



INDUSTRIAL MARKET REPORT CLACKAMAS/MILWAUKIE

Q1 2023



**Northwest
Tenant Group**

Northwest Tenant Group
1050 SW 6th Ave, Suite 1100
Portland, OR 97204

INDUSTRIAL SUBMARKET REPORT

Submarket Key Statistics	1
Leasing	2
Rent	6
Construction	8
Sales	11
Sales Past 12 Months	13
Supply & Demand Trends	15
Rent & Vacancy	17
Sale Trends	19

12 Mo Deliveries in SF

41.4K

12 Mo Net Absorption in SF

370K

Vacancy Rate

1.8%

12 Mo Rent Growth

5.7%

Despite a long list of larger industrial tenants, deliveries over the last decade of 530,000 SF in Clackamas/Milwaukie have been limited. Most of the recent builds have featured footprints under 30,000 SF.

However, the tide could be shifting, as logistics giant Prologis recently announced a major land acquisition for a multi-building industrial park. This project aside, a lack of competing supply has allowed vacancies to compress

since the end of the recession, which has boosted rent gains of 68.0% in the last ten years. This performance runs congruent with metro level gains of 72.9% over the same period.

Sales volume posted a five-year high in 2022, but the submarket doesn't frequently see more than \$100 million in annual trades. Activity has slowed in early 2023, given tight credit conditions in the face of historic inflation.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	19,542,081	1.9%	\$10.12	3.0%	120,358	29,752	6,792
Specialized Industrial	5,156,564	0.5%	\$11.55	0.5%	47,750	0	0
Flex	1,092,626	5.5%	\$18.15	7.0%	(456)	0	0
Submarket	25,791,271	1.8%	\$10.75	2.7%	167,652	29,752	6,792

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-1.3%	6.9%	1.5%	18.6%	2003 Q2	1.4%	2017 Q2
Net Absorption SF	370K	292,332	58,076	1,094,305	2005 Q4	(865,232)	2018 Q2
Deliveries SF	41.4K	124,037	45,309	545,179	2007 Q1	0	2021 Q3
Rent Growth	5.7%	3.7%	3.5%	7.7%	2022 Q2	-0.7%	2010 Q3
Sales Volume	\$66.6M	\$52.8M	N/A	\$177.4M	2017 Q1	\$6.5M	2005 Q1

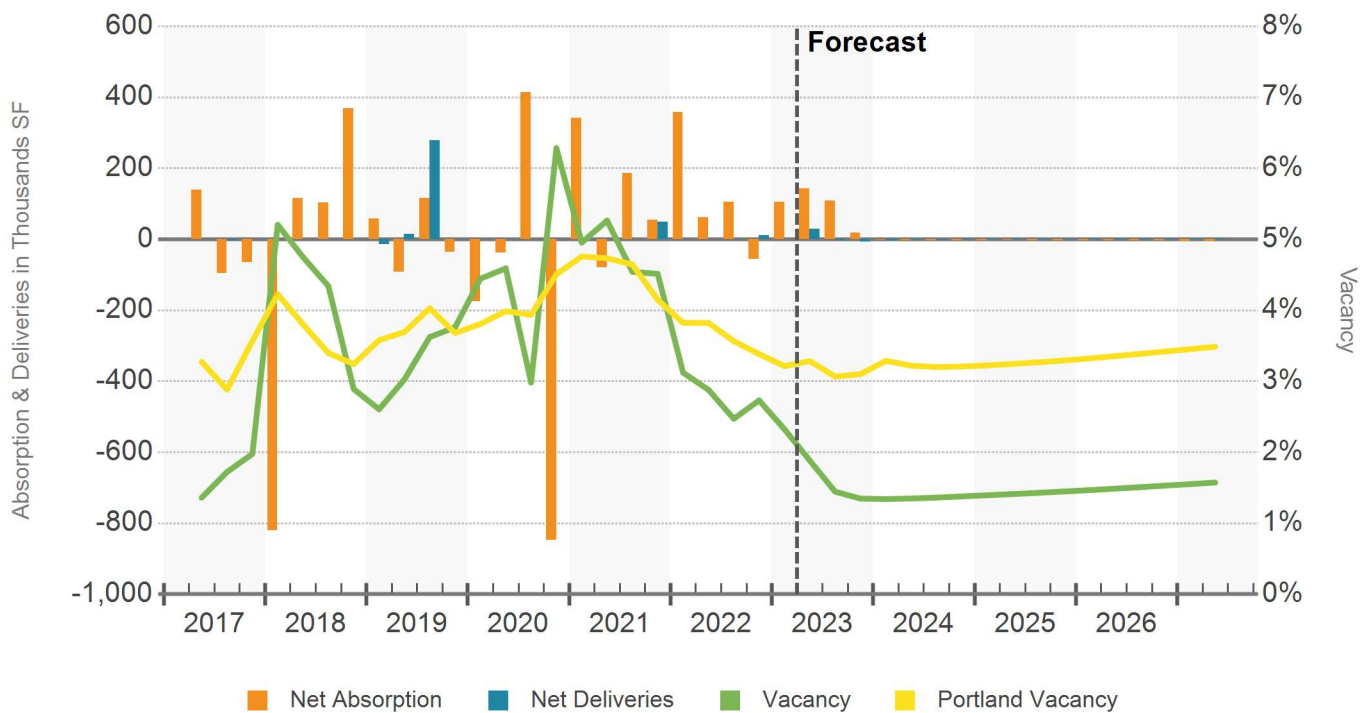
Generally low vacancies have been driven by dependably shorter lease-up periods of new product, as well as steady backfilling of some sporadic larger move-outs over the past few years. Trailing four-quarter net absorption totals 370,000 SF, with logistics space taking 210,000 SF of that total.

Clackamas/Milwaukie is bound by Southeast Holgate Boulevard to the north and the Clackamas River to the south, stretching eastward from the Willamette River to Damascus. Interstate 205 bifurcates the submarket running north to south, with much of the logistics inventory located in Clackamas proper near the freeway and the Union Pacific Railroad.

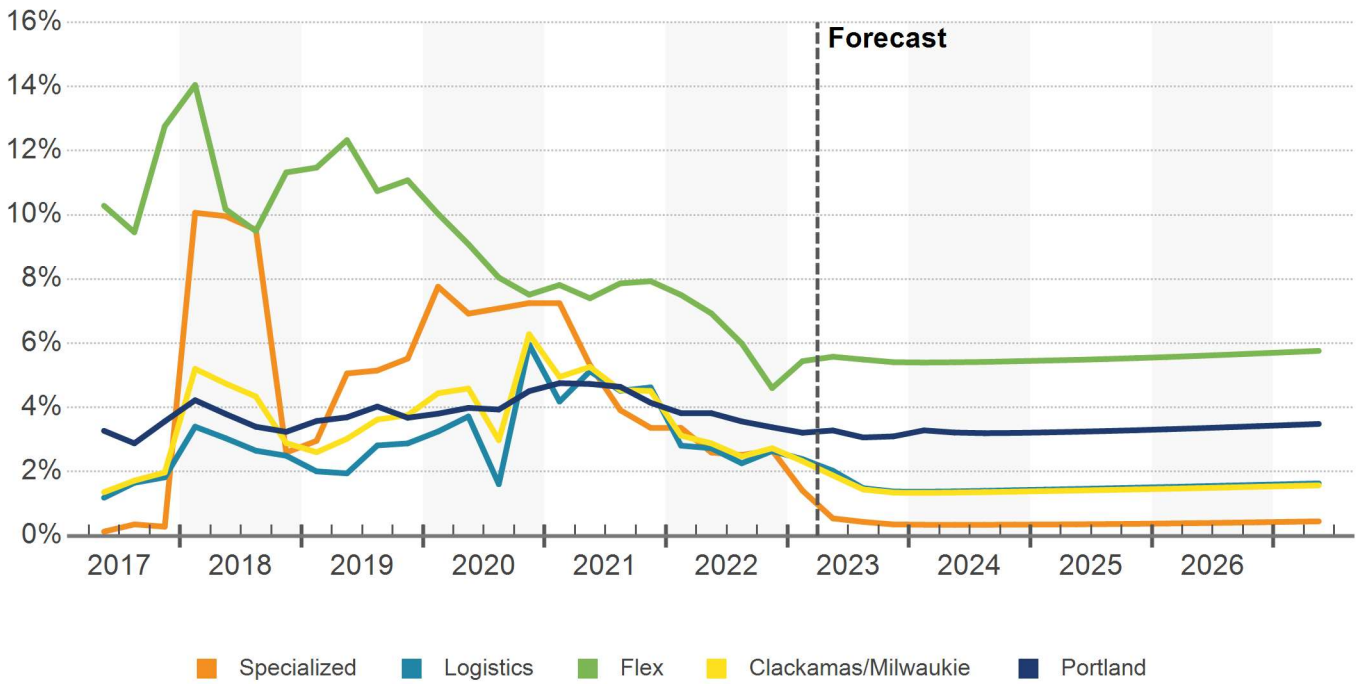
In 2001, Clackamas County instituted urban renewal areas that reduced the number of places zoned for industrial buildings, and these areas now contain many of the largest industrial projects. The North Milwaukie Industrial Area (NMIA), designated by the City of Milwaukie as a regional asset for manufacturing, transportation, and jobs, is another hot spot for logistics space.

Large tenants in the area include Bob's Red Mill Natural Foods (490,000 SF) and Oregon Tool (320,000 SF). In the NMIA, food manufacturer Alpine Food Distribution owns and occupies 120,000 SF.

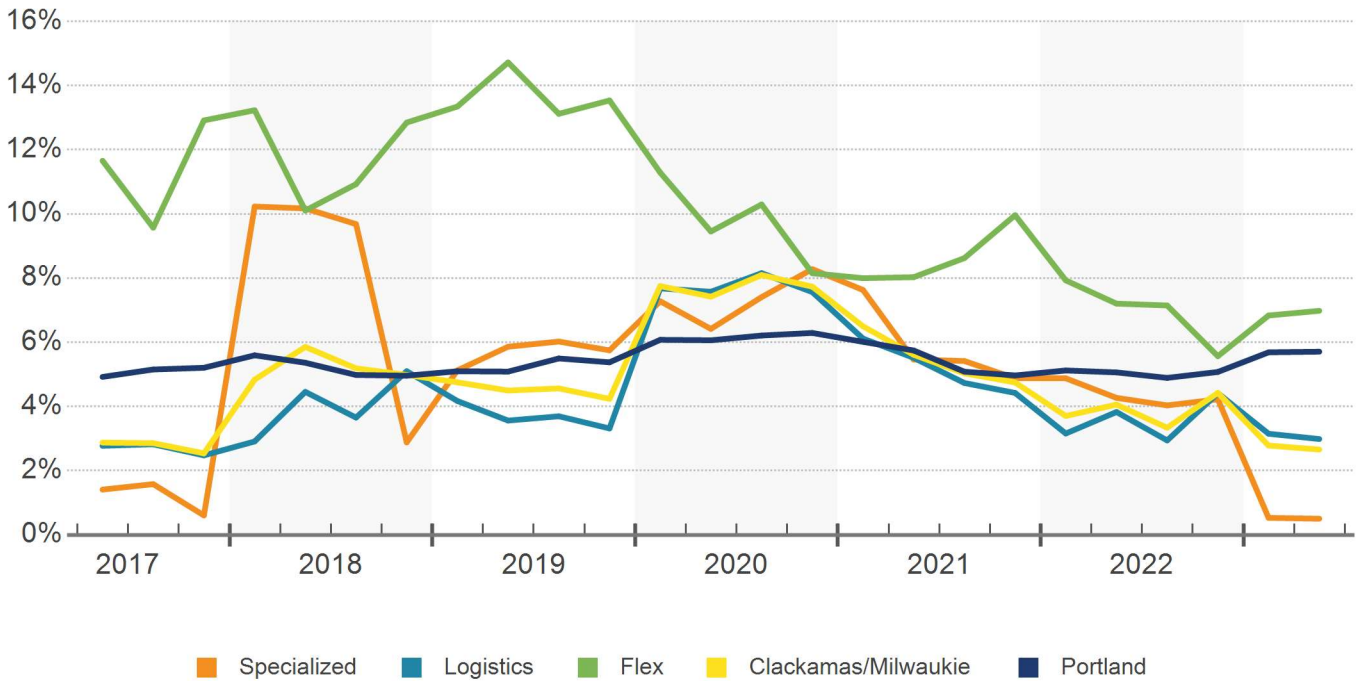
NET ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



AVAILABILITY RATE



4 & 5 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
Iron Fireman Collective 4784 SE 17th Ave	★★★★☆	146,000	3	7,377	21.4%	13,391
Sunrise Business Center 16255-16277 SE 130th Ave	★★★★☆	157,716	1	6,295	0.8%	6,295
Bldg 5 13539-13551 SE Johnson Rd	★★★★☆	177,740	1	66,000	0%	0
Clackamas Industrial Center 12601-12760 SE Highway 212	★★★★☆	445,628	1	104,500	4.7%	0
NW Flex Space- Naef Rd. Bul... 3901 SE Naef	★★★★☆	205,303	8	14,850	4.1%	(5,696)
Sunrise Business Park II 12402 SE Jennifer St	★★★★☆	107,000	1	13,532	5.1%	(13,532)

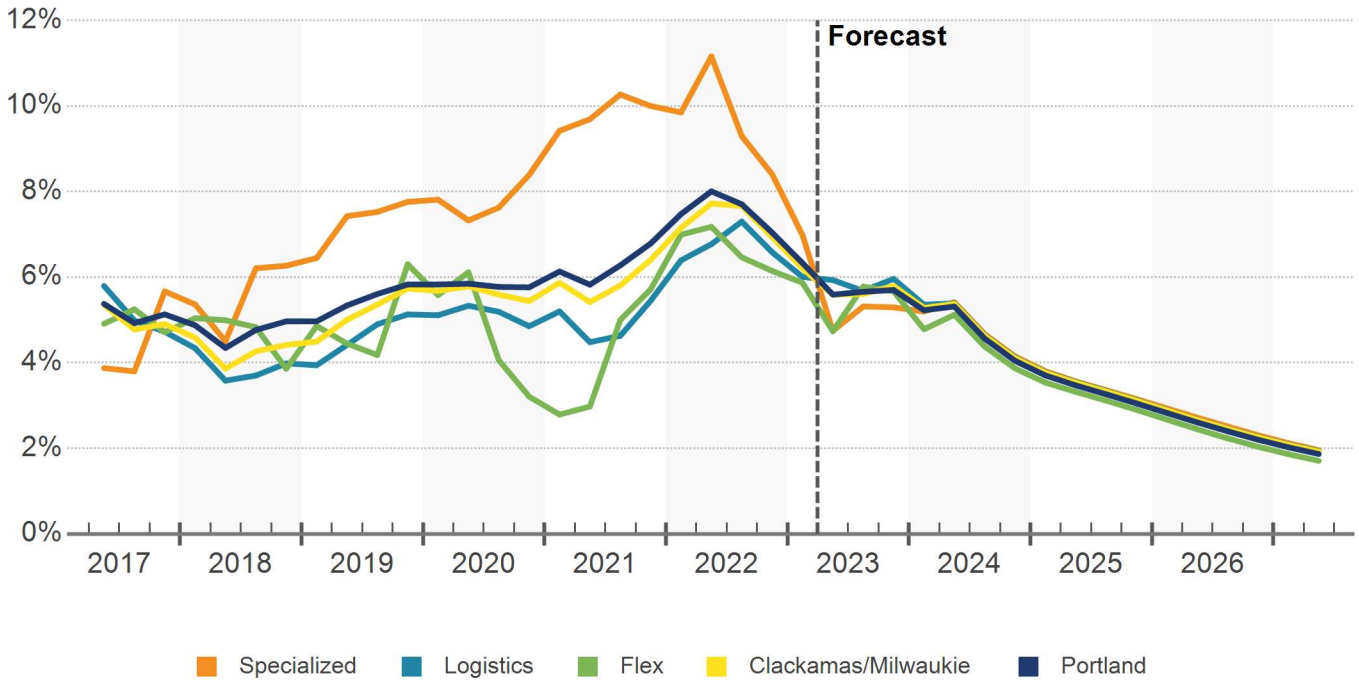
3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
8830 SE Herbert Ct	★ ★ ★ ★ ★	46,350	1	46,350	80.0%	10,696
9111-9151 SE McBrod Ave	★ ★ ★ ★ ★	52,000	2	48,713	23.8%	7,154
98th & Lawnfield Bldg 14200 SE 98th Ct	★ ★ ★ ★ ★	26,240	1	4,681	3.6%	4,681
1887 SE Milport Rd	★ ★ ★ ★ ★	70,000	11	8,315	2.5%	832
C 4020 SE International Way	★ ★ ★ ★ ★	12,048	1	1,680	2.8%	388
Bldg C 14640-14682 SE 82nd Dr	★ ★ ★ ★ ★	46,069	1	12,830	0%	0
Bldg B 2640-2650 SE Mailwell Dr	★ ★ ★ ★ ★	64,675	1	23,845	0%	0
Bldg 3 15140 SE 82nd Dr	★ ★ ★ ★ ★	54,275	1	4,050	1.5%	0
Bldg C 9011-9089 SE Janssen Rd	★ ★ ★ ★ ★	64,039	2	10,472	0%	0
7402-7410 SE Johnson Creek...	★ ★ ★ ★ ★	35,500	3	8,200	0%	0
17845-17885 SE 82nd Dr	★ ★ ★ ★ ★	32,965	1	6,525	7.9%	0
11233 SE Foster Rd	★ ★ ★ ★ ★	91,657	1	3,250	0%	0
2505 SE Stubb St	★ ★ ★ ★ ★	20,040	1	20,040	40.0%	0
4243 SE International Way	★ ★ ★ ★ ★	33,692	1	7,350	0%	0
Imperial Plaza Bldg 6 15796-15846 SE 114th Ave	★ ★ ★ ★ ★	38,752	3	3,510	11.8%	(1,147)
Hanna-Sherman South 10100 SE Main St	★ ★ ★ ★ ★	155,156	5	6,315	1.9%	(2,292)
Building 2 9812-9864 SE Empire Ct	★ ★ ★ ★ ★	52,765	1	6,600	5.0%	(6,600)
Building B 11245 SE Highway 212	★ ★ ★ ★ ★	68,610	1	68,610	60.0%	(68,610)

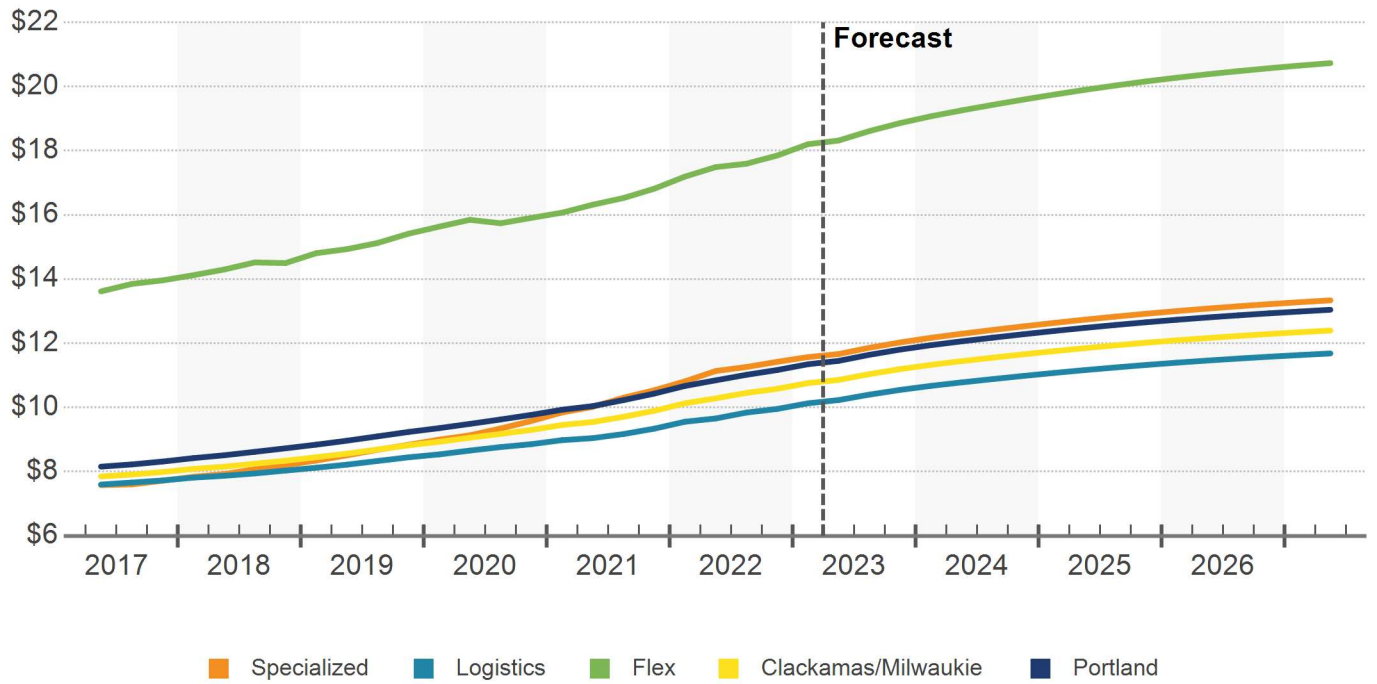
Market rents of \$10.70/SF currently sit below the metro rate of \$11.30/SF. Nonetheless, year-over-year rent growth posted gains of 5.7%, in comparison with the larger metro's gains of 5.8%. Low vacancies could add an elevated floor to rent growth near-term, at least until the Prologis project delivers and attempts to draw some tenants from more mature properties.

In the past few years, rent growth for specialized industrial and flex space has been particularly volatile, given some larger moveouts. Clackamas/Milwaukie posted 10-year cumulative rent growth of 68.0%, versus metro gains of 72.9% over the same timespan.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



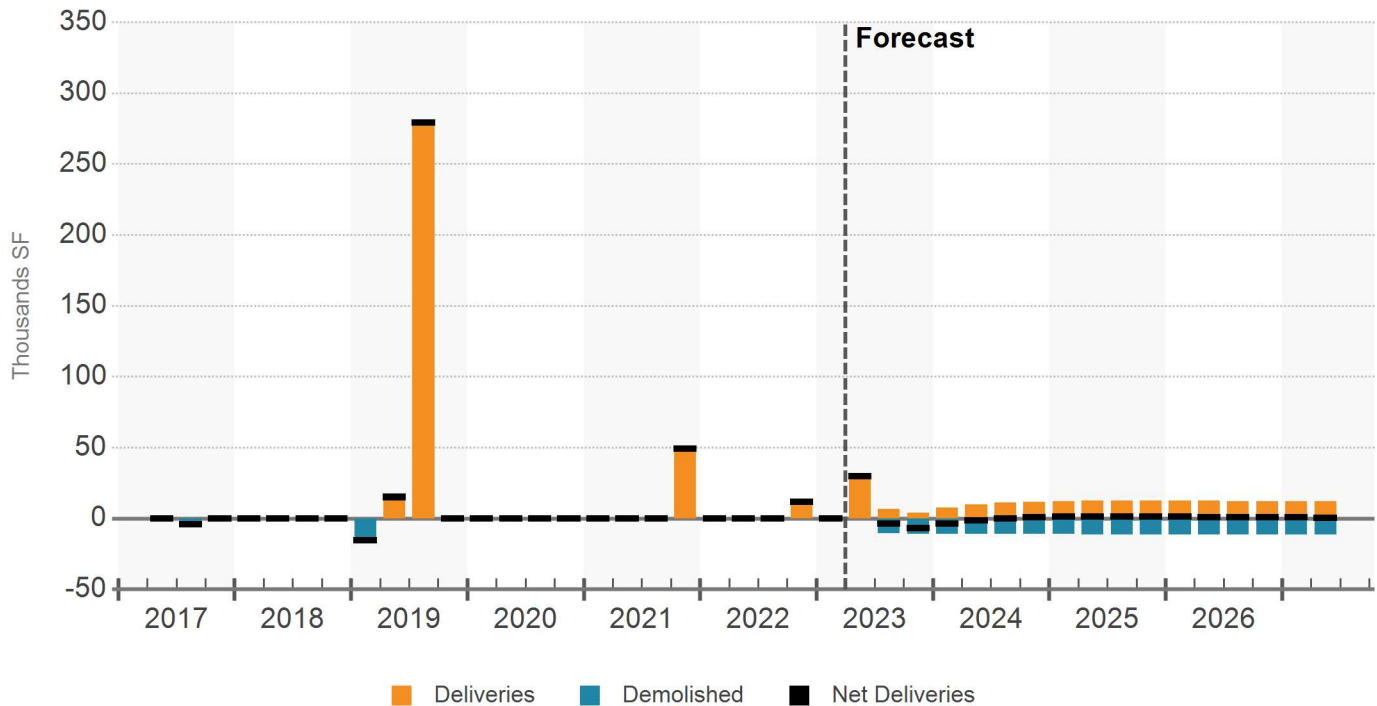
A major supply boost from developer Prologis could be taking shape. The logistics giant acquired a large site off Jennifer Street, south of the Fred Meyer distribution center. Plans are for development of a four-building industrial park that will reportedly total well over 700,000 SF when complete. Construction will begin in the near- to mid-term, with site preparation underway.

The Clackamas/Milwaukie Submarket has the second-greatest concentration of industrial inventory in Portland, trailing only the East Columbia Corridor. The area was historically one of the leaders for logistics development, due to its proximity to major transportation corridors. However, since the beginning of the Great Financial Crisis, larger deliveries have been sporadic at best. A

dwindling supply of buildable land, coupled with suburban residential development to the north and more rural farmland to the south limits developers options. Should Prologis see its current project through completion, it would be the largest such industrial development in over 20 years.

Overall, the Clackamas/Milwaukie Submarket's inventory has increased by around 2.1% in the last decade, with cumulative net deliveries of 530,000 SF. While this figure will grow upon Prologis's completion of their park on Jennifer Street, it pales in comparison to growth across the metro. Inventory in Portland has expanded by 13.4% during the same period.

DELIVERIES & DEMOLITIONS



Construction

Clackamas/Milwaukie Industrial

All-Time Annual Avg. Square Feet

Delivered Square Feet Past 8 Qtrs

Delivered Square Feet Next 8 Qtrs

Proposed Square Feet Next 8 Qtrs

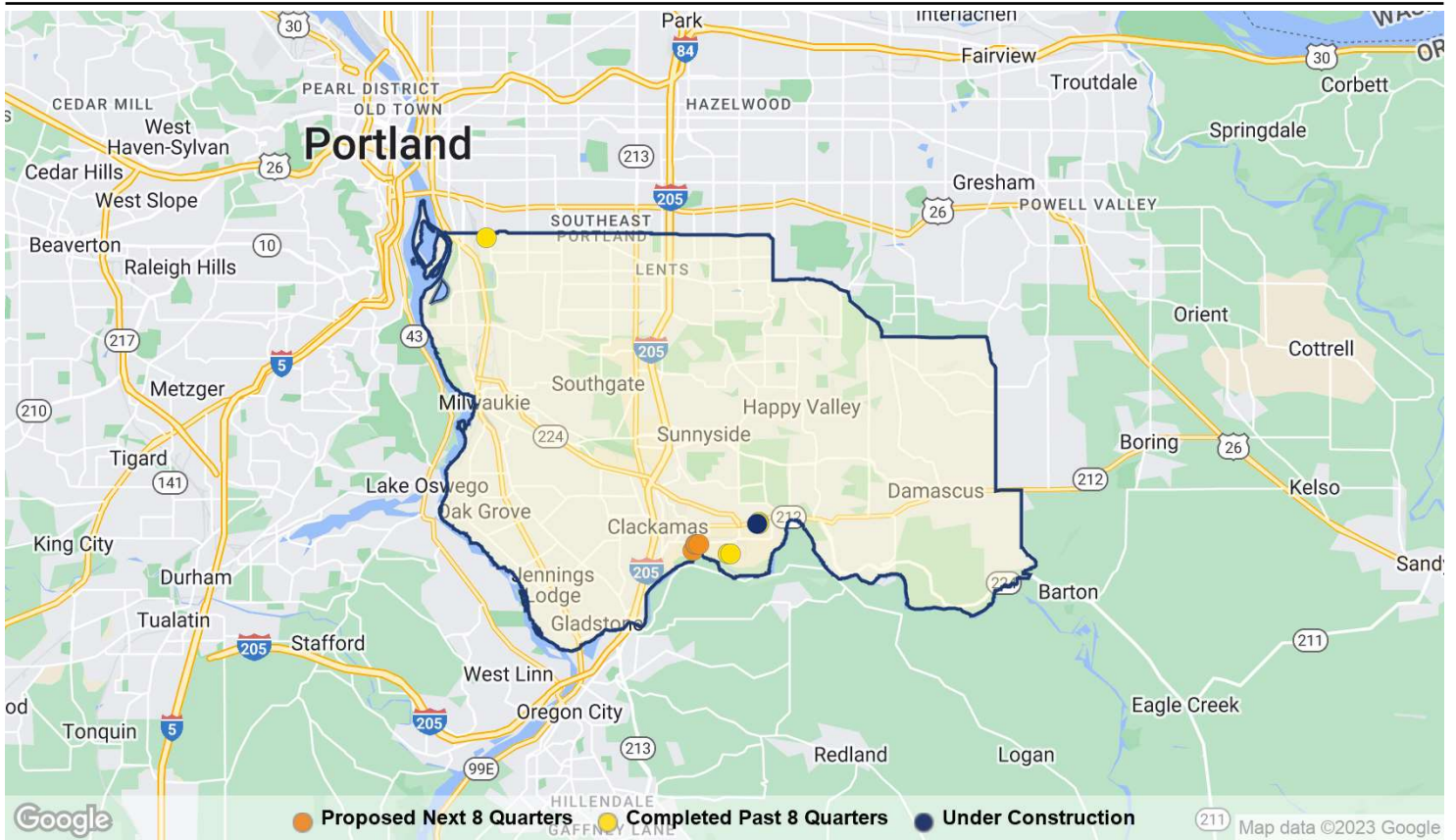
128,844

90,502

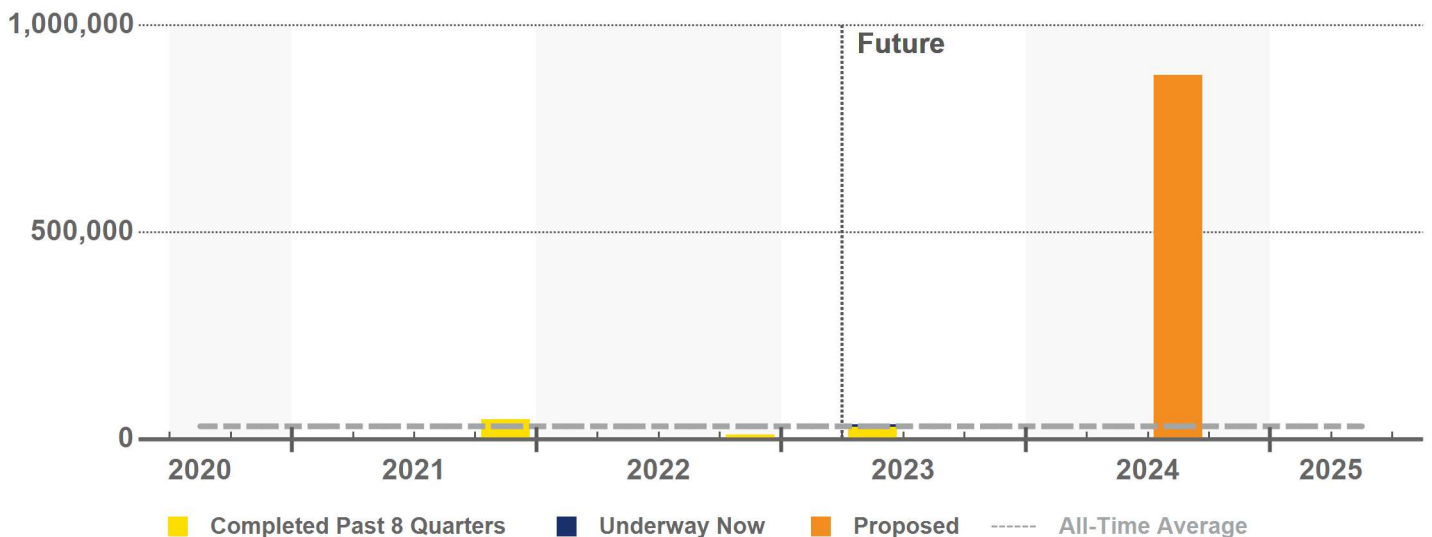
6,792

880,210

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN SQUARE FEET



RECENT DELIVERIES

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 Building A 15730 SE 130th Ave	★ ★ ★ ★ ★	12,702	1	Oct 2022	Apr 2023	-
2 Building B 15730 SE 130th Ave	★ ★ ★ ★ ★	17,050	1	Oct 2022	Apr 2023	-
3 2740 SE Long St	★ ★ ★ ★ ★	11,650	1	Jan 2021	Nov 2022	-
4 Building 2 16935 SE 120th Ave	★ ★ ★ ★ ★	22,710	1	Jan 2021	Nov 2021	H & R Homes of Molalla, Inc
5 16935 SE 120th Ave	★ ★ ★ ★ ★	26,390	1	Jan 2021	Nov 2021	-

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 Building C 15730 SE 130th Ave	★ ★ ★ ★ ★	6,792	1	Oct 2022	May 2023	-

PROPOSED

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 10500 SE Jennifer St	★ ★ ★ ★ ★	385,910	1	Jun 2023	Aug 2024	-
2 10855 SE Jennifer St	★ ★ ★ ★ ★	323,560	1	Jun 2023	Aug 2024	-
3 Building A 10500 SE Jennifer St	★ ★ ★ ★ ★	118,490	1	Jun 2023	Aug 2024	-
4 Build to Suit Industrial L... 16760 SE Robert Ave	★ ★ ★ ★ ★	52,250	1	Oct 2023	Sep 2024	Sierra Case Parts

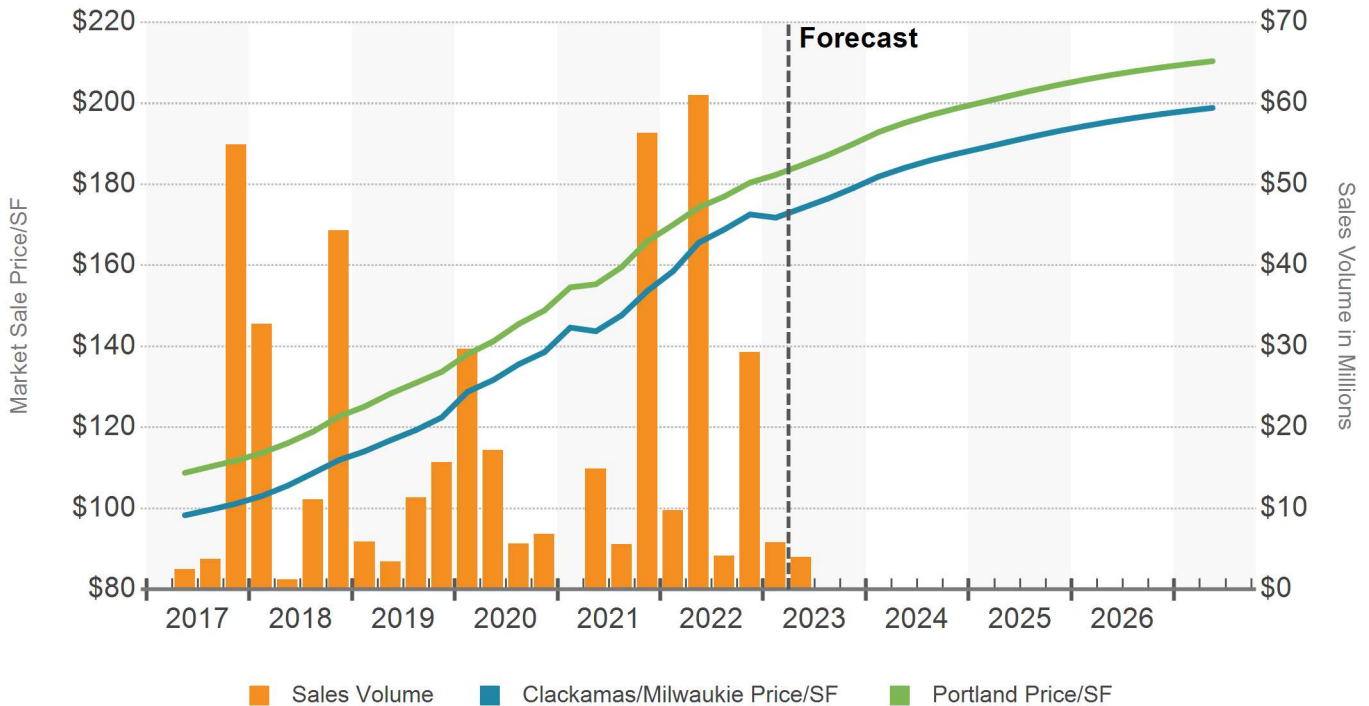
The Clackamas/Milwaukie Submarket has seen industrial investment of \$90.1 million over the trailing four quarters, versus the five-year average of \$75.1 million. Assets with strong tenancy have been prime targets over the past year, with a couple of examples pushing total volume.

In 22Q4, the Milwaukie Industrial facility closed for \$15.1 million (\$123/SF). The buyer was Bank of America Corporation who entered into an extended lease agreement with the tenant, Stanley Black + Decker. Stanley, who will pay some of the sum to the bank, is reportedly transitioning to a fully robotic operation in the subject facility and wanted to hold equity in the space before doing so.

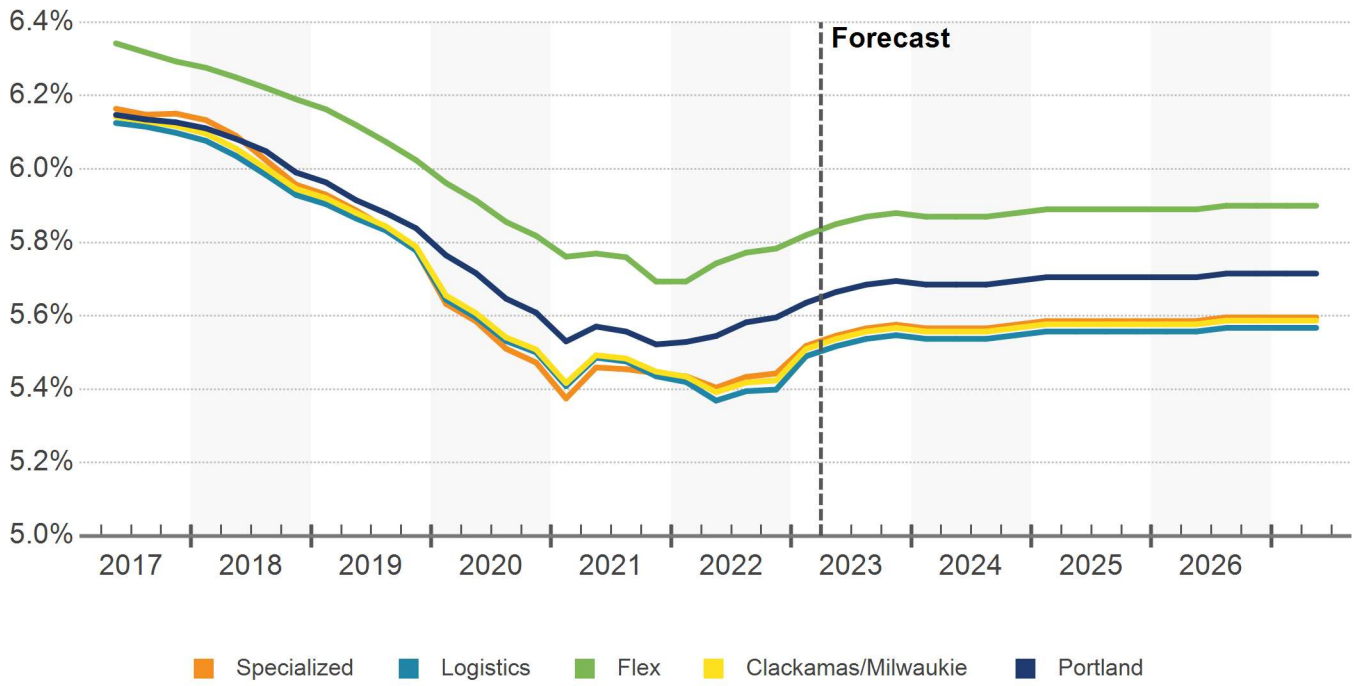
In addition, during 22Q2, the sale of a 183,000-SF cold storage warehouse occupied by J&D Refrigerated Storage closed for \$37.6 million (\$205/SF). The modern product was built in 2013 and was acquired by Provender Partners, a national firm with a portfolio approaching \$1 billion in value.

That said, volume has trailed off substantially thus far in 2023. Tight monetary policy as a result of the Federal Reserve's battle against inflation has dramatically increased the cost of debt. Bid to ask spreads have thus widened, with investor return needs seeing more upward pressure. These effects could continue to cool deal flow through at least the middle of the year, while stakeholders try to become more comfortable with rates and reassess strategies.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Clackamas/Milwaukie Industrial

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

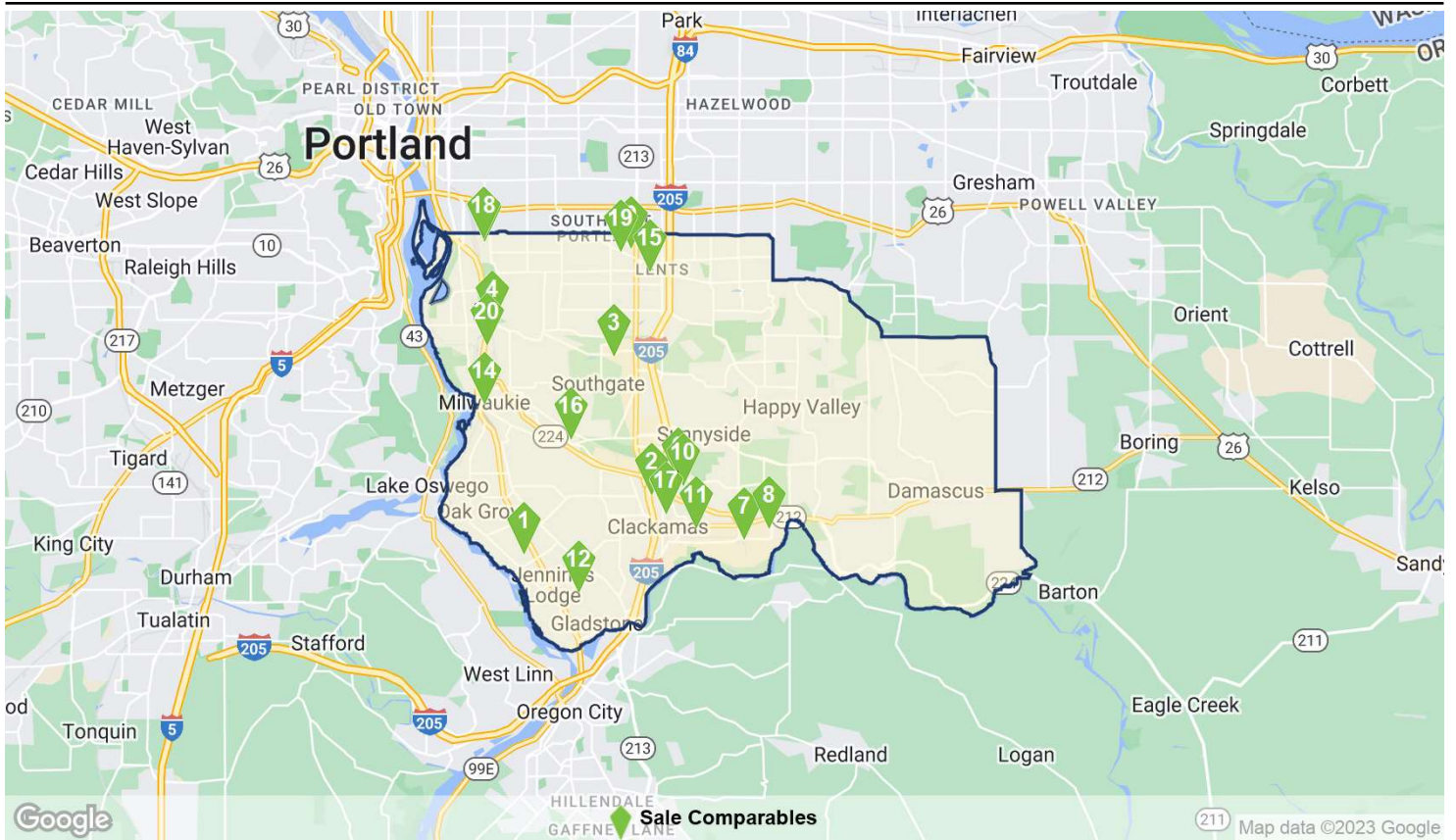
21

6.2%

\$147

11.5%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$300,000	\$3,699,307	\$2,180,000	\$15,100,000
Price/SF	\$34	\$147	\$187	\$775
Cap Rate	5.4%	6.2%	6.2%	7.1%
Time Since Sale in Months	0.3	6.5	7.4	11.5
Property Attributes	Low	Average	Median	High
Building SF	1,330	22,531	13,060	123,000
Ceiling Height	10'	17'6"	16'6"	32'
Docks	0	2	1	7
Vacancy Rate At Sale	0%	11.5%	0%	100%
Year Built	1924	1974	1972	2015
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.0	★ ★ ★ ★ ★	★ ★ ★ ★ ★

Sales Past 12 Months

Clackamas/Milwaukie Industrial

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 Milwaukie Industrial 3800 SE Naef Rd	★★★★★	1999	123,000	0%	12/15/2022	\$15,100,000	\$123	-
2 8830 SE Herbert Ct	★★★★★	1988	46,350	100%	6/15/2022	\$8,800,000	\$190	-
3 7402-7410 SE Johnson C...	★★★★★	1971	35,500	0%	11/7/2022	\$7,650,000	\$215	5.4%
4 2700 SE Tacoma St	★★★★★	1954	78,000	0%	2/7/2023	\$5,800,000	\$74	-
5 4930 SE 26th Ave	★★★★★	1970	35,560	0%	5/12/2022	\$5,599,921	\$157	-
6 98th & Lawnfield Bldg 14200 SE 98th Ct	★★★★★	1998	26,240	17.8%	6/9/2022	\$5,500,000	\$210	6.2%
7 12454 SE Jennifer St	★★★★★	1994	13,556	0%	10/21/2022	\$3,800,000	\$280	-
8 15997 SE 135th Ave	★★★★★	1965	18,154	0%	4/12/2023	\$2,494,550	\$137	7.1%
9 5120 SE 80th Ave	★★★★★	1957	13,060	0%	5/6/2022	\$2,225,000	\$170	-
10 10123 SE Brittany Ct	★★★★★	1990	11,602	0%	8/24/2022	\$2,135,000	\$184	-
11 16015 SE 106th Ave	★★★★★	1972	9,000	0%	8/15/2022	\$2,000,000	\$222	-
12 18315 PORTLAND Ave	★★★★★	1950	4,272	0%	11/30/2022	\$1,200,000	\$281	-
13 15484 SE 94th Ave	★★★★★	-	1,330	0%	4/10/2023	\$1,031,012	\$775	-
14 2126-2136 SE Adams St	★★★★★	1950	3,360	0%	6/30/2022	\$950,000	\$283	-
15 8730 SE Woodstock Blvd	★★★★★	1924	3,229	100%	12/27/2022	\$783,055	\$243	-
16 5771-5777 SE Internation...	★★★★★	1991	22,000	0%	10/31/2022	\$750,000	\$34	-
17 15464 SE 94th Ave	★★★★★	2015	3,761	0%	4/10/2023	\$468,988	\$125	-
18 2615 SE Schiller St	★★★★★	1982	3,600	0%	5/24/2022	\$300,000	\$83	-
19 5243 SE 77th Ave	★★★★★	1995	2,400	0%	9/8/2022	-	-	-
20 2437-2441 SE Stubb St	★★★★★	1959	16,400	0%	8/31/2022	-	-	-

Supply & Demand Trends

Clackamas/Milwaukie Industrial

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	25,785,670	1,522	0%	(19,281)	-0.1%	-
2026	25,784,148	3,592	0%	(16,257)	-0.1%	-
2025	25,780,556	4,616	0%	(11,944)	0%	-
2024	25,775,940	(4,505)	0%	(11,122)	0%	-
2023	25,780,445	18,926	0.1%	375,198	1.5%	0.1
YTD	25,791,271	29,752	0.1%	272,210	1.1%	0.1
2022	25,761,519	11,650	0%	470,298	1.8%	0
2021	25,749,869	49,100	0.2%	501,854	1.9%	0.1
2020	25,700,769	1,131	0%	(648,605)	-2.5%	-
2019	25,699,638	278,700	1.1%	46,715	0.2%	6.0
2018	25,420,938	0	0%	(232,498)	-0.9%	-
2017	25,420,938	(4,000)	0%	389,784	1.5%	-
2016	25,424,938	201,871	0.8%	396,633	1.6%	0.5
2015	25,223,067	34,617	0.1%	357,968	1.4%	0.1
2014	25,188,450	(44,025)	-0.2%	(220,385)	-0.9%	-
2013	25,232,475	158,884	0.6%	374,354	1.5%	0.4
2012	25,073,591	0	0%	187,857	0.7%	0
2011	25,073,591	(23,107)	-0.1%	288,724	1.2%	-

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	5,117,369	(8,878)	-0.2%	(11,476)	-0.2%	-
2026	5,126,247	(8,785)	-0.2%	(10,965)	-0.2%	-
2025	5,135,032	(8,682)	-0.2%	(9,721)	-0.2%	-
2024	5,143,714	(8,625)	-0.2%	(8,003)	-0.2%	-
2023	5,152,339	(4,225)	-0.1%	114,813	2.2%	-
YTD	5,156,564	0	0%	112,410	2.2%	0
2022	5,156,564	0	0%	36,163	0.7%	0
2021	5,156,564	0	0%	200,428	3.9%	0
2020	5,156,564	1,131	0%	(89,183)	-1.7%	-
2019	5,155,433	0	0%	(150,992)	-2.9%	-
2018	5,155,433	0	0%	(119,026)	-2.3%	-
2017	5,155,433	0	0%	205,903	4.0%	0
2016	5,155,433	22,476	0.4%	218,228	4.2%	0.1
2015	5,132,957	0	0%	168,202	3.3%	0
2014	5,132,957	0	0%	(322,734)	-6.3%	-
2013	5,132,957	182,884	3.7%	392,546	7.6%	0.5
2012	4,950,073	0	0%	(73,285)	-1.5%	-
2011	4,950,073	(15,759)	-0.3%	30,665	0.6%	-

Supply & Demand Trends

Clackamas/Milwaukie Industrial

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	19,583,868	12,270	0.1%	(4,594)	0%	-
2026	19,571,598	14,219	0.1%	(2,089)	0%	-
2025	19,557,379	15,116	0.1%	457	0%	33.1
2024	19,542,263	5,926	0%	(1,202)	0%	-
2023	19,536,337	24,008	0.1%	269,993	1.4%	0.1
YTD	19,542,081	29,752	0.2%	169,431	0.9%	0.2
2022	19,512,329	11,650	0.1%	397,744	2.0%	0
2021	19,500,679	49,100	0.3%	306,024	1.6%	0.2
2020	19,451,579	0	0%	(598,370)	-3.1%	-
2019	19,451,579	263,700	1.4%	181,731	0.9%	1.5
2018	19,187,879	0	0%	(128,958)	-0.7%	-
2017	19,187,879	(4,000)	0%	209,537	1.1%	-
2016	19,191,879	181,643	1.0%	258,719	1.3%	0.7
2015	19,010,236	34,617	0.2%	195,660	1.0%	0.2
2014	18,975,619	(44,025)	-0.2%	96,740	0.5%	-
2013	19,019,644	(24,000)	-0.1%	(31,570)	-0.2%	-
2012	19,043,644	0	0%	231,228	1.2%	0
2011	19,043,644	(7,348)	0%	218,844	1.1%	-

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	1,084,433	(1,870)	-0.2%	(3,211)	-0.3%	-
2026	1,086,303	(1,842)	-0.2%	(3,203)	-0.3%	-
2025	1,088,145	(1,818)	-0.2%	(2,680)	-0.2%	-
2024	1,089,963	(1,806)	-0.2%	(1,917)	-0.2%	-
2023	1,091,769	(857)	-0.1%	(9,608)	-0.9%	-
YTD	1,092,626	0	0%	(9,631)	-0.9%	-
2022	1,092,626	0	0%	36,391	3.3%	0
2021	1,092,626	0	0%	(4,598)	-0.4%	-
2020	1,092,626	0	0%	38,948	3.6%	0
2019	1,092,626	15,000	1.4%	15,976	1.5%	0.9
2018	1,077,626	0	0%	15,486	1.4%	0
2017	1,077,626	0	0%	(25,656)	-2.4%	-
2016	1,077,626	(2,248)	-0.2%	(80,314)	-7.5%	-
2015	1,079,874	0	0%	(5,894)	-0.5%	-
2014	1,079,874	0	0%	5,609	0.5%	0
2013	1,079,874	0	0%	13,378	1.2%	0
2012	1,079,874	0	0%	29,914	2.8%	0
2011	1,079,874	0	0%	39,215	3.6%	0

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$12.49	207	1.7%	18.1%	417,138	1.6%	0.1%
2026	\$12.29	203	2.3%	16.1%	394,589	1.5%	0.1%
2025	\$12.02	199	3.1%	13.6%	373,381	1.4%	0.1%
2024	\$11.66	193	4.1%	10.1%	355,482	1.4%	0%
2023	\$11.20	185	5.8%	5.8%	347,524	1.3%	-1.4%
YTD	\$10.75	178	5.7%	1.6%	461,235	1.8%	-0.9%
2022	\$10.58	175	6.9%	0%	703,693	2.7%	-1.8%
2021	\$9.90	164	6.4%	-6.5%	1,162,341	4.5%	-1.8%
2020	\$9.30	154	5.4%	-12.1%	1,615,095	6.3%	2.5%
2019	\$8.82	146	5.7%	-16.6%	966,490	3.8%	0.9%
2018	\$8.34	138	4.4%	-21.2%	735,060	2.9%	0.9%
2017	\$7.99	132	4.9%	-24.5%	502,562	2.0%	-1.5%
2016	\$7.62	126	6.0%	-28.0%	896,346	3.5%	-0.8%
2015	\$7.18	119	5.4%	-32.1%	1,091,108	4.3%	-1.3%
2014	\$6.82	113	4.8%	-35.6%	1,414,459	5.6%	0.7%
2013	\$6.51	108	3.1%	-38.5%	1,238,099	4.9%	-0.9%
2012	\$6.31	104	3.8%	-40.4%	1,453,569	5.8%	-0.7%
2011	\$6.08	101	0.4%	-42.5%	1,641,426	6.5%	-1.2%

SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$13.44	222	1.7%	17.7%	24,611	0.5%	0.1%
2026	\$13.22	218	2.3%	15.7%	21,766	0.4%	0%
2025	\$12.92	213	3.2%	13.1%	19,344	0.4%	0%
2024	\$12.53	206	4.1%	9.7%	18,068	0.4%	0%
2023	\$12.03	198	5.3%	5.3%	18,434	0.4%	-2.3%
YTD	\$11.55	190	6.0%	1.1%	25,000	0.5%	-2.2%
2022	\$11.42	188	8.4%	0%	137,410	2.7%	-0.7%
2021	\$10.54	174	10.0%	-7.8%	173,573	3.4%	-3.9%
2020	\$9.58	158	8.4%	-16.1%	374,001	7.3%	1.7%
2019	\$8.84	146	7.8%	-22.6%	284,818	5.5%	2.9%
2018	\$8.20	135	6.3%	-28.2%	133,826	2.6%	2.3%
2017	\$7.72	127	5.7%	-32.4%	14,800	0.3%	-4.0%
2016	\$7.30	120	3.9%	-36.1%	220,703	4.3%	-3.8%
2015	\$7.03	116	5.4%	-38.4%	416,455	8.1%	-3.3%
2014	\$6.68	110	5.4%	-41.6%	584,657	11.4%	6.3%
2013	\$6.33	104	3.4%	-44.6%	261,923	5.1%	-4.4%
2012	\$6.13	101	2.8%	-46.4%	471,585	9.5%	1.5%
2011	\$5.96	98	0%	-47.9%	398,300	8.0%	-0.9%

LOGISTICS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$11.78	204	1.7%	18.3%	329,192	1.7%	0.1%
2026	\$11.58	201	2.3%	16.3%	311,080	1.6%	0.1%
2025	\$11.33	196	3.1%	13.8%	293,761	1.5%	0.1%
2024	\$10.98	190	4.1%	10.3%	278,108	1.4%	0%
2023	\$10.55	183	6.0%	6.0%	270,012	1.4%	-1.3%
YTD	\$10.12	176	5.7%	1.7%	376,296	1.9%	-0.7%
2022	\$9.95	173	6.6%	0%	515,975	2.6%	-2.0%
2021	\$9.34	162	5.4%	-6.2%	902,069	4.6%	-1.3%
2020	\$8.86	154	4.9%	-11.0%	1,158,993	6.0%	3.1%
2019	\$8.45	146	5.1%	-15.1%	560,623	2.9%	0.4%
2018	\$8.04	139	4.0%	-19.3%	479,209	2.5%	0.7%
2017	\$7.73	134	4.7%	-22.4%	350,251	1.8%	-1.1%
2016	\$7.38	128	6.5%	-25.9%	563,788	2.9%	-0.4%
2015	\$6.93	120	5.5%	-30.4%	640,864	3.4%	-0.9%
2014	\$6.57	114	4.8%	-34.0%	801,907	4.2%	-0.7%
2013	\$6.27	109	3.0%	-37.0%	942,672	5.0%	0%
2012	\$6.08	105	4.2%	-38.9%	935,102	4.9%	-1.2%
2011	\$5.84	101	0.5%	-41.4%	1,166,330	6.1%	-1.2%

FLEX RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$20.87	192	1.5%	16.9%	63,335	5.8%	0.2%
2026	\$20.57	189	2.0%	15.2%	61,743	5.7%	0.1%
2025	\$20.16	185	2.9%	12.9%	60,276	5.5%	0.1%
2024	\$19.59	180	3.9%	9.8%	59,306	5.4%	0%
2023	\$18.86	173	5.7%	5.7%	59,078	5.4%	0.8%
YTD	\$18.15	167	5.2%	1.7%	59,939	5.5%	0.9%
2022	\$17.85	164	6.1%	0%	50,308	4.6%	-3.3%
2021	\$16.82	155	5.7%	-5.8%	86,699	7.9%	0.4%
2020	\$15.91	146	3.2%	-10.9%	82,101	7.5%	-3.6%
2019	\$15.41	142	6.3%	-13.7%	121,049	11.1%	-0.2%
2018	\$14.50	133	3.9%	-18.8%	122,025	11.3%	-1.4%
2017	\$13.96	128	4.7%	-21.8%	137,511	12.8%	2.4%
2016	\$13.33	123	6.8%	-25.3%	111,855	10.4%	7.3%
2015	\$12.49	115	4.3%	-30.0%	33,789	3.1%	0.5%
2014	\$11.98	110	3.4%	-32.9%	27,895	2.6%	-0.5%
2013	\$11.59	107	3.5%	-35.1%	33,504	3.1%	-1.2%
2012	\$11.20	103	1.8%	-37.3%	46,882	4.3%	-2.8%
2011	\$11	101	0.8%	-38.4%	76,796	7.1%	-3.6%

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
2027	-	-	-	-	-	-	\$200.17	341	5.6%
2026	-	-	-	-	-	-	\$197.34	336	5.6%
2025	-	-	-	-	-	-	\$193.15	329	5.6%
2024	-	-	-	-	-	-	\$187.48	319	5.6%
2023	-	-	-	-	-	-	\$179.05	305	5.6%
YTD	4	\$9.8M	0.4%	\$2,448,638	\$96.74	7.1%	\$172.91	295	5.5%
2022	21	\$104.1M	2.4%	\$6,126,057	\$176.81	5.8%	\$172.58	294	5.4%
2021	21	\$76.8M	3.0%	\$5,904,115	\$108.94	7.5%	\$153.69	262	5.4%
2020	24	\$59.3M	4.5%	\$3,708,116	\$113.41	7.0%	\$138.60	236	5.5%
2019	28	\$36.4M	2.1%	\$1,913,722	\$175.26	6.0%	\$122.48	209	5.8%
2018	22	\$89.3M	9.2%	\$4,959,377	\$65.45	-	\$111.95	191	5.9%
2017	23	\$76.2M	4.7%	\$5,864,137	\$68.79	5.5%	\$101.21	172	6.1%
2016	59	\$171.9M	8.3%	\$3,508,790	\$86.16	6.5%	\$93.99	160	6.2%
2015	37	\$40.8M	3.3%	\$1,315,591	\$77.60	8.7%	\$85	145	6.4%
2014	27	\$74.7M	4.3%	\$3,395,681	\$71.92	7.6%	\$77.22	132	6.7%
2013	18	\$18.9M	1.5%	\$1,110,267	\$50.22	9.7%	\$69.36	118	7.1%
2012	19	\$31.3M	3.2%	\$2,086,000	\$64.62	8.6%	\$65.04	111	7.3%

(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.

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
2027	-	-	-	-	-	-	\$188.49	353	5.6%
2026	-	-	-	-	-	-	\$185.80	348	5.6%
2025	-	-	-	-	-	-	\$181.81	340	5.6%
2024	-	-	-	-	-	-	\$176.44	330	5.6%
2023	-	-	-	-	-	-	\$168.47	315	5.6%
YTD	1	\$5.8M	1.5%	\$5,800,000	\$74.36	-	\$162.75	305	5.5%
2022	6	\$49.6M	4.8%	\$12,400,000	\$204.53	-	\$162.01	303	5.4%
2021	7	\$18.7M	4.4%	\$3,122,500	\$83.53	9.1%	\$144.72	271	5.4%
2020	8	\$26.2M	5.2%	\$3,736,064	\$98.27	6.4%	\$131.66	246	5.5%
2019	3	\$11.7M	1.2%	\$3,900,000	\$192.12	-	\$114.80	215	5.8%
2018	1	\$3.5M	0.5%	\$3,497,720	\$140.81	-	\$104.29	195	6.0%
2017	5	\$49.4M	15.5%	\$12,359,742	\$62.30	5.5%	\$93.51	175	6.2%
2016	5	\$8.2M	2.0%	\$1,641,749	\$77.93	-	\$87.57	164	6.2%
2015	7	\$15M	5.7%	\$2,143,614	\$51.36	8.7%	\$77.63	145	6.5%
2014	4	\$17.9M	5.3%	\$8,963,026	\$67.71	-	\$69.94	131	6.8%
2013	-	-	-	-	-	-	\$63.14	118	7.1%
2012	3	\$1.2M	3.8%	\$622,500	\$59.17	-	\$59.06	111	7.4%

(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.

Sale Trends

Clackamas/Milwaukie Industrial

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
2027	-	-	-	-	-	-	\$199.42	341	5.6%
2026	-	-	-	-	-	-	\$196.58	336	5.6%
2025	-	-	-	-	-	-	\$192.41	329	5.6%
2024	-	-	-	-	-	-	\$186.75	319	5.5%
2023	-	-	-	-	-	-	\$178.34	305	5.5%
YTD	2	\$3M	0.1%	\$1,481,769	\$135.23	7.1%	\$172.19	294	5.5%
2022	11	\$46.1M	1.7%	\$5,117,769	\$148.64	5.4%	\$172.21	294	5.4%
2021	11	\$55.3M	2.7%	\$11,067,700	\$116.33	4.1%	\$152.33	260	5.4%
2020	13	\$28.8M	4.4%	\$4,111,060	\$122.03	7.5%	\$137.24	234	5.5%
2019	23	\$21.5M	2.3%	\$1,532,909	\$167.97	5.6%	\$121.29	207	5.8%
2018	19	\$82.6M	11.9%	\$5,508,932	\$62.76	-	\$111.19	190	5.9%
2017	15	\$23.5M	1.9%	\$2,939,977	\$79.99	-	\$100.58	172	6.1%
2016	50	\$149.6M	8.7%	\$3,649,097	\$94.61	6.3%	\$93.24	159	6.2%
2015	22	\$13.6M	2.2%	\$850,029	\$110.59	-	\$84.67	145	6.4%
2014	22	\$56.8M	4.2%	\$2,838,947	\$73.36	7.6%	\$77.10	132	6.7%
2013	18	\$18.9M	2.0%	\$1,110,267	\$50.22	9.7%	\$69.12	118	7.0%
2012	15	\$29.8M	3.2%	\$2,482,083	\$64.64	8.6%	\$64.90	111	7.2%

(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.

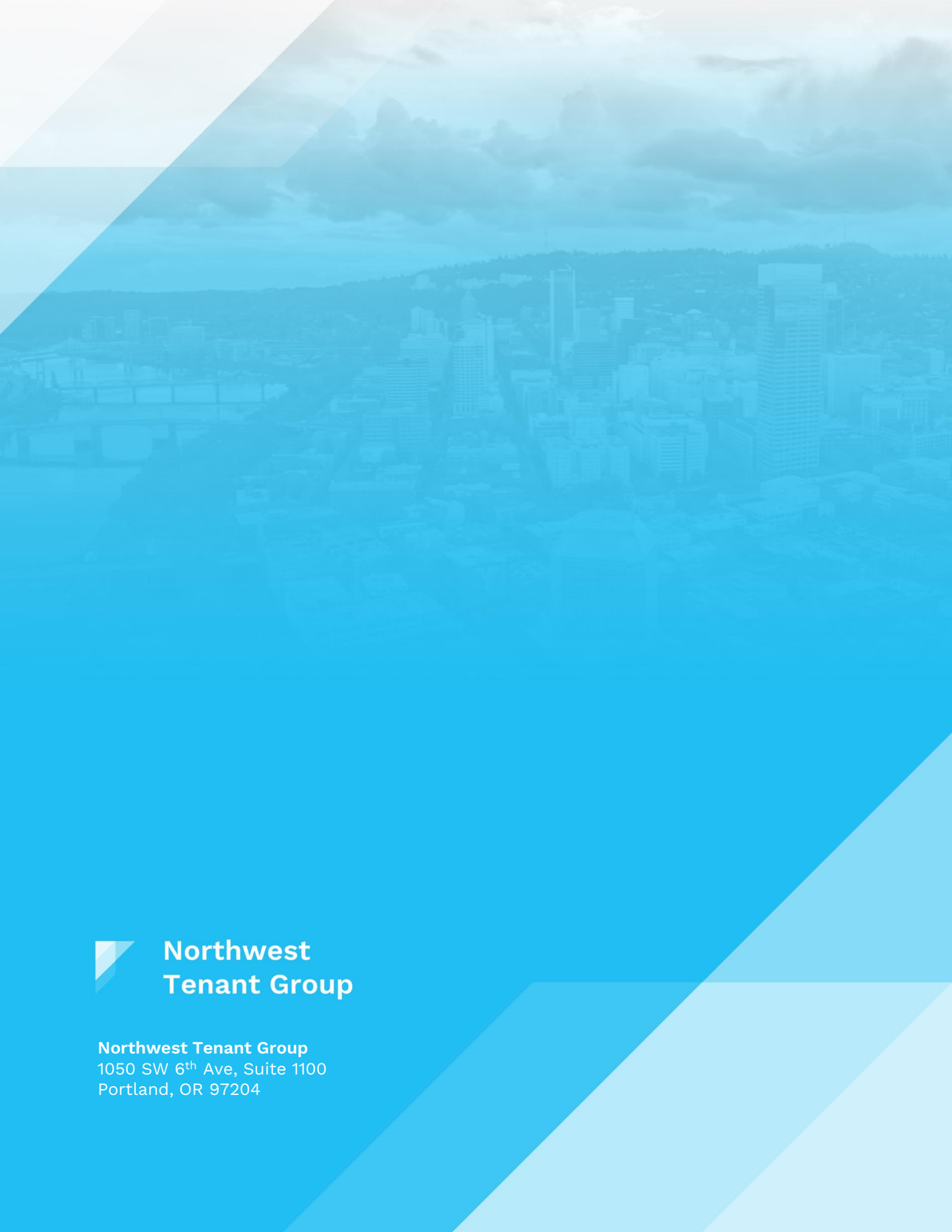
(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

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
2027	-	-	-	-	-	-	\$268.79	310	5.9%
2026	-	-	-	-	-	-	\$265.27	306	5.9%
2025	-	-	-	-	-	-	\$259.97	300	5.9%
2024	-	-	-	-	-	-	\$252.65	292	5.9%
2023	-	-	-	-	-	-	\$241.67	279	5.9%
YTD	1	\$1M	0.1%	\$1,031,012	\$775.20	-	\$233.77	270	5.8%
2022	4	\$8.5M	3.4%	\$2,120,764	\$231.59	6.2%	\$229.03	264	5.8%
2021	3	\$2.7M	1.2%	\$1,340,000	\$591.61	7.8%	\$220.40	255	5.7%
2020	3	\$4.4M	2.7%	\$2,200,000	\$207.82	-	\$195.73	226	5.8%
2019	2	\$3.2M	1.7%	\$1,600,000	\$170.21	7.0%	\$180.12	208	6.0%
2018	2	\$3.1M	2.1%	\$1,568,541	\$140.64	-	\$161.74	187	6.2%
2017	3	\$3.3M	2.7%	\$3,275,000	\$159.10	-	\$148.94	172	6.3%
2016	4	\$14.1M	29.3%	\$4,703,000	\$45.70	7.2%	\$137.58	159	6.4%
2015	8	\$12.2M	10.2%	\$1,522,194	\$110.25	-	\$125.53	145	6.6%
2014	1	\$0	0.2%	-	-	-	\$113.74	131	6.9%
2013	-	-	-	-	-	-	\$103.03	119	7.2%
2012	1	\$260K	0.2%	\$260,000	\$107.79	-	\$95.76	111	7.5%

(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.



Northwest Tenant Group

Northwest Tenant Group
1050 SW 6th Ave, Suite 1100
Portland, OR 97204