



# Industrial Market Report

## Boston - MA

PREPARED BY



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**INDUSTRIAL MARKET REPORT**

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12 Mo Deliveries in SF

**4.1M**

12 Mo Net Absorption in SF

**(725K)**

Vacancy Rate

**5.4%**

12 Mo Rent Growth

**6.8%**

Demand for industrial space has slowed notably in recent quarters, which has helped to drive Boston's vacancy rate up from last year's historic low. Still, at 5.3%, the market remains tight and available space is at a premium.

Availability will expand significantly this year, however, with a record-setting 6.8 million SF of new supply expected to deliver by year-end. Amazon's 3.8 million-SF Osgood Landing represents more than half, but about 2 million SF of space underway is likely to come on line fully available. Market vacancy, in turn, could hit 6% by year-end.

This widening gap between supply and demand is supported by recent trends in leasing activity, which remains solid but is down from prior-year levels. Around 4.2 million SF of space was leased in the first half of 2023, 30% below the average pace from 2020-2022. Submarkets clustered along Route 495 South, Route 128 South, and Route 128 North have captured the lion's share of leasing activity year to date.

Of course, these are also among the more active areas for development, which is concentrated in more peripheral submarkets. While limited availability of land in closer-in submarkets is a key element, developers are also faced with increasingly unfriendly city governments, with large industrial facilities unwelcome in many municipalities.

As in most markets, demand for logistics space has been the primary driver of activity in recent years, but Boston's industrial market has far less distribution and warehouse space than most top markets and the U.S. overall.

Logistics space here represents less than half of the total inventory, while nationally, the share sits around 70%.

The share of flex space in Boston, meanwhile, is substantial, representing nearly 30% of total space, compared to a national average of just 10%, mainly reflecting the area's sizable life sciences sector.

Manufacturing is an important driver as well, particularly advanced manufacturing – clean tech, biotech, and robotics. Here again, Boston's unparalleled strength in life sciences is key, along with the area's robust knowledge-based economy. Suburban submarkets capture the bulk of activity, with life sciences facilities generally located within an hour of Kendall Square.

As in other sectors, the sharp rise in interest rates is clearly reflected in industrial investment trends, with transaction activity consistently declining since 22Q2. Around \$1 billion in assets traded in the first half of 2023, a five-year low. And activity was concentrated in 23Q1, with sales volume down another 50% in 23Q2.

Conversations with lenders indicate a willingness to supply financing, but ratios (loan-to-value or loan-to-cost) are shrinking, and there is a heavy preference for established sponsors with longer-term hold periods.

### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	172,881,817	4.9%	\$14.12	7.6%	(559,270)	619,649	5,975,792
Specialized Industrial	83,036,286	3.0%	\$14.39	5.6%	(264,399)	0	448,657
Flex	102,367,475	8.0%	\$18.95	10.0%	(58,132)	126,691	858,102
<b>Market</b>	<b>358,285,578</b>	<b>5.4%</b>	<b>\$15.54</b>	<b>7.8%</b>	<b>(881,801)</b>	<b>746,340</b>	<b>7,282,551</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.1%	8.0%	5.5%	12.3%	2005 Q1	3.8%	2022 Q2
Net Absorption SF	(725K)	251,239	364,946	4,803,323	2008 Q1	(6,120,054)	2004 Q1
Deliveries SF	4.1M	2,139,491	2,523,028	5,658,393	1999 Q3	245,568	2011 Q4
Rent Growth	6.8%	3.3%	5.0%	10.3%	2022 Q2	-2.7%	2009 Q4
Sales Volume	\$2.1B	\$1.4B	N/A	\$5.2B	2022 Q3	\$347.6M	2011 Q1

Leasing activity is normalizing in the Boston industrial market, returning to pre-pandemic averages after a flurry of activity in 2020 and 2021. Around 4.2 million SF of space was leased in the first half of 2023, down almost 30% from the average pace set between 2020 and 2022, but in line with pre-pandemic levels.

Submarkets clustered along Route 128 South, Route 128 North, and Route 495 South have captured the lion's share of leasing activity so far this year, with the top lease signed in the Route 3 South Submarket. In March, sporting goods manufacturer Acushnet signed a sublease for the 555,695-SF property at 175 Kenneth Welch Dr., in Lakeville. The space is the former home to Talbots' only distribution center, which the retailer announced it would shutter in May 2022.

Flex inventory, and subsequently leasing activity, is concentrated in the submarkets along the Route 128 West corridor, representing a notable 57% of total industrial space. While leases in this sector tend to be far smaller, a flex property captured one of the largest over the past year. In December, AstraZeneca leased 187,500 SF of space at 35 Gatehouse Drive, in the Lexington/Arlington Submarket, occupying the space the following month.

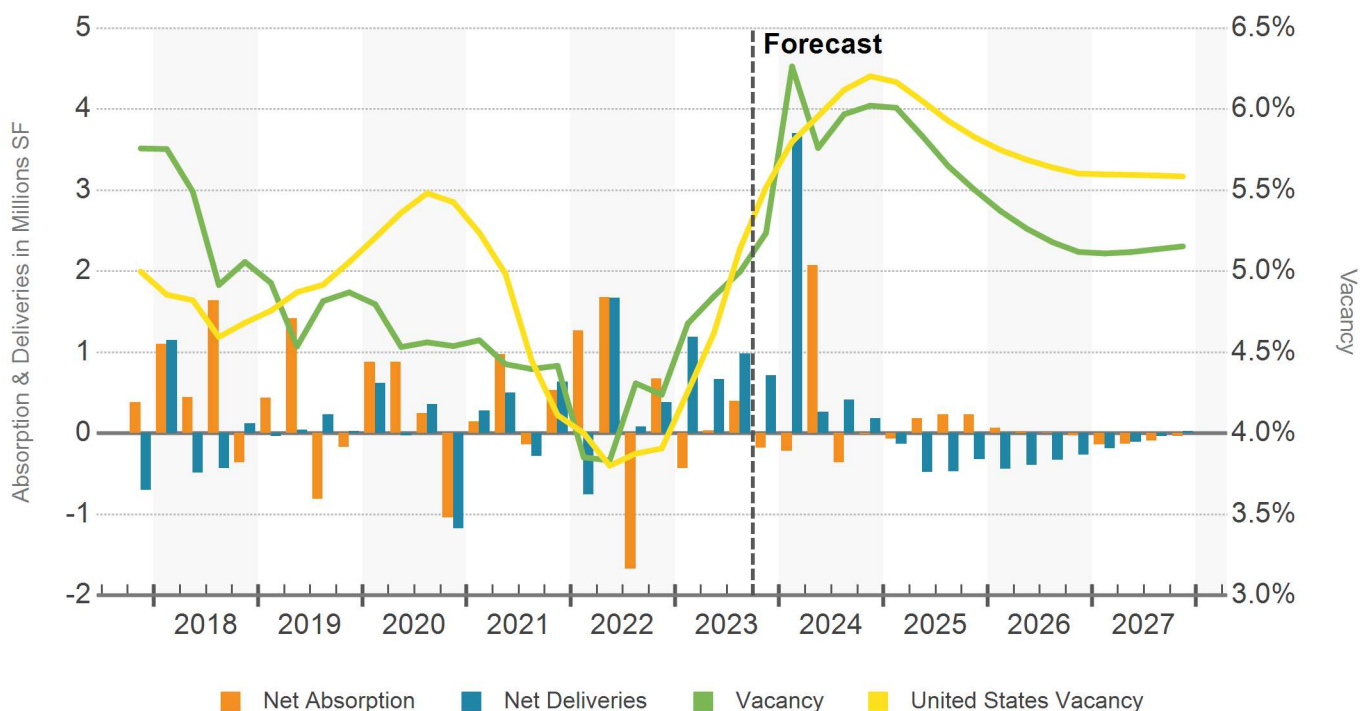
Several notable flex leases have been signed this year

as well. In Braintree, The First Electronics Corporation leased 57,200 SF at 400 Wood Rd. The 2021 delivery is now fully leased, with Integra LifeSciences occupying 99,000 SF. And in March, Rosario Cabinets leased 45,200 SF at 56 Lowland St. in Holliston. The local, high-end cabinet maker occupied the space in April at an asking rent of \$10/SF.

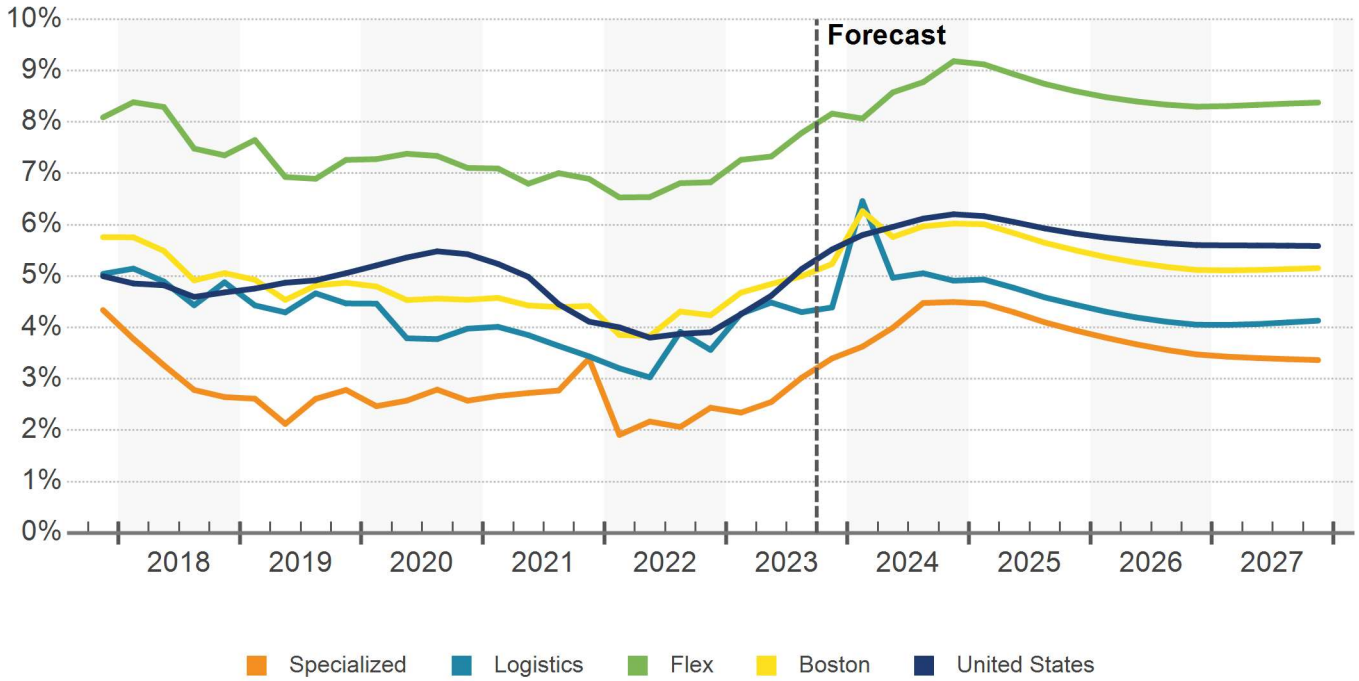
Highlighting the area's expanding robotics sector, a locally-based global supplier of warehouse robots signed a significant lease in June. Locus Robotics leased the 158,000-SF property at 100 Fordham Road, just a few miles from the firm's global headquarters in Wilmington. Locus plans to occupy the space upon completion in September. Greater Boston is home to many warehouse robot manufacturers, including Amazon Robotics, 6 River Systems, Symbotic, and Vecna Robotics.

While up from last year's historic low, Boston's industrial market remains relatively tight, with a current vacancy rate of 5.3%. Vacancy in the logistics sector sits below the overall market, at 4.9%, but is up more than 100 bps year over year. Vacancy has also trended higher in the flex segment, although at 8.0%, it still sits below longer-term averages. Specialized industrial, which largely consists of manufacturing space, is the tightest segment, with vacancy sitting at just 3.0%.

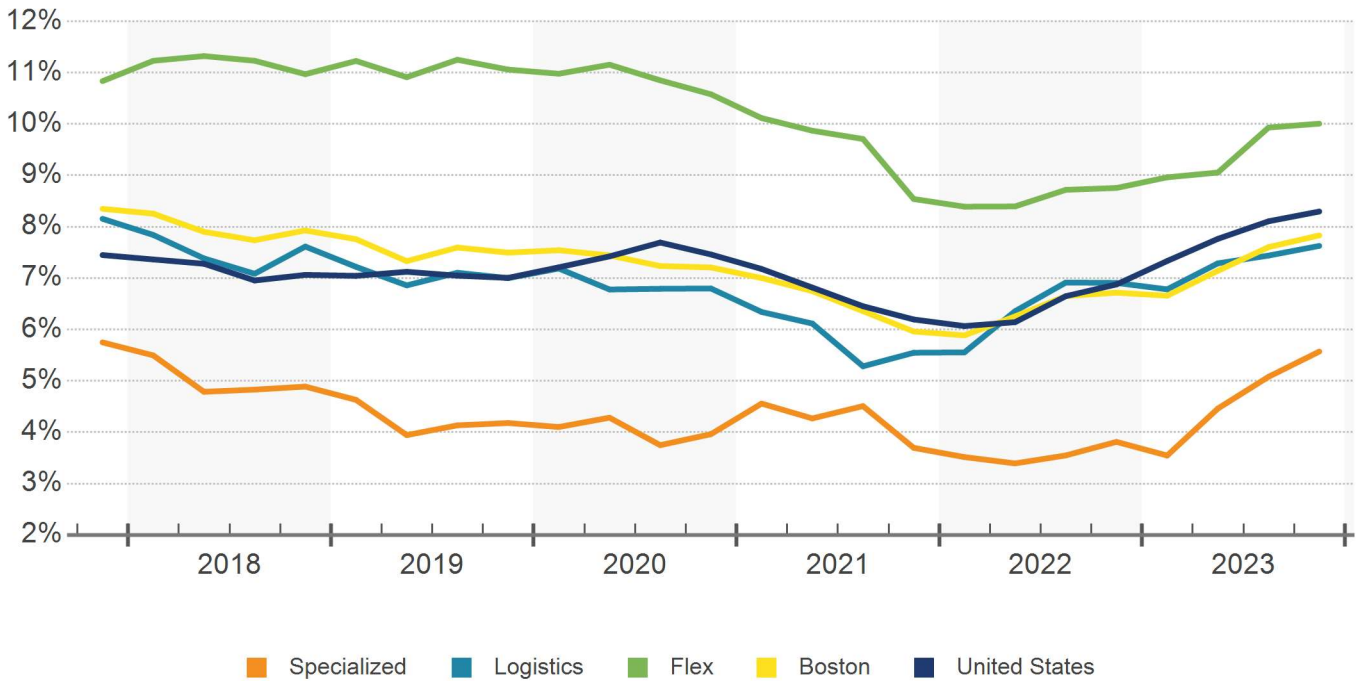
### NET ABSORPTION, NET DELIVERIES & VACANCY



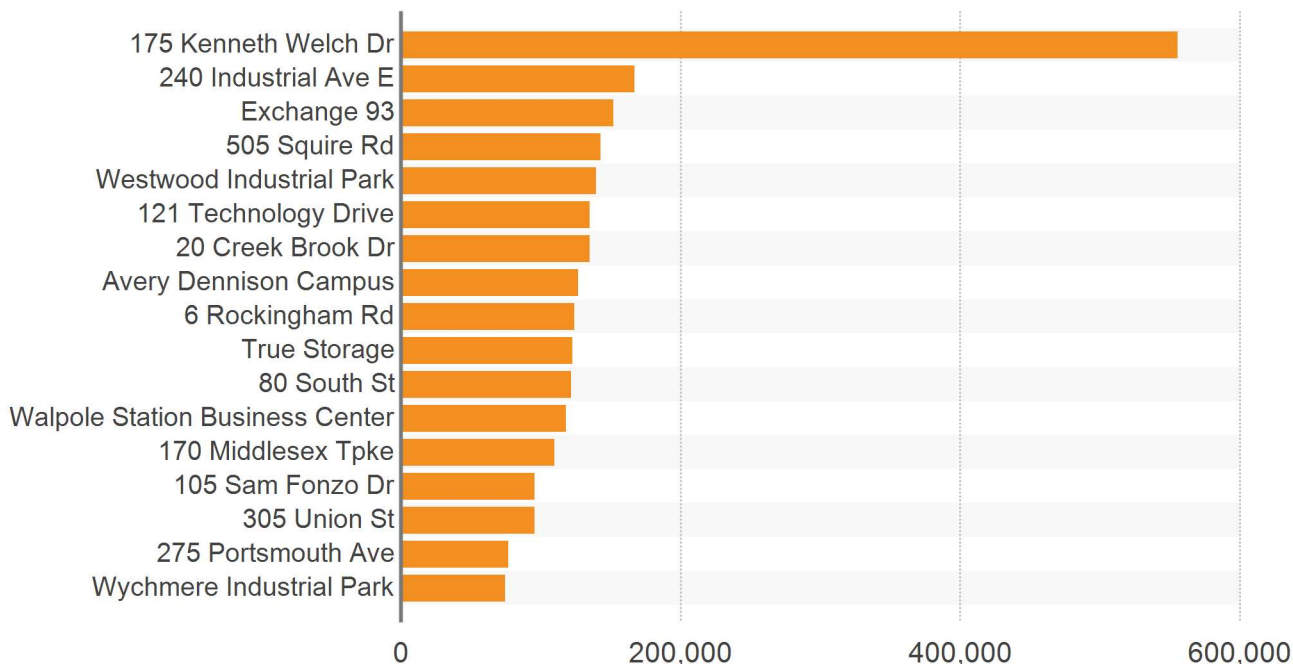
## VACANCY RATE



## 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
175 Kenneth Welch Dr	Route 3 South Ind	555,695	0	0	0	555,695	0	555,695
240 Industrial Ave E	Lowell/Chelmsford Ind	167,119	0	0	167,119	0	0	167,119
Exchange 93	Quincy/Braintree Ind	152,000	0	52,742	99,258	0	0	152,000
505 Squire Rd	Somerville/Chelsea Ind	142,746	0	0	142,746	0	0	142,746
Westwood Industrial Park	Route 1 South Ind	169,080	0	0	139,445	0	0	139,445
121 Technology Drive	Strafford County Ind	508,000	305,880	0	0	135,120	0	135,120
20 Creek Brook Dr	Lawrence/Andover Ind	135,000	0	135,000	0	0	0	135,000
Avery Dennison Campus	Framingham/Natick Ind	126,691	0	0	0	0	126,691	126,691
6 Rockingham Rd	Rockingham Ind	124,100	0	124,100	0	0	0	124,100
True Storage	Lawrence/Andover Ind	122,613	0	0	0	122,613	0	122,613
80 South St	Hopkinton/Holliston Ind	157,852	0	0	0	157,812	0	121,790
Walpole Station Business Center	I-95 Corridor South Ind	265,000	6,606	0	0	124,389	(6,256)	118,133
170 Middlesex Tpke	Lowell/Chelmsford Ind	110,000	0	110,000	0	0	0	110,000
105 Sam Fonzo Dr	Danvers/Beverly Ind	95,800	0	0	0	95,800	0	95,800
305 Union St	I-95 Corridor South Ind	97,000	0	0	0	55,600	40,000	95,600
275 Portsmouth Ave	Rockingham Ind	115,652	0	0	0	0	80,000	76,962
Wychmere Industrial Park	Route 24 Ind	149,680	75,000	0	0	0	74,680	74,680
<b>Subtotal Primary Competitors</b>		<b>3,194,028</b>	<b>387,486</b>	<b>421,842</b>	<b>548,568</b>	<b>1,247,029</b>	<b>315,115</b>	<b>2,493,494</b>
Remaining Boston Market		355,150,472	18,786,903	(850,009)	(514,395)	(849,940)	(1,196,916)	(3,218,137)
<b>Total Boston Market</b>		<b>358,344,500</b>	<b>19,174,389</b>	<b>(428,167)</b>	<b>34,173</b>	<b>397,089</b>	<b>(881,801)</b>	<b>(724,643)</b>

### TOP INDUSTRIAL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
175 Kenneth Welch Dr	Route 3 South	555,695	Q1 23	Acushnet Company	-	Newmark
90 Nemco Way	Concord/Maynard	216,010	Q2 23	Catania-Spagna Corporati...	-	Newmark
100 New Hampshire Ave	Rockingham	210,000	Q2 23	-	-	Newmark
100 Campanelli Pky *	Route 24	208,200	Q3 23	Electrical Wholesalers	-	-
100 Fordham Rd	Wilmington/Winchester	158,000	Q2 23	Locus Robotics	-	Cushman & Wakefield
80 South St	Hopkinton/Holliston	157,812	Q1 23	-	-	Colliers
100-180 Meadow Rd *	South Suffolk County	152,046	Q2 23	HD Supply	Cushman & Wakefield	-
122 Parker St	Amesbury/Ipswich	133,800	Q2 23	Wakefield Moving Storage	CBRE	The Mega Group
300 Pond St	Route 24	132,550	Q3 23	The Swan Group	-	-
170 Middlesex Tpke	Lowell/Chelmsford	110,000	Q1 23	Ultragenyx Pharmaceutic...	-	-
200 Meadow Rd	South Suffolk County	99,185	Q4 23	-	Cushman & Wakefield	Cushman & Wakefield
250 Ballardvale St	Wilmington/Winchester	95,881	Q3 23	Ryder Logistics	Cushman & Wakefield	Newmark
91-101 Glenn St	Lawrence/Andover	91,333	Q3 23	-	-	-
7 Manley St	Route 3 South	88,200	Q1 23	4Wall Entertainment	CBRE	Cushman & Wakefield
105 Industrial Blvd	Route 24	74,680	Q4 23	Air Energy Group	Avison Young	Cushman & Wakefield
457-459 Wareham St	Route 3 South	71,400	Q2 23	-	-	Cushman & Wakefield
11 Westford Rd	Concord/Maynard	70,000	Q4 23	-	-	Fieldstone Commercial...
180 New Boston St *	Wilmington/Winchester	66,219	Q4 23	-	-	The Stubblebine Comp...
61 Strafello Dr	Route 24	60,282	Q1 23	-	-	Colliers
7 Connector Rd	Lawrence/Andover	60,000	Q4 22	A/Z Corporation	The Boulos Company	SVN   Parsons Comme...
1 Second St	Peabody/Salem	60,000	Q2 23	-	JLL	JLL
10 Lyberty Way	Lowell/Chelmsford	57,000	Q4 23	BTU International	Avison Young	Cushman & Wakefield
250 Ballardvale St	Wilmington/Winchester	50,611	Q3 23	-	Cushman & Wakefield	Newmark
4 Suburban Park Dr	Lowell/Chelmsford	48,369	Q1 23	Markforged	-	JLL
144 Field St	Route 24	43,190	Q1 23	-	-	Colliers
1020 W Chestnut St	Route 24	41,000	Q4 23	-	-	The Stubblebine Comp...
66 Pond St	Route 3 South	40,000	Q2 23	-	-	Ellis Realty Advisors
11 Westford Rd	Concord/Maynard	37,620	Q4 23	Win Wars	-	Fieldstone Commercial...
14 Aegean Dr	Lawrence/Andover	37,578	Q2 23	-	-	CBRE
626 Lynnway Rd	Saugus/Lynn	36,620	Q4 23	-	-	Cushman & Wakefield
47 Clinton	Amesbury/Ipswich	36,400	Q4 23	-	-	Accurety,LLC
1455 Concord St	Framingham/Natick	33,906	Q1 23	W.B Mason	-	-
25 Forbes Blvd *	I-95 Corridor South	33,000	Q2 23	Dorel Juvenile Group	-	Cushman & Wakefield
40 Industrial Dr	Route 24	32,225	Q4 22	-	-	Colliers
44 Industrial Park Dr	Strafford County	32,000	Q2 23	-	-	Colliers
295 Union St	I-95 Corridor South	30,445	Q2 23	Tesla	-	JLL
200 Inner Belt Rd	Somerville/Everett	30,000	Q2 23	Form Energy	-	-
101 Wales Ave	Route 24	30,000	Q2 23	Alpha Chemical Services	The Stubblebine Co...	M. Donahue Associate...
1 Westinghouse Plz	South Suffolk County	30,000	Q2 23	-	-	Park Property Manage...
3 Fisher St	I-95 Corridor South	29,300	Q2 23	-	-	RE/MAX Executive Re...

\*Renewal

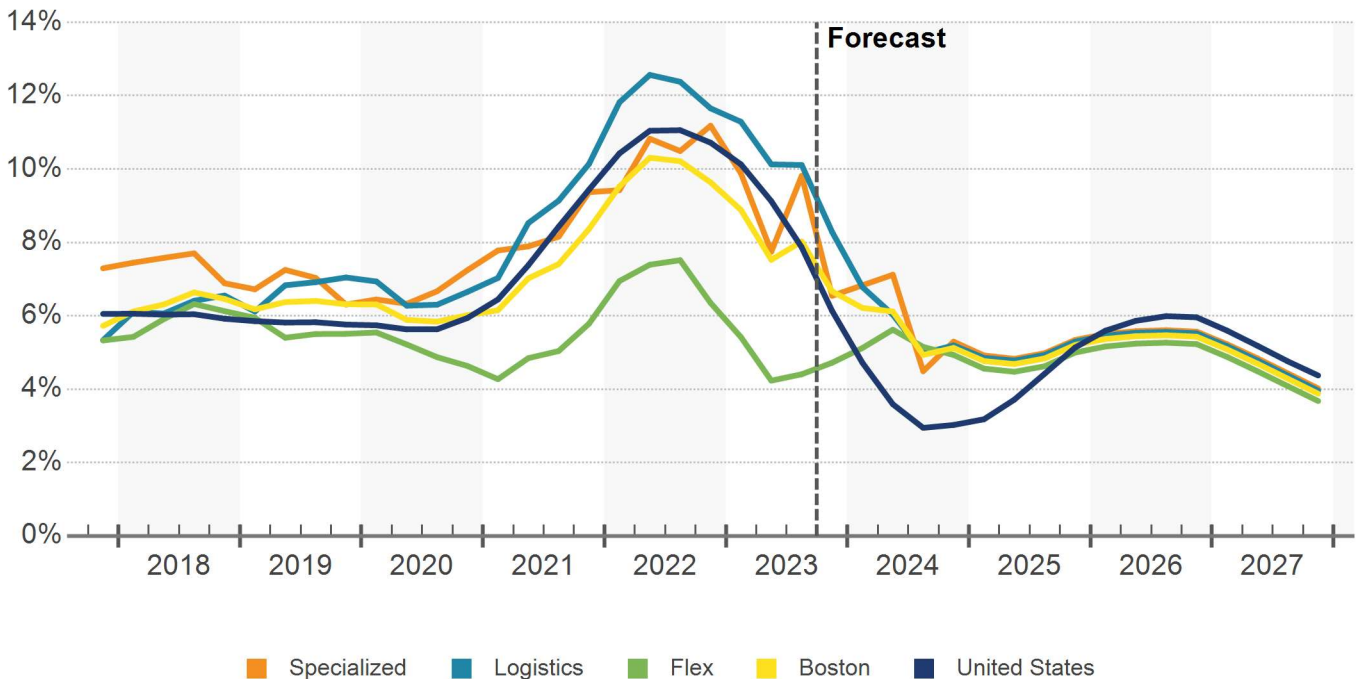
Rents in Boston posted a gain of 6.8% over the past 12 months ending in 23Q2, showing a moderate deceleration from a recent record high and lagging the national average of 6.5%. The biggest boxes have enjoyed the largest gains over the past four quarters. Logistics properties metro wide now average \$14.10/SF after rents increased 8.6% from this point last year. Average rents for specialized properties like cold storage facilities, light manufacturing buildings, etc., are 7.1% higher and now start around \$14.40/SF.

Growth is expected to slow further in coming quarters, which reflects a few different factors. Companies have put a pause on the inventory build, resulting in a drop in import activity and notable decline in demand for

industrial space. The prospect of another recession is also a consideration for industrial tenants, weighing on expansion plans and contributing to a modest level of space give-backs. While the rise in availability should be measured, it will still limit the ability of landlords and property owners to push rents.

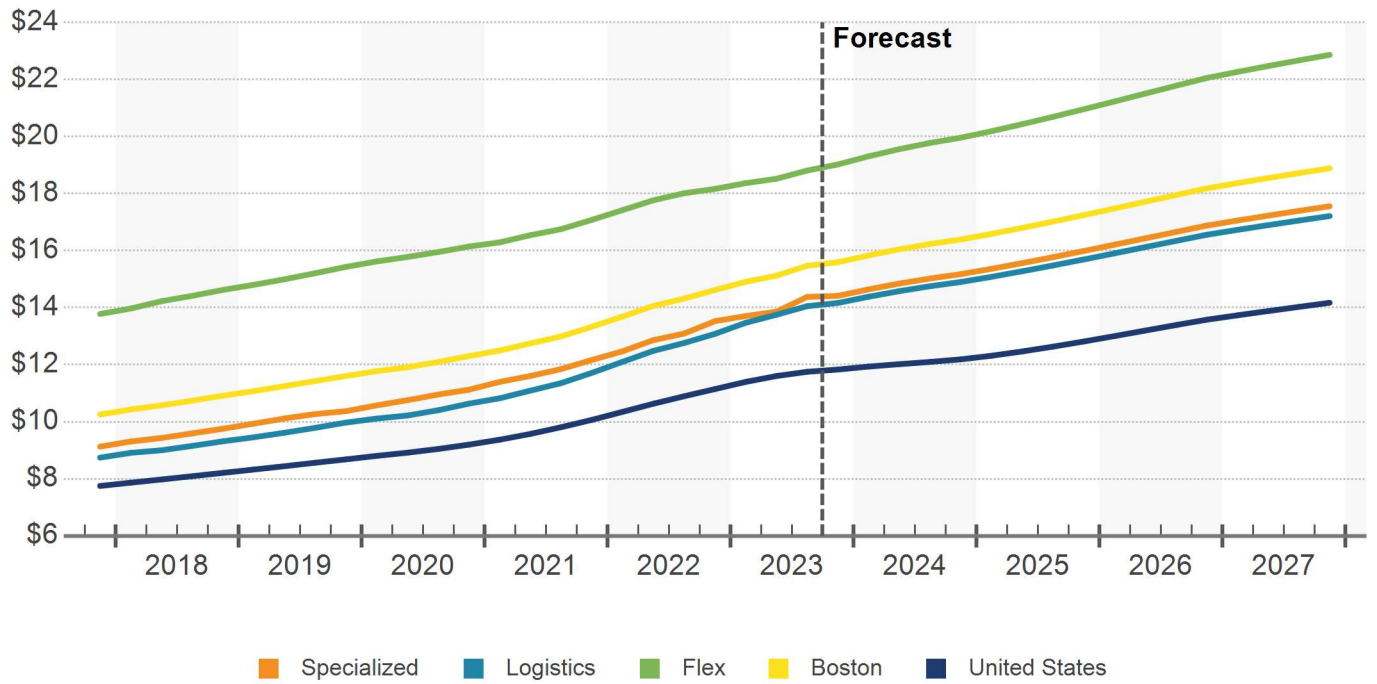
While submarkets within Route 128, most notably South Suffolk County, continue to record solid gains in asking rents, more peripheral submarkets, including Route 24 and Route 3 South have joined the list of top performers. Of course there are really no losers at this point, with all but eight submarkets posting rent growth above 6%, and about half seeing gains of more than 7% over the past year.

### MARKET RENT GROWTH (YOY)





### MARKET RENT PER SQUARE FEET



2023 remains on pace for a record-breaking year of new supply, with 1.8 million SF delivering year to date and another 4 million SF expected by year end. Still, Boston distinguishes itself from many other markets by its relatively modest pace of development activity.

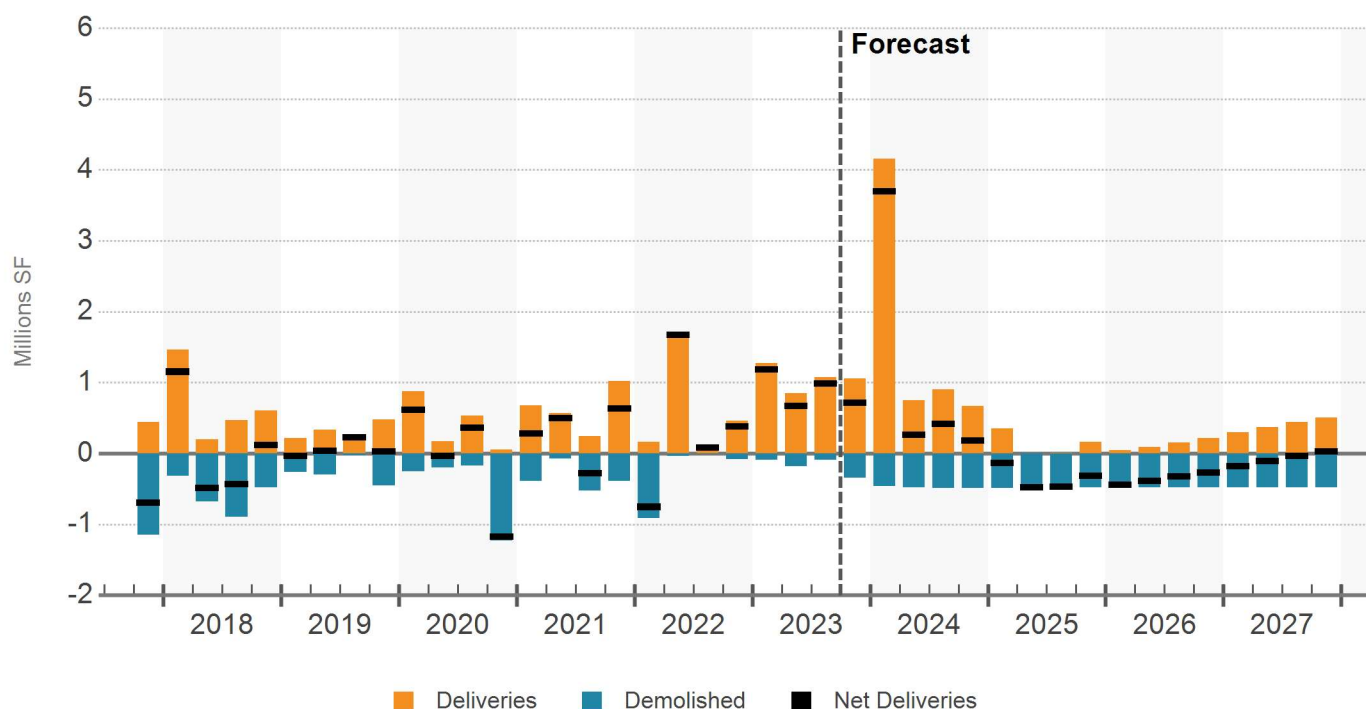
Over the past five years, 10.7 million SF of space has delivered on a gross basis, representing an inventory expansion of just 3%. This compares to 11% nationally, and even higher in some of the most active markets. In Indianapolis, for example, industrial inventory has expanded 24% over the same time period. Demolition activity has further limited supply in Boston, removing more than 20 million SF of space over the past decade.

As in most markets, demand for logistics space is a key driver of development activity in Boston, especially considering the average footprint of warehouse and distribution facilities. With limited availability of land in closer-in submarkets, and more of an anti-development view in many of these communities, developers are increasingly eyeing more peripheral submarkets for new projects.

Among them, Lawrence/Andover has jumped to the top of the list, due to the development of Amazon's 3.8 million-SF Osgood Landing. But more traditional hotspots remain active, including the I-95 Corridor South, which straddles 495, where almost 1 million SF is underway (and 3 million SF has delivered over the past five years), and Route 3 South, where 600,000 SF is under construction (and 1.4 million SF of new space delivered).

Aside from the Amazon property, the largest to enter the market this year was the 662,500-SF spec warehouse in Plainville (I-95 Corridor South Submarket), developed by CRG. Located to the west of I-95 and just a few minutes south of 495, the property delivered in January and remained fully available as of August. Also consistent with recent patterns of activity, a large property came on line in the Route 3 South Submarket. Developed by ARCO on a spec basis, the 219,000-SF distribution facility at 900 Bedford St. in Bridgewater delivered in May.

### 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	Lawrence/Andover	4	4,157	3,860	92.8%	4	56,507	1,039,340	1
2	I-95 Corridor South	9	740	309	41.8%	5	43,463	82,193	8
3	Wilmington/Winchester	2	470	158	33.6%	6	39,730	235,098	2
4	Ft Pt Chan/S Boston	2	398	398	100%	1	50,847	199,000	3
5	Lowell/Chelmsford	4	385	0	0%	10	45,340	96,188	7
6	Lexington/Arlington	2	345	35	10.1%	8	33,068	172,598	4
7	Route 3 South	2	299	88	29.5%	7	32,236	149,400	5
8	Somerville/Chelsea	3	194	5	2.4%	9	27,587	64,778	9
9	Concord/Maynard	1	100	100	100%	1	38,479	100,000	6
10	Danvers/Beverly	1	43	43	100%	1	34,902	43,054	10
	All Other	6	151	97	63.9%		32,652	25,188	
<b>Totals</b>		<b>36</b>	<b>7,283</b>	<b>5,093</b>	<b>69.9%</b>		<b>36,054</b>	<b>202,293</b>	

# Under Construction Properties

Boston Industrial

Properties

Square Feet

Percent of Inventory

Released

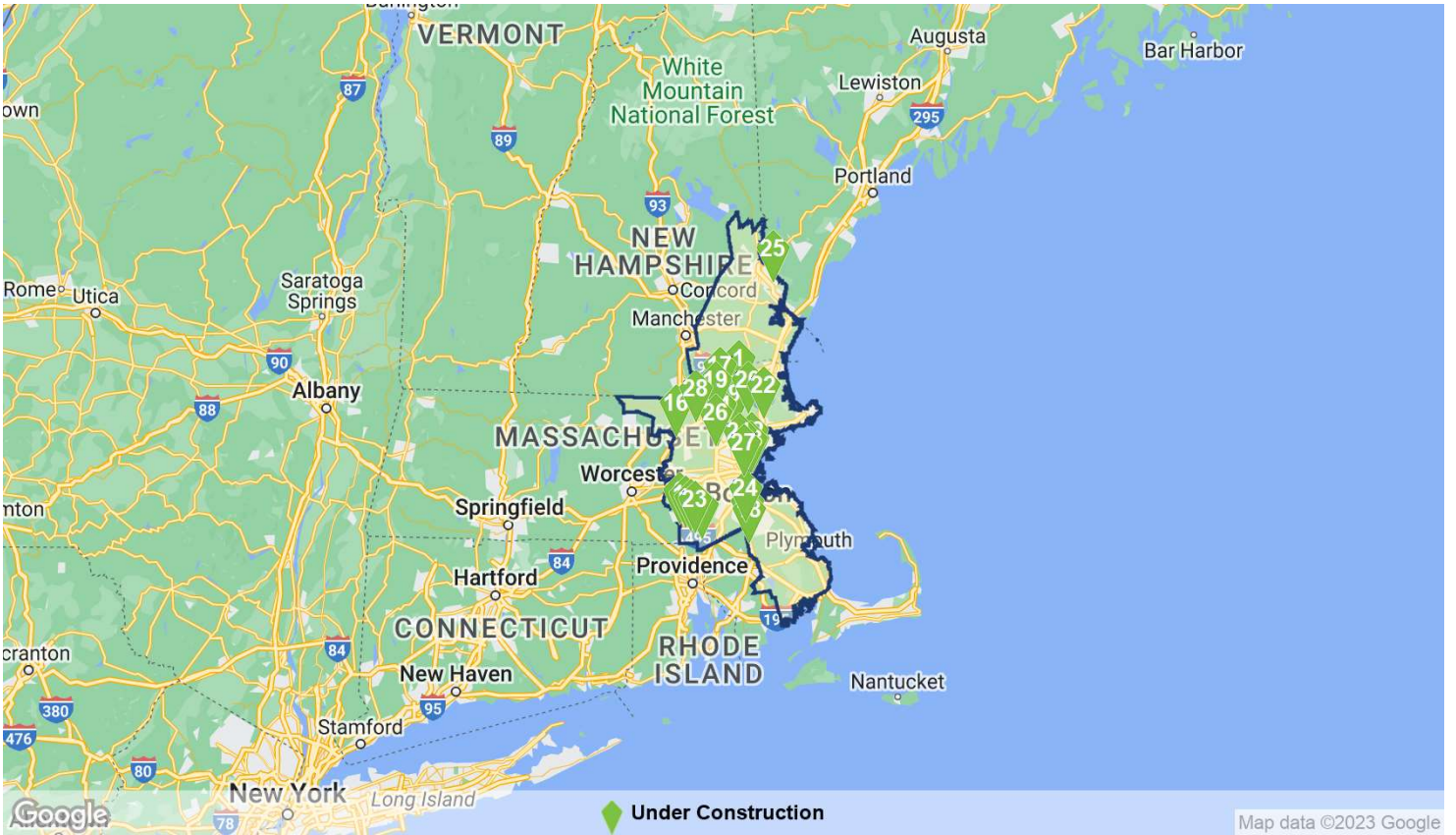
**35**

**7,274,303**

**2.8%**

**69.9%**

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 <a href="#">Amazon</a> 1450 Osgood St	★★★★☆	3,800,000	5	Apr 2021	Jan 2024	Whiting-turner Contracting Comp... Hillwood Development Corporation
2 <a href="#">175 Lowell St</a>	★★★★★	312,195	1	Jan 2022	Jan 2024	National Development
3 <a href="#">440 Bedford St</a>	★★★★☆	310,195	6	Jan 2023	Dec 2024	-
4 <a href="#">23 Fid Kennedy Ave</a>	★★★☆☆	268,000	9	Mar 2023	Dec 2024	-
5 <a href="#">586 Manley St</a>	★★★★★	210,600	1	Jun 2023	Jun 2024	Cranshaw Construction National Development
6 <a href="#">152 Depot St</a>	★★★★☆	201,563	1	Dec 2022	Jan 2024	- Ecko.Complex, LLC
7 <a href="#">4 Executive Dr</a>	★★★★☆	197,360	1	Jun 2022	Jan 2024	-

# Under Construction Properties

Boston Industrial

## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 <b>404 Green</b>	★ ★ ★ ★ ☆	176,800	1	Oct 2022	Jun 2024	- Stockbridge Capital Group, LLC
9 <b>100 Fordham Rd</b>	★ ★ ★ ★ ☆	158,000	1	Oct 2022	Jan 2024	-
10 <b>Building II</b> 44 Middlesex Tpke	★ ★ ★ ☆ ☆	147,000	1	Oct 2022	Jan 2024	-
11 <b>Building I</b> 44 Middlesex Tpke	★ ★ ★ ☆ ☆	147,000	1	Jun 2023	Jan 2024	Camber Development -
12 <b>Chelsea Point</b> 250 Marginal St	★ ★ ★ ★ ★	146,409	1	Jun 2023	Mar 2024	- Hines
13 <b>1 Harbor St</b>	★ ★ ★ ★ ☆	130,000	2	May 2022	Jan 2024	- Boston Redevelopment Authority
14 <b>Hudson Corner</b> 206 Mechanic St	★ ★ ★ ☆ ☆	124,200	1	Jul 2023	Jan 2024	-
15 <b>Hennep Cultivation Prod...</b> 160 Grove St	★ ★ ★ ★ ☆	121,000	1	Dec 2021	Apr 2024	- Andrew Koudijs
16 <b>16 Monarch Dr</b>	★ ★ ★ ☆ ☆	100,000	1	Apr 2023	Mar 2024	-
17 <b>Griffin Brook Park</b> 600 Griffin Brook Dr	★ ★ ★ ☆ ☆	100,000	1	Mar 2024	Dec 2025	-
18 <b>7 Manley St</b>	★ ★ ★ ☆ ☆	88,200	1	Feb 2023	Jul 2024	- Marcus Partners Inc.
19 <b>40 Commerce Way</b>	★ ★ ★ ★ ☆	65,800	1	Jun 2023	Apr 2024	- Rhino Capital Advisors LLC
20 <b>Building E</b> 2350 Turnpike St	★ ★ ★ ☆ ☆	60,000	1	Jan 2023	Jan 2024	Eric Digrazia Eric Digrazia
21 <b>599 Somerville Ave</b>	★ ★ ★ ★ ☆	43,200	3	Mar 2023	Mar 2024	-
22 <b>495 Newbury St</b>	★ ★ ★ ☆ ☆	43,054	3	Jan 2022	Jun 2024	-
23 <b>839 Upper Union St</b>	★ ★ ★ ☆ ☆	42,750	1	Aug 2022	Jan 2024	-
24 <b>200 Shuman Ave</b>	★ ★ ★ ☆ ☆	40,000	1	Dec 2021	Feb 2024	Integrated Builders -
25 <b>187A Route 108</b>	★ ★ ★ ☆ ☆	40,000	1	Nov 2023	Dec 2025	-
26 <b>Renewable Innovation C...</b> 10 Maguire Rd	★ ★ ★ ★ ☆	35,000	2	Oct 2022	Jan 2024	- Greatland Realty Partners
27 <b>1133-1135 Harrison Ave</b>	★ ★ ★ ★ ☆	28,957	6	Feb 2023	Apr 2024	-
28 <b>Construction to be comp...</b> 12 Kidder Rd	★ ★ ☆ ☆ ☆	24,950	1	Aug 2022	Jul 2024	Loop Real Estate The Thomas Group, Inc.

With debt costs climbing and the banking industry buckling down, investment in Boston's industrial market has continued to decelerate. Volume dropped for the fourth quarter in a row in 23Q2, and the \$480 million in confirmed transactions was the lowest quarterly total in six years. Average cap rates are trending higher, and in some cases, the median confirmed cap rate was over 8% for the first time since 2016.

The sale of warehouse in Newfields, New Hampshire provides one example. O'Neil Warehouse Company, LLC sold the 1960s-era warehouse at 16 Swamscott St. for \$5.95 million, or \$44/SF. The 116,000-SF building and 2.82-acre lot near Rockingham closed at an 8.84% cap rate, with the strike price equaling a 13% discount to the initial listed price.

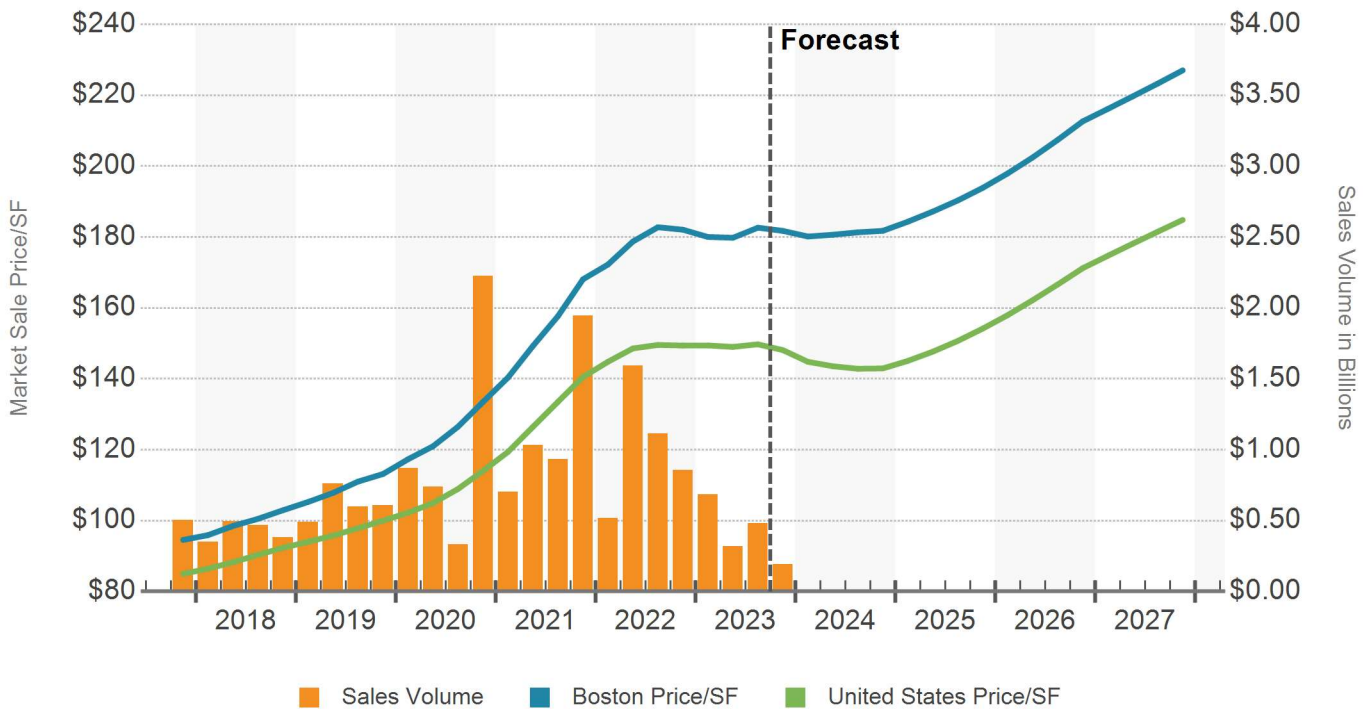
Still, industrial assets are trading more than office, retail, and multifamily recently, and the lack of broad concern about supply-demand imbalance is a plus in this relatively affordable second-tier industrial market. And as economic headwinds mount, firms continue to leverage Boston's hot industrial market to execute sale-leasebacks to access capital.

The year's largest trade to date was Lincoln Property Company's acquisition of an 815,324-SF warehouse at 64 Leona Drive in Middleboro for \$105 million, or \$129/SF. The property was leased back to Handil Holdings LLC, owner of New England holiday staple Christmas Tree Shops. Handil has been in the process of rebranding the former Bed, Bath & Beyond offshoot, and future stores will go by CTS.

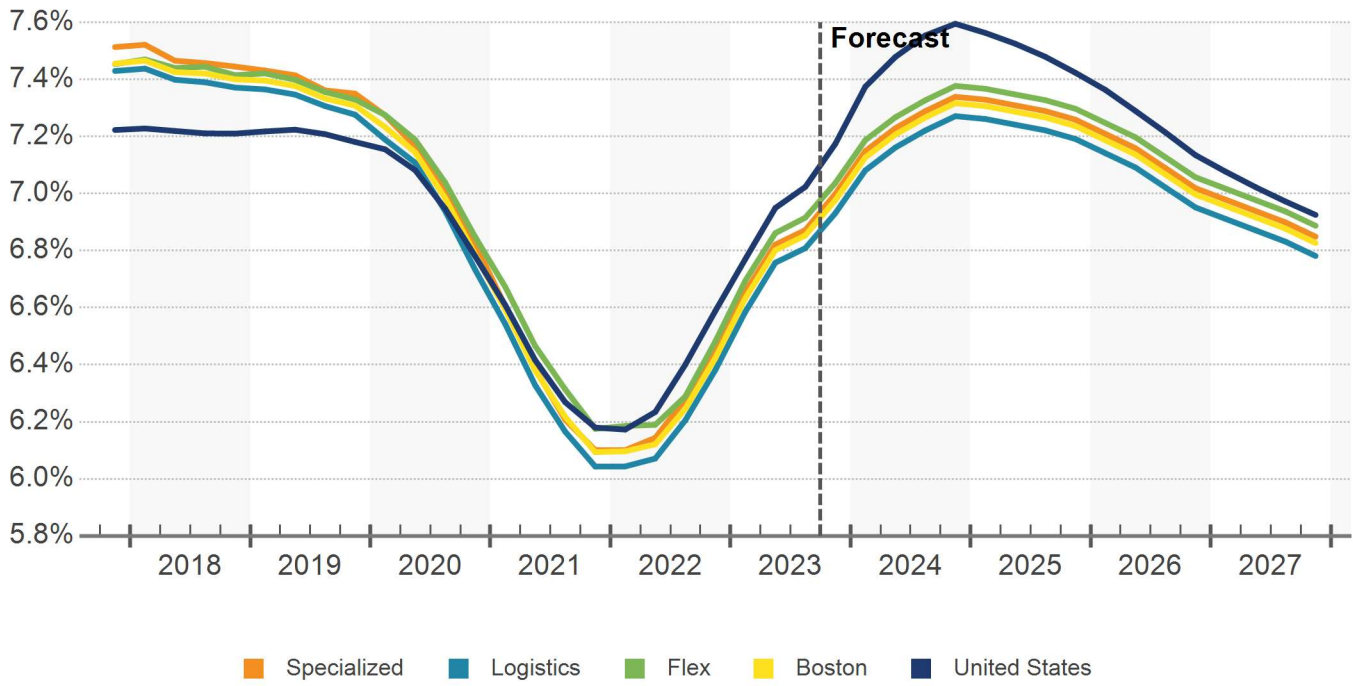
Another sale-leaseback transaction closed early in 23Q3. Spirit Realty Capital acquired the 117,000-SF distribution facility at 40-44 Sturtevant St. in Dorchester from Keystone Capital for \$26.8 million (\$229/SF). The property is fully occupied by Dutch Maid Bakery, a subsidiary of Keystone Capital.

Later in July, a six-property portfolio trade provided a substantial boost to transaction activity. Marcus Partners sold the portfolio, which totaled 1.1 million SF, to Westbook Partners for \$167 million (\$149/SF). All but one of the properties were fully leased at the time of sale.

**SALES VOLUME & MARKET SALE PRICE PER SF**



MARKET CAP RATE



# Sales Past 12 Months

Boston Industrial

Sale Comparables

**327**

Avg. Cap Rate

**6.9%**

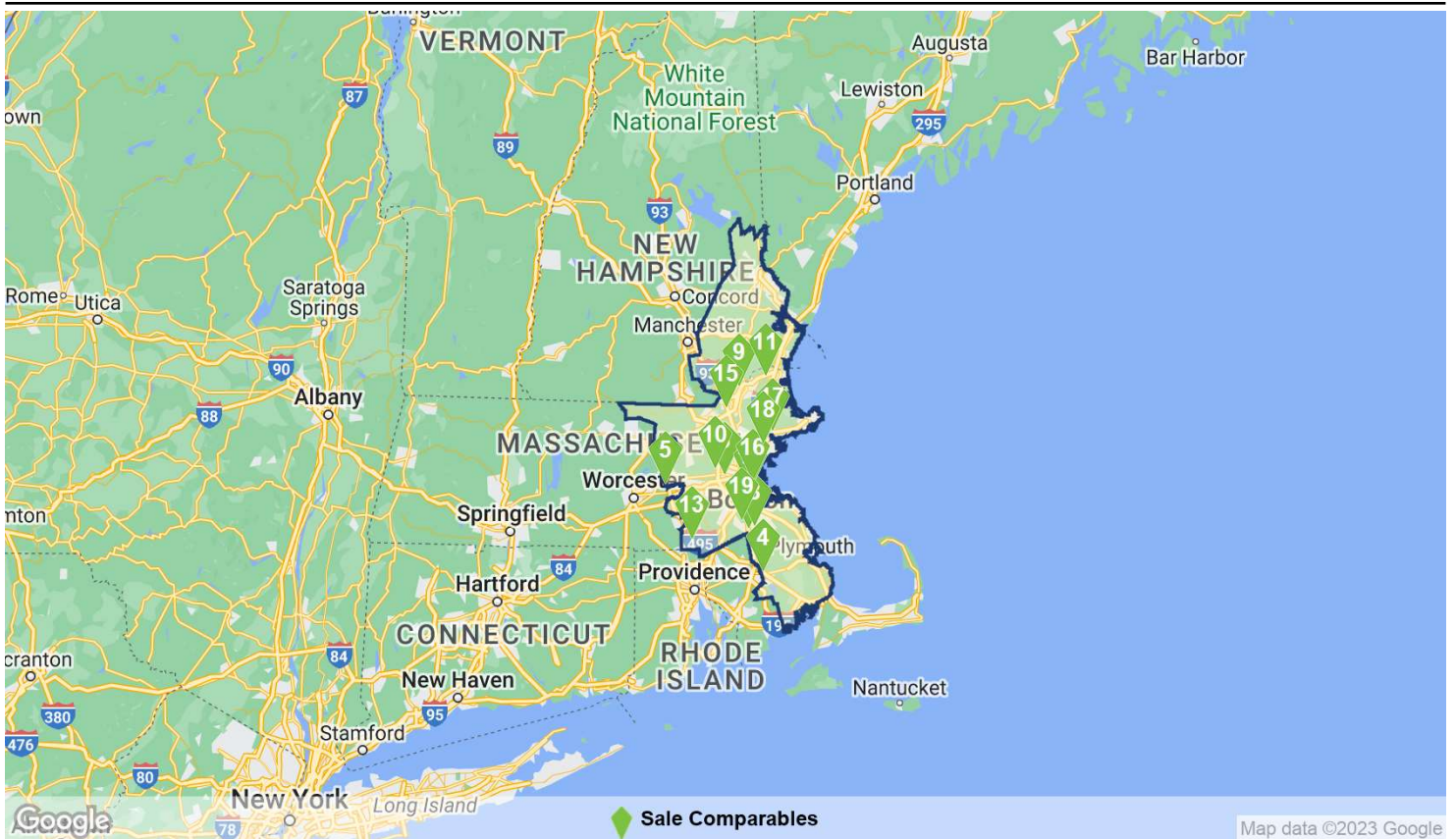
Avg. Price/SF

**\$206**

Avg. Vacancy At Sale

**8.4%**

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$15,000	\$8,906,653	\$2,400,000	\$232,838,790
Price/SF	\$2.08	\$206	\$157	\$1,425
Cap Rate	5.2%	6.9%	7.1%	8.8%
Time Since Sale in Months	0.2	6.0	5.7	11.9
Property Attributes	Low	Average	Median	High
Building SF	250	46,370	15,843	805,347
Ceiling Height	8'	19'7"	19'	57'2"
Docks	0	6	2	83
Vacancy Rate At Sale	0%	8.4%	0%	100%
Year Built	1826	1969	1980	2023
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.3	★ ★ ★ ★ ★	★ ★ ★ ★ ★



# Sales Past 12 Months

Boston Industrial

## RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
<b>1</b> Building A 35 Gatehouse Dr	★★★★★	2000	256,500	0%	12/29/2022	\$232,838,790	\$908	-
<b>2</b> CenterPoint 41 Seyon St	★★★★★	1934	270,000	38.5%	1/19/2023	\$218,080,184	\$808	-
<b>3</b> CenterPoint 43 Foundry Ave	★★★★★	1970	184,210	49.5%	1/19/2023	\$143,244,328	\$778	-
<b>4</b> 64 Leona Dr	★★★★★	1996	805,347	0%	2/16/2023	\$105,000,000	\$130	-
<b>5</b> Marlborough Discovery... 149 Hayes Memorial Dr	★★★★★	2022	140,000	100%	4/28/2023	\$91,000,000	\$650	-
<b>6</b> 139 Shuman Ave	★★★★★	1984	265,167	0%	10/13/2023	\$54,100,000	\$204	-
<b>7</b> 1 Technology Dr	★★★★★	1982	186,591	0%	10/4/2023	\$53,100,000	\$285	-
<b>8</b> 57 Littlefield St	★★★★★	1974	383,225	0%	7/27/2023	\$47,250,000	\$123	-
<b>9</b> Monogram Food Solutions 51 Research Dr	★★★★★	2022	135,000	0%	12/29/2022	\$43,000,000	\$319	-
<b>10</b> Building E 35 Gatehouse Dr	★★★★★	2009	42,000	0%	12/29/2022	\$39,661,210	\$944	-
<b>11</b> 37 S Hunt Rd	★★★★★	1999	78,045	0%	5/24/2023	\$37,750,000	\$484	-
<b>12</b> 176 Grove St	★★★★★	1987	169,968	0%	7/27/2023	\$29,500,000	\$174	-
<b>13</b> 206 Grove St	★★★★★	2021	150,000	0%	7/27/2023	\$28,000,000	\$187	-
<b>14</b> 40-44 Sturtevant St	★★★★★	2004	117,000	0%	7/3/2023	\$26,785,714	\$229	-
<b>15</b> Six Andover Tech Center 6 Technology Dr	★★★★★	1985	128,400	0%	7/5/2023	\$23,780,000	\$185	-
<b>16</b> 571 E First St	★★★★★	1950	40,848	0%	8/21/2023	\$23,500,000	\$575	-
<b>17</b> 71 Cherry Hill Dr	★★★★★	1987	100,928	0%	3/31/2023	\$23,100,000	\$229	7.1%
<b>18</b> 1 First Ave	★★★★★	1964	132,671	0%	7/27/2023	\$23,000,000	\$173	-
<b>19</b> Canton Commerce Center 85 John Rd	★★★★★	1998	94,356	0%	8/29/2023	\$22,750,000	\$241	-
<b>20</b> Bldg 2 40 Kenwood Cir	★★★★★	1998	120,000	10.9%	8/18/2023	\$22,611,919	\$188	-

Boston's economy has experienced a period of faster growth than the overall U.S. economy for several years, driven by a highly educated workforce that supports the metro area's knowledge-oriented industries.

According to the Census Bureau's American Community Survey 2022, over 51% of adults in Boston aged 25 or older hold at least a bachelor's degree, and nearly 24% hold a graduate or professional degree. This makes Boston one of only six metropolitan areas with at least 1 million residents in which a majority of adults have a bachelor's degree and one of only five in which more than a fifth have a graduate degree. Nationally, the percentages are 36.7% and 14.0%, respectively.

Because of this, the local economy is heavily weighted toward organizations operating in information, professional and business services, education and health services, and financial activities. This is evident in the list of the metro's largest employers, which includes healthcare systems Mass General, Beth Israel, and Dana-Farber; universities Harvard, MIT, Boston University, and Northeastern; and financial giants Fidelity, Mass Mutual, and John Hancock.

Advanced biotechnology research is a particular strength of the local economy, especially in Cambridge, which can lay claim to being the world's leading center for life sciences research and development. AstraZeneca, Moderna, Sanofi, Takeda, and Vertex Pharmaceuticals headline a long list of both established and emerging firms that helped Boston's economy grow by nearly 13% from 2017-21, compared to just over 9% for the U.S. The industry has faced challenges over the past year, as rapidly increasing interest rates have slowed the flow of venture capital funding into biotech startups. Still, the long-term drivers of demand remain in place.

Despite the relative strength of the Boston economy, overall employment was hit harder by the pandemic—and took longer to recover—than the nation

at large. Boston lost 17.5% of its jobs in just two months in early 2020, versus 14.4% for the U.S. It took a full three years for employment in the Boston metro to return to its February 2020 levels, which was about eight months longer than for the U.S. It has now recovered enough to match the nation's overall growth rate, though it still lags the accelerated pace of growth on display from 2016-20.

High-paying jobs are often associated with a high cost of living, and Boston is no exception. Apartment rents in Boston currently average \$2,700/month and are among the nation's highest, trailing only the metro areas in and around New York City and the San Francisco Bay Area. Similarly, house prices are much higher than the national average. According to the National Association of Realtors, the median sale price of an existing home in the Boston metro area was \$745,100 in 23Q3, 83% above the national mark of \$406,900. This figure placed Boston behind only Naples, Florida, among markets on the East Coast.

Residents have enjoyed some small relative respite in inflation, however. From September 2021 to September 2023, consumer prices rose a total of 11% in Boston, lower than the 12.2% rise that occurred nationally.

More broadly, Boston has endured less pronounced outmigration than other gateway markets and has avoided some of the rise in social problems that coincided with the pandemic, though opioid abuse is a glaring counterexample. Per capita overdose deaths in Massachusetts were 13.5% higher than the national average in 2021.

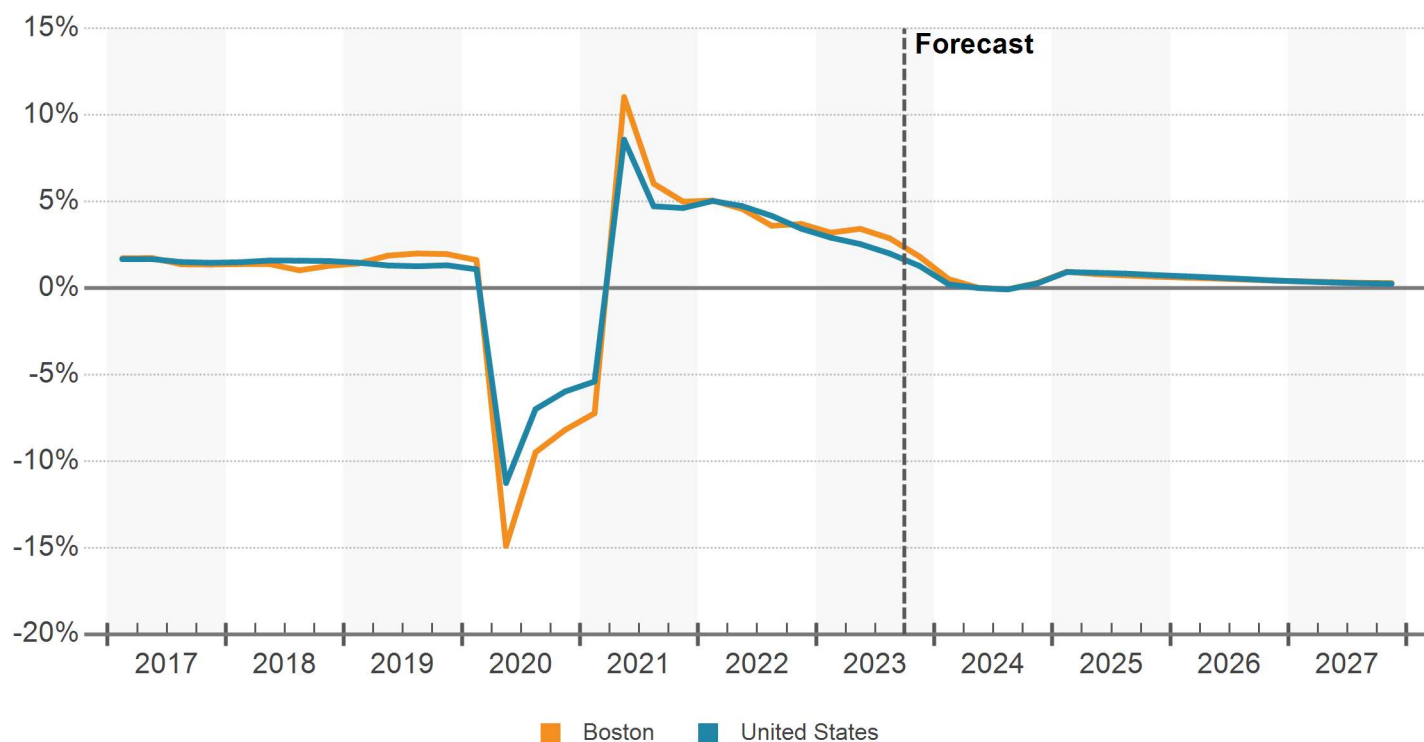
Looking ahead, Boston appears poised for relatively strong economic performance. The presence of vital industries, a capable labor force, and a generally high, if expensive, quality of life position the market well compared to the nation and peer markets.

### BOSTON 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	171	0.7	0.77%	0.14%	-0.26%	0.73%	-0.29%	0.07%
Trade, Transportation and Utilities	413	0.8	1.28%	0.22%	0.26%	1.07%	-0.21%	0.13%
Retail Trade	238	0.8	0.01%	0.45%	-0.42%	0.25%	-0.09%	0.09%
Financial Activities	204	1.2	1.24%	0.65%	1.27%	1.46%	0.00%	0.14%
Government	310	0.7	0.98%	1.66%	0.34%	0.37%	0.27%	0.39%
Natural Resources, Mining and Construction	132	0.8	4.10%	1.72%	3.76%	2.37%	1.13%	0.26%
Education and Health Services	619	1.3	3.70%	3.27%	1.79%	1.88%	0.51%	0.65%
Professional and Business Services	579	1.4	1.96%	0.85%	2.54%	2.03%	0.45%	0.50%
Information	89	1.6	-2.11%	-2.56%	1.48%	1.12%	0.73%	0.32%
Leisure and Hospitality	270	0.9	3.33%	3.24%	0.83%	1.49%	1.19%	0.83%
Other Services	105	1.0	0.84%	1.87%	0.53%	0.65%	0.69%	0.26%
<b>Total Employment</b>	<b>2,893</b>	<b>1.0</b>	<b>2.05%</b>	<b>1.43%</b>	<b>1.30%</b>	<b>1.32%</b>	<b>0.39%</b>	<b>0.40%</b>

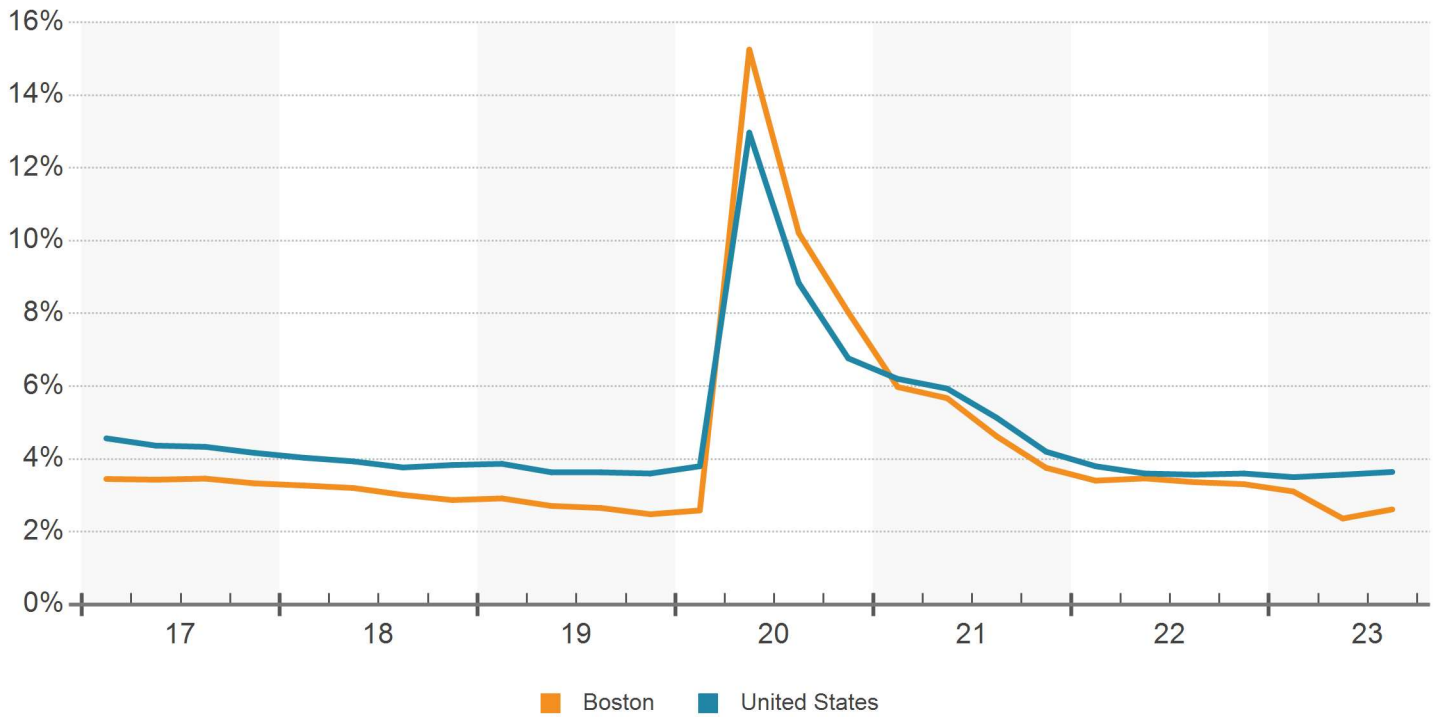
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)

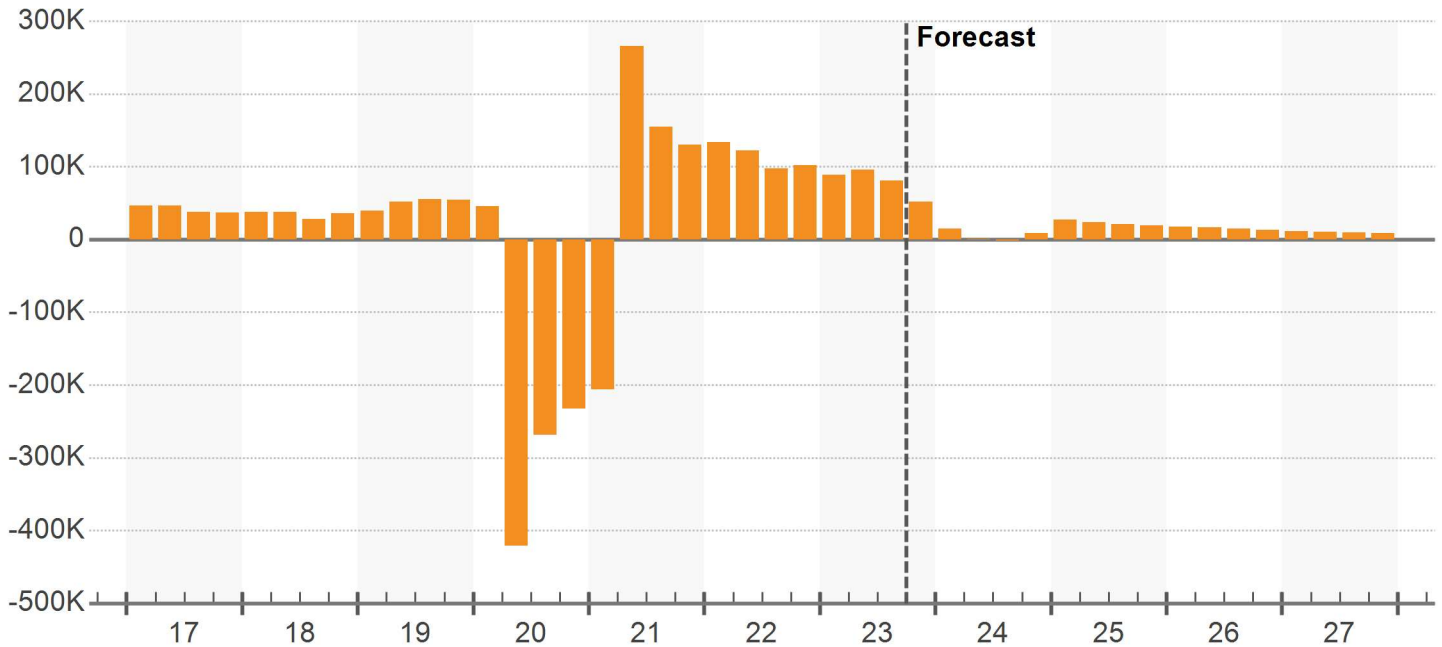


Source: Oxford Economics

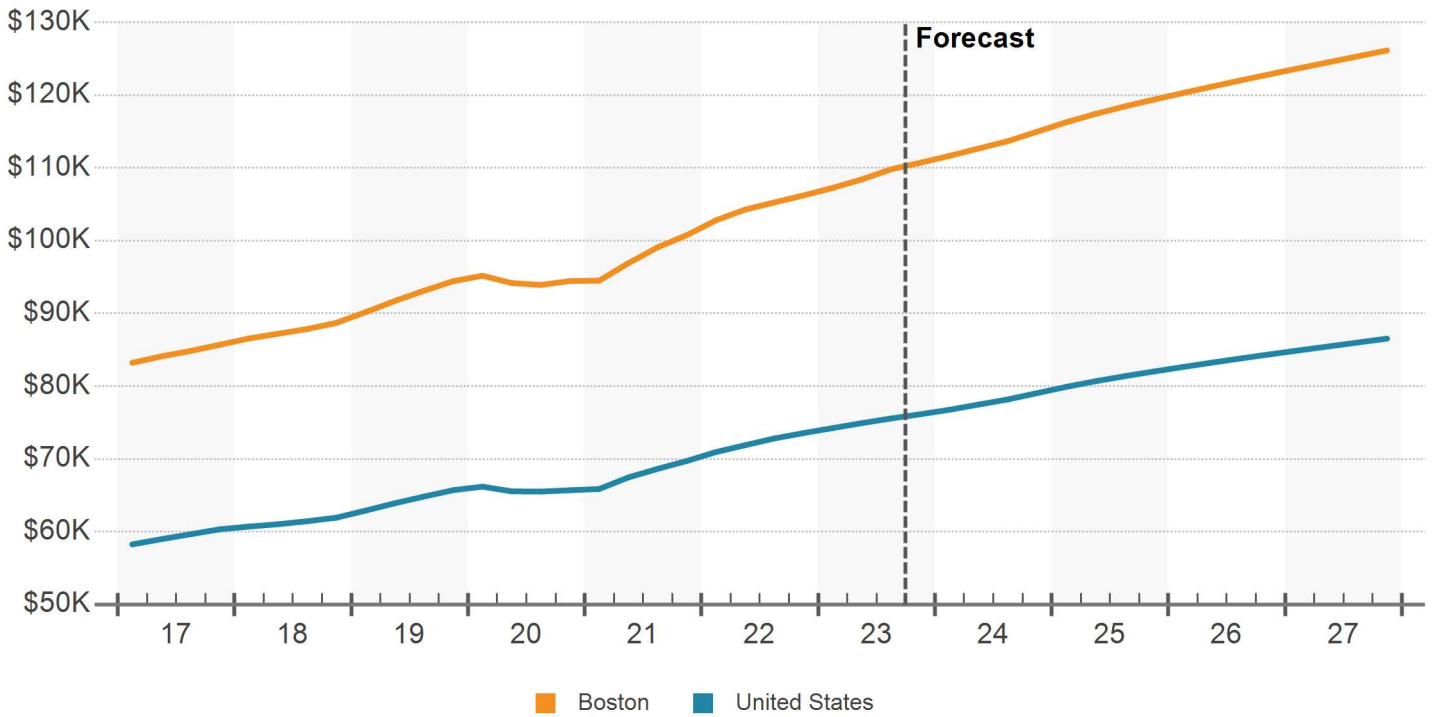
## UNEMPLOYMENT RATE (%)



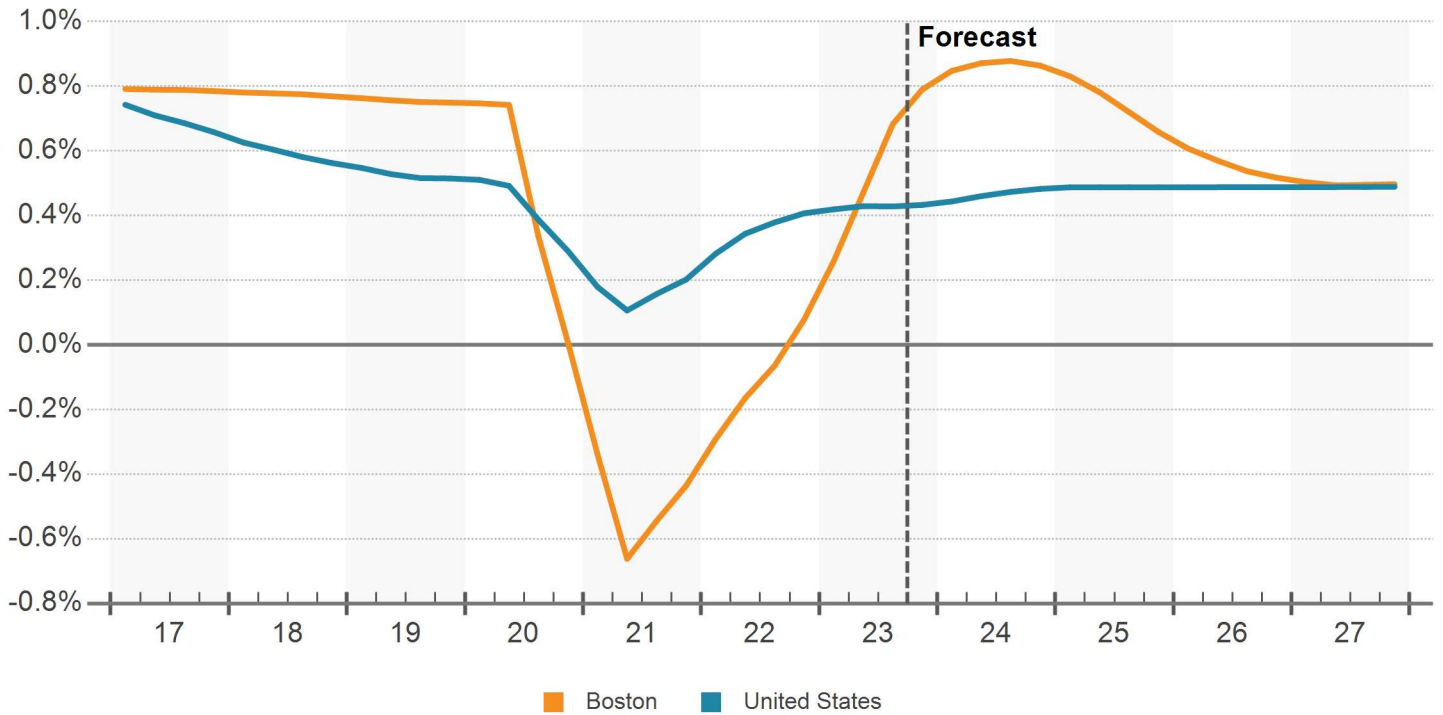
## NET EMPLOYMENT CHANGE (YOY)



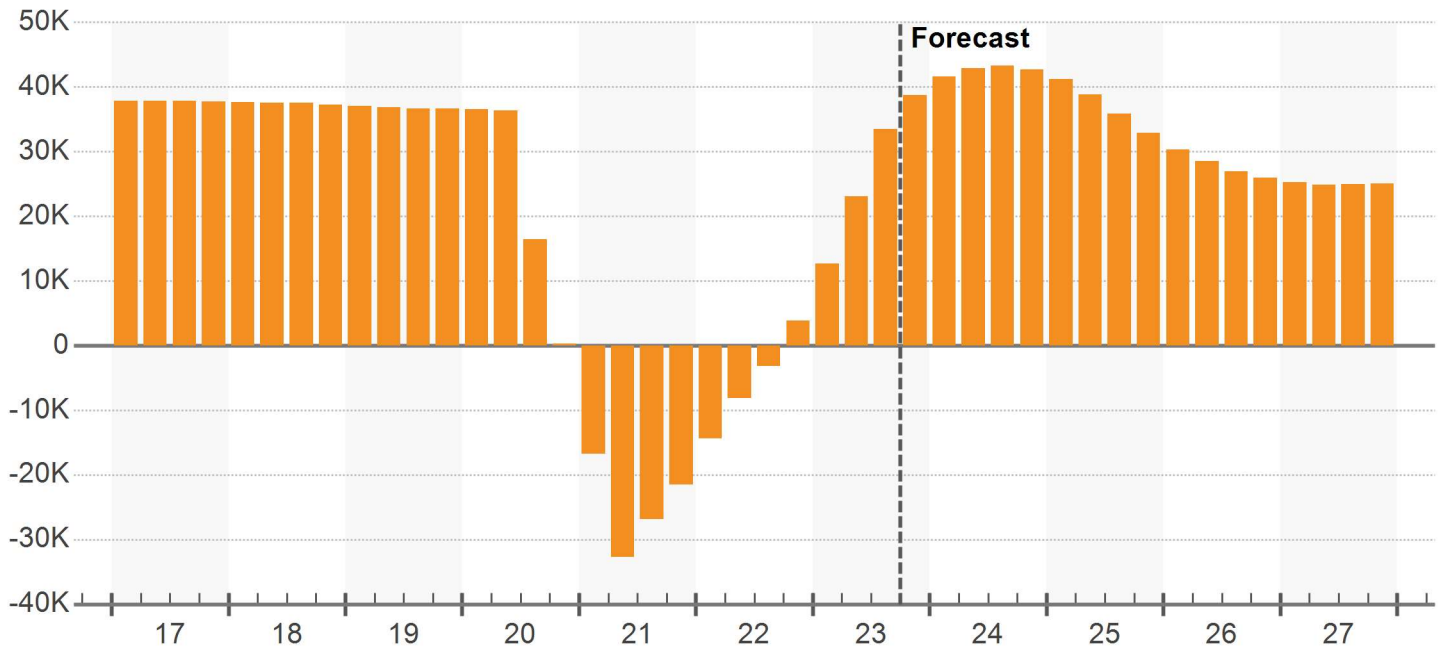
## MEDIAN HOUSEHOLD INCOME



## POPULATION GROWTH (YOY %)



## NET POPULATION CHANGE (YOY)

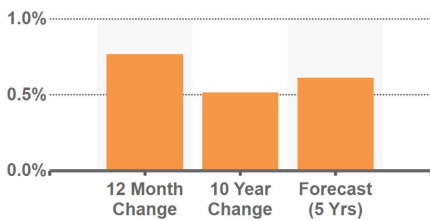


## DEMOGRAPHIC TRENDS

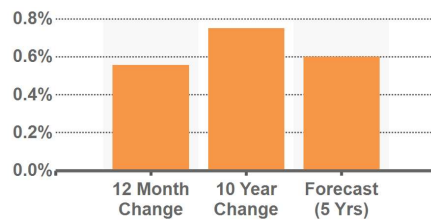
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	4,942,686	335,024,188	0.8%	0.4%	0.5%	0.5%	0.6%	0.5%
Households	1,968,869	130,790,219	0.9%	0.6%	1.0%	0.9%	0.7%	0.6%
Median Household Income	\$110,508	\$76,022	4.2%	3.6%	4.2%	3.8%	3.2%	3.1%
Labor Force	2,734,383	167,567,219	0.6%	1.8%	0.7%	0.8%	0.6%	0.2%
Unemployment	2.6%	3.6%	-0.7%	0%	-0.3%	-0.3%	-	-

Source: Oxford Economics

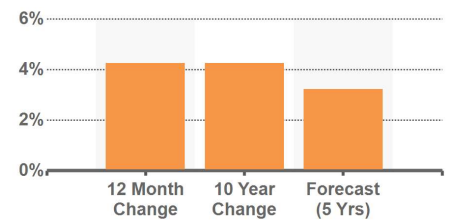
### POPULATION GROWTH



### LABOR FORCE GROWTH

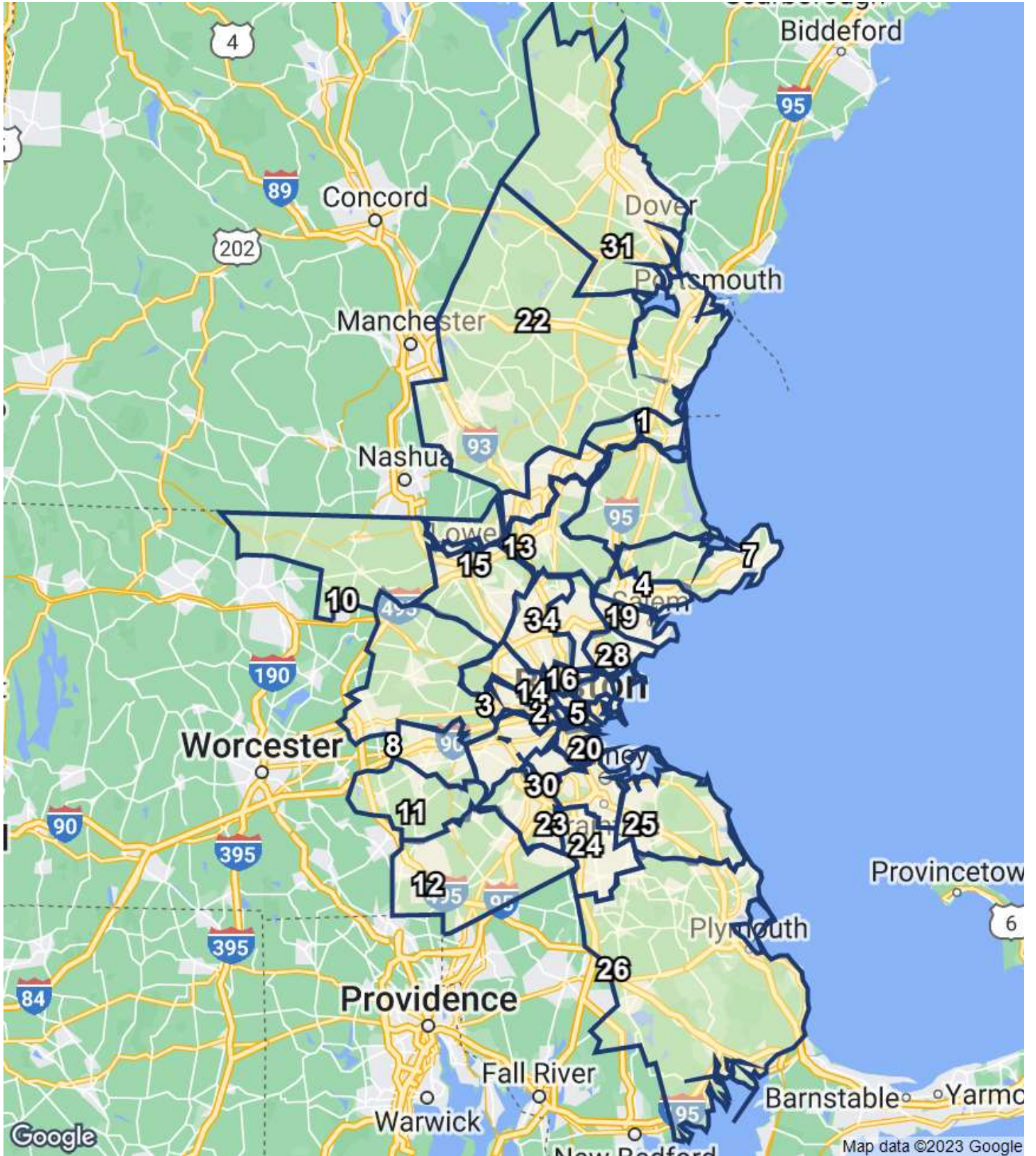


### INCOME GROWTH



Source: Oxford Economics

## BOSTON 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	Amesbury/Ipswich	340	9,074	2.5%	13	1	50	0.6%	14	0	-	-	-
2	Brighton/Fenway	81	2,484	0.7%	29	0	0	0%	-	0	-	-	-
3	Concord/Maynard	531	20,433	5.7%	8	6	177	0.9%	8	1	100	0.5%	9
4	Danvers/Beverly	191	6,666	1.9%	19	1	96	1.4%	11	1	43	0.6%	10
5	Downtown Boston	120	4,927	1.4%	22	0	0	0%	-	0	-	-	-
6	E Cambridge	27	859	0.2%	34	0	0	0%	-	0	-	-	-
7	Essex/Gloucester	135	3,494	1.0%	28	0	0	0%	-	0	-	-	-
8	Framingham/Natick	208	6,188	1.7%	21	1	127	2.0%	10	0	-	-	-
9	Ft Pt Chan/S Boston	91	4,627	1.3%	25	0	0	0%	-	2	398	8.6%	4
10	Groton/Townsend	229	7,980	2.2%	16	2	12	0.2%	18	1	11	0.1%	15
11	Hopkinton/Holliston	197	7,700	2.1%	17	1	9	0.1%	19	0	-	-	-
12	I-95 Corridor South	536	23,296	6.5%	5	8	1,026	4.4%	1	9	740	3.2%	2
13	Lawrence/Andover	527	29,779	8.3%	1	4	410	1.4%	3	4	4,157	14.0%	1
14	Lexington/Arlington	71	2,348	0.7%	30	0	0	0%	-	2	345	14.7%	6
15	Lowell/Chelmsford	590	26,751	7.5%	4	3	270	1.0%	4	4	385	1.4%	5
16	Medford/Malden	209	4,826	1.3%	23	0	0	0%	-	0	-	-	-
17	Mid-Cambridge	38	1,037	0.3%	33	0	0	0%	-	0	-	-	-
18	Newton/Dover	158	3,973	1.1%	27	2	23	0.6%	17	0	-	-	-
19	Peabody/Salem	224	9,295	2.6%	12	1	5	0.1%	20	0	-	-	-
20	Quincy/Braintree	258	9,914	2.8%	11	0	0	0%	-	0	-	-	-
21	Reading/Melrose	77	1,781	0.5%	31	1	94	5.3%	12	0	-	-	-
22	Rockingham	803	28,963	8.1%	2	6	258	0.9%	5	1	23	0.1%	14
23	Route 1 South	386	17,950	5.0%	9	0	0	0%	-	0	-	-	-
24	Route 24	598	21,394	6.0%	7	3	200	0.9%	7	1	40	0.2%	11
25	Route 3 Corridor	268	6,334	1.8%	20	1	3	0.1%	21	0	-	-	-
26	Route 3 South	684	22,050	6.2%	6	13	775	3.5%	2	2	299	1.4%	7
27	Roxbury/Dorchester	382	7,993	2.2%	15	1	50	0.6%	14	2	37	0.5%	13
28	Saugus/Lynn	135	4,678	1.3%	24	0	0	0%	-	0	-	-	-
29	Somerville/Chelsea	411	11,338	3.2%	10	1	143	1.3%	9	3	194	1.7%	8
30	South Suffolk County	119	4,445	1.2%	26	2	59	1.3%	13	0	-	-	-
31	Stafford County	207	7,312	2.0%	18	1	30	0.4%	16	1	40	0.5%	11
32	W Cambridge	66	1,464	0.4%	32	0	0	0%	-	0	-	-	-
33	Waltham/Watertown	319	8,267	2.3%	14	0	0	0%	-	0	-	-	-
34	Wilmington/Winchester	723	28,725	8.0%	3	3	236	0.8%	6	2	470	1.6%	3



### SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Amesbury/Ipswich	\$14.43	23	6.8%	16	2.3%	25
2	Brighton/Fenway	\$35.29	3	5.4%	29	3.5%	5
3	Concord/Maynard	\$14.67	21	6.4%	19	3.0%	7
4	Danvers/Beverly	\$17.82	14	6.2%	23	2.5%	17
5	Downtown Boston	\$25.30	7	7.3%	8	2.3%	27
6	E Cambridge	\$35.33	2	5.0%	32	3.7%	2
7	Essex/Gloucester	\$15.76	17	6.9%	13	2.5%	16
8	Framingham/Natick	\$15.45	18	6.2%	24	2.6%	14
9	Ft Pt Chan/S Boston	\$21.84	9	7.1%	11	2.4%	23
10	Groton/Townsend	\$12.69	31	7.5%	7	1.3%	34
11	Hopkinton/Holliston	\$12.49	32	5.8%	28	2.9%	8
12	I-95 Corridor South	\$13.05	28	7.7%	4	2.3%	29
13	Lawrence/Andover	\$13.08	27	7.5%	6	2.4%	24
14	Lexington/Arlington	\$31.69	5	4.6%	34	3.6%	4
15	Lowell/Chelmsford	\$14.37	24	6.4%	20	2.8%	12
16	Medford/Malden	\$19.78	11	7.1%	12	2.1%	31
17	Mid-Cambridge	\$42.73	1	4.8%	33	3.8%	1
18	Newton/Dover	\$24.85	8	6.0%	27	2.8%	10
19	Peabody/Salem	\$15.81	16	6.4%	21	2.3%	26
20	Quincy/Braintree	\$14.47	22	7.8%	3	2.4%	22
21	Reading/Melrose	\$18.73	13	6.4%	22	2.8%	13
22	Rockingham	\$12.83	30	6.7%	18	2.1%	32
23	Route 1 South	\$14.16	25	6.9%	14	2.8%	11
24	Route 24	\$11.59	33	8.0%	2	2.2%	30
25	Route 3 Corridor	\$14.06	26	6.1%	25	2.5%	18
26	Route 3 South	\$12.83	29	7.7%	5	2.4%	21
27	Roxbury/Dorchester	\$21.31	10	7.2%	10	2.3%	28
28	Saugus/Lynn	\$15.09	19	6.9%	15	1.5%	33
29	Somerville/Chelsea	\$19.28	12	7.3%	9	2.6%	15
30	South Suffolk County	\$14.68	20	8.9%	1	2.4%	20
31	Stafford County	\$10.06	34	6.1%	26	2.5%	19
32	W Cambridge	\$32.23	4	5.3%	31	3.7%	3
33	Waltham/Watertown	\$27.08	6	5.3%	30	3.3%	6
34	Wilmington/Winchester	\$17.51	15	6.8%	17	2.8%	9

### SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Amesbury/Ipswich	172,904	1.9%	4	48,912	0.5%	10	1.0
2	Brighton/Fenway	642,193	25.9%	34	(44,055)	-1.8%	22	-
3	Concord/Maynard	885,863	4.3%	13	(620,566)	-3.0%	34	-
4	Danvers/Beverly	94,506	1.4%	2	121,596	1.8%	4	0.8
5	Downtown Boston	377,561	7.7%	28	8,068	0.2%	14	-
6	E Cambridge	8,500	1.0%	1	0	0%	-	-
7	Essex/Gloucester	94,764	2.7%	7	(40,314)	-1.2%	21	-
8	Framingham/Natick	155,526	2.5%	5	65,059	1.1%	8	1.8
9	Ft Pt Chan/S Boston	162,838	3.5%	8	(80,751)	-1.7%	26	-
10	Groton/Townsend	142,222	1.8%	3	(60,322)	-0.8%	24	-
11	Hopkinton/Holliston	366,687	4.8%	17	60,882	0.8%	9	0.1
12	I-95 Corridor South	1,823,105	7.8%	30	(258,930)	-1.1%	31	-
13	Lawrence/Andover	1,255,595	4.2%	12	17,793	0.1%	12	22.8
14	Lexington/Arlington	226,699	9.7%	32	(150,697)	-6.4%	30	-
15	Lowell/Chelmsford	2,086,572	7.8%	29	211,929	0.8%	2	1.2
16	Medford/Malden	445,300	9.2%	31	(74,616)	-1.5%	25	-
17	Mid-Cambridge	52,703	5.1%	20	(39,417)	-3.8%	20	-
18	Newton/Dover	144,931	3.6%	9	14,456	0.4%	13	1.6
19	Peabody/Salem	435,780	4.7%	15	(94,674)	-1.0%	27	-
20	Quincy/Braintree	380,715	3.8%	11	71,371	0.7%	7	-
21	Reading/Melrose	120,594	6.8%	27	(21,041)	-1.2%	18	-
22	Rockingham	1,403,561	4.8%	18	(283,066)	-1.0%	32	-
23	Route 1 South	1,020,458	5.7%	23	(114,184)	-0.6%	28	-
24	Route 24	968,866	4.5%	14	155,074	0.7%	3	1.3
25	Route 3 Corridor	237,972	3.8%	10	(26,270)	-0.4%	19	-
26	Route 3 South	1,091,425	4.9%	19	739,135	3.4%	1	1.0
27	Roxbury/Dorchester	376,766	4.7%	16	26,023	0.3%	11	0.1
28	Saugus/Lynn	240,827	5.1%	21	4,914	0.1%	15	-
29	Somerville/Chelsea	748,550	6.6%	26	(138,685)	-1.2%	29	-
30	South Suffolk County	478,348	10.8%	33	98,010	2.2%	6	0.6
31	Stafford County	478,088	6.5%	25	120,229	1.6%	5	0.2
32	W Cambridge	38,745	2.6%	6	(3,355)	-0.2%	17	-
33	Waltham/Watertown	536,149	6.5%	24	(55,029)	-0.7%	23	-
34	Wilmington/Winchester	1,479,076	5.1%	22	(382,120)	-1.3%	33	-

### OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	360,029,222	(304,825)	-0.1%	(397,000)	-0.1%	-
2026	360,334,047	(1,422,657)	-0.4%	58,520	0%	-
2025	361,756,704	(1,404,879)	-0.4%	577,013	0.2%	-
2024	363,161,583	4,563,810	1.3%	1,488,166	0.4%	3.1
2023	358,597,773	3,555,753	1.0%	(186,939)	-0.1%	-
YTD	358,285,578	3,243,558	0.9%	(893,303)	-0.2%	-
2022	355,042,020	1,381,684	0.4%	1,963,078	0.6%	0.7
2021	353,660,336	1,133,754	0.3%	1,508,858	0.4%	0.8
2020	352,526,582	(225,744)	-0.1%	960,785	0.3%	-
2019	352,752,326	424,588	0.1%	889,104	0.3%	0.5
2018	352,327,738	358,458	0.1%	2,821,379	0.8%	0.1
2017	351,969,280	(523,182)	-0.1%	(24,279)	0%	-
2016	352,492,462	(1,672,601)	-0.5%	2,389,413	0.7%	-
2015	354,165,063	(772,269)	-0.2%	723,616	0.2%	-
2014	354,937,332	(959,005)	-0.3%	3,906,282	1.1%	-
2013	355,896,337	(2,233,575)	-0.6%	3,801,696	1.1%	-
2012	358,129,912	(2,120,038)	-0.6%	(1,104,892)	-0.3%	-
2011	360,249,950	(2,094,701)	-0.6%	(474,560)	-0.1%	-

### SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	81,766,877	(378,470)	-0.5%	(271,324)	-0.3%	-
2026	82,145,347	(429,958)	-0.5%	(24,060)	0%	-
2025	82,575,305	(452,727)	-0.5%	27,340	0%	-
2024	83,028,032	(8,254)	0%	(915,825)	-1.1%	-
2023	83,036,286	(367,350)	-0.4%	(1,155,694)	-1.4%	-
YTD	83,036,286	(367,350)	-0.4%	(824,665)	-1.0%	-
2022	83,403,636	(566,480)	-0.7%	251,762	0.3%	-
2021	83,970,116	(269,478)	-0.3%	(951,296)	-1.1%	-
2020	84,239,594	(541,515)	-0.6%	(350,741)	-0.4%	-
2019	84,781,109	595,370	0.7%	309,275	0.4%	1.9
2018	84,185,739	(371,611)	-0.4%	1,069,957	1.3%	-
2017	84,557,350	(584,318)	-0.7%	559,711	0.7%	-
2016	85,141,668	(272,049)	-0.3%	(60,590)	-0.1%	-
2015	85,413,717	(1,364,811)	-1.6%	(10,726)	0%	-
2014	86,778,528	(147,429)	-0.2%	1,377,788	1.6%	-
2013	86,925,957	(1,130,643)	-1.3%	849,476	1.0%	-
2012	88,056,600	(1,140,719)	-1.3%	(592,146)	-0.7%	-
2011	89,197,319	(846,308)	-0.9%	(395,140)	-0.4%	-

### LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	176,739,475	317,097	0.2%	173,947	0.1%	1.8
2026	176,422,378	(559,921)	-0.3%	164,663	0.1%	-
2025	176,982,299	(524,563)	-0.3%	337,320	0.2%	-
2024	177,506,862	4,312,850	2.5%	3,209,085	1.8%	1.3
2023	173,194,012	3,513,198	2.1%	1,954,968	1.1%	1.8
YTD	172,881,817	3,201,003	1.9%	708,007	0.4%	4.5
2022	169,680,814	1,265,669	0.8%	1,009,068	0.6%	1.3
2021	168,415,145	1,065,401	0.6%	1,932,900	1.1%	0.6
2020	167,349,744	958,032	0.6%	1,768,353	1.1%	0.5
2019	166,391,712	(14,447)	0%	638,855	0.4%	-
2018	166,406,159	1,257,194	0.8%	1,468,358	0.9%	0.9
2017	165,148,965	5,262	0%	(537,347)	-0.3%	-
2016	165,143,703	(1,394,662)	-0.8%	1,602,861	1.0%	-
2015	166,538,365	998,431	0.6%	360,787	0.2%	2.8
2014	165,539,934	(649,415)	-0.4%	1,128,687	0.7%	-
2013	166,189,349	(632,485)	-0.4%	2,364,482	1.4%	-
2012	166,821,834	(1,037,614)	-0.6%	(504,740)	-0.3%	-
2011	167,859,448	(1,022,296)	-0.6%	(390,069)	-0.2%	-

### FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	101,522,870	(243,452)	-0.2%	(299,623)	-0.3%	-
2026	101,766,322	(432,778)	-0.4%	(82,083)	-0.1%	-
2025	102,199,100	(427,589)	-0.4%	212,353	0.2%	-
2024	102,626,689	259,214	0.3%	(805,094)	-0.8%	-
2023	102,367,475	409,905	0.4%	(986,213)	-1.0%	-
YTD	102,367,475	409,905	0.4%	(776,645)	-0.8%	-
2022	101,957,570	682,495	0.7%	702,248	0.7%	1.0
2021	101,275,075	337,831	0.3%	527,254	0.5%	0.6
2020	100,937,244	(642,261)	-0.6%	(456,827)	-0.5%	-
2019	101,579,505	(156,335)	-0.2%	(59,026)	-0.1%	-
2018	101,735,840	(527,125)	-0.5%	283,064	0.3%	-
2017	102,262,965	55,874	0.1%	(46,643)	0%	-
2016	102,207,091	(5,890)	0%	847,142	0.8%	-
2015	102,212,981	(405,889)	-0.4%	373,555	0.4%	-
2014	102,618,870	(162,161)	-0.2%	1,399,807	1.4%	-
2013	102,781,031	(470,447)	-0.5%	587,738	0.6%	-
2012	103,251,478	58,295	0.1%	(8,006)	0%	-
2011	103,193,183	(226,097)	-0.2%	310,649	0.3%	-

### OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$18.88	227	3.9%	29.2%	18,560,469	5.2%	0%
2026	\$18.18	218	5.4%	24.4%	18,451,093	5.1%	-0.4%
2025	\$17.24	207	5.2%	18.0%	19,912,820	5.5%	-0.5%
2024	\$16.39	197	5.1%	12.1%	21,874,961	6.0%	0.8%
2023	\$15.59	187	6.7%	6.7%	18,780,225	5.2%	1.0%
YTD	\$15.54	186	6.8%	6.3%	19,174,389	5.4%	1.1%
2022	\$14.62	175	9.6%	0%	15,037,528	4.2%	-0.2%
2021	\$13.33	160	8.4%	-8.8%	15,618,922	4.4%	-0.1%
2020	\$12.30	148	6.0%	-15.8%	15,997,226	4.5%	-0.3%
2019	\$11.60	139	6.3%	-20.6%	17,171,755	4.9%	-0.2%
2018	\$10.92	131	6.5%	-25.3%	17,824,894	5.1%	-0.7%
2017	\$10.25	123	5.7%	-29.9%	20,272,015	5.8%	-0.1%
2016	\$9.70	116	4.7%	-33.7%	20,741,736	5.9%	-1.1%
2015	\$9.27	111	5.0%	-36.6%	24,824,532	7.0%	-0.4%
2014	\$8.83	106	4.0%	-39.6%	26,296,791	7.4%	-1.4%
2013	\$8.49	102	3.0%	-41.9%	31,184,204	8.8%	-1.6%
2012	\$8.24	99	1.8%	-43.6%	37,219,575	10.4%	-0.2%
2011	\$8.09	97	0.5%	-44.6%	38,236,421	10.6%	-0.4%

### SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$17.55	230	4.0%	29.8%	2,751,698	3.4%	-0.1%
2026	\$16.88	221	5.6%	24.8%	2,854,451	3.5%	-0.5%
2025	\$15.99	210	5.3%	18.2%	3,256,132	3.9%	-0.6%
2024	\$15.17	199	5.3%	12.2%	3,732,077	4.5%	1.1%
2023	\$14.41	189	6.5%	6.5%	2,820,685	3.4%	1.0%
YTD	\$14.39	189	7.1%	6.4%	2,489,656	3.0%	0.6%
2022	\$13.53	177	11.2%	0%	2,032,341	2.4%	-1.0%
2021	\$12.17	160	9.4%	-10.1%	2,850,583	3.4%	0.8%
2020	\$11.12	146	7.2%	-17.8%	2,168,765	2.6%	-0.2%
2019	\$10.37	136	6.3%	-23.3%	2,359,539	2.8%	0.1%
2018	\$9.76	128	6.9%	-27.9%	2,227,067	2.6%	-1.7%
2017	\$9.13	120	7.3%	-32.5%	3,668,635	4.3%	-1.3%
2016	\$8.51	112	3.6%	-37.1%	4,812,664	5.7%	-0.2%
2015	\$8.21	108	5.3%	-39.3%	5,024,123	5.9%	-1.5%
2014	\$7.80	102	3.6%	-42.4%	6,378,208	7.3%	-1.7%
2013	\$7.53	99	1.8%	-44.3%	7,903,425	9.1%	-2.1%
2012	\$7.40	97	1.0%	-45.3%	9,883,544	11.2%	-0.5%
2011	\$7.32	96	0.3%	-45.9%	10,432,117	11.7%	-0.4%

### LOGISTICS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$17.21	246	4.0%	31.6%	7,302,850	4.1%	0.1%
2026	\$16.55	237	5.5%	26.6%	7,151,458	4.1%	-0.4%
2025	\$15.69	224	5.3%	19.9%	7,866,312	4.4%	-0.5%
2024	\$14.90	213	5.2%	13.9%	8,717,309	4.9%	0.5%
2023	\$14.16	202	8.3%	8.3%	7,602,989	4.4%	0.8%
YTD	\$14.12	202	8.6%	8.0%	8,537,750	4.9%	1.4%
2022	\$13.08	187	11.7%	0%	6,044,754	3.6%	0.1%
2021	\$11.71	167	10.1%	-10.4%	5,788,153	3.4%	-0.5%
2020	\$10.64	152	6.7%	-18.7%	6,655,652	4.0%	-0.5%
2019	\$9.97	143	7.0%	-23.8%	7,434,973	4.5%	-0.4%
2018	\$9.32	133	6.6%	-28.8%	8,119,275	4.9%	-0.2%
2017	\$8.74	125	5.3%	-33.2%	8,330,439	5.0%	0.3%
2016	\$8.30	119	5.3%	-36.5%	7,777,230	4.7%	-1.8%
2015	\$7.88	113	6.3%	-39.7%	10,774,753	6.5%	0.4%
2014	\$7.42	106	4.7%	-43.3%	10,114,183	6.1%	-1.1%
2013	\$7.09	101	3.4%	-45.8%	11,915,211	7.2%	-1.8%
2012	\$6.86	98	1.8%	-47.6%	14,912,178	8.9%	-0.3%
2011	\$6.74	96	1.0%	-48.5%	15,445,052	9.2%	-0.3%

### FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$22.86	204	3.7%	25.9%	8,505,921	8.4%	0.1%
2026	\$22.05	196	5.2%	21.4%	8,445,184	8.3%	-0.3%
2025	\$20.95	187	5.0%	15.4%	8,790,376	8.6%	-0.6%
2024	\$19.96	178	4.9%	9.9%	9,425,575	9.2%	1.0%
2023	\$19.02	169	4.7%	4.7%	8,356,551	8.2%	1.3%
YTD	\$18.95	169	4.5%	4.3%	8,146,983	8.0%	1.1%
2022	\$18.16	162	6.4%	0%	6,960,433	6.8%	-0.1%
2021	\$17.08	152	5.8%	-6.0%	6,980,186	6.9%	-0.2%
2020	\$16.14	144	4.6%	-11.1%	7,172,809	7.1%	-0.2%
2019	\$15.43	137	5.5%	-15.0%	7,377,243	7.3%	-0.1%
2018	\$14.62	130	6.1%	-19.5%	7,478,552	7.4%	-0.7%
2017	\$13.78	123	5.3%	-24.1%	8,272,941	8.1%	0.1%
2016	\$13.08	117	4.6%	-28.0%	8,151,842	8.0%	-0.9%
2015	\$12.51	111	3.4%	-31.1%	9,025,656	8.8%	-0.7%
2014	\$12.10	108	3.5%	-33.4%	9,804,400	9.6%	-1.5%
2013	\$11.68	104	3.2%	-35.7%	11,365,568	11.1%	-1.0%
2012	\$11.32	101	2.3%	-37.6%	12,423,853	12.0%	0.1%
2011	\$11.07	99	0.1%	-39.1%	12,359,252	12.0%	-0.5%

### 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
2027	-	-	-	-	-	-	\$227.01	359	6.8%
2026	-	-	-	-	-	-	\$212.62	336	7.0%
2025	-	-	-	-	-	-	\$193.87	306	7.2%
2024	-	-	-	-	-	-	\$181.74	287	7.3%
2023	-	-	-	-	-	-	\$181.72	287	7.0%
YTD	296	\$1.7B	3.4%	\$7,280,753	\$183.58	6.9%	\$184.39	291	6.9%
2022	506	\$4.1B	4.9%	\$8,998,069	\$245.71	6.3%	\$182.06	288	6.4%
2021	621	\$4.6B	8.7%	\$8,200,074	\$165.39	5.9%	\$168.06	265	6.1%
2020	516	\$4.1B	7.0%	\$9,223,559	\$175.28	7.0%	\$133.47	211	6.8%
2019	477	\$2.5B	5.8%	\$6,174,860	\$138.83	6.8%	\$113.15	179	7.3%
2018	464	\$1.7B	5.6%	\$4,720,908	\$99.59	7.3%	\$102.94	163	7.4%
2017	346	\$1.4B	4.6%	\$4,739,330	\$90.85	7.7%	\$94.55	149	7.5%
2016	442	\$1.8B	6.0%	\$4,468,617	\$89.68	8.4%	\$92.07	145	7.1%
2015	480	\$1.3B	5.6%	\$2,835,127	\$67.83	7.8%	\$87.33	138	7.1%
2014	367	\$949.8M	4.2%	\$2,705,958	\$65.91	6.7%	\$78.19	124	7.6%
2013	350	\$829.4M	3.6%	\$2,591,954	\$67.91	8.3%	\$70.66	112	7.9%
2012	340	\$714.9M	3.5%	\$2,343,970	\$59.06	8.3%	\$66.89	106	8.0%

(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

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
2027	-	-	-	-	-	-	\$209.17	363	6.8%
2026	-	-	-	-	-	-	\$195.76	340	7.0%
2025	-	-	-	-	-	-	\$178.39	310	7.3%
2024	-	-	-	-	-	-	\$167.09	290	7.3%
2023	-	-	-	-	-	-	\$166.82	290	7.0%
YTD	70	\$216.9M	2.1%	\$4,093,301	\$149.78	5.5%	\$169.46	294	6.9%
2022	114	\$601.7M	4.5%	\$5,785,863	\$168.49	5.9%	\$166.71	289	6.4%
2021	112	\$714.2M	6.6%	\$6,674,327	\$130.53	4.4%	\$154.65	269	6.1%
2020	106	\$511.5M	4.8%	\$5,746,672	\$132.73	7.6%	\$121.51	211	6.8%
2019	82	\$475.1M	4.6%	\$6,886,057	\$143.68	6.1%	\$103.25	179	7.3%
2018	86	\$212.2M	4.0%	\$3,120,531	\$68.74	7.6%	\$93.80	163	7.4%
2017	69	\$222.1M	3.9%	\$3,525,393	\$70.53	7.7%	\$85.60	149	7.5%
2016	88	\$294.7M	5.2%	\$3,426,396	\$67.27	8.2%	\$83.55	145	7.2%
2015	110	\$268.2M	5.6%	\$2,506,122	\$60.40	7.8%	\$79.70	138	7.1%
2014	90	\$222.2M	4.2%	\$2,553,674	\$70.33	6.8%	\$71.24	124	7.6%
2013	70	\$104.5M	2.6%	\$1,559,806	\$46.56	8.8%	\$64.51	112	7.9%
2012	70	\$128.5M	3.0%	\$2,008,311	\$50.39	7.2%	\$61.20	106	8.1%

(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.

### 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
2027	-	-	-	-	-	-	\$219.08	368	6.8%
2026	-	-	-	-	-	-	\$204.98	344	7.0%
2025	-	-	-	-	-	-	\$186.68	313	7.2%
2024	-	-	-	-	-	-	\$174.85	293	7.3%
2023	-	-	-	-	-	-	\$174.87	294	6.9%
YTD	151	\$742.4M	4.5%	\$6,239,053	\$139.92	8.8%	\$177.47	298	6.8%
2022	263	\$1.5B	4.7%	\$6,380,878	\$192.17	6.5%	\$175.15	294	6.4%
2021	338	\$2.1B	9.2%	\$7,149,405	\$159.73	6.0%	\$162.48	273	6.0%
2020	283	\$2.2B	8.7%	\$8,733,497	\$155.36	6.4%	\$128.51	216	6.7%
2019	289	\$999.5M	6.4%	\$4,217,503	\$110.59	6.9%	\$107.28	180	7.3%
2018	246	\$737M	5.5%	\$3,941,029	\$93.11	6.8%	\$97.53	164	7.4%
2017	173	\$544.7M	4.4%	\$3,655,498	\$78.79	7.5%	\$89.41	150	7.4%
2016	222	\$746.1M	6.6%	\$3,622,051	\$73.14	8.4%	\$87.07	146	7.1%
2015	246	\$570.3M	6.0%	\$2,458,147	\$60.31	7.0%	\$82.42	138	7.1%
2014	180	\$338.8M	3.8%	\$2,004,787	\$55.26	7.5%	\$73.59	124	7.6%
2013	189	\$346.1M	4.0%	\$2,024,230	\$55.03	8.2%	\$66.20	111	7.9%
2012	169	\$324.6M	3.8%	\$2,094,325	\$54.04	8.5%	\$62.67	105	8.1%

(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.

### 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
2027	-	-	-	-	-	-	\$255.16	343	6.9%
2026	-	-	-	-	-	-	\$239.49	322	7.1%
2025	-	-	-	-	-	-	\$218.85	294	7.3%
2024	-	-	-	-	-	-	\$205.53	276	7.4%
2023	-	-	-	-	-	-	\$205.64	276	7.0%
YTD	75	\$715.2M	2.5%	\$12,330,705	\$302.13	6.8%	\$208.44	280	6.9%
2022	129	\$2B	5.4%	\$17,134,922	\$376.33	6.3%	\$206.44	277	6.5%
2021	171	\$1.7B	9.5%	\$11,286,882	\$195.13	6.6%	\$188.57	253	6.2%
2020	127	\$1.5B	6.0%	\$12,971,910	\$249.68	7.3%	\$151.75	204	6.8%
2019	106	\$982.9M	5.7%	\$10,683,786	\$183.47	7.1%	\$131.33	177	7.3%
2018	132	\$745.6M	7.0%	\$7,169,590	\$123.92	8.1%	\$119.70	161	7.4%
2017	104	\$636.1M	5.7%	\$7,572,295	\$118.25	7.8%	\$110.70	149	7.5%
2016	132	\$753.9M	5.8%	\$6,853,455	\$138.83	8.5%	\$107.63	145	7.1%
2015	124	\$443M	5.0%	\$3,920,640	\$88.65	8.4%	\$101.99	137	7.1%
2014	97	\$388.8M	5.0%	\$4,092,765	\$75.95	5.9%	\$91.78	123	7.5%
2013	91	\$378.8M	4.0%	\$4,619,205	\$102.97	8.3%	\$83.35	112	7.8%
2012	101	\$261.8M	3.6%	\$3,043,704	\$73.79	8.5%	\$78.79	106	8.0%

(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.