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1ST QUARTER INDUSTRIAL MARKET RECAP:

- The increasing vacancy rate has not had a significant impact on lease rates; however, landlords are becoming more creative & aggressive with concessions.
- There were only 1.1 MSF of new spec buildings started in the quarter and a total square footage of 2.5 MSF spec space under construction.
- As we approach the end of the recent building spree, the overall market inventory is 369 MSF, an increase of 17.5% from 314 MSF in Q1 2020.
- There is an abundance of buyers with dry powder looking to purchase. Yet the disconnect on pricing between buyers and sellers remains. Sales volume continues to fall from \$1.17B in Q4 2023 to \$1B in Q1 2024. It peaked at \$2.32B in Q3 2022.

PROMINENT DEALS IN CENTRAL OHIO - Q1 2024



Crocodile Cloth plans relocation and expansion project in Gahanna

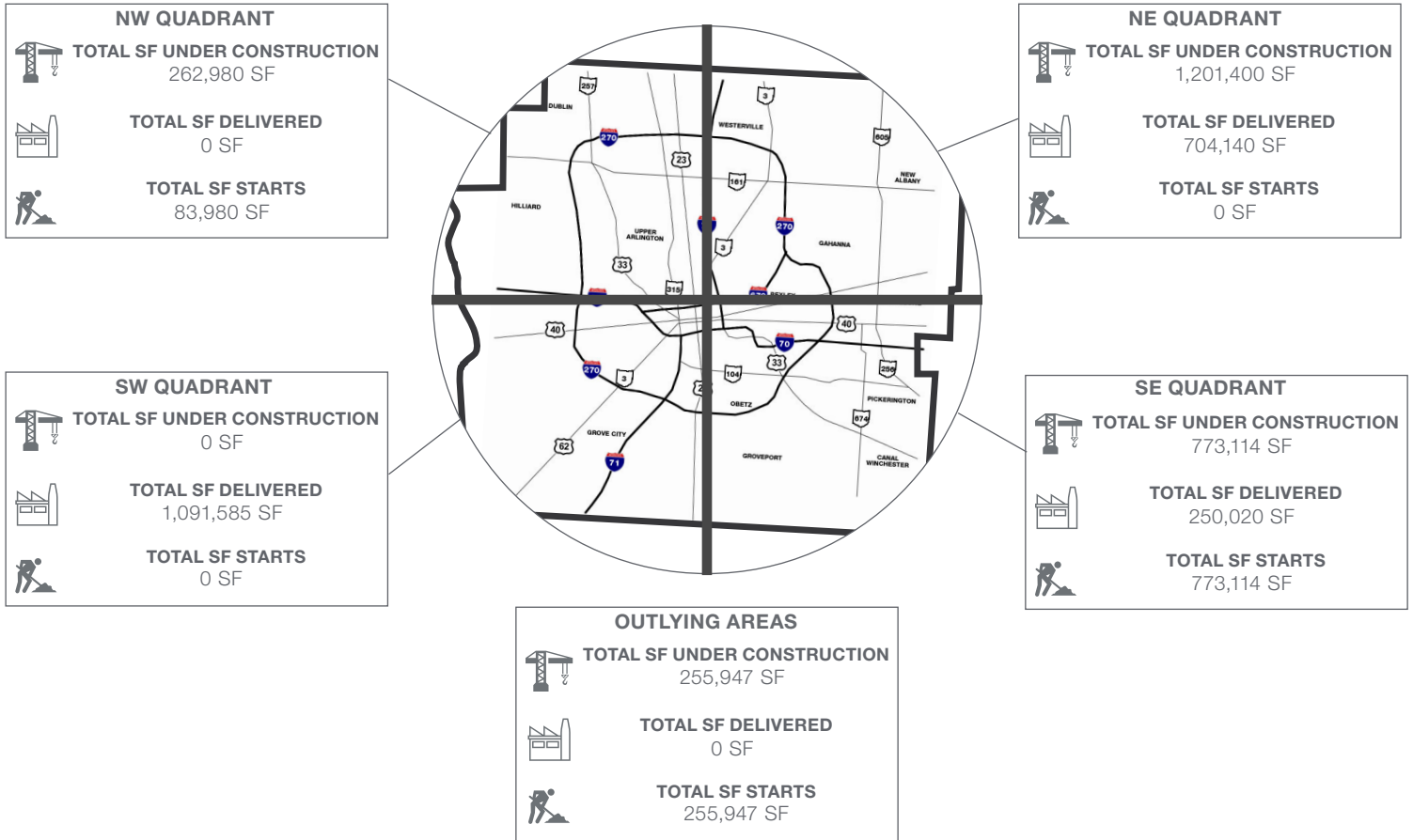
Crocodile Cloth, a manufacturer of disposable cleaning wipes, has been granted approval for an office & industrial incentive agreement by the Gahanna City Council. The agreement facilitates Crocodile Cloth's relocation from 930 Claycraft Road to 1800 Deffenbaugh Ct. within the Eastgate Industrial Center, doubling its footprint to 130,000 SF and aiming to hire 45 new employees within five years. President Jim Reid suggests potential expansion to occupy the entire 290,000 SF building in the future. Benchmark Industrial Supply, currently located at 930 Claycraft Road, plans to occupy the vacated space and anticipates adding 80 employees over the next five years.



Interstate Batteries fulfillment center to be constructed at new industrial park in east Columbus

A new 151,000 SF fulfillment center for Interstate Batteries is underway at the Hub@I-70/270 development in east Columbus, the first building in the 27-acre industrial park. Located at 5225 Scarborough Blvd., the facility is set to open this fall and will serve as one of eight regional fulfillment centers for the Dallas-based company nationwide. The choice of location was influenced by its proximity to Interstates 70 & 270, facilitating distribution across Interstate's network, and the region's economic development incentives. Developed in partnership with Neyer Properties, the project reflects Columbus' evolving industrial landscape and underscores the region's demand for advanced, technology-equipped environments.

INDUSTRIAL CONSTRUCTION IN CENTRAL OHIO



SPECULATIVE BUILDINGS UNDER CONSTRUCTION

COUNTY NAME	PROPERTY ADDRESS	BUILDING SIZE	SF AVAILABLE	DEVELOPER	CONSTRUCTION STATUS AS OF MARCH 28, 2024
Pickaway	4641 Squadron Ave	773,114	773,114	CT Realty	Walls Going Up
Franklin	2865 Charter Street	179,000	179,000	Crawford Hoying	Walls & Roof Steel in Place
Franklin	4440-4460 Reynolds Dr	48,000	48,000	Pioneer Development	Steel Structure Up on Both Buildings, Roof Going on One Building
Franklin	4445 Weaver Court	35,980	35,980	Como Development	Structure Up, No Walls
Licking	7409 Mink St	946,400	946,400	Red Rock	Floor Done, Roof Deck 95% Complete
Licking	12101 Worthington Road	255,000	255,000	LeVeck	Footers In, Finishing Earth Work
Delaware	2039 Pittsburgh Drive	255,947	255,947	Camber Company	Earthwork Has Begun
TOTALS		2,493,441	2,493,441		

“As the last wave of a record amount of new speculative construction is delivered, the vacancy rate has risen to a level not seen since Q2 2013. This may be the peak as space is absorbed and new deliveries slow throughout the year. Q1 2024 may be a reflection point from a tenant’s perspective. I believe this will be a time when they will look back and wish they had leased space in this high vacancy period with many spaces from which to choose.”

- Curt Berlin