



# Industrial Capital Markets Report

## Columbia - SC

PREPARED BY



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Principal Owner/Broker



**INDUSTRIAL CAPITAL MARKETS REPORT - MARKET**

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# Capital Markets Overview

Columbia Industrial

Asset Value

**\$4.6B**

12 Mo Sales Volume

**\$249.2M**

Market Cap Rate

**7.0%**

Mkt Sale Price/SF Chg (YOY)

**12.0%**

12 MO SALES VOLUME	Total	Lowest	Highest
Transactions	132	-	-
Sales Volume	\$249.2M	\$46.7K	\$90M
Properties Sold	123	-	-
Transacted SF	4.1M	1.1K	1M
Average SF	31.4K	1.1K	1M

12 MO SALES PRICE	Average	Lowest	Highest	Market
Cap Rate	7.0%	4.3%	11.0%	7.0%
Sale Price/SF	\$71	\$1	\$347	\$62
Sale Price	\$2.2M	\$46.7K	\$90M	-
Sale vs Asking Price	-6.2%	-20.8%	159.4%	-
% Leased at Sale	92.8%	0%	100%	-

## KEY PERFORMANCE INDICATORS



## SUMMARY

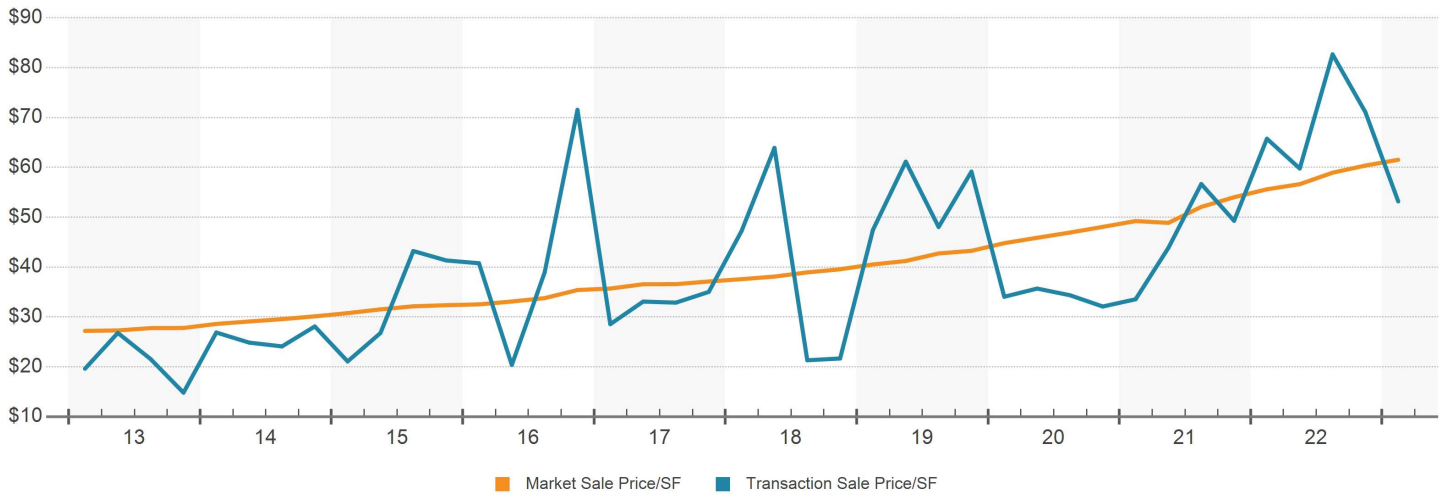
Interest from out-of-state and institutional investors continues to drive sales in Columbia. Roughly \$254 million has traded hands over the past 12 months and investors continue to seek higher yields in the market. Cap rates here average 7.0%, well above national rates. Logistics properties trade at lower rates, though slightly above-national-average rates of 6.2% and prices have appreciated well, due to slow supply growth. At nearly \$62/SF, asset values have nearly doubled since 2010.

The largest trade of the past year came when Massachusetts-based REIT STAG Industrial purchased the newly built Midway Logistics VI from developer Magnus Properties. The 192,780-SF West Columbia building sold for \$14.5 million, or \$75/SF. In July 2022, a Florida-based affiliate to Spanish investment firm Point Gadea purchased one Columbia industrial property in an 8-property, \$905 million portfolio deal. The property, which totals just over a million square feet, is fully leased by Amazon until 2026.

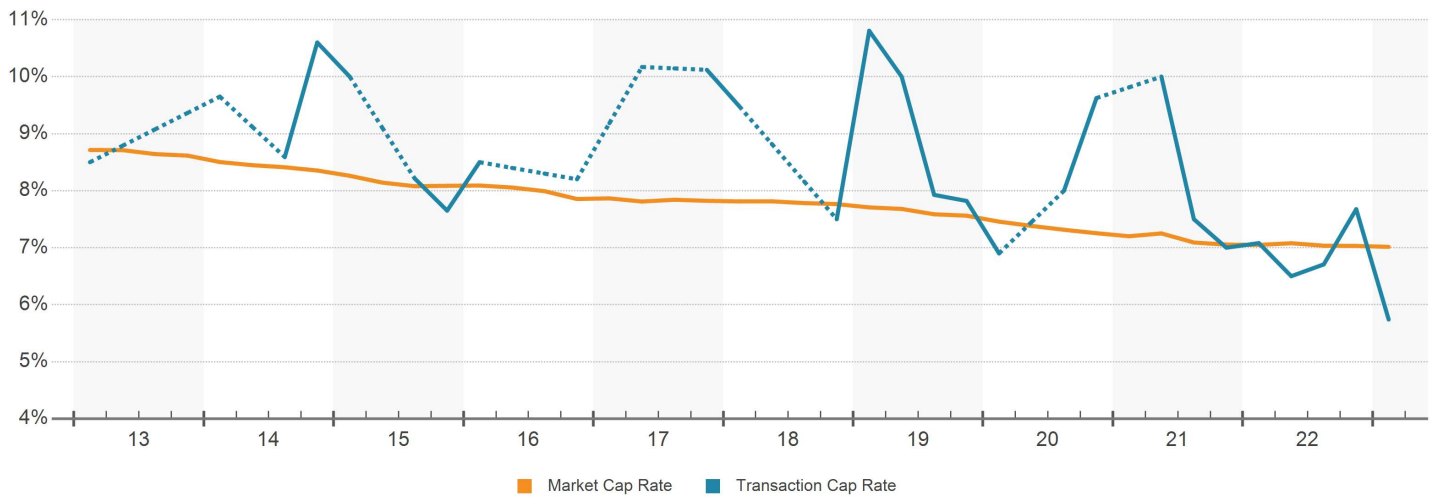
National investors have sought older, value-add properties in the Columbia market. In October 2021, Illinois-based developer Agracel bought the 1994-built, 160,000-SF Southland Log Homes milling facility at 717 Batesburg Highway for \$5.6 million in an acquisition-leaseback deal. Other active national investors include Ohio-based Weston Inc. In January 2020, the company purchased the vacant Metal Fabricating Facility at Metso

Way for \$6.25 million, or \$26.15/SF. It purchased roughly 40 industrial properties throughout South Carolina in February 2020, including about 10 in Columbia. The portfolio totaled roughly \$185 million, making it the largest single acquisition of properties within South Carolina over the past decade. The majority of the properties from Columbia were located in the Cayce/West Columbia and Southeast Columbia submarkets.

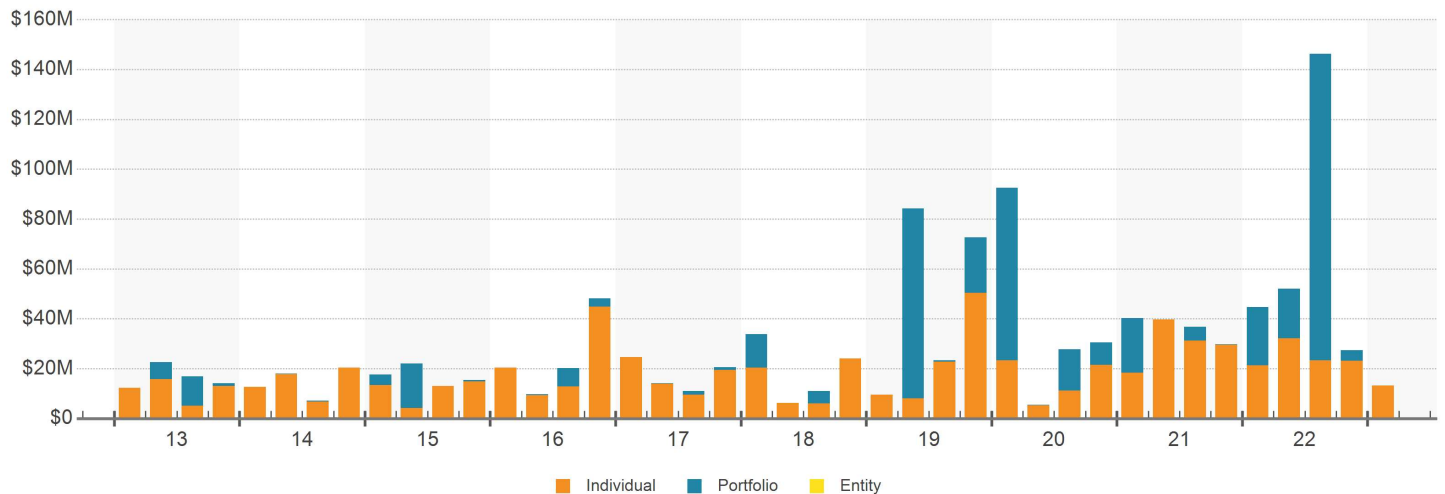
## MARKET SALE PRICE & TRANSACTION SALE PRICE PER SF



## MARKET CAP RATE & TRANSACTION CAP RATE

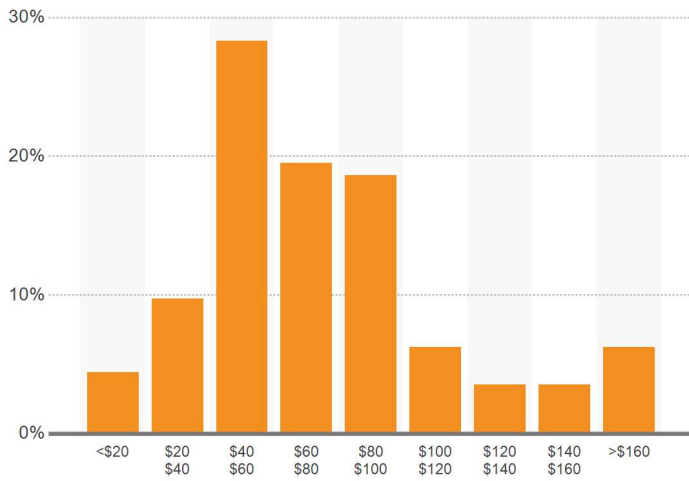


## SALES VOLUME BY TRANSACTION TYPE

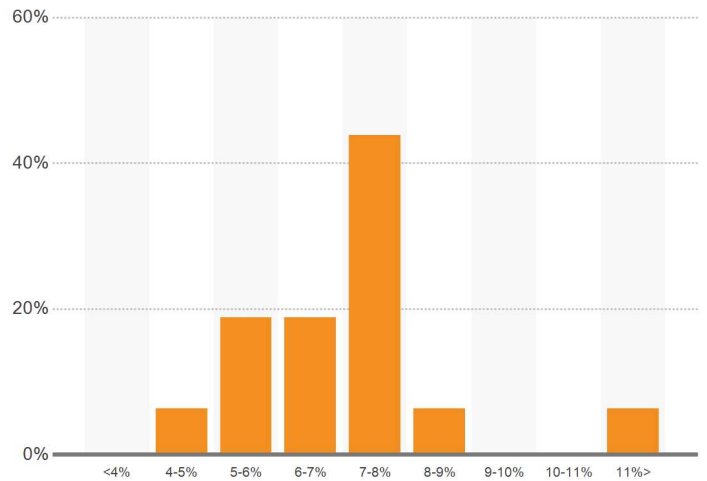




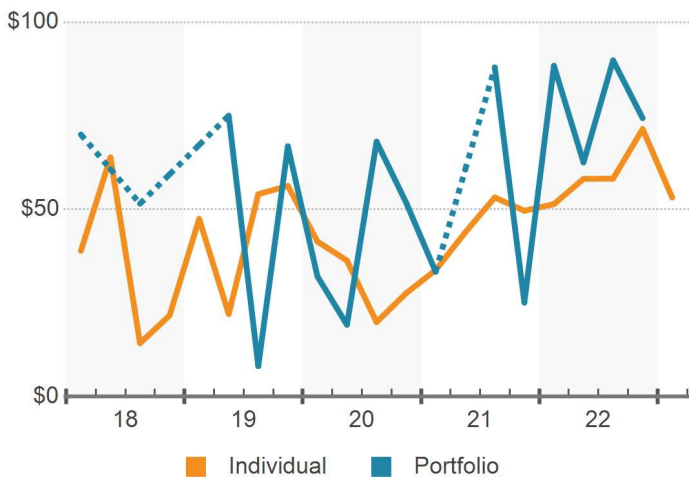
**SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS**



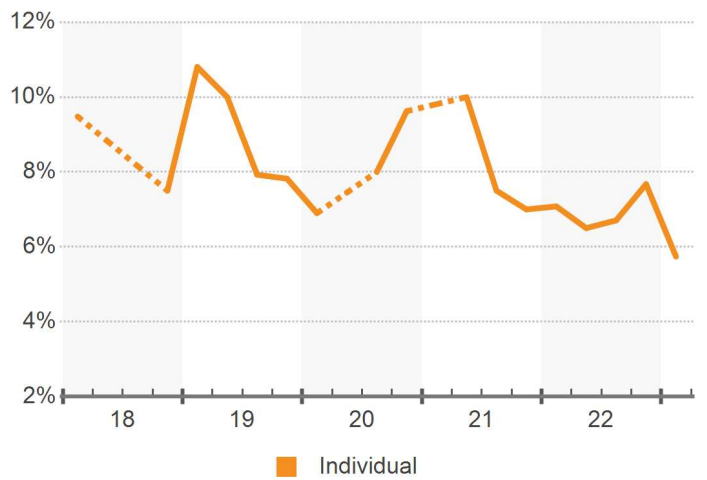
**CAP RATE DISTRIBUTION PAST 12 MONTHS**



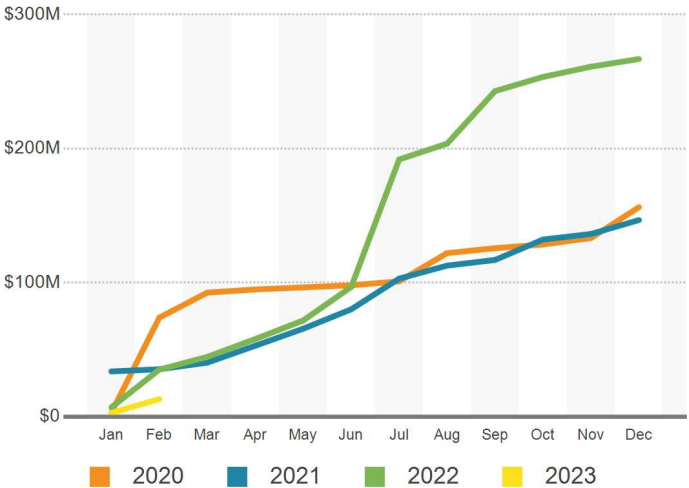
**SALE PRICE PER SF BY TRANSACTION TYPE**



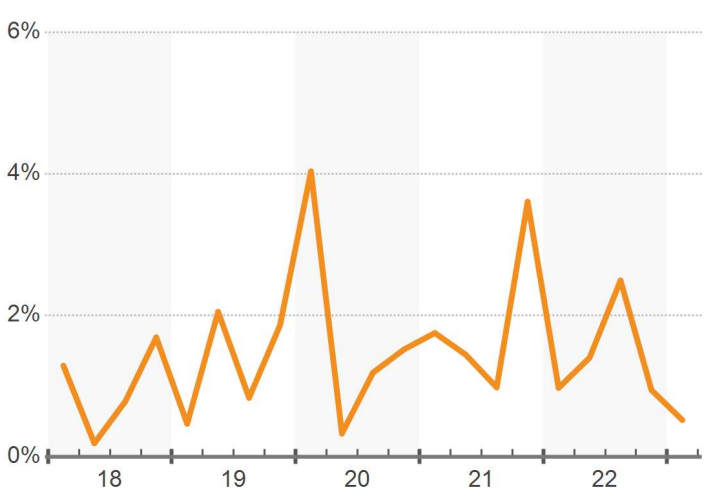
**CAP RATE BY TRANSACTION TYPE**



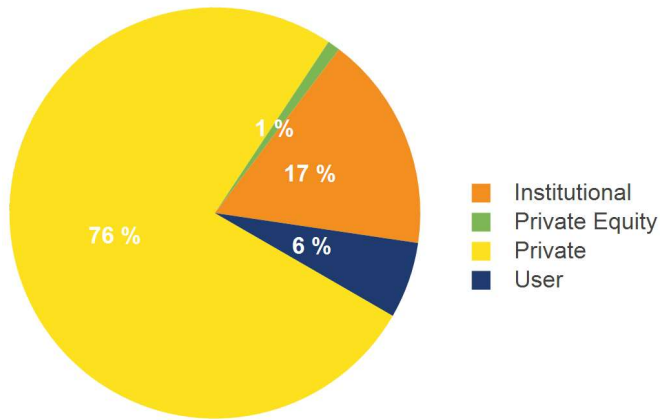
**CUMULATIVE SALES VOLUME BY YEAR**



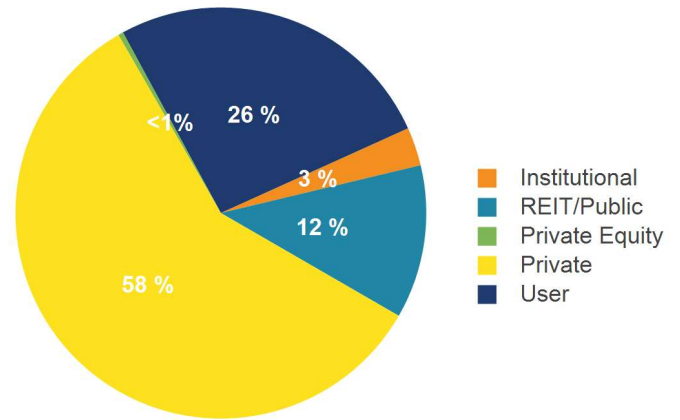
**SOLD SF AS % OF TOTAL SF**



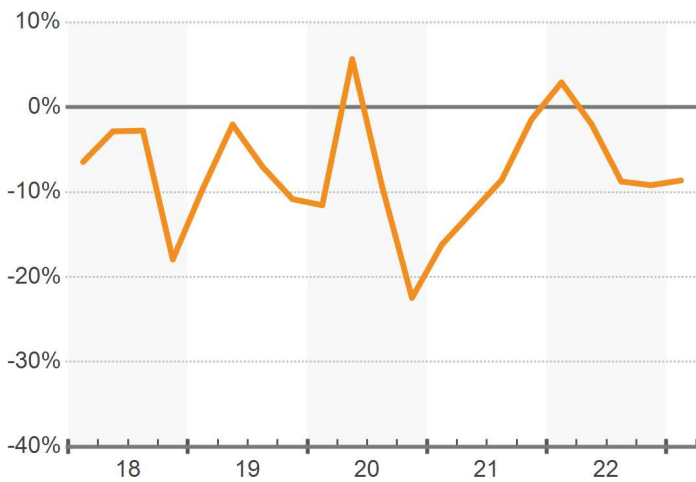
SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



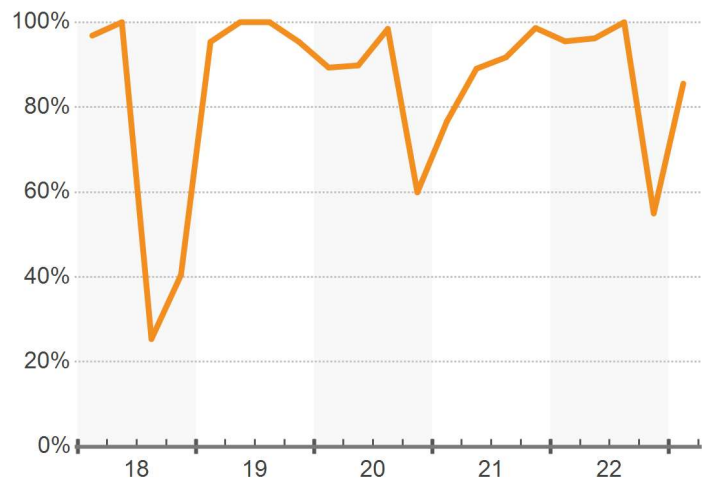
ASSET VALUE BY OWNER TYPE



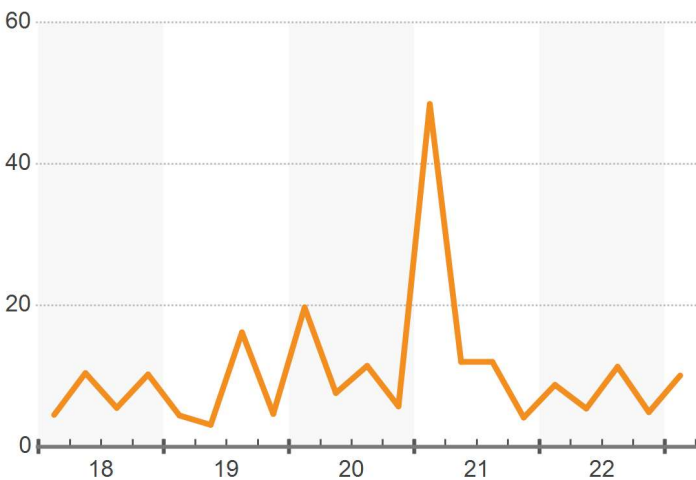
SALE TO ASKING PRICE DIFFERENTIAL



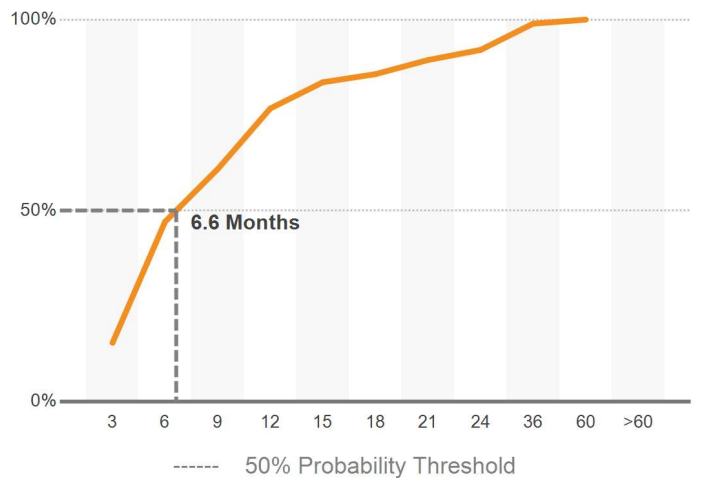
OCCUPANCY AT SALE



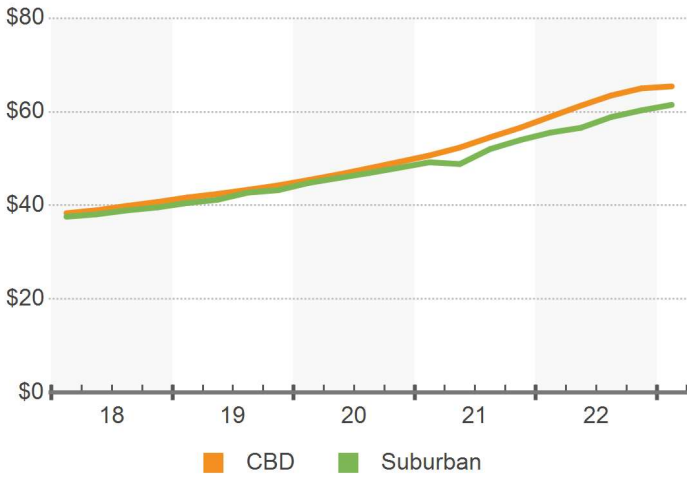
MONTHS TO SALE



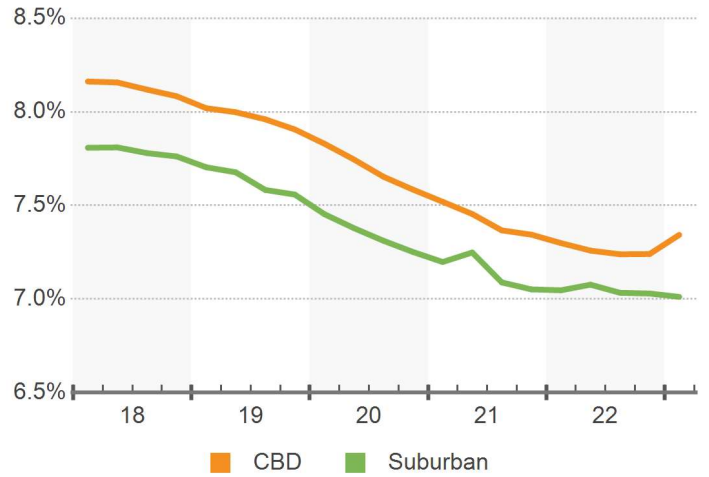
PROBABILITY OF SELLING IN MONTHS



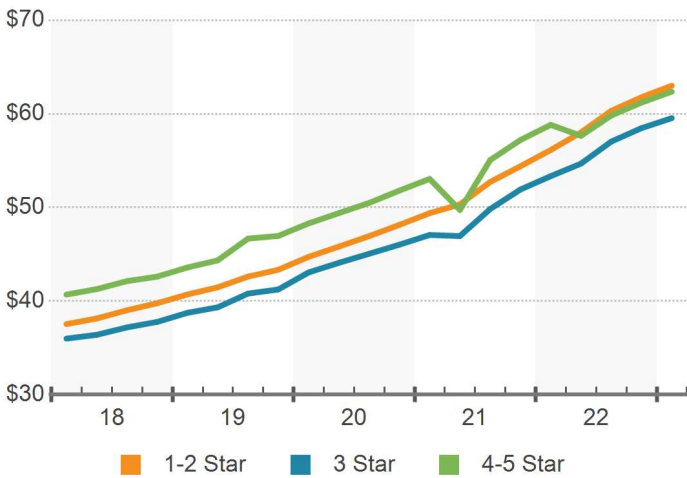
**MARKET SALE PRICE PER SF BY LOCATION TYPE**



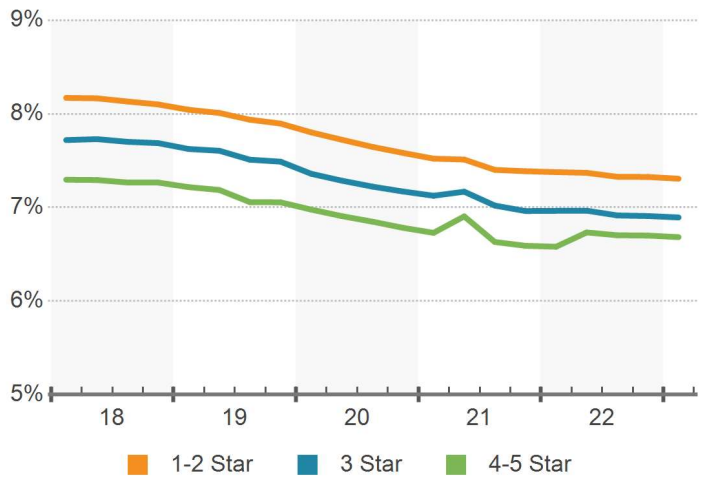
**MARKET CAP RATE BY LOCATION TYPE**



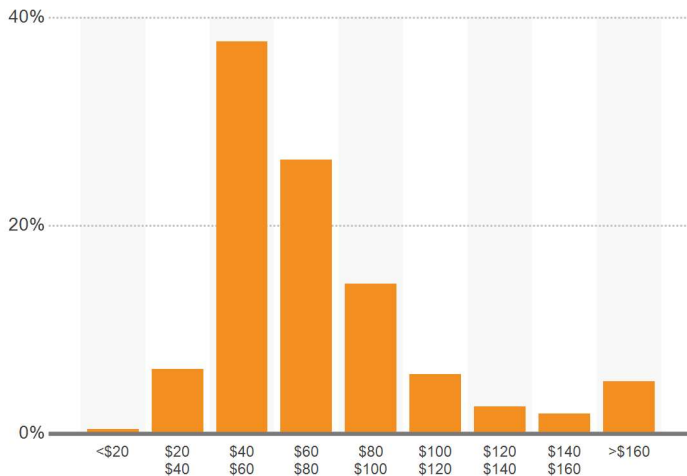
**MARKET SALE PRICE PER SF BY STAR RATING**



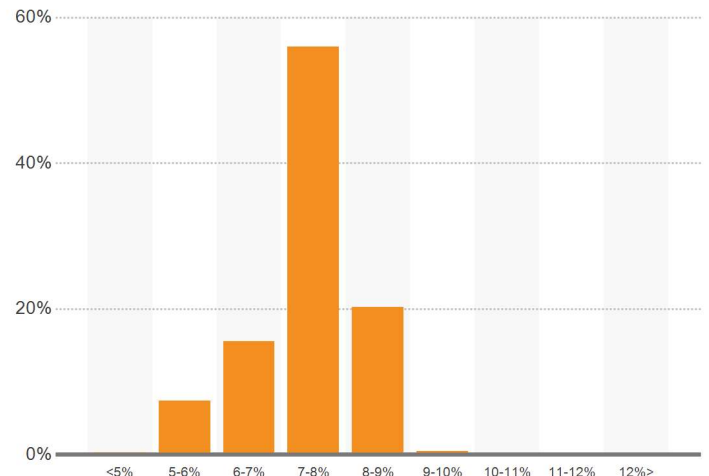
**MARKET CAP RATE BY STAR RATING**



**MARKET SALE PRICE PER SF DISTRIBUTION**

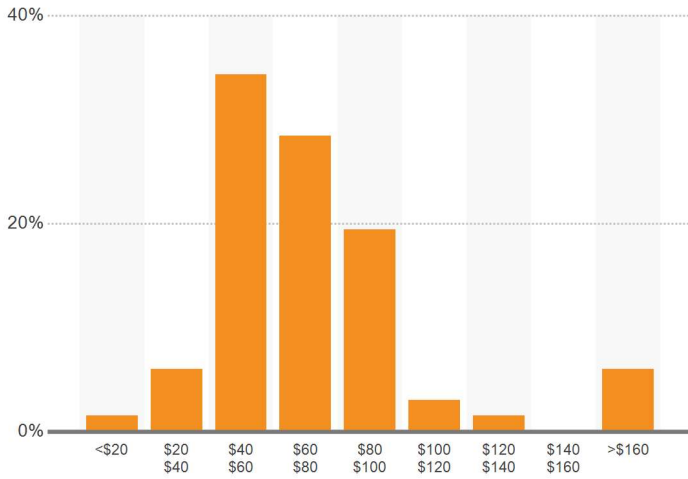


**MARKET CAP RATE DISTRIBUTION**

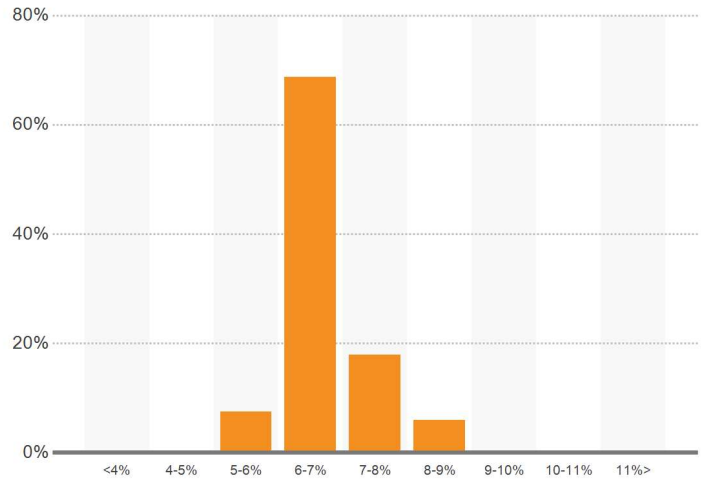




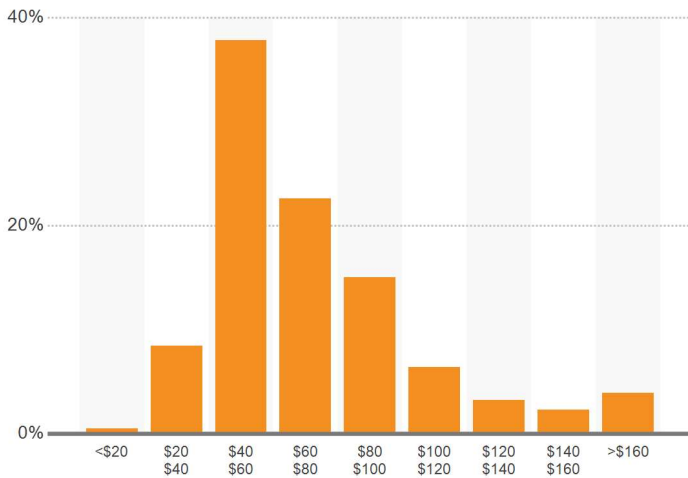
**4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION**



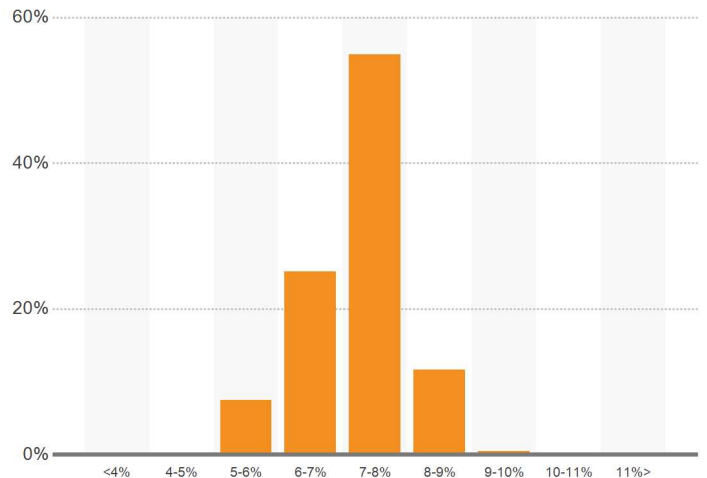
**4-5 STAR MARKET CAP RATE DISTRIBUTION**



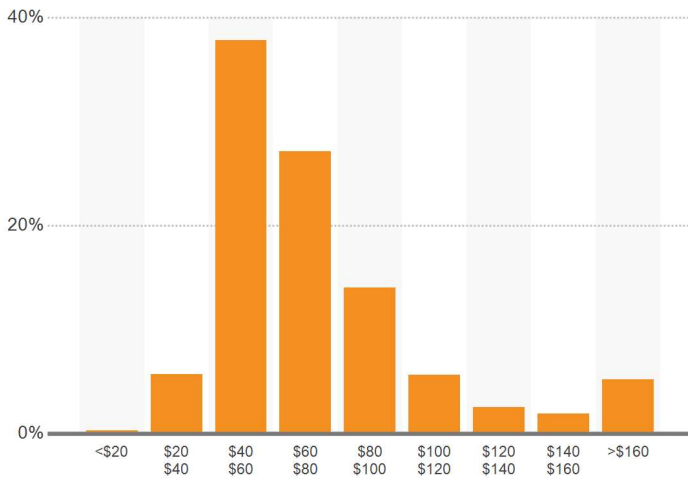
**3 STAR MARKET SALE PRICE PER SF DISTRIBUTION**



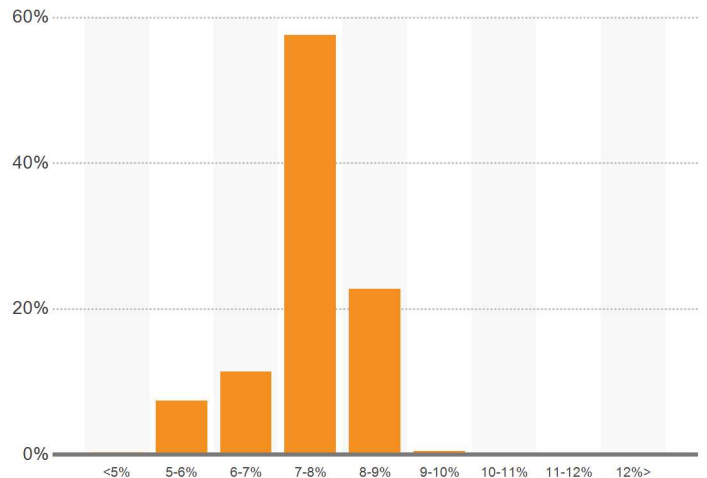
**3 STAR MARKET CAP RATE DISTRIBUTION**



**1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION**

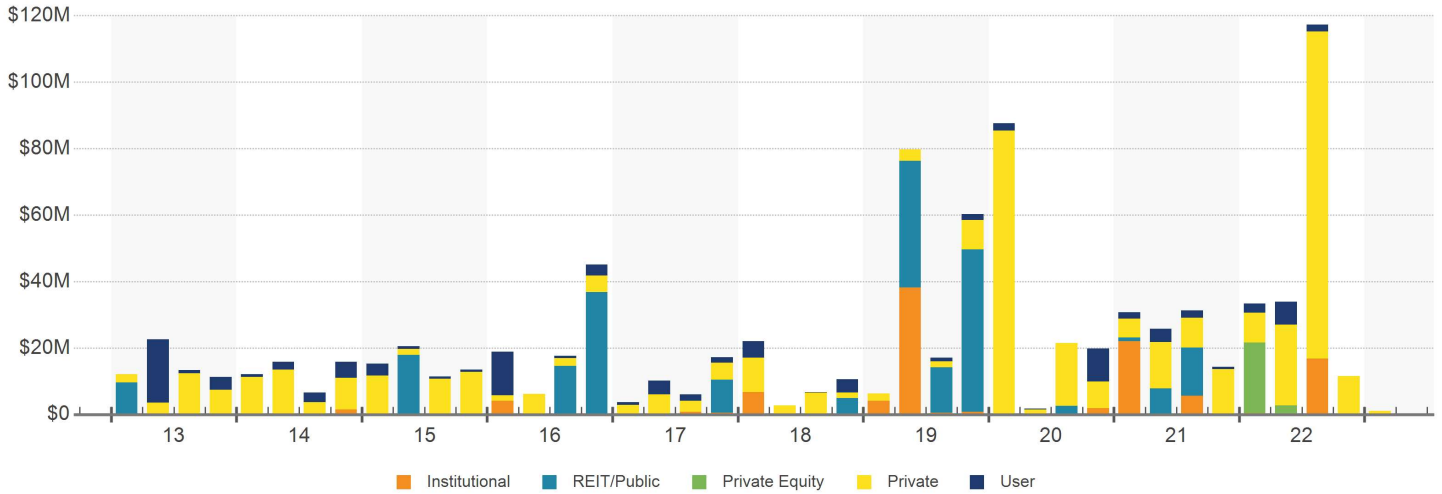


**1-2 STAR MARKET CAP RATE DISTRIBUTION**

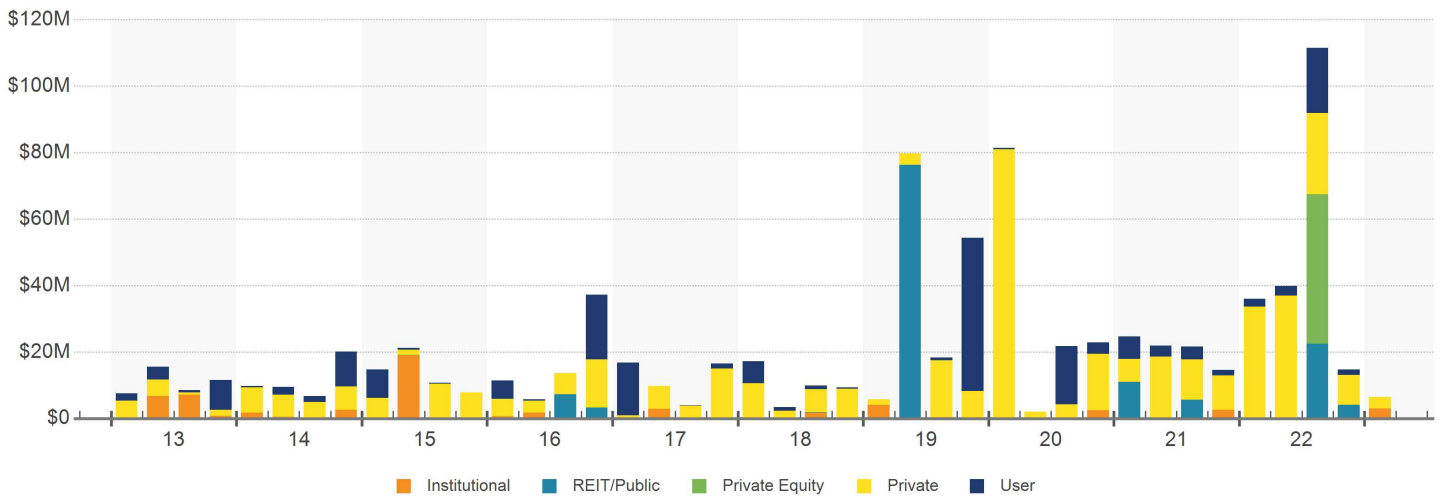


# Buying & Selling By Owner Type

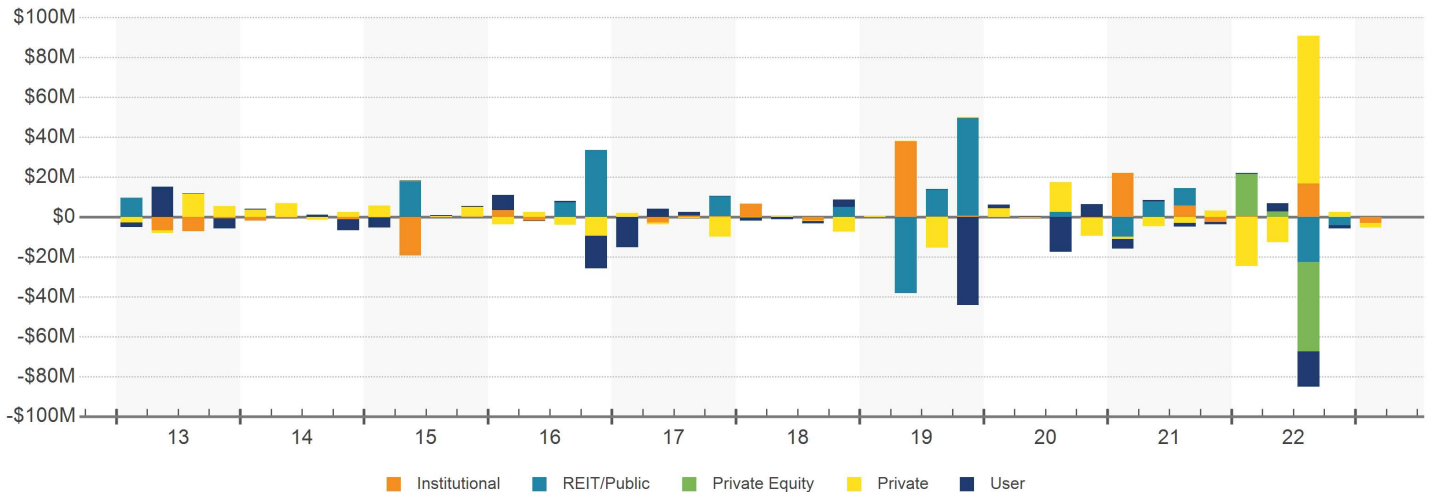
## SALES VOLUME BY BUYER TYPE



## SALES VOLUME BY SELLER TYPE

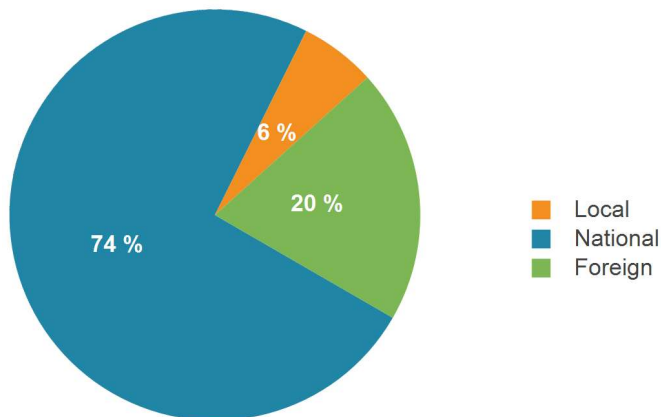


## NET BUYING & SELLING BY OWNER TYPE

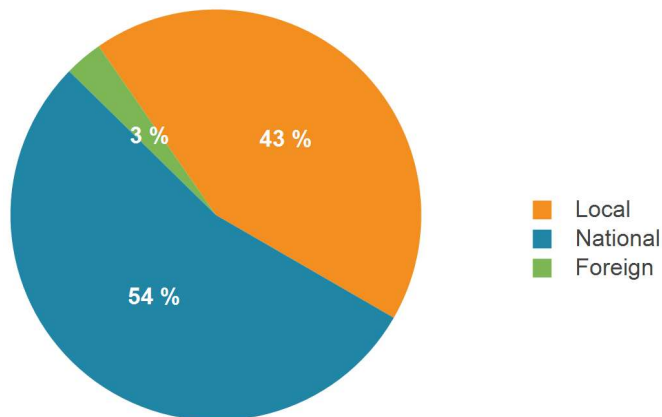


# Investment Trends By Buyer & Seller Origin

SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS



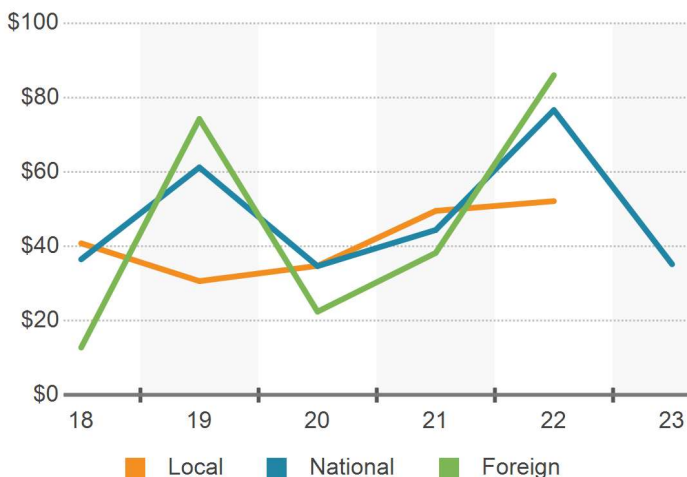
ASSET VALUE BY OWNER ORIGIN



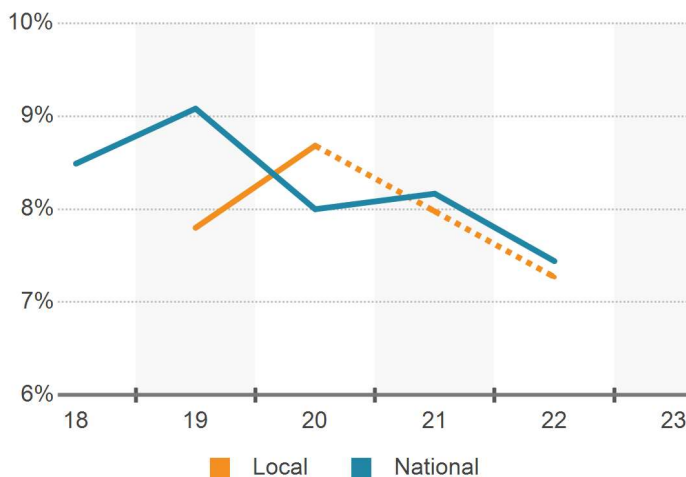
SALES VOLUME BY OWNER ORIGIN

Year	Total			Local			National			Foreign		
	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans		
YTD	\$13.1M	-	\$1.1M	-\$1.1M	\$5.1M	\$10.8M	-\$5.7M	\$0	-	\$0		
2022	\$270.2M	\$20.2M	\$43.9M	-\$23.8M	\$198.9M	\$202.1M	-\$3.2M	\$46.8M	\$23.4M	\$23.4M		
2021	\$146.7M	\$36.6M	\$34.7M	\$1.9M	\$79.4M	\$110.7M	-\$31.3M	\$27.8M	\$267.2K	\$27.5M		
2020	\$156.3M	\$18.2M	\$25M	-\$6.8M	\$126.8M	\$130.5M	-\$3.7M	\$6.4M	\$604.2K	\$5.8M		
2019	\$189.9M	\$16.2M	\$34.6M	-\$18.4M	\$130M	\$117.8M	\$12.2M	\$38.5M	\$34.3M	\$4.3M		
2018	\$75.2M	\$12.1M	\$18.6M	-\$6.5M	\$50.7M	\$49.1M	\$1.6M	\$8.7M	\$4.6M	\$4.1M		
2017	\$70.3M	\$15.3M	\$13.3M	\$2M	\$49.5M	\$52.5M	-\$3M	\$0	\$1.2M	-\$1.2M		
2016	\$98.4M	\$10.8M	\$19.3M	-\$8.5M	\$84.2M	\$79M	\$5.2M	-	\$77.6K	-\$77.6K		
2015	\$68.2M	\$18.5M	\$20.6M	-\$2.1M	\$49.5M	\$29.5M	\$20M	-	\$18.1M	-\$18.1M		
2014	\$58.3M	\$23.4M	\$19.9M	\$3.5M	\$34.8M	\$35.9M	-\$1M	-	\$2.5M	-\$2.5M		
2013	\$66.1M	\$23.5M	\$15.7M	\$7.9M	\$41.6M	\$50.2M	-\$8.7M	\$235K	\$225K	\$10K		

SALE PRICE PER SF BY BUYER ORIGIN



CAP RATE BY BUYER ORIGIN



# Submarket Sales Trends

Columbia Industrial

## SUBMARKET SALES TRANSACTIONS PAST 12 MONTHS

Submarket Name	Sales Volume	Transactions	Transacted SF	Avg SF	Mkt Cap Rate	Mkt Sale Price/SF
Cayce/West Columbia	\$136,449,226	27	1,772,222	65,638	7.2%	\$64
Northeast Columbia	\$56,451,167	18	723,408	40,189	6.7%	\$62
Southeast Columbia	\$15,267,000	16	277,748	17,359	7.1%	\$60
Lexington	\$9,615,000	15	193,365	12,891	7.0%	\$65
St Andrews	\$7,457,200	10	110,732	11,073	7.0%	\$75
North Columbia	\$7,274,623	12	166,698	13,892	7.0%	\$61
Kershaw County	\$6,094,000	10	549,757	54,976	6.9%	\$53
Dutch Fork/Irmo	\$5,193,000	8	67,610	8,451	7.2%	\$86
Forest Acres	\$2,300,000	9	42,779	4,753	7.3%	\$72
CBD	\$2,050,000	2	52,000	26,000	7.3%	\$65
Saluda County	\$650,000	2	8,092	4,046	5.8%	\$40
Outlying Lexington County	\$350,000	2	64,764	32,382	7.1%	\$58
Fairfield County	-	1	110,000	110,000	6.6%	\$50



### 4400 12th Street Ext [↻](#)

★★★★★

Saxe Gotha Industrial Park • Cayce/West Columbia Submarket • West Columbia, SC 29172

Sale Date	Jul 2022	Buyer	Ponte Gadea USA, Inc. (USA)
Sale Price	\$90M (\$89/SF)	Seller	Ocean West Capital Partn... (USA) +2
Leased	100%	Broker	Eastdil Secured, LLC
Hold Period	8 Months	Sale Type	Investment
RBA	1,016,148 SF	Sale Cond	Bulk/Portfolio Sale
Year Built	2011		



### 1091 Carolina Pines Dr [↻](#)

★★★★★

Northeast Columbia Submarket • Blythewood, SC 29016

Sale Date	Sep 2022	Buyer	Angelo Gordon (USA)
Sale Price	\$32.8M (\$93/SF)	Seller	Intertape Polymer Group (USA)
Cap Rate	6.9% (Pro Forma)	Sale Type	Investment
Leased	100%	Sale Cond	Sale Leaseback,Bulk/Portfolio Sale
Hold Period	111 Months		
RBA	350,563 SF		
Year Built	1999		



### 7499 Parklane Rd • Parklane Centre [↻](#)

★★★★★

Parklane Centre • Columbia, SC 29223

Sale Date	Apr 2022	Buyer	West Valley Investment G... (USA)
Sale Price	\$6.6M (\$137/SF)	Broker	CBRE
Cap Rate	7.0% (Actual)	Seller	Nelson Mullins (USA)
Leased	100%	Sale Type	Investment
Hold Period	39 Months		
RBA	47,810 SF		
Year Built	1988		



### 107 Mcqueen St [↻](#)

★★★★★

Cayce/West Columbia Submarket • West Columbia, SC 29172

Sale Date	Jun 2022	Buyer	Brabham Oil Company, Inc (USA)
Sale Price	\$6.4M (\$35/SF)	Seller	Andrew F. Davis (USA)
Cap Rate	6.0% (Actual)	Broker	Trinity Partners
Leased	100%	Sale Type	Investment
Hold Period	102 Months		
RBA	181,041 SF		
Year Built	1978		



### 1801 Dixiana Rd [↻](#)

★★★★★

Cayce/West Columbia Submarket • West Columbia, SC 29172

Sale Date	Aug 2022	Buyer	Dave H Davis (USA)
Sale Price	\$4.8M (\$127/SF)	Seller	Churchill Capital Compan... (USA)
Leased	100%	Broker	Sands Investment Group, NC
Hold Period	175 Months	Sale Type	Investment
RBA	37,500 SF		
Year Built	2008		





### 121 S Woodside Pky • Mac Papers [↻](#)



Cayce/West Columbia Submarket • West Columbia, SC 29170

Sale Date	Oct 2022	Buyer	Bluerock (USA)
Sale Price	\$4.1M (\$74/SF)	Seller	Spirit Realty Capital, Inc. (USA)
Cap Rate	5.1% (Actual)	Broker	Stream Capital Partners
Leased	100%	Sale Type	Investment
Hold Period	26 Months	Sale Cond	Investment Triple Net,Bulk/Portfolio Sale
RBA	55,134 SF		



### 400 Northeast Dr [↻](#)



20/21 Business Center • Columbia, SC 29203

Sale Date	Jun 2022	Buyer	CB Equities Partners (USA)
Sale Price	\$3.8M (\$83/SF)	Seller	Arsalan Gozini (USA)
Cap Rate	7.4% (Actual)	Broker	CBRE
Leased	86%	Sale Type	Investment
Hold Period	1 Month		
RBA	46,193 SF		
Year Built	1990		



### 1351 Key Rd [↻](#)



Southeast Columbia Submarket • Columbia, SC 29201

Sale Date	Feb 2023	Seller	Hayes Crossing Investme... (USA)
Sale Price	\$3.8M (\$84/SF)	Broker	Trinity Partners
Leased	0%	Sale Type	Investment
Hold Period	20+ Years		
RBA	45,000 SF		
Year Built	1970		



### 307-319 Little Chris Ln • Warehouses at State Farmers... [↻](#)



SC State Farmers Mkt • Cayce/West Columbia Submarket • West Columbia, SC 29172

Sale Date	May 2022	Buyer	268 Sam Koon, LLC (USA)
Sale Price	\$3.5M (\$59/SF)	Seller	Farmers Market Propertie... (USA)
Leased	100%	Broker	Trinity Partners
Hold Period	148 Months	Sale Type	Investment
RBA	59,400 SF		
Year Built	2010		



### 2219 Fish Hatchery Ln [↻](#)



Cayce/West Columbia Submarket • West Columbia, SC 29172

Sale Date	Aug 2022	Buyer	Cantey Technology (USA)
Sale Price	\$3.5M (\$57/SF)	Seller	Edward E Forbes (USA)
Leased	100%	Sale Type	Owner User
Hold Period	118 Months		
RBA	61,000 SF		
Year Built	2000		



### 6904 N Main St [↻](#)

★★★★★

20/21 Business Center • Columbia, SC 29203

Sale Date	Jun 2022	Buyer	CB Equities Partners (USA)
Sale Price	\$3.1M (\$83/SF)	Seller	Arsalan Gozini (USA)
Cap Rate	7.4% (Actual)	Broker	CBRE
Leased	100%	Sale Type	Investment
Hold Period	1 Month		
RBA	37,394 SF		
Year Built	1987		



### 103 Vantage Point Dr • Nelson Mullin [↻](#)

★★★★★

Overlook Business Park • Cayce/West Columbia Submarket • West Columbia, SC 29172

Sale Date	Feb 2023	Seller	Farallon Capital Manage... (USA)
Sale Price	\$3M (\$75/SF)	Broker	NAI Earle Furman LLC
Cap Rate	5.7% (Actual)	Sale Type	Investment
Leased	100%	Sale Cond	Investment Triple Net
Hold Period	26 Months		
RBA	40,000 SF		
Year Built	1997 (Renov 2007)		



### 120 Glassmaster Rd • Plant 1 [↻](#)

★★★★★

Lexington Submarket • Lexington, SC 29072

Sale Date	Mar 2022	Buyer	SORINEX (USA)
Sale Price	\$2.7M (\$28/SF)	Broker	Wilson Kibler
Leased	100%	Seller	Southwood Development... (USA)
Hold Period	10 Months	Broker	Trinity Partners
RBA	96,277 SF	Sale Type	Owner User
Year Built	1965		



### 1261 1st St S [↻](#)

★★★★★

Columbia, SC 29209

Sale Date	Jul 2022	Buyer	Joel Schapira (USA)
Sale Price	\$2.7M (\$97/SF)	Broker	Lyons Industrial Properties
Leased	100%	Seller	Delaney Properties LLC (USA)
Hold Period	20+ Years	Broker	Whiteside Properties
RBA	28,000 SF	Sale Type	Owner User
Year Built	1999		



### 2610 Augusta Rd [↻](#)

★★★★★

Cayce/West Columbia Submarket • West Columbia, SC 29169

Sale Date	Jun 2022	Buyer	Tempus Realty Partners (USA)
Sale Price	\$2.7M (\$72/SF)	Seller	W. W. Williams Co. (USA)
Cap Rate	6.0% (Actual)	Broker	Marcus & Millichap
Leased	100%	Sale Type	Investment
Hold Period	20+ Years	Sale Cond	Investment Triple Net, Bulk/Portfolio Sale
RBA	37,906 SF		
Year Built	1963 (Renov 1980)		





### 3348 Platt Springs Rd [↻](#)

★★★★★

Cayce/West Columbia Submarket • West Columbia, SC 29170

Sale Date	Feb 2023	Buyer	MTV Properties, LLC (USA)
Sale Price	\$2.3M (\$74/SF)	Seller	Sturgis Realty Ltd (USA)
Leased	100%	Broker	Colliers International
Hold Period	229 Months	Sale Type	Investment
RBA	31,000 SF		
Year Built	2004		



### 15 Mesa Ln [↻](#)

★★★★★

Kershaw County Submarket • Lugoff, SC 29078

Sale Date	May 2022	Buyer	Regus (USA)
Sale Price	\$2.1M (\$43/SF)	Seller	Kershaw County Planning... (USA)
Leased	100%	Sale Type	Investment
Hold Period	52 Months		
RBA	50,000 SF		
Year Built	2018		



### 185 W Jones Ln [↻](#)

★★★★★

Kershaw County Submarket • Lugoff, SC 29078

Sale Date	Feb 2022	Buyer	Pierce Hardy Limited Part... (USA)
Sale Price	\$2M (\$22/SF)	Seller	Davis Printing Co Inc (USA)
Leased	100%	Broker	Wilson Kibler
Hold Period	20+ Years	Sale Type	Investment
RBA	89,366 SF		
Year Built	1974		



### 47-49 Palmetto Ct [↻](#)

★★★★★

Cayce/West Columbia Submarket • Gaston, SC 29053

Sale Date	Oct 2022	Buyer	EquipmentShare (USA)
Sale Price	\$1.9M (\$104/SF)	Seller	Waste Management (USA)
Leased	100%	Broker	Lee & Associates
Hold Period	20+ Years	Sale Type	Owner User
RBA	18,528 SF		
Year Built	1999		



### 4668 Augusta Rd [↻](#)

★★★★★

Lexington, SC 29073

Sale Date	Sep 2022	Buyer	Lexington Augusta RD LLC (USA)
Sale Price	\$1.9M (\$79/SF)	Broker	JLL
Leased	100%	Seller	Berryhill Road LLC (USA)
Hold Period	31 Months	Broker	Trinity Partners
RBA	23,400 SF	Sale Type	Owner User
Year Built	1986		

## TOP OWNERS

Company Name	Owned SF	Owned Props	Avg SF	12 Mo Bought	12 Mo Sold	12 Mo Net Trans
Weston, Inc.	2,816,299	25	112,652	\$1,050,818	-	\$1,050,818
STAG Industrial, Inc.	1,813,628	8	226,704	-	-	-
Target Corporation	1,769,039	1	1,769,039	-	-	-
Michelin North America Inc	1,228,104	2	614,052	-	-	-
Realty Income Corporation	1,042,100	3	347,367	-	\$90,000,000	-\$90,000,000
Ponte Gadea	1,016,148	1	1,016,148	\$90,000,000	-	\$90,000,000
Mark Anthony Brewing Inc	900,000	1	900,000	-	-	-
County Of Lexington South Carolina	825,000	1	825,000	-	-	-
Jushi USA Fiberglass	782,751	2	391,376	-	-	-
W.P. Carey Inc.	718,640	4	179,660	-	-	-
EQT AB	660,200	1	660,200	-	-	-
SearchTec	615,000	2	307,500	-	-	-
Ahlstrom Nonwovens LLC	574,101	1	574,101	-	-	-
Owen Electric Cooperative, Inc.	540,363	1	540,363	-	-	-
US Foods, Inc.	504,627	1	504,627	-	-	-
Richtex Corporation	501,614	1	501,614	-	-	-
Berkshire Hathaway Inc.	500,000	1	500,000	-	-	-
Lexington County Building Permits	473,000	1	473,000	-	-	-
Collett & Associates	470,000	1	470,000	-	-	-
Under Par Group LLC	464,840	1	464,840	-	-	-
Thomas Buxton	458,050	4	114,513	-	-	-
AT&T, Inc.	432,223	7	61,746	-	-	-
Jarden	428,439	2	214,220	-	-	-
United States Postal Service	408,161	1	408,161	-	-	-
Cohn Corporation	400,145	25	16,006	\$2,655,000	-	\$2,655,000
Do it Best Corp.	377,641	1	377,641	-	-	-
CAHEC Management, Inc.	363,660	8	45,458	-	-	-
Koch	351,371	1	351,371	-	-	-
Angelo Gordon	350,563	1	350,563	\$32,770,163	-	\$32,770,163
Sysco Corporation	345,476	1	345,476	-	-	-
Republic National Distributing Company	336,000	1	336,000	-	-	-
Kahn Development Company	334,520	9	37,169	-	-	-
Thomas Brian Henderson	325,344	1	325,344	-	-	-
Henry Allman	318,350	1	318,350	-	-	-
Carolina Plating & Stamping	300,673	2	150,337	-	-	-
Southern Glazer's Wine and Spirits, L...	297,892	1	297,892	-	-	-
Brabham Oil Company, Inc	291,041	2	145,521	\$6,375,000	-	\$6,375,000
Blanchard Machinery Company	285,665	4	71,416	-	-	-
Palmetto State Armory	285,000	1	285,000	-	-	-
Childress Klein	268,600	1	268,600	-	-	-
International Process Plants	268,000	1	268,000	-	-	-
Breakthru Beverage Group	261,096	1	261,096	-	-	-

## TOP BUYERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Ponte Gadea	\$90,000,000	1	1,016,148	1,016,148	-	\$89
Angelo Gordon	\$32,770,163	1	350,563	350,563	-	\$93
CB Equities Partners	\$8,173,204	3	98,386	32,795	-	\$83
West Valley Investment Group	\$6,550,000	1	47,810	47,810	7.0%	\$137
Brabham Oil Company, Inc	\$6,375,000	1	181,041	181,041	6.0%	\$35
Dave H Davis	\$4,750,000	1	37,500	37,500	-	\$127
Bluerock	\$4,100,685	1	55,134	55,134	-	\$74
Cantey Technology	\$3,500,000	1	61,000	61,000	-	\$57
SORINEX	\$2,725,000	1	96,277	96,277	-	\$28
Joel Schapira	\$2,715,000	1	28,000	28,000	-	\$97
Tempus Realty Partners	\$2,714,286	1	37,906	37,906	-	\$72
Cohn Corporation	\$2,655,000	2	44,800	22,400	7.0%	\$59
MTV Properties, LLC	\$2,300,000	1	31,000	31,000	-	\$74
IWG	\$2,134,000	1	50,000	50,000	-	\$43
Jordan A B Iii/carleene M	\$2,000,000	2	21,363	10,682	-	\$94
EquipmentShare	\$1,934,050	1	18,528	18,528	-	\$104
Cason Development Group	\$1,825,000	1	32,224	32,224	-	\$57
Bates Family Investments LLC	\$1,650,000	1	17,970	17,970	-	\$92
Gerald Timothy Corbey III	\$1,525,000	1	51,560	51,560	8.6%	\$30
Paroma Holdings LLC	\$1,500,000	1	10,466	10,466	-	\$143
Realty Value Partners LLC	\$1,400,000	1	9,800	9,800	-	\$143
Frank Cason	\$1,350,000	1	20,395	20,395	5.2%	\$66
Dial Real Estate LLC	\$1,300,000	1	20,000	20,000	-	\$65
Karl Peters	\$1,150,000	1	6,812	6,812	-	\$169
Three C's Commerce Center LLC	\$1,112,125	1	20,342	20,342	-	\$55
Weston, Inc.	\$1,050,818	1	9,455	9,455	-	\$111
Babcock Center	\$950,000	1	10,200	10,200	-	\$93
Millrace Development LLC	\$923,595	1	21,624	21,624	-	\$43
Hood Construction Company, Inc	\$917,000	1	15,300	15,300	-	\$60
Robert E Mason & Associates Inc	\$900,000	1	12,370	12,370	-	\$73
Gas and supply - Newberry	\$895,000	1	9,082	9,082	-	\$99
South Carolina Department Of Transportation	\$840,000	1	5,000	5,000	-	\$168
Talfourd H Kemper	\$835,000	1	9,375	9,375	-	\$89
Rauch James	\$830,000	1	15,560	15,560	-	\$53
1319 Savannah Highway Llc	\$825,000	1	15,000	15,000	-	\$55
Gross Shuman P.C. Attorneys at Law	\$800,000	1	11,317	11,317	7.3%	\$71
JOLY Holdings, LLC	\$750,000	1	12,600	12,600	-	\$60
Reece Group	\$750,000	1	9,134	9,134	-	\$82
SARA THOMAS	\$750,000	1	32,000	32,000	-	\$23
Commercial Properties of SC, LLC	\$686,500	1	6,621	6,621	3.8%	\$104
R & D Properties of SC LLC	\$686,500	1	6,621	6,621	3.8%	\$104
Amj Roofing Inc	\$671,000	1	7,200	7,200	-	\$93



## TOP SELLERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Intertape Polymer Group	\$32,770,163	1	350,563	350,563	-	\$93
Ocean West Capital Partners	\$30,000,000	1	338,716	338,716	-	\$89
Realty Income Corporation	\$30,000,000	1	338,716	338,716	-	\$89
Tiger Alternative Investors	\$30,000,000	1	338,716	338,716	-	\$89
Arsalan Gozini	\$8,173,204	3	98,386	32,795	-	\$83
Nelson Mullins	\$6,550,000	1	47,810	47,810	7.0%	\$137
Andrew F. Davis	\$6,375,000	1	181,041	181,041	6.0%	\$35
Michael E. Duffy	\$6,270,000	6	111,549	18,592	-	\$56
Churchill Capital Company, LLC	\$4,750,000	1	37,500	37,500	-	\$127
Spirit Realty Capital, Inc.	\$4,100,685	1	55,134	55,134	-	\$74
Edward E Forbes	\$3,500,000	1	61,000	61,000	-	\$57
Farmers Market Properties Llc	\$3,500,000	1	59,400	59,400	-	\$59
Farallon Capital Management, L.L.C.	\$3,000,000	1	40,000	40,000	5.7%	\$75
Southwood Development Company, LLC.	\$2,725,000	1	96,277	96,277	-	\$28
Delaney Properties LLC	\$2,715,000	1	28,000	28,000	-	\$97
W. W. Williams Co.	\$2,714,286	1	37,906	37,906	-	\$72
Sturgis Realty Ltd	\$2,300,000	1	31,000	31,000	-	\$74
Kershaw County Planning & Zoning	\$2,134,000	1	50,000	50,000	-	\$43
Davis Printing Co Inc	\$2,000,000	1	89,366	89,366	-	\$22
Hood Samuel M	\$2,000,000	2	21,363	10,682	-	\$94
Waste Management, Inc.	\$1,934,050	1	18,528	18,528	-	\$104
Berryhill Road LLC	\$1,850,000	1	23,400	23,400	-	\$79
Alvin Strasburger	\$1,825,000	1	32,224	32,224	-	\$57
411 Huger Street Llc	\$1,675,000	3	58,139	19,380	-	\$29
Pucci Enterprises, LLC	\$1,650,000	1	17,970	17,970	-	\$92
Edens & Avant Properties LP	\$1,605,000	1	19,800	19,800	7.0%	\$81
W. Coley Brown	\$1,525,000	1	51,560	51,560	8.6%	\$30
Eugene Crook	\$1,500,000	1	10,466	10,466	-	\$143
Choctaw Properties Llc	\$1,400,000	1	9,800	9,800	-	\$143
Robert and Donna Crouch	\$1,373,000	1	13,242	13,242	7.5%	\$104
5362 Sunset Llc	\$1,350,000	1	20,395	20,395	5.2%	\$66
The Culbertson Company	\$1,300,000	1	20,000	20,000	-	\$65
Magnolia Court Guest Suites LI	\$1,225,000	1	14,832	14,832	-	\$83
EMB LLC	\$1,150,000	1	6,812	6,812	-	\$169
Devonshire Lane Llc	\$1,112,125	1	20,342	20,342	-	\$55
James C Judy	\$1,050,818	1	9,455	9,455	-	\$111
Commercial Properties of SC, LLC	\$1,050,000	1	25,000	25,000	-	\$42
Steve Cushman	\$1,000,000	1	22,000	22,000	11.0%	\$45
Pyramid Contracting	\$950,000	1	10,200	10,200	-	\$93
US Patriot	\$950,000	1	16,070	16,070	-	\$59
Russell Barringer	\$923,595	1	21,624	21,624	-	\$43
Fletcher Yielding	\$917,000	1	15,300	15,300	-	\$60

## TOP BROKERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Eastdil Secured, LLC	\$90,000,000	1	1,016,148	1,016,148	-	\$89
Trinity Capital Advisors LLC	\$27,101,500	17	634,882	37,346	7.2%	\$43
Wilson Kibler	\$15,530,000	15	378,532	25,235	-	\$41
CBRE	\$15,358,204	7	238,783	34,112	7.0%	\$64
NAI Global	\$7,292,500	7	99,509	14,216	5.5%	\$73
Colliers	\$7,142,943	6	100,511	16,752	7.0%	\$71
Sands Investment Group	\$5,550,000	2	48,817	24,409	7.3%	\$114
Whiteside Properties	\$4,562,190	3	71,248	23,749	-	\$64
Lee & Associates	\$4,484,175	4	112,112	28,028	7.5%	\$40
Stream Capital Partners	\$4,100,685	1	55,134	55,134	-	\$74
Real Estate Partners	\$2,800,000	2	19,600	9,800	-	\$143
CORFAC International Inc.	\$2,715,000	1	28,000	28,000	-	\$97
Marcus & Millichap	\$2,714,286	1	37,906	37,906	-	\$72
Edwin Hunter & Associates	\$2,000,000	2	21,363	10,682	-	\$94
JLL	\$1,850,000	1	23,400	23,400	-	\$79
Anywhere Real Estate Inc.	\$1,670,000	5	51,324	10,265	-	\$33
ERA Wilder Realty	\$1,660,000	3	43,495	14,498	-	\$38
DeWees Real Estate Group	\$1,515,000	2	22,795	11,398	5.2%	\$66
Southern Visions Real Estate	\$1,342,000	2	14,400	7,200	-	\$93
ROI Commercial	\$1,070,000	2	16,104	8,052	-	\$66
Fortis Net Lease	\$1,000,000	1	22,000	22,000	11.0%	\$45
The Litchfield Company	\$612,500	1	8,500	8,500	-	\$72
eXp Realty	\$578,110	1	13,000	13,000	-	\$44
Lake Homes Realty	\$500,000	1	7,000	7,000	-	\$71
Keller Williams Realty, Inc	\$380,000	1	5,000	5,000	-	\$76
KDS Commercial Properties, LLC	\$325,000	1	21,642	21,642	-	\$15
Devine Real Estate Group	\$280,000	1	4,800	4,800	4.3%	\$58
Olivia Cooley Real Estate	\$280,000	1	3,500	3,500	-	\$80
Macs Real Estate Services	\$150,000	1	1,092	1,092	-	\$137
Murphy Business & Financial - Carolinas	-	1	5,225	5,225	-	-
Stream Realty Partners, LP	-	2	300,673	150,337	-	-
William Durham Company LLC	-	1	6,000	6,000	-	-

### OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$70.04	249	7.2%
2026	-	-	-	-	-	-	\$69.70	247	7.2%
2025	-	-	-	-	-	-	\$68.87	244	7.2%
2024	-	-	-	-	-	-	\$67.33	239	7.2%
2023	-	-	-	-	-	-	\$64.72	230	7.1%
YTD	12	\$13.1M	0.5%	\$1,640,625	\$53.17	5.7%	\$61.51	218	7.0%
2022	132	\$266.8M	5.8%	\$2,300,351	\$72.98	7.1%	\$60.35	214	7.0%
2021	100	\$146.7M	7.7%	\$1,705,878	\$43.62	8.2%	\$54	192	7.1%
2020	129	\$156.3M	7.0%	\$1,578,833	\$33.75	8.2%	\$48.06	171	7.3%
2019	94	\$189.9M	5.2%	\$2,834,092	\$57.61	9.0%	\$43.26	154	7.6%
2018	82	\$75.2M	3.9%	\$1,156,869	\$30.79	8.5%	\$39.56	140	7.8%
2017	92	\$70.3M	3.7%	\$1,033,975	\$31.80	10.2%	\$37.11	132	7.8%
2016	123	\$98.4M	4.3%	\$1,261,262	\$45.46	8.3%	\$35.39	126	7.9%
2015	76	\$68.2M	3.7%	\$1,136,363	\$29.20	8.5%	\$32.36	115	8.1%
2014	76	\$58.3M	3.7%	\$896,676	\$26.25	9.4%	\$30.12	107	8.4%
2013	97	\$66.1M	6.6%	\$1,049,635	\$20.56	8.5%	\$27.79	99	8.6%
2012	57	\$67.8M	3.1%	\$1,831,420	\$41.46	7.1%	\$26.86	95	8.8%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### SPECIALIZED INDUSTRIAL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$62.39	247	7.1%
2026	-	-	-	-	-	-	\$62.07	246	7.1%
2025	-	-	-	-	-	-	\$61.30	243	7.1%
2024	-	-	-	-	-	-	\$59.88	237	7.0%
2023	-	-	-	-	-	-	\$57.54	228	7.0%
YTD	3	\$4.1M	1.0%	\$2,037,500	\$31.23	-	\$54.69	217	6.9%
2022	16	\$65.4M	3.9%	\$4,362,971	\$71.24	11.0%	\$53.60	212	6.9%
2021	16	\$48.6M	6.4%	\$3,468,487	\$31.59	-	\$48.13	191	6.9%
2020	24	\$75.7M	9.8%	\$3,783,557	\$32.63	6.8%	\$41.55	165	7.2%
2019	14	\$42.3M	3.2%	\$3,841,972	\$56.36	-	\$36.82	146	7.6%
2018	12	\$38M	5.9%	\$3,163,515	\$27.26	-	\$33.75	134	7.8%
2017	17	\$23.3M	3.2%	\$1,793,446	\$32.38	-	\$31.78	126	7.8%
2016	16	\$21.8M	3.9%	\$2,426,722	\$26.64	-	\$31.03	123	7.8%
2015	16	\$26.3M	4.5%	\$2,025,287	\$26.10	8.9%	\$28.27	112	8.0%
2014	17	\$29.5M	4.2%	\$1,843,154	\$30.17	8.6%	\$26.65	106	8.2%
2013	15	\$22.3M	5.1%	\$1,857,382	\$20.04	-	\$24.67	98	8.5%
2012	5	\$1.8M	0.3%	\$438,125	\$35.16	-	\$23.67	94	8.6%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### LOGISTICS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$68.88	245	7.3%
2026	-	-	-	-	-	-	\$68.55	244	7.3%
2025	-	-	-	-	-	-	\$67.77	241	7.2%
2024	-	-	-	-	-	-	\$66.30	236	7.2%
2023	-	-	-	-	-	-	\$63.75	227	7.2%
YTD	4	\$6.5M	0.2%	\$2,175,000	\$74.15	5.7%	\$60.58	215	7.0%
2022	60	\$148.2M	6.1%	\$2,906,486	\$70.46	6.3%	\$59.47	211	7.1%
2021	49	\$64.1M	9.0%	\$1,644,683	\$44.54	7.3%	\$53.35	190	7.1%
2020	54	\$58.9M	5.4%	\$1,309,347	\$29.92	8.8%	\$48.24	171	7.2%
2019	48	\$134.2M	6.8%	\$3,530,345	\$56.96	8.3%	\$43.69	155	7.5%
2018	35	\$26M	2.5%	\$961,396	\$32.05	9.5%	\$39.87	142	7.7%
2017	48	\$35.8M	4.1%	\$943,198	\$28.17	11.1%	\$37.41	133	7.8%
2016	65	\$42.7M	4.4%	\$1,153,547	\$41.97	7.5%	\$35.45	126	7.8%
2015	44	\$36.2M	3.6%	\$977,606	\$30.02	7.6%	\$32.32	115	8.0%
2014	36	\$20.3M	3.3%	\$676,164	\$20.65	8.8%	\$29.97	107	8.3%
2013	56	\$37.9M	8.1%	\$1,053,349	\$19.81	8.5%	\$27.58	98	8.6%
2012	28	\$59.5M	4.7%	\$3,308,150	\$42.26	7.1%	\$26.87	95	8.7%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### FLEX SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$101.28	268	7.6%
2026	-	-	-	-	-	-	\$100.74	267	7.5%
2025	-	-	-	-	-	-	\$99.46	263	7.5%
2024	-	-	-	-	-	-	\$97.16	257	7.5%
2023	-	-	-	-	-	-	\$93.36	247	7.5%
YTD	5	\$2.5M	0.5%	\$841,667	\$89.04	-	\$88.88	235	7.3%
2022	56	\$53.2M	9.9%	\$1,063,309	\$83.85	7.1%	\$87.10	231	7.3%
2021	35	\$34M	5.2%	\$1,030,427	\$88.06	10.0%	\$76.56	203	7.4%
2020	51	\$21.7M	6.1%	\$638,611	\$63.35	8.5%	\$68.05	180	7.6%
2019	32	\$13.5M	3.7%	\$748,299	\$70.57	10.8%	\$61.61	163	7.9%
2018	35	\$11.3M	5.1%	\$433,715	\$46.91	7.5%	\$56.61	150	8.1%
2017	27	\$11.2M	3.7%	\$656,118	\$51.05	8.3%	\$52.63	139	8.2%
2016	42	\$33.9M	5.0%	\$1,058,021	\$103.41	8.7%	\$49.18	130	8.3%
2015	16	\$5.7M	2.4%	\$568,165	\$46.77	10.0%	\$45.75	121	8.5%
2014	23	\$8.5M	3.9%	\$447,817	\$32.62	10.6%	\$42.16	112	8.8%
2013	26	\$5.9M	4.4%	\$394,524	\$31.06	-	\$39.05	103	9.1%
2012	24	\$6.5M	3.5%	\$430,889	\$36.85	-	\$37.05	98	9.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.