



AIR CRE TOWN HALL

EXPLORING CALIFORNIA CENTRAL VALLEY'S
COMMERCIAL REAL ESTATE GROWTH

TOPICS

- 1 **Central Valley Market Stats**
- 2 **Regional 2024 Year-end Large Transactions Report**
- 3 **Brief Update From Each County Featuring: Notable Transactions, Available Properties and New Things Happening in 2025**
- 4 **Q&A**

PRESENTER



Jennifer Faughn

Executive Director

California Central Valley EDC

jfaughn@centralcalifornia.org



Central California Region Overview

Highlights of the region's talent, growing industry, real estate and incentives.



CENTRAL CALIFORNIA

EIGHT COUNTIES, ONE CONTACT

WWW.CENTRALCALIFORNIA.ORG

JENNIFER FAUGHN 661-366-0756

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CENTRAL
CALIFORNIA

Center Yourself.

CENTRAL CALIFORNIA

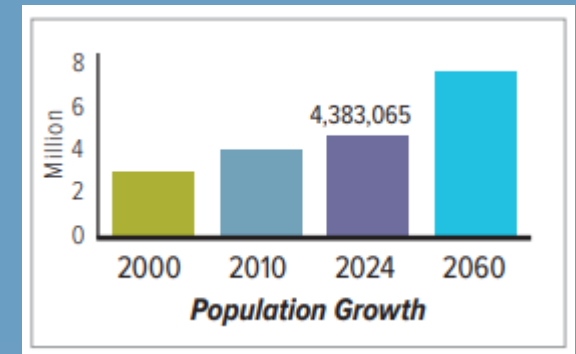
- Eight Counties...One Contact
- Home to 4.3 million people
- Center of 5th largest World Economy (40 million people)
- Dual Rail Lines and Traffic Corridors
- 4 Deep Water Ports nearby
- 3 Metro Passenger Airports
- 4 Public Universities, 14 Com Colleges
- Central Valley's percentage growth (32%) continues to outpace the state (17%), nearly double the states percentage since 2000.
- UNEMPLOYMENT
Dec 2024 8.2% Central CA, 5.2% State CA

[Central California Brochure Link](#)



Products can be transported to the Bay Area or Los Angeles Basin within half a workday

Trucks can reach any point in the Western United States in less than 18 hours



CENTRAL CALIFORNIA REGION HIGHLIGHTED IN WHITE

CENTRAL CALIFORNIA

Market Trends

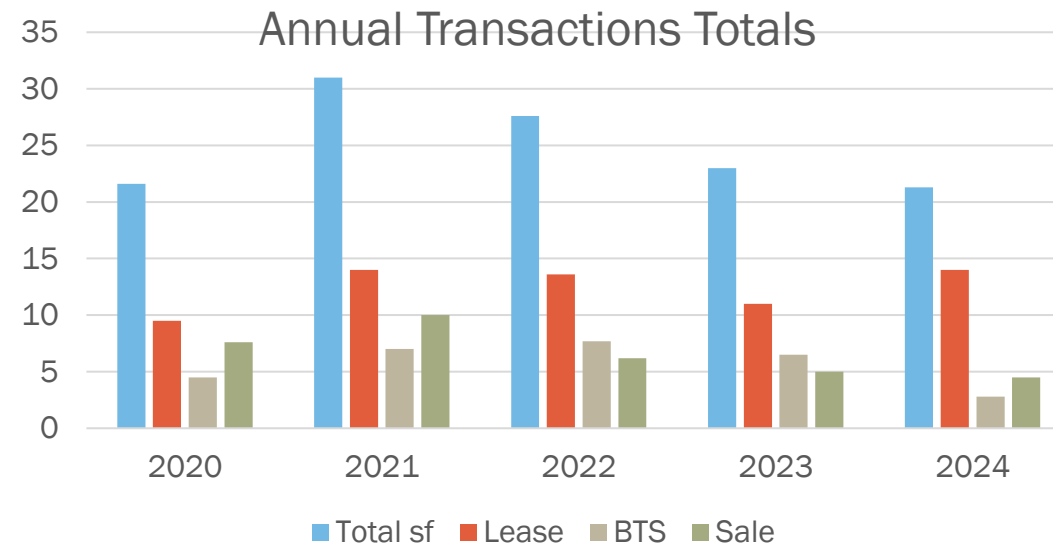
- The Central Valley has earned its spot in the Top 10 national markets for the Top 100 "mega leases" 2024, a clear reflection of the strength of our market.
- Manufacturing is a target industry and the Central Valley hopes to capture some reshoring.
- 2024 had **21.3 M** in absorption with 30-40% renewals.
- 2023 had **23 M** sf large transactions
- 2022 numbers came in around **27.6 M** sf. Increase in smaller transactions. Seeing increased Cold Storage demand and large box
- 2021 was largest ever absorption at **31M** sf, over previous record in 2020 of 21.6 M sf

411 Million SF Base

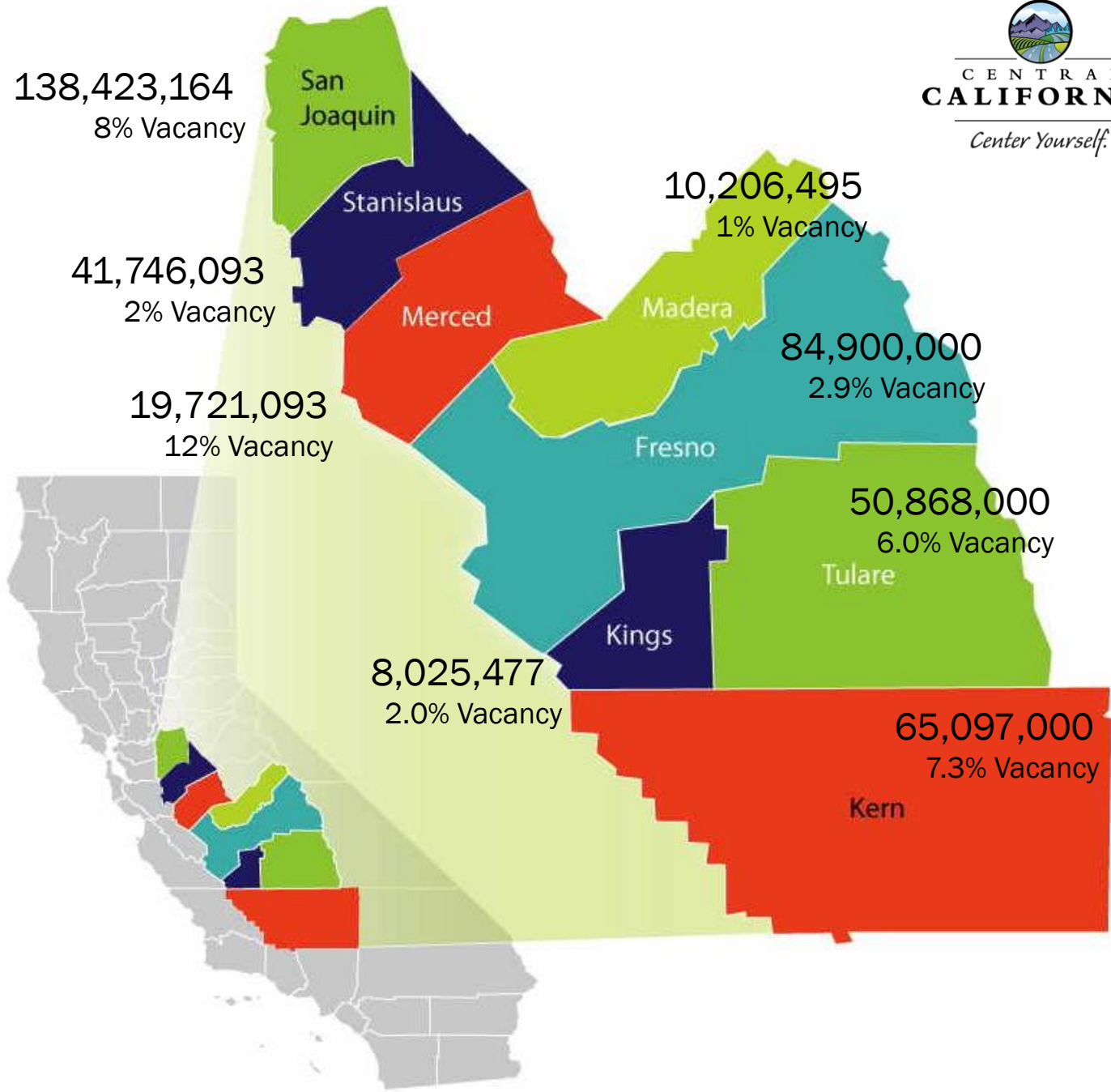
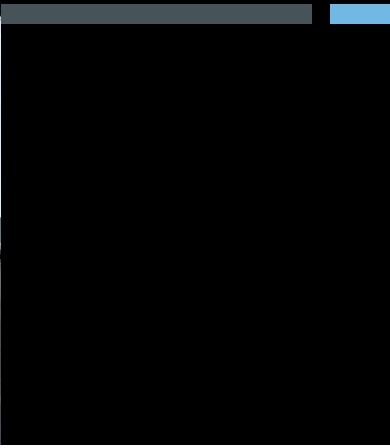
5% Vacancy

15.4M Spec



*2024 Annual numbers

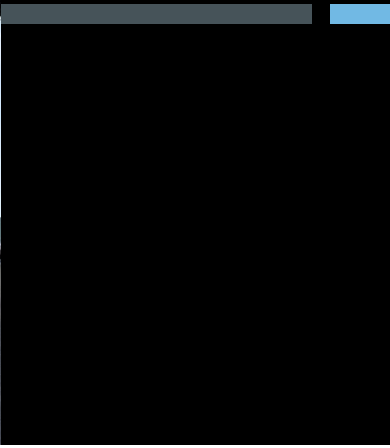


INDUSTRIAL REAL ESTATE MARKET



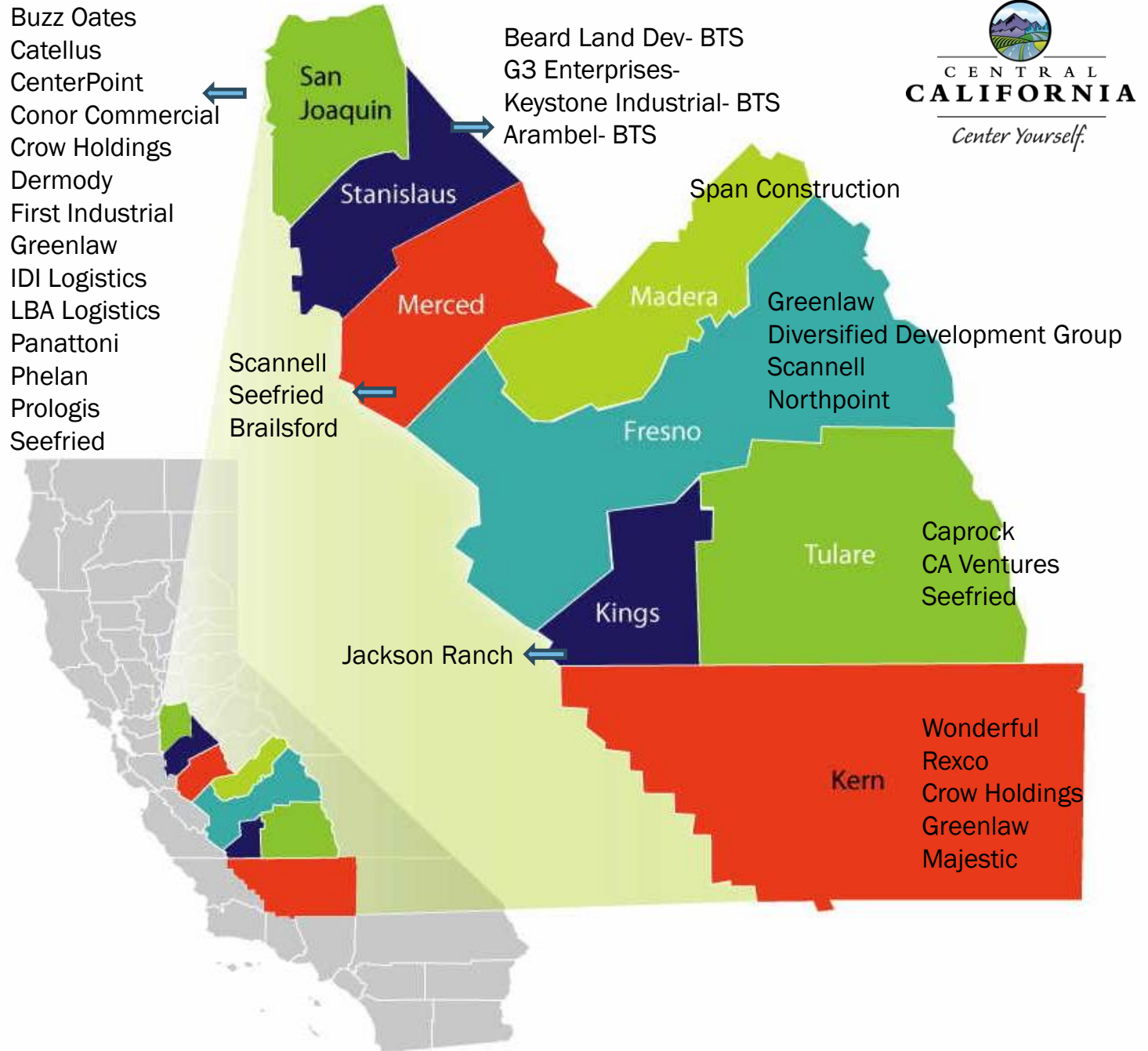
INDUSTRIAL MARKET INDICATORS

- 418,988,187 TOTAL SF
- \$0.69 Ave NNN Asking 
- 5 % Vacancy Rate 
- Counties adding industrial Land



DEVELOPER AND SPEC BUILDING ACTIVITY

- 69 Million SF added to market in last 5 years (342M Base to 411M)
- By close to 30 Major Developers
- 2024 Total Spec (P, UC, Avail)
 - 15,417,758 sf
 - Complete or UC 12,227,758 sf
 - Planned 3,190,000 sf



- 1,300,256 Georgia Pacific
- 1,186,678 Amazon
- 1,052,373 Amazon
- 1,015,791 Amazon
- 900,000 Walmart
- 749,840 Kellogg
- 711,183 Nestlé
- 709,556 Allen Distribution
- 664,333 Zinus
- 655,200 The Home Depot
- 552,467 Daiso Johnson United
- 547,303 Tesla
- 501,000 Coast Pacific Food Group
- 452,000 Pactiv
- 415,000 Silgan Containers
- 407,820 Pflug
- 350,325 Corrugated Supply
- 348,500 Trivium
- 298,349 Taylor Farms Pacific
- 295,202 Reyes Dist. (Coca Cola)
- 276,228 Tesla

14.0 M Lease



2.8 M BTS

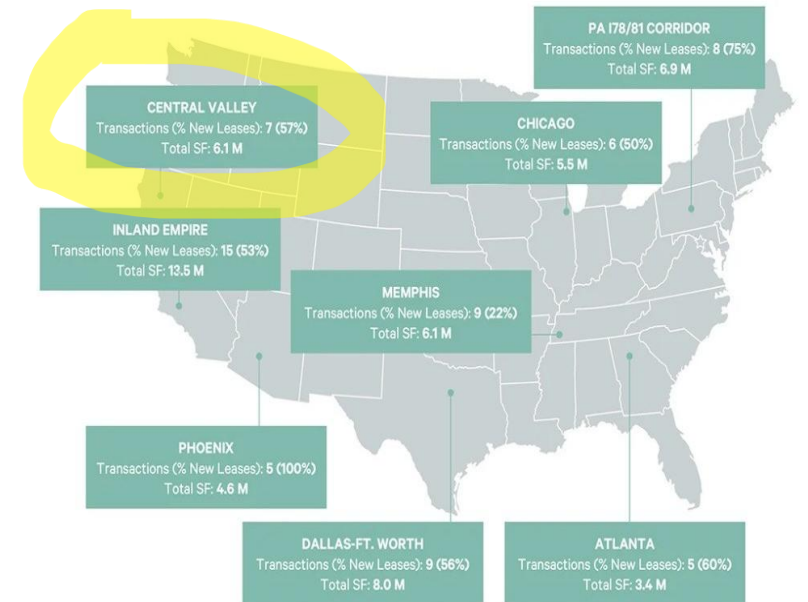


4.5 M Sale

2024 Industrial Transactions

21.3 Million SF

Figure 2: Leading Markets for Top 100 Lease Transactions in H1 2024



Source CBRE Research, July 2024.



Crate & Barrel 827 K
Pepsi 755 K
Kellogg's 748 K
Tesla 600 K
Johnson United 552 K
Veritiv 507 K
PFG 373 K

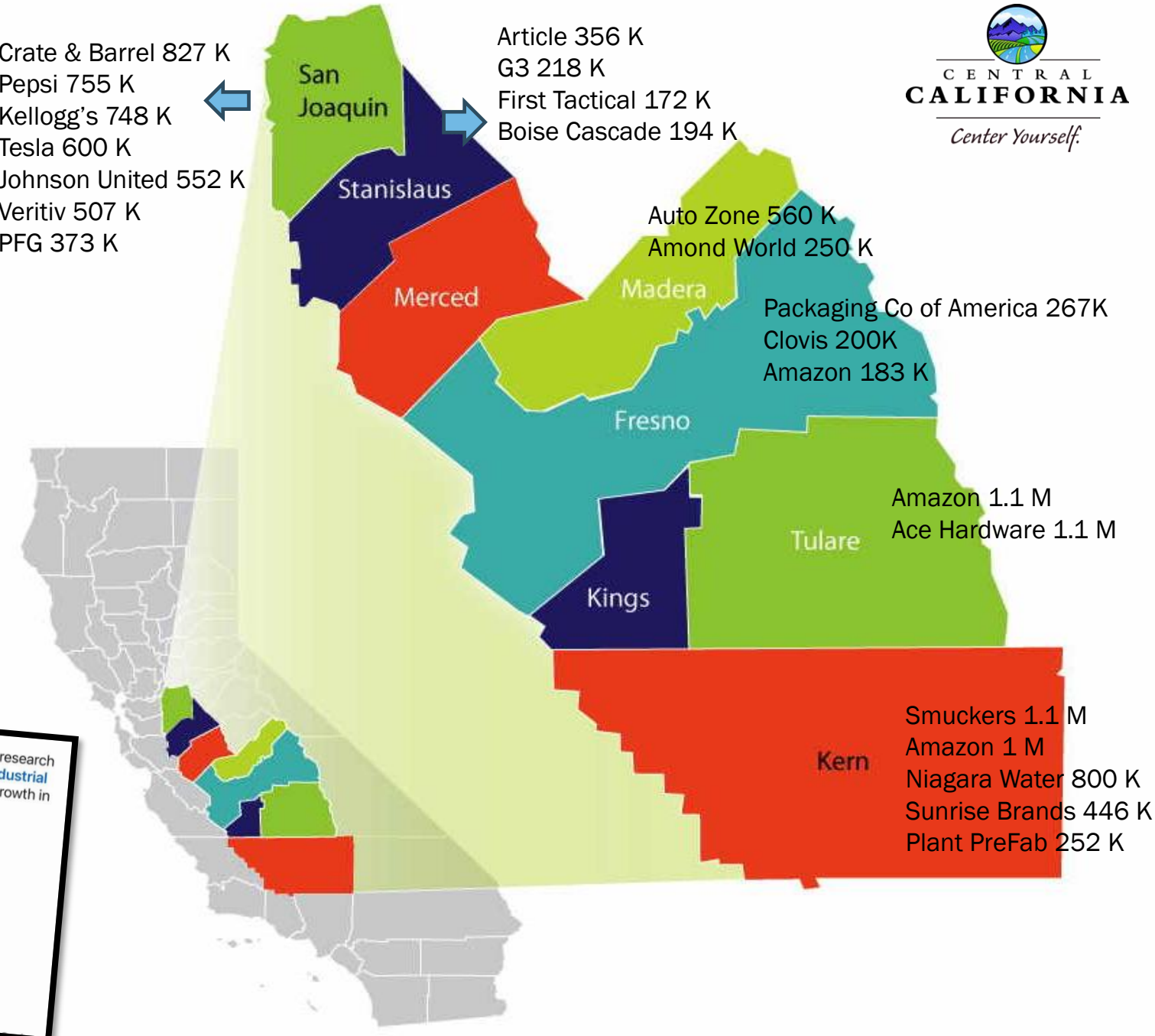
Article 356 K
G3 218 K
First Tactical 172 K
Boise Cascade 194 K

Auto Zone 560 K
Amond World 250 K

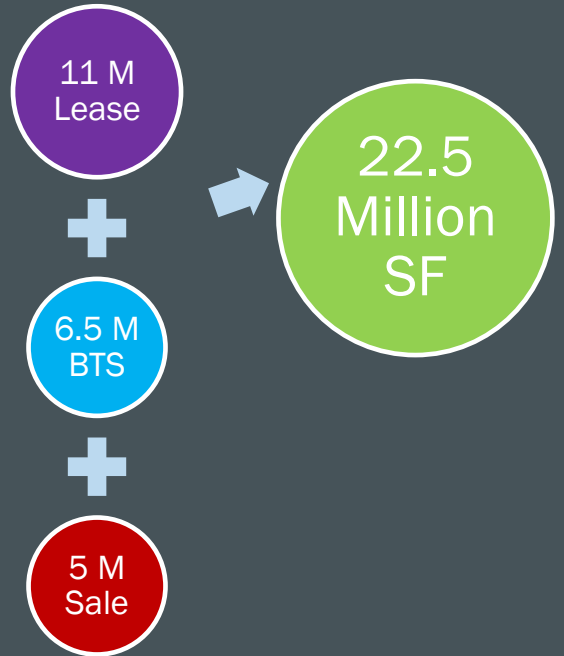
Packaging Co of America 267K
Clovis 200K
Amazon 183 K

Amazon 1.1 M
Ace Hardware 1.1 M

Smuckers 1.1 M
Amazon 1 M
Niagara Water 800 K
Sunrise Brands 446 K
Plant PreFab 252 K



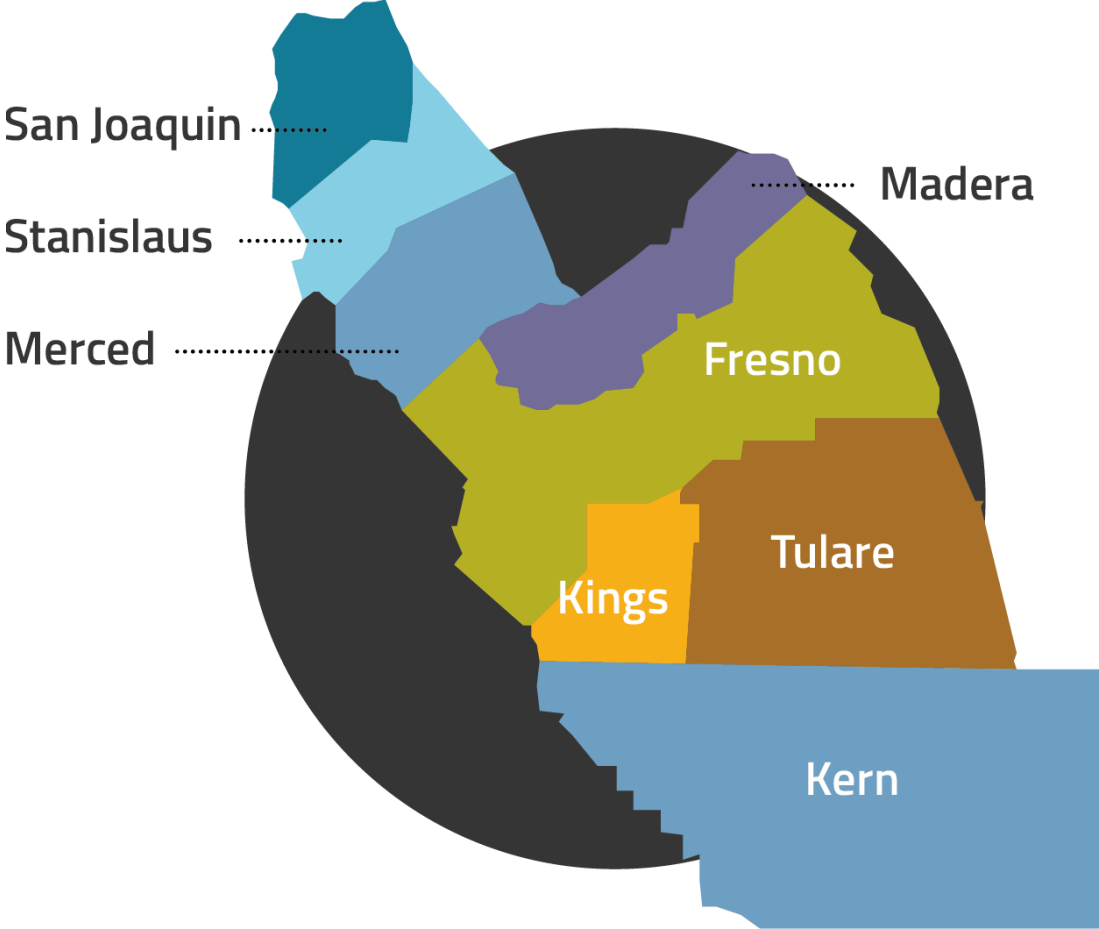
2023 NEW LARGE TRANSACTIONS (100K+SF)



Per **Colliers** North American research team, the top 10 #industrial markets best positioned for growth in 2023 were:

- Austin TX
- Charleston SC
- Las Vegas NV
- Memphis TN
- Raleigh-Durham NC
- Reno-Sparks NV
- Richmond VA
- Salt Lake City UT
- Savannah GA
- Stockton-Central Valley CA

COUNTY REPORTS



KERN COUNTY

Melinda Brown, Vice President,
Kern Economic Development

Kern County's Cities

Arvin, Bakersfield, California
City, Delano, Maricopa,
McFarland, Ridgecrest,
Shafter, Taft, Tehachapi,
Wasco

• Bakersfield

Kern County

Notable Available Properties –

- [1700 Schuster Rd, Delano, CA](#) 1,213,366 sf with Rail
- [58 Logistics Center, Bakersfield, CA](#) BTS up to 2,251,000
- [5104 Express Ave, Shafter, CA](#) 1,088,047 sf
- [31148 Coberly Rd., Shafter, CA](#) 129,465 sf



58 Logistics Center
BTS up to 2,251,000



Pacific Steel Group
500,000 sf Mojave, CA



Wonderful Industrial Park
1,088,047 sf



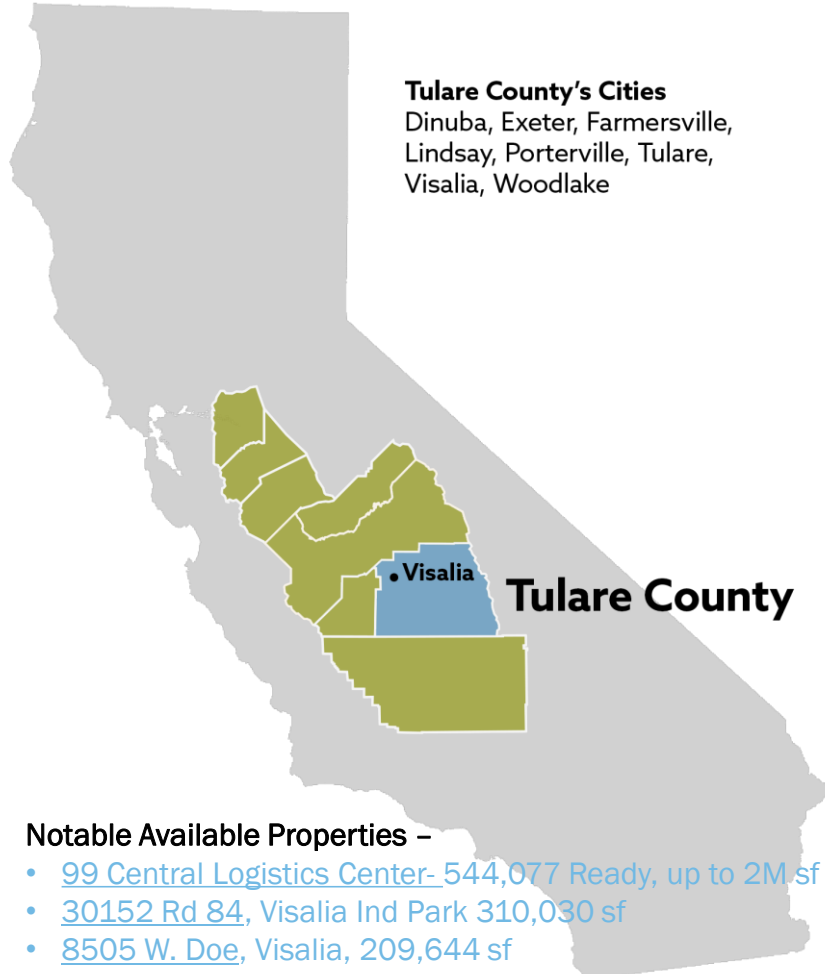
Hard Rock Hotel & Casino
UC in Tejon

TULARE COUNTY

Airica de Oliveira, President/CEO,
Tulare County EDC

Tulare County's Cities

Dinuba, Exeter, Farmersville,
Lindsay, Porterville, Tulare,
Visalia, Woodlake



Cap Rock- New Spec
4001 N Plaza Dr. Visalia
1,201,726 sf



99 Central Logistics
Center, Tulare- New Spec
544,077 sf



US Cold Storage 200K
Tulare Expansion, \$76 M



\$52 million Highway 99
new interchange (near
International Agri-Center)

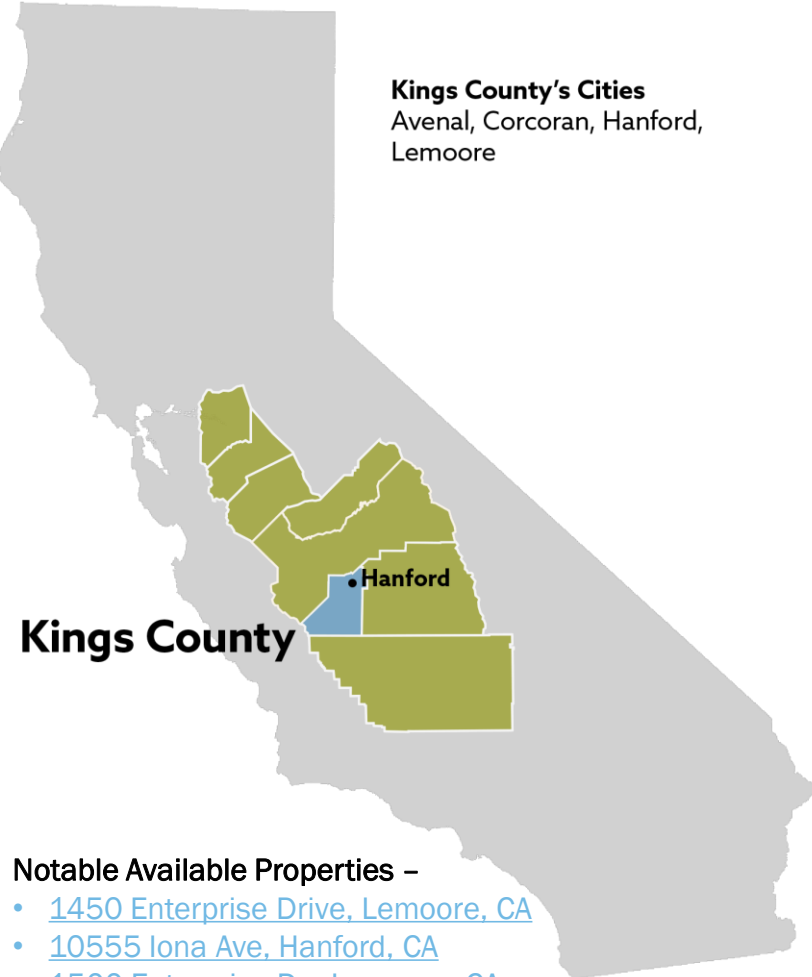
Notable Available Properties -

- [99 Central Logistics Center- 544,077](#) Ready, up to 2M.sf
- [30152 Rd 84, Visalia Ind Park](#) 310,030 sf
- [8505 W. Doe, Visalia,](#) 209,644 sf
- [Tulare Industrial Development Corridor,](#) 168 Acres M-2
- [2918 Pratt St., Tulare, CA](#) 250,000 to 1M sf Spec

KINGS COUNTY

Fabio Ianni, Economic Development
Manager, Kings County EDC

Kings County's Cities
Avenal, Corcoran, Hanford,
Lemoore



Notable Available Properties –

- [1450 Enterprise Drive, Lemoore, CA](#)
- [10555 Iona Ave, Hanford, CA](#)
- [1500 Enterprise Dr., Lemoore, CA](#)
- [Jackson Ranch- 147 Acre Commercial/Industrial](#)
- [Hanford Industrial Land- 15.62 Ac](#)



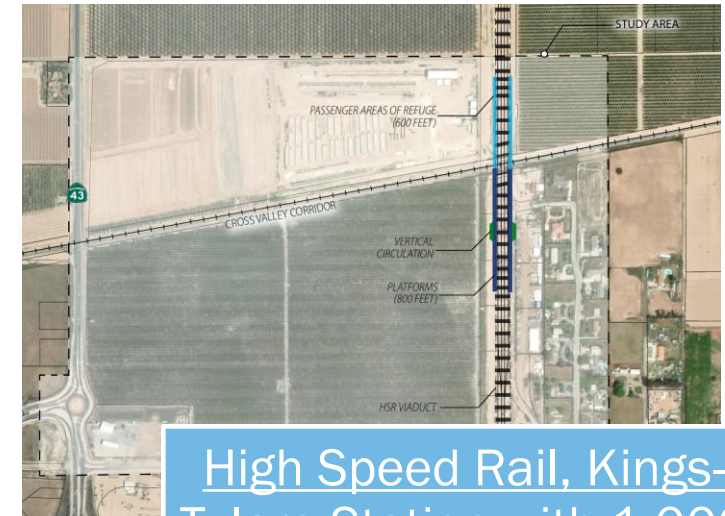
Jackson Ranch, I-5



Helena Agri-Enterprises,
LLC building new facility



Marquez Brothers –
Cheese production new
plant expansion



High Speed Rail, Kings-
Tulare Station with 1,000
Ac. Industrial/Commercial

FRESNO COUNTY

Julian Ramos, Director of Community Affairs,
Fresno County EDC

Fresno County's Cities

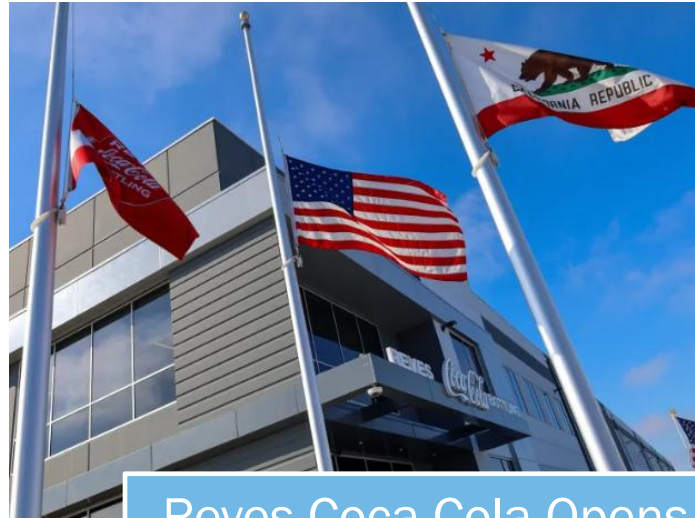
Clovis, Coalinga, Firebaugh,
Fowler, Fresno, Huron,
Kerman, Kingsburg,
Mendota, Orange Cove,
Parlier, Reedley, San Joaquin,
Sanger, Selma

Fresno County

• Fresno

Notable Available Properties -

- [3185 S. Minnewawa Ave](#) - 403,701 Planned Spec
- [South Fresno Logistics Center](#) - 648,000 Spec
- [2855 Elm Street, Fresno](#), 172,201 sf
- [3146 S Chestnut, Fresno](#), 525,000 sf
- [1467 Dinuba, Reedley](#), Cold Storage 360,207 sf



Reyes Coca Cola Opens
new 205,000 sf BTS

TEXAS MANUFACTURER EXPANDS INTO FRESNO WITH \$5.3M PURCHASE



Turnkey Industries from TX
buys 41K sf Mfg. facility



Scannell Properties- Fully
Entitled up to 900,000 sf



First Chapter
in CA

Dive into a Challenging
Advanced Manufacturing Career

MADERA COUNTY

Kristina Gallagher, Executive Director,
Madera County EDC



Notable Available Properties –

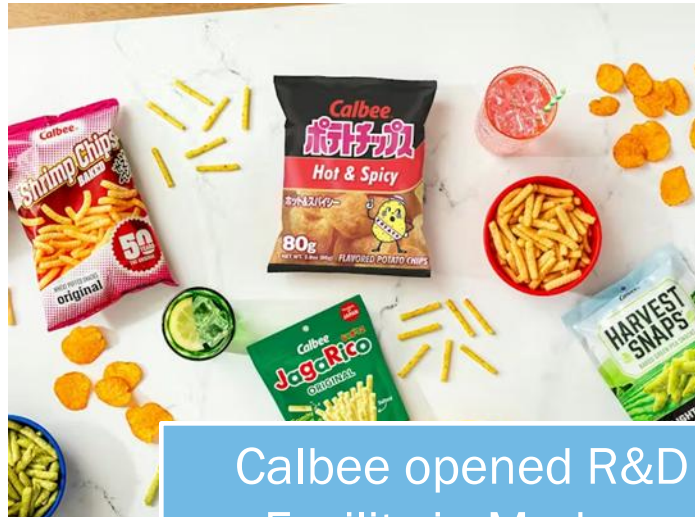
- [1960 Independence Dr, Madera, CA](#) 50,274 sf
- [2901 Falcon Dr, Madera, CA](#) 17,000 sf
- [Freedom Industrial Park Madera, CA](#) 1 to 33 Ac for Dev.



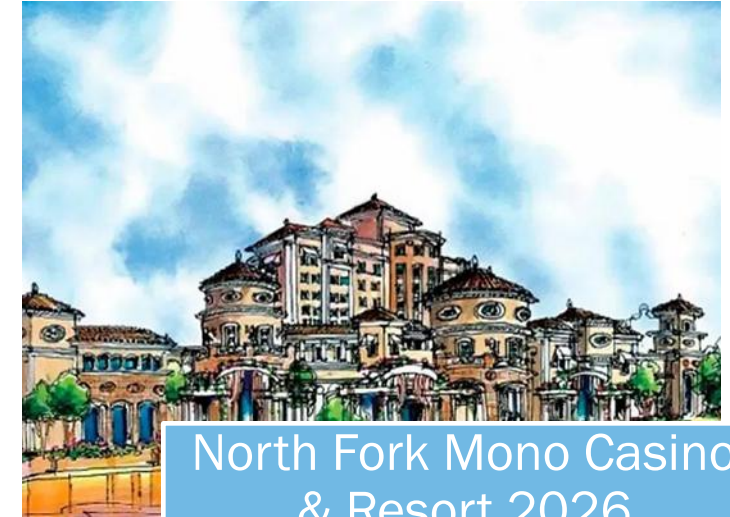
Auto Zone Distribution
Chowchilla 560,000 sf



2901 Falcon Dr. 17,000
sf on 2.4 Ac



Calbee opened R&D
Facility in Madera

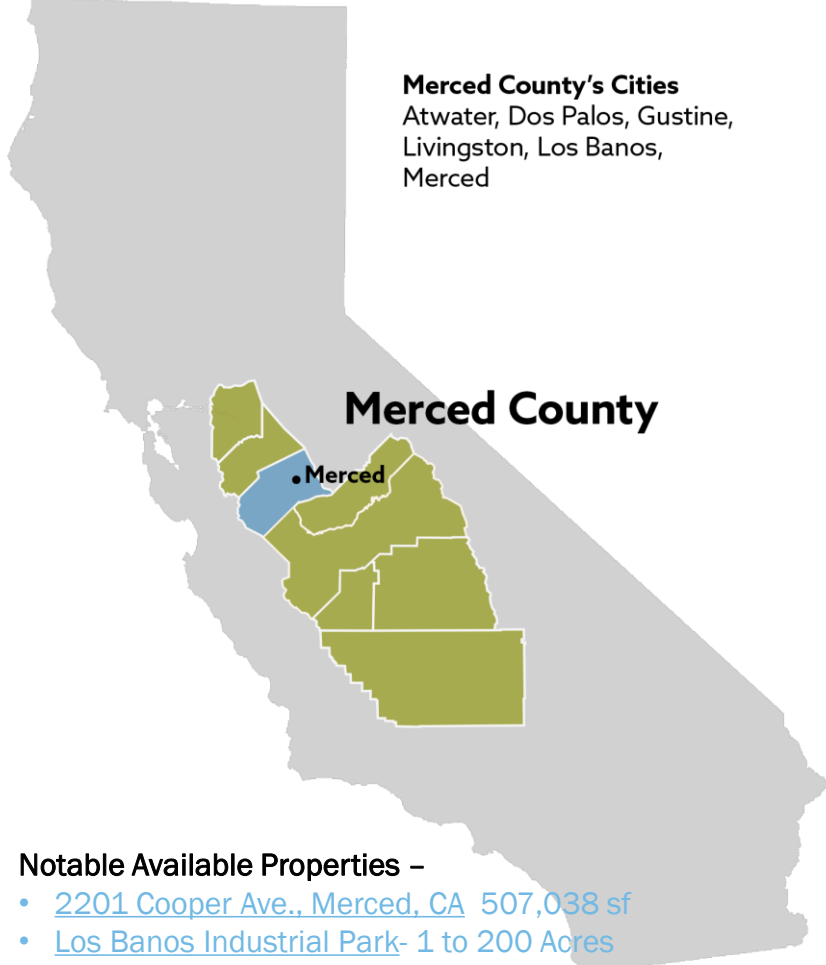


North Fork Mono Casino
& Resort 2026
Completion

MERCED COUNTY

Mark Mimms, Director of Community & Economic Development, Merced County

Merced County's Cities
Atwater, Dos Palos, Gustine,
Livingston, Los Banos,
Merced



2201 Cooper Ave
507,038 sf Heavy
Power/Rail



Los Banos Industrial Park
1 to 200 Acres Available

**WE
R1**



DESIGNATED CARNEGIE R1
TOP-TIER RESEARCH
UNIVERSITY

RANKED #1
IN THE NATION
FOR SOCIAL MOBILITY

UC Merced designated
Top-Tier Research Facility

WE ARE ONE CAMPUS.
WE R1 UC MERCED.



Castle Rail District-
transload and Inland Port

- Notable Available Properties –
- [2201 Cooper Ave., Merced, CA](#) 507,038 sf
 - [Los Banos Industrial Park](#)- 1 to 200 Acres
 - [2050 Wardrobe Ave, Merced, CA](#) 60,000 sf
 - [2901 Apron Ave, Atwater, CA](#) 76,110 sf

STANISLAUS COUNTY

Monica Flinn, Economic Development
Manager, Opportunity Stanislaus

Stanislaus County's Cities
Ceres, Hughson, Modesto,
Newman, Oakdale,
Patterson, Riverbank,
Turlock, Waterford

Stanislaus County

• Modesto

Notable Available Properties –

- [1800 Reliance St, Modesto, CA](#) – Rail Served 207,000 sf
- [401 E Glenn Ave, Modesto, CA](#) – 200,000 sf
- [Rogers Rd, Patterson, CA](#) – 400,000 sf
- [Interstate 5 Trade Center - Patterson, CA](#)- Spec



Rogers Rd, Patterson
400,000 sf New Spec



Corrugated Supplies Co-
Pre-leased Spec 350,325



Divert, Inc- New Turlock
Anerobic Digestion Facility



Beard Industrial District-
Rail Upgrade

SAN JOAQUIN COUNTY

Brad Ecker, Director of Client Services and Real Estate, San Joaquin Partnership



Notable Available Properties –

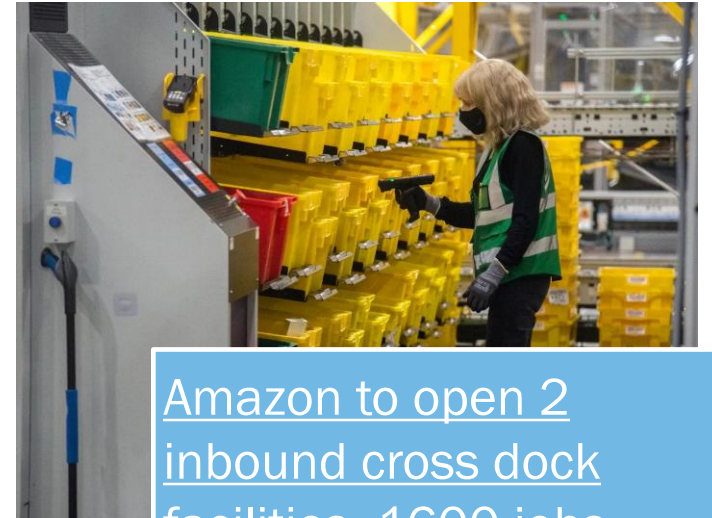
- [1269 E. Grant Line Road, Tracy, CA](#)
- [4647 Logistics Drive, Stockton CA](#)
- [Central Industrial Center, Stockton, CA](#)



Class A 606,343 Div
to 300,000 sf



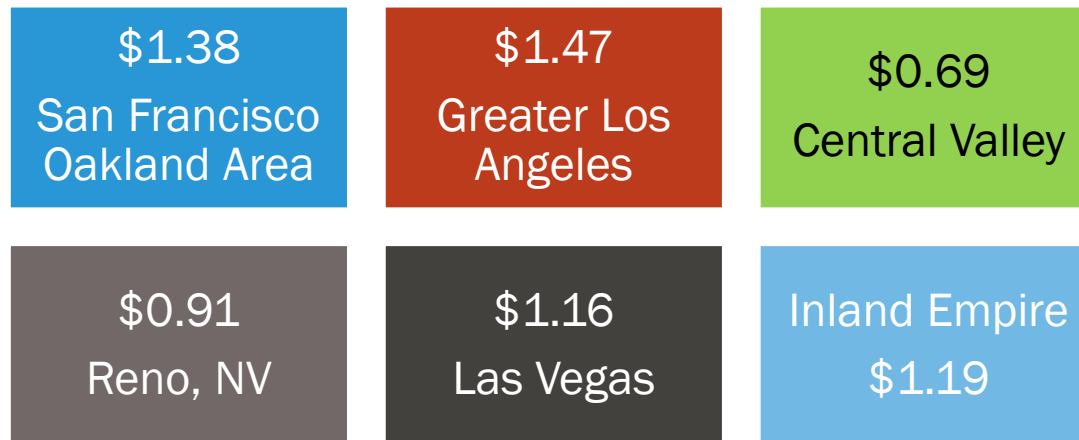
Hardwoods, Inc. to open
Nor Cal. Dist. Center



ZeroAvia to Operate a
Liquid Hydrogen R&D
Facility- Stockton Airport

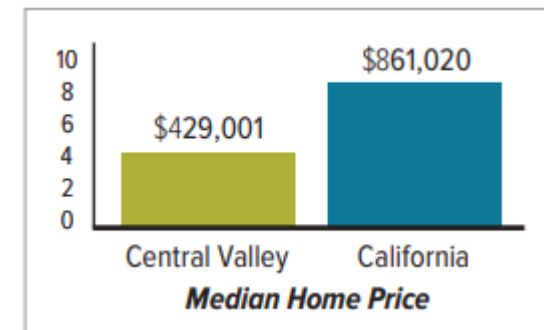
CENTRAL CALIFORNIA COST COMPARISON

Warehouse Distribution Lease Rates NNN



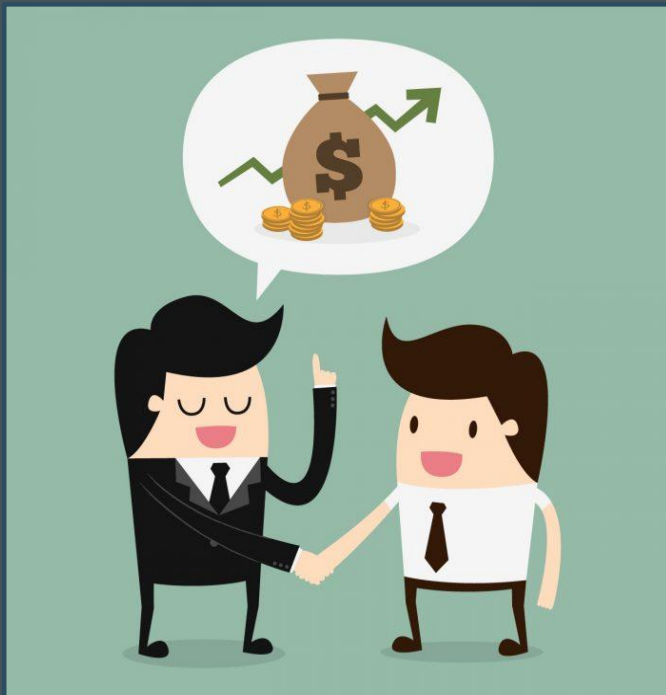
Top Factors:

- BUSINESS-FRIENDLY, quicker project approval
- Proximity to Markets
- Logistics and Drayage Costs
- Availability of Skilled Labor (CTE)
- Highway Accessibility
- Quality of Life (includes housing costs)
- Occupancy and Construction Costs
- Available Buildings
- Cost of Doing Business
- Taxes and Incentives



Source: Colliers International Q4 2024

INCENTIVES



State of California

- [California Competes Tax Credit](#)
- [California Opportunity Zones](#)
- [Employee Training Panel](#)
- [Work Opportunity Tax Credit & Fidelity Bonding Program](#)
- [R & D Tax Credit](#)
- [Manufacturing Partial Sales and Use Tax Exemption](#)
- [Sales & Use Tax Exclusion - CAEATFA STE](#)

Central Valley City and County Incentives

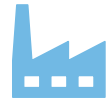
- Workforce Assistance: Screening, Training, CTE, Upskilling
- Incentives are often done on a case-by-case basis based on the needs of the client for a specific site.
- Some communities have Incentive Policies that can be found on our web site: [County Profiles – Central California](#)

Summary



Central Valley

Business-friendly



PROPERTY

#2 Industrial Growth
Market in US

#12 Largest
Industrial Market



PEOPLE

Career Tech
Educated Workforce



PRICING

30 to 50% less
expensive than metro
areas



PLUS

Central California
offers “Quality of
Character” variety of
landscapes, housing,
culture, real estate,
workforce



Questions?

Contact:

Jennifer Faughn

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jfaughn@centralcalifornia.org

[About Us – Central California](#)

Eight Counties, One Contact 888-998-2345



SITE SELECTION

CCVEDC offers free and confidential assistance with:

- Real Estate
- Incentives
- Regional Data
- Site Tours

WHO WE ARE

California Central Valley Economic Development Corporation (CCVEDC)

- San Joaquin
- Stanislaus
- Merced
- Madera
- Fresno
- Kings
- Tulare
- Kern

KEY INDUSTRIES

- Agribusiness & Food Processing
- Health & Wellness
- Manufacturing
- Logistics
- Energy

