

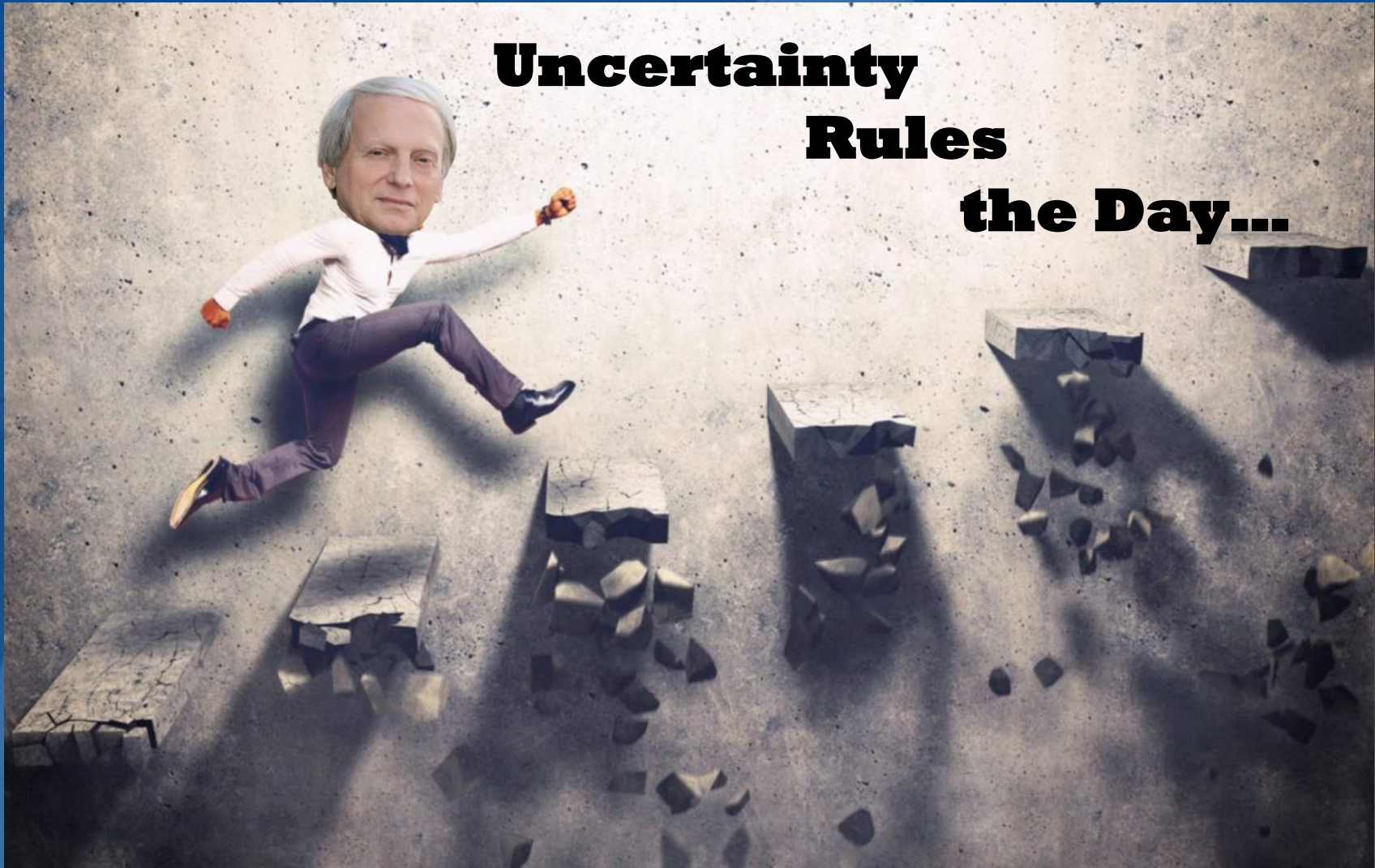


Presents:

Atlanta Industrial Market

Fourth Quarter 2022

The Atlanta Distribution Market



The Atlanta Industrial Market

➤ PinPointsm Technology

- Custom designed
- Inventory every quarter

10 Regions

(distribution & service)

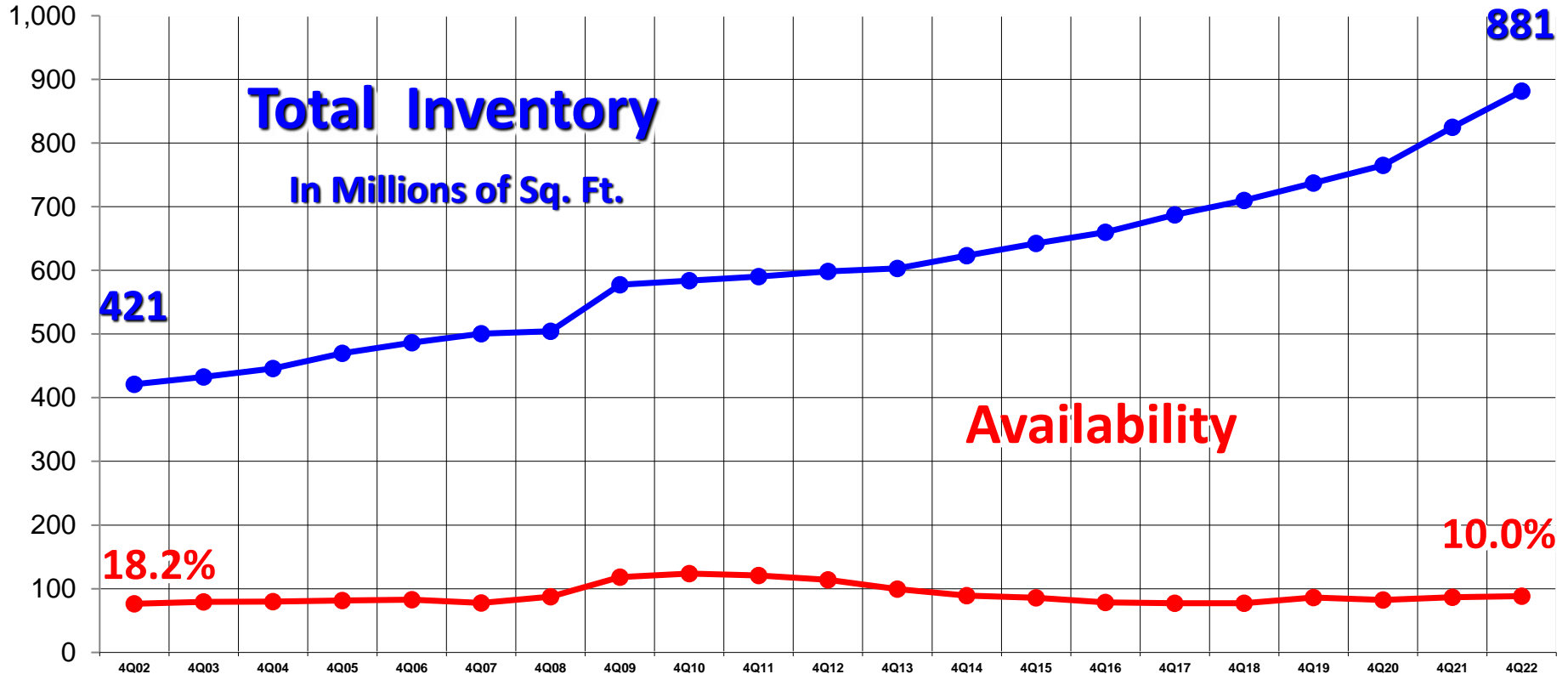
- 909 million sq. ft.
- 16,173 buildings
- 28,171 businesses



Source data compiled from PinPointsm, a proprietary database owned by King Industrial Realty, Inc. Every effort has been made to provide accurate information, but no liability is assumed for errors and omissions.

Distribution Inventory

2002-2022

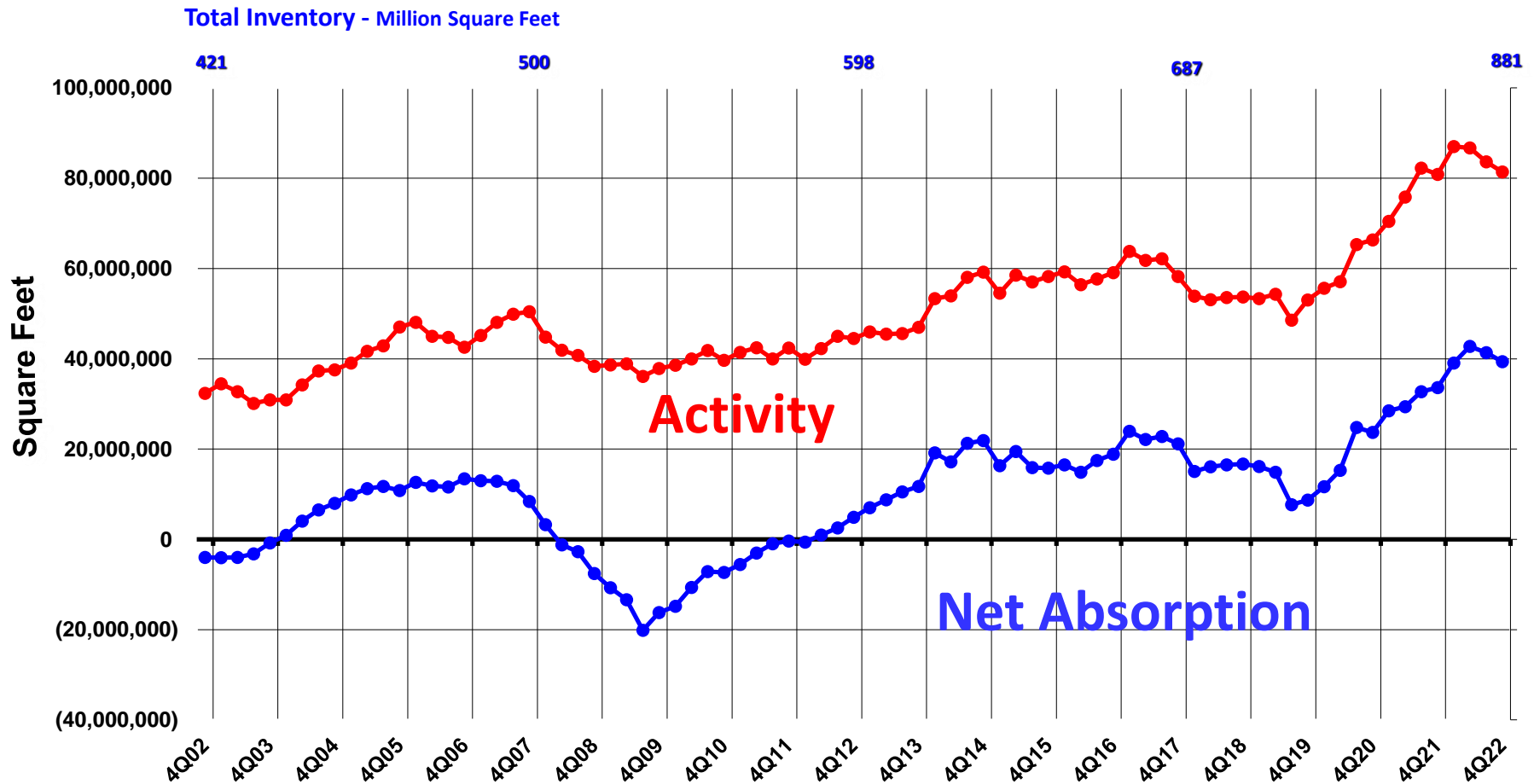


*

* Analysis expanded to include 8 additional counties.

Absorption & Activity

2002-2022

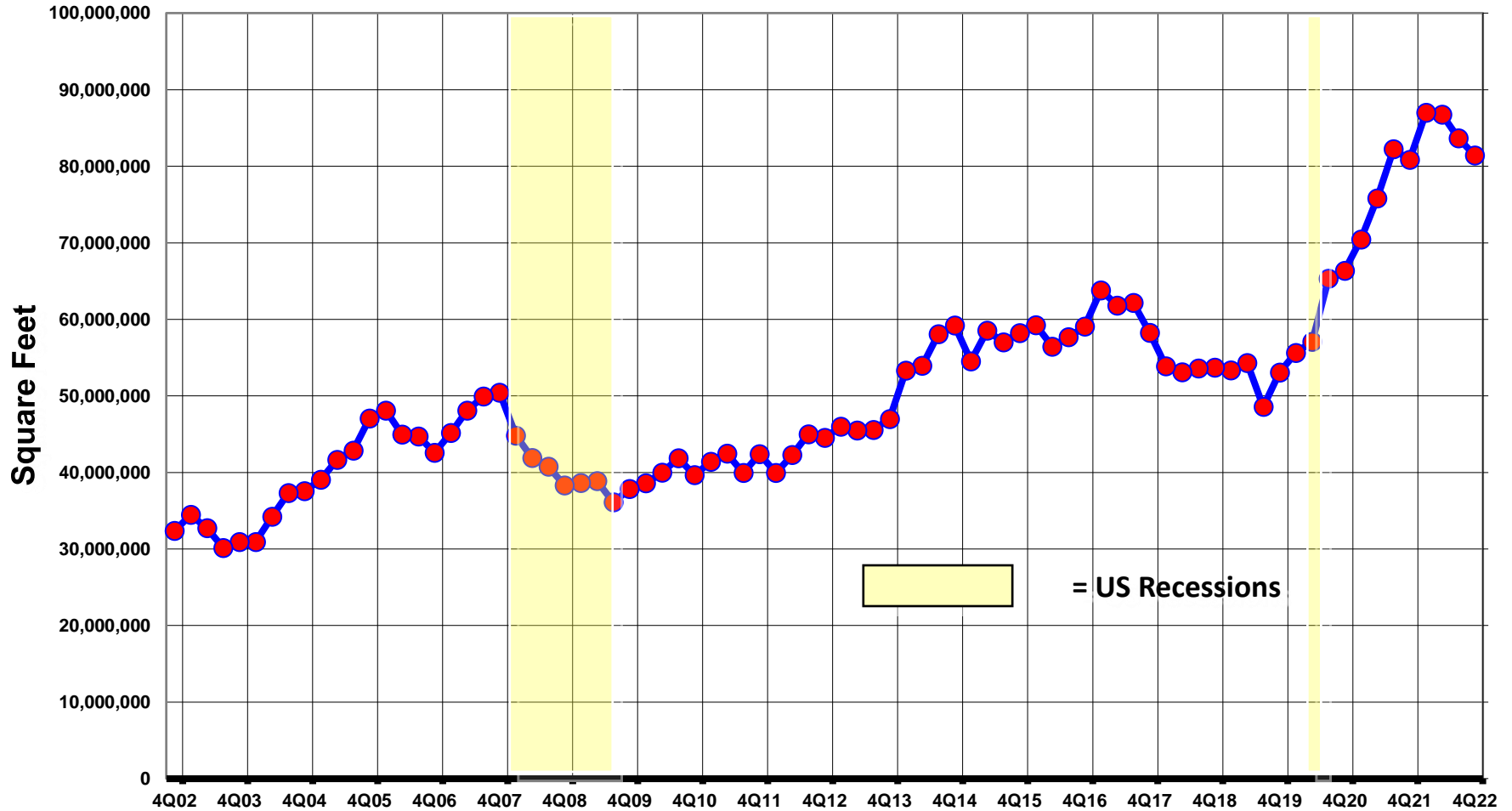


Numbers represent four rolling quarters.

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Activity

2002-2022

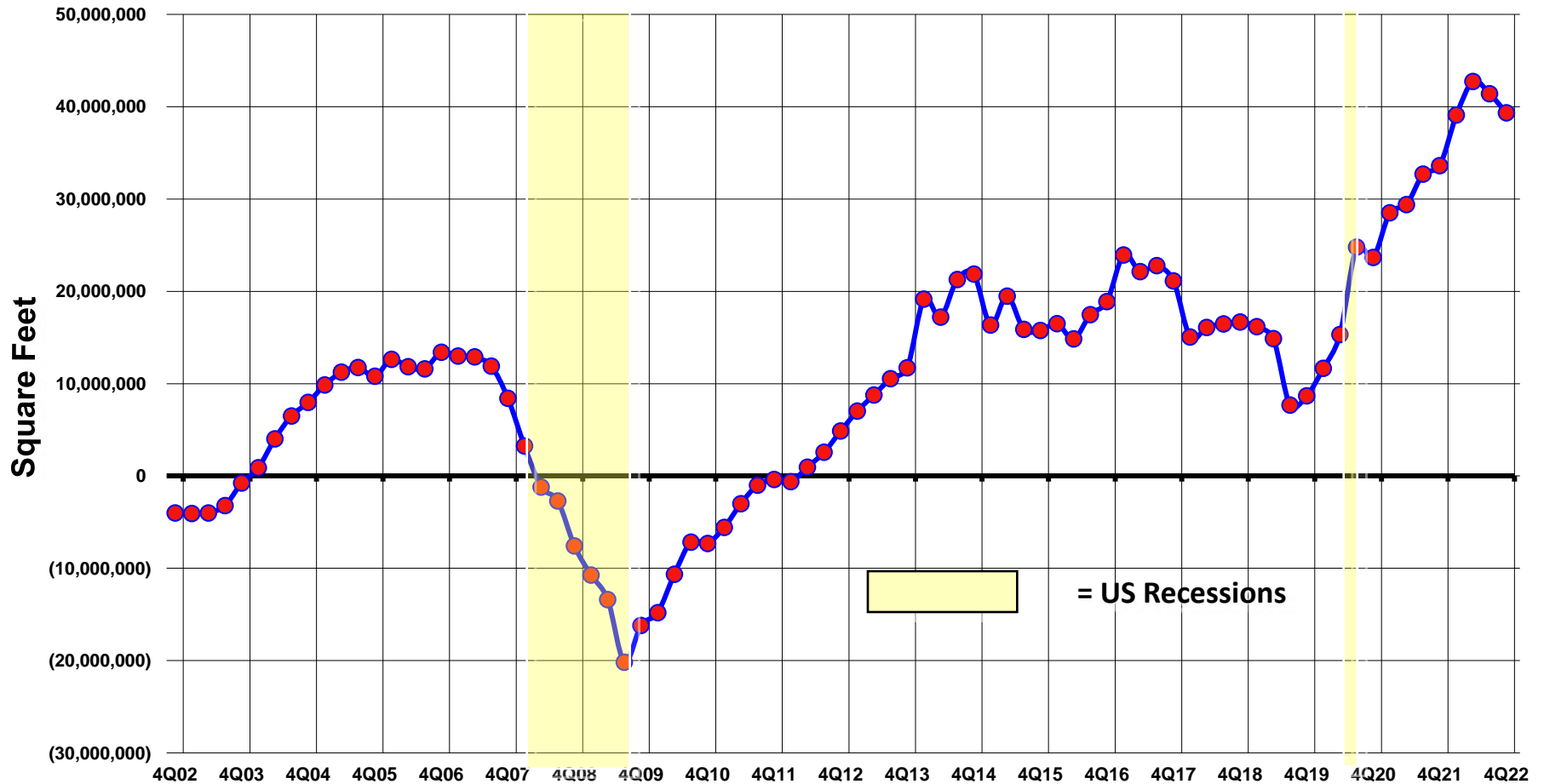


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Absorption

2002-2022



Numbers represent four rolling quarters.

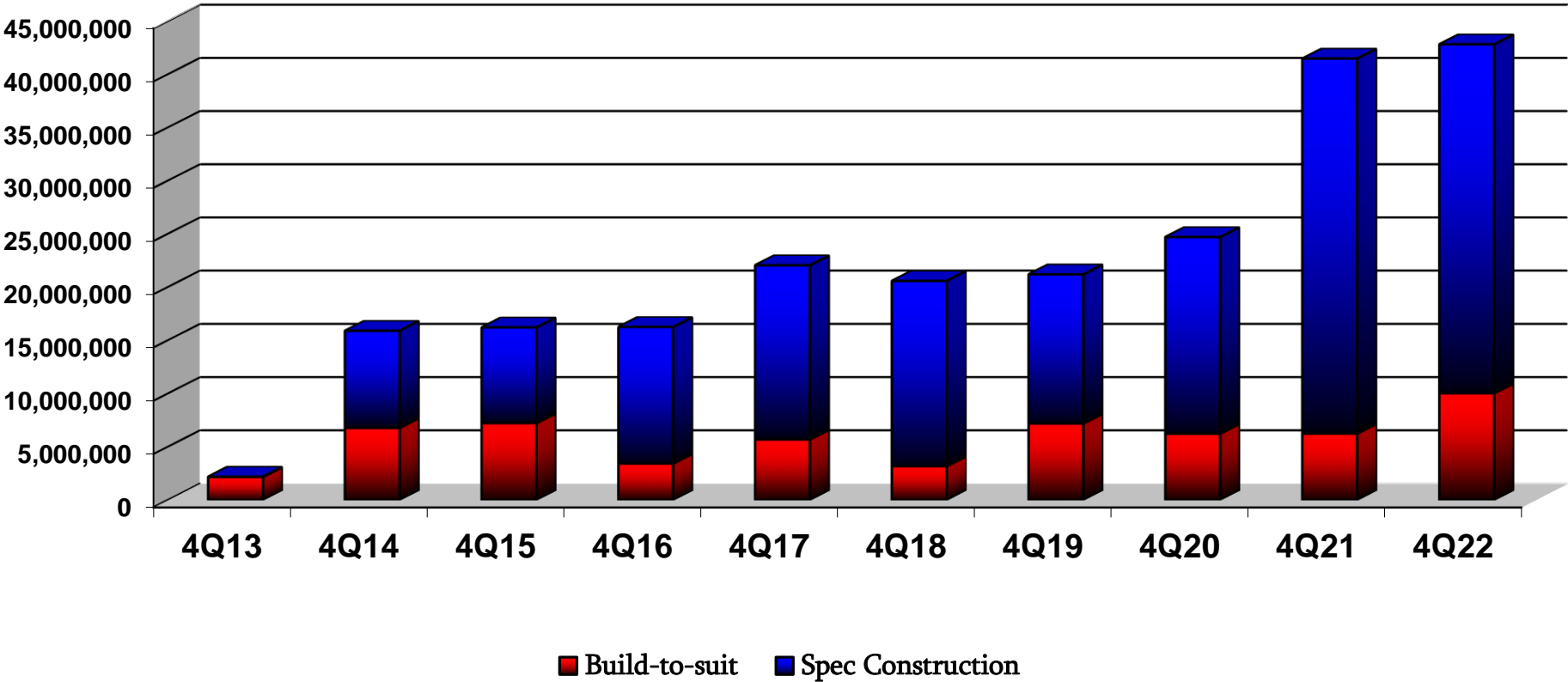
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New Construction

2013-2022



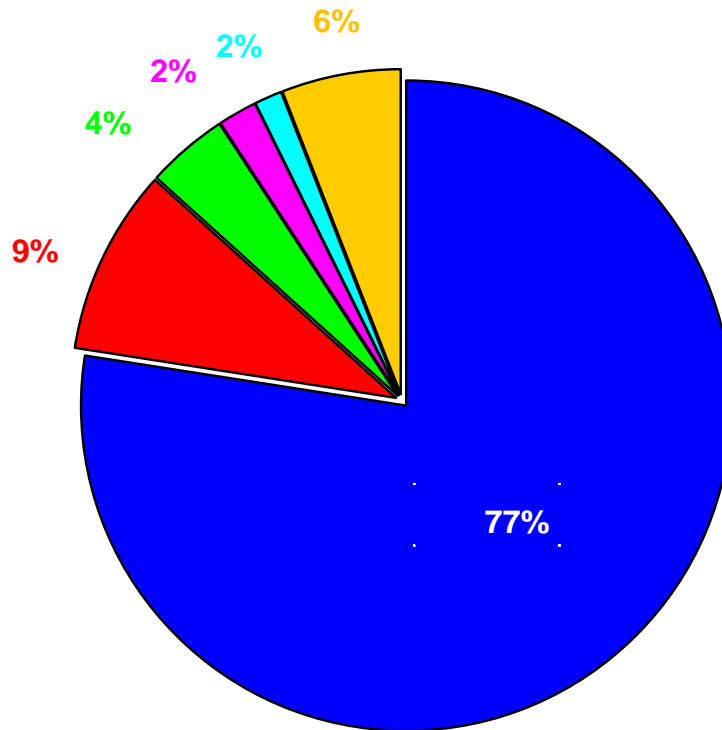
Square Feet



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Deals Completed

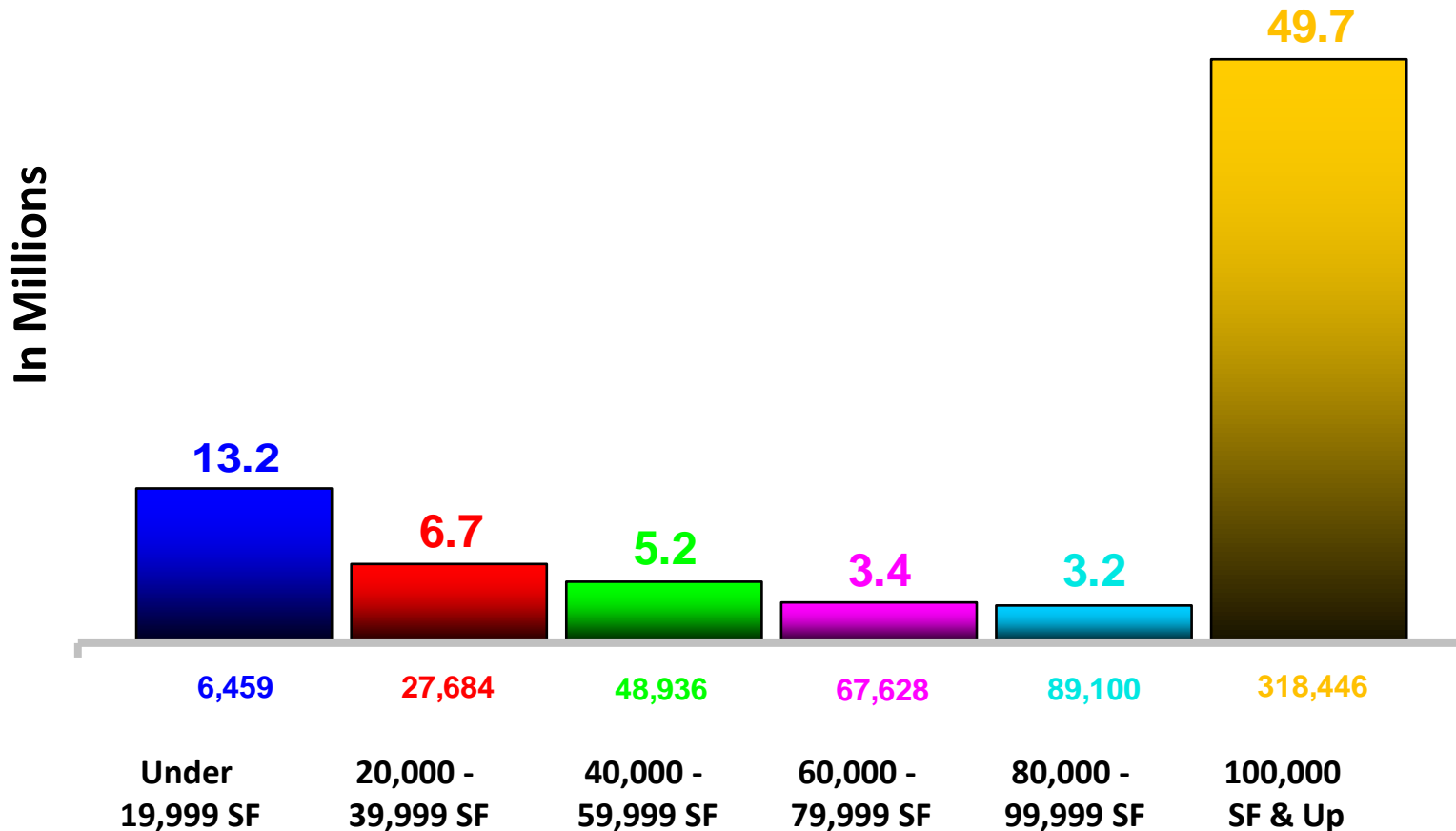


- Under 19,999 SF
2,038 Deals
- 20,000-39,999 SF
243 Deals
- 40,000-59,999 SF
107 Deals
- 60,000-79,999 SF
51 Deals
- 80,000-99,999 SF
36 Deals
- 100,000 & up
156 Deals

**TOTAL # of DEALS:
2,631**

Numbers represent four rolling quarters.

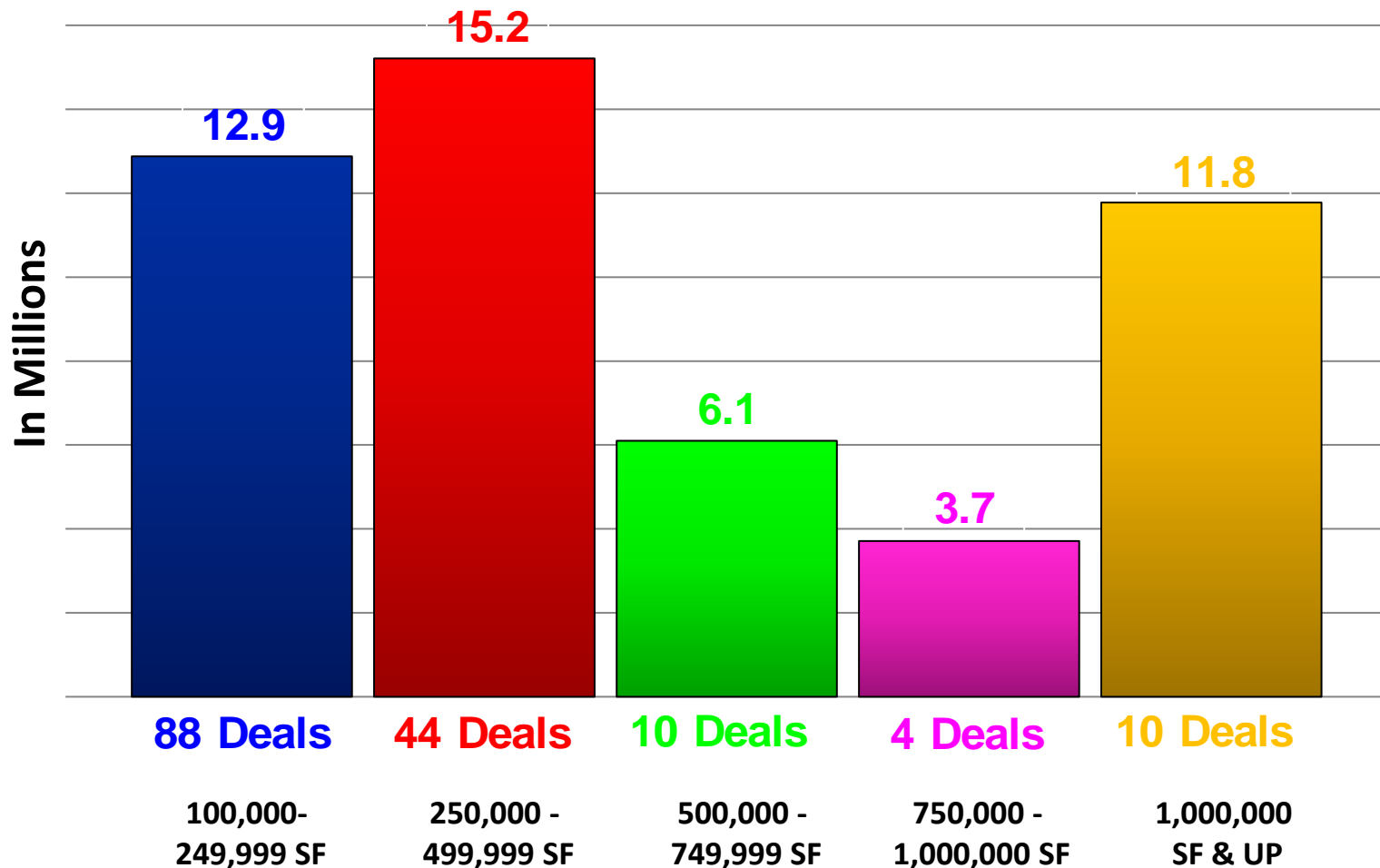
Square Feet Leased



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Square Feet Leased 100,000 +

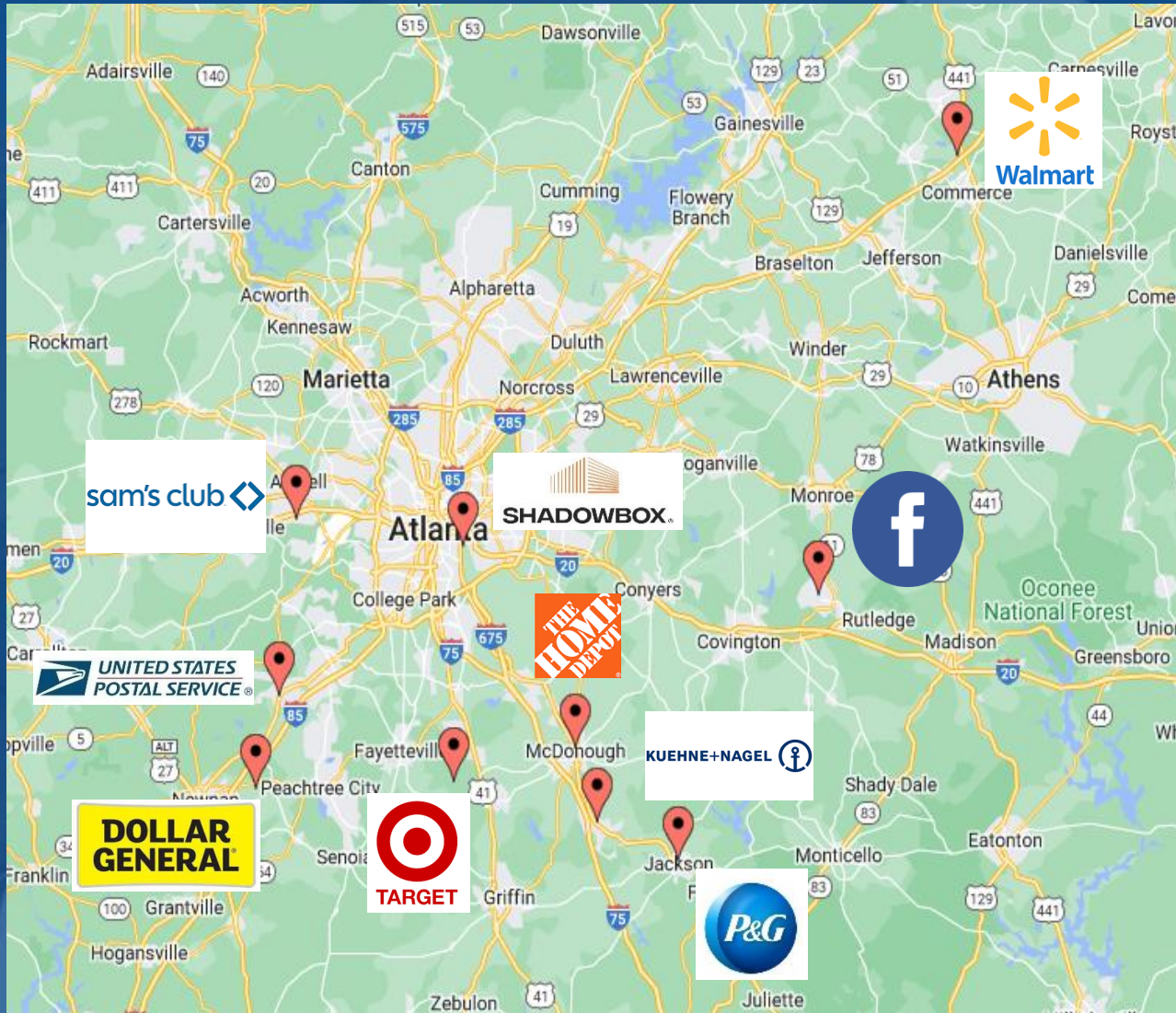


Numbers represent four rolling quarters.

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Largest Deals as of 4Q22

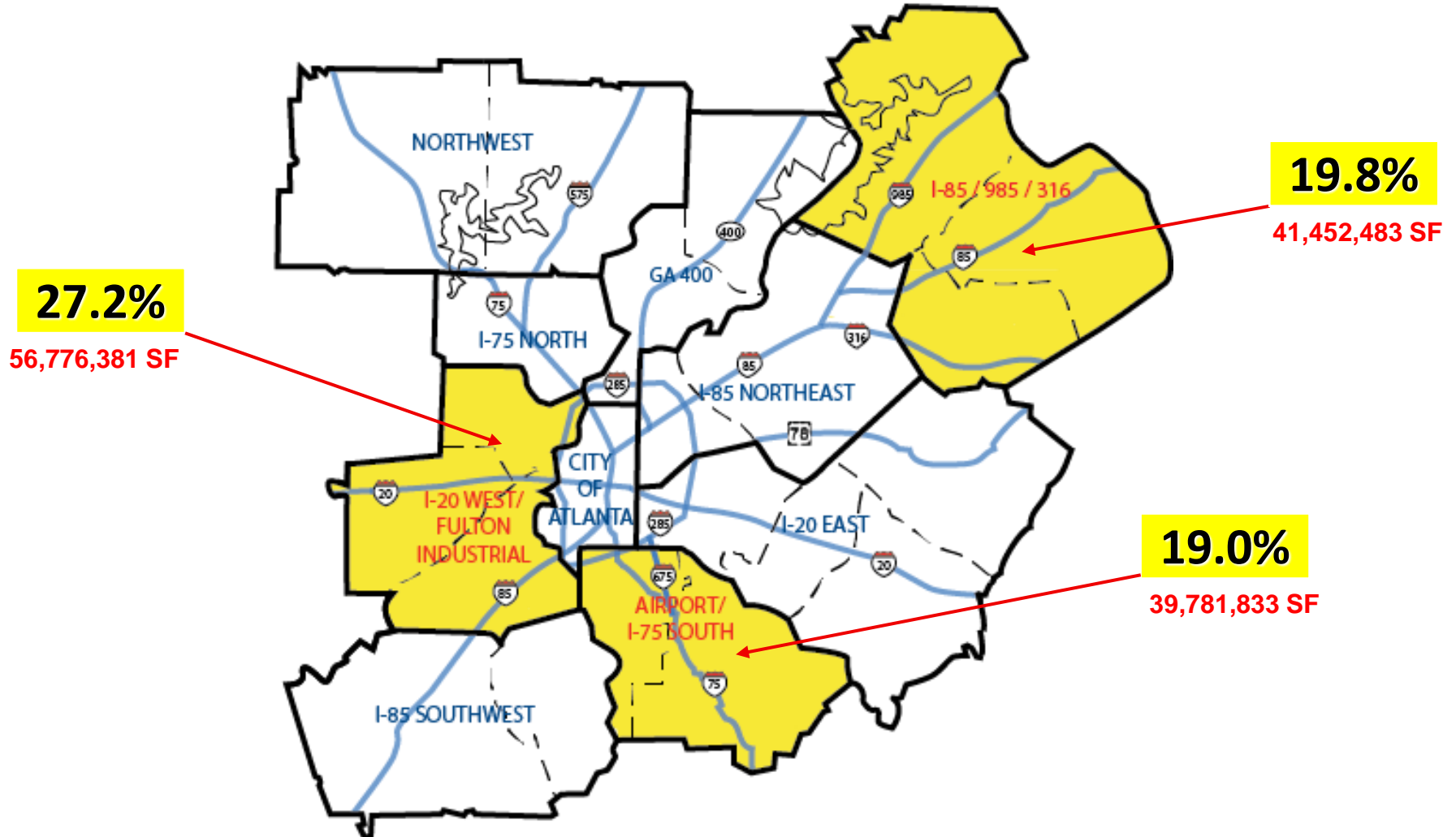
4 Rolling quarters



| Company | Sq. Ft. |
|-----------------------------|-----------|
| Wal-Mart | 1,550,000 |
| Facebook/Meta | 1,500,000 |
| Target | 1,300,000 |
| Shadowbox Studios | 1,200,000 |
| Sam's Club | 1,111,040 |
| Procter & Gamble | 1,100,000 |
| USPS | 1,008,000 |
| Kuehne + Nagel | 1,003,954 |
| Home Depot | 1,001,700 |
| Dollar General Distribution | 1,001,000 |

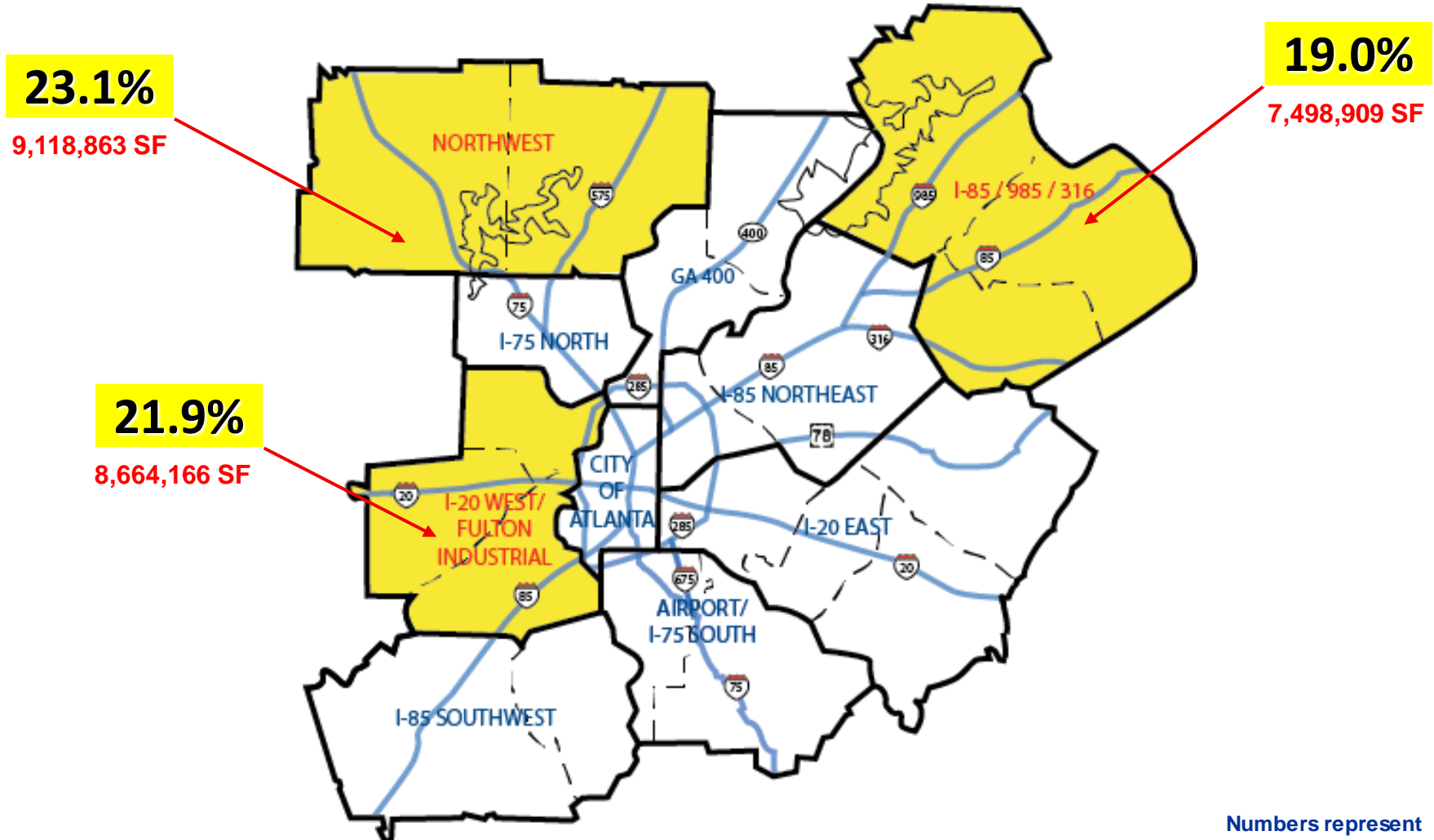
Distribution Hot Markets

2014-2022 Construction



Distribution Hot Markets

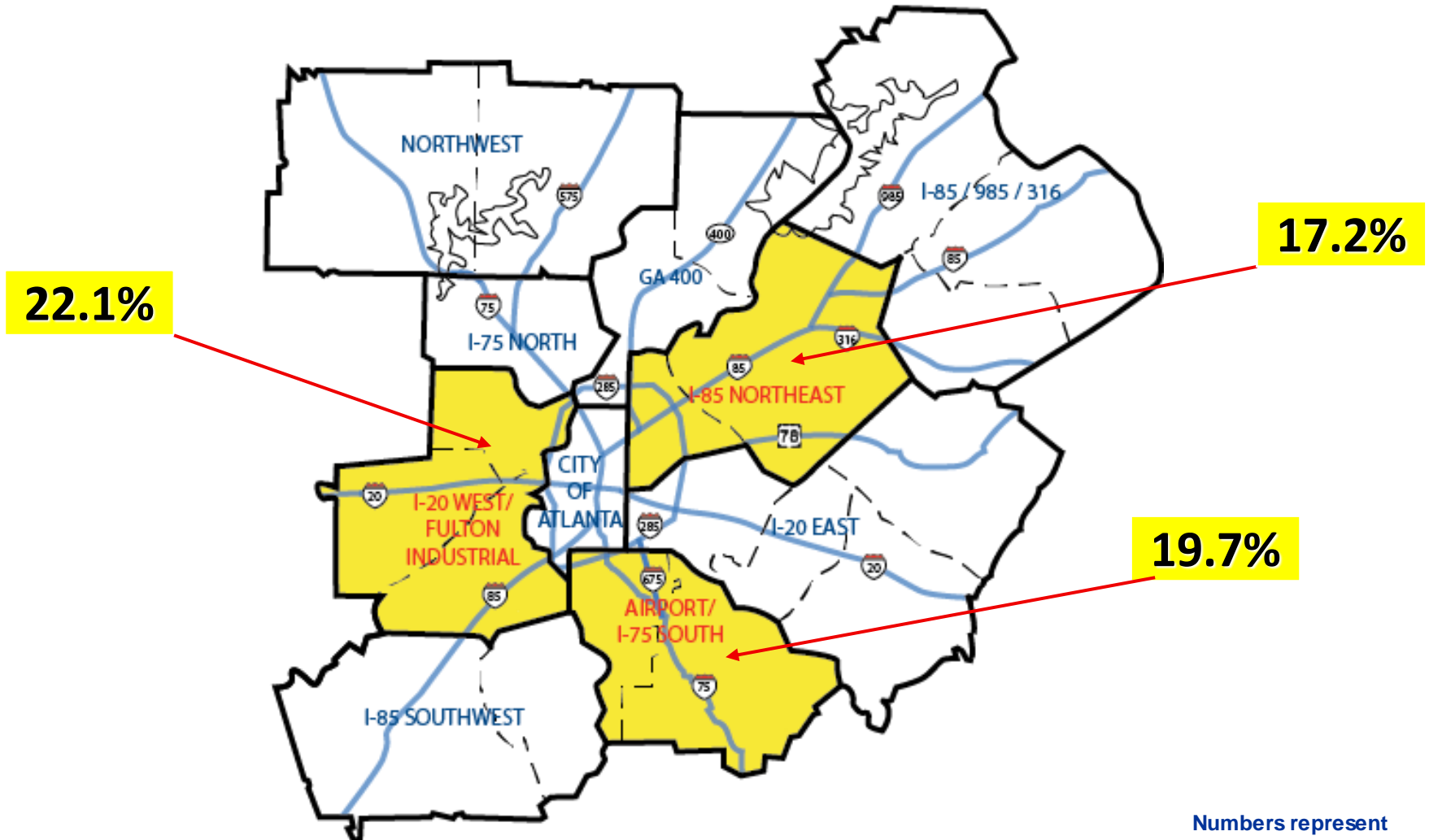
4 Rolling Quarters Construction



Numbers represent four rolling quarters as of 4Q 2022.

Distribution Hot Markets

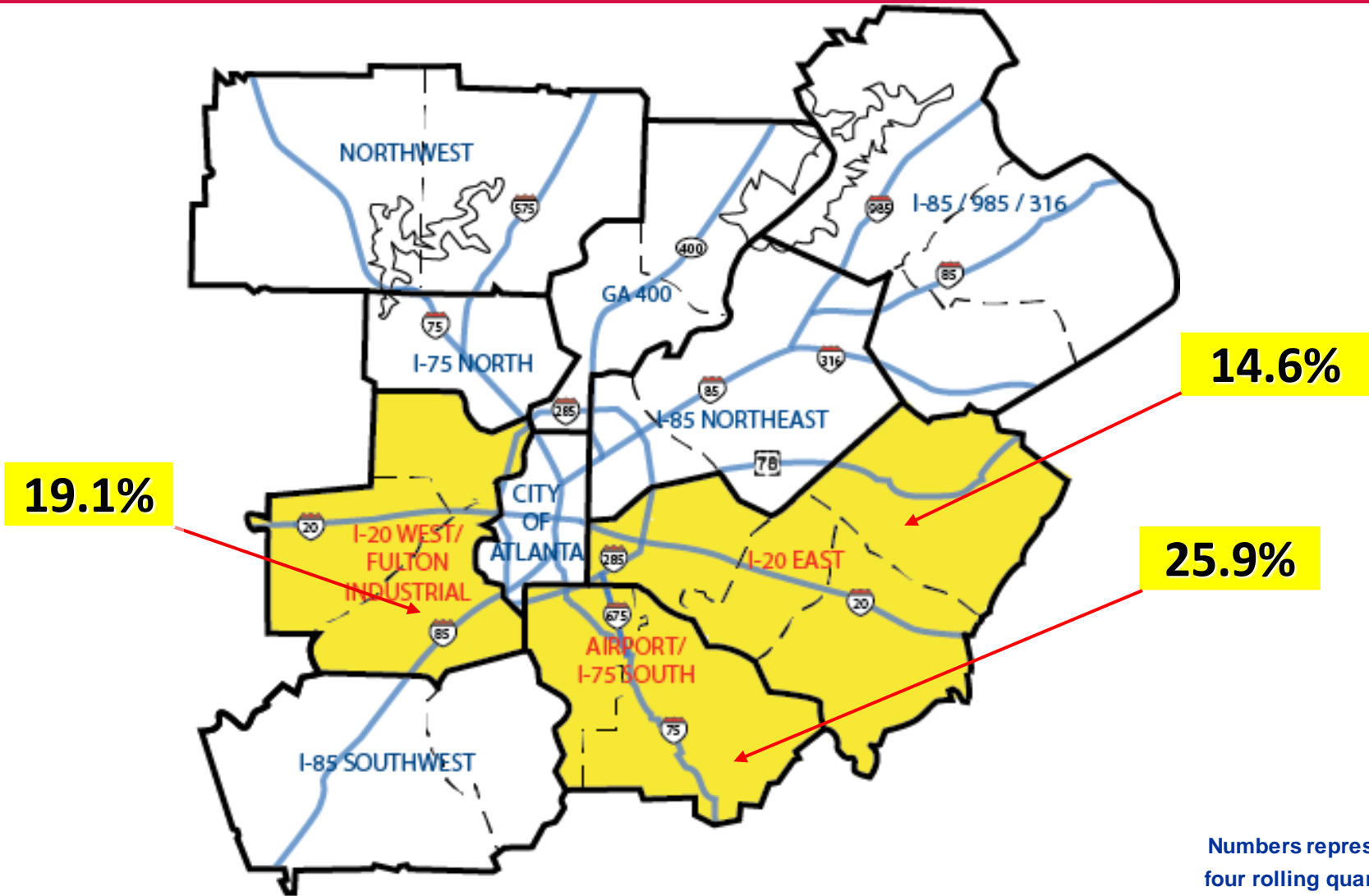
2022 Activity



Numbers represent four rolling quarters as of 4Q 2022.

Distribution Hot Markets

2022 Net Absorption



Numbers represent four rolling quarters as of 4Q 2022.

Conclusion

Uncertainty Rules the Day

- Activity for 4 rolling quarters was the fifth highest ever seen with 81.4 million sf
- Net absorption was the third highest ever seen for 4 rolling quarters with 39.3 million sf
- New construction was 7.2 million sf for 4Q22, with the 4 rolling quarters being the fourth highest with 42.8 million sf. 77% Spec, 23% BTS
- Availability rate rose 0.7% up to 10% - with 88.5 million sf of available space
- Over 209 million square feet of new construction over the last 8 years; availability rate dropped from 14.3% to 10.0% in the same time period
- Available sublease space rose from 5.9% to 8.0% this quarter
- US jobs created during the 4th quarter totaled 747,000 (261K Oct, 263K Nov & 223K Dec)
- Unemployment rates – Atlanta 2.7% ↓, Georgia 3.0% ↑, US 3.5% ↓
(% as of November for Atlanta, Georgia & the US from the Bureau of Labor Statistics)
- US Manufacturing index: 50.2 October, 49.0 November & 48.4 December (from Trading Economics)

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“Converting Market Knowledge to Client Advantage.”