



FOR SALE

Retail/Office Investment Property Available in the Popular
South Lamar Corridor

2330 S Lamar Blvd, Austin, TX 78704



Table of Contents

04 Investment
Summary

06 Property
Information

20 Financial
Overview

26 Location
Overview

34 Market
Overview

Executive Summary

Colliers is pleased to present the Mirabeau Retail/Office project on South Lamar for sale to investors or owner/user buyers looking to own their own building in an incredible location.

Mirabeau is a 30,100 square foot creative office and retail building, ideally located on Austin’s bustling South Lamar “SOLA” corridor. Built-in 2018, the property offers modern construction and an impressive range of nearby amenities, making it a prime choice for office users seeking space in one of Austin’s most vibrant areas. The second and third floors of Mirabeau each feature 10,699 square feet (21,398 total square feet) of beautifully finished office space, including outdoor balconies on each floor, ready to be tailored to your business needs. The current office lease expires September 30, 2025 offering buyers time to plan for renovations to the space or market the space to new tenants.

The first floor of the building is leased to a mix of dynamic retail tenants, including Y7 Fitness, EarthWise Pet, Deca Dental, and BE Fit Modern Pilates. The retail lease expirations are balanced with a weighted average lease term of 4.16 years.

Mirabeau is located on South Lamar, just 2 miles south of downtown and 1.7 miles west of South Congress. The project offers immediate north/south accessibility along Lamar Boulevard, and it is approximately 1.5 miles north of the prominent East/West corridor of Hwy 290/71. Mirabeau’s premier location puts it within immediate proximity to multiple iconic “SOLA” establishments such as Loro, Black Sheep Lodge, Uchi Sushi, Matt’s El Rancho and The Broken Spoke. Mirabeau offers excellent visibility and signage opportunities for users along South Lamar Blvd. The Barton Hills, Zilker and Bouldin Creek neighborhoods surrounding the property are some of the most desirable in Austin with high average incomes and residential real estate prices. The large Brodie Oaks Redevelopment is 1.3 miles to the South. At full completion it will have 1,260,000 SF of office space, 1,700 residential units, restaurants and retail space.



| Property Description | |
|----------------------|--|
| Address | 2300 S Lamar Blvd. |
| Building Area | 30,100 SF |
| Year Built | 2018 |
| Stories | 3 |
| Elevator | Yes |
| Sprinkler | Yes |
| Parking | 3.0/1,000 |
| Zoning | Most of this site is CS. A small section in NW corner of the office space is LO. |
| Floodplain | None |

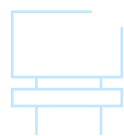
01

THE PROPERTY





Property Highlights



High Visibility Signage

Exceptional signage opportunities along South Lamar, ensuring your business stands out.



Prime Location

Just minutes from downtown Austin and South Congress, in the sought-after 78704 zip code.



Abundant Amenities

A wealth of nearby dining, retail, and fitness options, all within walking distance.

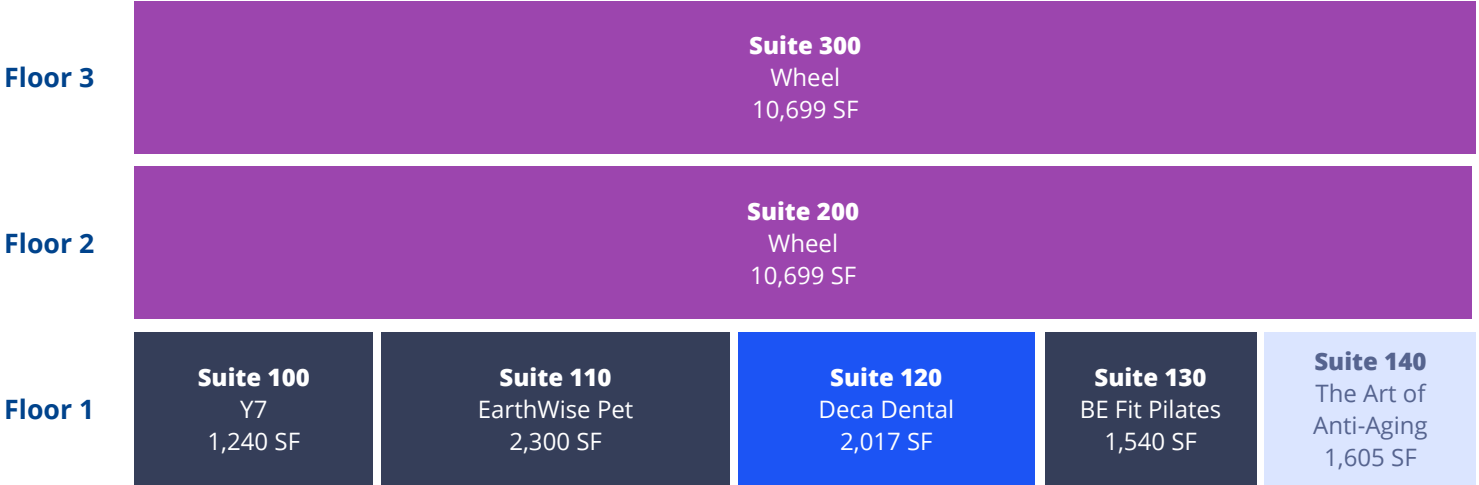


Newer Construction

Modern, high-quality finishes with excellent natural light throughout the property.



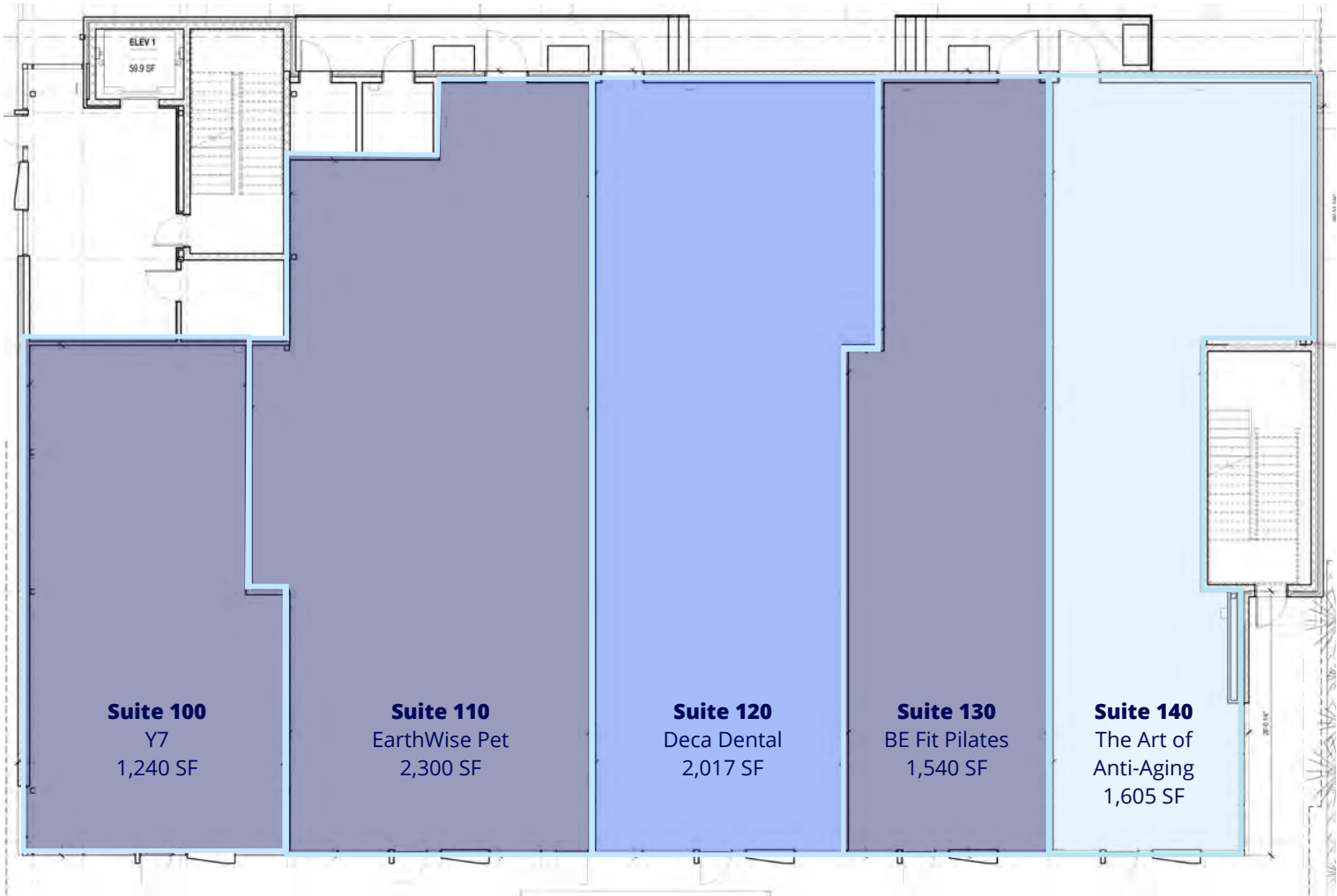
Stacking Plan



| Lease Expirations Key | | | | |
|-----------------------|--------|-------|-------|-------|
| Year | 2025 | 2028 | 2029 | 2030+ |
| Total SF | 21,398 | 2,017 | 1,605 | 5,080 |

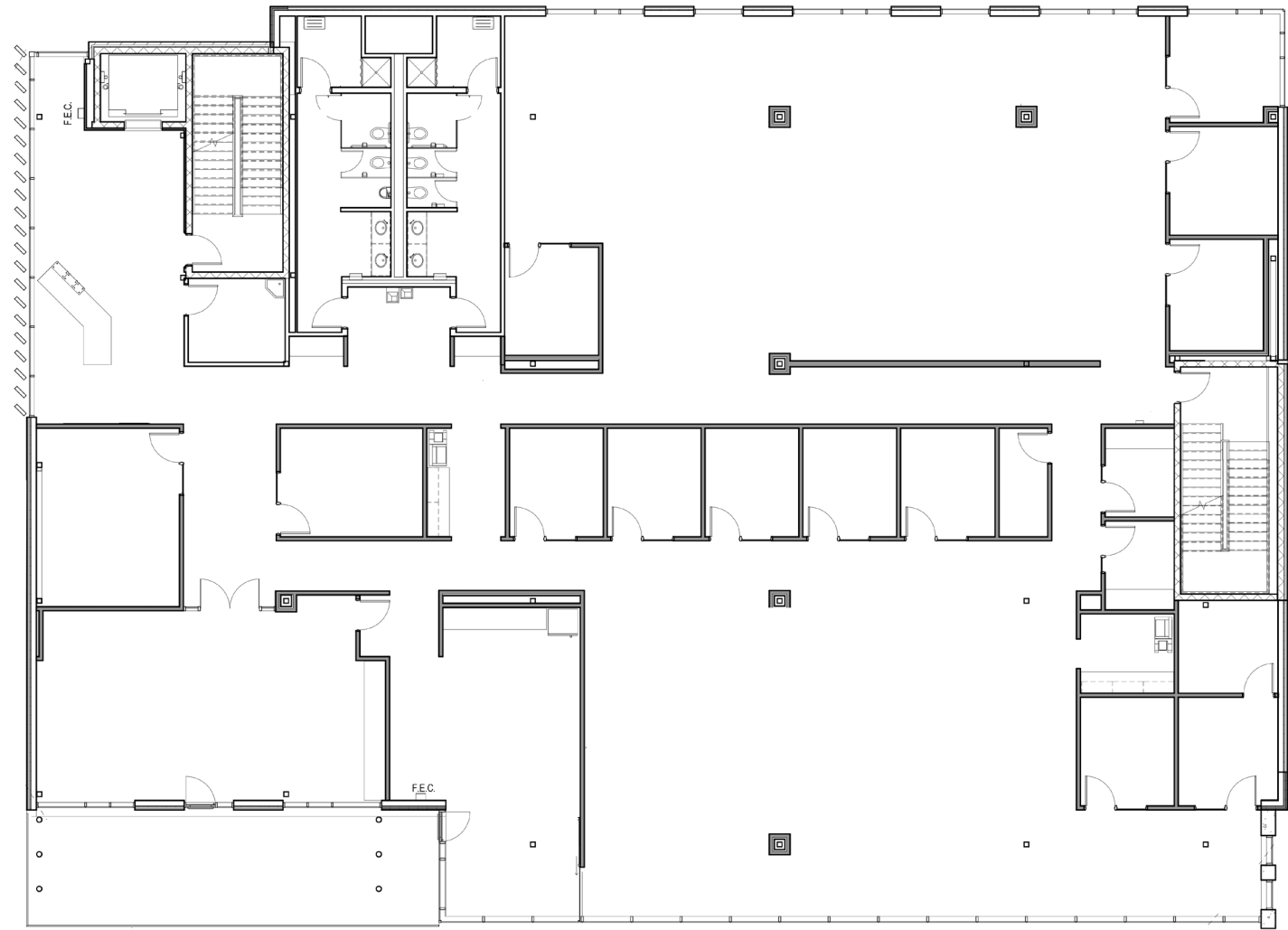
Floor Plan | Level 1

First Floor Retail



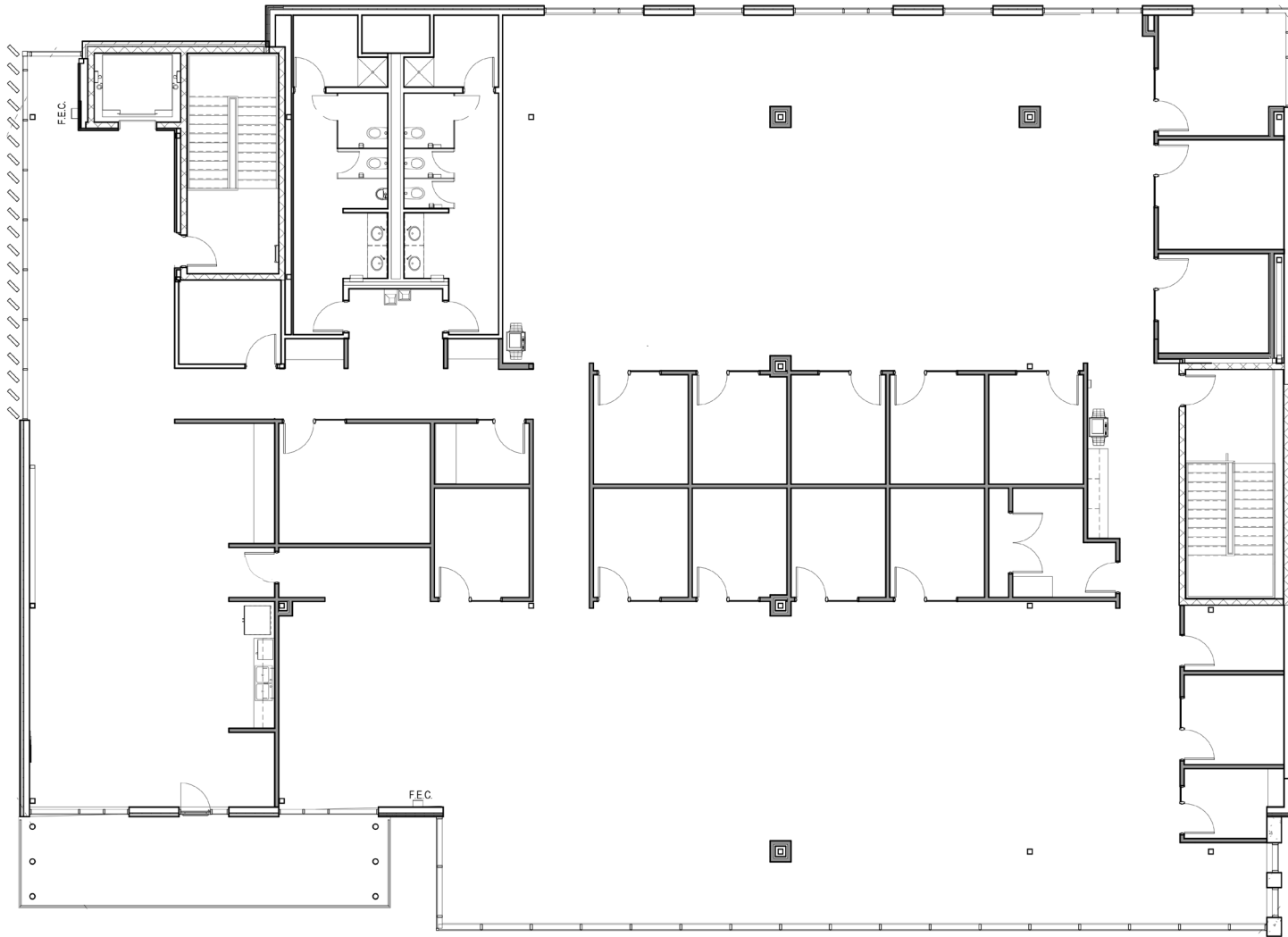
Floor Plan | Level 2

Second Floor Office Space



Floor Plan | Level 3

Third Floor Office Space



Rent Roll

| Suite | Tenant | Expiration | Yearly Base Rate / SF | SF | Lease Structure | Yearly Base Rent | Yearly Base Rent PSF |
|-------------------|-------------------------------|------------|-----------------------|--------|-----------------|------------------|----------------------|
| 100 | Y7 | 12/31/2034 | \$45.00 | 1,240 | NNN | \$56,475.00 | \$45.54 |
| 110 | EarthWise Pet | 8/31/2035 | \$44.16 | 2,300 | NNN | \$103,758.75 | \$45.11 |
| 120 | Deca Dental | 8/31/2028 | \$42.45 | 2,017 | NNN | \$88,005.07 | \$43.63 |
| 130 | BE Fit Pilates | 7/31/2035 | \$40.00 | 1,540 | NNN | \$77,160.42 | \$50.10 |
| 140 | The Art of Anti-Aging | 12/31/2029 | \$36.00 | 1,605 | NNN | \$61,116.22 | \$38.08 |
| 200/300 | Nexstar (subleasing to Wheel) | 9/30/2025 | \$39.00 | 21,398 | NNN | \$818,473.50 | \$38.25 |
| Subtotal | | | | 30,100 | | \$1,196,892 | \$40.32 |
| Reagan Billboards | | 12/31/2054 | | | | \$8,712 | \$- |
| | | | | | | | |
| | Total | | | | | \$1,213,700.96 | |

Ground Lease

The Property for sale contains two separate legal lots:

- 1.**0.25 acre parcel** owned fee simple at the hard corner of S Lamar Blvd and Bluebonnet Lane.
- 2.**1.0285 acre parcel** owned by a 3rd party subject to a ground lease as outlined below. The owner of the land has owned it for many years and does not have any interest in selling at this time. The owner of the land is in no way affiliated with the owner of the Property. The ground lease term expires 7/31/2055 with 4 x 5 year options to renew at market rates which would carry the term through 7/31/2075. The ground lease contains a Right of First Refusal with a 15 day notice period and a 90 day close period. If the owner of the land wants to sell the property, they must first offer it to the groundlessee first.

| Amount/Year | |
|-------------------------|--------------------------------|
| Base Rent: | |
| 08/01/2020 - 07/31/2025 | \$137,200.00 |
| 08/01/2025 - 07/31/2030 | \$148,420.00 |
| 08/01/2030 - 07/31/2035 | \$160,762.00 |
| 08/01/2035 - 07/31/2040 | \$174,338.20 |
| 08/01/2040 - 07/31/2045 | \$189,272.08 |
| 08/01/2045 - 07/31/2050 | \$205,699.36 |
| 08/01/2050 - 07/31/2055 | \$223,769.32 |
| Option Years Base Rent: | |
| 08/01/2055 - 07/31/2060 | set by the "Appraisal Process" |
| 08/01/2060 - 07/31/2065 | set by the "Appraisal Process" |
| 08/01/2065 - 07/31/2070 | set by the "Appraisal Process" |
| 08/01/2070 - 07/31/2075 | set by the "Appraisal Process" |



* The “Appraisal Process” shall be: Landlord and Tenant shall each select and appraiser. Those two appraisers shall select a third appraiser. All three appraisers will conduct independent market rent appraisals and the finding of all three shall be averaged to produce the rent rate for the first extension period. The cost of the appraisals shall be split equally between Landlord and Tenant. Landlord and Tenant shall order appraisals by September 1, 2053 and Tenant shall have the later of 30 days from receiving the appraisals or January 31, 2054 to elect whether or not to exercise its extension option.

Tenant Profiles



Y7

Y7 Studio, founded in 2013, redefines yoga with its “Sweat, Stretch, and Flow” approach, blending traditional practices with beat-driven playlists in candlelit, heated studios. Focused on accessibility and self-expression, it fosters a welcoming community for all skill levels.

| | | |
|------------------|------------|-----------------|
| | | |
| 12.31.34 | 1,240 SF | \$45.54 |
| Lease Expiration | Total Size | Per Square Foot |



EarthWise Pet

EarthWise Pet is dedicated to improving pets’ lives through high-quality nutrition, holistic care, and top-notch pet services. Offering carefully selected products and expert advice, EarthWise Pet creates a welcoming space for pet owners seeking healthier options for their furry friends.

| | | |
|------------------|------------|-----------------|
| | | |
| 8.31.35 | 2,300 SF | \$45.11 |
| Lease Expiration | Total Size | Per Square Foot |



Deca Dental

Deca Dental South Lamar provides comprehensive dental care in a welcoming environment, offering a range of services from routine cleanings to advanced procedures. Their patient-focused approach ensures personalized, high-quality treatment for every smile.

| | | |
|------------------|------------|-----------------|
| | | |
| 8.31.28 | 2,017 SF | \$43.63 |
| Lease Expiration | Total Size | Per Square Foot |



BE Fit Modern Pilates

BE Fit Modern Pilates distinguishes itself through a high-intensity, low-impact approach that combines Pilates, cardio, and resistance training, utilizing their signature “Make It Shake” method on X-Former machines.

| | | |
|------------------|------------|-----------------|
| | | |
| 7.31.35 | 1,540 SF | \$50.10 |
| Lease Expiration | Total Size | Per Square Foot |



The Art of Anti-Aging

The Art of Anti-Aging offers personalized, science-backed treatments to help clients achieve natural, youthful results. With a focus on wellness and aesthetics, they provide expert care in a welcoming, client-centered environment.

| | | |
|------------------|------------|-----------------|
| | | |
| 12.31.29 | 1,605 SF | \$38.08 |
| Lease Expiration | Total Size | Per Square Foot |



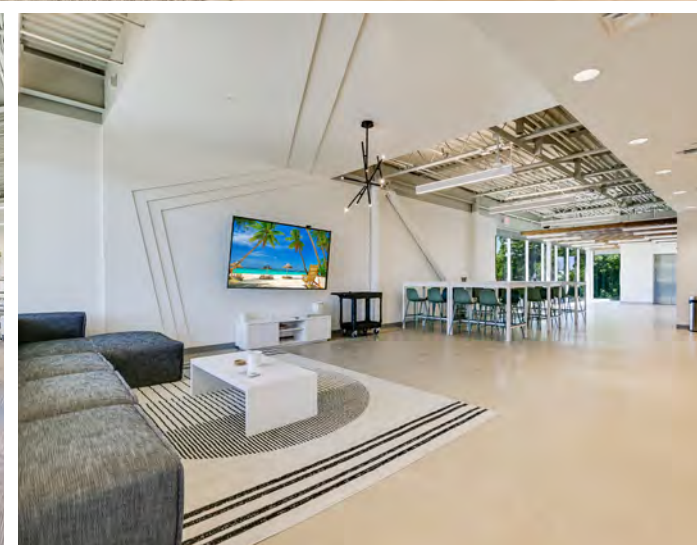
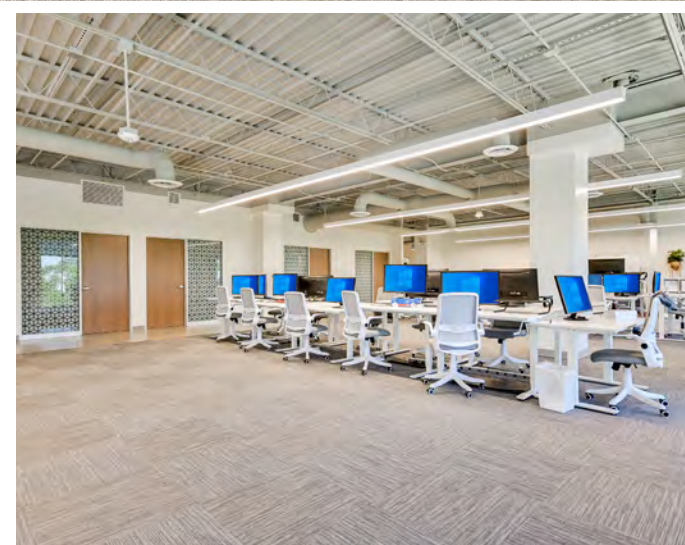
Wheel

Wheel is a virtual care platform revolutionizing healthcare delivery with customizable infrastructure and a nationwide clinician network. Founded in 2018, it focuses on accessible, high-quality care through advanced technology and patient-centric solutions.

| | | |
|------------------|------------|-----------------|
| | | |
| 9.30.25 | 21,398 SF | \$38.25 |
| Lease Expiration | Total Size | Per Square Foot |

Photo Gallery

2nd & 3rd Floor Office Space



02

FINANCIALS



Assumptions & Cash Flow – All Buildings

| Property Info | |
|-------------------|-------------------|
| Property Name | Mirabeau |
| Property Type | Office |
| Property Size | 30,100 |
| Address | 2324 S Lamar Blvd |
| City, State | Austin, TX |
| Zip / Postal Code | 78704 |

| Property Assumptions (Year 1) | |
|-----------------------------------|-------|
| General Inflation | 3.00% |
| Market Inflation | 3.00% |
| Expense Inflation | 3.00% |
| Capital Expenditures (\$/SF/Year) | 0.15 |
| General Vacancy (%) | 5.00% |
| Credit Loss Reserve (%) | 0.00% |

| Operations (Year 1) | Office | Retail |
|-------------------------------|---------|---------|
| Term Length | 5/0 | 5/0 |
| Renewal Probability | 70.00% | 75.00% |
| Months Vacant | 6 | 6 |
| Months Vacant (Blended) | 1.8 | 1.5 |
| Market Base Rent (New) | \$37.00 | \$50.00 |
| Market Base Rent (Renewal) | \$37.00 | \$50.00 |
| Market Base Rent (Blended) | \$37.00 | \$50.00 |
| Free Rent (New) | 4 | 0 |
| Free Rent (Renewal) | 1 | 0 |
| Free Rent (Blended) | 1.6 | 0 |
| Recovery Type | Net | Net |
| Tenant Improvements (New) | \$40.00 | \$20.00 |
| Tenant Improvements (Renew) | \$20.00 | \$10.00 |
| Tenant Improvements (Blended) | \$26.00 | \$12.50 |
| Leasing Commissions (New) | 6.00% | 6.00% |
| Leasing Commissions (Renew) | 6.00% | 6.00% |
| Leasing Commissions (Blended) | 6.00% | 6.00% |



| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Year 6 | Year 7 | Year 8 | Year 9 | Year 10 |
|--------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| For the Years Ending | Sep-2025 | Sep-2026 | Sep-2027 | Sep-2028 | Sep-2029 | Sep-2030 | Sep-2031 | Sep-2032 | Sep-2033 | Sep-2034 |
| Rental Revenue | | | | | | | | | | |
| Potential Base Rent | 1,265,627 | 1,212,942 | 1,242,369 | 1,278,222 | 1,333,199 | 1,391,443 | 1,438,118 | 1,475,512 | 1,518,737 | 1,563,238 |
| Absorption & Turnover Vacancy | -128,000 | -135,913 | 0 | -9,183 | 0 | -7,753 | -157,560 | 0 | 0 | -10,966 |
| Free Rent | -38,708 | -129,117 | 0 | 0 | 0 | 0 | -149,682 | 0 | 0 | 0 |
| Total Rental Revenue | 1,098,919 | 947,912 | 1,242,369 | 1,269,039 | 1,333,199 | 1,383,690 | 1,130,875 | 1,475,512 | 1,518,737 | 1,552,273 |
| Other Tenant Revenue | | | | | | | | | | |
| Total Expense Recoveries | 328,334 | 307,025 | 372,993 | 381,726 | 396,359 | 407,075 | 357,141 | 433,914 | 446,887 | 457,374 |
| Total Tenant Revenue | 1,427,253 | 1,254,936 | 1,615,362 | 1,650,765 | 1,729,558 | 1,790,765 | 1,488,016 | 1,909,427 | 1,965,624 | 2,009,647 |
| Total Vacancy & Credit Loss | -24,337 | -58,620 | -80,768 | -76,067 | -86,478 | -82,476 | -69,316 | -95,471 | -98,281 | -92,835 |
| Effective Gross Revenue | 1,402,917 | 1,196,316 | 1,534,594 | 1,574,698 | 1,643,081 | 1,708,289 | 1,418,700 | 1,813,955 | 1,867,343 | 1,916,812 |
| Operating Expenses | | | | | | | | | | |
| Franchise Taxes | 4,644 | 3,960 | 5,079 | 5,212 | 5,439 | 5,654 | 4,696 | 6,004 | 6,181 | 6,345 |
| Alarm System | 3,750 | 3,862 | 3,978 | 4,097 | 4,220 | 4,347 | 4,477 | 4,612 | 4,750 | 4,892 |
| Cable/Telephone | 2,772 | 2,855 | 2,941 | 3,029 | 3,120 | 3,214 | 3,310 | 3,409 | 3,511 | 3,617 |
| Electric | 19,229 | 19,806 | 20,400 | 21,012 | 21,642 | 22,292 | 22,960 | 23,649 | 24,359 | 25,089 |
| Elevator | 3,682 | 3,792 | 3,906 | 4,023 | 4,144 | 4,268 | 4,397 | 4,528 | 4,664 | 4,804 |
| Gas | 1,335 | 1,333 | 1,460 | 1,499 | 1,549 | 1,592 | 1,546 | 1,692 | 1,743 | 1,790 |
| General R&M | 1,613 | 1,611 | 1,764 | 1,812 | 1,872 | 1,924 | 1,868 | 2,045 | 2,107 | 2,164 |
| Janitorial | 4,831 | 4,825 | 5,282 | 5,425 | 5,604 | 5,759 | 5,593 | 6,124 | 6,307 | 6,478 |
| Landscaping | 6,186 | 6,372 | 6,563 | 6,760 | 6,962 | 7,171 | 7,386 | 7,608 | 7,836 | 8,071 |
| Management Fees | 56,117 | 47,853 | 61,384 | 62,988 | 65,723 | 68,332 | 56,748 | 72,558 | 74,694 | 76,672 |
| Other Fire/Safety | 240 | 247 | 255 | 262 | 270 | 278 | 287 | 295 | 304 | 313 |
| Pest Control | 866 | 892 | 919 | 946 | 975 | 1,004 | 1,034 | 1,065 | 1,097 | 1,130 |
| Plumbing R&M | 4,250 | 4,378 | 4,509 | 4,644 | 4,783 | 4,927 | 5,075 | 5,227 | 5,384 | 5,545 |
| Pressure Washing | 270 | 278 | 286 | 295 | 304 | 313 | 322 | 332 | 342 | 352 |
| Real Estate Tax Consultant Fee | 15,562 | 16,029 | 16,510 | 17,005 | 17,515 | 18,041 | 18,582 | 19,139 | 19,713 | 20,305 |
| Signage R&M | 3,431 | 3,534 | 3,640 | 3,749 | 3,862 | 3,977 | 4,097 | 4,220 | 4,346 | 4,477 |
| Trash Removal | 5,204 | 5,360 | 5,521 | 5,687 | 5,857 | 6,033 | 6,214 | 6,400 | 6,592 | 6,790 |
| Water - Non Sewer | 761 | 784 | 807 | 832 | 857 | 882 | 909 | 936 | 964 | 993 |
| Water/Sewer | 3,847 | 3,962 | 4,081 | 4,204 | 4,330 | 4,460 | 4,594 | 4,731 | 4,873 | 5,019 |
| Property Taxes | 200,482 | 206,496 | 212,691 | 219,072 | 225,644 | 232,414 | 239,386 | 246,568 | 253,965 | 261,584 |
| Utilities | 10,075 | 10,062 | 11,016 | 11,315 | 11,687 | 12,011 | 11,665 | 12,771 | 13,154 | 13,511 |
| Total Operating Expenses | 349,145 | 348,291 | 372,993 | 383,870 | 396,359 | 408,892 | 405,144 | 433,914 | 446,887 | 459,943 |
| Ground Lease Expenses | 139,066 | 148,416 | 148,416 | 148,416 | 148,416 | 150,472 | 160,752 | 160,752 | 160,752 | 160,752 |
| Net Operating Income | 914,705 | 699,609 | 1,013,185 | 1,042,413 | 1,098,305 | 1,148,925 | 852,804 | 1,219,289 | 1,259,703 | 1,296,117 |
| Leasing Costs | | | | | | | | | | |
| Tenant Improvements | 0 | 573,038 | 0 | 0 | 28,377 | 23,258 | 664,309 | 0 | 0 | 32,897 |
| Leasing Commissions | 0 | 252,022 | 0 | 0 | 36,158 | 29,635 | 292,162 | 0 | 0 | 41,917 |
| Total Leasing Costs | 0 | 825,060 | 0 | 0 | 64,535 | 52,893 | 956,471 | 0 | 0 | 74,813 |
| Capital Expenditures | | | | | | | | | | |
| Capital Reserves | 4,515 | 4,650 | 4,790 | 4,934 | 5,082 | 5,234 | 5,391 | 5,553 | 5,719 | 5,891 |
| Total Capital Expenditures | 4,515 | 829,711 | 4,790 | 4,934 | 69,616 | 58,127 | 961,862 | 5,553 | 5,719 | 80,704 |
| Total Leasing & Capital Costs | 9,030 | 834,361 | 9,580 | 9,868 | 74,698 | 63,361 | 967,253 | 11,106 | 11,438 | 86,595 |
| Cash Flow Before Debt Service | 910,190 | -130,102 | 1,008,395 | 1,037,479 | 1,028,689 | 1,090,798 | -109,058 | 1,213,736 | 1,253,984 | 1,215,413 |

03

THE LOCATION



South Central Austin



South Lamar

The South Lamar area of Austin, Texas, offers an ideal location for businesses seeking a dynamic and vibrant environment. Known for its mix of creative energy, trendy retail destinations, and thriving local eateries, South Lamar provides a unique work-life balance. The area's proximity to downtown Austin allows for easy access to major business districts while maintaining a more relaxed atmosphere.



Housing

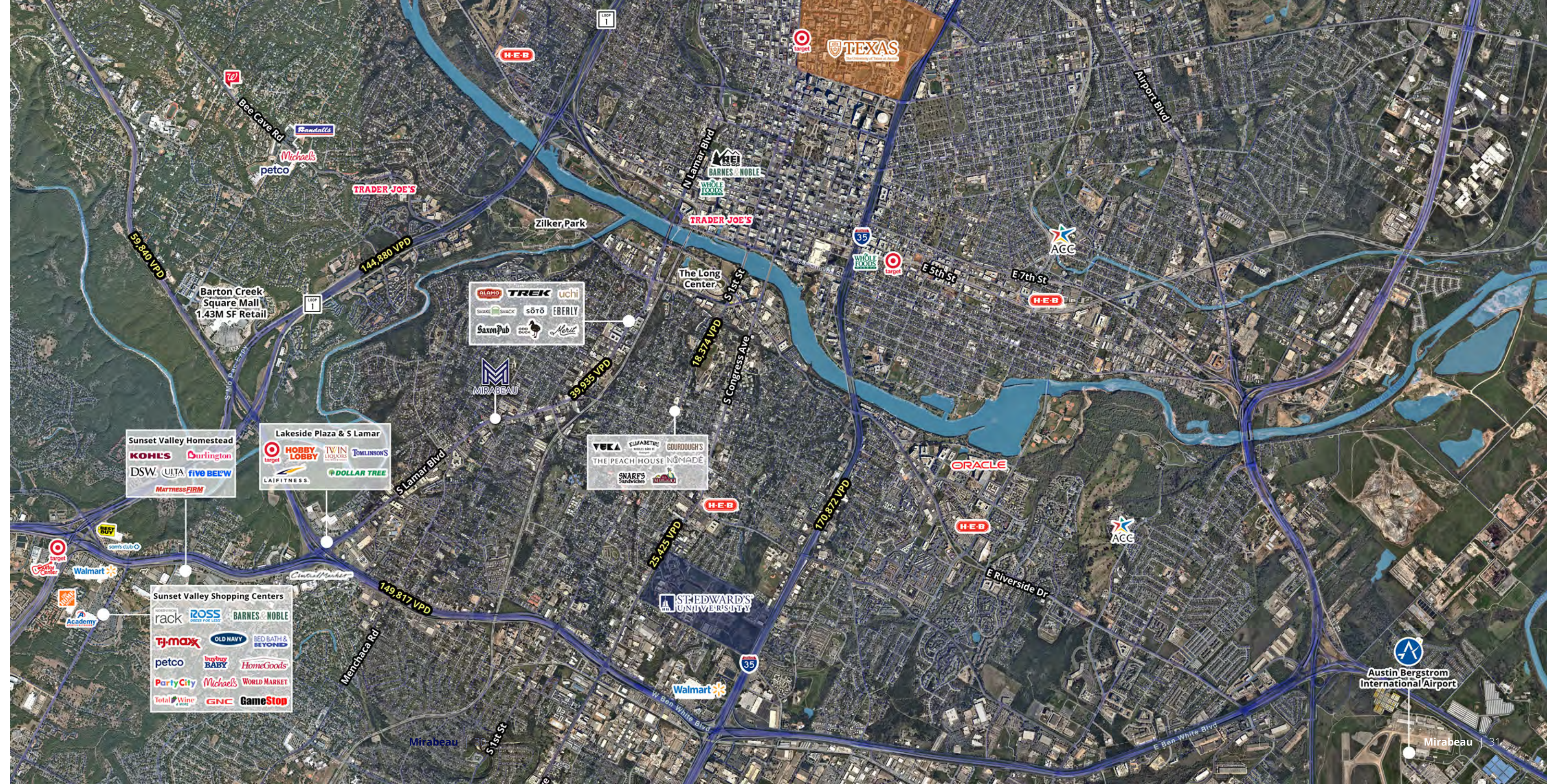
Located in the heart of the 78704 zip code, Mirabeau sits at the intersection of Austin's most desirable neighborhoods, including Barton Hills, Zilker, and Bouldin Creek, which are known for their vibrant communities and high residential demand.



South Central Austin

With excellent connectivity via major thoroughfares like Lamar Boulevard, businesses benefit from efficient transportation links, whether commuting to work or engaging with clients across the city. The growing South Austin tech and creative industries add to the district's appeal, attracting innovative companies and a talented workforce.

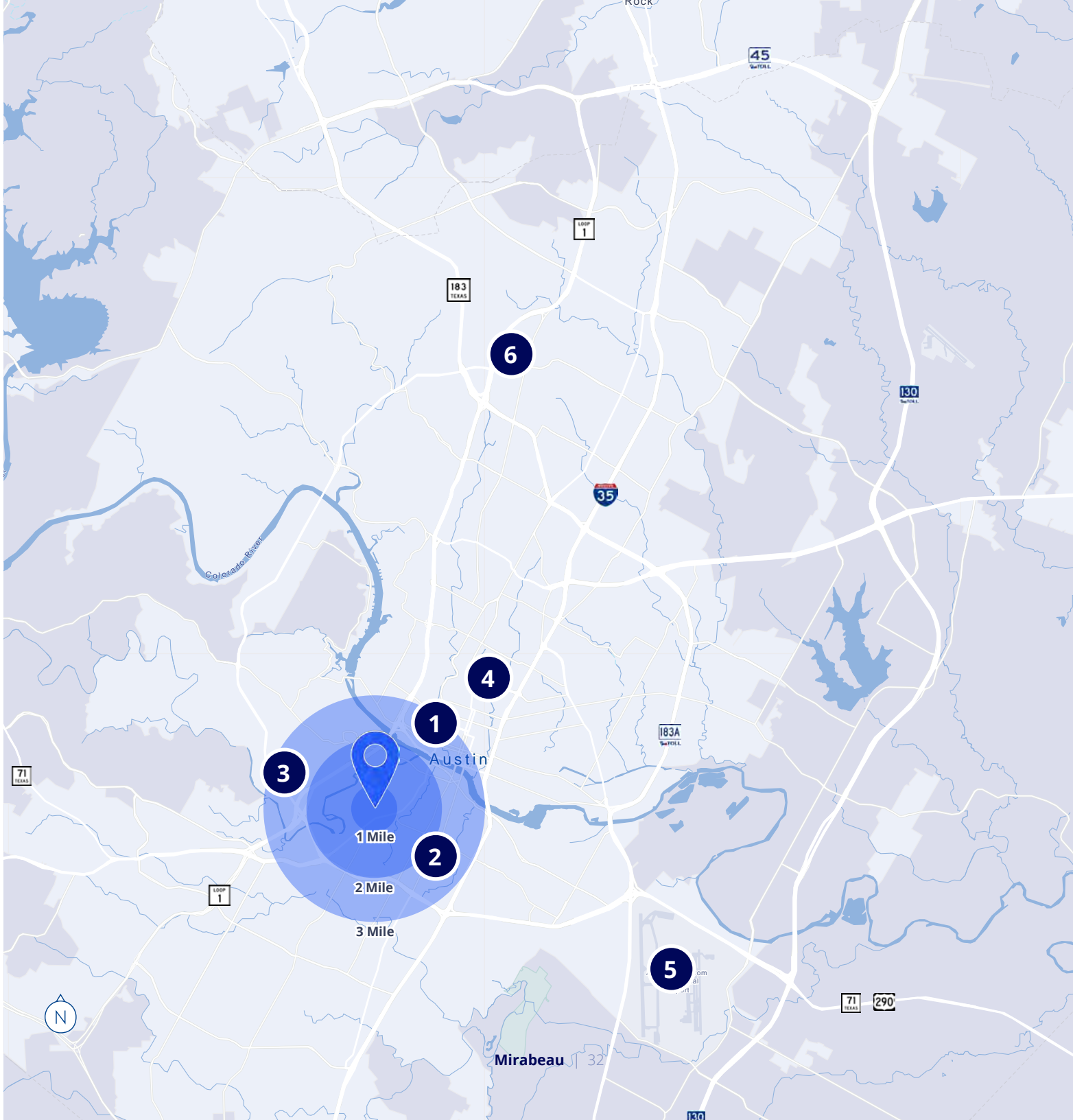
Surrounded by a range of lifestyle amenities, including iconic spots like the Alamo Drafthouse and Zilker Park, South Lamar offers an excellent quality of life for employees. This area's reputation for fostering a community-driven culture makes it a highly sought-after location for companies looking to position themselves in a thriving, forward-thinking market.



Location & Demographics

Located just 2 miles from downtown Austin and 1.7 miles from the iconic South Congress district, Mirabeau offers unmatched north-south access via Lamar Boulevard. The property is a short distance from Hwy 290/71, providing easy connectivity across Austin. The building is surrounded by the highly desirable Barton Hills, Zilker, and Bouldin Creek neighborhoods, known for their high average incomes and luxury real estate.

| # | Place | Distance | Time |
|---|-------------------------------|----------|--------|
| 1 | Downtown Austin | 2.0 mi | 5 min |
| 2 | St Edwards University | 2.5 mi | 11 min |
| 3 | Barton Creek Square Mall | 3.2 mi | 10 min |
| 4 | University of Texas | 4.7 mi | 17 min |
| 5 | Austin Bergstrom Intl Airport | 10.8 mi | 16 min |
| 6 | The Domain | 14.3 mi | 20 min |



| Population | |
|------------|---------|
| 1 mile | 19,938 |
| 2 mile | 57,946 |
| 3 mile | 129,868 |

| Average Household Income | |
|--------------------------|-----------|
| 1 mile | \$168,849 |
| 2 mile | \$161,385 |
| 3 mile | \$161,668 |

| Daytime Population | |
|--------------------|---------|
| 1 mile | 15,436 |
| 2 mile | 82,356 |
| 3 mile | 252,116 |

| Total Businesses | |
|------------------|--------|
| 1 mile | 949 |
| 2 mile | 4,809 |
| 3 mile | 15,058 |

| Total Employees | |
|-----------------|---------|
| 1 mile | 6,578 |
| 2 mile | 52,543 |
| 3 mile | 198,908 |

| Unemployment Rate | |
|-------------------|------|
| 1 mile | 1.5% |
| 2 mile | 2.2% |
| 3 mile | 2.2% |

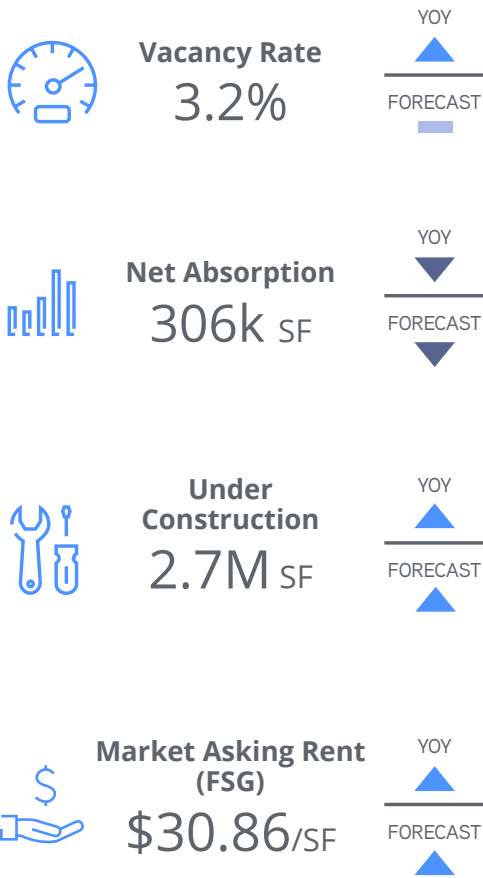
04

THE MARKET



Austin Retail Market

By the numbers



The Austin retail market is characterized by strong demand and limited space, leading to tight conditions driven by the city’s rapidly growing population, rising household incomes, and robust consumption. Austin ranks as one of the country’s fastest-growing cities; much of this growth is occurring in the outer regions of the metro, a vital aspect of the source of retail demand.

The market’s vacancy rate remains at a historic low of 3.2%. This low rate persists despite a recent increase in large-footprint retailer move-outs and slow inventory growth of only 1.1% between Q1 2024 and Q1 2025. The vacancy rate is forecasted to stay in the low-3% range through Q4 2025, below the 10-year average. Austin absorbed 1.3 million square feet of space over the last 12 months, ranking fifth nationally, largely due to population growth and suburban expansion. However, absorption cooled significantly to 90,000 square feet in Q1 2025, its lowest in three years, partly due to these move-outs and limited new development. Despite this, strong optimism for demand suggests absorption will average 500,000 square feet per quarter through the end of 2025.

Market asking rent growth is currently 0.8%, although it’s expected to finish the year flat at 0.2%. Rents have generally risen above the historical average due to low vacancy and strong retail sales. Urban core submarkets and the Northwest region are anticipated to experience outsized rent growth due to high population densities, affluent households, and limited new development. Rent growth is projected to decelerate from its peak of 6% in Q3 2023 to 3% by the end of 2025, influenced by moderating retail sales and the rising cost of living.

Market Indicators

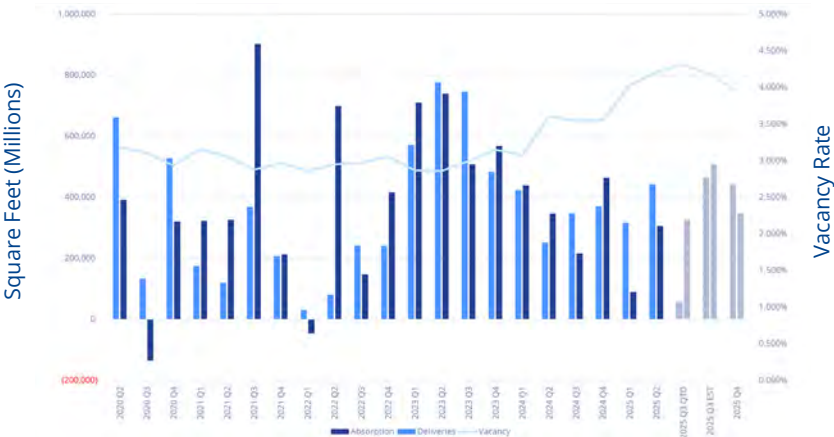


Historic Comparison

| | Last Yr 24Q2 | Last Qtr 25Q1 | Current 25Q2 |
|----------------------------|--------------|---------------|--------------|
| Total Inventory | 120M | 121M | 121M |
| New Supply | 347k | 317k | 442k |
| Net Absorption | 347k | 90k | 306k |
| Overall Vacancy | 2.9% | 3.1% | 3.2% |
| Under Construction | 1.4M | 2.9M | 2.7M |
| Overall Asking Lease Rates | \$30.59 | \$30.69 | \$30.86 |

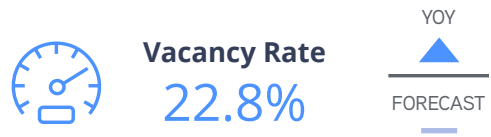
Austin has 2.7 million square feet of retail space under construction, representing 2.2% of its inventory, which is the highest percentage nationally for a high-growth Sun Belt market. While about 2 million square feet is projected for delivery in 2025, 75% of the space under construction is preleased or owner-occupied, meaning new supply will have minimal impact on easing tight market conditions. Half of the development pipeline consists of single-tenant and strip centers.

Austin continues to show strong absorption levels, fueled by above-average population growth and retailers’ expansion into suburban areas over the past year. Austin absorbed 1.3 million square feet of space in the last 12 months, marking the fifth-highest absorption level among the 50 largest U.S. markets. As a share of market inventory, Austin’s absorption rate ranks first in the country at 1.2%. A substantial portion of new demand formation has come from the delivery of large build-to-suit projects for retailers such as Target, Costco, and H-E-B.



Austin Office Market

By the numbers



The Austin office market experienced meaningful improvement in Q2, marked by a sharp rise in leasing activity compared to the previous quarter. Net absorption rebounded from negative territory to 270,600 square feet, highlighting rising tenant activity and growing interest from companies seeking space in the region.

As competitive space remains readily available, more tenants are returning to offices—especially in Class A direct and sublease categories—pushing overall vacancy downward. In response to evolving market dynamics, landlords have lowered rental rates to attract tenants, further strengthening leasing momentum. The market appears to be entering a healthier balance, with demand rising and supply adjustments aligning with shifting tenant needs.

Recent Transactions



Renewal
SonarSource
206 E 9th St
CBD | 37.5k SF



Renewal
Flosports
2043 S Lamar Blvd
South | 29.6k SF



Renewal
Acumera
3307 Northland Dr
Northwest | 26k SF



New Lease
Aurora Energy Research
1900 Aldrich St
East | 25.8k SF



Sale
Round Rock ISD
9900 Spectrum Dr
Cedar Park | \$180 PSF

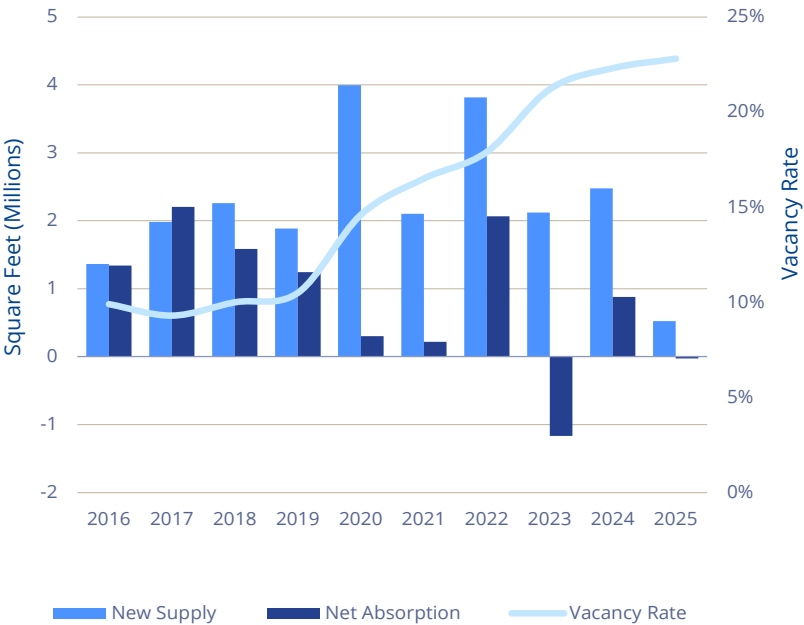
Market Indicators



Historic Comparison

| | Last Yr 24Q2 | Last Qtr 25Q1 | Current 25Q2 |
|--|-----------------|------------------|-----------------|
| Total Inventory (in Millions of SF) | 90.2M | 91.1M | 91.1M |
| New Supply (in Millions of SF) | 136.3k | 511.3k | 12.0k |
| Net Absorption (in Millions of SF) | 27.2k | -297.6k | 270.6k |
| Overall Vacancy | 22.4% | 23.1% | 22.8% |
| Under Construction (in Millions of SF) | 2.6M | 2.1M | 2.5M |
| Overall Asking Lease Rates (SF) | \$44.56 | \$46.18 | \$45.93 |

Market Graph




In Q2, Austin’s office market rendered decreases in new supply and vacancy rates. However, net absorption has significantly increased from the previous quarter that marked the first quarter of negative absorption since Q3 2023.

Submarket Analysis


By the numbers

South Austin, a vibrant and rapidly developing area, continues to attract retail businesses due to its dynamic mix of residential, commercial, and cultural assets. The region’s freestanding retail buildings showcase a diverse range of rental rates, reflecting its growing appeal and varied property offerings. Key locations such as South Lamar Blvd and South Congress Ave, renowned for their high traffic and accessibility, exhibit quoted base rental rates starting between \$40-\$50 NNN to upwards of \$200+ NNN per square foot, highlighting the premium placed on well-situated properties.


This spectrum of rates demonstrates the revenue potential at Mirabeau’s and South Austin’s capacity to cater to both established brands seeking prominent storefronts and emerging businesses aiming for strategic positioning.




\$40 - \$200+
Asking Rent / SF (NNN)



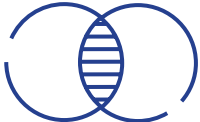
5%
Asking Rent Growth




13.7M
Inventory SF



2.2%
Vacancy Rate

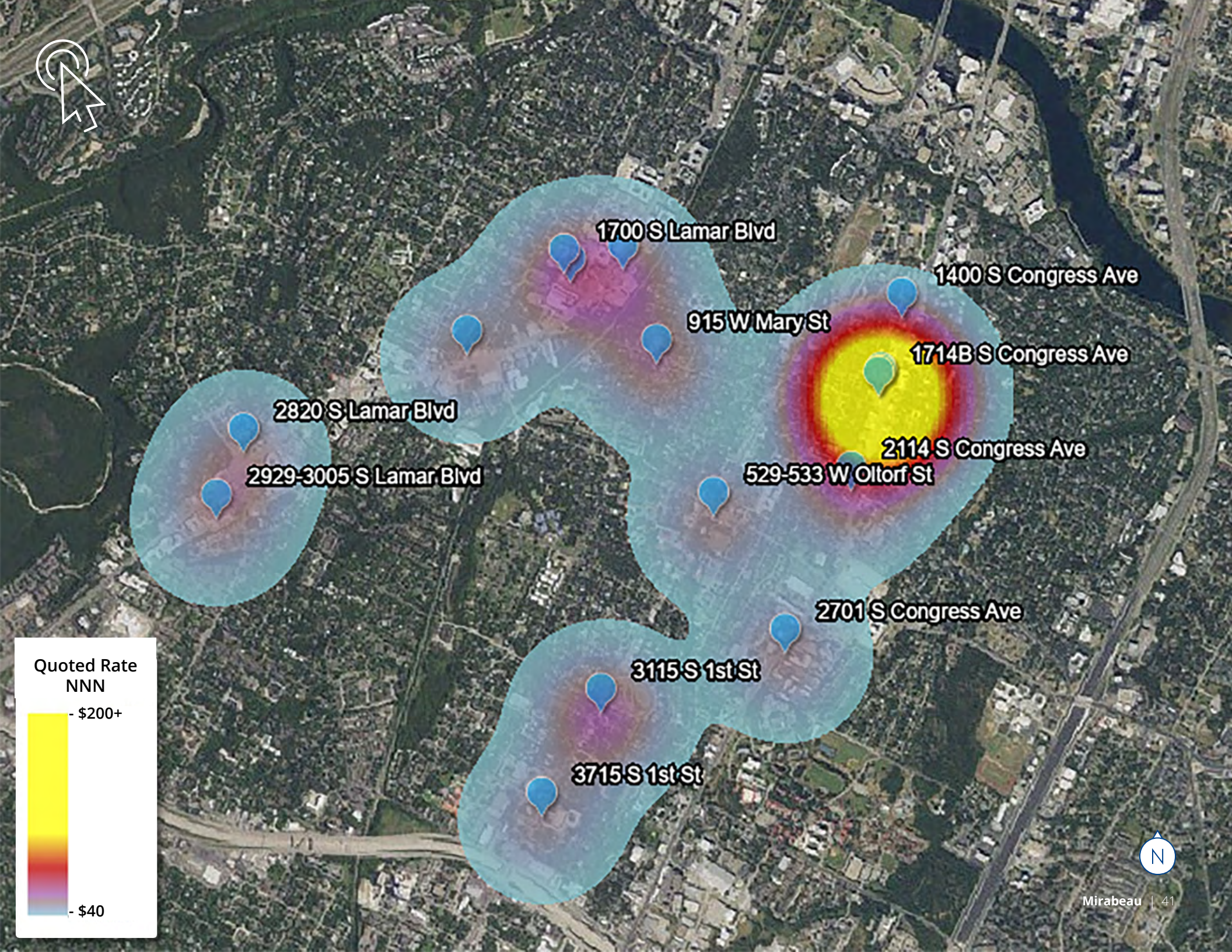


71.2k
12mo Net Absorp SF



156k
Under Construction SF

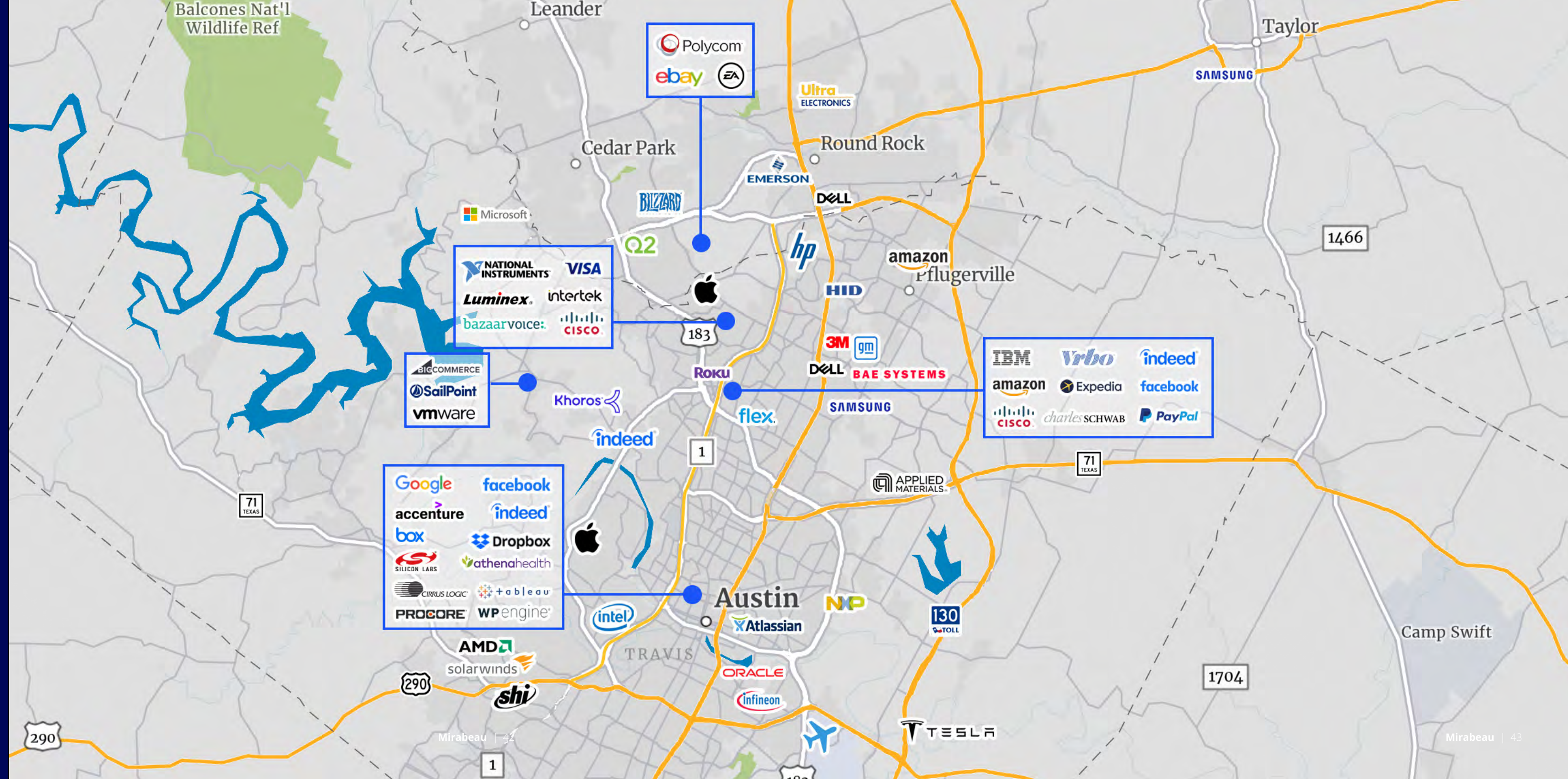
The leasing trends in South Austin indicate a robust demand for retail spaces, driven by the area’s consistent population growth and increasing consumer spending. Properties with high visibility, ample parking, and modern amenities such as signalized intersections and dedicated turn lanes are particularly sought after. This demand is reflected in the substantial lease rates for well-located properties, underscoring the competitive nature of the market. As South Austin continues to evolve, the region promises sustained opportunities for retail investments, supported by a thriving local economy and an expanding customer base.



Corporate Neighbors

A place for businesses to thrive in the heart of Texas

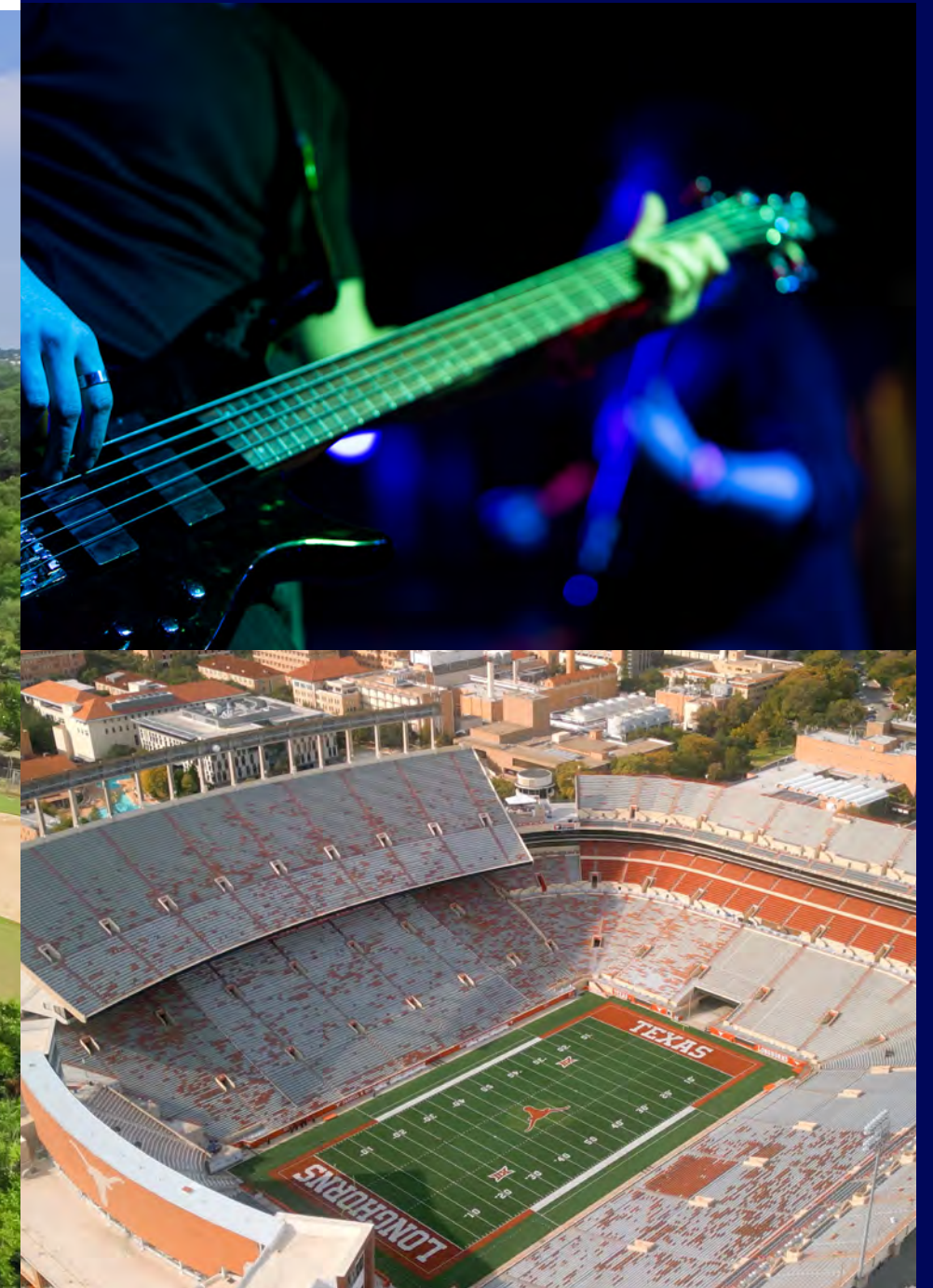
Austin's attractiveness as a place to live and work is a huge draw for companies looking to establish corporate and regional headquarters. Freescale Semiconductor, Oracle, Tesla, Whole Foods, Dell and National Instruments are just some of the companies with corporate headquarters in greater Austin. An array of other world-renowned businesses operates in Austin, in research and development, manufacturing and back-office facilities.



Austin, Texas

The greater Austin region is a vibrant, globally connected area infused with economic adrenaline that drives inclusive prosperity through innovation, investment, and collaboration. Austin's unique blend of opportunities and experiences makes it a one-of-a-kind place to do business.

Austin is the capital city of Texas. It is the 11th-most populous city in the United States, the fourth-most-populous city in Texas, and the second-most-populous state capital city. According to an article published by the Austin Business Journal, Austin has been the fastest growing major metro (population of at least 1 million) on a percentage basis for nine straight years, from 2010 to 2019. In 2020, Austin's population grew by 3.43% and in 2021 it grew by 2.3% during the one-year period, making the current population of the Austin MSA 2,352,426 people.



Why Austin?

Austin by the numbers

2.4M

Metro Population

10th

Fastest Growing Metro

4th

Highest Educational Attainment in US

3rd

Highest Labor Force Participation

Top 10

Market for Venture Capital Funding

22nd

Largest Metro Economy

\$200B

Regional GDP (Approx)

827

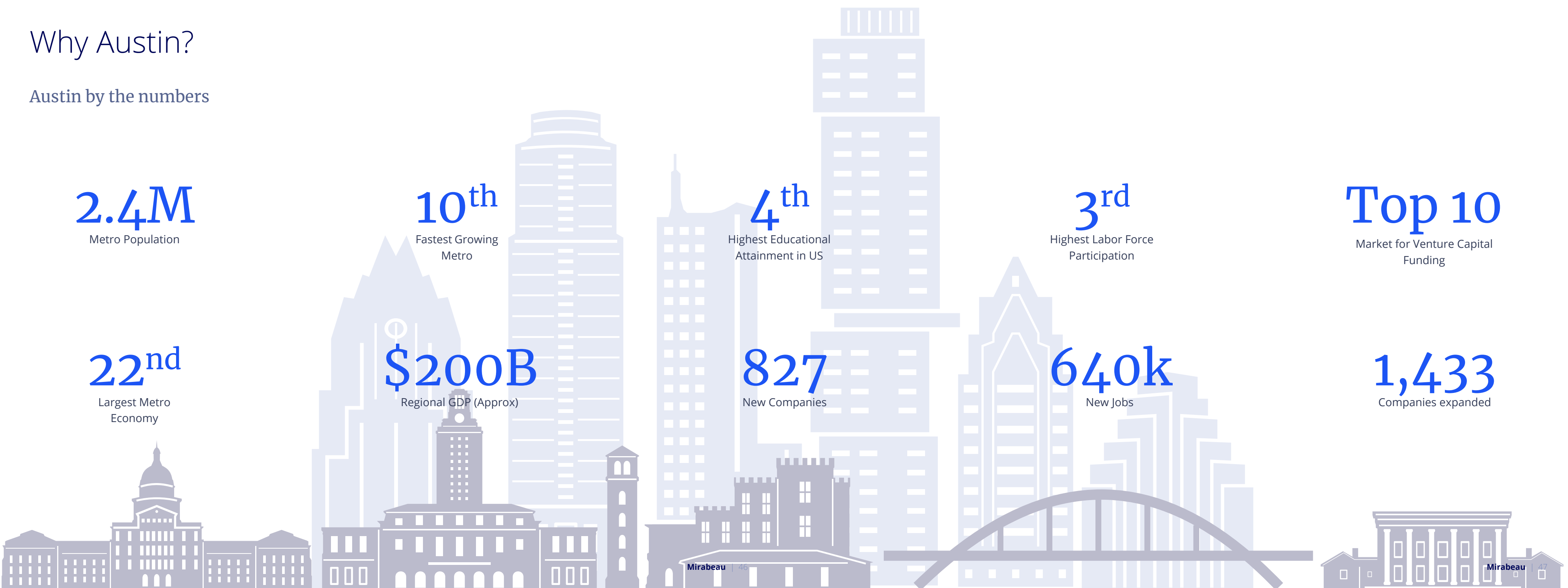
New Companies

640k

New Jobs

1,433

Companies expanded





Location Overview

Austin, Texas

Frequently referred to as Silicon Hills, the Austin region is home to more than 7,200 world-renowned software enterprise and high-tech start-up companies, including: Apple Inc., Amazon, Dell, Google, Facebook, eBay/PayPal, Expedia, Indeed, and Oracle Corporation. The newly built Tesla Gigafactory will be one of the world's largest and most advanced automotive plants and bring an estimated \$1 billion in capital investment. The continued, rapidly expanding Austin technology hub offers tremendous employment opportunities for those who relocate to the Austin area.

Residential growth, and business activity in the Austin area is poised to boom in 2024 and beyond after the local economy shrugged off the debilitating grip of the corona-virus pandemic and following economic recession over the past few years and rebounded strongly, multiple sources say. The region's diverse and growing base of employers, its skilled workforce, and its acclaimed quality of life will fuel substantial economic gains going forward.

#1 Hottest U.S. Job Market

Austin topped the list of hottest US job markets for the second consecutive year, according to a Wall Street Journal ranking of new data collected by Moody's Analytics. The list was created in conjunction with Moody's Analytics and assessed data from 381 different metro areas. The cities were scored based on five metrics: unemployment rate, labor-force participation, job growth, labor-force growth, and wage growth. When broken down by metric, Austin ranked in the top five for its wage growth (5 percent), labor force participation (70.3 percent) and low unemployment (2.7 percent) pre-COVID-19. It also ranked in the top 10 for job growth (2.3 percent) and top 20 for labor force growth (1.6 percent).



For more information, please contact:

Doug Rauls

Executive Vice President
doug.rauls@colliers.com
+1 512 539 3006

Will Nelson, CCIM

Vice President
will.nelson@colliers.com
+1 512 539 3013



Disclaimer

This document/email has been prepared by Colliers for advertising and general information only. Colliers makes no guarantees, representations or warranties of any kind, expressed or implied, regarding the information including, but not limited to, warranties of content, accuracy and reliability. Any interested party should undertake their own inquiries as to the accuracy of the information. Colliers excludes unequivocally all inferred or implied terms, conditions and warranties arising out of this document and excludes all liability for loss and damages arising there from. This publication is the copyrighted property of Colliers and /or its licensor(s). © 2024. All rights reserved. This communication is not intended to cause or induce breach of an existing listing agreement. Colliers International Austin, LLC