



INDUSTRIAL MARKET OVERVIEW

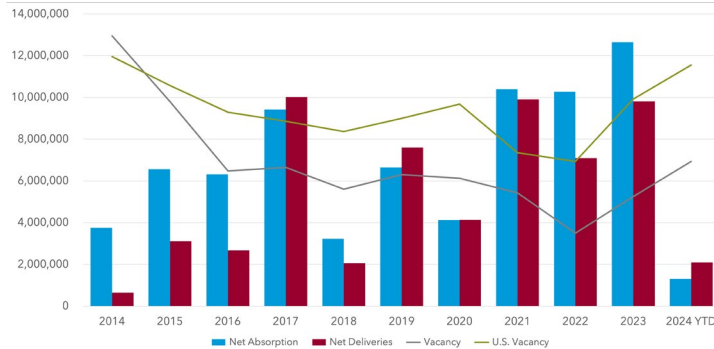
JIM RODRIGUES, SIOR, *President*

The Nashville industrial market continues to demonstrate resilience in the first half of 2024 with overall vacancy below 4%. Sublease vacancy accounts for approximately 25% of the market's activity. The second quarter saw negative absorption which is largely the result of large, single tenant facilities coming online in outlying submarkets. There has not been an increase in rent abatement or other incentives as Middle Tennessee remains a landlord market. Activity remains solid, and tenants recognize Nashville's population growth and quality of life as primary drivers for industrial relocations and expansions into the market.

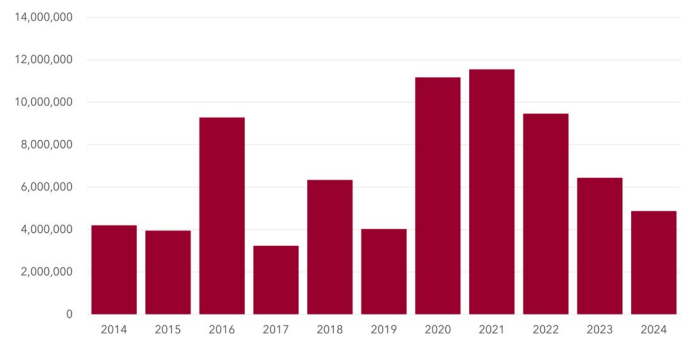
| MARKET INDICATORS | Q2 2024 | Q1 2024 | Q4 2023 | Q3 2023 | Q2 2023 |
|----------------------------|--------------|-------------|-------------|-------------|-------------|
| ▼ 12 Mo. Net Absorption SF | 8,080,353 | 13,801,040 | 12,647,506 | 12,333,013 | 12,954,712 |
| ▲ Vacancy Rate | 3.96% | 3.30% | 3.00% | 2.70% | 2.40% |
| ▼ Avg NNN Asking Rate PSF | \$9.94 | \$10.64 | \$9.07 | \$7.48 | \$7.51 |
| ▼ SF Under Construction | 4,875,492 | 5,213,712 | 6,446,236 | 9,553,208 | 12,830,559 |
| ▲ Inventory SF | 272,872,241* | 264,921,078 | 266,128,523 | 260,190,193 | 257,689,488 |

* Statistics may have changed due to inventory audit

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



| TOP SALE TRANSACTIONS BY SF | SIZE | SALE PRICE | BUYER / SELLER | BUILDING CLASS |
|--|--------------|-------------------------------|--|----------------|
| Beckwith Farms Mount Juliet, TN | 1,455,780 SF | \$155,077,000 \$106.53 PSF | Prologis Nuveen | Class A |
| 2 Dell Parkway Nashville, TN | 366,534 SF | \$76,200,000 \$207.89 PSF | KKR LRC Properties | Class A |
| 5028-5050 Harding Place Nashville, TN | 221,280 SF | \$25,900,000 \$117.05 PSF | Brennan Investment Group Jim Crossman | Class B |

| TOP LEASE TRANSACTIONS BY SF | SIZE | LANDLORD | TENANT | TENANT INDUSTRY |
|--|------------|---------------|-----------------------|---------------------|
| 245 Couchville Industrial Boulevard* Mount Juliet, TN | 397,275 SF | Welcome Group | S3PL | Logistics |
| 2700 Marty Robins Drive* Lebanon, TN | 301,320 SF | Panattoni | Builders First Source | Building Materials |
| 271 Mason Road* La Vergne, TN | 254,912 SF | Panattoni | Quanta Manufacturing | Electronic Hardware |

* Lee Nashville Deal

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