

# 1.25M SF

Every \$1 billion of goods sold through e-commerce channels requires more than 1.25M SF of industrial real estate space.

# 29M SF

Demand for industrial real estate space in the U.S. exceeded supply by approx. 29M SF in 2018.

# 23%

Black Friday 2018 sales were up 23% for 2017, setting a new record.



# 7%

Availability of industrial real estate space in the U.S. fell to 7% in 2018, the lowest point since 2000.

# 7.5%

Total U.S. e-commerce sales are expected to grow an average of 7.5% year-over-year through 2022.



## WHY INDUSTRIAL? WHY NOW?

### Warehouse Availability Reaches Lowest Point Since 2000

E-commerce has been the major factor in the increased need for both regional distribution warehouses and infill/last mile distribution facilities. Continued demand for space, paired with historically low industrial real estate vacancies nationwide, has left the sector in a tight space and provides an exciting opportunity to invest in industrial real estate development.

<https://xebecrealty.com/>



#### SOURCES:

1M SF section - Statista; 7.5% section - CBRE; 23% section - CNBC - CBRE; 29M SF - CBRE; 7%