

# Industrial Market Outlook

## Orange County Q3 2024

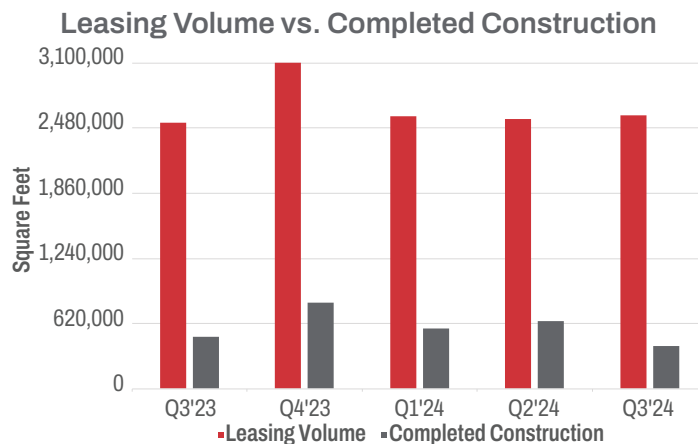
### MARKET STATISTICS\*

Submarket	Existing Total RBA (SF)	Under Construction (SF)	Total Available (%)	Total Vacancy (%)	Leasing Volume (SF)	YTD Leasing Volume (SF)	Sales Volume (SF)	YTD Sales Volume (SF)	Average Asking Rent (\$/SF NNN)	Average Sale Price (\$/SF)
Airport	55,610,172	314,081	8.3%	5.2%	1,126,126	2,781,209	80,375	193,160	\$1.56	\$357
North	99,377,483	642,407	7.2%	4.5%	859,241	2,420,183	415,588	1,170,491	\$1.53	\$254
South	25,349,144	285,063	7.5%	3.4%	190,669	1,164,509	62,879	287,919	\$1.72	\$385
West	42,164,365	390,268	7.5%	4.3%	427,092	1,402,206	39,288	471,102	\$1.59	\$370
<b>Orange County</b>	<b>222,501,164</b>	<b>1,631,819</b>	<b>7.5%</b>	<b>4.5%</b>	<b>2,603,128</b>	<b>7,768,107</b>	<b>598,130</b>	<b>2,122,672</b>	<b>\$1.58</b>	<b>\$289</b>

\* RBA includes industrial buildings of all sizes. Rents reflect buildings of at least 10,000 square feet.

### LEASING TRENDS

While leasing volume showed a 1.4% increase in Q3 compared to Q2 2024, year-to-date volume was 3.2% lower than the same period last year. With only 409,094 square feet added to the market this quarter, year-to-date additions totaled 1.6 million square feet, down 2.7% compared to this time last year, indicating that completed construction has begun to trend lower.



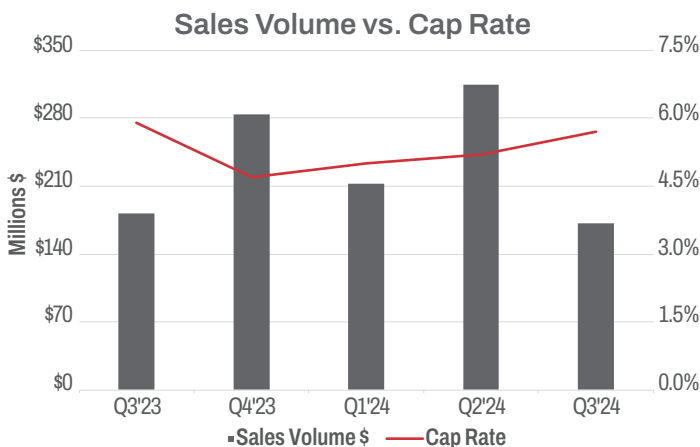
### Select Lease Transactions

Address	City	Submarket	Square Feet
3030 Red Hill Ave	Santa Ana	Airport	315,000 *
2040 E Dyer Rd	Santa Ana	Airport	153,500*
2036 E Dyer Rd	Santa Ana	Airport	124,632*
2815 Warner Ave	Irvine	Airport	120,000**
12752-12822 Monarch S	Garden Grove	West	108,981

\*Renewal / \*\*Sublease

### SALES TRENDS

In the third quarter of 2024, sales volume decreased by 27.3% from the previous quarter, but year-to-date total sales increased by 16.2% compared to last year, as pricing adjustments between sellers and buyers continue to drive the market. The average cap rate also rose by 50 basis points from the prior quarter but dipped by 20 basis points from Q3 2023, averaging 5.7%.



### Select Sales Transactions

Address	City	Submarket	Square Feet
2325-2335 Moore Ave	Fullerton	North	162,000
100-102 Kalmus Dr	Costa Mesa	Airport	36,850
3080 S Harbor Blvd	Santa Ana	Airport	30,342
20521 Teresita Way	Lake Forest	South	25,789
2911 N Orange Olive Rd	Orange	North	21,300