



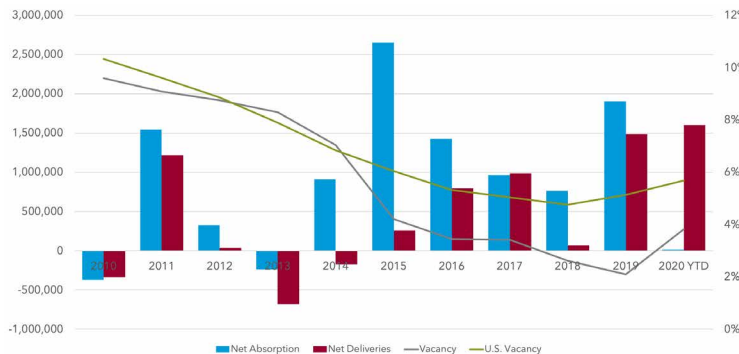
INDUSTRIAL MARKET OVERVIEW

RYAN LAWLER, Senior Director

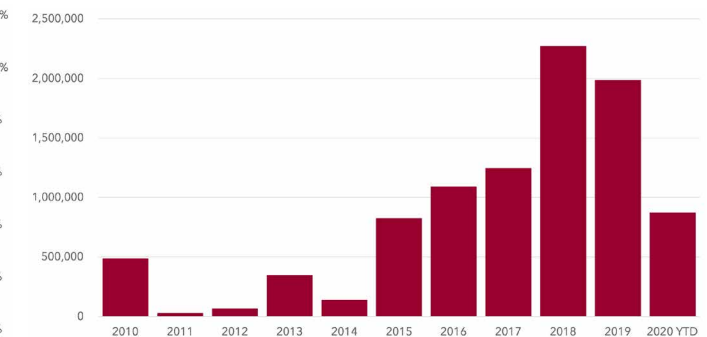
Pushing through the uncertainty, the Triangle's industrial market continues to see strong demand and growth. Lack of inventory of efficient industrial space or well-appointed flex has put a strain on Tenants in the market who must make relocation decisions either due to lease expirations, expansion, or contractions. Although we see a "mixed bag" of Tenant health, some sectors such as medical devices/lab, the home building industry and logistic companies continue to grow and preform. The "Open for Business" attitude of the Triangle has carried industrial throughout this year and has proven to be a bastion for out of state businesses and investors alike. With vacancy rates hovering around the 3-4% range, we still feel that this is a Landlord's market for industrial product.

MARKET INDICATORS	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
▲ Net Absorption	723,424 SF	350,097 SF	1,248,015 SF	1,904,159 SF	1,165,296 SF
▲ Vacancy Rate	3.9%	3.4%	3.1%	2.1%	1.8%
▲ Avg NNN Asking Rate	\$8.48 PSF	\$8.43 PSF	\$8.37 PSF	\$8.30 PSF	\$8.23 PSF
▼ Under Construction	873,604 SF	1,754,306 SF	1,870,306 SF	1,987,909 SF	2,862,988 SF
▲ Inventory	90,320,080 SF	89,311,178 SF	89,161,178 SF	88,718,075 SF	87,668,075 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
900 Aviation Pkwy Morrisville, NC	576,000 SF	\$42,800,000.00 \$74.31 PSF	TPG Global LLC Ares Real Estate Mgmt Holdings	Class B
115 Legacy Crest Ct Zebulon, NC	74,750 SF	\$3,250,000.00 \$43.48 PSF	Diehl Properties LLC Old Battleground Properties, Inc.	Class B
810 Center St Apex, NC	35,000 SF	\$2,725,000.00 \$77.86 PSF	Orr Brothers Ventures LLC Parksite, Inc.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
325 Spectrum Dr Knightdale, NC	103,920 SF	Trinity Capital Advisors	Highland Construction & Restoration	Construction
2728 Capital Blvd Raleigh, NC	36,433 SF	Sharp Vue Capital	-	-
910 Center St Apex, NC	35,000 SF	Orr Brothers Ventures	Orr Brothers	Professional, Scientific and Technical Services



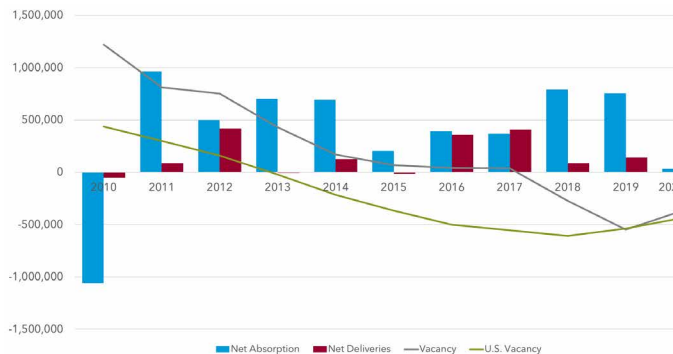
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RYAN LAWLER, Senior Director

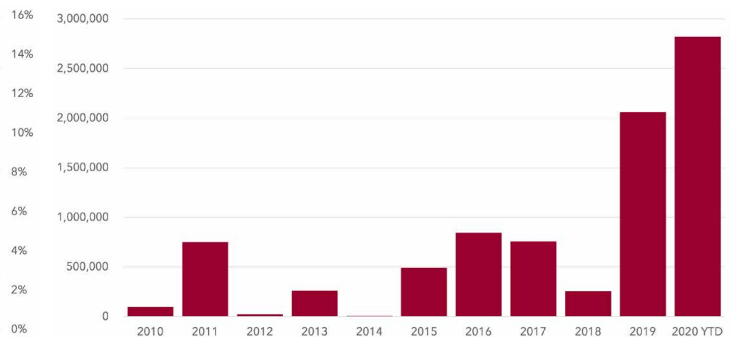
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MARKET INDICATORS	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
▼ Net Absorption	540,578 SF	691,904 SF	763,132 SF	753,312 SF	1,280,335 SF
▼ Vacancy Rate	5.0%	5.1%	4.9%	5.1%	5.2%
▲ Avg NNN Asking Rate	\$8.18 PSF	\$8.15 PSF	\$8.09 PSF	\$8.02 PSF	\$7.93 PSF
▲ Under Construction	2,821,133 SF	2,650,643 SF	2,637,202 SF	2,059,190 SF	348,029 SF
◀▶ Inventory	43,075,077 SF	43,075,077 SF	42,609,487 SF	42,592,687 SF	42,577,048 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2101 Tobacco Rd Durham, NC	40,000 SF	\$2,040,000.00 \$51.00 PSF	Ripstopby the Roll LLC Urban Commercial Properties	Class B
915 Junction Rd Durham, NC	10,200 SF	-	Redsun Inc Charles Ferrell/Christopher Snipes	Class B
2122 Camden Ave Durham, NC	5,587 SF	\$550,000.00 \$98.44 PSF	- Alec Natt	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2 Freedom Ct Durham, NC	31,868 SF	The Blackstone Group	Central States Industrial Equip & Svc	Manufacturing
1722 E 11th St Siler City, NC	22,500 SF	Schwarz Properties	NR	NR
3501 Tri-Center Blvd Durham, NC	7,925 SF	Scannell Properties	NR	NR

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