

# Jacksonville - FL

PREPARED BY





#### **RETAIL MARKET REPORT**

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12 Mo Deliveries in SF

12 Mo Net Absorption in SF

Vacancy Rate

12 Mo Rent Growth

561K

4.2%

11.2%

Jacksonville's strong economic rebound and a healthy pace of population growth have served as a kind of accelerant for the retail market. The region has been among the nation's strongest population growth markets over the past five years, a trend that has persisted since the onset of the pandemic, and an increase in both office-using employment growth and median household incomes have worked in tandem to lift personal consumption and retail demand.

Retail demand reached record levels in 2021, punctuated by a strong first half of the year, and that activity pushed vacancy to an all-time low. In fact, demand has been so strong that the market ranked 4th in the nation at the close of 22Q1 for the total net absorption of retail space. Leasing activity has also improved significantly over the past year, providing optimism for additional vacancy compression over the near term. The current vacancy rate is 4.2%, comfortably below the U.S. average of 4.2%, and is expected to remain relatively steady over the near term even as new projects work their way through the construction pipeline. Fitness, grocery, and discount retailers have driven much of the retail demand

in Jacksonville over the last year.

Net deliveries over the trailing 12-month period total 710,000, ranking Jacksonville among the top markets in the nation. While the pipeline is still relatively full at 1.1 million SF, the new space is unlikely to significantly strain overall retail market fundamentals. Quarterly construction starts also fell to an 8-year low at the end of 2022.

Rent growth has rapidly improved over the course of the pandemic and Jacksonville is one of the strongest rent growth markets in Florida with year-over-year rent growth of 11.2%, far outpacing the national average of 3.8%. The strongest submarkets for rent growth include Northeast Jacksonville, Nassau County, Mandarin, and Butler/Baymeadows.

Retail investment activity improved significantly in 2021 over the previous year but fell just short of total sales volume during 2019. Total investment volume over the trailing 12-month period totals \$817 million with 460 trades taking place. The average market cap rate is only minimally above the national average at 6.5%.

#### **KEY INDICATORS**

| Current Quarter     | RBA         | Vacancy Rate | Market Rent | Availability Rate | Net Absorption<br>SF | Deliveries SF | Under<br>Construction |
|---------------------|-------------|--------------|-------------|-------------------|----------------------|---------------|-----------------------|
| Malls               | 7,302,866   | 12.5%        | \$26.07     | 19.9%             | 2,535                | 0             | 0                     |
| Power Center        | 4,281,110   | 5.6%         | \$27.58     | 8.4%              | 0                    | 0             | 19,072                |
| Neighborhood Center | 32,709,832  | 5.7%         | \$23.16     | 7.4%              | (115,617)            | 0             | 452,581               |
| Strip Center        | 7,725,535   | 5.3%         | \$20.75     | 6.3%              | (11,016)             | 0             | 34,025                |
| General Retail      | 47,427,109  | 1.7%         | \$21.90     | 2.5%              | (30,765)             | 2,514         | 566,471               |
| Other               | 744,443     | 0%           | \$23.03     | 0%                | 0                    | 0             | 0                     |
| Market              | 100,190,895 | 4.2%         | \$22.77     | 5.9%              | (154,863)            | 2,514         | 1,072,149             |

| Annual Trends        | 12 Month | Historical<br>Average | Forecast<br>Average | Peak      | When    | Trough    | When    |
|----------------------|----------|-----------------------|---------------------|-----------|---------|-----------|---------|
| Vacancy Change (YOY) | 0.1%     | 5.8%                  | 4.7%                | 8.4%      | 2010 Q4 | 3.7%      | 2022 Q3 |
| Net Absorption SF    | 561K     | 1,150,293             | 739,672             | 3,875,106 | 2007 Q1 | (496,383) | 2009 Q3 |
| Deliveries SF        | 1M       | 1,267,278             | 1,106,610           | 3,868,548 | 2006 Q4 | 327,718   | 2011 Q4 |
| Rent Growth          | 11.2%    | 2.1%                  | 3.5%                | 11.1%     | 2022 Q4 | -6.4%     | 2010 Q1 |
| Sales Volume         | \$828M   | \$459.9M              | N/A                 | \$1B      | 2022 Q3 | \$131.1M  | 2009 Q3 |



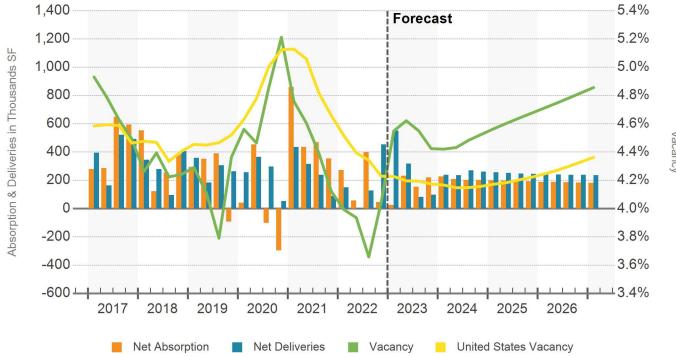
Jacksonville's economic recovery has generally outperformed the nation over the last three years. In that time, the region has seen among the highest population and income growth rates in the nation, ultimately lifting consumer spending and driving retail demand. The retail sector is performing well compared the National Index. and retail demand continues to outpace new supply.

Absorption declined in 2022 following a year when a record level of absorption was achieved. The rate of demand was still strong enough to remain ahead of new supply additions, and so therefore supply and demand

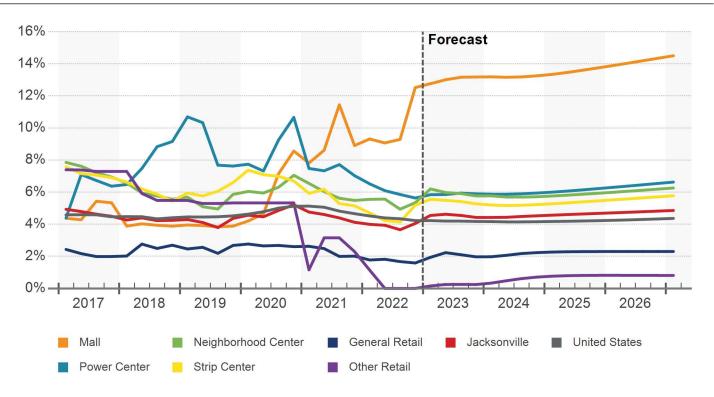
remained in balance at the close of 2022. Vacancy was relatively flat over the previous year but remains below the national average, and is expected to perform similarly during 2023.

Retail demand grew to record levels in 2021, driven largely by an uptick in deals with grocers and fitness concepts. That trend did not change much in 2022 as those tenants accounted for nearly half of all deals over 20,000 SF. CoStar's near-term outlook has vacancy holding steady around 4% as retail demand is expected to remain strong.

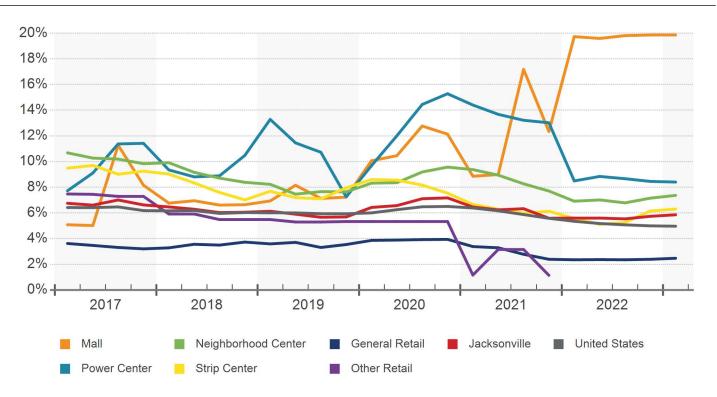
#### **NET ABSORPTION, NET DELIVERIES & VACANCY**



#### **VACANCY RATE**



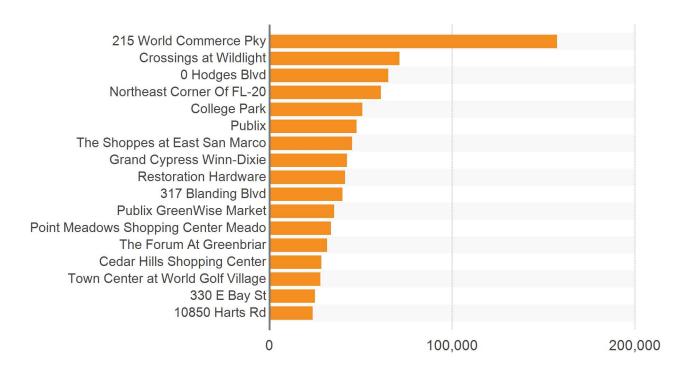
#### **AVAILABILITY RATE**







#### 12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



| Duilding News /Address              | Cook on a related         | DI-1 0F    | V 0F      |           | I       | Net Absorption | on SF   |           |
|-------------------------------------|---------------------------|------------|-----------|-----------|---------|----------------|---------|-----------|
| Building Name/Address               | Submarket                 | Bldg SF    | Vacant SF | 1st Qtr   | 2nd Qtr | 3rd Qtr        | 4th Qtr | 12 Month  |
| 215 World Commerce Pky              | St Johns County           | 157,350    | 0         | 0         | 0       | 0              | 0       | 157,350   |
| Crossings at Wildlight              | Nassau County             | 77,187     | 6,000     | 0         | 0       | 0              | 0       | 71,187    |
| 0 Hodges Blvd                       | Southside                 | 65,000     | 0         | 0         | 0       | 0              | 0       | 65,000    |
| Northeast Corner Of FL-20           | St Johns County           | 65,187     | 4,200     | 0         | 0       | 0              | 0       | 60,987    |
| College Park                        | Arlington                 | 203,658    | 57,487    | 2,603     | 0       | 0              | 0       | 50,846    |
| Publix                              | St Johns County           | 65,965     | 0         | 0         | 0       | 0              | 0       | 47,641    |
| The Shoppes at East San Marco       | Downtown Southbank        | 58,946     | 13,651    | 0         | 0       | 0              | 0       | 45,295    |
| Grand Cypress Winn-Dixie            | St Johns County           | 42,454     | 0         | 0         | 0       | 0              | 0       | 42,454    |
| Restoration Hardware                | Southside                 | 57,229     | 0         | 0         | 0       | 0              | 0       | 41,332    |
| 317 Blanding Blvd                   | Orange Park/Clay C        | 39,919     | 0         | 0         | 0       | 0              | 0       | 39,919    |
| Publix GreenWise Market             | St Johns County           | 35,413     | 0         | 0         | 0       | 0              | 0       | 35,413    |
| Point Meadows Shopping Cente        | Butler/Baymeadows         | 102,602    | 0         | 1,700     | 0       | 0              | 0       | 33,700    |
| The Forum At Greenbriar             | St Johns County           | 56,000     | 13,339    | 0         | 0       | 0              | 0       | 31,681    |
| Cedar Hills Shopping Center         | Riverside                 | 216,438    | 0         | 15,000    | 0       | 0              | 0       | 28,384    |
| Town Center at World Golf Village   | St Johns County           | 27,887     | 0         | 0         | 0       | 0              | 0       | 27,887    |
| 330 E Bay St                        | Downtown Northbank        | 25,000     | 0         | 0         | 0       | 0              | 0       | 25,000    |
| 10850 Harts Rd                      | Northeast Jacksonville    | 23,788     | 0         | 0         | 0       | 0              | 0       | 23,788    |
| <b>Subtotal Primary Competitors</b> |                           | 1,320,023  | 94,677    | 19,303    | 0       | 0              | 0       | 827,864   |
| Remaining Jacksonville Market       |                           | 98,995,948 | 4,126,385 | (174,166) | 0       | 0              | 0       | (265,919) |
| Total Jacksonville Market           | Total Jacksonville Market |            |           | (154,863) | 0       | 0              | 0       | 561,945   |







#### **TOP RETAIL LEASES PAST 12 MONTHS**

| Building Name/Address               | Submarket               | Leased SF | Qtr   | Tenant Name               | Tenant Rep Company    | Leasing Rep Company    |
|-------------------------------------|-------------------------|-----------|-------|---------------------------|-----------------------|------------------------|
| Oakleaf Town Center                 | Riverside               | 53,830    | Q2 22 | Hobby Lobby               | Katz & Associates     | The Sembler Company    |
| College Park                        | Arlington               | 48,243    | Q1 22 | Winn Dixie                | -                     | Colliers               |
| Grand Cypress                       | St Johns County         | 43,000    | Q1 22 | -                         | -                     | Cantrell & Morgan      |
| Main Street Station                 | Downtown Northbank      | 39,686    | Q3 22 | Family Dollar             | Franklin Street       | Johnson Enterprises    |
| River City Marketplace              | Northeast Jacksonville  | 38,000    | Q1 22 | Sportsman's Warehouse     | -                     | Franklin Street        |
| Riverplace Shopping Center          | Mandarin                | 36,000    | Q3 22 | HomeSense                 | -                     | Franklin Street;Kimco  |
| Dennis + Ives 5.75 AC - Mixed Use D | Northwest Jacksonville  | 35,860    | Q1 23 | -                         | -                     | Colliers               |
| San Marco East Plaza *              | San Marco               | 27,049    | Q4 22 | Excel Church              | -                     | NAI Hallmark           |
| 11153-11173 Beach Blvd              | Southside               | 25,000    | Q2 22 | RC Uniforms               | -                     | Platinum Realty Group. |
| Cove Plaza                          | Orange Park/Clay County | 23,794    | Q1 23 | D Bats                    | -                     | Bruce Strumpf, Inc.    |
| 8210 Cypress Plaza Dr               | Butler/Baymeadows       | 19,294    | Q3 22 | Pickup-USA Fitness        | -                     | Property Theater       |
| South Blanding Village              | Orange Park/Clay County | 16,700    | Q3 22 | Planet Fitness            | -                     | Colliers               |
| Walgreens                           | Orange Park/Clay County | 14,771    | Q1 22 | Walgreens                 | -                     | -                      |
| Walgreens                           | Riverside               | 14,330    | Q1 22 | Walgreens                 | -                     | -                      |
| Norwood Plaza                       | Downtown Northbank      | 13,818    | Q3 22 | -                         | -                     | RTF LLC                |
| Edgewood Avenue Shopping Center     | Northwest Jacksonville  | 13,190    | Q1 22 | -                         | -                     | Colliers               |
| Beauclerc Village                   | Mandarin                | 13,110    | Q1 22 | Saint Vincents De Paul Th | Addison Commercial    | Saglo Development Co   |
| Grand Cypress                       | St Johns County         | 12,000    | Q1 22 | -                         | -                     | Cantrell & Morgan      |
| 10290 Philips Hwy                   | Butler/Baymeadows       | 11,315    | Q2 22 | -                         | -                     | Platinum Realty Group  |
| Gateway Town Center                 | Downtown Northbank      | 10,244    | Q1 22 | -                         | -                     | Gator Investments      |
| Pablo Station                       | Southside               | 10,200    | Q1 22 | -                         | -                     | HHH Management, Inc    |
| Edgewood Square                     | Northwest Jacksonville  | 8,450     | Q1 23 | -                         | -                     | Johnson Enterprises    |
| Normandy Blvd                       | Riverside               | 8,400     | Q4 22 | -                         | -                     | Franklin Street        |
| Pablo Station                       | Southside               | 8,020     | Q2 22 | -                         | -                     | HHH Management, Inc    |
| Regency Court                       | Southside               | 8,000     | Q1 22 | The Grand Rose Ballroom   | -                     | Forness Properties     |
| Orange Park Mall                    | Orange Park/Clay County | 7,916     | Q2 22 | -                         | -                     | Washington Prime Gro   |
| 1033 Edgewood Ave S                 | Riverside               | 7,815     | Q3 22 | Timed Exercise            | -                     | NAI Hallmark           |
| 10290 Philips Hwy                   | Butler/Baymeadows       | 7,600     | Q4 22 | -                         | -                     | Hakimian Holdings      |
| Town Shoppes of Fleming Island      | Orange Park/Clay County | 7,210     | Q4 22 | -                         | -                     | Ash Properties         |
| The Pavilion at Durbin Park         | St Johns County         | 7,000     | Q1 22 | -                         | -                     | The Shopping Center    |
| Town Center Village                 | Southside               | 6,970     | Q3 22 | -                         | -                     | Sleiman Enterprises    |
| Grand Cypress                       | St Johns County         | 6,946     | Q3 22 | Zaxby's                   | -                     | Cantrell & Morgan      |
| The Pavilion at Durbin Park         | St Johns County         | 6,820     | Q1 22 | -                         | -                     | The Shopping Center    |
| The Pavilion at Durbin Park         | St Johns County         | 6,506     | Q4 22 | WeGotSoccer               | NAI Hallmark          | The Shopping Center    |
| Shops Of Sherwood                   | Northwest Jacksonville  | 6,500     | Q3 22 | -                         | -                     | Pantheon Realty Group  |
| Shops Of Sherwood                   | Northwest Jacksonville  | 6,500     | Q1 22 |                           | -                     | Pantheon Realty Group  |
| Claire Lane Center                  | Mandarin                | 6,452     |       | Mandola's Italian Kitchen | Meridian Retail Group | Sleiman Enterprises    |
| West Point Meadows Shopping Center  | Butler/Baymeadows       | 6,400     |       | Montessori Kids Universe  | -                     | Sleiman Enterprises    |
| The Markets at Town Center          | Southside               | 6,400     |       | Cigar International       | CBRE                  | Colliers               |
| Kernan Village                      | Southside               | 6,314     |       | Twin Peaks                |                       | Sleiman Enterprises    |

<sup>\*</sup>Renewal





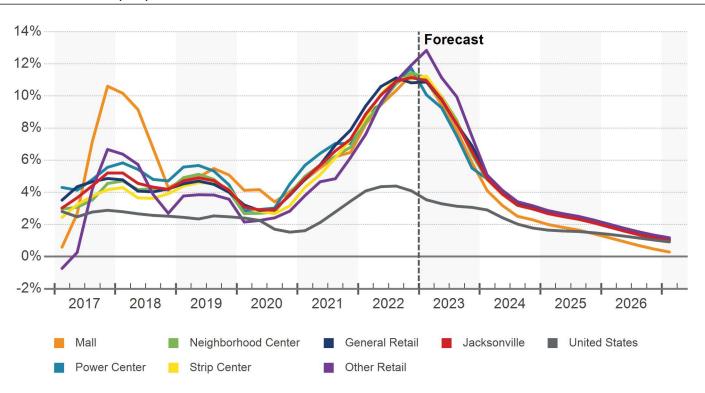
Robust demand for retail space Jacksonville due to strong population growth has led to a significant acceleration in rent growth. Asking rents are up 11.2% over the last year, more than double the national average of 3.8%, and are expected to track ahead of the U.S. rate of rent growth through the end of 2023.

Landlords struggled to push rents in the initial months of the pandemic with growth rates falling two full percentage points from 19Q4 to 20Q3. However, Jacksonville's strong economic recovery and a steady uptick in population growth due to both an increase in office-using job growth and in-migration have fueled record levels of retail occupier demand. Steadily tightening vacancies have enabled landlords to push rents, erasing all negative pandemic impacts on rent

growth. While the pace of rent growth looking ahead into the near-term is expected to begin to moderate to a rate more in line with the national average, it will be several more quarters before that happens.

Across the metro, every submarket is significantly outperforming the National Index. The strongest growth is occurring in key residential nodes including Northeast Jacksonville, Nassau County, Mandarin, and Butler/Baymeadows, although retail stalwarts including Southside and Arlington are also experiencing annual growth rates around 11%. Even the Downtown Northbank and Downtown Southbank submarkets, which depend heavily upon daytime traffic, are reporting annual rent growth of over 10% in the last year.

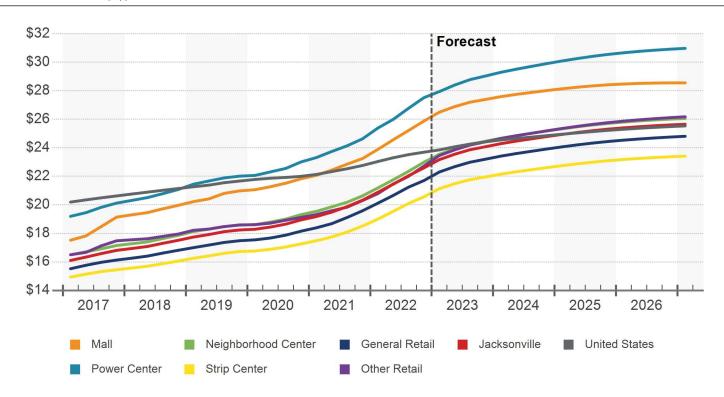
#### **MARKET RENT GROWTH (YOY)**







#### MARKET RENT PER SQUARE FEET







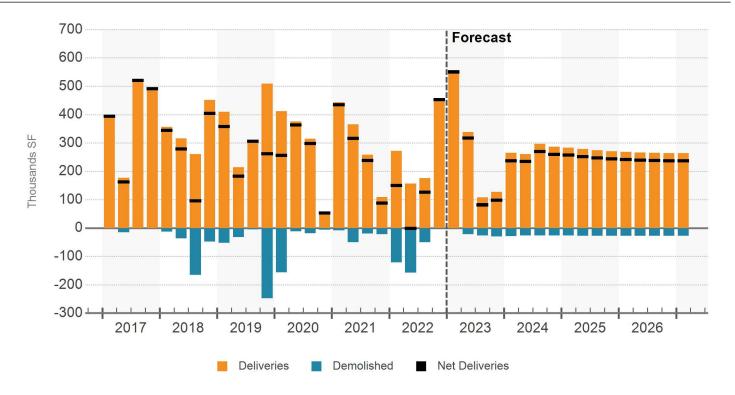
Jacksonville has enjoyed a moderate supply wave over the past five years and has been among the national leaders for new retail supply. The market was ranked 13 th in the nation for the 12-month period ending with 22Q3 for total retail space under construction, behind Miami (#3) and Orlando (#7), and there is another 1.1 million SF currently underway. The new space coming online will expand the market's total inventory by a mere 1.1% and is not expected to weaken fundamentals consider the vacancy rate is currently hovering around 4%.

The bulk of the new retail construction is concentrated in the Butler/Baymeadows, Southside, and St. Johns County submarkets. This region includes some of the fastest-growing communities in the nation, including the Nocatee planned community which was recently ranked by Newsweek magazine as the best place to live in the state of Florida. With that said, the largest retail project underway at present is Dunn's Creek Crossing in Northeast Jacksonville. The 134,800-SF neighborhood shopping center is scheduled to be completed in January 2023 after more than a year and a half of construction.

Grocery-anchored projects continue to account for much of the market's recent development activity, with several new projects planned or underway. Fuqua Development recently announced the addition of Whole Foods to the One Riverside development in the Brooklyn area at the former site of the Florida-Times building. The project is notable given it will serve the urban core, providing fresh competition for the nearby Publix under construction in San Marco and The Fresh Market. Permits have also been issued for a new retail development in the eTown development of Jacksonville close to St. Johns Town Center that will bring a new \$6 million, 48,848-SF Publix to the growing development.

Publix is also the anchor of other key projects in the construction pipeline, including the Crossings at Wildlight, a 77,187-SF neighborhood shopping center developed by Sleiman Enterprises in the Yulee area of Nassau County that delivered in June 2022, and the 70,000-SF Treaty Oaks Marketplace in St Augustine that is on schedule to deliver in 23Q1.

#### **DELIVERIES & DEMOLITIONS**







#### SUBMARKET CONSTRUCTION

|     |                         |       | U        | nder Construction Inve | entory       |      | Aver         | age Building Size |      |
|-----|-------------------------|-------|----------|------------------------|--------------|------|--------------|-------------------|------|
| No. | Submarket               | Bldgs | SF (000) | Pre-Leased SF (000)    | Pre-Leased % | Rank | All Existing | Under Constr      | Rank |
| 1   | St Johns County         | 33    | 470      | 292                    | 62.1%        | 8    | 10,604       | 14,245            | 4    |
| 2   | Northeast Jacksonville  | 5     | 167      | 8                      | 4.8%         | 10   | 12,524       | 33,360            | 1    |
| 3   | Beaches                 | 5     | 136      | 136                    | 100%         | 1    | 9,675        | 27,124            | 2    |
| 4   | Southside               | 4     | 93       | 21                     | 22.0%        | 9    | 14,780       | 23,343            | 3    |
| 5   | Arlington               | 4     | 45       | 45                     | 100%         | 1    | 17,163       | 11,350            | 6    |
| 6   | Nassau County           | 3     | 30       | 27                     | 90.6%        | 6    | 9,110        | 9,901             | 8    |
| 7   | Orange Park/Clay County | 3     | 20       | 16                     | 77.8%        | 7    | 12,999       | 6,742             | 9    |
| 8   | Downtown Southbank      | 1     | 12       | 12                     | 100%         | 1    | 5,848        | 12,280            | 5    |
| 9   | Butler/Baymeadows       | 3     | 12       | 12                     | 100%         | 1    | 25,671       | 4,067             | 10   |
| 10  | Downtown Northbank      | 1     | 11       | 11                     | 100%         | 1    | 7,953        | 10,566            | 7    |
|     | All Other               | 3     | 15       | 15                     | 100%         |      | 9,989        | 4,833             |      |
|     | Totals                  | 65    | 1,011    | 594                    | 58.7%        |      | 11,492       | 15,550            |      |





## **Under Construction Properties**

Jacksonville Retail

**Properties** 

**Square Feet** 

**Percent of Inventory** 

**Preleased** 

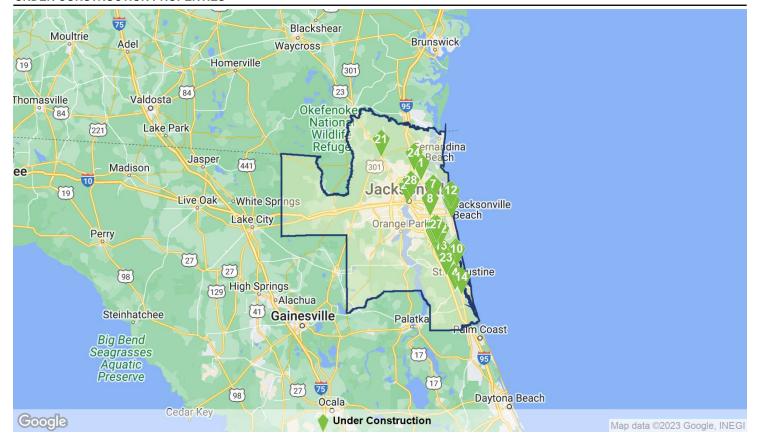
66

1,087,649

1.1%

54.7%

#### **UNDER CONSTRUCTION PROPERTIES**



#### **UNDER CONSTRUCTION**

| Pro | pperty Name/Address                          | Rating | Bldg SF | Stories | Start    | Complete | Developer/Owner                      |
|-----|--|--------|---------|---------|----------|----------|--------------------------------------|
| 1   | <b>Dunns Creek Crossing</b><br>11257 Alta Dr | ****   | 134,800 | 1       | Mar 2021 | Feb 2023 | -<br>Ash Properties                  |
| 2   | Shoppes of Valley Ridge-5<br>US-1 & CR 210   | ****   | 75,400  | 1       | Jan 2022 | Feb 2023 | -                                    |
| 3   | 330 N A1A Hwy                                | ****   | 75,000  | 1       | Jun 2022 | Mar 2023 | -<br>American Equity Investment Life |
| 4   | Treaty Oaks Marketplace<br>250 Plaza Blvd St | ****   | 70,000  | 1       | Nov 2021 | Feb 2023 | The Sembler Company Katz Georgia     |
| 5   | Building II Gate Pky & Burnt Mill Rd         | ****   | 52,386  | 2       | Mar 2022 | Dec 2023 | -<br>Ash Properties                  |
| 6   | 6256 Race Track Rd                           | ****   | 43,000  | 1       | May 2021 | Jul 2023 | -                                    |
| 7   | Tesla<br>11650 Abess Blvd                    | ****   | 35,200  | 1       | Jan 2022 | May 2023 | -                                    |



#### **UNDER CONSTRUCTION**

| Pro | perty Name/Address                            | Rating | Bldg SF | Stories | Start    | Complete | Developer/Owner                  |
|-----|---|--------|---------|---------|----------|----------|----------------------------------|
| 8   | Building I<br>Gate Pky & Burnt Mill Rd        | ****   | 33,360  | 2       | Mar 2022 | May 2023 | -<br>Ash Properties              |
| 9   | 35-45 Summerlin Ln                            | ****   | 29,600  | 1       | Jul 2022 | Apr 2023 | -                                |
| 10  | 5600 US 1                                     | ****   | 27,920  | 1       | Aug 2022 | May 2023 | -                                |
| 11  | New Beach Bowl<br>818 Beach Blvd              | ****   | 25,877  | 2       | Sep 2021 | Jun 2023 | -<br>Ash Properties              |
| 12  | 131 N 1st Ave                                 | ****   | 23,242  | 2       | Aug 2021 | Feb 2023 | -                                |
| 13  | Parkway Village<br>International Golf Pkwy    | ****   | 22,000  | 1       | Apr 2022 | Feb 2023 | -<br>Gateway Capital Development |
| 14  | Genung St                                     | ****   | 21,395  | 1       | Jul 2021 | Apr 2023 | -                                |
| 15  | 1622 CR 210 W                                 | ****   | 20,000  | 1       | Mar 2022 | Feb 2023 | -<br>Urban Partners Construction |
| 16  | Q<br>CR 210 Beachwalk                         | ****   | 19,600  | 1       | Feb 2021 | Feb 2023 | -                                |
| 17  | Shoppes of Valley Ridge<br>US-1 & CR 210      | ****   | 16,450  | 1       | Jan 2022 | Feb 2023 | -                                |
| 18  | Building B<br>125 Rainier Ln                  | ****   | 15,997  | 1       | Apr 2022 | Feb 2023 | -                                |
| 19  | The Markets at Twin Cre<br>105 Badger Park Dr | ****   | 15,900  | 1       | Aug 2022 | Mar 2023 | -                                |
| 20  | Building A<br>175 Rainier Ln                  | ****   | 15,603  | 1       | Apr 2022 | Feb 2023 | - International Management Comp  |
| 21  | State Road 200                                | ****   | 15,500  | 1       | Mar 2022 | Feb 2023 | -<br>BBG Contracting Group, Inc. |
| 22  | 10587 US 1                                    | ****   | 15,000  | 1       | Jan 2022 | Mar 2023 | -<br>Ash Properties              |
| 23  | Elevation Pointe<br>SR 16 and CR 208          | ****   | 15,000  | 1       | Aug 2022 | Jul 2024 | -                                |
| 24  | Main St                                       | ****   | 14,000  | 1       | Aug 2022 | Sep 2023 | -<br>Cross Regions Real Estate   |
| 25  | 841 Prudential Dr                             | ****   | 12,280  | 1       | Jan 2021 | Feb 2023 | -                                |
| 26  | Grand Cypress<br>6256 Race Track Rd           | ****   | 12,000  | 2       | Dec 2021 | Feb 2023 | -<br>Bestbet Orange Park         |
| 27  | 6256 Race Track Rd                            | ****   | 10,800  | 1       | Dec 2022 | Aug 2023 | -                                |
| 28  | 1050 8th                                      | ****   | 10,566  | 1       | Sep 2022 | Feb 2023 | -                                |



Retail investment activity since the onset of the pandemic has been strong and resulted in the second highest total sales volume on record in 2021, just barely behind the all-time high set in 2019. Annual volume over the trailing 12-month period totals \$817 million, significantly higher than the market's 10-year average, and cap rates are largely in line with the national average. Top buyers over the last year include CORE Investment Management, Publix Super Markets, The Richardson Group, and Stockbridge Capital Group. Additionally, four of the top 10 largest properties sold was located in fast-growing St Johns County.

Single-tenant net leased assets by strong credit-worthy tenants including Walgreens and CVS also continue to attract investor interest, with several trading over the last year.

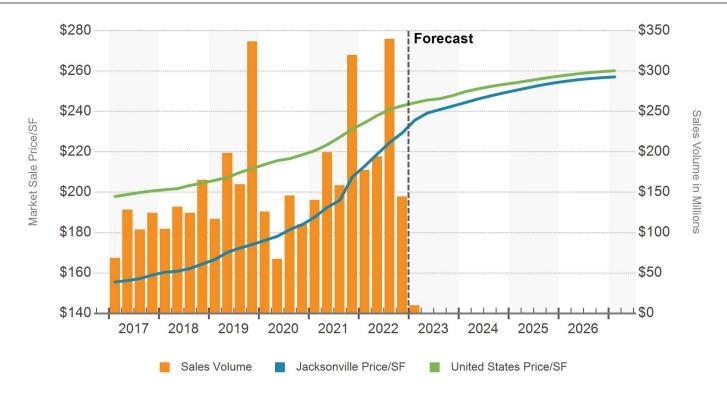
Florida-based grocer Publix Supermarkets continues to figure prominently in several of Jacksonville's most significant recent investment sales. Publix acquired the Shoppes at Beachwalk in February 2022 from PEBB

Enterprises for \$19.2 million. The retail center, delivered in 2021, is anchored by the grocer and several service-based small bay tenants. Finally, the grocer acquired Bartram Market, a shopping center it occupied on Race Track Rd in December 2021. Publix paid Eastland Development Partners, Inc. \$27.1 million (\$343/SF) for the fully occupied neighborhood center situated on the border of St Johns and Duval counties.

The most significant trade in the last year occurred in February 2022 when Publix Super Markets acquired the Beachwalk shopping center on County Road 210 for \$19.2 million (\$323/SF). The 59,300-SF center was fully leased at the time of the sale and was already anchored by Publix.

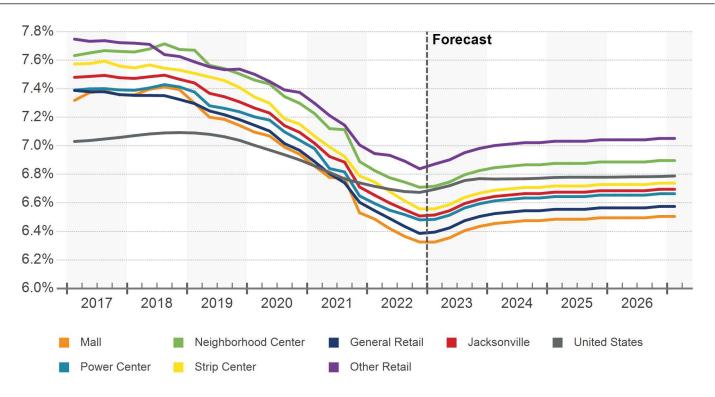
Market cap rates have recently shown signs of flattening but have generally been compressing at a steeper rate than the National Index in recent years. Cap rates in Jacksonville are now slightly lower than the National Index rate.

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





#### **MARKET CAP RATE**







Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

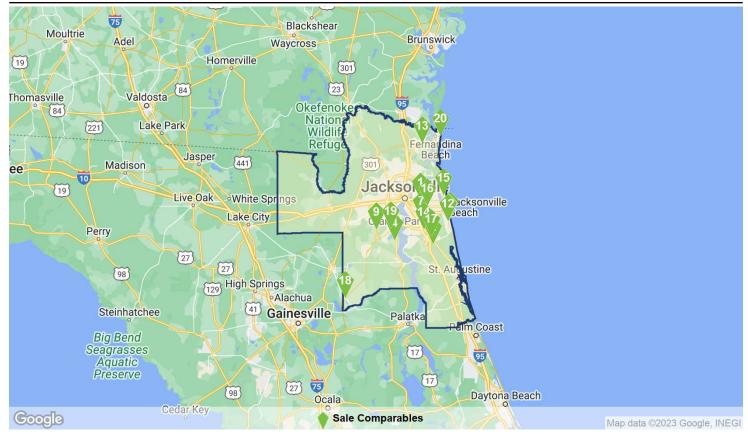
475

6.1%

\$280

6.5%

#### SALE COMPARABLE LOCATIONS



#### SALE COMPARABLES SUMMARY STATISTICS

| Sales Attributes          | Low    | Average     | Median      | High         |
|---------------------------|--------|-------------|-------------|--------------|
| Sale Price                | \$100  | \$2,112,952 | \$1,395,000 | \$19,619,795 |
| Price/SF                  | \$0.01 | \$280       | \$272       | \$4,653      |
| Cap Rate                  | 3.2%   | 6.1%        | 6.0%        | 12.4%        |
| Time Since Sale in Months | 0.3    | 6.3         | 6.1         | 12.0         |
| Property Attributes       | Low    | Average     | Median      | High         |
| Building SF               | 246    | 7,718       | 4,016       | 204,177      |
| Stories                   | 1      | 1           | 1           | 7            |
| Typical Floor SF          | 1      | 7,336       | 3,744       | 204,177      |
| Vacancy Rate At Sale      | 0%     | 6.5%        | 0%          | 100%         |
| Year Built                | 1860   | 1979        | 1984        | 2024         |
| Star Rating               | ****   | ★ ★ ★ ★ 2.5 | ****        | ****         |





#### **RECENT SIGNIFICANT SALES**

|          |   |        | Proper   | ty      |         |            | Sale         |          |          |
|----------|---|--------|----------|---------|---------|------------|--------------|----------|----------|
| Pro      | pperty Name - Address                             | Rating | Yr Built | Bldg SF | Vacancy | Sale Date  | Price        | Price/SF | Cap Rate |
| •        | Regency Court-Bldg 1<br>9218-9398 Arlington Expy  | ****   | 1973     | 204,177 | 0%      | 7/28/2022  | \$19,619,795 | \$96     | -        |
| 2        | <b>Beachwalk - Publix</b><br>855 County Road 210  | ****   | 2021     | 59,338  | 0%      | 2/22/2022  | \$19,200,000 | \$324    | -        |
| 3        | Publix<br>700 Sawgrass Village Dr                 | ****   | 1985     | 56,208  | 0%      | 9/15/2022  | \$18,469,255 | \$329    | -        |
| 4        | Starbucks<br>2000 East West Pky                   | ****   | 2020     | 5,900   | 61.0%   | 3/22/2022  | \$14,500,000 | \$2,458  | -        |
| 5        | 340 Front St                                      | ****   | 2016     | 11,614  | 0%      | 9/15/2022  | \$12,129,567 | \$1,044  | -        |
| 6        | <b>619 Ocean View/Sawgra</b> 619 Ponte Vedra Blvd | ****   | 1985     | 10,090  | 0%      | 10/21/2022 | \$10,192,752 | \$1,010  | -        |
| •        | Walgreens<br>8309 Southside Blvd                  | ****   | 2009     | 14,820  | 0%      | 6/30/2022  | \$10,100,000 | \$682    | 4.4%     |
| 8        | Sawgrass Village<br>333 Village Main St           | ****   | 2015     | 16,268  | 0%      | 9/15/2022  | \$9,817,222  | \$603    | -        |
| 9        | 820 Canaveral Trace                               | ****   | 2022     | 4,800   | 0%      | 4/29/2022  | \$9,743,902  | \$2,030  | 6.0%     |
| 10       | 310 Front St                                      | ****   | 2016     | 9,077   | 0%      | 9/15/2022  | \$9,696,426  | \$1,068  | -        |
| 1        | 280 Village Main St                               | ****   | 2015     | 12,797  | 0%      | 9/15/2022  | \$9,537,386  | \$745    | -        |
| 12       | 155 Tourside Dr                                   | ****   | 1984     | 11,736  | 0%      | 9/15/2022  | \$9,143,192  | \$779    | -        |
| 13       | <b>7 Eleven</b><br>96001 Lofton Square Ct         | ****   | 2022     | 3,000   | 0%      | 4/21/2022  | \$7,822,600  | \$2,608  | -        |
| 14       | 11556 Philips Hwy                                 | ****   | 2020     | 18,635  | 0%      | 6/3/2022   | \$7,793,431  | \$418    | -        |
| 15       | Caliber Collision<br>2079 Mayport Rd              | ****   | 2017     | 16,900  | 0%      | 5/10/2022  | \$7,511,000  | \$444    | 5.4%     |
| 16       | Millennium Center Retail<br>11744 Beach Blvd      | ****   | 2000     | 35,200  | 0%      | 7/22/2022  | \$7,150,000  | \$203    | 6.2%     |
| <b>*</b> | 14557 Philips Hwy                                 | ****   | 1945     | 1,440   | 0%      | 6/21/2022  | \$6,700,000  | \$4,653  | -        |
| 18       | Walgreens 115 N Lawrence Blvd                     | ****   | 2005     | 14,771  | 0%      | 2/8/2022   | \$6,333,300  | \$429    | -        |
| 19       | Morgan Shopping Center<br>2177 Kingsley Ave       | ****   | 1979     | 18,031  | 0%      | 3/31/2022  | \$6,100,000  | \$338    | -        |
| 20       | Sandy Bottoms<br>2910 Atlantic Ave                | ****   | 1962     | 7,790   | 0%      | 3/9/2022   | \$6,100,000  | \$783    | -        |



Jacksonville's economy has proven resilient over the past two years. By the close of 2021, the unemployment rate was 70 basis points below the national rate and represented a significant 830-basis-point drop from its historic high at the beginning of the pandemic. Among Florida's six largest markets, Jacksonville suffered the least severe job losses and has experienced the fastest recovery. By the end of 21Q4, Jacksonville's workforce had recovered to its pre-pandemic peak employment level and, in fact, had added nearly 36,000 jobs. The region's lessened concentration of retail trade and leisure and hospitality workers compared to its regional counterparts left it among the least exposed markets in Florida.

The great migration is underway, with a steadily increasing number of people relocating from the Northeast and California to Florida's key metros. Northeast Florida is capturing its fair share of this growth, and the metro area has received numerous recent accolades for its strong economy, rate of recovery, and resilient real estate sector. The Jacksonville area was ranked second in the nation by LinkedIn in December 2021 for population growth through net migration, and ULI has ranked it as one of five "Supernova" cities. The designation refers to a city experiencing an explosion in lifestyle, employment, and tech-sector growth. Additionally, MoneyGeek recently rated Jacksonville as the third Best City for Job Seekers, just ahead of sixthranked Tampa, and The Business Journals ranked Jacksonville in the nation's Top 20 MSAs with the Strongest Job Recovery.

Relocating and expanding companies continue to be drawn to Jacksonville's low cost of doing business and overall quality of life. The housing market is developing at a brisk pace, and explosive growth in the multifamily and industrial sectors is due in large part to a surge in population over the past several years. The metro's diverse employment base is heavily represented by companies in the health and biomedical, financial services, and transportation and logistics sectors. In fact, one in every six jobs in Northeast Florida is in the health and life sciences sector, and the region's economic development efforts moving forward will be largely focused on growing its biomedical and life sciences industries.

The tech sector has been committing to Jacksonville, recently evidenced by the headquarters relocation of Dun & Bradstreet from New Jersey in the fall of 2021. The company acquired the recently built Town Center II

building at 5335 Gate Pkwy. for \$76.5 million (\$350/SF) in July 2021. FIS has also been working to complete its new headquarters in downtown Jacksonville, which will add 500 new positions. Finally, fintech firm Nymbus has announced it will relocate its headquarters to Downtown Jacksonville from South Florida with plans for nearly 700 new jobs.

Jacksonville's largest employer is the U.S. Navy, with Naval Air Station Jacksonville employing more than 50,000 civilian employees, contractors, and active-duty personnel. The area's largest private employers include Baptist Health, Bank of America, Mayo Clinic, Southeastern Grocers, Florida Blue, Amazon, UF Health, Citi, JP Morgan Chase, all of whom employ more than 3,000 workers. There are 20 major banking, insurance, and investment services firms in Jacksonville that are on the Fortune Global 500 List, and CSX, Fidelity Information Services (FIS), FNF, and Landstar are also notably on the list of Fortune 1000 Companies. All in all, there are nearly 100 industry headquarters clustered in the Jacksonville region. The aerospace, aviation, and defense sectors are also well represented here, with over 100 skilled defense contractors affiliated with the aviation industry in Northeast Florida.

Four separate logistics sectors intersect in Jacksonville. The region's two deep-water ports, three major interstates, major railways, and an international airport system help Jacksonville rank as one of the best cities for logistics infrastructure according to Global Trade Magazine. Nearly 100 million consumers live within one day's drive of the metro, providing the captive population necessary to attract distribution companies and freight forwarders. There are over 100 trucking firms located in Jacksonville. With three marine terminals, the Port of Jacksonville ("JAXPORT") is Florida's largest container port by volume and is preparing to complete its harbor deepening project several years ahead of its original schedule. The project was necessary to meet the needs of larger cargo ships transiting from the Suez and Panama canals, and the new 47-foot depth for the channel will position JAXPORT as the first U.S. East Coast port of call for fully loaded new Panamax class vessels.

The industrial sector in Jacksonville is experiencing rapid growth, and there were several key deals over the past year that reinforced how robust the market truly is. Seattle-based Boeing has announced a planned \$160 million facility at Cecil Airport that will include a 270,000-SF hangar and more than 100,000 SF of office space.





The facility is also expected to add 400 new jobs. E-commerce giant Amazon has also committed to Jacksonville in a big way, with two new projects announced in recent months. The company will be constructing a new delivery center on Busch Drive in Northeast Jacksonville and a middle-mile sort center at Cecil Commerce Center.

Perhaps one of Jacksonville's greatest strengths is its entrenched healthcare industry, which boasts some of the biggest names in medicine. Jacksonville's Mayo Clinic, one of three such destination medical centers in the U.S., has been expanding rapidly. The clinic has the largest transplant program in the U.S. and has invested roughly \$500 million into its campus over the past several years, adding hundreds of jobs.

#### JACKSONVILLE EMPLOYMENT BY INDUSTRY IN THOUSANDS

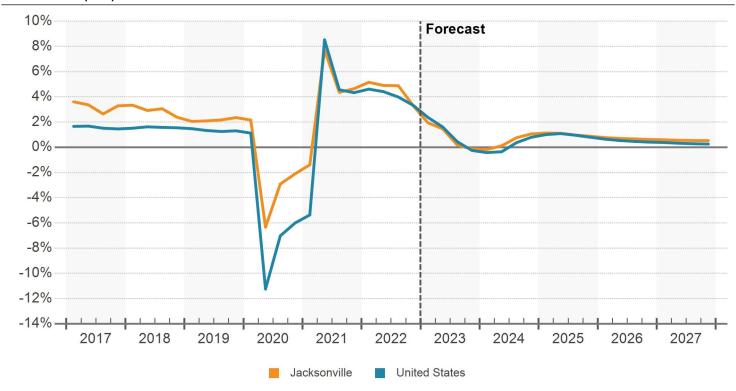
|  | CURRENT JOBS |     | CURRENT | GROWTH | 10 YR HISTORICAL |       | 5 YR FORECAST |        |
|--|--------------|-----|---------|--------|------------------|-------|---------------|--------|
| Industry                                   | Jobs         | LQ  | Market  | US     | Market           | US    | Market        | US     |
| Manufacturing                              | 33           | 0.5 | 1.32%   | 3.19%  | 1.86%            | 0.79% | -0.15%        | -0.02% |
| Trade, Transportation and Utilities        | 164          | 1.1 | 0.74%   | 1.91%  | 2.72%            | 1.18% | 0.26%         | 0.08%  |
| Retail Trade                               | 85           | 1.1 | 1.65%   | 0.99%  | 2.00%            | 0.56% | 0.43%         | 0.08%  |
| Financial Activities                       | 75           | 1.7 | 2.29%   | 1.64%  | 2.08%            | 1.41% | 0.22%         | 0.10%  |
| Government                                 | 76           | 0.7 | -0.90%  | 1.28%  | 0.39%            | 0.24% | 0.81%         | 0.54%  |
| Natural Resources, Mining and Construction | 50           | 1.2 | -1.48%  | 3.47%  | 5.63%            | 2.49% | 0.71%         | 0.25%  |
| Education and Health Services              | 118          | 0.9 | 2.53%   | 3.77%  | 2.72%            | 1.73% | 0.82%         | 0.56%  |
| Professional and Business Services         | 133          | 1.2 | 9.36%   | 3.17%  | 3.88%            | 2.12% | 0.63%         | 0.36%  |
| Information                                | 9            | 0.6 | 0.99%   | 5.37%  | 0.09%            | 1.36% | -0.16%        | 0.20%  |
| Leisure and Hospitality                    | 88           | 1.1 | 7.27%   | 6.57%  | 2.33%            | 1.39% | 1.28%         | 1.10%  |
| Other Services                             | 28           | 1.0 | -0.81%  | 3.15%  | 3.04%            | 0.57% | 0.17%         | 0.36%  |
| Total Employment                           | 774          | 1.0 | 2.92%   | 3.06%  | 2.64%            | 1.30% | 0.58%         | 0.39%  |

Source: Oxford Economics LQ = Location Quotient



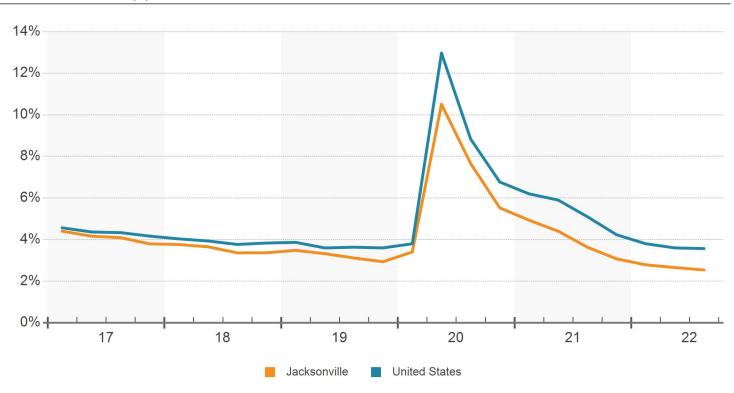


#### JOB GROWTH (YOY)



Source: Oxford Economics

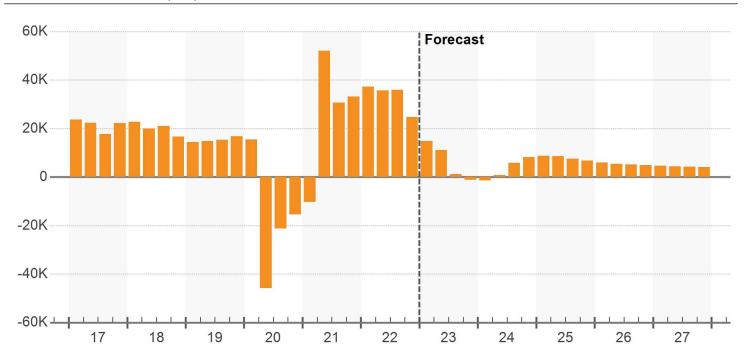
#### **UNEMPLOYMENT RATE (%)**



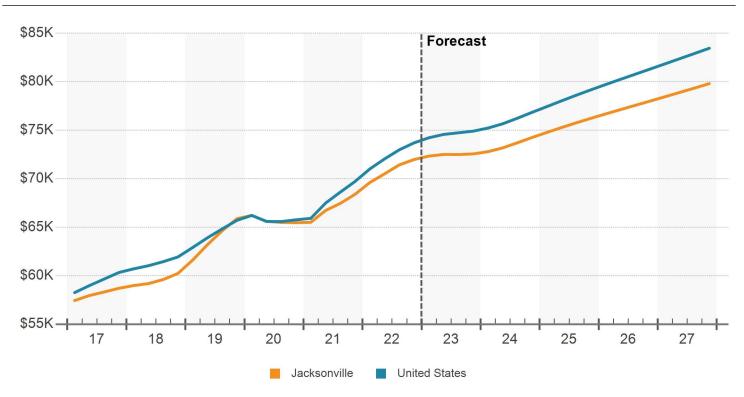




#### **NET EMPLOYMENT CHANGE (YOY)**



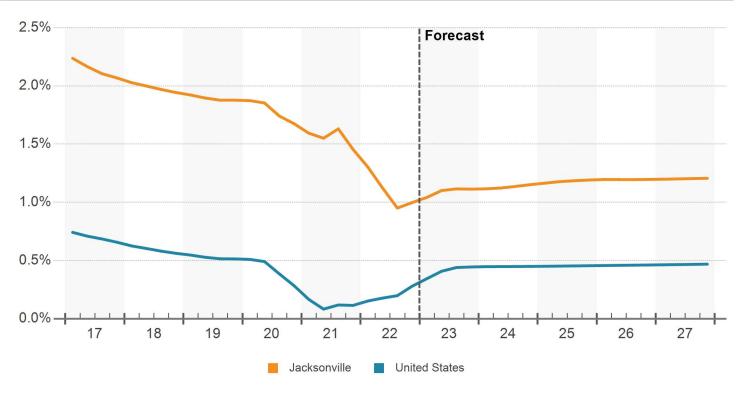
#### **MEDIAN HOUSEHOLD INCOME**



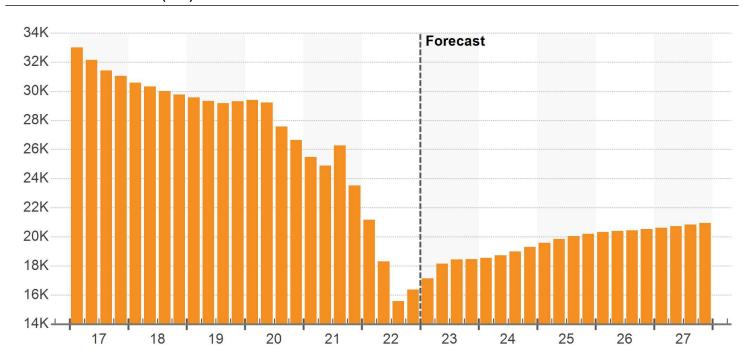




#### **POPULATION GROWTH (YOY %)**



#### **NET POPULATION CHANGE (YOY)**









#### **DEMOGRAPHIC TRENDS**

|                         | Current Level |             | 12 Month | n Change | 10 Year | Change | 5 Year Forecast |      |
|-------------------------|---------------|-------------|----------|----------|---------|--------|-----------------|------|
| Demographic Category    | Metro         | US          | Metro    | US       | Metro   | US     | Metro           | US   |
| Population              | 1,659,268     | 333,034,219 | 1.0%     | 0.3%     | 1.8%    | 0.5%   | 1.2%            | 0.5% |
| Households              | 659,694       | 129,195,750 | 1.7%     | 1.0%     | 2.2%    | 0.8%   | 1.3%            | 0.6% |
| Median Household Income | \$72,074      | \$73,841    | 4.9%     | 5.4%     | 4.1%    | 3.7%   | 2.1%            | 2.5% |
| Labor Force             | 829,070       | 164,931,813 | 2.6%     | 1.5%     | 1.8%    | 0.6%   | 0.8%            | 0.4% |
| Unemployment            | 2.5%          | 3.6%        | -0.5%    | -0.5%    | -0.5%   | -0.4%  | -               | -    |

Source: Oxford Economics

#### **POPULATION GROWTH**



#### **LABOR FORCE GROWTH**



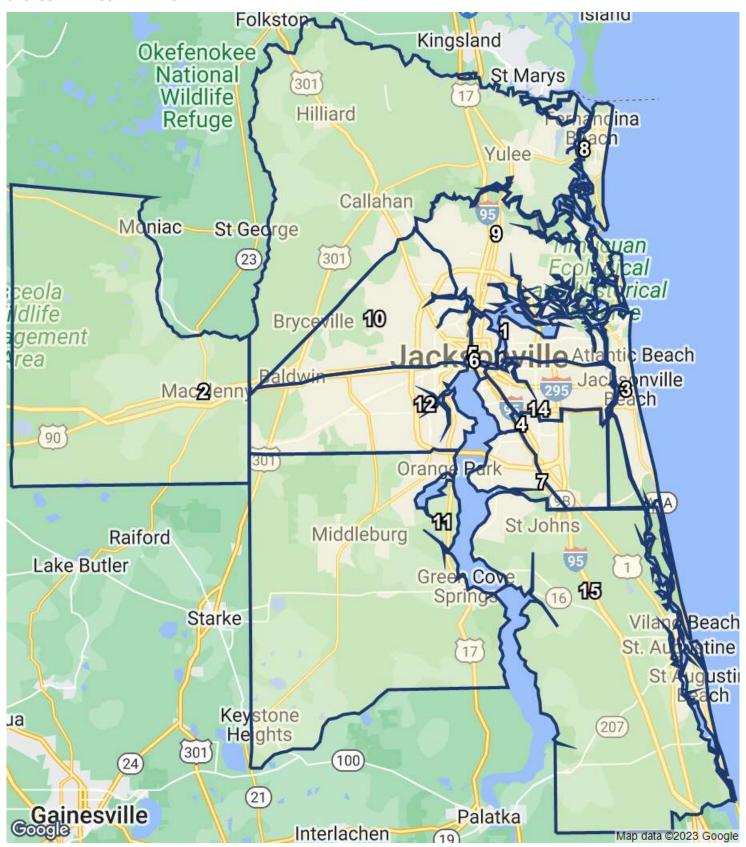
#### **INCOME GROWTH**



Source: Oxford Economics



#### JACKSONVILLE SUBMARKETS







#### SUBMARKET INVENTORY

|     |                         |       | Invento  | ory      |      |       | 12 Month E | Deliveries |      | Under Construction |          |         |      |
|-----|-------------------------|-------|----------|----------|------|-------|------------|------------|------|--------------------|----------|---------|------|
| No. | Submarket               | Bldgs | SF (000) | % Market | Rank | Bldgs | SF (000)   | Percent    | Rank | Bldgs              | SF (000) | Percent | Rank |
| 1   | Arlington               | 448   | 7,689    | 7.7%     | 5    | 1     | 5          | 0.1%       | 13   | 4                  | 45       | 0.6%    | 5    |
| 2   | Baker County            | 156   | 1,441    | 1.4%     | 14   | 0     | 0          | 0%         | -    | 0                  | -        | -       | -    |
| 3   | Beaches                 | 540   | 5,224    | 5.2%     | 8    | 5     | 11         | 0.2%       | 11   | 5                  | 136      | 2.6%    | 3    |
| 4   | Butler/Baymeadows       | 218   | 5,596    | 5.6%     | 7    | 5     | 27         | 0.5%       | 7    | 3                  | 12       | 0.2%    | 9    |
| 5   | Downtown Northbank      | 567   | 4,509    | 4.5%     | 11   | 1     | 25         | 0.6%       | 9    | 1                  | 11       | 0.2%    | 10   |
| 6   | Downtown Southbank      | 122   | 713      | 0.7%     | 15   | 1     | 59         | 8.3%       | 4    | 1                  | 12       | 1.7%    | 8    |
| 7   | Mandarin                | 287   | 4,715    | 4.7%     | 9    | 0     | 0          | 0%         | -    | 0                  | -        | -       | -    |
| 8   | Nassau County           | 685   | 6,241    | 6.2%     | 6    | 6     | 104        | 1.7%       | 3    | 3                  | 30       | 0.5%    | 6    |
| 9   | Northeast Jacksonville  | 307   | 3,845    | 3.8%     | 12   | 5     | 48         | 1.3%       | 5    | 5                  | 167      | 4.3%    | 2    |
| 10  | Northwest Jacksonville  | 714   | 4,637    | 4.6%     | 10   | 3     | 26         | 0.6%       | 8    | 1                  | 9        | 0.2%    | 11   |
| 11  | Orange Park/Clay County | 843   | 10,958   | 10.9%    | 4    | 4     | 22         | 0.2%       | 10   | 3                  | 20       | 0.2%    | 7    |
| 12  | Riverside               | 1,298 | 13,936   | 13.9%    | 2    | 6     | 46         | 0.3%       | 6    | 2                  | 6        | 0%      | 12   |
| 13  | San Marco               | 324   | 3,031    | 3.0%     | 13   | 2     | 9          | 0.3%       | 12   | 0                  | -        | -       | -    |
| 14  | Southside               | 1,014 | 14,987   | 14.9%    | 1    | 4     | 114        | 0.8%       | 2    | 4                  | 93       | 0.6%    | 4    |
| 15  | St Johns County         | 1,205 | 12,778   | 12.7%    | 3    | 27    | 512        | 4.0%       | 1    | 33                 | 470      | 3.7%    | 1    |

#### **SUBMARKET RENT**

|     |                         | Marke   | t Rent | 12 Month N | larket Rent | QTD Annualize | d Market Rent |
|-----|-------------------------|---------|--------|------------|-------------|---------------|---------------|
| No. | Submarket               | Per SF  | Rank   | Growth     | Rank        | Growth        | Rank          |
| 1   | Arlington               | \$17.38 | 12     | 11.1%      | 11          | 9.8%          | 12            |
| 2   | Baker County            | \$16.66 | 13     | 12.2%      | 2           | 19.2%         | 2             |
| 3   | Beaches                 | \$28.96 | 2      | 10.6%      | 14          | 6.0%          | 14            |
| 4   | Butler/Baymeadows       | \$31.75 | 1      | 11.2%      | 9           | 7.8%          | 13            |
| 5   | Downtown Northbank      | \$15.84 | 14     | 11.2%      | 7           | 15.7%         | 4             |
| 6   | Downtown Southbank      | \$25.29 | 5      | 10.6%      | 15          | 10.8%         | 9             |
| 7   | Mandarin                | \$26.11 | 3      | 11.1%      | 10          | 2.9%          | 15            |
| 8   | Nassau County           | \$21.54 | 9      | 12.2%      | 1           | 19.2%         | 1             |
| 9   | Northeast Jacksonville  | \$23.04 | 7      | 11.7%      | 3           | 10.6%         | 11            |
| 10  | Northwest Jacksonville  | \$15.34 | 15     | 11.5%      | 4           | 19.1%         | 3             |
| 11  | Orange Park/Clay County | \$22.38 | 8      | 10.9%      | 12          | 11.3%         | 8             |
| 12  | Riverside               | \$21.42 | 10     | 10.9%      | 13          | 13.2%         | 7             |
| 13  | San Marco               | \$19.72 | 11     | 11.4%      | 5           | 15.2%         | 5             |
| 14  | Southside               | \$23.94 | 6      | 11.2%      | 8           | 10.6%         | 10            |
| 15  | St Johns County         | \$25.49 | 4      | 11.3%      | 6           | 13.9%         | 6             |



### SUBMARKET VACANCY & NET ABSORPTION

|     |                         |         | Vacancy |      |           | 12 Month | Absorption |                 |
|-----|-------------------------|---------|---------|------|-----------|----------|------------|-----------------|
| No. | Submarket               | SF      | Percent | Rank | SF        | % of Inv | Rank       | Construc. Ratio |
| 1   | Arlington               | 578,798 | 7.5%    | 15   | 42,793    | 0.6%     | 5          | 0.1             |
| 2   | Baker County            | 14,084  | 1.0%    | 1    | 5,003     | 0.3%     | 8          | -               |
| 3   | Beaches                 | 155,854 | 3.0%    | 5    | 31,728    | 0.6%     | 6          | -               |
| 4   | Butler/Baymeadows       | 392,735 | 7.0%    | 14   | (178,905) | -3.2%    | 15         | -               |
| 5   | Downtown Northbank      | 288,920 | 6.4%    | 12   | (9,968)   | -0.2%    | 9          | -               |
| 6   | Downtown Southbank      | 43,327  | 6.1%    | 11   | 53,790    | 7.5%     | 4          | 1.1             |
| 7   | Mandarin                | 243,068 | 5.2%    | 9    | (91,936)  | -1.9%    | 14         | -               |
| 8   | Nassau County           | 190,409 | 3.1%    | 6    | 79,643    | 1.3%     | 3          | 1.2             |
| 9   | Northeast Jacksonville  | 146,110 | 3.8%    | 8    | 115,501   | 3.0%     | 2          | 0.1             |
| 10  | Northwest Jacksonville  | 298,666 | 6.4%    | 13   | (24,438)  | -0.5%    | 11         | -               |
| 11  | Orange Park/Clay County | 662,582 | 6.0%    | 10   | (59,753)  | -0.5%    | 13         | -               |
| 12  | Riverside               | 463,981 | 3.3%    | 7    | (30,534)  | -0.2%    | 12         | -               |
| 13  | San Marco               | 84,786  | 2.8%    | 4    | 21,932    | 0.7%     | 7          | 0.2             |
| 14  | Southside               | 397,822 | 2.7%    | 3    | (11,575)  | -0.1%    | 10         | -               |
| 15  | St Johns County         | 259,920 | 2.0%    | 2    | 618,664   | 4.8%     | 1          | 0.7             |





#### **OVERALL SUPPLY & DEMAND**

|      |             | Inventory |          |           | Net Absorption |                    |
|------|-------------|-----------|----------|-----------|----------------|--------------------|
| Year | SF          | SF Growth | % Growth | SF        | % of Inv       | Construction Ratio |
| 2027 | 105,134,211 | 942,158   | 0.9%     | 732,337   | 0.7%           | 1.3                |
| 2026 | 104,192,053 | 955,663   | 0.9%     | 742,793   | 0.7%           | 1.3                |
| 2025 | 103,236,390 | 999,469   | 1.0%     | 782,816   | 0.8%           | 1.3                |
| 2024 | 102,236,921 | 1,001,212 | 1.0%     | 839,131   | 0.8%           | 1.2                |
| 2023 | 101,235,709 | 1,047,328 | 1.0%     | 630,034   | 0.6%           | 1.7                |
| YTD  | 100,190,895 | 2,514     | 0%       | (154,863) | -0.2%          | -                  |
| 2022 | 100,188,381 | 727,966   | 0.7%     | 771,667   | 0.8%           | 0.9                |
| 2021 | 99,460,415  | 1,076,045 | 1.1%     | 2,114,354 | 2.1%           | 0.5                |
| 2020 | 98,384,370  | 969,406   | 1.0%     | 93,350    | 0.1%           | 10.4               |
| 2019 | 97,414,964  | 1,108,043 | 1.2%     | 943,396   | 1.0%           | 1.2                |
| 2018 | 96,306,921  | 1,142,353 | 1.2%     | 1,311,029 | 1.4%           | 0.9                |
| 2017 | 95,164,568  | 1,585,104 | 1.7%     | 1,806,594 | 1.9%           | 0.9                |
| 2016 | 93,579,464  | 975,265   | 1.1%     | 1,656,940 | 1.8%           | 0.6                |
| 2015 | 92,604,199  | 596,079   | 0.6%     | 1,288,234 | 1.4%           | 0.5                |
| 2014 | 92,008,120  | 680,666   | 0.7%     | 1,118,250 | 1.2%           | 0.6                |
| 2013 | 91,327,454  | 364,521   | 0.4%     | 1,063,821 | 1.2%           | 0.3                |
| 2012 | 90,962,933  | 484,464   | 0.5%     | 486,745   | 0.5%           | 1.0                |
| 2011 | 90,478,469  | 315,147   | 0.3%     | 867,773   | 1.0%           | 0.4                |

#### **MALLS SUPPLY & DEMAND**

|      |           | Inventory |          |           | Net Absorption |                    |
|------|-----------|-----------|----------|-----------|----------------|--------------------|
| Year | SF        | SF Growth | % Growth | SF        | % of Inv       | Construction Ratio |
| 2027 | 7,268,262 | (7,408)   | -0.1%    | (47,885)  | -0.7%          | -                  |
| 2026 | 7,275,670 | (7,324)   | -0.1%    | (50,287)  | -0.7%          | -                  |
| 2025 | 7,282,994 | (7,241)   | -0.1%    | (41,737)  | -0.6%          | -                  |
| 2024 | 7,290,235 | (7,180)   | -0.1%    | (11,346)  | -0.2%          | -                  |
| 2023 | 7,297,415 | (5,451)   | -0.1%    | (52,593)  | -0.7%          | -                  |
| YTD  | 7,302,866 | 0         | 0%       | 2,535     | 0%             | 0                  |
| 2022 | 7,302,866 | 0         | 0%       | (263,736) | -3.6%          | -                  |
| 2021 | 7,302,866 | 0         | 0%       | (25,182)  | -0.3%          | -                  |
| 2020 | 7,302,866 | 0         | 0%       | (341,565) | -4.7%          | -                  |
| 2019 | 7,302,866 | 7,149     | 0.1%     | 6,788     | 0.1%           | 1.1                |
| 2018 | 7,295,717 | 19,360    | 0.3%     | 124,457   | 1.7%           | 0.2                |
| 2017 | 7,276,357 | 405,819   | 5.9%     | 362,891   | 5.0%           | 1.1                |
| 2016 | 6,870,538 | 199,972   | 3.0%     | 64,778    | 0.9%           | 3.1                |
| 2015 | 6,670,566 | 0         | 0%       | 687       | 0%             | 0                  |
| 2014 | 6,670,566 | 154,552   | 2.4%     | 170,713   | 2.6%           | 0.9                |
| 2013 | 6,516,014 | 0         | 0%       | 17,592    | 0.3%           | 0                  |
| 2012 | 6,516,014 | 0         | 0%       | 7,362     | 0.1%           | 0                  |
| 2011 | 6,516,014 | 0         | 0%       | 43,192    | 0.7%           | 0                  |



#### **POWER CENTER SUPPLY & DEMAND**

|      |           | Inventory |          |          | Net Absorption |                    |
|------|-----------|-----------|----------|----------|----------------|--------------------|
| Year | SF        | SF Growth | % Growth | SF       | % of Inv       | Construction Ratio |
| 2027 | 4,309,245 | 2,716     | 0.1%     | (11,155) | -0.3%          | -                  |
| 2026 | 4,306,529 | 2,853     | 0.1%     | (11,607) | -0.3%          | -                  |
| 2025 | 4,303,676 | 3,182     | 0.1%     | (9,006)  | -0.2%          | -                  |
| 2024 | 4,300,494 | 2,668     | 0.1%     | 380      | 0%             | 7.0                |
| 2023 | 4,297,826 | 16,716    | 0.4%     | 4,676    | 0.1%           | 3.6                |
| YTD  | 4,281,110 | 0         | 0%       | -        | -              | -                  |
| 2022 | 4,281,110 | (6,533)   | -0.2%    | 53,623   | 1.3%           | -                  |
| 2021 | 4,287,643 | 0         | 0%       | 155,430  | 3.6%           | 0                  |
| 2020 | 4,287,643 | 77,191    | 1.8%     | (58,546) | -1.4%          | -                  |
| 2019 | 4,210,452 | 298,179   | 7.6%     | 335,231  | 8.0%           | 0.9                |
| 2018 | 3,912,273 | 338,102   | 9.5%     | 204,702  | 5.2%           | 1.7                |
| 2017 | 3,574,171 | 0         | 0%       | (99,519) | -2.8%          | -                  |
| 2016 | 3,574,171 | 5,911     | 0.2%     | 23,137   | 0.6%           | 0.3                |
| 2015 | 3,568,260 | 0         | 0%       | 87,359   | 2.4%           | 0                  |
| 2014 | 3,568,260 | 12,500    | 0.4%     | 95,509   | 2.7%           | 0.1                |
| 2013 | 3,555,760 | 5,760     | 0.2%     | 37,837   | 1.1%           | 0.2                |
| 2012 | 3,550,000 | 11,200    | 0.3%     | 46,749   | 1.3%           | 0.2                |
| 2011 | 3,538,800 | 6,533     | 0.2%     | (30,996) | -0.9%          | -                  |

#### **NEIGHBORHOOD CENTER SUPPLY & DEMAND**

|      |            | Inventory |          |           | Net Absorption | osorption          |  |  |
|------|------------|-----------|----------|-----------|----------------|--------------------|--|--|
| Year | SF         | SF Growth | % Growth | SF        | % of Inv       | Construction Ratio |  |  |
| 2027 | 33,863,262 | 172,317   | 0.5%     | 73,250    | 0.2%           | 2.4                |  |  |
| 2026 | 33,690,945 | 175,127   | 0.5%     | 74,259    | 0.2%           | 2.4                |  |  |
| 2025 | 33,515,818 | 183,930   | 0.6%     | 99,268    | 0.3%           | 1.9                |  |  |
| 2024 | 33,331,888 | 222,873   | 0.7%     | 224,887   | 0.7%           | 1.0                |  |  |
| 2023 | 33,109,015 | 399,183   | 1.2%     | 239,669   | 0.7%           | 1.7                |  |  |
| YTD  | 32,709,832 | 0         | 0%       | (115,617) | -0.4%          | -                  |  |  |
| 2022 | 32,709,832 | (16,728)  | -0.1%    | 30,461    | 0.1%           | -                  |  |  |
| 2021 | 32,726,560 | 82,747    | 0.3%     | 599,045   | 1.8%           | 0.1                |  |  |
| 2020 | 32,643,813 | 398,950   | 1.2%     | (12,879)  | 0%             | -                  |  |  |
| 2019 | 32,244,863 | 46,745    | 0.1%     | (52,289)  | -0.2%          | -                  |  |  |
| 2018 | 32,198,118 | 362,106   | 1.1%     | 789,051   | 2.5%           | 0.5                |  |  |
| 2017 | 31,836,012 | 89,253    | 0.3%     | 271,214   | 0.9%           | 0.3                |  |  |
| 2016 | 31,746,759 | 163,456   | 0.5%     | 703,242   | 2.2%           | 0.2                |  |  |
| 2015 | 31,583,303 | 303,599   | 1.0%     | 678,331   | 2.1%           | 0.4                |  |  |
| 2014 | 31,279,704 | 123,189   | 0.4%     | 181,059   | 0.6%           | 0.7                |  |  |
| 2013 | 31,156,515 | 176,280   | 0.6%     | 565,883   | 1.8%           | 0.3                |  |  |
| 2012 | 30,980,235 | 224,136   | 0.7%     | (7,990)   | 0%             | -                  |  |  |
| 2011 | 30,756,099 | 77,704    | 0.3%     | 363,663   | 1.2%           | 0.2                |  |  |



#### **STRIP CENTER SUPPLY & DEMAND**

|      |           | Inventory |          |          | Net Absorption |                    |
|------|-----------|-----------|----------|----------|----------------|--------------------|
| Year | SF        | SF Growth | % Growth | SF       | % of Inv       | Construction Ratio |
| 2027 | 7,837,388 | 19,712    | 0.3%     | (1,973)  | 0%             | -                  |
| 2026 | 7,817,676 | 20,137    | 0.3%     | (2,447)  | 0%             | -                  |
| 2025 | 7,797,539 | 21,356    | 0.3%     | 722      | 0%             | 29.6               |
| 2024 | 7,776,183 | 18,964    | 0.2%     | 21,246   | 0.3%           | 0.9                |
| 2023 | 7,757,219 | 31,684    | 0.4%     | 23,641   | 0.3%           | 1.3                |
| YTD  | 7,725,535 | 0         | 0%       | (11,016) | -0.1%          | -                  |
| 2022 | 7,725,535 | 23,694    | 0.3%     | 19,428   | 0.3%           | 1.2                |
| 2021 | 7,701,841 | 30,362    | 0.4%     | 147,638  | 1.9%           | 0.2                |
| 2020 | 7,671,479 | 11,031    | 0.1%     | 2,753    | 0%             | 4.0                |
| 2019 | 7,660,448 | 96,254    | 1.3%     | 3,068    | 0%             | 31.4               |
| 2018 | 7,564,194 | 8,988     | 0.1%     | 118,171  | 1.6%           | 0.1                |
| 2017 | 7,555,206 | 79,244    | 1.1%     | 167,488  | 2.2%           | 0.5                |
| 2016 | 7,475,962 | 85,197    | 1.2%     | 154,773  | 2.1%           | 0.6                |
| 2015 | 7,390,765 | 21,624    | 0.3%     | 164,795  | 2.2%           | 0.1                |
| 2014 | 7,369,141 | 20,471    | 0.3%     | 93,700   | 1.3%           | 0.2                |
| 2013 | 7,348,670 | 9,051     | 0.1%     | 51,576   | 0.7%           | 0.2                |
| 2012 | 7,339,619 | 33,749    | 0.5%     | 96,977   | 1.3%           | 0.3                |
| 2011 | 7,305,870 | 13,052    | 0.2%     | 30,771   | 0.4%           | 0.4                |

#### **GENERAL RETAIL SUPPLY & DEMAND**

|      |            | Inventory |          |           | Net Absorption |                    |
|------|------------|-----------|----------|-----------|----------------|--------------------|
| Year | SF         | SF Growth | % Growth | SF        | % of Inv       | Construction Ratio |
| 2027 | 51,063,945 | 743,297   | 1.5%     | 708,698   | 1.4%           | 1.0                |
| 2026 | 50,320,648 | 753,187   | 1.5%     | 721,265   | 1.4%           | 1.0                |
| 2025 | 49,567,461 | 786,050   | 1.6%     | 722,341   | 1.5%           | 1.1                |
| 2024 | 48,781,411 | 752,449   | 1.6%     | 596,073   | 1.2%           | 1.3                |
| 2023 | 48,028,962 | 604,367   | 1.3%     | 415,619   | 0.9%           | 1.5                |
| YTD  | 47,427,109 | 2,514     | 0%       | (30,765)  | -0.1%          | -                  |
| 2022 | 47,424,595 | 727,533   | 1.6%     | 914,788   | 1.9%           | 0.8                |
| 2021 | 46,697,062 | 962,936   | 2.1%     | 1,214,851 | 2.6%           | 0.8                |
| 2020 | 45,734,126 | 482,234   | 1.1%     | 503,587   | 1.1%           | 1.0                |
| 2019 | 45,251,892 | 659,716   | 1.5%     | 649,454   | 1.4%           | 1.0                |
| 2018 | 44,592,176 | 413,797   | 0.9%     | 61,222    | 0.1%           | 6.8                |
| 2017 | 44,178,379 | 1,010,788 | 2.3%     | 1,100,480 | 2.5%           | 0.9                |
| 2016 | 43,167,591 | 520,729   | 1.2%     | 710,910   | 1.6%           | 0.7                |
| 2015 | 42,646,862 | 270,856   | 0.6%     | 400,852   | 0.9%           | 0.7                |
| 2014 | 42,376,006 | 369,954   | 0.9%     | 590,864   | 1.4%           | 0.6                |
| 2013 | 42,006,052 | 173,430   | 0.4%     | 389,433   | 0.9%           | 0.4                |
| 2012 | 41,832,622 | 215,379   | 0.5%     | 343,647   | 0.8%           | 0.6                |
| 2011 | 41,617,243 | 217,858   | 0.5%     | 460,943   | 1.1%           | 0.5                |



#### **OTHER SUPPLY & DEMAND**

|      |         | Inventory |          |          | Net Absorption |                    |
|------|---------|-----------|----------|----------|----------------|--------------------|
| Year | SF      | SF Growth | % Growth | SF       | % of Inv       | Construction Ratio |
| 2027 | 792,109 | 11,524    | 1.5%     | 11,402   | 1.4%           | 1.0                |
| 2026 | 780,585 | 11,683    | 1.5%     | 11,610   | 1.5%           | 1.0                |
| 2025 | 768,902 | 12,192    | 1.6%     | 11,228   | 1.5%           | 1.1                |
| 2024 | 756,710 | 11,438    | 1.5%     | 7,891    | 1.0%           | 1.4                |
| 2023 | 745,272 | 829       | 0.1%     | (978)    | -0.1%          | -                  |
| YTD  | 744,443 | 0         | 0%       | -        | -              | -                  |
| 2022 | 744,443 | 0         | 0%       | 17,103   | 2.3%           | 0                  |
| 2021 | 744,443 | 0         | 0%       | 22,572   | 3.0%           | 0                  |
| 2020 | 744,443 | 0         | 0%       | -        | -              | -                  |
| 2019 | 744,443 | 0         | 0%       | 1,144    | 0.2%           | 0                  |
| 2018 | 744,443 | 0         | 0%       | 13,426   | 1.8%           | 0                  |
| 2017 | 744,443 | 0         | 0%       | 4,040    | 0.5%           | 0                  |
| 2016 | 744,443 | 0         | 0%       | 100      | 0%             | 0                  |
| 2015 | 744,443 | 0         | 0%       | (43,790) | -5.9%          | -                  |
| 2014 | 744,443 | 0         | 0%       | (13,595) | -1.8%          | -                  |
| 2013 | 744,443 | 0         | 0%       | 1,500    | 0.2%           | 0                  |
| 2012 | 744,443 | 0         | 0%       | 0        | 0%             | -                  |
| 2011 | 744,443 | 0         | 0%       | 200      | 0%             | 0                  |





#### **OVERALL RENT & VACANCY**

|      |         | Mark  | et Rent  |              |           | Vacancy |          |
|------|---------|-------|----------|--------------|-----------|---------|----------|
| Year | Per SF  | Index | % Growth | Vs Hist Peak | SF        | Percent | Ppts Chg |
| 2027 | \$25.75 | 148   | 0.6%     | 14.0%        | 5,212,934 | 5.0%    | 0.1%     |
| 2026 | \$25.60 | 147   | 1.2%     | 13.3%        | 5,020,602 | 4.8%    | 0.1%     |
| 2025 | \$25.31 | 146   | 2.1%     | 12.0%        | 4,824,912 | 4.7%    | 0.1%     |
| 2024 | \$24.79 | 143   | 3.0%     | 9.7%         | 4,625,368 | 4.5%    | 0.1%     |
| 2023 | \$24.07 | 139   | 6.6%     | 6.6%         | 4,478,496 | 4.4%    | 0.4%     |
| YTD  | \$22.77 | 131   | 11.2%    | 0.8%         | 4,213,136 | 4.2%    | 0.2%     |
| 2022 | \$22.59 | 130   | 11.1%    | 0%           | 4,055,759 | 4.0%    | -0.1%    |
| 2021 | \$20.33 | 117   | 7.3%     | -10.0%       | 4,099,460 | 4.1%    | -1.1%    |
| 2020 | \$18.94 | 109   | 3.9%     | -16.2%       | 5,126,973 | 5.2%    | 0.8%     |
| 2019 | \$18.24 | 105   | 4.1%     | -19.3%       | 4,250,917 | 4.4%    | 0.1%     |
| 2018 | \$17.51 | 101   | 4.2%     | -22.5%       | 4,085,276 | 4.2%    | -0.3%    |
| 2017 | \$16.81 | 97    | 5.2%     | -25.6%       | 4,278,611 | 4.5%    | -0.3%    |
| 2016 | \$15.98 | 92    | 3.0%     | -29.3%       | 4,517,673 | 4.8%    | -0.8%    |
| 2015 | \$15.51 | 89    | 3.2%     | -31.3%       | 5,199,348 | 5.6%    | -0.8%    |
| 2014 | \$15.03 | 87    | 1.5%     | -33.5%       | 5,891,503 | 6.4%    | -0.5%    |
| 2013 | \$14.80 | 85    | 0.5%     | -34.5%       | 6,327,957 | 6.9%    | -0.8%    |
| 2012 | \$14.73 | 85    | -2.2%    | -34.8%       | 7,040,377 | 7.7%    | 0%       |
| 2011 | \$15.06 | 87    | -2.5%    | -33.4%       | 7,042,658 | 7.8%    | -0.6%    |

#### **MALLS RENT & VACANCY**

|      |         | Marke | t Rent   |              |           | Vacancy |          |
|------|---------|-------|----------|--------------|-----------|---------|----------|
| Year | Per SF  | Index | % Growth | Vs Hist Peak | SF        | Percent | Ppts Chg |
| 2027 | \$28.51 | 144   | -0.1%    | 10.2%        | 1,084,211 | 14.9%   | 0.6%     |
| 2026 | \$28.55 | 144   | 0.5%     | 10.3%        | 1,043,523 | 14.3%   | 0.6%     |
| 2025 | \$28.42 | 143   | 1.4%     | 9.8%         | 1,000,338 | 13.7%   | 0.5%     |
| 2024 | \$28.01 | 141   | 2.3%     | 8.3%         | 965,635   | 13.2%   | 0.1%     |
| 2023 | \$27.39 | 138   | 5.8%     | 5.8%         | 961,261   | 13.2%   | 0.7%     |
| YTD  | \$26.07 | 131   | 11.3%    | 0.8%         | 911,413   | 12.5%   | 0%       |
| 2022 | \$25.87 | 130   | 11.3%    | 0%           | 913,948   | 12.5%   | 3.6%     |
| 2021 | \$23.24 | 117   | 6.5%     | -10.2%       | 650,212   | 8.9%    | 0.3%     |
| 2020 | \$21.83 | 110   | 4.1%     | -15.6%       | 625,030   | 8.6%    | 4.7%     |
| 2019 | \$20.98 | 106   | 5.1%     | -18.9%       | 283,465   | 3.9%    | 0%       |
| 2018 | \$19.96 | 101   | 4.3%     | -22.8%       | 283,104   | 3.9%    | -1.5%    |
| 2017 | \$19.14 | 96    | 10.6%    | -26.0%       | 388,201   | 5.3%    | 0.3%     |
| 2016 | \$17.31 | 87    | -0.3%    | -33.1%       | 345,273   | 5.0%    | 1.9%     |
| 2015 | \$17.35 | 87    | 2.9%     | -32.9%       | 210,079   | 3.1%    | 0%       |
| 2014 | \$16.87 | 85    | 0.6%     | -34.8%       | 210,766   | 3.2%    | -0.3%    |
| 2013 | \$16.76 | 84    | 1.4%     | -35.2%       | 226,927   | 3.5%    | -0.3%    |
| 2012 | \$16.53 | 83    | -1.9%    | -36.1%       | 244,519   | 3.8%    | -0.1%    |
| 2011 | \$16.84 | 85    | -2.9%    | -34.9%       | 251,881   | 3.9%    | -0.7%    |





#### **POWER CENTER RENT & VACANCY**

|      |         | Mark  | et Rent  |              | Vacancy |         |          |  |
|------|---------|-------|----------|--------------|---------|---------|----------|--|
| Year | Per SF  | Index | % Growth | Vs Hist Peak | SF      | Percent | Ppts Chg |  |
| 2027 | \$31.09 | 153   | 0.6%     | 13.0%        | 295,401 | 6.9%    | 0.3%     |  |
| 2026 | \$30.91 | 152   | 1.2%     | 12.3%        | 281,781 | 6.5%    | 0.3%     |  |
| 2025 | \$30.55 | 150   | 2.2%     | 11.0%        | 267,575 | 6.2%    | 0.3%     |  |
| 2024 | \$29.90 | 147   | 3.0%     | 8.7%         | 255,616 | 5.9%    | 0.1%     |  |
| 2023 | \$29.03 | 143   | 5.5%     | 5.5%         | 253,293 | 5.9%    | 0.3%     |  |
| YTD  | \$27.58 | 135   | 11.0%    | 0.2%         | 241,189 | 5.6%    | 0%       |  |
| 2022 | \$27.51 | 135   | 11.7%    | 0%           | 241,189 | 5.6%    | -1.4%    |  |
| 2021 | \$24.63 | 121   | 7.0%     | -10.5%       | 301,345 | 7.0%    | -3.6%    |  |
| 2020 | \$23.01 | 113   | 4.5%     | -16.4%       | 456,775 | 10.7%   | 3.0%     |  |
| 2019 | \$22.01 | 108   | 4.5%     | -20.0%       | 321,038 | 7.6%    | -1.5%    |  |
| 2018 | \$21.07 | 103   | 4.7%     | -23.4%       | 358,090 | 9.2%    | 2.8%     |  |
| 2017 | \$20.12 | 99    | 5.6%     | -26.9%       | 227,690 | 6.4%    | 2.8%     |  |
| 2016 | \$19.06 | 94    | 4.4%     | -30.7%       | 128,171 | 3.6%    | -0.5%    |  |
| 2015 | \$18.26 | 90    | 4.1%     | -33.6%       | 145,397 | 4.1%    | -2.4%    |  |
| 2014 | \$17.55 | 86    | 2.7%     | -36.2%       | 232,756 | 6.5%    | -2.4%    |  |
| 2013 | \$17.09 | 84    | 0.4%     | -37.9%       | 315,765 | 8.9%    | -0.9%    |  |
| 2012 | \$17.03 | 84    | -2.3%    | -38.1%       | 347,842 | 9.8%    | -1.0%    |  |
| 2011 | \$17.42 | 86    | -2.6%    | -36.7%       | 383,391 | 10.8%   | 1.0%     |  |

#### **NEIGHBORHOOD CENTER RENT & VACANCY**

|      |         | Mark  | et Rent  |              | Vacancy   |         |          |  |
|------|---------|-------|----------|--------------|-----------|---------|----------|--|
| Year | Per SF  | Index | % Growth | Vs Hist Peak | SF        | Percent | Ppts Chg |  |
| 2027 | \$26.15 | 147   | 0.5%     | 13.7%        | 2,182,310 | 6.4%    | 0.3%     |  |
| 2026 | \$26.01 | 146   | 1.2%     | 13.1%        | 2,085,416 | 6.2%    | 0.3%     |  |
| 2025 | \$25.71 | 144   | 2.1%     | 11.8%        | 1,986,697 | 5.9%    | 0.2%     |  |
| 2024 | \$25.18 | 141   | 3.0%     | 9.5%         | 1,904,196 | 5.7%    | 0%       |  |
| 2023 | \$24.45 | 137   | 6.4%     | 6.4%         | 1,907,406 | 5.8%    | 0.4%     |  |
| YTD  | \$23.16 | 130   | 11.4%    | 0.7%         | 1,863,367 | 5.7%    | 0.4%     |  |
| 2022 | \$22.99 | 129   | 11.5%    | 0%           | 1,747,750 | 5.3%    | -0.1%    |  |
| 2021 | \$20.63 | 116   | 6.8%     | -10.3%       | 1,794,939 | 5.5%    | -1.6%    |  |
| 2020 | \$19.31 | 108   | 4.0%     | -16.0%       | 2,300,887 | 7.0%    | 1.2%     |  |
| 2019 | \$18.58 | 104   | 4.0%     | -19.2%       | 1,889,058 | 5.9%    | 0.3%     |  |
| 2018 | \$17.86 | 100   | 4.1%     | -22.3%       | 1,790,024 | 5.6%    | -1.4%    |  |
| 2017 | \$17.15 | 96    | 4.6%     | -25.4%       | 2,208,519 | 6.9%    | -0.6%    |  |
| 2016 | \$16.40 | 92    | 3.2%     | -28.7%       | 2,390,480 | 7.5%    | -1.7%    |  |
| 2015 | \$15.89 | 89    | 3.6%     | -30.9%       | 2,930,266 | 9.3%    | -1.3%    |  |
| 2014 | \$15.34 | 86    | 2.2%     | -33.3%       | 3,304,998 | 10.6%   | -0.2%    |  |
| 2013 | \$15.01 | 84    | 0.3%     | -34.7%       | 3,362,868 | 10.8%   | -1.4%    |  |
| 2012 | \$14.97 | 84    | -2.8%    | -34.9%       | 3,765,591 | 12.2%   | 0.7%     |  |
| 2011 | \$15.39 | 86    | -2.6%    | -33.1%       | 3,533,465 | 11.5%   | -1.0%    |  |



#### **STRIP CENTER RENT & VACANCY**

|      |         | Mark  | et Rent  |              | Vacancy   |         |          |  |
|------|---------|-------|----------|--------------|-----------|---------|----------|--|
| Year | Per SF  | Index | % Growth | Vs Hist Peak | SF        | Percent | Ppts Chg |  |
| 2027 | \$23.51 | 144   | 0.6%     | 14.3%        | 466,495   | 6.0%    | 0.2%     |  |
| 2026 | \$23.37 | 143   | 1.2%     | 13.6%        | 446,318   | 5.7%    | 0.3%     |  |
| 2025 | \$23.10 | 142   | 2.2%     | 12.3%        | 425,236   | 5.5%    | 0.2%     |  |
| 2024 | \$22.61 | 139   | 3.0%     | 9.9%         | 406,029   | 5.2%    | -0.1%    |  |
| 2023 | \$21.95 | 135   | 6.8%     | 6.8%         | 409,044   | 5.3%    | 0.1%     |  |
| YTD  | \$20.75 | 127   | 11.3%    | 0.9%         | 411,684   | 5.3%    | 0.1%     |  |
| 2022 | \$20.56 | 126   | 11.0%    | 0%           | 400,668   | 5.2%    | 0%       |  |
| 2021 | \$18.52 | 114   | 7.3%     | -9.9%        | 396,402   | 5.1%    | -1.5%    |  |
| 2020 | \$17.26 | 106   | 3.2%     | -16.1%       | 513,678   | 6.7%    | 0.1%     |  |
| 2019 | \$16.73 | 103   | 4.2%     | -18.6%       | 505,400   | 6.6%    | 1.1%     |  |
| 2018 | \$16.06 | 99    | 3.9%     | -21.9%       | 412,214   | 5.4%    | -1.5%    |  |
| 2017 | \$15.45 | 95    | 4.2%     | -24.9%       | 521,397   | 6.9%    | -1.3%    |  |
| 2016 | \$14.83 | 91    | 2.4%     | -27.9%       | 609,641   | 8.2%    | -1.0%    |  |
| 2015 | \$14.48 | 89    | 2.9%     | -29.6%       | 679,217   | 9.2%    | -2.0%    |  |
| 2014 | \$14.08 | 86    | 1.0%     | -31.5%       | 822,388   | 11.2%   | -1.0%    |  |
| 2013 | \$13.94 | 86    | 0.5%     | -32.2%       | 895,617   | 12.2%   | -0.6%    |  |
| 2012 | \$13.87 | 85    | -2.6%    | -32.5%       | 938,142   | 12.8%   | -0.9%    |  |
| 2011 | \$14.24 | 87    | -2.7%    | -30.7%       | 1,001,370 | 13.7%   | -0.3%    |  |

#### **GENERAL RETAIL RENT & VACANCY**

|      |         | Mark  | et Rent  |              | Vacancy   |         |          |  |  |
|------|---------|-------|----------|--------------|-----------|---------|----------|--|--|
| Year | Per SF  | Index | % Growth | Vs Hist Peak | SF        | Percent | Ppts Chg |  |  |
| 2027 | \$24.92 | 151   | 0.7%     | 14.8%        | 1,178,081 | 2.3%    | 0%       |  |  |
| 2026 | \$24.75 | 150   | 1.3%     | 14.0%        | 1,157,233 | 2.3%    | 0%       |  |  |
| 2025 | \$24.44 | 148   | 2.2%     | 12.6%        | 1,138,789 | 2.3%    | 0.1%     |  |  |
| 2024 | \$23.92 | 145   | 3.1%     | 10.2%        | 1,088,556 | 2.2%    | 0.3%     |  |  |
| 2023 | \$23.20 | 140   | 6.9%     | 6.9%         | 945,681   | 2.0%    | 0.4%     |  |  |
| YTD  | \$21.90 | 132   | 11.0%    | 0.9%         | 785,483   | 1.7%    | 0.1%     |  |  |
| 2022 | \$21.70 | 131   | 10.8%    | 0%           | 752,204   | 1.6%    | -0.4%    |  |  |
| 2021 | \$19.58 | 118   | 7.9%     | -9.8%        | 939,459   | 2.0%    | -0.6%    |  |  |
| 2020 | \$18.15 | 110   | 3.8%     | -16.3%       | 1,190,928 | 2.6%    | -0.1%    |  |  |
| 2019 | \$17.49 | 106   | 4.0%     | -19.4%       | 1,212,281 | 2.7%    | 0%       |  |  |
| 2018 | \$16.81 | 102   | 4.2%     | -22.5%       | 1,201,025 | 2.7%    | 0.7%     |  |  |
| 2017 | \$16.13 | 98    | 4.9%     | -25.7%       | 878,559   | 2.0%    | -0.3%    |  |  |
| 2016 | \$15.38 | 93    | 3.5%     | -29.1%       | 985,823   | 2.3%    | -0.5%    |  |  |
| 2015 | \$14.87 | 90    | 3.0%     | -31.5%       | 1,176,004 | 2.8%    | -0.3%    |  |  |
| 2014 | \$14.44 | 87    | 1.1%     | -33.5%       | 1,306,000 | 3.1%    | -0.6%    |  |  |
| 2013 | \$14.28 | 86    | 0.5%     | -34.2%       | 1,525,780 | 3.6%    | -0.5%    |  |  |
| 2012 | \$14.21 | 86    | -1.7%    | -34.5%       | 1,741,783 | 4.2%    | -0.3%    |  |  |
| 2011 | \$14.45 | 87    | -2.3%    | -33.4%       | 1,870,051 | 4.5%    | -0.6%    |  |  |



#### **OTHER RENT & VACANCY**

|      |         | Mark  | et Rent  |              | Vacancy |         |          |  |
|------|---------|-------|----------|--------------|---------|---------|----------|--|
| Year | Per SF  | Index | % Growth | Vs Hist Peak | SF      | Percent | Ppts Chg |  |
| 2027 | \$26.31 | 138   | 0.8%     | 15.8%        | 6,436   | 0.8%    | 0%       |  |
| 2026 | \$26.11 | 137   | 1.3%     | 14.9%        | 6,331   | 0.8%    | 0%       |  |
| 2025 | \$25.77 | 135   | 2.3%     | 13.4%        | 6,277   | 0.8%    | 0.1%     |  |
| 2024 | \$25.19 | 132   | 3.2%     | 10.9%        | 5,336   | 0.7%    | 0.5%     |  |
| 2023 | \$24.42 | 128   | 7.5%     | 7.5%         | 1,811   | 0.2%    | 0.2%     |  |
| YTD  | \$23.03 | 121   | 12.7%    | 1.4%         | 0       | 0%      | 0%       |  |
| 2022 | \$22.72 | 119   | 11.9%    | 0%           | 0       | 0%      | -2.3%    |  |
| 2021 | \$20.30 | 107   | 6.2%     | -10.6%       | 17,103  | 2.3%    | -3.0%    |  |
| 2020 | \$19.12 | 100   | 2.8%     | -15.8%       | 39,675  | 5.3%    | 0%       |  |
| 2019 | \$18.59 | 98    | 3.6%     | -18.2%       | 39,675  | 5.3%    | -0.2%    |  |
| 2018 | \$17.95 | 94    | 2.7%     | -21.0%       | 40,819  | 5.5%    | -1.8%    |  |
| 2017 | \$17.48 | 92    | 6.7%     | -23.1%       | 54,245  | 7.3%    | -0.5%    |  |
| 2016 | \$16.39 | 86    | -0.6%    | -27.9%       | 58,285  | 7.8%    | 0%       |  |
| 2015 | \$16.48 | 86    | 2.6%     | -27.5%       | 58,385  | 7.8%    | 5.9%     |  |
| 2014 | \$16.06 | 84    | 0.5%     | -29.3%       | 14,595  | 2.0%    | 1.8%     |  |
| 2013 | \$15.98 | 84    | 0.2%     | -29.7%       | 1,000   | 0.1%    | -0.2%    |  |
| 2012 | \$15.94 | 84    | -3.9%    | -29.8%       | 2,500   | 0.3%    | 0%       |  |
| 2011 | \$16.59 | 87    | -2.9%    | -27.0%       | 2,500   | 0.3%    | 0%       |  |





#### **OVERALL SALES**

|      |       |          | Completed | Transactions (1) |              |              | Market   | Pricing Trends | (2)      |
|------|-------|----------|-----------|------------------|--------------|--------------|----------|----------------|----------|
| Year | Deals | Volume   | Turnover  | Avg Price        | Avg Price/SF | Avg Cap Rate | Price/SF | Price Index    | Cap Rate |
| 2027 | -     | -        | -         | -                | -            | -            | \$257.75 | 201            | 6.7%     |
| 2026 | -     | -        | -         | -                | -            | -            | \$256.71 | 200            | 6.7%     |
| 2025 | -     | -        | -         | -                | -            | -            | \$253.98 | 198            | 6.7%     |
| 2024 | -     | -        | -         | -                | -            | -            | \$249.01 | 194            | 6.7%     |
| 2023 | -     | -        | -         | -                | -            | -            | \$242.59 | 189            | 6.6%     |
| YTD  | 10    | \$9.9M   | 0.1%      | \$1,239,563      | \$144.62     | 9.2%         | \$231.39 | 180            | 6.5%     |
| 2022 | 482   | \$856.1M | 3.6%      | \$2,113,837      | \$286.41     | 6.1%         | \$229.41 | 179            | 6.5%     |
| 2021 | 569   | \$817.8M | 5.4%      | \$1,951,894      | \$196.04     | 6.5%         | \$207.54 | 162            | 6.7%     |
| 2020 | 386   | \$450.1M | 2.8%      | \$1,451,844      | \$185.54     | 6.9%         | \$184    | 143            | 7.1%     |
| 2019 | 433   | \$811.5M | 5.8%      | \$2,229,276      | \$168        | 6.7%         | \$174.16 | 136            | 7.3%     |
| 2018 | 474   | \$526.6M | 4.5%      | \$1,645,655      | \$153.48     | 6.9%         | \$164.51 | 128            | 7.5%     |
| 2017 | 393   | \$425.6M | 4.3%      | \$1,649,604      | \$158.65     | 6.9%         | \$159.06 | 124            | 7.5%     |
| 2016 | 420   | \$610.8M | 6.4%      | \$1,996,158      | \$139.14     | 7.0%         | \$153.79 | 120            | 7.5%     |
| 2015 | 412   | \$479.6M | 4.9%      | \$1,457,761      | \$130.92     | 6.8%         | \$147.74 | 115            | 7.6%     |
| 2014 | 459   | \$741.7M | 5.7%      | \$2,240,758      | \$166.16     | 7.8%         | \$139.46 | 109            | 7.8%     |
| 2013 | 343   | \$333.1M | 3.9%      | \$1,301,052      | \$115.27     | 8.0%         | \$126.44 | 99             | 8.2%     |
| 2012 | 293   | \$262.5M | 3.6%      | \$1,325,678      | \$127.15     | 8.8%         | \$124.33 | 97             | 8.2%     |

<sup>(1)</sup> 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.

#### **MALLS SALES**

|      |       |         | Completed | Transactions (1) |              |              | Market Pricing Trends (2) |             |          |  |
|------|-------|---------|-----------|------------------|--------------|--------------|---------------------------|-------------|----------|--|
| Year | Deals | Volume  | Turnover  | Avg Price        | Avg Price/SF | Avg Cap Rate | Price/SF                  | Price Index | Cap Rate |  |
| 2027 | -     | -       | -         | -                | -            | -            | \$223.97                  | 189         | 6.5%     |  |
| 2026 | -     | -       | -         | -                | -            | -            | \$224.39                  | 190         | 6.5%     |  |
| 2025 | -     | -       | -         | -                | -            | -            | \$223.23                  | 189         | 6.5%     |  |
| 2024 | -     | -       | -         | -                | -            | -            | \$220.04                  | 186         | 6.5%     |  |
| 2023 | -     | -       | -         | -                | -            | -            | \$215.48                  | 182         | 6.4%     |  |
| YTD  | 1     | \$860K  | 0%        | \$860,000        | -            | -            | \$206.54                  | 174         | 6.3%     |  |
| 2022 | 3     | \$15.1M | 0.3%      | \$5,041,228      | \$670.35     | 5.6%         | \$204.40                  | 173         | 6.3%     |  |
| 2021 | 4     | \$17.5M | 0.6%      | \$4,380,471      | \$371.62     | 5.3%         | \$185.26                  | 157         | 6.5%     |  |
| 2020 | 1     | \$6.7M  | 0%        | \$6,714,738      | \$1,857.98   | 4.3%         | \$162.61                  | 137         | 6.9%     |  |
| 2019 | 4     | \$66.7M | 4.9%      | \$16,662,750     | \$187.65     | -            | \$154.58                  | 131         | 7.1%     |  |
| 2018 | 5     | \$16.8M | 0.6%      | \$3,361,429      | \$356.29     | -            | \$143.80                  | 121         | 7.4%     |  |
| 2017 | -     | -       | -         | -                | -            | -            | \$141.50                  | 120         | 7.4%     |  |
| 2016 | 7     | \$11.3M | 13.4%     | \$1,614,286      | \$12.30      | -            | \$138.95                  | 117         | 7.3%     |  |
| 2015 | 8     | \$39.4M | 5.9%      | \$6,563,746      | \$331.35     | 5.8%         | \$132.05                  | 112         | 7.5%     |  |
| 2014 | 29    | \$390M  | 19.8%     | \$13,449,766     | \$294.95     | -            | \$125.43                  | 106         | 7.7%     |  |
| 2013 | 2     | \$6.4M  | 0.3%      | \$3,190,335      | \$283.79     | 7.7%         | \$114                     | 96          | 8.0%     |  |
| 2012 | 2     | \$6.2M  | 0.4%      | \$3,106,250      | \$228.29     | -            | \$112.34                  | 95          | 8.0%     |  |

<sup>(1)</sup> 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.

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





<sup>(2)</sup> 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**

|      |       |         |          | Market Pricing T |              |              |          |             |          |
|------|-------|---------|----------|------------------|--------------|--------------|----------|-------------|----------|
| Year | Deals | Volume  | Turnover | Avg Price        | Avg Price/SF | Avg Cap Rate | Price/SF | Price Index | Cap Rate |
| 2027 | -     | -       | -        | -                | -            | -            | \$237.24 | 192         | 6.7%     |
| 2026 | -     | -       | -        | -                | -            | -            | \$236.10 | 191         | 6.7%     |
| 2025 | -     | -       | -        | -                | -            | -            | \$233.38 | 189         | 6.7%     |
| 2024 | -     | -       | -        | -                | -            | -            | \$228.58 | 185         | 6.6%     |
| 2023 | -     | -       | -        | -                | -            | -            | \$222.50 | 180         | 6.6%     |
| YTD  | -     | -       | -        | -                | -            | -            | \$213.04 | 173         | 6.5%     |
| 2022 | 8     | \$37.2M | 6.0%     | \$4,653,429      | \$144.72     | 6.8%         | \$211.39 | 171         | 6.5%     |
| 2021 | 14    | \$11.8M | 8.5%     | \$5,900,000      | \$144.34     | 8.4%         | \$194.44 | 158         | 6.6%     |
| 2020 | 3     | \$18M   | 2.3%     | \$6,010,492      | \$183.84     | 5.9%         | \$170.95 | 139         | 7.0%     |
| 2019 | 2     | \$5.2M  | 0.3%     | \$2,575,000      | \$427.42     | -            | \$163.09 | 132         | 7.2%     |
| 2018 | 2     | \$3.1M  | 2.1%     | \$1,530,000      | \$37.51      | -            | \$153.33 | 124         | 7.4%     |
| 2017 | 3     | \$14.5M | 7.2%     | \$4,843,132      | \$56.10      | 5.1%         | \$149.76 | 121         | 7.4%     |
| 2016 | 8     | \$59.9M | 9.4%     | \$7,492,823      | \$177.87     | 6.0%         | \$145.77 | 118         | 7.4%     |
| 2015 | 1     | \$5M    | 0.2%     | \$4,971,787      | \$655.13     | -            | \$140.49 | 114         | 7.5%     |
| 2014 | 1     | \$0     | 0.2%     | -                | -            | -            | \$133.44 | 108         | 7.7%     |
| 2013 | 11    | \$6.8M  | 15.2%    | \$6,800,000      | \$23.97      | -            | \$121.96 | 99          | 8.0%     |
| 2012 | 4     | \$1M    | 0.9%     | \$1,038,000      | \$276.28     | -            | \$120    | 97          | 8.1%     |

<sup>(1)</sup> 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.

#### **NEIGHBORHOOD CENTER SALES**

|      |       |          | Completed | Transactions (1) |              |              | Market   | Pricing Trends | (2)      |
|------|-------|----------|-----------|------------------|--------------|--------------|----------|----------------|----------|
| Year | Deals | Volume   | Turnover  | Avg Price        | Avg Price/SF | Avg Cap Rate | Price/SF | Price Index    | Cap Rate |
| 2027 | -     | -        | -         | -                | -            | -            | \$220.93 | 192            | 6.9%     |
| 2026 | -     | -        | -         | -                | -            | -            | \$220.12 | 191            | 6.9%     |
| 2025 | -     | -        | -         | -                | -            | -            | \$217.80 | 189            | 6.9%     |
| 2024 | -     | -        | -         | -                | -            | -            | \$213.55 | 185            | 6.9%     |
| 2023 | -     | -        | -         | -                | -            | -            | \$208.04 | 181            | 6.8%     |
| YTD  | 1     | \$1.7M   | 0%        | \$1,650,000      | \$172.70     | 6.8%         | \$198.54 | 172            | 6.7%     |
| 2022 | 43    | \$166.2M | 2.3%      | \$4,491,330      | \$287.53     | 6.5%         | \$196.93 | 171            | 6.7%     |
| 2021 | 64    | \$248.3M | 5.0%      | \$5,173,388      | \$182.09     | 6.3%         | \$180.03 | 156            | 6.9%     |
| 2020 | 28    | \$77.2M  | 2.0%      | \$2,967,418      | \$132.62     | 7.2%         | \$158.72 | 138            | 7.3%     |
| 2019 | 73    | \$259.1M | 6.7%      | \$3,925,921      | \$124.94     | 7.8%         | \$151.03 | 131            | 7.5%     |
| 2018 | 52    | \$164.7M | 5.1%      | \$3,921,210      | \$120.38     | 7.0%         | \$142.33 | 124            | 7.7%     |
| 2017 | 54    | \$111.9M | 5.8%      | \$3,858,748      | \$113.95     | 7.3%         | \$138.96 | 121            | 7.7%     |
| 2016 | 66    | \$182.5M | 5.5%      | \$3,967,496      | \$162.28     | 6.9%         | \$136.05 | 118            | 7.6%     |
| 2015 | 44    | \$155.9M | 5.3%      | \$3,803,078      | \$105.69     | 7.0%         | \$130.40 | 113            | 7.8%     |
| 2014 | 45    | \$116.7M | 4.7%      | \$2,845,913      | \$83.47      | 7.6%         | \$125.10 | 109            | 7.9%     |
| 2013 | 52    | \$138.9M | 4.3%      | \$3,472,061      | \$112.63     | 8.1%         | \$113.24 | 98             | 8.3%     |
| 2012 | 29    | \$93.1M  | 3.4%      | \$3,879,237      | \$124.97     | 8.9%         | \$111.80 | 97             | 8.3%     |

<sup>(1)</sup> 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.

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





<sup>(2)</sup> 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

|      |       |         | Completed | Transactions (1) |              |              | Market Pricing Trends |             |          |  |
|------|-------|---------|-----------|------------------|--------------|--------------|-----------------------|-------------|----------|--|
| Year | Deals | Volume  | Turnover  | Avg Price        | Avg Price/SF | Avg Cap Rate | Price/SF              | Price Index | Cap Rate |  |
| 2027 | -     | -       | -         | -                | -            | -            | \$250.34              | 196         | 6.7%     |  |
| 2026 | -     | -       | -         | -                | -            | -            | \$249.42              | 195         | 6.7%     |  |
| 2025 | -     | -       | -         | -                | -            | -            | \$246.81              | 193         | 6.7%     |  |
| 2024 | -     | -       | -         | -                | -            | -            | \$241.99              | 189         | 6.7%     |  |
| 2023 | -     | -       | -         | -                | -            | -            | \$235.82              | 184         | 6.7%     |  |
| YTD  | -     | -       | -         | -                | -            | -            | \$224.81              | 176         | 6.5%     |  |
| 2022 | 32    | \$59.8M | 4.3%      | \$2,134,134      | \$207.89     | 6.7%         | \$222.58              | 174         | 6.6%     |  |
| 2021 | 42    | \$53.6M | 6.0%      | \$1,339,366      | \$122.12     | 11.1%        | \$200.81              | 157         | 6.8%     |  |
| 2020 | 27    | \$43.6M | 3.4%      | \$1,894,843      | \$178.70     | 7.3%         | \$179.92              | 141         | 7.2%     |  |
| 2019 | 27    | \$41M   | 2.9%      | \$1,641,580      | \$191.01     | 7.4%         | \$169.22              | 132         | 7.4%     |  |
| 2018 | 35    | \$32.9M | 4.3%      | \$1,314,455      | \$126.70     | 7.9%         | \$161.20              | 126         | 7.5%     |  |
| 2017 | 43    | \$55.1M | 5.1%      | \$1,967,432      | \$187.04     | 7.4%         | \$155.69              | 122         | 7.6%     |  |
| 2016 | 28    | \$27.4M | 4.0%      | \$1,244,448      | \$101.19     | 8.3%         | \$149.64              | 117         | 7.6%     |  |
| 2015 | 36    | \$39M   | 5.9%      | \$1,498,780      | \$109.80     | 8.2%         | \$145.16              | 113         | 7.7%     |  |
| 2014 | 36    | \$27.4M | 4.8%      | \$979,769        | \$93.36      | 9.5%         | \$135.44              | 106         | 8.0%     |  |
| 2013 | 20    | \$9.7M  | 2.7%      | \$648,336        | \$58.52      | 8.3%         | \$122.88              | 96          | 8.3%     |  |
| 2012 | 21    | \$15.7M | 3.4%      | \$924,274        | \$77.14      | 10.6%        | \$120.62              | 94          | 8.4%     |  |

<sup>(1)</sup> 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.

#### **GENERAL RETAIL SALES**

|      |       |          | Completed | Transactions (1) |              |              | Market Pricing Trends (2) |             |          |
|------|-------|----------|-----------|------------------|--------------|--------------|---------------------------|-------------|----------|
| Year | Deals | Volume   | Turnover  | Avg Price        | Avg Price/SF | Avg Cap Rate | Price/SF                  | Price Index | Cap Rate |
| 2027 | -     | -        | -         | -                | -            | -            | \$291.79                  | 209         | 6.6%     |
| 2026 | -     | -        | -         | -                | -            | -            | \$290.36                  | 208         | 6.6%     |
| 2025 | -     | -        | -         | -                | -            | -            | \$287.08                  | 206         | 6.6%     |
| 2024 | -     | -        | -         | -                | -            | -            | \$281.32                  | 202         | 6.5%     |
| 2023 | -     | -        | -         | -                | -            | -            | \$273.90                  | 197         | 6.5%     |
| YTD  | 8     | \$7.4M   | 0.1%      | \$1,234,417      | \$125.50     | 11.5%        | \$260.97                  | 187         | 6.4%     |
| 2022 | 396   | \$577.8M | 4.8%      | \$1,756,285      | \$313.37     | 5.9%         | \$258.75                  | 186         | 6.4%     |
| 2021 | 445   | \$486.6M | 6.1%      | \$1,497,306      | \$217.21     | 6.1%         | \$232.48                  | 167         | 6.6%     |
| 2020 | 327   | \$304.6M | 3.8%      | \$1,185,179      | \$203.28     | 6.8%         | \$206.83                  | 148         | 7.0%     |
| 2019 | 327   | \$439.5M | 6.3%      | \$1,646,087      | \$202.14     | 6.2%         | \$195.12                  | 140         | 7.2%     |
| 2018 | 380   | \$309.2M | 5.1%      | \$1,256,871      | \$184.61     | 6.8%         | \$184.68                  | 133         | 7.3%     |
| 2017 | 288   | \$239.9M | 3.4%      | \$1,242,876      | \$224.81     | 6.7%         | \$177.22                  | 127         | 7.4%     |
| 2016 | 311   | \$329.7M | 6.1%      | \$1,478,471      | \$189.60     | 6.8%         | \$169.91                  | 122         | 7.4%     |
| 2015 | 323   | \$240.4M | 4.8%      | \$942,567        | \$140.83     | 6.6%         | \$163.39                  | 117         | 7.5%     |
| 2014 | 347   | \$206.4M | 4.8%      | \$889,792        | \$145.51     | 7.5%         | \$152.93                  | 110         | 7.8%     |
| 2013 | 258   | \$171.3M | 3.5%      | \$865,056        | \$144.67     | 7.9%         | \$138.39                  | 99          | 8.1%     |
| 2012 | 237   | \$146.4M | 4.4%      | \$950,776        | \$134.98     | 7.8%         | \$135.76                  | 97          | 8.2%     |

<sup>(1)</sup> 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.

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





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#### **OTHER SALES**

|      |       |        | Completed | Transactions (1) |              |              | Market   | Pricing Trends | (2)      |
|------|-------|--------|-----------|------------------|--------------|--------------|----------|----------------|----------|
| Year | Deals | Volume | Turnover  | Avg Price        | Avg Price/SF | Avg Cap Rate | Price/SF | Price Index    | Cap Rate |
| 2027 | -     | -      | -         | -                | -            | -            | \$230.47 | 181            | 7.1%     |
| 2026 | -     | -      | -         | -                | -            | -            | \$229.14 | 180            | 7.1%     |
| 2025 | -     | -      | -         | -                | -            | -            | \$226.36 | 178            | 7.0%     |
| 2024 | -     | -      | -         | -                | -            | -            | \$221.60 | 174            | 7.0%     |
| 2023 | -     | -      | -         | -                | -            | -            | \$215.50 | 169            | 7.0%     |
| YTD  | -     | -      | -         | -                | -            | -            | \$204.89 | 161            | 6.8%     |
| 2022 | -     | -      | -         | -                | -            | -            | \$205.13 | 161            | 6.8%     |
| 2021 | -     | -      | -         | -                | -            | -            | \$189.50 | 149            | 7.0%     |
| 2020 | -     | -      | -         | -                | -            | -            | \$165.21 | 130            | 7.4%     |
| 2019 | -     | -      | -         | -                | -            | -            | \$160.12 | 126            | 7.5%     |
| 2018 | -     | -      | -         | -                | -            | -            | \$154.31 | 121            | 7.6%     |
| 2017 | 5     | \$4.2M | 10.7%     | \$840,300        | \$52.52      | -            | \$144.86 | 114            | 7.7%     |
| 2016 | -     | -      | -         | -                | -            | -            | \$140.35 | 110            | 7.8%     |
| 2015 | -     | -      | -         | -                | -            | -            | \$133.47 | 105            | 8.0%     |
| 2014 | 1     | \$1.1M | 4.2%      | \$1,100,000      | \$35.43      | -            | \$124.06 | 98             | 8.3%     |
| 2013 | -     | -      | -         | -                | -            | -            | \$129.64 | 102            | 8.3%     |
| 2012 | -     | -      | -         | -                | -            | -            | \$126.69 | 100            | 8.3%     |

<sup>(1)</sup> 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.



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