

## CHATTAHOOCHEE INDUSTRIAL

### MARKET HIGHLIGHTS



#### STATS

During 2010 there was negative (467,973) SF of year to date absorption resulting in a 8.8% vacancy rate. Rental rates have trended downward, and generally range from \$4.00-\$5.00 per square foot for warehouse space and \$8.00-\$14.00 for showroom space.



#### LEASING ACTIVITY

Similar to the third quarter, we have seen a few deals get done, but again they have been at rates that are very favorable to tenants. Tenants can continue to look forward to taking advantage of very good lease terms, as landlords vie for the few tenants that are moving.



#### NEW PROJECTS

No new projects are under construction at this time.

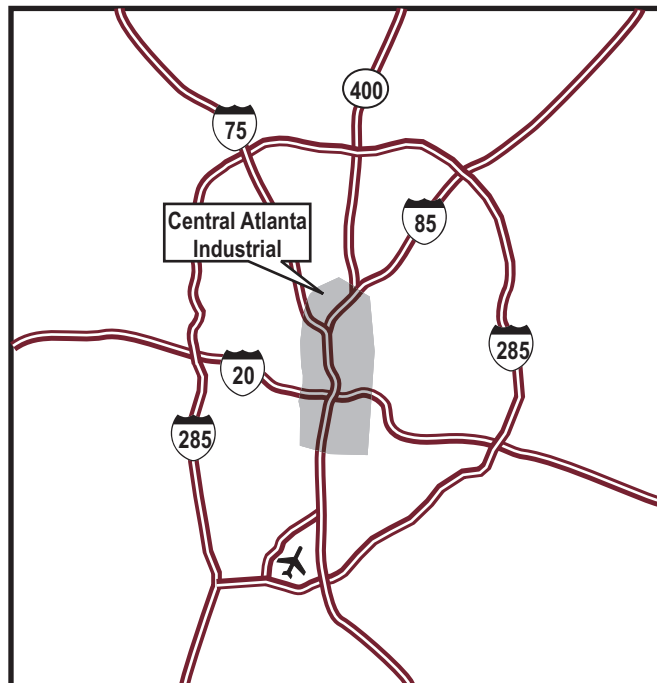


#### SALES

Sales continue to be few and far between as lenders are not fully backed in the market, coupled with the fact that the majority of sellers are still expecting pre-recession sales prices. In the upcoming quarters, we believe that there will be new benchmarks for sales prices as banks foreclose, note sales occur and distressed sellers begin to unload properties.

### NOTABLE SALES...

- 1175 Chattahoochee Avenue - 117,906 SF sold for \$3,200,000 (\$27/SF)
- 1400 English Avenue - 63,817 SF sold for \$1,950,000 (\$30.56/SF)



### MARKET DESCRIPTION

Chattahoochee Industrial Market is a 22,431,932 SF industrial market roughly located inside the perimeter, West of I-75, North of I-20. It is one of the oldest industrial markets in Atlanta and due to the age and functional obsolescence of some of the buildings, the area has undergone quite a revitalization, as many of the buildings have been given new life as loft office, retail, showroom and residential uses. For pure industrial users the area still provides great access to Downtown and the convention business, despite some of it's functional inefficiencies including low ceiling heights and shallow truck courts.

### NOTABLE LEASES...

- Caudelle Interior Installations moved from MacArthur Boulevard to 39,600 SF at 2990 Olympic Industrial.
- Peachtree Fabrics moved from English Street to 20,000 SF at 763 Trabert Avenue