

KEY POINTS

- The Lightstone Group purchased 371 KSF at 1000 Evenflo Dr in Ballground, GA for \$25.75M (\$69.34/SF).
- Lee & Associates leased 1.1 MSF facility to Amazon at 1250 Cassville White Rd in Bartow County.
- There were 18 sales transaction this quarter in the Northwest totaling \$130M, with an average sales price of \$96/SF.

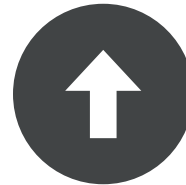
SUBMARKET SUMMARY

The vacancy rate increased 130 basis points from Q3 to Q4 of 2021, which can be attributed to the increase in total inventory due to heightened development activity during the fourth quarter. Under construction topped 7.3 MSF in Q4 and deliveries reached 1.8 MSF. Net absorption nearly doubled in Q4 as the demand for space in the Northwest submarket continues to rise.

The top five leases signed in Q4 totaled 2.49 MSF, which is a 370% increase from last quarter where the top 5 leases accounted for 529 KSF. The top leases consisted of Amazon signing its lease 1250 Cassville White Road (1.1 MSF), the second largest lease in the submarket was signed by Vanderlande Industries (973 KSF), at 200 Logistics Pky NE in White, GA. Another undisclosed tenant leased 176 KSF at 3100 New McEver Rd NW, and Enforcer Products signed a lease for 118 KSF at 574 Joe Frank Harris Pky SE. Lastly, Elevated Steel is now leasing 112 KSF at 200 Princeton Blvd in Adairsville, GA.

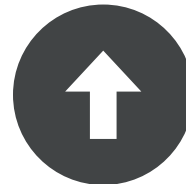
The decrease in rental rate can be explained by the increased supply side pressure that was driven by the 1.8 MSF of deliveries. Overall, the Northwest Submarket experienced healthy growth in Q4 2021 and there will be a continuation of this growth throughout 2022 as more industrial tenants flood the Atlanta Industrial market.

The top sales that occurred during Q4 in the Northwest Atlanta Submarket were the sale of 1000 Evenflo Dr (371 KSF) for \$25.75M to the Lightstone Group at \$69.34/SF, 95 International Pky NE (226 KSF) for \$26.73M to LXP Industrial Trust at \$118.25/SF, and the sale of 3100 New McEver Rd NW - Logistics at New McEver (Part of a Portfolio) (176 KSF) for \$26.55M to Dermody Properties, Inc. and AXA Investment Managers at \$150.46/SF.



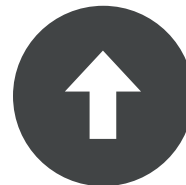
VACANCY RATE

Q4 21: 4.50%
Q3 21: 3.20%



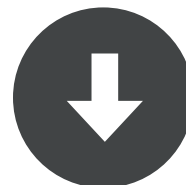
NET ABSORPTION

Q4 21: 823,842 SF
Q3 21: 469,853 SF



UNDER CONSTRUCTION

Q4 21: 7,306,501 SF
Q3 21: 7,099,952 SF

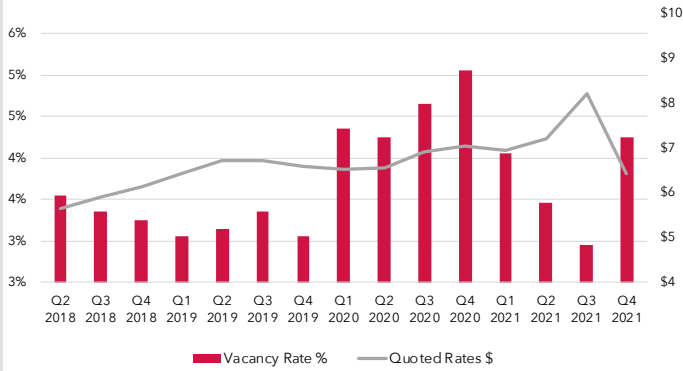


OVERALL ASKING LEASE RATES (NNN)

Q4 21: \$6.42
Q3 21: \$8.20

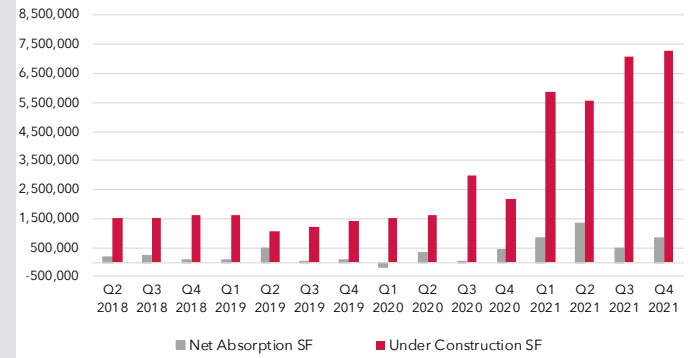
VACANCY & RENTAL RATE

Q2 2018 - Q4 2021



ABSORPTION & UNDER CONSTRUCTION

Q2 2018 - Q4 2021



NOTABLE SALES *portfolio sale



41 BUSCH DRIVE *
396,000 SF
\$52.5M | \$132.60 PSF
Buyer: LXP Industrial Trust
Seller: Panattoni Development Co



1000 EVENFLO DRIVE
371,338 SF
\$25.75M | \$69.34 PSF
Buyer: Lightstone Group
Seller: Centurion Investments, LLC



51 BUSCH DRIVE *
328,000 SF
\$59.52M | \$181.47 PSF
Buyer: LXP Industrial Trust
Seller: Panattoni Development Co

NOTABLE LEASES



1250 CASSVILLE WHITE ROAD
1.1 MSF
Tenant: Amazon
Landlord: IDI Logistics



200 LOGISTIC PARKWAY NE
973,218 SF
Tenant: Undisclosed tenant
Landlord: Broadstone Net lease



3100 NEW MCEVER RD NW
176,463 SF
Tenant: U.S. AutoForce
Landlord: AXA Investment Managers

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