



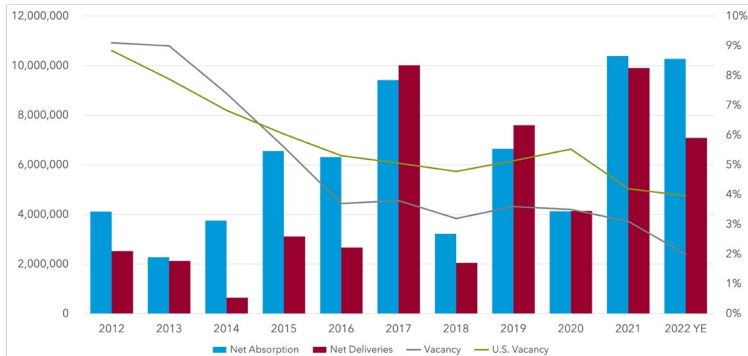
INDUSTRIAL MARKET OVERVIEW

JIM RODRIGUES, SIOR, *President*

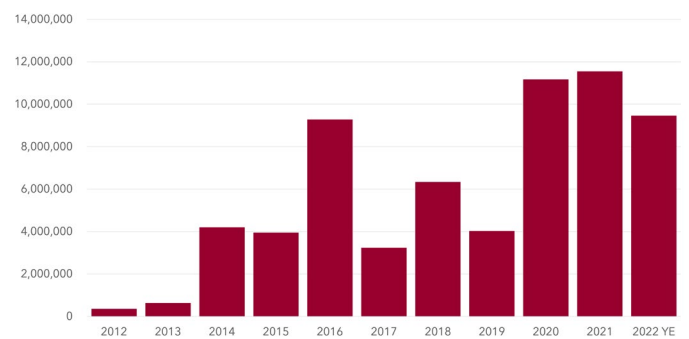
Robust industrial growth and expansion in Nashville resulted in year-end vacancy of 2.0% and 2022 net absorption of more than 10.2 million SF. Fourth quarter tenant demand remained strong, as McNeilus Trucking (844,480 SF), Armstrong Transfer & Storage (107,500 SF) and WestRock (100,880 SF) completed new leases. There is approximately 9.5 million SF under construction and a limited number of large buildings coming online before the end of 2023. Despite the delivery of 7.1 million SF of new space in 2022, tightening supply fundamentals led to notable asking rent inflation of more than 13% year-over-year.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▲ 12 Mo. Net Absorption SF	10,273,158	9,485,802	10,355,318	8,108,225	10,393,539
▼ Vacancy Rate	2.0%	2.4%	3.4%	4.5%	3.1%
▲ Avg NNN Asking Rate PSF	\$7.36	\$7.01	\$6.75	\$6.67	\$6.70
▼ SF Under Construction	9,459,843	11,113,261	12,924,833	9,661,991	11,551,724
▲ Inventory SF	249,068,024	248,077,701	244,062,966	243,365,126	239,909,019

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
245 Couchville Industrial Boulevard Mount Juliet, TN	709,652 SF	\$55,700,000 \$78.49 PSF	Welcome Real Estate Services Westmount Realty Capital	Class A
7235-7241 Cockrill Bend Boulevard Nashville, TN	298,254 SF	\$33,000,000 \$110.64 PSF	TPG Global Lone Maple Investors	Class B
310 Great Circle Road Nashville, TN	107,000 SF	\$14,820,000 \$138.50 PSF	Lone Oak Nashville George Frederick Dettwiller II	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2120 Logistics Way Murfreesboro, TN	844,480 SF	Granite REIT Holdings	McNeilus Trucking	Manufacturing
200 Threet Industrial Road Smyrna, TN	107,500 SF	Hillwood	Armstrong Transfer & Storage	Moving, Storage & Logistics
7500 Eastgate Boulevard Mount Juliet, TN	100,880 SF	Prologis	WestRock	Manufacturing & Distribution

