



2ND QUARTER | 2021

INDUSTRIAL MARKET REPORT

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We've noted some interesting trends as we begin to compare the 1st and 2nd Quarters of 2021. Looking at the numbers, it is abundantly clear that there is a squeeze in process on warehouse space in our market. New construction for large space is non-existent, rates on sales are clearly increasing, and availability of space continues to decrease.

**WE TRACK THE INDUSTRIAL MARKET TO
HELP YOU MAKE INFORMED DECISIONS**

GIVE ME A CALL TO DISCUSS OR W/ QUESTIONS

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AUGUSTA MARKET OVERVIEW

MARKET OVERVIEW

Augusta has a relatively small industrial inventory that primarily serves the local market. Most large industrial users in this part of the country either choose Atlanta or one of the coastal port cities of Charleston or Savannah for their distribution and manufacturing hubs. While I-20 cuts through Augusta, the interstate does not lead directly from the metro to either the Port of Charleston or the Port of Savannah, limiting the region's potential as a major East Coast distribution hub.

Augusta is usually quiet from a construction and leasing perspective, but the metro scored a major win when Amazon decided to build a 2.7 million-SF multi-story distribution center in Columbia County. The e-commerce giant is hiring around 800 employees to work at the new distribution center, which is scheduled to open in mid- 2021. Amazon is looking to build another smaller distribution facility nearby, as well.

Augusta industrial rents are a relative bargain compared to nearby markets such as Atlanta and Savannah.

Average asking rents of \$4.60/SF are about 45% below those in Atlanta and 35% below the Savannah average. Rent growth took a slight hit following the onset of the coronavirus pandemic, but year-over-year growth of 5.6% is right around the national average.

As a smaller industrial market, Augusta is relatively illiquid, and large-scale trades are uncommon. Most of the metro's industrial asset value is owned by local investors. Unlike larger industrial markets such as Atlanta and Savannah, where national and institutional investors are driving deal volume, national firms have been net sellers of Augusta industrial over the past few years.



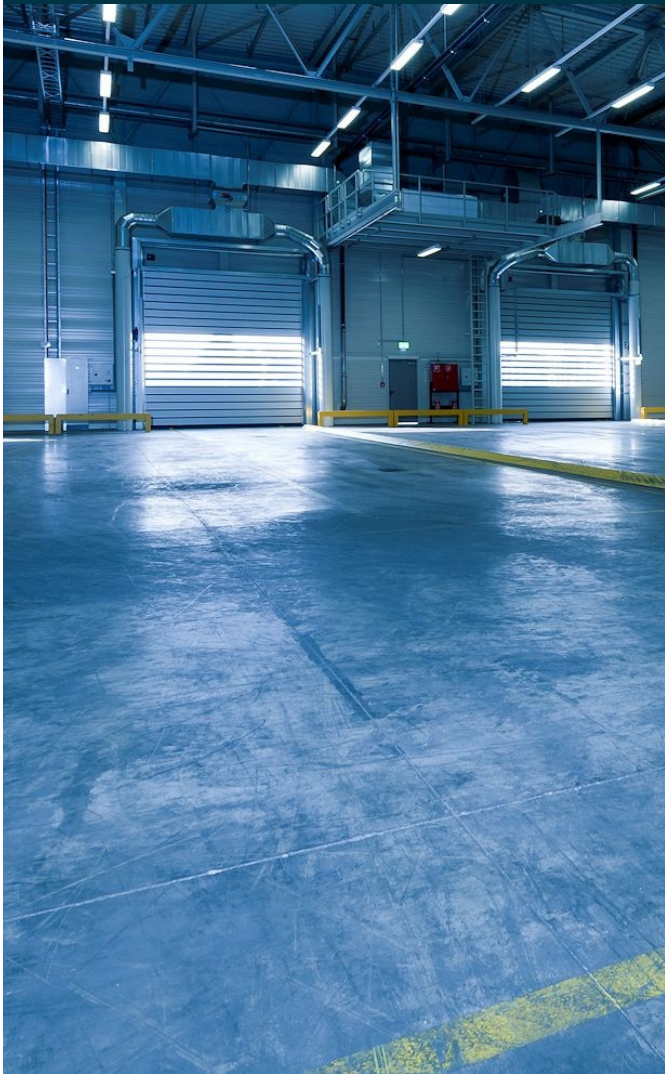
MARKET SNAPSHOT

12 Month Deliveries in SF	245K
12 Month Net Absorption in SF	1.2M
Vacancy Rate	5.8%
12 Month Rent Growth	5.6%
Asset Value	\$2.5B
12 Month Sales Volume	\$63.6M
Market Cap Rate	7.3%
12 Month Market Sale Price/SF Change	6.8%

*Data compiled by John Eckley is a mix of proprietary data and data gathered from Costar.com

INDUSTRIAL ECONOMIC OUTLOOK

By John Eckley



Below are some key economic indicators.

New deliveries have ticked down, absorption jumped (largely due to Amazon), rents increased, sales volume increased, and vacancy rates decreased as industrial space availability continues to decrease.

- 12-Month Deliveries went from 331K SF to 245K SF over the last quarter
- 12-Month Net Absorption went from 152K SF to 1.2 MM SF over the last quarter
- 12-Month Rent growth moved from 4.4% to 5.6% over the last quarter
- 12-Month Sales Volume move from \$49.8 MM to \$63.6 MM
- 12-Month Transacted SF: 4.3 MM SF
- 12-Month Cap Rates:
 - Average - 8.2%
 - Lowest - 7.5%
 - Highest - 9.2%
 - Market (National) - 7.3%
- Vacancy Rate moved from 6.5% to 5.8% over the last quarter
- Average Sales Price: \$1.5 MM
- Average Sales Price/SF: \$23 (National Market Average: \$48)
- Sale vs. Asking Price
 - Average: -17.2%
 - Lowest: -39.5%
 - Highest: -1.5%

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Logistics	23,215,412	7.4%	\$4.26	10.6%	(6,000)	0	2,700,000
Specialized Industrial	23,451,889	5.8%	\$4.16	5.7%	0	0	0
Flex	3,727,940	5.7%	\$8.55	6.4%	0	9,000	0
Market	50,395,241	6.5%	\$4.52	8.1%	(6,000)	9,000	2,700,000

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.3%	12.1%	6.8%	20.0%	2009 Q4	5.8%	2020 Q1
Net Absorption SF	152K	601,172	1,147,435	5,084,704	2015 Q3	(1,531,319)	2009 Q1
Deliveries SF	331K	431,808	1,267,181	3,023,292	2015 Q1	0	2014 Q1
Rent Growth	4.4%	1.6%	3.2%	5.9%	2019 Q1	-5.6%	2010 Q3
Sales Volume	\$49.8M	\$35.4M	N/A	\$94.4M	2020 Q1	\$2M	2009 Q2

ECONOMY

Augusta's large base of government and government-related employment serves as a stabilizing force for the local economy. The U.S. Army Cyber Center of Excellence & Fort Gordon combine to employ more than 25,000 military and civilian workers combined. The metro's other largest employers include Augusta University (4,500 workers), the Richmond County School System (4,400 workers), as well as various regional healthcare centers, which each employ thousands. Augusta lost about 28,000 jobs due to the initial impact of the coronavirus pandemic. On a percentage basis, Augusta held up better than the national average in the early months of the pandemic. While the pace of Augusta's job growth recovery has slowed over the past few months, total employment was only about 3% below pre-pandemic levels as of April 2021. The 2013 announcement to move U.S. Army Cyber Command to Fort Gordon was a game changer for the Augusta economy. Not only does the move directly add jobs from the military, but it has already influenced the relocation decisions for defense contractors and government agencies. For instance, the

Cyber Command facility is across the street from an NSA facility that employs 4,000 people. Defense contractors new to the area have established offices in Augusta, including Booz Allen Hamilton, Saber Systems, and MacAulay-Brown. The Augusta metro has scored a handful of private sector employment wins of late, as well, highlighted by Amazon's decision to build a multi-story distribution facility in Columbia County. The e-commerce giant is in the process of hiring around 800 employees to work at the building, which should open by mid-2021. Amazon is looking to build another smaller distribution facility nearby, as well, which could add hundreds of jobs when fully staffed.

AUGUSTA EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	24	1.2	9.67%	5.28%	1.56%	0.59%	-0.66%	0.22%
Trade, Transportation and Utilities	41	0.9	5.75%	7.06%	1.14%	0.92%	-0.02%	0.49%
Retail Trade	27	1.1	5.68%	8.11%	0.80%	0.43%	-0.35%	0.41%
Financial Activities	6	0.4	0.53%	2.42%	-1.55%	1.41%	1.57%	0.63%
Government	45	1.3	0.02%	0.39%	-0.58%	-0.19%	0.64%	0.87%
Natural Resources, Mining and Construction	21	1.6	7.06%	6.84%	5.50%	2.57%	0.12%	0.90%
Education and Health Services	35	0.9	4.31%	6.18%	1.89%	1.63%	0.03%	1.61%
Professional and Business Services	32	0.9	5.96%	7.61%	0.84%	1.91%	0.50%	1.40%
Information	2	0.5	7.27%	5.40%	-2.25%	0.30%	0.20%	2.10%
Leisure and Hospitality	26	1.1	15.09%	29.78%	1.72%	0.92%	1.53%	3.17%
Other Services	9	0.9	11.72%	12.32%	0.60%	0.50%	0.33%	0.93%
Total Employment	241	1.0	5.91%	7.52%	1.11%	1.05%	0.36%	1.20%

Source: Oxford Economics
LQ = Location Quotient

OWNER OVERVIEW

TOP INDUSTRIAL OWNERS

COMPANY NAME	OWNED SF	OWNED PROPS	AVG SF	12 MO BOUGHT	12 MO SOLD	12 MO NET TRANS
Aiken County South Carolina	4,420,000	2	2,210,000	-	-	-
Aiken County	3,123,117	1	3,123,117	-	-	-
Graphic Packaging International	1,356,018	3	452,006	-	-	-
Textron Inc.	1,213,120	2	606,560	-	-	-
Morgan Advanced Materials	998,337	1	998,337	-	-	-
Sherman & Hemstreet Real Estate C...	905,401	5	181,080	-	\$2,250,000	(\$2,250,000)
Augusta Economic Development Aut...	863,701	3	287,900	-	-	-
AGY Holding Corp.	758,946	1	758,946	-	-	-
Therm-o-disc Inc	646,000	1	646,000	-	-	-
Litchfield & Company	643,532	3	214,511	-	-	-
Cape Augusta	600,000	1	600,000	-	-	-
Club Car	550,000	1	550,000	-	-	-
Bennett International Group	524,700	1	524,700	-	-	-
Deere & Company	496,737	3	165,579	-	-	-
Hock Development Company	475,940	9	52,882	\$4,000,000	\$985,000	\$3,015,000
Synergy Group, LLC	475,000	1	475,000	-	-	-
Weston, Inc.	460,629	1	460,629	-	\$18,036,600	(\$18,036,600)
Ferrero	453,708	1	453,708	-	-	-
Edgewater Ventures	450,033	1	450,033	-	-	-
Singerman Real Estate, LLC	450,033	1	450,033	-	-	-
City Of Grovetown	442,507	1	442,507	-	-	-
Generac	421,200	1	421,200	\$18,036,600	-	\$18,036,600
American Industrial Partners	410,635	1	410,635	-	-	-
Monmouth Real Estate Investment C...	405,102	3	135,034	-	-	-
RBW Logistics Inc.	400,000	1	400,000	-	-	-
Dart	382,046	1	382,046	-	\$4,000,000	(\$4,000,000)
Advance Auto Parts, Inc.	374,400	1	374,400	-	-	-
Avara Aiken Pharmaceutical Svc	364,190	1	364,190	-	-	-
STORE Capital Corporation	353,223	6	58,871	-	-	-
John & Jeff Schwarz LLC	353,000	1	353,000	-	-	-
Peachtree Investment Solutions LLC	337,148	1	337,148	-	-	-
Narayana Of Aiken Llc	330,000	1	330,000	\$1,650,000	-	\$1,650,000
STAG Industrial, Inc.	329,916	2	164,958	-	-	-
Weldon Wyatt	326,469	1	326,469	-	-	-
Columbia County School District	312,336	1	312,336	-	-	-
Wise Developments, LLC	306,000	1	306,000	\$3,402,000	-	\$3,402,000
MTU America	302,668	1	302,668	-	-	-
Mark Branum	299,669	3	99,890	-	-	-
Quality Carpet Cushion	287,000	3	95,667	-	-	-
Advent International Corporation	280,628	2	140,314	-	-	-
Platinum Equity	279,805	1	279,805	-	-	-
Bert Storey Associates	277,500	1	277,500	-	-	-

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BUYER OVERVIEW

TOP INDUSTRIAL BUYERS

COMPANY NAME	SALES VOLUME	TRANSACTIONS	TRANSACTIONED SF	AVG SF	CAP RATE	SALE PRICE/SF
Generac	\$18,036,600	1	421,200	421,200	-	\$43
Weston, Inc.	\$18,036,600	1	421,200	421,200	-	\$43
Medicom Inc.	\$7,000,000	1	208,000	208,000	-	\$34
Lexington Realty Trust	\$7,000,000	1	208,000	208,000	-	\$34
Hock Development Company	\$4,000,000	1	382,046	382,046	-	\$10
Dart	\$4,000,000	1	382,046	382,046	-	\$10
Wise Developments, LLC	\$3,402,000	1	306,000	306,000	-	\$11
Parkdale Mills Inc.	\$3,402,000	1	306,000	306,000	-	\$11
Central States Manufacturing, Inc.	\$3,150,000	1	105,000	105,000	-	\$30
Economic Development Partnership	\$3,150,000	1	105,000	105,000	-	\$30
Sherman & Hemstreet Real Estate Comp.	\$2,250,000	2	31,440	15,720	8.30%	\$72
Stan Koch & Sons Trucking, Inc.	\$2,025,000	1	15,000	15,000	-	\$135
James E & Ann V Cushman	\$2,025,000	1	15,000	15,000	-	\$135
Equity Resource Partners IV, LLC	\$1,785,425	2	112,389	56,195	-	\$16
Mayfield	\$1,785,425	2	112,389	56,195	-	\$16
Robert Hanson	\$1,725,000	1	25,000	25,000	9.20%	\$69
Narayana Of Aiken Llc	\$1,650,000	1	330,000	330,000	-	\$5
Cabinet Distributors Of GA Inc	\$1,410,000	1	25,200	25,200	-	\$56
Victor T Prevatt	\$1,410,000	1	25,200	25,200	-	\$56
Hollingshead Materials Llc	\$1,400,000	1	37,863	37,863	-	\$37
Alexie Mikhailov	\$1,400,000	1	37,863	37,863	-	\$37
Christopher Whatley	\$1,200,000	1	30,000	30,000	-	\$40
S E Peters Inc	\$1,200,000	1	30,000	30,000	-	\$40
Aquesta Bank	\$1,150,000	1	199,300	199,300	-	\$6
Timber Products Company	\$1,100,000	1	244,053	244,053	-	\$5
Garland Thompson Llc	\$1,100,000	1	244,053	244,053	-	\$5
Kuhlke Properties Llc	\$1,000,000	1	10,000	10,000	8.00%	\$100
MTS Investment Group	\$985,000	1	12,000	12,000	8.00%	\$82
Hock Development Company	\$985,000	1	12,000	12,000	8.00%	\$82
Bailey's Comfort Services	\$875,000	1	15,000	15,000	-	\$58
John H. Hebbard, Jr.	\$875,000	1	15,000	15,000	-	\$58
Enrique Meza	\$850,000	1	11,318	11,318	-	\$75
Walter Eugene Ivey Jr	\$850,000	1	11,318	11,318	-	\$75
Vinod J Mistry	\$825,000	1	165,000	165,000	-	\$5
Vinod Mistry	\$825,000	1	165,000	165,000	-	\$5
Mallory Planters & Gardens	\$800,000	1	34,750	34,750	-	\$23
Mcduffie Box Co Inc	\$800,000	1	34,750	34,750	-	\$23
Provence Real Estate	\$750,000	1	21,950	21,950	-	\$34
James E Felton	\$750,000	1	21,950	21,950	-	\$34
Cheryl Kovach Gamble	\$738,000	1	10,400	10,400	-	\$71
Mclain Philip M & Cathy J	\$738,000	1	10,400	10,400	-	\$71
Hawaii Aerospace Corporation	\$640,000	1	18,000	18,000	-	\$36
Simkins L H Jr	\$640,000	1	18,000	18,000	-	\$36
1788 Holdings	\$625,917	1	45,924	45,924	-	\$14
REC Holdings Corp.	\$625,917	1	45,924	45,924	-	\$14
Elite Events & Tickets	\$600,000	1	5,000	5,000	-	\$120
Steven M Hobbs	\$600,000	1	5,000	5,000	-	\$120
Easterseals	\$600,000	1	49,513	49,513	-	\$12
Ferrara Candy Company	\$575,000	1	6,724	6,724	-	\$86
United Brokerage Packaging	\$575,000	1	6,724	6,724	-	\$86
Alex E Gomez	\$550,000	1	3,991	3,991	-	\$138
Felder Delphine N	\$550,000	1	3,991	3,991	-	\$138
Roy Gamble	\$525,000	1	6,440	6,440	7.50%	\$82
Wilmac Equity Llc	\$375,000	1	10,620	10,620	-	\$35
Brown, Todd D	\$340,000	1	7,040	7,040	-	\$48
Belinda Moon LLC	\$320,000	1	10,000	10,000	-	\$32

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RECENT SALES

Property Address	Property City	Sale Date	Building SF	Sale Price	Price Per SF	Property Type	Year Built	Building Class
1025 Franke Industrial Dr	Augusta	6/25/2021	25,500	\$1,155,250	45.30	Industrial	2000	B
1244 Gordon Park Rd	Augusta	6/24/2021	10,000	\$320,000	32.00	Industrial	1989	B
410 Carolina Springs Rd	North Augusta	6/17/2021	7,040	\$340,000	48.30	Industrial	1971	C
2002 Westside Dr	Augusta	5/21/2021	15,000	\$875,000	58.33	Industrial	1986	B
1500 Wrightsboro Rd	Augusta	5/18/2021	49,513	\$600,000	12.12	Industrial	1965	C
4282 Belair Frontage Rd	Augusta	5/5/2021	25,000	\$1,725,000	69.00	Industrial	2006	B
2002 Franke Ct	Augusta	5/1/2021	12,599			Industrial	2001	C
411 Carolina Springs Rd	North Augusta	4/22/2021	3,991	\$550,000	137.81	Industrial	1995	C
707 N Belair Rd	Evans	4/16/2021	25,200	\$1,410,000	55.95	Industrial	1987	B
440 Park West Dr (Part of Portfolio)	Augusta	3/24/2021	45,924	\$625,917	\$ 13.63	Industrial	1974	C
440 Park West Dr (Part of Portfolio)	Augusta	3/24/2021	45,924	\$625,917	13.63	Industrial	1974	C
1812 Slaton St	Augusta	3/19/2021	393,550			Industrial	1951	C
1812 Slaton St	Augusta	3/19/2021	393,550			Industrial	1951	C
1812 Slaton St	Augusta	3/19/2021	393,550			Industrial	1951	C
1812 Slaton St	Augusta	3/19/2021	393,550			Industrial	1951	C
127 W Frontage Rd	Aiken	3/10/2021	30,000	\$1,200,000	\$ 40.00	Industrial	1989	C
3004 River Watch Ln (Part of Multi-Property Sale)	Augusta	3/1/2021	2,700			Industrial	2004	C
3004 River Watch Ln (Part of Multi-Property Sale)	Augusta	3/1/2021	2,700			Industrial	2004	C
4286 Belair Frontage Rd	Augusta	2/25/2021	12,000	\$985,000	\$ 82.08	Industrial	1984	C
1809 Gordon Hwy	Augusta	2/9/2021	21,950	\$750,000	\$ 34.17	Industrial	1965	B
209 Laney Walker Blvd	Augusta	1/28/2021	37,863	\$1,400,000	\$ 36.98	Industrial	1964	C
224 Sand Bar Ferry Rd	Augusta	1/8/2021	4,680			Industrial	1961	C
1824 Wilkinson Rd	Augusta	12/30/2020	50,872			Industrial	1969	C
1607 Barton Chapel Rd	Augusta	12/23/2020	4,000			Industrial	1980	C
2106 Eastside Ct	Augusta	12/9/2020	816			Industrial	1990	C
426 Vaughn Rd	Augusta	11/25/2020	2,400	\$220,000	\$ 91.67	Industrial	1999	C
3433 Cookie Rd	Augusta	11/12/2020	6,724	\$575,000	\$ 85.51	Industrial	1960	C
928 Molly Pond Rd (Part of Multi-Property Sale)	Augusta	11/5/2020	68,389	\$1,086,436	\$ 15.89	Industrial	1962	B
930 Molly Pond Rd (Part of Multi-Property Sale)	Augusta	11/5/2020	44,000	\$698,989	\$ 15.89	Industrial		C
2150 Discovery Dr	Appling	10/19/2020	2,700,000	\$3,600,000	\$ 1.33	Industrial	2021	A
1007 Richland Ave	Aiken	10/14/2020	5,000	\$120,000	\$ 24.00	Industrial	1950	C
145 Industrial Rd NW	Thomson	10/12/2020	34,750	\$800,000	\$ 23.02	Industrial	1991	B
3301 Stagecoach Rd NE	Thomson	10/5/2020	208,000	\$7,000,000	\$ 33.65	Industrial	2014	B
1241 Harrison Dr	Thomson	9/30/2020	244,053	\$1,100,000	\$ 4.51	Industrial	1972	C
1850 Richland Ave E	Aiken	9/25/2020	330,000	\$1,650,000	\$ 5.00	Industrial		B
2034 Bloomingdale St	Augusta	9/8/2020	1,848	\$47,500	\$ 25.70	Industrial	1983	B
2034 Bloomingdale St	Augusta	9/8/2020	1,848			Industrial	1983	B
2104 Highland Ave	Augusta	8/17/2020	9,103			Industrial	1974	C
6441 Natures Way	Harlem	8/11/2020	15,000	\$2,025,000	\$ 135.00	Industrial	1997	B
1550 Wrightsboro Rd	Augusta	8/5/2020	382,046	\$4,000,000	\$ 10.47	Industrial	1958	B
201 Old Airport Rd (Part of Portfolio)	Aiken	7/29/2020	42,328	\$1,370,000	\$ 32.37	Industrial	1978	C
3811 Martinez Blvd (Part of Portfolio)	Augusta	7/29/2020	51,344	\$2,330,263	\$ 45.39	Industrial	1994	C
3787 Martinez Blvd (Part of Portfolio)	Augusta	7/29/2020	91,244	\$2,114,969	\$ 23.18	Industrial	1973	C
3801 Martinez Blvd (Part of Portfolio)	Augusta	7/29/2020	30,068	\$1,310,512	\$ 43.58	Industrial	2006	B
3811 Martinez Blvd (Part of Portfolio)	Augusta	7/29/2020	18,349	\$919,156	\$ 50.09	Industrial	2006	C
3726 Peach Orchard Rd	Augusta	7/1/2020	4,500	\$325,000	\$ 72.22	Industrial	1996	C
2227 N Leg Rd (Part of Multi-Property Sale)	Augusta	6/30/2020	5,175			Industrial	2008	B
3413 Milledgeville Rd (Part of Multi-Property Sale)	Augusta	6/30/2020	7,200			Industrial	2008	B
2225 N Leg Rd (Part of Multi-Property Sale)	Augusta	6/30/2020	11,200			Industrial	2008	B
1908-1910 Richland Ave	Aiken	6/26/2020	28,000	\$1,000,000	\$ 35.71	Industrial	1960	C
2434 Doug Barnard Pky	Augusta	6/12/2020	448,767	\$9,500,000	\$ 21.17	Industrial	1960	B
3608 Milledgeville Rd	Augusta	6/3/2020	4,750	\$100,000	\$ 21.05	Industrial	1994	C
46 Enterprise Ave	Aiken	2/8/2021	6,500	\$405,000	\$ 62.31	Flex	2006	B
3027 Riverwatch Ln	Augusta	1/25/2021	11,318	\$850,000	\$ 75.10	Flex	1998	C
1505 St Luke St	Augusta	1/22/2021	3,500	\$115,000	\$ 32.86	Flex	1956	C
111 Bolton Ct	Aiken	1/14/2021	3,200	\$240,000	\$ 75.00	Flex	1996	B
317 Un Ct	Grovetown	11/19/2020	5,000	\$600,000	\$ 120.00	Flex	2011	C
1064 Franke Industrial Dr	Augusta	10/30/2020	5,499	\$210,434	\$ 38.27	Flex	2007	B
1623 Broad St	Augusta	10/6/2020	2,670	\$245,000	\$ 91.76	Flex	1964	C
2004 Westside Dr	Augusta	8/27/2020	20,000	\$455,000	\$ 22.75	Flex	1994	B
2615 Milledgeville Rd	Augusta	7/27/2020	23,760	\$120,000	\$ 5.05	Flex	1974	C
1563 Edgefield Hwy	Aiken	7/24/2020	10,200	\$360,000	\$ 35.29	Flex	1997	B
3815 Martinez Blvd	Augusta	7/16/2020	9,000	\$1,053,000	\$ 117.00	Flex	2005	B

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2021 SALES TO DATE

TOP INDUSTRIAL LEASES

	NAME/ADDRESS	PRICE	BLDG SIZE	YEAR BUILT	PRICE/SF	LOT SIZE
1	3027 Riverwatch Ln 3027 Riverwatch Ln Augusta, GA	\$850,000	11,318 SF	1998	\$75.10	-
2	2002 Westside Drive 2002 Westside Drive Martinez, GA	\$875,000	15,000 SF	1986	\$58.33	1.22 Acres
3	304 Un Ct 304 Un Ct Grovetown, GA	\$1,000,000	10,000 SF	2009	\$100.00	-
4	1241 Harrison Dr 1241 Harrison Dr Thomson, GA	\$1,100,000	244,053 SF	1972	\$4.51	-
5	1022 McCormick Hwy 1022 McCormick Hwy Lincolnton, GA	\$1,200,000	199,300 SF	1974	\$6.02	-
6	1025 Franke Industrial Rd 1025 Franke Industrial Rd Augusta, GA	\$1,200,000	30,000 SF	1989	\$40.00	-
7	127 W Frontage Rd Aiken, SC	\$1,200,000	30,000 SF	1989	\$40.00	4.20 Acres
8	4282 Belair Frontage Rd 4282 Belair Frontage Rd Augusta, GA	\$1,700,000	25,000 SF	2006	\$68.00	-
9	1041 Sage Mill Pky 1041 Sage Mill Pky Graniteville, SC	\$3,200,000	105,000 SF	2015	\$30.48	-
10	32 Rabbit Trl 32 Rabbit Trl Edgefield, GA	\$3,400,000	306,000 SF	1991	\$11.11	-
	AVERAGES	\$1,572,500	97,567 SF	1992	\$43.36	2.71 ACRES

LEASING OVERVIEW

TOP INDUSTRIAL LEASES

BUILDING NAME/ADDRESS	SUBMARKET	LEASED SF	QTR	TENANT NAME
1043 Global Ave	Outlying Aiken County	450,033	Q1 21	-
358 Ascauga Lake Rd	Outlying Aiken County	192,344	Q2 21	RBW Logistics
1413 Lovers Ln *	South Richmond County	150,000	Q4 20	CVS
1043 Global Ave	Outlying Aiken County	126,108	Q2 21	-
4301 Evans To Locks Rd	Outlying Columbia County	106,002	Q1 21	Recteq
51 Riegel Rd	Edgefield County	100,000	Q3 20	-
164 Bettis Academy Rd	Aiken County	65,000	Q2 21	Shaw Industries
1401 Marvin Griffin Rd	South Richmond County	55,840	Q4 20	-
2044 Forward Augusta Dr	South Richmond County	52,615	Q4 20	Premier Packaging
51 Riegel Rd	Edgefield County	50,000	Q4 20	Riegel Consumer Products
715 N Belair Rd	Outlying Columbia County	41,660	Q2 21	Lidos
4301 Evans To Locks Rd	Outlying Columbia County	41,253	Q2 21	DG Mixers, LLC
2004 Westside Dr	North Richmond County	20,000	Q2 21	-
4234 Wheeler Rd	Evans/Martinez	12,100	Q3 21	-
3708 Benchmark Dr	North Richmond County	12,000	Q3 21	-
683 Commerce Dr	Outlying Columbia County	11,700	Q4 20	ServPro
815 E Pine Log Rd	Outlying Aiken County	11,100	Q1 21	Savvy Home
3105-I Spring Grove Dr	South Richmond County	10,000	Q4 20	Augusta United
2008 Westside Dr	North Richmond County	10,000	Q2 21	-
3711 Benchmark Dr	North Richmond County	8,000	Q1 21	Vallen Distribution, Inc.
1697 Broad St	Downtown Augusta	7,700	Q1 21	-
1697 Broad St	Downtown Augusta	7,700	Q1 21	-
4119 Mike Padgett Hwy	South Richmond County	7,260	Q3 21	-
5045-5047 Parham Rd	Outlying Columbia County	6,000	Q3 20	ICR
1697 Broad St	Downtown Augusta	5,500	Q1 21	-
1697 Broad St	Downtown Augusta	5,500	Q1 21	-
3757 Mike Padgett Hwy	South Richmond County	5,000	Q4 20	-
3817 Martinez Blvd	Evans/Martinez	4,160	Q3 21	-
1697 Broad St	Downtown Augusta	4,050	Q1 21	-
4268 Belair Frontage Rd	Outlying Columbia County	4,000	Q2 21	Thyssenkrup
4332 Wheeler Rd	Evans/Martinez	3,600	Q4 20	-
472 Flowing Wells Rd	Evans/Martinez	3,250	Q3 20	-
1732 Wylde Rd	South Richmond County	3,200	Q1 21	SBC Heating & Air
207 Sand Bar Ferry Rd	South Richmond County	2,800	Q2 21	-
3004 River Watch Ln	North Richmond County	2,700	Q4 20	carpet restore inc.
4282 Belair Frontage Rd	Outlying Columbia County	2,500	Q1 21	All Weather Heating and...
4214 Wheeler Rd	Evans/Martinez	2,500	Q2 21	-
946 Twiggs	Downtown Augusta	2,400	Q2 21	CYCLE L.A.B
5116 Pierce Ct	Outlying Columbia County	2,000	Q2 21	-
5116 Pierce Ct	Outlying Columbia County	2,000	Q1 21	-
4268 Belair Frontage Rd	Outlying Columbia County	2,000	Q1 21	FlamePro

LEASING OVERVIEW

TOP INDUSTRIAL LEASES PAST 12 MONTHS

1043 GLOBAL AVE

1043 Global Ave | Graniteville, SC 29829



Lease Rate: \$4.50 SF/YR
Lease Type: NNN
Year Built: 1998
Space Size: 126,108 SF

4301 EVANS TO LOCKS RD

4301 Evans to Locks Rd | Evans, GA 30809



Lease Rate: \$3.75 SF/YR
Lease Type: NNN
Lease Term: 63 months
Year Built: 1982
Space Size: 41,253 SF

5116 PIERCE CT

5116 Pierce Ct | Evans, GA 30809



Lease Rate: \$9.00 SF/YR
Lease Type: Modified Gross
Lease Term: 36 months
Year Built: 2020
Space Size: 2,000 SF

715 N BELAIR RD

715 N Belair Rd | Evans, GA 30809



Lease Rate: \$8.00 SF/YR
Lease Type: NNN
Year Built: 1988
Space Size: 41,660 SF

Located in the heart of Evans Towne Center, 1/2 mile north of the Washington Rd. intersection. Area neighbors include Evans Towne Center Park, Columbia County Police Department, Evans Government Complex, The Columbia County Library, Home Depot,

358 ASCAUGA LAKE RD

358 Ascauga Lake Rd | Graniteville, SC 29824



Lease Rate: \$2.28 SF/YR
Lease Type: Modified Gross
Lease Term: 37 months
Year Built: 1963
Space Size: 192,344 SF

3817 MARTINEZ BLVD

3817 Martinez Blvd | Martinez, GA 30907



Lease Rate: \$10.00 SF/YR
Lease Type: Modified Gross
Year Built: 2005
Space Size: 4,160 SF

2002 WESTSIDE DRIVE

2002 Westside Drive | Martinez, GA 30907



Lease Rate: \$6.00 SF/YR
Lease Type: NNN
Lot Size: 1.22 Acres
Year Built: 1986
Space Size: 15,000 SF

621 12TH STREET

621 12th Street | Augusta, GA 30901



Lease Rate: \$4.44 SF/YR
Lease Type: NNN
Year Built: 1965
Space Size: 10,140 SF

SUBMARKET OVERVIEW

SUBMARKET INVENTORY

NO.	SUBMARKET	INVENTORY				12 MONTH DELIVERIES				UNDER CONSTRUCTION			
		BLDGS	SF(000)	%MARKET	RANK	BLDGS	SF(000)	PERCENT	RANK	BLDGS	SF(000)	PERCENT	RANK
1	Burke County	17	1,836	3.70%	8	0	0	0%	-	0	-	-	-
2	Downtown Augusta	127	2,176	4.30%	6	0	0	0%	-	0	-	-	-
3	Edgefield County	31	2,401	4.80%	4	0	0	0%	-	0	-	-	-
4	Evans/Martinez	204	2,351	4.70%	5	1	9	0.40%	4	0	-	-	-
5	McDuffie County	35	1,924	3.80%	7	0	0	0%	-	0	-	-	-
6	North Augusta	51	993	2.00%	10	1	40	4.00%	3	0	-	-	-
7	North Richmond County	88	1,131	2.30%	9	0	0	0%	-	0	-	-	-
8	Outlying Aiken County	209	16,736	33.40%	1	0	0	0%	-	0	-	-	-
9	Outlying Columbia County	117	5,316	10.60%	3	2	146	2.70%	1	1	2,700	50.80%	1
10	South Richmond County	401	15,246	30.40%	2	1	51	0.30%	2	0	-	-	-

SALES TRANSACTIONS BY SUBMARKET

SUBMARKET NAME	SALES VOLUME	TRANSACTIONS	TRANSACTIONED SF	AVG SF	MKT CAP RATE	MKT SALE PRICE/SF
Edgefield County	\$21,438,600	2	727,200	363,600	7.20%	\$31
South Richmond County	\$10,843,609	24	2,022,698	84,279	7.70%	\$37
Outlying Columbia County	\$9,633,917	10	161,964	16,196	6.70%	\$68
McDuffie County	\$8,900,000	3	486,803	162,268	7.20%	\$49
Outlying Aiken County	\$8,010,000	11	524,420	47,675	7.00%	\$49
North Richmond County	\$2,180,000	6	57,218	9,536	7.90%	\$66
North Augusta	\$890,000	3	62,928	20,976	7.30%	\$60
Downtown Augusta	\$360,000	2	6,170	3,085	7.90%	\$42
Evans/Martinez	\$220,000	1	2,400	2,400	7.40%	\$68

SUBMARKET RENT

NO.	SUBMARKET	MARKET RENT		12 MONTH MARKET RENT		QTD ANNUALIZED MARKET RENT	
		BLDGS	SF(000)	%MARKET	RANK	BLDGS	SF(000)
1	Burke County	\$3.68	9	5.90%	4	6.40%	3
2	Downtown Augusta	\$5.39	4	5.80%	5	5.90%	6
3	Edgefield County	\$3.51	10	7.00%	1	5.10%	9
4	Evans/Martinez	\$6.64	2	5.50%	7	5.20%	8
5	McDuffie County	\$3.90	8	6.00%	3	6.00%	5
6	North Augusta	\$5.96	3	5.40%	8	5.30%	7
7	North Richmond County	\$8.19	1	4.90%	10	4.90%	10
8	Outlying Aiken County	\$4.11	7	4.90%	9	7.40%	1
9	Outlying Columbia County	\$5.15	5	6.10%	2	6.80%	2
10	South Richmond County	\$4.53	6	5.70%	6	6.20%	4

SUBMARKET VACANCY & NET ABSORPTION

NO.	SUBMARKET	VACANCY			12 MONTH ABSORPTION			
		SF	PERCENT	RANK	SF	% OF INVENTORY	RANK	CONSTR. RATIO
1	Burke County	171,224	9.30%	7	-113,529	-4.20%	10	-
2	Downtown Augusta	122,678	5.60%	4	-72,671	-8.80%	9	-
3	Edgefield County	317,964	13.20%	9	444,500	18.50%	1	-
4	Evans/Martinez	75,930	3.20%	2	-4,375	-8.20%	8	-
5	McDuffie County	-	-	-	288,743	15.00%	3	-
6	North Augusta	18,070	1.80%	1	30,589	3.10%	6	1.3
7	North Richmond County	109,673	9.70%	8	16,808	1.50%	7	-
8	Outlying Aiken County	1,006,508	6.00%	5	66,008	0.40%	5	-
9	Outlying Columbia County	392,884	7.40%	6	366,012	6.90%	2	-
10	South Richmond County	702,805	4.60%	3	169,344	1.10%	4	0.3

NEW CONSTRUCTION

NO.	SUBMARKET	UNDER CONSTRUCTION INVENTORY					AVERAGE BUILDING SIZE	
		BLDGS	SF (000)	PRE-LEASED SF (000)	PRE-LEASED %	RANK	ALL EXISTING	UNDER CONSTR
1	Outlying Columbia County	1	2,700	2,700	100%	1	45,435	2,700,000
2	Burke County	0	-	-	-	-	108,008	-
3	Downtown Augusta	0	-	-	-	-	17,135	-
4	Edgefield County	0	-	-	-	-	77,437	-
5	Evans/Martinez	0	-	-	-	-	11,526	-
6	McDuffie County	0	-	-	-	-	54,959	-
7	North Augusta	0	-	-	-	-	19,468	-
8	North Richmond County	0	-	-	-	-	12,851	-
9	Outlying Aiken County	0	-	-	-	-	80,077	-
10	South Richmond County	0	-	-	-	-	38,019	-
Totals		1	2,700	2,700	100%		39,148	2,700,000

SUPPLY AND DEMAND

OVERALL SUPPLY AND DEMAND

YEAR	INVENTORY			NET ABSORPTION		
	SF	SF GROWTH	%GROWTH	SF	% OF INVENTORY	CONSTRUCTION RATIO
2025	56,486,504	940,152	1.70%	780,214	1.40%	1.2
2024	55,546,352	1,081,929	2.00%	892,647	1.60%	1.2
2023	54,464,423	1,070,662	2.00%	791,177	1.50%	1.4
2022	53,393,761	300,548	0.60%	201,651	0.40%	1.5
2021	53,093,213	2,732,753	5.40%	3,800,830	7.20%	0.7
YTD	50,409,460	49,000	0.10%	953,881	1.90%	0.1
2020	50,360,460	285,725	0.60%	-14,490	0%	-
2019	50,074,735	579,600	1.20%	1,254,240	2.50%	0.5
2018	49,495,135	100,000	0.20%	1,783,507	3.60%	0.1
2017	49,395,135	328,794	0.70%	-660,400	-1.30%	-
2016	49,066,341	580,112	1.20%	-1,248,744	-2.50%	-
2015	48,486,229	281,744	0.60%	1,144,176	2.40%	0.2
2014	48,204,485	2,999,718	6.60%	5,026,322	10.40%	0.6
2013	45,204,767	-629,623	-1.40%	-55,505	-0.10%	-
2012	45,834,390	-822	0%	961,016	2.10%	-
2011	45,835,212	22,072	0%	672,466	1.50%	0
2010	45,813,140	131,597	0.30%	1,128,775	2.50%	0.1
2009	45,681,543	84,189	0.20%	-881,958	-1.90%	-

LOGISTICS SUPPLY AND DEMAND

YEAR	INVENTORY			NET ABSORPTION		
	SF	SF GROWTH	%GROWTH	SF	% OF INVENTORY	CONSTRUCTION RATIO
2025	29,339,492	950,231	3.30%	896,883	3.10%	1.1
2024	28,389,261	1,087,402	4.00%	980,165	3.50%	1.1
2023	27,301,859	1,075,848	4.10%	794,449	2.90%	1.4
2022	26,226,011	326,362	1.30%	240,186	0.90%	1.4
2021	25,899,649	2,691,846	11.60%	3,630,749	14.00%	0.7
YTD	23,207,803	0	0%	681,650	2.90%	0
2020	23,207,803	235,200	1.00%	-94,969	-0.40%	-
2019	22,972,603	568,600	2.50%	680,937	3.00%	0.8
2018	22,404,003	0	0%	942,068	4.20%	0
2017	22,404,003	11,678	0.10%	-893,278	-4.00%	-
2016	22,392,325	537,318	2.50%	-44,088	-0.20%	-
2015	21,855,007	114,198	0.50%	610,129	2.80%	0.2
2014	21,740,809	392,318	1.80%	918,343	4.20%	0.4
2013	21,348,491	-585,206	-2.70%	-200,046	-0.90%	-
2012	21,933,697	-12,895	-0.10%	1,163,258	5.30%	-
2011	21,946,592	17,072	0.10%	349,971	1.60%	0
2010	21,929,520	125,626	0.60%	1,386,587	6.30%	0.1
2009	21,803,894	43,500	0.20%	-1,023,543	-4.70%	-

*Data compiled by John Eckley is a mix of proprietary data and data gathered from Costar.com

SUPPLY AND DEMAND

SPECIALIZED SUPPLY AND DEMAND

YEAR	INVENTORY			NET ABSORPTION		
	SF	SF GROWTH	%GROWTH	SF	% OF INVENTORY	CONSTRUCTION RATIO
2025	23,379,163	-7,253	0%	-104,227	-0.40%	-
2024	23,386,416	-3,137	0%	-78,877	-0.30%	-
2023	23,389,553	-2,895	0%	-7,020	0%	-
2022	23,392,448	-21,676	-0.10%	-41,791	-0.20%	-
2021	23,414,124	32,856	0.10%	144,056	0.60%	0.2
YTD	23,421,268	40,000	0.20%	267,485	1.10%	0.1
2020	23,381,268	50,525	0.20%	30,923	0.10%	1.6
2019	23,330,743	0	0%	481,933	2.10%	0
2018	23,330,743	100,000	0.40%	949,797	4.10%	0.1
2017	23,230,743	273,916	1.20%	79,199	0.30%	3.5
2016	22,956,827	56,529	0.20%	-1,093,370	-4.80%	-
2015	22,900,298	151,546	0.70%	507,653	2.20%	0.3
2014	22,748,752	2,600,000	12.90%	4,093,594	18.00%	0.6
2013	20,148,752	-44,417	-0.20%	112,106	0.60%	-
2012	20,193,169	-1,800	0%	-246,109	-1.20%	-
2011	20,194,969	0	0%	369,275	1.80%	0
2010	20,194,969	5,971	0%	-274,697	-1.40%	-
2009	20,188,998	27,000	0.10%	238,391	1.20%	0.1

FLEX SUPPLY AND DEMAND

YEAR	INVENTORY			NET ABSORPTION		
	SF	SF GROWTH	%GROWTH	SF	% OF INVENTORY	CONSTRUCTION RATIO
2025	3,767,849	-2,826	-0.10%	-12,442	-0.30%	-
2024	3,770,675	-2,336	-0.10%	-8,641	-0.20%	-
2023	3,773,011	-2,291	-0.10%	3,748	0.10%	-
2022	3,775,302	-4,138	-0.10%	3,256	0.10%	-
2021	3,779,440	8,051	0.20%	26,025	0.70%	0.3
YTD	3,780,389	9,000	0.20%	4,746	0.10%	1.9
2020	3,771,389	0	0%	49,556	1.30%	0
2019	3,771,389	11,000	0.30%	91,370	2.40%	0.1
2018	3,760,389	0	0%	-108,358	-2.90%	-
2017	3,760,389	43,200	1.20%	153,679	4.10%	0.3
2016	3,717,189	-13,735	-0.40%	-111,286	-3.00%	-
2015	3,730,924	16,000	0.40%	26,394	0.70%	0.6
2014	3,714,924	7,400	0.20%	14,385	0.40%	0.5
2013	3,707,524	0	0%	32,435	0.90%	0
2012	3,707,524	13,873	0.40%	43,867	1.20%	0.3
2011	3,693,651	5,000	0.10%	-46,780	-1.30%	-
2010	3,688,651	0	0%	16,885	0.50%	0
2009	3,688,651	13,689	0.40%	-96,806	-2.60%	-

SALE TRENDS

OVERALL SALES

YEAR	COMPLETE TRANSACTIONS						MARKET PRICING TRENDS		
	DEALS	VOLUME	TURNOVER	AVG PRICE	AVG PRICE/SF	AVG CAP RATE	PRICE/SF	PRICE INDEX	CAP RATE
2025	-	-	-	-	-	-	\$55.90	230	7.40%
2024	-	-	-	-	-	-	\$55.27	227	7.40%
2023	-	-	-	-	-	-	\$54.32	223	7.30%
2022	-	-	-	-	-	-	\$52.53	216	7.30%
2021	-	-	-	-	-	-	\$49.91	205	7.20%
YTD	37	\$42.8M	5.30%	\$1,584,917	\$30.02	8.20%	\$48	197	7.30%
2020	70	\$91.5M	8.00%	\$2,178,332	\$26.92	7.20%	\$46.09	190	7.30%
2019	67	\$55.7M	4.50%	\$1,295,811	\$28.56	7.60%	\$43.18	178	7.40%
2018	66	\$45M	9.90%	\$1,124,469	\$12.02	8.00%	\$39.82	164	7.60%
2017	43	\$55.1M	3.60%	\$2,505,869	\$35.28	7.80%	\$36.40	150	7.70%
2016	62	\$46.7M	4.70%	\$971,951	\$23.78	-	\$31.81	131	8.10%
2015	39	\$14.6M	1.90%	\$486,965	\$19.13	8.00%	\$30.10	124	8.20%
2014	47	\$40.3M	3.70%	\$1,033,988	\$26.15	-	\$27.61	114	8.60%
2013	40	\$36.2M	3.40%	\$1,129,728	\$24.39	10.50%	\$25.47	105	8.80%
2012	35	\$23.3M	2.60%	\$750,757	\$23.10	-	\$23.94	98	9.10%
2011	19	\$31.6M	2.10%	\$1,754,756	\$33.70	-	\$23.03	95	9.30%
2010	16	\$15.5M	2.00%	\$1,108,290	\$16.97	14.10%	\$22.44	92	9.60%

SPECIALIZED INDUSTRIAL SALES

YEAR	COMPLETE TRANSACTIONS						MARKET PRICING TRENDS		
	DEALS	VOLUME	TURNOVER	AVG PRICE	AVG PRICE/SF	AVG CAP RATE	PRICE/SF	PRICE INDEX	CAP RATE
2025	-	-	-	-	-	-	\$52.64	232	7.30%
2024	-	-	-	-	-	-	\$52.06	229	7.20%
2023	-	-	-	-	-	-	\$51.16	225	7.20%
2022	-	-	-	-	-	-	\$49.47	218	7.10%
2021	-	-	-	-	-	-	\$47.03	207	7.10%
YTD	2	\$1.4M	0.20%	\$1,400,000	\$36.98	-	\$45.19	199	7.10%
2020	11	\$39M	9.30%	\$5,578,339	\$22.99	-	\$45.24	199	7.00%
2019	10	\$4.8M	1.00%	\$690,714	\$26.59	8.70%	\$42.52	187	7.10%
2018	12	\$8.6M	7.50%	\$860,143	\$6.78	-	\$39.18	173	7.30%
2017	7	\$22.2M	2.00%	\$11,089,673	\$50.80	7.80%	\$35.73	157	7.40%
2016	12	\$10.7M	4.40%	\$1,074,532	\$13.77	-	\$29.47	130	8.00%
2015	5	\$442.6K	0.40%	\$147,533	\$12.12	-	\$27.84	123	8.10%
2014	8	\$24.5M	3.90%	\$3,058,346	\$27.25	-	\$25.59	113	8.50%
2013	6	\$13.3M	2.70%	\$2,221,509	\$24.32	-	\$23.51	104	8.70%
2012	2	\$3.9M	0.60%	\$1,934,118	\$30.08	-	\$22.06	97	9.00%
2011	2	\$25.5M	2.90%	\$12,765,700	\$44.33	-	\$21.33	94	9.20%
2010	4	\$7.7M	1.80%	\$2,573,333	\$22.55	14.10%	\$20.89	92	9.40%

*Data compiled by John Eckley is a mix of proprietary data and data gathered from Costar.com

SALE TRENDS

LOGISTICS SALES

YEAR	COMPLETE TRANSACTIONS						MARKET PRICING TRENDS		
	DEALS	VOLUME	TURNOVER	AVG PRICE	AVG PRICE/SF	AVG CAP RATE	PRICE/SF	PRICE INDEX	CAP RATE
2025	-	-	-	-	-	-	\$53.73	234	7.50%
2024	-	-	-	-	-	-	\$53.12	231	7.50%
2023	-	-	-	-	-	-	\$52.22	227	7.40%
2022	-	-	-	-	-	-	\$50.52	220	7.30%
2021	-	-	-	-	-	-	\$47.97	209	7.30%
YTD	23	\$37.3M	10.90%	\$2,071,654	\$28.01	8.60%	\$46.13	201	7.30%
2020	36	\$45.7M	7.10%	\$2,174,896	\$29.05	-	\$42.74	186	7.50%
2019	44	\$47.4M	8.20%	\$1,530,479	\$27.48	7.30%	\$39.86	173	7.60%
2018	42	\$34.2M	13.80%	\$1,267,606	\$14.02	7.30%	\$36.73	160	7.80%
2017	22	\$30.9M	5.10%	\$2,059,245	\$28.37	-	\$33.45	146	8.00%
2016	27	\$28.4M	4.90%	\$1,496,500	\$27.91	-	\$30.27	132	8.20%
2015	26	\$8.7M	3.30%	\$397,470	\$13.99	8.00%	\$28.69	125	8.30%
2014	21	\$9.8M	3.40%	\$578,129	\$18.99	-	\$26.26	114	8.60%
2013	23	\$19.6M	4.30%	\$1,033,566	\$22.31	10.50%	\$24.26	106	8.90%
2012	19	\$16.6M	4.40%	\$976,059	\$20.72	-	\$22.87	100	9.20%
2011	7	\$1.7M	0.90%	\$245,714	\$8.39	-	\$21.91	95	9.40%
2010	7	\$5.6M	2.40%	\$928,516	\$10.50	-	\$21.25	93	9.70%

FLEX SALES

YEAR	COMPLETE TRANSACTIONS						MARKET PRICING TRENDS		
	DEALS	VOLUME	TURNOVER	AVG PRICE	AVG PRICE/SF	AVG CAP RATE	PRICE/SF	PRICE INDEX	CAP RATE
2025	-	-	-	-	-	-	\$91	209	7.90%
2024	-	-	-	-	-	-	\$89.92	206	7.90%
2023	-	-	-	-	-	-	\$88.28	203	7.80%
2022	-	-	-	-	-	-	\$85.31	196	7.80%
2021	-	-	-	-	-	-	\$81.07	186	7.70%
YTD	12	\$4.1M	3.20%	\$512,875	\$72.89	7.80%	\$78.21	180	7.80%
2020	23	\$6.8M	4.90%	\$483,481	\$52.76	7.20%	\$74.28	171	7.80%
2019	13	\$3.4M	2.50%	\$688,000	\$80.30	6.90%	\$70.09	161	7.90%
2018	12	\$2.2M	2.20%	\$717,333	\$67.44	10.00%	\$65.02	149	8.00%
2017	14	\$2.1M	3.70%	\$412,220	\$55.43	-	\$60.78	140	8.10%
2016	23	\$7.5M	5.40%	\$393,412	\$45.97	-	\$56.80	130	8.20%
2015	8	\$5.4M	3.60%	\$1,084,400	\$53.12	-	\$53.73	123	8.30%
2014	18	\$6M	4.30%	\$430,753	\$47.50	-	\$49.37	113	8.70%
2013	11	\$3.2M	2.30%	\$454,929	\$58.79	-	\$45.81	105	8.90%
2012	14	\$2.8M	2.90%	\$234,352	\$35.97	-	\$42.89	98	9.20%
2011	10	\$4.3M	4.40%	\$481,578	\$27.72	-	\$41.19	95	9.50%
2010	5	\$2.2M	1.10%	\$444,992	\$53.85	-	\$40.17	92	9.70%

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RENT & VACANCY

OVERALL RENT & VACANCY

YEAR	MARKET RENT				VACANCY		
	PER SF	INDEX	%GROWTH	VS HIST PEAK	SF	PERCENT	PPTS CHG
2025	\$5.47	152	1.80%	22.70%	3,489,423	6.20%	0.20%
2024	\$5.37	149	2.60%	20.60%	3,328,032	6.00%	0.20%
2023	\$5.24	145	4.00%	17.50%	3,137,366	5.80%	0.40%
2022	\$5.04	140	5.70%	13.00%	2,856,004	5.30%	0.20%
2021	\$4.76	132	6.90%	6.90%	2,754,814	5.20%	-2.40%
YTD	\$4.63	128	3.80%	3.80%	2,917,736	5.80%	-1.80%
2020	\$4.46	124	4.00%	0%	3,822,617	7.60%	0.60%
2019	\$4.28	119	4.30%	-3.80%	3,522,402	7.00%	-1.40%
2018	\$4.11	114	5.70%	-7.80%	4,197,042	8.50%	-3.40%
2017	\$3.89	108	5.00%	-12.80%	5,880,549	11.90%	1.90%
2016	\$3.70	103	3.70%	-16.90%	4,891,355	10.00%	3.70%
2015	\$3.57	99	3.50%	-19.90%	3,062,499	6.30%	-1.80%
2014	\$3.45	96	4.20%	-22.60%	3,924,931	8.10%	-5.00%
2013	\$3.31	92	3.60%	-25.70%	5,951,535	13.20%	-1.10%
2012	\$3.19	89	-0.60%	-28.30%	6,525,654	14.20%	-2.10%
2011	\$3.21	89	-1.60%	-27.90%	7,487,492	16.30%	-1.40%
2010	\$3.26	91	-5.50%	-26.80%	8,137,886	17.80%	-2.20%
2009	\$3.45	96	-4.10%	-22.50%	9,135,064	20.00%	2.10%

SPECIALIZED RENT & VACANCY

YEAR	MARKET RENT				VACANCY		
	PER SF	INDEX	%GROWTH	VS HIST PEAK	SF	PERCENT	PPTS CHG
2025	\$5.02	144	1.80%	22.40%	1,590,187	6.80%	0.40%
2024	\$4.92	141	2.70%	20.20%	1,492,806	6.40%	0.30%
2023	\$4.79	137	4.10%	17.10%	1,416,646	6.10%	0%
2022	\$4.61	132	5.70%	12.50%	1,412,177	6.00%	0.10%
2021	\$4.36	125	6.40%	6.40%	1,391,607	5.90%	-0.50%
YTD	\$4.23	121	3.20%	3.20%	1,275,277	5.40%	-1.00%
2020	\$4.10	117	3.00%	0%	1,502,762	6.40%	0.10%
2019	\$3.98	114	3.40%	-2.90%	1,483,160	6.40%	-2.10%
2018	\$3.84	110	6.80%	-6.10%	1,965,093	8.40%	-3.70%
2017	\$3.60	103	5.00%	-12.10%	2,814,890	12.10%	0.70%
2016	\$3.43	98	3.10%	-16.30%	2,620,173	11.40%	5.00%
2015	\$3.33	95	2.80%	-18.80%	1,470,274	6.40%	-1.60%
2014	\$3.24	93	4.50%	-21.00%	1,826,381	8.00%	-8.40%
2013	\$3.10	89	5.50%	-24.40%	3,319,975	16.50%	-0.70%
2012	\$2.93	84	-1.70%	-28.40%	3,476,498	17.20%	1.20%
2011	\$2.98	86	-2.30%	-27.20%	3,232,189	16.00%	-1.80%
2010	\$3.05	88	-8.10%	-25.50%	3,601,464	17.80%	1.40%
2009	\$3.32	95	-4.70%	-18.90%	3,320,796	16.40%	-1.10%

RENT & VACANCY

LOGISTICS RENT & VACANCY

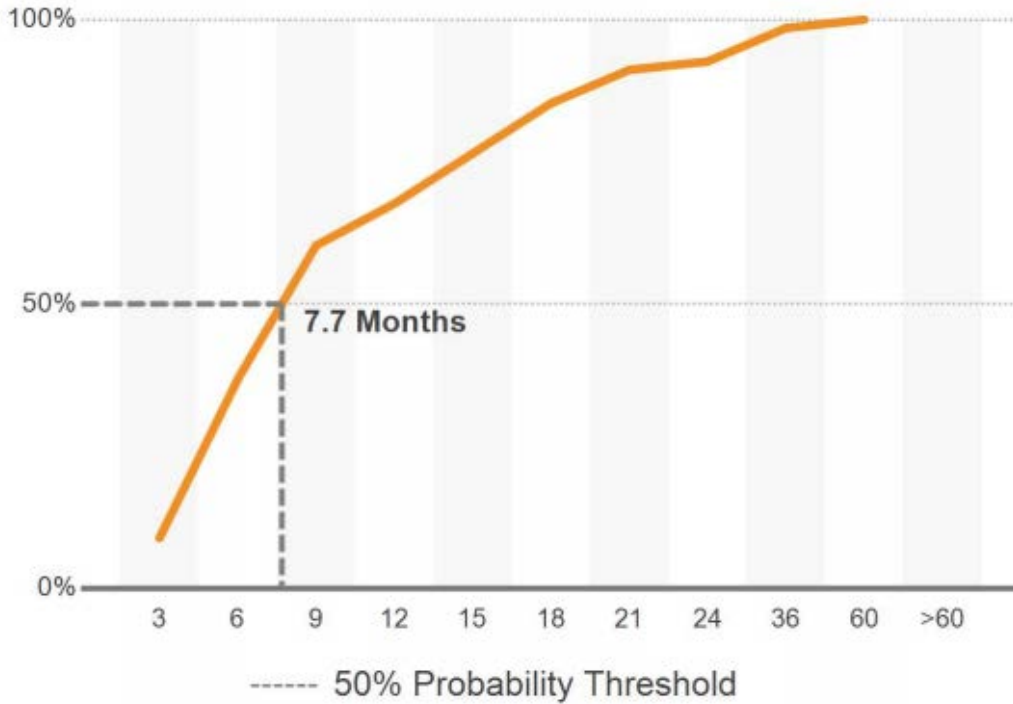
YEAR	MARKET RENT				VACANCY		
	PER SF	INDEX	%GROWTH	VS HIST PEAK	SF	PERCENT	PPTS CHG
2025	\$5.17	158	1.70%	23.30%	1,658,098	5.70%	0%
2024	\$5.09	155	2.50%	21.20%	1,604,577	5.70%	0.20%
2023	\$4.96	151	3.90%	18.30%	1,497,249	5.50%	0.90%
2022	\$4.78	146	5.70%	13.90%	1,215,188	4.60%	0.30%
2021	\$4.52	138	7.70%	7.70%	1,128,087	4.40%	-4.60%
YTD	\$4.39	134	4.60%	4.60%	1,385,192	6.00%	-2.90%
2020	\$4.20	128	4.80%	0%	2,066,842	8.90%	1.30%
2019	\$4	122	5.10%	-4.60%	1,736,673	7.60%	-0.70%
2018	\$3.81	116	5.10%	-9.20%	1,849,010	8.30%	-4.20%
2017	\$3.62	111	5.00%	-13.60%	2,791,078	12.50%	4.00%
2016	\$3.45	105	4.00%	-17.70%	1,886,122	8.40%	2.50%
2015	\$3.32	101	4.10%	-20.90%	1,304,716	6.00%	-2.30%
2014	\$3.19	97	4.30%	-24.10%	1,800,647	8.30%	-2.60%
2013	\$3.06	93	2.40%	-27.20%	2,326,672	10.90%	-1.50%
2012	\$2.98	91	0.10%	-28.90%	2,711,833	12.40%	-5.40%
2011	\$2.98	91	-1.10%	-29.00%	3,887,986	17.70%	-1.50%
2010	\$3.01	92	-4.20%	-28.10%	4,220,885	19.20%	-5.90%
2009	\$3.15	96	-4.00%	-25.00%	5,481,846	25.10%	4.90%

FLEX RENT & VACANCY

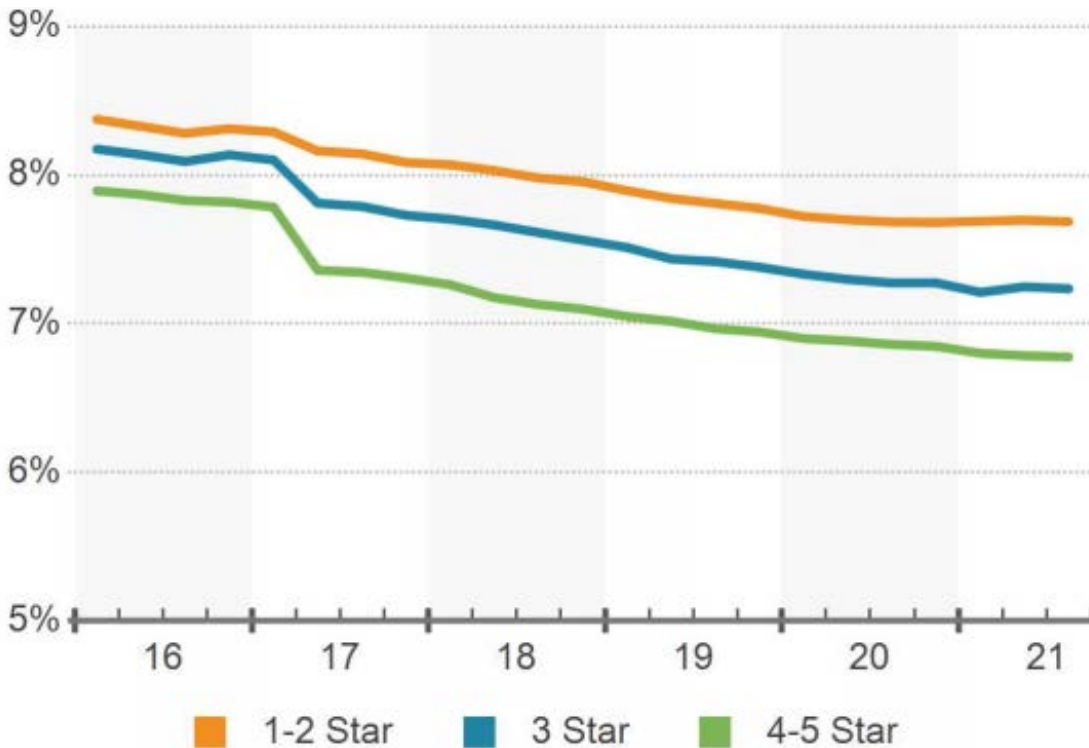
YEAR	MARKET RENT				VACANCY		
	PER SF	INDEX	%GROWTH	VS HIST PEAK	SF	PERCENT	PPTS CHG
2025	\$10.29	157	1.80%	21.70%	241,138	6.40%	0.30%
2024	\$10.10	155	2.70%	19.50%	230,649	6.10%	0.20%
2023	\$9.84	150	4.00%	16.30%	223,471	5.90%	-0.10%
2022	\$9.46	145	5.70%	11.80%	228,639	6.10%	-0.20%
2021	\$8.95	137	5.80%	5.80%	235,120	6.20%	-0.50%
YTD	\$8.71	133	3.00%	3.00%	257,267	6.80%	0.10%
2020	\$8.46	129	4.10%	0%	253,013	6.70%	-1.30%
2019	\$8.12	124	4.40%	-4.00%	302,569	8.00%	-2.20%
2018	\$7.78	119	4.60%	-8.00%	382,939	10.20%	2.90%
2017	\$7.44	114	5.00%	-12.00%	274,581	7.30%	-3.10%
2016	\$7.09	108	4.20%	-16.20%	385,060	10.40%	2.70%
2015	\$6.80	104	3.70%	-19.60%	287,509	7.70%	-0.30%
2014	\$6.56	100	3.10%	-22.40%	297,903	8.00%	-0.20%
2013	\$6.36	97	2.20%	-24.70%	304,888	8.20%	-0.90%
2012	\$6.23	95	0.70%	-26.40%	337,323	9.10%	-0.80%
2011	\$6.19	95	-1.20%	-26.90%	367,317	9.90%	1.40%
2010	\$6.26	96	-1.80%	-26.00%	315,537	8.60%	-0.50%
2009	\$6.37	97	-2.50%	-24.60%	332,422	9.00%	3.00%

SALES DATA

PROBABILITY OF SELLING IN MONTHS



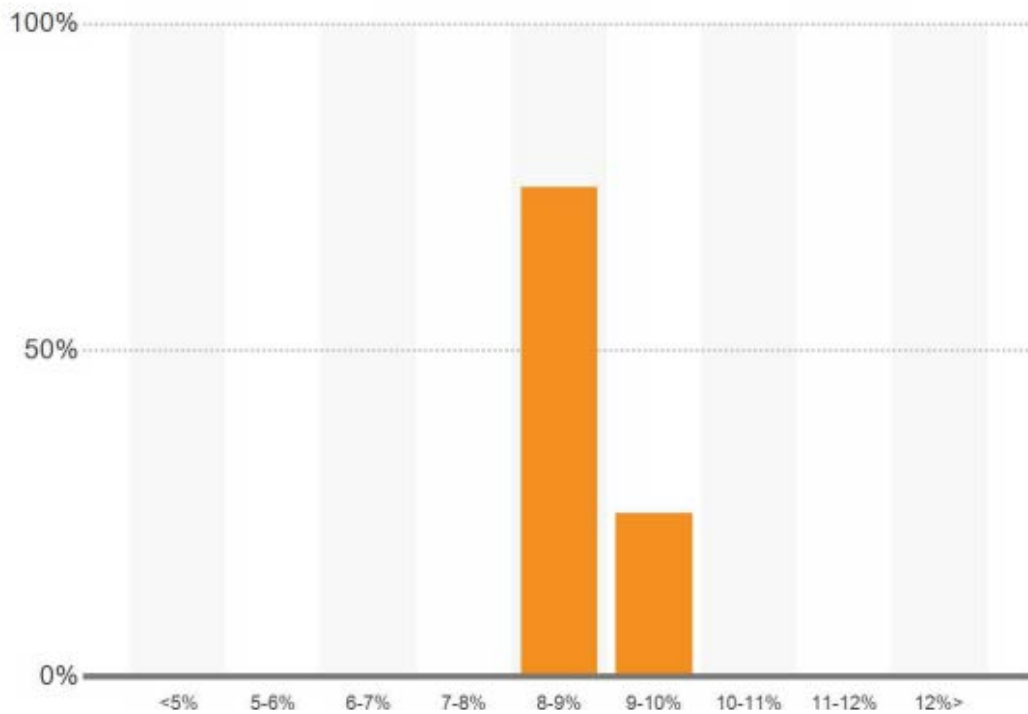
MARKET CAP RATES BY STAR RATING



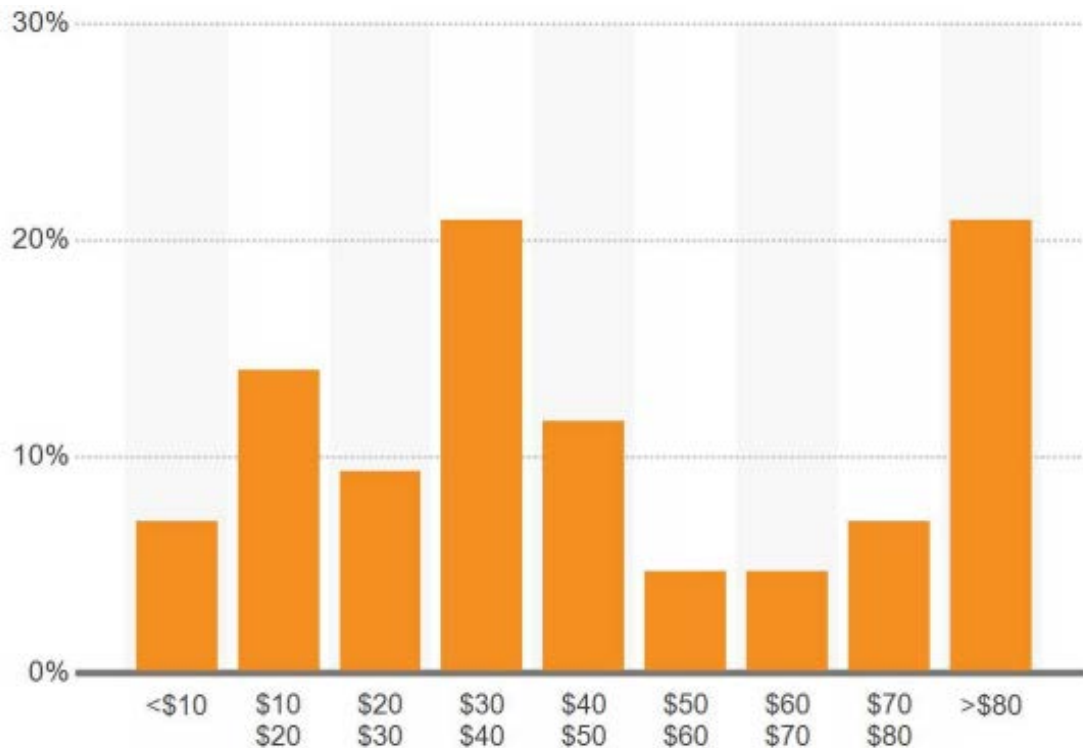
*Data compiled by John Eckley is a mix of proprietary data and data gathered from Costar.com

DISTRIBUTION ANALYSIS

CAP RATE DISTRIBUTION PAST 12 MONTHS



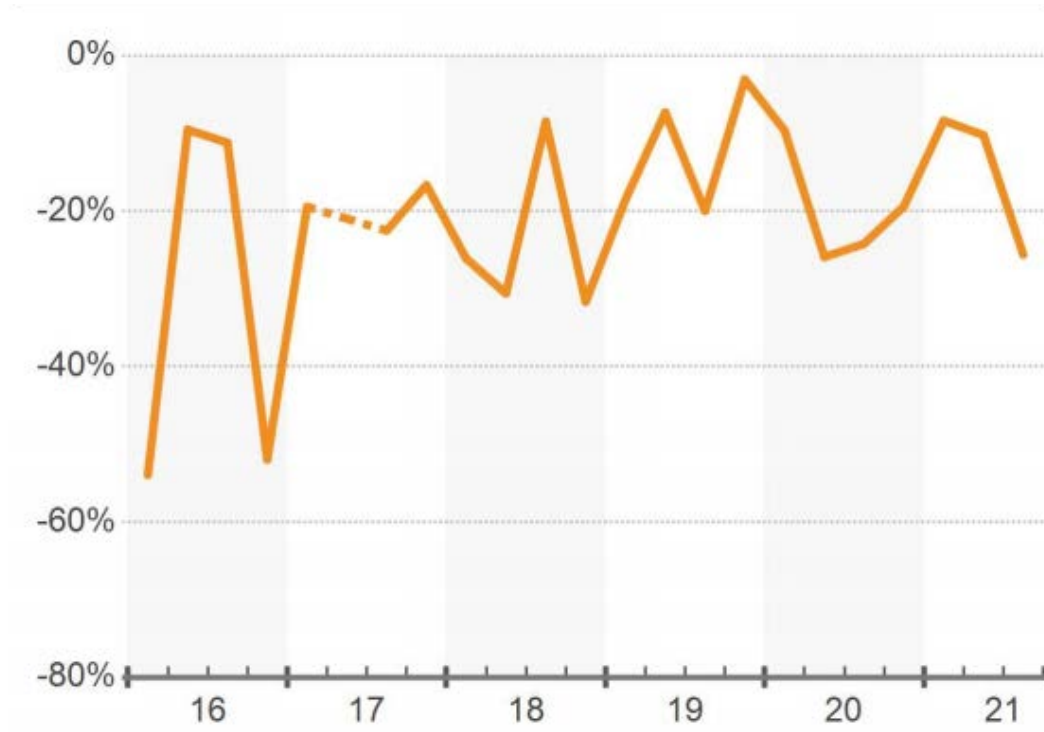
SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS



*Data compiled by John Eckley is a mix of proprietary data and data gathered from Costar.com

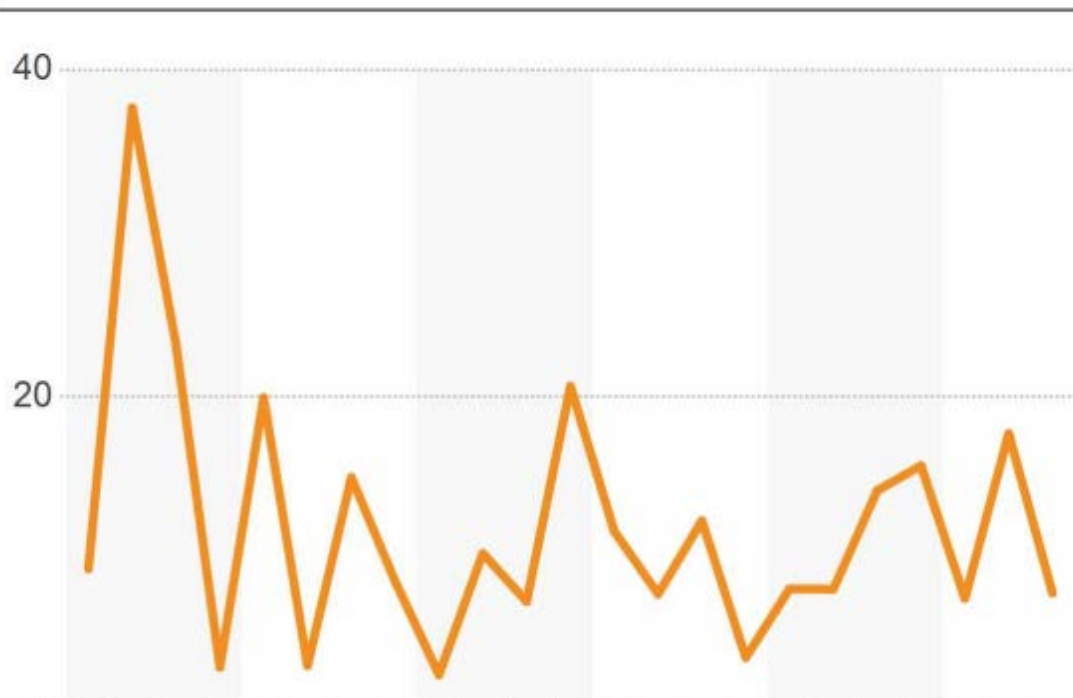
SALES TIMEFRAMES

SALE TO ASKING PRICE DIFFERENTIAL



MONTHS TO SALE

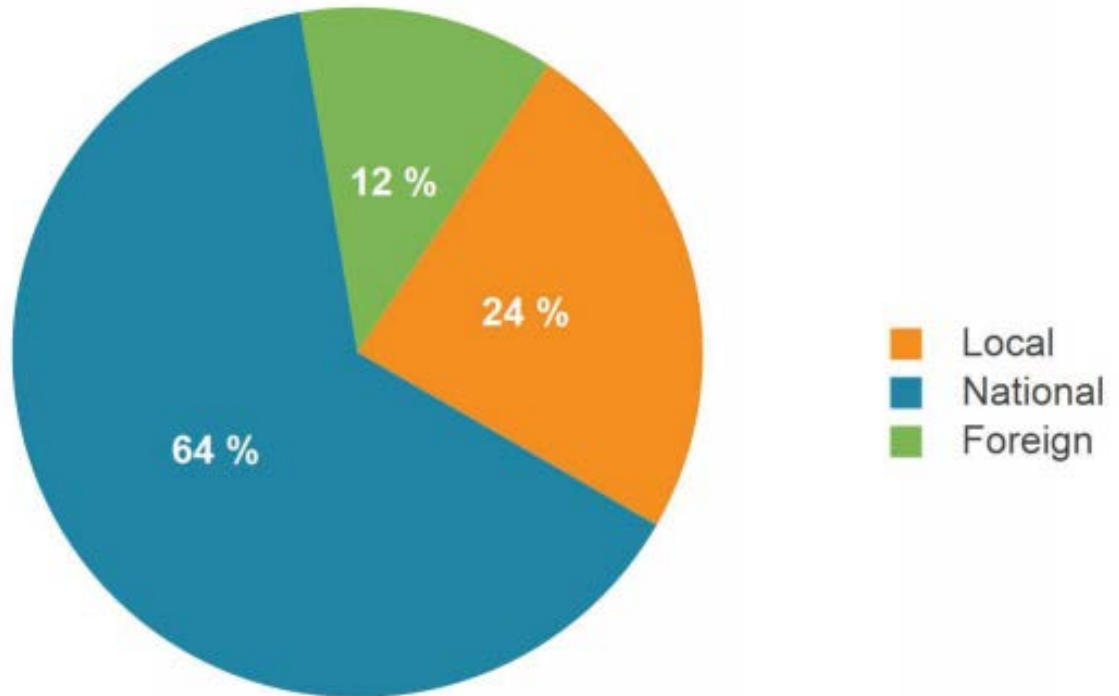
MONTHS TO SALE



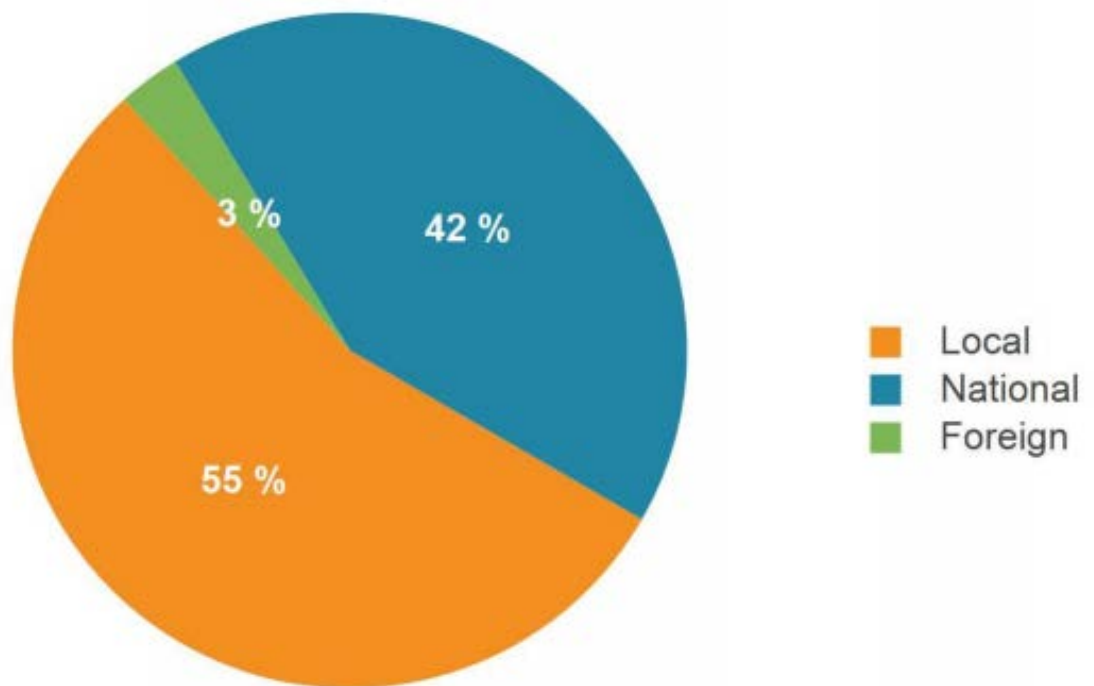
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INVESTMENT ORIGIN

SALE VOLUME BY BUYER ORIGIN PAST 12 MONTHS



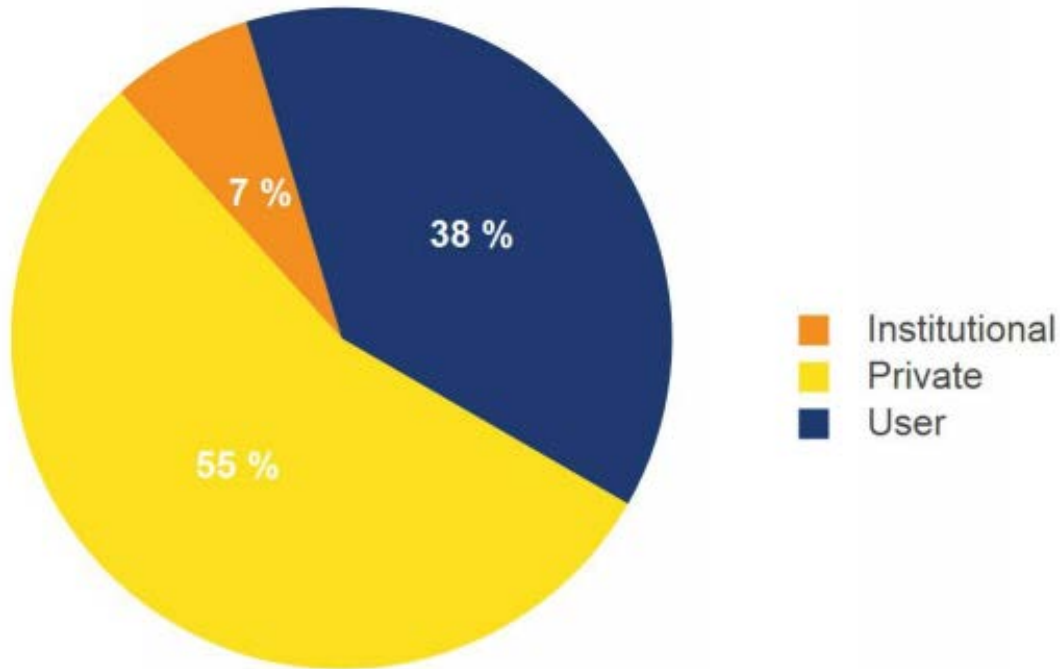
ASSET VALUE BY OWNER ORIGIN



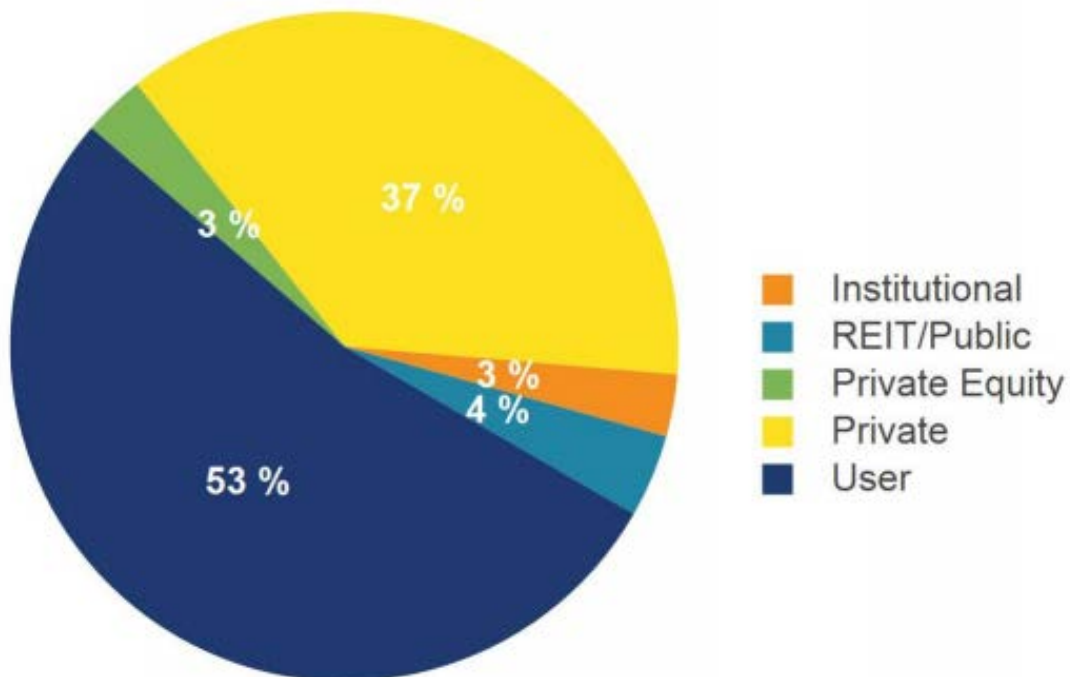
*Data compiled by John Eckley is a mix of proprietary data and data gathered from Costar.com

OWNER TYPE ANALYSIS

SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



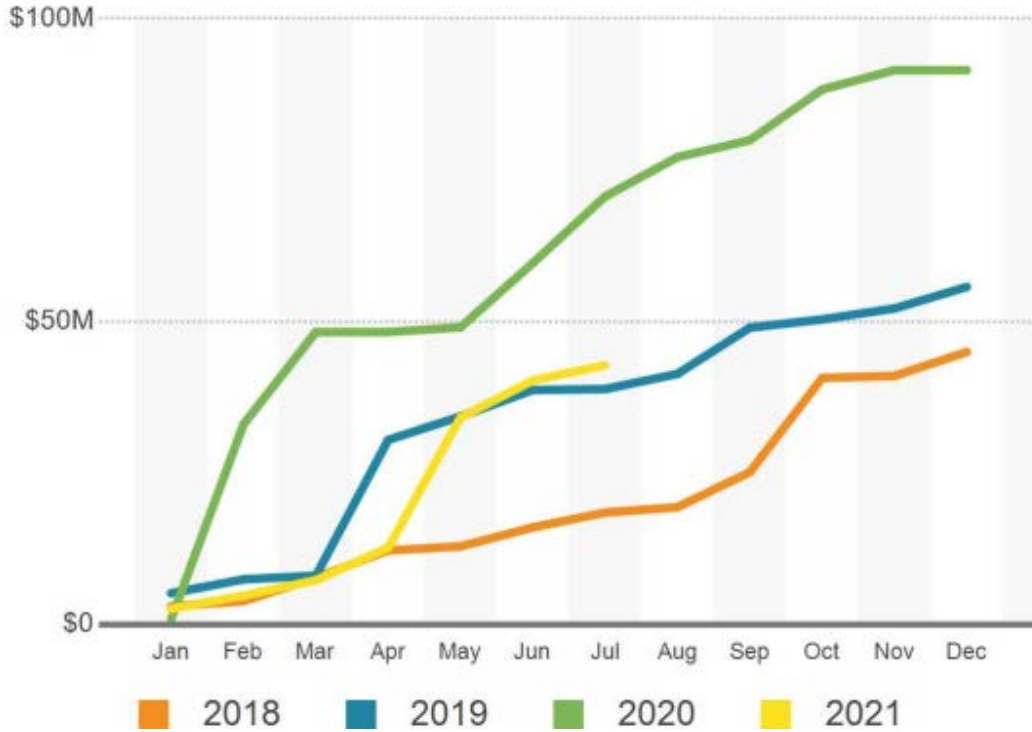
ASSET VALUE BY OWNER TYPE



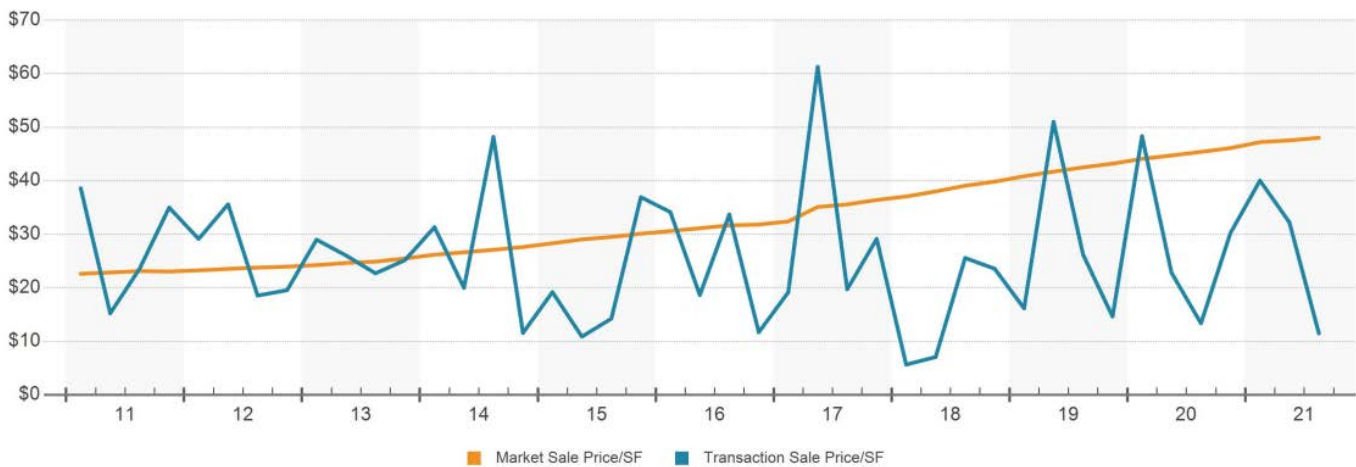
*Data compiled by John Eckley is a mix of proprietary data and data gathered from Costar.com

SALES ANALYSIS

CUMULATIVE SALES VOLUME BY YEAR



MARKET SALE PRICE & TRANSACTION PRICE PER SF



*Data compiled by John Eckley is a mix of proprietary data and data gathered from Costar.com

LEASING OVERVIEW

FLEX

TOP FLEX LEASES PAST 12 MONTHS

	NAME/ADDRESS	LEASE RATE	LEASE TYPE	SPACE SIZE	LEASE TERM
1	1150 Fifth St 1150 Fifth St Augusta, GA	\$2.64 SF/yr	NNN	5,000 SF	96 months
2	Sanders Paint & Body 5950 Jefferson Davis Hwy North Augusta, SC	\$6.25 SF/yr	NNN	-	36 months
3	4012 Enterprise Court 4012 Enterprise Court Martinez, GA	\$10.00 SF/yr	Modified Gross	5,000 SF	-
4	3105-D Spring Grove Dr 3105-D Spring Grove Dr Augusta, GA	\$6.24 SF/yr	Modified Gross	2,500 SF	-
5	2206 N Leg Rd 2206 N Leg Rd Augusta, GA	\$7.20 SF/yr	NNN	2,500 SF	-
6	791 Industrial Park Drive 791 Industrial Park Drive Evans, GA	\$10.00 SF/yr	NNN	3,000 SF	240 months
7	2007 Tobacco Rd 2007 Tobacco Rd Augusta, GA	\$10.83 SF/yr	Modified Gross	3,600 SF	60 months
8	3757 Mike Padgett Hwy 3757 Mike Padgett Hwy Augusta, GA	\$4.50 SF/yr	Modified Gross	5,000 SF	24 months
9	1939 University Parkway 1939 University Parkway Aiken, SC	\$5.08 SF/yr	NNN	6,500 SF	12 months
10	4278 Belair Frontage Rd. 4278 Belair Frontage Rd. Augusta, GA	\$7.45 SF/yr	NNN	6,440 SF	24 months
11	3757 Mike Padgett Hwy 3757 Mike Padgett Hwy Augusta, GA	\$6.00 SF/yr	Modified Gross	5,000 SF	24 months
12	3004 River Watch Lane 3004 River Watch Lane Martinez, GA	\$8.88 SF/yr	Modified Gross	2,700 SF	12 months
13	iSi Elite Fitness: 255 Meridian Dr. 255 Meridian Dr. Grovetown, GA	\$18.00 SF/yr	-	3,850 SF	-

EXECUTED SALE COMPS

FLEX

4029 WASHINGTON RD.

4029 Washington Rd. | Martinez, GA 30907



Sale Price: \$525,000
 Building SF: 4,172 SF
 Lot Size: 0.52 Acres
 Price PSF: \$125.84
 Year Built: 1954
 Closed: 04/09/2020

4806 TECHNOLOGY DR

4806 Technology Dr | Evans, GA 30907



Sale Price: \$473,000
 Building SF: 6,000 SF
 Lot Size: 1.13 Acres
 Price PSF: \$78.83
 Closed: 08/04/2020

Two 3,000 square foot free standing buildings side by side. These two buildings are on one parcel and are being sold together. Both buildings are 100% leased. 4806 Technology Dr. consists of 2,300 sq. ft. of office and 700 sq. ft. of warehouse. The tenant is a government contractor that

3845 MARTINEZ BLVD

3845 Martinez Blvd | Martinez, GA 30907



Sale Price: \$500,000
 Building SF: 5,114 SF
 Lot Size: 1.65 Acres
 Price PSF: \$97.77
 Year Built: 1987
 Closed: 03/01/2020

2 Main buildings: 1 Flex and 1 Office. Small storage building in the back.

109 COMMERCIAL BLVD

109 Commercial Blvd | Martinez, GA 30907



Sale Price: \$555,000
 Building SF: 6,860 SF
 Lot Size: 0.97 Acres
 Price PSF: \$80.90
 Year Built: 1986
 Closed: 02/10/2020

1017 FRANKE INDUSTRIAL

1017 Franke Industrial | Augusta, GA 30909



Sale Price: \$550,000
 Building SF: 7,500 SF
 Lot Size: 1.16 Acres
 Price PSF: \$73.33
 Year Built: 1998
 Closed: 05/02/2020

7,500 sq. ft. Free Standing Office/Warehouse Building
 3,500 sq. ft. of Executive Office Space Fenced Yard
 4,000 sq. ft. of Warehouse 4 Drive-In Doors

COMMERCIAL BUILDING

1064 Franke Industrial | Augusta, GA 30909



Sale Price: \$83,000
 Building SF: 4,000 SF
 Lot Size: 1.2 Acres
 Price PSF: \$20.75
 Year Built: 2007
 Closed: 10/30/2020

1064 Franke Industrial Dr is a vacant commercial located in Augusta, GA 30909. Built in 2007, this property features 1.2 acres lot, and 4,000 sq ft of living space. The estimated market value for 1064 Franke Industrial Dr is \$83,000.

3307 COMMERCE DR.

3307 Commerce Dr. | Augusta, GA 30901



Sale Price: \$588,000
 Building SF: 11,880 SF
 Lot Size: 0.56 Acres
 Price PSF: \$49.49
 Year Built: 1965
 Closed: 05/01/2020

11,438 sq. ft. Free Standing Office/Warehouse Building with 13 dock doors and 1 drive-in door. The building has 1,550 sq. ft. of office space consisting of 5 private offices, a large reception area and large cubicle area.

1805 GORDON HWY

1805 Gordon Hwy | Augusta, GA 30901



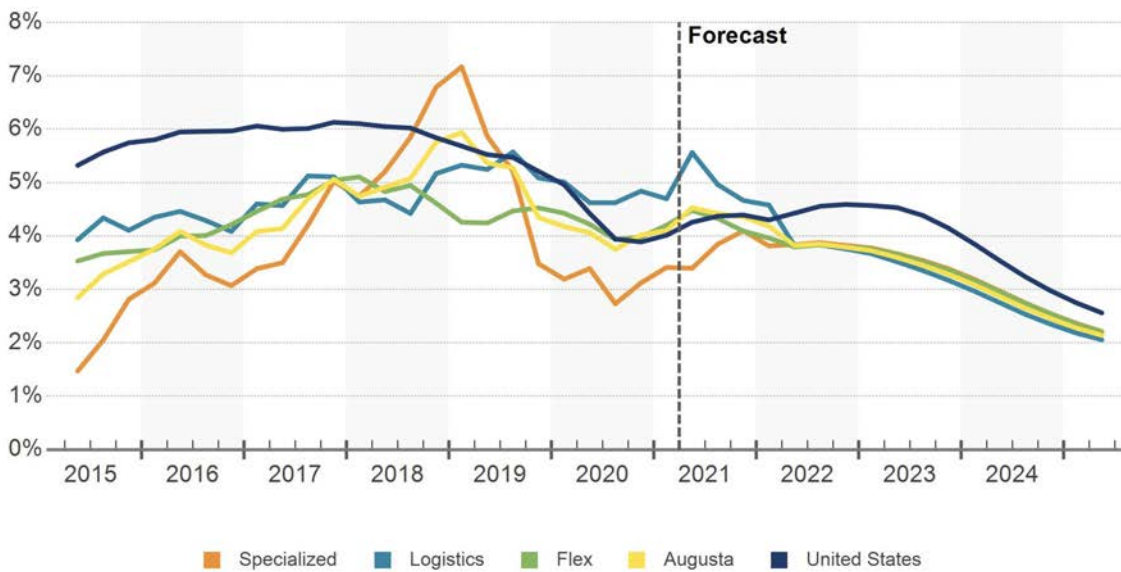
Sale Price: \$450,000
 Building SF: 8,480 SF
 Lot Size: 2.71 Acres
 Price PSF: \$53.07
 Year Built: 1966
 Closed: 05/01/2020

Former Pet Dairy location.

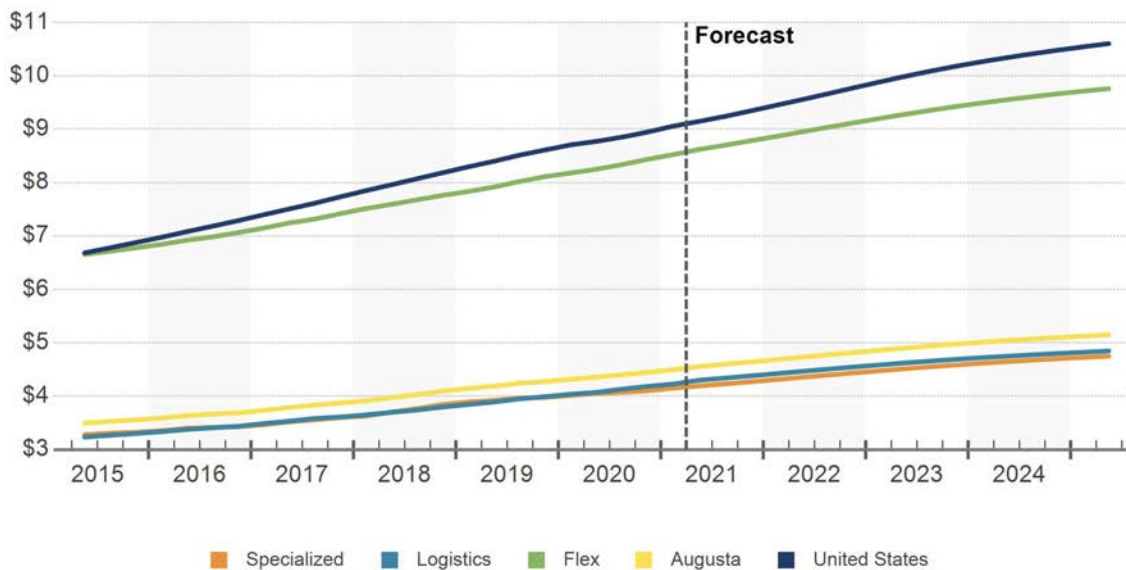
LEASING OVERVIEW

Asking rents for industrial space in Augusta average \$4.50/SF. This is about 40% below the asking rents in Savannah and metro Atlanta, which is to be expected given the market's smaller size and dated stock. Rent growth has remained positive. Throughout the past decade, logistics rent growth helped push overall rents, posting a 4%-5% annual rate from 2014-18. In fact, this has helped asking rents for logistics space in Augusta reach a new high. However, with the coronavirus pandemic slowing demand, rent growth may decelerate in the coming quarters.

MARKET RENT GROWTH (YOY)

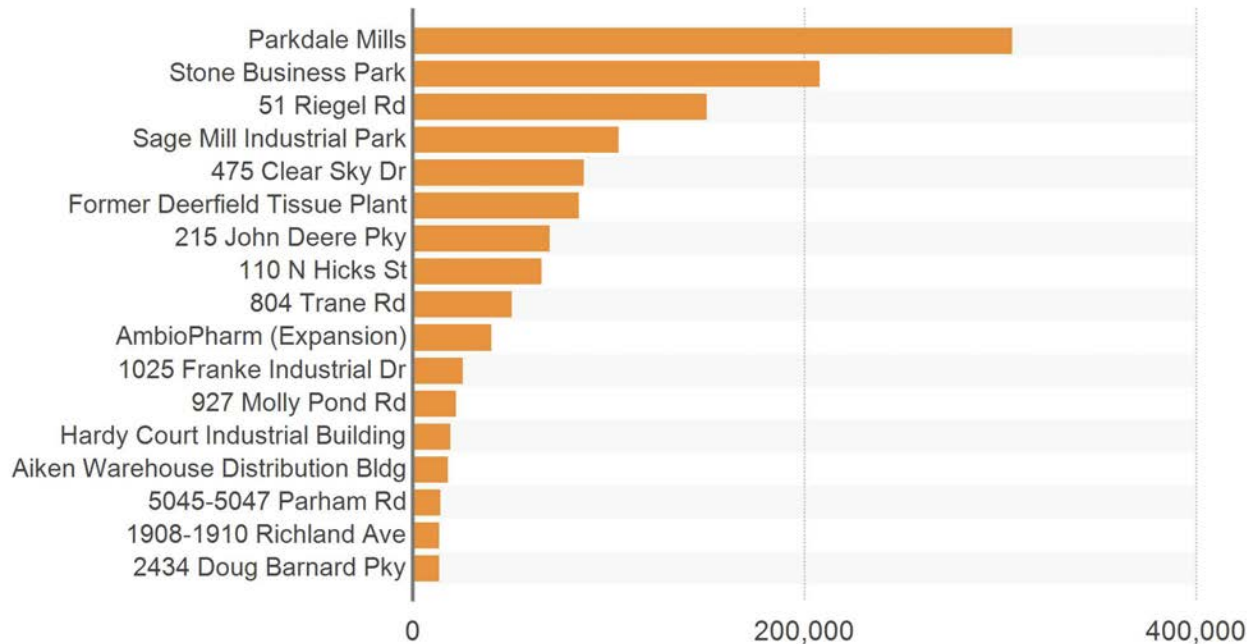


MARKET RENT PER SQUARE FEET



LEASING OVERVIEW

12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Parkdale Mills	Edgefield County	306,000	0	0	0	0	0	306,000
Stone Business Park	McDuffie County	208,000	0	0	0	0	0	208,000
51 Riegel Rd	Edgefield County	353,000	0	150,000	0	0	0	150,000
Sage Mill Industrial Park	Outlying Aiken County	105,000	0	105,000	0	0	0	105,000
475 Clear Sky Dr	Outlying Columbia C...	150,000	62,500	0	0	0	0	87,500
Former Deerfield Tissue Plant	South Richmond Co...	84,826	0	0	0	0	0	84,826
215 John Deere Pky	Outlying Columbia C...	70,000	0	29,500	0	0	0	70,000
110 N Hicks St	Outlying Columbia C...	86,748	0	0	0	0	0	65,775
804 Trane Rd	South Richmond Co...	50,525	0	0	0	0	0	50,525
AmbioPharm (Expansion)	North Augusta	40,000	0	40,000	0	0	0	40,000
1025 Franke Industrial Dr	South Richmond Co...	25,500	0	0	0	0	0	25,500
927 Molly Pond Rd	South Richmond Co...	21,943	0	21,943	0	0	0	21,943
Hardy Court Industrial Building	South Richmond Co...	25,500	0	0	0	0	0	19,335
Aiken Warehouse Distribution Bldg	Outlying Aiken County	18,000	0	0	0	0	0	18,000
5045-5047 Parham Rd	Outlying Columbia C...	24,000	6,000	0	0	0	0	14,000
1908-1910 Richland Ave	Outlying Aiken County	28,000	0	0	0	0	0	13,648
2434 Doug Barnard Pky	South Richmond Co...	448,767	0	0	0	0	0	13,404
Subtotal Primary Competitors		2,045,809	68,500	346,443	0	0	0	1,293,456
Remaining Augusta Market		48,349,432	3,229,624	239,250	(6,000)	0	0	(1,141,445)
Total Augusta Market		50,395,241	3,298,124	585,693	(6,000)	0	0	152,011

BUILD-TO-SUIT YOUR SOLUTION



&



AN OVERVIEW OF OUR RAPID, COST-EFFECTIVE BUILD-TO-SUIT PROCESS



YOU NEED A BUILDING- WE MAKE IT SIMPLE

You've located the market that fits your business need to a tee. The employment base is there, the location suits your needs logistically, but there's a problem. You can't seem to locate the building that's a "fit" for your company's particular needs. For many businesses, a Build-To-Suit (BTS), can provide for the right building, in the right amount of time, for the right cost.

1 Locational Need

- Site Selection
- Infrastructure

2 Select Building

- Appropriate for Site
- Logistical Needs

3 Receive

- Scope
- Schedule
- Budget
- Lease Terms

4 Execute Contract

- Release Building
- Construct Building (Schedule)

5 Occupy Building

- Ready for Outfitting

ADVISOR BIO

John Eckley, MBA, Civil Eng.

Consultative, client-focused and analytical, John is an industrial and commercial advisor for Meybohm Commercial, where his aim is to guide clients in accomplishing their greater collective financial goals, through portfolio planning, deal analysis and excellent client service.

John earned his MBA and civil engineering degrees from Clemson University and is in the final stages of pursuing his CCIM (Certified Commercial Investment Member) designation. It's a combination of experience held by only John and his team member Jonathan Aceves in the Augusta market. John's extensive experience and training in solving real-world problems are what direct him in developing client strategies for real estate investments. John's specialties include industrial warehouse and flex-space properties, land & site selection, and general commercial work. He also partners with clients on their 1031 exchanges and sale-leasebacks and serves the medical community for both investment and office needs. His approach is unique, because it combines his process-oriented, engineering brain with his interest in developing strong relationships with clients. He accomplishes this through a deep conviction that any client's goal or need is his own, and that ultimately they are to be treated to a level of service that he would want himself or a near family member to experience. "At a high level, I am passionate about helping owners and business leaders accomplish their greater goals through strategic decision making and relish the opportunity to serve them as a valued member of their greater financial team, especially as it relates to real estate." John was named to the Meybohm Presidents Club 2020, and his team received the 2020 Commercial Elite Agents of the Year – Silver for Meybohm Commercial. In his previous roles, John provided consultation and marketing services to small businesses and managed a team of training experts at Augusta University. John and his family have a particular love for downtown Augusta, having built the first new home in the Olde Town neighborhood in several generations. He and his wife Sarah, three sons, Sanders, Luke and Daniel, and daughter Anna Patten, have made their home in Olde Town for the past nine years.

John is also a member and deacon at First Presbyterian Church in downtown Augusta. He serves as treasurer of the Olde Town Neighborhood Association, is a member of the Heritage Academy Junior Board, and serves on the board of directors for Saving Grace in Uganda, a street children's ministry in East Africa.



ADVISOR BIO

Jonathan Aceves, CCIM, MBA

Jonathan serves as a Commercial Sales and Leasing Advisor with Meybohm Commercial. Originally licensed in 2005, Jonathan specializes in downtown development, portfolio planning, multifamily brokerage, and land & site selection. Jonathan's portfolio planning has mostly centered around advising owners with portfolios of commercial properties regarding sales and 1031 exchanges, along with underwriting potential transactions.

Jonathan has worked extensively in Site Selection and Commercial Land Brokerage. Notable site selection clients include Domino's Pizza, SRP Federal Credit Union, Hardees, Popeyes, Whit's Frozen Custard, and many others. Jonathan's approach to site selection differs to that of many of his competitors in that he starts from a list of all potential sites, rather than simply on-market sites. This tends to be more work but has led to finding off-market ideal locations for his clients. Jonathan also focuses on Multifamily brokerage, with his track record including numerous downtown duplexes and quads, along with Cedar Pines Apartments and Ridgewood Apartments. His approach with multifamily is to reduce the work required by a buyer to underwrite—leading to faster sales and higher prices. He also works to justify the pricing to proactively deal with potential appraisal issues, which he encounters frequently as many of his sales are well above market price.

Prior to working in Commercial Real Estate, Jonathan served as the CFO of Christ Community Health Services for 6 years, overseeing finance and operations for a community health center employing 60 staff and serving over 20,000 patients annually. He was responsible for financial modeling, annual budgeting, and compliance, along with HR & IT.

Jonathan received his CCIM designation in 2020. He earned his BBA and MBA from Augusta University. Jonathan lives in Downtown Augusta in the Olde Town neighborhood with his wife and five children. He has lived in Augusta for over 20 years, has served as a deacon at First Presbyterian Church, and is an active part of the Olde Town Neighborhood Association.

In his spare time, Jonathan enjoys reading, cycling, and spending time with his kids.



1022 McCormick Hwy | 200k SF Warehouse Sold Lincolnton, GA

"John had our back the whole way, and his hustle from end-to-end was undeniable. He worked hard on the front end to analyze comparable properties to accurately assess a likely sales price range, pulled together a thorough and professional marketing package, frequented the rural location to meet contractors and prospective buyers, and worked diligently to get the property in front of as many qualified buyers as possible, I'm sure.

This was no easy task, and John rolled up his sleeves and just made it happen."

—Gary Gallo, Senior VP | Senior Credit Officer, Acquesta Bank, now United Community Banks

1) CLIENT CHALLENGE

The 200,000-square-foot warehouse didn't just have three strikes against it—it had four.

Acquesta Bank—now United Community Banks—had recently repossessed a warehouse facility in Lincolnton, GA. It was a tough sell, with its rural location; dilapidated roof; incredibly complex and costly power configuration challenges; and the fact that it had previously been stripped of materials.

The property would need to be marketed well to a specific pool of buyers. Adding to the complexity was the fact that a tenant was occupying the facility through a previous contractual agreement with the now-defunct entity.

3) VALUE-ADDED RESULTS

We leveraged our team's ingenuity and skill in presenting this property thoroughly and concisely, so that an outside investor could readily understand it. We worked tirelessly, calling local CEOs and industrial investors to gauge interest, and marketing broadly via our proprietary database. When the right buyer came along, we negotiated strongly to maximize the sale price. And to increase the likelihood of closing, we utilized rural comp. data and negotiated lease terms for immediate occupancy.

2) HOW WE TOOK ACTION

- **Our team assessed what proved to be an accurate sales price range**, utilizing a mix of tracked comp data and Costar data and compiling a formal Broker's Price Opinion (BPO).
- **Our listing onboarding team gathered professional drone and interior photography and video, a custom floorplan (since as-builts were lost), financials, and more** in the comprehensive and top-of-market listing package.
- **We identified and highlighted compelling features for prospective buyers**, including layout, clearances, roll-up doors, Chamber of Commerce data on labor force, etc.
- **We focused email and phone marketing efforts on our proprietary segmented industrial database** along with traditional channels.
- **We literally walked the roof, coordinating with multiple roofers** on the extensive repairs required.
- **We worked diligently on behalf of the owner**, Acquesta Bank, to oversee term negotiations for the purchase and temporary leasing by the buyer until closing; to negotiate immediate occupancy by the buyer as a temporary tenant after closing; and to work with the buyer's agent to clear due diligence hurdles.



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**REACH ME DIRECTLY
TO DISCUSS THE
WAYS
WE CAN HELP YOU
MAXIMIZE YOUR
RETURN ON YOUR
INDUSTRIAL
INVESTMENT**



HOW WE HELP OUR CLIENTS

LOCAL EXPERTISE MEETS ADVANCED DATA & MARKETING

DATA-DRIVEN DECISION-MAKING

The numbers speak for themselves and we dig deep to understand ROI/IRR, so you can know the best course given the data

TOP-OF-MARKET LISTING PRESENTATION

We aim to present all of our listings in a manner that allows the highest and best user to understand if they should be interested in a matter of seconds.

SEGMENTED, DETERMINED MARKETING

Augusta's largest team of commercial brokers is also the areas most sophisticated real estate marketers. We collect, target and market our listings.

EXPERIENCED NEGOTIATORS/DEAL-MAKERS

We negotiated on behalf of our clients, making sure their best interests are closely guarded, while creatively working with others to get deals done!

BUSINESS-MINDED EXPERTISE

We are a team of CCIM-educated brokers with MBAs and with experience running our own businesses

ASSET-CLASS-FOCUSED

Being connected to the buyers, sellers, landlords and tenants, and understanding your particular type of asset matters. We are team of brokers with specific asset-type focus.