



SIGNIFICANT LEASE DEALS

Address	Submarket/City	Square Feet	Tenant
411 Brisbane St	Sough Hwy 6 Ind	345,100	Eugene B. Smith & Co.
28420 West Ten Blvd	Northwest Outliers Ind	238,000	Amazon.com Services
300 S. Sheldon Rd	East I-10 Outer Loop Ind	180,000	Gerber Plumbing Fixtures

SIGNIFICANT BUILDING SALES

Address City	Sale Value Type of Sale	PPSF Cap Rate	SF Class	Buyer Seller
235 N. Norood St Downtown Houston Ind	- Investment	-	325,000 Class C	Lovett Commercial Farm Brothers Coffee
8620 S. Sam Houston Pky Soughwest Far Ind	- Investment	-	310,010 Class A	The Blackstone Group Colony Capital, Inc.
12001 N. Houston Rosslyn Hwy 290/Tomball Pky Ind	- Investment	-	301,127 Class B	- Archrock

LARGEST DELIVERIES

Address	Submarket/City	SF	Developer
Hwy 90 Costco Wholesale Dist	Katy	548,519	Jackson Dean Const
8230 Stedman St	Houston	526,094	NorthPoint Dev.
Hwy 99 & Fisher Rd	Baytown	352,559	Clay Dev. & Const.


LARGEST UNDER CONSTRUCTION

Address	Submarket/City	SF	Delivery Date
I-10 - Medline	Katy	1,300,000	Dec 2020
Fallbrook Dr - Coca Cola	Houston	1,000,000	Feb 2020
950 Conroe Park West - Five Below	Conroe	860,000	Dec 2020

TOTAL INDUSTRIAL MARKET STATISTICS


	Vacancy Rate	Avg. SF Rental Rates GRS	Net SF Absorption	SF Inventory	SF Under Construction
Q4 2019	6.80%	\$7.23	2,353,725	645,880,693	19,094,086
Q3 2019	6.50%	\$7.38	935,974	641,042,645	18,511,640
Q2 2019	6.00%	\$7.37	2,309,639	637,193,603	14,338,634
Q1 2019	5.60%	\$7.32	2,395,525	631,555,509	15,397,856
Q4 2018	5.50%	\$7.27	1,937,660	628,233,090	14,413,105

 **2,353,725** NET ABSORPTION SF

 **6.80%** VACANCY
39,599,923 SF

 **\$7.23** AVG. ASKING RATE PSF GROSS

 **4,812,407** DELIVERIES
90 Buildings

 **19,094,086** UNDER CONSTRUCTION
191 Buildings

THOMAS LEGER, SIOR, Principal

Institutional investment in the Houston area continues to grow with over 19 million SF of industrial property currently under construction, the majority of which being large distribution buildings. Overall, roughly 2 million SF of industrial property was absorbed during the fourth quarter 2019, ranking Houston among the nation's top 10 metros. Many investment deals through our office are traded off-market and usually close within a few weeks of a signed lease or completion of a tenant build-out.