



Industrial Market Report Atlanta - GA (USA)

PREPARED BY



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INDUSTRIAL MARKET REPORT

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12 Mo Deliveries in SF

27.6M

12 Mo Net Absorption in SF

5.4M

Vacancy Rate

6.7%

Market Asking Rent Growth

7.4%

Over the past year, the Atlanta industrial market has seen a noteworthy downshift from the flurry of activity in 2021 and 2022. While some have called this a “return to normal,” the area’s vacancy rate has now risen to nearly 7%, above its 10-year average of 5.8%, from a record low in 2022. At the end of 2023, the vacancy rate lifted above the national average for the first time in about three years. Quarterly demand has been muted, with new deliveries outpacing net absorption for the past seven quarters. The combination of subdued demand and a record wave of recently delivered big box spaces will likely cause the vacancy to continue to rise for the next year.

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. 2023 was a record year for new deliveries in the area, and nearly 20 projects delivered last year were 500,000 SF or larger. In 2022, 18 leases were signed for 500,000 SF or more; the average new lease deal was 22,350 SF. In the past 12 months, there have been just four leases of this size, and

the average deal was 17,870 SF, a 20% decrease.

Vacancy has risen dramatically in areas where recent big box deliveries have concentrated. The vacancy rate for this property size in the Kennesaw/Acworth Submarket is 28%; six big box facilities were delivered there in 2023 alone.

Annual industrial rent growth in Atlanta has diminished from record highs of over 10% in 2022 to 7.4%, which is on par with the 10-year average of 7.6%. While this is still relatively strong, recent quarter-to-quarter growth has shifted down significantly, from almost 3% in early 2023 to 1.9% 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.

However, the same challenging financing environment that has slowed sales volume over the past several months could help strengthen market fundamentals after 2024. 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.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	666,862,254	7.4%	\$0.70	10.3%	(818,252)	1,940,770	14,189,232
Specialized Industrial	101,653,487	4.0%	\$0.93	4.0%	(109,947)	0	1,472,840
Flex	71,069,337	4.8%	\$1.22	7.4%	(67,244)	0	334,324
Market	839,585,078	6.7%	\$0.77	9.3%	(995,443)	1,940,770	15,996,396

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	2.5%	8.9%	7.0%	14.1%	2011 Q2	3.2%	2022 Q2
Net Absorption SF	5.4M	12,510,177	10,648,010	37,179,460	2021 Q4	(10,235,585)	2009 Q2
Deliveries SF	27.6M	13,908,040	14,174,999	29,638,853	2023 Q4	688,045	2010 Q2
Market Asking Rent Growth	7.4%	3.0%	5.6%	12.6%	2022 Q2	-5.0%	1991 Q1
Sales Volume	\$3.4B	\$1.5B	N/A	\$7.2B	2022 Q2	\$0	1994 Q4

The Atlanta industrial market has experienced negative absorption in two of the last four quarters. Net absorption dropped by over 65% from 2022 to 2023; last year's net absorption was at a level the market hasn't seen since 2012. The average new lease size has gone from about 30,000 SF in 2021 and 2022 to 18,000 over the past 12 months, a 40% decrease. These factors and an onslaught of new deliveries elevated the vacancy rate higher after reaching a record low of 3.2% in 22Q2. The current industrial vacancy rate of 6.7% is above the market's 10-year average of 5.8%. Sublease availabilities increased to 10.2 million SF marketwide from roughly 3.4 million SF in 2021.

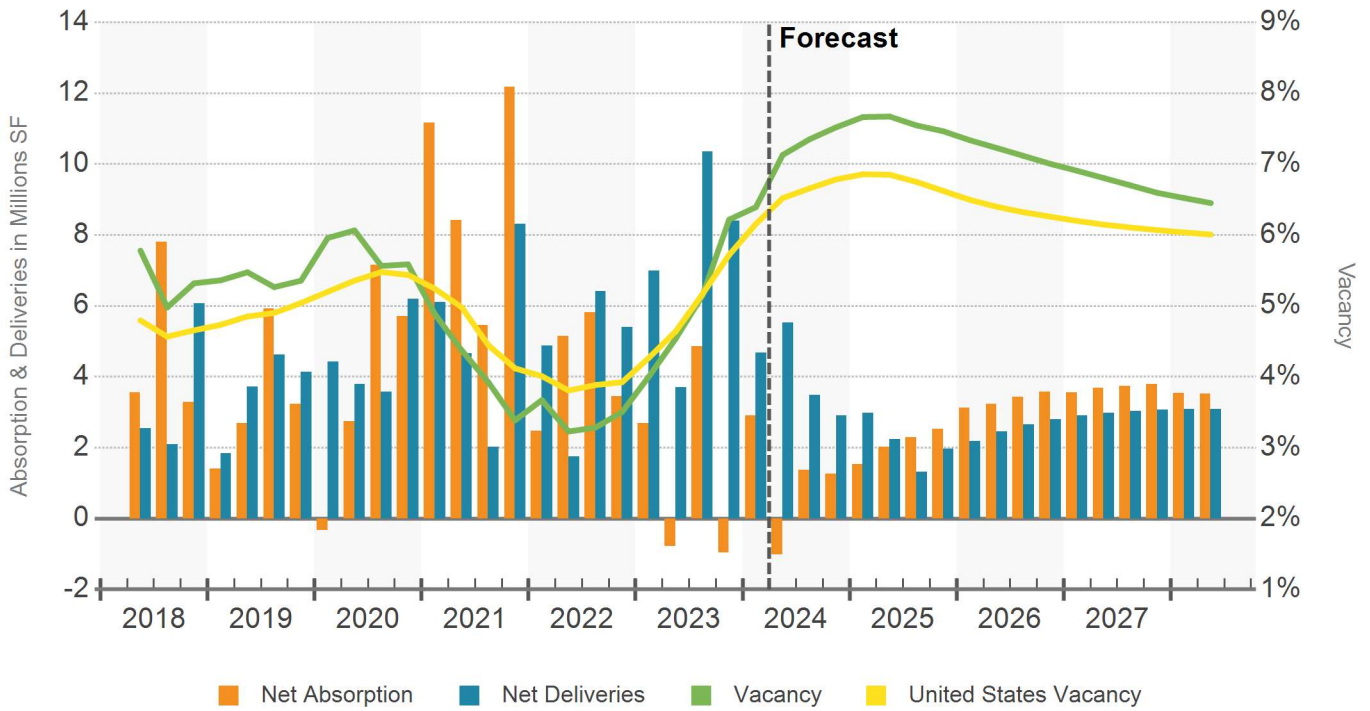
Elevated interest rates have significantly slowed home-buying, and inflationary pressures have consumers cutting back from an unprecedented pandemic home goods spending spree. These trends are impacting the Atlanta industrial market. Elite Comfort Solutions, a polyurethane foam technology company that 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 recently closed their Spalding County facility, laying off 180 workers.

However, rug and home textile manufacturers have signed several large leases recently, possibly signaling improving demand. Devgiri signed a lease in February for 706,000 SF of distribution sublease space at the 2023-built Clayton 75 Logistics Center south of Atlanta, and carpet company The Dixie Group signed for 209,000 SF of space in the Kennesaw/Acworth Submarket in December 2023.

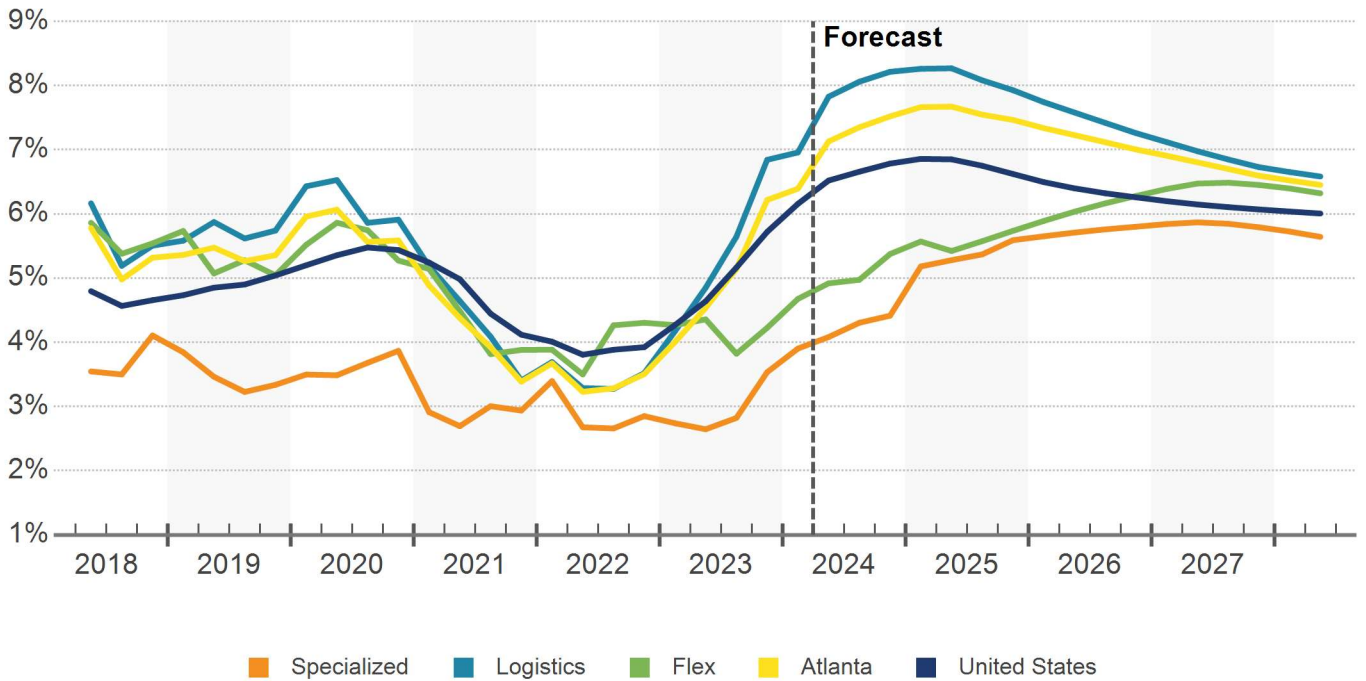
The large industrial tenant base is growing in spaces less affected by inflation, such as energy investment and medical supplies. In January 2024, Korean solar panel manufacturer Hanwha Q Cells signed a deal for 835,000 SF of distribution space at the newly constructed Busch Commerce Center in the Kennesaw/Acworth Submarket. In the nearby Busch Logistics Park, electric and conduit fittings company Atkore International moved into 530,000 SF of distribution space in December 2023. At a time when many third-party logistics firms are pulling back, Broadrange Logistics moved into 692,000 SF at the International Commerce Center in the Kennesaw/Acworth Submarket last year. They cited the area's diverse industrial economy, including electric vehicle suppliers and floor coverings. In November 2023, medical supply distributor McKesson Medical-Surgical signed a 350,000 SF deal in the Duluth/Suwanee/Buford Submarket. The deal was a pre-lease for space at the Prologis Distribution Center 810, to be completed in 2025. Regardless of demand, there is too much new space to compete with among big box properties.

Connections to the ports of Savannah, Charleston, and Jacksonville, combined with a geographic location along the growing Interstate 85 corridor, position Atlanta as a distribution hub for major Southern and lower Midwestern population centers. Population growth in the broader Southeast region has bolstered aggregate spending in the market. The Atlanta region recently surpassed Philadelphia and Washington DC to become the sixth largest metro area in the U.S. Still, industrial deliveries and weak absorption are likely to lift vacancies through the start of 2025; an additional 16.0 million SF is underway and slated to deliver over the next two years, with over 60% of that space available.

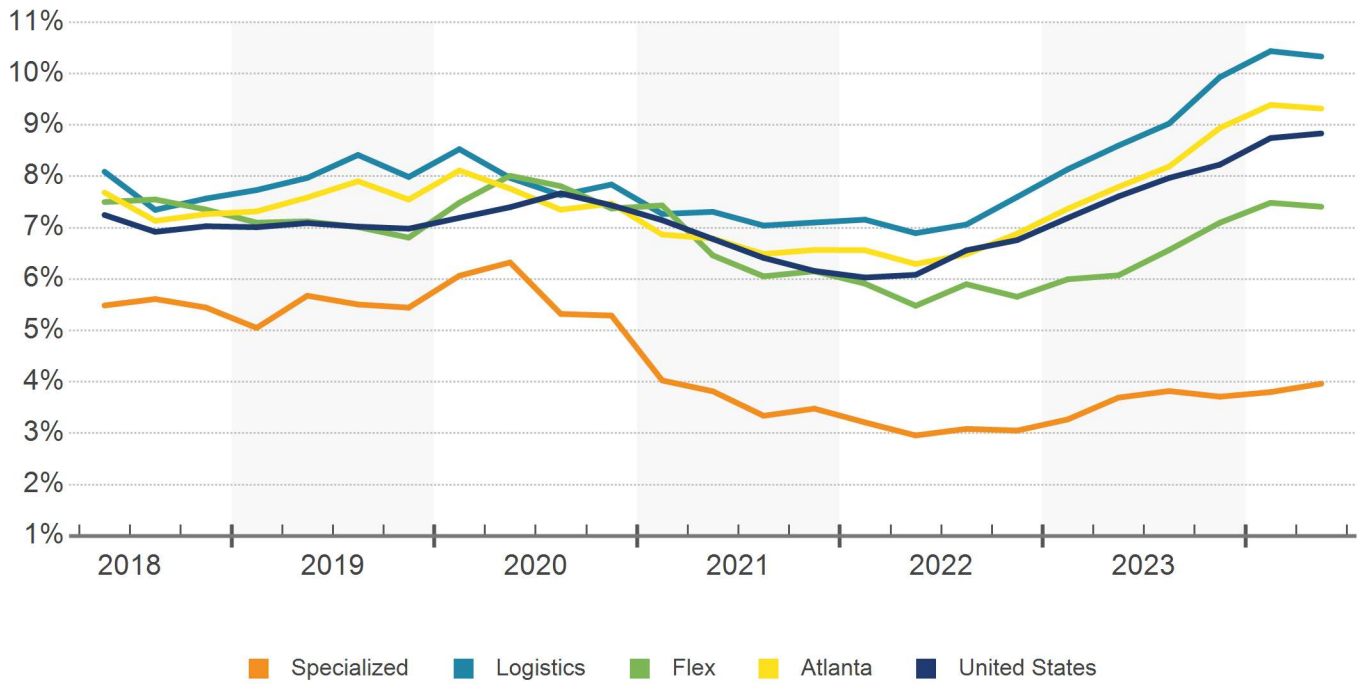
NET ABSORPTION, NET DELIVERIES & VACANCY



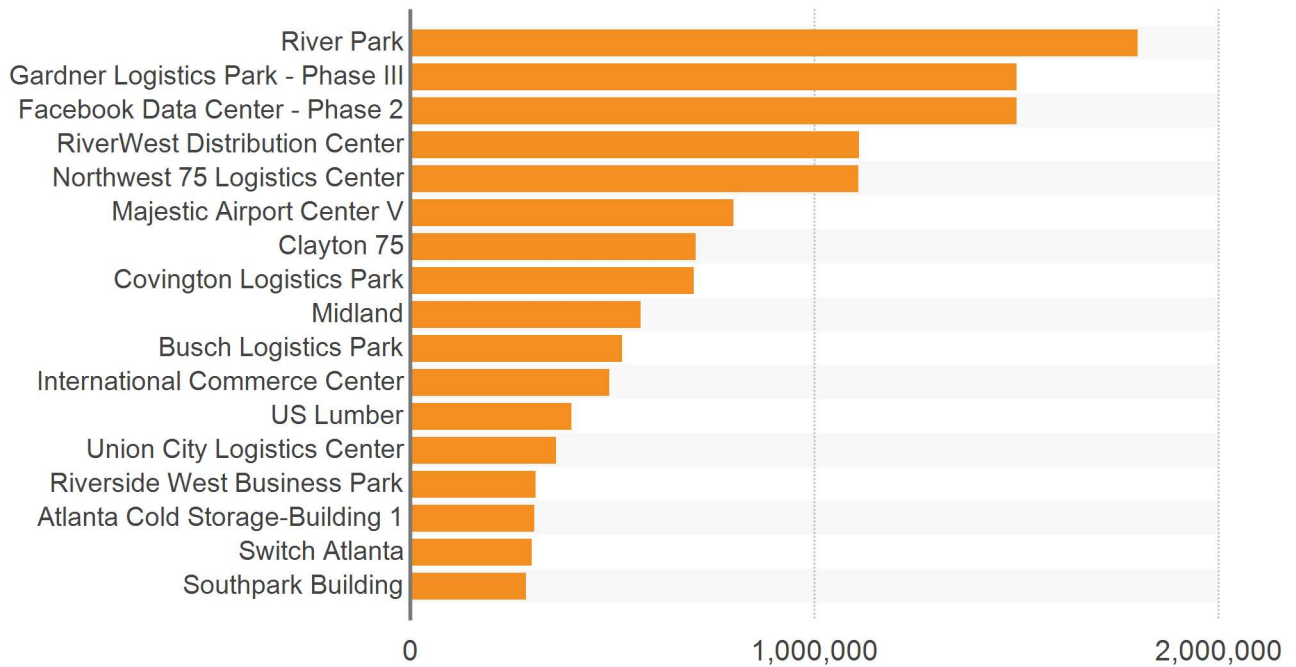
VACANCY RATE



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
Gardner Logistics Park - Phase III	S Clayton/Henry Cnt...	1,500,000	0	0	0	0	0	1,500,000
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
Northwest 75 Logistics Center	Kennesaw/Acworth Ind	1,108,990	0	1,108,990	0	0	0	1,108,990
Majestic Airport Center V	Airport/North Clayton...	800,000	0	0	800,000	0	0	800,000
Clayton 75	S Clayton/Henry Cnt...	705,833	0	705,833	0	0	0	705,833
Covington Logistics Park	Rockdale/Newton Cn...	701,984	0	701,984	0	0	0	701,984
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
International Commerce Center	Kennesaw/Acworth Ind	691,667	200,000	(200,000)	0	0	0	491,667
US Lumber	S Barrow Ind	399,600	0	0	0	0	0	399,600
Union City Logistics Center	Airport/North Clayton...	360,180	0	187,920	172,260	0	0	360,180
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
Southpark Building	Airport/North Clayton...	285,600	0	0	0	0	0	285,600
Subtotal Primary Competitors		12,975,343	200,000	4,304,727	972,260	0	0	12,775,343
Remaining Atlanta Market		826,650,239	56,287,702	(1,399,595)	(1,967,703)	0	0	(7,436,216)
Total Atlanta Market		839,625,582	56,487,702	2,905,132	(995,443)	0	0	5,339,127

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	-
1380 Cassville White Rd NE	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	Newmark	Newmark
18019 NE Logistics Pky	Rockdale/Newton Cnty	701,984	Q4 23	Central Garden & Pet	-	Lavista Associates, Inc.
7634 Hwy 140	Kennesaw/Acworth	691,667	Q2 23	Broadrange Logistics	Strategic Real Estat...	Strategic Real Estate P...
7545 Hartman Industrial Way *	I-20 W/Douglasville	569,674	Q4 23	Czarnowski	Cresa	-
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;...
4286 E Southmeadow Pky *	Airport/North Clayton	400,125	Q1 24	Trane	-	-
407 Bird Hammond Rd	S Barrow	399,600	Q3 23	US Lumber	Lavista Associates, I...	-
7225 Goodson Rd *	Airport/North Clayton	370,000	Q1 24	Interface	-	-
1970 Maple Ave	Fulton District	364,200	Q2 24	-	-	Reliant Real Estate Par...
810 Thompson Mill	Duluth/Suwanee/Buford	349,440	Q4 23	McKesson Medical-Surgical	-	JLL;Prologis, Inc.
7310 Oakley Industrial Blvd	Airport/North Clayton	316,680	Q2 24	-	-	EQT Exeter
3495 Highway 92 *	Kennesaw/Acworth	312,500	Q1 24	Atlanta Bonded Warehous...	-	-
601 Logistics Pky	Butts County	306,035	Q2 23	Yongsan	Avison Young	Cushman & Wakefield
800 Weldon Rd	Fayette/Coweta County	300,000	Q2 24	-	-	NAI Brannen Goddard
200 Interstate South Dr *	S Clayton/Henry Cnty	296,218	Q3 23	Pepperidge Farm	Cushman & Wakefield	CBRE
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	-	-
3000 Shawnee Ridge Ct *	Duluth/Suwanee/Buford	260,000	Q1 24	KGP Logistics	-	-
105 King Mill Rd *	S Clayton/Henry Cnty	256,026	Q1 24	Lennox	-	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	-	Lavista Associates, Inc.
1399 Fulton Industrial Blvd NW	Fulton District	237,515	Q2 24	-	-	Colliers
Hurricane Shoals Rd	GA-316/Lawrenceville	237,431	Q3 23	FieldCore Service Solutions	-	NAI Brannen Goddard
120 Colvin Dr	S Clayton/Henry Cnty	234,200	Q3 23	NVH Korea	-	-
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	FRM	-	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
6550 Jimmy Carter Blvd	Doraville	199,972	Q3 23	-	-	Nash Commercial
850 Douglas Hills Rd	I-20 W/Douglasville	198,764	Q1 24	GigaCloud	Lee & Associates	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...

*Renewal



At 7.4%, Atlanta's industrial annual rent growth has cooled to about the 10-year average of 7.6%. While growth has subdued from saw record highs, peaking at nearly 13% in early 2022, Atlanta's annual rent increase still outpaces the U.S. However, Atlanta's average industrial asking rent is still relatively affordable and well below the national average of \$12.00/SF at around \$9.20/SF.

Industrial rent seems to be slowing more considerably when looking at recent quarter-to-quarter growth in Atlanta, which is significantly lower than early last year. Quarterly rent increases fell to around 1.9% from 2.7% in 23Q1. This slowdown comes as deliveries have outpaced absorption for the past year and a half.

With demand for big box spaces cooling, some distribution spaces are becoming available for sublet. XPO Logistics made their full 373,900 SF building lease available at Southfield Logistics Center. The 1980-built facility in the Airport/North Clayton area is advertised for \$5.15/SF NNN, making it the most affordable large property by SF for lease in the submarket.

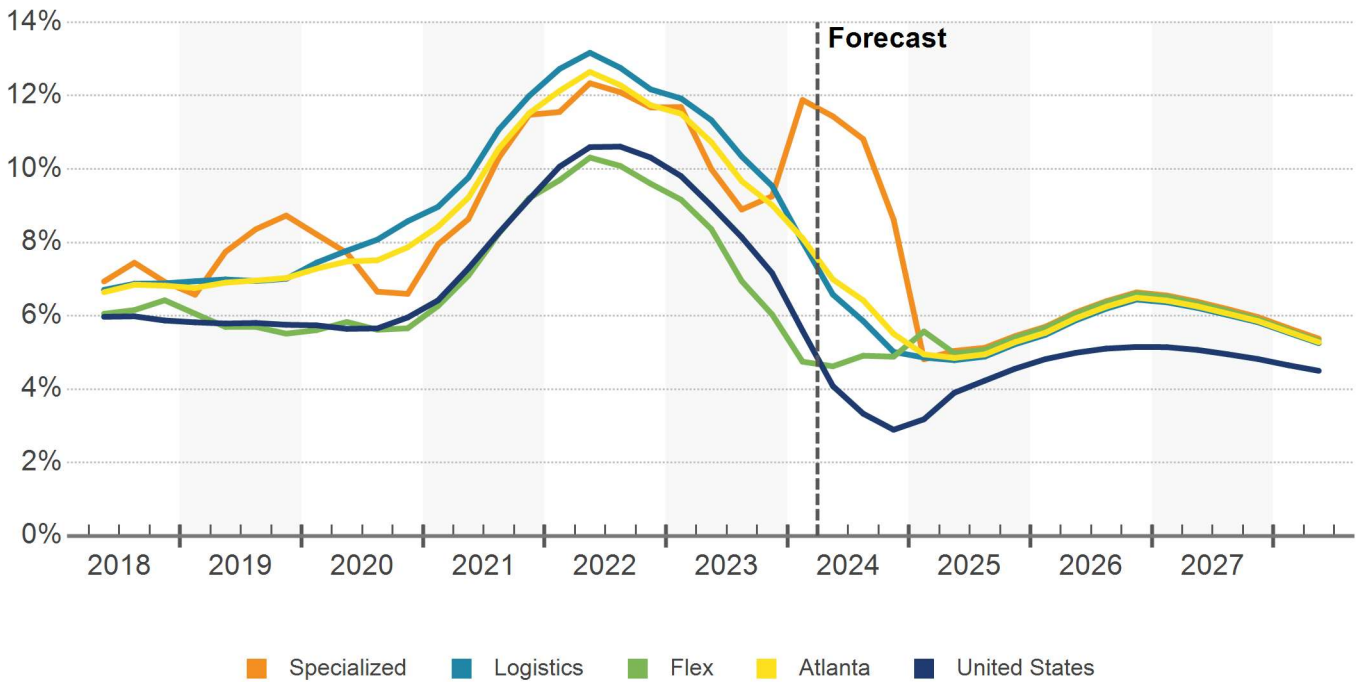
Sublet spaces can provide discounts even in the most in-demand areas. Packaging and logistics provider Nefab signed for nearly 72,000 SF of sublease space in the Airport/North Clayton Submarket. With a two-year, eight-month term, they secured \$6.50/SF NNN rent, starting at \$6/SF with a recorded discount of \$7.69%.

In submarkets like Kennesaw/Acworth, where new warehouse space is plentiful, and vacancy for these buildings is around 30%, big box facilities rent for less than other areas. Atkore International, a manufacturer of electrical conduit and fittings, signed a lease to occupy the entirety of 2022-built Building A at Busch Logistics Park in September 2023. The 524,000-SF lease started at \$5.15/SF NNN with a 10-year term. 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.

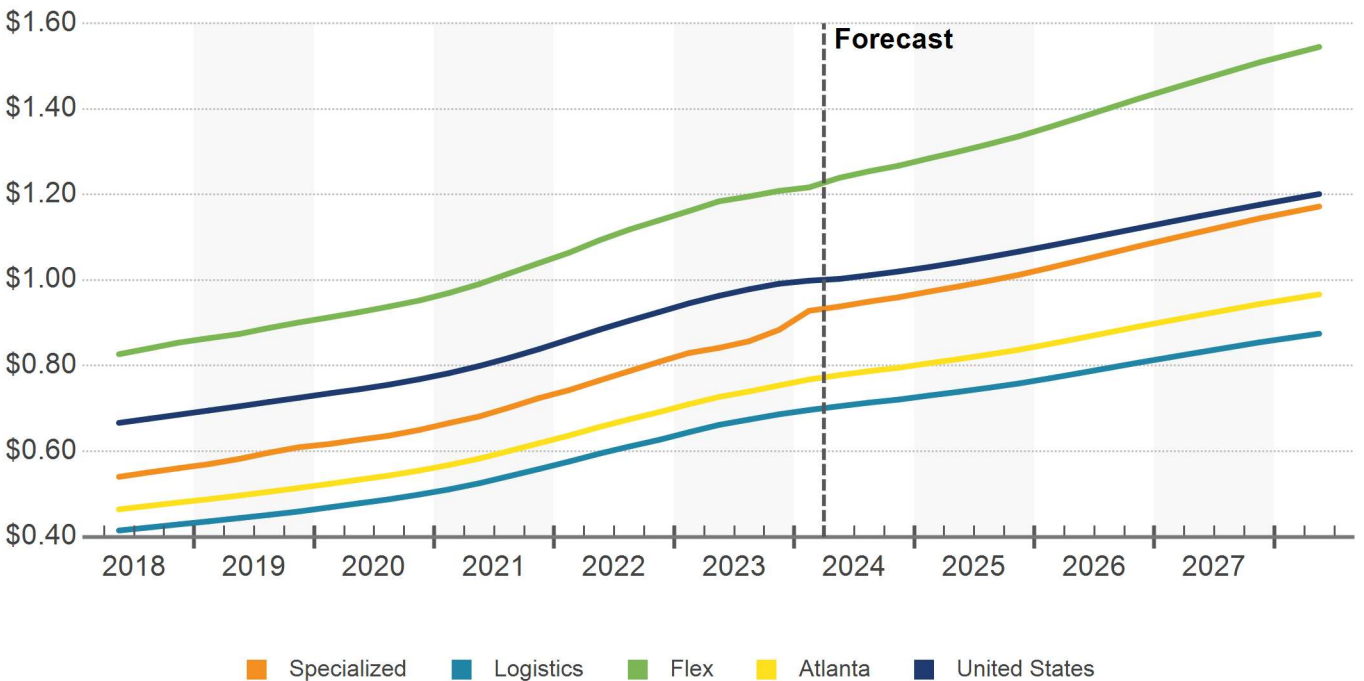
Smaller leases with quicker access to the urban core can rent for upwards of \$9/SF. In January 2024, home services firm Aquagaurd Foundation signed a lease for a 36,000 SF building in the Airport/North Clayton Submarket for \$12/SF NNN. Beauty supply CNC Nail signed for about 36,000 SF in a multi-tenant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

Increasing vacancy through early 2025 will likely cause Atlanta's industrial rent growth to continue to contract. The forecast shows 5.5% annual rent growth by the end of this year, the lowest rate since 2016. 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



The Atlanta industrial market has pushed past the peak of a record supply wave. The total square footage delivered this year will likely be about 40% lower than last year; in 2023 developers delivered a record amount of space for the area. While this supply wave is a national trend, Atlanta's surge in construction seems to be tapering off faster than other areas. Metro areas like Charlotte and Phoenix expect record years for industrial space delivery in 2024, and other Sun Belt metros like Dallas, Houston, Austin, and Orlando all have a larger share of their inventory under construction.

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 other areas. Last year, groundbreaking in Atlanta totaled about 11.6 million SF, a 10-year low. Starting in the third quarter of 2024, deliveries are expected to be on par with the 2014 to 2019 average.

Still, with roughly 16.0 million SF under construction, Atlanta ranks in the top 10 for industrial supply underway nationally. About 65% of under-construction space is available.

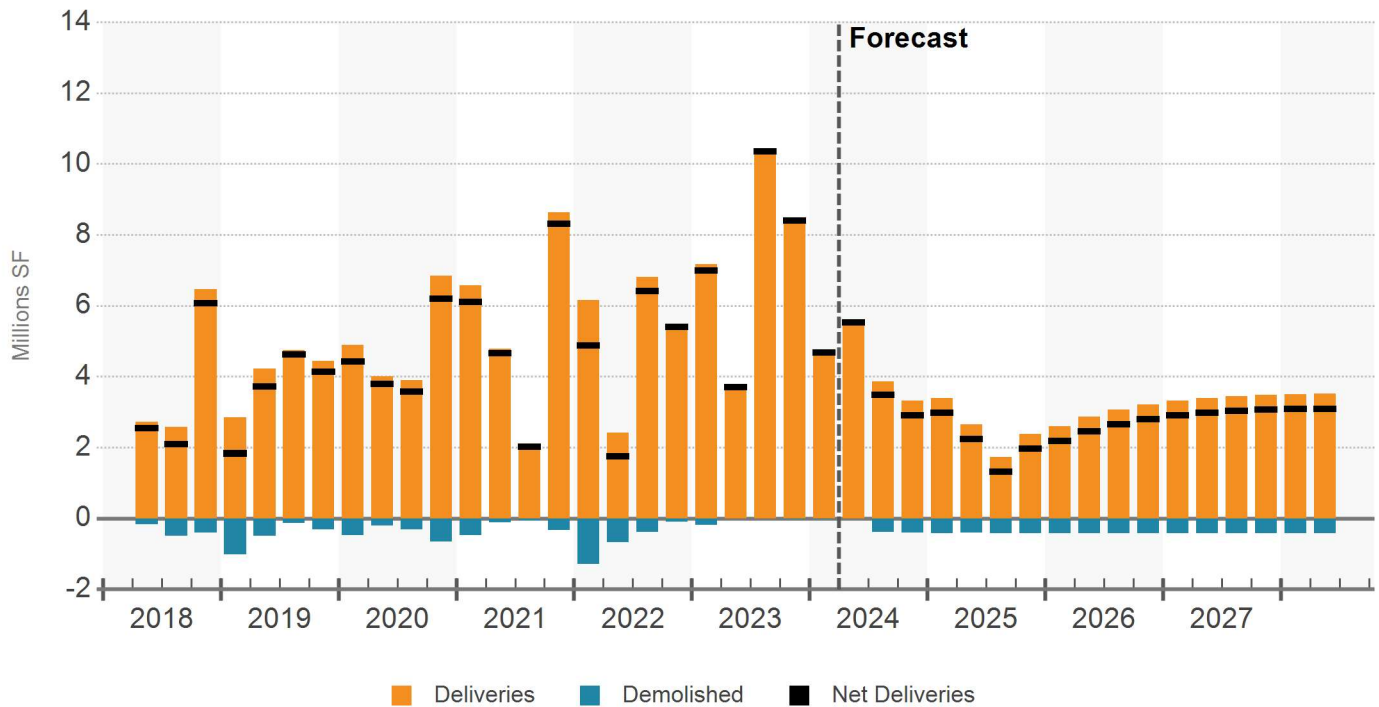
With growing space requirements from distributors, Atlanta developers have focused on building the largest spaces. Nine properties of 500,000 SF or larger are currently underway, representing over half of all under-

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. However, the 2.6 million SF built since 2020 has a vacancy rate of 44% compared to 26% for new buildings marketwide. More recently, big box construction has slowed and shifted its concentration south. Of the nine under-construction properties that are 500,000 SF or larger, eight of them are south of I-20. The 1.2 million SF Building A at PNK Park Southern Gateway in the South Clayton/Henry County Submarket started construction earlier this year with no signed tenants. Building D at The Cubes Bridgeport is bringing 1.2 million SF of speculative supply to the Fayette/Coweta County Submarket in the coming months.

With Atlanta industrial construction falling about 60% 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	10	4,890	2,444	50.0%	5	82,863	488,959	3
2	I-20 W/Douglasville	11	1,987	415	20.9%	6	56,503	180,602	9
3	Duluth/Suwanee/Buford	4	1,586	24	1.5%	7	67,914	396,623	5
4	Fayette/Coweta County	7	1,580	15	0.9%	8	48,987	225,759	6
5	Rockdale/Newton Cnty	2	1,138	925	81.3%	3	43,825	568,873	1
6	Butts County	2	1,075	0	0%	9	164,757	537,571	2
7	Airport/North Clayton	5	1,071	0	0%	9	81,674	214,153	7
8	Kennesaw/Acworth	5	990	506	51.1%	4	65,138	198,037	8
9	Doraville	1	454	454	100%	1	55,193	453,600	4
10	N Fulton/Forsyth Cnty	8	405	334	82.5%	2	28,475	50,617	10
	All Other	9	785	574	73.1%		36,678	87,223	
Totals		64	15,960	5,690	35.7%		49,469	249,381	

Under Construction Properties

Atlanta Industrial

Properties

Square Feet

Percent of Inventory

Released

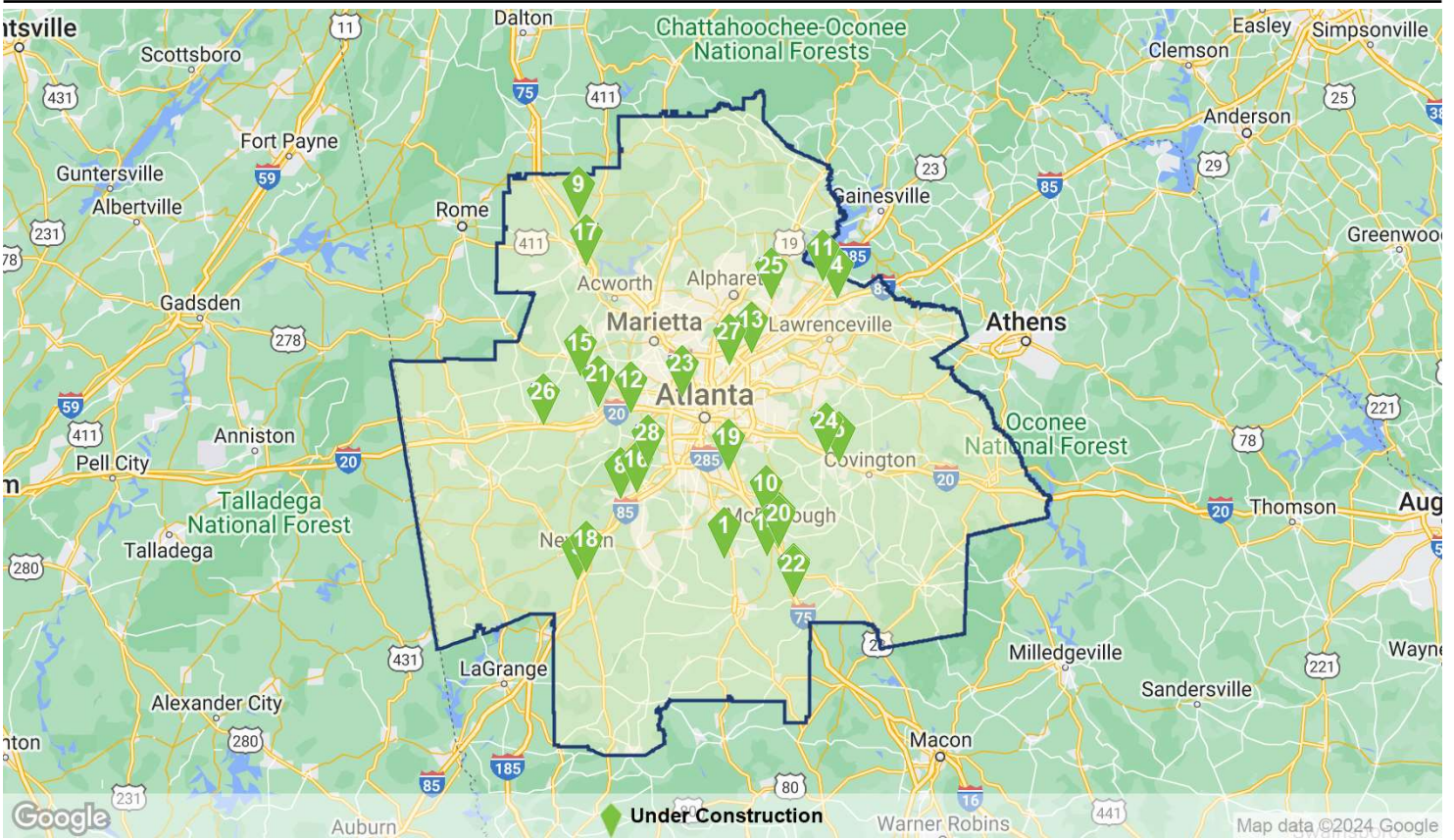
65

15,996,396

2.1%

35.6%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 1075 Lower Woolsey Rd	★★★★★	1,392,166	1	Mar 2023	Jun 2024	Panattoni
2 Building A 1325 Highway 42	★★★★★	1,219,826	1	Feb 2024	Oct 2024	PNK Holdings LLC PNK Holdings LLC
3 Building D Bridgeport Blvd	★★★★★	1,201,200	1	Sep 2023	Jun 2024	Clayco Inc Clayco, Inc.
4 Gravel Springs Logistics... 2630 Gravel Springs Rd	★★★★☆	1,001,424	1	Jun 2023	Jun 2024	IDI Logistics IDI Logistics
5 Lidl Regional Distributio... 3301 Iris Dr	★★★★★	925,000	1	Jul 2021	Aug 2024	-
6 River Park Bldg 10 750 Logistics Pky	★★★★☆	825,000	1	Mar 2024	Nov 2024	ICM Asset Management ICM Asset Management
7 Proposed NewCold Facility 0 Hwy 42 S	★★★★☆	790,000	1	Aug 2023	Aug 2024	NewCold NewCold



Under Construction Properties

Atlanta Industrial

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8 Roosevelt Logistics Center 7995 Bowen Rd	★★★★★	563,193	1	Jul 2022	Jun 2024	IDI Logistics IDI Logistics
9 Qcells - Cartersville Site 0 Highland 75	★★★★★	500,000	1	Mar 2023	Dec 2024	- Qcells North America
10 Stockbridge Logistics C... 175 Candler Rd	★★★★☆	498,160	1	Sep 2022	Jun 2024	- -
11 Downtown Buford Logist... 2105 Buford Hwy	★★★★★	494,804	1	Mar 2022	Jun 2024	IDI Logistics IDI Logistics
12 Building 100 1060 Douglas Hills Rd	★★★★☆	489,416	1	Sep 2023	Aug 2024	- Link Logistics Real Estate
13 6455 Best Friend Rd	★★★★☆	453,600	1	Apr 2023	Jun 2024	- TPA Group LLC
14 McDonough 75 Logistics... 2475 Hwy 155	★★★★★	427,200	1	Jun 2023	Aug 2024	- -
15 Building A Laird Rd And Bill Carruth...	★★★★☆	367,360	1	Jun 2023	Jul 2024	Goldenrod Capital Partners, LP Goldenrod Capital Partners, LP
16 Oakmont 85 South 621 Bohannon Rd	★★★★☆	316,072	1	Dec 2023	Jun 2024	Oakmont Industrial Group LLC -
17 LogistiCenter at Monroe... 87 Monroe Xing SE	★★★★☆	308,880	1	Apr 2024	Nov 2024	Dermody Properties, Inc. -
18 Coweta Commerce Center 765-775 E GA 16 Highway	★★★★★	271,111	1	Sep 2023	Jun 2024	- -
19 Clayton Technology Cen... 5490 Highway 42	★★★★☆	265,775	1	Jan 2024	Jul 2024	- Transwestern Real Estate Services
20 105 Distribution Dr	★★★★☆	262,000	1	Feb 2023	Jul 2024	- Dolph Investments Inc
21 Access West Logistics C... 1 Industrial Access Rd	★★★★☆	257,920	1	Feb 2023	Feb 2025	- Rockefeller Group
22 RiverPark 2 350 Logistics Pky	★★★★☆	250,141	1	Nov 2023	Jul 2024	- -
23 Amazon Distribution Fac... 1442 Marietta Rd W	★★★★☆	220,863	1	Oct 2023	Dec 2024	TPA Group LLC Stockbridge Capital Group, LLC
24 Rockdale 20 East Busine... Old Covington Hwy	★★★★★	212,745	1	Mar 2024	Nov 2024	Alliance Industrial Company Alliance Industrial Company
25 11350 Johns Creek Pky	★★★★☆	206,686	1	Feb 2024	Dec 2024	- Bain Capital, LP
26 Building 1 105 Boggs Rd	★★★★☆	200,880	1	Feb 2024	Nov 2024	Dermody Properties, Inc. Dermody Properties, Inc.
27 3296 Burk Dr	★★★★☆	174,800	4	May 2023	Jul 2024	Warden Capital LLC Warden Capital LLC
28 Stonewall Logistics Center 5050 Stonewall Tell Rd	★★★★☆	172,000	1	May 2022	Jun 2024	- Crow Holdings



Quarterly industrial transaction volume in Atlanta has slowed to a pace on par with the 2014 to 2019 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 7.4%, year-over-year rent change is right around the 10-year average but is forecast to fall to 5.5% by the end of 2024 for the first time in seven years. The combination of sluggish absorption and a record-setting wave of big box deliveries has elevated the area's vacancy rate, meaning some buyers have been unable to underwrite aggressive NOI growth.

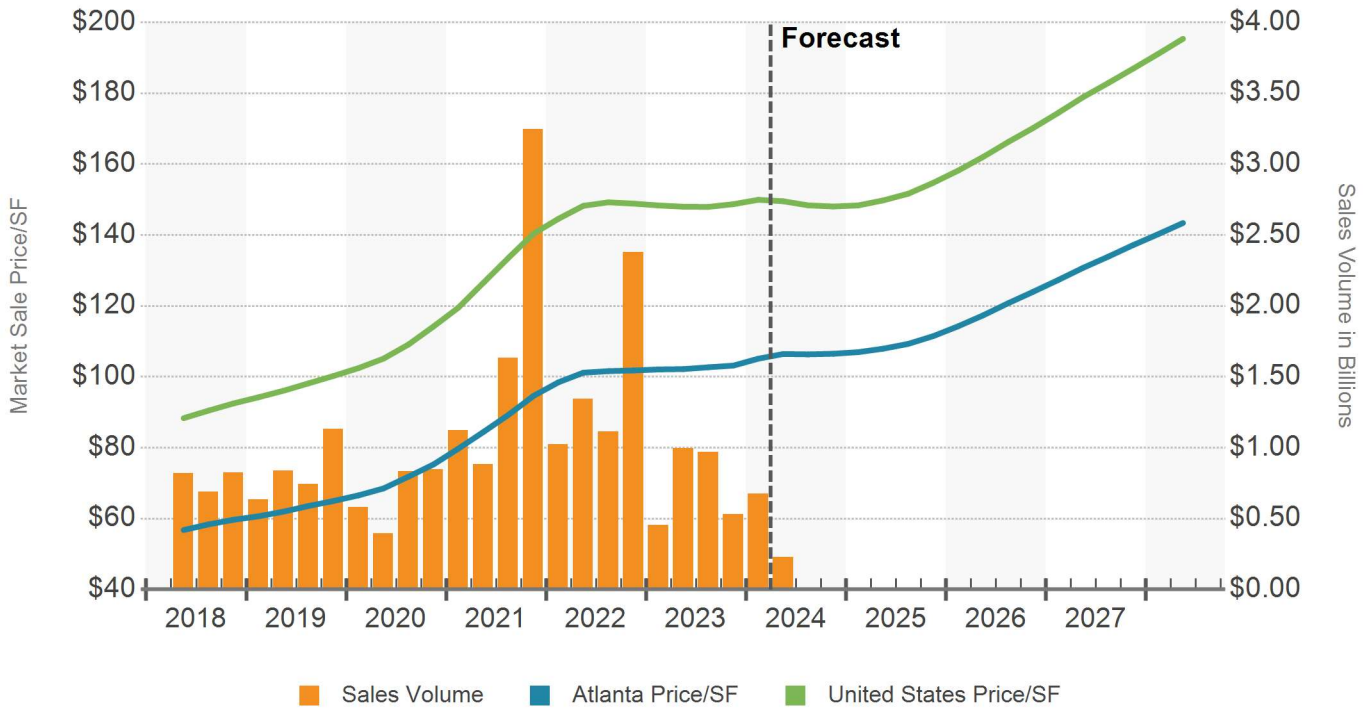
Tighter credit markets have shrunk the active buyer pool. However, REITs, equity funds, and some institutional investment managers remain active here. San Francisco-based public REIT Prologis topped the list of buyers by volume over the past year, and they are now the top owner by square feet in the 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.

Over the past six months, owner-user deals have

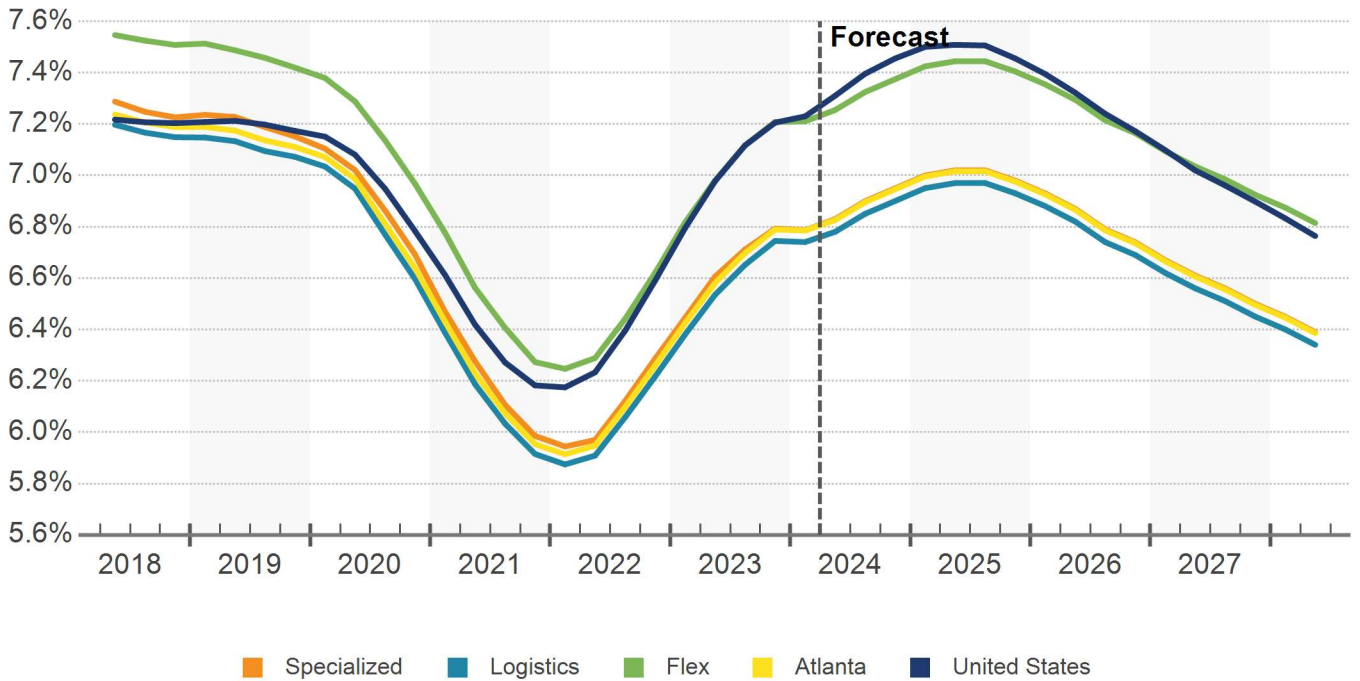
become more common among the higher-dollar transactions, especially in the active Airport/North Clayton Submarket. In March 2024, the tenant, Costco Wholesale Corporation, purchased a 907,000-SF distribution center at 5390 Hunter Road from Morgan Stanley for \$88 million or \$97/SF. After Kellogs moved 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.

Despite decreased sales, Atlanta is still a top-five U.S. market for industrial sales volume. The area has over 250 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 been appealing to investors, and an estimated 16.3 million square feet 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

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

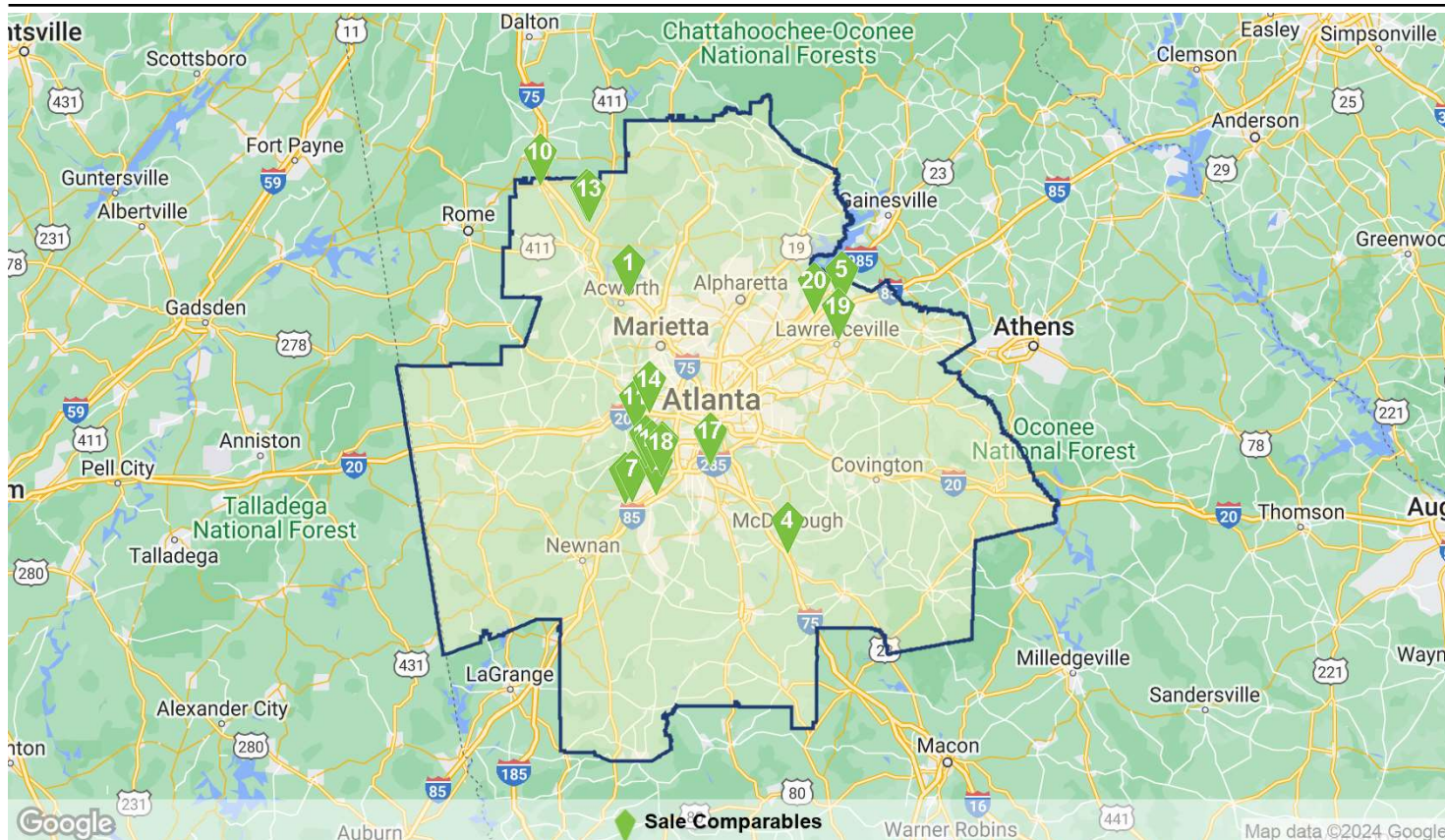
692

7.6%

\$111

16.2%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$125,000	\$6,726,010	\$2,000,000	\$105,150,000
Price/SF	\$5.26	\$111	\$116	\$1,356
Cap Rate	5.7%	7.6%	6.9%	15.0%
Time Since Sale in Months	0.2	6.4	6.7	12.0
Property Attributes	Low	Average	Median	High
Building SF	1,236	54,016	16,000	1,044,288
Ceiling Height	7'	20'7"	19'	48'9"
Docks	0	9	2	175
Vacancy Rate At Sale	0%	16.2%	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
1 102 Northpoint Pky	★★★★★	2008	122,305	0%	6/29/2023	\$105,150,000	\$860	-
2 5390 Hunter Rd	★★★★★	2001	907,000	0%	3/27/2024	\$87,949,357	\$97	-
3 Palmetto Distribution Ce... 7965 Bowen Rd	★★★★★	2022	686,038	0%	5/30/2023	\$82,500,000	\$120	5.7%
4 130 Distribution Dr	★★★★★	2016	846,496	0%	4/11/2024	\$77,500,000	\$92	-
5 Building 2-Ozark 2880 Gravel Springs Rd	★★★★★	2023	689,730	0%	8/15/2023	\$76,446,192	\$111	-
6 Atlanta Cold Storage-Bui... 4775 Derrick Rd	★★★★★	2023	306,402	0%	11/30/2023	\$74,000,000	\$242	-
7 Owens Corning 8095 McLarin Rd	★★★★★	1999	1,044,288	0%	7/28/2023	\$72,400,000	\$69	-
8 Phase 1 5005 Terminus Dr	★★★★★	1996	599,914	0%	1/17/2024	\$70,936,728	\$118	-
9 Great Valley Commerce... 200 Logistics Pky NE	★★★★★	2022	973,218	0%	5/15/2023	\$68,400,000	\$70	-
10 International Commerce... 7634 Hwy 140	★★★★★	2023	691,667	28.9%	4/23/2024	\$66,250,000	\$96	-
11 Sweetwater Creek Logist... 1551 N River Rd	★★★★★	2022	280,140	100%	5/15/2023	\$64,000,000	\$228	-
12 Atlanta Cold Storage-Bui... 4777 Derrick Rd	★★★★★	2023	188,449	100%	1/10/2024	\$54,000,000	\$287	-
13 Building 100 1343 Cassville White Rd NE	★★★★★	2023	793,563	100%	11/6/2023	\$52,978,075	\$67	-
14 Hartman I 675 Hartman Rd	★★★★★	2003	353,983	0%	6/29/2023	\$47,096,243	\$133	-
15 MAC V – Building 2 S Fulton Pkwy	★★★★★	2024	800,000	0%	3/28/2024	\$46,000,000	\$58	-
16 SouthPoint - Bldg F 4000 S Corporate Pky	★★★★★	2001	355,859	0%	6/29/2023	\$42,100,000	\$118	-
17 2500 Southpoint Dr	★★★★★	1996	298,720	0%	6/29/2023	\$40,100,000	\$134	-
18 4525 Roosevelt Hwy	★★★★★	2000	29,500	0%	7/20/2023	\$40,000,000	\$1,356	-
19 BlueLinx 200 Hosea Rd	★★★★★	1995	585,637	0%	9/29/2023	\$40,000,000	\$68	-
20 Suwanee Logistics Center 195 Sawmill Dr	★★★★★	2024	327,825	0%	3/7/2024	\$39,339,000	\$120	-



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 6% more total jobs in the Atlanta area than there were in February 2020. Strong 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 about 10% since 20Q1, according to Oxford Economics. 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.

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.

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.

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. However, Rivian recently paused its announced \$5 billion electric vehicle manufacturing plant, which was slated to employ 7,500 workers when fully staffed. 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 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. 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

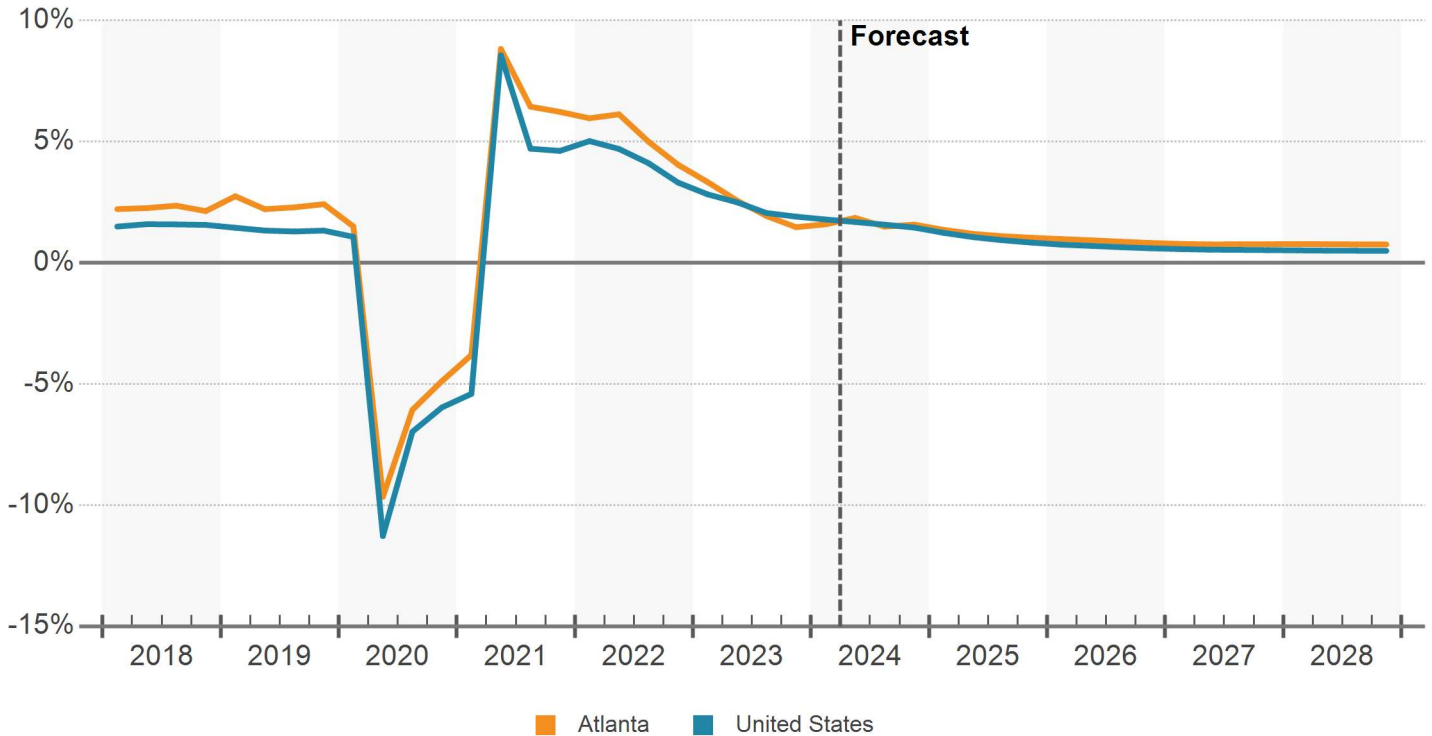
without sacrificing access to high-quality labor.

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	184	0.7	2.13%	0.33%	2.19%	0.69%	0.85%	0.47%
Trade, Transportation and Utilities	659	1.2	-0.91%	0.28%	2.10%	1.03%	0.50%	0.39%
Retail Trade	301	1.0	-0.08%	0.45%	1.08%	0.27%	0.37%	0.28%
Financial Activities	209	1.2	1.48%	0.80%	2.84%	1.53%	0.57%	0.38%
Government	352	0.8	3.72%	2.63%	1.21%	0.61%	0.92%	0.73%
Natural Resources, Mining and Construction	151	0.9	4.46%	2.62%	4.22%	2.44%	1.19%	0.89%
Education and Health Services	422	0.8	5.72%	4.02%	3.33%	2.04%	1.39%	0.84%
Professional and Business Services	594	1.3	0.31%	0.66%	2.35%	1.91%	0.84%	0.75%
Information	102	1.7	-9.12%	-0.95%	1.47%	1.06%	1.05%	0.67%
Leisure and Hospitality	322	1.0	5.20%	2.87%	2.35%	1.51%	1.38%	1.07%
Other Services	103	0.9	1.41%	1.60%	0.88%	0.59%	0.61%	0.58%
Total Employment	3,098	1.0	1.70%	1.75%	2.31%	1.36%	0.91%	0.69%

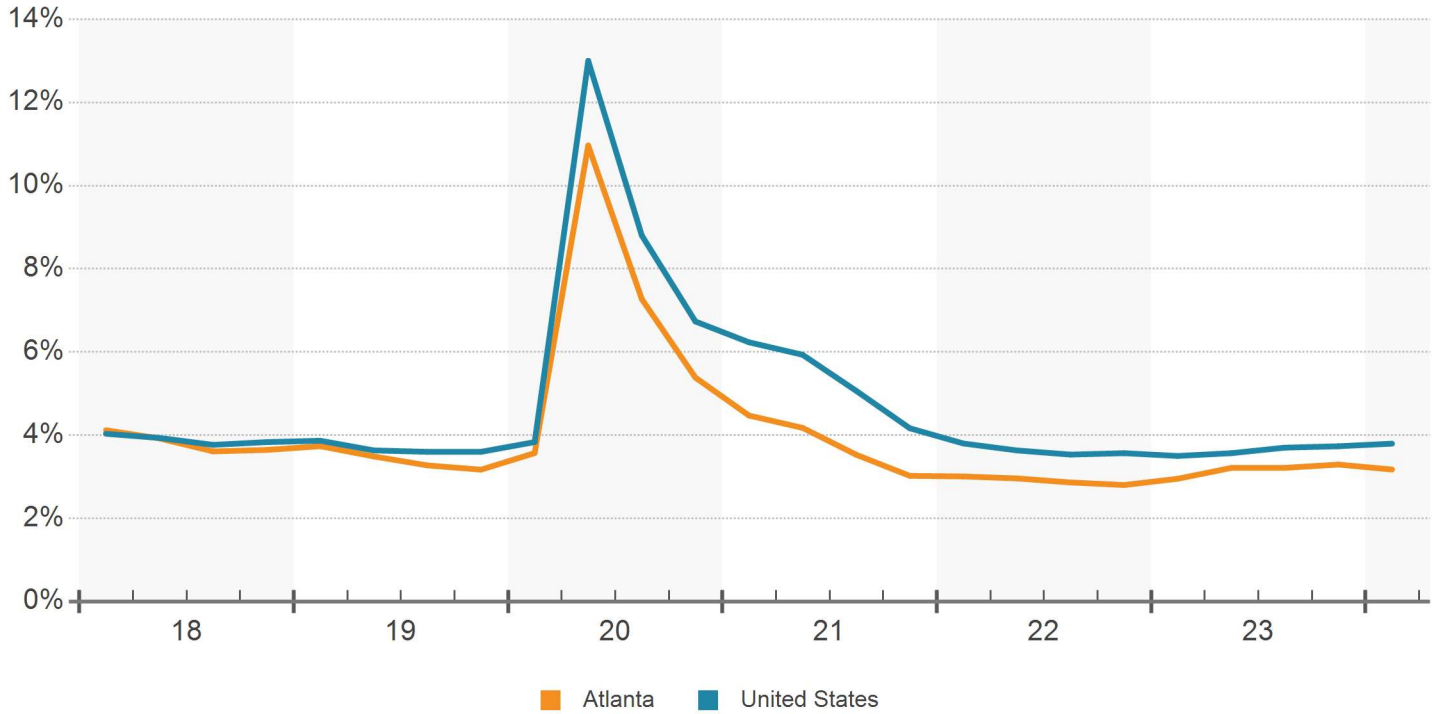
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

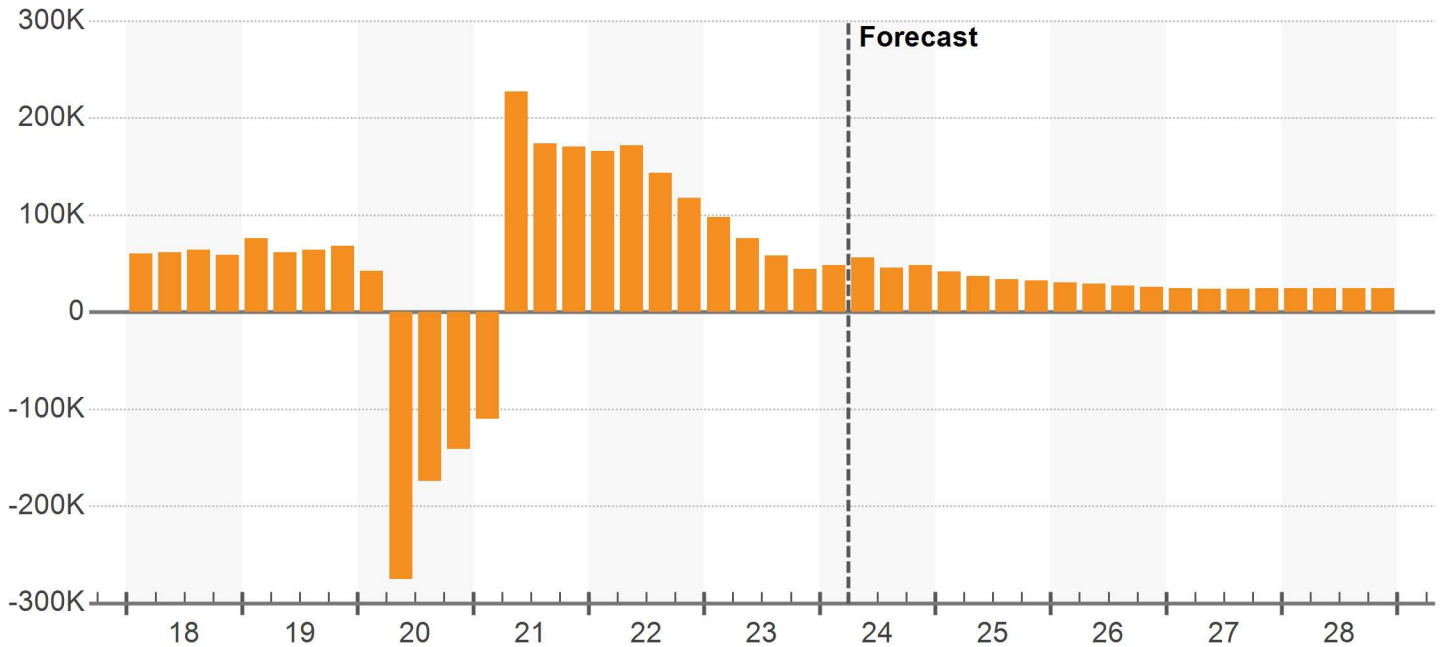


Source: Oxford Economics

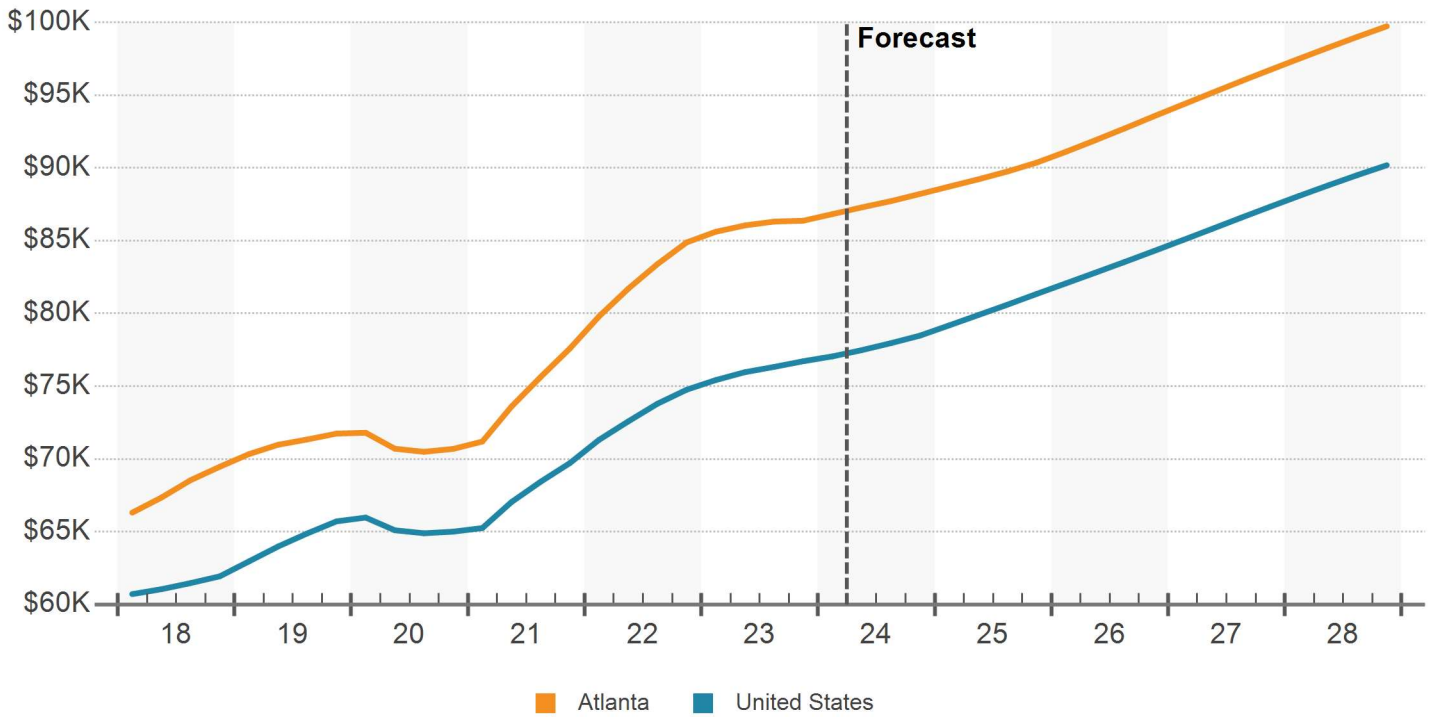
UNEMPLOYMENT RATE (%)



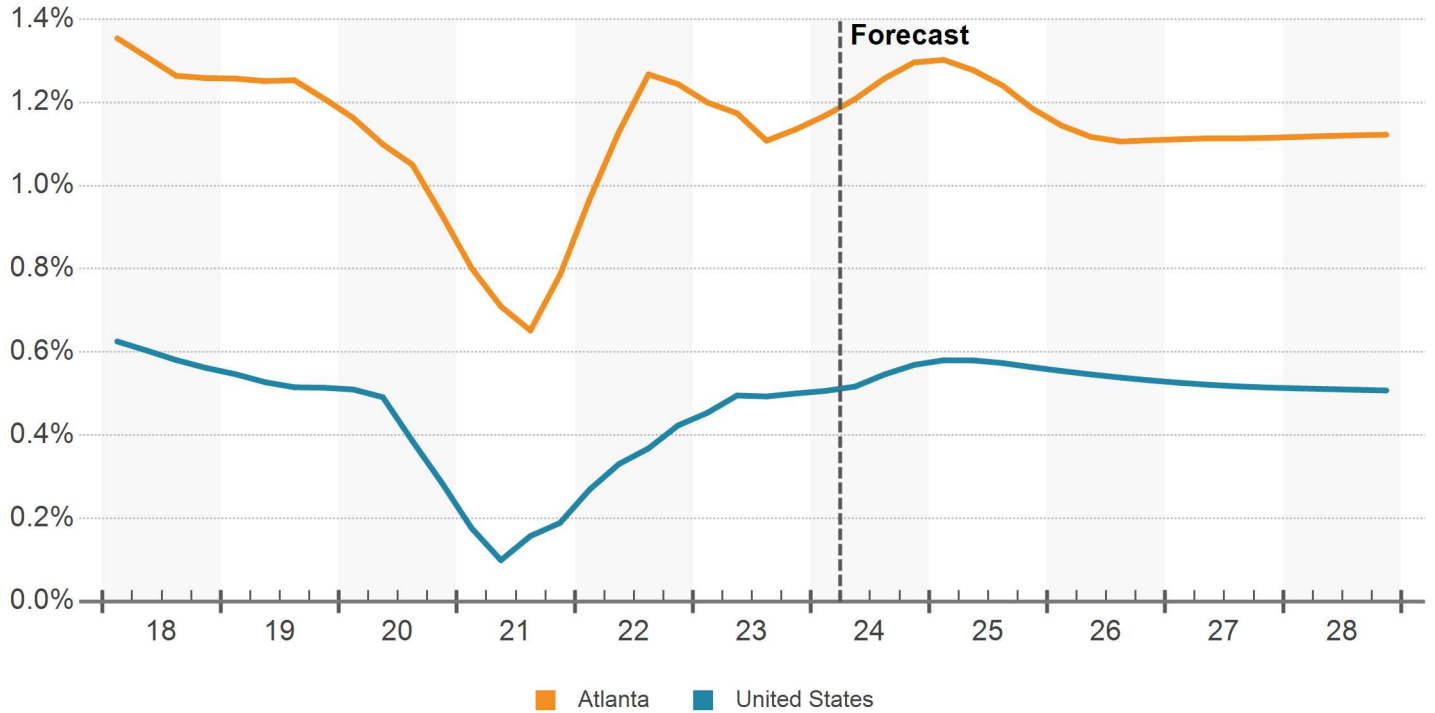
NET EMPLOYMENT CHANGE (YOY)



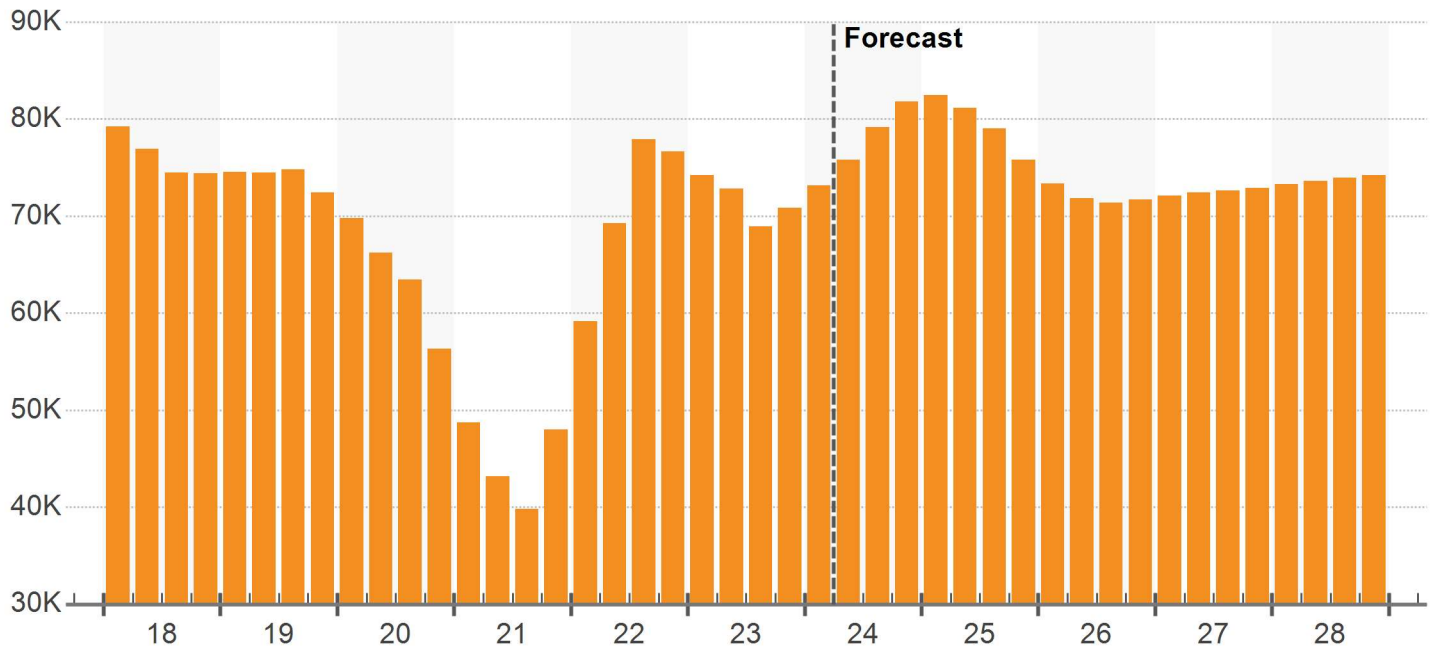
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

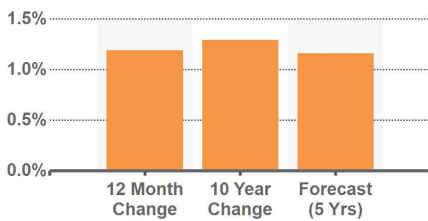


DEMOGRAPHIC TRENDS

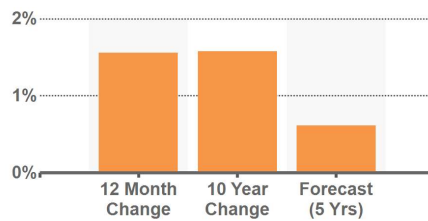
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	6,338,738	335,972,906	1.2%	0.5%	1.3%	0.5%	1.2%	0.5%
Households	2,360,774	131,236,594	1.3%	0.7%	1.6%	0.9%	1.3%	0.6%
Median Household Income	\$87,011	\$77,223	1.4%	2.1%	4.6%	3.9%	3.0%	3.4%
Labor Force	3,273,354	167,680,469	1.6%	0.7%	1.6%	0.8%	0.6%	0.5%
Unemployment	3.2%	3.8%	0.1%	0.3%	-0.4%	-0.3%	-	-

Source: Oxford Economics

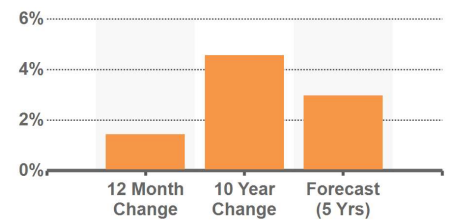
POPULATION GROWTH



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	1,636	133,619	15.9%	1	18	4,088	3.1%	2	5	1,071	0.8%	7
2	Butts County	43	7,085	0.8%	23	2	2,525	35.6%	5	2	1,075	15.2%	6
3	Central Atlanta	600	13,927	1.7%	17	0	0	0%	-	1	5	0%	18
4	Central Perimeter	29	478	0.1%	31	0	0	0%	-	0	-	-	-
5	Chamblee	376	8,604	1.0%	21	4	238	2.8%	12	1	175	2.0%	12
6	Chattahoochee	627	20,408	2.4%	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	618	34,109	4.1%	9	0	0	0%	-	1	454	1.3%	9
9	Duluth/Suwanee/Buford	880	59,764	7.1%	5	5	964	1.6%	7	4	1,586	2.7%	3
10	Fayette/Coweta County	684	33,507	4.0%	10	5	837	2.5%	9	7	1,580	4.7%	4
11	Fulton District	645	55,579	6.6%	6	1	10	0%	19	1	157	0.3%	14
12	GA-316/Lawrenceville	535	22,599	2.7%	14	1	237	1.1%	13	2	169	0.7%	13
13	Haralson County	74	2,802	0.3%	24	1	5	0.2%	20	0	-	-	-
14	Heard County	9	403	0%	32	0	0	0%	-	0	-	-	-
15	I-20 W/Douglasville	1,210	68,368	8.2%	3	14	3,037	4.4%	4	11	1,987	2.9%	2
16	Jasper County	12	306	0%	33	0	0	0%	-	0	-	-	-
17	Kennesaw/Acworth	980	63,835	7.6%	4	22	7,244	11.3%	1	5	990	1.6%	8
18	Lamar County	33	2,054	0.2%	27	0	0	0%	-	0	-	-	-
19	Meriwether County	28	1,269	0.2%	29	0	0	0%	-	0	-	-	-
20	N Fulton/Forsyth Cnty	1,221	34,768	4.1%	8	7	547	1.6%	10	8	405	1.2%	10
21	Norcross	796	33,445	4.0%	11	2	179	0.5%	15	0	-	-	-
22	North Walton County	57	2,297	0.3%	25	0	0	0%	-	0	-	-	-
23	Pickens County	166	2,229	0.3%	26	0	0	0%	-	0	-	-	-
24	Pike County	16	506	0.1%	30	0	0	0%	-	0	-	-	-
25	Rockdale/Newton Cnty	806	35,323	4.2%	7	9	3,457	9.8%	3	2	1,138	3.2%	5
26	S Barrow	324	10,779	1.3%	19	1	400	3.7%	11	0	-	-	-
27	S Clayton/Henry Cnty	922	76,400	9.1%	2	5	2,375	3.1%	6	10	4,890	6.4%	1
28	SE Cobb Cnty/Marietta	1,061	33,004	3.9%	12	1	191	0.6%	14	1	17	0.1%	16
29	Snapfinger	433	18,410	2.2%	16	4	939	5.1%	8	0	-	-	-
30	South Walton County	156	9,199	1.1%	20	2	21	0.2%	18	0	-	-	-
31	Stone Mountain	1,025	32,725	3.9%	13	0	0	0%	-	0	-	-	-
32	W Carroll County	177	7,134	0.9%	22	1	178	2.5%	16	0	-	-	-
33	Woodstock/Canton	686	11,483	1.4%	18	3	95	0.8%	17	1	30	0.3%	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	\$0.69	25	8.0%	13	3.3%	14
2	Butts County	\$0.60	30	8.2%	9	3.7%	4
3	Central Atlanta	\$1.11	3	6.6%	26	3.9%	3
4	Central Perimeter	\$1.40	1	4.6%	32	5.0%	2
5	Chamblee	\$1.05	5	5.8%	31	3.5%	10
6	Chattahoochee	\$1.02	6	6.2%	30	3.5%	13
7	Dawson County	\$1.06	4	8.3%	8	2.1%	29
8	Doraville	\$0.86	12	7.4%	22	3.3%	15
9	Duluth/Suwanee/Buford	\$0.83	14	7.4%	21	3.6%	8
10	Fayette/Coweta County	\$0.70	24	7.8%	16	3.1%	18
11	Fulton District	\$0.55	33	7.6%	18	3.3%	16
12	GA-316/Lawrenceville	\$0.83	15	7.4%	23	3.7%	5
13	Haralson County	\$0.59	32	9.0%	5	2.3%	26
14	Heard County	\$0.87	11	9.9%	2	2.2%	27
15	I-20 W/Douglasville	\$0.68	26	7.8%	15	3.2%	17
16	Jasper County	\$0.82	16	7.9%	14	2.0%	30
17	Kennesaw/Acworth	\$0.81	18	8.0%	12	3.0%	21
18	Lamar County	\$0.71	22	9.7%	3	2.1%	28
19	Meriwether County	\$0.59	31	2.7%	33	2.0%	31
20	N Fulton/Forsyth Cnty	\$1.15	2	6.4%	28	3.7%	6
21	Norcross	\$0.93	9	6.8%	24	3.7%	7
22	North Walton County	\$0.86	13	8.4%	7	3.0%	22
23	Pickens County	\$0.80	19	7.5%	20	2.0%	32
24	Pike County	\$0.91	10	10.1%	1	1.8%	33
25	Rockdale/Newton Cnty	\$0.74	20	7.5%	19	3.6%	9
26	S Barrow	\$0.72	21	8.1%	11	2.8%	23
27	S Clayton/Henry Cnty	\$0.61	29	8.2%	10	3.5%	12
28	SE Cobb Cnty/Marietta	\$1	7	6.6%	27	3.5%	11
29	Snapfinger	\$0.71	23	7.6%	17	3.1%	19
30	South Walton County	\$0.62	28	8.6%	6	2.5%	25
31	Stone Mountain	\$0.81	17	6.7%	25	3.1%	20
32	W Carroll County	\$0.63	27	9.1%	4	5.1%	1
33	Woodstock/Canton	\$0.94	8	6.3%	29	2.7%	24

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airport/North Clayton	9,353,834	7.0%	20	392,302	0.3%	6	9.6
2	Butts County	1,830,500	25.8%	29	2,021,874	28.5%	2	1.2
3	Central Atlanta	1,127,907	8.1%	23	(519,405)	-3.7%	30	-
4	Central Perimeter	9,062	1.9%	7	3,481	0.7%	16	-
5	Chamblee	698,953	8.1%	24	(172,272)	-2.0%	24	-
6	Chattahoochee	1,338,944	6.6%	18	(425,545)	-2.1%	28	-
7	Dawson County	5,050	0.3%	1	34,047	2.1%	14	-
8	Doraville	1,478,149	4.3%	11	(609,649)	-1.8%	31	-
9	Duluth/Suwanee/Buford	2,855,109	4.8%	13	(372,634)	-0.6%	27	-
10	Fayette/Coweta County	1,991,935	5.9%	17	(350,049)	-1.0%	26	-
11	Fulton District	3,783,759	6.8%	19	(725,120)	-1.3%	33	-
12	GA-316/Lawrenceville	351,444	1.6%	6	253,475	1.1%	9	0.9
13	Haralson County	60,690	2.2%	8	(19,440)	-0.7%	22	-
14	Heard County	-	-	-	0	0%	-	-
15	I-20 W/Douglasville	5,360,554	7.8%	22	616,384	0.9%	5	4.0
16	Jasper County	-	-	-	0	0%	-	-
17	Kennesaw/Acworth	9,721,364	15.2%	28	1,993,699	3.1%	3	3.4
18	Lamar County	222,631	10.8%	27	(68,000)	-3.3%	23	-
19	Meriwether County	400,745	31.6%	30	(14,363)	-1.1%	21	-
20	N Fulton/Forsyth Cnty	1,744,518	5.0%	15	103,689	0.3%	12	3.2
21	Norcross	1,948,578	5.8%	16	(467,853)	-1.4%	29	-
22	North Walton County	7,700	0.3%	2	557	0%	17	-
23	Pickens County	55,418	2.5%	9	(9,016)	-0.4%	20	-
24	Pike County	-	-	-	4,473	0.9%	15	-
25	Rockdale/Newton Cnty	2,879,523	8.2%	25	2,486,402	7.0%	1	1.3
26	S Barrow	758,692	7.0%	21	254,743	2.4%	8	1.6
27	S Clayton/Henry Cnty	3,704,108	4.8%	14	1,194,090	1.6%	4	1.9
28	SE Cobb Cnty/Marietta	1,553,382	4.7%	12	(295,779)	-0.9%	25	-
29	Snapfinger	1,727,912	9.4%	26	87,675	0.5%	13	10.7
30	South Walton County	63,190	0.7%	3	276,054	3.0%	7	0.1
31	Stone Mountain	1,251,543	3.8%	10	(677,585)	-2.1%	32	-
32	W Carroll County	75,612	1.1%	4	148,814	2.1%	11	-
33	Woodstock/Canton	123,096	1.1%	5	151,526	1.3%	10	0.6

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	892,466,357	12,358,921	1.4%	14,054,995	1.6%	0.9
2027	880,107,436	11,958,409	1.4%	14,748,726	1.7%	0.8
2026	868,149,027	10,077,545	1.2%	13,349,316	1.5%	0.8
2025	858,071,482	8,500,086	1.0%	8,356,684	1.0%	1.0
2024	849,571,396	16,593,731	2.0%	4,518,887	0.5%	3.7
YTD	839,585,078	6,607,413	0.8%	1,911,689	0.2%	3.5
2023	832,977,665	29,438,440	3.7%	5,800,371	0.7%	5.1
2022	803,539,225	18,431,247	2.3%	16,889,415	2.1%	1.1
2021	785,107,978	21,083,394	2.8%	37,179,460	4.7%	0.6
2020	764,024,584	17,981,883	2.4%	15,267,740	2.0%	1.2
2019	746,042,701	14,300,615	2.0%	13,235,146	1.8%	1.1
2018	731,742,086	15,665,127	2.2%	19,661,914	2.7%	0.8
2017	716,076,959	16,164,520	2.3%	22,611,805	3.2%	0.7
2016	699,912,439	17,354,423	2.5%	14,898,587	2.1%	1.2
2015	682,558,016	4,134,310	0.6%	14,279,049	2.1%	0.3
2014	678,423,706	2,237,603	0.3%	20,586,269	3.0%	0.1
2013	676,186,103	2,506,319	0.4%	10,243,668	1.5%	0.2
2012	673,679,784	559,728	0.1%	4,637,155	0.7%	0.1

SPECIALIZED INDUSTRIAL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	104,751,624	602,320	0.6%	891,510	0.9%	0.7
2027	104,149,304	580,474	0.6%	558,046	0.5%	1.0
2026	103,568,830	471,510	0.5%	230,917	0.2%	2.0
2025	103,097,320	1,046,635	1.0%	(209,047)	-0.2%	-
2024	102,050,685	734,063	0.7%	(188,443)	-0.2%	-
YTD	101,653,487	336,865	0.3%	(158,419)	-0.2%	-
2023	101,316,622	940,830	0.9%	220,689	0.2%	4.3
2022	100,375,792	(145,856)	-0.1%	(54,938)	-0.1%	-
2021	100,521,648	358,836	0.4%	1,279,988	1.3%	0.3
2020	100,162,812	586,129	0.6%	75,972	0.1%	7.7
2019	99,576,683	16,559	0%	776,877	0.8%	0
2018	99,560,124	629,929	0.6%	716,233	0.7%	0.9
2017	98,930,195	1,466,113	1.5%	1,403,889	1.4%	1.0
2016	97,464,082	1,840,143	1.9%	2,498,529	2.6%	0.7
2015	95,623,939	(3,173,486)	-3.2%	(225,168)	-0.2%	-
2014	98,797,425	104,637	0.1%	3,239,494	3.3%	0
2013	98,692,788	276,178	0.3%	95,011	0.1%	2.9
2012	98,416,610	(388,640)	-0.4%	327,472	0.3%	-

LOGISTICS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	715,497,138	11,447,379	1.6%	12,655,278	1.8%	0.9
2027	704,049,759	11,080,240	1.6%	14,027,323	2.0%	0.8
2026	692,969,519	9,366,314	1.4%	13,273,942	1.9%	0.7
2025	683,603,205	7,298,381	1.1%	8,670,006	1.3%	0.8
2024	676,304,824	15,629,850	2.4%	5,298,688	0.8%	2.9
YTD	666,862,254	6,187,280	0.9%	2,377,715	0.4%	2.6
2023	660,674,974	26,888,160	4.2%	3,983,815	0.6%	6.7
2022	633,786,814	18,382,603	3.0%	17,031,085	2.7%	1.1
2021	615,404,211	19,100,481	3.2%	33,408,287	5.4%	0.6
2020	596,303,730	17,434,024	3.0%	15,395,949	2.6%	1.1
2019	578,869,706	14,537,945	2.6%	12,381,843	2.1%	1.2
2018	564,331,761	15,076,679	2.7%	18,399,926	3.3%	0.8
2017	549,255,082	14,754,336	2.8%	21,058,868	3.8%	0.7
2016	534,500,746	15,625,170	3.0%	11,902,102	2.2%	1.3
2015	518,875,576	7,274,746	1.4%	12,308,650	2.4%	0.6
2014	511,600,830	2,191,990	0.4%	16,175,602	3.2%	0.1
2013	509,408,840	2,455,563	0.5%	9,133,611	1.8%	0.3
2012	506,953,277	971,016	0.2%	4,570,535	0.9%	0.2

FLEX SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	72,217,595	309,222	0.4%	508,207	0.7%	0.6
2027	71,908,373	297,695	0.4%	163,357	0.2%	1.8
2026	71,610,678	239,721	0.3%	(155,543)	-0.2%	-
2025	71,370,957	155,070	0.2%	(104,275)	-0.1%	-
2024	71,215,887	229,818	0.3%	(591,358)	-0.8%	-
YTD	71,069,337	83,268	0.1%	(307,607)	-0.4%	-
2023	70,986,069	1,609,450	2.3%	1,595,867	2.2%	1.0
2022	69,376,619	194,500	0.3%	(86,732)	-0.1%	-
2021	69,182,119	1,624,077	2.4%	2,491,185	3.6%	0.7
2020	67,558,042	(38,270)	-0.1%	(204,181)	-0.3%	-
2019	67,596,312	(253,889)	-0.4%	76,426	0.1%	-
2018	67,850,201	(41,481)	-0.1%	545,755	0.8%	-
2017	67,891,682	(55,929)	-0.1%	149,048	0.2%	-
2016	67,947,611	(110,890)	-0.2%	497,956	0.7%	-
2015	68,058,501	33,050	0%	2,195,567	3.2%	0
2014	68,025,451	(59,024)	-0.1%	1,171,173	1.7%	-
2013	68,084,475	(225,422)	-0.3%	1,015,046	1.5%	-
2012	68,309,897	(22,648)	0%	(260,852)	-0.4%	-

OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$0.99	257	4.7%	31.1%	56,373,476	6.3%	-0.3%
2027	\$0.94	246	5.9%	25.2%	58,040,458	6.6%	-0.4%
2026	\$0.89	232	6.5%	18.3%	60,801,580	7.0%	-0.5%
2025	\$0.84	218	5.3%	11.1%	64,044,608	7.5%	-0.1%
2024	\$0.80	207	5.5%	5.5%	63,880,031	7.5%	1.3%
YTD	\$0.77	201	7.4%	2.2%	56,485,702	6.7%	0.5%
2023	\$0.75	196	9.0%	0%	51,787,076	6.2%	2.7%
2022	\$0.69	180	11.7%	-8.3%	28,149,007	3.5%	0.1%
2021	\$0.62	161	11.5%	-17.9%	26,587,575	3.4%	-2.2%
2020	\$0.55	144	7.9%	-26.4%	42,678,747	5.6%	0.2%
2019	\$0.51	134	7.0%	-31.8%	39,959,061	5.4%	0%
2018	\$0.48	125	6.8%	-36.2%	38,917,991	5.3%	-0.6%
2017	\$0.45	117	6.4%	-40.3%	42,682,778	6.0%	-1.1%
2016	\$0.42	110	5.4%	-43.9%	49,143,113	7.0%	0.2%
2015	\$0.40	104	6.0%	-46.8%	46,674,021	6.8%	-1.5%
2014	\$0.38	99	3.9%	-49.8%	56,818,760	8.4%	-2.7%
2013	\$0.36	95	2.7%	-51.7%	75,167,426	11.1%	-1.2%
2012	\$0.35	92	0.1%	-53.0%	82,904,775	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	\$1.20	260	4.8%	35.7%	5,746,142	5.5%	-0.3%
2027	\$1.14	248	6.0%	29.4%	6,032,452	5.8%	0%
2026	\$1.08	234	6.6%	22.1%	6,007,206	5.8%	0.2%
2025	\$1.01	219	5.4%	14.5%	5,763,578	5.6%	1.2%
2024	\$0.96	208	8.6%	8.6%	4,505,165	4.4%	0.9%
YTD	\$0.93	202	11.4%	5.2%	4,076,597	4.0%	0.5%
2023	\$0.88	192	9.3%	0%	3,581,313	3.5%	0.7%
2022	\$0.81	175	11.7%	-8.5%	2,861,172	2.9%	-0.1%
2021	\$0.72	157	11.5%	-18.0%	2,952,090	2.9%	-0.9%
2020	\$0.65	141	6.6%	-26.5%	3,873,242	3.9%	0.5%
2019	\$0.61	132	8.7%	-31.0%	3,323,070	3.3%	-0.8%
2018	\$0.56	122	6.9%	-36.6%	4,088,303	4.1%	-0.1%
2017	\$0.52	114	5.8%	-40.7%	4,174,607	4.2%	0%
2016	\$0.50	107	3.5%	-43.9%	4,112,383	4.2%	-0.8%
2015	\$0.48	104	6.1%	-45.8%	4,770,769	5.0%	-2.8%
2014	\$0.45	98	4.2%	-48.9%	7,719,087	7.8%	-3.2%
2013	\$0.43	94	2.9%	-51.0%	10,853,944	11.0%	0.2%
2012	\$0.42	91	-0.4%	-52.4%	10,672,777	10.8%	-0.7%

LOGISTICS RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$0.89	264	4.7%	30.3%	46,180,055	6.5%	-0.3%
2027	\$0.85	253	5.8%	24.5%	47,369,510	6.7%	-0.5%
2026	\$0.81	239	6.4%	17.6%	50,297,730	7.3%	-0.7%
2025	\$0.76	224	5.2%	10.5%	54,187,097	7.9%	-0.3%
2024	\$0.72	213	5.0%	5.0%	55,546,905	8.2%	1.4%
YTD	\$0.70	207	7.2%	1.8%	49,015,779	7.4%	0.5%
2023	\$0.69	203	9.5%	0%	45,206,214	6.8%	3.3%
2022	\$0.63	185	12.2%	-8.7%	22,301,869	3.5%	0.1%
2021	\$0.56	165	12.0%	-18.6%	20,950,351	3.4%	-2.5%
2020	\$0.50	147	8.6%	-27.3%	35,242,663	5.9%	0.2%
2019	\$0.46	136	7.0%	-33.1%	33,226,667	5.7%	0.2%
2018	\$0.43	127	6.9%	-37.5%	31,070,565	5.5%	-0.7%
2017	\$0.40	119	6.7%	-41.5%	34,169,812	6.2%	-1.3%
2016	\$0.38	111	5.9%	-45.1%	40,455,144	7.6%	0.5%
2015	\$0.36	105	6.3%	-48.2%	36,718,820	7.1%	-1.1%
2014	\$0.33	99	4.1%	-51.3%	41,752,724	8.2%	-2.8%
2013	\$0.32	95	2.8%	-53.2%	55,736,336	10.9%	-1.4%
2012	\$0.31	92	0.3%	-54.5%	62,414,384	12.3%	-0.7%

FLEX RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$1.58	223	4.8%	30.8%	4,447,279	6.2%	-0.3%
2027	\$1.51	213	5.9%	24.8%	4,638,496	6.5%	0.2%
2026	\$1.42	201	6.6%	17.9%	4,496,644	6.3%	0.5%
2025	\$1.34	189	5.4%	10.6%	4,093,933	5.7%	0.4%
2024	\$1.27	179	4.9%	4.9%	3,827,961	5.4%	1.1%
YTD	\$1.22	173	4.6%	1.3%	3,393,326	4.8%	0.5%
2023	\$1.21	171	6.0%	0%	2,999,549	4.2%	-0.1%
2022	\$1.14	161	9.6%	-5.7%	2,985,966	4.3%	0.4%
2021	\$1.04	147	9.2%	-14.0%	2,685,134	3.9%	-1.4%
2020	\$0.95	134	5.7%	-21.2%	3,562,842	5.3%	0.2%
2019	\$0.90	127	5.5%	-25.4%	3,409,324	5.0%	-0.5%
2018	\$0.85	121	6.4%	-29.3%	3,759,123	5.5%	-0.8%
2017	\$0.80	113	5.8%	-33.6%	4,338,359	6.4%	-0.3%
2016	\$0.76	107	5.2%	-37.2%	4,575,586	6.7%	-0.9%
2015	\$0.72	102	4.5%	-40.3%	5,184,432	7.6%	-3.2%
2014	\$0.69	97	2.6%	-42.9%	7,346,949	10.8%	-1.8%
2013	\$0.67	95	2.1%	-44.4%	8,577,146	12.6%	-1.8%
2012	\$0.66	93	-0.3%	-45.5%	9,817,614	14.4%	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	-	-	-	-	-	-	\$148.89	380	6.3%
2027	-	-	-	-	-	-	\$137.13	350	6.5%
2026	-	-	-	-	-	-	\$123.97	317	6.7%
2025	-	-	-	-	-	-	\$111.46	285	7.0%
2024	-	-	-	-	-	-	\$106.50	272	6.9%
YTD	208	\$905.4M	1.3%	\$6,331,473	\$96.07	8.3%	\$106.55	272	6.8%
2023	681	\$2.9B	3.9%	\$5,980,237	\$114.32	6.8%	\$103.16	264	6.8%
2022	1,073	\$5.9B	8.0%	\$6,416,370	\$98.79	6.6%	\$101.79	260	6.3%
2021	1,389	\$6.9B	11.4%	\$6,245,450	\$95.90	6.7%	\$94.59	242	6.0%
2020	1,046	\$2.7B	6.9%	\$3,599,758	\$74.31	7.5%	\$75.28	192	6.6%
2019	1,213	\$3.3B	9.7%	\$4,069,569	\$64.96	7.8%	\$64.98	166	7.1%
2018	1,142	\$2.8B	9.4%	\$3,400,639	\$59.38	7.6%	\$59.67	152	7.2%
2017	985	\$2.8B	8.4%	\$3,764,637	\$50.71	7.9%	\$54.80	140	7.3%
2016	883	\$2B	6.3%	\$2,608,822	\$45.72	8.1%	\$53.50	137	7.0%
2015	1,034	\$2.3B	10.0%	\$2,509,567	\$42.47	8.3%	\$50.60	129	7.0%
2014	930	\$1.8B	7.9%	\$2,363,969	\$40.89	8.4%	\$45.16	115	7.4%
2013	777	\$1.2B	5.9%	\$1,800,314	\$35.50	8.9%	\$41.45	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.

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	-	-	-	-	-	-	\$145.75	401	6.3%
2027	-	-	-	-	-	-	\$134.09	369	6.5%
2026	-	-	-	-	-	-	\$121.05	333	6.7%
2025	-	-	-	-	-	-	\$108.67	299	7.0%
2024	-	-	-	-	-	-	\$103.69	285	6.9%
YTD	22	\$142.6M	1.4%	\$9,505,092	\$107.79	-	\$103.77	286	6.8%
2023	83	\$458.6M	3.7%	\$7,279,601	\$137.36	7.3%	\$100.14	276	6.8%
2022	111	\$505.9M	5.6%	\$5,270,273	\$106.27	9.6%	\$97.92	270	6.3%
2021	125	\$653.1M	8.1%	\$6,220,271	\$88.81	6.4%	\$90.72	250	6.0%
2020	105	\$223.5M	3.6%	\$3,104,776	\$71.83	7.7%	\$71.63	197	6.7%
2019	101	\$193.7M	4.0%	\$2,549,249	\$61.98	7.3%	\$62.01	171	7.2%
2018	102	\$195.6M	5.0%	\$2,643,630	\$50.15	7.2%	\$56.89	157	7.2%
2017	78	\$188.2M	4.8%	\$3,035,404	\$42.71	9.1%	\$51.59	142	7.3%
2016	87	\$171.4M	5.4%	\$2,169,883	\$33.36	8.0%	\$50.24	138	7.0%
2015	77	\$118.1M	3.7%	\$1,845,046	\$37.06	10.5%	\$47.75	131	7.0%
2014	69	\$111.1M	4.9%	\$1,792,043	\$23.61	9.0%	\$42.40	117	7.5%
2013	67	\$157M	4.6%	\$2,803,678	\$35.39	8.9%	\$38.78	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.

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	-	-	-	-	-	-	\$143.27	380	6.3%
2027	-	-	-	-	-	-	\$131.96	350	6.5%
2026	-	-	-	-	-	-	\$119.30	317	6.7%
2025	-	-	-	-	-	-	\$107.28	285	6.9%
2024	-	-	-	-	-	-	\$102.55	272	6.9%
YTD	135	\$716.7M	1.4%	\$7,239,148	\$92.47	7.2%	\$102.66	272	6.7%
2023	448	\$2.3B	4.0%	\$7,101,510	\$109.54	6.9%	\$99.40	264	6.7%
2022	727	\$4.7B	8.5%	\$7,635,408	\$94.67	6.2%	\$98.15	260	6.2%
2021	915	\$5.5B	11.7%	\$7,555,856	\$94.84	6.7%	\$91.20	242	5.9%
2020	721	\$2B	7.6%	\$4,062,316	\$70.19	7.5%	\$72.61	193	6.6%
2019	867	\$2.8B	10.9%	\$4,811,095	\$64.28	7.8%	\$62.55	166	7.1%
2018	780	\$2.1B	10.1%	\$3,859,323	\$57.02	7.8%	\$57.46	152	7.1%
2017	707	\$2.4B	9.3%	\$4,388,134	\$50.38	7.6%	\$52.81	140	7.2%
2016	578	\$1.5B	6.4%	\$3,053,052	\$45.64	7.9%	\$51.63	137	6.9%
2015	723	\$1.9B	11.2%	\$2,978,525	\$42.23	7.6%	\$48.81	130	6.9%
2014	636	\$1.5B	8.7%	\$2,818,595	\$40.79	7.9%	\$43.59	116	7.4%
2013	513	\$892.1M	6.3%	\$2,041,481	\$34.84	8.6%	\$39.98	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	-	-	-	-	-	-	\$207.07	363	6.7%
2027	-	-	-	-	-	-	\$190.87	335	6.9%
2026	-	-	-	-	-	-	\$172.72	303	7.2%
2025	-	-	-	-	-	-	\$155.35	273	7.4%
2024	-	-	-	-	-	-	\$148.23	260	7.4%
YTD	51	\$46.1M	0.8%	\$1,591,330	\$131.46	9.9%	\$147.69	259	7.2%
2023	150	\$181.7M	2.5%	\$1,730,015	\$131.52	6.6%	\$143.39	252	7.2%
2022	235	\$625.9M	7.0%	\$3,161,020	\$135.63	7.1%	\$142.02	249	6.6%
2021	349	\$687.7M	13.7%	\$2,614,697	\$114.96	7.3%	\$132.54	233	6.3%
2020	220	\$382.1M	6.0%	\$2,373,108	\$111.70	7.9%	\$106.05	186	7.0%
2019	245	\$317.7M	8.3%	\$2,023,618	\$74.06	8.1%	\$92.46	162	7.4%
2018	260	\$469.2M	9.7%	\$2,405,952	\$80.52	7.1%	\$84.84	149	7.5%
2017	200	\$224.5M	5.9%	\$1,626,672	\$65.72	8.2%	\$78.33	137	7.5%
2016	218	\$262.2M	7.0%	\$1,524,224	\$61.06	8.5%	\$76.10	134	7.2%
2015	234	\$276M	8.9%	\$1,314,144	\$47.30	9.6%	\$71.79	126	7.3%
2014	225	\$236.4M	6.3%	\$1,277,776	\$63.93	9.9%	\$64.19	113	7.7%
2013	197	\$121.1M	4.9%	\$771,152	\$41.35	10.5%	\$59.36	104	7.9%

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