

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 or 15(d) of  
The Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): October 29, 2019**

**REXFORD INDUSTRIAL REALTY, INC.**

(Exact name of registrant as specified in its charter)

**Maryland**  
(State or other jurisdiction of  
incorporation)

**001-36008**  
(Commission File Number)

**46-2024407**  
(IRS Employer Identification No.)

**11620 Wilshire Boulevard, Suite 1000**

**Los Angeles**

**California**

(Address of principal executive offices)

**90025**

(Zip Code)

**Registrant's telephone number, including area code: (310) 966-1680**

N/A  
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading symbols	Name of each exchange on which registered
Common Stock, \$0.01 par value	REXR	New York Stock Exchange
5.875% Series A Cumulative Redeemable Preferred Stock	REXR-PA	New York Stock Exchange
5.875% Series B Cumulative Redeemable Preferred Stock	REXR-PB	New York Stock Exchange
5.625% Series C Cumulative Redeemable Preferred Stock	REXR-PC	New York Stock Exchange

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this chapter).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

## ITEM 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On October 29, 2019, Rexford Industrial Realty, Inc. (“Rexford Industrial”) issued a press release announcing its earnings for the quarter ended September 30, 2019, and distributed certain supplemental financial information. On October 29, 2019, Rexford Industrial also posted the supplemental financial information on its website located at [www.rexfordindustrial.com](http://www.rexfordindustrial.com). Copies of the press release and supplemental financial information are furnished herewith as Exhibits 99.1 and 99.2, respectively.

The information included in this Current Report on Form 8-K under this Item 2.02 (including Exhibits 99.1 and 99.2 hereto) are being “furnished” and shall not be deemed to be “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of the Exchange Act, nor shall it be incorporated by reference into a filing under the Securities Act of 1933, as amended (the “Securities Act”), or the Exchange Act, except as shall be expressly set forth by specific reference in such filing.

## ITEM 7.01 REGULATION FD DISCLOSURE

As discussed in Item 2.02 above, Rexford Industrial issued a press release announcing its earnings for the quarter ended September 30, 2019 and distributed certain supplemental information. On October 29, 2019, Rexford Industrial also posted the supplemental financial information on its website located at [www.rexfordindustrial.com](http://www.rexfordindustrial.com).

The information included in this Current Report on Form 8-K under this Item 7.01 (including Exhibit 99.1 and 99.2 hereto) is being “furnished” and shall not be deemed to be “filed” for the purposes of the Exchange Act, or otherwise subject to the liabilities of the Exchange Act, nor shall it be incorporated by reference into a filing under the Securities Act or the Exchange Act, except as shall be expressly set forth by specific reference in such filing. The information included in this Current Report on Form 8-K under this Item 7.01 (including Exhibit 99.1 and 99.2 hereto) will not be deemed an admission as to the materiality of any information required to be disclosed solely to satisfy the requirements of Regulation FD.

## ITEM 9.01 FINANCIAL STATEMENTS AND EXHIBITS

(d) Exhibits.

<b>Exhibit Number</b>	<b>Description</b>
99.1	Press Release Dated October 29, 2019
99.2	Third Quarter 2019 Supplemental Financial Report
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

October 29, 2019

Rexford Industrial Realty, Inc.

/s/ Michael S. Frankel

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Michael S. Frankel  
Co-Chief Executive Officer  
(Principal Executive Officer)

October 29, 2019

Rexford Industrial Realty, Inc.

/s/ Howard Schwimmer

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Howard Schwimmer  
Co-Chief Executive Officer  
(Principal Executive Officer)

## EXHIBIT INDEX

<u>Exhibit Number</u>	<u>Description</u>
99.1	<a href="#">Press Release Dated October 29, 2019</a>
99.2	<a href="#">Third Quarter 2019 Supplemental Financial Report</a>
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)



## REXFORD INDUSTRIAL ANNOUNCES THIRD QUARTER 2019 FINANCIAL RESULTS

- Net Income Attributable to Common Stockholders of \$9.7M, or \$0.09 per Diluted Share -
  - Company Share of Core FFO of \$33.9M, Up 30.0% Compared to 3Q 2018 -
- Company Share of Core FFO of \$0.31 per Diluted Share, Up 10.7% Compared to 3Q 2018 -
- Consolidated Portfolio NOI and Cash NOI Up 23.5% and 22.2%, Respectively, Over 3Q 2018 -
- Same Property Portfolio NOI and Cash NOI Up 5.2% and 6.8%, Respectively, Over 3Q 2018 -
  - GAAP Releasing Spreads of 31.2% and Cash Releasing Spreads of 19.4% -
  - Stabilized Same Property Portfolio Ending Occupancy of 97.7% -
- Acquired Nine Industrial Properties for an Aggregate Purchase Price of \$226.5 million -

**Los Angeles, California - October 29, 2019** - Rexford Industrial Realty, Inc. (the "Company" or "Rexford Industrial") (NYSE: REXR), a real estate investment trust ("REIT") that specializes in acquiring, owning and operating industrial properties located in Southern California infill markets, today announced financial and operating results for the third quarter of 2019.

### Third Quarter 2019 Financial and Operational Highlights:

- Net income attributable to common stockholders of \$0.09 per diluted share for the quarter ended September 30, 2019, compared to \$0.07 per diluted share for the third quarter of last year.
- Company share of Core FFO increased 30.0% year-over-year to \$33.9 million for the quarter ended September 30, 2019.
- Company share of Core FFO per diluted share increased 10.7% year-over-year to \$0.31 per diluted share for the quarter ended September 30, 2019.
- Total rental income of \$67.0 million, which represents an increase of 23.0% year-over-year.
- Consolidated Portfolio Net Operating Income (NOI) of \$50.9 million, which represents an increase of 23.5% year-over-year.
- Consolidated Portfolio Cash NOI of \$46.7 million, which represents an increase of 22.2% year-over-year.
- Same Property Portfolio NOI increased 5.2% compared to the third quarter of 2018, driven by a 4.8% increase in Same Property Portfolio rental income and a 3.7% increase in Same Property Portfolio operating expenses.
- Same Property Portfolio Cash NOI increased 6.8% compared to the third quarter of 2018.
- Stabilized Same Property Portfolio NOI increased 2.7% compared to the third quarter of 2018.
- Stabilized Same Property Portfolio Cash NOI increased 4.1% compared to the third quarter of 2018.
- Signed new and renewal leases totaling 1,015,097 rentable square feet. Rental rates on new and renewal leases were 31.2% higher than prior rents on a GAAP basis and 19.4% higher on a cash basis.
- At September 30, 2019, the Stabilized Same Property Portfolio occupancy was 97.7% and the Same Property Portfolio occupancy, inclusive of assets in value-add repositioning, was 97.0%.
- At September 30, 2019, the consolidated portfolio, including repositioning assets, was 95.0% leased and 94.9% occupied and the consolidated portfolio, excluding repositioning assets aggregating approximately 0.7 million rentable square feet, was 97.6% leased and 97.5% occupied.
- The Company ended the quarter with low leverage measured by a debt-to-enterprise value ratio of 11.2%.
- During the third quarter of 2019, the Company acquired nine industrial properties for an aggregate purchase price of \$226.5 million.

"We are pleased with the exceptional results generated by the Rexford platform through strong execution of our leasing, asset management, value-add repositioning and investment strategies. Our team drove Core FFO up by 30.0%, which increased by 10.7% on a per share basis, all while maintaining a low leverage balance sheet profile with debt-to-enterprise value of 11.2% at quarter end," stated Michael Frankel and Howard Schwimmer, Co-Chief Executive Officers of the Company. "Tenant demand fundamentals remain strong, with the supply-demand imbalance persisting within our low-supply, high-barrier target infill Southern California markets. We achieved Same Property Portfolio NOI growth of 5.2% on a GAAP basis and 6.8% on a cash basis as we continue to capture attractive leasing spreads on both a GAAP and cash basis, which were 31.2% and 19.4%, respectively. Furthermore, we completed \$226.5 million of new investments during the quarter, plus an additional \$60.8 million of acquisitions since the end of the third quarter, bringing our year-to-date investment activity to over \$773 million of industrial property within prime infill Southern California locations. As we look forward, we are excited at the prospects to create shareholder value through the execution of our unique internal and external growth strategies."

#### **Financial Results:**

The Company reported net income attributable to common stockholders of \$9.7 million, or \$0.09 per diluted share, for the three months ended September 30, 2019, as compared to net income attributable to common stockholders of \$6.3 million, or \$0.07 per diluted share, for the three months ended September 30, 2018.

The Company reported net income attributable to common stockholders of \$30.6 million, or \$0.29 per diluted share, for the nine months ended September 30, 2019, as compared to net income attributable to common stockholders of \$23.7 million, or \$0.28 per diluted share, for the nine months ended September 30, 2018. Net income for the nine months ended September 30, 2019, includes \$5.7 million of gains on sale of real estate, as compared to \$11.6 million for the nine months ended September 30, 2018.

The Company reported Company share of Core FFO of \$33.9 million, or \$0.31 per diluted share of common stock, for the three months ended September 30, 2019, as compared to Company share of Core FFO of \$26.1 million, or \$0.28 per diluted share of common stock, for the three months ended September 30, 2018. Amounts are adjusted for non-core expenses (\$122,000 reported during the third quarter of 2019 and \$106,000 reported during the third quarter of 2018).

The Company reported Company share of Core FFO of \$95.3 million, or \$0.91 per diluted share of common stock, for the nine months ended September 30, 2019, as compared to Company share of Core FFO of \$70.4 million, or \$0.83 per diluted share of common stock, for the nine months ended September 30, 2018. Amounts are adjusted for non-core expenses (\$174,000 reported during the nine months ended September 30, 2019 and \$152,000 reported during the nine months ended September 30, 2018).

For the three months ended September 30, 2019, the Company's consolidated portfolio NOI increased 23.5% compared to the third quarter of 2018 and the Company's consolidated portfolio Cash NOI increased 22.2% compared to the third quarter of 2018.

For the nine months ended September 30, 2019, the Company's consolidated portfolio NOI increased 24.6% compared to the nine months ended September 30, 2018, and the Company's consolidated portfolio Cash NOI increased 25.1% compared to the nine months ended September 30, 2018.

For the three months ended September 30, 2019, the Company's Same Property Portfolio NOI increased 5.2% compared to the third quarter of 2018, driven by a 4.8% increase in Same Property Portfolio rental income and a 3.7% increase in Same Property Portfolio expenses. Same Property Portfolio Cash NOI increased 6.8% compared to the third quarter of 2018. Stabilized Same Property Portfolio NOI increased 2.7% in the third quarter of 2019 compared to the third quarter of 2018 and Stabilized Same Property Portfolio Cash NOI increased 4.1% in the third quarter of 2019 compared to the third quarter of 2018.

For the nine months ended September 30, 2019, the Company's Same Property Portfolio NOI increased 6.6% compared to the nine months ended September 30, 2018, driven by a 5.4% increase in Same Property Portfolio rental income and a 1.5% increase in Same Property Portfolio expenses. Same Property Portfolio Cash NOI increased 9.3% compared to the nine months ended September 30, 2018. Stabilized Same Property Portfolio NOI increased 3.7% during the nine months ended September 30, 2019, compared to the nine months ended September 30, 2018, and Stabilized Same Property Portfolio Cash NOI increased 6.5% during the nine months ended September 30, 2019, compared to the nine months ended September 30, 2018.

#### **Operating Results:**

During the third quarter of 2019, the Company signed 91 new and renewal leases totaling 1,015,097 rentable square feet. Average rental rates on comparable new and renewal leases were up 31.2% on a GAAP basis and up 19.4% on a cash basis. The Company signed 40 new leases for 396,115 rentable square feet, with GAAP rents up 38.2% compared to the prior in-place leases. The Company signed 51 renewal leases for 618,982 rentable square feet, with GAAP rents up 29.1% compared to the prior in-place leases. For the 40 new leases, cash rents increased 26.1%, and for the 51 renewal leases, cash rents were up 17.5%, compared to the ending cash rents for the prior leases.

At September 30, 2019, the Stabilized Same Property Portfolio occupancy was 97.7% and the Same Property Portfolio occupancy, including value-add repositioning assets, was 97.0%. At September 30, 2019, the Company's consolidated portfolio, excluding value-add repositioning assets, was 97.5% occupied and the Company's consolidated portfolio, including value-add repositioning assets, was 94.9% occupied.

The Company has included in a supplemental information package the detailed results and operating statistics that reflect the activities of the Company for the three months ended September 30, 2019. See below for information regarding the supplemental information package.

#### **Transaction Activity:**

In the third quarter 2019, the Company acquired nine properties, for an aggregate purchase price of \$226.5 million, as detailed below. Additionally, the Company sold one industrial unit for \$1.26 million.

In July 2019, the Company acquired:

- 3340 N. San Fernando Road, a one-acre paved land parcel located in the Los Angeles - San Fernando Valley submarket, for \$3.0 million, or \$69 per land square foot. The land parcel is part of the Company's Glendale Commerce Center industrial park and was previously operated under a ground lease.
- 5725 Eastgate Drive, a single-tenant industrial building containing 27,267 square feet on 3.78 acres of land, located in the Central San Diego submarket, for \$8.2 million, or \$299 per square foot. At closing, the Company signed a new long-term lease with a national tenant providing for immediate occupancy.

In August 2019, the Company acquired:

- 18115 S. Main Street, a 100% leased single-tenant industrial building containing 42,270 square feet on 2.74 acres of land, located in the Los Angeles - South Bay submarket, for \$6.8 million, or \$160 per square foot.
- 3150 E. Ana Street, a 100% leased single-tenant industrial building containing 105,970 square feet on 6.06 acres of land, located in the Los Angeles - South Bay submarket, for \$18.8 million, or \$177 per square foot.
- 1402 Avenida Del Oro, a 100% leased single-tenant industrial building containing 311,995 square feet on 38.6 acres of land, located in the North San Diego submarket, for \$73.6 million, or \$236 per square foot.

In September 2019, the Company acquired:

- 9607-9623 Imperial Highway, a 100% leased 3.68-acre trucking and container yard located in the Los Angeles - Mid-Counties submarket, for \$10.5 million, or \$65 per land square foot.

- 12200 Bellflower Boulevard, a 100% leased 5.87-acre land site containing 54,161 square feet of buildings, located in the Los Angeles - Mid-Counties submarket, for \$16.3 million, or \$64 per land square foot.
- Storm Parkway, a 91% leased industrial complex containing four single-tenant buildings and four two-tenant buildings totaling 267,503 square feet on 14.23 acres of land, located in the Los Angeles - South Bay submarket, for \$66.2 million or \$247 per square foot.
- 2328 Teller Road, a 93% leased multi-tenant industrial complex containing 126,317 square feet on 8.11 acres of land, located in the Ventura County submarket, for \$23.3 million or \$184 per square foot.

Subsequent to the end of the third quarter 2019, the Company acquired three industrial properties for an aggregate purchase price of \$60.8 million.

#### **Balance Sheet:**

In September 2019, the Company issued 3,450,000 shares of its 5.625% Series C Cumulative Redeemable Preferred Stock at \$25.00 per share, for net proceeds of approximately \$83.3 million after deducting the underwriting discount and offering expenses.

During the quarter ended September 30, 2019, the Company issued 1,172,083 shares of common stock under its at-the-market equity offering program (ATM program). The shares were issued at a weighted average price of \$44.24 per share, providing gross proceeds of approximately \$51.9 million and net proceeds of approximately \$51.1 million. As of September 30, 2019, the current ATM program had approximately \$483.1 million of remaining capacity.

In July 2019, the Company issued through a private placement \$25 million of 10-year senior guaranteed notes carrying a fixed annual interest rate of 3.88% and \$75 million of 15-year senior guaranteed notes carrying a fixed annual interest rate of 4.03%.

As of September 30, 2019, the Company had \$861.0 million of outstanding debt, with an average interest rate of 3.56% and an average term-to-maturity of 5.8 years. As of September 30, 2019, \$802.5 million, or 93%, of the Company's outstanding debt was fixed-rate with an average interest rate of 3.55% and an average term-to-maturity of 5.9 years. The remaining \$58.5 million, or 7%, of the Company's outstanding debt was floating-rate, with an average interest rate of LIBOR + 1.70% and an average term-to-maturity of 3.8 years.

#### **Guidance**

The Company is reiterating and increasing its full year 2019 guidance as follows:

- Net income attributable to common stockholders increased to a range of \$0.41 to \$0.43 per diluted share
- Company share of Core FFO increased to a range of \$1.20 to \$1.22 per diluted share
- Year-end Same Property Portfolio occupancy within a range of 96.0% to 97.0%
- Year-end Stabilized Same Property Portfolio occupancy within a range of 97.0% to 97.5%
- Same Property Portfolio NOI growth for the year increased to a range of 5.5% to 6.5%
- Stabilized Same Property Portfolio NOI growth for the year within a range of 3.5% to 4.0%
- General and administrative expenses increased to a range of \$29.5 million to \$30.0 million

The Core FFO guidance refers only to the Company's in-place portfolio as of October 29, 2019, and does not include any assumptions for acquisitions, dispositions or balance sheet activities that may or may not occur through the end of the year. A number of factors could impact the Company's ability to deliver results in line with its guidance, including, but not limited to, interest rates, the economy, the supply and demand of industrial real estate, the availability and terms of financing to the Company or to potential acquirers of real estate and the timing and yields for divestment and investment. There can be no assurance that the Company can achieve such results.

#### **Dividends:**

On October 28, 2019, the Company's Board of Directors declared a dividend in the amount of \$0.185 per share for the fourth quarter of 2019, payable in cash on January 15, 2020, to common stockholders and common unit holders of record as of December 31, 2019.



On October 28, 2019, the Company's Board of Directors declared a quarterly dividend of \$0.367188 per share of its Series A Cumulative Redeemable Preferred Stock, a quarterly dividend of \$0.367188 per share of its Series B Cumulative Redeemable Preferred Stock and a pro-rated cash dividend of \$0.39453125 per share of its Series C Cumulative Redeemable Preferred Stock, in each case, payable in cash on December 31, 2019, to preferred stockholders of record as of December 13, 2019.

**Supplemental Information:**

Details regarding these results can be found in the Company's supplemental financial package available on the Company's investor relations website at [www.ir.rexfordindustrial.com](http://www.ir.rexfordindustrial.com).

**Earnings Release, Investor Conference Webcast and Conference Call:**

The Company will host a webcast and conference call on Wednesday, October 30, 2019, at 1:00 p.m. Eastern Time to review third quarter results and discuss recent events. The live webcast will be available on the Company's investor relations website at [ir.rexfordindustrial.com](http://ir.rexfordindustrial.com). To participate in the call, please dial 877-407-0789 (domestic) or 201-689-8562 (international). A replay of the conference call will be available through November 30, 2019, by dialing 844-512-2921 (domestic) or 412-317-6671 (international) and entering the pass code 13695225.

**About Rexford Industrial:**

Rexford Industrial, a real estate investment trust focused on owning and operating industrial properties throughout Southern California infill markets, owns 207 properties with approximately 25.2 million rentable square feet and manages an additional 19 properties with approximately 1.0 million rentable square feet.

For additional information, visit [www.rexfordindustrial.com](http://www.rexfordindustrial.com).

**Forward Looking Statements:**

This press release may contain forward-looking statements within the meaning of the federal securities laws, which are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. Forward-looking statements relate to expectations, beliefs, projections, future plans and strategies, anticipated events or trends and similar expressions concerning matters that are not historical facts. In some cases, you can identify forward-looking statements by the use of forward-looking terminology such as "may," "will," "should," "expects," "intends," "plans," "anticipates," "believes," "estimates," "predicts," or "potential" or the negative of these words and phrases or similar words or phrases which are predictions of or indicate future events or trends and which do not relate solely to historical matters. While forward-looking statements reflect the Company's good faith beliefs, assumptions and expectations, they are not guarantees of future performance. For a further discussion of these and other factors that could cause the Company's future results to differ materially from any forward-looking statements, see the reports and other filings by the Company with the U.S. Securities and Exchange Commission, including the Company's Annual Report on Form 10-K for the year ended December 31, 2018, and subsequent filings with the Securities and Exchange Commission. The Company disclaims any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, of new information, data or methods, future events or other changes.

## Definitions / Discussion of Non-GAAP Financial Measures:

**Funds from Operations (FFO):** We calculate FFO in accordance with the standards established by the National Association of Real Estate Investment Trusts ("NAREIT"). FFO represents net income (loss) (computed in accordance with GAAP), excluding gains (or losses) from sales of depreciable operating property, impairment losses, real estate related depreciation and amortization (excluding amortization of deferred financing costs) and after adjustments for unconsolidated partnerships and joint ventures. Management uses FFO as a supplemental performance measure because, in excluding real estate related depreciation and amortization, gains and losses from property dispositions, other than temporary impairments of unconsolidated real estate entities, and impairment on our investment in real estate, it provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. We also believe that, as a widely recognized measure of performance used by other REITs, FFO may be used by investors as a basis to compare our operating performance with that of other REITs. However, because FFO excludes depreciation and amortization and captures neither the changes in the value of our properties that result from use or market conditions nor the level of capital expenditures and leasing commissions necessary to maintain the operating performance of our properties, all of which have real economic effects and could materially impact our results from operations, the utility of FFO as a measure of our performance is limited. Other equity REITs may not calculate or interpret FFO in accordance with the NAREIT definition as we do, and, accordingly, our FFO may not be comparable to such other REITs' FFO. FFO should not be used as a measure of our liquidity and is not indicative of funds available for our cash needs, including our ability to pay dividends. FFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance. A reconciliation of net income, the nearest GAAP equivalent, to FFO is set forth below.

**Core Funds from Operations (Core FFO):** We calculate Core FFO by adjusting FFO to exclude the impact of certain items that we do not consider reflective of our core revenue or expense streams. These adjustments consist of acquisition expenses. Management believes that Core FFO is a useful supplemental measure as it provides a more meaningful and consistent comparison of operating performance and allows investors to more easily compare the Company's operating results. Because certain of these adjustments have a real economic impact on our financial condition and results from operations, the utility of Core FFO as a measure of our performance is limited. Other REITs may not calculate Core FFO in a consistent manner. Accordingly, our Core FFO may not be comparable to other REITs' Core FFO. Core FFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance. A reconciliation of FFO to Core FFO is set forth below.

### Reconciliation of Net Income Attributable to Common Stockholders per Diluted Share Guidance to Company share of Core FFO per Diluted Share Guidance:

The following is a reconciliation of the Company's 2019 guidance range of net income attributable to common stockholders per diluted share, the most directly comparable forward-looking GAAP financial measure, to Company share of Core FFO per diluted share.

	2019 Estimate	
	Low	High
Net income attributable to common stockholders	\$ 0.41	\$ 0.43
Company share of depreciation and amortization	\$ 0.90	\$ 0.90
Company share of gains on sale of real estate	\$ (0.11)	\$ (0.11)
Company share of Core FFO	\$ 1.20	\$ 1.22

**Net Operating Income (NOI):** NOI is a non-GAAP measure, which includes the revenue and expense directly attributable to our real estate properties. NOI is calculated as rental income from real estate operations less property expenses (before interest expense, depreciation and amortization). We use NOI as a supplemental performance measure because, in excluding real estate depreciation and amortization expense and gains (or losses) from property dispositions, it provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. We also believe that NOI will be useful to investors as a basis to compare our operating performance with that of other REITs. However, because NOI excludes depreciation and amortization expense and captures neither the changes in the value of our properties that result from use or market conditions, nor the level of capital expenditures and leasing commissions necessary to maintain the operating performance of our properties (all of which have a real economic effect and could materially impact our results from operations), the utility of NOI as a measure of our performance is limited. Other equity REITs may not calculate NOI in a similar manner and, accordingly, our NOI may not be comparable to such other REITs' NOI. Accordingly, NOI should be considered only as a supplement to net income as a measure of

our performance. NOI should not be used as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs.

NOI should not be used as a substitute for cash flow from operating activities in accordance with GAAP. We use NOI to help evaluate the performance of the Company as a whole, as well as the performance of our Same Property Portfolio and Stabilized Same Property Portfolio. A calculation of NOI for our Same Property Portfolio, as well as a reconciliation of net income to NOI for our Same Property Portfolio and Stabilized Same Property Portfolio, is set forth below.

**Cash NOI:** Cash NOI is a non-GAAP measure, which we calculate by adding or subtracting from NOI i) fair value lease revenue and ii) straight-line rent adjustments. We use Cash NOI, together with NOI, as a supplemental performance measure. Cash NOI should not be used as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs. Cash NOI should not be used as a substitute for cash flow from operating activities computed in accordance with GAAP. We use Cash NOI to help evaluate the performance of the Company as a whole, as well as the performance of our Same Property Portfolio. A calculation of Cash NOI for our Same Property Portfolio, as well as a reconciliation of net income to Cash NOI for our Same Property Portfolio and Stabilized Same Property Portfolio, is set forth below.

**Same Property Portfolio:** Our Same Property Portfolio is a subset of our consolidated portfolio and includes properties that were wholly-owned by us as of January 1, 2018, and still owned by us as of September 30, 2019. Therefore, we excluded from our Same Property Portfolio any properties that were acquired or sold during the period from January 1, 2018 through September 30, 2019. The Company's computation of same property performance may not be comparable to other REITs.

**Stabilized Same Property Portfolio:** Our Stabilized Same Property Portfolio represents the properties included in our Same Property Portfolio, adjusted to exclude the properties listed in the table below that were under repositioning/lease-up during comparable years.

Stabilized Same Property Portfolio occupancy/leasing statistics excludes vacant/unleased repositioning space at each of these properties as of the end of each reporting period. Stabilized Same Property Portfolio NOI excludes the NOI for the entire property for all comparable periods.

Our Stabilized Same Property Portfolio excludes the following Same Property Portfolio properties that were in various stages of repositioning or lease-up during the year ended December 31, 2018 and the nine months ended September 30, 2019:

14748-14750 Nelson Avenue	301-445 Figueroa Street
15401 Figueroa Street	3233 Mission Oaks Boulevard
1601 Alton Parkway	7110 E. Rosecrans Avenue
2700-2722 Fairview Street	9615 Norwalk Boulevard
28903 Avenue Paine	

As of September 30, 2019, the difference between our Same Property Portfolio and our Stabilized Same Property Portfolio is 135,429 rentable square feet of space at three of our properties that were classified as repositioning or lease-up.

As of September 30, 2018, the difference between our Same Property Portfolio and our Stabilized Same Property Portfolio is space aggregating 378,040 rentable square feet at six of our properties that were in various stages of repositioning or lease-up.

**Properties and Space Under Repositioning:** Typically defined as properties or units where a significant amount of space is held vacant in order to implement capital improvements that improve the functionality (not including basic refurbishments, i.e., paint and carpet), cash flow and value of that space. We define a significant amount of space at a property as the lower of (i) 35,000 square feet of space or (ii) 50% of a property's square footage. Typically, we would include properties or space where the repositioning and lease-up time frame is estimated to be greater than six months. A repositioning is considered complete once the investment is fully or nearly fully deployed and the property is marketable for leasing. We consider a repositioning property to be stabilized at the earlier of the following: (i) upon reaching 90%

occupancy or (ii) one year from the date of completion of repositioning construction work. We look to update this definition on an annual basis based on the growth and size of the Company's consolidated portfolio.

**Contact:**

Investor Relations:

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Rexford Industrial Realty, Inc.  
Consolidated Balance Sheets  
(In thousands except share data)

	September 30, 2019	December 31, 2018
	(unaudited)	
<b>ASSETS</b>		
Land	\$ 1,728,490	\$ 1,298,957
Buildings and improvements	1,611,060	1,332,438
Tenant improvements	68,124	60,024
Furniture, fixtures, and equipment	141	149
Construction in progress	29,094	24,515
Total real estate held for investment	3,436,909	2,716,083
Accumulated depreciation	(278,726)	(228,742)
Investments in real estate, net	3,158,183	2,487,341
Cash and cash equivalents	197,508	180,601
Restricted cash	—	—
Rents and other receivables, net	4,376	4,944
Deferred rent receivable, net	27,502	22,228
Deferred leasing costs, net	17,561	14,002
Deferred loan costs, net	849	1,312
Acquired lease intangible assets, net	67,110	55,683
Acquired indefinite-lived intangible	5,156	5,156
Interest rate swap asset	374	8,770
Other assets	10,778	6,723
Acquisition related deposits	8,415	925
Assets associated with real estate held for sale, net	4,582	—
<b>Total Assets</b>	<b>\$ 3,502,394</b>	<b>\$ 2,787,685</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
Notes payable	\$ 857,688	\$ 757,371
Interest rate swap liability	10,727	2,351
Accounts payable, accrued expenses and other liabilities	34,669	21,074
Dividends payable	21,034	15,938
Acquired lease intangible liabilities, net	56,151	52,727
Tenant security deposits	27,688	23,262
Prepaid rents	7,759	6,539
Liabilities associated with real estate held for sale	135	—
<b>Total Liabilities</b>	<b>1,015,851</b>	<b>879,262</b>
<b>Equity</b>		
Rexford Industrial Realty, Inc. stockholders' equity		
Preferred stock, \$0.01 par value, 10,050,000 shares authorized;		
5.875% series A cumulative redeemable preferred stock, 3,600,000 shares outstanding as of June 30, 2019 and December 31, 2018 (\$90,000 liquidation preference)	86,651	86,651
5.875% series B cumulative redeemable preferred stock, 3,000,000 shares outstanding as of September 30, 2019 and December 31, 2018 (\$75,000 liquidation preference)	72,443	72,443
5.625% series C cumulative redeemable preferred stock, 3,450,000 and zero shares outstanding as of September 30, 2019 and December 31, 2018, respectively (\$86,250 liquidation preference)	83,435	—
Common Stock, \$0.01 par value 489,950,000 shares authorized and 110,884,272 and 96,810,504 shares outstanding as of September 30, 2019 and December 31, 2018, respectively	1,106	966
Additional paid in capital	2,306,282	1,798,113
Cumulative distributions in excess of earnings	(117,711)	(88,341)
Accumulated other comprehensive income	(10,132)	6,262
Total stockholders' equity	2,422,074	1,876,094
Noncontrolling interests	64,469	32,329
<b>Total Equity</b>	<b>2,486,543</b>	<b>1,908,423</b>
<b>Total Liabilities and Equity</b>	<b>\$ 3,502,394</b>	<b>\$ 2,787,685</b>

Rexford Industrial Realty, Inc.  
Consolidated Statements of Operations  
(Unaudited and in thousands, except per share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
<b>REVENUES</b>				
Rental income	67,020	54,469	190,237	154,518
Management, leasing and development services	90	116	301	359
Interest income	951	609	2,276	609
<b>TOTAL REVENUES</b>	<b>68,061</b>	<b>55,194</b>	<b>192,814</b>	<b>155,486</b>
<b>OPERATING EXPENSES</b>				
Property expenses	16,165	13,294	45,116	38,029
General and administrative	7,440	6,229	22,085	18,897
Depreciation and amortization	25,496	20,144	72,014	59,371
<b>TOTAL OPERATING EXPENSES</b>	<b>49,101</b>	<b>39,667</b>	<b>139,215</b>	<b>116,297</b>
<b>OTHER EXPENSES</b>				
Acquisition expenses	122	106	174	152
Interest expense	6,785	6,456	19,511	18,760
<b>TOTAL EXPENSES</b>	<b>56,008</b>	<b>46,229</b>	<b>158,900</b>	<b>135,209</b>
Gains on sale of real estate	895	—	5,705	11,591
<b>NET INCOME</b>	<b>12,948</b>	<b>8,965</b>	<b>39,619</b>	<b>31,868</b>
Less: net income attributable to noncontrolling interest	(518)	(141)	(1,288)	(588)
<b>NET INCOME ATTRIBUTABLE TO REXFORD INDUSTRIAL REALTY, INC.</b>	<b>12,430</b>	<b>8,824</b>	<b>38,331</b>	<b>31,280</b>
Less: preferred stock dividends	(2,572)	(2,423)	(7,419)	(7,270)
Less: earnings attributable to participating securities	(112)	(94)	(339)	(285)
<b>NET INCOME ATTRIBUTABLE TO COMMON STOCKHOLDERS</b>	<b>\$ 9,746</b>	<b>\$ 6,307</b>	<b>\$ 30,573</b>	<b>\$ 23,725</b>
Net income attributable to common stockholders per share – basic	\$ 0.09	\$ 0.07	\$ 0.29	\$ 0.28
Net income attributable to common stockholders per share – diluted	\$ 0.09	\$ 0.07	\$ 0.29	\$ 0.28
Weighted-average shares of common stock outstanding – basic	109,645	91,464	104,653	84,407
Weighted-average shares of common stock outstanding – diluted	110,074	91,945	105,014	84,925

Rexford Industrial Realty, Inc.  
Same Property Portfolio Occupancy and NOI and Cash NOI  
(Unaudited, dollars in thousands)

Same Property Portfolio Occupancy:

	September 30, 2019		September 30, 2018		Change (basis points)	
	Same Property Portfolio	Stabilized Same Property Portfolio <sup>(1)</sup>	Same Property Portfolio	Stabilized Same Property Portfolio <sup>(2)</sup>	Same Property Portfolio	Stabilized Same Property Portfolio
<b>Occupancy:</b>						
Los Angeles County	97.1%	97.5%	95.9%	98.2%	120 bps	(70) bps
Orange County	96.3%	98.7%	94.9%	97.3%	140 bps	140 bps
San Bernardino County	98.0%	98.0%	96.5%	96.5%	150 bps	150 bps
San Diego County	95.9%	95.9%	97.6%	97.6%	(170) bps	(170) bps
Ventura County	96.2%	98.5%	91.6%	97.7%	460 bps	80 bps
<b>Total/Weighted Average</b>	<b>97.0%</b>	<b>97.7%</b>	<b>95.6%</b>	<b>97.6%</b>	<b>140 bps</b>	<b>10 bps</b>

(1) Reflects the occupancy of our Same Property Portfolio as of September 30, 2019, adjusted for total space of 135,429 rentable square feet at three properties that were in various stages of repositioning or lease-up as of September 30, 2019.

(2) Reflects the occupancy of our Same Property Portfolio as of September 30, 2018, adjusted for space aggregating 378,040 rentable square feet at six properties that were in various stages of repositioning or lease-up as of September 30, 2018.

Same Property Portfolio NOI and Cash NOI

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2019	2018	\$ Change	% Change	2019	2018	\$ Change	% Change
Rental income	\$ 51,096	\$ 48,733	\$ 2,363	4.8%	\$ 152,190	\$ 144,451	\$ 7,739	5.4%
Property expenses	12,328	11,892	436	3.7%	36,023	35,476	547	1.5%
<b>Same Property Portfolio NOI</b>	<b>\$ 38,768</b>	<b>\$ 36,841</b>	<b>\$ 1,927</b>	<b>5.2%</b>	<b>\$ 116,167</b>	<b>\$ 108,975</b>	<b>\$ 7,192</b>	<b>6.6%</b>
Straight line rental revenue adjustment	(708)	(920)	212	(23.0)%	(2,647)	(4,320)	1,673	(38.7)%
Amortization of above/below market lease intangibles	(856)	(1,095)	239	(21.8)%	(2,855)	(3,443)	588	(17.1)%
<b>Same Property Portfolio Cash NOI</b>	<b>\$ 37,204</b>	<b>\$ 34,826</b>	<b>\$ 2,378</b>	<b>6.8%</b>	<b>\$ 110,665</b>	<b>\$ 101,212</b>	<b>\$ 9,453</b>	<b>9.3%</b>

Rexford Industrial Realty, Inc.  
Reconciliation of Net Income to NOI, Same Property Portfolio NOI, Same Property Portfolio Cash NOI, Stabilized Same Property Portfolio NOI and Stabilized Same Property Portfolio Cash NOI  
(Unaudited and in thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
Net income	\$ 12,948	\$ 8,965	\$ 39,619	\$ 31,868
Add:				
General and administrative	7,440	6,229	22,085	18,897
Depreciation and amortization	25,496	20,144	72,014	59,371
Acquisition expenses	122	106	174	152
Interest expense	6,785	6,456	19,511	18,760
Deduct:				
Management, leasing and development services	90	116	301	359
Interest income	951	609	2,276	609
Gains on sale of real estate	895	—	5,705	11,591
Net operating income (NOI)	\$ 50,855	\$ 41,175	\$ 145,121	\$ 116,489
Non-Same Property Portfolio rental income	(15,924)	(5,736)	(38,047)	(10,067)
Non-Same Property Portfolio property expenses	3,837	1,402	9,093	2,553
Same Property Portfolio NOI	\$ 38,768	\$ 36,841	\$ 116,167	\$ 108,975
Straight line rental revenue adjustment	(708)	(920)	(2,647)	(4,320)
Amortization of above/below market lease intangibles	(856)	(1,095)	(2,855)	(3,443)
Same Property Portfolio Cash NOI	\$ 37,204	\$ 34,826	\$ 110,665	\$ 101,212
NOI (from above)	\$ 50,855	\$ 41,175	\$ 145,121	\$ 116,489
Non-Stabilized Same Property Portfolio rental income	(19,013)	(7,759)	(47,052)	(15,272)
Non-Stabilized Same Property Portfolio property expenses	4,494	1,948	11,119	4,058
Stabilized Same Property Portfolio NOI	\$ 36,336	\$ 35,364	\$ 109,188	\$ 105,275
Straight line rental revenue adjustment	(650)	(792)	(2,132)	(3,908)
Amortization of above/below market lease intangibles	(862)	(1,106)	(2,876)	(3,544)
Stabilized Same Property Portfolio Cash NOI	\$ 34,824	\$ 33,466	\$ 104,180	\$ 97,823



Rexford Industrial Realty, Inc.  
Reconciliation of Net Income to Funds From Operations and Core Funds From Operations  
(Unaudited and in thousands, except per share data)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
<b>Net income</b>	\$ 12,948	\$ 8,965	\$ 39,619	\$ 31,868
Add:				
Depreciation and amortization	25,496	20,144	72,014	59,371
Deduct:				
Gains on sale of real estate	895	—	5,705	11,591
<b>Funds From Operations (FFO)</b>	<u>\$ 37,549</u>	<u>\$ 29,109</u>	<u>\$ 105,928</u>	<u>\$ 79,648</u>
Less: preferred stock dividends	(2,572)	(2,423)	(7,419)	(7,270)
Less: FFO attributable to noncontrolling interest <sup>(1)</sup>	(1,056)	(574)	(2,810)	(1,693)
Less: FFO attributable to participating securities <sup>(2)</sup>	(187)	(165)	(545)	(476)
<b>Company share of FFO</b>	<u>\$ 33,734</u>	<u>\$ 25,947</u>	<u>\$ 95,154</u>	<u>\$ 70,209</u>
Company Share of FFO per common share - basic	\$ 0.31	\$ 0.28	\$ 0.91	\$ 0.83
Company Share of FFO per common share - diluted	\$ 0.31	\$ 0.28	\$ 0.91	\$ 0.83
<b>FFO</b>	\$ 37,549	\$ 29,109	\$ 105,928	\$ 79,648
Adjust:				
Acquisition expenses	122	106	174	152
<b>Core FFO</b>	<u>\$ 37,671</u>	<u>\$ 29,215</u>	<u>\$ 106,102</u>	<u>\$ 79,800</u>
Less: preferred stock dividends	(2,572)	(2,423)	(7,419)	(7,270)
Less: Core FFO attributable to noncontrolling interest <sup>(1)</sup>	(1,059)	(576)	(2,813)	(1,696)
Less: Core FFO attributable to participating securities <sup>(2)</sup>	(187)	(166)	(545)	(478)
<b>Company share of Core FFO</b>	<u>\$ 33,853</u>	<u>\$ 26,050</u>	<u>\$ 95,325</u>	<u>\$ 70,356</u>
Company share of Core FFO per common share - basic	\$ 0.31	\$ 0.28	\$ 0.91	\$ 0.83
Company share of Core FFO per common share - diluted	\$ 0.31	\$ 0.28	\$ 0.91	\$ 0.83
Weighted-average shares of common stock outstanding – basic	109,645	91,464	104,653	84,407
Weighted-average shares of common stock outstanding – diluted	110,074	91,945	105,014	84,925

(1) Noncontrolling interests relate to interests in the Company's operating partnership, represented by common units and preferred units (Series 1 CPOP units) of partnership interests in the operating partnership that are owned by unit holders other than the Company.

(2) Participating securities include unvested shares of restricted stock, unvested LTIP units and unvested performance units.



**Rexford  
Industrial**

# Supplemental Financial Reporting Package



**Third Quarter | 2019**

Conejo Spectrum Business Park

Rexford Industrial Realty, Inc. NYSE: REXR  
11620 Wilshire Blvd, Suite 1000  
Los Angeles, CA 90025  
310-966-1680

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## Disclosures:

Forward Looking Statements: This supplemental package contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. We caution investors that any forward-looking statements presented herein are based on management's beliefs and assumptions and information currently available to management. Such statements are subject to risks, uncertainties and assumptions and may be affected by known and unknown risks, trends, uncertainties and factors that are beyond our control. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those anticipated, estimated or projected. These risks and uncertainties include, without limitation: general risks affecting the real estate industry (including, without limitation, the market value of our properties, the inability to enter into or renew leases at favorable rates, dependence on tenants' financial condition, and competition from other developers, owners and operators of real estate); risks associated with the disruption of credit markets or a global economic slowdown; risks associated with the potential loss of key personnel (most importantly, members of senior management); risks associated with our failure to maintain our status as a Real Estate Investment Trust under the Internal Revenue Code of 1986, as amended; possible adverse changes in tax and environmental laws; litigation, including costs associated with prosecuting or defending pending or threatened claims and any adverse outcomes, and potential liability for uninsured losses and environmental contamination.

For a further discussion of these and other factors that could cause our future results to differ materially from any forward-looking statements, see Item 1A. Risk Factors in our 2018 Annual Report on Form 10-K, which was filed with the Securities and Exchange Commission ("SEC") on February 19, 2019. We disclaim any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, of new information, data or methods, future events or other changes.

# Investor Company Summary.

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## Executive Management Team

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Howard Schwimmer	Co-Chief Executive Officer, Director
Michael S. Frankel	Co-Chief Executive Officer, Director
Adeel Khan	Chief Financial Officer
David Lanzer	General Counsel and Corporate Secretary

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## Board of Directors

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Richard Ziman	Chairman
Howard Schwimmer	Co-Chief Executive Officer, Director
Michael S. Frankel	Co-Chief Executive Officer, Director
Robert L. Antin	Director
Steven C. Good	Director
Diana J. Ingram	Director
Tyler H. Rose	Director
Peter Schwab	Director

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## Investor Relations Information

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## Equity Research Coverage

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Capital One	Chris Lucas	(571) 633-8151
Citigroup Investment Research	Emmanuel Korchman	(212) 816-1382
Green Street Advisors	Eric Frankel	(949) 640-8780
J.P. Morgan	Michael W. Mueller, CFA	(212) 622-6689
Jefferies LLC	Jonathan Petersen	(212) 284-1705
Stifel Nicolaus & Co.	John W. Guinee	(443) 224-1307
Wells Fargo Securities	Blaine Heck	(443) 263-6529

Disclaimer: This list may not be complete and is subject to change as firms add or delete coverage of our company. Please note that any opinions, estimates, forecasts or predictions regarding our historical or predicted performance made by these analysts are theirs alone and do not represent opinions, estimates, forecasts or predictions of Rexford Industrial Realty, Inc. or its management. We are providing this listing as a service to our stockholders and do not by listing these firms imply our endorsement of, or concurrence with, such information, conclusions or recommendations. Interested persons may obtain copies of analysts' reports on their own; we do not distribute these reports.

# Financial and Portfolio Highlights and Common Stock Data. <sup>(1)</sup>

(in thousands except share and per share data and portfolio statistics)

	Three Months Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>Financial Results:</b>					
Total rental income	\$ 67,020	\$ 63,613	\$ 59,604	\$ 56,125	\$ 54,469
Net income	\$ 12,948	\$ 15,954	\$ 10,717	\$ 15,207	\$ 8,965
Net Operating Income (NOI)	\$ 50,855	\$ 48,474	\$ 45,792	\$ 42,483	\$ 41,175
Company share of Core FFO	\$ 33,853	\$ 32,068	\$ 29,404	\$ 27,216	\$ 26,050
Company share of Core FFO per common share - diluted	\$ 0.31	\$ 0.30	\$ 0.30	\$ 0.29	\$ 0.28
Adjusted EBITDA	\$ 49,271	\$ 45,342	\$ 42,164	\$ 40,348	\$ 38,003
Dividend declared per common share	\$ 0.185	\$ 0.185	\$ 0.185	\$ 0.160	\$ 0.160
<b>Portfolio Statistics:</b>					
Portfolio SF - consolidated	24,814,281	23,874,494	22,144,631	21,295,443	20,505,157
Ending occupancy - consolidated portfolio	94.9%	94.2%	94.6%	95.4%	95.1%
Stabilized occupancy - consolidated portfolio	97.5%	97.8%	97.8%	97.5%	97.6%
Leasing spreads - GAAP	31.2%	39.4%	26.2%	25.1%	32.2%
Leasing spreads - cash	19.4%	22.3%	17.3%	14.8%	21.1%
<b>Same Property Performance:</b>					
Same Property Portfolio SF	18,248,342	18,248,342	18,248,342	18,248,342	18,248,342
Same Property Portfolio ending occupancy	97.0%	96.8%	96.8%	96.0%	95.6%
Same Property Portfolio NOI growth(2)	5.2%	6.9%	7.7%	n/a	n/a
Same Property Portfolio Cash NOI growth(2)	6.8%	11.2%	10.1%	n/a	n/a
Stabilized Same Property Portfolio ending occupancy	97.7%	97.9%	97.9%	97.3%	97.6%
Stabilized Same Property Portfolio NOI growth(2)	2.7%	4.0%	4.4%	n/a	n/a
Stabilized Same Property Portfolio Cash NOI growth(2)	4.1%	8.0%	7.6%	n/a	n/a
<b>Capitalization:</b>					
Common stock price at quarter end	\$ 44.02	\$ 40.37	\$ 35.81	\$ 29.47	\$ 31.96
Common shares issued and outstanding	110,669,277	109,519,791	103,804,570	96,610,106	92,497,666
Total shares and units issued and outstanding at period end(3)	113,091,134	111,943,020	106,267,799	99,025,917	94,500,770
Weighted average shares outstanding - diluted	110,074,074	106,236,309	98,607,786	94,487,773	91,945,206
5.875% Series A & Series B Preferred Stock, 5.625% Series C Preferred Stock, and 4.43937% Redeemable Convertible Preferred Units	\$ 278,281	\$ 192,031	\$ 165,000	\$ 165,000	\$ 165,000
Total equity market capitalization	\$ 5,256,553	\$ 4,711,171	\$ 3,970,450	\$ 3,083,294	\$ 3,185,245
Total consolidated debt	\$ 860,999	\$ 761,038	\$ 761,077	\$ 761,116	\$ 761,154
Total combined market capitalization (net debt plus equity)	\$ 5,920,044	\$ 5,300,000	\$ 4,454,952	\$ 3,663,809	\$ 3,762,495
<b>Ratios:</b>					
Net debt to total combined market capitalization	11.2%	11.1%	10.9%	15.8%	15.3%
Net debt to Adjusted EBITDA (quarterly results annualized)	3.4x	3.2x	2.9x	3.6x	3.8x

(1) For definition/discussion of non-GAAP financial measures and reconciliations to their nearest GAAP equivalents, see the definitions section and reconciliation section beginning on page 26 and page 8 of this report, respectively.

(2) Represents the year over year percentage change in NOI and Cash NOI for the Same Property Portfolio and Stabilized Same Property Portfolio. For comparability, NOI growth and Cash NOI growth for Q1'19 and Q2'19 has been restated to remove the results of Orangethorpe (sold Q2'19) and Poinsettia Unit 301 (sold Q3'19). See page 23 for a list of dispositions completed during 2019.

(3) Includes the following number of OP Units and vested LTIP units held by noncontrolling interests: 2,421,857 (Sep 30, 2019), 2,423,229 (Jun 30, 2019), 2,463,229 (Mar 31, 2019), 2,415,811 (Dec 31, 2018) and 2,003,104 (Sep 30, 2018). Excludes the following number of shares of unvested restricted stock: 214,995 (Sep 30, 2019), 219,789 (Jun 30, 2019), 223,476 (Mar 31, 2019), 200,398 (Dec 31, 2018) and 209,214 (Sep 30, 2018). Excludes unvested LTIP units and unvested performance units.

# Consolidated Balance Sheets.

(unaudited and in thousands)

	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>ASSETS</b>					
Land	\$ 1,728,490	\$ 1,590,321	\$ 1,364,738	\$ 1,298,957	\$ 1,218,386
Buildings and improvements	1,611,060	1,528,750	1,422,684	1,332,438	1,253,935
Tenant improvements	68,124	66,665	62,908	60,024	54,808
Furniture, fixtures, and equipment	141	141	149	149	151
Construction in progress	29,094	23,576	20,331	24,515	50,367
Total real estate held for investment	3,436,909	3,209,453	2,870,810	2,716,083	2,577,647
Accumulated depreciation	(278,726)	(261,231)	(245,033)	(228,742)	(214,680)
Investments in real estate, net	3,158,183	2,948,222	2,625,777	2,487,341	2,362,967
Cash and cash equivalents	197,508	172,209	276,575	180,601	183,904
Restricted cash	—	11,055	—	—	—
Rents and other receivables, net	4,376	3,614	4,548	4,944	5,042
Deferred rent receivable, net	27,502	25,462	24,290	22,228	20,770
Deferred leasing costs, net	17,561	16,722	14,139	14,002	13,446
Deferred loan costs, net	849	1,004	1,158	1,312	1,467
Acquired lease intangible assets, net <sup>(1)</sup>	67,110	61,664	56,122	55,683	53,402
Acquired indefinite-lived intangible	5,156	5,156	5,156	5,156	5,156
Interest rate swap asset	374	1,414	5,896	8,770	13,851
Other assets <sup>(2)</sup>	10,778	14,204	12,580	6,723	7,508
Acquisition related deposits	8,415	4,615	10,875	925	1,325
Assets associated with real estate held for sale, net <sup>(3)</sup>	4,582	—	—	—	—
<b>Total Assets</b>	<b>\$ 3,502,394</b>	<b>\$ 3,265,341</b>	<b>\$ 3,037,116</b>	<b>\$ 2,787,685</b>	<b>\$ 2,668,838</b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
Notes payable	\$ 857,688	\$ 757,677	\$ 757,524	\$ 757,371	\$ 757,218
Interest rate swap liability	10,727	8,671	4,604	2,351	—
Accounts payable, accrued expenses and other liabilities <sup>(2)</sup>	34,669	26,065	33,728	21,074	30,411
Dividends payable	21,034	20,823	19,774	15,938	15,214
Acquired lease intangible liabilities, net <sup>(4)</sup>	56,151	55,084	52,426	52,727	52,289
Tenant security deposits	27,688	26,123	24,396	23,262	21,888
Prepaid rents	7,759	6,289	6,828	6,539	6,424
Liabilities associated with real estate held for sale <sup>(3)</sup>	135	—	—	—	—
<b>Total Liabilities</b>	<b>1,015,851</b>	<b>900,732</b>	<b>899,280</b>	<b>879,262</b>	<b>883,444</b>
<b>Equity</b>					
Preferred stock	242,529	159,094	159,094	159,094	159,094
Common stock	1,106	1,095	1,038	966	924
Additional paid in capital	2,306,282	2,255,849	2,042,218	1,798,113	1,666,339
Cumulative distributions in excess of earnings	(117,711)	(107,056)	(99,715)	(88,341)	(85,358)
Accumulated other comprehensive income	(10,132)	(7,101)	1,261	6,262	13,558
Total stockholders' equity	2,422,074	2,301,881	2,103,896	1,876,094	1,754,557
Noncontrolling interests	64,469	62,728	33,940	32,329	30,837
<b>Total Equity</b>	<b>2,486,543</b>	<b>2,364,609</b>	<b>2,137,836</b>	<b>1,908,423</b>	<b>1,785,394</b>
<b>Total Liabilities and Equity</b>	<b>\$ 3,502,394</b>	<b>\$ 3,265,341</b>	<b>\$ 3,037,116</b>	<b>\$ 2,787,685</b>	<b>\$ 2,668,838</b>

(1) Includes net above-market tenant lease intangibles of \$5,517 (September 30, 2019), \$5,450 (June 30, 2019), \$5,410 (March 31, 2019), \$4,647 (December 31, 2018) and \$4,453 (September 30, 2018).

(2) In connection with the adoption of Financial Accounting Standards Board Topic 842 - Leases on January 1, 2019, we recognized operating lease right-of-use assets and lease liabilities related to our ground and office leases. As of September 30, 2019 we have operating lease right-of-use assets and lease liabilities of of \$3.7 million and \$3.9 million, respectively.

(3) As of September 30, 2019, our property located at 13914-13932 East Valley Boulevard was classified as held for sale.

(4) Includes net below-market tenant lease intangibles of \$56,151 (September 30, 2019), \$55,084 (June 30, 2019), \$52,426 (March 31, 2019), \$52,610 (December 31, 2018) and \$52,164 (September 30, 2018).

# Consolidated Statements of Operations.

## Quarterly Results

(unaudited and in thousands, except share and per share data)

	Three Months Ended				
	Sep 30, 2019	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018
<b>Revenues</b>					
Rental income <sup>(1)</sup>	\$ 67,020	\$ 63,613	\$ 59,604	\$ 56,125	\$ 54,469
Management, leasing, and development services	90	109	102	114	116
Interest income	951	668	657	769	609
<b>Total Revenues</b>	<b>68,061</b>	<b>64,390</b>	<b>60,363</b>	<b>57,008</b>	<b>55,194</b>
<b>Operating Expenses</b>					
Property expenses	16,165	15,139	13,812	13,642	13,294
General and administrative <sup>(2)</sup>	7,440	7,301	7,344	6,297	6,229
Depreciation and amortization	25,496	24,522	21,996	20,671	20,144
<b>Total Operating Expenses</b>	<b>49,101</b>	<b>46,962</b>	<b>43,152</b>	<b>40,610</b>	<b>39,667</b>
<b>Other Expenses</b>					
Acquisition expenses	122	29	23	166	106
Interest expense	6,785	6,255	6,471	6,656	6,456
<b>Total Expenses</b>	<b>56,008</b>	<b>53,246</b>	<b>49,646</b>	<b>47,432</b>	<b>46,229</b>
Gains on sale of real estate	895	4,810	—	5,631	—
<b>Net Income</b>	<b>12,948</b>	<b>15,954</b>	<b>10,717</b>	<b>15,207</b>	<b>8,965</b>
Less: net income attributable to noncontrolling interests	(518)	(569)	(201)	(277)	(141)
<b>Net income attributable to Rexford Industrial Realty, Inc.</b>	<b>12,430</b>	<b>15,385</b>	<b>10,516</b>	<b>14,930</b>	<b>8,824</b>
Less: preferred stock dividends	(2,572)	(2,424)	(2,423)	(2,424)	(2,423)
Less: earnings allocated to participating securities	(112)	(113)	(114)	(93)	(94)
<b>Net income attributable to common stockholders</b>	<b>\$ 9,746</b>	<b>\$ 12,848</b>	<b>\$ 7,979</b>	<b>\$ 12,413</b>	<b>\$ 6,307</b>

### Earnings per Common Share

Net income attributable to common stockholders per share - basic	\$ 0.09	\$ 0.12	\$ 0.08	\$ 0.13	\$ 0.07
Net income attributable to common stockholders per share - diluted	\$ 0.09	\$ 0.12	\$ 0.08	\$ 0.13	\$ 0.07

Weighted average shares outstanding - basic	109,645,216	105,847,557	98,342,677	93,995,846	91,463,594
Weighted average shares outstanding - diluted	110,074,074	106,236,309	98,607,786	94,487,773	91,945,206

(1) See footnote (1) on the next page (page 7) for details related to our presentation of "Rental income" in the consolidated statements of operations for all periods presented.

(2) In connection with the adoption of Financial Accounting Standards Board Topic 842, Leases ("ASC 842"), beginning in 2019 we are required to expense internal leasing costs that were previously allowed to be capitalized under prior lease accounting guidance ("ASC 840"). If we had adopted ASC 842 as of January 1, 2018, we would have expensed internal leasing costs (in thousands) of \$288 and \$288 for the three months ended December 31, 2018 and September 30, 2018, respectively.

# Consolidated Statements of Operations.

## Quarterly Results

(unaudited and in thousands)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
<b>Revenues</b>				
Rental income <sup>(1)</sup>	\$ 67,020	\$ 54,469	\$ 190,237	\$ 154,518
Management, leasing, and development services	90	116	301	359
Interest income	951	609	2,276	609
<b>Total Revenues</b>	<b>68,061</b>	<b>55,194</b>	<b>192,814</b>	<b>155,486</b>
<b>Operating Expenses</b>				
Property expenses	16,165	13,294	45,116	38,029
General and administrative <sup>(2)</sup>	7,440	6,229	22,085	18,897
Depreciation and amortization	25,496	20,144	72,014	59,371
<b>Total Operating Expenses</b>	<b>49,101</b>	<b>39,667</b>	<b>139,215</b>	<b>116,297</b>
<b>Other Expenses</b>				
Acquisition expenses	122	106	174	152
Interest expense	6,785	6,456	19,511	18,760
<b>Total Expenses</b>	<b>56,008</b>	<b>46,229</b>	<b>158,900</b>	<b>135,209</b>
Gains on sale of real estate	895	—	5,705	11,591
<b>Net Income</b>	<b>12,948</b>	<b>8,965</b>	<b>39,619</b>	<b>31,868</b>
Less: net income attributable to noncontrolling interests	(518)	(141)	(1,288)	(588)
<b>Net income attributable to Rexford Industrial Realty, Inc.</b>	<b>12,430</b>	<b>8,824</b>	<b>38,331</b>	<b>31,280</b>
Less: preferred stock dividends	(2,572)	(2,423)	(7,419)	(7,270)
Less: earnings allocated to participating securities	(112)	(94)	(339)	(285)
<b>Net income attributable to common stockholders</b>	<b>\$ 9,746</b>	<b>\$ 6,307</b>	<b>\$ 30,573</b>	<b>\$ 23,725</b>

(1) On January 1, 2019, we adopted ASC 842 and, among other practical expedients, elected the “non-separation practical expedient” in ASC 842, which allows us to avoid separating lease and non-lease rental income. As a result of this election, all rental income earned pursuant to tenant leases, including tenant reimbursements, in 2019 is reflected as one line, “Rental income,” in the 2019 consolidated statements of operations. Prior to the adoption of ASC 842, we presented rental revenues, tenant reimbursements and other income related to leases separately in our consolidated statements of operations. To facilitate comparability, we have reclassified 2018 amounts to conform with 2019 presentation. Under the section “Rental Income” on page 28 in the definitions section of this report, we include a presentation of rental revenues, tenant reimbursements and other income for all periods because we believe this information is frequently used by management, investors, securities analysts and other interested parties to evaluate our performance.

(2) In connection with the adoption of ASC 842, beginning in 2019 we are required to expense internal leasing costs that were previously allowed to be capitalized under ASC 840. If we had adopted ASC 842 as of January 1, 2018, we would have expensed internal leasing costs of \$288 thousand and \$704 thousand during the three and nine months ended September 30, 2018, respectively.



# Non-GAAP FFO and Core FFO Reconciliations. <sup>(1)</sup>

(unaudited and in thousands, except share and per share data)

	Three Months Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>Net Income</b>	\$ 12,948	\$ 15,954	\$ 10,717	\$ 15,207	\$ 8,965
Add:					
Depreciation and amortization	25,496	24,522	21,996	20,671	20,144
Deduct:					
Gains on sale of real estate	895	4,810	—	5,631	—
<b>Funds From Operations (FFO)</b>	<b>37,549</b>	<b>35,666</b>	<b>32,713</b>	<b>30,247</b>	<b>29,109</b>
Less: preferred stock dividends	(2,572)	(2,424)	(2,423)	(2,424)	(2,423)
Less: FFO attributable to noncontrolling interests <sup>(2)</sup>	(1,056)	(1,021)	(733)	(602)	(574)
Less: FFO attributable to participating securities <sup>(3)</sup>	(187)	(182)	(176)	(166)	(165)
<b>Company share of FFO</b>	<b>\$ 33,734</b>	<b>\$ 32,039</b>	<b>\$ 29,381</b>	<b>\$ 27,055</b>	<b>\$ 25,947</b>
<b>Company share of FFO per common share-basic</b>	<b>\$ 0.31</b>	<b>\$ 0.30</b>	<b>\$ 0.30</b>	<b>\$ 0.29</b>	<b>\$ 0.28</b>
<b>Company share of FFO per common share-diluted</b>	<b>\$ 0.31</b>	<b>\$ 0.30</b>	<b>\$ 0.30</b>	<b>\$ 0.29</b>	<b>\$ 0.28</b>
<b>FFO</b>	<b>\$ 37,549</b>	<b>\$ 35,666</b>	<b>\$ 32,713</b>	<b>\$ 30,247</b>	<b>\$ 29,109</b>
Add:					
Acquisition expenses	122	29	23	166	106
<b>Core FFO</b>	<b>37,671</b>	<b>35,695</b>	<b>32,736</b>	<b>30,413</b>	<b>29,215</b>
Less: preferred stock dividends	(2,572)	(2,424)	(2,423)	(2,424)	(2,423)
Less: Core FFO attributable to noncontrolling interests <sup>(2)</sup>	(1,059)	(1,021)	(733)	(606)	(576)
Less: Core FFO attributable to participating securities <sup>(3)</sup>	(187)	(182)	(176)	(167)	(166)
<b>Company share of Core FFO</b>	<b>\$ 33,853</b>	<b>\$ 32,068</b>	<b>\$ 29,404</b>	<b>\$ 27,216</b>	<b>\$ 26,050</b>
<b>Company share of Core FFO per common share-basic</b>	<b>\$ 0.31</b>	<b>\$ 0.30</b>	<b>\$ 0.30</b>	<b>\$ 0.29</b>	<b>\$ 0.28</b>
<b>Company share of Core FFO per common share-diluted</b>	<b>\$ 0.31</b>	<b>\$ 0.30</b>	<b>\$ 0.30</b>	<b>\$ 0.29</b>	<b>\$ 0.28</b>
Weighted-average shares outstanding-basic	109,645,216	105,847,557	98,342,677	93,995,846	91,463,594
Weighted-average shares outstanding-diluted <sup>(4)</sup>	110,074,074	106,236,309	98,607,786	94,487,773	91,945,206

(1) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 26 of this report.

(2) Noncontrolling interests relate to interests in the Company's operating partnership, represented by common units and preferred units (Series 1 CPOP units) of partnership interests in the operating partnership that are owned by unit holders other than the Company.

(3) Participating securities include unvested shares of restricted stock, unvested LTIP units and unvested performance units.

(4) Weighted-average shares outstanding-diluted includes adjustments for unvested performance units if the effect is dilutive for the reported period.

# Non-GAAP AFFO Reconciliation <sup>(1)</sup>

(unaudited and in thousands, except share and per share data)

	Three Months Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
<b>Funds From Operations<sup>(2)</sup></b>	\$ 37,549	\$ 35,666	\$ 32,713	\$ 30,247	\$ 29,109
Add:					
Amortization of deferred financing costs	347	345	344	345	344
Non-cash stock compensation	2,668	2,709	2,579	2,282	2,244
Straight line corporate office rent expense adjustment	—	—	—	(47)	(43)
Deduct:					
Preferred stock dividends	2,572	2,424	2,423	2,424	2,423
Straight line rental revenue adjustment <sup>(3)</sup>	2,080	1,241	2,067	1,492	1,343
Amortization of net below-market lease intangibles	2,065	1,900	1,751	1,627	1,622
Capitalized payments <sup>(4)</sup>	2,375	2,008	1,495	1,573	1,677
Note payable premium amortization	(1)	(2)	(1)	(1)	(1)
Recurring capital expenditures <sup>(5)</sup>	1,851	1,280	2,294	2,403	1,405
2nd generation tenant improvements and leasing commissions <sup>(6)</sup>	1,211	1,358	1,209	1,252	966
<b>Adjusted Funds From Operations (AFFO)</b>	<b>\$ 28,411</b>	<b>\$ 28,511</b>	<b>\$ 24,398</b>	<b>\$ 22,057</b>	<b>\$ 22,219</b>

(1) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 26 of this report.

(2) A reconciliation of net income to Funds From Operations is set forth on page 8 of this report.

(3) The straight line rental revenue adjustment includes concessions of \$1,057, \$916, \$1,399, \$1,039 and \$914 for the three months ended September 30, 2019, June 30, 2019, March 31, 2019, December 31, 2018, and September 30, 2018, respectively.

(4) Includes capitalized interest, taxes, insurance and leasing and construction development compensation.

(5) Excludes nonrecurring capital expenditures of \$8,816, \$6,672, \$7,779, \$10,529 and \$14,211 for the three months ended September 30, 2019, June 30, 2019, March 31, 2019, December 31, 2018, and September 30, 2018, respectively.

(6) Excludes 1st generation tenant improvements/space preparation and leasing commissions of \$1,164, \$2,791, \$282, \$1,014 and \$805 for the three months ended September 30, 2019, June 30, 2019, March 31, 2019, December 31, 2018, and September 30, 2018, respectively.

# Statement of Operations Reconciliations - NOI, Cash NOI, EBITDAre and Adjusted EBITDA. <sup>(1)</sup>

(unaudited and in thousands)

## NOI and Cash NOI

	Three Months Ended				
	Sep 30, 2019	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018
Rental income <sup>(2)</sup>	\$ 67,020	\$ 63,613	\$ 59,604	\$ 56,125	\$ 54,469
Property expenses	16,165	15,139	13,812	13,642	13,294
<b>Net Operating Income (NOI)</b>	<b>\$ 50,855</b>	<b>\$ 48,474</b>	<b>\$ 45,792</b>	<b>\$ 42,483</b>	<b>\$ 41,175</b>
Amortization of above/below market lease intangibles	(2,065)	(1,900)	(1,751)	(1,627)	(1,622)
Straight line rental revenue adjustment	(2,080)	(1,241)	(2,067)	(1,492)	(1,343)
<b>Cash NOI</b>	<b>\$ 46,710</b>	<b>\$ 45,333</b>	<b>\$ 41,974</b>	<b>\$ 39,364</b>	<b>\$ 38,210</b>

## EBITDAre and Adjusted EBITDA

	Three Months Ended				
	Sep 30, 2019	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018
Net income	\$ 12,948	\$ 15,954	\$ 10,717	\$ 15,207	\$ 8,965
Interest expense	6,785	6,255	6,471	6,656	6,456
Depreciation and amortization	25,496	24,522	21,996	20,671	20,144
Gains on sale of real estate	(895)	(4,810)	—	(5,631)	—
<b>EBITDAre</b>	<b>\$ 44,334</b>	<b>\$ 41,921</b>	<b>\$ 39,184</b>	<b>\$ 36,903</b>	<b>\$ 35,565</b>
Stock-based compensation amortization	2,668	2,709	2,579	2,282	2,244
Acquisition expenses	122	29	23	166	106
Pro forma effect of acquisitions <sup>(3)</sup>	2,142	822	378	1,005	88
Pro forma effect of dispositions <sup>(4)</sup>	5	(139)	—	(8)	—
<b>Adjusted EBITDA</b>	<b>\$ 49,271</b>	<b>\$ 45,342</b>	<b>\$ 42,164</b>	<b>\$ 40,348</b>	<b>\$ 38,003</b>

(1) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 26 of this report.

(2) See footnote (1) on page 7 for details related to our presentation of "Rental income" in the consolidated statements of operations for all periods presented.

(3) Represents the estimated impact on Q3'19 EBITDAre of Q3'19 acquisitions as if they had been acquired on July 1, 2019, the impact on Q2'19 EBITDAre of Q2'19 acquisitions as if they had been acquired on April 1, 2019, the impact on Q1'19 EBITDAre of Q1'19 acquisitions as if they had been acquired on January 1, 2019, the impact on Q4'18 EBITDAre of Q4'18 acquisitions as if they had been acquired on October 1, 2018, and the impact on Q3'18 EBITDAre of Q3'18 acquisitions as if they had been acquired on July 1, 2018. We have made a number of assumptions in such estimates and there can be no assurance that we would have generated the projected levels of EBITDAre had we owned the acquired entities as of the beginning of each period.

(4) Represents the impact on Q3'19 EBITDAre of Q3'19 dispositions as if they had been sold as of July 1, 2019, Q2'19 EBITDAre of Q2'19 dispositions as if they had been sold as of April 1, 2019 and the impact on Q4'18 EBITDAre of Q4'18 dispositions as if they had been sold as of October 1, 2018. See page 23 for details related to current year disposition properties.

# Same Property Portfolio Performance. <sup>(1)</sup>

(unaudited and dollars in thousands)

## Same Property Portfolio:

Number of properties	146
Square Feet	18,248,342

## Same Property Portfolio NOI and Cash NOI:

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2019	2018	\$ Change	% Change	2019	2018	\$ Change	% Change
Rental income <sup>(2)(3)</sup>	\$ 51,096	\$ 48,733	\$ 2,363	4.8%	\$ 152,190	\$ 144,451	\$ 7,739	5.4%
Property expenses	12,328	11,892	436	3.7%	36,023	35,476	547	1.5%
<b>Same property portfolio NOI</b>	<b>\$ 38,768</b>	<b>\$ 36,841</b>	<b>\$ 1,927</b>	<b>5.2%</b> <sup>(3)</sup>	<b>\$ 116,167</b>	<b>\$ 108,975</b>	<b>\$ 7,192</b>	<b>6.6%</b> <sup>(3)</sup>
Straight-line rents	(708)	(920)	212	(23.0)%	(2,647)	(4,320)	1,673	(38.7)%
Amort. above/below market leases	(856)	(1,095)	239	(21.8)%	(2,855)	(3,443)	588	(17.1)%
<b>Same property portfolio Cash NOI</b>	<b>\$ 37,204</b>	<b>\$ 34,826</b>	<b>\$ 2,378</b>	<b>6.8%</b> <sup>(3)</sup>	<b>\$ 110,665</b>	<b>\$ 101,212</b>	<b>\$ 9,453</b>	<b>9.3%</b> <sup>(3)</sup>
<b>Stabilized same property portfolio NOI<sup>(4)</sup></b>	<b>\$ 36,336</b>	<b>\$ 35,364</b>	<b>\$ 972</b>	<b>2.7%</b>	<b>\$ 109,188</b>	<b>\$ 105,275</b>	<b>\$ 3,913</b>	<b>3.7%</b>
<b>Stabilized same property portfolio Cash NOI<sup>(4)</sup></b>	<b>\$ 34,824</b>	<b>\$ 33,466</b>	<b>\$ 1,358</b>	<b>4.1%</b>	<b>\$ 104,180</b>	<b>\$ 97,823</b>	<b>\$ 6,357</b>	<b>6.5%</b>

## Same Property Portfolio Occupancy:

	September 30, 2019		September 30, 2018		Change (basis points)	
	Same Property Portfolio	Stabilized Same Property Portfolio <sup>(5)</sup>	Same Property Portfolio	Stabilized Same Property Portfolio <sup>(6)</sup>	Same Property Portfolio	Stabilized Same Property Portfolio
<b>Occupancy:</b>						
Los Angeles County	97.1%	97.5%	95.9%	98.2%	120 bps	(70) bps
Orange County	96.3%	98.7%	94.9%	97.3%	140 bps	140 bps
San Bernardino County	98.0%	98.0%	96.5%	96.5%	150 bps	150 bps
Ventura County	96.2%	98.5%	91.6%	97.7%	460 bps	80 bps
San Diego County	95.9%	95.9%	97.6%	97.6%	(170) bps	(170) bps
<b>Total/Weighted Average</b>	<b>97.0%</b>	<b>97.7%</b>	<b>95.6%</b>	<b>97.6%</b>	<b>140 bps</b>	<b>10 bps</b>

(1) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 26 of this report.

(2) See "Same Property Portfolio Rental Income" on page 28 of the definitions section of this report for a breakdown of rental income into rental revenues, tenant reimb. and other income for 2018 & 2019.

(3) Rental income includes lease termination fees of zero and \$49 thousand for the three months ended September 30, 2019 and 2018, respectively, and \$2 thousand and \$172 thousand for the nine months ended September 30, 2019 and 2018, respectively. Excluding these lease termination fees, Same Property Portfolio NOI increased by approximately 5.4% and 6.8% and Same Property Portfolio Cash NOI increased by approximately 7.0% and 9.5% during the three and nine months ended September 30, 2019, compared to the three and nine months ended September 30, 2018, respectively.

(4) Excludes the operating results of properties under repositioning or lease-up in 2018 and 2019 (see page 29 for a list of these properties).

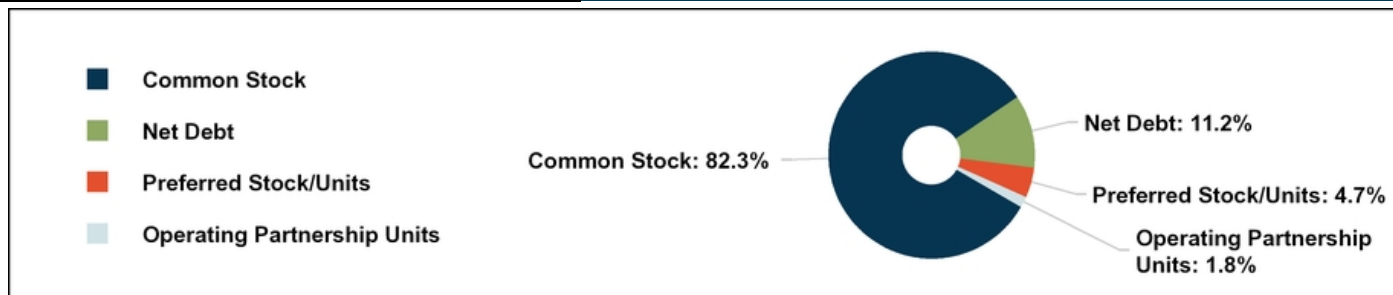
(5) Reflects the occupancy of our Same Property Portfolio as of Sep 30, 2019, adjusted for space totaling 135,429 RSF at three properties that were classified as repositioning or lease-up as of Sep 30, 2019. For additional details, refer to pages 20-21 of this report.

(6) Reflects the occupancy of our Same Portfolio Property as of Sep 30, 2018, adjusted for space totaling 378,040 RSF at six properties that were classified as repositioning or lease-up as of Sep 30, 2018.

# Capitalization Summary.

(unaudited and in thousands, except share and per share data)

## Capitalization as of September 30, 2019



Description	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
Common shares outstanding(1)	110,669,277	109,519,791	103,804,570	96,610,106	92,497,666
Operating partnership units outstanding(2)	2,421,857	2,423,229	2,463,229	2,415,811	2,003,104
<b>Total shares and units outstanding at period end</b>	<b>113,091,134</b>	<b>111,943,020</b>	<b>106,267,799</b>	<b>99,025,917</b>	<b>94,500,770</b>
Share price at end of quarter	\$ 44.02	\$ 40.37	\$ 35.81	\$ 29.47	\$ 31.96
<b>Common Stock and Operating Partnership Units - Capitalization</b>	<b>\$ 4,978,272</b>	<b>\$ 4,519,140</b>	<b>\$ 3,805,450</b>	<b>\$ 2,918,294</b>	<b>\$ 3,020,245</b>
5.875% Series A Cumulative Redeemable Preferred Stock(3)	90,000	90,000	90,000	90,000	90,000
5.875% Series B Cumulative Redeemable Preferred Stock(3)	75,000	75,000	75,000	75,000	75,000
5.625% Series C Cumulative Redeemable Preferred Stock(3)	86,250	—	—	—	—
4.43937% Cumulative Redeemable Convertible Preferred Units(4)	27,031	27,031	—	—	—
<b>Total Equity Market Capitalization</b>	<b>\$ 5,256,553</b>	<b>\$ 4,711,171</b>	<b>\$ 3,970,450</b>	<b>\$ 3,083,294</b>	<b>\$ 3,185,245</b>
Total Debt	\$ 860,999	\$ 761,038	\$ 761,077	\$ 761,116	\$ 761,154
Less: Cash and cash equivalents	(197,508)	(172,209)	(276,575)	(180,601)	(183,904)
<b>Net Debt</b>	<b>\$ 663,491</b>	<b>\$ 588,829</b>	<b>\$ 484,502</b>	<b>\$ 580,515</b>	<b>\$ 577,250</b>
<b>Total Combined Market Capitalization (Net Debt plus Equity)</b>	<b>\$ 5,920,044</b>	<b>\$ 5,300,000</b>	<b>\$ 4,454,952</b>	<b>\$ 3,663,809</b>	<b>\$ 3,762,495</b>

Net debt to total combined market capitalization	11.2%	11.1%	10.9%	15.8%	15.3%
Net debt to Adjusted EBITDA (quarterly results annualized)(5)	3.4x	3.2x	2.9x	3.6x	3.8x

- (1) Excludes the following number of shares of unvested restricted stock: 214,995 (Sep 30, 2019), 219,789 (Jun 30, 2019), 223,476 (Mar 31, 2019), 200,398 (Dec 31, 2018) and 209,214 (Sep 30, 2018).
- (2) Represents outstanding common units of the Company's operating partnership, Rexford Industrial Realty, LP, that are owned by unitholders other than Rexford Industrial Realty, Inc. Represents the noncontrolling interest in our operating partnership. As of Sep 30, 2019, includes 276,674 vested LTIP Units & 263,236 vested performance units & excludes 334,178 unvested LTIP Units & 591,767 unvested performance units.
- (3) Values based on liquidation preference of \$25.00 per share and the following number of outstanding shares of preferred stock: Series A (3,600,000); Series B (3,000,000); Series C (3,450,000).
- (4) Value based on 593,960 outstanding preferred units (Series 1 CPOP Units) at a liquidation preference of \$45.50952 per unit.
- (5) For a definition and discussion of non-GAAP financial measures, see the definitions section beginning on page 26 of this report.

# Debt Summary

(unaudited and dollars in thousands)

## Debt Detail:

As of September 30, 2019

Debt Description	Maturity Date	Stated Interest Rate	Effective Interest Rate <sup>(1)</sup>	Principal Balance <sup>(2)</sup>	Expiration Date of Effective Swaps
<b>Secured Debt:</b>					
\$60M Term Loan	8/1/2023 <sup>(3)</sup>	LIBOR+1.70%	3.716%	\$ 58,499	
Gilbert/La Palma	3/1/2031	5.125%	5.125%	2,500	
<b>Unsecured Debt:</b>					
\$350M Revolving Credit Facility <sup>(4)</sup>	2/12/2021 <sup>(5)</sup>	LIBOR +1.10% <sup>(6)</sup>	3.116%	—	
\$100M Term Loan Facility	2/14/2022	LIBOR +1.20% <sup>(6)</sup>	2.964%	100,000	8/14/2021
\$225M Term Loan Facility	1/14/2023	LIBOR +1.20% <sup>(6)</sup>	2.574%	225,000	1/14/2022
\$150M Term Loan Facility	5/22/2025	LIBOR +1.50% <sup>(6)</sup>	4.263%	150,000	11/22/2024
\$100M Senior Notes	8/6/2025	4.29%	4.290%	100,000	
\$125M Senior Notes	7/13/2027	3.93%	3.930%	125,000	
\$25M Series 2019A Senior Notes	7/16/2029	3.88%	3.880%	25,000	
\$75M Series 2019B Senior Notes	7/16/2034	4.03%	4.030%	75,000	
			3.559%	\$ 860,999	

(1) Includes the effect of interest rate swaps effective as of September 30, 2019, and excludes the effect of discounts, deferred loan costs and the credit facility fee.

(2) Excludes unamortized debt issuance costs and discounts aggregating \$3.3 million as of September 30, 2019.

(3) One two-year extension is available, provided that certain conditions are satisfied.

(4) The credit facility is subject to a facility fee which is calculated as a percentage of the total commitment amount, regardless of usage. The facility fee ranges from 0.15% to 0.30% depending on the ratio of our outstanding indebtedness to the value of our gross asset value, which is measured on a quarterly basis.

(5) Two additional six-month extensions are available, provided that certain conditions are satisfied.

(6) The applicable LIBOR margin ranges from 1.10% to 1.50% for the revolving credit facility, 1.20% to 1.70% for the \$100M term loan facility, 1.20% to 1.70% for the \$225M term loan facility and 1.50% to 2.20% for the \$150M term loan facility depending on the ratio of our outstanding debt to the value of our gross asset value (measured quarterly). As a result, the effective interest rate will fluctuate from period to period.

## Debt Composition:

Category	Weighted Average Term Remaining (yrs) <sup>(1)</sup>	Stated Interest Rate	Effective Interest Rate	Balance	% of Total
Fixed	5.9	3.55%	3.55%	\$ 802,500	93%
Variable	3.8	LIBOR + 1.70%	3.72%	\$ 58,499	7%
Secured	4.1		3.77%	\$ 60,999	7%
Unsecured	5.9		3.54%	\$ 800,000	93%

(1) The weighted average remaining term to maturity of our consolidated debt is 5.8 years.

## Debt Maturity Schedule:

Year	Secured <sup>(1)</sup>	Unsecured	Total	% Total	Effective Interest Rate
2019 - 2021	\$ —	\$ —	\$ —	—%	—%
2022	—	100,000	100,000	12%	2.964%
2023	58,499	225,000	283,499	33%	2.810%
Thereafter	2,500	475,000	477,500	55%	4.129%
Total	\$ 60,999	\$ 800,000	\$ 860,999	100%	3.559%

(1) Excludes the effect of scheduled monthly principal payments on amortizing loans.

# Portfolio Overview.

At September 30, 2019

(unaudited results)

## Consolidated Portfolio:

Market	# Properties	Rentable Square Feet			Occupancy %			Total Portfolio Excluding Repositioning(1)	In-Place ABR(2)	
		Same Properties Portfolio	Non-Same Properties Portfolio	Total Portfolio	Same Properties Portfolio	Non-Same Properties Portfolio	Total Portfolio		Total (in 000's)	Per Square Foot
Central LA	10	537,721	1,007,662	1,545,383	95.4%	100.0%	98.4%	98.4%	\$ 14,483	\$9.52
Greater San Fernando Valley	40	2,735,192	1,240,857	3,976,049	98.3%	88.7%	95.3%	98.8%	38,264	\$10.10
Mid-Counties	15	870,152	339,698	1,209,850	98.6%	83.0%	94.2%	99.0%	11,833	\$10.38
San Gabriel Valley	20	2,023,933	667,143	2,691,076	98.0%	100.0%	98.5%	98.5%	23,375	\$8.82
South Bay	27	2,658,178	795,683	3,453,861	95.0%	97.1%	95.5%	96.5%	33,286	\$10.09
<b>Los Angeles County</b>	112	8,825,176	4,051,043	12,876,219	97.1%	94.5%	96.3%	98.1%	121,241	\$9.78
North Orange County	9	812,666	282,002	1,094,668	96.7%	100.0%	97.6%	97.6%	9,870	\$9.24
OC Airport	7	601,578	37,592	639,170	89.7%	100.0%	90.4%	99.5%	6,591	\$11.41
South Orange County	3	329,458	—	329,458	100.0%	—%	100.0%	100.0%	3,157	\$9.58
West Orange County	6	650,276	120,800	771,076	100.0%	—%	84.3%	100.0%	5,689	\$8.75
<b>Orange County</b>	25	2,393,978	440,394	2,834,372	96.3%	72.6%	92.6%	98.9%	25,307	\$9.64
Inland Empire East	1	51,867	—	51,867	100.0%	—%	100.0%	100.0%	359	\$6.92
Inland Empire West	20	3,416,855	238,568	3,655,423	97.9%	96.4%	97.8%	97.8%	28,698	\$8.03
<b>San Bernardino County</b>	21	3,468,722	238,568	3,707,290	98.0%	96.4%	97.9%	97.9%	29,057	\$8.01
Ventura	17	1,744,992	763,977	2,508,969	96.2%	78.4%	90.8%	96.4%	21,555	\$9.46
<b>Ventura County</b>	17	1,744,992	763,977	2,508,969	96.2%	78.4%	90.8%	96.4%	21,555	\$9.46
Central San Diego	14	1,106,337	133,679	1,240,016	99.5%	20.4%	90.9%	99.5%	14,540	\$12.89
North County San Diego	15	632,436	938,278	1,570,714	89.6%	90.6%	90.2%	90.2%	16,040	\$11.32
South County San Diego	1	76,701	—	76,701	95.6%	—%	95.6%	95.6%	743	\$10.14
<b>San Diego County</b>	30	1,815,474	1,071,957	2,887,431	95.9%	81.8%	90.6%	94.1%	31,323	\$11.97
<b>CONSOLIDATED TOTAL / WTD AVG</b>	205	18,248,342	6,565,939	24,814,281	97.0%	89.2%	94.9%	97.5%	\$ 228,483	\$9.70

(1) Excludes space aggregating 666,559 square feet at nine of our properties that were in various stages of repositioning or lease-up as of September 30, 2019. See pages 20-21 for additional details on these properties.

(2) See page 26 for definition and details on how these amounts are calculated.

# Occupancy and Leasing Trends.

(unaudited results, data represents consolidated portfolio only)

## Occupancy by County:

	Sep 30, 2019	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018
<b>Occupancy:</b> <sup>(1)</sup>					
Los Angeles County	96.3%	96.0%	96.0%	96.1%	95.1%
Orange County	92.6%	90.9%	91.4%	95.1%	95.1%
San Bernardino County	97.9%	97.8%	97.4%	96.9%	96.5%
Ventura County	90.8%	85.1%	84.8%	88.6%	89.0%
San Diego County	90.6%	92.5%	97.4%	95.2%	97.9%
<b>Total/Weighted Average</b>	<b>94.9%</b>	<b>94.2%</b>	<b>94.6%</b>	<b>95.4%</b>	<b>95.1%</b>
<b>Consolidated Portfolio SF</b>	<b>24,814,281</b>	<b>23,874,494</b>	<b>22,144,631</b>	<b>21,295,443</b>	<b>20,505,157</b>

## Leasing Activity:

	Three Months Ended				
	Sep 30, 2019	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018
<b>Leasing Activity (SF):</b> <sup>(2)</sup>					
New leases <sup>(3)</sup>	396,115	651,023	527,869	168,758	583,257
Renewal leases <sup>(3)</sup>	618,982	1,069,391	604,014	463,065	360,430
Gross leasing	1,015,097	1,720,414	1,131,883	631,823	943,687
Expiring leases	1,011,691	1,289,743	916,362	706,693	733,237
Expiring leases - placed into repositioning	—	—	132,650	18,957	49,166
Net absorption	3,406	430,671	82,871	(93,827)	161,284
Retention rate <sup>(4)</sup>	62%	85%	70%	67%	55%

## Weighted Average New / Renewal Leasing Spreads:

	Three Months Ended				
	Sep 30, 2019	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018
GAAP Rent Change	31.2%	39.4%	26.2%	25.1%	32.2%
Cash Rent Change	19.4%	22.3%	17.3%	14.8%	21.1%

(1) See page 14 for the occupancy by County of our total consolidated portfolio excluding repositioning space.

(2) Excludes month-to-month tenants.

(3) Renewal leasing activity for Q3'19, Q2'19, Q1'19, Q4'18 and Q3'18 excludes relocations/expansions within Rexford's portfolio totaling 7,028, 32,496, 34,737, 7,537 and 42,716 rentable square feet, respectively, which are included as part of new leasing activity.

(4) Retention rate is calculated as renewal lease square footage plus relocation/expansion square footage noted in (3) above, divided by expiring lease square footage (excluding expiring lease square footage placed into repositioning).



## Leasing Statistics.

(unaudited results, data represents consolidated portfolio only)

### Leasing Activity:

	# Leases Signed	SF of Leasing	Weighted Average Lease Term (Years)
<b>Third Quarter 2019:</b>			
New	40	396,115	5.0
Renewal	51	618,982	4.2
<b>Total/Weighted Average</b>	<b>91</b>	<b>1,015,097</b>	<b>4.5</b>

### Change in Annual Rental Rates and Turnover Costs for Current Quarter Leases:

Third Quarter 2019:	GAAP Rent			Weighted Average Abatement (Months)	Cash Rent			Turnover Costs per SF(3)
	Current Lease	Prior Lease	Rent Change - GAAP		Starting Cash Rent - Current Lease	Expiring Cash Rent - Prior Lease	Rent Change - Cash	
New(1)	\$13.08	\$9.47	38.2%	1.1	\$12.71	\$10.08	26.1%	\$4.60
Renewal(2)	\$11.17	\$8.65	29.1%	1.0	\$10.85	\$9.24	17.5%	\$1.10
<b>Weighted Average</b>	<b>\$11.57</b>	<b>\$8.82</b>	<b>31.2%</b>	<b>1.0</b>	<b>\$11.25</b>	<b>\$9.42</b>	<b>19.4%</b>	<b>\$1.84</b>

### Uncommenced Leases by County:

Market	Uncommenced Renewal Leases: Leased SF(4)	Uncommenced New Leases: Leased SF(4)	Percent Leased	ABR Under Uncommenced Leases (in thousands)(5)(6)	In-Place + Uncommenced ABR (in thousands)(5)(6)	In-Place + Uncommenced ABR per SF(6)
Los Angeles County	1,080,421	—	96.3%	\$1,370	\$122,612	\$9.89
Orange County	348,695	11,692	93.0%	1,016	26,323	\$9.98
San Bernardino County	109,562	—	97.9%	128	29,186	\$8.04
San Diego County	377,922	19,161	91.3%	437	31,759	\$12.05
Ventura County	104,816	—	90.8%	97	21,651	\$9.50
<b>Total/Weighted Average</b>	<b>2,021,416</b>	<b>30,853</b>	<b>95.0%</b>	<b>\$3,048</b>	<b>\$231,531</b>	<b>\$9.82</b>

- GAAP and cash rent statistics and turnover costs for new leases exclude 11 leases aggregating 231,045 rentable square feet for which there was no comparable lease data. Of these 11 excluded leases, five leases for 139,535 rentable square feet relates to current year repositioning/redevelopment properties. Comparable leases generally exclude: (i) space that has never been occupied under our ownership, (ii) repositioned/redeveloped space, (iii) space that has been vacant for over one year or (iv) lease terms shorter than six months.
- GAAP and cash rent statistics and turnover costs for renewal leases excludes one lease for 2,240 rentable square feet for which there was no comparable lease data, due to either (i) space with different lease structures or (ii) lease term shorter than six months.
- Turnover costs include estimated tenant improvement and leasing costs associated with leases executed during the current period. Excludes costs for first generation leases.
- Reflects the square footage of renewal and new leases, respectively, that have been signed but have not yet commenced as of September 30, 2019.
- Includes \$0.4 million of annualized base rent under Uncommenced New Leases and \$2.7 million of incremental annualized base rent under Uncommenced Renewal Leases.
- See page 26 for further details on how these amounts are calculated.

Lease Expiration Schedule as of September 30, 2019:



Year of Lease Expiration	# of Leases Expiring	Total Rentable SF	In-Place + Uncommenced ABR (In thousands)	In-Place + Uncommenced ABR per SF
Available	—	759,811	\$ —	\$—
Current Repositioning <sup>(1)</sup>	—	475,416	—	\$—
MTM Tenants	64	67,473	1,149	\$17.03
2019	75	444,220	4,001	\$9.01
2020	343	4,262,043	38,926	\$9.13
2021	341	4,861,143	44,701	\$9.20
2022	292	3,374,332	34,555	\$10.24
2023	141	2,639,017	28,481	\$10.79
2024	103	3,022,997	31,334	\$10.37
2025	22	1,140,450	10,560	\$9.26
2026	14	652,687	7,027	\$10.77
2027	7	252,538	2,524	\$10.00
2028	6	348,447	3,211	\$9.22
Thereafter	16	2,513,707	25,062	\$9.97
<b>Total Portfolio</b>	<b>1,424</b>	<b>24,814,281</b>	<b>\$ 231,531</b>	<b>\$9.82</b>

(1) Represents space at six of our properties that were classified as current repositioning as of September 30, 2019. Excludes completed repositioning properties, pre-leased repositioning space, properties in lease-up and future repositioning properties. See pages 20-21 for additional details on these properties.

# Top Tenants and Lease Segmentation.

(unaudited results, data represents consolidated portfolio only)

## Top 10 Tenants:

Tenant	Submarket	Leased Rentable SF	% of In-Place + Uncommenced ABR	In-Place + Uncommenced ABR per SF	Lease Expiration
Federal Express Corporation	South Bay	527,861	3.0%	\$13.23	11/30/2032 <sup>(1)</sup>
Unified Natural Foods, Inc.	Central LA	695,120	2.3%	\$7.63	5/8/2038
Omega/Cinema Props, Inc.	Central LA	238,015	1.0%	\$10.08	12/31/2029
Triscenic Production Services, Inc.	Greater San Fernando Valley	284,273	1.0%	\$8.06	9/30/2024 <sup>(2)</sup>
32 Cold, LLC	Central LA	149,157	1.0%	\$15.32	3/31/2026 <sup>(3)</sup>
Dendreon Pharmaceuticals, LLC	West Orange County	170,865	0.9%	\$12.92	2/28/2030
Goldencorr Sheets, LLC	San Gabriel Valley	256,993	0.9%	\$7.92	4/30/2025
Universal Technical Institute of Southern California, LLC	South Bay	142,593	0.9%	\$14.10	8/31/2030
Cosmetic Laboratories of America, LLC	Greater San Fernando Valley	319,348	0.9%	\$6.28	6/30/2020
Southland Industries, a California corporation	West Orange County	207,953	0.8%	\$9.27	5/31/2028
<b>Top 10 Total / Weighted Average</b>		<b>2,992,178</b>	<b>12.7%</b>	<b>\$9.84</b>	

(1) Includes (i) 30,160 rentable square feet expiring September 30, 2027, (ii) 42,270 rentable square feet expiring October 31, 2030, (iii) 311,995 rentable square feet expiring February 28, 2031, and (vi) 143,436 rentable square feet expiring November 30, 2032.

(2) Includes (i) 38,766 rentable square feet expiring November 30, 2019, (ii) 147,318 rentable square feet expiring September 30, 2021, (iii) 69,219 rentable square feet expiring March 31, 2022, and (iv) 28,970 rentable square feet expiring September 30, 2024.

(3) Includes (i) 78,280 rentable square feet expiring September 30, 2025, and (ii) 70,877 rentable square feet expiring March 31, 2026.

## Lease Segmentation by Size:

Square Feet	Number of Leases	Leased Rentable SF	Rentable SF	Leased %	Leased % Excluding Repositioning	In-Place + Uncommenced ABR (in thousands) <sup>(1)</sup>	% of In-Place + Uncommenced ABR	In-Place + Uncommenced ABR per SF <sup>(1)</sup>
<4,999	740	1,607,101	1,673,634	96.0%	96.0%	\$ 21,558	9.3%	\$13.41
5,000 - 9,999	211	1,494,302	1,579,150	94.6%	94.6%	18,526	8.0%	\$12.40
10,000 - 24,999	250	3,954,298	4,257,913	92.9%	94.2%	44,531	19.2%	\$11.26
25,000 - 49,999	113	4,051,133	4,305,683	94.1%	98.3%	41,427	17.9%	\$10.23
>50,000	110	12,472,219	12,997,901	96.0%	99.2%	105,489	45.6%	\$8.46
<b>Total / Weighted Average</b>	<b>1,424</b>	<b>23,579,053</b>	<b>24,814,281</b>	<b>95.0%</b>	<b>97.6%</b>	<b>\$ 231,531</b>	<b>100.0%</b>	<b>\$9.82</b>

(1) See page 26 for further details on how these amounts are calculated.

# Capital Expenditure Summary

(unaudited results, in thousands, except square feet and per square foot data)

Nine Months Ended September 30, 2019

	Q3-2019	Q2-2019	Q1-2019	Year to Date			
				Total	SF <sup>(1)</sup>	PSF	
<b>Tenant Improvements and Space Preparation:</b>							
New Leases-1st Generation	\$ 260	\$ 363	\$ 41	\$ 664	204,257	\$ 3.25	
New Leases-2nd Generation	\$ 56	\$ 12	\$ 9	\$ 77	31,890	\$ 2.41	
Renewals	\$ 39	\$ 33	\$ —	\$ 72	132,207	\$ 0.54	
<b>Total Tenant Improvements and Space Preparation</b>	<b>355</b>	<b>408</b>	<b>50</b>	<b>\$ 813</b>			
<b>Leasing Commissions &amp; Lease Costs:</b>							
New Leases-1st Generation	\$ 904	\$ 2,428	\$ 241	\$ 3,573	1,139,417	\$ 3.14	
New Leases-2nd Generation	\$ 591	\$ 507	\$ 976	\$ 2,074	846,086	\$ 2.45	
Renewals	\$ 525	\$ 806	\$ 224	\$ 1,555	1,163,411	\$ 1.34	
<b>Total Leasing Commissions &amp; Lease Costs</b>	<b>2,020</b>	<b>3,741</b>	<b>1,441</b>	<b>\$ 7,202</b>			
<b>Total Recurring Capex</b>	<b>\$ 1,851</b>	<b>\$ 1,280</b>	<b>\$ 2,294</b>	<b>\$ 5,425</b>	<b>23,128,029</b>	<b>\$ 0.23</b>	
Recurring Capex % of NOI	3.6%	2.6%	5.0%	3.7%			
Recurring Capex % of Operating Revenue	2.8%	2.0%	3.8%	2.9%			
<b>Nonrecurring Capex:</b>							
Development and Repositioning <sup>(2)</sup>	\$ 4,192	\$ 3,080	\$ 2,937	\$ 10,209			
Other Repositioning <sup>(3)</sup>	3,853	3,424	3,077	10,354			
Other <sup>(4)</sup>	771	168	1,765	2,704			
<b>Total Nonrecurring Capex</b>	<b>\$ 8,816</b>	<b>\$ 6,672</b>	<b>\$ 7,779</b>	<b>\$ 23,267</b>	<b>15,987,120</b>	<b>\$ 1.46</b>	
<b>Other Capitalized Costs<sup>(5)</sup></b>	<b>\$ 2,423</b>	<b>\$ 2,049</b>	<b>\$ 1,529</b>	<b>\$ 6,001</b>			

(1) For tenant improvements and leasing commissions, reflects the aggregate square footage of the leases in which we incurred such costs, excluding new/renewal leases in which there were no tenant improvements and/or leasing commissions. For recurring capex, reflects the weighted average square footage of our consolidated portfolio for the period (including properties that were sold during the period). For nonrecurring capex, reflects the aggregate square footage of the properties in which we incurred such capital expenditures.

(2) Includes capital expenditures related to properties that were under development or repositioning as of September 30, 2019. For details on these properties see pages 20-21.

(3) Includes capital expenditures related to other space under repositioning or renovation that are not included on pages 20-21 due to smaller space size or limited downtime for completion.

(4) Includes other nonrecurring capital expenditures including, but not limited to, costs incurred for replacements of either roof or parking lots, and ADA related construction.

(5) Includes the following capitalized costs: (i) compensation costs of personnel directly responsible for and who spend their time on development, renovation and rehabilitation activity and (ii) interest, property taxes and insurance costs incurred during the development and construction periods of repositioning or development projects.

# Properties and Space Under Repositioning/Development.<sup>(1)</sup>

As of September 30, 2019

(unaudited results, in thousands, except square feet)

## Repositioning/Development Properties

Property (Submarket)	Total Property Rentable Square Feet	Space Under Repo/Lease-Up	Est. New Dev. Rentable Square Feet <sup>(2)</sup>	Total Property Leased % 9/30/19	Same Property Portfolio	Estimated Construction Period		Est. Period until Stabilized (months) <sup>(3)</sup>	Purchase Price <sup>(4)</sup>	Projected Repo Costs	Projected Total Investment <sup>(5)</sup>	Cumulative Investment to Date <sup>(6)</sup>	Actual Quarterly Cash NOI 3Q-2019 <sup>(7)</sup>	Est. Annual Stabilized Cash NOI <sup>(8)</sup>
						2019	Start							
<b>CURRENT REPOSITIONING:</b>														
28903 Ave. Paine - Dev. (SF Valley)	—	—	111,024	0%	N	3Q-2019	3Q-2020	13 - 16	\$ 5,515	\$ 11,869	\$ 17,384	\$ 6,257	\$ —	\$ 1,047
851 Lawrence Drive (Ventura)	49,976	49,976	39,294 <sup>(9)</sup>	0%	N	2Q-2018	3Q-2020	13 - 16	\$ 6,663	\$ 9,723	\$ 16,386	\$ 7,133	\$ (9)	\$ 979
29003 Avenue Sherman (SF Valley)	68,123	68,123	—	0%	N	3Q-2018	4Q-2019	3 - 5	\$ 9,531	\$ 1,338	\$ 10,869	\$ 10,178	\$ (6)	\$ 560
12821 Knott Street (West OC)	120,800	120,800	39,847	0%	N	1Q-2019	3Q-2020	13 - 16	\$ 19,768	\$ 9,714	\$ 29,482	\$ 20,033	\$ (20)	\$ 1,647
16121 Carmentia Rd. (Mid-Counties)	109,780	57,855	—	47%	N	1Q-2019	4Q-2019	2 - 4	\$ 13,452	\$ 2,584	\$ 16,036	\$ 15,131	\$ (6)	\$ 906
635 8th Street (SF Valley)	72,250	72,250	—	0%	N	2Q-2019	1Q-2020	8 - 10	\$ 14,668	\$ 2,423	\$ 17,091	\$ 14,683	\$ (10)	\$ 834
10015 Waples Court (Central SD)	106,412	106,412	—	0%	N	2Q-2019	1Q-2020	6 - 9	\$ 21,435	\$ 3,963	\$ 25,398	\$ 21,494	\$ (11)	\$ 1,356
The Merge (Inland Empire West) <sup>(10)</sup>	—	—	333,491	0%	N	2Q-2019	2Q-2020	15 - 18	\$ 23,827	\$ 32,887	\$ 56,714	\$ 25,136	\$ (3)	\$ 2,708
<b>TOTAL/WEIGHTED AVERAGE</b>	<b>527,341</b>	<b>475,416</b>	<b>523,656</b>						<b>\$ 114,859</b>	<b>\$ 74,501</b>	<b>\$ 189,360</b>	<b>\$ 120,045</b>	<b>\$ (65)<sup>(11)</sup></b>	<b>\$ 10,037</b>
<b>LEASE-UP:</b>														
2722 Fairview Street (OC Airport)	116,575	58,802	—	50%	Y	1Q-2018	4Q-2018	4 - 7	\$ 17,800	\$ 1,679	\$ 19,479	\$ 18,949	\$ 101	\$ 1,184
2455 Conejo Spectrum St. (Ventura) <sup>(12)</sup>	98,218	55,714	—	43%	N	1Q-2019	3Q-2019	3 - 5	\$ 19,035	\$ 1,125	\$ 20,160	\$ 19,781	\$ (3)	\$ 986
<b>TOTAL/WEIGHTED AVERAGE</b>	<b>214,793</b>	<b>114,516</b>	<b>—</b>						<b>\$ 36,835</b>	<b>\$ 2,804</b>	<b>\$ 39,639</b>	<b>\$ 38,730</b>	<b>\$ 98<sup>(11)</sup></b>	<b>\$ 2,170</b>
<b>STABILIZED:</b>														
1580 Carson Street (South Bay)	43,787	—	—	100%	N	--	--	--	\$ 7,715	\$ 1,570	\$ 9,285	\$ 9,159	\$ 59	\$ 585
<b>FUTURE REPOSITIONING:</b>														
9615 Norwalk Blvd. (Mid-Counties)	38,362	—	201,808 <sup>(13)</sup>	69%	Y	3Q-2020	2021	TBD	\$ 9,642	\$ 20,004	\$ 29,646	\$ 10,302	\$ 238	\$ 1,925

(1) See page 28 for a definition of Properties and Space Under Repositioning.

(2) Represents the estimated rentable square footage to be added upon completion of current development projects.

(3) Represents the estimated remaining number of months, as of September 30, 2019, for the property to reach stabilization. Includes time to complete construction and lease-up the property. Actual number of months required to reach stabilization may vary materially from our estimates. See page 29 for a definition of Stabilization Date - Properties and Space Under Repositioning.

(4) Includes contractual purchase price plus closing costs.

(5) Projected total investment includes the purchase price of the property and our current estimate of total expected nonrecurring capital expenditures to be incurred on each repositioning and development project to reach completion. We expect to update our estimates upon completion of the project, or sooner if there are any significant changes to expected costs from quarter to quarter.

(6) Cumulative investment-to-date includes the purchase price of the property and subsequent costs incurred for nonrecurring capital expenditures.

(7) Represents the actual cash NOI for each property for the three months ended September 30, 2019. For a definition/discussion of non-GAAP financial measures, see the definitions section beginning on pg. 26 of this report.

(8) Represents management's estimate of each property's annual cash NOI once the property has reached stabilization and initial rental concessions, if any, have elapsed. Actual results may vary materially from our estimates.

(9) We expect to demolish the existing 49,976 RSF building and construct a new 89,270 RSF multi-unit building.

(10) The Merge is a fully entitled industrial development site on which we plan to build six industrial buildings totaling 333,491 RSF.

(11) Actual NOI for the three months ended September 30, 2019, reflects the capitalization of \$369 thousand of real estate property taxes and insurance for current repositioning and \$46 thousand for stabilized properties. We will continue to capitalize taxes and insurance during the period in which construction is taking place to get each repositioning property ready for its intended use.

(12) We acquired Conejo Spectrum Business Park, a nine-building property, during 1Q-2019. Amounts presented on this page represent one of the nine buildings, located at 2455 Conejo Spectrum Street.

(13) 9615 Norwalk is a 10.26 acre storage-yard with three buildings totaling 38,362 RSF. In January 2019, we converted the tenant's MTM land lease to a term lease with an expiration date of June 30, 2020. We will demolish the existing buildings and construct a new 201,808 RSF building upon termination of the land lease.

# Properties and Space Under Repositioning/Development (Continued) <sup>(1)</sup>

As of September 30, 2019

(unaudited results, in thousands, except square feet)

## Repositioning Space

Property (Submarket)	Total Property Rentable Square Feet	Space Under Repositioning/Lease-Up	Same Property Portfolio	Estimated Construction Period		Est. Period until Stabilized (months) <sup>(2)</sup>	Projected Repositioning Cost <sup>(3)</sup>	Repositioning Costs Incurred to Date	Total Property Leased % 9/30/19	Actual Quarterly Cash NOI 3Q-2019 <sup>(4)</sup>	Estimated Annual Stabilized Cash NOI <sup>(5)</sup>
			2019	Start	Target Completion						
<b>LEASE-UP:</b>											
3233 Mission Oaks Blvd. - Unit 3233 (Ventura) <sup>(6)</sup>	461,717	39,210	Y	2Q-2017	3Q-2019	6 - 9	\$ 9,065	\$ 8,807	88%	\$ 37	\$ 939
7110 E. Rosecrans Avenue - Unit B (South Bay) <sup>(7)</sup>	74,856	37,417	Y	1Q-2019	3Q-2019	6 - 9	\$ 1,293	\$ 1,129	50%	\$ (6)	\$ 307
<b>TOTAL</b>		<u>76,627</u>					<u>\$ 10,358</u>	<u>\$ 9,936</u>		<u>\$ 31</u> <sup>(8)</sup>	<u>\$ 1,246</u>

## Stabilized Repositionings: Properties and Space

Property (Submarket)	Rentable Square Feet	Stabilized Period	Stabilized Yield
3233 Mission Oaks Blvd. - Unit H (Ventura)	43,927	1Q-2018	N/A <sup>(9)</sup>
1601 Alton Pkwy. (OC Airport)	124,988	3Q-2018	5.6% <sup>(10)</sup>
301-445 Figueroa Street (South Bay)	133,650	3Q-2018	7.8%
28903 Ave. Paine - Repo. (SF Valley)	111,935	4Q-2018	6.1%
14750 Nelson (San Gabriel Valley)	201,990	1Q-2019	8.0%
1998 Surveyor Avenue (Ventura)	56,306	1Q-2019	5.8%
15401 Figueroa Street (South Bay)	38,584	1Q-2019	7.2%
1332-1340 Rocky Pt. Dr. (North SD)	73,747	1Q-2019	6.5%
1580 Carson Street (South Bay)	43,787	3Q-2019	6.3%

(1) See page 28 for a definition of Properties and Space Under Repositioning.

(2) Represents the estimated remaining number of months, as of September 30, 2019, for the space to reach stabilization. Includes time to complete construction and lease-up the space. Actual number of months required to reach stabilization may vary materially from our estimates.

(3) Projected repositioning cost represents the estimated nonrecurring capital expenditures to be incurred for the repositioning to reach completion. Excludes historical cost of the land and building. We expect to update our estimates upon completion of the project, or sooner if there are any significant changes to expected costs from quarter to quarter.

(4) Represents the actual cash NOI of repositioning space for the three months ended September 30, 2019. For a definition & discussion of non-GAAP financial measures, see the definitions section beginning on page 26.

(5) Based on management estimates of annual cash NOI for the repositioning space, once the property has reached stabilization and initial rental concessions, if any, have elapsed. Actual results may vary materially from our estimates. The Company does not provide a reconciliation to net income on a consolidated basis, because it is unable to provide a meaningful or accurate estimation of reconciling items due to the inherent difficulty of forecasting the timing and/or amount of various items that would impact net income.

(6) As of September 30, 2019, we have completed the repositioning of space aggregating 109,636 RSF at 3233 Mission Oaks which is comprised of eight units. The amounts presented on this page represent the actual and projected construction costs and the actual and estimated stabilized cash NOI of only the space under repositioning vs. the entire property. As of September 30, 2019, five units totaling 70,426 RSF have been leased and three units totaling 39,210 RSF are available for lease.

(7) As of September 30, 2019, we have completed the repositioning of a 37,417 RSF unit at 7110 Rosecrans Avenue. The amounts presented on this page represent the actual and projected construction costs and the actual and estimated stabilized cash NOI of only the space under repositioning vs. the entire property.

(8) Actual NOI for the three months ended September 30, 2019, reflects the capitalization of \$24 thousand of real estate property taxes and insurance for lease-up space. We capitalize real estate property taxes and insurance during the period in which construction is taking place to get each repositioning space ready for its intended use.

(9) We are unable to provide a meaningful stabilized yield for this completed project as this was a partial repositioning of a larger property.

(10) Represents the yield based on 87% occupancy as of the stabilization date, which is one year after the completion of repositioning construction work. With the lease-up of the final unit during Q2-19, the property is 100% leased and has a stabilized yield of 7.5%.

# Current Year Acquisitions and Dispositions Summary.

As of September 30, 2019

(unaudited results, data represents consolidated portfolio only)

## 2019 Current Period Acquisitions

Acquisition Date	Property Address	County	Submarket	Rentable Square Feet	Acquisition Price (\$ in MM)	Occ. % at Acquisition	Occ.% at Sept 30, 2019
1/15/2019	12821 Knott Street	Orange	West Orange County	120,800	\$19.80	—%	—%
1/17/2019	28510 Industry Drive	Los Angeles	Greater San Fernando Valley	46,778	\$7.77	100%	100%
1/28/2019	Conejo Spectrum Business Park	Ventura	Ventura	531,378	\$106.25	72%	80%
3/5/2019	2455 Ash Street	San Diego	North County San Diego	42,508	\$6.68	100%	100%
3/12/2019	25413 Rye Canyon Road	Los Angeles	Greater San Fernando Valley	48,075	\$5.53	40%	100%
4/10/2019	1515 15th Street(1)	Los Angeles	Central LA	238,015	\$28.10	—%	100%
4/12/2019	13890 Nelson Avenue	Los Angeles	San Gabriel Valley	256,993	\$41.81	100%	100%
4/12/2019	445-449 Freedom Avenue	Orange	North Orange County	92,647	\$17.96	100%	100%
4/12/2019	2270 Camino Vida Roble	San Diego	North County San Diego	106,311	\$16.79	70%	75%
4/16/2019	980 Rancheros Drive	San Diego	North County San Diego	48,878	\$7.90	100%	100%
4/25/2019	1145 Arroyo Avenue	Los Angeles	Greater San Fernando Valley	147,019	\$29.86	100%	100%
4/25/2019	1150 Aviation Place	Los Angeles	Greater San Fernando Valley	147,000	\$29.69	100%	100%
4/25/2019	1175 Aviation Place	Los Angeles	Greater San Fernando Valley	92,455	\$17.84	100%	100%
4/25/2019	1245 Aviation Place	Los Angeles	Greater San Fernando Valley	132,936	\$26.06	100%	100%
4/25/2019	635 8th Street	Los Angeles	Greater San Fernando Valley	72,250	\$14.66	—%	—%
4/25/2019	10015 Waples Court	San Diego	Central San Diego	106,412	\$21.30	—%	—%
4/30/2019	19100 Susana Road	Los Angeles	South Bay	52,714	\$13.51	100%	100%
5/3/2019	15385 Oxnard Street	Los Angeles	Greater San Fernando Valley	71,467	\$16.80	100%	100%
5/16/2019	9750-9770 San Fernando Road	Los Angeles	Greater San Fernando Valley	35,624	\$7.44	100%	100%
5/31/2019	218 Turnbull Canyon	Los Angeles	San Gabriel Valley	190,900	\$27.10	100%	100%
6/6/2019	The Merge(2)	San Bernardino	Inland Empire West	— (2)	\$23.20 (2)	--	--
7/3/2019	3340 San Fernando Road	Los Angeles	Greater San Fernando Valley	— (3)	\$3.00	--	--
7/31/2019	5725 Eastgate Drive	San Diego	Central San Diego	27,267	\$8.15	—%	100%
8/29/2019	18115 Main Street	Los Angeles	South Bay	42,270	\$6.75	100%	100%
8/29/2019	3150 Ana Street	Los Angeles	South Bay	105,970	\$18.80	100%	100%
8/30/2019	1402 Avenida Del Oro	San Diego	North County San Diego	311,995	\$73.55	100%	100%
9/5/2019	9607-9623 Imperial Highway	Los Angeles	Mid-Counties	7,466	\$10.51	100%	100%
9/5/2019	12200 Bellflower Boulevard	Los Angeles	Mid-Counties	54,161	\$16.33	100%	100%
9/17/2019	Storm Parkway	Los Angeles	South Bay	267,503	\$66.17	91%	91%
9/25/2019	2328 Teller Road	Ventura	Ventura	126,317	\$23.27	93%	93%
<b>Total Acquisitions through September 30, 2019</b>				<b>3,524,109</b>	<b>\$712.58</b>		

(1) In exchange for the property located at 1515 15th Street, the seller received 593,960 Series 1 CPOP Units, which are convertible by the holder at any time or by the Company beginning five years after issuance, in each case, into common units of the Operating Partnership on a one-for-one basis. The transaction was priced based upon a stock price of \$31.56, equal to the trailing 30-day average closing price of the Company's common stock as of the letter of intent date. The Series 1 CPOP Units are entitled to cumulative cash distributions at a rate of 4.43937% per year using a per unit stated value of \$45.50952 (a 44.2% premium to the \$31.56 per share described above), all as more particularly described in the Current Report on Form 8-K filed with the SEC on April 10, 2019.

(2) The Merge is a fully entitled industrial development site on which we plan to build six industrial buildings totaling 333,491 RSF. We have retained the seller as fee developer to construct the project. The acquisition price includes \$5.1 million of consideration held back in escrow to be released to the seller/developer upon meeting certain developer milestones.

(3) We acquired fee title to the parcel of land located at 3340 North San Fernando Road. Prior to the acquisition, we leased the parcel of land from the seller under a long-term ground lease.

## Current Year Acquisitions and Dispositions Summary (Continued).

As of September 30, 2019

(unaudited results, data represents consolidated portfolio only)

### 2019 Subsequent Period Acquisitions

Acquisition Date	Property Address	County	Submarket	Rentable Square Feet	Acquisition Price (\$ in MM)	Occ. % at Acquisition	Occ.% at Sept 30, 2019
10/3/2019	6277-6289 Slauson Avenue	Los Angeles	Central LA	336,085	\$41.26	98%	n/a
10/4/2019	750 Marville Street	Los Angeles	South Bay	59,996	\$11.51	100%	n/a
10/25/2019	8985 Crestmar Point	San Diego	Central San Diego	55,816	\$7.99	88%	n/a
<b>Total Year-to-Date Acquisitions</b>				<u>3,976,006</u>	<u>773.33</u>		

### 2019 Current Period Dispositions

Disposition Date	Property Address	County	Submarket	Rentable Square Feet	Sale Price (\$ in MM)	Reason for Selling
6/27/2019	2350-2384 Orangethorpe Avenue & 1631 Placentia Avenue	Orange	North Orange County	62,395	\$11.58	Opportunistic Sale
7/31/2019	939 Poinsettia Avenue - Unit 301	San Diego	North County San Diego	6,562	\$1.26	Opportunistic Sale
<b>Total Dispositions through September 30, 2019</b>				<u>68,957</u>	<u>\$12.84</u>	

### 2019 Subsequent Period Dispositions

Disposition Date	Property Address	County	Submarket	Rentable Square Feet	Sale Price (\$ in MM)	Reason for Selling
10/11/2019	13914-13932 East Valley Boulevard	Los Angeles	San Gabriel Valley	58,084	\$11.18	Opportunistic Sale
<b>Total Year-to-Date Dispositions</b>				<u>127,041</u>	<u>\$24.02</u>	



**2019 OUTLOOK\***

METRIC	2019 GUIDANCE / ASSUMPTIONS					YTD RESULTS AS OF SEPT 30, 2019		
	INITIAL GUIDANCE	Q1'19 UPDATED GUIDANCE		Q2'19 UPDATED GUIDANCE	Q3'19 UPDATED GUIDANCE			
Net Income Attributable to Common Stockholders per diluted share (1)	\$0.04 - \$0.08	\$0.30 - \$0.32	é	\$0.35 - \$0.37	é	\$0.41 - \$0.43 (2)	é	\$0.29
Company share of Core FFO per diluted share (1)	\$1.16 - \$1.20	\$1.18 - \$1.20	é	\$1.19 - \$1.21	é	\$1.20 - \$1.22 (2)	é	\$0.91
Same Property Portfolio NOI Growth (3)	3.5% - 5.5%	4.5% - 6.0%	é	5.0% - 6.5%	é	5.5% - 6.5%	é	6.6%
Stabilized Same Property Portfolio NOI Growth (3)	3.0% - 3.5%	3.5% - 4.0%	é	3.5% - 4.0%	—	3.5% - 4.0%	—	3.7%
Year-End Same Property Portfolio Occupancy (3)	95.5% - 96.5%	95.5% - 96.5%	—	96.0% - 97.0%	é	96.0% - 97.0%	—	97.0%
Year-End Stabilized Same Property Portfolio Occupancy (3)	96.5% - 97.5%	96.5% - 97.5%	—	97.0% - 97.5%	é	97.0% - 97.5%	—	97.7%
General and Administrative Expenses (4)	\$29.0M - \$30.0M	\$29.0M - \$30.0M	—	\$29.0M - \$30.0M	—	\$29.5M - \$30.0M	é	\$22.1M

- (1) Our Net income and Core FFO guidance refers to the Company's in-place portfolio as of October 29, 2019, and does not include any assumptions for acquisitions, dispositions or balance sheet activities that may or may not occur later during the year.
- (2) See page 29 for a reconciliation of the Company's 2019 guidance range of net income attributable to common stockholders per diluted share, the most directly comparable forward-looking GAAP financial measure, to Core FFO per diluted share.
- (3) Our Same Property Portfolio is a subset of our consolidated portfolio and consists of 146 properties aggregating 18,248,342 rentable square feet that were wholly-owned by us as of January 1, 2018, and still owned by us as of September 30, 2019. Our Stabilized Same Property Portfolio represents the properties included in our Same Property Portfolio, adjusted to exclude eight of our properties that were or will be in various stages of repositioning or lease-up during 2018 and 2019. See page 29 for the definition of Stabilized Same Property Portfolio which includes a list of these eight properties.
- (4) Our general and administrative expense guidance includes (i) estimated non-cash equity compensation expense of \$10.2 million and (ii) estimated internal leasing costs of \$1.3 million that will be expensed during 2019 as a result of the adoption of ASC 842 effective January 1, 2019.

\* A number of factors could impact the Company's ability to deliver results in line with its guidance, including, but not limited to, interest rates, the economy, the supply and demand of industrial real estate, the availability and terms of financing to potential acquirers of real estate and the timing and yields for divestment and investment. There can be no assurance that the Company can achieve such results.

# Net Asset Value Components.

As of September 30, 2019

(unaudited and in thousands, except share data)

## Net Operating Income

Pro Forma Net Operating Income (NOI) <sup>(1)</sup>	Three Months Ended September 30, 2019
Total operating rental income	\$67,020
Property operating expenses	(16,165)
Pro forma effect of uncommenced leases <sup>(2)</sup>	762
Pro forma effect of acquisitions <sup>(3)</sup>	2,142
Pro forma effect of dispositions <sup>(4)</sup>	5
Pro forma NOI effect of properties and space under repositioning <sup>(5)</sup>	3,630
<b>Pro Forma NOI</b>	<b>57,394</b>
Amortization of net below-market lease intangibles	(2,065)
Straight line rental revenue adjustment	(2,080)
<b>Pro Forma Cash NOI</b>	<b>\$53,249</b>

## Balance Sheet Items

Other assets and liabilities	September 30, 2019
Cash and cash equivalents	\$197,508
Rents and other receivables, net	4,376
Other assets	10,778
Acquisition related deposits	8,415
Accounts payable, accrued expenses and other liabilities	(34,669)
Dividends payable	(21,034)
Tenant security deposits	(27,688)
Prepaid rents	(7,759)
Estimated remaining cost to complete repositioning projects	(90,115)
<b>Total other assets and liabilities</b>	<b>\$39,812</b>

## Debt and Shares Outstanding

Total consolidated debt <sup>(6)</sup>	\$860,999
Preferred stock/units - liquidation preference	\$278,281
Common shares outstanding <sup>(7)</sup>	110,669,277
Operating partnership units outstanding <sup>(8)</sup>	2,421,857
<b>Total common shares and operating partnership units outstanding</b>	<b>113,091,134</b>

(1) For a definition and discussion of non-GAAP financial measures, see the notes and definitions section beginning on page 26 of this report.

(2) Represents the estimated incremental base rent from uncommenced new and renewal leases as if they had commenced as of July 1, 2019.

(3) Represents the estimated incremental NOI from Q3'19 acquisitions as if they had been acquired on July 1, 2019. We have made a number of assumptions in such estimates and there can be no assurance that we would have generated the projected levels of NOI had we actually owned the acquired entities as of July 1, 2019.

(4) Represents the deduction of actual Q3'19 NOI for the property that was sold during the current quarter. See page 23 for a detail of current year disposition properties.

(5) Represents the estimated incremental NOI from the properties that were classified as current or future repositioning or lease-up during the three months ended September 30, 2019, assuming that all repositioning work had been completed and all of the properties/space were fully stabilized as of July 1, 2019. See pages 20-21 for the properties included. We have made a number of assumptions in such estimates and there can be no assurance that we would have generated the projected levels of NOI had these properties actually been stabilized as of July 1, 2019.

(6) Excludes unamortized loan discount and debt issuance costs totaling \$3.3 million.

(7) Represents outstanding shares of common stock of the Company, which excludes 214,995 shares of unvested restricted stock.

(8) Represents outstanding common units of the Company's operating partnership, Rexford Industrial Realty, L.P., that are owned by unit holders other than Rexford Industrial Realty, Inc. Includes 276,674 vested LTIP Units and excludes 334,178 unvested LTIP Units and 591,767 unvested performance units.

**Adjusted Funds from Operations ("AFFO"):** We calculate adjusted funds from operations, or AFFO, by adding to or subtracting from FFO, as defined below, the following items: (i) certain non-cash operating revenues and expenses, (ii) capitalized operating expenditures such as leasing and construction payroll, (iii) recurring capital expenditures required to maintain and re-tenant our properties, (iv) capitalized interest costs resulting from the repositioning/redevelopment of certain of our properties, (v) 2nd generation tenant improvements and leasing commissions and (vi) gain (loss) on extinguishment of debt. Management uses AFFO as a supplemental performance measure because it provides a performance measure that, when compared year over year, captures trends in portfolio operating results. We also believe that, as a widely recognized measure of the performance of REITs, AFFO will be used by investors as a basis to assess our performance in comparison to other REITs. However, because AFFO may exclude certain non-recurring capital expenditures and leasing costs, the utility of AFFO as a measure of our performance is limited. Additionally, other Equity REITs may not calculate AFFO using the method we do. As a result, our AFFO may not be comparable to such other Equity REITs' AFFO. AFFO should be considered only as a supplement to net income (as computed in accordance with GAAP) as a measure of our performance.

### **In-Place Annualized Base Rent and Uncommenced Annualized Base Rent:**

- **In-Place Annualized Base Rent ("In-Place ABR"):** Calculated as the monthly contractual base rent (before rent abatements) per the terms of the lease, as of September 30, 2019, multiplied by 12. Includes leases that have commenced as of September 30, 2019 or leases where tenant has taken early possession of space as of September 30, 2019. Excludes billboard and antenna revenue and tenant reimbursements.
- **In-Place ABR per Square Foot:** Calculated by dividing In-Place ABR for the lease by the occupied square feet of the lease, as of September 30, 2019.
- **Combined In-Place and Uncommenced Annualized Base Rent ("In-Place + Uncommenced ABR"):** Calculated by adding (i) In-Place ABR and (ii) ABR Under Uncommenced Leases (see definition below). Does not include adjustments for leases that expired and were not renewed subsequent to September 30, 2019, or adjustments for future known non-renewals.
- **ABR Under Uncommenced Leases:** Calculated by adding the following:
  - (i) ABR under Uncommenced New Leases = first full month of contractual base rents (before rent abatements) to be received under Uncommenced New Leases, multiplied by 12.
  - (ii) Incremental ABR under Uncommenced Renewal Leases = difference between: (a) the first full month of contractual base rents (before rent abatements) to be received under Uncommenced Renewal Leases and (b) the monthly In-Place ABR for the same space as of September 30, 2019, multiplied by 12.
- **In-Place + Uncommenced ABR per Square Foot:** Calculated by dividing (i) In-Place + Uncommenced ABR for the leases by (ii) the square footage under commenced and uncommenced leases (net of renewal space) as of September 30, 2019.
- **Uncommenced New Leases:** Reflects new leases (for vacant space) that have been signed but have not yet commenced as of September 30, 2019.

- **Uncommenced Renewal Leases:** Reflects renewal leases (for space occupied by renewing tenant) that have been signed but have not yet commenced as of September 30, 2019.

**Capital Expenditures, Non-recurring:** Expenditures made with respect to a property for improvement to the appearance of such property or any other major upgrade or renovation of such property, and further includes capital expenditures for seismic upgrades, and capital expenditures for deferred maintenance existing at the time such property was acquired.

**Capital Expenditures, Recurring:** Expenditures made with respect to a property for maintenance of such property and replacement of items due to ordinary wear and tear including, but not limited to, expenditures made for maintenance of parking lot, roofing materials, mechanical systems, HVAC systems and other structural systems. Recurring capital expenditures shall not include any of the following: (a) improvements to the appearance of such property or any other major upgrade or renovation of such property not necessary for proper maintenance or marketability of such property; (b) capital expenditures for seismic upgrades; (c) capital expenditures for deferred maintenance for such property existing at the time such property was acquired; or (d) replacements of either roof or parking lots.

**Capital Expenditures, First Generation:** Capital expenditures for newly acquired space, newly developed or redeveloped space, or change in use.

**Cash NOI:** Cash basis NOI is a non-GAAP measure, which we calculate by adding or subtracting from NOI (i) fair value lease revenue and (ii) straight-line rent adjustment. We use Cash NOI, together with NOI, as a supplemental performance measure. Cash NOI should not be used as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs. Cash NOI should not be used as a substitute for cash flow from operating activities computed in accordance with GAAP. We use Cash NOI to help evaluate the performance of the Company as a whole, as well as the performance of our Same Property Portfolio.

**Core Funds from Operations ("Core FFO"):** We calculate Core FFO by adjusting FFO, as defined below, to exclude the impact of certain items that we do not consider reflective of our core revenue or expense streams. For the periods presented, Core FFO adjustments consisted of acquisition expenses. Management believes that Core FFO is a useful supplemental measure as it provides a more meaningful and consistent comparison of operating performance and allows investors to more easily compare the Company's operating results. Because these adjustments have a real economic impact on our financial condition and results from operations, the utility of Core FFO as a measure of our performance is limited. Other REITs may not calculate Core FFO in a consistent manner. Accordingly, our Core FFO may not be comparable to other REITs' core FFO. Core FFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance.

## Debt Covenants (\$ in thousands):

	Current Period Covenant	Sep 30, 2019		Jun 30, 2019	
		Credit Facility, \$225M Term Loan and \$150M Term Loan	Senior Notes (\$100M, \$125M, \$25M, \$75M)	Credit Facility, \$225M Term Loan and \$150M Term Loan	\$100M Senior Notes and \$125M Senior Notes
Maximum Leverage Ratio	less than 60%	23.2%	23.2%	22.1%	22.1%
Maximum Secured Leverage Ratio	less than 45%	1.6%	n/a	1.7%	n/a
Maximum Secured Leverage Ratio	less than 40%	n/a	1.6%	n/a	1.7%
Maximum Secured Recourse Debt	less than 15%	—%	—%	—%	—%
Minimum Tangible Net Worth	\$1,815,624	\$2,749,154	\$2,749,154	\$2,614,104	\$2,614,104
Minimum Fixed Charge Coverage Ratio	at least 1.50 to 1.00	4.3 to 1.00	4.3 to 1.00	4.9 to 1.00	4.9 to 1.00
Unencumbered Leverage Ratio	less than 60%	23.9%	23.9%	22.5%	22.5%
Unencumbered Interest Coverage Ratio	at least 1.75 to 1.00	7.04 to 1.00	7.04 to 1.00	7.78 to 1.00	7.78 to 1.00

Our actual performance for each covenant is calculated based on the definitions set forth in each loan agreement.

**EBITDAre and Adjusted EBITDA:** We calculate EBITDAre in accordance with the standards established by the National Association of Real Estate Investment Trusts ("NAREIT"). EBITDAre is calculated as net income (loss) (computed in accordance with GAAP), before interest expense, tax expense, depreciation and amortization, gains (or losses) from sales of depreciable operating property, impairment losses and adjustments to reflect our proportionate share of EBITDAre from our unconsolidated joint venture. We calculate Adjusted EBITDA by adding or subtracting from EBITDAre the following items: (i) non-cash stock based compensation expense, (ii) gain (loss) on extinguishment of debt, (iii) acquisition expenses and (iv) the pro-forma effects of acquisitions and dispositions. We believe that EBITDAre and Adjusted EBITDA are helpful to investors as a supplemental measure of our operating performance as a real estate company because it is a direct measure of the actual operating results of our industrial properties. We also use these measures in ratios to compare our performance to that of our industry peers. In addition, we believe EBITDAre and Adjusted EBITDA are frequently used by securities analysts, investors and other interested parties in the evaluation of Equity REITs. However, because EBITDAre and Adjusted EBITDA are calculated before recurring cash charges including interest expense and income taxes, and are not adjusted for capital expenditures or other recurring cash requirements of our business, their utility as a measure of our liquidity is limited. Accordingly, EBITDAre and Adjusted EBITDA should not be considered alternatives to cash flow from operating activities (as computed in accordance with GAAP) as a measure of our liquidity. EBITDAre and Adjusted EBITDA should not be considered as alternatives to net income or loss as an indicator of our operating performance. Other Equity REITs may calculate EBITDAre and Adjusted EBITDA differently than we do; accordingly, our EBITDAre and Adjusted EBITDA may not be comparable to such other Equity REITs' EBITDAre and Adjusted EBITDA. EBITDAre and Adjusted EBITDA should be considered only as supplements to net income (as computed in accordance with GAAP) as a measure of our performance.

## Fixed Charge Coverage Ratio:

	For the Three Months Ended				
	Sep 30, 2019	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018
<b>EBITDAre</b>	\$ 44,334	\$ 41,921	\$ 39,184	\$ 36,903	\$ 35,565
Amortization of above/below market lease intangibles	(2,065)	(1,900)	(1,751)	(1,627)	(1,622)
Non-cash stock compensation	2,668	2,709	2,579	2,282	2,244
Straight line corporate office rent expense adjustment	—	—	—	(47)	(43)
Straight line rental revenue adjustment	(2,080)	(1,241)	(2,067)	(1,492)	(1,343)
Capitalized payments	(1,064)	(955)	(866)	(1,104)	(1,027)
Recurring capital expenditures	(1,851)	(1,280)	(2,294)	(2,403)	(1,405)
2nd generation tenant improvements and leasing commissions	(1,211)	(1,358)	(1,209)	(1,252)	(966)
<b>Cash flow for fixed charge coverage calculation</b>	<b>38,731</b>	<b>37,896</b>	<b>33,576</b>	<b>31,260</b>	<b>31,403</b>
<b>Cash interest expense calculation detail:</b>					
Interest expense	6,785	6,255	6,471	6,656	6,456
Capitalized interest	1,311	1,053	629	469	650
Note payable premium amort.	(1)	(2)	(1)	(1)	(1)
Amortization of deferred financing costs	(347)	(345)	(344)	(345)	(344)
<b>Cash interest expense</b>	<b>7,748</b>	<b>6,961</b>	<b>6,755</b>	<b>6,779</b>	<b>6,761</b>
Scheduled principal payments	40	39	39	38	38
Preferred stock/unit dividends	2,842	2,694	2,423	2,424	2,423
<b>Fixed charges</b>	<b>\$ 10,630</b>	<b>\$ 9,694</b>	<b>\$ 9,217</b>	<b>\$ 9,241</b>	<b>\$ 9,222</b>
<b>Fixed Charge Coverage Ratio</b>	<b>3.6x</b>	<b>3.9x</b>	<b>3.6x</b>	<b>3.4x</b>	<b>3.4x</b>

**Funds from Operations ("FFO"):** We calculate FFO in accordance with the standards established by NAREIT. FFO represents net income (loss) (computed in accordance with GAAP), excluding gains (or losses) from sales of depreciable operating property, impairment losses, real estate related depreciation and amortization (excluding amortization of deferred financing costs) and after adjustments for unconsolidated partnerships and joint ventures. Management uses FFO as a supplemental performance measure because, in excluding real estate related depreciation and amortization, gains and losses from property dispositions, other than temporary impairments of unconsolidated real estate entities, and impairment on our investment in real estate, it provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. We also believe that, as a widely recognized measure of performance used by other REITs, FFO may be used by investors as a basis to compare our operating performance with that of other REITs. However, because FFO excludes depreciation and amortization and captures neither the changes in the value of our properties

that result from use or market conditions nor the level of capital expenditures and leasing commissions necessary to maintain the operating performance of our properties, all of which have real economic effects and could materially impact our results from operations, the utility of FFO as a measure of our performance is limited. Other equity REITs may not calculate or interpret FFO in accordance with the NAREIT definition as we do, and, accordingly, our FFO may not be comparable to such other REITs' FFO. FFO should not be used as a measure of our liquidity, and is not indicative of funds available for our cash needs, including our ability to pay dividends. FFO should be considered only as a supplement to net income computed in accordance with GAAP as a measure of our performance.

**Net Operating Income ("NOI"):** NOI is a non-GAAP measure which includes the revenue and expense directly attributable to our real estate properties. NOI is calculated as total revenue from real estate operations including i) rental income, ii) tenant reimbursements, and iii) other income less property expenses. We use NOI as a supplemental performance measure because, in excluding real estate depreciation and amortization expense, general and administrative expenses, interest expense, gains (or losses) on sale of real estate and other non-operating items, it provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. We also believe that NOI will be useful to investors as a basis to compare our operating performance with that of other REITs. However, because NOI excludes depreciation and amortization expense and captures neither the changes in the value of our properties that result from use or market conditions, nor the level of capital expenditures and leasing commissions necessary to maintain the operating performance of our properties (all of which have real economic effect and could materially impact our results from operations), the utility of NOI as a measure of our performance is limited. Other equity REITs may not calculate NOI in a similar manner and, accordingly, our NOI may not be comparable to such other REITs' NOI. Accordingly, NOI should be considered only as a supplement to net income as a measure of our performance. NOI should not be used as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs. NOI should not be used as a substitute for cash flow from operating activities in accordance with GAAP. We use NOI to help evaluate the performance of the Company as a whole, as well as the performance of our Same Property Portfolio.

**Proforma NOI:** Proforma NOI is calculated by adding to NOI the following adjustments: (i) the estimated impact on NOI of uncommenced leases as if they had commenced at the beginning of the reportable period, (ii) the estimated impact on NOI of current period acquisitions as if they had been acquired at the beginning of the reportable period, (iii) the actual NOI of properties sold during the current period and (iv) the estimated incremental NOI from properties that were classified as repositioning/lease-up properties as of the end of the reporting period, assuming that all repositioning work had been completed and the properties/space were fully stabilized as of the beginning of the reportable period. These estimates do not purport to be indicative of what operating results would have been had the transactions actually occurred at the beginning of the reportable period and may not be indicative of future operating results.

**Properties and Space Under Repositioning:** Typically defined as properties or units where a significant amount of space is held vacant in order to implement capital improvements that improve the functionality (not including basic refurbishments, i.e., paint and carpet), cash flow and value of that space. We define a significant amount of space at a property as the lower of (i) 35,000 square feet of space or (ii) 50% of a property's square footage. Typically, we would include properties or space where the repositioning and lease-up time frame is estimated to be greater than six months. A repositioning is considered complete once the investment is fully or nearly fully deployed and the property is marketable for leasing. We look to update this definition on an annual basis based on the growth and size of the Company's consolidated portfolio.

**Rental Income:** See below for a breakdown of 2019 and 2018 consolidated rental income. We believe this information is frequently used by management, investors, securities analysts and other interested parties to evaluate the our performance.

	Three Months Ended				
	September 30, 2019	June 30, 2019	March 31, 2019	December 31, 2018	September 30, 2018
Rental revenue	\$ 56,442	\$ 53,599	\$ 50,286	\$ 47,429	\$ 45,661
Tenant reimbursements	10,193	9,776	9,041	8,462	8,508
Other income	385	238	277	234	300
Rental income	\$ 67,020	\$ 63,613	\$ 59,604	\$ 56,125	\$ 54,469

**Rent Change - Cash:** Compares the first month cash rent excluding any abatement on new leases to the last month rent for the most recent expiring lease. Data included for comparable leases only. Comparable leases generally exclude: (i) space that has never been occupied under our ownership, (ii) repositioned/redeveloped space, (iii) space that has been vacant for over one year, (iv) space with different lease structures (for example a change from a gross lease to a modified gross lease or an increase or decrease in the leased square footage) or (v) lease terms shorter than six months.

**Rent Change - GAAP:** Compares GAAP rent, which straightlines rental rate increases and abatements, on new leases to GAAP rent for the most recent expiring lease. Data included for comparable leases only. Comparable leases generally exclude: (i) space that has never been occupied under our ownership, (ii) repositioned/redeveloped space, (iii) space that has been vacant for over one year, (iv) space with different lease structures (for example a change from a gross lease to a modified gross lease or an increase or decrease in the leased square footage) or (v) lease terms shorter than six months.

**Same Property Portfolio:** Our Same Property Portfolio is a subset of our consolidated portfolio and includes properties that were wholly-owned by us as of January 1, 2018, and still owned by us as of September 30, 2019. The Company's computation of same property performance may not be comparable to other REITs.

**Same Property Portfolio Rental Income:** See below for a breakdown of 2019 and 2018 rental income for our Same Property Portfolio. We believe this information is frequently used by management, investors, securities analysts and other interested parties to evaluate the our performance.

	Three Months Ended September 30,				Nine Months Ended September 30,			
	2019	2018	\$ Change	% Change	2019	2018	\$ Change	% Change
Rental revenue	\$ 43,158	\$ 40,841	\$ 2,317	5.7%	\$ 128,534	\$ 121,479	\$ 7,055	5.8%
Tenant reimbursements	7,588	7,608	(20)	(0.3)%	22,847	22,338	509	2.3%
Other income	350	284	66	23.2%	809	634	175	27.6%
Rental income	\$ 51,096	\$ 48,733	\$ 2,363	4.8%	\$ 152,190	\$ 144,451	\$ 7,739	5.4%

## Notes and Definitions.

**Stabilization Date - Properties and Space Under Repositioning:** We consider a repositioning property to be stabilized at the earlier of the following: (i) upon reaching 90% occupancy or (ii) one year from the date of completion of repositioning construction work.

**Stabilized Same Property Portfolio:** Our Stabilized Same Property Portfolio represents the properties included in our Same Property Portfolio, adjusted to exclude the properties listed in the table below that were under repositioning/lease-up during comparable years. Stabilized Same Property Portfolio occupancy/leasing statistics exclude vacant/unleased repositioning space at each of these properties as of the end of each reporting period. Stabilized Same Property Portfolio NOI excludes the NOI for the entire property for all comparable periods.

Our Stabilized Same Property Portfolio excludes the following Same Property Portfolio properties aggregating 1,264,013 rentable square feet that were in various stages of repositioning or lease-up during 2018 and the nine months ended September 30, 2019:

14748-14750 Nelson Avenue	301-445 Figueroa Street
15401 Figueroa Street	3233 Mission Oaks Boulevard
1601 Alton Parkway	7110 E. Rosecrans Avenue
2700-2722 Fairview Street	28903 Avenue Paine

### Reconciliation of Net Income to NOI and Cash NOI (in thousands):

	Three Months Ended				
	Sep 30, 2019	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018	Sep 30, 2018
<b>Net Income</b>	\$ 12,948	\$ 15,954	\$ 10,717	\$ 15,207	\$ 8,965
<b>Add:</b>					
General and administrative	7,440	7,301	7,344	6,297	6,229
Depreciation and amortization	25,496	24,522	21,996	20,671	20,144
Acquisition expenses	122	29	23	166	106
Interest expense	6,785	6,255	6,471	6,656	6,456
<b>Subtract:</b>					
Management, leasing, and development services	90	109	102	114	116
Interest income	951	668	657	769	609
Gains on sale of real estate	895	4,810	—	5,631	—
<b>NOI</b>	<u>\$ 50,855</u>	<u>\$ 48,474</u>	<u>\$ 45,792</u>	<u>\$ 42,483</u>	<u>\$ 41,175</u>
Straight line rental revenue adjustment	(2,080)	(1,241)	(2,067)	(1,492)	(1,343)
Amortization of above/below market lease intangibles	(2,065)	(1,900)	(1,751)	(1,627)	(1,622)
<b>Cash NOI</b>	<u>\$ 46,710</u>	<u>\$ 45,333</u>	<u>\$ 41,974</u>	<u>\$ 39,364</u>	<u>\$ 38,210</u>

### Reconciliation of Net Income to Same Property Portfolio NOI, Same Property Portfolio Cash NOI, Stabilized Same Property Portfolio NOI and Stabilized Same Property Portfolio Cash NOI (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
<b>Net income</b>	\$ 12,948	\$ 8,965	\$ 39,619	\$ 31,868
<b>Add:</b>				
General and administrative	7,440	6,229	22,085	18,897
Depreciation and amortization	25,496	20,144	72,014	59,371
Acquisition expenses	122	106	174	152
Interest expense	6,785	6,456	19,511	18,760
<b>Deduct:</b>				
Management, leasing and development services	90	116	301	359
Interest income	951	609	2,276	609
Gains on sale of real estate	895	—	5,705	11,591
<b>NOI</b>	<u>\$ 50,855</u>	<u>\$ 41,175</u>	<u>\$ 145,121</u>	<u>\$ 116,489</u>
Non-Same Property Portfolio rental income	(15,924)	(5,736)	(38,047)	(10,067)
Non-Same Property Portfolio property expenses	3,837	1,402	9,093	2,553
<b>Same Property Portfolio NOI</b>	<u>\$ 38,768</u>	<u>\$ 36,841</u>	<u>\$ 116,167</u>	<u>\$ 108,975</u>
Straight line rental revenue adjustment	(708)	(920)	(2,647)	(4,320)
Amort. of above/below market lease intangibles	(856)	(1,095)	(2,855)	(3,443)
<b>Same Property Portfolio Cash NOI</b>	<u>\$ 37,204</u>	<u>\$ 34,826</u>	<u>\$ 110,665</u>	<u>\$ 101,212</u>
<b>NOI (from above)</b>	<u>\$ 50,855</u>	<u>\$ 41,175</u>	<u>\$ 145,121</u>	<u>\$ 116,489</u>
Non-Stabilized Same Property Portfolio rental income	(19,013)	(7,759)	(47,052)	(15,272)
Non-Stabilized Same Property Portfolio property expenses	4,494	1,948	11,119	4,058
<b>Stabilized Same Property Portfolio NOI</b>	<u>\$ 36,336</u>	<u>\$ 35,364</u>	<u>\$ 109,188</u>	<u>\$ 105,275</u>
Straight line rental revenue adjustment	(650)	(792)	(2,132)	(3,908)
Amort. of above/below market lease intangibles	(862)	(1,106)	(2,876)	(3,544)
<b>Stabilized Same Property Portfolio Cash NOI</b>	<u>\$ 34,824</u>	<u>\$ 33,466</u>	<u>\$ 104,180</u>	<u>\$ 97,823</u>

### Reconciliation of Net Income Attributable to Common Stockholders per Diluted Share Guidance to Company share of Core FFO per Diluted Share Guidance:

	2019 Estimate	
	Low	High
<b>Net income attributable to common stockholders</b>	\$ 0.41	\$ 0.43
Company share of depreciation and amortization	\$ 0.90	\$ 0.90
Company share of gains on sale of real estate	\$ (0.11)	\$ (0.11)
<b>Company share of Core FFO</b>	<u>\$ 1.20</u>	<u>\$ 1.22</u>