



# ATLANTA **INDUSTRIAL** MARKET REPORT

Year-end activity decelerates, but overall fundamentals remain positive.



# WHAT'S HAPPENING

Overall activity in Atlanta's industrial market decelerated in the fourth quarter, as over 9 MSF of new industrial space, largely uncommitted, delivered to the market and placed upward pressure on vacancy. Despite this, leasing volume remained relatively stable from Q3 to Q4, a positive sign of continued tenant engagement in the Atlanta market.

Furthermore, development activity ended 2023 with 19 MSF under construction, with less than 3 MSF breaking ground in each quarter of the first three quarters of 2023. However, at the end of Q4, Atlanta's industrial market saw a modest upturn, with 4.6 MSF of new industrial product breaking ground.



**138,481**  
Q4 NET ABSORPTION  
Q3: 3.2 MSF



**7.0%**  
Q4 VACANCY RATE  
Q3: 6.0%



**19.5 MSF**  
Q4 UNDER CONSTRUCTION  
Q3: 24.6 MSF



**9.4 MSF**  
Q4 NEW SUPPLY DELIVERED  
Q3: 12.7 MSF



**\$8.37 PSF**  
Q4 AVG. ASKING RENT | YEAR  
Q3: \$8.51 PSF

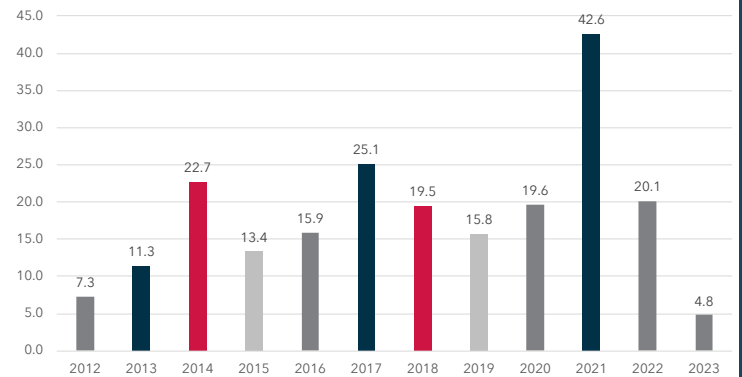


**\$99 PSF**  
Q4 AVG. SALES PRICE  
Q3: \$118 PSF

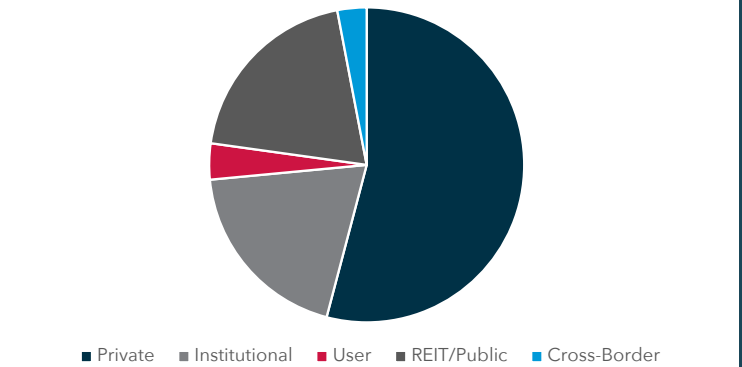


**\$2.8 Billion**  
ROLLING 12-MO SALES VOLUME  
Q3: \$3.6 Billion

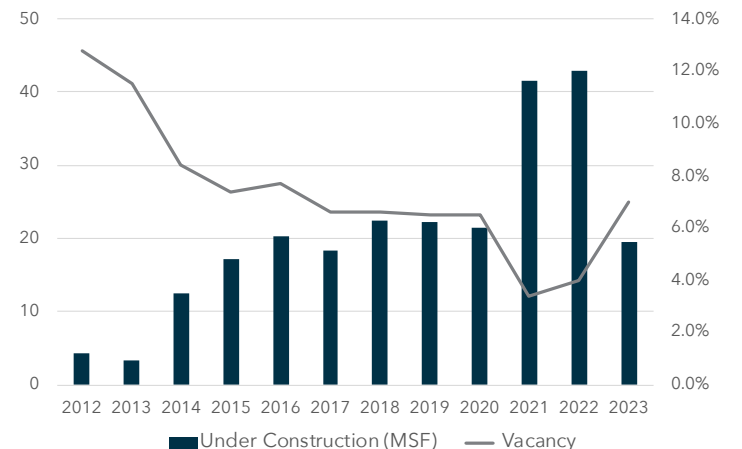
Q4 2023 | ABSORPTION (MSF)



Q4 2023 | BUYER COMPOSITION



Q4 2023 | VACANCY & UNDER CONSTRUCTION



# 2023 STATS

## TOP SALES



**CASS-WHITE LOGISTICS PARK 100,200,300\***  
WHITE, GA 30184

SUBMARKET	Northwest
BUYER	Kohlberg Kravis Roberts & Co.
SELLER	Reliant RE Partners
SIZE (SF)	1,215,146
SALE PRICE	\$116,150,000 (\$95.59 PSF)



**BRASELTON CIRCUIT BUS CTR 100,200,300\***  
BRASELTON, GA 30517

SUBMARKET	Northeast
BUYER	GLP Capital Partners
SELLER	Taylor & Mathis Inc.
SIZE (SF)	839,674
SALE PRICE	\$85,164,866 (\$101.00 PSF)



**GROVE 75 LOGISTICS CENTER**  
CALHOUN, GA 30701

SUBMARKET	Northwest
BUYER	FHR Capital LLC
SELLER	Seefried Properties Inc.
SIZE (SF)	738,720
SALE PRICE	\$47,114,000 (\$146.03 PSF)



**AERO LOGISTICS AT 285**  
ATLANTA, GA 30354

SUBMARKET	South Atlanta
BUYER	ARKA Properties Group
SELLER	Grind Capital Group
SIZE (SF)	171,200
SALE PRICE	\$25,000,000 (\$146.03 PSF)

\* Portfolio sale

## TOP LEASES



**130 DISTRIBUTION DR**  
MCDONOUGH, GA 30252

SUBMARKET	South Atlanta
TENANT	Wayfair
SIZE (SF)	846,496
LEASE TYPE	Renewal



**HARTMAN BUSINESS CENTER**  
AUSTELL, GA 30168

SUBMARKET	I-20 W   Fulton Ind.
TENANT	Czarnowski Display Service
SIZE (SF)	569,674
LEASE TYPE	Renewal



**SOUTHPARK**  
ELLENWOOD, GA 30294

SUBMARKET	South Atlanta
TENANT	GXO Warehouse Co.
SIZE (SF)	498,258
LEASE TYPE	Renewal



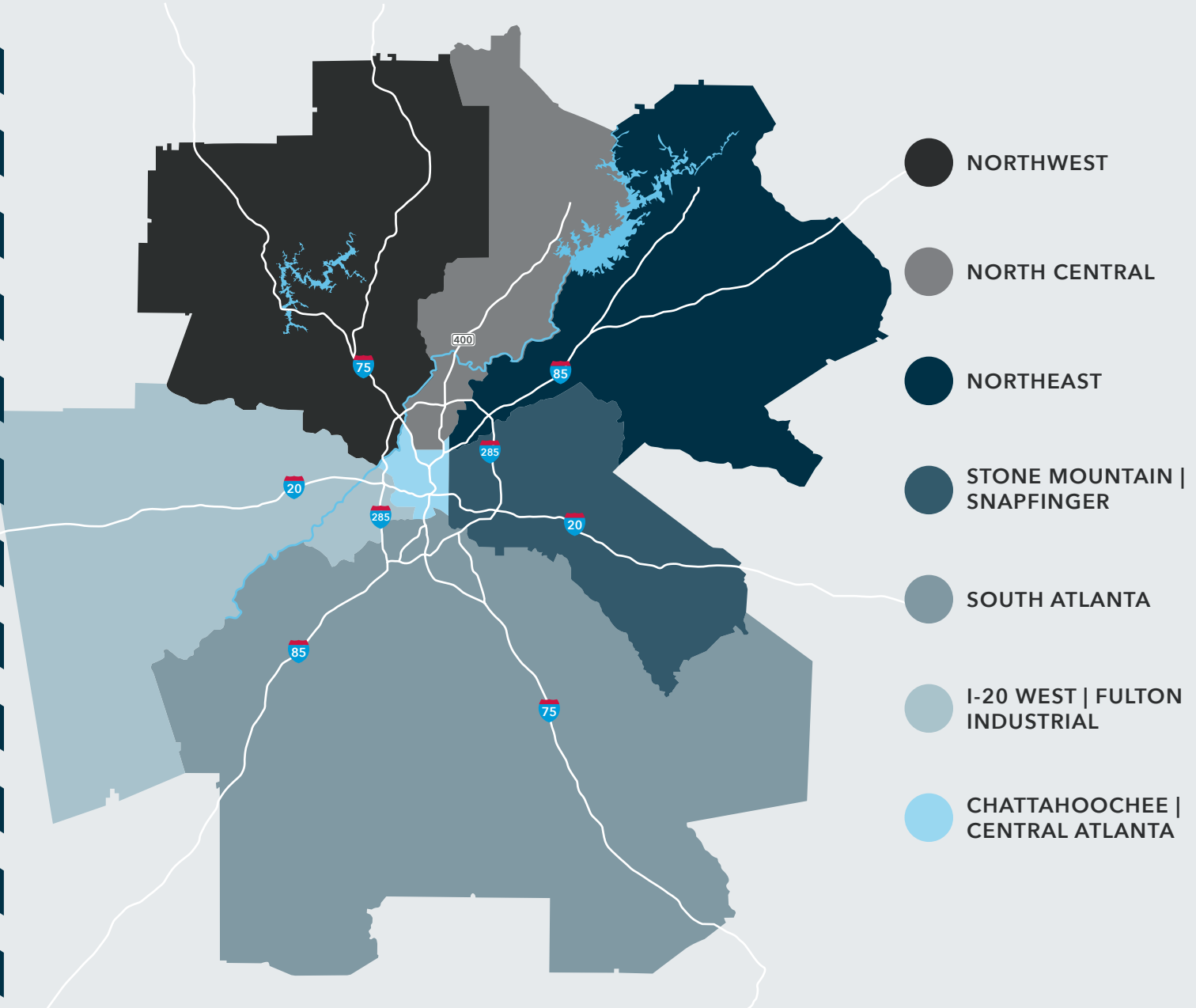
**GILLEM LOGISTICS CENTER**  
FOREST PARK, GA 30297

SUBMARKET	South Atlanta
TENANT	Yita, LLC
SIZE (SF)	472,767
LEASE TYPE	New Lease

## TOP UNDER CONSTRUCTION

PROJECT NAME	LOCATION	BUILDING SIZE (SF)	SUBMARKET	DELIVERY
Project Archer	Richard Petty Blvd	1,392,166	South Atlanta	Q1 - 2024
PNK Park Southern Gateway at Lambert Farms	1305 Hwy 42 S	1,219,826	South Atlanta	Q3 - 2024
The Cubes Bridgeport - Bldg. D	Bridgeport Blvd	1,201,200	South Atlanta	Q1 - 2024
Jackson 85 North Business Park - Bldg. 2	352 Raco Pkwy	1,017,900	Northeast Atlanta	Q1 - 2024
Gravel Springs Logistics Center	2630 Gravel Springs Rd	1,001,424	Northeast Atlanta	Q3 - 2024
Commerce Logistics Center - Bldg. 1	159 Commerce Logistics Dr	937,440	Northeast Atlanta	Q1 - 2024
Lidl Regional Distribution Center	3301 Iris Dr	925,000	Stone Mountain   Snapfinger	Q1 - 2024
River Park - Bldg. 10	Logistics Pkwy	825,000	South Atlanta	Q4 - 2024

INDUSTRIAL SUBMARKETS	TOTAL INVENTORY (SF)	TOTAL VACANT (SF)	VACANCY RATE	12 MONTH NET ABSORPTION (SF)	UNDER CONSTRUCTION (SF)	YTD DELIVERIES (SF)	AVG. ASKING RENT / YEAR (PSF)
1 Northwest	94,653,800	10,970,886	11.6%	1,271,228	991,415	10,310,628	\$10.27
2 North Central	29,961,468	1,215,608	4.1%	258,430	-	340,276	\$15.26
3 Northeast	232,901,482	14,324,163	6.1%	2,191,028	7,185,345	8,803,490	\$8.50
4 Stn. Mountain   Snapfinger	84,200,304	5,296,125	6.7%	-901,509	1,425,000	1,938,301	\$8.34
5 South Atlanta	236,103,188	16,064,018	6.8%	2,396,547	8,291,954	8,964,670	\$6.65
6 I-20 West   Fulton Ind.	123,983,953	8,431,923	6.8%	167,899	1,589,600	5,175,834	\$6.61
7 Chattahoochee   Central Atl.	29,303,732	2,016,342	6.8%	-603,579	-	-	\$14.17
<b>TOTAL</b>	<b>831,107,927</b>	<b>58,319,065</b>	<b>7.0%</b>	<b>4,780,044</b>	<b>19,483,314</b>	<b>35,533,199</b>	<b>\$8.37</b>



The information and details contained herein have been obtained from third-party sources believed to be reliable; however, Lee & Associates Atlanta has not independently verified its accuracy. Lee & Associates Atlanta makes no representations, guarantees, or express or implied warranties of any kind regarding the accuracy or completeness of the information and details provided herein, including but not limited to the implied warranty of suitability and fitness for a particular purpose.

Interested parties should perform their own due diligence regarding the accuracy of the information. The information provided herein, including any sale or lease terms, is being provided subject to errors, omissions, changes of price or conditions, prior sale or lease, and withdrawal without notice. Third-party data sources: CoStar Group, Inc., Real Capital Analytics, and Georgia State Economic Forecasting Center. The Lee & Associates Atlanta Industrial Market Report compiles market data by using a third-party database for the proprietary analysis of building sizes of 15,000 SF and larger in the Atlanta Metropolitan Area. © Copyright 2023 Lee & Associates Atlanta. All rights reserved.

Report analysis by: Daniel Wagner, Chief Data Officer | Kate Hunt, Senior Research Analyst | Lucas Carvalho, Research Analyst  
 Report created by: Bentley Rysedorph, Senior Graphic Designer | Hannah Johnson, Senior Marketing Coordinator



**LEE & ASSOCIATES - ATLANTA**

3500 Lenox Road, Suite 1600 | Atlanta, GA 30326  
 404.442.2810 | lee-associates.com/atlanta