



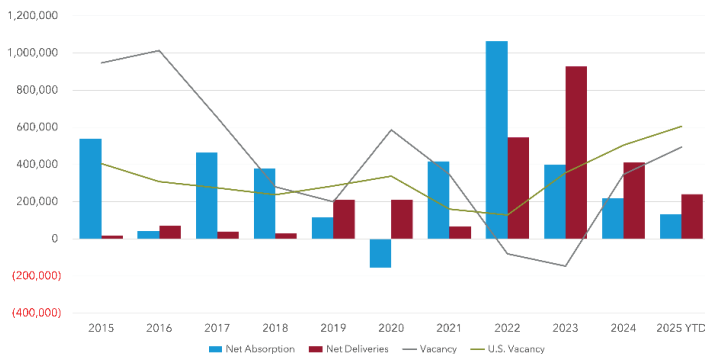
INDUSTRIAL MARKET OVERVIEW

SANDY THORPE, *Managing Director*

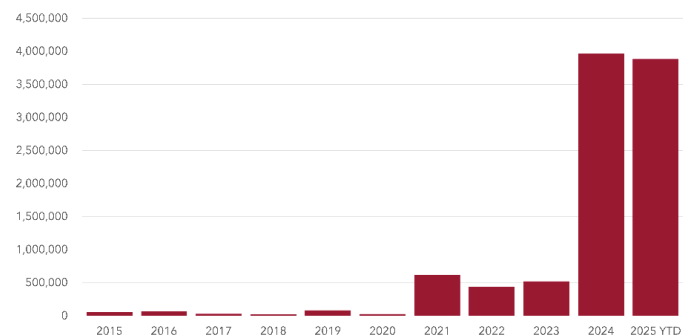
Wilmington's industrial market posted -125,214 SF of net absorption in Q3 2025, reflecting a pause in demand following earlier expansion. Vacancy settled at 6.7%, and average asking rents held firm at \$7.98 PSF. Sale prices climbed to \$85 PSF, while cap rates compressed slightly to 8.13%, underscoring resilient investor interest. Construction activity remained elevated at 3.88 million SF, with total inventory reaching 19.6 million SF. Despite muted short-term absorption, the market continues to attract long-term investment and development activity under the revised geographic boundaries.

MARKET INDICATORS	Q3 2025	Q2 2025	Q1 2025	Q4 2024	Q3 2024
▼ 12 Mo. Net Absorption SF	(125,214)	(21,723)	(131,151)	(217,434)	(338,176)
▲ Vacancy Rate	6.67%	6.60%	6.80%	6.20%	4.50%
▼ Avg NNN Asking Rate PSF	\$7.98	\$8.07	\$7.97	\$7.97	\$8.78
▲ Sale Price PSF	\$85.00	\$84.00	\$78.00	\$77.00	\$75.00
▼ Cap Rate	8.13%	8.17%	8.43%	8.45%	8.49%
▲ Under Construction SF	3,882,887	3,730,000	3,830,081	3,970,781	1,084,511
▲ Inventory SF	19,568,500	19,523,634	19,423,553	19,282,853	18,939,123

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1601 Seaside Road SW Ocean Isle Beach, NC	13,420 SF	\$1,250,000 \$93.15 PSF	K & M Meredith LLC Undisclosed	Class B
7207 Ogden Business Lane Wilmington, NC	16,546 SF	\$3,500,000 \$211.53 PSF	Lifepoint Church Private Seller	Class C
2105 Capital Drive Wilmington, NC	2,393 SF	\$475,000 \$198.50 PSF	Undisclosed Undisclosed	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1335 Cedar Hill Road Navassa, NC	31,055 SF	Cedar Hill I LLC	Undisclosed	Undisclosed
2045 Corporate Drive S Wilmington, NC	15,312 SF	Lee Coastal Chemical	Performance Auto Specialist	Services
2820 US Highway 421 N Wilmington, NC	15,000 SF	Piedmont Developers LLC	Undisclosed	Undisclosed