



# INDUSTRIAL STRENGTH INVESTMENTS

 **Combs**  
Commercial, LLC



**Combs Commercial, LLC** is a Full-service Commercial Real Estate firm with Brokerage expertise in representing Investors, Landlords, Owners, Sellers and Tenants. Our experience encompasses Sales and Leasing of all Commercial Real Estate types including Industrial, Office, Land, Retail, Investment Property, Single Family and Multi-family development, Specialty Use and 1031 Exchange properties.

**Combs Commercial, LLC**, is a full service Commercial Real Estate brokerage company located in Baytown, Texas. What sets us apart from other brokerage firms is our in-depth knowledge of the Baytown / West Chambers County, Port Houston and all Houston MSA markets. Our team of experts has specialized in this market for more than 23 years, so you can trust that we have the necessary knowledge and experience to give you the best representation available, for all of your critical Commercial Real Estate decisions.

**Combs Commercial, LLC** agents and brokers are held to the highest standard of business ethics to exceed our clients' needs with the training, technology, and state-of-the art marketing tools to serve our clients in virtually every way and in every market area. This means wherever you are, or want to be, there is a reputable commercial agent to serve you.

We understand that choosing the right agent for you and your company can be challenging, which is why **Combs Commercial** strives to make it a seamless process. Take comfort in knowing that you are not simply working with one individual; you are championed by dedicated Commercial Real Estate professionals who work harder and smarter, because the level of our work and our expertise directly influences your bottom line, and we take that very seriously.





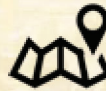
# SCOPE OF SERVICES



Regardless of the property type or service need, our Commercial specialists are committed to your needs. Combining business experience and unsurpassed market intelligence, **Combs Commercial, LLC** brokers are well-equipped to determine and exceed your business goals and long-term ROI.



**INDUSTRIAL**



**LAND BROKERAGE**



**INVESTMENT SALES**



**SUPPLY CHAIN & LOGISTICS**



**OFFICE**



**SALE LEASEBACKS**



**TENANT REPRESENTATION**



**LANDLORD REPRESENTATION**



**DESIGN CONSTRUCTION**



**DEVELOPMENT SERVICES**

The goal of our team, along with our office's support staff, is to successfully assist our clients in navigating their complex Real Estate Sales and Leasing needs. Through conducting thorough property and market research analysis, utilizing innovative marketing strategies, leveraging relationships with industry associations, broker relationships, vendors, banks and SBA lenders, Chambers and City and County officials; we can provide timely research analytics, accurate transaction contracts and financing options for a full scope of services.

## WHAT SET US APART



**CULTURE**

Combs Commercial promotes a family atmosphere and focuses on individual business and profitability.



**ECONOMIC MODEL**

Combs Commercial LLC is a full service Commercial Real Estate Firm. Our services include Brokerage and Consulting Services for the Acquisition, Disposition, Leasing and Development of the following:



**REFERRAL NETWORK**

- Land Tracts for Residential Development
- Industrial Facilities and Land for Industrial Development
- Commercial Facilities and Land for Commercial Development including Retail, Office, Residential and Hospitality



**PRODUCTIVITY AND GROWTH**

- Site Selection
- Assisting with Plating and Permitting
- Real Estate Sales and Leasing



**MARKETING**



# INDUSTRIAL INVESTMENT TEAM

## ACCESS TO FULLY INTEGRATED SERVICE GROUP

Combs Commercial, LLC utilizes our full complement of services and achieved results through our Network of Developers, Investors, Architects, Structural Engineers, Environmental Specialists and Property Management Groups and many more.

## TARGETED MARKETING

Essential to delivering results for over two decades is our ability to successfully market our client's properties through our share of market, consistent, effective marketing efforts by utilizing an extensive, proprietary data base and across over many marketing platforms, plus high-tech property video production available to reach every corner of the marketplace.







# COMMERCIAL REAL ESTATE EXPERTS

By staying ahead of market trends and fluctuations, and maintaining strong relationships with active Buyers, Sellers and Tenants we can provide expert counsel on every transaction we manage and optimize value for your business.



# INDUSTRIAL SPECIALISTS

We have successfully represented hundreds of Industrial Transactions over many years and optimized value in both measurable and immeasurable ways for our valued clients.



# ADVISORY ROLE

Our team is committed to creatively and strategically representing our clients in a way that achieves proven results, which has earned us the reputation of solving the challenges of today, with a look towards future goals.



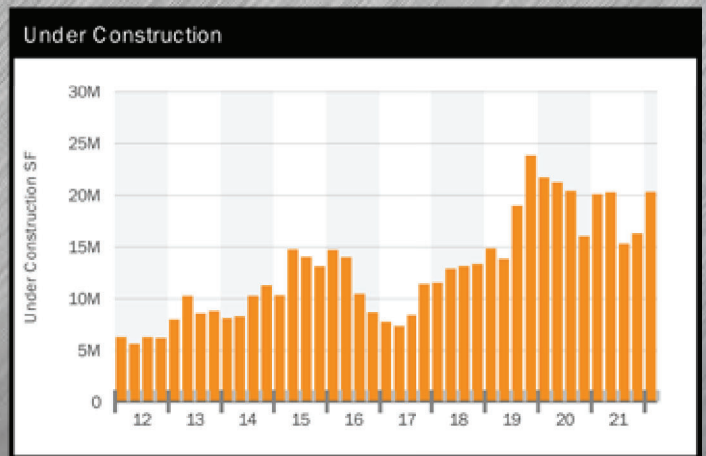
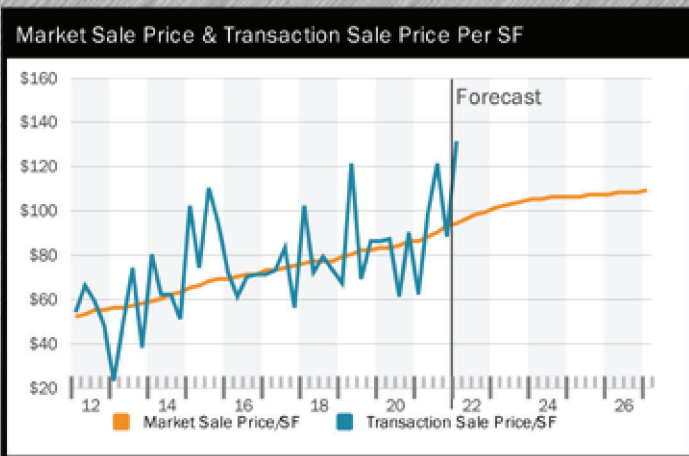
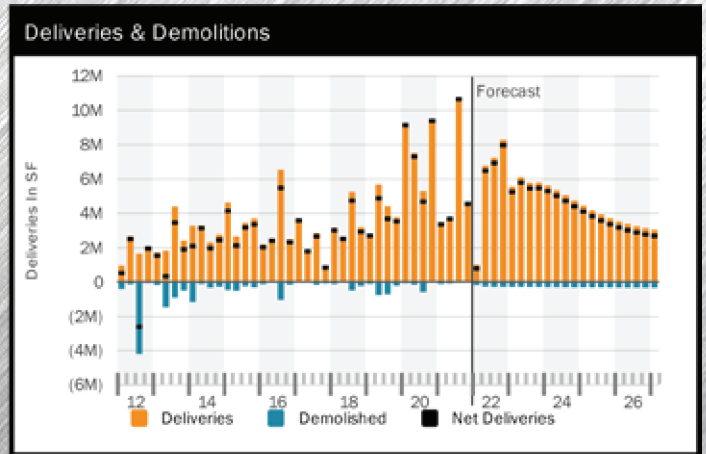
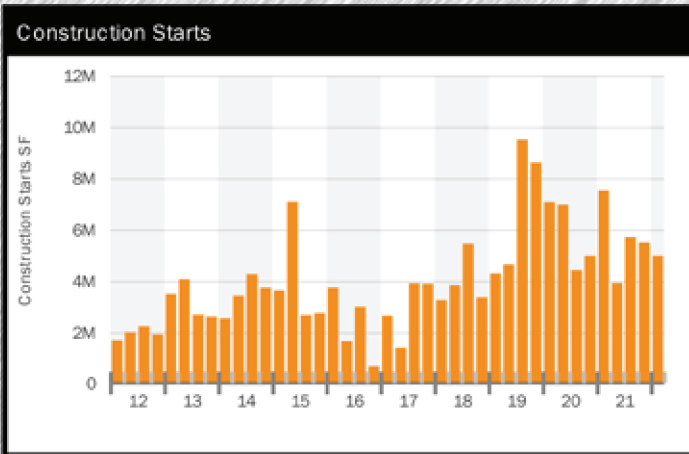


# INDUSTRIAL MARKET TRENDS

## CURRENT REPORT



The information compiled in this current Houston market report is based on CoStar Analytics for Industrial and Flex product 20,000 SF and above. Within these perimeters the Industrial Houston market remains very strong, with vacancy down and Lease rates and Sales prices up. Demand continues to push the market with positive net absorption, fueled by continued e-commerce expansion and the Port Houston record setting levels of container shipping. Even with the increases in new Development, the high demand is absorbing the new product through the migration from other states into Texas. Local, Regional, National and International Investors continue to show increases in activity in the Houston Market and as interest rates continue to be low, trends are showing the sector will remain strong in the future.





INVENTORY SF

**606M** +3.5%

Prior Period 586M

UNDER CONSTRUCTION SF

**20.2M** +6.5%

Prior Period 19M

12 MO NET ABSORPTION SF

**32.2M** +131.8%

Prior Period 13.9M

VACANCY RATE

**6.8%** -2.2%

Prior Period 9.0%

MARKET RENT/SF

**\$7.70** +5.3%

Prior Period \$7.31

MARKET SALE PRICE/SF

**\$93** +8.5%

Prior Period \$86

MARKET CAP RATE

**6.3%** +0.1%

Prior Period 6.2%

## Key Metrics

Availability	
Vacant SF	41.2M ↓
Sublet SF	4.7M ↓
Availability Rate	10.2% ↓
Available SF	63.7M ↓
Available Asking Rent/SF	\$7.28 ↑
Occupancy Rate	93.2% ↑
Percent Leased Rate	95.0% ↑

Sales Past Year	
Asking Price Per SF	\$80 ↑
Sale to Asking Price Differential	-6.0% ↓
Sales Volume	\$2.3B ↑
Properties Sold	790 ↑
Months to Sale	15.4 ↑
For Sale Listings	271 ↓
Total For Sale SF	20.7M ↓

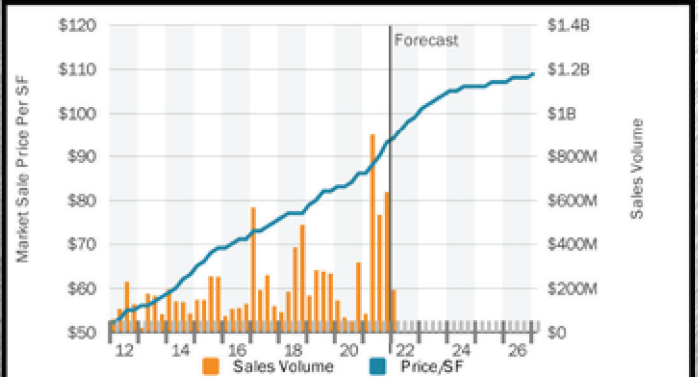
Inventory	
Existing Buildings	7,834 ↑
Under Construction Avg SF	210K ↓
12 Mo Demolished SF	226K ↓
12 Mo Occupancy % at Delivery	62.8% ↑
12 Mo Construction Starts SF	21.9M ↓
12 Mo Delivered SF	20.6M ↓
12 Mo Avg Delivered SF	226K ↑

Demand	
12 Mo Net Absorp % of Inventory	5.4% ↑
12 Mo Leased SF	47.1M ↑
Months on Market	9.9 ↓
Months to Lease	8.0 ↑
Months Vacant	9.6 ↑
24 Mo Lease Renewal Rate	60.8%
Population Growth 5 Yrs	2.8%

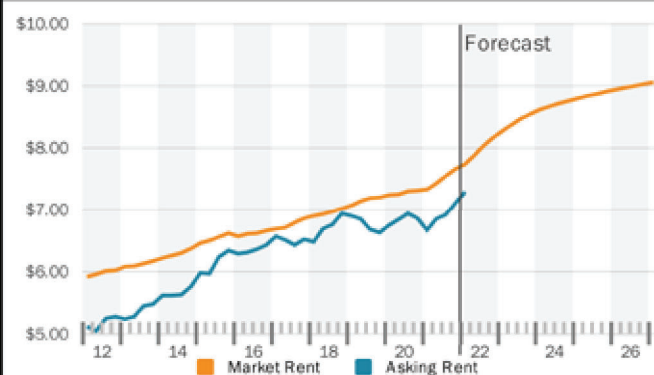
## Daily Vacancy Rate



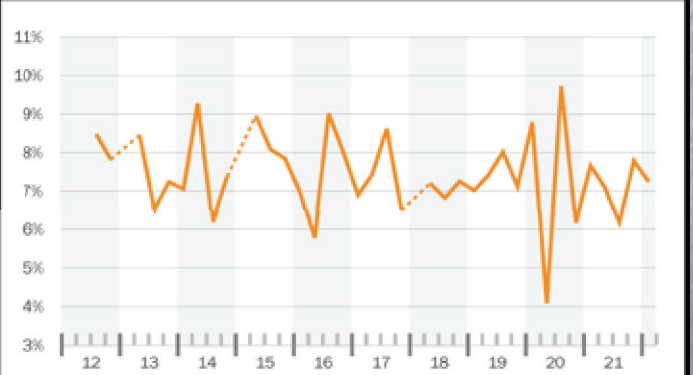
## Sales Volume &amp; Market Sale Price Per SF



## Market Rent &amp; Asking Rent Per SF



## Cap Rates





**LEASED**

24,000 SF Office/Warehouse  
10002 New Decade Pasadena, TX

**LEASED**

32,000 SF Warehouse  
10025 Porter Rd Suite 200 LaPorte, TX

**LEASED**

15,000 SF Office/Warehouse  
301 E Main LaPorte, TX

**SOLD**

31 acres  
1001 Tovrea Rd, Alvin TX

**PENDING**

MARINA TRACT  
WEST PROPERTY  
EDWARDS POINT

108 acres  
Grand Cay, Texas City, TX

**SOLD**

±20,000 SF  
11709 Firestone Blvd, Los Angeles CA

**LEASED**

30,000 SF  
3911 E. La Palma Ave, Anaheim, CA

**SOLD**

±273,042 SF  
17101 Heacock St, Los Angeles CA

**LEASED**

±25,000 SF  
19500 Mariner Ave, Torrance, CA

**LEASED**

±57,720 SF  
14852 Don Julian Rd, Los Angeles CA

**SOLD**

±25,000 SF  
250 Paseo Tesoro, Los Angeles CA

**LEASED**

±65,000 SF  
2661 E Del Amo Blvd, Los Angeles CA



Proudly Serving Houston since 2001



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Reach Out to Us today  
if you are interested in learning more about  
us and what we do in Commercial Real  
Estate, please do not hesitate to get in  
touch. You may also visit our website at  
[www.combscommercial.com](http://www.combscommercial.com)  
for more information. We are looking  
forward to serving you in the future.

