



Office Submarket Report

CBD

Austin - TX USA

PREPARED BY



Chris Oddo
Principal



OFFICE SUBMARKET REPORT

Submarket Key Statistics	1
Leasing	2
Rent	6
Construction	8
Sales	11
Sales Past 12 Months	13
Supply & Demand Trends	15
Rent & Vacancy	17
Sale Trends	19

12 Mo Deliveries in SF

765K

12 Mo Net Absorption in SF

(313K)

Vacancy Rate

21.5%

Market Asking Rent Growth

1.9%

Tenant demand for CBD office continues to moderate. It is expected to remain tepid in the near term, as higher costs of capital, changing office needs, and cautious budgeting remain top of mind for many occupiers. New leasing activity moderated in 2023, with 1.9 million SF signed, a 14% decline from 2022 levels. A slowdown in the tech sector, a key tenant base for the downtown office market, has dampened leasing volume. But despite the continuation of hybrid work policies, leases are still being signed. Companies in the financial activities and business services sector have bolstered leasing activity, such as Lion Street, a financial services firm, signing a 22,000-SF lease at 300 Colorado in 23Q4.

A series of sublease vacancies and lease expirations, best exemplified by Meta's sublease listing at 300 West 6th Street, is contributing to dampened annual net absorption of -310,000 SF. However, upcoming large move-ins are expected to prop up annual net absorption levels in the months ahead. Google, which signed its lease in 2019, is phasing occupancy of its 796,000-SF

office building at 601 West Second St.

At a time when the submarket experiences a dropoff in tenant demand, construction activity remains elevated, driven by a surge in speculative development. The surge of corporate relocations and expansions in recent years, particularly from the tech sector, catalyzed builders to move forward on speculative projects. One of them was Lincoln Property Company, which began construction on The Republic in 22Q4, a 4 Star, 801,000-SF office space, bringing the submarket's construction pipeline to 1.8 million SF.

Despite the active construction pipeline, the vacancy rate of 21.5% is expected to end the year showing only modest increases as move-ins by Google offset the influx of newly delivered properties. The CBD also continues to attract tenants searching for higher-quality space, as accessibility and amenities abound in one of the most established live/work/play centers in Austin.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	15,406,321	28.3%	\$62.52	36.1%	(199,488)	0	1,819,285
3 Star	6,247,597	9.0%	\$46.13	10.2%	(59,820)	0	0
1 & 2 Star	2,627,538	11.2%	\$44.17	13.9%	3,638	0	0
Submarket	24,281,456	21.5%	\$56.75	27.7%	(255,670)	0	1,819,285

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	3.7%	9.9%	23.7%	21.5%	2024 Q2	3.5%	2000 Q4
Net Absorption SF	(313K)	207,321	317,045	1,753,146	2022 Q2	(883,023)	2020 Q4
Deliveries SF	765K	436,428	608,392	2,004,037	2023 Q1	0	2012 Q2
Market Asking Rent Growth	1.9%	2.8%	0.5%	23.9%	2007 Q3	-15.9%	2003 Q2
Sales Volume	\$1.8M	\$295.4M	N/A	\$1.6B	2021 Q4	\$0	2023 Q4

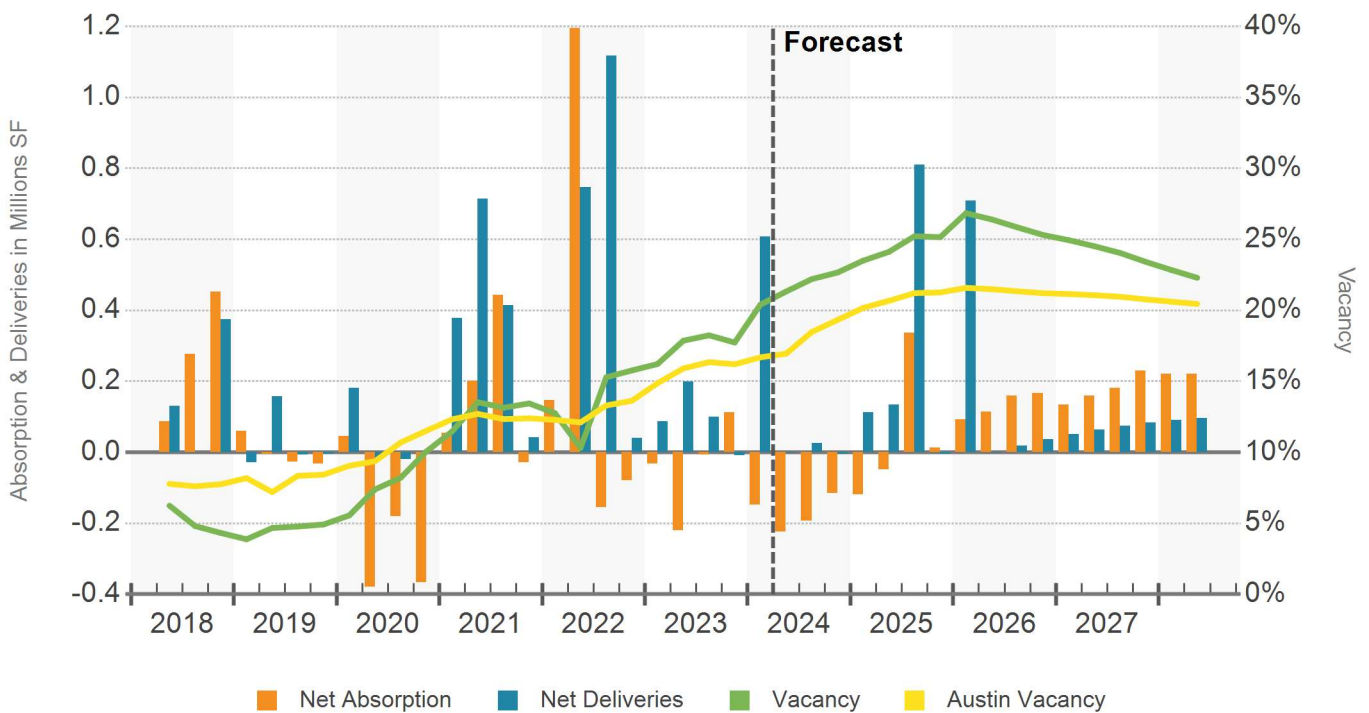
Leasing volume continued to moderate to 500,000 SF in signed in the second half of the year, showing a significant slowdown from the 885,000 SF closed during the same period in 2022. Higher costs of capital and reduced spending have stifled any major expansion plans, particularly for the tech sector, which has a significant presence downtown. With economic headwinds putting a damper on sentiment, tenants have sought to alleviate long-term financial commitments by slowing headcount growth or reducing it altogether, as well as reducing footprints.

However, tenants have still put pen to paper with

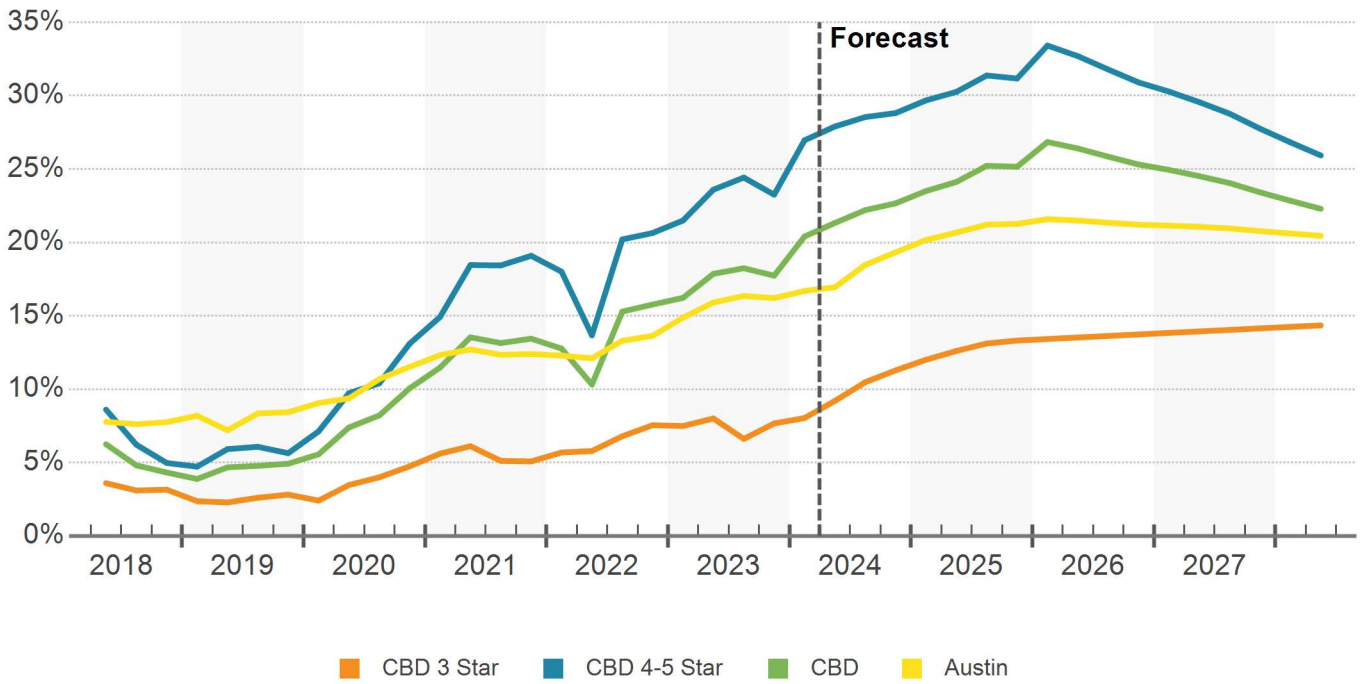
professional, scientific, and technical services companies continuing to look for space. The CBD's 4 & 5 Star properties have been an appealing destination for tenants searching for newer, highly amenitized properties in areas with dense retail offerings. This year, companies looking to level up their office space or open a new regional Austin location have contributed to downtown leases.

Overall, with dampened leasing volume and an increase in sublet availabilities, annual net absorption remains in negative territory, measuring -310,000 SF and underperforming the five-year average of 160,000 SF.

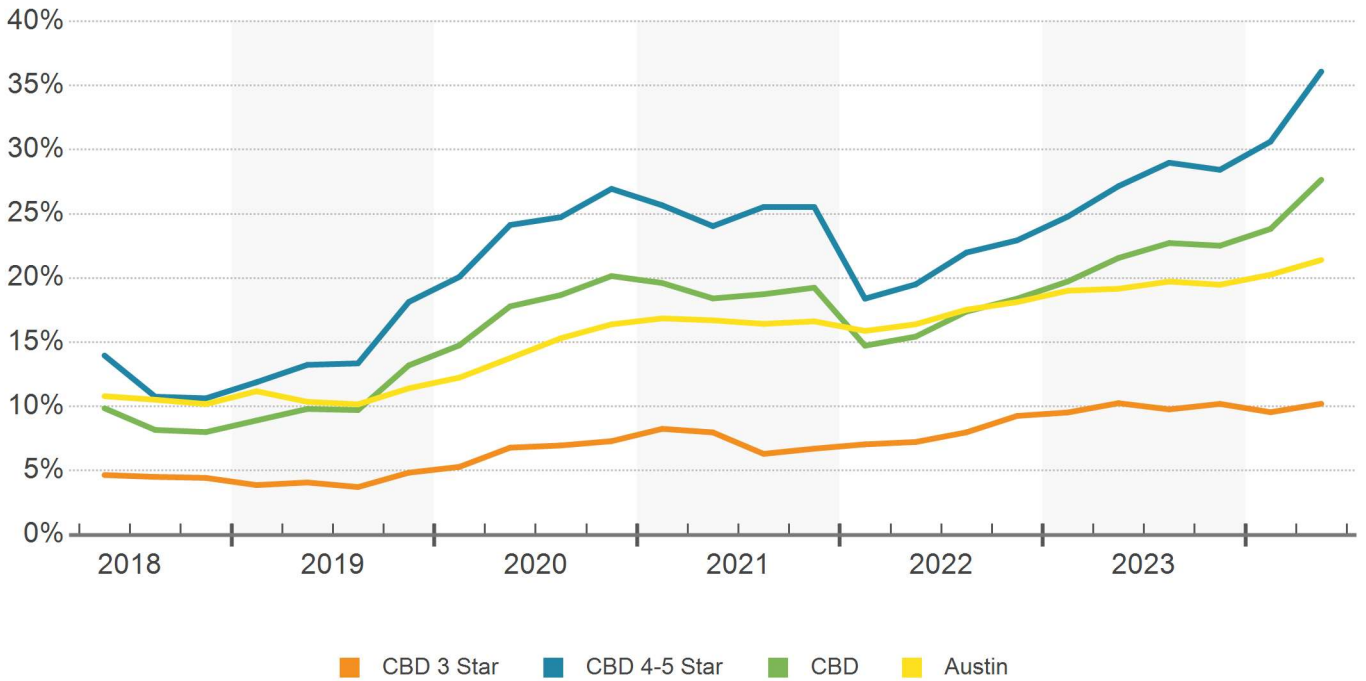
NET ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



AVAILABILITY RATE



4 & 5 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
Horizon Bank Building 600 W 5th St	★ ★ ★ ★ ★	144,507	6	81,546	32.8%	140,755
San Jacinto Center 98 San Jacinto Blvd	★ ★ ★ ★ ★	398,660	2	56,945	8.4%	27,445
One Eleven Congress 111 Congress Ave	★ ★ ★ ★ ★	533,711	5	42,952	20.6%	25,925
221 W 6th St	★ ★ ★ ★ ★	389,503	2	47,650	12.8%	21,556
300 West Sixth 300 W 6th St	★ ★ ★ ★ ★	454,225	2	4,129	21.7%	19,269
Colorado Tower 303 Colorado St	★ ★ ★ ★ ★	373,334	3	32,465	15.1%	10,299
Capitol Center 919 Congress Ave	★ ★ ★ ★ ★	164,000	7	15,320	7.1%	7,109
823 Congress Ave	★ ★ ★ ★ ★	220,022	3	10,410	25.2%	4,380
Whole Foods Market HeadQu... 525 N Lamar Blvd	★ ★ ★ ★ ★	285,000	2	1,000	0%	0
500 W 2nd St	★ ★ ★ ★ ★	500,511	2	1,550	0%	0
515 Congress 515 Congress Ave	★ ★ ★ ★ ★	267,956	10	59,764	15.4%	(3,223)
400 West 400 W 15th St	★ ★ ★ ★ ★	311,026	6	43,553	49.7%	(17,424)
Indeed Tower 200 W 6th St	★ ★ ★ ★ ★	733,000	4	39,975	28.0%	(21,123)
IBC Bank Plaza 500 W 5th St	★ ★ ★ ★ ★	195,378	2	17,082	3.1%	(21,588)
5th & Colorado 201 W 5th St	★ ★ ★ ★ ★	179,351	4	20,921	12.8%	(37,847)
301 Congress 301 Congress Ave	★ ★ ★ ★ ★	436,855	7	44,649	22.6%	(42,285)
Austin Centre 701 Brazos St	★ ★ ★ ★ ★	326,335	4	10,294	43.8%	(73,408)
600 Congress Ave	★ ★ ★ ★ ★	503,951	4	36,910	42.0%	(76,570)
816 Congress 816 Congress Ave	★ ★ ★ ★ ★	470,389	2	8,850	38.2%	(83,115)
100 Congress 100 Congress Ave	★ ★ ★ ★ ★	652,852	6	19,296	9.3%	(114,947)

3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

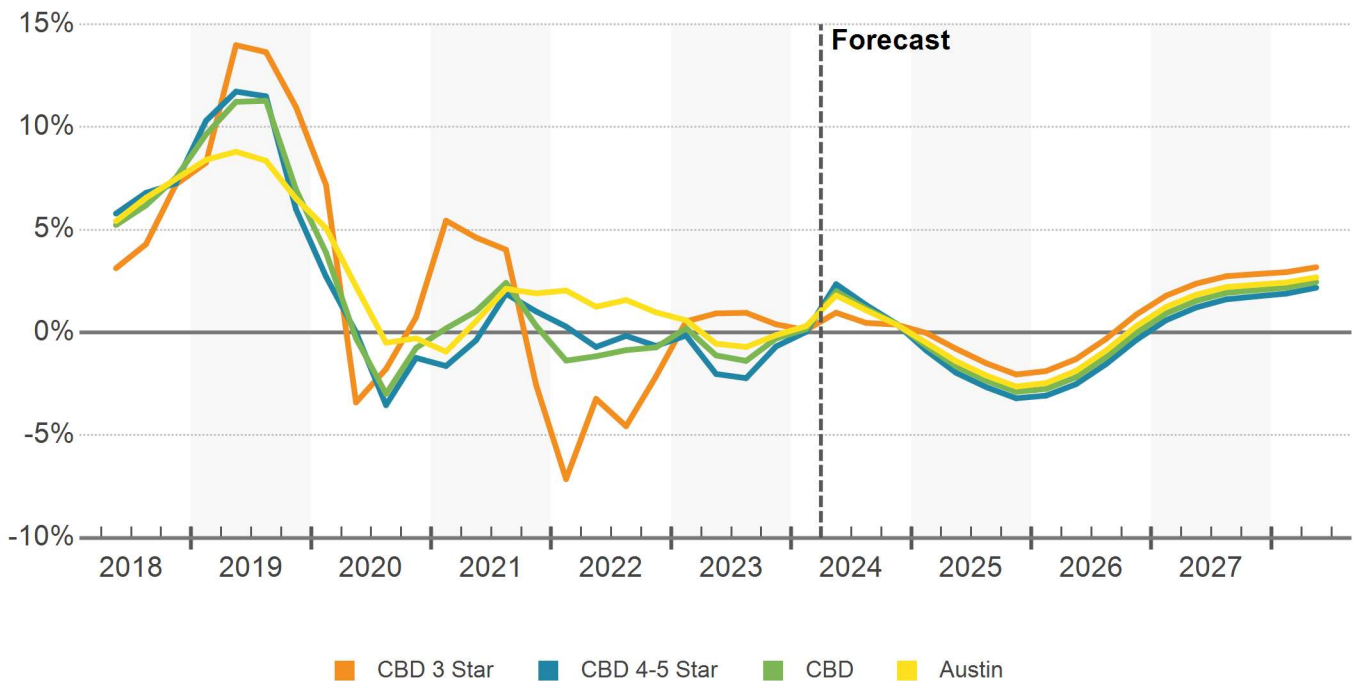
Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
1801 North Lamar 1801 Lamar Blvd N	★ ★ ★ ★ ★	35,790	1	10,151	23.3%	28,375
Scarbrough Building 522 N Congress Ave	★ ★ ★ ★ ★	130,789	2	17,444	24.4%	18,382
Hannig Row 200 E 6th St	★ ★ ★ ★ ★	49,264	6	19,438	22.6%	12,399
1303 San Antonio St	★ ★ ★ ★ ★	54,442	2	3,582	17.4%	1,500
Brazos Lofts 411 Brazos St	★ ★ ★ ★ ★	73,990	1	2,403	7.1%	1,392
American Bank of Commerce... 610 W 5th St	★ ★ ★ ★ ★	27,939	1	2,031	31.0%	1,379
207 San Jacinto Blvd	★ ★ ★ ★ ★	31,908	2	5,304	26.6%	221
807 West Ave 807 West Ave	★ ★ ★ ★ ★	3,250	1	3,250	0%	0
The Penthouse Condominiums 1212 Guadalupe St	★ ★ ★ ★ ★	45,000	1	172	0%	0
812 San Antonio St	★ ★ ★ ★ ★	60,103	3	5,365	1.7%	(36)
1005 Congress Ave	★ ★ ★ ★ ★	96,101	3	3,014	4.2%	(182)
Trinity Center 313 12th St E	★ ★ ★ ★ ★	60,000	1	425	4.1%	(571)
Brazos Bldg 815 Brazos St	★ ★ ★ ★ ★	53,508	2	5,050	48.8%	(4,604)
Brazos Place- Office/Retail Po... 800 Brazos St	★ ★ ★ ★ ★	236,255	9	29,127	12.7%	(4,833)
211 Seventh 211 E 7th St	★ ★ ★ ★ ★	159,313	1	1,773	32.1%	(7,904)
Perry Brooks 720 Brazos St	★ ★ ★ ★ ★	137,709	4	14,521	35.6%	(13,890)

Office rents in Austin's CBD have remained relatively unchanged over the past year in the face of slowing demand and declining average occupancies. The year-over-year change in average asking rents are 1.9%, which is aligned with the market average of 1.7%. Average rents of \$57/SF are the highest in Austin, \$14/SF higher than the market average. A contributing factor to the resilience of rental rates is an increase in concessions aimed at enticing tenants without lowering starting rents. However, lackluster rent growth in recent years can be attributed to rising vacancies, which have increased from a five-prepandemic average of 5.4% to 21.5% in the current quarter. Vacancy rates are also

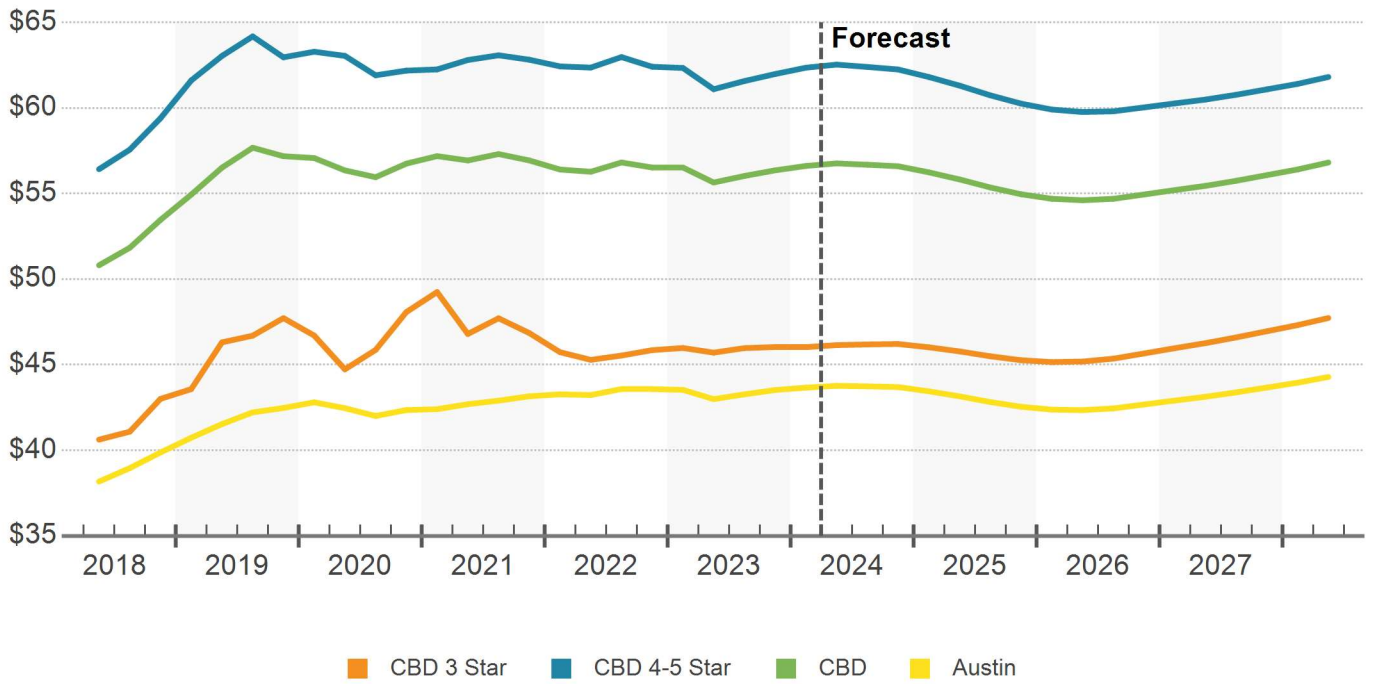
trending well above long-term historical averages of 9.1%, as landlords grapple with a slowdown in leasing activity and a surge in new product deliveries.

Some of the highest asking base rents in the CBD can be found at Austin's latest skyscraper to break ground, The Republic, where Lincoln Property Group is asking for \$53/SF, triple net. Additionally, vacancy among the highest-quality product is on the rise, now measuring 28.3% thanks to an expanding inventory in this category. With 1.7 million SF of 4 & 5 Star properties in the construction pipeline, asking rents are expected to compress over the next year.

MARKET ASKING RENT GROWTH (YOY)



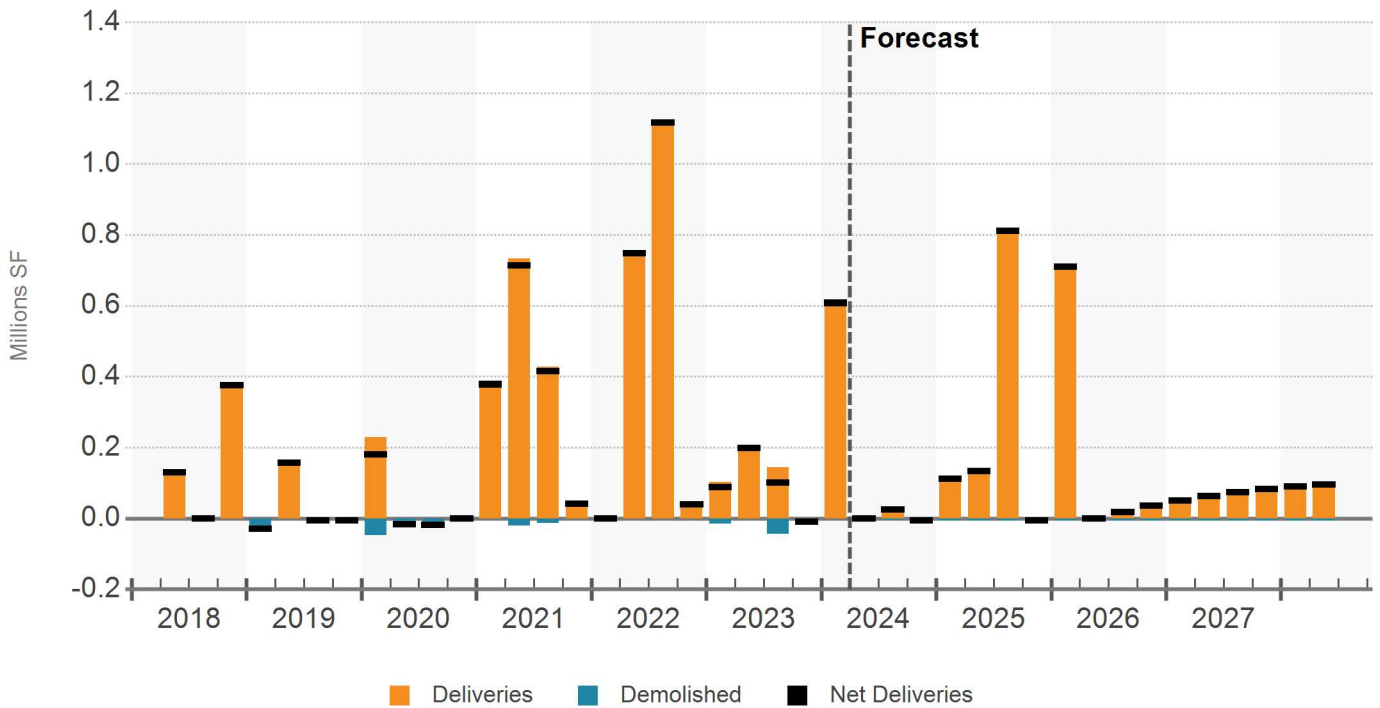
MARKET ASKING RENT PER SQUARE FEET



Austin's CBD, with 1.8 million SF under construction, has the second-most office space under construction in Austin. Activity has been driven by speculative projects, including Waterline and The Republic, which broke ground in 22Q3 and 22Q4, respectively. With preleasing totaling 26% for the CBD, developers are optimistic that the economy will recover by 2025, when the next major wave of office buildings is expected to begin delivering. Developers are also highly encouraged by Austin's economic growth trajectory and continued demand for new builds in centrally located and amenity-dense areas.

Making the most of infill opportunities and maximizing the highest and best use, most buildings going vertical are high-rise, 4 & 5 Star buildings, as developers are intent on meeting the demand from regional and national tenants looking for premier office space. The Republic is the latest example of a trophy tower that will offer 801,000 SF of office space spanning 48 stories, currently in development by Lincoln Property Company. The growing industry diversity of downtown's tenant base is reflected here, as Vista Equity, the private equity firm, was the first to prelease space at this tower.

DELIVERIES & DEMOLITIONS



All-Time Annual Avg. Square Feet

434,952

Delivered Square Feet Past 8 Qtrs

2,954,824

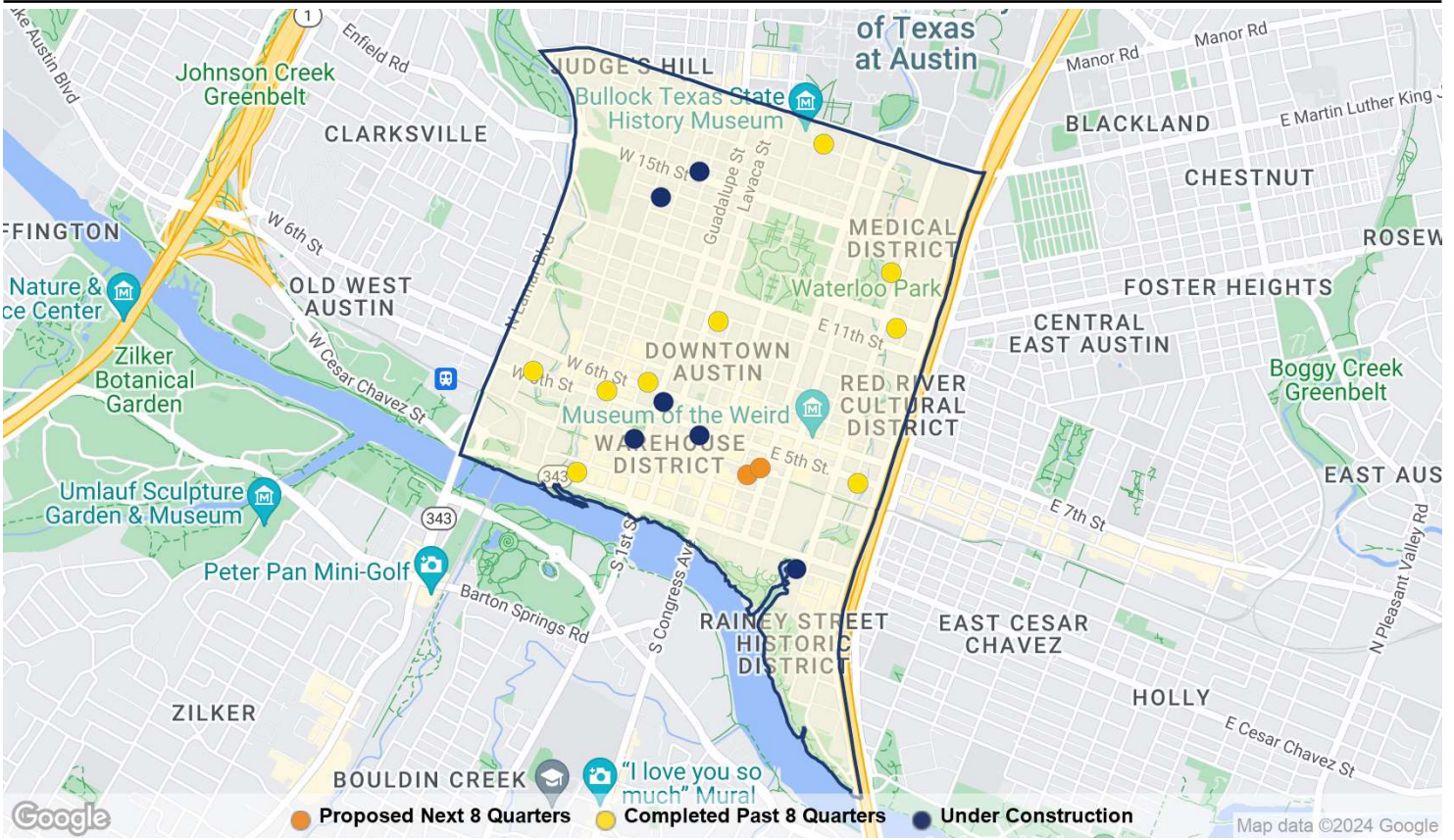
Delivered Square Feet Next 8 Qtrs

1,819,285

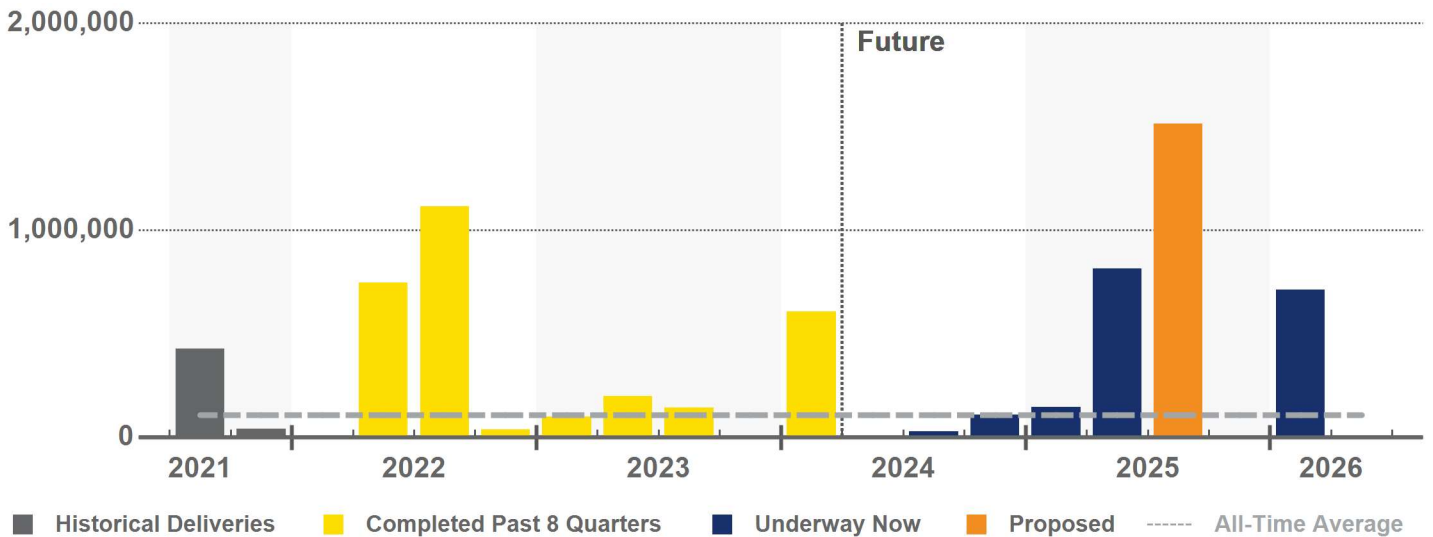
Proposed Square Feet Next 8 Qtrs

1,516,200

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN SQUARE FEET



RECENT DELIVERIES

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 Sixth and Guadalupe 400 W 6th St	★★★★★	607,522	66	Oct 2019	Jan 2024	Lincoln Property Company Lincoln Property Company
2 Horizon Bank Building 600 W 5th St	★★★★☆	144,507	16	Oct 2021	Sep 2023	Development 2000, Inc. Horizon Bank
3 Symphony Square 1121 Red River St	★★★★★	198,758	7	Mar 2021	Apr 2023	Greystar Real Estate Partners Ivanhoé Cambridge
4 Texas Bankers Associati... 203 W 10th St	★★★★☆	102,000	9	Oct 2021	Mar 2023	Development 2000, Inc. Texas Bankers Association
5 Waterloo Central 701 E 5th St	★★★★☆	39,000	5	Nov 2020	Dec 2022	- Spinnaker Insurance Company
6 Sail Tower 601 W 2nd St	★★★★★	796,525	35	Feb 2019	Aug 2022	Trammell Crow Company Trammell Crow Company
7 Innovation Tower 1300 Red River St	★★★★★	319,512	16	Jul 2020	Jul 2022	- Travis County Healthcare District
8 George H. W. Bush State... 1801 Congress Ave	★★★★☆	603,000	14	Jul 2018	Jun 2022	- Texas Facilities Commission
9 W 5th And Bowie	★★★★★	144,000	5	Dec 2020	Apr 2022	- Schlosser Development

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 The Republic 401 W 4th St	★★★★☆	816,583	48	Oct 2022	Jun 2025	Phoenix Property Company Travis County
2 Waterline Tower A 98 Red River St	★★★★☆	715,005	39	Sep 2022	Jan 2026	- Lincoln Property Company
3 ATX Tower 325 W 6th St	★★★★★	140,000	19	Mar 2022	Mar 2025	Ryan Companies US, Inc. Tishman Speyer
4 415 Colorado St	★★★★☆	110,097	6	Mar 2022	Dec 2024	- Stonelake Capital Partners
5 502 W 15th St	★★★★☆	30,000	3	Dec 2023	Jul 2024	- -
6 607 W 14th St	★★★★☆	7,600	3	Jan 2024	Jan 2025	- -

PROPOSED

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 The Railyard West 201 E 4th St	★★★★★	796,208	36	Sep 2024	Sep 2025	- Karlín Real Estate
2 Perennial 216 E 4th St	★★★★★	719,992	46	Jan 2025	Sep 2025	Cielo Property Group Cielo Property Group

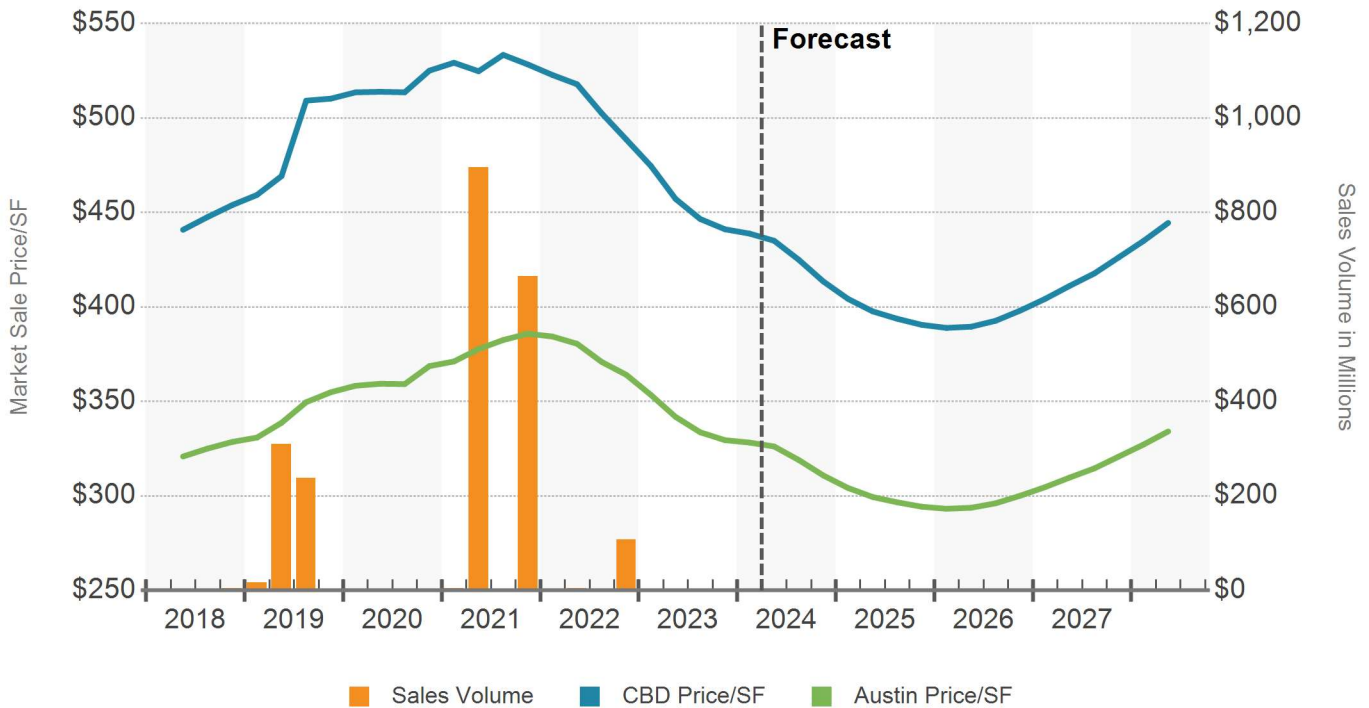
Following the ripple effects of higher borrowing costs on the broader economic environment, buyers and sellers are at an impasse, given the gap in pricing expectations. This has led to a significant deceleration in sales volume in Austin's most high-profile office submarket. Investment activity slowed to eight transactions in 2023, down from the typical 25 annual transactions over the past decade. At just 0.4% of inventory trading hands last year, it was one of Austin's least active office submarkets for sales activity. There have been no large building sales over the past year, with all properties trading hands smaller than 40,000 SF.

The area is characterized by a substantial share of 4 & 5 Star office, primarily owned by large companies such as Cousins Properties, Trammell Crow Company, and Kilroy Realty Corporation. Given the reluctance of institutional owners not to part with assets in a depreciating

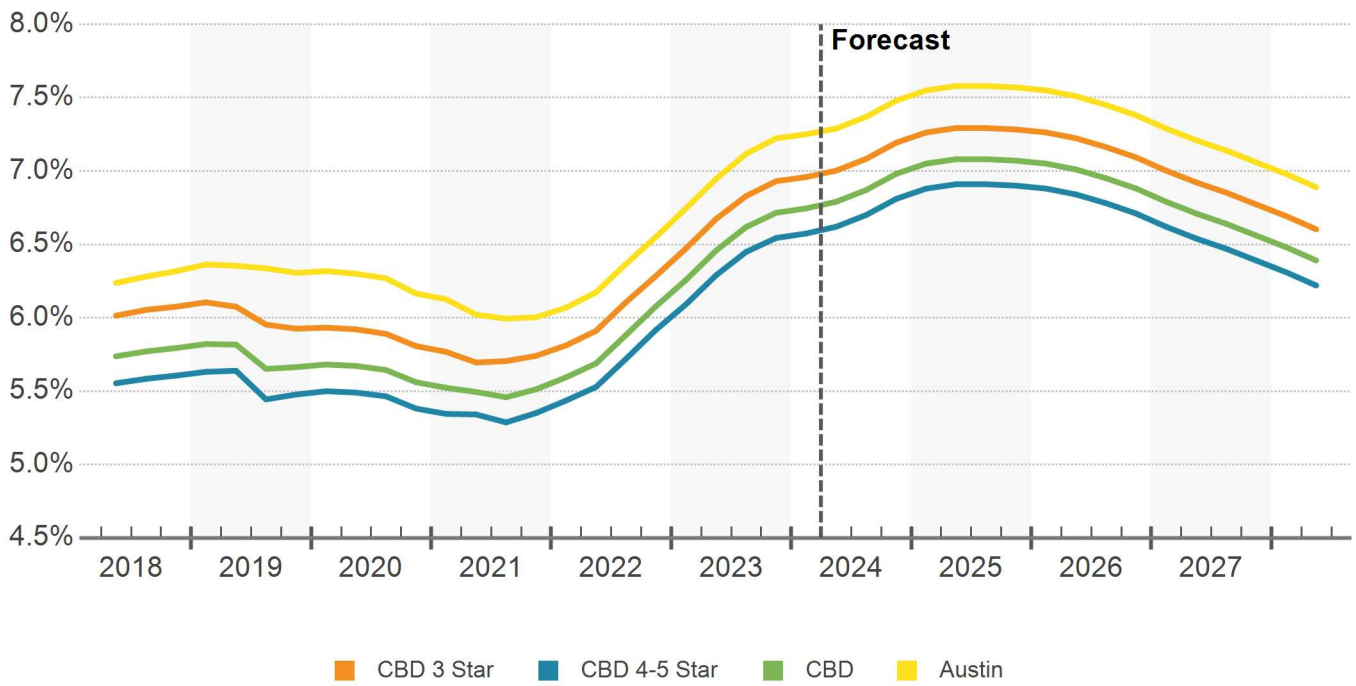
environment, buyers have predominantly comprised of owner/users such as Spinnaker Insurance Company and small, private developers, including Austin City Realty. Spinnaker, a subsidiary of Hippo Insurance, transitioned from lessee to owner/user of the 39,000 SF Waterloo Central in April 2023. The purchase underscores their commitment to the area after securing the newly constructed, custom office space. In a separate transaction, Austin City Realty acquired a 19th-century-built, 20,000-SF office building on Austin's iconic Congress Avenue for an undisclosed price.

The most recent sale, with a quoted price involved 1000 Red River, which Alexandria Real Estate Equities acquired for \$534/SF in 22Q4. The REIT is expected to redevelop the 2 Star, 198,000-SF building in an effort to appeal to life science tenants interested in moving to Austin's growing Innovation Business District.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

CBD Office

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

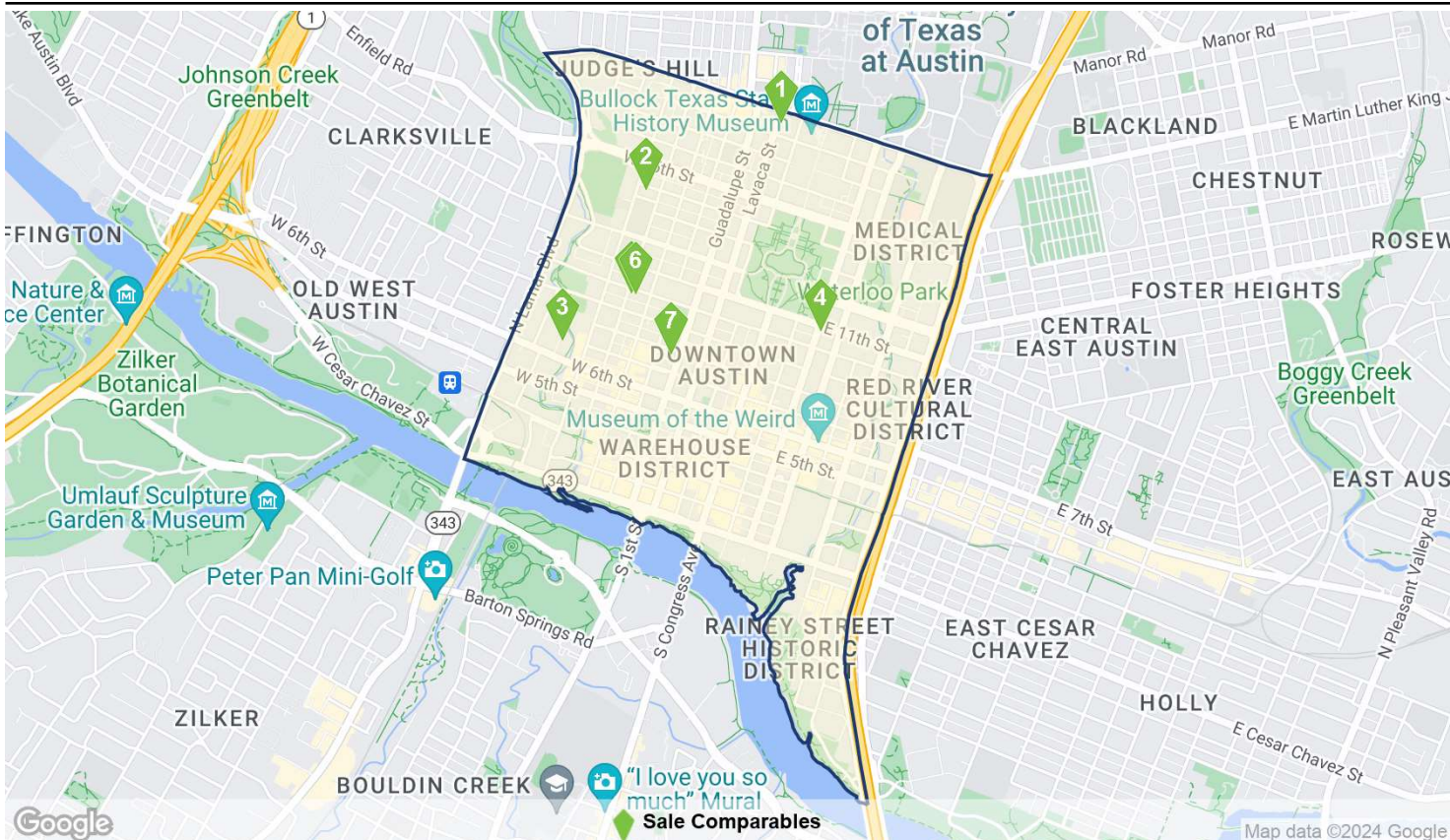
8

-

\$352

0.4%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$839,567	\$839,567	\$839,567	\$839,567
Price/SF	\$307	\$352	\$367	\$428
Cap Rate	-	-	-	-
Time Since Sale in Months	0.8	5.5	4.9	10.1
Property Attributes	Low	Average	Median	High
Building SF	1,097	3,600	1,961	11,612
Stories	1	2	2	3
Typical Floor SF	1,048	1,813	1,166	3,871
Vacancy Rate At Sale	0%	0.4%	0%	0%
Year Built	1900	1937	1919	1975
Star Rating	★★★★★	★★★★★ 2.2	★★★★★	★★★★★

Sales Past 12 Months

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 Cambridge Tower Condo... 1801 Lavaca St	★★★★★	1965	3,270	0.9%	3/25/2024	\$1,002,750	\$307	-
2 Weddington Center 709 W 14th St	★★★★★	1975	1,961	0%	3/5/2024	\$839,567	\$428	-
3 609 Wood St	★★★★★	1974	2,095	0%	6/1/2024	-	-	-
1 Cambridge Tower Condo... 1801 Lavaca St	★★★★★	1965	2,123	0%	5/21/2024	-	-	-
4 Veterans Building 1011 San Jacinto Blvd	★★★★★	1955	2,452	0%	12/21/2023	-	-	-
5 609 W 10th St	★★★★★	1919	1,235	0%	9/7/2023	-	-	-
6 607 W 10th St	★★★★★	1915	1,097	0%	9/7/2023	-	-	-
7 Phillips-Bremond House 706 Guadalupe St	★★★★★	1900	11,612	0%	8/21/2023	-	-	-

Supply & Demand Trends

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	26,774,620	392,067	1.5%	871,934	3.3%	0.4
2027	26,382,553	269,980	1.0%	702,070	2.7%	0.4
2026	26,112,573	762,269	3.0%	531,482	2.0%	1.4
2025	25,350,304	1,049,612	4.3%	180,122	0.7%	5.8
2024	24,300,692	625,580	2.6%	(682,550)	-2.8%	-
YTD	24,281,456	606,344	2.6%	(403,835)	-1.7%	-
2023	23,675,112	377,428	1.6%	(147,511)	-0.6%	-
2022	23,297,684	1,902,037	8.9%	1,104,689	4.7%	1.7
2021	21,395,647	1,547,556	7.8%	668,021	3.1%	2.3
2020	19,848,091	144,398	0.7%	(883,023)	-4.4%	-
2019	19,703,693	115,685	0.6%	(7,145)	0%	-
2018	19,588,008	501,213	2.6%	946,990	4.8%	0.5
2017	19,086,795	1,095,620	6.1%	678,366	3.6%	1.6
2016	17,991,175	696,351	4.0%	577,733	3.2%	1.2
2015	17,294,824	214,430	1.3%	362,492	2.1%	0.6
2014	17,080,394	541,421	3.3%	976,132	5.7%	0.6
2013	16,538,973	(60,015)	-0.4%	(62,514)	-0.4%	-
2012	16,598,988	155,000	0.9%	191,398	1.2%	0.8

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	18,010,342	417,516	2.4%	925,830	5.1%	0.5
2027	17,592,826	295,355	1.7%	758,646	4.3%	0.4
2026	17,297,471	786,870	4.8%	587,747	3.4%	1.3
2025	16,510,601	1,074,280	7.0%	375,597	2.3%	2.9
2024	15,436,321	637,522	4.3%	(368,715)	-2.4%	-
YTD	15,406,321	607,522	4.1%	(303,856)	-2.0%	-
2023	14,798,799	445,265	3.1%	(33,271)	-0.2%	-
2022	14,353,534	1,902,037	15.3%	1,316,183	9.2%	1.4
2021	12,451,497	1,579,957	14.5%	627,451	5.0%	2.5
2020	10,871,540	228,852	2.2%	(595,718)	-5.5%	-
2019	10,642,688	157,280	1.5%	78,776	0.7%	2.0
2018	10,485,408	504,963	5.1%	962,592	9.2%	0.5
2017	9,980,445	1,110,691	12.5%	708,358	7.1%	1.6
2016	8,869,754	696,351	8.5%	644,777	7.3%	1.1
2015	8,173,403	203,054	2.5%	400,185	4.9%	0.5
2014	7,970,349	568,712	7.7%	844,532	10.6%	0.7
2013	7,401,637	0	0%	(165,443)	-2.2%	-
2012	7,401,637	155,000	2.1%	217,305	2.9%	0.7

Supply & Demand Trends

3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	6,247,597	0	0%	(25,806)	-0.4%	-
2027	6,247,597	0	0%	(25,744)	-0.4%	-
2026	6,247,597	0	0%	(26,028)	-0.4%	-
2025	6,247,597	0	0%	(127,003)	-2.0%	-
2024	6,247,597	(1,178)	0%	(226,993)	-3.6%	-
YTD	6,247,597	(1,178)	0%	(82,921)	-1.3%	-
2023	6,248,775	(44,466)	-0.7%	(48,521)	-0.8%	-
2022	6,293,241	0	0%	(155,218)	-2.5%	-
2021	6,293,241	(12,672)	-0.2%	(33,191)	-0.5%	-
2020	6,305,913	(9,792)	-0.2%	(131,217)	-2.1%	-
2019	6,315,705	(5,978)	-0.1%	15,318	0.2%	-
2018	6,321,683	0	0%	24,521	0.4%	0
2017	6,321,683	0	0%	(36,240)	-0.6%	-
2016	6,321,683	0	0%	(15,843)	-0.3%	-
2015	6,321,683	38,594	0.6%	(36,360)	-0.6%	-
2014	6,283,089	(10,200)	-0.2%	59,497	0.9%	-
2013	6,293,289	26,400	0.4%	82,735	1.3%	0.3
2012	6,266,889	0	0%	37,007	0.6%	0

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	2,516,681	(25,449)	-1.0%	(28,090)	-1.1%	-
2027	2,542,130	(25,375)	-1.0%	(30,832)	-1.2%	-
2026	2,567,505	(24,601)	-0.9%	(30,237)	-1.2%	-
2025	2,592,106	(24,668)	-0.9%	(68,472)	-2.6%	-
2024	2,616,774	(10,764)	-0.4%	(86,842)	-3.3%	-
YTD	2,627,538	0	0%	(17,058)	-0.6%	-
2023	2,627,538	(23,371)	-0.9%	(65,719)	-2.5%	-
2022	2,650,909	0	0%	(56,276)	-2.1%	-
2021	2,650,909	(19,729)	-0.7%	73,761	2.8%	-
2020	2,670,638	(74,662)	-2.7%	(156,088)	-5.8%	-
2019	2,745,300	(35,617)	-1.3%	(101,239)	-3.7%	-
2018	2,780,917	(3,750)	-0.1%	(40,123)	-1.4%	-
2017	2,784,667	(15,071)	-0.5%	6,248	0.2%	-
2016	2,799,738	0	0%	(51,201)	-1.8%	-
2015	2,799,738	(27,218)	-1.0%	(1,333)	0%	-
2014	2,826,956	(17,091)	-0.6%	72,103	2.6%	-
2013	2,844,047	(86,415)	-2.9%	20,194	0.7%	-
2012	2,930,462	0	0%	(62,914)	-2.1%	-

OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$57.74	175	3.0%	1.0%	5,697,331	21.3%	-2.1%
2027	\$56.07	170	2.1%	-1.9%	6,176,753	23.4%	-1.9%
2026	\$54.94	166	0%	-3.9%	6,608,388	25.3%	0.2%
2025	\$54.96	166	-2.9%	-3.9%	6,377,069	25.2%	2.5%
2024	\$56.59	171	0.4%	-1.0%	5,506,992	22.7%	4.9%
YTD	\$56.75	172	1.9%	-0.7%	5,208,703	21.5%	3.7%
2023	\$56.35	171	-0.3%	-1.4%	4,198,524	17.7%	2.0%
2022	\$56.52	171	-0.7%	-1.2%	3,673,585	15.8%	2.3%
2021	\$56.93	172	0.3%	-0.4%	2,876,237	13.4%	3.4%
2020	\$56.75	172	-0.8%	-0.8%	1,996,702	10.1%	5.1%
2019	\$57.18	173	7.0%	0%	969,281	4.9%	0.6%
2018	\$53.46	162	7.5%	-6.5%	846,451	4.3%	-2.4%
2017	\$49.71	151	3.8%	-13.1%	1,292,228	6.8%	1.9%
2016	\$47.88	145	6.1%	-16.3%	874,974	4.9%	0.5%
2015	\$45.12	137	10.9%	-21.1%	756,356	4.4%	-0.9%
2014	\$40.70	123	5.2%	-28.8%	904,418	5.3%	-2.8%
2013	\$38.67	117	4.4%	-32.4%	1,339,129	8.1%	0%
2012	\$37.05	112	9.3%	-35.2%	1,336,630	8.1%	-0.3%

4 & 5 STAR RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$62.75	171	2.7%	-0.3%	4,373,394	24.3%	-3.5%
2027	\$61.08	167	1.8%	-3.0%	4,881,842	27.7%	-3.2%
2026	\$60.03	164	-0.4%	-4.6%	5,345,247	30.9%	-0.3%
2025	\$60.25	164	-3.2%	-4.3%	5,146,215	31.2%	2.4%
2024	\$62.24	170	0.4%	-1.1%	4,447,532	28.8%	5.6%
YTD	\$62.52	171	2.2%	-0.7%	4,352,669	28.3%	5.0%
2023	\$61.98	169	-0.7%	-1.6%	3,441,291	23.3%	2.6%
2022	\$62.40	170	-0.7%	-0.9%	2,962,755	20.6%	1.6%
2021	\$62.81	171	1.0%	-0.2%	2,376,901	19.1%	6.0%
2020	\$62.18	170	-1.2%	-1.2%	1,424,395	13.1%	7.5%
2019	\$62.96	172	6.0%	0%	599,825	5.6%	0.7%
2018	\$59.40	162	7.3%	-5.7%	521,321	5.0%	-4.8%
2017	\$55.38	151	5.7%	-12.0%	978,950	9.8%	3.3%
2016	\$52.41	143	6.9%	-16.8%	576,617	6.5%	0.1%
2015	\$49.04	134	11.4%	-22.1%	525,043	6.4%	-2.6%
2014	\$44.03	120	3.6%	-30.1%	722,174	9.1%	-4.4%
2013	\$42.50	116	3.6%	-32.5%	997,994	13.5%	2.2%
2012	\$41.04	112	10.3%	-34.8%	832,551	11.2%	-1.1%

3 STAR RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$48.65	182	3.6%	1.2%	909,332	14.6%	0.4%
2027	\$46.95	176	2.8%	-2.3%	883,526	14.1%	0.4%
2026	\$45.66	171	0.9%	-5.0%	857,782	13.7%	0.4%
2025	\$45.26	169	-2.0%	-5.8%	831,754	13.3%	2.0%
2024	\$46.21	173	0.4%	-3.9%	704,751	11.3%	3.6%
YTD	\$46.13	173	0.9%	-4.0%	560,676	9.0%	1.3%
2023	\$46.03	172	0.4%	-4.2%	478,933	7.7%	0.1%
2022	\$45.85	172	-2.1%	-4.6%	474,878	7.5%	2.5%
2021	\$46.85	175	-2.5%	-2.5%	319,660	5.1%	0.3%
2020	\$48.07	180	0.7%	0%	299,141	4.7%	1.9%
2019	\$47.72	179	11.0%	-0.7%	177,716	2.8%	-0.3%
2018	\$43	161	7.2%	-10.5%	199,012	3.1%	-0.4%
2017	\$40.11	150	-0.6%	-16.6%	223,533	3.5%	0.6%
2016	\$40.34	151	2.3%	-16.1%	187,293	3.0%	0.3%
2015	\$39.42	148	10.6%	-18.0%	171,450	2.7%	1.2%
2014	\$35.65	133	9.5%	-25.9%	96,496	1.5%	-1.1%
2013	\$32.56	122	6.4%	-32.3%	166,193	2.6%	-0.9%
2012	\$30.58	115	5.6%	-36.4%	222,528	3.6%	-0.6%

1 & 2 STAR RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$46.55	192	3.6%	5.8%	414,605	16.5%	0.3%
2027	\$44.91	185	2.8%	2.0%	411,385	16.2%	0.4%
2026	\$43.67	180	0.9%	-0.8%	405,359	15.8%	0.4%
2025	\$43.30	179	-2.1%	-1.6%	399,100	15.4%	1.8%
2024	\$44.22	182	0.5%	0.5%	354,709	13.6%	3.0%
YTD	\$44.17	182	1.5%	0.3%	295,358	11.2%	0.6%
2023	\$44.02	182	1.6%	0%	278,300	10.6%	1.7%
2022	\$43.31	179	2.3%	-1.6%	235,952	8.9%	2.1%
2021	\$42.34	175	1.4%	-3.8%	179,676	6.8%	-3.5%
2020	\$41.76	172	-0.1%	-5.1%	273,166	10.2%	3.2%
2019	\$41.78	172	6.1%	-5.1%	191,740	7.0%	2.4%
2018	\$39.39	162	11.3%	-10.5%	126,118	4.5%	1.3%
2017	\$35.39	146	-2.1%	-19.6%	89,745	3.2%	-0.7%
2016	\$36.14	149	9.8%	-17.9%	111,064	4.0%	1.8%
2015	\$32.91	136	6.5%	-25.2%	59,863	2.1%	-0.9%
2014	\$30.89	127	10.1%	-29.8%	85,748	3.0%	-3.1%
2013	\$28.06	116	6.7%	-36.2%	174,942	6.2%	-3.5%
2012	\$26.29	108	9.7%	-40.3%	281,551	9.6%	2.1%

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	-	-	-	-	-	-	\$465.92	217	6.2%
2027	-	-	-	-	-	-	\$426.26	199	6.6%
2026	-	-	-	-	-	-	\$398.10	185	6.9%
2025	-	-	-	-	-	-	\$390.50	182	7.1%
2024	-	-	-	-	-	-	\$413.43	193	7.0%
YTD	4	\$1.8M	0%	\$921,159	\$352.19	-	\$436.59	203	6.8%
2023	8	\$0	0.4%	-	-	-	\$441.07	205	6.7%
2022	31	\$112.8M	4.7%	\$56,400,000	\$558.34	-	\$488.50	228	6.1%
2021	31	\$1.6B	12.7%	\$156,676,500	\$599.24	3.8%	\$528.22	246	5.5%
2020	16	\$2.3M	0.7%	\$2,343,750	\$719.16	-	\$524.94	245	5.6%
2019	26	\$565.9M	5.4%	\$80,840,204	\$714.97	-	\$510.15	238	5.7%
2018	20	\$8.6M	1.6%	\$2,140,125	\$320.04	-	\$453.87	211	5.8%
2017	16	\$334.2M	4.7%	\$55,692,500	\$412.61	5.7%	\$433.81	202	5.7%
2016	47	\$456.8M	13.7%	\$57,103,200	\$388.49	5.6%	\$429.49	200	5.5%
2015	24	\$594.1M	8.6%	\$49,505,592	\$430.53	5.8%	\$413.20	192	5.5%
2014	23	\$119.7M	6.1%	\$9,971,852	\$129.74	-	\$365.83	170	5.7%
2013	33	\$739M	16.4%	\$82,106,985	\$300.19	4.6%	\$329.74	154	6.0%

(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.

4 & 5 STAR 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	-	-	-	-	-	-	\$517.49	215	6.1%
2027	-	-	-	-	-	-	\$473.68	197	6.4%
2026	-	-	-	-	-	-	\$442.88	184	6.7%
2025	-	-	-	-	-	-	\$435.26	181	6.9%
2024	-	-	-	-	-	-	\$462.03	192	6.8%
YTD	-	-	-	-	-	-	\$488.77	203	6.6%
2023	1	\$0	0.3%	-	-	-	\$494.15	205	6.5%
2022	6	\$0	4.1%	-	-	-	\$547.88	227	5.9%
2021	5	\$1.5B	20.5%	\$303,900,000	\$596.07	3.8%	\$594.81	247	5.4%
2020	-	-	-	-	-	-	\$594.78	247	5.4%
2019	2	\$543.2M	7.2%	\$271,575,855	\$710.50	-	\$578.67	240	5.5%
2018	-	-	-	-	-	-	\$514.95	214	5.6%
2017	3	\$309M	7.5%	\$103,000,000	\$413.68	5.9%	\$492.38	204	5.5%
2016	8	\$394.1M	22.9%	\$98,531,401	\$397.15	5.6%	\$486.81	202	5.3%
2015	7	\$491.3M	14.0%	\$81,890,164	\$447.09	-	\$470.87	195	5.3%
2014	10	\$98.2M	9.8%	\$9,821,300	\$125.28	-	\$412.67	171	5.5%
2013	9	\$739M	33.3%	\$82,106,985	\$300.19	4.6%	\$372.68	155	5.8%

(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.

3 STAR 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	-	-	-	-	-	-	\$358.75	224	6.4%
2027	-	-	-	-	-	-	\$327.65	204	6.8%
2026	-	-	-	-	-	-	\$305.01	190	7.1%
2025	-	-	-	-	-	-	\$297.60	185	7.3%
2024	-	-	-	-	-	-	\$312.91	195	7.2%
YTD	3	\$1.8M	0.1%	\$921,159	\$352.19	-	\$328.94	205	7.0%
2023	-	-	-	-	-	-	\$331.64	207	6.9%
2022	3	\$0	0.5%	-	-	-	\$366.02	228	6.3%
2021	4	\$0	0.8%	-	-	-	\$390.30	243	5.7%
2020	4	\$0	1.5%	-	-	-	\$383.04	239	5.8%
2019	2	\$0	0.3%	-	-	-	\$370.57	231	5.9%
2018	5	\$4.8M	4.3%	\$4,812,500	\$389.55	-	\$327.85	204	6.1%
2017	7	\$23.8M	1.9%	\$11,892,500	\$397.62	5.6%	\$313.79	196	6.0%
2016	2	\$19.3M	3.1%	\$19,297,895	\$321.08	-	\$311.96	194	5.7%
2015	3	\$98.4M	4.3%	\$49,199,061	\$366.48	5.8%	\$295.79	184	5.8%
2014	3	\$21.4M	3.1%	\$10,724,616	\$155.04	-	\$270.10	168	5.9%
2013	2	\$0	0.3%	-	-	-	\$242.83	151	6.2%

(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.

1 & 2 STAR 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	-	-	-	-	-	-	\$382.66	224	6.8%
2027	-	-	-	-	-	-	\$349.83	204	7.2%
2026	-	-	-	-	-	-	\$325.89	190	7.5%
2025	-	-	-	-	-	-	\$317.97	186	7.7%
2024	-	-	-	-	-	-	\$333.86	195	7.6%
YTD	1	\$0	0.1%	-	-	-	\$350.52	205	7.4%
2023	7	\$0	1.7%	-	-	-	\$353.27	206	7.3%
2022	22	\$112.8M	17.6%	\$56,400,000	\$558.34	-	\$390.51	228	6.6%
2021	22	\$47.3M	4.6%	\$9,453,000	\$722.81	-	\$419.67	245	6.0%
2020	12	\$2.3M	1.9%	\$2,343,750	\$719.16	-	\$404.52	236	6.2%
2019	22	\$22.7M	10.0%	\$4,545,943	\$841.41	-	\$392.83	230	6.3%
2018	15	\$3.7M	1.8%	\$1,249,333	\$260.39	-	\$353.14	206	6.4%
2017	6	\$1.4M	1.0%	\$1,370,000	\$444.23	-	\$335.27	196	6.2%
2016	37	\$43.4M	8.4%	\$14,467,368	\$351.69	-	\$333.23	195	6.0%
2015	14	\$4.3M	2.4%	\$1,082,000	\$350.11	-	\$314.30	184	6.0%
2014	10	\$0	2.2%	-	-	-	\$286.40	167	6.2%
2013	22	\$0	8.0%	-	-	-	\$254.86	149	6.6%

(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.