# RETAIL MARKETWATCH

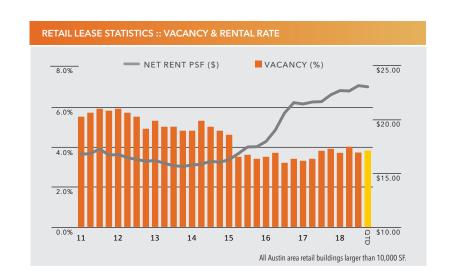


#### **Recent Retail Leases**

- East :: Flo Sports 31,000 SF at 1300 East 5th Street
- Far Northeast :: Caliber Collision 14,000 SF at 1312 FM 685
- Central :: Russell Collection 11,117 SF at Treaty Oak Center
- Far Northwest :: Urban Trampoline 30,121 SF at Anna Plaza, Building U

#### **Recent Retail Sales**

South :: YETI Flagship & BARRR
220 South Congress Avenue
26,280 SF specialty urban storefront
Buyer: Ramrock Real Estate
Seller: Cielo Realty Partners



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2018	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q3 2018
Volume (\$ Mil)	\$497.1	\$90.6	\$21.0	\$79,052.8	\$28,151.0
No. of Properties	65	13	2	6,456	1,597
Total SF	1,901,879	244,528	223,534	409,400,361	131,365,491
Average Price/SF	\$216	\$567	N/A	\$184	\$191
Ave. Cap Rate (Yield)	6.0%	5.9%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

#### Monthly Retail Lease Statistics By Submarket

Monthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
Central Business District (CBD)	62	1,794,120	(22,790)	5,858	97.7%	97.7%	\$48.00
Central & West Central	234	7,456,260	13,315	205,759	93.9%	93.8%	\$21.98
Cedar Park & Far Northwest	251	11,158,297	68,871	159,762	96.5%	96.4%	\$20.88
East & Northeast	155	6,005,205	(47,086)	54,679	94.8%	94.5%	\$23.84
Hays County	214	8,037,844	209,670	55,043	98.2%	98.1%	\$22.59
North	166	6,715,261	35,702	75,903	97.1%	96.8%	\$19.70
Northwest	129	4,858,855	87,570	82,382	98.6%	98.6%	\$24.66
Round Rock & Far Northeast	264	10,456,322	651,418	265,879	95.0%	94.8%	\$21.73
South & Southeast	302	11,851,946	9,920	179,907	97.2%	97.2%	\$20.52
Southwest	197	8,128,951	(119,404)	81,804	95.7%	95.7%	\$30.57
AUSTIN	1,974	76,463,061	887,186	1,166,976	96.3%	96.2%	\$23.26



#### **Transwestern Locations**



#### **Austin Team Members**

Ty Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Investment Sales & Corp. Services Scott Myers, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Luke Wheeler. Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Nash Frisbie, Senior Associate Rve Hinkle. Senior Associate Tyler Gauntt, Associate Robert Gaston, Executive Vice President

Development & Investment Sales (512) 314.3572 (512) 314.3551 **Investment Sales** (512) 314.3571 Investment Sales - Multifamily (512) 314.5207 Investment Sales - Multifamily (512) 314.5203 Agency Leasing & Business Development (512) 314.3552 Occupier Solutions (512) 314.3577 Agency Leasing & Occupier Solutions (512) 314.3553 Agency Leasing & Occupier Solutions (512) 314.3574 Agency Leasing & Occupier Solutions (512) 314.3576 Occupier Solutions (512) 314.5205 Development & Investment Sales (512) 314.3557 Agency Leasing & Occupier Solutions (512) 314.3961 Occupier Solutions (512) 314.5215 Investment Sales - Multifamily (512) 314.5206 Southwest | Regional Leader (512) 314.3554 Marketing & Research (512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com rve.hinkle@transwestern.com tyler.gauntt@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

#### Karen Judson

Vice President | Marketing & Research

Karen Judson, Vice President

karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 10,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.

Transwestern is a privately held real estate firm of collaborative entrepreneurs who deliver a higher level of personalized service - the Transwestern Experience. Specializing in Agency Leasing, Asset Services, Occupier Solutions, Capital Markets and Research, our fully integrated global enterprise adds value for investors, owners and occupiers of all commercial property types. We leverage market insights and operational expertise from members of the Transwestern family of companies specializing in development, real estate investment management and research. Transwestern has 35 U.S. offices and assists clients from more than 221 offices in 37 countries through strategic alliances with France-based BNP Paribas Real Estate and Canada-based Devencore. Experience Extraordinary at transwestern.com and @Transwestern.



# RETAIL MARKETWATCH



#### Recent Retail Leases

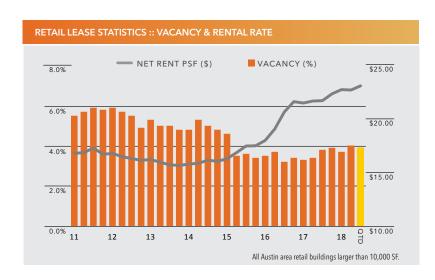
- Northwest :: Z Couture 10,214 SF at Gateway Square C
- South :: Quack's Bakery 7,840 SF at Crockett Center

#### **Recent Retail Sales**

San Marcos :: Red Oaks Shops
 1290 Wonder World Drive
 18,351 SF unanchored strip center
 Buyer: Seymour Dreyfus Family LP
 Seller: McDonald Development Group

North :: 8940 Reseach
8940 Research Blvd.
27,460 SF freestanding retail building

Buyer: Spohn & Associates Seller: Thomas H. Bullard



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2018	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2018
Volume (\$ Mil)	\$666.4	\$197.4	\$5.7	\$65,431.2	\$20,685.8
No. of Properties	55	20	1	6,546	1,579
Total SF	2,610,610	880,844	13,841	360,945,627	111,742,494
Average Price/SF	\$231	\$186	N/A	\$182	\$179
Ave. Cap Rate (Yield)	5.9%	6.5%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

Monthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
Central Business District (CBD)	62	1,794,120	(11,855)	5,858	98.4%	98.4%	\$49.98
Central & West Central	232	7,406,594	(1,336)	168,882	93.7%	93.6%	\$19.92
Cedar Park & Far Northwest	251	11,154,462	18,577	118,349	96.5%	96.4%	\$22.36
East & Northeast	153	5,954,375	(171,508)	54,679	93.1%	92.8%	\$20.89
Hays County	217	8,242,274	331,923	49,436	97.9%	97.9%	\$22.82
North	165	6,700,561	17,044	32,939	96.9%	96.6%	\$18.42
Northwest	129	4,851,349	65,838	85,422	98.2%	98.0%	\$23.66
Round Rock & Far Northeast	260	10,382,656	643,088	239,088	95.0%	94.9%	\$22.27
South & Southeast	298	11,689,848	33,402	160,801	97.4%	97.3%	\$21.09
Southwest	193	8,044,803	(187,065)	96,632	95.4%	95.4%	\$30.64
AUSTIN	1,960	76,221,042	738,108	1,012,086	96.1%	96.0%	\$23.11



#### **Transwestern Locations**



#### **Austin Team Members**

Ty Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Investment Sales & Corp. Services Scott Myers, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart. Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Nash Frisbie. Senior Associate Tyler Gauntt, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales (512) 314.3572 (512) 314.3551 Investment Sales (512) 314.3571 Investment Sales - Multifamily (512) 314.5207 Investment Sales - Multifamily (512) 314.5203 Agency Leasing & Business Development (512) 314.3552 Tenant Advisory (512) 314.3577 (512) 314.3570 Agency Leasing Agency Leasing & Tenant Advisory (512) 314.3553 Agency Leasing & Tenant Advisory (512) 314.3574 Agency Leasing & Tenant Advisory (512) 314.3576 Tenant Advisory (512) 314.5205 Development & Investment Sales (512) 314.3557 Agency Leasing & Tenant Advisory (512) 314.3961 Investment Sales - Multifamily (512) 314.5206 Southwest | Regional Leader (512) 314.3554 Marketing & Research (512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com tyler.gauntt@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

#### Karen Judson

Vice President | Marketing & Research

karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 10,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.

Transwestern is a privately held real estate firm of collaborative entrepreneurs who deliver a higher level of personalized service - the Transwestern Experience. Specializing in Agency Leasing, Tenant Advisory, Capital Markets, Asset Services and Research, our fully integrated global enterprise adds value for investors, owners and occupiers of all commercial property types. We leverage market insights and operational expertise from members of the Transwestern family of companies specializing in development, real estate investment management and research. Based in Houston, Transwestern has 35 U.S. offices and assists clients through more than 211 offices in 36 countries as part of a strategic alliance with BNP Paribas Real Estate. Experience Extraordinary at transwestern com and @Transwestern



# RETAIL MARKETWATCH



#### **Recent Retail Leases**

- Far Northeast :: Living Spaces Furniture 530,794 SF at 19024 Heatherwilde (includes retail store & distribution center)
- CBD :: SPiN Ping Pong Lounge & Bar 10,000 SF at 213 West 5th Street

#### **Recent Retail Sales**

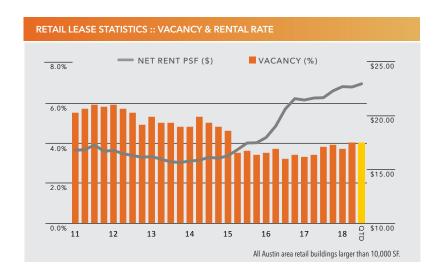
Northeast :: Tech Ridge Phase IV (3 prop)
 325 / 601 / 605 W Canyon Ridge
 138,409 SF in 3 big-box buildings
 Buyer: BAFCO III LLC

Seller: TechRidge Phase IV LP

North :: Shops at Wells Branch3411 Wells Branch Parkway58,989 SF unanchored strip center

Buyer: Anchor Equities

Seller: Metro Commercial Realty Corp.



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2018	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2018
Volume (\$ Mil)	\$672.2	\$158.2	N/A	\$64,853.4	\$20,359.5
No. of Properties	65	19	0	6,486	1,519
Total SF	2,454,302	724,536	0	355,842,483	106,512,313
Average Price/SF	\$231	\$186	N/A	\$183	\$183
Ave. Cap Rate (Yield)	5.9%	6.5%	N/A	6.6%	6.5%

SOURCE: Real Capital Analytics

#### Monthly Retail Lease Statistics By Submarket

Monthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
Central Business District (CBD)	62	1,815,609	1,261	5,858	99.2%	99.1%	\$45.19
Central & West Central	231	7,395,884	(25,593)	132,647	93.4%	93.3%	\$20.44
Cedar Park & Far Northwest	250	11,151,670	20,817	96,711	96.1%	96.0%	\$22.11
East & Northeast	155	6,028,688	(159,029)	52,179	93.4%	93.1%	\$20.57
Hays County	214	8,188,194	242,799	30,018	97.5%	97.5%	\$22.56
North	165	6,696,301	13,203	22,113	96.8%	96.7%	\$18.68
Northwest	129	4,851,349	45,990	50,024	97.8%	97.6%	\$20.48
Round Rock & Far Northeast	258	10,347,956	628,825	163,216	95.2%	95.1%	\$22.07
South & Southeast	299	11,718,141	(21,131)	141,650	96.9%	96.7%	\$20.95
Southwest	191	8,017,942	(182,386)	71,949	95.6%	95.6%	\$30.51
AUSTIN	1,954	76,211,734	564,756	766,365	96.0%	95.8%	\$22.72



#### **Transwestern Locations**



#### **Austin Team Members**

Ty Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Investment Sales & Corp. Services Scott Myers, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart. Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Nash Frisbie. Senior Associate Tyler Gauntt, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales (512) 314.3572 (512) 314.3551 Investment Sales (512) 314.3571 Investment Sales - Multifamily (512) 314.5207 Investment Sales - Multifamily (512) 314.5203 Agency Leasing & Business Development (512) 314.3552 Tenant Advisory (512) 314.3577 (512) 314.3570 Agency Leasing Agency Leasing & Tenant Advisory (512) 314.3553 Agency Leasing & Tenant Advisory (512) 314.3574 Agency Leasing & Tenant Advisory (512) 314.3576 Tenant Advisory (512) 314.5205 Development & Investment Sales (512) 314.3557 Agency Leasing & Tenant Advisory (512) 314.3961 Investment Sales - Multifamily (512) 314.5206 Southwest | Regional Leader (512) 314.3554 Marketing & Research (512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com tyler.gauntt@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

#### Karen Judson

Vice President | Marketing & Research

karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 10,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.

Transwestern is a privately held real estate firm of collaborative entrepreneurs who deliver a higher level of personalized service - the Transwestern Experience. Specializing in Agency Leasing, Tenant Advisory, Capital Markets, Asset Services and Research, our fully integrated global enterprise adds value for investors, owners and occupiers of all commercial property types. We leverage market insights and operational expertise from members of the Transwestern family of companies specializing in development, real estate investment management and research. Based in Houston, Transwestern has 35 U.S. offices and assists clients through more than 211 offices in 36 countries as part of a strategic alliance with BNP Paribas Real Estate. Experience Extraordinary at transwestern com and @Transwestern



MAY 2018



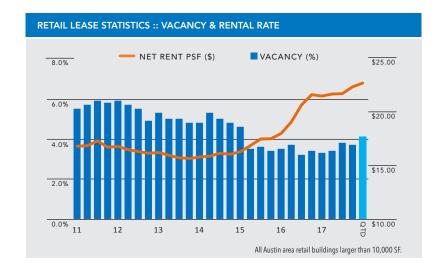
#### Recent Retail Leases

- Cedar Park :: Buy Buy Baby 25,006 SF at The Parke
- Northeast :: Fitness Connection55,000 SF at The Shops at TechRidge

#### **Recent Retail Sales**

- Far Northwest :: Ethan Allen
  2811 West Anderson Lane
  22,908 SF freestanding single tenant
  Buyer: 2817 Anderson Lane LP
  Seller: Double R Compound Trust
- Southeast :: River Hills Center
   1919 East Riverside Drive
   22,194 SF freestanding single tenant
   Buyer: Jimmy Nassour/John Greenwood

Seller: Riverside Retail LTD



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q1 2018	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q1 2018
Volume (\$ Mil)	\$812.2	\$132.5	\$0	\$58,329.5	\$13,740.4
No. of Properties	64	19	0	6,484	1,536
Total SF	3,592,441	499,780	0	326,383,536	74,664,064
Average Price/SF	\$245	\$240	N/A	\$186	\$193
Average Cap Rate (Yield)	6.0%	5.6%	N/A	6.5%	6.6%

SOURCE: Real Capital Analytics

#### Monthly Retail Lease Statistics By Submarket

SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
Central Business District (CBD)	63	1,825,427	(2,421)	16,683	98.8%	98.7%	\$42.50
Central & West Central	231	7,388,296	(20,332)	109,433	93.3%	93.3%	\$19.73
Cedar Park & Far Northwest	250	11,198,260	4,851	82,511	95.9%	95.8%	\$22.04
East & Northeast	153	5,993,750	(174,117)	53,558	93.4%	93.0%	\$21.50
Hays County	210	8,131,696	184,005	21,696	97.4%	97.4%	\$22.88
North	165	6,696,539	7,763	19,640	96.7%	96.6%	\$18.68
Northwest	129	4,851,349	36,282	44,907	97.6%	97.4%	\$21.09
Round Rock & Far Northeast	257	9,776,641	152,803	142,082	95.4%	95.2%	\$22.48
South & Southeast	298	11,704,713	11,698	132,022	97.2%	97.0%	\$22.27
Southwest	191	8,018,232	(147,385)	33,944	95.8%	95.8%	\$30.58
AUSTIN	1,947	75,584,903	53,147	656,476	96.0%	95.9%	\$23.00

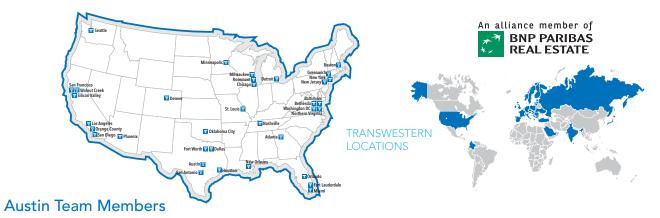
TRANSWESTERN®

Starting in Q3 2017, the building size tracked has been lowered from 25,000 SF to 10,000 SF for inclusion in this report. We also added Hays County. SOURCE: Transwestern, CoStar

MAY 2018



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @Transwestern.



Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Scott Myers, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Will Stewart, Vice President
Brandon Lester, Vice President
Stayton Wright, Vice President
Josh Delk, Vice President
Nash Frisbie, Senior Associate

Tyler Gauntt, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales (512) 314.3572 Investment Sales & Corp. Services (512) 314.3551 Investment Sales (512) 314.3571 Investment Sales - Multifamily (512) 314.5207 Investment Sales - Multifamily (512) 314.5203 Agency Leasing & Business Development (512) 314.3552 Tenant Advisory (512) 314.3577 Agency Leasing (512) 314.3570 Agency Leasing & Tenant Advisory (512) 314.3553 Agency Leasing & Tenant Advisory (512) 314.3574 Agency Leasing & Tenant Advisory (512) 314.3576 Tenant Advisory (512) 314.5205 Development & Investment Sales (512) 314.3557 Agency Leasing & Tenant Advisory (512) 314.3961 Investment Sales - Multifamily (512) 314.5206 Southwest | Regional Leader (512) 314.3554 Marketing & Research (512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com tyler.gauntt@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 10,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746 **T** 512.328.5600 www.transwestern.com/austin

**MARCH 2018** 



#### Recent Retail Leases

South :: Hallway 12,000 SF at Center of the Hills

North :: Responsive Education Solutions 23,000 SF at Wells Branch

#### **Recent Retail Sales**

Cedar Park :: Albertson's (Sale/Leaseback) 1400 Cypress Creek Road

67,271 SF Stand-alone grocery

Buyer: Fortress Investors JV Cardinal Capital

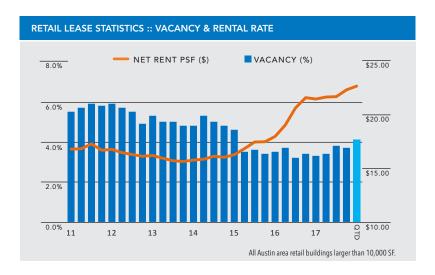
Seller: Albertsons LLC

Northeast :: El Rancho Supermerchado

6800 Berkman Drive

30,000 SF Stand-alone grocery Buyer: Manifold Pasoe LLC

Seller: Salah Nafal



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q4 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q4 2017
Volume (\$ Mil)	\$908.5	\$76.2	\$94.2	\$64,133.4	\$15,377.2
No. of Properties	58	13	12	6,619	1,581
Total SF	3,875,978	276,727	375,714	350,757,471	86,055,979
Average Price/SF	\$286	\$174	N/A	\$181	\$176
Average Cap Rate (Yield)	6.4%	6.6%	N/A	6.5%	6.6%

SOURCE: Real Capital Analytics

#### Monthly Retail Lease Statistics By Submarket

Monthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
Central Business District (CBD)	65	1,853,427	(386)	7,736	98.5%	98.5%	\$42.27
Central & West Central	231	7,406,213	(1,048)	52,478	93.7%	93.4%	\$21.85
Cedar Park & Far Northwest	251	11,220,745	(56,563)	18,779	95.3%	95.2%	\$23.08
East & Northeast	150	5,711,315	(104,507)	10,789	94.3%	93.9%	\$17.93
Hays County	209	8,094,534	205,611	10,408	97.7%	97.6%	\$22.87
North	164	6,666,427	(18,913)	10,599	96.5%	96.4%	\$18.65
Northwest	129	4,852,818	17,856	12,308	97.2%	97.1%	\$19.15
Round Rock & Far Northeast	254	9,580,418	35,815	114,875	94.4%	94.1%	\$22.57
South & Southeast	295	11,897,897	6,295	60,424	97.3%	97.2%	\$22.05
Southwest	190	8,008,358	(21,834)	14,220	97.5%	97.5%	\$28.41
AUSTIN	1,938	75,292,152	62,326	312,616	96.1%	95.9%	\$22.71

TRANSWESTERN®

Starting in Q3 2017, the building size tracked has been lowered from 25,000 SF to 10,000 SF for inclusion in this report. We also added Hays County. SOURCE: Transwestern, CoStar

MARCH 2018



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Scott Myers, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Will Stewart, Vice President
Brandon Lester, Vice President
Stayton Wright, Vice President
Josh Delk, Vice President
Nash Frisbie, Senior Associate

Tyler Gauntt, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales (512) 314.3572 Investment Sales & Corp. Services (512) 314.3551 Investment Sales (512) 314.3571 Investment Sales - Multifamily (512) 314.5207 Investment Sales - Multifamily (512) 314.5203 Agency Leasing & Business Development (512) 314.3552 Tenant Advisory (512) 314.3577 Agency Leasing (512) 314.3570 Agency Leasing & Tenant Advisory (512) 314.3553 Agency Leasing & Tenant Advisory (512) 314.3574 Agency Leasing & Tenant Advisory (512) 314.3576 Tenant Advisory (512) 314.5205 Development & Investment Sales (512) 314.3557 Agency Leasing & Tenant Advisory (512) 314.3961 Investment Sales - Multifamily (512) 314.5206 Southwest | Regional Leader (512) 314.3554 Marketing & Research (512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com tyler.gauntt@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 10,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

**T** 512.328.5600 www.transwestern.com/austin

JANUARY 2018



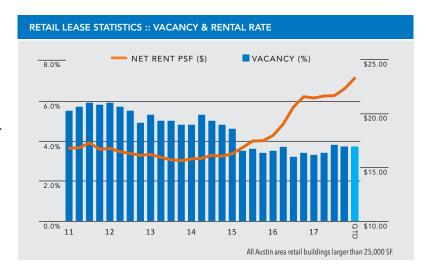
#### Recent Retail Leases

- South :: Dollar General
  10,840 SF at Cherry Creek Plaza
- Round Rock :: Red's Porch Restaurant & Bar 5,000 SF at Round Rock Premium Outlets

#### **Recent Retail Sales**

Round Rock :: Bass Pro Shops
200 Bass Pro Road
120,763 SF big box sale/leaseback
Buyer: Starwood Property Trust
Seller: Bass Pro Shops

Round Rock :: CVS
 3000 FM 1431
 14,694 SF freestanding drug store
 Buyer: Sandor Develomment
 Seller: CVS Pharmacy



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q4 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q4 2017
Volume (\$ Mil)	\$891.3	\$59.0	\$0	\$60,089.2	\$11,506.4
No. of Properties	53	8	0	6,180	1,182
Total SF	3,807,376	208,125	0	324,713,645	60,686,817
Average Price/SF	\$296	\$315	\$0	\$184	\$190
Average Cap Rate (Yield)	6.1%	5.9%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

#### Monthly Retail Lease Statistics By Submarket\*

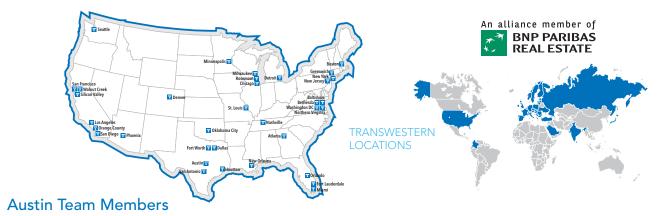
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
Central Business District (CBD)	63	1,826,593	25,581	45,804	98.5%	98.4%	\$42.19
Central & West Central	231	7,403,636	(191,036)	145,155	93.7%	93.4%	\$22.42
Cedar Park & Far Northwest	25`	10,932,660	427,243	254,875	95.5%	95.2%	\$23.10
East & Northeast	150	5,710,995	58,281	306,791	96.1%	95.7%	\$22.62
Hays County	208	7,897,934	(2,871)	153,296	98.0%	98.0%	\$24.47
North	163	6,606,007	(25,873)	117,843	96.8%	96.7%	\$19.02
Northwest	129	4,841,436	52,919	138,006	96.8%	96.8%	\$21.74
Round Rock & Far Northeast	252	9,533,464	128,530	284,160	94.3%	94.2%	\$21.40
South & Southeast	295	11,870,818	(102,331)	196,619	97.2%	97.0%	\$22.54
Southwest	188	7,973,554	96,971	181,653	97.8%	97.7%	\$27.83
AUSTIN	1,679	74,597,097	467,414	1,824,202	96.3%	96.1%	\$23.36



JANUARY 2018



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Scott Myers, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Will Stewart, Vice President
Brandon Lester, Vice President
Stayton Wright, Vice President
Josh Delk, Vice President
Nash Frisbie, Senior Associate
Tyler Gauntt, Associate

Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.3961
Investment Sales - Multifamily	(512) 314.5206
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com tyler.gauntt@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 10,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746 **T** 512.328.5600 www.transwestern.com/austin

DECEMBER 2017



#### Recent Retail Leases

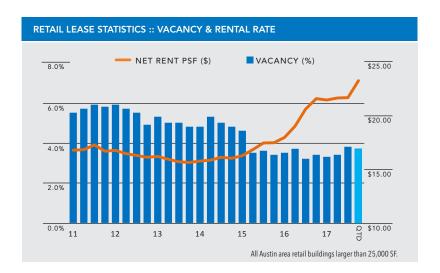
- North :: Fortiline
  14,200 SF at 611 East Braker Lane
- Cedar Park :: Soccer Station5,791 SF at The Hub @ Research & 45

#### **Recent Retail Sales**

Hays County :: Kyle Crossing
5401 South FM 1626
226,465 SF grocery anchored power center

Buyer: InvenTrust Seller: Blackstone JV DDR

South :: Tejas Business Park
4402 South Congress Avenue
18,192 unanchored shopping center
Buyer: Ronald & Katrina Stanley
Seller: Michael & Lauren Smith



#### **Retail Sales Statistics**

SOURCE: Real Capital Analytics

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q3 2017
Volume (\$ Mil)	\$894.4	\$259.7	\$39.1	\$67,054.0	\$14,481.8
No. of Properties	58	14	5	6,864	1,627
Total SF	3,834,418	953,496	160,349	367.647,624	78,275,170
Average Price/SF	\$296	\$272	N/A	\$185	\$183
Average Cap Rate (Yield)	6.1%	5.4%	N/A	6.5%	6.6%

#### Monthly Retail Lease Statistics By Submarket\*

Monthly Retail Lease Statistics by Submarket"							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
Central Business District (CBD)	63	1,826,593	28,904	27,586	98.7%	98.6%	\$39.00
Central & West Central	230	7,368,276	(184,119)	138,623	93.8%	93.5%	\$22.33
Cedar Park & Far Northwest	249	10,836,176	417,987	248,605	95.4%	95.1%	\$23.30
East & Northeast	150	5,602,037	58,533	268,877	95.9%	95.5%	\$21.00
Hays County	206	7,832,673	33,191	151,496	98.1%	98.0%	\$24.20
North	163	6,599,219	(26,241)	99,443	96.5%	96.5%	\$18.57
Northwest	129	4,841,436	38,251	130,246	96.5%	96.5%	\$22.97
Round Rock & Far Northeast	254	9,632,693	152,670	266,447	94.8%	94.8%	\$21.66
South & Southeast	293	11,831,818	(86,693)	190,013	97.5%	97.3%	\$23.08
Southwest	188	7,973,666	90,010	152,716	97.7%	97.7%	\$27.83
AUSTIN	1,925	74,344,587	522,493	1,674,052	96.3%	96.2%	\$23.31

TRANSWESTERN®



#### **About Transwestern**

Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Scott Myers, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Will Stewart, Vice President
Brandon Lester, Vice President
Stayton Wright, Vice President
Josh Delk, Vice President
Nash Frisbie, Senior Associate

Tyler Gauntt, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales (512) 314.3572 Investment Sales & Corp. Services (512) 314.3551 Investment Sales (512) 314.3571 Investment Sales - Multifamily (512) 314.5207 Investment Sales - Multifamily (512) 314.5203 Agency Leasing & Business Development (512) 314.3552 Tenant Advisory (512) 314.3577 Agency Leasing (512) 314.3570 Agency Leasing & Tenant Advisory (512) 314.3553 Agency Leasing & Tenant Advisory (512) 314.3574 Agency Leasing & Tenant Advisory (512) 314.3576 Tenant Advisory (512) 314.5205 Development & Investment Sales (512) 314.3557 Agency Leasing & Tenant Advisory (512) 314.3961 Investment Sales - Multifamily (512) 314.5206 Southwest | Regional Leader (512) 314.3554 Marketing & Research (512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com tyler.gauntt@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 10,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746 **T** 512.328.5600 www.transwestern.com/austin

OCTOBER 2017



#### Recent Retail Leases

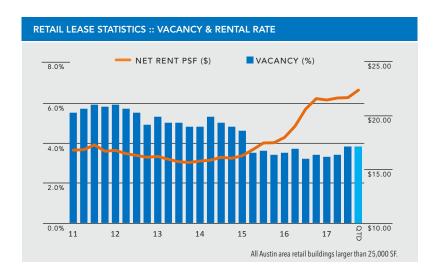
- South :: Spirit Halloween 10,000 SF at Tanglewood Village
- Cedar Park :: LA Fitness (prelease)
   34,000 SF at Cedar Park Plaza (under const)

#### **Recent Retail Sales**

Hays County :: Former HEB
598 East Highway 290
75,842 SF stand-alone grocery store
Buyer: Ann T. Bauer Realty Trust

Seller: HEB Foods

South :: The Commons
 100 Commons Road
 50,715 unanchored strip center
 Buyer: Hudson Commons LLC
 Seller: MP Commercial Partners



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q3 2017
Volume (\$ Mil)	\$869.4	\$234.7	0	\$65,489.3	\$12,982.3
No. of Properties	57	13	0	6,738	1,511
Total SF	3,713,655	832,733	0	356,012,083	68,254,913
Average Price/SF	\$296	\$272	N/A	\$187	\$190
Average Cap Rate (Yield)	6.1%	5.4%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

#### Monthly Retail Lease Statistics By Submarket\*

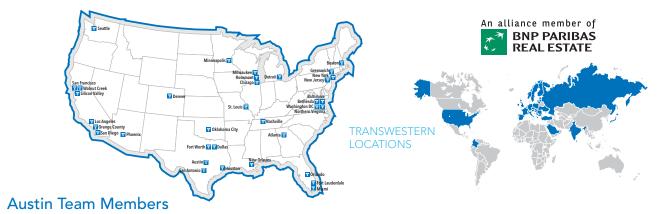
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
Central Business District (CBD)	63	1,820,166	22,862	22,243	98.0%	98.0%	\$22.50
Central & West Central	227	7,314,845	(67,180)	87,284	95.4%	95.1%	\$21.53
Cedar Park & Far Northwest	249	10,776,973	290,557	122,529	94.2%	93.9%	\$20.70
East & Northeast	149	5,588,484	58,499	170,013	96.3%	95.9%	\$20.65
Hays County	202	7,735,073	(50,250)	92,177	97.1%	97.1%	\$23.58
North	163	6,599,219	(20,786)	77,465	96.6%	96.5%	\$18.79
Northwest	128	4,828,677	803	97,302	96.1%	96.1%	\$23.58
Round Rock & Far Northeast	249	9,468,716	43,222	201,800	95.0%	94.9%	\$21.86
South & Southeast	293	11,840,302	(75,962)	150,476	97.4%	97.3%	\$22.04
Southwest	189	7,989,945	98,675	112,292	97.9%	97.8%	\$29.23
AUSTIN	1,912*	73,962,400	300,440	1,133,581	96.2%	96.1%	\$22.43



OCTOBER 2017



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Scott Myers, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Will Stewart, Vice President
Brandon Lester, Vice President
Stayton Wright, Vice President
Josh Delk, Vice President
Nash Frisbie, Senior Associate
Tyler Gauntt, Associate

Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.3961
Investment Sales - Multifamily	(512) 314.5206
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com tyler.gauntt@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 10,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746 **T** 512.328.5600 www.transwestern.com/austin

SEPTEMBER 2017



#### Recent Retail Leases

- Cedar Park :: Forever 21 15,247 SF at The Parke Shopping Center
- Northeast :: Luxe Furniture & Home 10,587 SF at The Shops at TechRidge

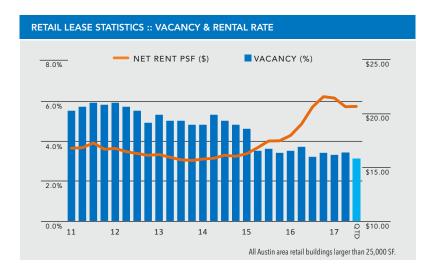
#### Recent Retail Sales

North :: Highland Pavilion
6700 Middle Fiskville Road
165,331 SF anchored shopping center
Buyer: Chase Equities JV 442 Bastrop
Seller: Schlosser Development

South :: Stassney Heights Shopping Center 5510 South IH-35

102,916 SF anchored shopping center Buyer: Longpoint Realty Partners

Seller: Blackstone



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2017
Volume (\$ Mil)	\$767.3	\$343.2	\$162.3	\$71,946.2	\$14,573.1
No. of Properties	60	18	9	6,945	1,526
Total SF	3,436,684	1,862,675	566,021	385,246,929	80,046,705
Average Price/SF	\$317	\$218	N/A	\$199	\$192
Average Cap Rate (Yield)	6.3%	6.6%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

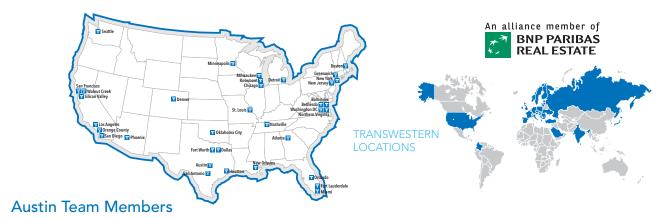
Worthly Retail Lease		by Submarket	·				
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,182,304	25,421	16,483	99.5%	99.5%	\$31.50
Central & West Central	83	5,130,171	(65,757)	61,521	95.2%	94.7%	\$21.19
North	82	5,311,745	(36,636)	47,458	96.9%	96.8%	\$18.09
Northeast & East	74	4,490,420	65,367	135,529	96.5%	96.0%	\$15.85
Northwest & Far Northwest	94	6,492,693	(57,654)	90,730	93.6%	93.6%	\$17.44
Round Rock & Cedar Park	151	12,891,620	253,617	119,919	96.6%	96.3%	\$20.26
South	102	7,616,956	(24,224)	71,296	98.3%	98.2%	\$21.69
Southeast	25	1,762,354	(4,809)	16,015	99.5%	99.4%	\$23.70
Southwest	66	6,142,970	18,124	69,653	98.7%	98.6%	\$26.57
AUSTIN	694	51,021,233	173,449	628,604	96.8%	96.6%	\$20.73



SEPTEMBER 2017



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Scott Myers, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Nash Frisbie, Senior Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.5204
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### METHODOLOGY

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

AUGUST 2017



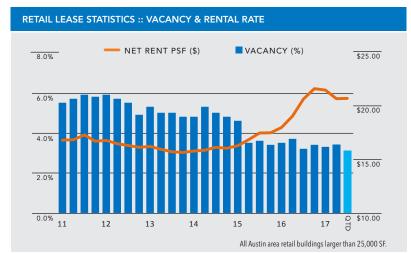
#### Recent Retail Leases

- South :: Dollar General 10,840 SF at Cherry Creek Plaza
- Northwest :: Yoga Pod 5,000 SF at Arboretum Plaza

#### **Recent Retail Sales**

- Northwest:: Washington Prime Portfolio Aboretum, Gateway Market & The Shops at Arbor Walk (3 Austin power centers) 1,165,787 SF out of a 2M SF multicity portfolio Buyer: O'Connor Capital Partners Seller: Washington Prime Group
- Far Northwest :: Parmer McNeil Plaza 6208 McNeil Drive 51,243 SF unanchored shopping center Buyer: Crow Holdings

Seller: Peter Denton Revocable Trust



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2017
Volume (\$ Mil)	\$765.0	\$343.0	\$35.3	\$71,446.1	\$14,428.0
No. of Properties	60	18	5	6,878	1,489
Total SF	3,436,684	1,862,675	120,994	380,777,616	78,652,313
Average Price/SF	\$317	\$218	N/A	\$200	\$194
Average Cap Rate (Yield)	6.3%	6.6%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

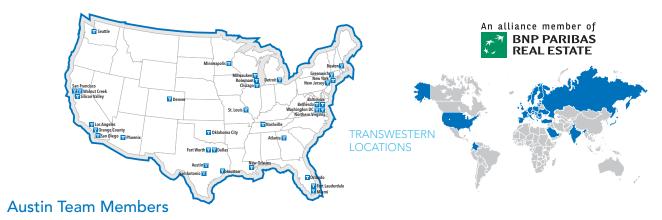
Wioriting Retail Least	c otatiotics	by Submarket	•				
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,182,304	25,028	16,483	99.5%	99.5%	\$27.50
Central & West Central	82	5,085,468	(61,968)	118,450	95.6%	95.2%	\$21.23
North	81	5,284,305	(33,661)	21,578	96.9%	96.9%	\$17.44
Northeast & East	74	4,488,069	75,572	127,599	96.7%	96.2%	\$15.68
Northwest & Far Northwest	94	6,492,693	(70,894)	86,008	93.4%	93.4%	\$17.54
Round Rock & Cedar Park	149	12,850,920	367,332	102,620	96.8%	96.6%	\$20.25
South	102	7,616,956	(8,916)	60,149	98.3%	98.2%	\$22.94
Southeast	25	1,762,354	(4,809)	16,015	99.5%	99.4%	\$23.70
Southwest	66	6,142,970	25,464	60,794	98.8%	98.8%	\$26.63
AUSTIN	690	50,906,039	313,148	609,696	96.9%	96.7%	\$20.77





#### **About Transwestern**

Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Scott Myers, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Nash Frisbie, Senior Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.5204
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

**JULY 2017** 



#### Recent Retail Leases

North :: La Grande Table
17,479 SF at Teakwood Plaza

CBD :: ViaStat 15,134 SF at Gables Park Plaza

#### **Recent Retail Sales**

Northeast :: Waterloo Plaza
11055 North IH-35
23,950 SF unanchored strip center
Buyer: KDRCO LLC

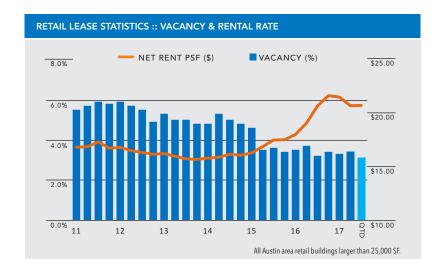
Buyer: KDRCO LLC Seller: Anchor Equities LTD

North :: Braker Lane Crossing

4501 West Braker Lane 108,312 SF anchored neighborhood center

Buyer: Lazarus Property Comany

Seller: Undisclosed



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2017
Volume (\$ Mil)	\$732.8	\$310.8	\$0	\$70,031.4	\$13,291.8
No. of Properties	58	16	0	6,738	1,377
Total SF	3,310,127	1,736,118	0	371,419,034	71,232,406
Average Price/SF	\$317	\$218	N/A	\$202	\$291
Average Cap Rate (Yield)	6.2%	6.6%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

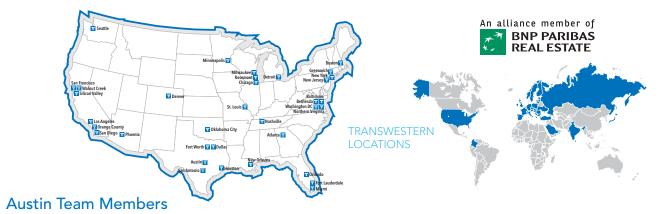
Wierling Retail Least	c otatiotics	by Submarke	•				
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,182,304	18,365	16,483	99.1%	99.1%	\$27.53
Central & West Central	82	5,085,468	(37,472)	41,274	95.7%	95.2%	\$21.07
North	81	5,284,305	(30,120)	32,012	96.9%	96.9%	\$18.40
Northeast & East	75	4,512,798	60,732	109,445	96.4%	95.9%	\$16.19
Northwest & Far Northwest	94	6,436,778	(7,210)	48,673	94.4%	94.4%	\$17.27
Round Rock & Cedar Park	149	12,851,884	425,343	93,230	97.0%	96.8%	\$20.37
South	102	7,616,956	(6,439)	46,500	98.3%	98.3%	\$23.00
Southeast	25	1,762,354	(1,899)	14,915	99.5%	99.5%	\$23.43
Southwest	66	6,142,970	10,843	47,981	98.5%	98.5%	\$25.20
AUSTIN	691	50,875,817	432,143	450,513	97.0%	96.9%	\$20.72



**JULY 2017** 



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Scott Myers, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Nash Frisbie, Senior Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.5204
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

**JUNE 2017** 



#### Recent Retail Leases

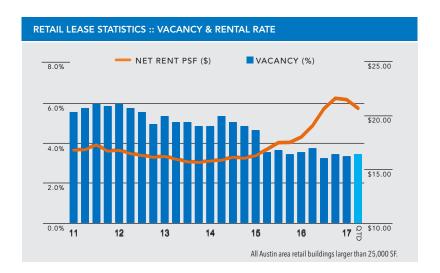
- Cedar Park :: Cost Plus World Market 18,678 SF at The Parke
- Northeast :: Boot Barn (renew) 25,269 SF at Capital Plaza

#### **Recent Retail Sales**

 Southwest:: Barton Creek Village 2700 Barton Creek Blvd.
 25,451 SF unanchored strip center Buyer: Whorton Properties LTD Seller: Stratus Properties

South :: Uncommon Objects
1512 South Congress Avenue
10,842 SF stand-alone storefront

Buyer: Gypsy Soco LLC Seller: Nicholas Family Trust



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q1 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q1 2017
Volume (\$ Mil)	\$1,198.7	\$227.4	\$225.2	\$75,279.3	\$18,187.1
No. of Properties	58	13	6	7,090	1,655
Total SF	4,314,924	783,080	1,242,788	387,590,719	96,141,836
Average Price/SF	\$291	\$432	N/A	\$206	\$174
Average Cap Rate (Yield)	6.1%	6.2%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

Wierling Retail Least	c otationes	by Submarke	•				
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,182,304	20,346	16,483	99.1%	99.1%	\$26.15
Central & West Central	82	5,085,468	(55,298)	41,274	95.7%	95.3%	\$21.30
North	81	5,284,305	(32,320)	16,841	97.0%	96.9%	\$18.80
Northeast & East	75	4,512,798	58,238	108,803	96.3%	95.9%	\$15.52
Northwest & Far Northwest	94	6,436,778	(7,617)	44,808	94.3%	94.3%	\$17.72
Round Rock & Cedar Park	148	12,786,333	404,288	95,235	97.0%	96.8%	\$20.42
South	102	7,616,956	(4,039)	36,500	98.3%	98.3%	\$24.86
Southeast	25	1,762,354	(1,899)	14,915	99.5%	99.5%	\$22.32
Southwest	66	6,142,970	5,923	47,981	98.4%	98.4%	\$25.56
AUSTIN	690	50,810,266	387,622	422,840	97.0%	96.8%	\$21.05



**JUNE 2017** 



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Scott Myers, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Nash Frisbie, Senior Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.5204
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com nash.frisbie@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

MAY 2017



#### Recent Retail Leases

- Northeast :: Floor & Decor 77,958 SF at The Shops at Technidge
- Far Northwest :: Fitness Connection 52,212 SF at The Market at Lake Creek

#### **Recent Retail Sales**

Northeast :: The Shops at Technidge

13125 North IH-35 333,874 SF Power center Buyer: RD Management

Seller: Investcorp JV Global Fund Investments

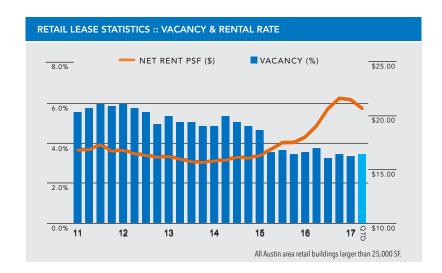
Southwest :: The Oaks at Lakeway

1900 South Highway 620

245,022 SF grocery-anchored shopping ctr.

Buyer: TA Realty

Seller: Stratus Properties



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q1 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q1 2017
Volume (\$ Mil)	\$1,198.7	\$227.4	\$207.8	\$75,205.8	\$18,127.0
No. of Properties	58	13	4	7,073	1,644
Total SF	4,314,924	783,080	1,176,917	386,656,755	95,537,620
Average Price/SF	\$291	\$432	N/A	\$206	\$174
Average Cap Rate (Yield)	6.1%	6.2%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

Worthing Retail Least	c otationes	by Submarket	•				
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,182,304	20,346	16,483	99.1%	99.1%	\$25.61
Central & West Central	82	5,085,468	(83,449)	36,108	95.2%	94.8%	\$21.10
North	81	5,284,305	(30,280)	16,841	96.9%	96.9%	\$18.80
Northeast & East	75	4,512,798	(20,880)	107,653	94.6%	94.1%	\$15.39
Northwest & Far Northwest	94	6,426,987	816	40,574	94.4%	94.4%	\$17.74
Round Rock & Cedar Park	146	12,711,333	337,709	92,235	96.8%	96.6%	\$19.21
South	102	7,616,956	(18,707)	33,602	98.1%	98.1%	\$24.71
Southeast	25	1,762,354	3,667	1,246	99.9%	99.9%	\$22.48
Southwest	66	6,142,970	3,357	47,981	98.4%	98.4%	\$25.56
AUSTIN	688	50,725,475	212,579	392,723	96.7%	96.6%	\$20.69



MAY 2017



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Scott Myers, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Will Stewart, Vice President
Brandon Lester, Vice President
Stayton Wright, Vice President
Robert Gaston, Executive Vice President
Karen Judson. Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com scott.myers@transwestern.com jeff.rogers@transwestern.com jeff.rogers@transwestern.com mike.brown@transwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### **CONTACT**

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

**APRIL 2017** 



#### Recent Retail Leases

- South :: Ignite Fitness 11,500 SF at 1005 East St. Elmo
- Northwest :: Karaikudi Kitchen
   6,479 SF at McNeil Crossing Shopping Ctr

#### **Recent Retail Sales**

Cedar Park :: Cypress Bend Shopping Ctr 2051 Cypress Creek Road

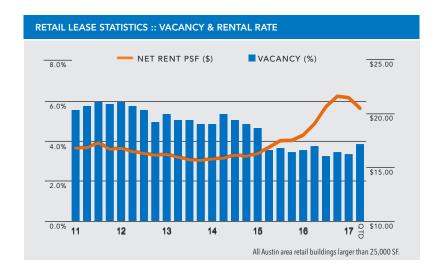
34,245 SF unanchored shopping center Buyer: Quick & Company

Seller: Ultral Investments

Georgetown :: Cougar Plaza Center 305 Limestone Terrrace

29,500 SF unanchored shopping center

Buyer: Clear Morning Group Seller: Cougar Assets LTD



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q1 2017	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q1 2017
Volume (\$ Mil)	\$1,196.7	\$227.4	\$0	\$72,935.3	\$16,558.7
No. of Properties	57	13	0	6,457	1,371
Total SF	4,309,500	783,080	0	366,476,981	84,437,654
Average Price/SF	\$290	\$432	N/A	\$212	\$178
Average Cap Rate (Yield)	6.1%	6.2%	N/A	6.5%	6.5%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

Worthing Retail Least	c otatiotics	by Submarket	•				
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,182,304	14,258	16,483	98.6%	98.6%	\$25.50
Central & West Central	82	5,085,468	(33,330)	18,512	95.8%	95.7%	\$21.15
North	81	5,342,023	(31,470)	6,823	96.9%	96.9%	\$17.77
Northeast & East	74	4,450,552	(26,491)	106,653	94.6%	94.1%	\$15.37
Northwest & Far Northwest	95	6,459,877	(10,725)	33,405	94.4%	94.3%	\$17.40
Round Rock & Cedar Park	146	12,686,370	274,463	83,203	96.1%	96.1%	\$19.94
South	102	7,616,956	5,964	25,962	98.5%	98.4%	\$23.58
Southeast	25	1,762,354	3,667	0	99.9%	99.9%	\$22.48
Southwest	66	6,142,970	(2,955)	45,981	98.3%	98.3%	\$25.26
AUSTIN	688	50,728,874	193,381	337,022	96.6%	96.5%	\$20.51



APRIL 2017



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Leah Gallagher, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Will Stewart, Vice President
Brandon Lester, Vice President
Stayton Wright, Vice President
Josh Delk, Vice President
Tracy Fike, Associate
Robert Gaston, Executive Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Tenant Advisory & Agency Leasing	(512) 314.5215
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com tracy.fike@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### **CONTACT**

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

Karen Judson, Vice President

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

FEBRUARY 2017



#### Recent Retail Leases

- Central :: Target @ Dobie 22,000 SF at The Shops at Dobie Center
- South :: Twin Liquors14,700 SF at Lamar Oaks Shopping Center

#### **Recent Retail Sales**

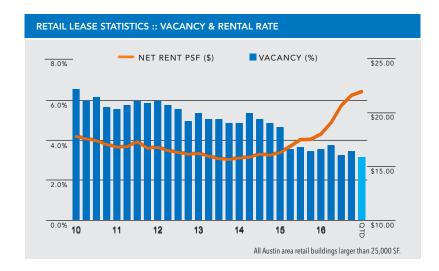
Far Northwest :: Springwoods Plaza
13201 Pond Springs Road
20,097 SF unanchored strip mall
Buyer: Springwoods Retail LLC

Seller: MIMCO Inc.

North :: Copenhagen Imports Inc. 2236 West Braker Lane 25,000 SF freestanding box store

25,000 SF freestanding box stor Buyer: Saber Realty Partners

Seller: Hendricks Commercial Properties



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q4 2016	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q4 2016
Volume (\$ Mil)	\$1,130.1	\$59.1	\$79.3	\$74,886.6	\$17,647.7
No. of Properties	57	12	5	6,691	1,699
Total SF	3,975,544	229,647	435,085	384,932,332	96,021,134
Average Price/SF	\$287	\$315	N/A	\$215	\$204
Average Cap Rate (Yield)	5.8%	6.3%	N/A	6.5%	6.6%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

Worlding Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	16	1,148,471	6,219	10,395	98.0%	98.0%	\$28.50
Central & West Central	84	5,213,606	(12,578)	0	96.2%	96.2%	\$22.32
North	79	5,200,590	3,707	0	97.3%	97.3%	\$15.58
Northeast & East	75	4,481,223	(11,684)	79,004	94.2%	93.8%	\$19.83
Northwest & Far Northwest	97	6,512,902	(5,559)	7,880	94.4%	94.2%	\$23.03
Round Rock & Cedar Park	144	12,341,916	91,576	12,887	97.4%	97.4%	\$20.56
South	101	7,573,676	21,480	16,432	98.7%	98.6%	\$23.86
Southeast	24	1,533,650	2,967	0	99.8%	99.8%	\$21.49
Southwest	66	6,142,970	(7,374)	17,822	98.2%	98.2%	\$26.89
AUSTIN	686	50,149,004	88,754	144,420	97.0%	96.9%	\$21.97



FEBRUARY 2017



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Tracy Fike, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Tenant Advisory & Agency Leasing	(512) 314.5215
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560
-	

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com tracy.fike@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

JANUARY 2017



#### Recent Retail Leases

- Northwest :: Ferguson Showroom13,000 SF at Arboretum Crossing
- Round Rock :: Gander Mountain 48,814 SF at Round Rock Crossing

#### **Recent Retail Sales**

Round Rock :: Shops at Greenlawn
 3200 Greenlawn Boulevard
 22,707 SF unanchored strip mall
 Buyer: SDR Hospitality

Seller: Hunington Properties

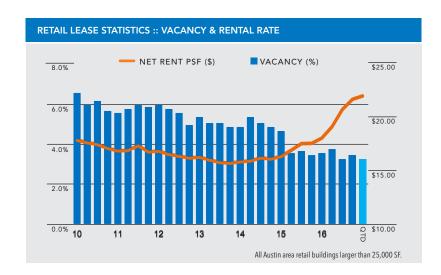
■ Far Northwest :: Shops at Volente

11416 North Hwy 620

30,868 SF unanchored strip center

Buyer: LNR Partners

Seller: Hunington Properties



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q4 2016	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q4 2016
Volume (\$ Mil)	\$1,137.5	\$59.1	\$50.0	\$74,247.3	\$16,811.5
No. of Properties	58	12	1	6,571	1,595
Total SF	3,994,254	229,647	333,874	381,088,167	91,683,799
Average Price/SF	\$287	\$315	N/A	\$215	\$199
Average Cap Rate (Yield)	5.8%	6.3%	N/A	6.5%	6.7%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

Worthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	16	1,148,471	0	10,395	97.6%	97.4%	\$28.15
Central & West Central	84	5,213,606	2,332	0	96.5%	96.5%	\$22.44
North	79	5,200,590	(87)	0	97.2%	97.2%	\$15.60
Northeast & East	75	4,481,223	(4,310)	79,008	94.4%	93.9%	\$19.83
Northwest & Far Northwest	97	6,512,902	(18,343)	6,480	94.2%	94.0%	\$23.55
Round Rock & Cedar Park	144	12,341,916	94,570	1,650	97.5%	97.4%	\$21.42
South	101	7,573,676	(4,793)	16,432	98.4%	98.3%	\$22.86
Southeast	24	1,533,650	0	0	99.6%	99.6%	\$21.33
Southwest	66	6,142,970	(10,625)	17,822	98.2%	98.2%	\$25.61
AUSTIN	686	50,149,004	58,744	131,787	96.9%	96.8%	\$21.94



JANUARY 2017



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Based in Houston, Transwestern has 34 U.S. offices and assists clients through more than 180 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Tracy Fike, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Tenant Advisory & Agency Leasing	(512) 314.5215
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560
-	

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com tracy.fike@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### METHODOLOGY

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

DECEMBER 2016

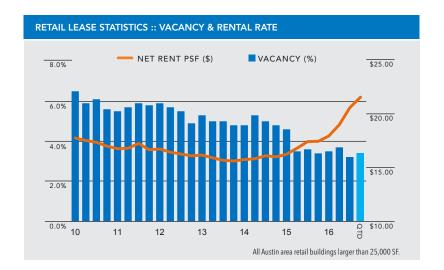


#### Recent Retail Leases

- South :: Planet Fitness 17,370 SF at Cannon West Shopping Center
- Far Northwest :: North Austin Bingo 10,657 SF at Galleria Oaks Building 1

#### **Recent Retail Sales**

- Southwest :: West Side Village 1214 West 6th Street 50,132 SF unanchored strip mall Buyer: Schlosser Development Seller: Cheng Investments
- South:: Oak Hill Shopping Center 6705 US Highway 290 43,535 SF unanchored strip center Buyer: Victor Gruber Living Trust Seller: Jack H. Lieberman



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2016	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q3 2016
Volume (\$ Mil)	\$1,144.1	\$133.6	\$15.8	\$81,140.7	\$19,170.6
No. of Properties	55	16	3	6,905	1,604
Total SF	4,088,885	569,048	72,535	410,471,891	95,680,216
Average Price/SF	\$281	\$286	N/A	\$217	\$247
Average Cap Rate (Yield)	5.7%	5.8%	N/A	6.5%	6.4%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

Worlding Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	16	1,148,471	2,256	7,026	97.6%	97.4%	\$27.93
Central & West Central	84	5,213,606	89,043	128,627	97.2%	97.2%	\$22.28
North	79	5,200,590	242,143	26,130	97.1%	97.1%	\$16.09
Northeast & East	75	4,481,223	(168,148)	78,927	94.5%	94.0%	\$19.88
Northwest & Far Northwest	97	6,512,902	101,286	114,326	94.4%	94.3%	\$23.27
Round Rock & Cedar Park	144	12,341,916	116,655	175,536	96.8%	96.8%	\$21.84
South	101	7,573,676	(22,718)	137,859	98.4%	98.3%	\$22.85
Southeast	24	1,533,650	24,025	35,319	99.6%	99.6%	\$21.33
Southwest	66	6,142,907	(23,625)	22,829	98.3%	98.3%	\$22.00
AUSTIN	686	50,148,941	360,917	726,579	96.9%	96.8%	\$21.60



DECEMBER 2016



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Tracy Fike, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Tenant Advisory & Agency Leasing	(512) 314.5215
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com tracy.fike@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### **CONTACT**

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

OCTOBER 2016



#### Recent Retail Leases

- North :: Austin Film Society
  18,000 SF at The Linc (Marchesa Hall)
- South :: Planet Fitness17,370 SF at Cannon West Shopping Center

#### **Recent Retail Sales**

Southwest :: Oaks at Lakeway

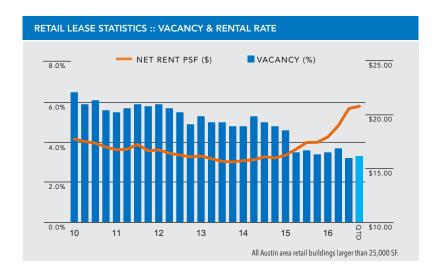
1900 RR 620 South

236,739 SF Grocery anchored outdoor mall

Buyer: TA Realty Seller: Stratus Properties

South :: LA Fitness Austin
 1824 West Slaughter Lane
 36,997 SF Health club property
 Buyer: Primestor Development

Seller: Embree Group



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2016	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q3 2016
Volume (\$ Mil)	\$1,128.4	\$118.0	\$117.8	\$80,280.2	\$18,309.8
No. of Properties	54	15	2	6,779	1,509
Total SF	4,033,777	513,940	255,699	404,691,842	90,707,446
Average Price/SF	\$280	\$256	N/A	\$217	\$250
Average Cap Rate (Yield)	5.7%	5.8%	N/A	6.5%	6.4%

SOURCE: Real Capital Analytics

### Monthly Retail Lease Statistics By Submarket

Worthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,190,439	956	5,304	97.6%	97.4%	\$26.50
Central & West Central	83	5,183,606	26,905	123,191	96.0%	96.0%	\$22.37
North	78	5,152,447	236,301	18,644	97.0%	97.0%	\$15.97
Northeast & East	74	4,450,552	(145,492)	69,683	95.0%	94.5%	\$14.58
Northwest & Far Northwest	98	6,734,034	55,369	66,126	94.0%	93.8%	\$20.61
Round Rock & Cedar Park	142	12,139,734	33,590	140,539	96.8%	96.8%	\$21.82
South	101	7,573,676	(38,847)	130,451	98.1%	98.1%	\$23.84
Southeast	24	1,533,650	24,225	35,319	99.6%	99.6%	\$21.35
Southwest	66	6,142,970	(21,544)	15,129	98.4%	98.4%	\$21.87
AUSTIN	683	50,101,108	171,463	604,386	96.7%	96.6%	\$20.88



OCTOBER 2016



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Tracy Fike, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Tenant Advisory & Agency Leasing	(512) 314.5215
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com tracy.fike@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

AUGUST 2016

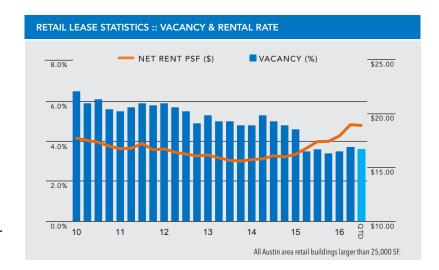


#### Recent Retail Leases

- Central :: Yeti Coolers Retail 24,728 SF at 220 South Congress
- Far Northwest :: Blue Lion Salon 18,868 SF at Lakeline Plaza

### **Recent Retail Sales**

- Far Northwest :: Parkline Shopping Center 11301 Lakeline Boulevard 95,754 SF unanchored strip mall Buyer: H Mart Companies Inc. Seller: Ironwood Real Estate
- Cedar Park :: Big Lots 850 North Bell Boulevard 55,030 SF big box store Buyer: Agree Realty Corp. Seller: Albertsons LLC



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2016	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2016
Volume (\$ Mil)	\$1,249.5	\$786.9	\$14.4	\$81,059.8	\$17.968.7
No. of Properties	58	16	3	6,898	1,445
Total SF	4,608,750	2,740,915	43,236	411,663,343	80,790,866
Average Price/SF	\$292	\$254	N/A	\$209	\$228
Average Cap Rate (Yield)	6.1%	6.1%	N/A	6.5%	6.4%

SOURCE: Real Capital Analytics

## Monthly Retail Lease Statistics By Submarket

Worthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,190,439	3,464	5,304	97.8%	97.6%	\$25.50
Central & West Central	87	6,737,696	48,984	90,074	97.2%	97.2%	\$16.72
North	78	5,152,447	238,903	16,576	97.0%	97.0%	\$15.98
Northeast & East	74	4,450,552	(136,133)	59,441	95.2%	94.7%	\$15.04
Northwest & Far Northwest	98	6,735,786	(154,202)	33,019	90.8%	90.7%	\$19.97
Round Rock & Cedar Park	142	11,993,926	73,604	117,249	96.3%	96.3%	\$19.82
South	101	7,623,100	7,903	81,081	98.7%	98.7%	\$20.90
Southeast	24	1,533,650	24,225	26,650	99.6%	99.6%	\$22.96
Southwest	64	6,000,350	(17,283)	14,229	98.5%	98.4%	\$21.66
AUSTIN	685	51,417,946	89,465	443,623	96.4%	96.4%	\$19.23



AUGUST 2016



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Josh Delk, Vice President Tracy Fike, Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Development & Investment Sales	(512) 314.3557
Tenant Advisory & Agency Leasing	(512) 314.5215
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com josh.delk@transwestern.com tracy.fike@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### METHODOLOGY

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

**JULY 2016** 



#### Recent Retail Leases

- Far Northwest :: Dart 'Em Up
  12,523 SF at The Market at Lake Creek
- Southeast :: Buffet King10,000 SF at South Brook Shopping Center

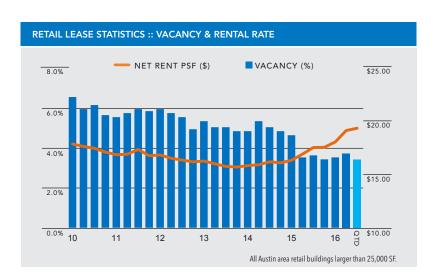
#### Recent Retail Sales

Cedar Park :: 1890 Ranch Shopping Center
 1400 East Whitestone Blvd
 486,896 SF shopping mall
 Buyer: Blackstone Group
 Seller: RioCan REIT

South :: Twin Oaks Shopping Center
100 East Oltorf Street
61,501 unanchored strip center

Buyer: HEB Foods Inc.

Seller: Twin Oaks Associates Ltd.



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2016	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2016
Volume (\$ Mil)	\$1,242.5	\$779.9	\$0	\$74,774.3	\$14,174.8
No. of Properties	55	13	0	6,317	1,010
Total SF	4,510,649	2,642,814	0	375,281,984	60,406,737
Average Price/SF	\$301	\$264	N/A	\$212	\$259
Average Cap Rate (Yield)	6.2%	6.4%	N/A	6.5%	6.1%

SOURCE: Real Capital Analytics

## Monthly Retail Lease Statistics By Submarket

Worthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,190,439	12,602	5,304	98.4%	98.4%	\$23.50
Central & West Central	87	6,737,696	35,773	83,275	97.1%	97.0%	\$17.21
North	78	5,152,447	239,891	16,576	97.0%	97.0%	\$16.01
Northeast & East	74	4,450,552	34,644	57,160	99.0%	98.5%	\$15.28
Northwest & Far Northwest	97	6,720,069	(164,664)	30,965	91.0%	90.9%	\$19.85
Round Rock & Cedar Park	142	12,000,710	78,153	98,292	96.4%	96.3%	\$19.67
South	101	7,584,031	(8,694)	44,038	98.5%	98.5%	\$21.26
Southeast	24	1,533,650	(2,425)	26,650	97.9%	97.9%	\$22.96
Southwest	64	6,000,350	(9,675)	10,942	98.6%	98.6%	\$21.68
AUSTIN	684	51,369,944	215,605	373,202	96.7%	96.6%	\$19.28



**JULY 2016** 



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Stayton Wright, Vice President Tracy Fike, Associate Josh Delk, Associate Vice President Robert Gaston. Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory	(512) 314.5205
Tenant Advisory & Agency Leasing	(512) 314.5215
Development & Investment Sales	(512) 314.3557
Southwest   Regional Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com stayton.wright@transwestern.com tracy.fike@transwestern.com josh.delk@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

**JUNE 2016** 



#### Recent Retail Leases

- Central :: 99 Ranch 37,239 SF at Crestview Market Bldg A
- South :: Southern Career Institute
  16,830 SF at Southwood Shopping Center

#### **Recent Retail Sales**

South :: Brodie Oaks Shopping Center 4032 South Lamar 322,590 SF Anchored strip center

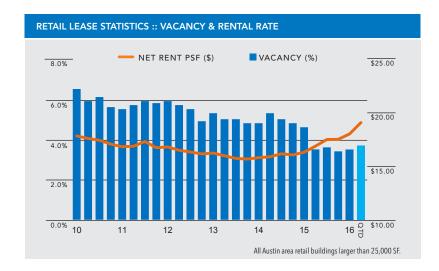
322,590 SF Anchored strip center Buyer: Lionstone Investments

Seller: L&B Realty Advisors JV Barshop Oles

South :: Southpark Meadows I & II

9300-9600 South IH-35 739,290 SF Power center

Buyer: Blackstone Seller: RioCan REIT



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q1 2016	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q1 2016
Volume (\$ Mil)	\$572.7	\$160.7	\$711.5	\$81,656.1	\$18,521.5
No. of Properties	55	14	8	7,264	1,727
Total SF	2,354,539	454,644	2,439,423	428,410,753	106,970,391
Average Price/SF	\$338	\$387	N/A	\$206	\$190
Average Cap Rate (Yield)	6.2%	5.0%	N/A	6.6%	6.6%

SOURCE: Real Capital Analytics

## Monthly Retail Lease Statistics By Submarket

Worthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,190,439	11,651	5,304	98.3%	98.3%	\$28.36
Central & West Central	87	6,737,696	35,479	66,663	97.1%	97.0%	\$17.12
North	78	5,152,447	240,238	13,296	97.0%	97.0%	\$15.92
Northeast & East	74	4,450,562	1,530	47,668	98.3%	97.8%	\$15.47
Northwest & Far Northwest	96	6,692,866	(156,161)	23,525	91.1%	91.0%	\$19.15
Round Rock & Cedar Park	141	11,965,710	(73,218)	64,393	95.4%	95.4%	\$18.47
South	101	7,584,031	21,692	30,604	98.5%	98.5%	\$20.95
Southeast	24	1,533,650	(2,425)	26,650	97.9%	97.9%	\$22.96
Southwest	65	6,036,850	(22,111)	10,942	98.7%	98.4%	\$22.43
AUSTIN	683	51,344,251	56,675	289,045	96.5%	96.3%	\$19.06



**JUNE 2016** 



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Tracy Fike, Associate Josh Delk, Associate Vice President Tim Ryan, Development Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory & Agency Leasing	(512) 314.5215
Development & Investment Sales	(512) 314.3557
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com tracy.fike@transwestern.com josh.delk@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### **CONTACT**

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

**MARCH 2016** 



#### Recent Retail Leases

- South :: Best Buy (renew)45,388 SF at South Towne Shopping Ctr
- Far Northeast :: Primrose School 11,000 SF at 17721 Colorado Sands

#### **Recent Retail Sales**

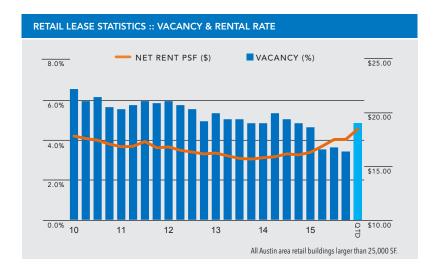
Southwest:: West Woods Shopping Ctr 3201 Bee Cave Road 189,340 SF anchored strip center

Buyer: First Washington Realty JV CalPERS

Seller: Velocis Fund

Northwest :: Dave & Busters
9333 Research Boulevard
39,665 SF stand-alone retail building
Buyer: Agree Realty Corp.

Seller: Cencor Realty JV Kimco



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q4 2015	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q4 2015
Volume (\$ Mil)	\$585.4	\$61.8	\$618.6	\$89,007.4	\$23,578.3
No. of Properties	57	9	12	7,257	1,880
Total SF	2,955,348	324,278	1,875,353	430,141,082	116,796,367
Average Price/SF	\$241	\$204	\$349	\$219	\$213
Average Cap Rate (Yield)	6.3%	6.8%	N/A	6.5%	6.4%

SOURCE: Real Capital Analytics

## Monthly Retail Lease Statistics By Submarket

Worthly Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,190,439	13,371	5,304	98.5%	98.5%	\$28.36
Central & West Central	88	6,772,018	21,639	8,930	96.9%	96.8%	\$16.58
North	79	5,303,468	217,257	4,092	96.6%	96.6%	\$16.32
Northeast & East	74	4,450,552	855	6,919	98.3%	97.8%	\$14.20
Northwest & Far Northwest	96	6,650,098	(137,923)	0	91.4%	91.3%	\$17.54
Round Rock & Cedar Park	145	11,945,054	(5,758)	18,404	95.7%	95.7%	\$20.09
South	102	7,663,840	(24,143)	27,674	98.3%	97.9%	\$22.44
Southeast	25	1,733,780	7,000	0	99.8%	99.8%	\$17.73
Southwest	64	5,919,183	(8,080)	2,610	98.7%	98.7%	\$20.44
AUSTIN	690	51,628,432	84,218	73,933	96.5%	96.4%	\$18.91



MARCH 2016



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Leah Gallagher, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Will Stewart, Vice President
Brandon Lester, Vice President
Tracy Fike, Associate
Josh Delk, Associate Vice President
Tim Ryan, Development Associate
Robert Gaston, Executive Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory & Agency Leasing	(512) 314.5215
Development & Investment Sales	(512) 314.3557
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com tracy.fike@transwestern.com josh.delk@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### **CONTACT**

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

Karen Judson, Vice President

#### METHODOLOGY

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

FEBRUARY 2016



#### Recent Retail Leases

Central :: Todai 25,247 SF at Teakwood Plaza

Cedar Park :: Whitestone Brewery 5,819 SF at The Railyard

#### Recent Retail Sales

South :: Southpark Meadows I & II

9300 / 9600 South IH 35

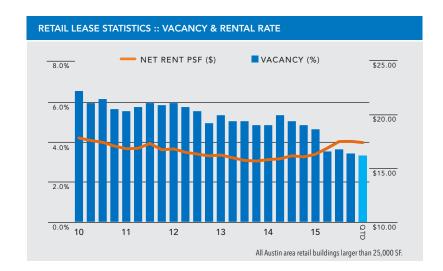
906,694 SF multi-phased power center

Buyer: Blackstone Seller: RioCan REIT

■ Cedar Park :: 1890 Ranch Shopping Center

1400 East Whitestone Blvd 486,896 SF outdoor mall

Buyer: Blackstone Seller: RioCan REIT



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q4 2015	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q4 2015
Volume (\$ Mil)	\$586.0	\$61.8	\$608.2	\$88,137.5	\$22,809.7
No. of Properties	57	9	9	7,202	1,841
Total SF	2,955,348	324,278	1,828,937	428,049,359	114,912,733
Average Price/SF	\$241	\$204	\$348	\$218	\$210
Average Cap Rate (Yield)	6.3%	6.8%	N/A	6.5%	6.4%

SOURCE: Real Capital Analytics

## Monthly Retail Lease Statistics By Submarket

Worlding Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,190,439	1,878	5,304	97.5%	97.5%	\$28.86
Central & West Central	87	6,737,696	23,593	2,469	96.9%	96.9%	\$16.42
North	79	5,303,468	164,707	1,983	96.4%	96.4%	\$16.33
Northeast & East	75	4,537,672	486	6,919	98.2%	97.7%	\$14.33
Northwest & Far Northwest	95	6,614,252	56,575	0	94.4%	94.2%	\$18.20
Round Rock & Cedar Park	144	11,896,133	(10,243)	6,874	95.4%	95.4%	\$20.04
South	101	7,729,607	(34,765)	5,281	98.2%	97.8%	\$21.21
Southeast	24	1,533,650	0	0	99.8%	99.8%	\$17.59
Southwest	65	5,948,247	(3,347)	0	98.7%	98.7%	\$19.58
AUSTIN	687	51,491,164	198,884	28,830	96.8%	96.7%	\$18.70



FEBRUARY 2016



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Vice President Tracy Fike, Associate Josh Delk, Associate Vice President Tim Ryan, Development Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Tenant Advisory & Agency Leasing	(512) 314.5215
Development & Investment Sales	(512) 314.3557
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com tracy.fike@transwestern.com josh.delk@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### **CONTACT**

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### METHODOLOGY

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Unless otherwise stated, the statistics in this report are monthly, meaning they reflect a 'snapshot in time' and are not cumulative. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

DECEMBER 2015



#### Recent Retail Leases

- Southwest :: Gatsby6,129 SF at Hill Country Galleria
- North :: Home Slice Pizza 6,864 SF at 510 East 53rd Street

#### **Recent Retail Sales**

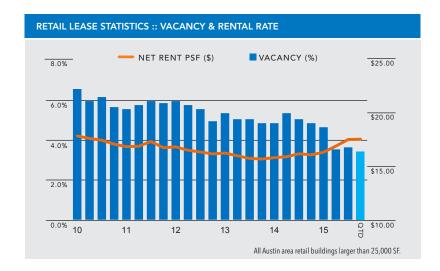
North:: Centennial Shopping Center
7301 Burnet Road
80,723 SF unanchored strip center
Buyer: Feel The Love Fund LLC
Seller: Pennybacker Capital

Far Northeast (Pflugerville) :: Grand Avenue Parkway Shopping Center

1615-1625 Grand Avenue Parkway 19,517 SF unanchored strip center

Buyer: JPH Associates

Seller: Grand Avenue Retail Partners



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2015	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q3 2015
Volume (\$ Mil)	\$784.4	\$233.3	\$22.0	\$90,403.8	\$19,602.0
No. of Properties	68	18	2	7,287	1,756
Total SF	3,843,296	1,083,313	100,240	439,001,478	101,270,681
Average Price/SF	\$229	\$323	N/A	\$214	\$208
Average Cap Rate (Yield)	6.4%	6.9%	N/A	6.6%	6.6%

SOURCE: Real Capital Analytics

## Retail Lease Statistics By Submarket

Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,190,439	63,325	12,251	97.5%	97.3%	\$25.56
Central & West Central	88	6,764,324	74,278	105,495	96.5%	96.5%	\$16.50
North	74	5,068,815	95,757	75,302	96.8%	96.8%	\$16.46
Northeast & East	75	4,475,552	72,284	50,500	97.7%	97.2%	\$16.49
Northwest & Far Northwest	95	6,614,252	162,936	221,746	93.6%	93.4%	\$18.58
Round Rock & Cedar Park	144	11,896,133	344,185	199,169	95.4%	95.4%	\$20.38
South	101	7,729.607	140,446	67.425	98.6%	98.2%	\$21.12
Southeast	24	1,533,650	3,700	2,300	99.8%	99.8%	\$17.59
Southwest	66	5,978,787	175,842	82,901	98.8%	98.8%	\$19.66
AUSTIN	684	51,251,559	1,131,753	817,089	96.7%	96.6%	\$18.97



DECEMBER 2015



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Associate Vice President Josh Delk, Associate Vice President Will Stewart, Vice President George Jalil, Financial Analyst Tim Ryan, Development Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.3574
Investment Sales	(512) 314.5206
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com josh.delk@transwestern.com will.stewart@transwestern.com george.jalil@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### **CONTACT**

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

OCTOBER 2015



#### Recent Retail Leases

- Southwest :: The Chair King 30,000 SF at Lohman's Crossing Shopping Ctr
- South :: Altitude Trampoline (sublease)
  39,805 SF at 6800 Westgate (frmr Albertsons)

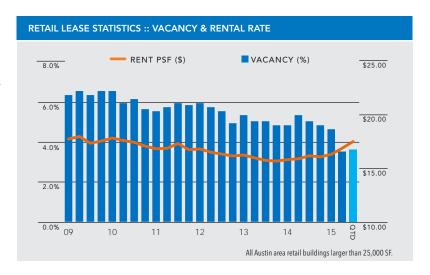
#### **Recent Retail Sales**

Northwest :: Northwend Shopping Center 9515 North Lamar 63,753 SF Unanchored Strip Center

63,/53 SF Unanchored Strip Center Buyer: TCC Northwend LLC Seller: Lamar Northwend Ltd.

Far Northwest :: Counrtyside Place 1410 Wells Branch Parkway 47,268 SF former grocery store Buyer: O'Reilly Auto Parts Inc.

Seller: HEB Foods Inc.



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2015	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q3 2015
Volume (\$ Mil)	\$708.6	\$170.5	\$0	\$86,225.9	\$15,664.9
No. of Properties	66	14	0	6,820	1,344
Total SF	3,953,491	869,809	0	413,741,994	76,539,689
Average Price/SF	\$215	\$308	\$0	\$217	\$220
Average Cap Rate (Yield)	6.3%	N/A	N/A	6.6%	6.3%

SOURCE: Real Capital Analytics

### Retail Lease Statistics By Submarket

Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,190,439	64,203	9,743	97.5%	97.5%	\$25.56
Central & West Central	87	6,735,627	35,905	93,321	96.0%	95.9%	\$17.30
North	74	5,068,815	96,352	48,402	96.8%	96.8%	\$15.15
Northeast & East	74	4,450,552	51,760	44,443	97.8%	97.3%	\$14.81
Northwest & Far Northwest	96	6,813,128	111,654	210,871	93.3%	93.1%	\$16.63
Round Rock & Cedar Park	144	11,896,133	356,781	180,507	95.5%	95.5%	\$19.79
South	101	7,729,607	143,560	31,616	98.6%	98.2%	\$21.78
Southeast	24	1,533,650	1,400	0	99.7%	99.7%	\$13.32
Southwest	65	5,883,787	29,169	76,109	98.6%	98.4%	\$18.32
AUSTIN	682	51,301,738	890,784	695,012	96.6%	96.4%	\$18.05



OCTOBER 2015



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Associate Vice President Josh Delk, Associate Vice President Will Stewart, Vice President George Jalil, Financial Analyst Tim Ryan, Development Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.3574
Investment Sales	(512) 314.5206
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com josh.delk@transwestern.com will.stewart@transwestern.com george.jalil@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### **CONTACT**

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

SEPTEMBER 2015



#### Recent Retail Leases

- Far Northwest :: Sherwin Williams 17,174 SF at The Shops at Boulder Lane
- Far Northwest :: Austin Gymnastics Club 10,000 SF at the Market at Lake Creek

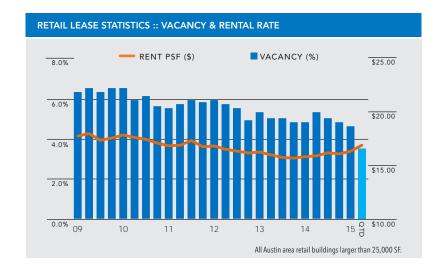
#### Recent Retail Sales

Northwest :: Quinlan Crossing
 5145 Ranch Road 620
 109,883 SF Grocery-anchored Strip Center
 Buyer: Whitestone REIT

Seller: Terramar Retail Center

Far Northwest :: Sonesta West 13096 Research Boulevard 46,205 SF Unanchored Strip Center

Buyer: ASC Management Seller: 183 Holdings LLC



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2015	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2015
Volume (\$ Mil)	\$794.1	\$110.8	\$125.5	\$90,395.0	\$19,085.0
No. of Properties	70	13	10	7,340	1,719
Total SF	4,840,430	486,704	465,081	439,034,148	94,604,599
Average Price/SF	\$202	\$362	\$308	\$214	\$213
Average Cap Rate (Yield)	6.4%	6.2%	N/A	6.6%	6.6%

SOURCE: Real Capital Analytics

## Retail Lease Statistics By Submarket

Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	17	1,190,439	55,031	9,743	97.5%	97.4%	\$25.56
Central & West Central	87	6,735,627	42,471	61,826	96.1%	96.0%	\$17.46
North	74	5,068,815	91,510	48,402	96.7%	96.7%	\$15.51
Northeast & East	74	4,450,562	53,082	38,524	97.8%	97.3%	\$14.65
Northwest & Far Northwest	96	6,813,128	106,000	202,661	93.2%	93.0%	\$16.69
Round Rock & Cedar Park	143	11,764,402	266,511	165,360	95.3%	95.3%	\$19.71
South	100	7,,704,291	124,760	31,616	98.4%	98.0%	\$21.67
Southeast	24	1,533,650	1,400	0	99.7%	99.7%	\$13.32
Southwest	66	5,937,211	20,226	60,726	98.4%	98.2%	\$18.50
AUSTIN	681	51,198,125	760,991	618,858	96.5%	96.3%	\$17.82



SEPTEMBER 2015



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Associate Vice President Josh Delk, Associate Vice President Will Stewart, Vice President George Jalil, Financial Analyst Tim Ryan, Development Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.3574
Investment Sales	(512) 314.5206
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com josh.delk@transwestern.com will.stewart@transwestern.com george.jalil@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

AUGUST 2015



#### Recent Retail Leases

- Northwest :: Saks off 5th 49,887 SF at Gateway Square
- Southwest :: The Cheesecake Factory 10,050 SF at Barton Creek Square Mall

#### Recent Retail Sales

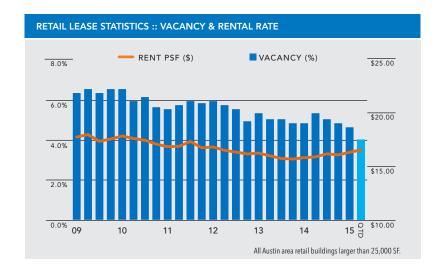
South :: Stassney Heights
1004 East Stassney Lane
102,916 SF Grocery-anchored Strip Center

Buyer: RioCan REIT Seller: Thackeray Partners

South :: Parkside Village North & South 5700-5701 West Slaughter Lane

27,045 SF & 90,101 SF Unanchored Strip Ctr

Buyer: Whitestone REIT Seller: Stratus Properties



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2015	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2015
Volume (\$ Mil)	\$794.1	\$110.8	\$104.3	\$90,432.6	\$19,156.0
No. of Properties	70	13	6	7,283	1,675
Total SF	4,840,430	486,704	302,853	437,394,332	93,157,826
Average Price/SF	\$202	\$362	\$291	\$216	\$219
Average Cap Rate (Yield)	6.4%	6.2%	N/A	6.6%	6.6%

SOURCE: Real Capital Analytics

## Retail Lease Statistics By Submarket

Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	16	989,985	55,013	8,053	97.0%	96.8%	\$25.56
Central & West Central	87	6,735,627	37,087	58,322	96.0%	96.0%	\$17.45
North	74	5,068,815	61,458	43,560	96.1%	96.1%	\$14.79
Northeast & East	74	4,450,552	61,108	35,719	98.0%	97.5%	\$14.51
Northwest & Far Northwest	96	6,812,399	42,392	117,032	92.3%	92.1%	\$16.57
Round Rock & Cedar Park	142	11,722,806	255,524	164,365	95.2%	95.2%	\$19.21
South	101	7,738,131	129,594	31.616	98.4%	98.1%	\$21.48
Southeast	24	1,533,650	1,400	0	99.7%	99.7%	\$13.32
Southwest	66	5,937,211	39,905	22,472	98.6%	98.6%	\$18.27
AUSTIN	680	50,989,086	683,481	481,139	96.3%	96.2%	\$17.56



AUGUST 2015



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Tv Puckett, Executive Vice President Hale Umstattd, Executive Managing Director Leah Gallagher, Managing Director Jeff Rogers, Managing Director Chris Stutzman, Managing Director Mike Brown, Senior Vice President Britt Reed, Senior Vice President Greg Johnson, Vice President Luke Wheeler, Vice President Will Stewart, Vice President Brandon Lester, Associate Vice President Josh Delk, Associate Vice President Will Stewart, Vice President George Jalil, Financial Analyst Tim Ryan, Development Associate Robert Gaston, Executive Vice President Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.3574
Investment Sales	(512) 314.5206
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@tranwestern.com britt.reed@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com josh.delk@transwestern.com will.stewart@transwestern.com george.jalil@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

MAY 2015



#### Recent Retail Leases

- Far Northwest :: Goodwill Industries 30,000 SF at The Market at Lake Creek
- North :: Mega Furniture
  28,400 SF at Parmer Crossing

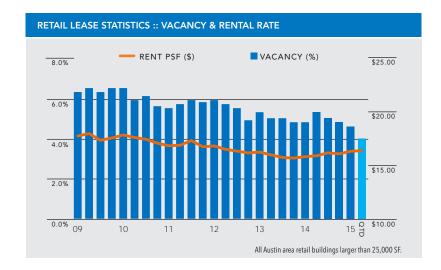
#### **Recent Retail Sales**

Pflugerville (NE) :: Pflugerville West Shopping Center

66,913 SF Anchored strip center Buyer: Pflugerville West Partners LTD

Seller: Kemp Properties

Southwest :: Sears (Barton Creek Mall)
142,367 SF End-cap store that is part of
Barton Creek Mall (sale/leaseback)
Buyer: Simon Property Group
Seller: Sears Holding Corporation



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q1 2015	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q1 2015
Volume (\$ Mil)	\$783.1	\$169.5	\$22.9	\$85,480.7	\$24,818.7
No. of Properties	62	15	3	7,033	1,705
Total SF	4,311,015	788,465	172,157	425,957,830	108,090,960
Average Price/SF	\$228	\$228	N/A	\$208	\$228
Average Cap Rate (Yield)	6.5%	6.0%	N/A	6.7%	6.5%

SOURCE: Real Capital Analytics

## Retail Lease Statistics By Submarket

Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	16	989,895	56,315	0	96.8%	96.7%	\$25.68
Central & West Central	88	6,832,213	20,678	13,665	95.8%	95.7%	\$17.55
North	74	5,100,260	34,960	36,600	95.6%	95.6%	\$14.08
Northeast & East	73	4,484,686	31,229	4,079	98.2%	97.7%	\$14.87
Northwest & Far Northwest	96	6,812,399	3,014	62,649	91.5%	91.4%	\$15.67
Round Rock & Cedar Park	142	11,698,111	222,370	26.002	95.3%	95.3%	\$16.11
South	100	7,699,756	(11,483)	5,900	98.4%	98.1%	\$18.78
Southeast	23	1,470,398	0	0	99.6%	99.6%	\$10.74
Southwest	64	5,750,670	14,970	13,914	98.2%	98.2%	\$19.78
AUSTIN	676	50,838,388	372,053	162,809	96.1%	96.0%	\$16.35



MAY 2015



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Leah Gallagher, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Will Stewart, Vice President
Will Stewart, Vice President
Josh Delk, Associate Vice President
Tim Ryan, Development Associate
Robert Gaston, Executive Vice President
Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3574
Agency Leasing & Tenant Advisory	(512) 314.3576
Development & Investment Sales	(512) 314.3557
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com will.stewart@transwestern.com brandon.lester@transwestern.com josh.delk@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

FEBRUARY 2015



#### Recent Retail Leases

- Round Rock :: Verde's Parilla & Tequila 11,000 SF at Hester's Crossing Shopping Ctr
- Northwest :: Teacher Heaven11,125 SF at Barrington Oaks Shopping Ctr

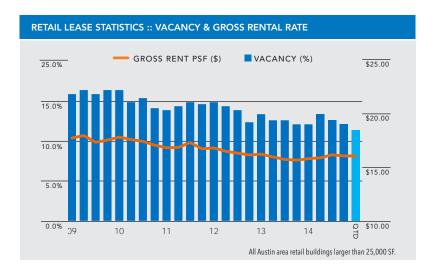
#### **Recent Retail Sales**

Northwest :: Quinlan Crossing 109,883 SF strip center Buyer: Terramar Retail Centers

Seller: Safeway

Round Rock :: Hester's Crossing
76,091 SF strip center
Buyer: Charter Stone Capital

Seller: Plains Capital Bank



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q4 2014	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q4 2014
Volume (\$ Mil)	\$679.5	\$261.6	\$2.5	\$82,374.0	\$24,133.5
No. of Properties	61	21	1	7,781	1,841
Total SF	4,017,524	1,509,973	8,066	436,475,313	131,135,077
Average Price/SF	\$245	\$163	N/A	\$200	\$193
Average Cap Rate (Yield)	6.4%	6.5%	N/A	6.8%	6.7%

SOURCE: Real Capital Analytics

## Retail Lease Statistics By Submarket

Retail Lease Statistics by Submarket							
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	14	773,895	0	0	98.1%	98.1%	\$32.00
Central & West Central	86	6,758,626	11,149	17,956	95.8%	95.8%	\$17.51
North	73	5,074,413	1,488	0	95.0%	95.0%	\$14.14
Northeast & East	73	4,495,271	(9,908)	14,323	97.1%	96.7%	\$14.73
Northwest & Far NW	96	6,812,399	(16,002)	4,100	91.4%	91.2%	\$16.05
Round Rock & Cedar Park	139	11,589,059	57,225	11,319	94.4%	94.3%	\$16.15
South	102	7,822,899	1,775	4,151	97.9%	97.5%	\$22.19
Southeast	23	1,470,398	0	0	99.6%	99.6%	\$9.96
Southwest	65	5,779,049	0	2,200	97.8%	97.8%	\$18.44
AUSTIN	671	50,576,009	45,727	54,049	95.6%	95.5%	\$16.30



FEBRUARY 2015



Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Leah Gallagher, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Brandon Lester, Associate Vice President
Josh Delk, Associate Vice President
Will Stewart, Associate Vice President
Tim Ryan, Development Associate
Robert Gaston, Executive Vice President
Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3576
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.3574
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@transwestern.com greg.johnson@transwestern.com luke.wheeler@transwestern.com brandon.lester@transwestern.com josh.delk@transwestern.com will.stewart@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

**NOVEMBER 2014** 



#### Recent Retail Leases

Pflugerville :: Raising Cane's 43,560 SF at The Shops at 685

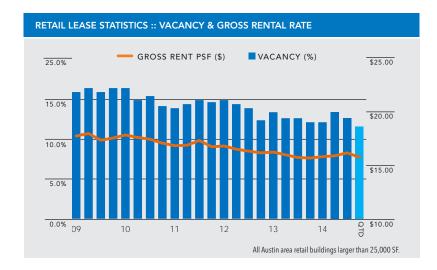
Southwest :: Bright Horizons 15,000 SF at 14058 Bee Cave Road

#### Recent Retail Sales

Southwest :: Sunset Valley Homestead 147,841 SF strip/power center Buyer: Blackstone DDR JV

Seller: ARCP

Southwest :: Former Garden Ridge 122,409 SF freestanding big box Buyer: Anchor Equities Ltd. Seller: Austin-HF Ltd.



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2014	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q3 2014
Volume (\$ Mil)	\$598.1	\$194.5	\$68.6	\$75,831.2	\$19,011.5
No. of Properties	57	17	4	7,409	1,610
Total SF	4,221,826	1,559,396	385,314	412,891,503	96,694,703
Average Price/SF	\$221	\$138	N/A	\$199	\$212
Average Cap Rate (Yield)	6.7%	N/A	N/A	6.9%	6.8%

SOURCE: Real Capital Analytics

### Retail Lease Statistics By Submarket

Retail Lease Statist	ics by Subili	aiket					
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT
CBD	14	773,985	54,701	43,220	97.5%	97.5%	\$32.61
Central & West Central	85	6,558,626	61,255	133,745	95.5%	95.5%	\$17.17
North	72	5,027,679	(75,497)	28,887	94.8%	94.8%	\$13.96
Northeast & East	72	4,469,354	111,935	65,053	97.3%	97.3%	\$14.66
Northwest & Far NW	95	6,779,509	121,538	69,212	91.9%	91.7%	\$15.30
Round Rock & Cedar Park	138	11,598,991	19,523	224,188	93.8%	93.8%	\$16.22
South	100	7,730,858	59,467	152,492	97.8%	97.4%	\$22.13
Southeast	25	1,581,631	28,491	6,316	99.7%	99.7%	\$11.52
Southwest	64	5,748,509	80,820	45,143	97.8%	97.8%	\$19.77
AUSTIN	665	50,269,052	462,233	768,256	95.5%	95.4%	\$16.02



**NOVEMBER 2014** 



#### **About Transwestern**

Transwestern is a privately held, SSAE 16 compliant commercial real estate firm specializing in agency leasing, property and facilities management, tenant advisory, capital markets, research and sustainability. The fully integrated global enterprise leverages competencies in office, industrial, retail, multifamily and healthcare properties to add value for investors, owners and occupiers of real estate. As a member of the Transwestern family of companies, the firm capitalizes on market insights and operational expertise of independent affiliates specializing in development, real estate investment management and research. Transwestern has 34 U.S. offices and assists clients through more than 181 offices in 40 countries as part of a strategic alliance with Paris-based BNP Paribas Real Estate. For more information, please visit transwestern.com/austin and follow us on Twitter: @TranswesternATX.



#### **Austin Team Members**

Ty Puckett, Executive Vice President
Hale Umstattd, Executive Managing Director
Leah Gallagher, Managing Director
Jeff Rogers, Managing Director
Chris Stutzman, Managing Director
Mike Brown, Senior Vice President
Britt Reed, Senior Vice President
Greg Johnson, Vice President
Luke Wheeler, Vice President
Brandon Lester, Associate Vice President
Will Stewart, Associate Vice President
Tim Ryan, Development Associate
Robert Gaston, Executive Vice President
Karen Judson, Vice President

Development & Investment Sales	(512) 314.3572
Investment Sales & Corp. Services	(512) 314.3551
Investment Sales	(512) 314.3571
Investment Sales - Multifamily	(512) 314.5207
Investment Sales - Multifamily	(512) 314.5203
Agency Leasing & Business Development	(512) 314.3552
Tenant Advisory	(512) 314.3577
Agency Leasing	(512) 314.3570
Agency Leasing & Tenant Advisory	(512) 314.3553
Agency Leasing & Tenant Advisory	(512) 314.3576
Development & Investment Sales	(512) 314.3557
Agency Leasing & Tenant Advisory	(512) 314.3574
Development & Investment Sales	(512) 314.3961
Southwest   City Leader	(512) 314.3554
Marketing & Research	(512) 314.3560

ty.puckett@transwestern.com hale.umstattd@transwestern.com leah.gallagher@transwestern.com jeff.rogers@transwestern.com chris.stutzman@transwestern.com mike.brown@transwestern.com jeft.reed@transwestern.com luke.wheeler@transwestern.com brandon.lester@transwestern.com josh.delk@transwestern.com will.stewart@transwestern.com tim.ryan@transwestern.com robert.gaston@transwestern.com karen.judson@transwestern.com

#### CONTACT

Karen Judson Vice President 512.328.5600 karen.judson@transwestern.com

#### **METHODOLOGY**

The information in this report is the result of a compilation of information on retail properties located in the Austin metropolitan area. This report includes single-tenant and multi-tenant properties 25,000 SF and larger. Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, including renewals, new leases, expansions and subleases.



901 S MoPac Expressway, Suite 4-250 Austin, Texas 78746

#### **REAL ESTATE OUTLOOK**

# AUSTIN RETAIL MARKET WATCH

OCTOBER 2014



#### Recent Retail Leases

CBD :: Map My Fitness 33,000 SF at Seaholm Retail Center

South :: LA Fitness
46,245 SF at Lamar Oaks

#### **Recent Retail Sales**

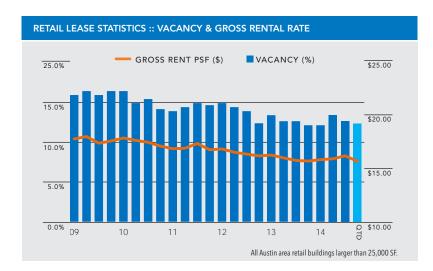
Round Rock :: Boardwalk Shopping Center

184,598 SF Power Center Buyer: Crow Holdings

Seller: Madison Capital Management

Northwest :: Metric Place 45,757 SF Strip Center Buyer: Kreft LLC

Seller: Metric Jaws V Ltd.



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2014	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q3 2014
Volume (\$ Mil)	\$456.6	\$61.3	\$61.8	\$71,016.5	\$14,692.6
No. of Properties	47	8	2	6,824	1,157
Total SF	2,985,987	338,377	323,699	382,690,527	73,015,993
Average Price/SF	\$250	N/A	N/A	\$200	\$123
Average Cap Rate (Yield)	6.6%	N/A	N/A	6.9%	6.8%

SOURCE: Real Capital Analytics

## Retail Lease Statistics By Submarket

Retail Lease Statistics by Submarket									
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT		
CBD	14	773,985	53,811	38,675	94.2%	94.2%	\$32.61		
Central & West Central	86	6,620,940	47,254	134,518	95.5%	95.4%	\$16.58		
North	71	4,997,454	(85,311)	24,479	94.9%	94.9%	\$14.11		
Northeast & East	72	4,469,783	97,683	59,333	96.4%	96.4%	\$14.44		
Northwest & Far NW	95	6,831,266	156,251	60,362	92.3%	91.8%	\$15.50		
Round Rock & Cedar Park	136	11,546,634	(2,396)	197,326	93.8%	93.8%	\$15.53		
South	100	7,774,195	(53,527)	92,087	97.2%	96.0%	\$19.58		
Southeast	25	1,581,631	28,491	6,316	99.8%	99.8%	\$15.83		
Southwest	64	5,748,509	68,499	42,740	97.0%	97.0%	\$19.92		
AUSTIN	663	50,304,307	310,755	655,836	95.3%	95.0%	\$15.75		



#### **REAL ESTATE OUTLOOK**

# AUSTIN RETAIL MARKET WATCH

**JULY 2014** 



#### Recent Retail Leases

Far Northwest :: Home Goods 24,000 SF at Walden Park

Far Northwest :: Ulta Salon 10,000 SF at Walden Park

#### Recent Retail Sales

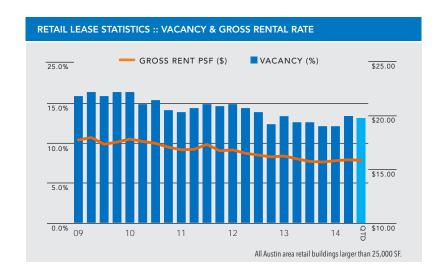
San Marcos :: Red Oak Village Strip center totaling 175,858 SF Buyer: Blackstone Group

Seller: ARCP

South :: CVS

Stand-alone drugstore totaling 14,351 SF

Buyer: Rainbow South LLC Seller: R&D Hanson Properties



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q2 2014	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q2 2014
Volume (\$ Mil)	\$432.7	\$60.2	\$61.8	\$72,527.8	\$11,128.2
No. of Properties	45	5	2	6,912	1,003
Total SF	2,781,366	165,059	323,699	400,002,832	57,999,372
Average Price/SF	\$246	N/A	N/A	\$188	\$202
Average Cap Rate (Yield)	6.8%	N/A	N/A	6.9%	6.6%

SOURCE: Real Capital Analytics

## Retail Lease Statistics By Submarket

Retail Lease Statistics by Submarket									
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT		
CBD	14	773,895	48,274	33,204	96.7%	96.7%	\$32.61		
Central & West Central	86	6,638,069	37,508	88,123	95.1%	95.0%	\$16.31		
North	70	4,940,701	(77,243)	8,613	94.7%	94.7%	\$14.21		
Northeast & East	73	4,515,930	7,232	50,402	95.7%	95.0%	\$13.31		
Northwest & Far NW	95	6,831,266	91,926	29,726	92.2%	91.8%	\$15.61		
Round Rock & Cedar Park	136	11,658,653	14,979	75,006	93.8%	93.8%	\$16.59		
South	99	7,733,693	(94,577)	30,650	97.1%	96.0%	\$17.33		
Southeast	26	1,794,668	29,238	5,290	99.7%	99.7%	\$16.92		
Southwest	63	5,674,823	32,921	19,176	97.4%	97.3%	\$19.32		
AUSTIN	662	50,561,698	89,808	340,190	95.2%	94.8%	\$15.93		



**JUNE 2014** 



#### Recent Retail Leases

- Northwest :: Ross Dress for Less (renew) 30,100 SF at Braker Lane Crossing
- Cedar Park :: At Home 108,000 SF at Cedar Park Town Center

#### Recent Retail Sales

Southwest :: Sunset Valley Homestead
Strip center totaling 147,841 SF

Buyer: Blackstone Group

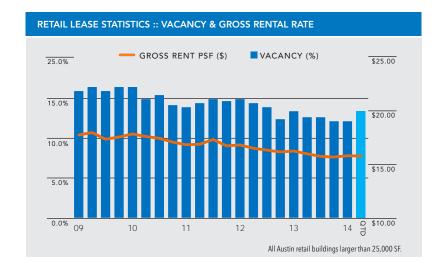
Seller: ARCP

North :: Whole Foods @ The Domain

Grocery store totaling 70,340 SF

Buyer: Clarion Partners

Seller: RREEF / Endeavor Realty



#### **Retail Sales Statistics**

	AUSTIN TRAILING 12 MO.	AUSTIN Q1 2014	AUSTIN QUARTER TO DATE	U.S. TRAILING 12 MO.	U.S. Q1 2014
Volume (\$ Mil)	\$522.3	\$61.4	\$99.7	\$75,495.4	\$22,405.8
No. of Properties	47	12	7	7,231	2,477
Total SF	3,228,052	472,024	488,758	422,907,068	115,888,907
Average Price/SF	\$230	N/A	N/A	\$183	\$206
Average Cap Rate (Yield)	6.7%	N/A	N/A	7.0%	6.8%

SOURCE: Real Capital Analytics

## Retail Lease Statistics By Submarket

Retail Lease Statistics by Submarket									
SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVERAGE NET RENT		
CBD	13	709,895	(17,416)	11,188	96.1%	96.1%	\$32.61		
Central & West Central	86	6,638,069	(23,688)	86,323	94.2%	94.1%	\$16.26		
North	70	4,940,701	(75,653)	8,613	94.7%	94.7%	\$14.28		
Northeast & East	73	4,638,529	14,593	43,199	96.0%	95.3%	\$13.59		
Northwest & Far NW	95	6,831,266	89,259	25,826	92.2%	91.7%	\$15.56		
Round Rock & Cedar Park	135	11,853,430	(22,276)	50,417	93.9%	93.8%	\$16.49		
South	100	7,759,973	(88,907)	27,609	97.2%	96.1%	\$14.58		
Southeast	25	1,561,674	20,906	5,296	98.6%	98.6%	\$16.92		
Southwest	63	5,674,823	29,439	6,484	97.3%	97.3%	\$19.32		
AUSTIN	660	50,608,360	(73,743)	264,955	95.0%	94.7%	\$15.58		



#### RECENT RETAIL LEASES

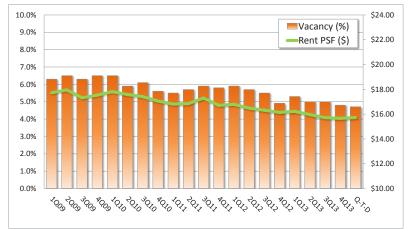
- North :: Aveda Institute 17,339 sf at the former Shepler's at Highland Mall
- Round Rock :: La Morelia Mexican Cafe 11,780 sf at Hester's Crossing

### RECENT RETAIL SALES

**Southwest :: The Shops at Mira Vista** 68,340 sf retail center anchored by Trader Joe's

2765 Bee Cave Road Buyer: Regency Centers Seller: Sarofim Realty Advisors

### **RETAIL LEASE STATISTICS**



All Austin Retail Buildings larger than 25,000 SF

#### RETAIL LEASE STATISTICS BY SUBMARKET

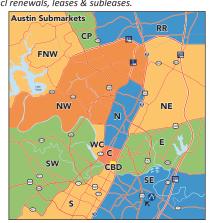
Submarket	No. of Buildings	Total SF	Direct Vacant (SF)	Direct Occupancy	Total Vacant (SF)	Total Occupancy	YTD Net* Absorption	YTD Gross Leasing Activity*	Quoted Rate (NNN)
CBD	15	847,920	32,188	96.2%	32,188	96.2%	(22,052)	0	\$32.00
Central & West Central	86	6,638,069	375,823	94.3%	377,015	94.3%	(11,375)	14,189	\$16.41
North	70	4,929,760	199,322	96.0%	199,322	96.0%	41,514	0	\$13.14
Northeast & East	72	4,707,674	158,109	96.6%	189,772	96.0%	6,270	520	\$14.37
Northwest & Far Northwest	94	6,779,863	486,801	92.8%	497,622	92.7%	151,526	10,526	\$16.54
Round Rock & Cedar Park	133	11,766,647	678,424	94.2%	678,424	94.2%	(21,052)	25,701	\$16.29
South	101	7,787,745	139,196	98.2%	227,265	97.1%	(9,830)	9,177	\$15.53
Southeast	25	1,561,674	3,500	99.8%	4,522	99.7%	37,746	0	\$16.13
Southwest	62	5,641,173	161,276	97.1%	161,276	97.1%	23,413	0	\$18.92
TOTAL	658	50,660,525	2,234,639	95.6%	2,367,406	95.3%	196,160	60,113	\$15.84

Survey includes Austin Retail Buildings larger than 25,000 SF

### RETAIL SALES STATISTICS

		Austin MSA	United	States	
	Trailing 12 Months	Last Quarter (4Q13)	Quarter-To- Date	Trailing 12 Months	Last Quarter (4Q13)
Volume (\$ Mil)	\$545.4	\$256.0	\$49.0	\$61,502.2	\$18,442.7
No. of Properties	45	18	4	5,767	1,545
Total SF	3,415,936	1,919,545	286,633	365,357,368	110,196,740
Average Price/SF	\$200	\$207	N/A	\$173	\$179
Average Cap Rate (Yield)	6.9%	7.1%	N/A	7.0%	6.9%

Source: Real Capital Analytics



<sup>\*</sup> Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, incl renewals, leases & subleases.

#### RECENT RETAIL LEASES

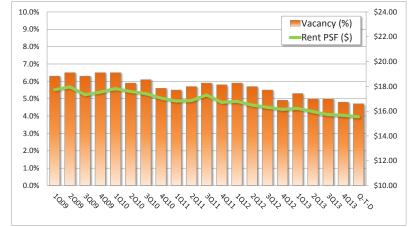
- Far Northwest :: The Austin Aquarium 21,936 sf at Woodland Shopping Center
- Round Rock :: Dell Children's Circle of Care 10,000 sf at Rock Creek Shopping Center

#### RECENT RETAIL SALES

Far Northwest :: Anderson Mill Shopping Center
171,794 sf grocery-anchored strip center at 13776 Hwy 183

Buyer: ASC Management Seller: Lincoln Property Company

### RETAIL LEASE STATISTICS



All Austin Retail Buildings larger than 25,000 SF

#### RETAIL LEASE STATISTICS BY SUBMARKET

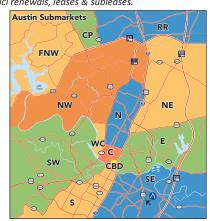
Submarket	No. of Buildings	Total SF	Direct Vacant (SF)	Direct Occupancy	Total Vacant (SF)	Total Occupancy	4Q13 Net* Absorption	4Q13 Gross Leasing Activity*	Quoted Rate (NNN)
CBD	13	723,727	10,136	98.6%	10,136	98.6%	(201)	12,510	\$30.50
Central & West Central	85	6,546,109	336,412	94.9%	336,412	94.9%	(16,199)	173,362	\$15.47
North	69	4,874,760	185,836	96.2%	185,836	96.2%	45,810	137,292	\$13.62
Northeast & East	71	4,579,412	160,179	96.5%	191,842	95.8%	115,051	211,039	\$14.26
Northwest & Far Northwest	93	6,647,863	610,074	90.8%	620,895	90.7%	(148,489)	285,629	\$15.08
Round Rock & Cedar Park	131	11,456,155	630,100	94.5%	630,100	94.5%	71,957	447,986	\$16.35
South	102	7,839,295	126,176	98.4%	214,245	97.3%	157,875	338,826	\$15.81
Southeast	25	1,561,674	40,976	97.4%	41,998	97.3%	114,973	126,317	\$16.13
Southwest	61	5,586,423	115,646	97.9%	129,939	97.7%	34,201	80,328	\$18.24
TOTAL	650	49,815,418	2,215,535	95.6%	2,361,403	95.3%	374,978	1,813,289	\$15.57

Survey includes Austin Retail Buildings larger than 25,000 SF

### **RETAIL SALES STATISTICS**

		Austin MSA	United	States	
	Trailing 12 Months	Last Quarter (4Q13)	Quarter-To- Date	Trailing 12 Months	Last Quarter (4Q13)
Volume (\$ Mil)	\$481.2	\$186.9	\$15.1	\$57,286.6	\$14,190.7
No. of Properties	38	11	2	5,232	1,043
Total SF	3,138,636	1,577,485	132,428	335,815,639	81,687,737
Average Price/SF	\$201	N/A	N/A	\$172	\$182
Average Cap Rate (Yield)	6.8%	N/A	N/A	7.0%	6.8%
Average Cap Rate (Yield)	6.8%	N/A	N/A	7.0%	6.8%

Source: Real Capital Analytics



<sup>\*</sup> Net Absorption refers to the change in vacant space. Gross Leasing Activity refers to the change in available space, incl renewals, leases & subleases.