



Presents:

Atlanta Industrial Market Overview

Fourth Quarter 2016

The Atlanta Distribution Market

IT KEEPS GOING
AND GOING AND
GOING!



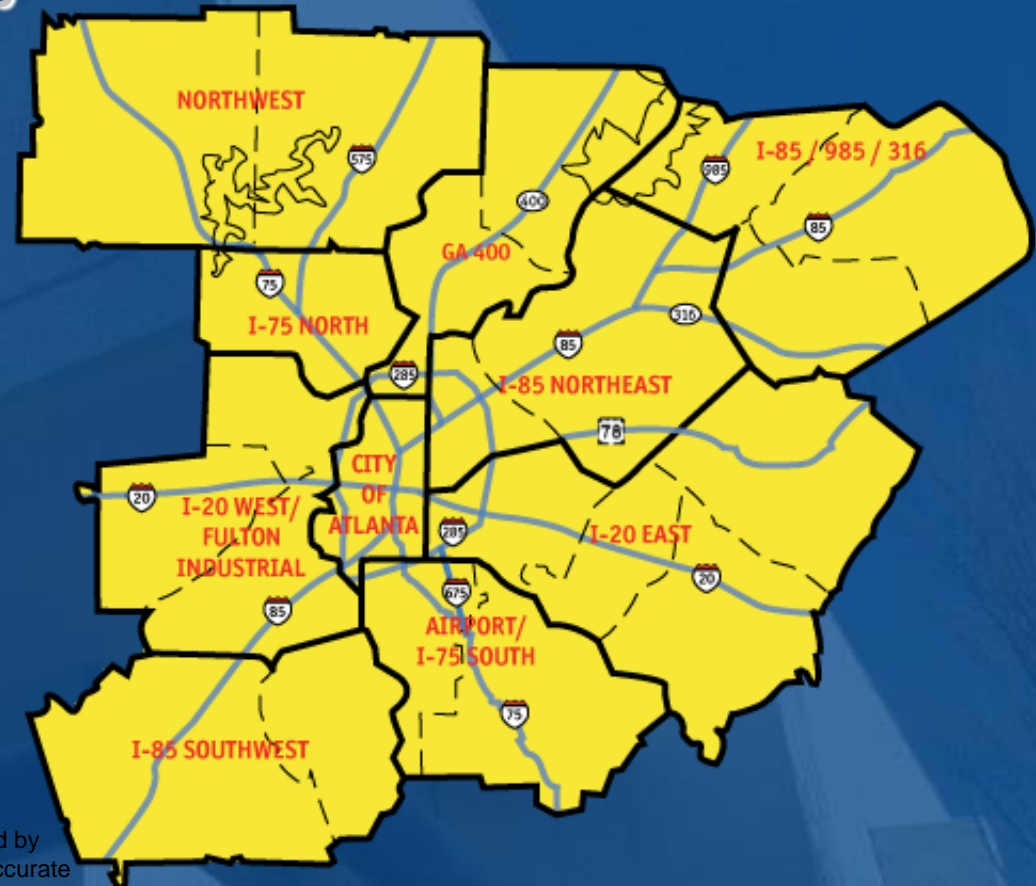
The Atlanta Industrial Market

➤ PinPointsm Technology

– 10 Regions

(distribution & service)

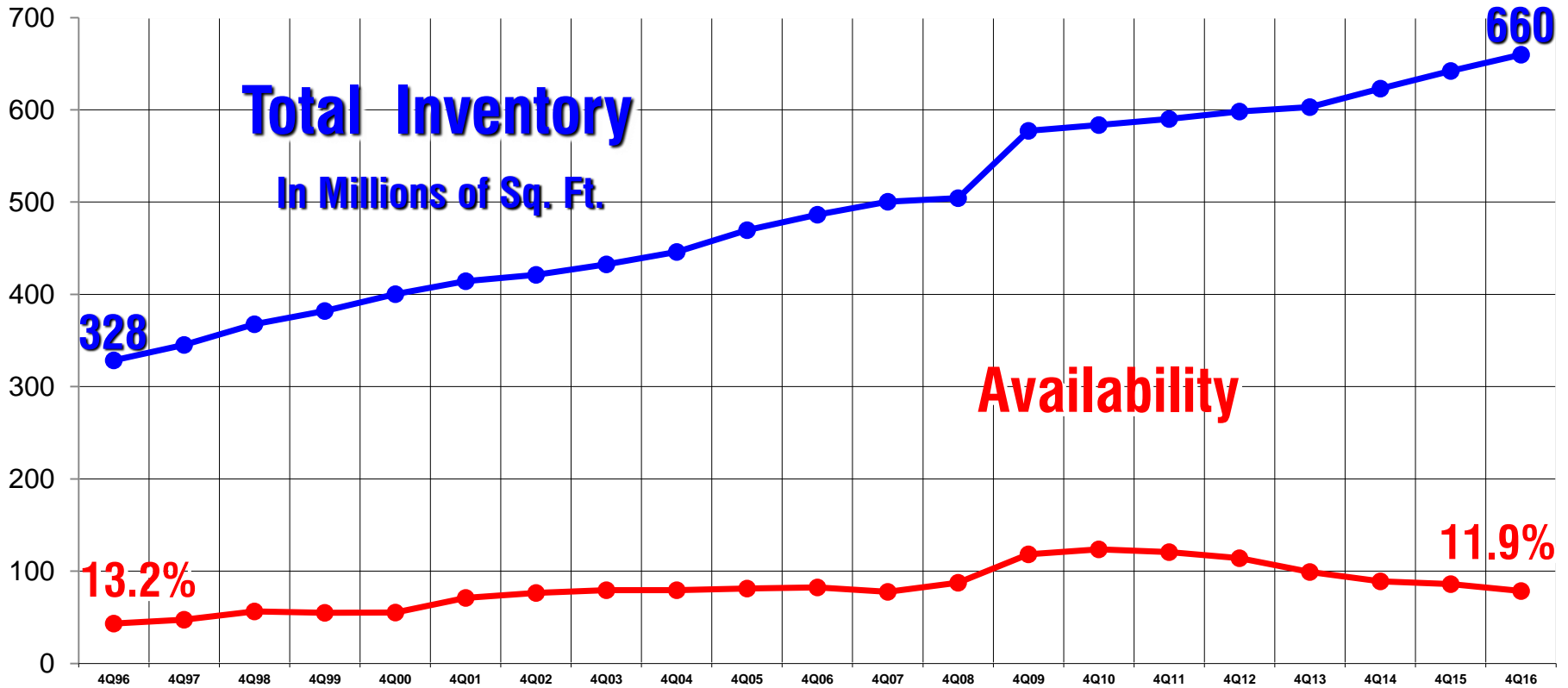
- 685 million sq. ft.
- 14,050 buildings
- 23,777 businesses



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

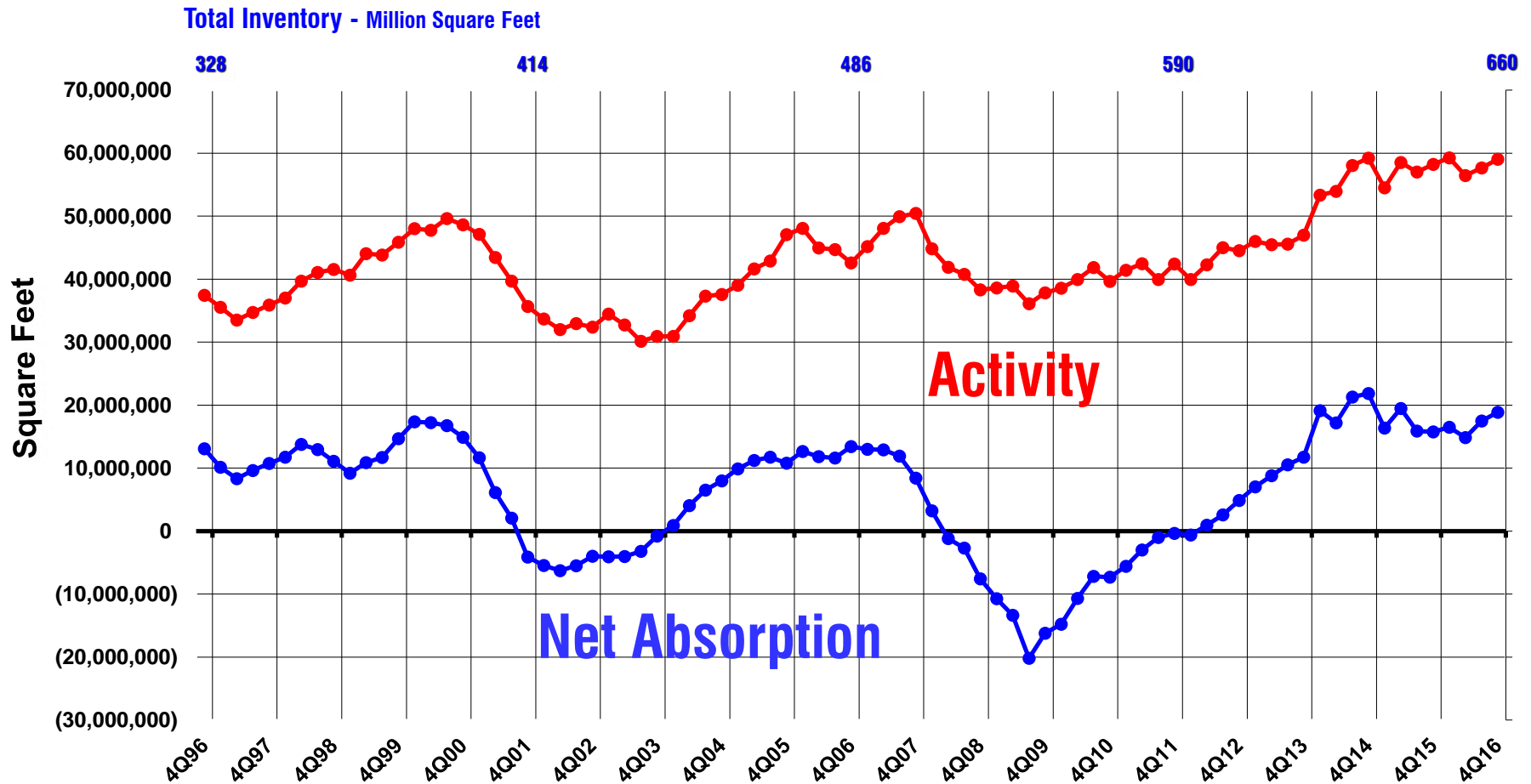
1996-2016



*

* Analysis expanded to include 8 additional counties.

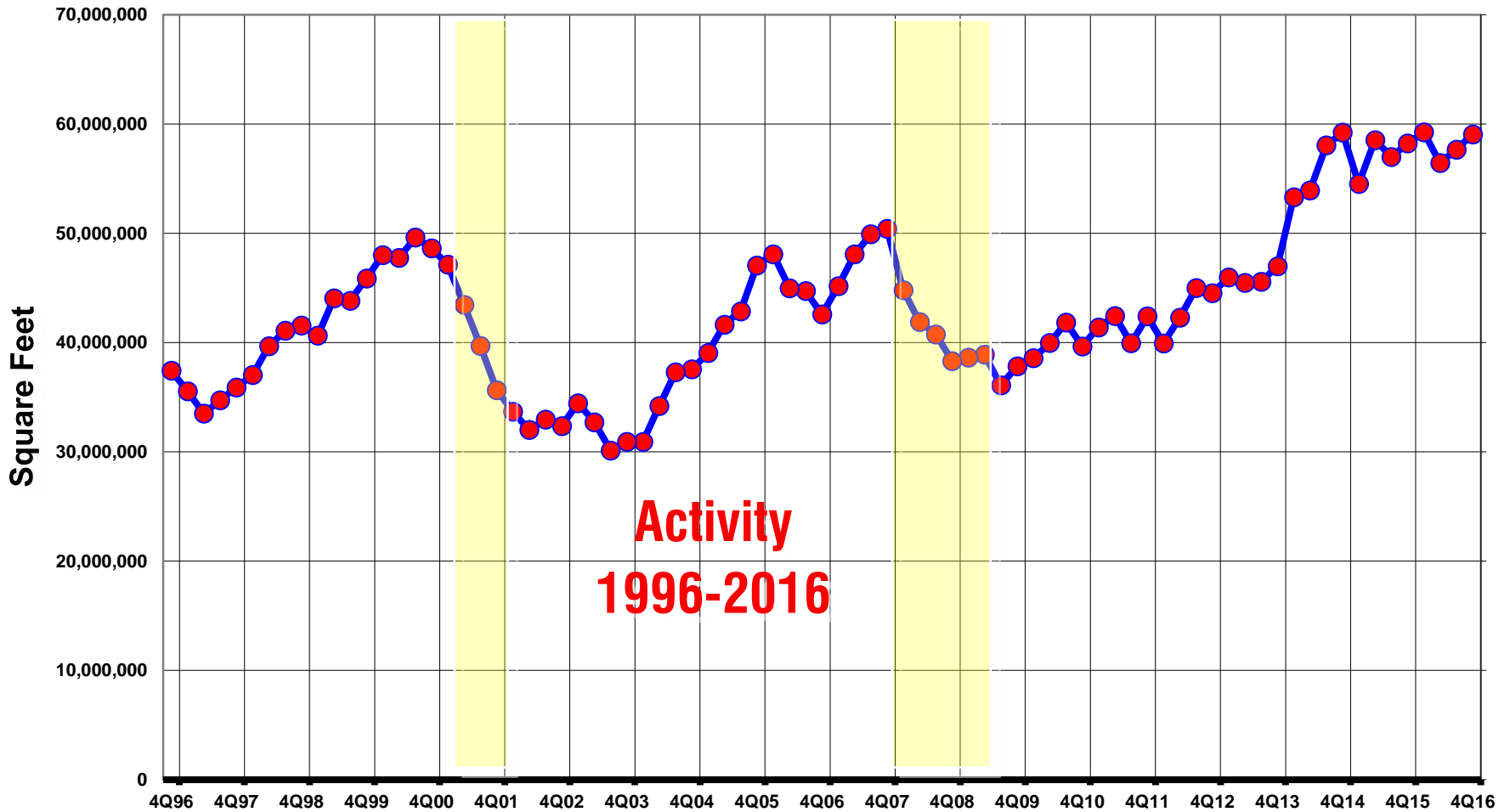
Absorption & Activity



Numbers represent four rolling quarters as of 4Q 2016.

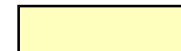
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Activity



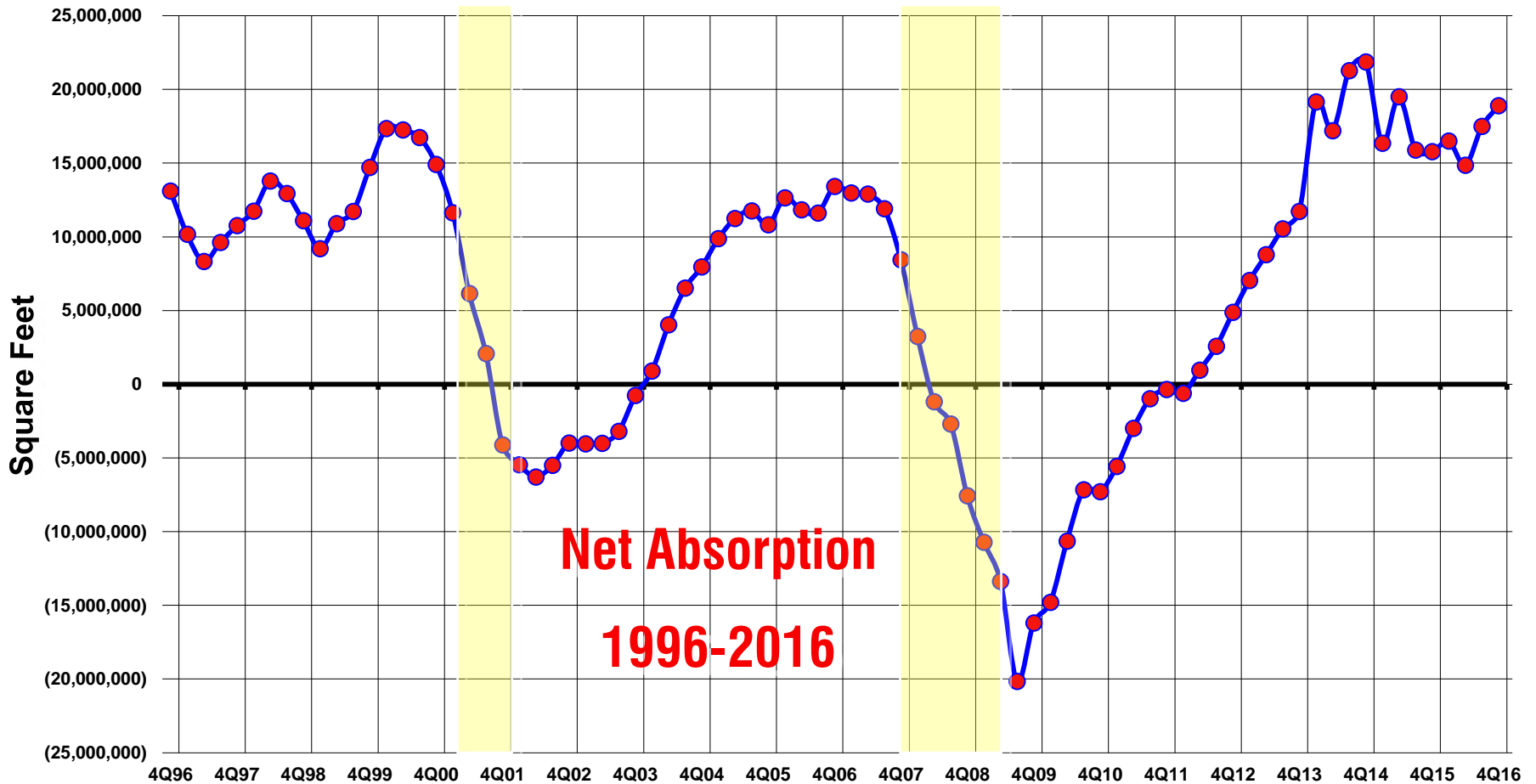
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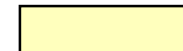
= US Recessions

Absorption



Numbers represent four rolling quarters as of 4Q 2016.

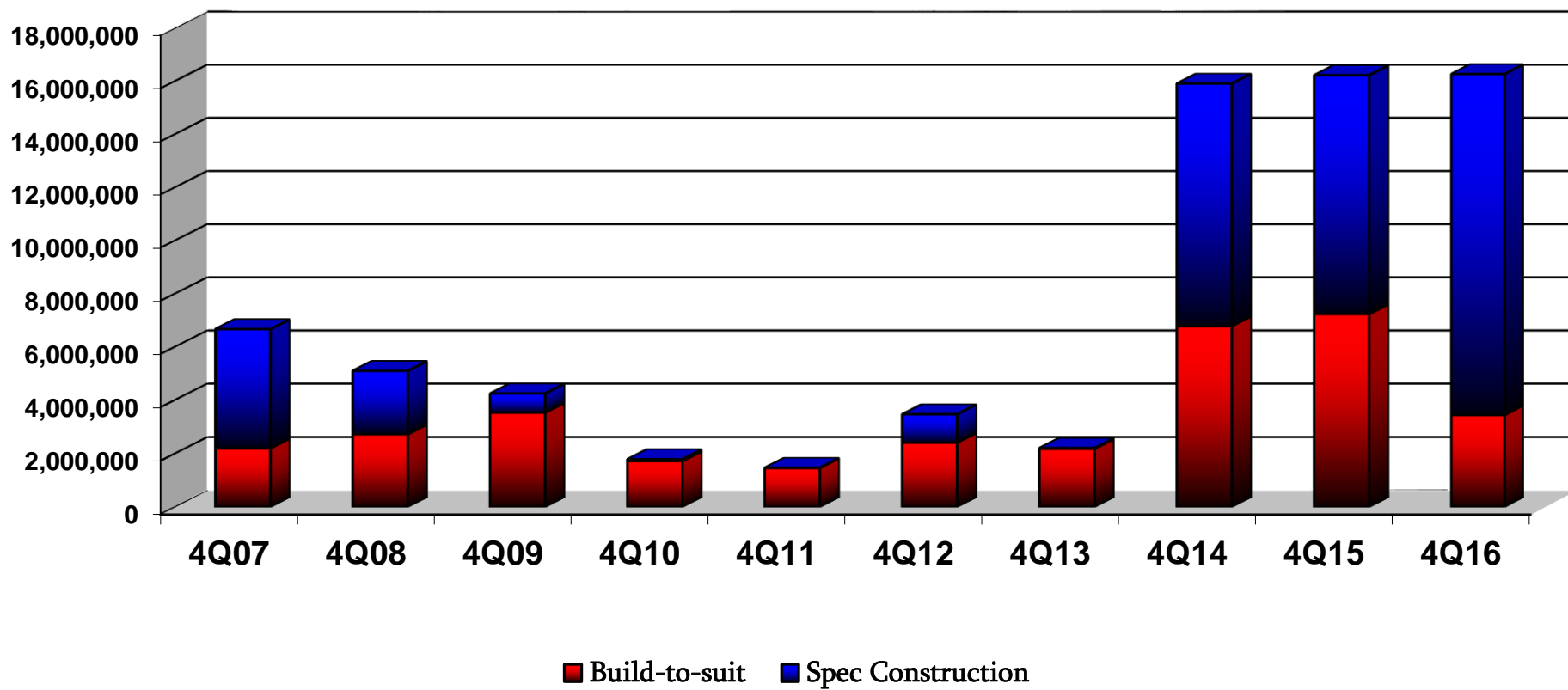
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= US Recessions

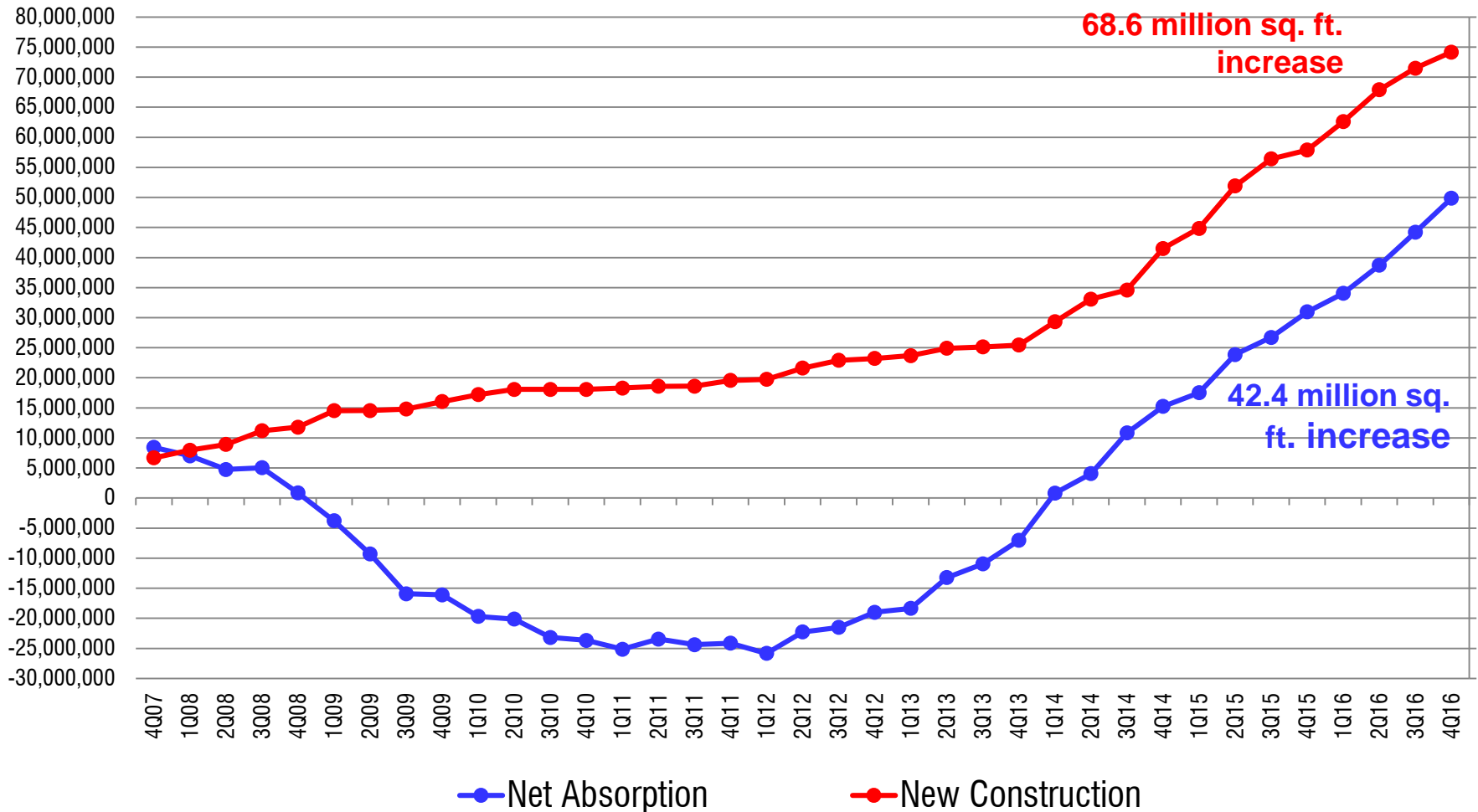
New Construction: 2007-2016

Square Feet

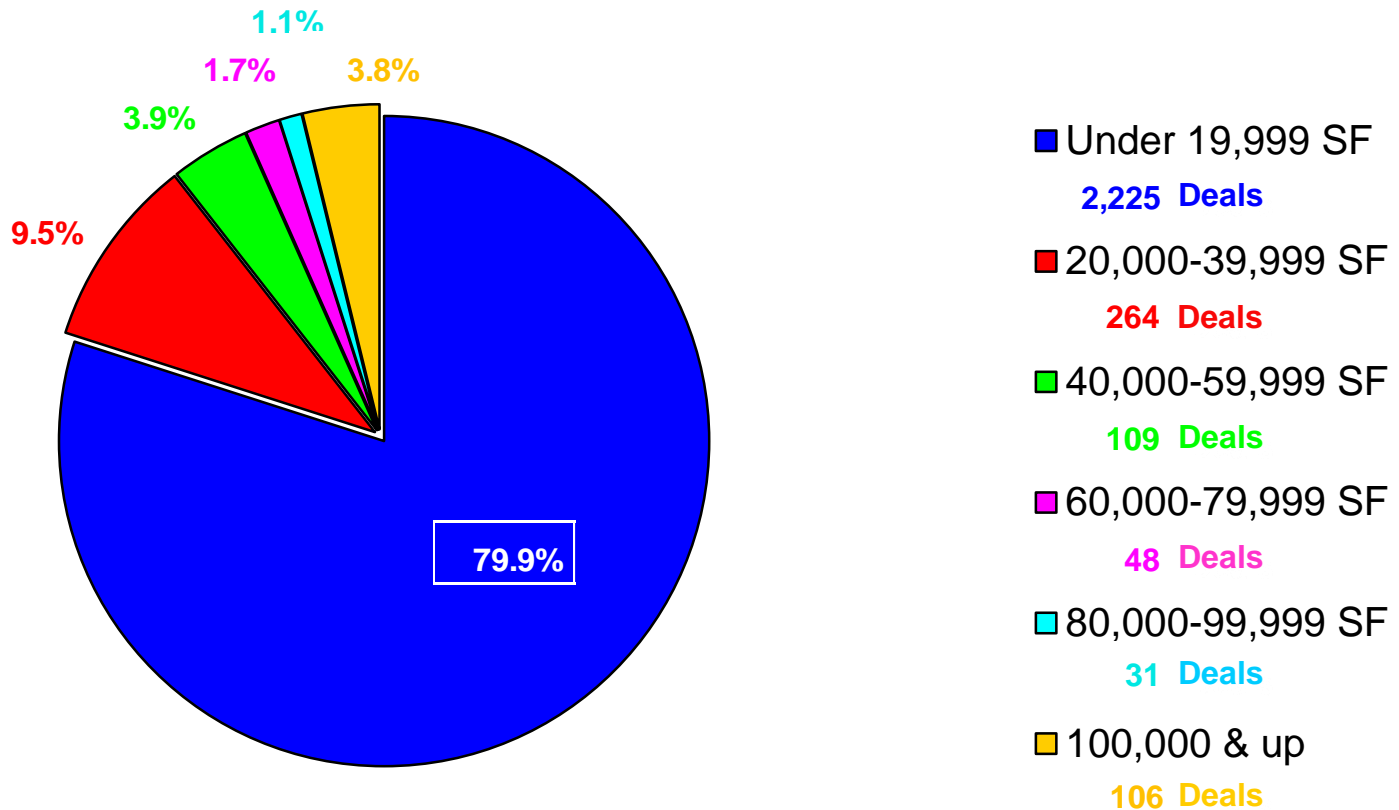


Numbers represent four rolling quarters as of 4Q 2016.

10 Year Cumulative Net Absorption vs. Construction



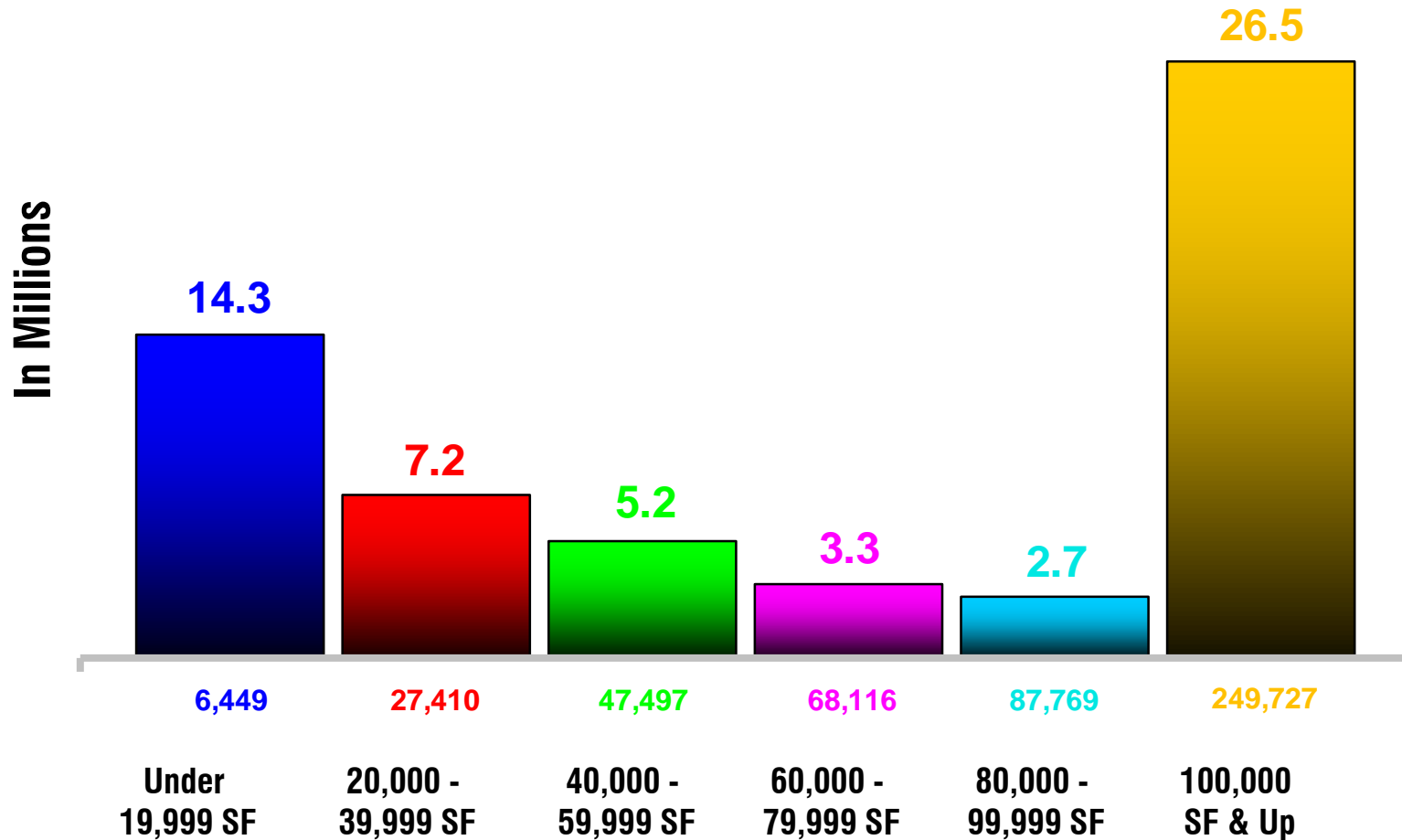
Deals Completed



Numbers represent four rolling quarters as of 4Q 2016.

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Square Feet Leased

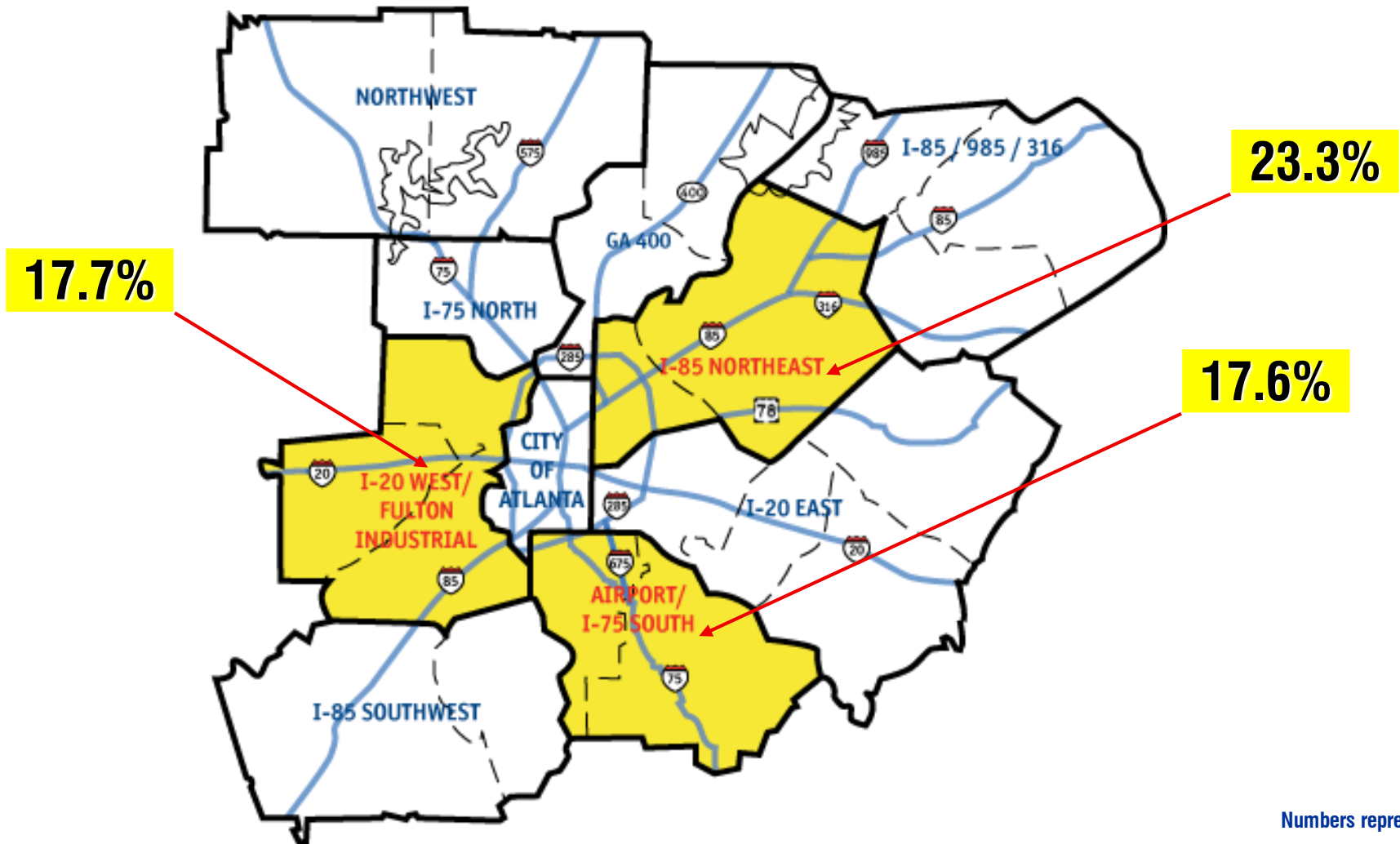


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Distribution Hot Markets

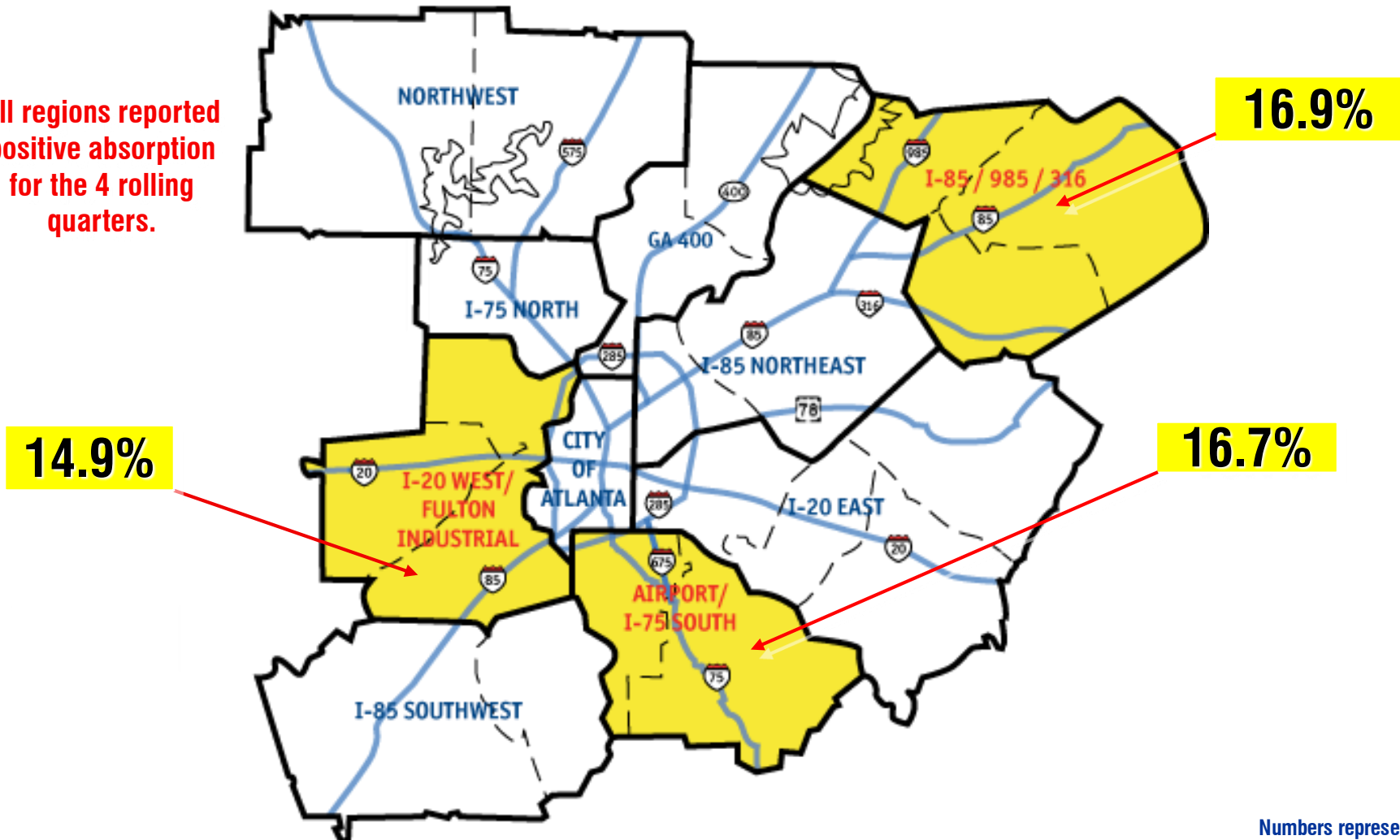
2016 Activity



Distribution Hot Markets

2016 Net Absorption

All regions reported positive absorption for the 4 rolling quarters.



Conclusion

It Keeps Going and Going and Going!

- 59.1 million sf of activity, 12 consecutive quarters above 53 million sf
- 18.9 million sf of positive net absorption, 19 consecutive quarters of positive net absorption with 12 consecutive quarters above 15 million sf
- 16.3 million sf of construction – **79% Spec, 21% BTS**
- Availability rate lowest in 22 years (since 4Q94) at 11.9%
- 2+ years of record breaking numbers in activity, absorption & construction
- Sublease spaces fell to 6% (down 1%) of all available space
- Lending environment is business friendly
- Declining unemployment rates – Atlanta ↓4.8%, Georgia ↑5.3%, US ↓4.6%
(November reports - US Bureau of Labor Statistics)
- Housing market continues to improve, still room for improvement
- National and international uncertainty still persists
(taxes, health care, border crisis, issues with the Euro-Zone, the Middle East & China)

Contact Information



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