

TRENDLINES

| | Q1 2022 | Q1 2021 | ONE-YEAR TRAILING | FIVE-YEAR AVERAGE | 12-MONTH FORECAST |
|-------------------------------|---------|---------|----------------------|----------------------|----------------------|
| UNEMPLOYMENT RATE (%) | 5.1 | 8.1 | Ψ | 5.7 | Ψ |
| NET ABSORPTION (MSF) | 11.6 | 3.3 | ^ | 4.4 | ^ |
| DIRECT VACANCY RATE (%) | 5.0% | 7.9% | • | 5.7% | ←→ |
| DIRECT VACANT AVAILABLE (MSF) | 28.3 | 51.2 | Ψ | 33.3 | Ψ |
| UNDER CONSTRUCTION (MSF) | 19.3 | 16.0 | ^ | 14.4 | ^ |
| ASKING RENT, NNN (PSF) | \$0.63 | \$0.57 | ^ | \$0.57 | ^ |
| SALES VOLUME (Millions) | \$302 | \$561 | Ψ | \$547.4 | ^ |

Source: Bureau of Labor Statistics, CoStar, Real Capital Analytics, Transwestern

POSITIVE INDICATORS SIGNAL EXPANSION

Houston's industrial market clocked nearly 11.7 million square feet of absorption this quarter, outpacing the remarkable pace seen this time last year. Approximately 92 percent of the new demand took place throughout the warehouse/distribution sector and mainly in five submarkets – that are also setting numbers for new construction where nearly 70 percent of the 20 million square feet of development is underway. In addition, Houston's triple-net industrial rents scored a new asking high at \$0.63/MO NNN PSF coupled with a percent rate of growth last seen in 2019. The local industrial market is being fueled by robust population gains, strong regional and U.S. consumer spending and Houston's emergence as a primary distribution market despite rising construction costs for material, labor, and land.

Consequently, inflation continues to be a growing primary concern for the U.S. outlook as consumer prices spiked in March by 8.5 percent, led by rising energy and food costs while core inflation (excluding food and energy) increased 6.5 percent – patterns that are closely reflected in the Houston-The Woodlands-Sugar Land metro area. Industrial supply chain disruptions continue to collide with high consumer demand consequently driving the rapid pace of Houston's warehouse/distribution construction activity and exceptional leasing demand.

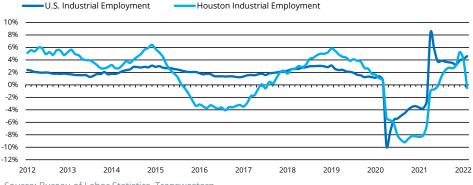
T

ECONOMY

Employment Moves Past COVID, Population Gains Characterize Q1 2022

- Houston's job scene is quickly moving beyond the losses caused by the pandemic as the metro added 45,500 new openings in February, according to the Texas Workforce Commission (TWC), ranking it as the best February on record for job growth.
- The Greater Houston Partnership attributes the recent outstanding performance to bringing the region closer to its pre-pandemic employment peak with the current COVID gap now standing at a mere 16,700 jobs or 4.6 percent. As the quarter came to a close in March, typically a strong month for the region when it normally adds between 10,000 to 15,000 new hires, Houston will almost certainly have returned to pre-COVID employment levels when the full series of data is released in April.
- Of note, Houston's energy sector added 1,700 jobs, and while the sector has struggled for much of the last decade, the industry's fortunes have changed recently. The sector added 6,100 jobs in the past four months (October '21 February '22), reversing a trend in which the sector lost 50,000 jobs over the previous eight years (October '13 September '21). According to the Greater Houston Partnership, the recent run up in energy prices may add a few hundred jobs, perhaps even a few thousand, but how Russia's invasion of Ukraine will impact Houston's economy remains unclear at the end of Q1 2022.
- Metro growth will be naturally slower in the near term as the region comes off its best year on record for job growth. Still, corporations continue to relocate or expand operations here while population growth remains strong. The U.S. economy continues to expand – which benefits Houston - while Houston's commercial connections to Russia and Ukraine represent a fraction of the region's international business.

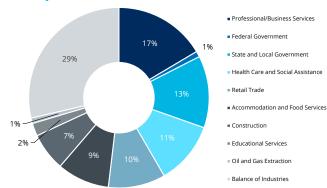
Y-O-Y CHANGE IN INDUSTRIAL JOBS



Source: Bureau of Labor Statistics. Transwestern

SHARE OF EMPLOYEES BY INDUSTRY

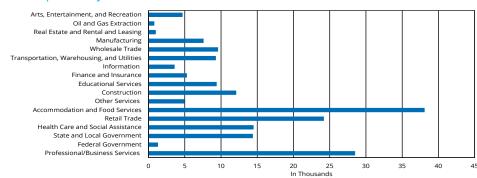
Houston | February 2022



Source: Bureau of Labor Statistics. Transwestern

Y-O-Y CHANGE IN JOBS BY INDUSTRY

Houston | February 2022



Source: Bureau of Labor Statistics, Transwestern

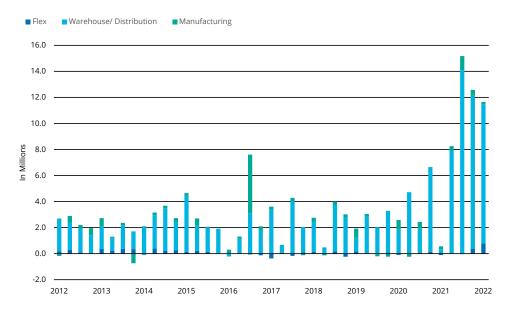


NET ABSORPTION

Demand Outpacing Last Year's Exceptional Totals YTD

- Houston's industrial market maintained its streak of a red-hot leasing market during the first 90 days of the year, exceeding more than 25 percent of the total 40 million square feet of annual gains made during 2021.
- Nearly 11.7 million square feet of space was scooped up in the first quarter with 92 percent of total absorption taking place in warehouse/ distribution space. The current demand for new space has skyrocketed past the same period in 2021, when the Houston Metro recorded 3.3 million square feet of absorption.
- The five best performing submarkets for net absorption during the quarter include Sugar Land (3.1M SF), Northwest Far (1.5M SF), North Far (1.4M SF), East-Southeast Far (1.2M SF) and Northwest Near (1.2M SF). These five submarkets combined have nearly eleven and a half million square feet currently underway and make up 61 percent of construction projects now underway throughout metro Houston.
- All but one of the region's submarkets continue to show robust demand, a trend set in 2021 and being maintained so far in 2022. The North Near submarket being an exception to the overall market of accelerated leasing velocity as the submarket had 400,000 square feet returned to the market and was the only submarket to have negative growth within the warehouse/distribution category.
- Houston's economy continues to expand according to the recent Purchasing Managers Index (PMI) for March which registered 58.5 (a rate greater than 50 reflects growth), but still stepping back from February's PMI of 59.5 as manufacturing industries accounted for the drop in region's overall index by contracting 5.4 points to 59.2 points.

NET ABSORPTION BY PRODUCT TYPE



Source: CoStar, Transwestern

T

VACANCY

Three Submarkets Offer Highest Availability in Tight Market

- Houston's overall direct vacancy closed out the quarter at 5.0 percent, remaining unchanged from year end 2021 but showing improvement by decreasing 2.3 percent from Q1 2021.
- Select markets with the highest amount of direct vacant square feet are those with robust development underway and include East-Southeast Far (4.1M SF of direct vacancy and 4.6M SF in the pipeline), Northwest Far (3.5M SF of direct vacancy and 4.3M SF of construction), Katy/Far West (2.3M SF and 3.4M SF, respectively). The three markets have a combined 9.9M SF of direct vacancy or 35 percent of Houston's total direct vacancy of 28.3 million.
- The three submarkets with the lowest direct vacancies and new construction in the pipeline include the South Far (2.0%), Sugar Land (2.1%), and South Near (3.1%). These three have 673,400 square feet in new development for warehouse/distribution space currently underway.
- Flex/R&D has two submarkets with double digit direct vacancy such as Katy/ Far West (22.1%) and Southwest Far (14.9%). Katy/Far West also contains some of the highest asking rents at \$1.17/MO NNN.

OVERALL VACANCY RATE

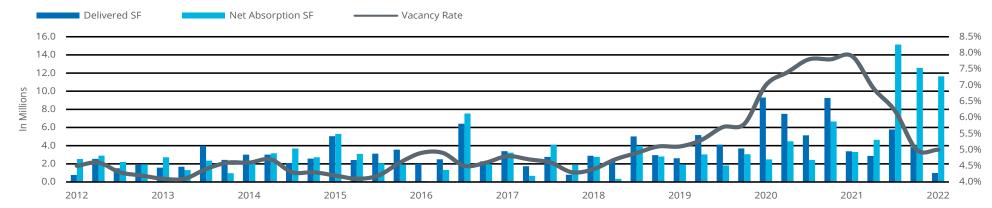


OVERALL VACANCY RATE BY PRODUCT TYPE



Source: CoStar. Transwestern

DELIVERY IMPACT ON KEY INDICATORS



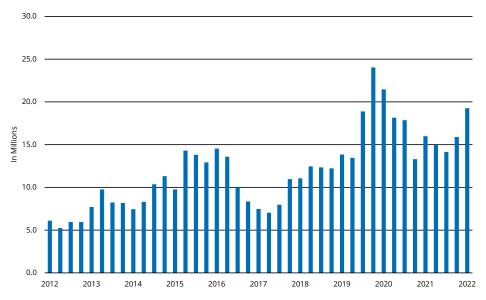
T

UNDER CONSTRUCTION

Warehouse/Distribution Completions, Construction Starts Sum Up Q1 2022

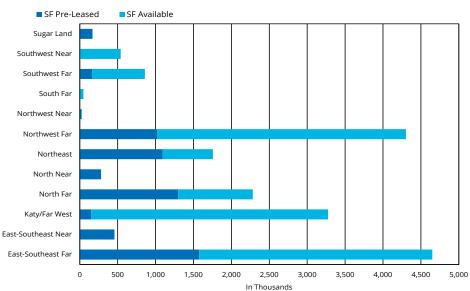
- Houston's industrial construction pipeline is sustaining the rate that first began five years ago, rounding out the first quarter at nearly 20 million square feet, an increase of approximately 3.4 million square feet quarterover-quarter. Deliveries this period totaled nearly 1.0 million throughout eight submarkets: East-Southeast Far, Katy/Far West, North Far, Northwest Far, Northwest Near, South Far, Southwest Far and Sugar Land.
- Properties completed during the first quarter include VXGI, Inc.'s 240,000 square foot build-to-suit manufacturing facility coming online at Technology Dr. in the North Far submarket while Elliot Electric Supply's 218,213 square feet build-to-suit warehouse/distribution property was finished at 7929 N Sam Houston Pky. W in the Northwest Far submarket.
- Fueled by robust population gains, strong regional and U.S. consumer spending and Houston's emergence as a primary distribution market, five out of nine of local industrial submarkets each have more than one million square feet under construction despite rising construction costs for material, labor, and land. The three most active markets include East-Southeast-Far where more than 4.6 million square feet of warehouse/distribution space is underway, followed by Northwest Far's 4.3 million square feet and the Katy/Far West with 3.4 million square feet (nearly all of it being warehouse/distribution space).
- New building announcements include Macy's plans to complete nearly a one million square foot distribution center in the Northwest Far submarket. The new build-to-suit facility is being developed by Houston-based by Lovett Industrial and New York-based Clarion Partners at the corner of Highway 249 and Rocky Road, directly south of Grand Parkway. Another million square foot construction announcement this quarter included Walmart's expansion of its Baytown campus located 4633 Borusan Road, scheduled to open in the third quarter, making it the retail giant's fourth Baytown industrial location.

UNDER CONSTRUCTION



Source: CoStar, Transwestern

UNDER CONSTRUCTION BY SUBMARKET



Source: CoStar, Transwestern

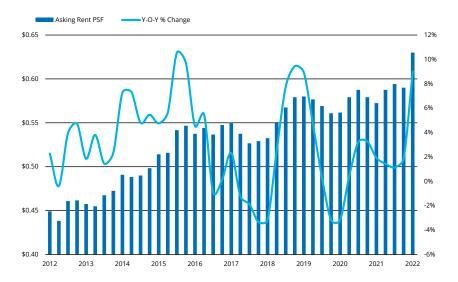


RENTAL RATES

Rents to Surge Past Pre-COVID Levels

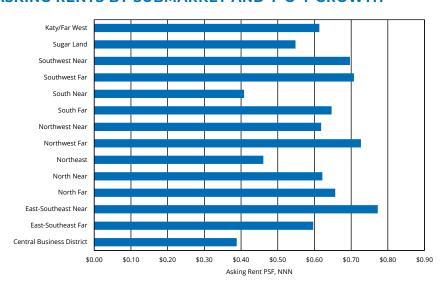
- Houston triple-net industrial rents repeated their prolonged growth pattern this quarter, pushing past a new asking high per square foot and a percent rate of change last seen in 2019 prior to the pandemic. By quarter close, asking rents weighed in at \$0.63/MO NNN PSF, rising from \$0.59/MO NNN PSF in Q4 2021.
- As a space alternative from traditional office space, Flex/R&D properties maintain Houston's highest metro asking rates but decreased quarter-over-quarter with the most recent measures pulling back \$0.65/MO NNN PSF from \$0.75/MO NNN as demand for back-office staffing operations cooled coming out of the COVID pandemic alongside the emergence of hybrid work schedules and the rise of telecommuting. Manufacturing and warehouse/ distribution rates continue to rise throughout the metro, with asking rent reaching \$0.58/MO NNN and \$0.63/MO NNN PSF, respectively.
- Led by simultaneous escalations in region-wide tenant demand and new development activity, Houston industrial rents are forecast to continue their robust patterns of growth this year. The rising costs for construction materials and raw land are the primary reason for the spiking rent increases but heavy-duty tenant demand coupled with a shrinking vacancy rate have given even more fuel to the rate of rent escalations where net absorption has been outpacing space completions during every quarter since the COVID pandemic began.

ASKING RENT



Source: CoStar. Transwestern

ASKING RENTS BY SUBMARKET AND Y-O-Y GROWTH



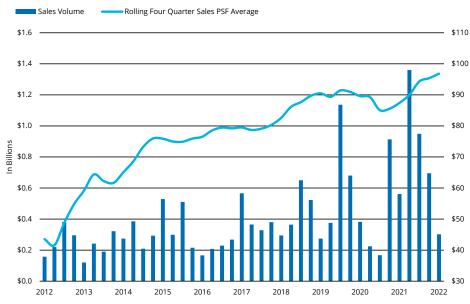


SALES

Institutions Start Off to a Busy Year, Acquiring Nearly 157M SF

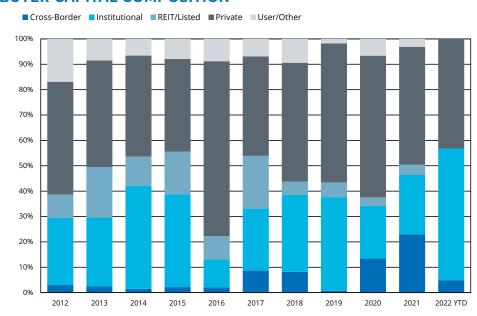
- Industrial property investors completed 28 Houston metro property sales during Q1 2022 with acquisitions averaging \$99 per square foot, up from \$95 per square foot in Q4 2021 and this time last year.
- According to Real Capital Analytics, the buyer's capital composition yielded changes for key investors during the first 90-days of 2022. Institutional investors comprised the most active buyer pool by purchasing a net of 156.8 million square feet of assets totaling 51.9 percent of quarterly market acquisitions, an increase of 27 percent from year end 2021. Meanwhile, private investors held steady with their share of total acquisitions equating to 43.2 percent of quarterly acquisitions, a gross total of 130.6 million square feet. International investors accounted for only 4.9 percent of capital sales volume, or 14.8 million square feet, noticeably off their 25 percent hold on total purchases at year-end 2021. On the flip side, REITs concluded the quarter with being net sellers, a position sustained over 2021, disposing of nearly 144 million square feet this quarter.
- Mapei Group, an international company in the field of adhesives, sealants, and chemical products, acquired Sheldon Business Park in the Northeast submarket. The Class A, 214,000 square foot distribution facility is located on the corner of Beltway 8 and S Lake Houston Pkwy. BV Archway Real Estate Income Fund, a real estate portfolio comprised of triple net leased assets, acquired 650 Gellhorn Dr in the Northeast submarket. The Class B, 161,626 square foot, warehouse facility is located on the corner of IH-10 and Gellhorn Dr., within the East-Southeast Far submarket while Brad Porter, a commercial real estate law firm, purchased the Clear Lake Business Center, a Class C, 149,005 square foot, warehouse facility located on the corner Galveston Rd. and El Dorado Blvd.

SALES VOLUME



Source: Real Capital Analytics, Transwestern

BUYER CAPITAL COMPOSITION



Source: Real Capital Analytics, Transwestern



NOTABLE REPORTED LEASES

| TENANT | ADDRESS | SUBMARKET | ТҮРЕ | SF LEASED |
|----------------------------------|---------------------------|----------------------|------|-----------|
| MACY'S | Interchange 249 | Northwest Far | New | 908,684 |
| ARTICLE FURNITURE | 2737 W Grand Pky N | East-Southeast Far | New | 507,225 |
| NFI INDUSTRIES | 5335 Cedar Port Pky | East-Southeast Far | New | 341,000 |
| WSS/FOOTLOCKER | 15789 Aldine Westfield Rd | North Far | New | 219,534 |
| OVERLAND DISTRIBUTION, INC. | 1701 S 16th St | East-Southeast Far | New | 206,369 |
| PETROLEUM SERVICE COPORATION | 2700 East Fwy | East-Southeast Far | New | 205,878 |
| WIN.IT AMERICA | 11142 Beltline Rd | North Far | New | 173,794 |
| ACCREDO PACKAGING, INC. | 500 Industrial Blvd | Sugar Land/Southwest | New | 163,230 |
| SHOWCASE WINDOW AND DOOR COMPANY | S Sam Houston Pky W | Southwest Near | New | 137,366 |
| SUTONG | 32303 US Highway 90 | Katy/Far West | New | 133,900 |
| SERV WARE | 8708 W Little York Rd | Northwest Far | New | 132,158 |
| BUSKE LOGISTICS | 8550 Market St | Southeast Near | New | 116,173 |
| EMBARK TRUCKS | 500 Morris Oliver Way | Katy/Far West | New | 98,700 |

SOURCE: Transwestern Research.

= Transwestern transaction

NOTABLE SALES

| PROPERTY | SUBMARKET | BUILDING SF | BUYER | SELLER |
|---------------------------|--------------------|-------------|------------------------------------|--|
| 12732 N LAKE HOUSTON PKY | Northeast | 214,300 | Mapei | Clay Development |
| 650 GELLHORN DR 🖬 | Northwest Near | 161,626 | BV Archway Real Estate Income Fund | BlueLinx |
| 15502 OLD GALVESTON RD | East-Southeast Far | 149,005 | Brad Porter | NAI Partners Capital, NAI Partners Houston |
| 1203 THOMPSON PARK DR | East-Southeast Far | 121,020 | Samuel Lapa | Adkisson Dev Grp |
| 4525 KENNEDY COMMERCE DR | North Near | 121,000 | Equus Capital Partners | Prologis |
| 1416 N SAM HOUSTON PKWY E | North Near | 118,736 | Equus Capital Partners | Prologis |

SOURCE: Transwestern Research.

= Transwestern transaction

WHY OUR METHODOLOGY IS THE BEST INDICATOR OF CURRENT MARKET CONDITIONS



| SUBMARKET | INVENTORY SF | DIRECT VACANT SF | DIRECT VACANCY RATE | OVERALL VACANCY RATE | UNDER CONSTRUCTION SF | NET ABSORPTION SF | ROLLING 4-QTR ABSORPTION SF | ASKING RENT NNN, MONTHLY | | |
|-----------------------------------|---------------------------|---------------------|------------------------|-------------------------|-----------------------------|----------------------|--------------------------------|--------------------------------|--|--|
| | CENTRAL BUSINESS DISTRICT | | | | | | | | | |
| FLEX/R&D | 362,552 | - | - | - | - | - | 18,000 | - | | |
| MANUFACTURING | 5,300,741 | 44,000 | 0.8% | 0.8% | - | - | 89,000 | \$0.39 | | |
| WAREHOUSE/DISTRIBUTION | 19,680,326 | 722,142 | 3.7% | 5.6% | - | 105,000 | -109,000 | \$0.40 | | |
| TOTAL - CENTRAL BUSINESS DISTRICT | 25,343,619 | 766,142 | 3.0% | 4.5% | - | 105,000 | -2,000 | \$0.39 | | |
| | | | EAST-SOUTH | HEAST FAR | | | ' | | | |
| FLEX/R&D | 1,480,273 | 129,608 | 8.8% | 8.8% | - | -8,000 | -46,000 | \$0.89 | | |
| MANUFACTURING | 7,495,591 | 599,883 | 8.0% | 8.0% | - | -291,000 | 10,000 | \$0.53 | | |
| WAREHOUSE/DISTRIBUTION | 67,022,698 | 3,333,900 | 5.0% | 5.1% | 4,650,529 | 1,523,000 | 6,745,000 | \$0.60 | | |
| TOTAL - EAST-SOUTHEAST FAR | 75,998,562 | 4,063,391 | 5.3% | 5.5% | 4,650,529 | 1,224,000 | 6,709,000 | \$0.60 | | |
| | | | EAST-SOUTH | EAST NEAR | | | | | | |
| FLEX/R&D | 361,108 | - | - | - | - | 3,000 | 3,000 | - | | |
| MANUFACTURING | 9,746,154 | 27,620 | 0.3% | 0.3% | - | 2,000 | 386,000 | \$0.49 | | |
| WAREHOUSE/DISTRIBUTION | 19,397,083 | 1,205,935 | 6.2% | 6.4% | 457,400 | 498,000 | 1,332,000 | \$0.93 | | |
| TOTAL - EAST-SOUTHEAST NEAR | 29,504,345 | 1,233,555 | 4.2% | 4.3% | 457,400 | 503,000 | 1,721,000 | \$0.77 | | |
| | | | KATY/FA | R WEST | | | | | | |
| FLEX/R&D | 1,282,037 | 283,532 | 22.1% | 22.1% | 26,250 | -13,000 | -5,000 | \$1.17 | | |
| MANUFACTURING | 1,193,593 | 161,820 | 13.6% | 13.6% | - | - | -134,000 | \$0.74 | | |
| WAREHOUSE/DISTRIBUTION | 25,481,450 | 1,821,473 | 7.1% | 7.2% | 3,405,746 | 810,000 | 3,723,000 | \$0.58 | | |
| TOTAL - KATY/FAR WEST | 27,957,080 | 2,266,825 | 8.1% | 8.2% | 3,431,996 | 797,000 | 3,584,000 | \$0.71 | | |



| SUBMARKET | INVENTORY SF | DIRECT VACANT SF | DIRECT VACANCY RATE | OVERALL VACANCY RATE | UNDER CONSTRUCTION SF | NET ABSORPTION SF | ROLLING 4-QTR ABSORPTION SF | ASKING RENT NNN, MONTHLY | |
|------------------------|--------------|---------------------|------------------------|-------------------------|-----------------------------|----------------------|--------------------------------|--------------------------------|--|
| NORTH FAR | | | | | | | | | |
| FLEX/R&D | 7,926,966 | 635,536 | 8.0% | 8.7% | - | -111,000 | 542,000 | \$0.70 | |
| MANUFACTURING | 11,051,267 | 130,781 | 1.2% | 1.2% | - | 366,000 | 649,000 | \$0.64 | |
| WAREHOUSE/DISTRIBUTION | 66,607,085 | 3,918,034 | 5.9% | 6.1% | 2,281,936 | 1,138,000 | 6,874,000 | \$0.66 | |
| TOTAL - NORTH FAR | 85,585,318 | 4,684,351 | 5.5% | 5.7% | 2,281,936 | 1,393,000 | 8,065,000 | \$0.66 | |
| | | | NORTH | NEAR | ' | | | | |
| FLEX/R&D | 928,887 | 86,195 | 9.3% | 9.3% | - | -3,000 | 24,000 | \$0.62 | |
| MANUFACTURING | 2,872,307 | - | - | - | - | 46,000 | 105,000 | \$0.65 | |
| WAREHOUSE/DISTRIBUTION | 15,532,585 | 1,079,255 | 6.9% | 6.9% | 280,620 | -443,000 | 1,174,000 | \$0.62 | |
| TOTAL - NORTH NEAR | 19,333,779 | 1,165,450 | 6.0% | 6.0% | 280,620 | -400,000 | 1,303,000 | \$0.62 | |
| | | | NORTH | IEAST | | | | | |
| FLEX/R&D | 311,869 | 11,027 | 3.5% | 3.5% | - | 1,000 | 9,000 | \$0.71 | |
| MANUFACTURING | 8,480,320 | - | - | - | 308,043 | 132,000 | 655,000 | \$0.44 | |
| WAREHOUSE/DISTRIBUTION | 28,989,534 | 1,908,660 | 6.6% | 6.6% | 1,448,249 | 506,000 | 2,059,000 | \$0.46 | |
| TOTAL - NORTHEAST | 37,781,723 | 1,919,687 | 5.1% | 5.1% | 1,756,292 | 639,000 | 2,723,000 | \$0.46 | |
| | | | NORTHW | EST FAR | | | · | | |
| FLEX/R&D | 3,876,412 | 239,400 | 6.2% | 6.2% | - | -57,000 | 102,000 | \$0.90 | |
| MANUFACTURING | 15,145,916 | 381,586 | 2.5% | 3.1% | - | -158,000 | 197,000 | \$0.64 | |
| WAREHOUSE/DISTRIBUTION | 54,033,517 | 2,869,631 | 5.3% | 5.4% | 4,302,507 | 1,748,000 | 5,466,000 | \$0.74 | |
| TOTAL - NORTHWEST FAR | 73,055,845 | 3,490,617 | 4.8% | 5.0% | 4,302,507 | 1,533,000 | 5,765,000 | \$0.73 | |



| SUBMARKET | INVENTORY SF | DIRECT VACANT SF | DIRECT VACANCY RATE | OVERALL VACANCY RATE | UNDER CONSTRUCTION SF | NET ABSORPTION SF | ROLLING 4-QTR ABSORPTION SF | ASKING RENT NNN, MONTHLY | |
|------------------------|--------------|---------------------|------------------------|-------------------------|-----------------------------|----------------------|--------------------------------|--------------------------------|--|
| NORTHWEST NEAR | | | | | | | | | |
| FLEX/R&D | 9,846,066 | 832,331 | 8.5% | 9.0% | - | 604,000 | 125,000 | \$0.71 | |
| MANUFACTURING | 9,160,016 | 521,454 | 5.7% | 5.9% | 28,000 | -119,000 | -216,000 | \$0.62 | |
| WAREHOUSE/DISTRIBUTION | 59,966,217 | 1,917,136 | 3.2% | 3.3% | - | 708,000 | 2,532,000 | \$0.60 | |
| TOTAL - NORTHWEST NEAR | 78,972,299 | 3,270,921 | 4.1% | 4.3% | 28,000 | 1,193,000 | 2,441,000 | \$0.62 | |
| | | | SOUTH | I FAR | | | | | |
| FLEX/R&D | 986,209 | - | - | - | - | - | 8,000 | \$1.50 | |
| MANUFACTURING | 6,806,698 | 154,290 | 2.3% | 2.3% | - | 36,000 | 44,000 | \$0.60 | |
| WAREHOUSE/DISTRIBUTION | 21,668,247 | 436,086 | 2.0% | 6.9% | 48,000 | 475,000 | 1,376,000 | \$0.62 | |
| TOTAL - SOUTH FAR | 29,461,154 | 590,376 | 2.0% | 5.6% | 48,000 | 511,000 | 1,428,000 | \$0.65 | |
| | | | SOUTH | NEAR | | | | | |
| FLEX/R&D | 927,010 | 73,423 | 7.9% | 8.1% | - | 50,000 | 58,000 | \$0.69 | |
| MANUFACTURING | 1,652,479 | - | - | - | - | 95,000 | 229,000 | \$0.32 | |
| WAREHOUSE/DISTRIBUTION | 7,795,329 | 247,725 | 3.2% | 3.2% | 457,400 | 19,000 | 447,000 | \$0.39 | |
| TOTAL - SOUTH NEAR | 10,374,818 | 321,148 | 3.1% | 3.1% | 457,400 | 164,000 | 734,000 | \$0.41 | |
| | | | SOUTHW | EST FAR | | | , | | |
| FLEX/R&D | 1,778,777 | 265,116 | 14.9% | 14.9% | - | 21,000 | 52,000 | \$0.61 | |
| MANUFACTURING | 1,829,793 | 80,000 | 4.4% | 4.4% | 444,680 | 19,000 | -51,000 | \$0.84 | |
| WAREHOUSE/DISTRIBUTION | 12,985,286 | 1,395,075 | 10.7% | 10.8% | 414,568 | 181,000 | 1,796,000 | \$0.70 | |
| TOTAL - SOUTHWEST FAR | 16,593,856 | 1,740,191 | 10.5% | 10.5% | 859,248 | 221,000 | 1,797,000 | \$0.72 | |



| SUBMARKET | INVENTORY SF | DIRECT VACANT SF | DIRECT VACANCY RATE | OVERALL VACANCY RATE | UNDER CONSTRUCTION SF | NET ABSORPTION SF | ROLLING 4-QTR ABSORPTION SF | ASKING RENT NNN, MONTHLY | |
|------------------------|----------------|---------------------|------------------------|-------------------------|-----------------------------|----------------------|--------------------------------|--------------------------------|--|
| | SOUTHWEST NEAR | | | | | | | | |
| FLEX/R&D | 5,442,921 | 266,356 | 4.9% | 5.0% | - | 287,000 | 196,000 | \$0.91 | |
| MANUFACTURING | 3,237,844 | 136,972 | 4.2% | 4.2% | - | 25,000 | 105,000 | \$0.50 | |
| WAREHOUSE/DISTRIBUTION | 28,181,999 | 1,839,273 | 6.5% | 6.6% | 540,124 | 317,000 | 1,443,203 | \$0.68 | |
| TOTAL - SOUTHWEST NEAR | 36,862,764 | 2,242,601 | 6.1% | 6.2% | 540,124 | 629,000 | 1,744,203 | \$0.70 | |
| | | | SUGAR | LAND | | | | | |
| FLEX/R&D | 2,254,292 | 103,423 | 4.6% | 4.6% | - | - | 29,000 | \$0.93 | |
| MANUFACTURING | 1,973,516 | - | - | - | - | - | 472 | - | |
| WAREHOUSE/DISTRIBUTION | 18,246,954 | 375,932 | 2.1% | 2.6% | 168,000 | 3,129,000 | 5,749,816 | \$0.56 | |
| TOTAL - SUGAR LAND | 22,474,762 | 479,355 | 2.1% | 2.6% | 168,000 | 3,129,000 | 5,779,288 | \$0.57 | |
| | | | HOUS | TON | | | | | |
| FLEX/R&D | 37,765,379 | 2,925,947 | 7.7% | 8.1% | 26,250 | 774,000 | 1,096,000 | \$0.65 | |
| MANUFACTURING | 85,946,235 | 2,238,406 | 2.6% | 2.7% | 780,723 | 153,000 | 2,066,000 | \$0.58 | |
| WAREHOUSE/DISTRIBUTION | 445,588,310 | 23,070,257 | 5.2% | 5.6% | 18,455,079 | 10,714,000 | 44,428,000 | \$0.63 | |
| TOTAL - HOUSTON | 569,299,924 | 28,234,610 | 5.0% | 5.3% | 19,262,052 | 11,641,000 | 47,590,000 | \$0.63 | |

SOURCE Inventory and vacancy from analysis of CoStar data, net absorption computed by Transwestern NOTE Includes buildings 25,000 SF RBA and greater, does not include buildings under construction or owned by the government

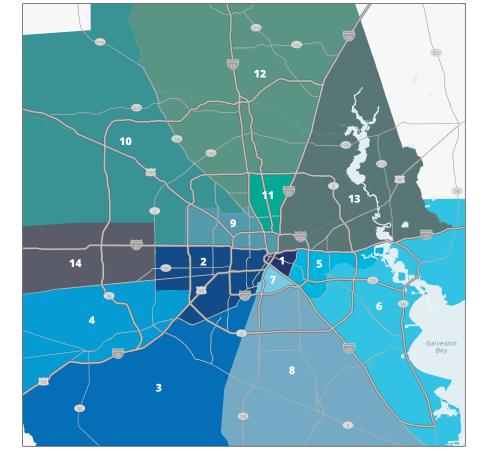


RESEARCH METHODOLOGY

The information in this report is the result of a compilation of information on office properties located in the Houston metropolitan area. This report includes Warehouse/distribution, Flex and Manufacturing properties 25,000 SF and larger and analyzes leasing, renewal, representative investment sales activity.

ABOUT TRANSWESTERN

The privately held Transwestern companies have been delivering a higher level of personalized service and innovative real estate solutions since 1978. An integrated approach formed from fresh ideas drives value for clients across commercial real estate services, development, investment management and opportunistic programs for highnet-worth investors. The firm operates through 30+ U.S. offices and global alliances with BNP Paribas Real Estate and Devencore. Learn more at transwestern.com and @Transwestern.



Houston Industrial Submarkets

1 Houston CBD

Southwest

2 Southwest Near

3 Southwest Far

4 Sugar Land/Southwest

Southeast

5 East-Southeast Near

6 East-Southeast Far

6 East South

7 South Near

8 South Far

South Fai

Northwest

9 Northwest Near

10 Northwest Far

North

11 North Near

12 North Far

Northeast

Northeast

West

14 Katy/Far West

FOR MORE INFORMATION

Robert Kramp

Vice President Research & Investment Analytics

Robert.Kramp@transwestern.com 713.270.3346

Harrison Owens

Analyst

Research & Investment Analytics

Harrison.Owens@transwestern.com 713.270.3338

Chris Trimble

Analyst

Research & Investment Analytics

Chris.Trimble@transwestern.com

713.270.4331

Copyright © 2022 Transwestern. All rights reserved. No part of this work may be reproduced or distributed to third parties without written permission of the copyright owner. The information contained in this report was gathered by Transwestern from CoStar and other primary and secondary