NORTHERN UTAH

MARKET REPORT

VOLUME 36



2025 Mid-year Outlook

Commercial real estate markets are adapting to the new political economy in 2025. Interest rates maintain upward pressure on capitalization rates, and projects that commenced years ago continue to deliver inventory into the marketplace, elevating vacancy in some areas where demand has eased. Business owner and investor sentiment is mixed as growth and innovation are met with more expensive debt financing and changing world policy.

Cash and Tax Incentives

Significant cash and strong business performance continue to drive investment activity. Tariffs and Presidential policy have negotiated hundreds of billions of dollars in future foreign investment in the United States. The Presidents "One Big Beautiful Bill" is now law, bringing favorable tax treatment for many business owners and real estate investors including 100% bonus depreciation.

Facility Costs

Building operating costs continue to increase, creating financial pressure on both landlords and tenants. Insurance and property tax costs can remain mostly flat for years, then increase shockingly with little notice. Changes in interest rates, property taxes, and building operating expenses are giving owners greater cause to reevaluate their investments.

Real Estate is Local

The market for commercial real estate is local and each building and buyer requirement can be highly unique. While availability is increasing generally, it is still not uncommon for buyers and tenants to experience a lack of inventory in some market locations and property types. While less favorable properties can be slow to absorb, quality real estate at reasonable prices continues to move quickly.

Overall, the former market conditions of hyper demand and extremely limited inventory have moved to a more balanced marketplace. In 2025, buyers and tenants can expect to see more product availability, and sellers and landlords should expect more typical market conditions.

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

Neil Walter
Chief Executive Officer

Tom DeWine Principal Broker, Texas





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The pace of growth in the office market slowed somewhat in the first half of 2025. The average vacancy rate ticked up from 9.9% at the end of 2024 to 10.3% at mid-year 2025, and the average asking lease rate increased slightly to \$25.93 per square foot gross at mid-year.

Approximately 324,000 square feet of office space was completed through the first half of 2025, following 1.1 million square feet of construction in 2024. Net absorption reported slightly above neutral at approximately 24,000 square feet year-to-date.





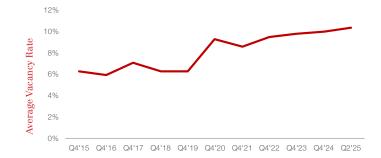


14658 S Bangerter Parkway

 Office

Market		Total Inventory	% Vacant	YTD Net Absorption	SF Under Construction	Built YTD	Asking Gross Rent
Class A		40,919,565	13.9%	(156,262)	351,724	137,168	\$29.25
Class B		71,954,939	9.4%	222,490	272,243	136,143	\$23.49
Class C		15,805,722	5.1%	(36,483)	-	51,107	\$23.44
Utah County		28,403,702	10.0%	574,113	124,113	112,036	\$24.48
South Valley		21,266,816	12.3%	(210,660)	82,364	126,137	\$26.20
West Valley		10,295,765	16.2%	17,764	47,850	-	\$22.24
East Valley		6,430,659	6.8%	(85,559)	11,450	-	\$23.72
Central Valley		5,509,925	8.6%	(16,870)	-	-	\$22.00
Central Valley East		14,756,129	8.4%	(260,066)	205,570	14,870	\$27.33
CBD		22,477,933	13.6%	(68,645)	8,500	-	\$28.94
Davis / Weber Counties		15,291,116	5.1%	62,593	144,120	71,375	\$26.11
Cache County		2,044,731	2.5%	12,273	-	-	\$22.51
All Other		2,613,281	3.4%	(751)	-	-	\$40.78
	Totals	129,090,057	10.3%	24,192	623,967	324,418	\$25.93

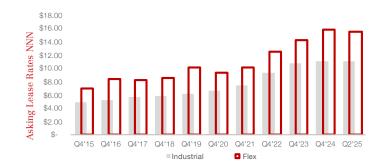




Industrial NORTHERN UTAH

The pace of construction has moderated in the industrial sector in Northern Utah with some 2.2 million square feet completed in the first half of 2025. By comparison, 6.3 million square feet was constructed in 2024, and more than 10 million square feet per year was completed in each of the three years prior. Nearly 4.0 million square feet is under construction.

The average asking lease rate fell to \$11.63 per square foot NNN at mid-year for industrial and flex space combined. The average vacancy rate edged slightly upward to the highest availability in the last decade of 6.3% at mid-year 2025. Net absorption remained positive, over 800,000 square feet.



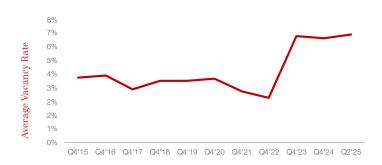
Market	Total Inventory	% Vacant	YTD Net Absorption	SF Under Construction	Built YTD	Asking NNN Rent
Industrial	298,213,899	6.5%	870,397	3,785,191	1,992,421	\$11.04
Flex	36,177,673	4.7%	(67,079)	162,067	278,151	\$15.48
Utah County	58,675,209	5.9%	1,008,472	591,220	495,871	\$12.28
South Valley	53,034,108	4.3%	673,467	636,000	544,012	\$13.24
West Valley	112,006,752	7.3%	(636,966)	634,567	884,793	\$11.04
Downtown	7,540,563	7.3%	(341,730)	-	-	\$10.16
Davis / Weber Counties	65,634,717	2.3%	203,416	601,051	208,525	\$14.47
Cache County	8,023,369	5.8%	146,870	197,054	125,511	\$9.50
Tooele County	7,431,057	13.5%	(191,284)	50,000	10,000	\$7.28
Outlying West Salt Lake County	19,646,651	18.7%	(52,006)	1,220,166	-	\$6.60
All Other	2,399,146	3.2%	(6,921)	17,200	1,860	\$25.47
Totals	334,391,572	6.3%	803,318	3,947,258	2,270,572	\$11.63

15897 South Axia Drive

L 232,000

✓ Completed 2025







^ 6-7.5%



NORTHERN UTAH

The Northern Utah retail market held steady through the first half of 2025 with the average asking lease rate increasing from \$23.51 at year-end 2024 to \$24.93 at mid-year 2025. The average vacancy rate notched up from 2.8% at year-end 2024 to 3.3% at mid-year 2025, continuing tight market conditions and availability below historical averages.

New construction has remained low with 451,000 square feet constructed vear to date with another 1.2 million square feet under construction. Absorption was negative 366,000 square feet, resulting in the uptick in the vacancy rate. Even with negative absorption year-to-date, minimal retail construction and increasing population have maintained upward pressure on lease rates while maintaining low vacancy rates.









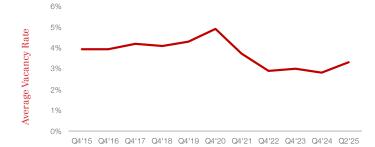


1457 Commerce Dr | For Lease by NAI Excel

	Retail	<u></u>	7,000	✓ Completed 2025
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			0/ 1/	YTD Net	SF Under	D. W.ACTD	Asking NNN
Market		Total Inventory	% Vacant	Absorption	Construction	Built YTD	Rent
General Retail		85,843,148	3.1%	177,210	852,157	355,566	\$24.10
Mall		10,003,987	7.5%	(161,473)	-	-	\$25.46
Power Center		9,044,457	4.2%	(87,767)	-	-	\$27.06
Shopping Center		41,513,245	5.0%	(293,787)	348,720	96,012	\$23.37
Specialty Center		1,541,928	3.6%	(657)	-	-	\$27.75
Utah County		29,524,443	2.8%	14,697	317,798	216,506	\$27.75
South Valley		20,950,809	2.0%	193,937	257,596	123,980	\$26.85
West Valley		7,244,719	0.9%	95,726	72,706	15,384	\$23.07
East Valley		7,985,893	2.5%	(36,859)	23,331	-	\$27.27
Central Valley		9,258,643	3.0%	(33,560)	-	1,524	\$24.97
Central Valley East		15,202,791	3.5%	(70,590)	7,200	15,000	\$24.84
CBD		8,374,936	6.4%	(65,758)	-	-	\$25.12
Davis / Weber Counties		36,410,752	4.6%	(386,218)	216,995	50,449	\$19.28
Cache County		6,007,020	2.2%	1,362	-	5,000	\$17.66
Summit County		3,482,453	3.3%	(32,884)	180,300	20,400	\$44.65
All Other		3,504,306	1.6%	(46, 327)	124,951	3,335	\$22.79
	Totals	147,946,765	3.3%	(366,474)	1,200,877	451,578	\$24.93

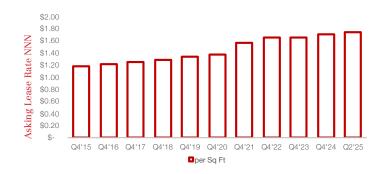




Multifamily NORTHERN UTAH

The Northern Utah multifamily market remained resilient in the first half of 2025. The average asking rental rate at mid-year 2025 rose to \$1.74 per square per month from \$1.71 at year-end 2024. The average vacancy rate held below double digits, increasing slightly from 9.8% at year-end 2024 to 9.9% at mid-year 2025.

Demand for multifamily housing continued during the first half of 2025 with 3,345 net dwelling units absorbed. Despite higher interest rates and construction costs, developers have over 10,000 units under construction.



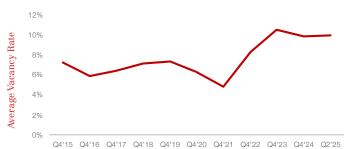
Market	Units	% Vacant	YTD Net Absorption	Units UC	Built YTD	Asking Rent/SF	Asking Studio	Asking 1 Bed	Asking 2 Bed	Asking 3 Bed
Class A	48,817	12.0%	1,341	3,865	1,338	\$1.87	\$1,374	\$1,552	\$1,876	\$2,172
Class B	95,189	11.1%	2,073	6,113	3,330	\$1.71	\$1,225	\$1,372	\$1,654	\$1,922
Class C	58,140	6.3%	(68)	253	-	\$1.59	\$955	\$1,090	\$1,316	\$1,642
Utah County	31,385	8.2%	808	1,617	219	\$1.70	\$1,507	\$1,376	\$1,577	\$1,980
South Valley	27,605	8.3%	197	332	154	\$1.67	\$1,459	\$1,426	\$1,742	\$2,081
West Valley	14,342	8.8%	329	503	357	\$1.65	\$1,082	\$1,184	\$1,453	\$1,880
East Valley	11,733	10.0%	175	1,425	406	\$2.09	\$1,356	\$1,461	\$1,951	\$2,735
Central Valley	12,009	11.7%	176		305	\$1.70	\$1,068	\$1,260	\$1,539	\$1,895
Central Valley East	26,462	8.4%	213	773	437	\$1.66	\$1,312	\$1,322	\$1,562	\$1,967
CBD	31,894	15.8%	856	2,900	1,961	\$2.27	\$1,179	\$1,493	\$2,087	\$2,554
Davis / Weber Counties	36,692	9.3%	680	1,621	829	\$1.55	\$1,035	\$1,295	\$1,509	\$1,884
Cache County	6,458	6.9%	(93)	881	-	\$1.46	\$1,116	\$1,338	\$1,420	\$1,542
Summit County	1,578	3.3%	(21)	123	-	\$1.96	\$1,707	\$1,623	\$1,702	\$1,751
Other Outlying Areas	2,680	7.6%	25	56	-	\$1.29	\$801	\$995	\$1,304	\$1,364
Totals	202,838	9.9%	3,345	10,231	4,668	\$1.74	\$1,227	\$1,375	\$1,638	\$1,956

2188 S Highland Drive

 Multifamily 🗀 193 Units

✓ Completed 2025





9.9% VACANCY

^ 5-6.5%



SELECT 2025 TRANSACTIONS

750+
ACTIVE LISTINGS

720CLOSINGS 2025
JUNE 2025 T12

\$1 Billion
LISTING VOLUME

SEARCH ALL
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INDUSTRIAL FACILITY WITH RAIL ACCESS

SOLD | INDUSTRIAL

\$27,000,000

± 269,000 SF / 57 ACRES AGENT: Meeja McAllister



LEASED | INDUSTRIAL

± 188,950 SF AGENTS: Eric Larkin, Mike Kenny, Leslie Houston



SOLD | RETAIL

\$10,222,900

± 15.11 ACRES

AGENTS: Zach Hatch & Jay Blacker



SOLD | INDUSTRIAL

\$8,750,000

± 46,860 SF AGENT: Erik Sexton



LEASED | INDUSTRIAL

± 161,463 SF

AGENTS: Eric Larkin, Mike Kenny, Leslie Houston 3970 PARADISE RD

LEASED | HOSPITALITY

\$8,910,000

251 UNITS

AGENT: Anders Graciano

789 & 791 MIDDLEGATE

SOLD | INDUSTRIAL

\$3,250,00

± 13,400 SF

AGENTS: Bryan Houser & Asim Mehmood

1420 KATY FORT BEND

SOLD | RETAIL

\$6,450,000

± 2.161 ACRES | 19,971 SF

AGENTS: Jorge Rodriguez, Ernest Brown & Juan Carlos Flores



SOLD | INDUSTRIAL

\$4,125,000

± 13,500 SF

AGENT: Neil Walter



SOLD | HOSPITALITY

\$5,000,000

AGENTS: Kevin O'Brien & Jon Walter



QUAIL CREEK INDUSTRIAL PARK

Multiple Transactions

SOLD | INDUSTRIAL

\$11,760,000

± 8.26 ACRES / 38,713 SF

421 N MEDINA

SOLD | INDUSTRIAL

\$4,200,000

± 2.27 ACRES

AGENT: Tom Rohde

8903 W MILITARY DR

SOLD | RETAIL

\$2,300,000

± 3,785 SF

AGENT: Scott Cummings

RED WATERS

Multiple Transactions

SOLD | INDUSTRIAL

\$3,674,000

± 11.96 ACRES

AGENT: Wes Davis



SOLD | INDUSTRIAL

\$3,276,900

± 11,388 SF

AGENT: Jason Griffith

RIVER RIDGE PARKWAY

SOLD | LAND

\$1,500,000

± 7.05 ACRES

AGENT: Tom DeWine

3503 S SAM HOUSTON PARKWAY

SOLD | RETAIL \$4,800,000

± 2.18 ACRES | 16,017 SF AGENTS: Jorge Rodriguez, Ernest Brown & Juan Carlos Flores

7830 ELDORADO

LEASED | INDUSTRIAL

± 6,890 SF AGENT: Maria Herman

3625 WEST AVENUE

LEASED | RETAIL

\$1,898,987

± 14,077 SF

AGENT: Carla Villarreal

Parkland

Multiple Transactions

SOLD | RETAIL/C-STORES

\$5,945,000

AGENT: Rina Fonua

7150 W GATES AVE

SOLD | INDUSTRIAL

± 7,875 SF AGENT: Jaden Malan

SIENNA HILLS AUTO MALL

SOLD | LAND

\$2,178,000

± 8.14 ACRES

AGENTS: Greg Whitehead & Gregg McArthur

3370 PALM PARKWAY

SOLD | INDUSTRIAL

\$2,875,000

± 10,280 SF

AGENT: Erik Sexton

125 W ST GEORGE BLVD

Multiple Transactions

SOLD | MULTIFAMILY

\$4,000,000

± 12,766 SF

AGENTS: Jon Walter & Kevin O'Brien

TCB GLOBAL SPI

LEASED | INDUSTRIAL

± 49,250

AGENT: Bryan Houser

Wallsall coated

LEASED | INDUSTRIAL

± 46,800 SF

AGENTS: Eric Larkin, Mike Kenny, Leslie Houston

3857, 3859 & 3875 EAST SOUTHCROSS

SOLD | OFFICE

\$2,465,000

± 43,156 SF

AGENTS: Jorge Rodriguez, Ernest Brown & Juan Carlos Flores

MIExcel TEXAS HQ

1390 BITTERS

SOLD | OFFICE

\$4,580,000

± 14,740 SF | 2.9 ACRES

Shipdudes

LEASED | INDUSTRIAL

± 22,990 SF

AGENT: Bryan Houser



LEASED | INDUSTRIAL

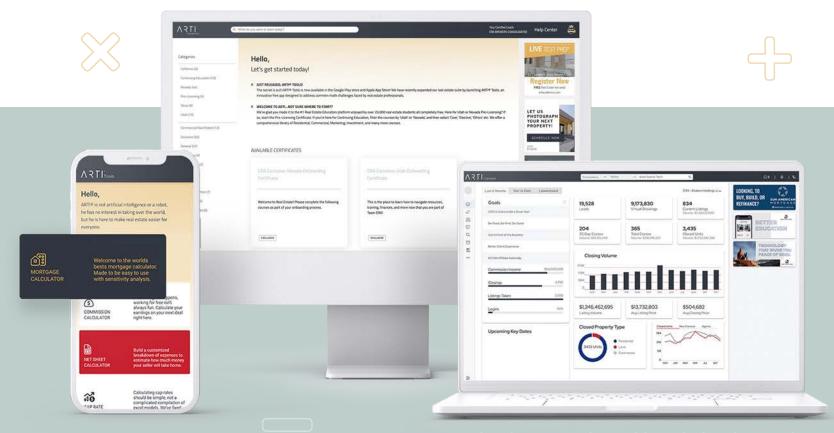
± 82,240 SF

AGENTS: Eric Larkin, Mike Kenny, Leslie Houston

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Northern Utah





















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