

MARKET TRENDS | INLAND EMPIRE

INDUSTRIAL

3RD QUARTER
2020

◀ VACANCY | ▲ ABSORPTION | ▼ RENTAL RATE | ▼ CONSTRUCTION DELIVERIES

Year-over-year change

TOP SALE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
6075 Lance Dr.	Moreno Valley/Perris	361,346	\$44,400,000	\$122.87	Loctek	Dedeaux Properties LLC
4600 E. Wall St.	Airport Area	178,523	\$30,253,264	\$169.46	Morgan Stanley Services Group Inc.	Bridge Development Partners
1901 W. Center St.	San Bernardino	232,578	\$29,704,000	\$127.72	Avalon Apparel Group LLC	Hillwood
981 S. Wanamaker Ave.	Airport Area	90,342	\$15,309,737	\$169.46	Morgan Stanley Services Group Inc.	Bridge Development Partners
1822 E. Francis St.	Airport Area	95,089	\$14,519,000	\$152.69	Penwood Real Estate Investment Mgmt.	OW Lee Co., Inc.

TOP LEASE TRANSACTIONS FOR 3Q 2020

Property	Submarket	Square Feet	Date	Landlord	Tenant
3000 E. Philadelphia St.	Airport Area	991,110	August 2020	Sares-Regis Group	TJ Maxx
3350 Redlands Ave.	Moreno Valley/Perris	643,263	August 2020	IDI Logistics	Skechers USA, Inc.
11200 Iberia St.	Riverside	606,112	July 2020	Space Center, Inc.	Amazon
5331 S. Carpenter Ave.	Airport Area	589,012	September 2020	Ivanhoe Cambridge, Inc.	Nike
1590 N. Tamarind Ave.	San Bernardino	543,400	September 2020	Prologis	Subaru of America

TOP UNDER CONSTRUCTION

Property	Address	Submarket	Square Feet	Owner	Delivery Date
Ontario Ranch Logistics Center	4810 S. Hellman Ave.	Airport Area	1,245,049	REDA	September 2021
West Ontario Logistics Center	5051 Carpenter Ave.	Airport Area	1,197,339	Joseph & Doleen Borba	October 2020
Colony Commerce Center	5170 S. Archibald Ave.	Airport Area	1,009,930	Ivanhoe Cambridge, Inc.	December 2020
4501 Patterson Ave.	4501 Patterson Ave.	Moreno Valley/Perris	800,218	Duke Realty Corp.	October 2020
Rialto Fulfillment Center	3388 S. Cactus Ave.	San Bernardino	615,310	PGIM, Inc.	November 2020

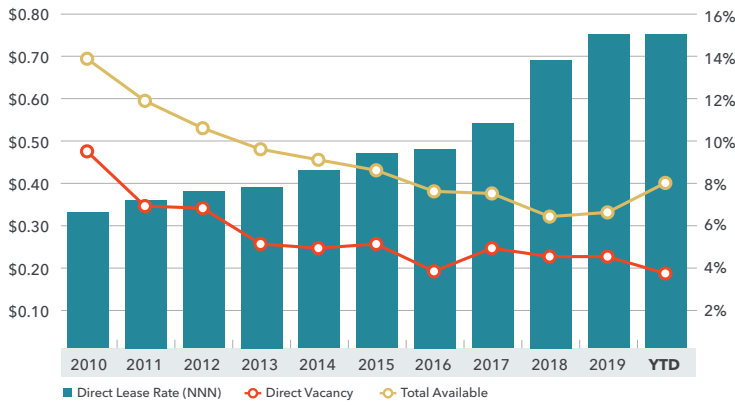
Market Breakdown

	3Q 2020	2Q 2020	3Q 2019	Annual % Change
Direct Vacancy Rate	3.5%	3.5%	3.5%	0.00%
Total Availability Rate	7.8%	7.0%	5.8%	35.18%
Direct Asking Lease Rate	\$0.74	\$0.72	\$0.77	-3.90%
Total Lease Transactions	11,694,301	7,942,878	12,249,008	-4.53%
Sale Transactions	2,754,676	3,181,078	11,294,174	-75.61%
Direct Net Absorption	1,793,030	6,491,366	4,943,381	N/A

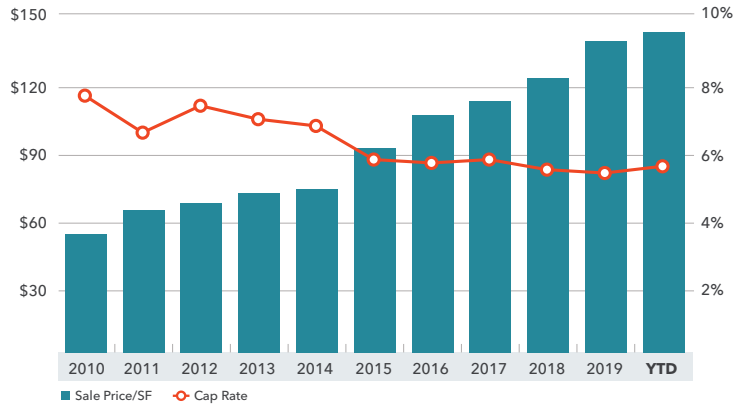
INLAND EMPIRE SUBMARKET STATISTICS

Submarket	Bldg. Count	Total Inventory	SF Under Construction	Direct Vac. Rate	Sublet Vac. Rate	Total Vac. Rate	Total Avail. Rate	3Q Direct Net Absorption	YTD Direct Net Absorption	3Q Leasing Activity	YTD Leasing Activity	Direct Rental Rate (NNN)
Chino/Chino Hills	907	53,631,622	216,801	2.2%	0.1%	2.3%	3.9%	(285,170)	573,958	640,124	1,749,043	\$0.83
Fontana	734	64,629,684	2,987,876	1.6%	0.3%	1.9%	6.1%	412,331	1,591,911	356,599	3,308,659	\$0.68
Jurupa Valley	300	30,272,760	1,255,270	3.6%	0.5%	4.1%	9.5%	(843,901)	(864,049)	1,116,788	2,050,971	\$0.75
Mira Loma	21	1,625,636	0	1.8%	0.0%	1.8%	1.8%	60,780	100,932	0	33,773	\$0.00
Montclair	200	3,800,517	148,893	5.1%	0.0%	5.1%	11.3%	232,823	315,239	155,533	274,416	\$0.74
Ontario	1470	110,870,248	5,067,899	2.7%	0.5%	3.1%	7.1%	1,839,764	1,284,354	3,947,670	8,465,196	\$0.75
Rancho Cucamonga	733	40,782,029	595,319	5.7%	0.1%	5.9%	9.1%	(928,516)	(514,586)	1,350,978	2,771,259	\$0.82
Upland	254	4,014,687	0	3.8%	0.1%	3.9%	4.9%	(44,186)	(14,287)	34,260	93,534	\$0.72
West	4619	309,627,183	10,272,058	2.9%	0.3%	3.2%	6.8%	443,925	2,473,472	7,601,952	18,746,851	\$0.77
Banning	48	945,004	0	3.8%	0.0%	3.8%	6.4%	33,459	63,151	17,065	47,299	\$0.70
Beaumont	45	6,379,904	0	0.3%	0.0%	0.3%	0.2%	(2,283)	997,653	2,283	2,283	\$0.68
Bloomington	105	8,609,709	1,059,669	12.8%	0.0%	12.8%	14.4%	380,952	1,635,544	605,905	1,221,215	\$0.66
Colton	166	10,261,802	471,247	8.7%	0.1%	8.8%	9.1%	194,919	(19,139)	14,455	570,718	\$0.73
Corona	908	31,157,058	101,690	4.8%	0.0%	4.9%	6.9%	375,399	298,250	375,222	1,207,599	\$0.72
Eastvale	55	11,715,553	626,136	4.2%	0.0%	4.2%	7.6%	274,029	485,752	185,529	323,600	\$0.69
Grand Terrace	13	429,469	0	3.1%	0.0%	3.1%	5.0%	(1,416)	8,724	11,700	14,460	\$0.00
Highland	16	217,387	121,294	0.0%	0.0%	0.0%	58.1%	0	700	0	0	\$0.00
Loma Linda	23	338,442	0	3.5%	0.0%	3.5%	3.5%	1,780	(11,712)	9,762	9,762	\$0.60
Moreno Valley	88	28,315,510	982,300	2.0%	2.2%	4.2%	3.6%	26,747	499,952	627,944	1,627,058	\$0.65
Norco	76	1,676,834	0	1.4%	0.0%	1.4%	1.8%	(5,101)	407,037	0	426,858	\$0.00
Perris	210	29,538,712	2,220,349	2.6%	0.0%	2.6%	6.9%	517,892	3,873,939	827,850	3,539,212	\$0.66
Redlands	209	27,414,703	154,946	4.4%	0.0%	4.4%	8.8%	(768,142)	(668,231)	58,007	188,722	\$0.64
Rialto	191	29,563,641	1,119,693	6.6%	0.4%	7.0%	9.3%	444,033	1,844,708	510,669	3,257,795	\$0.65
Riverside	1088	52,894,673	651,324	5.3%	0.0%	5.4%	7.3%	(311,834)	1,253,657	408,225	1,927,623	\$0.65
San Bernardino	559	40,345,406	2,381,877	1.1%	0.4%	1.5%	8.7%	197,858	2,102,897	309,126	1,414,269	\$0.81
East	3800	279,803,807	9,890,525	4.2%	0.3%	4.6%	7.6%	1,358,292	12,772,882	3,963,742	15,778,473	\$0.71
Hemet	86	1,549,371	0	9.9%	0.0%	9.9%	11.6%	(6,500)	(125,338)	0	17,662	\$0.58
Lake Elsinore	176	2,619,183	0	1.0%	0.1%	1.1%	4.7%	(7,702)	39,251	15,285	109,699	\$0.76
Menifee	25	513,036	0	0.0%	0.0%	0.0%	0.0%	0	46,600	2,297	8,897	\$0.60
Murrieta	254	3,870,040	28,000	2.4%	0.2%	2.6%	7.4%	18,220	24,340	36,041	85,110	\$0.00
San Jacinto	65	1,074,064	0	4.2%	0.0%	4.2%	4.2%	(23,000)	4,925	0	2,500	\$0.00
Temecula	333	10,572,918	0	3.7%	0.3%	4.0%	8.1%	9,795	5,501	74,984	629,088	\$0.66
Wildomar	12	324,860	0	1.4%	0.0%	1.4%	1.4%	0	1,889	0	6,367	\$0.77
South	951	20,523,472	28,000	3.5%	0.2%	3.7%	7.3%	(9,187)	(2,832)	128,607	859,323	\$0.67
5,000 - 24,999	5,867	67,880,076	587,697	2.7%	0.2%	2.9%	4.9%	428,768	202,916	814,819	2,022,125	\$0.85
25,000 - 49,999	1,370	46,735,197	1,080,207	2.7%	0.2%	3.0%	6.4%	107,543	143,390	694,507	1,772,012	\$0.76
50,000 - 99,999	808	55,721,244	1,933,736	4.0%	0.3%	4.3%	8.3%	41,121	555,091	1,278,227	3,282,775	\$0.71
100,000 - 249,999	702	105,515,339	4,933,550	4.0%	0.4%	4.5%	11.6%	1,152,663	1,797,025	3,443,094	8,413,950	\$0.66
250,000 - 499,999	341	123,782,000	3,940,451	4.3%	0.5%	4.8%	8.5%	1,538,097	1,963,407	1,425,489	6,344,255	\$0.59
500,000 - 999,999	191	131,102,301	3,471,406	4.0%	0.4%	4.4%	4.7%	(102,552)	4,344,620	4,038,165	11,198,357	\$0.53
1,000,000 Plus	56	73,113,154	4,243,536	1.9%	0.0%	1.9%	5.6%	(1,372,610)	6,237,073	0	2,351,173	\$0.48
Inland Empire Total	9,335	603,849,311	20,190,583	3.5%	0.4%	3.9%	7.8%	1,793,030	15,243,522	11,694,301	35,384,647	\$0.74

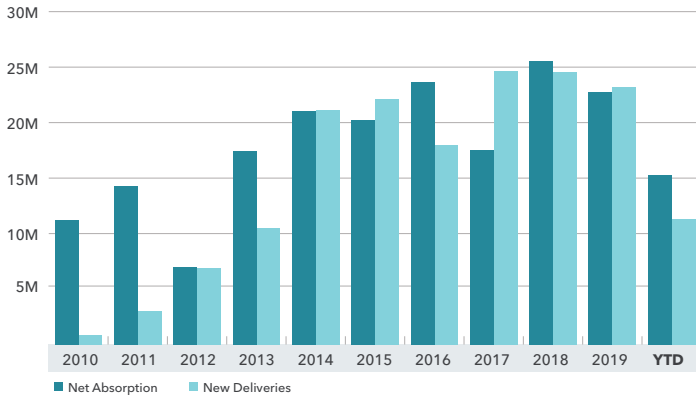
LEASE RATE, VACANCY, & AVAILABILITY



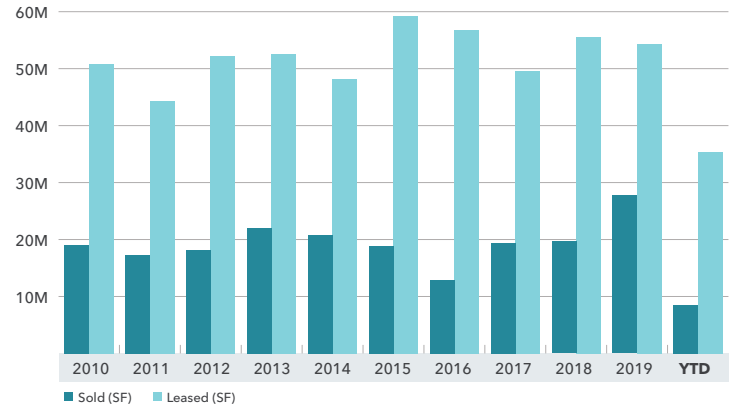
AVERAGE SALES PRICE/SF & CAP RATES



NET ABSORPTION & NEW DELIVERIES



SALE VOLUME & LEASE VOLUME



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COMMERCIAL BROKERAGE

27M	ANNUAL SALES SF	450+	NO. OF BROKERS
\$9.6B	ANNUAL TRANSACTION VOLUME	42M	ANNUAL LEASING SF

VALUATION ADVISORY

1,680+	APPRAISALS ANNUALLY	37/23	TOTAL NO. APPRAISERS/MAI'S
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PROPERTY MANAGEMENT

70M+	MANAGEMENT PORTFOLIO SF	\$12B+	IN ASSETS UNDER MANAGEMENT
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