



Presents:

Atlanta Industrial Market Overview

Third Quarter 2018

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The Atlanta Distribution Market



The Atlanta Industrial Market



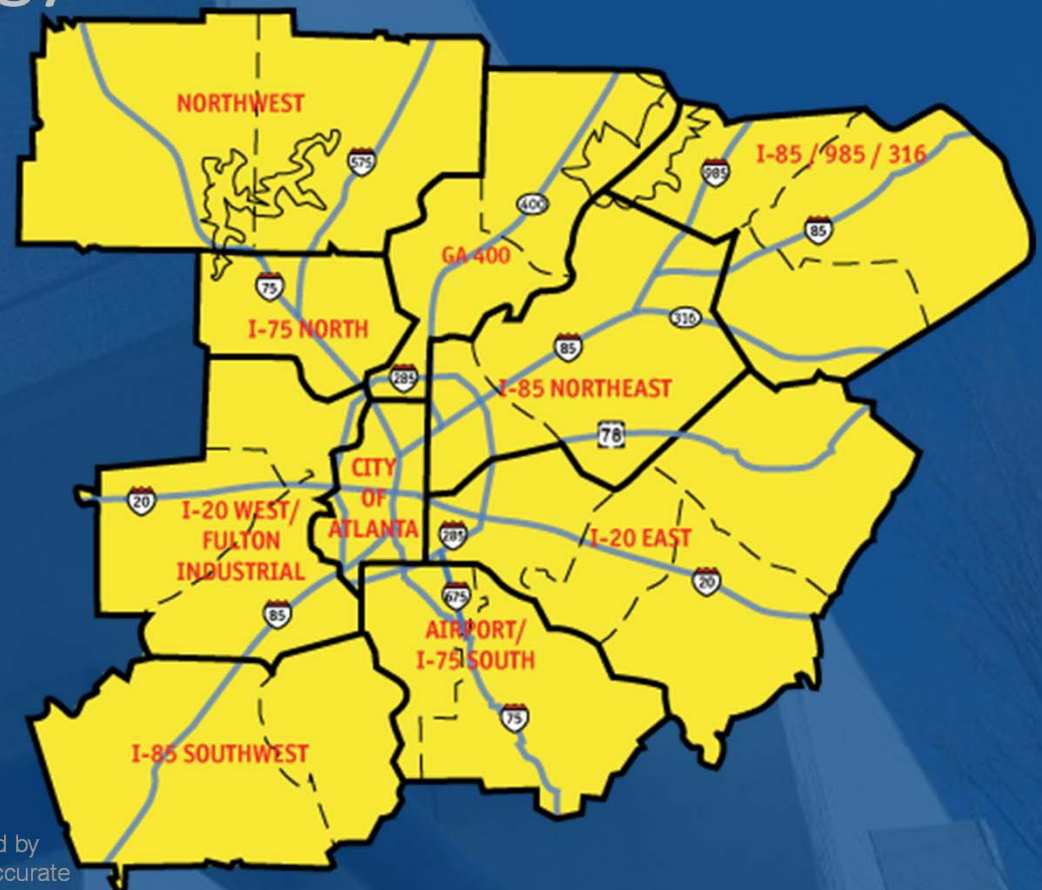
➤ PinPointsm Technology

- Custom designed
- Inventory every quarter

10 Regions

(distribution & service)

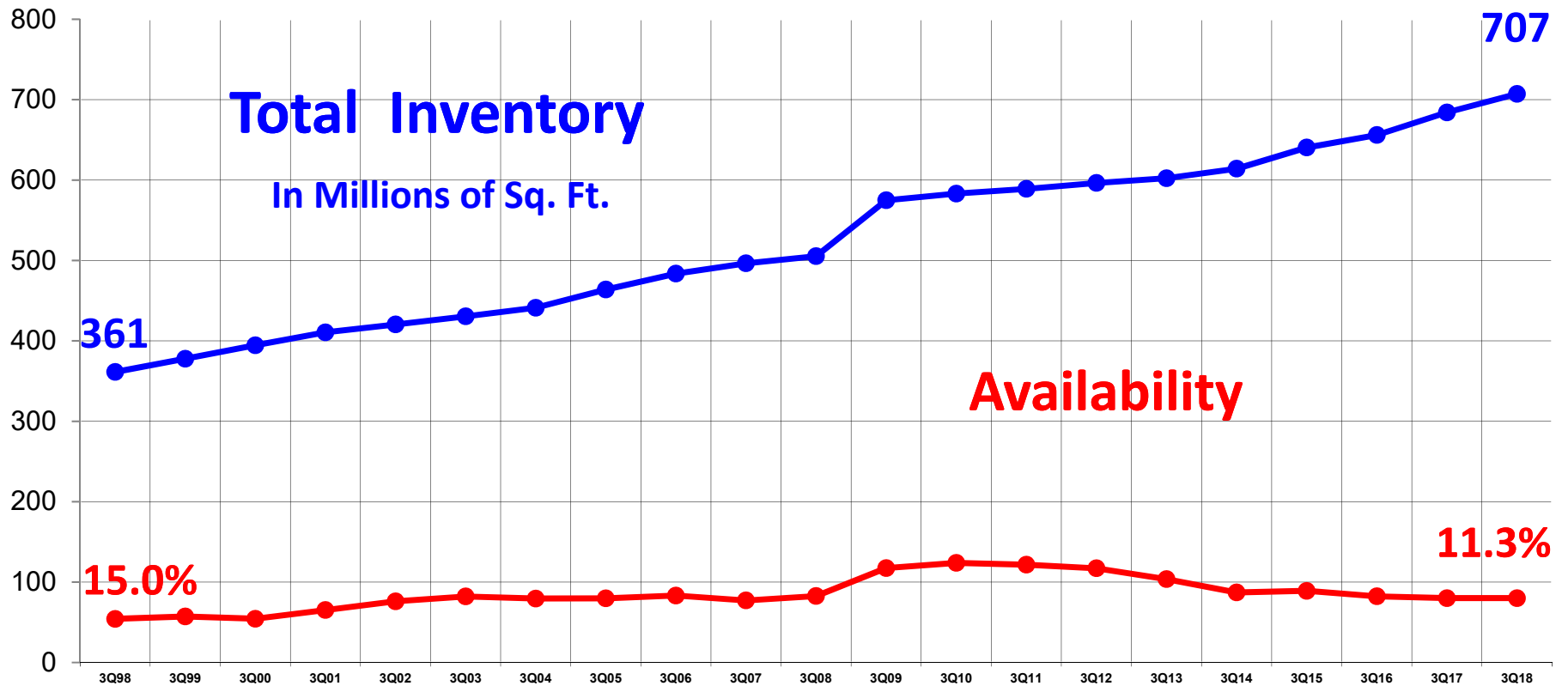
- 733 million sq. ft.
- 14,363 buildings
- 24,961 businesses



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

1998-2018

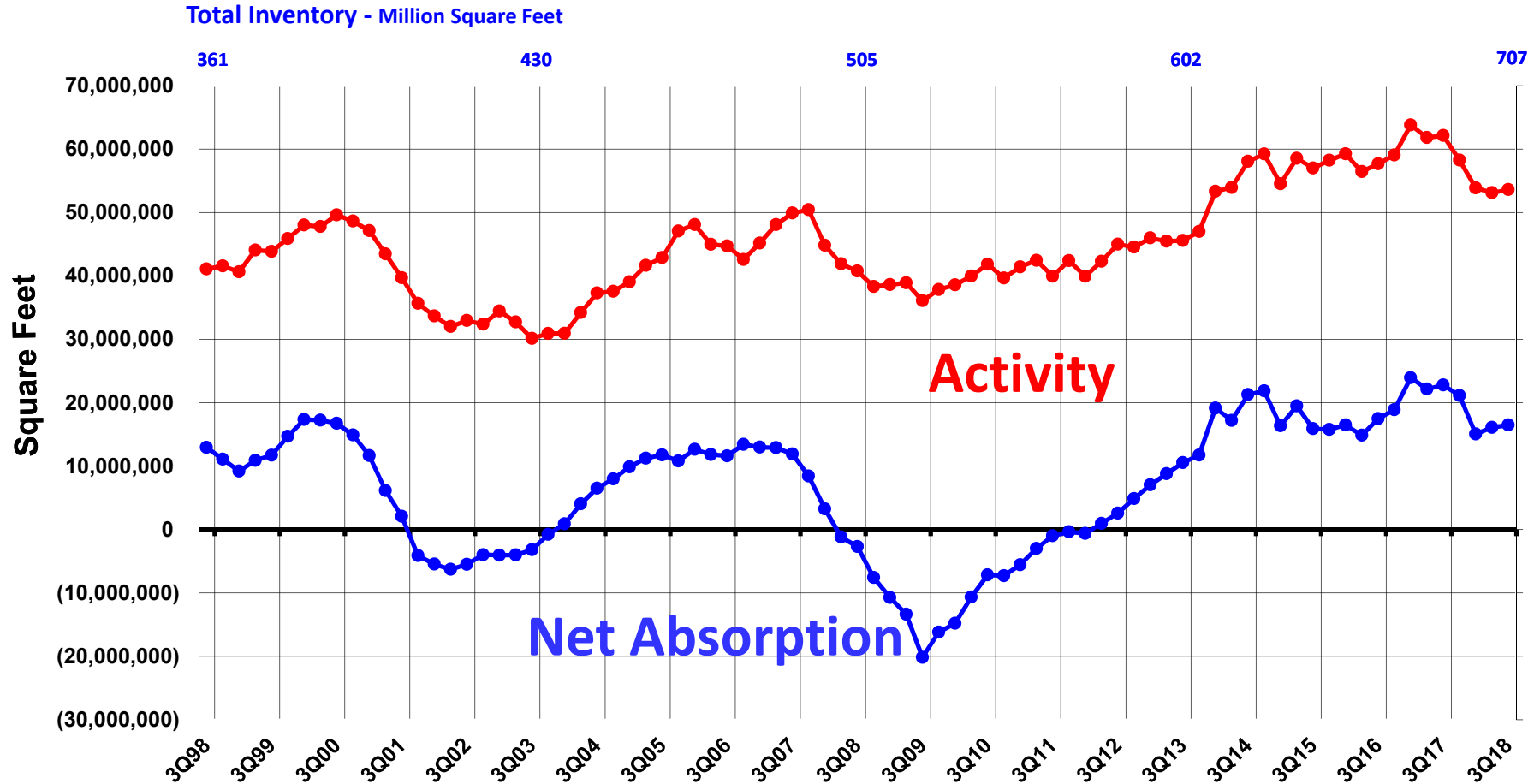


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* Analysis expanded to include 8 additional counties.

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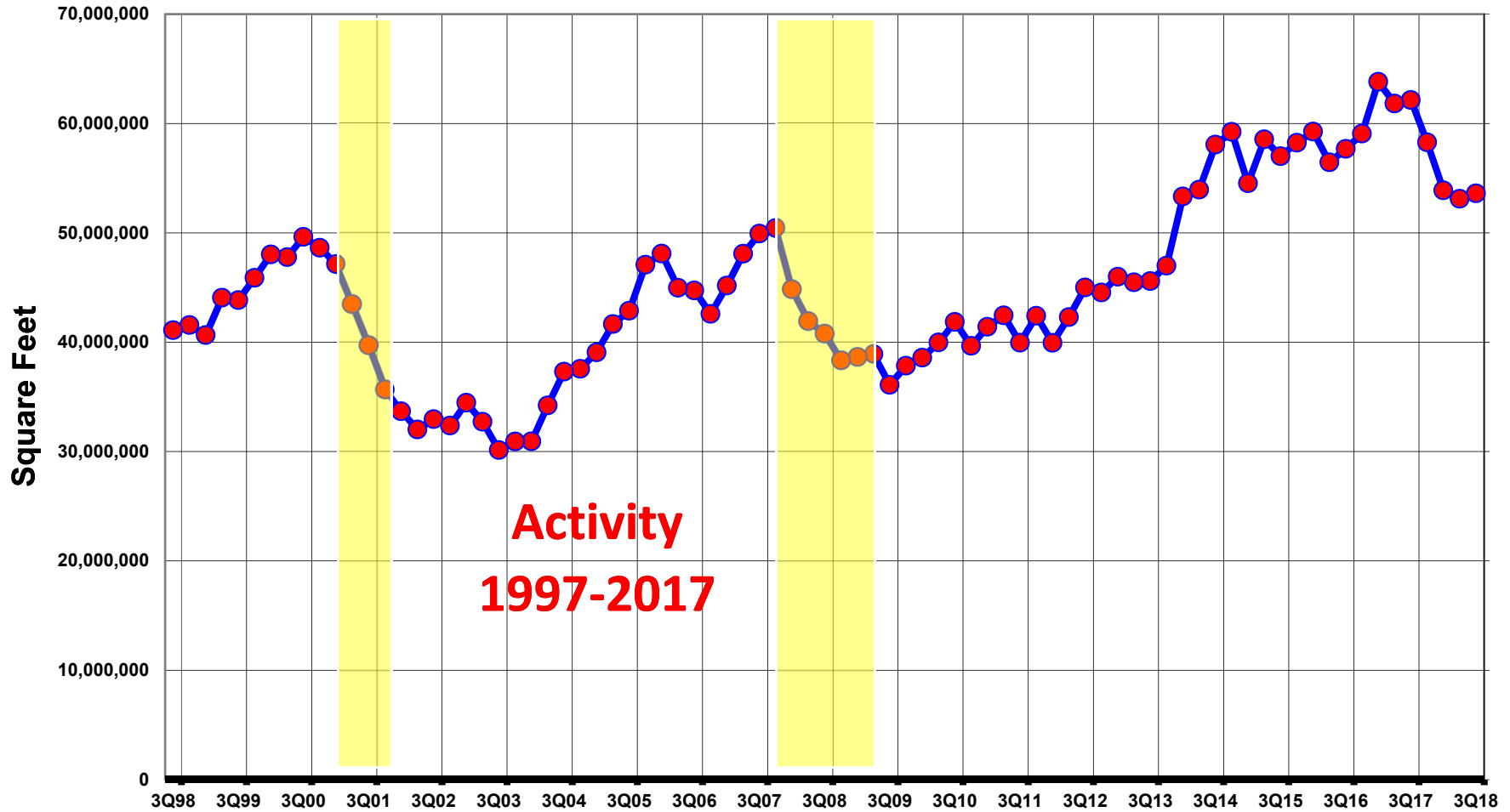
Absorption & Activity



Numbers represent four rolling quarters.

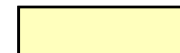
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Activity



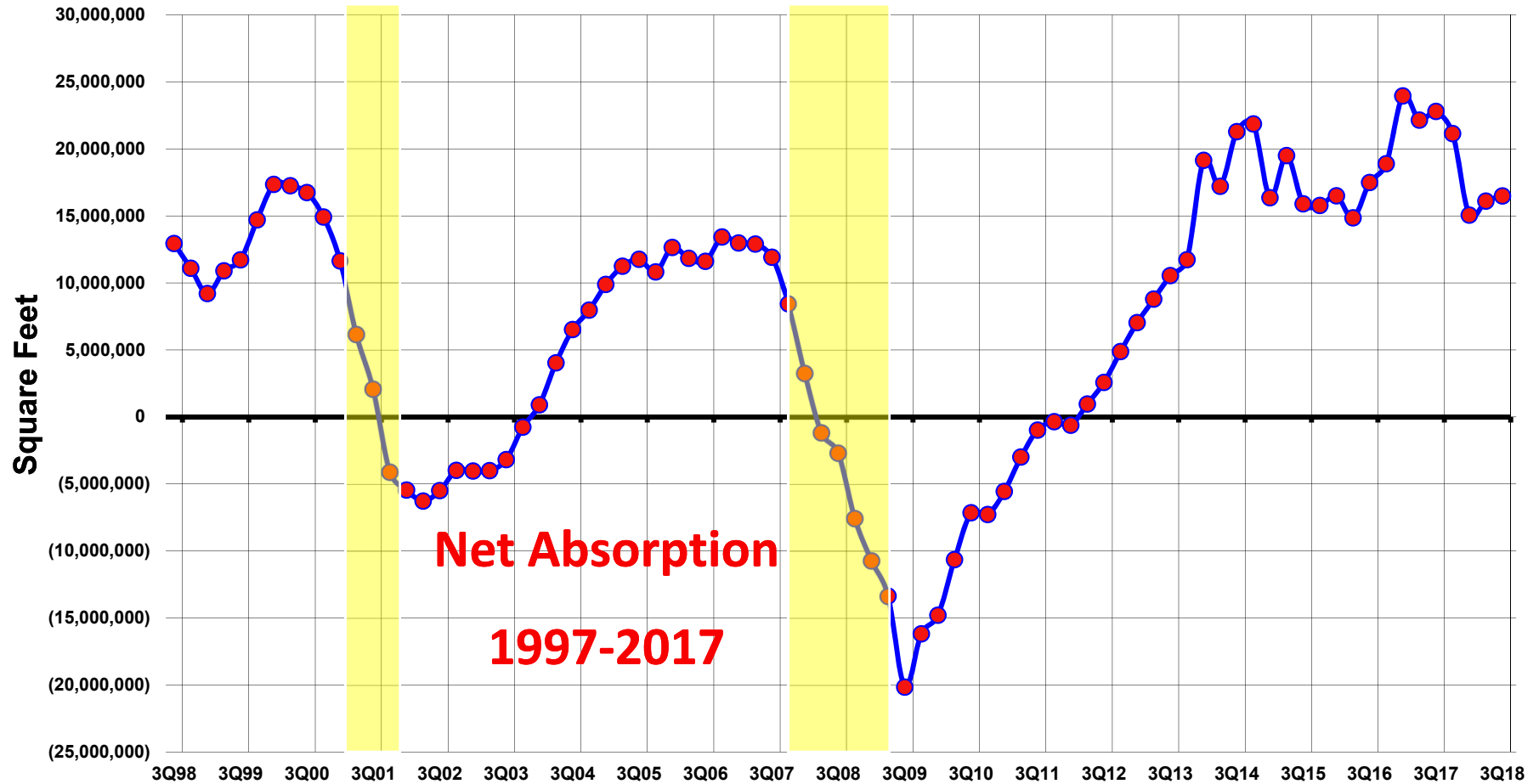
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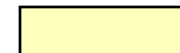
= US Recessions

Absorption



Numbers represent four rolling quarters.

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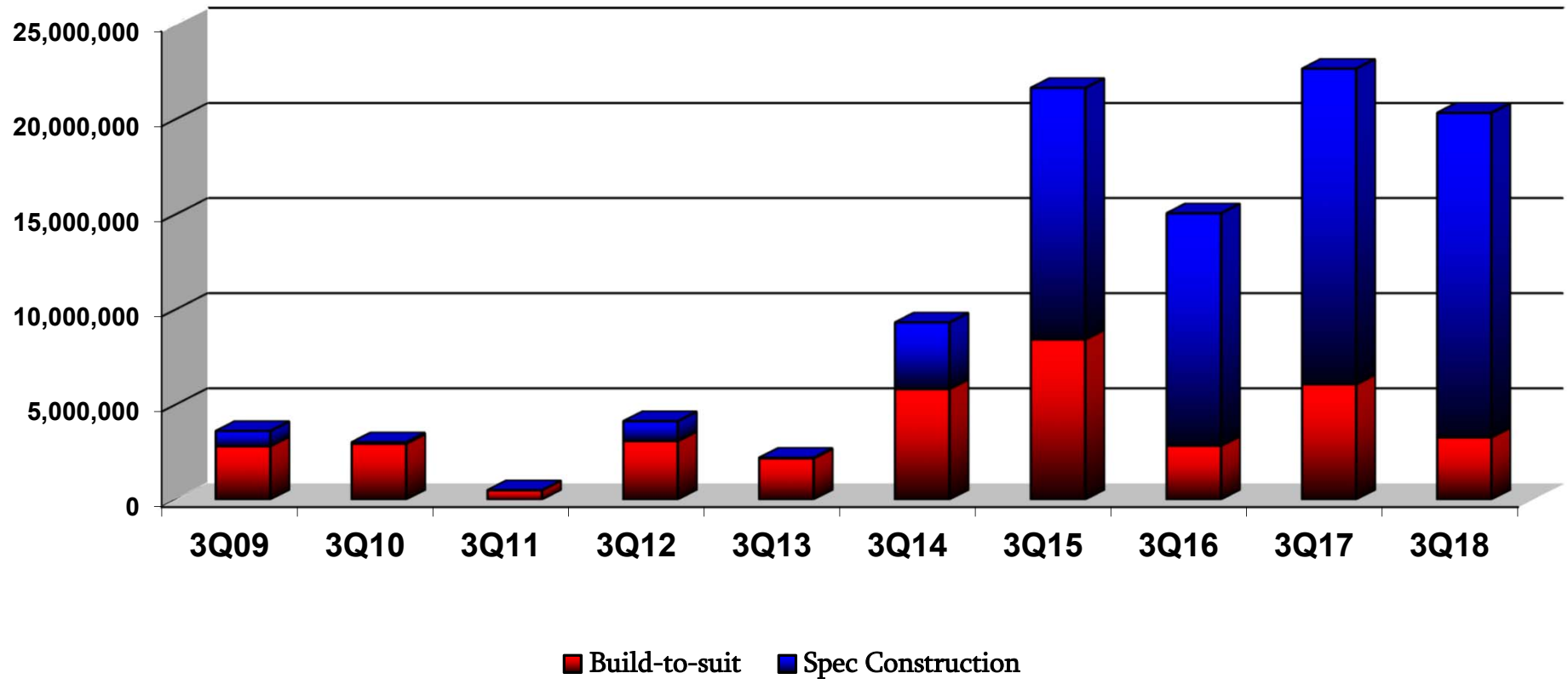


= US Recessions

New Construction: 2009-2018



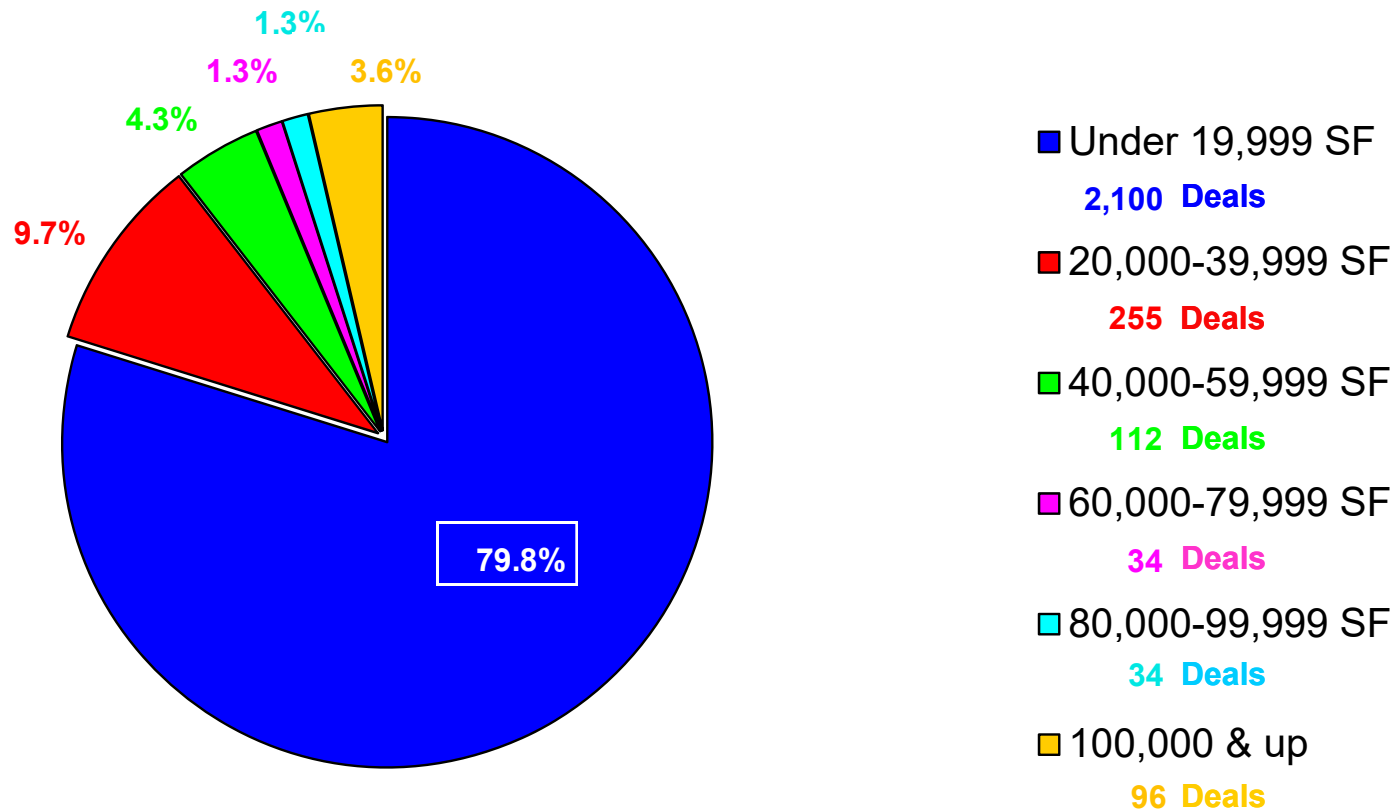
Square Feet



Numbers represent four rolling quarters.

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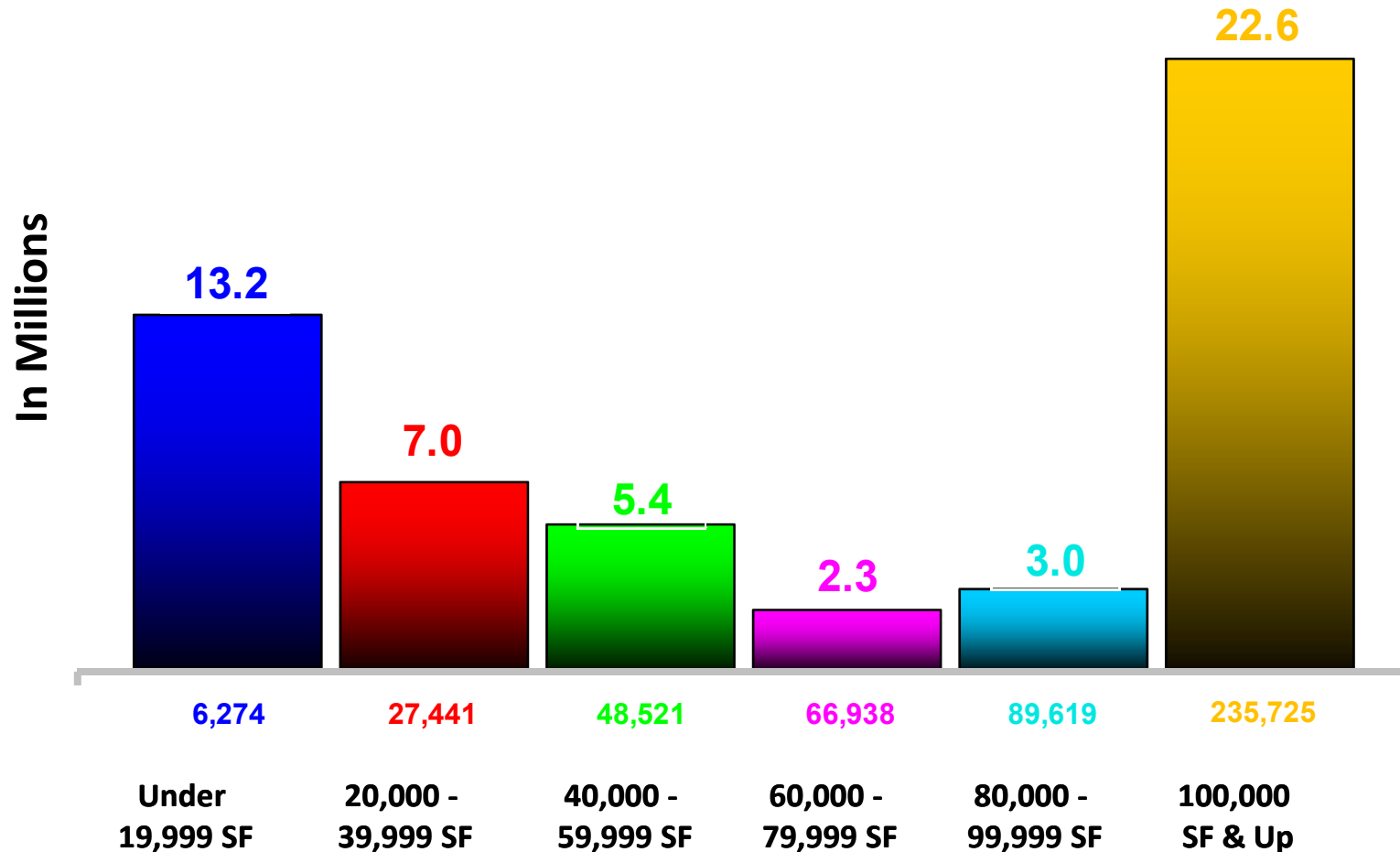
Deals Completed



Numbers represent four rolling quarters as of 3Q 2018.

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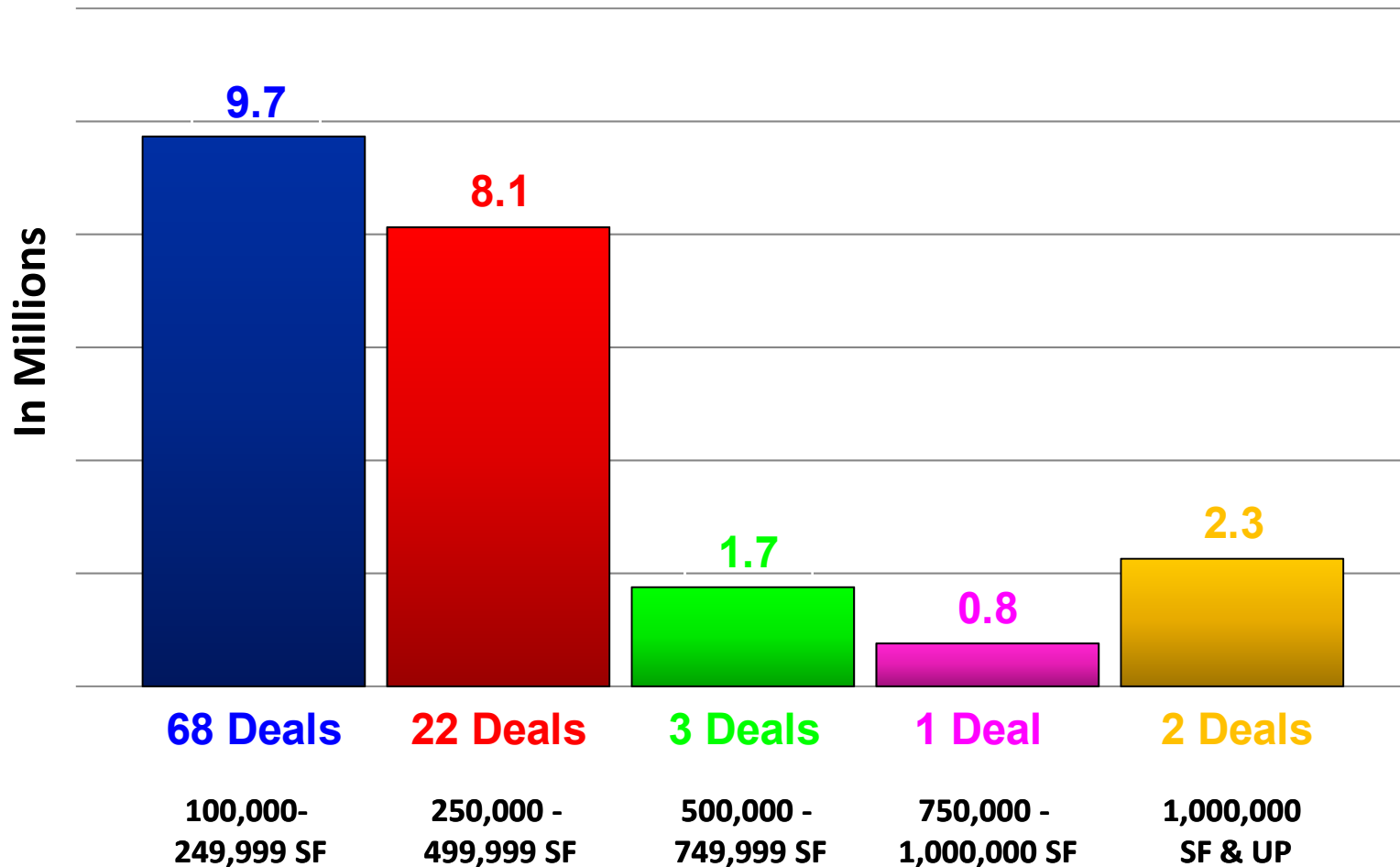
Square Feet Leased



Numbers represent four rolling quarters as of 3Q 2018.

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Square Feet Leased 100,000 +

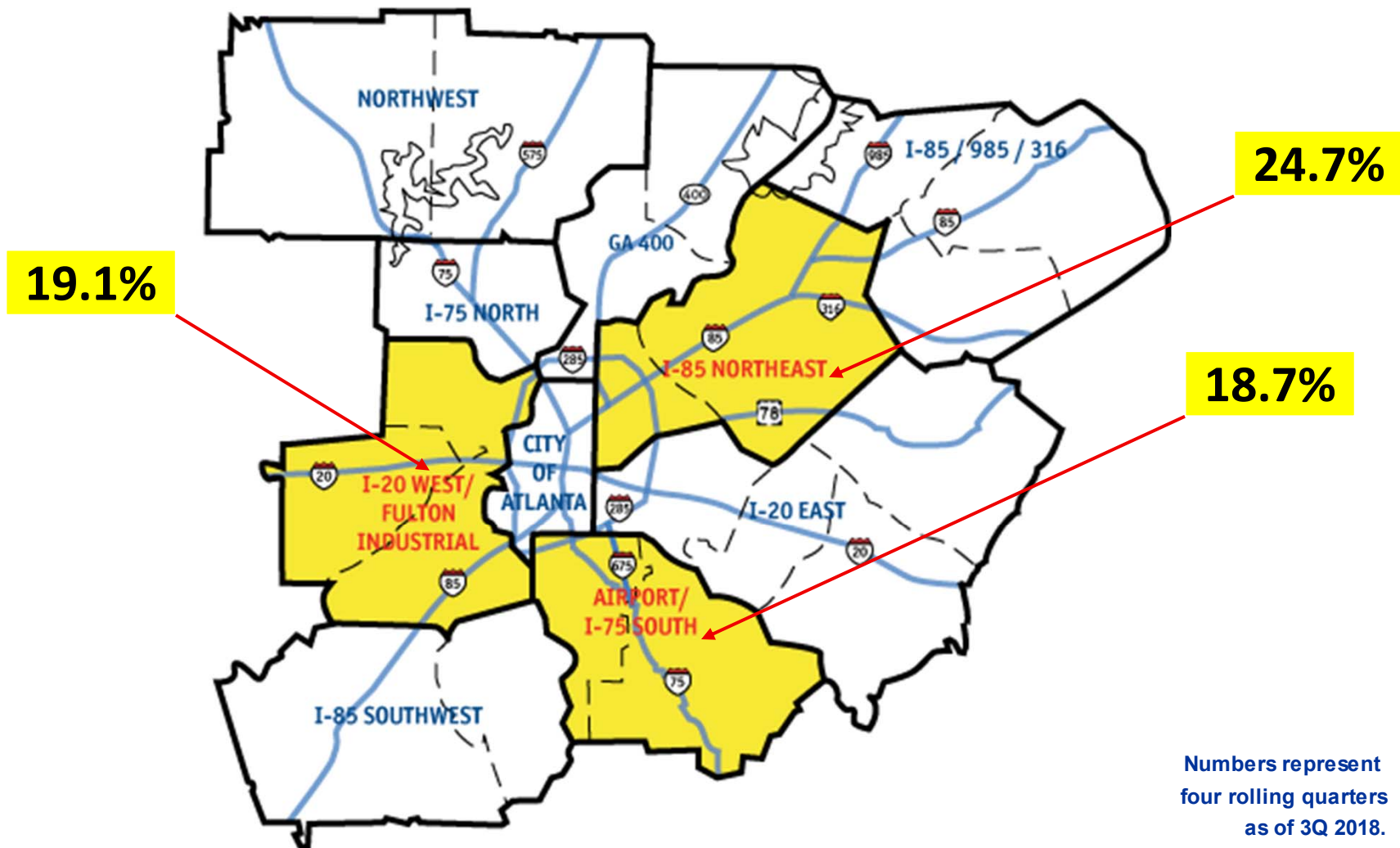


Numbers represent four rolling quarters as of 3Q 2018.

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Distribution Hot Markets

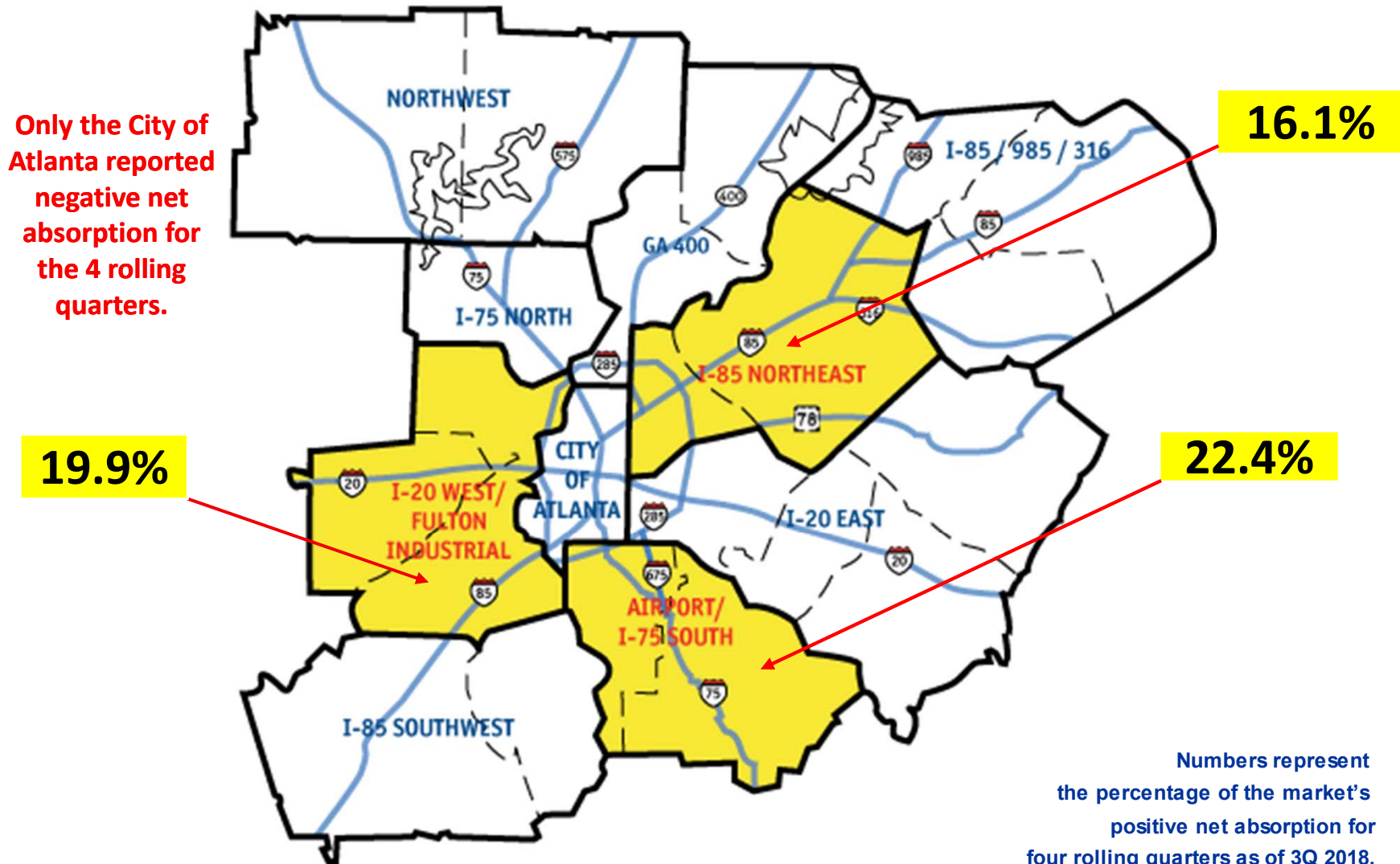
2018 Activity



Numbers represent four rolling quarters as of 3Q 2018.

Distribution Hot Markets

2018 Net Absorption



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Conclusion



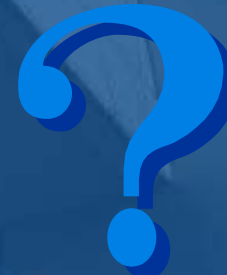
Let the Celebration Continue!

- 53.6 million sf of activity, 19 consecutive quarters above 53 million sf
- 26 consecutive quarters of positive net absorption, 16.5 million sf for the 3Q18
- Fifth consecutive quarter of over 20 million sf of new construction - 20.4 million sf – 84% Spec, 16% BTS
- Availability rate fell again to 11.3%
- Over four years of record numbers in activity, absorption & construction
- Sublease spaces represent 5.6% of all available space
- Lending environment is business friendly
- Unemployment rates – Atlanta 3.6% , Georgia 3.8% , US 3.7%
(Atlanta & GA Projected May reports, US June report from the Bureau of Labor Statistics)
- US Manufacturing index rose to 55.6%, driven by sharper rises in output
- US GDP increased 2.2% during the second quarter to 4.2%. Third quarter estimates the GDP to hold at 4.2%

Discussion

KING Industrial
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Q & A



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