

MARKET TRENDS

SAN FERNANDO VALLEY *INDUSTRIAL*



Year-Over-Year Change

MAJOR SALE TRANSACTIONS 2Q 2023

Property	Submarket	SF	Sale Price	\$/SF	Buyer	Seller
7041-7057 ½ & 7059-7077 ½ Vineland Ave, N Hollywood	E San Fernando Valley	84,338	\$25,300,000	\$299.98	BKM Capital Ptrs.	L.A.I.S. Equities
9223 Deering Ave, Chatsworth	W San Fernando Valley	37,169	\$10,779,000	\$290.00	Undisclosed	Lurline Investment Group
727 Flower St, Burbank	Burbank	12,300	\$5,250,000	\$426.83	Undisclosed	727 Flower St Ptrs.

MAJOR LEASE TRANSACTIONS 2Q 2023

Property	Submarket	SF	Transaction Date	Landlord	Tenant
26801 Agoura Rd, Calabasas	West San Fernando Valley	128,700	May 2023	Richard & Irene Sullivan	ResMed Motor Technologies
637 W Colorado St, Glendale	Glendale	43,000	May 2023	La Deau Manufacturing Co	Fremantle
21310-21314 Lassen St, Chatsworth	West San Fernando Valley	40,540	April 2023	Selective Real Estate Inv.	Amber Interiors Shoppe

UNDER CONSTRUCTION

Property	Address	Submarket	SF	Owner	Delivery Date
510 Park Ave	San Fernando	East San Fernando Valley	168,676	Monster Beverage Corporation	3Q 2023
11802 Valerio St	North Hollywood	East San Fernando Valley	20,000	Undisclosed	3Q 2023
7962 Balboa Blvd	Van Nuys	West San Fernando Valley	10,000	Sektrayv Corp	3Q 2023

RECENTLY DELIVERED

Property	Address	Submarket	SF	Owner	Delivery Date
6703 Valjean Ave	Van Nuys	West San Fernando Valley	20,049	RWBW LLC	April 2023

MARKET BREAKDOWN

	2Q23	1Q23	2Q22	Annual % Change
Direct Vacancy Rate	2.2%	2.0%	1.4%	57.14%
Availability Rate	3.1%	2.9%	2.4%	29.17%
Asking Lease Rate	\$1.81	\$1.74	\$1.56	15.58%
Lease Transactions	963,073	797,772	1,098,180	-12.30%
Sale Transactions	191,955	1,151,267	999,346	-80.79%
Net Absorption	(221,291)	(386,939)	16,715	N/A

SUBMARKET STATISTICS

Submarket	Total Inventory	Direct Vacancy Rate	Total Vacancy Rate	2Q 2023 Direct Net Absorption	YTD 2023 Direct Net Absorption	2Q 2023 Leasing Activity	YTD 2023 Leasing Activity	SF Under Construction	2023 Construction Completions	Average NNN Rental Rate
Burbank	14,625,188	1.8%	2.6%	(16,537)	(63,633)	79,841	115,150	0	-	\$2.23
East San Fernando Valley	52,604,106	1.9%	2.1%	(210,121)	(224,516)	279,647	582,378	188,676	16,576	\$1.89
Glendale	8,803,077	1.5%	1.8%	105,683	(48,218)	62,788	215,673	0	-	\$2.09
West San Fernando Valley	46,867,331	2.7%	2.8%	(100,316)	(271,863)	540,797	847,644	10,000	20,049	\$1.64
Total	122,899,702	2.2%	2.4%	(221,291)	(608,230)	963,073	1,760,845	198,676	36,625	\$1.81

BIGGEST SALE OF THE QUARTER

7041-7057 & 7059-7077 Vineland Ave

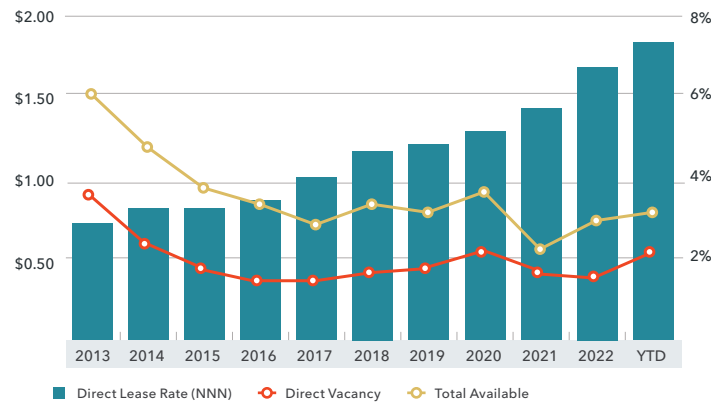


BIGGEST LEASE OF THE QUARTER

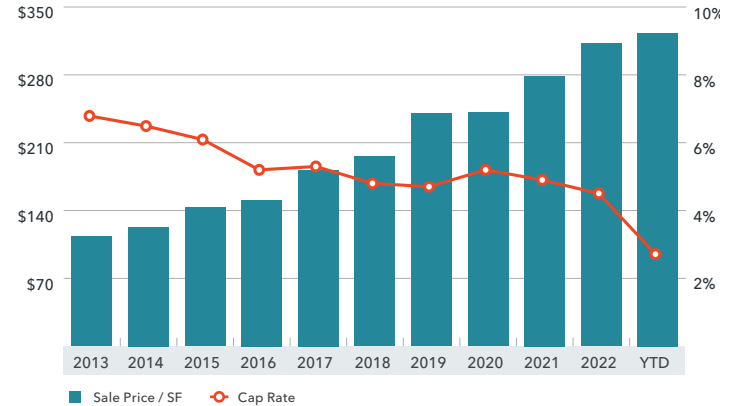
26801 Agoura Rd, Calabasas



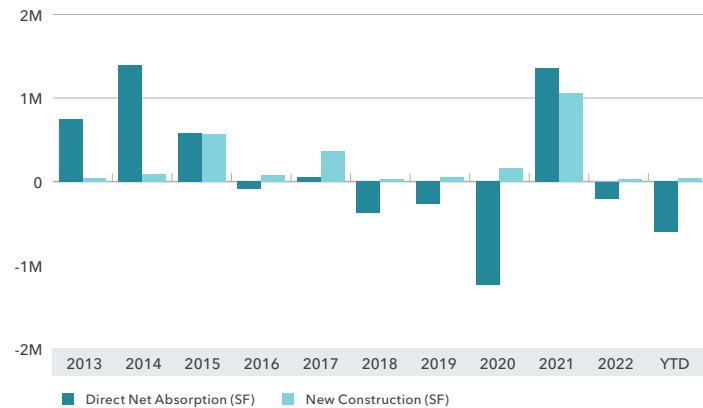
LEASE RATE, VACANCY & AVAILABILITY



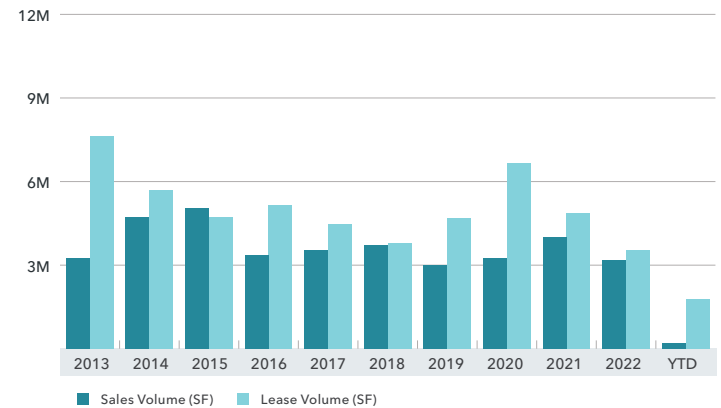
AVERAGE SALES PRICE/SF & CAP RATES



NEW CONSTRUCTION & ABSORPTION



SALE VOLUME & LEASE VOLUME



Data Source: CoStar



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COMMERCIAL BROKERAGE

\$12B

TRANSACTION VOLUME ANNUALLY

32.1M

ANNUAL SALES SF

41.2M

ANNUAL LEASING SF

ASSET SERVICES

52M

MANAGEMENT PORTFOLIO SF

771+

ASSETS UNDER MANAGEMENT

250+

ASSET SERVICES CLIENTS

VALUATION ADVISORY

2,600+

ASSIGNMENTS ANNUALLY

46

TOTAL APPRAISERS

23

WITH MAI DESIGNATIONS

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