2024 OUTLOOK

MARKET RESEARCH | VOLUME 33



2024 Outlook

The recent twelve months have been significant for NAI Excel and our clients. Investors and business owners placed significant capital into commercial real estate, and the economy fared better than many analysts expected. As we reflect on accomplishments in the recent year, we look forward to opportunities to work with you in 2024.

NAI Excel Awarded Office of the Year Worldwide

NAI Excel was named the office of the year among 300+ NAI Global offices worldwide. The award recognizes NAI Excel for leadership, as well as performance and growth. The award was announced at the NAI Global Convention.

NAI Vegas Rebranded to NAI Excel

NAI Vegas and NAI Excel have operated jointly since 2017. NAI Vegas recently rebranded its operations to NAI Excel to create further alignment between the organizations as part of the company's continued expansion.

Rohde Ottmers Joined NAI Excel

In October, Rohde Ottmers Commercial and Investment Realtors joined NAI Excel in San Antonio, Texas. Founded in 1908, Rohde Ottmers is the oldest and most trusted commercial real estate company in the region. The San Antonio team of more than twenty commercial real estate professionals, property managers, and support staff have developed, transacted, and managed some of the most significant projects in central and south Texas.

The Aldrich-Thomas Group Joined NAI Excel

Located north of Austin in Temple, TX and founded in 1962, the Aldrich-Thomas Group is one of the most experienced commercial real estate companies in the region. NAI Aldrich-Thomas Group joined NAI Excel, completing a single commercial real estate brand along I-35 between San Antonio, Austin, and Temple.

Clients Completed More than 600 Real Estate Transactions

Collectively, we operate from five office locations in Utah, Nevada, and Texas. In 2023, NAI Excel agents closed over \$600 million in real estate and supported clients through more than 600 commercial real estate transactions. Additionally, we manage more than 2.5 million square feet of commercial real estate, supporting hundreds of additional owners and tenants.

Real Estate Outlook

In 2023, the economy exceeded many analysts' expectations with 2.7 million jobs added and 2.5% GDP growth. Inflation as measured by the Consumer Price Index ended the year at 3.4% annualized, down from 6.5% for the prior 12-month period. Even so, higher interest rates impacted real estate investing and the general economy. To begin 2024, the Dow Jones Industrial Average and S&P 500 achieved new record highs, and the Federal Reserve is signaling that it may hold, and then ease monetary policy. While interest rates are high relative to recent years, many analysts' near-term outlook is positive. For commercial real estate, cash investors and owner-occupied facilities are driving new acquisitions and development. Regardless of the actual short-term conditions, we look to the long-term future of the markets we serve with a positive outlook.

As time passes and markets change, we reflect on how relationships and commercial real estate are long term investments. Team members at NAI Excel include first, second, and third-generation real estate professionals. These professionals have multiple decades of experience in commercial real estate and are some of the most experienced practitioners in the region. We have developed many of our most valued friendships working in commercial real estate and we remain committed to supporting your long-term real estate objectives in the years to come.

Jon Walter President Principal Broker, Utah Todd Manning
Principal Broker, Nevada



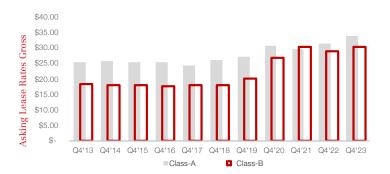






The delivery of several new class-A projects contributed to a 6.2% increase in lease rates in 2023. The office market realized negative net absorption, causing the vacancy rate to increase 70 basis points yearover-year. Even with the increase, the current vacancy rate of 10.1% remains nearly 250 basis points below the ten-year average.

Sales activity decreased to \$506 million in 2023, down 47% from the record volume in 2022. Transaction velocity was also down 31% and the average sale price per square foot was down 16.6% compared to

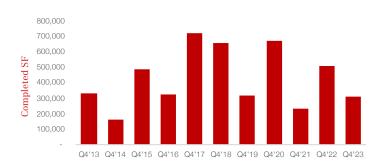


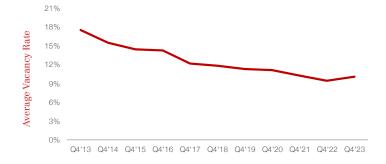


8488 & 8474 Rozita Lee Ave

✓ Completed 2023

| | | | YTD Net | SF Under | | Asking Gross |
|----------------------------------|-----------------|----------|------------|--------------|-----------|--------------|
| Market | Total Inventory | % Vacant | Absorption | Construction | Built YTD | Rent |
| Class A | 12,785,220 | 13.9% | (92,592) | 688,738 | 100,184 | \$33.91 |
| Class B | 46,287,825 | 10.1% | (74,333) | 185,820 | 197,700 | \$30.16 |
| Class C | 9,308,086 | 4.8% | (58,800) | - | 7,200 | \$16.53 |
| Central East Las Vegas | 9,294,615 | 16.2% | (142,935) | - | - | \$29.56 |
| Central North Las Vegas | 2,603,990 | 2.3% | 1,975 | - | - | \$12.00 |
| Downtown Las Vegas | 5,502,648 | 8.8% | 63,398 | 1,600 | - | \$27.04 |
| North Las Vegas | 2,586,478 | 4.1% | 31,912 | 200,000 | 13,200 | \$30.60 |
| Northwest Las Vegas | 10,728,412 | 14.6% | (200,141) | 22,000 | 71,400 | \$31.20 |
| South East Las Vegas / Henderson | 2,075,968 | 16.8% | (157,568) | - | - | \$26.67 |
| South Las Vegas | 13,565,428 | 9.3% | 62,834 | 337,356 | 37,650 | \$29.11 |
| Southwest Las Vegas | 13,447,793 | 7.5% | 33,775 | 335,602 | 187,584 | \$40.45 |
| West Las Vegas | 8,261,924 | 6.4% | 100,379 | - | - | \$37.62 |
| Outlying Clark County | 546,481 | 9.5% | (16,595) | - | - | \$13.23 |
| Totals | 68,613,737 | 10.1% | (222,966) | 896,558 | 309,834 | \$30.94 |

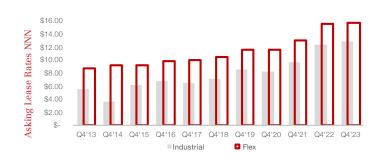




Industrial

Industrial demand remained strong in 2023 with positive absorption of more than 6 million square feet. Even with strong demand, the delivery of 8.7 million square feet drove the vacancy rate up 130 basis points to 3.4%. Rent growth remained positive but slowed significantly and may slow even further with 17.5 million square feet currently under construction.

Sales volume dropped to \$1.1 billion in 2023, down 50% from the record total in 2022. Transaction velocity also dropped 42%; however, the average sale price per square foot was up 16.3%.



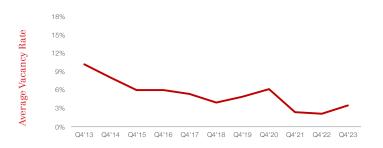
| Market | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking NNN Rent |
|----------------------------------|-----------------|----------|-----------------------|--------------------------|-----------|--------------------|
| Industrial | 151,364,664 | 3.5% | 6,097,936 | 17,567,218 | 8,723,304 | \$12.73 |
| Flex | 22,469,037 | 2.7% | (31,060) | - | 16,017 | \$15.66 |
| Airport / East Las Vegas | 16,754,090 | 3.1% | 269,219 | 56,305 | 56,235 | \$14.31 |
| Central Las Vegas | 13,865,545 | 2.2% | (154,769) | - 1 | - | \$13.68 |
| North Las Vegas | 53,441,432 | 3.4% | 1,315,157 | 5,964,361 | 2,354,881 | \$9.46 |
| North West Las Vegas | 929,649 | 6.0% | (15,519) | - | - | \$15.71 |
| South East Las Vegas / Henderson | 22,813,382 | 4.0% | (513, 108) | 3,467,873 | 115,429 | \$14.21 |
| Las Vegas Speedway | 14,961,012 | 5.3% | 2,019,935 | 2,506,294 | 2,759,813 | \$11.72 |
| Southwest Las Vegas | 36,953,121 | 2.6% | 1,496,676 | 1,599,792 | 1,514,344 | \$16.72 |
| West Las Vegas | 10,545,740 | 3.5% | (124,099) | - | - | \$14.20 |
| Outlying Clark County | 3,569,730 | 6.0% | 1,773,384 | 3,972,593 | 1,938,619 | \$9.99 |
| Totals | 173,833,701 | 3.4% | 6,066,876 | 17,567,218 | 8,739,321 | \$13.32 |

6355 W Maule Ave | Leased by NAI Excel

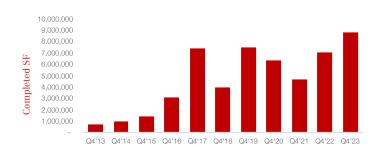
☐ Industrial ☐ 194,000

✓ Completed 2023





VACANCY



The market-wide average retail lease rate increased another 2.7% in 2023 and the vacancy rate declined 30 basis points to a fifteen-year low of 5.0%. New deliveries and new construction are both well below the historical average, which continues to support solid rent growth and low vacancy rates.

Sales volume dropped to \$703 million in 2023, down 60% from 2022. Transaction velocity was also down 48% and the average sales price per square foot was down 23.7%.

5.0% VACANCY

\$22.48 ASKING RENT

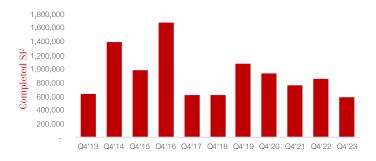


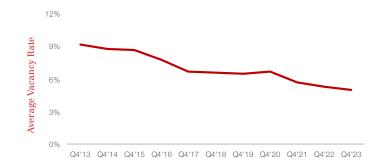


2245 Village View Dr

Retail **17,000** ✓ Completed 2023

| Market | | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking NNN Rent |
|------------------------|--------|-----------------|----------|-----------------------|--------------------------|-----------|--------------------|
| General Retail | | 41,751,977 | 4.8% | 458,606 | 768,796 | 426,078 | \$22.88 |
| Mall | | 9,858,742 | 5.7% | 89,699 | - | - | \$29.12 |
| Power Center | | 13,243,754 | 3.4% | 209,026 | - | - | \$21.56 |
| Shopping Center | | 54,121,000 | 6.6% | 35,776 | 109,567 | 163,826 | \$21.59 |
| Specialty Center | | 3,166,095 | 7.7% | 159,475 | - 1 | - | \$27.60 |
| Central East Las Vegas | | 16,051,079 | 9.4% | (8,191) | 502,547 | 5,000 | \$18.41 |
| Central West Las Vegas | | 17,801,375 | 4.2% | 98,911 | - | 6,865 | \$20.11 |
| East Las Vegas | | 6,021,156 | 3.5% | 36,227 | - | 43,825 | \$23.58 |
| North Las Vegas | | 9,543,801 | 4.6% | 147,427 | 44,828 | 71,595 | \$19.98 |
| Northeast Las Vegas | | 7,086,450 | 6.0% | 113,350 | 26,300 | 9,520 | \$14.31 |
| Northwest Las Vegas | | 7,504,226 | 1.8% | 23,165 | 60,095 | 7,358 | \$27.99 |
| Resort Corridor | | 9,404,007 | 2.9% | 367,557 | 2,630 | 139,315 | \$35.42 |
| Southeast Las Vegas | | 22,821,049 | 4.9% | 1,821 | 2,922 | 94,744 | \$21.57 |
| Southwest Las Vegas | | 11,974,673 | 3.1% | 294,430 | 239,041 | 208,407 | \$31.15 |
| West Las Vegas | | 11,273,980 | 5.3% | (110,364) | - | - | \$30.44 |
| Outlying Clark County | | 2,659,772 | 11.7% | (11,751) | - | 3,275 | \$15.30 |
| | Totals | 122,141,568 | 5.0% | 952,582 | 878,363 | 589,904 | \$22.48 |

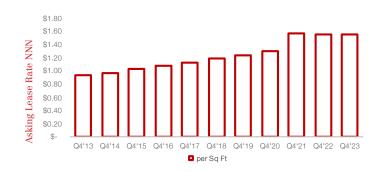




Multifamily LAS VEGAS

The multifamily market added 6,781 new units in 2023, more than the prior two years combined. Rental rates were flat year-over-year but may be tested with another 8,400 units currently under construction. The vacancy rate rose 100 basis points to 9.5% in 2023.

Multifamily sales volume dropped to \$346 million in 2023, 85% below the annual average over the past ten years.



| Market | Units | % Vacant | YTD Net Absorption | Units UC | Built YTD | Asking Rent/SF | Asking Studio | Asking 1 Bed | Asking 2 Bed | Asking 3 Bed |
|----------------------------------|---------|----------|-----------------------|----------|-----------|-------------------|------------------|-----------------|-----------------|-----------------|
| Class A | 47,605 | 12.2% | 1,299 | 3,136 | 3,020 | \$1.76 | \$1,570 | \$1,566 | \$1,841 | \$2,227 |
| Class B | 164,217 | 9.1% | 1,714 | 5,154 | 3,345 | \$1.54 | \$1,117 | \$1,218 | \$1,459 | \$1,723 |
| Class C | 79,399 | 8.8% | (360) | 79 | 416 | \$1.39 | \$856 | \$968 | \$1,176 | \$1,411 |
| Central Las Vegas | 52,369 | 9.6% | 319 | 545 | 1,102 | \$1.46 | \$912 | \$1,009 | \$1,262 | \$1,457 |
| Downtown Las Vegas | 41,054 | 10.9% | (72) | 868 | 222 | \$1.56 | \$962 | \$1,054 | \$1,265 | \$1,482 |
| North Las Vegas | 47,032 | 9.8% | (43) | 1,057 | 1,202 | \$1.38 | \$933 | \$1,117 | \$1,306 | \$1,530 |
| Northwest Las Vegas | 11,653 | 11.1% | 79 | 539 | 712 | \$1.57 | \$1,159 | \$1,336 | \$1,602 | \$1,954 |
| South East Las Vegas / Henderson | 52,974 | 7.9% | 938 | 2,254 | 871 | \$1.62 | \$1,435 | \$1,360 | \$1,574 | \$1,816 |
| South Las Vegas | 23,604 | 9.0% | 536 | 618 | 1,109 | \$1.66 | \$1,455 | \$1,462 | \$1,716 | \$2,019 |
| West Las Vegas | 58,812 | 9.6% | 716 | 2,409 | 1,447 | \$1.65 | \$1,681 | \$1,445 | \$1,661 | \$1,926 |
| Outlying Clark County | 4,144 | 7.9% | 175 | 79 | 116 | \$1.17 | \$903 | \$843 | \$991 | \$1,310 |
| Totals | 291,642 | 9.5% | 2,648 | 8,369 | 6,781 | \$1.55 | \$1,040 | \$1,239 | \$1,474 | \$1,716 |

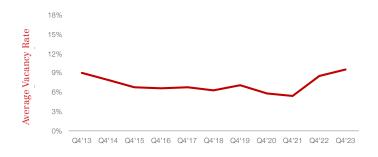
9280 W Post Rd

Multifamily

🕽 384 Units

✓ Completed 2023





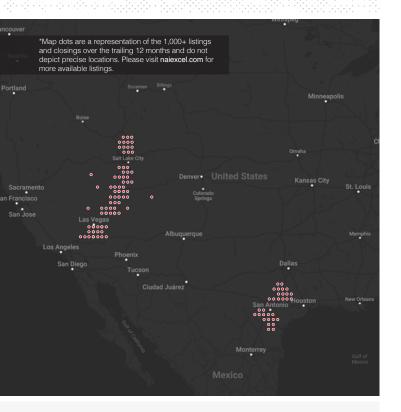








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550+

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Closings 2023



Listing Volume

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OFFERED AT \$43,240,000 ±135 ACRES

AGENT: Tom Rohde



OFFERED AT \$25,500,000 ±174,847SF

> AGENTS: Erik Sexton, Camila Rosales

SOLD

LAND

SOLD INDUSTRIAL



±84,881 SF

AGENTS: Eric Larkin, Mike Kenny, Leslie Houston, Zach McClenahan

LEASED

INDUSTRIAL



OFFERED AT \$12,275,000 ±46.681 SF

AGENTS: Erik Sexton, Camila Rosales

SOLD

INDUSTRIAL



±56,636 SF

AGENTS: Eric Larkin, Mike Kenny, Leslie Houston, Zach McClenahan

LEASED

INDUSTRIAL

RIO PLAZA

OFFERED AT \$7,950,000 ±32,231 SF

AGENT: Jason Griffith

SOLD

RETAIL

100 E INDUSTRIAL RD

OFFERED AT \$5,517,818 ±24.40 ACRES

AGENT: Wes Davis

±50,000 SF

AGENT: Cristina Martinez

SOLD

LAND

LEASED

RETAIL

SR9 & 6300 W

OFFERED AT \$7,520,677 ±17 ACRES

AGENT: Greg Whitehead

SOLD

LAND

CLIPPER5



VITALOGY

±12,000 SF

AGENTS: Zach Hatch, Stan Perkins, Jay Blacker

LEASED

RETAIL

*Logos represent the property name, buyer, seller, tenant or most recent occupant of the property transacted. Logos are intellectual property of their respective owners.



BENGALIS MONIS 8 LLC

±12,000 SF

600 E CHEYENNE AVE

Automotive Systems

±37,249 SF

AGENT: Cal Ivey

AGENTS: Ernest Brown, Jorge Rodriguez, Juan Carlos Flores

±43,822 SF AGENTS: Eric Larkin, Mike Kenny,

AGENTS: Eric Larkin, Mike Kenny, Leslie Houston, Zach McClenahan

SOLD

OFFICE

SOLD OFFICE

Leslie Houston, Zach McClenahan **LEASED**

INDUSTRIAL

LEASED INDUSTRIAL

Altabank[®]

OFFERED AT \$3,000,000

AGENTS: Wes Davis, Jon Walter, Kevin O'Brien

Indian Market Ace Liquor MY SALON

OFFERED AT \$1,830,000 ±17.250 SF

AGENT: Dhan Dhaliwal

3687 PIONEER PKWY

OFFERED AT 4,200,000

AGENT: Meeja McAllister

SOLD

OFFICE

LEASED

RETAIL

LEASED

AGENT: Scott Cummings

RETAIL

SOLD

RETAIL

HWY 56 & 3700 W

OFFERED AT \$2,423,740 ±77.2 ACRES

AGENTS: Meeja McAllister, Jon Walter, Kevin O'Brien

OFFERED AT \$1,830,000 ±12,250 SF

AGENT: Maria Herman

DUTCH BROS

GROUND LEASE

AGENT: Bryan Ottmers

±4,425 SF

AGENTS: Neil Walter, Roy Barker

SOLD

LAND

SOLD **INDUSTRIAL** **SOLD**

RETAIL

LEASED

RETAIL



OFFERED AT \$2,998,000 8.492 SF

AGENT: Tina Taylor

OFFERED AT \$2,350,000

AGENT: Curren Christensen

Dakem & Associates, LLC

OFFERED AT \$2,600,000 8,907 SF

AGENTS: Bryan Houser, Tina Taylor

369 N 100 W

OFFERED AT \$1.882.000

AGENTS: Jason Griffith, Twila Davis

SOLD

OFFICE

SOLD

RETAIL

SOLD

INDUSTRIAL

SOLD

INDUSTRIAL



OFFERED AT \$5,066,000

AGENT: Zach Hatch

GATEWAY COMMONS

OFFERED AT \$1,330,000

AGENTS: Curren Christensen, Aaron Edgley

3711 S 1700 E

OFFERED AT \$2.800.000 ±12,600 SF

AGENTS: Grace Hayes, Eric Hatch

412 N 5500 W

OFFERED AT \$3,990,000 ±11 ACRES

AGENTS: Brandon Price, Gregg McArthur, Greg Whitehead

SOLD

LAND

SOLD LAND

SOLD

INDUSTRIAL

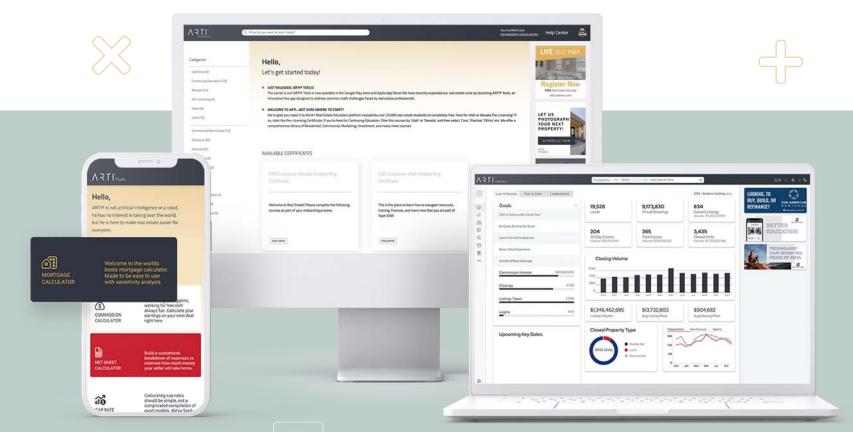
SOLD

LAND

1 INTRODUCING ARTI® SUITE











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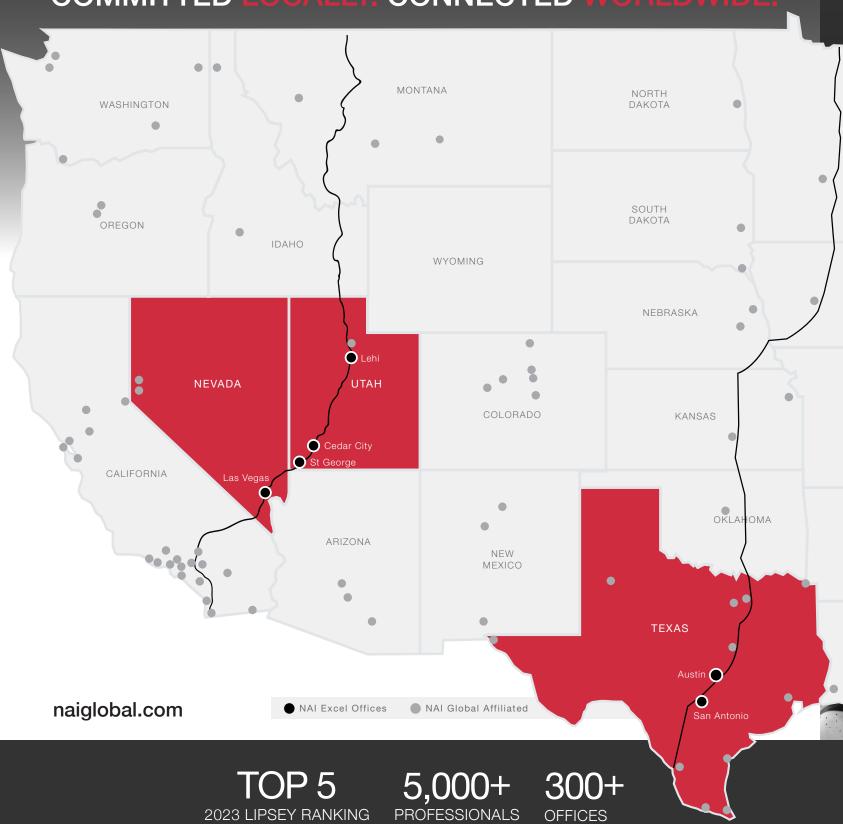
3,500+

naiexcel.com

^{*} NAI Excel & its affiliates.

N Global

COMMITTED LOCALLY. CONNECTED WORLDWIDE.



Learn. Earn. Invest.

The people we surround ourselves with are our greatest assets.

Marketing and technology are critical requirements in real estate today, but education and relationships are still what drive outcomes.

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N/IExcel

The award recognizes NAI Excel for its leadership, strategic vision, performance and growth in the NAI Global network of over 300 member offices across the world.





Las Vegas



















Senior Vice Presider Hospitality S.0179938.LLC



































Chief Executive Officer MBA, CFA BS.1001167







Senior Asset Manager CPM S.0168159 | PM.0164236







Southern Utah































































Northern Utah





















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DATA SOURCES INCLUDE NAI EXCEL RESEARCH DIVISION, COSTAR, CONSTRUCTION MONITOR, AND VARIOUS PUBLIC NEWS OUTLETS.

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