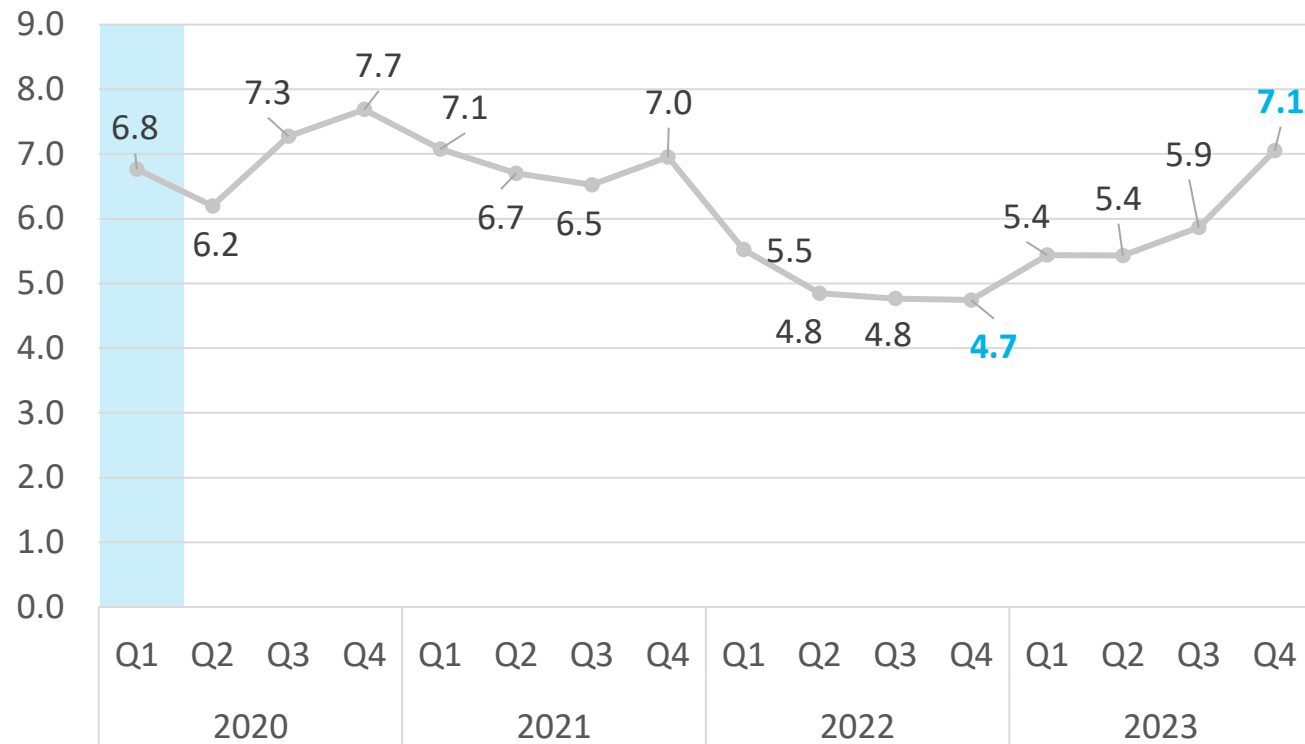
▲ **2.1M (191%)**

YOY increase in Sublease transacted SF

TRANSACTIONS AVERAGE MONTHS ON MARKET: COMPARISON

IE, LA, OC, VENTURA COUNTY

DIRECT LEASE AVG MONTHS ON MARKET

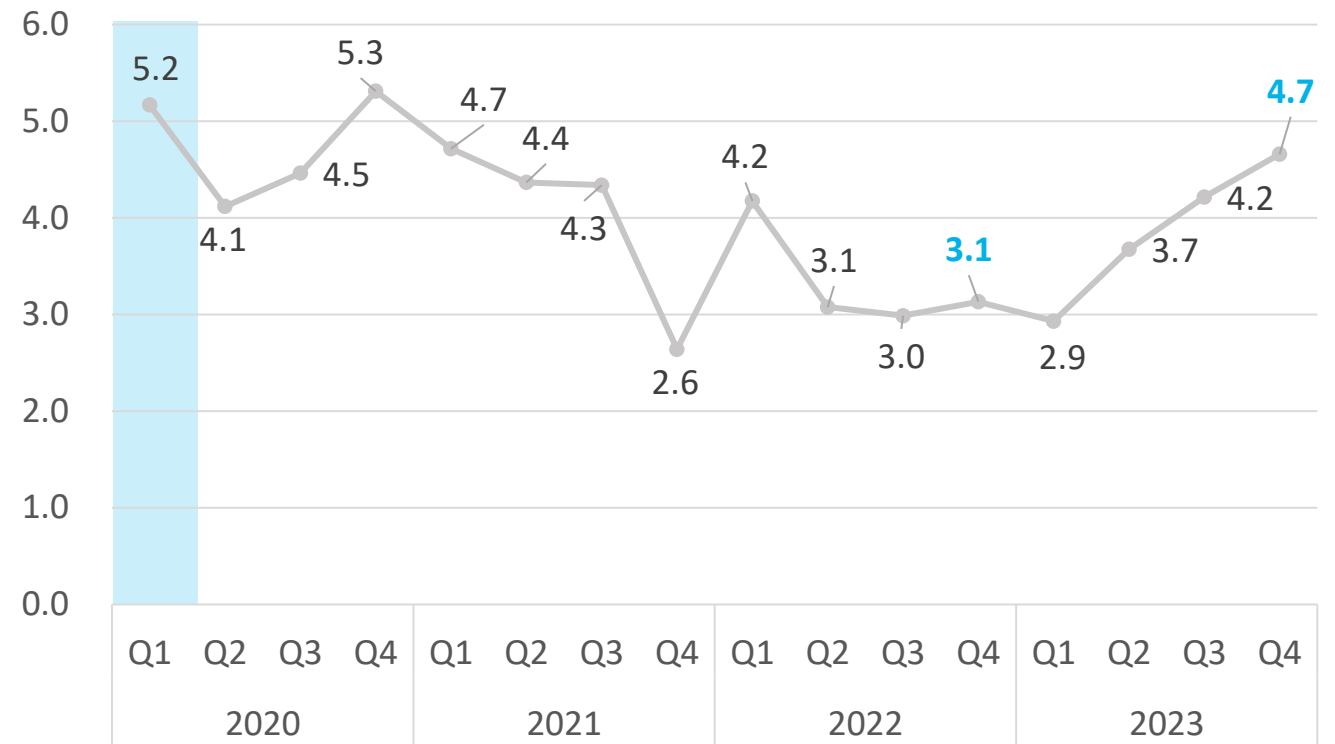


Blue shaded area indicates beginning of pandemic

▲ **2.4 Months (51%)**

YOY increase in time on market

SUBLEASE AVG MONTHS ON MARKET



▲ **1.6 Months (52%)**

YOY increase in time on market

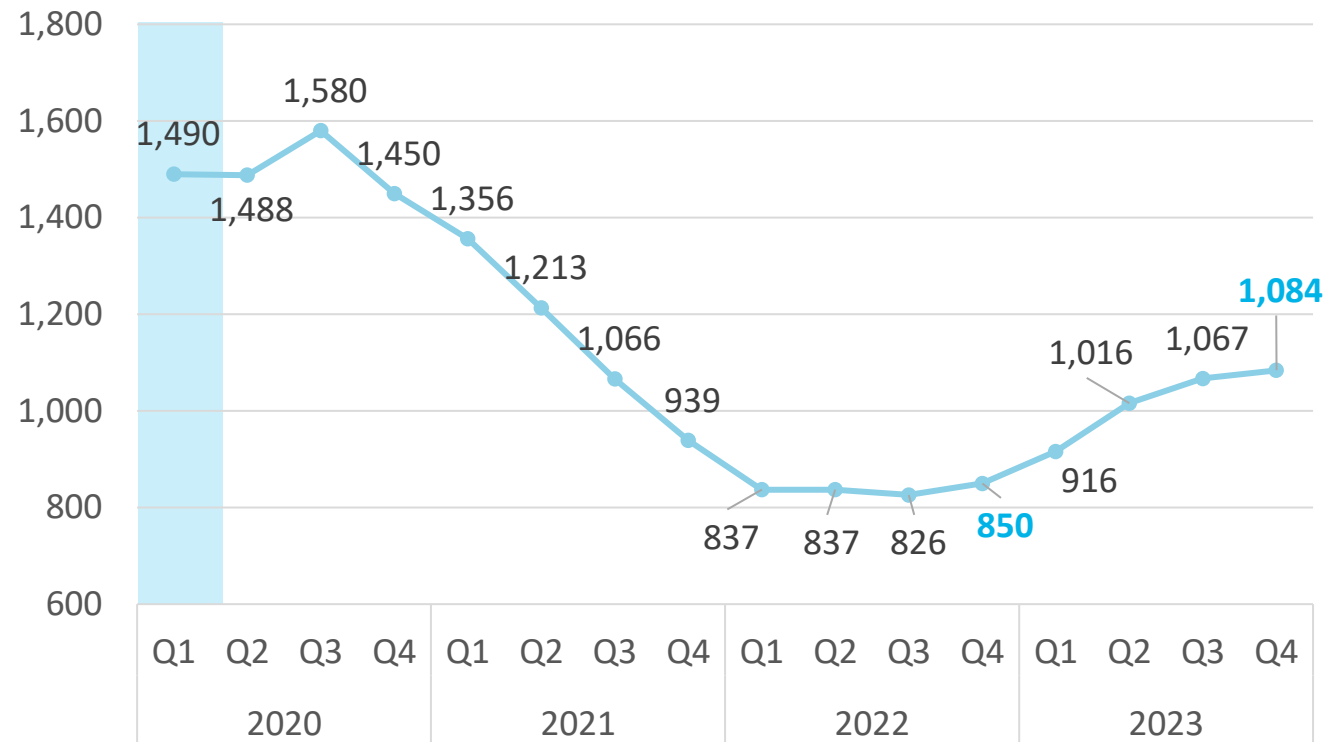
TOPIC 5

SALE AVAILABILITY

TOTAL AVAILABLE: SALE LISTINGS

IE, LA, OC, VENTURA COUNTY

COUNT

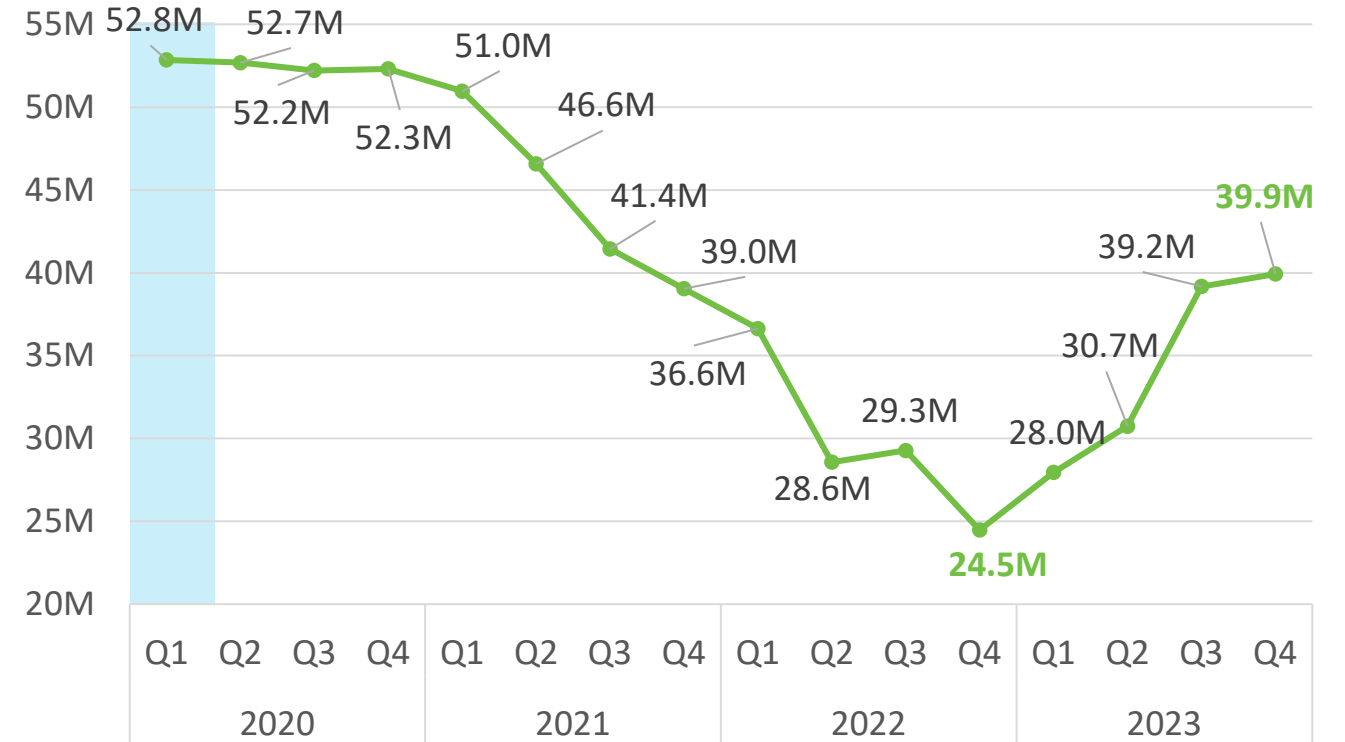


Blue shaded area indicates beginning of pandemic

▲ **28%**

YOY increase in number of listings

BY SF



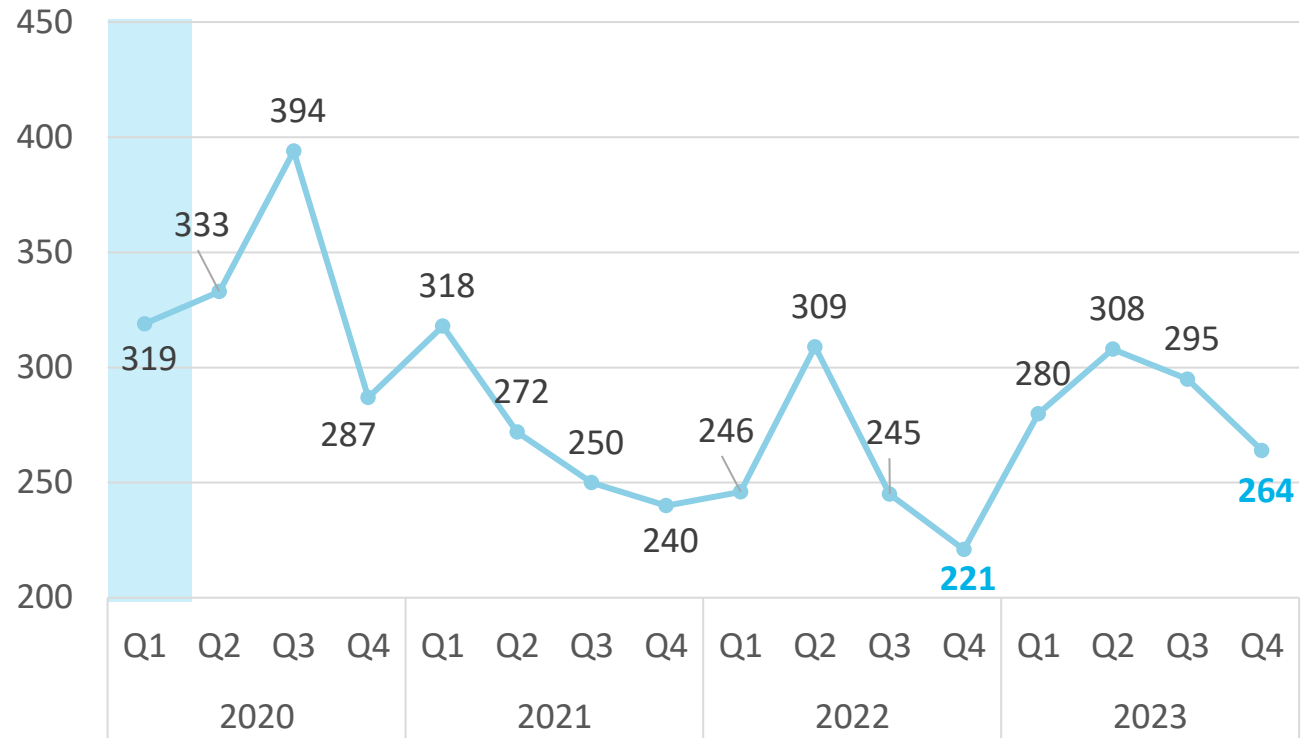
▲ **15.4M (63%)**

YOY increase in SF of listings

NEWLY ADDED: SALE LISTINGS

IE, LA, OC, VENTURA COUNTY

COUNT



Blue shaded area indicates beginning of pandemic

▲ 19%

YOY increase in number of listings added

BY SF



0

YOY change in SF added

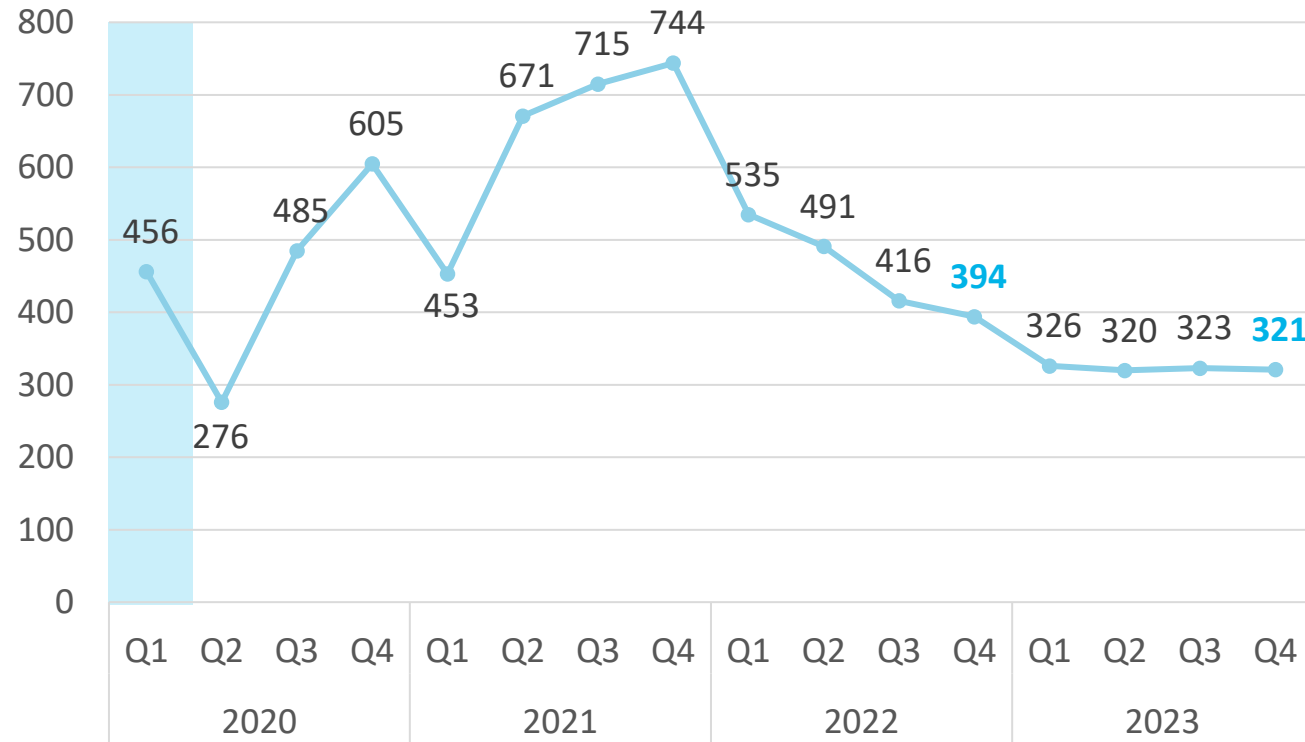
TOPIC 6

INDUSTRIAL SALE COMPARABLES

SALE COMPARABLES

IE, LA, OC, VENTURA COUNTY

COUNT



Blue shaded area indicates beginning of pandemic

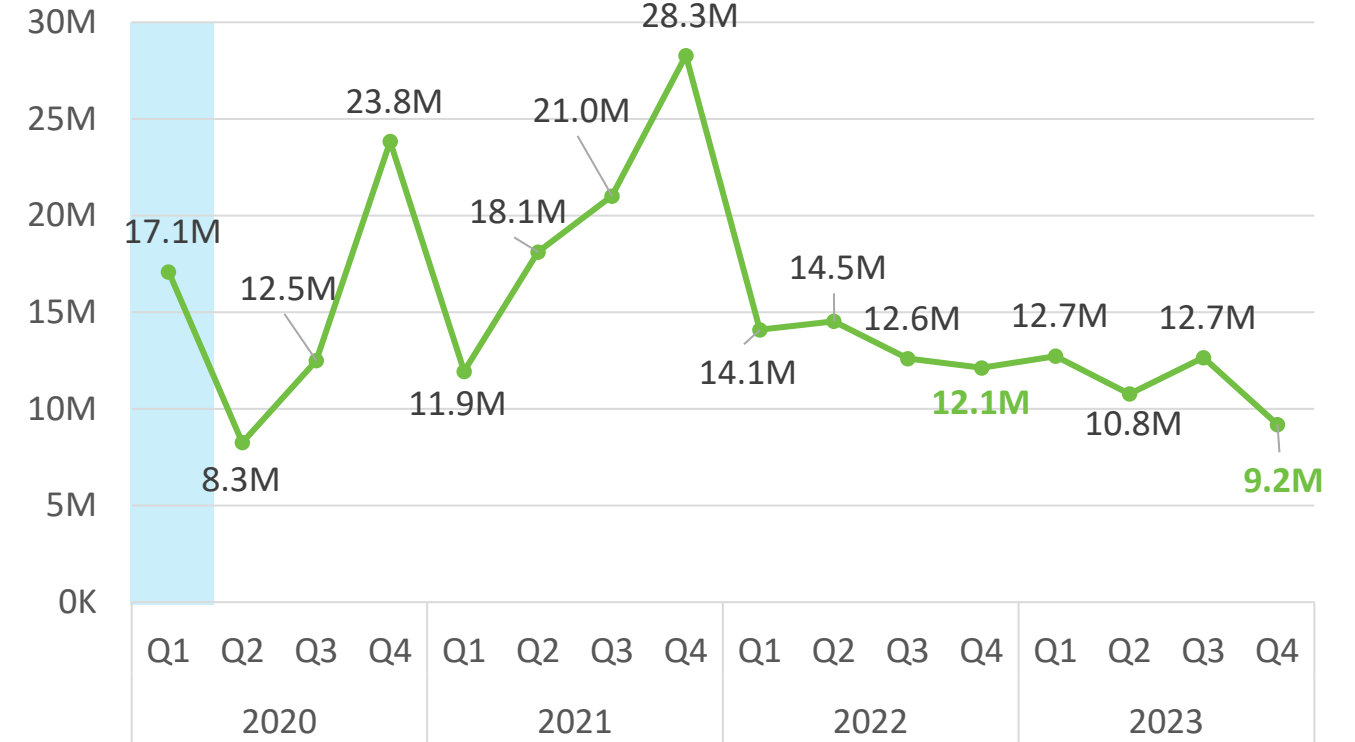
▼ **19%**

YOY decrease in number of transactions

▼ **57%**

Decrease in number of transactions since Q4 2021

BY SF



▼ **2.9M (24%)**

YOY decrease in SF sold

▼ **19.1M (67%)**

Decrease in number of transactions since Q4 2021

INDUSTRIAL SALE COMPS BY SIZE & REGION: SF

Q4 2023

	Inland Empire	LA East	LA MidCounties	LA Central	South Bay	LA Northwest	Orange County	Ventura County
0-10K	221 K	80 K	28 K	119 K	114 K	61 K	172 K	49 K
10K-20K	231 K	108 K	16 K	59 K	33 K	92 K	231 K	89 K
20K-30K	277 K	74 K	73 K	100 K	77 K	0	119 K	53 K
30K-40K	206 K	0	70 K	70 K	33 K	74 K	78 K	0
40K-50K	40 K	137 K	0	0	44 K	45 K	131 K	0
50K-60K	210 K	0	0	0	108 K	0	115 K	0
60K-70K	135 K	0	0	0	0	0	61 K	0
70K-80K	75 K	146 K	0	0	144 K	0	79 K	0
80K-90K	0	0	0	0	0	0	88 K	0
90K-100K	0	0	0	0	0	0	0	0
100K-150K	321 K	123 K	0	0	238 K	0	100 K	135 K
150K+	1.3 M	993 K	609 K	249 K	0	0	591 K	0 K
Grand Total	3.0 M	1.7 M	796 K	597 K	791 K	273 K	1.8 M	326 K

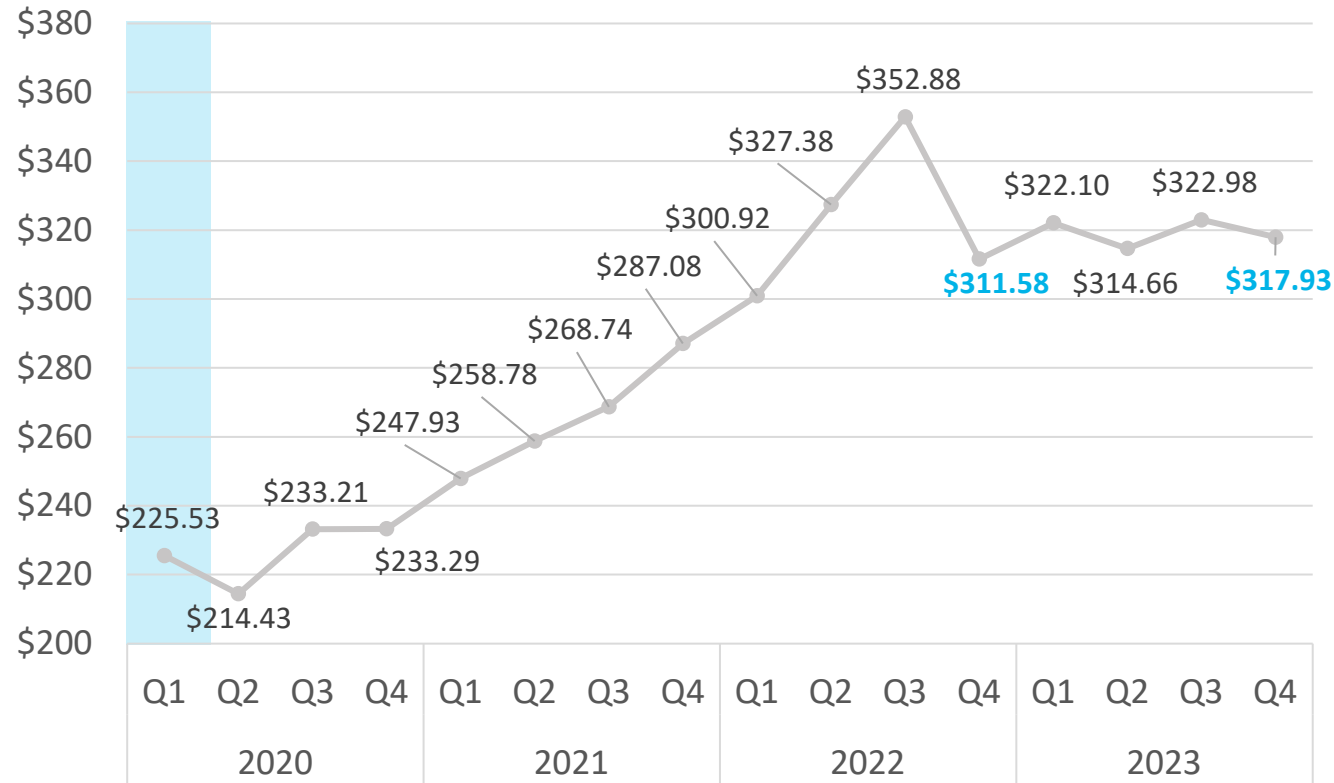
3.0M SF in IE

Over 32% of all sold SF was in the Inland Empire with 1.3M SF in buildings 150K+ SF

AVERAGE SOLD PRICE PER SF

IE, LA, OC, VENTURA COUNTY

ALL INDUSTRIAL SALE COMPARABLES

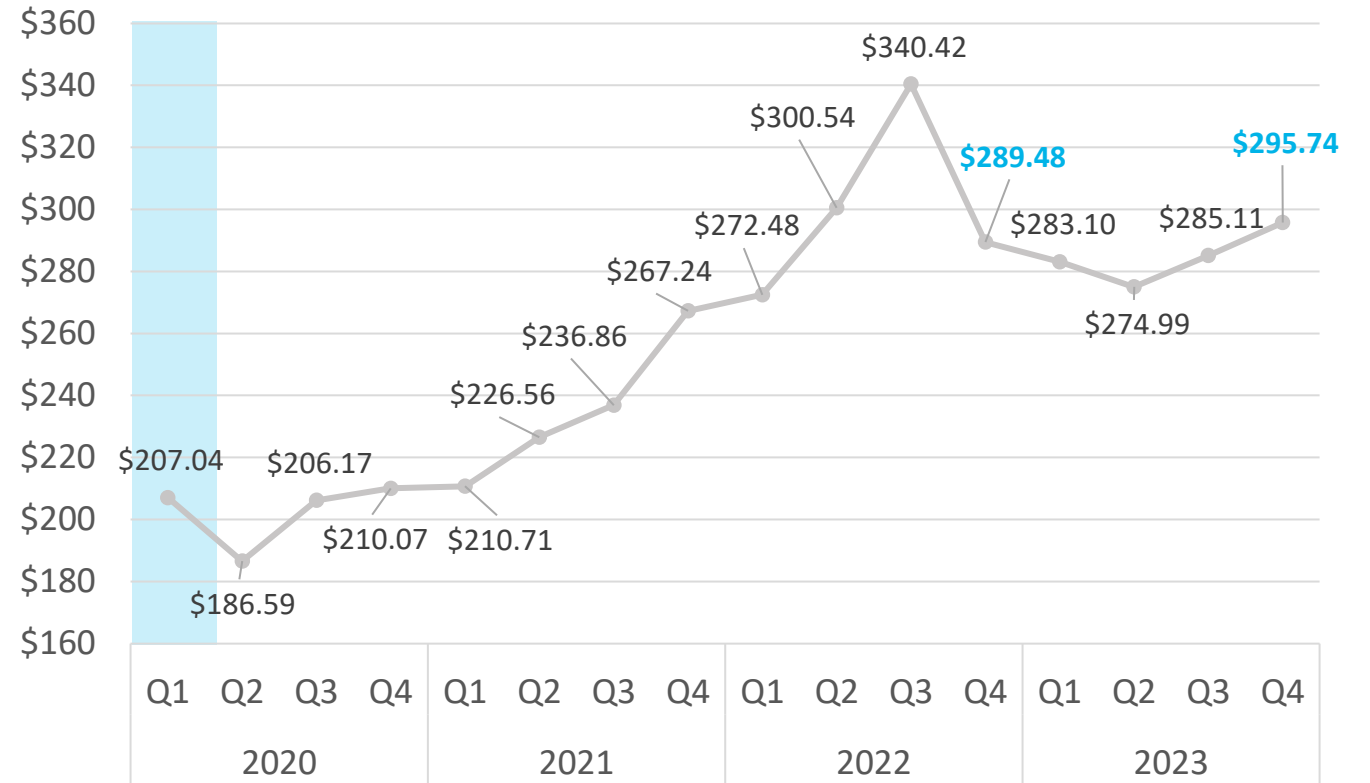


Blue shaded area indicates beginning of pandemic

▲ **2%** (\$6.35)

YOY increase in Sold Price PSF

INDUSTRIAL SALE COMPARABLES 10K+ SF



▲ **2%** (\$6.26)

YOY increase on Sold Price PSF

TOPIC 8

UNDER CONSTRUCTION

UNDER CONSTRUCTION PROPERTIES: 2020 – 2023

IE, LA, OC, VENTURA COUNTY

	2020				2021				2022				2023				
Region	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	YOY % Change
Inland Empire	22.3 M	18.7 M	17.3 M	18.1 M	21.7 M	21 M	26.1 M	25.5 M	27.6 M	38.6 M	39 M	41.1 M	32 M	36.5 M	32.8 M	24.3 M	▼ 41%
LA East	586 K	159 K	1.3 M	1.5 M	1.6 M	1.6 M	1.6 M	1.5 M	1.4 M	2.1 M	1.8 M	3.5 M	3.9 M	3.9 M	3.9 M	2.2 M	▼ 37%
LA MidCounties	314 K	622 K	560 K	731 K	472 K	330 K	390 K	223 K	316 K	165 K	188 K	281 K	168 K	369 K	406 K	308 K	▲ 10%
LA Central	374 K	374 K	695 K	342 K	342 K	470 K	764 K	864 K	741 K	842 K	274 K	509 K	312 K	773 K	650 K	978 K	▲ 92%
South Bay	868 K	830 K	1.7 M	1.6 M	1.8 M	2.0 M	1.8 M	2.3 M	1.8 M	1.8 M	1.3 M	1.5 M	1.6 M	1.9 M	2.4 M	2.1 M	▲ 40%
LA Northwest	574 K	1.09 M	1.6 M	1.2 M	1.5 M	589 K	700 K	278 K	224 K	189 K	271 K	1.5 M	1.5 M	1.2 M	592 K	592 K	▼ 61%
Orange County	654 K	768 K	267 K	266 K	571 K	2.3 M	1.9 M	3.1 M	3.3 M	3.6 M	3.7 M	3.0 M	2.3 M	1.9 M	1.5 M	1.3 M	▼ 57%
Ventura County	408 K	408 K	498 K	412 K	412 K	1.1 M	2.09 M	1.04 M	561 K	464 K	714 K	793 K	631 K	626 K	760 K	806 K	▲ 2%
Total	26.1 M	22.9 M	24.0 M	24.2 M	28.3 M	30.3 M	35.3 M	34.8 M	36 M	47.7 M	47 M	52 M	42 M	48.3 M	43 M	32.7 M	▼ 37%

▼ **37%**

YOY decrease in SF
under construction

32.7M SF

Total SF under
construction in Q4 2023

24.3M SF (74%)

Total SF under construction
in Inland Empire Q4 2023

DELIVERED/COMPLETED PROPERTIES: 2020 – 2023

IE, LA, OC, VENTURA COUNTY

Region	2020	2021	2022	Q1	Q2	Q3	Q4	2023	Projected
									Q1 2024
Inland Empire	24.2 M	14.9 M	22.4 M	14.0 M	1.4 M	9.5 M	9.9 M	34.7 M	14.7 M
LA East	2.2 M	1.3 M	1.4 M	61 K	33 K	0	1.9 M	2.0 M	1.9 M
LA MidCounties	89 K	584 K	287 K	0	0	23 K	0	23 K	308 K
LA Central	767 K	80 K	933 K	6 K	219 K	59 K	41 K	325 K	337 K
South Bay	676 K	1.2 M	1.3 M	742 K	119 K	204 K	474 K	1.5 M	579 K
LA Northwest	697 K	1.0 M	606 K	22 K	274 K	0	0	296 K	460 K
Orange County	1.5 M	459 K	1.9 M	1.4 M	512 K	447 K	376 K	2.8 M	1.1 M
Ventura County	329 K	2.3 M	343 K	343 K	10 K	0	75 K	427 K	108 K
Total	30.4 M	22.0 M	29.1 M	16.6 M	2.6 M	10.2 M	12.8 M	42.1 M	19.5 M

12.8M SF

Total delivered construction in Q4 2023

9.9M+ SF

Total delivered construction in Inland Empire in Q4 2023

42.1M+ SF

Delivered in 2023

19.5M+ SF

Projected to be delivered in Q1 2024

ADVISORY BOARD MEMBERS

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Grant Fulkerson – L&A
Grant Harris – L&A
Indira Rodriguez – CBRE
John Ochoa – L&A
John Cardona - CBRE
Mike Tingus – L&A
Mike Walsh – Daum
Mike Wax – IPA
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Paul Farry – CBRE

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David Young – NAI
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Mike Kantor – Gateway
Robert Flores – CBRE
Rudy Lara – Daum
Senna De La Cruz – Colliers
Steve Bohannon – C&W

LA MidCounties

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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

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Chuck Wilson – Colliers
Clyde Stauff – Colliers
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Rick Ellison – C&W
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Q&A