

Q3 2024
RESEARCH REPORT

INLAND EMPIRE

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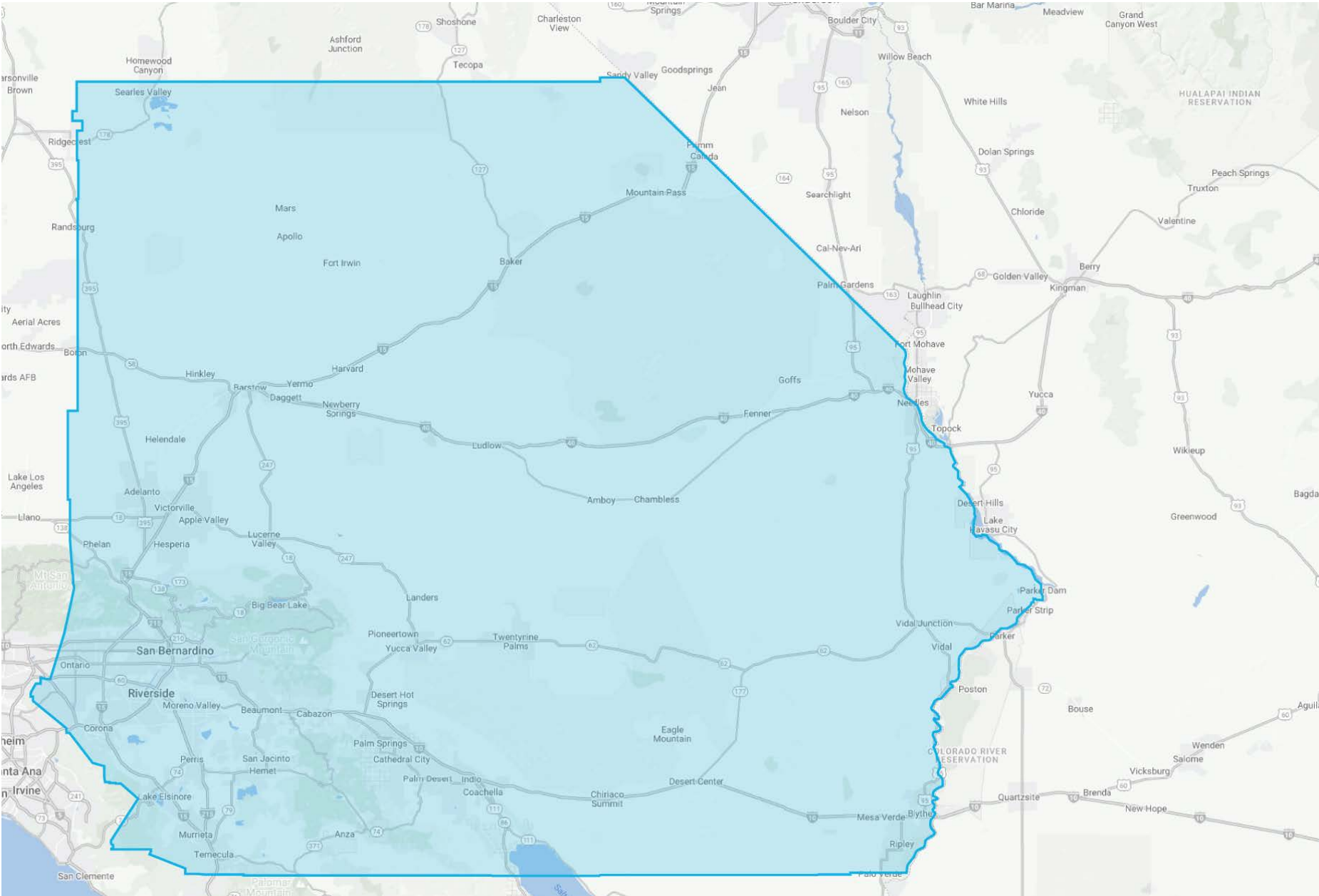
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UNDER CONSTRUCTION

Under Construction Properties
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INLAND EMPIRE COVERAGE AREA



**ALL
PROPERTY
TYPES**

Industrial, Office,
Retail & Land

7,300

Listings across 82K
Properties in Inland Empire

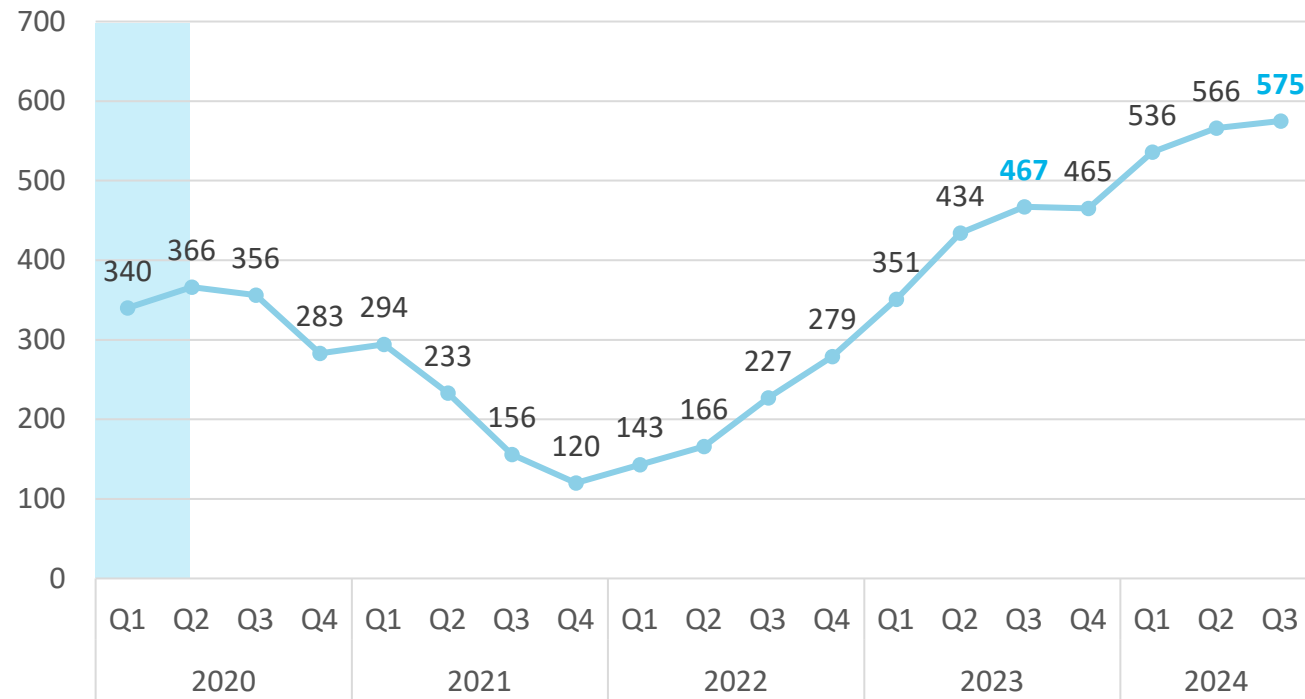
36K

Listings across 414K
Properties in SoCal

EXISTING AVAILABLE LISTINGS: DIRECT LEASE

INLAND EMPIRE

COUNT

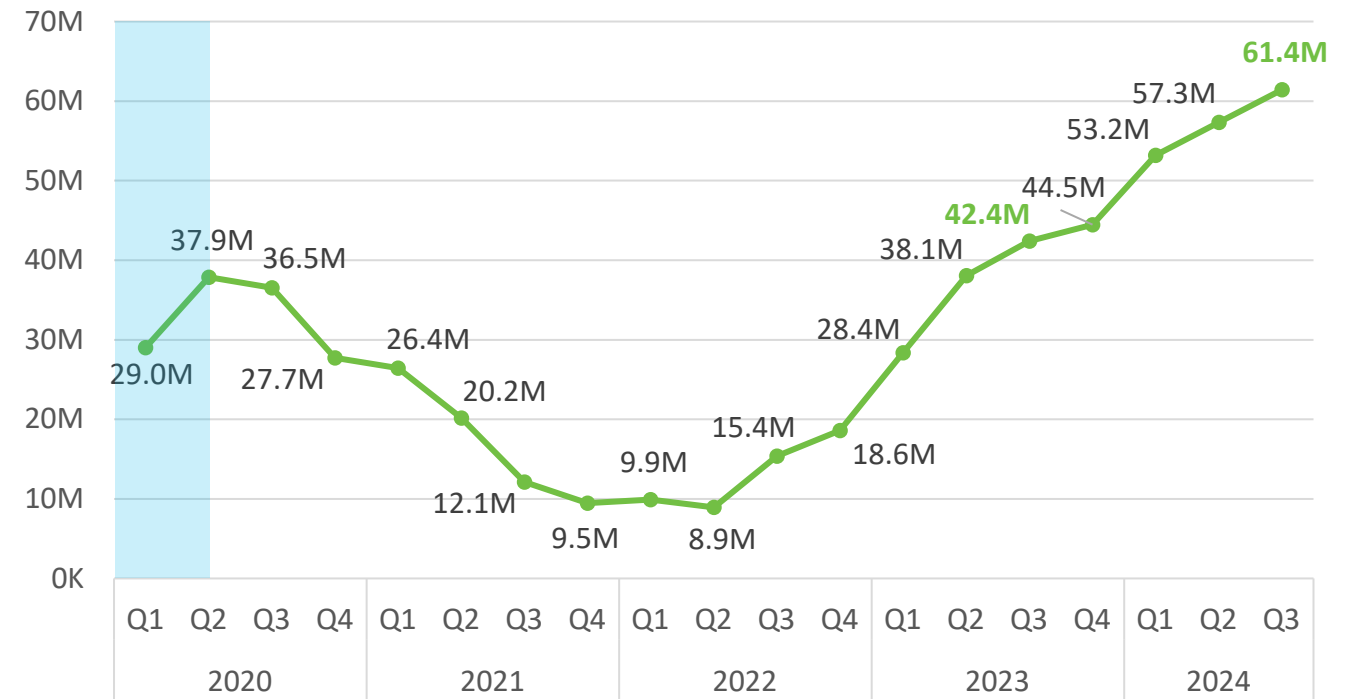


Blue shaded area indicates beginning of pandemic

▲ **23%**

YOY increase in number of listings

BY SF



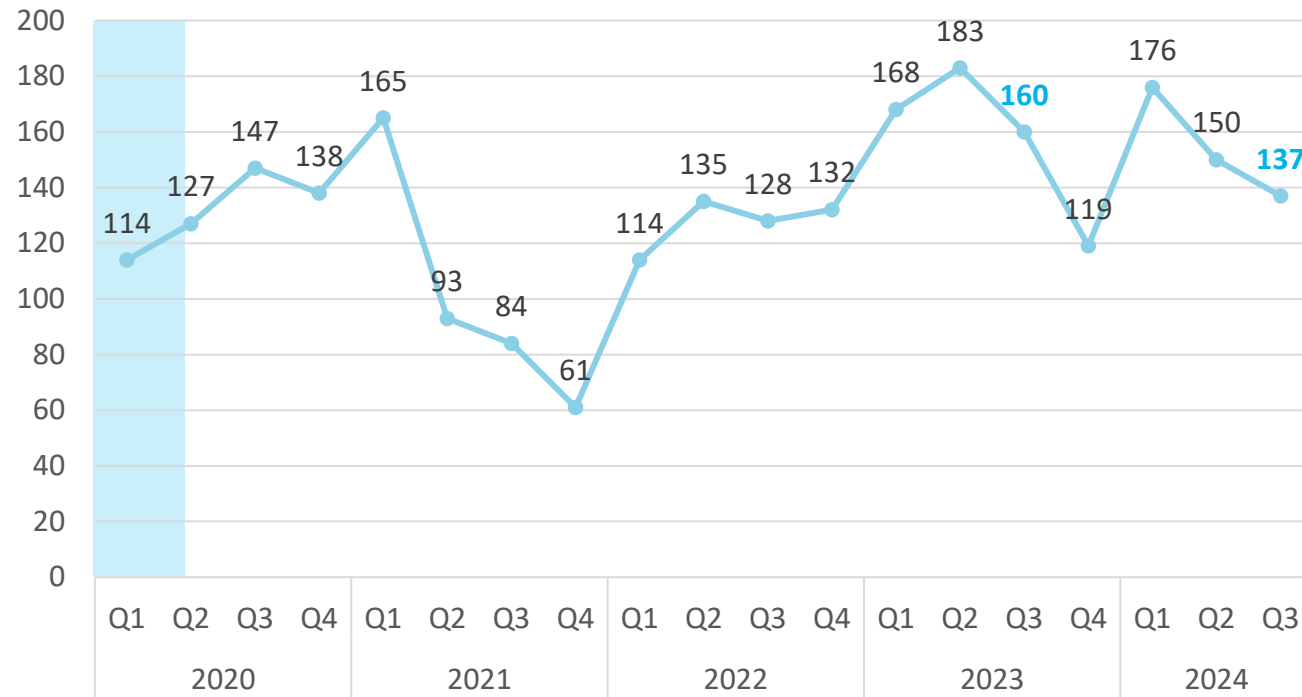
▲ **19M (45%)**

YOY increase in SF of listings

NEW LISTINGS ADDED: DIRECT LEASE

INLAND EMPIRE

COUNT



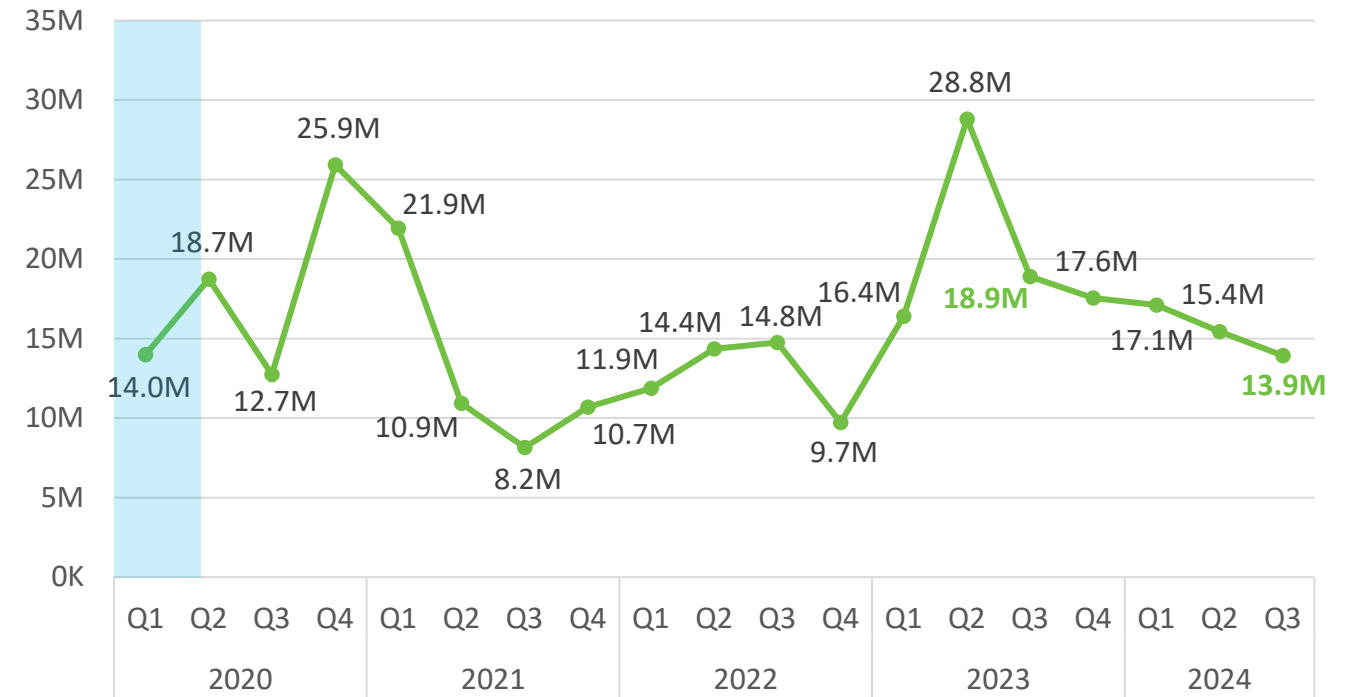
Blue shaded area indicates beginning of pandemic

▼ 14%

YOY decrease in number of listings added



BY SF



▼ 5M (27%)

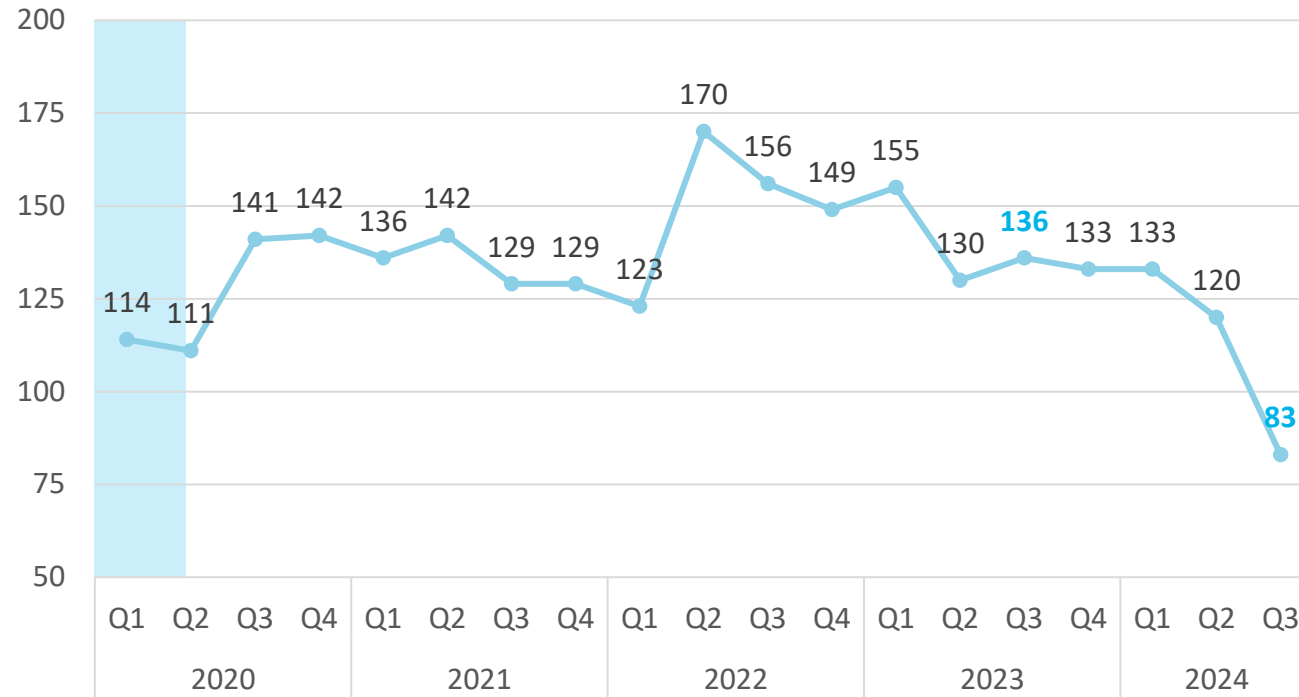
YOY decrease in SF of listings added



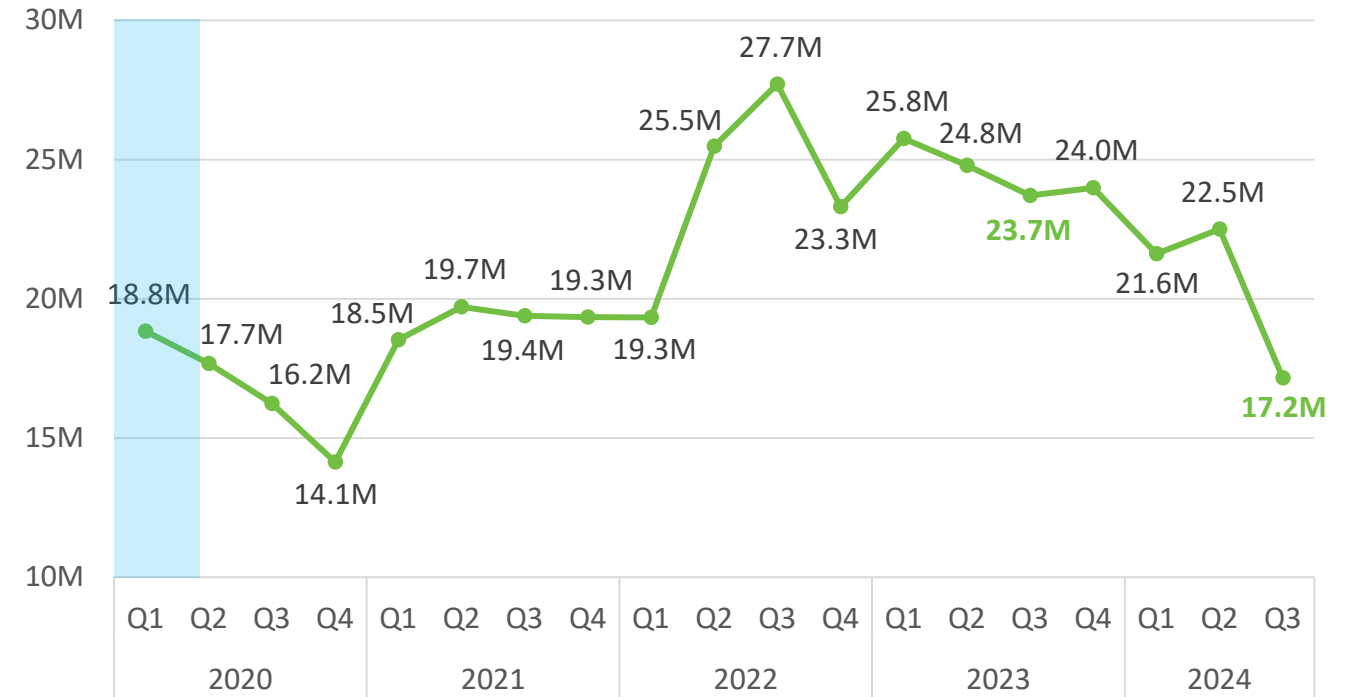
UNDER CONSTRUCTION AVAILABLE LISTINGS: DIRECT LEASE

INLAND EMPIRE

COUNT



BY SF



Blue shaded area indicates beginning of pandemic

▼ **39%**

YOY decrease in number of listings

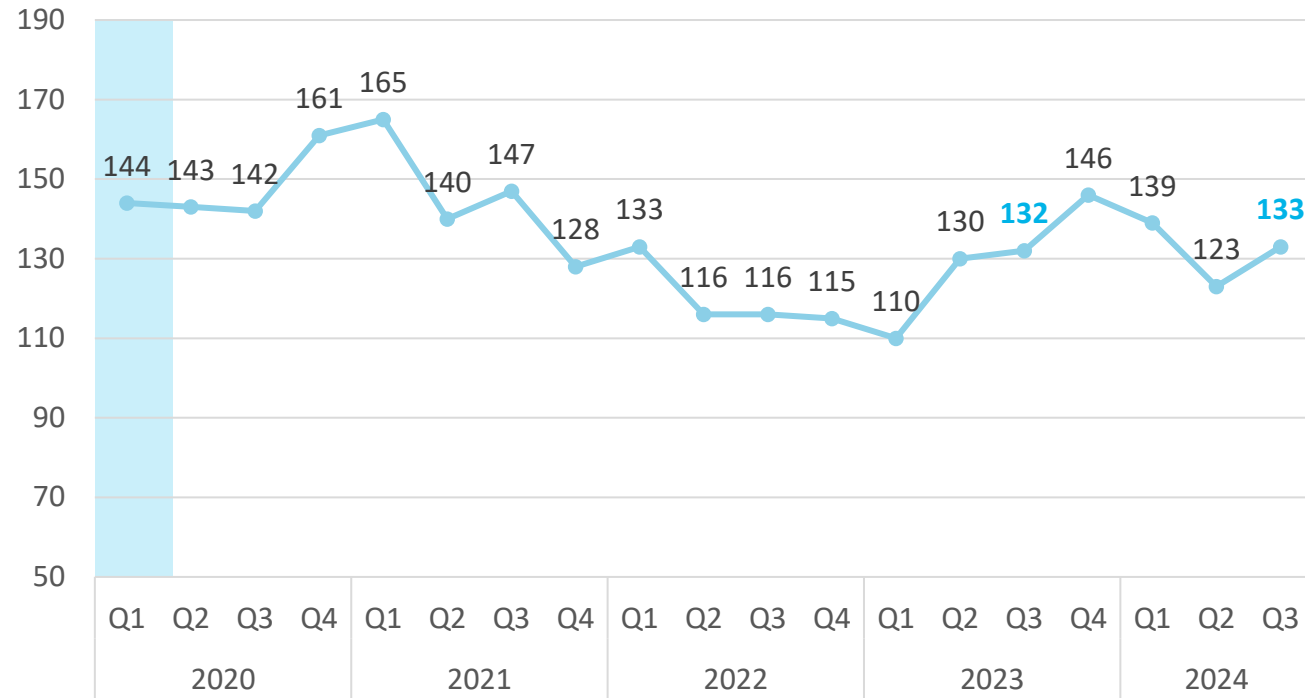
▼ **6.5M (27%)**

YOY decrease in SF of listings

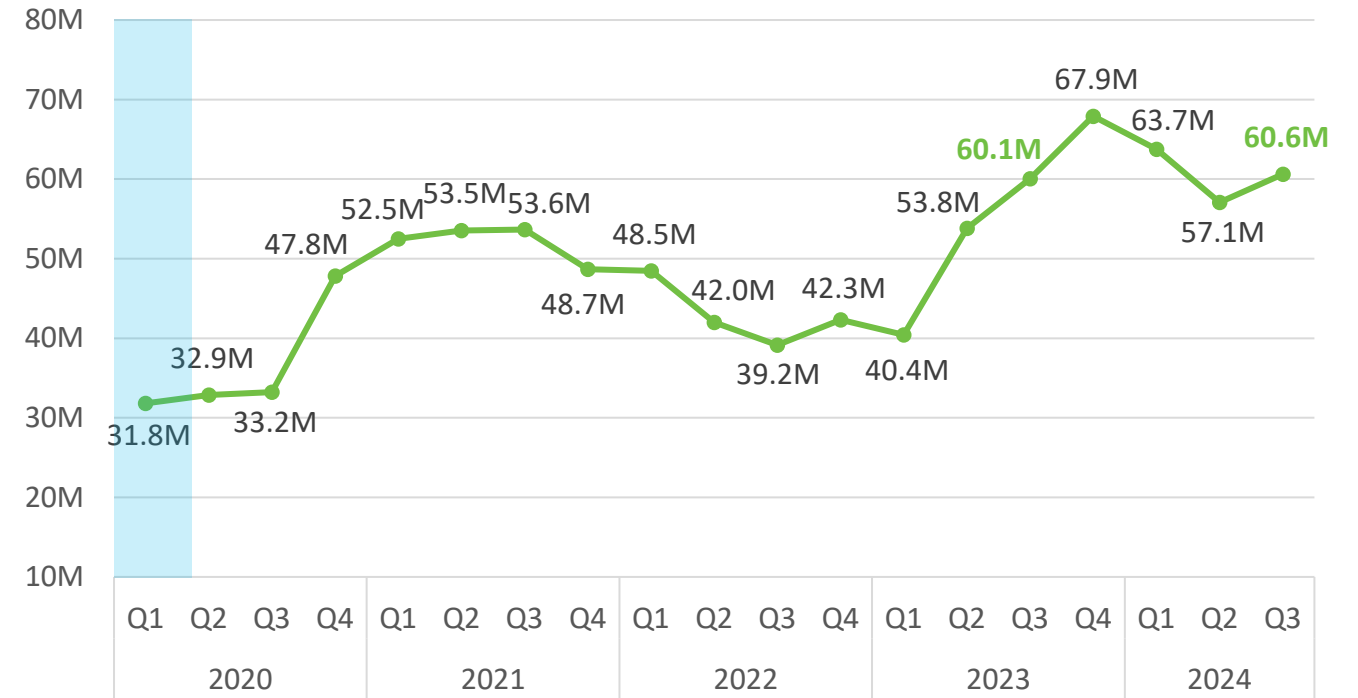
PROPOSED AVAILABLE LISTINGS: DIRECT LEASE

INLAND EMPIRE

COUNT



BY SF



Blue shaded area indicates beginning of pandemic

▲ 1%

YOY increase in number of listings

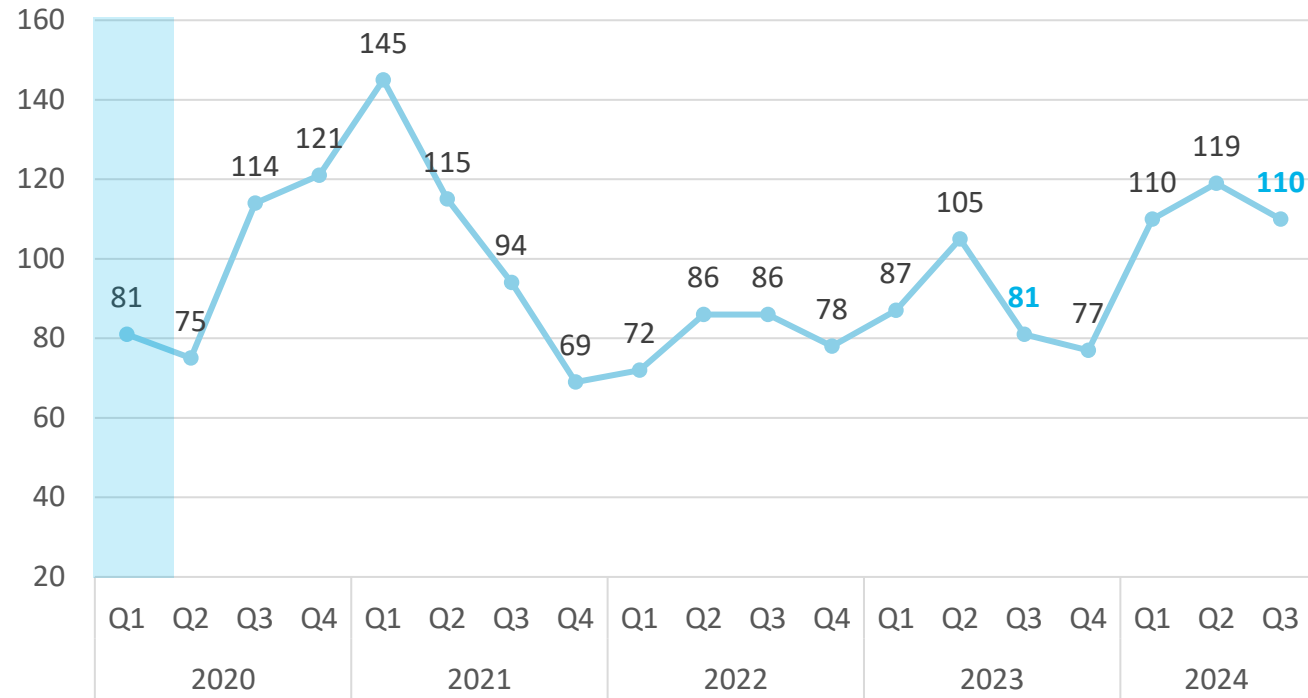
▲ 500K (1%)

YOY increase in SF of listings

TRANSACTIONS: DIRECT LEASE

INLAND EMPIRE

COUNT



BY SF



Blue shaded area indicates beginning of pandemic

▲ **36%**

YOY increase in number of transactions

▲ **5.5M (115%)**

YOY increase in SF transacted

DIRECT LEASE TRANSACTIONS BY SIZE

INLAND EMPIRE

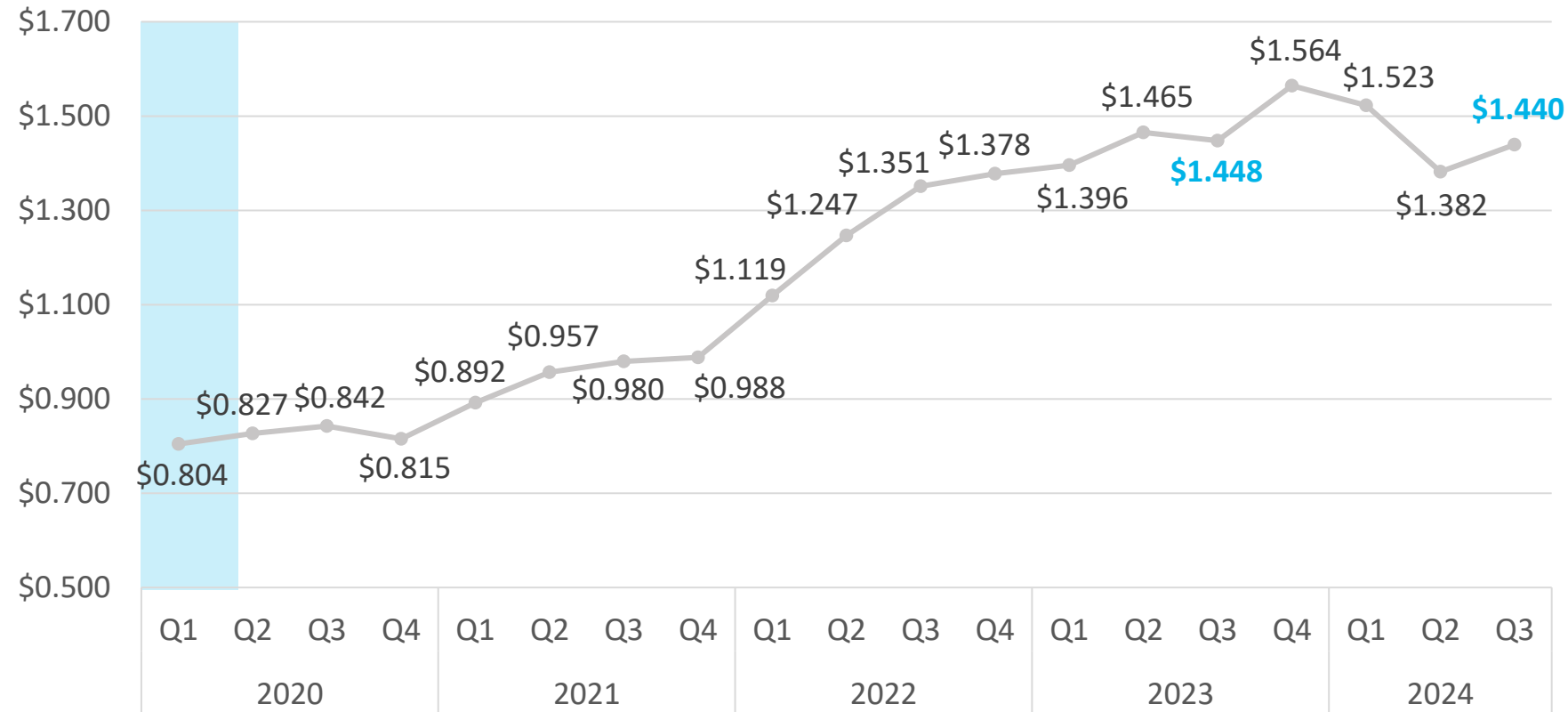
| | 2020 | | | | 2021 | | | | 2022 | | | | 2023 | | | | 2024 | | |
|--------------------|---------------------|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|---------------------|----------------------|-----------------------|---------------------|---------------------|-----------------------|-----------------------|-----------------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 |
| 10K-50K | 47 1.0 M | 42 913 K | 68 1.6 M | 65 1.5 M | 87 1.8 M | 65 1.2 M | 51 1.1 M | 29 651 K | 40 896 K | 46 940 K | 44 816 K | 47 945 K | 51 1.1 M | 66 1.6 M | 61 1.4 M | 49 1.0 M | 73 1.6 M | 76 1.7 M | 63 1.3 M |
| 50K-100K | 13 970 K | 11 791 K | 17 1.2 M | 16 1.1 M | 24 1.6 M | 13 890 K | 9 749 K | 14 960 K | 9 678 K | 12 889 K | 9 603 K | 10 653 K | 11 743 K | 16 1.2 M | 10 600 K | 8 581 K | 11 766 K | 13 1.0 M | 23 1.7 M |
| 100K-150K | 4 496 K | 4 478 K | 10 1.2 M | 12 1.5 M | 14 1.7 M | 10 1.2 M | 6 746 K | 7 891 K | 2 275 K | 10 1.2 M | 6 728 K | 5 606 K | 8 952 K | 6 705 K | 2 251 K | 2 259 K | 10 1.1 M | 13 1.6 M | 7 822 K |
| 150K-200K | 4 753 K | 5 863 K | 4 663 K | 9 1.6 M | 4 769 K | 6 1.1 M | 9 1.6 M | 6 1.0 M | 6 1.1 M | 4 682 K | 1 189 K | 2 366 K | 5 853 K | 3 520 K | 3 524 K | 4 619 K | 2 365 K | 5 920 K | 2 393 K |
| 200K-300K | 4 972 K | 5 1.1 M | 2 422 K | 8 1.9 M | 6 1.4 M | 7 1.7 M | 8 2.0 M | 5 1.3 M | 3 683 K | 3 783 K | 7 1.8 M | 3 789 K | 1 264 K | 4 902 K | 2 465 K | 6 1.3 M | 4 848 K | 3 677 K | 5 1.3 M |
| 300K-400K | 4 1.4 M | 1 393 K | 3 1.0 M | 4 1.4 M | 3 1.1 M | 5 1.6 M | 2 652 K | 2 614 K | 4 1.3 M | 4 1.4 M | 2 678 K | 5 1.7 M | 4 1.4 M | 5 1.7 M | 1 304 K | 2 718 K | 4 1.3 M | 2 683 K | 3 1.0 M |
| 400K-500K | 0 | 3 1.3 M | 1 424 K | 1 411 K | 5 2.1 M | 1 412 K | 3 1.3 M | 2 816 K | 3 1.3 M | 3 1.3 M | 7 3.0 M | 2 894 K | 1 471 K | 1 426 K | 0 | 3 1.2 M | 2 908 K | 1 414 K | 5 2.3 M |
| 500K-1M | 4 2.8 M | 3 1.8 M | 8 5.0 M | 5 3.6 M | 2 1.3 M | 8 5.7 M | 4 2.9 M | 1 685 K | 4 2.7 M | 1 606 K | 6 4.1 M | 3 2.0 M | 4 2.7 M | 3 2.3 M | 2 1.2 M | 0 | 1 779 K | 5 3.0 M | 2 1.4 M |
| 1M+ | 1 1.2 M | 1 1.1 M | 1 1.1 M | 1 1.0 M | 0 | 0 | 2 5.1 M | 3 4.0 M | 1 1.1 M | 3 3.9 M | 4 4.4 M | 1 1.0 M | 2 2.5 M | 1 1.4 M | 0 | 3 3.8 M | 3 3.0 M | 1 1.2 M | 0 |
| Grand Total | 81 9.6 M | 75 8.8 M | 114 12.7 M | 121 13.9 M | 145 11.8 M | 115 13.8 M | 94 16.2 M | 69 11.0 M | 72 10.0 M | 86 11.7 M | 86 16.3 M | 78 8.9 M | 87 11.0 M | 105 10.7 M | 81 4.8 M | 77 9.6 M | 110 10.7 M | 119 11.1 M | 110 10.3 M |

 **115%**

YOY increase in SF transacted

AVERAGE ASKING RATE (GROSS): DIRECT LEASE

INLAND EMPIRE



Blue shaded area indicates beginning of pandemic
 Rates are impacted by an abundance of undisclosed rates in the Inland Empire

▲ **\$0.64 (79%)**

Increase in average asking rate since Q1 2020

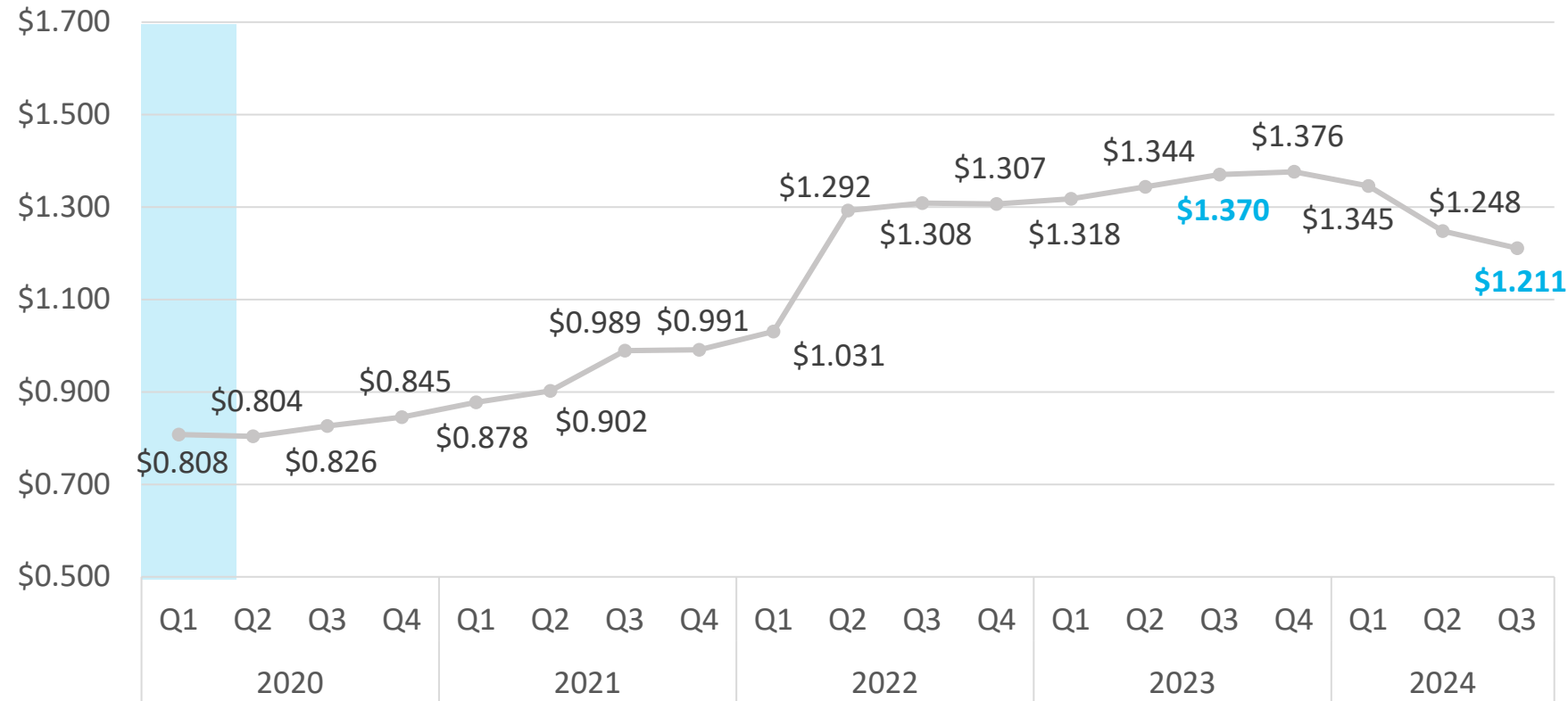
▼ **\$0.01 (1%)**

YOY decrease in average asking rate

Rates are impacted by the continued trend of undisclosed rates in larger spaces in the Inland Empire.

AVERAGE ASKING RATE (NET): DIRECT LEASE

INLAND EMPIRE



Blue shaded area indicates beginning of pandemic
 Rates are impacted by an abundance of undisclosed rates in the Inland Empire

▲ **\$0.40 (50%)**

Increase in average asking rate since Q1 2020

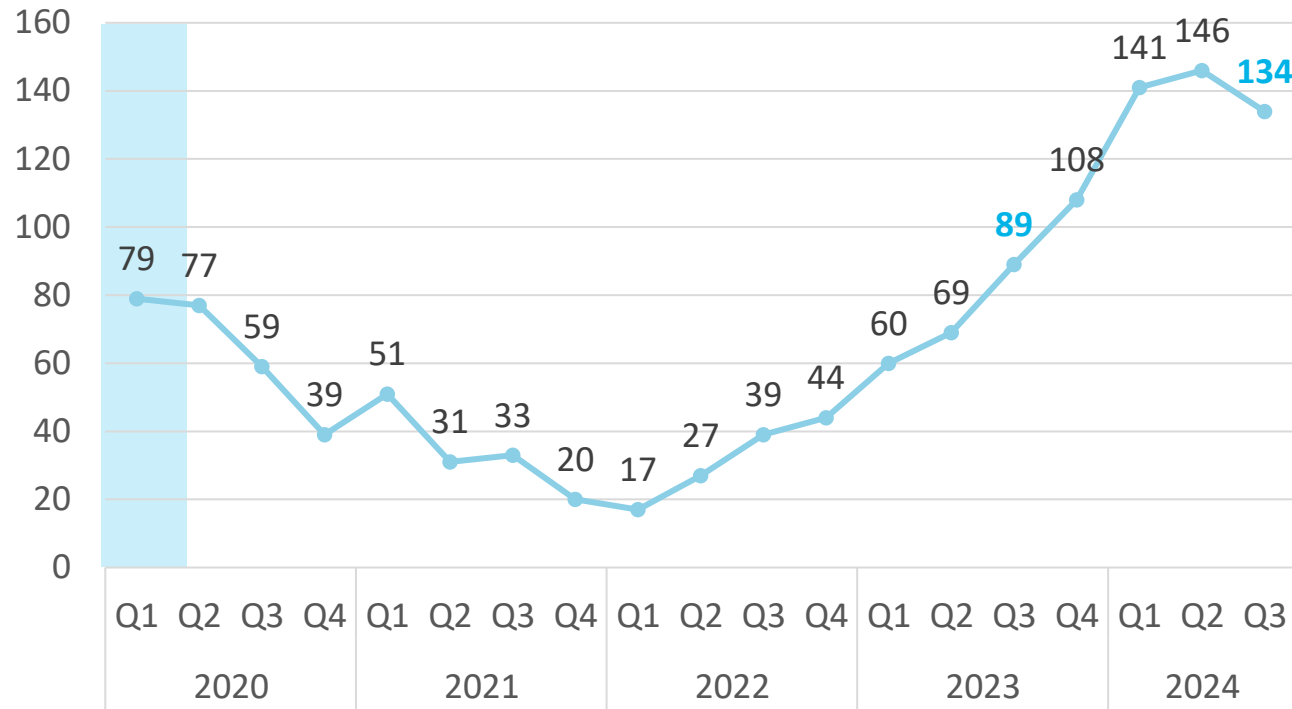
▼ **\$0.16 (12%)**

YOY decrease in average asking rate

Rates are impacted by the continued trend of undisclosed rates in larger spaces in the Inland Empire.

TOTAL AVAILABLE LISTINGS: SUBLEASE INLAND EMPIRE

COUNT

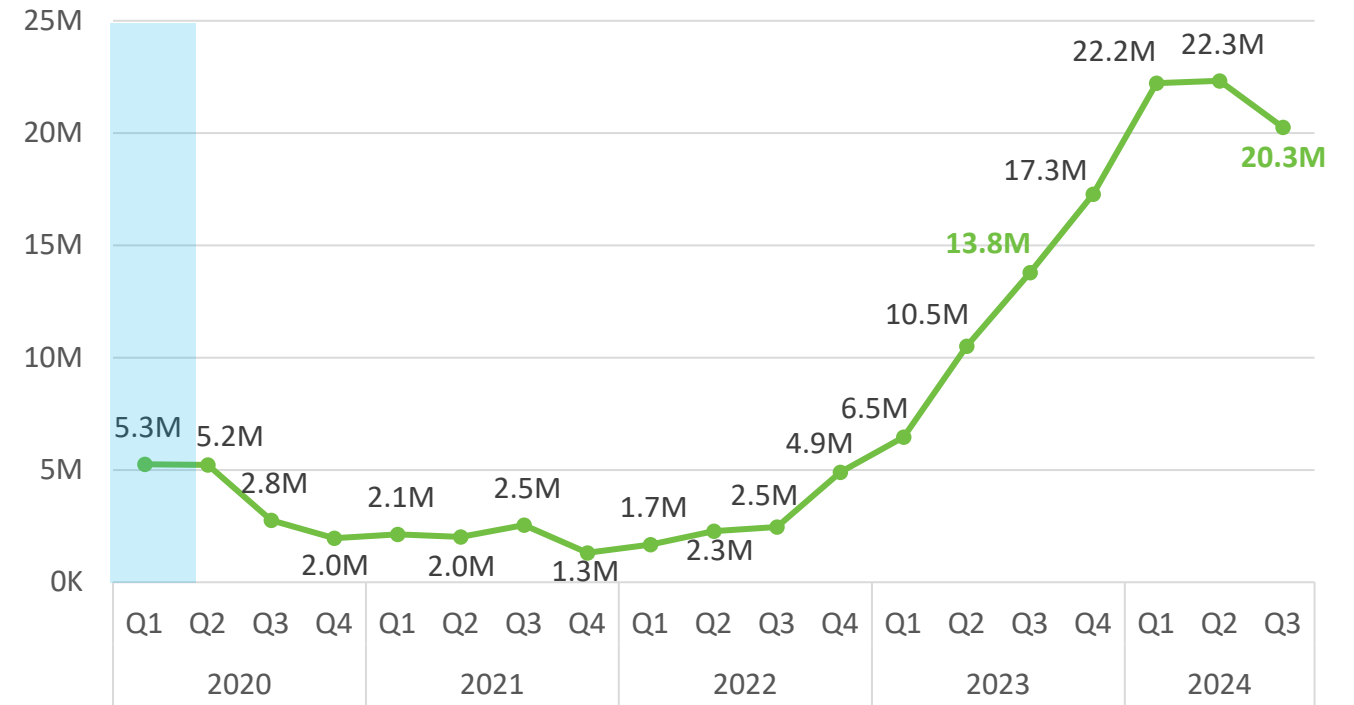


Blue shaded area indicates beginning of pandemic

▲ **51%**

YOY increase in number of listings

BY SF



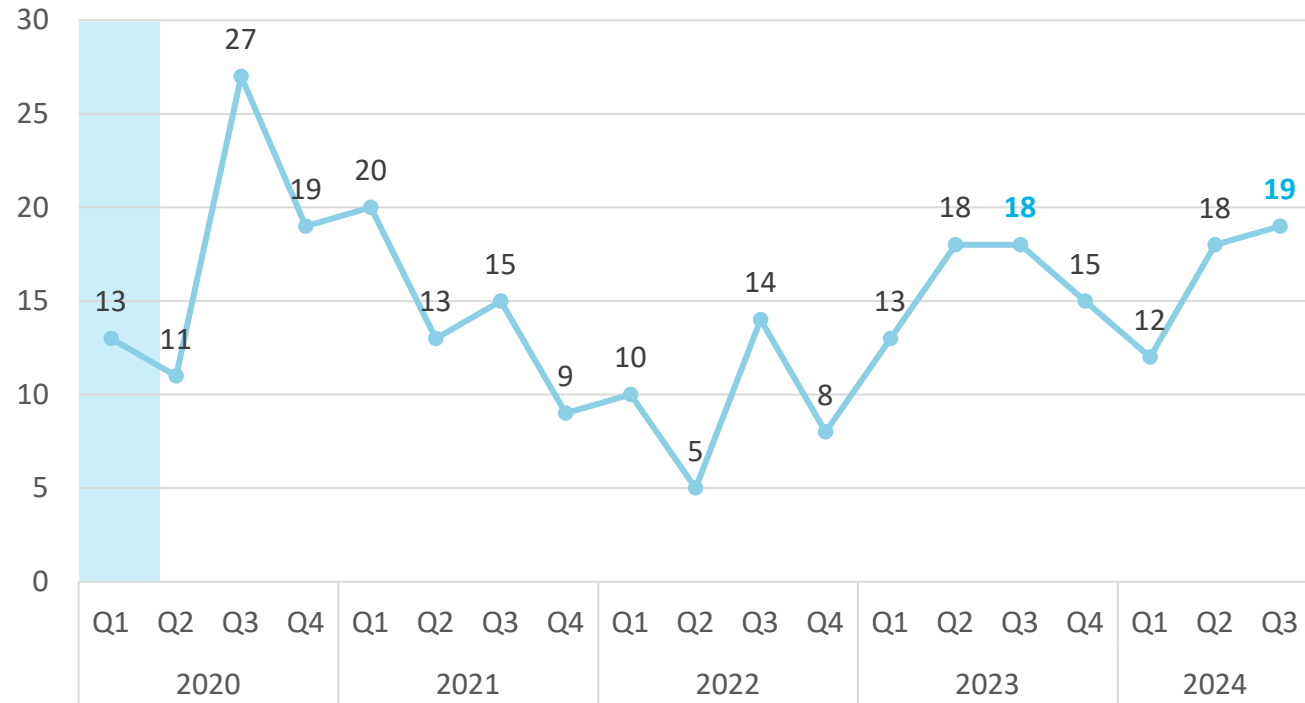
▲ **6.5M (47%)**

YOY increase in SF of listings

TRANSACTIONS: SUBLEASE

INLAND EMPIRE

COUNT

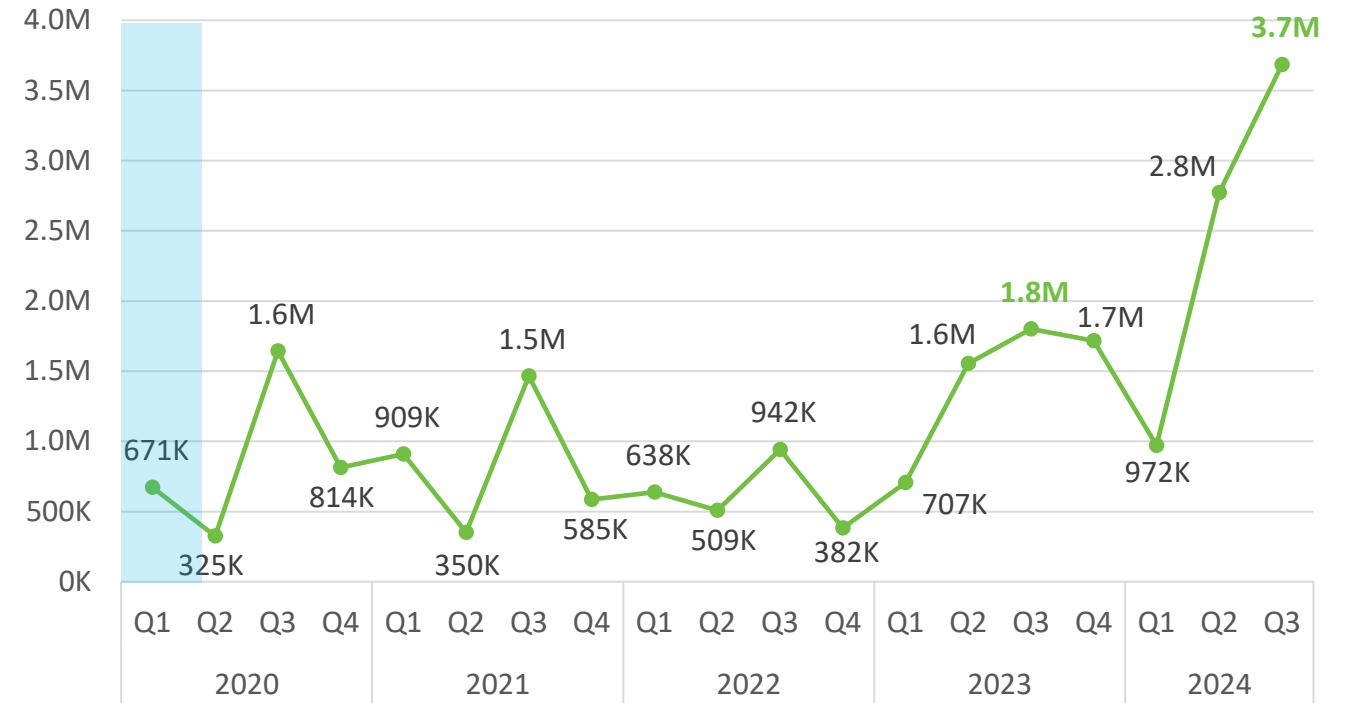


Blue shaded area indicates beginning of pandemic

▲ **6%**

YOY increase in number of transactions

BY SF



▲ **1.9M (106%)**

YOY increase in SF transacted

SUBLEASE TRANSACTIONS BY SIZE

INLAND EMPIRE

| | 2020 | | | | 2021 | | | | 2022 | | | | 2023 | | | | 2024 | | |
|--------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|--------------------|---------------------|--------------------|---------------------|--------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 |
| 10K-50K | 9 245 K | 9 163 K | 17 393 K | 12 246 K | 13 295 K | 12 270 K | 9 204 K | 4 126 K | 5 135 K | 1 33 K | 6 166 K | 7 177 K | 8 176 K | 9 273 K | 9 259 K | 5 136 K | 4 91 K | 4 51 K | 6 117 K |
| 50K-100K | 2 165 K | 2 162 K | 4 241 K | 5 362 K | 6 459 K | 1 80 K | 3 264 K | 3 220 K | 2 106 K | 1 79 K | 6 391 K | 0 | 3 226 K | 3 226 K | 6 450 K | 4 270 K | 4 233 K | 4 317 K | 2 115 K |
| 100K-150K | 2 261 K | 0 | 3 382 K | 2 207 K | 0 | 0 | 1 126 K | 2 240 K | 2 223 K | 2 241 K | 1 115 K | 0 | 1 146 K | 4 484 K | 0 | 516 K | 2 241 K | 2 239 K | 2 205 K |
| 150K-200K | 0 | 0 | 2 354 K | 0 | 1 155 K | 0 | 0 | 0 | 1 175 K | 1 156 K | 0 | 0 | 1 159 K | 0 | 1 167 K | 0 | 1 189 K | 2 379 K | 0 |
| 200K-300K | 0 | 0 | 1 275 K | 0 | 0 | 0 | 1 200 K | 0 | 0 | 0 | 1 270 K | 1 205 K | 0 | 1 200 K | 1 247 K | 1 238 K | 1 217 K | 4 931 K | 3 691 K |
| 300K-400K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 371 K | 0 | 0 | 0 | 1 353 K | 4 1.4 M |
| 400K-500K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 437 K |
| 500K-1M | 0 | 0 | 0 | 0 | 0 | 0 | 1 672 K | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1 677 K | 1 557 K | 0 | 1 501 K | 1 652 K |
| 1M+ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Grand Total | 13 671 K | 11 325 K | 27 1.6 M | 19 814 K | 20 909 K | 13 350 K | 15 1.5 M | 9 585 K | 10 638 K | 5 509 K | 14 942 K | 8 382 K | 13 707 K | 18 1.6 M | 18 1.8 M | 15 1.7 M | 12 972 K | 18 2.8 M | 19 3.7 M |

▲ **106%**

YOY increase in SF transacted

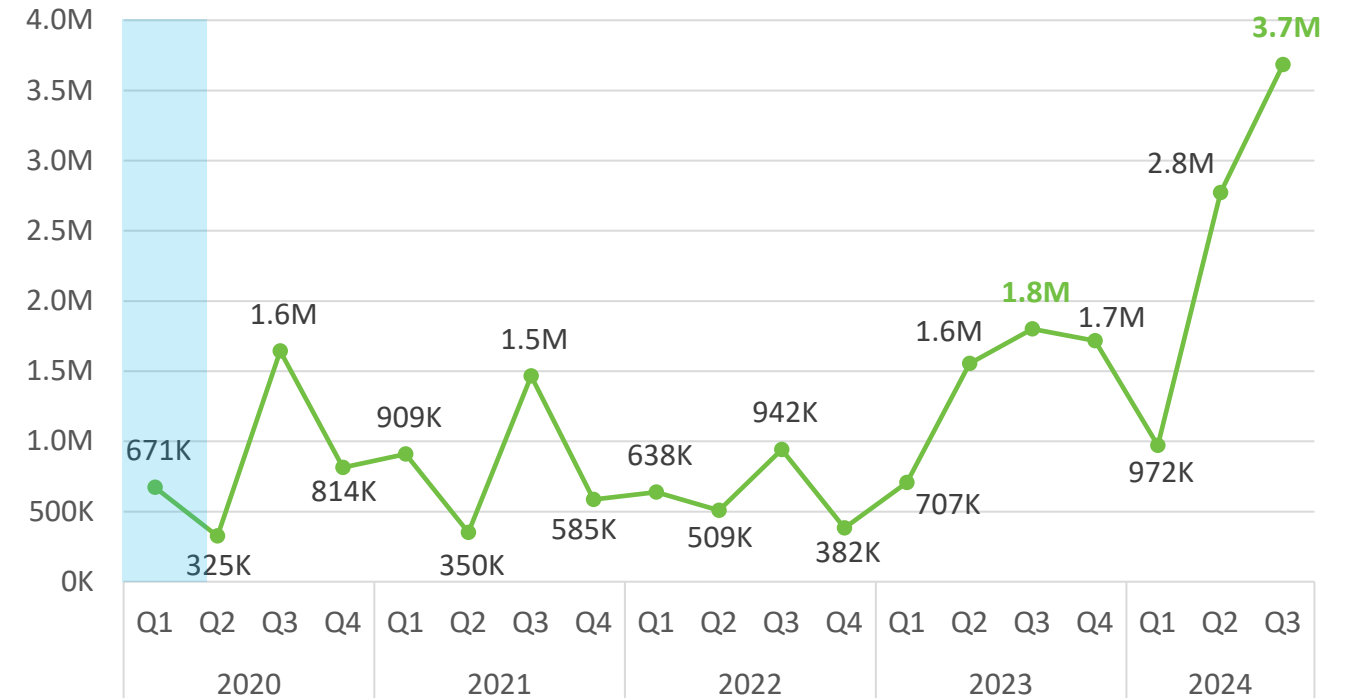
TRANSACTIONS: BY SF

INLAND EMPIRE

DIRECT LEASE TRANSACTIONS BY SF



SUBLEASE TRANSACTIONS BY SF



Blue shaded area indicates beginning of pandemic

▲ **5.5M (115%)**

YOY increase in Direct Lease transacted SF

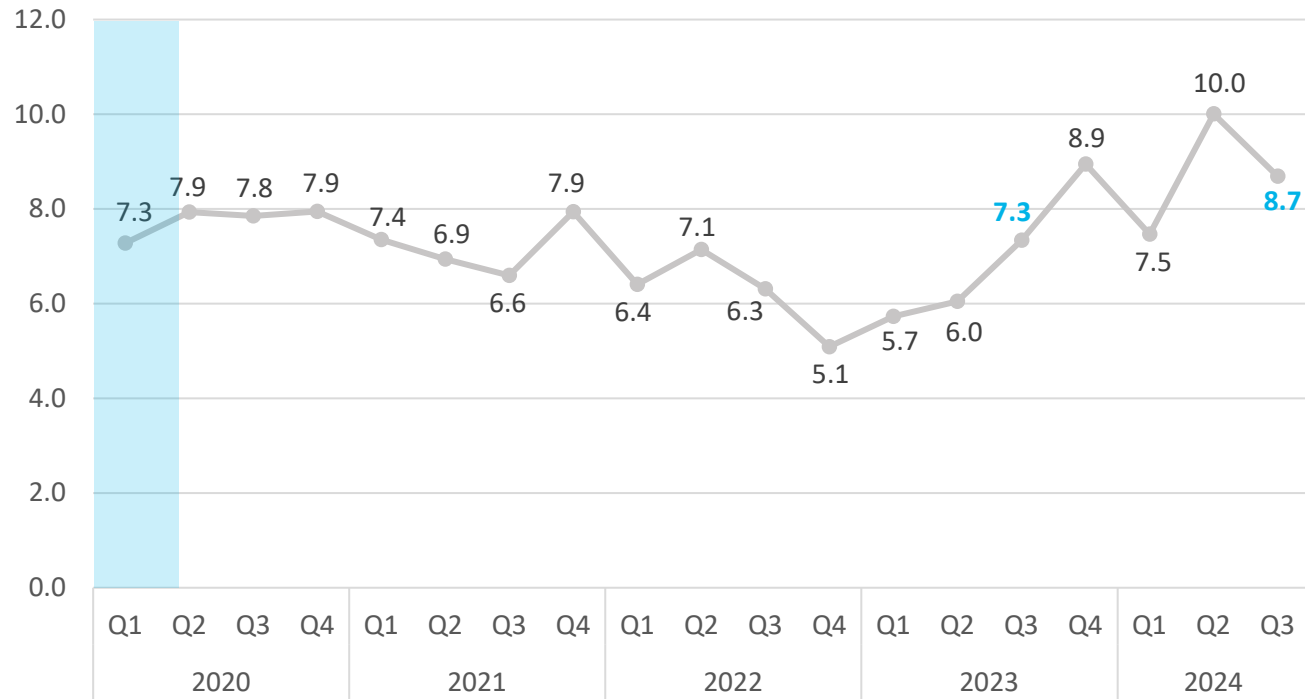
▲ **1.9M (106%)**

YOY increase in Sublease transacted SF

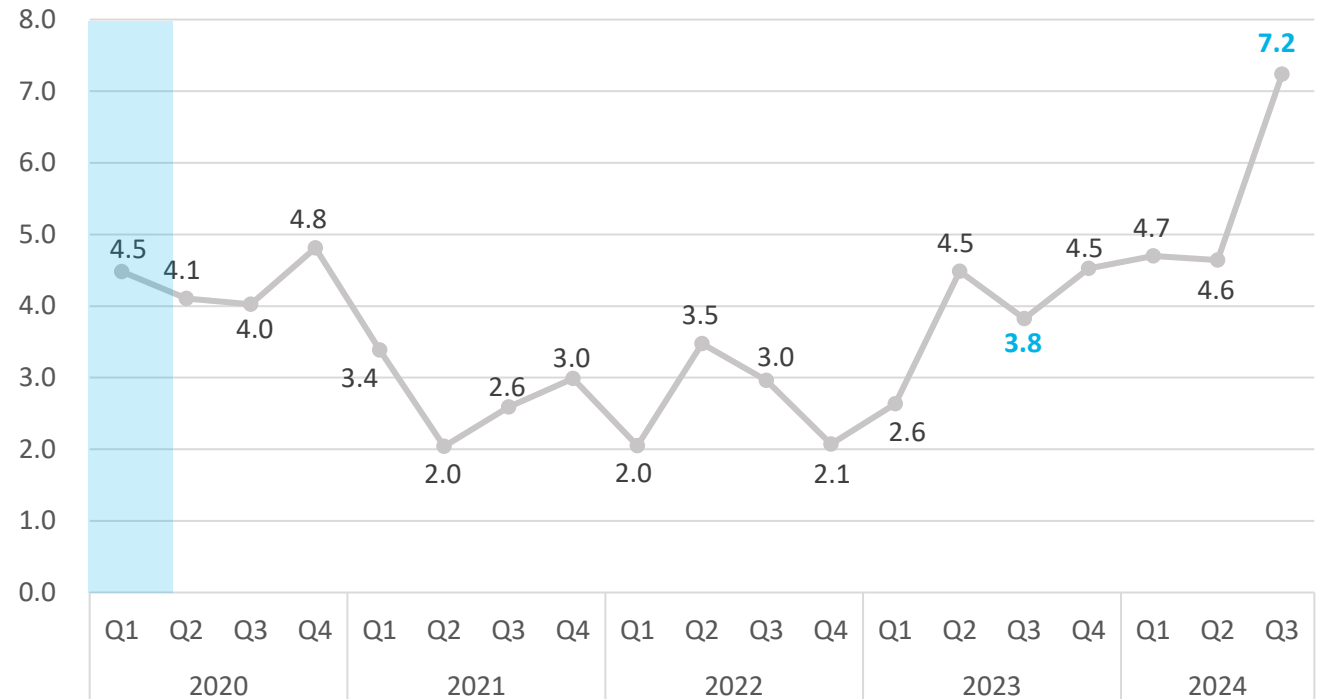
TRANSACTIONS: AVERAGE MONTHS ON MARKET

INLAND EMPIRE

DIRECT LEASE AVG MONTHS ON MARKET



SUBLEASE AVG MONTHS ON MARKET



Blue shaded area indicates beginning of pandemic

▲ **1.4 Months (19%)**

YOY increase in time on market

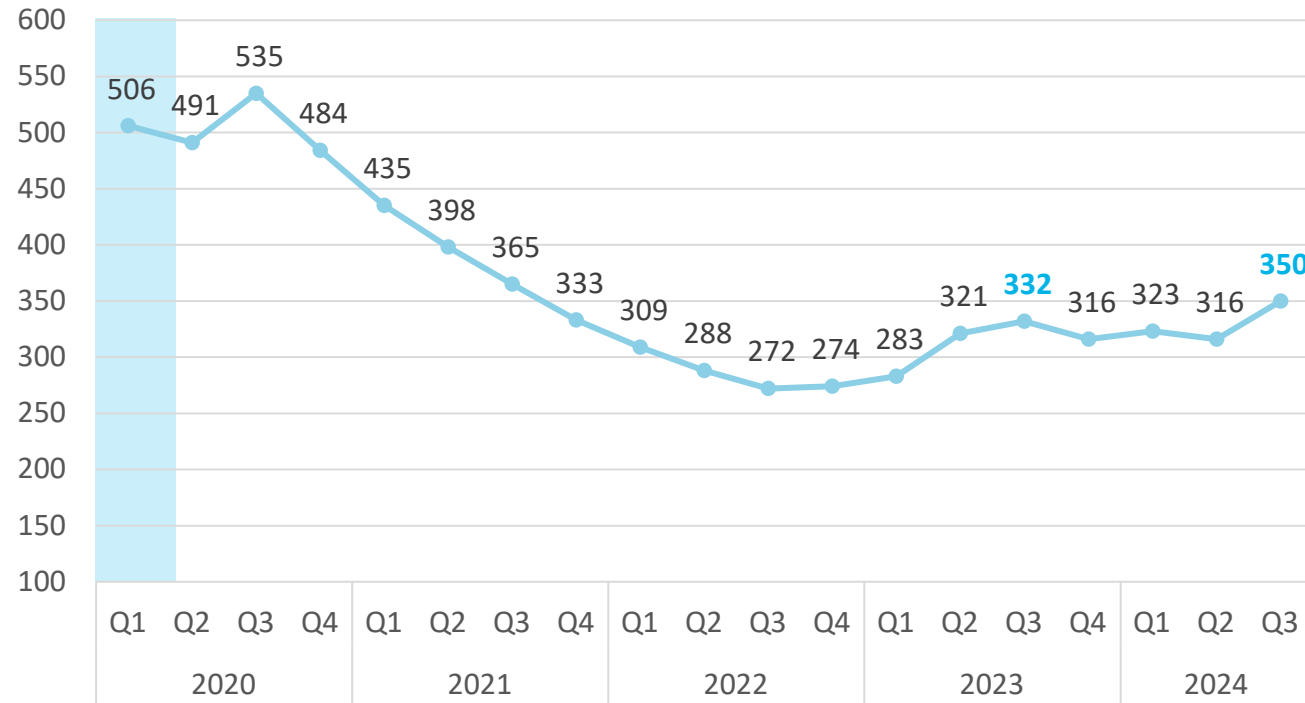
▲ **3.4 Months (89%)**

YOY increase in time on market

TOTAL AVAILABLE LISTINGS: SALE

INLAND EMPIRE

COUNT



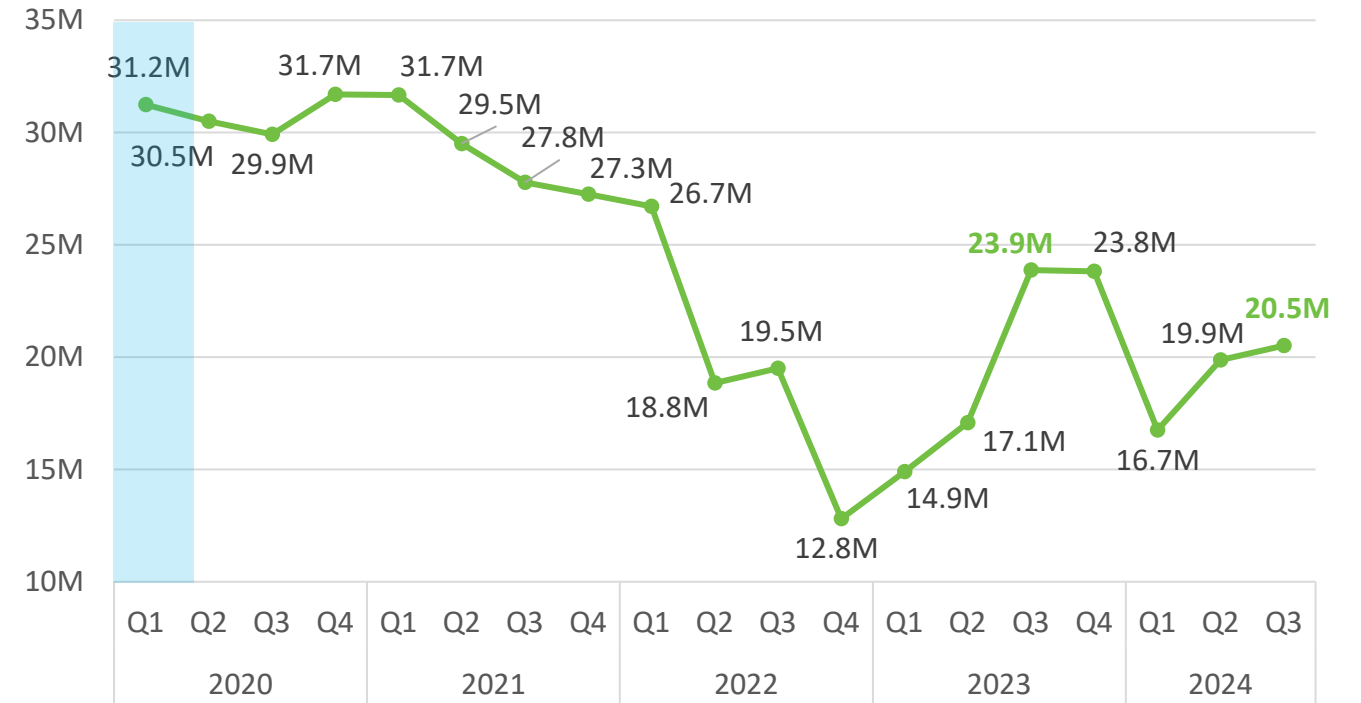
Blue shaded area indicates beginning of pandemic

▲ **5%**

YOY increase in number of listings



BY SF



▼ **3.4M (14%)**

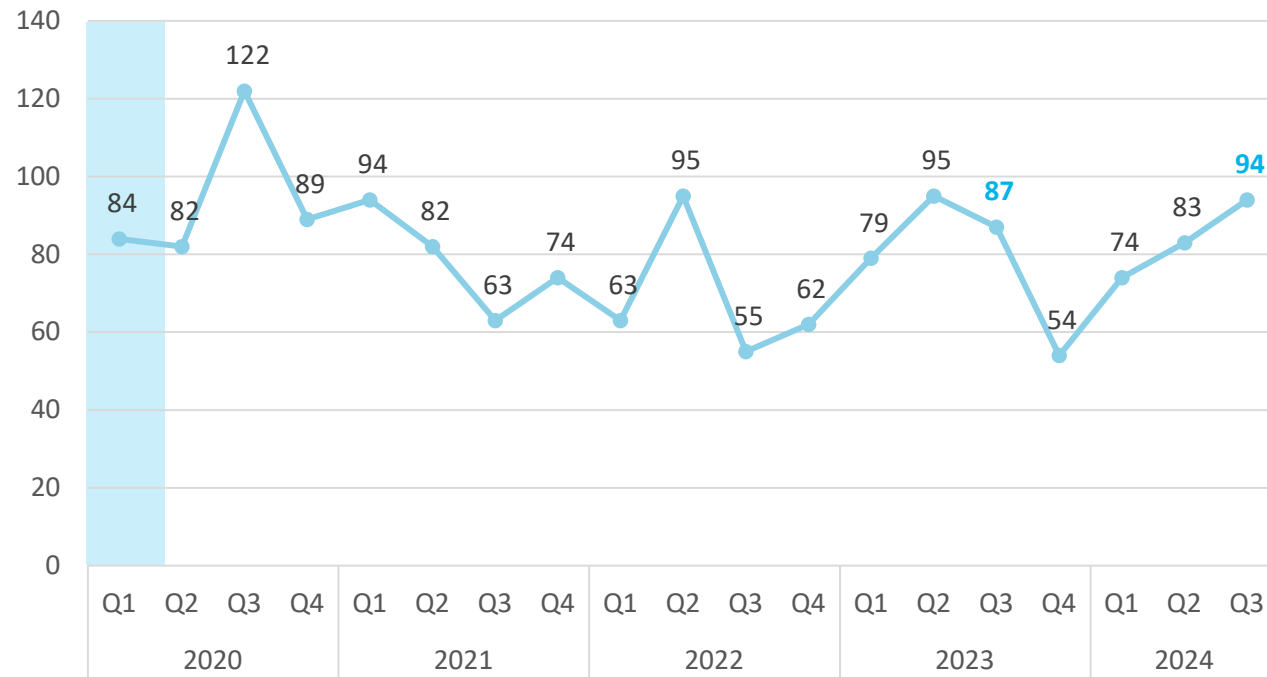
YOY decrease in SF of listings



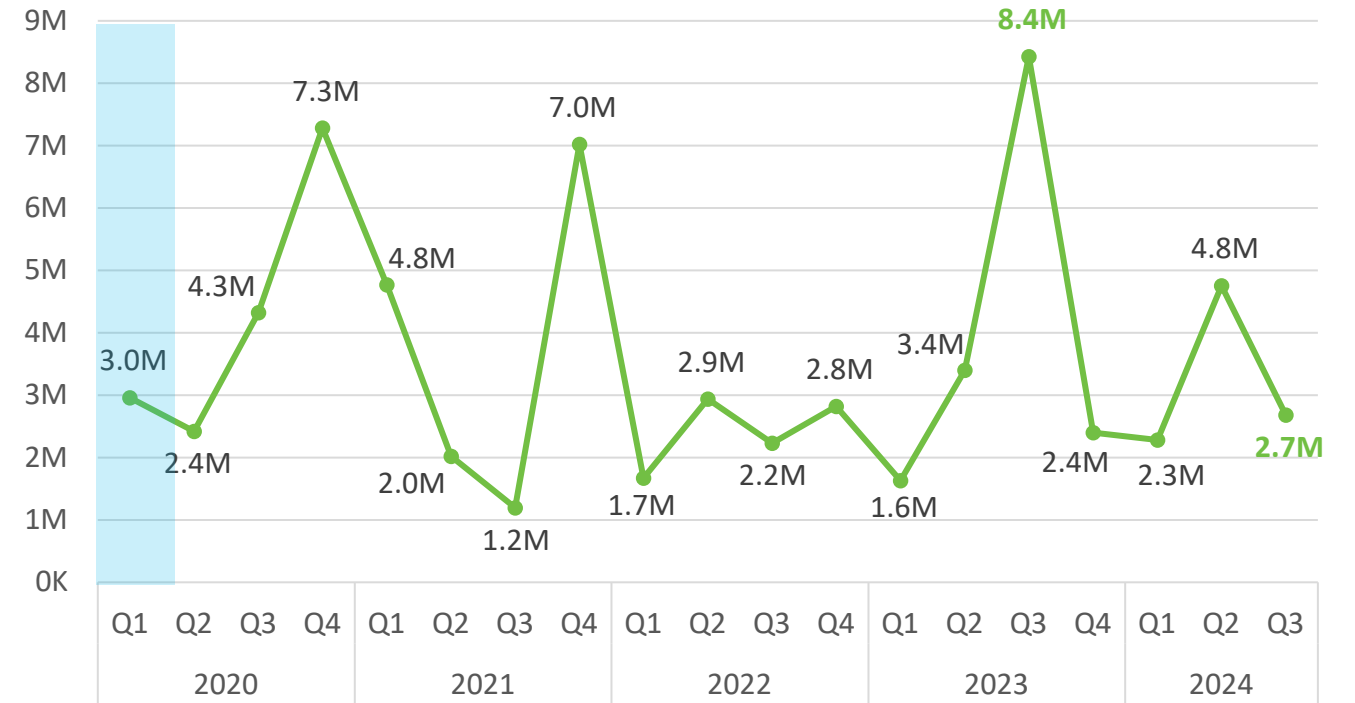
NEW LISTINGS ADDED: SALE

INLAND EMPIRE

COUNT



BY SF



Blue shaded area indicates beginning of pandemic

▲ **8%**

YOY increase in number of listings added

▼ **5.7M (68%)**

YOY decrease in SF added

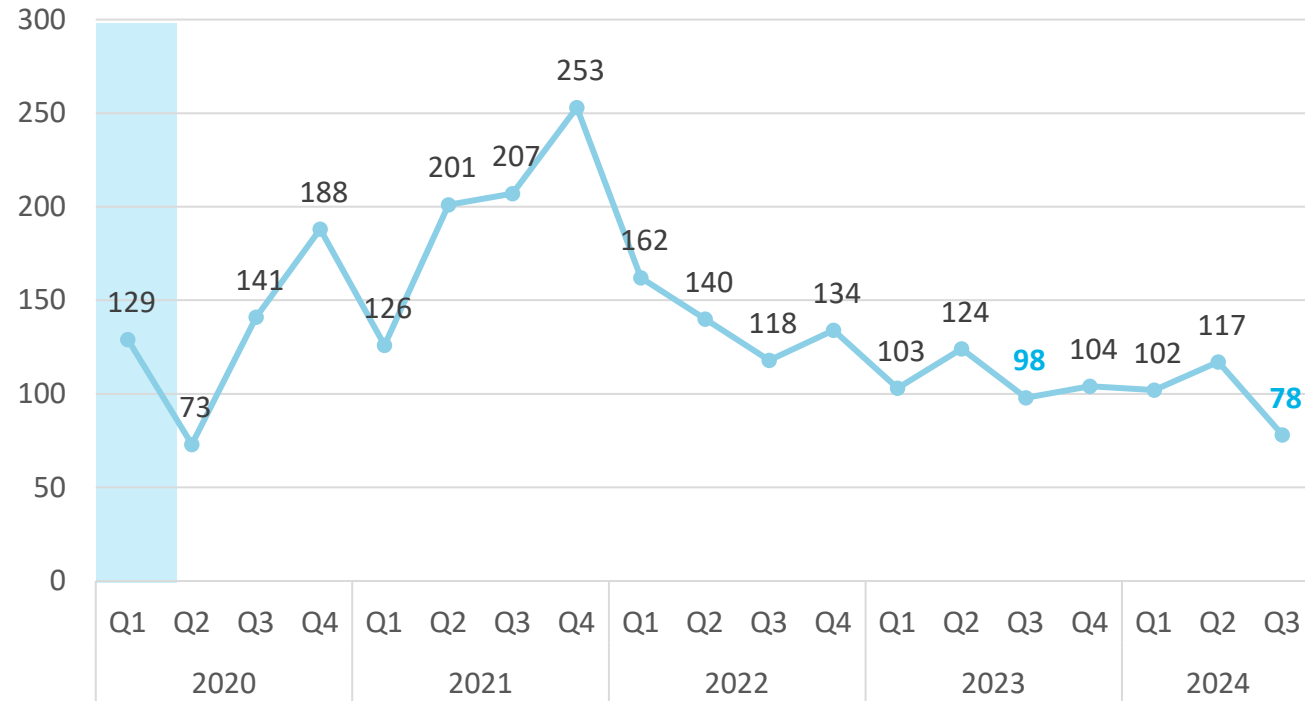
The Hub

4.6 MSF in 9 buildings added during Q3 2023

SALE COMPARABLES

INLAND EMPIRE

COUNT



Blue shaded area indicates beginning of pandemic

▼ **20%**

YOY decrease in number of transactions

BY SF



▼ **3.4M (65%)**

YOY decrease in SF sold

INDUSTRIAL SALE COMPS BY SIZE

INLAND EMPIRE

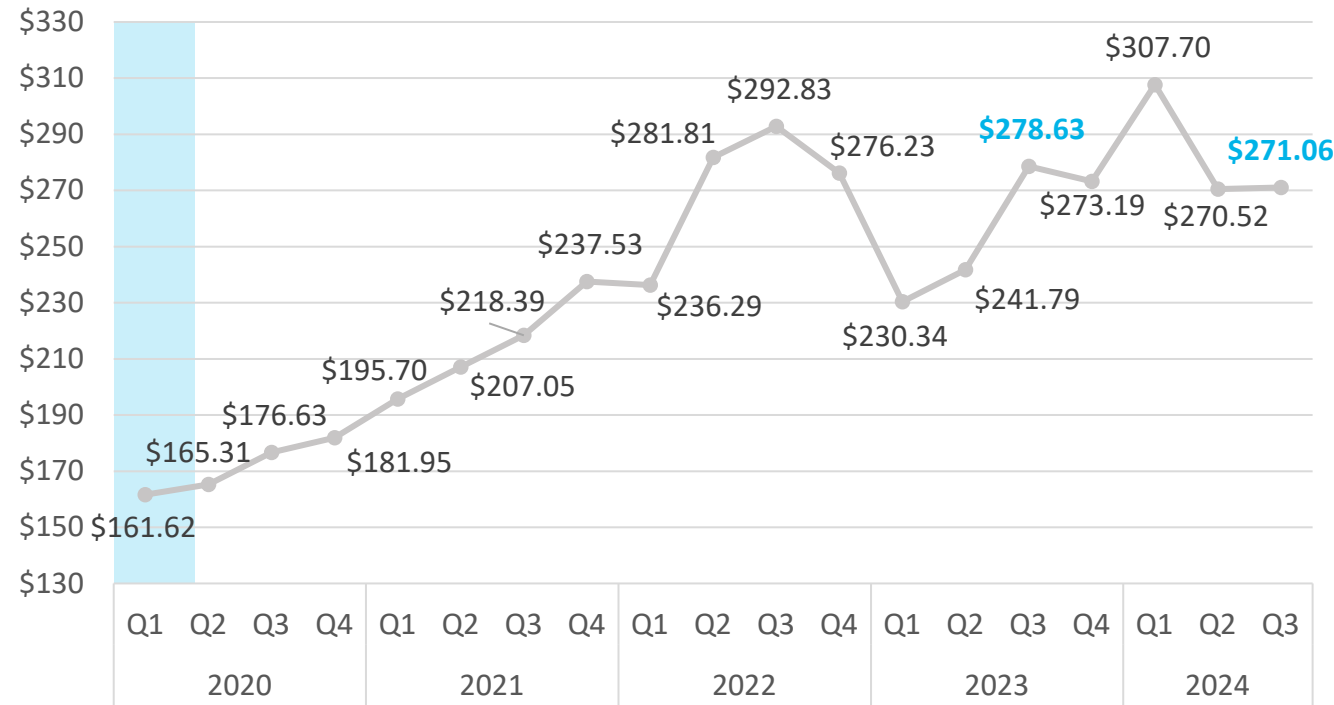
| | 2020 | | | | 2021 | | | | 2022 | | | | 2023 | | | | 2024 | | |
|--------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 |
| 0-10K | 276 K | 200 K | 284 K | 419 K | 294 K | 492 K | 511 K | 532 K | 401 K | 266 K | 314 K | 225 K | 242 K | 299 K | 261 K | 236 K | 277 K | 260 K | 248 K |
| 10K-20K | 379 K | 179 K | 527 K | 466 K | 338 K | 627 K | 482 K | 769 K | 549 K | 567 K | 186 K | 426 K | 295 K | 303 K | 216 K | 231 K | 237 K | 304 K | 137 K |
| 20K-30K | 329 K | 103 K | 352 K | 435 K | 363 K | 369 K | 431 K | 510 K | 511 K | 168 K | 283 K | 234 K | 247 K | 243 K | 28 K | 277 K | 115 K | 165 K | 83 K |
| 30K-40K | 271 K | 143 K | 94 K | 264 K | 171 K | 202 K | 570 K | 437 K | 210 K | 216 K | 72 K | 309 K | 136 K | 111 K | 96 K | 238 K | 139 K | 143 K | 176 K |
| 40K-50K | 136 K | 166 K | 135 K | 259 K | 273 K | 136 K | 409 K | 451 K | 243 K | 278 K | 213 K | 337 K | 222 K | 92 K | 133 K | 40 K | 135 K | 229 K | 89 K |
| 50K-60K | 50 K | 56 K | 216 K | 220 K | 110 K | 52 K | 227 K | 106 K | 217 K | 56 K | 0 | 219 K | 0 | 106 K | 113 K | 210 K | 110 K | 107 K | 59 K |
| 60K-70K | 0 | 190 K | 129 K | 252 K | 188 K | 190 K | 186 K | 315 K | 64 K | 183 K | 62 K | 64 K | 60 K | 66 K | 192 K | 135 K | 62 K | 0 | 60 K |
| 70K-80K | 223 K | 0 | 78 K | 522 K | 149 K | 143 K | 152 K | 151 K | 0 | 78 K | 374 K | 73 K | 0 | 146 K | 153 K | 75 K | 71 K | 150 K | 0 |
| 80K-90K | 167 K | 0 | 170 K | 172 K | 333 K | 0 | 0 | 162 K | 87 K | 168 K | 84 K | 242 K | 81 K | 0 | 82 K | 0 | 0 | 88 K | 85 K |
| 90K-100K | 376 K | 0 | 193 K | 276 K | 92 K | 384 K | 183 K | 194 K | 182 K | 0 | 99 K | 188 K | 96 K | 384 K | 91 K | 0 | 196 K | 187 K | 95 K |
| 100K-150K | 381 K | 245 K | 254 K | 1.4 M | 448 K | 613 K | 753 K | 2.5 M | 453 K | 585 K | 822 K | 238 K | 0 | 567 K | 147 K | 321 K | 0 | 705 K | 336 K |
| 150K+ | 3.8 M | 1.8 M | 2.0 M | 2.2 M | 1.8 M | 4.2 M | 4.5 M | 7.6 M | 840 K | 2.9 M | 2.6 M | 3.0 M | 5.2 M | 4.4 M | 3.6 M | 1.3 M | 693 K | 2.3 M | 446 K |
| Grand Total | 6.4 M | 3.1 M | 4.4 M | 6.9 M | 4.5 M | 7.5 M | 8.4 M | 13.8 M | 3.8 M | 5.4 M | 5.1 M | 5.5 M | 6.6 M | 6.7 M | 5.2 M | 3.0 M | 2.0 M | 4.7 M | 1.8 M |

▼ **65%** YOY decrease in SF sold

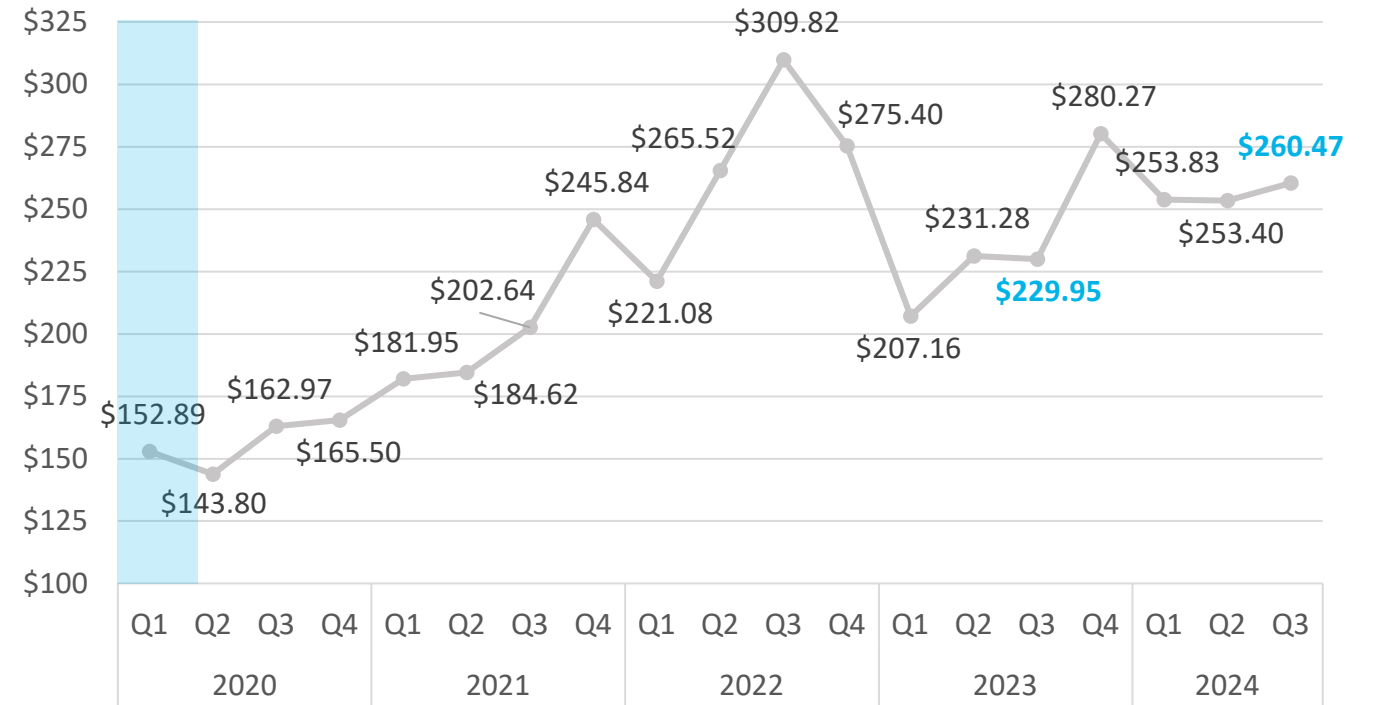
SOLD PRICE/SF

INLAND EMPIRE

ALL INDUSTRIAL SALE COMPARABLES



INDUSTRIAL SALE COMPARABLES 10K+ SF



Blue shaded area indicates beginning of pandemic

▼ **3%** (\$7.57)

YOY decrease in Avg Sold Price

▲ **13%** (\$30.52)

YOY increase in Avg Sold Price

UNDER CONSTRUCTION PROPERTIES: 2020 – 2024

IE, LA, OC, VENTURA COUNTY

| | 2020 | | | | 2021 | | | | 2022 | | | | 2023 | | | | 2024 | | | |
|----------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|-------------|---------------|-------------|-------------|-------------|---------------|-------------|---------------|---------------|---------------|---------------|--------------|
| Region | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | 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 | 24.4 M | 23.3 M | 24.4 M | 19.0 M | ▼ 42% |
| 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 | 2.6 M | 2.2 M | 646 K | ▼ 83% |
| LA Midcounties | 314 K | 622 K | 560 K | 731 K | 472 K | 297 K | 390 K | 223 K | 316 K | 165 K | 188 K | 281 K | 168 K | 369 K | 406 K | 308 K | 263 K | 370 K | 616 K | ▲ 52% |
| 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 | 1.1 M | 677 K | 607 K | ▼ 7% |
| South Bay | 868 K | 831 K | 1.7 M | 1.6 M | 1.8 M | 1.96 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 | 2.0 M | 1.6 M | 1.8 M | ▼ 24% |
| LA Northwest | 574 K | 1.09 M | 1.7 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 | 269 K | 1.1 M | 1.6 M | ▲ 162% |
| Orange County | 654 K | 768 K | 266 K | 266 K | 571 K | 2.3 M | 1.9 M | 3.1 M | 3.3 M | 3.6 M | 3.7 M | 3 M | 2.3 M | 1.9 M | 1.5 M | 1.3 M | 1.4 M | 1.8 M | 1.4 M | ▼ 10% |
| Ventura County | 408 K | 408 K | 498 K | 412 M | 412 K | 2.03 M | 2.09 M | 1.04 M | 561 K | 464 K | 714 K | 793 K | 631 K | 626 K | 760 K | 806 K | 953 K | 898 K | 845 K | ▲ 11% |
| Total | 26.1 M | 22.9 M | 24.0 M | 24.2 M | 28.3 M | 30.3 M | 35.3 M | 35 M | 36 M | 47.7 M | 47 M | 52 M | 42 M | 48.3 M | 43 M | 32.7 M | 31.9 M | 33.0 M | 26.5 M | ▼ 39% |

▼ **39%**

YOY decrease in SF under construction

26.5M SF

Total SF under construction in Q3 2024

19M SF (72%)

Total SF under construction in Inland Empire Q3 2024

DELIVERED/COMPLETED PROPERTIES: 2020 – 2024

IE, LA, OC, VENTURA COUNTY

| Region | 2020 | 2021 | 2022 | 2023 | Q1 2024 | Q2 2024 | Q3 2024 | Projected |
|----------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|--------------|
| | | | | | | | | Q4 2024 |
| Inland Empire | 26.1 M | 15.1 M | 22.1 M | 33.8 M | 7.5 M | 8.0 M | 2.6 M | 3.6 M |
| LA East | 2.2 M | 1.3 M | 1.4 M | 2.0 M | 493 K | 1.5 M | 0 | 300 K |
| LA MidCounties | 48 K | 584 K | 287 K | 23 K | 144 K | 0 | 23 K | 370 K |
| LA Central | 767 K | 89 K | 807 K | 325 K | 0 | 411 K | 94 K | 335 K |
| South Bay | 673 K | 851 K | 1.3 M | 1.5 M | 0 | 408 K | 31 K | 1.1 M |
| LA Northwest | 697 K | 1.0 M | 606 K | 291 K | 392 K | 0 | 68 K | 106 K |
| Orange County | 934 K | 459 K | 1.9 M | 2.8 M | 449 K | 933 K | 0 | 919 K |
| Ventura County | 281 K | 2.3 M | 345 K | 427 K | 51 K | 0 | 0 | 651 K |
| Total | 31.7 M | 21.7 M | 28.7 M | 41.2 M | 9.0 M | 11.3 M | 2.8 M | 7.3 M |

2.8M SF

Total delivered construction in Q3 2024

2.6M+ SF

Total delivered construction in Inland Empire in Q3 2024

7.3M+ SF

Projected to be delivered in Q4 2024