# **MARKET UPDATE** Q3 2023

**SOUTH BAY / LOS ANGELES** 





## **Celebrating Over Six Decades of Success**

The Klabin Company opened its doors in 1961, earning the reputation as one of the most respected commercial real estate firms in Southern California. The business landscape has evolved over time, but one thing has remained constant – our team commitment to delivering unique value to each client.

Contact us today to discuss how we can make a difference in your business. **KLABIN.COM** 

#### WE BELIEVE CORE VALUES ARE THE KEY TO OUR LONGEVITY AND OUR FUTURE.

**Commitment to Transparency and Collaboration** between all team members so clients benefit from the knowledge and expertise of the entire organization.

**Six Decades of Market Intelligence** gathered from successfully closing over 7,300 transactions in Southern California since 1961.

A Team of Experienced Pros who have deep knowledge of the market and find motivation in our agile, customer-first culture. **Ethics Over Earnings** is our mantra. We earn the trust of each client by performing at the highest ethical level in every transaction.

**Business is Never Work** because we have a genuine enthusiasm for the industry and creating solutions that help clients achieve their business objectives.

**We Lean into the Unconventional** by consistently seeking fresh, creative ideas that may buck traditional norms.



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#### 01 FREIGHT REBOUND

With an agreement in place, ships that were diverted will soon return, but will some cargo never return?

#### 02 OFFSHORING

Asia to LA/LB shipping rates have fallen below \$2,000 per container. Will this reduce the need for onshoring? Will we see manufacturing move back to China?

#### 03 VACANCY

Vacancy has risen above 1% for the first time in over 3-years, bringing balance to an otherwise hot market. Tenants have options.

#### **04** FLIGHT TO VALUE

Leasing activity has slowed overall, but remains strong for well priced subleases and functional options with perceived value.

#### 05 RATES AND VALUE

Interest rates don't appear to be coming down, and the forward looking curve has investors reevaluating aquisitions and underlying asset values.

#### 06 FEAR & OUTLOOK

While acknowledging that lease rates are still near all time highs, current activity is slow and we believe it will not improve until economic stability returns.



TOPICS

## THERE IS <u>*BLBCTRICTY*</u> IN THE AIR

**DAVID A. PRIOR, SIOR** 

Electric everything is in Vogue. Cars, trucks, warehouse automation and data centers have stretched the limits of our ability to deliver electric power these days. Reshoring of supply chain and manufacturing demand have also put a strain on the capacity needed, and the delivery of power to specific properties.

Buildings with better than average electric capacity are somewhat unique these days. Older, B & C industrial buildings with a history of manufacturing are likely to be the best chance for a manufacturing company to immediately secure power capacity for their operations. While these buildings may be functionally deficient, and not otherwise able to serve the needs of today's manufacturers, we have a good handle on what is "In the Market". Logistics and distribution has slowed, old news there, but demand for power at a national and local level is increasing. Food, aerospace, and traditional old school manufacturing operations have begun to show up on our radar. A prospective manufacturing tenant may think they have found the perfect facility. "All we need is to increase the power from 800 Amps to 3000 Amps. Sounds simple, but when you go into the weeds on this issue, you will find that there are severe shortages of electrical equipment, switch gears and transformers. Then there is the time required to have the capacity delivered to the facility by the Utility company...It can take 12-24 months to get this done...Not a pretty picture for the new increased demand for electric power capacity. No simple answer here. If you are considering a relocation, or expansion, and power capacity is a key component to the decision, then advanced planning is critical. If you are developing new speculative industrial buildings, this is no time to scrimp on power capacity.

The marketplace has been slow to move on the equipment side of this, and we all know the political pressures around increasing electric generating capacity in our country...It is great to see the emerging trend of increased manufacturing, but we all need to be keenly aware of the obstacles that we face.



## LEASE INTELLIGENCE





#### 1452 W KNOX ST TORRANCE, CA

#### Lease Comparable

TENANT	National Road Logistics (NRL)
LANDLORD	Prologis
SIZE	442,550 SF
TERM	65 Months
START RATE	\$2.32 IG
RENT ADJUSTMENT	4% Annual Increases

#### 14001-14003 ORANGE AVE PARAMOUNT, CA

#### Lease Renewal

TENANT	A.M. Castle & Co.
LANDLORD	DREES 14003 Orange
SIZE	282,000 SF
TERM	84 Months
START RATE	\$1.89 IG
RENT ADJUSTMENT	4% Annual Increases



#### 1001 W WALNUT ST COMPTON, CA

#### Lease Comparable

TENANT	Pinto Express
LANDLORD	Prologis
SIZE	100,000 SF
TERM	63 Months
START RATE	\$1.97 IG
RENT ADJUSTMENT	4% Annual Increases



#### 1380 CHARLES WILLARD ST CARSON, CA

#### Sublease Comparable

TENANT
LANDLORD
SIZE
TERM
START RATE
RENT ADJUSTMENT

Article.com General Mills 47,140 SF 38 Months \$1.95 IG 4% Annual Increases

THE KLABIN COMPANY





## 1111 WATSONCENTER RD, UNIT C CARSON, CA

Lease Comparable

TENANT	Silver Spring Electronics	TENANT	KGL America
LANDLORD	Del Rey Estates	LANDLORD	Summa Properties
SIZE	31,505 SF	SIZE	25,631 SF
TERM	84 Months	TERM	62 Months
START RATE	\$2.50 IG	START RATE	\$1.96 IG
RENT ADJUSTMENT	4% Annual Increases	RENT ADJUSTMENT	4.1% Annual Increases

## 10,000-50,000 SQUARE FEET

#### Class A

1830 W 205TH ST

**TORRANCE, CA** *Lease Comparable* 

\$2.45+ IG PSF

Class B

\$2.00+ IG PSF

Class C

\$1.90 IG PSF

## 50,000+ SQUARE FEET

Class A

\$2.35+ IG PSF

Class B

\$1.95+ IG PSF

Class C

\$1.75+ IG PSF

## SALE INTELLIGENCE





### 1303 W WALNUT PKWY COMPTON, CA

Sale Comparable

BUYER
SELLER
SIZE
SALE PRICE

Weida Freight Systems First Manassas 43,540 SF \$367.48 PSF

NOTES: Sold to neighbor.

#### 2500 THOMPSON ST LONG BEACH, CA Investment Sale Comparable

BUYERRexford IndustrialSELLERFelchco Investment GroupSIZE174,691 SFSALE PRICE\$115.92 PSF

NOTES: \$76.21 PSF land basis.

## USER PRICING

Users may be able to capitalize on rising CAP Rates.

\$350+ PSF

INSTITUTIONAL PRICING

\$325+ PSF

## CAPITALIZATION RATES

Increased borrowing rates have Institutional Capital players reevaluting pricing.

Superior Credit & Quality: 5.75%

Good Credit & Quality:6.25%

Stabilized Development: 6.5%

## LAND VALUES





## 2903 LYNWOOD RD LYNWOOD, CA

Land Sale Comparable

BUYER	Denver Pallets				
SELLER	Various Private Trust				
SIZE	1.53 Acres				
SALE PRICE	\$152.85 PLSF				
NOTES: Owner User sale.					

## 411 E GREENLEAF BLVD COMPTON, CA

Land Sale Comparable

BUYER	Kinko Investment
SELLER	MW Fingerhut
SIZE	0.94 Acres
SALE PRICE	\$139.79 PLSF
<b>NOTES:</b> 13,958 SF	metal building on-site

## CURRENT LAND VALUES

Land values are undergoing a repricing due to interest rates and risk profiles.

## Land Values

\$125 PSF - \$150 PSF

#### Surface Use Lease Rates 85¢ PSF - \$1.05 PSF IG

## HISTORIC LAND VALUES

- 8 Land Values: \$75 PSF 8 Surface Lease Rates: 45¢ PSF NET
- 8Land Values: \$35 PSF5Surface Lease Rates: 25¢ PSF NET
- *Land Values:* \$20 PSF *Surface Lease Rates:* 15¢ PSF NET



#### 15326 S FIGUEROA ST UNINCORP. LA (GARDENA P.O.), CA

Land Lease Comparable

TENANT	360 New Way
LANDLORD	Huniu Family Trust
SIZE	2.03 Acres
START RATE	\$1.075 IG

**NOTES:** CUP in place through 2034 allowing truck/container yard. 5,760 SF building on-stie.



#### 14521 S AVALON BLVD UNINCORP. LA (GARDENA P.O.), CA

Land Sublease Comparable

TENANT	HHM International
LANDLORD	Corridor Recycling
SIZE	1.89 Acres
START RATE	\$1.02 IG

NOTES: 4-year sublease.

THE CURRENT MARKET FEELS LIKE A PROLONGED SUMMER HANGOVER. THE PHONES AREN'T RINGING AND FEW PEOPLE SEEM TO BE WORKING ON FRIDAY. YET, THERE'S STILL OPPORTUNITY OUT THERE AND IT'S A GREAT TIME TO REMIND OUR YOUNGER AGENTS THAT IT'S TIME TO GO BACK TO THE BASICS. DON'T SIT STILL. HIT THE PHONES AND GET IN FRONT OF PEOPLE.

-Matt Stringfellow, SIOR

The South Bay 100 is updated monthly by personally verifying the availability, timing, and expenses for each property. It's our goal to provide real time information for marketed, off market, and future availabilities. We hope you find value in our detailed report. SOUTH BAY 100 REPORT OCTOBER 2023

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Existing Buildings

## Existing Buildings

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
1	2226 E 223rd St., Carson Panattoni (7/21) Vacant	97,121	6,981	32'	ESFR	185' Shared	15	\$2.05 N	\$.33	New construction. Class A.
2	475 W Manville St., Compton Marathon Distribution-Sublessor (6/23) Occupied	98,013	2,000	24'	.45/3000	Varies	14	\$1.50 N	\$.20	Sublease through 2/28/27. Class B.
3	450 W Apra St., Compton AQP Property Management (9/23) Occupied	98,700	5,100	24'	.45/3000	Varies	9	\$1.75 N	\$.33	Available 12/1/23. Class B.
4	255 W Carob St., Compton Prologis (2/23) Vacant	100,000	5,580	22'	.33/3000	125'	10	\$1.90 N	\$.26	Distribution warehouse. Class B.
5	2220 E Carson St., Carson STG-Sublessor (8/23) Occupied	100,000	3,478	22'	Yes	Varies	13	\$1.65 G	N/A	Sublease through 10/31/27. Class B.
6	14220 S Main St., Los Angeles Bridge Development (6/20) Vacant	100,528	10,610	32'	ESFR	137'	12	\$2.25 N	\$.33	New construction. Class A.
7	1825 S Acacia Ave., Compton Laskey-Weil Co. (7/23) Occupied	103,048	7,240	22'	Yes	Varies	14	\$1.95 G	N/A	Available 2/1/24. Class B.
8	2883 E Victoria St., Rancho Dominguez CenterPoint (12/22) Vacant	105,411	3,000	19'	Yes	125'	22	TBD	\$.21	Good yard. Class B.
9	19301 Prairie Ave., Torrance Kearny (7/22) Vacant	106,833	7,500	32'	ESFR	140'	17	\$2.30 N	\$.49	New construction. Class A.
10	159 E Rosecrans Ave., Los Angeles Bridge Development (6/20) Vacant	107,733	10,000	32'	ESFR	138'	14	\$2.25 N	\$.31	New construction. Class A.
11	2511 S Edison Wy., Compton Prudential (9/22) Vacant	109,134	4,037	21'-26'	.45/3000	91'-147'	21	\$1.95 N	\$.35	Loading on 2 sides. Class B.
12	3700 Cover St., Long Beach Prologis (7/23) Occupied	110,000	20,000	30'	ESFR	Varies	10	TBD	TBD	Available in 30 days. Class A.
13	3040 E Ana St., Rancho Dominguez JCQ Properties (9/22) Vacant	115,814	21,354	19'-21'	Yes	110'	8	\$1.40 G	N/A	Loading off of street. Class B.
14	775 W Manville St., Compton Prologis (2/23) Vacant	116,263	6,870	22'	Yes	Varies	20	\$1.90 N	\$.36	Distribution facility. Class B.
15	1041 E 230th St., Carson Watson Land Company (3/23) Vacant	119,668	4,375	32'	ESFR	147'	28	TBD	\$.19	Available now. Overweight corridor. Class A.

## SOUTH BAY 100 REPORT

## Existing Buildings Continued...

## Existing Buildings

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
16	801 W Artesia Blvd., Compton Prologis (2/23) Vacant	120,000	10,000	22'	Yes	129'	6	\$1.90 N	\$.29	Available now. Class B.
17	14400 S Figueroa St., Bldg 1, Gardena Rexford (1/23) Occupied	120,700	TBD	22'	Yes	Varies	0	TBD	TBD	Two ground level buildings. Site may be redeveloped. Class C.
18	15500 S Main St., Gardena Robolap, LLC (8/23) Occupied	120,881	15,300	18'- <b>32'</b>	Yes	Varies	18	N/A	N/A	For sale. Two freestanding buildings. Class B.
19	17006 Figueroa St., Carson Cypress Management Co (9/23) Occupied	123,189	3,273	22'	Yes	Varies	170	\$1.43 N	\$.10	Available 2/1/24. Class B.
20	20444 S Reeves Ave., Carson IDI Logistics (6/23) Occupied	131,289	2.774	24'	.45/3000	Varies	14	TBD	\$.32	Available 1/1/24. Active rail. Class B.
21	601 W Carob St., Compton Puma-Sublessor (5/23) Occupied	134,000	300	22'	Yes	Varies	21	\$1.75 G	N/A	Available in 30 days. Up to 234,600 SF available. Sublease through 6/30/26. Class B.
22	2136 E 223rd St., Carson Panattoni (7/21) Vacant	134,114	7,468	32'	ESFR	134'	23	\$2.05 N	\$.33	New construction. Class A.
23	16325 S Main St., Gardena Link (3/23) Vacant	138,610	4,816	20'-26'	ESFR	190' Shared	23	\$2.15 N	\$.36	Available 11/1/23. Under refurbishement. Class B.
24	1925 Dominguez St., Carson Brookfield Properties (6/23) Occupied	150,000	12,000	24'	Yes	Varies	17	TBD	\$.40	Available 12/1/23. Class B.
25	1580 Francisco St., Los Angeles Prologis (9/21) Vacant	199,927	31,818	30'	ESFR	145'	33	\$2.30 N	TBD	High image office. Class A.
26	20850 S Normandie Ave Bridge Industrial (1/22) Vacant	203,877	10,000	32'	ESFR	189'	21	TBD	\$.34	New construction. Class A.
27	1855 W 139th St., Gardena Z Gallerie-Sublessor (5/23) Occupied	230,891	24,000	22'-28'	Yes	157'	24	\$1.50 N	\$.28	Available in 30 days. Sublease through 8/31/25. Class B.
28	2315 E Pacifica PI., Rancho Dominguez Defili-Sublessor (7/23) Occupied	244,177	10,416	30'	ESFR	Varies	34	\$1.50 N	\$.30	Available in 30 days. Sublease through 8/31/26. Class A.
29	771 Watson Center Rd., Carson Watson Land Company (3/23) Occupied	258,678	5,500	25'	Yes	Varies	56	TBD	\$.26	8 acres extra land. Class B.
30	2201 E Dominguez St., Carson Prologis (4/23) Vacant	272,910	40,389	24'	Yes	Varies	24	\$1.80 N	\$.31	High image office. Class B.
31	18120 Bishop Ave., Carson Watson Land Company (6/23) Occupied	290,034	5,694	32'	ESFR	185'	65	TBD	\$.25	Available 1/1/24. Class A.
32	2000 E Carson St., Carson Watson Land Company (6/23) Occupied	293,800	6,265	25'-28'	ESFR	162'	54	TBD	\$.16	Available 12/1/23. Class B.
33	2501 Rosecrans Ave., Compton JP Morgan (1/23) Occupied	298,474	TBD	26'-29'	TBD	200'+	48	\$2.20 N	\$.30	Available 12/1/23. Extra yard. Class B.

## SOUTH BAY 100 REPORT

Existing Buildings Continued & Under Construction

## Existing Buildings

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
34	19200 S Western Ave., Los Angeles DWS (1/23) Vacant	315,256	9,485	30'	ESFR	150'	38	\$2.35 N	\$.16	High image distribution warehouse. Class A.
35	19501 Prairie Ave., Torrance Oaktree (7/22) Vacant	320,771	10,000	36'	ESFR	343'	30	\$2.30 N	\$.49	New construction. Class A.
36	1650 Glenn Curtiss St., Carson Carson Companies (5/22) Vacant	338,932	41,517	30'	ESFR	130'-180'	74	\$2.30 N	\$.19	Crossdock. Class A.
37	350 Westmont Dr., San Pedro BlackRock (7/23) Occupied	338,899	6,300	30'	ESFR	175'	51	TBD	\$.21	Available 5/1/24. Class A.
38	2400 E Artesia Blvd., Long Beach Bridge Development (9/23) Occupied	415,160	5,338	36'	ESFR	185'	53	\$1.95 N	\$.43	Available in 30 days. Sublease through 9/30/26. Class A.

#### **Under Construction**

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
1	219 W Gardena Blvd., Carson Link (3/23)	102,083	4,975	36'	ESFR	Varies	25	TBD	TBD	Estimated completion Q2 2024.
2	3555 Conant St., Bldg 23, Long Beach Sares Regis (3/23)	112,964	13,363	32'	ESFR	135'	18	TBD	TBD	Estimated completion Q2 2024.
3	16627 S Avalon Blvd., Carson CenterPoint (3/23)	113,470	TBD	32'	Yes	143'	23	\$2.15 N	\$.38	Estimated completion Q2 2024.
4	1055 Sandhill Ave., Carson Rexford Industrial (6/20)	127,930	7,296	32'	ESFR	130'	20	TBD	TBD	Estimated completion Q2 2024.
5	1940 190th St., Torrance Sares Regis (8/23)	128,521	12,992	32'	ESFR	136'	14	TBD	TBD	Estimated completion Q3 2024.
6	19400 Western Ave., Torrance Sares Regis (8/23)	136,388	12,910	32'	ESFR	136'	24	TBD	TBD	Estimated completion Q4 2024.
7	19404 Gramercy PI., Torrance Sares Regis (8/23)	145,711	12,970	32'	ESFR	136'	25	TBD	TBD	Estimated completion Q4 2024.
8	3590 Conant St., Bldg 22, Long Beach Sares Regis (3/23)	150,051	13,157	32'	ESFR	135'	18	TBD	TBD	Estimated completion Q1 2024.
9	3550 Conant St., Bldg 25, Long Beach Sares Regis (3/23)	152,444	12,948	32'	ESFR	135'	23	TBD	TBD	Estimated completion Q1 2024.
10	3470 Conant St., Bldg 24, Long Beach Sares Regis (3/23)	163,553	12,973	32'	ESFR	135'	25	TBD	TBD	Estimated completion Q1 2024.

#### SOUTH BAY 100 REPORT

Under Construction Continued & Planned

#### **Under Construction**

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
11	935 E Watson Center Rd., Carson Watson Land Company (7/23)	165,440	9,962	36'	ESFR	185'	47	TBD	TBD	Estimated completion Q2 2024.
12	1355 W Sepulveda Blvd., Torrance Bridge Development (9/21)	174,211	9,644	36'	ESFR	135'	21	\$2.40 N	\$.37	Estimated completion Q4 2023.
13	112 W Alondra Blvd., Bldg 1, Carson Link (3/23)	181,810	6,270	36'	ESFR	185'	27	TBD	TBD	Estimated completion Q2 2024.
14	20100 Alameda St., Rancho Dominguez Crown Associates (11/22)	205,435	10,255	36'	ESFR	137'	30	\$2.40 G	N/A	Estimated completion Q4 2023. Extra land.
15	2001 E Dominguez St., Carson Brookfield Properties (8/23)	429,112	13,042	42'	ESFR	Varies	68	TBD	TBD	Estimated completion Q4 2024.
16	2401 E Wardlow Rd., Long Beach Goodman (7/23)	505,043	5,000	40'	ESFR	187'- 240'	61	TBD	TBD	Estimated completion Q4 2024.

#### Planned

	ADDRESS OWNER	SIZE	OFFICE	CEILING HEIGHT	SPKLR	YARD DEPTH	TH POS	RENT/ PRICE	N TO G (EST.)	COMMENTS
1	2550 Orange Ave., Signal Hill Centerpointe (12/21)	100,147	BTS	36'	ESFR	TBD	17	TBD	TBD	Planned. Estimated completion Q3 2024.
2	Figueroa Street Business Park, Carson Xebec (3/22)	111,200	10,400	32'	ESFR	140'	11	TBD	TBD	Planned. Estimated completion Q3 2024. Subject to entitlements.
3	1900 W 190th St., Torrance Sares-Regis (9/22)	141,926	13,196	32'	ESFR	136'	14	TBD	TBD	Planned. Estimated completion Q3 2024.
4	1600 W 135th St., Gardena OMP (6/22)	190,860	10,000	36'	ESFR	185'	22	TBD	TBD	Planned. Estimated completion Q3 2024.
5	2401 E Wardlow Rd., Long Beach Goodman (11/22)	500,000	BTS	36	ESFR	TBD	TBD	TBD	TBD	Planned. Estimated completion Q3 2024.



## THE KLABIN COMPANY FINALIZES MORE THAN \$10.1 MILLION LAND SALE IN LYNWOOD

## Denver Pallets, Inc. acquires 66,450-square-foot parcel for storage, repair and distribution of wood pallets.

The Klabin Company/CORFAC International announced it finalized the sale of a 66,450-square-foot parcel of land at 2903 Lynwood Road in Lynwood, Calif.

The Klabin Company's Matt Stringfellow, SIOR, Courtney Bell and Tyler Rollema, SIOR, represented the private seller in the transaction valued at \$10,157,000.

The buyer was Denver Pallets, Inc., a local leader in the storage, repair and distribution of wood pallets. It was represented by Bill and Martha Neri of Neri Real Estate Group.

The 1.53-acre site at 2903 Lynwood Road is centrally located in Lynwood, an emerging industrial market in the southern part of Los Angeles County. The property has convenient access to two major

freeways: Interstate 105 and Interstate 710.

"This is a great outcome for the Seller, which, after years of ownership, has sold the property to a user at a premium in what has become a challenging market," said Stringfellow. "The new owner, like the previous tenant, will be using the site for pallet storage, repair and distribution."



## A.M. CASTLE & CO. RENEWS AND EXPANDS LOS ANGELES OPERATIONS WITH MULTI-YEAR LEASE OF PREMIER INDUSTRIAL FACILITY IN PARAMOUNT, CALIF.

The Klabin Company represents building owner, Drees 14003 Orange, LLC, in 84-month lease transaction for 282,000 square feet valued at over \$46 million.

The Klabin Company/CORFAC International announced it finalized a long term lease renewal and expansion at 14001-14003 Orange Ave in Paramount, Calif., on behalf of Drees 14003 Orange, LLC, owner of the premier industrial facility. The tenant is A.M. Castle & Co., a leading provider of metals, services and supply chain solutions who will expand its operations from a portion of the building to the entire 282,000-square-foot property.

The Klabin Company's Team Noack—comprised of Warren, Kimberly and Travis Noack—along with Frank Schulz and Tyler Rollema, represented the Landlord, Ed Drees, in the 84-month lease transaction valued at over \$46 million. Team Noack's relationship with Mr. Drees dates back over 35 years and included the transaction in 2008 when it represented him in the acquisition of the subject property. A.M Castle & Co. was represented by Fisher and Co. Real Estate Services.

The expansive, concrete tilt-up building at 14001-14003 Orange Ave includes 40,542 square feet of office space, a portion of which will be fully refurbished for A.M. Castle. The property offers an excellent distribution location with immediate access to the 710, 105 and 91 freeways. It features 270 parking spaces, 20 dock-high loading positions, seven ground-level doors and 39' minimum ceiling height.

"A.M. Castle had an immediate need for more space and was interested in expanding into the entire square footage offered in this well-located property," said Warren Noack. "They've been an excellent tenant for our client for many years, so when the opportunity to renew them and provide them with the ability to expand into the balance of the building came about, it was a win-win. We're pleased to have negotiated this longterm renewal so that both parties can extend their relationship for years to come."



## STRONG LEADERSHIP IS CRUCIAL TO OUR SUCCESS, AND YOURS.

WE NEVER FORGET THE HUMAN ELEMENT.



- WE BELIEVE THE FORMULA FOR A WINNING TEAM IS BALANCE.
- OVER SIX DECADES OF
  EXCELLENCE.
- WE'RE ON YOUR TEAM, FROM GRAND IDEA TO GRAND OPENING
- COMMITMENT TO TRANSPARENCY AND COLLABORATION.





#### FIRST CLASS PEOPLE, FIRST CLASS PROPERTIES



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OUR STRENGTH, OUR PEOPLE 18



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