



Office Submarket Report

Folsom

Sacramento - CA

PREPARED BY



BACON Commercial
Real Estate

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OFFICE SUBMARKET REPORT

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12 Mo Deliveries in SF

0

12 Mo Net Absorption in SF

(339K)

Vacancy Rate

9.5%

12 Mo Rent Growth

2.0%

The Folsom Submarket has historically been one of the most popular suburban office markets in Sacramento. Located 25 miles east of downtown Sacramento, Folsom is also known as one of the most desirable residential locations. However, 2022 saw a number of large-scale move-outs putting significant upward pressure on the vacancy rate, which has increased by 5.7% over the past year, reaching 9.5%, nearly double since 21Q4.

A primary reason for the sudden increase in the vacancy rate was Blue Shield of California's decision to vacate two of the buildings on the campus located on Town Center Boulevard. Both buildings, A and D, are currently vacant as the insurance firm embraces a hybrid real estate strategy.

Fortunately, development has not been a big part of the market narrative for some time, limiting any supply-driven pressure in the market. Over the last five years, a total of 36,000 SF of new buildings have been completed, greatly helping to keep supply limited in a time of rising vacancy..

Rent growth has been high considering the rapid increase in available supply, increasing by 2.0% over the past 12 months. Folsom's asking rate of \$28.00/SF rests above the Sacramento norm of \$27.00/SF.

Sale activity has been slightly better than recent historical norms, with 15 properties trading for a total of \$79.3 million in the past year. Investors, like tenants, are moving toward the middle, with 4 & 5 Star properties accounting for most of that total, posting \$59.7 million. Figures are inflated by a handful of large deals. The aforementioned Blue Shield contraction was a sale-leaseback for the four-building campus for \$49.4 million (\$201/SF).

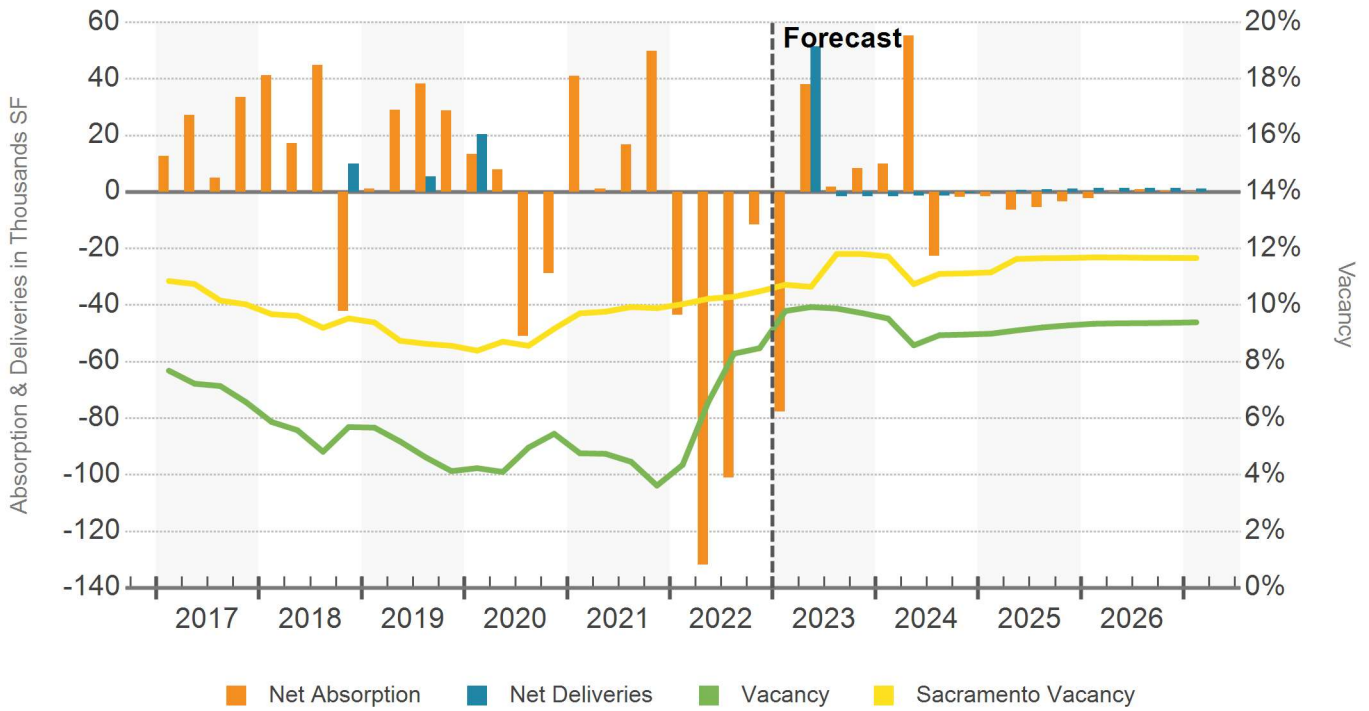
Overall, Folsom's fundamentals are mixed. Sacramento as a whole has had a relatively limited impact from large occupiers vacating large portions of their real estate, and Blue Shield is one of the first. It is clear that Folsom, like much of Sacramento, is entering a transitional period and the absorption on new space on the market will likely be very deliberate.

KEY INDICATORS

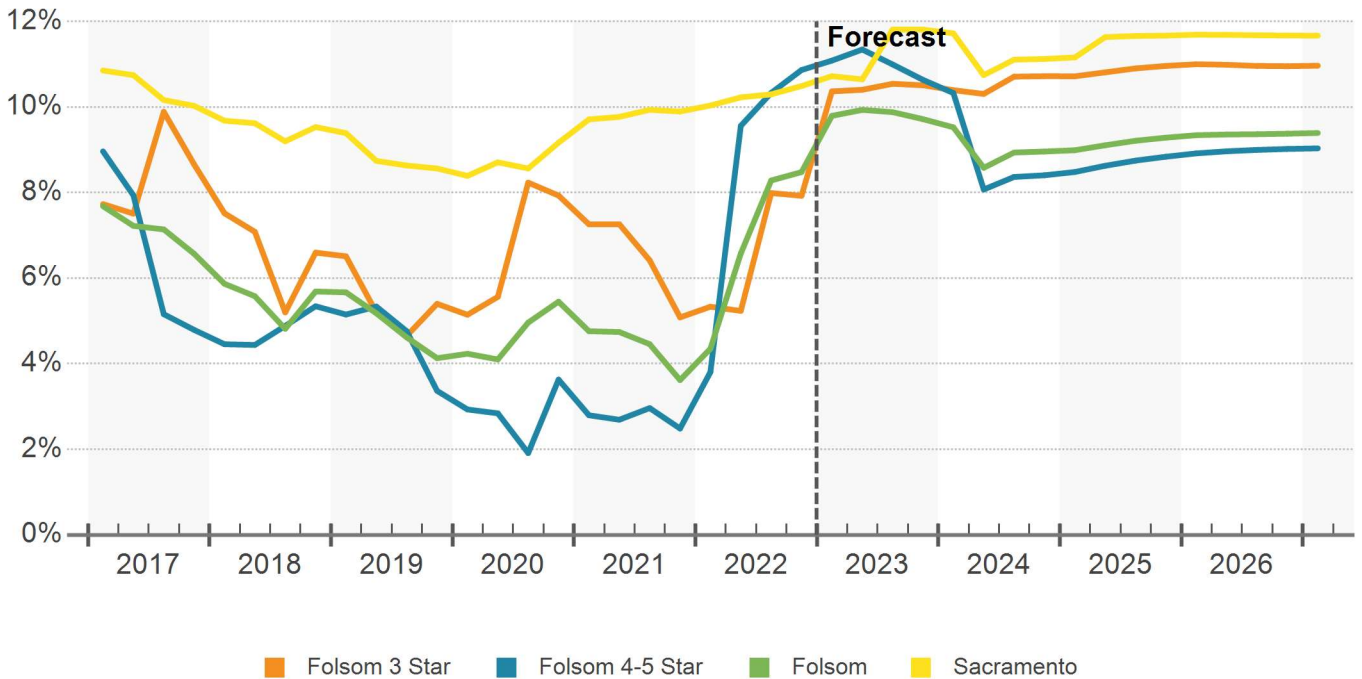
Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	2,333,769	10.9%	\$2.58	9.8%	(1,568)	0	53,000
3 Star	2,872,527	10.1%	\$2.28	16.5%	(61,848)	0	0
1 & 2 Star	718,304	2.9%	\$1.89	45.3%	0	0	0
Submarket	5,924,600	9.5%	\$2.35	17.3%	(63,416)	0	53,000

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	5.7%	9.7%	9.3%	15.9%	2011 Q2	1.9%	1998 Q4
Net Absorption SF	(339K)	121,524	(19,609)	481,302	1999 Q4	(287,929)	2022 Q4
Deliveries SF	0	135,324	16,456	630,522	1999 Q4	0	2022 Q4
Rent Growth	2.0%	1.8%	1.6%	11.1%	2001 Q1	-9.5%	2009 Q3
Sales Volume	\$79.7M	\$52.8M	N/A	\$146.8M	2022 Q3	\$3.9M	2001 Q3

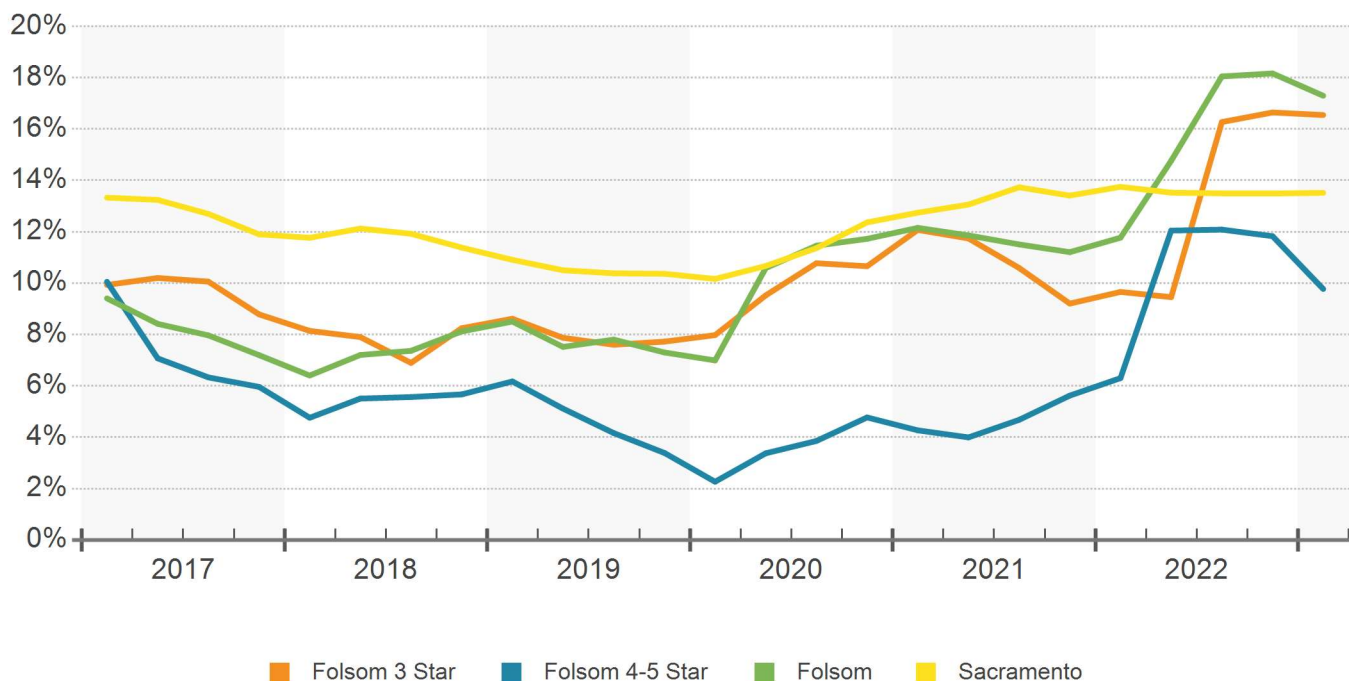
NET ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



AVAILABILITY RATE



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

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
145 Parkshore Dr	★★★★☆	49,138	1	3,236	14.5%	(3,215)
Bldg C2 620 Coolidge Dr	★★★★☆	75,570	4	15,144	16.9%	(8,884)
Broadstone Business Center 50 Iron Point Cir	★★★★☆	48,567	1	1,772	40.9%	(13,195)
1180 Iron Point Rd	★★★★☆	123,000	4	26,304	23.2%	(32,756)
The Ridge at Town Center West 4207 Town Center Blvd	★★★★☆	49,071	1	24,427	80.0%	(49,071)
The Ridge at Town Center West 4201 Town Center Blvd	★★★★☆	49,077	1	49,077	79.7%	(49,077)

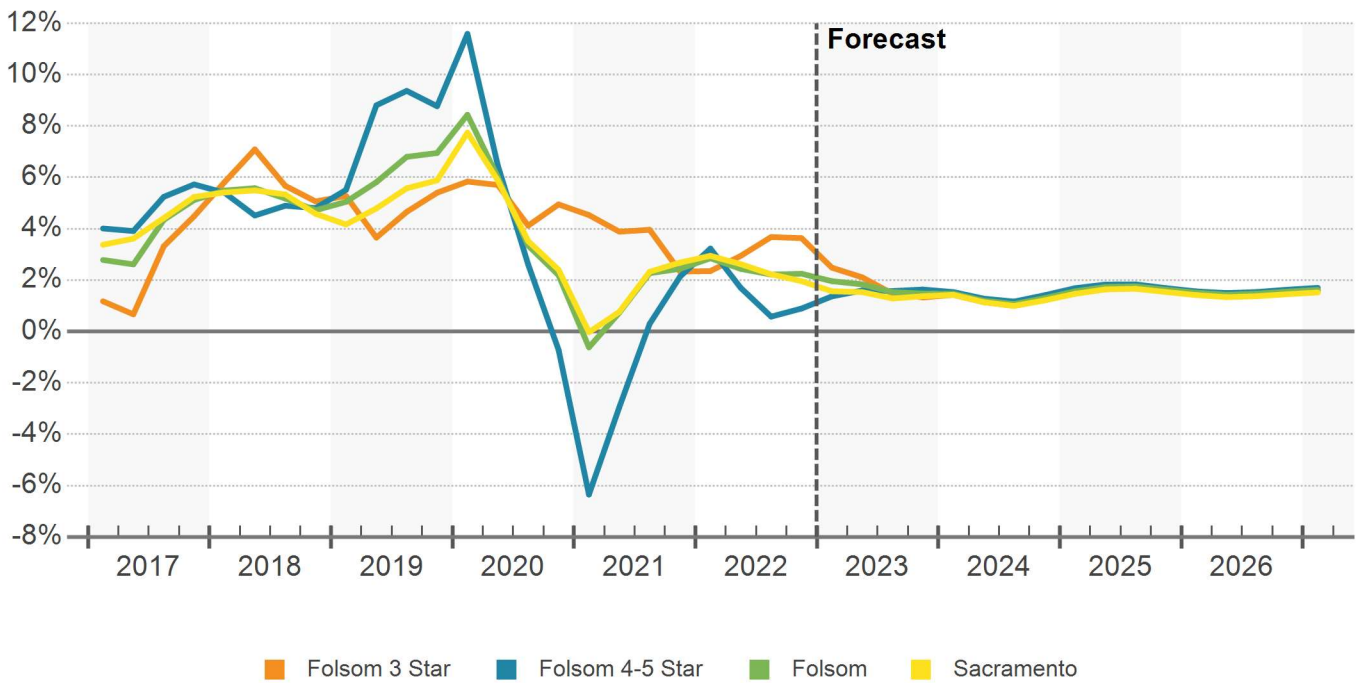
3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
1110 Iron Point Rd	★ ★ ★ ★ ★	35,296	2	22,573	8.9%	7,856
110 Blue Ravine Rd	★ ★ ★ ★ ★	39,912	4	7,973	18.6%	4,174
2350 E Bidwell St	★ ★ ★ ★ ★	3,874	1	1,168	18.0%	3,086
Business Central Folsom 101 Parkshore Dr	★ ★ ★ ★ ★	56,214	6	10,487	8.7%	2,034
21 Natoma Street 21 Natoma St	★ ★ ★ ★ ★	8,148	2	2,319	15.1%	1,912
177 Parkshore Dr	★ ★ ★ ★ ★	2,990	1	575	3.8%	575
2330 E Bidwell St	★ ★ ★ ★ ★	40,000	2	4,587	13.0%	388
Lake Forest Tech Center 80 Blue Ravine Rd	★ ★ ★ ★ ★	44,249	1	3,114	19.7%	66
1665 Creekside Drive 1665 Creekside Dr	★ ★ ★ ★ ★	7,421	1	1,111	0%	0
Riley Professional Center 785 Orchard Dr	★ ★ ★ ★ ★	41,392	3	5,370	1.0%	0
1600 Creekside Dr	★ ★ ★ ★ ★	41,325	2	3,138	2.4%	0
1843 Iron Point Rd, Bldg H 1843 Iron Point Rd	★ ★ ★ ★ ★	5,637	1	2,638	0%	0
Bldg B 1831 Iron Point Rd	★ ★ ★ ★ ★	5,636	1	955	0%	0
Bldg A 1851 Iron Point Rd	★ ★ ★ ★ ★	5,363	1	3,400	50.7%	0
Creekside Professional Center 1568 Creekside Dr	★ ★ ★ ★ ★	24,995	1	1,573	1.3%	0
Bldg 500 13405 Folsom Blvd	★ ★ ★ ★ ★	12,000	5	2,290	16.4%	(400)
College Point Business Center 2600 E Bidwell St	★ ★ ★ ★ ★	40,000	3	5,300	7.5%	(626)
Bldg 700 13405 Folsom Blvd	★ ★ ★ ★ ★	5,000	1	1,100	31.8%	(1,131)
Park Oak Villages I 3820-3840 El Dorado Hills Blvd	★ ★ ★ ★ ★	22,629	2	4,195	22.9%	(1,655)
400 Plaza Dr	★ ★ ★ ★ ★	43,606	1	2,870	9.4%	(2,014)

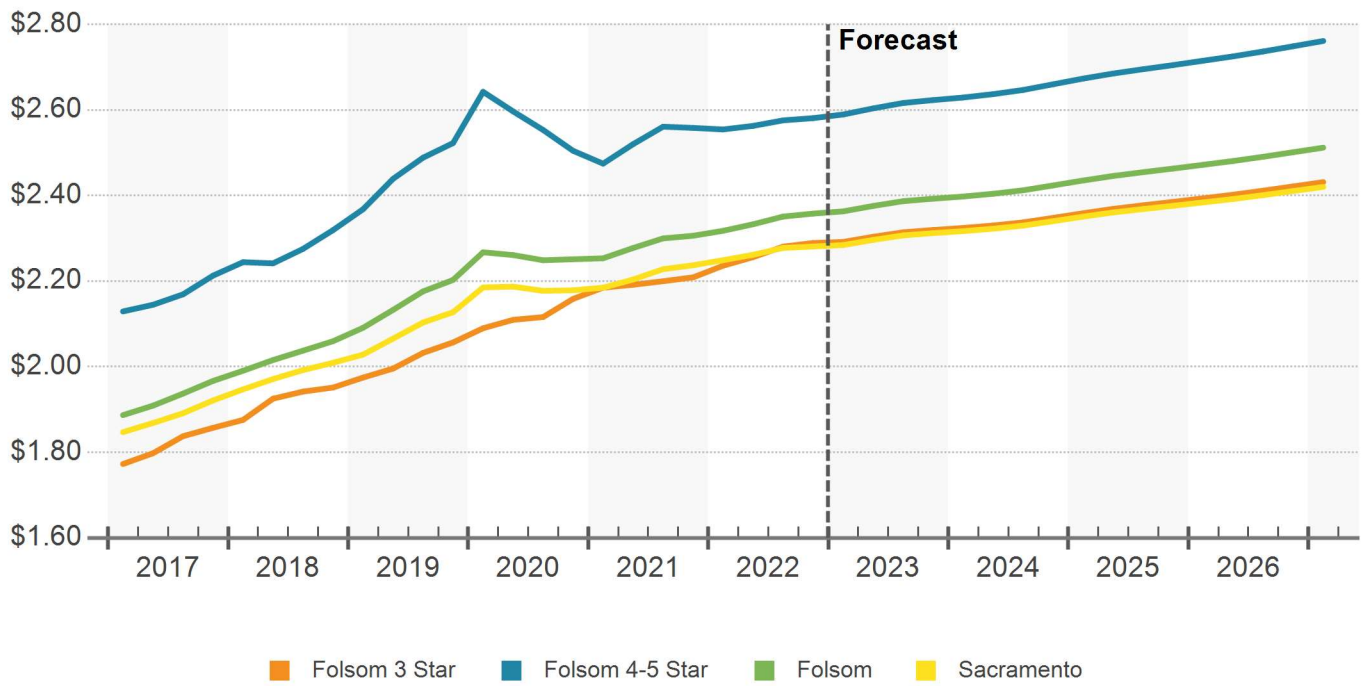
Office rents in Folsom run for about \$28.00/SF gross, which is more or less in line with the metro average. The same is true for 3 Star space, the submarket's most prominent office slice, which at \$27.00/SF is right in line with the metro average for that slice.

Rents in the submarket grew by a moderate 2.0% year over year as of 2023Q1, which was about the same as the annualized average growth rate over the past three years.

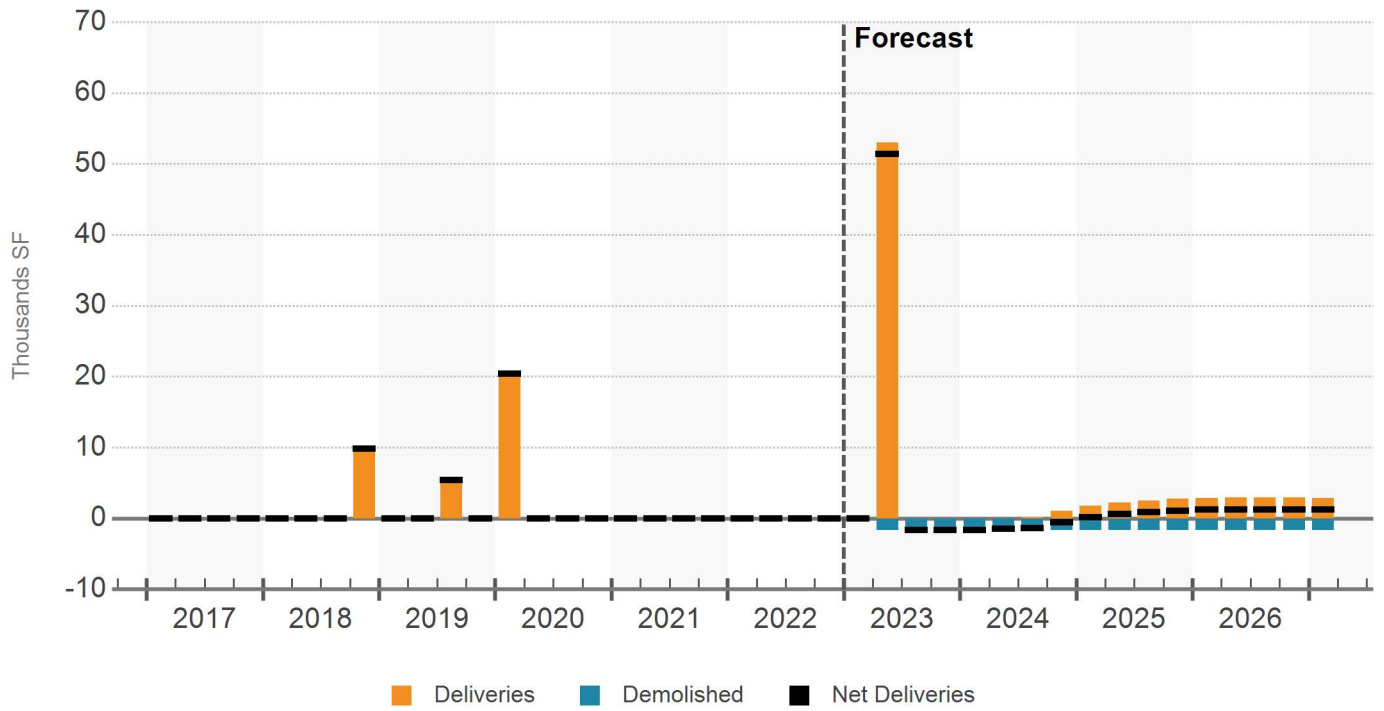
MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



DELIVERIES & DEMOLITIONS



Construction

Folsom Office

All-Time Annual Avg. Square Feet

Delivered Square Feet Past 8 Qtrs

Delivered Square Feet Next 8 Qtrs

Proposed Square Feet Next 8 Qtrs

139,244

0

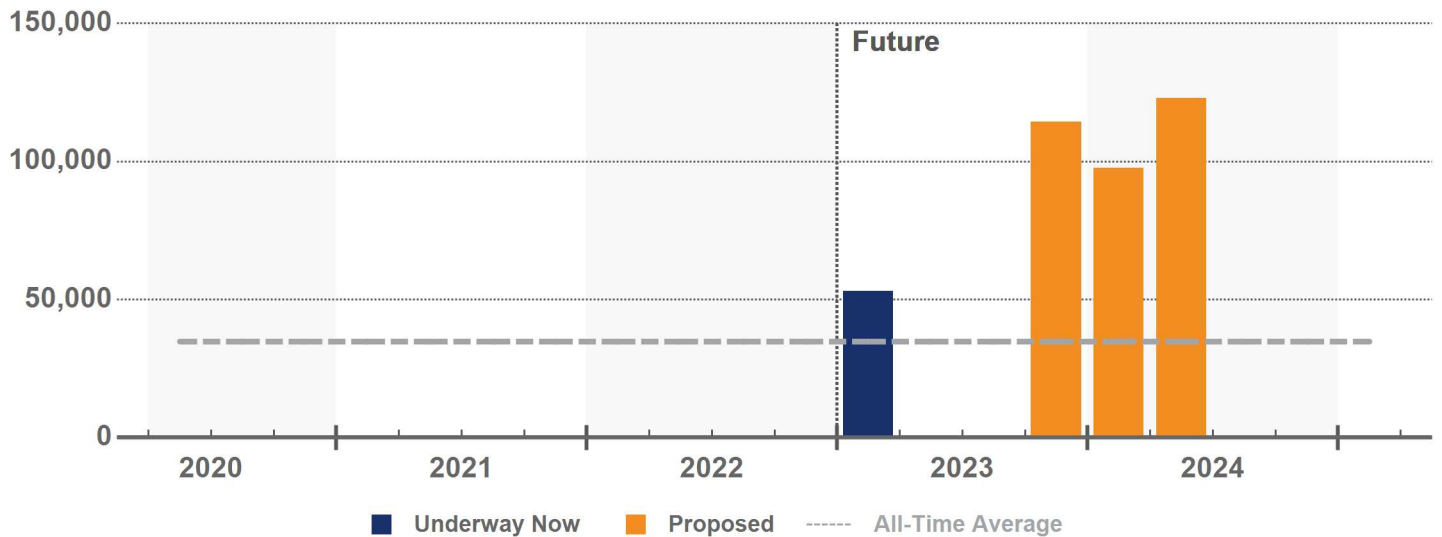
53,000

334,866

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN SQUARE FEET



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 8105 Saratoga Way	★ ★ ★ ★ ★	33,000	2	May 2022	Mar 2023	- Kfg & Four Cs Llc
2 2195 Iron Point Rd	★ ★ ★ ★ ★	20,000	2	Mar 2022	Mar 2023	-

PROPOSED

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 E Bidwell St	★ ★ ★ ★ ★	123,000	-	May 2023	Jun 2024	- The Regents of the University of...
2 Woodmere Rd	★ ★ ★ ★ ★	55,000	-	Feb 2023	Oct 2023	- Inductive Automation
3 Building B 1575 Creekside Dr	★ ★ ★ ★ ★	30,171	3	Feb 2023	Oct 2023	Crossroad Ventures Group William C. Cummings
4 Parcel 4 1 Southpointe Dr	★ ★ ★ ★ ★	24,000	2	Jun 2023	Mar 2024	-
5 1578 Creekside Rd	★ ★ ★ ★ ★	17,775	-	Feb 2023	Oct 2023	-
6 Parcel 9 1 Southpointe Dr	★ ★ ★ ★ ★	16,000	1	Jun 2023	Mar 2024	-
7 Parcel 6 1 Southpointe Dr	★ ★ ★ ★ ★	16,000	2	Jun 2023	Mar 2024	-
8 Parcel 5 1 Southpointe Dr	★ ★ ★ ★ ★	16,000	2	Jun 2023	Mar 2024	-
9 Parcel 7 1 Southpointe Dr	★ ★ ★ ★ ★	10,000	1	Jun 2023	Mar 2024	-
10 Parcel 8 1 Southpointe Dr	★ ★ ★ ★ ★	8,100	1	Jun 2023	Mar 2024	-
11 Parcel 10 1 Southpointe Dr	★ ★ ★ ★ ★	6,600	1	Jun 2023	Dec 2023	-
12 Parcel 1 1 Southpointe Dr	★ ★ ★ ★ ★	4,720	1	Jan 2023	Nov 2023	-
13 Parcel 2 1 Southpointe Dr	★ ★ ★ ★ ★	4,000	1	Jun 2023	Mar 2024	-
14 Parcel 3 1 Southpointe Dr	★ ★ ★ ★ ★	3,500	1	Jun 2023	Mar 2024	-

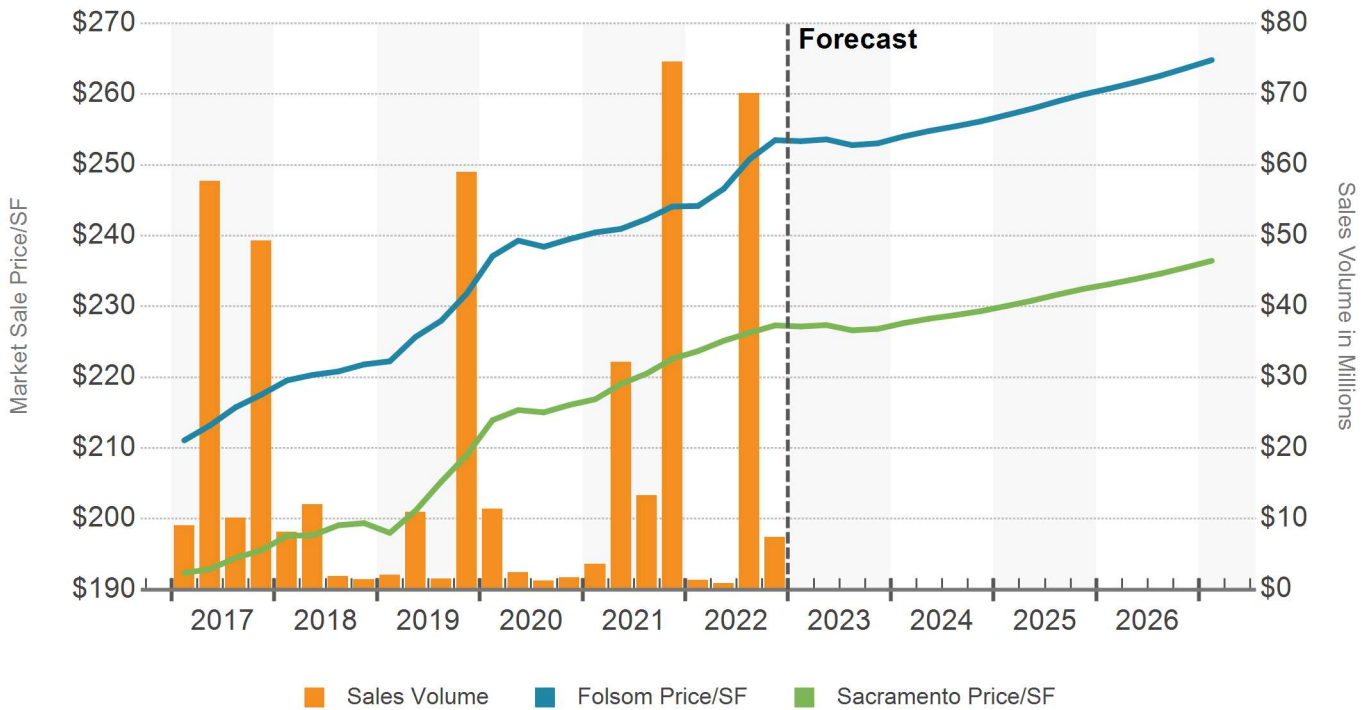
Folsom has recorded solid sales activity, given the poor state of the office market with \$79.3 million in volume across 15 transactions, over the past year. Sales activity has been concentrated in 4 & 5 Star properties, accounting for \$59.7 million of that total. Recent activity handily exceeds the five-year average of \$67.1 million.

Much of that activity came from a single transaction, the purchase of the four-building Blue Shield of California campus by ProEquity Asset Management for \$49.36 million (\$201 / SF). Blue Shield will remain as a tenant in two of the buildings totaling around 60% of the square footage of the deal.

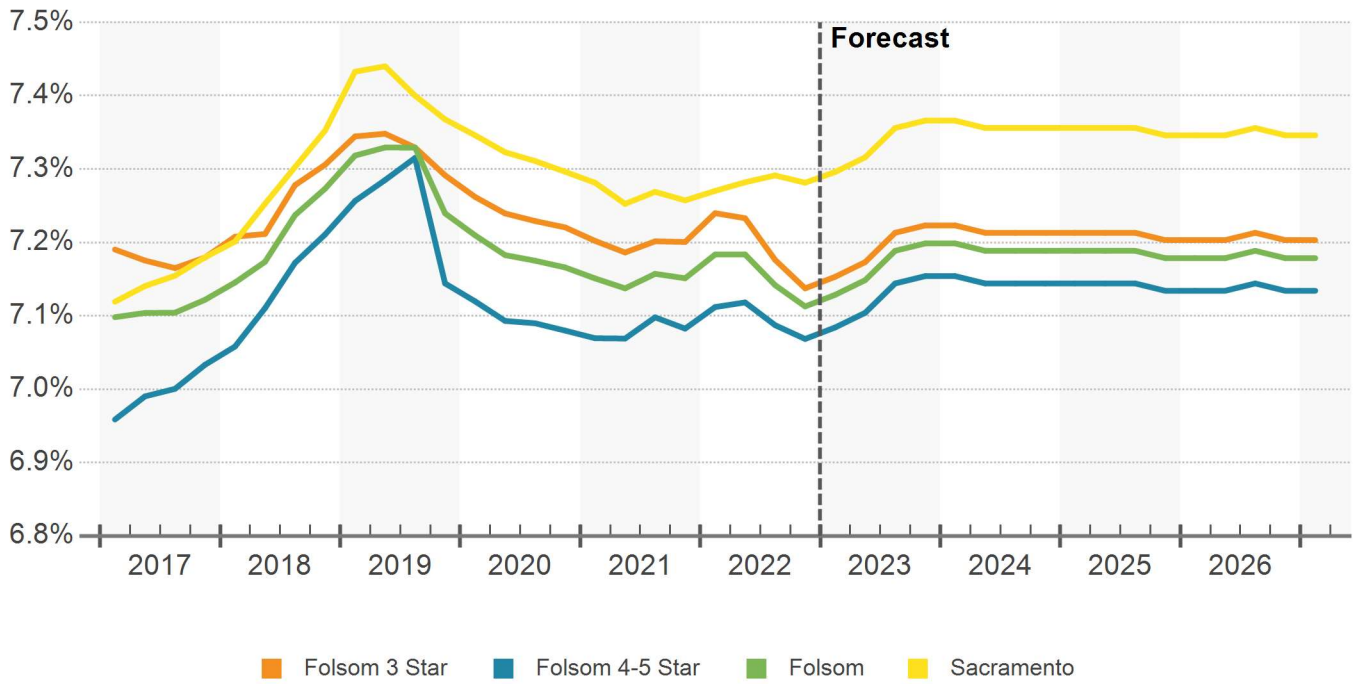
Average pricing of \$250/SF is still better than the Sacramento average of \$230/SF but has not moved much from the three-year average of \$240/SF. However, comp data has yet to capture the impact of interest rate increases on the market, which is expected to be significant and start to show in the second half of 2023.

As people relocated to the Sacramento region, Folsom was one of the preferred destinations. However, the long-term position of the office asset class is still in doubt and rising interest rates will only slow transactions going forward as buying power becomes more constrained. Remote work and increasing debt costs are expected to have significant impact on the office sector.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Folsom Office

Sale Comparables

15

Avg. Cap Rate

6.0%

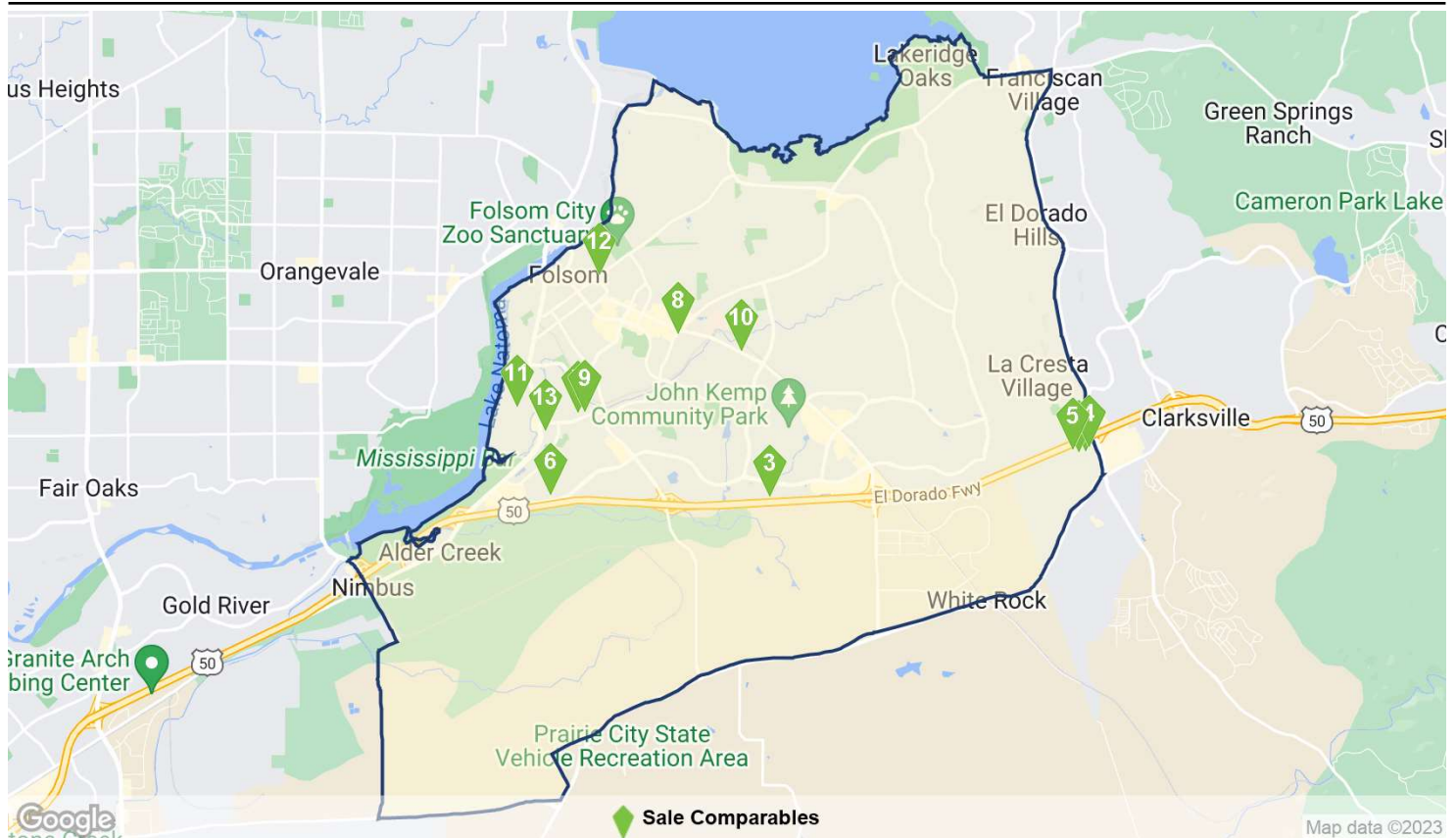
Avg. Price/SF

\$257

Avg. Vacancy At Sale

19.8%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$850,000	\$6,639,333	\$6,225,000	\$16,443,415
Price/SF	\$194	\$257	\$360	\$529
Cap Rate	6.0%	6.0%	6.0%	6.0%
Time Since Sale in Months	1.9	6.3	5.5	10.0
Property Attributes	Low	Average	Median	High
Building SF	2,238	25,879	13,636	76,701
Stories	1	1	1	2
Typical Floor SF	2,238	14,838	10,567	38,351
Vacancy Rate At Sale	0%	19.8%	0%	100%
Year Built	1936	1997	2001	2023
Star Rating	★★★★★	★★★★★ 3.4	★★★★★	★★★★★

Sales Past 12 Months

Folsom Office

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 Blue Shield of California... 4205 Town Center Blvd	★★★★★	2001	76,701	0%	8/12/2022	\$16,443,415	\$214	-
2 Blue Shield of California... 4203 Town Center Blvd	★★★★★	2001	70,133	0%	8/12/2022	\$13,613,400	\$194	-
3 2195 Iron Point Rd	★★★★★	2023	20,000	0%	9/20/2022	\$10,386,000	\$519	-
4 The Ridge at Town Cent... 4207 Town Center Blvd	★★★★★	2001	49,071	100%	8/12/2022	\$9,648,985	\$197	-
5 The Ridge at Town Cent... 4201 Town Center Blvd	★★★★★	2001	49,077	100%	8/12/2022	\$9,594,200	\$195	-
6 1050 Iron Point Rd	★★★★★	1992	16,138	0%	11/30/2022	\$7,400,000	\$459	-
7 Bldg A 210 Blue Ravine Rd	★★★★★	2007	11,133	0%	7/26/2022	\$5,050,000	\$454	-
8 1201 E Bidwell St	★★★★★	1993	5,296	0%	9/8/2022	\$2,800,000	\$529	6.0%
9 Bldg C 230 Blue Ravine Rd	★★★★★	2006	3,900	0%	9/14/2022	\$1,618,500	\$415	-
10 2350 E Bidwell St	★★★★★	2000	3,874	29.6%	3/29/2022	\$1,317,500	\$340	-
11 153 Parkshore Dr	★★★★★	2007	2,989	0%	7/22/2022	\$950,000	\$318	-
12 305 Natoma St	★★★★★	1936	2,238	0%	5/26/2022	\$850,000	\$380	-
13 Folsom Professional Ce... 193 Blue Ravine Rd	★★★★★	2005	4,134	0%	4/29/2022	-	-	-
13 Folsom Professional Ce... 193 Blue Ravine Rd	★★★★★	2005	4,177	0%	4/29/2022	-	-	-
13 Folsom Professional Ce... 193 Blue Ravine Rd	★★★★★	2005	1,529	0%	4/29/2022	-	-	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	5,979,705	4,546	0.1%	1,964	0%	2.3
2026	5,975,159	4,960	0.1%	(769)	0%	-
2025	5,970,199	2,616	0%	(16,912)	-0.3%	-
2024	5,967,583	(5,118)	-0.1%	40,657	0.7%	-
2023	5,972,701	48,101	0.8%	(29,777)	-0.5%	-
YTD	5,924,600	0	0%	(63,416)	-1.1%	-
2022	5,924,600	0	0%	(287,929)	-4.9%	-
2021	5,924,600	0	0%	108,562	1.8%	0
2020	5,924,600	20,371	0.3%	(58,669)	-1.0%	-
2019	5,904,229	5,363	0.1%	97,029	1.6%	0.1
2018	5,898,866	9,816	0.2%	61,129	1.0%	0.2
2017	5,889,050	0	0%	78,043	1.3%	0
2016	5,889,050	20,704	0.4%	309,081	5.2%	0.1
2015	5,868,346	7,891	0.1%	(54,862)	-0.9%	-
2014	5,860,455	23,527	0.4%	12,608	0.2%	1.9
2013	5,836,928	5,636	0.1%	44,360	0.8%	0.1
2012	5,831,292	80,393	1.4%	146,457	2.5%	0.5
2011	5,750,899	5,208	0.1%	29,057	0.5%	0.2

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	2,420,231	11,279	0.5%	9,662	0.4%	1.2
2026	2,408,952	11,647	0.5%	6,214	0.3%	1.9
2025	2,397,305	9,244	0.4%	(1,974)	-0.1%	-
2024	2,388,061	1,292	0.1%	54,370	2.3%	0
2023	2,386,769	53,000	2.3%	52,737	2.2%	1.0
YTD	2,333,769	0	0%	(1,568)	-0.1%	-
2022	2,333,769	0	0%	(195,484)	-8.4%	-
2021	2,333,769	0	0%	26,670	1.1%	0
2020	2,333,769	0	0%	(6,115)	-0.3%	-
2019	2,333,769	0	0%	46,129	2.0%	0
2018	2,333,769	0	0%	(12,903)	-0.6%	-
2017	2,333,769	0	0%	102,482	4.4%	0
2016	2,333,769	0	0%	42,650	1.8%	0
2015	2,333,769	0	0%	(97,891)	-4.2%	-
2014	2,333,769	0	0%	105,288	4.5%	0
2013	2,333,769	0	0%	(4,101)	-0.2%	-
2012	2,333,769	0	0%	28,491	1.2%	0
2011	2,333,769	0	0%	(34,987)	-1.5%	-

Supply & Demand Trends

Folsom Office

3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	2,872,527	0	0%	(656)	0%	-
2026	2,872,527	0	0%	179	0%	0
2025	2,872,527	0	0%	(6,906)	-0.2%	-
2024	2,872,527	0	0%	(6,104)	-0.2%	-
2023	2,872,527	0	0%	(74,141)	-2.6%	-
YTD	2,872,527	0	0%	(61,848)	-2.2%	-
2022	2,872,527	0	0%	(81,629)	-2.8%	-
2021	2,872,527	0	0%	81,777	2.8%	0
2020	2,872,527	20,371	0.7%	(53,392)	-1.9%	-
2019	2,852,156	5,363	0.2%	39,116	1.4%	0.1
2018	2,846,793	9,816	0.3%	67,657	2.4%	0.1
2017	2,836,977	0	0%	(19,239)	-0.7%	-
2016	2,836,977	20,704	0.7%	265,864	9.4%	0.1
2015	2,816,273	7,891	0.3%	34,862	1.2%	0.2
2014	2,808,382	23,527	0.8%	(88,117)	-3.1%	-
2013	2,784,855	5,636	0.2%	37,120	1.3%	0.2
2012	2,779,219	80,393	3.0%	113,164	4.1%	0.7
2011	2,698,826	5,208	0.2%	18,620	0.7%	0.3

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	686,947	(6,733)	-1.0%	(7,042)	-1.0%	-
2026	693,680	(6,687)	-1.0%	(7,162)	-1.0%	-
2025	700,367	(6,628)	-0.9%	(8,032)	-1.1%	-
2024	706,995	(6,410)	-0.9%	(7,609)	-1.1%	-
2023	713,405	(4,899)	-0.7%	(8,373)	-1.2%	-
YTD	718,304	0	0%	-	-	-
2022	718,304	0	0%	(10,816)	-1.5%	-
2021	718,304	0	0%	115	0%	0
2020	718,304	0	0%	838	0.1%	0
2019	718,304	0	0%	11,784	1.6%	0
2018	718,304	0	0%	6,375	0.9%	0
2017	718,304	0	0%	(5,200)	-0.7%	-
2016	718,304	0	0%	567	0.1%	0
2015	718,304	0	0%	8,167	1.1%	0
2014	718,304	0	0%	(4,563)	-0.6%	-
2013	718,304	0	0%	11,341	1.6%	0
2012	718,304	0	0%	4,802	0.7%	0
2011	718,304	0	0%	45,424	6.3%	0

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$2.54	123	1.7%	7.9%	562,796	9.4%	0%
2026	\$2.50	121	1.6%	6.1%	560,085	9.4%	0.1%
2025	\$2.46	119	1.6%	4.5%	554,135	9.3%	0.3%
2024	\$2.42	118	1.3%	2.8%	534,520	9.0%	-0.8%
2023	\$2.39	116	1.5%	1.5%	580,178	9.7%	1.2%
YTD	\$2.35	114	2.0%	-0.1%	565,627	9.5%	1.1%
2022	\$2.36	114	2.2%	0%	502,211	8.5%	4.9%
2021	\$2.31	112	2.4%	-2.2%	214,282	3.6%	-1.8%
2020	\$2.25	109	2.2%	-4.5%	322,844	5.4%	1.3%
2019	\$2.20	107	6.9%	-6.6%	243,804	4.1%	-1.6%
2018	\$2.06	100	4.7%	-12.6%	335,470	5.7%	-0.9%
2017	\$1.97	95	5.1%	-16.6%	386,783	6.6%	-1.3%
2016	\$1.87	91	3.4%	-20.6%	464,826	7.9%	-4.9%
2015	\$1.81	88	7.8%	-23.2%	753,203	12.8%	1.1%
2014	\$1.68	81	0.3%	-28.8%	690,450	11.8%	0.1%
2013	\$1.67	81	2.0%	-29.0%	679,531	11.6%	-0.7%
2012	\$1.64	80	-2.0%	-30.4%	718,255	12.3%	-1.3%
2011	\$1.67	81	-5.1%	-29.0%	784,319	13.6%	-0.4%

4 & 5 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$2.80	126	1.8%	8.4%	218,790	9.0%	0%
2026	\$2.75	123	1.6%	6.5%	217,218	9.0%	0.2%
2025	\$2.70	121	1.7%	4.8%	211,824	8.8%	0.4%
2024	\$2.66	119	1.4%	3.1%	200,651	8.4%	-2.2%
2023	\$2.62	118	1.6%	1.6%	253,750	10.6%	-0.2%
YTD	\$2.58	116	0.9%	-0.1%	255,054	10.9%	0.1%
2022	\$2.58	116	0.9%	0%	253,486	10.9%	8.4%
2021	\$2.56	115	2.1%	-0.9%	58,002	2.5%	-1.1%
2020	\$2.50	112	-0.7%	-3.0%	84,672	3.6%	0.3%
2019	\$2.52	113	8.8%	-2.3%	78,557	3.4%	-2.0%
2018	\$2.32	104	4.8%	-10.1%	124,686	5.3%	0.6%
2017	\$2.21	99	5.7%	-14.3%	111,783	4.8%	-4.4%
2016	\$2.09	94	3.6%	-18.9%	214,265	9.2%	-1.8%
2015	\$2.02	91	10.0%	-21.7%	256,915	11.0%	4.2%
2014	\$1.84	82	-1.8%	-28.9%	159,024	6.8%	-4.5%
2013	\$1.87	84	2.7%	-27.6%	264,312	11.3%	0.2%
2012	\$1.82	82	-2.0%	-29.5%	260,211	11.1%	-1.2%
2011	\$1.86	83	-3.7%	-28.0%	288,702	12.4%	1.5%

3 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$2.46	121	1.7%	7.5%	315,231	11.0%	0%
2026	\$2.42	119	1.5%	5.8%	314,575	11.0%	0%
2025	\$2.39	117	1.6%	4.2%	314,754	11.0%	0.2%
2024	\$2.35	115	1.2%	2.6%	307,848	10.7%	0.2%
2023	\$2.32	114	1.3%	1.3%	301,744	10.5%	2.6%
YTD	\$2.28	112	3.1%	-0.2%	289,449	10.1%	2.2%
2022	\$2.29	112	3.6%	0%	227,601	7.9%	2.8%
2021	\$2.21	108	2.3%	-3.5%	145,972	5.1%	-2.8%
2020	\$2.16	106	4.9%	-5.7%	227,749	7.9%	2.5%
2019	\$2.06	101	5.4%	-10.2%	153,986	5.4%	-1.2%
2018	\$1.95	96	5.1%	-14.8%	187,739	6.6%	-2.1%
2017	\$1.86	91	4.5%	-18.9%	245,580	8.7%	0.7%
2016	\$1.78	87	2.7%	-22.3%	226,341	8.0%	-8.8%
2015	\$1.73	85	6.3%	-24.4%	471,501	16.7%	-1.0%
2014	\$1.63	80	1.8%	-28.9%	498,472	17.7%	3.9%
2013	\$1.60	79	2.0%	-30.1%	386,828	13.9%	-1.2%
2012	\$1.57	77	-2.7%	-31.5%	418,312	15.1%	-1.7%
2011	\$1.61	79	-7.1%	-29.7%	451,083	16.7%	-0.5%

1 & 2 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$2.03	126	1.5%	7.2%	28,775	4.2%	0.1%
2026	\$2	124	1.4%	5.6%	28,292	4.1%	0.1%
2025	\$1.97	123	1.5%	4.2%	27,557	3.9%	0.3%
2024	\$1.94	121	1.2%	2.6%	26,021	3.7%	0.2%
2023	\$1.92	119	1.5%	1.5%	24,684	3.5%	0.5%
YTD	\$1.89	118	1.7%	-0.1%	21,124	2.9%	0%
2022	\$1.89	118	1.8%	0%	21,124	2.9%	1.5%
2021	\$1.86	116	4.4%	-1.8%	10,308	1.4%	0%
2020	\$1.78	111	3.2%	-5.9%	10,423	1.5%	-0.1%
2019	\$1.72	107	5.7%	-8.8%	11,261	1.6%	-1.6%
2018	\$1.63	101	2.7%	-13.8%	23,045	3.2%	-0.9%
2017	\$1.59	99	5.3%	-16.1%	29,420	4.1%	0.7%
2016	\$1.51	94	5.4%	-20.3%	24,220	3.4%	-0.1%
2015	\$1.43	89	5.5%	-24.4%	24,787	3.5%	-1.1%
2014	\$1.36	84	3.0%	-28.3%	32,954	4.6%	0.6%
2013	\$1.32	82	-1.5%	-30.4%	28,391	4.0%	-1.6%
2012	\$1.34	83	0.7%	-29.3%	39,732	5.5%	-0.7%
2011	\$1.33	83	-1.3%	-29.8%	44,534	6.2%	-6.3%

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$268.24	141	7.2%
2026	-	-	-	-	-	-	\$263.69	139	7.2%
2025	-	-	-	-	-	-	\$259.96	137	7.2%
2024	-	-	-	-	-	-	\$256.15	135	7.2%
2023	-	-	-	-	-	-	\$253.05	133	7.2%
YTD	-	-	-	-	-	-	\$254.06	134	7.1%
2022	15	\$79.7M	5.4%	\$6,639,333	\$256.55	6.0%	\$253.49	133	7.1%
2021	30	\$123.6M	8.8%	\$4,942,558	\$239.81	6.2%	\$244.12	128	7.2%
2020	10	\$16.8M	1.2%	\$1,865,166	\$259.09	5.9%	\$239.53	126	7.2%
2019	17	\$73.4M	6.1%	\$5,648,808	\$209.08	5.7%	\$231.85	122	7.2%
2018	19	\$23.5M	2.0%	\$1,675,893	\$210.52	7.0%	\$221.83	117	7.3%
2017	27	\$126.1M	11.3%	\$4,671,621	\$189.19	6.3%	\$217.55	114	7.1%
2016	17	\$84.1M	6.0%	\$4,947,706	\$239.17	5.9%	\$210.10	110	7.1%
2015	11	\$39.4M	5.1%	\$4,377,167	\$150.52	7.4%	\$198.31	104	7.2%
2014	12	\$25.6M	3.2%	\$2,130,333	\$136.19	7.4%	\$190.79	100	7.2%
2013	26	\$63.1M	7.1%	\$2,743,601	\$173.83	7.0%	\$185.21	97	7.3%
2012	11	\$8.3M	2.8%	\$1,184,071	\$119.35	-	\$178.76	94	7.5%

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

4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$277.49	132	7.1%
2026	-	-	-	-	-	-	\$272.57	130	7.1%
2025	-	-	-	-	-	-	\$268.56	128	7.1%
2024	-	-	-	-	-	-	\$264.50	126	7.1%
2023	-	-	-	-	-	-	\$261.07	124	7.2%
YTD	-	-	-	-	-	-	\$261.86	125	7.1%
2022	5	\$59.7M	11.4%	\$11,937,200	\$225.25	-	\$261.20	125	7.1%
2021	3	\$58.2M	9.2%	\$19,408,458	\$271.91	-	\$253.55	121	7.1%
2020	-	-	-	-	-	-	\$249	119	7.1%
2019	2	\$55.6M	11.1%	\$27,800,000	\$215.36	6.3%	\$242.01	115	7.1%
2018	1	\$7.8M	2.1%	\$7,770,000	\$159.99	-	\$235.87	112	7.2%
2017	4	\$55M	14.4%	\$13,745,485	\$163.09	-	\$232.58	111	7.0%
2016	1	\$51.5M	5.2%	\$51,500,000	\$424.29	5.8%	\$228.67	109	6.9%
2015	1	\$28.1M	6.4%	\$28,100,000	\$186.90	7.8%	\$217.17	104	7.1%
2014	-	-	-	-	-	-	\$211.08	101	7.0%
2013	1	\$19.3M	4.3%	\$19,335,000	\$193.18	-	\$205.64	98	7.1%
2012	-	-	-	-	-	-	\$199.37	95	7.3%

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3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$266.52	146	7.2%
2026	-	-	-	-	-	-	\$262.06	143	7.2%
2025	-	-	-	-	-	-	\$258.40	141	7.2%
2024	-	-	-	-	-	-	\$254.64	139	7.2%
2023	-	-	-	-	-	-	\$251.69	138	7.2%
YTD	-	-	-	-	-	-	\$252.86	138	7.1%
2022	10	\$20M	1.9%	\$2,855,143	\$438.60	6.0%	\$252.36	138	7.1%
2021	23	\$58M	9.4%	\$3,221,561	\$219.63	6.2%	\$241.09	132	7.2%
2020	9	\$16.1M	2.4%	\$2,017,061	\$255.56	5.9%	\$237.26	130	7.2%
2019	13	\$14.8M	3.0%	\$1,647,167	\$196.56	-	\$229.60	125	7.3%
2018	13	\$15.1M	2.1%	\$1,258,333	\$253.01	7.2%	\$216.49	118	7.3%
2017	19	\$64.8M	11.0%	\$3,409,833	\$208.19	6.4%	\$211.19	115	7.2%
2016	12	\$30.6M	7.3%	\$2,546,000	\$146.56	5.9%	\$202.07	110	7.2%
2015	6	\$9.2M	3.9%	\$1,840,900	\$95.01	7.0%	\$190.04	104	7.3%
2014	9	\$21.2M	6.1%	\$2,359,444	\$124.72	7.6%	\$183.30	100	7.2%
2013	19	\$34.8M	9.6%	\$2,046,049	\$158.53	7.0%	\$177.65	97	7.4%
2012	9	\$7.9M	5.0%	\$1,310,583	\$117.46	-	\$170.17	93	7.5%

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1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$244.38	158	7.2%
2026	-	-	-	-	-	-	\$240.68	155	7.2%
2025	-	-	-	-	-	-	\$237.63	153	7.2%
2024	-	-	-	-	-	-	\$234.41	151	7.2%
2023	-	-	-	-	-	-	\$231.88	150	7.2%
YTD	-	-	-	-	-	-	\$232.91	150	7.2%
2022	-	-	-	-	-	-	\$232.40	150	7.2%
2021	4	\$7.4M	5.2%	\$1,837,621	\$198.14	-	\$224.91	145	7.2%
2020	1	\$650K	0.2%	\$650,000	\$394.66	-	\$217.15	140	7.2%
2019	2	\$3M	2.5%	\$1,505,000	\$170.69	4.7%	\$207.07	134	7.3%
2018	5	\$592.5K	1.5%	\$592,500	\$185.16	6.5%	\$196.50	127	7.3%
2017	4	\$6.4M	2.6%	\$1,591,250	\$346.24	6.0%	\$193.04	125	7.2%
2016	4	\$2.1M	3.0%	\$514,750	\$94.27	6.4%	\$180.48	117	7.2%
2015	4	\$2.1M	5.3%	\$696,667	\$144.12	-	\$168.76	109	7.3%
2014	3	\$4.3M	2.4%	\$1,443,000	\$248.09	7.0%	\$153.34	99	7.5%
2013	6	\$9M	6.6%	\$1,797,000	\$206.40	-	\$147.54	95	7.6%
2012	2	\$425K	3.7%	\$425,000	\$170	-	\$144.63	93	7.7%

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