



Retail Market Report

# San Francisco - CA (USA)

PREPARED BY

**COMPASS**  
COMMERCIAL  
Lena Kwang



**RETAIL MARKET REPORT**

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12 Mo Deliveries in SF

**17.5K**

12 Mo Net Absorption in SF

**(357K)**

Vacancy Rate

**5.9%**

12 Mo Asking Rent Growth

**-0.7%**

Heading towards the end of 2023, the San Francisco retail sector is looking back at a difficult year, during which its overall operating performance has been held back by the deterioration of Union Square and the neighboring areas in downtown San Francisco.

Traditionally home to major department stores and high-end fashion retailers, the vitality of Union Square has declined in recent years after visitor traffic fell during the extensive pandemic lockdowns, and has stagnated amid the subsequent drawn-out return of residents, office workers, and tourists. Additional well-publicized problems related to crime, homelessness, and drug use also plague the neighborhood, keeping shoppers away and leading many major retailers to close stores.

In May 2023, Nordstrom announced the closure of both its 300,000-SF department store in the San Francisco Westfield Center and its nearby Nordstrom Rack outlet. A few weeks later, the owner of the Westfield Center halted payments on its \$560 million loan and began the process of transferring title to the lender.

Thus, San Francisco's performance lags most other metros across the nation. Retail vacancy in San Francisco was one of the lowest in the nation in 2019, but it is now one of the nation's highest, at 5.9%. Similarly, average market rent, which increased at an annual rate of 3.1% nationally over the past 12 months, increased by just -0.8% in San Francisco.

At the national level, despite longstanding concerns of a softening economy and eventual pullback in consumer spending, U.S. retail space markets have remained resilient through the first three quarters of the year thanks to steady demand from a diverse array of sectors, a significant pullback in store closures, and minimal new supply. Absorption is positive, led by general retail and neighborhood centers. Quick service restaurant (QSR) tenants are the main takers of smaller spaces, while dollar stores, fitness and experiential retailers are showing the greatest interest in medium and large spaces.

The structure of San Francisco's retail market reflects both the high-income levels of its population and the supply-constrained nature of its densely populated geography. The City of San Francisco itself is characterized by general retailing along popular urban strips in heavily populated neighborhoods, such as Chestnut Street in the Marina District, Valencia Street in The Mission, and Hayes Street in Hayes Valley. These neighborhoods comprise eclectic mixes of eateries and independent boutiques and are typically subject to ordinances that restrict the presence of chain stores. In contrast to the current situation in downtown and Union Square, these retail zones are generally active and vibrant, with a healthy influx of new stores and restaurants.

In the outer parts of San Francisco and in San Mateo County, the retail structure has a greater representation of malls and shopping centers. The main regional malls include Stonestown Galleria in San Francisco, the Serramonte Center in Daly City, and Hillsdale Mall in San Mateo. Retail performance in San Mateo has been stable, with both vacancy and rent growth generally flat over the past year.

On the supply side, the market has a low amount of new construction, partly because of high costs, limited land availability and restrictive planning policies, but also because of weak demand.

In the investment market, transaction activity remains low amid the persistence of high interest rates and concerns about the viability of some San Francisco locations. Financial distress related to imminent loan maturities is also a growing concern. In downtown San Francisco, both the Westfield Center and the building formerly occupied by the Saks Fifth Avenue Men's Store have been transferred to lender ownership this year. Several other retail properties have loan maturities within the next two years, with the largest being Stonestown Galleria, where the owners are currently negotiating an extension or other solution to a maturing \$165.5 million loan.



### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malls	5,103,685	19.4%	\$45.23	2.6%	0	0	0
Power Center	2,592,325	4.0%	\$42.69	4.3%	0	0	0
Neighborhood Center	7,499,466	7.4%	\$43.43	7.9%	22,658	0	0
Strip Center	1,806,239	4.5%	\$37.39	4.4%	725	0	0
General Retail	64,473,488	4.7%	\$42.05	5.2%	(15,670)	0	217,500
Other	1,025,917	8.4%	\$107.46	12.4%	0	0	0
<b>Market</b>	<b>82,501,120</b>	<b>5.9%</b>	<b>\$43.10</b>	<b>5.3%</b>	<b>7,713</b>	<b>0</b>	<b>217,500</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.5%	3.6%	5.5%	5.9%	2023 Q4	2.1%	2016 Q2
Net Absorption SF	(357K)	28,769	15,196	2,141,744	2007 Q2	(1,317,895)	2020 Q3
Deliveries SF	17.5K	252,974	117,141	926,802	2007 Q2	16,713	2013 Q1
Asking Rent Growth	-0.7%	1.8%	3.5%	5.5%	2015 Q1	-2.3%	2009 Q4
Sales Volume	\$327M	\$734.3M	N/A	\$1.7B	2022 Q1	\$165.4M	2010 Q1

As of the first quarter, San Francisco continues to see growing vacancy, with local centers and suburban locations faring better than downtown.

Union Square's historic position as the preeminent retail destination in Northern California has deteriorated in recent years, reflected by the closure of many important retailers, including department stores and mainstream chain stores. In May, Nordstrom closed both its department store in the Westfield San Francisco Centre and its nearby Nordstrom Rack store. Soon after, the owner of the San Francisco Westfield Centre walked away, transferring ownership of the mall to the lender. Nordstrom has shifted its focus away from downtowns to suburban locations, and is planning to open a Rack store at Bridgepointe Shopping Center in San Mateo.

Other retailers to close stores in Union Square include Barneys New York, Forever 21, Gap, H&M, Uniqlo, and Abercrombie & Fitch. In January 2023, the 30,000-SF flagship Banana Republic store was closed as the retailer moved to a smaller 9,250-SF space. Elsewhere in San Francisco, other retailers, including Walgreens and Starbucks, have cited rising crime as a reason for shuttering downtown stores.

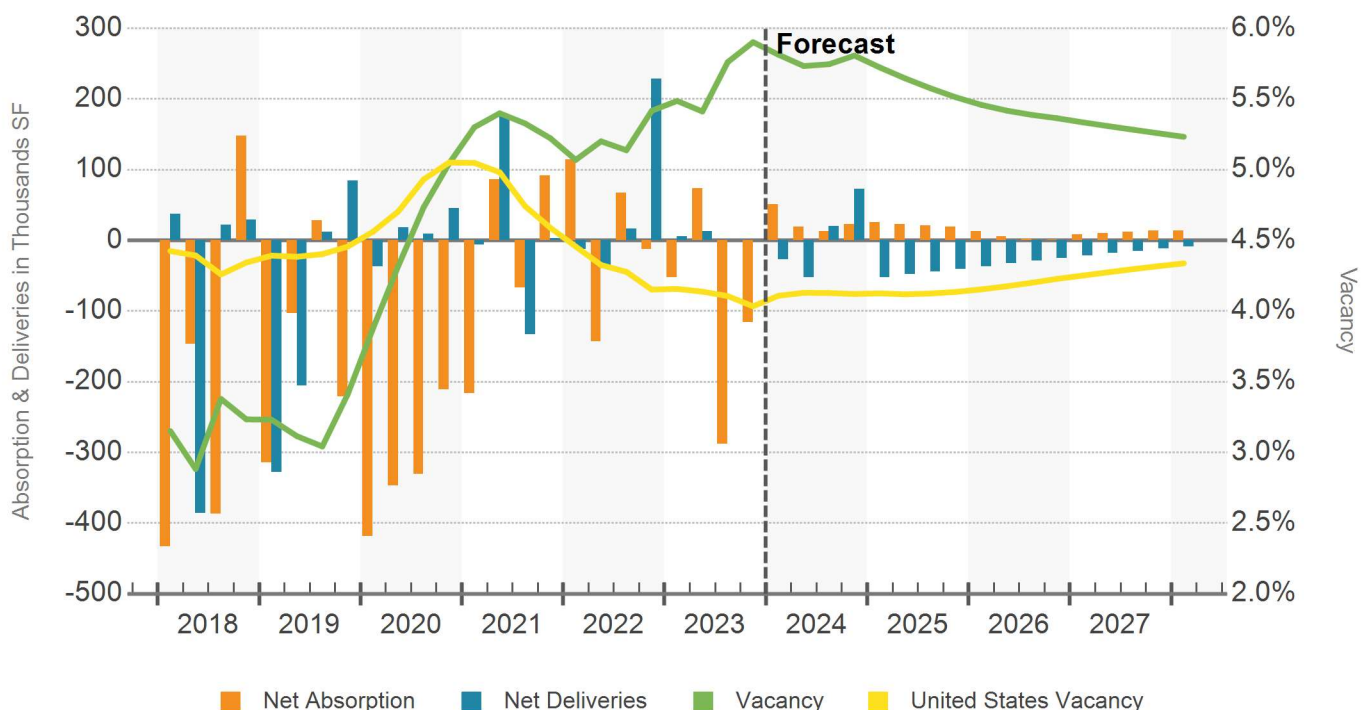
In the past few months, the Union Square narrative has

taken a more positive turn with the opening of a small format Ikea store at 945 Market St. It is hoped that Ikea will be a catalyst to stem the loss of more retailers and attract new ones to the downtown area. Ikea's Ingka Centres purchased the property for \$198 million in 20Q3. The Ikea store is part of a larger project that will also include a gourmet food hall and an Industrious co-working facility. Another positive point for downtown is the continued presence of a critical mass of high-end fashion retailers, centered on Grant Street and Post Street. These designer boutiques have maintained, and in some cases expanded, their presence in recent years, despite the drop in overseas tourism, which provides a large share of their income.

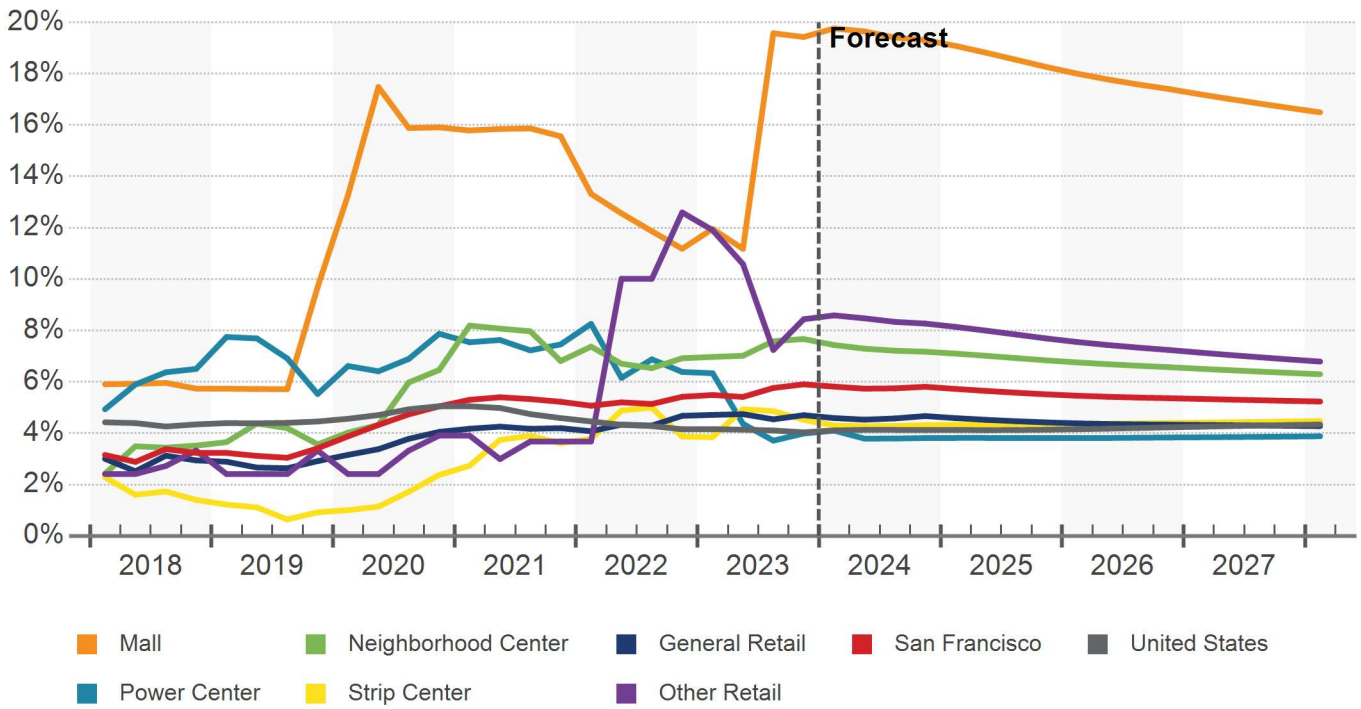
The market's largest mall, Stonestown Galleria, has seen major changes in recent years. The owners have replaced Macy's and Nordstrom with Target, Whole Foods, and Sports Basement, and it is currently planning to redevelop the mall as a mixed-use urban village, with the addition of 3,000 homes.

San Francisco's smaller retail centers and urban main street shopping districts have generally performed well in recent years, benefitting from the shift in working patterns that has led to people spending more time shopping closer to home in their local neighborhoods.

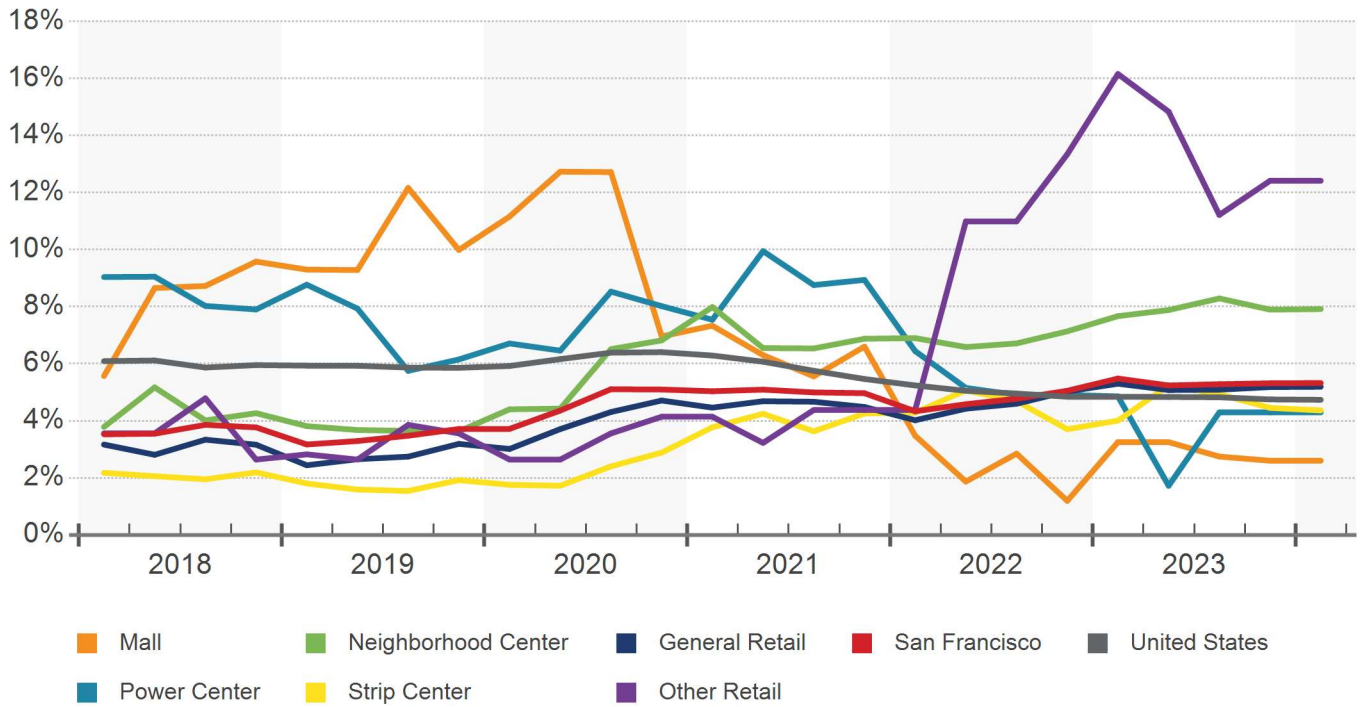
### NET ABSORPTION, NET DELIVERIES & VACANCY



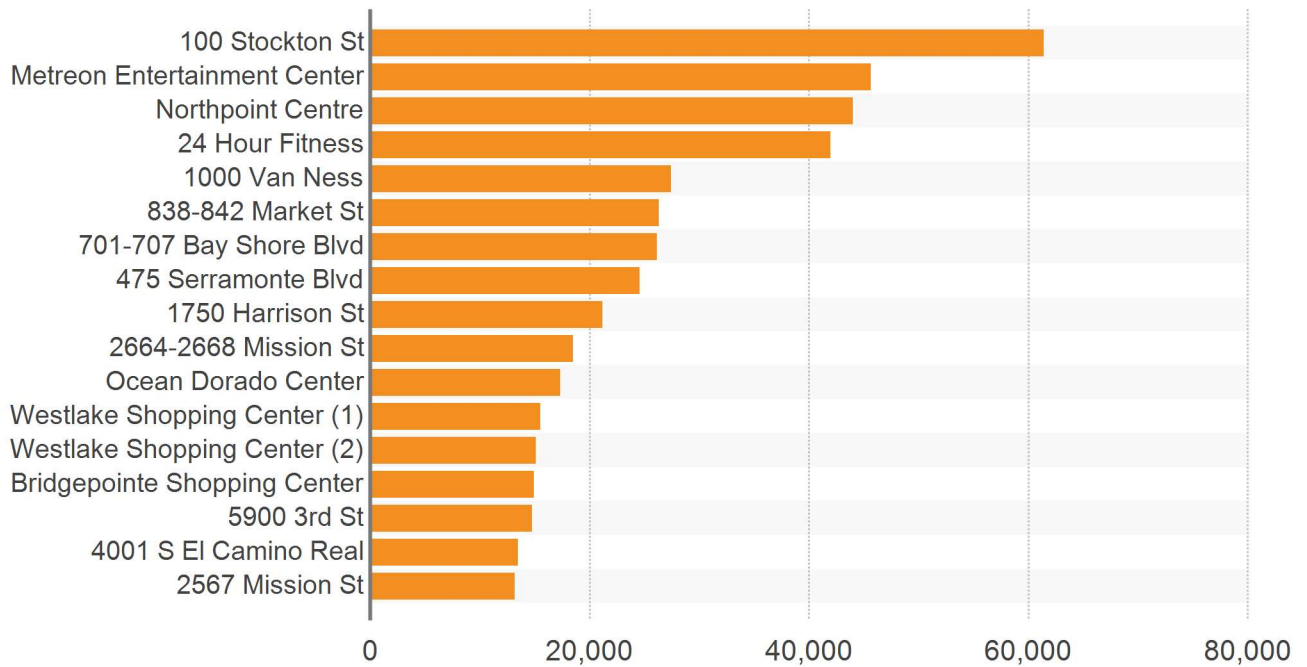
## VACANCY RATE



## AVAILABILITY RATE



### 12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
100 Stockton St	Union Square	242,631	137,966	0	0	0	0	61,401
Metreon Entertainment Center	Yerba Buena	360,000	19,304	0	0	0	0	45,675
Northpoint Centre	Waterfront/North Bea...	87,000	0	0	0	0	0	44,010
24 Hour Fitness	Redwood City	47,152	0	0	0	0	0	42,000
1000 Van Ness	Van Ness/Chinatown	154,056	0	0	0	0	0	27,409
838-842 Market St	Union Square	57,535	0	0	0	0	0	26,305
701-707 Bay Shore Blvd	Mission/Potrero	36,276	0	0	0	0	0	26,151
475 Serramonte Blvd	Brisbane/Daly City	27,276	0	0	0	0	0	24,578
1750 Harrison St	Mission/Potrero	23,520	0	0	0	0	0	21,194
2664-2668 Mission St	Mission/Potrero	18,500	0	0	0	0	0	18,500
Ocean Dorado Center	Southern City	53,004	0	0	0	0	0	17,334
Westlake Shopping Center (1)	Brisbane/Daly City	66,158	0	0	0	0	0	15,549
Westlake Shopping Center (2)	Brisbane/Daly City	62,088	0	0	0	0	0	15,125
Bridgepointe Shopping Center	San Mateo	89,929	0	0	0	0	0	14,962
5900 3rd St	Bayview/Hunters Point	29,439	0	0	0	0	0	14,735
4001 S El Camino Real	San Mateo	13,500	0	0	0	0	0	13,500
2567 Mission St	Mission/Potrero	14,605	0	0	0	0	0	13,161
<b>Subtotal Primary Competitors</b>		<b>1,382,669</b>	<b>157,270</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>441,588</b>
Remaining San Francisco Market		81,251,140	4,707,865	7,713	0	0	0	(806,061)
<b>Total San Francisco Market</b>		<b>82,633,809</b>	<b>4,865,135</b>	<b>7,713</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(364,473)</b>

### TOP RETAIL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
24 Hour Fitness *	Redwood City	42,000	Q2 23	24 Hour Fitness	-	JLL;Premier Property...
825 Sansome St	Jackson Square	38,550	Q2 23	Paradise Parking	-	Calco Commercial, Inc.
Bridgepointe Shopping Center	San Mateo	35,500	Q2 23	Nordstrom Rack	-	CBRE
2900 Alemany Blvd	Southern City	34,000	Q2 23	Island Pacific Seafood Ma...	-	Poletti Realty
Hotel Zelos *	-	26,448	Q1 23	-	-	-
Five Points Center	Redwood City	25,000	Q3 23	AutoZone	Kidder Mathews	Raise Commercial Real...
148 Townsend St	South Financial District/S...	23,000	Q2 23	-	-	Colton Commercial & P...
Bridgepointe Shopping Center	San Mateo	18,200	Q3 23	Nazareth Ice Oasis	CBRE	Avison Young
Hotel Zelos *	-	17,748	Q1 23	-	-	-
Ocean Dorado Center	Southern City	17,334	Q3 23	-	-	Maven Commercial, Inc.
James Bong Bldg	Yerba Buena	16,267	Q2 23	Walgreens	-	-
Bridgepointe Shopping Center	San Mateo	14,962	Q2 23	The Container Store	-	CBRE
4001 S El Camino Real	San Mateo	13,500	Q3 23	-	-	Kidder Mathews
3535 Geary Blvd	West of Van Ness	12,119	Q2 23	The Floor Store	-	Touchstone Commerci...
Hotel Zelos	-	12,000	Q1 23	-	-	-
Bridgepointe Shopping Center	San Mateo	10,200	Q1 23	Five Below	-	-
515 Folsom St	Rincon/South Beach	9,500	Q3 23	Studio D	The Hawthorne Group	Innovation Properties G...
Bridgepointe Shopping Center	San Mateo	8,017	Q2 23	Shane Co.	-	CBRE
220 Park Rd	Burlingame	7,937	Q4 23	Bacchus Management Gr...	-	Lockehouse Retail Group
1310 El Camino Real	Belmont/San Carlos	7,797	Q2 23	Best Price Furniture	-	Lockehouse Retail Group
Golden Gate	Civic Center	7,688	Q4 23	-	-	Maven Commercial, Inc.
2001 Van Ness Ave	Van Ness/Chinatown	7,210	Q4 23	Bay Breakers Boxing Gym	Finlay Pacific	Dunhill Partners West;...
Bridgepointe Shopping Center	San Mateo	7,175	Q2 23	Benihana, Inc.	-	CBRE
260 El Camino Real	Belmont/San Carlos	7,040	Q4 23	Rebarts Interiors	Coldwell Banker Co...	Sequoia Realty Services
2251-2255 Clement St	West of Van Ness	6,590	Q2 23	The Culture SF	Touchstone Comme...	Touchstone Commerci...
SoMa Square Apartments	South Beach	6,550	Q3 23	-	-	Maven Commercial, Inc.
776-780 Valencia St	Mission/Potrero	6,503	Q2 23	-	-	Maven Commercial, Inc.
601-609 Mission St	South Financial District	6,190	Q2 23	CVS	-	-
1200-1208 Market St	MidMarket	6,070	Q2 23	CloudKitchens	-	-
2306-2310 Fillmore St	West of Van Ness	6,019	Q1 23	-	-	Maven Commercial, Inc.
Mosser Victorian Hotel	-	6,000	Q1 23	-	-	-
1264 Folsom St	South of Market	6,000	Q3 23	California Climbing Collec...	Kidder Mathews	Kidder Mathews
201 Arch St	Redwood City	5,800	Q1 23	-	-	Kidder Mathews
611 El Camino Real	San Bruno/Millbrae	5,700	Q3 23	-	-	Poletti Realty
655-685 Beach St	Waterfront/North Beach	5,660	Q2 23	-	-	Compass
622 Laurel St	Belmont/San Carlos	5,400	Q2 23	-	-	Kidder Mathews
622 Laurel St	Belmont/San Carlos	5,399	Q2 23	Paris Baguette	-	-
Levi's Plaza	Waterfront/North Beach	5,361	Q1 23	-	-	CBRE
1545-1555 Pacific Ave	Van Ness/Chinatown	5,309	Q4 23	Stuff	Touchstone Comme...	Touchstone Commerci...
M.J. Betten Court	Peninsula Coastline	5,224	Q1 23	-	-	Kinghorn Commercial

\*Renewal



The recent period has been one of positive rent growth across most of the nation, with landlords benefitting from low availability levels and robust consumer spending. However, in San Francisco, upward movement in retail rents has been more elusive. As of the first quarter, annual rent growth, which currently stands at 3.1% nationally, was negative by -0.8% in San Francisco.

This trend is widespread across San Francisco, with all submarkets experiencing anemic rent growth in 2021 and 2022. General retailing, which is the largest category in San Francisco and accounts for more than 75% of the retail market, lags the other subtypes, with negative change of -0.9% over the past year.

Across most U.S. markets, brick-and-mortar retailers benefited from a post-pandemic surge in spending by consumers, as pent-up demand during the pandemic and government stimulus funds combined to fuel increased consumer spending on retail goods and services. In San Francisco, however, this did not

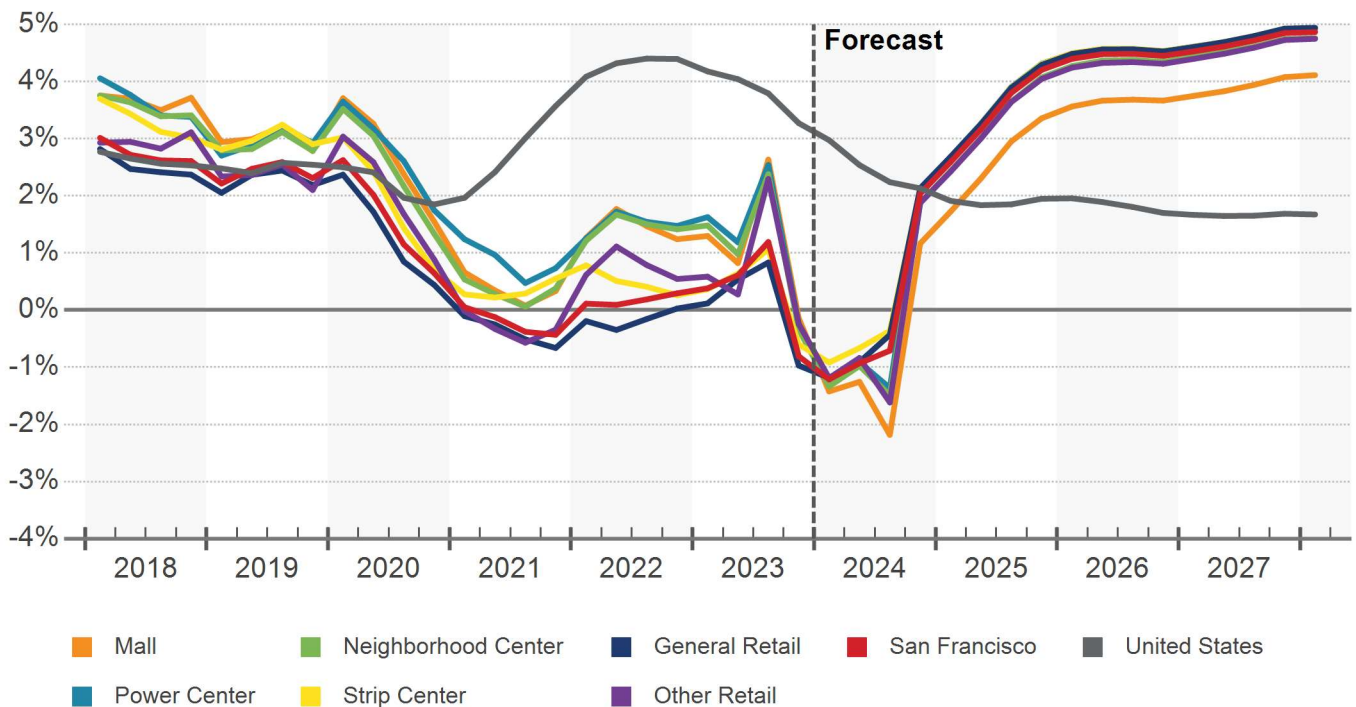
translate into rent growth, partly because rents are already among the highest in the nation, with average asking rent currently at \$43.00/SF. This compares to the U.S. average of \$25.00/SF.

Another major drag on rents for San Francisco is the recent reduction in the size of the retail spending market, caused by a substantial fall in the resident population. According to estimates from the California Department of Finance, the population of San Francisco at the start of 2023 had fallen by around 90,000 people over the past five years.

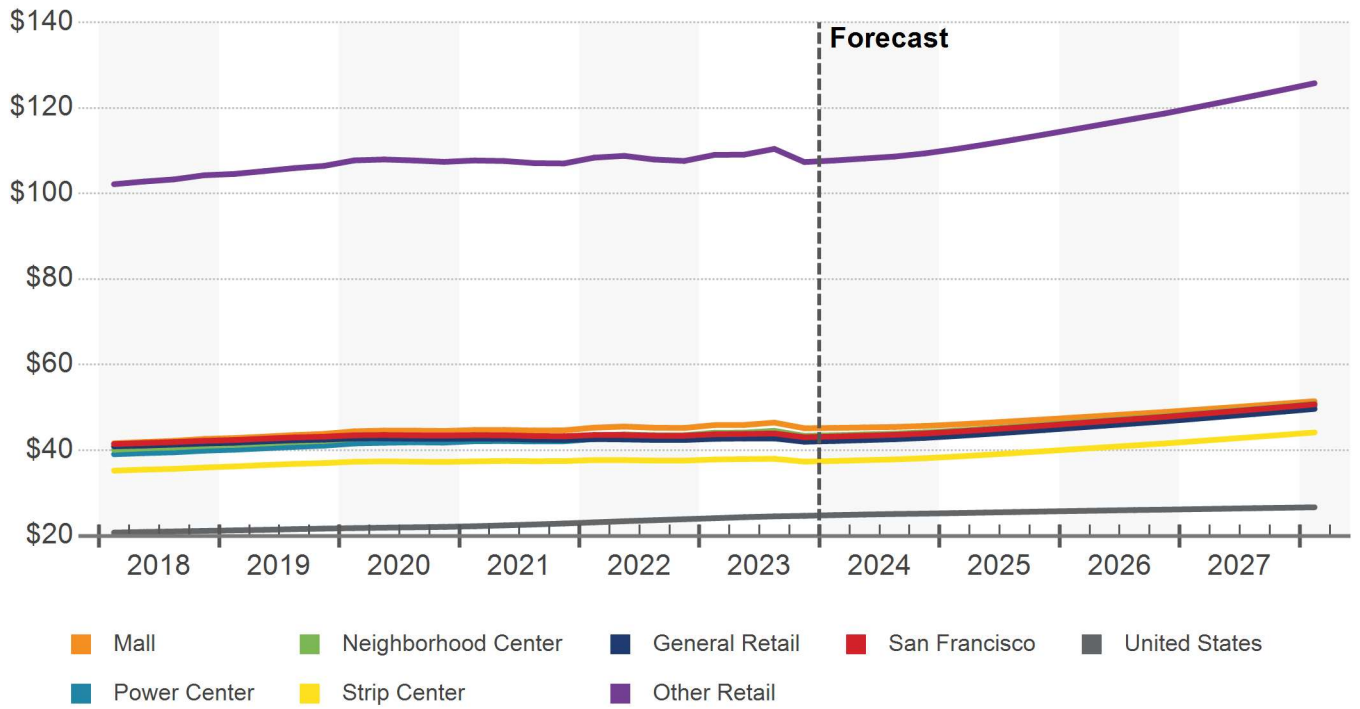
An even bigger relative fall in daytime commuters has caused distress for retailers in downtown San Francisco, where dozens of retail and restaurant businesses have shuttered in the past three years.

These trends have curtailed rent growth and are likely to continue to act as a constraint that will prevent many landlords from raising rents in the next few years.

### MARKET ASKING RENT GROWTH (YOY)



### MARKET ASKING RENT PER SQUARE FEET



As of the first quarter, construction activity in San Francisco is at a historically low level. The construction pipeline consists of a small number of mixed-use redevelopment projects and a single Safeway store, with a total volume of 220,000 SF underway. This compares to the five-year average of 390,000 SF.

Several unfavorable supply and demand trends have quashed retail construction activity in San Francisco. For many years, a lack of developable sites and restrictive planning policies have limited the volume of new retail development. More recently, population decline has reduced demand and diminished the viability of new retail projects. Moreover, in the past year, the persistence of high interest rates has raised the cost of construction financing, thereby presenting an additional challenge to the feasibility of retail developments.

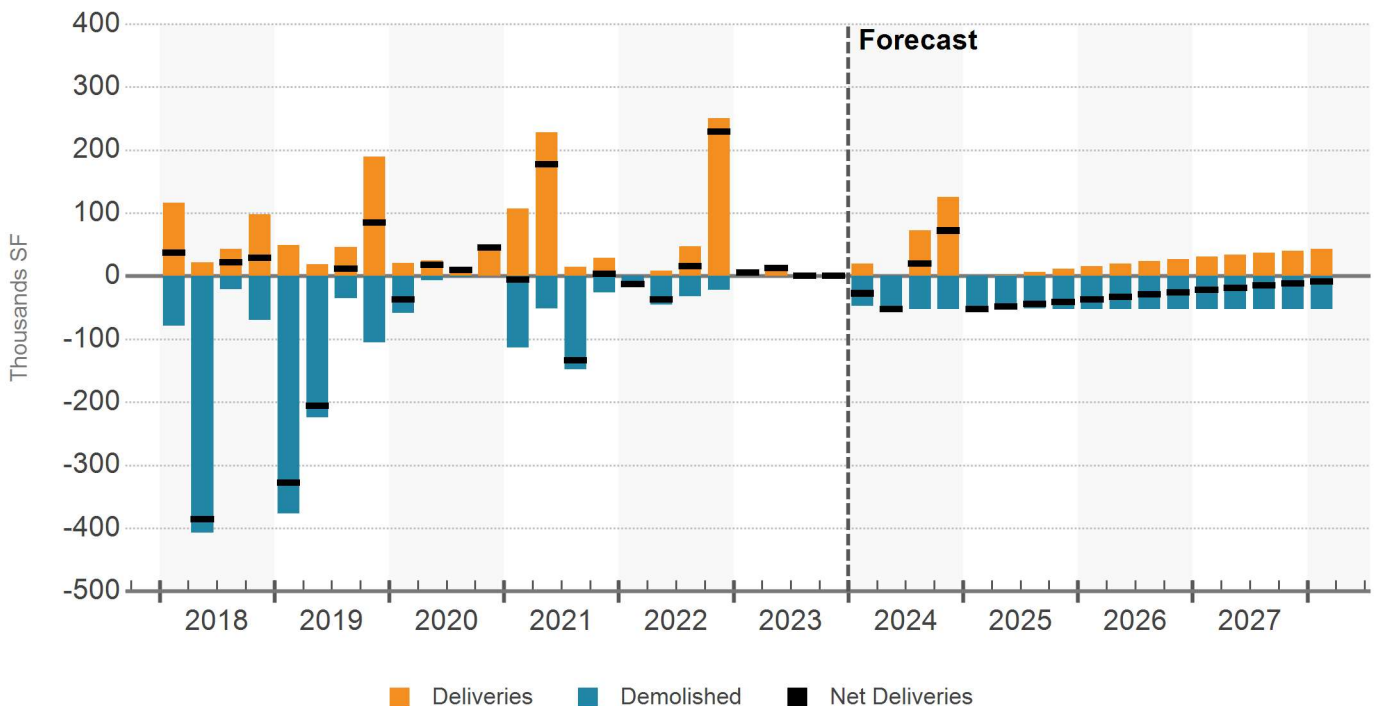
Over the longer term, the stock of shopping center space is falling as other uses become relatively more valuable. In Union Square, the renovation of the old Macy's Men's Store at 100 Stockton St. involves most of the 243,000-SF project being repositioned as office space, as evidenced by the 23Q4 opening of a 65,000-SF Convene coworking facility. Another building that was

previously part of Macy's Union Square complex, at 233 Geary St., was sold for redevelopment in 2020. Plans for the site call for street level retail, several floors of office space, and residential condominiums on the upper levels. Similarly, the proposals for 48 Stockton St., previously occupied by Barneys New York, include a change of use to office for the upper four floors.

In the San Bruno/Millbrae Submarket, the Shops at Tanforan, a 50-year-old mall that was previously anchored by JCPenney and Sears, which had struggled for many years, was sold in 22Q1 for \$82.7 million, or \$142/SF. The buyer was Alexandria Real Estate, which plans to develop a mixed-use biotechnology campus on the site.

Redevelopment of brownfield sites is an additional source of new retail space; however, these projects tend to focus on other uses, such as apartments and office, with a smaller component of ancillary retail. For example, the Gateway at Millbrae Station is a large mixed-use project that includes residences, affordable housing, offices, and a hotel, together with 44,000 SF of street-level retail. The apartment buildings have recently completed, and the retail space is in lease-up.

### DELIVERIES & DEMOLITIONS



### SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Showplace Square	1	125	125	100%	1	37,858	125,000	1
2	South San Francisco	1	73	73	100%	1	10,335	72,500	2
3	Redwood City	1	15	15	100%	1	8,014	15,000	3
4	Menlo Park	1	5	5	100%	1	8,208	5,000	4
5	Bayview/Hunters Point	0	-	-	-	-	5,730	-	-
6	Belmont/San Carlos	0	-	-	-	-	5,972	-	-
7	Brisbane/Daly City	0	-	-	-	-	12,059	-	-
8	Burlingame	0	-	-	-	-	8,703	-	-
9	Civic Center	0	-	-	-	-	7,506	-	-
10	Financial District	0	-	-	-	-	9,128	-	-
	All Other	0	-	-	-	-	7,437	-	-
<b>Totals</b>		<b>4</b>	<b>218</b>	<b>218</b>	<b>100%</b>		<b>7,805</b>	<b>54,375</b>	



# Under Construction Properties

San Francisco Retail

Properties

Square Feet

Percent of Inventory

Released

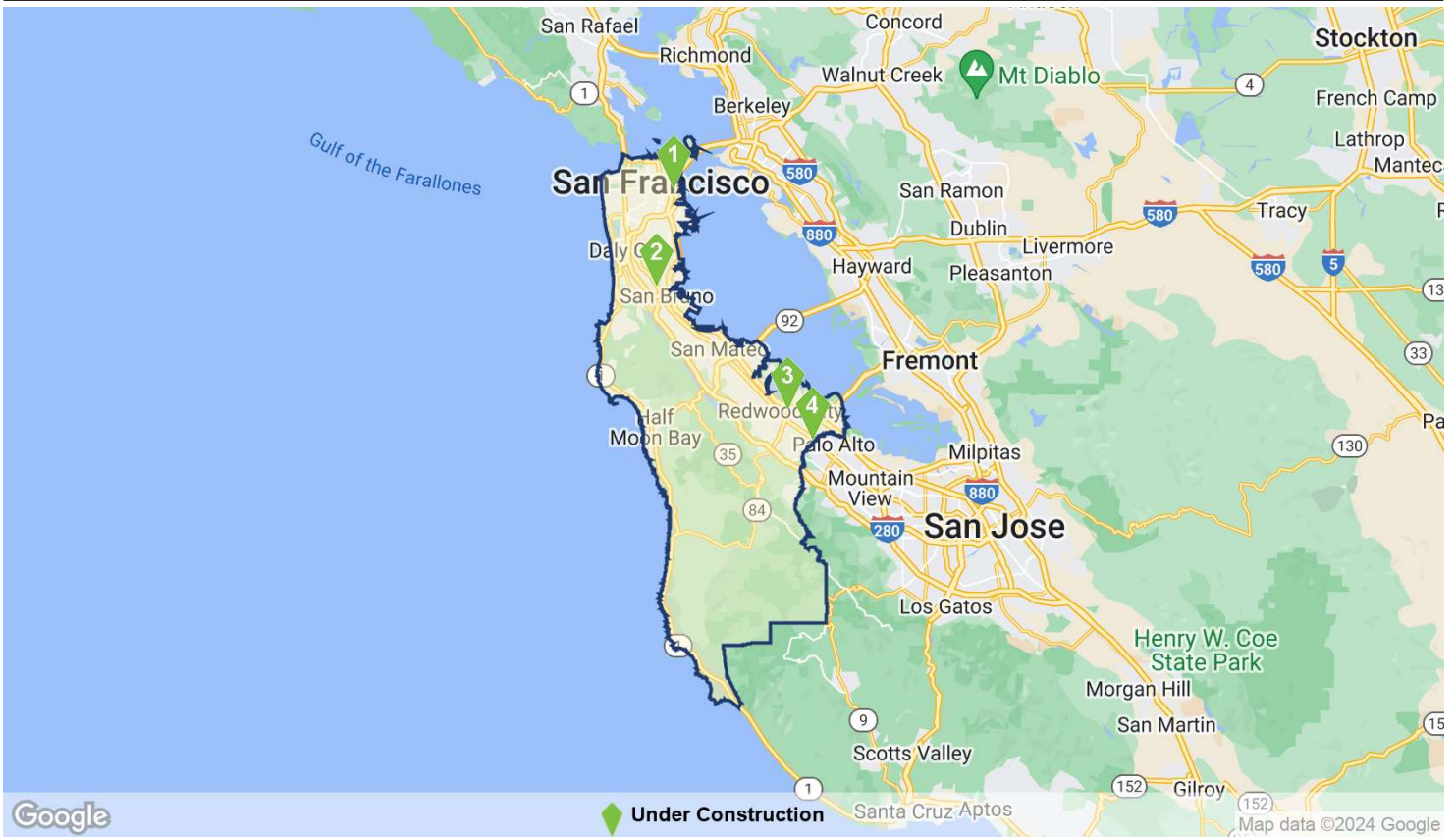
4

217,500

0.3%

100%

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 <b>Flower Market</b> 901 16th St	★★★★☆	125,000	2	Sep 2023	Sep 2024	Kilroy Realty Corporation Kilroy Realty Corporation
2 <b>190 El Camino Real</b>	★★★★☆	72,500	2	Sep 2022	Jun 2024	- -
3 <b>CVS</b> 2201 Bay Rd	★★★★☆	15,000	1	Jun 2022	Feb 2024	The Sobrato Organization CVS Health
4 <b>115 El Camino Real</b>	★★★★☆	5,000	3	Aug 2022	Feb 2024	Via Builders -

Over the past few quarters, the transaction markets have experienced a significant slowdown, tapping the brakes on sales activity. Faced with elevated interest rates and a slowdown in consumer spending, capital sources in the retail sector are undergoing a shift. Institutional and REIT investors have adopted a more-cautious stance, pulling back on acquisition activity, thereby allowing private investors greater access to investment opportunities.

Retail investment in San Francisco typically comprises a large number of small deals, with almost all transactions involving individual retail stores in the general retail subtype. Total sales volume in the past year was \$322 million across 130 transactions. This is a notable pullback from the 10-year annual average volume of \$914 million and 400 transactions.

Most recent sales are smaller 2 Star and 3 Star buildings, picked up by local private investors and owner/users. The average transaction price for sales that closed over the past year was \$400/SF, which is somewhat below the five-year average of \$550/SF. In general, the resilience of the single-tenant net-lease space stands out. This niche attracts private capital, primarily composed of cash buyers with long-term investment horizons. Motivated by tax deferral and estate

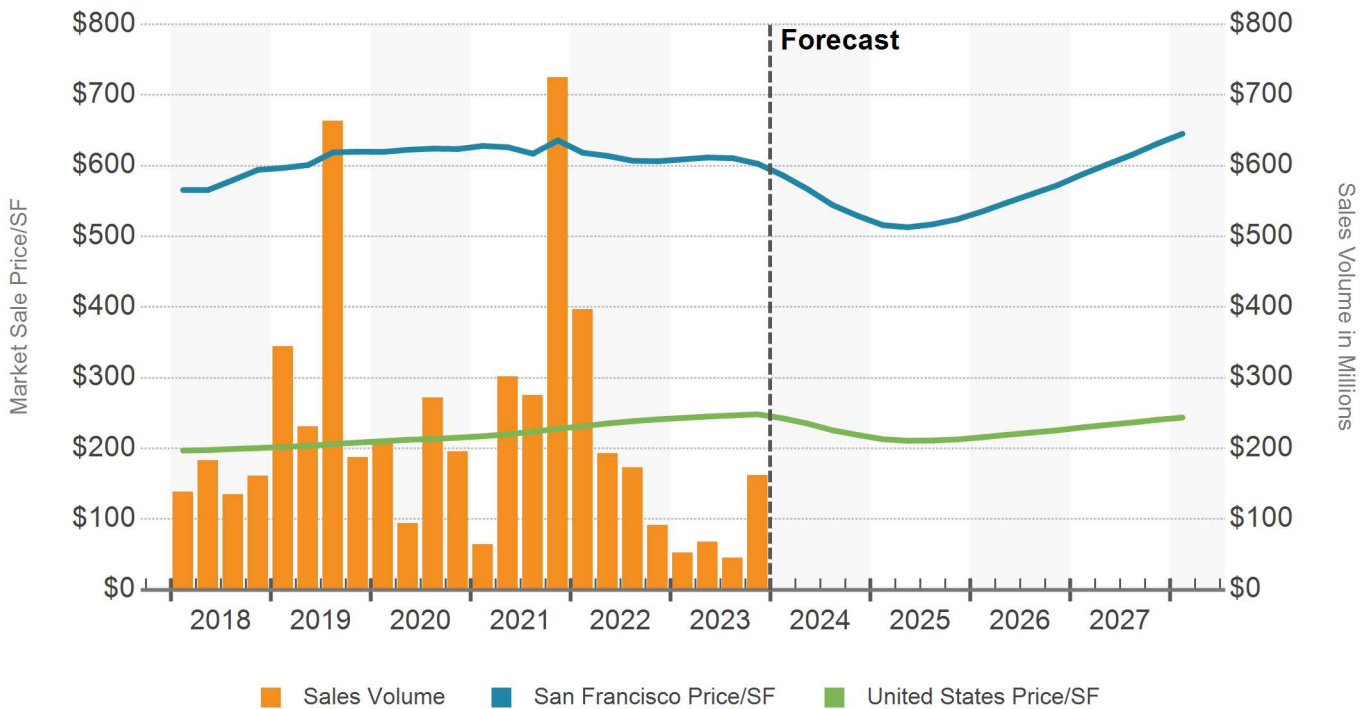
planning factors, these investors have experienced relatively modest increases of 25-50 basis points in cap rates over the past year. The reaction to higher interest rates has been delayed in this space due to the lesser use of debt by trade buyers.

In downtown San Francisco, persistent levels of high vacancy have started to cause distress for over-leveraged owners. Most notably, the owner of the Westfield San Francisco Center elected to walk away from the property in 23Q2, transferring ownership of the mall, which had previously been valued at \$1.2 billion, to the lender of its \$560 million mortgage.

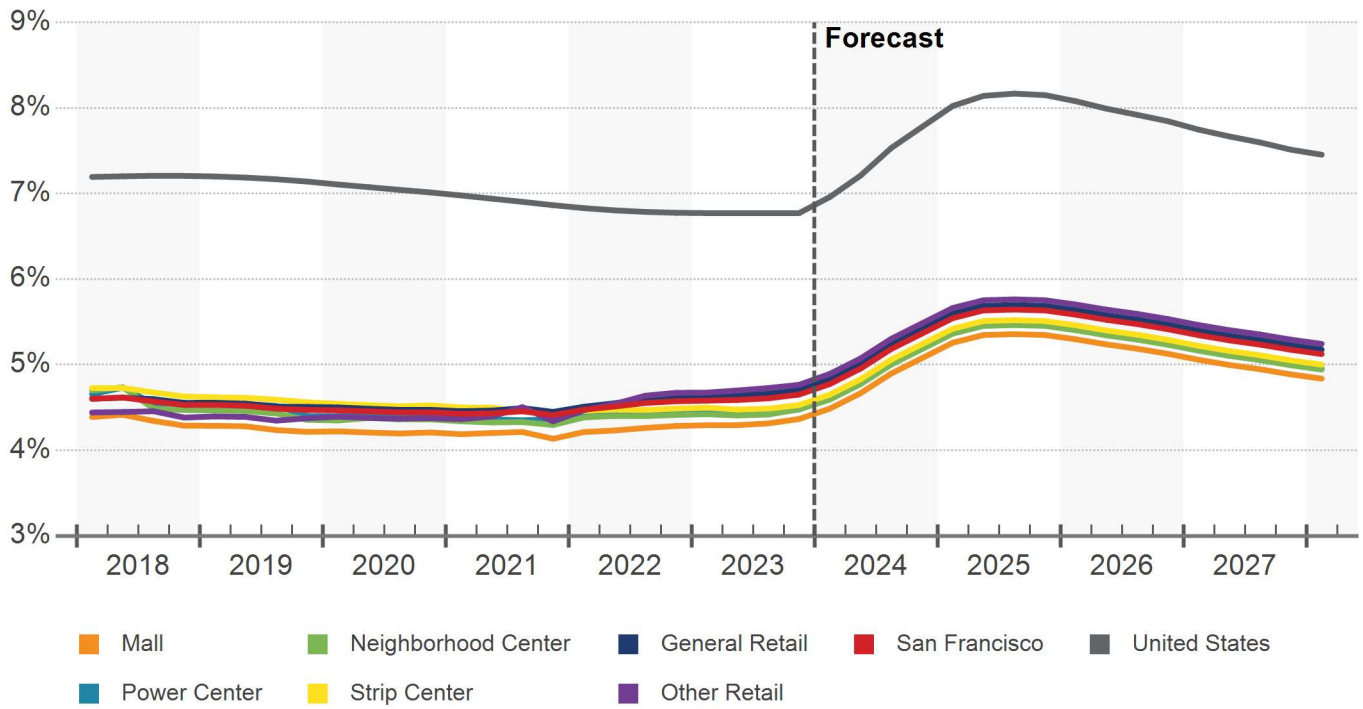
Moreover, in August 2023, the owner of 220 Post St., which has stood empty since it was vacated by Saks Fifth Avenue in 2020, transferred the deed in lieu of foreclosure to the lender. The property had been acquired for \$73 million in 2016, and had a \$47.5 million outstanding loan amount.

Among the larger transactions, redevelopment and change of use plays featured heavily in sales of retail properties in recent years, and consequently the average transaction price in the first quarter has dropped to \$400/SF.

**SALES VOLUME & MARKET SALE PRICE PER SF**



MARKET CAP RATE



# Sales Past 12 Months

San Francisco Retail

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

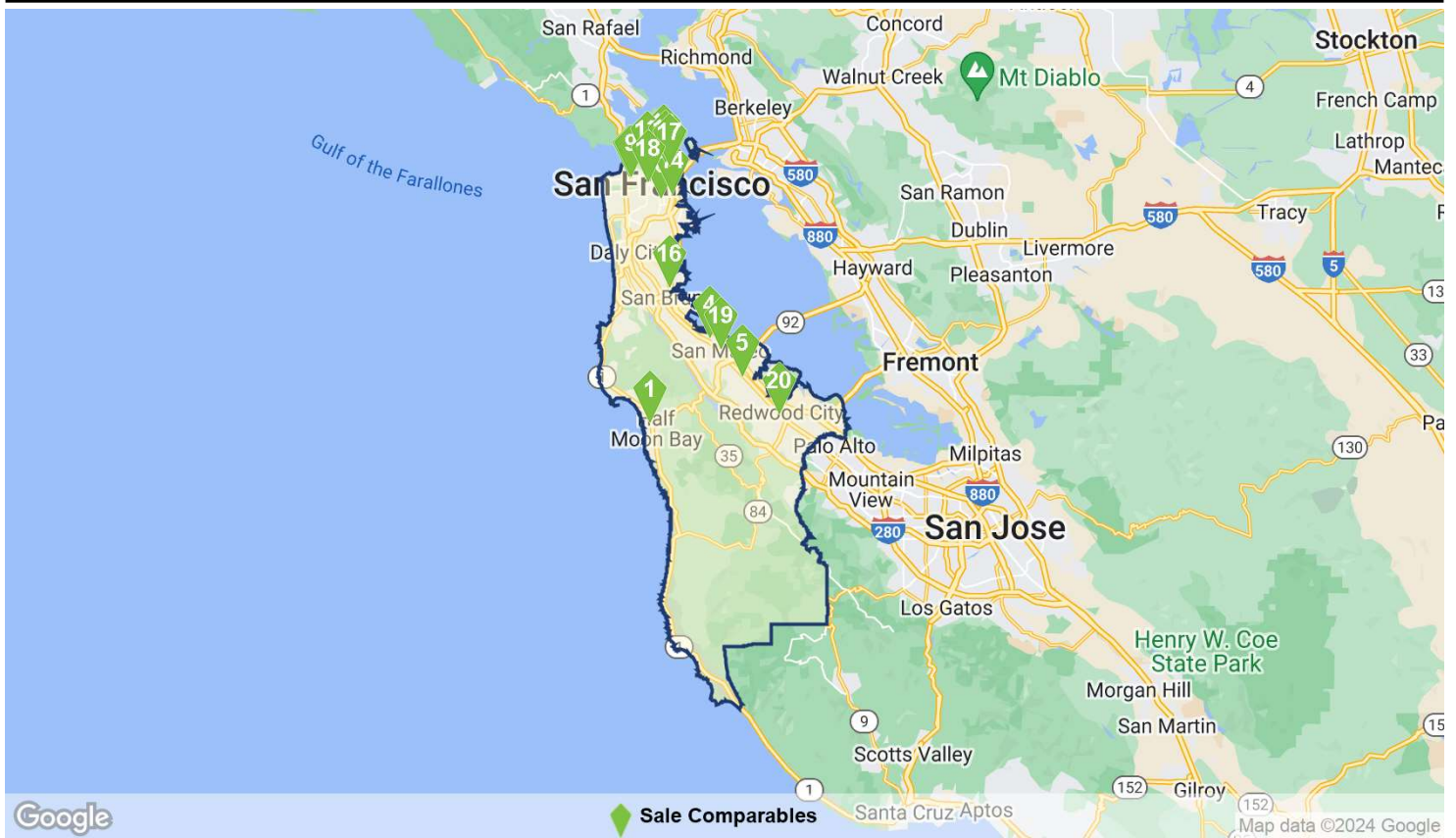
140

5.5%

\$399

3.0%

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$461,000	\$2,776,809	\$1,690,000	\$34,000,000
Price/SF	\$31	\$399	\$500	\$2,500
Cap Rate	3.4%	5.5%	5.3%	8.1%
Time Since Sale in Months	0.1	5.4	4.9	12.0
Property Attributes	Low	Average	Median	High
Building SF	700	9,332	3,623	198,525
Stories	1	2	2	7
Typical Floor SF	700	4,901	2,102	78,940
Vacancy Rate At Sale	0%	3.0%	0%	100%
Year Built	1880	1936	1927	2021
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.2	★ ★ ★ ★ ★	★ ★ ★ ★ ★



# Sales Past 12 Months

San Francisco Retail

## RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 <b>Strawflower Village</b> 50-80 Cabrillo Hwy N	★★★★★	1985	78,940	0%	11/15/2023	\$34,000,000	\$431	5.4%
2 <b>1000 Van Ness Ave</b>	★★★★★	1920	154,056	0%	12/4/2023	\$28,000,000	\$182	-
3 <b>320-350 Bay St</b>	★★★★★	1968	87,000	0%	12/22/2023	\$15,525,854	\$178	-
4 <b>925 Bayswater Ave</b>	★★★★★	-	15,570	0%	4/4/2023	\$13,500,000	\$867	-
5 <b>100 El Camino Real</b>	★★★★★	1949	19,000	0%	12/22/2023	\$9,250,000	\$487	7.2%
6 <b>2567 Mission St</b>	★★★★★	1925	14,605	0%	2/7/2023	\$8,100,000	\$555	-
7 <b>Tong Palace Seafood Re...</b> 933 Clement St	★★★★★	1982	9,000	0%	10/25/2023	\$6,200,000	\$689	-
8 <b>801 Grant Ave</b>	★★★★★	1908	5,969	0%	11/21/2023	\$5,500,000	\$921	-
9 <b>601 Clement St</b>	★★★★★	1912	11,706	0%	5/10/2023	\$5,300,000	\$453	-
10 <b>101 Jefferson St</b>	★★★★★	1946	3,280	100%	1/20/2023	\$5,200,000	\$1,585	-
11 <b>38-42 Hotaling Pl</b>	★★★★★	1900	11,745	0%	4/3/2023	\$4,900,000	\$417	-
12 <b>1000-1010 Valencia St</b>	★★★★★	1978	11,777	20.0%	3/1/2023	\$4,900,000	\$416	6.3%
13 <b>2197 Chestnut St</b>	★★★★★	1907	4,469	0%	12/4/2023	\$4,700,000	\$1,052	-
14 <b>The Victoria Mews</b> 1800 20th St	★★★★★	1980	11,757	1.0%	1/20/2023	\$4,500,000	\$383	6.6%
15 <b>659 Columbus Ave</b>	★★★★★	1908	2,464	0%	4/14/2023	\$4,100,000	\$1,664	-
16 <b>400 S Airport Blvd</b>	★★★★★	1965	5,343	0%	6/9/2023	\$4,100,000	\$767	-
17 <b>843-845 Montgomery St</b>	★★★★★	1911	3,576	0%	12/13/2023	\$4,100,000	\$1,147	-
18 <b>661-663 Divisadero St</b>	★★★★★	1915	5,600	0%	2/3/2023	\$4,000,000	\$714	-
19 <b>164 E 4th Ave</b>	★★★★★	1960	5,270	100%	11/14/2023	\$3,900,000	\$740	-
20 <b>1402-1408 El Camino Real</b>	★★★★★	1950	6,084	0%	5/17/2023	\$3,500,000	\$575	5.6%

The San Francisco Bay Area is the global leader in innovation and development of information technology. Home to several of the world's largest companies, including Apple, Alphabet, and Meta, San Francisco and San Jose lead the nation with the highest rates of economic growth at the metropolitan level. The success of Silicon Valley's innovative companies draws the best and brightest graduates to the Bay Area, and this translates into high wages and nation-leading levels of household income growth. As a result, and reflecting limited land availability, San Francisco has some of the nation's highest rents and prices across all real estate asset classes.

However, growth in the technology sector tends to be volatile, with innovation happening in bursts that may deliver high rewards but may also end in over-investment and a downturn in activity. This does not sit well with the slow-moving world of real estate, where buildings take many years to develop and are very difficult to repurpose. Thus, San Francisco's real estate markets have a long history of boom followed by bust, with rents and prices soaring and vacancy falling during the boom periods, and the reverse happening during the busts.

The current boom-bust cycle began with the tech boom of the 2010s, which comprised a massive expansion of cloud computing and mobile technologies. San Francisco was the hub for many of the leading companies that built global businesses around mobile applications that disrupted traditional industries. Real estate demand surged, prompting nation-leading rates of growth in rents and prices and an uptick in construction of office and residential towers in downtown San Francisco.

The cycle abruptly turned downwards in early 2020. By that time, affordability had become a problem, causing both businesses and people to relocate from San Francisco to less expensive parts of the country. The

COVID-19 pandemic and associated lockdowns triggered a surge in this exodus. Tech companies quickly adapted to the distributed workforce model, and employees left the city in large numbers. While the outward migration has now abated, San Francisco's resident population has yet to recover from the tens of thousands of people who moved away.

Starting in 2022, cyclical economic pressures have also been at work, after the Fed raised interest rates to quell inflation by slowing the economy. Locally, the most visible impacts have been layoffs in the tech sector and a large decline in real estate investment sales activity.

The largest impact of the current downturn has been felt by the office sector, which now has record levels of vacancy. Downtown San Francisco has suffered the most, where the exodus of tech workers is part of a broader narrative that involves population decline and an increase in crime, homelessness, and drug abuse. The combination of low levels of economic activity and social problems has impacted the viability of businesses such as retailers, restaurants, and hotels. As these businesses fail, the city's viability falls further, playing out what has been referred to as a "Doom Loop" scenario.

Total employment is now slightly ahead of where it was pre-pandemic. However, with the increase in flexible working practices, it is unclear how many of those employed by San Francisco businesses are living in the metro area. After falling to a 10-year low of 2.3% in 2022, the unemployment rate has since increased to 2.9%.

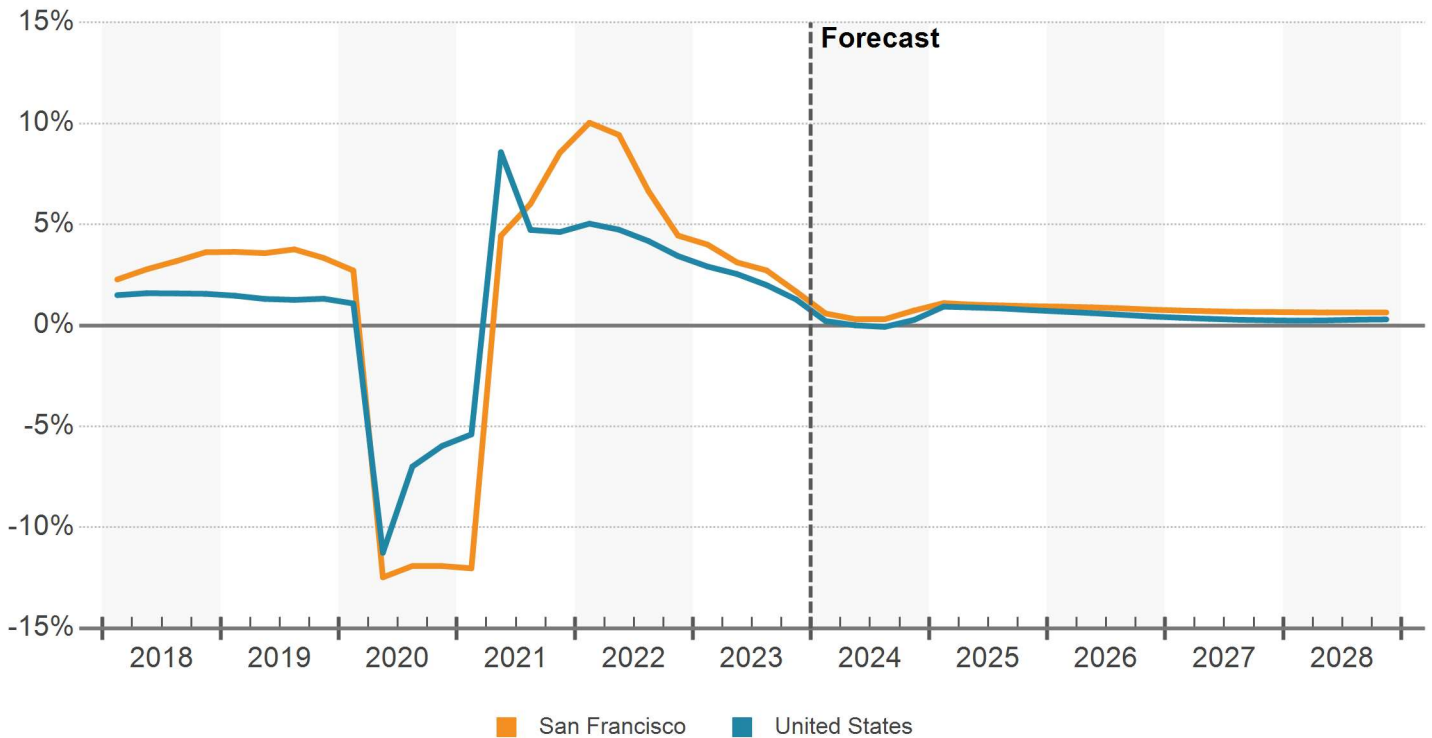
While the current downturn has yet to play out, the longer-term outlook is more positive. Future tech growth in new areas such as AI is expected to remain focused in the Bay Area, as is evident by an increase in leasing activity by AI companies in the past few months.

### SAN FRANCISCO EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	39	0.4	-0.70%	-0.12%	0.61%	0.70%	0.49%	0.09%
Trade, Transportation and Utilities	137	0.6	-0.57%	0.10%	0.04%	1.05%	-0.04%	0.15%
Retail Trade	67	0.6	-1.02%	0.39%	-1.65%	0.23%	-0.17%	0.11%
Financial Activities	91	1.3	1.27%	0.48%	2.24%	1.45%	0.00%	0.16%
Government	136	0.8	2.25%	1.43%	1.46%	0.37%	0.54%	0.41%
Natural Resources, Mining and Construction	41	0.6	-0.03%	1.31%	2.55%	2.32%	1.03%	0.29%
Education and Health Services	158	0.8	3.30%	2.89%	2.69%	1.86%	0.64%	0.67%
Professional and Business Services	314	1.8	0.62%	0.65%	3.15%	2.00%	0.90%	0.52%
Information	124	5.2	-4.09%	-2.68%	9.14%	1.09%	1.82%	0.35%
Leisure and Hospitality	135	1.0	10.24%	2.81%	0.52%	1.48%	1.20%	0.83%
Other Services	40	0.9	3.71%	1.56%	0.20%	0.63%	0.44%	0.28%
<b>Total Employment</b>	<b>1,216</b>	<b>1.0</b>	<b>1.57%</b>	<b>1.18%</b>	<b>2.32%</b>	<b>1.30%</b>	<b>0.76%</b>	<b>0.41%</b>

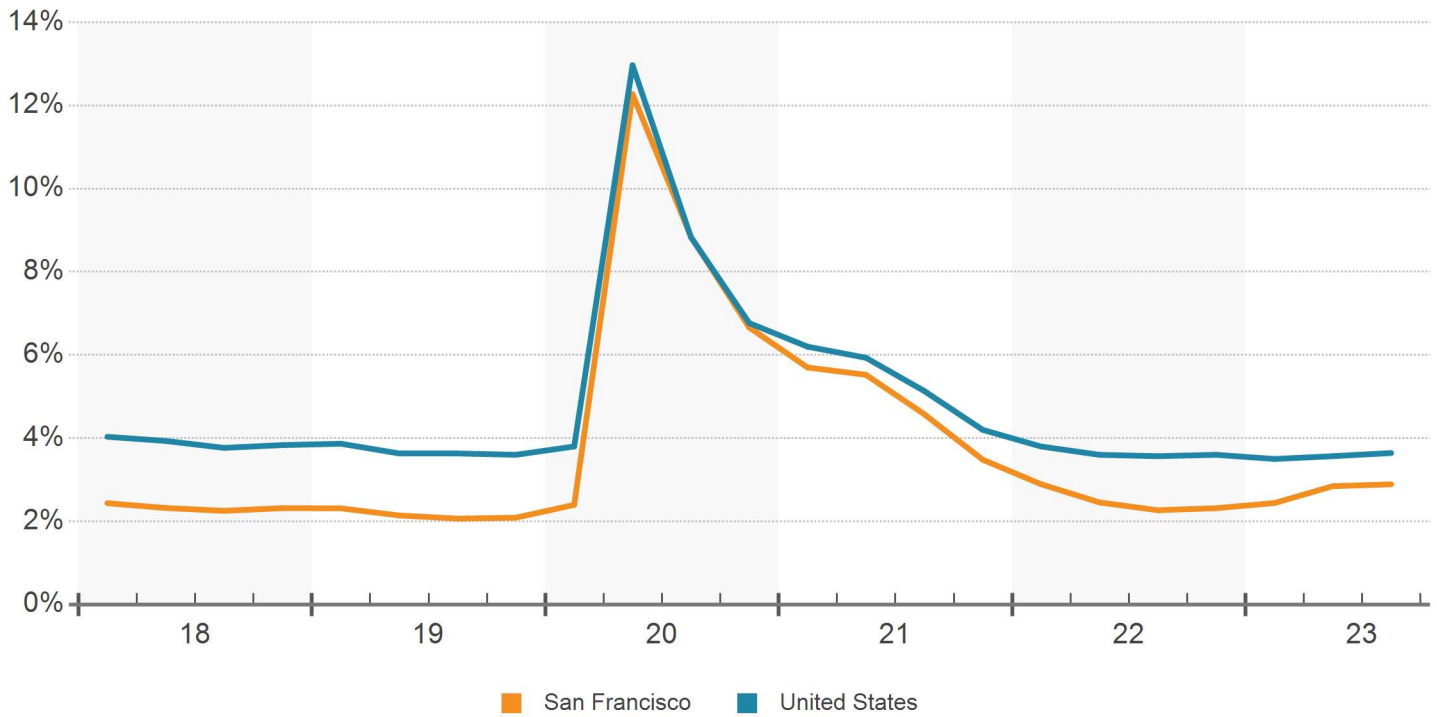
Source: Oxford Economics  
LQ = Location Quotient

### JOB GROWTH (YOY)

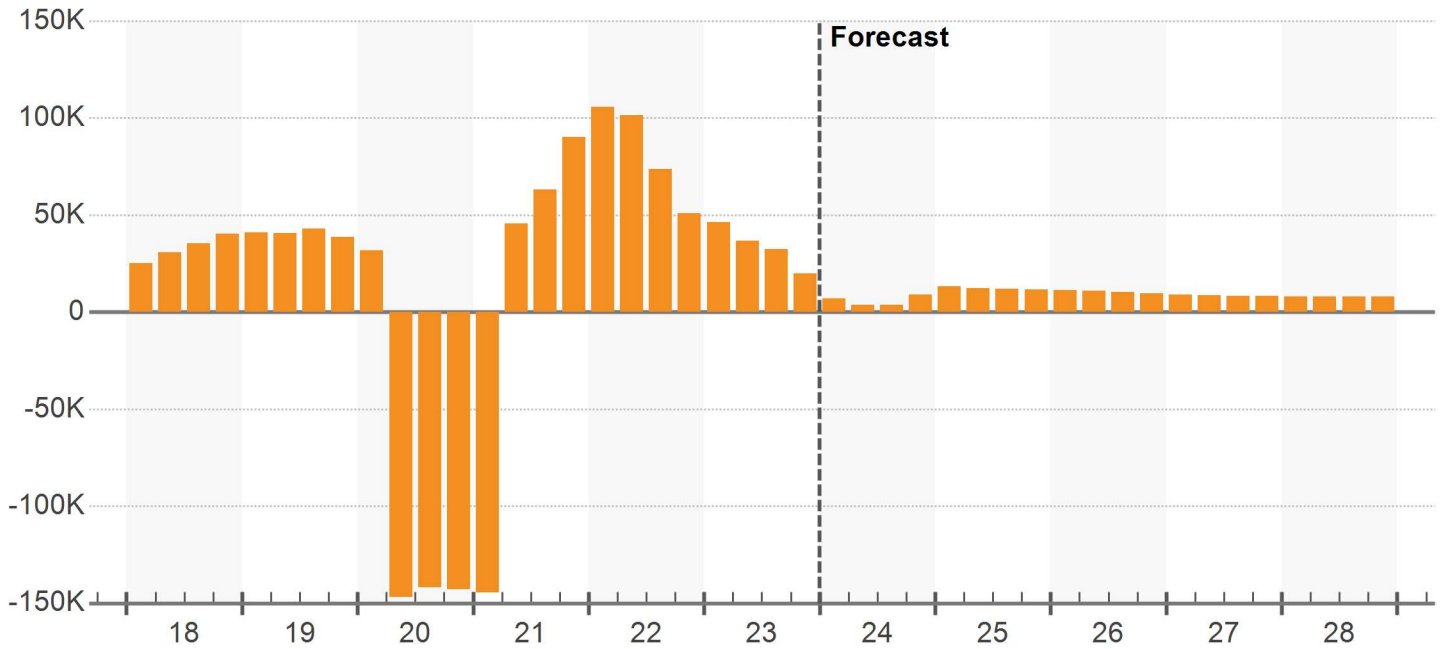


Source: Oxford Economics

## UNEMPLOYMENT RATE (%)

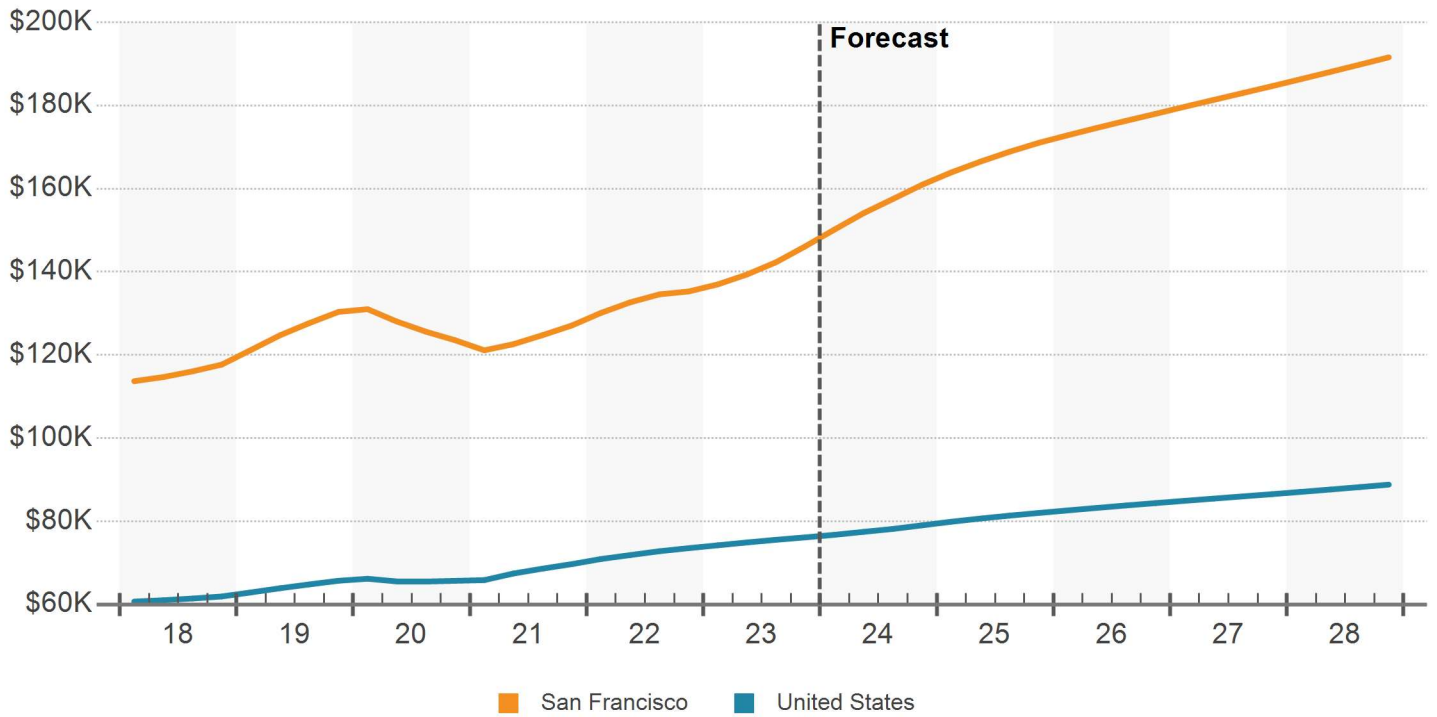


## NET EMPLOYMENT CHANGE (YOY)

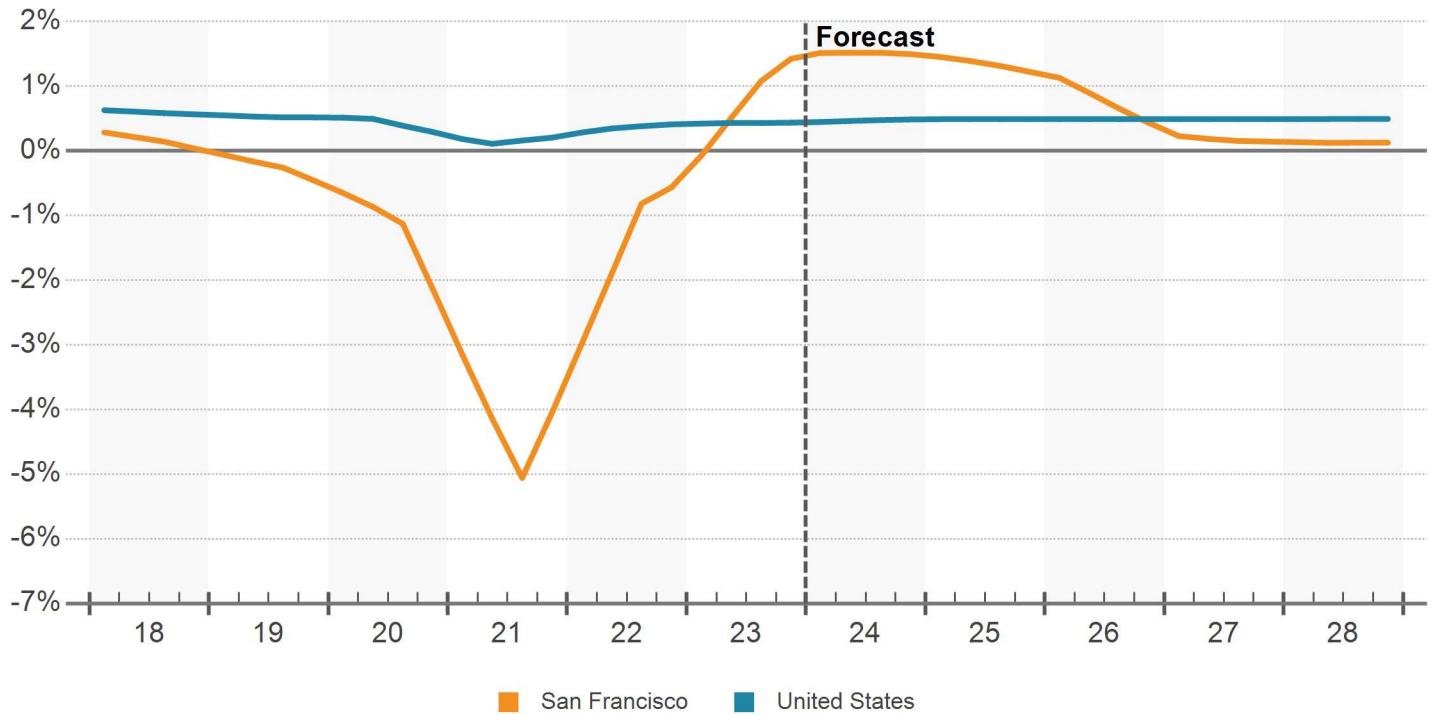




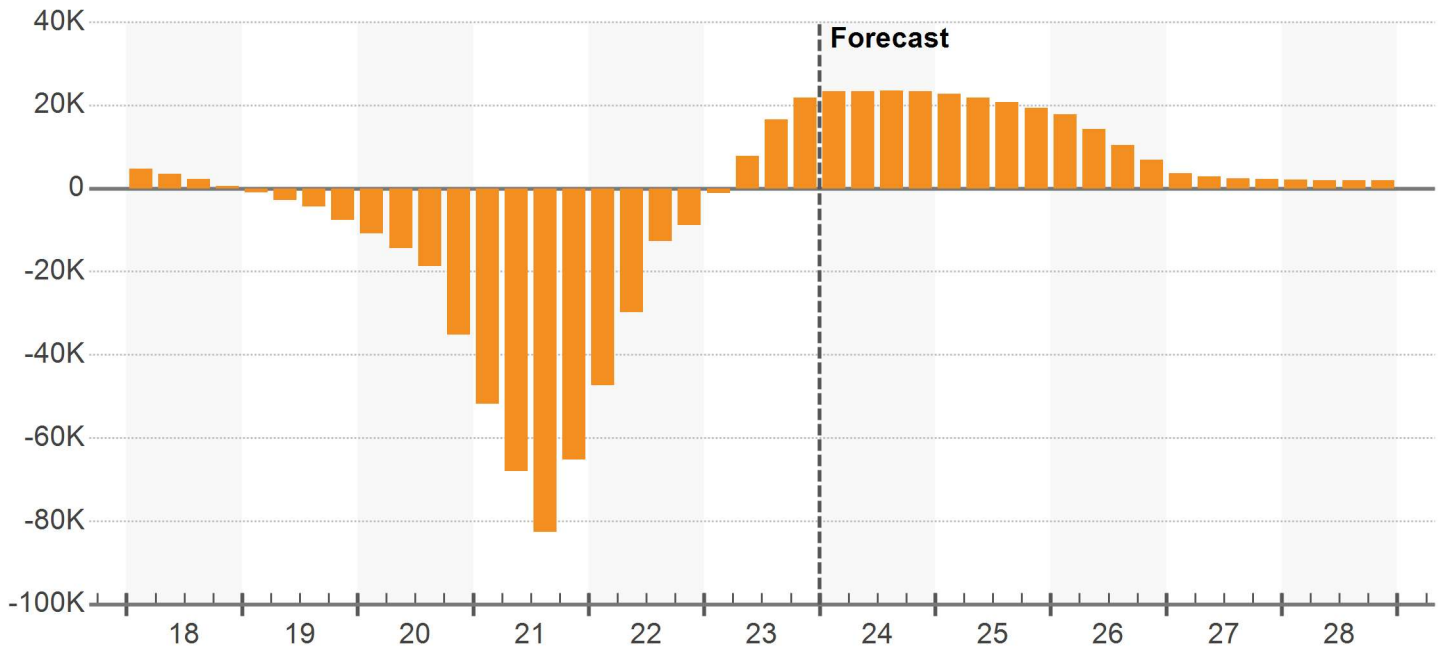
### MEDIAN HOUSEHOLD INCOME



### POPULATION GROWTH (YOY %)



### NET POPULATION CHANGE (YOY)

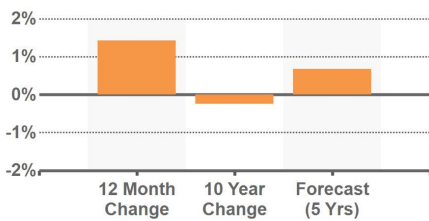


### DEMOGRAPHIC TRENDS

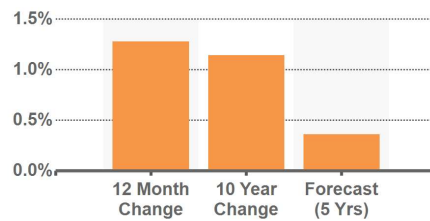
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	1,560,603	335,142,469	1.4%	0.4%	-0.2%	0.5%	0.7%	0.5%
Households	628,199	130,850,828	1.6%	0.6%	0%	0.9%	0.8%	0.6%
Median Household Income	\$146,535	\$76,205	8.2%	3.5%	5.8%	3.8%	5.5%	3.1%
Labor Force	1,045,481	167,592,469	1.3%	1.7%	1.1%	0.8%	0.4%	0.2%
Unemployment	2.9%	3.6%	0.6%	0.1%	-0.2%	-0.3%	-	-

Source: Oxford Economics

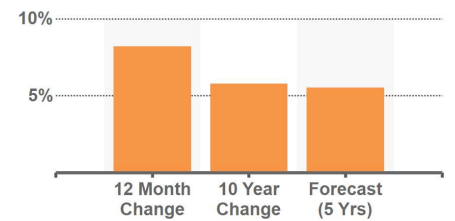
### POPULATION GROWTH



### LABOR FORCE GROWTH

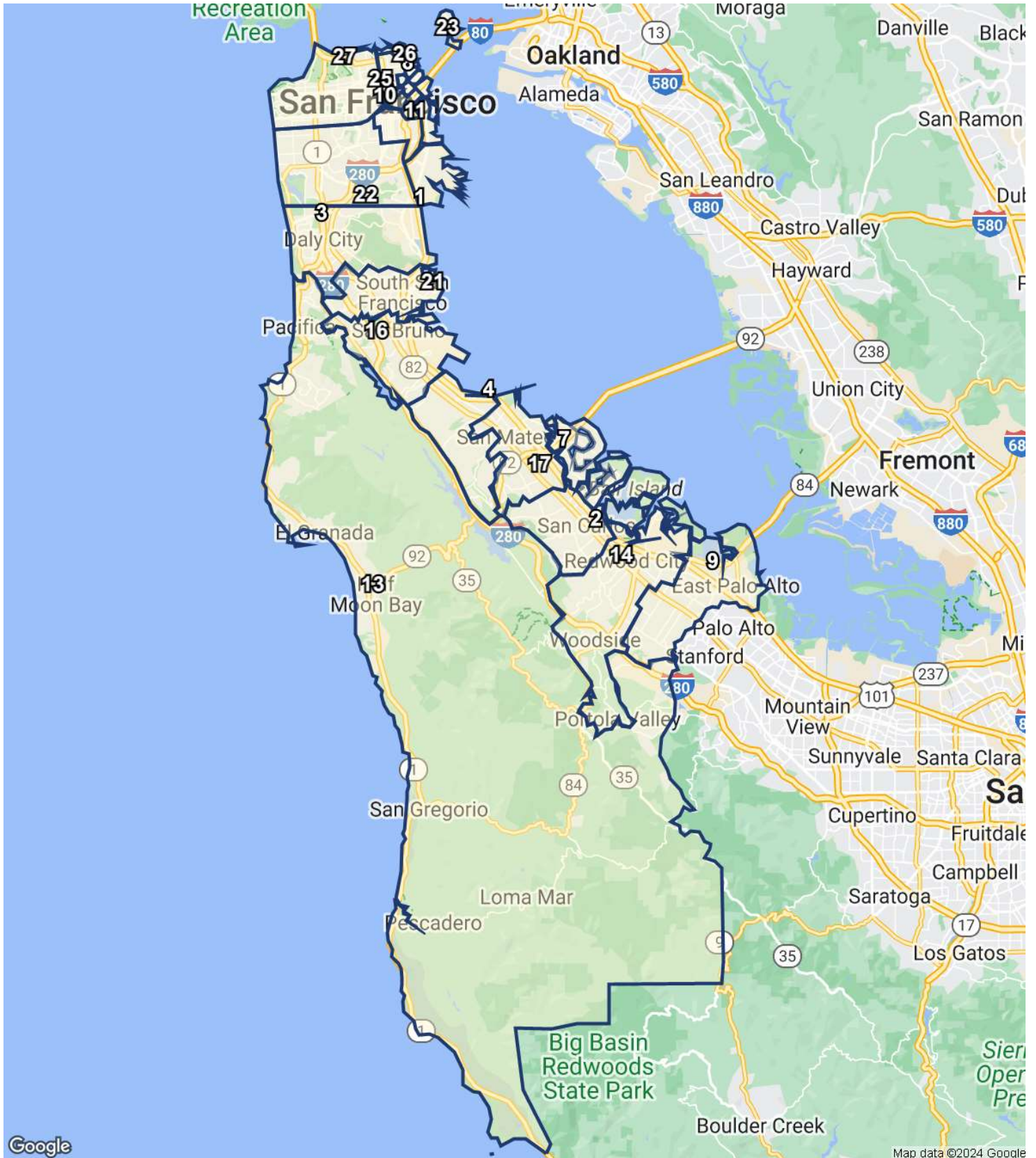


### INCOME GROWTH



Source: Oxford Economics

## SAN FRANCISCO SUBMARKETS



# Submarkets

## SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Bayview/Hunters Point	143	819	1.0%	19	1	1	0.1%	4	0	-	-	-
2	Belmont/San Carlos	379	2,263	2.7%	14	0	0	0%	-	0	-	-	-
3	Brisbane/Daly City	458	5,523	6.7%	5	0	0	0%	-	0	-	-	-
4	Burlingame	268	2,332	2.8%	13	1	12	0.5%	1	0	-	-	-
5	Civic Center	40	300	0.4%	27	0	0	0%	-	0	-	-	-
6	Financial District	73	666	0.8%	21	0	0	0%	-	0	-	-	-
7	Foster City/Redwood Shrs	35	771	0.9%	20	0	0	0%	-	0	-	-	-
8	Jackson Square	35	300	0.4%	26	0	0	0%	-	0	-	-	-
9	Menlo Park	224	1,839	2.2%	16	0	0	0%	-	1	5	0.3%	4
10	MidMarket	39	607	0.7%	22	0	0	0%	-	0	-	-	-
11	Mission Bay/China Basin	31	568	0.7%	23	0	0	0%	-	0	-	-	-
12	Mission/Potrero	984	6,645	8.0%	4	0	0	0%	-	0	-	-	-
13	Peninsula Coastline	324	3,152	3.8%	10	1	2	0.1%	2	0	-	-	-
14	Redwood City	492	3,943	4.8%	7	0	0	0%	-	1	15	0.4%	3
15	Rincon/South Beach	35	376	0.5%	24	0	0	0%	-	0	-	-	-
16	San Bruno/Millbrae	415	3,899	4.7%	8	0	0	0%	-	0	-	-	-
17	San Mateo	544	4,891	5.9%	6	1	2	0%	3	0	-	-	-
18	Showplace Square	30	1,136	1.4%	18	0	0	0%	-	1	125	11.0%	1
19	South Financial District	23	334	0.4%	25	0	0	0%	-	0	-	-	-
20	South of Market	187	1,739	2.1%	17	0	0	0%	-	0	-	-	-
21	South San Francisco	256	2,646	3.2%	12	0	0	0%	-	1	73	2.7%	2
22	Southern City	1,927	9,304	11.3%	2	0	0	0%	-	0	-	-	-
23	Treasure/Yerba Buena Isl...	2	55	0.1%	28	0	0	0%	-	0	-	-	-
24	Union Square	149	3,265	4.0%	9	0	0	0%	-	0	-	-	-
25	Van Ness/Chinatown	877	7,092	8.6%	3	0	0	0%	-	0	-	-	-
26	Waterfront/North Beach	254	2,718	3.3%	11	0	0	0%	-	0	-	-	-
27	West of Van Ness	2,328	13,241	16.0%	1	0	0	0%	-	0	-	-	-
28	Yerba Buena	35	2,209	2.7%	15	0	0	0%	-	0	-	-	-



# Submarkets

## SUBMARKET RENT

No.	Submarket	Market Asking Rent		12 Month Market Asking Rent		QTD Annualized Market Asking Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Bayview/Hunters Point	\$24.57	27	-0.4%	8	4.1%	19
2	Belmont/San Carlos	\$37.91	20	-1.0%	22	4.2%	15
3	Brisbane/Daly City	\$39.78	17	-0.4%	9	5.5%	3
4	Burlingame	\$47.02	10	-0.7%	19	4.2%	14
5	Civic Center	\$52.73	6	-1.1%	24	3.2%	23
6	Financial District	\$62.08	2	-0.9%	21	2.7%	26
7	Foster City/Redwood Shrs	\$44.01	11	2.9%	1	3.1%	24
8	Jackson Square	\$49.88	7	-0.6%	14	3.9%	20
9	Menlo Park	\$48.60	9	-0.4%	7	4.7%	8
10	MidMarket	\$40.66	14	-0.7%	18	2.3%	28
11	Mission Bay/China Basin	\$40.56	16	-0.2%	4	4.5%	10
12	Mission/Potrero	\$42.55	13	-1.1%	25	3.6%	22
13	Peninsula Coastline	\$34.03	24	-0.4%	10	4.2%	16
14	Redwood City	\$36.81	23	-0.6%	15	4.6%	9
15	Rincon/South Beach	\$39.11	18	-0.6%	16	4.1%	18
16	San Bruno/Millbrae	\$38.17	19	-0.6%	17	5.8%	1
17	San Mateo	\$37	22	-0.5%	12	4.9%	7
18	Showplace Square	\$37.73	21	-0.2%	3	5.3%	5
19	South Financial District	\$53.67	4	-0.5%	11	2.4%	27
20	South of Market	\$30.10	26	-0.8%	20	4.3%	12
21	South San Francisco	\$30.13	25	-0.2%	5	5.0%	6
22	Southern City	\$40.61	15	-1.2%	26	3.9%	21
23	Treasure/Yerba Buena Isl...	\$5.61	28	-2.4%	28	4.4%	11
24	Union Square	\$55.82	3	-0.3%	6	3.1%	25
25	Van Ness/Chinatown	\$43.12	12	-1.0%	23	4.2%	17
26	Waterfront/North Beach	\$65	1	-0.5%	13	4.3%	13
27	West of Van Ness	\$49.15	8	-1.3%	27	5.4%	4
28	Yerba Buena	\$52.74	5	-0.1%	2	5.6%	2

### SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Bayview/Hunters Point	3,658	0.4%	1	18,871	2.3%	5	-
2	Belmont/San Carlos	85,053	3.8%	10	(20,520)	-0.9%	24	-
3	Brisbane/Daly City	75,080	1.4%	2	32,543	0.6%	2	-
4	Burlingame	51,806	2.2%	7	6,036	0.3%	9	2.1
5	Civic Center	4,856	1.6%	4	7,734	2.6%	7	-
6	Financial District	29,022	4.4%	13	(10,907)	-1.6%	22	-
7	Foster City/Redwood Shrs	117,289	15.2%	23	1,108	0.1%	14	-
8	Jackson Square	18,214	6.1%	16	(5,698)	-1.9%	19	-
9	Menlo Park	55,225	3.0%	9	(8,132)	-0.4%	20	-
10	MidMarket	118,692	19.6%	25	(58,585)	-9.7%	27	-
11	Mission Bay/China Basin	8,426	1.5%	3	4,975	0.9%	11	-
12	Mission/Potrero	254,724	3.8%	11	30,845	0.5%	3	-
13	Peninsula Coastline	53,489	1.7%	5	(9,087)	-0.3%	21	-
14	Redwood City	81,881	2.1%	6	33,472	0.8%	1	-
15	Rincon/South Beach	24,597	6.5%	17	(3,176)	-0.8%	17	-
16	San Bruno/Millbrae	321,329	8.2%	20	3,877	0.1%	12	-
17	San Mateo	345,055	7.1%	18	28,996	0.6%	4	-
18	Showplace Square	301,036	26.5%	27	(11,748)	-1.0%	23	-
19	South Financial District	26,408	7.9%	19	(3,757)	-1.1%	18	-
20	South of Market	85,829	4.9%	15	(1,755)	-0.1%	16	-
21	South San Francisco	228,952	8.7%	21	2,775	0.1%	13	-
22	Southern City	439,299	4.7%	14	(20,731)	-0.2%	25	-
23	Treasure/Yerba Buena Isl...	-	-	-	0	0%	-	-
24	Union Square	606,472	18.6%	24	5,259	0.2%	10	-
25	Van Ness/Chinatown	278,484	3.9%	12	6,451	0.1%	8	-
26	Waterfront/North Beach	364,242	13.4%	22	(32,755)	-1.2%	26	-
27	West of Van Ness	356,178	2.7%	8	8,247	0.1%	6	-
28	Yerba Buena	529,839	24.0%	26	(368,811)	-16.7%	28	-

# Supply & Demand Trends

San Francisco Retail

## OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	82,115,673	(19,104)	0%	54,102	0.1%	-
2027	82,134,777	(67,533)	-0.1%	42,684	0.1%	-
2026	82,202,310	(124,383)	-0.2%	19,917	0%	-
2025	82,326,693	(186,037)	-0.2%	87,091	0.1%	-
2024	82,512,730	11,610	0%	105,327	0.1%	0.1
YTD	82,501,120	0	0%	7,713	0%	0
2023	82,501,120	17,636	0%	(383,871)	-0.5%	-
2022	82,483,484	195,512	0.2%	25,188	0%	7.8
2021	82,287,972	41,099	0%	(105,427)	-0.1%	-
2020	82,246,873	35,285	0%	(1,308,343)	-1.6%	-
2019	82,211,588	(437,283)	-0.5%	(611,311)	-0.7%	-
2018	82,648,871	(298,204)	-0.4%	(819,658)	-1.0%	-
2017	82,947,075	437,129	0.5%	139,743	0.2%	3.1
2016	82,509,946	16,518	0%	(43,239)	-0.1%	-
2015	82,493,428	(272,774)	-0.3%	(313,456)	-0.4%	-
2014	82,766,202	(142,108)	-0.2%	233,072	0.3%	-
2013	82,908,310	(173,429)	-0.2%	288,676	0.3%	-
2012	83,081,739	(258,332)	-0.3%	(192,600)	-0.2%	-

## MALLS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	5,040,978	(12,524)	-0.2%	20,915	0.4%	-
2027	5,053,502	(12,526)	-0.2%	27,228	0.5%	-
2026	5,066,028	(12,539)	-0.2%	32,962	0.7%	-
2025	5,078,567	(12,562)	-0.2%	43,196	0.9%	-
2024	5,091,129	(12,556)	-0.2%	(3,278)	-0.1%	-
YTD	5,103,685	0	0%	-	-	-
2023	5,103,685	0	0%	(420,903)	-8.2%	-
2022	5,103,685	0	0%	223,512	4.4%	0
2021	5,103,685	311,433	6.5%	279,628	5.5%	1.1
2020	4,792,252	0	0%	(297,780)	-6.2%	-
2019	4,792,252	91,485	1.9%	(103,428)	-2.2%	-
2018	4,700,767	0	0%	35,807	0.8%	0
2017	4,700,767	421,313	9.8%	187,694	4.0%	2.2
2016	4,279,454	0	0%	(23,784)	-0.6%	-
2015	4,279,454	0	0%	(10,202)	-0.2%	-
2014	4,279,454	0	0%	100,152	2.3%	0
2013	4,279,454	0	0%	(46,606)	-1.1%	-
2012	4,279,454	0	0%	54,014	1.3%	0

# Supply & Demand Trends

San Francisco Retail

## POWER CENTER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	2,560,853	(6,294)	-0.2%	(7,232)	-0.3%	-
2027	2,567,147	(6,288)	-0.2%	(6,855)	-0.3%	-
2026	2,573,435	(6,297)	-0.2%	(6,532)	-0.3%	-
2025	2,579,732	(6,303)	-0.2%	(5,926)	-0.2%	-
2024	2,586,035	(6,290)	-0.2%	(1,377)	-0.1%	-
YTD	2,592,325	0	0%	-	-	-
2023	2,592,325	0	0%	62,138	2.4%	0
2022	2,592,325	0	0%	27,797	1.1%	0
2021	2,592,325	(7,000)	-0.3%	4,315	0.2%	-
2020	2,599,325	0	0%	(60,971)	-2.3%	-
2019	2,599,325	0	0%	25,365	1.0%	0
2018	2,599,325	14,492	0.6%	(22,383)	-0.9%	-
2017	2,584,833	0	0%	67,589	2.6%	0
2016	2,584,833	0	0%	(166,733)	-6.5%	-
2015	2,584,833	0	0%	(3,847)	-0.1%	-
2014	2,584,833	0	0%	10,334	0.4%	0
2013	2,584,833	0	0%	59,690	2.3%	0
2012	2,584,833	0	0%	(37,882)	-1.5%	-

## NEIGHBORHOOD CENTER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	7,408,700	(18,151)	-0.2%	(2,888)	0%	-
2027	7,426,851	(18,138)	-0.2%	179	0%	-
2026	7,444,989	(18,167)	-0.2%	3,022	0%	-
2025	7,463,156	(18,207)	-0.2%	8,715	0.1%	-
2024	7,481,363	(18,103)	-0.2%	20,754	0.3%	-
YTD	7,499,466	0	0%	22,658	0.3%	0
2023	7,499,466	0	0%	(56,097)	-0.7%	-
2022	7,499,466	0	0%	(8,065)	-0.1%	-
2021	7,499,466	0	0%	(26,194)	-0.3%	-
2020	7,499,466	10,730	0.1%	(206,888)	-2.8%	-
2019	7,488,736	7,209	0.1%	3,295	0%	2.2
2018	7,481,527	0	0%	(94,395)	-1.3%	-
2017	7,481,527	0	0%	43,980	0.6%	0
2016	7,481,527	0	0%	51,950	0.7%	0
2015	7,481,527	11,135	0.1%	(3,535)	0%	-
2014	7,470,392	68,318	0.9%	58,364	0.8%	1.2
2013	7,402,074	0	0%	10,589	0.1%	0
2012	7,402,074	0	0%	11,984	0.2%	0

# Supply & Demand Trends

San Francisco Retail

## STRIP CENTER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	1,784,332	(4,388)	-0.2%	(5,122)	-0.3%	-
2027	1,788,720	(4,407)	-0.2%	(4,859)	-0.3%	-
2026	1,793,127	(4,385)	-0.2%	(4,625)	-0.3%	-
2025	1,797,512	(4,409)	-0.2%	(4,559)	-0.3%	-
2024	1,801,921	(4,318)	-0.2%	(85)	0%	-
YTD	1,806,239	0	0%	725	0%	0
2023	1,806,239	0	0%	(11,794)	-0.7%	-
2022	1,806,239	(9,775)	-0.5%	(14,092)	-0.8%	-
2021	1,816,014	0	0%	(22,432)	-1.2%	-
2020	1,816,014	0	0%	(26,475)	-1.5%	-
2019	1,816,014	0	0%	8,798	0.5%	0
2018	1,816,014	0	0%	16,469	0.9%	0
2017	1,816,014	11,661	0.6%	(14,128)	-0.8%	-
2016	1,804,353	0	0%	29,235	1.6%	0
2015	1,804,353	0	0%	(6,797)	-0.4%	-
2014	1,804,353	8,919	0.5%	41,477	2.3%	0.2
2013	1,795,434	2,403	0.1%	25,038	1.4%	0.1
2012	1,793,031	0	0%	6,240	0.3%	0

## GENERAL RETAIL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	64,301,144	21,905	0%	45,061	0.1%	0.5
2027	64,279,239	(25,765)	0%	23,544	0%	-
2026	64,305,004	(81,699)	-0.1%	(8,287)	0%	-
2025	64,386,703	(142,299)	-0.2%	41,772	0.1%	-
2024	64,529,002	55,514	0.1%	89,937	0.1%	0.6
YTD	64,473,488	0	0%	(15,670)	0%	-
2023	64,473,488	17,636	0%	128	0%	137.8
2022	64,455,852	205,287	0.3%	(112,468)	-0.2%	-
2021	64,250,565	(263,334)	-0.4%	(343,105)	-0.5%	-
2020	64,513,899	24,555	0%	(710,240)	-1.1%	-
2019	64,489,344	(535,977)	-0.8%	(545,341)	-0.8%	-
2018	65,025,321	(312,696)	-0.5%	(744,664)	-1.1%	-
2017	65,338,017	4,155	0%	(139,317)	-0.2%	-
2016	65,333,862	16,518	0%	61,688	0.1%	0.3
2015	65,317,344	(283,909)	-0.4%	(296,647)	-0.5%	-
2014	65,601,253	(219,345)	-0.3%	17,729	0%	-
2013	65,820,598	(175,832)	-0.3%	216,322	0.3%	-
2012	65,996,430	(258,332)	-0.4%	(242,477)	-0.4%	-



# Supply & Demand Trends

San Francisco Retail

## OTHER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	1,019,666	348	0%	3,368	0.3%	0.1
2027	1,019,318	(409)	0%	3,447	0.3%	-
2026	1,019,727	(1,296)	-0.1%	3,377	0.3%	-
2025	1,021,023	(2,257)	-0.2%	3,893	0.4%	-
2024	1,023,280	(2,637)	-0.3%	(624)	-0.1%	-
YTD	1,025,917	0	0%	-	-	-
2023	1,025,917	0	0%	42,657	4.2%	0
2022	1,025,917	0	0%	(91,496)	-8.9%	-
2021	1,025,917	0	0%	2,361	0.2%	0
2020	1,025,917	0	0%	(5,989)	-0.6%	-
2019	1,025,917	0	0%	0	0%	-
2018	1,025,917	0	0%	(10,492)	-1.0%	-
2017	1,025,917	0	0%	(6,075)	-0.6%	-
2016	1,025,917	0	0%	4,405	0.4%	0
2015	1,025,917	0	0%	7,572	0.7%	0
2014	1,025,917	0	0%	5,016	0.5%	0
2013	1,025,917	0	0%	23,643	2.3%	0
2012	1,025,917	0	0%	15,521	1.5%	0

### OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$52.65	157	5.0%	21.1%	4,242,110	5.2%	-0.1%
2027	\$50.13	150	4.8%	15.3%	4,318,001	5.3%	-0.1%
2026	\$47.82	143	4.4%	10.0%	4,409,235	5.4%	-0.1%
2025	\$45.78	137	4.2%	5.3%	4,537,950	5.5%	-0.3%
2024	\$43.93	131	2.0%	1.1%	4,791,596	5.8%	-0.1%
YTD	\$43.10	129	-0.8%	-0.8%	4,861,436	5.9%	0%
2023	\$43.05	128	-0.8%	-0.9%	4,869,149	5.9%	0.5%
2022	\$43.41	129	0.3%	-0.1%	4,467,642	5.4%	0.2%
2021	\$43.28	129	-0.4%	-0.4%	4,297,318	5.2%	0.2%
2020	\$43.47	130	0.6%	0%	4,147,979	5.0%	1.6%
2019	\$43.19	129	2.3%	-0.6%	2,804,351	3.4%	0.2%
2018	\$42.21	126	2.6%	-2.9%	2,673,141	3.2%	0.6%
2017	\$41.14	123	3.0%	-5.4%	2,144,992	2.6%	0.3%
2016	\$39.95	119	3.3%	-8.1%	1,846,536	2.2%	0.1%
2015	\$38.67	115	4.7%	-11.0%	1,774,299	2.2%	0.1%
2014	\$36.91	110	4.9%	-15.1%	1,733,617	2.1%	-0.4%
2013	\$35.20	105	3.8%	-19.0%	2,108,797	2.5%	-0.6%
2012	\$33.92	101	2.4%	-22.0%	2,570,902	3.1%	-0.1%

### MALLS RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$53.13	160	4.3%	17.5%	808,611	16.0%	-0.6%
2027	\$50.95	154	4.1%	12.7%	842,002	16.7%	-0.7%
2026	\$48.95	148	3.7%	8.2%	881,710	17.4%	-0.9%
2025	\$47.22	143	3.4%	4.4%	927,161	18.3%	-1.0%
2024	\$45.69	138	1.2%	1.0%	982,865	19.3%	-0.1%
YTD	\$45.23	137	-0.1%	0%	991,487	19.4%	0%
2023	\$45.16	136	-0.1%	-0.1%	991,487	19.4%	8.2%
2022	\$45.22	136	1.2%	0%	570,584	11.2%	-4.4%
2021	\$44.67	135	0.3%	-1.2%	794,096	15.6%	-0.3%
2020	\$44.52	134	1.5%	-1.6%	762,291	15.9%	6.2%
2019	\$43.84	132	2.8%	-3.1%	464,511	9.7%	4.0%
2018	\$42.66	129	3.7%	-5.7%	269,598	5.7%	-0.8%
2017	\$41.13	124	3.6%	-9.1%	305,405	6.5%	4.8%
2016	\$39.69	120	3.3%	-12.2%	71,786	1.7%	0.8%
2015	\$38.43	116	4.8%	-15.0%	36,502	0.9%	0.2%
2014	\$36.67	111	5.0%	-18.9%	26,300	0.6%	-2.3%
2013	\$34.93	105	3.7%	-22.8%	126,452	3.0%	1.1%
2012	\$33.67	102	2.7%	-25.5%	79,846	1.9%	-1.3%

### POWER CENTER RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$52.30	167	5.1%	22.4%	100,356	3.9%	0.1%
2027	\$49.78	159	4.9%	16.5%	99,310	3.9%	0%
2026	\$47.46	151	4.5%	11.1%	98,642	3.8%	0%
2025	\$45.40	145	4.3%	6.2%	98,299	3.8%	0%
2024	\$43.52	139	2.1%	1.9%	98,571	3.8%	-0.2%
YTD	\$42.69	136	-0.2%	-0.1%	103,361	4.0%	0%
2023	\$42.62	136	-0.2%	-0.2%	103,361	4.0%	-2.4%
2022	\$42.73	136	1.5%	0%	165,499	6.4%	-1.1%
2021	\$42.11	134	0.7%	-1.5%	193,296	7.5%	-0.4%
2020	\$41.80	133	1.7%	-2.2%	204,611	7.9%	2.3%
2019	\$41.09	131	2.9%	-3.8%	143,640	5.5%	-1.0%
2018	\$39.92	127	3.4%	-6.6%	169,005	6.5%	1.4%
2017	\$38.61	123	4.0%	-9.6%	132,130	5.1%	-2.6%
2016	\$37.13	118	3.3%	-13.1%	199,719	7.7%	6.5%
2015	\$35.94	115	4.7%	-15.9%	32,986	1.3%	0.1%
2014	\$34.31	109	5.1%	-19.7%	29,139	1.1%	-0.4%
2013	\$32.65	104	3.7%	-23.6%	39,473	1.5%	-2.3%
2012	\$31.47	100	2.4%	-26.3%	99,163	3.8%	1.5%

### NEIGHBORHOOD CENTER RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$52.73	163	4.9%	21.2%	456,454	6.2%	-0.2%
2027	\$50.26	155	4.7%	15.5%	471,306	6.3%	-0.2%
2026	\$47.98	148	4.3%	10.3%	489,243	6.6%	-0.3%
2025	\$45.99	142	4.1%	5.7%	510,092	6.8%	-0.3%
2024	\$44.19	137	1.9%	1.5%	536,617	7.2%	-0.5%
YTD	\$43.43	134	-0.4%	-0.2%	552,261	7.4%	-0.3%
2023	\$43.37	134	-0.3%	-0.3%	574,919	7.7%	0.7%
2022	\$43.52	135	1.4%	0%	518,822	6.9%	0.1%
2021	\$42.91	133	0.4%	-1.4%	510,757	6.8%	0.3%
2020	\$42.75	132	1.3%	-1.8%	484,563	6.5%	2.9%
2019	\$42.19	131	2.8%	-3.1%	266,945	3.6%	0%
2018	\$41.05	127	3.4%	-5.7%	263,031	3.5%	1.3%
2017	\$39.69	123	3.9%	-8.8%	168,636	2.3%	-0.6%
2016	\$38.22	118	3.3%	-12.2%	211,546	2.8%	-0.7%
2015	\$37.01	114	4.8%	-15.0%	263,496	3.5%	0.2%
2014	\$35.33	109	4.9%	-18.8%	248,826	3.3%	0.1%
2013	\$33.69	104	3.6%	-22.6%	238,872	3.2%	-0.1%
2012	\$32.52	101	2.4%	-25.3%	249,461	3.4%	-0.2%

### STRIP CENTER RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$45.86	160	5.1%	22.0%	80,804	4.5%	0.1%
2027	\$43.64	153	4.9%	16.1%	79,704	4.5%	0.1%
2026	\$41.60	145	4.5%	10.7%	78,865	4.4%	0%
2025	\$39.79	139	4.3%	5.9%	78,268	4.4%	0%
2024	\$38.15	133	2.1%	1.5%	77,737	4.3%	-0.2%
YTD	\$37.39	131	-0.6%	-0.5%	80,943	4.5%	0%
2023	\$37.36	131	-0.6%	-0.6%	81,668	4.5%	0.7%
2022	\$37.58	131	0.3%	0%	69,874	3.9%	0.3%
2021	\$37.49	131	0.6%	-0.3%	65,557	3.6%	1.2%
2020	\$37.28	130	0.7%	-0.8%	43,125	2.4%	1.5%
2019	\$37.02	129	2.9%	-1.5%	16,650	0.9%	-0.5%
2018	\$35.98	126	3.0%	-4.3%	25,448	1.4%	-0.9%
2017	\$34.92	122	3.9%	-7.1%	41,917	2.3%	1.4%
2016	\$33.60	118	3.9%	-10.6%	16,128	0.9%	-1.6%
2015	\$32.35	113	4.8%	-13.9%	45,363	2.5%	0.4%
2014	\$30.88	108	4.8%	-17.8%	38,566	2.1%	-1.8%
2013	\$29.46	103	3.9%	-21.6%	71,124	4.0%	-1.3%
2012	\$28.35	99	2.3%	-24.6%	93,759	5.2%	-0.3%

### GENERAL RETAIL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$51.57	156	5.1%	20.8%	2,728,881	4.2%	0%
2027	\$49.07	148	4.9%	14.9%	2,755,644	4.3%	0%
2026	\$46.77	141	4.5%	9.6%	2,786,927	4.3%	-0.1%
2025	\$44.75	135	4.3%	4.8%	2,845,643	4.4%	-0.2%
2024	\$42.90	130	2.1%	0.5%	3,011,203	4.7%	0%
YTD	\$42.05	127	-0.9%	-1.5%	3,046,817	4.7%	0%
2023	\$42.01	127	-1.0%	-1.6%	3,031,147	4.7%	0%
2022	\$42.42	128	0%	-0.6%	3,013,639	4.7%	0.5%
2021	\$42.41	128	-0.7%	-0.7%	2,695,884	4.2%	0.1%
2020	\$42.69	129	0.4%	0%	2,613,300	4.1%	1.1%
2019	\$42.50	128	2.2%	-0.4%	1,878,505	2.9%	0%
2018	\$41.59	126	2.4%	-2.6%	1,911,959	2.9%	0.7%
2017	\$40.63	123	2.8%	-4.8%	1,473,296	2.3%	0.2%
2016	\$39.54	119	3.3%	-7.4%	1,329,824	2.0%	-0.1%
2015	\$38.26	116	4.8%	-10.4%	1,374,014	2.1%	0%
2014	\$36.51	110	4.8%	-14.5%	1,361,276	2.1%	-0.4%
2013	\$34.82	105	3.9%	-18.4%	1,598,350	2.4%	-0.6%
2012	\$33.53	101	2.4%	-21.5%	1,990,504	3.0%	0%

### OTHER RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$130.38	155	4.9%	21.2%	67,004	6.6%	-0.3%
2027	\$124.29	148	4.7%	15.5%	70,035	6.9%	-0.4%
2026	\$118.68	141	4.3%	10.3%	73,848	7.2%	-0.4%
2025	\$113.78	135	4.0%	5.7%	78,487	7.7%	-0.6%
2024	\$109.36	130	1.9%	1.6%	84,603	8.3%	-0.2%
YTD	\$107.46	128	-0.3%	-0.1%	86,567	8.4%	0%
2023	\$107.34	128	-0.2%	-0.2%	86,567	8.4%	-4.2%
2022	\$107.60	128	0.5%	0%	129,224	12.6%	8.9%
2021	\$107.02	127	-0.3%	-0.5%	37,728	3.7%	-0.2%
2020	\$107.39	128	0.9%	-0.2%	40,089	3.9%	0.6%
2019	\$106.45	126	2.1%	-1.1%	34,100	3.3%	0%
2018	\$104.26	124	3.1%	-3.1%	34,100	3.3%	1.0%
2017	\$101.11	120	2.8%	-6.0%	23,608	2.3%	0.6%
2016	\$98.37	117	2.5%	-8.6%	17,533	1.7%	-0.4%
2015	\$95.94	114	4.0%	-10.8%	21,938	2.1%	-0.7%
2014	\$92.25	110	4.6%	-14.3%	29,510	2.9%	-0.5%
2013	\$88.20	105	2.6%	-18.0%	34,526	3.4%	-2.3%
2012	\$85.93	102	1.4%	-20.1%	58,169	5.7%	-1.5%



### OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$682.69	218	5.0%
2027	-	-	-	-	-	-	\$631.29	201	5.2%
2026	-	-	-	-	-	-	\$572.36	183	5.4%
2025	-	-	-	-	-	-	\$524.29	167	5.6%
2024	-	-	-	-	-	-	\$529.07	169	5.4%
YTD	1	-	0%	-	-	-	\$603.09	192	4.6%
2023	128	\$327.3M	1.4%	\$2,683,171	\$398.72	5.5%	\$602.73	192	4.7%
2022	228	\$853.3M	2.9%	\$4,063,242	\$388.85	4.8%	\$606.27	193	4.6%
2021	228	\$1.4B	3.0%	\$6,177,975	\$611.61	5.1%	\$635.73	203	4.4%
2020	159	\$768.4M	1.6%	\$4,925,787	\$594.90	4.6%	\$623.56	199	4.4%
2019	530	\$1.4B	4.1%	\$6,118,997	\$648.19	4.6%	\$619.81	198	4.5%
2018	545	\$616.1M	5.0%	\$3,065,024	\$623.91	4.5%	\$594.15	190	4.5%
2017	627	\$1B	5.7%	\$5,119,699	\$587.82	4.8%	\$559.66	179	4.6%
2016	420	\$867.8M	3.1%	\$4,112,930	\$485.22	4.8%	\$546.81	174	4.6%
2015	530	\$1.3B	4.8%	\$5,465,175	\$521.80	4.6%	\$545.15	174	4.5%
2014	462	\$643.5M	3.2%	\$2,681,358	\$424.47	5.3%	\$473.94	151	4.9%
2013	572	\$587.8M	3.7%	\$2,429,074	\$386.07	5.7%	\$402.40	128	5.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### MALLS SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$697.98	220	4.8%
2027	-	-	-	-	-	-	\$649.45	205	4.9%
2026	-	-	-	-	-	-	\$592.34	187	5.1%
2025	-	-	-	-	-	-	\$546.09	172	5.3%
2024	-	-	-	-	-	-	\$556.95	176	5.1%
YTD	-	-	-	-	-	-	\$644.78	203	4.4%
2023	-	-	-	-	-	-	\$644.77	203	4.4%
2022	2	\$93.4M	13.0%	\$46,714,833	\$140.57	-	\$651.52	206	4.3%
2021	11	\$353.5M	13.3%	\$32,135,743	\$520.14	-	\$682.46	215	4.1%
2020	1	\$198M	5.3%	\$198,001,200	\$774.15	-	\$650.64	205	4.2%
2019	1	\$179M	5.3%	\$179,000,000	\$699.86	-	\$652.56	206	4.2%
2018	4	\$0	33.7%	-	-	-	\$622.73	196	4.3%
2017	2	\$0	17.3%	-	-	-	\$575.16	181	4.4%
2016	-	-	-	-	-	-	\$561.52	177	4.4%
2015	3	\$174.4M	19.0%	\$174,400,000	\$298.96	6.5%	\$567.71	179	4.3%
2014	-	-	-	-	-	-	\$491.88	155	4.7%
2013	-	-	-	-	-	-	\$417.25	132	5.0%

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(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### POWER CENTER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$631.71	230	4.9%
2027	-	-	-	-	-	-	\$583.72	212	5.0%
2026	-	-	-	-	-	-	\$528.51	192	5.2%
2025	-	-	-	-	-	-	\$483.42	176	5.5%
2024	-	-	-	-	-	-	\$488.01	177	5.2%
YTD	-	-	-	-	-	-	\$558.04	203	4.5%
2023	-	-	-	-	-	-	\$558.73	203	4.5%
2022	-	-	-	-	-	-	\$556.94	202	4.4%
2021	2	\$103.6M	5.7%	\$51,815,228	\$698.37	6.0%	\$553.92	201	4.4%
2020	2	\$53.7M	4.0%	\$26,828,500	\$516.63	-	\$541.35	197	4.4%
2019	-	-	-	-	-	-	\$541.17	197	4.4%
2018	-	-	-	-	-	-	\$502.60	183	4.5%
2017	11	\$124.1M	17.7%	\$17,728,571	\$539.03	-	\$477.42	174	4.6%
2016	-	-	-	-	-	-	\$462.91	168	4.7%
2015	5	\$70.2M	5.4%	\$14,047,860	\$503.29	-	\$451.76	164	4.6%
2014	-	-	-	-	-	-	\$403.06	146	4.9%
2013	6	\$94.5M	7.5%	\$15,753,326	\$489.91	-	\$347.99	126	5.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### NEIGHBORHOOD CENTER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$627.11	236	4.9%
2027	-	-	-	-	-	-	\$579.93	218	5.0%
2026	-	-	-	-	-	-	\$525.61	198	5.2%
2025	-	-	-	-	-	-	\$481.35	181	5.5%
2024	-	-	-	-	-	-	\$486.80	183	5.2%
YTD	-	-	-	-	-	-	\$557.45	210	4.5%
2023	5	\$37.1M	2.1%	\$18,525,000	\$439.81	5.2%	\$557.38	209	4.5%
2022	9	\$38.5M	4.6%	\$12,833,333	\$269.46	-	\$557.11	209	4.4%
2021	6	\$117M	2.2%	\$19,492,333	\$703.58	-	\$569.98	214	4.3%
2020	4	\$68.3M	1.9%	\$17,084,375	\$474.02	-	\$549.38	206	4.4%
2019	11	\$186.5M	5.4%	\$16,959,091	\$463.23	-	\$552.80	208	4.4%
2018	2	\$56M	1.4%	\$28,000,000	\$527.36	5.2%	\$521.08	196	4.5%
2017	8	\$182.7M	3.6%	\$22,831,715	\$683.52	-	\$461.46	173	4.7%
2016	4	\$250.9M	6.5%	\$62,733,788	\$513.89	-	\$449.70	169	4.7%
2015	6	\$145.9M	4.0%	\$24,309,250	\$482.45	5.0%	\$445.43	167	4.7%
2014	8	\$54.5M	2.2%	\$7,789,137	\$354.42	-	\$389.21	146	5.0%
2013	8	\$66.5M	1.9%	\$8,306,272	\$461.09	-	\$333.13	125	5.4%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### STRIP CENTER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$656.32	238	4.9%
2027	-	-	-	-	-	-	\$606.24	220	5.1%
2026	-	-	-	-	-	-	\$548.77	199	5.3%
2025	-	-	-	-	-	-	\$501.88	182	5.5%
2024	-	-	-	-	-	-	\$506.49	184	5.2%
YTD	-	-	-	-	-	-	\$578.35	210	4.5%
2023	-	-	-	-	-	-	\$577.79	209	4.5%
2022	4	\$24.2M	1.5%	\$6,058,027	\$916.60	-	\$574.14	208	4.5%
2021	1	\$15.5M	0.7%	\$15,500,000	\$1,165.15	3.3%	\$567.98	206	4.4%
2020	1	\$30K	0.1%	\$30,000	\$30	-	\$540.61	196	4.5%
2019	8	\$37.8M	3.0%	\$6,304,167	\$815.84	3.5%	\$534.25	194	4.6%
2018	4	\$11.5M	1.5%	\$5,757,086	\$872.02	4.0%	\$512.81	186	4.6%
2017	3	\$3.7M	1.1%	\$1,850,000	\$355.77	4.4%	\$476.97	173	4.7%
2016	2	\$8.5M	0.9%	\$4,225,000	\$547.03	-	\$462.83	168	4.8%
2015	6	\$15M	3.3%	\$5,008,333	\$527.30	5.1%	\$451.91	164	4.7%
2014	4	\$15.9M	2.1%	\$3,975,000	\$419.53	7.6%	\$396.68	144	5.1%
2013	14	\$9.7M	5.0%	\$1,619,167	\$275.21	-	\$338.99	123	5.4%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### GENERAL RETAIL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$688.80	215	5.1%
2027	-	-	-	-	-	-	\$636.62	199	5.2%
2026	-	-	-	-	-	-	\$576.95	180	5.5%
2025	-	-	-	-	-	-	\$528.25	165	5.7%
2024	-	-	-	-	-	-	\$532.47	167	5.4%
YTD	1	-	0%	-	-	-	\$605.81	189	4.7%
2023	120	\$262.3M	0.9%	\$2,204,175	\$450.14	5.5%	\$605.35	189	4.7%
2022	213	\$697.1M	2.2%	\$3,468,253	\$512.43	4.8%	\$609.42	191	4.6%
2021	208	\$775.8M	2.3%	\$3,859,476	\$633.36	5.1%	\$642	201	4.4%
2020	151	\$448.4M	1.3%	\$3,029,710	\$569.82	4.6%	\$632.76	198	4.5%
2019	510	\$1B	4.1%	\$4,755,123	\$683.99	4.7%	\$627.51	196	4.5%
2018	535	\$548.6M	3.7%	\$2,784,546	\$631.95	4.5%	\$603.19	189	4.6%
2017	603	\$723.7M	4.9%	\$3,912,030	\$578.29	4.8%	\$572.45	179	4.6%
2016	414	\$608.4M	3.1%	\$2,968,015	\$473.58	4.8%	\$559.61	175	4.6%
2015	510	\$873.3M	4.1%	\$3,987,813	\$625.09	4.5%	\$557.13	174	4.5%
2014	450	\$573.1M	3.8%	\$2,502,628	\$432.75	5.2%	\$483.96	151	4.9%
2013	544	\$417.2M	4.1%	\$1,879,057	\$362.65	5.7%	\$410.48	128	5.3%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### OTHER SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$802.57	198	5.2%
2027	-	-	-	-	-	-	\$744.33	184	5.3%
2026	-	-	-	-	-	-	\$677.26	167	5.5%
2025	-	-	-	-	-	-	\$622.51	154	5.8%
2024	-	-	-	-	-	-	\$628.78	155	5.5%
YTD	-	-	-	-	-	-	\$715.11	177	4.8%
2023	3	\$28M	40.2%	\$28,000,000	\$181.75	-	\$715.11	177	4.8%
2022	-	-	-	-	-	-	\$723.04	179	4.7%
2021	-	-	-	-	-	-	\$813.70	201	4.3%
2020	-	-	-	-	-	-	\$804.17	199	4.4%
2019	-	-	-	-	-	-	\$810.73	200	4.4%
2018	-	-	-	-	-	-	\$790.58	195	4.4%
2017	-	-	-	-	-	-	\$747.34	185	4.4%
2016	-	-	-	-	-	-	\$735.44	182	4.4%
2015	-	-	-	-	-	-	\$805.91	199	4.1%
2014	-	-	-	-	-	-	\$686.58	170	4.5%
2013	-	-	-	-	-	-	\$574.27	142	4.9%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.