



Presents:

Atlanta Industrial Market Overview

Second Quarter 2018

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The Atlanta Distribution Market

King Industrial
Realty, Inc.

LET THE
CELEBRATION
CONTINUE!



The Atlanta Industrial Market



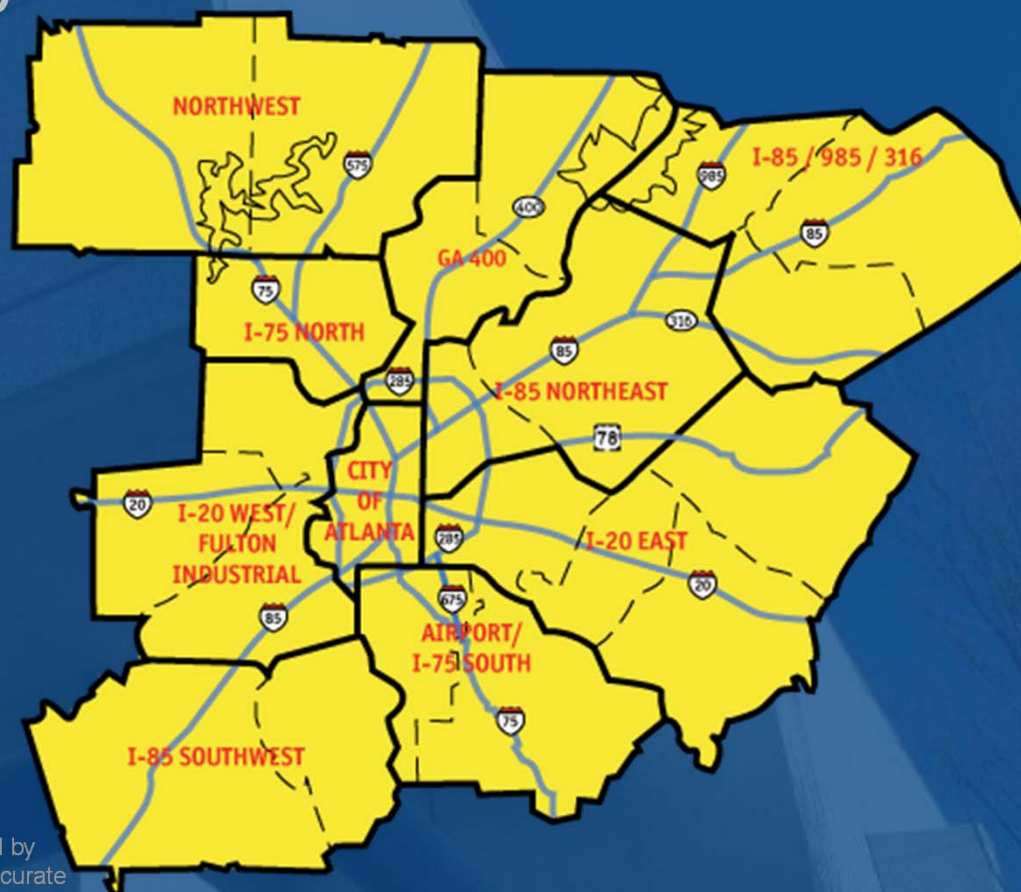
➤ PinPointsm Technology

- Custom designed
- Inventory every quarter

10 Regions

(distribution & service)

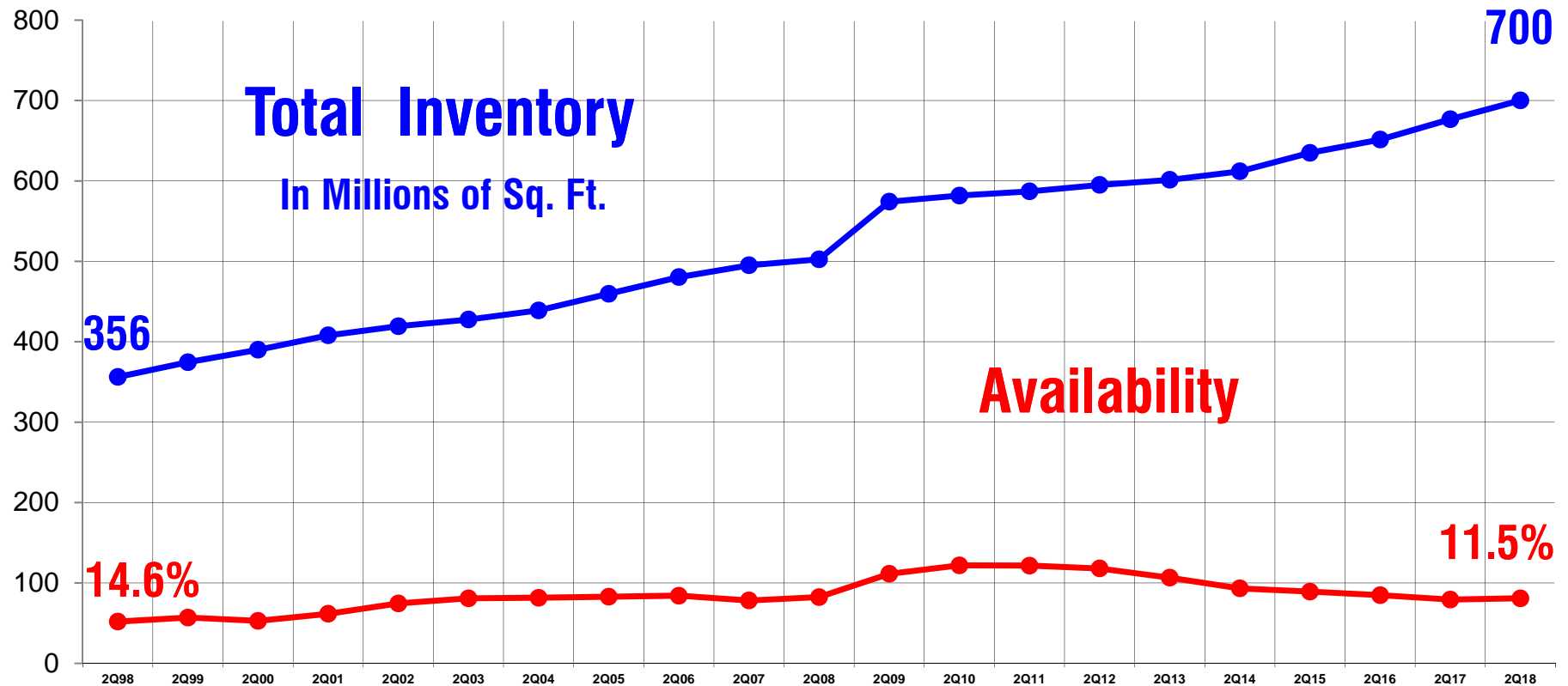
- 726 million sq. ft.
- 14,314 buildings
- 24,736 businesses



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

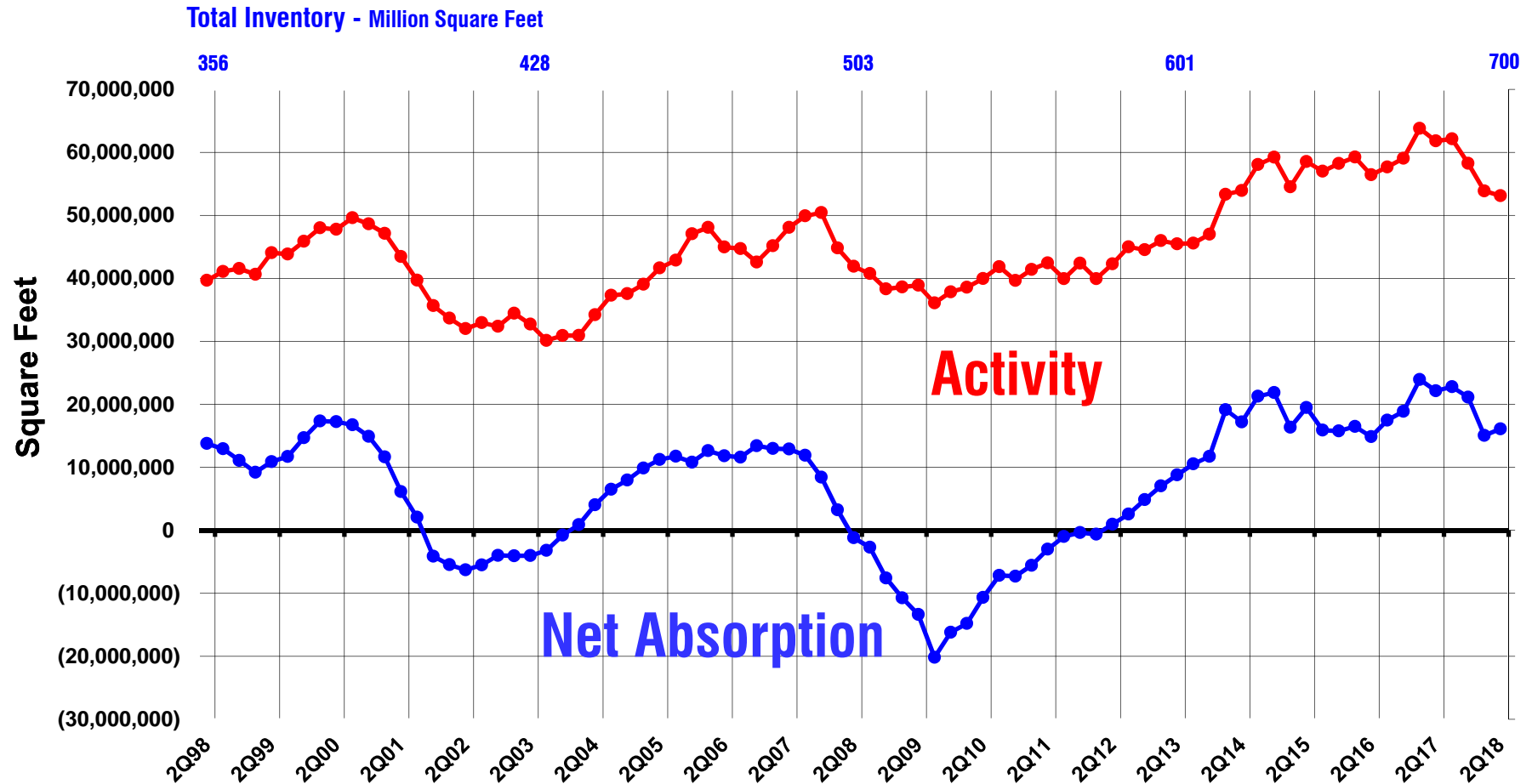
1998-2018



* Analysis expanded to include 8 additional counties.

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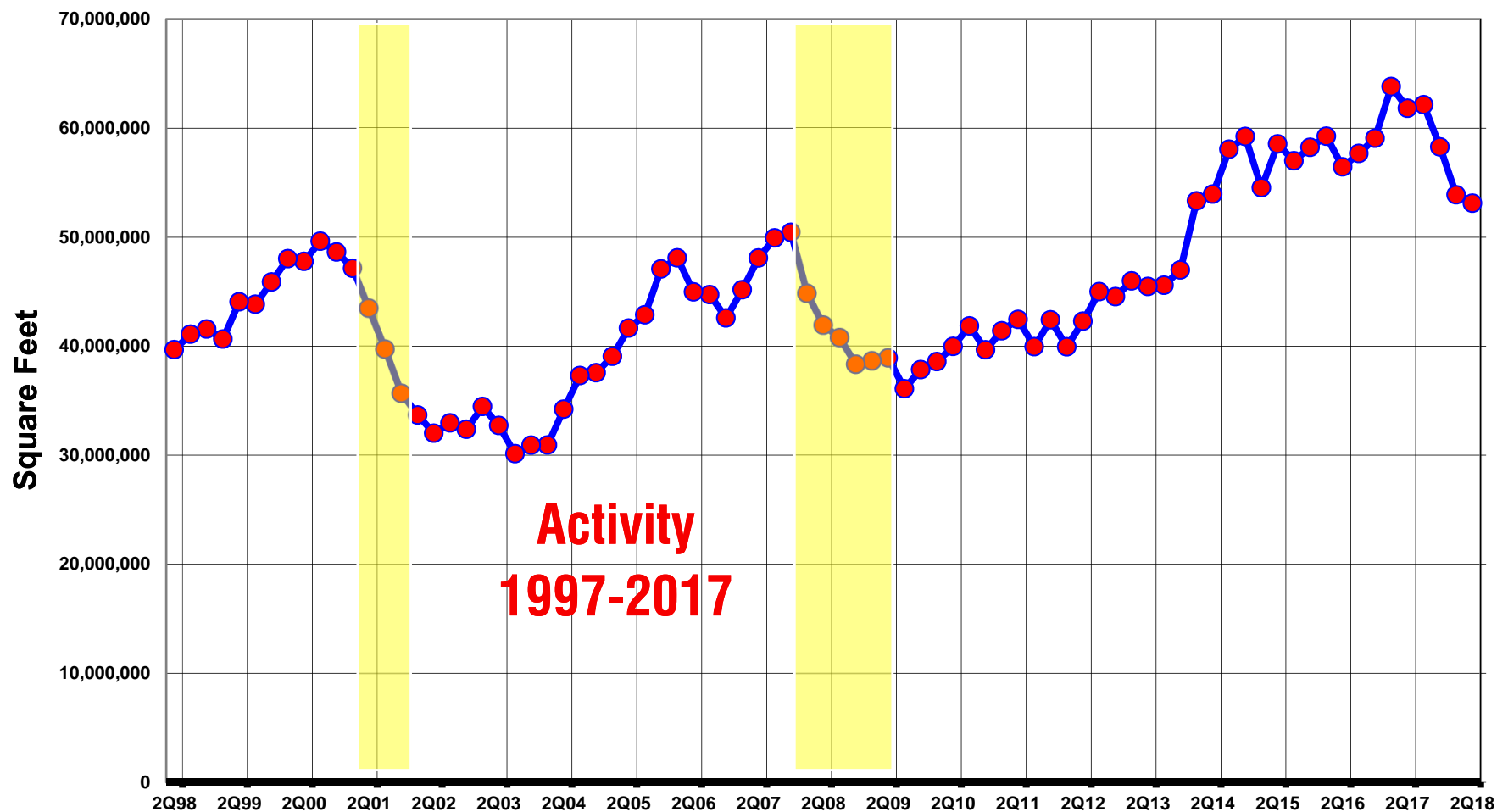
Absorption & Activity



Numbers represent four rolling quarters.

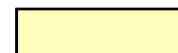
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Activity



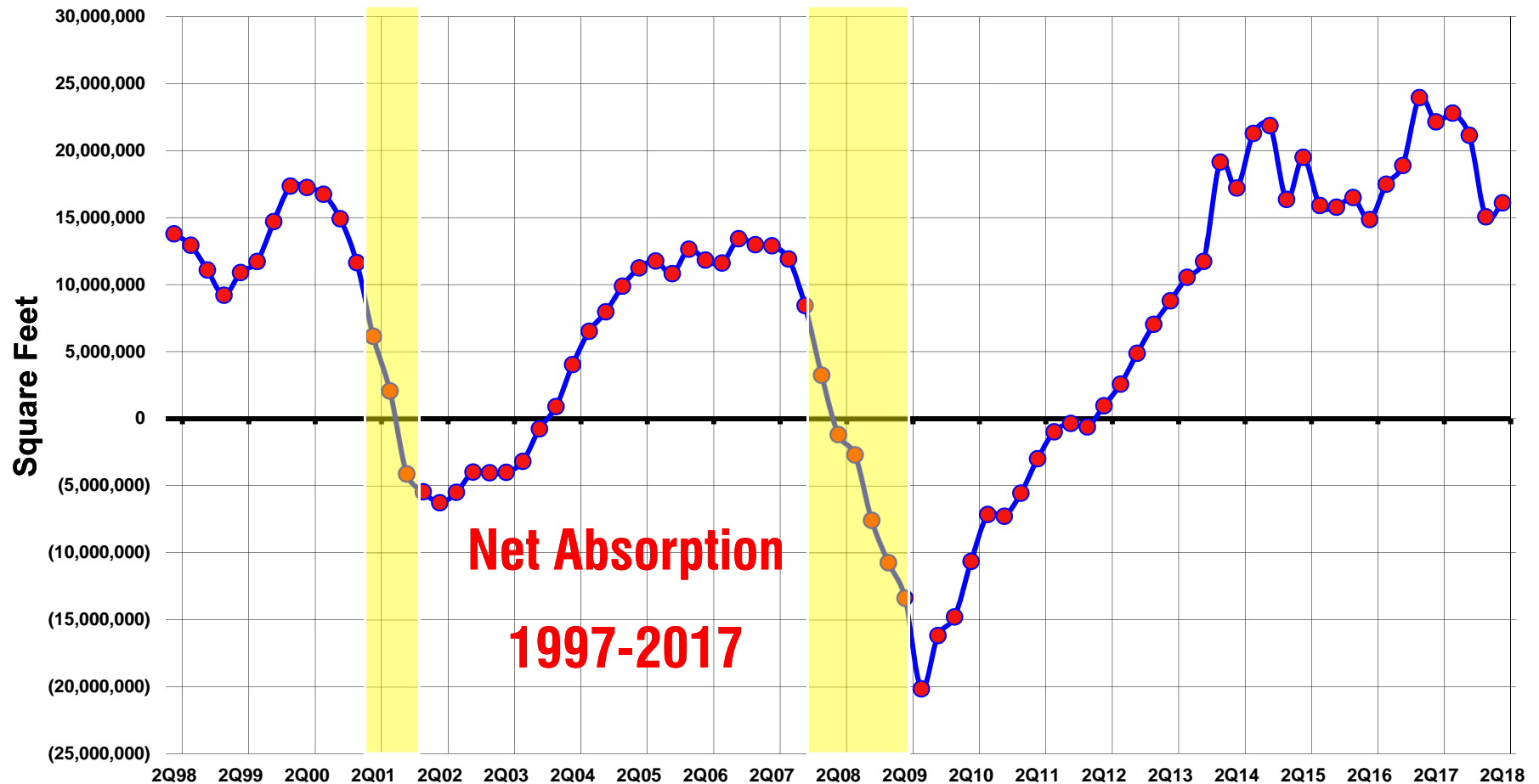
Numbers represent four rolling quarters.

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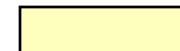
= US Recessions

Absorption



Numbers represent four rolling quarters.

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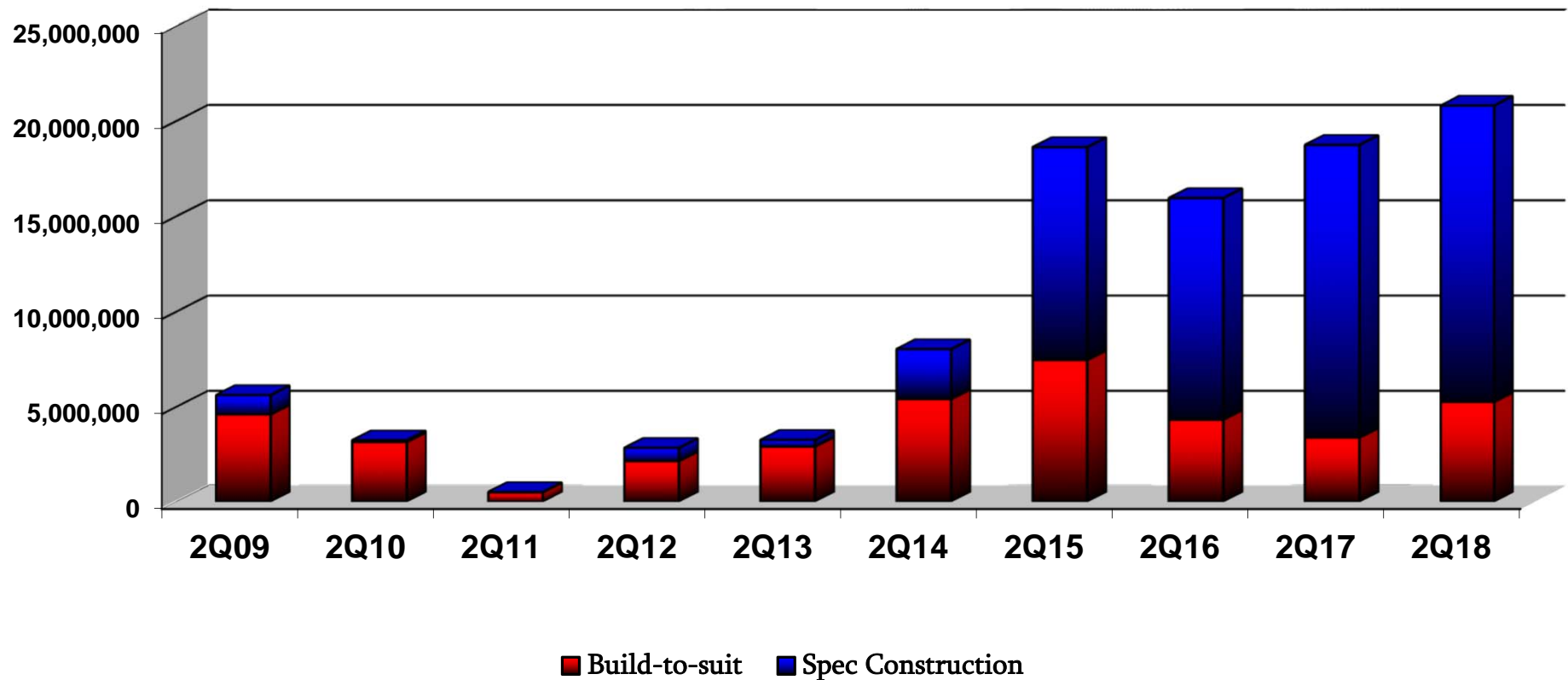


= US Recessions

New Construction: 2009-2018



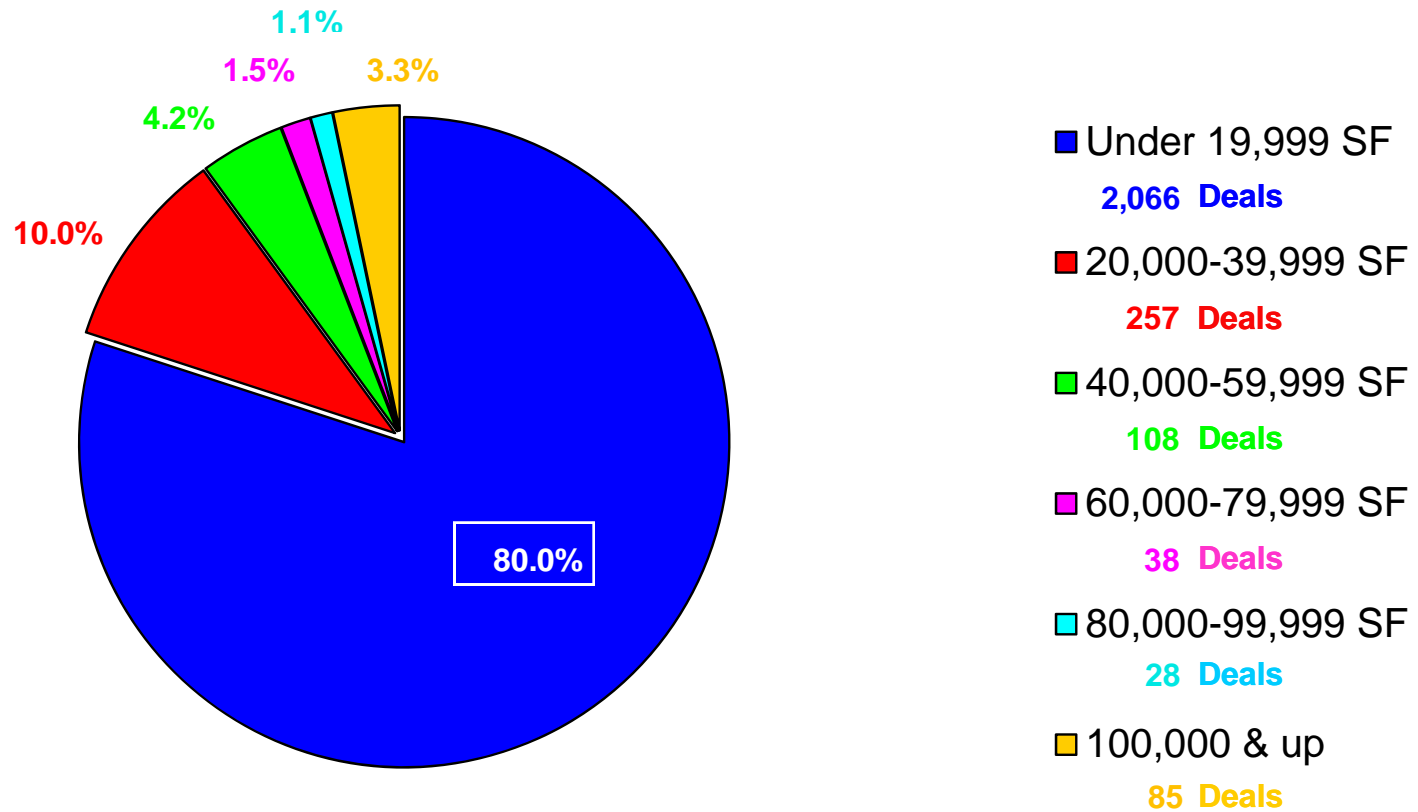
Square Feet



Numbers represent four rolling quarters.

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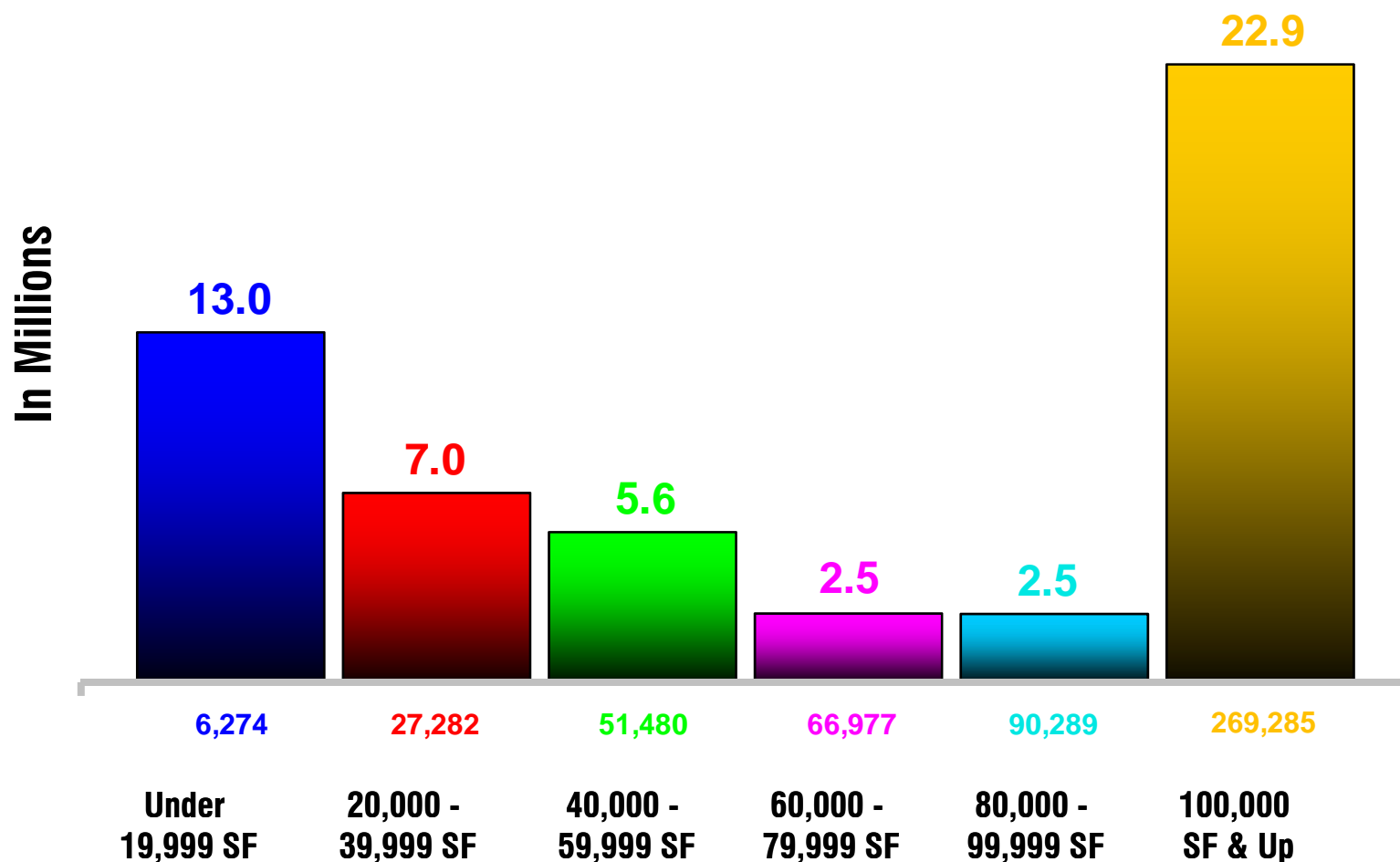
Deals Completed



Numbers represent four rolling quarters as of 2Q 2018.

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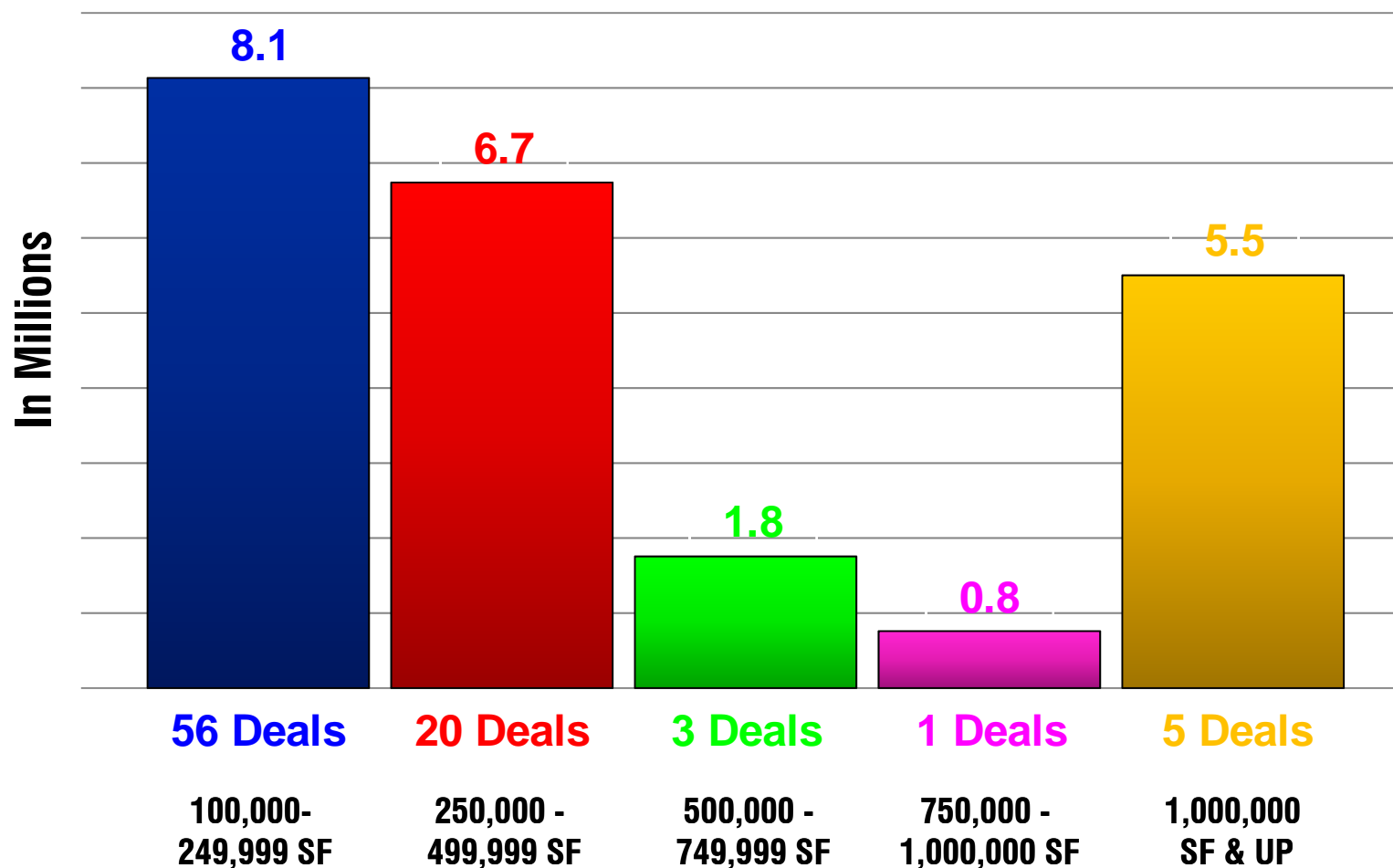
Square Feet Leased



Numbers represent four rolling quarters as of 2Q 2018.

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Square Feet Leased 100,000 +

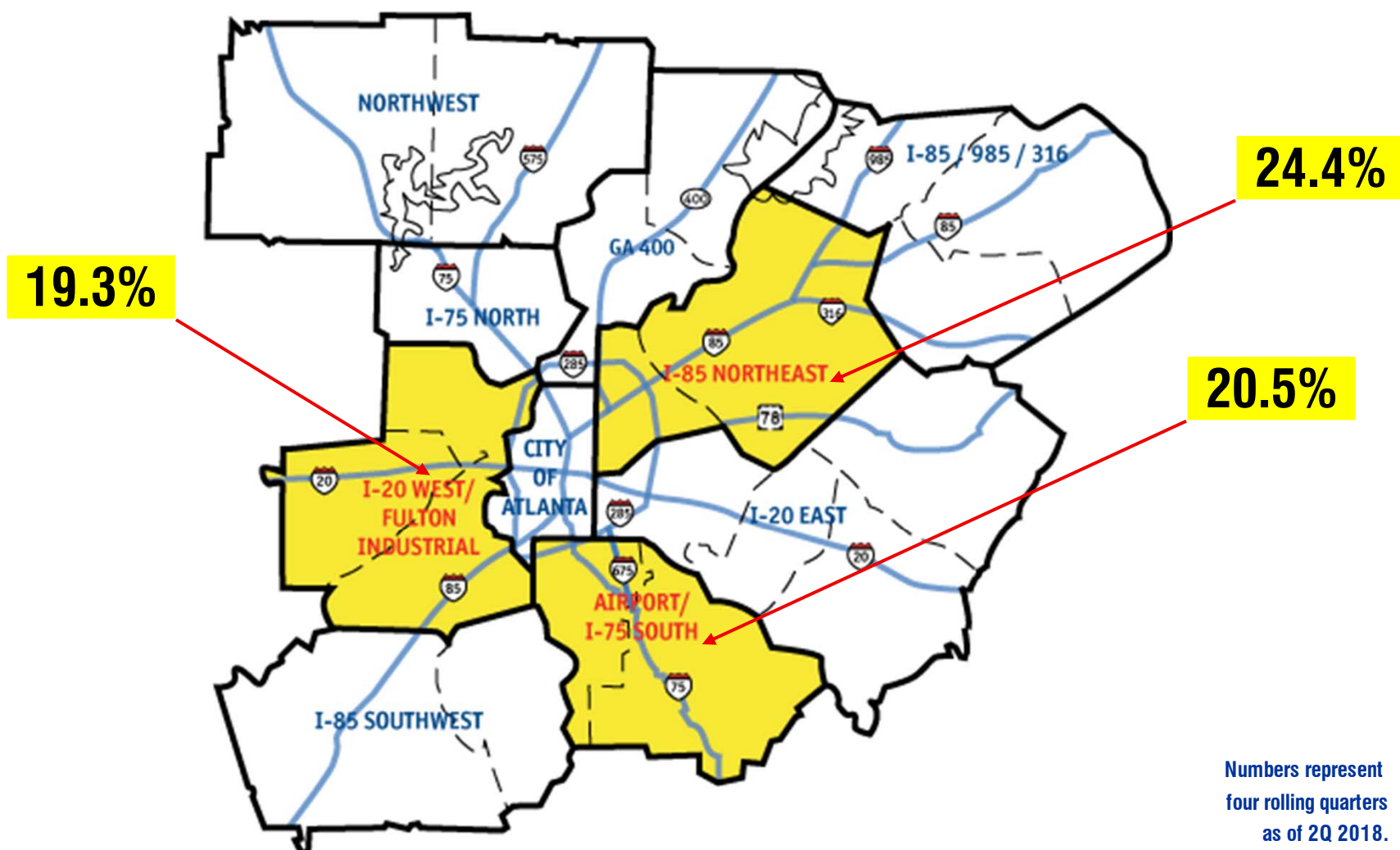


Numbers represent four rolling quarters as of 2Q 2018.

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Distribution Hot Markets

2018 Activity



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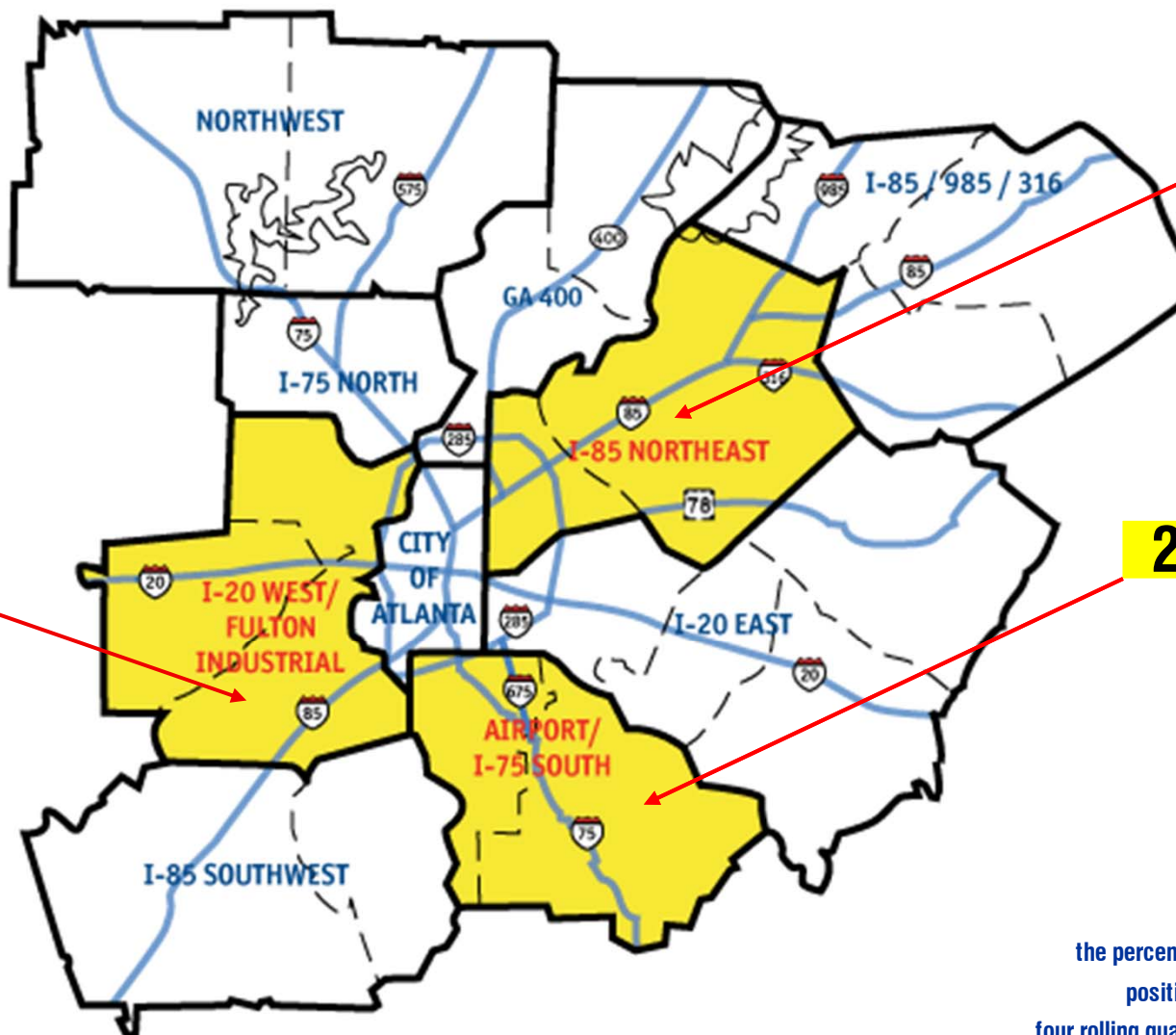
Distribution Hot Markets

2018 Net Absorption

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The City of
Atlanta and GA
400 regions
reported negative
net absorption for
the 4 rolling
quarters.

23.0%



Numbers represent
the percentage of the market's
positive net absorption for
four rolling quarters as of 2Q 2018.

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Conclusion



Let the Celebration Continue!

- 53.1 million sf of activity, 18 consecutive quarters above 53 million sf
- 16.1 million sf of positive net absorption
- Fourth consecutive quarter of over 20 million sf of new construction - 20.8 million sf – 75% Spec, 25% BTS
- Availability rate fell a full ½ % to 11.5%
- Over four years of record numbers in activity, absorption & construction
- Sublease spaces represent 6.3% of all available space
- Lending environment is business friendly
- Unemployment rates – Atlanta 3.4%↓, Georgia 4.2%↓, US 4.0%↓
(Atlanta & GA Projected May reports, US June report from the Bureau of Labor Statistics)
- US Manufacturing index now 55.4%, output growth remained strong in June
- US GDP increased from 1.6% (8 year avg) to over 2.2% during the first quarter of 2018, with second quarter estimates as high as 3.8-4.7%

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