







q3 2024 comments.

As we roll into the fourth quarter, the industrial real estate market in Las Vegas is like a seasoned poker player—calm, collected, and not in a rush to make bold moves. While the strip sizzles with tourist traffic, the industrial sector shows poise as tenant activity in the 50,000 to 150,000 square-foot range is steady against the backdrop of 20+ options in the North Las Vegas submarket. It’s a quiet methodical game, with landlords opting to throw in concessions

like tenant improvement allowances and free rent rather than lower rates. You could say the market’s holding its cards, waiting for the river card, with no one folding yet. Rental rates are steady, and vacancies have ticked up to 8.6%, which hardly causes alarm. All is healthy around the valley, apart from the North Las Vegas distribution challenges. This isn’t a market looking for a hot streak—just keeping pace as expected.

 SUBMARKET	 STANDING INVENTORY	 UNDER CONSTRUCTION	 UNDER CONSTRUCTION AVAILABLE	 UNDER CONSTRUCTION PRE-LEASED	 PLANNED
North	6,619,673	10,922,893	8,697,481	2,225,412	14,881,414
Southwest	66,000	3,231,291	2,513,071	718,220	1,867,000
Henderson	569,300	6,909,210	6,909,210	0	2,152,400
Airport	37,500	32,000	32,000	0	43,299
TOTAL	7,292,473	21,095,394	18,151,762	2,943,632	18,944,113

construction.

For the past three months, the numbers are consistent in the Las Vegas industrial market—no significant changes, no surprises. But the real buzz is around the progress made on 21 million square feet of construction, steadily pushing towards completion. It’s like watching a poker game where the pot keeps growing, and everyone’s waiting to

see who makes the next move. In the next 6 to 9 months, we could see the standing inventory number skyrocket, adding a massive stack of space to the market. All eyes are on the table as the pot grows, with everyone waiting to see how the cards fall in this high-stakes development and leasing game.

submarkets.



North Las Vegas – Rental Rates | $\pm 50,000$ SF - \$0.95-\$1.05 | $\pm 150,000$ SF - \$0.88-\$0.95
Sale Comp: August 22nd, 2024—CNC Cabinetry pays \$185/SF for recently completed turn-key 89,284 SF distribution facility with 3,500 SF office.
 Address: 2770 N. Lamb Blvd | **Sale Comp:** September 19th, 2024 — Theming & Millwork Concepts buys 3470 John Peter St, a 23,579 SF building, for \$219/SF.
 Address: 3470 John Peter Lee St.

Southwest – Rental Rates | $\pm 50,000$ SF - \$1.15-\$1.30 | $\pm 150,000$ SF - \$1.05 - \$1.15
Sale Comp: August 23rd, 2024— Investor bought a fully occupied two-tenant 35,446 SF industrial building for \$291/SF at 5.5% cap. Address: 6260 W. Pebble Rd | **Sale Comp:** July 15th, 2024 — High image dock-high building sells to an Owner User (Stickers Banners) for \$339/SF sets market high. Address: 7485 W. Badura Ave.

Airport – Rental Rates | $\pm 50,000$ SF - \$1.15-\$1.30 | $\pm 150,000$ SF - \$1.05-\$1.15
Sale Comp: August 2nd, 2024—Marx Digital Manufacturing buys a high-image 19,707 SF building with small yard for \$284/SF. Address: 1850 E. Maule Ave.

Henderson – Rental Rates | $\pm 50,000$ SF - \$1.10-\$1.12 | $\pm 150,000$ SF - \$1.05-\$1.10
Sale Comp: August 20th, 2024—Ares Real Estate Fund purchases AirPark Heights Industrial Park, a fully stabilized six-building mid-bay Class A park spanning 339,214 SF—\$232/SF. Address: 3235 Sunridge Heights Pkwy.

just leased.



6580 Lindell Rd



$\pm 105,719$ SF



3770 N Commerce St



$\pm 86,765$ SF



130 Cassia Wy



$\pm 66,000$ SF

lending update.



The 10-year Treasury yield has risen to 4.25%, up from 3.65% prior to the Fed's rate cut in mid-September, while the SOFR index has dipped below 5.00% for the first time since May 2023. Treasury yields often reflect investor expectations about long-term interest rates over a 5-10 year horizon, and they do not necessarily align directly with short-term floating rates. Currently, investors are watching the potential for future inflation, interpreting the recent rate cut as a potential catalyst for rising prices.

While the Fed announced a 50-basis-point reduction, it also continued its Quantitative Tightening (QT) strategy, opting not to repurchase Treasury bonds as they mature. This move reduces demand at Treasury auctions, putting downward pressure on bond prices and upward pressure on yields—which sets the baseline for long-term fixed-rate debt.

In this volatile environment, the Treasury market is highly data-sensitive, with yields expected to respond to key economic reports, particularly on inflation (PCE, CPI) and employment (Payrolls, Unemployment). As we move into Q4—and a highly contentious election—markets are primed for additional shifts.

As "current rates" fluctuate, spreads continue to hold relevance, aligning with specific deal characteristics. While rates are important, a well-structured, long-term debt strategy that matches your investment goals is critical. CommCap is here to support you in assessing your financing options and navigating this complex market, offering solutions like early rate locks, cash-out refinancing, and more.

Andy Crawford, CCIM, SR. VP
 acrawford@commcapnv.com
 702.792.7552 / CommCapNV.com



Eric J. Larkin, CCIM, MBA, SIOR
 LIC#BS.0073906
 702.534.1713
 elarkin@naixel.com

Michael Kenny, SIOR
 LIC#S.0178188
 702.534.1703
 mkenny@naixel.com

Leslie Houston
SIOR Member Associate
 LIC#S.01879121
 702.534.1705
 lhouston@naixel.com

Zach M. McClenahan
 LIC#S.0198177
 702.815.1987
 zmcclenahan@naixel.com

Seth Wright
 LIC#S.0202229
 949.531.8369
 swright@naixel.com