



Office Submarket Report

Midtown

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

(601)

Vacancy Rate

8.1%

12 Mo Rent Growth

0.6%

Midtown is one of Sacramento's largest office submarkets, but unlike in neighboring Downtown, this area consists almost exclusively of smaller, low-rise buildings. Government and healthcare tenants, as in many parts of the metro, are some of the largest occupiers here, but before the coronavirus pandemic, Midtown was making headlines for its resurgence in apartment demand and construction, thanks to ongoing additions of restaurants, breweries and nightlife.

Office fundamentals are typically healthy. The vacancy rate historically sits well below the metro average, and the mark has been largely unchanged since the onset of

the virus. However, the tight occupancy levels are more attributable to a lack of new inventory as opposed to strong demand. The Ice Blocks redevelopment is one of the only projects to deliver here since 2010. Rents, while pricier than the metro average, go for a discount compared to Downtown.

Activity in the local sales market has picked up. Last year, only seven properties changed hands, but that figure has already been matched in 2021. Thanks to the smaller scale of product here, annual investment volume often trails that of many metro areas.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	1,115,361	1.5%	\$2.76	3.7%	0	0	0
3 Star	2,219,626	10.9%	\$2.40	29.8%	(4,140)	0	0
1 & 2 Star	1,893,200	8.7%	\$1.89	8.3%	(1,525)	0	0
Submarket	5,228,187	8.1%	\$2.29	16.5%	(5,665)	0	0

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0%	7.4%	7.9%	10.8%	2008 Q3	5.0%	2002 Q3
Net Absorption SF	(601)	7,058	3,448	311,645	2004 Q2	(258,397)	2003 Q3
Deliveries SF	0	27,966	256	248,118	2004 Q3	0	2021 Q2
Rent Growth	0.6%	2.0%	1.9%	9.0%	2001 Q1	-9.0%	2009 Q3
Sales Volume	\$24.5M	\$26.5M	N/A	\$123.2M	2016 Q1	\$4M	2011 Q1

In contrast to the wider metro, Midtown office vacancies have been relatively stable since the start of the coronavirus pandemic. As of 21Q2, the vacancy rate was similar to the 3-year average of 7.9%, and approximately 200 basis points below the Sacramento norm.

Still, recent demand has been limited, which is not atypical for Midtown. In the past decade, annual net absorption was below 40,000 SF in most years, and on several occasions demand landed in negative territory, including as recently as 2018.

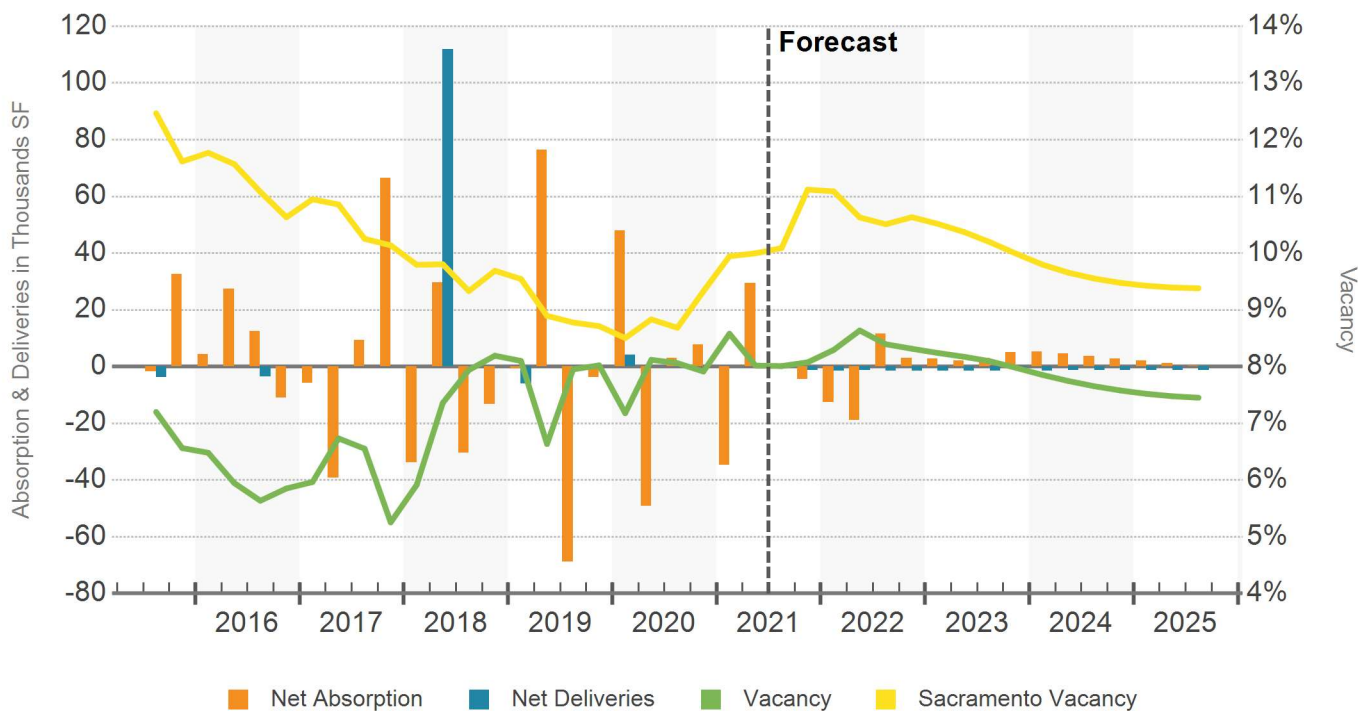
Government and healthcare principally drive office requirements, but outsized tenant footprints are uncommon. The overwhelming majority of company's occupy less than 5,000 SF, as this submarket does not generally offer large-scale product as in the neighboring Downtown. Only nine properties measure at least 100,000 SF, and furthermore, high-end product is scarce—just eight buildings, or approximately 20% of inventory, are 4 & 5 Star. As a result, large regional and national firms do not have a major submarket presence.

One of the few exceptions is the multinational engineering firm AECOM. Other large tenants includes the State of California, California Department of Transportation, The Department of Human Assistance, and Sutter Medical Group.

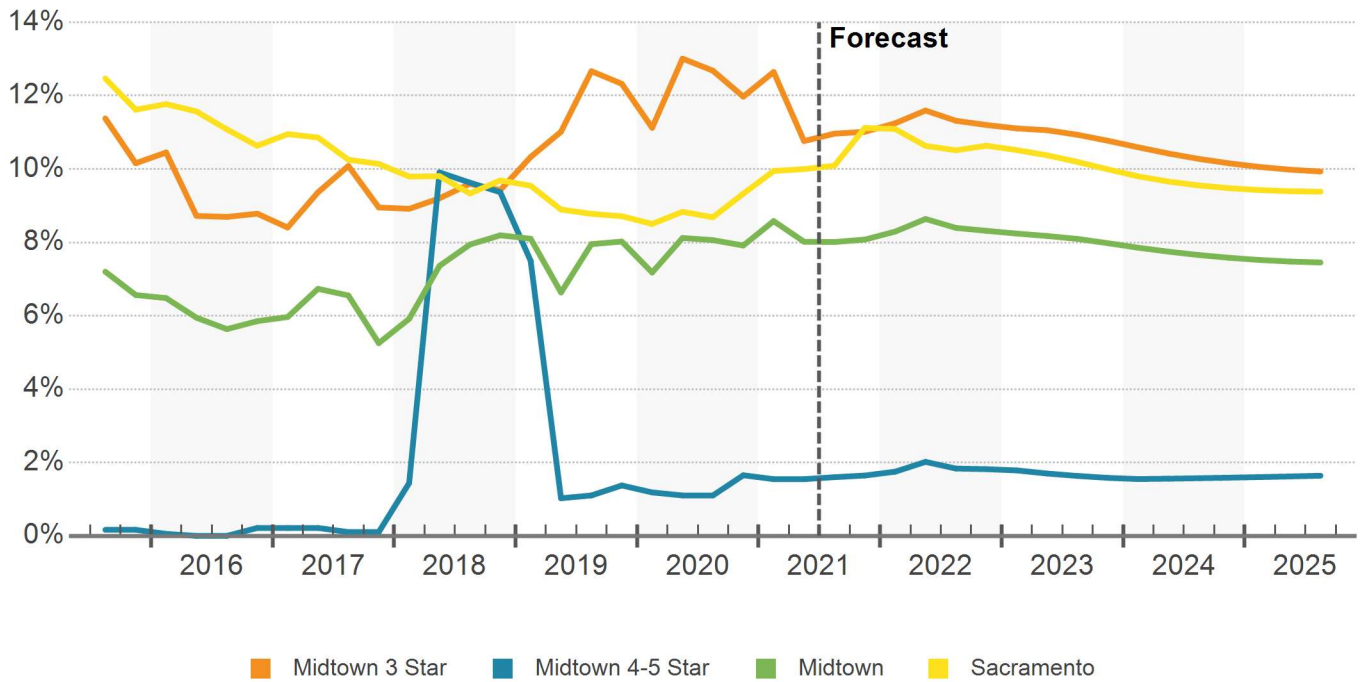
Since 2019, only around a handful of leases in Midtown have been for at least 5,000 SF, but one notable, recent deal was transacted by Rhombus Systems. In 21Q1, the enterprise security company leased 1920 20th St., a 14,300-SF property.

Midtown office vacancies could inch higher in the near-term. On the one hand, the submarket has a thin development pipeline and few large leases are set to expire. Plus, many tenants are owner-occupiers. However, Sutter Health occupies approximately 560,000 SF here; the company is attempting to sublease a number of locations throughout the metro, reportedly in the wake of financial problems. And both healthcare and government jobs have been slow to return compared to many local employment sectors, which could pose a risk.

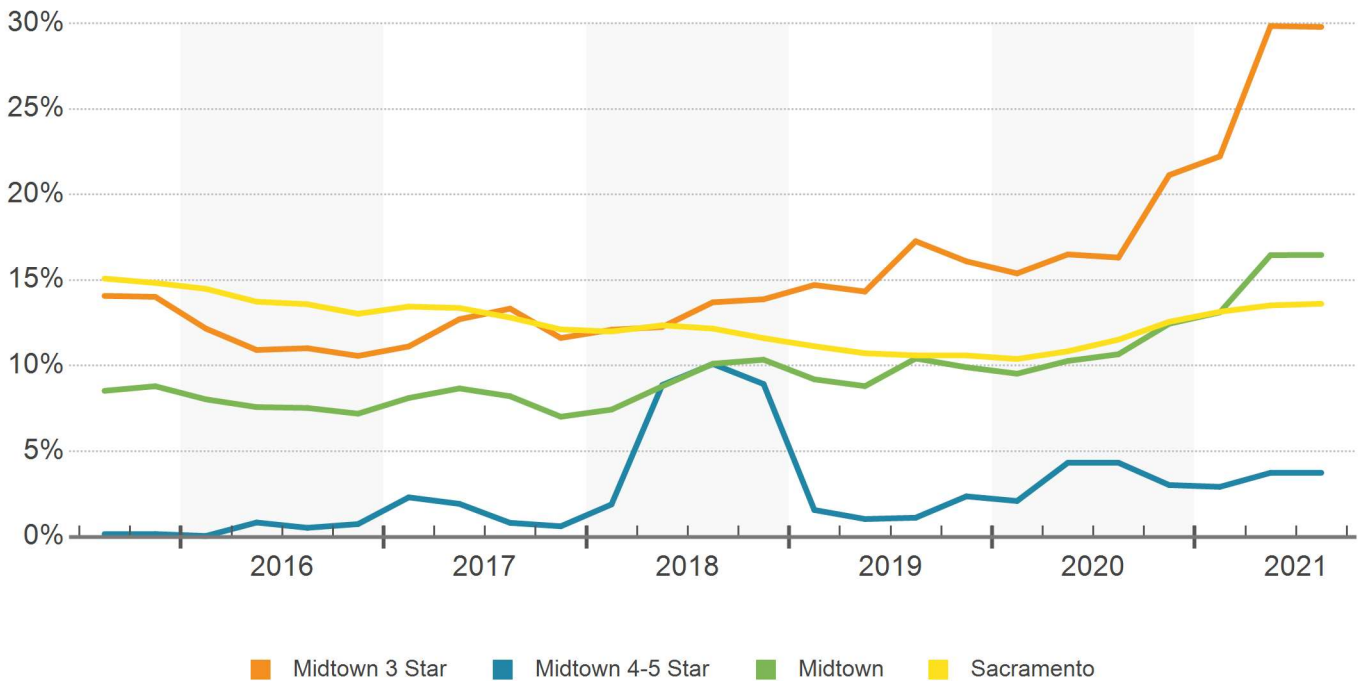
NET ABSORPTION, NET DELIVERIES & VACANCY



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
MARRS Bldg 1050 20th St	★★★★★	50,798	3	7,462	4.1%	5,007
Ice Blocks 1600-1610 R St	★★★★★	136,412	1	1,133	4.8%	1,133

3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

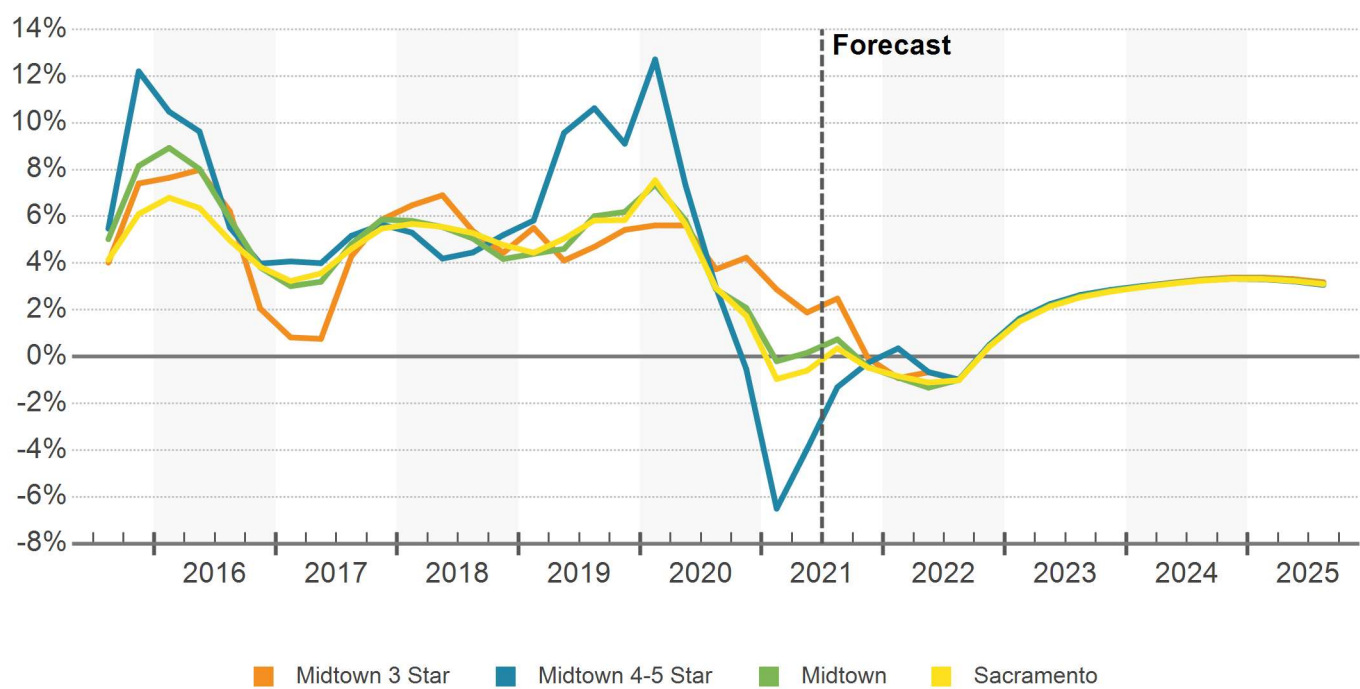
Property Name/Address	Rating	RBA	Deals	Leased SF	12 Mo Vacancy	12 Mo Net Absorp SF
Sutter Square Galleria 2901-2929 K St	★★★★★	86,030	5	9,093	31.4%	27,413
3000 S St	★★★★★	20,845	1	8,979	0%	8,181
McKinley Park Office Building 3031 F St	★★★★★	11,241	1	1,200	4.3%	1,200
2131 Capitol Ave	★★★★★	24,000	3	3,600	9.7%	689
3014 D St	★★★★★	2,253	1	1,253	11.1%	111
Coldwell Banker Alhambra 730 Alhambra Blvd	★★★★★	16,276	1	1,492	14.4%	0
1920 20th St	★★★★★	14,323	1	14,323	20.0%	0
California Medical Building 2801-2831 J St	★★★★★	74,999	2	5,484	14.2%	(909)
2020 L St	★★★★★	154,000	1	5,256	4.6%	(6,096)

As of 21Q2, rents were falling in a number of Sacramento's pricier submarkets, including Midtown. While vacancies have remained tight, recent demand has been limited, putting leverage firmly on the side of tenants. In contrast, annual rent growth averaged 4.1% over the past five years, and gains soared to an all-time high of 9.0% in 2016.

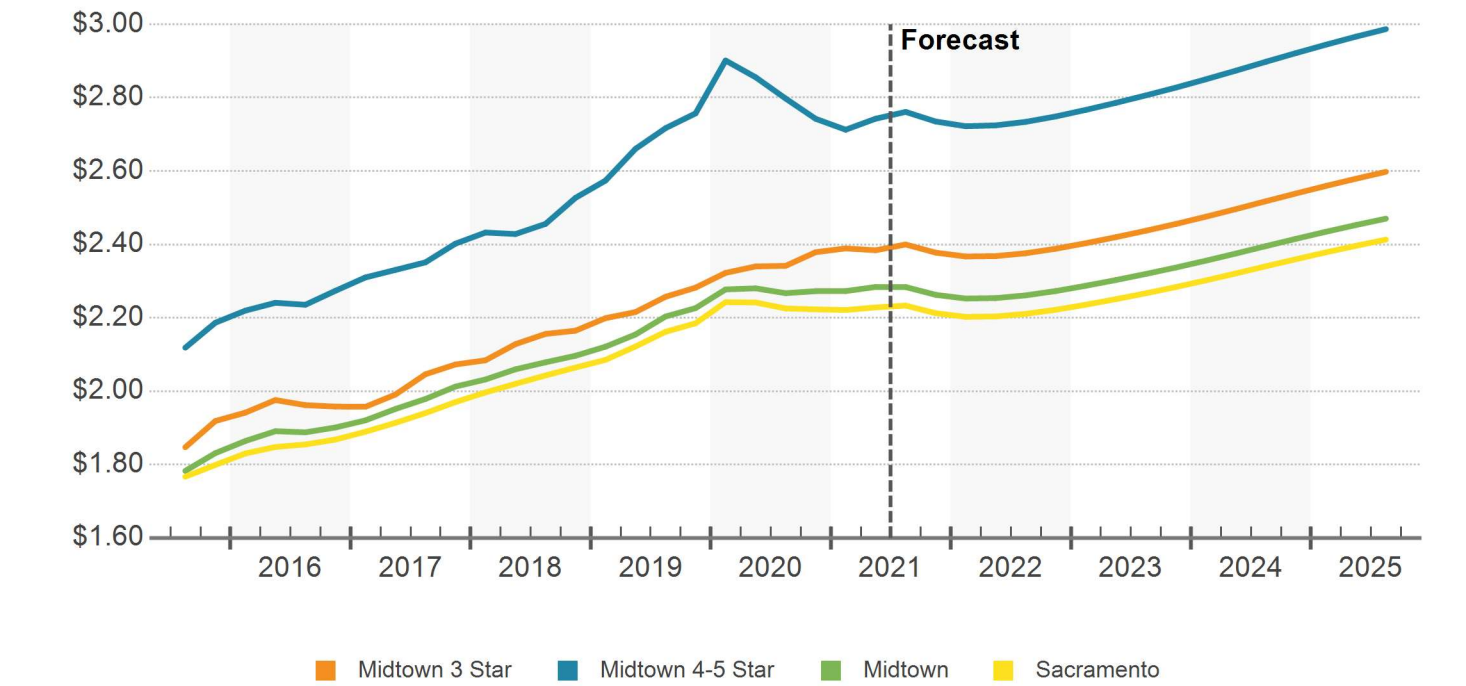
The average asking rent is \$27.52/SF. Though Midtown's dearth of 4 & 5 Star assets does nothing to boost rents, the average rent outpaced the metro average by roughly 5% as of 21Q2.

Compared to nearby submarkets, rents in Midtown offer a roughly 20% discount to Downtown, but virtually mirror those of East Sacramento.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



Nearing the halfway point of 2021, no projects were under construction, but that is typical of this submarket. Supply has increased by less than 5% since 2010, and new product is usually of a smaller scale. For example, the last property to deliver here was 1808 27th St., a 4,100-SF building that completed construction in 20Q1.

One of the few, recent outsized inventory additions came in 2018, when Heller Pacific completed Ice Blocks, a 136,400-SF project at 1600-1610 R St. Ice Blocks was approximately 70% vacant at the time of delivery, but Heller Pacific quickly signed Electronics Arts (31,000 SF) and coworking firm Spaces (35,000 SF).

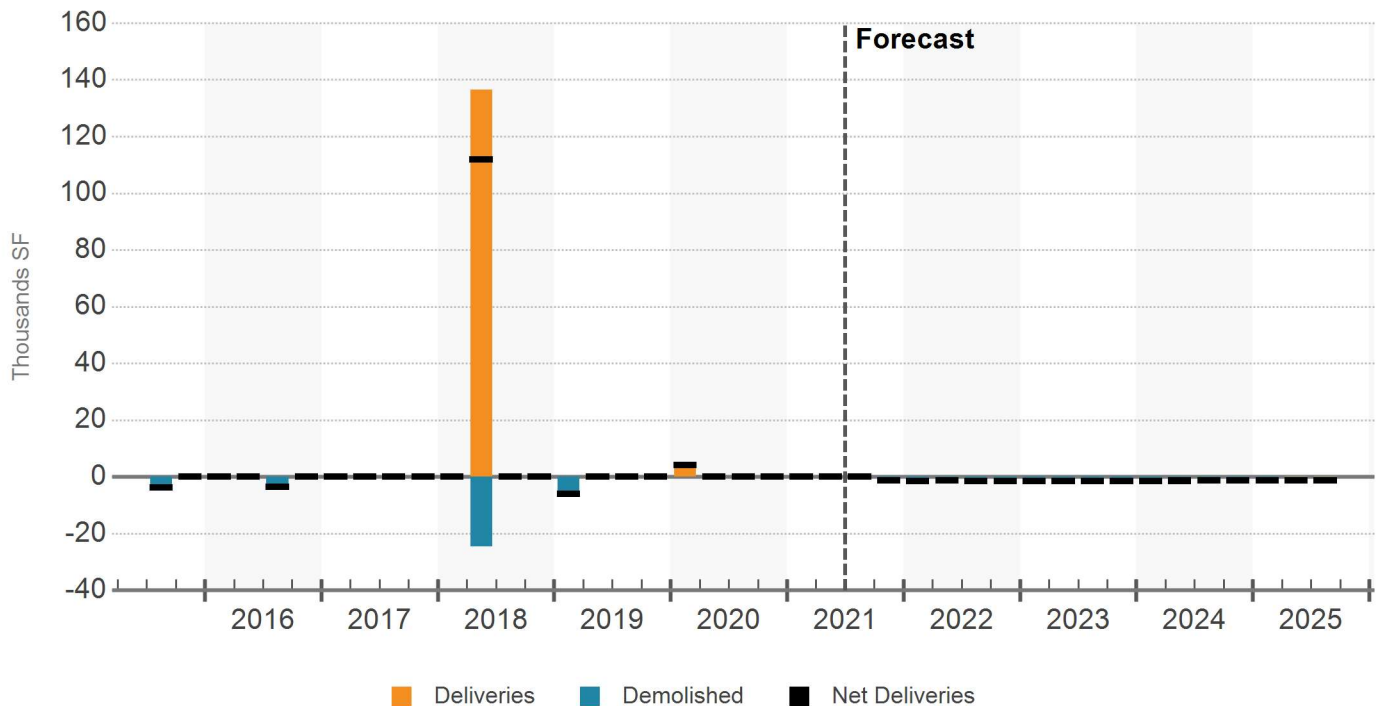
Ice Blocks' success in attracting prominent tenants may demonstrate that office demand in Midtown, and particularly for large blocks of space, is stronger than recent leasing activity would indicate when tenants have new, modern, space options.

And it appears Heller Pacific remains bullish on Midtown. One project on the drawing board is the company's

Tribute Building. Located at 1926 Capitol Ave., the four-story property is slated to measure 48,000 SF and include ground floor retail. The site was previously home to a paint and body shop, which was demolished in 2008. However, as of 21Q2, the project had yet to see any preleasing, and with metro vacancies rising and sublet space at an all-time high, it could be some time before the Tribute Building breaks ground.

Considering that vacancies in Midtown have averaged just 7.2% over the past 10 years, the lack of development in the past decade may be surprising. But because of Midtown's urban core location, little developable land exists. Also, the type of corporate tenants that occupy large-scale projects have historically favored Downtown, or suburban submarkets such as the Highway 50 Corridor or Roseville/Rocklin. Though Ice Blocks may be changing perceptions, near-term inventory gains are likely to remain limited, both because of the area's composition and the current economic environment.

DELIVERIES & DEMOLITIONS



All-Time Annual Avg. Square Feet

27,100

Delivered Square Feet Past 8 Qtrs

4,091

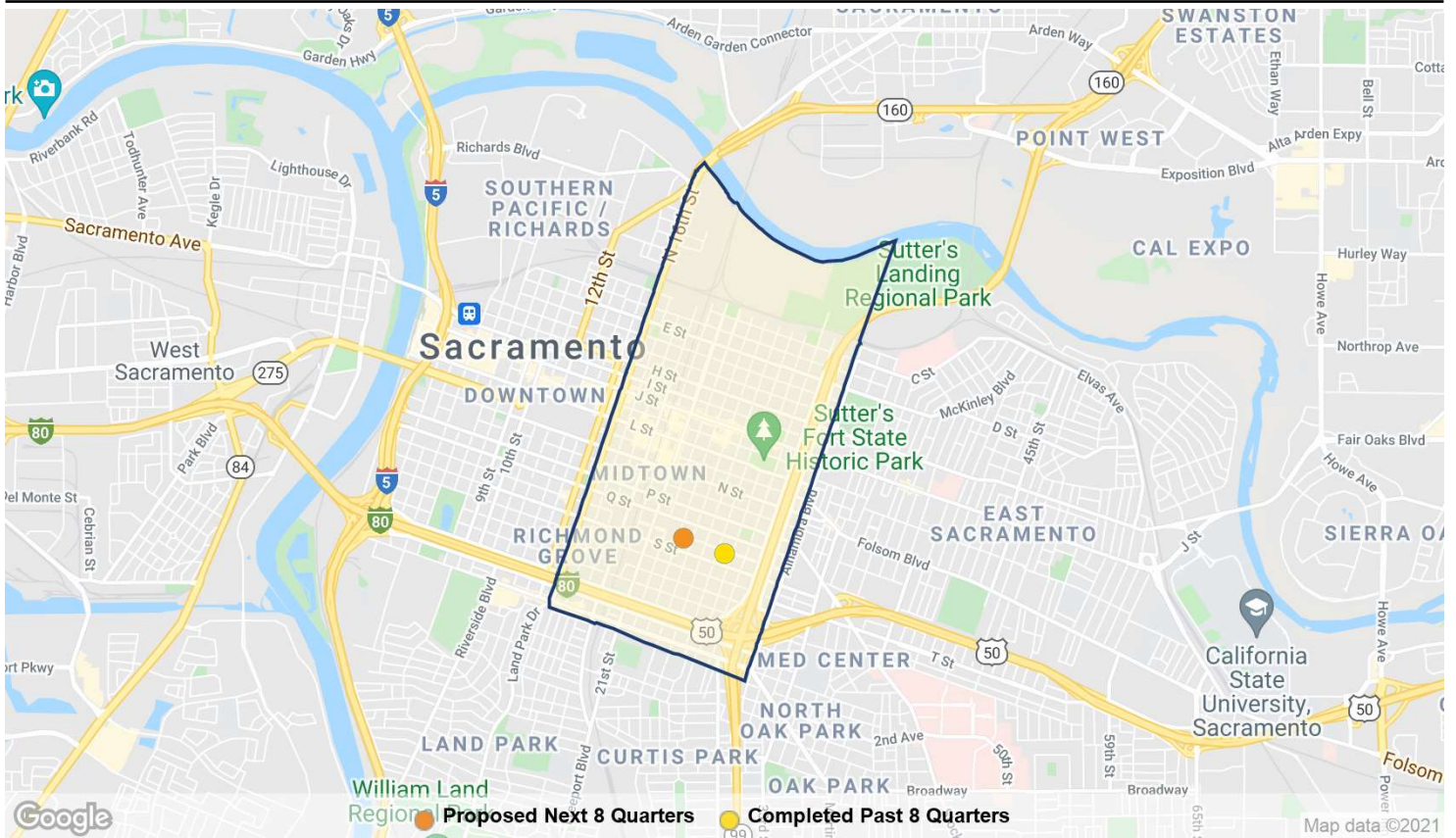
Delivered Square Feet Next 8 Qtrs

0

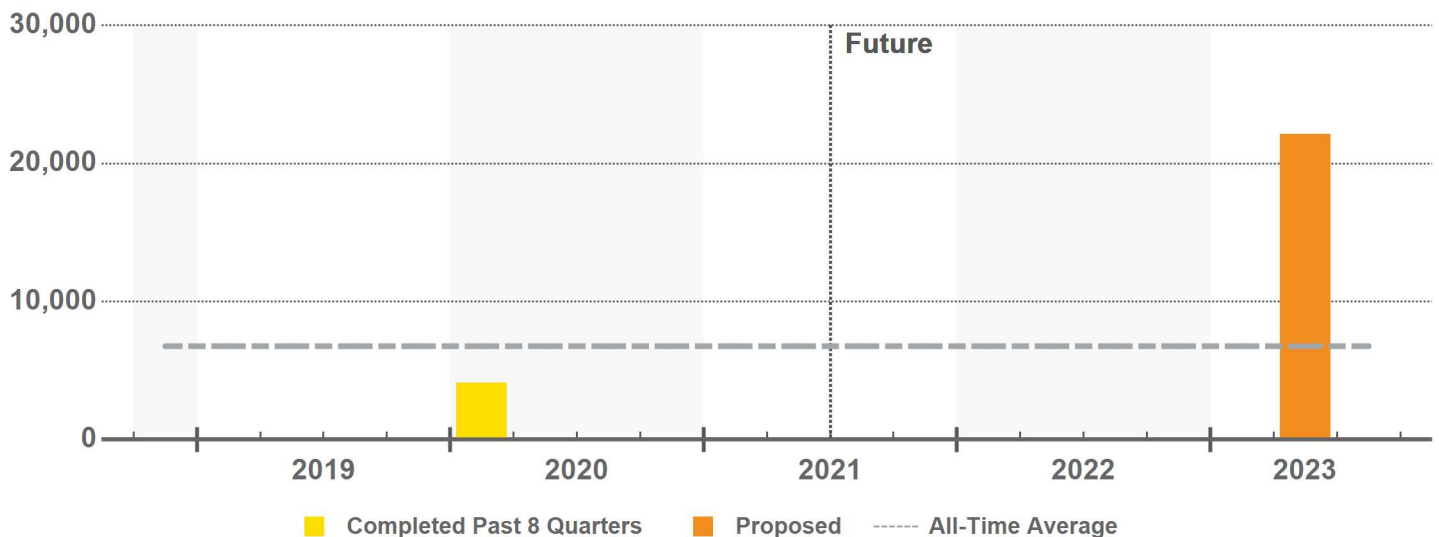
Proposed Square Feet Next 8 Qtrs

22,147

PAST 8 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN SQUARE FEET



RECENT DELIVERIES

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 1808 27th St	★★★★☆	4,091	3	Jun 2019	Jan 2020	-

PROPOSED

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 1800 24th St	★★★★☆	22,147	2	Jun 2022	Jun 2023	-

Midtown is typically an actively traded office market, but last year, deal flow came in at only a fraction of the recent norm. The recession and Sacramento's weakening office fundamentals kept many potential buyers on the sidelines. In 2021, transaction volume continues to trend below what has been typical here, but last year's tepid mark was nonetheless surpassed well before the end of 21Q2.

One of the year's largest deals thus far was for 1401 21st St. In January, Friendly Grizzly, LLC acquired the 3 Star, 26,400-SF property for \$4.95 million (\$187/SF) at a reported cap rate of 7.4%. Known as the Crosstown Building, the asset delivered in 1962 but was fully renovated in 1994. Occupancy at the time of sale was 86%, and the buyer reportedly plans to occupy approximately 3,500 SF. The seller, a local individual, originally picked up the property in 2015 for \$3.7 million (\$140/SF).

Another recent sale was for 3000 L St. In April, D & S

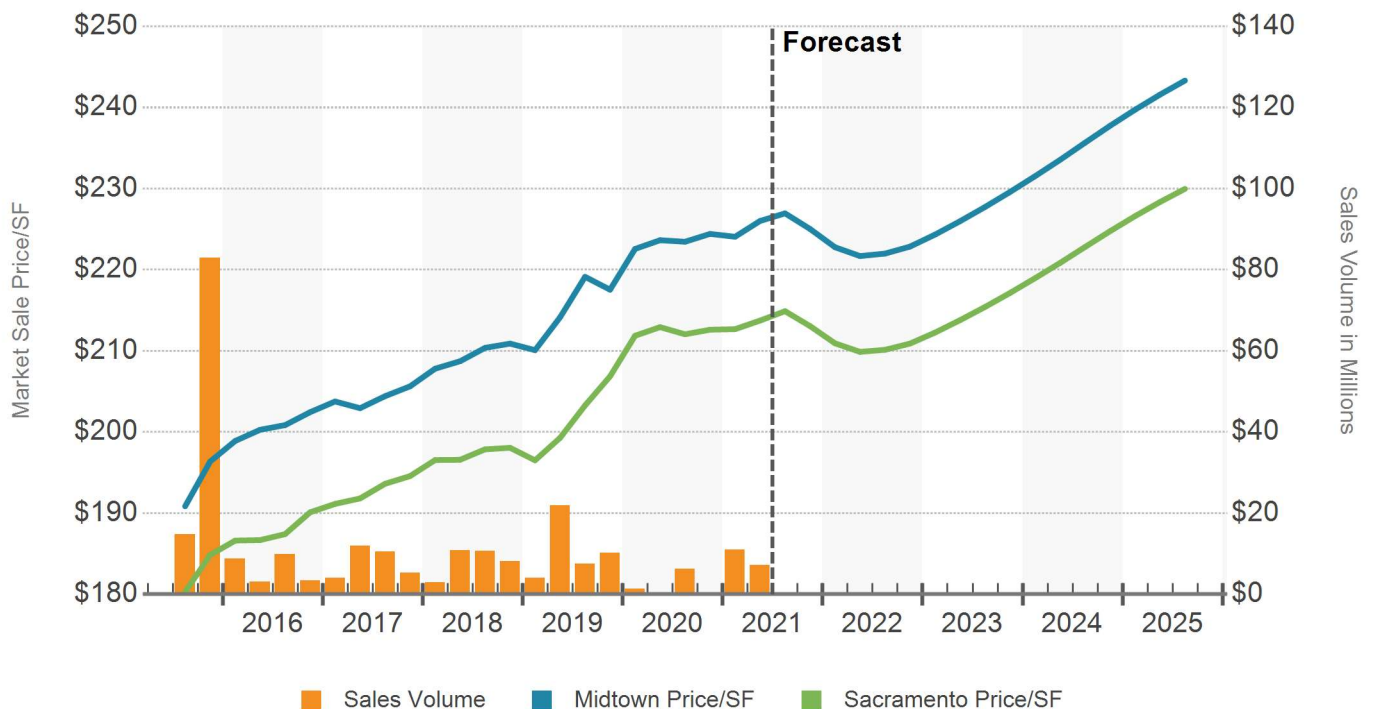
Development acquired the 3 Star, 22,200-SF building from Sylva Family Properties for \$3.3 million (\$149/SF). The three-story building was constructed in 1982.

Thanks in part to these two trades, transaction volume is on pace to easily reach the submarket's \$26.4 million annual historical average.

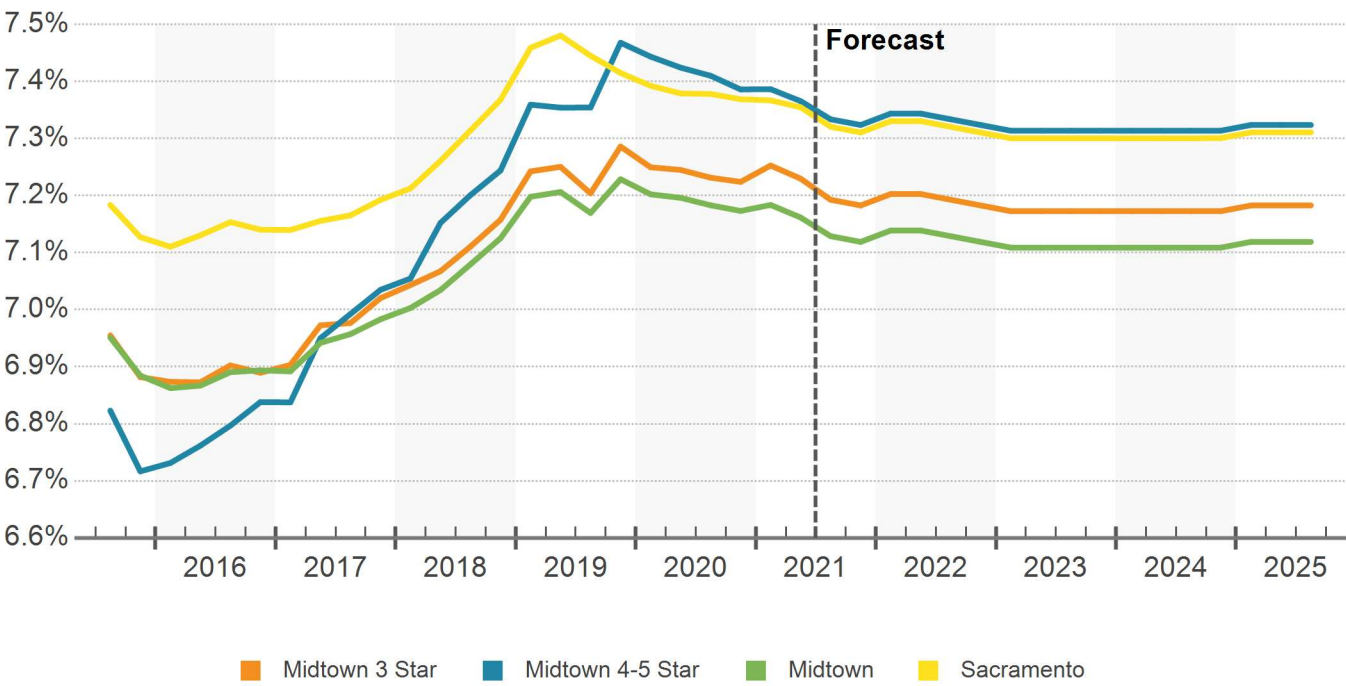
The average market price, which is based on the estimated price movement of all properties in the market, informed by actual transactions, is \$230/SF, while the 5-year average is similar at \$210/SF. The average market cap sits at 7.1%.

Metro-based buyers have dominated investment here in recent years, while institutional capital, thanks to Midtown's predominantly small-scale assets, has been a rare sight. Some of the most active investors since 2010 have included Pappas Investments and Duke Development Company.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Midtown Office

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

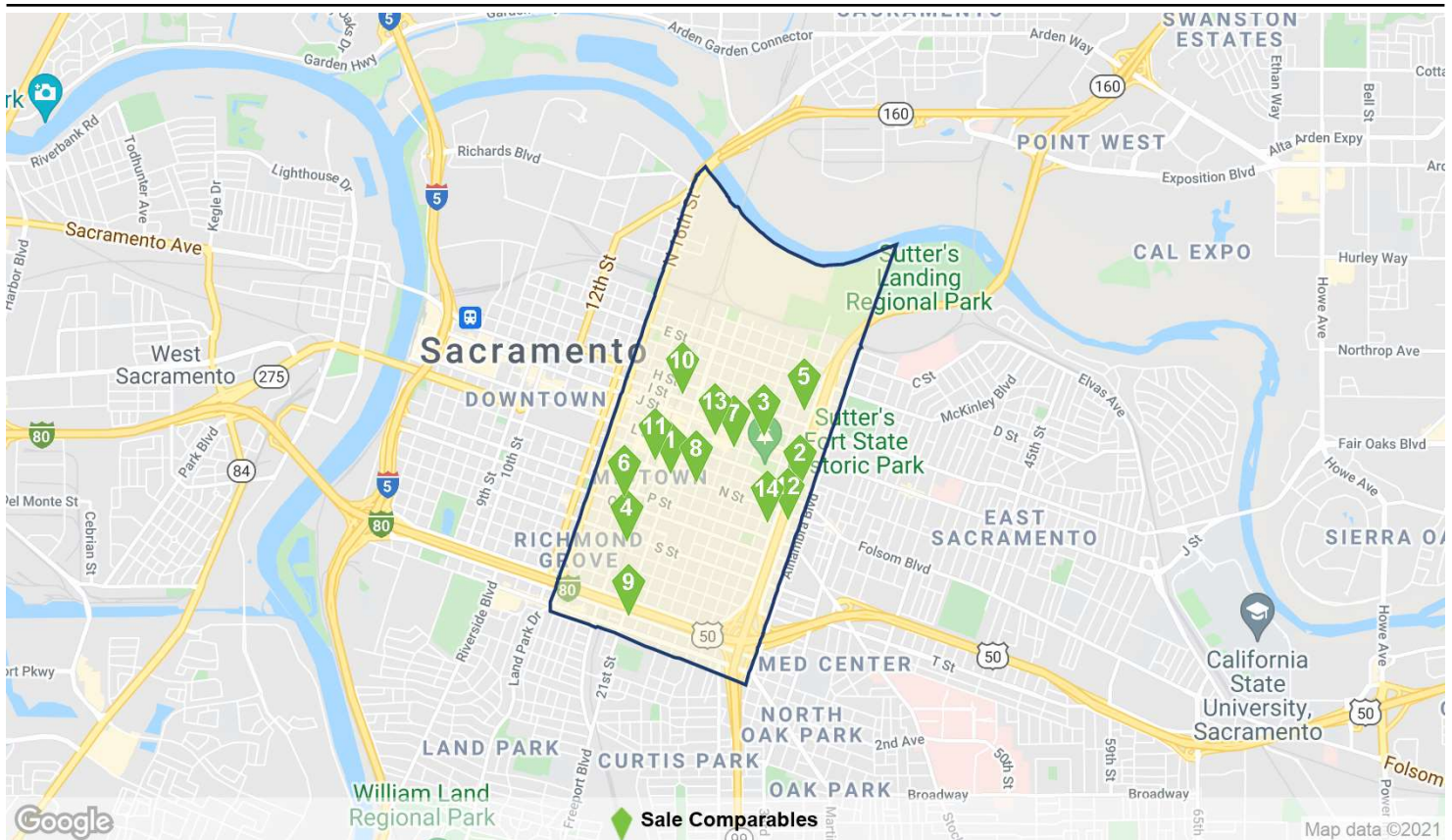
15

6.3%

\$220

12.6%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$479,000	\$1,633,933	\$1,020,000	\$4,950,000
Price/SF	\$149	\$220	\$262	\$428
Cap Rate	5.3%	6.3%	6.2%	7.4%
Time Since Sale in Months	1.0	5.1	4.2	10.9
Property Attributes	Low	Average	Median	High
Building SF	1,118	7,593	3,963	26,440
Stories	1	2	2	4
Typical Floor SF	800	3,944	1,982	14,323
Vacancy Rate At Sale	0%	12.6%	0%	100%
Year Built	1874	1942	1962	1989
Star Rating	★★★★★	★★★★★ 2.3	★★★★★	★★★★★

Sales Past 12 Months

Midtown Office

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 Crosstown Bldg 1401 21st St	★★★★★	1962	26,440	0%	1/15/2021	\$4,950,000	\$187	7.4%
2 3000 L St	★★★★★	1982	22,164	0%	4/7/2021	\$3,300,000	\$149	-
3 2619-2625 J St	★★★★★	1972	7,564	0%	9/24/2020	\$2,900,000	\$383	-
4 1920 20th St	★★★★★	1970	14,323	100%	3/2/2021	\$2,850,000	\$199	6.2%
5 2830 G St	★★★★★	1983	11,309	0%	9/14/2020	\$2,150,000	\$190	-
6 California Electric Servic... 1821 Q St	★★★★★	1989	6,000	0%	5/20/2021	\$1,900,000	\$317	-
7 2430 K St	★★★★★	1900	3,068	0%	6/2/2021	\$1,030,000	\$336	-
8 2300 N St	★★★★★	1925	3,600	0%	1/29/2021	\$1,020,000	\$283	5.3%
9 2122 X St	★★★★★	1910	4,393	0%	3/1/2021	\$875,000	\$199	-
10 2001 I St	★★★★★	1874	2,582	0%	1/25/2021	\$850,000	\$329	-
11 1320 20th St	★★★★★	1882	2,400	0%	8/19/2020	\$675,000	\$281	-
12 1419 30th St	★★★★★	-	2,483	0%	5/26/2021	\$530,000	\$213	-
13 Medical Offices 2309 K St	★★★★★	1979	3,963	0%	8/10/2020	\$520,000	\$262	-
12 1419 30th St	★★★★★	-	2,483	0%	3/29/2021	\$480,000	\$193	-
14 2830 O St	★★★★★	1915	1,118	0%	6/8/2021	\$479,000	\$428	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	5,204,578	(5,125)	-0.1%	3,353	0.1%	-
2024	5,209,703	(5,559)	-0.1%	16,415	0.3%	-
2023	5,215,262	(5,906)	-0.1%	12,720	0.2%	-
2022	5,221,168	(5,757)	-0.1%	(17,015)	-0.3%	-
2021	5,226,925	(1,262)	0%	(9,544)	-0.2%	-
YTD	5,228,187	0	0%	(11,115)	-0.2%	-
2020	5,228,187	4,091	0.1%	9,458	0.2%	0.4
2019	5,224,096	(6,000)	-0.1%	3,363	0.1%	-
2018	5,230,096	111,888	2.2%	(47,662)	-0.9%	-
2017	5,118,208	0	0%	30,602	0.6%	0
2016	5,118,208	(3,600)	-0.1%	33,091	0.6%	-
2015	5,121,808	(2,750)	-0.1%	31,411	0.6%	-
2014	5,124,558	(15,857)	-0.3%	23,537	0.5%	-
2013	5,140,415	144,744	2.9%	86,802	1.7%	1.7
2012	4,995,671	0	0%	(16,682)	-0.3%	-
2011	4,995,671	0	0%	(11,535)	-0.2%	-
2010	4,995,671	2,519	0.1%	73,147	1.5%	0
2009	4,993,152	(10,702)	-0.2%	57,336	1.1%	-

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	1,116,524	769	0.1%	(91)	0%	-
2024	1,115,755	394	0%	309	0%	1.3
2023	1,115,361	0	0%	2,647	0.2%	0
2022	1,115,361	0	0%	(1,936)	-0.2%	-
2021	1,115,361	0	0%	82	0%	0
YTD	1,115,361	0	0%	1,183	0.1%	0
2020	1,115,361	0	0%	(3,100)	-0.3%	-
2019	1,115,361	0	0%	89,147	8.0%	0
2018	1,115,361	136,412	13.9%	32,957	3.0%	4.1
2017	978,949	0	0%	1,093	0.1%	0
2016	978,949	0	0%	(501)	-0.1%	-
2015	978,949	0	0%	7,335	0.7%	0
2014	978,949	0	0%	(5,322)	-0.5%	-
2013	978,949	0	0%	7,620	0.8%	0
2012	978,949	0	0%	3,891	0.4%	0
2011	978,949	0	0%	352	0%	0
2010	978,949	0	0%	31,052	3.2%	0
2009	978,949	60,588	6.6%	53,833	5.5%	1.1

Supply & Demand Trends

Midtown Office

3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	2,219,626	0	0%	5,671	0.3%	0
2024	2,219,626	0	0%	13,684	0.6%	0
2023	2,219,626	0	0%	9,525	0.4%	0
2022	2,219,626	0	0%	(4,144)	-0.2%	-
2021	2,219,626	0	0%	21,294	1.0%	0
YTD	2,219,626	0	0%	22,751	1.0%	0
2020	2,219,626	4,091	0.2%	11,373	0.5%	0.4
2019	2,215,535	0	0%	(64,203)	-2.9%	-
2018	2,215,535	0	0%	(10,505)	-0.5%	-
2017	2,215,535	0	0%	(3,744)	-0.2%	-
2016	2,215,535	0	0%	30,453	1.4%	0
2015	2,215,535	950	0%	24,364	1.1%	0
2014	2,214,585	0	0%	2,744	0.1%	0
2013	2,214,585	144,744	7.0%	90,827	4.1%	1.6
2012	2,069,841	0	0%	2,776	0.1%	0
2011	2,069,841	0	0%	(27,459)	-1.3%	-
2010	2,069,841	0	0%	64,705	3.1%	0
2009	2,069,841	0	0%	9,653	0.5%	0

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	1,868,428	(5,894)	-0.3%	(2,227)	-0.1%	-
2024	1,874,322	(5,953)	-0.3%	2,422	0.1%	-
2023	1,880,275	(5,906)	-0.3%	548	0%	-
2022	1,886,181	(5,757)	-0.3%	(10,935)	-0.6%	-
2021	1,891,938	(1,262)	-0.1%	(30,920)	-1.6%	-
YTD	1,893,200	0	0%	(35,049)	-1.9%	-
2020	1,893,200	0	0%	1,185	0.1%	0
2019	1,893,200	(6,000)	-0.3%	(21,581)	-1.1%	-
2018	1,899,200	(24,524)	-1.3%	(70,114)	-3.7%	-
2017	1,923,724	0	0%	33,253	1.7%	0
2016	1,923,724	(3,600)	-0.2%	3,139	0.2%	-
2015	1,927,324	(3,700)	-0.2%	(288)	0%	-
2014	1,931,024	(15,857)	-0.8%	26,115	1.4%	-
2013	1,946,881	0	0%	(11,645)	-0.6%	-
2012	1,946,881	0	0%	(23,349)	-1.2%	-
2011	1,946,881	0	0%	15,572	0.8%	0
2010	1,946,881	2,519	0.1%	(22,610)	-1.2%	-
2009	1,944,362	(71,290)	-3.5%	(6,150)	-0.3%	-

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	\$2.49	122	3.0%	9.4%	387,120	7.4%	-0.1%
2024	\$2.42	118	3.3%	6.3%	394,889	7.6%	-0.4%
2023	\$2.34	114	2.8%	2.8%	416,080	8.0%	-0.3%
2022	\$2.27	111	0.5%	0%	434,144	8.3%	0.2%
2021	\$2.26	111	-0.4%	-0.4%	422,122	8.1%	0.2%
YTD	\$2.29	112	0.9%	0.9%	424,859	8.1%	0.2%
2020	\$2.27	111	2.1%	0%	413,744	7.9%	-0.1%
2019	\$2.23	109	6.2%	-2.0%	419,111	8.0%	-0.2%
2018	\$2.10	103	4.2%	-7.7%	428,474	8.2%	2.9%
2017	\$2.01	98	5.9%	-11.4%	268,924	5.3%	-0.6%
2016	\$1.90	93	3.8%	-16.4%	299,526	5.9%	-0.7%
2015	\$1.83	90	8.2%	-19.4%	336,217	6.6%	-0.7%
2014	\$1.69	83	1.2%	-25.5%	370,378	7.2%	-0.7%
2013	\$1.67	82	1.4%	-26.4%	409,772	8.0%	0.9%
2012	\$1.65	81	-1.3%	-27.4%	351,830	7.0%	0.3%
2011	\$1.67	82	-4.8%	-26.4%	335,148	6.7%	0.2%
2010	\$1.76	86	-6.3%	-22.7%	323,613	6.5%	-1.4%
2009	\$1.87	92	-8.4%	-17.6%	394,241	7.9%	-1.3%

4 & 5 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	\$3.01	126	2.9%	9.0%	18,544	1.7%	0.1%
2024	\$2.92	123	3.3%	6.0%	17,703	1.6%	0%
2023	\$2.83	119	2.9%	2.5%	17,635	1.6%	-0.2%
2022	\$2.75	115	0.5%	-0.3%	20,282	1.8%	0.2%
2021	\$2.74	115	-0.3%	-0.8%	18,346	1.6%	0%
YTD	\$2.76	116	0.8%	0.2%	17,245	1.5%	-0.1%
2020	\$2.74	115	-0.5%	-0.5%	18,428	1.7%	0.3%
2019	\$2.76	116	9.1%	0%	15,328	1.4%	-8.0%
2018	\$2.53	106	5.2%	-8.3%	104,475	9.4%	9.3%
2017	\$2.40	101	5.7%	-12.9%	1,020	0.1%	-0.1%
2016	\$2.27	95	4.0%	-17.5%	2,113	0.2%	0.1%
2015	\$2.19	92	12.2%	-20.7%	1,612	0.2%	-0.7%
2014	\$1.95	82	-2.8%	-29.3%	8,947	0.9%	0.5%
2013	\$2	84	4.4%	-27.3%	3,625	0.4%	-0.8%
2012	\$1.92	81	-1.3%	-30.4%	11,245	1.1%	-0.4%
2011	\$1.95	82	-5.0%	-29.4%	15,136	1.5%	0%
2010	\$2.05	86	-5.4%	-25.7%	15,488	1.6%	-3.2%
2009	\$2.17	91	-9.1%	-21.5%	46,540	4.8%	0.4%

3 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	\$2.62	121	3.0%	10.0%	219,715	9.9%	-0.3%
2024	\$2.54	117	3.4%	6.7%	225,386	10.2%	-0.6%
2023	\$2.46	113	2.8%	3.2%	239,070	10.8%	-0.4%
2022	\$2.39	110	0.4%	0.4%	248,595	11.2%	0.2%
2021	\$2.38	110	-0.1%	-0.1%	244,451	11.0%	-1.0%
YTD	\$2.40	111	1.0%	1.0%	242,994	10.9%	-1.0%
2020	\$2.38	110	4.2%	0%	265,745	12.0%	-0.4%
2019	\$2.28	105	5.4%	-4.1%	273,027	12.3%	2.9%
2018	\$2.16	100	4.4%	-9.0%	208,824	9.4%	0.5%
2017	\$2.07	96	5.9%	-12.9%	198,319	9.0%	0.2%
2016	\$1.96	90	2.1%	-17.7%	194,575	8.8%	-1.4%
2015	\$1.92	88	7.4%	-19.3%	225,028	10.2%	-1.1%
2014	\$1.79	82	2.1%	-24.9%	248,442	11.2%	-0.1%
2013	\$1.75	81	1.5%	-26.4%	251,186	11.3%	1.8%
2012	\$1.72	80	-2.9%	-27.5%	197,269	9.5%	-0.1%
2011	\$1.78	82	-6.0%	-25.4%	200,045	9.7%	1.3%
2010	\$1.89	87	-5.7%	-20.6%	172,586	8.3%	-3.1%
2009	\$2	92	-7.6%	-15.8%	237,291	11.5%	-0.5%

1 & 2 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	\$2.03	119	2.9%	8.5%	148,861	8.0%	-0.1%
2024	\$1.97	116	3.3%	5.4%	151,800	8.1%	-0.4%
2023	\$1.91	112	2.8%	2.0%	159,375	8.5%	-0.3%
2022	\$1.86	109	0.4%	-0.7%	165,267	8.8%	0.3%
2021	\$1.85	109	-1.2%	-1.2%	159,325	8.4%	1.6%
YTD	\$1.89	111	0.9%	0.9%	164,620	8.7%	1.9%
2020	\$1.87	110	1.3%	0%	129,571	6.8%	-0.1%
2019	\$1.85	109	4.8%	-1.2%	130,756	6.9%	0.8%
2018	\$1.76	104	3.0%	-5.8%	115,175	6.1%	2.4%
2017	\$1.71	101	6.0%	-8.5%	69,585	3.6%	-1.7%
2016	\$1.61	95	6.3%	-13.7%	102,838	5.3%	-0.3%
2015	\$1.52	89	6.0%	-18.8%	109,577	5.7%	-0.2%
2014	\$1.43	84	3.4%	-23.4%	112,989	5.9%	-2.1%
2013	\$1.39	82	-1.2%	-25.9%	154,961	8.0%	0.6%
2012	\$1.40	83	1.0%	-25.1%	143,316	7.4%	1.2%
2011	\$1.39	82	-2.9%	-25.8%	119,967	6.2%	-0.8%
2010	\$1.43	84	-7.8%	-23.6%	135,539	7.0%	1.3%
2009	\$1.55	91	-8.8%	-17.2%	110,410	5.7%	-3.0%

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
2025	-	-	-	-	-	-	\$244.91	144	7.1%
2024	-	-	-	-	-	-	\$237.74	140	7.1%
2023	-	-	-	-	-	-	\$229.59	135	7.1%
2022	-	-	-	-	-	-	\$222.86	131	7.1%
2021	-	-	-	-	-	-	\$225.03	133	7.1%
YTD	11	\$18.3M	1.7%	\$1,660,364	\$206.01	6.3%	\$227.50	134	7.1%
2020	7	\$8M	0.7%	\$1,147,857	\$220.70	9.1%	\$224.42	132	7.2%
2019	28	\$43.4M	3.4%	\$1,670,160	\$246.19	6.6%	\$217.54	128	7.2%
2018	37	\$32.6M	4.2%	\$1,359,303	\$200.17	6.9%	\$210.90	124	7.1%
2017	30	\$31.7M	3.7%	\$1,670,486	\$202.27	5.3%	\$205.64	121	7.0%
2016	27	\$25.2M	4.7%	\$1,796,507	\$136.61	7.2%	\$202.45	119	6.9%
2015	39	\$116.5M	13.6%	\$4,482,054	\$182.18	6.5%	\$196.36	116	6.9%
2014	24	\$15.7M	2.6%	\$824,828	\$130.34	6.4%	\$180.37	106	7.0%
2013	12	\$16.2M	2.0%	\$1,472,379	\$162.93	-	\$174.85	103	7.2%
2012	19	\$15.1M	3.6%	\$1,079,279	\$88.66	7.8%	\$167.56	99	7.3%
2011	25	\$13.6M	2.9%	\$1,507,889	\$156.54	-	\$167.24	99	7.4%
2010	8	\$6.9M	1.0%	\$1,156,667	\$167.10	8.1%	\$156.83	92	7.8%

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

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

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
2025	-	-	-	-	-	-	\$277.71	133	7.3%
2024	-	-	-	-	-	-	\$269.75	130	7.3%
2023	-	-	-	-	-	-	\$260.61	125	7.3%
2022	-	-	-	-	-	-	\$252.95	122	7.3%
2021	-	-	-	-	-	-	\$255.37	123	7.3%
YTD	-	-	-	-	-	-	\$257.27	124	7.4%
2020	-	-	-	-	-	-	\$253.87	122	7.4%
2019	-	-	-	-	-	-	\$245.12	118	7.5%
2018	-	-	-	-	-	-	\$246.39	118	7.2%
2017	-	-	-	-	-	-	\$244.35	117	7.0%
2016	-	-	-	-	-	-	\$248.48	119	6.8%
2015	4	\$76.9M	44.1%	\$19,235,324	\$178.10	-	\$249.23	120	6.7%
2014	-	-	-	-	-	-	\$226.92	109	6.9%
2013	-	-	-	-	-	-	\$223.31	107	7.0%
2012	-	-	-	-	-	-	\$214.41	103	7.1%
2011	-	-	-	-	-	-	\$213.46	103	7.2%
2010	-	-	-	-	-	-	\$198.36	95	7.7%

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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
2025	-	-	-	-	-	-	\$237.35	146	7.2%
2024	-	-	-	-	-	-	\$230.21	142	7.2%
2023	-	-	-	-	-	-	\$222.22	137	7.2%
2022	-	-	-	-	-	-	\$215.67	133	7.2%
2021	-	-	-	-	-	-	\$217.76	134	7.2%
YTD	4	\$13M	3.1%	\$3,250,000	\$188.61	6.8%	\$219.31	135	7.2%
2020	1	\$2.2M	0.5%	\$2,150,000	\$190.11	-	\$216.64	133	7.2%
2019	5	\$16.4M	3.2%	\$3,279,114	\$229.34	6.6%	\$209.51	129	7.3%
2018	4	\$8.3M	2.2%	\$2,774,500	\$190.71	9.7%	\$203.83	126	7.2%
2017	9	\$18.3M	4.4%	\$2,029,222	\$185.70	3.9%	\$198.33	122	7.0%
2016	8	\$10.4M	5.5%	\$3,481,700	\$102.34	9.5%	\$197.14	121	6.9%
2015	6	\$15.9M	4.2%	\$3,174,000	\$174.80	6.0%	\$190.53	117	6.9%
2014	3	\$1.4M	0.4%	\$695,000	\$184.37	-	\$174.12	107	7.1%
2013	3	\$7.5M	1.5%	\$3,759,750	\$251.50	-	\$168.60	104	7.2%
2012	3	\$9.1M	5.8%	\$3,016,667	\$75.22	7.8%	\$160.19	99	7.4%
2011	4	\$7.9M	2.3%	\$2,638,167	\$185.03	-	\$160.48	99	7.4%
2010	1	\$1.8M	0.5%	\$1,840,000	\$163.69	8.1%	\$150.26	93	7.8%

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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
2025	-	-	-	-	-	-	\$234.46	151	6.9%
2024	-	-	-	-	-	-	\$227.70	146	6.9%
2023	-	-	-	-	-	-	\$219.95	141	6.9%
2022	-	-	-	-	-	-	\$213.56	137	6.9%
2021	-	-	-	-	-	-	\$215.69	139	6.9%
YTD	7	\$5.3M	1.0%	\$752,000	\$266.84	5.3%	\$219.56	141	7.0%
2020	6	\$5.9M	1.3%	\$980,833	\$234.48	9.1%	\$216.20	139	7.0%
2019	23	\$27M	5.7%	\$1,287,076	\$257.67	6.7%	\$210.73	136	7.0%
2018	33	\$24.3M	9.1%	\$1,157,132	\$203.63	6.0%	\$198.29	128	7.0%
2017	21	\$13.5M	4.6%	\$1,347,624	\$230.08	6.8%	\$191.40	123	6.9%
2016	19	\$14.7M	6.1%	\$1,336,909	\$179.25	6.0%	\$181.58	117	6.9%
2015	29	\$23.7M	8.8%	\$1,395,418	\$203.03	6.9%	\$172.07	111	7.0%
2014	21	\$14.3M	6.5%	\$840,102	\$126.73	6.4%	\$160.28	103	7.1%
2013	9	\$8.7M	3.6%	\$964,075	\$124.83	-	\$153.66	99	7.3%
2012	16	\$6.1M	3.2%	\$550,900	\$120.93	-	\$148.61	96	7.4%
2011	21	\$5.7M	4.9%	\$942,750	\$128.79	-	\$147.96	95	7.5%
2010	7	\$5.1M	1.9%	\$1,020,000	\$168.36	-	\$140.07	90	7.9%

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