



## Active Listings

### Off Market Opportunity Monterey Park, CA

30,000 SF Warehouse For Sale  
15,000 SF Warehouse For Lease



**Available for Lease**  
**777 W. Mill St., San Bernardino, CA**  
+20,000 SF Warehouse  
+1.72 Acre Site Area



**Available For Lease**  
**14594 Aliso Dr., Fontana, CA**  
+2.33 Acre Paved Yard  
+1,370 SF Office Building  
\*Recycling Permit in Place



**Available for Lease**  
**3175 E. Foothill Bl., Pasadena, CA**  
+2,940 SF Building Area  
+4,964 SF Site Area

7,000 professionals in  
400 offices in  
55 countries on  
5 continents

We have over 30 years of combined Industrial & Commercial Real Estate experience and have represented Sellers/Buyers, Landlords/Tenants and Developers throughout Southern California. Our primary focus is the sales and leasing of industrial properties and land. We are committed to giving you the highest level of service and use our extensive market knowledge to advise and help you achieve your real estate goals. We are always available so please feel free to contact us anytime via telephone, e-mail, WeChat or text.

## Active Requirements – San Gabriel Valley

We have clients looking to purchase warehouses in the San Gabriel Valley between 15K to 65K SF. **Please give us a call for a Free Evaluation of your property (Market Price & Rent Evaluation).**



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# San Gabriel Valley

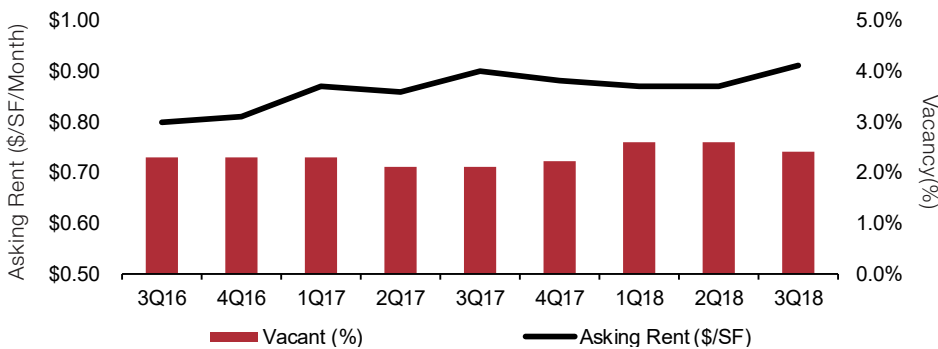
## Industrial Market Trends 3Q 2018



### Rents Head Higher As Market Continues To Tighten

Rents reached \$0.91/SF, vacancy at 2.4%

#### Asking Rent and Vacancy



#### Vacancy

- Vacancy in the San Gabriel Valley ended 3Q 2018 at 2.4%, up 30 basis points from 3Q 2017.

#### Rental Rates

- Asking rents for space between 10,000 and 100,000 SF averaged \$0.91/SF NNN, up 4.6% from 2Q 2018 and up 1.1% from 3Q 2017.

- Average asking rents (\$/SF NNN) in the submarkets as of 3Q18 are as follows:

West: \$1.64/SF  
 Industry Area: \$0.81/SF  
 El Monte: \$1.10/SF East: \$0.82/SF  
 Central: \$0.82/SF

#### Leased and Sold



#### Sales and Leasing Activity

- The industrial market saw a decline in leasing activity. 1,915,386 SF were leased in 3Q 2018.

- 6,208,126 SF leased year to date.

- Quarterly lease volume is down 20.4% over 3Q 2017.

- Sale volume totaled 1,482,595 SF. This is up 7.0% from 2Q 2018 and 28.6% lower than 3Q 2017.

- The average sale price was \$174/SF and cap rates averaged 4.75%.

- Industry was the most active submarket in 3Q 2018 for both lease and sale volume.

Leased: 1.2M SF  
 Sold: 530,356 SF

#### Construction

- There were 2,219,113 SF under construction at the end of 3Q 2018.

- 478,806 SF delivered this quarter.

- Building A of CT Industry Center was the largest completion. The 224,116 SF building delivered fully occupied.

#### Market Trends

Total Inventory (SF)	170,657,397		
	3Q18	2Q18	3Q17
Asking Rent (\$/SF NNN)	\$0.73	\$0.71	\$0.71
Vacancy Rate (%)	2.6%	2.8%	2.1%
Lease Volume (SF)	2,184,501	1,673,461	2,377,087
Sale Volume (SF)	1,339,705	1,213,704	1,225,304
Under Construction (SF)	1,108,555	604,671	3,096,334
Deliveries (SF)	371,680	462,040	55,151

## Market Statistics

Submarket	Total RBA (SF)	Under Construction	Total Available (%)	Total Vacant (%)	3Q18 Lease Vol. (SF)	YTD Lease Vol. (SF)	3Q18 Sales Vol.	YTD Sales Vol. (SF)	Average Asking \$/SF NNN	Average Sale Price/SF
West	9,307,622	0	4.6%	2.8%	68,871	160,499	62,247	282,507	\$1.64	\$198
Industry	81,352,963	372,316	4.6%	2.6%	1,171,279	3,873,927	530,356	1,453,568	\$0.81	\$184
El Monte	20,044,546	1,302,666	9.9%	3.2%	123,566	364,257	404,756	886,295	\$1.10	\$148
East	30,408,365	242,524	2.5%	1.9%	297,142	668,307	117,129	458,074	\$0.82	\$149
Central	30,101,590	301,607	5.0%	1.9%	254,528	1,141,136	368,107	1,191,517	\$0.82	\$188
<b>TOTAL</b>	<b>171,215,086</b>	<b>2,219,113</b>	<b>4.9%</b>	<b>2.4%</b>	<b>1,915,386</b>	<b>6,208,126</b>	<b>1,482,595</b>	<b>4,271,961</b>	<b>\$0.91</b>	<b>\$174</b>

## Select Lease Transactions

Tenant	Address	Square Feet	Lease Type	Lease Rate
Best Formulations Inc	825 Ajax Ave, Industry	102,300	Direct	Withheld
Fleetwood-Fibre Packaging & Graphics	15250 Don Julian Rd, Industry	78,600	Renewal	\$0.55/SF NNN
Durham School Services	1326 E 9th St, Pomona	70,112	Direct	\$0.71/SF +UTL

## Select Sale Transactions

Buyer	Seller	Address	Square Feet	Sale Price	Price Per SF
CenterPoint Properties	American Foam, Fiber & Supplies, Inc.	13260-13280 E Amar Rd, Industry	93,818	\$13,603,610	\$145
Cordia Capital Management	Fleetwood-Fibre Packaging & Graphics	15250 Don Julian Rd, Industry	78,600	\$11,800,000	\$150
Hager Pacific Industrial Partners	Private Investor	501 & 505 W Foothill Blvd, Azusa	55,057	\$9,300,000	\$169
Bluepower, LLC	The Carlyle Group	801 Echelon Ct, Industry	41,218	\$8,284,818	\$201
Maximum Management, LLC	The Carlyle Group	810 Echelon Ct, Industry	36,566	\$7,349,766	\$201

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