

How's business?

"The current strength of Los Angeles' industrial market is best judged on a submarket-by-submarket basis, with institutional-quality or larger-size product located in the tightest occupied markets faring best. However, smaller spaces, typically purchased or leased by lesser-capitalized businesses, are starting to face weakening demand, particularly from buyers. Expensive land that was only able to support new development of small buildings for sale has become less viable due to constrained financial markets and weakening product demand. Although overall transactional volume has dropped, value-driven investors, such as Rexford Industrial positioned with strong financing capacity, are actually increasing purchasing activity to capitalize upon these market dynamics."



— **Howard Schwimmer,**
co-founder &
managing partner,
Rexford Industrial