

## Market Summary – Q2 '09

As the market continues to move in the tenant's direction, absorption is falling and vacancy is increasing. The vacancy rate in Austin is hitting 19% and rising. Meanwhile, rental rates are dropping with free rent concessions being the norm. Although the quoted average rate within the Class A sector is approximately \$28 per square foot, we believe actual lease rates are currently negotiating at a much lower amount. Moreover, there is a growing disparity between buildings as certain Landlords become more willing to take the rental rate hit today in an effort to gain occupancy.



Our recommendation: Leave the market research to us so you can focus on *your* business in this economy. Meet with us today to find innovative ways to save money and create flexibility even if your lease does not expire for a couple of years.