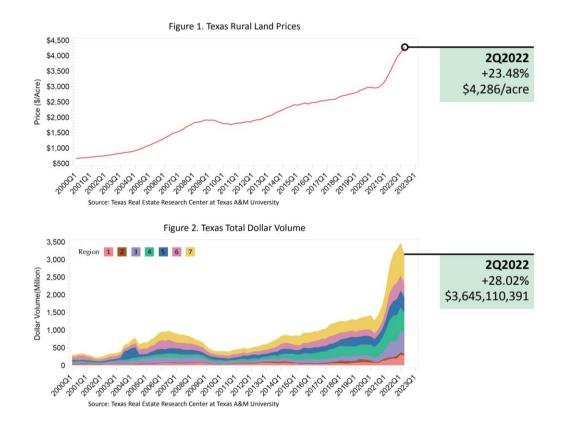


Economy

The Texas Real Estate Research Center at Texas A&M University recently found that rural land sales volume fell 27% from mid-2021 to mid-2022. But while there were fewer properties for sale in Q2 2022, prices increased by 25% to \$4,286 per acre statewide. "Clearly activity appears to be slowing," said TRERC Research Economist Charles Gilliland in a statement along with the report. "Demand for land, as reported by rural brokers, remains strong but has noticeably cooled from last year's frenzied contest."

The Austin metro posted a 40% increase in prices, up to \$6,647 per acre, according to the study. Total dollar volume was up 13% to \$865 million, while sales declined 29% to 2,109. Transaction size increased slightly, up 2% to 216 acres, while total acres sold declined 19% to 130,139 acres. "This trend toward rising prices and declining activity suggests demand is dropping," Gilliland said. "If so, brokers may begin to find ebbing enthusiasm among potential buyers."



Austin Market

Sales taxes, the barometer of local economies statewide, are listed below, according to the State Comptroller's Office for the most recent guarter available.

County	Sales Subject to Tax (000's)	% Change from year on year		
Williamson	2,918,023	21.6%		
Milam	48,051	43.9%		
Lee	126,664	190.5%		
Travis	8,163,933	23.8%		

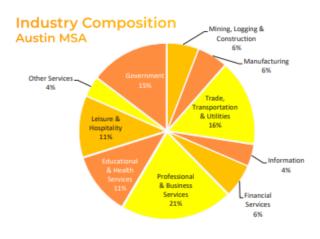
Austin Em	loyment By	y Industry
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INDUSTRY (NON FARM)	SEP 2022	SEP 2021	% GROWTH
Mining, Logging & Construction	73,300	75,000	-2.3%
Manufacturing	70,000	65,600	6.7%
Trade, Transportation & Utilities	199,200	191,200	4.2%
Information	50,000	47,200	5.9%
Financial Services	77,300	74,200	4.2%
Professional & Business Services	260,000	243,000	7.0%
Education & Health Services	145,500	134,500	8.2%
Leisure & Hospitality	142,800	123,900	15.3%
Other Services	46,300	45,500	1.8%
Government	183,400	183,300	0.1%
TOTAL	1,247,800	1,183,400	5.4%

Unemployment Rate

		TEVAC	
	AUSTIN MSA	TEXAS	U.S.
Year-End 2015	3.1%	4.2%	4.8%
Year-End 2016	3.2%	4.6%	4.5%
Year-End 2017	2.7%	3.7%	3.9%
Year-End 2018	2.7%	3.6%	3.7%
Year-End 2019	2.4%	3.3%	3.4%
Year-End 2020	5.1%	7.1%	6.5%
Year-End 2021	2.9%	4.3%	3.7%
September 2022	2.8%	3.8%	3.3% SOURCE: Texas Workforce Commission

SOURCE: Texas Workforce Commission



Population

YEAR-END		TEXAS	
2015	2,002,814	27,468,531	320,738,994
2016	2,062,808	27,914,064	323,071,755
2017	2,115,999	28,291,024	325,122,128
2018	2,166,805	28,624,564	326,838,191
2019	2,228,106	28,986,794	328,329,953
2020	2,295,303	29,360,759	329,484,123
2021	2,363,245	29,527,541	331,449,281
			SOURCE: US Census Burea

Average Home Prices :: August 2022

	AUSTIN MSA	TEXAS	
Average Price	\$630,760	\$417,140	\$395,000
Median Price	\$496,038	\$345,000	\$389,000
Mo. of Inventory	2.9	2.6	3.2 SOURCE MLS Aust

Projects

Lincoln Property Company and Kairoi Residential have broken ground on Waterline, a 74-story high rise at 98 Red River St. At 1,022 ft, the project will be the tallest tower in Texas, beating out Houston's JPMorgan Chase Tower by 20 ft. Waterline will have 352 apartment units, 700,000 sf of office space, and the 251-room 1 Hotel Austin. Three floors of underground parking will be available for residential and hotel users, and above-ground parking will be available for office users. Construction wraps in 2026.

Hines and Galesi Group are developing a 1.7 million-sf industrial park at the corner of Harris Branch Pkwy. and Parmer Ln. Phase one of the 150-acre project will have three buildings totaling 315,000 sf.

Facebook's parent company, Meta, announced it is pausing construction of is new facility in Temple. "In order to best serve our needs for the future, we have decided to change the design of our data center in Temple which will result in a temporary construction pause while we update our plans," said a Meta spokesperson in a statement sent to KWTX. "We remain committed to this community, our local stakeholders, and our supply chain partners. We will work closely with our stakeholders to transition this project design as efficiently as possible." Meta announced March 31 that it was planning to invest \$800 million in Temple to create a Hyperscale Data Center. The approximately 900,000 square foot facility would be located on 393 acres off NW H K Dodgen Loop and Industrial Boulevard, and support around 100 operation jobs in the community.



Office

Recent Office Leases

- CBD :: Page 50,671 SF at Indeed Tower
- Northeast :: Qualcomm 93,517 SF at Parmer 4.1
- East :: Ooni 30,000 SF at 979 Springdale
- Southeast :: AMD 135,250 SF at MetCenter Creative C&D

Recent Office Sales

 East :: Centro North & Centro South 1401 East 6th Street 328,295 SF Class A Creative Office Buyer: AEW Capital Seller: Riverside Resources

OFFICE LEASE STATISTICS :: VACANCY & RENTAL RATE



Office Sales Statistics

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2022	U.S. TRAILING 12 MO.	U.S. Q3 2022
Volume (\$ Mil)	\$3,224.6	\$325.3	\$141,255.0	\$25,980.3
Number of Properties	91	18	5,986	1,332
Total Square Feet	7,746,813	882,443	489,808,055	103,759,914
Average Price per SF	\$488	\$488	\$288	\$250
Average Cap Rate (Yield)	6.1%	6.1%	6.2%	6.1% SOURCE: Real Capital Analytics

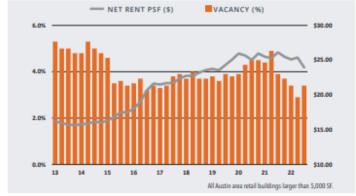
Q3 2022 Office Lease Statistics By Submarket

SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUP.	TOTAL OCCUP.	UNDER CONSTR.	CLASS A NET RENT	CLASS B NET RENT	CLASS C NET RENT	AVE NET RENT
Bastrop County	9	181,027	30,699	34,647	94.9%	94.9%	0	\$0.00	\$25.96	\$15.49	\$25.22
Caldwell County	1	10,832	0	0	100.0%	100.0%	22,500	\$0.00	\$0.00	\$14.88	\$14.88
CBD	129	16,215,236	427,049	675,097	82.4%	79.5%	3,052,610	\$45.39	\$37.13	\$29.27	\$42.47
Cedar Park	55	1,800,499	113,002	26,764	94.7%	94.4%	212,269	\$27.00	\$24.67	\$18.60	\$25.65
Central	104	4,526,678	57,356	197,718	87.5%	85.6%	92,217	\$34.76	\$21.67	\$20.67	\$23.63
East	79	4,905,201	356,330	183,942	88.5%	85.5%	2,216,916	\$41.44	\$31.13	\$18.70	\$32.93
Far Northeast	17	350,813	(5,846)	45,050	82.9%	82.9%	40,827	\$0.00	\$19.54	\$14.50	\$18.62
Far Northwest	59	4,505,725	47,159	93,949	89.5%	88.3%	72,836	\$24.83	\$18.59	\$18.09	\$21.02
Georgetown	39	880,720	112,411	56,826	88.4%	88.4%	144,230	\$27.06	\$22.42	\$18.00	\$23.50
Hays County	47	1,141,181	19,222	46,138	85.2%	84.9%	136,514	\$24.00	\$19.89	\$18.94	\$20.14
North	103	8,734,671	52,285	110,593	89.9%	87.2%	2,457,597	\$43.16	\$26.03	\$16.52	\$33.26
Northeast	57	3,494,447	(53,533)	340,209	79.2%	67.2%	700,826	\$24.00	\$18.99	\$9.63	\$19.91
Northwest	251	15,060,104	(113,586)	836,792	78.6%	74.5%	502,912	\$27.01	\$21.86	\$18.69	\$24.26
Round Rock	85	2,918,524	70,885	67,033	96.4%	96.2%	106,028	\$24.53	\$20.47	\$18.71	\$21.83
South	109	4,324,629	115,806	348,682	79.9%	76.2%	423,871	\$29.09	\$27.73	\$18.16	\$27.31
Southeast	40	3,432,401	(86,357)	51,756	88.4%	87.2%	0	\$29.03	\$23.84	\$17.67	\$24.47
Southwest	272	13,336,102	73,744	537,629	87.2%	83.6%	137,757	\$32.27	\$24.87	\$22.26	\$29.24
West Central	31	1,665,665	(6,007)	91,820	93.6%	91.7%	0	\$38.63	\$28.99	\$19.63	\$33.63
AUSTIN	1,487	87,484,455	1,210,619	3,744,645	85.2%	82.1%	10,319,910	\$35.37	\$25.19	\$20.06	\$29.61

Retail

Recent Retail Leases

- Far Northwest :: Texas Card House 20,250 SF at Woodlands Shopping Ctr
- CBD :: The Headliners Club (renew) 22,902 SF at Chase Tower
- Round Rock :: Thrive Pet Healthcare 21,000 SF at Gattis Station
- Hays Co. :: Ashley Home Store 40,000 SF at Stone Creek Crossing



Retail Sales Statistics

Recent Retail Sales

 South :: Southpark Meadows Phase III 9900 South IH35 257,988 sf anchored shopping center Buyer: Alto Real Estate Funds Seller: Harbert Mgmt JV Rainier Capital

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2022	U.S. TRAILING 12 MO.	U.S. Q3 2022
Volume (\$ Mil)	\$1,206.8	\$278.6	\$102,775.7	\$18,230.2
Number of Properties	88	20	9,232	1,496
Total Square Feet	4,703,631	841,939	473,867,162	88,617,970
Average Price per Square Foot	\$243	\$392	\$216	\$209
Average Cap Rate (Yield)	5.6%	6.2%	6.2%	6.1%
		••••••		SOURCE: Real Capital Analytics

Q3 2022 Retail Lease Statistics By Submarket

SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUPANCY	TOTAL OCCUPANCY	AVE. ASKING NET RENT
Bastrop County	82	2,372,767	24,271	22,079	99.2%	99.2%	\$17.94
Caldwell County	21	530,152	(2,000)	0	99.6%	99.6%	\$17.25
CBD	56	1,439,319	22,318	2,000	99.0%	97.5%	\$42.83
Cedar Park	179	7,388,232	(137,922)	85,148	96.1%	96.1%	\$27.60
Central	200	6,648,431	27,232	84,655	94.0%	93.9%	\$21.17
East	98	3,468,608	11,702	23,415	96.7%	96.7%	\$17.65
Far Northeast	107	4,035,579	(29,725)	80,010	94.4%	94.4%	\$22.51
Far Northwest	99	3,343,373	96,185	153,703	95.0%	95.0%	\$28.21
Georgetown	219	6,416,459	129,719	144,994	96.7%	96.7%	\$20.83
Hays County	228	7,627,371	105,830	151,096	98.2%	98.1%	\$25.45
North	158	6,508,492	73,166	108,023	97.9%	97.8%	\$21.30
Northeast	72	2,799,528	6,085	32,471	93.6%	93.6%	\$23.54
Northwest	132	4,826,284	(12,784)	70,211	95.3%	95.3%	\$27.59
Round Rock	187	6,969,696	201,814	154,254	97.4%	97.2%	\$24.05
South	243	9,830,720	43,890	141,473	97.1%	97.1%	\$24.58
Southeast	74	2,101,905	82,326	9,675	99.6%	99.6%	\$23.34
Southwest	212	7,850,920	47,119	149,504	97.2%	97.0%	\$23.18
West Central	37	724,554	7,246	6,216	90.7%	90.5%	\$32.54
AUSTIN	2,404	84,882,390	696,472	1,418,927	96.6%	96.5%	



Industrial

Recent Industrial Leases

- Hays Co. :: JTI Transportation 108,160 SF at Kyle Crossing
- Far Northeast :: Wilson Art 48,719 SF at Heatherwilde 45 - 4
- Southeast :: PODS 99,000 SF at Infinity Park 2
- Far Northeast :: CASS, Inc. 181,440 SF at Crossroads Logistics 3

Recent Industrial Sales

Georgetown :: Gateway 35 Commerce Ctr 294,297 SF distribution center Buyer: Property Reserve, Inc. Seller: Titan Development



Industrial Sales Statistics

	AUSTIN TRAILING 12 MO.	AUSTIN Q3 2022	U.S. TRAILING 12 MO.	U.S. Q3 2022
Volume (\$ Mil)	\$1,427.8	\$407.1	\$181,503.6	\$32.009.2
Number of Properties	61	21	10,155	1,680
Total Square Feet	6,850,210	2,011,096	1,375,463,850	220,451,140
Average Price per SF	\$182	\$179	\$137	\$140
Average Cap Rate (Yield)	5.8%	5.4%	5.4%	\$5.7%

SOURCE: Real Capital Analytics

Q3 2022 Industrial Lease Statistics By Submarket

SUBMARKET	NO. OF BLDGS	INVENTORY	YTD NET ABSORPTION	YTD LEASING ACTIVITY	DIRECT OCCUP.	TOTAL OCCUP.	UNDER CONSTR.	FLEX NET RENT	INDUST. NET RENT	AVE NET RENT
Bastrop County	26	827,935	33,005	38,600	100.0%	100.0%	85,000	\$8.32	\$7.38	\$7.44
Caldwell County	13	406,746	0	0	100.0%	100.0%	167,794	\$9.10	\$6.00	\$6.46
CBD	5	87,424	0	0	100.0%	100.0%	0	N/A	N/A	N/A
Cedar Park	50	2,036,200	(7,296)	9,661	97.8%	95.0%	222,927	\$12.00	\$8.56	\$10.25
Central	61	1,638,039	26,988	74,523	90.2%	90.2%	0	\$14.23	\$8.50	\$10.24
East	161	10,049,892	4,802,593	120,815	97.5%	97.5%	104,097	\$12.83	\$8.86	\$8.93
Far Northeast	162	9,933,391	210,180	624,644	98.2%	98.2%	2,374,076	\$12.74	\$7.36	\$7.58
Far Northwest	36	1,050,284	3,166	14,827	100.0%	99.9%	50,620	\$12.00	\$8.80	\$9.11
Georgetown	147	5,724,276	348,759	346,326	94.5%	92.3%	4,948,437	\$12.52	\$9.62	\$9.78
Hays County	179	10,129,717	1,294,053	244,277	94.8%	94.8%	3,137,389	\$13.56	\$9.26	\$9.39
North	329	15,317,857	(220,320)	779,978	93.1%	91.5%	7,500	\$13.76	\$8.28	\$9.39
Northeast	212	14,229,417	641,272	434,500	96.9%	95.8%	927,165	\$11.74	\$8.60	\$9.51
Northwest	35	3,673,597	(11,009)	0	98.3%	97.7%	0	\$12.00	\$8.40	\$9.83
Round Rock	152	5,707,057	267,904	185,274	96.7%	96.6%	7,403,267	\$11.94	\$8.87	\$9.12
South	125	3,071,684	27,736	165,839	98.4%	98.3%	23,679	\$11.80	\$8.10	\$8.45
Southeast	255	14,709,886	331,309	797,633	96.4%	96.1%	1,708,766	\$12.82	\$8.06	\$8.74
Southwest	50	3,611,182	(16,574)	34,897	92.7%	92.1%	10,000	\$12.93	\$8.96	\$9.33
West Central	2	69,128	0	0	100.0%	100.0%	0	N/A	N/A	N/A
AUSTIN	2,000	102,273,712	7,731,766	3,871,794	96.0%	95.4%	21,170,717	\$12.55	\$8.48	\$9.07
w/o Tesla, Amazon, Samsung	1,997	93,140,013	3,445,086		95.6%	94.9%	15,170,717			



Apartments

Recent Apartment Sales

- Hays Co. :: Citizen House
 342 Units at 3400 Kyle Crossing
 Buyer: Palladius
 Seller: Endeavor Real Estate
- North/South :: Bluerock Portfolio
 914 Units in 3 garden-style complexes: The Brodie, Chevy Chase & Elan
 Buyer: Blackstone
 Seller: Bluerock Res. Growth REIT
- Round Rock :: Tricon Portfolio 1,454 Units in 4 garden-style complexes: Palm Valley, Broadstone Travesia, The Allure, and City North at Sunrise Ranch Buyer: Berkshire Group Seller: Tricon
- Austin :: American Campus Portfolio 2,844 Units in 12 student complexes: The Retreat, The Vintage, The Block, 26 West, Sanctuary Lofts, Bishops Square, The Callaway, Texas West, Circle West, Vista San Marcos, Crest at Pearl Buyer: Blackstone JV BREIT Seller: American Campus Communities

Apartment Statistics At-A-Glance

AUSTIN MSA	Q3 2022	ANNUAL CHANGE (%)
Occupancy	91.1%	-0.7%
Units Change	3,364	N/A
Units Absorbed (Quarter)	1,455	N/A
Average Size (SF)	865	0.2%
Average Asking Rent (Unit)	\$1,737	1.2%
Average Asking Rent PSF	\$2.01	1.0%
Average Effective Rent (Unit)	\$1,724	0.9%
Average Effective Rent PSF	\$1.99	0.7%
% Offering Concessions	12.0%	79.3%
Average Concession Package	4.9%	-0.7%

SOURCE: ALN Apartment Data

APARTMENT STATISTICS :: VACANCY & RENTAL RATE



Q3 2022 :: Apartment Statistics By Submarket

SUBMARKET	NO. OF PROJECTS	NO. OF UNITS	VACANCY	T-12 ABSORPTION	AVE RENT (PER UNIT)	AVE RENT (PSF)
Bastrop County	14	1,084	4.9%	(23)	\$1,233	\$1.36
Buda-Kyle	27	6,865	10.1%	442	\$1,565	\$1.77
Caldwell County	11	458	4.1%	(7)	\$1,132	\$1.31
Cedar Park	43	13,037	5.6%	494	\$1,687	\$1.83
Central Austin	170	4,407	10.3%	320	\$1,657	\$2.29
Downtown Austin	41	6,282	12.2%	806	\$3,194	\$3.36
East Austin	112	14,109	10.6%	1,455	\$1,920	\$2.35
Far North Austin	17	1,380	13.6%	175	\$1,429	\$1.52
Far West Austin	5	103	3.6%	8	\$567	\$0.59
Georgetown-Leander	50	8,000	10.9%	562	\$1,689	\$1.75
Hill Country	8	1,018	5.0%	19	\$1,851	\$1.92
Lake Travis	16	3,624	6.6%	56	\$2,005	\$1.85
Midtown Austin	225	14,030	5.2%	287	\$1,621	\$2.11
North Austin	137	26,394	7.0%	725	\$1,565	\$1.97
Northeast Austin	59	11,772	13.9%	1,789	\$1,453	\$1.72
Northwest Austin	121	33,834	5.2%	(525)	\$1,610	\$1.80
Pflugerville	66	19,211	7.3%	1,193	\$1,594	\$1.81
Riverside	80	17,257	6.4%	375	\$1,631	\$2.00
Round Rock	72	15,923	6.4%	207	\$1,603	\$1.72
San Marcos	64	7,002	5.7%	372	\$1,308	\$1.54
South Austin	99	18,253	6.8%	406	\$1,627	\$1.89
South Central Austin	152	12,749	5.3%	(52)	\$1,830	\$2.33
Southeast Austin	44	10,069	7.5%	398	\$1,557	\$1.76
Southwest Austin	52	12,221	4.7%	206	\$1,880	\$2.03
West Austin	75	2,142	4.5%	12	\$2,137	\$2.63
AUSTIN MSA TOTAL:	1,760	261,224	7.6%	9,700	\$1,680	\$1.95
						Source: CoS



Housing / Construction & Demographics



In 2022, the median price for a home in the Austin-Round Rock MSA set a new annual record of \$503,000, according to the December 2022 and Year-End Central Texas Housing Market Report released by the Austin Board of REALTORS[®]. Despite this record, the housing market continued shifting towards buyers as home sales declined 18.3% to 33,547 homes sold last year and inventory increased, with homes on the market for 31 days, 11 days more than in 2021.

"After two years of unprecedented demand, activity and price increases, our housing market began to stabilize in 2022," Ashley Jackson, 2023 ABoR president, said. "Signs point to that trend continuing in 2023 even as interest rates fluctuate, so buyers need to date the rate and marry the house. Bidding wars have subdued as homes on average sold for only less than the original listing price in 2022, but as we head into what is normally seasonal peak for sales, today will still be the most cost-effective time to buy a house. It is important to remember that we still have a desirable and sought-after market, it is just that now we are seeing our market return to a more normal level of high demand and activity than what we experienced in the years leading up to the COVID pandemic and subsequent boom in our market."

In 2022, the median price in the MSA rose 11.4% to \$503,000. Sales dollar volume dipped 9.8% to yield a \$21,018,159,929 impact on the Austin-area economy. New listings stayed flat, and the year ended with 45,949 homes listed as pending sales dropped 24.2% to 31,633 homes.

In the month of December, closed listings across the MSA declined 31.5% to 2,435 year-over-year as sales dollar volume decreased 36.1% to \$1,357,155,494. Median sales price dropped 3.7% to \$457,426. New listings declined 15.1% to 1,828 listings, active listings skyrocketed 275.4% to 7,493 listings, and pending sales dropped 22.8% in December to 1,949 sales. Last month, homes spent an average of 73 days on the market, 47 more compared to December 2021.

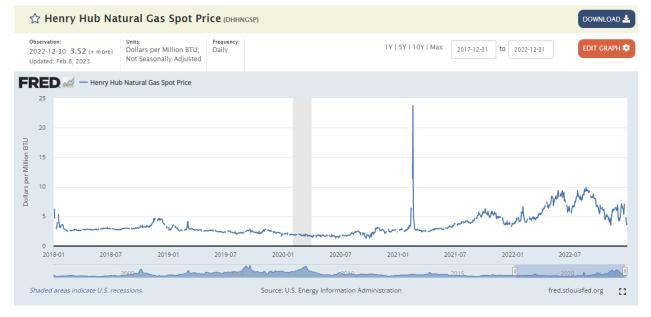


Capital Markets

As of 12/31/22 mortgage interest rate levels for conventional, conforming fixed rate loans, as published by TIB Mortgage Services were 6.50% for a 30-year mortgage. The U.S. 10 Year Treasury sat at 3.88%.

Energy







CNB Commercial Lenders



Joe Mahan, Branch President Cameron, TX - 254.697.6653



Tim Walther, Branch President Giddings, TX - 979.542.3136



Jim Morse, Branch President Rockdale, TX - 512.430.6316



Jonathan Kamenicky, Branch President Pflugerville, TX - 512.670.1200



Jeff Baker, Branch President Cedar Park, TX - 512.335.1748



Claudia Conroy, Market President Killeen, TX - 254.870.4743



Ryan Stiba, Branch President Taylor, TX - 512.352.7641



Brian Cauthorn, Branch President Round Rock, TX - 512.218.5100



Brad Hickman, Lending Officer Pflugerville, TX - 512.670.1200



About Citizens National Bank

We are a \$600 million in assets community financial institution and have been proudly serving Central Texas since 1900. That experience is what sets Citizens National Bank apart. A Cameron, TX based financial institution with eight branches across Central Texas including Milam, Lee, Williamson, Travis, and Bell counties. From Cameron to Cedar Park and several towns in between, we know and are active in each of our communities, making us better able to meet the banking needs of the communities we serve. Additional information can be found at cnbanktexas.com.

Contact a lender for a copy of this report.



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