

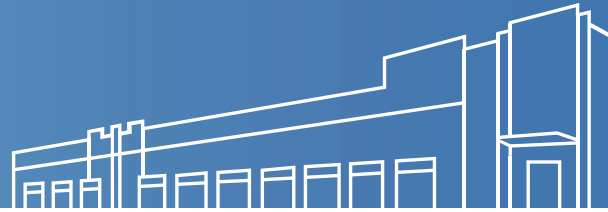


TRANSWESTERN

REAL ESTATE SERVICES

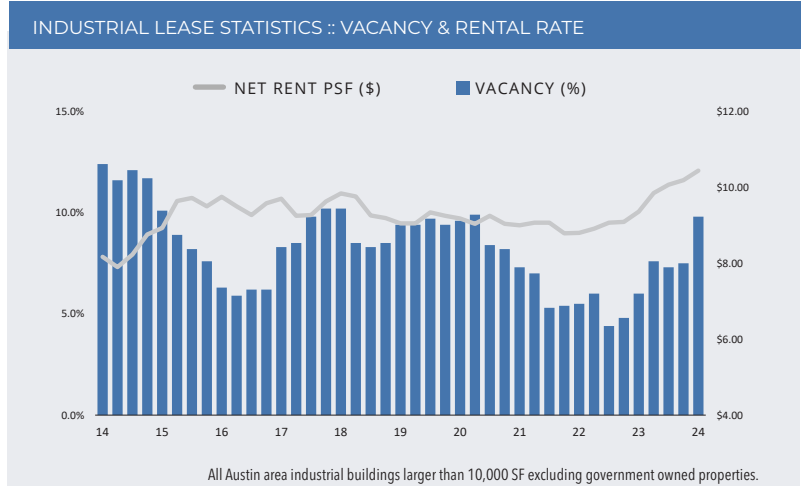
INDUSTRIAL MARKETWATCH

AUSTIN | Q1 2024



Recent Industrial Leases

- **Georgetown :: FMT**
420,470 SF at Gateway35 2 & 3
- **Hays County :: PROLIFT**
229,312 SF at Whisper 35 Logistics
- **Georgetown :: Control Panels USA**
145,950 SF at Crosspoint Industrial Park 2
- **Round Rock :: FLEX**
151,914 SF at Settler's Grove 1



Recent Industrial Sales

- **Georgetown :: GAF Energy Solar**
110 SE Inner Loop
499,642 SF manufacturing building
Buyer: EQT Exeter
Seller: Portman Holdings

Industrial Sales Statistics

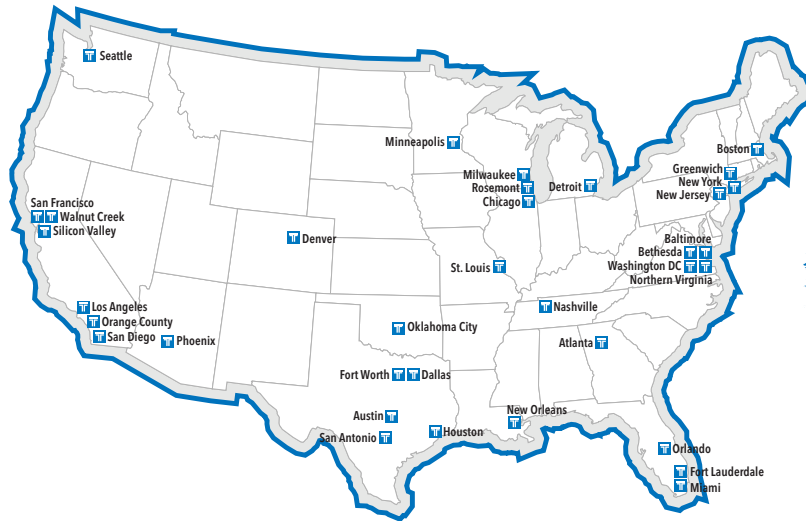
| | AUSTIN TRAILING 12 MO. | AUSTIN Q1 2024 | U.S. TRAILING 12 MO. | U.S. Q1 2024 |
|--------------------------|------------------------|----------------|----------------------|--------------|
| Volume (\$ Mil) | \$978.1 | \$166.4 | \$284,391.9 | \$16,498.3 |
| Number of Properties | 44 | 11 | 6,960 | 1,668 |
| Total Square Feet | 5,484,755 | 1,132,715 | 701,476,768 | 163,487,151 |
| Average Price per SF | \$183 | \$152 | \$125 | \$127 |
| Average Cap Rate (Yield) | 6.1% | 6.1% | 6.1% | 6.4% |

SOURCE: Real Capital Analytics

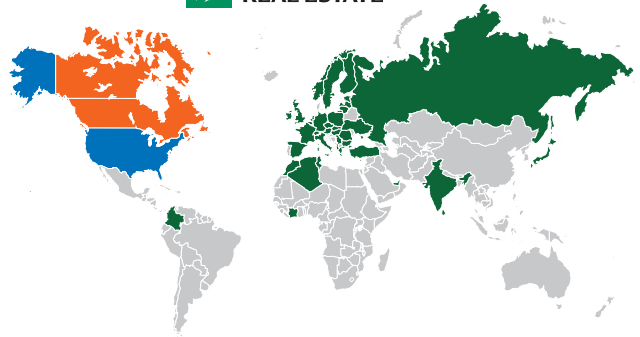
Q1 2024 Industrial Lease Statistics By Submarket

| SUBMARKET | NO. OF BLDGS | INVENTORY | YTD NET ABSORPTION | QUARTERLY ABSORPTION | DIRECT OCCUP. | TOTAL OCCUP. | ALL UNDER CONSTR. | ALL YTD DELIVERIES | FLEX NET RENT | INDUST. NET RENT | AVE NET RENT |
|-----------------------|--------------|--------------------|--------------------|----------------------|---------------|--------------|-------------------|--------------------|----------------|------------------|----------------|
| Bastrop County | 39 | 1,704,361 | 10,000 | 10,000 | 98.9% | 97.8% | 232,346 | 10,000 | \$11.47 | \$6.00 | \$6.47 |
| Caldwell County | 24 | 1,214,788 | 48,900 | 48,900 | 82.9% | 82.9% | 8,000 | 0 | \$11.00 | \$8.52 | \$8.64 |
| CBD | 4 | 55,500 | 0 | 0 | 100.0% | 100.0% | 0 | 0 | N/A | N/A | N/A |
| Cedar Park | 88 | 2,693,977 | (160) | (160) | 94.3% | 91.2% | 476,466 | 31,927 | \$15.60 | \$10.55 | \$12.75 |
| Central | 75 | 1,893,548 | 2,570 | 2,570 | 90.1% | 89.0% | 0 | 0 | \$16.80 | \$10.42 | \$12.73 |
| East | 176 | 11,478,235 | 105,781 | 105,781 | 96.4% | 96.3% | 3,829,747 | 0 | \$18.72 | \$10.09 | \$11.11 |
| Far Northeast | 206 | 13,598,768 | 117,764 | 117,764 | 93.7% | 92.5% | 1,646,894 | 40,525 | \$12.17 | \$8.62 | \$8.78 |
| Far Northwest | 43 | 1,416,028 | (5,473) | (5,473) | 93.6% | 93.6% | 0 | 0 | \$14.25 | \$9.47 | \$11.03 |
| Georgetown | 269 | 14,381,365 | 691,392 | 691,392 | 80.0% | 80.1% | 1,411,734 | 1,142,161 | \$12.12 | \$10.75 | \$10.83 |
| Hays County | 271 | 15,778,725 | 1,285,803 | 1,285,803 | 86.5% | 85.8% | 1,790,162 | 620,394 | \$13.80 | \$10.80 | \$10.92 |
| North | 366 | 17,198,608 | (200,617) | (200,617) | 88.3% | 86.8% | 0 | 0 | \$13.01 | \$9.78 | \$10.60 |
| Northeast | 240 | 16,746,510 | (84,106) | (84,106) | 93.5% | 92.2% | 409,964 | 17,472 | \$12.40 | \$9.96 | \$10.65 |
| Northwest | 37 | 3,680,112 | (64,014) | (64,014) | 94.3% | 91.5% | 0 | 0 | \$12.00 | \$8.40 | \$10.05 |
| Round Rock | 201 | 7,978,971 | 141,963 | 141,963 | 85.8% | 85.0% | 4,388,163 | 391,415 | \$12.73 | \$10.69 | \$10.92 |
| South | 139 | 3,407,652 | 28,444 | 28,444 | 90.3% | 90.0% | 28,800 | 14,000 | \$12.44 | \$9.82 | \$10.25 |
| Southeast | 342 | 19,057,671 | 221,689 | 221,689 | 93.0% | 91.5% | 3,242,387 | 263,226 | \$11.86 | \$9.67 | \$10.08 |
| Southwest | 69 | 3,996,213 | (535) | (535) | 92.6% | 91.9% | 6,000 | 0 | \$14.00 | \$9.70 | \$10.20 |
| West Central | 2 | 69,128 | 0 | 0 | 100.0% | 100.0% | 0 | 0 | N/A | N/A | N/A |
| AUSTIN | 2,591 | 136,350,160 | 2,299,401 | 2,299,401 | 90.2% | 89.2% | 17,470,663 | 2,531,120 | \$13.19 | \$9.90 | \$10.44 |
| W/O Samsung/TSLA/AMZN | | 124,163,657 | | | | | 12,524,010 | | | | |

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METHODOLOGY

The information in this report is the result of a compilation of information on industrial properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant industrial properties 10,000 SF and larger, excluding those properties owned and occupied by a government agency. *Net Absorption* refers to the change in *vacant* space. *Gross Leasing Activity* refers to the change in *available* space, including renewals, expansions, new leases and subleases.

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