VANTAGE POINT

ROOM TO GROW

THE CASE FOR NEW INDUSTRIAL SUPPLY IN THE TRIAD

CUSHMAN & WAKEFIELD

Better never settles

A LARGE PIPELINE, BUT LITTLE NEW AVAILABILITY

EXECUTIVE SUMMARY

The Triad industrial market remains healthy and well-balanced, with steady tenant demand since the start of 2021 continuing to support new development. Much of that growth came through speculative construction, which largely leased up as it delivered. Today, development has shifted toward build-to-suit (BTS) projects, with most space currently under construction already committed, leaving relatively little new speculative supply on the way. At the same time, existing vacancy is largely concentrated in older buildings, while newer properties continue to attract strong tenant interest. As a result, tenants seeking modern industrial space face increasingly limited options across the Triad.

KEY STATS

5.8%

Overall Vacancy

Lowest of the six major Carolinas industrial markets

1.1 MSF

Available Spec Space U/C

vs. 4.0 msf underway BTS

5.1 MSF

Five-Year Leasing Average

vs. 3.2 msf average annual deliveries since 2021

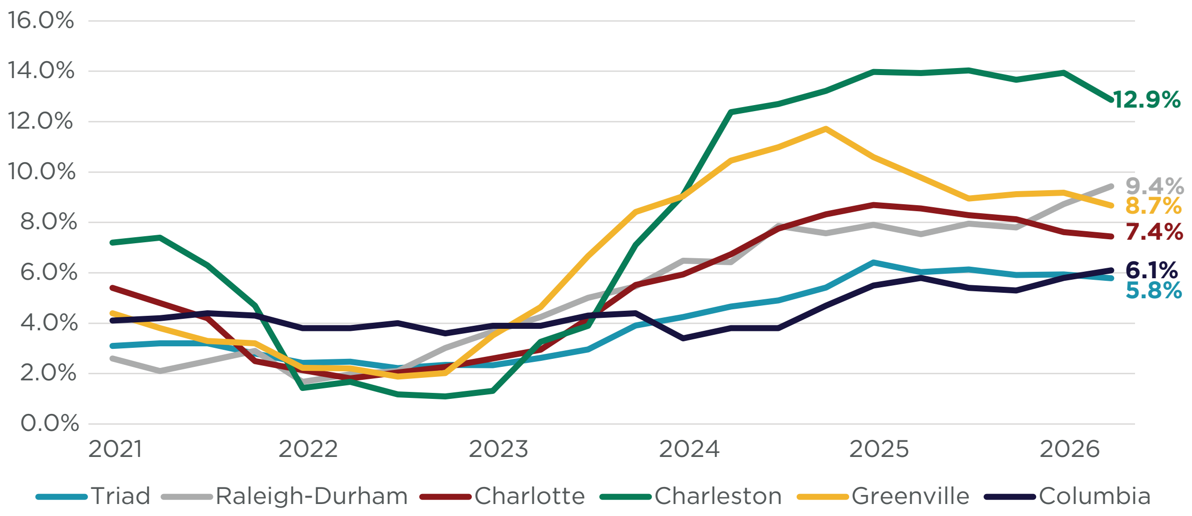
45.5%

Share Of Leasing Since 2021 In 2021+ Vintage Buildings

vs. 6.7% of total inventory

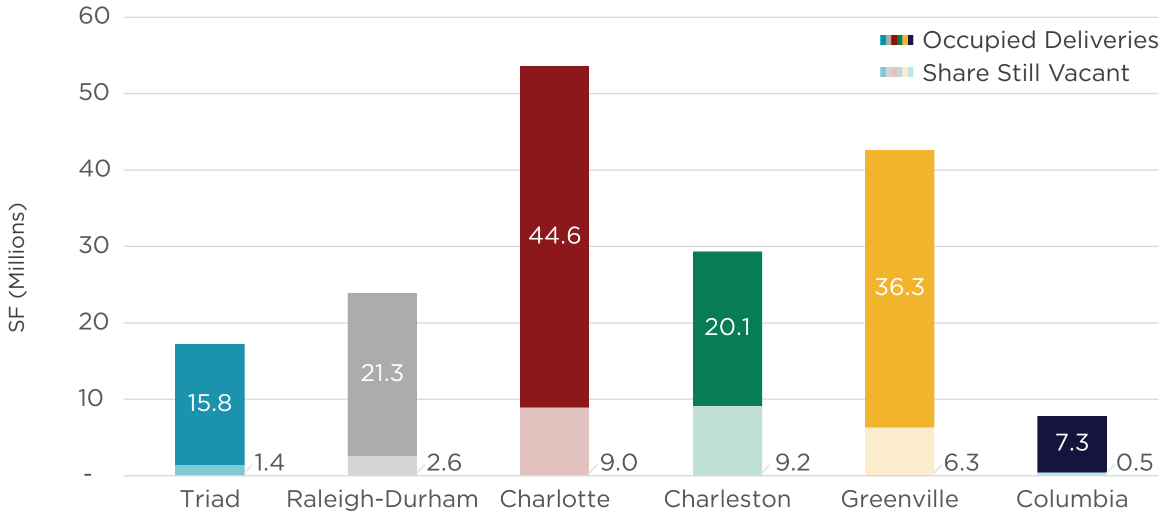
AMONG THE TIGHTEST MAJOR INDUSTRIAL MARKETS IN THE CAROLINAS

Overall Vacancy Rates*



New Supply*

2021-2026 YTD



	Triad	Raleigh-Durham	Charlotte	Charleston	Greenville	Columbia
Deliveries Since 2021 (MSF)	17.2	23.9	53.6	29.3	42.6	7.8
Inventory Prior to 2021 (MSF)	239.4	102.3	269.5	76.9	217.1	100.0

Regional Vacancy Comparison

The Triad has remained one of the tightest industrial markets in the Carolinas since 2021. The vacancy rate has declined in recent quarters and at 5.8% at midyear 2026, it was the lowest among the region's six major markets.

New Supply Lease-Up

The Triad added a substantial 17.2 msf of industrial space since the start of 2021, with just 8.1% of that new supply still vacant—the second-lowest share among the six major Carolinas markets. A disciplined approach to development has allowed the market to expand while avoiding the oversupply pressures experienced in several peer markets.

Overall vacancy rates are as of Q2 2026. All other data is year-to-date (YTD).
**YTD data as of 9/15/2026*

BUILT TO ORDER: THE PIPELINE IS ALREADY SPOKEN FOR

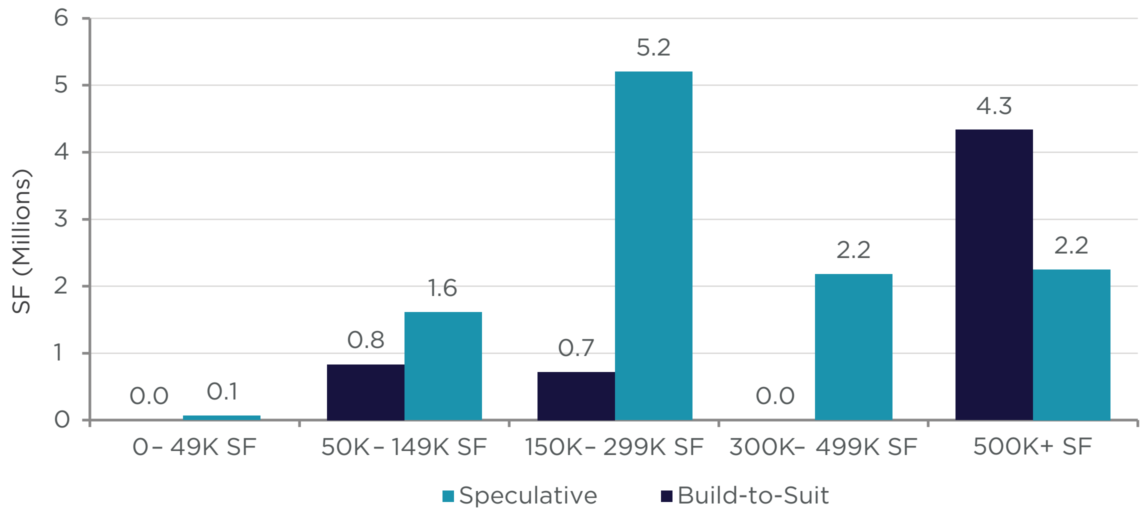
Deliveries Since 2021

The Triad added more than 11.3 msf of speculative space and nearly 5.9 msf of BTS product since the start of 2021, providing tenants with a broad range of new space options—particularly those seeking 150,000 sf or more. Much of that speculative supply has since leased, and comparable new speculative construction has not followed.

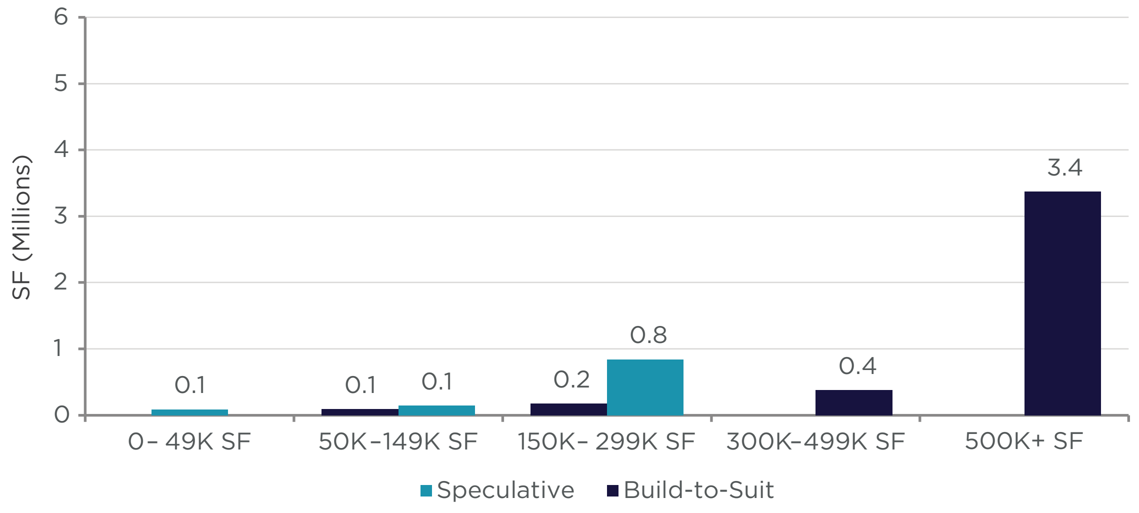
Current Pipeline by Size

Most space currently under construction is BTS and already committed, leaving relatively little new speculative product available for lease. Of the 5.1 msf underway, less than 1.1 msf is available speculative space, limiting the amount of new modern inventory expected to reach the market.

Deliveries 2021-2026 YTD*



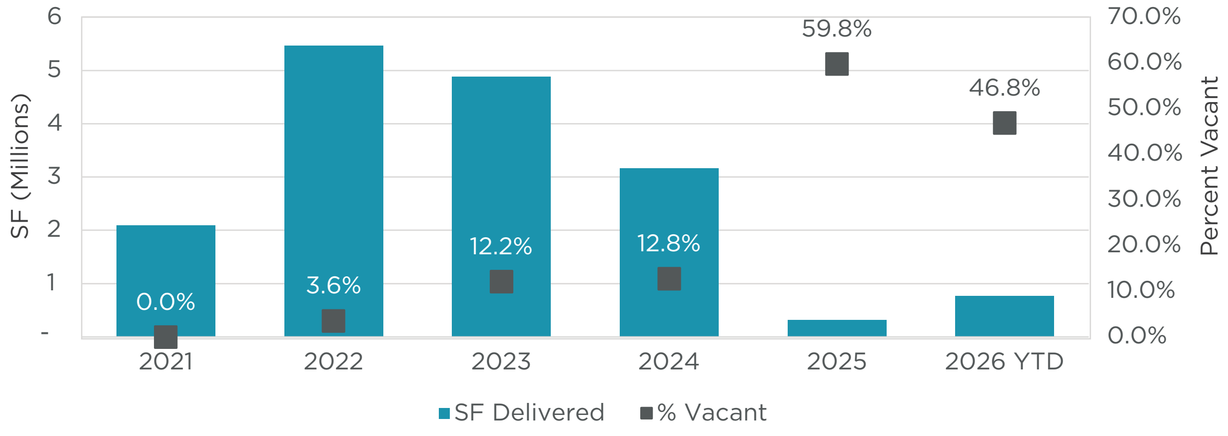
Current Construction Pipeline*



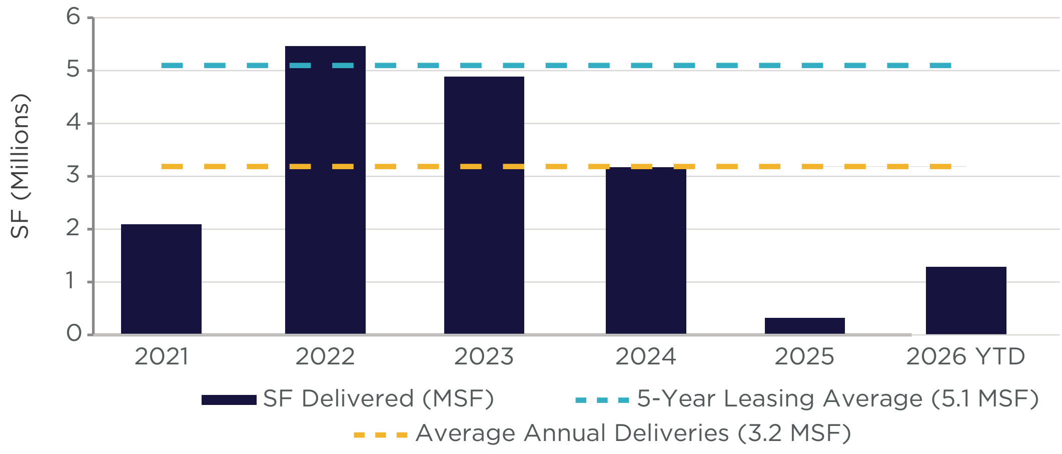
*YTD data as of 9/15/2026

LEASING DEMAND HAS OUTPACED NEW SUPPLY

Deliveries by Year and Vacancy Within Each Vintage*



Annual Deliveries vs. Average Leasing Activity*



Lease-Up by Vintage

Of the nearly 16.0 msf delivered between 2021 and 2024, only 7.5% remains vacant, demonstrating strong lease-up of the Triad's recent development wave. Vacancy remains elevated among 2025 and 2026 YTD deliveries as those buildings move through early lease-up, but new supply has slowed considerably.

Leasing Outpaces Deliveries

Annual leasing has averaged 5.1 msf since 2021, compared with 3.2 msf of annual deliveries. As construction slowed, that gap has widened: only 1.6 msf has delivered during 2025 and 2026 YTD combined. With limited new supply following the earlier development wave, tenants seeking modern space face fewer options across the Triad.

**YTD data as of 9/15/2026*

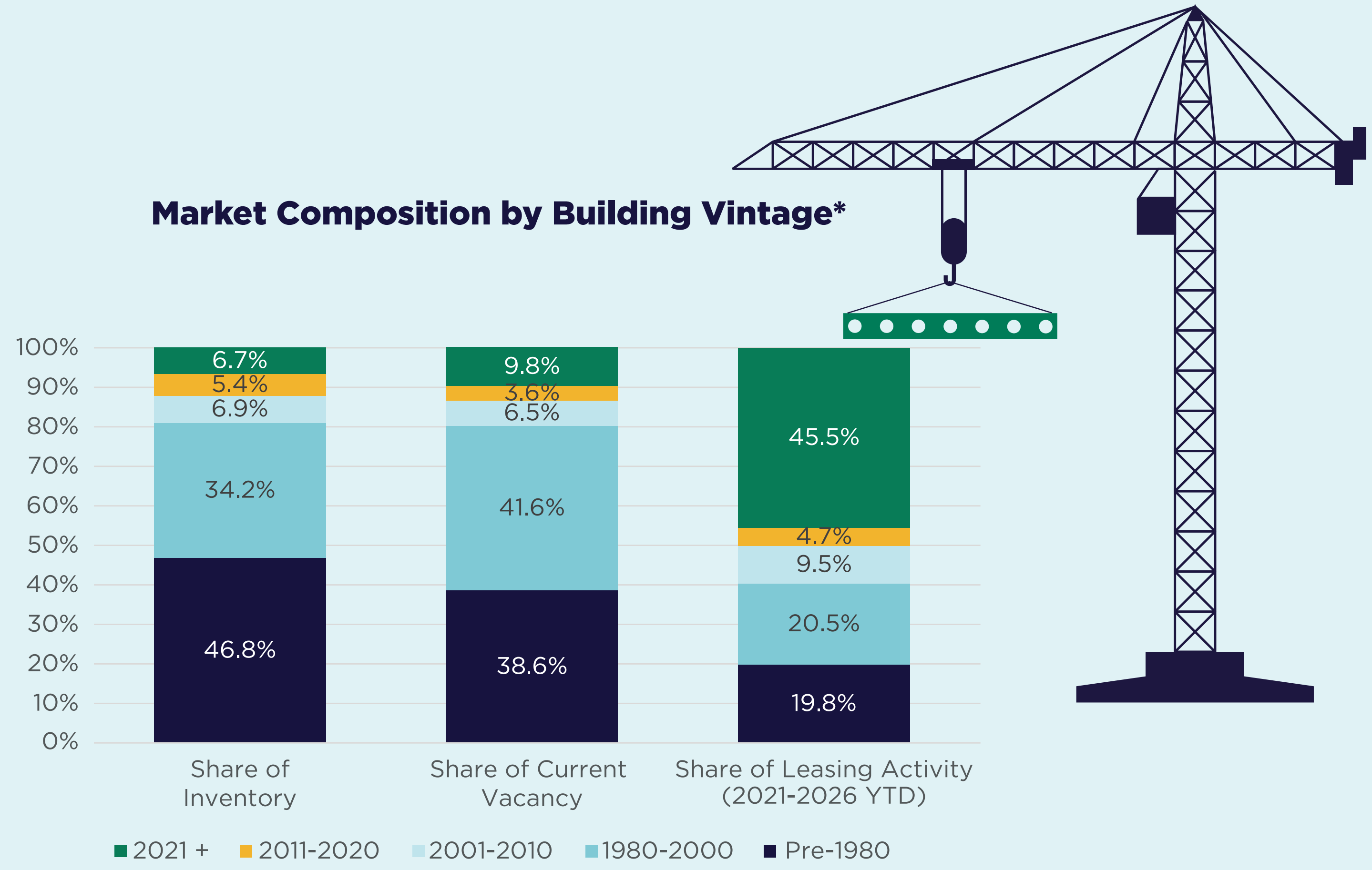
NEW BUILDINGS CAPTURE AN OUTSIZED SHARE OF LEASING ACTIVITY

Vacancy Reflects the Inventory Base

Properties constructed before 2001 account for 80.1% of current vacant space, closely in line with their 81.0% share of total inventory. The sharper distinction by vintage appears in leasing activity, where newer buildings capture a disproportionately large share of tenant demand.

Where Demand Goes

Buildings delivered since 2021 account for just 6.7% of Triad's industrial inventory but have captured 45.5% of leasing activity in that time. By comparison, pre-2000 properties comprise 81.0% of inventory but account for only 40.3% of leasing, highlighting strong tenant preference for newer industrial space.



*YTD data as of 9/15/2026

THE BOTTOM LINE FOR OCCUPIERS AND INVESTORS

01

The Pipeline is Largely Committed

Of 5.1 msf under construction, less than 1.1 msf is available speculative space, limiting the amount of new modern inventory coming to market.

02

Newer Buildings Capture an Outsized Share of Demand

Buildings delivered since 2021 account for just 6.7% of inventory but 45.5% of leasing activity, underscoring strong tenant preference for modern industrial space.

03

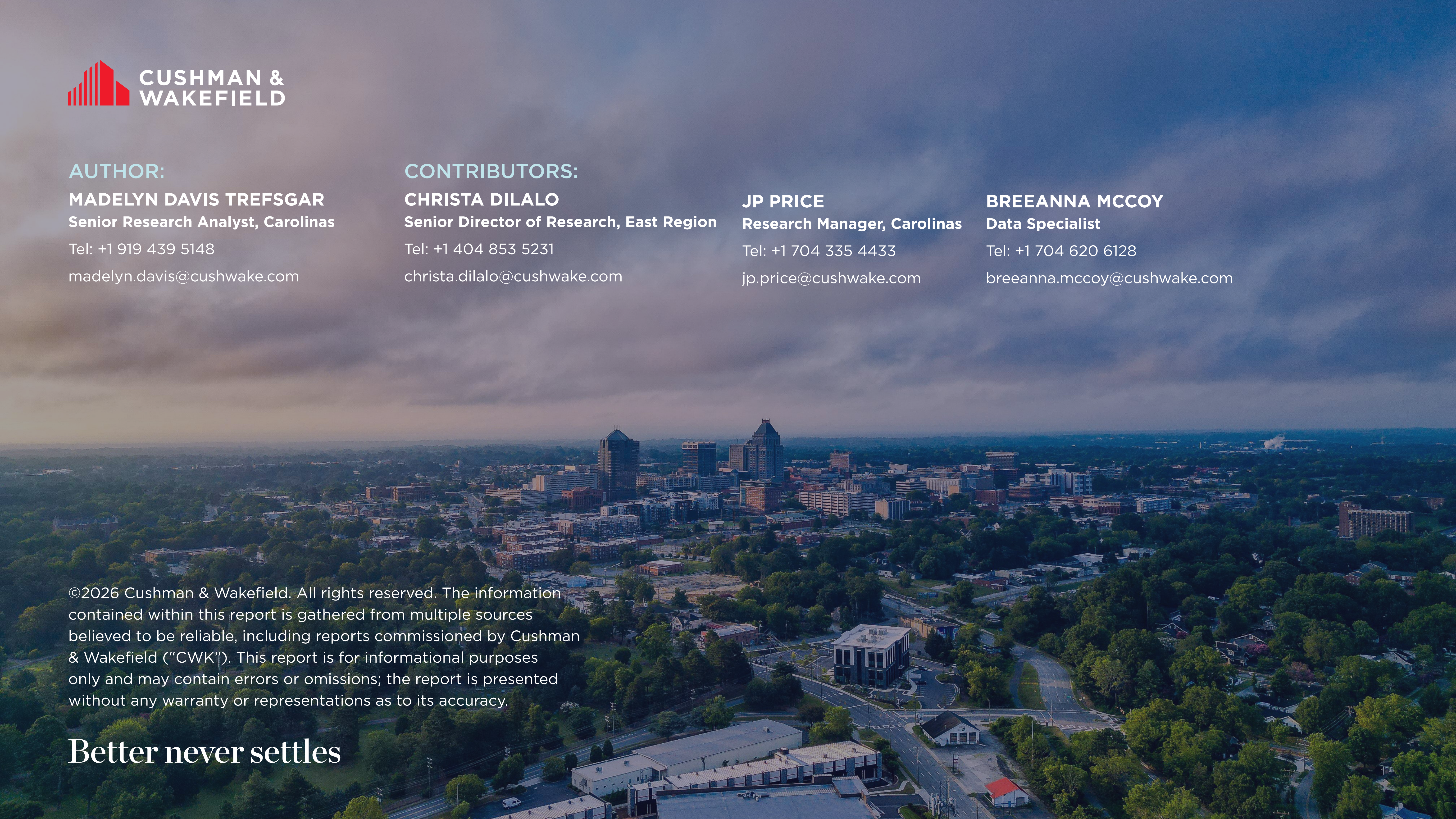
The Triad Remains the Tightest Major Carolinas Market

At 5.8%, vacancy is the lowest among the region's six major industrial markets, with 12 of 16 submarkets below 7%.

04

Leasing Demand Has Outpaced New Supply

Leasing has averaged 5.1 msf annually since 2021, compared with 3.2 msf of annual deliveries, and the gap has widened as construction has slowed.



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