



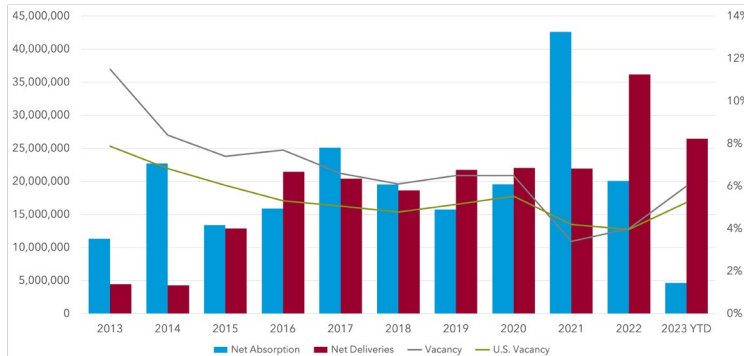
### INDUSTRIAL MARKET OVERVIEW

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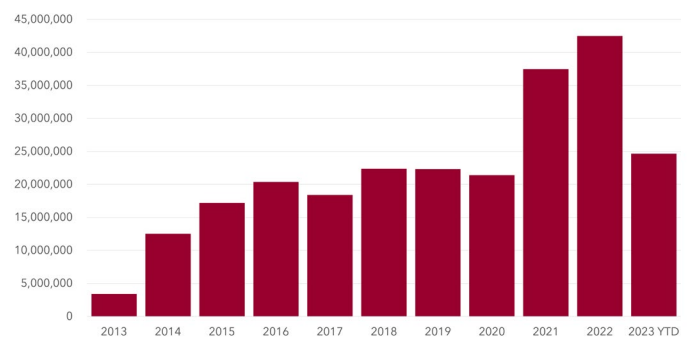
As expected, Atlanta's industrial market saw an uptick in vacancy in the third quarter as a record amount of inventory delivered. Still a healthy market, overall net absorption was back in the positive and surged in Q3 to 3.3 million SF. Overall leasing activity has dwindled quarter-over-quarter from record highs. However, sublease availability has begun to cool, rising only 8.9% since last quarter after rising 37% in the first half of the year. Industrial construction starts are down for the third quarter in a row, a sign that the development pipeline is rebalancing after two years of robust activity. This decline in groundbreakings will help ease supply pressures and allow Atlanta's industrial market to absorb pipeline completions.

MARKET INDICATORS	Q3 2023	Q2 2023	Q1 2023	Q4 2022	Q3 2022
▼ 12 Mo. Net Absorption SF	9,477,520	11,840,437	18,392,426	20,074,856	30,719,093
▲ Vacancy Rate	6.0%	5.1%	4.5%	4.0%	3.7%
▲ Avg NNN Asking Rate PSF	\$8.36	\$8.32	\$8.24	\$7.90	\$7.05
▼ SF Under Construction	24,649,378	36,225,608	33,690,764	42,488,685	44,038,314
▲ Inventory SF	823,097,931	808,883,501	803,675,642	794,460,904	785,752,196

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8095 McLarin Road Palmetto, GA	1,044,288 SF	\$72,400,000 \$69.33 PSF	FHR Capital LLC	Class B
2880 Gravel Springs Road, Bldgs 1 & 2 Buford, GA	970,450 SF	\$109,300,000 \$112.63 PSF	Sterling Investors	Class A
5000 Lanier Islands Parkway, Bldg 1* Buford, GA	815,563 SF	\$65,429,610 \$80.23 PSF	Blackstone, Inc.	Class A

\*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1181 Cass White Road White, GA	523,541 SF	Hines	Atkore International Holdings	Steel Shape Manufacturing
165 Greenwood Industrial Parkway McDonough, GA	485,091 SF Sublease	Big Lots	Dollar General	Retailer
6455 Best Friend Road Norcross, GA	452,600 SF	TPA Group	Toyota Southeast	Automobile Parts

