

# AUSTIN INDUSTRIAL OVERVIEW

**3Q 2018**





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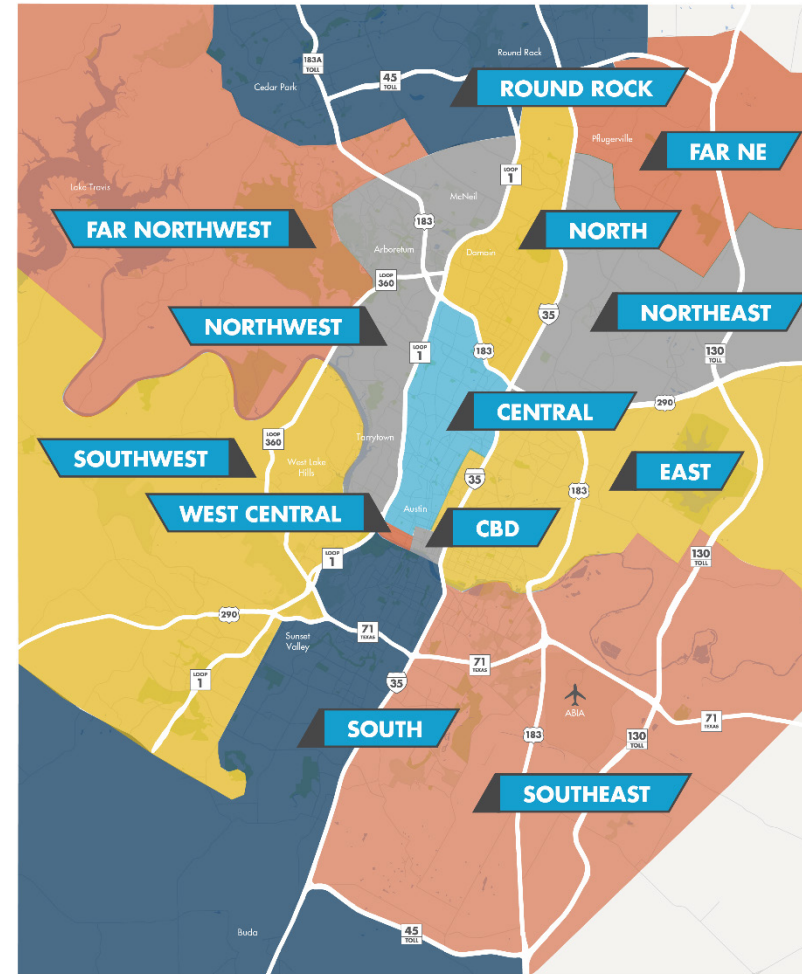
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# CONTENTS

Citywide Total Industrial Performance	4
Citywide Total Industrial Construction	7
North Submarket Total Industrial Performance	8
Southeast Submarket Total Industrial Performance	9
Northeast Submarket Total Industrial Performance	10
Round Rock & Georgetown Submarket Total Industrial Performance	11
Far Northeast Submarket Total Industrial Performance	12



## Austin Industrial Submarket Map

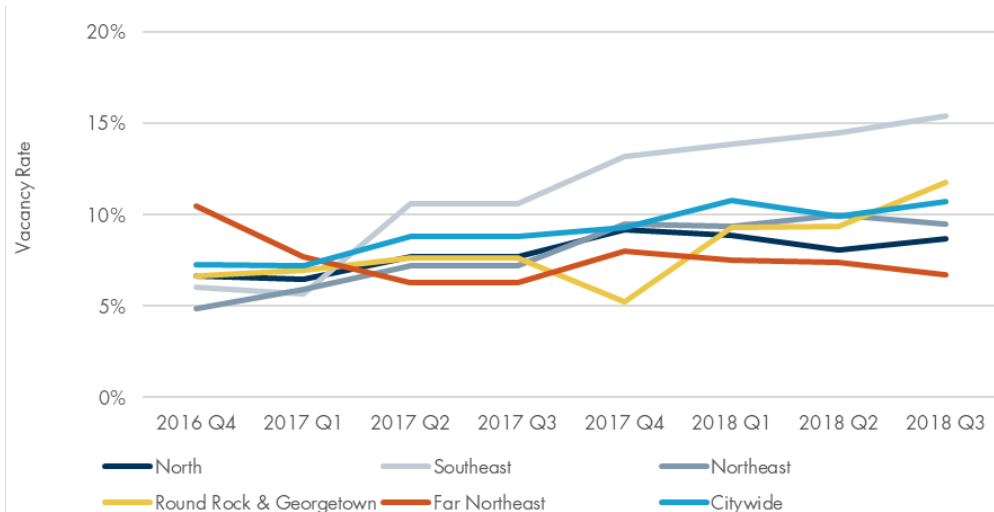


# CITYWIDE TOTAL INDUSTRIAL PERFORMANCE

## VACANCY RATES

Quarter	North	Southeast	Northeast	Round Rock & Georgetown	Far Northeast	Citywide
2016 Q4	6.7%	6.1%	4.8%	6.7%	10.5%	7.3%
2017 Q1	6.5%	5.7%	5.9%	7.0%	7.7%	7.2%
2017 Q2	7.7%	10.6%	7.2%	7.6%	6.3%	8.8%
2017 Q3	7.7%	10.6%	7.2%	7.6%	6.3%	8.8%
2017 Q4	9.2%	13.2%	9.5%	5.2%	8.0%	9.3%
2018 Q1	8.9%	13.9%	9.4%	9.3%	7.5%	10.8%
2018 Q2	8.1%	14.5%	10.0%	9.4%	7.4%	9.9%
2018 Q3	8.7%	15.4%	9.5%	11.8%	6.7%	10.7%

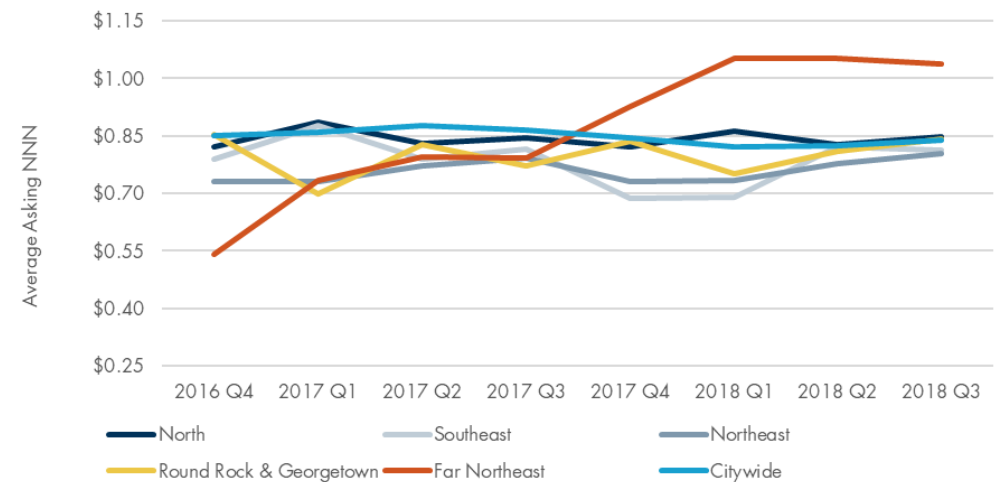
Numbers based on CBRE statistics



## AVERAGE ASKING NNN

Quarter	North	Southeast	Northeast	Round Rock & Georgetown	Far Northeast	Citywide
2016 Q4	\$0.82	\$0.79	\$0.73	\$0.85	\$0.54	\$0.85
2017 Q1	\$0.89	\$0.88	\$0.73	\$0.70	\$0.73	\$0.86
2017 Q2	\$0.83	\$0.79	\$0.77	\$0.83	\$0.79	\$0.88
2017 Q3	\$0.85	\$0.82	\$0.79	\$0.77	\$0.79	\$0.87
2017 Q4	\$0.82	\$0.69	\$0.73	\$0.84	\$0.93	\$0.85
2018 Q1	\$0.86	\$0.69	\$0.74	\$0.75	\$1.05	\$0.82
2018 Q2	\$0.83	\$0.82	\$0.78	\$0.81	\$1.05	\$0.82
2018 Q3	\$0.85	\$0.81	\$0.80	\$0.84	\$1.04	\$0.84

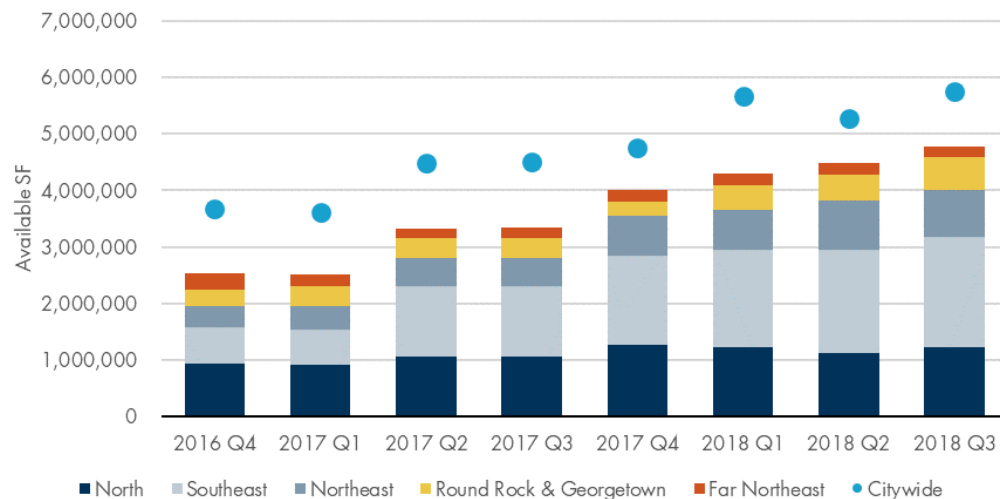
Numbers based on CBRE statistics



# CITYWIDE TOTAL INDUSTRIAL PERFORMANCE

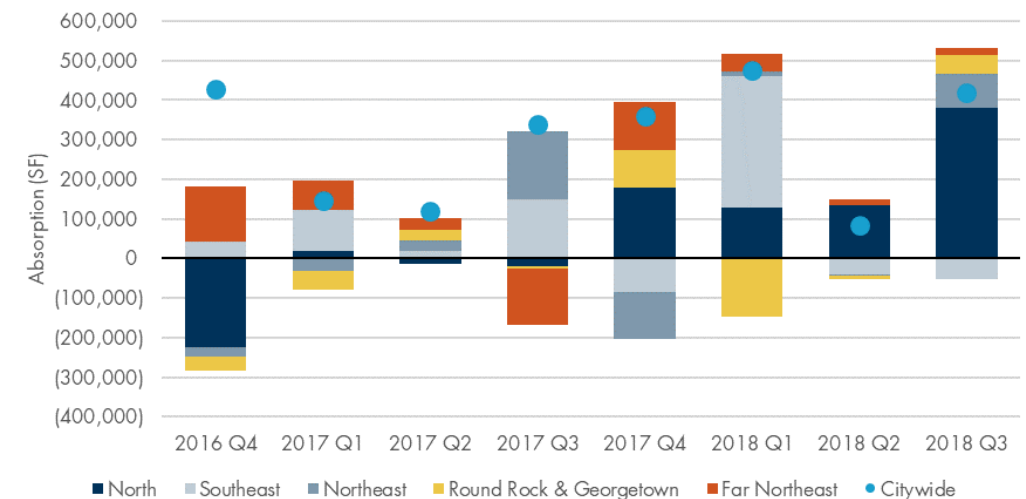
## AVAILABLE SF

Quarter	North	Southeast	Northeast	Round Rock & Georgetown	Far Northeast	Citywide
2016 Q4	930,493	649,258	366,675	304,185	276,837	3,672,522
2017 Q1	913,626	625,515	413,453	352,851	202,226	3,618,178
2017 Q2	1,071,027	1,232,161	510,941	351,567	169,215	4,485,247
2017 Q3	1,066,506	1,232,687	514,860	351,567	171,924	4,499,064
2017 Q4	1,276,031	1,569,614	714,647	239,393	219,655	4,754,693
2018 Q1	1,230,567	1,715,724	710,249	427,943	207,060	5,677,086
2018 Q2	1,127,934	1,821,285	883,476	449,751	205,808	5,276,174
2018 Q3	1,235,293	1,936,179	839,302	586,049	186,340	5,760,018
Numbers based on CBRE statistics						



## ABSORPTION

Quarter	North	Southeast	Northeast	Round Rock & Georgetown	Far Northeast	Citywide
2016 Q4	(223,047)	42,370	(25,142)	(36,957)	140,558	427,578
2017 Q1	18,895	103,936	(32,074)	(48,354)	74,838	144,672
2017 Q2	(15,304)	17,440	28,690	26,162	28,690	120,891
2017 Q3	(19,785)	148,944	172,055	(6,360)	(143,110)	339,815
2017 Q4	179,211	(86,011)	(116,910)	95,511	121,176	358,793
2018 Q1	128,959	331,971	10,745	(148,657)	44,800	475,757
2018 Q2	133,320	(40,079)	(3,631)	(8,573)	14,712	82,633
2018 Q3	379,452	(53,507)	85,351	48,069	18,558	418,432
Numbers based on CBRE statistics						

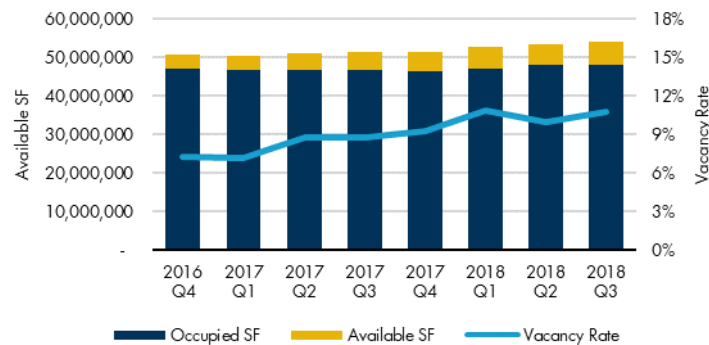


# CITYWIDE TOTAL INDUSTRIAL PERFORMANCE

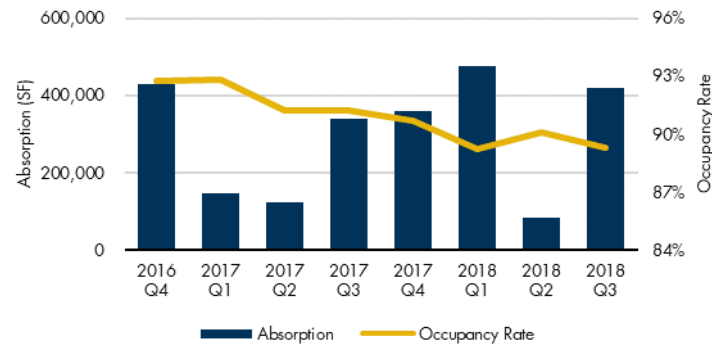
Quarter	Net Rentable Area	Available SF	Vacancy Rate	Absorption	Average Asking NNN
2016 Q4	50,523,068	3,672,522	7.3%	427,578	\$0.85
2017 Q1	50,252,469	3,618,178	7.2%	144,672	\$0.86
2017 Q2	50,968,718	4,485,247	8.8%	120,891	\$0.88
2017 Q3	51,125,729	4,499,064	8.8%	339,815	\$0.87
2017 Q4	51,125,729	4,754,693	9.3%	358,793	\$0.85
2018 Q1	52,559,115	5,677,086	10.8%	475,757	\$0.82
2018 Q2	53,294,683	5,276,174	9.9%	82,633	\$0.82
2018 Q3	53,831,942	5,760,018	10.7%	418,432	\$0.84

Numbers based on CBRE statistics

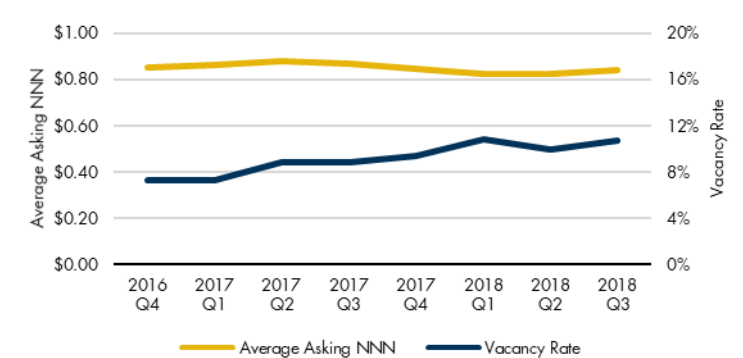
## AVAILABLE SF VS. VACANCY RATE



## NET ABSORPTION



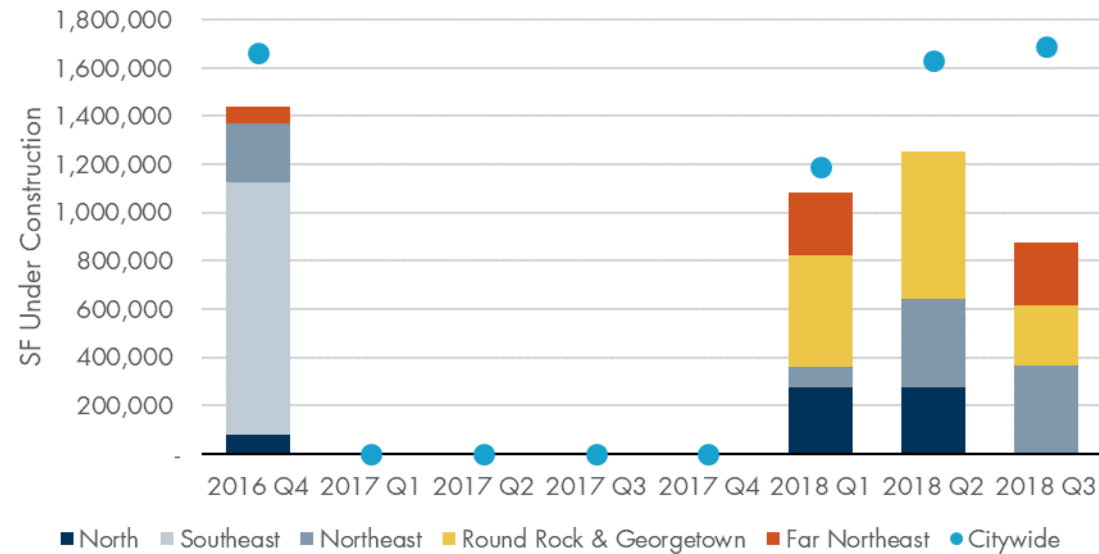
## VACANCY VS. RENTAL RATES



# CITYWIDE TOTAL INDUSTRIAL CONSTRUCTION

Quarter	North	Southeast	Northeast	Round Rock & Georgetown	Far Northeast	Citywide
2016 Q4	80,340	1,047,470	240,821	-	71,200	1,661,031
2017 Q1	-	-	-	-	-	-
2017 Q2	-	-	-	-	-	-
2017 Q3	-	-	-	-	-	-
2017 Q4	-	-	-	-	-	-
2018 Q1	276,494	-	82,826	463,418	258,280	1,186,568
2018 Q2	276,494	-	366,734	610,118	-	1,629,676
2018 Q3	-	-	366,734	250,010	258,280	1,688,770

Numbers based on CBRE statistics

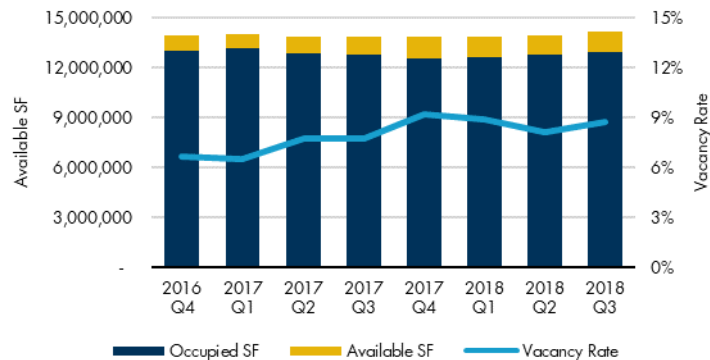


# NORTH TOTAL INDUSTRIAL PERFORMANCE

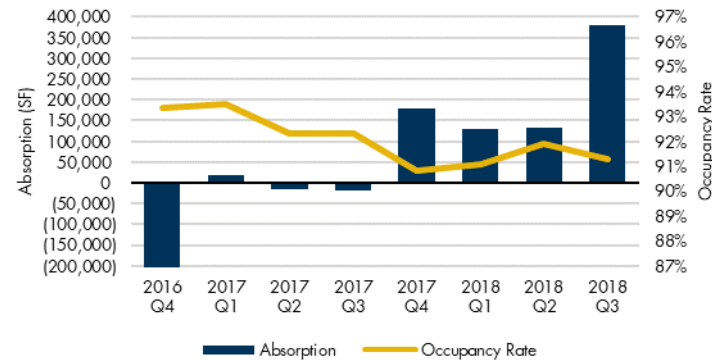
Quarter	Net Rentable Area	Available SF	Vacancy Rate	Absorption	Average Asking NNN
2016 Q4	13,975,451	930,493	6.7%	(223,047)	\$0.82
2017 Q1	14,055,791	913,626	6.5%	18,895	\$0.89
2017 Q2	13,909,439	1,071,027	7.7%	(15,304)	\$0.83
2017 Q3	13,850,726	1,066,506	7.7%	(19,785)	\$0.85
2017 Q4	13,869,905	1,276,031	9.2%	179,211	\$0.82
2018 Q1	13,891,706	1,230,567	8.9%	128,959	\$0.86
2018 Q2	13,925,107	1,127,934	8.1%	133,320	\$0.83
2018 Q3	14,198,775	1,235,293	8.7%	379,452	\$0.85

Numbers based on CBRE statistics

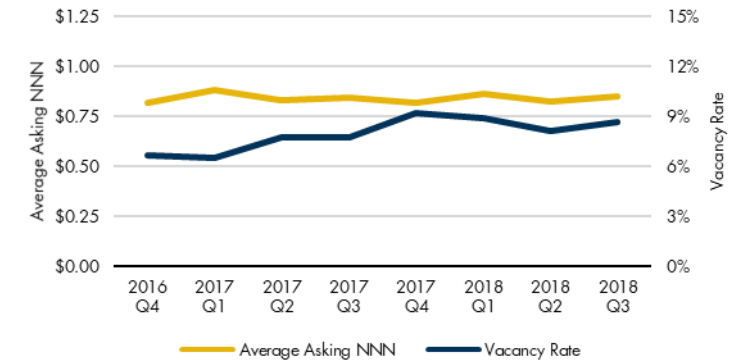
AVAILABLE SF VS. VACANCY RATE



NET ABSORPTION



VACANCY VS. RENTAL RATES



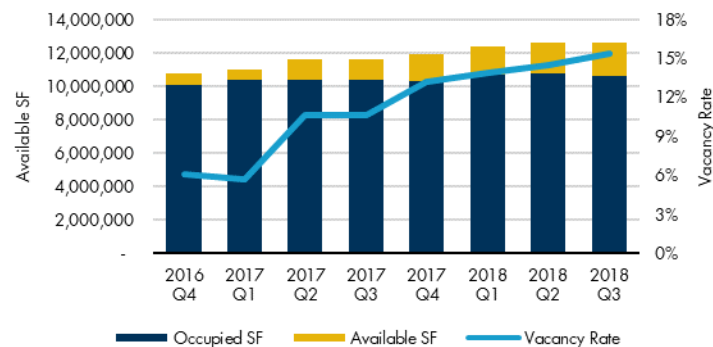


# SOUTHEAST TOTAL INDUSTRIAL PERFORMANCE

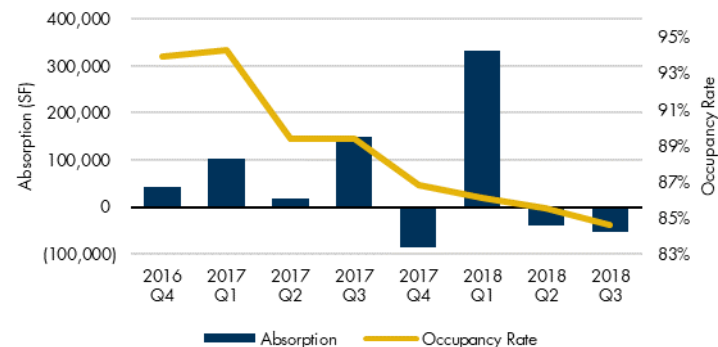
Quarter	Net Rentable Area	Available SF	Vacancy Rate	Absorption	Average Asking NNN
2016 Q4	10,720,345	649,258	6.1%	42,370	\$0.79
2017 Q1	10,973,945	625,515	5.7%	103,936	\$0.88
2017 Q2	11,624,165	1,232,161	10.6%	17,440	\$0.79
2017 Q3	11,629,118	1,232,687	10.6%	148,944	\$0.82
2017 Q4	11,891,014	1,569,614	13.2%	(86,011)	\$0.69
2018 Q1	12,363,041	1,715,724	13.9%	331,971	\$0.69
2018 Q2	12,560,588	1,821,285	14.5%	(40,079)	\$0.82
2018 Q3	12,572,588	1,936,179	15.4%	(53,507)	\$0.81

Numbers based on CBRE statistics

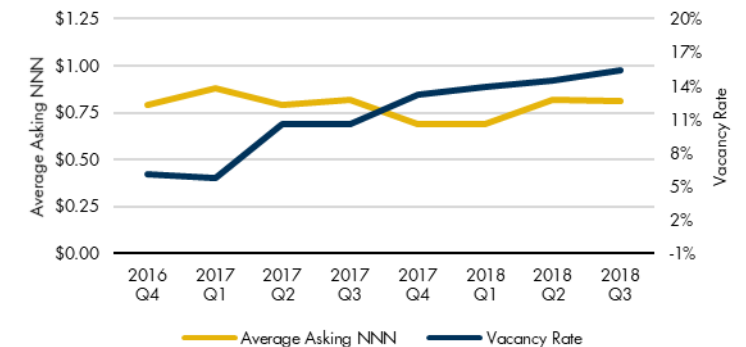
AVAILABLE SF VS. VACANCY RATE



NET ABSORPTION



VACANCY VS. RENTAL RATES

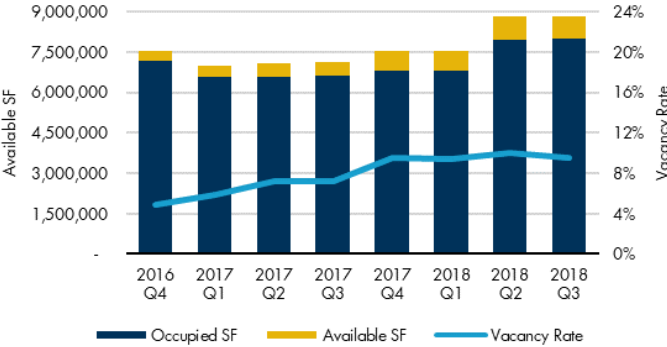


# NORTHEAST TOTAL INDUSTRIAL PERFORMANCE

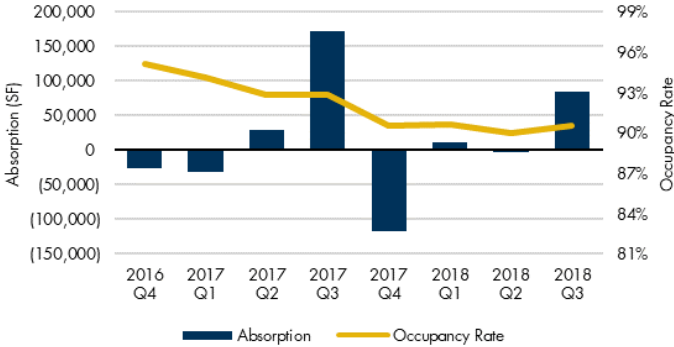
Quarter	Net Rentable Area	Available SF	Vacancy Rate	Absorption	Average Asking NNN
2016 Q4	7,563,852	366,675	4.8%	(25,142)	\$0.73
2017 Q1	7,007,673	413,453	5.9%	(32,074)	\$0.73
2017 Q2	7,096,399	510,941	7.2%	28,690	\$0.77
2017 Q3	7,150,837	514,860	7.2%	172,055	\$0.79
2017 Q4	7,522,605	714,647	9.5%	(116,910)	\$0.73
2018 Q1	7,532,038	710,249	9.4%	10,745	\$0.74
2018 Q2	8,834,756	883,476	10.0%	(3,631)	\$0.78
2018 Q3	8,834,756	839,302	9.5%	85,351	\$0.80

Numbers based on CBRE statistics

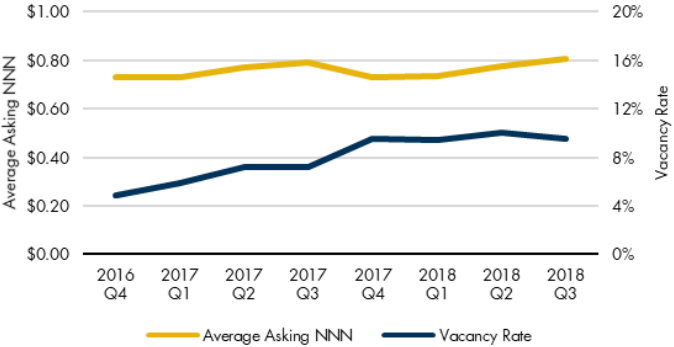
AVAILABLE SF VS. VACANCY RATE



NET ABSORPTION



VACANCY VS. RENTAL RATES

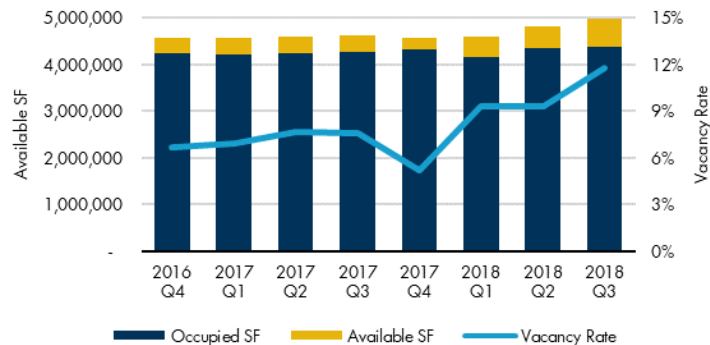


# ROUND ROCK & GEORGETOWN TOTAL INDUSTRIAL PERFORMANCE

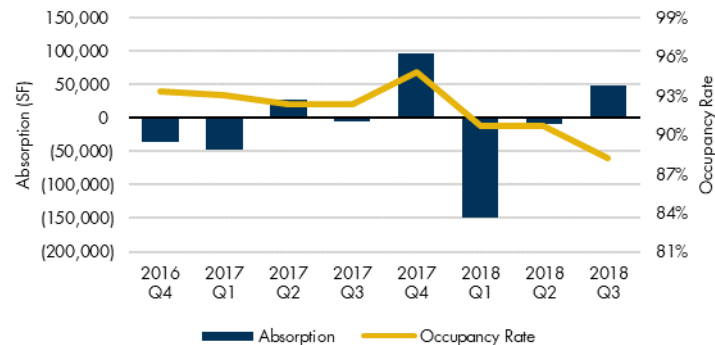
Quarter	Net Rentable Area	Available SF	Vacancy Rate	Absorption	Average Asking NNN
2016 Q4	4,555,864	304,185	6.7%	(36,957)	\$0.85
2017 Q1	4,555,864	352,851	7.0%	(48,354)	\$0.70
2017 Q2	4,595,864	351,567	7.6%	26,162	\$0.83
2017 Q3	4,615,324	351,567	7.6%	(6,360)	\$0.77
2017 Q4	4,571,307	239,393	5.2%	95,511	\$0.84
2018 Q1	4,591,920	427,943	9.3%	(148,657)	\$0.75
2018 Q2	4,810,166	449,751	9.4%	(8,573)	\$0.81
2018 Q3	4,968,976	586,049	11.8%	48,069	\$0.84

Numbers based on CBRE statistics

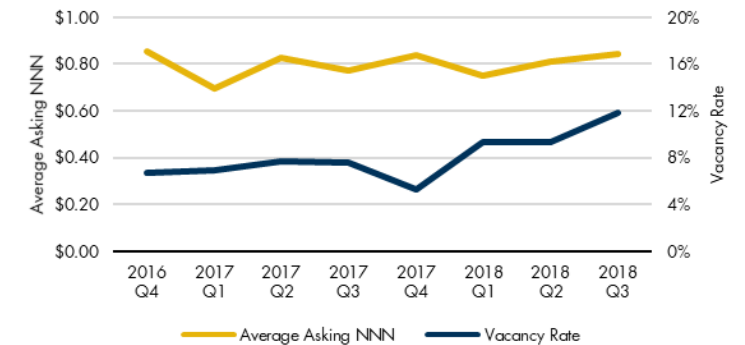
AVAILABLE SF VS. VACANCY RATE



NET ABSORPTION



VACANCY VS. RENTAL RATES



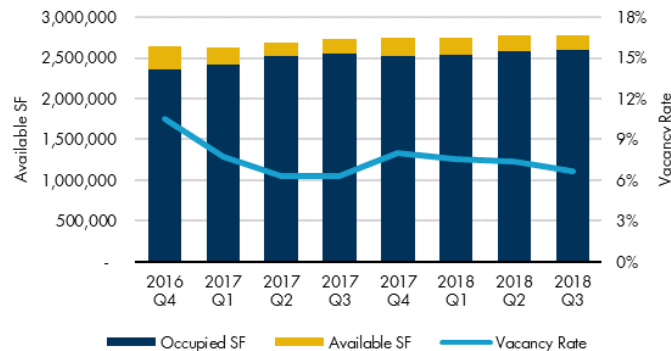


# FAR NORTHEAST TOTAL INDUSTRIAL PERFORMANCE

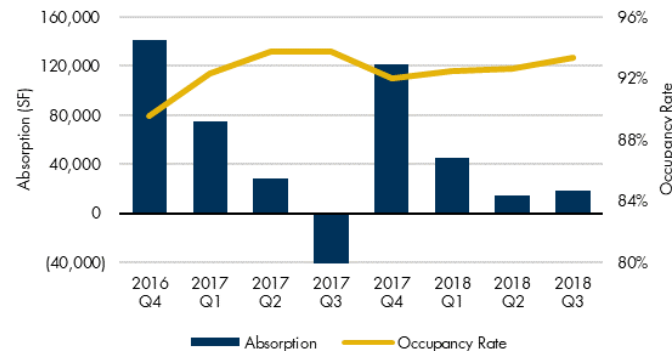
Quarter	Net Rentable Area	Available SF	Vacancy Rate	Absorption	Average Asking NNN
2016 Q4	2,638,806	276,837	10.5%	140,558	\$0.54
2017 Q1	2,626,306	202,226	7.7%	74,838	\$0.73
2017 Q2	2,685,956	169,215	6.3%	28,690	\$0.79
2017 Q3	2,728,956	171,924	6.3%	(143,110)	\$0.79
2017 Q4	2,745,689	219,655	8.0%	121,176	\$0.93
2018 Q1	2,745,689	207,060	7.5%	44,800	\$1.05
2018 Q2	2,781,189	205,808	7.4%	14,712	\$1.05
2018 Q3	2,781,189	186,340	6.7%	18,558	\$1.04

Numbers based on CBRE statistics

## AVAILABLE SF VS. VACANCY RATE



## NET ABSORPTION



## VACANCY VS. RENTAL RATES

