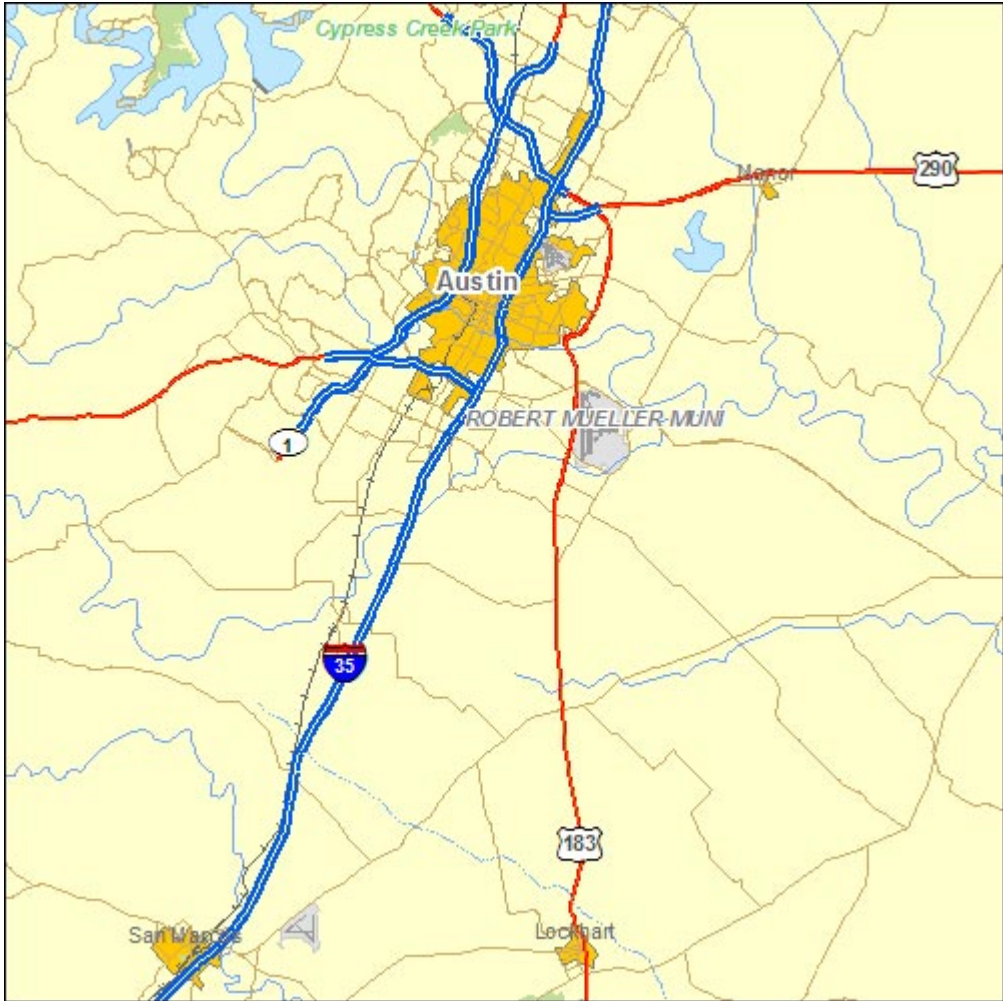


# Real Estate Market Overview 2004

## Austin - San Marcos

Originally a buffalo-hunting ground favored by Tonkawa Indians, Austin was permanently settled in 1838 as a trading post. The Austin Metropolitan Statistical Area (MSA) is now part of the I-35 growth corridor in the heart of Texas. According to the U.S. Census Bureau, the Austin MSA experienced the largest increase in income in the state and was one of the country's fastest-growing cities during the 1990s, growing by nearly 48 percent. Austin, the capital of Texas, is home to the University of Texas, the largest university in the nation. The city supports a politically charged and culturally rich environment.

Quick Facts	
<b>Land Area</b>	4,224 square miles
<b>Population Density (2000)</b>	295.9 people per square mile
<b>Counties</b>	Bastrop, Caldwell, Hays, Travis, Williamson
<b>Area Cities and Towns</b>	Austin, Cedar Park, Georgetown, Lockhart, Pflugerville, Round Rock, San Marcos, Taylor



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## Austin – San Marcos Market Overview 2004 Demographics

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**Austin MSA Population**

Year	Population	Percent Change
1990	850,619	1.7
1991	874,516	4.1
1992	901,055	3.7
1993	931,671	4.0
1994	964,803	4.1
1995	1,001,054	4.3
1996	1,036,319	4.0
1997	1,067,953	3.6
1998	1,104,612	4.0
1999	1,146,050	4.4
2000	1,249,763	3.6
2001	1,313,231	5.8
2002	1,349,291	2.0

Source: U.S. Census Bureau

**County Population Growth**

County	1990 Population	2002 Population	Growth 1990 - 2002 (percent)
Bastrop	38,263	63,934	67.1
Caldwell	26,392	35,050	32.8
Hays	65,614	109,570	67.0
Travis	576,407	850,813	47.6
Williamson	139,551	289,924	107.8

Source: U.S. Census Bureau

Real Estate Center Market Overview 2004  
Austin – San Marcos, Texas

**Area Cities With 10,000 or More Residents**

City	2000 Population	Growth 1990-2000 (percent)
Austin	656,562	32.8
Round Rock	61,136	93.7
San Marcos	34,733	19.5
Georgetown	28,339	75.8
Cedar Park	26,049	193.9
Taylor	13,575	18.7
Lockhart	11,615	23.7
Pflugerville	16,335	182.8

Source: U.S. Census Bureau

Real Estate Center Market Overview 2004  
 Austin – San Marcos, Texas

**Texas Metropolitan Area Population Change, 1990 - 2002**

<b>Metropolitan Area</b>	<b>1990 Population</b>	<b>2002 Population</b>	<b>Percent Change</b>
McAllen-Edinburg-Mission	383,545	614,474	60.2
<b>Austin-San Marcos</b>	<b>846,227</b>	<b>1,349,291</b>	<b>59.4</b>
Laredo	133,239	207,611	55.8
Dallas	2,676,248	3,743,254	39.9
Brownsville-Harlingen-San Benito	260,120	353,561	35.9
Brazoria County	191,707	257,256	34.2
Houston	3,321,911	4,420,081	33.1
Fort Worth-Arlington	1,361,034	1,802,465	32.4
<b>Texas</b>	<b>16,986,335</b>	<b>21,779,893</b>	<b>28.2</b>
Bryan-College Station	121,862	156,099	28.1
San Antonio	1,324,749	1,660,205	25.3
Killeen-Temple	255,299	319,163	25.0
Galveston-Texas City	217,396	261,219	20.2
Tyler	151,309	181,437	19.9
Sherman-Denison	95,019	113,860	19.8
Amarillo	187,514	222,915	18.9
El Paso	591,610	697,562	17.9
Waco	189,123	217,713	15.1
Victoria	74,361	84,932	14.2
Lubbock	222,636	247,574	11.2
Longview-Marshall	193,801	212,288	9.5
Corpus Christi	349,894	382,188	9.2
Texarkana	120,132	131,027	9.1
Wichita Falls	130,351	138,960	6.6
Odessa-Midland	225,545	239,981	6.4
Beaumont-Port Arthur	361,218	382,242	5.8
Abilene	119,655	125,647	5.0
San Angelo	98,458	103,018	4.6

Source: U.S. Census Bureau

**Austin MSA Projected Population**

Year	Texas State Data Center (Scenario 0.5)	Texas Water Development Board
2005	1,401,651	-
2010	1,555,249	1,492,776
2015	1,714,863	-
2020	1,881,033	1,925,526

Sources: Texas State Data Center and Texas Water Development Board

**Household Composition**

	Austin MSA	Texas
Average household size (2000)	2.57	2.74
Population younger than 18 (2000, in percent)	25.4	28.2
Population 65 and older (2000, in percent)	7.3	9.9

Source: U.S. Census Bureau

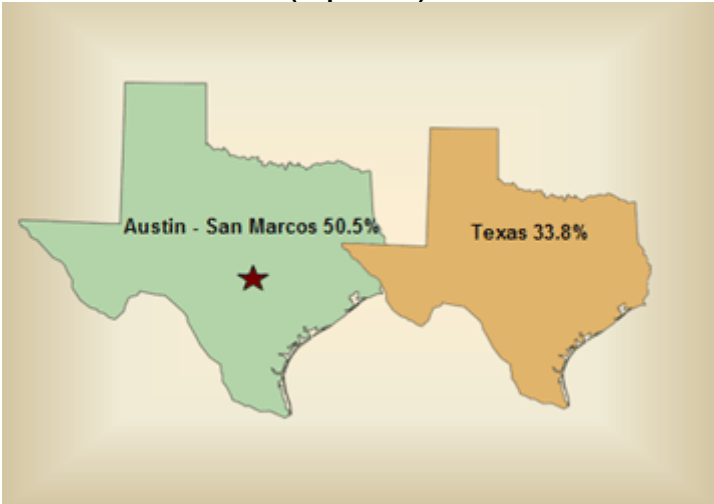
**Distribution by Race and Hispanic or Latino Origin (in percent)**

	Austin MSA		Texas	
	1990	2000	1990	2000
White	67.7	72.5	60.8	71.0
Black	9.1	8.0	11.7	11.5
Asian	2.2	3.5	0.3	2.7
American Indian	0.3	0.6	1.8	0.6
Other	0.1	12.8	0.1	11.7
Two or more races*	-	2.6	-	2.5
Hispanic (of any race)	20.6	26.2	25.3	32.0

For the 2000 Census, the Census Bureau changed the "race" options, allowing people to report their race as "other" or as two or more races.

Source: U.S. Census Bureau

**Projected Population Growth, 2000-2020  
(in percent)**



Source: Texas State Data Center (Scenario 0.5)

## Austin – San Marcos Market Overview 2004 Education

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### Educational Level, Persons Age 25 and Older 2000 (in percent)

Level of Education	Austin MSA	Texas
High school graduate	20.1	26.3
Some college, no degree	21.2	21.7
Associate's degree	5.9	5.2
Bachelor's degree	26.3	16.1
Graduate or professional degree	12.4	7.4

Source: U.S. Census Bureau, 2000 Census

### Local College and University Enrollment

School	Spring 2002	Fall 2002	Spring 2003	Fall 2003
Concordia University	914	1,045	1,063	1,161
Huston-Tillotson College	-	642	638	666
St. Edward's University	-	4,266	4,267	4,443
Texas State University	22,530	25,065	23,988	26,366
University of Texas	-	52,273	49,392	51,426

Sources: Educational institutions

## Austin – San Marcos Market Overview 2004 Employment

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### Top Ten Employers

Employer	Sector	Employees
University of Texas - Austin	Education	20,249
Dell Computer Corp.	Personal computer systems	16,000
City of Austin	Government	11,784
Austin Independent School District	Education	10,408
Seton Healthcare Network	Medical care	7,200
Motorola, Inc.	Microprocessors	6,600
IBM Corporation	Circuit cards, hardware and software	6,300
H-E-B Austin Regional Office	Grocery	6,200
IRS/Austin Center	Income tax return processing	5,000
Austin Community College	Education	4,600

Source: Greater Austin Chamber of Commerce Nov-2003

### Top Ten Private Employers

Employer	Sector	Employees
Dell Computer Corp.	Personal computer systems	16,000
Seton Healthcare Network	Medical care	7,200
Motorola, Inc.	Microprocessors	6,600
IBM Corporation	Circuit cards, hardware and software	6,300
H-E-B Austin Regional Office	Grocery	6,200
St. David's Healthcare Partnership	Medical care	4,831
Advanced Micro Devices, Inc. (AMD)	Semiconductors	4,200
Wal-Mart Stores	Retail	3,800
SBC/Southwestern Bell-Texas	Telecommunications	3,000
Applied Materials	Semiconductors	1,600

Source: Greater Austin Chamber of Commerce Nov-2003

Real Estate Center Market Overview 2004  
 Austin – San Marcos, Texas

**Employment Growth by Industry - 2003**

	Austin MSA	Texas
Employment growth (percent)	-0.9	-0.5
Unemployment rate (percent)	5.7	6.8
New jobs	-6100	-49,800
<b>Employment growth by sector (percent)</b>		
Manufacturing	-9.1	-5.0
Construction	-2.2	-3.0
Natural Resources and Mining	-11.8	0.6
Trade, Transportation and Utilities	-1.1	-1.8
Information	-7.5	-5.8
Financial Activities	3.7	0.9
Professional and Business Services	-1.9	-1.1
Educational and Health Services	1.5	3.3
Leisure and Hospitality	1.9	1.2
Government	0.7	1.3
Total Nonfarm	-0.9	-0.5

Source: Texas Workforce Commission and U.S. Bureau of Labor Statistics

**Texas Metropolitan Area Employment Change, 1990 - 2003**

Metropolitan Area	1990 Employment	2003 Employment	Percent Change
<b>Austin-San Marcos</b>	<b>454,618</b>	<b>746,750</b>	<b>64.3</b>
Laredo	48,766	77,065	58.0
McAllen-Edinburg-Mission	128,560	197,870	53.9
Brownsville-Harlingen-San Benito	90,866	131,457	44.7
Bryan-College Station	58,292	82,368	41.3
San Antonio	587,550	796,235	35.5
Killeen-Temple	87,724	117,801	34.3
Tyler	70,970	93,561	31.8
Dallas	1,467,668	1,916,607	30.6
<b>Texas</b>	<b>8,071,312</b>	<b>10,284,203</b>	<b>27.4</b>
Fort Worth-Arlington	721,875	915,919	26.9
Houston	1,720,152	2,180,719	26.8
Victoria	34,648	43,652	26.0
Amarillo	92,967	113,051	21.6
El Paso	229,358	274,926	19.9
Lubbock	107,823	128,854	19.5
Waco	86,347	102,310	18.5
Longview-Marshall	86,048	100,952	17.3
Odessa-Midland	104,401	120,374	15.3
Corpus Christi	150,142	172,705	15.0
San Angelo	43,587	49,798	14.2
Brazoria County	93,552	105,320	12.6
Abilene	52,389	58,513	11.7
Sherman-Denison	43,804	48,866	11.6
Wichita Falls	56,897	62,812	10.4
Galveston-Texas City	105,423	114,327	8.4
Texarkana	51,575	55,658	7.9
Beaumont-Port Arthur	157,435	167,915	6.7

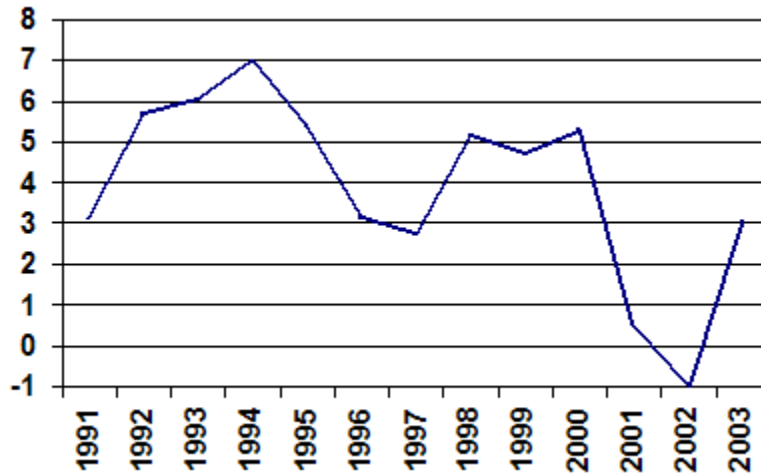
Source: U.S. Bureau of Labor Statistics and The Real Estate Center

**Austin MSA Employment**

Year	Employment	Percent Change
1990	454,618	-
1991	468,579	3.1
1992	495,449	5.7
1993	525,890	6.1
1994	562,446	7.0
1995	592,775	5.4
1996	611,956	3.2
1997	628,770	2.7
1998	661,558	5.2
1999	692,478	4.7
2000	729,088	5.3
2001	732,673	0.5
2002	725,049	-1.0
2003	746,750	3.0

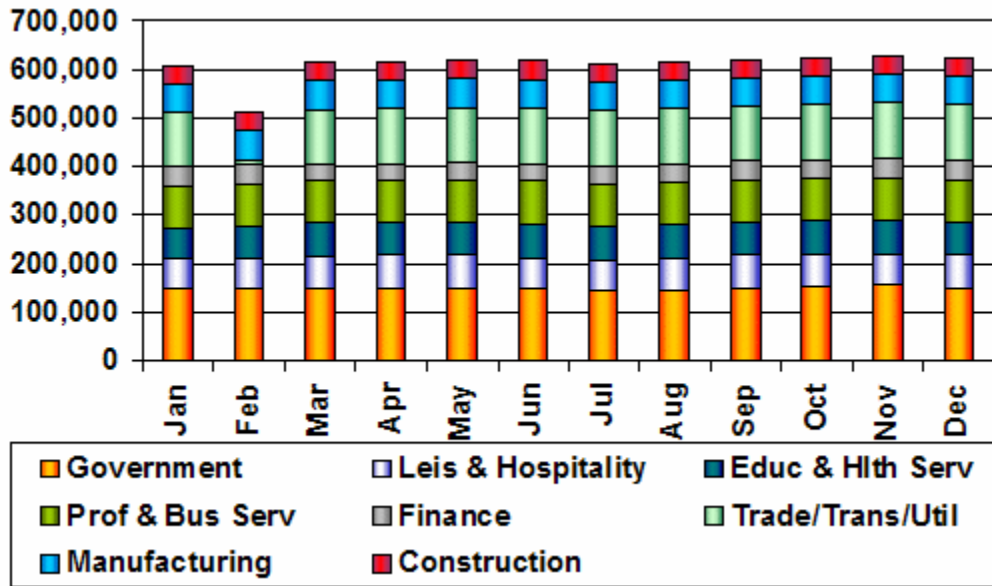
Source: U.S. Bureau of Labor Statistics

**Annual Percent Change in Austin MSA Employment**



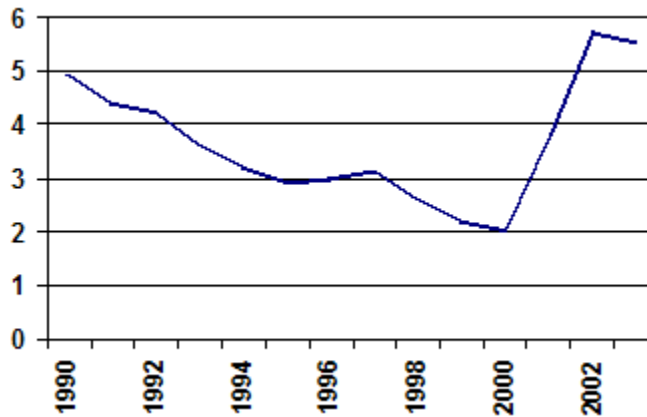
Source: U.S. Bureau of Labor Statistics

Distribution of Employment 2003



Source: Austin Investor Interest APT –DATA

Austin MSA Unemployment Rate  
(in percent)



Source: U.S. Bureau of Labor Statistics

## Austin – San Marcos Market Overview 2004 Economy

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### Austin-San Marcos Gross Retail Sales

Year	Total Sales	Sales per Capita
1990	6,648,000,169	7,856
1991	7,142,919,567	8,111
1992	8,006,172,847	8,771
1993	8,811,401,994	9,277
1994	9,938,716,131	10,050
1995	10,910,789,589	10,577
1996	11,856,282,020	11,049
1997	13,041,622,170	11,736
1998	13,938,050,757	12,062
1999	15,595,121,628	12,932
2000	18,067,257,543	14,457
2001	18,727,357,098	14,161
2002	18,782,650,372	13,920
State Average 2002: \$12,143		

Source: Texas Comptroller's Office

## Austin – San Marcos Market Overview 2004 Infrastructure

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### Austin Airline Activity

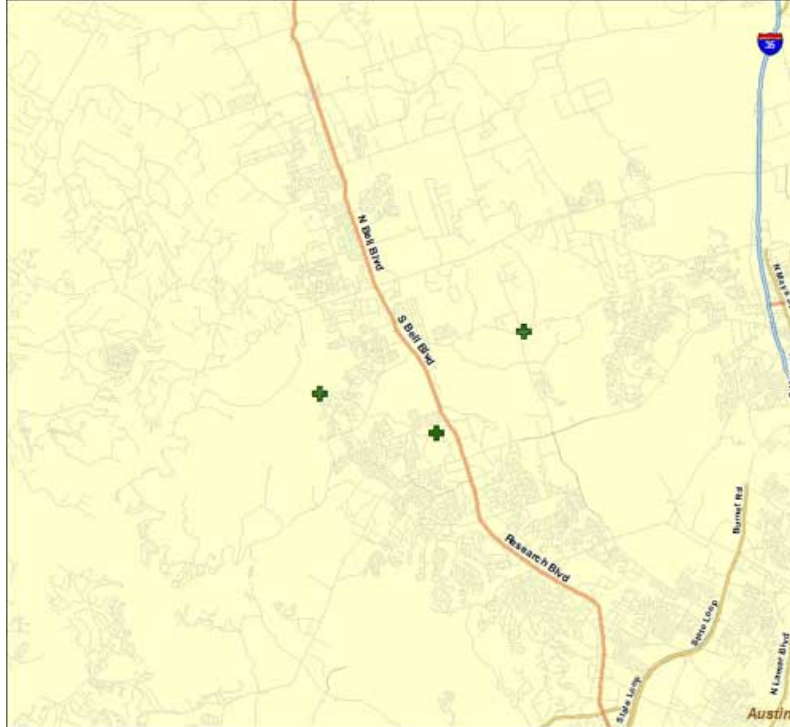
Airport	1999	2000	2001	2002	2003
<b>Robert Mueller Airport*</b>					
Enplaned (int'l & national)	1,010,724	-	-	-	-
Deplaned (int'l & national)	1,018,358	-	-	-	-
Total (int'l & national)	2,029,082	-	-	-	-
<b>Austin-Bergstrom International Airport</b>					
Enplaned (int'l & national)	2,352,421	3,938,441	3,667,324	3,439,302	3,306,357
Deplaned (int'l & national)	2,289,506	3,719,824	3,486,004	3,281,366	3,400,724
Total (int'l & national)	4,641,927	7,658,265	7,153,328	6,720,668	6,707,081

Source: Austin-Bergstrom Airport  
 \* Robert Mueller closed in 1999

# Austin – San Marcos Market Overview 2004

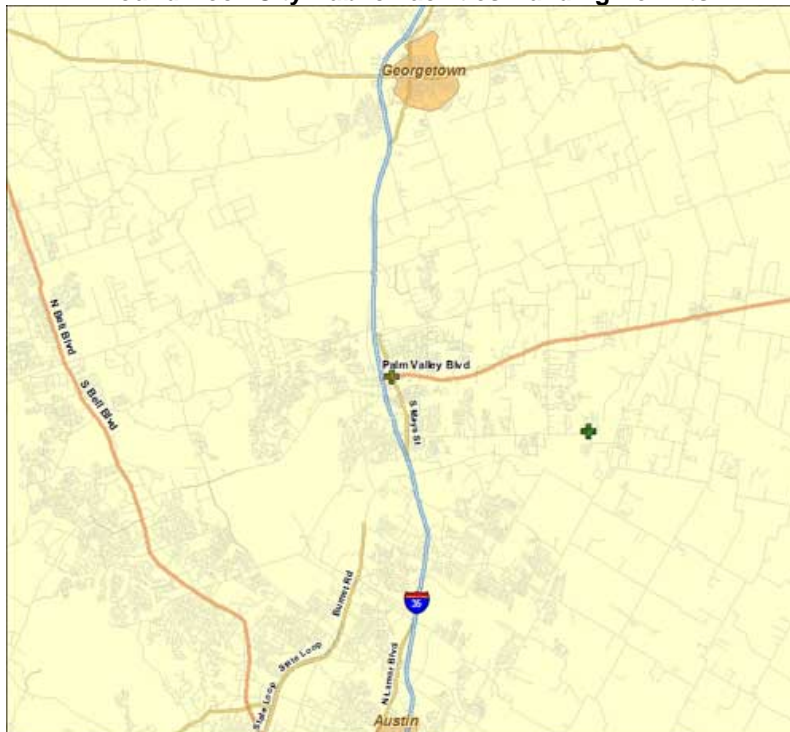
## Public Facilities

**Cedar Park City Public Facilities Building Permits**



Cedar Park City Building Permit Office

**Round Rock City Public Facilities Building Permits**



Round Rock City Building Permit Office

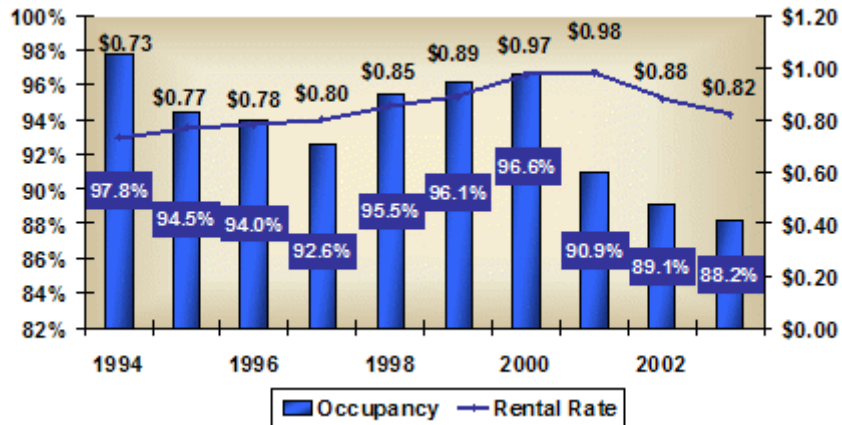
## Austin – San Marcos Market Overview 2004 Multifamily

**Austin Apartment Statistics, Year-End 2003**

	Austin	Texas Metro Average
Average rent per square foot	\$0.94	\$0.79
Average rent for units built since 2000	\$0.99	\$0.91
Average occupancy (percent)	91.1	92.1
Average occupancy for units built since 2000 (percent)	89.5	90.8

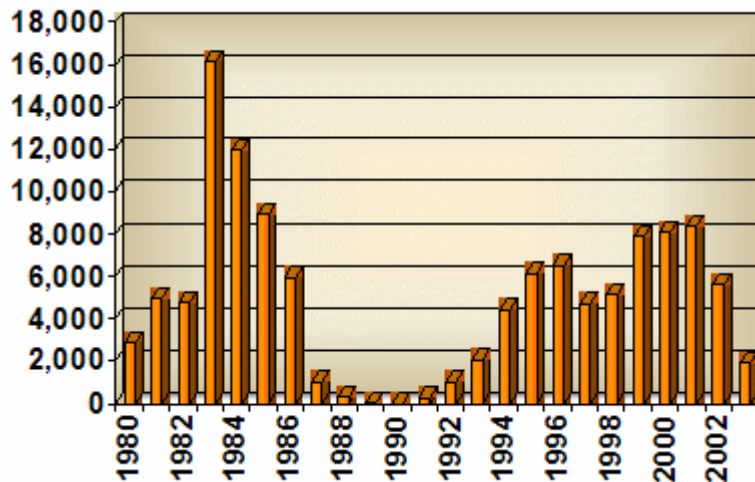
Source: Apartment MarketData Research

**Multifamily Market Historical Rent & Occupancy**



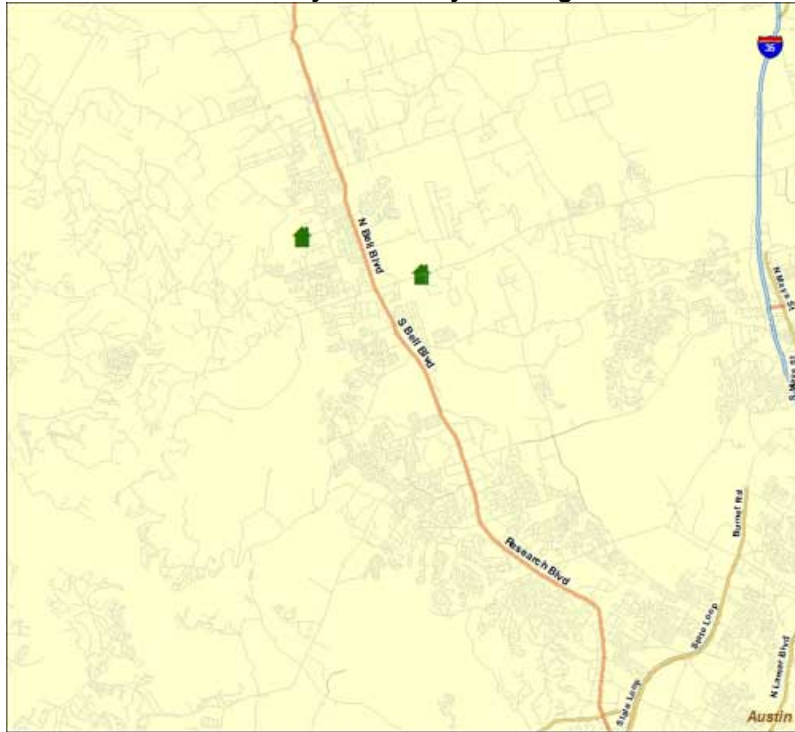
Source: Austin Investor Interest APT –DATA

**Austin MSA Multifamily Building Permits  
 (5+ Family Bldg. Permits in units)**



Source: U.S. Census Bureau

### Cedar Park City Multifamily Building Permits



Cedar Park City Building Permit Office

## Austin – San Marcos Market Overview 2004

# Housing

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### Housing Affordability - Fourth Quarter 2003

	Percent of Households That Can Afford Median-priced Home	THAI*	THAI for First-time Homebuyers
Austin	62	1.23	1.00
Texas MLS Total	54	1.06	0.92
U.S. Total	55	1.06	0.77

\* The THAI is the ratio of median household income to the income required to buy the median priced home using currently available mortgage financing. Standard financing is a 30-year loan covering 80 percent of the cost of the home. A THAI of 1.00 indicates that the median household income is just enough to qualify for a loan sufficient to purchase the median-priced home.

Source: Real Estate Center at Texas A&M University

**Price Distribution of MLS Homes Sold, Austin Area, 2003  
 (in percent)**

Price Range	1998	1999	2000	2001	2002	2003
\$29,999 or less	0.5	0.3	0.3	0.3	0.3	0.4
30,000 - 39,999	1.0	0.6	0.4	0.4	0.3	0.7
40,000 - 49,999	1.3	1.2	0.8	0.6	0.6	0.8
50,000 - 59,999	2.8	2.0	1.3	0.9	0.9	1.1
60,000 - 69,999	4.5	3.3	2.1	1.3	1.2	1.3
70,000 - 79,999	6.8	4.9	2.7	1.8	1.6	1.6
80,000 - 89,999	10.2	8.3	4.9	3.2	2.5	2.9
90,000 - 99,999	9.8	10.2	7.3	4.5	3.9	3.9
100,000 - 119,999	14.7	14.8	14.9	14.6	13.3	12.5
120,000 - 139,999	11.3	12.8	13.0	16.2	16.5	15.6
140,000 - 159,999	8.1	8.6	10.1	11.7	12.5	12.1
160,000 - 179,999	6.6	6.5	7.8	9.4	9.4	9.4
180,000 - 199,999	4.5	4.9	5.9	6.4	6.6	6.5
200,000 - 249,999	7.3	8.0	9.9	10.2	10.8	10.8
250,000 - 299,999	3.8	5.0	6.2	6.5	7.4	7.4
300,000 - 399,999	3.6	3.9	5.8	6.2	6.5	6.5
400,000 - 499,999	1.4	1.9	2.7	2.2	2.4	2.6
500,000 and more	1.9	2.5	4.0	3.6	3.5	3.8

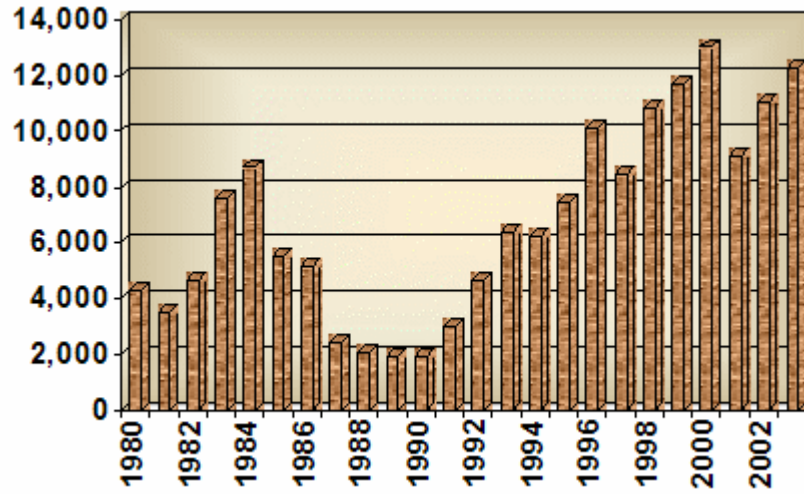
Source: Real Estate Center at Texas A&M University

**Tax Rates, 2003**

Taxing Entity	Tax Rate per \$100 Valuation
City of Austin	\$0.49
Austin ISD	1.61
Austin Community College	0.08
Travis County	0.49
<b>Total</b>	<b>\$2.68</b>
City of San Marcos	\$0.47
San Marcos ISD	1.60
Hays County	0.38
<b>Total</b>	<b>\$2.45</b>

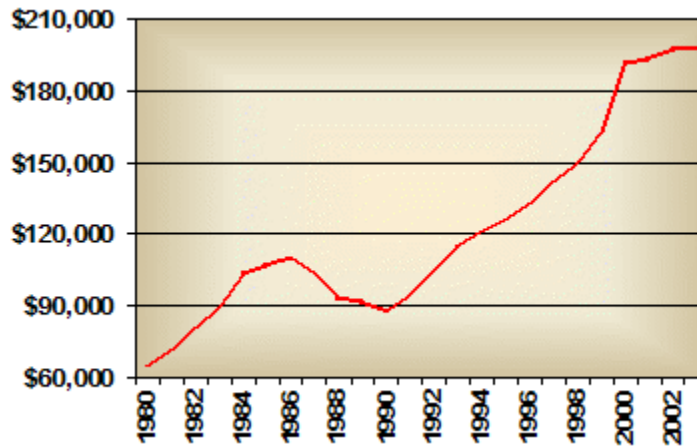
Source: Travis and Hays County Appraisal District

**Austin MSA Single-family Building Permits  
(in units)**



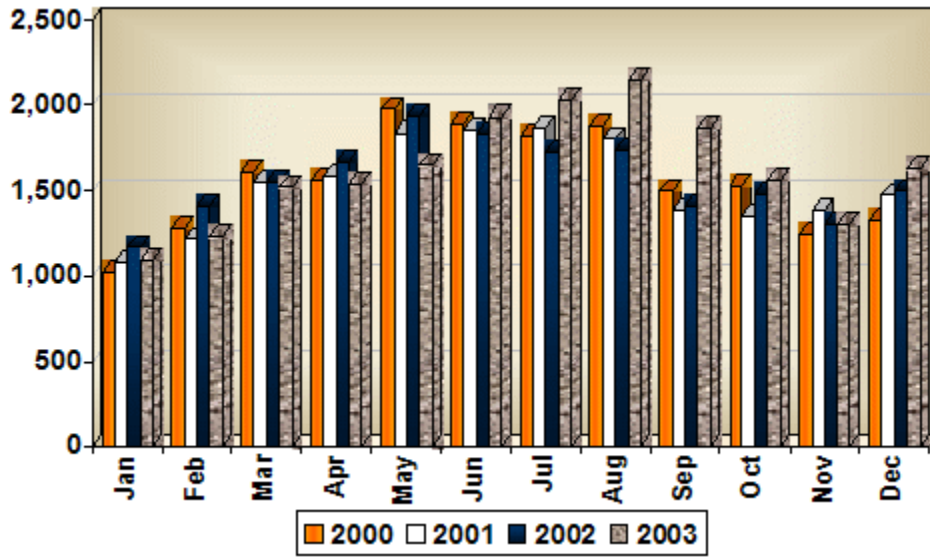
Source: U.S. Census Bureau

**Average Sales Price of Single-family Home, Austin Area**



Source: Real Estate Center at Texas A&M University

**Single-family Home Sales Volume, Austin Area  
(Number of Units)**



Source: Real Estate Center at Texas A&M University

## Austin – San Marcos Market Overview 2004 Retail

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Austin Retail Market, Year-End 2003

Year-End	Total SF Tracked	Average Monthly Base Rental Rate 50,000-100,000 SF.	Average Monthly Base Rental Rate 100,000 SF and Up	Overall Occupancy (percent)
1994	11,544,013	\$0.90	\$1.10	88.02
1995	11,836,239	\$0.95	\$1.17	89.19
1996	12,535,813	\$1.07	\$1.26	91.03
1997	13,287,479	\$1.15	\$1.32	92.77
1998	13,958,132	\$1.21	\$1.40	93.49
1999	14,563,469	\$1.25	\$1.44	94.83
2000	15,878,458	\$1.36	\$1.57	95.77
2001	16,850,866	\$1.39	\$1.62	94.47
2002	17,179,470	\$1.41	\$1.64	94.65
2003	17,814,319	\$1.43	\$1.66	93.35

Source: NAI/CIP

**Six Month Retail Absorption, Year-End 2003**

Sector	Total SF	SF Absorbed*	SF Absorbed**	Percent Occupied
Arboretum	1,567,866	46	2,789	94.60
Cedar Park	419,928	(2,032)	101,370 ***	94.45
Central	593,563	2,086	(13,467)	95.94
East	1,051,140	7,000	27,622	92.17
Far North	1,110,470	6,886	(460)	87.91
Far Northwest	2,717,672	(11,112)	35,470	94.40
North	2,063,446	(4,651)	13,688	90.83
Northeast	684,070	(12,740)	507,334 ****	94.28
Northwest	60,600	(750)	0	98.76
Pflugerville	318,932	(4,960)	0	93.38
Round Rock	2,306,857	(6,662)	(24,606)	94.50
South Central	2,195,387	(13,575)	10,411	92.75
Southeast	327,546	(4,000)	270	93.39
Southwest	1,636,919	12,198	(6,475)	94.98
West	759,923	1,799	(3,788)	94.28
Total	17,814,319	(30,467)	41,454	93.35

Source: NAI/CIP The Source

\*Centers 50,000 to 100,000 sq. ft.

\*\*Centers over 100,000 sq. ft.

\*\*\*Whitestone Shopping Center added to this sector.

\*\*\*\*Shops at TechRidge added to this sector.

**Retail Centers 50,000 to 100,000 Square Feet, Year-End 2003**

Sector	Total SF	Occupied SF	Percent Occupied	Avg. Monthly Rate
Arboretum	147,543	146,508	99	\$2.28
Cedar Park	310,928	295,271	95	\$1.58
Central	62,895	54,252	86	\$2.46
East	240,406	218,406	91	\$1.03
Far North	320,696	302,309	94	\$1.17
Far Northwest	556,397	512,673	92	\$1.26
North	362,863	340,191	94	\$1.55
Northeast	154,730	137,628	89	\$1.77
Northwest	60,600	59,850	99	\$1.25
Pflugerville	184,500	165,045	89	\$1.22
Round Rock	132,883	119,958	90	\$1.20
South Central	491,223	425,021	87	\$1.18
Southeast	226,121	222,121	98	\$1.28
Southwest	209,085	183,283	88	\$1.96
West	67,661	66,124	98	\$2.17
Total	3,528,531	3,248,640	92	\$1.43

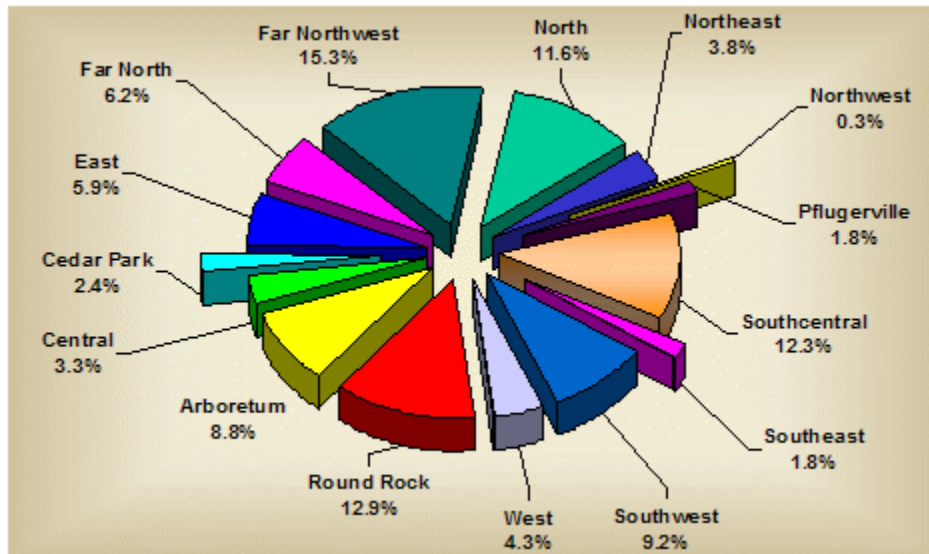
Source: NAI/CIP The Source

**Retail Centers Larger Than 100,000 Square Feet  
 Year-End 2003**

Sector	Total SF	Occupied SF	Percent Occupied	Avg. Monthly Rate
Arboretum	1,420,323	1,336,745	94	\$2.53
Cedar Park	109,000	101,370	93	\$1.83
Central	530,668	515,201	97	\$2.11
East	810,734	750,391	93	\$1.16
Far North	789,774	673,922	85	\$1.17
Far Northwest	2,161,275	2,052,726	95	\$1.58
North	1,700,583	1,534,103	90	\$1.14
Northeast	529,340	507,334	96	\$2.08
Northwest	0	0	0	\$0.00
Pflugerville	134,432	132,787	99	\$1.67
Round Rock	2,173,974	2,060,053	95	\$1.61
South Central	1,704,164	1,611,123	95	\$1.43
Southeast	101,425	83,758	83	\$1.04
Southwest	1,427,834	1,371,461	96	\$1.91
West	692,262	650,299	94	\$2.27
Total	14,285,788	13,381,273	94	\$1.66

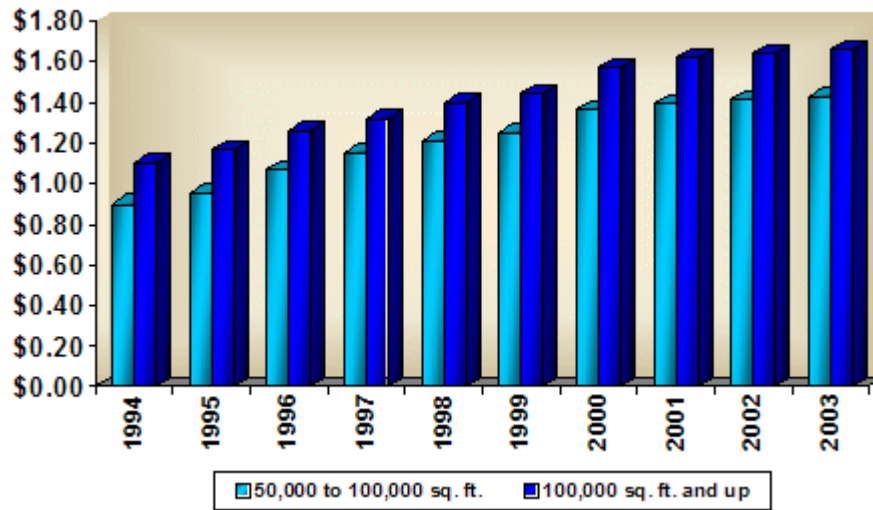
Source: NAI/CIP The Source

**Retail Market Space by Sector**



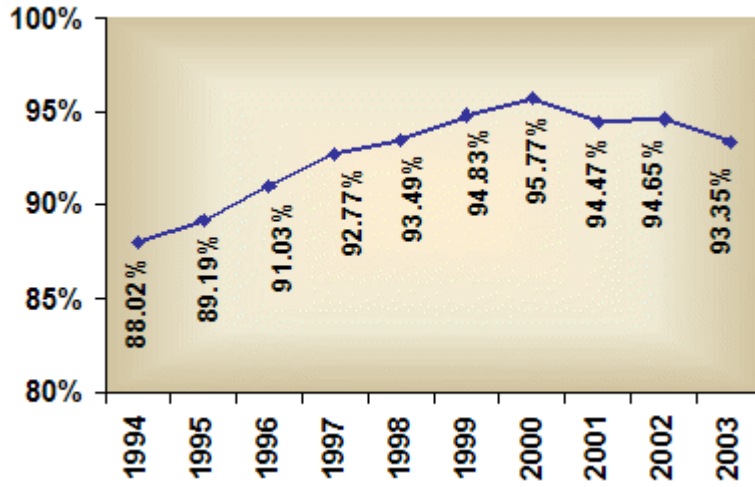
Source: NAI/CIP

**Austin Retail Market  
 Average Monthly Base Rental Rates**



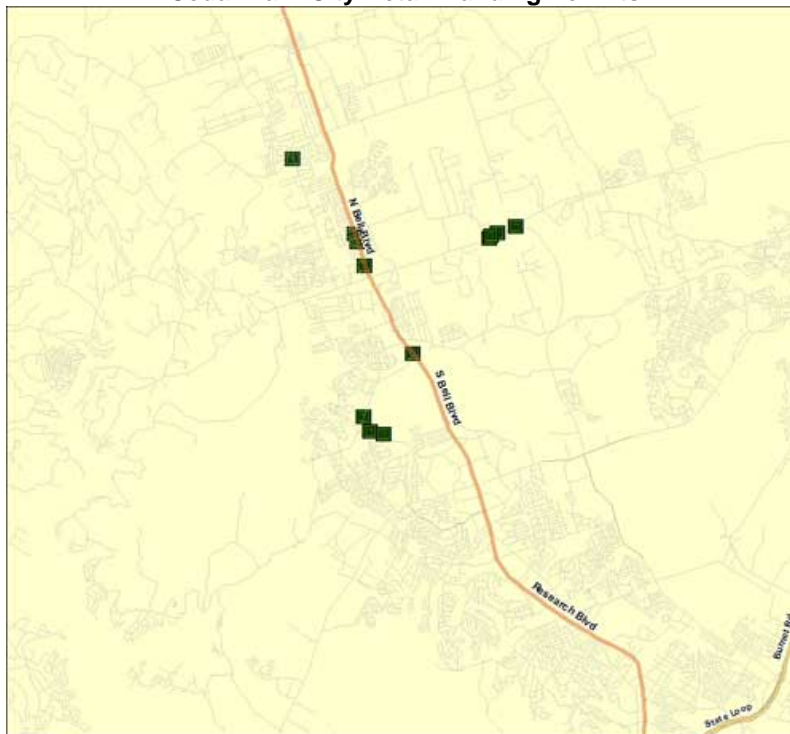
Source: NAI/CIP The Source

### Retail Market Overall Occupancy Rate



Source: NAI/CIP The Source

### Cedar Park City Retail Building Permits



Cedar Park City Building Permit Office

### Round Rock City Retail Building Permits



## Austin – San Marcos Market Overview 2004 Hotel

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### Hotel\* Occupancy and Rental Rates

	Austin	San Marcos
<b>2000</b>		
Rooms (000)	20.6	296.8
Average daily rental rate	\$91.41	\$71.56
Occupancy rate (percent)	66.0	59.3
<b>2001</b>		
Rooms (000)	22.2	307.1
Average daily rental rate	\$87.29	\$70.27
Occupancy rate (percent)	59.0	57.3
<b>2002</b>		
Rooms (000)	23.6	314.3
Average daily rental rate	\$84.40	\$70.11
Occupancy rate (percent)	53.5	55.4
<b>2003</b>		
Rooms (000)	24.4	320.8
Average daily rental rate	\$82.22	\$68.78
Occupancy rate (percent)	53.2	54.3

\*Only properties exceeding \$16,600 in the current quarter are included; those units below \$16,600 only result in 1.5% of the total state revenues, and have been excluded from this database.  
 Source: Office of the Governor Economic Development and Tourism and Source Strategies, Inc. of San Antonio

## Austin – San Marcos Market Overview 2004 Office

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### Office Market Overview 2004 2003 Year-End Market Summary

Sector	Total SF	Vacant SF	SF Absorbed	% Occupied (percent)
CBD	7,870,806	1,692,771	(265,565)	78
North	2,642,099	522,414	(57,190)	80
Northwest	13,420,606	2,924,448	(443,176)	78
Northeast	1,791,359	239,715	(57,055)	87
South	1,396,254	352,442	(202,831)	75
Southwest	6,111,450	835,840	(148,513)	86
Southeast	236,708	53,826	(39,368)	77
<b>City-wide Totals</b>	<b>33,469,282</b>	<b>6,621,456</b>	<b>(1,213,698)</b>	<b>80</b>

Source: NAI CIP

### Office Market Overview 2004 2003 Year-End Market Summary

Sector	Weighted Rental Rates		
	Class B	Class A	Avg.
CBD	\$18.37	\$22.64	\$21.18
North	\$16.77	\$21.46	\$17.89
Northwest	\$17.18	\$19.35	\$18.55
Northeast	\$15.76	\$15.00	\$15.72
South	\$15.67	\$21.00	\$16.28
Southwest	\$16.94	\$21.37	\$19.55
Southeast	\$16.00	\$16.73	\$16.65
<b>City-wide Totals</b>	<b>\$17.06</b>	<b>\$20.82</b>	<b>\$19.16</b>

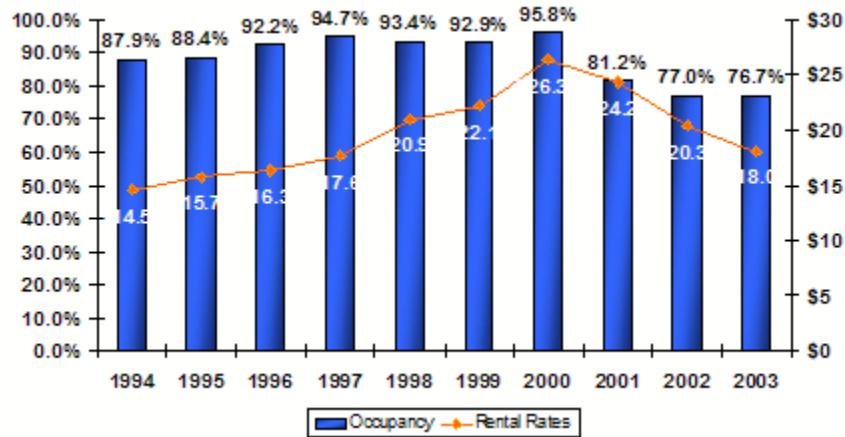
Source: NAI CIP

**2003 Year-End Sublease Market Summary**

Sector	Sublease SF	Average Rental Rate	Average Term (months)	Sublease Vacancy (percent)	Effective Market Vacancy (in percent)
CBD	115,272	\$15.56	34	2	23
North	36,212	\$14.10	26	1	21
Northwest	852,740	\$15.42	39	6	28
Northeast	19,116	\$16.88	15	1	13
South	31,637	\$17.48	59	2	28
Southwest	360,553	\$16.41	41	6	20
Southeast	4,680	\$15.00	26	2	25
<b>City-wide Totals</b>	<b>1,420,210</b>	<b>\$15.63</b>	<b>37</b>	<b>4</b>	<b>24</b>

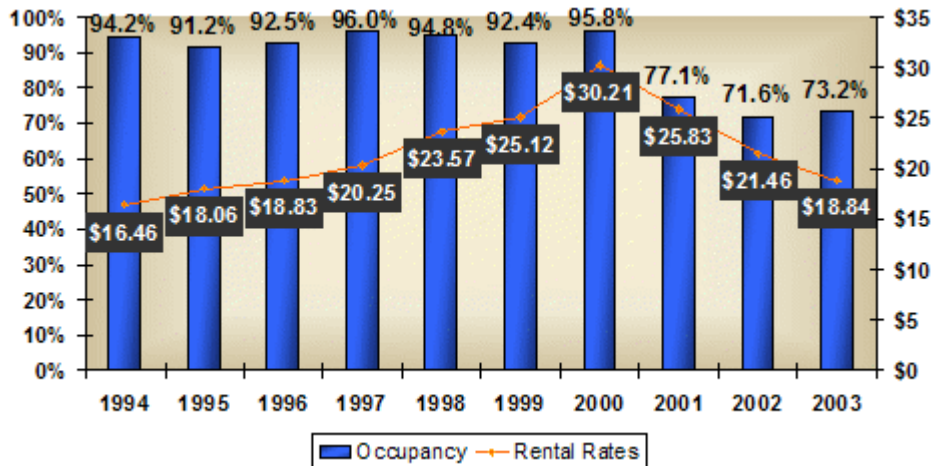
Source: NAI CIP

**Overall Office Rental Rates Against Occupancy (All Classes)**



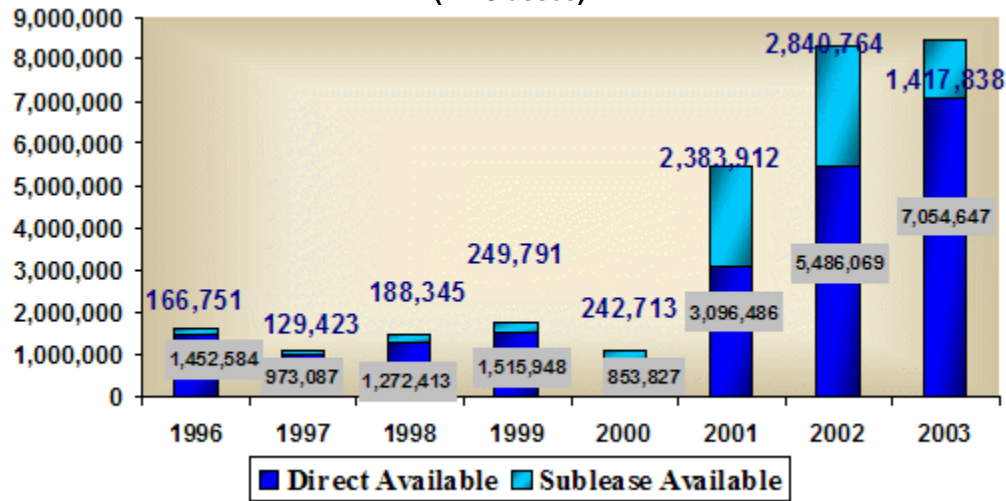
Source: Colliers Oxford

**Overall Office Rental Rates Against Occupancy (Class A)**



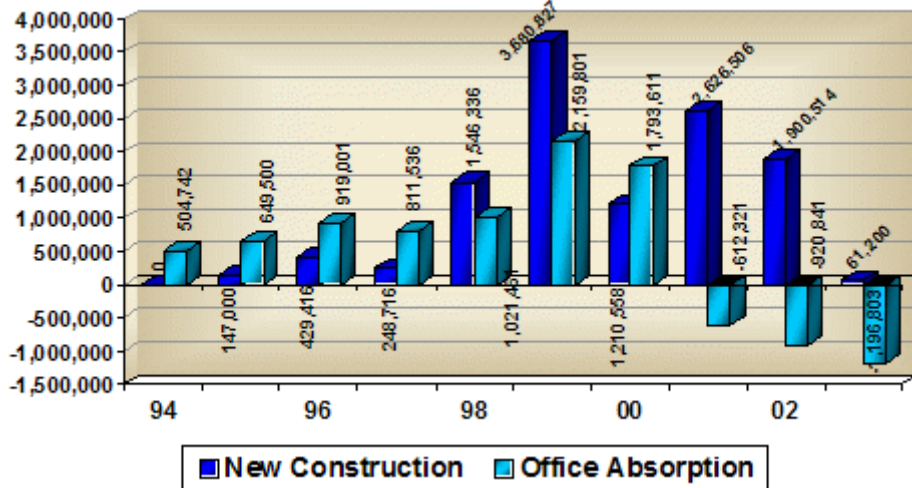
Source: Colliers Oxford

**Overall Office Vacancy  
 (All Classes)**



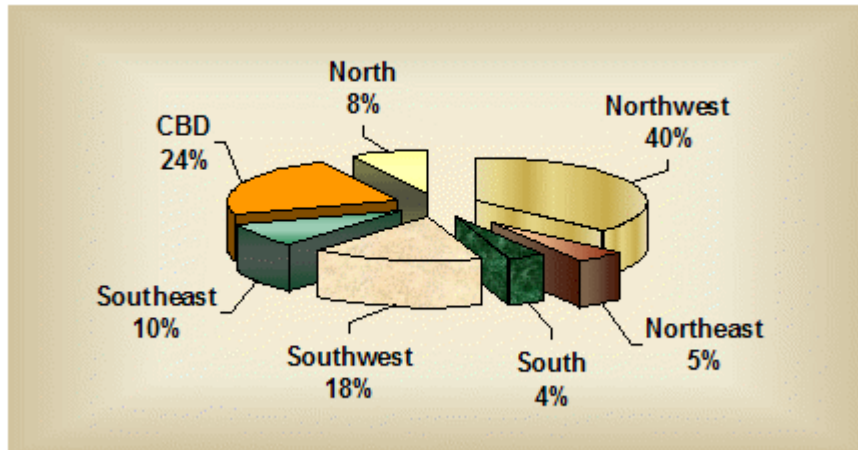
Source: Colliers Oxford

**Overall Office Construction Against Absorption  
 (All Classes)**



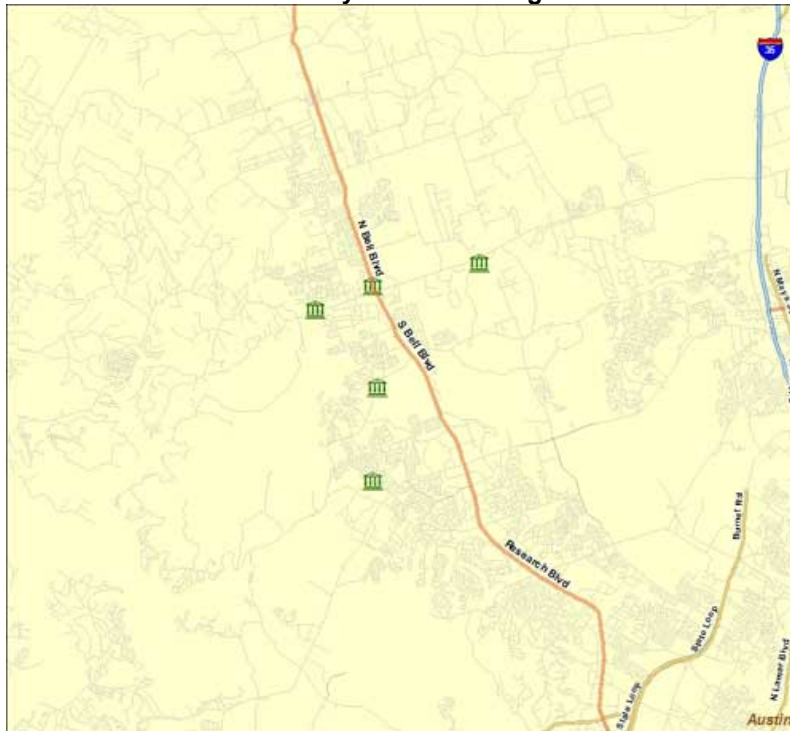
Source: Colliers Oxford

### Office Market Overview Concentration



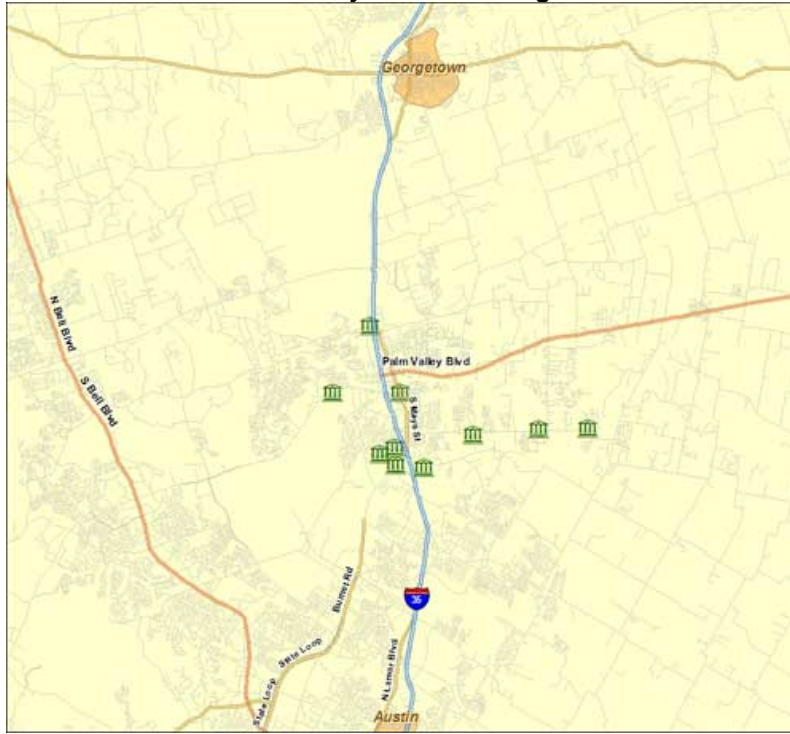
Source: NAI CIP

### Cedar Park City Office Building Permits



Cedar Park City Building Permit Office

### Round Rock City Office Building Permits



## Austin – San Marcos Market Overview 2004 Industrial

### Industrial Market Overview 2004 2003 Year-End Industrial Geographical Sector & Building Use

Manufacturing/Warehouse	Existing SF	Current Vacancy (percent)	Under Const.	Flex/R&D	Existing SF	Current Vacancy (percent)
Round Rock	1,861,633	19	0	Round Rock	504,768	30
North	7,918,353	17	0	North	6,031,345	26
Northeast	2,917,359	11	192,150	Northeast	2,413,826	20
East	1,316,892	21	0	East	0	0
Southeast	3,679,068	28	0	Southeast	3,645,693	24
South	1,938,094	4	0	South	67,858	0
<b>Total</b>	<b>19,631,399</b>	<b>17</b>	<b>192,150</b>	<b>Total</b>	<b>12,663,490</b>	<b>24</b>

Source: NAI/CIP The Source

### Current Six-Month Industrial Absorption

12/31/2003	Flex/R&D	Manuf/Warehouse	Total
Round Rock	(67,029)	202,929	135,900
North	82,959	(127,418)	(44,459)
Northeast	(69,892)	(115,951)	(185,843)
East	0	1,922	1,922
Southeast	90,261	16,343	106,604
South	0	4,754	4,754
Total	36,299	(17,421)	18,878

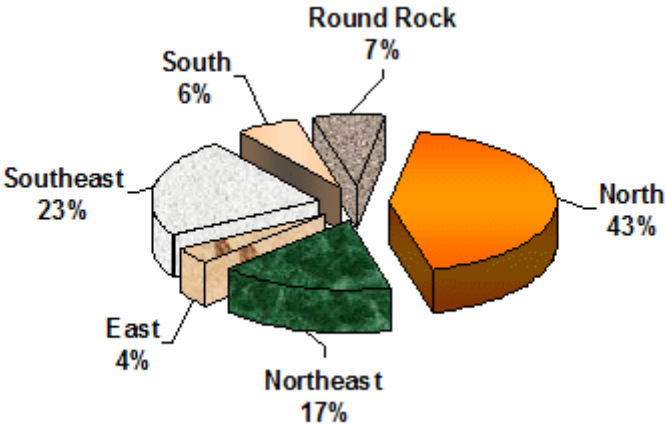
Source: NAI/CIP The Source

### Average Industrial Rental Rates per Sq. Ft.

	Annual	Monthly
R&D	\$5.64 - \$7.80	\$.47 - \$.65
Flex	\$5.04 - \$6.96	\$.42 - \$.58
Bulk Warehouse	\$2.76 - \$4.56	\$.23 - \$.38
Office Warehouse	\$3.60 - \$5.40	\$.30 - \$.45
Manufacturing Whse.	\$3.60 - \$5.40	\$.30 - \$.45

Source: NAI/CIP The Source

**Industrial Market Concentration of Space  
(32,294,889 sq. ft. existing total inventory)**



Source: NAI CIP

### Cedar Park City Industrial Building Permits



Cedar Park City Building Permit Office

**Round Rock City Industrial Building Permits**





This annual report is created free of charge by the Real Estate Center at Texas A&M University. We strive to provide the most accurate, up-to-date, and insightful data to paint a detailed picture of Texas' Metropolitan Statistical Area's. The Center also provides numerous publications, resources, and data on building permits, employment, population, and home sales at <http://recenter.tamu.edu>.

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