

OVERVIEW. The Orange County industrial sector lodged another strong performance in the first quarter of 2022. OC business owners continued to struggle to secure efficient space in a market with so little vacancy. Asking lease rates and sales prices both had solid increases, but with so many off-market deals being done, actual prices are much higher due to fierce competition from multiple bidders. Lack of supply is an ongoing problem with little relief in sight in terms of new deliveries. As we report every quarter, the existing base inventory can only satisfy a fraction of current demand. Even a two-year pandemic was not enough to curb the appetite of an industrial sector that continues to fire on all cylinders despite record high property values and lease rates.

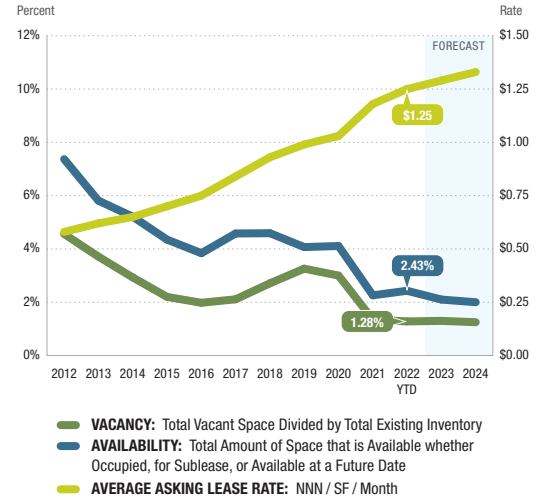
VACANCY & AVAILABILITY. The average vacancy rate in Orange County fell to 1.28%, a 7-basis point drop, and many cities have vacancy rates much lower than that. The availability rate, which includes space offered for lease or sale but is still occupied, actually moved up in Q1 to 2.43% from 2.26% in Q3, but that spread is not wide enough to signal any meaningful change in conditions. It is likely due to the fact that larger spaces were offered for lease in Q1 versus the final quarter of 2021. Both vacancy and availability are expected to decline in Q2.

LEASE RATES & SALES PRICES. The average asking lease rate for the county jumped \$0.07 to \$1.25 in Q1, another all-time high. Landlords hold all the cards in lease negotiations and they are holding the line on offering free rent or tenant improvement contributions. Fixed annual rental increases are also moving up. It is now common to see landlords insist on increases of 4% per year, rather than 3%, which has been the standard for many years. Also, space offered for lease with a set asking price often ends up leasing for an even higher rate, as tenants outbid each other to secure space. The current trend is to offer properties without an asking price, making it difficult to determine true market comps at any point in time.

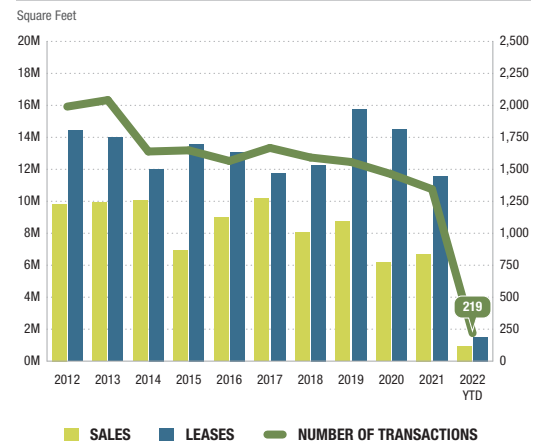
The county's average asking sales price broke the \$300 per square foot barrier back in Q3 of last year, and has risen quickly from there. In the current period, the average per-square-foot sales price topped \$359. Actual prices are likely even higher, as off-market deals, which have become more prevalent, are done without an asking price at all. Some smaller buildings are trading at prices above \$400 per square foot.

TRANSACTION ACTIVITY. Lease and sale activity, both in terms of square footage and number of transactions, fell for the third consecutive quarter, a clear sign that there is just not enough available product to meet demand. More tenants are being forced to renew in place and many of those deals are not reflected in the quarterly statistics. Just 2.46 MSF of deals were signed during the current period, down from 3.7 MSF in the previous quarter and 4.5 MSF in Q3 of last year. In all, 219 transactions were completed in Q1; 166 leases and 53 sales, as compared to a total of 188 leases and 113 sales in Q4.

VACANCY, AVAILABILITY & AVERAGE ASKING LEASE RATES



TRANSACTION VOLUME & NUMBER OF TRANSACTIONS



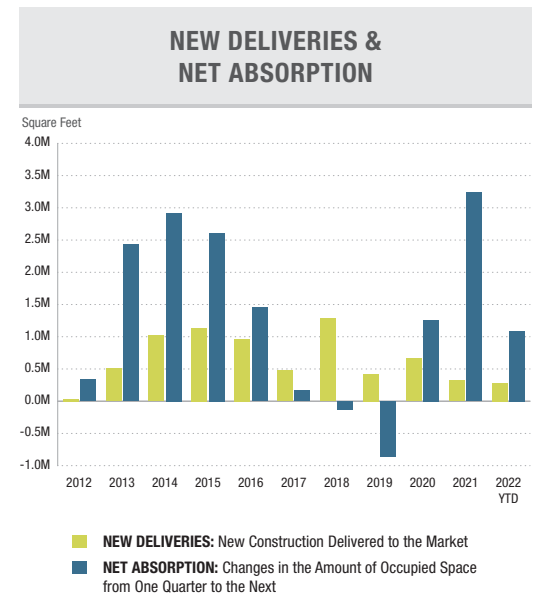
Market Statistics

	Change Over Last Quarter	1Q 2022	4Q 2021	1Q 2021	% Change Over Last Year
Vacancy Rate	▼ DOWN	1.28%	1.35%	2.48%	(48.51%)
Availability Rate	▲ UP	2.43%	2.26%	4.01%	(39.40%)
Average Asking Lease Rate	▲ UP	\$1.25	\$1.18	\$1.07	16.82%
Average Asking Sale Price	▲ UP	\$359.36	\$323.14	\$282.67	27.13%
Sale & Lease Transactions	▼ DOWN	2,463,389	3,689,335	3,958,786	(37.77%)
Gross Absorption	▲ UP	2,417,864	2,044,481	2,848,785	(15.13%)
Net Absorption	▲ POSITIVE	1,090,457	258,051	540,953	N/A

ABSORPTION. With the availability of quality space so low, there is little room for growth and tenants are forced to stay where they are. However, net absorption was sharply higher in Q1, posting a gain of 1,090,457 SF, as compared to just 258,051 SF in Q4. The increase reflects a flurry of larger move-ins during the period, including Amazon’s new 259,000 SF facility in Huntington Beach and the new home of Old World Industries, a 196,000 SF building in Garden Grove. Gross absorption moved higher in Q1, as well, up by almost 400,000 SF over the final quarter of 2021. In fact, the five largest move-ins for the quarter were all over 100,000 SF, somewhat unusual for a market that is dominated by buildings under that size.

CONSTRUCTION. In Q4 of last year, just over 2.3 MSF of new space was underway. Fortunately, that number rose by 400,000 SF in Q1 of this year. The largest project being developed is the Goodman Logistics Center in Fullerton. When completed, the four-building logistics campus will add 1,536,055 SF of badly needed first generation space to North County’s aging base inventory. Huntington Gateway Business Park in Huntington Beach will offer at least some relief for tenants looking for space in West County. The project includes a build-to-suit of 433,865 SF for Cambo Manufacturing, and another spec building of 244,705 SF. Sares-Regis is the owner.

EMPLOYMENT. The unemployment rate in Orange County was 3.7% in February 2022, down from a revised 4.2% in January 2022, and below the year-ago estimate of 7.4%. Employment increased in these sectors: Construction (up 5,200 jobs), professional and business services (up 3,000 jobs), and manufacturing (up 600 jobs).



Forecast

Tight conditions will continue and Orange County business owners are still in for rough times ahead as they look for space that will meet their needs for growth. Owner/user buyers looking to control their occupancy cost with fixed-rate mortgages will be looking at bigger monthly payments, as the popular SBA 504 mortgage interest rate has risen to nearly 4% from just 3.26% in the last two months. Further increases are likely.

Higher interest rates are directly related to a growing area of concern as we look ahead. Inflation spiked to the highest level in 40 years in the second half of 2021 and then accelerated in the first quarter. The Consumer Price Index hit 7.9% in February and is expected to increase again when March numbers are released. The Fed, after admitting that the current inflation spiral is not transitory, has reversed its easy monetary policy stance and promises to tackle the problem by finalizing its bond-buying program and announcing the first of several hikes of its benchmark Fed Funds Rate. It remains to be seen what kind of an impact it has on the overall economy, but it has already caused mortgage rates for commercial properties to rise.

Significant Transactions

Sales

Property Address	Submarket	Square Feet	Sale Price	Buyer	Seller
5609 River Way	Buena Park	166,000	\$41,000,000	Staley Point Capital	Alticor Inc.
5410–5414 E. La Palma Ave.	Anaheim	73,000	\$22,400,000	EverWest Real Estate Investors, LLC	Legacy Property Management
3501 W. Segerstrom Ave.	Santa Ana	66,600	\$25,000,000	Robinson Pharma, Inc.	United Glass Blowing
2301 Raymer Ave.	Fullerton	57,300	\$18,284,500	Invesco Advisers, Inc.	James WorldWide
1260–1290 N. Red Gum St.	Anaheim	48,920	\$15,800,000	LBA Realty	Primus Holding Co LLC

Leases

Property Address	Submarket	Square Feet	Transaction Date	Tenant	Owner
7300 Chapman Ave.	Garden Grove	196,309	Jan-2022	Old World Industries	The Sudler Companies
105 S. Puente St. – Renewal	Brea	184,000	Mar-2022	Pleaser USA, Inc.	Alere Property Group
5600–5640 Knott Ave. – Renewal	Buena Park	183,958	Jan-2022	RCUSA Holdings	5600-40 Knott Ave Property Co
9400 Jeronimo Rd. – Renewal	Irvine Spectrum	146,482	Feb-2022	Arbonne International	The Irvine Company
11488 Slater Ave. – Renewal	Fountain Valley	134,000	Feb-2022	Shock Doctor, Inc.	JKS-CMFV LLC

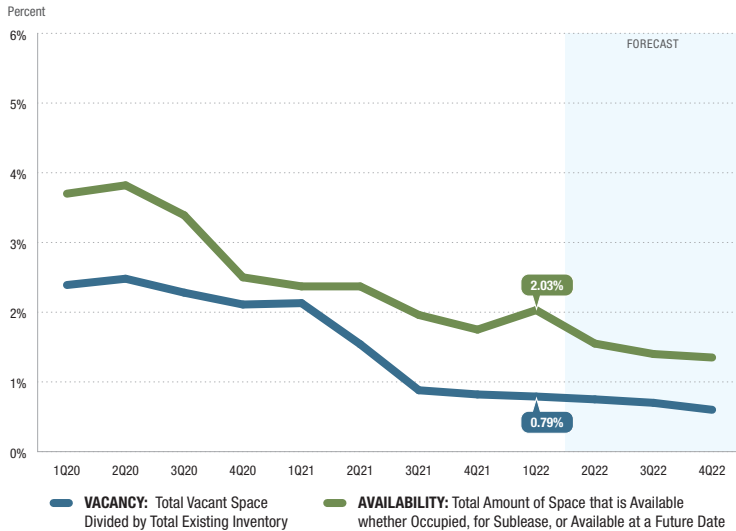
	INVENTORY				VACANCY & LEASE RATES						ABSORPTION			
	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2022	Square Feet Available	Availability Rate 1Q2022	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2022	Net Absorption 2022	Gross Absorption 1Q2022	Gross Absorption 2022
Airport Area														
Costa Mesa	439	7,521,190	0	0	61,354	0.82%	146,655	1.95%	\$1.37	\$465.88	103,029	103,029	126,136	126,136
Fountain Valley	181	3,758,225	0	0	5,550	0.15%	7,350	0.20%	\$1.15	\$0.00	(5,550)	(5,550)	2,160	2,160
Irvine	302	11,438,160	0	138,000	91,202	0.80%	401,852	3.51%	\$1.37	\$0.00	(27,059)	(27,059)	69,498	69,498
Newport Beach	48	603,018	0	0	28,655	4.75%	19,511	3.24%	\$1.55	\$0.00	(1,644)	(1,644)	7,500	7,500
Santa Ana	1,578	31,031,897	0	224,545	419,471	1.35%	808,677	2.61%	\$1.02	\$367.56	42,917	42,917	205,282	205,282
Tustin	114	4,221,827	0	219,827	519,663	12.31%	622,767	14.75%	\$1.40	\$0.00	12,619	12,619	16,170	16,170
Airport Area Total	2,662	58,574,317	0	582,372	1,125,895	1.92%	2,006,812	3.43%	\$1.20	\$391.26	124,312	124,312	426,746	426,746
North County														
Anaheim	1,832	44,281,862	243,065	431,565	291,131	0.66%	850,230	1.92%	\$1.21	\$382.60	119,283	119,283	438,401	438,401
Brea	327	12,031,308	0	131,500	301,902	2.51%	416,381	3.46%	\$1.27	\$357.47	(37,952)	(37,952)	131,543	131,543
Buena Park	234	13,331,001	0	30,650	67,506	0.51%	424,110	3.18%	\$1.12	\$317.07	(18,725)	(18,725)	4,969	4,969
Fullerton	455	17,976,447	1,656,055	139,000	101,983	0.57%	337,665	1.88%	\$1.23	\$355.45	(22,121)	(22,121)	87,149	87,149
La Habra	197	3,526,156	0	0	0	0.00%	5,294	0.15%	\$0.00	\$350.00	10,800	10,800	10,800	10,800
Orange	745	13,623,277	0	201,520	84,400	0.62%	99,292	0.73%	\$1.25	\$229.27	38,634	38,634	119,082	119,082
Placentia	222	4,347,075	0	0	11,699	0.27%	67,716	1.56%	\$1.25	\$363.00	50,276	50,276	65,613	65,613
Yorba Linda	54	873,956	0	0	9,919	1.13%	26,757	3.06%	\$0.00	\$357.00	0	0	16,876	16,876
North County Total	4,066	109,991,082	1,899,120	934,235	868,540	0.79%	2,227,445	2.03%	\$1.22	\$339.82	140,195	140,195	874,433	874,433
South County														
Aliso Viejo	17	663,662	0	0	32,657	4.92%	0	0.00%	\$0.00	\$0.00	0	0	0	0
Foothill Ranch	64	3,417,232	0	0	0	0.00%	45,141	1.32%	\$1.50	\$0.00	0	0	75,507	75,507
Irvine Spectrum	215	9,954,353	145,000	99,638	244,335	2.45%	224,508	2.26%	\$1.28	\$469.00	113,056	113,056	85,319	85,319
Laguna Beach	21	108,920	0	0	0	0.00%	2,390	2.19%	\$0.00	\$0.00	0	0	0	0
Laguna Hills	74	1,039,882	0	0	9,550	0.92%	27,902	2.68%	\$1.53	\$410.00	(4,440)	(4,440)	46,457	46,457
Laguna Niguel	19	256,297	0	0	0	0.00%	0	0.00%	\$0.00	\$0.00	0	0	0	0
Lake Forest	190	4,226,661	0	384,000	64,746	1.53%	149,163	3.53%	\$1.54	\$361.19	(4,516)	(4,516)	55,341	55,341
Mission Viejo	31	719,801	0	0	2,947	0.41%	1,479	0.21%	\$0.00	\$0.00	(2,028)	(2,028)	2,028	2,028
Rancho Santa Margarita	107	1,702,949	0	0	1,354	0.08%	9,324	0.55%	\$1.45	\$0.00	(1,354)	(1,354)	1,427	1,427
San Clemente	160	1,997,181	0	0	18,408	0.92%	7,977	0.40%	\$1.10	\$0.00	(908)	(908)	0	0
San Juan Capistrano	42	887,189	0	91,520	12,272	1.38%	12,272	1.38%	\$2.00	\$0.00	(12,272)	(12,272)	0	0
South County Total	940	24,974,127	145,000	575,158	386,269	1.55%	480,156	1.92%	\$1.39	\$413.04	87,538	87,538	266,079	266,079
West County														
Cypress	100	4,516,995	0	0	82,316	1.82%	199,868	4.42%	\$1.16	\$0.00	127,662	127,662	39,313	39,313
Garden Grove	474	12,113,468	0	0	383,619	3.17%	405,813	3.35%	\$1.32	\$341.72	175,347	175,347	268,215	268,215
Huntington Beach	690	12,837,230	657,570	0	93,190	0.73%	152,972	1.19%	\$1.15	\$333.57	400,643	400,643	496,535	496,535
La Palma	16	1,778,247	0	0	0	0.00%	0	0.00%	\$0.99	\$0.00	0	0	0	0
Los Alamitos	94	2,221,377	0	0	0	0.00%	40,606	1.83%	\$0.00	\$390.33	17,736	17,736	19,195	19,195
Seal Beach	15	933,761	0	0	0	0.00%	0	0.00%	\$0.00	\$0.00	16,720	16,720	16,720	16,720
Stanton	175	1,833,786	0	0	9,380	0.51%	38,583	2.10%	\$0.00	\$376.56	(9,380)	(9,380)	7,228	7,228
Westminster	140	2,301,495	0	0	12,044	0.52%	90,456	3.93%	\$1.20	\$0.00	9,684	9,684	3,400	3,400
West County Total	1,704	38,536,359	657,570	0	580,549	1.51%	928,298	2.41%	\$1.14	\$349.82	738,412	738,412	850,606	850,606
Orange County Total	9,372	232,075,885	2,701,690	2,091,765	2,961,253	1.28%	5,642,711	2.43%	\$1.25	\$359.36	1,090,457	1,090,457	2,417,864	2,417,864
Less than 9,999	3,332	20,257,456	0	9,500	126,372	0.62%	240,071	1.19%	\$1.61	\$399.00	(24,193)	(24,193)	169,199	169,199
10,000-19,999	3,148	43,517,510	0	0	384,759	0.88%	761,524	1.75%	\$1.49	\$316.00	50,303	50,303	336,478	336,478
20,000-29,999	1,185	28,283,533	0	51,764	166,068	0.59%	414,040	1.46%	\$1.45	\$374.00	156,062	156,062	332,962	332,962
30,000-39,999	489	16,697,311	0	63,650	93,928	0.56%	250,639	1.50%	\$1.34	\$340.00	52,975	52,975	227,905	227,905
40,000-49,999	292	12,840,824	0	0	245,756	1.91%	408,738	3.18%	\$1.30	\$355.00	(34,849)	(34,849)	114,477	114,477
50,000-74,999	373	22,488,084	55,545	67,000	315,151	1.40%	631,164	2.81%	\$0.97	\$274.00	38,869	38,869	157,272	157,272
75,000-99,999	169	14,474,780	0	282,138	180,912	1.25%	163,271	1.13%	\$0.00	\$0.00	86,313	86,313	260,787	260,787
100,000-199,999	261	34,407,229	626,345	863,625	465,613	1.35%	703,274	2.04%	\$0.00	\$0.00	66,532	66,532	221,463	221,463
200,000 Plus	123	39,109,158	2,019,800	754,088	982,694	2.51%	2,069,990	5.29%	\$0.00	\$0.00	698,445	698,445	597,321	597,321
Orange County Total	9,372	232,075,885	2,701,690	2,091,765	2,961,253	1.28%	5,642,711	2.43%	\$1.25	\$359.36	1,090,457	1,090,457	2,417,864	2,417,864

Lease rates are on a triple-net basis.

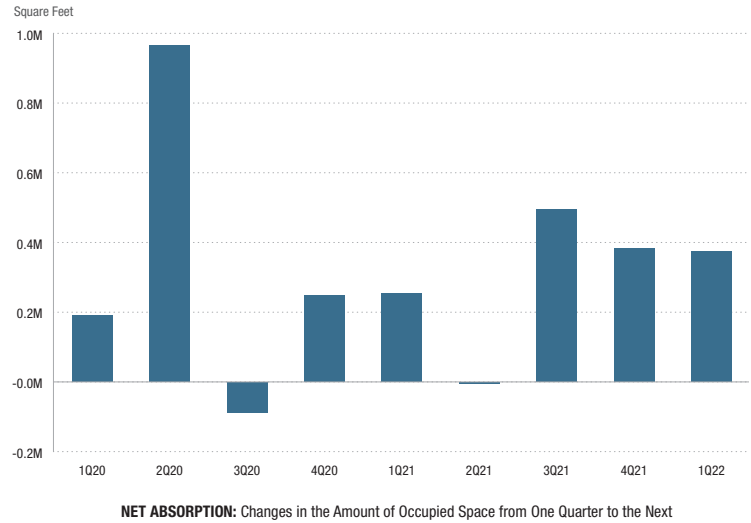
NORTH ORANGE COUNTY

In the first quarter of 2022, the North Orange County industrial market consisted of 4,066 buildings totaling 109,991,082 square feet and had an availability rate of 2.03%, which shows an increase from the previous quarter's figure of 1.75%.

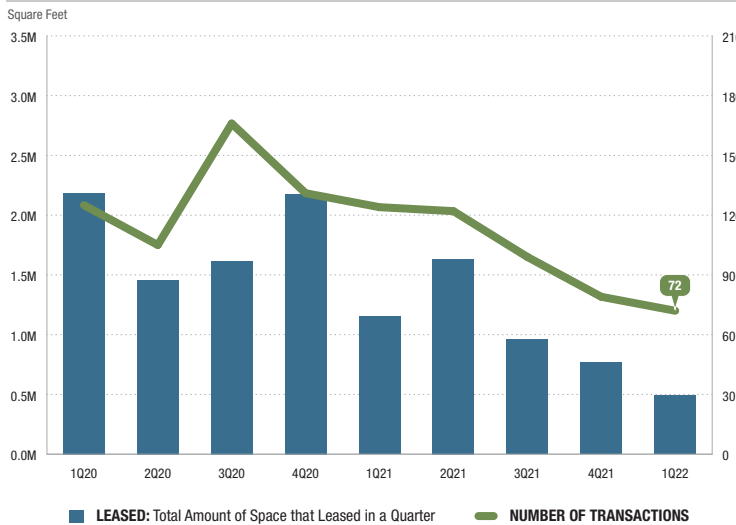
VACANCY & AVAILABILITY RATE



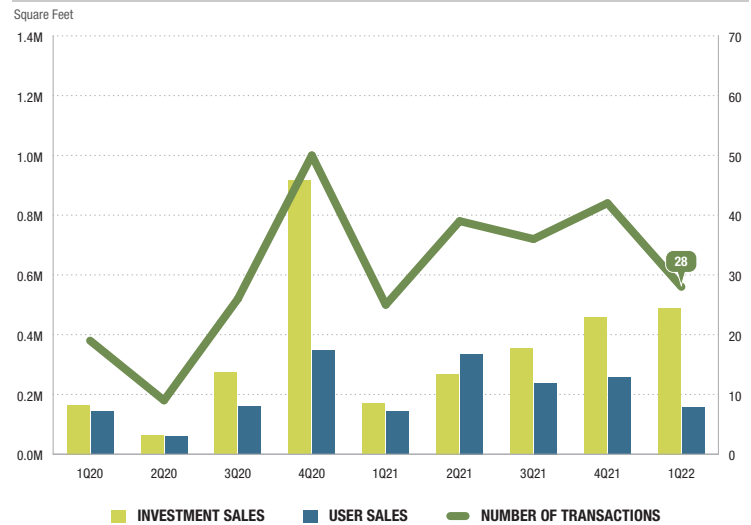
NET ABSORPTION



LEASE TRANSACTIONS



SALES TRANSACTIONS



INVENTORY

VACANCY & LEASE RATES

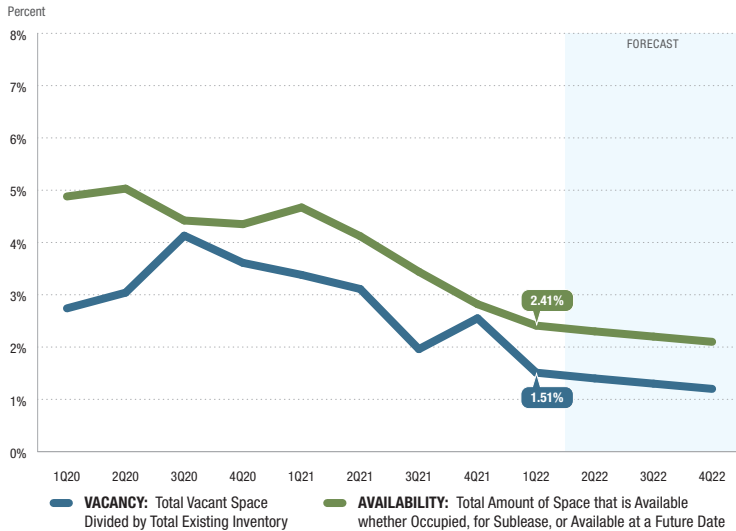
ABSORPTION

	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2022	Square Feet Available	Availability Rate 1Q2022	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2022	Net Absorption 2022	Gross Absorption 1Q2022	Gross Absorption 2022
North Totals														
Less than 9,999	1,344	8,498,179	0	9,500	49,280	0.58%	109,384	1.29%	\$1.30	\$350.98	6,996	6,996	92,530	92,530
10,000-19,999	1,391	19,254,223	0	0	176,078	0.91%	304,556	1.58%	\$1.20	\$315.20	(12,782)	(12,782)	123,956	123,956
20,000-29,999	518	12,338,680	0	21,960	62,778	0.51%	174,348	1.41%	\$0.00	\$373.67	12,527	12,527	118,013	118,013
30,000-39,999	226	7,693,560	0	63,650	33,059	0.43%	60,643	0.79%	\$1.43	\$330.00	10,006	10,006	104,496	104,496
40,000-49,999	138	6,071,905	0	0	111,896	1.84%	177,268	2.92%	\$1.30	\$342.78	36,675	36,675	59,575	59,575
50,000-74,999	175	10,563,417	55,545	0	12,500	0.12%	63,600	0.60%	\$0.00	\$0.00	58,400	58,400	58,400	58,400
75,000-99,999	74	6,322,143	0	90,980	69,371	1.10%	69,371	1.10%	\$0.00	\$0.00	41,429	41,429	96,000	96,000
100,000-199,999	135	17,860,224	481,345	546,625	124,794	0.70%	141,462	0.79%	\$0.00	\$0.00	66,532	66,532	221,463	221,463
200,000 plus	65	21,388,751	1,362,230	201,520	228,784	1.07%	1,126,813	5.27%	\$0.00	\$0.00	(79,588)	(79,588)	0	0
Total	4,066	109,991,082	1,899,120	934,235	868,540	0.79%	2,227,445	2.03%	\$1.22	\$339.82	140,195	140,195	874,433	874,433

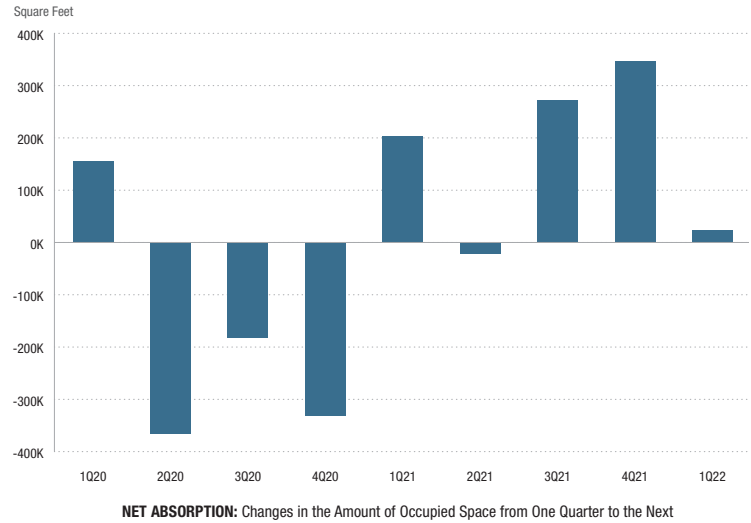
WEST ORANGE COUNTY

In the first quarter of 2022, the West Orange County industrial market consisted of 1,704 buildings totaling 38,536,359 square feet and had an availability rate of 2.41%, which shows a decrease from the previous quarter's figure of 2.82%.

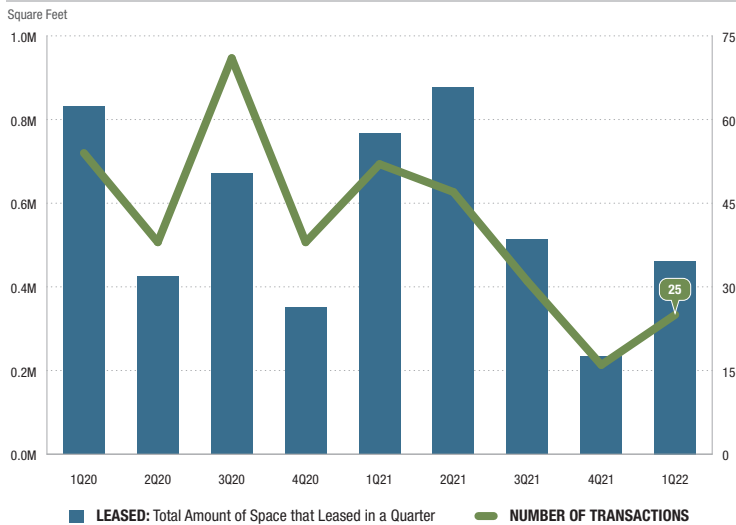
VACANCY & AVAILABILITY RATE



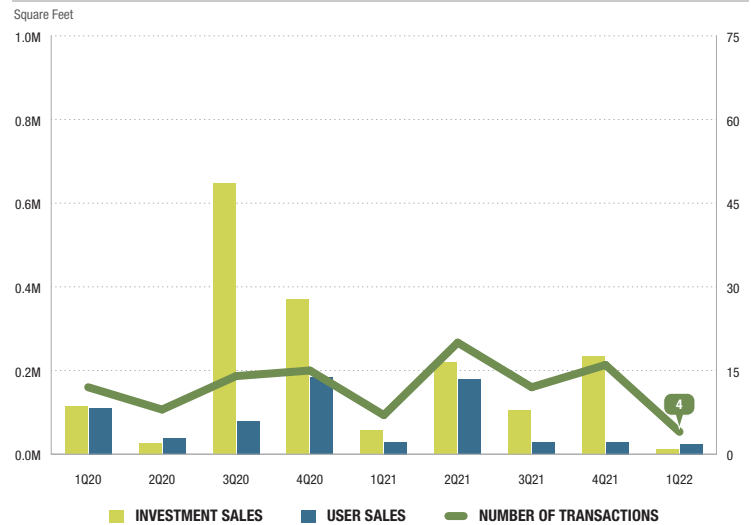
NET ABSORPTION



LEASE TRANSACTIONS



SALES TRANSACTIONS



INVENTORY

VACANCY & LEASE RATES

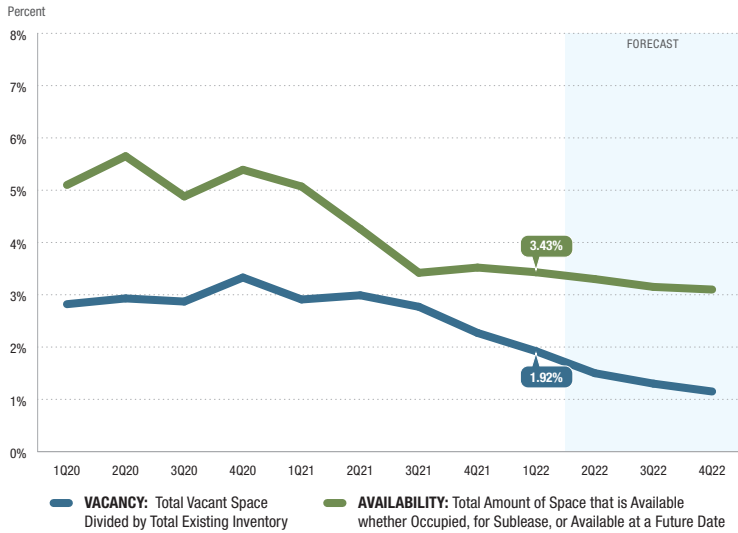
ABSORPTION

	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2022	Square Feet Available	Availability Rate 1Q2022	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2022	Net Absorption 2022	Gross Absorption 1Q2022	Gross Absorption 2022
West Totals														
Less than 9,999	693	4,117,474	0	0	28,736	0.70%	54,771	1.33%	\$1.34	\$439.38	(12,506)	(12,506)	42,836	42,836
10,000-19,999	569	7,534,030	0	0	72,966	0.97%	156,080	2.07%	\$1.38	\$346.57	48,348	48,348	84,578	84,578
20,000-29,999	181	4,358,343	0	0	44,047	1.01%	74,268	1.70%	\$1.39	\$0.00	39,772	39,772	43,356	43,356
30,000-39,999	61	2,128,714	0	0	11,810	0.55%	117,491	5.52%	\$1.27	\$0.00	(11,810)	(11,810)	40,688	40,688
40,000-49,999	49	2,158,231	0	0	0	0.00%	14,761	0.68%	\$0.00	\$265.70	4,700	4,700	4,700	4,700
50,000-74,999	57	3,405,460	0	0	124,634	3.66%	208,131	6.11%	\$0.00	\$0.00	(84,838)	(84,838)	60,414	60,414
75,000-99,999	31	2,661,547	0	0	70,265	2.64%	74,705	2.81%	\$0.00	\$0.00	16,720	16,720	16,720	16,720
100,000-199,999	41	5,560,637	0	0	169,271	3.04%	169,271	3.04%	\$0.00	\$0.00	0	0	0	0
200,000 plus	22	6,611,923	657,570	0	58,820	0.89%	58,820	0.89%	\$0.00	\$0.00	738,026	738,026	557,314	557,314
Total	1,704	38,536,359	657,570	0	580,549	1.51%	928,298	2.41%	\$1.14	\$349.82	738,412	738,412	850,606	850,606

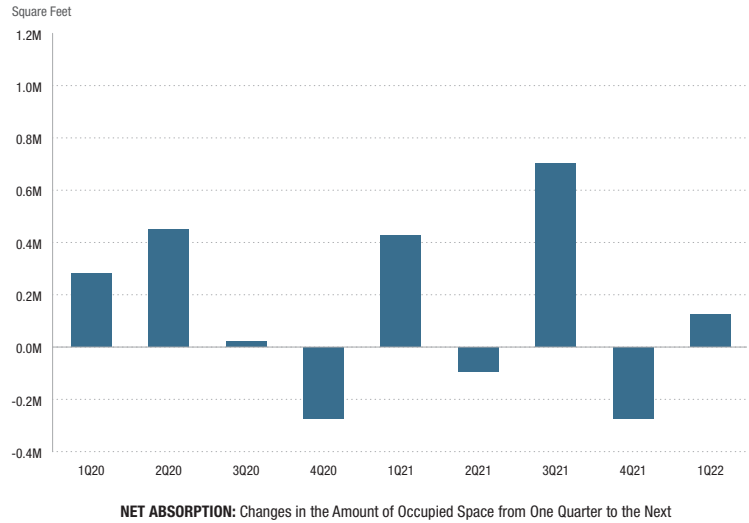
AIRPORT AREA

In the first quarter of 2022, the Airport Orange County industrial market consisted of 2,662 buildings totaling 58,574,317 square feet and had an availability rate of 3.43%, which shows a decrease from previous quarter's figure of 3.52%.

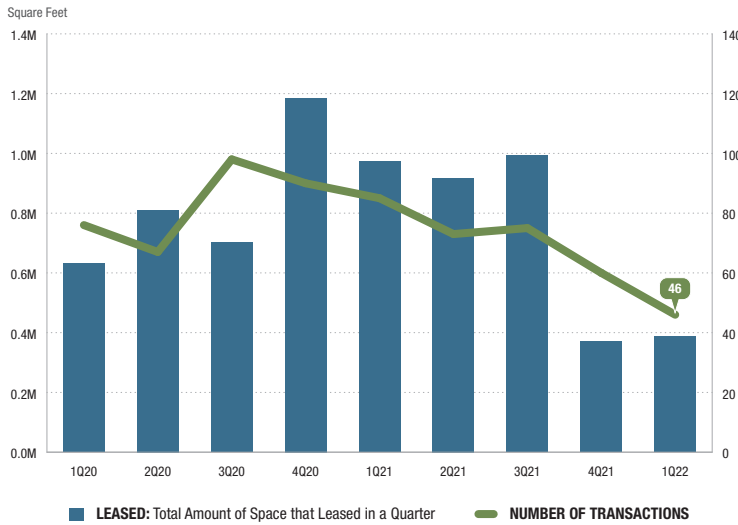
VACANCY & AVAILABILITY RATE



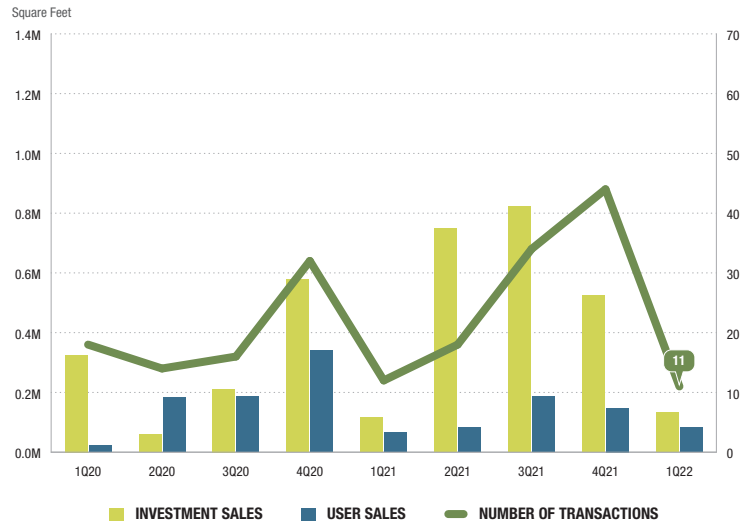
NET ABSORPTION



LEASE TRANSACTIONS



SALES TRANSACTIONS



INVENTORY

VACANCY & LEASE RATES

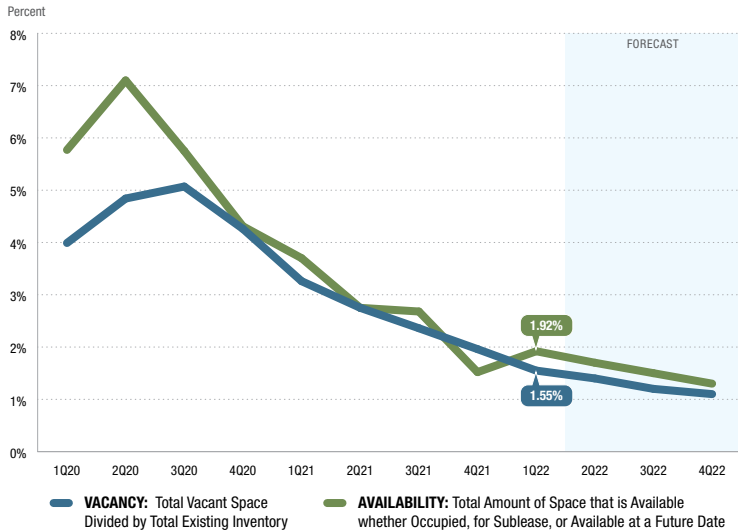
ABSORPTION

	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2022	Square Feet Available	Availability Rate 1Q2022	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2022	Net Absorption 2022	Gross Absorption 1Q2022	Gross Absorption 2022
Airport Totals														
Less than 9,999	932	5,410,038	0	0	22,301	0.41%	30,380	0.56%	\$1.80	\$492.85	(9,286)	(9,286)	12,502	12,502
10,000-19,999	913	12,793,456	0	0	96,743	0.76%	178,834	1.40%	\$1.48	\$325.66	28,201	28,201	116,906	116,906
20,000-29,999	354	8,438,136	0	29,804	50,762	0.60%	85,552	1.01%	\$1.50	\$374.62	33,090	33,090	99,837	99,837
30,000-39,999	156	5,309,843	0	0	16,402	0.31%	65,127	1.23%	\$0.92	\$453.61	54,779	54,779	51,932	51,932
40,000-49,999	77	3,363,356	0	0	92,506	2.75%	175,355	5.21%	\$1.25	\$0.00	(40,000)	(40,000)	43,645	43,645
50,000-74,999	107	6,479,190	0	0	110,497	1.71%	285,475	4.41%	\$0.97	\$0.00	29,364	29,364	29,364	29,364
75,000-99,999	49	4,191,427	0	0	41,276	0.98%	7,192	0.17%	\$0.00	\$0.00	28,164	28,164	72,560	72,560
100,000-199,999	54	6,803,013	0	0	92,100	1.35%	386,322	5.68%	\$0.00	\$0.00	0	0	0	0
200,000 plus	20	5,785,858	0	552,568	603,308	10.43%	792,575	13.70%	\$0.00	\$0.00	0	0	0	0
Total	2,662	58,574,317	0	582,372	1,125,895	1.92%	2,006,812	3.43%	\$1.20	\$391.26	124,312	124,312	426,746	426,746

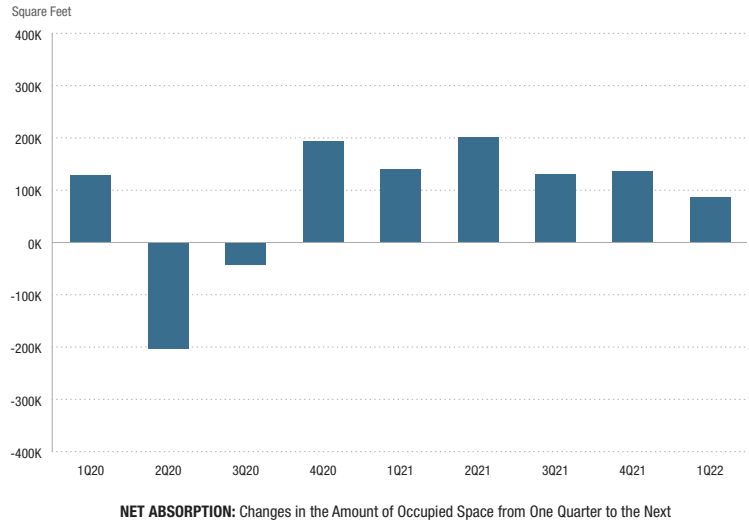
SOUTH ORANGE COUNTY

In the first quarter of 2022, the South Orange County industrial market consisted of 940 buildings totaling 24,974,127 square feet and had an availability rate of 1.92%, which shows an increase from the previous quarter's figure of 1.52%.

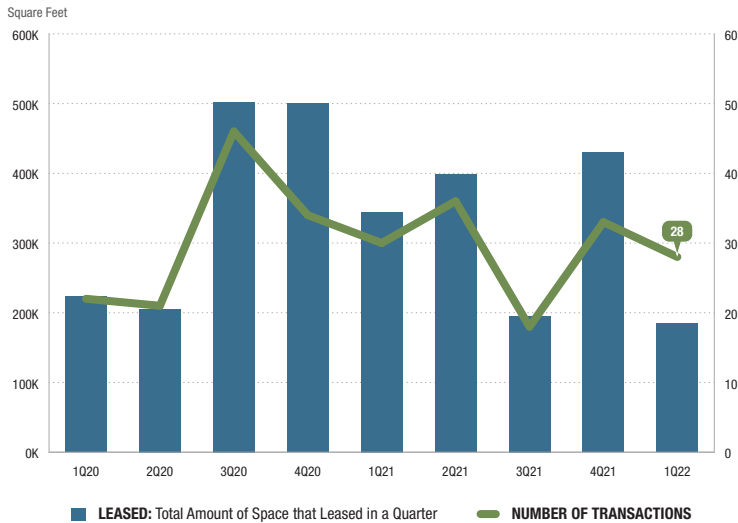
VACANCY & AVAILABILITY RATE



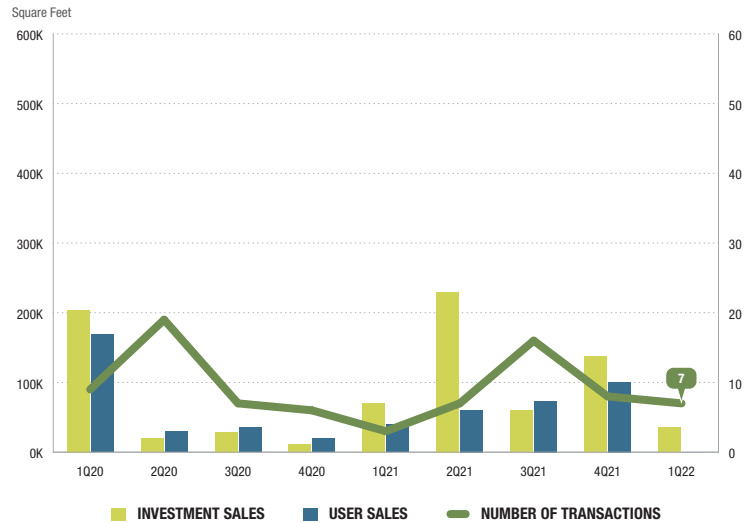
NET ABSORPTION



LEASE TRANSACTIONS



SALES TRANSACTIONS



INVENTORY

VACANCY & LEASE RATES

ABSORPTION

	Number of Bldgs.	Net Rentable Square Feet	Square Feet U / C	Square Feet Planned	Square Feet Vacant	Vacancy Rate 1Q2022	Square Feet Available	Availability Rate 1Q2022	Average Asking Lease Rate	Average Asking Sales Price	Net Absorption 1Q2022	Net Absorption 2022	Gross Absorption 1Q2022	Gross Absorption 2022
South Totals	940	24,974,127	145,000	575,158	386,269	1.55%	480,156	1.92%	\$1.39	\$413.04	87,538	87,538	266,079	266,079
Less than 9,999	363	2,231,765	0	0	26,055	1.17%	45,536	2.04%	\$1.58	\$413.04	(9,397)	(9,397)	21,331	21,331
10,000-19,999	275	3,935,801	0	0	38,972	0.99%	122,054	3.10%	\$1.40	\$0.00	(13,464)	(13,464)	11,038	11,038
20,000-29,999	132	3,148,374	0	0	8,481	0.27%	79,872	2.54%	\$1.40	\$0.00	70,673	70,673	71,756	71,756
30,000-39,999	46	1,565,194	0	0	32,657	2.09%	7,378	0.47%	\$0.00	\$0.00	0	0	30,789	30,789
40,000-49,999	28	1,247,332	0	0	41,354	3.32%	41,354	3.32%	\$0.00	\$0.00	(36,224)	(36,224)	6,557	6,557
50,000-74,999	34	2,040,017	0	67,000	67,520	3.31%	73,958	3.63%	\$0.00	\$0.00	35,943	35,943	9,094	9,094
75,000-99,999	15	1,299,663	0	191,158	0	0.00%	12,003	0.92%	\$0.00	\$0.00	0	0	75,507	75,507
100,000-199,999	31	4,183,355	145,000	317,000	79,448	1.90%	6,219	0.15%	\$0.00	\$0.00	0	0	0	0
200,000 plus	16	5,322,626	0	0	91,782	1.72%	91,782	1.72%	\$0.00	\$0.00	40,007	40,007	40,007	40,007



The Times Are Changing

Do the changing market dynamics in Orange County impact the future value of your real estate?

by Sebastian Lozano

ASSOCIATE, ANAHEIM

714.935.2303 . slozano@voitco.com . Lic. #02143474

Since the summer of 2020, the Orange County industrial market has experienced a turbo-charged momentum. Sales prices, lease rates, and property values have soared to levels that no one thought possible, and as we close the first quarter of 2022, another year of strong performance is on its way. Nevertheless, the factors that provided strong economic fundamentals for the Orange County industrial market for the past 21 months are starting to change. The following events have started to raise questions:

1. The U.S. inflation rate is now running at its highest level in four decades, as the Consumer-Price Index rose to 7.9% in February 2022. While Americans are still spending, the U.S. Commerce Department stated that consumers spent more on gasoline and vehicles during the first quarter of the year while cutting back on online spending and purchases of discretionary items such as furniture, apparel, and electronics.
2. In an effort to tame inflation, the Federal Reserve's monetary policy has drastically changed from what we have experienced since the start of the pandemic. The federal-funds rate was increased by a quarter percentage point in March, and half-point increases have been signaled for the near future. Fewer dollars circulating in the economy, at a higher borrowing cost, will eventually slow down economic activity in the U.S.
3. The pandemic has highlighted how vulnerable the global supply chain is to disruption. Consumers find themselves adapting to the frustration of intermittent shortages and persistent price increases. Economists are fearful that the new pandemic lockdowns in the Eastern hemisphere, the recent international conflicts in Europe, and the resulting economic sanctions will further exacerbate supply-chain constraints.

While the short-term forecast for the Orange County industrial market portends low vacancy, increasing lease rates and sales prices, the above-referenced factors present a significant threat to the overall U.S. economy and ultimately the future demand for industrial space. Every economic cycle has peaks and valleys, and history has shown us that big shifts in monetary policy can only do so much. If you are considering making changes to your real estate plan, now more than ever "time is of the essence" to take advantage of the historical high values and affordable long-term borrowing costs. Economic forecasts and opinions are mixed, but there is some consensus for an economic downturn in the short run. We should ask ourselves how well positioned we are to weather a potential downturn in the U.S. economy, and what decisions we can make today to minimize the exposure of our real estate.

Please Contact Us for Further Information

Tony Tran
Regional Director of Research
ttran@voitco.com

Anaheim, CA
714.978.7880

Carlsbad, CA
760.472.5620

Inland Empire, CA
909.545.8000

Irvine, CA
949.851.5100

Los Angeles, CA
424.329.7500

San Diego, CA
858.453.0505

This survey consists of properties representing both single tenant and multi-tenant buildings. The lease rates are based on a triple-net basis. The information contained in this report is gathered from sources that are deemed reliable, but no guarantees are made as to its accuracy. This information is for Voit Real Estate Services' use only and cannot legally be reproduced without prior written consent from the management of Voit Real Estate Services.

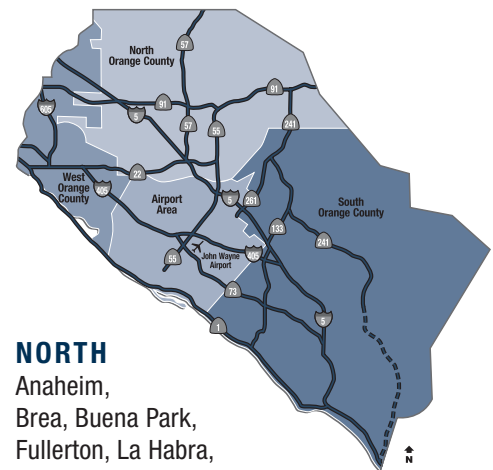
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Product Type

MFG./DIST.

Manufacturing / Distribution / Warehouse facilities with up to 29.9% office space.

Submarkets



NORTH

Anaheim, Brea, Buena Park, Fullerton, La Habra, Orange, Placentia and Yorba Linda

WEST

Cypress, Garden Grove, Huntington Beach, La Palma, Los Alamitos, Seal Beach, Stanton and Westminster

AIRPORT

Costa Mesa, Fountain Valley, Irvine, Newport Beach, Santa Ana and Tustin

SOUTH

Aliso Viejo, Foothill Ranch, Irvine Spectrum, Laguna Hills, Laguna Niguel, Lake Forest, Mission Viejo, Rancho Santa Margarita, San Clemente and San Juan Capistrano