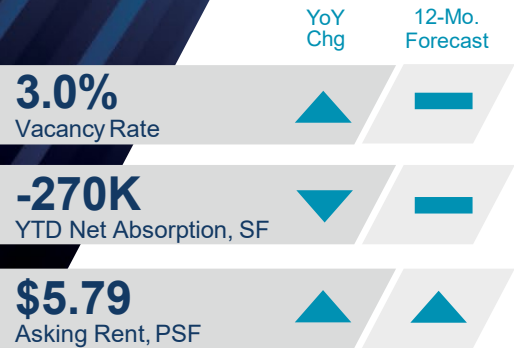
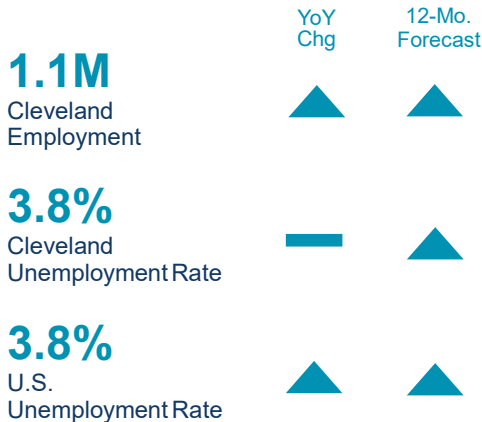


Industrial Q1 2024



Direct, Net Asking Rent

ECONOMIC INDICATORS Q1 2024



Source: BLS

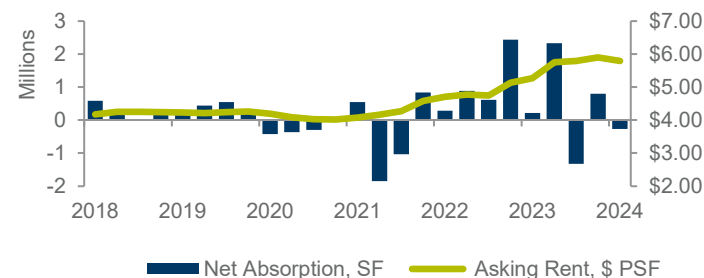
ECONOMY: Increased Business Activity, Manufacturers Report Healthy Backlogs

Business activity in Cleveland increased slightly in Q1 2024 and it is expected to increase modestly in the coming months. Consumer spending moderated following a slight increase during the holiday shopping season. Demand for manufactured goods has risen slightly from that of the prior reporting period. However, due to seasonal patterns and customer demand being less predictable post-covid, recent demand and orders have not returned to normal levels after expected end-of-year slowdowns. Manufacturers expect customer demand to improve slightly in the near-term. Commercial construction has continued its recent rebound in recent weeks. This can be attributed to a strong demand for manufacturing space. Some builders reported that larger capital projects that were sidelined are poised to move forward if the interest rates come down. Those builders expect activity to be flat in the months ahead. The labor markets have maintained their course, but several companies have reported less turnover and increased worker availability. This is allowing companies to hire for strategic positions or replace underperforming workers. Several commercial construction firms reported increasing their staffing levels to ramp up for new large projects.

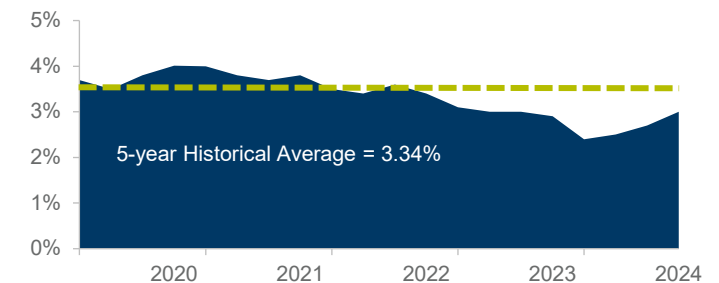
MARKET ACTIVITY: Slight Increase in Vacancy Rate, Major Jump in Investment Sales

The overall vacancy rate increased to 3.0% in Q1 2024, reaching the 3.0% mark for the first time since Q4 2022. We expect the vacancy rate to hover around 3.0% throughout 2024 due to continued demand, limited new availabilities on market and the lack of new speculative construction starts. Leasing activity for Q1 2024 totaled 3.3 million square feet (msf) compared to 2.7 msf in Q1 2023. National credit tenants currently have minimal options when looking at 100,000 sf+ newer modern distribution buildings, which has led to pent up demand for local and regional tenants looking to expand and backfill the larger tenants' spaces. The direct weighted average net rental rate was \$5.79 sf which is a 9.4% increase Year-over-year (YOY). Notable leases included Cardinal Health, Inc. leasing 248,000-sf at the Forward Innovation Center development at 7845 Northfield Road in Walton Hills and Ark Transportation subleasing 178,000-sf at 13000 Darice Parkway in Strongsville from Micheals Crafts Store. Q1 2024 saw 53 deals totaling 1.7 msf in user sales with 79% of those buildings being under 50,000 sf. The average building size of those sold in Q1 is 31,653 sf. Significant user sales included the acquisition 30701 Carter Street in Solon of a 302,368-sf building by Mytee Products from Cosmax USA, a 3-building portfolio totaling 193,253 sf in Massillon acquired by CEI Crane & Rigging, and a 114,169-sf truck terminal at 1275 Oh Ave in Akron purchased by Estes Express Lines as part of the Yellow Freight bankruptcy sale. Brait Capital continued its investment in Northeast Ohio with the acquisition of a 559,101-sf building at 1300 Athens Avenue in Lakewood and a 445,682-sf building at 799 E. 73rd Street in Cleveland. There were 14 new construction projects completed in Q1 2024 totaling 589,751 sf leaving 19 projects currently under construction totaling nearly 4.1 msf. The largest project under construction is the 2.3 msf expansion at the Avon Lake Ford plant.

NET ABSORPTION / DIRECTASKING RENT



OVERALL VACANCY RATE



MARKET STATISTICS

SUBMARKETS	TOTAL BLDGS	INVENTORY (SF)	YTD LEASE ACTIVITY (SF)	YTD USER SALES ACTIVITY (SF)	OVERALL VACANCY RATE	YTD DIRECT NET ABSORPTION (SF)	YTD OVERALL NET ABSORPTION (SF)	UNDER CONSTRUCTION (SF)	YTD CONSTRUCTION COMPLETIONS (SF)	DIRECT WEIGHTED AVERAGE NET RENTAL RATE *
Downtown	1,581	51,368,458	335,948	146,602	4.3%	-410,658	-410,658	0	0	\$4.65
East	1,102	43,827,841	111,868	77,745	2.3%	-138,741	35,259	434,000	0	\$5.33
Lake County	1,501	46,061,522	184,120	223,320	2.2%	14,270	14,270	0	160,591	\$6.11
South	672	31,460,621	208,573	0	3.7%	-133,175	-185,865	0	48,150	\$7.17
Southeast	1,643	84,259,108	721,830	312,076	3.9%	199,234	196,217	571,000	70,000	\$5.96
Southwest	1,254	55,277,890	304,456	134,691	2.4%	75,019	75,019	11,500	43,000	\$6.29
West	1,320	50,948,640	254,006	50,628	1.5%	-111,844	-99,304	2,889,056	6,860	\$6.03
Akron	2,103	72,227,147	1,533,626	485,173	2.8%	-113,510	-132,460	50,000	0	\$6.08
Medina County	653	23,981,619	3,030	73,248	2.6%	86,186	86,186	56,180	22,400	\$5.50
Portage County	454	13,821,850	0	11,200	9.8%	162,070	162,070	195,000	238,750	\$5.42
Stark County	1,400	53,310,850	28,450	215,907	1.9%	-11,039	-11,039	300,362	0	\$4.97
CLEVELAND TOTALS	13,683	526,545,546	3,685,907	1,730,590	3.0%	-382,188	-270,305	4,507,098	589,751	\$5.79

*Rental rates reflect weighted net asking \$psf/year

KEY LEASE TRANSACTIONS Q1 2024

PROPERTY	SUBMARKET	TENANT	SF	TYPE
7845 Northfield Road	Southeast	Cardinal Health	248,000	Warehouse
Avon Commerce Parkway	West	Undisclosed Tenant	232,056	Warehouse
13000 Darice Parkway	Southwest	Ark Transportation	232,056	Warehouse
5370 Naiman Parkway	Southeast	Supply Technologies	42,563	Warehouse

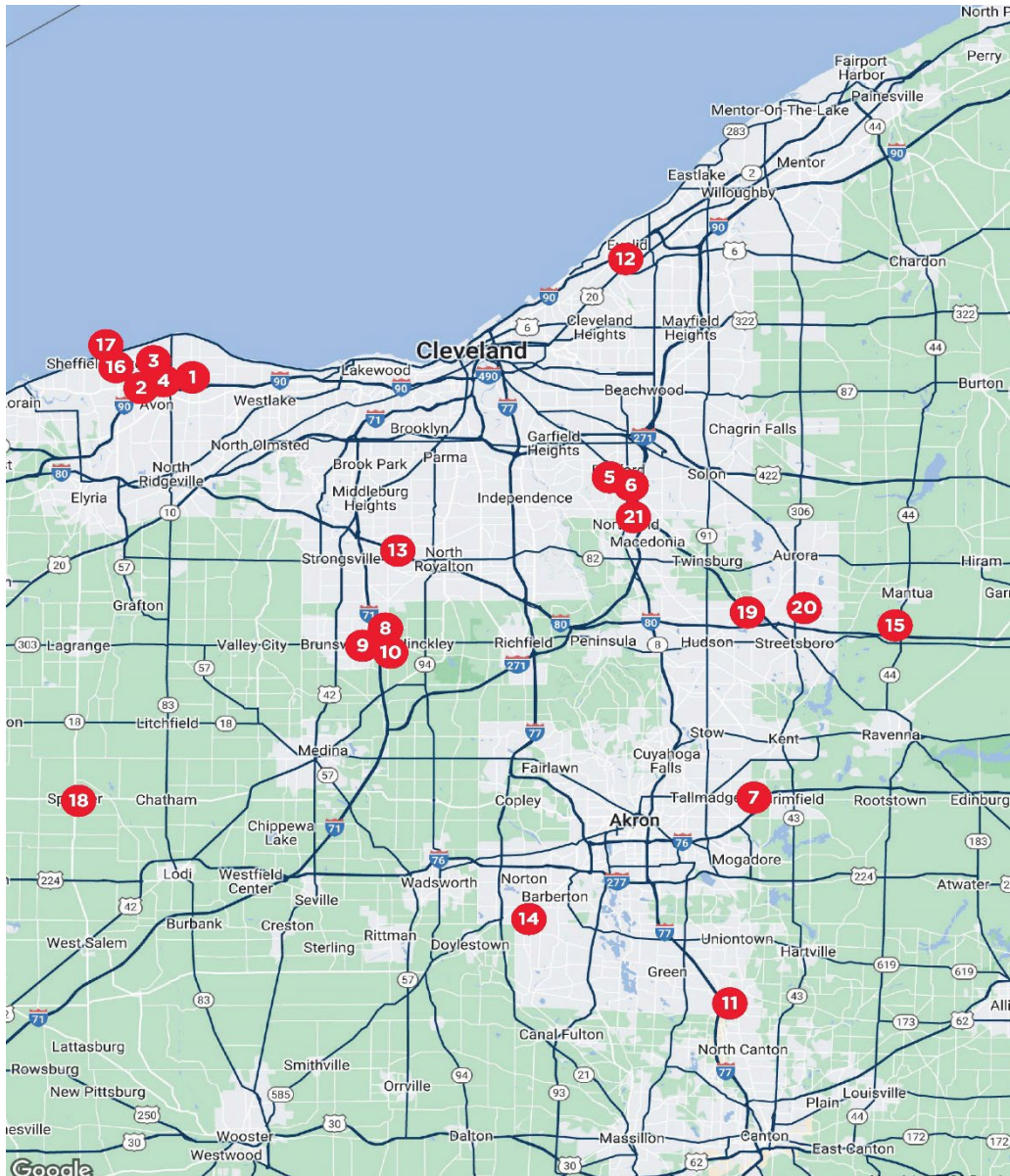
KEY SALES TRANSACTIONS Q1 2024

PROPERTY	SUBMARKET	SELLER / BUYER	SF	PRICE/\$ PSF
8685 Independence Parkway	Southeast	Omega Industrial, LLC / Kokot Realty Enterprises, Inc.	248,000	\$22,900,000 / \$92.34 PSF
30701 Carter Street	Southeast	Cosmax USA Corp / Mytee Products	302,368	\$11,520,000 / \$38.10 PSF
799 E 73 rd Street	Downtown	First Interstate Properties / Caspian Group	445,295	\$9,000,000 / \$20.30 PSF
614 Liverpool Drive	Medina County	Stanley Black & Decker / TIM5 Property Group, LLC	65,448	\$2,600,000 / \$39.73 PSF

KEY CONSTRUCTION COMPLETIONS Q1 2024

PROPERTY	SUBMARKET	MAJOR TENANT	SF	OWNER/DEVELOPER
6800 North Chestnut Street	Portage County	LG Chem	208,750	Geis Co.
9115 Tyler Boulevard	Lake County	MUM Industries	100,000	Deming Enterprises
29525 Fountain Parkway	Southeast	MP Biomedical	70,000	Premier Development
7750 Discovery Lane	Lake County	Steven Douglas Corporation	60,591	Unknown

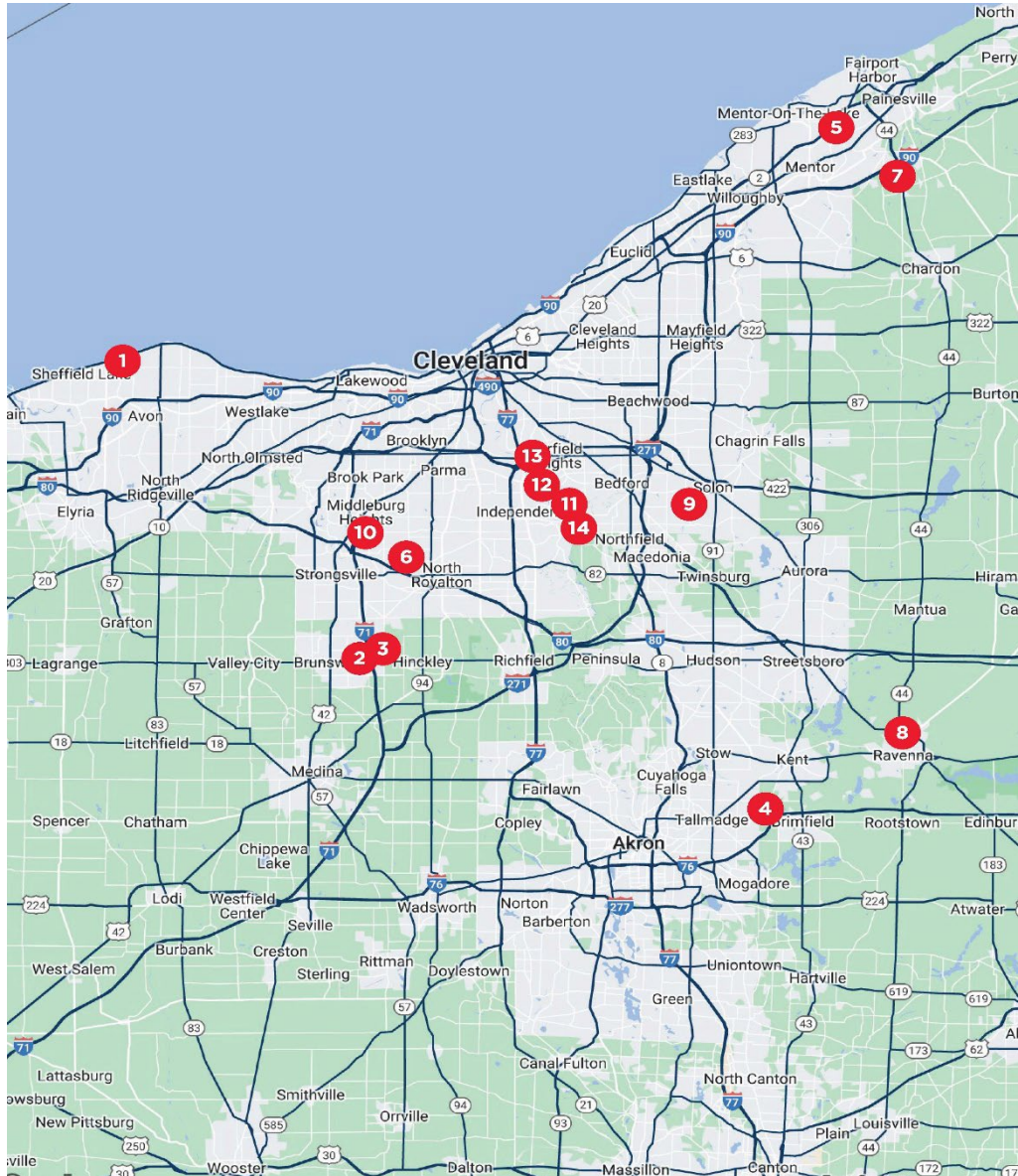
UNDER CONSTRUCTION 2024



1	Advanced Polymer Coatings 951 Jaycox Road, Avon, Ohio
2	Undisclosed Brake Pad Company Avon Commerce Parkway, Avon, Ohio
3	All Pro Freight 33625 Pin Oak Parkway, Avon Lake, Ohio
4	Cutting Dynamics 32950 Pin Oak Parkway, Avon Lake, Ohio
5	Cleveland Tank & Supply 200 Hemisphere Way, Bedford, Ohio
6	Lake Shore Electric 200 Hemisphere Way, Bedford, Ohio
7	Kenda Tire Maple Crest Parkway, Brimfield, Ohio
8	Ronlen Industries 1144 Forest Edge Parkway, Brunswick, Ohio
9	Sunbelt Rentals 2887 Westway Drive, Brunswick, Ohio
10	Yost Foods 2795 Westway Drive, Brunswick, Ohio
11	Sonoco Products Company Aultman Road, Canton, Ohio
12	Weston – Spec 21800 Tungsten Road, Euclid, Ohio
13	Denk Construction 12557 Abbey Road, North Royalton, Ohio
14	Speculative Craned Building 5205 S Cleveland Massillon Road, Norton, Ohio
15	Viega 9713 SR 44, Shalersville, Ohio
16	Berkshire Refrigerated 620 Abbe Road N, Sheffield Village, Ohio
17	Ford Motor Company 799 Abbe Road N, Sheffield Village, Ohio
18	Lorain Medina Rural Electric Spencer, Ohio
19	All Seasons Waterproofing & Foundation 10376 Wellman Road, Streetsboro, Ohio
20	Restaurant Depot 10198 State Route 43, Streetsboro, Ohio
21	Cardinal Health 7845 Northfield Road, Walton Hills, Ohio

= Speculative Buildings

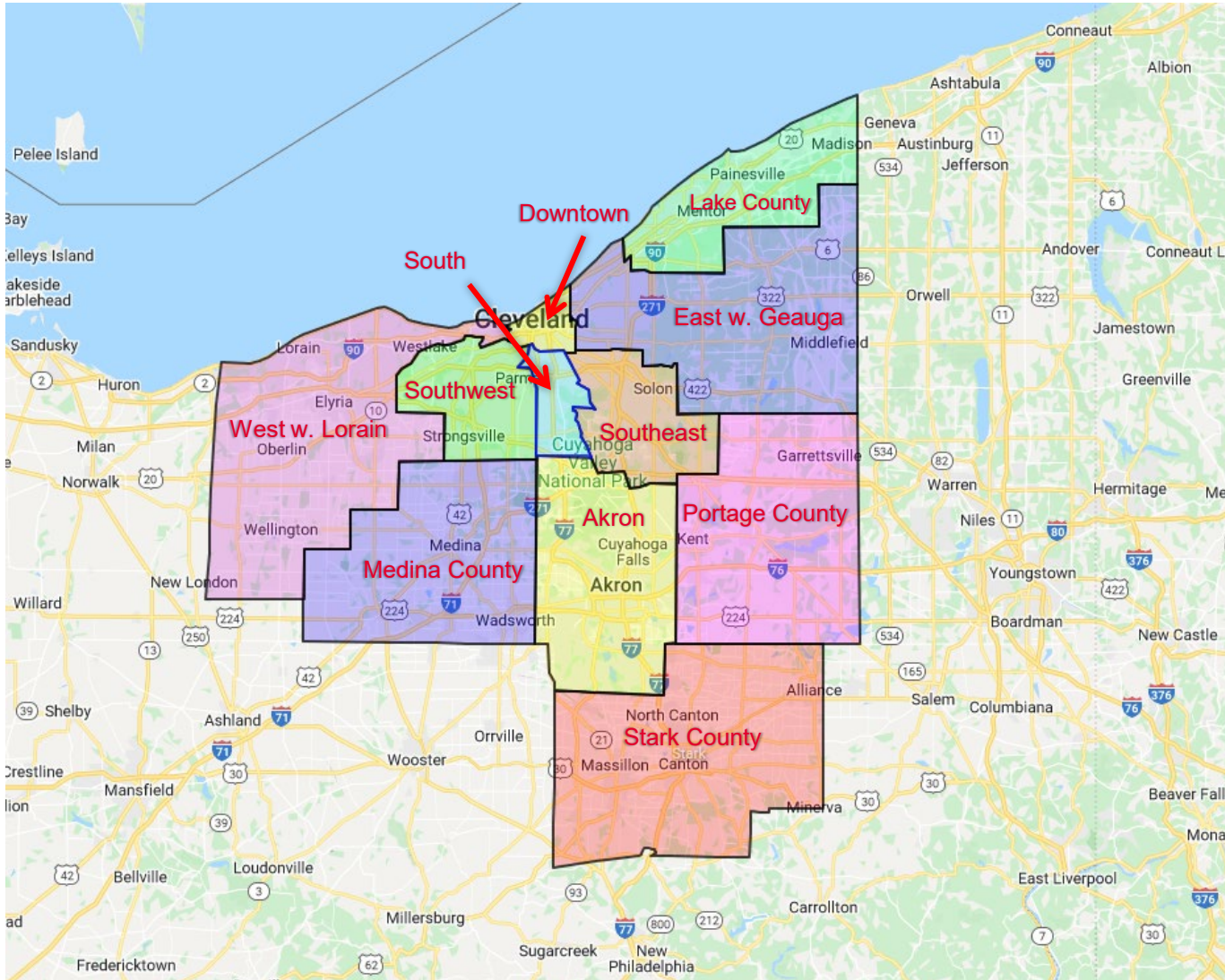
CONSTRUCTION COMPLETIONS 2024



1	Randall's Team Shop 33710 Walker Road, Avon Lake, Ohio
2	All Construction Services Industrial Parkway N, Brunswick, Ohio
3	Brunswick Auto Mart 1060 West 130 th Street, Brunswick, Ohio
4	DermaMed Coatings Company 271 Progress Boulevard, Kent, Ohio
5	MUM Industries 9115 Tyler Boulevard, Mentor, Ohio
6	Veterans Fence Company 12020 York Road, North Royalton, Ohio
7	Steven Douglas Corporation 7750 Discovery Lane, Painesville, Ohio
8	LG Chem 6800 North Chestnut Street, Ravenna, Ohio
9	MP Biomedicals 29525 Fountain Parkway, Solon, Ohio
10	Herzog Automation 8245 Dow Circle, Strongsville, Ohio
11	Mr. Rooter 515 Hub Parkway, Valley View, Ohio
12	MSI 9501 Allen Drive, Valley View, Ohio
13	Premier Truck 7420 Exchange Street, Valley View, Ohio
14	Rustbelt Development 7575 Hub Parkway, Valley View, Ohio

= Speculative Buildings

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