



# Market Trends

Q4

2020

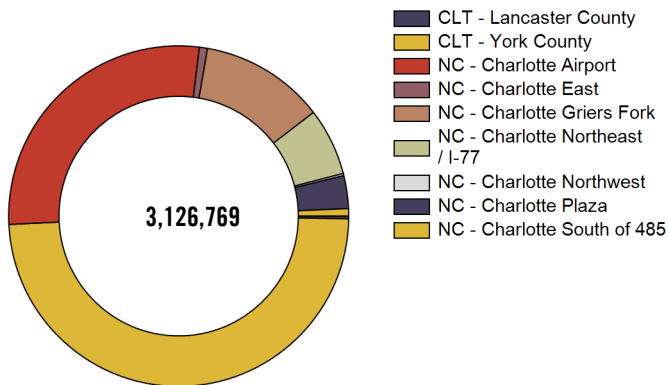
Industrial

Charlotte

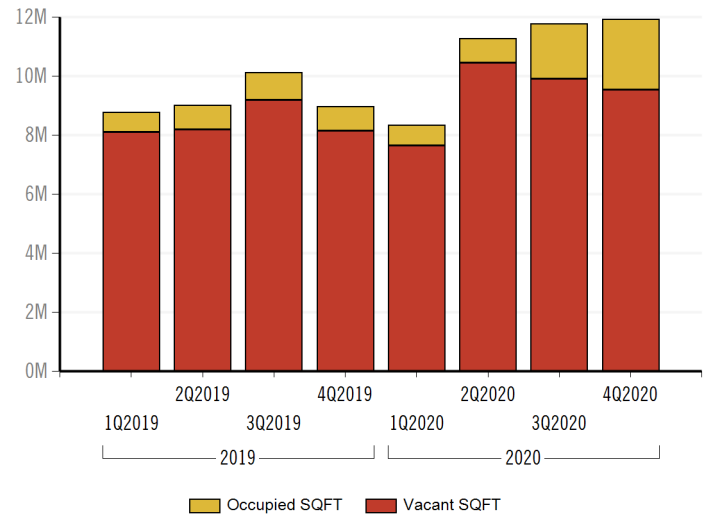




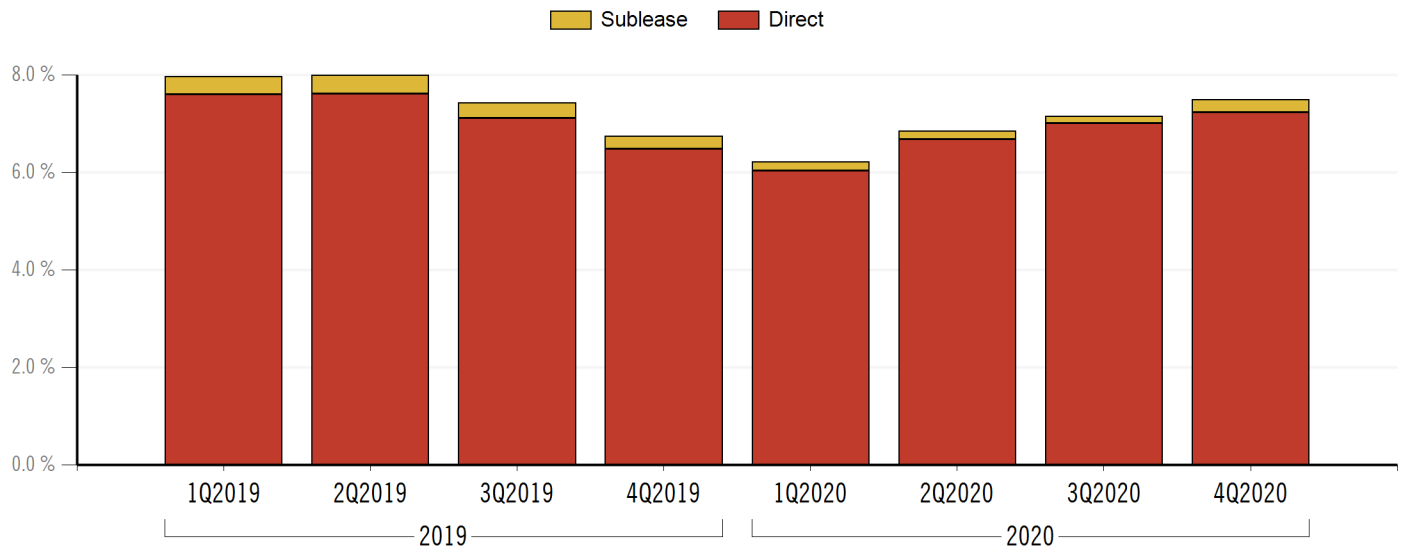
#### Under Construction SQFT by Market



#### Total Available



#### Available %



#### Overview by Specific Use (Direct)

Specific Use	# of Buildings	Total SQFT	Available SQFT	Available %	Vacant %
Manufacturing	251	19,125,067	463,610	3.1 %	1.8 %
Whse/Dist	1,630	104,443,245	8,194,330	8.0 %	6.7 %
Flex	259	12,439,345	1,209,358	10.3 %	8.2 %
Whse/Office	789	23,261,465	1,658,122	7.2 %	6.4 %

#### Overview by Specific Use (Sublet)

Specific Use	# of Buildings	Total SQFT	Available SQFT	Available %
Manufacturing	251	19,125,067	131,374	0.7 %
Whse/Dist	1,630	104,443,245	185,232	0.2 %
Flex	259	12,439,345	67,386	0.5 %
Whse/Office	789	23,261,465	25,590	0.1 %

## Overview by Specific Use (Total)

Specific Use	# of Buildings	Total SQFt	# of spaces	Average Rate	Available SQFT	Vacant SQFT	% Vacant
Manufacturing	251	19,125,067	251	\$6.73	594,984	350,872	1.83 %
Whse/Dist	1,630	104,443,245	1,630	\$5.14	8,379,562	7,001,929	6.70 %
Flex	259	12,439,345	259	\$9.01	1,276,744	1,015,391	8.16 %
Whse/Office	789	23,261,465	789	\$7.33	1,683,712	1,494,143	6.42 %
<b>Totals</b>	<b>2,929</b>	<b>159,269,122</b>	<b>2,929</b>	<b>\$7.05</b>	<b>11,935,002</b>	<b>9,862,335</b>	<b>6.19 %</b>

## Overview by Market (Total)

	Type	# Bldgs	Total SF	Total Avail	Total Vacant	Vacancy %	Absorption	Weighted Average
<b>CLT - Airport</b>	Whse/Dist	185	7,893,924	585,953	403,734	5.11 %		7.92
	Flex	32	1,174,106	46,670	45,302	3.86 %		9.24
	Whse/Office	60	2,430,164	76,064	83,959	3.45 %		7.62
		<b>277</b>	<b>11,498,194</b>	<b>708,687</b>	<b>532,995</b>		<b>(124,968)</b>	<b>\$8.26</b>
<b>CLT - Chester County</b>	Whse/Dist	6	632,882	175,000	175,000	27.65 %		3.25
		<b>6</b>	<b>632,882</b>	<b>175,000</b>	<b>175,000</b>		<b>50,000</b>	<b>\$3.25</b>
<b>CLT - East</b>	Manufacturing	48	3,018,580	201,216	58,000	1.92 %		8.75
	Whse/Dist	340	10,071,259	534,548	515,671	5.12 %		4.70
	Flex	55	1,574,538	39,524	39,524	2.51 %		9.52
	Whse/Office	254	5,125,672	178,079	139,622	2.72 %		6.41
		<b>697</b>	<b>19,790,049</b>	<b>953,367</b>	<b>752,817</b>		<b>35,303</b>	<b>\$7.35</b>
<b>CLT - Lancaster County</b>	Whse/Dist	15	1,114,210	186,550	82,050	7.36 %		5.20
	Flex	3	322,963	2,683	0	0.00 %		12.75
	Whse/Office	21	433,186	18,850	18,850	4.35 %		9.13
		<b>39</b>	<b>1,870,359</b>	<b>208,083</b>	<b>100,900</b>		<b>(10,100)</b>	<b>\$9.03</b>
<b>CLT - North</b>	Manufacturing	37	3,455,473	96,950	10,186	0.29 %		6.18
	Whse/Dist	265	19,465,180	1,272,236	1,203,953	6.19 %		5.66
	Flex	67	3,854,993	710,200	555,833	14.42 %		6.48
	Whse/Office	139	4,578,897	328,920	340,039	7.43 %		6.45
		<b>508</b>	<b>31,354,543</b>	<b>2,408,306</b>	<b>2,110,011</b>		<b>(214,147)</b>	<b>\$6.19</b>
<b>CLT - Northwest</b>	Manufacturing	43	2,789,093	17,500	17,500	0.63 %		7.00
	Whse/Dist	254	14,908,167	997,706	700,636	4.70 %		5.01
	Flex	16	637,305	62,000	27,000	4.24 %		7.14
	Whse/Office	51	1,066,091	50,990	27,860	2.61 %		7.52
		<b>364</b>	<b>19,400,656</b>	<b>1,128,196</b>	<b>772,996</b>		<b>31,313</b>	<b>\$6.67</b>
<b>CLT - Southwest</b>	Manufacturing	105	8,500,426	172,911	158,779	1.87 %		6.22
	Whse/Dist	478	31,022,418	3,275,078	2,921,147	9.42 %		4.57
	Flex	86	4,875,440	415,667	347,732	7.13 %		8.90
	Whse/Office	171	6,151,737	895,449	878,613	14.28 %		8.66
		<b>840</b>	<b>50,550,021</b>	<b>4,759,105</b>	<b>4,306,271</b>		<b>(146,725)</b>	<b>\$7.09</b>
<b>CLT - York County</b>	Manufacturing	18	1,361,495	106,407	106,407	7.82 %		5.50
	Whse/Dist	87	19,335,205	1,352,491	999,738	5.17 %		4.78
	Whse/Office	93	3,475,718	135,360	5,200	0.15 %		5.50
		<b>198</b>	<b>24,172,418</b>	<b>1,594,258</b>	<b>1,111,345</b>		<b>22,164</b>	<b>\$5.26</b>

## Market (Total)

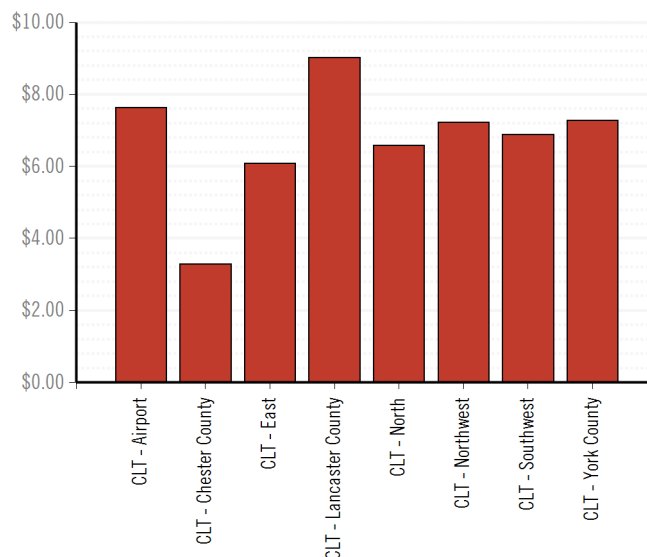
Yr	Qrt	# Bldgs	Total SF	Direct Avail	Sublet Avail	Direct Vacant	Sublet Vacant	Vacancy %	Absorption	Weighted Average
2020	4	2,956	162,440,539	11,525,420	409,582	9,563,060	299,275	5.89 %	-357,160	\$5.50



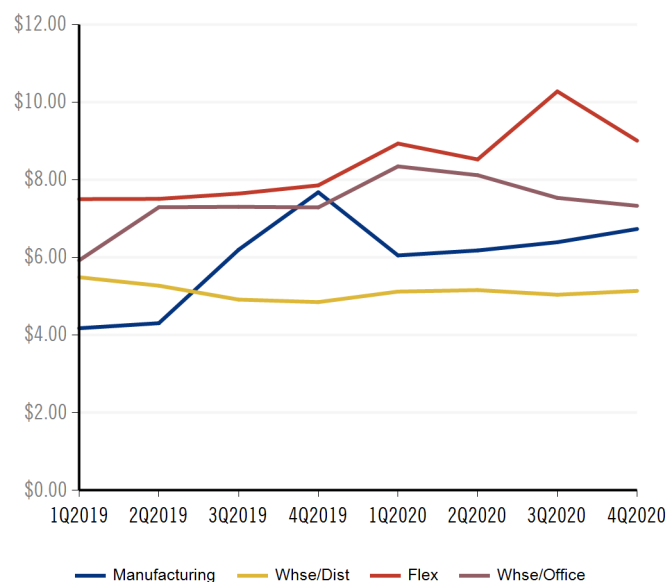
## Direct Weighted Average Asking Rates

Market	Specific Use	Q2/2020	Q3/2020	Q4/2020
CLT - Airport	Whse/Dist	\$6.94	\$8.02	\$7.92
	Flex	\$9.50	\$8.00	\$9.24
	Whse/Office	\$8.68	\$6.18	\$7.62
CLT - Chester County	Whse/Dist	\$3.40	\$3.25	\$3.25
CLT - East	Whse/Dist	\$4.38	\$4.87	\$4.70
	Flex	\$10.30	\$8.98	\$9.52
	Whse/Office	\$8.11	\$7.59	\$6.41
CLT - Lancaster County	Whse/Dist	\$4.50	\$4.50	\$5.20
	Flex	-	-	\$12.75
	Whse/Office	\$12.06	\$7.55	\$9.13
CLT - North	Whse/Dist	\$5.40	\$5.56	\$5.66
	Flex	\$8.34	\$7.70	\$6.48
	Whse/Office	\$6.61	\$6.88	\$6.45
CLT - Northwest	Whse/Dist	\$4.46	\$4.86	\$5.01
	Flex	\$9.00	\$9.00	\$7.14
	Whse/Office	\$6.74	\$9.88	\$7.52
CLT - Southwest	Whse/Dist	\$5.08	\$5.10	\$4.57
	Flex	\$8.74	\$7.96	\$8.90
	Whse/Office	\$8.88	\$8.86	\$8.66
CLT - York County	Whse/Dist	\$7.10	\$4.14	\$4.78
	Flex	\$5.25	\$20.00	-
	Whse/Office	\$5.73	\$5.78	\$5.50

### By Market



### Specific Use/Rate



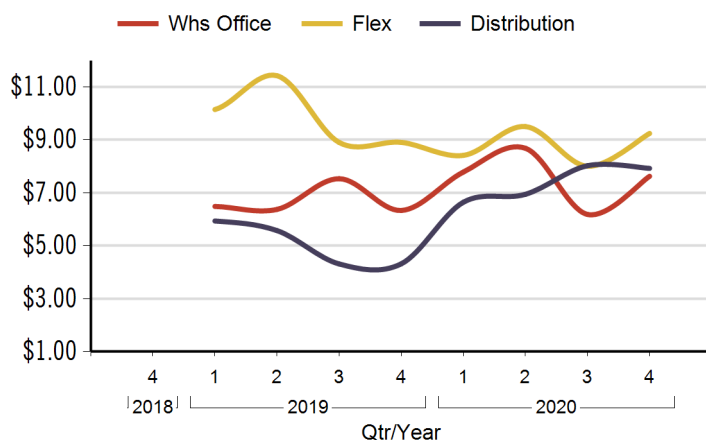
## Market Overview

The CLT - Airport Market Area finished Q4 2020 with -124,968 sf of Negative absorption. The total vacancy rate was 3.85%. The average weighted asking rate came in at \$8.01.

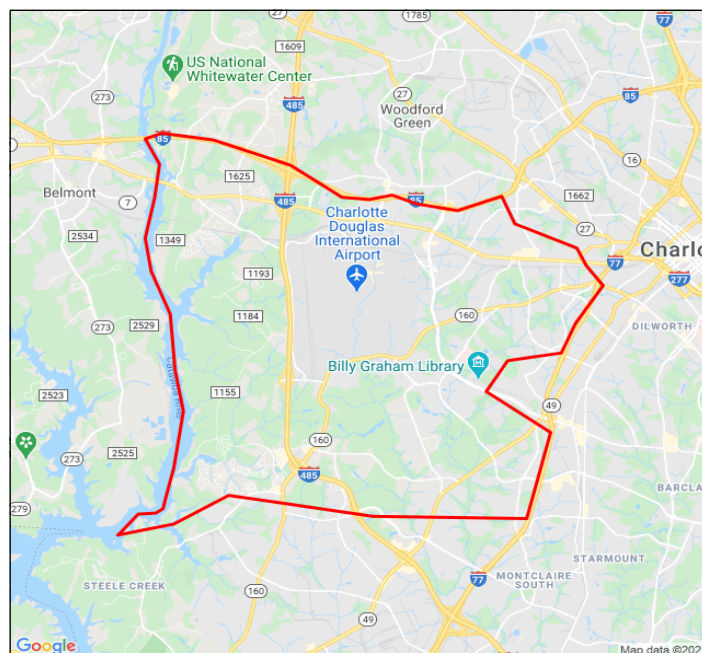
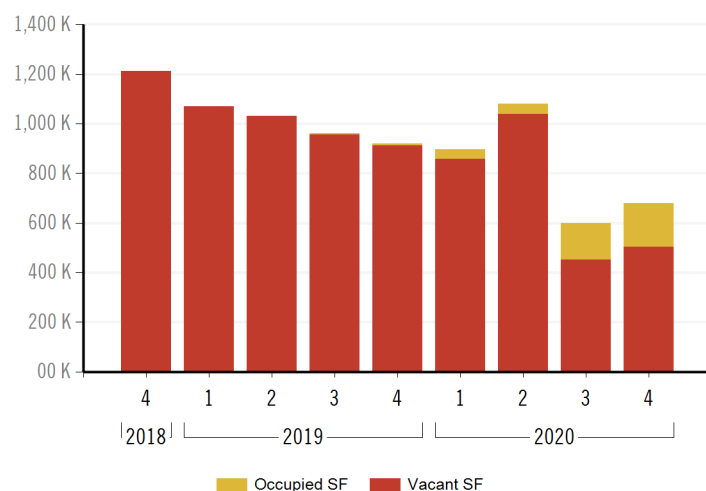
## Market Recap

Inventory (sf)	13,096,309
# of Bldgs	291
Weighted Average Asking Rate	\$8.01
Total Available Rate	5.18 %
Total Vacancy Rate	3.85 %
U/C Inventory (sf)	
Absorption	(124,968)

## Asking Rate by Type



## Available SF



## Notable Lease Transactions

Property	Suite	Size	Listing Company
Perimeter West	100	49,771	JLL
CLT Logistics	100	18,338	Foundry Commercial
4241 Taggart Creek Rd		10,500	JLL
Coffey Creek Business Park	A-B	5,422	Foundry Commercial
Coffey Creek Business Park	A & B	5,422	Foundry Commercial
3325 Carolina Ave	A	4,800	Trinity Partners
3925-3927 Morris Field Dr	3925-B	3,262	Beacon Partners

## Notable Sale Transactions

Property	Sale Price	Buyer
2953 Interstate St	1,180,000	DDL INVESTMENT INC



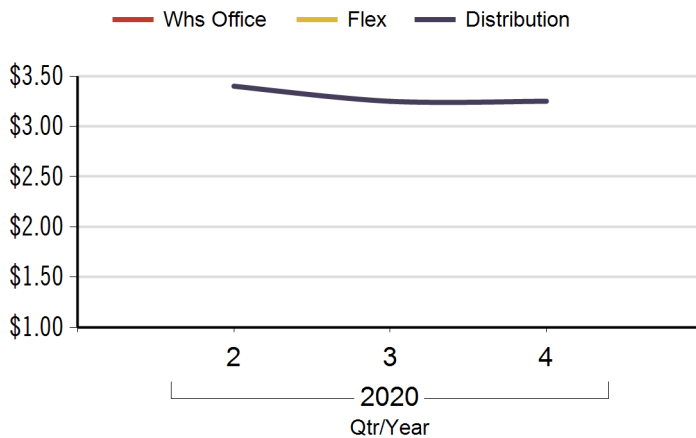
## Market Overview

The CLT - Chester County Market Area finished Q4 2020 with 50,000 sf of Positive absorption. The total vacancy rate was 23.07%. The average weighted asking rate came in at \$3.25.

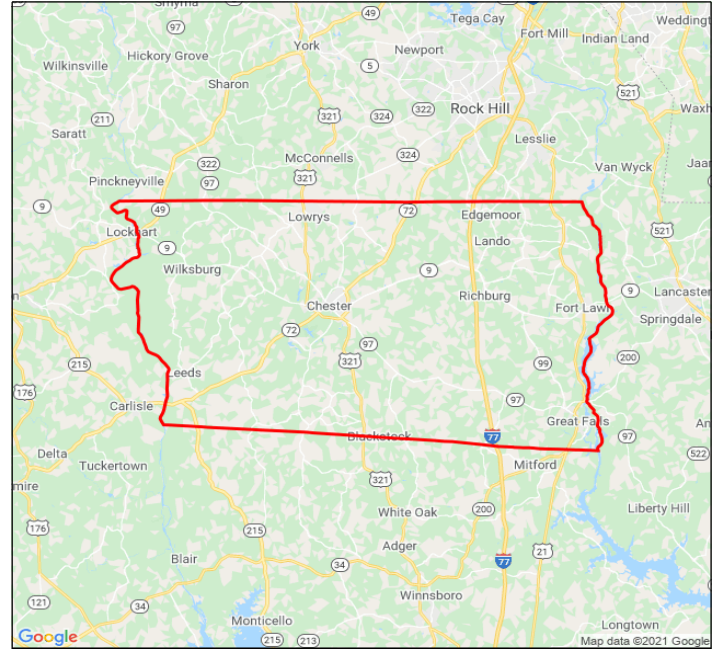
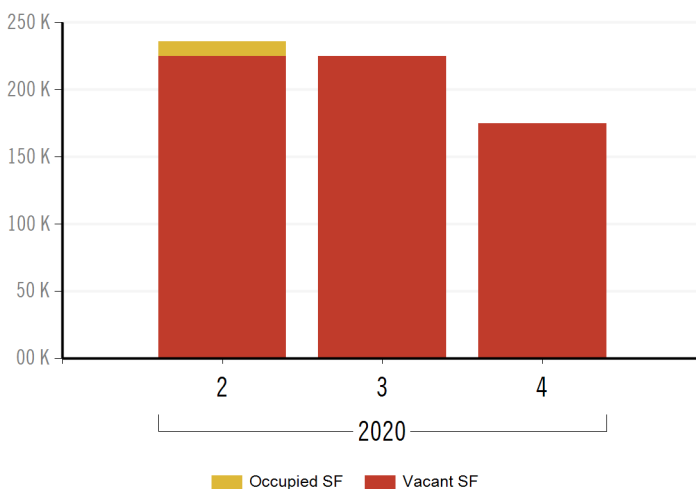
## Market Recap

Inventory (sf)	758,462
# of Bldgs	9
Weighted Average Asking Rate	\$3.25
Total Available Rate	23.07 %
Total Vacancy Rate	23.07 %
U/C Inventory (sf)	
Absorption	50,000

## Asking Rate by Type



## Available SF



## Notable Lease Transactions

Property	Suite	Size	Listing Company
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## Notable Sale Transactions

Property	Sale Price	Buyer
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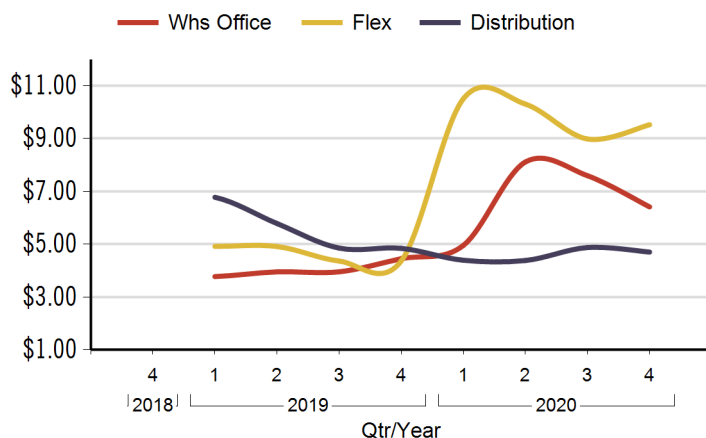
## Market Overview

The CLT - East Market Area finished Q4 2020 with 35,303 sf of Positive absorption. The total vacancy rate was 3.79%. The average weighted asking rate came in at \$5.24.

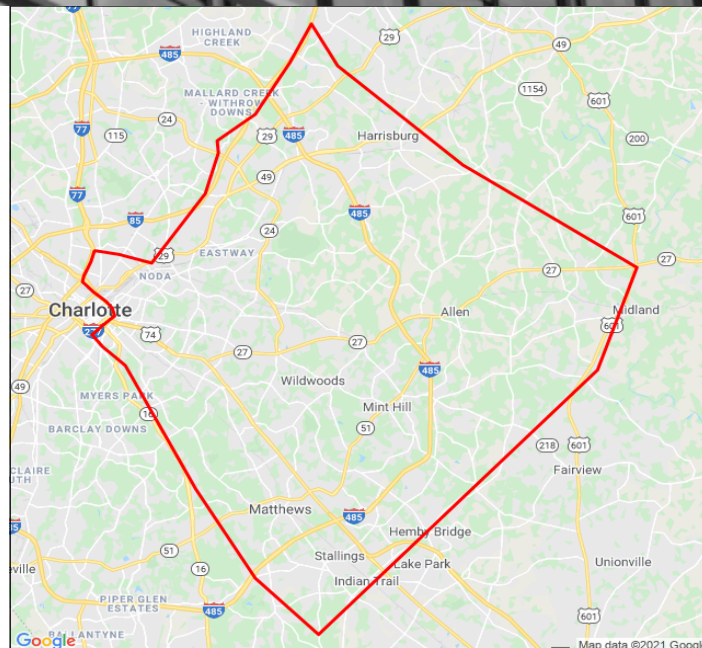
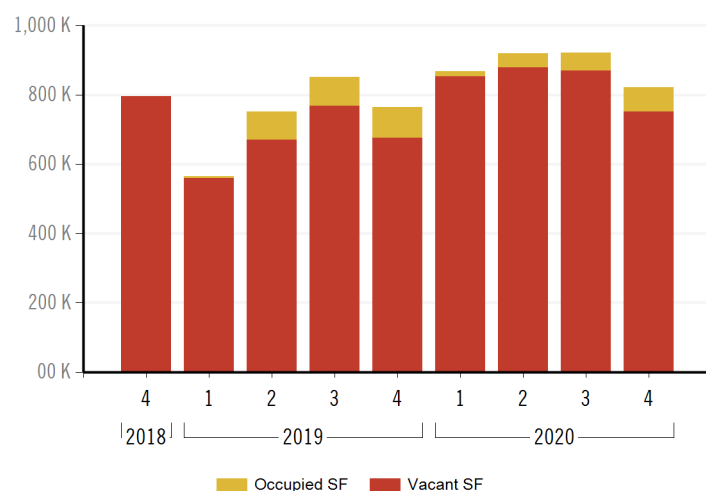
## Market Recap

Inventory (sf)	19,790,049
# of Bldgs	697
Weighted Average Asking Rate	\$5.24
Total Available Rate	4.15 %
Total Vacancy Rate	3.79 %
U/C Inventory (sf)	
Absorption	35,303

## Asking Rate by Type



## Available SF



## Notable Lease Transactions

Property	Suite	Size	Listing Company
13063 Bleinheim Lane	13062 - B	9,870	Foundry Commercial
6646 E.W.T. Harris Blvd	C	8,082	Crown Property Group
7505 Orr Rd		7,800	Properties South, LLC
Oakhurst Commerce Center		7,500	Waters Incorporated
515 Enterprise Dr		7,000	McKee Realty Company,
3300 Monroe Rd	A	3,598	Highland Realty &
1000 Van Buren Ave		2,800	Silver Lake Realty

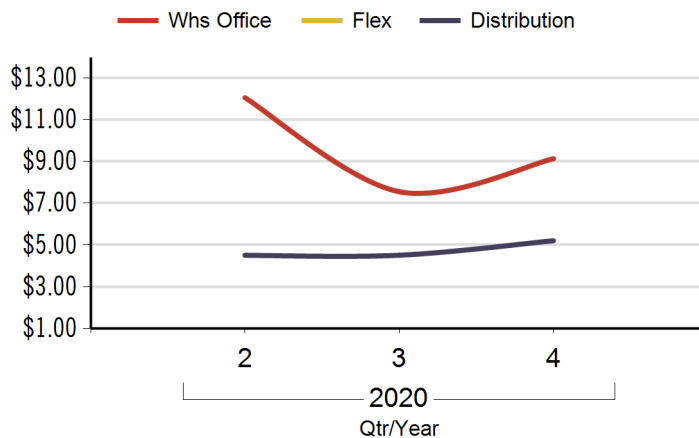
## Market Overview

The CLT - Lancaster County Market Area finished Q4 2020 with - 10,100 sf of Negative absorption. The total vacancy rate was 3.66%. The average weighted asking rate came in at \$5.65.

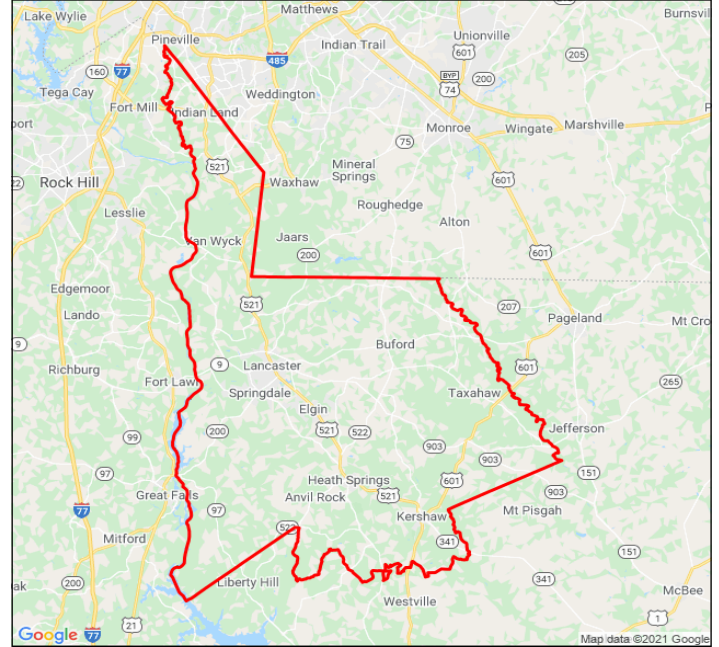
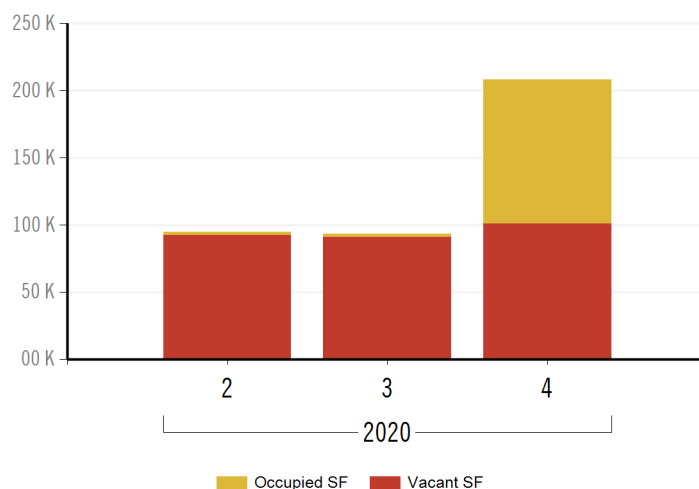
## Market Recap

Inventory (sf)	2,759,758
# of Bldgs	43
Weighted Average Asking Rate	\$5.65
Total Available Rate	7.54 %
Total Vacancy Rate	3.66 %
U/C Inventory (sf)	
Absorption	(10,100)

## Asking Rate by Type



## Available SF



## Notable Lease Transactions

Property	Suite	Size	Listing Company
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## Notable Sale Transactions

Property	Sale Price	Buyer
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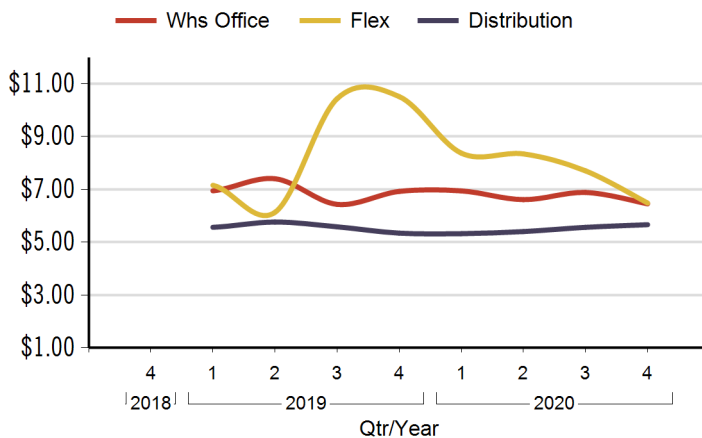
## Market Overview

The CLT - North Market Area finished Q4 2020 with -214,147 sf of Negative absorption. The total vacancy rate was 6.35%. The average weighted asking rate came in at \$6.05.

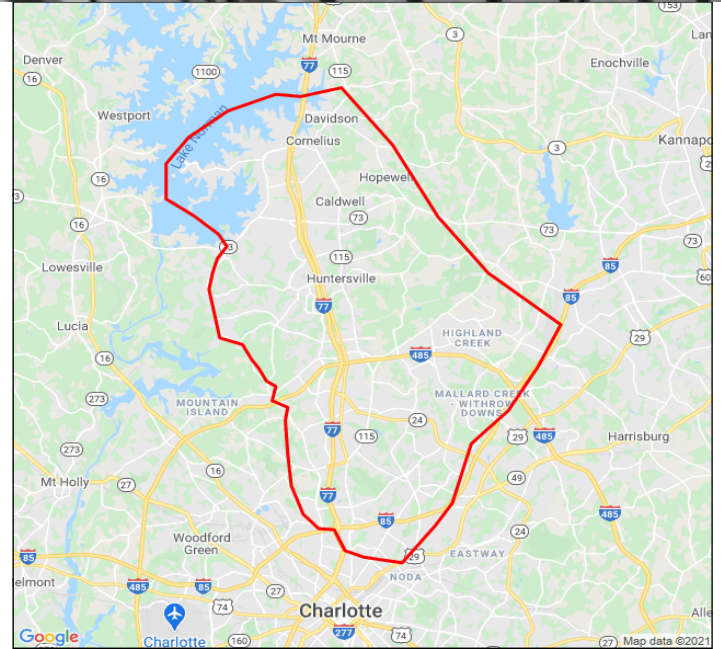
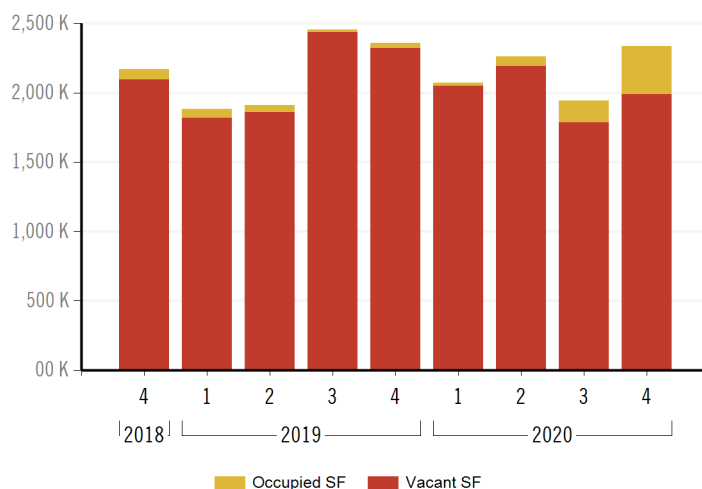
## Market Recap

Inventory (sf)	31,354,543
# of Bldgs	508
Weighted Average Asking Rate	\$6.05
Total Available Rate	7.45 %
Total Vacancy Rate	6.35 %
U/C Inventory (sf)	
Absorption	(214,147)

## Asking Rate by Type



## Available SF



## Notable Lease Transactions

Property	Suite	Size	Listing Company
Northpark XIII	G	48,000	Childress Klein -
Bryton Commerce Center		41,986	Foundry Commercial
NorthPark XV	F	20,160	Childress Klein -
1430 Ameron Dr		13,600	Beacon Partners
Northlake Commerce Center II	200	10,145	Silver Investments
Northlake Commerce Center II	200	10,145	Silver Investments
8715 Sidney Cir	700	5,000	Silver Investments

## Notable Sale Transactions

Property	Sale Price	Buyer
9335 Old Statesville Rd	5,950,000	SGH & DJS TRUCKER
4525 Reagan Drive	3,050,000	Southeastern Freight
5930 Northwoods Business Pkwy.	2,200,000	DILL PROPERTIES LLC

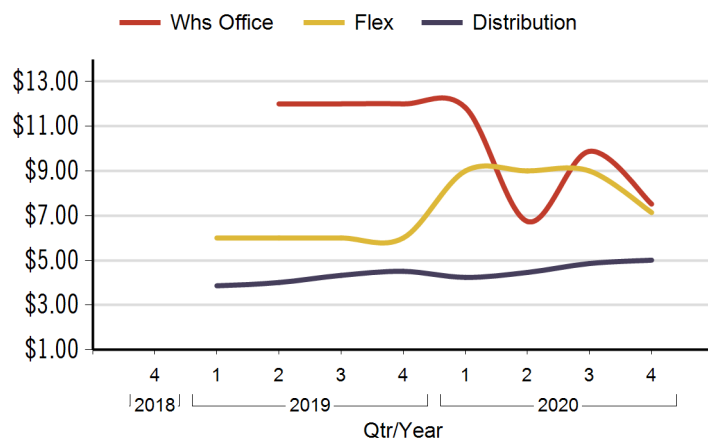
## Market Overview

The CLT - Northwest Market Area finished Q4 2020 with 31,313 sf of Positive absorption. The total vacancy rate was 3.77%. The average weighted asking rate came in at \$5.55.

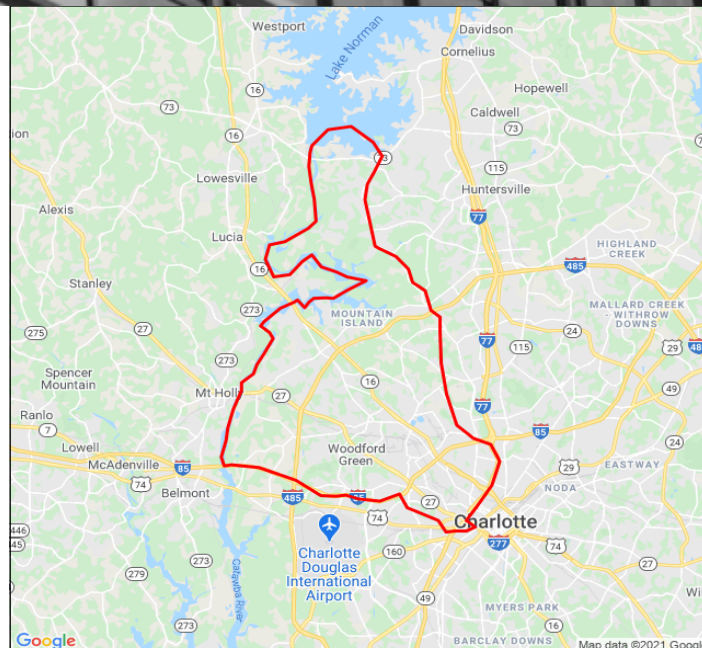
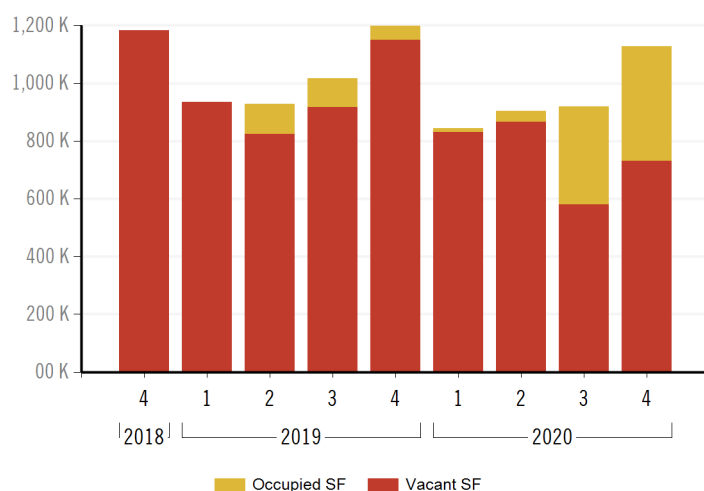
## Market Recap

Inventory (sf)	19,400,656
# of Bldgs	364
Weighted Average Asking Rate	\$5.55
Total Available Rate	5.82 %
Total Vacancy Rate	3.77 %
U/C Inventory (sf)	
Absorption	31,313

## Asking Rate by Type



## Available SF



## Notable Lease Transactions

Property	Suite	Size	Listing Company
5101 Terminal St	B	41,475	Beacon Partners
Lindbergh Business Park	200	5,600	CBRE - Charlotte
6120 Brookshire Blvd	C & D	3,744	CENTURY 21 Murphy &
Carolina Business Center	D	1,692	Crown Property Group
Carolina Business Center	E	1,691	Crown Property Group

## Notable Sale Transactions

Property	Sale Price	Buyer
Lightstone Logistics Center	34,400,000	W/C CLT OWNER VIII LLC

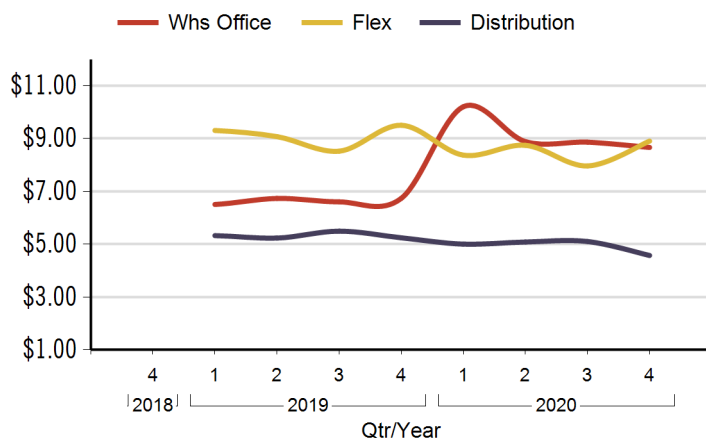
## Market Overview

The CLT - Southwest Market Area finished Q4 2020 with -146,725 sf of Negative absorption. The total vacancy rate was 8.33%. The average weighted asking rate came in at \$5.08.

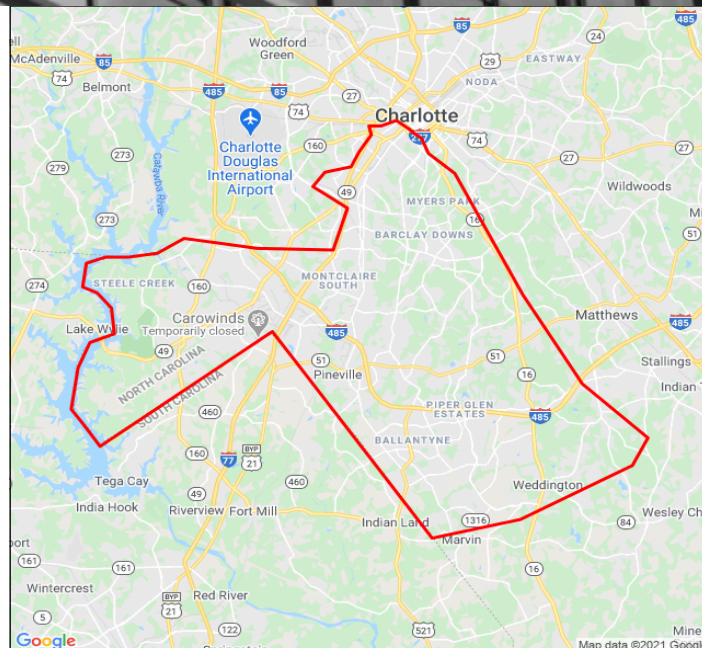
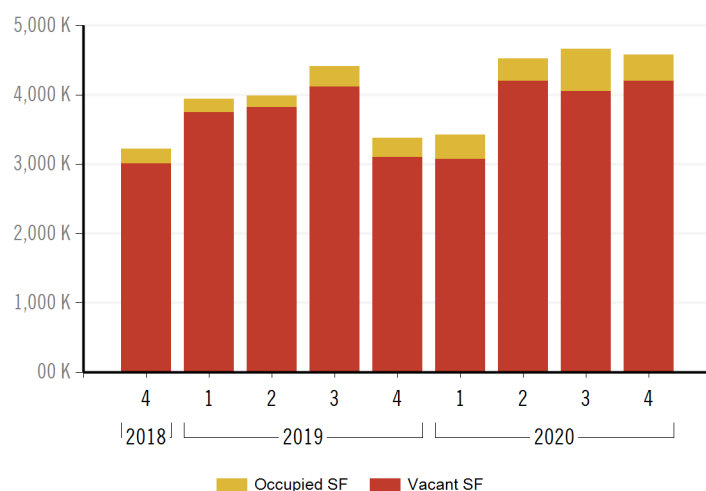
## Market Recap

Inventory (sf)	50,413,841
# of Bldgs	838
Weighted Average Asking Rate	\$5.08
Total Available Rate	9.09 %
Total Vacancy Rate	8.33 %
U/C Inventory (sf)	
Absorption	(146,725)

## Asking Rate by Type



## Disponibile SF



## Notable Lease Transactions

Property	Suite	Size	Listing Company
3552 Westinghouse Blvd	100	120,265	JLL
3520 Westinghouse Blvd		52,748	JLL
Brookwood XII	H	44,000	Childress Klein -
Brookwood XII	A	36,000	Childress Klein -
11540 Cordage St		36,000	Childress Klein -
Geneva I		27,040	Childress Klein -
8325 Arrowridge Blvd	A	14,580	Childress Klein -

## Notable Sale Transactions

Property	Sale Price	Buyer
300 Old Hebron Rd	3,800,000	HEBRON ROAD
1020 W Tremont Ave	1,750,000	TIMOTHY B COOPER
227 Old Hebron Rd	1,725,000	Hop Holdings Llc
4735 Dwight Evans Rd	1,360,000	PARK AVENUE PARTNERS

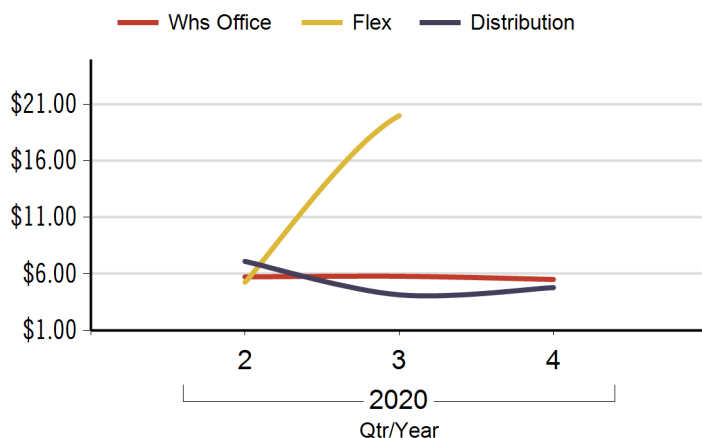
## Market Overview

The CLT - York County Market Area finished Q4 2020 with 22,164 sf of Positive absorption. The total vacancy rate was 4.47%. The average weighted asking rate came in at \$5.13.

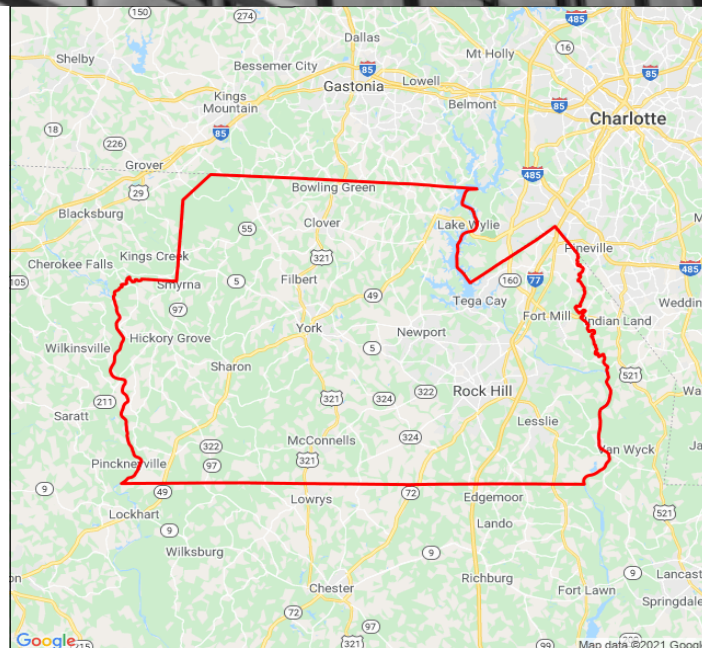
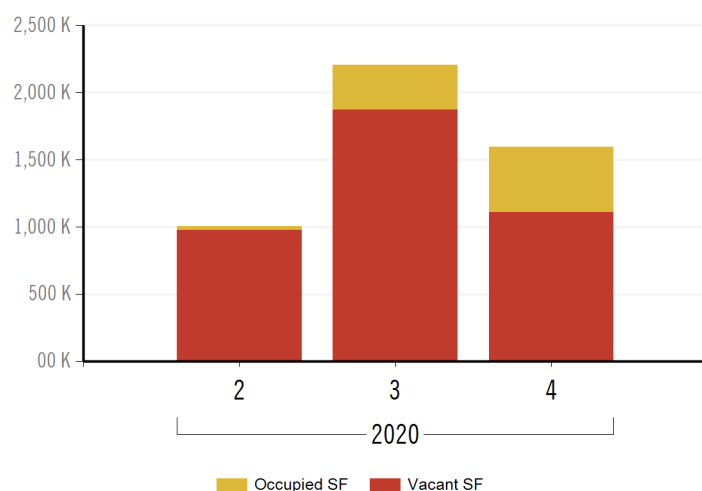
## Market Recap

Inventory (sf)	24,866,921
# of Bldgs	206
Weighted Average Asking Rate	\$5.13
Total Available Rate	6.41 %
Total Vacancy Rate	4.47 %
U/C Inventory (sf)	
Absorption	22,164

## Asking Rate by Type



## Available SF



## Notable Lease Transactions

Property	Suite	Size	Listing Company
1256 Red River Rd		10,800	Sperry Van
Rock Hill Commerce Center - Bldg 2	103	4,000	Silver Investments
2031 Carolina Place Dr		2,850	Childress Klein -
377 Rubin Center Dr	204	1,894	Cushman & Wakefield -