



LAS VEGAS

AUSTIN MARKET REPORT VOLUME 35

2025 Outlook

The coming years could see accelerated change in the US economy with significant impact on commercial real estate. In the past decade, e-commerce and cloud computing accelerated distribution and datacenter growth, and slowed retail expansion. Policy around the covid pandemic shifted patterns around office use, retail shopping, and dining. Strong population growth, access to more capital, and business growth resulted in more facility needs. The following are some of the trends that we are observing in 2025.

Population Growth and Economic Production

The US has the largest economy in the world with \$29.1 Trillion in gross domestic product (GDP) in 2024. China, with 18.2 trillion, then Germany, Japan, and India (each less than 5 trillion) round out the top five. The United States is in the envious position of being the largest economy in the world, and experiencing a positive population growth rate. The population growth and economic production in the Nevada, Utah and Texas markets we cover are some of strongest in the country.

Technology and Innovation

Artificial Intelligence is moving at an increasingly rapid pace, changing the way information is communicated. More sophisticated machines, combined with AI, will further reshape the way individuals work and move, and the way real estate is used. Robotic warehouses, restaurants, and autonomous transportation services are being increasingly tested, improved, and implemented by companies like Amazon, McDonalds, Chick Fil-A, Tesla, and Waymo, to name a few. Robotics in harvesting crops, manufacturing products, construction, and healthcare could potentially make goods and services available to more people at a lower cost.

Policy Changes

Individuals that favor President Trump's policy anticipate a positive impact on the US economy, while those who disfavor his approach are concerned with disruption to the current system. The new administration has previously delivered favorable tax treatment to real estate investors and business owners, which could be extended. Tariffs could result in reshoring, and more American jobs, it could also result in more inflation and higher interest rates. Immigration policy may deter foreign criminal activity in the US, or it could alter immigration and population growth. Large policy changes at the Federal, State, or Local level will continue to impact business owners and investors.

Commercial Real Estate Financing

Interest rates and availability of bank financing will continue to influence commercial real estate, both for new acquisitions and for maturing loans. The Federal Reserve moved its benchmark rate from 5.25-5.50% at the start 2024, to 4.25-4.50% toward the end of the year. The Federal Reserve has paused further rate adjustments in January of the new year.

As we reflect on 2024, we are grateful to our clients, and to the public who allow us to be a part of your successes in commercial real estate. As we look to the future, we see many opportunities for business owners and investors looking to expand in commercial real estate.

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Jon Walter President Principal Broker, Utah

Principal Broker, Nevada

Todd Manning

Neil Walter Chief Executive Officer Tom DeWine Principal Broker, Texas





Office

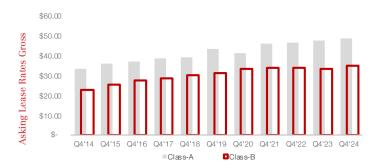
Office availability in Austin remained high in 2024 as new construction continued. The average vacancy rate held constant at 16.6%, ending both 2023 and 2024 at this decade high rate. For class A space, 22.6% of the 62.4 million square feet were available at year-end. Class B and C space reported higher occupancy.

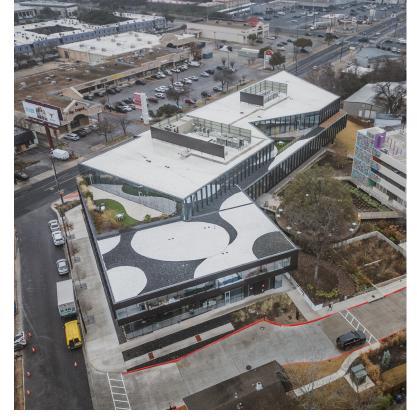
The average asking lease rates rose to \$42.04 per square foot gross at mid-year 2024 for all classes of space. Absorption of more than one million square feet was realized in 2024.



↑ \$42.04 ASKING RENT

~ 5.5-7% CAP RATE





5209 Burnet Rd

			YTD Net	SF Under		Asking Gross
Market	Total Inventory	% Vacant	Absorption	Construction	Built YTD	Rent
Class A	62,438,951	22.6%	805,598	4,323,199	2,409,651	\$48.71
Class B	59,760,609	13.1%	269,034	346,502	255,780	\$34.73
Class C	14,772,839	4.9%	(40,270)	27,150	4,250	\$31.94
Bastrop / Caldwell / Hays County	4,250,766	6.9%	36,527	73,022	18,969	\$35.40
CBD	25,196,256	21.5%	(625,414)	2,259,815	607,522	\$57.01
Central / West Central	9,772,058	11.8%	118,930	-	191,458	\$34.24
Cedar Park	3,559,624	9.5%	35,166	90,194	59,019	\$37.00
East	9,816,489	29.6%	(3,992)	403,000	895,976	\$46.33
Georgetown / Far North / Round Rock	18,165,265	8.2%	320,920	1,628,682	149,430	\$34.90
North	11,451,036	12.5%	474,077	-	374,739	\$49.01
Northeast	6,020,539	29.2%	(15,391)	5,000	-	\$29.15
Northwest	18,652,682	20.3%	258,356	-	-	\$35.24
South / Southeast / Southwest	30,262,790	13.6%	450,841	242,138	388,726	\$37.42
Totals	137,147,505	16.6%	1,050,020	4,701,851	2,685,839	\$42.04

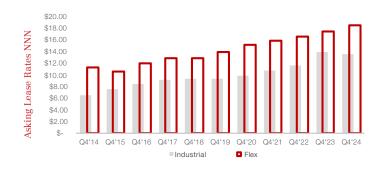




Industrial

Demand for industrial space in the greater Austin metro area continued into 2024 with over 6.3 million square feet of net absorption. The average lease rate for industrial and flex space combined rose to \$14.83 per square foot NNN, up 1.6% from year end 2023. During the same period, the average vacancy rate increased from 9.5% to 11.0%, the highest vacancy seen in the recent decade.

Approximately 10.8 million square feet of industrial space was constructed in 2024 and another 19.0 million square feet was under construction at year-end. New construction has outpaced absorption in the most recent years.



Market	Total Inventory	% Vacant	YTD Net Absorption	SF Under Construction	Built YTD	Asking NNN Rent
Walket	Total liveriory	70 Vacant	Absorption	Construction	Duilt 11D	Tion
Industrial	137,772,792	10.9%	6,577,304	18,411,253	9,982,995	\$13.51
Flex	26,365,274	11.2%	(266,217)	648,031	822,416	\$18.46
Bastrop / Caldwell / Hays County	24,096,383	14.9%	2,371,469	2,091,289	2,354,200	\$14.14
CBD / Central / West Central	2,368,394	4.2%	15,022	-	-	\$17.13
Cedar Park	3,598,290	14.2%	66,090	77,318	388,363	\$22.95
East	16,974,927	2.4%	432,573	5,854,345	423,032	\$17.69
Georgetown / Far North / Round Rock	44,294,370	14.0%	3,532,624	8,978,792	4,206,182	\$13.25
North	18,791,742	8.8%	(573,740)	-	2,833	\$15.89
Northeast	18,264,880	9.0%	(318,526)	38,337	560,058	\$14.83
Northwest	3,770,178	5.7%	(119,213)	-	-	\$19.93
South / Southeast / Southwest	31,978,902	11.4%	904,788	2,019,203	2,870,743	\$16.24
Totals	164,138,066	11.0%	6,311,087	19,059,284	10,805,411	\$14.83

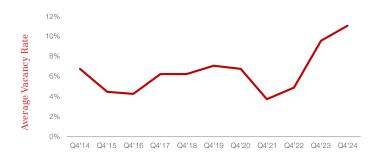
2007,2015 & 2203 Scottsdale Dr

☐ Industrial

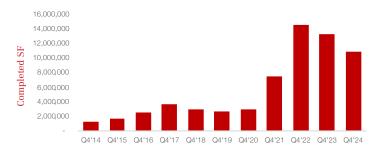
273,000

✓ Completed 2024





^11.0%



Retail

Supply and demand held in balance in 2024 in the greater Austin retail market. After a stronger year of construction deliveries in 2023, construction returned more toward historical levels in 2024. Net absorption of 1.5 million square feet closely matched construction deliveries of 1.7 million square feet.

The vacancy rate ended 2024 at 3.1%, up slightly from 2.9% from year-end 2023. The average asking lease rate nudged slightly to \$27.04 NNN at year-end 2024, down 0.4% from \$27.14 NNN at year-end 2023. Construction of 2.1 million square feet is expected to increase availability in the greater Austin area.











4600 Williams Dr

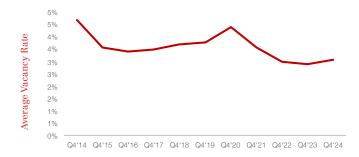
Retail

51,000

✓ Completed 2024

Market	Total Inventory	% Vacant	YTD Net Absorption	SF Under Construction	Built YTD	Asking NNN Rent
General Retail	64,235,928	2.5%	745,650	1,628,850	1,022,522	\$25.35
Mall	6,895,444	0.6%	33,198	88,480	38,763	\$28.40
Power Center	16,399,141	2.8%	304,261	70,000	17,933	\$41.72
Shopping Center	35,815,990	4.6%	452,910	407,557	627,111	\$26.21
Specialty Center	2,000,300	0.1%	7,200	- 1	7,200	\$33.00
Bastrop / Caldwell / Hays County	18,287,345	1.4%	346,835	228,645	329,213	\$23.80
CBD	2,613,018	1.4%	13,565	-	-	\$38.05
Central / West Central	10,845,815	5.5%	40,957	-	3,700	\$30.13
Cedar Park	10,221,308	3.4%	112,284	351,241	190,059	\$30.41
East	5,584,069	3.1%	48,369	49,645	88,516	\$33.33
Georgetown / Far North / Round Rock	31,159,396	3.2%	557,616	1,354,930	577,177	\$25.45
North	8,994,524	2.5%	11,808	-	-	\$22.21
Northeast	4,020,118	10.3%	(3,497)	177,092	308,843	\$27.69
Northwest	5,898,891	3.6%	106,343		-	\$28.02
South / Southeast / Southwest	27,722,319	2.2%	308,939	33,334	216,021	\$27.56
Totals	125,346,803	3.1%	1,543,219	2,194,887	1,713,529	\$27.04





Multifamily

The multifamily market in Austin followed a remarkable year for new construction in 2023, with more than 36,000 units completed in 2024. Prior to 2023, annual construction ranged between 10,000 to 20,000 units. Renter growth in 2024 drove the market with absorption of more than 23,000 dwelling units.

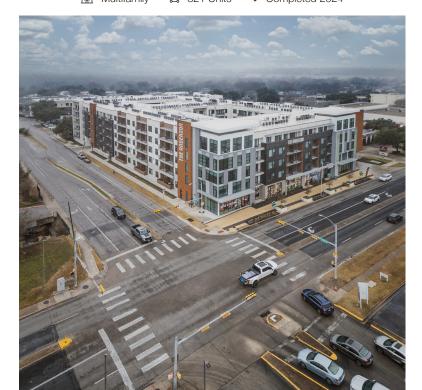
The average lease rate inched up to \$1.84 per square foot at end of year 2024 from \$1.83 per square foot at the end of 2023. The vacancy rate rose from 12.0% at the end of 2023 to 14.7% at yearend 2024, as construction outpaced strong renter demand.

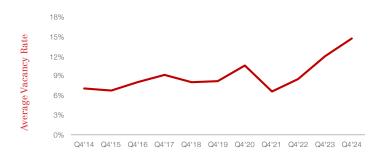


Market	Units	% Vacant	YTD Net Absorption	Units UC	Built YTD	Asking Rent/SF	Asking Studio	Asking 1 Bed	Asking 2 Bed	Asking 3 Bed
Class A	129,055	15.9%	10,141	6,730	16,609	\$2.04	\$1,513	\$1,572	\$1,989	\$2,377
Class B	199,197	15.2%	13,995	19,088	20,077	\$1.76	\$1,258	\$1,370	\$1,710	\$2,013
Class C	69,140	10.8%	(1,047)	101	8	\$1.60	\$946	\$1,122	\$1,395	\$1,529
Bastrop / Caldwell / Hays County	40,910	19.1%	2,973	1,492	6,571	\$1.63	\$1,152	\$1,247	\$1,477	\$1,707
Downtown Austin	8,293	14.6%	695	1,896	1,119	\$3.42	\$1,762	\$2,690	\$4,182	\$8,799
Central Austin	15,993	10.4%	73	430	997	\$3.43	\$1,747	\$1,465	\$2,174	\$3,032
Cedar Park	17,325	12.0%	443	557	895	\$1.70	\$1,728	\$1,360	\$1,730	\$2,044
East Austin	23,321	17.3%	2,302	1,591	4,855	\$2.15	\$1,353	\$1,657	\$2,035	\$2,025
Georgetown / Far North / Round Rock	104,980	15.9%	7,678	5,711	9,921	\$1.68	\$1,289	\$1,343	\$1,707	\$2,023
Midtown Austin	17,973	14.3%	914	1,690	1,809	\$2.02	\$1,132	\$1,418	\$1,905	\$2,630
North Austin	35,267	15.6%	2,420	1,864	4,360	\$1.88	\$1,154	\$1,390	\$1,731	\$2,010
Northeast Austin	23,885	16.0%	1,789	4,668	2,967	\$1.51	\$974	\$1,270	\$1,575	\$1,635
Northwest Austin	36,957	11.7%	597	332	31	\$1.64	\$1,096	\$1,265	\$1,623	\$2,042
South / Southeast / Southwest	72,787	11.9%	3,202	5,688	3,171	\$1.79	\$1,151	\$1,413	\$1,729	\$1,961
Totals	397,691	14.7%	23,086	25,919	36,696	\$1.84	\$1,306	\$1,404	\$1,752	\$2,007

2711 W Anderson Lane

Multifamily 🗀 321 Units ✓ Completed 2024













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600+

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\$550M
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SOLD | INDUSTRIAL

\$40,000,000

± 57.9 ACRES

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



SOLD | OFFICE

\$16,950,000

± 93,550 SF

AGENTS: Erik Sexton & Camila Rosales



SOLD | MULTIFAMILY

\$4,450,000

± 19,000 SF

AGENT: Wes Davis



SOLD | HOTEL

\$3,800,000

± 10,000 SF

AGENT: Curren Christensen



LEASED | INDUSTRIAL

± 130,421 SF

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



SOLD | MULTIFAMILY

\$22,630,000

AGENT: Neil Walter, Roy Barker



SOLD | INDUSTRIAL

\$16,527,540

± 89,284 SF

AGENT: Bryan Houser

4151 SIRIUS AVE

LEASED | MULTIFAMILY

± 45,815 SF

AGENT: Anders Graciano

3001 W SAHARA

SOLD | RETAIL

\$1.800.00

± 2,870 SF

AGENT: Cristina Martinez

109 N SAN SABA

SOLD | RETAIL

\$4,140,000

± 15,570 SF

AGENT: Scott Cummings



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

OFFICE BUILDING 912 W 1600 S

SOLD | OFFICE

\$9,500,000

± 33,000 SF

AGENTS: Wes Davis & Neil Walter



LEASED | INDUSTRIAL

\$1,690,647

± 24,680 SF

AGENT: Bryan Houser



SOLD | RETAIL

\$3,200,000

± 1.0194 ACRES

AGENT: Bryan Ottmers

6190 FORT APACHE

SOLD | OFFICE

\$4,850,000

± 11,320 SF AGENT: Tina Taylor

115 E 2580 S

SOLD | INDUSTRIAL

\$1,900,000

± 5,600 SF

AGENT: Meeja McAllister

SNOW CANYON PKWY & DIXIE DOWNS RD

SOLD | LAND \$2,700,000

± 3.13 ACRES

AGENTS: Roy Barker, Neil Walter & Aaron Edgley 1200 N MAIN ST

SOLD | LAND

\$2,237,000

±40 ACRES COMMERCIAL

AGENT: Zach Hatch

477 INDUSTRIAL RD

SOLD | INDUSTRIAL

\$2,550,000

± 17,640 SF

AGENTS: Brandon Price, Dan Bertelson & Curren Christensen

2629 W HORIZON RIDGE

SOLD | OFFICE

\$1,315,000

± 4,500 SF

AGENT: Asim Mehmood



SOLD | INDUSTRIAL

\$11.000.000

± 42,645 SF

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



LEASED | INDUSTRIAL

\$3,981,320

± 5.11 ACRES / 5,000 SF

AGENT: Bryan Houser



LEASED | INDUSTRIAL

± 105,719 SF

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



SOLD | RETAIL

± 2.21 ACRES

AGENTS: Jorge Rodriguez Juan C. Flores, & Ernest Brown 540 S NV HWY 160

LEASED | RETAIL

± 20.052

AGENT: Maria Herman



LEASED | INDUSTRIAL

± 25,764 SF

AGENT: Erik Sexton



LEASED | RETAIL

\$2,999,688

± 27,854 SF

AGENT: Tom DeWine

4700 CAREY AVE

SOLD | INDUSTRIAL

\$7,500,000

6.26 ACRES | ± 6,650 SF

AGENTS: Eric Larkin, Leslie Houston, Mike Kenny & Zach McClenahan QUAIL CREEK INDUSTRIAL PARK

SOLD | INDUSTRIAL

\$2,300,000

± 10,500 SF

AGENTS: Curren Christensen & Jason Griffith

SAND SHARK & CHESSIE CT

SOLD | MULTIFAMILY

\$2,200,000

± 17,896 SF

AGENT: Anders Graciano



SOLD | INDUSTRIAL

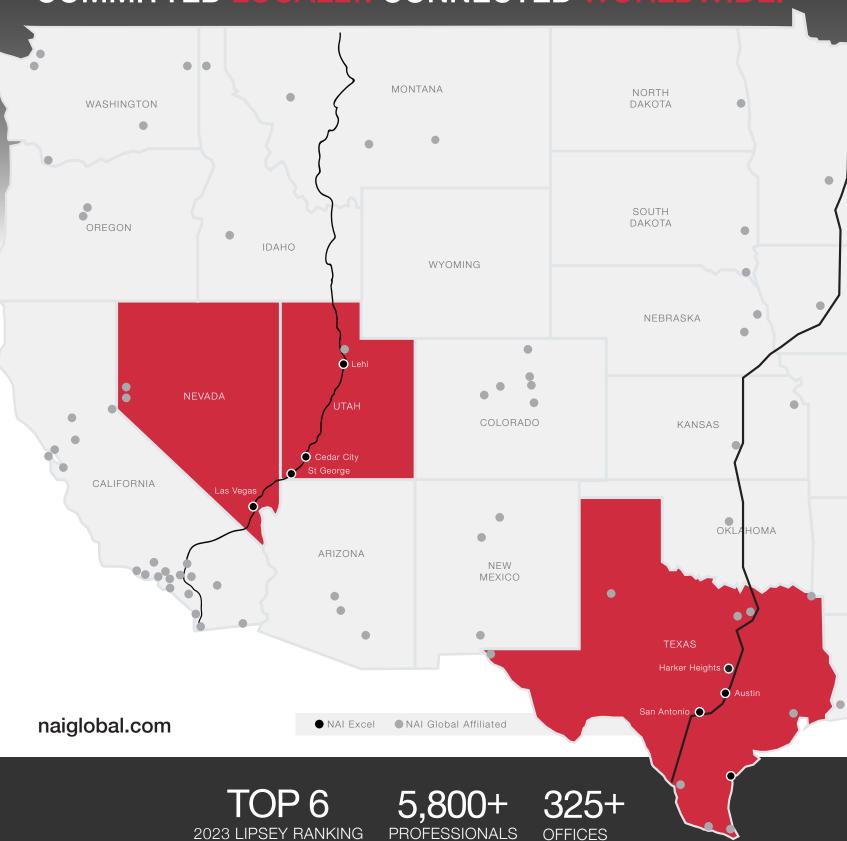
\$6,120,000

± 28,530 SF

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

N Global

COMMITTED LOCALLY. CONNECTED WORLDWIDE.

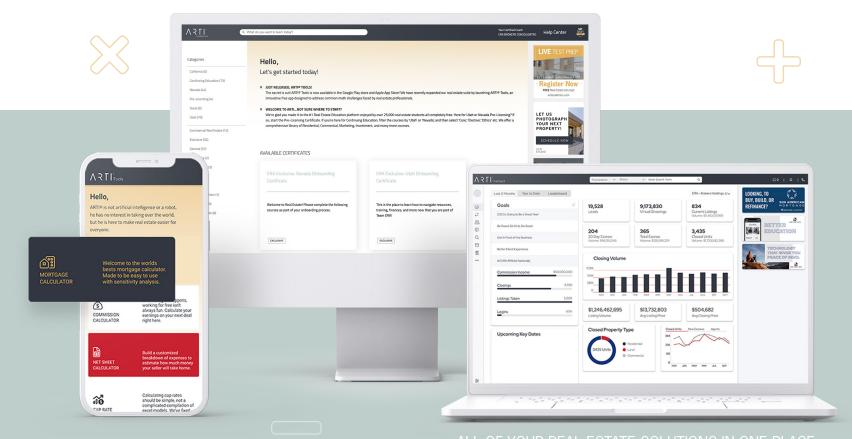


2023 LIPSEY RANKING

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Northern Utah





















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