



Columbus  
**Industrial**  
**24Q4**

## Columbus

Columbus ended the year with a vacancy rate of 9.37%, its highest level in over a decade. This is primarily due to Big Lots vacating 3.8M SF, as well as many new projects sitting partially leased to completely vacant. Although vacancy rates are currently high, they are projected to decline in 2025, signaling renewed demand and a positive trajectory for the market.

## Quarter in Review

The Columbus industrial market had negative net absorption this quarter, after having positive absorption in Q2 and Q3. The most significant reason behind the sizeable negative absorption was the 3.8 million square feet of space vacated by Big Lots due to bankruptcy. Without the Big Lots outlier, Q4 absorption would have been positive 847,977 square feet, along with positive 2M square feet for 2024. Along with absorption being drastically different, the vacancy rate without Big Lots would have been 8.30%, a percentage point lower. While still historically low, vacancy rates showed signs of creeping upward as speculative developments outpaced absorption rates. This year saw the lowest absorption in the past decade, but activity remains healthy with a positive outlook for 2025. Build-to-suits continue to be the main source of construction projects around Columbus. Project costs and interest rates remained high, leading most projects to postpone. This significant delivery slowdown and increasing tenant demand for well-located, high-quality spaces will lead to more stable market conditions through 2025. Rental rates, which had climbed steadily over the past decade, began to plateau in 2024 and ended the year at \$6.74 per square foot. The influx of speculative capital that previously buoyed the market seemed to cool as investors became more cautious amid concerns about softening demand and the broader economy.

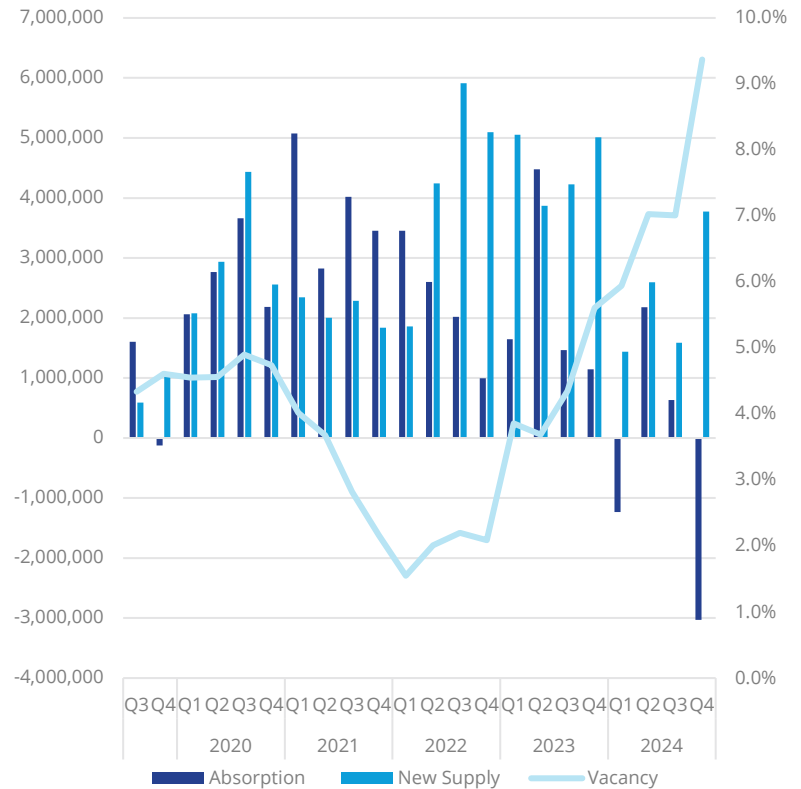
## Forecast

Looking ahead to 2025, the Columbus industrial market is poised for continued growth. Demand is expected to remain strong, particularly in last-mile delivery and cold storage facilities, as consumer habits increasingly favor quick delivery times and fresh food distribution. The growing trend of reshoring and nearshoring manufacturing continues to drive demand for high-quality industrial space, as companies seek to leverage Columbus' strategic location, skilled workforce, and exceptional transportation network, including access to major highways and intermodal hubs.

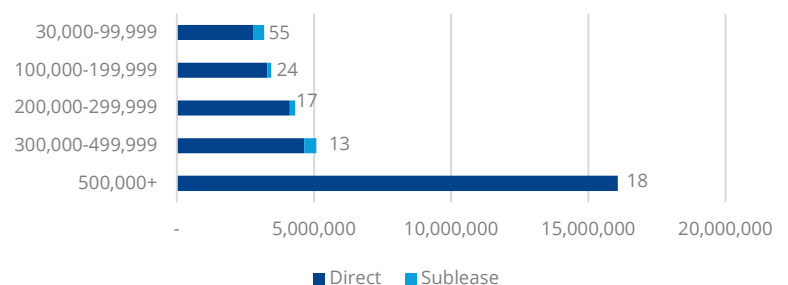
## Market Indicators

|                                     | 23Q4 YoY  | 24Q3 QoQ  | 24Q4 Current |
|-------------------------------------|-----------|-----------|--------------|
| <b>Vacancy Rate</b>                 | 5.61%     | 7.01%     | 9.37%        |
| <b>Net Absorption (SF)</b>          | 1,143,315 | 631,901   | (3,028,529)  |
| <b>YTD Net Absorption (SF)</b>      | 8,780,309 | 1,658,849 | (1,848,224)  |
| <b>Completions (SF)</b>             | 5,012,555 | 1,587,731 | 3,775,847    |
| <b>Avg Asking Rental Rate (NNN)</b> | \$6.43    | \$7.03    | \$6.74       |

### Absorption, Supply & Vacancy



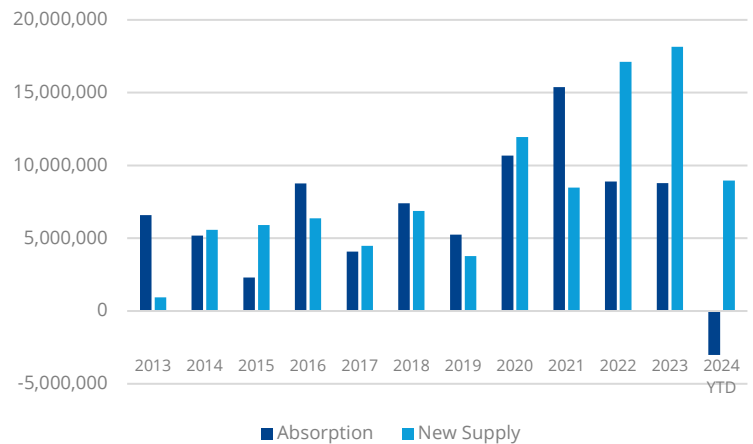
### Available Space for Lease by Size



## Absorption & Leasing

For Q4, the Columbus industrial market had 3.0 million square feet of negative absorption following 631,901 square feet of positive absorption in Q3. This quarter's negative absorption can be primarily attributed to Big Lots vacating 3.8 million square feet at 300-550 Phillipi Road. In addition, the next two biggest tenants to vacate space were Amazon, who vacated 514,490 square feet at 3538 Tradeport Court and Hyperion, who vacated 418,787 square feet at 5300 Crosswind Drive. Three other tenants occupying over 200,000 square feet also vacated their space this quarter. In contrast, eight tenants over 200,000 square feet occupied space this quarter. The most significant is DSV build-to-suite space for 1.2 million square feet and Tarkett, which occupied 610,479 square feet at the US 40 Gateway Logistics Center. While industrial vacancy is at a cyclical peak in Columbus, a pullback in deliveries and increased leasing volume point toward market stabilization heading into 2025, where we will most likely see more positive absorption.

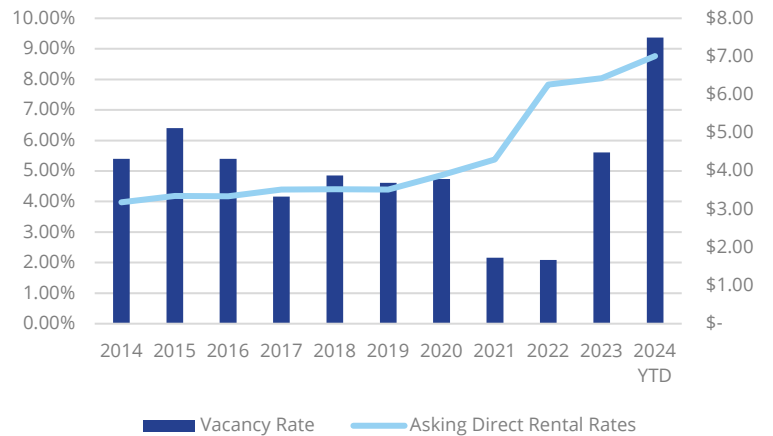
### Supply and Demand



## Vacancy & Market Rents

Even without Big Lots vacating, the rise in speculative projects coming online and remaining unoccupied has further contributed to the increased vacancy rate. Since 2020, the average time to fully lease a newly constructed building above 100,000 square feet is 10.35 months. Lack of capital markets movement, and high construction costs have kept construction starts near an all-time low, which could, in turn, help stabilize the rise in vacancy. Direct asking rates showed a weighted rent of \$6.74, while the market rents reflect a decrease compared to the previous quarter. Year-over-year rent is up 4.6%. The lower average asking rent is reflective of older buildings coming available with lower asking rents.

### Vacancy Rate & Direct Asking Rate



## Sales Activity

The Columbus industrial market's sales volume remains at its lowest level in two years. However, sale prices per square foot have reached a two-year high, underscoring the sustained demand for well-located, modern industrial facilities, particularly those near major transport hubs. Sales volume totaled \$172 million in the fourth quarter. However, half of this quarter's sales volume can be attributed to one portfolio sale of four properties. The largest sale was Ares REIT, which bought four properties from Becknell Industrial in the Southwest submarket for \$92.85 million (\$92.63 PSF). The other notable sale was 9885 Innovation Campus Way, a 351,000-square-foot building bought by Vitrian from Scannell Properties for \$35.85 million (\$102.14 PSF).

### Sales Volume & Market Price Per SF



## Under Construction

100,000 SF or Greater

The buildings in the table below represent the developments currently underway in Columbus' industrial market.

| Business Park/Address             | Submarket | RBA        | % Leased/<br>Owned | Est. Delivery Date | Developer/<br>Owner/Tenant |
|-----------------------------------|-----------|------------|--------------------|--------------------|----------------------------|
| Intel                             | Licking   | 3,000,000* | 100%               | Q4 2025+           | Intel                      |
| Cardinal Health Build-to-Suit     | Pickaway  | 351,120    | 100%               | Q1 2025            | Prologis                   |
| 2600 International St Expansion   | West      | 318,900    | 100%               | Q1 2025            | Simpson Strong Tie         |
| Edge Industrial Park - Building 2 | Licking   | 255,000    | 0%                 | Q1 2025            | Leveck Development         |

\*Includes the first 2 phases of Intel

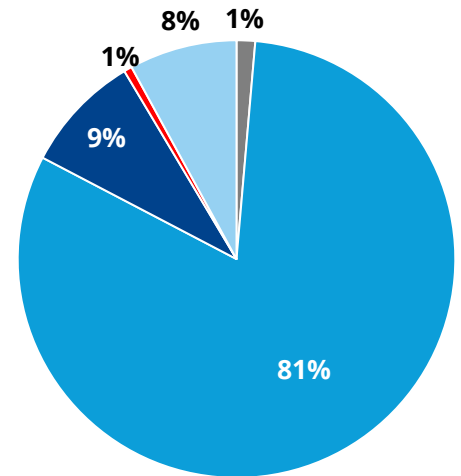
## Construction Activity

Columbus Industrial Construction

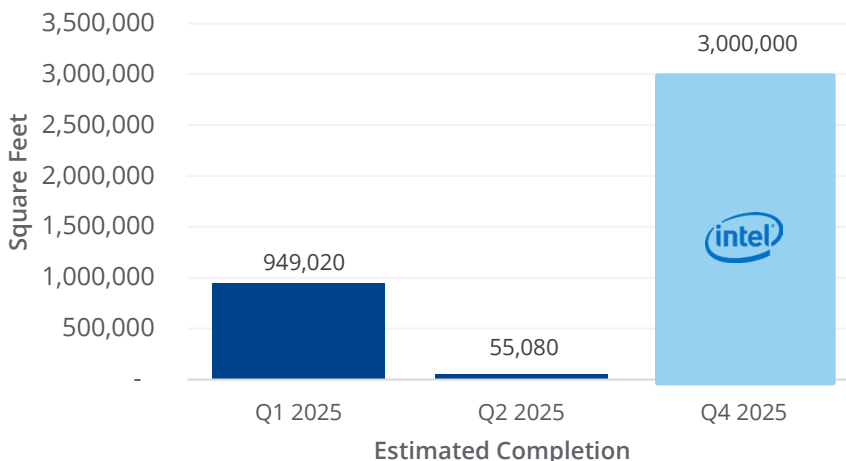


\*Includes BTS projects

Construction by Submarket



### Future Deliveries



■ East ■ Licking ■ Pickaway ■ Union ■ West

## 10 Year Snapshot

| Year | Net Absorption (YTD #'s - SF) | Construction Deliveries (SF) | Lease Rate (\$) | Vacancy Rate |
|------|-------------------------------|------------------------------|-----------------|--------------|
| 2024 | -1.84M                        | 8.80M                        | \$6.74          | 9.37%        |
| 2023 | 8.78M                         | 18.16M                       | \$6.43          | 5.61%        |
| 2022 | 8.89M                         | 17.11M                       | \$6.26          | 2.09%        |
| 2021 | 15.37M                        | 8.47M                        | \$4.30          | 2.16%        |
| 2020 | 10.67M                        | 11.96M                       | \$3.89          | 4.74%        |
| 2019 | 5.25M                         | 3.78M                        | \$3.51          | 4.61%        |
| 2018 | 7.41M                         | 6.88M                        | \$3.52          | 4.85%        |
| 2017 | 4.08M                         | 4.47M                        | \$3.51          | 4.16%        |
| 2016 | 8.76M                         | 6.37M                        | \$3.34          | 5.40%        |
| 2015 | 2.31M                         | 5.90M                        | \$3.35          | 6.40%        |
| 2014 | 5.19M                         | 5.58M                        | \$3.18          | 5.40%        |

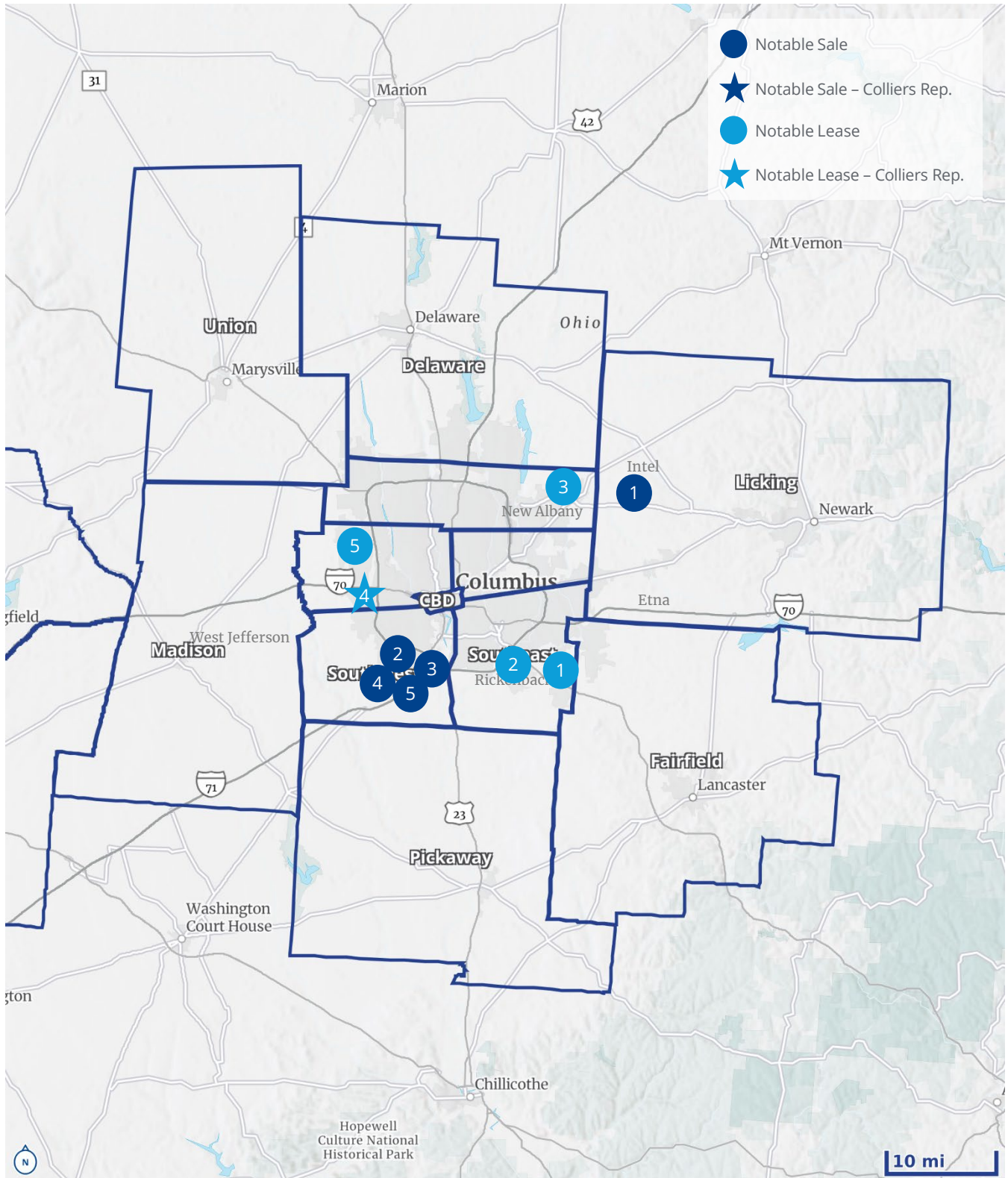
## Notable Sales Activity

| # | Address                    | Size    | Buyer     | Price        | Price/SF    | Submarket |
|---|----------------------------|---------|-----------|--------------|-------------|-----------|
| 1 | 9885 Innovation Campus Way | 351,000 | Vitrian   | \$35,850,000 | \$102.14/SF | Licking   |
| 2 | 3280 Southpark Pl          | 324,000 | Ares REIT | \$29,487,240 | \$91.01/SF  | Southwest |
| 3 | 3265 Southpark Pl          | 322,000 | Ares REIT | \$29,305,220 | \$91.01/SF  | Southwest |
| 4 | 6335 Seeds Rd              | 208,241 | Ares REIT | \$20,300,000 | \$97.48/SF  | Southwest |
| 5 | 3563 Southpark Pl          | 151,200 | Ares REIT | \$13,760,712 | \$91.01/SF  | Southwest |

## Notable Lease Activity

| #        | Address                       | Size           | Tenant                           | Type             | Submarket   |
|----------|-------------------------------|----------------|----------------------------------|------------------|-------------|
| 1        | 4450 S Hamilton Rd            | 327,200        | Beitler Logistics                | New Lease        | Southeast   |
| 2        | *2155 Rohr Rd                 | 320,190        | Circle K                         | New Lease        | Southeast   |
| 3        | *7915 Smith's Mill Rd         | 223,872        | Nefco                            | New Lease        | Licking     |
| <b>4</b> | <b>*780-860 Hilliard-Rome</b> | <b>183,679</b> | <b>MEI Rigging &amp; Crating</b> | <b>New Lease</b> | <b>West</b> |
| 5        | *2865 Charter St              | 179,170        | Mclane                           | New Lease        | West        |

**Bold/Blue** Colliers Represented Either Tenant or Landlord in Transaction  
\*Will Not Occupy Their Space This Quarter



## Market Statistics

| Submarket/<br>Class       | Total<br>Inventory<br>SF | Availability<br>Rate | Sublease<br>Availability<br>Rate | Direct<br>Vacancy<br>Rate | Previous<br>Vacancy<br>Rate | Net<br>Absorption<br>Current | Net<br>Absorption<br>YTD | Under<br>Construction | Deliveries<br>YTD | Avg.<br>Direct<br>Asking<br>Rate<br>(NNN) |
|---------------------------|--------------------------|----------------------|----------------------------------|---------------------------|-----------------------------|------------------------------|--------------------------|-----------------------|-------------------|---|
| <b>Columbus Total</b>     |                          |                      |                                  |                           |                             |                              |                          |                       |                   |   |
| <b>General Industrial</b> | 230,086,622              | 6.97%                | 0.38%                            | 5.94%                     | 3.10%                       | (5,686,883)                  | (6,474,204)              | 373,980               | 427,687           | \$6.79                                    |
| <b>Flex</b>               | 10,792,718               | 8.95%                | 0.64%                            | 7.28%                     | 4.95%                       | 59,836                       | (97,196)                 | 24,000                | 453,290           | \$10.47                                   |
| <b>Modern Bulk</b>        | 121,763,732              | 14.61%               | 0.40%                            | 14.81%                    | 14.13%                      | 2,598,518                    | 4,723,176                | 3,606,120             | 8,089,575         | \$6.45                                    |
| <b>TOTAL</b>              | 362,643,072              | 9.74%                | 0.40%                            | 8.98%                     | 6.80%                       | (3,028,529)                  | (1,848,224)              | 4,004,100             | 8,940,552         | \$6.74                                    |

|                           |           |        |       |        |        |   |         |   |         |         |
|---------------------------|-----------|--------|-------|--------|--------|---|---------|---|---------|---------|
| <b>CBD</b>                |           |        |       |        |        |   |         |   |         |         |
| <b>General Industrial</b> | 3,294,856 | 13.02% | 0.00% | 13.02% | 13.02% | - | 87,394  | - | -       | \$8.45  |
| <b>Flex</b>               | 157,318   | 7.76%  | 0.00% | 7.76%  | 7.76%  | - | -       | - | -       | \$13.00 |
| <b>Modern Bulk</b>        | 822,040   | 72.87% | 0.00% | 72.87% | 72.28% | - | 223,000 | - | 223,000 | \$7.50  |
| <b>TOTAL</b>              | 4,274,214 | 24.33% | 0.00% | 24.33% | 24.33% | - | 310,394 | - | 223,000 | \$7.93  |

|                           |            |        |       |        |        |          |          |        |         |        |
|---------------------------|------------|--------|-------|--------|--------|----------|----------|--------|---------|--------|
| <b>East</b>               |            |        |       |        |        |          |          |        |         |        |
| <b>General Industrial</b> | 32,062,495 | 3.16%  | 0.00% | 2.64%  | 2.81%  | 200,516  | 281,776  | 55,080 | 151,000 | \$9.67 |
| <b>Flex</b>               | 1,308,932  | 10.35% | 1.98% | 7.58%  | 1.31%  | (35,963) | (41,979) | -      | 56,504  | \$9.34 |
| <b>Modern Bulk</b>        | 3,235,603  | 6.28%  | 0.00% | 12.12% | 15.96% | 150,826  | 389,356  | -      | 412,480 | -      |
| <b>TOTAL</b>              | 36,607,030 | 3.69%  | 0.12% | 3.65%  | 4.12%  | 315,379  | 629,153  | 55,080 | 468,984 | \$9.64 |

|                           |            |        |       |        |        |           |         |   |         |        |
|---------------------------|------------|--------|-------|--------|--------|-----------|---------|---|---------|--------|
| <b>Fairfield</b>          |            |        |       |        |        |           |         |   |         |        |
| <b>General Industrial</b> | 10,133,422 | 5.24%  | 0.00% | 4.95%  | 4.95%  | -         | 43,000  | - | -       | \$4.04 |
| <b>Flex</b>               | 176,568    | 0.00%  | 0.00% | 0.00%  | 0.00%  | -         | 12,134  | - | -       | -      |
| <b>Modern Bulk</b>        | 1,790,114  | 68.14% | 0.00% | 68.14% | 25.96% | (755,160) | 420,381 | - | 755,160 | -      |
| <b>TOTAL</b>              | 12,100,104 | 14.47% | 0.00% | 14.23% | 8.22%  | (755,160) | 475,515 | - | 755,160 | \$4.04 |

Columbus | Industrial  
**24Q4**

| Submarket/<br>Class | Total<br>Inventory<br>SF | Availability<br>Rate | Sublease<br>Availability<br>Rate | Direct<br>Vacancy<br>Rate | Previous<br>Vacancy<br>Rate | Net<br>Absorption<br>Current | Net<br>Absorption<br>YTD | Under<br>Construction | Deliveries<br>YTD | Avg. Direct<br>Asking Rate<br>(NNN) |
|---------------------|--------------------------|----------------------|----------------------------------|---------------------------|-----------------------------|------------------------------|--------------------------|-----------------------|-------------------|-------------------------------------|
| <b>Licking</b>      |                          |                      |                                  |                           |                             |                              |                          |                       |                   |                                     |
| General Industrial  | 21,471,882               | 2.78%                | 0.09%                            | 2.68%                     | 2.81%                       | 34,920                       | 246,502                  | -                     | -                 | \$5.90                              |
| Flex                | 755,837                  | 3.02%                | 0.00%                            | 3.02%                     | 3.18%                       | 1,171                        | (12,000)                 | -                     | -                 | \$7.00                              |
| Modern Bulk         | 25,807,931               | 15.37%               | 0.00%                            | 15.37%                    | 19.72%                      | 2,265,904                    | 3,031,836                | 3,255,000             | 2,891,420         | \$6.74                              |
| <b>TOTAL</b>        | <b>48,035,650</b>        | <b>9.55%</b>         | <b>0.04%</b>                     | <b>11.68%</b>             | <b>11.68%</b>               | <b>2,301,995</b>             | <b>(521,385)</b>         | <b>3,255,000</b>      | <b>2,891,420</b>  | <b>\$6.67</b>                       |
| <b>Madison</b>      |                          |                      |                                  |                           |                             |                              |                          |                       |                   |                                     |
| General Industrial  | 4,837,293                | 5.86%                | 0.00%                            | 5.86%                     | 0.00%                       | (283,584)                    | (283,584)                | -                     | -                 | -                                   |
| Flex                | 37,474                   | 0.00%                | 0.00%                            | 0.00%                     | 0.00%                       | -                            | -                        | -                     | -                 | -                                   |
| Modern Bulk         | 16,449,817               | 16.46%               | 0.00%                            | 16.46%                    | 20.17%                      | 610,479                      | (237,801)                | -                     | -                 | \$5.54                              |
| <b>TOTAL</b>        | <b>21,324,584</b>        | <b>14.03%</b>        | <b>0.00%</b>                     | <b>14.03%</b>             | <b>15.56%</b>               | <b>326,895</b>               | <b>(521,385)</b>         | <b>-</b>              | <b>-</b>          | <b>\$5.54</b>                       |
| <b>North</b>        |                          |                      |                                  |                           |                             |                              |                          |                       |                   |                                     |
| General Industrial  | 12,093,355               | 4.36%                | 0.16%                            | 2.84%                     | 2.66%                       | (21,546)                     | (148,649)                | -                     | -                 | \$8.84                              |
| Flex                | 3,468,913                | 3.83%                | 0.62%                            | 1.48%                     | 2.28%                       | 18,187                       | (30,891)                 | -                     | -                 | \$10.20                             |
| Modern Bulk         | 2,911,457                | 24.31%               | 0.00%                            | 24.31%                    | 24.31%                      | -                            | -                        | -                     | -                 | -                                   |
| <b>TOTAL</b>        | <b>18,473,715</b>        | <b>7.40%</b>         | <b>0.22%</b>                     | <b>5.97%</b>              | <b>6.00%</b>                | <b>(3,359)</b>               | <b>(179,540)</b>         | <b>-</b>              | <b>-</b>          | <b>\$9.43</b>                       |
| <b>Delaware</b>     |                          |                      |                                  |                           |                             |                              |                          |                       |                   |                                     |
| General Industrial  | 12,767,336               | 7.43%                | 0.00%                            | 6.96%                     | 6.76%                       | 28,165                       | (382,078)                | -                     | -                 | \$9.20                              |
| Flex                | 1,333,194                | 3.79%                | 0.00%                            | 3.79%                     | 4.25%                       | 6,000                        | 26,000                   | -                     | -                 | \$11.78                             |
| Modern Bulk         | 3,005,490                | 4.25%                | 0.00%                            | 4.25%                     | 0.00%                       | 127,947                      | 551,947                  | -                     | 679,947           | \$9.00                              |
| <b>TOTAL</b>        | <b>17,106,020</b>        | <b>6.59%</b>         | <b>0.00%</b>                     | <b>6.24%</b>              | <b>5.46%</b>                | <b>162,112</b>               | <b>195,869</b>           | <b>-</b>              | <b>679,947</b>    | <b>\$9.49</b>                       |
| <b>Pickaway</b>     |                          |                      |                                  |                           |                             |                              |                          |                       |                   |                                     |
| General Industrial  | 5,717,217                | 8.46%                | 0.00%                            | 10.11%                    | 6.33%                       | (216,401)                    | (294,417)                | -                     | -                 | -                                   |
| Flex                | 96,641                   | 21.52%               | 0.00%                            | 21.52%                    | 21.52%                      | -                            | -                        | -                     | -                 | \$8.95                              |
| Modern Bulk         | 13,222,000               | 29.88%               | 3.60%                            | 22.42%                    | 13.47%                      | (514,490)                    | (639,490)                | 351,120               | 773,114           | \$6.50                              |
| <b>TOTAL</b>        | <b>19,035,858</b>        | <b>23.40%</b>        | <b>2.50%</b>                     | <b>18.72%</b>             | <b>11.27%</b>               | <b>(730,891)</b>             | <b>(933,907)</b>         | <b>351,120</b>        | <b>773,114</b>    | <b>\$6.54</b>                       |

Columbus Industrial  
**24Q4**

| Submarket/<br>Class | Total<br>Inventory<br>SF | Availability<br>Rate | Sublease<br>Availability<br>Rate | Direct<br>Vacancy<br>Rate | Previous<br>Vacancy<br>Rate | Net<br>Absorption<br>Current | Net<br>Absorption<br>YTD | Under<br>Construction | Deliveries<br>YTD | Avg. Direct<br>Asking Rate<br>(NNN) |
|---------------------|--------------------------|----------------------|----------------------------------|---------------------------|-----------------------------|------------------------------|--------------------------|-----------------------|-------------------|-------------------------------------|
| <b>Southeast</b>    |                          |                      |                                  |                           |                             |                              |                          |                       |                   |                                     |
| General Industrial  | 54,948,752               | 6.36%                | 1.01%                            | 3.92%                     | 1.98%                       | (583,428)                    | (599,406)                | -                     | -                 | \$5.68                              |
| Flex                | 990,740                  | 4.14%                | 0.00%                            | 4.14%                     | 9.76%                       | 55,731                       | (11,600)                 | -                     | -                 | \$9.14                              |
| Modern Bulk         | 45,681,176               | 7.53%                | 0.03%                            | 8.20%                     | 6.75%                       | 713,012                      | 1,451,947                | -                     | 2,046,314         | \$5.31                              |
| <b>TOTAL</b>        | <b>101,620,668</b>       | <b>6.86%</b>         | <b>0.56%</b>                     | <b>5.84%</b>              | <b>4.18%</b>                | <b>185,315</b>               | <b>840,941</b>           | <b>-</b>              | <b>2,046,314</b>  | <b>\$5.54</b>                       |
| <b>Southwest</b>    |                          |                      |                                  |                           |                             |                              |                          |                       |                   |                                     |
| General Industrial  | 18,281,447               | 10.15%               | 0.56%                            | 8.13%                     | 4.72%                       | (652,448)                    | (836,934)                | -                     | 66,233            | \$11.78                             |
| Flex                | 308,208                  | 45.44%               | 0.00%                            | 45.44%                    | 0.00%                       | -                            | 5,000                    | -                     | 135,000           | -                                   |
| Modern Bulk         | 4,945,417                | 4.97%                | 0.00%                            | 16.18%                    | 16.18%                      | -                            | (468,000)                | -                     | -                 | \$7.00                              |
| <b>TOTAL</b>        | <b>23,535,072</b>        | <b>11.51%</b>        | <b>0.44%</b>                     | <b>10.29%</b>             | <b>7.11%</b>                | <b>(652,448)</b>             | <b>(1,299,934)</b>       | <b>-</b>              | <b>135,000</b>    | <b>\$8.33</b>                       |
| <b>Union</b>        |                          |                      |                                  |                           |                             |                              |                          |                       |                   |                                     |
| General Industrial  | 11,387,004               | 2.51%                | 0.21%                            | 2.29%                     | 2.10%                       | (22,4468)                    | (75,434)                 | -                     | 16,385            | \$8.39                              |
| Flex                | 461,241                  | 14.44%               | 0.00%                            | 13.35%                    | 14.22%                      | 4,000                        | (14,068)                 | 24,000                | 55,000            | \$12.31                             |
| Modern Bulk         | 2,424,040                | 0.00%                | 0.00%                            | 0.00%                     | 0.00%                       | -                            | -                        | -                     | 308,140           | -                                   |
| <b>TOTAL</b>        | <b>14,272,285</b>        | <b>2.47%</b>         | <b>0.17%</b>                     | <b>2.26%</b>              | <b>2.13%</b>                | <b>(18,468)</b>              | <b>(89,502)</b>          | <b>24,000</b>         | <b>379,525</b>    | <b>\$9.26</b>                       |
| <b>West</b>         |                          |                      |                                  |                           |                             |                              |                          |                       |                   |                                     |
| General Industrial  | 43,091,563               | 12.96%               | 0.27%                            | 12.33%                    | 2.21%                       | (4,170,609)                  | (4,435,868)              | 318,900               | 194,069           | \$7.67                              |
| Flex                | 1,697,652                | 20.20%               | 1.22%                            | 17.12%                    | 6.66%                       | 10,710                       | (29,792)                 | -                     | 206,786           | \$10.52                             |
| Modern Bulk         | 1,468,657                | 41.95%               | 0.00%                            | 54.46%                    | 54.46%                      | -                            | -                        | -                     | -                 | \$9.50                              |
| <b>TOTAL</b>        | <b>46,357,872</b>        | <b>14.15%</b>        | <b>0.30%</b>                     | <b>13.84%</b>             | <b>4.02%</b>                | <b>(4,159,889)</b>           | <b>(4,542,166)</b>       | <b>318,900</b>        | <b>194,069</b>    | <b>\$8.62</b>                       |

FOR MORE INFORMATION  
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