The Auburn-Opelika, AL commercial real estate market is stronger compared to the overall U.S. market.

NAR Commercial Real Estate Market Conditions Index*: 61.1

Overall economic conditions are stronger than nationally. The apartment property market is stronger than nationally. The hotel/lodging property market is stronger than nationally.

The real estate market is slowly getting back on track although the rise of Delta variant cases is casting a shadow on the path of the recovery. The multifamily, industrial, and retail property markets will continue to recover more quickly than the office property market where vacancy rates will likely remain elevated in 2021-2022 compared to the pre-pandemic level.

I. Economic and Demographic

<table>
<thead>
<tr>
<th>Auburn-Opelika, AL</th>
<th>U.S.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audubon Park, LA</td>
<td>1220</td>
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</table>

Job creation is stronger than nationally
Unemployment rate is lower than nationally
Wages are rising faster than nationally

II. Multifamily

The area has a higher vacancy rate than nationally
The area has a lower pace of absorption than nationally

The rent to income ratio is higher than nationally

III. Office

The area has a higher vacancy rate than nationally
The area has a faster pace of absorption than nationally

Leasing volume is not rising as fast than nationally
The area has slower office job creation than nationally

Cap rates are higher than nationally

**Cap rates are higher than nationally**

**The area has a higher vacancy rate than nationally**

**The area has a lower pace of absorption than nationally**

**Wages are rising faster than nationally**

**The rent to income ratio is higher than nationally**

**Construction activity is more robust than nationally**

**Building permits are not rising as fast as nationally**

**Construction activity is more robust than nationally**

**Leasing volume is not rising as fast than nationally**

**The area has slower office job creation than nationally**

**Cap rates are higher than nationally**

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### IV. Industrial

**Demand indicators**

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<th>Auburn-Opelika, AL</th>
<th>2021 Q2</th>
<th>2021 Q1</th>
<th>2020 Q2</th>
<th>2021 Q2</th>
<th>2021 Q1</th>
<th>2020 Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vacancy rate</td>
<td>15.3%</td>
<td>15.4%</td>
<td>14.7%</td>
<td>4.2%</td>
<td>15.4%</td>
<td>14.7%</td>
</tr>
<tr>
<td>Absorption in sq.ft. over the quarter</td>
<td>(7,800)</td>
<td>(11,350)</td>
<td>28,461</td>
<td>146,182,325</td>
<td>119,411,326</td>
<td>56,883,324</td>
</tr>
<tr>
<td>Absorption in sq.ft. over 12 months</td>
<td>(50,950)</td>
<td>(14,698)</td>
<td>(245,409)</td>
<td>437,432,148</td>
<td>348,131,148</td>
<td>231,052,238</td>
</tr>
<tr>
<td>Asking rent per sq.ft.</td>
<td>$5.2</td>
<td>$5.1</td>
<td>$4.9</td>
<td>$6.5</td>
<td>$6.4</td>
<td>$6.1</td>
</tr>
<tr>
<td>Asking rent growth, y/y % chg.</td>
<td>5.9%</td>
<td>4.6%</td>
<td>4.4%</td>
<td>5.2%</td>
<td>4.6%</td>
<td>4.4%</td>
</tr>
<tr>
<td>Leasing activity in sq.ft.</td>
<td>365,028</td>
<td>700,700</td>
<td>14,501</td>
<td>319,474,044</td>
<td>296,162,970</td>
<td>254,024,482</td>
</tr>
</tbody>
</table>

**Supply indicators**

| Inventory in sq. ft. | 9,587,955 | 9,487,955 | 9,466,355 | 26,553,663,022 | 26,461,805,496 | 26,166,021,757 |
| Net delivered over 12 months, in sq.ft. | 21,600 | 21,600 | 0 | 385,387,457 | 398,260,005 | 382,527,483 |
| Net delivered units, as % of inventory | 0.2% | 0.2% | 0.0% | 1.5% | 1.5% | 1.5% |
| Under construction in sq.ft. | 0 | 0 | 0 | 567,307,627 | 521,496,024 | 452,528,658 |
| Under construction, as % of inventory | 0.0% | 0.0% | 0.0% | 2.1% | 2.0% | 1.7% |

**Sales transactions**

| Total investment acquisitions (in million $) | $49.0 | $0.0 | $1.8 | $27,261.9 | $21,600.7 | $13,713.9 |
| Transaction sale price per sq.ft. | $70 | $0 | $92 | $61 | $56 | $54 |
| Cap rate | 0.0% | 0.0% | 0.0% | 7.4% | 0.0% | 0.0% |

### V. Retail

**Demand indicators**

<table>
<thead>
<tr>
<th>Auburn-Opelika, AL</th>
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<th>2021 Q1</th>
<th>2020 Q2</th>
<th>2021 Q2</th>
<th>2021 Q1</th>
<th>2020 Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vacancy rate</td>
<td>1.8%</td>
<td>2.2%</td>
<td>2.7%</td>
<td>4.3%</td>
<td>4.5%</td>
<td>4.2%</td>
</tr>
<tr>
<td>Absorption in sq.ft. over the quarter</td>
<td>42,550</td>
<td>(4,028)</td>
<td>19,626</td>
<td>6,255,046</td>
<td>6,829,628</td>
<td>(12,969,003)</td>
</tr>
<tr>
<td>Absorption in sq.ft. over 12 months</td>
<td>430,311</td>
<td>407,380</td>
<td>109,749</td>
<td>12,853,280</td>
<td>(26,669,769)</td>
<td>5,842,298</td>
</tr>
<tr>
<td>Asking rent per sq.ft.</td>
<td>$16.8</td>
<td>$16.7</td>
<td>$16.5</td>
<td>$14.5</td>
<td>$14.5</td>
<td>$14.3</td>
</tr>
<tr>
<td>Asking rent growth, y/y % chg.</td>
<td>2.4%</td>
<td>1.7%</td>
<td>1.7%</td>
<td>1.4%</td>
<td>1.0%</td>
<td>1.5%</td>
</tr>
<tr>
<td>Leasing activity in sq.ft.</td>
<td>12,055</td>
<td>50,326</td>
<td>9,131</td>
<td>65,144,289</td>
<td>60,598,011</td>
<td>44,924,273</td>
</tr>
<tr>
<td>Y/Y chg.in retail trade payroll employment ('000)</td>
<td>0.10</td>
<td>(0.10)</td>
<td>0.00</td>
<td>822.30</td>
<td>(1,100.50)</td>
<td>(245.60)</td>
</tr>
</tbody>
</table>

**Supply indicators**

| Inventory in sq. ft. | 7,531,331 | 7,521,561 | 7,518,309 | 15,772,300,571 | 15,764,713,778 | 15,724,204,780 |
| Net delivered over 12 months, in sq.ft. | 373,022 | 367,339 | 28,375 | 46,178,325 | 47,102,191 | 58,535,237 |
| Net delivered units, as % of inventory | 5.0% | 4.9% | 4.4% | 0.3% | 0.3% | 0.4% |
| Under construction in sq.ft. | 24,000 | 31,270 | 363,252 | 55,829,483 | 58,628,746 | 71,303,695 |
| Under construction, as % of inventory | 0.3% | 0.4% | 5.1% | 0.4% | 0.4% | 0.5% |

**Sales transactions**

| Total investment acquisitions (in million $) | $12.9 | $0.0 | $1.3 | $20,811.7 | $15,469.2 | $8,857.2 |
| Transaction sale price per sq.ft. | $32.32 | $0 | $37.8 | $134 | $136 | $134 |
| Cap rate | 0.0% | 0.0% | 5.5% | 6.6% | 6.6% | 6.7% |

### VI. Hotel/Lodging

<table>
<thead>
<tr>
<th>Auburn-Opelika, AL</th>
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<tbody>
<tr>
<td>Leisure and hospitality payroll workers ('000)</td>
<td>8.2</td>
<td>8.1</td>
<td>6.9</td>
<td>15,395.0</td>
<td>13,448.0</td>
<td>12,637.0</td>
</tr>
<tr>
<td>Y/Y change ('000)</td>
<td>1.3</td>
<td>(0.6)</td>
<td>(2.0)</td>
<td>2,758.0</td>
<td>(2,297.0)</td>
<td>(4,590.0)</td>
</tr>
<tr>
<td>% share to nonfarm payroll employment</td>
<td>12.5%</td>
<td>12.2%</td>
<td>11.3%</td>
<td>10.5%</td>
<td>9.4%</td>
<td>9.2%</td>
</tr>
</tbody>
</table>

The area has a higher vacancy rate than nationally
The area has a lower pace of absorption than nationally
Rents are rising faster than nationally
Leasing volume is rising faster than nationally
Prices are not rising as fast than nationally
Cap rates are lower than nationally

Rents are rising faster than nationally
Leasing volume is not rising as fast nationally

Relatively more units are being delivered than nationally
Construction activity is slower than nationally
Sales transactions are rising faster than nationally
Prices are not rising as fast than nationally
Cap rates are lower than nationally

Job creation in the leisure industry is weaker than nationally
The area has a larger share of leisure jobs than nationally

*An index below 50 means local market conditions are weaker than nationally, above 50 means local market conditions are stronger, and 50 means local market conditions are about the same as nationally.
NAR derived the index by assigning 1 point for each indicator where local market conditions are better than the national (US) condition.
The total points for each local market are divided by the number of variables that are available at the local area, with 46 indicators if all the data are available. The fraction is multiplied by 100 to get the index.
Economic data may not be available for all markets. In some submarkets or metropolitan divisions (e.g., Long Island) reported by CoStar®, the economic data that is reported (e.g. employment) is of the metropolitan area (New York-Newark-Jersey City). The 390 markets in this report are based on the CoStar® market areas.
NAR reserves the right to add new variables or drop variables that comprise the index based on its analysis of variables that impact market trends.
For information about this report, email data@nar.realtor.