Industrial Market Report

Syracuse - NY

PREPARED BY

NAI Bridgeway Commercial
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

Tom Lischak
Licensed Real Estate Broker

CoStar™

INDUSTRIAL MARKET REPORT

Market Key Statistics	2
Leasing	3
Rent	7
Construction	8
Under Construction Properties	9
Sales	10
Sales Past 12 Months	11
Economy	13
Market Submarkets	16
Supply & Demand Trends	18
Rent & Vacancy	20
Sale Trends	22

Overview

Syracuse Industrial

12 Mo Deliveries in SF	12 Mo Net Absorption in SF	Vacancy Rate	12 Mo Rent Growth
11.1 K	(1.1 M)	6.1%	4.2%

Industrial rents in the Syracuse Market were rising at a 4.2% annual rate during the third quarter of 2020, and have posted an average annual gain of 4.6% over the past three years. While 420,000 SF has delivered over the past three years (a cumulative inventory expansion of 0.7%), nothing is currently underway. Vacancies in the metro were somewhat below the ten year average as of 2020Q3, but trended upwards over the past four quarters.

Over a longer timeframe, the market has seen a material amount of demolition activity, in addition to new construction. The market's -3.2 million square feet of net deliveries over the past 10 years is comprised of about 1.4 million square feet of new construction, offset by 4.6 million square feet demolished over that timeframe.

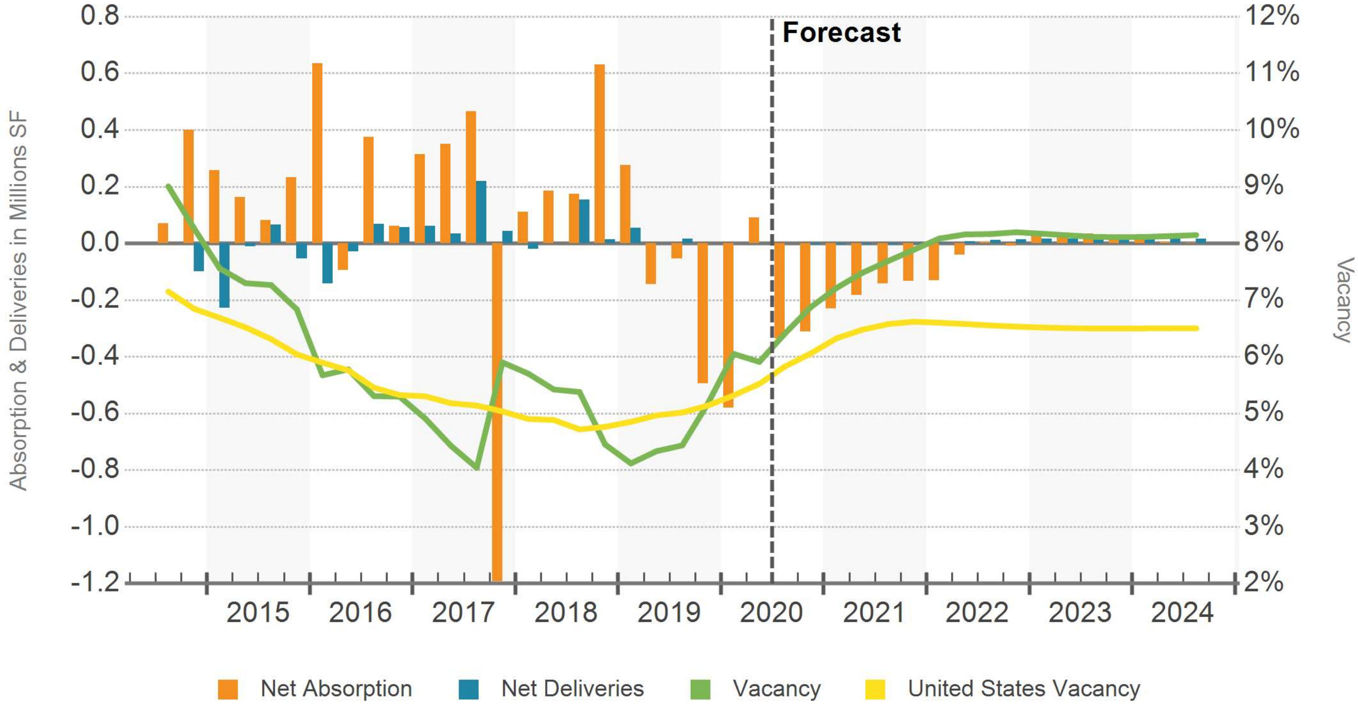
Prior to the major economic interruption that resulted from the coronavirus, employment numbers were positive, but not outsized. At the end of last year, employment was growing at a 0.8% annual rate. Industrial employment specifically was increasing at an annual rate of about 0.4% at that time. Overall, industrial employment makes up about 40,000 of the metro's 320,000 jobs.

KEY INDICATORS

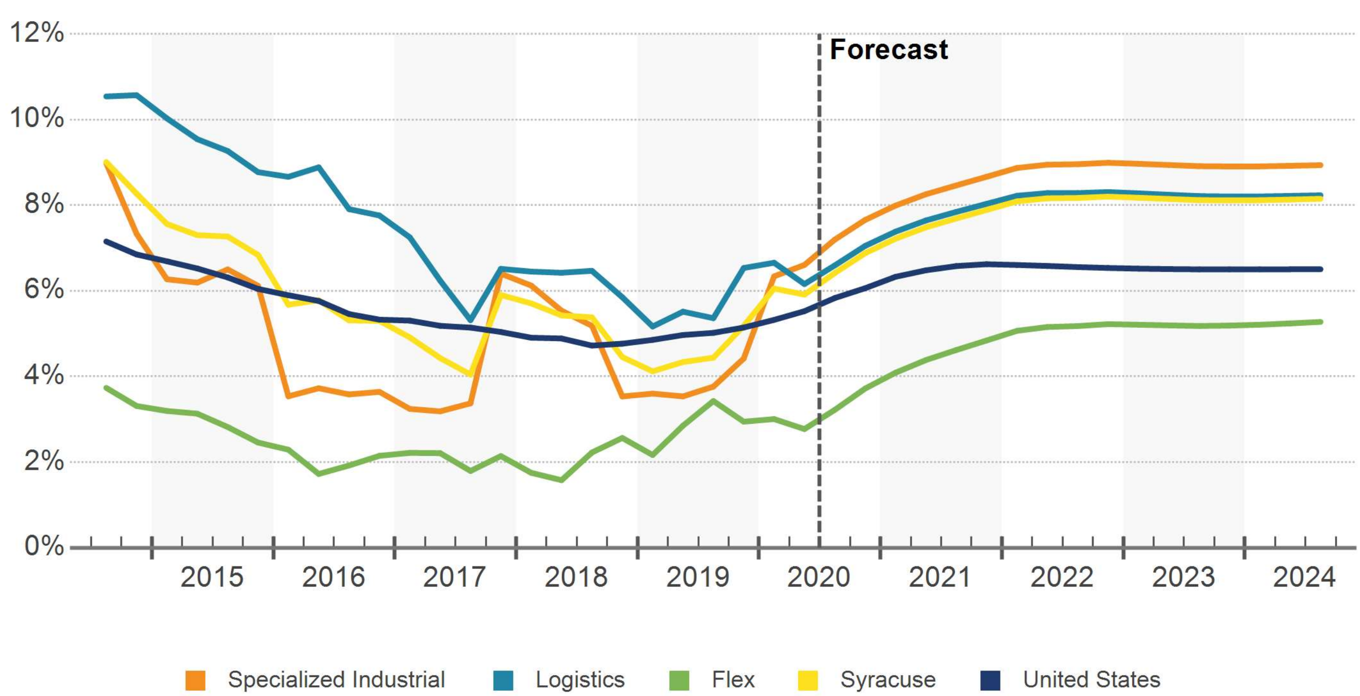
Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	30,002,101	6.3%	$5.27	8.6%	(39,108)	0	0
Specialized Industrial	28,116,037	6.9%	$5.47	8.6%	(77,759)	0	0
Flex	8,554,193	2.9%	$8.40	3.8%	(8,966)	0	0
Market	**66,672,331**	**6.1%**	**$5.76**	**8.0%**	**(125,833)**	**0**	**0**

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.7%	7.5%	7.9%	11.7%	2013 Q2	4.0%	2017 Q3
Net Absorption SF	(1.1 M)	(128,485)	(342,998)	1,775,767	2008 Q4	(2,235,940)	2012 Q3
Deliveries SF	11.1 K	153,416	50,498	527,316	2017 Q2	0	2012 Q4
Rent Growth	4.2%	1.5%	2.3%	5.8%	2019 Q4	-3.2%	2010 Q3
Sales Volume	$36.5 M	$30.8M	N/A	$73.7M	2017 Q2	$10.8M	2018 Q2

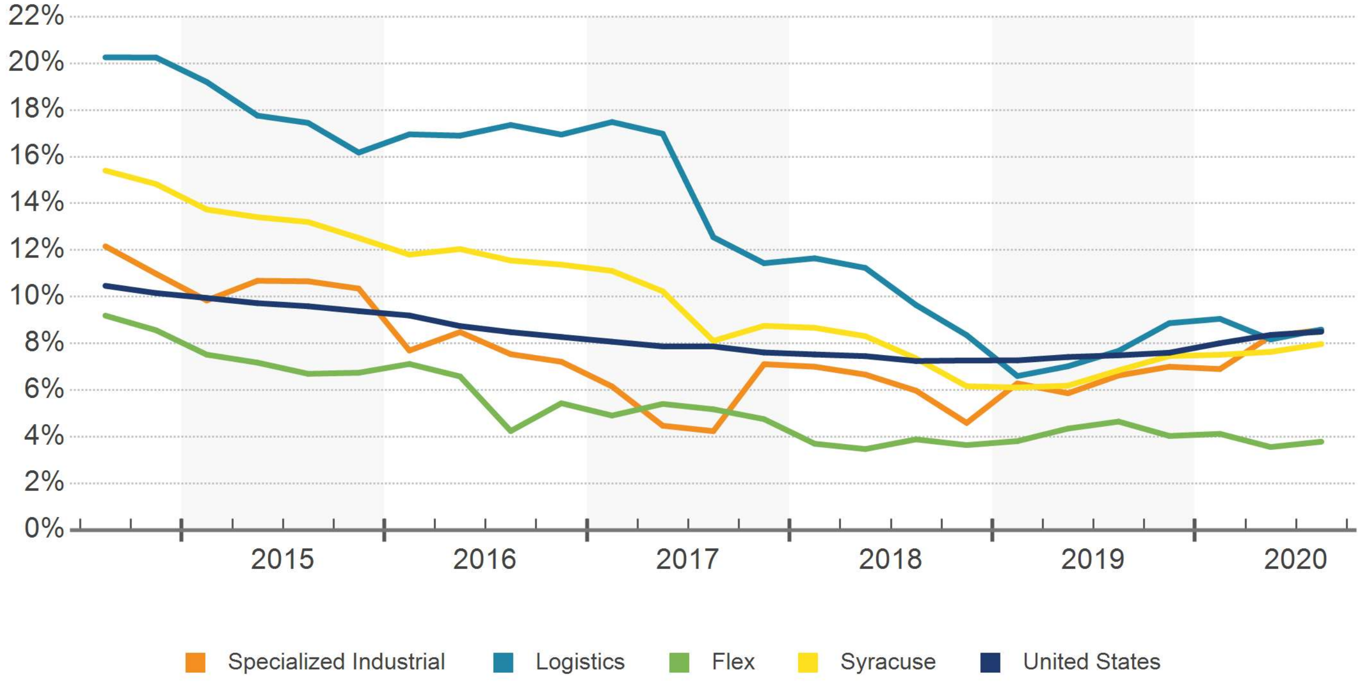
NET ABSORPTION, NET DELIVERIES & VACANCY



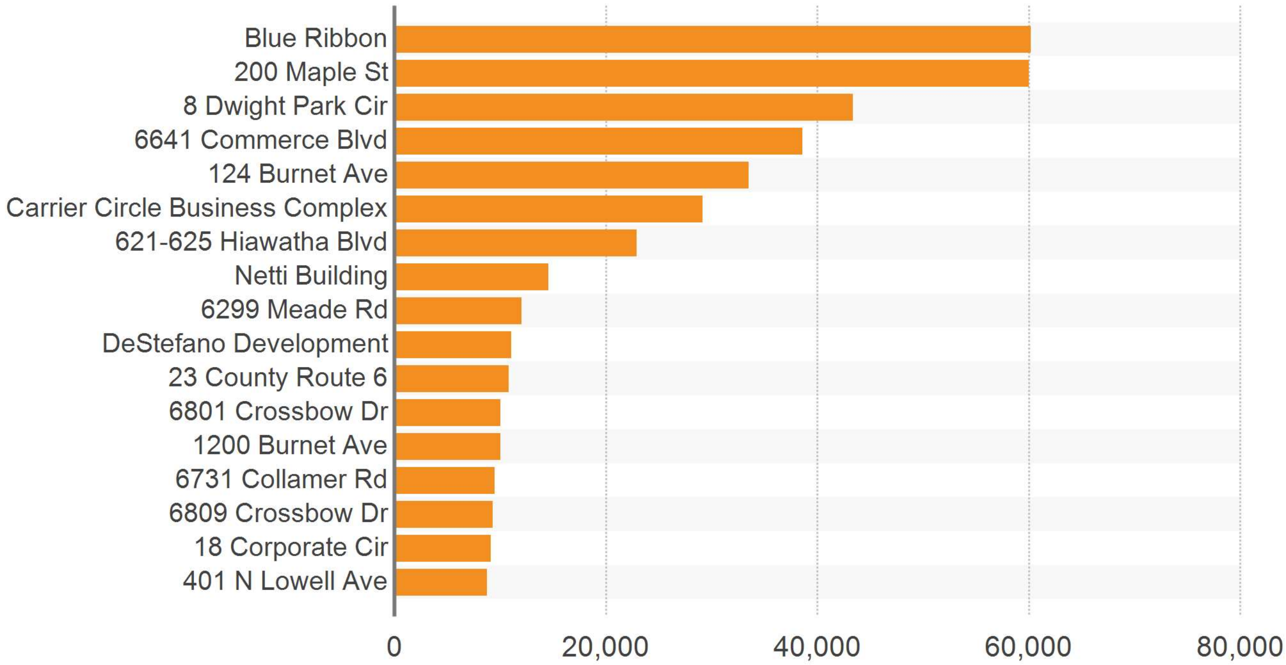
VACANCY RATE



AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



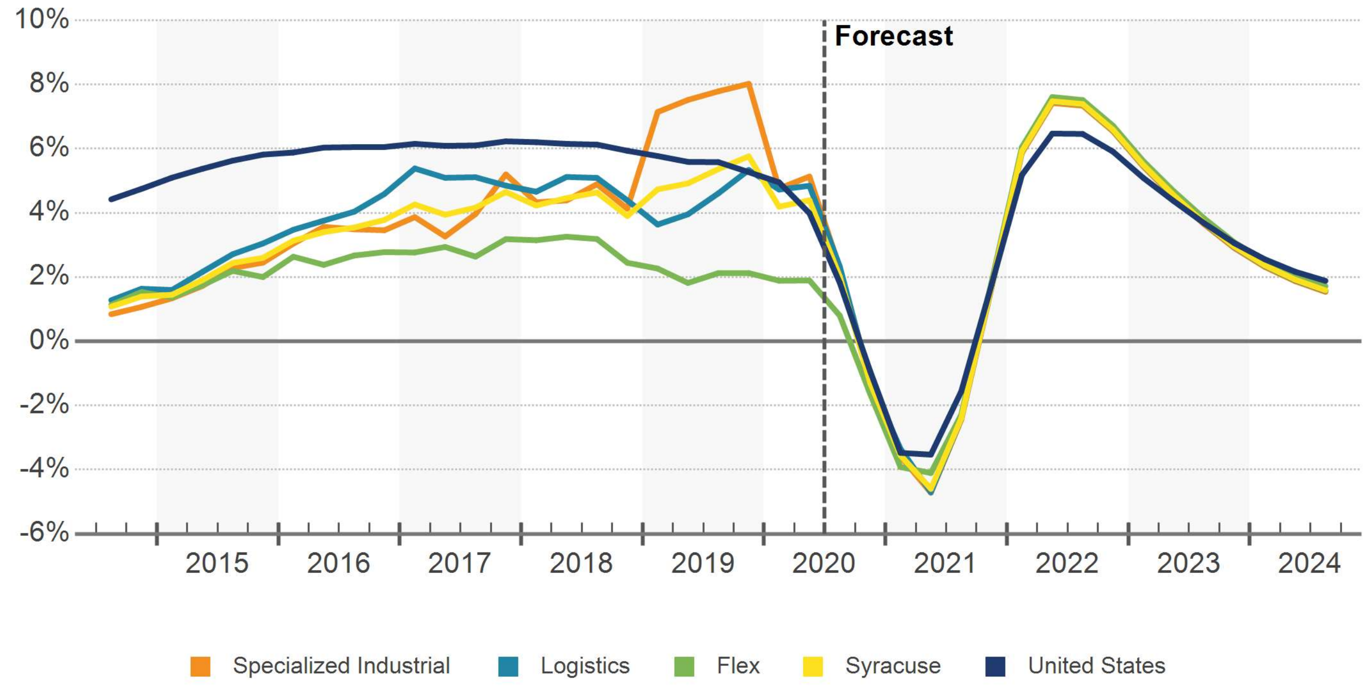
Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Blue Ribbon	Madison County	78,667	0	60,186	0	0	0	60,186
200 Maple St	Greater Syracuse	60,000	0	0	60,000	0	0	60,000
8 Dwight Park Cir	W Outer Onondaga…	58,717	0	0	0	0	0	43,399
6641 Commerce Blvd	SE Outer Onondaga…	56,600	10,836	6,984	13,122	0	0	38,617
124 Burnet Ave	Syracuse CBD	36,811	0	0	0	0	0	33,500
Carrier Circle Business Complex	SE Outer Onondaga…	281,753	0	0	0	0	0	29,135
621-625 Hiawatha Blvd	Greater Syracuse	31,350	0	0	0	0	0	22,913
Netti Building	Greater Syracuse	55,750	0	0	55,750	0	0	14,543
6299 Meade Rd	SE Outer Onondaga…	12,800	0	0	0	0	0	12,000
DeStefano Development	SE Outer Onondaga…	15,000	0	0	0	0	0	11,086
23 County Route 6	Oswego County	10,841	0	0	0	0	0	10,841
6801 Crossbow Dr	SE Outer Onondaga…	10,016	0	0	0	0	0	10,016
1200 Burnet Ave	Greater Syracuse	10,000	0	0	0	0	0	10,000
6731 Collamer Rd	SE Outer Onondaga…	25,000	0	0	0	0	0	9,475
6809 Crossbow Dr	SE Outer Onondaga…	9,280	0	0	9,280	0	0	9,280
18 Corporate Cir	SE Outer Onondaga…	30,000	0	0	0	0	0	9,126
401 N Lowell Ave	Greater Syracuse	8,900	0	0	0	0	0	8,748
Subtotal Primary Competitors		**791,485**	**10,836**	**67,170**	**138,152**	**0**	**0**	**392,865**
Remaining Syracuse Market		65,880,846	4,056,260	(647,803)	(48,072)	(125,833)	0	(1,542,794)
Total Syracuse Market		**66,672,331**	**4,067,096**	**(580,633)**	**90,080**	**(125,833)**	**0**	**(1,149,929)**

TOP INDUSTRIAL LEASES PAST 12 MONTHS

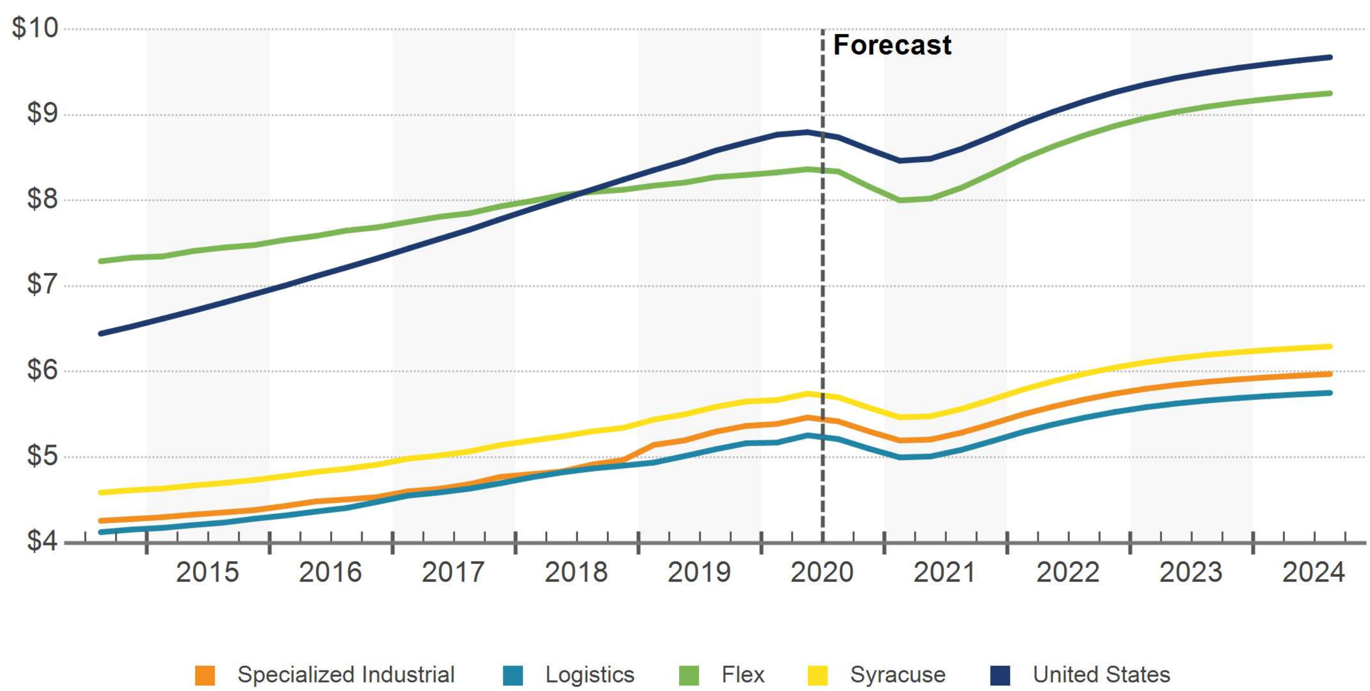
Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
4626 Crossroads Park Dr	NE Outer Onondaga Cou…	108,000	Q4 19	-	-	Anderson Partners, LLC
2725 W Entry Rd	W Outer Onondaga County	62,319	Q1 20	Lysander Ice Arena, Inc	-	Flaum Management Co…
801 E Hiawatha Blvd	Greater Syracuse	55,750	Q4 19	-	-	Cushman and Wakefiel…
6667 Deere Rd *	SE Outer Onondaga Cou…	45,408	Q4 19	Iron Mountain	-	JLL;Moore Corporate R…
1 Lepage Pl *	Greater Syracuse	28,000	Q2 20	Guth DeConzo Consulting…	The Icon Companies	The Icon Companies
6641 Commerce Blvd	SE Outer Onondaga Cou…	25,045	Q3 19	-	-	Pemco Group Leasing
6581 Townline Rd	SE Outer Onondaga Cou…	19,200	Q4 19	Kenworth	Colliers International	COR CNY Brokerage C…
466 E Brighton Ave	Greater Syracuse	16,160	Q2 20	WISE Snacks	-	Cleghorn Properties, LLC
6017 Tarbell Rd	SE Outer Onondaga Cou…	15,000	Q1 20	Thresh Enterprises	-	E F Thresh Inc
6641 Commerce Blvd	SE Outer Onondaga Cou…	13,122	Q1 20	-	-	Pemco Group Leasing
799 E Hiawatha Blvd	Greater Syracuse	12,500	Q4 19	-	-	Cushman and Wakefiel…
7030 E Fly Rd	SE Outer Onondaga Cou…	11,540	Q4 19	-	-	Oliva Real Estate Com…
6660 Joy Rd	SE Outer Onondaga Cou…	10,000	Q4 19	-	-	Anderson Partners, LLC
6731 Collamer Rd	SE Outer Onondaga Cou…	9,475	Q4 19	-	-	Oliva Real Estate Com…
115 N Geddes St *	Greater Syracuse	8,768	Q4 19	Polymershapes	Cushman & Wakefie…	-
4 Lumber Way	NE Outer Onondaga Cou…	8,400	Q3 19	-	-	JC Kelsen Real Estate…
5928 Court St Rd	SE Outer Onondaga Cou…	8,000	Q4 19	Parksite	-	COR CNY Brokerage C…
400 Clinton St	SE Outer Onondaga Cou…	7,500	Q3 19	-	-	The Icon Companies
6263 Taft Rd	SE Outer Onondaga Cou…	6,528	Q4 19	-	-	Cushman and Wakefiel…
7020 E Fly Rd	SE Outer Onondaga Cou…	6,365	Q4 19	-	-	Oliva Real Estate Com…
300 Gateway Park Dr	NE Outer Onondaga Cou…	6,200	Q4 19	Creative Rugs Decor	NAI Bridgeway Com…	COR CNY Brokerage C…
108 Anderson Ave	SE Outer Onondaga Cou…	5,500	Q4 19	-	-	Cushman and Wakefiel…
210 Gifford St	Greater Syracuse	4,800	Q4 19	-	-	Sutton Real Estate Co…
176 Air Cargo Rd	SE Outer Onondaga Cou…	4,800	Q3 19	-	-	Aeroterm, Inc.
6700 Thompson Rd	SE Outer Onondaga Cou…	4,630	Q4 19	-	-	Oliva Real Estate Com…
6700 Thompson Rd	SE Outer Onondaga Cou…	4,545	Q1 20	-	-	Oliva Real Estate Com…
120 Arterial Rd	SE Outer Onondaga Cou…	4,400	Q4 19	-	-	Syracuse Realty Group
6078-6090 E Taft Riv	SE Outer Onondaga Cou…	4,200	Q2 20	Integrity Construction	-	JD & K Companies
504-508 State Fair Blvd	Greater Syracuse	3,300	Q2 20	TopStitch Upholstery	-	Allegiance Realty
6838 Ellicott Dr	SE Outer Onondaga Cou…	3,275	Q3 19	-	-	Oliva Real Estate Com…
14 Corporate Cir	SE Outer Onondaga Cou…	2,600	Q1 20	-	-	Oliva Real Estate Com…
304 W Second St	SE Outer Onondaga Cou…	2,400	Q4 19	-	-	JC Kelsen Real Estate…
8 Adler Dr	SE Outer Onondaga Cou…	2,100	Q3 19	-	-	Cushman and Wakefiel…
6838 Ellicott Dr	SE Outer Onondaga Cou…	1,770	Q1 20	-	-	Oliva Real Estate Com…
10 Adler Dr	SE Outer Onondaga Cou…	1,620	Q3 19	American Media Commun…	-	Oliva Real Estate Com…
213 E Taft Rd	NE Outer Onondaga Cou…	1,560	Q2 20	CNY Roof Cleaners	-	Sutton Real Estate Co…
920 Spencer St	Greater Syracuse	1,000	Q3 19	-	-	Allegiance Realty
602 Factory Ave	SE Outer Onondaga Cou…	800	Q1 20	-	-	Sutton Real Estate Co…
4645 Crossroads Park Dr	NE Outer Onondaga Cou…	500	Q3 19	-	-	COR CNY Brokerage C…
1758 Erie Blvd E	Greater Syracuse	500	Q3 19	-	-	JC Kelsen Real Estate…

*Renewal

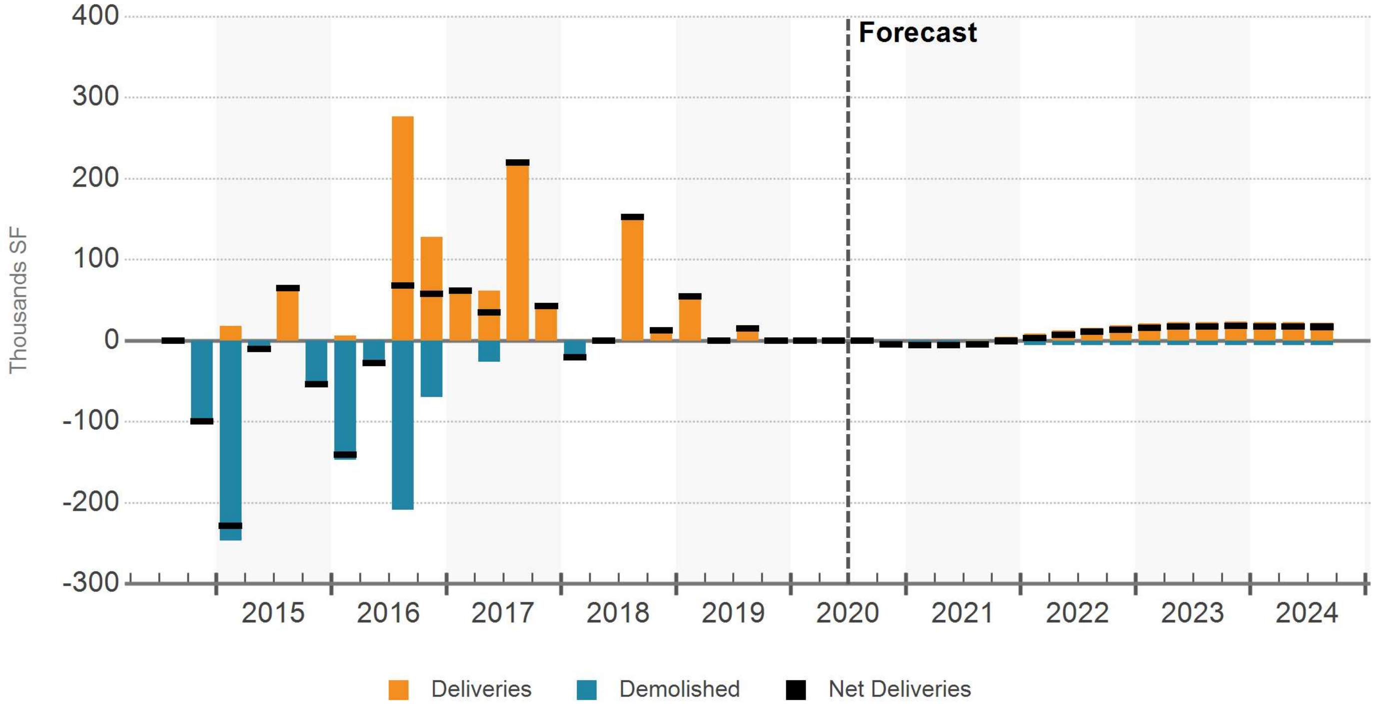
MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



DELIVERIES & DEMOLITIONS



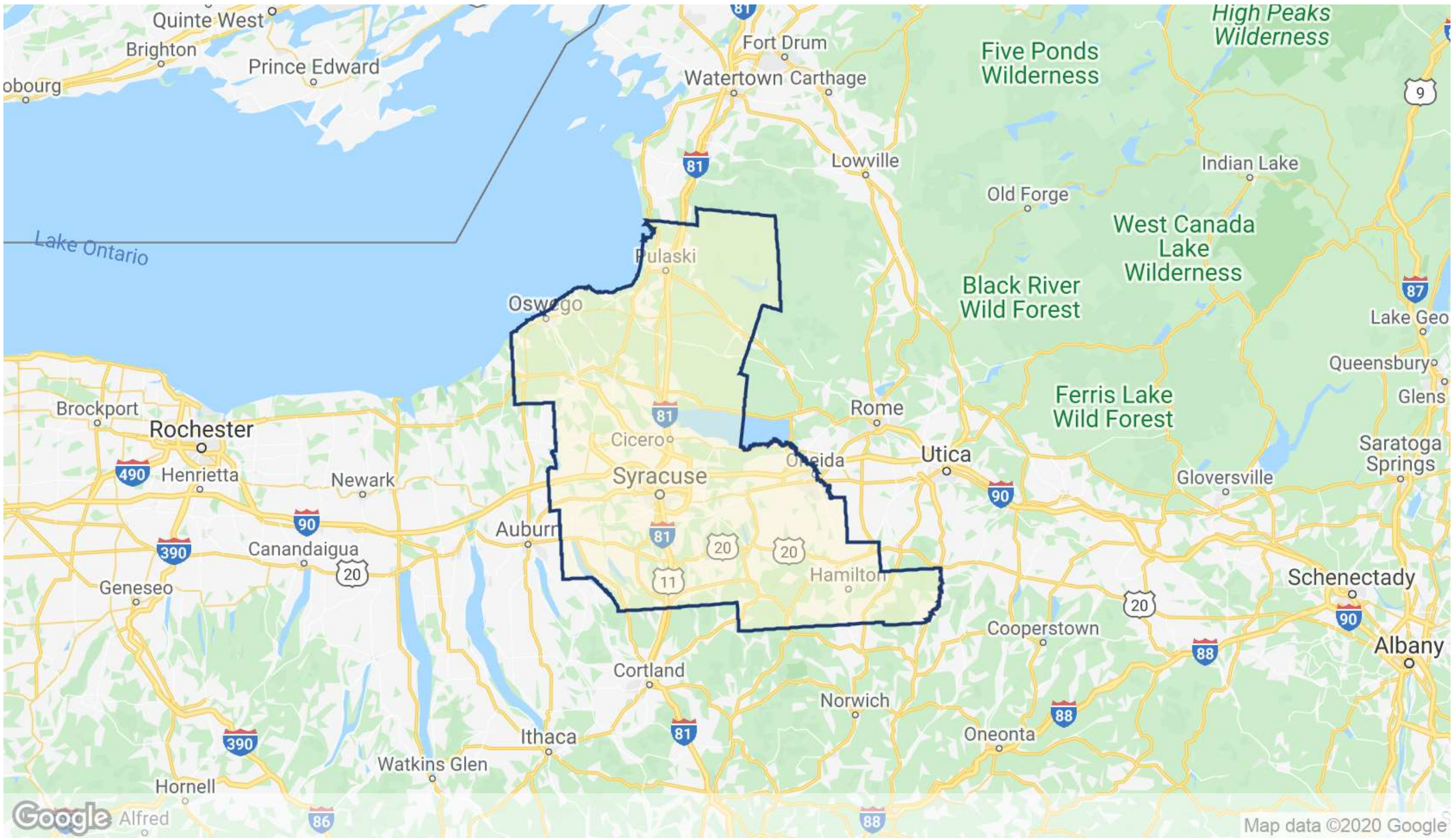
SUBMARKET CONSTRUCTION

		Under Construction Inventory					Average Building Size		
No.	**Submarket**	**Bldgs**	**SF (000)**	**Pre-Leased SF (000)**	**Pre-Leased %**	**Rank**	**All Existing**	**Under Constr**	**Rank**
1	Greater Syracuse	0	-	-	-	-	25,464	-	-
2	Madison County	0	-	-	-	-	25,913	-	-
3	NE Outer Onondaga Cou…	0	-	-	-	-	43,014	-	-
4	Oswego County	0	-	-	-	-	45,818	-	-
5	SE Outer Onondaga Cou…	0	-	-	-	-	28,566	-	-
6	Syracuse CBD	0	-	-	-	-	20,827	-	-
7	W Outer Onondaga County	0	-	-	-	-	66,113	-	-
	Totals	**0**	**0**	**0**	**-**		**34,851**	**-**	

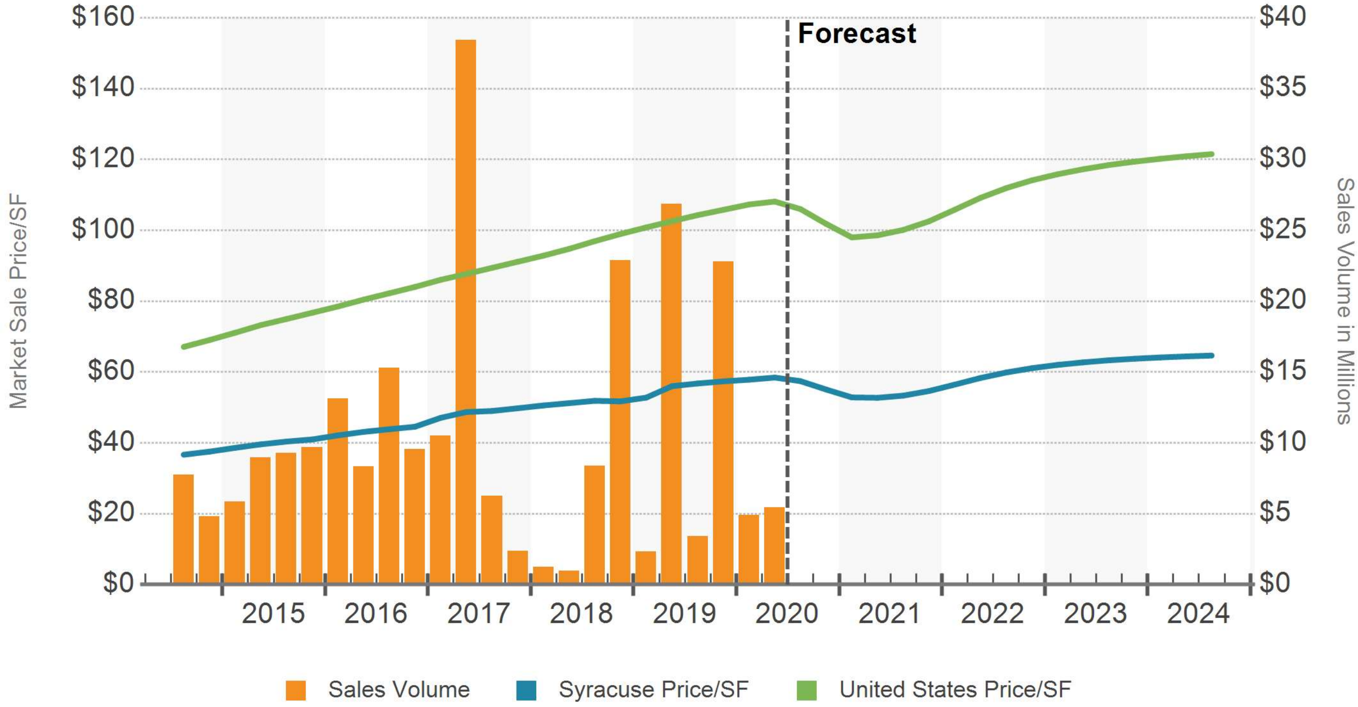
Under Construction Properties

Properties	Square Feet	Percent of Inventory	Preleased
0	0	-	-

UNDER CONSTRUCTION PROPERTIES



SALES VOLUME & MARKET SALE PRICE PER SF

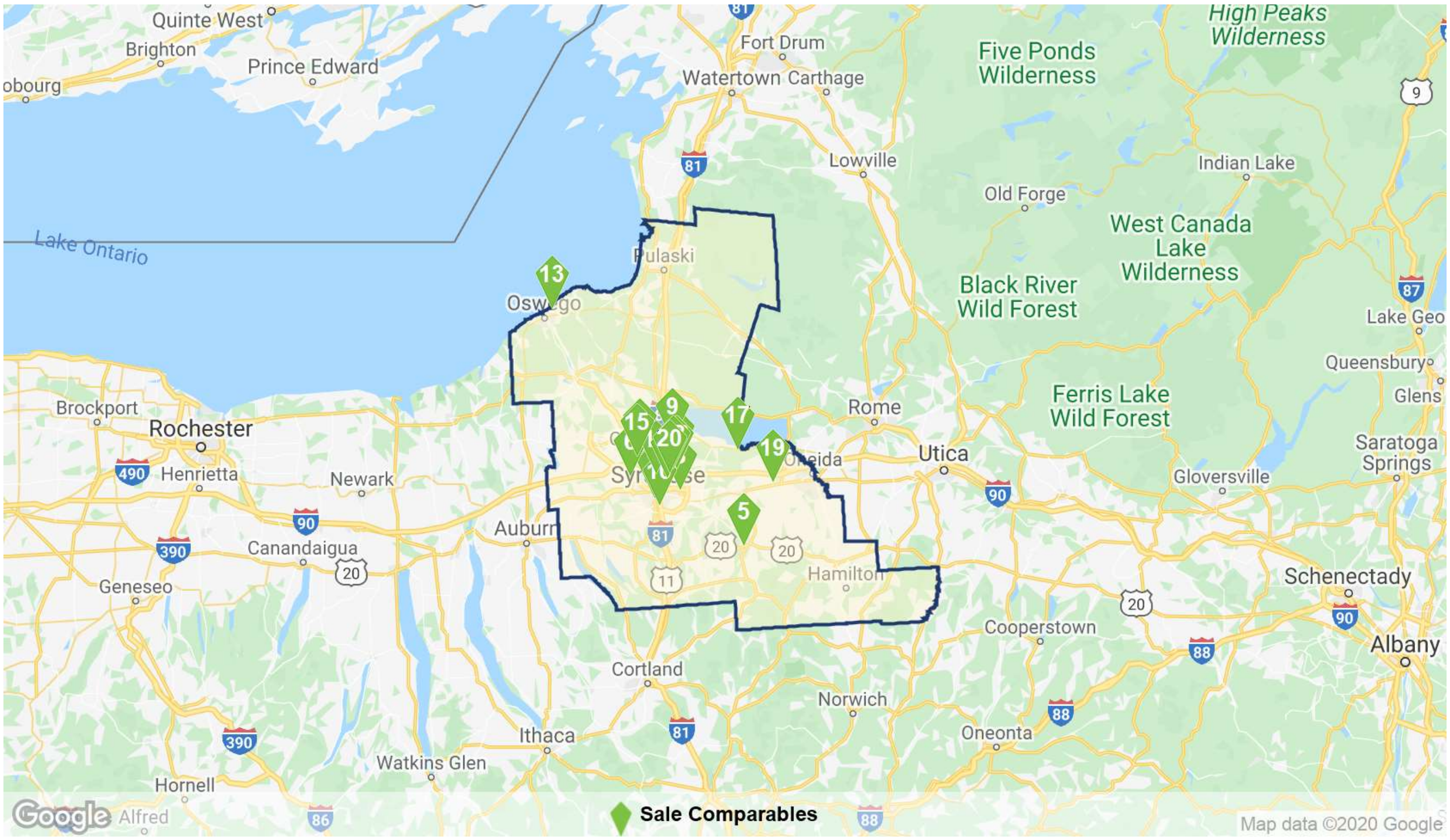


Sales Past 12 Months

Syracuse Industrial

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
53	**-**	**$45**	**12.5%**

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	$100,000	$936,889	$480,000	$8,128,027
Price/SF	$6.11	$45	$36	$103
Cap Rate	-	-	-	-
Time Since Sale in Months	1.2	6.7	7.4	11.8
Property Attributes	**Low**	**Average**	**Median**	**High**
Building SF	2,884	23,911	12,600	135,879
Ceiling Height	10'	16'4"	16'	32'
Docks	0	4	1	41
Vacancy Rate At Sale	0%	12.5%	0%	100%
Year Built	1900	1973	1973	2016
Star Rating	★☆☆☆☆	★★☆☆☆ 2.2	★★☆☆☆	★★★☆☆

RECENT SIGNIFICANT SALES

#	Property Name - Address	Property: Rating	Property: Yr Built	Property: Bldg SF	Property: Vacancy	Sale: Sale Date	Sale: Price	Sale: Price/SF	Sale: Cap Rate
1	**200-240 Oneida St**	★★★☆☆	1997	104,530	0%	11/29/2019	$8,128,027	$78	-
2	**214-34 King Ave**	★★☆☆☆	-	57,912	8.3%	11/29/2019	$4,831,440	$83	-
3	**The Wine Merchants Buil…** 4560 Buckley Rd	★★★☆☆	1975	38,238	0%	10/7/2019	$2,290,000	$60	-
4	**7116 Northern Blvd**	★★★☆☆	2004	36,800	0%	5/26/2020	$2,200,000	$60	-
5	**Empire Farmstead Brew…** 33 Rippleton Rd	★★☆☆☆	2016	28,000	0%	11/2/2019	$2,002,500	$72	-
6	**690 State Fair Blvd**	★★☆☆☆	1972	16,000	0%	3/26/2020	$1,500,000	$94	-
7	**5900 Firestone Dr**	★★★☆☆	1970	50,000	100%	6/19/2020	$1,287,500	$26	-
8	**5761 Celi Dr**	★★☆☆☆	1960	20,180	0%	10/25/2019	$1,120,000	$56	-
9	**6177 South Bay Rd**	★★☆☆☆	1992	37,200	100%	10/11/2019	$1,000,000	$27	-
10	**466 E Brighton Ave**	★★☆☆☆	1975	25,660	100%	3/16/2020	$965,000	$38	-
11	**6801 Crossbow Dr**	★★★☆☆	1987	10,016	100%	9/12/2019	$890,000	$89	-
12	**2001 LeMoyne Ave**	★★☆☆☆	1956	48,100	0%	11/27/2019	$873,222	$18	-
13	**249 Mitchell St**	★★★☆☆	2003	32,125	0%	8/22/2019	$800,000	$25	-
14	**4019 New Court Ave**	★★☆☆☆	1958	30,254	0%	11/5/2019	$664,000	$22	-
15	**Pegs Park** 7453 Morgan Rd	★★★☆☆	1973	10,000	50.0%	8/15/2019	$635,294	$64	-
16	**6809 Crossbow Dr**	★★★☆☆	1988	9,280	100%	3/19/2020	$615,000	$66	-
17	**2010 Enterprise Pky**	★★★☆☆	2007	7,664	0%	2/10/2020	$600,000	$78	-
18	**6828 Ellicott Dr**	★★★☆☆	1980	11,539	0%	12/11/2019	$555,000	$48	-
19	**31 Madison Blvd**	★★☆☆☆	1993	40,100	0%	4/25/2020	$520,000	$13	-
20	**6017 Tarbell Rd**	★★☆☆☆	1960	15,050	0%	8/16/2019	$480,000	$32	-

Economy

The outbreak of the coronavirus has caused widespread fear and uncertainty to seep into Syracuse's economy for the first time in almost a decade. This is unchartered territory as the current economic crisis isn't a normal slow down or drop in productivity, it's a full and complete halt. The difference between the current situation and the financial crisis of 2008 is that instead of a credit crisis that caused market confidence to evaporate due to losses at the bottom, the market has been shut down at the top due to external confidence shock. If the current economic crisis continues for more than a month, cash flows will dry up which will permeate all the way to the top as one level after another, landlords, mortgage holders, lenders, are crushed by the weight of inactivity.

Even though this is nothing like what anyone has ever seen before and, to some extent, economists have only conjecture at this point to predict what the future will hold, it is still important to take into account what we do know.

First off, a sharp near-term decline in Syracuse's economic figures looks certain for the next several months. To limit the potential for the virus to spread rapidly and cause an unnecessary burden on the healthcare system, New York has ordered all nonessential businesses to close and for people to stay at home and “suspend activities that are not necessary to sustain or protect life”. This order does not constrain work that is necessary for “minimum basic operations”, or operations that employ “critical infrastructure workers”, and allows pharmacies to remain open as well as restaurants that continue with carry-out and delivery orders. The implications on local business deemed “non-essential” will be severe, and the spillover into wage growth and unemployment will continue to deepen the longer the crisis continues.

The retail sector, which makes up more than 10% of the regional economy, will likely be the worst-affected industry. Manufacturing was already in a slight decline in productivity in the latter half of 2019 which permeated down to the retail industry, and caused an almost -2% decline in job growth compared to the previous 12 months, before the onset of the virus. Now almost every sector is experiencing a contraction as the economy has, essentially, been halted and workers forced to stay home. The depth and duration of the pain in these sectors hinge on how well the healthcare industry responds and how quickly the federal reserve can facilitate policies that encourage a fiscal solution that gets cash flowing through the system again.

On a more positive note, Syracuse is positioned to better withstand the crisis than the vast majority of major U.S. cities and will weather the more severe predictions of the economic impact of the coronavirus. Syracuse is a major transportation hub for upstate New York, connecting the ports of Rochester and Buffalo with the rest of New England and New York City. The largest employers in the Syracuse region are in higher education and medicine, including Upstate Medical University, Syracuse University, and St. Joseph's Hospital. University Hill is the fastest-growing business district and residential neighborhood. Syracuse University and Upstate Medical University are leading this expansion, and it is estimated that over 20,000 people work on “The Hill” that produces a combined annual payroll of over $400 million. The three tallest office buildings are the State Tower Building, standing at 23 stories, and AXA Towers I & II, which stand at 19 stories.

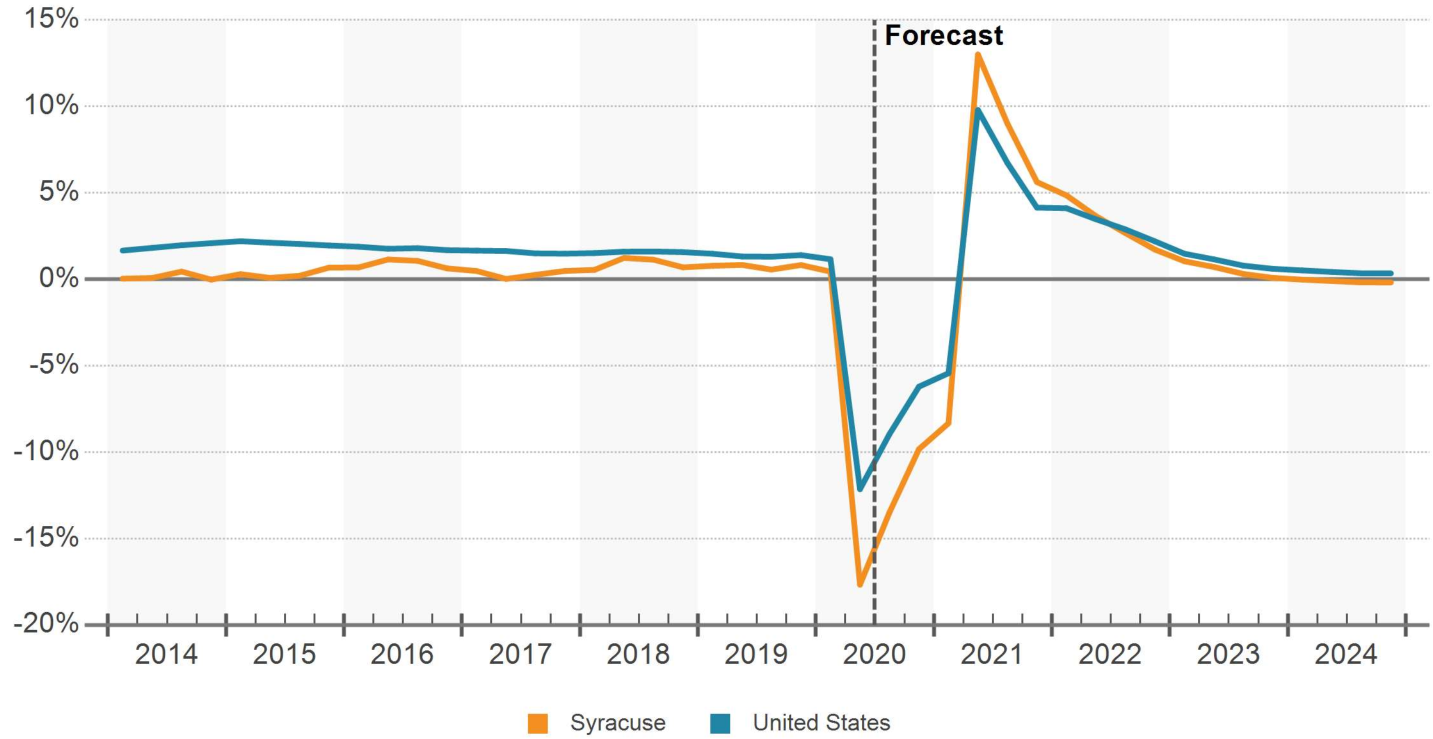
Lastly, the economic shock that is accompanying the coronavirus outbreak does not threaten the factors that have driven Syracuse's economy over the past decade. The region's status as a major healthcare center and transportation corridor will not be shaken, as demand for logistical solutions and food distribution services increases due to the changing habits of consumers during the crisis. Syracuse will continue to be attractive to the younger generation looking for employment opportunities and it will continue to be attractive to healthcare companies looking to take advantage of the skilled labor and infrastructure that has been developed here over the last several decades.

SYRACUSE EMPLOYMENT BY INDUSTRY IN THOUSANDS

	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
NAICS Industry	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	24	1.0	-10.14%	-8.99%	-1.33%	0.13%	1.20%	1.40%
Trade, Transportation and Utilities	47	0.9	-22.87%	-10.71%	-2.74%	0.07%	4.31%	2.19%
Retail Trade	25	0.9	-26.98%	-12.73%	-3.19%	-0.58%	5.40%	2.64%
Financial Activities	14	0.8	-4.71%	-1.48%	-2.01%	1.13%	0.51%	0.79%
Government	55	1.3	-6.07%	-4.34%	-0.72%	-0.49%	0.93%	0.88%
Natural Resources, Mining and Construction	11	0.7	-20.21%	-8.29%	-1.32%	1.94%	3.19%	2.08%
Education and Health Services	61	1.4	-9.61%	-7.24%	1.05%	1.16%	1.85%	2.82%
Professional and Business Services	30	0.8	-17.02%	-8.33%	-1.12%	1.55%	3.55%	2.57%
Information	4	0.8	-2.55%	-6.57%	-1.57%	-0.14%	0.61%	2.14%
Leisure and Hospitality	16	0.8	-47.39%	-38.69%	-5.31%	-2.48%	11.89%	10.31%
Other Services	9	0.9	-25.08%	-17.07%	-2.94%	-0.86%	4.57%	3.60%
Total Employment	**269**	**1.0**	**-16.55%**	**-11.29%**	**-1.37%**	**0.25%**	**3.01%**	**2.75%**

Source: Oxford Economics
LQ = Location Quotient

YEAR OVER YEAR JOB GROWTH



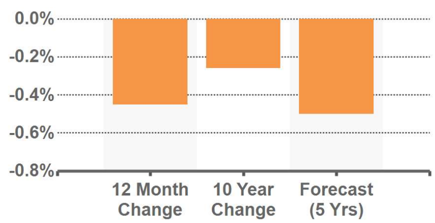
Source: Oxford Economics

DEMOGRAPHIC TRENDS

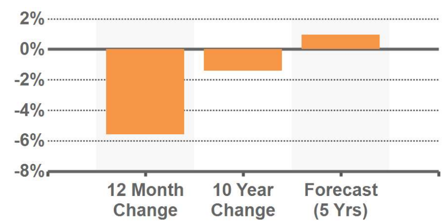
	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
Demographic Category	**Metro**	**U.S.**	**Metro**	**U.S.**	**Metro**	**U.S.**	**Metro**	**U.S.**
Population	646,299	329,722,063	-0.5%	0.5%	-0.3%	0.6%	-0.5%	0.5%
Households	255,447	122,424,469	-0.5%	0.4%	0%	0.7%	-0.6%	0.4%
Median Household Income	$60,968	$64,480	1.6%	1.9%	2.1%	2.6%	2.8%	2.7%
Labor Force	289,025	158,011,031	-5.6%	-3.1%	-1.4%	0.3%	0.9%	1.1%
Unemployment	14.2%	13.4%	10.1%	9.8%	0.6%	0.4%	-	-

Source: Oxford Economics

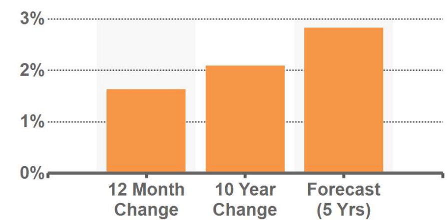
POPULATION GROWTH



LABOR FORCE GROWTH

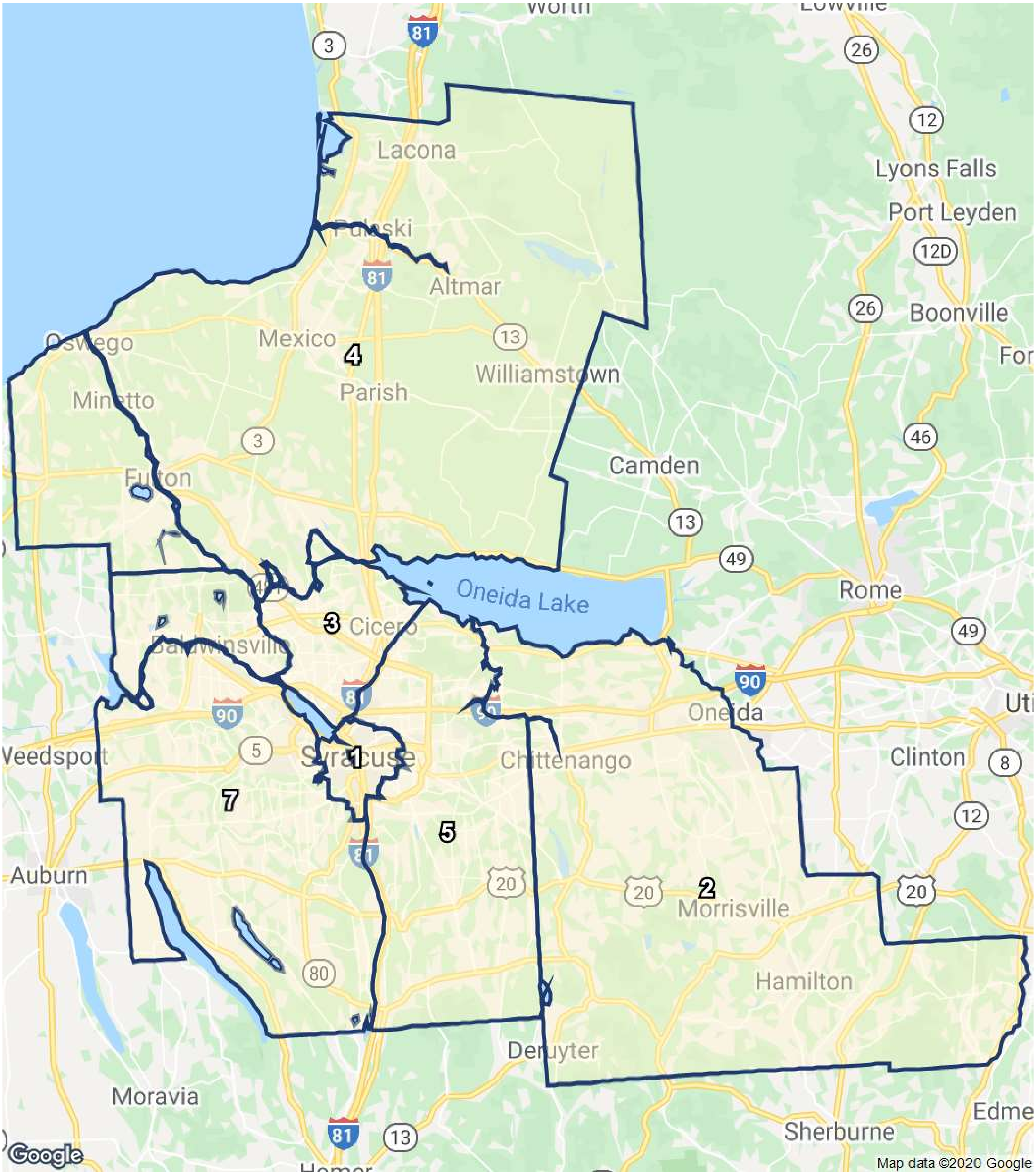


INCOME GROWTH



Source: Oxford Economics

SYRACUSE SUBMARKETS



SUBMARKET INVENTORY

		Inventory				12 Month Deliveries				Under Construction as % of Inventory			
No.	Submarket	Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Greater Syracuse	415	10,567	15.9%	4	0	0	0%	-	0	-	-	-
2	Madison County	98	2,540	3.8%	6	0	0	0%	-	0	-	-	-
3	NE Outer Onondaga Cou…	256	11,012	16.5%	3	0	0	0%	-	0	-	-	-
4	Oswego County	164	7,514	11.3%	5	0	0	0%	-	0	-	-	-
5	SE Outer Onondaga Cou…	784	22,395	33.6%	1	1	11	0%	1	0	-	-	-
6	Syracuse CBD	7	146	0.2%	7	0	0	0%	-	0	-	-	-
7	W Outer Onondaga County	189	12,495	18.7%	2	0	0	0%	-	0	-	-	-

SUBMARKET RENT

		Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
No.	Submarket	Per SF	Rank	Growth	Rank	Growth	Rank
1	Greater Syracuse	$6.44	2	4.3%	6	3.7%	3
2	Madison County	$5.32	5	5.6%	1	3.4%	4
3	NE Outer Onondaga Cou…	$5.44	4	4.4%	5	3.0%	6
4	Oswego County	$4.55	7	5.0%	3	2.9%	7
5	SE Outer Onondaga Cou…	$6.26	3	3.3%	7	3.7%	2
6	Syracuse CBD	$9.41	1	4.9%	4	4.4%	1
7	W Outer Onondaga County	$5.32	6	5.1%	2	3.2%	5

SUBMARKET VACANCY & NET ABSORPTION

		Vacancy			12 Month Absorption			
No.	Submarket	SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Greater Syracuse	599,711	5.7%	4	(3,981)	0%	3	-
2	Madison County	108,760	4.3%	3	(18,305)	-0.7%	4	-
3	NE Outer Onondaga Cou…	302,325	2.7%	1	(195,536)	-1.8%	5	-
4	Oswego County	514,643	6.8%	5	(266,134)	-3.5%	6	-
5	SE Outer Onondaga Cou…	2,025,416	9.0%	6	(747,557)	-3.3%	7	-
6	Syracuse CBD	-	-	-	33,500	23.0%	2	-
7	W Outer Onondaga County	516,241	4.1%	2	48,083	0.4%	1	-

OVERALL SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	66,822,404	68,320	0.1%	23,227	0%	2.9
2023	66,754,084	68,109	0.1%	120,064	0.2%	0.6
2022	66,685,975	34,527	0.1%	(175,319)	-0.3%	-
2021	66,651,448	(16,025)	0%	(687,535)	-1.0%	-
2020	66,667,473	58,179	0.1%	(1,138,448)	-1.7%	-
YTD	66,672,331	63,037	0.1%	(616,386)	-0.9%	-
2019	66,609,294	69,224	0.1%	(416,270)	-0.6%	-
2018	66,540,070	144,714	0.2%	1,100,825	1.7%	0.1
2017	66,395,356	359,311	0.5%	(60,814)	-0.1%	-
2016	66,036,045	(43,661)	-0.1%	975,996	1.5%	-
2015	66,079,706	(227,700)	-0.3%	736,343	1.1%	-
2014	66,307,406	88,203	0.1%	758,534	1.1%	0.1
2013	66,219,203	(1,365,050)	-2.0%	349,029	0.5%	-
2012	67,584,253	(412,084)	-0.6%	(1,784,875)	-2.6%	-
2011	67,996,337	(1,833,967)	-2.6%	(1,807,626)	-2.7%	-
2010	69,830,304	(193,324)	-0.3%	(1,048,159)	-1.5%	-
2009	70,023,628	63,451	0.1%	(985,148)	-1.4%	-
2008	69,960,177	392,279	0.6%	1,775,767	2.5%	0.2

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	28,216,588	45,847	0.2%	27,309	0.1%	1.7
2023	28,170,741	45,711	0.2%	65,514	0.2%	0.7
2022	28,125,030	23,196	0.1%	(70,625)	-0.3%	-
2021	28,101,834	(10,826)	0%	(292,847)	-1.0%	-
2020	28,112,660	19,550	0.1%	(913,637)	-3.2%	-
YTD	28,116,037	22,927	0.1%	(693,090)	-2.5%	-
2019	28,093,110	69,224	0.2%	(180,250)	-0.6%	-
2018	28,023,886	109,100	0.4%	905,344	3.2%	0.1
2017	27,914,786	0	0%	(770,261)	-2.8%	-
2016	27,914,786	(61,825)	-0.2%	633,184	2.3%	-
2015	27,976,611	(118,951)	-0.4%	228,856	0.8%	-
2014	28,095,562	(21,797)	-0.1%	454,789	1.6%	-
2013	28,117,359	(1,421,450)	-4.8%	(977,716)	-3.5%	-
2012	29,538,809	(394,084)	-1.3%	(1,509,032)	-5.1%	-
2011	29,932,893	(594,479)	-1.9%	(563,563)	-1.9%	-
2010	30,527,372	(12,277)	0%	(46,978)	-0.2%	-
2009	30,539,649	33,304	0.1%	(529,321)	-1.7%	-
2008	30,506,345	335,921	1.1%	1,009,369	3.3%	0.3

Supply & Demand Trends

LOGISTICS SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	30,049,638	21,614	0.1%	5,777	0%	3.7
2023	30,028,024	21,582	0.1%	50,801	0.2%	0.4
2022	30,006,442	10,897	0%	(72,521)	-0.2%	-
2021	29,995,545	(5,083)	0%	(298,750)	-1.0%	-
2020	30,000,628	38,637	0.1%	(158,614)	-0.5%	-
YTD	30,002,101	40,110	0.1%	70,933	0.2%	0.6
2019	29,961,991	0	0%	(203,520)	-0.7%	-
2018	29,961,991	35,614	0.1%	231,623	0.8%	0.2
2017	29,926,377	277,811	0.9%	629,203	2.1%	0.4
2016	29,648,566	18,164	0.1%	316,525	1.1%	0.1
2015	29,630,402	(108,749)	-0.4%	435,223	1.5%	-
2014	29,739,151	30,000	0.1%	210,947	0.7%	0.1
2013	29,709,151	56,400	0.2%	1,305,360	4.4%	0
2012	29,652,751	(18,000)	-0.1%	(361,940)	-1.2%	-
2011	29,670,751	(769,088)	-2.5%	(880,841)	-3.0%	-
2010	30,439,839	(233,468)	-0.8%	(1,019,345)	-3.3%	-
2009	30,673,307	30,147	0.1%	(488,972)	-1.6%	-
2008	30,643,160	(17,462)	-0.1%	578,034	1.9%	-

FLEX SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	8,556,178	859	0%	(9,859)	-0.1%	-
2023	8,555,319	816	0%	3,749	0%	0.2
2022	8,554,503	434	0%	(32,173)	-0.4%	-
2021	8,554,069	(116)	0%	(95,938)	-1.1%	-
2020	8,554,185	(8)	0%	(66,197)	-0.8%	-
YTD	8,554,193	0	0%	5,771	0.1%	0
2019	8,554,193	0	0%	(32,500)	-0.4%	-
2018	8,554,193	0	0%	(36,142)	-0.4%	-
2017	8,554,193	81,500	1.0%	80,244	0.9%	1.0
2016	8,472,693	0	0%	26,287	0.3%	0
2015	8,472,693	0	0%	72,264	0.9%	0
2014	8,472,693	80,000	1.0%	92,798	1.1%	0.9
2013	8,392,693	0	0%	21,385	0.3%	0
2012	8,392,693	0	0%	86,097	1.0%	0
2011	8,392,693	(470,400)	-5.3%	(363,222)	-4.3%	-
2010	8,863,093	52,421	0.6%	18,164	0.2%	2.9
2009	8,810,672	0	0%	33,145	0.4%	0
2008	8,810,672	73,820	0.8%	188,364	2.1%	0.4

OVERALL RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	$6.31	133	1.4%	11.7%	5,458,958	8.2%	0.1%
2023	$6.23	131	3.0%	10.2%	5,414,892	8.1%	-0.1%
2022	$6.05	127	6.6%	7.0%	5,467,440	8.2%	0.3%
2021	$5.67	119	1.7%	0.4%	5,257,004	7.9%	1.0%
2020	$5.58	117	-1.3%	-1.3%	4,584,448	6.9%	1.7%
YTD	$5.76	121	1.9%	1.9%	4,067,096	6.1%	0.9%
2019	$5.65	119	5.8%	0%	3,450,710	5.2%	0.7%
2018	$5.34	112	3.9%	-5.4%	2,962,616	4.5%	-1.4%
2017	$5.14	108	4.7%	-9.0%	3,918,727	5.9%	0.6%
2016	$4.91	103	3.8%	-13.0%	3,498,602	5.3%	-1.5%
2015	$4.74	100	2.6%	-16.2%	4,518,259	6.8%	-1.4%
2014	$4.62	97	1.4%	-18.3%	5,482,302	8.3%	-1.1%
2013	$4.55	96	1.3%	-19.5%	6,182,633	9.3%	-2.3%
2012	$4.49	95	0.3%	-20.5%	7,896,712	11.7%	2.1%
2011	$4.48	94	-0.5%	-20.8%	6,523,921	9.6%	0.2%
2010	$4.50	95	-2.8%	-20.4%	6,550,262	9.4%	1.2%
2009	$4.63	97	-2.5%	-18.1%	5,695,427	8.1%	1.5%
2008	$4.75	100	0%	-16.0%	4,646,828	6.6%	-2.0%

SPECIALIZED INDUSTRIAL RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	$5.99	137	1.3%	11.6%	2,525,876	9.0%	0%
2023	$5.91	135	2.9%	10.1%	2,507,989	8.9%	-0.1%
2022	$5.74	131	6.5%	7.0%	2,528,234	9.0%	0.3%
2021	$5.39	123	1.7%	0.5%	2,434,274	8.7%	1.0%
2020	$5.30	121	-1.2%	-1.2%	2,151,835	7.7%	3.2%
YTD	$5.47	125	2.0%	2.0%	1,934,570	6.9%	2.5%
2019	$5.37	123	8.0%	0%	1,241,480	4.4%	0.9%
2018	$4.97	114	4.1%	-7.4%	990,306	3.5%	-2.9%
2017	$4.77	109	5.2%	-11.1%	1,786,550	6.4%	2.8%
2016	$4.54	104	3.5%	-15.5%	1,016,289	3.6%	-2.5%
2015	$4.38	100	2.5%	-18.3%	1,711,298	6.1%	-1.2%
2014	$4.28	98	1.1%	-20.3%	2,059,105	7.3%	-1.7%
2013	$4.23	97	1.4%	-21.1%	2,535,691	9.0%	-1.1%
2012	$4.18	95	0.7%	-22.2%	2,979,425	10.1%	3.9%
2011	$4.15	95	0.6%	-22.7%	1,864,477	6.2%	0%
2010	$4.12	94	-3.0%	-23.2%	1,895,393	6.2%	0.1%
2009	$4.25	97	-2.9%	-20.8%	1,860,692	6.1%	1.8%
2008	$4.38	100	-0.3%	-18.5%	1,298,067	4.3%	-2.3%

LOGISTICS RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	$5.77	133	1.3%	11.7%	2,478,529	8.2%	0%
2023	$5.69	131	2.9%	10.2%	2,463,050	8.2%	-0.1%
2022	$5.53	127	6.6%	7.1%	2,492,505	8.3%	0.3%
2021	$5.19	120	1.7%	0.5%	2,408,741	8.0%	1.0%
2020	$5.10	118	-1.2%	-1.2%	2,114,555	7.0%	0.5%
YTD	$5.27	121	2.0%	2.0%	1,886,428	6.3%	-0.2%
2019	$5.16	119	5.3%	0%	1,957,361	6.5%	0.7%
2018	$4.90	113	4.4%	-5.1%	1,752,941	5.9%	-0.7%
2017	$4.70	108	4.8%	-9.1%	1,948,950	6.5%	-1.2%
2016	$4.48	103	4.6%	-13.3%	2,300,342	7.8%	-1.0%
2015	$4.28	99	3.0%	-17.1%	2,598,703	8.8%	-1.8%
2014	$4.16	96	1.6%	-19.5%	3,142,675	10.6%	-0.7%
2013	$4.09	94	1.4%	-20.8%	3,353,622	11.3%	-4.2%
2012	$4.03	93	-0.4%	-21.9%	4,602,582	15.5%	1.2%
2011	$4.05	93	-1.3%	-21.6%	4,258,642	14.4%	0.7%
2010	$4.10	95	-3.2%	-20.6%	4,146,889	13.6%	2.7%
2009	$4.24	98	-2.4%	-17.9%	3,361,012	11.0%	1.7%
2008	$4.34	100	-0.3%	-16.0%	2,841,893	9.3%	-1.9%

FLEX RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	$9.28	125	1.5%	11.8%	454,553	5.3%	0.1%
2023	$9.14	123	3.1%	10.2%	443,853	5.2%	0%
2022	$8.87	120	6.7%	6.9%	446,701	5.2%	0.4%
2021	$8.31	112	1.8%	0.2%	413,989	4.8%	1.1%
2020	$8.16	110	-1.6%	-1.6%	318,058	3.7%	0.8%
YTD	$8.40	113	1.3%	1.3%	246,098	2.9%	-0.1%
2019	$8.30	112	2.1%	0%	251,869	2.9%	0.4%
2018	$8.13	109	2.4%	-2.1%	219,369	2.6%	0.4%
2017	$7.93	107	3.2%	-4.4%	183,227	2.1%	0%
2016	$7.69	104	2.8%	-7.4%	181,971	2.1%	-0.3%
2015	$7.48	101	2.0%	-9.9%	208,258	2.5%	-0.9%
2014	$7.33	99	1.5%	-11.6%	280,522	3.3%	-0.2%
2013	$7.22	97	0.9%	-13.0%	293,320	3.5%	-0.3%
2012	$7.16	96	1.2%	-13.7%	314,705	3.7%	-1.0%
2011	$7.08	95	-0.7%	-14.7%	400,802	4.8%	-1.0%
2010	$7.13	96	-1.8%	-14.1%	507,980	5.7%	0.4%
2009	$7.26	98	-2.1%	-12.5%	473,723	5.4%	-0.4%
2008	$7.42	100	1.4%	-10.6%	506,868	5.8%	-1.4%

OVERALL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	$64.87	194	8.5%
2023	-	-	-	-	-	-	$63.76	191	8.5%
2022	-	-	-	-	-	-	$61.09	183	8.6%
2021	-	-	-	-	-	-	$54.64	163	8.9%
2020	-	-	-	-	-	-	$55.06	165	9.1%
YTD	24	$10.3M	0.8%	$607,788	$37.43	-	$58.78	176	8.7%
2019	56	$55.4M	1.8%	$1,288,373	$55.59	9.2%	$57.37	172	8.7%
2018	62	$33.5M	3.3%	$1,195,210	$22.16	12.3%	$51.74	155	8.9%
2017	44	$57.5M	1.8%	$1,597,147	$52.70	7.3%	$49.78	149	8.8%
2016	63	$46.3M	3.7%	$1,051,471	$21.71	8.6%	$44.57	133	9.2%
2015	51	$33.8M	2.4%	$689,359	$21.59	10.5%	$40.98	123	9.4%
2014	47	$24.4M	2.2%	$660,016	$18.62	14.0%	$37.54	112	9.8%
2013	43	$14.8M	1.8%	$389,243	$14.06	13.0%	$35.20	105	10.1%
2012	54	$20.8M	4.9%	$433,021	$6.41	11.4%	$33.35	100	10.3%
2011	55	$18.5M	2.5%	$420,920	$22.94	8.8%	$31.91	95	10.6%
2010	53	$30.1M	3.1%	$717,629	$20.96	8.4%	$31.29	94	10.8%
2009	51	$19.5M	3.0%	$442,905	$9.92	-	$30.42	91	11.1%

(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.

SPECIALIZED INDUSTRIAL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	$70.14	191	8.3%
2023	-	-	-	-	-	-	$68.99	188	8.3%
2022	-	-	-	-	-	-	$66.14	180	8.3%
2021	-	-	-	-	-	-	$59.15	161	8.7%
2020	-	-	-	-	-	-	$59.63	162	8.8%
YTD	4	$3.1M	0.8%	$1,048,333	$34.48	-	$63.75	174	8.5%
2019	13	$23M	1.7%	$1,919,711	$50.06	8.8%	$62.01	169	8.5%
2018	12	$6.2M	2.2%	$771,488	$11.76	-	$56.28	153	8.6%
2017	9	$8.3M	1.2%	$1,042,000	$24.37	-	$53.72	146	8.6%
2016	17	$13.7M	2.6%	$1,053,450	$19.47	7.6%	$48.29	132	8.9%
2015	13	$8.8M	1.6%	$730,013	$20.61	11.0%	$44.40	121	9.2%
2014	11	$3.5M	1.1%	$348,800	$12.77	-	$40.68	111	9.6%
2013	4	$715K	0.5%	$238,333	$5.38	-	$38.62	105	9.8%
2012	18	$9M	7.2%	$562,063	$4.29	-	$36.76	100	10.0%
2011	13	$11.9M	3.4%	$1,317,000	$31.85	8.8%	$35.13	96	10.3%
2010	20	$19M	5.1%	$1,356,064	$20.22	8.0%	$34.27	93	10.5%
2009	14	$11.4M	5.0%	$816,544	$7.44	-	$33.19	90	10.9%

(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.

LOGISTICS SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	$56.46	197	8.6%
2023	-	-	-	-	-	-	$55.49	194	8.6%
2022	-	-	-	-	-	-	$53.16	186	8.6%
2021	-	-	-	-	-	-	$47.56	166	9.0%
2020	-	-	-	-	-	-	$47.93	167	9.1%
YTD	12	$5.1M	0.9%	$565,278	$35.06	-	$51.17	179	8.8%
2019	22	$13.1M	1.7%	$876,563	$40.27	-	$50.05	175	8.7%
2018	36	$24.9M	4.7%	$1,778,500	$27.47	10.0%	$44.48	155	9.0%
2017	21	$35.1M	2.1%	$2,194,488	$60.08	6.6%	$43.19	151	8.9%
2016	22	$26.6M	4.9%	$1,902,880	$21.03	9.6%	$38.05	133	9.3%
2015	25	$16.1M	3.0%	$669,434	$18.03	-	$34.99	122	9.6%
2014	16	$12.9M	3.0%	$921,893	$15.84	14.0%	$31.99	112	10.0%
2013	23	$10.1M	2.9%	$529,750	$13.78	13.0%	$29.65	104	10.3%
2012	20	$7.9M	3.4%	$437,056	$7.82	13.6%	$27.96	98	10.5%
2011	26	$3.5M	1.8%	$152,645	$11.18	-	$26.77	93	10.9%
2010	17	$6M	1.5%	$464,004	$18.63	8.7%	$26.69	93	11.0%
2009	23	$4.7M	1.2%	$222,725	$13.21	-	$26.15	91	11.3%

(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.

FLEX SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2024	-	-	-	-	-	-	$77.02	195	9.1%
2023	-	-	-	-	-	-	$75.55	191	9.1%
2022	-	-	-	-	-	-	$72.25	182	9.1%
2021	-	-	-	-	-	-	$64.63	163	9.5%
2020	-	-	-	-	-	-	$65.05	164	9.6%
YTD	8	$2.1M	0.8%	$419,980	$52.89	-	$69.10	175	9.2%
2019	21	$19.2M	3.0%	$1,200,943	$91.50	9.5%	$67.78	171	9.2%
2018	14	$2.4M	1.7%	$399,164	$30.44	14.6%	$62.25	157	9.3%
2017	14	$14M	2.3%	$1,170,792	$85.38	8.0%	$59.96	151	9.3%
2016	24	$5.9M	2.7%	$348,795	$36.75	-	$55.20	139	9.4%
2015	13	$9M	2.9%	$688,615	$36.08	10.0%	$50.72	128	9.7%
2014	20	$8M	3.7%	$617,392	$35.89	-	$46.67	118	10.1%
2013	16	$4M	2.2%	$250,688	$21.27	-	$43.40	110	10.3%
2012	16	$3.9M	2.0%	$280,357	$28.05	9.2%	$41.06	104	10.6%
2011	16	$3.2M	1.8%	$263,054	$26.10	-	$39.37	99	10.9%
2010	16	$5.1M	2.0%	$341,565	$29.23	-	$37.67	95	11.2%
2009	14	$3.4M	2.1%	$375,444	$45.30	-	$36.26	92	11.7%

(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.