



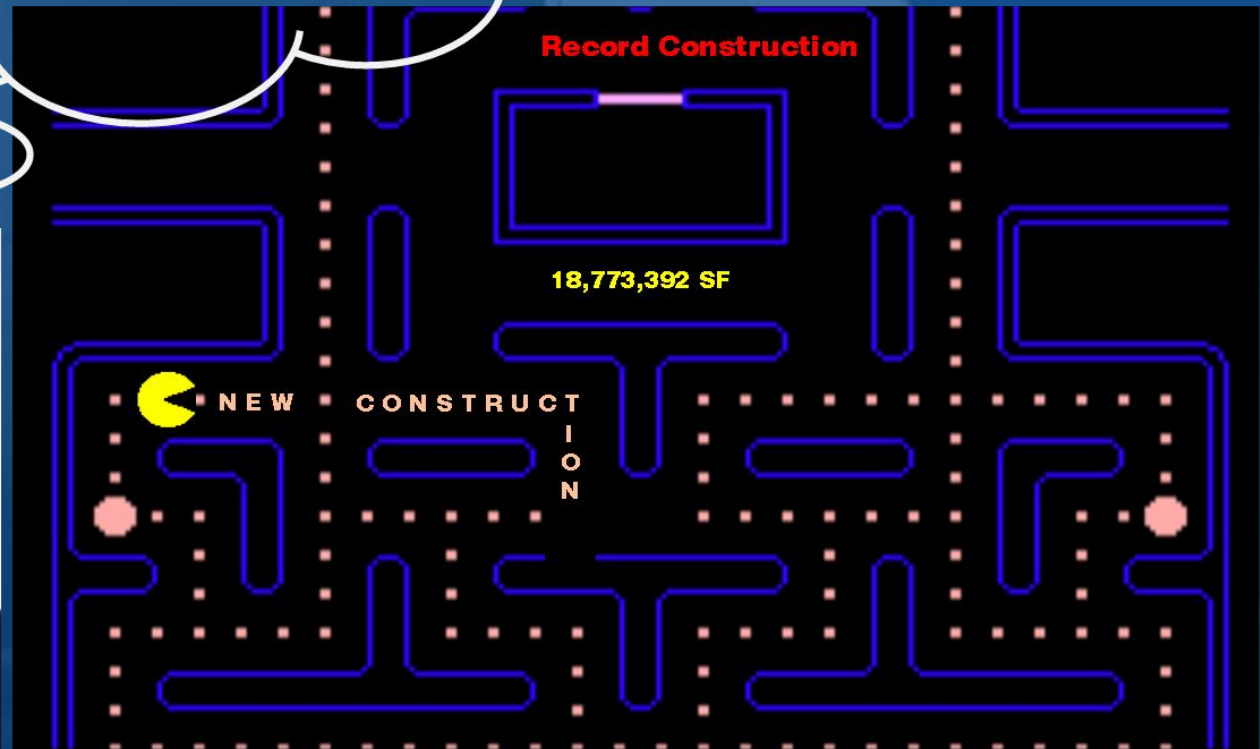
Presents:

Atlanta Industrial Market Overview

Second Quarter 2017

The Atlanta Distribution Market

**RECORD CONSTRUCTION IS
FEEDING ATLANTA'S
HEALTHY APPETITE!!**



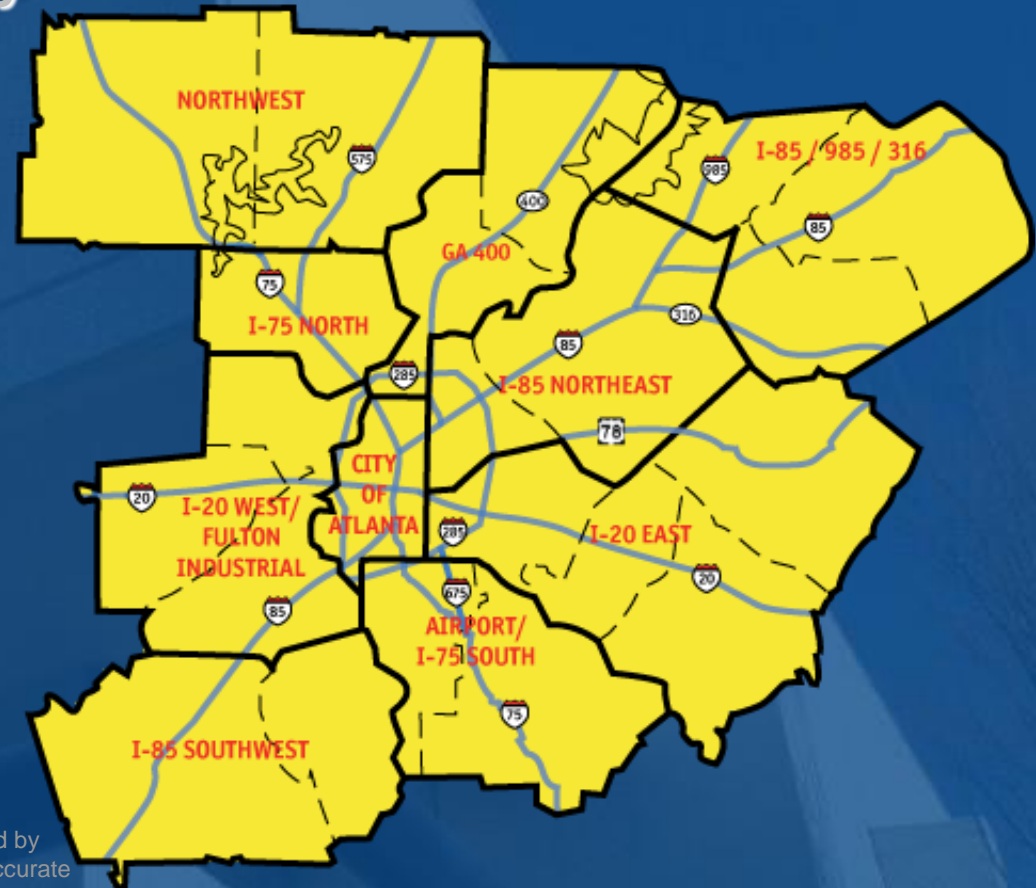
The Atlanta Industrial Market

➤ PinPointsm Technology

10 Regions

(distribution & service)

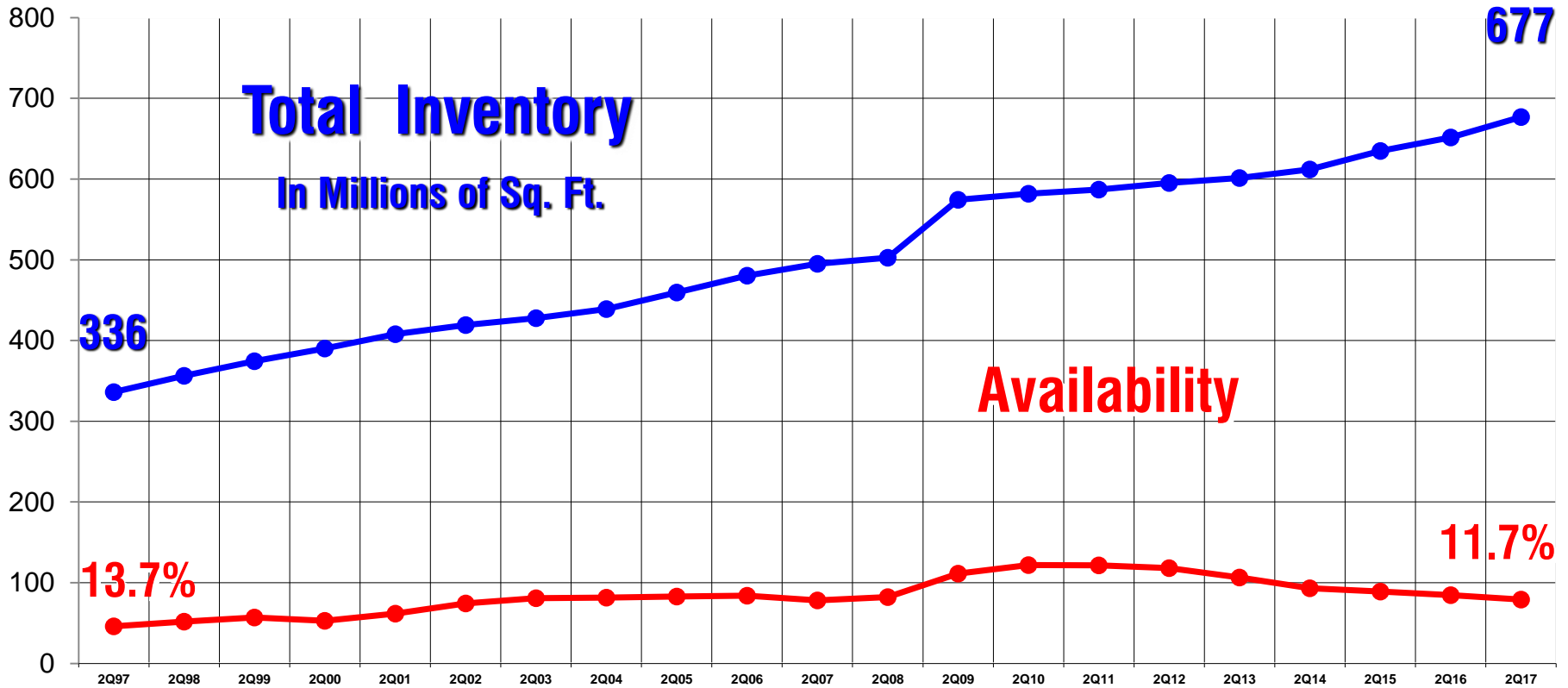
- 702 million sq. ft.
- 14,155 buildings
- 24,129 businesses



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

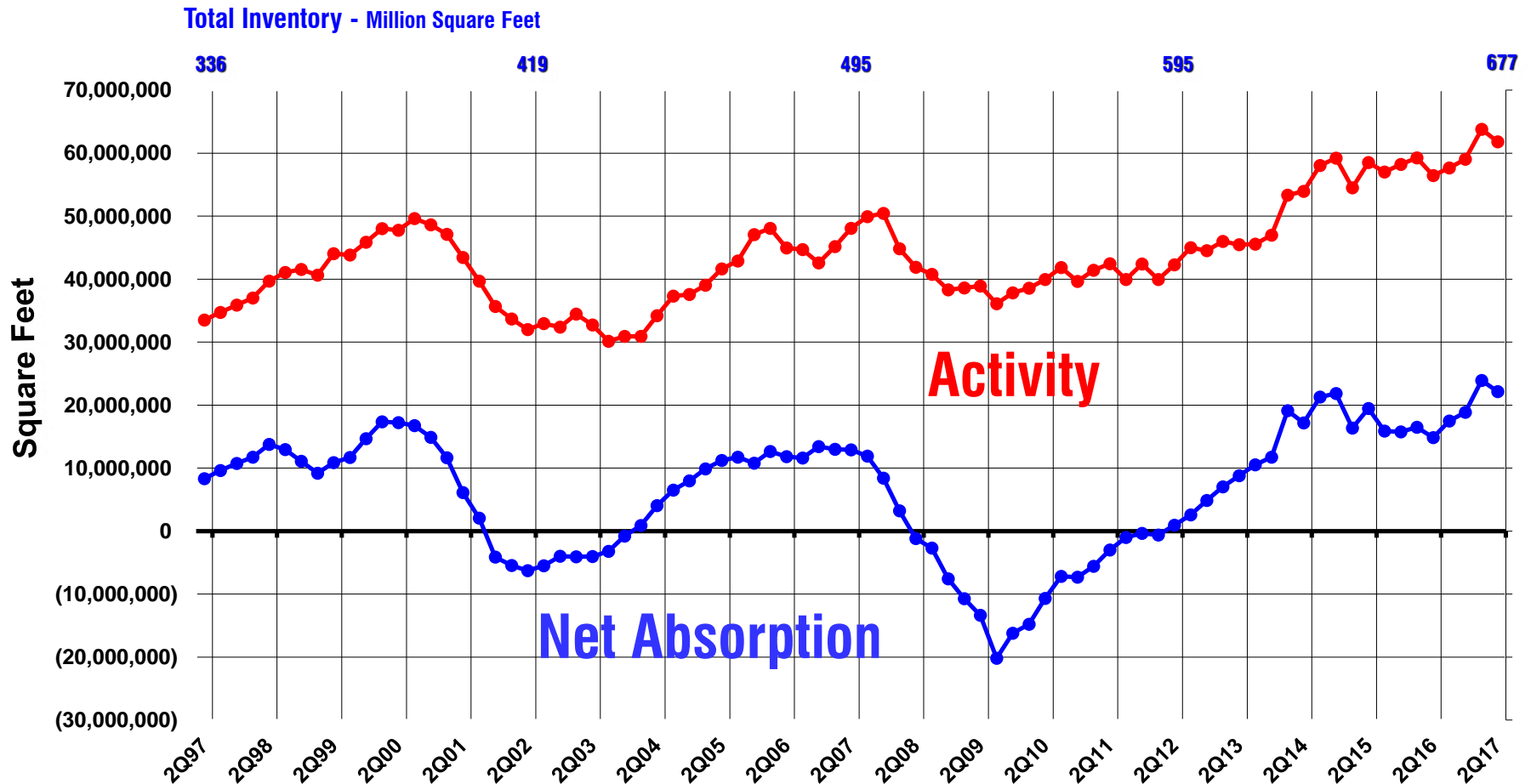
1997-2017



*

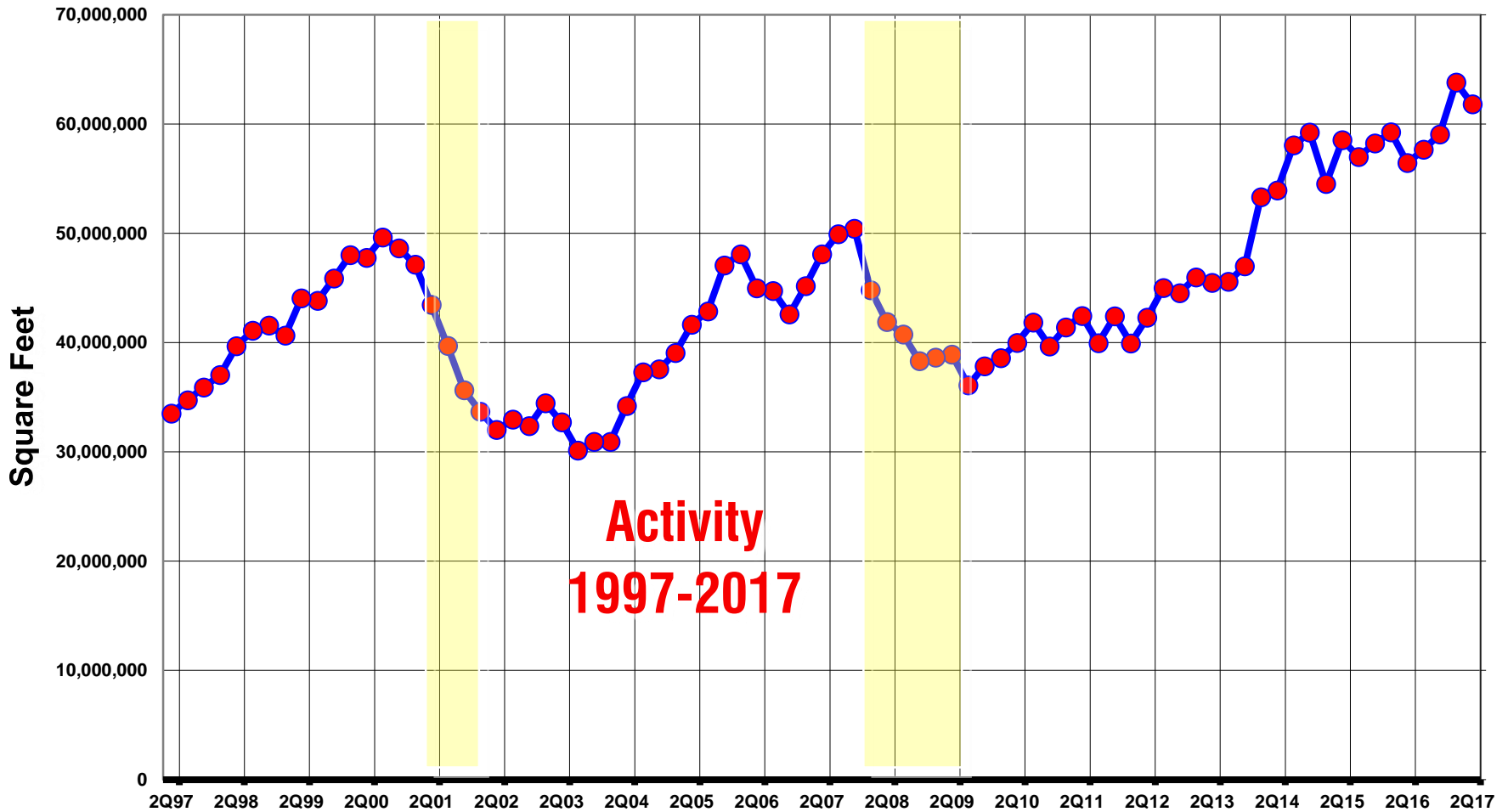
* Analysis expanded to include 8 additional counties.

Absorption & Activity



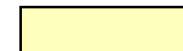
Numbers represent four rolling quarters as of 2Q 2017.

Activity



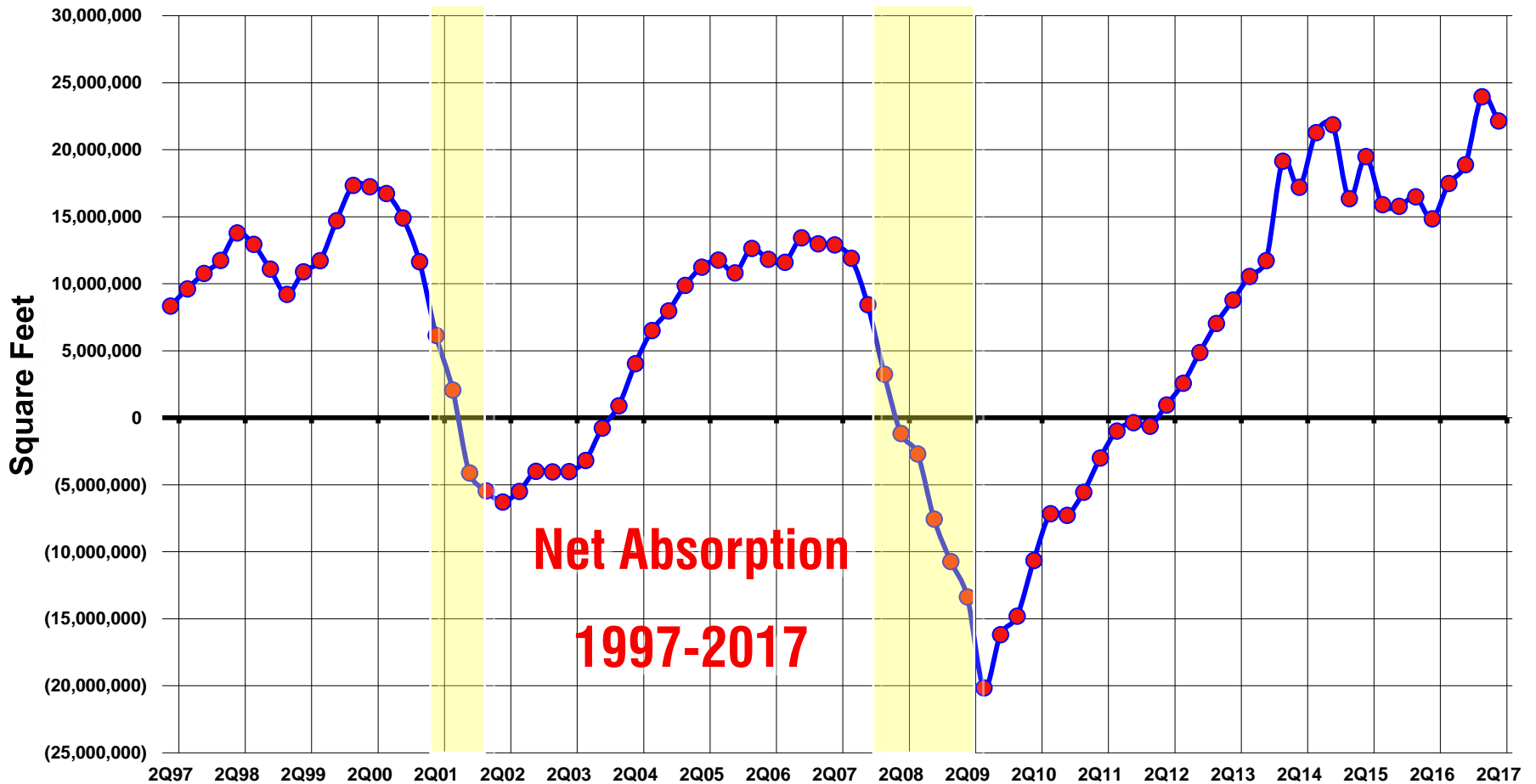
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= US Recessions

Absorption



Net Absorption
1997-2017

Numbers represent four rolling quarters as of 2Q 2017.

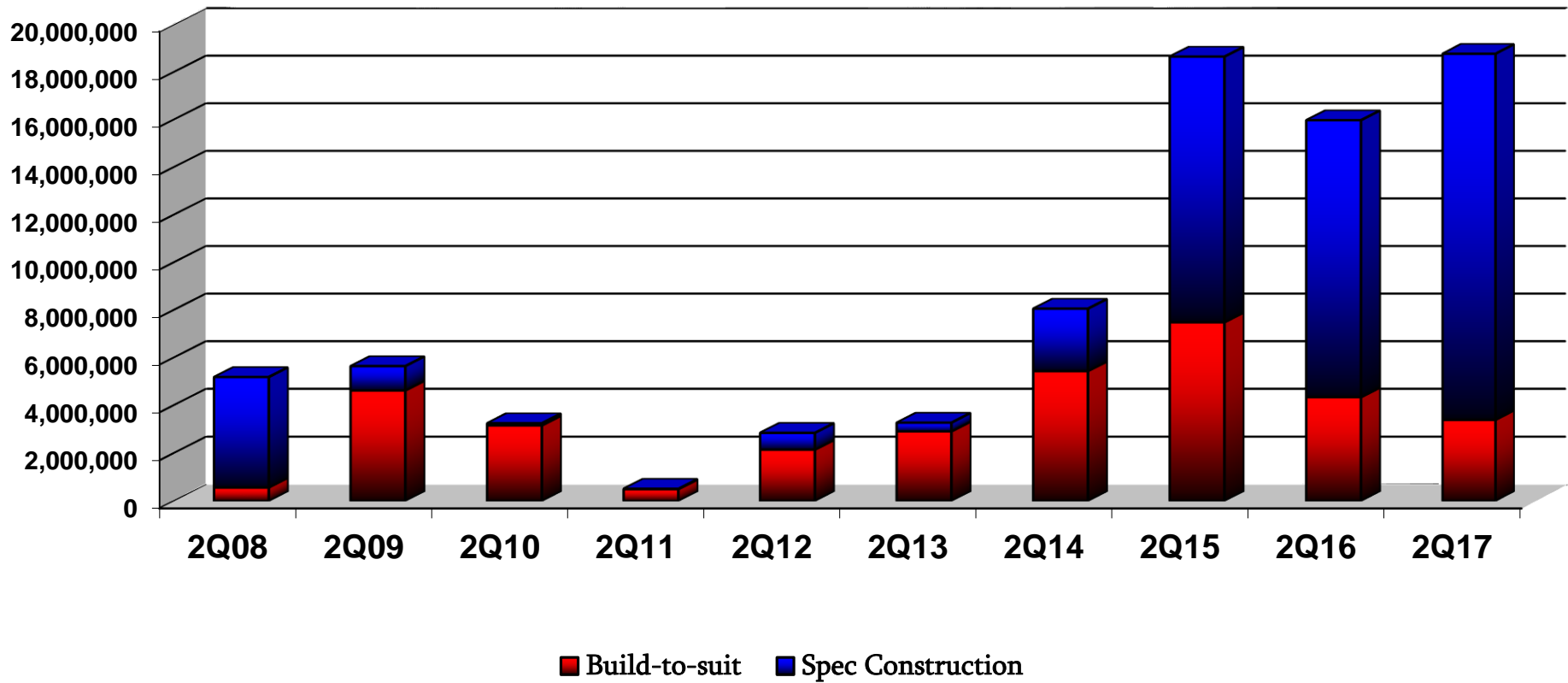
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= US Recessions

New Construction: 2008-2017

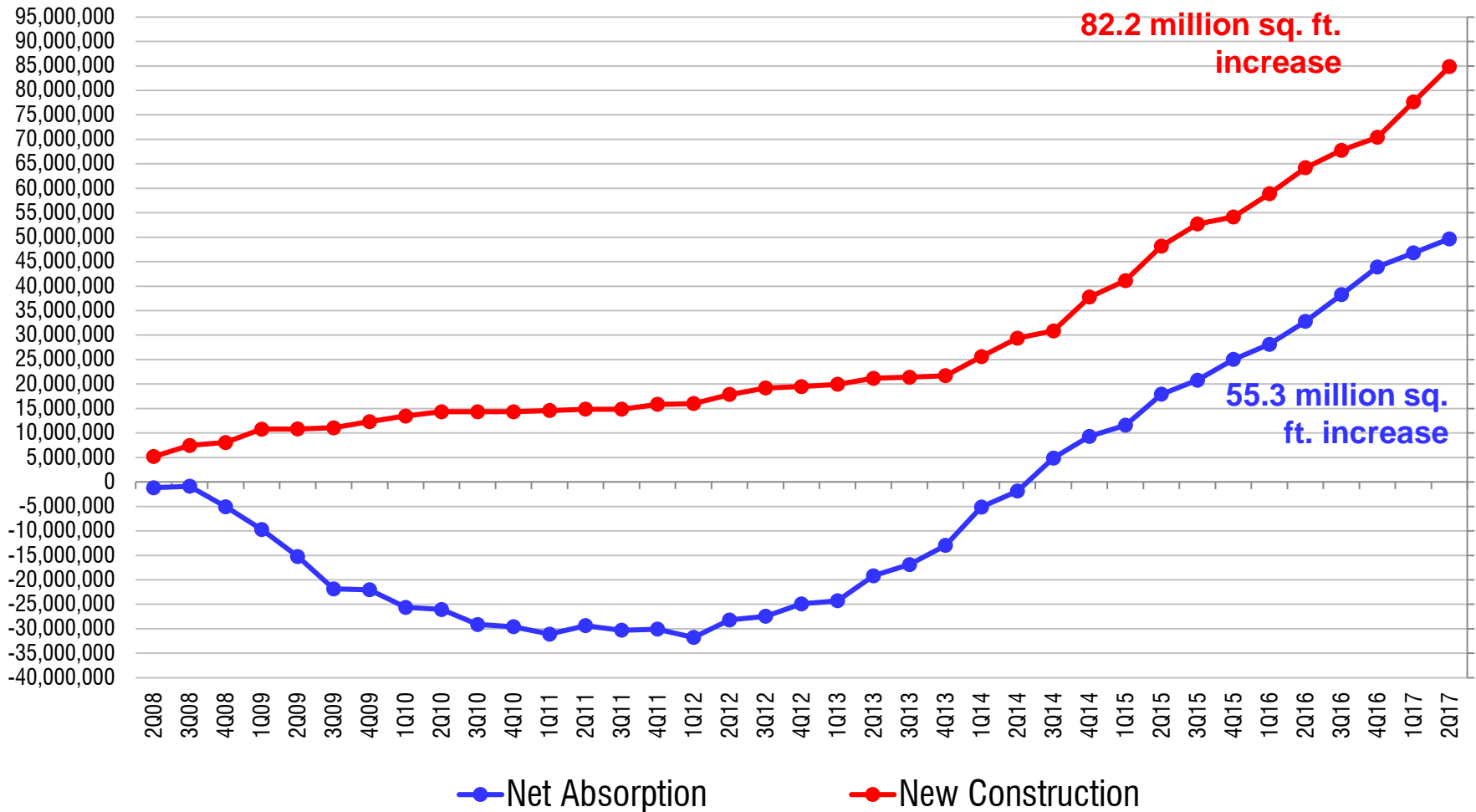
Square Feet



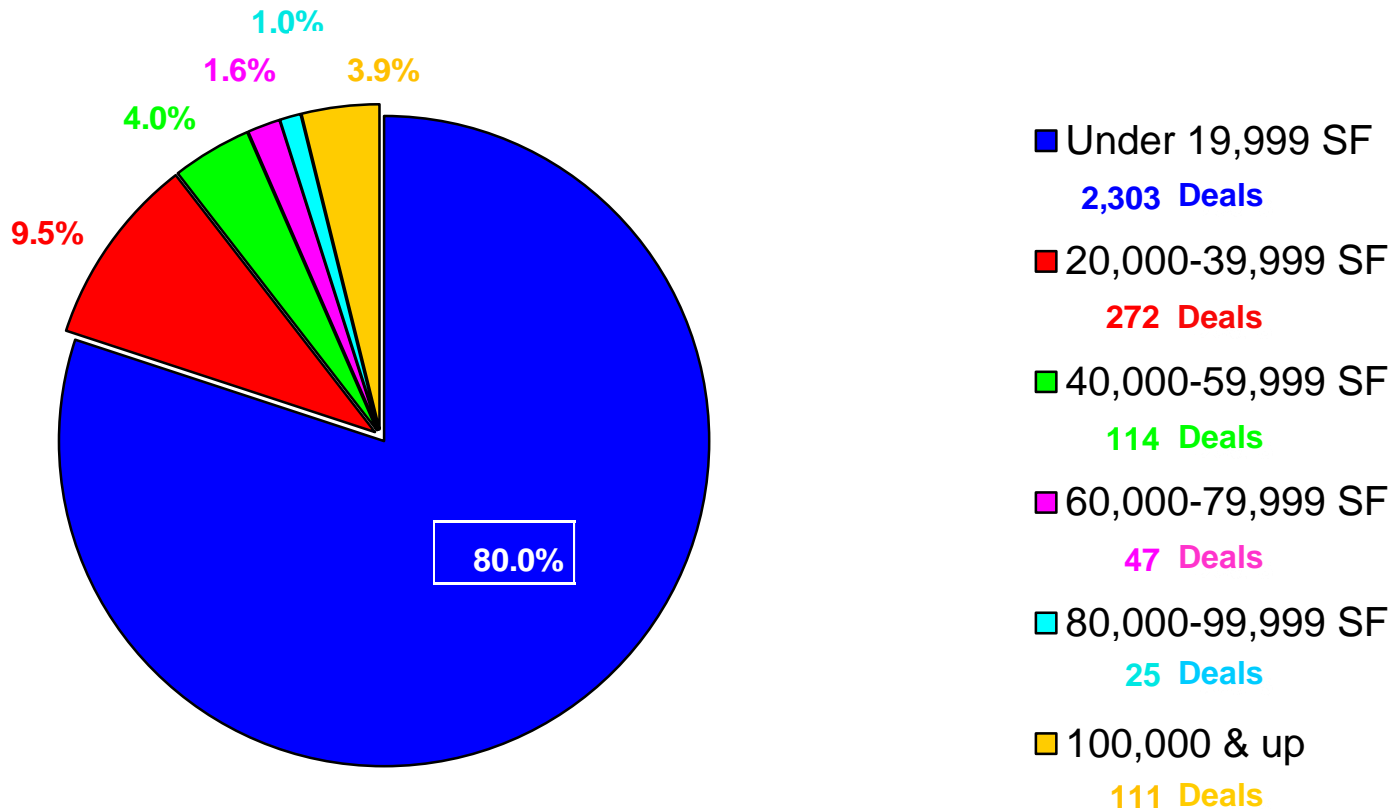
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10 Year Cumulative Net Absorption vs. Construction

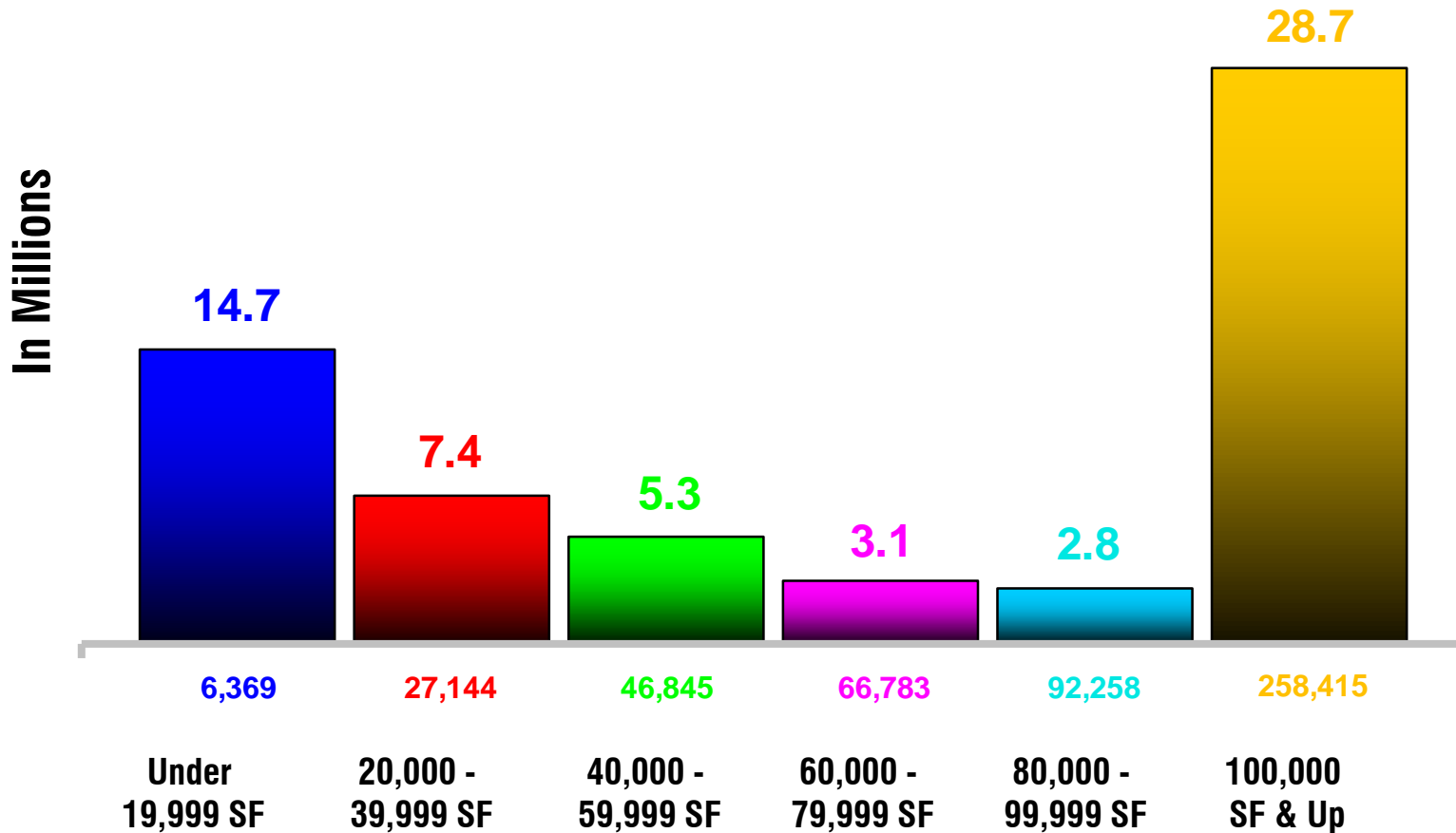


Deals Completed



Numbers represent four rolling quarters as of 2Q 2017.

Square Feet Leased

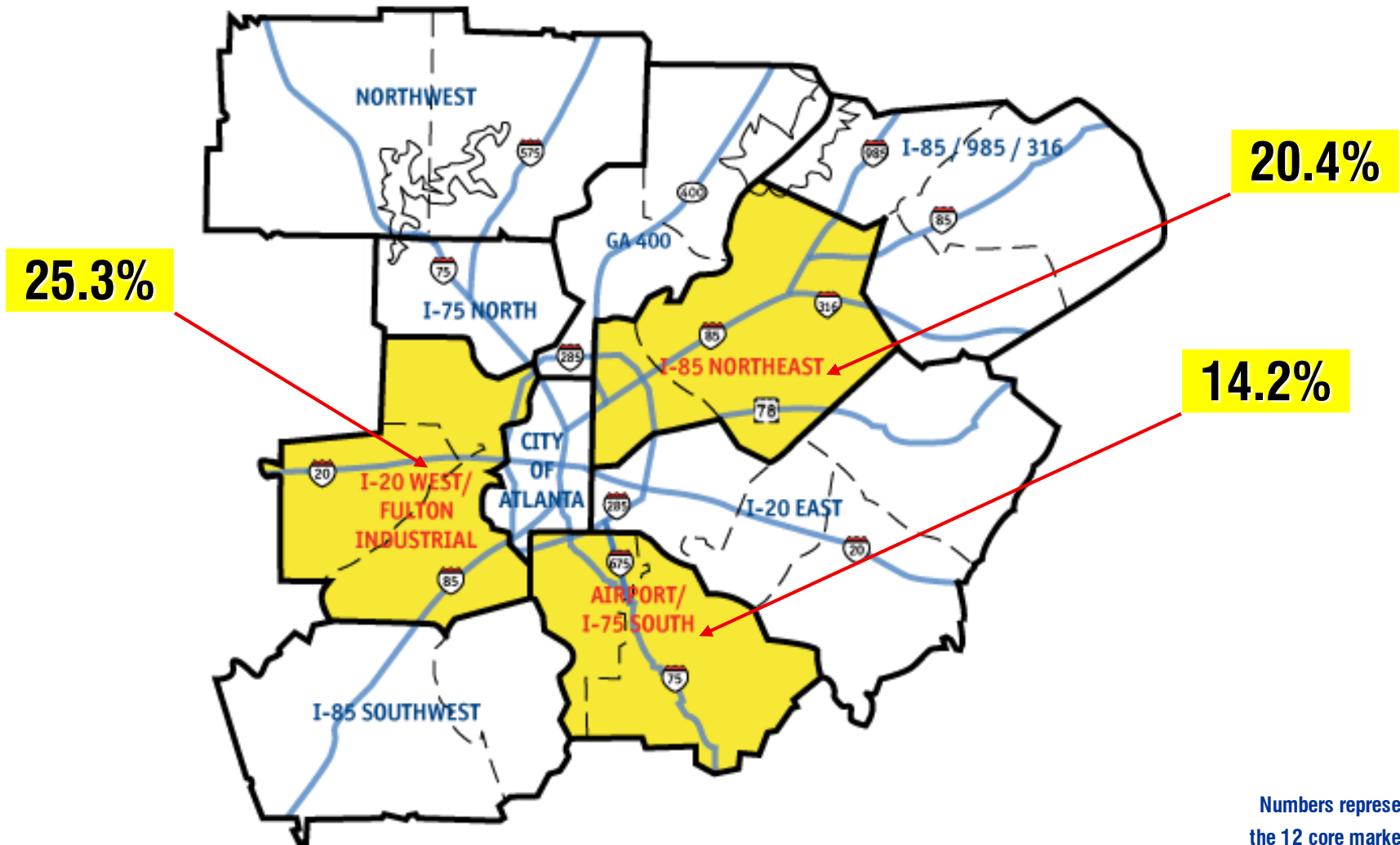


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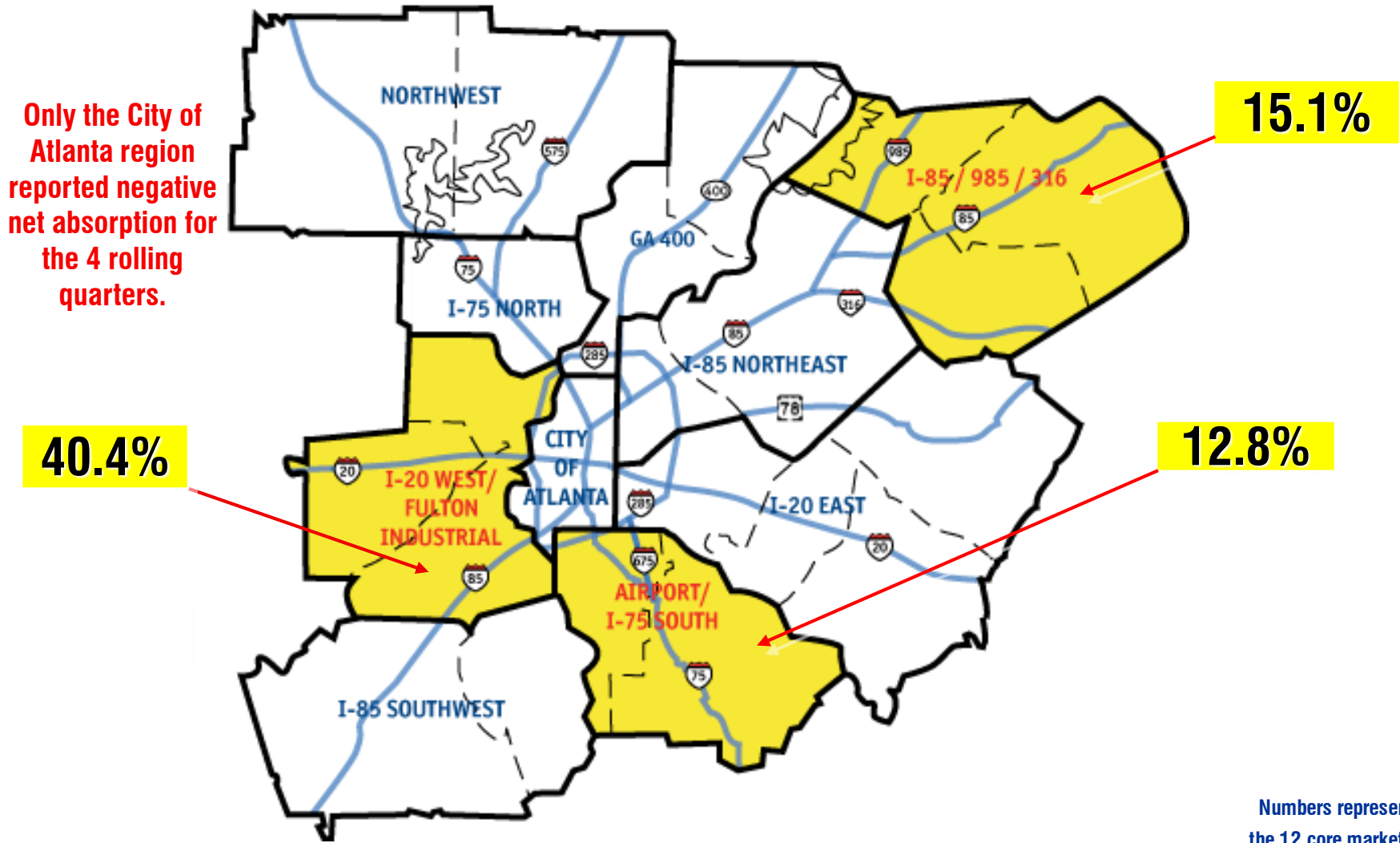
Distribution Hot Markets

2017 Activity



Distribution Hot Markets

2017 Net Absorption



Conclusion

A Healthy Appetite!

- 61.8 million sf of activity, 2nd highest to last quarters record of 63.8 million sf
- 22.1 million sf of positive net absorption – 2nd highest to last quarters record
- A new record of 7.2 million sf of construction for the quarter! With 18.8 million sf recorded for the 4 rolling quarters – **82% Spec, 18% BTS**
- Availability rate rose slightly to 11.7%, but is still at a record low
- Over 2 years of record numbers in activity, absorption & construction
- Sublease spaces nearly doubled to 15% of all available space
- Lending environment is business friendly
- Declining unemployment rates – *Atlanta 4.5%, Georgia 4.9%, US 4.4%
(May & June reports from the US Bureau of Labor Statistics – Atlanta had the fastest job growth rate – 3.3%)
- Housing market continues to improve, still room for improvement
- National and international uncertainty persists
(taxes, health care, border crisis, issues with the Euro-Zone, the Middle East, China, North Korea)

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