



CommercialEdge

National Industrial Report

January 2022



Demand for Cold Storage Facilities Increases During Pandemic

- E-commerce has surged during the past two years, driving red-hot demand for industrial space. Refrigerated warehouses in particular have experienced strong demand due to recent lifestyle changes and other factors related to the COVID-19 pandemic. Growing consumer preferences for grocery deliveries and meal kits—which have increased in popularity as people have opted to cook at home rather than eat out during the pandemic—have expanded the need for well-located cold storage facilities, as companies look to store fresh food closer to population centers. Pharmaceutical companies have also utilized cold storage facilities for both raw materials and finished products, such as the COVID-19 vaccine.
- Cold storage properties, especially those closely located to large population centers, are being targeted by investors. They accounted for \$2.0 billion in sales volume in 2021, trading at an average sales price of \$157 per foot, 40% higher than the overall national average price of \$112 per foot. A multi-tenant building at 55-30 46th St. in Queens, N.Y., was acquired by EverWest Real Estate Investors for \$57 million, a staggering \$812 per square foot. The building is fully leased to food distributors and is located next to I-278 and I-495, offering access to all five New York City boroughs. In Anaheim, Calif., JP Morgan paid \$115 million—\$408 per foot—for 4633 E. La Palma Ave., a warehouse leased to Straub Distributing, an Anheuser-Busch and craft beer distributor.
- There are 6.7 million square feet of new cold storage space under construction in the markets covered by [CommercialEdge](#), and 10.3 million square feet in the planning stages. Dallas-Fort Worth in particular is seeing a surge of cold storage development. Kroger is building an automated warehouse larger than 500,000 square feet in Dallas to fulfill online grocery orders. Two speculative cold storage facilities are also coming to the market: the 403,000-square-foot DFW Freezer Warehouse in Burleson and the 375,000-square-foot CCS Denton.
- Developers may find themselves facing significant headwinds as they add new cold storage supply. Labor and material shortages are impacting construction of all types, and cold storage developers will be competing for resources. Specific to cold storage, a magnesium shortage could pose a significant challenge. Magnesium, a key component in cold storage construction, is in short supply. China produces 87% of the world's magnesium but has recently slowed production in an effort to curb carbon dioxide emissions, causing global prices to spike in recent months.



Rents and Occupancy: Port Markets Continue to Lead Nation in Growth

- National rents for industrial space averaged \$6.40 per square foot in December, growing 5.1% over the last 12 months.
- Rent growth continued to be highest in Southern California, with a record number of containers coming through the ports of Los Angeles and Long Beach driving demand in the region. Three of the top four markets for rent growth in 2021 were in the region. The Inland Empire (6.3%) had the highest rent growth over the last 12 months, followed by Los Angeles (6.2%) and Orange County (5.1%) in fourth. Nearby, Central Valley was third in rent growth at 5.6%. With a few exceptions, port markets—particularly those in Southern California—lead all rent and vacancy metrics.
- The average rate of a lease signed in the last 12 months was \$7.28 per square foot, 14% higher (88 cents) than the overall average rental rate, demonstrating the hot demand for industrial space and the high premiums tenants are paying for new leases as a result.
- The highest spread between the cost of a new lease and the market average was in the Inland Empire, where a new lease cost 38% more than the market average (\$2.48 per square foot), followed by Central Valley (32%, \$1.71), New Jersey (30%, \$2.44) and Boston (28%, \$2.28).
- The national vacancy rate was 5.7% in December, unchanged from the previous month.
- Space is scarcely available in the Inland Empire—which had a 0.9% vacancy rate—and not much more can be found in the other parts of Southern California. Los Angeles (2.8%) and Orange County (3.8%) had vacancy rates well below the national average in December. Outside of port markets, the other locations with the lowest vacancy rates in December were Midwestern logistics hubs—Columbus had only 2.5% of space available and Indianapolis, 3.8%.

Average Rent by Metro

Market	Dec-21 Average Rent	12-Month Change	Avg Rate Signed in Last 12 Months	Vacancy Rate
National	\$6.40	5.1%	\$7.28	5.7%
Inland Empire	\$6.54	6.3%	\$9.02	0.9%
Los Angeles	\$10.28	6.2%	\$12.32	2.8%
Central Valley	\$5.29	5.6%	\$7.00	4.4%
Orange County	\$11.63	5.1%	\$13.98	3.8%
Nashville	\$5.05	5.1%	\$6.35	4.0%
New Jersey	\$8.02	5.0%	\$10.46	3.8%
Portland	\$7.96	4.6%	\$8.28	6.0%
Bay Area	\$10.93	4.2%	\$12.11	6.0%
Atlanta	\$4.63	4.0%	\$5.24	4.7%
Seattle	\$9.02	3.9%	\$9.17	8.6%
Cincinnati	\$4.10	3.7%	\$4.24	10.3%
Philadelphia	\$6.30	3.7%	\$6.59	5.1%
Baltimore	\$6.66	3.6%	\$7.32	6.3%
Dallas	\$4.79	3.6%	\$5.46	4.9%
Detroit	\$5.73	3.5%	\$6.65	7.6%
Boston	\$8.08	3.4%	\$10.36	10.4%
Memphis	\$3.40	3.3%	\$3.33	6.6%
Twin Cities	\$5.92	3.3%	\$6.60	7.4%
Miami	\$8.78	3.0%	\$9.90	4.6%
St. Louis	\$4.03	2.8%	\$4.02	6.5%
Phoenix	\$7.01	2.7%	\$7.16	5.5%
Charlotte	\$6.06	2.5%	\$6.36	6.9%
Tampa	\$6.37	2.4%	\$7.07	7.3%
Columbus	\$3.94	2.3%	\$3.88	2.5%
Chicago	\$5.33	2.1%	\$5.90	5.8%
Indianapolis	\$3.99	2.0%	\$4.12	3.8%
Kansas City	\$4.29	1.9%	\$4.64	4.1%
Denver	\$7.86	1.5%	\$7.11	10.4%
National	\$6.40	5.1%	\$7.28	5.7%

Source: CommercialEdge. Data as of December 2021. Rent data provided by Yardi Market Insight. National rent and occupancy data is a weighted average of the top 30 markets.

Supply: Phoenix Boom Shows No Sign of Abating

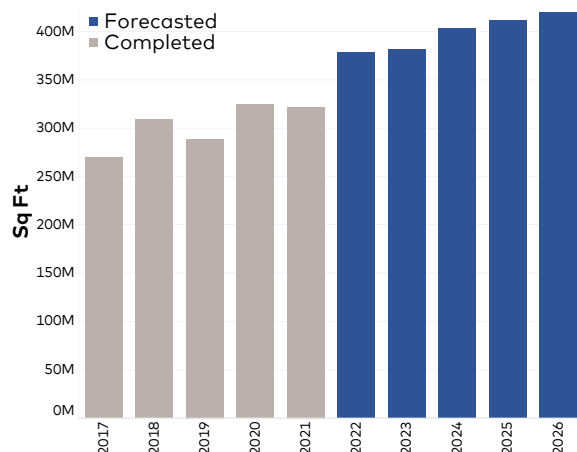
- Nationally, 321.8 million square feet of new industrial stock was completed in 2021, according to [CommercialEdge](#). This figure will increase in coming months due to a lag in collecting supply data, making it probable that 2021 will surpass 2020's total of 324.1 million and set a new annual record for industrial development.
- Phoenix is the leading market for new industrial supply, with 10.3 million square feet delivered in 2021 and 33.7 million over the last three years, increasing stock by more than 11% during that time. This is a market that will continue to boom—Phoenix's 32.6 million square feet account for nearly 6% of the national new-supply pipeline despite comprising less than 3% of existing national stock, and the market has an additional 53.1 million square feet in the planning stages.
- Despite a robust pipeline, there are still headwinds for developers looking to bring new industrial product to the market—both the materials needed to build new properties and the labor are in short supply. Construction employment still hasn't recovered to prepandemic levels, but even more pressing than labor shortages are persistent supply-chain issues that have made raw materials more volatile in both price and availability.

Supply Pipeline (by metro)

Market	Under Construction	Under Construction % Stock	UC Plus Planned % Stock
National	572,779,947	3.4%	6.9%
Phoenix	32,628,655	11.8%	31.0%
Indianapolis	23,838,320	7.7%	13.1%
Philadelphia	11,975,381	3.0%	11.9%
Kansas City	11,846,669	4.8%	10.5%
Charlotte	12,944,104	4.6%	10.4%
Dallas	37,756,303	4.6%	10.2%
Inland Empire	26,608,641	4.5%	9.6%
Columbus	14,248,607	5.3%	7.5%
Denver	9,692,890	4.0%	6.7%
Memphis	11,282,081	4.2%	6.6%
Seattle	10,720,178	4.0%	6.5%
Nashville	7,947,225	4.1%	6.4%
Chicago	27,209,005	2.8%	5.7%
Houston	16,330,327	3.0%	5.6%
New Jersey	12,305,007	2.3%	5.2%
Central Valley	7,614,821	2.4%	4.7%
Atlanta	11,482,783	2.2%	4.5%
Tampa	5,076,394	2.4%	4.5%
Bay Area	4,971,287	1.8%	4.0%
Baltimore	3,471,905	1.7%	4.0%
Twin Cities	4,096,556	1.3%	3.7%
Boston	6,385,454	2.8%	3.7%
Portland	3,978,289	2.2%	3.4%
Detroit	10,102,382	1.9%	3.0%
Cincinnati	6,060,505	2.3%	2.9%
Los Angeles	4,309,169	0.6%	2.4%
Bridgeport	2,094,634	1.0%	2.3%
Orange County	1,969,531	1.1%	1.6%
Cleveland	2,865,566	0.8%	1.3%

Source: CommercialEdge. Data as of December 2021

National New Supply Forecast



Source: Yardi Matrix. Data as of December 2021

Economic Indicators: Inflation Hits Producers

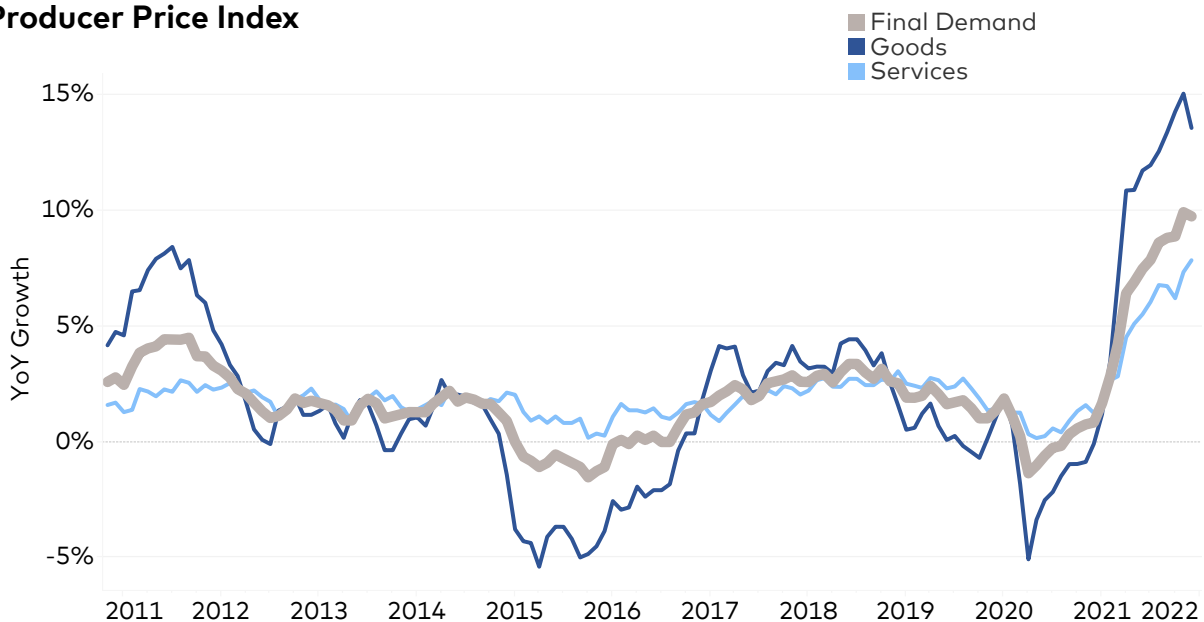
- Prices paid to producers increased 0.2% in December, and the Producer Price Index (PPI) decelerated from 1.0% growth in November. Despite slowing growth, year-over-year the PPI was 9.7% higher than December 2020. This was the second-highest yearly growth figure—behind only November 2021's 9.8%—since the Labor Department started producing the index in 2010. Core PPI, which excludes food and energy components, increased 0.5% during the month and 8.3% year-over-year. Supply-chain disruptions are expected to continue over the coming months, due to many workers contracting the omicron variant and missing time from work.
- The final demand services portion of the PPI—which includes trade, transportation and warehousing—increased by 0.5% during the month and 7.9% year-over-year. Final demand goods decreased by 0.4% during the month but increased 13.6% year-over-year. The decrease was the first since the beginning of the pandemic, driven by food and energy prices falling during the month.

Economic Indicators

National Employment (December) 149.0M 0.1% MoM ▲ 4.5% YoY ▲	ISM Purchasing Manager's Index (December) 58.7 -2.4 MoM ▼ -1.8 YoY ▼
Inventories (October) \$2,127.5B 1.2% MoM ▲ 7.8% YoY ▲	Imports (November) \$254.9B 5.1% MoM ▲ 19.7% YoY ▲
Core Retail Sales (November) \$458.5B 0.2% MoM ▲ 16.5% YoY ▲	Exports (November) \$155.9B -1.8% MoM ▼ 23.0% YoY ▲

Sources: Bureau of Labor Statistics; Institute for Supply Management, U.S. Census Bureau; Bureau of Economic Analysis; Moody's Analytics

Producer Price Index



Sources: U.S. Census Bureau, CommercialEdge

Transactions: Record-Setting 2021 Sales Volume

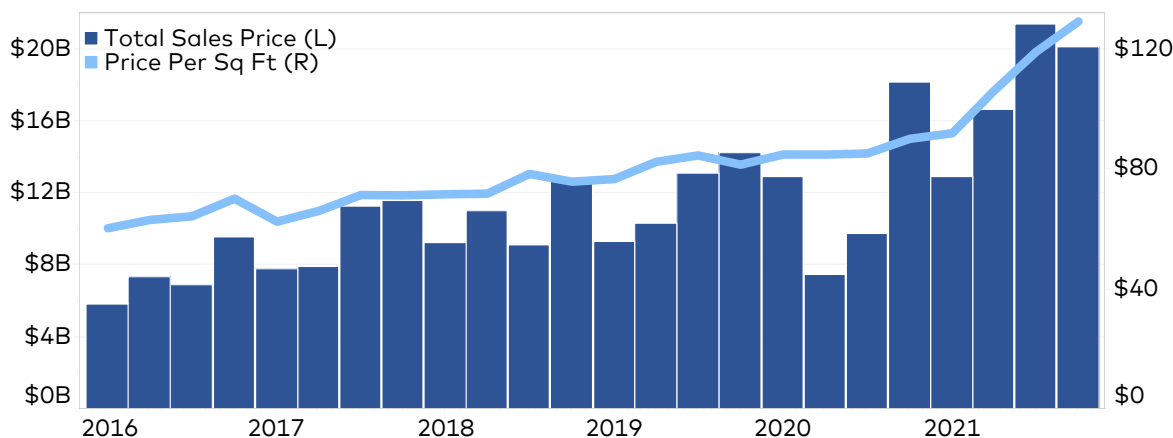
- Nationally, \$71.0 billion of industrial transactions were completed last year, according to [CommercialEdge](#). Already, this year's sales volume is 47% higher than 2020's figure of \$48.3 billion, a gap that will increase in the next couple of months as all year-end sales data is collected.
- The average sale price of industrial buildings continued to climb upward in the fourth quarter of 2021, reaching \$129 per square foot. For the year, industrial properties averaged \$112 per square foot, a 29% increase over 2020.
- Increased sales volume was widespread in 2021, with more than two-thirds of markets covered by [CommercialEdge](#) seeing an increase in total volume compared to 2020. The markets that saw the largest increase in sales volume were Los Angeles (\$2.9 billion more than 2020), the Inland Empire (\$2.0 billion), Chicago (\$1.8 billion) and Phoenix (\$1.6 billion).
- The markets with the highest price per square foot in 2021 were Los Angeles (\$298 per square foot), Orange County (\$290), the Bay Area (\$243) and Seattle (\$199).

Sales Activity

Market	YTD Sales Price PSF	YTD Sales (Mil, as of 12/31)
National	\$112	\$70,964
Los Angeles	\$298	\$6,607
Chicago	\$80	\$4,552
Inland Empire	\$177	\$4,301
Phoenix	\$152	\$3,824
New Jersey	\$191	\$3,117
Atlanta	\$84	\$2,614
Bay Area	\$243	\$2,201
Philadelphia	\$89	\$2,097
Boston	\$143	\$1,972
Denver	\$190	\$1,850
Tampa	\$113	\$1,635
Seattle	\$199	\$1,612
Orange County	\$290	\$1,306
Columbus	\$63	\$1,302
Baltimore	\$109	\$1,145
Twin Cities	\$86	\$1,024
Charlotte	\$89	\$1,002
Dallas	\$87	\$871
Houston	\$84	\$837
Central Valley	\$96	\$784
Nashville	\$106	\$697
Memphis	\$47	\$642
Cleveland	\$44	\$554
Indianapolis	\$61	\$550
Kansas City	\$73	\$526
Cincinnati	\$62	\$457
Bridgeport	\$52	\$347
Portland	\$149	\$345
Detroit	\$61	\$236

Source: CommercialEdge. Data as of December 2021

Quarterly Transactions



Source: CommercialEdge. Data as of December 2021

Definitions

CommercialEdge collects listing rate and occupancy data using proprietary methods.

- Average Rents—Provided by Yardi Matrix Expert, a cutting-edge service that uses anonymized and aggregated data from other Yardi platforms to provide the most accurate rental and expense information available.
- Vacancy—The total square feet vacant in a market, including subleases, divided by the total square feet of office space in that market. Owner-occupied buildings are not included in vacancy calculations.

Stage of the supply pipeline:

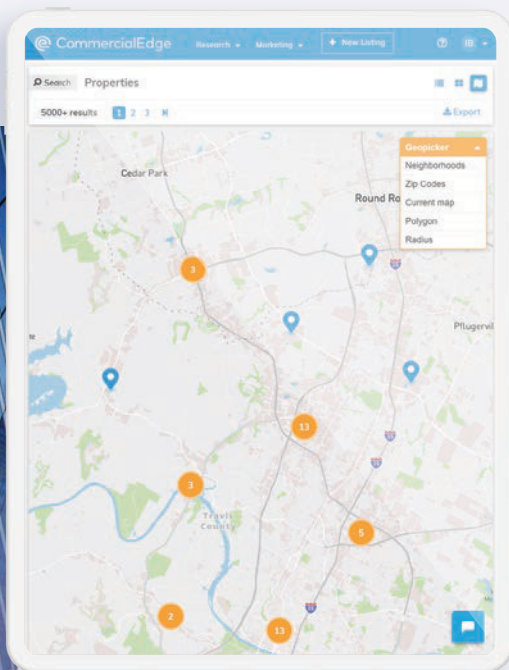
- Planned—Buildings that are currently in the process of acquiring zoning approval and permits but have not yet begun construction.
- Under Construction—Buildings for which construction and excavation has begun.

Sales volume and price-per-square-foot calculations do not always include portfolio transactions or those with unpublished dollar values.

CommercialEdge

Reliable commercial real estate data, built up over more than a decade of extensive research. Powered by Yardi.

CommercialEdge provides the industrial segment's most comprehensive market intelligence service and listing management platform, sustaining data-driven decisions.



Key features:

- ✓ Continually growing nationwide coverage with 162 markets currently included
- ✓ Researched and verified data, powered by a team of 400 experienced property research specialists
- ✓ Exhaustive property reports featuring data points such as ownership, leases, sales, debt, taxes and more
- ✓ Building and portfolio performance overview with current average rents, vacancy rates and maturing leases
- ✓ Extensively researched tenant data with an accuracy rate two to three times higher than the industry average
- ✓ Real-time market trends based on actual transactional and leasing data with Yardi Market Insight
- ✓ Dedicated tools, including automated competitive building sets, broker tour books and dedicated property webpages
- ✓ Access to the CommercialEdge Listing Network — including CommercialCafe, PropertyShark, Point2 and CommercialSearch

Capitalize on comprehensive commercial real estate research
Nationwide property and listing data all in one place, specifically engineered for **CRE professionals**.

Contacts

Peter Kolaczynski

Manager, Commercial
Peter.Kolaczynski@Yardi.com
(800) 866-1124 x2410

Matt Gleason

Senior Account Executive, Commercial
Matthew.Gleason@Yardi.com
(800) 866-1124 x7763

Doug Ressler

Media Contact
Doug.Ressler@Yardi.com
(800) 866-1124 x2419

DISCLAIMER

Although every effort is made to ensure the accuracy, timeliness and completeness of the information provided in this publication, the information is provided "AS IS" and Yard Matrix does not guarantee, warrant, represent or undertake that the information provided is correct, accurate, current or complete. CommercialEdge is not liable for any loss, claim, or demand arising directly or indirectly from any use or reliance upon the information contained herein.

COPYRIGHT NOTICE

This document, publication and/or presentation (collectively, "document") is protected by copyright, trademark and other intellectual property laws. Use of this document is subject to the terms and conditions of Yardi Systems, Inc. dba CommercialEdge's Terms of Use (<https://resources.yardi.com/legal/commercialedge/commercialedge-terms-of-service/>) or other agreement including, but not limited to, restrictions on its use, copying, disclosure, distribution and decompilation. No part of this document may be disclosed or reproduced in any form by any means without the prior written authorization of Yardi Systems, Inc. This document may contain proprietary information about software and service processes, algorithms, and data models which is confidential and constitutes trade secrets. This document is intended for utilization solely in connection with CommercialEdge publications and for no other purpose.

Yardi®, Yardi Systems, Inc., the Yardi Logo, CommercialEdge, and the names of Yardi products and services are trademarks or registered trademarks of Yardi Systems, Inc. in the United States and may be protected as trademarks in other countries. All other product, service, or company names mentioned in this document are claimed as trademarks and trade names by their respective companies.

© 2022 Yardi Systems, Inc. All Rights Reserved.