

Quarterly Market Report Q4 2025

Quarterly Market Snapshot

↓ Average Rent/SF
\$8.22

↓ Vacancy Rate
8.10%

12 Mo. Net Absorption
(3,595,990)

Atlanta's industrial market is in a recalibration phase that follows several years of rapid expansion.

Pricing strength persists in prime locations with durable infrastructure, while assets that lag in specification rely more heavily on concessions and targeted improvements.

Supply behavior has shifted toward build-to-suit and mission-critical uses, including data infrastructure and specialized manufacturing

Atlanta's industrial market has shifted from a period of rapid growth into a more deliberate phase defined by selectivity and operational fit. Leasing and development decisions now emphasize how well assets support modern logistics and production needs, with performance increasingly split by building type, location, and functionality. Vacancy has risen modestly, increasing 0.7 percent year over year to 8.1 percent, yet demand remains present with 3.6 million square feet of net absorption over the trailing twelve months, driven entirely by logistics space, which makes up the majority of the metro's 855 million square foot inventory.

Investment activity reflects these conditions and remains selective and thesis driven. Pricing has recalibrated alongside financing conditions but remains supported by Atlanta's structural advantages, including population growth, transportation connectivity, and proximity to port logistics. Trailing year industrial sales volume totals \$4.8 billion across approximately 1,000 transactions, in line with five year averages, with pricing averaging \$119 per square foot compared to an estimated market value of \$123 per square foot. Stability is most evident in well located infill and shallow bay assets, while larger logistics buildings are evaluated more carefully based on specification fit, network relevance, and long term operational alignment.

Recent Cresa Atlanta Transactions

Client Industry	Size	Type
3PL	169,399 SF	New Lease
Plastic Manufacturing	106,740 SF	Sale Disposition
3PL	525,000 SF	New Lease
3PL	123,340 SF	New Lease
Training Services	125,000 SF	New Lease

Submarket Movement

Vacancy Rate	Direct Asking Rent (\$/SF)*	Submarket
11.0%	\$7.35	Airport/N. Clayton
7.9%	\$7.50	I-20/E
7.5%	\$7.75	I-20W
10.7%	\$7.95	I-75/NW
5.1%	\$8.50	I-85/NE
6.3%	\$10.25	GA-400/N

*Submarket averages based on 200,000+ SF industrial buildings.