

***King*** *Industrial  
Realty, Inc.*

**Atlanta Industrial Market  
Third Quarter 2010**

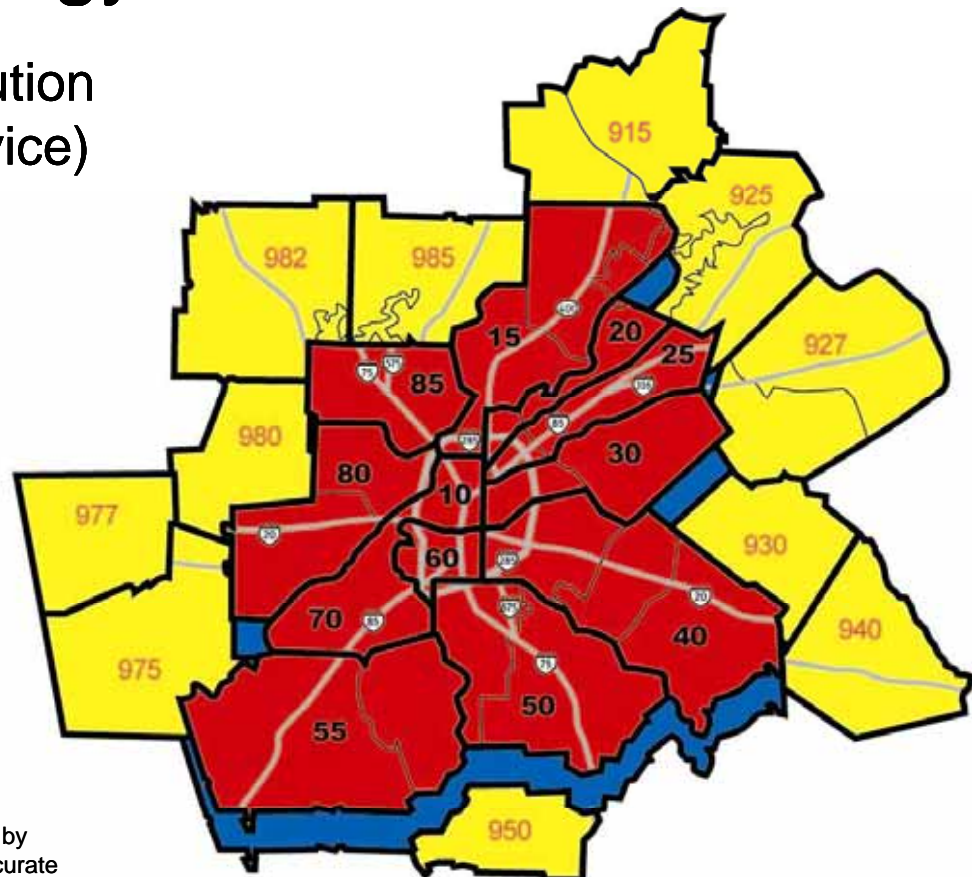
## ➤ PinPoint<sup>sm</sup> Technology

–**23 market areas** (distribution & service)

- 641 million sq. ft.
- 13,870 buildings
- 20,973 businesses

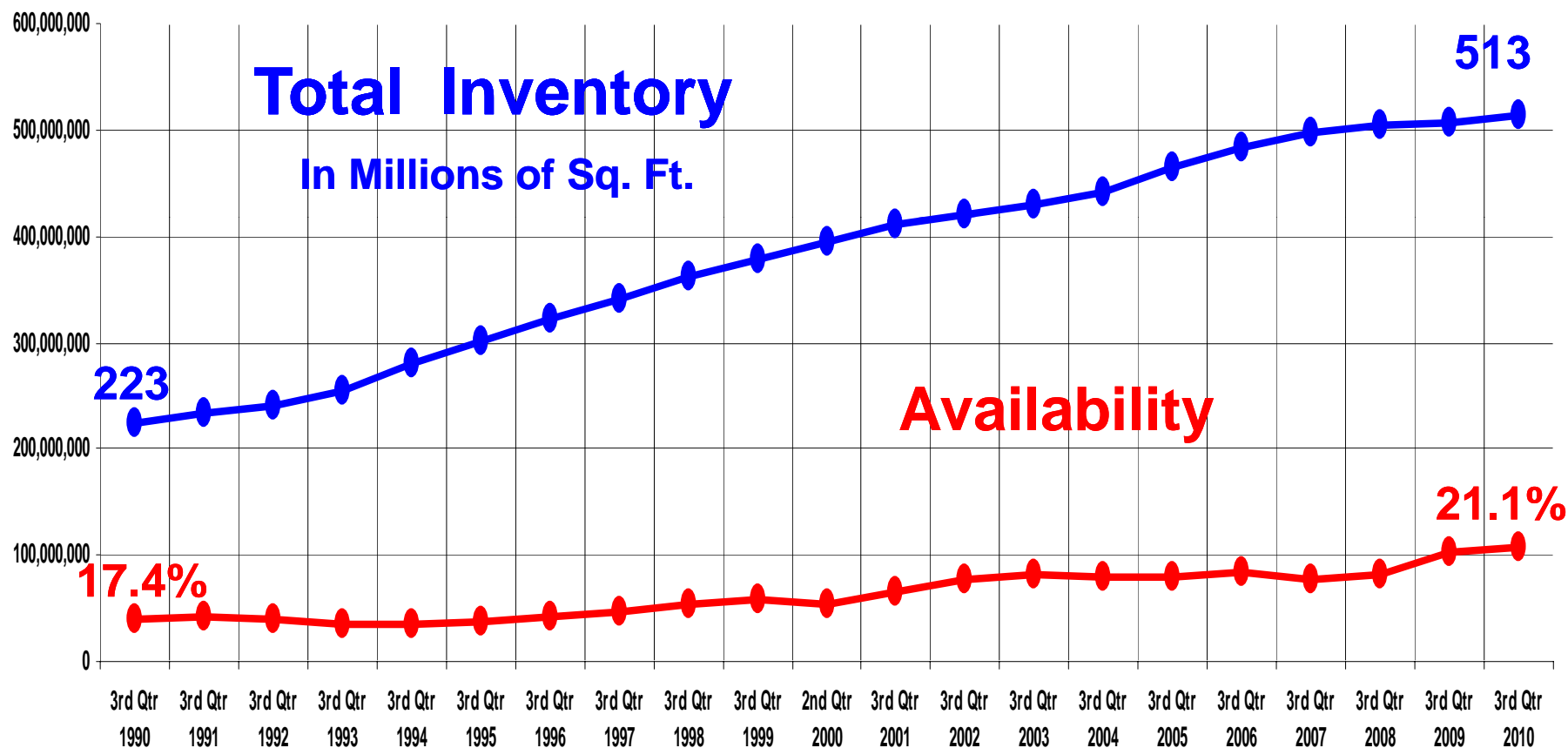
–**12 core markets**

- 513 million sq. ft. of distribution



Source data compiled from PinPoint<sup>sm</sup>, a proprietary database owned by King Industrial Realty, Inc. Every effort has been made to provide accurate information, but no liability is assumed for errors and omissions.

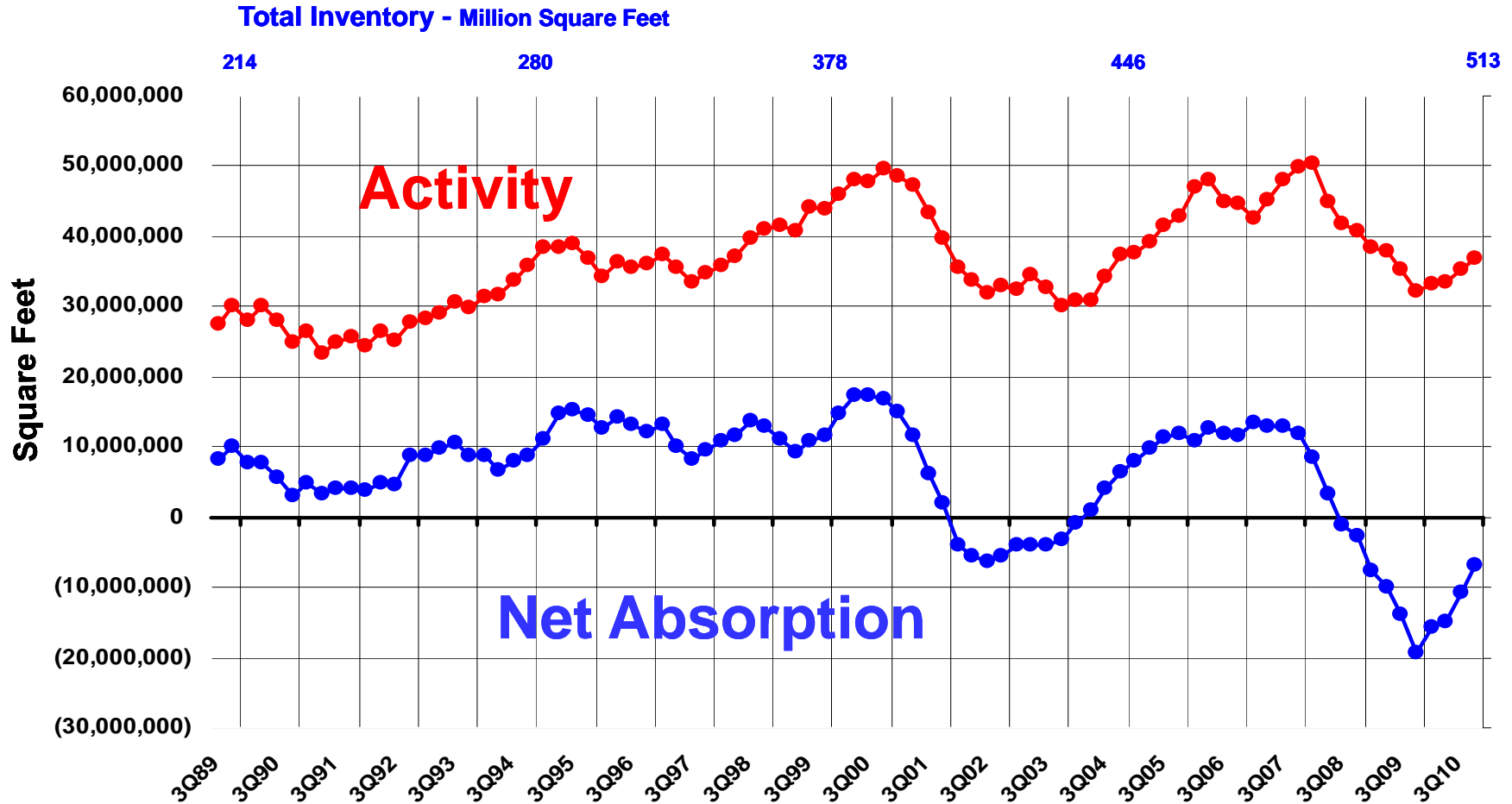
# Market Inventory: 1990-2010



Numbers represent the 12 core markets as of 3Q 2010.

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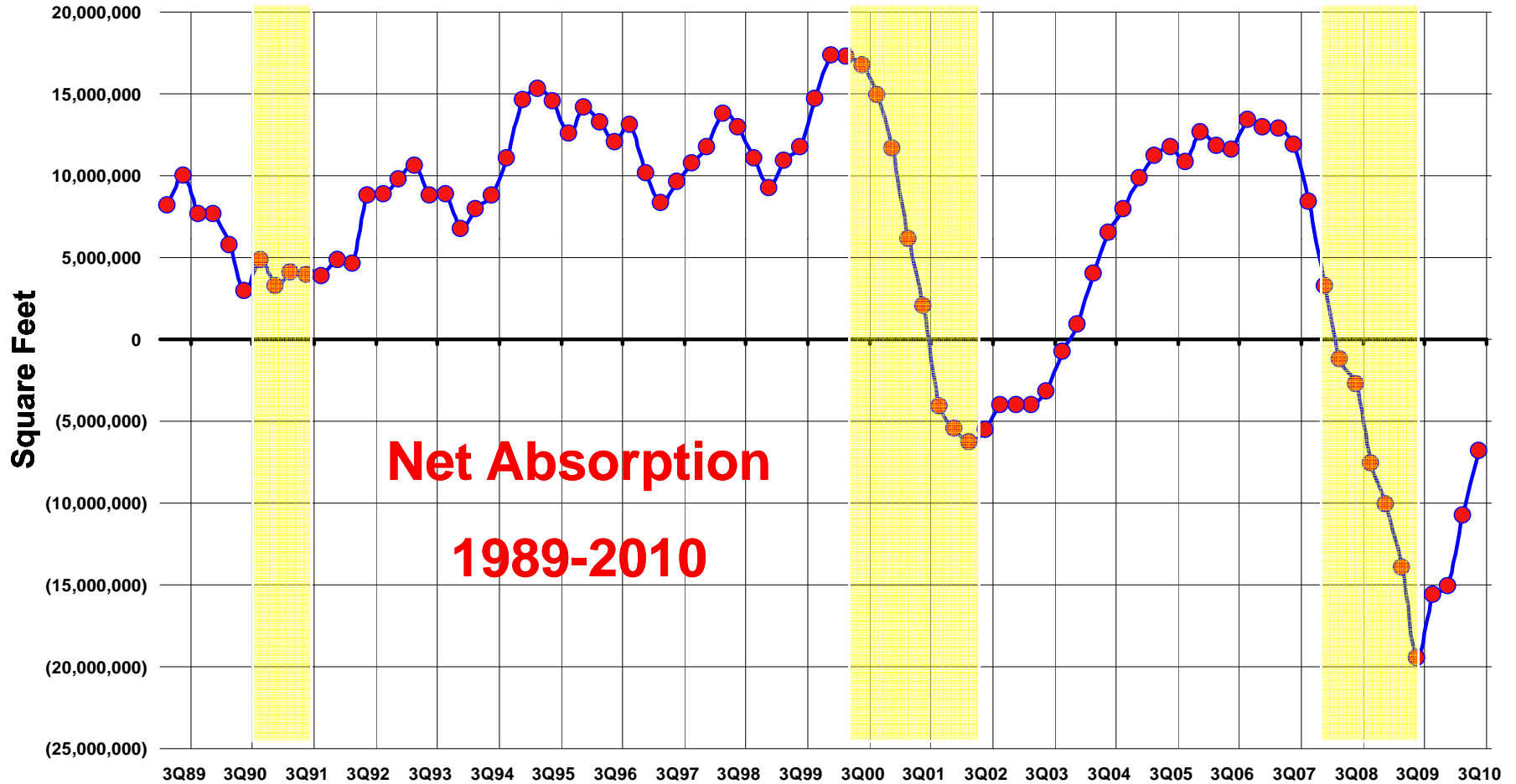
# Absorption and Activity



Numbers represent the 12 core markets for four rolling quarters as of 3Q 2010.

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# Absorption vs. Recessions

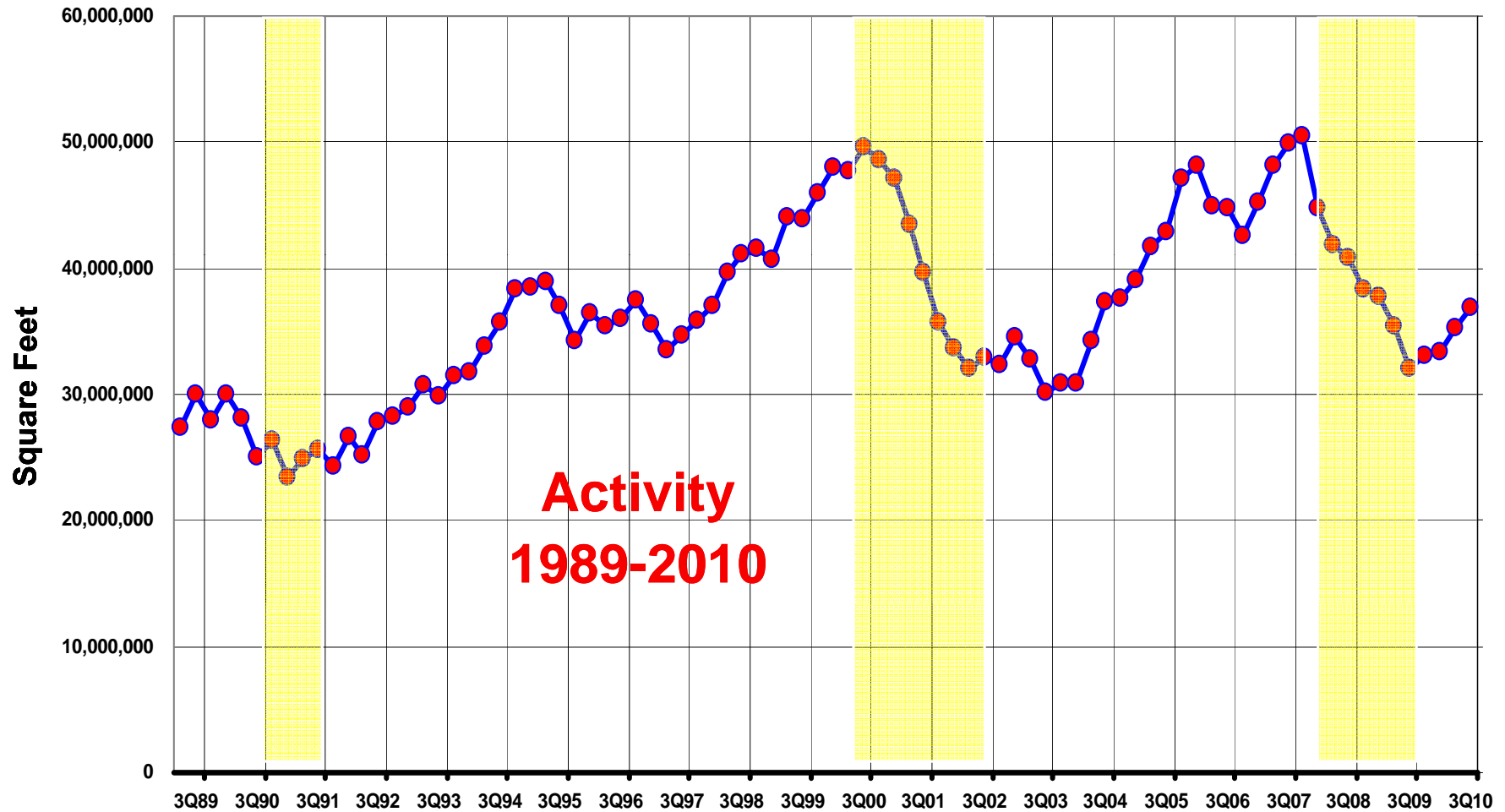


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= US Recessions

# Activity vs. Recession

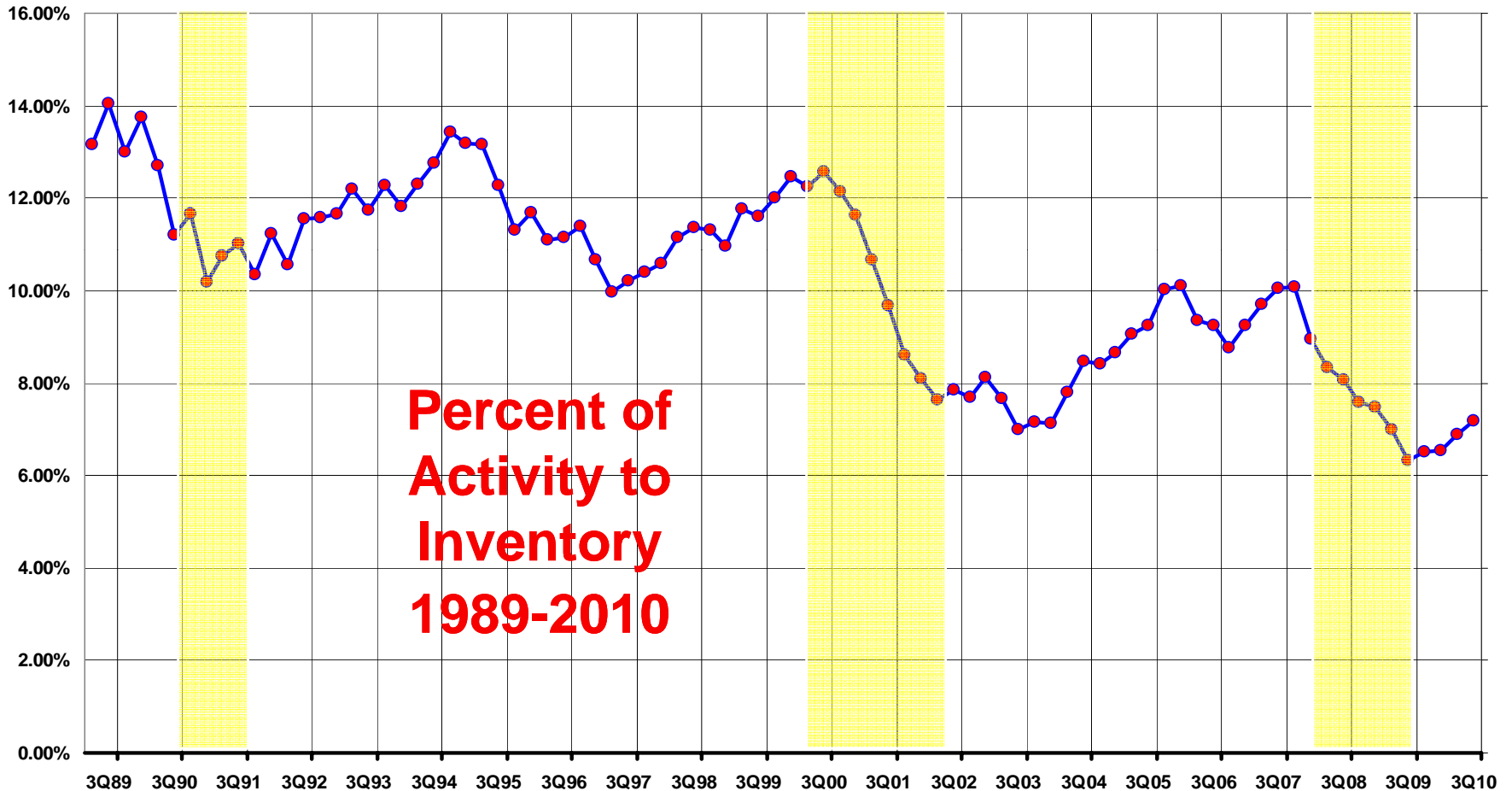


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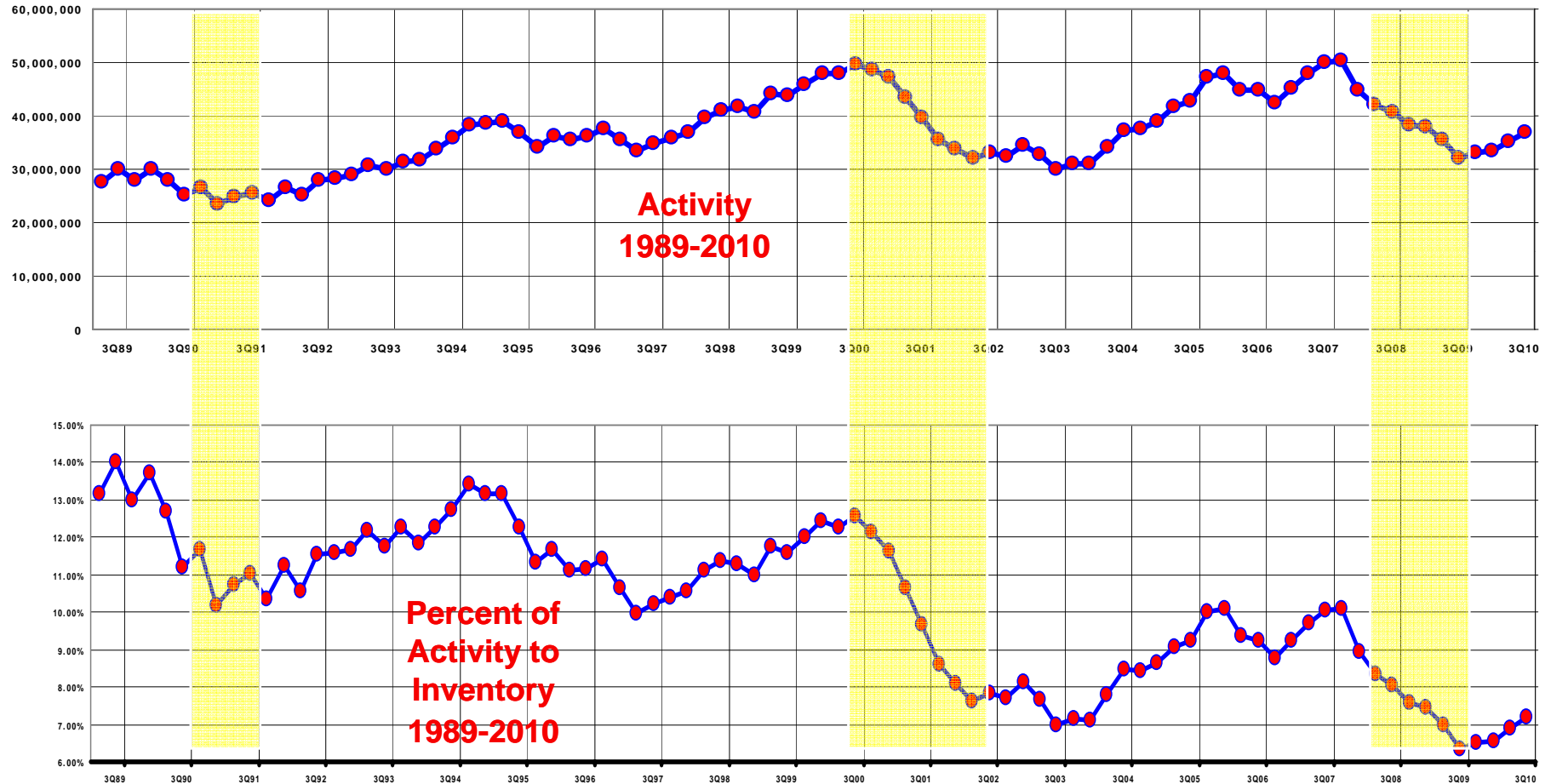


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# Activity vs. Recession



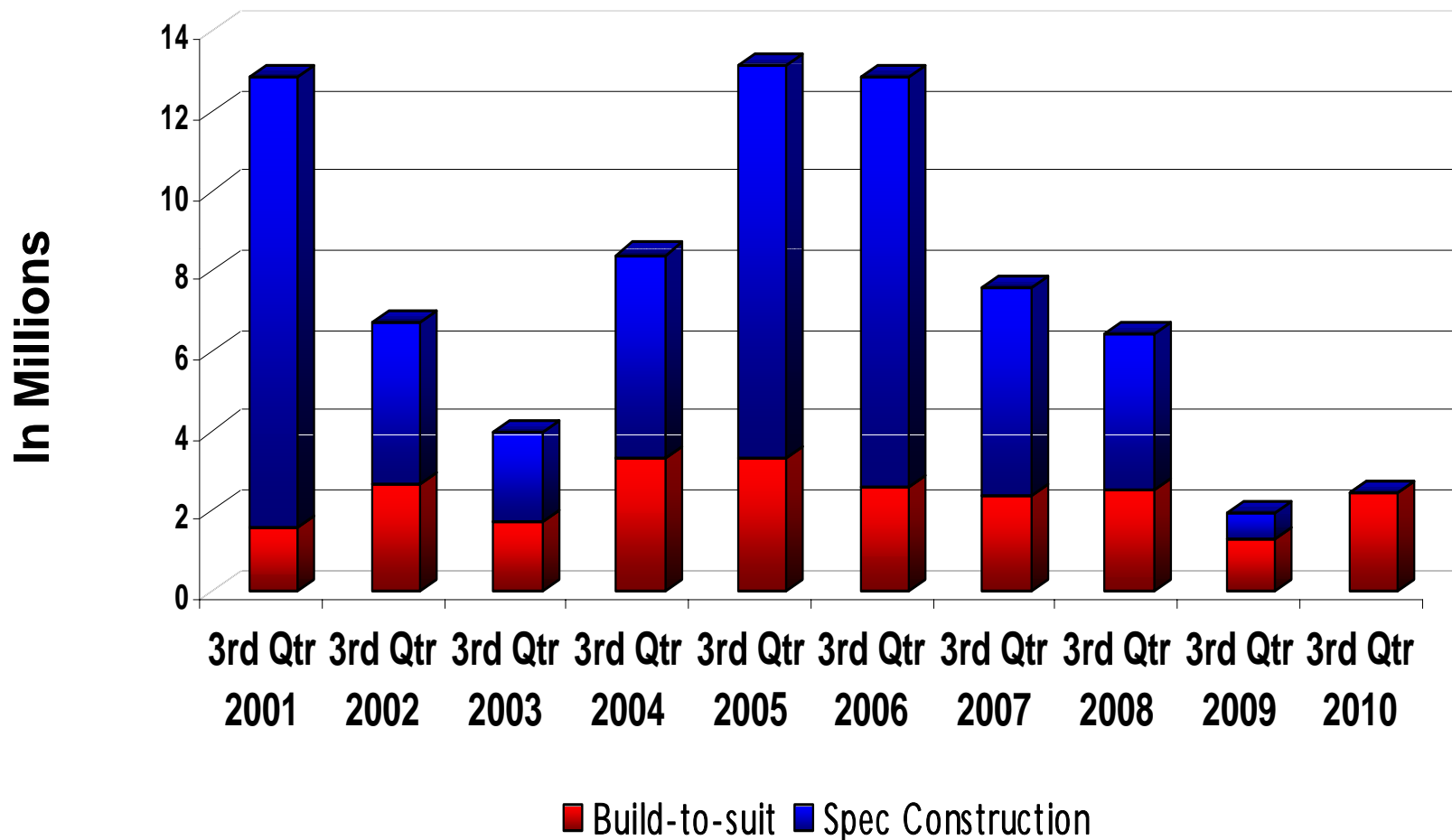
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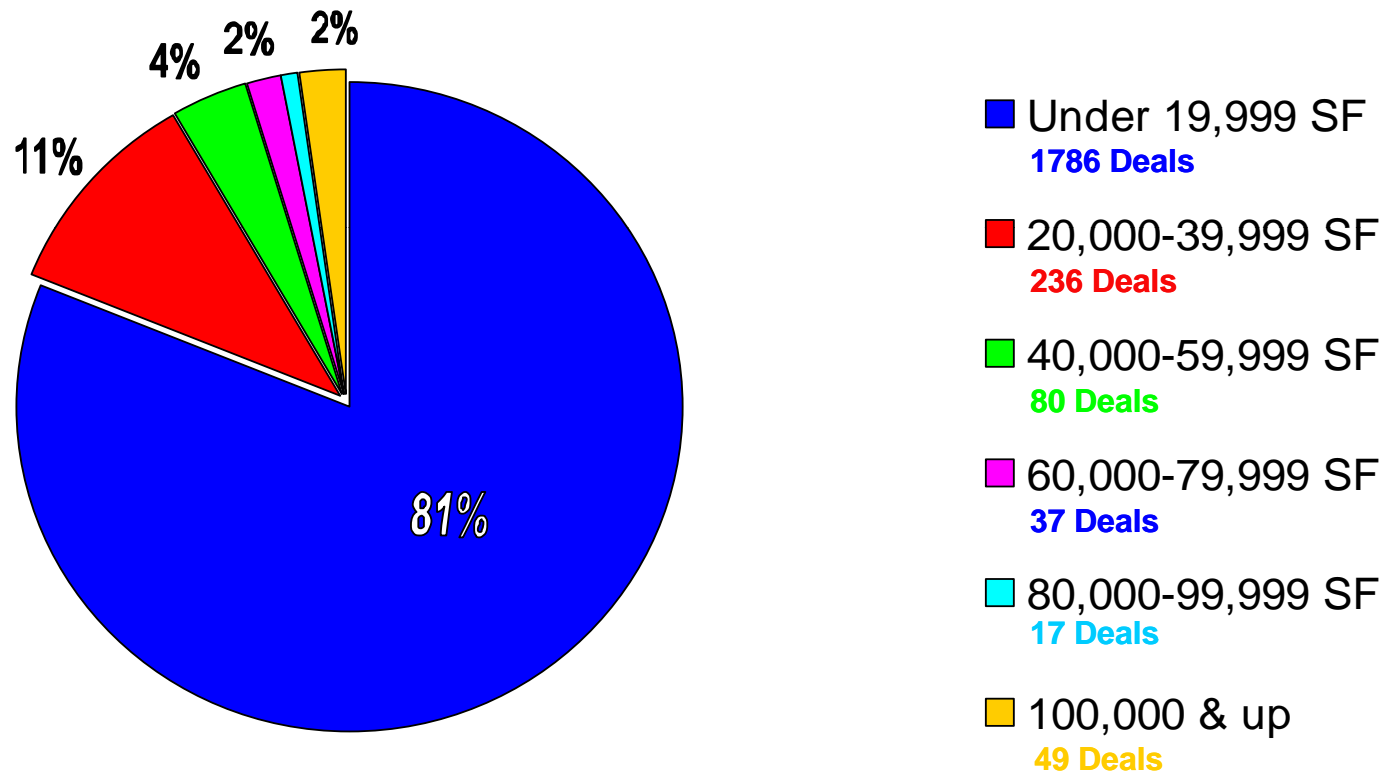
# New Construction: 2001-2010



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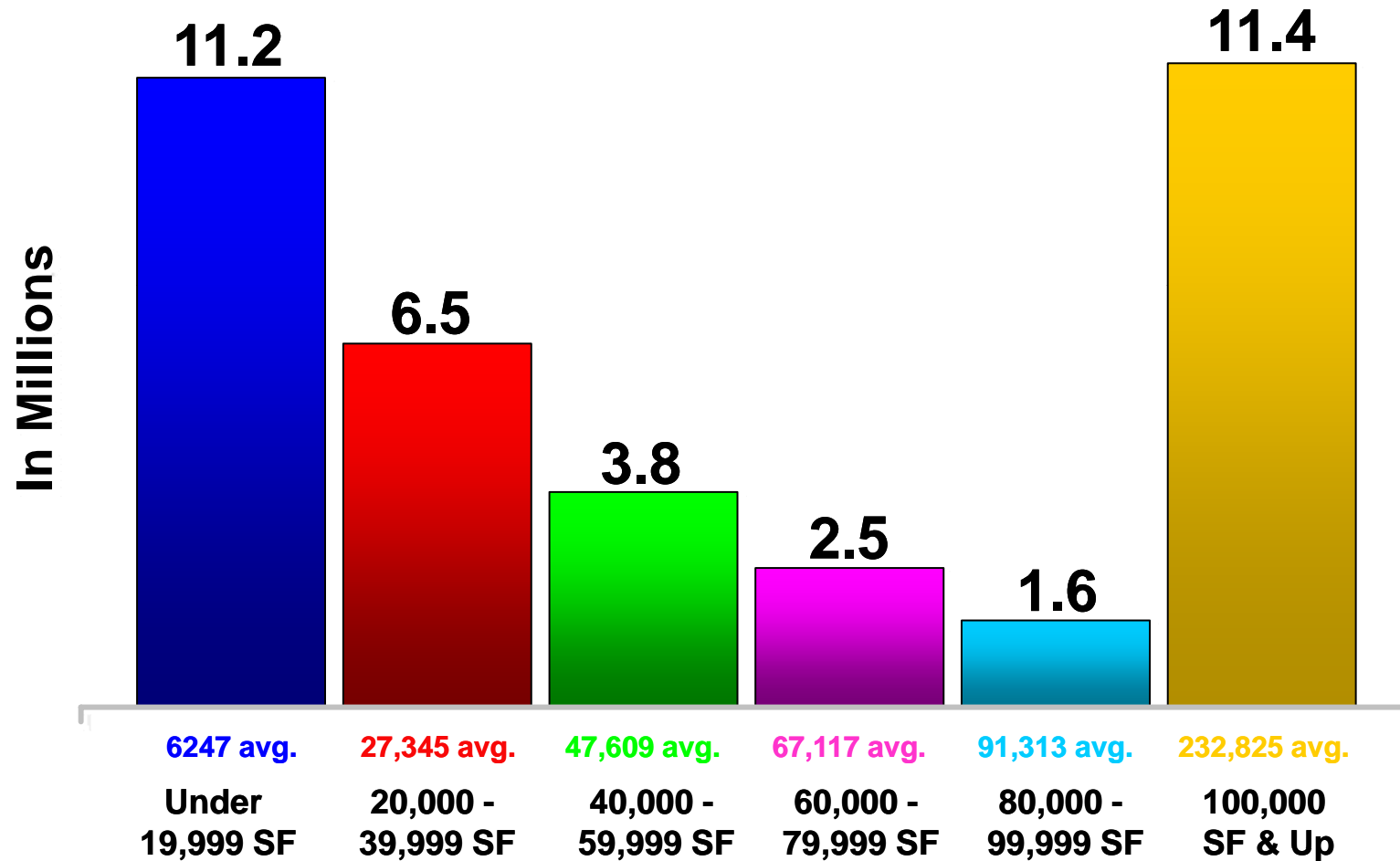
# Deals Completed



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# Square Feet Leased



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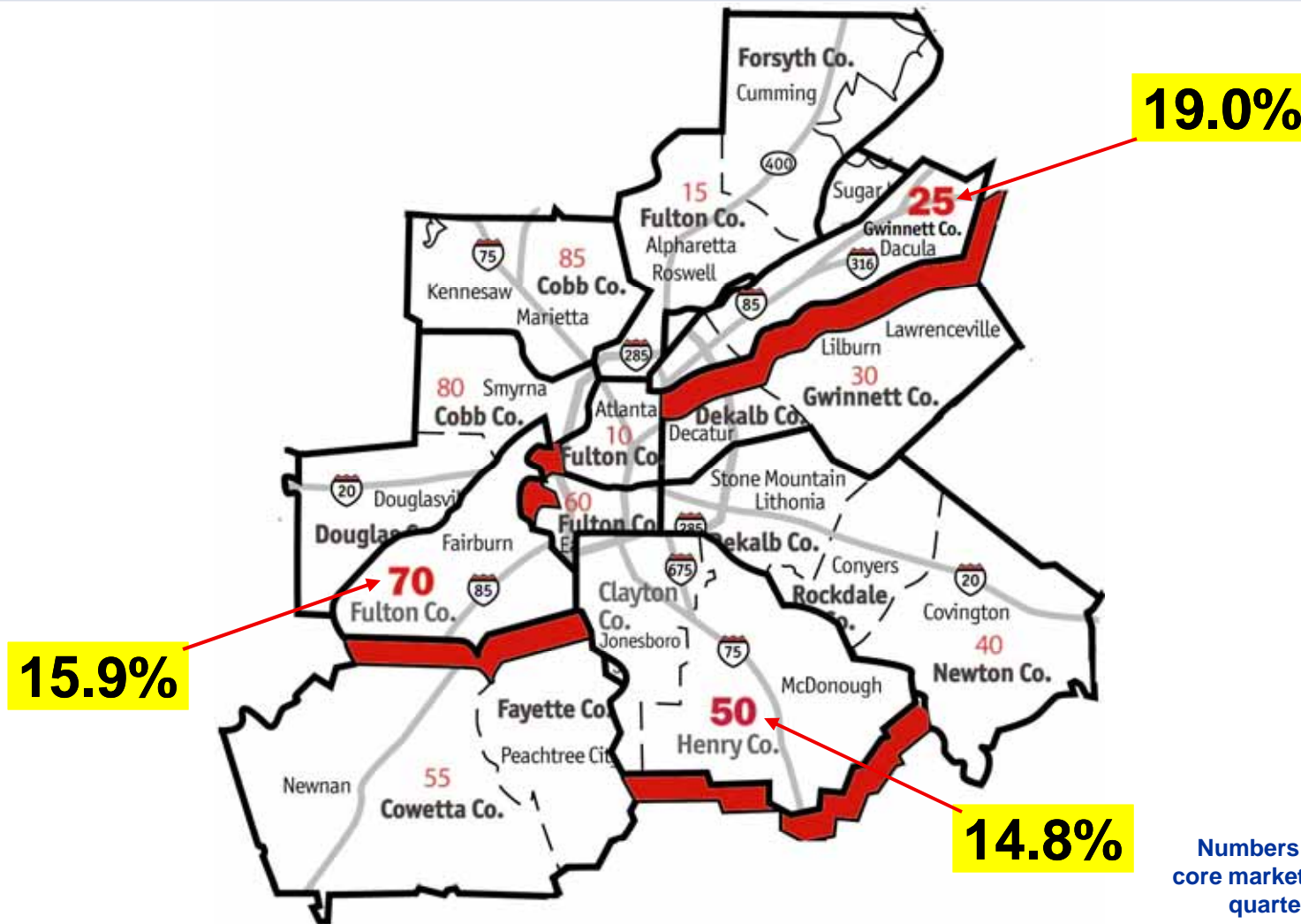
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# Distribution Hot Markets

## 2010 Activity

CORFAC  
International

**KING**

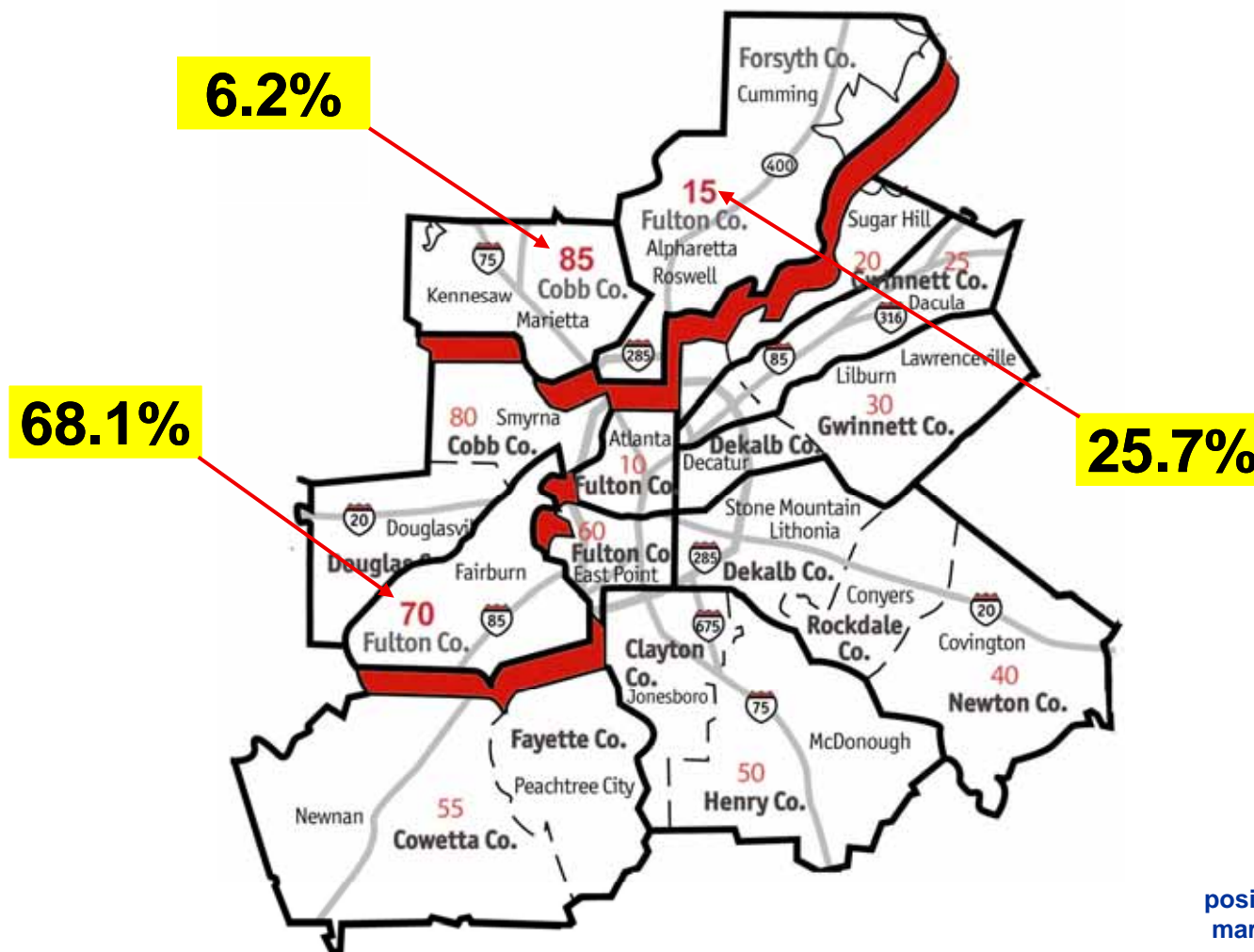


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# Distribution Hot Markets

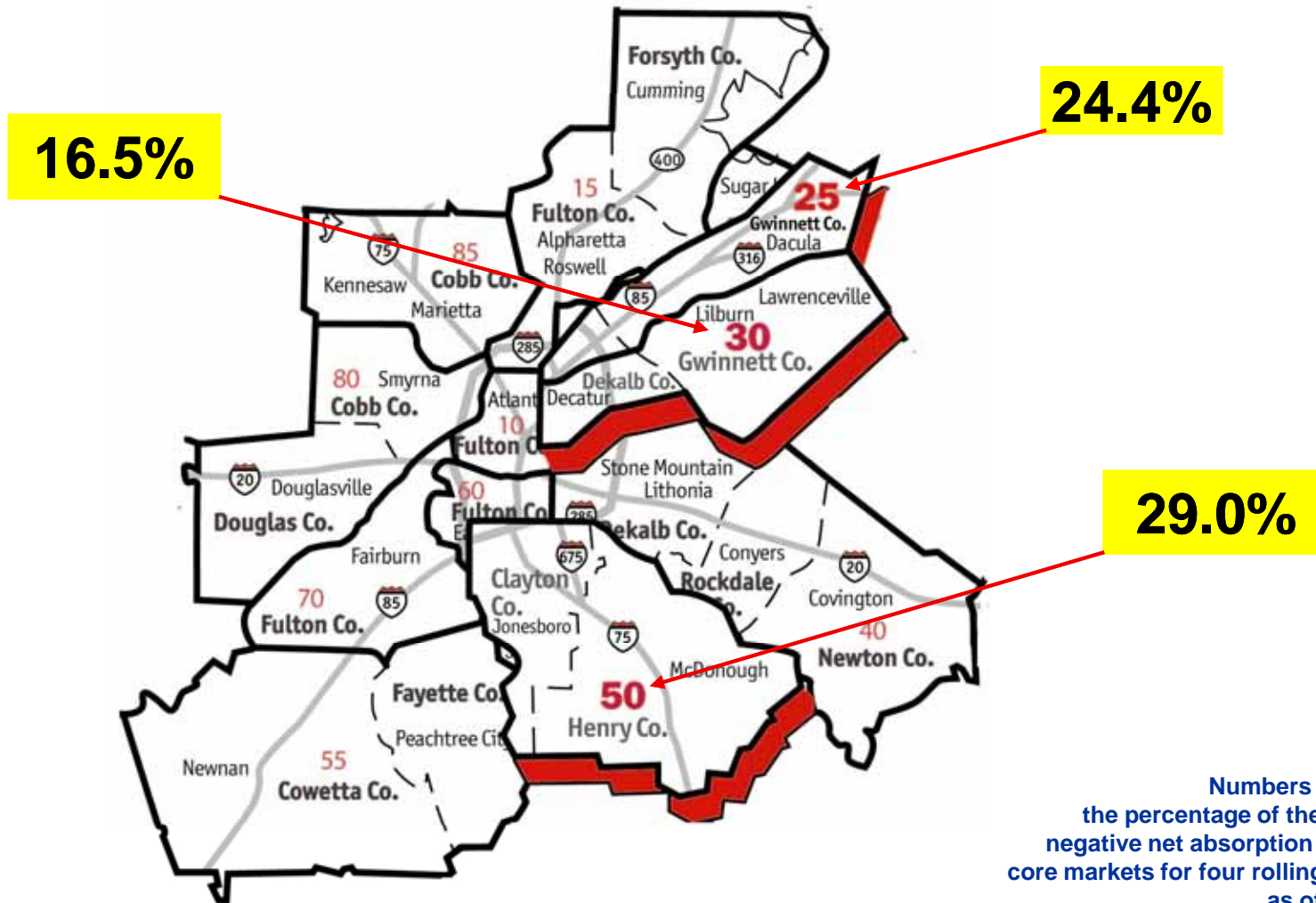
## 2010 Absorption



**Only Areas 70, 15 and 85 recorded positive net absorption, all other areas recorded negative net absorption for the past 4 rolling quarters.**

Numbers represent the percentage of the market's positive net absorption for the 12 core markets for four rolling quarters as of 3Q 2010.

# Distribution Cold Markets 2010 Negative Absorption



Numbers represent the percentage of the market's negative net absorption for the 12 core markets for four rolling quarters as of 3Q 2010.

## *How long will it take to heal...*

- Increased activity and demand
- Declining construction – (zero construction for the third quarter - a first since King began recording)
- Record numbers of negative net absorption, but improving
- 10 years of new construction totals 80.3 million square feet
- 10 years of net absorption totals 8.7 million square feet
- Ten percent (10%) of all available space is for sublease
- Credit crisis - tighter lender controls
- Unprecedented job loss and high unemployment rates
- Housing crisis
- Federal government policies



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Industrial strength.”**