

Market

Trends

Q2 2025

Mpls/St Paul - Industrial



REDI
MOODY'S



MARKET TRENDS

Q2 2025 | Mpls-St Paul | Industrial

Employment

	<u>Current</u>	<u>Y-o-Y</u>
Employment	2,028,760	
Area Unemployment	3.1	
U.S. Unemployment	4.2	
Industrial Jobs	203,000	

Source: BLS

*Employment figures and area unemployment are based on
Mpls-St Paul MSA data.

Market Recap

All Properties

Total Inventory (sf)	300,411,225
Total # of Bldgs (tracked)	3,360
Absorption	52,205
Vacancy	5.0%
Asking Rate Low (NNN)	\$8.45
Asking Rent High (NNN)	\$11.29
Under Construction	3,735,215

Multi-tenant Properties

Total Inventory (sf)	154,598,751
Total # of Bldgs (tracked)	1,853
Absorption	(529,394)
Vacancy	7.5%
Asking Rate Low (NNN)	\$8.53
Asking Rent High (NNN)	\$11.30

Economic Overview

According to the Bureau of Labor Statistics (BLS), the unemployment rate for the Mpls-St Paul metropolitan statistical area (MSA) increased 40 basis points to 3.1% for May 2025 from 2.7% for May 2024. The unemployment rate for the US was at 4.2% in May 2025 increasing 20 basis points from last year. State of Minnesota unemployment rate was 3.3%. The Mpls-St Paul MSA saw an increase in job growth while industrial specific jobs increased in job growth in manufacturing by 3,600 during the same period.

Market Overview

The Mpls-St Paul industrial market consists of 300.4 msf in eight counties across the metro. Overall, there was 52,200 sf of positive absorption for Q2 2025, bringing the YTD to 1.0 msf positive absorption. Multi-tenant only properties posted (529,400) sf negative absorption bringing the YTD to 738,000 sf positive absorption. The overall vacancy rate for the quarter was 5.0% and multi-tenant properties vacancy rate was 7.5%. To date, there are 31 construction projects throughout the market totaling 3.7 msf and 13 properties have been delivered this year with 1.1 msf.

Market Highlights

The Northeast market showed the lowest vacancy rate of 3.3% while the Southwest market is at the top with 7.6% for all properties. The Southeast bested all markets with 270,000 sf positive absorption led by the new delivery of 424,300 sf to Niagara Bottling. The West market posted the most in negative absorption of (309,400) sf led by Beyer Distribution vacating 203,000 sf on a sublease. At the close of Q2 2025, the market experienced 1.7 msf of leasing activity in 194 transactions. Ninety five properties sold totaling 4.3 msf for \$464.3 million.

Market Statistics by Property Type (Multi and Single Tenant)

Total

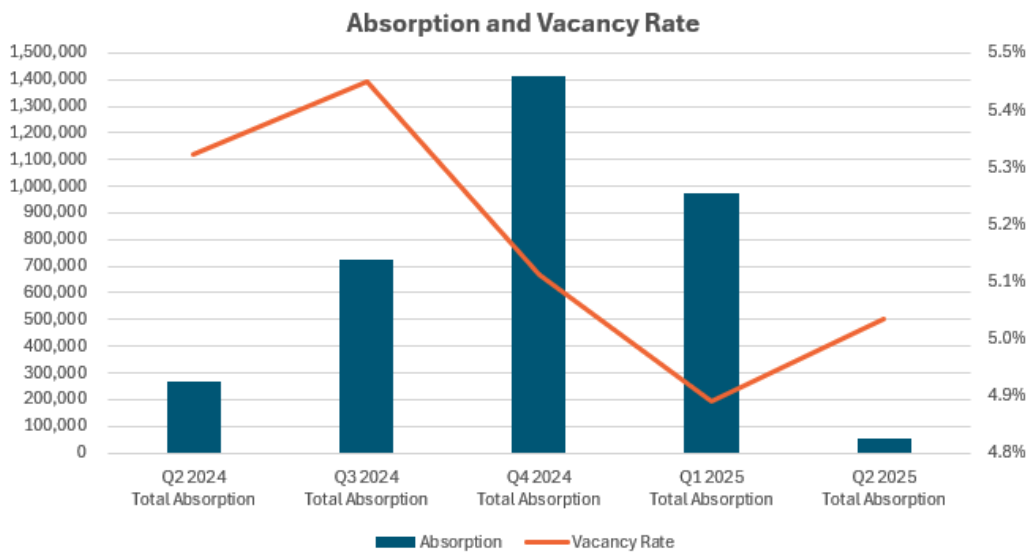
Property Type	# of Bldgs	Inventory	Total Available (sf)	Total Vacant (sf)	Total Absorption (sf)	YTD Total Absorption (sf)	Vacancy Rate
Flex/R&D	654	45,849,898	4,939,641	2,730,653	557,908	415,492	6.0%
Warehouse Distribution	680	121,773,535	10,227,080	7,152,112	(212,143)	916,579	5.9%
Warehouse Office	2,026	132,787,792	10,218,595	5,242,397	(293,560)	(307,819)	3.9%
Grand Total	3,360	300,411,225	25,385,316	15,125,162	52,205	1,024,252	5.0%

Direct

Property Type	# of Bldgs	Inventory	Direct Available (sf)	Direct Vacant (sf)	Direct Absorption (sf)	YTD Direct Absorption (sf)	Vacancy Rate
Flex/R&D	654	45,849,898	4,174,083	2,448,245	561,284	457,905	5.3%
Warehouse Distribution	680	121,773,535	8,741,748	6,456,327	67,659	1,139,885	5.3%
Warehouse Office	2,026	132,787,792	8,956,797	4,906,705	(336,290)	(402,140)	3.7%
Grand Total	3,360	300,411,225	21,872,628	13,811,277	292,653	1,195,650	4.6%

Sublease

Property Type	# of Bldgs	Inventory	Sublease Available (sf)	Sublease Vacant (sf)	Sublease Absorption (sf)	YTD Sublease Absorption (sf)	Vacancy Rate
Flex/R&D	654	45,849,898	765,558	282,408	(3,376)	(42,413)	0.6%
Warehouse Distribution	680	121,773,535	1,485,332	695,785	(279,802)	(223,306)	0.6%
Warehouse Office	2,026	132,787,792	1,261,798	335,692	42,730	94,321	0.3%
Grand Total	3,360	300,411,225	3,512,688	1,313,885	(240,448)	(171,398)	0.4%



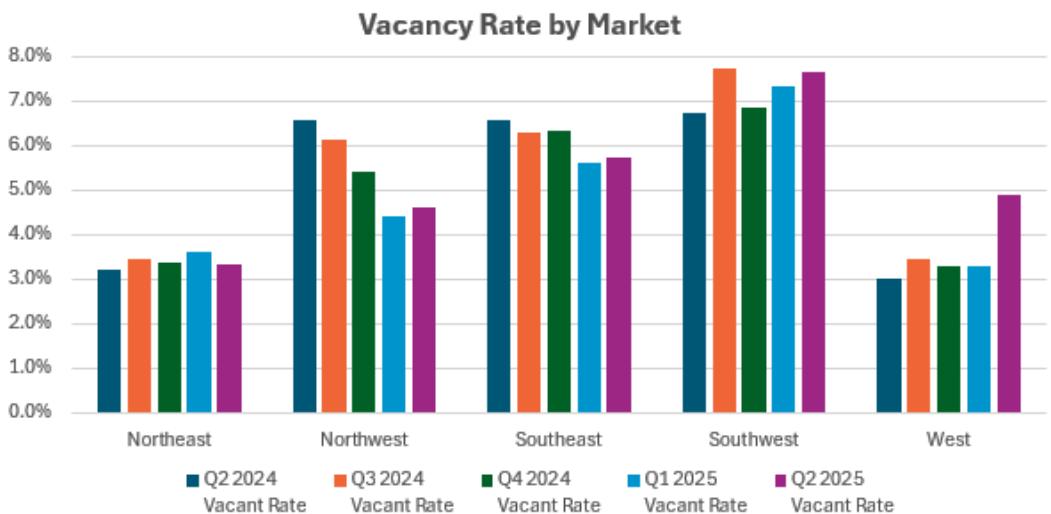
Market Statistics by Market (Multi and Single Tenant)

Market	Property Type	# of Bldgs	Inventory	Total Available (sf)	Total Vacant (sf)	Total Absorption (sf)	YTD Total Absorption (sf)	Vacancy Rate
Northeast	Flex/R&D	162	11,343,120	1,242,354	806,989	5,143	(122,014)	7.1%
	Warehouse Distribution	198	33,932,500	2,163,814	976,568	41,742	(171,798)	2.9%
	Warehouse Office	746	48,651,380	2,496,713	1,346,377	209,427	361,503	2.8%
	Subtotal	1,106	93,927,000	5,902,881	3,129,934	256,312	67,691	3.3%
Northwest	Flex/R&D	105	8,140,741	508,719	255,663	(2,957)	13,722	3.1%
	Warehouse Distribution	192	34,212,875	2,790,303	2,011,387	(10,391)	775,061	5.9%
	Warehouse Office	371	24,894,234	1,418,151	846,799	63,802	91,233	3.4%
	Subtotal	668	67,247,850	4,717,173	3,113,849	50,454	880,016	4.6%
Southeast	Flex/R&D	132	8,417,938	959,656	561,826	504,675	483,051	6.7%
	Warehouse Distribution	151	29,295,860	2,173,981	1,934,914	56,028	783,868	6.6%
	Warehouse Office	426	26,904,854	2,838,367	1,200,760	(290,660)	(469,038)	4.5%
	Subtotal	709	64,618,652	5,972,004	3,697,500	270,043	797,881	5.7%
Southwest	Flex/R&D	192	13,420,295	1,881,535	851,709	90,540	19,182	6.3%
	Warehouse Distribution	104	20,488,987	2,653,101	1,851,416	(84,850)	(223,736)	9.0%
	Warehouse Office	331	21,761,337	2,295,870	1,550,619	(220,884)	(295,260)	7.1%
	Subtotal	627	55,670,619	6,830,506	4,253,744	(215,194)	(499,814)	7.6%
West	Flex/R&D	63	4,527,804	347,377	254,466	(39,493)	21,551	5.6%
	Warehouse Distribution	35	3,843,313	445,881	377,827	(214,672)	(246,816)	9.8%
	Warehouse Office	152	10,575,987	1,169,494	297,842	(55,245)	3,743	2.8%
	Subtotal	250	18,947,104	1,962,752	930,135	(309,410)	(221,522)	4.9%
Grand Total		3,360	300,411,225	25,385,316	15,125,162	52,205	1,024,252	5.0%



Vacancy Rates by Market (Multi and Single Tenant)

Market	Property Type	Q2 2024 Vacancy Rate	Q3 2024 Vacancy Rate	Q4 2024 Vacancy Rate	Q1 2025 Vacancy Rate	Q2 2025 Vacancy Rate
Northeast	Flex/R&D	5.3%	5.8%	6.0%	7.2%	7.1%
	Warehouse Distribution	2.9%	2.9%	2.3%	3.0%	2.9%
	Warehouse Office	2.9%	3.3%	3.5%	3.2%	2.8%
	Subtotal	3.2%	3.4%	3.4%	3.6%	3.3%
Northwest	Flex/R&D	3.4%	3.2%	3.2%	3.1%	3.1%
	Warehouse Distribution	8.4%	8.0%	7.4%	5.4%	5.9%
	Warehouse Office	5.1%	4.6%	3.5%	3.5%	3.4%
	Subtotal	6.6%	6.1%	5.4%	4.4%	4.6%
Southeast	Flex/R&D	10.8%	9.0%	8.6%	8.8%	6.7%
	Warehouse Distribution	9.6%	9.0%	9.0%	6.8%	6.6%
	Warehouse Office	2.1%	2.5%	2.7%	3.4%	4.5%
	Subtotal	6.6%	6.3%	6.3%	5.6%	5.7%
Southwest	Flex/R&D	6.4%	6.7%	6.6%	7.1%	6.3%
	Warehouse Distribution	7.9%	10.1%	8.2%	8.7%	9.0%
	Warehouse Office	5.8%	6.1%	5.8%	6.1%	7.1%
	Subtotal	6.7%	7.7%	6.9%	7.3%	7.6%
West	Flex/R&D	7.2%	7.2%	6.1%	4.7%	5.6%
	Warehouse Distribution	1.6%	1.2%	1.1%	4.2%	9.8%
	Warehouse Office	1.7%	2.7%	2.9%	2.3%	2.8%
	Subtotal	3.0%	3.4%	3.3%	3.3%	4.9%
Grand Total		5.3%	5.4%	5.1%	4.9%	5.0%



Lease Rates by Market (Multi and Single Tenant NNN)

Market	Property Type	Q2 2024		Q3 2024		Q4 2024		Q1 2025		Q2 2025	
		Ave Lease Rate Low	Ave Lease Rate High	Ave Lease Rate Low	Ave Lease Rate High	Ave Lease Rate Low	Ave Lease Rate High	Ave Lease Rate Low	Ave Lease Rate High	Ave Lease Rate Low	Ave Lease Rate High
Northeast	Flex/R&D	\$9.41	\$11.62	\$11.17	\$13.72	\$10.60	\$12.93	\$10.29	\$11.96	\$9.88	\$12.18
	Warehouse Distribution	\$12.67	\$15.33	\$13.67	\$14.33	\$14.00	\$16.00	\$11.25	\$15.50	\$18.00	\$18.00
	Warehouse Office	\$8.39	\$10.85	\$9.37	\$11.27	\$7.66	\$10.47	\$7.68	\$10.44	\$7.95	\$10.63
	Subtotal	\$9.00	\$11.34	\$10.40	\$12.53	\$8.94	\$11.55	\$8.78	\$11.25	\$8.84	\$11.32
Northwest	Flex/R&D	\$9.27	\$11.76	\$10.42	\$12.23	\$9.63	\$11.58	\$8.95	\$11.80	\$8.77	\$11.87
	Warehouse Distribution	\$6.63	\$9.63	\$6.63	\$9.63			\$6.50	\$6.50	\$6.50	\$6.50
	Warehouse Office	\$7.61	\$10.28	\$9.07	\$11.38	\$6.80	\$8.80	\$6.81	\$8.60	\$6.95	\$9.59
	Subtotal	\$8.35	\$10.96	\$9.49	\$11.63	\$8.27	\$10.25	\$7.73	\$9.90	\$7.84	\$10.60
Southeast	Flex/R&D	\$8.32	\$12.16	\$11.86	\$14.51	\$7.93	\$12.41	\$8.94	\$12.73	\$8.95	\$12.69
	Warehouse Distribution	\$6.25	\$6.25	\$11.13	\$12.13	\$6.25	\$6.25	\$6.50	\$6.50	\$6.50	\$6.50
	Warehouse Office	\$6.17	\$9.81	\$8.00	\$9.80	\$5.96	\$8.79	\$6.56	\$9.47	\$6.28	\$9.75
	Subtotal	\$7.46	\$11.08	\$10.76	\$13.09	\$7.31	\$11.15	\$8.17	\$11.58	\$8.04	\$11.57
Southwest	Flex/R&D	\$9.51	\$11.99	\$9.43	\$12.05	\$9.16	\$11.93	\$8.88	\$11.64	\$9.27	\$12.02
	Warehouse Distribution	\$6.13	\$7.63	\$7.70	\$8.90	\$6.13	\$7.63	\$6.00	\$8.00	\$5.75	\$5.75
	Warehouse Office	\$7.33	\$9.63	\$9.55	\$11.28	\$7.49	\$9.44	\$7.79	\$10.23	\$8.03	\$9.57
	Subtotal	\$8.50	\$10.81	\$9.32	\$11.40	\$8.31	\$10.69	\$8.26	\$10.85	\$8.66	\$10.86
West	Flex/R&D	\$8.98	\$12.35	\$8.47	\$12.15	\$8.74	\$12.17	\$9.28	\$12.73	\$9.32	\$13.04
	Warehouse Distribution	\$6.38	\$8.25	\$7.58	\$8.83	\$6.38	\$8.25	\$6.38	\$8.25	\$6.38	\$8.25
	Warehouse Office	\$8.64	\$12.64	\$11.17	\$13.72	\$10.25	\$14.25	\$10.08	\$13.67	\$9.22	\$13.00
	Subtotal	\$8.51	\$11.97	\$9.53	\$12.40	\$8.83	\$12.20	\$9.21	\$12.51	\$8.96	\$12.52
Grand Total		\$8.44	\$11.16	\$9.95	\$12.19	\$8.35	\$11.10	\$8.39	\$11.12	\$8.48	\$11.29



Market Statistics by Property Type (Multi-Tenant)

Total

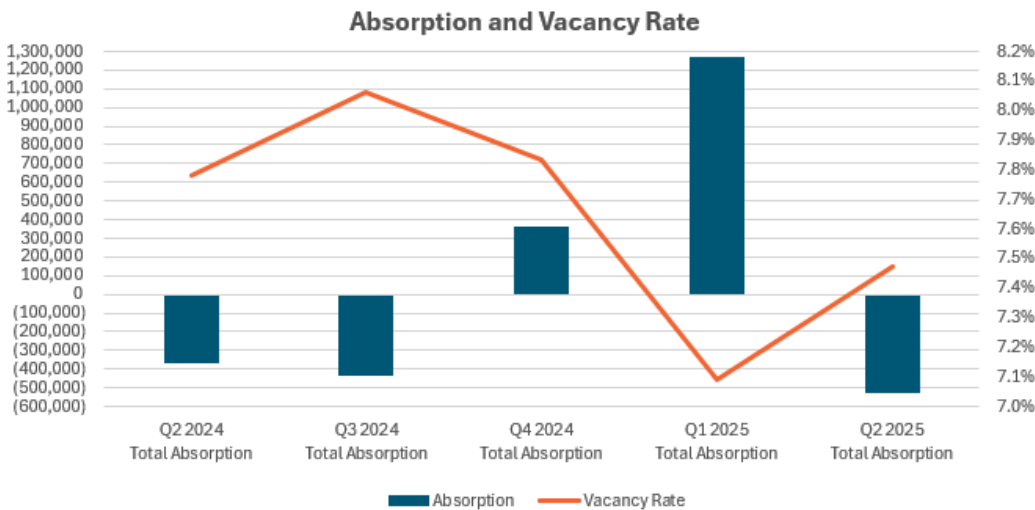
Property Type	# of Bldgs	Inventory	Total Available (sf)	Total Vacant (sf)	Total Absorption (sf)	YTD Total Absorption (sf)	Vacancy Rate
Flex/R&D	546	33,025,105	3,983,304	2,584,877	124,154	(36,488)	7.8%
Warehouse Distribution	355	59,752,737	6,804,622	5,268,521	(526,089)	721,632	8.8%
Warehouse Office	952	61,820,909	6,836,126	3,697,072	(127,459)	52,885	6.0%
Grand Total	1,853	154,598,751	17,624,052	11,550,470	(529,394)	738,029	7.5%

Direct

Property Type	# of Bldgs	Inventory	Direct Available (sf)	Direct Vacant (sf)	Direct Absorption (sf)	YTD Direct Absorption (sf)	Vacancy Rate
Flex/R&D	546	33,025,105	3,392,546	2,302,469	127,530	5,925	7.0%
Warehouse Distribution	355	59,752,737	5,738,759	4,650,201	(246,287)	944,938	7.8%
Warehouse Office	952	61,820,909	5,797,474	3,572,311	(170,189)	23,983	5.8%
Grand Total	1,853	154,598,751	14,928,779	10,524,981	(288,946)	974,846	6.8%

Sublease

Property Type	# of Bldgs	Inventory	Sublease Available (sf)	Sublease Vacant (sf)	Sublease Absorption (sf)	YTD Sublease Absorption (sf)	Vacancy Rate
Flex/R&D	546	33,025,105	590,758	282,408	(3,376)	(42,413)	0.9%
Warehouse Distribution	355	59,752,737	1,065,863	618,320	(279,802)	(223,306)	1.0%
Warehouse Office	952	61,820,909	1,038,652	124,761	42,730	28,902	0.2%
Grand Total	1,853	154,598,751	2,695,273	1,025,489	(240,448)	(236,817)	0.7%



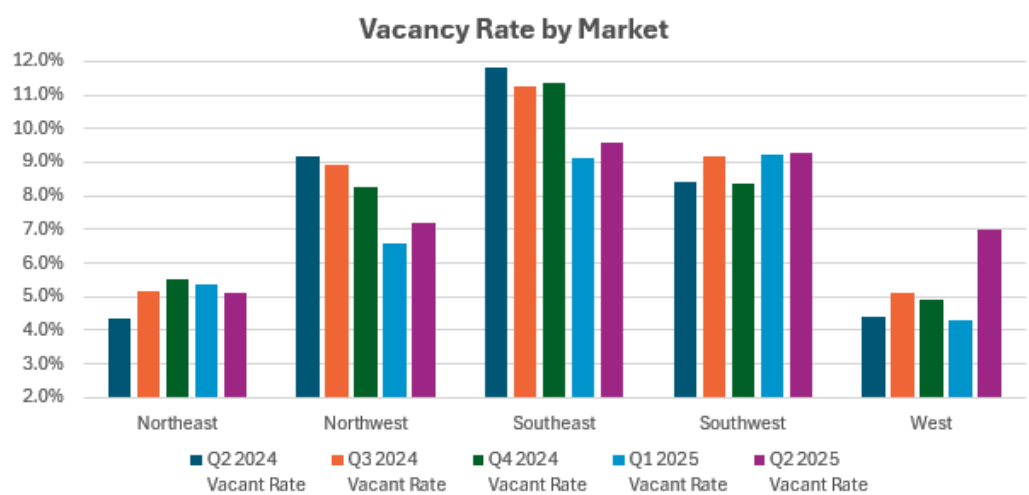
Market Statistics by Market (Multi-Tenant)

Market	Property Type	# of Bldgs	Inventory	Total Available (sf)	Total Vacant (sf)	Total Absorption (sf)	YTD Total Absorption (sf)	Vacancy Rate
Northeast	Flex/R&D	136	9,425,855	1,095,027	806,989	5,143	(122,014)	8.6%
	Warehouse Distribution	87	13,217,081	994,406	517,945	2,134	8,064	3.9%
	Warehouse Office	320	21,627,973	1,622,936	927,210	109,036	336,627	4.3%
	Subtotal	543	44,270,909	3,712,369	2,252,144	116,313	222,677	5.1%
Northwest	Flex/R&D	83	4,925,596	508,719	255,663	(2,957)	13,722	5.2%
	Warehouse Distribution	115	20,368,145	2,134,916	1,745,123	(232,791)	482,261	8.6%
	Warehouse Office	175	11,498,053	983,029	640,310	114,117	121,948	5.6%
	Subtotal	373	36,791,794	3,626,664	2,641,096	(121,631)	617,931	7.2%
Southeast	Flex/R&D	111	5,891,666	791,735	476,305	80,355	58,731	8.1%
	Warehouse Distribution	73	11,806,207	1,721,907	1,645,258	4,090	701,859	13.9%
	Warehouse Office	193	11,757,288	1,750,353	701,246	(250,039)	(263,214)	6.0%
	Subtotal	377	29,455,161	4,263,995	2,822,809	(165,594)	497,376	9.6%
Southwest	Flex/R&D	160	8,923,404	1,240,446	791,454	81,106	9,748	8.9%
	Warehouse Distribution	61	12,126,159	1,597,531	1,072,387	(84,850)	(223,736)	8.8%
	Warehouse Office	190	11,608,173	1,445,968	1,173,464	(45,328)	(146,219)	10.1%
	Subtotal	411	32,657,736	4,283,945	3,037,305	(49,072)	(360,207)	9.3%
West	Flex/R&D	56	3,858,584	347,377	254,466	(39,493)	3,325	6.6%
	Warehouse Distribution	19	2,235,145	355,862	287,808	(214,672)	(246,816)	12.9%
	Warehouse Office	74	5,329,422	1,033,840	254,842	(55,245)	3,743	4.8%
	Subtotal	149	11,423,151	1,737,079	797,116	(309,410)	(239,748)	7.0%
Grand Total		1,853	154,598,751	17,624,052	11,550,470	(529,394)	738,029	7.5%



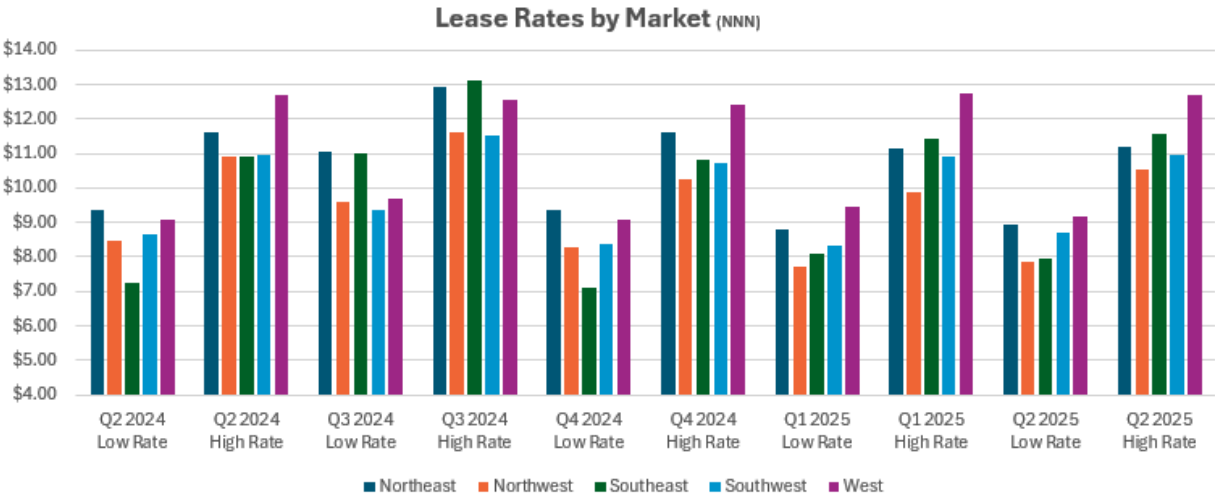
Vacancy Rates by Market (Multi-Tenant)

Market	Property Type	Q2 2024 Vacancy Rate	Q3 2024 Vacancy Rate	Q4 2024 Vacancy Rate	Q1 2025 Vacancy Rate	Q2 2025 Vacancy Rate
Northeast	Flex/R&D	6.4%	7.0%	7.3%	8.6%	8.6%
	Warehouse Distribution	3.1%	3.7%	3.7%	3.9%	3.9%
	Warehouse Office	4.2%	5.2%	5.9%	4.8%	4.3%
	Subtotal	4.4%	5.1%	5.5%	5.4%	5.1%
Northwest	Flex/R&D	5.6%	5.3%	5.3%	5.1%	5.2%
	Warehouse Distribution	11.5%	11.0%	10.1%	7.2%	8.6%
	Warehouse Office	6.5%	6.8%	6.2%	6.1%	5.6%
	Subtotal	9.2%	8.9%	8.2%	6.6%	7.2%
Southeast	Flex/R&D	12.2%	9.6%	9.1%	9.4%	8.1%
	Warehouse Distribution	20.5%	19.7%	19.9%	14.0%	13.9%
	Warehouse Office	2.7%	3.4%	3.8%	3.9%	6.0%
	Subtotal	11.8%	11.3%	11.4%	9.1%	9.6%
Southwest	Flex/R&D	8.8%	9.0%	9.0%	9.8%	8.9%
	Warehouse Distribution	7.8%	8.9%	7.4%	8.3%	8.8%
	Warehouse Office	8.8%	9.7%	8.8%	9.7%	10.1%
	Subtotal	8.4%	9.2%	8.4%	9.2%	9.3%
West	Flex/R&D	7.9%	8.0%	6.7%	5.6%	6.6%
	Warehouse Distribution	2.5%	1.8%	1.8%	3.3%	12.9%
	Warehouse Office	2.6%	4.5%	4.9%	3.8%	4.8%
	Subtotal	4.4%	5.1%	4.9%	4.3%	7.0%
Grand Total		7.8%	8.1%	7.8%	7.1%	7.5%

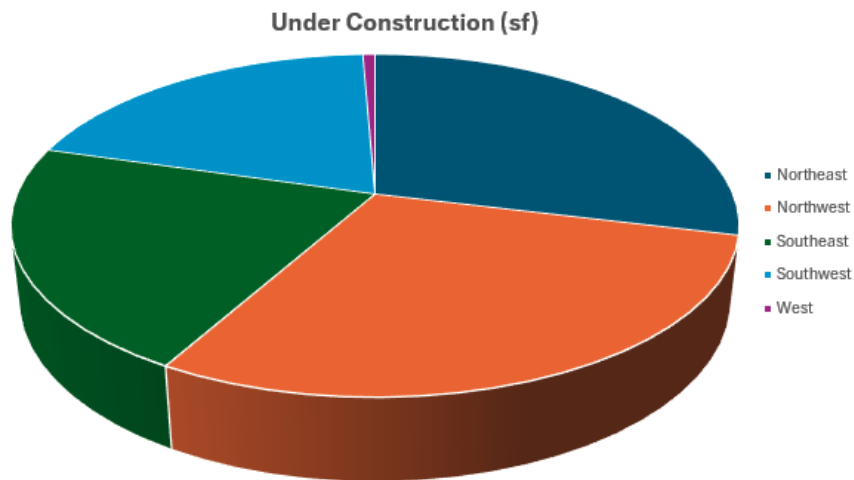


Lease Rates by Market (Multi-Tenant NNN)

Market	Property Type	Q2 2024		Q3 2024		Q4 2024		Q1 2025		Q2 2025	
		Ave Lease Rate Low	Ave Lease Rate High	Ave Lease Rate Low	Ave Lease Rate High	Ave Lease Rate Low	Ave Lease Rate High	Ave Lease Rate Low	Ave Lease Rate High	Ave Lease Rate Low	Ave Lease Rate High
Northeast	Flex/R&D	\$9.41	\$11.62	\$11.35	\$13.71	\$10.60	\$12.93	\$10.29	\$11.96	\$9.88	\$12.18
	Warehouse Distribution	\$12.67	\$15.33	\$13.00	\$14.00	\$14.00	\$16.00	\$11.25	\$15.50	\$18.00	\$18.00
	Warehouse Office	\$9.11	\$11.37	\$10.52	\$11.93	\$8.09	\$10.26	\$7.52	\$10.15	\$7.94	\$10.30
	Subtotal	\$9.37	\$11.61	\$11.06	\$12.95	\$9.37	\$11.61	\$8.79	\$11.16	\$8.96	\$11.21
Northwest	Flex/R&D	\$9.27	\$11.76	\$10.42	\$12.23	\$9.63	\$11.58	\$8.95	\$11.80	\$8.77	\$11.87
	Warehouse Distribution	\$6.63	\$9.63	\$6.63	\$9.63			\$6.50	\$6.50	\$6.50	\$6.50
	Warehouse Office	\$7.81	\$10.06	\$9.29	\$11.34	\$6.80	\$8.80	\$6.81	\$8.60	\$6.95	\$9.30
	Subtotal	\$8.46	\$10.91	\$9.61	\$11.62	\$8.27	\$10.25	\$7.73	\$9.90	\$7.88	\$10.52
Southeast	Flex/R&D	\$8.08	\$12.05	\$12.46	\$14.78	\$7.78	\$12.24	\$8.94	\$12.70	\$8.91	\$12.60
	Warehouse Distribution	\$6.25	\$6.25	\$11.13	\$12.13	\$6.25	\$6.25	\$6.50	\$6.50	\$6.50	\$6.50
	Warehouse Office	\$6.17	\$9.81	\$8.00	\$9.80	\$5.96	\$8.79	\$6.56	\$9.47	\$6.25	\$10.16
	Subtotal	\$7.25	\$10.92	\$11.02	\$13.11	\$7.10	\$10.81	\$8.08	\$11.42	\$7.96	\$11.58
Southwest	Flex/R&D	\$9.65	\$12.23	\$9.56	\$12.29	\$9.16	\$11.93	\$8.88	\$11.64	\$9.27	\$12.02
	Warehouse Distribution	\$6.00	\$6.00	\$6.00	\$6.00	\$6.00	\$6.00	\$5.75	\$5.75	\$5.75	\$5.75
	Warehouse Office	\$7.34	\$9.84	\$9.65	\$11.45	\$7.51	\$9.64	\$7.84	\$10.48	\$8.10	\$9.78
	Subtotal	\$8.64	\$10.98	\$9.39	\$11.51	\$8.39	\$10.74	\$8.34	\$10.91	\$8.70	\$10.96
West	Flex/R&D	\$8.98	\$12.35	\$8.47	\$12.15	\$8.74	\$12.17	\$9.28	\$12.73	\$9.32	\$13.04
	Warehouse Distribution	\$6.38	\$8.25	\$7.58	\$8.83	\$6.38	\$8.25	\$6.38	\$8.25	\$6.38	\$8.25
	Warehouse Office	\$10.30	\$15.00	\$11.80	\$14.25	\$11.83	\$16.00	\$11.00	\$14.60	\$9.69	\$13.50
	Subtotal	\$9.08	\$12.71	\$9.71	\$12.56	\$9.07	\$12.43	\$9.48	\$12.76	\$9.16	\$12.71
Grand Total		\$8.63	\$11.33	\$10.20	\$12.33	\$8.48	\$11.07	\$8.42	\$11.09	\$8.53	\$11.30

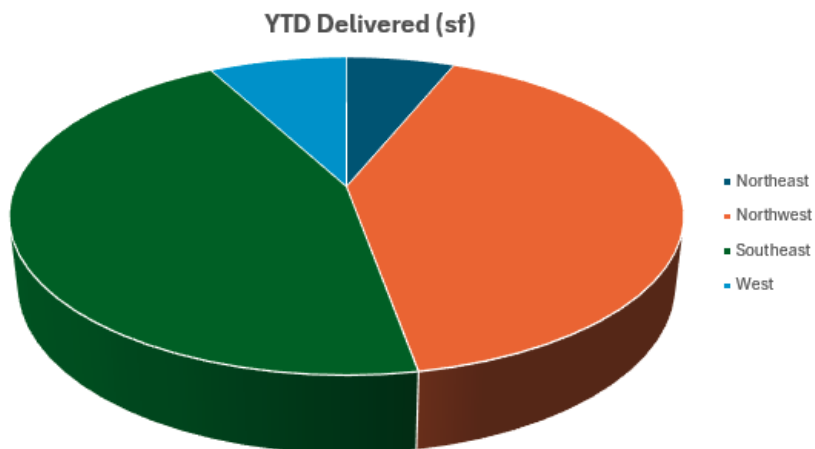


New Developments by Market



Market	Bldg (sf)
Northeast	1,076,910
Northwest	1,095,620
Southeast	797,228
Southwest	741,457
West	24,000
Grand Total	3,735,215

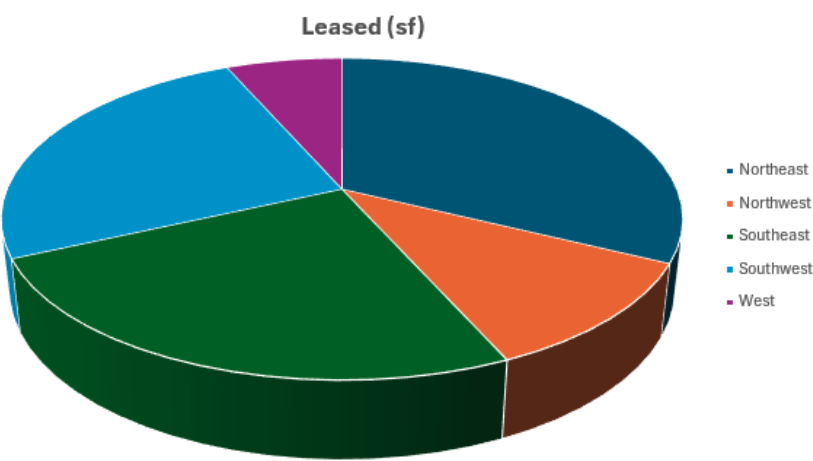
YTD Deliveries by Market



Market	Bldg (sf)
Northeast	70,708
Northwest	467,816
Southeast	513,359
West	90,019
Grand Total	1,141,902

Leasing Activity

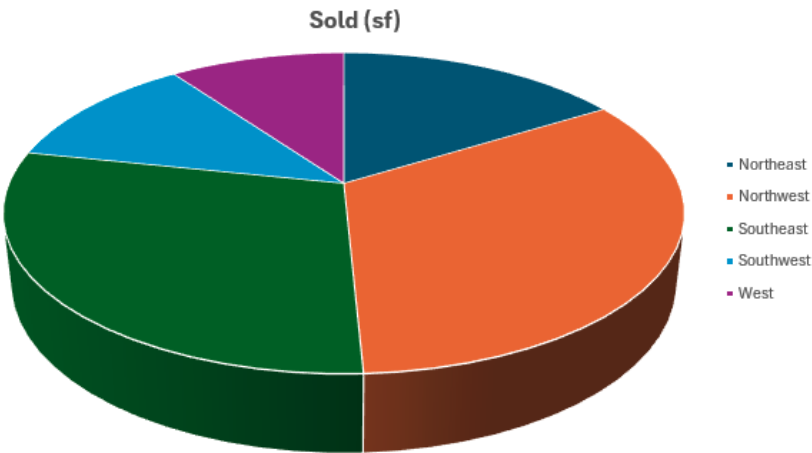
Property	Size (sf)	Market	Tenant	Landlord
Cottage Grove Logistics Park 7701 100th St S	116,689	Southeast	BFS Group	NP BGO Cottage Grove Logistic Park LLC
Park 35E 5300 Centerville Rd	103,456	Northeast	Nextera Packaging	Endeavor Development
14640 Buchanan St NE	72,500	Northeast	Ascential Medical & Lfe Sciences	BP Ham Lake Industrial LLC
I-94 Logistics Center 11190 Hudson Blvd N	69,521	Northeast	Temco Logistics	Launchpark Lake Elmo LLC
Upland Industrial Center 8170 Upland	69,292	Southwest	Direct Source	8170 Upland LLC



Market	Leased (sf)
Northeast	568,745
Northwest	194,523
Southeast	439,083
Southwest	444,620
West	116,048
Grand Total	1,763,019

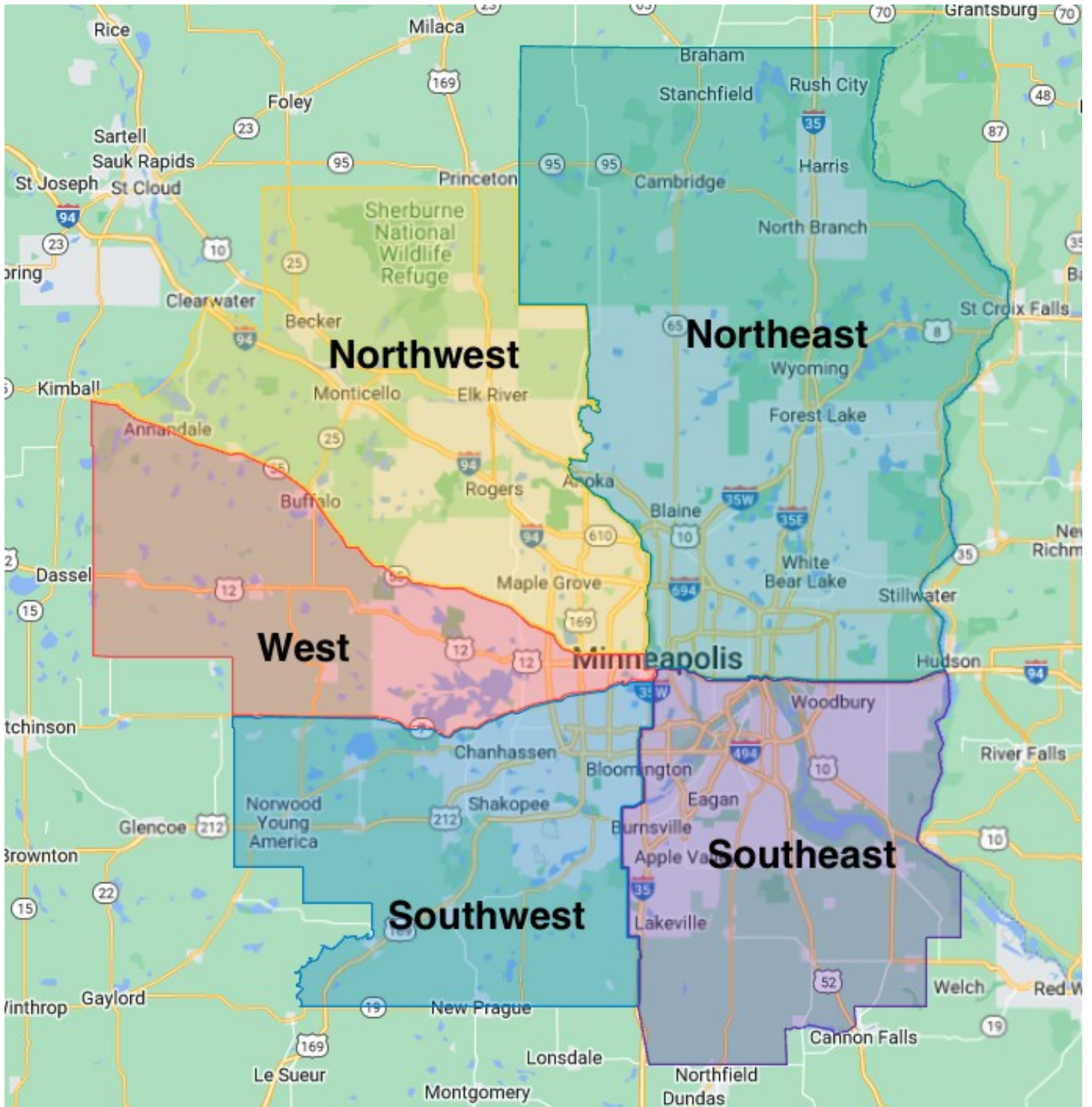
Sales Activity

Property	Price	Market	Buyer	Seller
Arbor Lakes Corporate Ctr 8550 Zachary Ln N	\$29,975,000	Northwest	Exeter 10950 85th L.P.	CBPR Arbor Lakes LLC
9000 109th Ave N	\$29,000,000	Northwest	9000 109th North Owner LLC	B9 Champlin DC LLC
Kurita America 6600 94th Ave N	\$23,510,000	Northwest	Kurita MS Realty LLC	RCS - Brooklyn Park (SI7-NBP) LLC
Dodd Road Business Ctr 580 Opperman Dr	\$21,775,000	Southeast	Exeter 580 Opperman L.P.	CBPR Dodd Road, LLC
Shady Oak Business Ctr 10349 70th St W	\$17,470,000	Southwest	SE West 70TH (Eden Prairie) Transitory, LLC	SOT A-F Owner, LLC



Market	Sold (sf)
Northeast	695,754
Northwest	1,417,537
Southeast	1,246,702
Southwest	505,847
West	426,354
Grand Total	4,292,194

Market Map



Images courtesy of Google maps

Methodology

The Mpls-St Paul market consists of single and multi-tenant industrial buildings 20,000 sf or larger or part of a complex larger than 20,000 sf. The geographic area includes Anoka, Carver, Dakota, Hennepin, Ramsey, Scott, Washington and Wright counties. The tracked set does not include self-storage facilities and non-conforming property types such as grain elevators or fuel storage facilities. All tracked properties are existing. Statistically, net absorption will be calculated based on occupancy change during the current quarter. Asking lease rates are based on an average asking rate and noted on a NNN basis.

The Mpls-St Paul tracked set consists of an inventory of buildings considered to be competitive by the brokerage community. All buildings within the competitive tracked set have been reviewed and verified by members of the Advisory Boards for each market area.

Terminology

Inventory	The total square feet (sf) of existing single and multi-tenant buildings greater than 20,000 sf or are part of a complex that totals greater than 20,000 sf located in Anoka, Carver, Dakota, Hennepin, Ramsey, Scott, Washington and Wright Counties.
Total Available (sf)	All of the available leasable space within a building, whether it is occupied or vacant, for direct lease or sublease space. Space can be available but not vacant, for example, if the landlord, or his agent, is marketing space that will be coming available at a future date because a tenant is planning to move.
Total Vacant (sf)	The total of all the vacant square feet within a building including both direct and sublease space.
Direct Vacant (sf)	The total of the vacant square footage in a building that is being marketed by an agent representing the landlord.
Sublease Space	Space that is offered for lease by a current tenant, or their agent, within a property. Whether the tenant is paying rent or not, the space is considered vacant only if it is unoccupied.
Net Absorption	The net change in occupancy from quarter to quarter, expressed in square feet.
Average Asking Rate	The average low and high asking lease rate expressed as a per square foot value in NNN terms.
Warehouse Distribution	Higher clear height and typically over 24 foot clear.
Warehouse Office	More office build out compared to warehouse distribution and clear heights less than 24 foot clear
Warehouse Flex	Higher end finishing and landscaping. More office build out compared to warehouse office.

Advisory Board Members

Caspian	Patrick Corbett	JLL	Eric Batiza
CBRE	Jonathan Juris	Lee & Associates	Chris Hickok
	Matt Oelschlager		Tom Dunsmore
	Jack Tornquist		Duane Poppe
Cushman & Wakefield	Hudson Brothen	Newmark	Brian Netz
Forte	Phil Simonet	Transwestern	Alex Baron
			Nate Erickson
			Chris Weirens

Research Advisory Board Members

Avison Young	Joe Stockman	Cushman & Wakefield	Patrick Hamilton
CBRE	Abigail Knop		Jake Greener
	Maggie Parra		Caden Workman
Colliers	Jesse Tollison	Newmark	Maura Carland
JLL	Sam Newberg	Transwestern	Maurice Harris

REDIComps Team

Jeremy Bengtson	CEO	jeremy@redicre.com	
Chris Allen	Regional Director of Analytics	chris@redicre.com	800-574-9185 x 802
Kim Platz	Regional Director of Research	kimberly@redicre.com	800-574-9185 x 804
Molly Bengtson	Director of Client Services	molly@redicre.com	800-574-9185 x 803
Kortnei Rogers	Minnesota Sale Comp Specialist	kortnei@redicre.com	800-574-9185 x 814
Kelli Carl	Minnesota Listing Specialist	kelli@redicre.com	800-574-9185 x 810
Michelle Siegert	Minnesota Listing Specialist	michelle@redicre.com	800-574-9185 x 808
Nicole Peeler	Minnesota Listing Specialist	nicole@redicre.com	800-574-9185 x 822