

FIGURES | GREENSBORO/WINSTON-SALEM INDUSTRIAL | Q4 2025

Vacancy declines moderately as large expansions fuel positive absorption

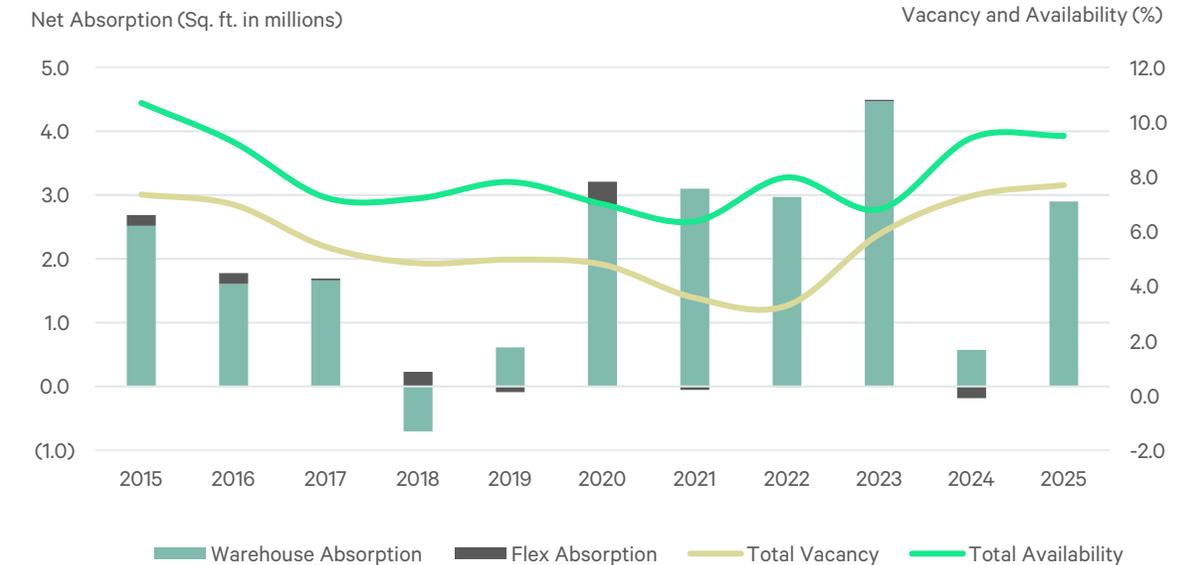


Note: Arrows indicate change from previous quarter.

KEY TAKEAWAYS

- The market posted 886,498 sq. ft. of positive net absorption in Q4, led by major expansions from Lenovo and Ecolab, pushing vacancy down to 7.7%.
- Leasing activity totaled 802,345 sq. ft., with 55.9% concentrated in the PTI Airport submarket. Major transactions included United States Postal Service’s 217,180 sq. ft. renewal and expansion and Wausau Supply Company’s 112,578 sq. ft. new lease.
- Demand remains robust, with tenants actively seeking over 13 million sq. ft., led by the food and beverage, construction, and logistics industries.
- New construction starts totaled 643,852 sq. ft. as 553,852 sq. ft. of warehouse space in Southeast Guilford and 90,000 sq. ft. of flex space in Southeast Forsyth broke ground.
- Sales activity exceeded \$100 million for the second consecutive quarter, led by Nova Capital Partners’ \$20.2 million sale of West Friendly Business Park and Hoffman & Hoffman’s \$23.5 million acquisition of 7915 Triad Center Drive.

FIGURE 1: Historic Supply and Demand



Source: CBRE Research Q4 2025

Market Fundamentals

The market displayed continued stability in Q4. The region recorded 884,498 sq. ft. of positive net absorption, driven in large part by lease expansions. In Southeast Guilford, Lenovo expanded by an additional 320,000 sq. ft. at 6550 Judge Adams Road, and in the PTI Airport submarket, Ecolab moved into the remaining 209,050 sq. ft. at 1101 Gallimore Dairy Road.

Market vacancy decreased 40-basis points (bps) quarter-over-quarter, from 8.1% to 7.7%, and overall availability fell 20 bps, going from 9.7% to 9.5%. After a lull in construction deliveries since Q1, new completions boosted total market inventory by 436,880 sq. ft. this quarter.

Since the start of 2025, Class A vacancy and availability have *decreased* dramatically by 19.7% and 18.7%, respectively. Meanwhile, Class C vacancy and availability have starkly *increased* by 35.2% and 52.5%, respectively. This was caused by flight-to-quality in prime locations, which underscores strong tenant preference in modern facilities.

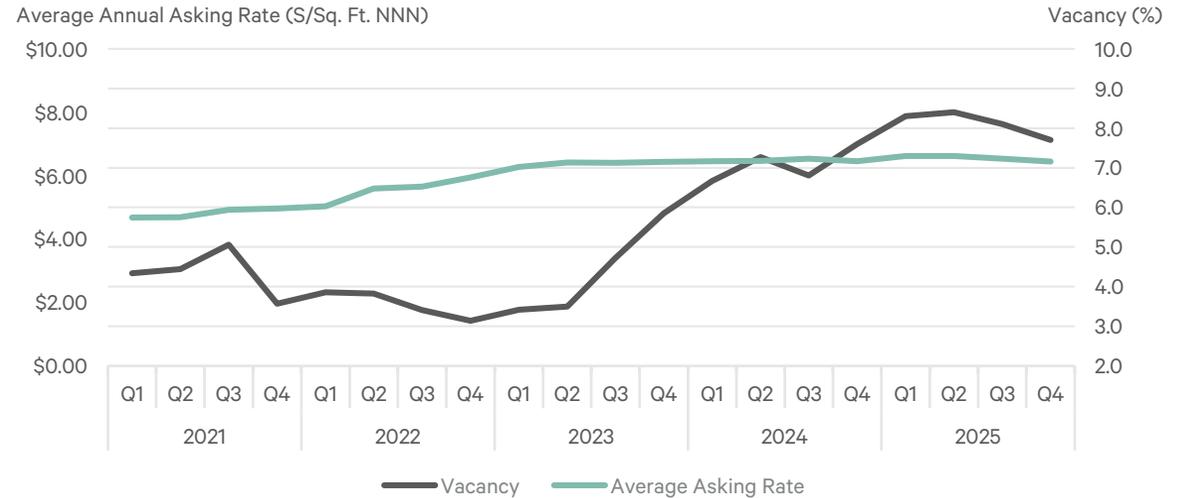
Leasing Trends

Leasing activity for the quarter totaled 802,345 sq. ft., 55.9% of which took place in the PTI Airport submarket. Smaller deals drove the market as 73.3% of deals signed were under 50,000 sq. ft.. Additionally, light manufacturing and flex properties experienced an influx in activity, accounting for 24.8% of all transactions.

The largest transactions of the period were a 217,180 sq. ft. renewal and expansion by the United States Postal Service at 1671 Greenbourne Drive and a 112,578 sq. ft. new lease by Wausau Supply Company at 7901 Indlea Point.

Demand remains steady as tenants in the market currently seek 13.7 million sq. ft.. Food and beverage, construction, and logistics represent the top three tenant industries and seek 42% of the aforementioned total. Warehouse space is the most desired across all tenants in the market and represents 60% of square footage requirements.

FIGURE 2: Vacancy vs. Asking Rates



Source: CBRE Research Q4 2025

FIGURE 3: Notable Q4 2025 Lease Transactions

Tenant	Property	Type	Sq. Ft.	Submarket
United States Postal Service	1671 Greenbourne Drive	Renewal/Expansion	217,180	PTI Airport
Wausau Supply Company	7901 Indlea Point	New	112,578	PTI Airport
Handy Distribution	488 Gallimore Dairy Road	New	46,400	PTI Airport
Ashley Building Products	8016 Thorndike Road	New	34,036	PTI Airport
National AMBUCS	1930 Alleghany Street	New	21,600	High Point/Southwest Guilford

Source: CBRE Research Q4 2025

Development & Investment

Development activity picked up as five projects broke ground: Crow Holdings’ two 211,926 sq. ft. warehouses at Rock Creek Center, Williams Development’s 130,000 sq. ft. warehouse at 5672 Millstream Road, and Front Street Capital’s two 45,000 sq. ft. flex buildings at The Park at 74. Completions totaled 436,880 sq. ft., marking the first deliveries since Q1, bringing the year-to-date total to 2.2 million sq. ft..

Sales activity remained stable in Q4, exceeding \$100 million for the second straight period. While capital is active across the risk profile spectrum, the most aggressive capital allocators continue to target value-add opportunities in light distribution and small-bay industrial space.

Notable transactions include Nova Capital Partners’ disposition of West Friendly Business Park, a flex park in the PTI Airport submarket, for \$20.2 million, or \$155.58 per sq. ft.. Newly delivered 7915 Triad Center Drive also transacted for \$23.5 million, or \$135.62 per sq. ft., and was sold to local HVAC company Hoffman & Hoffman, Inc. as a part of their planned expansion.

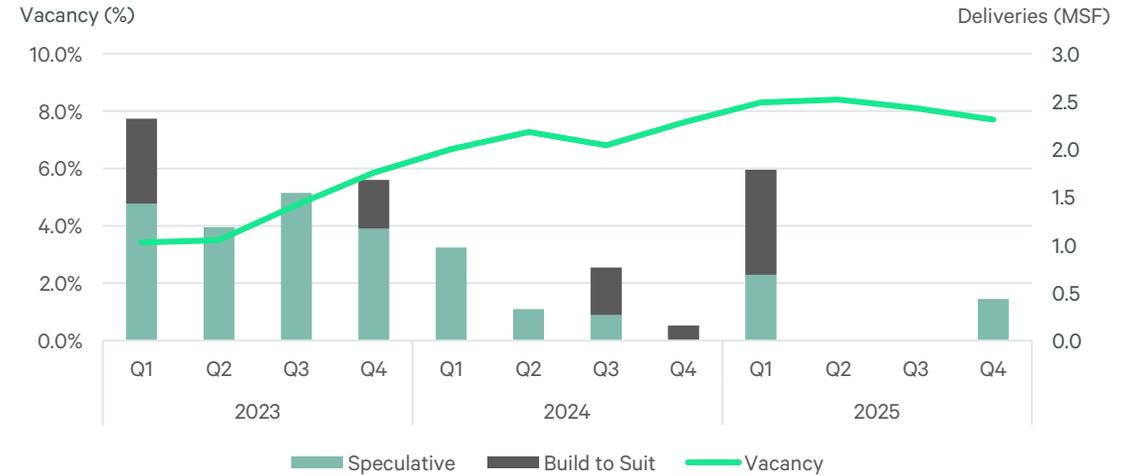
Economic Outlook

Advanced manufacturing will remain in the spotlight in 2026 as major projects announced in 2025 begin to materialize. Workforce development is central to this growth, highlighted by North Carolina A&T’s partnership with JetZero to launch an aeronautical and astronautical engineering program, as well as Guilford Technical Community College’s \$34.6 million aerospace education center now under construction.

In addition to JetZero’s announcement, the market attracted over \$300 million in investments from companies expanding or relocating in 2025, creating hundreds of new manufacturing jobs. The unemployment rate across Triad counties is 4.0%, 50 bps lower than the national average, underscoring the areas economic stability, business confidence, and skilled labor force.

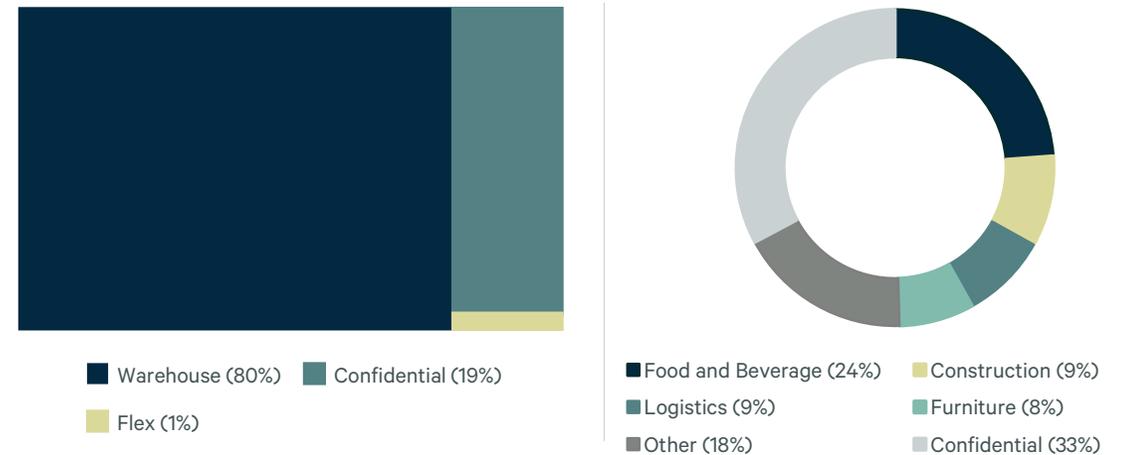
Source: Bureau of Labor and Statistics, November 2025

FIGURE 4: Historic Vacancy and Deliveries



Source: CBRE Research Q4 2025

FIGURE 5: Tenants in the Market by Building Type and Industry

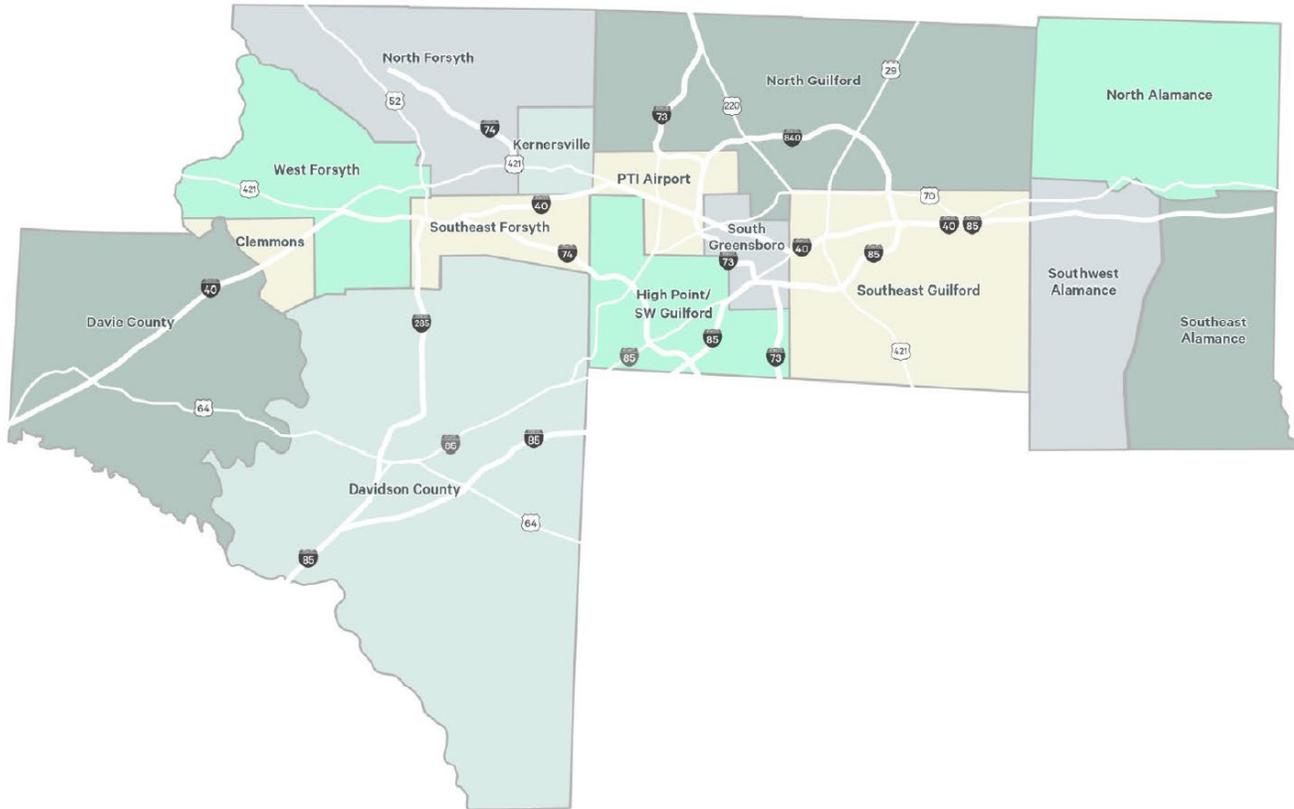


Source: CBRE Research Q4 2025

	TOTAL INVENTORY (Sq. Ft.)			VACANCY (%)			AVAILABILITY (%)			Q4 2025 NET ABSORPTION (Sq. Ft.)			UNDER CONSTRUCTION (Sq. Ft.)			AVG. DIRECT ASKING RATE (NNN per Sq. Ft./Yr)		
	Warehouse	Flex	Total	Warehouse	Flex	Total	Warehouse	Flex	Total	Warehouse	Flex	Total	Warehouse	Flex	Total	Warehouse	Flex	Total
PTI Airport	19,412,444	1,632,921	21,045,365	8.7	5.1	8.4	11.7	5.9	11.3	544,830	-1,230	543,600	-	60,000	60,000	\$7.25	\$11.88	\$7.39
High-Point/SW Guilford	7,689,513	4,09,673	8,099,186	0.9	10.7	1.4	4.1	10.7	4.4	-27,212	-	-27,212	-	-	-	\$5.58	\$10.80	\$6.31
North Alamance	5,958,153	-	5,958,153	4.6	-	4.6	4.6	-	4.6	118,734	-	118,734	-	-	-	\$4.40	\$0.00	\$4.40
North Guilford	7,463,883	344,006	7,807,889	1.6	20.9	2.4	1.6	20.9	2.4	-	-7,100	-7,100	-	-	-	\$5.04	\$11.03	\$7.34
South Greensboro	6,087,920	1,619,295	7,707,215	9.0	7.9	8.7	10.3	8.4	9.9	54,100	-10,448	43,652	643,000	-	643,000	\$7.65	\$10.13	\$8.05
Southeast Alamance	6,722,130	-	6,722,130	24.5	-	24.5	26.5	-	26.5	134,336	-	134,336	-	-	-	\$6.93	-	\$6.93
Southeast Guilford	7,982,878	234,047	8,216,925	5.6	-	5.4	5.6	-	5.5	320,000	5,000	325,000	657,852	-	657,852	\$7.67	-	\$7.67
Southwest Alamance	5,607,099	-	5,607,099	12.9	-	12.9	17.4	-	17.4	16,290	-	16,290	-	-	-	\$5.29	-	\$5.29
Greensboro Totals	66,924,020	4,239,942	71,163,962	8.2	7.7	8.2	10.2	8.2	10.1	1,161,078	-13,778	1,147,300	1,300,852	60,000	1,360,852	\$6.72	\$10.82	\$6.91
Clemmons	477,159	-	477,159	10.5	-	10.5	10.5	-	10.5	-	-	-	-	-	-	\$6.50	-	\$6.50
Davidson County	25,496,451	-	25,496,451	6.0	-	6.0	7.2	-	7.1	-166,000	-	-166,000	-	-	-	\$4.65	-	\$4.65
Davie County	8,551,384	-	8,551,384	7.9	-	7.9	7.9	-	7.9	-108,960	-	-108,960	-	-	-	\$6.07	-	\$6.07
Kernersville	3,999,955	612,010	4,611,965	1.3	9.2	2.4	2.5	9.2	3.4	10,169	-5,841	4,328	-	-	-	\$9.23	\$11.65	\$10.15
North Forsyth	7,190,075	712,333	7,902,408	7.8	7.4	7.8	11.2	10.0	11.1	19,446	-9,616	9,830	-	-	-	\$5.88	\$11.66	\$6.31
Southeast Forsyth	7,167,564	78,178	7,245,742	1.9	-	1.8	2.7	-	2.6	-	-	-	300,000	90,000	390,000	\$4.52	-	\$4.52
West Forsyth	5,365,113	293,291	5,658,404	20.8	17.6	20.6	27.9	17.6	27.4	-	-	-	-	-	-	\$5.89	\$9.50	\$6.01
Winston-Salem Totals	58,247,701	1,695,812	59,943,513	7.1	9.5	7.1	8.8	10.6	8.9	-245,345	-15,457	-260,802	300,000	90,000	390,000	\$5.55	\$11.01	\$5.74
Market Totals	125,171,721	5,935,754	131,107,475	7.7	8.2	7.7	9.6	8.9	9.5	915,733	-29,235	886,498	1,600,852	150,000	1,750,852	\$6.22	\$10.88	\$6.45

Source: CBRE Research Q4 2025

Market Area



CBRE Offices

CBRE Triad

101 Centreport Drive., Suite 160
Greensboro, NC 27409

Survey Criteria:

Includes all industrial and flex buildings 20,000 sq. ft. and greater in size in Alamance, Davidson, Davie, Forsyth, and Guilford counties. Only buildings that have commenced construction, as evidenced by site excavation or foundation work, are included.

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