



NW Atlanta Market Report

Happy New Year! We hope that 2018 is going to be a great year for you. Below is information regarding the Office Market from Costar for various Submarkets that might interest you.

Cherokee County Submarket

The Cherokee County Submarket represents 536 buildings totaling 3,950,459 SF with 6.1% Vacancy Rate and 1.1% 12-month Rent Growth. The Average Quoted Lease Rate for all Office buildings is \$16.35/SF the Average Price/SF for Sales is \$148.51/SF.

Perspective: We are seeing investors buying offices and renovating them to bring them to current standards. With construction costs high, the market seems to point to re-positioning rather than new construction. Buildings under \$120/SF are good values. The Highway 92 corridor with close proximity to I-575 has growing demand.

Kennesaw / Town Center Submarket

The Kennesaw/Town Center Submarket represents 1,296 buildings totaling 11,950,999 SF with 7.9% Vacancy Rate and 1.5% 12-month Rent Growth. The Average Quoted Lease Rate for all Office Buildings is \$17.37/SF and Average Price/SF for Sales is \$117/SF for buildings that were non-medical.

Perspective: Office demand is high in this area. There is a low supply for smaller spaces. Many multi-tenant office buildings under \$120/SF represent good value for end users as rents increase and construction costs continue to rise.

East Cobb Submarket

The East Cobb Submarket represents 368 buildings totaling 3,419,133 SF with 9.8% Vacancy Rate and 1.6% 12-month Rent Growth. The Average Quoted Lease Rate for all Office buildings is \$17.24/SF and the Average Price/SF for Office Sales is \$107.82/SF.

Perspective: Because this is not a major office market, investors tend to be local owners who want to work close to their homes. Medium sized offices are great investments. Commercial land development is limited in East Cobb. Schools are strong in this market which make it a good place to live and work.

North Fulton / Forsyth County Submarket

The North Fulton / Forsyth County Submarket represents 1,831 buildings totaling 36,818,061 SF with 10.9% vacancy rate and 4.6% 12-month Rent Growth. The Average Quoted Lease Rate for all Office buildings is \$22.13/SF and the Average Price/SF of Office Sales was \$132/SF.

Perspective: New developments on McFarland and Downtown Alpharetta are great amenities for office users. Owning real estate in this market is great for long term wealth building in one of the most stable markets in metro Atlanta due to the strong employment base.

Please let us know if we can help you with solutions, property, or information. With over 50 years of combined team experience, we can serve you with your commercial real estate needs.

Kindest regards,
David Hacker, CCIM
President - Vision Commercial Advisors, Inc.
Phone: (678) 905-6188