



Industrial Market Report

Boston - MA

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INDUSTRIAL MARKET REPORT

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12 Mo Deliveries in SF

4M

12 Mo Net Absorption in SF

(1.1M)

Vacancy Rate

5.4%

12 Mo Rent Growth

5.4%

Boston's industrial market continues to soften as the year transitions, with demand still cooling amidst a generational wave of new supply. Vacancy climbed over 100 basis points to 5.3% during 2023. Net absorption turned negative for the first time since 2012 just as 3.5 million SF of new inventory delivered, the most since 2001.

Nationally, elevated prices and rapidly rising interest rates have created an environment of economic uncertainty for retailers. This has led to a pullback in imports and tapering inventories, despite a strong job market and a surprisingly resilient consumer.

Boston has not been immune to these trends, with slower absorption of logistics space being one result. Added to the mix locally is softening demand for flex space, which comprises a disproportionate share of Boston's industrial inventory and serves the market's numerous biotech research and manufacturing organizations. Altogether, tenants have given back nearly 900,000 SF for the year. This makes 2023 the first calendar year in a decade to see negative net absorption, barring the marginal amount in 2017.

Demand looks to remain muted in the near term, aside from Amazon's expected occupancy of a new 3.8 million SF facility in North Andover sometime in the first half of 2024. The supply situation, however, looks set to lead vacancy above 6% in early 2024, its highest point since

2016Q2. In addition to Amazon's new building, another 2.6 million SF is expected to complete in 2024. The projected 4.6 million SF in net deliveries would match the most on record, last seen in 2000.

Rising vacancy has slowed record rent growth, another trend that looks to continue into 2024. After growing at over 8% in 2021 and nearly 10% in 2022, Boston industrial rent growth slowed to a little less than 7% in 2023. This largely mirrored the national trend, though Boston's comparatively larger share of slower-moving flex rents kept its overall rent acceleration slightly below the national peak. It has also kept it from decelerating as quickly.

Despite the slowdown, rent growth in Boston is projected to remain above 5% for the next few years, well above its 3.7% average during the 2010s. This is in contrast to national industrial rent growth, which is forecast to dip to 3% in 2024 before bouncing back as supply growth slows and the overhang of new space is absorbed.

Boston's outlook is more bullish because recent construction activity, though elevated by local standards, has been much more constrained than it has nationally. Thus, after experiencing a temporary weakening in fundamentals from mid-2022 into early 2024, Boston's industrial market is expected to settle near its long-term averages for vacancy and rent growth.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	173,574,284	4.9%	\$13.84	7.5%	(159,891)	0	6,017,792
Specialized Industrial	83,040,659	3.3%	\$14.18	5.5%	(170,247)	0	301,657
Flex	102,478,859	8.1%	\$19.05	10.0%	(345,697)	0	858,467
Market	359,093,802	5.4%	\$15.39	7.8%	(675,835)	0	7,177,916
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	1.2%	8.0%	5.3%	12.3%	2005 Q1	3.9%	2022 Q2
Net Absorption SF	(1.1M)	265,332	515,391	4,876,198	2008 Q1	(6,114,236)	2004 Q1
Deliveries SF	4M	2,167,055	2,430,424	5,658,393	1999 Q3	245,568	2011 Q4
Rent Growth	5.4%	3.3%	4.6%	10.2%	2022 Q2	-2.7%	2009 Q4
Sales Volume	\$1.7B	\$1.4B	N/A	\$5.2B	2022 Q3	\$351.4M	2011 Q1

Absorption turned negative in Boston 2023 for only the second time in over a decade; the other time was a negligible amount in 2017. Demand has weakened more locally than it has nationally, where absorption slowed considerably in 2023 from its red-hot pace of the prior two years, but nevertheless remained positive.

Boston's industrial tenants have given back over 700,000 SF in the past 12 months, much of it in the warehouse-heavy submarkets of Concord/Maynard and Wilmington/Winchester. One example of a recently vacated warehouse is 3 Nemco Way in Ayer. This 113,000-SF building has sat empty since June when the cooking oil distributor Catania Spagna left to expand by 100,000 SF in the nearby 90 Nemco Way.

Some areas remain in demand in the logistics segment, however, including Lowell/Chelmsford and Route 3 South, on either end of the highway that runs from Cape Cod through Boston and into New Hampshire. Most notable has been sporting goods manufacturer Achushnet's September occupancy of the 556,000-SF distribution center at 175 Kenneth Welch Road in Lakeville, which lies within the Route 3 South submarket.

Absorption is expected to recover in the year ahead, but much of this can be attributed to Amazon's anticipated move-in at 1450 Osgood St. in North Andover in April of

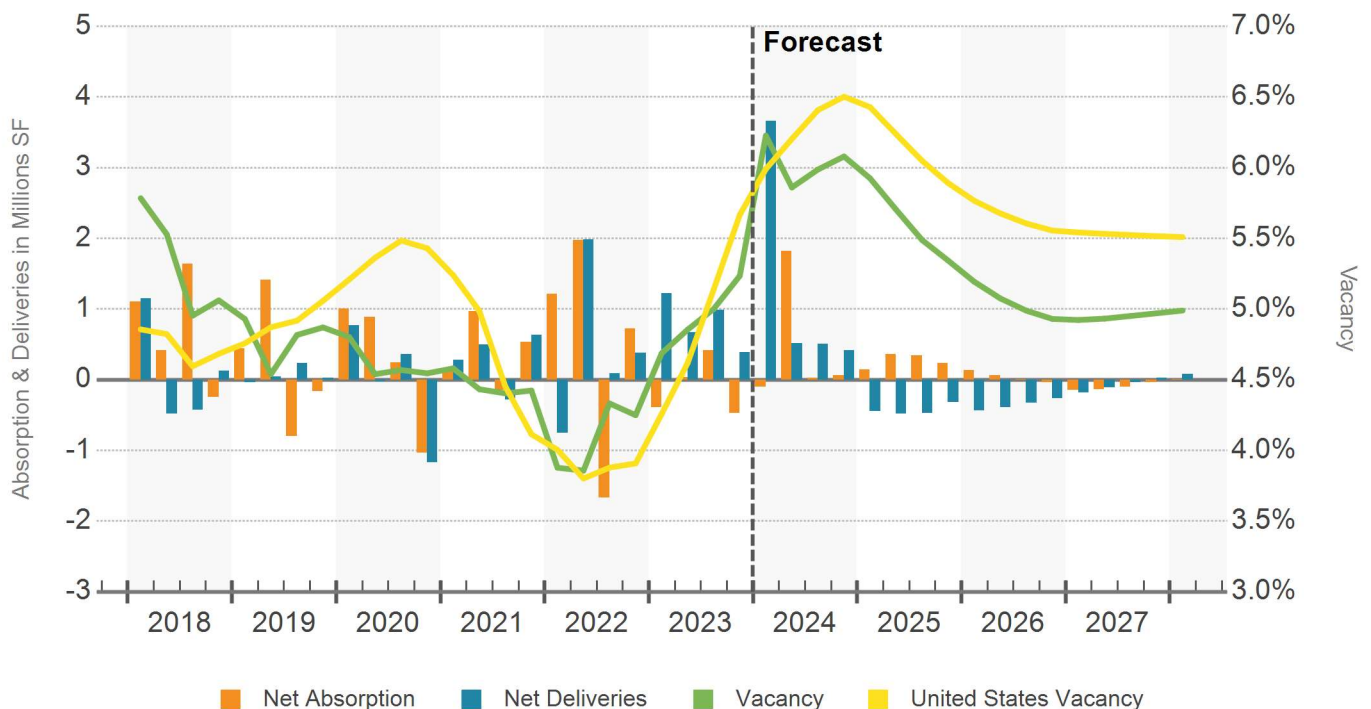
2024. Otherwise, demand looks to remain subdued, as indicated by recent leasing trends.

New leasing volume in Boston was 1.6 million SF in 23Q3, a sharp drop from 2.5 million SF in 23Q2 and the lowest since 19Q2. For context, quarterly leasing volume averaged 2.1 million SF during the 2010s and over 3 million SF in the first 14 quarters of the 2020s. Lower leasing activity will weigh on move-ins in the months ahead.

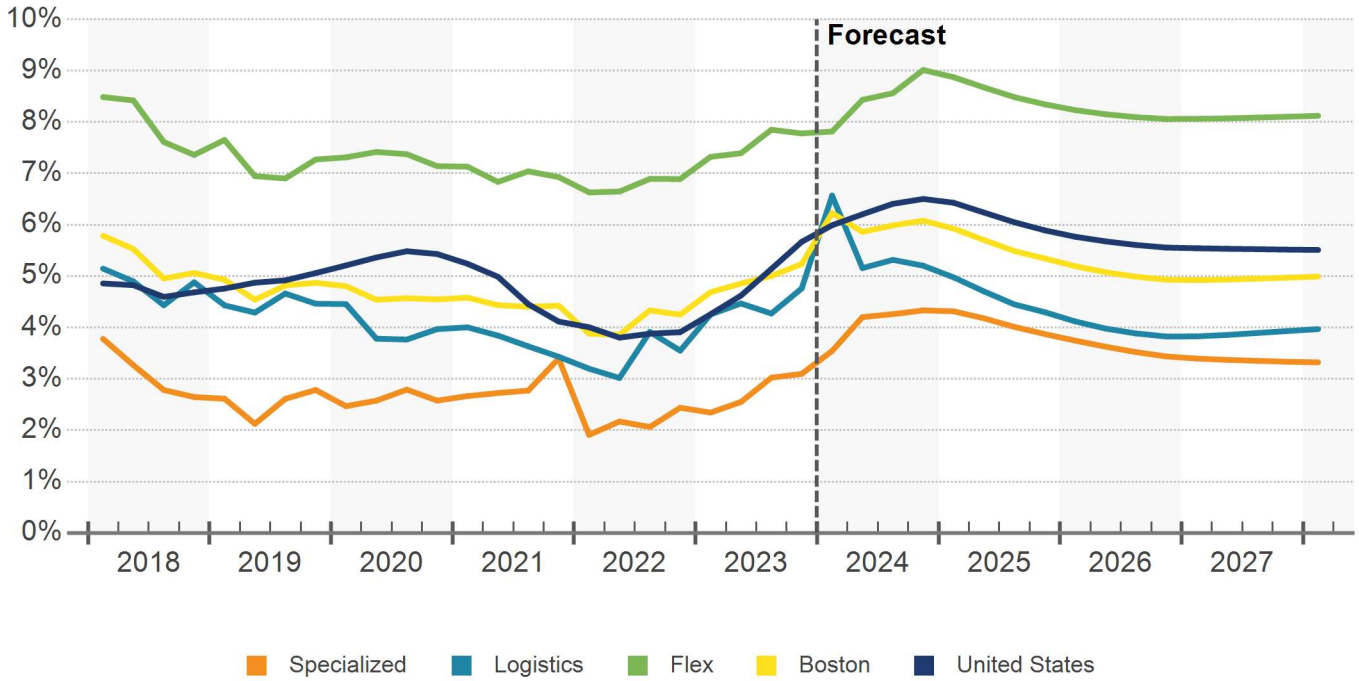
Slowing demand has pushed vacancy in Boston up to 5.4%, an increase of 150 basis points from its recent trough in early 2022. Still, this is low in comparison to the 2010s average of 7.3%. Supply pressures will likely lead to a further increase of 50-70 basis points in 2024 before vacancy settles somewhere below 6%.

The logistics segment figures to be the first to see an uptick in vacancy, as several unleased medium-sized distribution facilities are slated for delivery early in 2024. By the end of the year, the flex segment, which in Boston serves a disproportionate share of biotechnology occupiers, could see the largest increase in vacancy. The same pullback in venture capital support squelching demand for shiny lab space in Boston-area office buildings has helped drive flex vacancy to 8.1%, and could send it above 9% by the end of 2024.

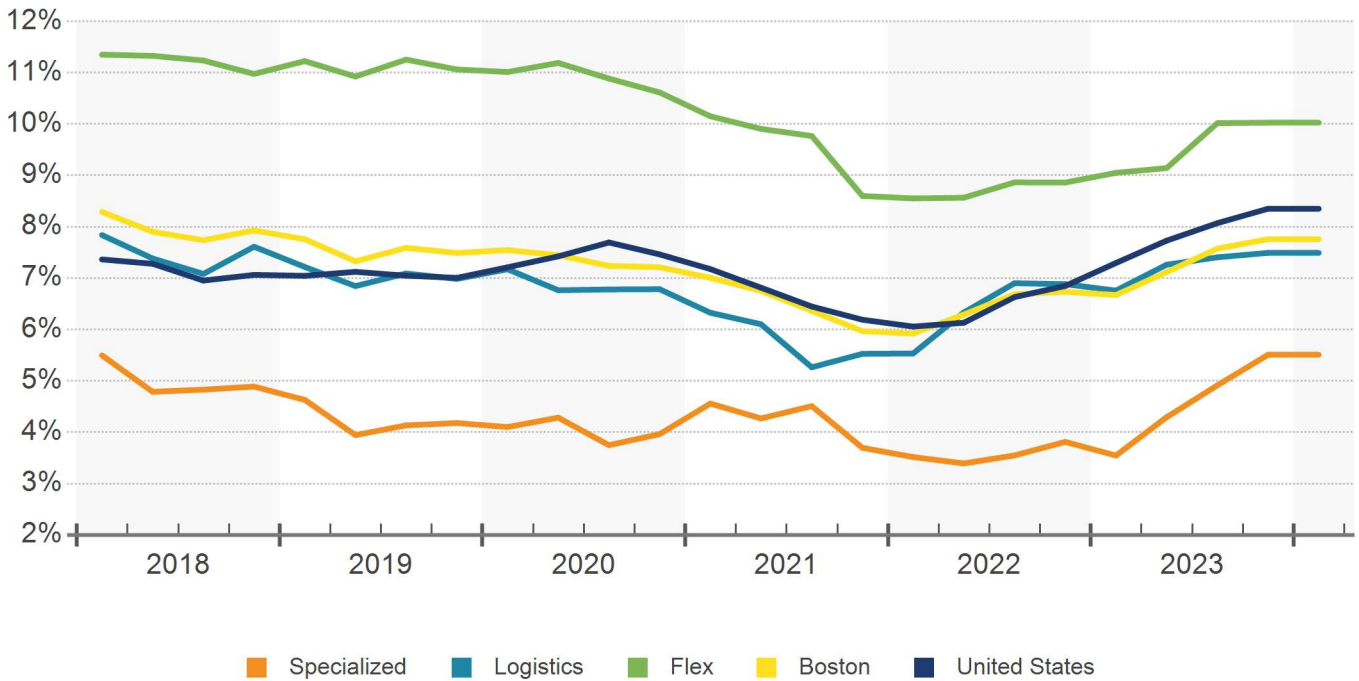
NET ABSORPTION, NET DELIVERIES & VACANCY



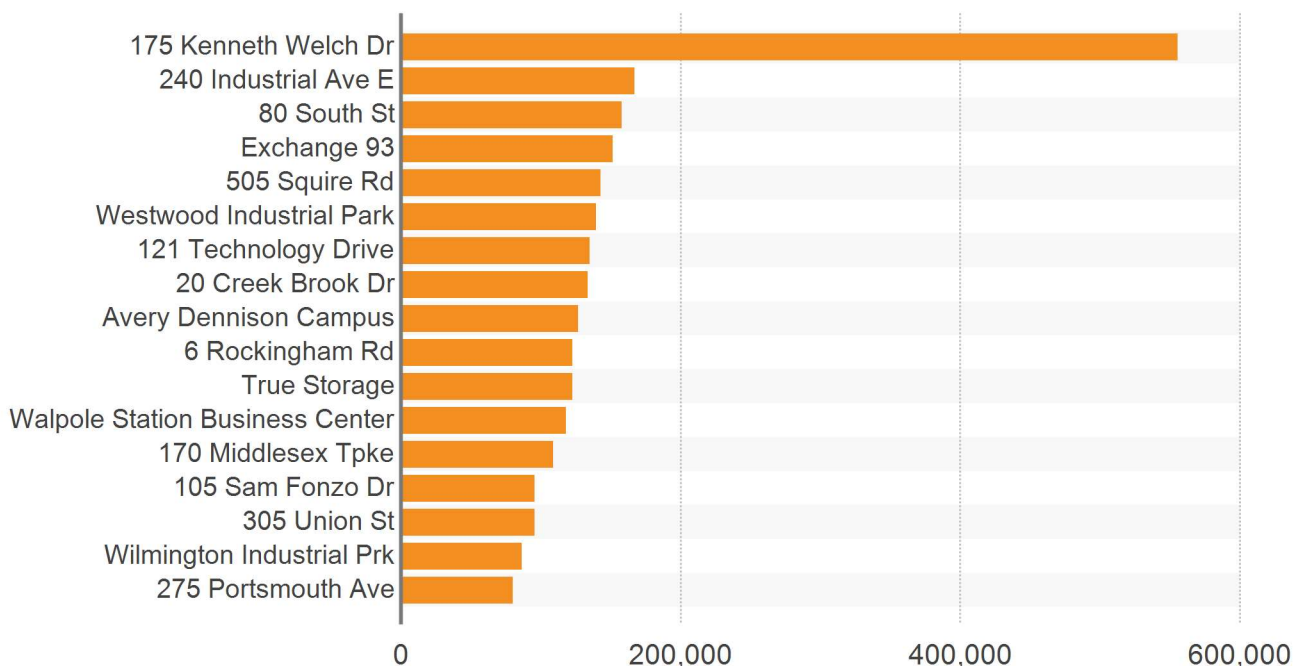
VACANCY RATE



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	0	0	555,695
240 Industrial Ave E	Lowell/Chelmsford Ind	167,119	0	0	0	0	0	167,119
80 South St	Hopkinton/Holliston Ind	157,852	0	0	0	0	0	157,812
Exchange 93	Quincy/Braintree Ind	152,000	0	0	0	0	0	151,420
505 Squire Rd	Somerville/Chelsea Ind	142,746	0	0	0	0	0	142,746
Westwood Industrial Park	Route 1 South Ind	169,080	0	0	0	0	0	139,445
121 Technology Drive	Strafford County Ind	508,000	305,880	0	0	0	0	135,120
20 Creek Brook Dr	Lawrence/Andover Ind	135,000	0	0	0	0	0	133,516
Avery Dennison Campus	Framingham/Natick Ind	126,691	0	0	0	0	0	126,691
6 Rockingham Rd	Rockingham Ind	124,100	0	0	0	0	0	122,736
True Storage	Lawrence/Andover Ind	122,613	0	0	0	0	0	122,613
Walpole Station Business Center	I-95 Corridor South Ind	265,000	6,606	0	0	0	0	118,133
170 Middlesex Tpke	Lowell/Chelmsford Ind	110,000	0	0	0	0	0	108,791
105 Sam Fonzo Dr	Danvers/Beverly Ind	95,800	0	0	0	0	0	95,800
305 Union St	I-95 Corridor South Ind	97,000	0	0	0	0	0	95,600
Wilmington Industrial Prk	Wilmington/Winchest...	86,300	0	0	0	0	0	86,300
275 Portsmouth Ave	Rockingham Ind	115,652	0	0	0	0	0	80,000
Subtotal Primary Competitors		3,130,648	312,486	0	0	0	0	2,539,538
Remaining Boston Market		356,022,076	19,179,407	(688,432)	0	0	0	(3,641,448)
Total Boston Market		359,152,724	19,491,893	(688,432)	0	0	0	(1,101,910)

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	216,000	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	Amazon Robotics	-	The Stubblebine Comp...
61 Strafello Dr	Route 24	60,282	Q1 23	-	-	Colliers
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
19 National Dr	I-95 Corridor South	56,725	Q4 23	Eastern Acoustic Works, Inc	Kelleher & Sadowsk...	RW Holmes Realty Co....
250 Ballardvale St	Wilmington/Winchester	50,611	Q3 23	-	Cushman & Wakefield	Newmark
4 Suburban Park Dr	Lowell/Chelmsford	48,369	Q1 23	Markforged	-	JLL
89 Cross St	Hopkinton/Holliston	44,923	Q4 23	Advanced warehouse Sys...	-	-
144 Field St	Route 24	43,190	Q1 23	-	-	Colliers
1020 W Chestnut St	Route 24	41,000	Q4 23	-	-	The Stubblebine Comp...
353 Howard St	Route 24	40,285	Q4 23	802 Cabinetry LLC	The Stubblebine Co...	-
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
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...

*Renewal

Average industrial rents in Boston are currently \$15.40/SF, up 5.4% from a year ago. Rents at flex properties, which support some of Boston's leading biotech research and manufacturing organizations, tend to be about \$3/SF higher than the overall average, though they have grown less aggressively, at 4.8% year over year. Logistics rents are a little more than \$1/SF lower than the market-wide average, up 5.9% in the past 12 months.

Rents accelerated rapidly in Boston in 2021 and 2022, just as they did nationally, with growth peaking over 10% in the middle of 2022. In the logistics category, annual rent growth hit nearly 13% before decelerating.

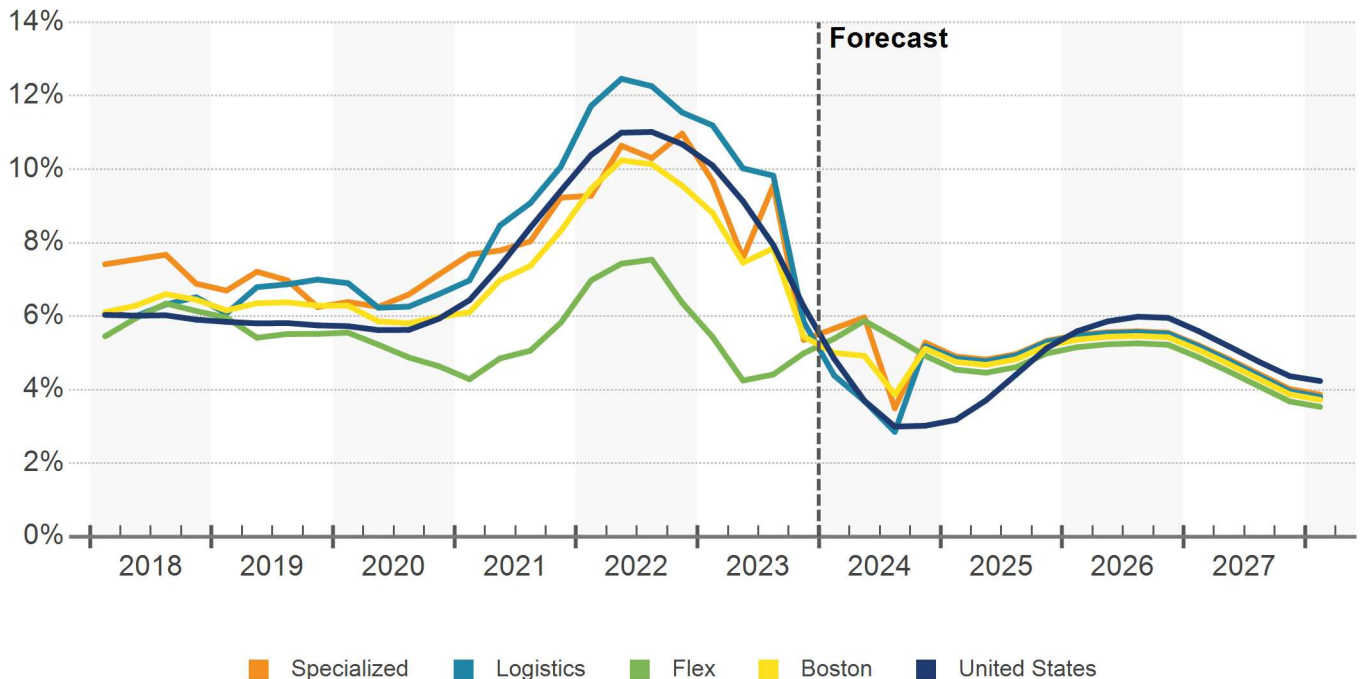
With demand turning negative in 2023 and a historic, if temporary, spike in supply underway, rents are expected to decelerate further for much of the next 12 months before the annual growth rate settles near 5%, still above its average of 3.7% during the 2010s. This would outpace anticipated national rent growth, which is

expected to dip below 3% in mid-2024 due to an even more dramatic surge in construction.

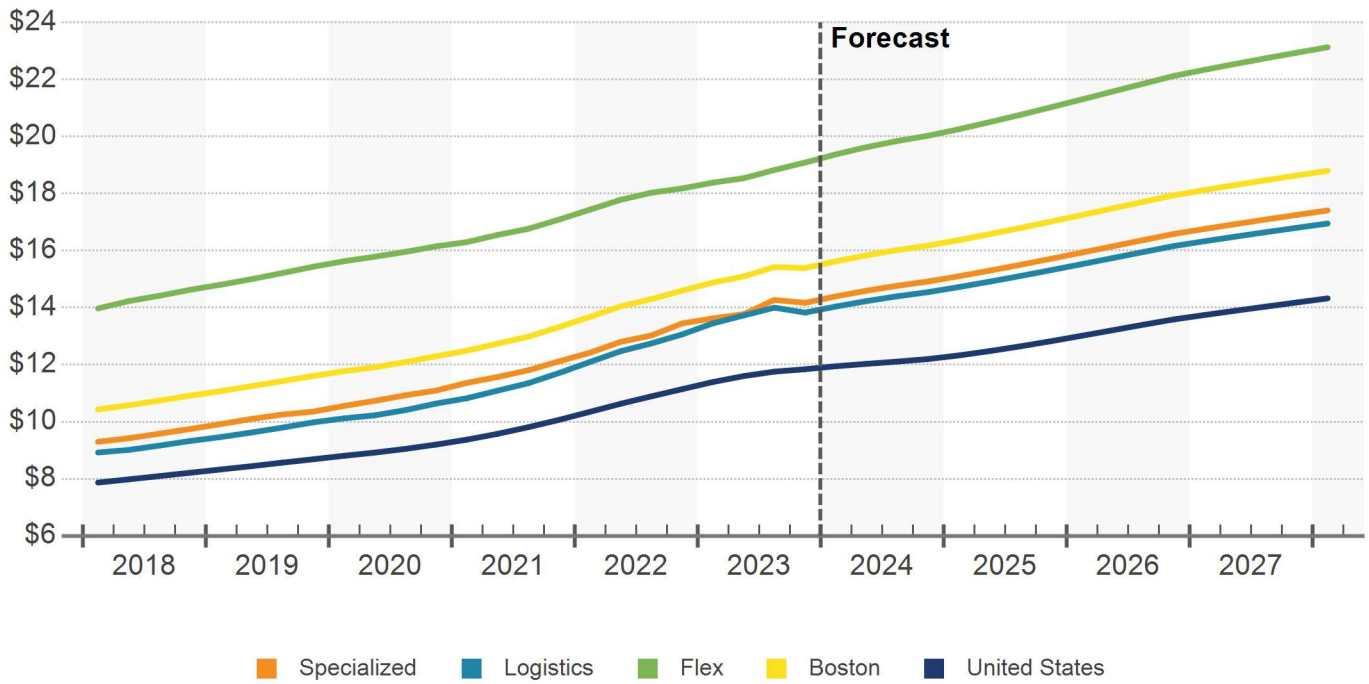
Boston's southeastern suburbs have been among recent leaders in rent growth, driven by resilient demand for logistics space. Together, the contiguous Route 24, I-95 Corridor South, and Route 3 South submarkets comprise 19% of Boston's industrial inventory. They have accounted for over 600,000 SF in positive absorption in the past year and have experienced rent growth near 8% as a result. This has attracted recent development in the area, though the performance of new deliveries has so far been mediocre.

On the other end of the spectrum, the flex-heavy, biotech-oriented submarkets near Cambridge and the Route 128 corridor have seen disproportionately negative absorption and slower rent growth, averaging closer to 5%. With the exception of a new facility in Lexington slated for a late-2024 delivery, these areas do not expect additional supply pressure in the near term.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



Boston is in the midst of a temporary supply wave that is remarkably large by local standards but restrained in comparison to the overall national trend. This should help vacancy moderate relatively more quickly in Boston after peaking in 2024.

Industrial supply in Boston has been quite measured since the turn of the millennium. It has not been unusual to see around 2 million SF in demolitions per year, and low construction levels have been a feature of the market since before the Great Recession. This produced a supply contraction of 15 million SF from 2006-20.

More recently, industrial developers have jumped on the nationwide post-pandemic construction bandwagon, building speculative facilities to serve upward-trending demand for products that can be purchased in both digital and physical stores. Several biotech-oriented flex properties have also contributed to Boston's supply growth.

The approximately 4 million SF in new construction delivered in 2023 was the most since 2001, and next year's forecast for over 6 million would be a new record for the market. Altogether, there are 7.2 million SF under construction—down from over 9 million a year ago but still historically high.

Even so, the local construction boom is smaller than what is occurring nationally, both in length and depth. The amount of space currently under construction is 2.0% of inventory, compared to 2.4% nationally. And by the time the wave subsides, which is projected to be in 2024, it will have lasted four years and added a net 3% of inventory in Boston, compared to five years and 10% of inventory nationwide.

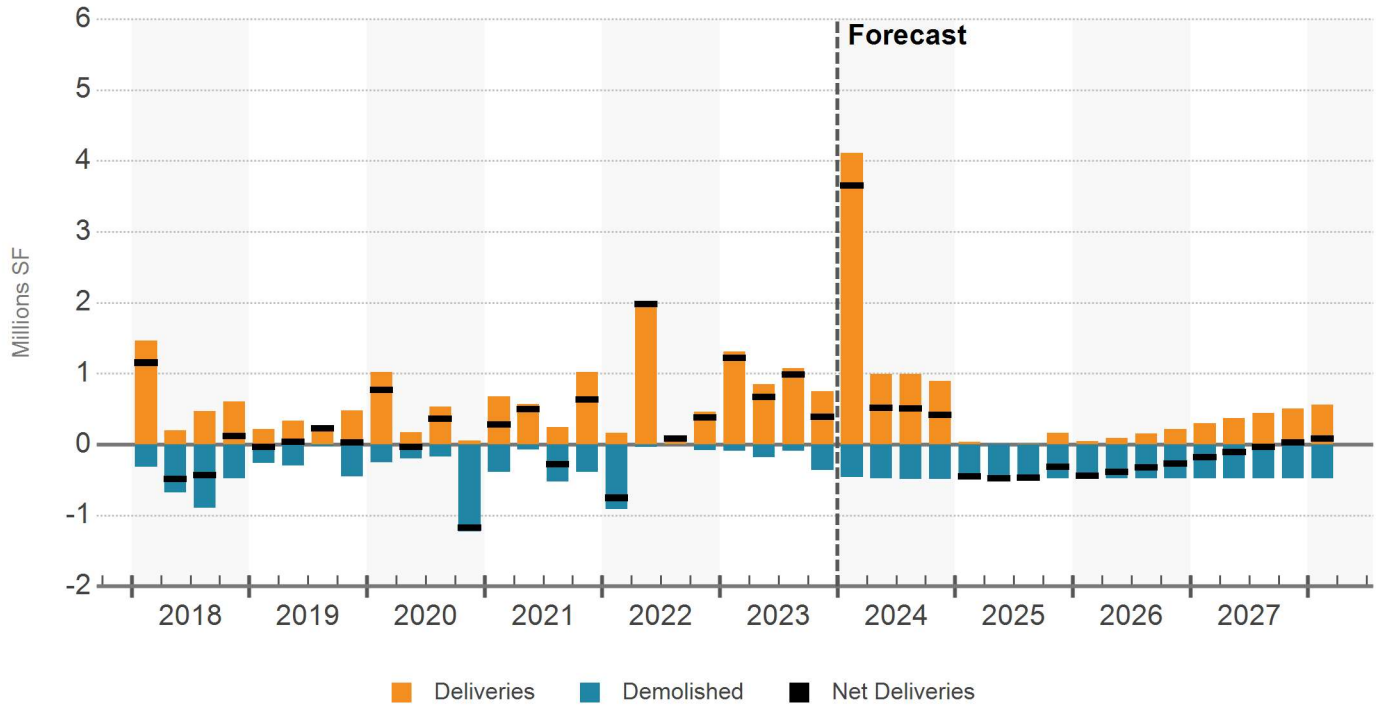
The I-95 Corridor South and Route 3 South, both near the Rhode Island border, have led the charge of recent inventory expansion, to little positive result for developers so far. For example, two midsize warehouses in Wrentham, in the I-95 Corridor South Submarket, remain vacant after delivery in May and September, respectively. The same is true for a much larger distribution facility in nearby Plainville, the 662,500-SF building at 27 Cross Street, which delivered almost a year ago. Similarly vacant recent projects in the Route 3 South Submarket include a 412,500-SF facility at 211 Highland Street in East Bridgewater, which completed construction in December.

There is more uncommitted supply coming in 2024 in both submarkets, including a 202,000-SF building at 152 Depot St. in I-95 Corridor South's Bellingham in January and a 210,600-SF warehouse at 586 Manley Street in Route 3 South's West Bridgewater in June.

Elsewhere, the anticipated April completion of Amazon's new 3.8 million-SF facility in North Andover will mark the largest distribution center project in years. In the flex category, a 310,000-SF R&D facility at 440 Bedford Street in Lexington is unleased but still about a year away from delivery.

Amazon excepted, these recent and upcoming projects illustrate the current supply-demand imbalance in Boston's industrial market. With construction starts having plummeted in 2023, however, supply-side pressure should moderate quickly, and market fundamentals are expected to begin recovering in 12-18 months.

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	3	4,097	3,800	92.7%	4	56,455	1,365,787	1
2	I-95 Corridor South	9	740	309	41.8%	5	43,463	82,193	7
3	Wilmington/Winchester	2	470	158	33.6%	6	39,754	235,098	2
4	Ft Pt Chan/S Boston	2	398	398	100%	1	50,493	199,000	3
5	Lexington/Arlington	2	345	35	10.1%	8	33,068	172,598	4
6	Route 3 South	2	299	88	29.5%	7	32,177	149,400	5
7	Lowell/Chelmsford	3	238	0	0%	10	45,476	79,250	8
8	Somerville/Chelsea	3	195	5	2.4%	9	27,585	64,900	9
9	Rockingham	2	125	123	99.0%	3	36,505	62,340	10
10	Concord/Maynard	1	100	100	100%	1	38,455	100,000	6
	All Other	6	171	118	68.9%		32,196	28,583	
Totals		35	7,178	5,135	71.5%		36,096	205,083	

Under Construction Properties

Boston Industrial

Properties

Square Feet

Percent of Inventory

Released

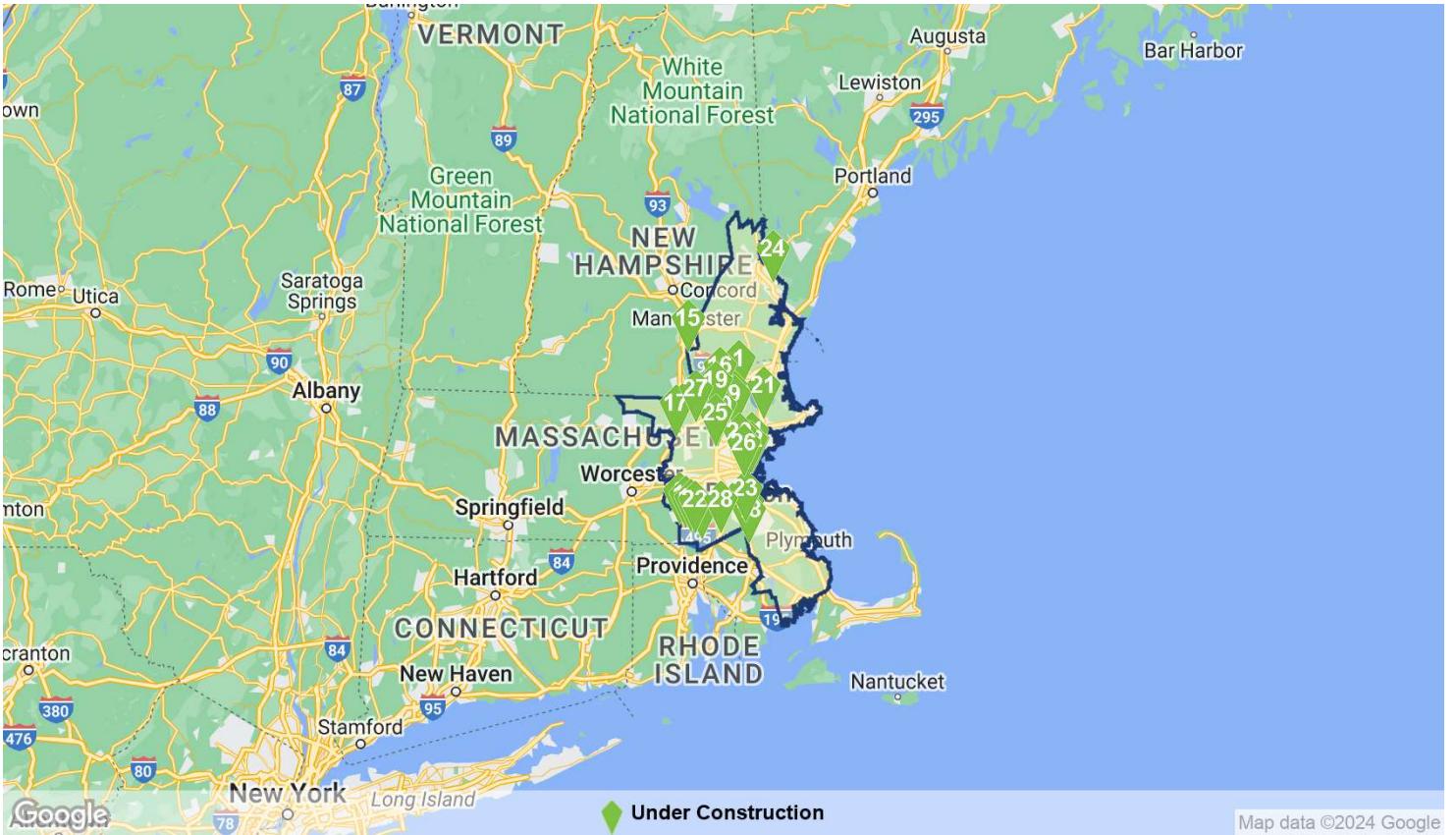
34

7,169,668

2.8%

71.5%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

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

Under Construction Properties

Boston Industrial

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 404 Green	★★★★☆	176,800	1	Oct 2022	Jun 2024	- Stockbridge Capital Group, LLC
9 100 Fordham Rd	★★★★☆	158,000	1	Oct 2022	Feb 2024	-
10 Building II 44 Middlesex Tpke	★★★★☆	147,000	1	Oct 2022	Feb 2024	-
11 Chelsea Point 250 Marginal St	★★★★★	146,409	1	Jun 2023	Mar 2024	- Hines
12 1 Harbor St	★★★★☆	130,000	2	May 2022	May 2024	- Boston Redevelopment Authority
13 Hudson Corner 206 Mechanic St	★★★★☆	124,200	1	Jul 2023	Feb 2024	-
14 Henep Cultivation Prod... 160 Grove St	★★★★☆	121,000	1	Dec 2021	Apr 2024	- Andrew Koudijs
15 55 Pettengill Rd	★★★★☆	102,000	1	Oct 2023	Dec 2024	-
16 Griffin Brook Park 600 Griffin Brook Dr	★★★★☆	100,000	1	Mar 2024	Dec 2025	-
17 16 Monarch Dr	★★★★☆	100,000	1	Apr 2023	Mar 2024	-
18 7 Manley St	★★★★☆	88,200	1	Feb 2023	Jul 2024	- Marcus Partners Inc.
19 40 Commerce Way	★★★★☆	65,800	1	Jun 2023	Apr 2024	- Rhino Capital Advisors LLC
20 599 Somerville Ave	★★★★☆	43,565	3	Mar 2023	Mar 2024	-
21 495 Newbury St	★★★★☆	43,054	3	Jan 2022	Jun 2024	-
22 839 Upper Union St	★★★★☆	42,750	1	Aug 2022	Feb 2024	-
23 200 Shuman Ave	★★★★☆	40,000	1	Dec 2021	Feb 2024	Integrated Builders
24 187A Route 108	★★★★☆	40,000	1	Nov 2023	Dec 2025	-
25 Renewable Innovation C... 10 Maguire Rd	★★★★☆	35,000	2	Oct 2022	May 2024	- Greatland Realty Partners
26 1133-1135 Harrison Ave	★★★★☆	28,957	6	Feb 2023	Apr 2024	-
27 Construction to be comp... 12 Kidder Rd	★★★★☆	24,950	1	Aug 2022	Jul 2024	Loop Real Estate The Thomas Group, Inc.
28 11 Spring Brook	★★★★☆	24,000	1	Nov 2022	Feb 2024	Butler Manufacturing Co

Industrial investment sales activity in Boston has normalized in 2023 after an incredible three-year run that saw nearly \$13.5 billion in assets exchange hands. Pricing, meanwhile, has been stable, despite rising cap rates in the past 24 months.

The rapidly increasing cost of debt resulting from the Federal Reserve's unprecedented hiking of policy rates by 400 basis points in 18 months has contributed to falling sales volume in Boston as elsewhere. Still, there were an estimated \$2.2 billion in transactions for the year as of mid-December, an annual amount unheard of before 2019. Both 2020 and 2021 saw this much volume in Q4 alone, which underscores just how historically unusual those years were.

Data for the most recent quarter show that large sales are still occurring across the spectrum of industrial properties despite higher interest rates, a testament to the positive long-term outlook for industrial generally. These include two warehouses in Stoughton. The first to trade, a 265,000-SF, 4 Star building at 139 Shuman Ave., sold for \$204 per SF in October. This was soon followed by the November sale by its occupant of a 74,000-SF, 3 Star building at 75 Campanelli Parkway for \$158 per SF. Both were purchased by locally focused, institutional buyers.

Another major transaction in Q4 involved a cold storage facility at 1 Technology Drive in Peabody. Lasalle Investment Management bought the property in October for \$285 per SF from an offshore private equity firm.

In the flex R&D segment, a spate of high-value sales associated with the life sciences industry drove flex values skyward in 2022 and early 2023. Among them were two Waltham-area buildings purchased by CS Capital Management in January as part of a 3-building portfolio. The transaction priced the 270,000-SF 41

Seyon St. at \$808 per SF and the 143,000-SF 43 Foundry Ave. at \$770 per SF, the latter achieving this valuation despite being only 50% leased at the time of sale.

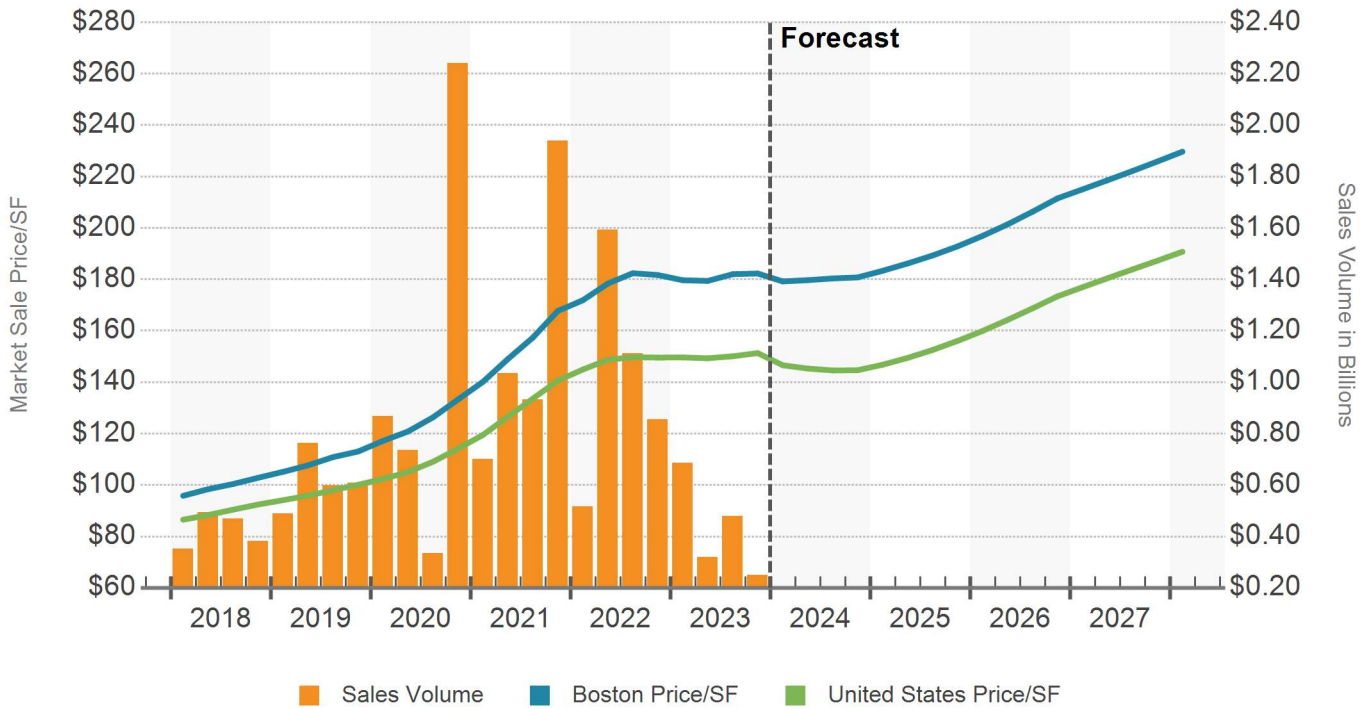
A month earlier, major lab player Alexandria Real Estate Equities bought two other Waltham flex buildings totaling just under 300,000 SF for more than \$900 per SF at a 5.1% cap rate. But there have been fewer such deals recently due to the general slowdown in demand for lab space and the simultaneous glut of office-oriented product being delivered to the market.

As a gateway market with relatively constrained supply, Boston has long enjoyed a pricing premium over the national average in the industrial sector. In 2022 this expanded from its historical 10-12% to about 22%, driven by lab-oriented flex trades. Average pricing has held steady near \$182 per SF since mid-2022 in Boston, while it has hovered around \$151 per SF nationally. The forecast calls for a smaller dip in values locally than nationally in 2024, attributable to Boston's more restrained supply pipeline.

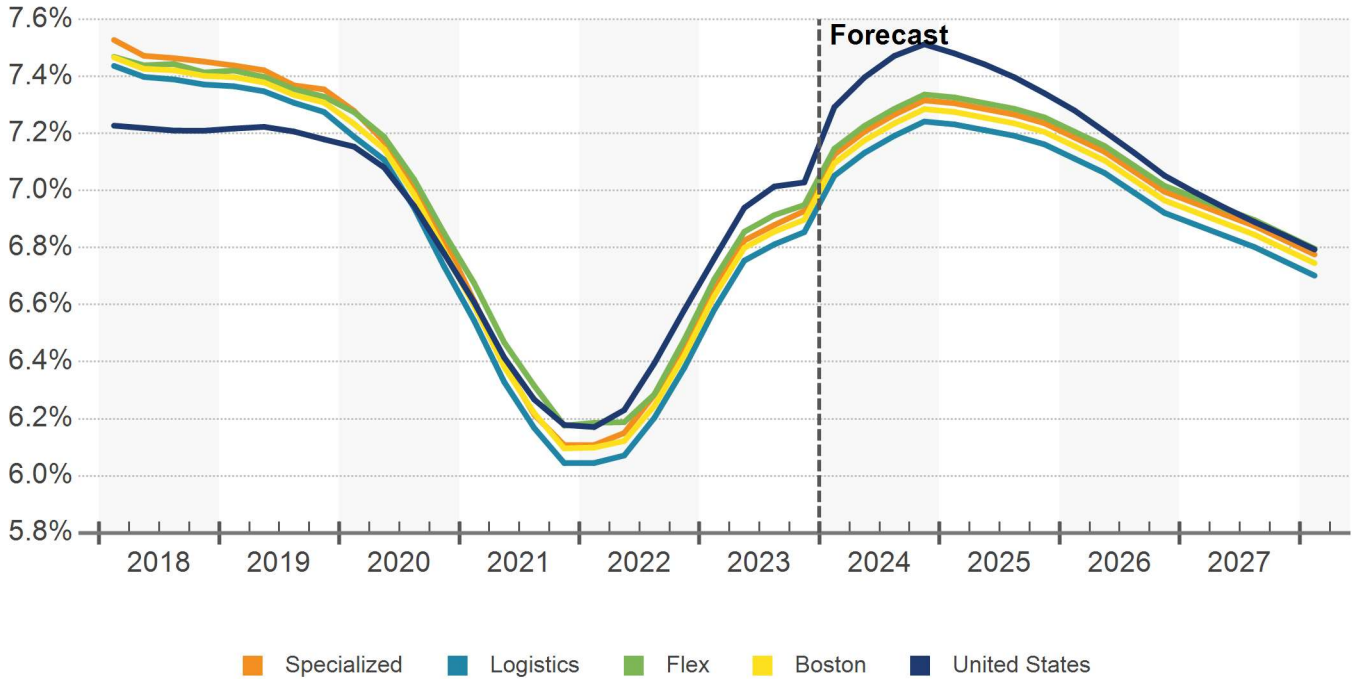
Even the national forecast of a mere 5% decline in values may be surprising given expectations for additional cap rate expansion. The implication is that, despite a current supply-demand imbalance, market participants see long-term demand favorably and believe that opportunities remain for marking rents to market after acquisition.

Overall, market cap rates, currently around 6.9%, have risen about 90 basis points since the end of 2021, with Boston's remaining about 15 basis points below the national average. Over the next year, a further 50-60 basis point increase is expected nationally, compared to 40-50 basis points locally, suggesting that Boston is expected to be a market of comparative strength.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Boston Industrial

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

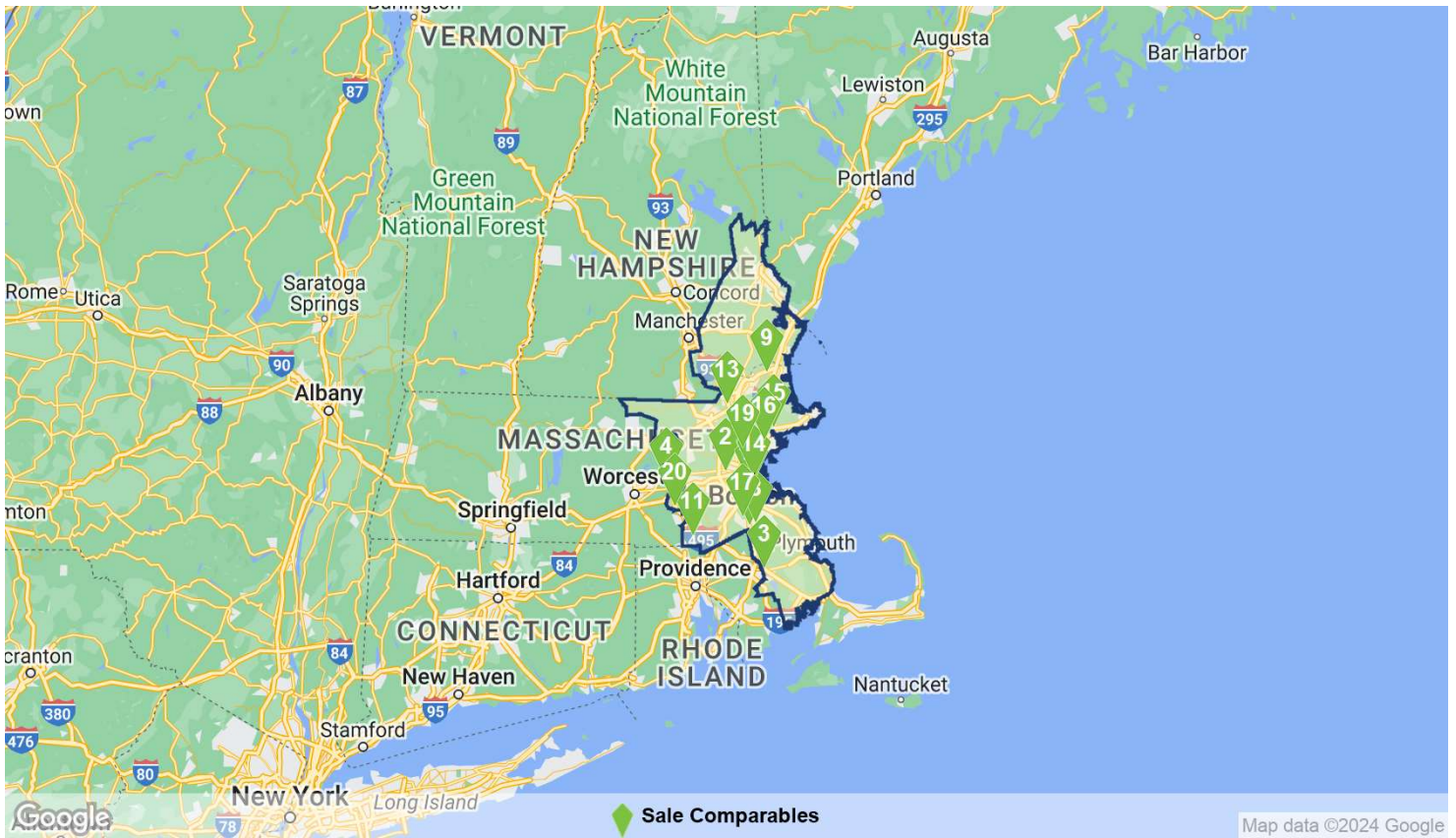
315

7.1%

\$190

9.6%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$15,000	\$8,108,605	\$2,400,000	\$218,080,184
Price/SF	\$2.08	\$190	\$158	\$1,425
Cap Rate	5.2%	7.1%	7.6%	8.8%
Time Since Sale in Months	0.1	5.8	5.4	11.9
Property Attributes	Low	Average	Median	High
Building SF	1,000	47,315	15,646	805,347
Ceiling Height	8'	19'8"	19'6"	57'2"
Docks	0	6	2	83
Vacancy Rate At Sale	0%	9.6%	0%	100%
Year Built	1850	1971	1981	2022
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
1 CenterPoint 41 Seyon St	★★★★★	1934	270,000	38.5%	1/19/2023	\$218,080,184	\$808	-
2 CenterPoint 43 Foundry Ave	★★★★★	1970	184,210	49.5%	1/19/2023	\$143,244,328	\$778	-
3 64 Leona Dr	★★★★★	1996	805,347	0%	2/16/2023	\$105,000,000	\$130	-
4 Marlborough Discovery... 149 Hayes Memorial Dr	★★★★★	2022	140,000	100%	4/28/2023	\$91,000,000	\$650	-
5 139 Shuman Ave	★★★★★	1984	265,167	0%	10/13/2023	\$54,100,000	\$204	-
6 1 Technology Dr	★★★★★	1982	186,591	0%	10/4/2023	\$53,100,000	\$285	-
7 420 E St	★★★★★	1983	88,256	0%	12/21/2023	\$48,398,629	\$548	-
8 57 Littlefield St	★★★★★	1974	383,225	0%	7/27/2023	\$47,250,000	\$123	-
9 37 S Hunt Rd	★★★★★	1999	78,045	0%	5/24/2023	\$37,750,000	\$484	-
10 176 Grove St	★★★★★	1987	169,968	0%	7/27/2023	\$29,500,000	\$174	-
11 206 Grove St	★★★★★	2021	150,000	0%	7/27/2023	\$28,000,000	\$187	-
12 40-44 Sturtevant St	★★★★★	2004	117,000	0%	7/3/2023	\$26,785,714	\$229	-
13 Six Andover Tech Center 6 Technology Dr	★★★★★	1985	128,400	0%	7/5/2023	\$23,780,000	\$185	-
14 571 E First St	★★★★★	1950	40,848	0%	8/21/2023	\$23,500,000	\$575	-
15 71 Cherry Hill Dr	★★★★★	1987	100,928	0%	3/31/2023	\$23,100,000	\$229	7.1%
16 1 First Ave	★★★★★	1964	132,671	0%	7/27/2023	\$23,000,000	\$173	-
17 Canton Commerce Center 85 John Rd	★★★★★	1998	94,356	0%	8/29/2023	\$22,750,000	\$241	-
18 Bldg 2 40 Kenwood Cir	★★★★★	1998	120,000	10.9%	8/18/2023	\$22,611,919	\$188	-
19 95 Maple St	★★★★★	1966	20,740	0%	6/16/2023	\$22,600,000	\$1,090	-
20 80 South St	★★★★★	1978	157,852	100%	2/2/2023	\$22,000,000	\$139	-

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.

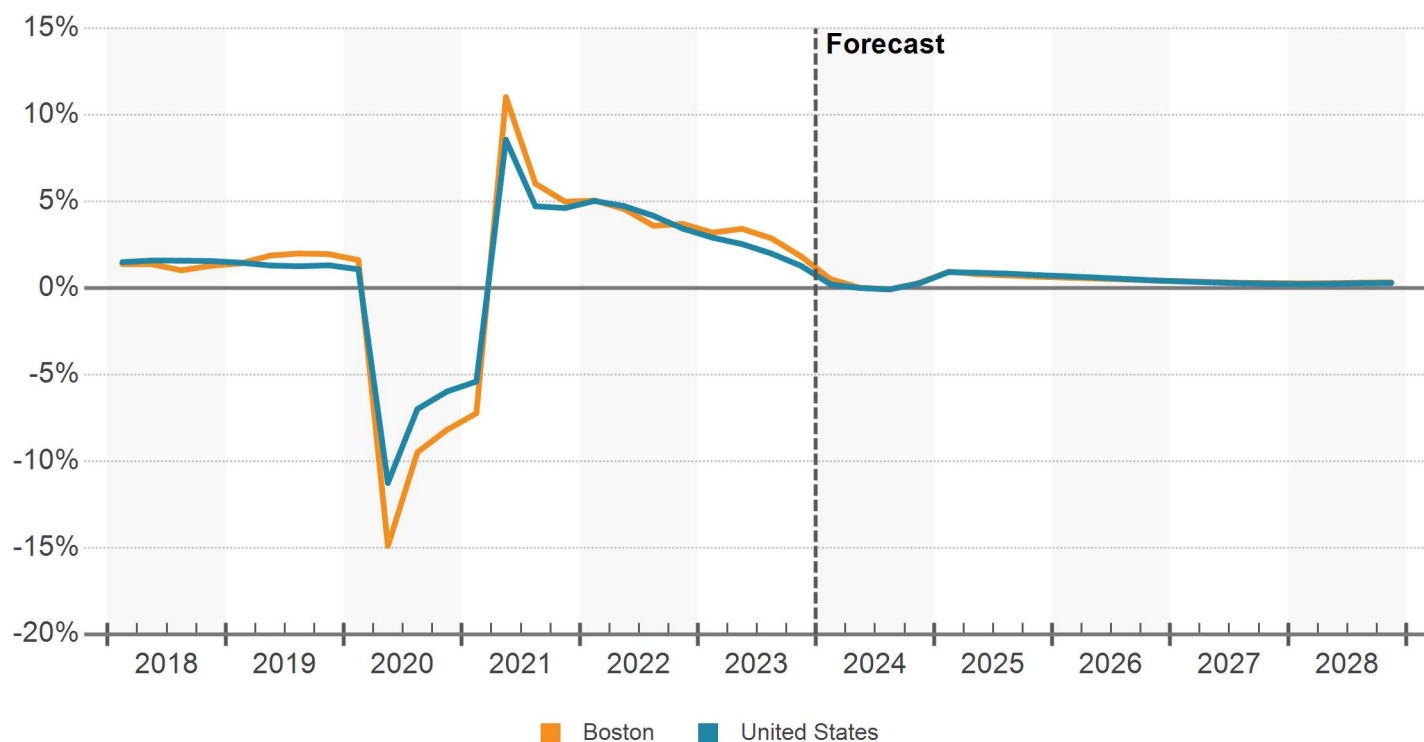
Looking ahead, Boston appears poised for relatively strong economic performance. The presence of vital industries, a capable labor force, and a generally high, if expensive, quality of life position the market well compared to the nation and peer markets.

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	0.74%	-0.04%	-0.27%	0.71%	-0.28%	0.08%
Trade, Transportation and Utilities	413	0.8	1.09%	0.18%	0.25%	1.06%	-0.20%	0.14%
Retail Trade	238	0.8	-0.09%	0.49%	-0.42%	0.24%	-0.09%	0.09%
Financial Activities	204	1.2	0.82%	0.55%	1.27%	1.46%	0.00%	0.15%
Government	310	0.7	1.20%	1.54%	0.33%	0.37%	0.27%	0.40%
Natural Resources, Mining and Construction	131	0.8	3.78%	1.41%	3.73%	2.33%	1.19%	0.28%
Education and Health Services	619	1.3	3.53%	3.02%	1.79%	1.87%	0.51%	0.66%
Professional and Business Services	578	1.4	1.53%	0.72%	2.52%	2.01%	0.48%	0.51%
Information	89	1.6	-2.50%	-2.75%	1.44%	1.09%	0.76%	0.34%
Leisure and Hospitality	271	0.9	2.81%	2.95%	0.82%	1.48%	1.16%	0.82%
Other Services	105	1.0	0.78%	1.67%	0.49%	0.64%	0.70%	0.27%
Total Employment	2,892	1.0	1.82%	1.27%	1.28%	1.31%	0.41%	0.40%

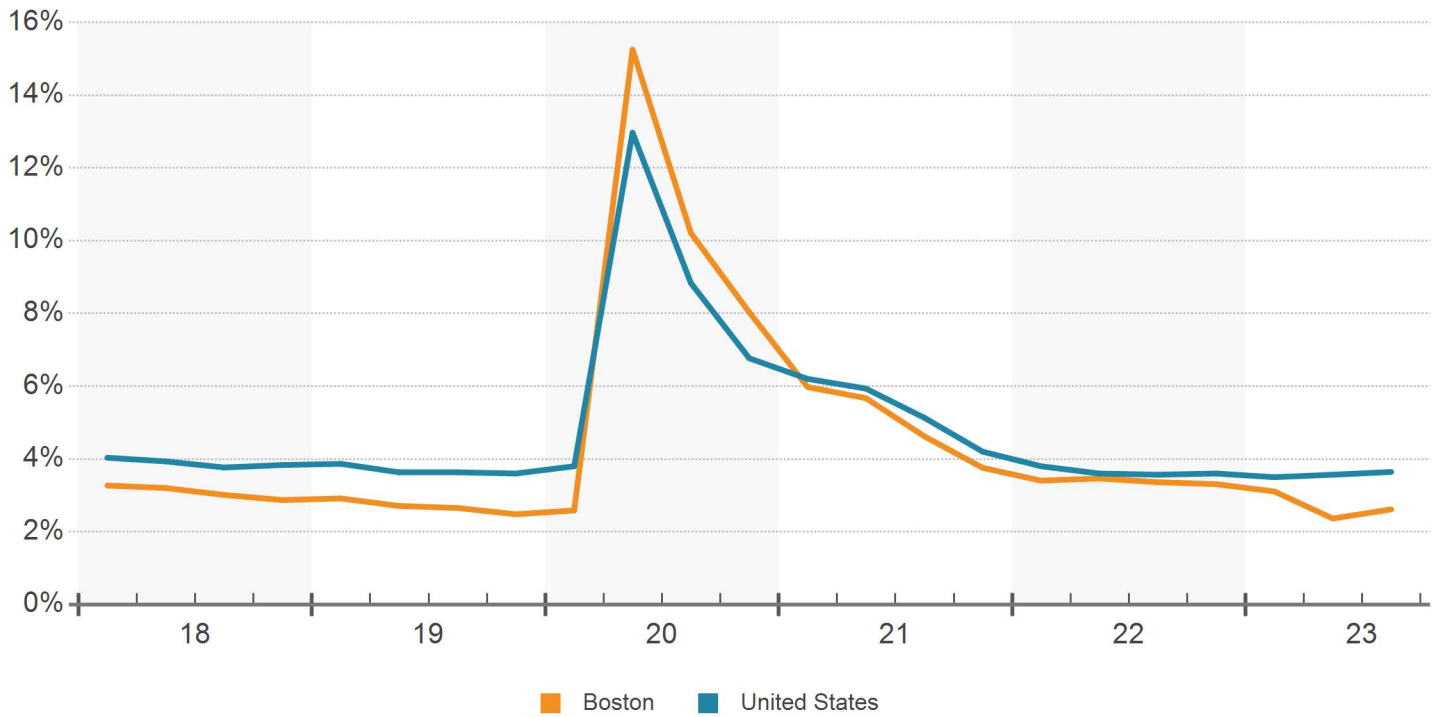
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

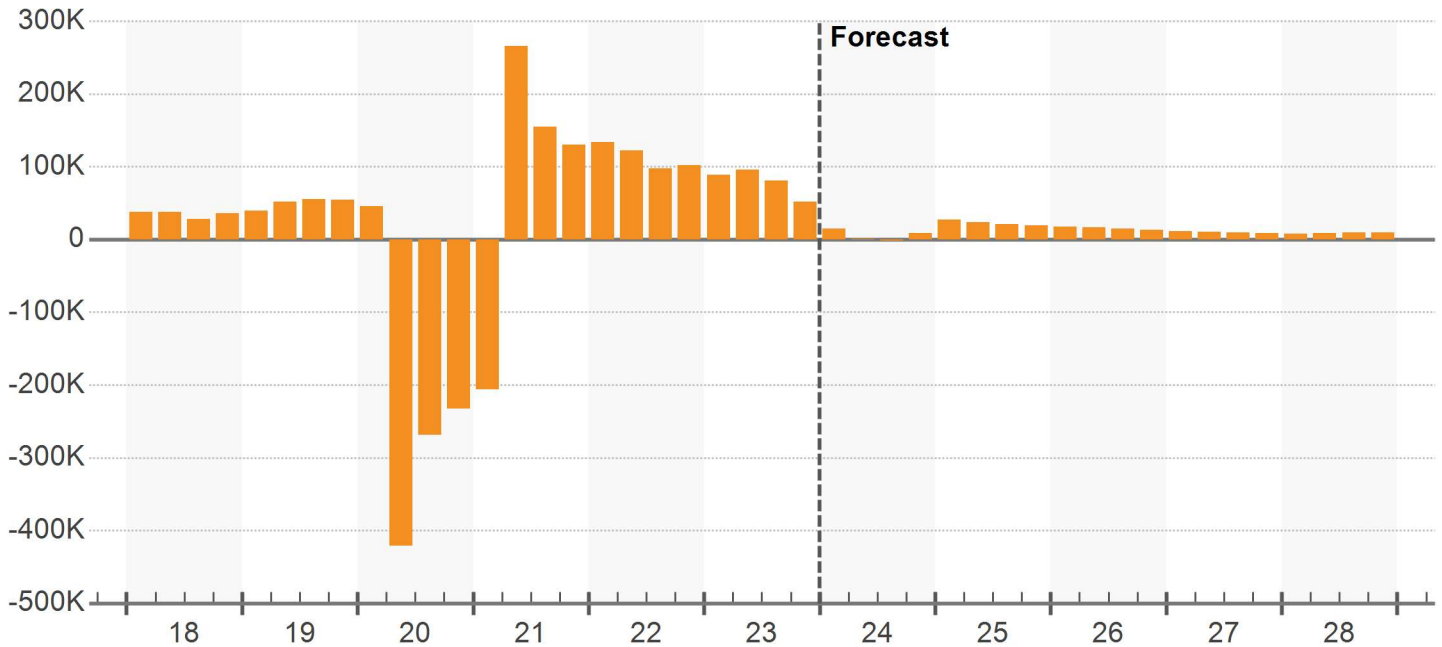


Source: Oxford Economics

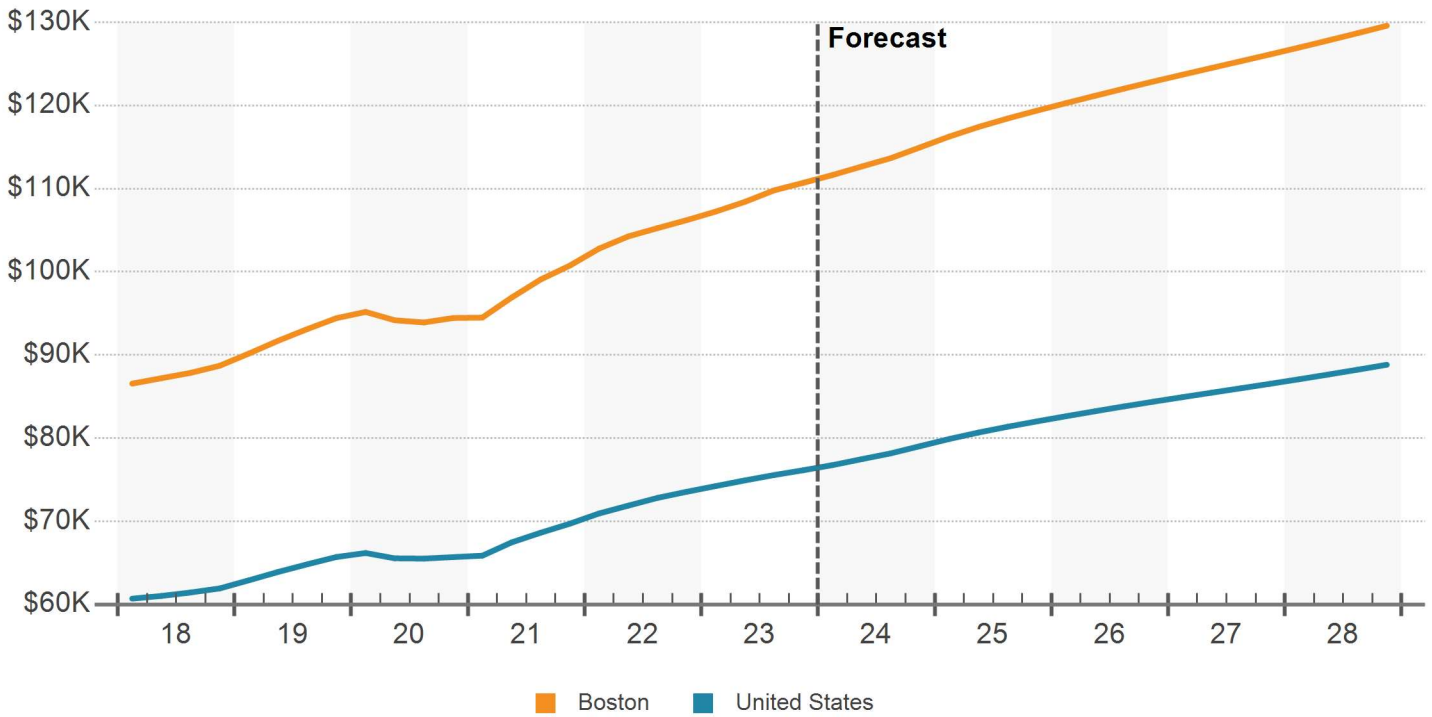
UNEMPLOYMENT RATE (%)



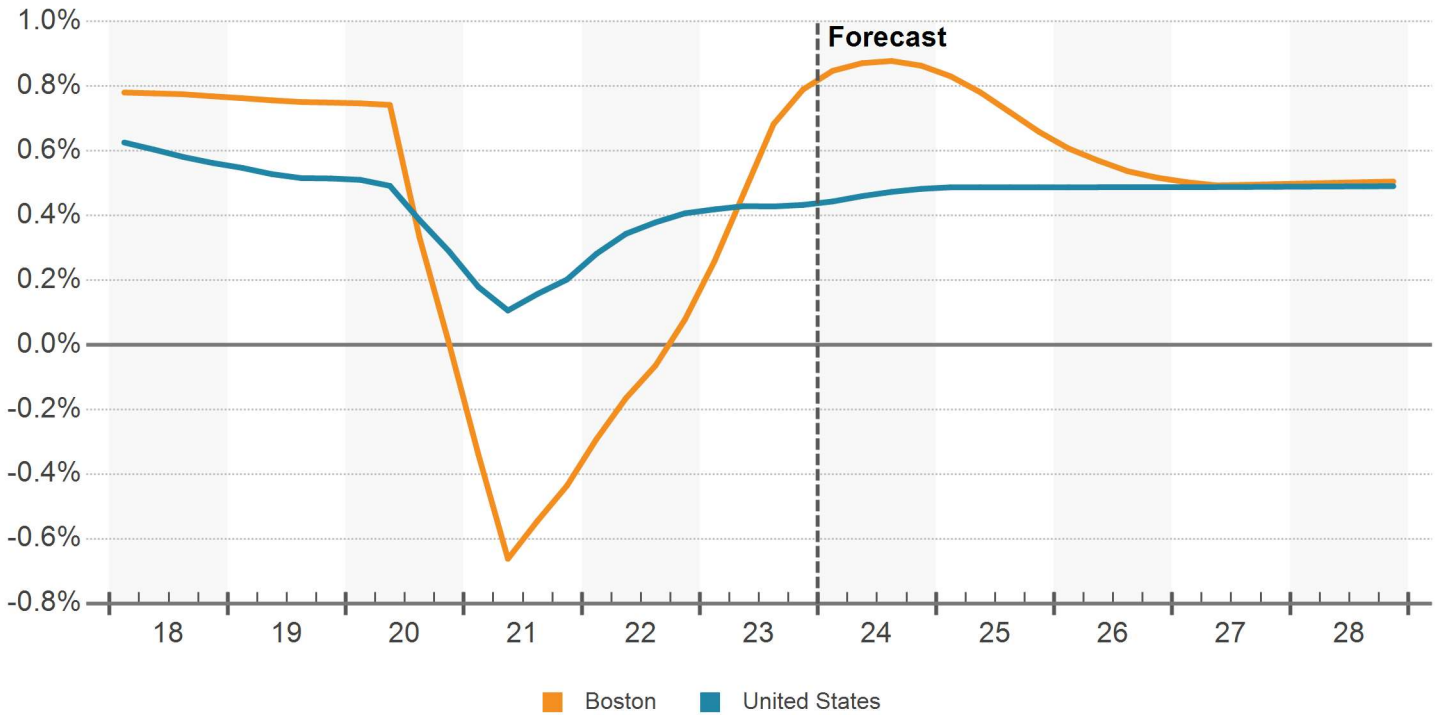
NET EMPLOYMENT CHANGE (YOY)



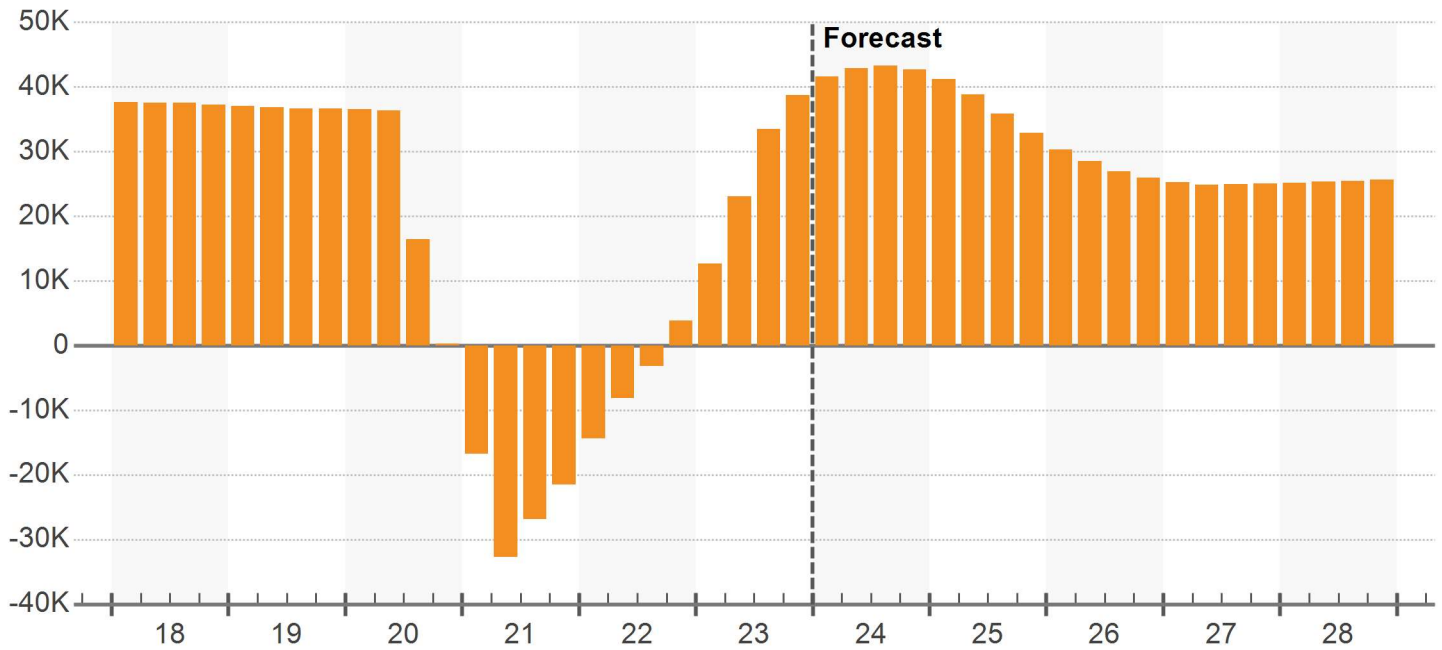
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

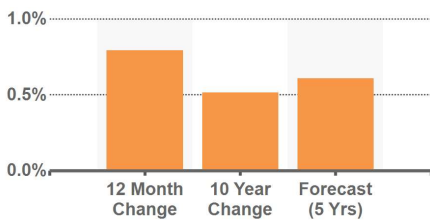


DEMOGRAPHIC TRENDS

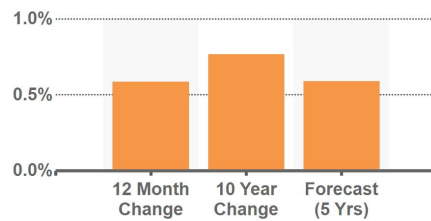
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	4,945,076	335,107,750	0.8%	0.4%	0.5%	0.5%	0.6%	0.5%
Households	1,969,984	130,833,109	1.0%	0.6%	1.0%	0.9%	0.7%	0.6%
Median Household Income	\$110,709	\$76,151	4.2%	3.5%	4.3%	3.8%	3.2%	3.1%
Labor Force	2,736,779	167,585,750	0.6%	1.7%	0.8%	0.8%	0.6%	0.2%
Unemployment	2.6%	3.6%	-0.7%	0%	-0.3%	-0.3%	-	-

Source: Oxford Economics

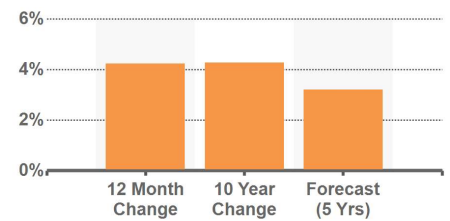
POPULATION GROWTH



LABOR FORCE GROWTH

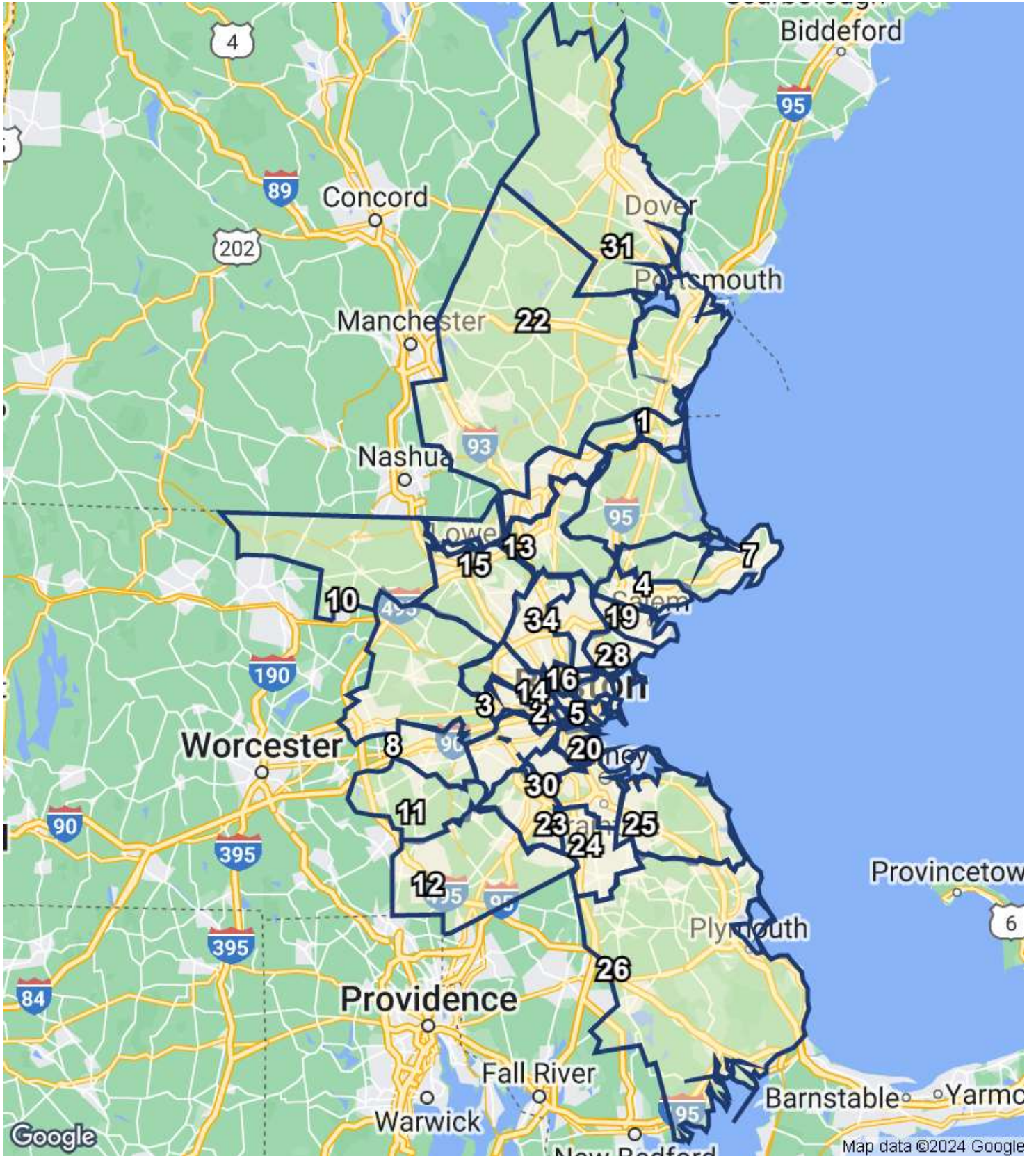


INCOME GROWTH



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	341	9,105	2.5%	13	1	50	0.5%	14	0	-	-	-
2	Brighton/Fenway	82	2,492	0.7%	29	0	0	0%	-	0	-	-	-
3	Concord/Maynard	532	20,458	5.7%	8	5	141	0.7%	9	1	100	0.5%	10
4	Danvers/Beverly	192	6,760	1.9%	19	1	96	1.4%	11	1	43	0.6%	11
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	136	3,555	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	92	4,645	1.3%	25	0	0	0%	-	2	398	8.6%	4
10	Groton/Townsend	229	7,980	2.2%	15	2	12	0.1%	18	1	11	0.1%	15
11	Hopkinton/Holliston	197	7,691	2.1%	17	1	9	0.1%	19	0	-	-	-
12	I-95 Corridor South	536	23,296	6.5%	5	7	1,014	4.4%	1	9	740	3.2%	2
13	Lawrence/Andover	528	29,808	8.3%	1	4	439	1.5%	3	3	4,097	13.7%	1
14	Lexington/Arlington	71	2,348	0.7%	30	0	0	0%	-	2	345	14.7%	5
15	Lowell/Chelmsford	591	26,876	7.5%	4	2	249	0.9%	4	3	238	0.9%	7
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	223	9,281	2.6%	12	1	5	0.1%	20	0	-	-	-
20	Quincy/Braintree	259	9,934	2.8%	11	0	0	0%	-	0	-	-	-
21	Reading/Melrose	77	1,781	0.5%	31	1	94	5.3%	12	0	-	-	-
22	Rockingham	806	29,423	8.2%	2	5	243	0.8%	5	2	125	0.4%	9
23	Route 1 South	387	17,994	5.0%	9	0	0	0%	-	0	-	-	-
24	Route 24	598	21,362	5.9%	7	2	200	0.9%	7	1	40	0.2%	12
25	Route 3 Corridor	268	6,339	1.8%	20	1	3	0.1%	21	0	-	-	-
26	Route 3 South	686	22,074	6.1%	6	11	748	3.4%	2	2	299	1.4%	6
27	Roxbury/Dorchester	381	7,964	2.2%	16	1	50	0.6%	14	2	37	0.5%	14
28	Saugus/Lynn	136	4,738	1.3%	24	0	0	0%	-	0	-	-	-
29	Somerville/Chelsea	411	11,337	3.2%	10	1	143	1.3%	8	3	195	1.7%	8
30	South Suffolk County	116	4,330	1.2%	26	2	59	1.4%	13	0	-	-	-
31	Stafford County	208	7,313	2.0%	18	1	30	0.4%	16	1	40	0.5%	12
32	W Cambridge	66	1,464	0.4%	32	0	0	0%	-	0	-	-	-
33	Waltham/Watertown	318	8,249	2.3%	14	0	0	0%	-	0	-	-	-
34	Wilmington/Winchester	723	28,742	8.0%	3	3	233	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	\$14.25	23	5.2%	16	6.5%	13
2	Brighton/Fenway	\$35.20	3	4.9%	27	-32.2%	29
3	Concord/Maynard	\$14.55	20	5.3%	14	-17.0%	26
4	Danvers/Beverly	\$17.84	14	5.1%	19	-15.3%	25
5	Downtown Boston	\$24.98	7	5.7%	8	7.2%	12
6	E Cambridge	\$35.55	2	4.7%	29	-54.7%	32
7	Essex/Gloucester	\$15.45	17	5.1%	22	13.9%	8
8	Framingham/Natick	\$15.34	18	5.1%	20	-13.8%	24
9	Ft Pt Chan/S Boston	\$21.64	9	5.6%	9	-0.9%	16
10	Groton/Townsend	\$12.48	31	5.5%	10	30.1%	1
11	Hopkinton/Holliston	\$12.40	32	4.9%	26	-24.6%	28
12	I-95 Corridor South	\$12.89	28	6.0%	3	12.2%	9
13	Lawrence/Andover	\$12.94	27	6.0%	2	-10.1%	21
14	Lexington/Arlington	\$31.78	5	4.6%	33	-62.2%	34
15	Lowell/Chelmsford	\$14.25	24	5.3%	15	-12.1%	23
16	Medford/Malden	\$19.57	11	5.4%	12	11.1%	10
17	Mid-Cambridge	\$42.79	1	4.7%	30	-58.5%	33
18	Newton/Dover	\$24.39	8	5.0%	25	-18.4%	27
19	Peabody/Salem	\$15.67	16	5.2%	17	-3.5%	18
20	Quincy/Braintree	\$14.27	22	6.0%	4	16.4%	5
21	Reading/Melrose	\$18.55	13	5.0%	23	-6.6%	19
22	Rockingham	\$12.66	30	5.1%	21	10.7%	11
23	Route 1 South	\$14.19	25	5.7%	7	-7.8%	20
24	Route 24	\$11.40	33	5.9%	5	27.3%	2
25	Route 3 Corridor	\$13.92	26	4.9%	28	-1.9%	17
26	Route 3 South	\$12.68	29	5.8%	6	15.9%	6
27	Roxbury/Dorchester	\$20.96	10	5.2%	18	23.1%	3
28	Saugus/Lynn	\$14.89	19	5.0%	24	17.5%	4
29	Somerville/Chelsea	\$19.01	12	5.4%	13	14.8%	7
30	South Suffolk County	\$14.38	21	6.8%	1	3.6%	15
31	Stafford County	\$9.97	34	4.6%	34	5.2%	14
32	W Cambridge	\$32.14	4	4.6%	31	-42.4%	31
33	Waltham/Watertown	\$26.98	6	4.6%	32	-39.5%	30
34	Wilmington/Winchester	\$17.34	15	5.5%	11	-11.2%	22

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Amesbury/Ipswich	145,285	1.6%	2	70,714	0.8%	8	0.7
2	Brighton/Fenway	642,193	25.8%	34	(52,058)	-2.1%	22	-
3	Concord/Maynard	834,563	4.1%	13	(546,299)	-2.7%	34	-
4	Danvers/Beverly	156,853	2.3%	3	93,631	1.4%	5	1.0
5	Downtown Boston	376,161	7.6%	28	20,312	0.4%	13	-
6	E Cambridge	8,500	1.0%	1	0	0%	-	-
7	Essex/Gloucester	95,272	2.7%	6	(38,344)	-1.1%	20	-
8	Framingham/Natick	158,161	2.6%	4	61,639	1.0%	9	2.1
9	Ft Pt Chan/S Boston	136,890	2.9%	7	(51,699)	-1.1%	21	-
10	Groton/Townsend	274,371	3.4%	8	(218,914)	-2.7%	31	-
11	Hopkinton/Holliston	447,192	5.8%	22	21,697	0.3%	12	0.4
12	I-95 Corridor South	1,744,034	7.5%	27	(188,438)	-0.8%	29	-
13	Lawrence/Andover	1,167,232	3.9%	12	73,210	0.2%	6	3.7
14	Lexington/Arlington	226,699	9.7%	31	(157,260)	-6.7%	27	-
15	Lowell/Chelmsford	2,092,064	7.8%	29	172,278	0.6%	2	0.8
16	Medford/Malden	443,558	9.2%	30	(60,192)	-1.2%	23	-
17	Mid-Cambridge	192,054	18.5%	33	(191,904)	-18.5%	30	-
18	Newton/Dover	151,431	3.8%	10	12,296	0.3%	14	1.9
19	Peabody/Salem	433,337	4.7%	14	(122,452)	-1.3%	26	-
20	Quincy/Braintree	383,837	3.9%	11	71,011	0.7%	7	-
21	Reading/Melrose	120,594	6.8%	26	(20,430)	-1.1%	19	-
22	Rockingham	1,493,120	5.1%	19	(336,128)	-1.1%	32	-
23	Route 1 South	1,038,891	5.8%	21	(183,694)	-1.0%	28	-
24	Route 24	1,013,830	4.7%	15	146,540	0.7%	4	1.4
25	Route 3 Corridor	229,860	3.6%	9	(9,421)	-0.1%	18	-
26	Route 3 South	1,114,336	5.0%	17	680,371	3.1%	1	1.0
27	Roxbury/Dorchester	402,283	5.1%	18	4,105	0.1%	15	12.2
28	Saugus/Lynn	240,997	5.1%	20	29,990	0.6%	11	-
29	Somerville/Chelsea	733,278	6.5%	24	(122,399)	-1.1%	25	-
30	South Suffolk County	520,348	12.0%	32	57,887	1.3%	10	0.3
31	Stafford County	448,586	6.1%	23	152,969	2.1%	3	-
32	W Cambridge	38,745	2.6%	5	(1,500)	-0.1%	17	-
33	Waltham/Watertown	541,447	6.6%	25	(62,357)	-0.8%	24	-
34	Wilmington/Winchester	1,445,891	5.0%	16	(407,074)	-1.4%	33	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	361,313,380	583,926	0.2%	248,139	0.1%	2.4
2027	360,729,454	(305,670)	-0.1%	(418,272)	-0.1%	-
2026	361,035,124	(1,423,452)	-0.4%	162,873	0%	-
2025	362,458,576	(1,723,885)	-0.5%	1,069,735	0.3%	-
2024	364,182,461	5,088,659	1.4%	1,792,020	0.5%	2.8
YTD	359,093,802	0	0%	(675,835)	-0.2%	-
2023	359,093,802	3,261,726	0.9%	(432,396)	-0.1%	-
2022	355,832,076	1,686,684	0.5%	2,239,658	0.6%	0.8
2021	354,145,392	1,133,754	0.3%	1,510,258	0.4%	0.8
2020	353,011,638	(75,744)	0%	1,080,800	0.3%	-
2019	353,087,382	424,588	0.1%	902,404	0.3%	0.5
2018	352,662,794	358,458	0.1%	2,918,015	0.8%	0.1
2017	352,304,336	(523,182)	-0.1%	(23,579)	0%	-
2016	352,827,518	(1,672,601)	-0.5%	2,410,697	0.7%	-
2015	354,500,119	(772,269)	-0.2%	723,123	0.2%	-
2014	355,272,388	(957,655)	-0.3%	3,904,923	1.1%	-
2013	356,230,043	(2,233,575)	-0.6%	3,801,596	1.1%	-
2012	358,463,618	(2,120,038)	-0.6%	(1,058,266)	-0.3%	-

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	81,241,889	(361,259)	-0.4%	(340,329)	-0.4%	-
2027	81,603,148	(393,661)	-0.5%	(291,694)	-0.4%	-
2026	81,996,809	(434,917)	-0.5%	(55,421)	-0.1%	-
2025	82,431,726	(453,344)	-0.5%	(49,827)	-0.1%	-
2024	82,885,070	(155,589)	-0.2%	(1,168,292)	-1.4%	-
YTD	83,040,659	0	0%	(170,247)	-0.2%	-
2023	83,040,659	(367,350)	-0.4%	(906,065)	-1.1%	-
2022	83,408,009	(566,480)	-0.7%	251,762	0.3%	-
2021	83,974,489	(269,478)	-0.3%	(949,896)	-1.1%	-
2020	84,243,967	(541,515)	-0.6%	(352,141)	-0.4%	-
2019	84,785,482	595,370	0.7%	309,275	0.4%	1.9
2018	84,190,112	(371,611)	-0.4%	1,069,957	1.3%	-
2017	84,561,723	(584,318)	-0.7%	559,711	0.7%	-
2016	85,146,041	(272,049)	-0.3%	(60,590)	-0.1%	-
2015	85,418,090	(1,364,811)	-1.6%	(10,726)	0%	-
2014	86,782,901	(146,079)	-0.2%	1,379,138	1.6%	-
2013	86,928,980	(1,130,643)	-1.3%	851,876	1.0%	-
2012	88,059,623	(1,140,719)	-1.3%	(594,546)	-0.7%	-

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	178,563,200	1,058,666	0.6%	784,699	0.4%	1.3
2027	177,504,534	344,166	0.2%	148,774	0.1%	2.3
2026	177,160,368	(552,885)	-0.3%	321,198	0.2%	-
2025	177,713,253	(758,198)	-0.4%	898,316	0.5%	-
2024	178,471,451	4,897,167	2.8%	3,894,386	2.2%	1.3
YTD	173,574,284	0	0%	(159,891)	-0.1%	-
2023	173,574,284	3,219,171	1.9%	1,001,907	0.6%	3.2
2022	170,355,113	1,570,669	0.9%	1,314,068	0.8%	1.2
2021	168,784,444	1,065,401	0.6%	1,932,900	1.1%	0.6
2020	167,719,043	1,108,032	0.7%	1,918,353	1.1%	0.6
2019	166,611,011	(14,447)	0%	649,955	0.4%	-
2018	166,625,458	1,257,194	0.8%	1,459,658	0.9%	0.9
2017	165,368,264	5,262	0%	(536,647)	-0.3%	-
2016	165,363,002	(1,394,662)	-0.8%	1,621,954	1.0%	-
2015	166,757,664	998,431	0.6%	353,094	0.2%	2.8
2014	165,759,233	(649,415)	-0.4%	1,131,887	0.7%	-
2013	166,408,648	(632,485)	-0.4%	2,351,982	1.4%	-
2012	167,041,133	(1,037,614)	-0.6%	(504,940)	-0.3%	-

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	101,508,291	(113,481)	-0.1%	(196,231)	-0.2%	-
2027	101,621,772	(256,175)	-0.3%	(275,352)	-0.3%	-
2026	101,877,947	(435,650)	-0.4%	(102,904)	-0.1%	-
2025	102,313,597	(512,343)	-0.5%	221,246	0.2%	-
2024	102,825,940	347,081	0.3%	(934,074)	-0.9%	-
YTD	102,478,859	0	0%	(345,697)	-0.3%	-
2023	102,478,859	409,905	0.4%	(528,238)	-0.5%	-
2022	102,068,954	682,495	0.7%	673,828	0.7%	1.0
2021	101,386,459	337,831	0.3%	527,254	0.5%	0.6
2020	101,048,628	(642,261)	-0.6%	(485,412)	-0.5%	-
2019	101,690,889	(156,335)	-0.2%	(56,826)	-0.1%	-
2018	101,847,224	(527,125)	-0.5%	388,400	0.4%	-
2017	102,374,349	55,874	0.1%	(46,643)	0%	-
2016	102,318,475	(5,890)	0%	849,333	0.8%	-
2015	102,324,365	(405,889)	-0.4%	380,755	0.4%	-
2014	102,730,254	(162,161)	-0.2%	1,393,898	1.4%	-
2013	102,892,415	(470,447)	-0.5%	597,738	0.6%	-
2012	103,362,862	58,295	0.1%	41,220	0%	1.4

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$19.27	231	3.4%	25.2%	18,281,175	5.1%	0.1%
2027	\$18.63	223	3.9%	21.1%	17,931,973	5.0%	0%
2026	\$17.94	215	5.4%	16.6%	17,802,964	4.9%	-0.4%
2025	\$17.02	204	5.2%	10.6%	19,368,160	5.3%	-0.7%
2024	\$16.17	194	5.1%	5.1%	22,142,243	6.1%	0.8%
YTD	\$15.39	184	5.4%	0%	19,479,296	5.4%	0.2%
2023	\$15.39	184	5.4%	0%	18,803,461	5.2%	1.0%
2022	\$14.59	175	9.6%	-5.2%	15,109,339	4.2%	-0.2%
2021	\$13.32	159	8.3%	-13.4%	15,662,313	4.4%	-0.1%
2020	\$12.30	147	6.0%	-20.1%	16,042,017	4.5%	-0.3%
2019	\$11.60	139	6.3%	-24.6%	17,186,561	4.9%	-0.2%
2018	\$10.92	131	6.4%	-29.0%	17,853,000	5.1%	-0.7%
2017	\$10.26	123	5.7%	-33.3%	20,396,757	5.8%	-0.1%
2016	\$9.70	116	4.6%	-36.9%	20,867,178	5.9%	-1.1%
2015	\$9.28	111	4.9%	-39.7%	24,971,258	7.0%	-0.4%
2014	\$8.84	106	4.0%	-42.6%	26,443,024	7.4%	-1.4%
2013	\$8.50	102	3.0%	-44.8%	31,327,728	8.8%	-1.6%
2012	\$8.25	99	1.8%	-46.4%	37,362,999	10.4%	-0.2%

SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$17.87	234	3.6%	26.1%	2,701,441	3.3%	0%
2027	\$17.25	226	4.0%	21.7%	2,719,853	3.3%	-0.1%
2026	\$16.58	217	5.5%	17.0%	2,817,143	3.4%	-0.4%
2025	\$15.71	206	5.3%	10.9%	3,191,886	3.9%	-0.5%
2024	\$14.92	195	5.3%	5.3%	3,591,174	4.3%	1.2%
YTD	\$14.18	186	5.4%	0.1%	2,741,303	3.3%	0.2%
2023	\$14.17	186	5.4%	0%	2,571,056	3.1%	0.7%
2022	\$13.45	176	11.0%	-5.1%	2,032,341	2.4%	-1.0%
2021	\$12.12	159	9.2%	-14.5%	2,850,583	3.4%	0.8%
2020	\$11.10	145	7.1%	-21.7%	2,170,165	2.6%	-0.2%
2019	\$10.36	136	6.3%	-26.9%	2,359,539	2.8%	0.1%
2018	\$9.75	128	6.9%	-31.2%	2,227,067	2.6%	-1.7%
2017	\$9.12	119	7.3%	-35.6%	3,668,635	4.3%	-1.3%
2016	\$8.50	111	3.6%	-40.0%	4,812,664	5.7%	-0.2%
2015	\$8.21	108	5.3%	-42.1%	5,024,123	5.9%	-1.5%
2014	\$7.79	102	3.6%	-45.0%	6,378,208	7.3%	-1.7%
2013	\$7.52	99	1.8%	-46.9%	7,903,425	9.1%	-2.1%
2012	\$7.39	97	1.0%	-47.8%	9,885,944	11.2%	-0.5%

LOGISTICS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$17.39	247	3.5%	25.8%	7,259,346	4.1%	0.1%
2027	\$16.80	239	4.0%	21.5%	6,977,640	3.9%	0.1%
2026	\$16.16	230	5.5%	16.9%	6,775,098	3.8%	-0.5%
2025	\$15.31	218	5.3%	10.8%	7,638,282	4.3%	-0.9%
2024	\$14.54	207	5.2%	5.2%	9,284,166	5.2%	0.4%
YTD	\$13.84	197	5.9%	0.1%	8,421,909	4.9%	0.1%
2023	\$13.83	196	5.9%	0%	8,262,018	4.8%	1.2%
2022	\$13.06	186	11.5%	-5.5%	6,044,754	3.5%	0.1%
2021	\$11.71	166	10.1%	-15.3%	5,788,153	3.4%	-0.5%
2020	\$10.64	151	6.6%	-23.0%	6,655,652	4.0%	-0.5%
2019	\$9.98	142	7.0%	-27.8%	7,434,973	4.5%	-0.4%
2018	\$9.33	132	6.5%	-32.5%	8,130,375	4.9%	-0.2%
2017	\$8.76	124	5.3%	-36.7%	8,332,839	5.0%	0.3%
2016	\$8.32	118	5.1%	-39.8%	7,780,330	4.7%	-1.8%
2015	\$7.91	112	6.2%	-42.8%	10,796,946	6.5%	0.4%
2014	\$7.45	106	4.6%	-46.1%	10,128,683	6.1%	-1.1%
2013	\$7.13	101	3.3%	-48.5%	11,932,911	7.2%	-1.8%
2012	\$6.90	98	1.7%	-50.1%	14,917,378	8.9%	-0.3%

FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$23.68	211	3.3%	24.1%	8,320,388	8.2%	0.1%
2027	\$22.94	205	3.7%	20.2%	8,234,480	8.1%	0%
2026	\$22.12	197	5.2%	15.9%	8,210,723	8.1%	-0.3%
2025	\$21.02	188	5.0%	10.2%	8,537,992	8.3%	-0.7%
2024	\$20.02	179	4.9%	4.9%	9,266,903	9.0%	1.2%
YTD	\$19.05	170	4.8%	-0.2%	8,316,084	8.1%	0.3%
2023	\$19.08	170	5.0%	0%	7,970,387	7.8%	0.9%
2022	\$18.18	162	6.4%	-4.8%	7,032,244	6.9%	0%
2021	\$17.09	152	5.8%	-10.5%	7,023,577	6.9%	-0.2%
2020	\$16.15	144	4.6%	-15.4%	7,216,200	7.1%	-0.1%
2019	\$15.43	138	5.5%	-19.1%	7,392,049	7.3%	-0.1%
2018	\$14.63	130	6.1%	-23.4%	7,495,558	7.4%	-0.8%
2017	\$13.78	123	5.4%	-27.8%	8,395,283	8.2%	0.1%
2016	\$13.08	117	4.6%	-31.5%	8,274,184	8.1%	-0.9%
2015	\$12.50	112	3.4%	-34.5%	9,150,189	8.9%	-0.7%
2014	\$12.09	108	3.6%	-36.6%	9,936,133	9.7%	-1.5%
2013	\$11.67	104	3.2%	-38.8%	11,491,392	11.2%	-1.0%
2012	\$11.31	101	2.3%	-40.7%	12,559,677	12.2%	0%

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	-	-	-	-	-	-	\$241.72	382	6.6%
2027	-	-	-	-	-	-	\$225.87	357	6.8%
2026	-	-	-	-	-	-	\$211.52	334	7.0%
2025	-	-	-	-	-	-	\$192.84	305	7.2%
2024	-	-	-	-	-	-	\$180.77	286	7.3%
YTD	-	-	-	-	-	-	\$182.28	288	6.9%
2023	316	\$1.7B	3.6%	\$7,312,244	\$189.90	7.1%	\$182.28	288	6.9%
2022	506	\$4.1B	4.8%	\$8,998,069	\$245.71	6.3%	\$181.70	287	6.4%
2021	621	\$4.6B	8.7%	\$8,195,565	\$165.30	5.9%	\$167.73	265	6.1%
2020	516	\$4.2B	7.0%	\$9,259,962	\$175.98	7.0%	\$133.26	211	6.8%
2019	477	\$2.5B	5.7%	\$6,174,860	\$138.83	6.8%	\$113.03	179	7.3%
2018	464	\$1.7B	5.6%	\$4,720,908	\$99.59	7.3%	\$102.82	162	7.4%
2017	346	\$1.4B	4.6%	\$4,739,330	\$90.85	7.7%	\$94.45	149	7.5%
2016	442	\$1.8B	6.0%	\$4,461,934	\$89.67	8.4%	\$91.99	145	7.1%
2015	480	\$1.3B	5.6%	\$2,835,127	\$67.83	7.8%	\$87.26	138	7.1%
2014	368	\$954.8M	4.3%	\$2,712,475	\$65.86	6.7%	\$78.13	123	7.6%
2013	350	\$829.2M	3.6%	\$2,591,327	\$67.94	8.3%	\$70.62	112	7.9%

(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.

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	-	-	-	-	-	-	\$221.94	387	6.6%
2027	-	-	-	-	-	-	\$207.26	361	6.8%
2026	-	-	-	-	-	-	\$193.97	338	7.0%
2025	-	-	-	-	-	-	\$176.77	308	7.2%
2024	-	-	-	-	-	-	\$165.59	289	7.3%
YTD	-	-	-	-	-	-	\$166.80	291	6.9%
2023	73	\$215M	2.5%	\$3,981,018	\$147.50	6.8%	\$166.80	291	6.9%
2022	114	\$601.7M	4.5%	\$5,785,863	\$168.49	5.9%	\$165.73	289	6.4%
2021	112	\$714.2M	6.6%	\$6,674,327	\$130.53	4.4%	\$153.86	268	6.1%
2020	106	\$511.6M	4.8%	\$5,748,558	\$132.77	7.6%	\$120.99	211	6.8%
2019	82	\$475.1M	4.6%	\$6,886,057	\$143.68	6.1%	\$102.89	179	7.4%
2018	86	\$212.2M	4.0%	\$3,120,531	\$68.74	7.6%	\$93.43	163	7.5%
2017	69	\$222.1M	3.9%	\$3,525,393	\$70.53	7.7%	\$85.26	149	7.5%
2016	88	\$294.7M	5.2%	\$3,426,396	\$67.27	8.2%	\$83.22	145	7.2%
2015	110	\$268.2M	5.6%	\$2,506,122	\$60.40	7.8%	\$79.40	138	7.1%
2014	90	\$222.2M	4.2%	\$2,553,674	\$70.93	6.8%	\$70.97	124	7.6%
2013	70	\$104.5M	2.6%	\$1,559,806	\$46.56	8.8%	\$64.27	112	7.9%

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(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
2028	-	-	-	-	-	-	\$233.05	391	6.6%
2027	-	-	-	-	-	-	\$217.54	365	6.8%
2026	-	-	-	-	-	-	\$203.52	341	6.9%
2025	-	-	-	-	-	-	\$185.32	311	7.2%
2024	-	-	-	-	-	-	\$173.57	291	7.2%
YTD	-	-	-	-	-	-	\$175.26	294	6.9%
2023	166	\$799.9M	4.8%	\$6,503,219	\$151.30	8.8%	\$175.26	294	6.9%
2022	263	\$1.5B	4.7%	\$6,380,878	\$192.17	6.5%	\$174.90	293	6.4%
2021	338	\$2.1B	9.2%	\$7,149,405	\$159.73	6.0%	\$162.26	272	6.0%
2020	283	\$2.2B	8.7%	\$8,799,284	\$156.53	6.4%	\$128.39	215	6.7%
2019	289	\$999.5M	6.4%	\$4,217,503	\$110.59	6.9%	\$107.25	180	7.3%
2018	246	\$737M	5.4%	\$3,941,029	\$93.11	6.8%	\$97.50	164	7.4%
2017	173	\$544.7M	4.4%	\$3,655,498	\$78.79	7.5%	\$89.39	150	7.4%
2016	222	\$746.1M	6.6%	\$3,622,051	\$73.14	8.4%	\$87.10	146	7.1%
2015	246	\$570.3M	6.0%	\$2,458,147	\$60.31	7.0%	\$82.45	138	7.1%
2014	180	\$338.8M	3.7%	\$2,004,787	\$55.34	7.5%	\$73.61	123	7.5%
2013	189	\$345.9M	4.0%	\$2,023,057	\$55.07	8.2%	\$66.24	111	7.9%

(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.

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	-	-	-	-	-	-	\$272.73	366	6.6%
2027	-	-	-	-	-	-	\$255.34	343	6.8%
2026	-	-	-	-	-	-	\$239.59	322	7.0%
2025	-	-	-	-	-	-	\$218.88	294	7.3%
2024	-	-	-	-	-	-	\$205.55	276	7.3%
YTD	-	-	-	-	-	-	\$206.97	278	6.9%
2023	77	\$718.1M	2.6%	\$11,968,848	\$301.57	6.8%	\$206.97	278	6.9%
2022	129	\$2B	5.4%	\$17,134,922	\$376.35	6.3%	\$206.39	277	6.5%
2021	171	\$1.7B	9.5%	\$11,270,534	\$194.85	6.6%	\$188.44	253	6.2%
2020	127	\$1.5B	6.0%	\$12,971,910	\$249.68	7.3%	\$151.61	204	6.9%
2019	106	\$982.9M	5.7%	\$10,683,786	\$183.47	7.1%	\$131.24	176	7.3%
2018	132	\$745.6M	7.0%	\$7,169,590	\$123.92	8.1%	\$119.63	161	7.4%
2017	104	\$636.1M	5.7%	\$7,572,295	\$118.25	7.8%	\$110.64	149	7.5%
2016	132	\$755.6M	5.8%	\$6,807,648	\$138.59	8.5%	\$107.58	145	7.1%
2015	124	\$443M	5.0%	\$3,920,640	\$88.65	8.4%	\$101.96	137	7.1%
2014	98	\$393.8M	5.2%	\$4,102,215	\$75.13	5.9%	\$91.76	123	7.5%
2013	91	\$378.8M	4.0%	\$4,619,205	\$102.97	8.3%	\$83.34	112	7.8%

(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.