



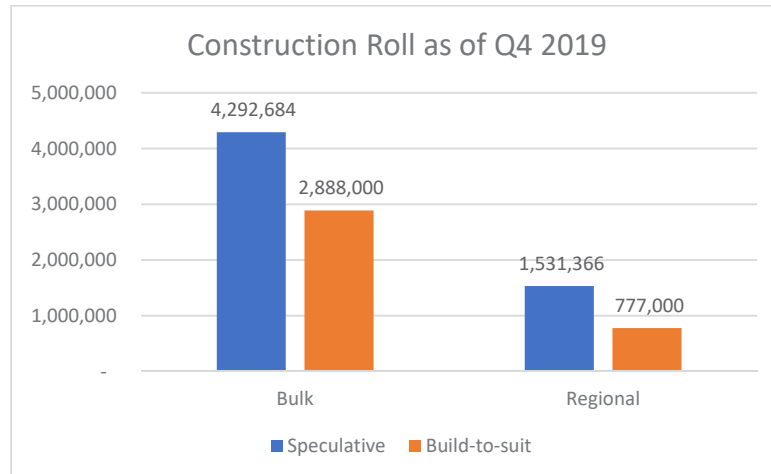
# WHAT TO EXPECT IN 2020

## IN THE COLUMBUS INDUSTRIAL MARKET

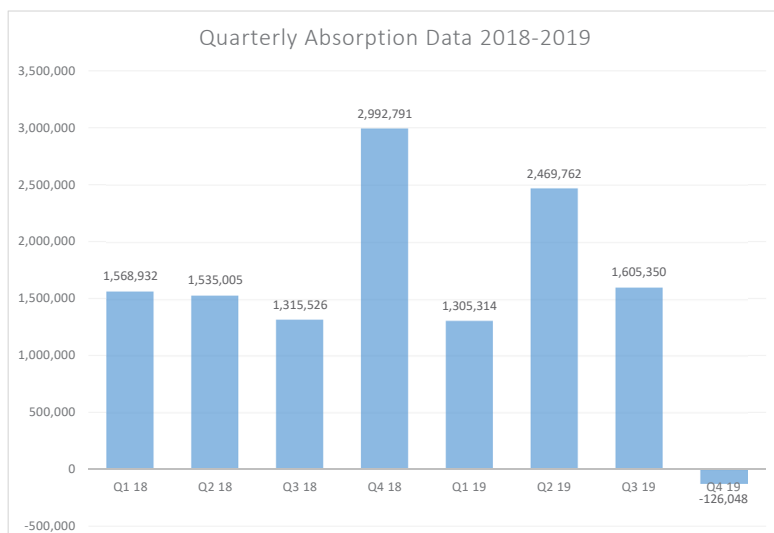
by the Columbus Industrial Team

### OUR PREDICTION

The fourth quarter of 2019 was the first since Q1 2017 to post a negative net absorption. We believe the negative net absorption in Q4 2019 speaks more to pent-up demand and a large amount under construction set to deliver the first half of 2020. Build-to-suit construction along with anticipated leasing of speculative buildings will create near record absorption in the first half of the year. While there has been a lack of speculative bulk construction over the past years, five speculative buildings are coming to the market the first half of 2020. Lastly, sale activity is expected to stay very active and consistent with trends over the past few years.



*Based on conclusions drawn from data and market knowledge of activity in the market, we predict approximately 7,500,000 SF of net absorption in the first half of 2020 alone.*



### FURTHERMORE

While leasing of speculative bulk buildings will be active, we worry about the lower demand and above normal amount of construction in smaller Class-A speculative buildings (under 300,000 SF). Given the existing vacancy in delivered Class-A smaller buildings and the to-be delivered speculative smaller Class-A buildings through the first half of 2020, we feel absorption will take 18-24 months – leaving many of these smaller speculative buildings with higher vacancy than in the past for this type of product.



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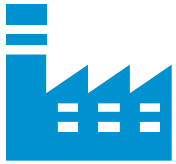


# ABOUT US

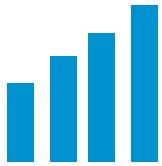
2019 TEAM STATS

## THE COLUMBUS INDUSTRIAL TEAM

at a glance...



6.6 M  
TOTAL SF  
LEASED/SOLD



\$250 M  
TOTAL DEAL  
VOLUME



165  
TRANSACTIONS



65  
COMBINED YEARS  
EXPERIENCE  
IN REAL ESTATE

\*based on 2019 stats

## HOW WE HELP

*Our enterprising vision.*

Each team member brings specific expertise, relationships and focus to the table; providing you with a collaborative approach and years of experience needed to execute an effective and unique real estate plan.

*Are you looking to...*

- > LEASE SPACE
- > SELL SPACE
- > BUY SPACE
- > UNDERSTAND OPTIONS
- > WEALTH CREATION

*It's not what we do but*

## HOW WE DO IT

*that sets us apart.*

Our team provides a unique real estate service unlike any other in Columbus. Whether you are considering leasing or buying new space or have a building to sell or lease, The Columbus Industrial Team has been specifically designed and thoughtfully structured to combine experience with market knowledge — both nationally and locally. Mike, Shane, Joel, Jonathan, Kyle, and Molly possess a combined experience of over 65 years in industrial real estate. Our team is extremely unique among real estate brokerage firms in that the entire group of industrial advisors truly work as a team.

*A team approach allows us to combine our expertise, data, contacts, and resources to better serve our clients.*