

# 2026

LAS VEGAS SOUTHERN UTAH NORTHERN UTAH AUSTIN SAN ANTONIO



# *midyear.*

COMMERCIAL REAL ESTATE  
**MARKET REPORT**  
VOL. 38

**NAExcel**

COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

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# 2026 Midyear

## The Construction Wave

In recent years, a wave of commercial real estate construction hit the marketplace. Online retail required large distribution facilities, data centers emerged, medical and tech fueled office expansion, and population growth pushed multifamily development. Low interest rates fueled both household income and business expansion, and developers took advantage of inexpensive debt financing to green light major commercial projects across the country.

The Small Business Administration's 504 loan, with a twenty-year fixed interest rate, reached as low as 2.21% in August of 2020, before hitting a decade high of 7.18% in October of 2023. The federal funds overnight rate approached zero, then climbed to 5.25-5.50% into 2024. During roughly the same time, nationwide non-residential construction spending exceeded \$1.3 trillion on an annualized basis, nearly double the capital expenditure of a decade prior.

While some of this construction wave in dollars is explained by increased costs, the data across this publication shows each construction wave in total square feet for the private sector in each of the submarkets we track. Also of interest, is that while nationwide commercial construction spending has slowed, it hasn't slowed much. And while the private sector construction trend has tapered, some sectors, including data centers, are actually in accelerated growth, and the public construction sector is booming with infrastructure and facilities spending.

As a result, developers that are completing commercial construction projects at today's higher interest rates, are still experiencing high construction costs. And given inflation there is some expectation that costs will continue to rise long term. Most business owners that are constructing new facilities for their business, aren't experiencing a reprieve in their facilities costs.

Each market segment in this publication shows a different construction trend, along with occupancy, lease rate, and other analytical data. We appreciate the opportunity to work with you and look forward to discussing how these dynamics impact your next real estate decision.

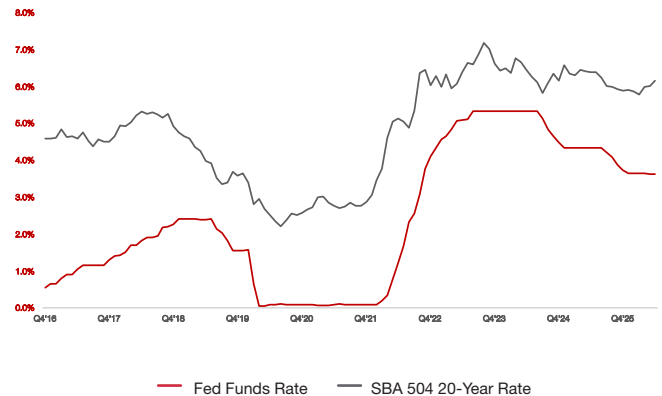
Jon Walter  
*President*  
*Principal Broker, Utah*

Todd Manning  
*Principal Broker, Nevada*

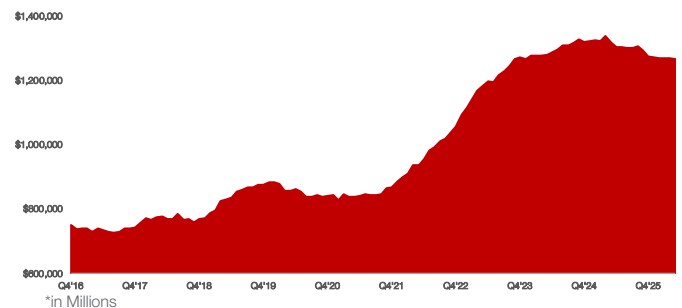
Neil Walter  
*Chief Executive Officer*

Tom DeWine  
*Principal Broker, Texas*

Federal Funds & SBA 504



Total Construction Spend:  
Non-residential US\*



Source: Federal Reserve Bank of St Louis | [fred.stlouisfed.org](https://fred.stlouisfed.org)

# 2026 SELECT TRANSACTIONS

|                        |                                                                                                                                    |                            |                                                                                                                                               |                            |                                                                                                                                   |                          |                                                                                                                                          |
|------------------------|------------------------------------------------------------------------------------------------------------------------------------|----------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|-----------------------------------------------------------------------------------------------------------------------------------|--------------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| <b>SOLD   LAND</b>     | <p>2853 East Highway 190</p> <p>\$25,158,000</p> <p>± 120.15 AC</p> <p>AGENT: Lloyd Thomas</p>                                     | <b>SOLD   MULTIFAMILY</b>  | <p>St Tropez Villa Apartments</p> <p>\$9,350,000</p> <p>57 UNITS</p> <p>AGENT: Anders Graciano</p>                                            | <b>LEASED   INDUSTRIAL</b> | <p><b>PRIDE</b><br/>MOBILITY</p> <p>± 190,306 SF</p> <p>AGENTS: Eric Larkin, Mike Kenny,<br/>Leslie Houston &amp; Seth Wright</p> | <b>SOLD   INDUSTRIAL</b> | <p>Quail Creek Industrial Park</p> <p>\$21,100,000</p> <p>Multiple Transactions</p> <p>AGENT: Curren Christensen</p>                     |
| <b>SOLD   LAND</b>     | <p><b>Smith's</b></p> <p>\$5,300,000</p> <p>± 21.1 AC</p> <p>AGENTS: Roy Barker, Neil Walter,<br/>Zach Hatch &amp; Jay Blacker</p> | <b>LEASED   INDUSTRIAL</b> | <p><b>CUSTOM<br/>STEELWORKS</b></p> <p>\$4,695,000</p> <p>± 14,680 SF</p> <p>AGENTS: Erik Sexton,<br/>Justen Kruse &amp; Bryan Houser</p>     | <b>SOLD   RETAIL</b>       | <p><b>GREEN GATE<br/>VILLAGE</b></p> <p>\$4,125,000</p> <p>± 14,139 SF   1.42 AC</p> <p>AGENT: Wes Davis</p>                      | <b>SOLD   RETAIL</b>     | <p>Zion Investment Property</p> <p>\$3,200,000</p> <p>± 6,000 SF   0.89 AC</p> <p>AGENTS: Brandon Price &amp;<br/>Curren Christensen</p> |
| <b>LEASED   RETAIL</b> | <p><b>POLLO PEPE</b></p> <p>\$1,394,000</p> <p>AGENTS: Juan Carlos Flores &amp;<br/>Jose Yamil de la Vega</p>                      | <b>SOLD   OFFICE</b>       | <p><b>WELLS<br/>FARGO</b></p> <p>\$6,000,000</p> <p>± 6.19 AC</p> <p>AGENT: Neil Walter</p>                                                   | <b>LEASED   INDUSTRIAL</b> | <p><b>EPG</b>   Ehrhardt<br/>Partner Group</p> <p>± 150,000 SF</p> <p>AGENT: Bryan Houser</p>                                     | <b>SOLD   LAND</b>       | <p>Sunset &amp; Rainbow Land</p> <p>\$3,500,000</p> <p>± 2.5 AC</p> <p>AGENT: Erik Sexton</p>                                            |
| <b>SOLD   LAND</b>     | <p><b>LEADING EDGE<br/>SCAFFOLD</b></p> <p>\$2,930,000</p> <p>± 3,836 SF   2.06 AC</p> <p>AGENT: Bryan Houser</p>                  | <b>LEASED   INDUSTRIAL</b> | <p><b>MITSUBISHI<br/>HEAVY INDUSTRIES</b></p> <p>± 77,664 SF</p> <p>AGENTS: Eric Larkin, Mike Kenny,<br/>Leslie Houston &amp; Seth Wright</p> | <b>SOLD   OFFICE</b>       | <p>Baer Creek LULU</p> <p>\$1,700,000</p> <p>± 13,238 SF   0.66 AC</p> <p>AGENTS: Gregg McArthur &amp;<br/>Greg Whitehead</p>     | <b>SOLD   INDUSTRIAL</b> | <p>7925 W Arby</p> <p>\$6,500,000</p> <p>± 22,805 SF</p> <p>AGENTS: Eric Larkin, Mike Kenny,<br/>Leslie Houston &amp; Seth Wright</p>    |

\*Value represents the list price or approximate transaction value.

\*Logos represent the property name, buyer, seller, tenant or most recent occupant of the property transacted.

\*Logos are intellectual property of their respective owners.

# 900+

ACTIVE LISTINGS

# 720+

CLOSINGS 2026  
JUNE 2026 T12

# \$1 Billion

LISTING VOLUME

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|                        |                                                                                                                                                                             |                        |                                                                                                                                                                                                    |                            |                                                                                                                                                          |                          |                                                                                                                                                                                                     |
|------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>SOLD   RETAIL</b>   | <br><b>RIVER CROSSING</b><br>\$5,800,000<br>± 8,400 SF<br>AGENTS: Neil Walter & Roy Barker | <b>SOLD   RETAIL</b>   | <br><b>orange leaf</b><br>frozen yogurt & treats<br>\$3,300,000<br>± 4,077 SF<br>AGENTS: Jon Walter & Neil Walter | <b>SOLD   LAND</b>         | Hwy 286<br>\$7,200,000<br>± 120 AC<br>AGENT: Scott Cummings                                                                                              | <b>SOLD   OFFICE</b>     | 4466 Lockhill<br>Selma Rd<br>\$1,600,000<br>± 2,937 SF<br>AGENTS: Michael Peel,<br>Jorge Rodriguez & Ernest L. Brown                                                                                |
| <b>SOLD   OFFICE</b>   | 1669 W Horizon<br>Ridge Pwky<br>\$1,150,000<br>± 3,040 SF<br>AGENTS: Todd Manning &<br>Asim Mehmood                                                                         | <b>SOLD   LAND</b>     | <br><b>Goldenwest</b><br>CREDIT UNION<br>\$3,041,670<br>± 2.64 AC<br>AGENT: Curren Christensen                   | <b>SOLD   INDUSTRIAL</b>   | 4927 & 4935<br>Golden Quail<br>\$3,200,000<br>± 22,404 SF   2.61 AC<br>AGENTS: Jorge Rodriguez &<br>Ernest L. Brown                                      | <b>LEASED   RETAIL</b>   | <br><b>LOS VAQUEROS</b><br>\$2,245,000<br>± 11,254 SF<br>AGENT: Chad Wallace                                    |
| <b>LEASED   OFFICE</b> | <br><b>ELITE ONE</b><br>FINANCIAL<br>± 13,411 SF<br>AGENT: Jim McLachlan                 | <b>SOLD   LAND</b>     | Tezel Rd<br>\$2,500,000<br>± 5.76 AC<br>AGENT: Bryan Ottmers                                                                                                                                       | <b>SOLD   INDUSTRIAL</b>   | 1702 Louise Lane<br>\$1,212,000<br>± 11,612 SF   2 AC<br>AGENTS: Jon Galindo &<br>Doug Collins Jr.                                                       | <b>SOLD   LAND</b>       | <br><b>EXCEPTIONAL</b><br>HEALTHCARE<br>\$3,385,000<br>± 6.19 AC<br>AGENTS: Greg Whitehead &<br>Gregg McArthur |
| <b>SOLD   LAND</b>     | 11601 S Lone<br>Peak Pwky<br>\$6,735,000<br>± 4 AC<br>AGENT: Wes Davis                                                                                                      | <b>LEASED   RETAIL</b> | <br><b>Japanese<br/>Kitchen</b><br>± 6,869 SF<br>AGENTS: Thomas Longaker &<br>Marlon Hill                       | <b>LEASED   INDUSTRIAL</b> | <br><b>BIG DADDY<br/>HILLS BBQ</b><br>± 9,074 SF<br>AGENT: Doug Cole | <b>SOLD   INDUSTRIAL</b> | <br><b>DENNETT</b><br>CONSTRUCTION<br>\$4,500,000<br>± 20,600 SF   1.98 AC<br>AGENT: Curren Christensen        |



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# LAS VEGAS



# Office

## LAS VEGAS

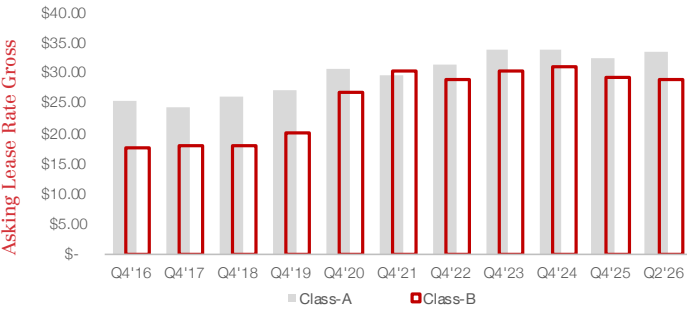
The overall average office lease rate held at \$29.41 per square foot gross from year-end 2025 to mid-year 2026 for all office properties. During the same period, average lease rates for Class A properties increased 2.8% to \$33.34 per square foot gross, while Class B rates declined 1.2% to \$28.84 per square foot gross. The average vacancy rate remained at 9.9%, where it has held relatively stable for the past few years.

Net absorption of 95,000 square feet occurred primarily in the northwest, downtown and south areas of Las Vegas. Approximately 456,000 square feet is currently under construction, predominantly Class A space located in the southwest part of the Valley.

9.9% VACANCY

\$29.41 ASKING RENT

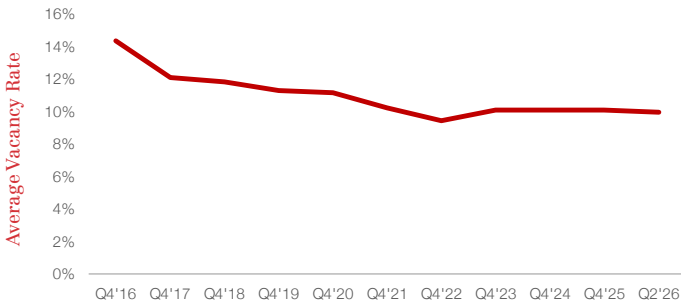
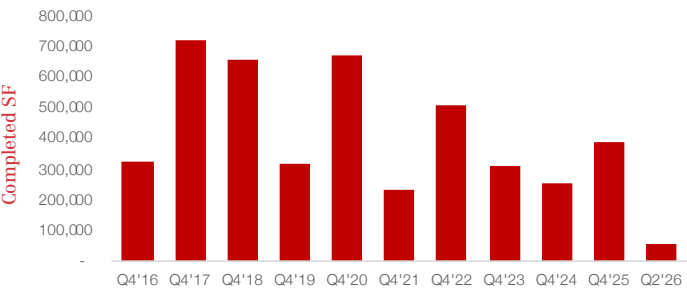
6-7.5% CAP RATE



6565 S Buffalo Dr

Office 40,000 ✓ Completed 2026

| Market                           | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking Gross Rent |
|----------------------------------|-----------------|----------|--------------------|-----------------------|-----------|-------------------|
| Class A                          | 12,037,030      | 11.9%    | 182,911            | 436,474               | 40,679    | \$33.34           |
| Class B                          | 46,848,839      | 9.9%     | (82,681)           | 20,160                | 18,186    | \$28.84           |
| Class C                          | 9,574,861       | 7.4%     | (5,200)            | -                     | -         | \$24.34           |
| Central East Las Vegas           | 9,136,262       | 21.8%    | (12,492)           | -                     | -         | \$28.38           |
| Central North Las Vegas          | 2,575,237       | 5.4%     | 17,472             | -                     | -         | \$27.07           |
| Downtown Las Vegas               | 4,926,762       | 11.1%    | 58,287             | -                     | -         | \$29.37           |
| North Las Vegas                  | 3,038,421       | 3.2%     | 3,792              | -                     | -         | \$28.99           |
| Northwest Las Vegas              | 11,006,079      | 9.3%     | 61,347             | 74,200                | -         | \$31.80           |
| South East Las Vegas / Henderson | 2,093,132       | 8.8%     | 3,853              | -                     | -         | \$25.03           |
| South Las Vegas                  | 13,861,161      | 8.5%     | 37,515             | 19,800                | 14,186    | \$29.73           |
| Southwest Las Vegas              | 13,226,854      | 7.0%     | (23,985)           | 362,634               | 44,679    | \$30.62           |
| West Las Vegas                   | 8,207,840       | 8.0%     | (50,859)           | -                     | -         | \$27.15           |
| Outlying Clark County            | 581,498         | 6.1%     | 100                | -                     | -         | \$16.98           |
| Totals                           | 68,653,246      | 9.9%     | 95,030             | 456,634               | 58,865    | \$29.41           |

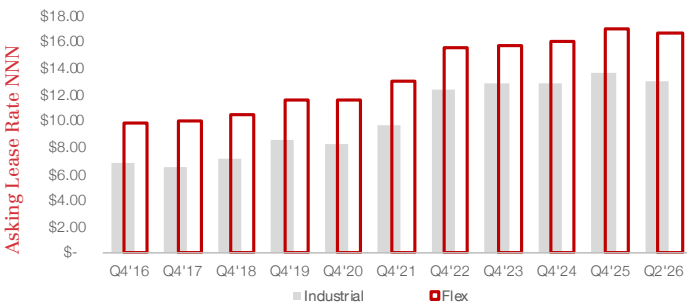


# Industrial

## LAS VEGAS

The average combined lease rate for industrial and flex properties in the Las Vegas market declined 4.4% from the end of 2025 to \$13.50 NNN at mid-year 2026. The combined vacancy rate for industrial and flex space decreased to 11.4% at mid-year 2026, marking the first decline in several years, although the improvement was modest.

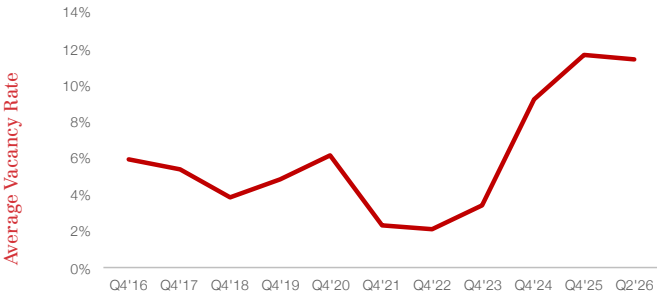
More than 6.8 million square feet of industrial space is currently under construction. Less than 1.0 million square feet was developed during the first half of the year, as new construction has slowed from prior years. Absorption through the first half of the year of over 1.5 million square feet was seen primarily in outlying Las Vegas areas.



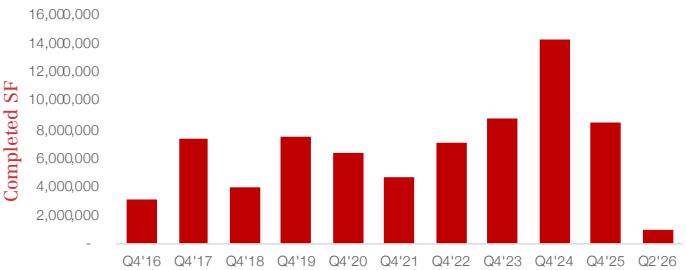
| Market                           | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking NNN Rent |
|----------------------------------|-----------------|----------|--------------------|-----------------------|-----------|-----------------|
| Industrial                       | 175,224,710     | 13.6%    | 1,654,739          | 6,794,394             | 956,757   | \$12.94         |
| Flex                             | 21,834,849      | 7.0%     | (115,514)          | 58,484                | 14,000    | \$16.60         |
| Airport / East Las Vegas         | 17,210,723      | 7.2%     | (167,849)          | -                     | 55,027    | \$14.36         |
| Central Las Vegas                | 13,682,215      | 2.9%     | (33,666)           | -                     | -         | \$13.81         |
| North Las Vegas                  | 61,952,499      | 12.5%    | 262,734            | 6,000                 | 10,476    | \$8.79          |
| North West Las Vegas             | 907,881         | 3.6%     | 35,027             | -                     | -         | \$17.32         |
| South East Las Vegas / Henderson | 25,804,731      | 12.8%    | (42,518)           | 2,911,137             | 41,347    | \$13.04         |
| Las Vegas Speedway               | 17,883,065      | 13.9%    | 35,844             | -                     | -         | \$9.74          |
| SW Las Vegas                     | 39,859,131      | 7.3%     | 263,809            | 873,878               | 404,366   | \$17.04         |
| West Las Vegas                   | 10,722,374      | 7.6%     | (31,228)           | -                     | -         | \$14.32         |
| Outlying Clark County            | 9,036,940       | 38.9%    | 1,217,072          | 3,061,863             | 459,541   | \$9.49          |
| Totals                           | 197,059,559     | 11.4%    | 1,539,225          | 6,852,878             | 970,757   | \$13.50         |

5765 W Sunset Rd

Industrial 34,000 Completed 2026



11.4% VACANCY \$13.50 ASKING RENT 6-7.5% CAP RATE

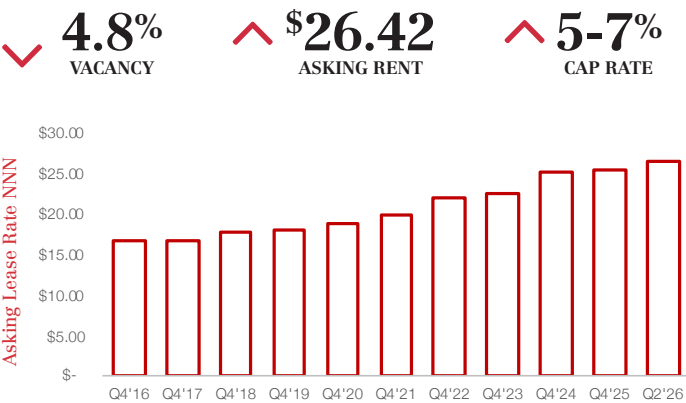


# Retail

## LAS VEGAS

The retail market carried strong through the first half of 2026. The average asking lease rate increased to \$26.42 per square foot annually NNN at mid-year 2026, an increase of 4.1% from year-end 2025. The average vacancy rate fell to 4.8% at mid-year 2026, down from 5.2% at the end of 2025 and continued a trend of modest decline.

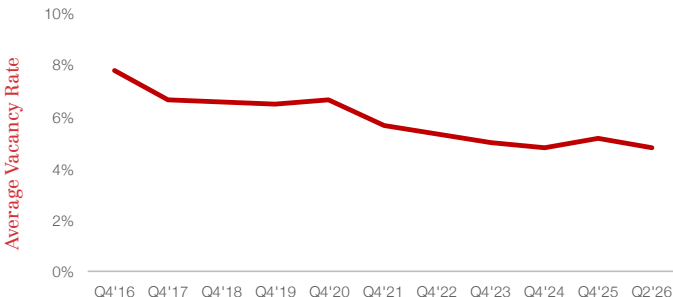
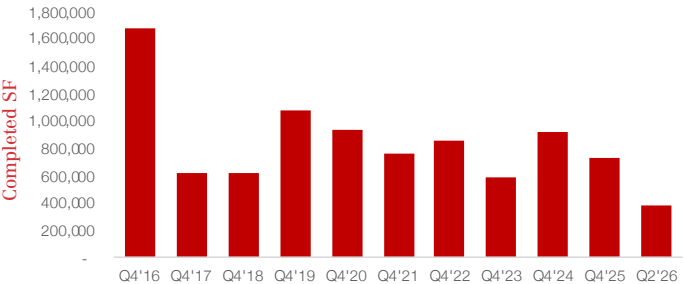
A growing population base and thriving tourism sector are creating demand for retail services. Just over 380,000 square feet of retail space was constructed year-to-date, with nearly 1.7 million square feet under construction at mid-year 2026. Net absorption of 765,000 square feet year-to-date further reflects the demand for retail services in the greater Las Vegas metro area.



875 E Lake Mead Pkwy

Retail 40,000 Completed 2026

| Market                 | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking NNN Rent |
|------------------------|-----------------|----------|--------------------|-----------------------|-----------|-----------------|
| General Retail         | 43,151,855      | 5.0%     | 196,724            | 930,462               | 105,744   | \$25.30         |
| Mall                   | 9,553,982       | 6.2%     | 44,546             | -                     | -         | \$41.97         |
| Power Center           | 12,783,333      | 3.4%     | (57,641)           | 21,500                | -         | \$26.38         |
| Shopping Center        | 54,014,416      | 5.7%     | 585,193            | 742,522               | 275,973   | \$25.87         |
| Specialty Center       | 3,398,707       | 9.8%     | (3,259)            | -                     | -         | \$23.63         |
| Central East Las Vegas | 15,888,767      | 8.0%     | 74,708             | 595,263               | -         | \$19.60         |
| Central West Las Vegas | 18,213,444      | 5.6%     | 181,621            | 484,600               | -         | \$21.12         |
| East Las Vegas         | 6,099,974       | 3.0%     | 68,100             | -                     | 54,450    | \$27.34         |
| North Las Vegas        | 9,855,342       | 4.9%     | 20,825             | 163,098               | 19,730    | \$25.25         |
| Northeast Las Vegas    | 7,151,635       | 4.3%     | 16,810             | 43,250                | 6,000     | \$20.79         |
| Northwest Las Vegas    | 7,741,906       | 1.6%     | 103,320            | -                     | 50,000    | \$29.15         |
| Resort Corridor        | 9,467,641       | 4.5%     | 19,914             | 84,500                | -         | \$31.04         |
| Southeast Las Vegas    | 22,312,208      | 4.1%     | 102,924            | 107,182               | 29,336    | \$32.41         |
| Southwest Las Vegas    | 12,798,369      | 2.8%     | 179,064            | 186,171               | 212,653   | \$35.82         |
| West Las Vegas         | 11,062,647      | 4.9%     | (5,376)            | -                     | 9,548     | \$33.41         |
| Outlying Clark County  | 2,310,360       | 12.7%    | 3,653              | 30,420                | -         | \$15.36         |
| Totals                 | 122,902,293     | 4.8%     | 765,563            | 1,694,484             | 381,717   | \$26.42         |

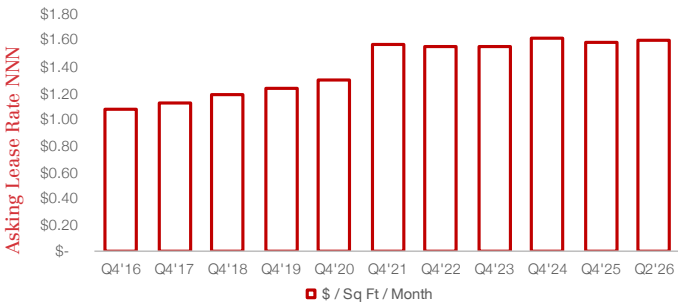


# Multifamily

## LAS VEGAS

The average multifamily lease rate moved to \$1.60 per square foot per month at mid-year 2026, up 1.3% from \$1.58 at year-end 2025. The average vacancy rate rose from to 10.5% during the same period.

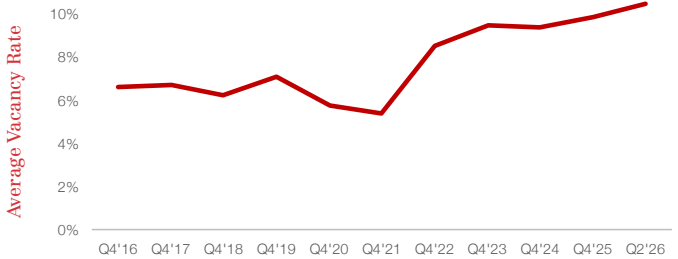
The previous three years experienced one of the strongest waves of new apartment development in Las Vegas history. While the trend is slowing, nearly 2,500 units were added to the market through the first half of 2026 with another nearly 1,500 units absorbed during the same period. Additionally 6,100 units were under construction midway through the year.



| 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                          | 46,492  | 11.1%    | 428                | 3,515    | 1,557     | \$1.82         | \$1,517       | \$1,605      | \$1,894      | \$2,443      |
| Class B                          | 177,411 | 10.6%    | 1,375              | 2,499    | 895       | \$1.58         | \$1,085       | \$1,265      | \$1,530      | \$1,835      |
| Class C                          | 91,490  | 9.7%     | (305)              | 98       | -         | \$1.44         | \$843         | \$990        | \$1,216      | \$1,480      |
| Central Las Vegas                | 54,741  | 12.4%    | (251)              | 1,106    | 414       | \$1.55         | \$950         | \$1,078      | \$1,327      | \$1,707      |
| Downtown Las Vegas               | 42,730  | 12.0%    | 5                  | 112      | -         | \$1.55         | \$866         | \$1,046      | \$1,327      | \$1,637      |
| North Las Vegas                  | 50,459  | 11.2%    | 198                | 736      | 222       | \$1.46         | \$892         | \$1,190      | \$1,393      | \$1,645      |
| Northwest Las Vegas              | 13,733  | 7.5%     | 361                | 444      | 80        | \$1.59         | \$1,250       | \$1,367      | \$1,617      | \$2,096      |
| South East Las Vegas / Henderson | 57,261  | 9.4%     | 308                | 1,011    | 312       | \$1.62         | \$1,508       | \$1,345      | \$1,603      | \$1,871      |
| South Las Vegas                  | 28,845  | 10.9%    | 454                | 966      | 682       | \$1.72         | \$1,444       | \$1,499      | \$1,766      | \$2,123      |
| West Las Vegas                   | 62,944  | 9.6%     | 417                | 1,737    | 742       | \$1.69         | \$1,815       | \$1,509      | \$1,718      | \$1,978      |
| Outlying Clark County            | 5,096   | 7.3%     | 6                  | -        | -         | \$1.29         | \$971         | \$967        | \$1,092      | \$1,543      |
| Totals                           | 315,809 | 10.5%    | 1,498              | 6,112    | 2,452     | \$1.60         | \$1,027       | \$1,279      | \$1,530      | \$1,827      |

### 4000 W Silverado Ranch Blvd

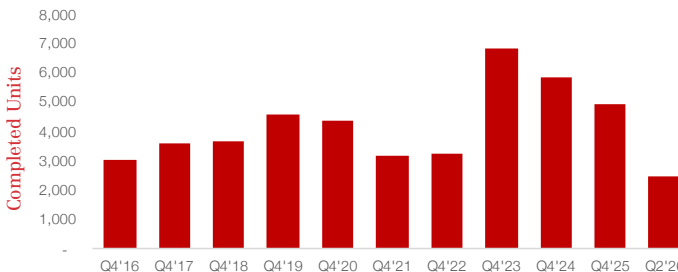
Multifamily 342 Units Completed 2026

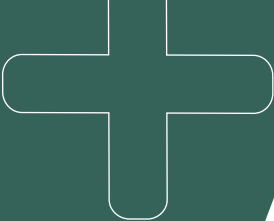


10.5%  
VACANCY

\$1.60  
ASKING RENT

5-7%  
CAP RATE





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# SOUTHERN UTAH



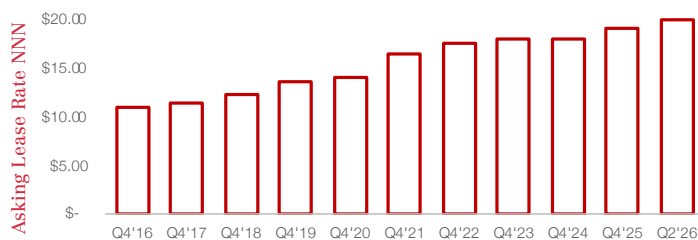
# Office

## WASHINGTON COUNTY

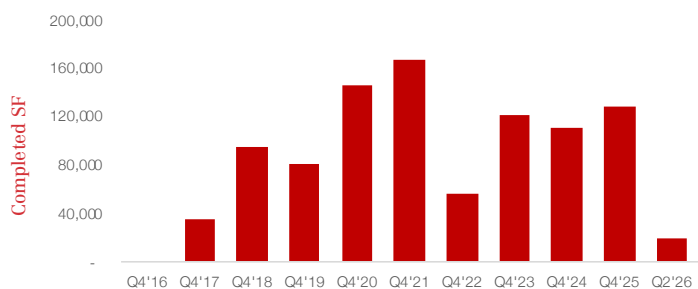
The average vacancy rate for the office market fell slightly from 3.1% at year-end 2025 to 2.7% at mid-year 2026. The vacancy rate has held below 5.0% in Washington County since 2017. The average asking lease rate for all property classes increased slightly from \$19.00 NNN at year-end 2025 to \$20.00 NNN at mid-year 2026.

Notable properties completed the first half of 2026 include the new St George City Hall, Watts Construction on Mall Drive, Southwest Vision along SR-7 in Hurricane, and America First Credit Union's branch office in Desert Color. Office buildings of note that are currently under construction include an 18,000 square foot building in Nichols Landing on south River Road, Red Rock Companies building in Desert Color, and Mountain America Credit Union's branch office on Sunset Boulevard.

✓ **2.7%** VACANCY    ^ **\$20.00** ASKING RENT    ◇ **6-7%** CAP RATE



| Asking Lease Rates<br>(Annual PSF NNN) | Class A   | Class B | Class C |
|----------------------------------------|-----------|---------|---------|
| Low                                    | \$16.00   | \$16.00 | \$10.00 |
| High                                   | \$30.00   | \$24.00 | \$16.00 |
| Average                                | \$24.00   | \$19.00 | \$14.00 |
| Vacancy                                | 3.9%      | 2.3%    | 3.3%    |
| Total Vacancy                          | 2.7%      |         |         |
| 2025 Year End Inventory                | 4,246,000 |         |         |
| Built in 2026 Mid Year                 | 18,500    |         |         |
| 2026 Mid Year Inventory                | 4,264,500 |         |         |
| Land Value PSF                         | \$16-24   |         |         |
| CAP Rates                              | 6.0-7.0%  |         |         |
| Under Construction                     | 88,000    |         |         |
| YTD Absorption                         | 35,000    |         |         |



61 S Main St

Office 78,000 ✓ Completed 2026

| Office   | Q4'16 | Chart | Q2'26 |
|----------|-------|-------|-------|
| All      | 5.5%  |       | 2.7%  |
| A        | 4.4%  |       | 3.9%  |
| B        | 6.6%  |       | 2.3%  |
| C        | 4.7%  |       | 3.3%  |
| CBD      | 10.1% |       | 3.6%  |
| Downtown | 3.6%  |       | 1.4%  |
| Suburban | 5.7%  |       | 2.3%  |
| Medical  | 2.9%  |       | 1.8%  |



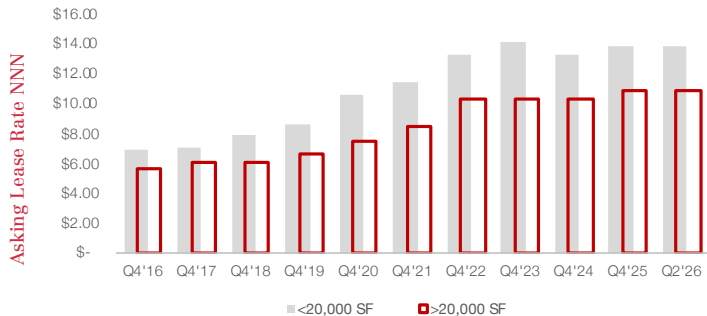
# Industrial

## WASHINGTON COUNTY

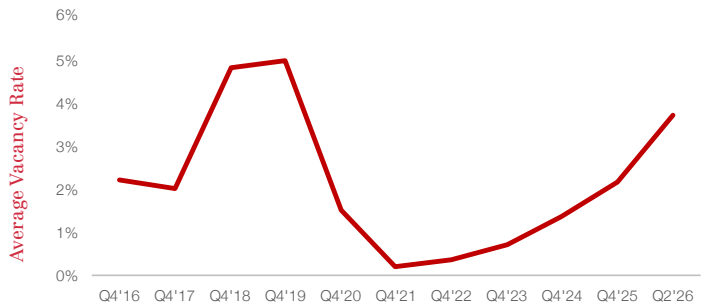
The average industrial vacancy rate rose to 3.7% at mid-year 2026 from 2.1% at year-end 2025. Although the vacancy rate increased, demand remains tight for industrial space with vacancy continuing to hold below 5% over the last decade in Washington County. Average asking lease rates for industrial properties held consistent at mid-year 2026, \$10.80 NNN average for properties greater than 20,000 square feet and an average of \$13.80 NNN for properties less than 20,000 square feet.

Approximately 668,000 square feet of industrial space was completed through the first half of 2026 with an additional 708,000 square feet currently under construction. Projects completed the first half of 2026 include the first 2 buildings at ARA Southwest Logistics Center, IDI Distributors, Stout Roofing, and IME Automation's new headquarters, and multiple smaller buildings throughout the Quail Creek, Gateway, Fort Pierce and Sunrise Industrial Park areas.

| Asking Lease Rates<br>(Annual PSF NNN) | < 20k SF | > 20K SF   |
|----------------------------------------|----------|------------|
| Low                                    | \$9.60   | \$8.50     |
| High                                   | \$15.60  | \$13.20    |
| Average                                | \$13.80  | \$10.80    |
| Vacancy                                | 8.7%     | 2.3%       |
| Total Vacancy                          |          | 3.7%       |
| 2025 Year End Inventory                |          | 14,026,000 |
| Built in 2026 Mid Year                 |          | 668,000    |
| 2026 Mid Year Inventory                |          | 14,694,000 |
| Land Value PSF                         |          | \$8-14     |
| CAP Rates                              |          | 6.0-7.0%   |
| Under Construction                     |          | 708,000    |
| YTD Absorption                         |          | 448,000    |



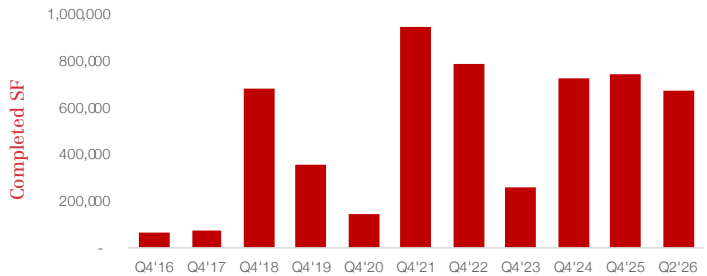
| Industrial  | Q4'16 | Chart | Q2'26 |
|-------------|-------|-------|-------|
| All         | 2.2%  |       | 3.7%  |
| Fort Pierce | 1.6%  |       | 4.0%  |
| Mill Creek  | 2.3%  |       | <1.0% |
| Rio Virgin  | 13.9% |       | 3.1%  |
| STG         | 0.6%  |       | 7.3%  |
| Gateway     | 1.5%  |       | 1.6%  |
| Riverside   | 5.1%  |       | 2.2%  |
| Sunset      | 0.0%  |       | 9.0%  |



Enterprise Dr  
Industrial 40,000 ✓ Completed 2026



3.7% VACANCY    \$11.50 ASKING RENT    6-7% CAP RATE



# Retail

## WASHINGTON COUNTY

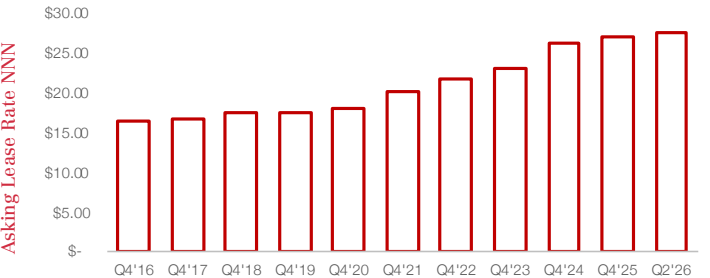
The retail market continued strong through the first half of 2026. The average asking lease rate increased to \$27.50 NNN at mid-year 2026 from \$27.00 NNN at year-end 2025. The average vacancy rate fell from 3.7% to 2.5% during the same period.

Approximately 356,000 square feet of space was completed in the first half of 2026, already marking the highest annual total of completed retail space delivered in the past decade—with six months still remaining in the year. The first half of 2026 saw the completion of several notable commercial projects, including the openings of Costco at Exit 2, Rush Funplex at Coral Junction, and Rowbury Tire & Powersports near Exit 13 in Washington. In addition, both Fiesta Fun and Factory Powersports completed expansion projects to their original facilities.

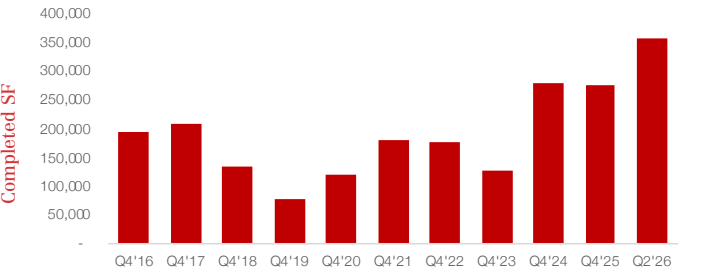
2.5%
VACANCY

\$27.50
ASKING RENT

5.5-7%
CAP RATE



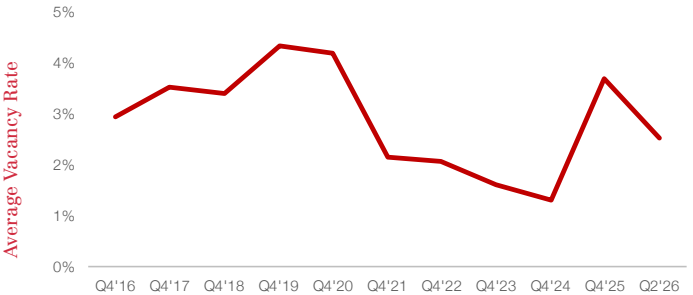
| Asking Lease Rates<br>(Annual PSF NNN) | Anchor  | No Anchor |
|----------------------------------------|---------|-----------|
| Low                                    | \$18.00 | \$14.00   |
| High                                   | \$55.00 | \$46.00   |
| Average                                | \$32.00 | \$26.00   |
| Vacancy                                | 1.9%    | 3.2%      |
| Total Vacancy                          |         | 2.5%      |
| 2025 Year End Inventory                |         | 8,233,000 |
| Built in 2026 Mid Year                 |         | 356,000   |
| 2026 Mid Year Inventory                |         | 8,589,000 |
| Land Value PSF                         |         | \$18-35   |
| CAP Rates                              |         | 5.5-7.0%  |
| Under Construction                     |         | 455,100   |
| YTD Absorption                         |         | 450,000   |



4700 S Desert Color Pkwy

Retail
 154,000
 Completed 2026

| Retail        | Q4'16 | Chart | Q2'26 |
|---------------|-------|-------|-------|
| All           | 2.9%  |       | 2.5%  |
| Anchored      | 3.2%  |       | 1.9%  |
| Unanchored    | 3.2%  |       | 3.2%  |
| Free Standing | 1.5%  |       | 1.5%  |



# Multifamily

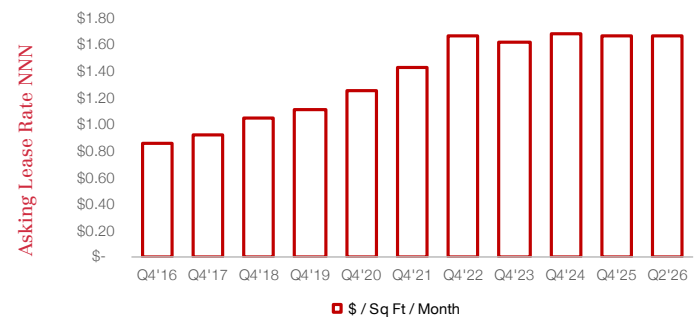
## WASHINGTON COUNTY

The vacancy rate for the Washington County multifamily market dropped from 9.5% at year-end 2025 to 6.5% at mid-year 2026. The primary variable for the improvement was the lease-up of three large apartment communities—White Dome, Desert Color, and The Ash—which were completed near the end of 2025 that initially had a high number of vacant units. The average multifamily lease rate moved slightly from \$1.67 per square foot per month at year-end 2025 to \$1.66 per square foot per month at mid-year 2026.

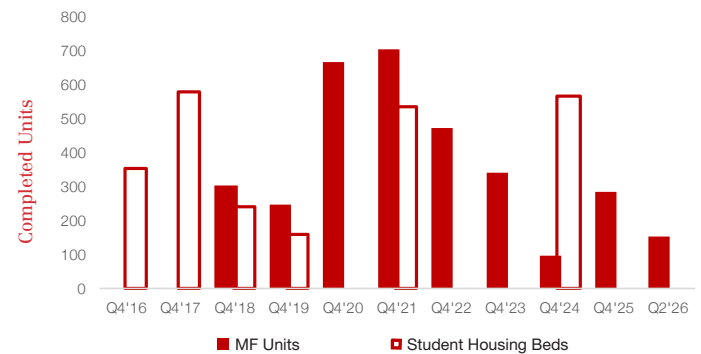
Approximately 152 units were completed the first half of 2026 with another 180 under construction. Projects completed and under construction include The Ash, Mountain View Apartments, and The Residences at Millcreek.

| Vacancy      | Q4'16 | Q2'26 |
|--------------|-------|-------|
| 1 Bed 1 Bath | <1.0% | 6.0%  |
| 2 Bed 1 Bath | <1.0% | 5.6%  |
| 2 Bed 2 Bath | <1.0% | 5.7%  |
| 3 Bed 2 Bath | <1.0% | 11.4% |
| Average      | <1.0% | 6.5%  |

| Rent/SF            | Q4'16  | Q2'26  |
|--------------------|--------|--------|
| 1 Bed 1 Bath       | \$1.09 | \$2.01 |
| 2 Bed 1 Bath       | \$0.79 | \$1.46 |
| 2 Bed 2 Bath       | \$0.86 | \$1.60 |
| 3 Bed 2 Bath       | \$0.81 | \$1.46 |
| \$ / Sq Ft / Month | \$0.86 | \$1.66 |



| Rent         | Q4'16   | Q2'26   |
|--------------|---------|---------|
| 1 Bed 1 Bath | \$705   | \$1,479 |
| 2 Bed 1 Bath | \$778   | \$1,326 |
| 2 Bed 2 Bath | \$878   | \$1,649 |
| 3 Bed 2 Bath | \$1,047 | \$1,805 |
| Average      | \$832   | \$1,578 |



845 E Desert Cactus Dr

Multifamily 120 Units Completed 2026



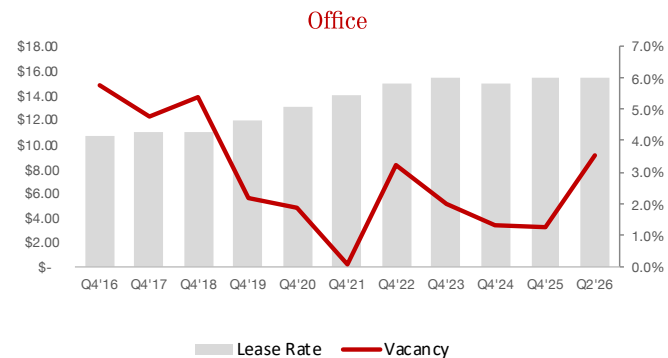
✓ **6.5%** VACANCY    ◇ **\$1.66** ASKING RENT    ◇ **5.5-6.5%** CAP RATE



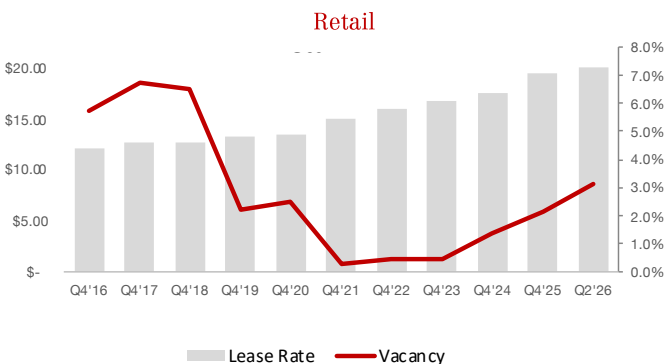
# Iron County

The Iron County commercial real estate market continued its momentum of strong growth through the first half of 2026 with approximately 385,000 square feet of space completed across twenty-one separate private and public projects.

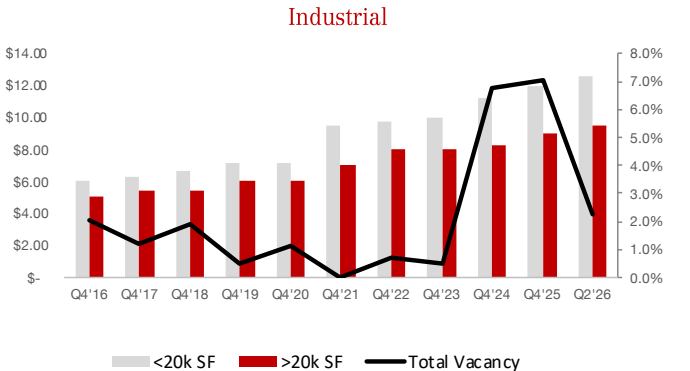
Approximately 550,000 additional square feet, spread across fourteen buildings, is currently under construction. Rising lease rates and low vacancy rates are evidence of the demand and growth in the county.



The average asking lease rate for the office market held at \$15.50 per square foot NNN and the average vacancy rate rose minimally to 3.5%. The three-story office building under construction on Interstate Drive, now nearing completion and visible from I-15, is currently the area's most significant office construction project.



The vacancy rate increased to 3.2% at mid-year 2026 from 2.1% at year-end 2025. The average asking lease rate rose from \$19.50 NNN to \$20.00 NNN during the same period. Properties completed the first half of 2026 include the 15,000 square foot RallyStop c-store at the entrance to Port 15 and three separate retail buildings in Enoch at the dynamic and growing intersection of SR-130 and E Midvalley Road.



The average industrial lease rate held at \$11.00 NNN at mid-year 2026. The average vacancy rate dropped to 2.3% at mid-year 2026, down from 7.0% at the end of 2025. The primary contributor to the declining vacancy is the 215,000 square-foot Genpack East manufacturing plant that was vacant the end of 2025 but is now committed to Utah Steel. Nearly 190,000 square feet of industrial space was completed in the first half of 2026, primarily consisting of small-to-medium sized office-warehouse buildings concentrated in industrial business parks west of Cedar City.

| Asking Lease Rates<br>(Annual PSF NNN) | Office     | Retail     | Industrial |
|----------------------------------------|------------|------------|------------|
| Low                                    | \$12.00    | \$13.00    | \$7.00     |
| High                                   | \$24.00    | \$36.00    | \$16.00    |
| Average                                | \$15.50    | \$20.00    | \$11.00    |
| Vacancy                                | 3.5%       | 3.2%       | 2.3%       |
| 2026 Mid Year Inventory                | 826,000    | 2,084,000  | 4,240,000  |
| CAP Rates                              | 6.0 - 7.5% | 6.0 - 7.0% | 6.0 - 7.5% |

NWC 300 W University Blvd

Special Use 62,000 Completed 2026





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San Antonio, TX

**BELL COUNTY**

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# NORTHERN UTAH

# Office

## NORTHERN UTAH

The northern Utah office market remained stable through the first half of 2026. The average vacancy rate declined to 10.4% at mid-year 2026, down slightly from 10.8% at the end of 2025. The average asking lease rate for all property classes declined to \$24.86 per square foot gross at mid-year 2026, down 4.3% from the end of 2025.

Only 155,000 square feet of new space was reported completed through the first six months of 2026. This low construction follows a national trend of slowing demand and, with only 355,000 square feet under construction, puts year 2026 on a trajectory to be one of the lowest construction years in the last decade. With limited new space, net absorption was positive at 507,000 square feet year-to-date.

10.4%

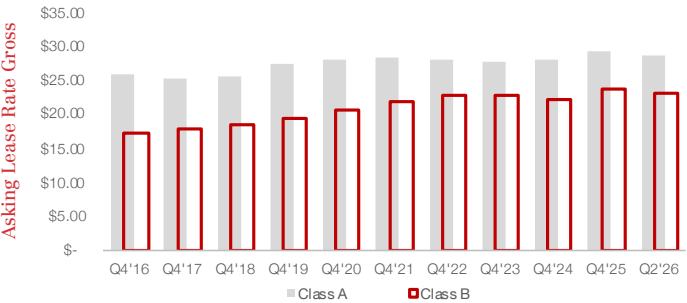
VACANCY

\$24.86

ASKING RENT

6-7.5%

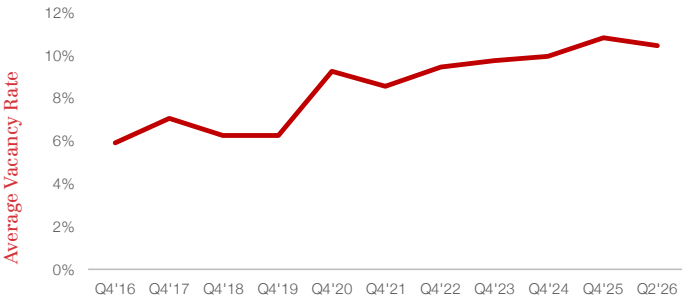
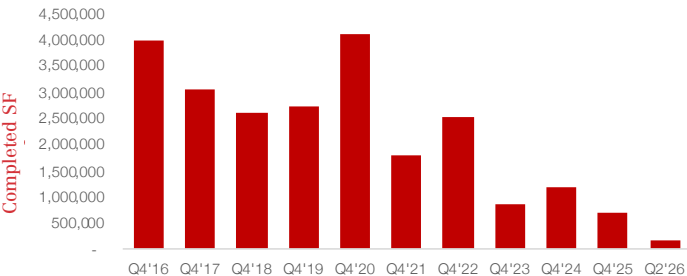
CAP RATE



450 N State St

Government 160,000 Completed 2026

| Market                 | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking Gross Rent |
|------------------------|-----------------|----------|--------------------|-----------------------|-----------|-------------------|
| Class A                | 36,813,234      | 12.6%    | 360,572            | 101,148               | -         | \$28.66           |
| Class B                | 76,131,928      | 10.5%    | 225,472            | 253,908               | 140,057   | \$23.04           |
| Class C                | 17,347,000      | 5.7%     | (78,391)           | -                     | 15,714    | \$21.19           |
| Utah County            | 28,671,108      | 10.4%    | (294,252)          | 55,074                | 36,733    | \$24.96           |
| South Valley           | 21,150,318      | 12.0%    | 177,559            | -                     | 29,958    | \$27.07           |
| West Valley            | 10,163,912      | 16.0%    | 390,444            | -                     | -         | \$21.24           |
| East Valley            | 6,397,733       | 7.4%     | 66,312             | -                     | -         | \$23.60           |
| Central Valley         | 5,465,684       | 12.0%    | (27,613)           | -                     | -         | \$23.59           |
| Central Valley East    | 15,028,038      | 9.8%     | (47,742)           | 80,000                | 1,560     | \$27.79           |
| CBD                    | 23,154,330      | 12.3%    | 91,187             | -                     | -         | \$27.39           |
| Davis / Weber Counties | 15,539,922      | 5.6%     | 95,800             | 209,692               | 15,120    | \$28.77           |
| Cache County           | 2,190,234       | 1.6%     | 38,917             | -                     | 22,000    | \$25.39           |
| All Other              | 2,801,998       | 3.9%     | 16,885             | 10,290                | 50,400    | \$34.90           |
| Totals                 | 130,563,277     | 10.4%    | 507,497            | 355,056               | 155,771   | \$24.86           |

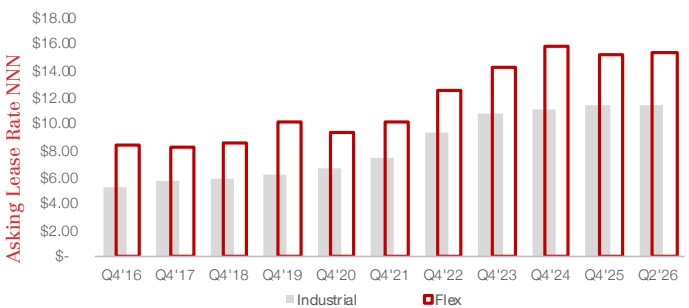


# Industrial

## NORTHERN UTAH

The pace of activity across the greater Salt Lake Valley showed signs of continued slowing the first half of 2026. The average asking lease rate for industrial and flex space combined fell slightly to \$11.79 per square foot NNN at mid-year 2026. The average vacancy rate moved to 7.4%, up from 6.8% at year-end 2025.

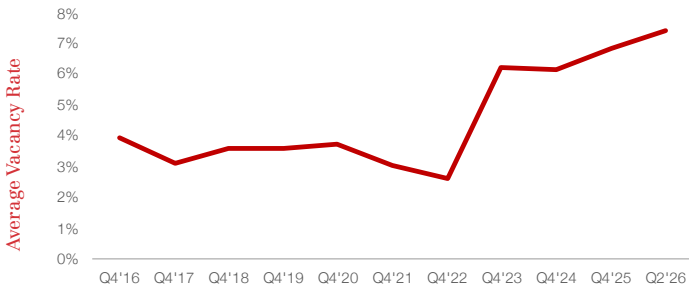
Approximately 1.9 million square feet was completed during the first six months of the year, keeping in-line with the lower construction levels of the most recent years. Approximately, 5.6 million square feet is currently under construction and net absorption was approximately 123,000 square feet.



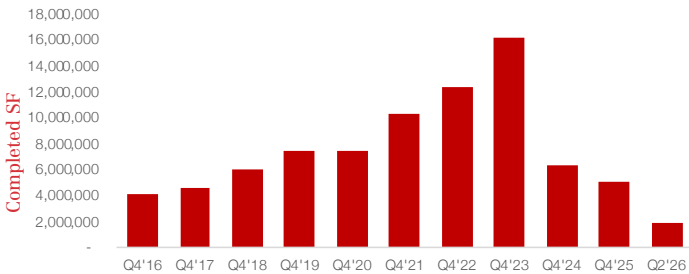
| Market                         | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking NNN Rent |
|--------------------------------|-----------------|----------|--------------------|-----------------------|-----------|-----------------|
| Industrial                     | 296,960,146     | 7.6%     | 223,755            | 4,949,960             | 1,738,896 | \$11.35         |
| Flex                           | 35,741,620      | 5.9%     | (100,757)          | 655,350               | 212,610   | \$15.40         |
| Utah County                    | 53,195,956      | 7.9%     | 479,815            | 2,088,057             | 1,271,866 | \$12.63         |
| South Valley                   | 51,422,191      | 5.0%     | 176,919            | 403,759               | 198,672   | \$12.01         |
| West Valley                    | 112,678,409     | 8.2%     | (1,089,672)        | 1,532,742             | 29,600    | \$12.25         |
| Downtown                       | 7,365,950       | 9.4%     | (64,190)           | -                     | -         | \$10.39         |
| Davis / Weber Counties         | 67,846,562      | 3.7%     | (135,570)          | 660,506               | 221,531   | \$13.33         |
| Cache County                   | 8,928,811       | 5.9%     | (75,624)           | 127,127               | 113,837   | \$9.13          |
| Tooele County                  | 7,373,082       | 9.5%     | 195,825            | -                     | -         | \$7.97          |
| Outlying West Salt Lake County | 21,292,726      | 19.0%    | 632,352            | 793,119               | 116,000   | \$13.01         |
| All Other                      | 2,598,079       | 2.7%     | 3,143              | -                     | -         | \$23.50         |
| Totals                         | 332,701,766     | 7.4%     | 122,998            | 5,605,310             | 1,951,506 | \$11.79         |

4252 N 1730 W

Industrial 300,000 Completed 2026



7.4% VACANCY \$11.79 ASKING RENT 6-7.5% CAP RATE



# Retail

## NORTHERN UTAH

The Northern Utah retail market remained stable through the first half of 2026. The average asking lease rate declined 1.7% from \$24.26 at year-end 2025 to \$23.85 at mid-year 2026. The average vacancy rate rose slightly to 3.5%, continuing the trend of low availability during the recent decade.

Grocery anchored, entertainment, restaurant, and specialty retailers continued to dominate expansions. Reported negative net absorption of 12,000 square feet was seen year-to-date, and only 292,000 square feet of new space was added to the market during the same period.

3.5%

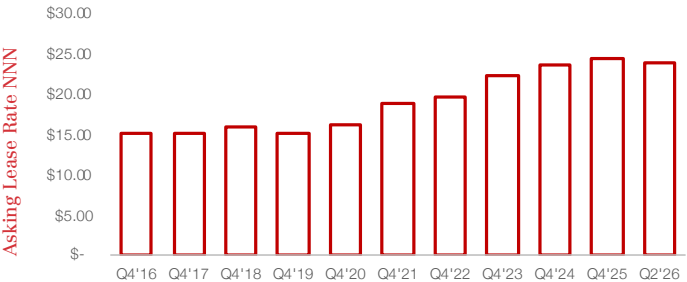
VACANCY

\$23.85

ASKING RENT

5-7%

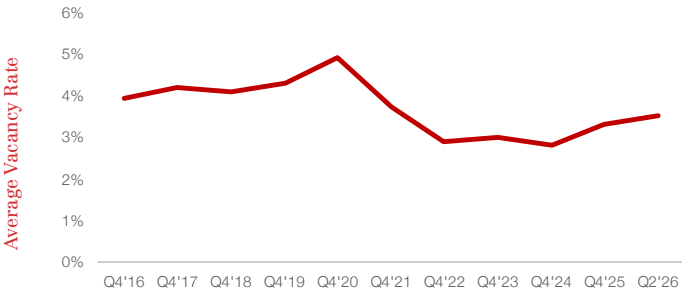
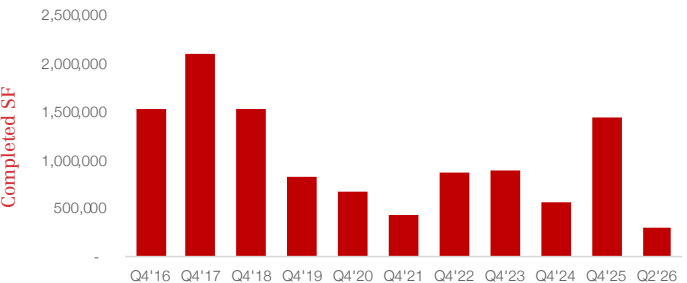
CAP RATE



411 Mill Pond Dr | Sold by NAI Excel

Retail 50,000 Completed 2026

| Market                 | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking NNN Rent |
|------------------------|-----------------|----------|--------------------|-----------------------|-----------|-----------------|
| General Retail         | 86,547,937      | 3.3%     | (125,991)          | 1,395,394             | 247,487   | \$24.05         |
| Mall                   | 9,855,577       | 6.8%     | 25,524             | -                     | -         | \$27.70         |
| Power Center           | 8,820,002       | 2.5%     | 49,587             | -                     | -         | \$26.71         |
| Shopping Center        | 41,340,219      | 4.6%     | 16,006             | 422,896               | 45,406    | \$23.96         |
| Specialty Center       | 1,680,912       | 7.9%     | 22,697             | -                     | -         | \$18.10         |
| Utah County            | 30,196,090      | 2.8%     | 88,412             | 584,549               | 44,226    | \$26.58         |
| South Valley           | 21,358,352      | 3.1%     | 50,826             | 625,051               | 93,952    | \$24.64         |
| West Valley            | 7,335,001       | 0.9%     | 13,324             | 14,300                | 986       | \$23.92         |
| East Valley            | 7,988,632       | 3.1%     | (55,648)           | -                     | 1,276     | \$22.81         |
| Central Valley         | 9,227,760       | 2.8%     | 30,492             | 5,000                 | -         | \$24.39         |
| Central Valley East    | 14,631,942      | 3.5%     | (58,752)           | -                     | 7,200     | \$31.87         |
| CBD                    | 7,776,860       | 6.3%     | (86,029)           | 225,000               | -         | \$25.18         |
| Davis / Weber Counties | 36,105,585      | 4.4%     | 52,734             | 222,113               | 69,153    | \$17.13         |
| Cache County           | 6,180,465       | 1.6%     | 18,133             | 3,927                 | -         | \$19.17         |
| Summit County          | 3,604,552       | 6.8%     | (36,334)           | 120,300               | 76,100    | \$37.30         |
| All Other              | 3,839,408       | 4.2%     | (29,335)           | 18,050                | -         | \$20.07         |
| Totals                 | 148,244,647     | 3.5%     | (12,177)           | 1,818,290             | 292,893   | \$23.85         |

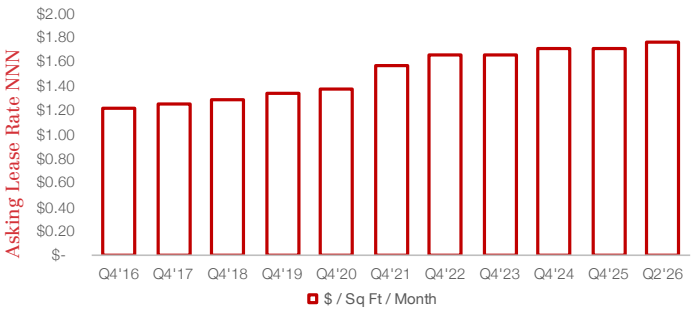


# Multifamily

## NORTHERN UTAH

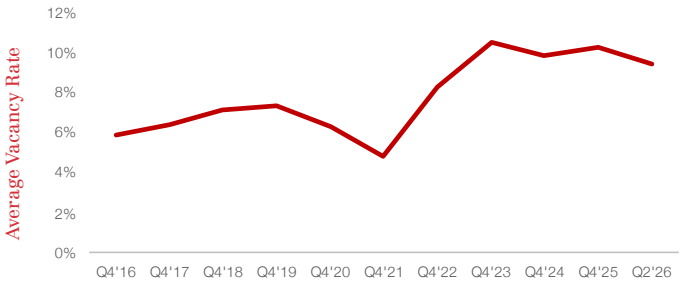
Lease rates and availability progressed from year-end 2025 for the Wasatch Front multifamily market through the first half of 2026. The average asking rental rate rose to \$1.75 per square foot per month, up 2.3% from \$1.71 seen at year-end 2025. The average vacancy rate fell from 10.2% at year-end 2025 to 9.4% at mid-year 2026.

The last five years have seen elevated multifamily housing construction along the Wasatch Front. With a supply-demand imbalance, as new supply has outpaced demand, a slowing pipeline has begun. Just over 4,000 units were brought to market the first six months of 2026, with an additional 7,600 units under construction at mid-year. Absorption of 4,600 units shows demand remains healthy.

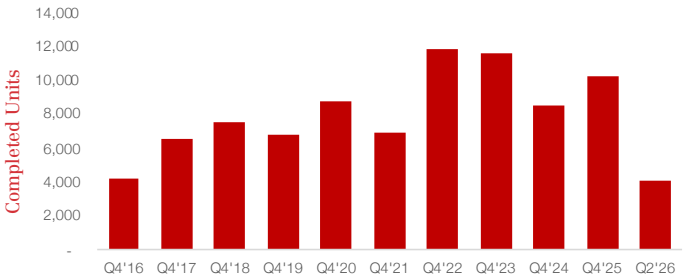


| Market                 | Units   | % Vacant | YTD Net Absorption | Units UC | Built YTD | Asking Rent/SF | Asking Studio | Asking 1 Bed | Asking 2 Bed | Asking 3 Bed |
|------------------------|---------|----------|--------------------|----------|-----------|----------------|---------------|--------------|--------------|--------------|
| Class A                | 48,172  | 11.2%    | 1,807              | 2,451    | 1,387     | \$1.88         | \$1,301       | \$1,536      | \$1,924      | \$2,222      |
| Class B                | 127,258 | 10.3%    | 2,877              | 5,074    | 2,626     | \$1.73         | \$1,198       | \$1,387      | \$1,694      | \$2,006      |
| Class C                | 66,925  | 6.6%     | (77)               | 91       | 4         | \$1.60         | \$936         | \$1,082      | \$1,316      | \$1,758      |
| Utah County            | 45,967  | 8.7%     | 698                | 675      | 1,040     | \$1.62         | \$1,405       | \$1,414      | \$1,637      | \$1,998      |
| South Valley           | 31,186  | 6.2%     | 669                | 1,340    | 256       | \$1.67         | \$1,411       | \$1,418      | \$1,730      | \$2,114      |
| West Valley            | 16,155  | 8.9%     | 420                | 84       | 60        | \$1.64         | \$1,083       | \$1,153      | \$1,465      | \$1,881      |
| East Valley            | 13,564  | 9.3%     | 526                | 535      | 85        | \$2.06         | \$1,347       | \$1,403      | \$1,997      | \$2,424      |
| Central Valley         | 12,219  | 7.0%     | 160                | -        | -         | \$1.68         | \$1,007       | \$1,231      | \$1,541      | \$1,867      |
| Central Valley East    | 29,139  | 8.5%     | 566                | 536      | 867       | \$1.70         | \$1,272       | \$1,337      | \$1,590      | \$2,046      |
| CBD                    | 37,572  | 14.4%    | 940                | 3,117    | 601       | \$2.24         | \$1,121       | \$1,471      | \$2,106      | \$2,545      |
| Davis / Weber Counties | 41,709  | 9.8%     | 413                | 1,102    | 1,068     | \$1.55         | \$1,060       | \$1,309      | \$1,528      | \$1,887      |
| Cache County           | 7,862   | 9.2%     | 188                | 78       | -         | \$1.73         | \$1,150       | \$1,326      | \$1,438      | \$2,305      |
| Summit County          | 4,400   | 10.1%    | 10                 | 149      | 40        | \$2.30         | \$1,564       | \$1,881      | \$2,150      | \$2,045      |
| Other Outlying Areas   | 3,315   | 6.8%     | 14                 | -        | -         | \$1.30         | \$848         | \$1,028      | \$1,323      | \$1,441      |
| Totals                 | 243,088 | 9.4%     | 4,604              | 7,616    | 4,017     | \$1.75         | \$1,187       | \$1,371      | \$1,661      | \$2,026      |

105 S Main St  
Multifamily 252 Units Completed 2026



9.4% VACANCY    \$1.75 ASKING RENT    5-6.5% CAP RATE

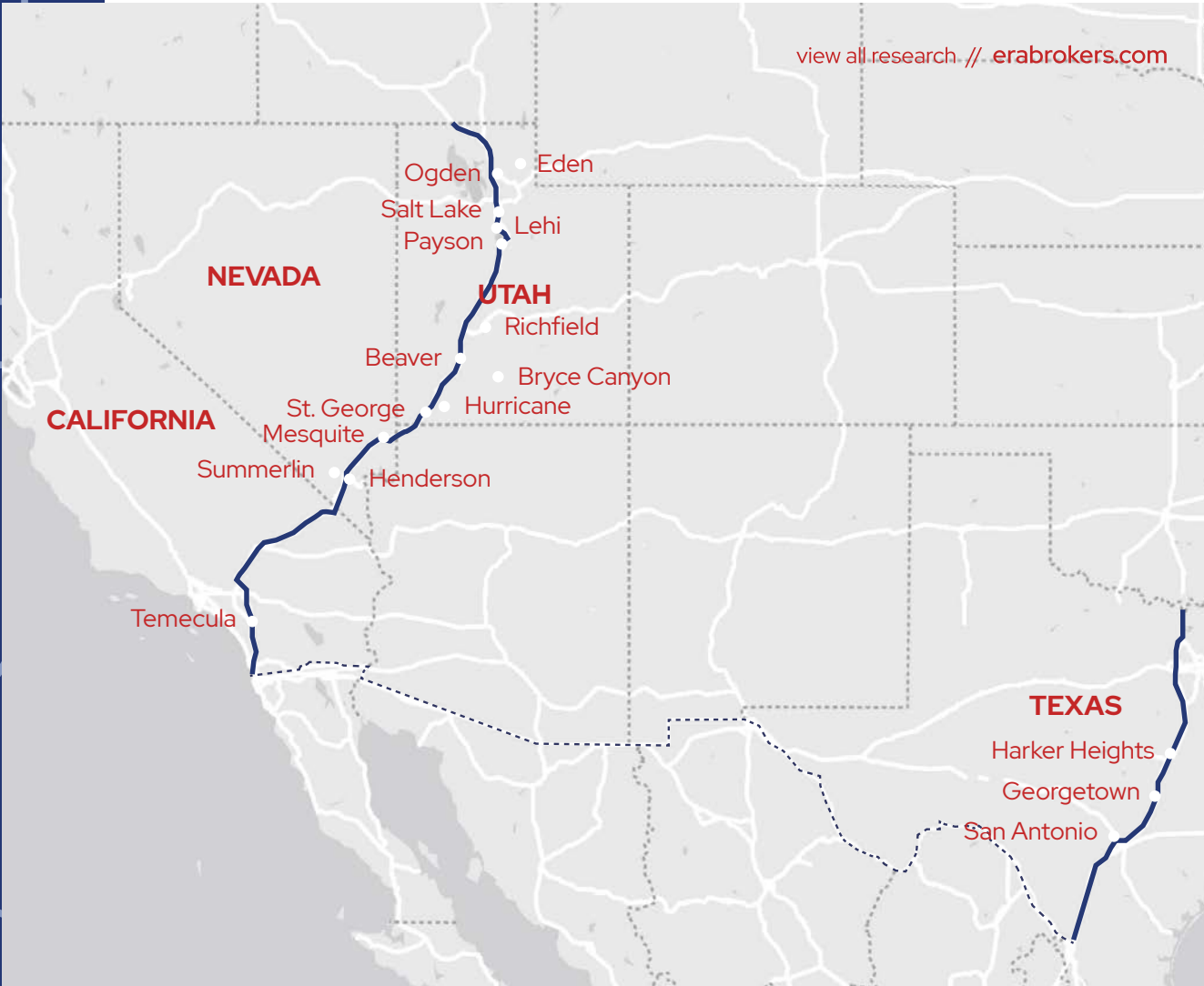




BROKERS CONSOLIDATED

# RESIDENTIAL MARKET TRENDS

Serving over 20 million people along the I-15 & I-35 Corridors



ERA REAL ESTATE  
CIRCLE OF SUCCESS  
PLATINUM COMPANY

TOP 1/2 OF 1% OF  
REAL ESTATE BROKERAGES  
IN THE COUNTRY

REALTRENDS  
FIVE HUNDRED



# AUSTIN



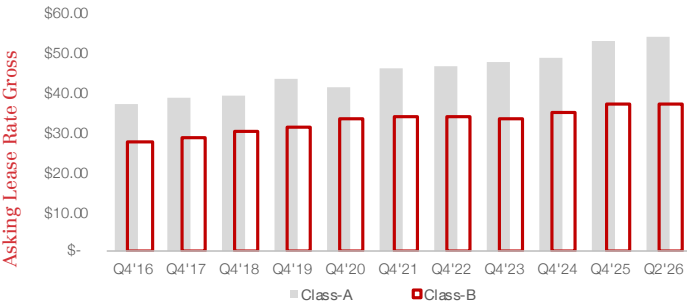
# Office

## AUSTIN

The office market in Austin balanced through the first half of the year. The average vacancy rate, already elevated, moved down to 15.1% at mid-year 2026, a decline from 16.7% seen at year-end 2025. The average asking lease rate fell 1.7% to \$43.41 per square foot gross at mid-year 2026 for all classes of space.

Just over 510,000 square feet of new space was delivered the first six months of 2026, with another 1.5 million square feet under construction. Absorption year-to-date is an impressive 1.8 million square feet, with the majority coming from the Northwest.

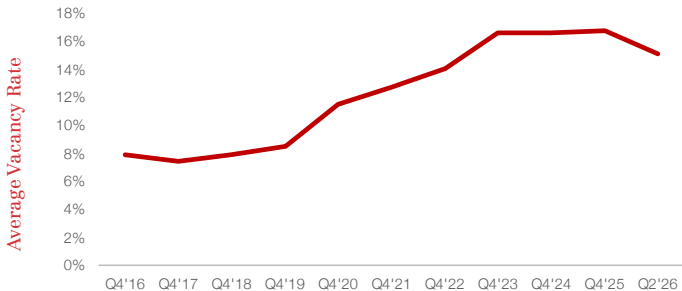
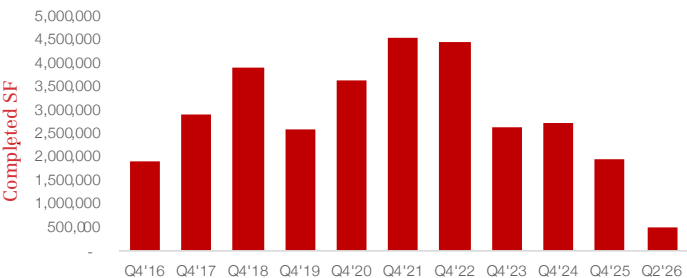
15.1% VACANCY    \$43.41 ASKING RENT    6-7.5% CAP RATE



1848 Texas Trl

Office 120,000 ✓ Completed 2026

| Market                              | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking Gross Rent |
|-------------------------------------|-----------------|----------|--------------------|-----------------------|-----------|-------------------|
| Class A                             | 54,877,474      | 18.7%    | 978,590            | 736,239               | 59,737    | \$53.62           |
| Class B                             | 68,174,085      | 14.1%    | 975,459            | 415,083               | 443,723   | \$36.76           |
| Class C                             | 15,412,076      | 6.6%     | (114,844)          | -                     | 6,800     | \$36.53           |
| Bastrop / Caldwell / Hays County    | 4,286,634       | 7.2%     | 20,155             | 38,969                | 31,968    | \$38.28           |
| CBD                                 | 25,190,705      | 17.7%    | 42,310             | -                     | 7,600     | \$59.87           |
| Central / West Central              | 11,222,380      | 8.8%     | (109,319)          | -                     | -         | \$38.69           |
| Cedar Park                          | 3,614,950       | 10.8%    | (13,193)           | 42,655                | 15,606    | \$34.99           |
| East                                | 10,086,280      | 28.8%    | (84,274)           | 62,596                | 56,737    | \$48.59           |
| Georgetown / Far North / Round Rock | 18,742,432      | 9.9%     | 355,915            | 650,374               | 299,331   | \$39.15           |
| North                               | 10,840,643      | 13.4%    | (54,907)           | -                     | -         | \$39.53           |
| Northeast                           | 5,938,536       | 25.2%    | 186,519            | -                     | -         | \$30.17           |
| Northwest                           | 18,418,914      | 17.1%    | 1,385,553          | -                     | -         | \$37.38           |
| South / Southeast / Southwest       | 30,309,217      | 12.7%    | 106,846            | 356,728               | 99,018    | \$42.19           |
| Totals                              | 138,650,691     | 15.1%    | 1,835,605          | 1,151,322             | 510,260   | \$43.41           |

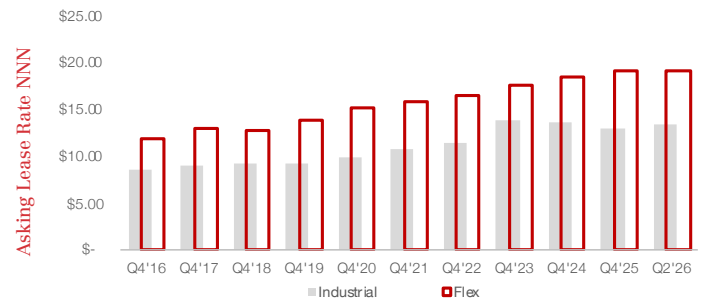


# Industrial

## AUSTIN

The average lease rate for industrial and flex space combined rose slightly to \$15.10 per square foot NNN at mid-year 2026, up 2.7% from year-end 2025. During the same period, the average vacancy rate moved higher from 14.1% to 14.5%, the highest vacancy experienced in the recent decade.

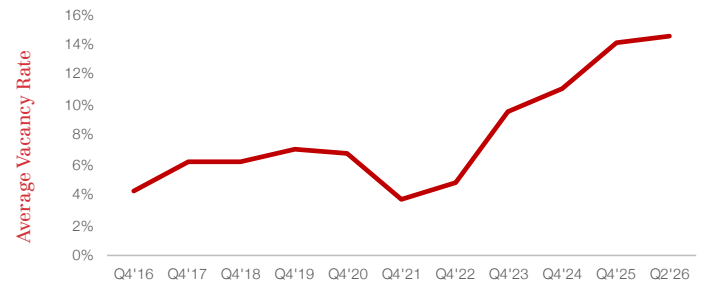
The last five years have seen a development surge, and as a result, total vacancy has increased. Supply outpaced demand with 3.5 million square feet constructed and over 2.0 million square feet absorbed year-to-date. Another 13.4 million square feet of space is currently in the construction pipeline.



| Market                              | Total Inventory    | % Vacant     | YTD Net Absorption | SF Under Construction | Built YTD        | Asking NNN Rent |
|-------------------------------------|--------------------|--------------|--------------------|-----------------------|------------------|-----------------|
| Industrial                          | 151,918,079        | 14.6%        | 1,679,132          | 12,410,917            | 3,069,349        | \$13.35         |
| Flex                                | 26,164,602         | 13.5%        | 393,918            | 1,061,381             | 475,033          | \$19.10         |
| Bastrop / Caldwell / Hays County    | 27,649,254         | 19.5%        | 283,660            | 2,393,983             | 1,545,774        | \$13.54         |
| CBD / Central / West Central        | 2,518,432          | 4.9%         | (5,859)            | -                     | -                | \$15.43         |
| Cedar Park                          | 3,875,256          | 6.7%         | 145,906            | 402,449               | 63,484           | \$21.88         |
| East                                | 19,542,933         | 12.8%        | 48,259             | 1,582,457             | 66,167           | \$16.70         |
| Georgetown / Far North / Round Rock | 50,838,316         | 17.3%        | 1,174,110          | 6,230,245             | 902,755          | \$14.96         |
| North                               | 18,193,587         | 12.1%        | (212,420)          | -                     | -                | \$13.55         |
| Northeast                           | 17,976,079         | 8.2%         | 415,591            | 246,074               | -                | \$14.64         |
| Northwest                           | 3,693,735          | 6.1%         | 86,429             | -                     | -                | \$13.22         |
| South / Southeast / Southwest       | 33,795,089         | 16.7%        | 137,374            | 2,617,090             | 966,202          | \$16.70         |
| <b>Totals</b>                       | <b>178,082,681</b> | <b>14.5%</b> | <b>2,073,050</b>   | <b>13,472,298</b>     | <b>3,544,382</b> | <b>\$15.10</b>  |

14031 FM 110 Bld 1-4

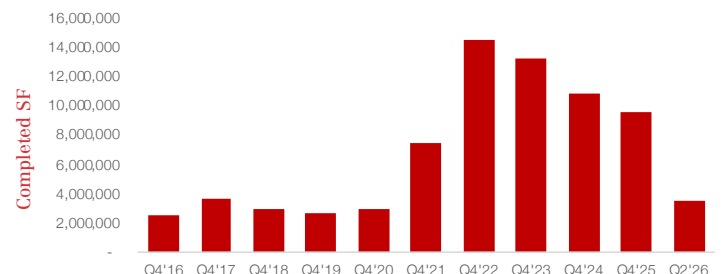
Industrial 900,000 Completed 2026



**14.5%**  
VACANCY

**\$15.10**  
ASKING RENT

**6-7%**  
CAP RATE



Base Inventory, Project Info, Construction, Vacancy, and Lease Rates courtesy of CoStar.

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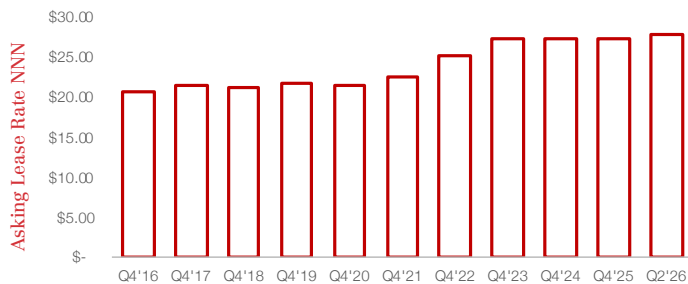
# Retail

## AUSTIN

Retail space remains limited and in demand throughout the greater Austin area. The average vacancy rate for all retail properties was 3.4% at mid-year 2026. The average asking lease rate rose slightly to \$27.59 NNN during the same period.

Healthy population growth, a strong labor market, and continued in-migration are expected to continue demand for space. Delivery of 762,000 square feet and more than 3.3 million square feet under construction point to a healthy supply. So too, absorption of 432,000 square feet year-to-date, particularly in the northern corridors of Georgetown and Far North, are evidence of continued demand for space.

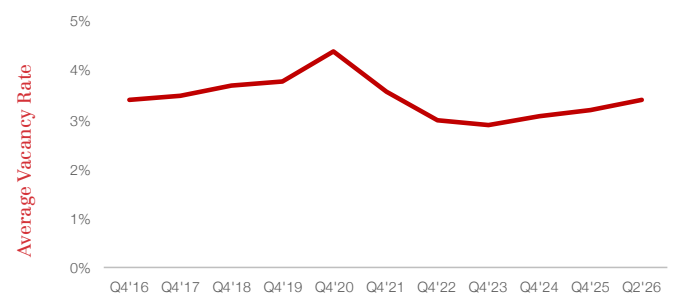
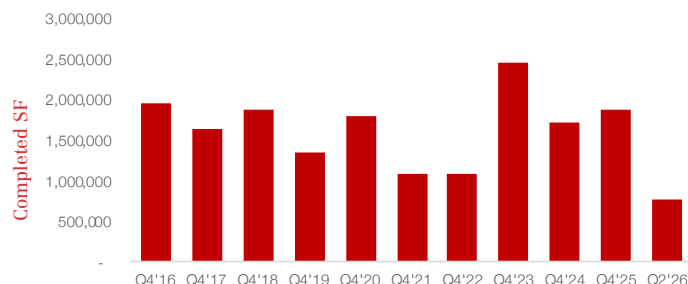
^ **3.4%**  
VACANCY
 ^ **\$27.59**  
ASKING RENT
 ^ **5-7%**  
CAP RATE



5204 Hwy 183A

🏠 Retail
 📏 12,000
 ✓ Completed 2026

| Market                              | Total Inventory    | % Vacant    | YTD Net Absorption | SF Under Construction | Built YTD      | Asking NNN Rent |
|-------------------------------------|--------------------|-------------|--------------------|-----------------------|----------------|-----------------|
| General Retail                      | 63,727,067         | 3.0%        | 161,520            | 2,510,851             | 400,964        | \$25.88         |
| Mall                                | 6,237,887          | 4.4%        | (22,109)           | 36,872                | -              | \$32.07         |
| Power Center                        | 15,978,231         | 2.4%        | 18,964             | 22,858                | -              | \$27.53         |
| Shopping Center                     | 36,091,597         | 5.1%        | 227,709            | 750,732               | 361,912        | \$26.72         |
| Specialty Center                    | 2,017,962          | 0.9%        | 46,424             | 17,070                | -              | \$24.00         |
| Bastrop / Caldwell / Hays County    | 18,646,669         | 1.8%        | 93,876             | 827,120               | 111,356        | \$27.34         |
| CBD                                 | 2,239,505          | 2.6%        | 2,722              | -                     | -              | \$44.97         |
| Central / West Central              | 10,333,928         | 4.8%        | (104,474)          | -                     | 22,797         | \$30.60         |
| Cedar Park                          | 10,451,346         | 3.7%        | 54,407             | 1,128,695             | 133,532        | \$30.04         |
| East                                | 5,090,898          | 3.5%        | (16,886)           | 20,000                | -              | \$31.64         |
| Georgetown / Far North / Round Rock | 32,226,845         | 3.6%        | 360,172            | 1,069,347             | 468,781        | \$27.05         |
| North                               | 8,070,606          | 3.6%        | 45,467             | -                     | 6,120          | \$25.87         |
| Northeast                           | 4,004,851          | 10.7%       | (37,683)           | 134,378               | -              | \$21.38         |
| Northwest                           | 5,631,856          | 3.5%        | 23,092             | -                     | -              | \$26.89         |
| South / Southeast / Southwest       | 27,356,240         | 2.4%        | 11,815             | 158,843               | 20,290         | \$27.69         |
| <b>Totals</b>                       | <b>124,052,744</b> | <b>3.4%</b> | <b>432,508</b>     | <b>3,338,383</b>      | <b>762,876</b> | <b>\$27.59</b>  |

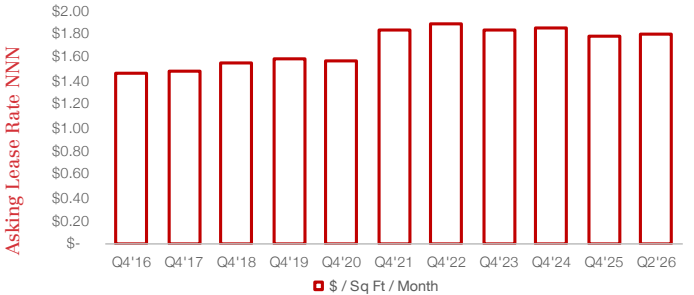


# Multifamily

## AUSTIN

The average multifamily lease rate moved to \$1.80 per square foot per month at mid-year 2026, up 1.1% from \$1.78 at year-end 2025. The average vacancy rate fell slightly from 14.1% to 13.2% during the same period.

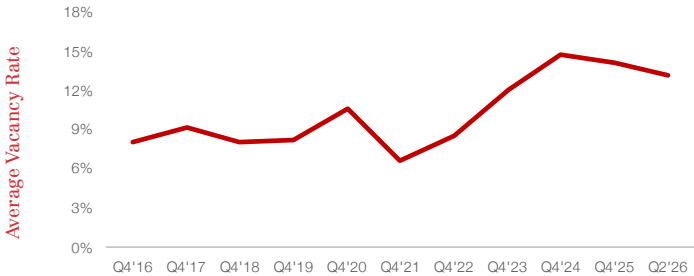
Since 2023, the greater Austin area has experienced a surge in apartment housing. Over 8,000 units were delivered in the first six months of 2026 with over 20,000 units under construction. Net absorption of 11,168 units exceeded the supply and is evidence of healthy demand.



| 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                             | 117,323 | 11.6%    | 1,669              | 3,719    | 696       | \$2.08         | \$1,503       | \$1,598      | \$2,095      | \$2,579      |
| Class B                             | 263,934 | 14.2%    | 9,462              | 14,840   | 7,724     | \$1.72         | \$1,274       | \$1,356      | \$1,698      | \$2,034      |
| Class C                             | 83,217  | 12.3%    | 39                 | 1,517    | -         | \$1.52         | \$922         | \$1,071      | \$1,342      | \$1,538      |
| Bastrop / Caldwell / Hays County    | 49,758  | 17.9%    | 863                | 1,412    | 2,149     | \$1.58         | \$1,170       | \$1,227      | \$1,482      | \$1,789      |
| Downtown Austin                     | 14,587  | 13.8%    | 529                | 352      | 423       | \$3.91         | \$1,903       | \$2,951      | \$5,123      | \$10,323     |
| Central Austin                      | 18,758  | 13.4%    | (336)              | 94       | 155       | \$3.41         | \$1,766       | \$1,780      | \$2,930      | \$3,657      |
| Cedar Park                          | 19,542  | 10.4%    | 648                | -        | 336       | \$1.67         | \$1,673       | \$1,322      | \$1,716      | \$2,010      |
| East Austin                         | 27,087  | 12.8%    | 656                | 3,579    | 46        | \$2.11         | \$1,302       | \$1,645      | \$1,996      | \$1,891      |
| Georgetown / Far North / Round Rock | 121,051 | 12.2%    | 3,472              | 2,887    | 1,395     | \$1.62         | \$1,228       | \$1,299      | \$1,640      | \$2,026      |
| Midtown Austin                      | 20,416  | 11.3%    | 463                | 1,434    | 300       | \$2.03         | \$1,131       | \$1,517      | \$1,962      | \$2,800      |
| North Austin                        | 37,000  | 13.6%    | 526                | 896      | 345       | \$1.78         | \$1,058       | \$1,326      | \$1,661      | \$1,866      |
| Northeast Austin                    | 30,214  | 17.3%    | 1,831              | 3,203    | 1,444     | \$1.45         | \$933         | \$1,224      | \$1,483      | \$1,641      |
| Northwest Austin                    | 39,929  | 10.0%    | 360                | 1,255    | 70        | \$1.58         | \$1,054       | \$1,216      | \$1,582      | \$1,957      |
| South / Southeast / Southwest       | 86,780  | 13.0%    | 2,156              | 4,964    | 1,757     | \$1.74         | \$1,117       | \$1,381      | \$1,697      | \$1,971      |
| Totals                              | 465,122 | 13.2%    | 11,168             | 20,076   | 8,420     | \$1.80         | \$1,270       | \$1,387      | \$1,754      | \$2,069      |

13023 Hema Dr

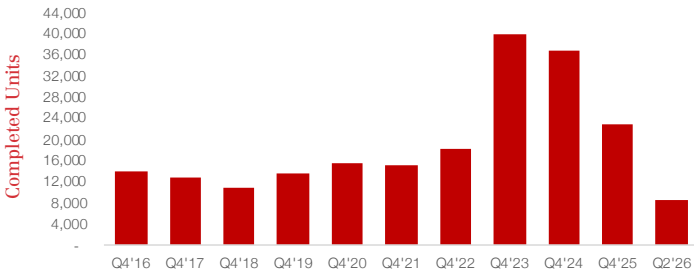
Multifamily 336 Units Completed 2026



✓ 13.2% VACANCY

◇ \$1.80 ASKING RENT

^ 5-7% CAP RATE





# NEW TEXAS HQ

**NAIExcel**  
COMMERCIAL REAL ESTATE SERVICES, WORLDWIDE

1390 E Bitters Rd  
San Antonio, TX 78216

# SAN ANTONIO



# Office

## SAN ANTONIO

New office construction is tapered in the San Antonio market, resulting in increased asking lease rates and moderate availability in the market. The average asking gross lease rate for all combined classes of office space grew from \$27.70 at year-end 2025 to \$28.88 at mid-year 2026. The average vacancy rate held flat at 10.7%.

New space to the market was a mere 78,000 square feet through the first half of 2026. Additionally, only 295,000 square feet are under construction at mid-year 2026. Total net absorption of 353,000 square feet year-to-date signals the continued demand for limited space.

10.7%

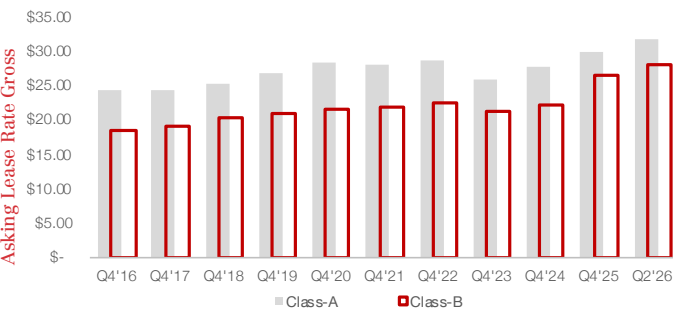
VACANCY

\$28.88

ASKING RENT

6.5-8%

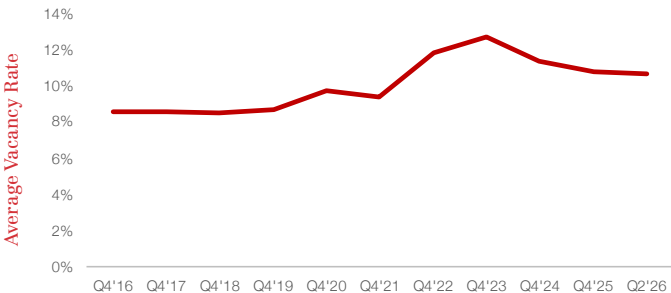
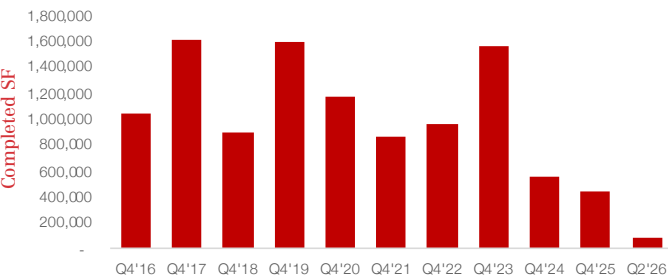
CAP RATE



5 Coughran Rd

Office 40,000 Completed 2026

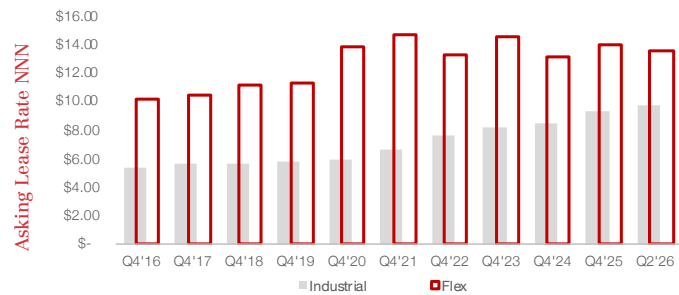
| Market                   | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking Gross Rent |
|--------------------------|-----------------|----------|--------------------|-----------------------|-----------|-------------------|
| Class A                  | 26,559,330      | 14.1%    | 98,043             | 210,128               | -         | \$31.77           |
| Class B                  | 47,102,302      | 10.2%    | 291,474            | 85,870                | 78,917    | \$27.84           |
| Class C                  | 17,627,272      | 6.9%     | (36,209)           | -                     | -         | \$22.26           |
| Atascosa / Wilson County | 675,336         | 6.8%     | (6,677)            | -                     | -         | \$25.74           |
| Bandera / Medina County  | 464,120         | 0.5%     | 1,691              | -                     | -         | \$30.49           |
| CBD                      | 10,725,577      | 16.5%    | 145,384            | -                     | -         | \$29.89           |
| Cornal County            | 3,452,225       | 4.7%     | (39,716)           | 150,128               | 6,000     | \$38.45           |
| Guadalupe County         | 1,529,759       | 3.6%     | (6,976)            | -                     | -         | \$28.17           |
| Kendall County           | 1,683,572       | 5.4%     | 9,585              | 8,500                 | 10,236    | \$34.02           |
| North Central            | 24,248,556      | 11.6%    | (37,428)           | 10,870                | 4,870     | \$28.07           |
| Northeast                | 7,261,849       | 11.4%    | 162,861            | -                     | 5,084     | \$24.88           |
| Northwest                | 37,030,266      | 9.7%     | 200,655            | 126,500               | 52,727    | \$28.98           |
| South                    | 4,217,644       | 9.9%     | (76,071)           | -                     | -         | \$36.95           |
| Totals                   | 91,288,904      | 10.7%    | 353,308            | 295,998               | 78,917    | \$28.88           |



# Industrial

## SAN ANTONIO

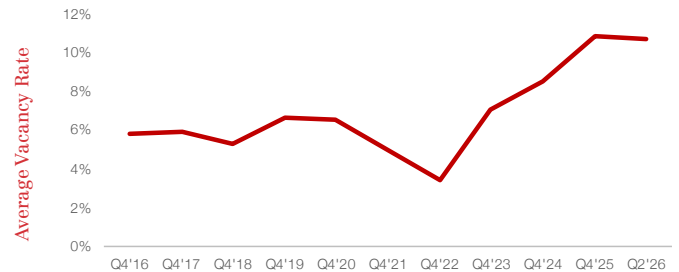
The San Antonio industrial market remained stable through the first six months of 2026. The average vacancy rate moved minimally to 10.7%. The average asking lease rate rose 2.8% to \$10.30 per square foot NNN for industrial and flex space combined during the same period. More than 1.3 million square feet was completed half-way through year 2026, with an additional 3.5 million square feet under construction.



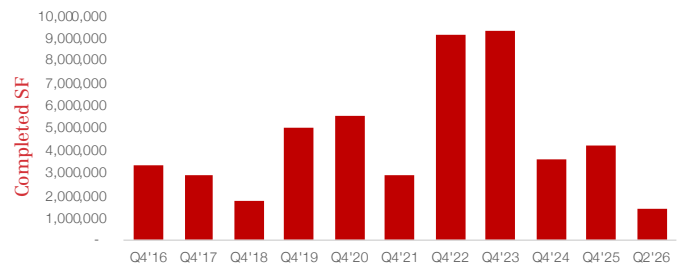
| Market                   | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking NNN Rent |
|--------------------------|-----------------|----------|--------------------|-----------------------|-----------|-----------------|
| Industrial               | 171,601,493     | 10.9%    | 980,514            | 3,420,236             | 1,046,787 | \$9.68          |
| Flex                     | 18,452,838      | 9.2%     | (43,641)           | 146,224               | 321,612   | \$13.51         |
| Atascosa / Wilson County | 3,455,979       | 11.3%    | 1,073              | 6,683                 | 6,000     | \$14.10         |
| Bandera / Medina County  | 1,888,372       | 2.4%     | 5,200              | 244,700               | -         | \$14.00         |
| CBD                      | 3,687,875       | 8.5%     | (70,589)           | -                     | -         | \$10.92         |
| Comal County             | 23,036,673      | 11.7%    | 309,313            | 434,817               | 397,710   | \$13.64         |
| Guadalupe County         | 16,152,073      | 6.5%     | (323,654)          | 546,587               | 25,800    | \$12.64         |
| Kendall County           | 2,623,853       | 5.5%     | (1,128)            | -                     | 664       | \$14.98         |
| North Central            | 18,635,899      | 9.6%     | (207,641)          | 50,082                | 47,497    | \$13.32         |
| Northeast                | 51,622,909      | 15.8%    | (511,428)          | 896,396               | 177,300   | \$8.21          |
| Northwest                | 23,954,503      | 8.2%     | (220,278)          | 29,535                | 223,953   | \$12.15         |
| South                    | 44,996,195      | 8.4%     | 1,956,005          | 1,357,660             | 489,475   | \$7.53          |
| Totals                   | 190,054,331     | 10.7%    | 936,873            | 3,566,460             | 1,368,399 | \$10.30         |

14677 Omicron Dr

Industrial 279,000 ✓ Completed 2026



10.7% VACANCY \$10.30 ASKING RENT 6-7.5% CAP RATE



# Retail

## SAN ANTONIO

Lease rates and vacancy rates for the San Antonio retail market continued mostly level into the first half of 2026. The average lease rate increased slightly to \$19.85 NNN at mid-year, while lease rates for new construction have ranged from \$28.00 to \$42.00 NNN. The average vacancy rate adjusted up from 3.7% at year-end 2025 to 3.9% at mid-year 2026.

Net absorption of more than 487,000 square feet, combined with 664,000 square feet of new space to the market, are indicators of a stable market. New construction has continued steady in recent years and just over 839,000 square feet of space is under construction at mid-year.

3.9%

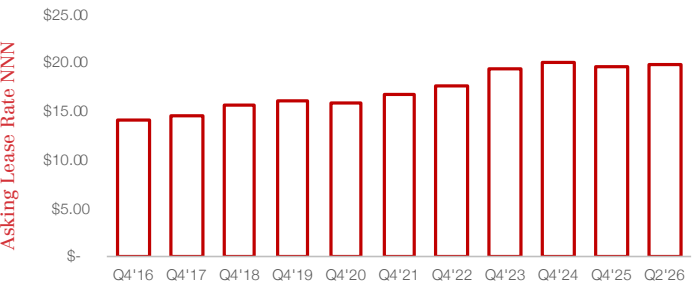
VACANCY

\$19.85

ASKING RENT

5-7.5%

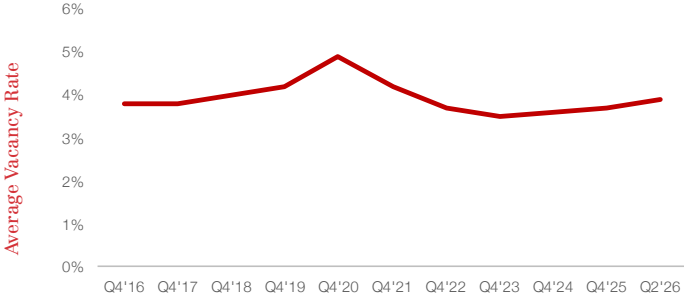
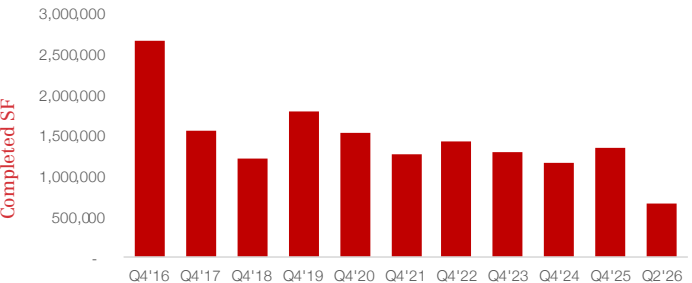
CAP RATE



7915 W Loop 1604

Retail 54,000 Completed 2026

| Market                   | Total Inventory | % Vacant | YTD Net Absorption | SF Under Construction | Built YTD | Asking NNN Rent |
|--------------------------|-----------------|----------|--------------------|-----------------------|-----------|-----------------|
| General Retail           | 84,308,424      | 3.6%     | 199,038            | 624,530               | 477,549   | \$20.35         |
| Mall                     | 10,270,417      | 2.8%     | 43,558             | -                     | -         | \$24.00         |
| Power Center             | 12,669,673      | 3.6%     | (82,053)           | 47,700                | 16,122    | \$43.22         |
| Shopping Center          | 46,155,482      | 6.9%     | 172,281            | 167,061               | 170,329   | \$15.91         |
| Specialty Center         | 759,869         | 3.3%     | 154,979            | -                     | -         | \$36.10         |
| Atascosa / Wilson County | 4,036,107       | 1.8%     | 17,776             | -                     | 34,487    | \$19.58         |
| Bandera / Medina County  | 3,229,162       | 1.9%     | (6,356)            | -                     | -         | \$24.45         |
| CBD                      | 4,691,737       | 3.7%     | (3,328)            | -                     | 20,000    | \$30.29         |
| Comal County             | 10,814,470      | 2.4%     | 142,511            | 65,704                | 127,294   | \$28.35         |
| Guadalupe County         | 7,510,634       | 2.9%     | (7,929)            | 46,516                | 31,310    | \$20.07         |
| Kendall County           | 2,668,149       | 2.2%     | 37,237             | 80,026                | 14,649    | \$24.30         |
| North Central            | 29,783,890      | 5.2%     | (15,610)           | 145,396               | 51,061    | \$24.75         |
| Northeast                | 19,807,536      | 4.4%     | 691                | 164,612               | 17,823    | \$16.83         |
| Northwest                | 51,849,032      | 4.2%     | 190,099            | 278,304               | 354,561   | \$16.03         |
| South                    | 19,773,148      | 2.6%     | 132,712            | 58,733                | 12,815    | \$16.85         |
| Totals                   | 154,163,865     | 3.9%     | 487,803            | 839,291               | 664,000   | \$19.85         |

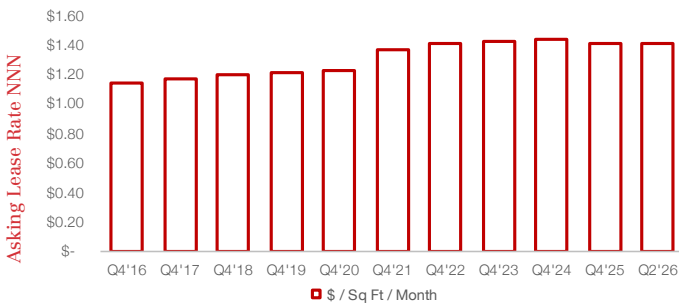


# Multifamily

## SAN ANTONIO

The average lease rate for the San Antonio multifamily market held flat at \$1.41 per square foot per month at mid-year 2026. The average vacancy rate rose further from 14.5% at year-end 2025 to 15.6% at mid-year 2026.

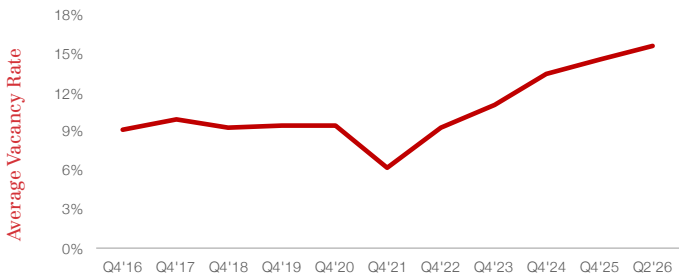
New construction continued at a strong pace through the first six months of the year with some 5,700 units delivered and another 5,900 in the construction pipeline. Absorption continued with over 3,000 additional units occupied during the same time period, demonstrating strong demand and growth in the area.



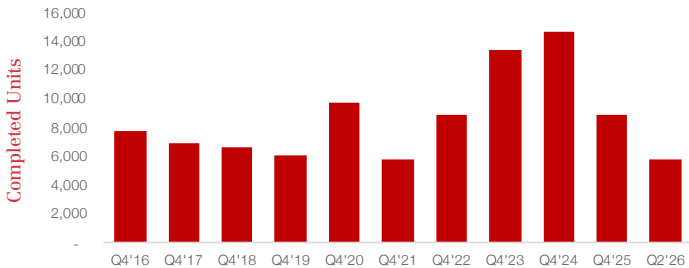
| Market                   | Units   | % Vacant | YTD Net Absorption | Units UC | Built YTD | Asking Rent/SF | Asking Studio | Asking 1 Bed | Asking 2 Bed | Asking 3 Bed |
|--------------------------|---------|----------|--------------------|----------|-----------|----------------|---------------|--------------|--------------|--------------|
| Class A                  | 65,784  | 10.4%    | 720                | 1,218    | 290       | \$1.57         | \$1,149       | \$1,255      | \$1,574      | \$1,962      |
| Class B                  | 152,215 | 17.3%    | 3,166              | 4,592    | 5,453     | \$1.43         | \$1,050       | \$1,116      | \$1,407      | \$1,663      |
| Class C                  | 105,041 | 16.7%    | (850)              | 141      | 2         | \$1.24         | \$722         | \$859        | \$1,095      | \$1,336      |
| Atascosa / Wilson County | 1,708   | 9.8%     | (6)                | -        | -         | \$1.23         | \$850         | \$1,084      | \$1,121      | \$1,293      |
| Bandera / Medina County  | 1,056   | 8.1%     | (8)                | -        | 4         | \$1.21         | \$1,013       | \$835        | \$1,039      | \$1,225      |
| Downtown / Midtown       | 15,318  | 15.4%    | 262                | 534      | 370       | \$2.01         | \$1,092       | \$1,432      | \$2,104      | \$3,026      |
| Comal County             | 19,312  | 18.6%    | 602                | 433      | 502       | \$1.47         | \$844         | \$1,180      | \$1,494      | \$1,886      |
| Far West / Westside      | 59,191  | 15.8%    | 688                | 848      | 637       | \$1.34         | \$867         | \$1,003      | \$1,266      | \$1,516      |
| Guadalupe County         | 9,495   | 15.8%    | 270                | 484      | 527       | \$1.37         | \$1,255       | \$1,176      | \$1,446      | \$1,491      |
| Kendall County           | 4,028   | 13.3%    | 192                | -        | 74        | \$1.46         | \$2,257       | \$1,127      | \$1,449      | \$1,835      |
| North                    | 43,733  | 13.5%    | 120                | 648      | -         | \$1.43         | \$844         | \$1,113      | \$1,430      | \$1,991      |
| North Central            | 20,961  | 16.9%    | (222)              | 27       | -         | \$1.41         | \$735         | \$1,025      | \$1,345      | \$1,660      |
| Northeast                | 29,841  | 15.1%    | 207                | 192      | 268       | \$1.28         | \$1,054       | \$955        | \$1,184      | \$1,470      |
| Northwest                | 75,230  | 13.7%    | (73)               | 817      | 643       | \$1.46         | \$881         | \$1,081      | \$1,400      | \$1,830      |
| Southeast / Southwest    | 43,693  | 20.3%    | 1,002              | 1,968    | 2,722     | \$1.28         | \$813         | \$988        | \$1,151      | \$1,348      |
| Totals                   | 323,566 | 15.6%    | 3,034              | 5,951    | 5,747     | \$1.41         | \$908         | \$1,074      | \$1,351      | \$1,627      |

14034 Old Farm to Market Road 471

Multifamily 321 Units Completed 2026

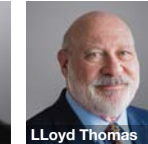
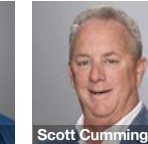
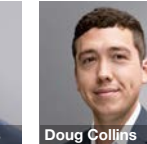
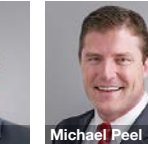
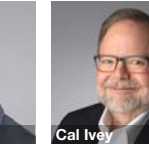
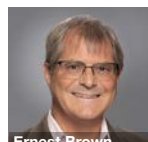
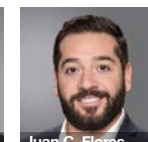
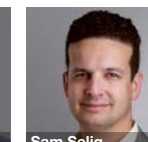
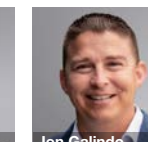
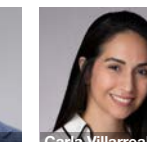
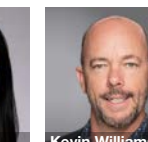
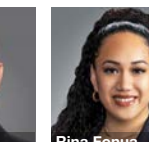
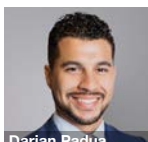
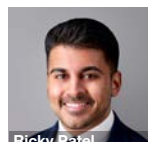
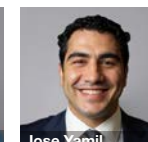
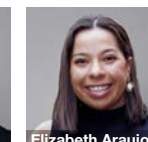
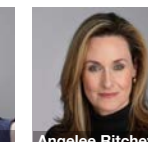
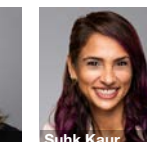
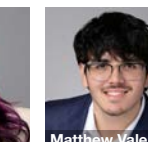
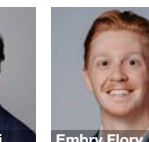
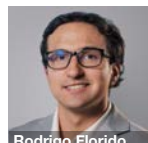
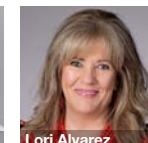
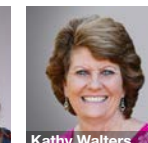
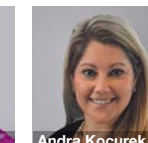
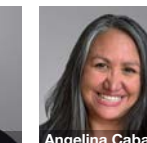
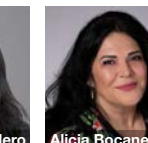
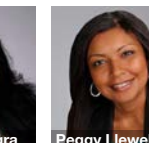
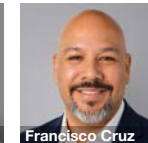


15.6% VACANCY \$1.41 ASKING RENT 5-7% CAP RATE

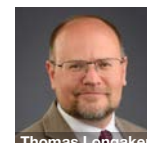
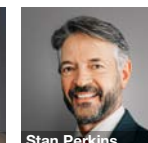
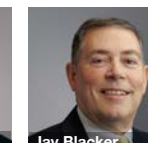
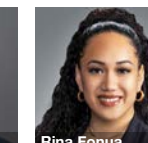
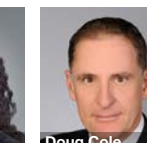
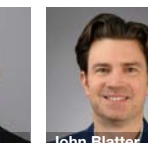
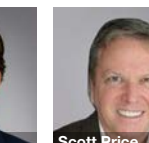
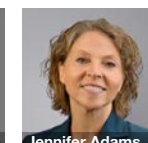
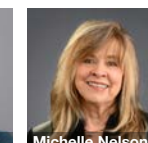
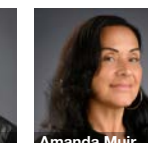
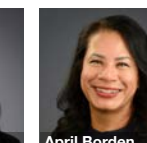
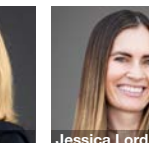
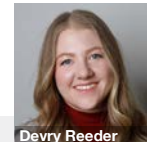
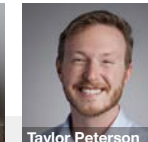


# Our Team

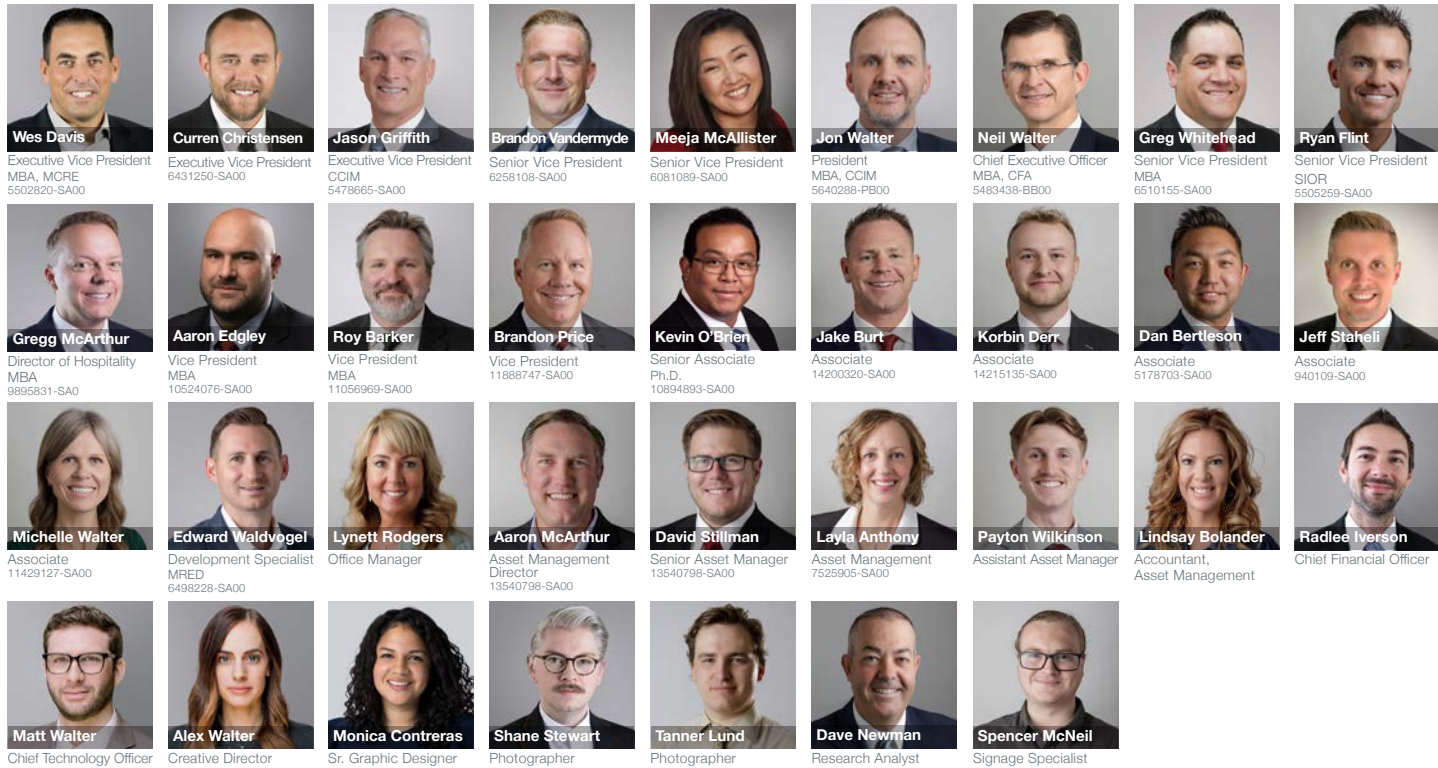
## Texas

|                                                                                                                                      |                                                                                                                                                     |                                                                                                                                                       |                                                                                                                                                  |                                                                                                                                                |                                                                                                                                                |                                                                                                                                                |                                                                                                                                                |                                                                                                                                                     |
|--------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|
| <br><b>Tom Dewine</b><br>Principal Broker<br>546368 | <br><b>Tom Rohde</b><br>Executive Vice President<br>CCIM<br>146682 | <br><b>Bryan Ottmers</b><br>Executive Vice President<br>424311       | <br><b>Rick Thompson</b><br>Associate Broker<br>229703          | <br><b>Lloyd Thomas</b><br>Associate Broker<br>CCIM<br>223379 | <br><b>Scott Cummings</b><br>Senior Vice President<br>405383 | <br><b>Doug Collins</b><br>Vice President<br>CCIM<br>726323 | <br><b>Michael Peel</b><br>Vice President<br>SIOR<br>552293 | <br><b>Cal Ivey</b><br>Restaurant/Retail<br>Specialist<br>303197 |
| <br><b>Marty Wender</b><br>Development<br>139138    | <br><b>Ernest Brown</b><br>VP Investments<br>CCIM<br>345892        | <br><b>Jorge Rodriguez</b><br>VP Investments<br>CCIM, SIOR<br>613589 | <br><b>Juan C. Flores</b><br>Senior Associate<br>CCIM<br>676148 | <br><b>Sam Selig</b><br>Vice President<br>CCIM<br>701285      | <br><b>Jon Galindo</b><br>Senior Associate<br>CCIM<br>740297 | <br><b>Carla Villarreal</b><br>Associate<br>695465          | <br><b>Kevin Williams</b><br>Associate<br>693355            | <br><b>Rina Fonua</b><br>Associate<br>820060                     |
| <br><b>Darian Padua</b><br>Vice President<br>618365 | <br><b>Ricky Patel</b><br>Vice President<br>63404                  | <br><b>Chad Wallace</b><br>Associate Broker<br>707533                | <br><b>Jose Yamil</b><br>Associate<br>841020                    | <br><b>Elizabeth Araujo</b><br>Associate<br>761384            | <br><b>Angelee Ritchey</b><br>Associate<br>572538            | <br><b>Suhk Kaur</b><br>Associate<br>792175                 | <br><b>Matthew Valeri</b><br>Associate<br>828065            | <br><b>Embry Flory</b><br>Associate<br>844376                    |
| <br><b>Jason Teis</b><br>Associate<br>849388        | <br><b>Rodrigo Florido</b><br>Associate<br>806310                  | <br><b>Yasmeen Almandarez</b><br>Office Manager                      | <br><b>Lori Alvarez</b><br>Asset Management<br>Director         | <br><b>Kathy Walters</b><br>Accountant                        | <br><b>Andra Kocurek</b><br>Sr Asset Manager                 | <br><b>Angelina Caballero</b><br>Asset Management           | <br><b>Alicia Bocanegra</b><br>Accounting Manager           | <br><b>Peggy Llewellyn</b><br>Asset Management                   |
| <br><b>Rob Punchard</b><br>Marketing Coordinator  | <br><b>Jose Martinez</b><br>Facilities Coordinator               | <br><b>Julio Valladares</b><br>Facilities Maintenance              | <br><b>Francisco Cruz</b><br>Facilities Maintenance           |                                                                                                                                                |                                                                                                                                                |                                                                                                                                                |                                                                                                                                                |                                                                                                                                                     |

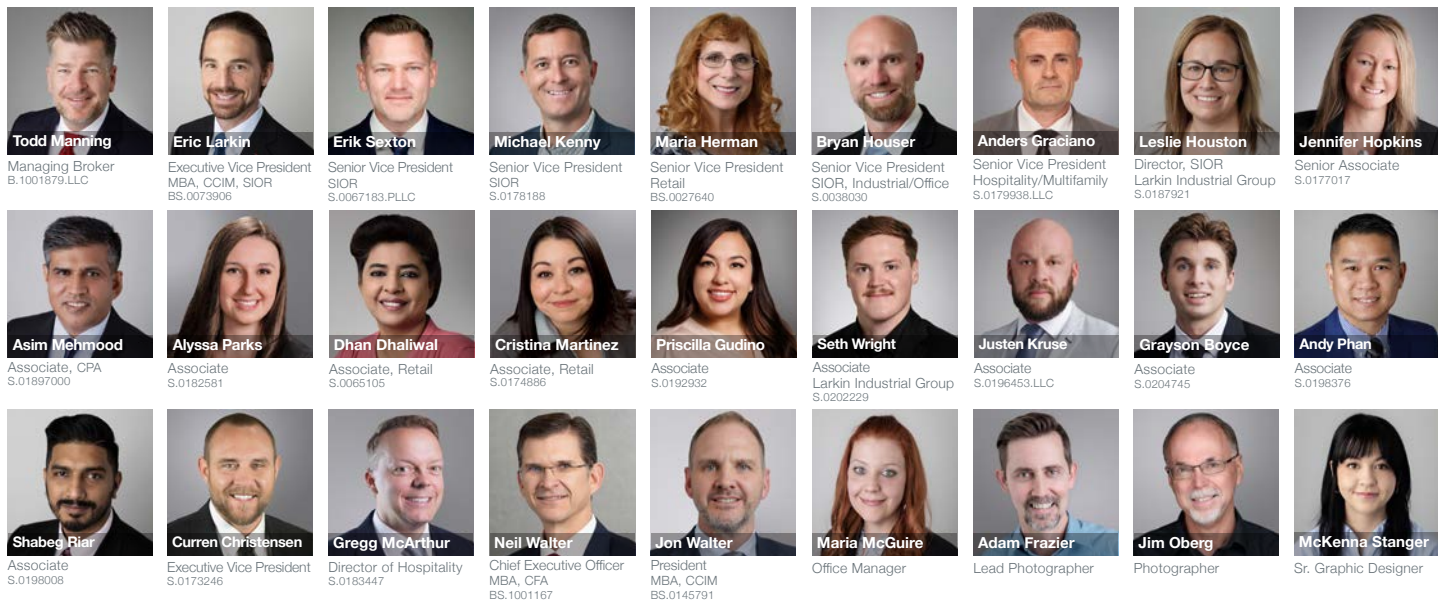
## Northern Utah

|                                                                                                                                                             |                                                                                                                                                                        |                                                                                                                                                                            |                                                                                                                                                            |                                                                                                                                                     |                                                                                                                                                |                                                                                                                                                |                                                                                                                                                        |                                                                                                                                                  |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|
| <br><b>Zach Hatch</b><br>Managing Broker<br>MBA, MIP<br>10898120-BB00    | <br><b>Marlon Hill</b><br>Senior Vice President<br>Associate Broker<br>5461372-PB00 | <br><b>Thomas Longaker</b><br>Senior Vice President<br>Associate Broker<br>5627016-AB00 | <br><b>Stan Perkins</b><br>Senior Vice President<br>MBA<br>5493224-AB00 | <br><b>Jay Blacker</b><br>Vice President<br>MBA<br>10696315-SA00 | <br><b>Rina Fonua</b><br>Senior Associate<br>12406952-SA00 | <br><b>Doug Cole</b><br>Associate Broker<br>5997155-AB00  | <br><b>John Blatter</b><br>Senior Vice President<br>10192513-SA00 | <br><b>Scott Price</b><br>Associate Broker<br>11374764-AB00 |
| <br><b>Cody Brown</b><br>Associate<br>13314471-SA00                      | <br><b>Jim McLachlan</b><br>Vice President<br>7216473-SA00                          | <br><b>Joe Marcinkewicz</b><br>Associate Broker<br>9853717-AB00                         | <br><b>Jennifer Adams</b><br>Associate<br>13444956-SA00                 | <br><b>Michelle Nelson</b><br>Associate<br>5500430-SA00          | <br><b>Amanda Muir</b><br>Asset Manager<br>337660-SA00     | <br><b>April Borden</b><br>Asset Manager<br>10524078-SA00 | <br><b>Melissa Bryan</b><br>Office Manager                        | <br><b>Jessica Lord</b><br>Asset Manager<br>9881739-SA00    |
| <br><b>Yelena Trostenyuk</b><br>Assistant Asset Manager<br>14196954-SA00 | <br><b>Rochelle Jones</b><br>Photographer                                           | <br><b>Devry Reeder</b><br>Photographer                                                 | <br><b>Taylor Peterson</b><br>Photographer                              |                                                                                                                                                     |                                                                                                                                                |                                                                                                                                                |                                                                                                                                                        |                                                                                                                                                  |

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