



Industrial Market Report

# Indianapolis - IN USA

PREPARED BY

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**INDUSTRIAL MARKET REPORT**

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12 Mo Deliveries in SF

**8.7M**

12 Mo Net Absorption in SF

**5.8M**

Vacancy Rate

**8.6%**

Market Asking Rent Growth

**4.6%**

Heading into the fall of 2024, tenant demand for industrial space has moderated while the pipeline continued delivering, causing vacancy to increase by 80 basis points to 8.7%. The market will continue to face obstacles in the near term, with the completion of projects in the pipeline keeping already heightened vacancy elevated through the tail-end of 2025.

Over the past year, annual net absorption totaled 3.9 million SF, compressing significantly under historical trends. For context, net absorption has averaged 9.1 million SF per year over the past decade. Leading submarkets for tenant demand over the past 12 months include Far Boone County, with 2.9 million SF, and Hancock County, with 1.3 million SF of net absorption. However, the rate of industrial leasing could not fill the new space coming online, and several properties that have delivered since the start of 2023 are still at 100% vacancy.

Indianapolis has experienced an industrial development boom over the past few years, with one of the most significant inventory increases nationally since the pandemic. Similar to other top industrial markets, recent development has focused on properties over 500,000 SF. These big-box properties represent approximately 70% of local deliveries by square footage since the

beginning of 2022. This has resulted in freshly built big-box industrial sites sitting empty while small-bay industrial vacancies remain tight.

Despite increasing vacancy, rents have risen by a relatively healthy 4.9%, which can be related to the fact that average rents here have been below most other major markets, making it easier for landlords to continue gradually escalating rents amid market weakness. However, rent growth has been softening in recent quarters, decelerating from the peak of 9.3% reached early in 2022, and further deceleration could occur in the near term, given the potential for vacancy to remain at elevated levels.

The market could see some relief by late 2024 due to construction starts declining since midway in 2023. After hitting a 22Q2 peak of 7.9 million SF, quarterly construction starts have averaged roughly 547,000 SF per quarter over the past four quarters. Given the average construction time of just over one year for larger projects in Indianapolis, the early-2023 pullback in starts suggests that the number of new projects completing construction each quarter will begin to decline after the latter half of 2024, which could cause the market's vacancy rate to stabilize or begin tightening thereafter.

### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	304,800,237	10.9%	\$7.02	13.3%	488,619	1,152,000	4,669,813
Specialized Industrial	90,383,676	2.2%	\$8.16	3.0%	600	0	75,000
Flex	29,376,472	5.0%	\$11.94	6.3%	(113,149)	0	173,554
<b>Market</b>	<b>424,560,385</b>	<b>8.6%</b>	<b>\$7.60</b>	<b>10.6%</b>	<b>376,070</b>	<b>1,152,000</b>	<b>4,918,367</b>
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	0.5% (YOY)	7.2%	7.7%	11.0%	2002 Q2	3.4%	2022 Q1
Net Absorption SF	5.8M	6,114,279	6,073,542	24,146,719	2022 Q1	(4,170,670)	2001 Q3
Deliveries SF	8.7M	8,027,775	6,644,880	29,785,312	2023 Q3	825,264	2011 Q4
Market Asking Rent Growth	4.6%	2.5%	5.3%	9.3%	2022 Q2	-3.3%	2001 Q3
Sales Volume	\$711M	\$609.1M	N/A	\$2.9B	2023 Q1	\$0	2002 Q1

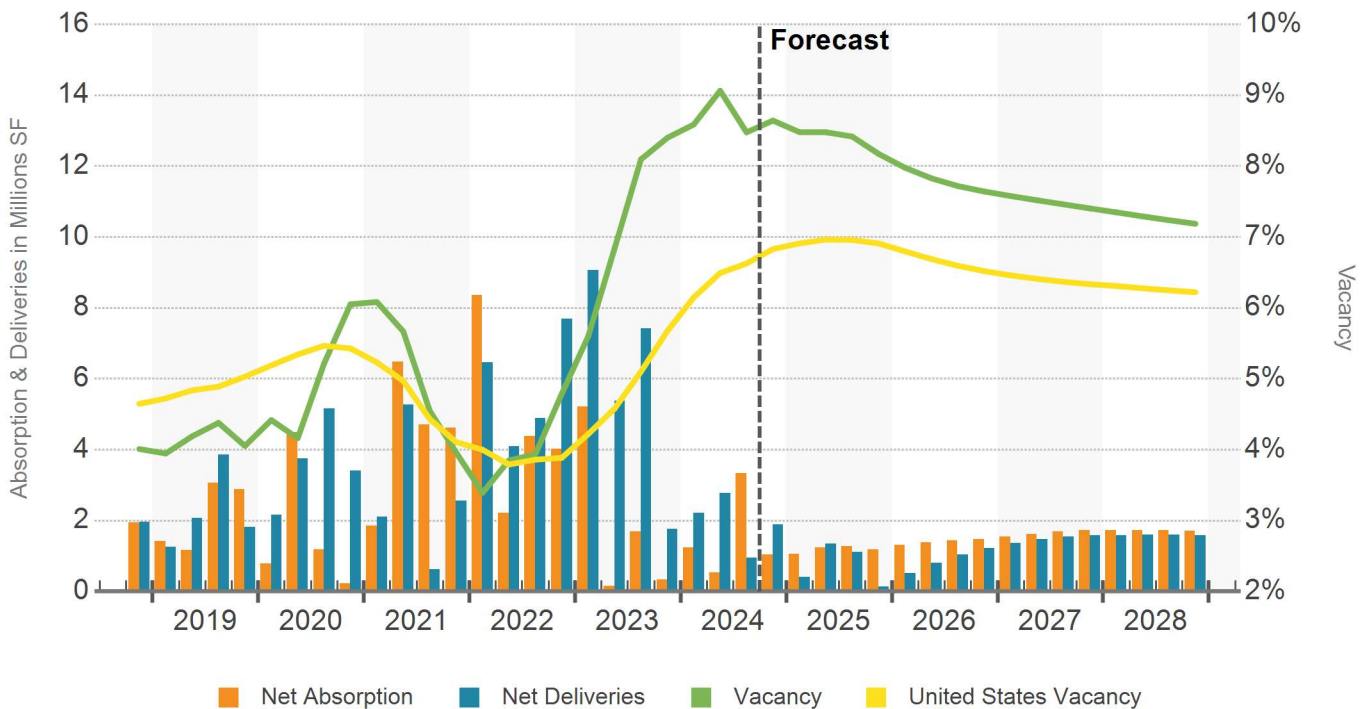
Early in the fall of 2024, Indianapolis industrial leasing activity continued at a subdued pace, with approximately 9.2 million SF leased in 2024. For context, the industrial leasing volume in Indianapolis averaged 23.6 million SF per year over the past five years. Recent leasing trends reveal a steady slowdown in leasing volume. While logistics properties have been soaking up the majority of top leases signed over the past few years, a new lease signed in April 2024 by Cummings at a 5 Star manufacturing facility for just over 1 million SF in Whiteland was the largest recorded lease signing here over the past 12 months.

Over the past 12 months, net absorption of 3.9 million SF was mainly composed of 1 million SF of specialized space leasing and 2.8 million SF of logistics space leasing. This compressed demand is well below the five-

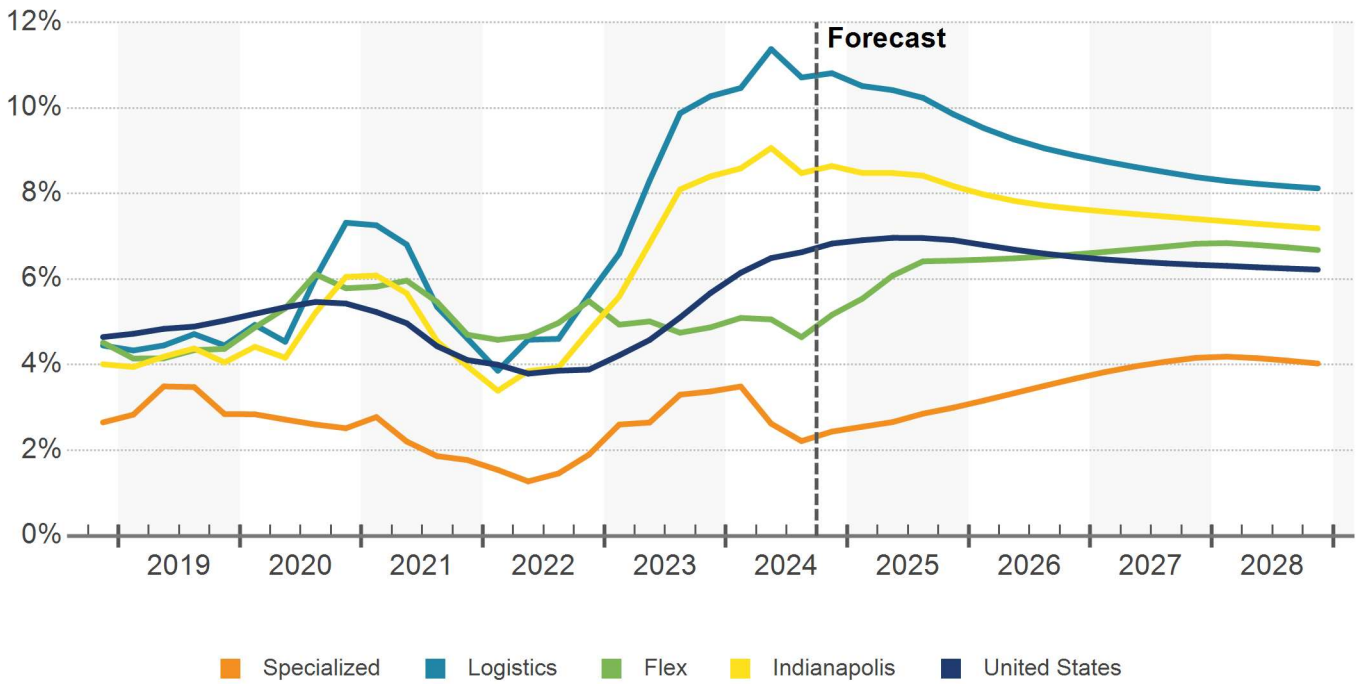
year annual net absorption average of 11.5 million SF and is expected to continue through the near term. With continued economic headwinds, the gap between supply and demand could continue to widen. The 500,000-SF and up segment is most at risk of oversupply, with an availability rate of 16.3% that's continued inching upward in recent quarters and roughly 17.4% when including properties under construction. This represents a notable contrast to the under 100,000-SF segment, which has a current availability rate of just 4%.

While new supply will present obstacles to the market over the near term, longer-term trends remain favorable for Indianapolis, particularly with regard to demand for logistics space. The market's centralized positioning and the convergence of five interstates still provide access to 49% of the U.S. population within one day's drive.

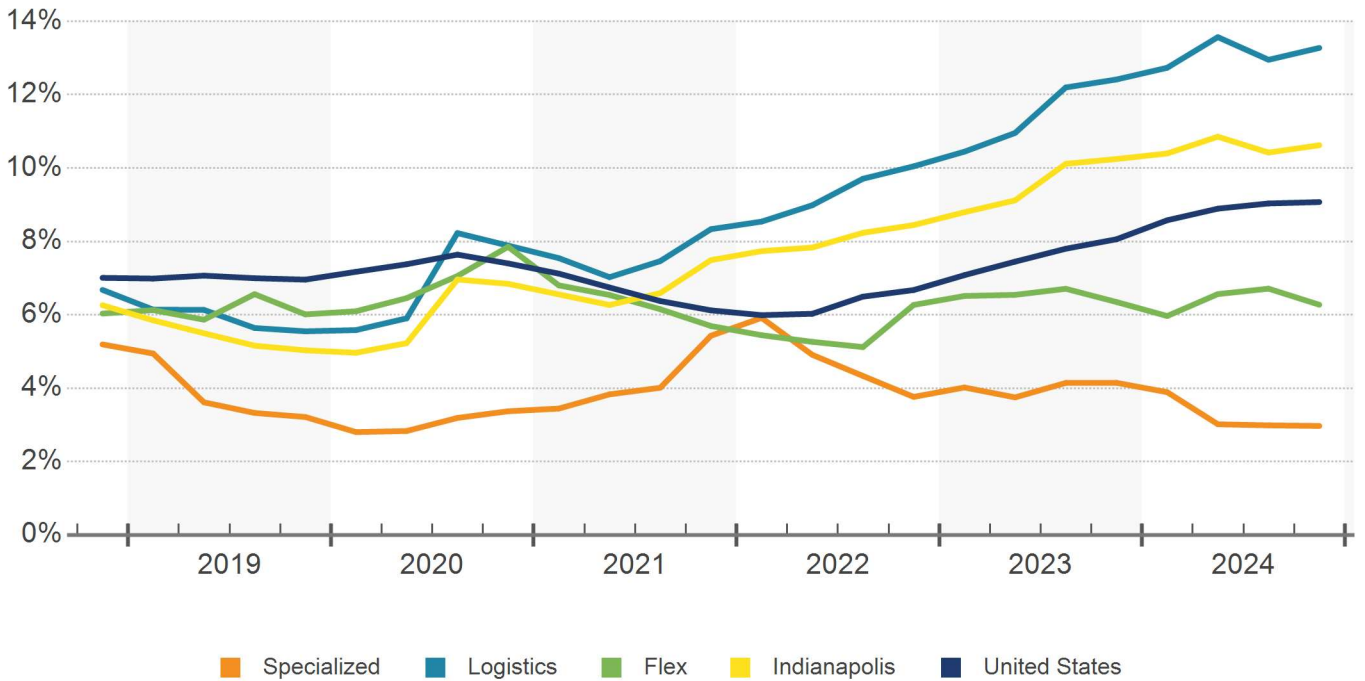
### NET ABSORPTION, NET DELIVERIES & VACANCY



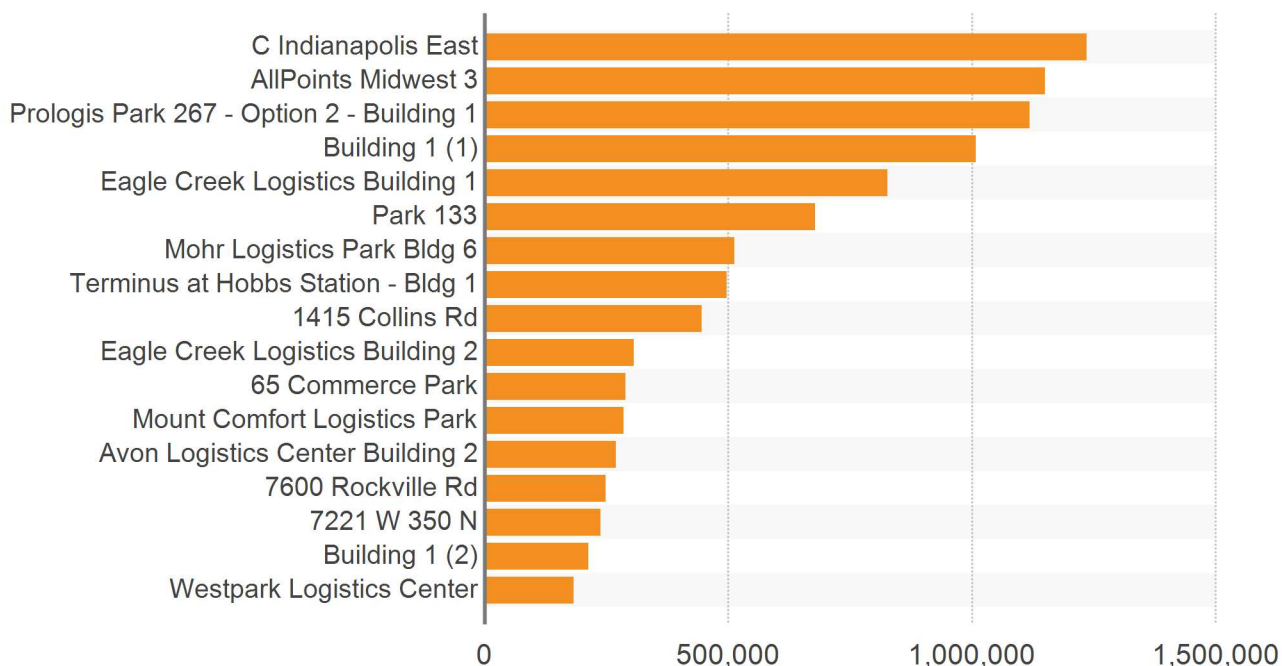
### VACANCY RATE



### 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
C Indianapolis East	Hancock County Ind	1,236,162	0	1,236,162	0	0	0	1,236,162
AllPoints Midwest 3	Plainfield Ind	1,150,168	0	0	0	1,150,168	0	1,150,168
Prologis Park 267 - Option 2 - B...	Far Boone County Ind	1,119,056	0	0	568,966	550,090	0	1,119,056
Building 1 (1)	Plainfield Ind	1,008,891	0	0	0	1,008,891	0	1,008,891
Eagle Creek Logistics Building 1	West Hendricks Cty Ind	826,771	0	0	0	0	826,771	826,771
Park 133	Far Boone County Ind	679,108	0	679,108	0	0	0	679,108
Mohr Logistics Park Bldg 6	Johnson County Ind	1,057,350	0	0	513,570	0	0	513,570
Terminus at Hobbs Station - Bld...	Plainfield Ind	497,540	0	263,922	233,618	0	0	497,540
1415 Collins Rd	Johnson County Ind	446,500	0	0	0	446,500	0	446,500
Eagle Creek Logistics Building 2	West Hendricks Cty Ind	306,502	0	0	306,502	0	0	306,502
65 Commerce Park	Far Boone County Ind	302,545	0	0	0	0	0	289,391
Mount Comfort Logistics Park	Hancock County Ind	298,000	0	0	0	0	0	285,043
Avon Logistics Center Building 2	Plainfield Ind	883,609	0	0	0	0	0	269,975
7600 Rockville Rd	W Rockville/Cnty Clb...	578,964	0	0	249,480	0	0	249,480
7221 W 350 N	Hancock County Ind	249,634	0	0	0	0	0	238,780
Building 1 (2)	Far Boone County Ind	219,240	0	78,300	0	0	0	213,112
Westpark Logistics Center	Far Boone County Ind	183,033	0	0	0	183,033	0	183,033
<b>Subtotal Primary Competitors</b>		<b>11,043,073</b>	<b>0</b>	<b>2,257,492</b>	<b>1,872,136</b>	<b>3,338,682</b>	<b>826,771</b>	<b>9,513,082</b>
Remaining Indianapolis Market		413,546,546	36,665,903	(1,023,876)	(1,347,347)	(15)	(450,701)	(3,716,280)
<b>Total Indianapolis Market</b>		<b>424,589,619</b>	<b>36,665,903</b>	<b>1,233,616</b>	<b>524,789</b>	<b>3,338,667</b>	<b>376,070</b>	<b>5,796,802</b>

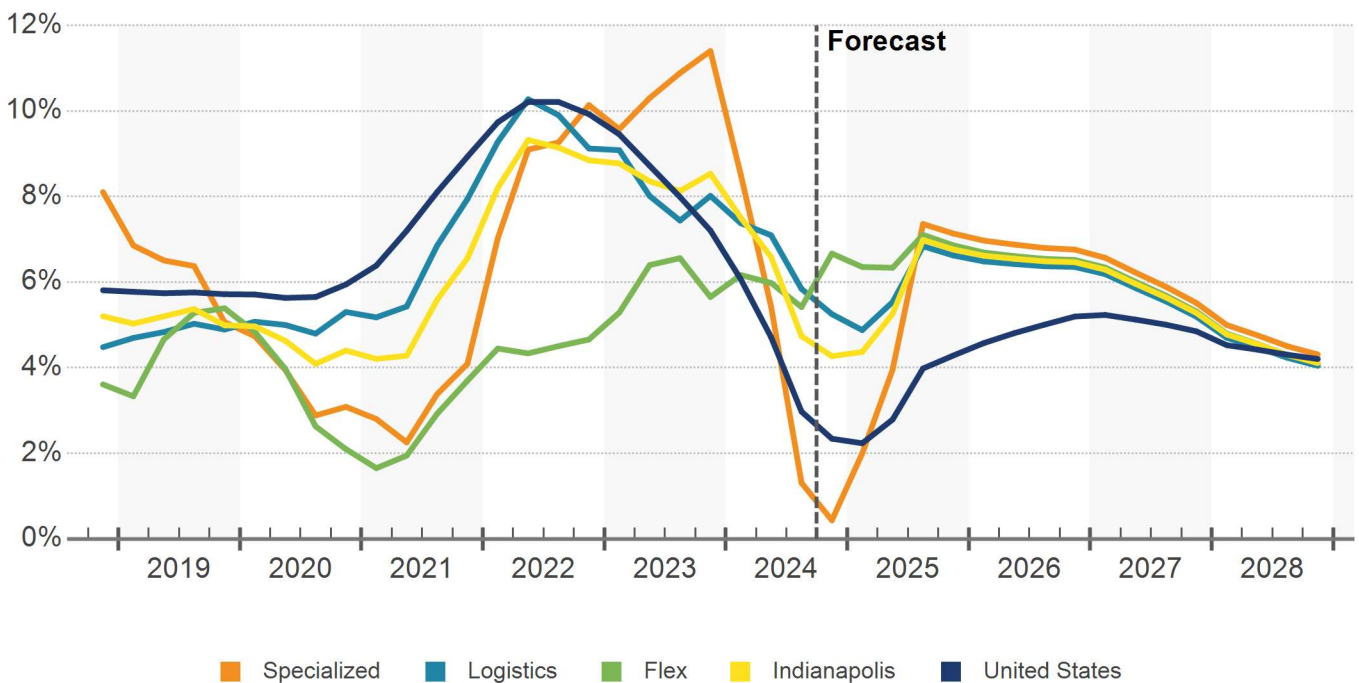
Indianapolis remains a relatively affordable industrial market heading into the final months of 2024, with average asking rents in the range of \$7.60/SF as of 24Q3, roughly 36% under the national average of \$12/SF.

Similar to national trends, rent growth has softened since last year, declining by approximately 270 basis points since the start of 2024 to 4.8% while the national average rent growth shrunk to 3.1% as of 23Q4. Rent growth for industrial properties in Indianapolis is expected to reach around 7% towards the latter half of 2025 in CoStar's Base Case forecast.

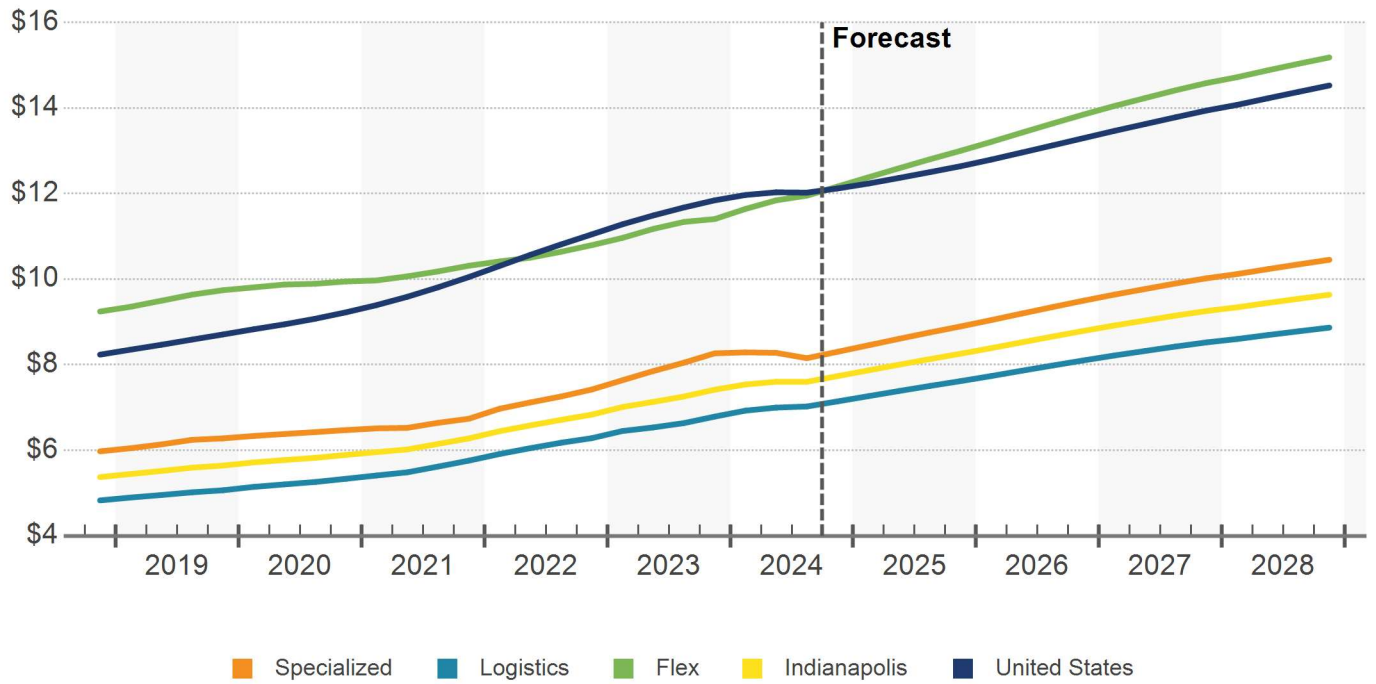
Among submarkets with major concentrations of industrial inventory, the Airport submarket boasts some of the highest rents, averaging \$8.67/SF across all industrial asset types. Rents are also comparatively elevated in the Castleton and Carmel submarkets, at \$12.84/SF and \$11.65/SF, respectively.

The submarkets on the west side of Indianapolis have the most consistent rent growth, a trend supported by proximity to the airport and recent infrastructure improvements, like the Reagan Parkway. Recent rent growth represents a much tighter range, with many outperformers sitting around the market average.

### MARKET ASKING RENT GROWTH (YOY)



### MARKET ASKING RENT PER SQUARE FEET





Over the past three years, 54.5 million SF of industrial space has been delivered throughout Indianapolis, with the most significant concentrations located in prime logistics locations, including Hancock County, Johnson County, and Far Boone County. As leasing continues, availability among properties delivered over this time frame is at 37.9%. As experienced in many industrial markets nationwide, construction has been concentrated in the big box, 500,000-plus-SF segment, accounting for approximately 70% of space delivered over this period.

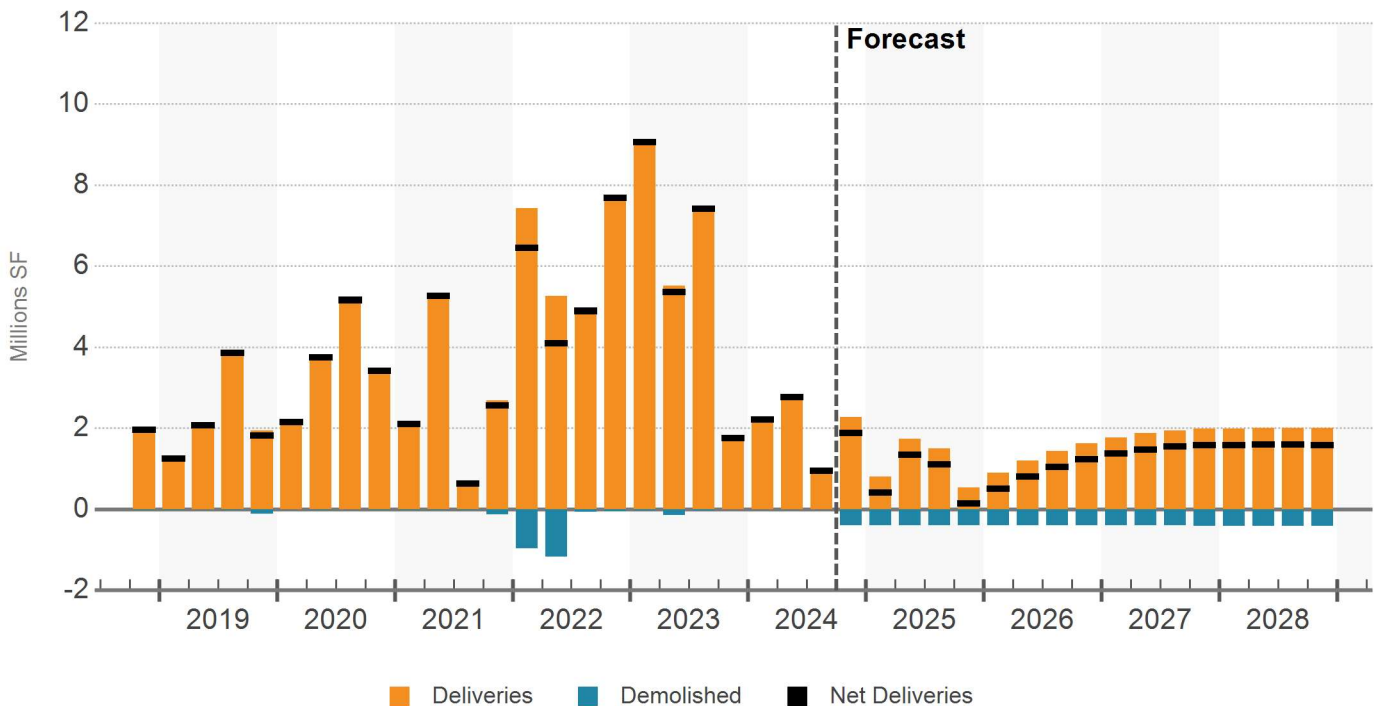
The largest property to enter the market over the past three years was Walmart's 2.2 million-SF fulfillment center in McCordsville. The fulfillment center, which is Walmart's largest to date, will help the retailer expand next- and two-day shipping capabilities. When fully operational, the center will house more than 1,000 employees. More recently, since the start of 2024, the most significant delivery, in terms of size, occurred during February 2024, when the AllPoints Midwest Building 3 was delivered. This 1.1 million SF distribution

center has ceiling clear heights of 40'.

Meanwhile, construction continues on 7 million SF of space, representing 1.7% of the area's existing inventory. West Hendricks County is the most active, with 1.9 million SF underway, while Far Boone County and Johnson County are close behind, with 1.7 million SF and 1.6 million SF underway, respectively.

Oversupply remains a concern, specifically in the big box, 500,000-SF and up segment, which currently represents approximately 50% of space underway. A property in this cohort currently underway in Far Boone County is Building 1 at Prologis Park 267, this 550,090 SF distribution facility is expected to be completed during August 2024. The largest property underway is a 4-star industrial facility at 5081 E 100 N in Franklin. This 1.1 million SF property has an expected delivery date in August 2024. Of the 7 million SF of industrial space that's underway, approximately 31% is pre-leased as of 23Q4, leaving roughly 5.1 million SF available for lease.

### 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	Johnson County	4	1,617	32	2.0%	7	82,524	404,239	1
2	West Hendricks Cty	4	1,169	926	79.2%	3	96,745	292,228	3
3	Far Boone County	7	1,112	188	16.9%	5	168,849	158,842	4
4	Franklin Township	1	325	325	100%	1	34,844	324,880	2
5	Plainfield	2	268	4	1.5%	8	218,317	133,961	5
6	Park 100	4	121	62	51.1%	4	64,424	30,168	9
7	Fishers/Noblesville	4	100	10	9.5%	6	43,751	25,121	10
8	Washington Square	1	68	0	0%	9	71,804	68,250	6
9	Castleton	1	41	41	100%	1	37,583	40,777	7
10	Carmel	1	32	0	0%	9	26,754	32,000	8
	All Other	4	66	40	61.4%		45,028	16,405	
<b>Totals</b>		<b>33</b>	<b>4,918</b>	<b>1,627</b>	<b>33.1%</b>		<b>60,578</b>	<b>149,041</b>	

# Under Construction Properties

Indianapolis Industrial

Properties

Square Feet

Percent of Inventory

Released

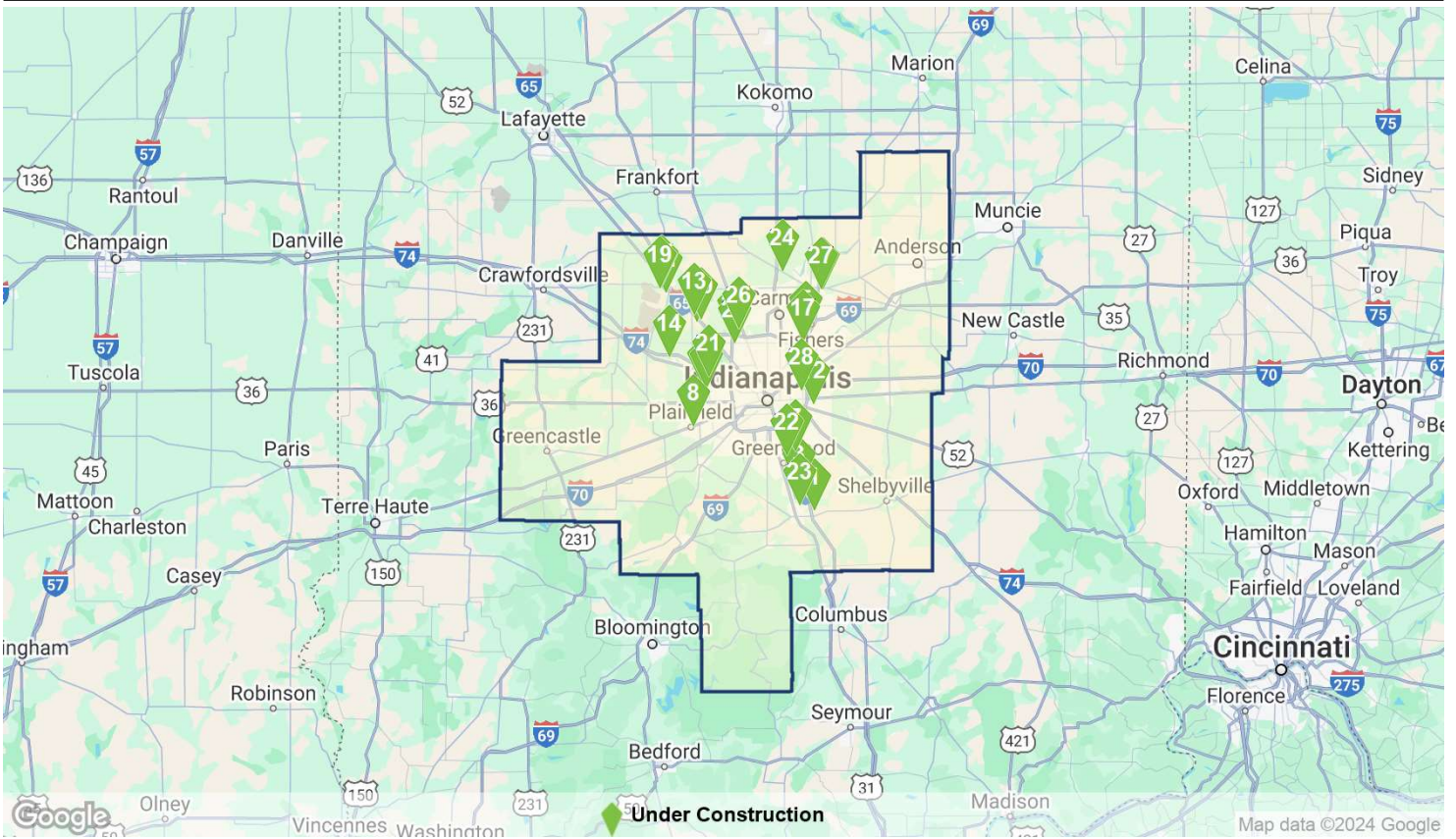
35

5,358,367

1.4%

38.6%

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 5081 E 100 N	★★★★☆	1,119,696	1	Sep 2022	Nov 2024	- McAlpin Glenn K
2 Sephora Midwest Distrib... 2375 N County Road 900 E	★★★★☆	746,672	1	Aug 2024	Aug 2025	- VanTrust Real Estate LLC Town Of Avon
3 I-65 Whiteland 2510 Whiteland	★★★★☆	431,460	1	Dec 2022	Apr 2025	- -
4 Park 130 - Bldg 7 5650 Belcher Way	★★★★☆	400,576	1	Oct 2022	Nov 2024	- -
5 Andretti Global 10050 Hague Rd		400,000	1	Dec 2022	Mar 2025	- -
6 Avon Landings Commer... 2516 Logistics	★★★★☆	332,240	1	Oct 2022	Nov 2024	- -
7 County Line Commerce... County Line Rd & S Arling	★★★★☆	324,880	1	Aug 2024	Jul 2025	- -



# Under Construction Properties

Indianapolis Industrial

## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 <b>Terminus at Hobbs Stati...</b> 9524-9532 Station Blvd	★★★★★	263,922	1	Jun 2023	Nov 2024	-
9 <b>Indianapolis Logistics P...</b> 5301 East 500 South	★★★★☆	233,000	1	Jul 2024	Jan 2025	-
10 <b>Indianapolis Logistics P...</b> 5301 East 500 South	★★★★☆	233,000	1	Jul 2024	Jan 2025	-
11 <b>401 S Enterprise Blvd</b>	★★★★☆	100,000	1	Jun 2023	Nov 2024	- Skjodt Barrett
12 <b>910 Post Rd</b>	★★★★☆	68,250	1	Jun 2024	Mar 2025	-
13 <b>4355 Perry Worth Rd</b>	★★★☆☆	55,320	1	Sep 2024	Feb 2025	-
14 <b>74 And Jeff Gordon</b>	★★★☆☆	55,000	1	Dec 2023	Jan 2025	- Keers Electric
15 <b>US 32 Building 1</b>	★★★☆☆	50,000	1	Apr 2024	Nov 2024	-
16 <b>Building 2</b> SWC Pleasant St. & Union	★★★☆☆	41,657	1	Jun 2022	Apr 2025	-
17 <b>7031 E 86th St</b>	★★★☆☆	40,777	1	May 2024	Dec 2024	- AMERCO Real Estate Company
18 <b>6400 Technology Center...</b>		40,000	2	Apr 2024	Dec 2024	-
19 <b>250 N Enterprise</b>	★★★☆☆	40,000	1	Aug 2024	Feb 2025	- Nineeight Investments LLC
20 <b>8412 Zionsville Rd</b>	★★★☆☆	35,970	1	Sep 2024	May 2025	-
21 <b>10095 US Highway 136</b>	★★★☆☆	35,000	1	Apr 2024	Nov 2024	- Advanced Wood Designs
22 <b>1175 Airport Pky</b>	★★★☆☆	33,800	1	Dec 2023	Nov 2024	-
23 <b>91 Linville Way</b>	★★★☆☆	32,000	1	Dec 2022	Nov 2024	- John van Kooten
24 <b>Lot 2</b> 20418 Commerce Park Dr	★★★☆☆	32,000	1	Jul 2023	Apr 2025	-
25 <b>10890 Bennett Pkwy Pky</b>	★★★☆☆	30,000	1	Jan 2024	Nov 2024	-
26 <b>10890 Bennett Pkwy Ext</b>	★★★☆☆	30,000	1	Jan 2024	Dec 2024	-
27 <b>17265 Harger Ct</b>	★★★☆☆	27,900	1	Oct 2023	Dec 2024	- Centennial Construction
28 <b>1645 Industry Dr</b>	★★★☆☆	25,300	1	Mar 2024	Mar 2025	-

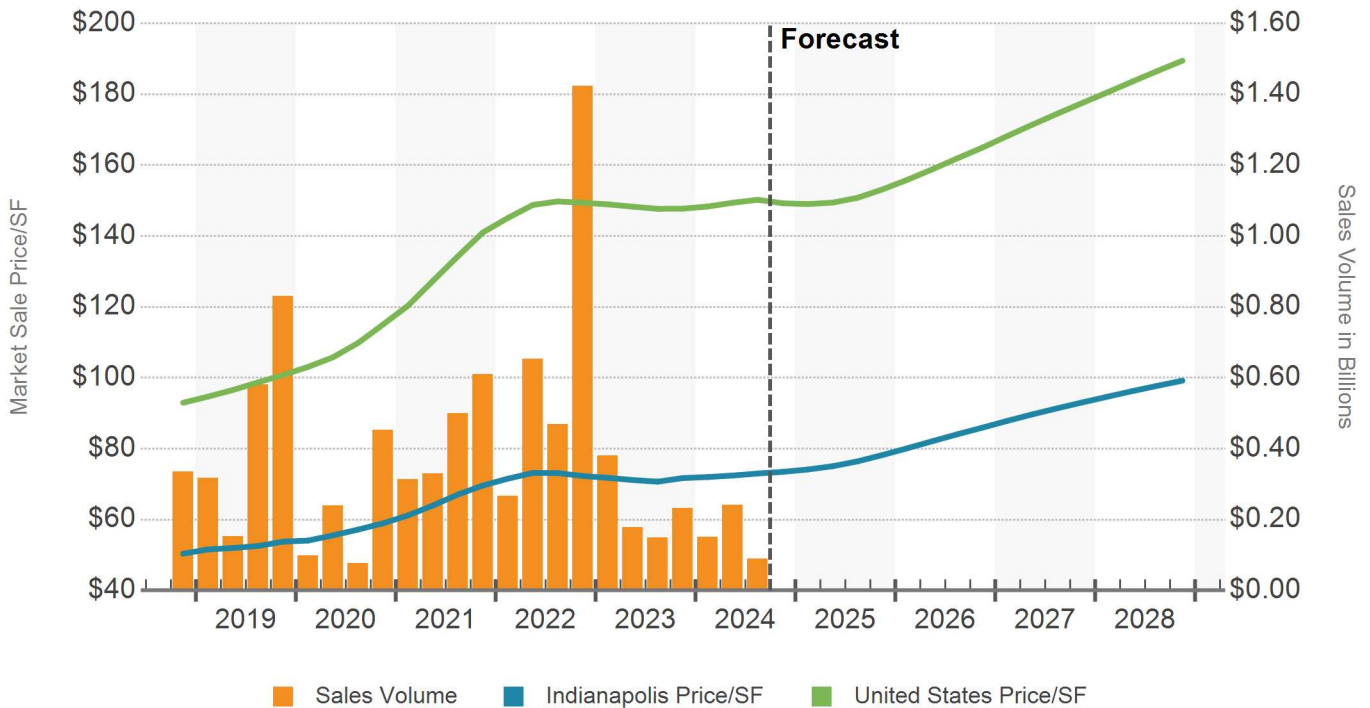
Investors have regularly targeted industrial properties in Indianapolis over the years, with \$11.9 billion worth of assets, averaging \$1.2 billion annually, changing hands over the past decade. Sales volume and activity have declined in recent quarters, with the current annual sales volume of \$724 million falling below the longer-term historical sales averages. Logistics sales of \$540 million drove the current annual sales volume. The composition of the investing pool has altered significantly over the past five years. Over the past five years, institutional investors composed 30% of sales volume, while REITs and private investors each contributed 27%. This dynamic has changed over the past 12 months, with private investors representing 47% of sales volume and institutional investors increasing to 36%.

Over the past twelve months, the most significant transaction, in terms of sales volume, occurred in April 2024, when Ares Industrial Real Estate Income Trust purchased Building 9 at 4241 Plainfield Rd in Plainfield

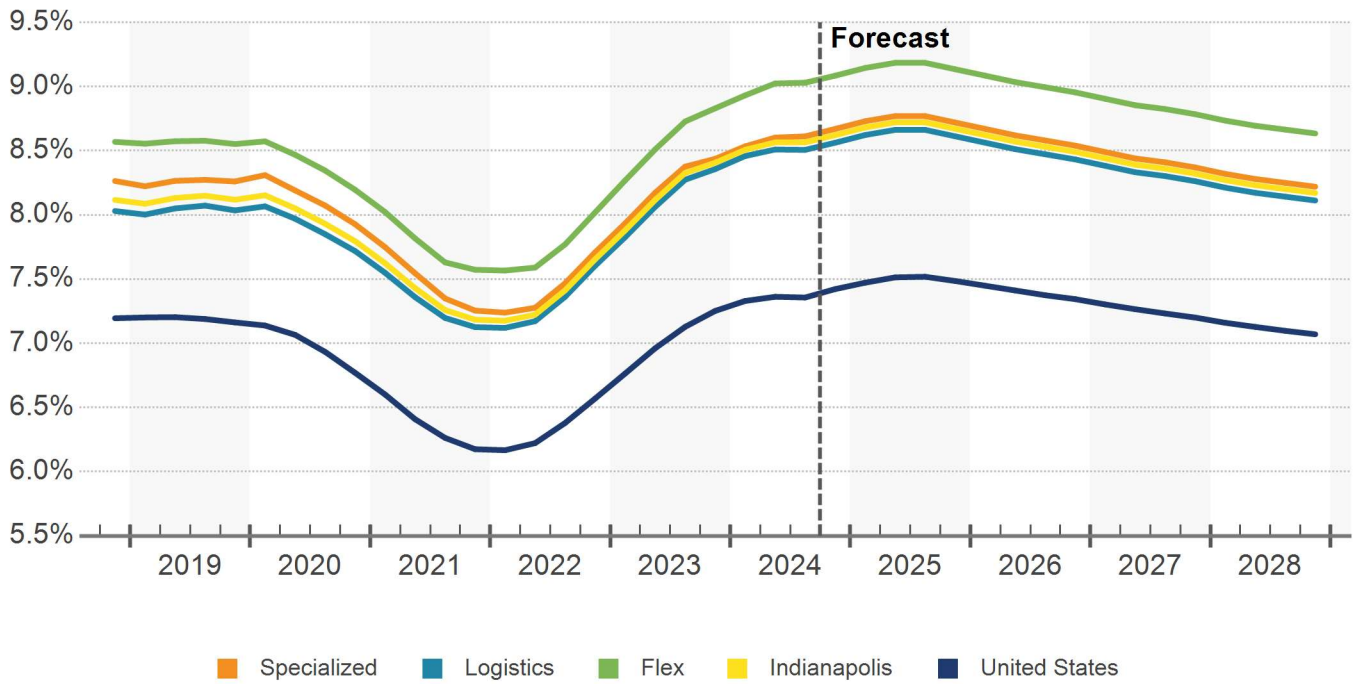
from Strategic Capital Partners for \$56.6 million (\$75.08/SF). At the time of the sale, global logistics company CH Robinson fully occupied this four-star distribution facility. Another significant recent sale occurred in July 2024 when Brookfield Properties purchased a 4 Star warehouse from DRA Advisors for \$41.2 million (\$44.362/SF). Located at 800 Perry Rd in Plainfield, this 923,980 SF property was fully occupied by Amazon at the time of sale.

Pricing held up over the past 12 months, increasing slightly to \$73/SF, while cap rates have increased by roughly 10 basis points to 8.5%. A recent sale with pricing near the market average occurred in September 2024 when NCW Performance Service purchased a 2 Star light distribution facility at 5145 N Keystone Ave in the Fall Creek Parkway submarket from BPTW Investments for \$850,000 (\$69.98/SF). This property had been on the market for 594 days before the sale.

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



### MARKET CAP RATE



# Sales Past 12 Months

## Indianapolis Industrial

Sale Comparables

**260**

Avg. Cap Rate

**6.6%**

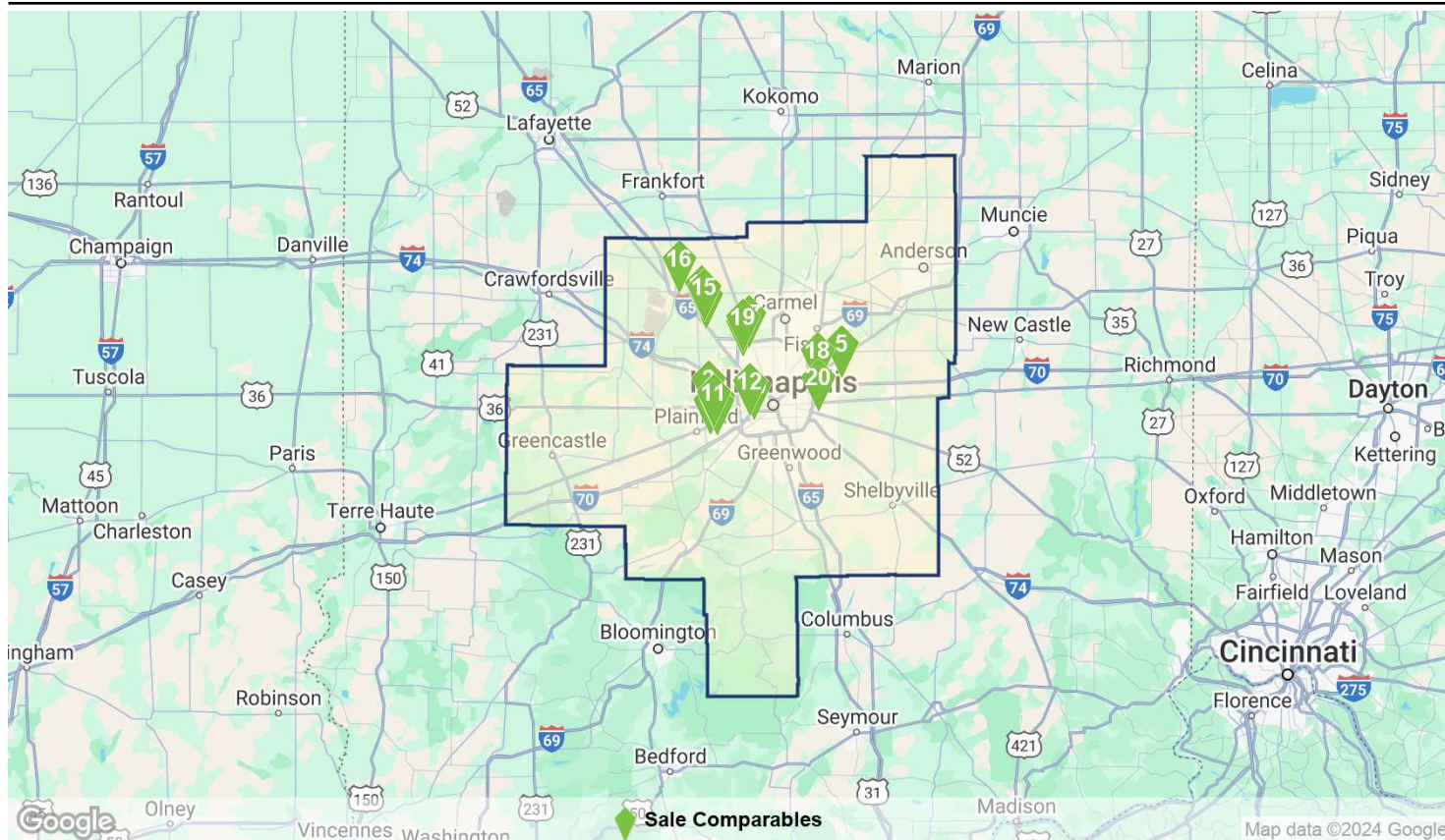
Avg. Price/SF

**\$78**

Avg. Vacancy At Sale

**7.2%**

### SALE COMPARABLE LOCATIONS



### SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$100,000	\$4,759,401	\$1,700,000	\$56,650,000
Price/SF	\$4.71	\$78	\$85	\$2,000
Cap Rate	5.4%	6.6%	6.2%	8.0%
Time Since Sale in Months	0.0	6.8	7.6	12.0
Property Attributes	Low	Average	Median	High
Building SF	1,500	63,856	17,213	923,980
Ceiling Height	8'	20'4"	18'	40'
Docks	0	5	1	62
Vacancy Rate At Sale	0%	7.2%	0%	100%
Year Built	1905	1982	1986	2024
Star Rating	★★★★★	★★★★★ 2.4	★★★★★	★★★★★



# Sales Past 12 Months

Indianapolis 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> <b>Building 9</b> 4241 Plainfield Rd	★★★★★	2020	754,520	0%	4/8/2024	\$56,650,000	\$75	-
<b>2</b> <b>AllPoints Midwest Buildi...</b> 1110 Smith Rd	★★★★★	2022	609,040	0%	10/24/2023	\$45,750,000	\$75	-
<b>3</b> <b>Bldg 800</b> 800 Perry Rd	★★★★★	1996	923,980	0%	7/11/2024	\$41,231,246	\$45	-
<b>4</b> <b>Building 3</b> 6040 Commerce Dr	★★★★★	2020	319,336	0%	12/14/2023	\$28,400,000	\$89	5.6%
<b>5</b> <b>7221 W 350 N</b>	★★★★★	2023	249,634	0%	11/23/2023	\$28,075,000	\$112	-
<b>6</b> <b>Bldg 2</b> 5828 Commerce Dr	★★★★★	2019	356,900	0%	1/10/2024	\$24,522,122	\$69	5.6%
<b>7</b> <b>Building 8</b> 4132 Plainfield Rd	★★★★★	2020	223,480	0%	4/8/2024	\$21,850,000	\$98	-
<b>8</b> <b>Gateway IV</b> 3051 Midfield Ct	★★★★★	2017	151,200	0%	4/30/2024	\$21,450,000	\$142	-
<b>9</b> <b>Gateway III</b> 1025 Columbia Rd	★★★★★	2014	220,000	0%	4/30/2024	\$21,450,000	\$98	-
<b>10</b> <b>2530 S Tibbs Ave</b>	★★★★★	1967	88,430	0%	2/1/2024	\$20,746,741	\$235	-
<b>11</b> <b>430 Airtech Pky</b>	★★★★★	2021	172,973	0%	4/18/2024	\$19,715,000	\$114	-
<b>12</b> <b>Building 210</b> 4001 W Minnesota St	★★★★★	1967	190,819	27.0%	12/5/2023	\$19,475,000	\$102	6.2%
<b>13</b> <b>Langham Logistics</b> 5335 W 74th St	★★★★★	2000	306,000	0%	1/2/2024	\$18,800,000	\$61	-
<b>14</b> <b>4321 Albert S White Dr</b>	★★★★★	2023	146,640	100%	6/27/2024	\$18,000,000	\$123	-
<b>15</b> <b>Building 450</b> 4921 E 450 S	★★★★★	2022	163,654	0%	6/27/2024	\$15,950,000	\$97	-
<b>16</b> <b>Air System Components...</b> 843 Indianapolis Ave	★★★★★	1930	135,000	0%	7/31/2024	\$15,871,508	\$118	-
<b>17</b> <b>8421 Bearing Dr</b>	★★★★★	2015	124,200	0%	12/4/2023	\$11,824,116	\$95	-
<b>18</b> <b>3333 Mesilla Ct</b>	★★★★★	1980	125,194	0%	10/5/2023	\$10,650,000	\$85	-
<b>19</b> <b>Boise Cascade Office</b> 5345 W 81st St	★★★★★	1986	128,380	100%	8/26/2024	\$10,375,000	\$81	-
<b>20</b> <b>Post Road Commerce C...</b> 1230 S Post Rd	★★★★★	2023	115,500	0%	2/21/2024	\$10,000,000	\$87	-



Almost 21,000 new jobs were added in Indianapolis over the 12 months ending in March 2024, representing an annual gain of 1.8%. This aligns with the U.S. overall, where employment expanded by about 1.8%.

Logistics has been a key driver of the local economy in recent years, and contributed to the area's relatively speedy return to pre-pandemic employment levels. Indianapolis is one of the top U.S. logistics hubs, home to the world's second-largest FedEx Express hub and division headquarters for CSX transportation. With goods consumption now slowing, and the inventory build on hold for many retailers, the sector has shifted from a positive to a negative, and employment is down about 0.7% over the past year.

Other industry sectors have more than offset, including life sciences. Eli Lilly alone employs almost 11,000 workers, about 30% of the company's workforce worldwide. Despite a drop in demand for the company's COVID-19 antibody treatments, revenues have continued to increase, driven by multiple diabetes drugs, including Trulicity and Jardiance. The company recently raised its 2023 earnings forecast amid a surge in demand for the new diabetes drug Mounjaro, which is being prescribed off-label as an obesity treatment. With a market cap of \$525 billion, Eli Lilly is now the world's 10<sup>th</sup> most valuable company.

Roche Diagnostics is another top life sciences company in Indianapolis, with about 4,000 local employees. A subsidiary of the Swiss healthcare company, Roche Holding AG, the company develops diagnostic solutions for cancer, cardiac health, infectious diseases, and women's health. While likely a temporary hit, the sharp decline in demand for the company's array of COVID-19 tests has been a notable drag on revenue growth so far

in 2023.

Given the state's wealth of farmland, agribusiness is a key economic driver. Corteva, a publicly traded seed and insecticide company, is headquartered in Indianapolis, with about 1,400 local employees. Elanco, one of the largest animal health companies in the world, is also headquartered in Indianapolis. The company recently broke ground on a new \$100 million headquarters campus located on the west side of the White River.

Manufacturing remains an important industry sector, and employment over the past year posted a healthy gain of 3.8%. Rolls-Royce Holdings has been operating in Indianapolis for more than 100 years, currently employing about 4,000 workers. The company's full-year guidance for 2023 was just revised upward, largely due to solid growth in maintenance revenue amid the current travel boom.

The financial activities industry sector is another key contributor to annual job gains, with employment here expanding almost 5% year over year. Several large financial sector firms are headquartered here, including two Fortune 500 companies, health insurance provider Elevance (formerly Anthem), and REIT Simon Property Group.

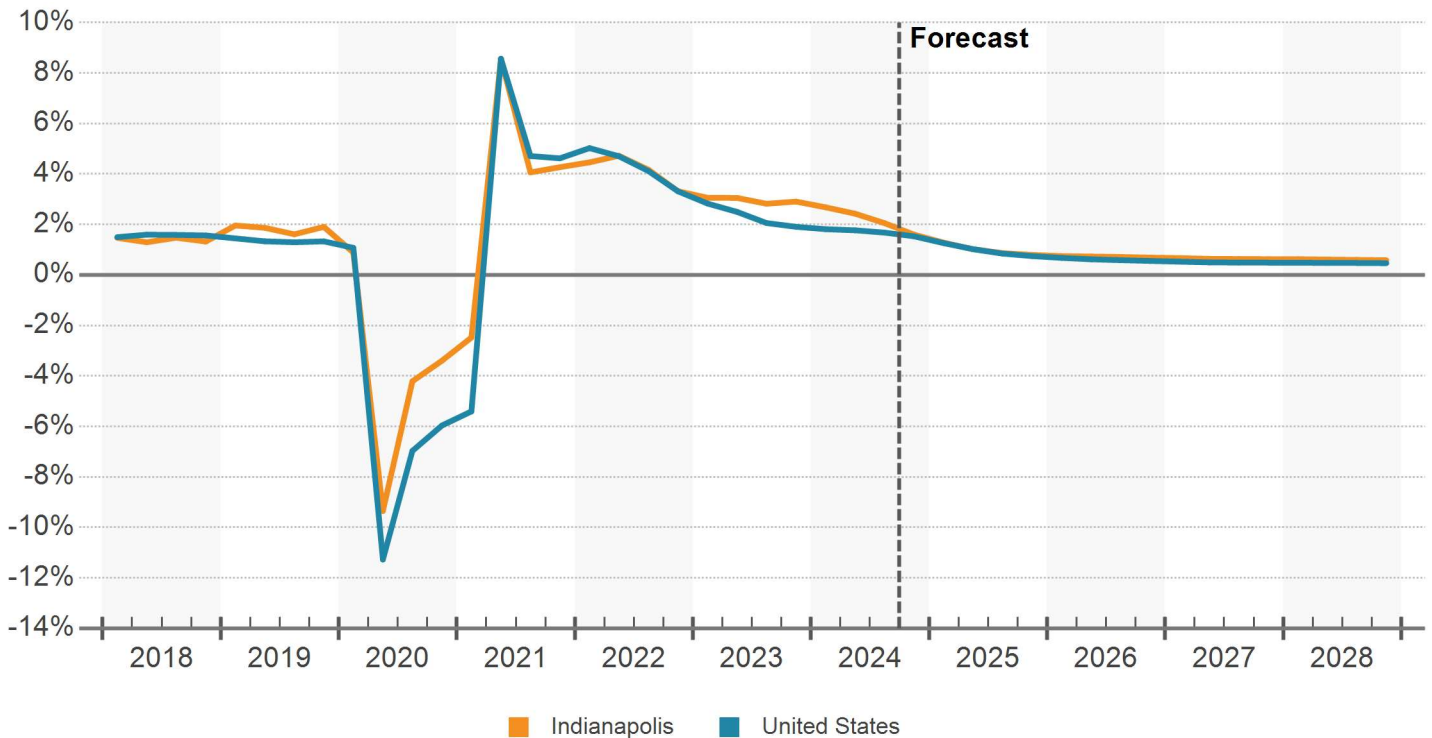
Tourism is a critical driver of the Indianapolis economy, with the city expected to host 30 million visitors in 2023, in line with pre-pandemic peaks. Top attractions include the Children's Museum and the Museum of Art; two major league sports teams; and the Indianapolis Motor Speedway, home to the Indy 500. College sports are a draw as well. The NCAA is headquartered in Indianapolis, and the city has hosted eight Final Fours.

### INDIANAPOLIS 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	99	1.0	0.16%	0.37%	1.18%	0.62%	0.35%	0.34%
Trade, Transportation and Utilities	250	1.1	1.65%	0.81%	1.74%	1.00%	0.52%	0.28%
Retail Trade	101	0.9	0.77%	0.83%	0.16%	0.25%	0.01%	0.21%
Financial Activities	76	1.1	0.16%	0.38%	2.20%	1.48%	0.43%	0.35%
Government	143	0.8	1.20%	2.27%	1.29%	0.66%	0.57%	0.51%
Natural Resources, Mining and Construction	68	1.0	7.75%	2.38%	4.28%	2.27%	1.29%	0.73%
Education and Health Services	192	1.0	3.74%	3.58%	3.05%	2.07%	0.88%	0.77%
Professional and Business Services	191	1.1	1.30%	0.79%	2.02%	1.81%	0.81%	0.59%
Information	13	0.6	-0.45%	0.51%	-3.02%	1.02%	0.30%	0.54%
Leisure and Hospitality	114	0.9	2.23%	2.26%	1.13%	1.47%	0.65%	0.99%
Other Services	46	1.0	2.18%	1.40%	0.18%	0.61%	0.74%	0.49%
<b>Total Employment</b>	<b>1,191</b>	<b>1.0</b>	<b>2.03%</b>	<b>1.67%</b>	<b>1.84%</b>	<b>1.33%</b>	<b>0.67%</b>	<b>0.56%</b>

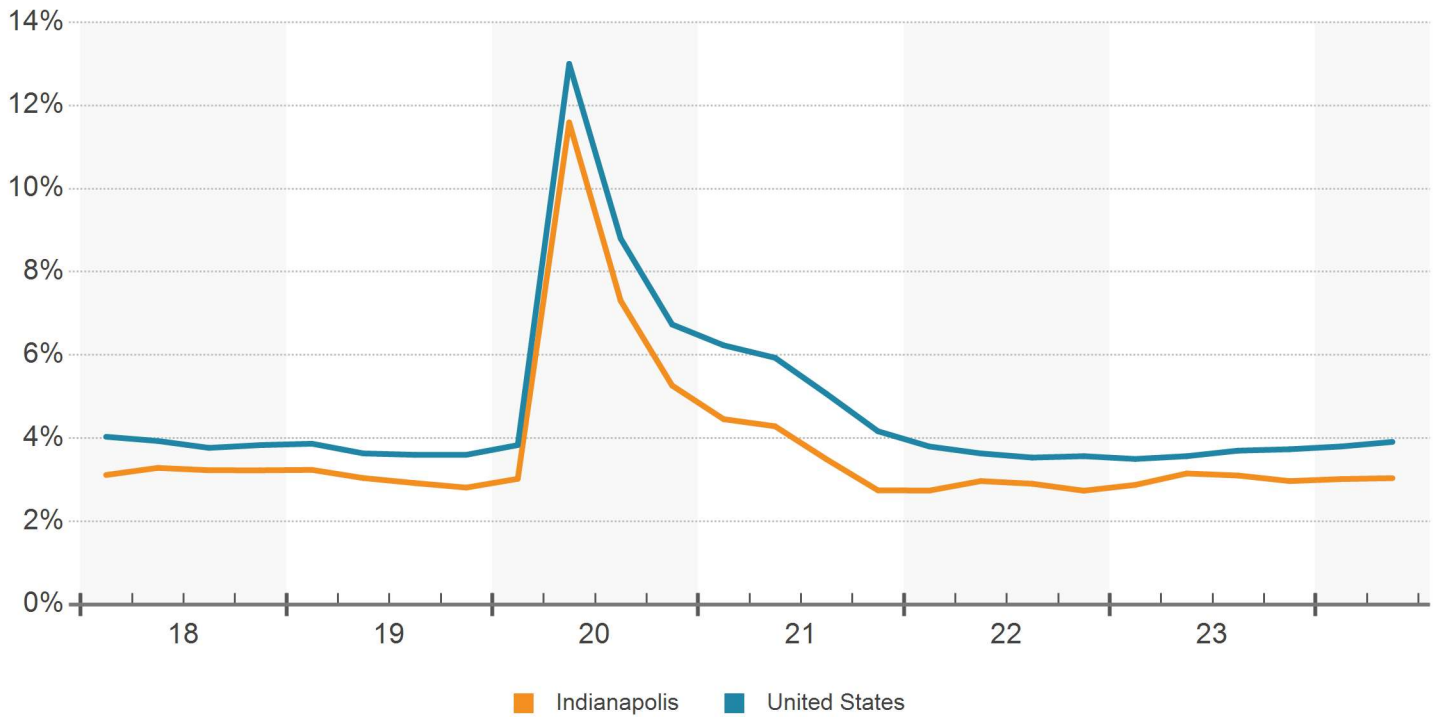
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)

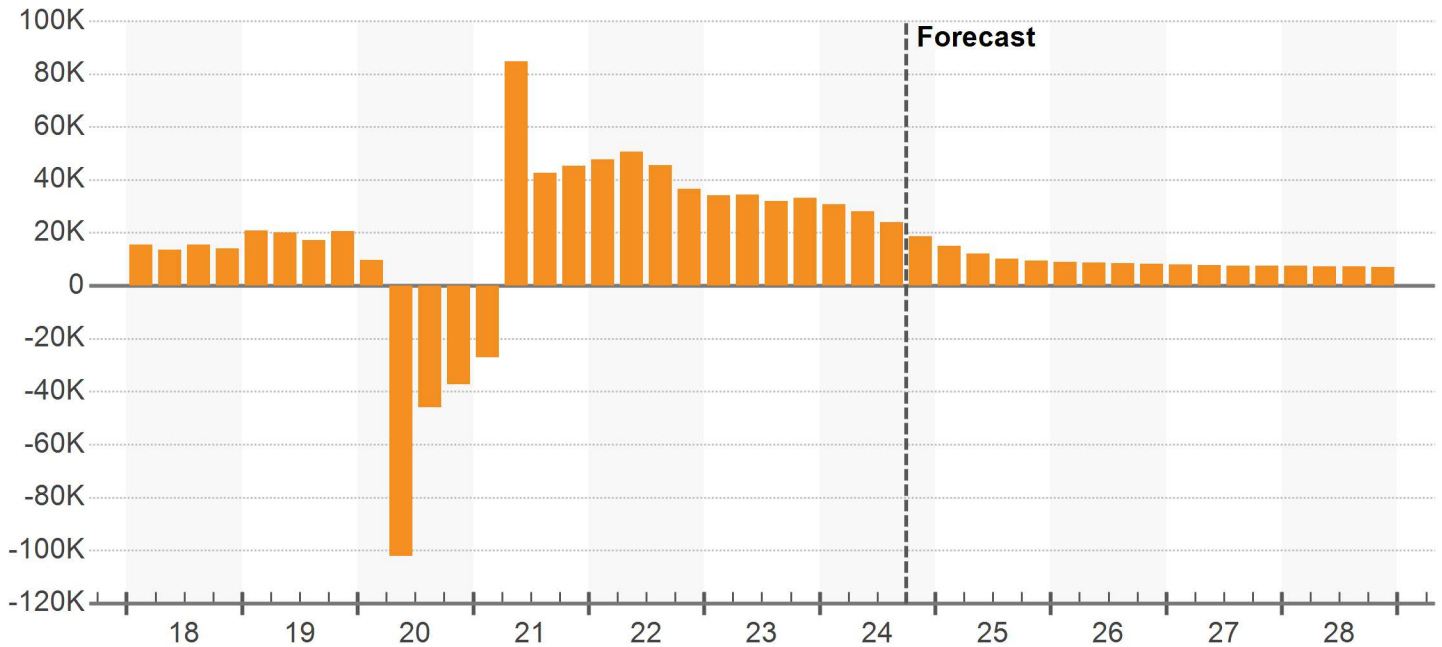


Source: Oxford Economics

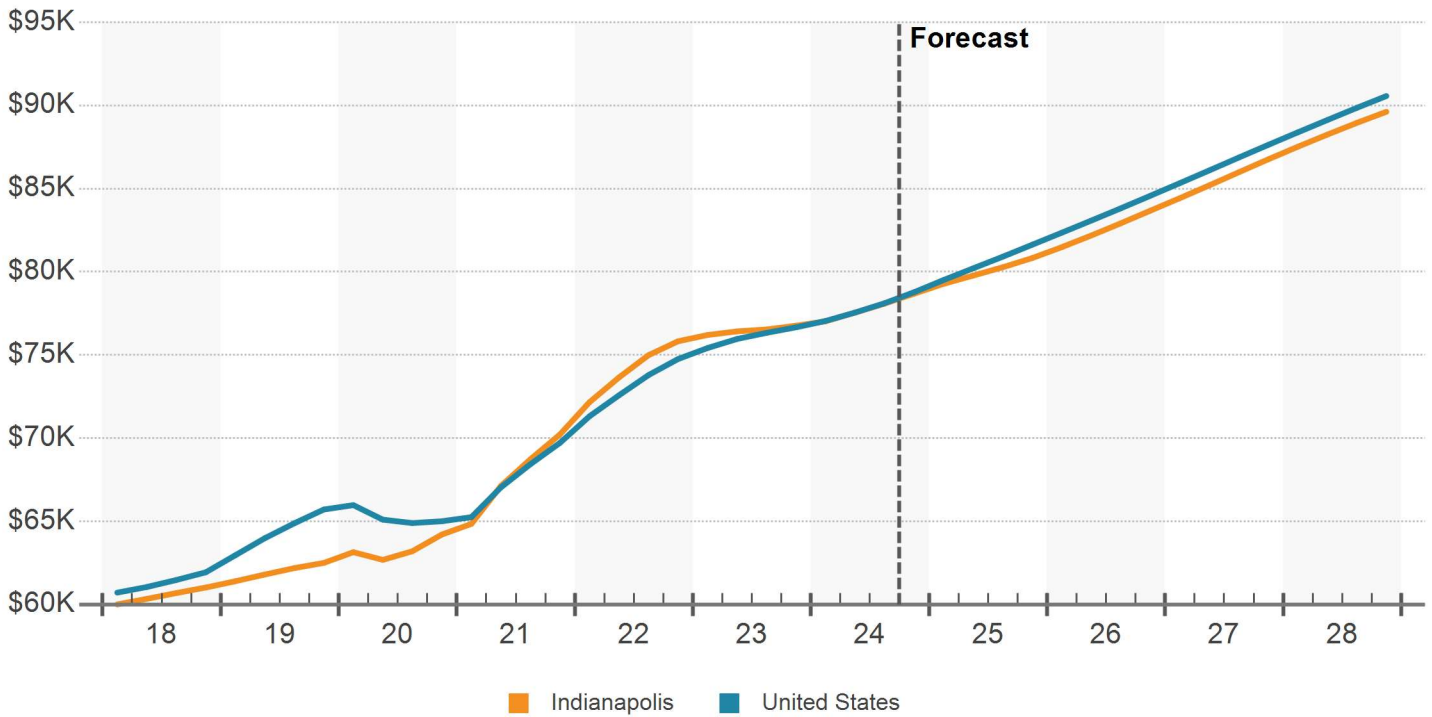
## UNEMPLOYMENT RATE (%)



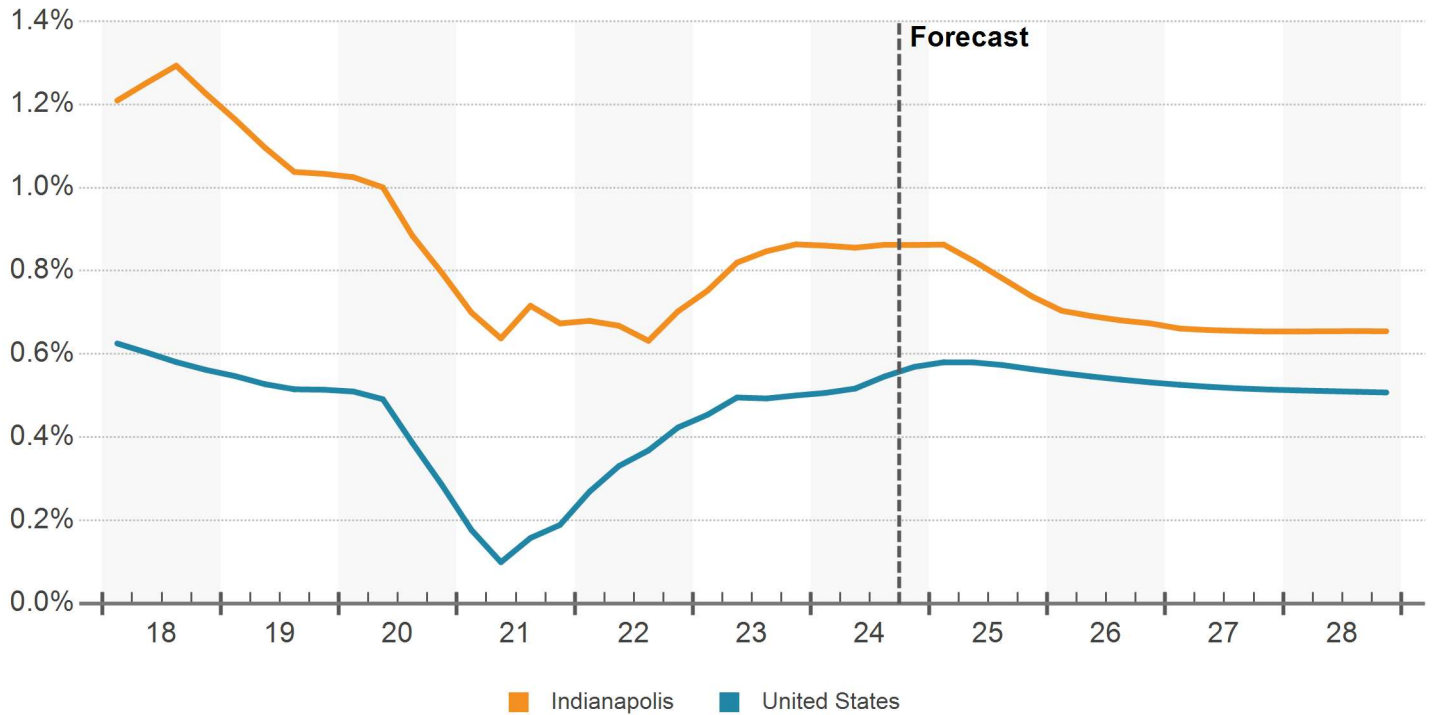
## NET EMPLOYMENT CHANGE (YOY)



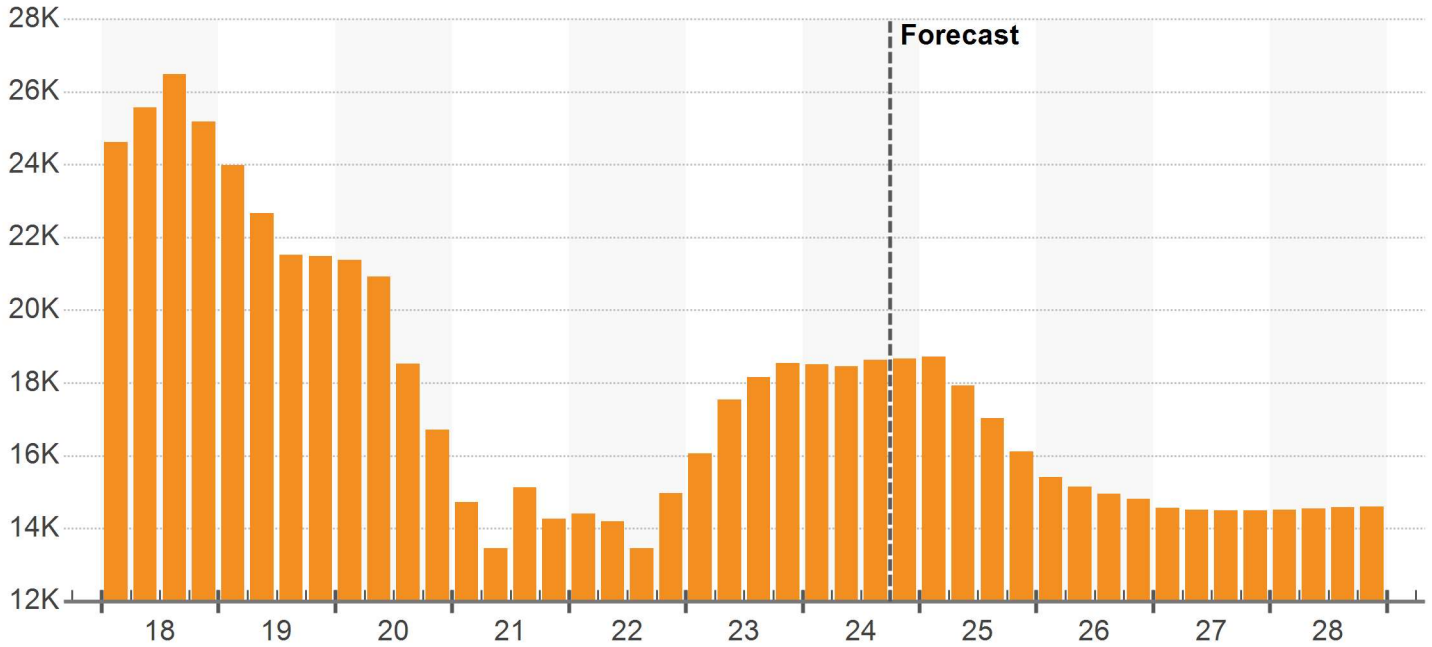
### MEDIAN HOUSEHOLD INCOME



### POPULATION GROWTH (YOY %)



### NET POPULATION CHANGE (YOY)

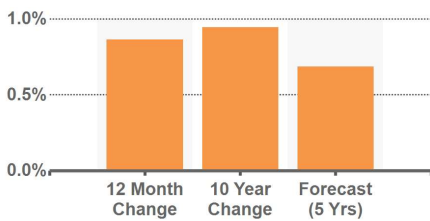


### DEMOGRAPHIC TRENDS

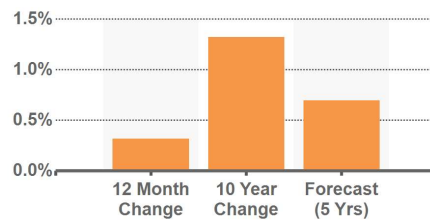
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	2,179,625	336,765,688	0.9%	0.5%	0.9%	0.5%	0.7%	0.5%
Households	870,112	131,624,250	1.0%	0.7%	1.3%	0.9%	0.8%	0.6%
Median Household Income	\$78,114	\$78,143	2.0%	2.4%	4.2%	3.9%	3.3%	3.5%
Labor Force	1,132,168	168,390,531	0.3%	0.5%	1.3%	0.8%	0.7%	0.5%
Unemployment	3.0%	3.9%	-0.1%	0.2%	-0.2%	-0.2%	-	-

Source: Oxford Economics

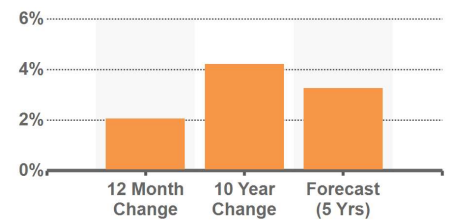
### POPULATION GROWTH



### LABOR FORCE GROWTH



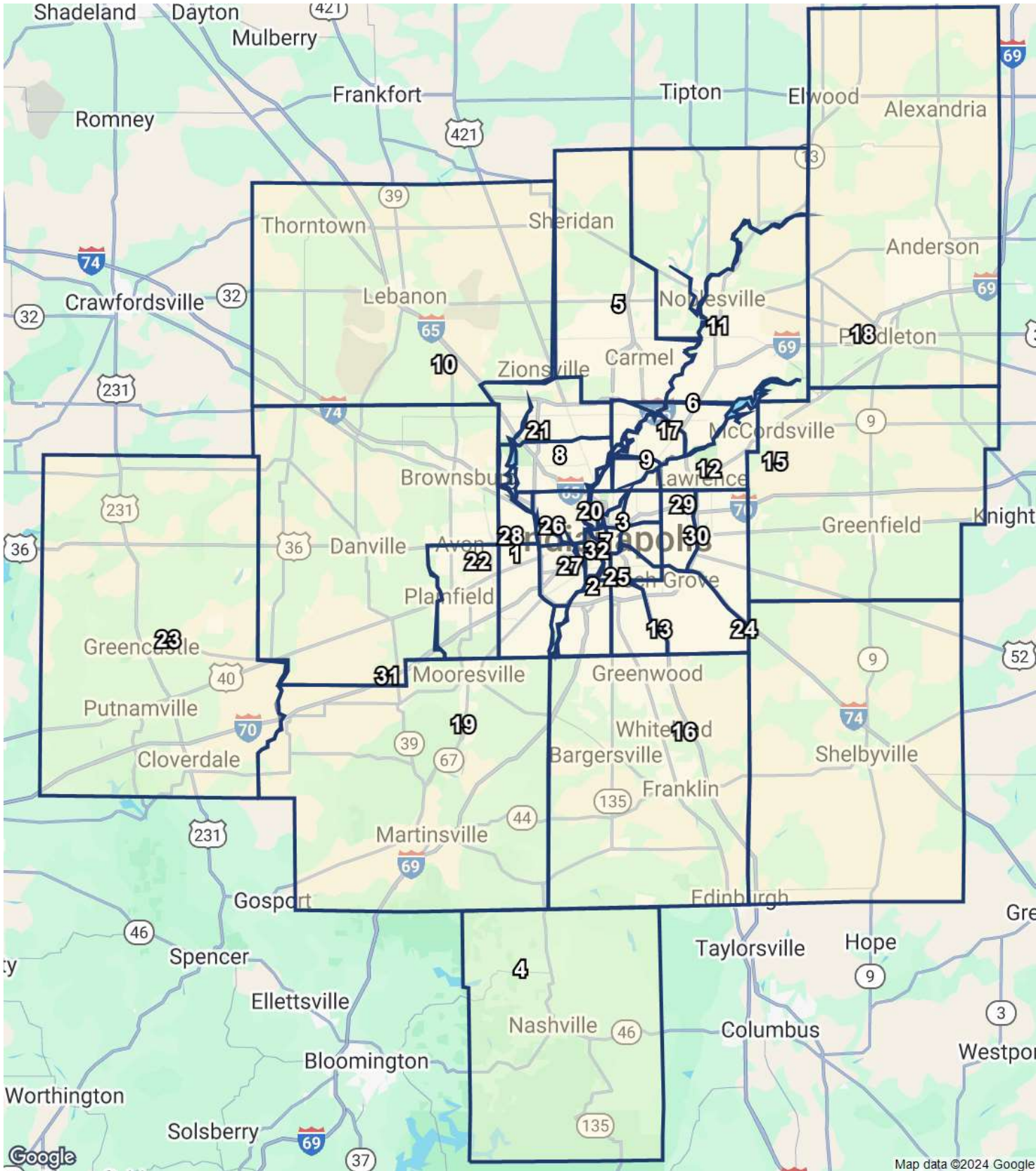
### INCOME GROWTH



Source: Oxford Economics

# Submarkets

## INDIANAPOLIS 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	Airport	190	18,051	4.3%	9	2	185	1.0%	9	0	-	-	-
2	Bluff Road	167	3,705	0.9%	28	0	0	0%	-	0	-	-	-
3	Brookside Center	296	8,143	1.9%	16	4	105	1.3%	10	0	-	-	-
4	Brown County	8	144	0%	33	0	0	0%	-	0	-	-	-
5	Carmel	241	6,448	1.5%	19	2	200	3.1%	8	1	32	0.5%	10
6	Castleton	148	5,562	1.3%	21	0	0	0%	-	1	41	0.7%	9
7	Circle District	172	4,858	1.1%	24	0	0	0%	-	0	-	-	-
8	Eagle Creek	169	8,488	2.0%	15	0	0	0%	-	0	-	-	-
9	Fall Creek Parkway	100	1,378	0.3%	32	0	0	0%	-	0	-	-	-
10	Far Boone County	249	42,043	9.9%	2	3	1,866	4.4%	2	7	1,112	2.6%	3
11	Fishers/Noblesville	363	15,882	3.7%	10	6	250	1.6%	7	4	100	0.6%	7
12	Fort Ben	191	4,954	1.2%	23	0	0	0%	-	0	-	-	-
13	Franklin Township	137	4,774	1.1%	25	0	0	0%	-	1	325	6.8%	4
14	Garfield Park	196	5,196	1.2%	22	0	0	0%	-	0	-	-	-
15	Hancock County	211	30,181	7.1%	4	5	1,032	3.4%	4	0	-	-	-
16	Johnson County	461	38,044	9.0%	3	5	518	1.4%	6	4	1,617	4.3%	1
17	Keystone Crossing	67	2,073	0.5%	31	0	0	0%	-	0	-	-	-
18	Madison County	249	11,449	2.7%	13	0	0	0%	-	1	10	0.1%	13
19	Morgan County	152	4,411	1.0%	26	0	0	0%	-	1	20	0.5%	12
20	Old Meridian	225	5,857	1.4%	20	0	0	0%	-	1	10	0.2%	13
21	Park 100	434	27,960	6.6%	5	1	41	0.1%	12	4	121	0.4%	6
22	Plainfield	245	53,488	12.6%	1	4	2,727	5.1%	1	2	268	0.5%	5
23	Putnam County	35	2,583	0.6%	29	0	0	0%	-	0	-	-	-
24	Shelby County	149	9,025	2.1%	14	0	0	0%	-	0	-	-	-
25	Southport	116	2,343	0.6%	30	0	0	0%	-	0	-	-	-
26	Speedway	155	6,940	1.6%	18	0	0	0%	-	0	-	-	-
27	Stout Field	426	19,341	4.6%	8	0	0	0%	-	0	-	-	-
28	W Rockville/Cnty Cib	99	3,964	0.9%	27	0	0	0%	-	0	-	-	-
29	Warren Park	385	21,102	5.0%	7	0	0	0%	-	1	25	0.1%	11
30	Washington Square	210	15,079	3.6%	11	1	559	3.7%	5	1	68	0.5%	8
31	West Hendricks Cty	227	21,961	5.2%	6	4	1,164	5.3%	3	4	1,169	5.3%	2
32	White River Pkwy	248	11,801	2.8%	12	0	0	0%	-	0	-	-	-
33	Willard Park	288	7,363	1.7%	17	1	100	1.4%	11	0	-	-	-

### SUBMARKET RENT

No.	Submarket	Market Asking Rent		12 Month Market Asking Rent		QTD Annualized Market Asking Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Airport	\$8.70	12	4.3%	20	-0.4%	15
2	Bluff Road	\$10.85	4	4.3%	22	0.7%	9
3	Brookside Center	\$6.35	29	4.4%	17	0.3%	10
4	Brown County	\$7.39	19	5.4%	2	-2.1%	26
5	Carmel	\$11.72	2	4.7%	12	-2.7%	31
6	Castleton	\$12.96	1	4.2%	24	-0.8%	18
7	Circle District	\$10.64	5	4.4%	16	-0.2%	13
8	Eagle Creek	\$8.60	13	3.5%	32	-0.3%	14
9	Fall Creek Parkway	\$11	3	4.8%	9	2.3%	3
10	Far Boone County	\$6.15	32	5.1%	4	-1.8%	25
11	Fishers/Noblesville	\$10.36	6	4.3%	18	-0.7%	16
12	Fort Ben	\$10.22	8	5.0%	5	-2.1%	27
13	Franklin Township	\$8.59	14	4.4%	15	-1.3%	22
14	Garfield Park	\$6.66	27	4.3%	21	0.2%	12
15	Hancock County	\$6.96	25	4.9%	7	-1.5%	24
16	Johnson County	\$7.01	23	4.8%	8	-1.0%	19
17	Keystone Crossing	\$10.34	7	4.7%	13	-1.3%	21
18	Madison County	\$5.64	33	3.6%	29	-5.4%	33
19	Morgan County	\$7.45	18	3.3%	33	3.3%	2
20	Old Meridian	\$6.96	24	4.1%	25	1.6%	8
21	Park 100	\$8.50	15	4.8%	10	-2.4%	29
22	Plainfield	\$6.47	28	6.0%	1	-2.3%	28
23	Putnam County	\$8.04	17	4.1%	26	2.0%	5
24	Shelby County	\$6.22	30	3.7%	28	2.1%	4
25	Southport	\$9.10	11	4.3%	19	-0.8%	17
26	Speedway	\$9.13	10	4.8%	11	3.7%	1
27	Stout Field	\$8.14	16	3.5%	31	1.6%	7
28	W Rockville/Cnty Clb	\$7.32	20	5.0%	6	-1.2%	20
29	Warren Park	\$7.30	22	4.5%	14	-4.1%	32
30	Washington Square	\$7.30	21	3.9%	27	0.2%	11
31	West Hendricks Cty	\$6.95	26	5.1%	3	-2.6%	30
32	White River Pkwy	\$9.48	9	3.6%	30	1.9%	6
33	Willard Park	\$6.20	31	4.2%	23	-1.3%	23



### SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airport	832,729	4.6%	20	(375,250)	-2.1%	31	-
2	Bluff Road	80,136	2.2%	12	(11,071)	-0.3%	23	-
3	Brookside Center	121,864	1.5%	8	26,639	0.3%	19	3.9
4	Brown County	-	-	-	1,600	1.1%	20	-
5	Carmel	106,203	1.6%	9	279,906	4.3%	7	-
6	Castleton	427,666	7.7%	23	(46,821)	-0.8%	26	-
7	Circle District	50,120	1.0%	5	(40,620)	-0.8%	25	-
8	Eagle Creek	169,694	2.0%	11	(64,247)	-0.8%	27	-
9	Fall Creek Parkway	24,958	1.8%	10	1,432	0.1%	21	-
10	Far Boone County	3,366,016	8.0%	24	2,989,489	7.1%	1	0.6
11	Fishers/Noblesville	1,118,325	7.0%	22	90,365	0.6%	11	0.7
12	Fort Ben	693,978	14.0%	29	(513,907)	-10.4%	32	-
13	Franklin Township	461,025	9.7%	26	30,107	0.6%	18	-
14	Garfield Park	426,726	8.2%	25	(353,373)	-6.8%	30	-
15	Hancock County	9,646,909	32.0%	32	1,312,811	4.3%	2	0.4
16	Johnson County	5,634,483	14.8%	30	408,195	1.1%	5	0.9
17	Keystone Crossing	23,234	1.1%	7	57,731	2.8%	15	-
18	Madison County	92,720	0.8%	3	212,544	1.9%	8	-
19	Morgan County	41,537	0.9%	4	53,050	1.2%	16	-
20	Old Meridian	148,370	2.5%	14	(34,989)	-0.6%	24	-
21	Park 100	1,274,384	4.6%	19	(122,111)	-0.4%	28	-
22	Plainfield	5,457,308	10.2%	27	690,054	1.3%	4	4.0
23	Putnam County	10,000	0.4%	2	(10,000)	-0.4%	22	-
24	Shelby County	997,528	11.1%	28	67,527	0.7%	13	-
25	Southport	51,030	2.2%	13	48,075	2.1%	17	-
26	Speedway	7,500	0.1%	1	87,590	1.3%	12	-
27	Stout Field	526,738	2.7%	15	208,995	1.1%	9	-
28	W Rockville/Cnty Clb	130,070	3.3%	18	370,948	9.4%	6	-
29	Warren Park	660,710	3.1%	16	(204,670)	-1.0%	29	-
30	Washington Square	2,288,017	15.2%	31	(517,165)	-3.4%	33	-
31	West Hendricks Cty	1,433,876	6.5%	21	979,787	4.5%	3	1.2
32	White River Pkwy	123,295	1.0%	6	66,081	0.6%	14	-
33	Willard Park	238,754	3.2%	17	108,103	1.5%	10	0.9

### OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	444,138,254	6,351,236	1.5%	6,856,327	1.5%	0.9
2027	437,787,018	5,961,296	1.4%	6,562,339	1.5%	0.9
2026	431,825,722	3,566,111	0.8%	5,577,383	1.3%	0.6
2025	428,259,611	2,972,575	0.7%	4,739,561	1.1%	0.6
2024	425,287,036	7,799,811	1.9%	6,134,513	1.4%	1.3
YTD	424,560,385	7,073,160	1.7%	5,473,142	1.3%	1.3
2023	417,487,225	23,582,960	6.0%	7,379,079	1.8%	3.2
2022	393,904,265	23,128,345	6.2%	18,953,221	4.8%	1.2
2021	370,775,920	10,538,015	2.9%	17,652,127	4.8%	0.6
2020	360,237,905	14,468,656	4.2%	6,681,921	1.9%	2.2
2019	345,769,249	9,011,333	2.7%	8,515,863	2.5%	1.1
2018	336,757,916	5,716,260	1.7%	11,617,927	3.4%	0.5
2017	331,041,656	8,935,314	2.8%	3,764,905	1.1%	2.4
2016	322,106,342	2,699,332	0.8%	9,689,294	3.0%	0.3
2015	319,407,010	3,830,428	1.2%	4,661,431	1.5%	0.8
2014	315,576,582	3,604,505	1.2%	2,746,892	0.9%	1.3
2013	311,972,077	4,063,073	1.3%	1,937,193	0.6%	2.1
2012	307,909,004	(1,939,436)	-0.6%	(287,866)	-0.1%	-

### SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	90,941,241	371,825	0.4%	480,338	0.5%	0.8
2027	90,569,416	340,219	0.4%	(111,560)	-0.1%	-
2026	90,229,197	128,362	0.1%	(483,803)	-0.5%	-
2025	90,100,835	(201,421)	-0.2%	(697,608)	-0.8%	-
2024	90,302,256	(66,820)	-0.1%	783,717	0.9%	-
YTD	90,383,676	14,600	0%	1,061,941	1.2%	0
2023	90,369,076	2,685,310	3.1%	1,300,766	1.4%	2.1
2022	87,683,766	2,103,132	2.5%	1,955,956	2.2%	1.1
2021	85,580,634	0	0%	636,117	0.7%	0
2020	85,580,634	1,322,257	1.6%	1,567,465	1.8%	0.8
2019	84,258,377	1,074,076	1.3%	881,267	1.0%	1.2
2018	83,184,301	(2,561,021)	-3.0%	245,149	0.3%	-
2017	85,745,322	1,542,069	1.8%	(965,123)	-1.1%	-
2016	84,203,253	496,986	0.6%	1,157,444	1.4%	0.4
2015	83,706,267	(2,022,022)	-2.4%	(367,375)	-0.4%	-
2014	85,728,289	(54,913)	-0.1%	579,882	0.7%	-
2013	85,783,202	418,624	0.5%	714,529	0.8%	0.6
2012	85,364,578	(2,249,451)	-2.6%	(2,181,309)	-2.6%	-

### LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	323,712,492	6,001,984	1.9%	6,351,747	2.0%	0.9
2027	317,710,508	5,646,181	1.8%	6,768,734	2.1%	0.8
2026	312,064,327	3,486,461	1.1%	6,147,885	2.0%	0.6
2025	308,577,866	2,945,151	1.0%	5,593,177	1.8%	0.5
2024	305,632,715	7,801,038	2.6%	5,372,382	1.8%	1.5
YTD	304,800,237	6,968,560	2.3%	4,371,702	1.4%	1.6
2023	297,831,677	20,987,400	7.6%	5,983,376	2.0%	3.5
2022	276,844,277	20,959,515	8.2%	17,165,325	6.2%	1.2
2021	255,884,762	10,458,301	4.3%	16,622,767	6.5%	0.6
2020	245,426,461	13,127,799	5.7%	5,510,387	2.2%	2.4
2019	232,298,662	7,861,925	3.5%	7,520,010	3.2%	1.0
2018	224,436,737	8,153,758	3.8%	11,023,275	4.9%	0.7
2017	216,282,979	6,903,523	3.3%	4,231,876	2.0%	1.6
2016	209,379,456	2,069,671	1.0%	8,024,081	3.8%	0.3
2015	207,309,785	5,843,699	2.9%	4,881,386	2.4%	1.2
2014	201,466,086	5,262,278	2.7%	1,930,512	1.0%	2.7
2013	196,203,808	3,509,666	1.8%	1,549,361	0.8%	2.3
2012	192,694,142	249,674	0.1%	1,477,158	0.8%	0.2

### FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	29,484,521	(22,573)	-0.1%	24,242	0.1%	-
2027	29,507,094	(25,104)	-0.1%	(94,835)	-0.3%	-
2026	29,532,198	(48,712)	-0.2%	(86,699)	-0.3%	-
2025	29,580,910	228,845	0.8%	(156,008)	-0.5%	-
2024	29,352,065	65,593	0.2%	(21,586)	-0.1%	-
YTD	29,376,472	90,000	0.3%	39,499	0.1%	2.3
2023	29,286,472	(89,750)	-0.3%	94,937	0.3%	-
2022	29,376,222	65,698	0.2%	(168,060)	-0.6%	-
2021	29,310,524	79,714	0.3%	393,243	1.3%	0.2
2020	29,230,810	18,600	0.1%	(395,931)	-1.4%	-
2019	29,212,210	75,332	0.3%	114,586	0.4%	0.7
2018	29,136,878	123,523	0.4%	349,503	1.2%	0.4
2017	29,013,355	489,722	1.7%	498,152	1.7%	1.0
2016	28,523,633	132,675	0.5%	507,769	1.8%	0.3
2015	28,390,958	8,751	0%	147,420	0.5%	0.1
2014	28,382,207	(1,602,860)	-5.3%	236,498	0.8%	-
2013	29,985,067	134,783	0.5%	(326,697)	-1.1%	-
2012	29,850,284	60,341	0.2%	416,285	1.4%	0.1

### OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$9.63	216	4.1%	29.9%	31,919,419	7.2%	-0.2%
2027	\$9.25	207	5.3%	24.8%	32,412,633	7.4%	-0.2%
2026	\$8.79	197	6.5%	18.5%	33,002,344	7.6%	-0.5%
2025	\$8.26	185	6.8%	11.3%	35,000,223	8.2%	-0.5%
2024	\$7.73	173	4.3%	4.3%	36,754,952	8.6%	0.2%
YTD	\$7.60	170	4.6%	2.5%	36,665,903	8.6%	0.2%
2023	\$7.42	166	8.5%	0%	35,066,480	8.4%	3.6%
2022	\$6.83	153	8.8%	-7.9%	18,862,599	4.8%	0.8%
2021	\$6.28	141	6.6%	-15.3%	14,687,475	4.0%	-2.1%
2020	\$5.89	132	4.4%	-20.6%	21,801,587	6.1%	2.0%
2019	\$5.64	127	5.0%	-23.9%	14,014,852	4.1%	0%
2018	\$5.37	120	5.2%	-27.5%	13,506,050	4.0%	-1.9%
2017	\$5.11	115	3.8%	-31.1%	19,407,717	5.9%	1.4%
2016	\$4.92	110	3.2%	-33.6%	14,234,408	4.4%	-2.2%
2015	\$4.77	107	3.6%	-35.7%	21,224,370	6.6%	-0.3%
2014	\$4.61	103	2.2%	-37.9%	22,055,373	7.0%	0.1%
2013	\$4.51	101	2.2%	-39.3%	21,465,640	6.9%	0.6%
2012	\$4.41	99	1.7%	-40.6%	19,339,760	6.3%	-0.5%

### SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$10.45	224	4.3%	26.4%	3,663,200	4.0%	-0.1%
2027	\$10.02	215	5.5%	21.2%	3,769,047	4.2%	0.5%
2026	\$9.50	204	6.8%	14.9%	3,314,654	3.7%	0.7%
2025	\$8.89	191	7.1%	7.6%	2,699,874	3.0%	0.6%
2024	\$8.30	178	0.4%	0.4%	2,200,833	2.4%	-0.9%
YTD	\$8.16	175	1.3%	-1.3%	2,001,624	2.2%	-1.2%
2023	\$8.27	177	11.4%	0%	3,048,965	3.4%	1.5%
2022	\$7.42	159	10.1%	-10.2%	1,664,421	1.9%	0.1%
2021	\$6.74	145	4.1%	-18.5%	1,517,245	1.8%	-0.7%
2020	\$6.47	139	3.1%	-21.7%	2,153,362	2.5%	-0.3%
2019	\$6.28	135	5.1%	-24.0%	2,398,570	2.8%	0.2%
2018	\$5.98	128	8.1%	-27.7%	2,205,761	2.7%	-3.2%
2017	\$5.53	119	4.2%	-33.1%	5,011,931	5.8%	2.9%
2016	\$5.30	114	5.6%	-35.8%	2,504,739	3.0%	-0.8%
2015	\$5.02	108	4.8%	-39.2%	3,165,197	3.8%	-1.8%
2014	\$4.79	103	0.9%	-42.0%	4,819,844	5.6%	-0.7%
2013	\$4.75	102	1.4%	-42.5%	5,454,639	6.4%	-0.4%
2012	\$4.68	101	2.4%	-43.3%	5,750,544	6.7%	0.1%

### LOGISTICS RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$8.87	218	4.0%	30.6%	26,286,716	8.1%	-0.3%
2027	\$8.52	209	5.2%	25.6%	26,629,290	8.4%	-0.5%
2026	\$8.10	199	6.4%	19.4%	27,745,168	8.9%	-1.0%
2025	\$7.62	187	6.6%	12.2%	30,397,790	9.9%	-1.0%
2024	\$7.14	175	5.3%	5.3%	33,038,610	10.8%	0.5%
YTD	\$7.02	172	5.7%	3.4%	33,187,005	10.9%	0.6%
2023	\$6.79	167	8.0%	0%	30,590,742	10.3%	4.6%
2022	\$6.28	154	9.1%	-7.4%	15,586,718	5.6%	1.0%
2021	\$5.76	141	7.9%	-15.2%	11,792,528	4.6%	-2.7%
2020	\$5.33	131	5.3%	-21.4%	17,956,994	7.3%	2.9%
2019	\$5.07	124	4.9%	-25.4%	10,339,582	4.5%	0%
2018	\$4.83	119	4.5%	-28.8%	9,984,335	4.4%	-1.5%
2017	\$4.62	114	3.4%	-31.9%	12,853,852	5.9%	1.1%
2016	\$4.47	110	2.8%	-34.1%	10,179,305	4.9%	-2.9%
2015	\$4.35	107	3.3%	-35.9%	16,133,715	7.8%	0.3%
2014	\$4.21	103	2.8%	-38.0%	15,171,402	7.5%	1.4%
2013	\$4.09	101	2.6%	-39.7%	12,107,516	6.2%	0.9%
2012	\$3.99	98	1.5%	-41.2%	10,147,211	5.3%	-0.6%

### FLEX RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$15.18	191	4.1%	33.1%	1,969,503	6.7%	-0.1%
2027	\$14.58	184	5.3%	27.9%	2,014,296	6.8%	0.2%
2026	\$13.84	174	6.5%	21.4%	1,942,522	6.6%	0.1%
2025	\$13	164	6.9%	14.0%	1,902,559	6.4%	1.3%
2024	\$12.16	153	6.7%	6.7%	1,515,509	5.2%	0.3%
YTD	\$11.94	150	5.3%	4.7%	1,477,274	5.0%	0.2%
2023	\$11.40	144	5.7%	0%	1,426,773	4.9%	-0.6%
2022	\$10.79	136	4.7%	-5.3%	1,611,460	5.5%	0.8%
2021	\$10.31	130	3.7%	-9.6%	1,377,702	4.7%	-1.1%
2020	\$9.94	125	2.1%	-12.8%	1,691,231	5.8%	1.4%
2019	\$9.74	123	5.4%	-14.6%	1,276,700	4.4%	-0.1%
2018	\$9.24	116	3.6%	-18.9%	1,315,954	4.5%	-0.8%
2017	\$8.92	112	5.0%	-21.8%	1,541,934	5.3%	-0.1%
2016	\$8.50	107	0.7%	-25.5%	1,550,364	5.4%	-1.3%
2015	\$8.44	106	3.0%	-26.0%	1,925,458	6.8%	-0.5%
2014	\$8.19	103	1.6%	-28.2%	2,064,127	7.3%	-5.7%
2013	\$8.06	102	1.5%	-29.3%	3,903,485	13.0%	1.5%
2012	\$7.94	100	1.4%	-30.4%	3,442,005	11.5%	-1.2%

### 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	-	-	-	-	-	-	\$99.19	297	8.2%
2027	-	-	-	-	-	-	\$93.07	279	8.3%
2026	-	-	-	-	-	-	\$85.96	258	8.5%
2025	-	-	-	-	-	-	\$78.23	235	8.7%
2024	-	-	-	-	-	-	\$73.47	220	8.6%
YTD	176	\$480.1M	2.3%	\$4,660,890	\$79.12	6.9%	\$73.01	219	8.6%
2023	291	\$941M	4.2%	\$5,535,025	\$75.65	6.3%	\$71.72	215	8.4%
2022	354	\$2.8B	11.1%	\$11,424,092	\$81.70	6.3%	\$72.30	217	7.7%
2021	512	\$1.8B	12.7%	\$5,633,808	\$69.19	6.5%	\$69.63	209	7.2%
2020	316	\$867.2M	5.7%	\$3,996,263	\$62.94	7.7%	\$58.96	177	7.8%
2019	424	\$1.9B	14.3%	\$6,940,870	\$54.21	7.2%	\$53.80	161	8.1%
2018	399	\$614M	7.4%	\$2,868,965	\$50.14	8.1%	\$50.40	151	8.1%
2017	333	\$550.2M	5.8%	\$2,974,232	\$41.17	8.5%	\$47.32	142	8.1%
2016	366	\$860.5M	7.5%	\$3,570,722	\$42.01	7.7%	\$47.91	144	7.6%
2015	440	\$863.7M	8.8%	\$2,967,927	\$42.23	8.0%	\$46.19	139	7.5%
2014	388	\$931.4M	7.6%	\$3,387,088	\$44.28	8.1%	\$41.87	126	8.0%
2013	330	\$541.2M	6.3%	\$2,540,840	\$38.74	9.1%	\$39.14	117	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. The price index is not smoothed.

### 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	-	-	-	-	-	-	\$89.47	310	8.2%
2027	-	-	-	-	-	-	\$83.80	290	8.4%
2026	-	-	-	-	-	-	\$77.22	268	8.5%
2025	-	-	-	-	-	-	\$70.10	243	8.7%
2024	-	-	-	-	-	-	\$65.59	227	8.7%
YTD	28	\$91.7M	1.0%	\$5,096,919	\$129.77	8.0%	\$65.19	226	8.6%
2023	65	\$123.9M	2.9%	\$3,177,728	\$70.74	6.8%	\$64.46	223	8.4%
2022	69	\$395.4M	7.1%	\$8,596,028	\$82.55	6.0%	\$64.59	224	7.7%
2021	90	\$228M	11.4%	\$3,737,868	\$54.75	6.3%	\$61.69	214	7.3%
2020	59	\$166.9M	4.4%	\$4,071,100	\$56.83	8.3%	\$51.72	179	7.9%
2019	82	\$210.6M	8.5%	\$3,899,113	\$45.53	6.5%	\$47.04	163	8.3%
2018	66	\$83.2M	3.5%	\$2,521,245	\$50.27	9.7%	\$44.07	153	8.3%
2017	70	\$103M	4.8%	\$2,942,110	\$38.89	10.2%	\$41.24	143	8.2%
2016	71	\$123.3M	6.1%	\$2,936,530	\$28.71	7.5%	\$41.63	144	7.8%
2015	71	\$75.6M	5.1%	\$1,757,296	\$26.62	8.6%	\$40.03	139	7.7%
2014	77	\$172.3M	6.2%	\$3,190,006	\$45.27	7.0%	\$36.33	126	8.1%
2013	64	\$103.9M	4.5%	\$2,808,598	\$38.86	15.4%	\$34.21	119	8.3%

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### 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	-	-	-	-	-	-	\$100.08	294	8.1%
2027	-	-	-	-	-	-	\$93.96	276	8.3%
2026	-	-	-	-	-	-	\$86.81	255	8.4%
2025	-	-	-	-	-	-	\$79.07	233	8.6%
2024	-	-	-	-	-	-	\$74.34	219	8.6%
YTD	112	\$353.1M	2.6%	\$5,787,942	\$73.01	6.5%	\$73.89	217	8.5%
2023	182	\$777.1M	4.8%	\$7,262,234	\$75.84	6.0%	\$72.43	213	8.4%
2022	214	\$2.3B	12.8%	\$15,341,977	\$81.12	5.6%	\$73.12	215	7.6%
2021	321	\$1.4B	13.2%	\$7,510,334	\$72.54	6.2%	\$70.66	208	7.1%
2020	201	\$651.1M	6.4%	\$4,752,691	\$64.09	7.4%	\$59.98	176	7.7%
2019	287	\$1.6B	17.6%	\$9,148,764	\$55.53	6.8%	\$54.80	161	8.0%
2018	242	\$469.6M	9.0%	\$3,849,049	\$50.47	7.1%	\$51.36	151	8.0%
2017	198	\$355.4M	5.8%	\$3,291,153	\$41.28	6.7%	\$48.28	142	8.0%
2016	233	\$677.3M	8.4%	\$4,455,829	\$45.36	7.0%	\$48.94	144	7.5%
2015	251	\$683.3M	9.9%	\$4,091,403	\$45.63	6.8%	\$47.27	139	7.4%
2014	218	\$603M	7.8%	\$3,865,551	\$41.23	8.3%	\$42.85	126	7.9%
2013	195	\$396.2M	7.3%	\$3,169,534	\$38.42	7.7%	\$39.96	118	8.1%

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### 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	-	-	-	-	-	-	\$119.54	297	8.6%
2027	-	-	-	-	-	-	\$112.25	279	8.8%
2026	-	-	-	-	-	-	\$103.70	258	9.0%
2025	-	-	-	-	-	-	\$94.40	235	9.1%
2024	-	-	-	-	-	-	\$88.50	220	9.1%
YTD	36	\$35.3M	2.2%	\$1,469,277	\$67.18	-	\$87.82	218	9.0%
2023	44	\$40M	2.7%	\$1,665,158	\$90.72	7.2%	\$86.60	215	8.8%
2022	71	\$98.3M	6.2%	\$2,005,528	\$93.91	7.1%	\$87.28	217	8.0%
2021	101	\$157.2M	12.8%	\$2,312,108	\$67.87	9.0%	\$83.20	207	7.6%
2020	56	\$49.2M	3.3%	\$1,260,393	\$72.14	8.3%	\$70.44	175	8.2%
2019	55	\$51.1M	4.8%	\$1,277,314	\$56.03	10.8%	\$63.93	159	8.6%
2018	91	\$61.2M	6.1%	\$1,036,838	\$47.62	9.4%	\$59.75	149	8.6%
2017	65	\$91.8M	8.6%	\$2,186,059	\$43.58	11.1%	\$55.93	139	8.6%
2016	62	\$59.9M	5.7%	\$1,274,973	\$47.73	9.5%	\$56.28	140	8.1%
2015	118	\$104.8M	11.8%	\$1,294,303	\$39.73	9.6%	\$53.68	133	8.0%
2014	93	\$156.2M	11.2%	\$2,402,506	\$59.99	7.7%	\$48.65	121	8.5%
2013	71	\$41.1M	4.6%	\$805,669	\$41.67	9.6%	\$45.64	113	8.7%

(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. The price index is not smoothed.

# CARMEN's National Experience



## Reach Throughout the United States, and Beyond

Through our international network of Tenant Representation professionals, CARMEN provides clients with comprehensive real estate services across the United States, Canada, and Europe.

Our network offers the most current and unbiased market data, unlike traditional full-service firms that may favor landlord interests. Additionally, CARMEN is not restricted to brokers tied to specific companies, allowing greater flexibility.

**In the past 36 months, CARMEN has completed lease projects in nearly every U.S. state, as well as in Calgary, Canada, and Birmingham, England.**

While leveraging the expertise of Best-in-Class Tenant Representation partners globally, CARMEN always remains the primary point of contact, ensuring continuity and avoiding the hand-off approach common in national firms. When local market insights are needed, we collaborate with top-tier Tenant Representation firms worldwide.

### **Our Client's Satisfaction is Paramount**

At CARMEN, we measure our success by your complete satisfaction with our services. Our focus is on delivering a thorough and seamless experience that meets your company's unique needs and exceeds your expectations.

We strive to ensure that you receive the highest level of service and support, so you can make informed and timely decisions about your real estate investments with confidence. With CARMEN by your side, you can have confidence that your organization's objectives are always at the forefront of our work.

CARMEN is the virtual real estate department for those companies that don't have one, and a valuable resource for those that do!

CARMEN



# CARMEN'S EXPERIENCE

CARMEN is a recognized industry leader in delivering top-tier Corporate Services to clients. The team brings a combined 65 years of experience in commercial real estate, with a specialized focus on representing tenants in industrial and office properties.

Throughout our 32-year history, we have built a strong track record of success, conducting in-depth market research, property searches, and skillfully negotiating economic and business terms for over 700 commercial lease agreements.

Our extensive expertise and commitment to client service make us a trusted partner in navigating complex real estate transactions.

**Our Corporate Services team brings with it experience in:**

- Commercial Real Estate Brokerage
- Managing Lease Portfolios
- Lease Administration
- Project Management
- Economic Incentives
- Real Estate Financing & Sale-Lease Backs

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