



Industrial Market Report

Atlanta - GA USA

PREPARED BY



**COLDWELL BANKER
COMMERCIAL
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INDUSTRIAL MARKET REPORT

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12 Mo Deliveries in SF

24.3M

12 Mo Net Absorption in SF

4.5M

Vacancy Rate

7.3%

Market Asking Rent Growth

7.3%

Over the past year, the Atlanta industrial market has seen a noteworthy downshift from the flurry of activity several years ago. The area's vacancy rate has now risen to 7.3%, above the market's 10-year average of 5.8%. Quarterly demand has been muted, with new deliveries outpacing net absorption for the past two years. The combination of subdued demand and a record wave of recently delivered big box spaces will likely cause the vacancy to continue to rise over the next several quarters.

Availability has risen especially dramatically in areas where recent big box deliveries have concentrated. The availability rate for properties 200,000 SF or larger in the Kennesaw/Acworth Submarket is about 20%; 14 of these big box facilities have been delivered there since 2023.

Demand for space has lessened, with some third-party logistics firms pulling back on space they had leased over the past several years, including EVO Transportation & Energy Services, GXO Logistics, and Saddle Creek. Some tenants with products related to home-buying are also vacating their spaces as higher interest rates limit new house purchases.

At the same time, the volume of speculative projects completing construction remains elevated. Last year was a record year for new deliveries in the area, and about

20 projects delivered were 500,000 SF or larger. However, big-box leases have started to pick up; about 25 leases 200,000 SF or larger signed since January 2024, which is more than last year.

At 7.3%, annual industrial rent growth in Atlanta is on par with the 10-year average of about 7%. While this is still relatively strong, recent quarter-to-quarter growth has shifted down significantly, from almost 3% in early 2023 to about 1% most recently. Well-located assets, particularly those in the southern part of the region around the airport and along I-75 in Clayton and Henry County, still command large rent increases. Growth will likely decelerate further this year as vacancy remains at the highest levels recorded since 2015.

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 the coming years. This likely positions Atlanta to return to tighter vacancies and reaccelerating rent growth in 2025-26.

The same challenging financing environment that has slowed construction has also held back industrial sales transactions. Quarterly industrial sales volume in the Atlanta market has slowed to a pace on par with the pre-pandemic trends average after a record-breaking run in 2021 and 2022.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	674,311,040	7.9%	\$8.67	10.9%	(401,319)	3,041,747	12,378,472
Specialized Industrial	104,026,625	5.1%	\$11.47	4.0%	(164,248)	254,100	2,800,125
Flex	71,819,781	5.2%	\$14.76	7.6%	(121,639)	6,000	512,806
Market	850,157,446	7.3%	\$9.52	9.7%	(687,206)	3,301,847	15,691,403

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	2.2% (YOY)	8.9%	7.4%	14.1%	2010 Q4	3.3%	2022 Q2
Net Absorption SF	4.5M	12,510,125	11,051,648	37,179,541	2021 Q4	(10,273,966)	2009 Q2
Deliveries SF	24.3M	14,079,991	14,824,054	30,272,933	2024 Q2	688,045	2010 Q2
Market Asking Rent Growth	7.3%	3.0%	6.0%	12.4%	2022 Q2	-4.7%	1991 Q1
Sales Volume	\$3B	\$1.5B	N/A	\$6.8B	2022 Q2	\$0	1994 Q4

Net absorption has been inconsistent quarter-to-quarter for the past year in Atlanta. Last year's net absorption was the lowest level the market has seen since 2012. In the first half of this year, quarterly absorption was positive, though considerably lower than the pre-pandemic average.

The number of new industrial leases over 200,000 square feet is picking up somewhat after a slump in early 2023. Since the start of the year, 26 of these leases have been signed, compared to 22 for the same time period last year. However, demand for these big box spaces is still much lower than 2020 through 2022.

This dip in demand and the onslaught of new deliveries increased the vacancy rate after reaching a record low of around 3% in 22Q2. The current industrial vacancy rate of 7.3% is above the market's 10-year average of 5.8%. Sublease availabilities increased to 10.8 million SF marketwide from roughly 3.4 million SF in 2021.

Home-buying activity has been slashed with elevated interest rates, and inflationary pressures have consumers cutting back from an unprecedented pandemic home goods spending spree. These trends are impacting the Atlanta industrial market, especially larger developments. Elite Comfort Solutions, a polyurethane foam technology company that makes bedding and furniture, is leaving 485,400 SF of space at the Innovation Logistics Center in the Fayette/Coweta County Submarket. Door manufacturer American Building Supply vacated a 635,000-SF warehouse in 2023, and bedding and home linens producer 1888 Mills closed their Spalding County facility.

Availability in properties over 200,000 SF has increased by about 420 basis points since 2022, landing at 12%, above the marketwide average.

On the other hand, availabilities are lowest in Atlanta's smaller industrial properties. Buildings under 50,000 SF have 5.2% availability compared to 9.7% for the market

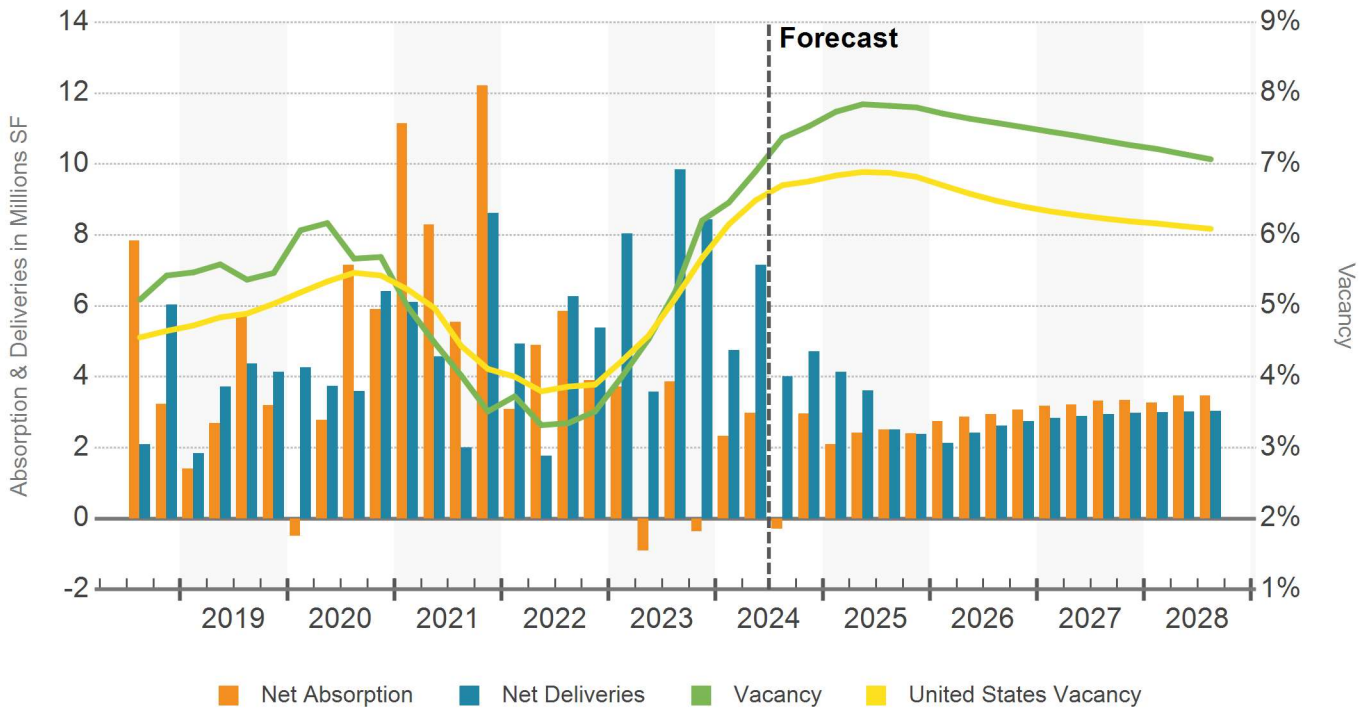
overall. The submarkets with the tightest small bay availability are areas north of Atlanta like Duluth/Suwanee/Buford and N Fulton/Forsyth County, both with 3.9% availability in properties under 50,000 SF.

Infill spaces in these suburbs allow tenants to access affluent areas with a growing number of rooftops. Market participants have noted that these locations, especially North Fulton, can be more difficult to develop industrial property compared to exurban areas. Gwinnett County, where the Duluth/Suwanee/Buford Submarket is located, is one of the fastest-growing areas in the state and has seen the most multifamily growth in the region over the past several years. Proximity to the expanding suburban population makes smaller warehouses in the area sought after by tenants in the building trades. RDK Products, a renewable energy product company, claimed 16,000 SF of warehouse space in the Duluth/Suwanee/Buford Submarket. The 1999-built property was available for only three months before RDK signed the lease in June.

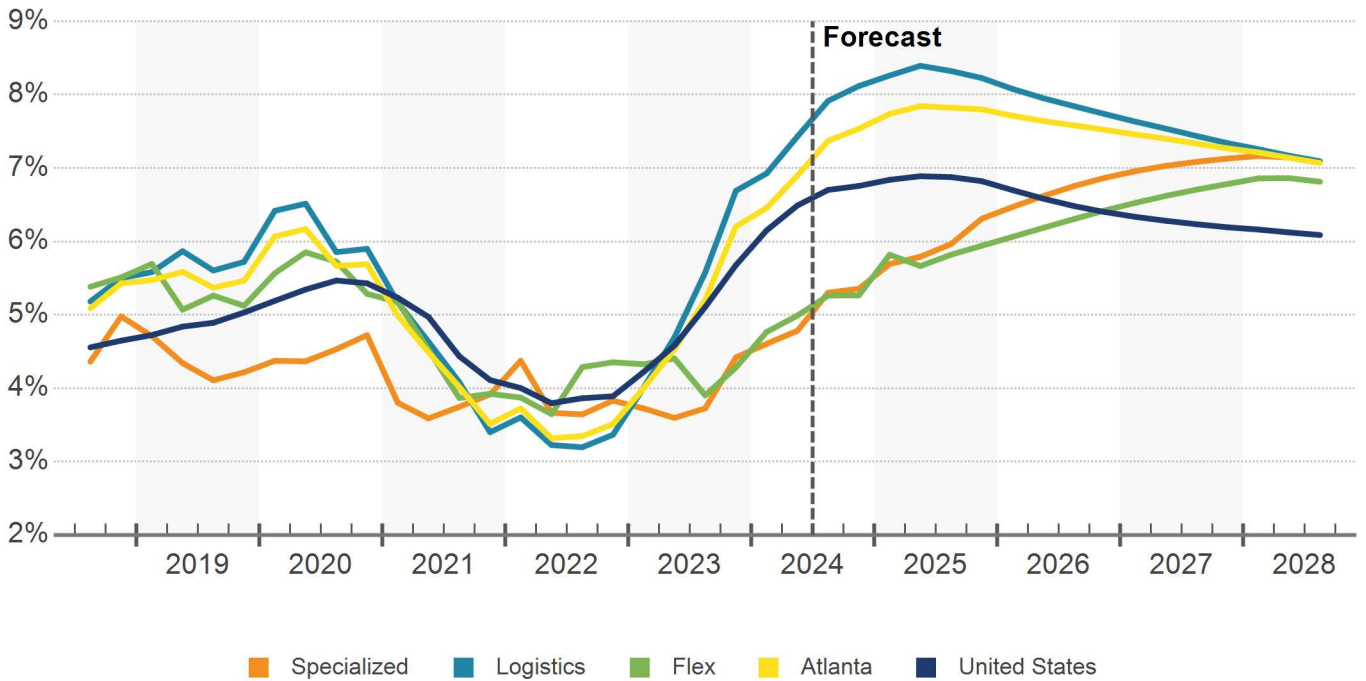
The large industrial tenant base is growing in spaces less affected by inflation, such as energy investment and medical supplies. In January, solar panel manufacturer Hanwha Q Cells signed a deal for 835,000 SF of distribution space at the Busch Commerce Center in Cartersville. In the nearby Busch Logistics Park, electric/conduit fittings company Atkore International moved into 530,000 SF of space in December. At a time when many third-party logistics firms are pulling back, Broadrange Logistics moved into 692,000 SF at the International Commerce Center. They cited the area's diverse industrial economy, including electric vehicle suppliers and floor coverings.

Atlanta's location along the growing Interstate 85 corridor and nearby southeastern ports position the area as a regional distribution hub. Population growth in the broader Southeast region has bolstered spending in the market. Still, industrial deliveries and weak absorption are likely to lift vacancies through early 2025.

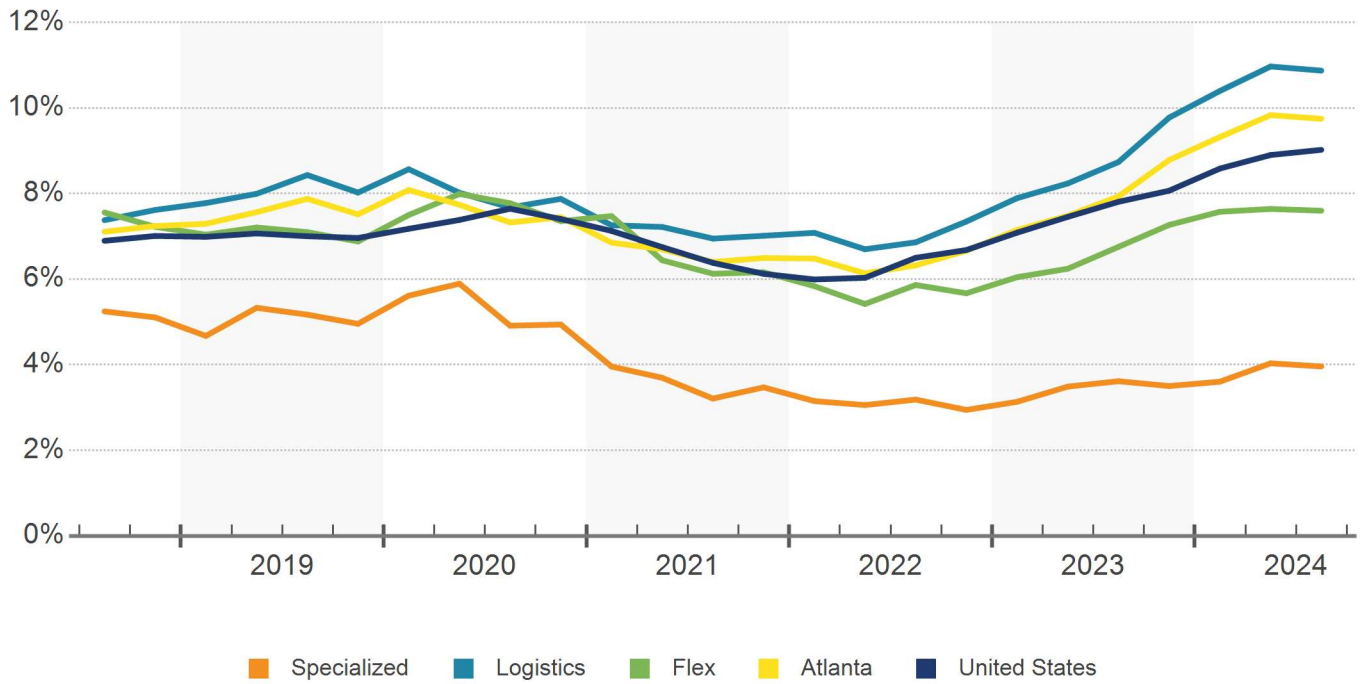
NET ABSORPTION, NET DELIVERIES & VACANCY



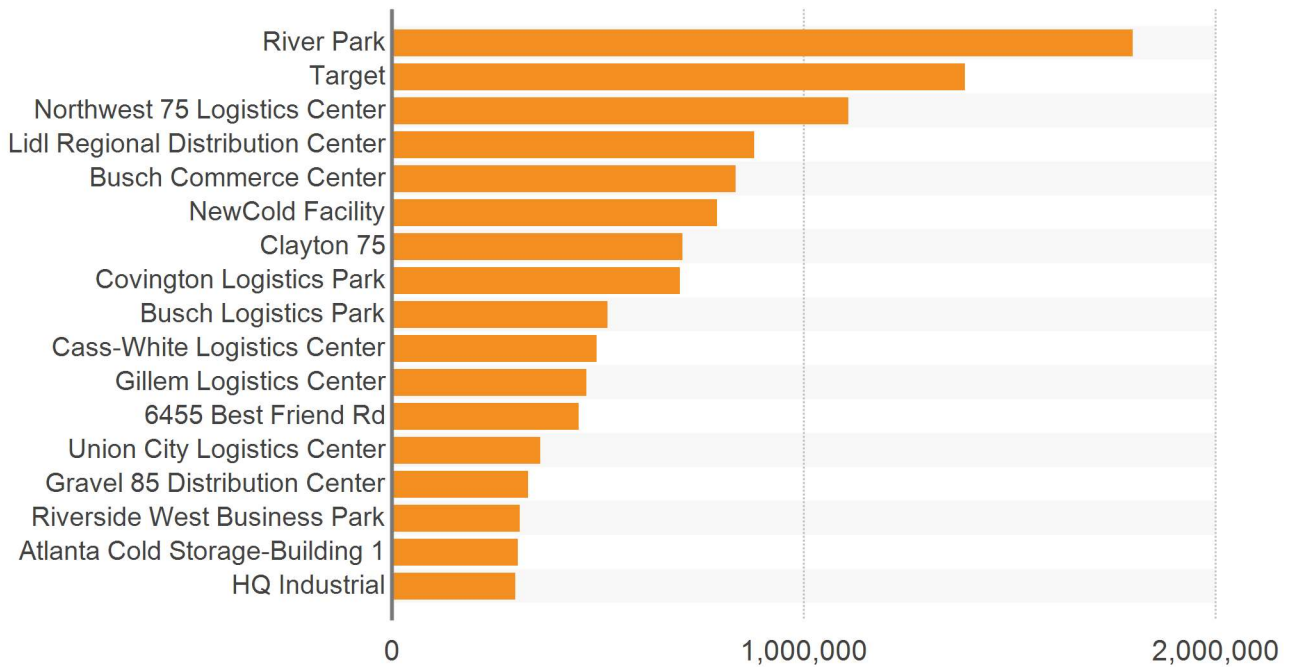
VACANCY RATE



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
River Park	Butts County Ind	1,800,000	0	1,800,000	0	0	0	1,800,000
Target	S Clayton/Henry Cnt...	1,392,166	0	0	1,392,166	0	0	1,392,166
Northwest 75 Logistics Center	Kennesaw/Acworth Ind	1,108,990	0	1,108,990	0	0	0	1,108,990
Lidl Regional Distribution Center	Rockdale/Newton Cn...	880,000	0	0	880,000	0	0	880,000
Busch Commerce Center	Kennesaw/Acworth Ind	1,218,620	383,649	0	0	834,971	0	834,971
NewCold Facility	S Clayton/Henry Cnt...	790,000	0	0	790,000	0	0	790,000
Clayton 75	S Clayton/Henry Cnt...	705,833	0	705,833	0	0	0	705,833
Covington Logistics Park	Rockdale/Newton Cn...	698,880	0	698,880	0	0	0	698,880
Busch Logistics Park	Kennesaw/Acworth Ind	523,541	0	0	0	0	0	523,541
Cass-White Logistics Center	Kennesaw/Acworth Ind	793,563	295,721	0	0	497,842	0	497,842
Gillem Logistics Center	Airport/North Clayton...	910,000	0	147	0	0	0	472,914
6455 Best Friend Rd	Doraville Ind	453,600	0	0	453,600	0	0	453,600
Union City Logistics Center	Airport/North Clayton...	360,180	0	187,920	172,260	0	0	360,180
Gravel 85 Distribution Center	Duluth/Suwanee/Buf...	330,588	0	0	0	225,609	0	330,588
Riverside West Business Park	I-20 W/Douglasville Ind	310,000	0	0	0	0	0	310,000
Atlanta Cold Storage-Building 1	Airport/North Clayton...	306,402	0	0	0	0	0	306,402
Switch Atlanta	I-20 W/Douglasville Ind	300,000	0	0	0	0	0	300,000
Subtotal Primary Competitors		12,882,363	679,370	4,501,770	3,688,026	1,558,422	0	11,765,907
Remaining Atlanta Market		837,325,587	61,659,620	(2,177,439)	(713,900)	(2,245,628)	0	(7,307,740)
Total Atlanta Market		850,207,950	62,338,990	2,324,331	2,974,126	(687,206)	0	4,458,167

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	-
130 Distribution Dr *	S Clayton/Henry Cnty	846,496	Q4 23	Wayfair	-	-
1380 Cassville White Rd NE	Kennesaw/Acworth	834,971	Q1 24	Hanwha Q Cells	-	NAI Brannen Goddard
2201 Thornton Rd	I-20 W/Douglasville	733,680	Q2 24	GXO	-	OnPace Partners;Prolo...
2464 Mt. Zion Rd	S Clayton/Henry Cnty	705,833	Q1 24	Devgiri	Newmark	Newmark
18019 NE Logistics Pky	Rockdale/Newton Cnty	698,880	Q4 23	Central Garden & Pet	-	Lavista Associates, Inc.
7875 White Rd *	I-20 W/Douglasville	604,852	Q2 24	Mars, Inc.	-	JLL
7545 Hartman Industrial Way *	I-20 W/Douglasville	569,674	Q4 23	Czarnowski	Cresa	-
920 Highway 124 *	S Barrow	520,570	Q2 24	Mizuno	Cresa	Prologis, Inc.
930 Highway 124 *	S Barrow	506,200	Q3 24	Petco Distribution Center	JLL	Seefried Properties, Inc.
4900 Stonewall Tell Rd	Airport/North Clayton	499,500	Q3 24	Geodis	-	Reliant Real Estate Par...
3060 S Park Blvd *	S Clayton/Henry Cnty	498,258	Q4 23	GXO Logistics	-	Colliers
1343 Cassville White Rd NE	Kennesaw/Acworth	497,842	Q3 24	Pactra	-	Reliant Real Estate Par...
200 Metcalf Rd	Airport/North Clayton	472,767	Q4 23	YITA	Strategic Real Estat...	Cushman & Wakefield
545 Lake Careco Rd	I-20 W/Douglasville	468,827	Q3 24	E Fulfill	-	NAI Brannen Goddard
210 Interstate South Dr	S Clayton/Henry Cnty	428,160	Q3 24	Kumho Tire USA, Inc.	Colliers	JLL
140 Greenwood Industrial Pky *	S Clayton/Henry Cnty	400,000	Q2 24	CEVA Logistics	-	Colliers
4286 E Southmeadow Pky *	Airport/North Clayton	388,450	Q1 24	Trane	-	-
1380 Cassville White Rd NE	Kennesaw/Acworth	383,649	Q3 24	Hanwha Q Cells	-	NAI Brannen Goddard
3755 Atlanta Industrial Pky N	Fulton District	380,407	Q2 24	Czarnowski	-	CBRE
7225 Goodson Rd *	Airport/North Clayton	370,000	Q1 24	Interface	-	-
1970 Maple Ave	Fulton District	364,200	Q2 24	Fulfillment Strategies Inter...	Scotland Wright Ass...	Reliant Real Estate Par...
810 Thompson Mill	Duluth/Suwanee/Buford	349,440	Q4 23	McKesson Medical-Surgical	-	JLL;Prologis, Inc.
559 Jerry Steele Ln	S Clayton/Henry Cnty	331,471	Q2 24	NFI Industries, Inc.	-	CBRE
7310 Oakley Industrial Blvd *	Airport/North Clayton	316,680	Q2 24	GXO Logistics	-	EQT Exeter
3495 Highway 92 *	Kennesaw/Acworth	312,500	Q1 24	Atlanta Bonded Warehous...	-	-
400 Princeton Blvd	Kennesaw/Acworth	292,000	Q4 23	The Dixie Group	-	-
2331 Mellon Ct *	Snapfinger	282,514	Q4 23	Plaid Enterprises, Inc.	-	-
1001 Old Grassdale Rd	Kennesaw/Acworth	273,576	Q2 24	Samsung SDS	-	NAI Brannen Goddard;...
13 Perry Ln	Haralson County	270,000	Q2 24	Infra-Metals	-	-
2823 Anvil Block Rd	S Clayton/Henry Cnty	268,890	Q4 23	Kane Warehousing	-	Cushman & Wakefield
3000 Shawnee Ridge Ct *	Duluth/Suwanee/Buford	260,000	Q1 24	KGPCo.	-	-
655 Raco Dr *	GA-316/Lawrenceville	259,100	Q2 24	RealTruck	Cresa	NAI Brannen Goddard
3157 Buford Hwy	Duluth/Suwanee/Buford	256,252	Q3 24	Thermacell	-	Colliers;Prologis, Inc.
105 King Mill Rd *	S Clayton/Henry Cnty	256,026	Q1 24	Lennox	-	Seefried Properties, Inc.
7450 Factory Shoals Rd	I-20 W/Douglasville	254,100	Q2 24	Berry Global Group	Colliers	Seefried Properties, Inc.
7915 White Rd SW	I-20 W/Douglasville	251,319	Q3 24	US E-Logistics	-	Strategic Real Estate P...
350 Logistics Pky	Butts County	250,141	Q3 24	Quanex	-	CBRE
8361 Covington Hwy	Snapfinger	241,102	Q2 24	-	Tingle Associates	NAI Brannen Goddard
1990 Twin Creeks Pky	Rockdale/Newton Cnty	240,000	Q1 24	Pratt Industries	-	Lavista Associates, Inc.

*Renewal

Slower demand has decelerated rent growth. The pace of rent growth will likely continue to slow as vacancy rises through the end of the year. Atlanta's vacancy is expected to top out at around 8% in early 2025. Year-over-year rent growth is forecast to drop to around 5.5% early next year for the first time since 2015.

Still, at 7.3% year-over-year, market asking rent growth is outpacing the national average of 3.1%. Atlanta's rent growth has steadily declined since its record high in 2022. The quarter-over-quarter change in rent was 1.4% from 24Q1 to 24Q2, the lowest quarterly growth since early 2017. This slowdown comes as deliveries have outpaced absorption for the past two years.

With demand for big box spaces cooling, some distribution spaces have become available for sublet. The 1994-built Jonesboro Commerce Center has its total 499,960 SF listed as two sublease spaces, with an asking rent of \$4.95/SF NNN, making it the most affordable large space on the market. The previous tenant, Shippers Warehouse, has a lease through November 2027. They were acquired by Kenco earlier this year.

A tenant signed a sublease for 468,830 SF in July at the 5 Star Oakmont 20 West. The property, built in 2022 with a 40' clear height, sits near exit 46A of Interstate 20. ASOS initially leased the property for \$6.05/SF in May

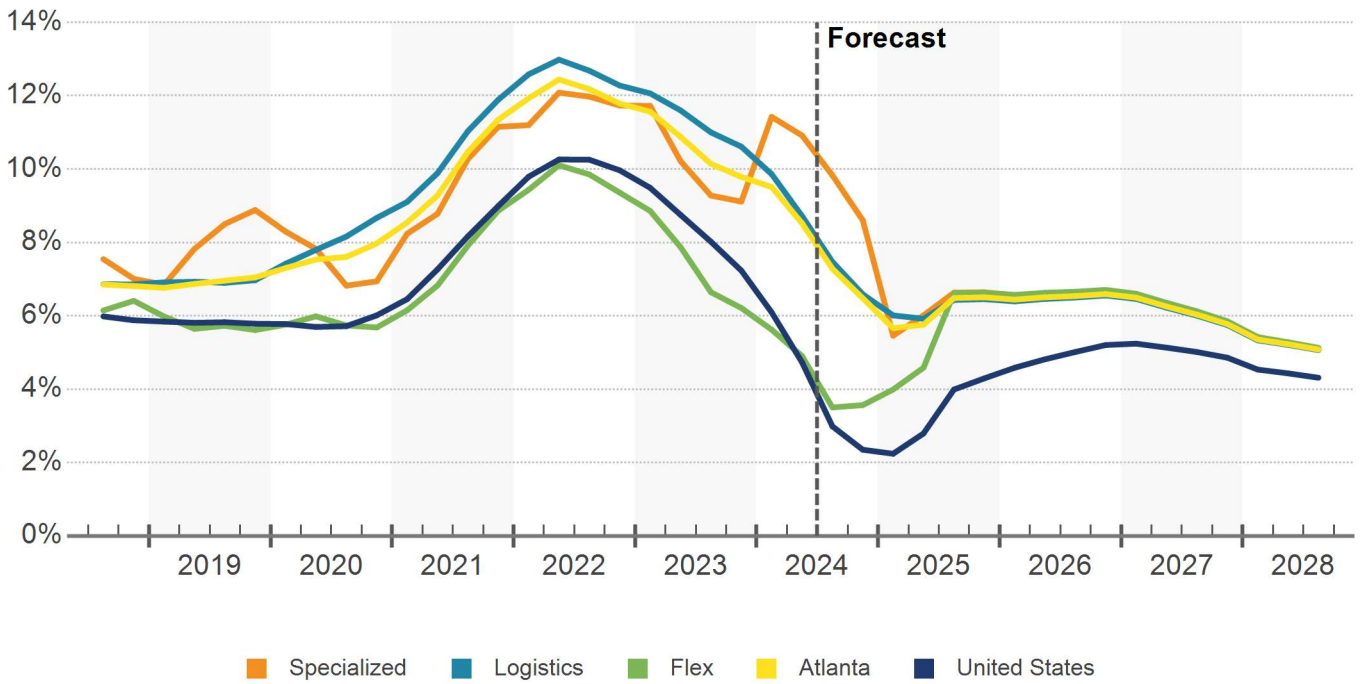
2022 with an August 2027 expiration.

In submarkets like Kennesaw/Acworth, where new warehouse space is plentiful and vacancy for 250,000-SF or larger buildings is around 20%, big box facilities rent for less than other areas. Flooring Company, the Dixie Group, signed a ten-year lease for 292,000 SF at 400 Princeton Blvd. in December 2023 for \$5.13/SF NNN starting. Yita LLC, a furniture and aftermarket auto parts distributor, expanded its Atlanta warehouse footprint with a 473,000-SF 5-year lease at the 2022-built Gillem Logistics Center in the Airport/North Clayton Submarket. The lease was signed in October 2023 and had an asking starting rent of \$7/SF NNN.

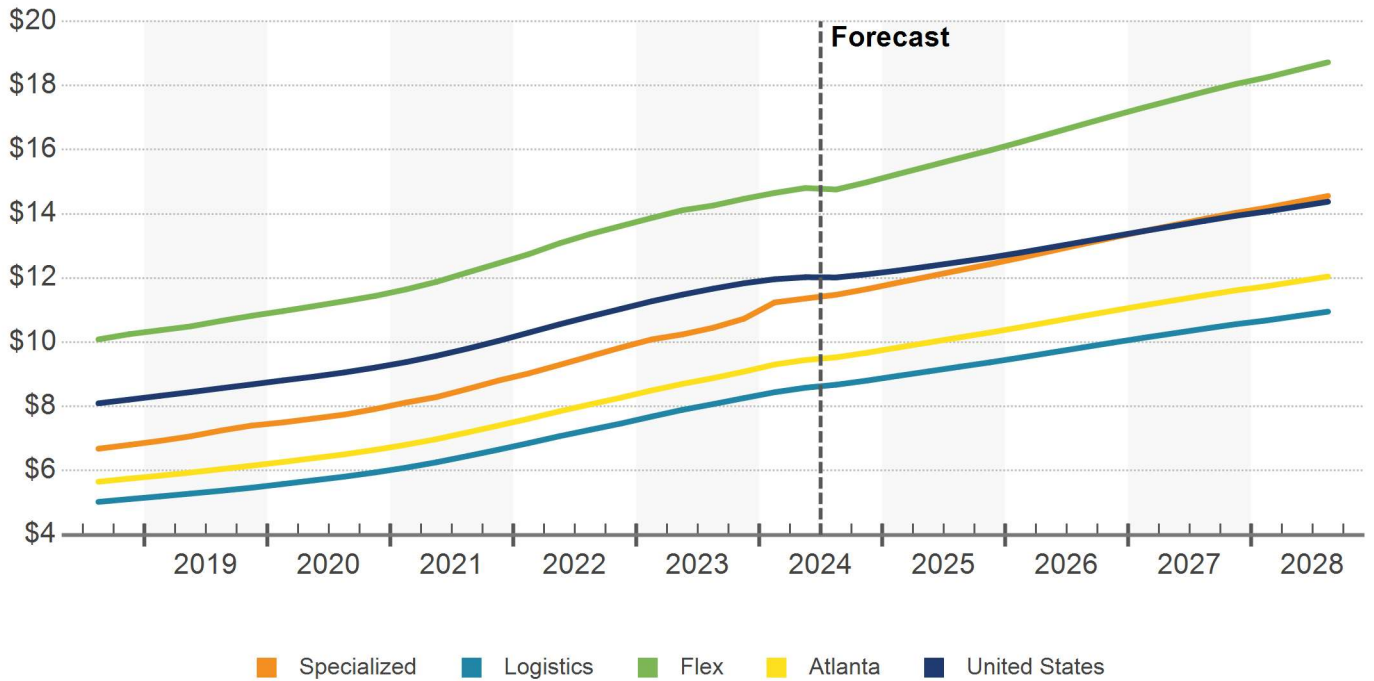
Smaller leases with quicker access to the urban core can rent for upwards of \$9/SF. In January 2024, home services firm Aquagaurd Foundation signed a lease for a 36,000 SF building in the Airport/North Clayton Submarket for \$12/SF NNN. Beauty supply CNC Nail signed for about 36,000 SF in a multi-tenant building in the Doraville Submarket for \$10/SF NNN in January 2024.

A subdued construction pipeline and recovering net absorption will likely tighten vacancies by the end of 2025, making higher rent growth possible in the next several years.

MARKET ASKING RENT GROWTH (YOY)



MARKET ASKING RENT PER SQUARE FEET



Atlanta's industrial market has pushed past the peak of a record supply wave. The total square footage delivered this year will likely be over 25% lower than in 2023. Last year, developers delivered a record amount of space for the area.

While this supply wave is a national trend, Atlanta's surge in construction is tapering off faster than other areas. Responding to higher interest rates and slower absorption, area developers pulled back on building speculative supply. Construction starts in Atlanta dropped precipitously in the last quarter of 2022, earlier than many places.

Last year, groundbreakings in Atlanta totaled about 14 million SF, a nine-year low. Metro areas like Charlotte and Phoenix expect record years for industrial space delivery in 2024, and other Sun Belt metros like Tampa and Austin have a larger share of their inventory under construction.

Still, with roughly 15.7 million SF under construction, Atlanta ranks in the top ten for industrial supply underway nationally. About 60% of under-construction space is available.

With growing space requirements from distributors, Atlanta developers have focused on building the largest spaces. Properties 500,000 SF or larger represent over half of all under-construction space in the market. The expansion also comes at a time when big-box leases have become less common and could weigh on fundamentals in exurban submarkets, where these large

properties represent a disproportionate share of inventory.

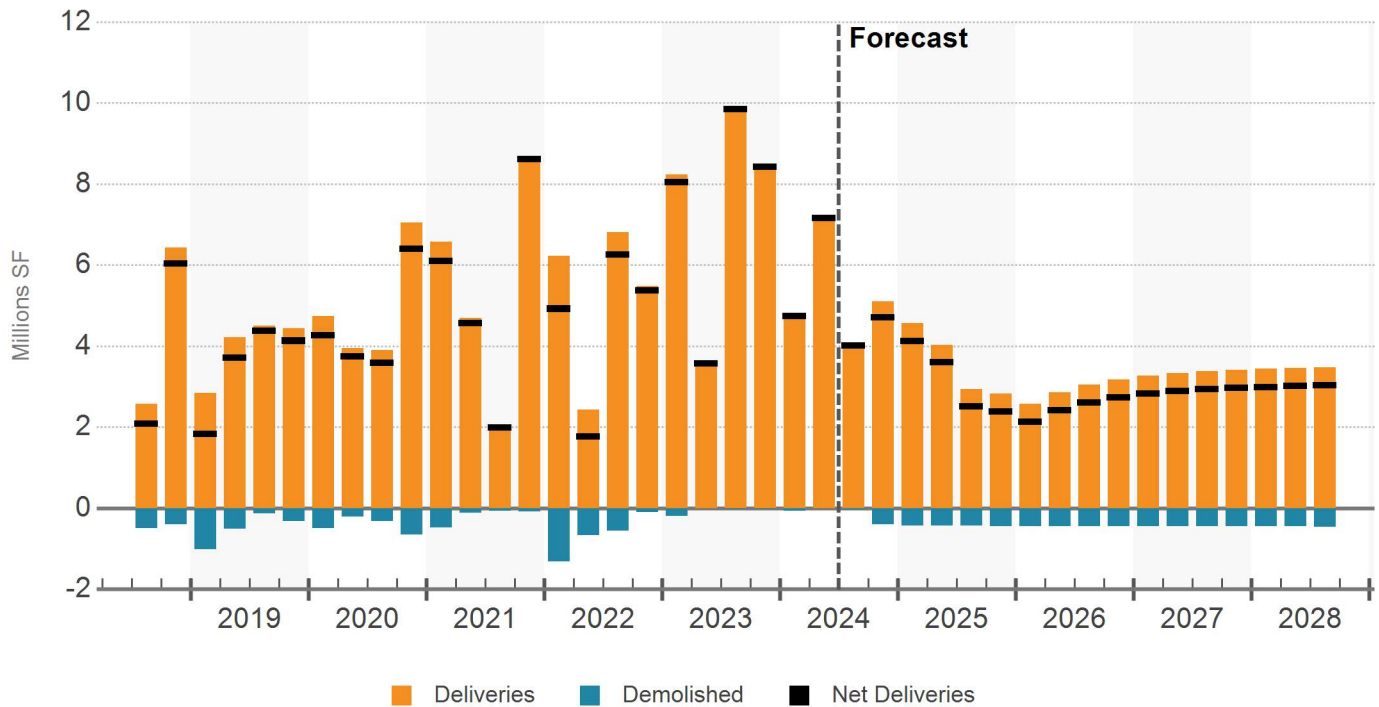
Kennesaw/Acworth, for example, boasts strong access to Atlanta and Midwestern markets via I-75, proximity to the Appalachian Regional Port in northwest Georgia, and more developable land than other north-side locales. However, the 8.5 million SF built since 2023 has a vacancy rate of nearly 80% compared to about 50% in the closer in Airport/Clayton Submarket. However, there have been three leases larger than 100,000 SF in new Kennesaw/Acworth-area buildings in the past several months.

More recently, big box construction has slowed and shifted its concentration south. Six of the ten under-construction properties that are 500,000 SF or larger are south of I-20.

The 1.6 million SF Building A at PNK Park Southern Gateway in the South Clayton/Henry County Submarket started construction earlier this year and is now about 25% leased. River Park Building 10 is bringing 825,000 SF of spec space to Butts County later this year.

With Atlanta industrial construction falling about 40% from 2022 to 2023, the supply surge should be short-lived. As fewer projects break ground today, fewer projects are likely to deliver in the coming years, which could lead to the vacancy rate beginning to tighten again in 2025 as the number of new projects delivering each quarter drops to 2015 levels.

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	6	3,575	621	17.4%	8	84,893	595,780	3
2	I-20 W/Douglasville	11	1,666	1,080	64.8%	2	56,831	151,443	7
3	Chattahoochee	3	1,581	1,581	100%	1	33,132	526,954	4
4	Duluth/Suwanee/Buford	4	1,399	373	26.7%	7	68,771	349,716	5
5	Butts County	2	1,325	500	37.7%	6	187,370	662,500	2
6	N Fulton/Forsyth Cnty	13	1,219	642	52.7%	3	28,706	93,776	10
7	South Walton County	1	1,014	0	0%	10	60,207	1,013,902	1
8	Kennesaw/Acworth	5	972	505	51.9%	4	65,024	194,394	6
9	Airport/North Clayton	7	807	9	1.1%	9	81,511	115,283	9
10	Rockdale/Newton Cnty	5	725	360	49.6%	5	44,631	145,055	8
	All Other	19	1,372	672	49.0%		39,072	72,232	
Totals		76	15,655	6,344	40.5%		49,917	205,986	

Under Construction Properties

Atlanta Industrial

Properties

Square Feet

Percent of Inventory

Released

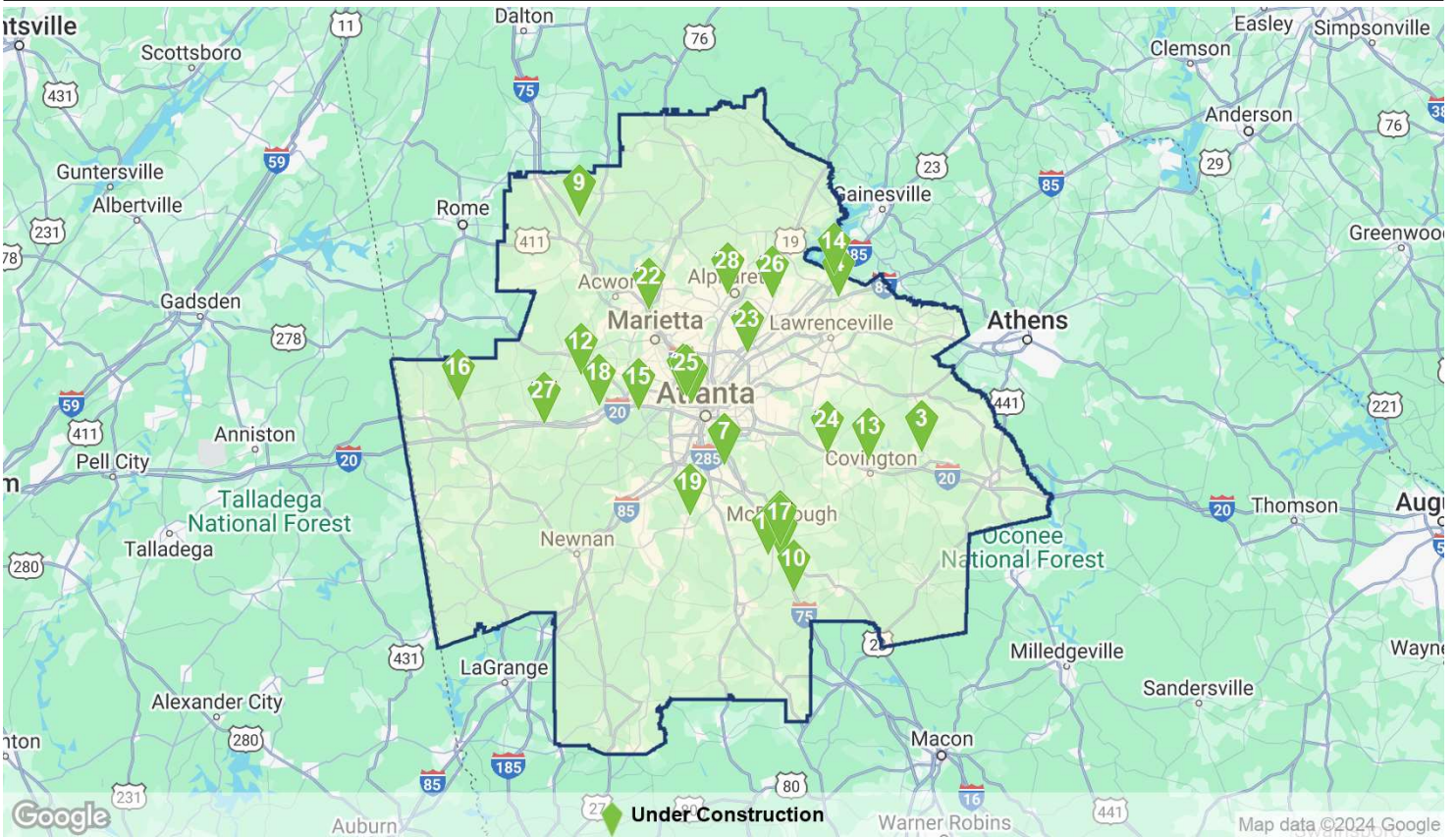
78

15,771,393

2.0%

40.6%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 Lambert A 1325 Highway 42	★★★★★	1,579,200	1	Feb 2024	Dec 2024	PNK Holdings LLC PNK Holdings LLC
2 Project Granite 1010 Marietta St NW	★★★★☆	1,150,000	1	Mar 2022	Oct 2024	- QTS Realty Trust, Inc.
3 Loggins-100 100 Social Circle Pky	★★★★★	1,013,902	1	May 2024	Jun 2025	PNK Holdings LLC PNK Holdings LLC
4 Gravel Springs Logistics... 2630 Gravel Springs Rd	★★★★☆	1,001,424	1	Aug 2023	Oct 2024	IDI Logistics IDI Logistics
5 River Park Bldg 10 750 Logistics Pky	★★★★☆	825,000	1	Dec 2023	Nov 2024	ICM Asset Management ICM Asset Management
6 Building F (BTS Opportu... 700 Price Rd	★★★★★	780,000	1	Jan 2024	Jul 2025	Clayco Inc CRG
7 Gillem Logistics Center,... 2065 Anvil Block Road	★★★★☆	571,517	1	Aug 2024	Apr 2025	Robinson Weeks Partners Robinson Weeks Partners

Under Construction Properties

Atlanta Industrial

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 Building C 600 Price Rd	★★★★★	500,220	1	Jan 2024	Dec 2024	CRG CRG
9 Qcells - Cartersville Site 0 Highland 75	★★★★★	500,000	1	Mar 2023	Dec 2024	- Qcells North America
10 73 Wilti Dr	★★★★★	500,000	1	Jan 2024	Jan 2025	- Pacific Group Inc
11 McDonough 75 Logistics... 2475 Hwy 155	★★★★★	427,200	1	Jun 2023	Oct 2024	- Alliance Residential Company
12 Building A Laird Rd And Bill Carruth...	★★★★☆	367,360	1	Jun 2023	Oct 2024	Goldenrod Capital Partners, LP Goldenrod Capital Partners, LP
13 Archer Aviation Phase 1 0 City Pond Rd	★★★★☆	350,000	1	May 2024	May 2025	Evans General Contractors Newton County Industrial Develo...
14 Prologis Buford Distribu... 810 Thompson Mill	★★★★★	349,440	1	May 2024	Dec 2024	Prologis, Inc. Prologis, Inc.
15 Building 4 1 Switch Way	★★★★☆	300,000	1	Nov 2023	Nov 2024	- Switch, Inc.
16 13 Perry Ln	★★★★☆	270,000	1	Jan 2024	Apr 2025	- Infra-Metals
17 105 Distribution Dr	★★★★☆	262,000	1	Jun 2024	Dec 2025	- Lumpkin Development
18 Access West Logistics C... 1 Industrial Access Rd	★★★★☆	257,920	1	Feb 2024	Jun 2025	- Rockefeller Group
19 Promenade Parkway Co... 227 Promenade Pky	★★★★☆	243,624	1	Sep 2024	Mar 2025	- -
20 Chastain Crossing - Bld... 0 Chastain Meadows Pky...	★★★★☆	224,248	1	Jun 2024	Nov 2024	- Scannell Properties
21 Amazon Distribution Fac... 1442 Marietta Rd W	★★★★☆	220,863	1	Oct 2023	Oct 2024	TPA Group Stockbridge Capital Group, LLC
22 Chastain Crossing - Bld... 00 Chastain Meadows Pky...	★★★★☆	214,795	1	Jun 2024	Jun 2025	- Scannell Properties
23 6870 Mimms Dr	★★★★☆	213,800	1	Dec 2023	Oct 2024	- W.P. Carey Inc.
24 Rockdale 20 East Busine... Old Covington Hwy	★★★★★	212,745	1	May 2024	Nov 2024	Alliance Residential Company Alliance Residential Company
25 Edged Atlanta 1800 Thomas St	★★★★☆	210,000	2	Jul 2024	Dec 2025	Plateau Excavation, Inc. Endeavour
26 11350 Johns Creek Pky	★★★★☆	206,686	1	Feb 2024	Dec 2024	- Bain Capital, LP
27 Building 1 105 Boggs Rd	★★★★☆	200,880	1	Feb 2024	Feb 2025	Dermody Properties, Inc. Dermody Properties, Inc.
28 11940 Alpharetta Hwy	★★★★☆	198,286	1	Jun 2023	Jan 2025	- -

Quarterly industrial sales volume in the Atlanta market has slowed to a pace on par with the pre-pandemic trends average after a record-breaking run in 2021 and 2022. Changing macroeconomic and market-level conditions are shifting what buyers are able to pay for industrial space. Though still above the national rate, annual rent growth in Atlanta has declined. Sitting at 7.3%, year-over-year rent change is right around the 10-year average but is forecast to fall to around 6% by the end of 2024 for the first time in seven years. Sluggish absorption and a record-setting wave of big box deliveries have elevated the area's vacancy rate, meaning some buyers have been unable to underwrite aggressive NOI growth.

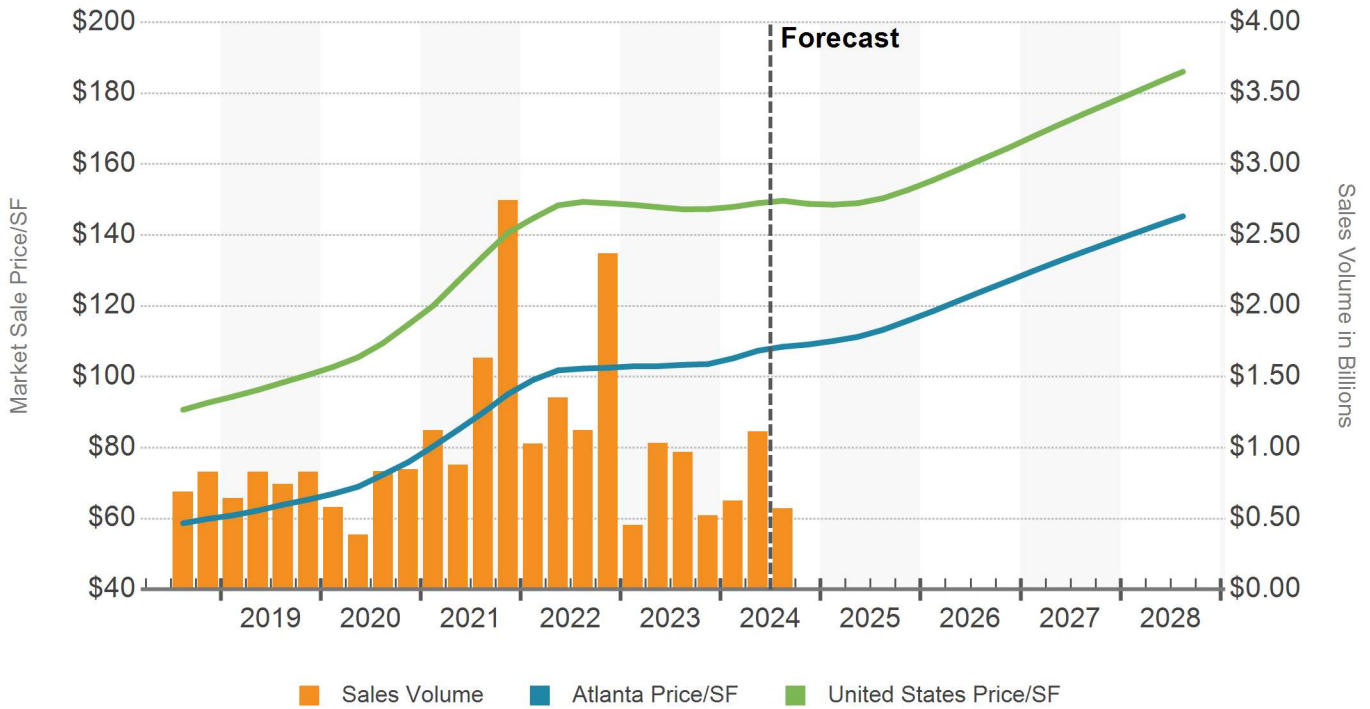
Owner-user deals have become more common among the higher-dollar transactions, especially in the active Airport/North Clayton Submarket. In March 2024, the tenant, Costco Wholesale Corporation, purchased a 907,000-SF distribution center at 5390 Hunter Road from Morgan Stanley for \$88 million or \$97/SF. After Kellogs moved out, Costco leased the 2001-built property in July 2022. Last year, Costco purchased industrial land adjacent to the Hunter Road property, which is believed to be slated for redevelopment into a logistics facility. In January 2024, New York-based REIT Clarion Partners sold two warehouses in the Airport/North Clayton Submarket to the tenant, Nestle Purina, which has occupied the spaces since 2012 and uses them to manufacture and distribute pet food. Purina purchased the adjacent buildings at 5025 Fayetteville Road and 5005 Terminus Drive in Fairburn, totaling

880,000 SF for \$108 million or \$123/SF. Also in the Airport/North Clayton area, Microsoft Corporation purchased a 136-acre site with 800,000 SF of warehouse space as a data center investment for \$52.5 million from California-based developer Majestic Realty Co.

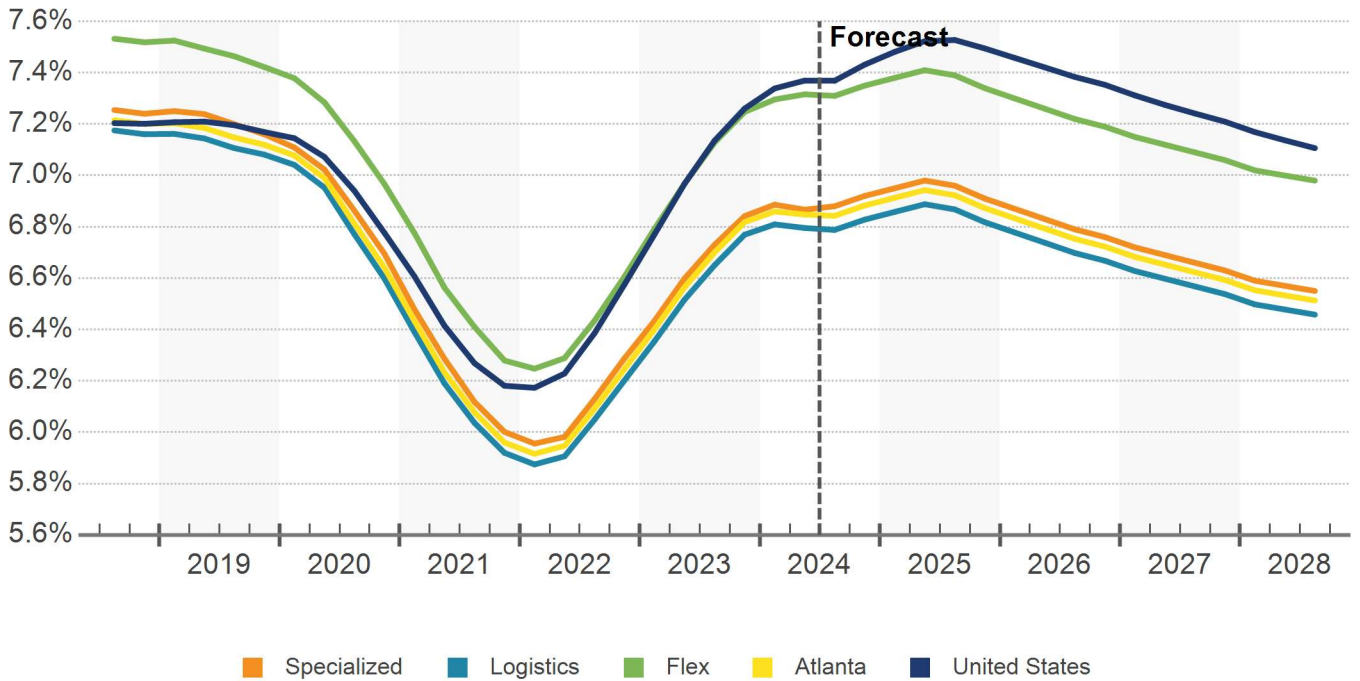
Difficult macroeconomic conditions, including tighter credit markets, have shrunk the active buyer pool. However, REITs, equity funds, and institutional investment managers remain active here. San Francisco-based public REIT Prologis topped the list of buyers by volume over the past year, and they are now the top owner by square feet in the Atlanta industrial market. New York-based Sterling Investors purchased two buildings in August 2023 at Gwinnett 85 Logistics Center from Dallas-based developer Hillwood Investment Properties for \$109.3 million or \$113/SF. Developed by the sellers in 2022-2023, the portfolio consists of a single-tenant building occupied by Ozark Automotive and a multi-tenant building occupied by Core-Main and CTDI.

Despite decreased sales, Atlanta is still a top U.S. market for industrial sales volume. The area has over 330 active loans maturing over the next two years, which could increase sales activity as the interest rate environment has changed significantly. Newly built properties have also appealed to investors, and an estimated 21 million SF of industrial space should be delivered this year in Atlanta.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Atlanta Industrial

Sale Comparables

810

Avg. Cap Rate

7.7%

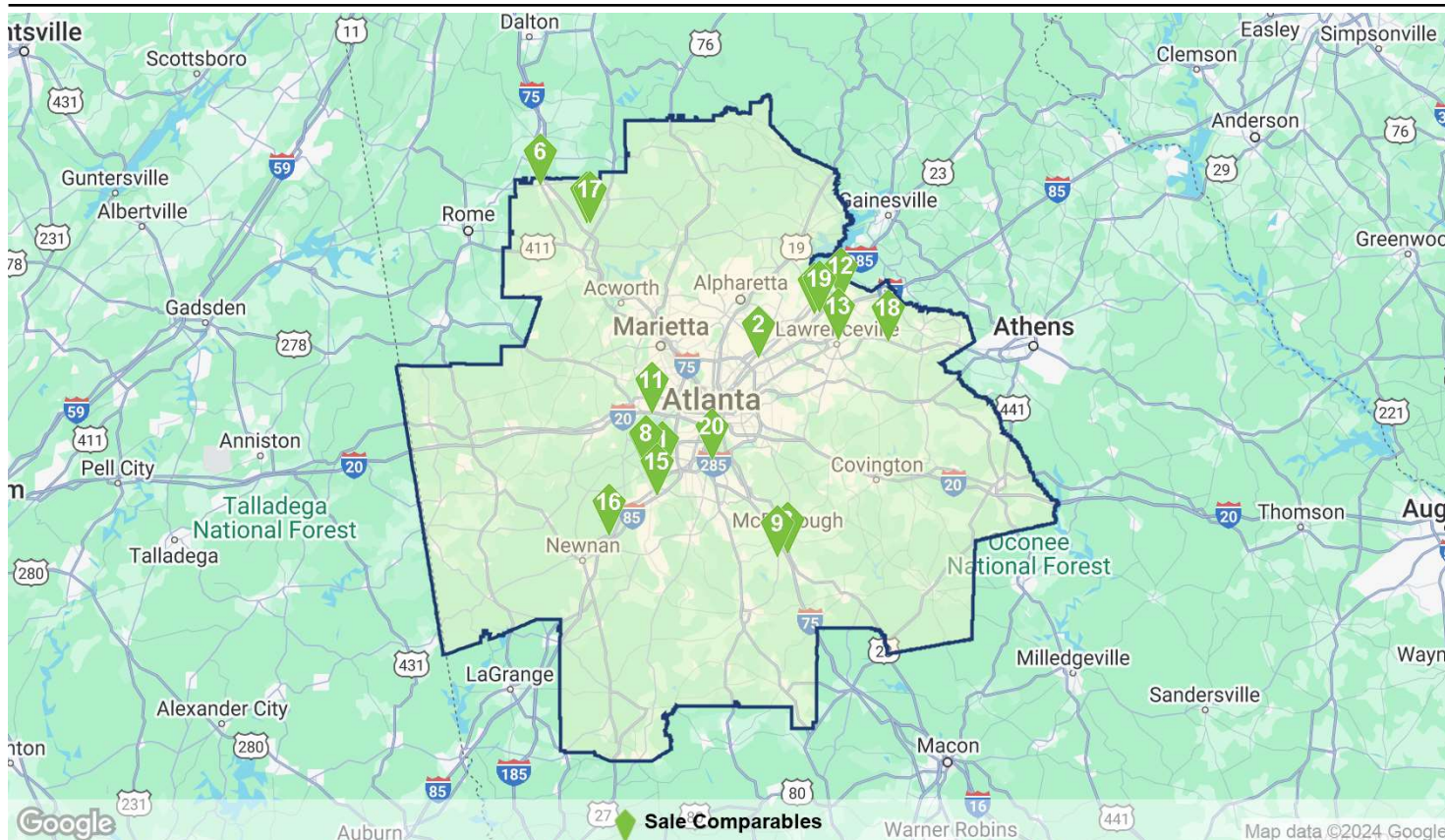
Avg. Price/SF

\$107

Avg. Vacancy At Sale

20.6%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$110,000	\$5,650,351	\$2,250,000	\$87,949,357
Price/SF	\$6.24	\$107	\$125	\$1,044
Cap Rate	3.1%	7.7%	7.6%	15.0%
Time Since Sale in Months	0.2	5.5	4.8	12.0
Property Attributes	Low	Average	Median	High
Building SF	1,000	50,622	20,000	1,025,000
Ceiling Height	9'	20'	19'	48'9"
Docks	0	9	3	175
Vacancy Rate At Sale	0%	20.6%	0%	100%
Year Built	1889	1986	1987	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
1 5390 Hunter Rd	★★★★★	2001	907,000	0%	3/27/2024	\$87,949,357	\$97	-
2 6455 Best Friend Rd	★★★★★	2024	453,600	0%	6/21/2024	\$82,400,000	\$182	-
3 130 Distribution Dr	★★★★★	2016	861,909	0%	4/11/2024	\$77,500,000	\$90	-
4 Atlanta Cold Storage-Bui... 4775 Derrick Rd	★★★★★	2023	306,402	0%	11/30/2023	\$74,000,000	\$242	-
5 Phase 1 5005 Terminus Dr	★★★★★	1996	599,914	0%	1/17/2024	\$70,936,728	\$118	-
6 International Commerce... 7634 Hwy 140	★★★★★	2023	691,667	0%	4/23/2024	\$66,250,000	\$96	-
7 Building 100 1343 Cassville White Rd NE	★★★★★	2023	793,563	100%	11/6/2023	\$56,920,180	\$72	-
8 Atlanta Cold Storage-Bui... 4777 Derrick Rd	★★★★★	2023	188,449	100%	1/10/2024	\$54,000,000	\$287	-
9 Greenwood Center 130 Greenwood Industrial...	★★★★★	1997	490,961	0%	8/1/2024	\$48,000,000	\$98	-
10 Busch Logistics Park Bu... 1181 Cassville White Rd NE	★★★★★	2022	523,541	0%	6/20/2024	\$47,100,000	\$90	-
11 425 Hartman Rd	★★★★★	2006	354,620	0%	5/14/2024	\$41,850,000	\$118	3.1%
12 Azalea Pointe Distributio... 2961 Gravel Springs Rd	★★★★★	2023	251,629	0%	8/20/2024	\$41,000,000	\$163	-
13 BlueLinx 200 Hosea Rd	★★★★★	1995	585,637	0%	9/29/2023	\$40,000,000	\$68	-
14 Suwanee Logistics Center 195 Sawmill Dr	★★★★★	2024	327,825	100%	3/7/2024	\$39,339,000	\$120	-
15 Southpark Bldg 2 5025 Fayetteville Rd	★★★★★	1999	279,776	0%	1/17/2024	\$37,399,257	\$134	-
16 D & H Distributing 185 Coweta Industrial Pky	★★★★★	2009	457,922	0%	6/13/2024	\$37,050,000	\$81	-
17 Building 300 1347 Cassville White Rd NE	★★★★★	2023	204,041	100%	11/6/2023	\$33,009,578	\$162	-
18 1275 Barrow Industrial Pky	★★★★★	2001	300,000	0%	1/5/2024	\$31,167,530	\$104	-
19 Bldg 100 460 Horizon Dr	★★★★★	2003	230,500	100%	5/23/2024	\$29,200,000	\$127	-
20 Bldg 500 3968 Gilbert Rd	★★★★★	2023	220,996	100%	7/2/2024	\$28,666,426	\$130	-

Atlanta boasts lower living and business costs than large East and West Coast metros, and this competitive advantage continues to boost population and job growth. The Atlanta region was third for year-over-year growth from 2022 to 2023, surpassing Washington DC and Philadelphia in total population.

The area 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's job market has more than recovered from employment losses during the pandemic, though some evidence now points to potential challenges on the horizon. There are now 6% more total jobs in the Atlanta area than there were in February 2020, nearly double the national rate.

Strong job growth has come from office-using sectors such as finance, professional services, and tech. However, layoffs announced by tech companies such as Google and Atlanta-based tech companies, along with Microsoft's 2023 postponement of plans for a 90-acre Westside campus have raised some questions about the continued velocity of job growth here.

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. However, elevated interest rates have made company relocations in general less appealing.

In the past several years, 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 expanded its local presence on the Eastside, while Airbnb and Nike are each established East Coast hubs in West Midtown. Most recently, PrizePicks chose to locate their headquarters in West Midtown.

Flat consumer spending and increasing automation have

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.

In the 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 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.

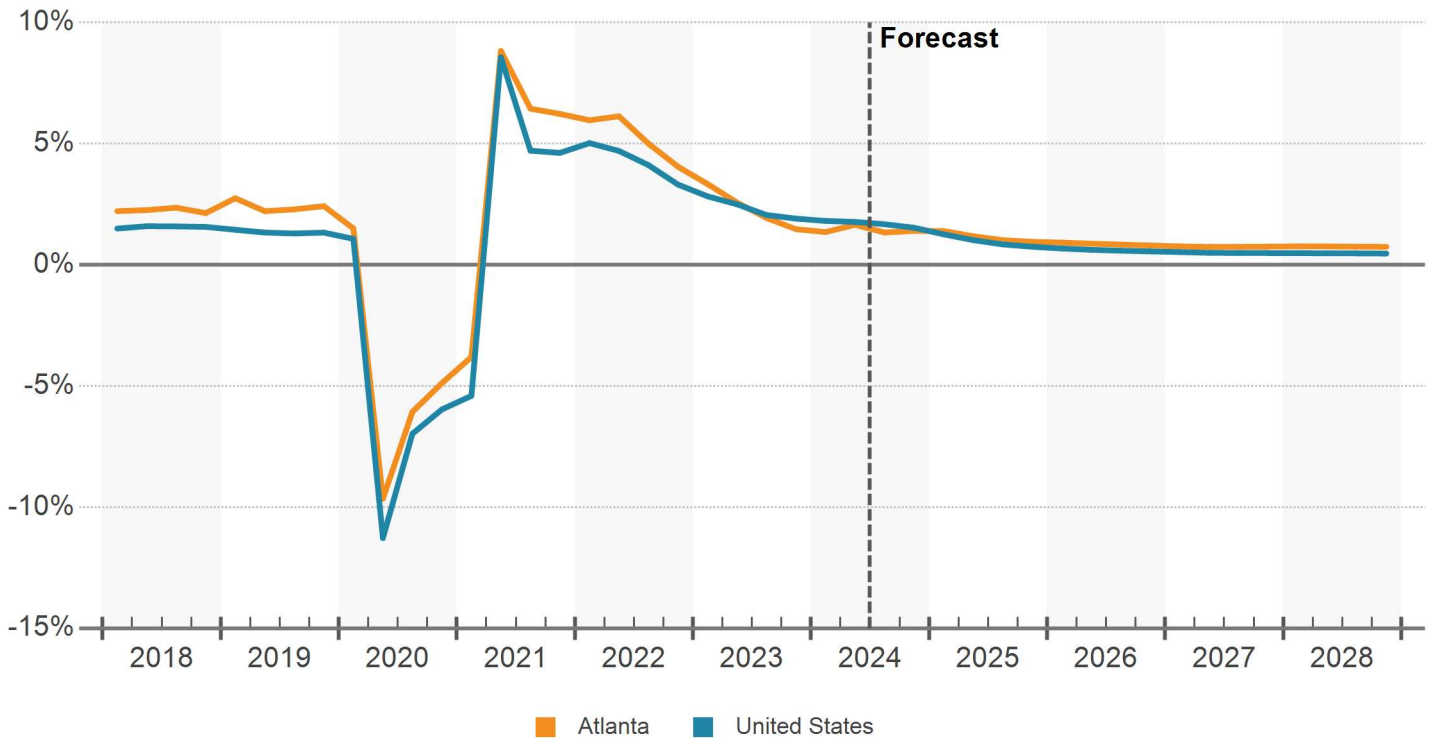
Atlanta has a lower concentration of education and health services employment than the national average, but that sector has seen substantial job growth over the past few years. Multiple healthcare systems are constructing new facilities, and the sector is poised to grow to adequately serve the metro's 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.

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	183	0.7	0.37%	0.36%	2.01%	0.63%	0.70%	0.34%
Trade, Transportation and Utilities	659	1.2	-0.32%	0.80%	1.96%	1.01%	0.42%	0.28%
Retail Trade	305	1.0	0.82%	0.82%	1.07%	0.25%	0.30%	0.21%
Financial Activities	212	1.2	1.55%	0.38%	2.91%	1.48%	0.55%	0.35%
Government	355	0.8	2.08%	2.30%	1.22%	0.66%	0.71%	0.52%
Natural Resources, Mining and Construction	153	0.9	3.55%	2.41%	3.93%	2.27%	0.94%	0.73%
Education and Health Services	421	0.8	2.54%	3.63%	3.12%	2.07%	1.37%	0.77%
Professional and Business Services	596	1.3	0.26%	0.77%	2.10%	1.82%	0.75%	0.59%
Information	100	1.7	-3.52%	0.44%	1.13%	1.02%	0.90%	0.54%
Leisure and Hospitality	327	1.0	5.57%	2.27%	2.28%	1.47%	1.34%	0.99%
Other Services	104	0.9	1.29%	1.41%	0.88%	0.61%	0.54%	0.49%
Total Employment	3,111	1.0	1.34%	1.68%	2.17%	1.34%	0.81%	0.57%

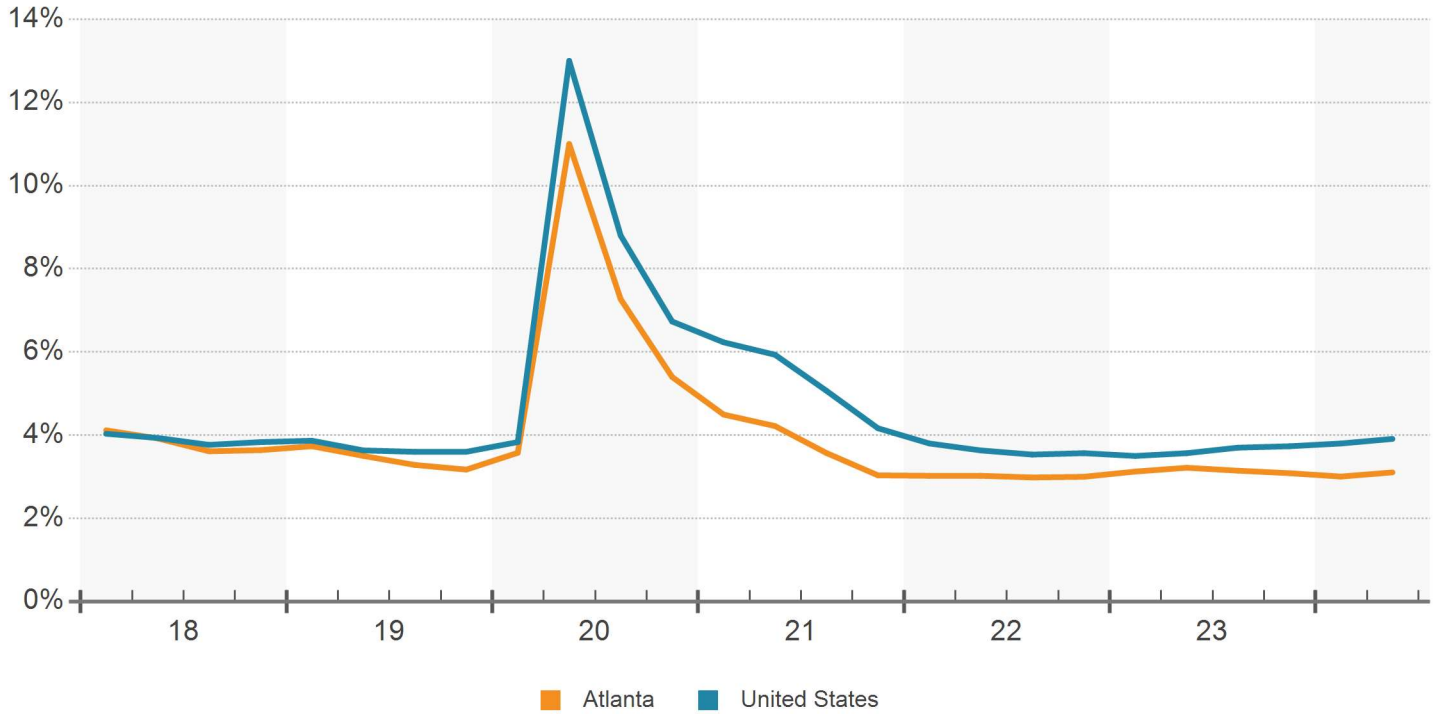
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

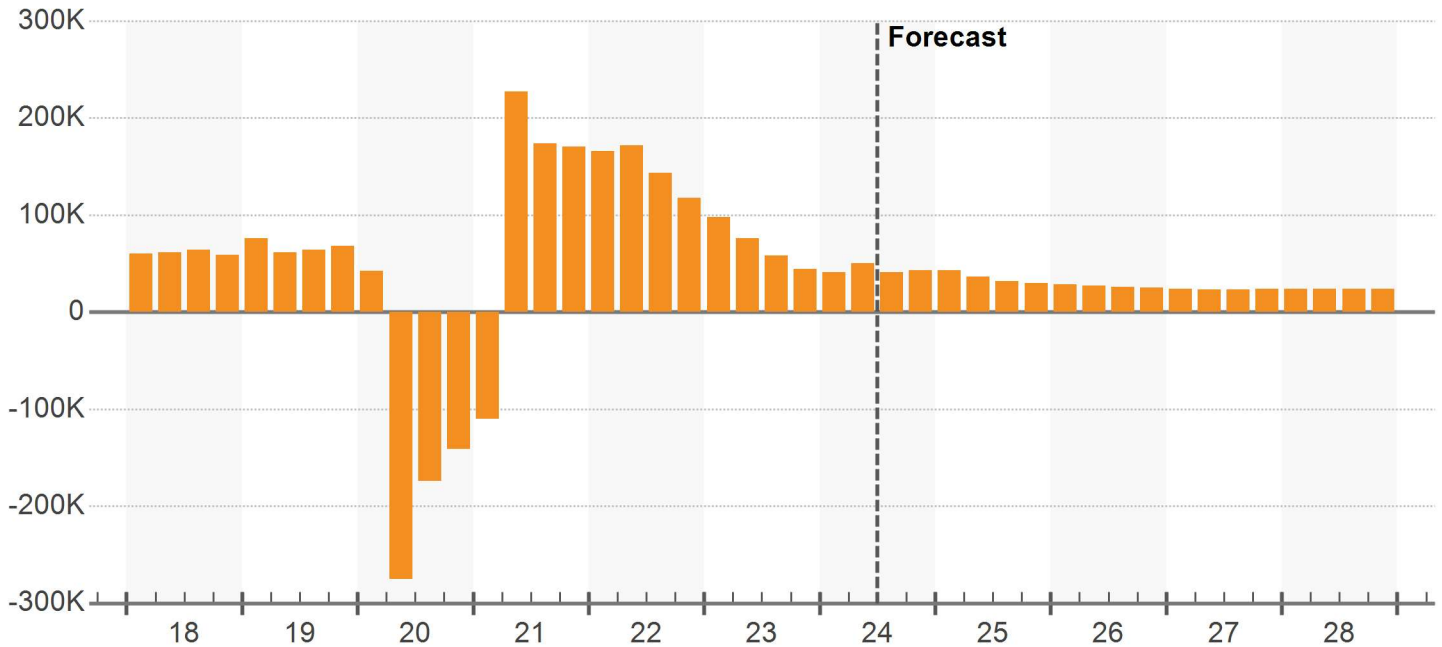


Source: Oxford Economics

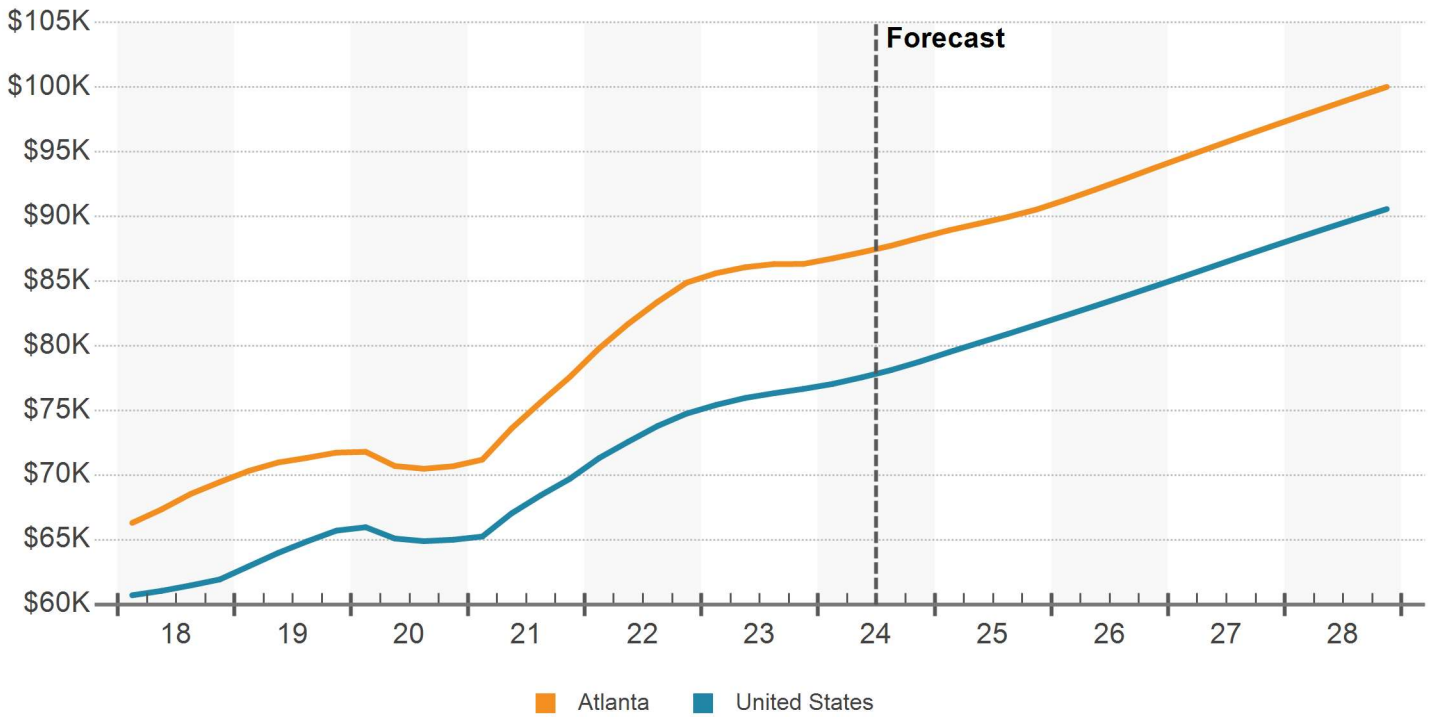
UNEMPLOYMENT RATE (%)



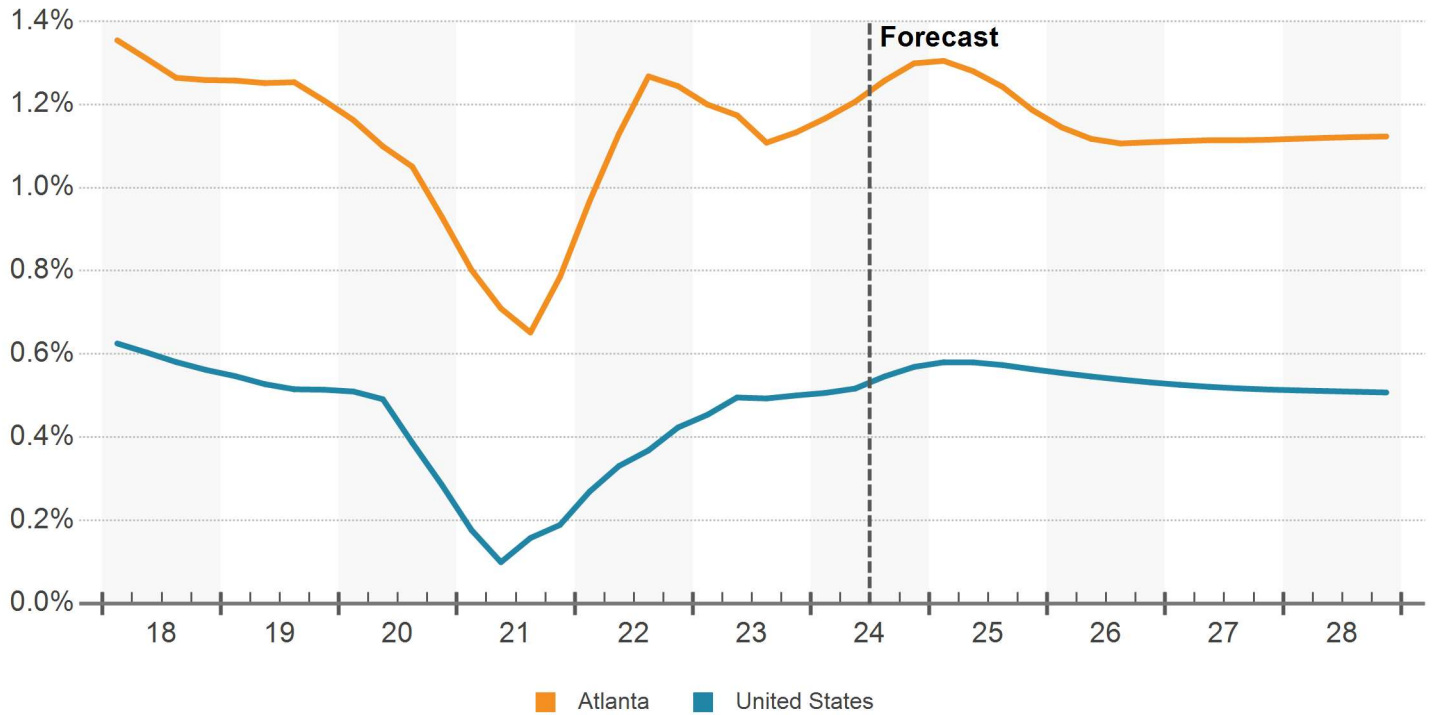
NET EMPLOYMENT CHANGE (YOY)



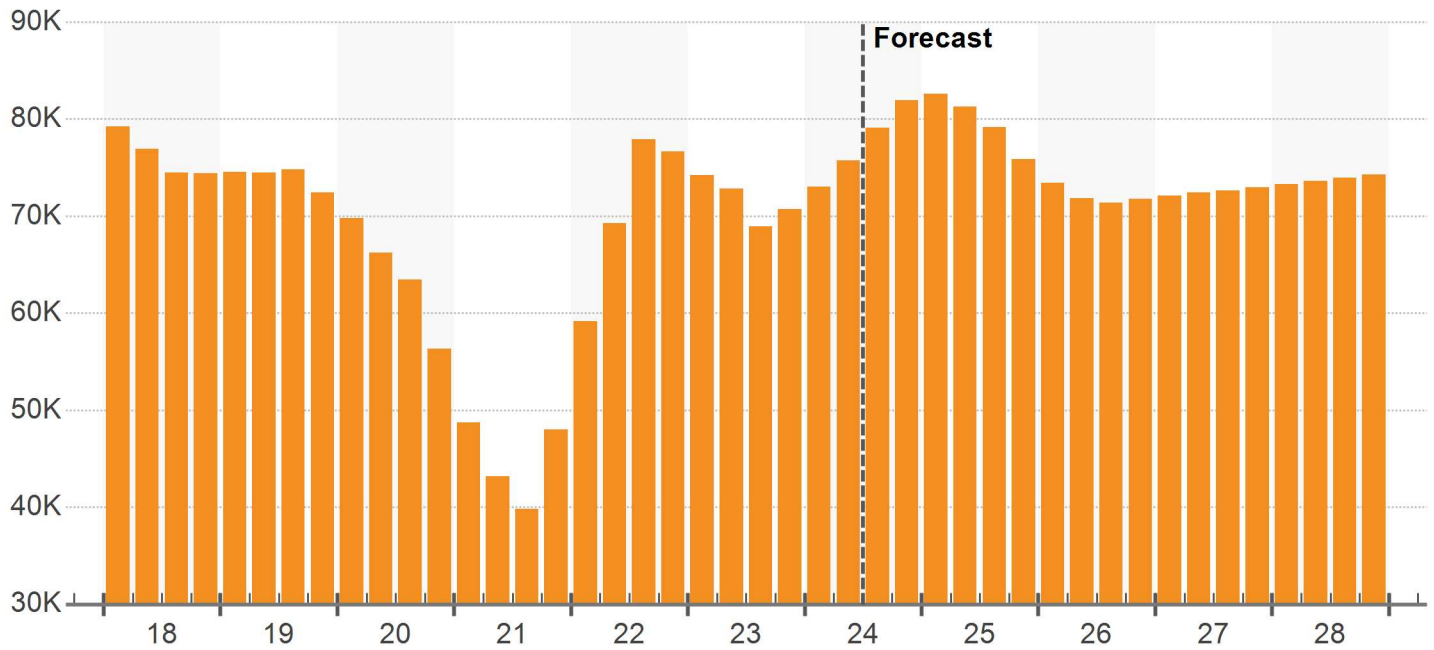
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

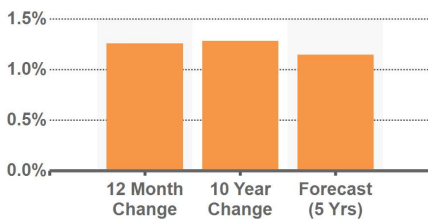


DEMOGRAPHIC TRENDS

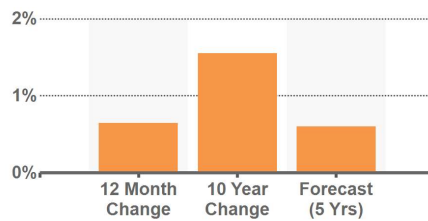
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	6,370,825	336,727,344	1.3%	0.5%	1.3%	0.5%	1.1%	0.5%
Households	2,374,097	131,605,516	1.4%	0.7%	1.6%	0.9%	1.2%	0.6%
Median Household Income	\$87,709	\$78,094	1.6%	2.3%	4.6%	3.9%	3.1%	3.5%
Labor Force	3,270,055	168,360,250	0.6%	0.5%	1.5%	0.8%	0.6%	0.5%
Unemployment	3.1%	3.9%	0%	0.2%	-0.4%	-0.2%	-	-

Source: Oxford Economics

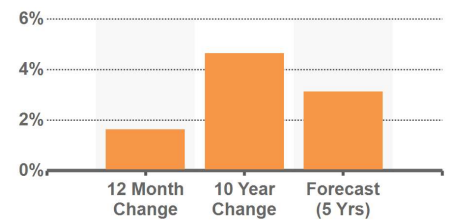
POPULATION GROWTH



LABOR FORCE GROWTH

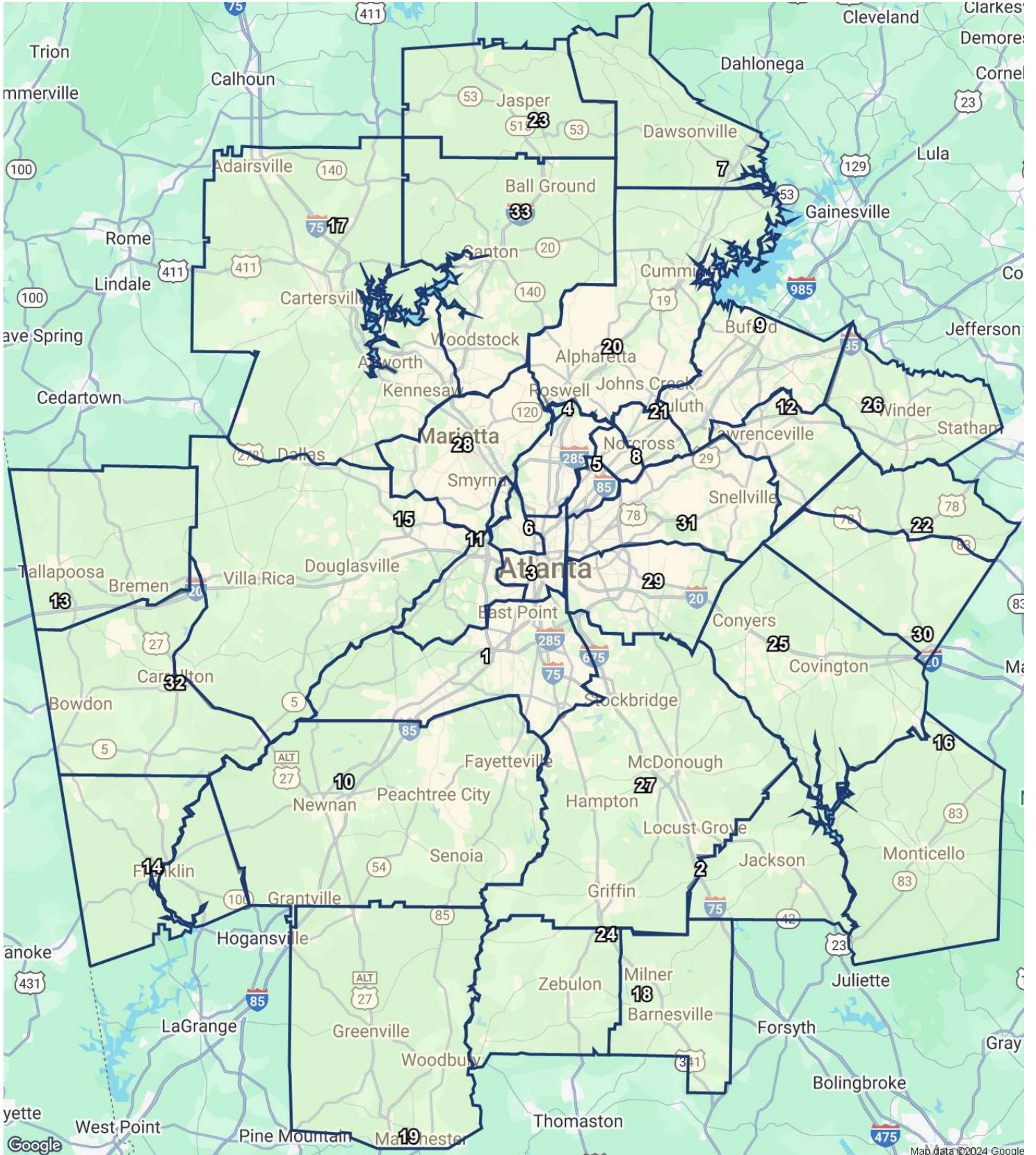


INCOME GROWTH



Source: Oxford Economics

ATLANTA SUBMARKETS



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	1,647	134,249	15.8%	1	14	2,953	2.2%	4	7	807	0.6%	9
2	Butts County	46	8,619	1.0%	21	4	3,059	35.5%	2	2	1,325	15.4%	5
3	Central Atlanta	598	13,846	1.6%	17	0	0	0%	-	1	5	0%	21
4	Central Perimeter	29	478	0.1%	31	0	0	0%	-	0	-	-	-
5	Chamblee	376	8,548	1.0%	22	4	240	2.8%	12	1	57	0.7%	16
6	Chattahoochee	627	20,774	2.4%	15	1	210	1.0%	14	3	1,581	7.6%	3
7	Dawson County	75	1,585	0.2%	28	0	0	0%	-	1	12	0.7%	18
8	Doraville	617	34,417	4.1%	10	1	454	1.3%	10	1	214	0.6%	13
9	Duluth/Suwanee/Buford	880	60,518	7.1%	5	6	973	1.6%	8	4	1,399	2.3%	4
10	Fayette/Coweta County	688	35,320	4.2%	8	9	2,449	6.9%	7	7	458	1.3%	11
11	Fulton District	643	55,540	6.5%	6	1	10	0%	22	1	157	0.3%	15
12	GA-316/Lawrenceville	532	22,599	2.7%	14	1	237	1.1%	13	2	169	0.7%	14
13	Haralson County	74	2,805	0.3%	24	1	0	0%	23	1	270	9.6%	12
14	Heard County	9	403	0%	32	0	0	0%	-	0	-	-	-
15	I-20 W/Douglasville	1,220	69,334	8.2%	3	13	2,584	3.7%	6	11	1,666	2.4%	2
16	Jasper County	12	306	0%	33	0	0	0%	-	0	-	-	-
17	Kennesaw/Acworth	986	64,114	7.6%	4	16	3,339	5.2%	1	5	972	1.5%	8
18	Lamar County	33	2,054	0.2%	27	0	0	0%	-	0	-	-	-
19	Meriwether County	28	1,269	0.1%	29	0	0	0%	-	0	-	-	-
20	N Fulton/Forsyth Cnty	1,220	35,021	4.1%	9	4	289	0.8%	11	13	1,219	3.5%	6
21	Norcross	797	33,431	3.9%	11	2	179	0.5%	16	0	-	-	-
22	North Walton County	61	2,345	0.3%	25	2	48	2.0%	19	0	-	-	-
23	Pickens County	169	2,255	0.3%	26	2	16	0.7%	21	1	10	0.4%	19
24	Pike County	17	524	0.1%	30	0	0	0%	-	0	-	-	-
25	Rockdale/Newton Cnty	807	36,017	4.2%	7	8	2,813	7.8%	5	5	725	2.0%	10
26	S Barrow	327	10,794	1.3%	19	1	22	0.2%	20	0	-	-	-
27	S Clayton/Henry Cnty	934	79,290	9.3%	2	7	3,048	3.8%	3	6	3,575	4.5%	1
28	SE Cobb Cnty/Marietta	1,066	32,854	3.9%	12	2	208	0.6%	15	1	8	0%	20
29	Snapfinger	435	18,402	2.2%	16	4	939	5.1%	9	0	-	-	-
30	South Walton County	158	9,513	1.1%	20	3	109	1.1%	17	1	1,014	10.7%	7
31	Stone Mountain	1,025	32,692	3.9%	13	0	0	0%	-	0	-	-	-
32	W Carroll County	179	7,138	0.8%	23	0	0	0%	-	0	-	-	-
33	Woodstock/Canton	685	11,533	1.4%	18	3	67	0.6%	18	2	14	0.1%	17

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	\$8.54	25	8.1%	8	4.3%	4
2	Butts County	\$7.40	31	8.4%	4	4.9%	2
3	Central Atlanta	\$13.46	3	5.5%	32	1.0%	32
4	Central Perimeter	\$17.12	1	4.0%	33	0%	33
5	Chamblee	\$12.93	4	5.7%	31	1.6%	29
6	Chattahoochee	\$12.60	6	6.2%	27	1.6%	30
7	Dawson County	\$12.91	5	7.5%	16	2.8%	23
8	Doraville	\$10.59	12	7.2%	21	3.1%	17
9	Duluth/Suwanee/Buford	\$10.35	14	7.6%	15	4.0%	7
10	Fayette/Coweta County	\$8.70	23	7.7%	13	3.6%	13
11	Fulton District	\$6.89	33	7.7%	14	4.2%	5
12	GA-316/Lawrenceville	\$10.28	15	7.4%	18	3.4%	14
13	Haralson County	\$7.22	32	8.3%	6	3.6%	11
14	Heard County	\$10.53	13	8.5%	3	2.8%	22
15	I-20 W/Douglasville	\$8.42	26	7.7%	12	3.9%	8
16	Jasper County	\$10.06	17	7.1%	22	2.1%	27
17	Kennesaw/Acworth	\$9.95	18	7.8%	11	3.9%	9
18	Lamar County	\$9.01	21	9.0%	1	3.6%	12
19	Meriwether County	\$7.57	29	6.0%	30	19.1%	1
20	N Fulton/Forsyth Cnty	\$14.09	2	6.1%	28	1.8%	28
21	Norcross	\$11.52	9	6.6%	24	3.2%	16
22	North Walton County	\$10.65	11	7.9%	10	3.7%	10
23	Pickens County	\$9.76	19	6.8%	23	2.5%	26
24	Pike County	\$11.22	10	8.5%	2	3.0%	19
25	Rockdale/Newton Cnty	\$9.12	20	7.2%	20	3.0%	21
26	S Barrow	\$8.73	22	7.5%	17	3.0%	18
27	S Clayton/Henry Cnty	\$7.42	30	8.1%	9	4.1%	6
28	SE Cobb Cnty/Marietta	\$12.31	7	6.5%	26	2.5%	25
29	Snapfinger	\$8.65	24	7.3%	19	3.4%	15
30	South Walton County	\$7.60	28	8.3%	5	4.4%	3
31	Stone Mountain	\$10.08	16	6.5%	25	2.7%	24
32	W Carroll County	\$7.61	27	8.2%	7	3.0%	20
33	Woodstock/Canton	\$11.52	8	6.0%	29	1.6%	31

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airport/North Clayton	11,619,399	8.7%	23	(832,951)	-0.6%	33	-
2	Butts County	2,390,985	27.7%	29	1,995,007	23.1%	3	1.5
3	Central Atlanta	1,154,344	8.3%	22	(342,527)	-2.5%	26	-
4	Central Perimeter	9,062	1.9%	7	2,550	0.5%	16	-
5	Chamblee	669,163	7.8%	19	(54,385)	-0.6%	22	-
6	Chattahoochee	1,651,432	7.9%	20	(501,585)	-2.4%	30	-
7	Dawson County	1,850	0.1%	2	28,150	1.8%	11	-
8	Doraville	1,761,017	5.1%	13	(525,122)	-1.5%	31	-
9	Duluth/Suwanee/Buford	3,688,775	6.1%	17	(340,718)	-0.6%	25	-
10	Fayette/Coweta County	3,402,411	9.6%	25	(274,519)	-0.8%	24	-
11	Fulton District	3,669,917	6.6%	18	(469,041)	-0.8%	29	-
12	GA-316/Lawrenceville	702,691	3.1%	9	(358,282)	-1.6%	27	-
13	Haralson County	51,250	1.8%	6	(12,364)	-0.4%	20	-
14	Heard County	-	-	-	0	0%	-	-
15	I-20 W/Douglasville	6,844,418	9.9%	26	(744,794)	-1.1%	32	-
16	Jasper County	-	-	-	0	0%	-	-
17	Kennesaw/Acworth	8,142,791	12.7%	28	2,818,107	4.4%	1	1.1
18	Lamar County	222,631	10.8%	27	(3,696)	-0.2%	19	-
19	Meriwether County	400,745	31.6%	30	(20,000)	-1.6%	21	-
20	N Fulton/Forsyth Cnty	1,864,759	5.3%	16	8,994	0%	14	32.2
21	Norcross	1,452,228	4.3%	11	68,740	0.2%	8	2.6
22	North Walton County	1,500	0.1%	1	49,408	2.1%	9	1.0
23	Pickens County	34,818	1.5%	5	34,227	1.5%	10	0.5
24	Pike County	-	-	-	11,000	2.1%	13	-
25	Rockdale/Newton Cnty	2,910,610	8.1%	21	2,189,013	6.1%	2	1.2
26	S Barrow	572,456	5.3%	14	183,887	1.7%	6	-
27	S Clayton/Henry Cnty	4,218,423	5.3%	15	1,659,924	2.1%	4	2.1
28	SE Cobb Cnty/Marietta	1,479,881	4.5%	12	21,397	0.1%	12	9.7
29	Snapfinger	1,655,961	9.0%	24	243,136	1.3%	5	3.9
30	South Walton County	50,825	0.5%	4	118,176	1.2%	7	0.9
31	Stone Mountain	1,351,102	4.1%	10	(449,050)	-1.4%	28	-
32	W Carroll County	33,900	0.5%	3	2,675	0%	15	-
33	Woodstock/Canton	319,846	2.8%	8	(89,191)	-0.8%	23	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	901,256,417	12,079,519	1.4%	13,601,304	1.5%	0.9
2027	889,176,898	11,618,181	1.3%	13,023,089	1.5%	0.9
2026	877,558,717	9,901,683	1.1%	11,605,715	1.3%	0.9
2025	867,657,034	12,627,465	1.5%	9,417,836	1.1%	1.3
2024	855,029,569	20,617,372	2.5%	7,956,583	0.9%	2.6
YTD	850,157,446	15,745,249	1.9%	4,611,251	0.5%	3.4
2023	834,412,197	29,882,134	3.7%	6,296,365	0.8%	4.7
2022	804,530,063	18,335,047	2.3%	17,737,005	2.2%	1.0
2021	786,195,016	21,278,290	2.8%	37,179,541	4.7%	0.6
2020	764,916,726	17,991,842	2.4%	15,345,674	2.0%	1.2
2019	746,924,884	14,056,644	1.9%	13,006,585	1.7%	1.1
2018	732,868,240	15,919,624	2.2%	18,934,467	2.6%	0.8
2017	716,948,616	16,234,038	2.3%	22,603,774	3.2%	0.7
2016	700,714,578	17,532,327	2.6%	15,290,168	2.2%	1.1
2015	683,182,251	4,249,425	0.6%	14,338,386	2.1%	0.3
2014	678,932,826	2,219,850	0.3%	19,923,619	2.9%	0.1
2013	676,712,976	2,514,919	0.4%	10,193,997	1.5%	0.2
2012	674,198,057	573,968	0.1%	4,730,984	0.7%	0.1

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	109,747,697	1,030,438	0.9%	1,077,545	1.0%	1.0
2027	108,717,259	989,177	0.9%	639,728	0.6%	1.5
2026	107,728,082	831,986	0.8%	183,260	0.2%	4.5
2025	106,896,096	1,274,455	1.2%	187,057	0.2%	6.8
2024	105,621,641	3,229,111	3.2%	2,099,158	2.0%	1.5
YTD	104,026,625	1,634,095	1.6%	807,852	0.8%	2.0
2023	102,392,530	943,868	0.9%	304,824	0.3%	3.1
2022	101,448,662	(145,856)	-0.1%	(54,561)	-0.1%	-
2021	101,594,518	619,954	0.6%	1,410,665	1.4%	0.4
2020	100,974,564	591,179	0.6%	96,172	0.1%	6.1
2019	100,383,385	13,653	0%	777,086	0.8%	0
2018	100,369,732	884,896	0.9%	(67,800)	-0.1%	-
2017	99,484,836	1,573,574	1.6%	1,489,541	1.5%	1.1
2016	97,911,262	1,977,721	2.1%	2,793,484	2.9%	0.7
2015	95,933,541	(3,173,486)	-3.2%	(214,779)	-0.2%	-
2014	99,107,027	104,637	0.1%	3,177,494	3.2%	0
2013	99,002,390	276,178	0.3%	131,311	0.1%	2.1
2012	98,726,212	(383,300)	-0.4%	417,863	0.4%	-

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	718,367,019	10,739,548	1.5%	12,203,960	1.7%	0.9
2027	707,627,471	10,333,254	1.5%	12,362,528	1.7%	0.8
2026	697,294,217	8,828,712	1.3%	11,537,036	1.7%	0.8
2025	688,465,505	10,852,526	1.6%	9,238,551	1.3%	1.2
2024	677,612,979	17,234,210	2.6%	6,410,509	0.9%	2.7
YTD	674,311,040	13,932,271	2.1%	4,263,226	0.6%	3.3
2023	660,378,769	27,316,356	4.3%	4,389,697	0.7%	6.2
2022	633,062,413	18,317,936	3.0%	17,916,049	2.8%	1.0
2021	614,744,477	19,032,759	3.2%	33,287,544	5.4%	0.6
2020	595,711,718	17,444,036	3.0%	15,414,803	2.6%	1.1
2019	578,267,682	14,296,880	2.5%	12,224,469	2.1%	1.2
2018	563,970,802	15,066,129	2.7%	18,418,920	3.3%	0.8
2017	548,904,673	14,716,393	2.8%	20,973,944	3.8%	0.7
2016	534,188,280	15,665,496	3.0%	11,859,683	2.2%	1.3
2015	518,522,784	7,389,861	1.4%	12,419,978	2.4%	0.6
2014	511,132,923	2,191,019	0.4%	15,590,000	3.1%	0.1
2013	508,941,904	2,455,563	0.5%	9,137,205	1.8%	0.3
2012	506,486,341	979,916	0.2%	4,476,309	0.9%	0.2

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	73,141,701	309,533	0.4%	319,799	0.4%	1.0
2027	72,832,168	295,750	0.4%	20,833	0%	14.2
2026	72,536,418	240,985	0.3%	(114,581)	-0.2%	-
2025	72,295,433	500,484	0.7%	(7,772)	0%	-
2024	71,794,949	154,051	0.2%	(553,084)	-0.8%	-
YTD	71,819,781	178,883	0.2%	(459,827)	-0.6%	-
2023	71,640,898	1,621,910	2.3%	1,601,844	2.2%	1.0
2022	70,018,988	162,967	0.2%	(124,483)	-0.2%	-
2021	69,856,021	1,625,577	2.4%	2,481,332	3.6%	0.7
2020	68,230,444	(43,373)	-0.1%	(165,301)	-0.2%	-
2019	68,273,817	(253,889)	-0.4%	5,030	0%	-
2018	68,527,706	(31,401)	0%	583,347	0.9%	-
2017	68,559,107	(55,929)	-0.1%	140,289	0.2%	-
2016	68,615,036	(110,890)	-0.2%	637,001	0.9%	-
2015	68,725,926	33,050	0%	2,133,187	3.1%	0
2014	68,692,876	(75,806)	-0.1%	1,156,125	1.7%	-
2013	68,768,682	(216,822)	-0.3%	925,481	1.3%	-
2012	68,985,504	(22,648)	0%	(163,188)	-0.2%	-

OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$12.20	265	5.0%	34.2%	63,130,918	7.0%	-0.3%
2027	\$11.62	253	5.8%	27.9%	64,623,007	7.3%	-0.3%
2026	\$10.98	239	6.6%	20.9%	65,998,492	7.5%	-0.3%
2025	\$10.30	224	6.5%	13.4%	67,675,250	7.8%	0.3%
2024	\$9.67	211	6.5%	6.5%	64,441,223	7.5%	1.3%
YTD	\$9.52	207	7.3%	4.8%	62,338,990	7.3%	1.1%
2023	\$9.09	198	9.8%	0%	51,771,218	6.2%	2.7%
2022	\$8.28	180	11.8%	-8.9%	28,235,369	3.5%	0%
2021	\$7.40	161	11.3%	-18.5%	27,617,727	3.5%	-2.2%
2020	\$6.65	145	8.0%	-26.8%	43,514,084	5.7%	0.2%
2019	\$6.16	134	7.0%	-32.2%	40,815,141	5.5%	0%
2018	\$5.75	125	6.8%	-36.7%	39,784,566	5.4%	-0.5%
2017	\$5.39	117	6.5%	-40.7%	42,567,409	5.9%	-1.1%
2016	\$5.06	110	5.5%	-44.3%	49,000,449	7.0%	0.1%
2015	\$4.80	104	5.9%	-47.2%	46,781,506	6.8%	-1.5%
2014	\$4.53	99	3.9%	-50.2%	56,860,393	8.4%	-2.6%
2013	\$4.36	95	2.7%	-52.0%	74,564,162	11.0%	-1.2%
2012	\$4.24	92	0.1%	-53.3%	82,247,530	12.2%	-0.6%

SPECIALIZED INDUSTRIAL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$14.74	264	5.0%	37.3%	7,706,232	7.0%	-0.1%
2027	\$14.03	251	5.8%	30.7%	7,750,100	7.1%	0.3%
2026	\$13.26	238	6.7%	23.5%	7,397,430	6.9%	0.6%
2025	\$12.43	223	6.6%	15.8%	6,745,451	6.3%	1.0%
2024	\$11.66	209	8.6%	8.6%	5,655,251	5.4%	0.9%
YTD	\$11.47	205	9.8%	6.9%	5,351,082	5.1%	0.7%
2023	\$10.73	192	9.1%	0%	4,524,839	4.4%	0.6%
2022	\$9.84	176	11.7%	-8.4%	3,885,795	3.8%	-0.1%
2021	\$8.80	158	11.1%	-18.0%	3,977,090	3.9%	-0.8%
2020	\$7.92	142	6.9%	-26.2%	4,767,801	4.7%	0.5%
2019	\$7.41	133	8.9%	-31.0%	4,232,779	4.2%	-0.8%
2018	\$6.80	122	7.0%	-36.6%	4,996,212	5.0%	0.9%
2017	\$6.36	114	6.0%	-40.8%	4,035,516	4.1%	0%
2016	\$6	107	3.5%	-44.1%	3,951,483	4.0%	-0.9%
2015	\$5.80	104	6.2%	-46.0%	4,767,246	5.0%	-2.8%
2014	\$5.46	98	4.3%	-49.1%	7,726,453	7.8%	-3.1%
2013	\$5.24	94	3.0%	-51.2%	10,799,310	10.9%	0.1%
2012	\$5.08	91	-0.5%	-52.6%	10,654,443	10.8%	-0.8%

LOGISTICS RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$11.09	275	5.0%	34.2%	50,486,801	7.0%	-0.3%
2027	\$10.56	262	5.7%	27.9%	51,932,561	7.3%	-0.4%
2026	\$9.99	248	6.6%	20.9%	53,943,281	7.7%	-0.5%
2025	\$9.38	233	6.5%	13.5%	56,634,725	8.2%	0.1%
2024	\$8.81	219	6.6%	6.6%	55,005,948	8.1%	1.4%
YTD	\$8.67	215	7.5%	4.9%	53,277,239	7.9%	1.2%
2023	\$8.26	205	10.6%	0%	44,178,780	6.7%	3.3%
2022	\$7.47	185	12.3%	-9.6%	21,302,041	3.4%	0%
2021	\$6.65	165	11.9%	-19.5%	20,900,154	3.4%	-2.5%
2020	\$5.95	148	8.7%	-28.0%	35,139,445	5.9%	0.2%
2019	\$5.47	136	7.0%	-33.8%	33,085,059	5.7%	0.2%
2018	\$5.12	127	6.9%	-38.1%	31,012,648	5.5%	-0.7%
2017	\$4.79	119	6.7%	-42.1%	34,149,439	6.2%	-1.3%
2016	\$4.49	111	5.9%	-45.7%	40,427,470	7.6%	0.5%
2015	\$4.24	105	6.2%	-48.7%	36,644,873	7.1%	-1.1%
2014	\$3.99	99	4.0%	-51.7%	41,674,990	8.2%	-2.7%
2013	\$3.83	95	2.8%	-53.6%	55,073,971	10.8%	-1.4%
2012	\$3.73	93	0.3%	-54.9%	61,755,613	12.2%	-0.7%

FLEX RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$18.95	223	5.0%	31.0%	4,937,885	6.8%	0%
2027	\$18.05	212	5.9%	24.7%	4,940,346	6.8%	0.4%
2026	\$17.05	201	6.7%	17.8%	4,657,781	6.4%	0.5%
2025	\$15.98	188	6.6%	10.4%	4,295,074	5.9%	0.7%
2024	\$14.99	176	3.6%	3.6%	3,780,024	5.3%	1.0%
YTD	\$14.76	174	3.6%	2.0%	3,710,669	5.2%	0.9%
2023	\$14.47	170	6.2%	0%	3,067,599	4.3%	-0.1%
2022	\$13.62	160	9.4%	-5.8%	3,047,533	4.4%	0.4%
2021	\$12.46	147	8.9%	-13.9%	2,740,483	3.9%	-1.4%
2020	\$11.44	135	5.7%	-20.9%	3,606,838	5.3%	0.2%
2019	\$10.83	127	5.6%	-25.2%	3,497,303	5.1%	-0.4%
2018	\$10.25	121	6.4%	-29.1%	3,775,706	5.5%	-0.9%
2017	\$9.64	113	5.8%	-33.4%	4,382,454	6.4%	-0.3%
2016	\$9.10	107	5.3%	-37.1%	4,621,496	6.7%	-1.1%
2015	\$8.65	102	4.5%	-40.2%	5,369,387	7.8%	-3.0%
2014	\$8.28	97	2.6%	-42.8%	7,458,950	10.9%	-1.8%
2013	\$8.07	95	2.1%	-44.3%	8,690,881	12.6%	-1.6%
2012	\$7.90	93	-0.2%	-45.4%	9,837,474	14.3%	0.2%

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	-	-	-	-	-	-	\$147.64	377	6.5%
2027	-	-	-	-	-	-	\$137.75	352	6.6%
2026	-	-	-	-	-	-	\$126.97	324	6.7%
2025	-	-	-	-	-	-	\$115.84	296	6.9%
2024	-	-	-	-	-	-	\$109.09	279	6.9%
YTD	630	\$2.3B	3.5%	\$5,334,414	\$107.54	7.5%	\$108.48	277	6.8%
2023	684	\$3B	3.9%	\$5,995,641	\$113.43	6.8%	\$103.58	265	6.8%
2022	1,079	\$5.9B	8.1%	\$6,397,343	\$98.09	6.6%	\$102.55	262	6.2%
2021	1,384	\$6.4B	11.4%	\$5,877,381	\$94.52	6.7%	\$95.13	243	6.0%
2020	1,046	\$2.6B	6.9%	\$3,601,365	\$74.48	7.5%	\$75.88	194	6.6%
2019	1,213	\$3B	9.7%	\$3,749,651	\$63.65	7.8%	\$65.36	167	7.1%
2018	1,143	\$2.8B	9.4%	\$3,404,415	\$59.32	7.6%	\$59.94	153	7.2%
2017	980	\$2.8B	8.4%	\$3,757,750	\$50.57	7.9%	\$55.21	141	7.2%
2016	883	\$2B	6.3%	\$2,614,507	\$45.82	8.1%	\$53.86	138	7.0%
2015	1,035	\$2.3B	9.9%	\$2,506,251	\$42.46	8.3%	\$50.91	130	7.0%
2014	931	\$1.8B	7.9%	\$2,368,677	\$40.83	8.4%	\$45.44	116	7.4%
2013	776	\$1.2B	5.9%	\$1,805,953	\$35.61	8.9%	\$41.64	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. The price index is not smoothed.

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	-	-	-	-	-	-	\$144.85	395	6.5%
2027	-	-	-	-	-	-	\$135.09	368	6.6%
2026	-	-	-	-	-	-	\$124.44	339	6.8%
2025	-	-	-	-	-	-	\$113.43	309	6.9%
2024	-	-	-	-	-	-	\$106.69	291	6.9%
YTD	57	\$238M	3.4%	\$5,665,743	\$70.84	6.9%	\$106.05	289	6.9%
2023	85	\$454M	3.7%	\$7,206,780	\$134.77	7.3%	\$101.11	276	6.8%
2022	115	\$512.3M	6.0%	\$5,174,571	\$97.83	9.6%	\$99.24	271	6.3%
2021	124	\$616.2M	7.7%	\$5,982,305	\$87.35	6.4%	\$91.86	251	6.0%
2020	104	\$216.9M	3.6%	\$3,097,935	\$71.75	7.7%	\$72.93	199	6.7%
2019	101	\$186.1M	3.7%	\$2,417,480	\$61.03	7.3%	\$63.01	172	7.2%
2018	102	\$201.4M	5.0%	\$2,722,274	\$49.91	7.2%	\$57.67	157	7.2%
2017	77	\$187.5M	4.9%	\$3,073,197	\$41.90	9.1%	\$52.57	143	7.3%
2016	87	\$171.4M	5.2%	\$2,169,883	\$33.95	8.0%	\$51.17	140	7.0%
2015	77	\$151.4M	3.7%	\$2,365,657	\$47.51	10.5%	\$48.67	133	7.0%
2014	69	\$111.1M	4.9%	\$1,791,205	\$23.47	9.0%	\$43.18	118	7.5%
2013	67	\$157.9M	4.6%	\$2,818,917	\$35.42	8.9%	\$39.33	107	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. The price index is not smoothed.

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	-	-	-	-	-	-	\$142.41	378	6.4%
2027	-	-	-	-	-	-	\$132.88	353	6.5%
2026	-	-	-	-	-	-	\$122.49	325	6.7%
2025	-	-	-	-	-	-	\$111.77	297	6.8%
2024	-	-	-	-	-	-	\$105.30	279	6.8%
YTD	416	\$1.8B	3.5%	\$6,296,995	\$111.19	6.6%	\$104.70	278	6.8%
2023	444	\$2.3B	4.0%	\$7,236,914	\$109.65	6.8%	\$99.85	265	6.8%
2022	725	\$4.7B	8.5%	\$7,679,877	\$94.66	6.2%	\$98.90	262	6.2%
2021	917	\$5.1B	11.8%	\$7,021,891	\$93.32	6.7%	\$91.72	243	5.9%
2020	719	\$2B	7.6%	\$4,080,696	\$70.33	7.5%	\$73.15	194	6.6%
2019	861	\$2.5B	10.8%	\$4,429,035	\$63.06	7.8%	\$62.87	167	7.1%
2018	781	\$2.1B	10.2%	\$3,852,827	\$56.94	7.8%	\$57.69	153	7.2%
2017	704	\$2.4B	9.3%	\$4,396,982	\$50.24	7.6%	\$53.20	141	7.2%
2016	557	\$1.5B	6.3%	\$3,060,960	\$45.59	7.9%	\$51.95	138	6.9%
2015	720	\$1.8B	11.2%	\$2,927,667	\$41.55	7.6%	\$49.08	130	6.9%
2014	636	\$1.5B	8.7%	\$2,822,921	\$40.76	7.9%	\$43.84	116	7.3%
2013	513	\$888.9M	6.3%	\$2,043,376	\$35.02	8.6%	\$40.16	107	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. The price index is not smoothed.

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	-	-	-	-	-	-	\$201.43	356	7.0%
2027	-	-	-	-	-	-	\$187.97	332	7.1%
2026	-	-	-	-	-	-	\$173.28	306	7.2%
2025	-	-	-	-	-	-	\$158.07	279	7.3%
2024	-	-	-	-	-	-	\$148.69	263	7.3%
YTD	157	\$264.6M	3.3%	\$2,544,257	\$141.84	9.5%	\$147.90	261	7.3%
2023	155	\$183.5M	2.7%	\$1,668,447	\$119.01	6.6%	\$142.70	252	7.2%
2022	239	\$622M	6.9%	\$3,079,178	\$135.90	7.1%	\$142.10	251	6.6%
2021	343	\$680.7M	13.5%	\$2,638,386	\$113.95	7.3%	\$132.29	234	6.3%
2020	223	\$382.1M	5.9%	\$2,344,279	\$112.44	7.9%	\$106.23	188	7.0%
2019	251	\$308.8M	8.8%	\$1,942,174	\$70.96	8.0%	\$92.50	163	7.4%
2018	260	\$469.5M	9.5%	\$2,407,724	\$81.03	7.1%	\$84.65	149	7.5%
2017	199	\$229M	5.9%	\$1,612,581	\$66.54	8.2%	\$78.25	138	7.5%
2016	239	\$274.3M	7.2%	\$1,558,435	\$60.74	8.5%	\$76	134	7.2%
2015	238	\$283.6M	9.3%	\$1,325,406	\$46.36	9.6%	\$71.58	126	7.3%
2014	226	\$240.2M	6.4%	\$1,291,241	\$63.01	9.8%	\$63.95	113	7.7%
2013	196	\$125.3M	5.0%	\$793,263	\$40.76	10.5%	\$59.09	104	7.9%

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