



LOS ANGELES INDUSTRIAL

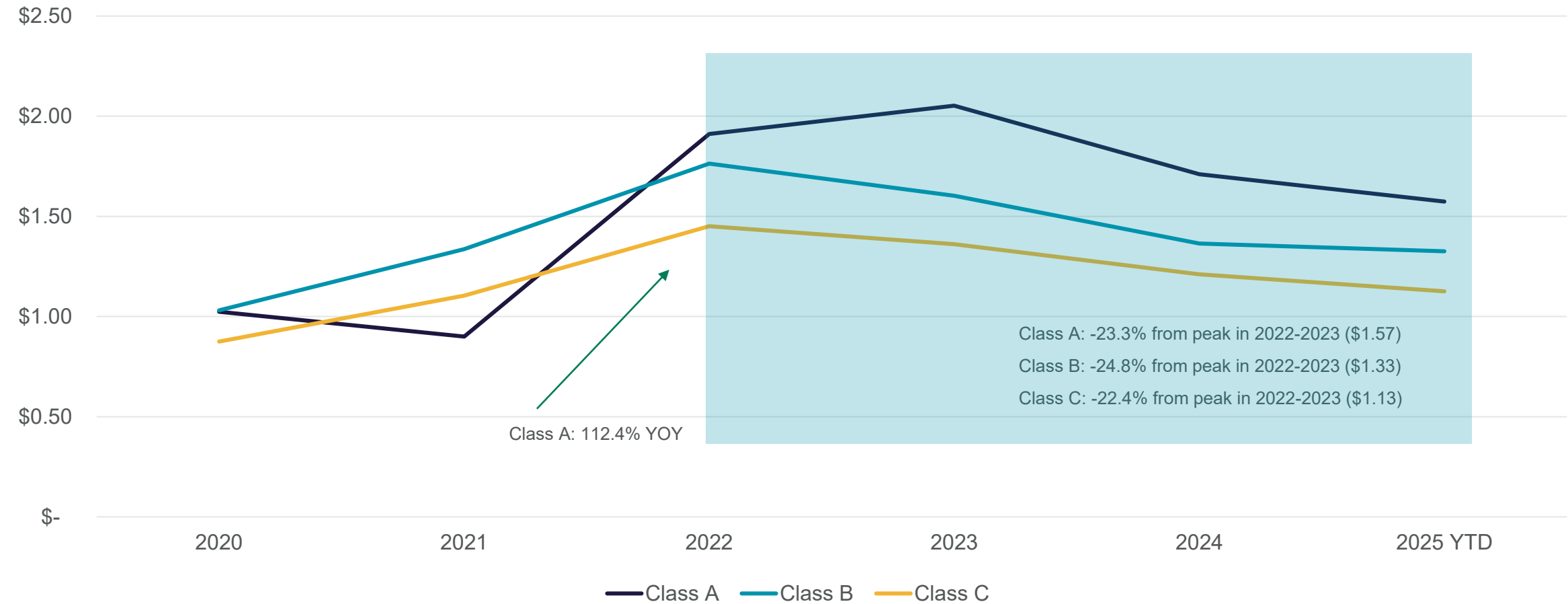
Q3 2025 – MARKET UPDATE

Better never settles



Los Angeles Industrial Market

Rent by Building Class (Overall Net Asking)



Source: Cushman & Wakefield Research

Los Angeles Industrial Market

Absorption by Building Class

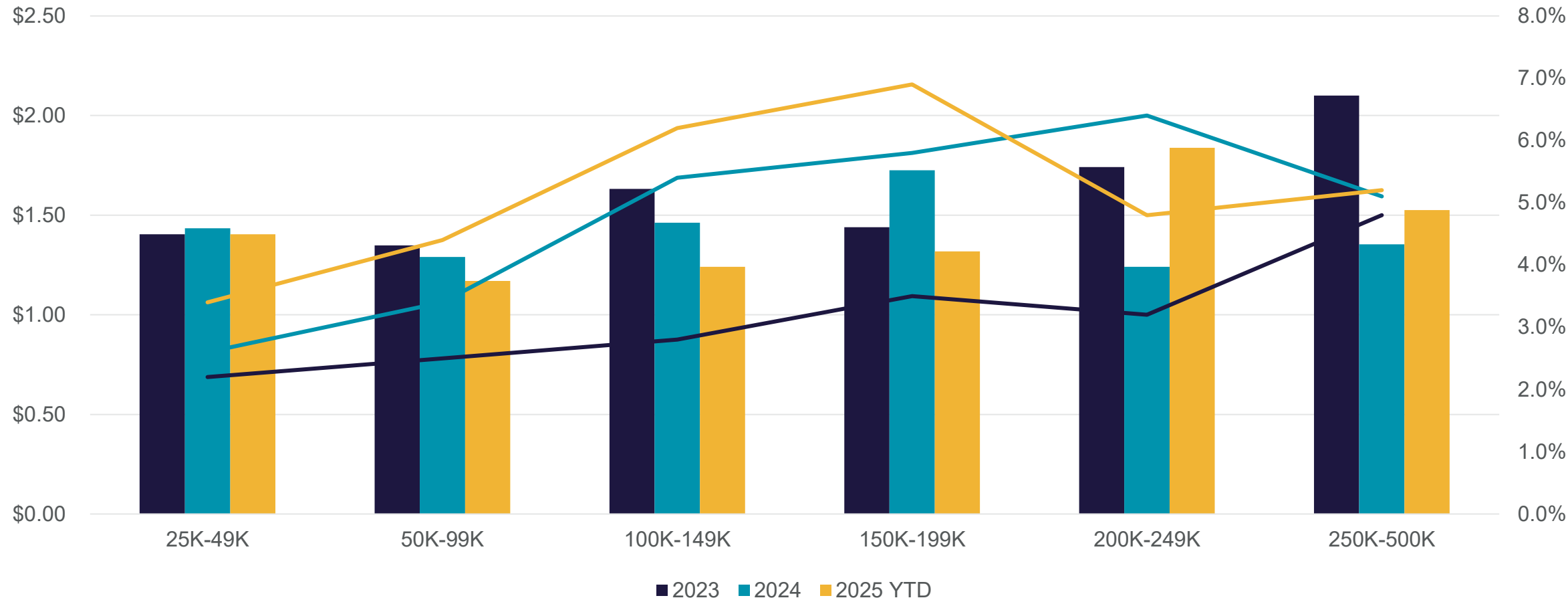


Source: Cushman & Wakefield Research

Los Angeles Industrial Market



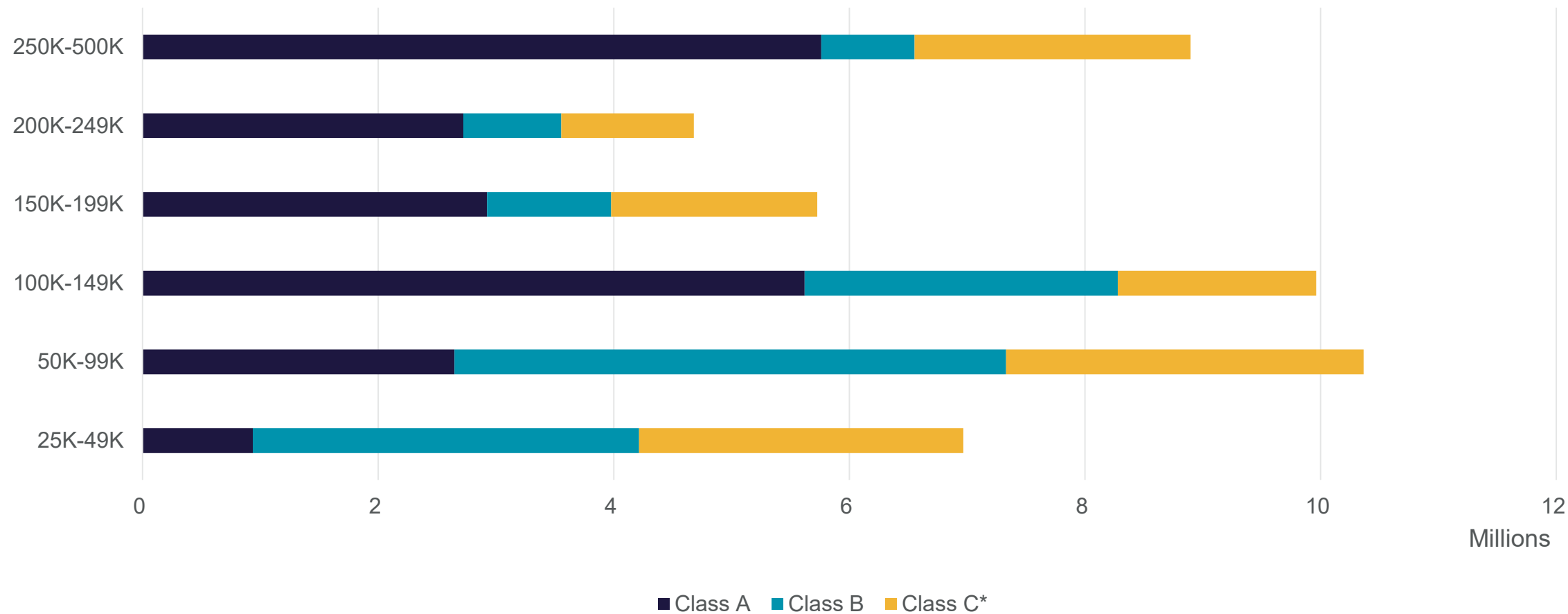
Performance by Size (Actual Net Base vs. Overall Vacancy)



Source: Cushman & Wakefield Research

Los Angeles Industrial Market

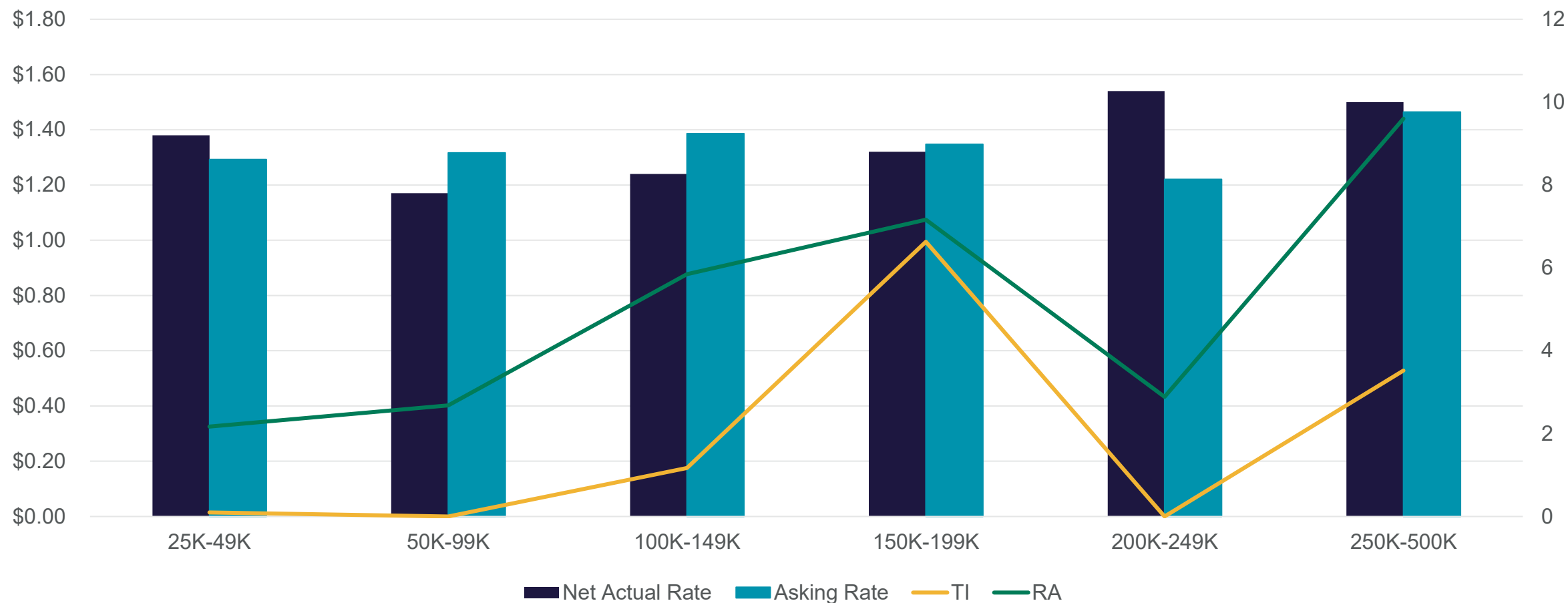
Q3 Availabilities by Size



Source: Cushman & Wakefield Research

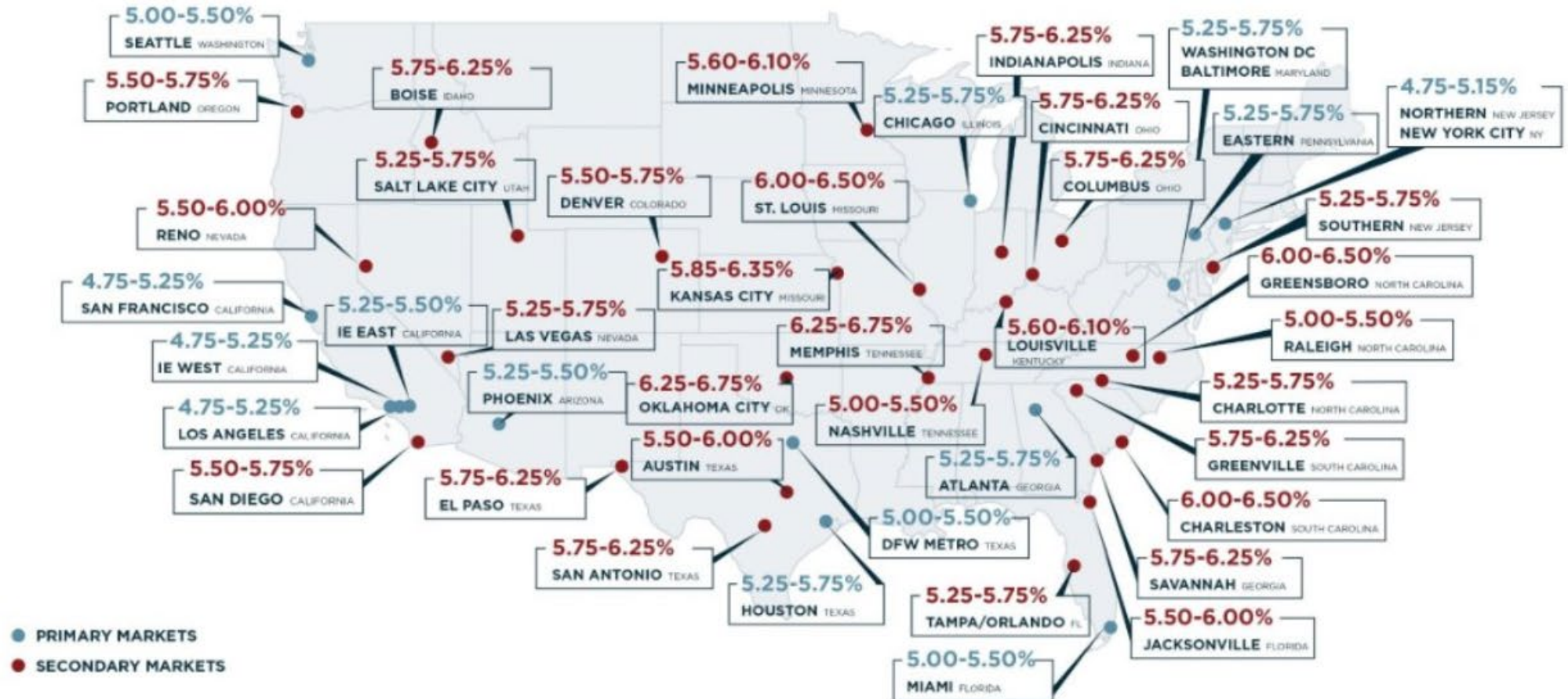
Los Angeles Industrial Market

Q3 Performance by Size



SPOT CAP RATE MAP

Primary vs. Secondary Markets



WHO WE ARE



JOHN MINERVINI
Vice Chairman



ROBIN DODSON
Executive Managing Director



ERIK LARSON
Executive Managing Director



CHRIS TOLLES
Executive Managing Director



PAUL SIMS
Director

CUSHMAN & WAKEFIELD

2024

- YEAR END REVIEW -



182

TRANSACTIONS COMPLETED
(17% INCREASE OVER 2023)



+\$638M

IN TOTAL CONSIDERATION
(8% INCREASE OVER 2023)



+6M

SQUARE FEET
(50% INCREASE)

TMPG'S GLOBAL EXPERIENCE

150+

YEARS OF EXPERIENCE

48/50

U.S. STATES WHERE
TRANSACTIONS HAVE BEEN
COMPLETED

57

COUNTRIES AROUND
THE GLOBE WHERE
TRANSACTIONS HAVE BEEN
COMPLETED

Biographies



JOHN MINERVINI
Vice Chairman

John Minervini joined Cushman & Wakefield of California in 1985. Mr. Minervini has been representing major corporations through out the United States, South America, EMEA and Asia for 40 years. His local focus has been the Greater Los Angeles Basin, where he has represented landlords, tenants and developers for both office and industrial product.

Mr. Minervini & his team currently manage corporate accounts for the following companies: Eurofins, Air Products, Jitsu, Wurth, Red Bull and WorldPac. He has negotiated sale, lease and investment sales for these clients in the United States, EMEA, Asia and South America. The Team has completed transactions in 57 countries around the globe and in 48 of the 50 U.S. states. Most recently Mr. Minervini and his Team have completed lease acquisitions for Resmed's 137,000 sq ft manufacturing plant in Agoura, CA and Pharmavite's 250,000 sq ft new vitamin plant in Columbus, OH.



ROBIN DODSON
Executive Managing Director

Robin Dodson is an Executive Managing Director at Cushman & Wakefield in Los Angeles. Robin has been representing companies, as well as institutional investors, in Southern California for over 38 years. Robin is teamed with John Minervini, Erik Larson, Chris Tolles, and Paul Sims, focusing on representing industrial investors, landlords, and tenants in the Greater Los Angeles area. In addition, Robin specializes in representing the Team's six multinational corporate accounts and focusing on multi-market brokerage. Robin has completed transactions in 48 of the 50 states in the USA, as well as in 57 countries around the world. Robin has executed more than 75 million square feet of office and industrial transactions globally and sold over 400 acres of land. She has represented some of Corporate America's largest companies, as well as large institutional investors. Robin and her team have the experience and capabilities to provide the highest level of consulting, planning, and implementing any real estate strategy.



ERIK LARSON
Executive Managing Director

Erik has been representing institutional property owners and regional companies throughout Southern California for over 25 years. He is an integral part in the management of the Team's six multinational corporate accounts. Erik has completed transactions in 48 of the 50 U.S. states, as well as in 57 countries around the globe. Over his 25+ year career, all with C&W, Erik has executed more than 50 million square feet of both industrial and office transactions globally and has sold over 2,500 acres of land. He has represented major institutional property owners, as well as some of Corporate America's most notable companies. This knowledge and experience allow Erik and his team to provide clients with superior planning, execution, and management of real estate operations and portfolios.

Biographies



CHRIS TOLLES

Executive Managing Director

Chris has represented institutional property owners and regional occupiers throughout Southern California, with a focus on the San Gabriel Valley ("SGV") industrial real estate, for over 20 years. On the Landlord side, he is the Team lead on our approximately 8MSF of institutional, industrial leasing portfolio in the SGV. On the occupier side, Chris has represented the Tenants in the largest industrial leases in Los Angeles County in 2022 and 2024, and CoStar has named Chris one of 15 Power Brokers in Los Angeles County for industrial leasing for each of the past eight years. In addition to his landlord and occupier assignments, Chris focuses on off market investment and development opportunities. He has leased or sold over 70 new development buildings over his career. This knowledge and experience allow Chris and his team to provide clients with guidance on all aspects of the leasing, disposing, and developing of Los Angeles county industrial real estate.



PAUL SIMS

Director

Paul Sims is a Director at Cushman & Wakefield's Downtown Los Angeles office. Mr. Sims has been representing institutional property owners and regional companies throughout Los Angeles for 9 years and is teamed with John Minervini, Executive Vice President, Robin Dodson, Executive Managing Director, Erik Larson, Executive Managing Director and Chris Tolles, Executive Managing Director with a primary focus on the San Fernando Valley. Mr. Sims is also an integral part of the team's business development.

Testimonials + Partial Client List

TESTIMONIALS



“We are working with the Transaction Management Group in North America to define a strategic plan for our entire portfolio. The breadth and depth of their skills and market coverage enable us to deliver solutions to all of our business units.”

— **RUFUS JONES, JR.**
Manager, National Facilities Red Bull Distribution Company



“Working with Robin Dodson and the Transaction Management Portfolio Solutions team has been a game-changer for our real estate operations. Their highly organized and efficient approach has streamlined our transactions process. The team’s excellent reporting and analysis have provided us with invaluable insights, ensuring we make informed decisions at every stage. Their ability to embed themselves within real estate department has kept us on track and organized. We truly appreciate Robin’s expertise and commitment to excellence.”

— **JOHN LYON**
Vice President of Strategy, WORLD PAC LLC

PARTIAL CLIENT LIST