

DENVER

COLORADO

INDUSTRIAL MARKET REPORT

Q3 2024
MARKET INSIGHTS



INDUSTRIAL MARKET REPORT

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12 Mo Deliveries in SF

7.7M

12 Mo Net Absorption in SF

5.6M

Vacancy Rate

7.5%

Market Asking Rent Growth

2.2%

The construction boom that caused vacancies to spike over the past two years is fading, indicating that Denver's industrial market may be in the beginning stages of a return to balanced fundamentals. Even so, 2024 could prove to be a challenging year. While the vacancy rate is not expected to rise much higher, at 7.5%, it is among the highest of any major U.S. market and will likely remain elevated through the end of the year as the final wave of projects from the building boom is scheduled to deliver.

Tenant demand accelerated in the final months of 2023 and into the first half of 2024, coinciding with key positive economic data, including an uptick in consumer confidence and wage growth rising above inflation. Most recent leases are in the East I-70 corridor, an area of Denver that offers convenient access to major highways, rail, and Denver International Airport, as well as proximity to a skilled labor force.

A large tally of projects, a total of 4.4 million SF, is still under construction. Most of this space is scheduled to complete construction this year, and new supply is projected to outpace demand through 24Q4. The big box segment will be most impacted by future deliveries, as roughly 80% of the current pipeline consists of properties 100,000 SF or larger.

However, most developments underway broke ground in late 2022 and early 2023 when interest rates were at all-

time lows. Following national trends, developers have pulled back on construction starts amid higher rates and tighter lending requirements for construction loans. Over the past four quarters, local industrial construction starts have totaled only 2.8 million SF, down 76% from peak levels in 2022 and 47% below the pre-pandemic five-year average. This is setting the stage for fewer completions beginning in 2025, which should help Denver's vacancy rate to stabilize.

Denver's industrial market will need to contend with the remaining supply pipeline before rent growth can recover to pre-pandemic norms. With vacancies expected to remain elevated in the near-term, rent growth is projected to decelerate to 2.1% in 2024, marking the weakest recorded rent growth since 2011. However, the recent pullback in construction starts should limit additional supply pressure from hitting the market in 2025. With space availability likely to begin to tighten again next year, there's potential for rent growth to accelerate during 2025-26.

Small bay properties are set to outperform, as the market remains dominated by small and midsize distribution tenants that serve the local population. With developers focused on bulk distribution centers in recent years, less new construction has been built to serve smaller tenants, and small bay properties remain in high demand with space listings that typically only last less than four months.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	197,822,176	8.0%	\$11.39	11.0%	48,018	0	3,053,749
Specialized Industrial	52,321,063	5.4%	\$12.85	7.4%	21,070	0	1,200,000
Flex	36,530,727	7.7%	\$16.55	10.3%	23,852	0	147,348
Market	286,673,966	7.5%	\$12.31	10.2%	92,940	0	4,401,097

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	0.5% (YOY)	6.5%	6.9%	9.9%	2004 Q2	3.1%	2015 Q4
Net Absorption SF	5.6M	2,726,074	3,530,768	10,735,693	2022 Q3	(2,041,035)	2003 Q3
Deliveries SF	7.7M	3,858,234	3,620,190	10,339,077	2022 Q3	160,155	2011 Q4
Market Asking Rent Growth	2.2%	3.2%	4.5%	8.4%	2015 Q2	-4.2%	2003 Q3
Sales Volume	\$1.1B	\$912.8M	N/A	\$2.9B	2022 Q2	\$213.7M	2010 Q1

The continuous supply wave, combined with a pullback in industrial demand, caused Denver's industrial vacancy rate to rise from the most recent low point of 4.9% in mid-2022 to 7.5% as of the third quarter of 2024. This comes in well above the market's 10-year average of 4.7%. Developers completed 7.7 million SF of new industrial product in the past year, twice the trailing 12-month absorption total of 5.6 million SF. Annual net absorption is a fraction of the pre-pandemic average from 2015-2019 of 10.9 million SF.

Denver's population growth slowed in recent years, which has had a delayed negative impact on local industrial leasing activity. Denver is geographically isolated, and distributors need to have a local presence to reach the Front Range consumer base and satisfy fast delivery expectations. This generated outsized industrial demand when population growth was strong, but it is not the tailwind that it once was, and logistics firms are leasing less space than before. Additionally, the number of big box tenants taking down space continues to decline. Denver recorded 18 leases signed over 100,000 SF since the beginning of 2023, down from 25 in 2022 and 31 in 2021.

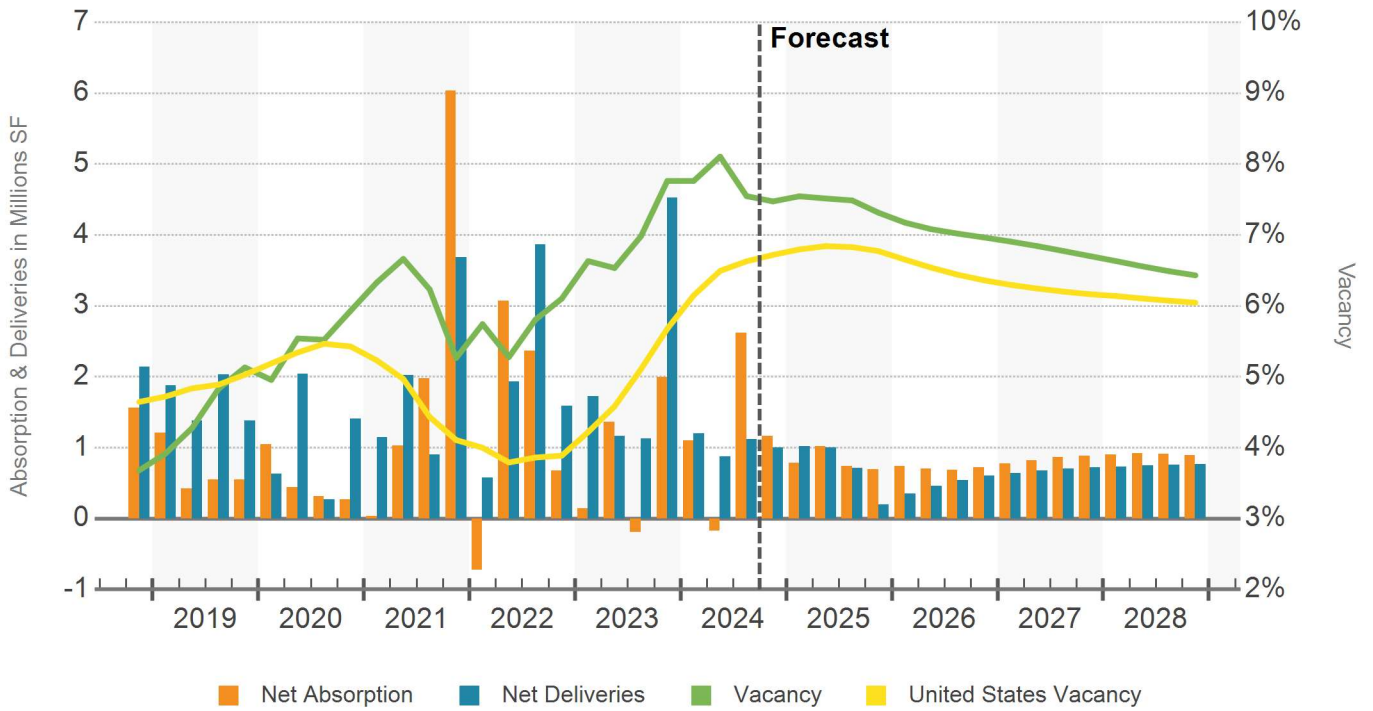
The majority of big box tenants continue to choose the East I-70 corridor, which has long served as Denver's traditional industrial node due to the area's convenient access to major highways, rail, and Denver International Airport. This area also has an abundance of available space offered at lower rental rates compared to denser

areas in the market. While leasing in the big box segment was subdued in the past year relative to prior years, there was a notable deal that crossed the finish line late in December. Discount Tire signed the largest lease of the year, taking 338,548 in a 2022-built logistics building with 36-foot clear heights that is located off I-70 in the Central Park area.

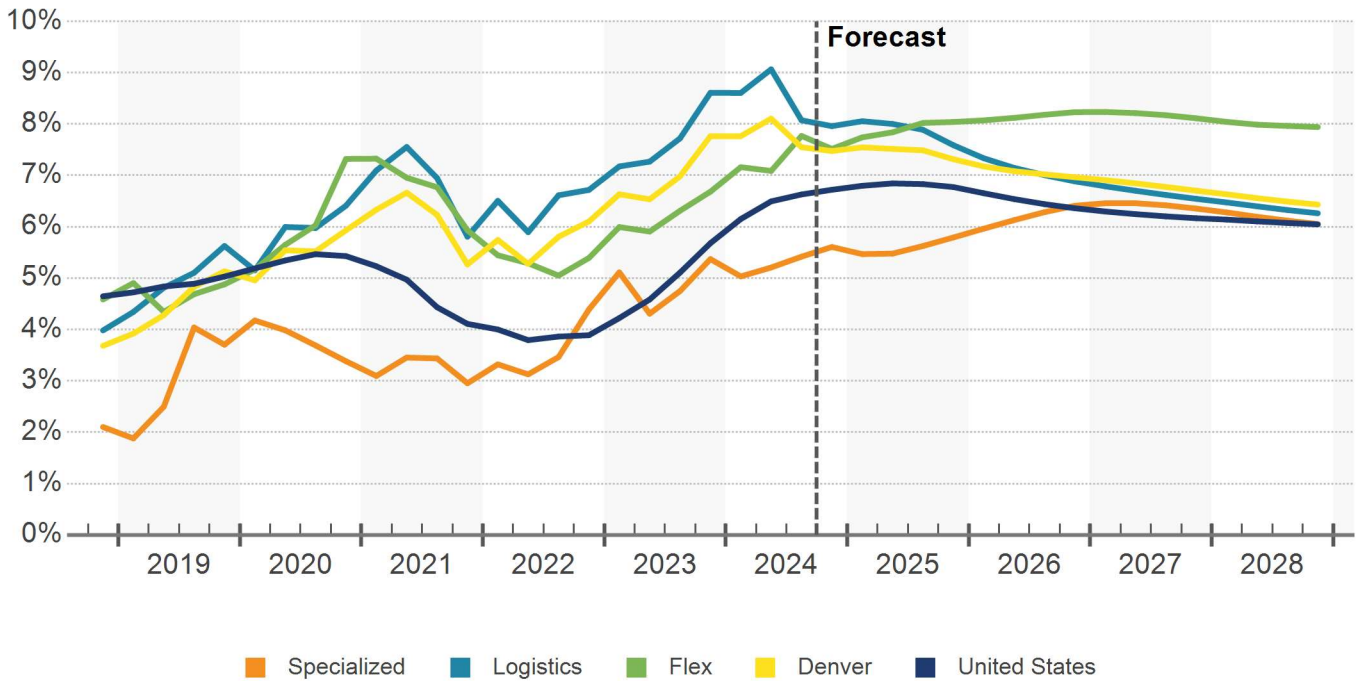
Most of Denver's recent new inventory delivered to the market in the past year fell within the 100,000-SF to 250,000-SF range. At 17.8%, Denver has one of the highest availability rates in this segment among major U.S. markets, behind just Phoenix and Austin. More landlords are opting to subdivide spaces in this category to capture demand from Denver's typical small bay user. Demand for space at Denver's small-bay properties remains a bright spot in the region, with 96% of deals signed within the past year totaling less than 50,000 SF. This segment also has the lowest availability rate of 3.7%, and competition for this space will likely remain high in 2024 with limited new supply in this category.

Denver's vacancy rate will likely rise to a decade-high in 2024 as the market contends with a major supply expansion. The vacancy increase will be felt more acutely in buildings larger than 100,000 SF, which make up 85% of the current construction pipeline. One silver lining for the market's outlook is that new construction starts have fallen off dramatically, which should limit additional supply pressure later this year.

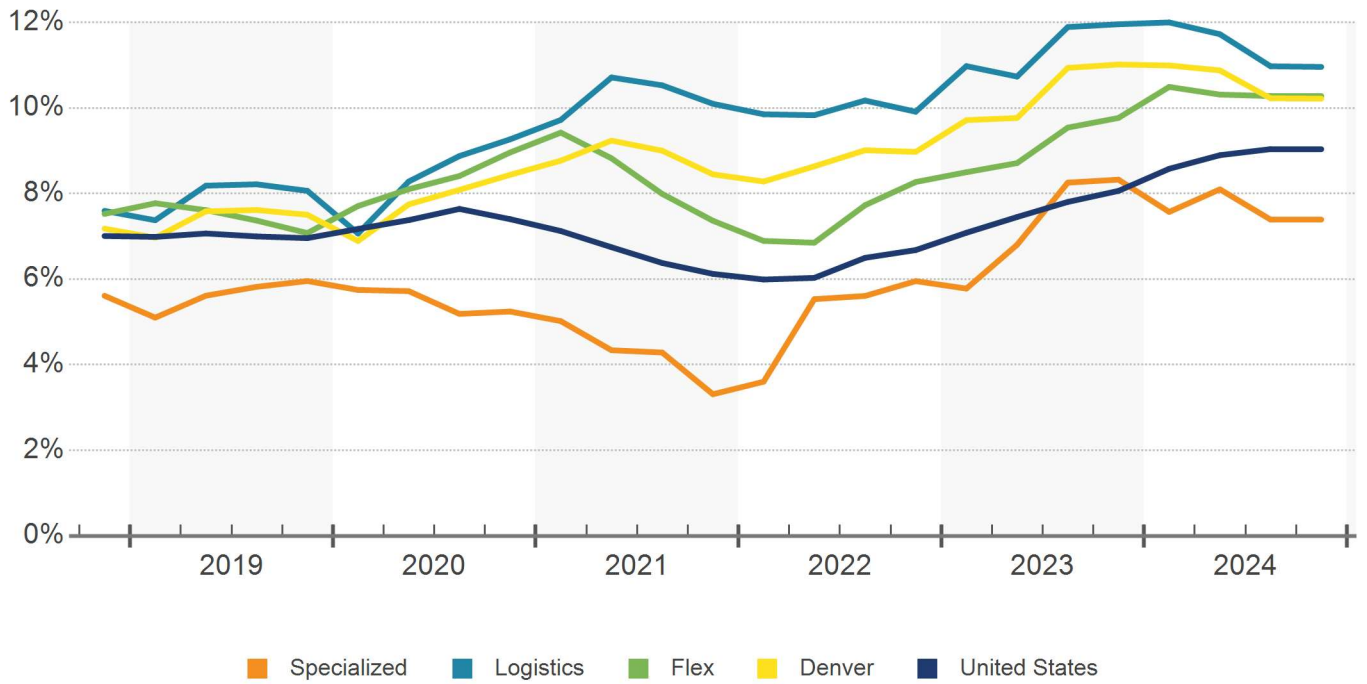
NET ABSORPTION, NET DELIVERIES & VACANCY



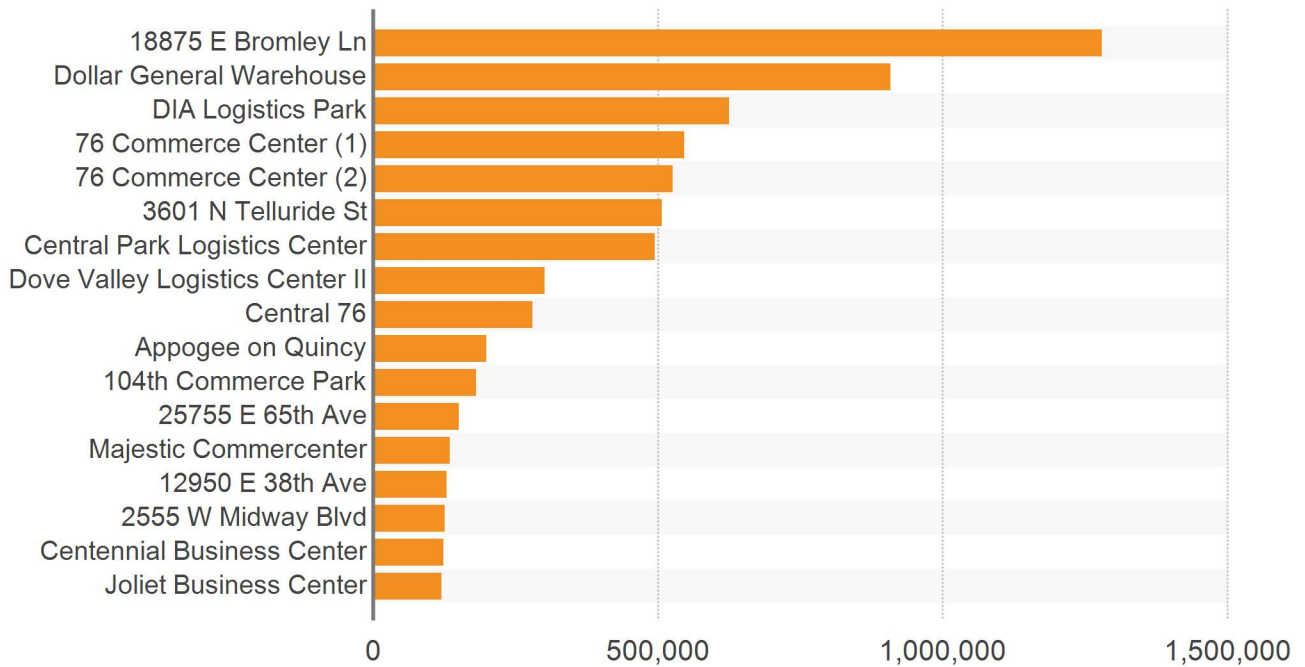
VACANCY RATE



AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
18875 E Bromley Ln	DIA Ind	1,280,071	0	480,287	0	799,784	0	1,280,071
Dollar General Warehouse	SW DIA/Pena Blvd Ind	919,000	0	0	0	0	0	909,010
DIA Logistics Park	SW DIA/Pena Blvd Ind	625,000	0	0	0	625,000	0	625,000
76 Commerce Center (1)	DIA Ind	546,000	0	0	0	546,000	0	546,000
76 Commerce Center (2)	DIA Ind	526,400	0	0	0	526,400	0	526,400
3601 N Telluride St	SW DIA/Pena Blvd Ind	512,720	0	0	0	0	0	507,147
Central Park Logistics Center	East I-70/270 Ind	494,398	0	0	155,850	338,548	0	494,398
Dove Valley Logistics Center II	Centennial Ind	304,620	0	0	0	0	0	301,309
Central 76	DIA Ind	280,000	0	280,000	0	0	0	280,000
Appogee on Quincy	Outlying Arapahoe C...	320,000	70,000	198,634	0	0	0	198,634
104th Commerce Park	DIA Ind	272,913	90,626	56,007	0	0	0	180,914
25755 E 65th Ave	SW DIA/Pena Blvd Ind	150,000	0	0	150,000	0	0	150,000
Majestic Commercenter	SW DIA/Pena Blvd Ind	200,000	0	0	0	0	50,002	134,328
12950 E 38th Ave	SW DIA/Pena Blvd Ind	129,362	0	0	129,362	0	0	129,362
2555 W Midway Blvd	Broomfield County Ind	436,534	0	0	0	0	0	125,230
Centennial Business Center	Centennial Ind	123,820	0	0	123,820	0	0	123,820
Joliet Business Center	Cent E I-70/Montbell...	119,983	0	0	0	119,983	0	119,983
Subtotal Primary Competitors		7,240,821	160,626	1,014,928	559,032	2,955,715	50,002	6,631,606
Remaining Denver Market		279,456,542	21,387,543	83,791	(729,741)	(335,979)	42,938	(1,019,450)
Total Denver Market		286,697,363	21,548,169	1,098,719	(170,709)	2,619,736	92,940	5,612,157

TOP INDUSTRIAL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
E 56th Ave & Harvest Rd	SW DIA/Pena Blvd	593,500	Q3 24	Philip Morris International	-	CBRE
22250 E I-76 Frontage Rd	DIA	546,000	Q3 24	Broadrange Logistics	CBRE;Strategic Rea...	CBRE
22500 E I-76 Frontage Rd	DIA	526,400	Q3 24	Broadrange Logistics	CBRE;Strategic Rea...	CBRE
9400 E 46th Pl	East I-70/270	338,548	Q4 23	Discount Tire	-	Newmark
7800 S Fairplay St	Centennial	304,620	Q4 23	Amazon	-	JLL
21001 E 13th Ave	SW DIA/Pena Blvd	223,850	Q2 24	ID Logistics	CBRE	Cushman & Wakefield
21001 E 13th Ave	SW DIA/Pena Blvd	220,071	Q3 24	-	-	Cushman & Wakefield
1953 N Gun Club Rd *	SW DIA/Pena Blvd	220,000	Q4 23	The Home Depot Pro	Cushman & Wakefield	Cushman & Wakefield
12000 E 45th Ave *	Cent E I-70/Montbello	181,860	Q2 24	Airhead Sports Group	-	Newmark;Prologis, Inc.
9400 E 46th Pl	East I-70/270	155,850	Q4 23	Marcone Supply	-	Newmark
7405-7425 S Peoria St	Centennial	150,142	Q1 24	Signature Aviation	-	-
5725 Pecos St	Northwest Denver	144,000	Q2 24	Lennox International, Inc.	Colliers	CBRE
22100 E 26th Ave	SW DIA/Pena Blvd	140,853	Q3 24	Vederra Building Systems	Savills	Lincoln Property Comp...
3155-3199 S Platte River Dr *	Lower South Central	135,779	Q1 24	Goodwill	Colliers	-
19100 E 38th Ave	SW DIA/Pena Blvd	116,344	Q2 24	Alliance Door Products	Colliers	CBRE
14401 W 65th Way	West Denver	112,000	Q1 24	Kratos Industries	Colliers	JLL
3225 N Himalaya Rd	SW DIA/Pena Blvd	100,000	Q4 23	FinishMaster	-	-
701 Osage St	Mid Central	98,140	Q4 23	United Construction Prod...	Unique Properties, Inc.	Colliers
10949 E Peakview Ave	Centennial	86,020	Q4 23	ReadySpaces	Colliers	Colliers
11551-11601 E Arapahoe Rd *	Centennial	85,935	Q1 24	Sierra Completions	-	-
3503-3593 N Windsor Dr	SW DIA/Pena Blvd	85,253	Q4 23	Aspen Distribution	Cresa	Stream Realty Partners...
16600 Table Mountain Pky *	West Denver	83,391	Q2 24	Transportation Managem...	Cushman & Wakefield	CBRE
17454 Spinnaker Way	Broomfield County	82,290	Q2 24	-	-	JLL
2022 Helena St *	SW DIA/Pena Blvd	81,921	Q4 23	TRP Laboratories	-	-
22700 E I-76 Frontage Rd *	DIA	81,773	Q1 24	Capitol North American	-	-
10405-10445 E 49th Ave	East I-70/270	79,646	Q1 24	Access	-	Colliers
226 Commerce St *	Broomfield County	75,000	Q1 24	Altec Air	-	-
15845 E 32nd Ave *	SW DIA/Pena Blvd	75,000	Q1 24	MWI Animal Health	-	CBRE
525 E 58th Ave	Commerce City	74,514	Q1 24	Wilsonart, Inc	-	Cushman & Wakefield
10325 E 47th Ave	East I-70/270	73,716	Q1 24	Xcimer Energy Corporation	Cushman & Wakefield	Cortina Real Estate
14550 E 38th Ave *	SW DIA/Pena Blvd	70,080	Q4 23	Midwest Floor Coverings	-	Cushman & Wakefield
5925 Washington St	Commerce City	69,575	Q1 24	Crescent Electric Supply	-	-
3837 Monaco Pky	Quebec St	68,200	Q2 24	Steamboat Sponsor, LLC	-	Stream Realty Partners...
14915 Grant St	North Denver	64,620	Q1 24	Corden Pharma	Cushman & Wakefield	Cushman & Wakefield
11551 E 45th Ave	Cent E I-70/Montbello	62,614	Q3 24	Colorado Distribution Group	-	Colliers
3625 E 48th Ave	Upper North Central	62,114	Q1 24	Perpetual First	-	Stream Realty Partners...
6720 Franklin St	Commerce City	62,000	Q4 23	Direct Lumber & Door of...	-	-
8000 E 96th Ave	DIA	60,989	Q3 24	-	-	Cushman & Wakefield
19080 E 38th Ave	SW DIA/Pena Blvd	60,254	Q1 24	RJ Schinner	-	CBRE
9575 E 40th Ave	Quebec St	57,163	Q4 23	-	Warehouse Hotline	CBRE

*Renewal

Industrial rents in Denver are up by 2.2% annually, lagging behind the prepandemic five-year annual average of 6.8%. The vacancy rate will likely remain high through the remainder of 2024 due to an active construction pipeline and slower leasing, causing rent growth to decelerate further in the near term, potentially to the lowest levels recorded in more than 10 years.

Average industrial rents across the Denver market are \$12.30/SF, as of the third quarter of 2024. However, that figure includes rents for flex spaces and small bay properties, which typically rent for significantly higher rates on a per-SF basis. Flex rents currently average \$16.60/SF, while the average advertised rent for spaces within properties smaller than 25,000 SF is currently \$13.30/SF.

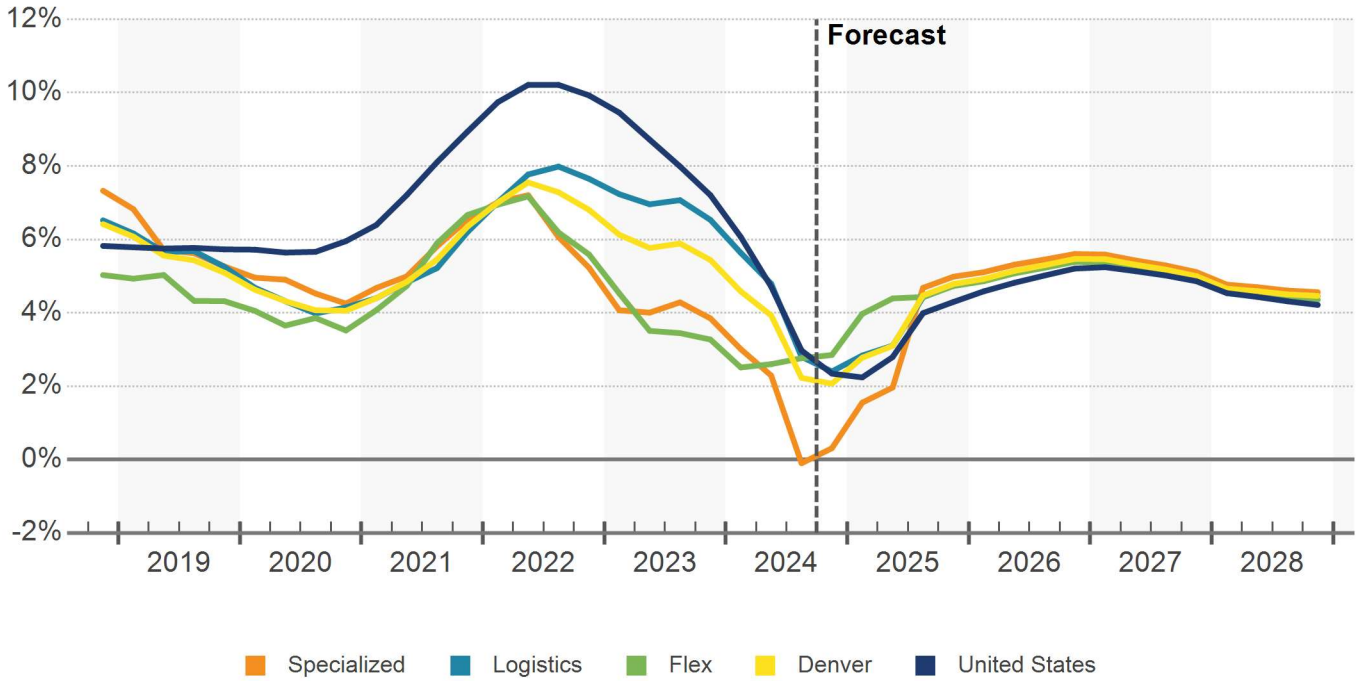
Property owners typically offer lower rents for larger distribution spaces. Near Denver International Airport, an area that serves as Denver's primary logistics hub, rents are on the lower end of the spectrum due to an abundance of developable land that has allowed for outsized inventory expansion. A number of larger leases for early 2000s vintage spaces have been signed for rents between \$6 and \$7/SF recently. Aspen Distribution signed an 85,250-SF sublease in Majestic Commercenter in November for \$6.34/SF NNN. A year prior, Andersen Logistics signed a 59,920-SF lease for \$6.50/SF NNN in the same park. Both buildings were constructed in the 2000s and feature 30-foot clear

heights with immediate access to I-70 via Tower Road. New construction in the area can fetch over \$9/SF. Lone Star Logistics leased 23,400 SF in a 2023-built distribution building with 30-foot clear heights just off Peña Boulevard for \$10.75/SF NNN, and nearby The Lawless Group leased 26,460 SF for \$9.50/SF NNN in a 2021-built distribution building.

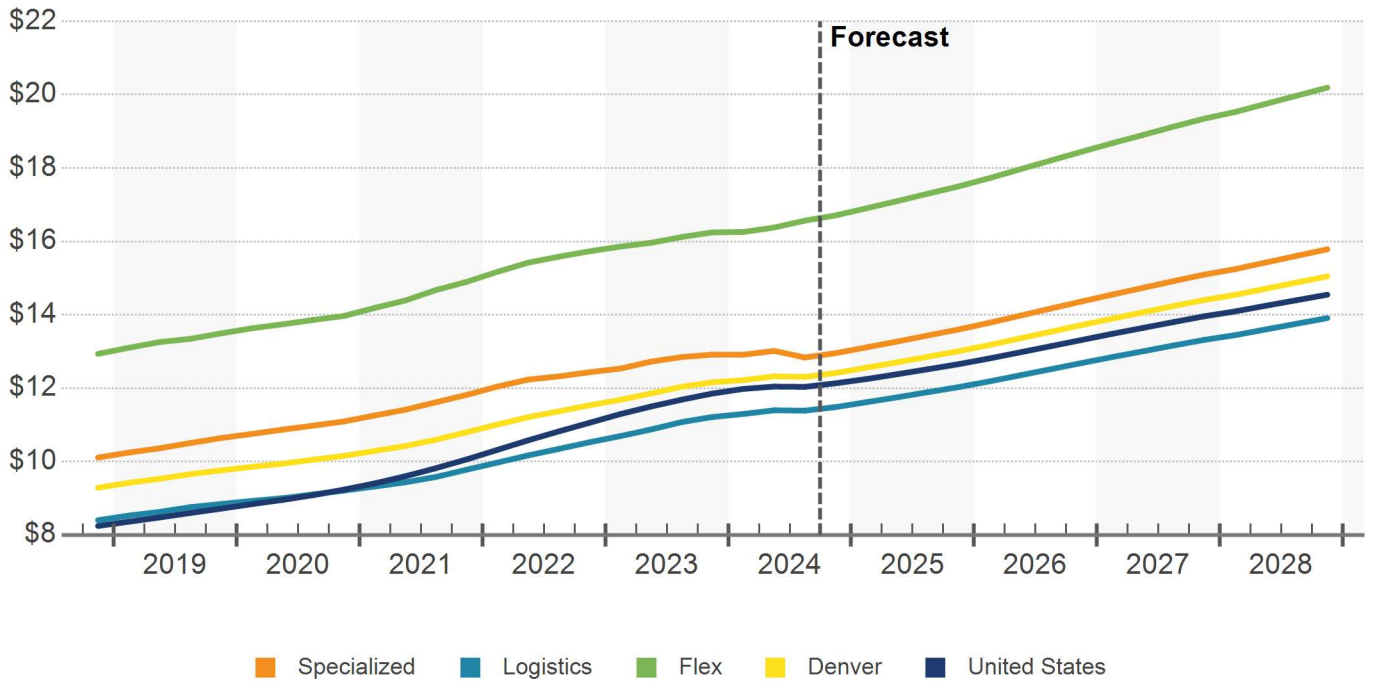
Rents are highest closer in to central Denver and in suburban areas where developers face hurdles, limiting new construction. Broomfield, in northwest Denver, has some of the most stringent zoning laws aimed at protecting open spaces, and the limited amount of modern industrial space that is available comes at a premium. Park 36 is adding two warehouses totaling 67,500 SF each with 28-foot clear heights. The development is targeting an April 2024 construction completion and currently lists rents of \$15.50/SF NNN. Also in Broomfield, grocery wholesaler The Feed recently leased 75,290 SF at a 2023-built distribution center with 28-foot clear heights for \$13.25/SF NNN in starting rent.

There is potential for rent growth to pick back up in 2025-26, when space availability will likely tighten given the limited number of speculative developments on track to complete mid-decade. However, Denver will be entering this recovery with a significantly higher vacancy rate than most major markets, which could still cause rent growth to trail the national average.

MARKET ASKING RENT GROWTH (YOY)



MARKET ASKING RENT PER SQUARE FEET



Denver ranks among an extensive list of markets expected to face over supply issues in 2024. Over 4.5 million SF is scheduled to deliver over the next four quarters, exceeding the 10-year annual absorption average of 4.2 million SF. At 10.2%, Denver already has one of the highest availability rates in the country. Availabilities are projected to rise further in the near term as construction continues to outpace demand in the market.

However, construction starts have fallen off dramatically in recent months as developers find it increasingly difficult to obtain financing for new projects. Big box speculative developments have been most impacted by tightening lending standards due to this segment's oversupply risks. According to market participants, the window to obtain a traditional construction loan for this type of project all but closed in late 2022.

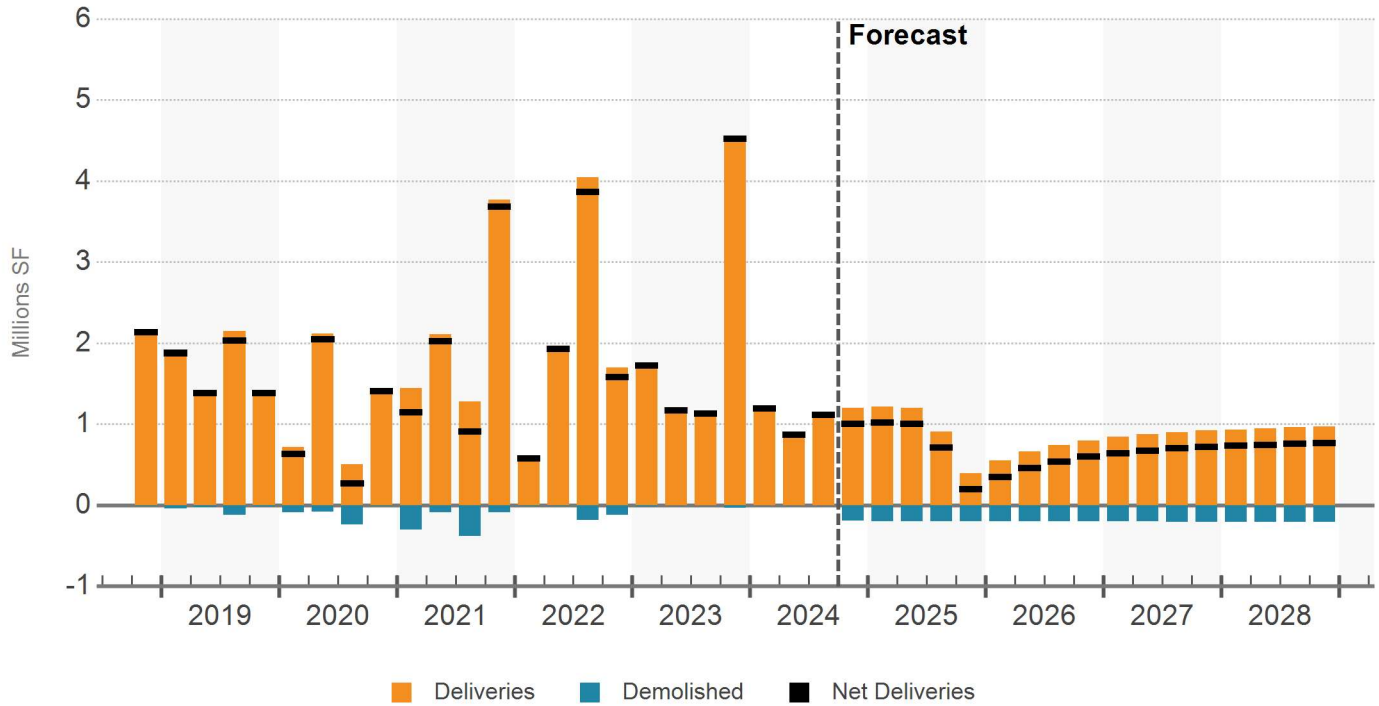
Developers had been undertaking increasingly larger speculative projects across Denver in recent years, largely concentrating on the East I-70 corridor and the area surrounding Denver International Airport (DIA), where developable land is readily available. Hurdles, including permitting delays and labor shortages, impacted developments of all sizes, and building bigger became a more efficient use of time and capital. Properties 500,000 SF and larger now have one of the highest availability rates of 15.8%, up from just 1% in late

2017. This big box segment makes up roughly half of Denver's pipeline, and availabilities are projected to rise further as this space will take time to digest. But no speculative projects in this category have managed to get off the ground in the last 6 months, signaling that the big box segment should find relief from rising availabilities as soon as late 2024.

Meanwhile, new groundbreakings have largely shifted to build-to-suit developments. PepsiCo broke ground on its 1.2 million-SF manufacturing facility near DIA in 23Q2, which will be its largest plant in North America when it opens in 2024. Nearby, Whole Foods preleased 140,000 SF at the Highpoint Industrial Elevated Park. The shift away from speculative development is boosting Denver's preleasing rate, which registers 48% in 24Q2, up from 14% at the start of 2023.

Smaller projects are also getting off the ground because they don't require the significant financing that larger projects do, and many are owner-financed. They're also attractive from a leasing perspective because Denver's industrial market remains dominated by small and mid-sized distribution tenants, and industrial spaces smaller than 50,000 SF tend to lease quickly. While big box activity is largely concentrated near the airport, small-bay development is able to disperse across the metro due to the smaller footprint required.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	DIA	1	1,200	1,200	100%	1	62,179	1,200,000	1
2	North Denver	7	891	135	15.2%	5	41,476	127,252	4
3	SW DIA/Pena Blvd	2	830	0	0%	8	114,899	415,056	2
4	Broomfield County	4	413	54	12.9%	6	36,038	103,330	5
5	Upper North Central	2	380	380	100%	1	22,880	189,874	3
6	Centennial	4	221	9	4.0%	7	45,483	55,167	9
7	West Denver	2	183	0	0%	8	38,756	91,606	6
8	Southwest C-470	2	124	20	16.1%	4	20,263	62,193	8
9	Mid Central	1	63	63	100%	1	15,824	63,000	7
10	Lower South Central	2	41	0	0%	8	16,490	20,452	10
	All Other	3	55	15	27.3%		28,839	18,328	
Totals		30	4,401	1,875	42.6%		34,620	146,703	

Under Construction Properties

Denver Industrial

Properties

Square Feet

Percent of Inventory

Released

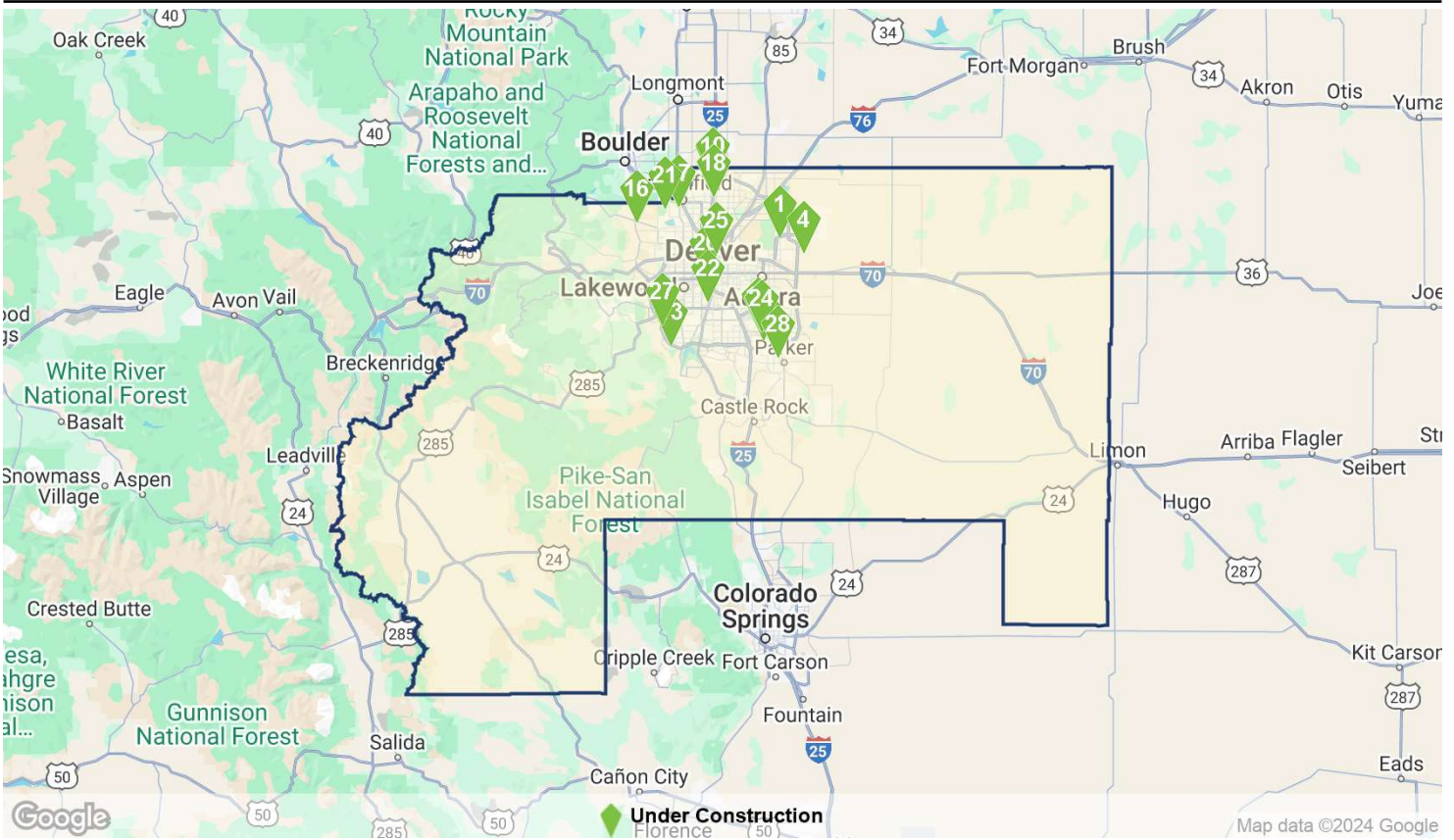
30

4,401,097

1.8%

42.6%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 PepsiCo Center 6972 Argonne St	★★★★★	1,200,000	3	Nov 2023	May 2025	- PepsiCo, Inc.
2 Bldg 1A - Sun Empire 5300 N Harvest Rd	★★★★★	625,197	1	Feb 2023	Nov 2024	- The Opus Group
3 5010 National Western Dr	★★★★★	357,000	1	Feb 2023	Nov 2024	- -
4 Bldg 1B - Sun Empire 25000 E 56th Ave	★★★★★	204,915	1	Feb 2023	Nov 2024	- The Opus Group
5 Building 3 15107 Grant St	★★★★★	176,000	1	Sep 2023	Feb 2025	- Rockefeller Group
6 Arista 36 - Bldg 2 11230 Wadsworth Pky	★★★★★	150,600	1	Oct 2023	Apr 2025	LaPour Partners LaPour Partners
7 Building 2 15055 Grant St	★★★★★	146,300	1	Sep 2023	Feb 2025	- Rockefeller Group

Under Construction Properties

Denver Industrial

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 Bldg 6 14827 Grant St	★★★★☆	135,000	1	Mar 2023	Dec 2024	- Sagard Real Estate
9 Arista 36 - Bldg 1 11250 Wadsworth Pky	★★★★☆	133,600	1	Oct 2023	Apr 2025	LaPour Partners LaPour Partners
10 Building 1 15003 Grant St	★★★★★	131,250	1	Sep 2023	Feb 2025	- Rockefeller Group
11 2-A 300 E 128th Ave	★★★★☆	119,947	1	Oct 2023	Feb 2025	Brennan Investment Group Brennan Investment Group
12 1-A 300 E 128th Ave	★★★★☆	108,044	1	Oct 2023	Feb 2025	Brennan Investment Group Brennan Investment Group
13 Deer Creek Commerce C... C-470 & S Kipling Pky	★★★★☆	104,386	1	May 2024	Apr 2025	- -
14 Innovate at Dove Valley 8001 Chambers Rd	★★★★☆	103,552	1	Mar 2023	Nov 2024	Brennan Investment Group Brennan Investment Group
15 Building 2 - Phase I SEC Corner of Highway 72	★★★★☆	100,238	1	Nov 2023	Nov 2024	OCC Industrial OCC Industrial
16 Building 1 - Phase I SEC Corner of Highway 72	★★★★☆	82,974	1	Nov 2023	Nov 2024	OCC Industrial OCC Industrial
17 Arista 36 - Bldg 3 11210 Wadsworth Pky	★★★★☆	75,600	1	Oct 2023	Apr 2025	LaPour Partners LaPour Partners
18 3-A 300 E 128th Ave	★★★★☆	74,224	1	Oct 2023	Feb 2025	Brennan Investment Group Brennan Investment Group
19 Creekside Centennial Te... 6403 Uvalda St	★★★★☆	63,271	1	Aug 2024	Mar 2025	- -
20 890 Navajo St	★★★★☆	63,000	2	Dec 2023	Jan 2025	- -
21 11055 Doppler Dr	★★★★☆	53,520	1	Jun 2024	Jun 2025	St. John Properties St. John Properties
22 Bldg 1 2701 S Santa Fe Dr	★★★★☆	31,022	1	Feb 2024	Nov 2024	- -
23 Mod Block - Lot 2 13833 E Briarwood Ave	★★★★☆	29,210	1	Jun 2023	Nov 2024	- -
24 Mod Block - Lot 3 13853 E Briarwood Ave	★★★★☆	24,634	1	May 2023	Nov 2024	- -
25 National Western Livest... 4800-5010 Packing House...	★★★☆☆	22,747	1	Jan 2024	Jan 2025	- Board Of Governors of the Colora...
26 Personal Warehouse Dra... 10264 Dransfeldt Pl	★★★★☆	21,087	1	May 2023	Dec 2024	- John Propp Commercial Group
27 12983 W Ida Ave	★★★★☆	20,000	1	Dec 2022	Nov 2024	- -
28 North Star Flex Spaces 10262 Dransfeldt Rd	★★★★☆	18,897	1	Jul 2023	Dec 2024	- -

Trailing 12-month investment volume in Denver's industrial market totals \$1.2 billion as of the third quarter of 2024, approximately 32% below the market's 10-year annual average and 67% below the recent peak of \$2.9 billion achieved in 21Q4. The rapid increase in the cost of debt is weighing heavily on overall industrial deal flow as the gap between buyer and seller expectations remains wide.

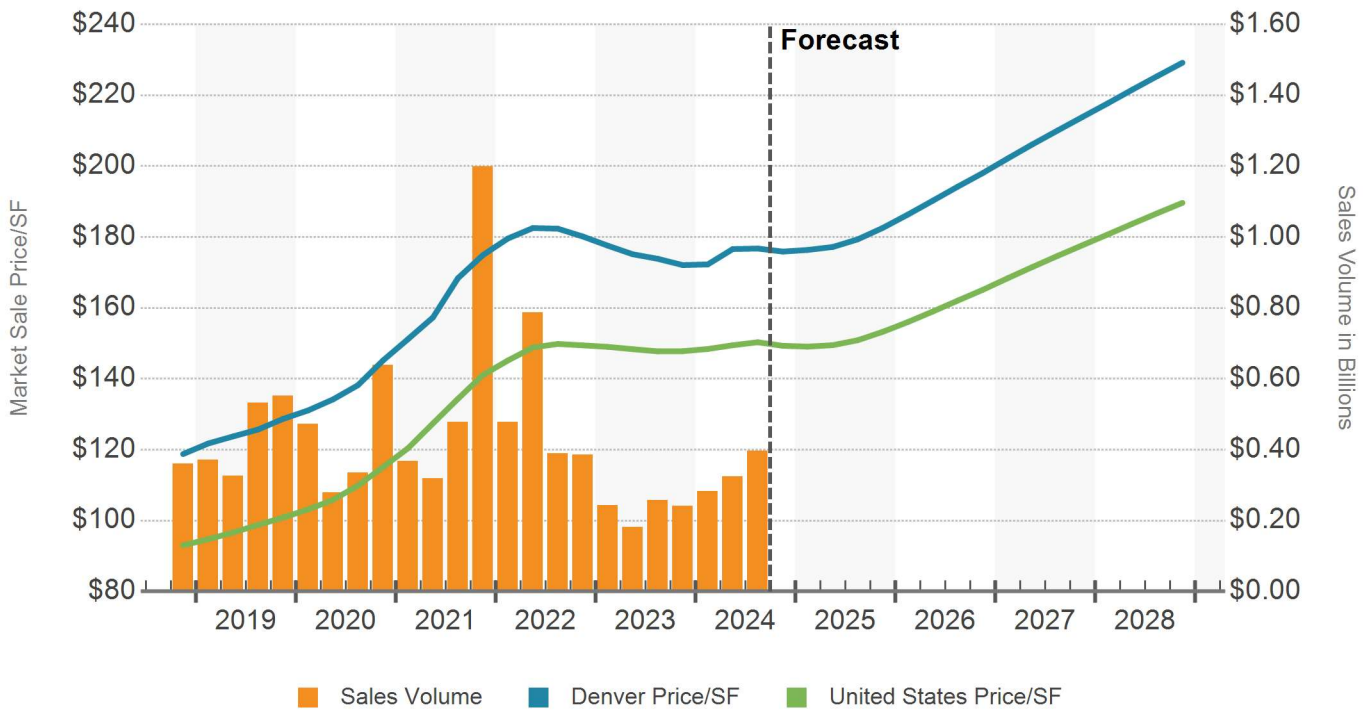
Investors nationwide have adopted a cautious approach, but Denver's high availability rate and ongoing construction boom have added another layer of uncertainty and large institutional buyers have largely exited the market for the time being. Institutional buyers, REITS, and private capital represented 19% of transaction volume in the past year, down from 47% in 2022.

Private buyers and owner-users executing smaller deals

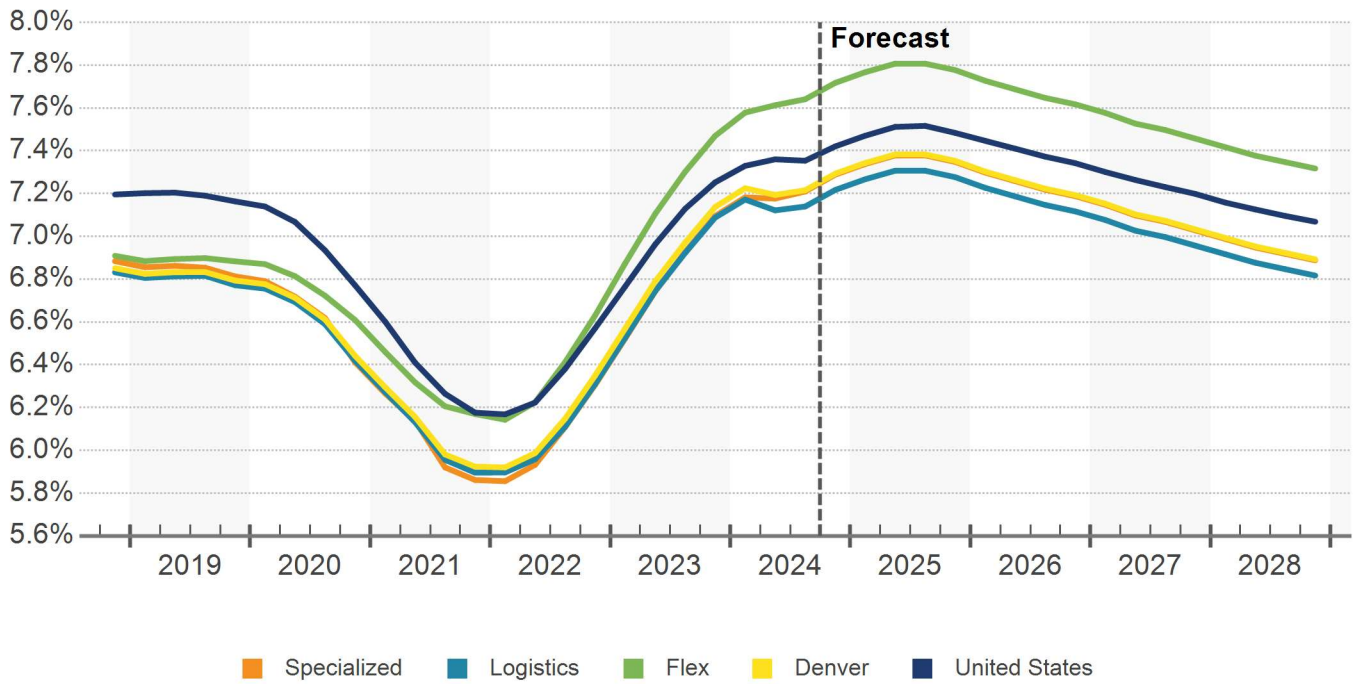
partially filled the gap in the past year. Investors sought to limit exposure to new supply by targeting Denver's small bay assets which have tight availabilities and steady tenant demand. Only 5% of deals in the past 12 months exceeded a sales price of \$13 million. Most recent deals fall within the \$1.5-\$4.5-million range in assets that total less than 50,000 SF.

Pricing has leveled off in the last six months after accelerating during the booming 2021 and early 2022. Over the past 12 months, sales prices averaged \$177/SF, down from the record \$186/SF achieved in 22Q3. In many recent cases where the asking price is known, the transacted price has been 10-20% lower. Until there is further clarity in the Federal Reserve's monetary policy plans, the wide bid-ask spread is projected to put downward pressure on the average market sale price per SF.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Denver Industrial

Sale Comparables

419

Avg. Cap Rate

6.4%

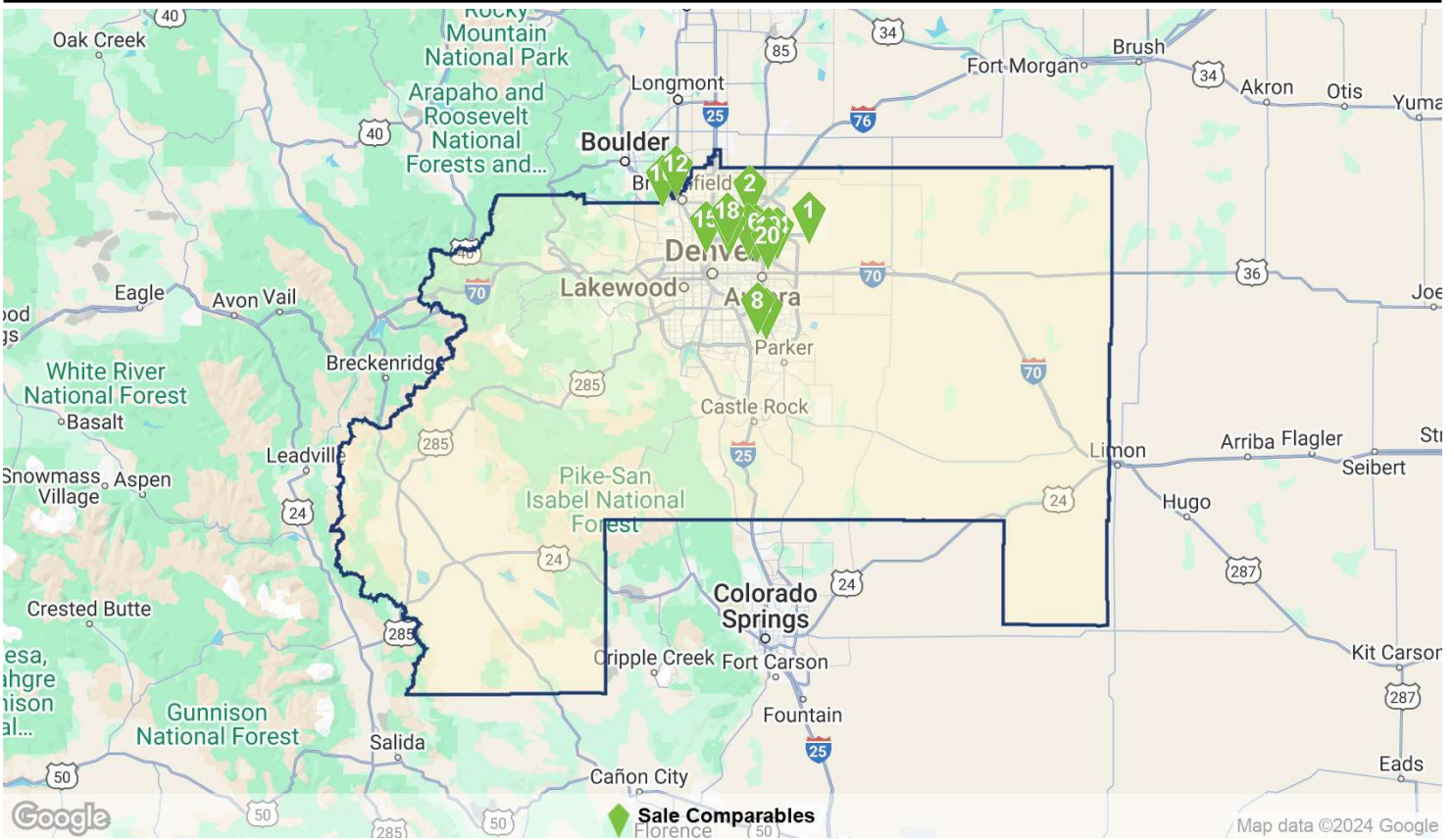
Avg. Price/SF

\$153

Avg. Vacancy At Sale

8.5%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$150,000	\$4,765,707	\$2,195,000	\$91,081,990
Price/SF	\$22	\$153	\$199	\$1,561
Cap Rate	4.8%	6.4%	6.1%	9.5%
Time Since Sale in Months	0.0	6.2	6.6	12.0
Property Attributes	Low	Average	Median	High
Building SF	921	30,429	12,500	625,000
Ceiling Height	8'	17'10"	17'5"	40'
Docks	0	4	1	93
Vacancy Rate At Sale	0%	8.5%	0%	100%
Year Built	1886	1978	1978	2024
Star Rating	★★★★★	★★★★★ 2.2	★★★★★	★★★★★

Sales Past 12 Months

Denver Industrial

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 DIA Logistics Park 6300 N Powhatan Rd	★★★★★	2023	625,000	0%	9/25/2024	\$91,081,990	\$146	-
2 Building 1 9940 Havana St	★★★★★	2024	280,000	0%	5/24/2024	\$72,240,000	\$258	-
3 Dove Valley Logistics Ce... 7800 S Fairplay St	★★★★★	2023	304,620	0%	8/19/2024	\$41,050,000	\$135	-
4 Bldg 2 12360 E 46th Ave	★★★★★	2000	285,600	0%	1/17/2024	\$32,272,570	\$113	-
5 Bldg B 4900 Osage St	★★★★★	2004	176,357	0%	3/15/2024	\$29,529,044	\$167	-
6 Bldg C 5000 Osage St	★★★★★	2005	176,800	13.0%	3/15/2024	\$29,260,439	\$166	-
7 Bldg 3 13100 E Albrook Dr	★★★★★	2001	169,200	8.5%	1/17/2024	\$22,478,040	\$133	-
8 Centennial Business Ce... 7194 S Revere Pky	★★★★★	2022	123,820	0%	5/8/2024	\$20,801,760	\$168	-
9 Bldg 1 12330 E 46th Ave	★★★★★	1999	137,600	0%	1/17/2024	\$18,749,390	\$136	-
10 12805 W 112th Ave	★★★★★	2022	131,170	0%	9/9/2024	\$18,250,000	\$139	-
11 Havana 37 3700 Havana St	★★★★★	1974	150,279	38.2%	8/19/2024	\$17,950,000	\$119	-
12 2555 W Midway Blvd	★★★★★	1974	436,534	0%	7/12/2024	\$17,000,000	\$39	-
13 Commerce Square 3250 Quentin St	★★★★★	1984	109,896	4.7%	12/29/2023	\$16,159,487	\$147	-
14 18245 E 40th Ave	★★★★★	2005	155,916	0%	5/17/2024	\$16,000,000	\$103	-
15 Bldg D 5050 Osage St	★★★★★	2006	78,000	0%	3/15/2024	\$14,210,517	\$182	-
16 4690 Florence St	★★★★★	2003	100,175	0%	7/30/2024	\$14,175,000	\$142	-
17 Broker Incentive- \$250 G... 4800 Dahlia St	★★★★★	1959	103,000	5.1%	1/30/2024	\$13,500,000	\$131	-
18 6195 Clermont St	★★★★★	1994	80,345	0%	1/10/2024	\$12,200,000	\$152	-
19 Aurora Center 1 at Gate... 15800 E 40th Ave	★★★★★	2003	75,000	0%	4/30/2024	\$11,625,000	\$155	-
20 2022 Helena St	★★★★★	2003	81,921	0%	10/27/2023	\$11,300,000	\$138	-

The metro Denver region encompasses seven counties along the Front Range of Colorado and has a population nearing 3 million. The region's population has grown by 10.4% over the past decade, compared to the national benchmark of 5.4%. The region is expected to grow at a slower but steady pace over the next 10 years.

Denver's highly educated workforce, a globally connected airport, and low-tax environment have made the metro a hub for job creation. The region is home to 10 Fortune 500 Companies, including Arrow Electronics, DISH Network, and DaVita.

The Denver market recovered all jobs lost due to the pandemic by July 2021. The most recent data shows that 7,200 jobs were added in the past year, a 0.4% increase in employment. The unemployment rate of 3.4%

continues to trend below the national average. The slowdown in job growth could be a symptom of worker shortage rather than softening demand for workers.

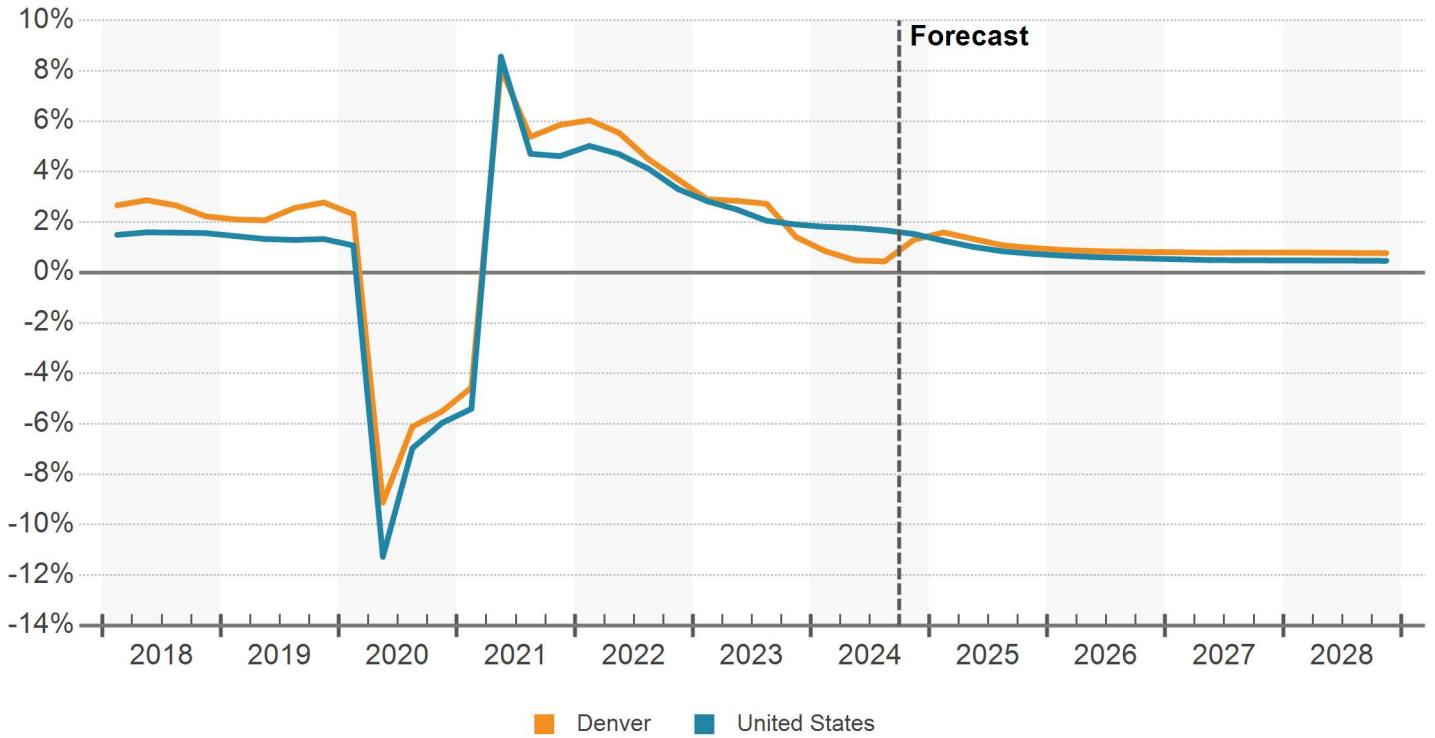
Denver has a high concentration of tech jobs, most of which are in the information sector which makes up 11% of Denver's total employment. According to Metro Denver Economic Development Corporation, the region has the fifth-highest employment concentration in the nation and was the fastest growing cluster in the region between 2016 and 2021, rising 49.2%. This sector also saw the greatest job losses over the past year as tech companies scaled back operations in the current high interest rate environment. The high concentration of tech in Denver has made the city one of the more flexible-friendly economies, which is further complicating the office market outlook.

DENVER EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	69	0.5	-0.41%	0.37%	0.60%	0.62%	0.78%	0.34%
Trade, Transportation and Utilities	291	1.0	-1.79%	0.81%	1.47%	1.01%	0.32%	0.28%
Retail Trade	138	0.8	-0.01%	0.83%	0.49%	0.25%	0.16%	0.21%
Financial Activities	122	1.3	1.49%	0.38%	2.16%	1.48%	0.58%	0.35%
Government	222	0.9	3.25%	2.28%	2.02%	0.66%	1.13%	0.51%
Natural Resources, Mining and Construction	111	1.2	-1.92%	2.39%	1.91%	2.27%	0.92%	0.73%
Education and Health Services	210	0.8	2.36%	3.60%	2.28%	2.07%	0.84%	0.77%
Professional and Business Services	325	1.4	0.01%	0.79%	2.89%	1.82%	1.01%	0.59%
Information	54	1.7	0.72%	0.50%	1.67%	1.02%	0.67%	0.54%
Leisure and Hospitality	177	1.0	0.91%	2.26%	1.73%	1.47%	1.27%	0.99%
Other Services	68	1.1	-0.66%	1.40%	2.40%	0.61%	0.92%	0.49%
Total Employment	1,649	1.0	0.45%	1.67%	2.03%	1.33%	0.85%	0.57%

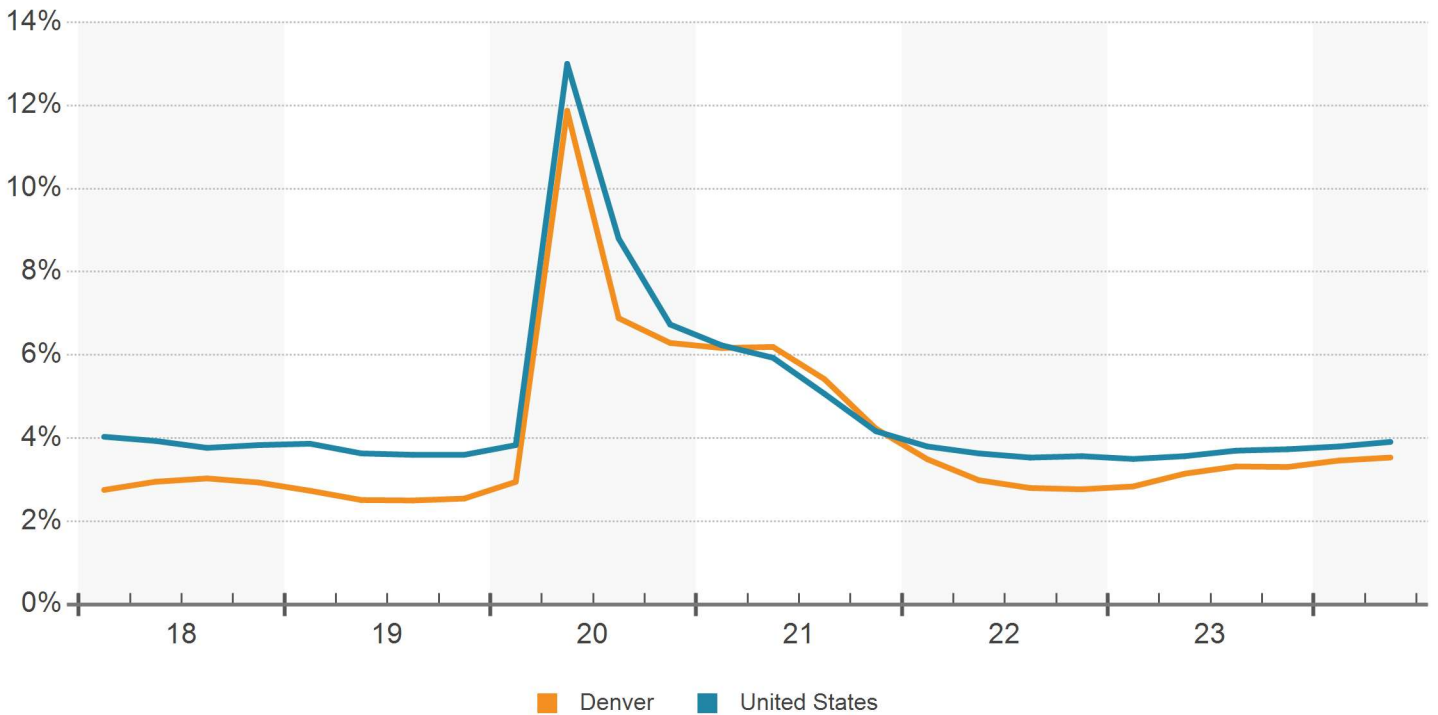
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

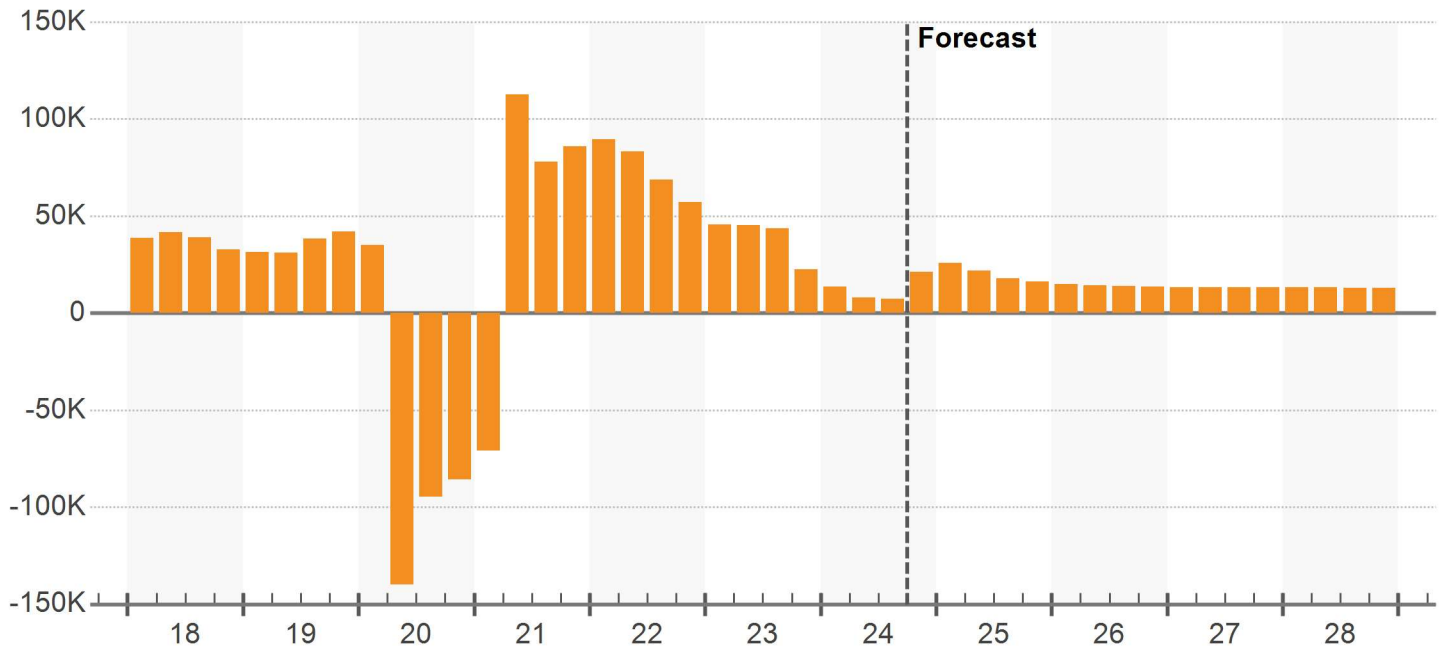


Source: Oxford Economics

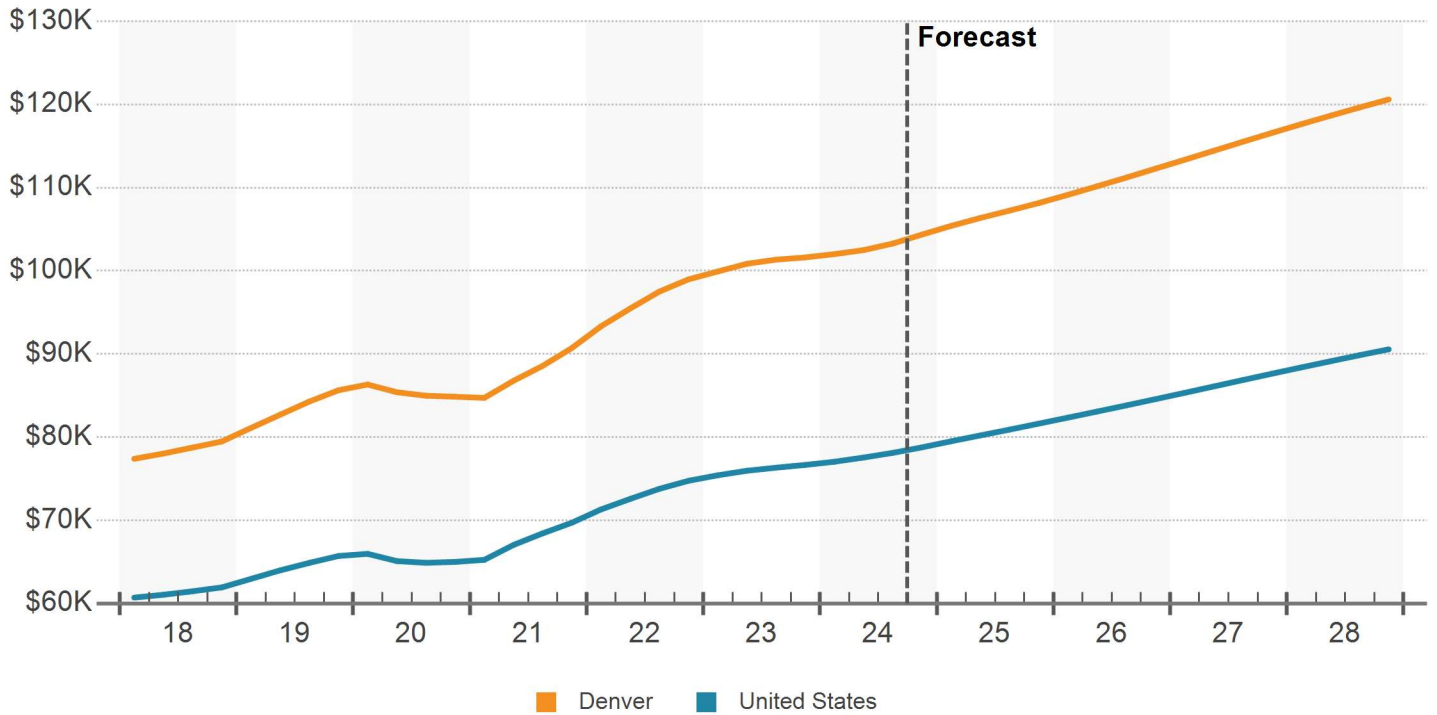
UNEMPLOYMENT RATE (%)



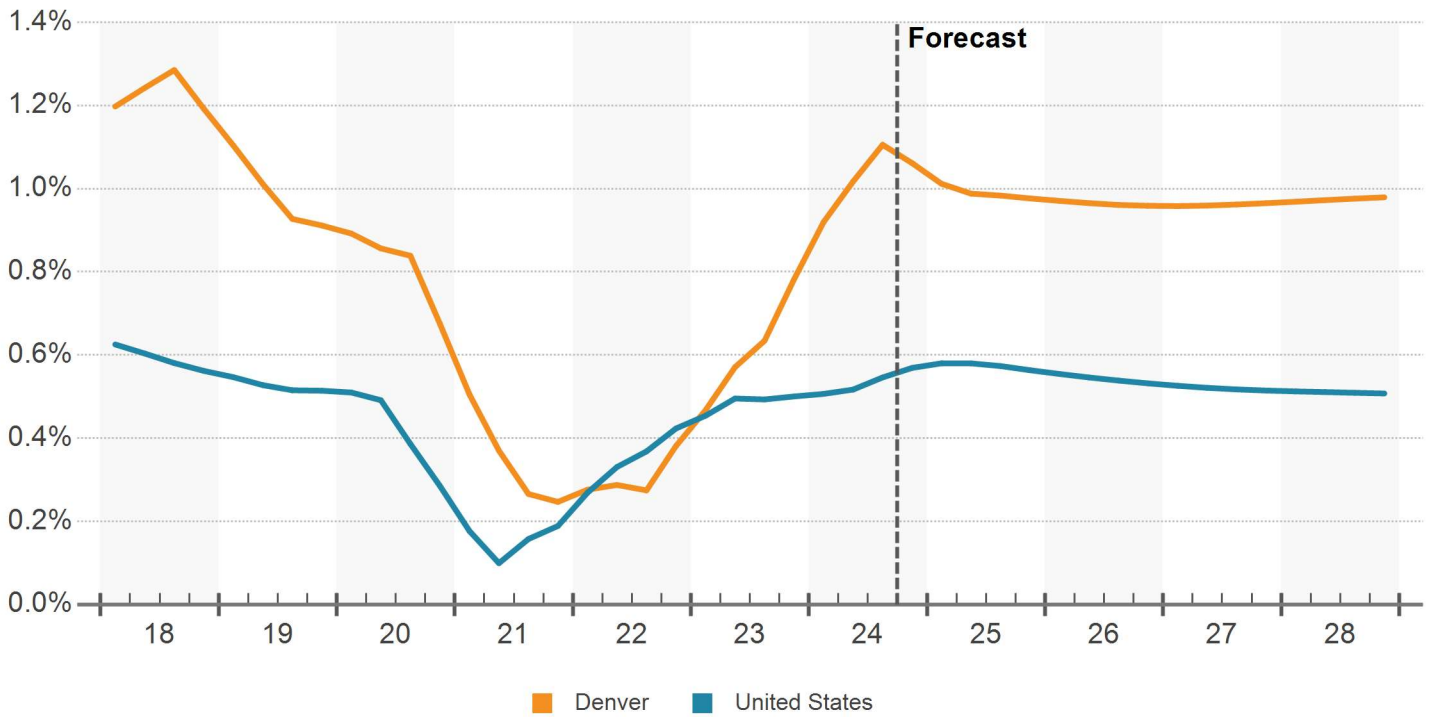
NET EMPLOYMENT CHANGE (YOY)



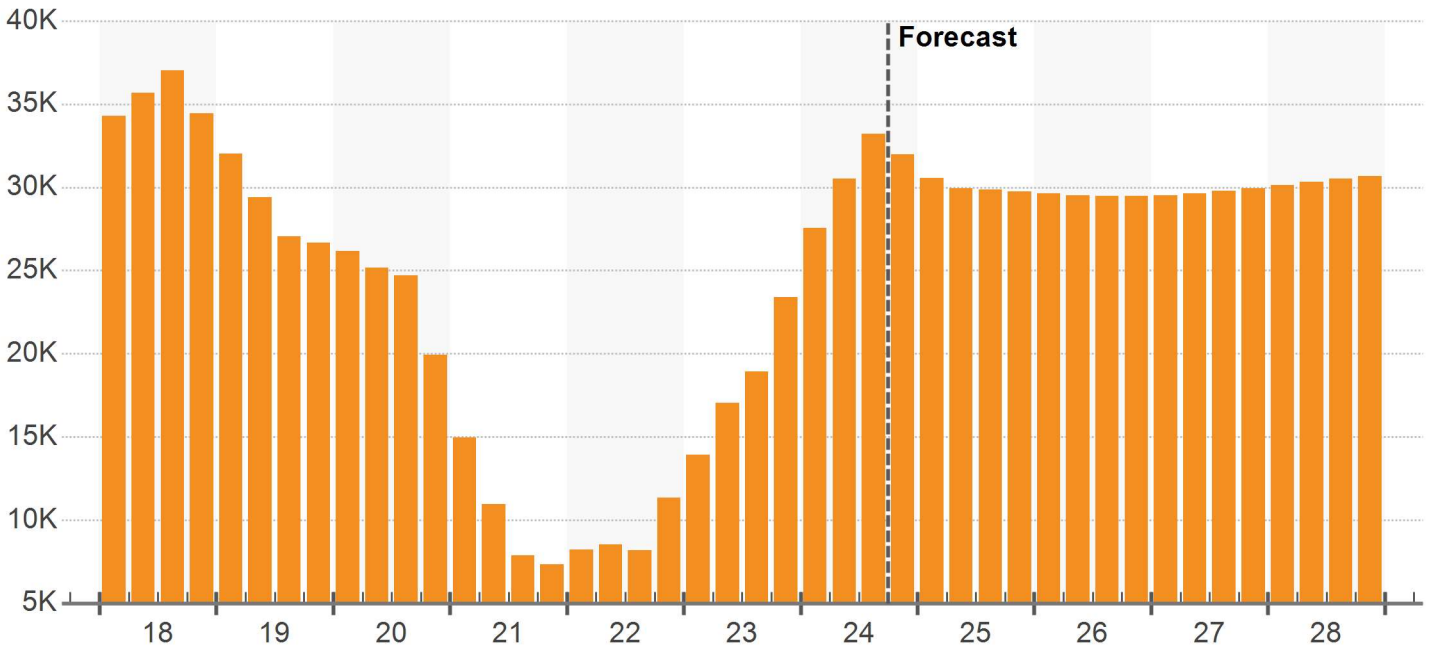
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

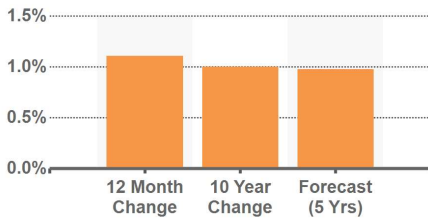


DEMOGRAPHIC TRENDS

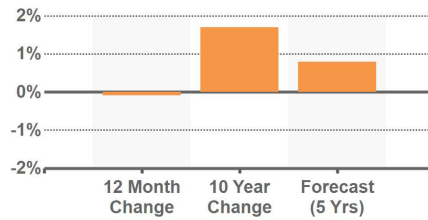
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	3,038,436	336,749,188	1.1%	0.5%	1.0%	0.5%	1.0%	0.5%
Households	1,249,182	131,616,188	1.3%	0.7%	1.6%	0.9%	1.1%	0.6%
Median Household Income	\$103,293	\$78,120	1.9%	2.3%	4.6%	3.9%	3.6%	3.5%
Labor Force	1,750,706	168,379,109	-0.1%	0.5%	1.7%	0.8%	0.8%	0.5%
Unemployment	3.5%	3.9%	0.2%	0.2%	-0.1%	-0.2%	-	-

Source: Oxford Economics

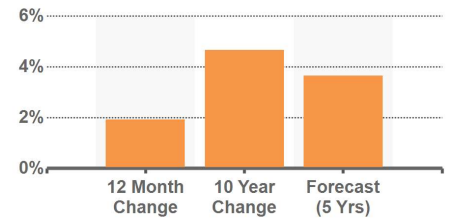
POPULATION GROWTH



LABOR FORCE GROWTH

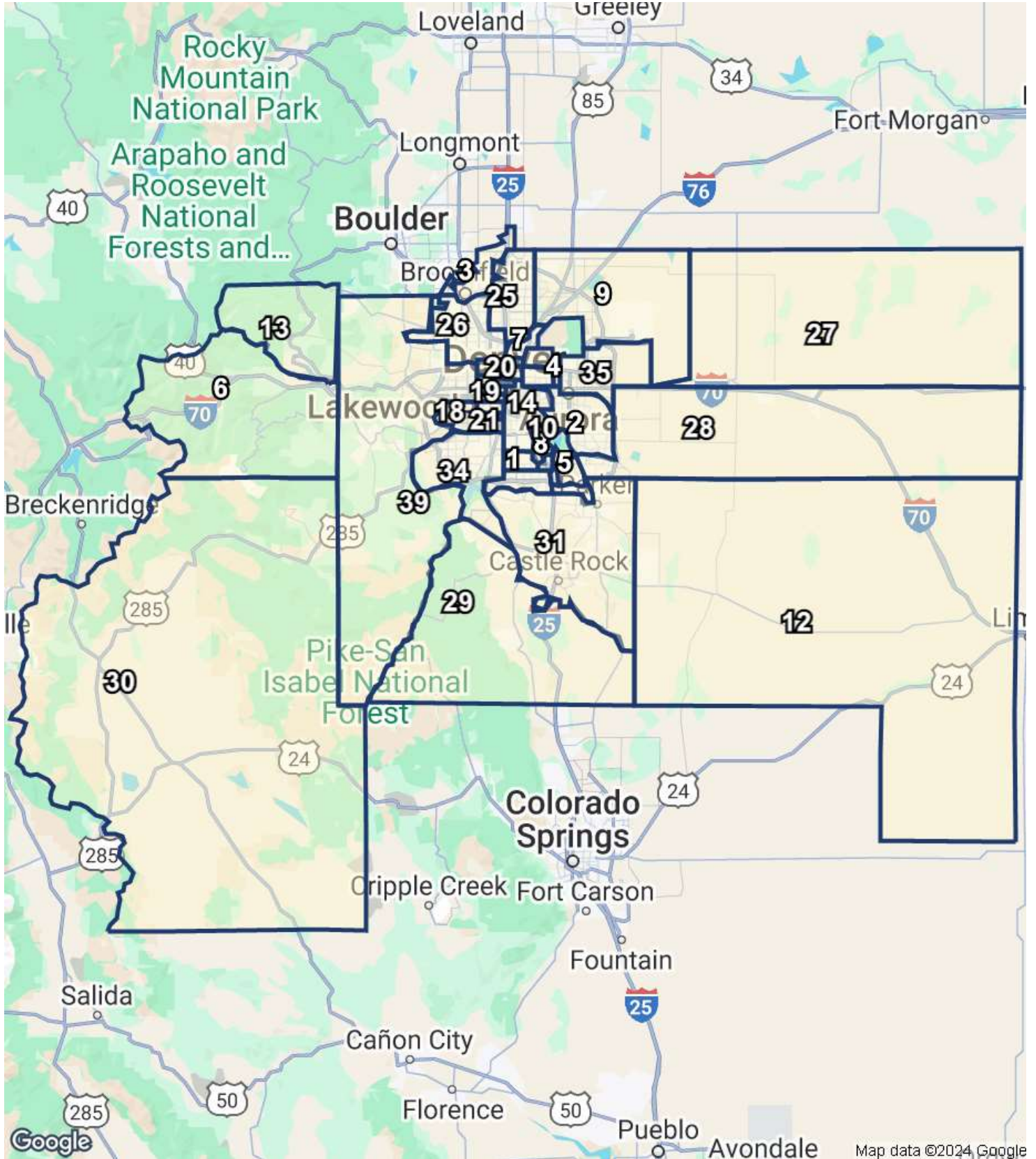


INCOME GROWTH



Source: Oxford Economics

DENVER SUBMARKETS



SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Arapahoe Rd	4	45	0%	36	0	0	0%	-	0	-	-	-
2	Aurora	110	2,724	1.0%	19	0	0	0%	-	0	-	-	-
3	Broomfield County	186	6,703	2.3%	16	14	750	11.2%	4	4	413	6.2%	4
4	Cent E I-70/Montbello	332	18,314	6.4%	4	0	0	0%	-	0	-	-	-
5	Centennial	323	14,691	5.1%	7	8	529	3.6%	5	4	221	1.5%	6
6	Clear Creek County	14	162	0.1%	32	0	0	0%	-	0	-	-	-
7	Commerce City	553	13,784	4.8%	8	4	476	3.5%	6	0	-	-	-
8	Denver Tech Center	2	35	0%	37	0	0	0%	-	0	-	-	-
9	DIA	284	17,659	6.2%	6	3	925	5.2%	2	1	1,200	6.8%	1
10	East Hampden	10	171	0.1%	31	0	0	0%	-	0	-	-	-
11	East I-70/270	456	20,557	7.2%	3	0	0	0%	-	0	-	-	-
12	Elbert County	25	187	0.1%	30	0	0	0%	-	1	15	8.0%	12
13	Gilpin County	4	22	0%	38	0	0	0%	-	0	-	-	-
14	Glendale	152	2,678	0.9%	20	0	0	0%	-	0	-	-	-
15	Greenwood Village	1	7	0%	39	0	0	0%	-	0	-	-	-
16	Highlands Ranch	50	1,958	0.7%	23	0	0	0%	-	0	-	-	-
17	Inverness	55	2,424	0.8%	21	0	0	0%	-	0	-	-	-
18	Lakewood	15	145	0.1%	33	0	0	0%	-	0	-	-	-
19	Lower Central	350	8,052	2.8%	15	0	0	0%	-	0	-	-	-
20	Lower North Central	385	8,839	3.1%	14	0	0	0%	-	0	-	-	-
21	Lower South Central	566	9,334	3.3%	13	0	0	0%	-	2	41	0.4%	10
22	Meridian	51	871	0.3%	26	1	15	1.8%	10	2	40	4.6%	11
23	Mid Central	281	4,446	1.6%	18	0	0	0%	-	1	63	1.4%	9
24	Mid South Central	126	1,379	0.5%	25	0	0	0%	-	0	-	-	-
25	North Denver	317	13,148	4.6%	9	2	157	1.2%	8	7	891	6.8%	2
26	Northwest Denver	578	17,974	6.3%	5	4	786	4.4%	3	0	-	-	-
27	Outlying Adams Cnty	10	251	0.1%	29	0	0	0%	-	0	-	-	-
28	Outlying Arapahoe Cty	14	842	0.3%	27	0	0	0%	-	0	-	-	-
29	Outlying Douglas Cnty	7	69	0%	35	0	0	0%	-	0	-	-	-
30	Park County	21	106	0%	34	0	0	0%	-	0	-	-	-
31	Parker/Castle Rock	147	2,070	0.7%	22	10	165	8.0%	7	0	-	-	-
32	Quebec St	284	11,529	4.0%	10	0	0	0%	-	0	-	-	-
33	Southeast C-470	87	1,823	0.6%	24	0	0	0%	-	0	-	-	-
34	Southwest C-470	564	11,428	4.0%	11	1	10	0.1%	11	2	124	1.1%	8
35	SW DIA/Pena Blvd	459	52,738	18.4%	1	12	3,794	7.2%	1	2	830	1.6%	3
36	Upper Central	41	449	0.2%	28	0	0	0%	-	0	-	-	-
37	Upper North Central	433	9,907	3.5%	12	0	0	0%	-	2	380	3.8%	5
38	Upper South Central	354	4,754	1.7%	17	0	0	0%	-	0	-	-	-
39	West Denver	629	24,378	8.5%	2	3	77	0.3%	9	2	183	0.8%	7

SUBMARKET RENT

No.	Submarket	Market Asking Rent		12 Month Market Asking Rent		QTD Annualized Market Asking Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Arapahoe Rd	\$17.68	4	2.5%	6	-8.7%	35
2	Aurora	\$16.91	8	3.0%	2	-19.7%	37
3	Broomfield County	\$13.31	26	2.1%	25	4.9%	16
4	Cent E I-70/Montbello	\$8.91	39	2.4%	13	3.9%	20
5	Centennial	\$14.91	17	2.4%	11	-5.2%	32
6	Clear Creek County	\$16.64	9	2.2%	15	-2.0%	30
7	Commerce City	\$12.73	30	2.2%	17	8.5%	10
8	Denver Tech Center	\$29.05	1	1.2%	39	5.1%	15
9	DIA	\$11.90	34	2.2%	16	-0.5%	27
10	East Hampden	\$16.05	11	2.5%	7	-27.4%	38
11	East I-70/270	\$10.57	36	2.2%	20	8.9%	9
12	Elbert County	\$13.71	23	1.6%	38	9.5%	8
13	Gilpin County	\$15.25	15	2.1%	27	3.8%	21
14	Glendale	\$14.70	20	2.2%	18	-1.4%	29
15	Greenwood Village	\$17.58	5	2.4%	8	7.4%	14
16	Highlands Ranch	\$17.55	6	2.0%	30	-6.8%	34
17	Inverness	\$15.84	12	2.9%	3	-28.2%	39
18	Lakewood	\$14.86	19	2.3%	14	-0.5%	26
19	Lower Central	\$12.17	33	2.1%	23	75.1%	1
20	Lower North Central	\$13.69	24	2.4%	12	2.2%	23
21	Lower South Central	\$13.10	27	1.8%	33	11.6%	5
22	Meridian	\$19.43	2	2.1%	22	3.4%	22
23	Mid Central	\$14.06	22	2.0%	28	11.3%	6
24	Mid South Central	\$14.86	18	2.1%	26	11.6%	4
25	North Denver	\$12.88	28	2.4%	10	-1.3%	28
26	Northwest Denver	\$12.87	29	2.2%	19	0.9%	24
27	Outlying Adams Cnty	\$11.32	35	2.2%	21	7.5%	13
28	Outlying Arapahoe Cty	\$12.26	32	3.8%	1	11.8%	3
29	Outlying Douglas Cnty	\$17.35	7	2.0%	29	11.0%	7
30	Park County	\$15.64	13	2.1%	24	4.1%	19
31	Parker/Castle Rock	\$18.20	3	1.8%	34	4.1%	18
32	Quebec St	\$10.35	37	2.4%	9	7.8%	11
33	Southeast C-470	\$16.20	10	2.8%	5	-14.9%	36
34	Southwest C-470	\$15.22	16	1.9%	31	-4.1%	31
35	SW DIA/Pena Blvd	\$9.50	38	2.8%	4	0.6%	25
36	Upper Central	\$14.09	21	1.9%	32	-6.4%	33
37	Upper North Central	\$12.30	31	1.7%	36	16.0%	2
38	Upper South Central	\$13.36	25	1.7%	35	7.8%	12
39	West Denver	\$15.26	14	1.6%	37	4.7%	17

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Arapahoe Rd	-	-	-	0	0%	-	-
2	Aurora	182,089	6.7%	19	(88,755)	-3.3%	36	-
3	Broomfield County	1,239,410	18.5%	29	130,919	2.0%	6	1.8
4	Cent E I-70/Montbello	1,181,785	6.5%	16	(430,125)	-2.3%	39	-
5	Centennial	1,615,423	11.0%	25	830,948	5.7%	3	0.6
6	Clear Creek County	29,616	18.3%	28	(23,521)	-14.5%	28	-
7	Commerce City	602,657	4.4%	11	69,025	0.5%	9	6.9
8	Denver Tech Center	-	-	-	3,613	10.2%	17	-
9	DIA	2,384,443	13.5%	27	2,614,843	14.8%	1	0.1
10	East Hampden	-	-	-	9,916	5.8%	14	-
11	East I-70/270	948,252	4.6%	13	129,702	0.6%	7	-
12	Elbert County	-	-	-	3,165	1.7%	18	-
13	Gilpin County	-	-	-	0	0%	-	-
14	Glendale	124,507	4.7%	14	(27,532)	-1.0%	30	-
15	Greenwood Village	-	-	-	0	0%	-	-
16	Highlands Ranch	41,050	2.1%	1	44,626	2.3%	10	-
17	Inverness	175,147	7.2%	20	(4,568)	-0.2%	26	-
18	Lakewood	-	-	-	0	0%	-	-
19	Lower Central	242,182	3.0%	6	(24,586)	-0.3%	29	-
20	Lower North Central	905,377	10.2%	23	(120,159)	-1.4%	37	-
21	Lower South Central	248,944	2.7%	4	(66,625)	-0.7%	33	-
22	Meridian	33,765	3.9%	7	(5,738)	-0.7%	27	-
23	Mid Central	187,720	4.2%	9	(30,027)	-0.7%	31	-
24	Mid South Central	34,319	2.5%	3	(2,879)	-0.2%	25	-
25	North Denver	1,355,116	10.3%	24	7,817	0.1%	16	20.1
26	Northwest Denver	2,213,468	12.3%	26	(35,696)	-0.2%	32	-
27	Outlying Adams Cnty	-	-	-	0	0%	-	-
28	Outlying Arapahoe Cty	70,800	8.4%	21	197,843	23.5%	4	-
29	Outlying Douglas Cnty	-	-	-	0	0%	-	-
30	Park County	-	-	-	8,130	7.7%	15	-
31	Parker/Castle Rock	99,607	4.8%	15	112,464	5.4%	8	0.7
32	Quebec St	450,107	3.9%	8	(140,805)	-1.2%	38	-
33	Southeast C-470	48,862	2.7%	5	41,217	2.3%	11	-
34	Southwest C-470	517,186	4.5%	12	(72,229)	-0.6%	34	-
35	SW DIA/Pena Blvd	5,139,034	9.7%	22	2,405,204	4.6%	2	0.2
36	Upper Central	29,330	6.5%	17	11,474	2.6%	13	-
37	Upper North Central	651,419	6.6%	18	(87,472)	-0.9%	35	-
38	Upper South Central	204,860	4.3%	10	13,081	0.3%	12	-
39	West Denver	591,694	2.4%	2	138,889	0.6%	5	0.4

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	298,285,896	2,996,230	1.0%	3,623,086	1.2%	0.8
2027	295,289,666	2,736,952	0.9%	3,335,655	1.1%	0.8
2026	292,552,714	1,949,195	0.7%	2,839,325	1.0%	0.7
2025	290,603,519	2,924,936	1.0%	3,228,429	1.1%	0.9
2024	287,678,583	4,186,835	1.5%	4,707,390	1.6%	0.9
YTD	286,673,966	3,182,218	1.1%	3,640,686	1.3%	0.9
2023	283,491,748	8,536,365	3.1%	3,292,294	1.2%	2.6
2022	274,955,383	8,107,447	3.0%	5,386,293	2.0%	1.5
2021	266,847,936	7,756,668	3.0%	9,069,923	3.4%	0.9
2020	259,091,268	4,349,181	1.7%	2,071,628	0.8%	2.1
2019	254,742,087	6,672,137	2.7%	2,731,419	1.1%	2.4
2018	248,069,950	3,305,560	1.4%	3,718,180	1.5%	0.9
2017	244,764,390	5,108,801	2.1%	4,332,765	1.8%	1.2
2016	239,655,589	3,676,624	1.6%	2,246,605	0.9%	1.6
2015	235,978,965	2,128,427	0.9%	3,235,096	1.4%	0.7
2014	233,850,538	2,690,680	1.2%	5,420,587	2.3%	0.5
2013	231,159,858	(2,023,397)	-0.9%	2,893,052	1.3%	-
2012	233,183,255	385,248	0.2%	2,580,545	1.1%	0.1

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	53,620,433	107,344	0.2%	264,483	0.5%	0.4
2027	53,513,089	91,246	0.2%	117,491	0.2%	0.8
2026	53,421,843	40,095	0.1%	(289,967)	-0.5%	-
2025	53,381,748	1,098,435	2.1%	940,510	1.8%	1.2
2024	52,283,313	(37,750)	-0.1%	(155,470)	-0.3%	-
YTD	52,321,063	0	0%	(3,690)	0%	-
2023	52,321,063	0	0%	(513,099)	-1.0%	-
2022	52,321,063	288,639	0.6%	(471,815)	-0.9%	-
2021	52,032,424	250,846	0.5%	465,825	0.9%	0.5
2020	51,781,578	247,839	0.5%	404,848	0.8%	0.6
2019	51,533,739	747,545	1.5%	(93,873)	-0.2%	-
2018	50,786,194	342,100	0.7%	490,337	1.0%	0.7
2017	50,444,094	(40,235)	-0.1%	(460,682)	-0.9%	-
2016	50,484,329	(41,230)	-0.1%	260,889	0.5%	-
2015	50,525,559	86,498	0.2%	276,227	0.5%	0.3
2014	50,439,061	(306,649)	-0.6%	(43,369)	-0.1%	-
2013	50,745,710	(2,618,010)	-4.9%	(875,719)	-1.7%	-
2012	53,363,720	58,175	0.1%	311,209	0.6%	0.2

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	207,904,328	2,803,241	1.4%	3,214,433	1.5%	0.9
2027	205,101,087	2,571,706	1.3%	3,104,187	1.5%	0.8
2026	202,529,381	1,871,778	0.9%	3,163,075	1.6%	0.6
2025	200,657,603	1,756,121	0.9%	2,398,999	1.2%	0.7
2024	198,901,482	3,990,172	2.0%	4,946,235	2.5%	0.8
YTD	197,822,176	2,910,866	1.5%	3,763,820	1.9%	0.8
2023	194,911,310	8,220,387	4.4%	3,974,255	2.0%	2.1
2022	186,690,923	7,643,248	4.3%	5,499,392	2.9%	1.4
2021	179,047,675	7,625,609	4.4%	8,218,189	4.6%	0.9
2020	171,422,066	3,693,664	2.2%	2,155,421	1.3%	1.7
2019	167,728,402	5,423,786	3.3%	2,452,014	1.5%	2.2
2018	162,304,616	2,610,342	1.6%	2,721,284	1.7%	1.0
2017	159,694,274	4,733,422	3.1%	4,405,737	2.8%	1.1
2016	154,960,852	3,665,446	2.4%	1,885,150	1.2%	1.9
2015	151,295,406	1,586,209	1.1%	2,019,533	1.3%	0.8
2014	149,709,197	2,329,364	1.6%	4,144,620	2.8%	0.6
2013	147,379,833	317,950	0.2%	2,922,530	2.0%	0.1
2012	147,061,883	164,264	0.1%	1,664,211	1.1%	0.1

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	36,761,135	85,645	0.2%	144,170	0.4%	0.6
2027	36,675,490	74,000	0.2%	113,977	0.3%	0.6
2026	36,601,490	37,322	0.1%	(33,783)	-0.1%	-
2025	36,564,168	70,380	0.2%	(111,080)	-0.3%	-
2024	36,493,788	234,413	0.6%	(83,375)	-0.2%	-
YTD	36,530,727	271,352	0.7%	(119,444)	-0.3%	-
2023	36,259,375	315,978	0.9%	(168,862)	-0.5%	-
2022	35,943,397	175,560	0.5%	358,716	1.0%	0.5
2021	35,767,837	(119,787)	-0.3%	385,909	1.1%	-
2020	35,887,624	407,678	1.1%	(488,641)	-1.4%	-
2019	35,479,946	500,806	1.4%	373,278	1.1%	1.3
2018	34,979,140	353,118	1.0%	506,559	1.4%	0.7
2017	34,626,022	415,614	1.2%	387,710	1.1%	1.1
2016	34,210,408	52,408	0.2%	100,566	0.3%	0.5
2015	34,158,000	455,720	1.4%	939,336	2.7%	0.5
2014	33,702,280	667,965	2.0%	1,319,336	3.9%	0.5
2013	33,034,315	276,663	0.8%	846,241	2.6%	0.3
2012	32,757,652	162,809	0.5%	605,125	1.8%	0.3

OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$15.05	247	4.5%	23.7%	19,183,318	6.4%	-0.3%
2027	\$14.40	236	5.0%	18.4%	19,793,468	6.7%	-0.3%
2026	\$13.72	225	5.5%	12.8%	20,377,855	7.0%	-0.3%
2025	\$13.01	213	4.8%	6.9%	21,255,719	7.3%	-0.2%
2024	\$12.41	204	2.1%	2.1%	21,503,348	7.5%	-0.3%
YTD	\$12.31	202	2.2%	1.2%	21,548,169	7.5%	-0.2%
2023	\$12.16	199	5.4%	0%	22,009,637	7.8%	1.7%
2022	\$11.53	189	6.8%	-5.2%	16,774,386	6.1%	0.8%
2021	\$10.80	177	6.3%	-11.2%	14,052,766	5.3%	-0.7%
2020	\$10.15	167	4.1%	-16.5%	15,366,001	5.9%	0.8%
2019	\$9.76	160	5.1%	-19.8%	13,074,264	5.1%	1.5%
2018	\$9.29	152	6.4%	-23.6%	9,132,246	3.7%	-0.2%
2017	\$8.73	143	6.6%	-28.2%	9,544,938	3.9%	0.2%
2016	\$8.19	134	6.7%	-32.7%	8,794,569	3.7%	0.5%
2015	\$7.67	126	7.8%	-36.9%	7,364,222	3.1%	-0.5%
2014	\$7.11	117	8.0%	-41.5%	8,470,891	3.6%	-1.2%
2013	\$6.59	108	5.6%	-45.8%	11,208,346	4.8%	-2.0%
2012	\$6.24	102	3.5%	-48.7%	16,061,620	6.9%	-1.0%

SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$15.78	256	4.6%	22.2%	3,245,530	6.1%	-0.3%
2027	\$15.10	245	5.1%	16.9%	3,399,918	6.4%	-0.1%
2026	\$14.36	233	5.6%	11.2%	3,423,711	6.4%	0.6%
2025	\$13.60	221	5.0%	5.3%	3,091,266	5.8%	0.2%
2024	\$12.95	210	0.3%	0.3%	2,930,687	5.6%	0.2%
YTD	\$12.85	209	0%	-0.5%	2,813,398	5.4%	0%
2023	\$12.91	210	3.8%	0%	2,809,708	5.4%	1.0%
2022	\$12.44	202	5.2%	-3.7%	2,296,609	4.4%	1.4%
2021	\$11.82	192	6.5%	-8.5%	1,536,155	3.0%	-0.4%
2020	\$11.09	180	4.3%	-14.1%	1,751,134	3.4%	-0.3%
2019	\$10.64	173	5.3%	-17.6%	1,908,143	3.7%	1.6%
2018	\$10.11	164	7.3%	-21.7%	1,066,725	2.1%	-0.3%
2017	\$9.42	153	7.4%	-27.1%	1,214,962	2.4%	0.8%
2016	\$8.77	142	6.8%	-32.1%	820,182	1.6%	-0.6%
2015	\$8.21	133	8.8%	-36.4%	1,122,301	2.2%	-0.4%
2014	\$7.55	123	7.7%	-41.6%	1,312,030	2.6%	-0.5%
2013	\$7.01	114	6.1%	-45.7%	1,575,310	3.1%	-3.1%
2012	\$6.61	107	4.1%	-48.8%	3,317,601	6.2%	-0.5%

LOGISTICS RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$13.91	256	4.5%	24.0%	13,018,561	6.3%	-0.3%
2027	\$13.32	245	5.0%	18.7%	13,418,619	6.5%	-0.3%
2026	\$12.68	233	5.4%	13.1%	13,941,527	6.9%	-0.7%
2025	\$12.03	221	4.7%	7.3%	15,224,847	7.6%	-0.4%
2024	\$11.48	211	2.4%	2.4%	15,829,857	8.0%	-0.6%
YTD	\$11.39	209	2.8%	1.5%	15,920,959	8.0%	-0.6%
2023	\$11.22	206	6.5%	0%	16,776,913	8.6%	1.9%
2022	\$10.53	194	7.7%	-6.1%	12,539,601	6.7%	0.9%
2021	\$9.78	180	6.2%	-12.8%	10,395,279	5.8%	-0.6%
2020	\$9.21	169	4.1%	-17.9%	10,987,839	6.4%	0.8%
2019	\$8.84	163	5.3%	-21.2%	9,435,412	5.6%	1.6%
2018	\$8.40	154	6.5%	-25.1%	6,462,340	4.0%	-0.1%
2017	\$7.89	145	6.7%	-29.7%	6,573,354	4.1%	0.1%
2016	\$7.39	136	6.8%	-34.1%	6,245,669	4.0%	1.1%
2015	\$6.92	127	8.2%	-38.3%	4,465,045	3.0%	-0.3%
2014	\$6.40	118	8.8%	-42.9%	4,898,369	3.3%	-1.3%
2013	\$5.88	108	6.1%	-47.5%	6,725,419	4.6%	-1.7%
2012	\$5.55	102	3.6%	-50.6%	9,266,824	6.3%	-1.1%

FLEX RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$20.19	210	4.4%	24.3%	2,919,227	7.9%	-0.2%
2027	\$19.35	201	4.9%	19.1%	2,974,931	8.1%	-0.1%
2026	\$18.44	192	5.4%	13.5%	3,012,617	8.2%	0.2%
2025	\$17.50	182	4.7%	7.7%	2,939,606	8.0%	0.5%
2024	\$16.71	174	2.8%	2.8%	2,742,804	7.5%	0.8%
YTD	\$16.55	172	2.7%	1.9%	2,813,812	7.7%	1.0%
2023	\$16.25	169	3.3%	0%	2,423,016	6.7%	1.3%
2022	\$15.73	164	5.6%	-3.2%	1,938,176	5.4%	-0.5%
2021	\$14.90	155	6.7%	-8.3%	2,121,332	5.9%	-1.4%
2020	\$13.97	145	3.5%	-14.0%	2,627,028	7.3%	2.4%
2019	\$13.49	140	4.3%	-16.9%	1,730,709	4.9%	0.3%
2018	\$12.94	135	5.0%	-20.4%	1,603,181	4.6%	-0.5%
2017	\$12.32	128	5.2%	-24.2%	1,756,622	5.1%	0%
2016	\$11.70	122	6.6%	-28.0%	1,728,718	5.1%	-0.1%
2015	\$10.98	114	5.7%	-32.4%	1,776,876	5.2%	-1.5%
2014	\$10.39	108	5.5%	-36.1%	2,260,492	6.7%	-2.1%
2013	\$9.84	102	3.8%	-39.4%	2,907,617	8.8%	-1.8%
2012	\$9.49	99	2.6%	-41.6%	3,477,195	10.6%	-1.4%

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$229.14	385	6.9%
2027	-	-	-	-	-	-	\$213.84	359	7.0%
2026	-	-	-	-	-	-	\$197.99	332	7.2%
2025	-	-	-	-	-	-	\$182.53	306	7.4%
2024	-	-	-	-	-	-	\$175.88	295	7.3%
YTD	299	\$1B	2.8%	\$4,527,670	\$156.64	6.5%	\$176.74	297	7.2%
2023	350	\$921.4M	2.2%	\$3,489,965	\$161.98	6.2%	\$172.07	289	7.1%
2022	493	\$2B	5.1%	\$5,064,041	\$167.26	6.3%	\$180.13	302	6.3%
2021	635	\$2.4B	6.1%	\$4,698,088	\$166.79	6.6%	\$174.90	294	5.9%
2020	531	\$1.7B	5.9%	\$4,295,047	\$138.26	7.3%	\$145.15	244	6.4%
2019	525	\$1.8B	7.3%	\$4,443,765	\$132.68	7.0%	\$128.69	216	6.8%
2018	585	\$1.5B	7.9%	\$3,934,473	\$106.06	7.4%	\$118.77	199	6.9%
2017	607	\$1.2B	5.6%	\$2,795,448	\$110.16	7.2%	\$107.29	180	7.0%
2016	513	\$1.2B	5.7%	\$2,795,446	\$99.72	7.6%	\$102.44	172	6.7%
2015	507	\$894.4M	5.9%	\$2,139,717	\$76.13	7.9%	\$95.56	160	6.8%
2014	687	\$1B	7.8%	\$1,909,332	\$64.74	8.1%	\$83.42	140	7.3%
2013	481	\$642.4M	5.3%	\$1,601,998	\$59.26	8.3%	\$73.37	123	7.7%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

SPECIALIZED INDUSTRIAL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$209.29	398	6.9%
2027	-	-	-	-	-	-	\$195.13	371	7.0%
2026	-	-	-	-	-	-	\$180.47	343	7.2%
2025	-	-	-	-	-	-	\$166.18	316	7.3%
2024	-	-	-	-	-	-	\$159.88	304	7.3%
YTD	40	\$119.8M	2.6%	\$3,743,472	\$112.79	6.0%	\$160.77	306	7.2%
2023	50	\$191.7M	2.9%	\$4,457,209	\$135.87	7.0%	\$158.45	301	7.1%
2022	76	\$396M	6.6%	\$6,187,459	\$163.54	6.1%	\$166.24	316	6.3%
2021	97	\$454.7M	6.3%	\$5,755,295	\$160.11	6.0%	\$162.32	309	5.9%
2020	89	\$275.4M	4.7%	\$4,050,236	\$131.51	6.2%	\$131.73	251	6.4%
2019	71	\$310.2M	6.3%	\$5,170,484	\$109.89	6.5%	\$115.10	219	6.8%
2018	88	\$195.2M	5.0%	\$3,199,531	\$99.32	7.2%	\$105.85	201	6.9%
2017	76	\$130.6M	3.4%	\$2,212,906	\$101.17	7.6%	\$94.62	180	7.0%
2016	78	\$165.4M	4.6%	\$2,668,184	\$82.31	9.2%	\$89.62	170	6.8%
2015	79	\$177.8M	5.7%	\$2,615,225	\$68.38	7.7%	\$83.44	159	6.9%
2014	113	\$223M	7.3%	\$2,323,178	\$67.51	8.5%	\$73.27	139	7.4%
2013	87	\$93.2M	5.1%	\$1,225,983	\$44.12	8.3%	\$63.83	121	7.8%

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LOGISTICS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$229.13	396	6.8%
2027	-	-	-	-	-	-	\$213.79	370	7.0%
2026	-	-	-	-	-	-	\$197.90	342	7.1%
2025	-	-	-	-	-	-	\$182.44	315	7.3%
2024	-	-	-	-	-	-	\$175.87	304	7.2%
YTD	188	\$783.4M	3.0%	\$5,636,166	\$162.45	6.6%	\$176.75	306	7.1%
2023	213	\$628.3M	2.1%	\$3,807,960	\$169.16	6.6%	\$170.87	295	7.1%
2022	330	\$1.4B	5.0%	\$5,397,760	\$167.02	6.0%	\$178.54	309	6.3%
2021	407	\$1.7B	6.3%	\$5,131,078	\$169.06	6.8%	\$172.92	299	5.9%
2020	337	\$1.2B	5.9%	\$4,687,894	\$137.83	7.8%	\$143.24	248	6.4%
2019	344	\$1.2B	7.2%	\$4,669,288	\$133.08	7.0%	\$126.69	219	6.8%
2018	362	\$1B	9.2%	\$4,614,504	\$102.56	7.1%	\$116.78	202	6.8%
2017	351	\$814.3M	5.3%	\$3,131,850	\$109.93	7.1%	\$105.28	182	6.9%
2016	321	\$711M	5.9%	\$2,713,645	\$89.85	7.0%	\$100.44	174	6.7%
2015	312	\$530.1M	6.1%	\$2,137,481	\$71.38	8.1%	\$93.83	162	6.7%
2014	414	\$669.1M	8.0%	\$1,997,368	\$62.93	7.9%	\$81.67	141	7.2%
2013	278	\$393.6M	4.9%	\$1,704,084	\$59.07	8.4%	\$71.73	124	7.7%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.

FLEX SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$258.17	326	7.3%
2027	-	-	-	-	-	-	\$241.45	305	7.5%
2026	-	-	-	-	-	-	\$224.04	283	7.6%
2025	-	-	-	-	-	-	\$206.95	261	7.8%
2024	-	-	-	-	-	-	\$199.33	252	7.7%
YTD	71	\$101.9M	1.8%	\$1,998,520	\$191.49	6.2%	\$200.03	253	7.6%
2023	87	\$101.4M	1.8%	\$1,810,311	\$180.01	5.2%	\$198.51	251	7.5%
2022	87	\$219.8M	4.0%	\$2,930,700	\$176.13	6.7%	\$209.10	264	6.6%
2021	131	\$256.3M	5.1%	\$2,512,383	\$164.69	6.7%	\$204.08	258	6.2%
2020	105	\$298M	7.5%	\$3,386,034	\$146.99	6.8%	\$175.26	221	6.6%
2019	110	\$257.7M	8.8%	\$3,181,551	\$173.56	7.1%	\$159.46	201	6.9%
2018	135	\$238.1M	6.2%	\$2,705,205	\$133.30	8.0%	\$148.54	188	6.9%
2017	180	\$248.8M	10.3%	\$2,303,834	\$116.39	7.3%	\$136.78	173	7.0%
2016	114	\$286.5M	6.5%	\$3,114,165	\$164.67	8.0%	\$132.07	167	6.7%
2015	116	\$186.5M	5.5%	\$1,828,151	\$108.30	6.8%	\$122.71	155	6.8%
2014	160	\$156.1M	7.7%	\$1,322,712	\$69.20	8.2%	\$107.84	136	7.2%
2013	116	\$155.6M	7.6%	\$1,655,137	\$75.34	8.1%	\$96.29	122	7.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred. The price index is not smoothed.