

# FALL 2021

## COMMERCIAL MARKET REPORT





# OMAHA METRO SUMMARY

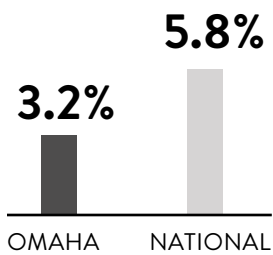
RETAIL	VACANCY RATE	MARKET RENT/SF	ANNUAL RENT GROWTH	TOTAL INVENTORY SF	UNDER CONST SF	12 MO NET ABSORP SF	MARKET SALE PRICE/SF	12 MO SALES VOLUME	12 MO SALES VOL GROWTH	MARKET CAP RATE
Omaha, NE	6.00%	\$14.78	2.50%	65,012,190	267,437	434,106	\$134	\$354,572,825	50.00%	7.90%
National Index	4.80%	\$22.26	1.90%	11,722,655,579	48,902,330	57,180,049	\$220	\$66.1 TRIL	24.50%	7.00%

OFFICE	VACANCY RATE	MARKET RENT/SF	ANNUAL RENT GROWTH	TOTAL INVENTORY SF	UNDER CONST SF	12 MO NET ABSORP SF	MARKET SALE PRICE/SF	12 MO SALES VOLUME	12 MO SALES VOL GROWTH	MARKET CAP RATE
Omaha, NE	9.20%	\$22.18	0.30%	47,230,209	591,698	134,477	\$138	\$175,521,624	-13.70%	9.10%
National Index	12.20%	\$34.32	-0.40%	8,206,808,282	141,412,937	-86,937,943	\$323	\$86 TRIL	2.80%	7.00%

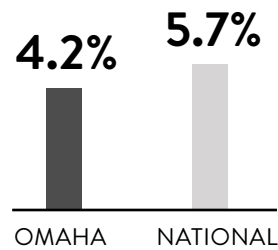
INDUSTRIAL	VACANCY RATE	MARKET RENT/SF	ANNUAL RENT GROWTH	TOTAL INVENTORY SF	UNDER CONST SF	12 MO NET ABSORP SF	MARKET SALE PRICE/SF	12 MO SALES VOLUME	12 MO SALES VOL GROWTH	MARKET CAP RATE
Omaha, NE	3.20%	\$6.53	5.00%	95,896,007	4,378,017	2,054,959	\$65	\$155,575,209	16.30%	7.90%
National Index	4.60%	\$9.47	6.70%	17,442,911,630	450,687,588	445,619,009	\$123	\$88.8 TRIL	34.60%	6.50%

MULTI-FAMILY	VACANCY RATE	MARKET ASKING RENT/UNIT	ANNUAL RENT GROWTH	INVENTORY UNITS	UNDER CONST UNITS	12 MO ABSORP UNITS	MARKET SALE PRICE/UNIT	12 MO SALES VOLUME	12 MO SALES VOL GROWTH	MARKET CAP RATE
Omaha, NE	3.90%	\$989	5.70%	74,601	2,027	2,709	\$95,518	\$213,005,136	14.00%	6.40%
National Index	4.60%	\$1,524	10.40%	17,812,963	642,420	716,716	\$227,694	\$169.4 TRIL	46.10%	5.30%

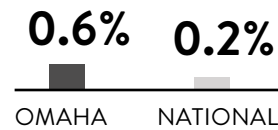
# OMAHA POPULATION DATA



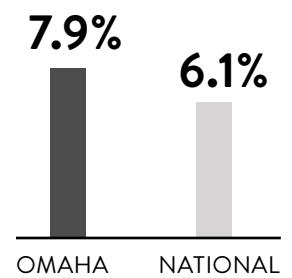
UNEMPLOYMENT RATE



JOB GROWTH



POPULATION GROWTH



MEDIAN HOUSEHOLD INCOME GROWTH



# OMAHA METRO DEVELOPMENT UPDATES



## PROPOSED DATA CENTER

Blair High RD & State Street. The City of Omaha Planning Board approved a “large-project special use” permit, possibly paving the way for Omaha’s latest mega data center. The project, for an undisclosed company, would total more than 1.43 million square feet.



## GRETNA CROSSING PARK

Construction is underway on a 150-acre park that will include an aquatic center, sports fields, playgrounds, a dog park, Frisbee golf, picnic shelters and miles of trails. Completion of the park is expected in May 2023.



## FLATIRON DISTRICT

Omaha City Council approved Tax Increment Financing for two projects to include affordable housing on 19th Street at Farnam and St. Marys Avenue. By 2024, the developers hope to have seven properties transformed in the Flatiron District.



## CREIGHTON UNIVERSITY

Creighton University set a fundraising record in 2021 of \$143.6 million. With these funds Creighton University broke ground on a new five-story health sciences education facility. For the first time since the 1960s, Creighton also broke ground on a \$73 million residence hall for first-year students.





## OFFICE

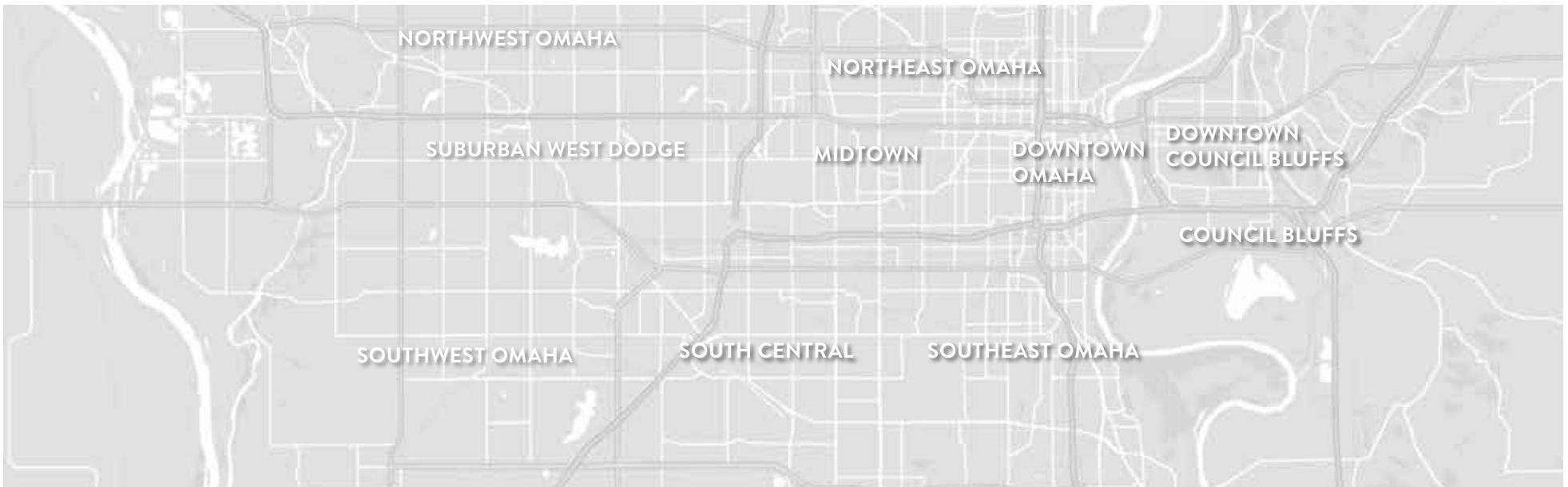
“NAR identified ten markets with the strongest office market conditions as of 2021 Q3. Among the markets in the top 10, Omaha had the lowest average price sales price in the third quarter, at \$122/sq. ft., and the highest cap rate of 8.3%. Omaha has a somewhat high vacancy rate of 8.9%, but this is still lower than the national rate of 12.4%. Office rents are up just 0.4% compared to the faster pace of rent increases in the Florida metros.”

- National Association of Realtors

## FEATURED LISTING

1314 N 205th Street

New Construction office building in the heart of Elkhorn, ready for occupancy! Join Farmers Insurance in this great location that’s just north of West Dodge St. Professional building design ideal for medical, office, and light retail. Client parking available at your door. Turnkey tenant finish available! Just north of Veterans Drive on 205th.



# OFFICE

SUBMARKET	VACANCY RATE	MARKET RENT/SF	ANNUAL RENT GROWTH	INVENTORY SF	UNDER CONST SF	12 MO NET ABSORP SF	MARKET SALE PRICE/SF	12 MO SALES VOLUME	12 MO SALES VOL GROWTH	MARKET CAP RATE
Central Dodge	10.40%	\$23.18	0.80%	3,443,953	0	37,774	\$140	\$5,765,000	190.90%	8.80%
Council Bluffs	5.40%	\$14.16	0.30%	1,084,234	0	3,148	\$81	\$0	-100.00%	9.70%
Downtown CB	11.50%	\$19.40	0.10%	406,312	0	13,792	\$98	\$125,000	-90.40%	9.60%
Downtown Omaha	6.30%	\$21.83	-0.30%	10,258,720	0	144,067	\$148	\$18,019,000	89.80%	9.10%
E Cass County	0.00%	\$15.96	0.80%	67,326	0	304	\$105	\$0	0.00%	9.50%
E Mills County	0.00%	\$14.72	0.70%	12,427	0	0	\$86	\$0	0.00%	9.60%
E Pottawattamie	0.00%	\$15.62	0.80%	76,125	0	0	\$80	\$0	0.00%	9.80%
Harrison County	0.00%	\$16.49	0.80%	101,237	0	0	\$100	\$175,000		9.40%
Midtown Omaha	9.10%	\$23.11	0.30%	6,451,903	3,000	-198,204	\$141	\$7,494,645	-65.90%	9.00%
Miracle Hills	16.00%	\$21.82	0.50%	1,097,256	0	16,831	\$143	\$11,300,000	707.10%	8.80%
Northeast Omaha	9.00%	\$18.22	0.90%	885,546	0	22,052	\$115	\$1,695,000	13.00%	9.10%
Northwest Omaha	15.00%	\$19.68	1.00%	2,907,601	0	-145,752	\$123	\$15,881,000	92.30%	9.60%
Old Mill	10.00%	\$22.23	0.20%	2,238,685	0	-50,469	\$134	\$1,700,000	-89.90%	8.90%
Regency	7.80%	\$25.77	1.30%	1,365,665	0	-21,913	\$157	\$5,200,000	-54.90%	8.60%
Sounders County	0.00%	\$16.44	0.80%	85,787	0	0	\$109	\$0	0.00%	9.20%
South Central	7.10%	\$18.61	0.60%	3,349,657	24,000	-4,994	\$114	\$10,521,009	-27.30%	9.20%
Southeast Omaha	13.90%	\$17.39	0.70%	2,588,241	0	300	\$105	\$10,972,106	-5.00%	9.40%
Southwest Omaha	5.80%	\$22.79	0.30%	5,170,101	472,000	57,234	\$138	\$49,709,794	173.90%	8.90%
Suburban West Dodge	13.80%	\$28.97	0.20%	5,168,333	92,698	259,409	\$174	\$36,739,070	-56.30%	8.90%
W Cass County	0.00%	\$16.77	0.80%	24,213	0	0	\$110	\$0	0.00%	9.30%
W Mills County	0.00%	\$16.05	0.80%	113,644	0	0	\$98	\$0	0.00%	9.40%
W Pottawattamie Co	0.00%	\$15.00	0.70%	22,852	0	0	\$78	\$0	0.00%	9.80%
Washington County	9.20%	\$16.82	1.00%	288,829	0	3,000	\$111	\$225,000	4.70%	9.10%



## RETAIL

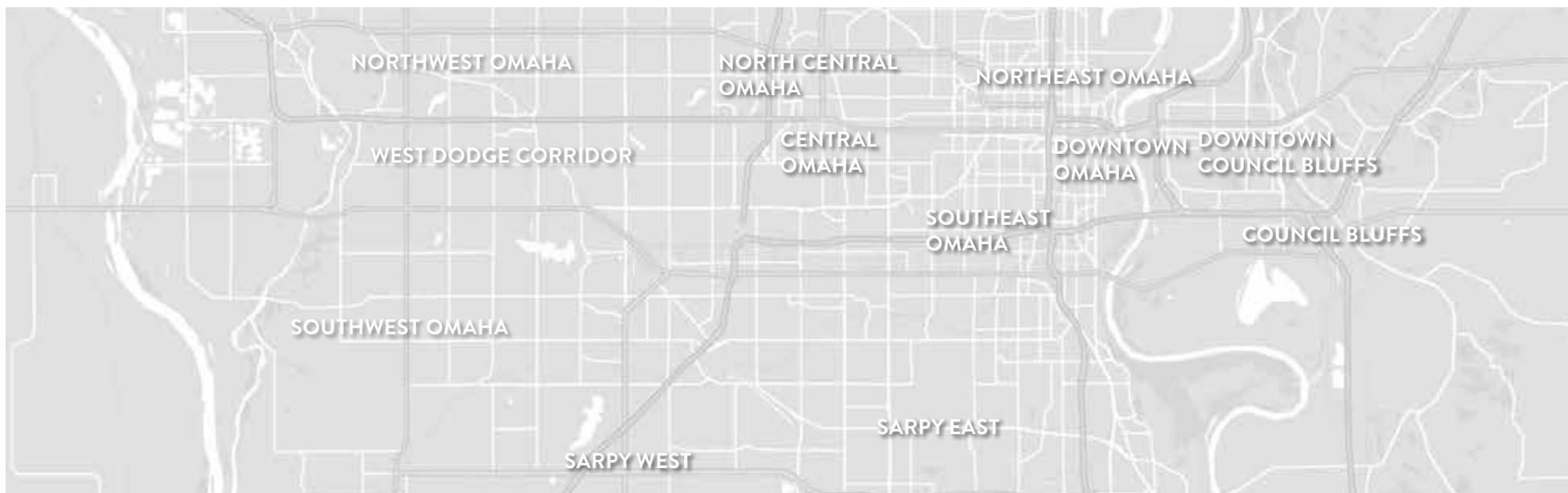
“Broken down by retail type, 12-month net absorption in Q3 2021 occurred most in general retail space (34.7 million sq. ft.) followed by neighborhood center (10.5 million sq. ft.) and strip center (7.3 million sq. ft.). Of the retail space returned to the market, majority was by malls (-5.1 million sq. ft.). Power centers saw -1.0 million sq. ft. of negative absorption.”

- NAR analysis of CoStar data

## FEATURED LISTING

9201 N 30th Street

For Sale: \$1,300,000. Successful iconic retail operation (OJ's) located near the last I-680 East bound exit into Iowa and first I-680 West bound exit into Nebraska. Building and grounds for sale, elevated outdoor billboard on the property provides additional income. Location ideal to continue existing Mexican restaurant or convert to a Convenience Store.



# RETAIL

SUBMARKET	VACANCY RATE	MARKET RENT/SF	ANNUAL RENT GROWTH	INVENTORY SF	UNDER CONST SF	12 MO NET ABSORP SF	MARKET SALE PRICE/SF	12 MO SALES VOLUME	12 MO SALES VOL GROWTH	MARKET CAP RATE
Central Omaha	6.10%	\$16.17	2.10%	8,578,132	0	7,309	\$143	\$43,060,983	-31.60%	7.70%
Council Bluffs	9.00%	\$15.06	4.00%	5,970,442	4,000	-3,040	\$91	\$55,780,001	258.70%	8.40%
Downtown Council Bluffs	2.80%	\$12.18	2.20%	1,906,413	0	39,251	\$117	\$11,370,500	183.60%	8.50%
Downtown Omaha	4.40%	\$15.63	1.40%	2,668,081	0	64,848	\$118	\$10,637,350	40.20%	8.00%
E Cass County	4.00%	\$11.35	3.20%	801,316	0	6,761	\$95	\$631,940	-70.70%	8.80%
E Mills County	0.00%	\$15.91	2.60%	144,366	0	0	\$130	\$0	-100.00%	8.00%
E Pottawattamie County	0.00%	\$14.70	2.90%	480,243	0	0	\$118	\$225,000	-85.30%	8.20%
Harrison County	0.00%	\$13.87	3.10%	653,747	0	15,250	\$123	\$3,864,500	2660.40%	8.30%
North Central Omaha	10.20%	\$10.55	0.70%	3,479,474	2,000	-75,960	\$116	\$9,786,513	32.90%	8.00%
Northeast Omaha	1.90%	\$11.51	1.70%	3,148,499	0	-5,916	\$121	\$17,871,883	593.40%	8.10%
Northwest Omaha	6.60%	\$16.01	3.00%	4,649,817	31,750	93,275	\$158	\$26,640,893	118.00%	7.90%
Sarpy East	5.70%	\$14.94	2.20%	7,141,264	71,200	57,767	\$147	\$37,128,797	45.60%	7.40%
Sarpy West	1.90%	\$18.93	1.60%	1,064,976	52,781	62,184	\$209	\$9,247,000	503.00%	7.30%
Saunders County	1.90%	\$14.46	3.30%	924,066	0	9	\$118	\$5,839,000	558.30%	8.20%
South Central Omaha	4.50%	\$12.42	1.70%	2,042,054	3,000	-5,556	\$137	\$31,791,448	198.10%	7.70%
Southeast Omaha	3.00%	\$13.23	2.80%	3,609,764	6,000	32,846	\$121	\$22,227,850	1.60%	8.00%
Southwest Omaha	8.60%	\$15.20	2.40%	12,188,226	78,781	66,652	\$146	\$61,865,167	46.70%	7.70%
W Cass County	0.30%	\$15.66	3.00%	363,579	0	-1,150	\$126	\$425,000	-6.60%	8.20%
W Mills County	0.00%	\$12.83	3.40%	520,314	0	1,936	\$90	\$190,000		8.50%
W Pottawattamie County	0.00%	\$15.59	2.10%	197,636	0	0	\$140	\$435,000	45.00%	7.80%
Washington County	3.60%	\$12.57	2.80%	1,026,234	3,000	-400	\$125	\$3,729,000	-44.40%	8.10%
West Dodge Corridor	5.40%	\$19.00	3.00%	3,392,514	14,925	78,041	\$157	\$1,825,000	-82.00%	7.70%



## INDUSTRIAL

“Solid demand for industrial space will continue. Net absorption for industrial space has already surpassed 339 million square feet in 2021 thus far. With new supply coming to market, the overall vacancy rate will face some upward pressure as quality space will provide more options for occupiers to consider, while asking rents will continue their upward trend as positive year-over-year growth continues for the remainder of 2021 and beyond.”

-Brandon Hardin, Research Economist for the National Association of Realtors

## FEATURED LISTING

8706 S 9th Street, Bellevue, NE

For Sale: \$1,200,000. Main building consists of 4 Bays. Property includes 10 rentable storage units. 2 Bays are owner occupied, 2 Bays are tenant occupied through July 2022. 1 Bay includes a commercial kitchen with hood vent, no grease trap. Easy access to Hwy 75.



SUBMARKET	VACANCY RATE	MARKET RENT/SF	ANNUAL RENT GROWTH	INVENTORY SF	UNDER CONST SF	12 MO NET ABSORP SF	MARKET SALE PRICE/SF	12 MO SALES VOLUME	12 MO SALES VOL GROWTH	MARKET CAP RATE
Council Bluffs	3.30%	\$7.51	5.40%	2,969,203	270,000	90,364	\$66	\$1,655,000	-19.10%	7.30%
Downtown Council Bluffs	1.00%	\$6.67	5.10%	3,531,232	0	-35,765	\$60	\$907,500	-33.30%	7.50%
E Cass County	4.80%	\$5.75	4.80%	443,130	0	-1,323	\$50	\$0	0.00%	8.50%
E Mills County	0.00%	\$6.99	3.90%	72,150	0	0	\$60	\$0	0.00%	8.20%
E Pottawattamie County	0.00%	\$7.28	5.00%	1,485,386	0	0	\$53	\$582,000		7.30%
Harrison County	0.00%	\$7.46	4.20%	364,938	0	0	\$63	\$0	0.00%	8.00%
Northeast Omaha	2.00%	\$5.30	5.30%	11,328,106	0	134,113	\$47	\$9,126,040	-43.30%	8.30%
Northwest Omaha	3.90%	\$7.10	4.60%	7,252,923	74,837	139,050	\$66	\$10,655,806	102.00%	8.00%
Sarpy East	3.00%	\$6.29	5.00%	2,270,306	0	71,794	\$72	\$28,348,561	1484.60%	7.80%
Sarpy West	2.10%	\$6.98	5.00%	18,828,922	3,081,880	1,639,259	\$86	\$39,681,874	-29.40%	7.70%
Saunders County	1.60%	\$6.24	4.80%	800,386	13,000	-2,345	\$62	\$1,273,000	-66.40%	8.20%
South Central Omaha	5.50%	\$6.70	4.80%	21,716,665	0	87,370	\$63	\$46,505,178	112.20%	8.00%
Southeast Omaha	2.80%	\$5.31	5.30%	9,277,683	0	-139,636	\$48	\$4,457,250	13.70%	8.30%
Southwest Omaha	3.10%	\$6.64	4.60%	9,446,822	0	-51,000	\$67	\$8,437,000	-55.30%	8.00%
W Cass County	10.10%	\$7.77	4.20%	483,173	0	-8,435	\$61	\$555,000	63.20%	8.30%
W Mills County	0.00%	\$6.50	5.20%	467,633	0	137,000	\$54	\$0	0.00%	7.90%
W Pottawattamie County	0.60%	\$7.32	4.80%	3,476,775	0	0	\$55	\$150,000		7.10%
Washington County	4.40%	\$6.09	5.50%	1,680,661	938,300	-5,486	\$50	\$3,241,000	49.70%	7.90%

# MULTI FAMILY

## MULTI FAMILY

“Rents are rising at the fastest pace in the multifamily rental market. The average asking rent per unit as of the 2021 Q3 (through September 19) is up 10.7% from one year ago compared to just 1.6% prior in February 2020.”

-National Association of Realtors analysis of CoStar data

## FEATURED LISTING

### 3814 S 24th Street

Fully leased 5-unit multi-family on South 24th Street. Re-modeled units, off-street parking and garage storage.



SUBMARKET	VACANCY RATE	MARKET RENT/UNIT	ANNUAL RENT GROWTH	INVENTORY UNITS	UNDER CONST UNITS	12 MO NET ABSORP UNIT	MARKET SALE PRICE/UNIT	12 MO SALES VOLUME	12 MO SALES VOL GROWTH	MARKET CAP RATE
Bellevue	3.50%	\$943	9.90%	6,839	0	393	\$77,357	\$12,940,000	168.40%	6.20%
Cass County	3.00%	\$698	5.50%	203	0	8	\$55,097	\$0	0.00%	7.40%
Central Omaha	2.80%	\$953	4.60%	6,925	95	113	\$88,063	\$16,172,500	235.60%	6.50%
Council Bluffs	2.50%	\$918	5.10%	3,017	0	144	\$83,142	\$49,443,000	1108.30%	7.20%
Downtown Omaha	6.70%	\$1,106	3.80%	5,237	546	255	\$121,579	\$31,644,505		6.50%
Elkhorn	7.30%	\$1,169	4.90%	4,321	225	311	\$125,537	\$0	-100.00%	6.20%
Gretna	2.30%	\$980	6.10%	1,838	210	21	\$103,967	\$3,601,000		6.20%
Harrison County	3.40%	\$444	1.30%	15	0	0	\$37,559	\$0	0.00%	7.50%
Millard	2.30%	\$1,070	6.70%	3,241	0	29	\$108,385	\$0	-100.00%	6.40%
Mills County	2.80%	\$531	1.30%	113	0	1	\$39,736	\$0	0.00%	8.70%
North Omaha	5.00%	\$821	4.20%	5,931	92	148	\$73,027	\$27,091,000	728.20%	6.60%
Northwest Omaha	2.90%	\$1,061	6.40%	6,009	0	317	\$106,470	\$3,425,000	-95.40%	6.20%
Papillion La Vista	5.00%	\$1,071	6.70%	6,527	364	406	\$109,934	\$7,500,000	-87.70%	6.10%
Pottawattamie County	4.90%	\$639	1.30%	30	0	0	\$66,528	\$0	-100.00%	7.50%
Ralston	3.10%	\$852	5.10%	5,501	36	50	\$81,115	\$1,300,000	364.30%	6.30%
Saunders County	3.20%	\$821	1.20%	103	0	2	\$79,564	\$1,000,000		7.40%
South Omaha	1.70%	\$587	1.40%	493	0	3	\$53,014	\$7,532,131	296.50%	7.70%
Springfield	3.30%			70	0	1	\$44,685	\$0	0.00%	7.40%
Washington County	1.00%	\$796	2.20%	389	0	1	\$68,868	\$0	-100.00%	7.30%
West Omaha	1.60%	\$958	8.00%	6,693	301	110	\$90,100	\$5,731,000		6.20%





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