

KEY POINTS

- Atlanta Bonded Warehouse Corp's lease renewal of 151 KSF at 7000 Cobb International Blvd, was the largest lease signed this quarter.
- Bucsh-Bartow Commerce Dr, a 526 KSF distribution center developed by Panattoni Development Company is currently the largest project currently under construction which started in Sep 2021 and is expected to come online by Q2 2022.
- Construction in the Northwest submarket went up 2 MSF from Q2 2021
- There were 31 sales transactions this quarter in the Northwest submarket totaling \$157 M, with an average sale price of \$101/SF.
- Lee and Associates leased a 124KSF facility at 95 International Pkwy, Adairsville, GA to Airman USA

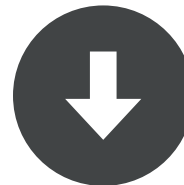
SUBMARKET SUMMARY

Net absorption was 2.6 MSF up 483 KSF from Q2 2021. While the vacancy rate dropped by 50 basis points to 3.2% in Q3 from 3.7%, it is down 120 basis points year over year. This drop in vacancy and positive net absorption fueled the 19% rent growth this submarket experienced year to date.

The top five leases signed in Q3 totaled 529 KSF, which is down from last quarter where the top 5 leases accounted for 1 MSF. The top leases consisted of Atlanta Bonded Warehouse renewing its lease at 7000 Cobb International Blvd (151 KSF), the second largest lease in this submarket was signed by Lasership (122KSF), at 6300 Highlands Pkwy, Smyrna. Woodstock Mattress and Furniture Outlet leasing 2801 Cherokee Pkwy W (105 KSF), Big Time products leasing 7629 Highway 140 (101 KSF).

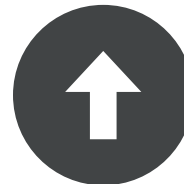
There were 2.6 MSF of new deliveries year to date, with over 1.8 MSF is under construction as of Q3. Currently, Core5 Industrial Partners has the most SF under construction with 100 & 200 Logistics Pkwy NE set to deliver in Q2 and Q3 of 2022.

The largest sales that took place in Q3 in the Northwest Atlanta Submarket were the sale of 137 Leo Taylor Lane (166 KSF) for \$21.8 M to Mapletree US Management LLC at \$131.65/SF, the sale of 399 Northpoint Parkway (87 KSF) for \$13M to EQT Exeter at \$148.57/SF, and 8105 Cobb Center Drive (75 KSF) for \$7.7 M to Dogwood Industrial Partners at \$103/SF.



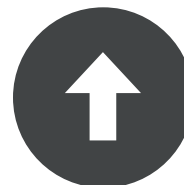
VACANCY RATE

Q3 21: 3.20%
Q2 21: 3.70%



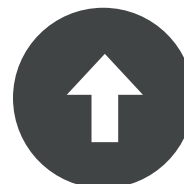
NET ABSORPTION

Q3 21: 469,853 SF
Q2 21: 1,355,792 SF



UNDER CONSTRUCTION

Q3 21: 7,099,952 SF
Q2 21: 5,218,399 SF

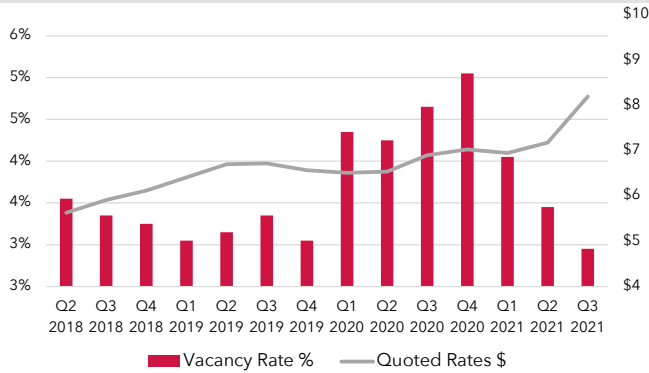


OVERALL ASKING LEASE RATES (NNN)

Q3 21: \$8.20
Q2 21: \$7.18

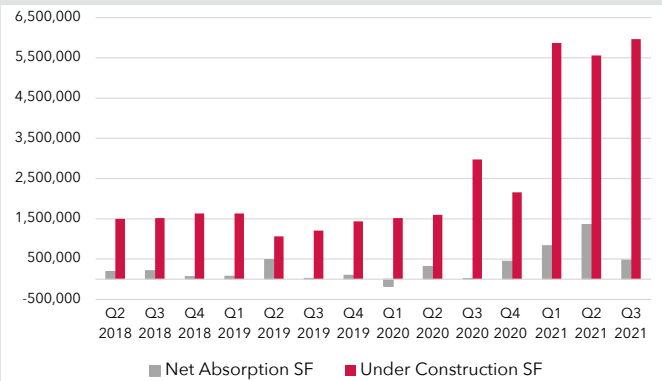
VACANCY & RENTAL RATE

Q2 2018 - Q3 2021



ABSORPTION & UNDER CONSTRUCTION

Q2 2018 - Q3 2021



NOTABLE SALES



137 LEO TAYLOR LANE
166,235 SF
\$21.8M | \$131.65 PSF
Buyer: Mapletree US Management LLC



399 NORTHPOINT PARKWAY
87,500 SF
\$13M | \$148.57 PSF
Buyer: EQT Exeter



8105 COBB CENTER DRIVE
75,000 SF
\$7.7M | \$103.00 PSF
Buyer: Dogwood Industrial Properties

NOTABLE LEASES



7000 COBB INTERNATIONAL BOULEVARD
150,724 SF
Tenant: Atlanta Bonded Warehouse Corp



6300 HIGHLANDS PARKWAY
122,049 SF
Tenant: Lasership



2801 CHEROKEE PARKWAY WEST
105,100 SF
Tenant: Woodstock Mattress and Furniture

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