



# Industrial Market Report Atlanta - GA (USA)

PREPARED BY



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Agent



**INDUSTRIAL MARKET REPORT**

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12 Mo Deliveries in SF

**27.3M**

12 Mo Net Absorption in SF

**2.9M**

Vacancy Rate

**6.5%**

12 Mo Asking Rent Growth

**7.9%**

Even with six straight quarters of rising vacancy and the worst negative absorption since 2011 in 23Q4, Atlanta's industrial market is still tighter than any time before 2017, with 6% vacancy. But compared to the record run of tightening vacancies and escalating leasing activity mid-pandemic, Atlanta's industrial market cooled significantly over the past several months. Layoffs and distribution center closures by third-party logistics firms, like GXO Logistics and Saddle Creek, helped turn absorption negative last quarter while the volume of unleased new projects completing construction remained elevated.

At the end of 2023, vacancy lifted above the national average for the first time in three years. But the increase was not felt evenly across property size. In smaller properties, less than 250,000 SF, vacancy increased by 190 basis points going from 3.8% to 5.7% over the last year. For the largest developments, vacancy rose by 300 basis points, 4.2% in 23Q1 to 7.2% in 24Q1. The predominance of large-box speculative construction is likely to create significantly higher availabilities in industrial spaces larger than 250,000 SF.

Area brokers say there has been a shift in the demand for leasing from big box properties to smaller and midsize buildings, and the lack of construction in that size range means existing buildings don't sit in the

market for long. A structural shortage of small-bay space will keep availabilities hard to come by in infill locations. Additional demand for adaptive reuse projects for multifamily and mixed-use developments in close-in areas, especially BeltLine-adjacent neighborhoods, as well as the film industry seeking space for sound stages, is likely to continue shrinking urban infill inventory as space is converted.

Well-located assets, particularly those in the southern part of the region around the airport and along I-75 in Henry County, still command large rent increases. That pace of growth, though, is beginning to level off as landlords find themselves with more available space. With slowing rent growth, Atlanta is likely to retain its place as one of the least-expensive major industrial markets.

Longer term, the same challenging financing environment that has slowed sales volume in 2023 could help strengthen market fundamentals in the years to come. Construction starts have declined precipitously in Atlanta since mid-2022, even more so than in other major U.S. markets. That will result in fewer deliveries in coming years, which likely positions Atlanta to return to tighter vacancies and reaccelerated rent growth in 2025.

### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	658,440,081	7.2%	\$0.69	9.9%	(1,132,687)	1,257,946	15,763,778
Specialized Industrial	100,713,214	3.4%	\$0.88	3.5%	163,704	0	1,544,065
Flex	72,094,671	4.6%	\$1.21	7.3%	(247,944)	0	153,035
<b>Market</b>	<b>831,247,966</b>	<b>6.5%</b>	<b>\$0.76</b>	<b>8.9%</b>	<b>(1,216,927)</b>	<b>1,257,946</b>	<b>17,460,878</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	2.8%	8.9%	6.7%	14.1%	2011 Q2	3.2%	2022 Q2
Net Absorption SF	2.9M	12,474,091	10,400,194	37,574,369	2021 Q4	(10,461,767)	2009 Q2
Deliveries SF	27.3M	13,726,472	14,357,254	28,891,286	2023 Q4	728,183	2012 Q1
Asking Rent Growth	7.9%	2.9%	5.1%	13.1%	2022 Q2	-4.8%	1991 Q1
Sales Volume	\$3B	\$1.5B	N/A	\$7.2B	2022 Q2	\$0	1994 Q4

The industrial vacancy rate in Atlanta has drifted consistently higher after reaching a record low of 3.2% in 22Q2. The current industrial vacancy rate of 6.5% is above the market's 10-year average of 5.9%. A combination of slower leasing activity and an onslaught of new deliveries is driving the increase. Leasing activity in 2023 fell by about 40% compared to 2022, coming in around 31.9 million, compared to 52.6 million in 2022 and 60.9 million in 2021.

Connections to the growing ports of Savannah, Charleston, and Jacksonville, combined with a geographic location along the growing Interstate 85 corridor, position Atlanta as a distribution hub for both major Southern and lower Midwestern population centers. Recent major leases and move-ins from electric conduit manufacturer Atkore International, Sam's West, Home Depot, UPS, and Dollar General solidify that position. Population growth in the broader Southeast region has bolstered aggregate spending in the market.

Recent tightening of credit markets, however, has put a dent in the home building sector, and inflationary pressures have consumers cutting back from an unprecedented spending spree. These trends are beginning to impact the Atlanta industrial market. American Building Supply vacated a 635,000-SF warehouse in early 2023, GXO Logistics laid off 77 workers in Fairburn, and Amazon has put several spaces it leased in 2021 and 2022 up for sublet. Sublease availabilities increased to 11.4 million SF, as publicly traded retailers such as Big Lots, which is subleasing its 485,000-SF McDonough distribution center, continue to report challenges with excess inventory.

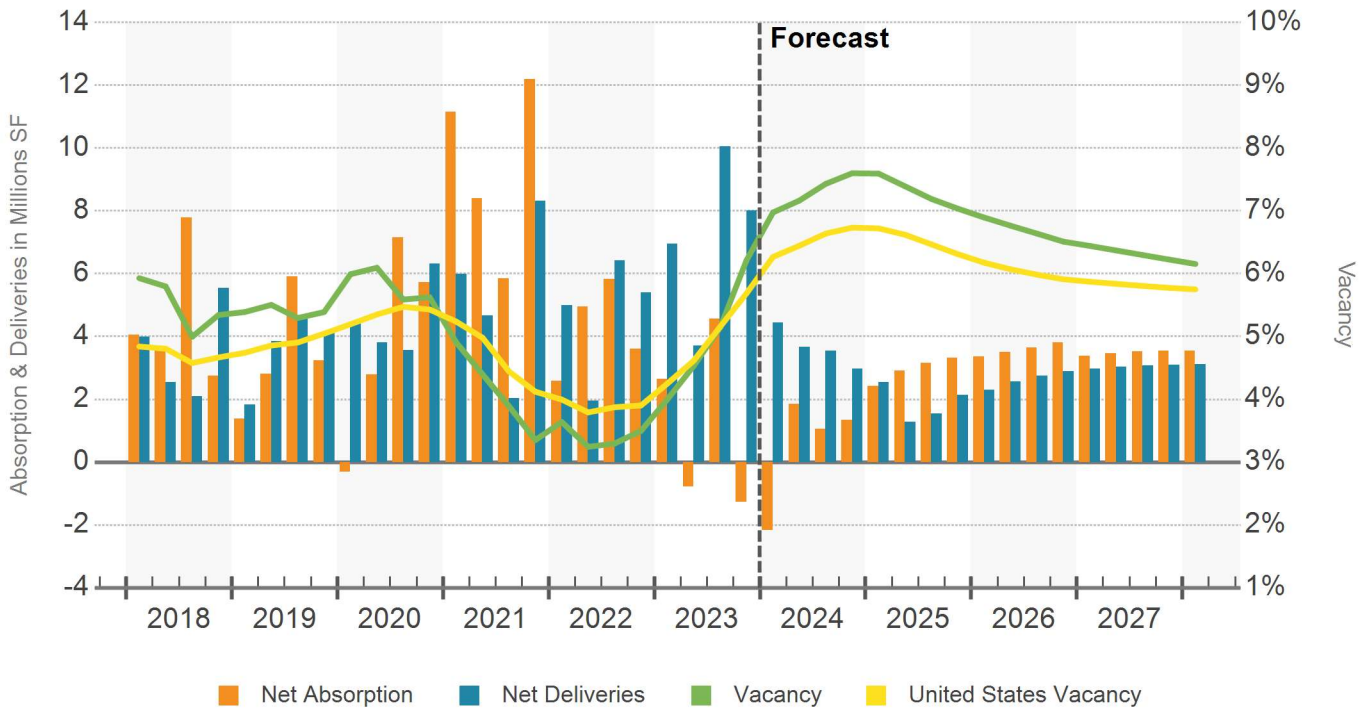
New industrial deliveries are likely to lift vacancies through the end of 2024. An additional 17.5 million SF is underway and slated to deliver over the next two years, with around 40% of that unleased. However, supply impacts will not be felt equally across all properties. Tenants have been seeking out smaller leases. Deal activity involving smaller properties, up to 75,000 SF, has been robust, growing by over 10% from last year. Meanwhile, deals for properties between 75,000 SF and 199,999 SF fell by more than 18%, and the region's big-box developments took the most significant hit, with 34% fewer deals.

In the long term, the growth of vehicle manufacturing in the Southeast, combined with federal investments in solar and semiconductor production, diversifies the sources of demand for industrial space in and around Atlanta. SK Innovation's new facility in Commerce, just northeast of the Atlanta metro, will serve as one of the largest hubs of electric vehicle battery manufacturing in the world. In December 2022, Hyundai and SK announced plans for an additional EV battery facility in Bartow County along the I-75 corridor northwest of Atlanta.

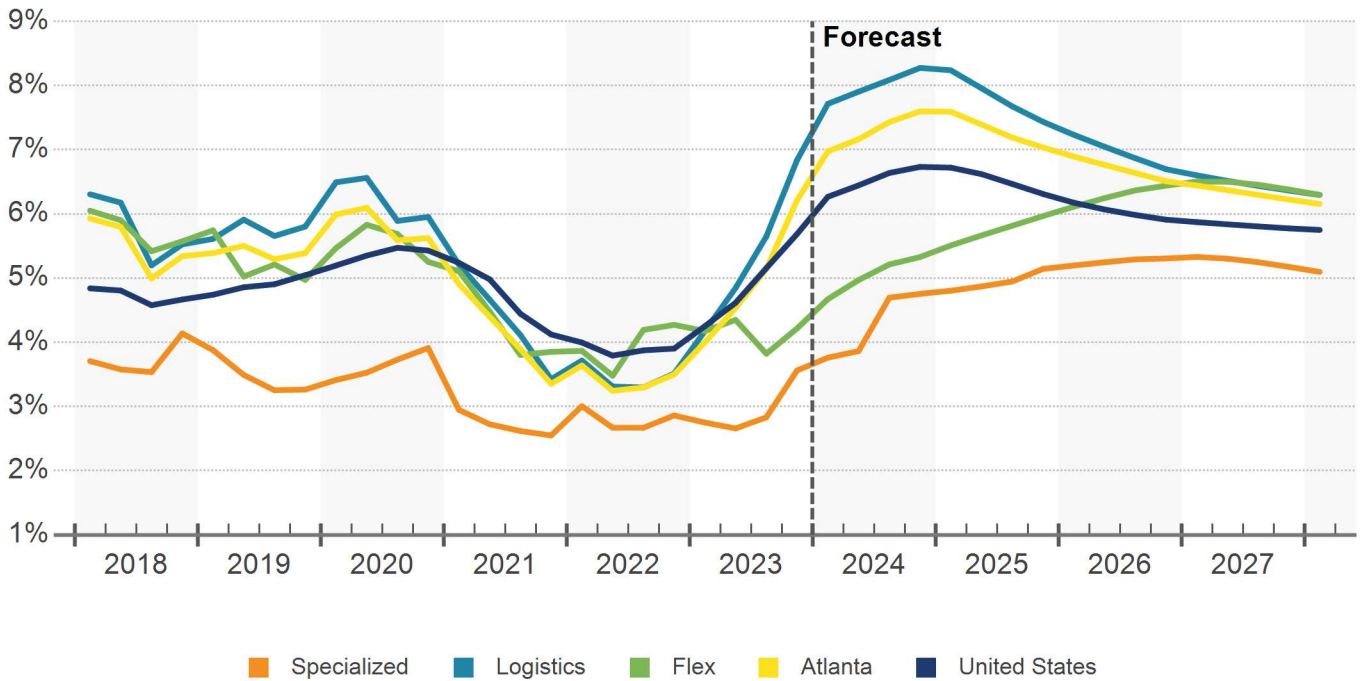
That came after Rivian's announcement that it will build a new electric vehicle manufacturing plant on the eastern fringe of the metro along I-20 in southern Morgan and Walton counties. The \$5 billion investment is slated to employ 7,500 workers when fully staffed and could help augment industrial demand in nearby submarkets such as Rockdale/Newton and South Walton County over the next several years. More recently, European battery-maker Freyr announced plans to build a \$2.6 billion plant in Newnan, a suburb southwest of Atlanta.



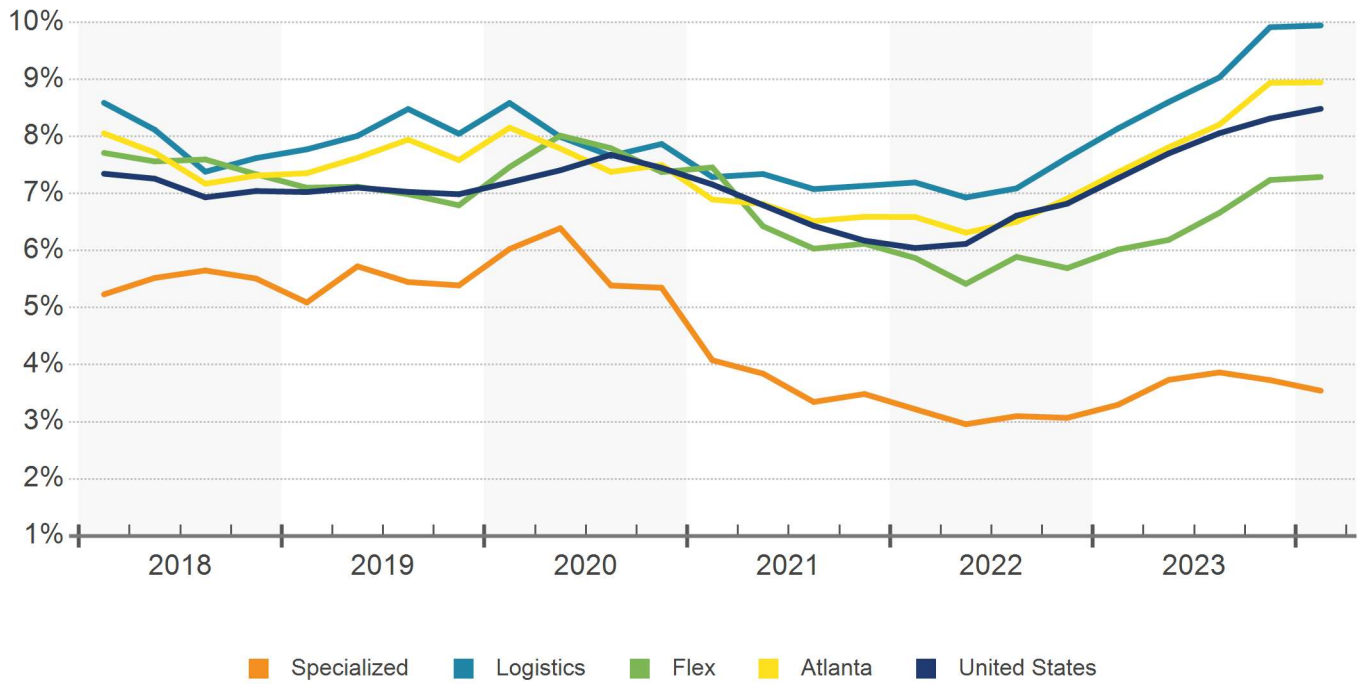
### NET ABSORPTION, NET DELIVERIES & VACANCY



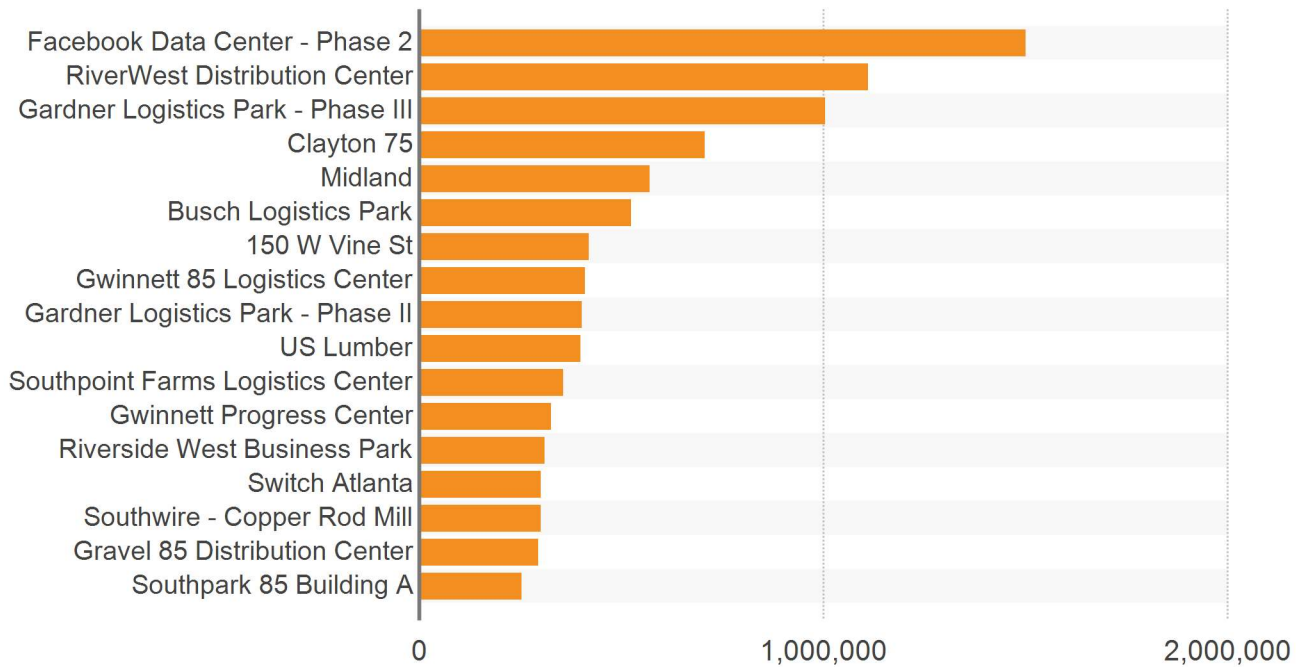
### VACANCY RATE



## AVAILABILITY RATE



### 12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Facebook Data Center - Phase 2	Rockdale/Newton Cn...	1,500,000	0	0	0	0	0	1,500,000
RiverWest Distribution Center	I-20 W/Douglasville Ind	1,110,960	0	0	0	0	0	1,110,960
Gardner Logistics Park - Phase III	S Clayton/Henry Cnt...	1,003,954	0	0	0	0	0	1,003,954
Clayton 75	S Clayton/Henry Cnt...	705,833	0	705,833	0	0	0	705,833
Midland	S Clayton/Henry Cnt...	570,586	0	0	0	0	0	570,586
Busch Logistics Park	Kennesaw/Acworth Ind	523,541	0	0	0	0	0	523,541
150 W Vine St	South Walton County...	420,000	0	0	0	0	0	420,000
Gwinnett 85 Logistics Center	Duluth/Suwanee/Buf...	689,730	0	0	0	0	0	409,290
Gardner Logistics Park - Phase II	S Clayton/Henry Cnt...	678,500	0	0	0	0	0	402,626
US Lumber	S Barrow Ind	399,600	0	0	0	0	0	399,600
Southpoint Farms Logistics Center	Airport/North Clayton...	600,000	0	0	0	0	0	356,044
Gwinnett Progress Center	GA-316/Lawrencevill...	326,019	0	0	0	0	0	326,019
Riverside West Business Park	I-20 W/Douglasville Ind	310,000	0	0	0	0	0	310,000
Switch Atlanta	I-20 W/Douglasville Ind	300,000	0	0	0	0	0	300,000
Southwire - Copper Rod Mill	W Carroll County Ind	300,000	0	0	0	0	0	300,000
Gravel 85 Distribution Center	Duluth/Suwanee/Buf...	294,362	0	0	0	0	0	294,362
Southpark 85 Building A	Airport/North Clayton...	252,726	0	0	0	0	0	252,726
<b>Subtotal Primary Competitors</b>		<b>9,985,811</b>	<b>0</b>	<b>705,833</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>9,185,540</b>
Remaining Atlanta Market		821,292,429	54,048,627	(1,922,760)	0	0	0	(6,331,998)
<b>Total Atlanta Market</b>		<b>831,278,240</b>	<b>54,048,627</b>	<b>(1,216,927)</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>2,853,543</b>

### TOP INDUSTRIAL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
570 International Park *	Fayette/Coweta County	877,460	Q4 23	PetSmart	Cushman & Wakefield	-
Cass White Rd	Kennesaw/Acworth	834,971	Q1 24	Hanwha Q Cells	-	NAI Brannen Goddard
2464 Mt. Zion Rd	S Clayton/Henry Cnty	705,833	Q1 24	Devgiri Home	-	Newmark
7634 Hwy 140	Kennesaw/Acworth	691,667	Q2 23	Broadrange Logistics	Strategic Real Estat...	Strategic Real Estate P...
493 Westridge Pky *	S Clayton/Henry Cnty	676,000	Q1 23	Carlisle Tire & Wheel Co...	CBRE	JLL
7545 Hartman Industrial Way *	I-20 W/Douglasville	569,674	Q4 23	Czarnowski	Cresa	-
6705 Oakley Industrial Blvd *	Airport/North Clayton	560,625	Q1 23	XPO Logistics	-	-
1181 Cassville White Rd NE	Kennesaw/Acworth	523,541	Q3 23	Atkore International	Cushman & Wakefield	JLL
3060 S Park Blvd *	S Clayton/Henry Cnty	498,258	Q4 23	GXO Logistics	-	Colliers
165 Greenwood Industrial Pky	S Clayton/Henry Cnty	485,091	Q3 23	Dollar General	-	JLL
200 Metcalf Rd	Airport/North Clayton	472,767	Q4 23	YITA	Strategic Real Estat...	Cushman & Wakefield
6455 Best Friend Rd	Doraville	453,600	Q3 23	Southeast Toyota Distribu...	-	NAI Brannen Goddard;...
407 Bird Hammond Rd	S Barrow	399,600	Q3 23	US Lumber	Lavista Associates, I...	-
810 Thompson Mill	Duluth/Suwanee/Buford	349,440	Q4 23	McKesson Medical-Surgical	-	JLL;Prologis, Inc.
601 Logistics Pky	Butts County	306,035	Q2 23	Yongsan	Avison Young	Cushman & Wakefield
400 Princeton Blvd	Kennesaw/Acworth	292,000	Q4 23	The Dixie Group	-	-
5400 Oakley Industrial Blvd	Airport/North Clayton	285,600	Q3 23	McKenney's Inc	Cushman & Wakefield	JLL
2823 Anvil Block Rd	S Clayton/Henry Cnty	269,890	Q4 23	Kane Warehousing	-	Cushman & Wakefield
2030 E Park Dr	I-20 East/Conyers	261,476	Q2 23	Cinelease Studios	-	-
100 Whitewater Pl	Airport/North Clayton	252,726	Q1 23	Resia Pods	JLL	Seefried Properties, Inc.
2961 Gravel Springs Rd	Duluth/Suwanee/Buford	251,629	Q2 23	Titanium Plus Autoparts	Strategic Real Estat...	Foundry Commercial
1990 Twin Creeks Pky	Rockdale/Newton Cnty	240,000	Q1 24	Pratt Industries	Cushman & Wakefield	Lavista Associates, Inc.
Hurricane Shoals Rd	GA-316/Lawrenceville	237,431	Q3 23	FieldCore Service Solutions	-	NAI Brannen Goddard
381 Davis Lake Rd	S Clayton/Henry Cnty	234,200	Q3 23	NVH Korea	-	-
381 Davis Lake Rd	S Clayton/Henry Cnty	234,200	Q2 23	NVH Korea	Eun Kim	Cushman & Wakefield
6070 Fulton Industrial Blvd SW	Fulton District	227,600	Q3 23	Miller Zell	Cresa	CBRE
2323 Brown Rd	Duluth/Suwanee/Buford	225,609	Q1 24	-	-	Seefried Properties, Inc.
11350 Johns Creek Pky	N Fulton/Forsyth Cnty	206,686	Q2 23	Boston Scientific	CBRE	Colliers
8440 Tatum Rd	Airport/North Clayton	201,624	Q3 23	Duracell	Cushman & Wakefield	CBRE
2107 Eastview Pky	Rockdale/Newton Cnty	201,403	Q2 23	GPA Logistics	CBRE	Lincoln Property Comp...
6550 Jimmy Carter Blvd	Doraville	199,972	Q3 23	-	-	Nash Commercial
850 Douglas Hills Rd	I-20 W/Douglasville	198,764	Q1 24	GigaCloud	-	NAI Brannen Goddard
6100 Emmanuel Dr SW	Fulton District	193,780	Q3 23	Phoenix Stamping Group...	-	-
4777 Derrick Rd	Airport/North Clayton	188,455	Q4 23	T. Marzetti Company	-	CBRE;Saxum Real Est...
4811 Flat Shoals Rd	Airport/North Clayton	187,220	Q1 24	-	-	Stream Realty Partners...
2084 Lake Industrial Ct	Rockdale/Newton Cnty	180,252	Q4 23	Pedro First, LLC	-	CBRE
4470 Ballard Rd	Airport/North Clayton	179,850	Q1 24	-	-	CBRE
3700 Atlanta Industrial Pky N	Fulton District	177,335	Q1 24	-	-	CBRE
675 Old Peachtree Rd NW	Duluth/Suwanee/Buford	176,820	Q4 23	-	-	Seefried Properties, Inc.
530 Horizon Dr	Duluth/Suwanee/Buford	168,564	Q2 23	McCollister's Global Servi...	Lee & Associates;N...	Taylor & Mathis, Inc.

\*Renewal





At about 7.9% year-over-year rent growth, Atlanta is still above its pre-pandemic 2016-19 average of 6.4% but down from the 2022 all-time high of 12.4%. Quarterly rent increases fell to 1.2% in 23Q4 from a peak of around 3.3% in 22Q2. Slowing leasing velocity and the delivery of new supply could reduce landlords' pricing power in coming quarters, but long-term demand drivers in the region poise the best-positioned properties for continued growth. Additionally, the slowdown in new construction starts will leave the market with less new supply competition when this new, thinner pipeline begins to deliver. That raises prospects for a reacceleration in rent growth in 2025.

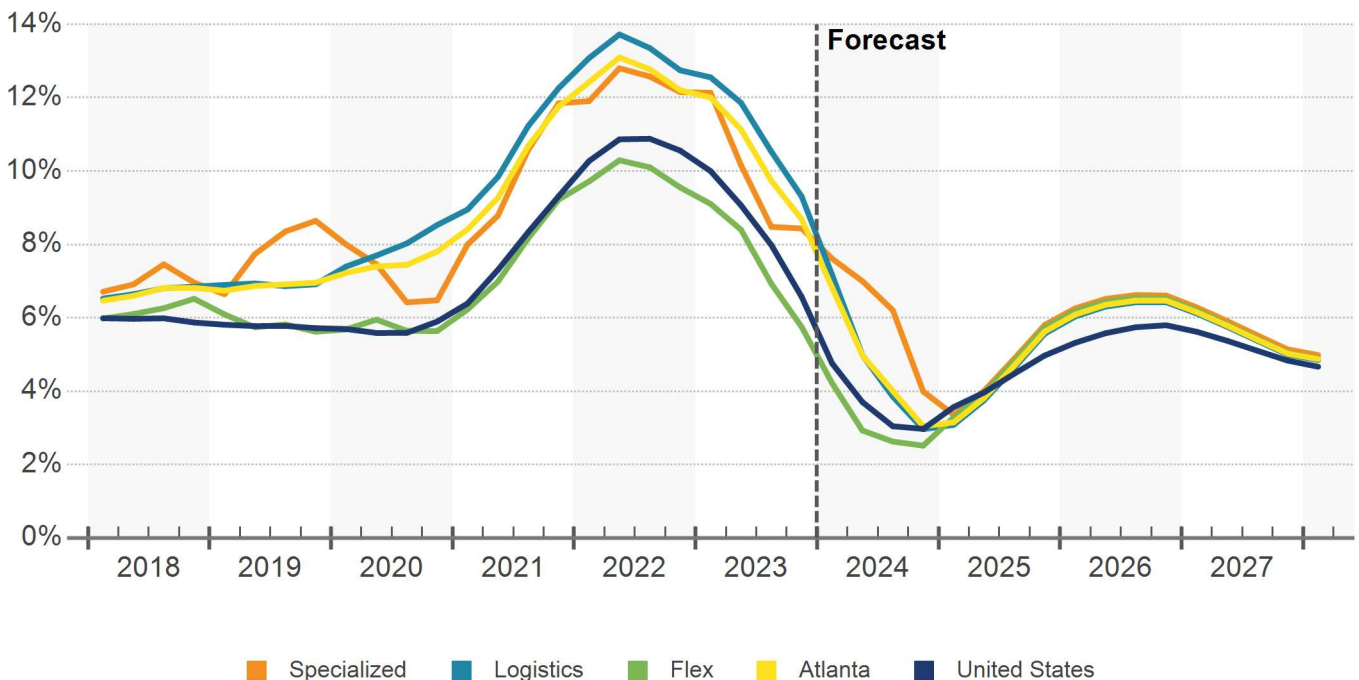
Atlanta rents come at a significant discount to major West and East Coast distribution markets. Average asking rents of roughly \$9.10/SF are well below the national average of about \$11.90/SF. Big-box distribution facilities often rent for around \$5-\$5.50/SF, but the newest and highest-end properties can often command higher rates. The Dixie Group, a carpet and rug mills company, signed a 10-year lease at a 1994-built distribution facility in December 2023 for \$5.28/SF

NNN in the Kennesaw/Acworth Submarket. Sam's West signed a 10-year lease starting in March 2023 at Prologis' recently constructed 1.1 million-SF RiverWest III for an effective rate of \$6.48/SF NNN.

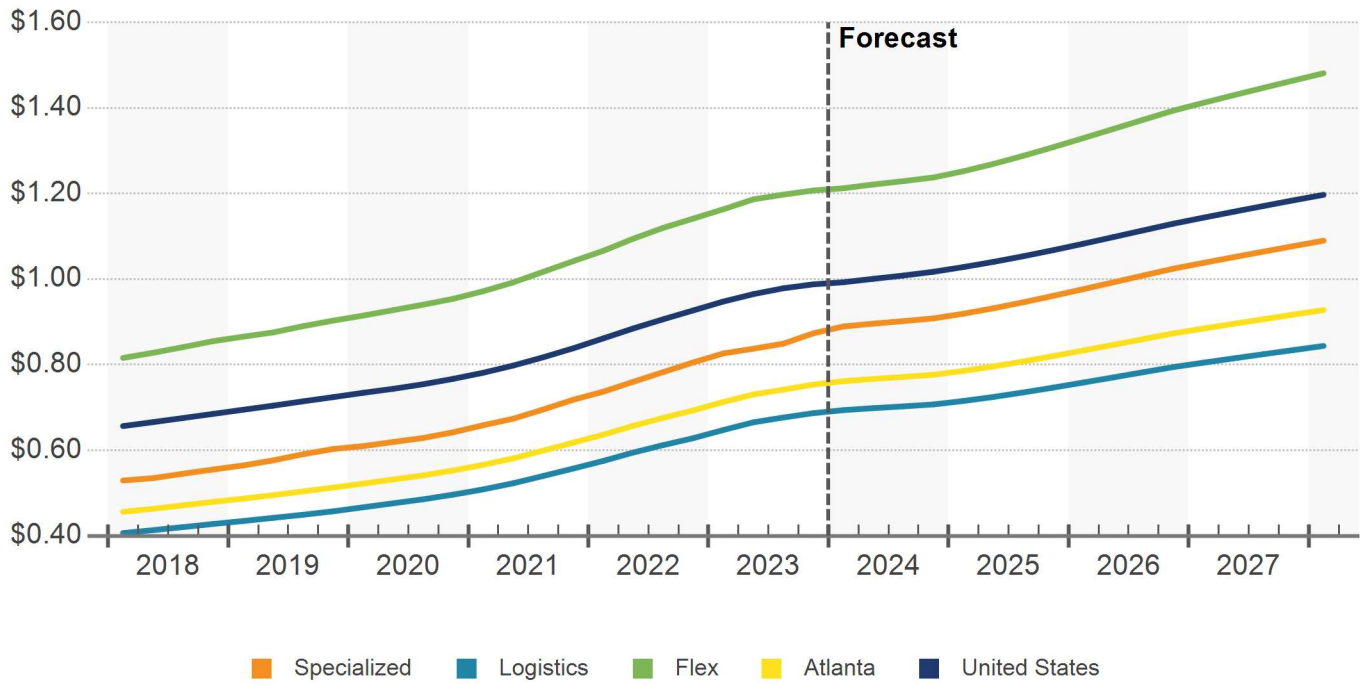
Smaller spaces, closer in to the city and airport have much higher rents. A 30,000-SF space at 2539 Sullivan Road in the Airport/North Clayton Submarket is asking \$11/SF NNN in rent at a 1976-built warehouse. Also, 15,000 SF of distribution sublet space at the 1969-built 3605 Presidential Parkway in the Chamblee area is asking \$11.95/SF NNN.

Relatively inexpensive land and labor costs help give Atlanta a competitive pricing advantage compared to most large markets nationwide. Furthermore, due to the metro's robust infrastructure network and strong demographic growth, industrial users make fewer tradeoffs between transportation access and quality of labor, underlining Atlanta's increasing appeal to manufacturers and distributors looking to expand in the region.

### MARKET ASKING RENT GROWTH (YOY)



### MARKET ASKING RENT PER SQUARE FEET



Atlanta's industrial supply wave persists, and a large portion of the space underway is speculative. With roughly 17.5 million SF under construction, Atlanta ranks in the top 10 for industrial supply underway nationally. Under-construction projects account for about 2.1% of the metro's current inventory, below other large sun belt markets like Phoenix, Charlotte, Orlando, and Savannah. About 40% of under-construction space is preleased. New construction starts, on the other hand, fell by more than 65% from 2022 to 2023. That indicates that the supply surge could be short-lived. As fewer projects break ground today, fewer projects are likely to deliver in the coming years, which could lead to supply-constrained conditions once again in 2025.

New developments in Atlanta are growing in both total footprint and height. The median clear height for buildings that came to market since 2018 is around 32 feet, and some new or under-construction projects have clear heights of 40 feet or more. By comparison, facilities built before 2010 rarely have clear heights that exceed 32 feet. The average industrial property built since 2010 is larger than 200,000 SF, while the average asset built in the 2000s is around 50,000 SF.

With growing space requirements from distributors, Atlanta developers have focused on building the largest of boxes. About 12 properties of 500,000 SF or larger are currently underway, representing more than half of all under-construction space in the market. The expansion also comes at a time when average lease sizes are

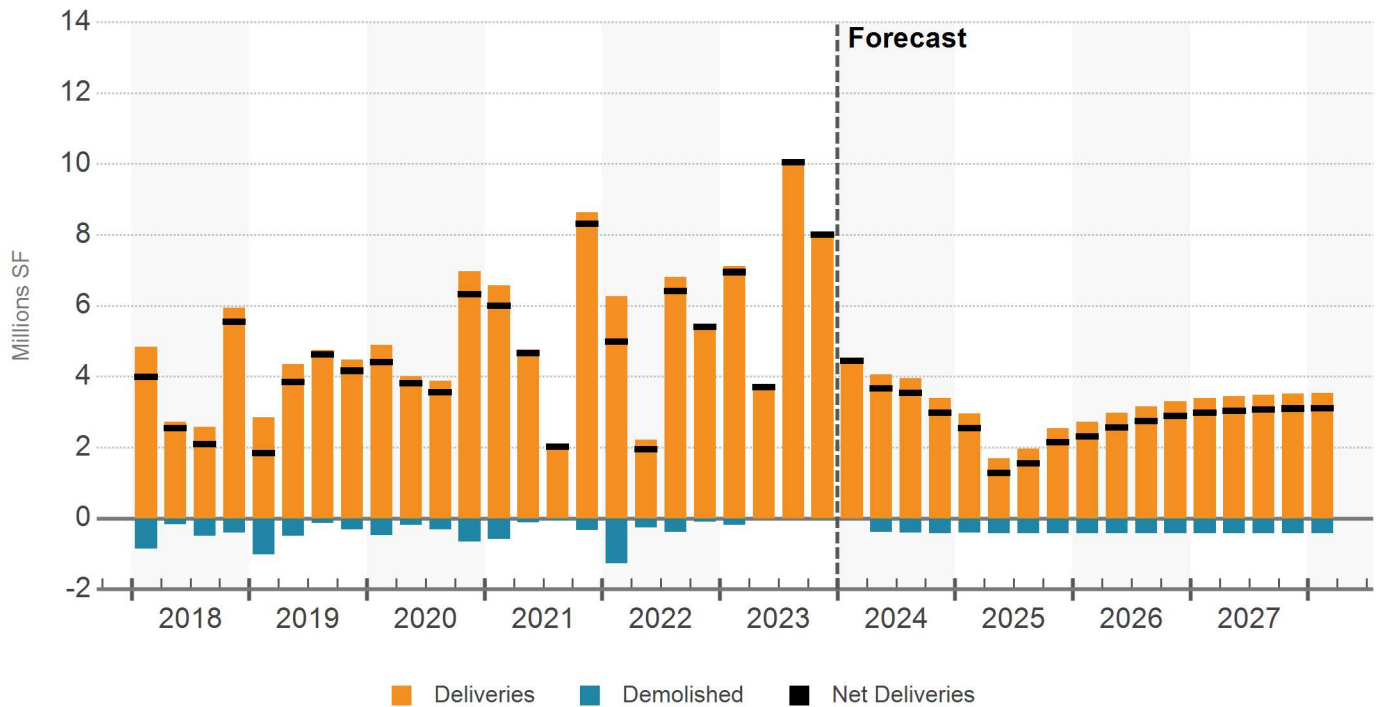
declining and could weigh on fundamentals in exurban submarkets, where these large properties represent a disproportionate share of inventory.

Kennesaw/Acworth, for example, boasts strong access to Atlanta and Midwestern markets via I-75, proximity to the Appalachian Regional Port in northwest Georgia, and more developable land than other north side locales. But the nearly 2 million SF currently under construction here remains mostly unleased, and the availability rate here is more than 19%.

Supply-heavy submarkets in the southern portion of the metro, such as Airport/North Clayton, I-20 W/Douglasville, Fayette/Coweta County, Rockdale/Newton County, and South Clayton/Henry County, may benefit from continued demand for smaller leases in infill buildings closer to population centers.

Nearby markets such as Jackson County and Gainesville are two other important logistics nodes for the region. Jackson County provides tenants direct access to I-85, allowing operators to distribute to other fast-growing Southeastern metros while bypassing metro Atlanta traffic. The area also has few land constraints and is able to draw labor from Atlanta's eastern exurbs as well as rural northeast Georgia. Jackson County has more than doubled its industrial stock since 2010, and the presence of the new SK Innovation plant in Commerce will likely lead to spillover demand for parts suppliers and other manufacturers in the area in the coming years.

### DELIVERIES & DEMOLITIONS



### SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	S Clayton/Henry Cnty	7	3,646	2,455	67.3%	3	81,324	520,889	4
2	Butts County	2	2,050	1,800	87.8%	2	128,632	1,025,071	1
3	Duluth/Suwanee/Buford	9	1,925	24	1.2%	8	67,712	213,886	7
4	I-20 W/Douglasville	12	1,909	512	26.8%	7	55,977	159,120	9
5	Airport/North Clayton	5	1,859	1	0%	9	80,921	371,753	6
6	Fayette/Coweta County	3	1,772	0	0%	10	48,464	590,770	2
7	Rockdale/Newton Cnty	3	1,684	925	54.9%	4	42,855	561,249	3
8	Kennesaw/Acworth	6	1,140	506	44.4%	5	64,579	190,066	8
9	Doraville	1	454	454	100%	1	55,185	453,600	5
10	N Fulton/Forsyth Cnty	5	235	75	32.0%	6	28,357	46,923	10
	All Other	10	751	443	59.1%		36,650	75,067	
<b>Totals</b>		<b>63</b>	<b>17,425</b>	<b>7,195</b>	<b>41.3%</b>		<b>49,055</b>	<b>276,585</b>	



# Under Construction Properties

Atlanta Industrial

Properties

Square Feet

Percent of Inventory

Released

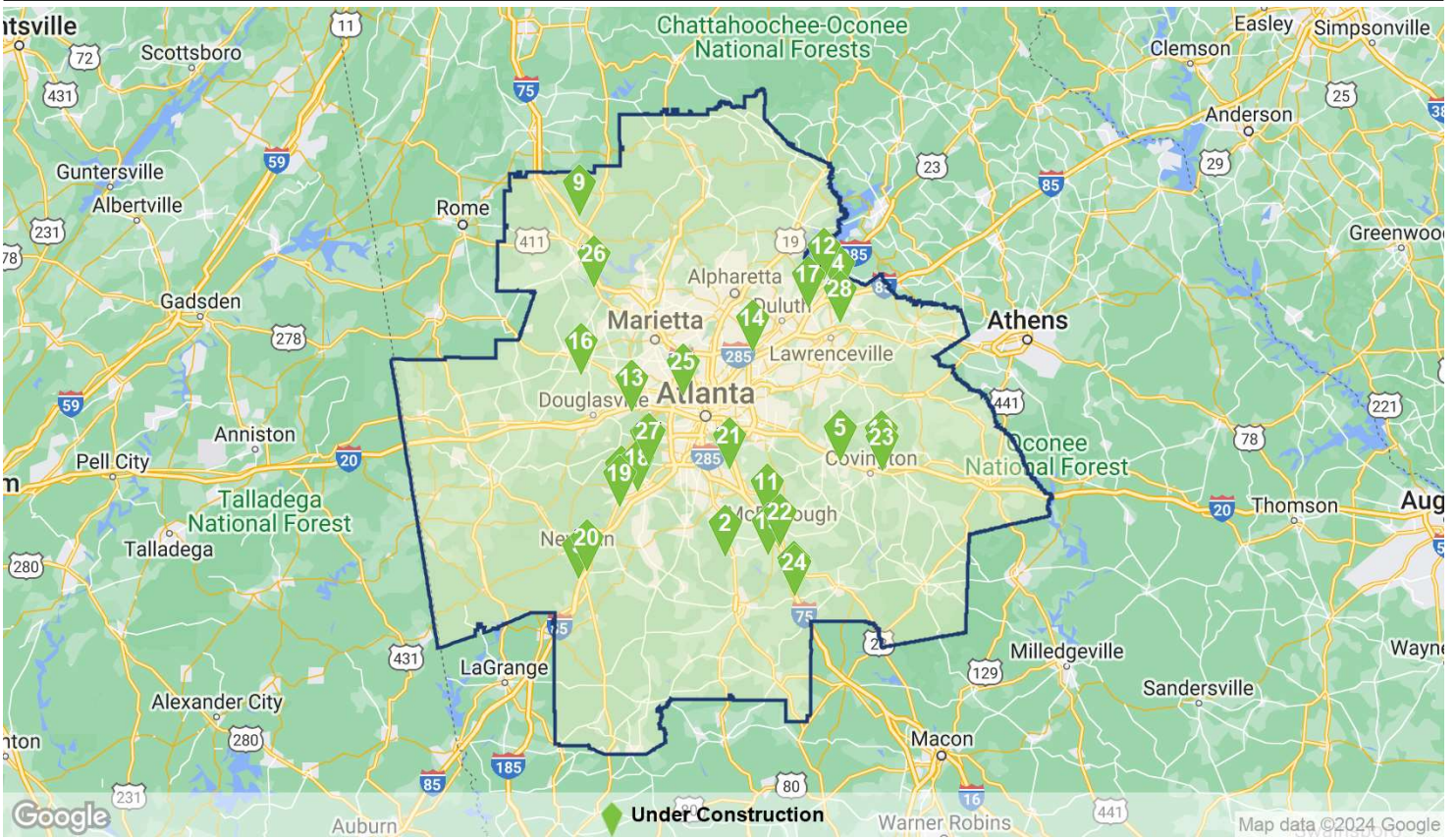
64

17,460,878

2.3%

41.2%

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 950 Logistics Pky	★★★★★	1,800,000	1	Jul 2022	Mar 2024	Havenwood Realty
2 1075 Lower Woolsey Rd	★★★★★	1,392,166	1	Mar 2023	Mar 2024	- CalSTRS
3 Building D Bridgeport Blvd	★★★★★	1,201,200	1	Sep 2023	Mar 2024	Clayco Inc Clayco, Inc.
4 Gravel Springs Logistics... 2630 Gravel Springs Rd	★★★★☆	1,001,424	1	Jun 2023	Mar 2024	IDI Logistics IDI Logistics
5 Lidl Regional Distributio... 3301 Iris Dr	★★★★★	925,000	1	Jul 2021	Mar 2024	- -
6 MAC V – Building 2 S Fulton Pkwy	★★★★★	800,000	1	Apr 2022	Jul 2024	- Majestic Realty Co.
7 Proposed NewCold Facility 0 Hwy 42 S	★★★★☆	790,000	1	Aug 2023	Aug 2024	- NewCold





# Under Construction Properties

Atlanta Industrial

## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 <b>Roosevelt Logistics Center</b> 7995 Bowen Rd	★★★★★	563,193	1	Jul 2022	Mar 2024	IDI Logistics IDI Logistics
9 <b>Qcells - Cartersville Site</b> 0 Highland 75	★★★★★	500,000	1	Mar 2023	Mar 2024	-
10 <b>Hazelbrand Rd</b>	★★★★★	500,000	1	Dec 2022	Mar 2024	-
11 <b>Stockbridge Logistics C...</b> Candler Rd	★★★★★	498,160	1	Sep 2022	May 2024	-
12 <b>Downtown Buford Logist...</b> 2105 Buford Hwy	★★★★★	494,804	1	Mar 2022	Mar 2024	IDI Logistics IDI Logistics
13 <b>Building 100</b> 1060 Douglas Hills Rd	★★★★★	489,416	1	Sep 2023	Aug 2024	-
14 <b>6455 Best Friend Rd</b>	★★★★★	453,600	1	Apr 2023	Mar 2024	- TPA Group LLC
15 <b>McDonough 75 Logistics...</b> 2475 Hwy 155	★★★★★	427,200	1	Jun 2023	Aug 2024	-
16 <b>Building A</b> Laird Rd And Bill Carruth...	★★★★★	367,360	1	Jun 2023	Jul 2024	Goldenrod Capital Partners, LP Goldenrod Capital Partners, LP
17 <b>Suwanee Logistics Center</b> 195 Sawmill Dr	★★★★★	327,825	1	Feb 2022	Mar 2024	TPA Group LLC Freeman Partners
18 <b>Oakmont 85 South</b> 621 Bohannon Rd	★★★★★	316,072	1	Dec 2023	May 2024	Oakmont Industrial Group LLC -
19 <b>HQ Industrial</b> 800 Weldon Rd	★★★★★	300,000	1	Jan 2023	Mar 2024	-
20 <b>Coweta Commerce Center</b> 765-775 E GA 16 Highway	★★★★★	271,111	1	Sep 2023	May 2024	-
21 <b>Clayton Technology Cen...</b> 5490 Highway 42	★★★★★	265,775	1	Jan 2024	Dec 2024	- Transwestern Real Estate Services
22 <b>105 Distribution Dr</b>	★★★★★	262,000	1	Feb 2023	Mar 2024	- Dolph Investments Inc
23 <b>Covington Commerce C...</b> 14138 Lake Forest Ct	★★★★★	258,748	1	Jul 2023	Mar 2024	- Logistics Property Company, LLC
24 <b>RiverPark 2</b> 350 Logistics Pky	★★★★★	250,141	1	Dec 2023	Sep 2024	-
25 <b>Amazon Distribution Fac...</b> 1442 Marietta Rd W	★★★★★	220,863	1	Oct 2023	Dec 2024	TPA Group LLC Stockbridge Capital Group, LLC
26 <b>Bldg 100</b> 180 Joe Frank Harris Pky SE	★★★★★	191,448	1	Apr 2022	Mar 2024	Taylor & Mathis, Inc. Taylor & Mathis, Inc.
27 <b>Stonewall Logistics Center</b> Stonewall Tell Rd	★★★★★	172,000	1	May 2022	Mar 2024	- Crow Holdings
28 <b>1500 Progress Industrial...</b>	★★★★★	163,170	1	Aug 2023	Jan 2025	-



While Atlanta is a top five U.S. market for total industrial investment, sales volume slowed significantly in 2023. Investors have closed on \$3.0 billion over the past 12 months, compared to \$5.9 billion in 2022.

Institutional interest in fully leased properties has led to significant long-term price appreciation in the Atlanta market. Market prices have grown to \$103/SF, more than a 60% increase since 2019. But that's still well below the national average and comparable with other national distribution markets, such as Dallas-Fort Worth and Chicago. Recent sales of unleased properties, however, have indicated that price appreciation is stalling as the impact of higher interest rates and slowing absorption takes hold.

Tighter credit markets shrunk the active buyer pool, and market participants note a disconnect between buyers and sellers on cap rates, which have begun to tick upward after years of compression. However, large pension funds, low-leverage institutional buyers, and international investors remain active here and are often willing to buy at higher prices. In August 2023, UK-based Lion Capital purchased the fully leased 169,000-SF multi-tenant warehouse at 2221 Northmont Parkway in Duluth from Cabot Properties for \$27.3 million, or \$162/SF. KKR had purchased a similar property in the park in June 2021 for \$157/SF, indicating continued price appreciation for fully leased, midsize properties in the area. Also in August, Faropoint sold its 126,000-SF warehouse at 4601 Welcome All Road for \$10.25 million, about one-third more than the Memphis-based developer paid for the 1980-built property in October

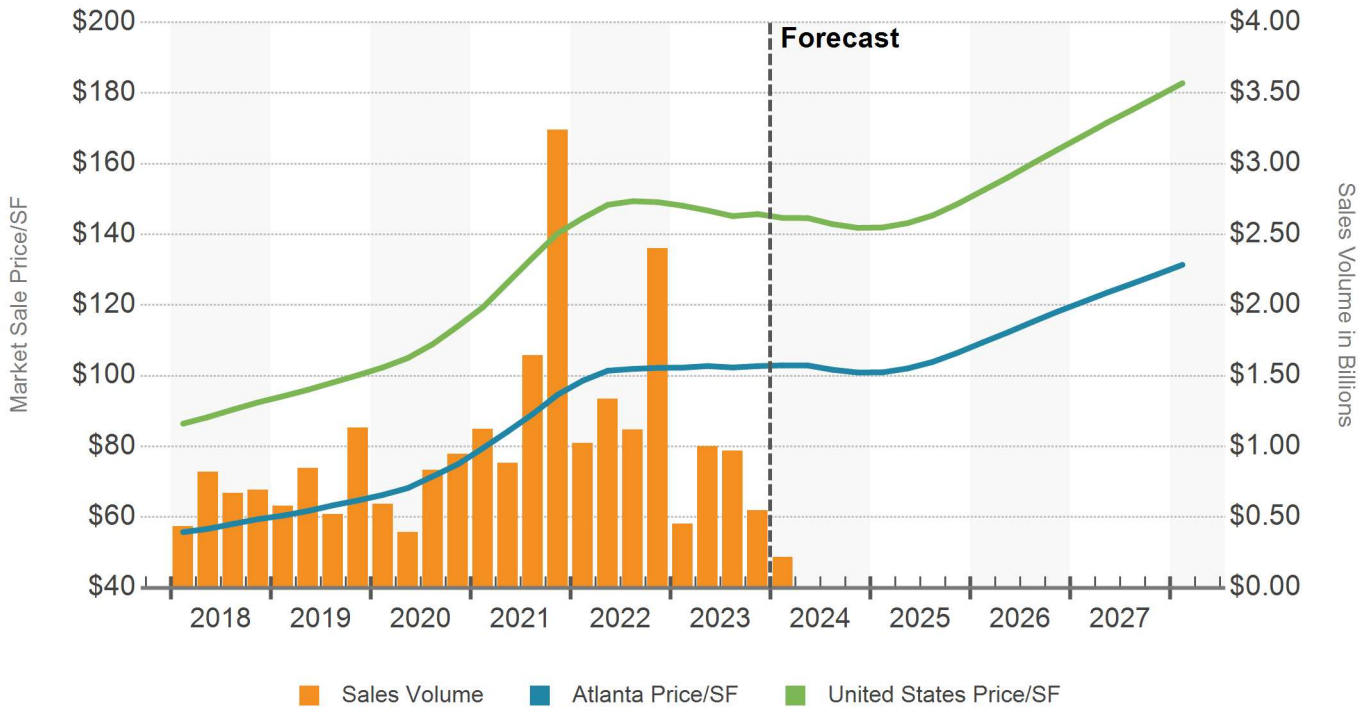
2021.

Older assets located in Atlanta's urban core often change hands as redevelopment plays. Investors have targeted older warehouses in submarkets such as Chattahoochee and Central Atlanta for adaptive reuse projects. Over the past 10 years, more than 8 million SF of industrial space has been sold as part of redevelopment projects, a large portion of which was sold for the land value. In June, apartment developer Mill Creek purchased an Atlanta Gas and Light Company showroom and its accompanying 2.39 acres at 576 Northside Dr. for \$10 million, or \$4.2 million/acre. The deal was one of several large redevelopment transactions involving formerly industrial land in West Midtown over the past several months. Others included the Allen Company and Alaska Permanent Fund pension's purchase of 1.4 acres at 11 St. NW near Star Metals and Atlantic Companies' \$11.2 million purchase of 2.7 acres and a 1978-built warehouse on Northside Drive.

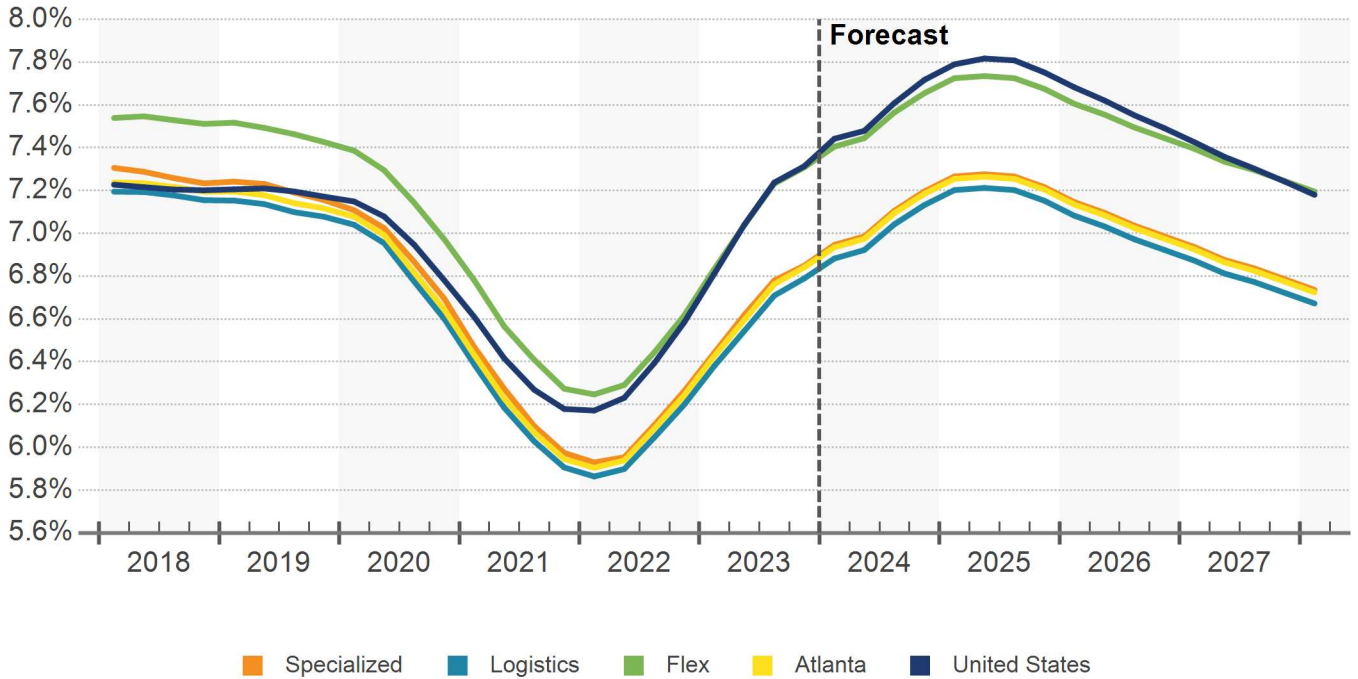
The largest recent land purchase was in July 2023, when Costco purchased 32 acres and a truck terminal adjacent to its current distribution center off Roosevelt Highway near Hartsfield-Jackson Airport. The retailer paid \$40 million, or \$1.25 million/acre, for the land, which is rumored to be slated for an additional corporate logistics property.

Investment activity is likely to remain subdued as long as uncertainty persists. However, institutional investors with patient plans are likely to keep Atlanta's well-leased assets as part of their target properties.

## SALES VOLUME & MARKET SALE PRICE PER SF



## MARKET CAP RATE





# Sales Past 12 Months

Atlanta Industrial

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

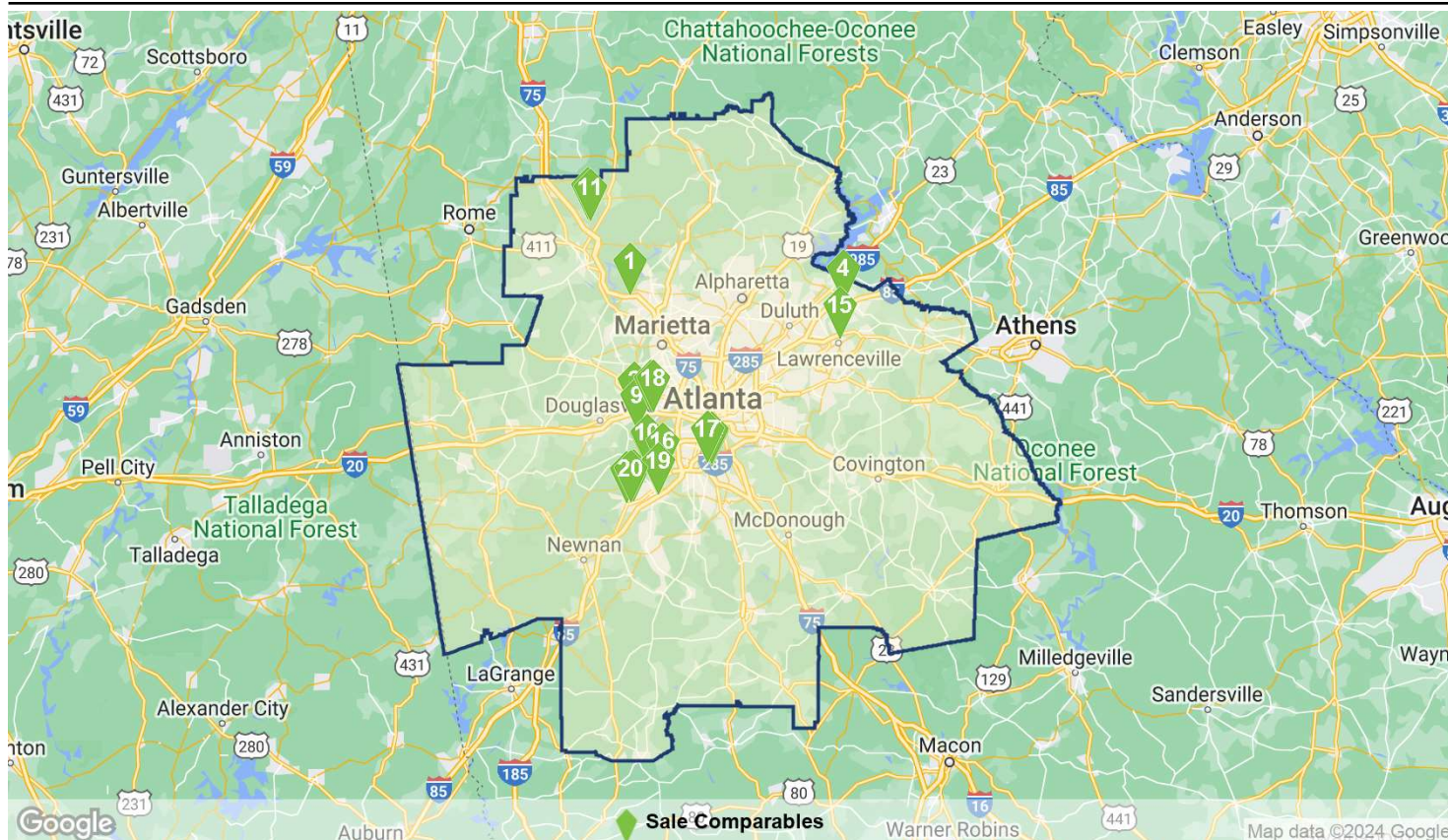
651

7.2%

\$117

17.8%

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$125,000	\$6,398,976	\$2,000,000	\$105,150,000
Price/SF	\$5.26	\$117	\$119	\$1,854
Cap Rate	5.0%	7.2%	6.8%	9.3%
Time Since Sale in Months	0.1	6.0	6.1	12.0
Property Attributes	Low	Average	Median	High
Building SF	1,236	49,771	15,290	1,044,288
Ceiling Height	7'	20'5"	19'	50'
Docks	0	8	2	161
Vacancy Rate At Sale	0%	17.8%	0%	100%
Year Built	1900	1988	1989	2024
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.4	★ ★ ★ ★ ★	★ ★ ★ ★ ★



# Sales Past 12 Months

Atlanta Industrial

## RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
<b>1</b> 102 Northpoint Pky	★★★★☆	2009	122,205	0%	6/29/2023	\$105,150,000	\$860	-
<b>2</b> Lithia Springs Distributi... 7705 Staples Dr	★★★★★	2007	644,040	0%	3/20/2023	\$87,500,000	\$136	-
<b>3</b> Palmetto Distribution Ce... 7965 Bowen Rd	★★★★★	2022	686,038	0%	5/30/2023	\$82,500,000	\$120	5.7%
<b>4</b> Building 2-Ozark 2880 Gravel Springs Rd	★★★★★	2023	689,730	0%	8/15/2023	\$76,446,192	\$111	-
<b>5</b> Atlanta Cold Storage-Bui... 4775 Derrick Rd	★★★★☆	2022	306,402	0%	11/30/2023	\$74,000,000	\$242	-
<b>6</b> Owens Corning 8095 McLarin Rd	★★★★☆	1999	1,044,288	0%	7/28/2023	\$72,400,000	\$69	-
<b>7</b> Phase 1 5005 Terminus Dr	★★★★☆	1996	599,914	0%	1/17/2024	\$71,142,460	\$119	-
<b>8</b> Great Valley Commerce... 200 Logistics Pky NE	★★★★★	2022	973,218	0%	5/15/2023	\$68,400,000	\$70	-
<b>9</b> Sweetwater Creek Logist... 1551 N River Rd	★★★★☆	2022	280,140	100%	5/15/2023	\$64,000,000	\$228	-
<b>10</b> Atlanta Cold Storage-Bui... 4777 Derrick Rd	★★★★☆	2023	188,455	100%	1/10/2024	\$54,000,000	\$287	-
<b>11</b> Building 100 1343 Cassville White Rd NE	★★★★☆	2023	793,563	100%	11/6/2023	\$52,430,477	\$66	-
<b>12</b> Hartman I 675 Hartman Rd	★★★★★	2003	353,983	0%	6/29/2023	\$47,096,243	\$133	-
<b>13</b> SouthPoint - Bldg F 4000 S Corporate Pky	★★★★☆	2001	358,360	0%	6/29/2023	\$42,100,000	\$117	-
<b>14</b> SouthPoint - Bldg B 2500 Southpoint Dr	★★★★☆	1996	297,000	0%	6/29/2023	\$40,100,000	\$135	-
<b>15</b> BlueLinx 200 Hosea Rd	★★★★☆	1995	585,637	0%	9/29/2023	\$40,000,000	\$68	-
<b>16</b> 4525 Roosevelt Hwy	★★★★☆	2000	29,500	0%	7/20/2023	\$40,000,000	\$1,356	-
<b>17</b> Southside Dist Ctr 4380 International Pky	★★★★☆	1997	288,000	0%	6/29/2023	\$38,600,000	\$134	-
<b>18</b> Hartman II 555 Hartman Rd	★★★★☆	2006	261,799	0%	6/29/2023	\$37,653,756	\$144	-
<b>19</b> Southpark Bldg 2 5025 Fayetteville Rd	★★★★☆	1999	279,776	0%	1/17/2024	\$37,193,525	\$133	-
<b>20</b> Building A 8440 Tatum Rd	★★★★★	2023	201,624	0%	8/31/2023	\$37,153,880	\$184	-





Atlanta's job market has more than recovered from job losses during the pandemic, though some evidence now points to potential challenges on the horizon. There are now 5% more total jobs in the Atlanta area than there were in February 2020. The strongest job growth has come from office-using sectors such as finance, professional services, and tech. Atlanta's aggregate office-using job sector has grown at a rate of more than 10% since 20Q1, according to Oxford Economics. However, recent layoffs announced by tech companies such as Google and Microsoft's recent postponement of plans for a 90-acre Westside campus have raised some questions about the continued velocity of job growth here.

Still, in the long run, Atlanta remains an attractive market for corporate relocations. Microsoft is moving forward with its lease at Atlantic Station, and Google, Cisco, Invesco, Micron, and Norfolk Southern have all opened new offices in Midtown in recent years. In other sizable recent moves, TK Elevator opened its North American headquarters, and Truist Securities announced that it would move to The Battery in Cumberland/Galleria; FinTech firm Deluxe Corporation added 700 new jobs at an innovation center in Central Perimeter, and Papa Johns relocated its headquarters to Cumberland/Galleria. Tech company Mailchimp is expanding its local presence on the Eastside, while Airbnb and Nike are each establishing East Coast hubs in West Midtown. These expansions follow several Fortune 500 firms setting up technology-related operations locally, including BlackRock, Meta (Facebook), Anthem, and Honeywell.

Atlanta has a lower concentration of education and health services employment than the national average, but that sector has seen substantial job growth over the past few years. Multiple healthcare systems are constructing new facilities, and the sector is poised to grow to adequately serve the metro's growing population. Piedmont Hospital opened phase one of the \$450 million Piedmont Heart Institute tower in Buckhead early to treat coronavirus patients, Emory University Hospital Midtown is underway on its \$500 million Winship Cancer Institute tower, and Children's Healthcare of Atlanta is building a \$1.5 billion hospital and campus expansion in Brookhaven that will open in 2025.

Slower consumer spending and increasing automation has begun to put a dent in industrial-using sectors, though employment here remains well above pre-pandemic levels. Hiring by firms like Amazon, Home Depot, HelloFresh, Freshly, Purple Mattress, and

Goodyear, among others, has helped boost blue-collar job growth in recent years. Since late 2022, however, a few high-profile layoff announcements have highlighted weakness in the homebuilding sector as well as a broader move to automated technology in warehousing operations. American Building Supply closed a 600,000-SF distribution center, and Walmart announced it would slash 1,500 workers as it automated much of the work at its 1.2 million-SF fulfillment center near Hartsfield-Jackson Airport. Growth in the manufacturing sector may help to counterbalance losses in the logistics sector, though automation remains a factor for future employment needs in both sectors.

Federal investments have helped the greater Atlanta region emerge as a major electric vehicle manufacturing hub. SK Innovation's new facility in Commerce, just northeast of the Atlanta metro, will employ thousands at full build-out and could eventually serve as one of the world's largest hubs of electric vehicle battery manufacturing. And on the eastern fringe of the metro along I-20, Rivian announced it will build a new \$5 billion electric vehicle manufacturing plant, slated to employ 7,500 workers when fully staffed. Long term, Atlanta will continue to benefit from its standing as a major regional and national distribution hub and its proximity to the fast-growing Port of Savannah.

The presence of the well-connected Hartsfield-Jackson Atlanta International Airport is a significant factor in helping Atlanta attract residents and corporations. Atlanta's transportation and logistics hub status helped attract Norfolk Southern, which moved its corporate headquarters to Midtown in 2021. The firm is adding roughly 850 new jobs with an average salary north of \$100,000. The airport, along with generous tax incentives, has also helped the region's growing film and entertainment industry, which is responsible for \$3 billion in annual direct spending in the state. One indicator of the growth in the film industry is that Georgia recently surpassed New York for the second-largest concentration of sound stages in the country.

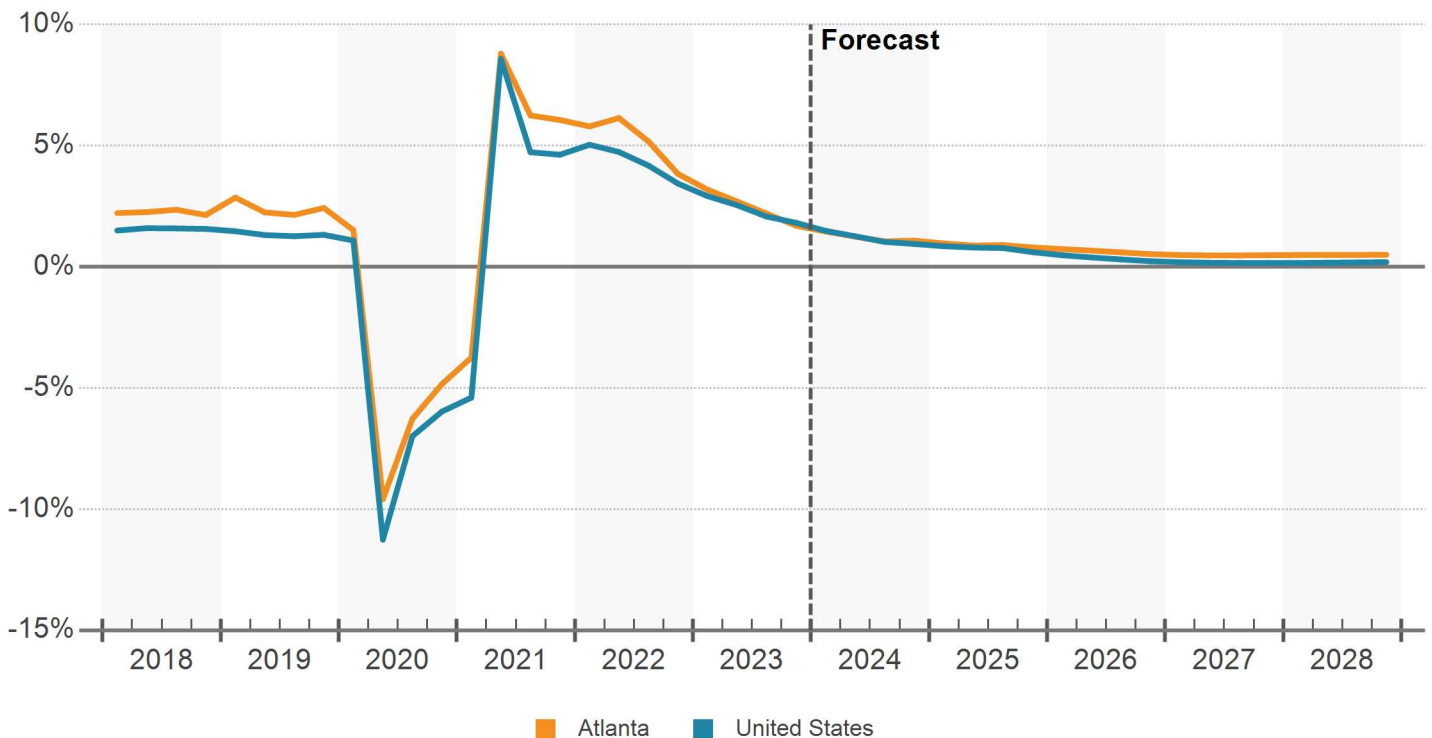
Atlanta boasts lower living and business costs than large East and West Coast metros, and this competitive advantage should continue to boost population and job growth in Atlanta. Atlanta has drawn some of the strongest in-migration in the country over the past few decades, and many employers have openly stated that moving all or a portion of their operations to Atlanta saved them millions without sacrificing access to high-quality labor.

### ATLANTA EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	176	0.7	-1.05%	0.06%	1.78%	0.72%	0.38%	0.15%
Trade, Transportation and Utilities	654	1.2	0.19%	0.18%	2.10%	1.06%	0.30%	0.16%
Retail Trade	298	1.0	-0.27%	0.03%	1.01%	0.20%	0.24%	0.13%
Financial Activities	210	1.2	2.86%	0.62%	2.92%	1.46%	0.33%	0.18%
Government	348	0.8	3.32%	2.71%	1.09%	0.52%	0.63%	0.37%
Natural Resources, Mining and Construction	147	0.9	3.11%	2.47%	4.21%	2.43%	0.51%	0.29%
Education and Health Services	419	0.8	5.10%	3.90%	3.35%	1.99%	1.28%	0.66%
Professional and Business Services	584	1.3	-0.46%	0.77%	2.34%	2.00%	0.69%	0.51%
Information	115	1.9	-1.69%	-2.60%	2.88%	1.07%	0.71%	0.27%
Leisure and Hospitality	316	1.0	3.02%	3.04%	2.29%	1.52%	1.10%	0.77%
Other Services	109	0.9	2.49%	1.81%	1.46%	0.66%	0.20%	0.31%
<b>Total Employment</b>	<b>3,080</b>	<b>1.0</b>	<b>1.60%</b>	<b>1.68%</b>	<b>2.34%</b>	<b>1.36%</b>	<b>0.66%</b>	<b>0.40%</b>

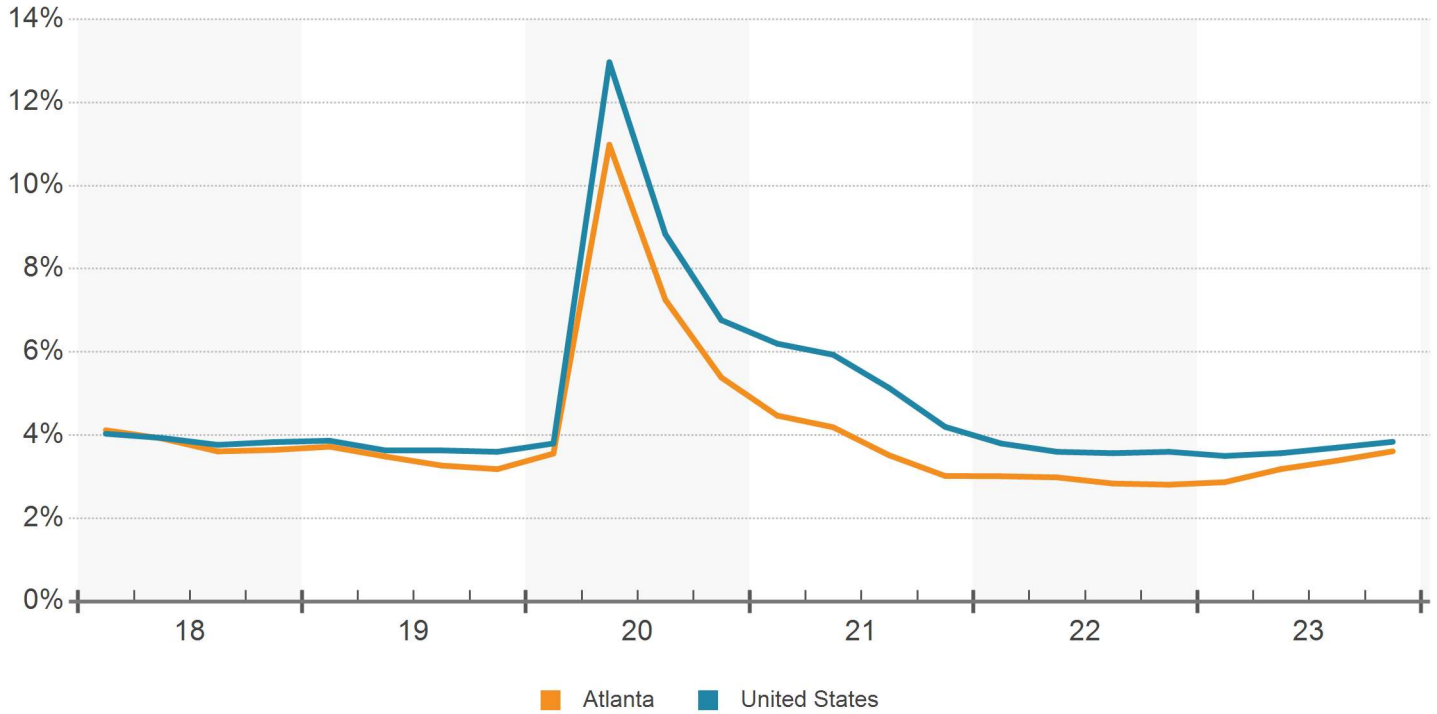
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)

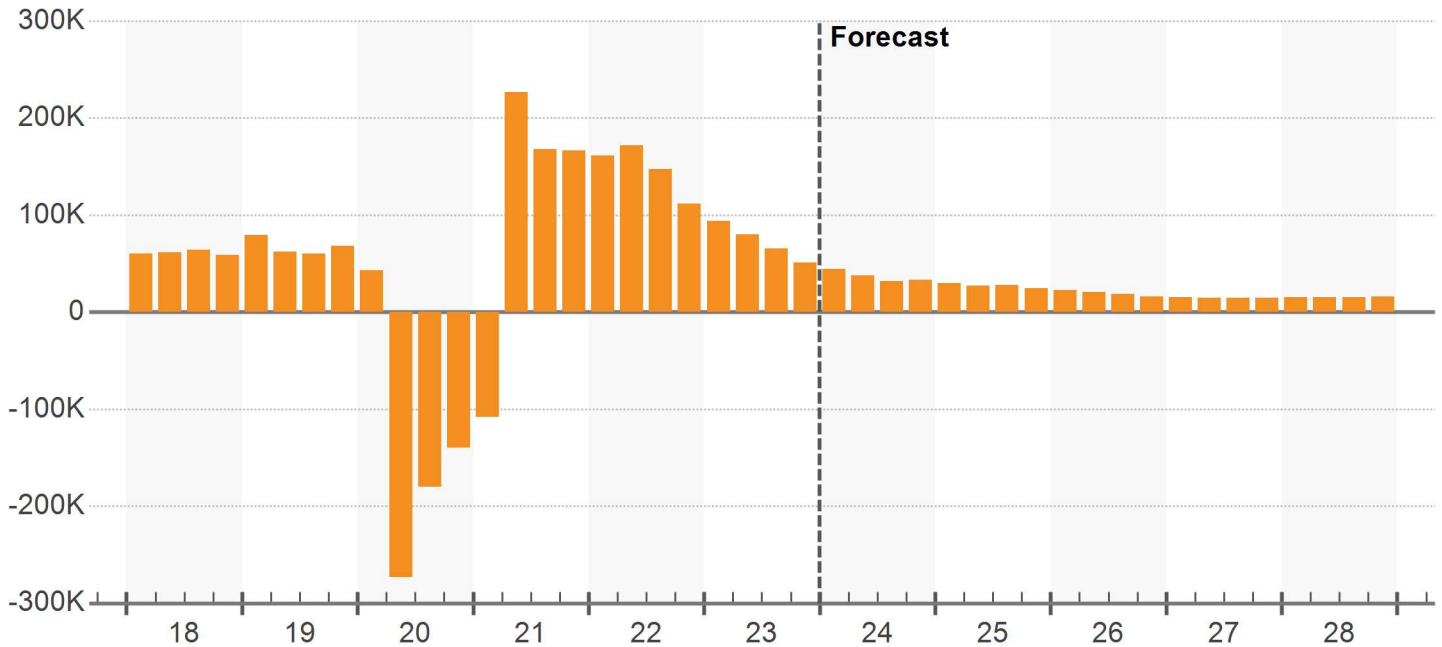


Source: Oxford Economics

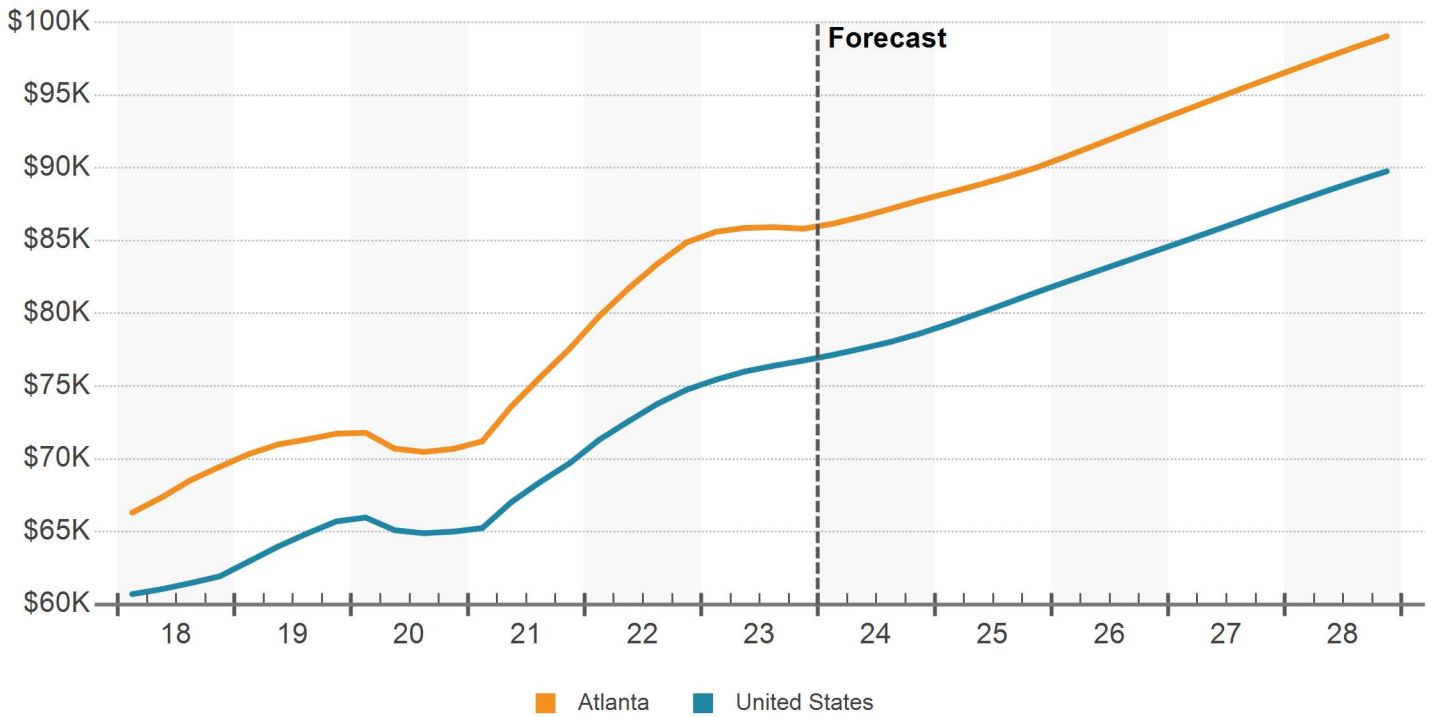
### UNEMPLOYMENT RATE (%)



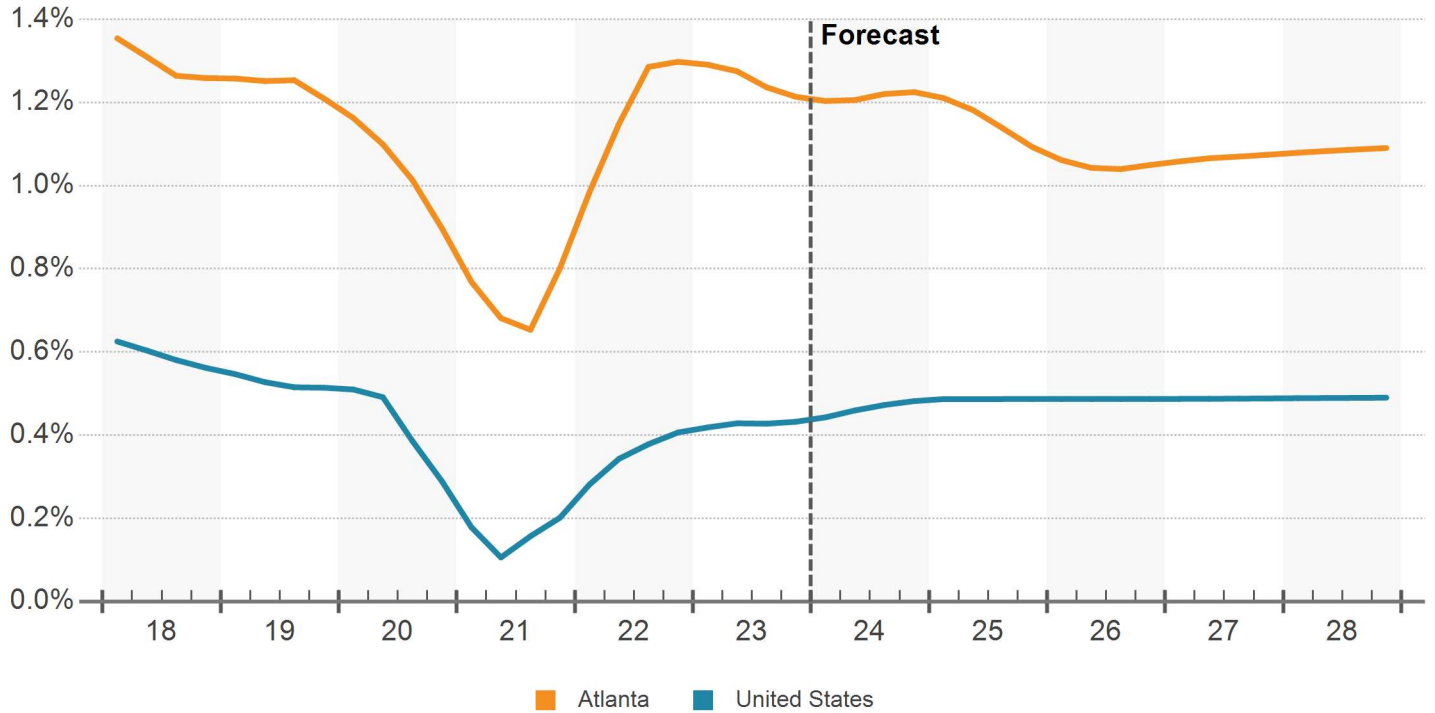
### NET EMPLOYMENT CHANGE (YOY)



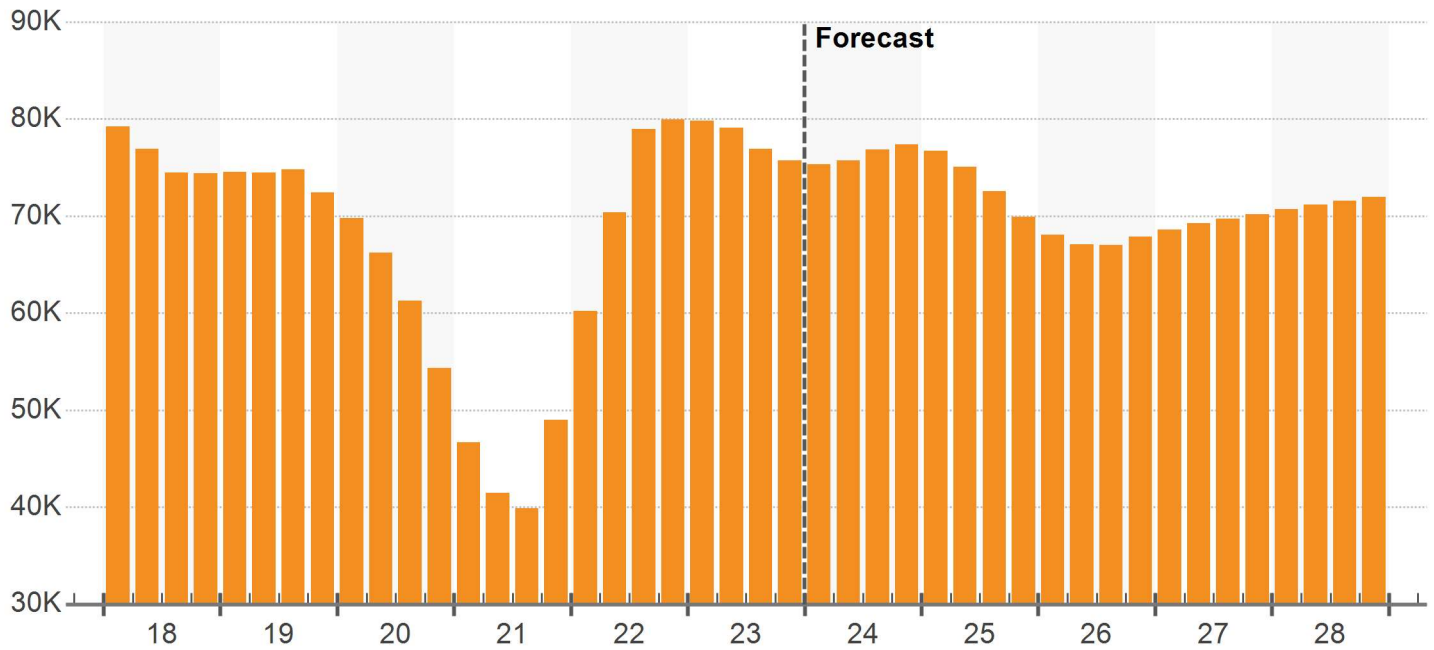
## MEDIAN HOUSEHOLD INCOME



## POPULATION GROWTH (YOY %)



### NET POPULATION CHANGE (YOY)

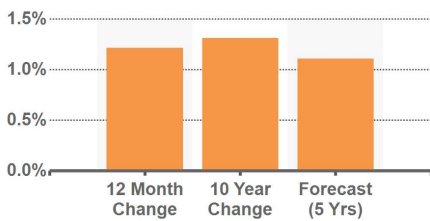


### DEMOGRAPHIC TRENDS

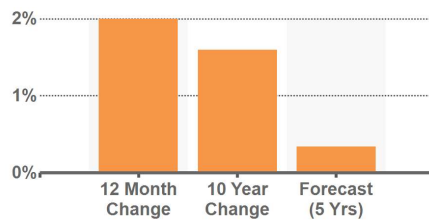
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	6,325,817	335,264,031	1.2%	0.4%	1.3%	0.5%	1.1%	0.5%
Households	2,355,286	130,912,836	1.4%	0.6%	1.6%	0.9%	1.2%	0.6%
Median Household Income	\$85,960	\$76,916	0.9%	2.5%	4.4%	3.9%	2.9%	3.2%
Labor Force	3,263,720	168,524,203	2.0%	1.9%	1.6%	0.8%	0.3%	0.2%
Unemployment	3.6%	3.8%	0.8%	0.3%	-0.4%	-0.3%	-	-

Source: Oxford Economics

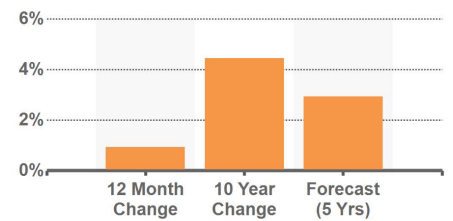
### POPULATION GROWTH



### LABOR FORCE GROWTH



### INCOME GROWTH



Source: Oxford Economics





### SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Airport/North Clayton	1,642	132,873	16.0%	1	19	4,093	3.1%	2	5	1,859	1.4%	5
2	Butts County	41	5,274	0.6%	23	3	1,504	28.5%	6	2	2,050	38.9%	2
3	Central Atlanta	599	13,853	1.7%	17	1	36	0.3%	19	0	-	-	-
4	Central Perimeter	30	486	0.1%	32	0	0	0%	-	0	-	-	-
5	Chamblee	376	8,602	1.0%	21	4	238	2.8%	13	0	-	-	-
6	Chattahoochee	629	20,428	2.5%	15	0	0	0%	-	1	221	1.1%	11
7	Dawson County	75	1,585	0.2%	28	0	0	0%	-	1	12	0.7%	17
8	Doraville	617	34,049	4.1%	9	0	0	0%	-	1	454	1.3%	9
9	Duluth/Suwanee/Buford	880	59,587	7.2%	5	5	1,103	1.9%	7	9	1,925	3.2%	3
10	Fayette/Coweta County	683	33,101	4.0%	11	4	575	1.7%	9	3	1,772	5.4%	6
11	Fulton District	643	55,522	6.7%	6	2	150	0.3%	17	2	162	0.3%	13
12	GA-316/Lawrenceville	534	22,600	2.7%	14	1	237	1.1%	14	2	169	0.7%	12
13	Haralson County	74	2,759	0.3%	24	1	5	0.2%	21	0	-	-	-
14	Heard County	10	542	0.1%	30	0	0	0%	-	0	-	-	-
15	I-20 W/Douglasville	1,204	67,396	8.1%	3	14	3,806	5.6%	3	12	1,909	2.8%	4
16	Jasper County	12	306	0%	33	0	0	0%	-	0	-	-	-
17	Kennesaw/Acworth	975	62,965	7.6%	4	21	7,553	12.0%	1	6	1,140	1.8%	8
18	Lamar County	33	2,040	0.2%	27	0	0	0%	-	0	-	-	-
19	Meriwether County	27	1,257	0.2%	29	0	0	0%	-	0	-	-	-
20	N Fulton/Forsyth Cnty	1,218	34,538	4.2%	8	4	508	1.5%	10	5	235	0.7%	10
21	Norcross	793	33,244	4.0%	10	3	173	0.5%	16	1	90	0.3%	14
22	North Walton County	57	2,322	0.3%	25	0	0	0%	-	0	-	-	-
23	Pickens County	164	2,239	0.3%	26	0	0	0%	-	0	-	-	-
24	Pike County	15	492	0.1%	31	0	0	0%	-	0	-	-	-
25	Rockdale/Newton Cnty	807	34,584	4.2%	7	8	2,888	8.4%	4	3	1,684	4.9%	7
26	S Barrow	324	10,775	1.3%	19	1	400	3.7%	11	0	-	-	-
27	S Clayton/Henry Cnty	920	74,818	9.0%	2	7	2,726	3.6%	5	7	3,646	4.9%	1
28	SE Cobb Cnty/Marietta	1,059	32,759	3.9%	13	1	191	0.6%	15	1	17	0.1%	16
29	Snapfinger	434	18,131	2.2%	16	3	699	3.9%	8	0	-	-	-
30	South Walton County	154	9,173	1.1%	20	1	7	0.1%	20	0	-	-	-
31	Stone Mountain	1,030	32,878	4.0%	12	0	0	0%	-	0	-	-	-
32	W Carroll County	170	7,080	0.9%	22	1	300	4.2%	12	0	-	-	-
33	Woodstock/Canton	684	11,416	1.4%	18	4	61	0.5%	18	2	80	0.7%	15

### SUBMARKET RENT

No.	Submarket	Market Asking Rent		12 Month Market Asking Rent		QTD Annualized Market Asking Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Airport/North Clayton	\$0.67	26	8.6%	5	4.4%	15
2	Butts County	\$0.59	30	9.2%	1	4.9%	10
3	Central Atlanta	\$1.09	3	6.7%	29	2.8%	31
4	Central Perimeter	\$1.39	1	5.3%	32	0.1%	33
5	Chamblee	\$1.04	4	6.1%	31	2.7%	32
6	Chattahoochee	\$1	6	6.5%	30	3.3%	27
7	Dawson County	\$1.03	5	7.1%	23	5.6%	7
8	Doraville	\$0.84	12	7.8%	15	3.9%	21
9	Duluth/Suwanee/Buford	\$0.82	14	8.3%	7	3.2%	28
10	Fayette/Coweta County	\$0.69	23	8.2%	9	4.4%	16
11	Fulton District	\$0.54	33	8.6%	4	3.7%	22
12	GA-316/Lawrenceville	\$0.81	15	8.0%	13	4.0%	19
13	Haralson County	\$0.57	32	8.1%	12	6.2%	4
14	Heard County	\$0.89	10	6.9%	25	4.8%	11
15	I-20 W/Douglasville	\$0.67	25	8.9%	2	9.8%	1
16	Jasper County	\$0.79	18	6.7%	27	5.5%	8
17	Kennesaw/Acworth	\$0.79	17	8.2%	8	4.2%	18
18	Lamar County	\$0.68	24	8.7%	3	6.3%	3
19	Meriwether County	\$0.57	31	-1.7%	33	3.5%	23
20	N Fulton/Forsyth Cnty	\$1.13	2	6.8%	26	3.2%	29
21	Norcross	\$0.91	9	7.6%	19	3.4%	26
22	North Walton County	\$0.83	13	8.1%	11	4.8%	12
23	Pickens County	\$0.78	19	7.0%	24	4.7%	13
24	Pike County	\$0.86	11	7.7%	16	6.8%	2
25	Rockdale/Newton Cnty	\$0.72	20	7.7%	17	4.3%	17
26	S Barrow	\$0.70	21	7.8%	14	6.0%	6
27	S Clayton/Henry Cnty	\$0.59	29	8.6%	6	4.6%	14
28	SE Cobb Cnty/Marietta	\$0.98	7	7.1%	22	3.1%	30
29	Snapfinger	\$0.69	22	7.7%	18	4.0%	20
30	South Walton County	\$0.60	28	8.1%	10	5.1%	9
31	Stone Mountain	\$0.80	16	7.3%	21	3.5%	24
32	W Carroll County	\$0.62	27	7.6%	20	6.0%	5
33	Woodstock/Canton	\$0.93	8	6.7%	28	3.4%	25



### SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airport/North Clayton	8,901,581	6.7%	22	128,961	0.1%	12	26.4
2	Butts County	1,830,500	34.7%	31	216,319	4.1%	10	3.4
3	Central Atlanta	854,084	6.2%	19	(240,451)	-1.7%	26	-
4	Central Perimeter	9,062	1.9%	7	5,660	1.2%	15	-
5	Chamblee	773,892	9.0%	27	(264,377)	-3.1%	28	-
6	Chattahoochee	1,262,486	6.2%	21	(334,310)	-1.6%	29	-
7	Dawson County	8,200	0.5%	3	22,295	1.4%	13	-
8	Doraville	1,317,184	3.9%	12	(449,683)	-1.3%	30	-
9	Duluth/Suwanee/Buford	2,999,586	5.0%	18	(246,130)	-0.4%	27	-
10	Fayette/Coweta County	1,203,760	3.6%	11	243,145	0.7%	9	2.4
11	Fulton District	3,423,727	6.2%	20	(468,713)	-0.8%	31	-
12	GA-316/Lawrenceville	453,596	2.0%	8	351,296	1.6%	6	0.7
13	Haralson County	60,690	2.2%	9	(19,440)	-0.7%	20	-
14	Heard County	-	-	-	0	0%	-	-
15	I-20 W/Douglasville	5,071,853	7.5%	24	609,506	0.9%	4	5.0
16	Jasper County	-	-	-	0	0%	-	-
17	Kennesaw/Acworth	10,513,681	16.7%	29	712,596	1.1%	3	10.0
18	Lamar County	222,631	10.9%	28	(27,648)	-1.4%	22	-
19	Meriwether County	400,745	31.9%	30	(6,940)	-0.6%	19	-
20	N Fulton/Forsyth Cnty	1,675,238	4.9%	16	(86,642)	-0.3%	24	-
21	Norcross	1,576,630	4.7%	15	(228,236)	-0.7%	25	-
22	North Walton County	1,500	0.1%	1	7,807	0.3%	14	-
23	Pickens County	75,268	3.4%	10	(26,227)	-1.2%	21	-
24	Pike County	1,800	0.4%	2	(1,800)	-0.4%	18	-
25	Rockdale/Newton Cnty	2,997,667	8.7%	26	1,394,562	4.0%	2	2.0
26	S Barrow	740,992	6.9%	23	267,595	2.5%	7	1.5
27	S Clayton/Henry Cnty	2,913,566	3.9%	13	1,954,253	2.6%	1	1.0
28	SE Cobb Cnty/Marietta	1,612,034	4.9%	17	(512,319)	-1.6%	32	-
29	Snapfinger	1,547,406	8.5%	25	(68,295)	-0.4%	23	-
30	South Walton County	67,490	0.7%	4	427,840	4.7%	5	0
31	Stone Mountain	1,377,139	4.2%	14	(929,957)	-2.8%	33	-
32	W Carroll County	61,656	0.9%	6	249,952	3.5%	8	1.2
33	Woodstock/Canton	88,183	0.8%	5	147,379	1.3%	11	0.3

### OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	887,250,846	12,484,620	1.4%	14,100,531	1.6%	0.9
2027	874,766,226	12,155,358	1.4%	13,885,768	1.6%	0.9
2026	862,610,868	10,481,276	1.2%	14,306,720	1.7%	0.7
2025	852,129,592	7,520,864	0.9%	11,765,031	1.4%	0.6
2024	844,608,728	14,618,708	1.8%	2,087,798	0.2%	7.0
YTD	831,247,966	1,257,946	0.2%	(1,216,927)	-0.1%	-
2023	829,990,020	28,690,873	3.6%	5,148,046	0.6%	5.6
2022	801,299,147	18,721,437	2.4%	16,946,360	2.1%	1.1
2021	782,577,710	20,976,484	2.8%	37,574,369	4.8%	0.6
2020	761,601,226	18,095,595	2.4%	15,341,792	2.0%	1.2
2019	743,505,631	14,457,268	2.0%	13,309,890	1.8%	1.1
2018	729,048,363	14,156,829	2.0%	18,116,590	2.5%	0.8
2017	714,891,534	16,387,717	2.3%	22,600,001	3.2%	0.7
2016	698,503,817	17,067,200	2.5%	14,861,682	2.1%	1.1
2015	681,436,617	4,142,670	0.6%	14,320,804	2.1%	0.3
2014	677,293,947	2,218,412	0.3%	20,546,931	3.0%	0.1
2013	675,075,535	2,506,319	0.4%	10,276,079	1.5%	0.2
2012	672,569,216	559,728	0.1%	4,685,843	0.7%	0.1

### SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	103,763,501	548,419	0.5%	839,296	0.8%	0.7
2027	103,215,082	532,281	0.5%	642,444	0.6%	0.8
2026	102,682,801	443,729	0.4%	256,978	0.3%	1.7
2025	102,239,072	386,907	0.4%	(26,291)	0%	-
2024	101,852,165	1,138,951	1.1%	(113,992)	-0.1%	-
YTD	100,713,214	0	0%	163,704	0.2%	0
2023	100,713,214	634,434	0.6%	(89,730)	-0.1%	-
2022	100,078,780	560,546	0.6%	234,464	0.2%	2.4
2021	99,518,234	358,836	0.4%	1,699,788	1.7%	0.2
2020	99,159,398	605,934	0.6%	(15,344)	0%	-
2019	98,553,464	23,208	0%	878,898	0.9%	0
2018	98,530,256	627,229	0.6%	718,582	0.7%	0.9
2017	97,903,027	1,466,113	1.5%	1,407,139	1.4%	1.0
2016	96,436,914	1,839,099	1.9%	2,500,835	2.6%	0.7
2015	94,597,815	(3,183,486)	-3.3%	(227,268)	-0.2%	-
2014	97,781,301	104,637	0.1%	3,239,994	3.3%	0
2013	97,676,664	276,178	0.3%	93,211	0.1%	3.0
2012	97,400,486	(388,640)	-0.4%	327,072	0.3%	-



### LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	710,565,037	11,675,611	1.7%	12,772,643	1.8%	0.9
2027	698,889,426	11,370,696	1.7%	12,955,491	1.9%	0.9
2026	687,518,730	9,830,487	1.5%	14,190,673	2.1%	0.7
2025	677,688,243	7,031,203	1.0%	12,148,303	1.8%	0.6
2024	670,657,040	13,474,905	2.1%	2,992,952	0.4%	4.5
YTD	658,440,081	1,257,946	0.2%	(1,132,687)	-0.2%	-
2023	657,182,135	26,453,039	4.2%	3,662,955	0.6%	7.2
2022	630,729,096	17,966,391	2.9%	16,801,644	2.7%	1.1
2021	612,762,705	18,993,571	3.2%	33,360,910	5.4%	0.6
2020	593,769,134	17,537,531	3.0%	15,607,618	2.6%	1.1
2019	576,231,603	14,692,949	2.6%	12,282,787	2.1%	1.2
2018	561,538,654	13,571,081	2.5%	16,865,614	3.0%	0.8
2017	547,967,573	14,996,849	2.8%	20,994,239	3.8%	0.7
2016	532,970,724	15,338,991	3.0%	11,743,401	2.2%	1.3
2015	517,631,733	7,159,814	1.4%	12,218,957	2.4%	0.6
2014	510,471,919	2,172,799	0.4%	16,174,058	3.2%	0.1
2013	508,299,120	2,455,563	0.5%	9,133,626	1.8%	0.3
2012	505,843,557	971,016	0.2%	4,661,283	0.9%	0.2

### FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	72,922,308	260,590	0.4%	488,592	0.7%	0.5
2027	72,661,718	252,381	0.3%	287,833	0.4%	0.9
2026	72,409,337	207,060	0.3%	(140,931)	-0.2%	-
2025	72,202,277	102,754	0.1%	(356,981)	-0.5%	-
2024	72,099,523	4,852	0%	(791,162)	-1.1%	-
YTD	72,094,671	0	0%	(247,944)	-0.3%	-
2023	72,094,671	1,603,400	2.3%	1,574,821	2.2%	1.0
2022	70,491,271	194,500	0.3%	(89,748)	-0.1%	-
2021	70,296,771	1,624,077	2.4%	2,513,671	3.6%	0.6
2020	68,672,694	(47,870)	-0.1%	(250,482)	-0.4%	-
2019	68,720,564	(258,889)	-0.4%	148,205	0.2%	-
2018	68,979,453	(41,481)	-0.1%	532,394	0.8%	-
2017	69,020,934	(75,245)	-0.1%	198,623	0.3%	-
2016	69,096,179	(110,890)	-0.2%	617,446	0.9%	-
2015	69,207,069	166,342	0.2%	2,329,115	3.4%	0.1
2014	69,040,727	(59,024)	-0.1%	1,132,879	1.6%	-
2013	69,099,751	(225,422)	-0.3%	1,049,242	1.5%	-
2012	69,325,173	(22,648)	0%	(302,512)	-0.4%	-

### OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$0.96	250	4.6%	27.3%	52,861,978	6.0%	-0.3%
2027	\$0.92	239	5.0%	21.7%	54,449,565	6.2%	-0.3%
2026	\$0.87	227	6.5%	15.9%	56,151,148	6.5%	-0.5%
2025	\$0.82	214	5.6%	8.8%	59,947,998	7.0%	-0.6%
2024	\$0.78	202	3.0%	3.0%	64,171,584	7.6%	1.4%
YTD	\$0.76	197	7.9%	0.4%	54,048,627	6.5%	0.3%
2023	\$0.75	196	8.7%	0%	51,573,754	6.2%	2.7%
2022	\$0.69	181	12.2%	-8.0%	28,030,489	3.5%	0.1%
2021	\$0.62	161	11.8%	-18.0%	26,235,812	3.4%	-2.3%
2020	\$0.55	144	7.8%	-26.6%	42,828,803	5.6%	0.2%
2019	\$0.51	134	7.0%	-31.9%	40,069,457	5.4%	0%
2018	\$0.48	125	6.8%	-36.4%	38,946,478	5.3%	-0.6%
2017	\$0.45	117	6.4%	-40.4%	42,674,239	6.0%	-1.0%
2016	\$0.42	110	5.4%	-44.0%	48,899,573	7.0%	0.2%
2015	\$0.40	104	6.0%	-46.9%	46,680,799	6.9%	-1.5%
2014	\$0.38	98	3.9%	-49.9%	56,858,883	8.4%	-2.7%
2013	\$0.36	95	2.8%	-51.7%	75,187,402	11.1%	-1.2%
2012	\$0.35	92	0%	-53.0%	82,957,162	12.3%	-0.6%

### SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$1.13	246	4.7%	29.1%	5,053,089	4.9%	-0.3%
2027	\$1.08	235	5.1%	23.3%	5,341,095	5.2%	-0.1%
2026	\$1.02	224	6.6%	17.3%	5,448,393	5.3%	0.2%
2025	\$0.96	210	5.8%	10.0%	5,258,605	5.1%	0.4%
2024	\$0.91	198	4.0%	4.0%	4,842,609	4.8%	1.2%
YTD	\$0.88	192	8.2%	0.9%	3,423,632	3.4%	-0.2%
2023	\$0.87	191	8.4%	0%	3,587,336	3.6%	0.7%
2022	\$0.81	176	12.2%	-7.8%	2,863,172	2.9%	0.3%
2021	\$0.72	157	11.8%	-17.8%	2,537,090	2.5%	-1.4%
2020	\$0.64	140	6.5%	-26.5%	3,878,042	3.9%	0.6%
2019	\$0.60	132	8.6%	-31.0%	3,216,749	3.3%	-0.9%
2018	\$0.56	121	7.0%	-36.4%	4,077,354	4.1%	-0.1%
2017	\$0.52	113	5.6%	-40.6%	4,168,707	4.3%	0%
2016	\$0.49	107	3.5%	-43.7%	4,109,733	4.3%	-0.8%
2015	\$0.47	104	6.2%	-45.6%	4,771,469	5.0%	-2.9%
2014	\$0.45	98	4.3%	-48.8%	7,727,637	7.9%	-3.2%
2013	\$0.43	94	3.1%	-50.9%	10,862,994	11.1%	0.2%
2012	\$0.42	91	-0.5%	-52.4%	10,680,027	11.0%	-0.7%

### LOGISTICS RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$0.87	258	4.5%	27.0%	43,394,305	6.1%	-0.3%
2027	\$0.83	247	5.0%	21.5%	44,473,078	6.4%	-0.3%
2026	\$0.79	235	6.4%	15.7%	46,039,665	6.7%	-0.7%
2025	\$0.75	221	5.6%	8.7%	50,381,824	7.4%	-0.8%
2024	\$0.71	209	3.0%	3.0%	55,487,698	8.3%	1.4%
YTD	\$0.69	204	8.4%	0.4%	47,337,128	7.2%	0.4%
2023	\$0.69	203	9.3%	0%	44,946,495	6.8%	3.3%
2022	\$0.63	186	12.7%	-8.5%	22,155,973	3.5%	0.1%
2021	\$0.56	165	12.3%	-18.9%	20,991,226	3.4%	-2.5%
2020	\$0.50	147	8.5%	-27.7%	35,343,071	6.0%	0.1%
2019	\$0.46	135	6.9%	-33.4%	33,435,237	5.8%	0.3%
2018	\$0.43	127	6.8%	-37.7%	31,025,075	5.5%	-0.7%
2017	\$0.40	118	6.6%	-41.7%	34,095,608	6.2%	-1.3%
2016	\$0.38	111	5.8%	-45.3%	40,073,798	7.5%	0.5%
2015	\$0.35	105	6.1%	-48.3%	36,464,952	7.0%	-1.1%
2014	\$0.33	99	4.1%	-51.3%	41,524,095	8.1%	-2.8%
2013	\$0.32	95	2.8%	-53.2%	55,525,354	10.9%	-1.4%
2012	\$0.31	92	0.2%	-54.5%	62,203,417	12.3%	-0.8%

### FLEX RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$1.53	216	4.6%	26.9%	4,414,584	6.1%	-0.3%
2027	\$1.46	206	5.0%	21.3%	4,635,392	6.4%	-0.1%
2026	\$1.39	196	6.5%	15.5%	4,663,090	6.4%	0.5%
2025	\$1.31	184	5.7%	8.4%	4,307,569	6.0%	0.6%
2024	\$1.24	174	2.5%	2.5%	3,841,277	5.3%	1.1%
YTD	\$1.21	170	5.0%	0.1%	3,287,867	4.6%	0.3%
2023	\$1.21	170	5.7%	0%	3,039,923	4.2%	-0.1%
2022	\$1.14	161	9.6%	-5.4%	3,011,344	4.3%	0.4%
2021	\$1.04	147	9.2%	-13.7%	2,707,496	3.9%	-1.4%
2020	\$0.95	134	5.6%	-21.0%	3,607,690	5.3%	0.3%
2019	\$0.90	127	5.6%	-25.2%	3,417,471	5.0%	-0.6%
2018	\$0.85	120	6.5%	-29.2%	3,844,049	5.6%	-0.8%
2017	\$0.80	113	5.8%	-33.5%	4,409,924	6.4%	-0.4%
2016	\$0.76	107	5.4%	-37.1%	4,716,042	6.8%	-1.0%
2015	\$0.72	101	5.0%	-40.4%	5,444,378	7.9%	-3.2%
2014	\$0.69	97	2.7%	-43.2%	7,607,151	11.0%	-1.7%
2013	\$0.67	94	2.1%	-44.7%	8,799,054	12.7%	-1.8%
2012	\$0.65	92	-0.3%	-45.8%	10,073,718	14.5%	0.4%

### OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$139.04	354	6.6%
2027	-	-	-	-	-	-	\$128.71	328	6.8%
2026	-	-	-	-	-	-	\$118.15	301	7.0%
2025	-	-	-	-	-	-	\$106.51	271	7.2%
2024	-	-	-	-	-	-	\$100.93	257	7.2%
YTD	45	\$215.4M	0.3%	\$7,694,029	\$132.63	7.6%	\$103.44	263	6.9%
2023	680	\$3B	3.9%	\$6,013,436	\$114.13	6.8%	\$102.73	262	6.8%
2022	1,076	\$5.9B	8.0%	\$6,371,843	\$99.12	6.6%	\$102.24	260	6.2%
2021	1,388	\$6.9B	11.4%	\$6,248,963	\$95.74	6.7%	\$94.67	241	5.9%
2020	1,050	\$2.8B	7.0%	\$3,675,078	\$73.95	7.5%	\$74.98	191	6.6%
2019	1,214	\$3.1B	9.6%	\$3,811,126	\$66.92	7.8%	\$64.74	165	7.1%
2018	1,144	\$2.6B	9.5%	\$3,295,796	\$58.17	7.6%	\$59.44	151	7.2%
2017	983	\$2.8B	8.4%	\$3,768,664	\$50.62	7.9%	\$54.74	139	7.2%
2016	880	\$2B	6.3%	\$2,610,582	\$45.75	8.1%	\$53.45	136	7.0%
2015	1,032	\$2.3B	10.0%	\$2,513,163	\$42.41	7.7%	\$50.57	129	6.9%
2014	930	\$1.8B	7.9%	\$2,364,024	\$40.91	8.4%	\$45.13	115	7.4%
2013	778	\$1.2B	5.9%	\$1,779,381	\$35.22	8.9%	\$41.41	105	7.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### SPECIALIZED INDUSTRIAL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$135.32	375	6.6%
2027	-	-	-	-	-	-	\$125.16	347	6.8%
2026	-	-	-	-	-	-	\$114.78	318	7.0%
2025	-	-	-	-	-	-	\$103.35	286	7.2%
2024	-	-	-	-	-	-	\$97.80	271	7.2%
YTD	5	\$55.6M	0.4%	\$18,533,333	\$260.97	-	\$99.85	276	6.9%
2023	81	\$469.3M	3.6%	\$7,220,756	\$134.28	7.3%	\$99.14	275	6.8%
2022	112	\$501.8M	5.6%	\$5,281,650	\$110.17	9.6%	\$97.82	271	6.3%
2021	125	\$665.4M	8.3%	\$6,337,343	\$88.15	6.4%	\$90.23	250	6.0%
2020	105	\$216.1M	3.6%	\$3,086,915	\$71.51	7.7%	\$70.87	196	6.7%
2019	98	\$189.9M	3.9%	\$2,566,120	\$63.28	7.3%	\$61.37	170	7.2%
2018	103	\$195.8M	5.1%	\$2,610,016	\$49.54	7.2%	\$56.21	156	7.2%
2017	80	\$194.1M	4.9%	\$3,033,423	\$43.52	9.1%	\$51.07	141	7.3%
2016	88	\$172.1M	5.4%	\$2,150,884	\$33.40	8.0%	\$49.77	138	7.0%
2015	77	\$118M	3.7%	\$1,844,098	\$37.04	10.5%	\$47.33	131	7.0%
2014	69	\$111M	4.9%	\$1,790,915	\$23.61	9.0%	\$42	116	7.5%
2013	66	\$156.2M	4.6%	\$2,789,155	\$35.20	8.9%	\$38.43	106	7.7%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.



### LOGISTICS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$134.11	355	6.5%
2027	-	-	-	-	-	-	\$124.14	328	6.7%
2026	-	-	-	-	-	-	\$113.96	301	6.9%
2025	-	-	-	-	-	-	\$102.73	272	7.2%
2024	-	-	-	-	-	-	\$97.39	258	7.1%
YTD	32	\$149.4M	0.3%	\$7,114,181	\$112.30	-	\$99.87	264	6.8%
2023	449	\$2.3B	4.1%	\$7,160,158	\$109.61	6.8%	\$99.19	262	6.8%
2022	724	\$4.7B	8.5%	\$7,575,004	\$94.72	6.3%	\$98.63	261	6.2%
2021	915	\$5.5B	11.7%	\$7,531,052	\$94.70	6.7%	\$91.30	241	5.9%
2020	726	\$2.2B	7.7%	\$4,149,938	\$69.95	7.4%	\$72.30	191	6.6%
2019	867	\$2.6B	10.7%	\$4,466,539	\$66.23	7.7%	\$62.30	165	7.1%
2018	759	\$1.9B	10.1%	\$3,830,621	\$55.70	7.7%	\$57.23	151	7.2%
2017	705	\$2.4B	9.4%	\$4,391,381	\$50.25	7.6%	\$52.77	140	7.2%
2016	573	\$1.5B	6.4%	\$3,067,142	\$45.75	7.9%	\$51.58	136	6.9%
2015	704	\$1.9B	11.2%	\$3,055,137	\$42.44	7.1%	\$48.79	129	6.9%
2014	635	\$1.5B	8.7%	\$2,821,080	\$40.78	7.9%	\$43.58	115	7.3%
2013	514	\$877.6M	6.3%	\$2,012,930	\$34.50	8.6%	\$39.95	106	7.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### FLEX SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$190.30	333	7.1%
2027	-	-	-	-	-	-	\$176.33	309	7.2%
2026	-	-	-	-	-	-	\$162.06	284	7.4%
2025	-	-	-	-	-	-	\$146.22	256	7.7%
2024	-	-	-	-	-	-	\$138.40	242	7.7%
YTD	8	\$10.4M	0.2%	\$2,608,750	\$128.93	7.6%	\$141.77	248	7.3%
2023	150	\$182.5M	2.5%	\$1,738,514	\$132.19	6.6%	\$140.84	247	7.3%
2022	240	\$638.7M	7.1%	\$3,161,906	\$135.02	6.8%	\$142.09	249	6.6%
2021	348	\$685.6M	13.4%	\$2,616,841	\$115.70	7.3%	\$132.38	232	6.3%
2020	219	\$381.3M	5.9%	\$2,383,168	\$112.65	7.9%	\$105.74	185	7.0%
2019	249	\$331.5M	8.3%	\$2,058,889	\$75.40	8.3%	\$92.19	162	7.4%
2018	282	\$482.8M	10.4%	\$2,266,746	\$77.40	7.1%	\$84.68	148	7.5%
2017	198	\$221M	5.8%	\$1,625,155	\$65.20	8.2%	\$78.24	137	7.5%
2016	219	\$262.4M	7.0%	\$1,516,820	\$60.34	8.5%	\$76.06	133	7.2%
2015	251	\$284.3M	9.5%	\$1,252,555	\$44.92	9.6%	\$71.69	126	7.3%
2014	226	\$238M	6.3%	\$1,279,724	\$64.15	9.9%	\$64.03	112	7.7%
2013	198	\$121M	4.8%	\$770,624	\$41.46	10.5%	\$59.22	104	7.9%

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