



LEE & ASSOCIATES

COMMERCIAL REAL ESTATE SERVICES



FEATURED MARKET REPORTS

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Every Lee & Associates office delivers world-class service to an array of regional, national, and international clients - from small businesses and local investors to major corporate users and institutional investors. Our professionals combine the latest technology, resources, and market intelligence with their experience, expertise, and commitment to superior service to optimize client results.

WHAT SETS US APART?

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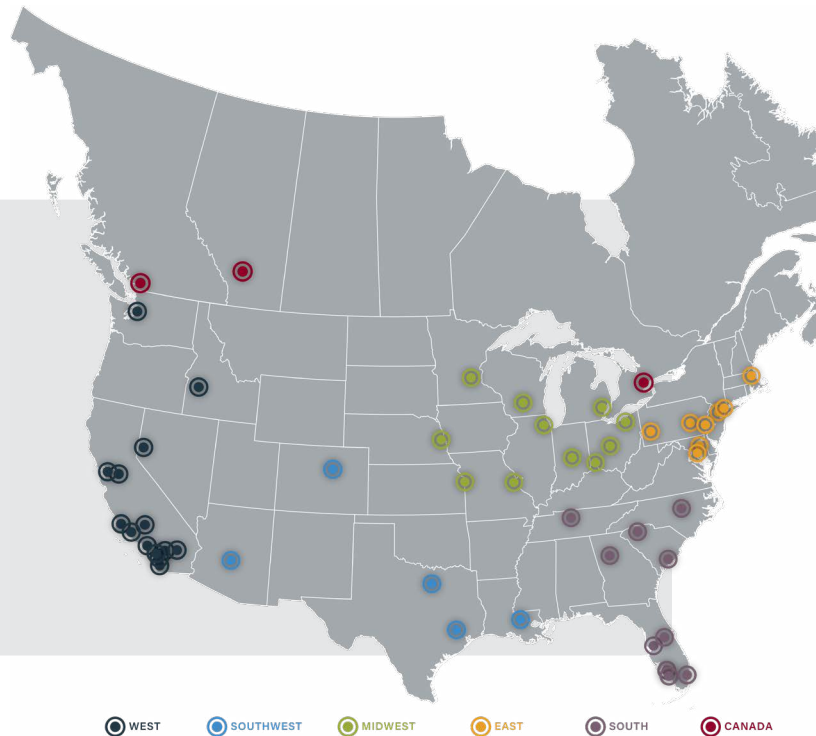
SERVICES TO MEET THE NEEDS OF OUR CLIENTS

Lee & Associates' offices offer a broad array of real estate services tailored to meet the needs of the company's clients in each of the markets it operates, including commercial real estate brokerage, integrated services, and construction services.

With specialty practice groups in each of these disciplines, our professionals regularly collaborate to make sure they are providing their clients with the most advanced, up-to-date market technology and information.

LOCAL EXPERTISE INTERNATIONAL REACH

With offices in 75+ markets across North America, Lee & Associates has the ability to deliver first-class services to our clients both locally and internationally.



INDUSTRIAL OVERVIEW: RENT GROWTH REMAINS STRONG DESPITE SPUTTERING DEMAND

Demand for industrial space in North America sputtered in 2023, hobbled by a host of post-pandemic economic and supply-chain issues. Among them were declining imports, retailers caught with surplus inventories and slumping receipts for furniture, appliances and building materials from a 12-year low in home sales. Additionally, there were wide expectations for an economic recession.

Net absorption totaled 164.8 million SF in the United States in 2023, a 61% drop from the 422.7 million SF of tenant growth in 2022 and a 69% decline from the record 524.7 million SF in 2021. It was 32% less than the 242-million-SF average of the five years prior to the pandemic.

It was a similar story in Canada, but the reduced demand was less acute as Canadian landlords realized stronger rent growth, 11.2% compared to 7.4% in the U.S. Canadian net absorption of 25.1 million SF in 2023 was down 12% from the 25.2 million SF of growth in 2022. It was 44.4% off the 39.9-million-SF record in 2021. The nation's low 1.7% vacancy rate is a record. There are 48.7 million SF in the construction pipeline, 46.2% of which are in the Greater Toronto Area. About 70% of the 6.1 million SF underway in Vancouver is pre-leased.

In the U.S. there are recent signs of stabilizing tenant demand as a record 528.7 million SF were delivered in 2023. The increasing supply is expected to push up the vacancy rate through the first half of 2024, but construction starts have fallen to a 10-year low. Across the 87 markets in the Lee & Associates survey, there are 451 million SF of projects under construction and most remain unleased. New product has driven up the U.S. industrial vacancy rate from a record low 3.9% in mid-2022, to 5.9% at the end of 2023. That is still comfortably below the market's 20-year average vacancy rate of 7.3%. The stock of industrial properties in the U.S. is set to grow by more than 3% in 2023, the fastest pace of growth in more than 30 years.

The recent slowdown in demand has been broad-based, but Los Angeles, the Inland Empire and Seattle recorded outsized increases in space available for lease. While U.S. imports have been declining since November 2022, the slowdown has been most pronounced at major West Coast ports. But after year-long contract talks, dockworkers recently agreed to a six-year deal that should help stabilize tenant demand.

In the majority of major coastal markets including Los Angeles, South Florida, Richmond, Northern New Jersey and Lehigh Valley, the current pipeline of projects underway is barely large enough to meaningfully ease the distribution space shortages that developed during the pandemic. Markets including Tampa, Jacksonville, Milwaukee and Detroit have bucked the national trend and recorded tightening availability rates through most of 2023.

Jacksonville and Tampa have been direct beneficiaries of rapid in-migration and the continued diversion of Asian imports through the Panama Canal to East Coast and Gulf Coast ports. Milwaukee and Detroit also have benefitted from limited or fast-declining levels of speculative construction, coupled with continued expansions by manufacturing tenants and distributors.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / SF ANNUAL		HIGHEST MARKET SALE PRICE / SF	
BC, Vancouver	1.7%	CA, San Diego	\$22.44	BC, Vancouver	\$443 CAD
ON, Toronto	1.9%	FL, Miami	\$20.16	CA, Orange County	\$346
NE, Omaha	2.3%	CA, Orange County	\$19.68	CA, San Diego	\$338
CA, Orange County	3.3%	NY, New York	\$19.56	CA, Los Angeles	\$325
FL, Miami	3.3%	CA, Los Angeles	\$19.08	ON, Toronto	\$276
U.S. Index	5.8%	U.S. Index	\$11.88	U.S. Index	\$151
Canada Index	2.2%	Canada Index	\$12.96 CAD	Canada Index	\$234 CAD

MOST SF UNDER CONSTRUCTION SF		LARGEST INVENTORY BY SF		LOWEST MARKET CAP RATE	
AZ, Phoenix	44,983,474	IL, Chicago	1,402,664,411	BC, Vancouver	4.1%
TX, Dallas-Fort worth	43,180,736	TX, Dallas-Fort Worth	1,146,601,616	ON, Toronto	4.3%
CA, Inland Empire	28,390,284	CA, Los Angeles	956,577,491	CA, Inland Empire	4.4%
ON, Toronto	22,504,396	NY, New York	874,965,627	CA, Los Angeles	4.8%
TX, Houston	22,018,691	ON, Toronto	871,930,812	CA, Orange County	5.0%
U.S. Index	450,101,565	U.S. Index	18,775,853,735	U.S. Index	7.0%
Canada Index	47,788,465	Canada Index	1,861,099,968	Canada Index	5.1%

* Please note that the statistics represented in these tables are based on CoStar defined market territories and may not all represent the geographic area the label depicts.

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
AB, Calgary **	3.4%	\$0.75	\$129	6,589,470	184,275,174	6.8%
AZ, Phoenix	8.4%	\$1.12	\$176	44,983,474	447,931,978	6.3%
BC, Vancouver **	1.7%	\$1.33	\$370	6,090,519	272,071,436	4.1%
CA, Bakersfield	6.0%	\$0.82	\$109	2,468,190	62,095,613	7.0%
CA, East Bay	6.1%	\$1.37	\$272	4,045,206	278,502,777	5.4%
CA, Fresno	2.9%	\$0.71	\$88	482,867	86,782,000	7.2%
CA, Inland Empire	6.3%	\$1.15	\$270	28,390,284	755,593,166	4.4%
CA, Los Angeles	4.6%	\$1.59	\$325	5,369,073	956,577,491	4.8%
CA, Orange County	3.3%	\$1.64	\$346	1,700,592	304,105,037	5.0%
CA, San Diego	6.1%	\$1.87	\$338	4,165,379	208,974,775	5.7%
CA, San Francisco	9.3%	\$2.29	\$443	4,769,206	99,711,466	5.4%
CA, San Luis Obispo	2.4%	\$1.35	\$197	315,096	9,522,024	6.3%
CA, Santa Barbara	5.6%	\$1.49	\$228	29,966	20,012,503	6.4%
CA, Stockton	7.2%	\$0.79	\$127	4,474,281	149,315,761	5.9%
CA, Ventura	3.8%	\$1.20	\$197	1,205,073	75,255,704	6.1%
CO, Denver	7.7%	\$1.02	\$180	8,999,359	281,673,683	6.9%
DC, Washington	4.9%	\$1.36	\$223	8,777,937	294,606,005	6.8%
FL, Fort Myers	4.3%	\$1.03	\$129	2,521,570	40,165,481	8.0%
FL, Miami	3.3%	\$1.68	\$252	7,511,206	273,171,066	5.7%
FL, Naples	1.5%	\$1.36	\$171	7,800	14,500,572	7.4%
FL, Orlando	5.2%	\$1.14	\$152	7,789,962	199,928,840	6.4%
FL, Tampa	4.8%	\$1.02	\$140	5,037,269	217,043,916	7.2%
GA, Atlanta	6.2%	\$0.75	\$107	20,527,278	829,741,314	6.6%
GA, Savannah	9.5%	\$0.69	\$120	11,112,325	122,900,739	6.8%
ID, Boise	6.3%	\$0.85	\$123	5,547,442	57,733,510	7.4%
IL, Chicago	5.2%	\$0.78	\$92	18,723,062	1,402,664,411	7.7%
IN, Indianapolis	8.0%	\$0.63	\$74	10,959,274	414,386,977	8.1%
KS, Lawrence	3.5%	\$0.77	\$86	13,140	9,431,456	8.8%
KS, Topeka	4.3%	\$0.46	\$59	39,514	21,164,556	9.3%
LA, Baton Rouge	2.5%	\$0.79	\$69	2,986,526	42,117,485	9.5%
MA, Boston	5.4%	\$1.28	\$182	7,177,916	359,152,724	6.9%
MD, Baltimore	6.4%	\$0.92	\$130	2,014,948	263,676,901	7.4%
MI, Detroit	3.9%	\$0.70	\$68	4,804,714	621,587,098	10.2%
MN, Minneapolis	3.8%	\$0.70	\$90	5,735,783	422,433,975	8.6%
United States Index	5.8%	\$0.99	\$151	450,101,565	18,775,853,735	7.0%
Canada Index	2.2%	\$1.08**	\$234**	47,788,465	1,861,099,968	5.1%

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
MO, Kansas City *	5.1%	\$0.58	\$64	11,781,442	360,156,724	8.8%
MO, Saint Louis	4.6%	\$0.57	\$68	4,050,298	337,293,236	8.0%
NC, Durham	4.9%	\$0.95	\$126	3,067,086	50,597,603	7.2%
NC, Raleigh	5.8%	\$0.98	\$130	4,651,496	102,229,413	7.3%
NE, Lincoln	2.6%	\$0.59	\$79	144,672	32,565,678	9.0%
NE, Omaha	2.3%	\$0.65	\$80	5,074,290	106,789,514	8.5%
NJ, Atlantic City	4.3%	\$0.87	\$82	0	9,500,263	8.1%
NJ, Northern New Jersey *	4.3%	\$1.31	\$200	2,708,407	258,890,013	6.3%
NJ, Trenton	5.2%	\$0.82	\$161	586,805	43,943,948	6.4%
NJ, Vineland	6.1%	\$0.62	\$65	256,100	18,820,341	7.6%
NV, Reno	5.8%	\$0.77	\$132	7,396,441	114,765,002	6.0%
NY, Long Island	4.6%	\$1.50	\$193	2,174,506	184,649,139	8.1%
NY, New York *	6.0%	\$1.63	\$270	18,999,131	874,965,627	5.7%
OH, Cincinnati	4.9%	\$0.60	\$67	4,759,460	356,002,562	8.3%
OH, Cleveland	3.6%	\$0.53	\$50	2,215,880	355,772,455	9.9%
OH, Columbus	6.4%	\$0.65	\$77	10,832,713	364,338,888	7.3%
ON, Toronto **	1.9%	\$1.25	\$276	22,504,396	871,930,812	4.3%
PA, Harrisburg	4.2%	\$0.66	\$90	443,608	113,404,424	7.0%
PA, Lehigh Valley *	4.9%	\$0.71	\$117	2,801,880	164,912,915	6.6%
PA, Philadelphia *	6.8%	\$0.92	\$116	12,116,939	621,708,281	7.2%
PA, Pittsburgh	5.4%	\$0.69	\$69	1,746,848	225,821,140	8.2%
SC, Charleston	5.9%	\$0.84	\$101	8,595,419	106,314,739	7.6%
SC, Greenville	6.1%	\$0.56	\$59	1,827,989	144,914,122	8.8%
SC, Spartanburg	13.3%	\$0.52	\$66	5,524,379	118,155,597	8.3%
TN, Nashville	4.0%	\$0.89	\$106	8,316,035	276,673,867	6.5%
TX, Dallas-Fort Worth	8.6%	\$0.79	\$112	43,180,736	1,146,601,616	6.4%
TX, Houston	6.9%	\$0.74	\$97	22,018,691	809,697,460	7.5%
WA, Seattle	6.7%	\$1.23	\$246	7,786,821	354,650,713	5.4%
WI, Madison	3.3%	\$0.63	\$72	537,275	75,785,285	8.5%
United States Index	5.8%	\$0.99	\$151	450,101,565	18,775,853,735	7.0%
Canada Index	2.2%	\$1.08**	\$234**	47,788,465	1,861,099,968	5.1%

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** Numbers shown are in Canadian dollars (CAD)



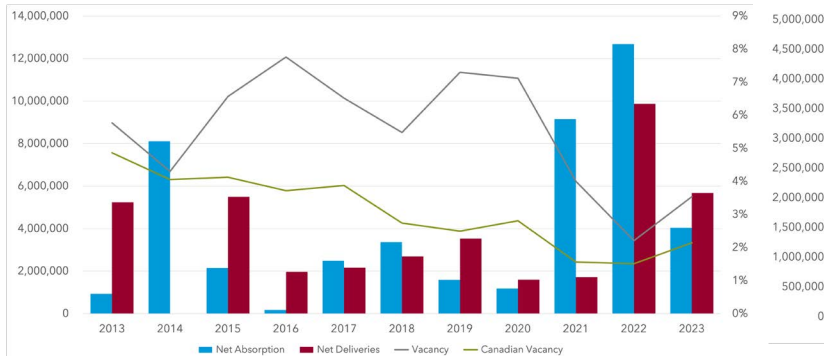
INDUSTRIAL MARKET OVERVIEW

ELIAS TSOUGRIANIS, *Research Analyst*

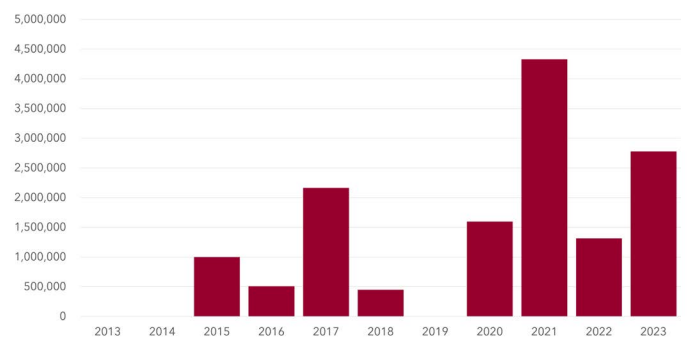
Throughout Q4 2023, Calgary's industrial market sustained consistent performance. While leasing volume square footage decreased, transaction volume rose, indicating continued strength in the small/mid-bay leasing segment. Despite absorption declining from Q3, it remained positive in Q4, at approximately 400,000 SF, aligning with the prevailing trend of 2023. Vacancy rates notably rose on all fronts, attributed to continued demand and limited supply. The construction and planned inventory pipeline remains relatively robust at year end. Q4 witnessed a sharp surge in sales volume, with activity driven by owner user requirements for both single-use and condo bays. Investment grade product activity remained sluggish in Q4 as seen all year.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ Qtrly Net Absorption SF	390,214	1,734,001	(199,137)	2,115,223	2,569,437
▲ Vacancy Rate	3.54%	1.90%	1.96%	1.87%	2.21%
◀ ▶ Avg NNN Asking Rate PSF	Not Tracked	Not Tracked	Not Tracked	Not Tracked	Not Tracked
▼ SF Under Construction	2,776,713	6,588,020	5,076,977	4,329,883	1,315,151
▲ Inventory SF	168,782,190	163,910,084	163,311,067	163,105,942	162,657,499

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3110 - 14th Avenue NE Calgary, AB	225,998 SF	\$28,300,000* \$125.22 PSF	Trivian Marlborough GP Ltd. Lee Energy Systems, Inc.	Class B
1616 - 27th Avenue NE Calgary, AB	211,350 SF	\$25,500,000* \$120.65 PSF	Delta Tek Enterprises Ltd. 9802479 Canada, Inc.	Class B
3420 - 12th Street NE Calgary, AB	114,805 SF	\$15,000,000* \$130.66 PSF	Hyatt Auto Sales Ltd. 9318470 Canada, Inc.	Class B

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
292031 Wagon Wheel Boulevard NE Balzac, AB	221,900 SF	Anthem Properties Logistics Centre Holdings	Article.com Trademango Solutions Inc.	Furniture Retail
292028 Crosspointe Road NE Rockyview County, AB	160,122 SF	Hopewell Development	Medline Canada	Healthcare
11500 Stonehill Drive NE Calgary, AB	87,068 SF	Amico/Crestpoint	Heatlink Group Inc.	Plumbing/Heating/ Panels (Business Supply)



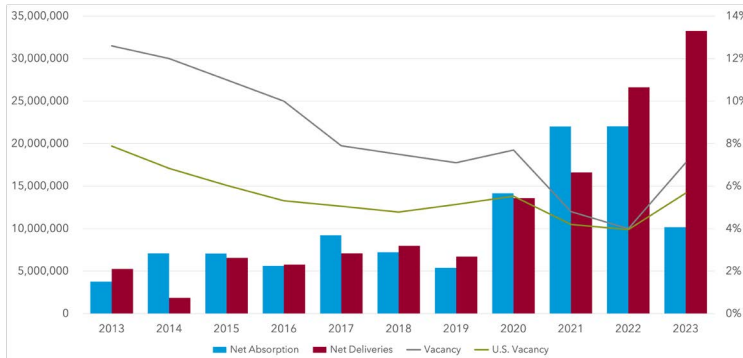
INDUSTRIAL MARKET OVERVIEW

CHRIS MCCHESENEY, *Research Director*

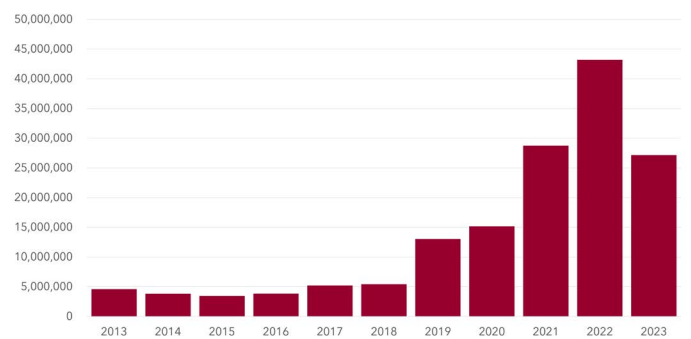
After experiencing two years of unprecedented rental growth, substantial construction completions, and a decrease in vacancy rates, the Phoenix Industrial Market is now entering a phase of stabilization. The introduction of an impressive 39.5 million square feet of new space in 2023 has elevated the overall vacancy to 7.9%, approaching levels reminiscent of the pre-pandemic era. Anticipated demand is set to plateau, and the availability of vacant spaces is projected to rise further, driven by the substantial influx of upcoming projects slated for delivery in the coming year.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ Qtrly Net Absorption SF	1,976,847	2,480,199	2,173,140	4,508,489	4,525,312
▲ Vacancy Rate	7.9%	4.3%	3.8%	4.0%	4.0%
▼ Avg NNN Asking Rate PSF	\$12.48	\$12.60	\$12.24	\$11.88	\$10.56
▼ SF Under Construction	21,452,028	35,404,702	43,143,294	55,291,088	43,197,614
▲ Inventory SF	404,091,099	383,911,018	375,658,060	372,918,165	367,223,611

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5858 W. Lower Buckeye Road Phoenix, AZ	248,750 SF	\$20,457,371 \$82.24 PSF	CapRock Partners Sun State Builders	Class A
7405 E. Monte Cristo Avenue Scottsdale, AZ	64,560 SF	\$15,225,000 \$235.83 PSF	Surgenex Nobility Management	Class B
NEC 59th Avenue & Watkins Street Phoenix, AZ	76,407 SF	\$14,258,296 \$186.61 PSF	Harrison Condos VanTrust RE	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7421 N. Reems Road Glendale, AZ	570,080 SF	Fundrise	Saddle Creek Logitics	3PL
5201 N. Cotton Lane Litchfield Park, AZ	420,536 SF	Merit Partners	Parts Town	Automotive
NEC 152nd Ave. & Camelback Road Litchfield Park, AZ	326,018 SF	US Capital Devevelopment	SunMed	Medical



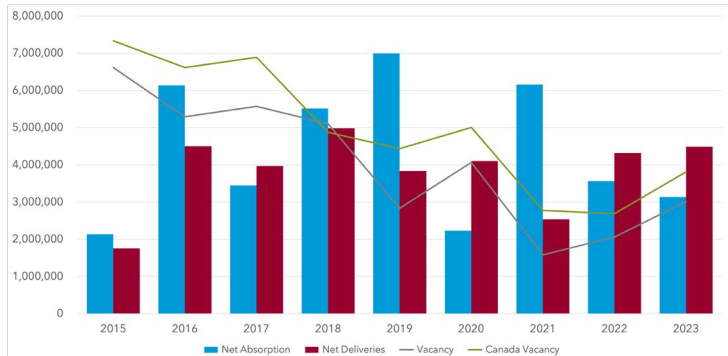
INDUSTRIAL MARKET OVERVIEW

MASON TAYKANDY, *Research Coordinator*

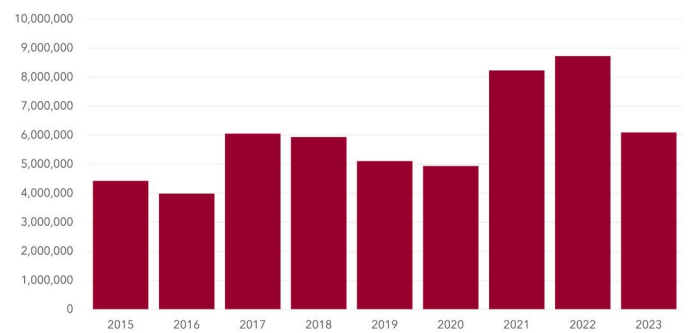
The Vancouver industrial market continues to loosen as the vacancy rate rose to 1.7% in Q4. Although the Bank of Canada kept the policy interest rate at 5%, the cost of borrowing remains high. Coupled with the deceleration of lease rate growth to 0.8% quarter-over-quarter, lease rates seemed to have stabilized, which in turn makes the income-producing asset a less attractive investment. Despite headwinds, the market remains optimistic that interest rates will decrease in the future and spur more sale and development activity. If financing and construction costs diminish, and municipal governments permit more industrial use to address the shortage of developable land; there may be a reversal of this slowing trend going into 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	3,139,543	3,717,531	3,044,261	2,821,515	3,566,956
▲ Vacancy Rate	1.7%	1.5%	1.2%	1.3%	1.2%
▲ Avg NNN Asking Rate PSF	\$21.35	\$21.18	\$20.71	\$20.16	\$19.50
▼ SF Under Construction	6,090,519	7,503,849	9,435,595	9,036,167	8,721,410
▲ Inventory SF	272,087,445	270,689,218	268,477,384	267,956,366	267,428,757

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8355 Riverbend Court Burnaby, BC	82,110 SF	\$48,900,000* \$596.00 PSF	Sunco Foods, Inc. Sevenhill Ventures, Inc.	Class B
1467 Mustang Place Coquitlam, BC	22,000 SF	\$21,050,000* \$957.00 PSF	Inland Industries Ltd. Milan Holdings, Inc.	Class B
7481 North Fraser Way Burnaby, BC	23,480 SF	\$20,765,000* \$884.00 PSF	Refrigerative Supply Manatee Investments Ltd.	Class C

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
19543 34A Avenue Surrey, BC	230,335 SF	BentallGreenOak	Industrial Electric Manufacturing	Manufacturing
18111 Blundell Road Richmond, BC	94,900 SF	Blackstone, Inc.	Rosenau Transport Ltd.	Transportation
13471 Vulcan Way Richmond, BC	91,023 SF	Bosa Properties, Inc.	Wexxar Packaging, Inc.	Packaging



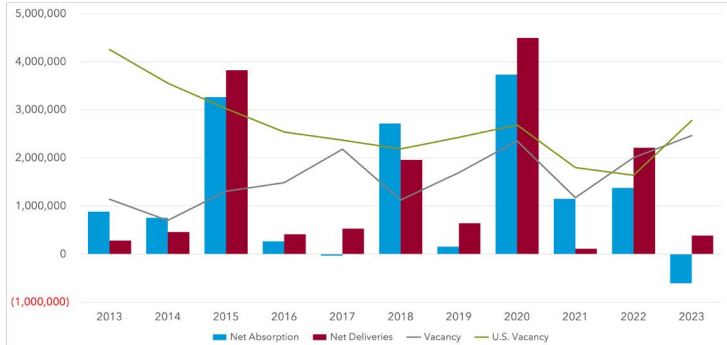
INDUSTRIAL MARKET OVERVIEW

CHAD BROCK, *Managing Principal*

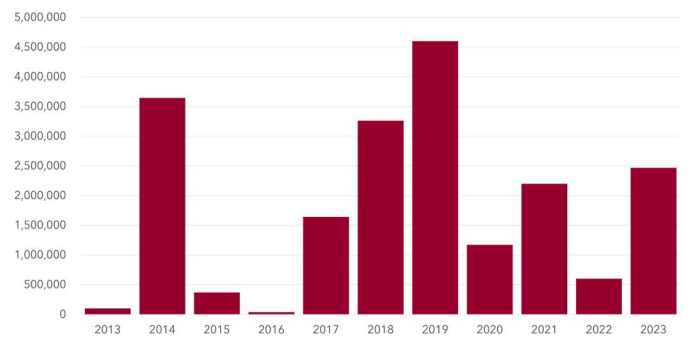
The vacancy rate has increased slightly over the past year, resting at 5.2%. Development remains a dominant market theme with 2.5 million SF underway after deliveries reached 340,000 square feet over the past 12 months. Rents have grown by 2.8% year-over-year. Over the past year, the market had \$125 million in sales from 58 properties, ahead of the five-year average of \$155 million.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(605,000)	418,000	356,875	1,600,000	320,760
▼ Vacancy Rate	5.2%	5.9%	4.6%	5.3%	4.509
▼ Avg NNN Asking Rate PSF	\$9.84	\$9.96	\$9.84	\$9.72	\$9.60
◀ ▶ SF Under Construction	2,468,000	2,468,000	1,385,975	1,395,932	601,354
▲ Inventory SF	62,109,708	61,920,728	61,639,996	61,800,000	61,200,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
19225 Flightpath Way Bakersfield, CA	11,796 SF	\$3,000,000 \$253.32 PSF	MBS Corp. Leslie Knox	Class B
8802 Swigert Court Bakersfield, CA	11,583 SF	\$2,095,000 \$181.00 PSF	Precision Pharmacy Farmer Bros.	Class B
4901 Lisa Marie Court Bakersfield, CA	9,400 SF	\$2,781,490 \$296.00 PSF	XPO Logistics Yellow	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5337 N. Wheeler Ridge Road Bakersfield, CA	240,000 SF	Majestic Realty	Rector Seal	Industrials
2501 Union Avenue Bakersfield, CA	18,000 SF	Hopper Properties LLC	Public Auction	Auction House / Sales
406 Chico Bakersfield, CA	7,500 SF	D'Angelo Family Trust	Wesco	Industrials



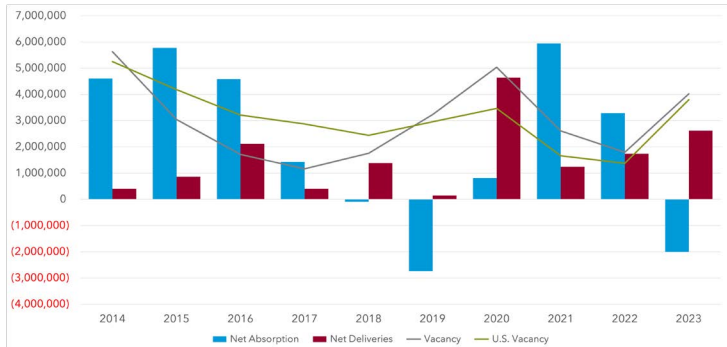
INDUSTRIAL MARKET OVERVIEW

CHRIS SCHOFIELD, SIOR, *Principal*

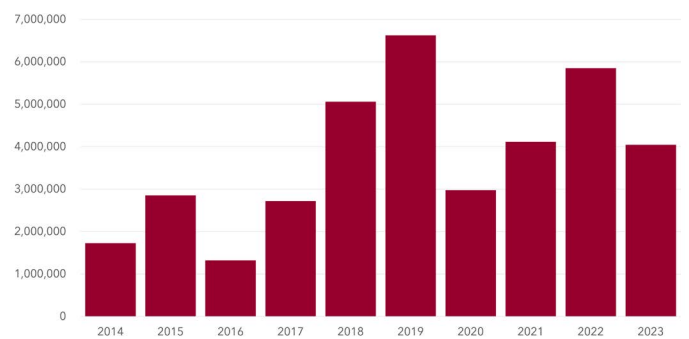
It was a slow last quarter to wrap up 2023 for the East Bay industrial marketplace. With still 4m square feet under construction we finished with 2m square feet of negative net absorption. This did not drive down rates but definitely stalled the pace of increases. As 2024 ramps up we expect to see more activity with rental rates softening. On the sale side, with the spike in interest rates, very few buildings hit the market. Those that did still achieved historically strong prices. As rates begin to decrease we expect more inventory to come online that will increase total volume.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(2,007,831)	126,934	2,254,478	3,802,319	3,287,003
▲ Vacancy Rate	5.80%	5.20%	4.40%	4.20%	4.20%
▼ Avg NNN Asking Rate PSF	\$16.44	16.56	\$16.44	\$16.44	\$16.32
▼ SF Under Construction	4,045,206	4,427,321	5,249,095	5,018,521	5,849,686
▲ Inventory SF	21,407,236	19,531,286	17,426,326	16,592,193	16,361,761

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
37580 Filbert Street Newark, CA	84,482 SF	Undisclosed	Bridge Investment Group DataSafe, Inc.	Class A
336 Los Coches Street Milpitas, CA	41,184 SF	\$13,088,888 \$317.81 PSF	Chroma ATE, Inc. GDK Enterprises LLC	Class B
1841 S. 7th Street San Jose, CA	38,000 SF	\$8,300,000 \$218.42 PSF	Layline LLC UPS	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1075 Montague Expressway Milpitas, CA	386,383 SF	WP Invesments	JIT Transportation	3PL
1919 Williams Street San Leandro, CA	202,000 SF	Prologis	Torani	Food
650-680 85th Avenue Oakland, CA	128,168 SF	Prologis Trust	Lansum	3PL



The Tri-Valley area includes the cities of Livermore, Dublin, and Pleasanton

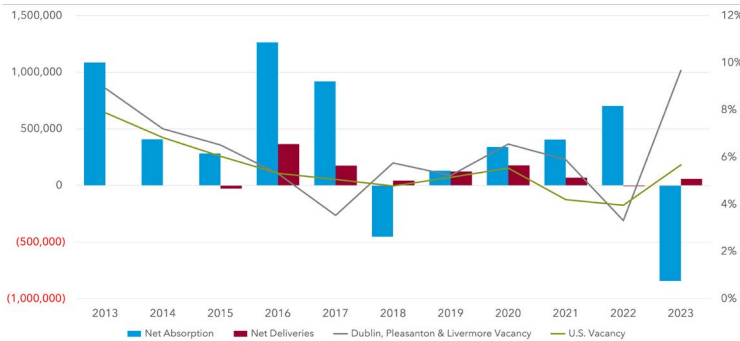
INDUSTRIAL MARKET OVERVIEW

SEAN OFFERS, SIOR, *Principal*

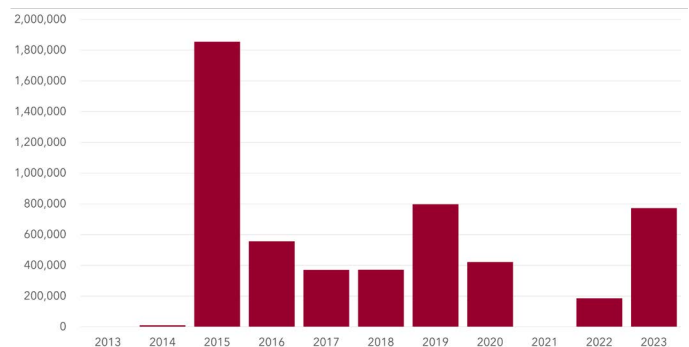
The Tri-Valley Industrial market has continued to show signs of strong fundamentals through Q4 2023. Overall, leasing and sales volume did slow in 2023, mainly due in part to the increase in the Federal Reserve Rate and we saw this trend continue in Q4. Pricing backed off its historic high and there has been an increase in availability throughout the marketplace. Seller's and Landlords are sharpening their pencils on prospective deals and have come to grips that buildings may be on market longer than the previous handful of years. With the Fed signaling a pause or even decline in interest rates for 2024 we anticipate activity and demand to remain on good footing.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(844,160)	(449,793)	114,533	500,812	702,383
▲ Vacancy Rate	9.7%	9.1%	6.8%	3.3%	3.3%
▼ Avg NNN Asking Rate PSF	\$21.53	\$21.56	\$21.39	\$21.36	\$21.26
▲ SF Under Construction	772,243	12,000	175,500	185,500	185,500
◀ ▶ Inventory SF	29,425,301	29,425,301	29,261,801	29,251,801	29,251,801

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2057 San Ramon Valley Boulevard San Ramon, CA	17,420 SF	\$6,058,500 \$347.79 PSF	Roadhaus SR LP Mallory Service Buildings, Inc.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Oaks Business Park, Atlantis Court Livermore, CA	471,496 SF	OMP	Undisclosed	Undisclosed
174 Lawrence Drive, Suites C&D Livermore, CA	21,600 SF	UBS	Nabi Industries, Inc.	Consumer Product Manufacturing
6800 Sierra Court, Suite N Dublin, CA	20,160 SF	B & G Enterprises LLC	Keller Supply	Wholesale



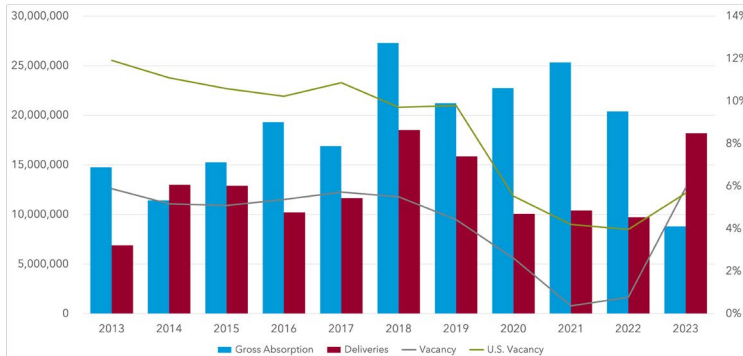
INDUSTRIAL MARKET OVERVIEW

CAROLINE PAYAN, *Director of Marketing & Research*

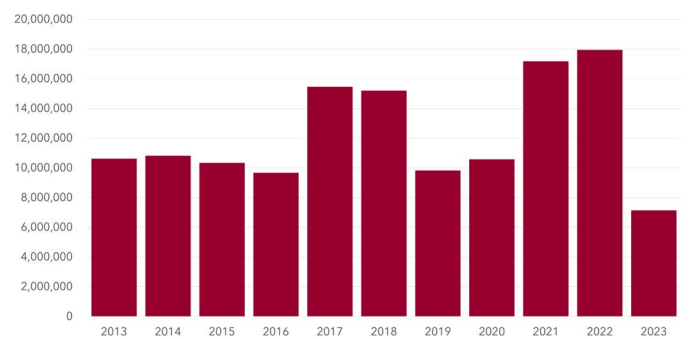
In 4Q2023, the industrial sector in the IE East continued its decline. Gross absorption for 2023 was down 43% from the 2022 activity. Year-over-year volume is down markedly in almost all size ranges and submarkets. Lease renewal activity has been strong, but overall activity has gradually slowed since mid-2022. Vacancy numbers are increasing as well as availability rates, which moves over time to vacancy. Availability is in the double digits and continues to rise driven by the increase in deliveries and space available for sublease.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Gross Absorption SF	2,644,526	1,618,800	2,734,089	1,792,311	3,459,099
▲ Vacancy Rate	5.92%	3.41%	2.05%	1.86%	0.77%
▲ Avg GRS Asking Rate PSF	\$15.58	\$15.13	\$15.80	\$15.37	\$15.66
▼ SF Under Construction	7,143,141	11,606,513	13,109,194	15,136,063	17,944,921
▲ Inventory SF	283,798,797	282,856,013	280,392,698	279,326,974	277,669,509

GROSS ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
400 E. Ellis Avenue Perris, CA	799,522 SF	\$184,000,000 \$230.14 PSF	Blackstone/Link IDI Logistics LLC	Class A
1425 Cooley Court San Bernardino, CA	76,869 SF	\$11,100,000 \$144.40 PSF	1425 Cooley Ct CA LLC SD Cooley Properties LLC	Class C
23711 Rider Street (Purchase Option) Perris, CA	63,880 SF	\$17,500,000 \$273.95 PSF	J-M Manufacturing Co. PWE Eagle, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
400 E. Ellis Avenue Perris, CA	799,522 SF	IDI Logistics LLC	Home Depot USA	Home Improvement
26881 Palmetto Avenue Redlands, CA (Renewal)	585,064 SF	Clarion Partners	Performance Team Freight	Logistics
26597 San Bernardino Avenue Redlands, CA (Sublease)	557,213 SF	XPO Logistics Supply Chain	Yita Logistics LLC	Logistics



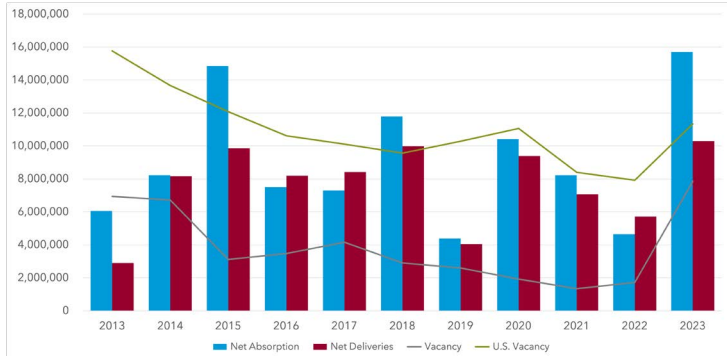
INDUSTRIAL MARKET OVERVIEW

KIMBERLY ROMANIELLO, *Director of Marketing & Research*

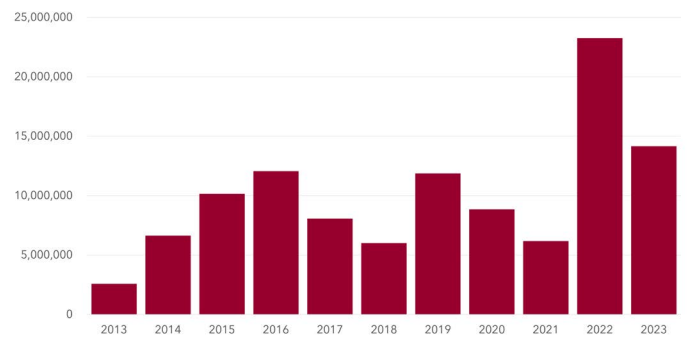
While 2023 posed a strong pause in many sectors, the Inland Empire industrial market remained stable all things considered. Certain fundamentals have reached levels not seen in over a decade due to the extreme spike in development of certain size ranges and cities: development spurred by the previous, extremely-low vacancy coupled with the heightened demand in 2020 and following quarters. Most of that heightened development is now delivering, as almost 15.7M square feet of industrial product will bear the label "Built in 2023." In Q4 alone, the Inland Empire West delivered the most industrial product in at least fifteen years, if not the most in the history of the sector.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	3,782,953	2,372,610	(1,327,177)	(341,964)	(781,096)
▲ Vacancy Rate	3.93%	3.50%	3.09%	1.33%	0.86%
▼ Avg NNN Asking Rate PSF	\$17.27	\$18.84	\$20.28	\$20.47	\$20.77
▼ SF Under Construction	14,152,366	18,587,253	20,988,000	25,562,676	23,259,548
▲ Inventory SF	363,615,462	361,829,546	359,917,966	359,568,117	356,133,149

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
13351 12th Street Chino, CA	67,315 SF	\$25,000,000 \$371.39 PSF	FR CA Property Holdings, LP Goodyear Tires	Class C
301 S. Rockefeller Avenue Ontario, CA	52,935 SF	\$14,898,000 \$281.44 PSF	Pure Development Domino's Pizza, Inc.	Class B
4071 Greystone Drive Ontario, CA	37,500 SF	\$12,250,000 \$326.67 PSF	Mike Reed, an individual 4071 Greystone LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
13521 Santa Ana Avenue Fontana, CA	423,388 SF	Link Logistics	Gigacloud Technology, Inc.	E-Commerce
10721 Jasmine Street Fontana, CA	410,006 SF	Prologis	Gigacloud Technology, Inc.	E-Commerce
11001 Etiwanda Avenue Fontana, CA	404,730 SF	Carson Companies	ACT Fulfillment, Inc.	Logistics



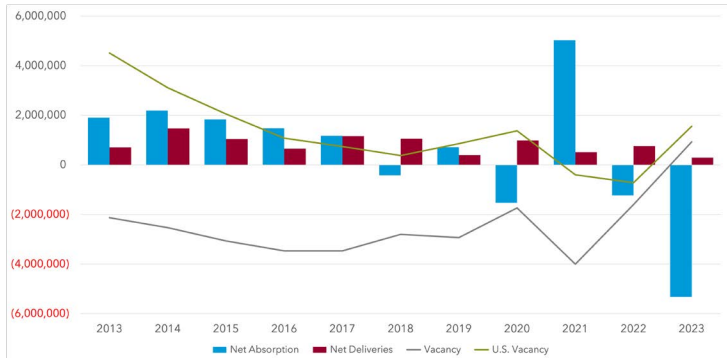
INDUSTRIAL MARKET OVERVIEW

LEJO MAMMEN, *Director of IT/Research*

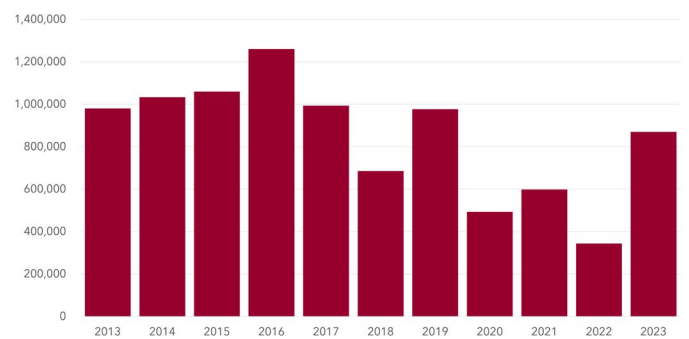
In the fourth quarter, Central Los Angeles continued to experience shifts in its market trends. The vacancy rate further increased to 5.2%, indicating a rise of 20 basis points from the previous quarter. Currently, there are developments in progress for 869,605 square feet of industrial space. Moreover, there was a slight decrease in triple net (NNN) lease rates, which concluded the quarter at \$19.32 per square foot. This decline may be indicative of the ongoing interplay between market supply and demand. Focusing on areas with high industrial activity, the Vernon and Commerce regions remain prominent. These areas are largely influenced by industries such as food production and apparel manufacturing, which significantly impact their commercial activities.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(5,319,946)	(5,523,987)	(4,374,000)	(4,301,288)	(1,608,436)
▲ Vacancy Rate	5.2%	5.0%	4.7%	3.8%	3.2%
▼ Avg NNN Asking Rate PSF	\$19.32	\$19.56	\$19.64	\$20.28	\$20.16
▲ SF Under Construction	869,605	778,050	563,673	343,494	303,284
▼ Inventory SF	246,217,263	246,548,330	236,457,474	246,259,923	246,259,923

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7400 E. Slauson Commerce, CA	249,371 SF	\$50,000,000 \$200.50 PSF	Duke Realty GEHR Commerce	Class C
3268 E. Vernon Vernon, CA	35,103 SF	\$15,800,000 \$450.10 PSF	3268 Vernon Owner BSRep III CA	Class A
12508 Center Street South Gate, CA	33,821 SF	\$5,260,000 \$155.52 PSF	Arebiz LLC Harbor Furniture	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5530-5560 Ferguson Drive Commerce, CA	149,325 SF	La Kretz	Moreno Bathroom	Construction
2187 Garfield Avenue Commerce, CA	123,138 SF	Stanley Point Capital	LAX Freight	Logistics
4651 Bandini Vernon, CA	116,766 SF	Majestic Realty	Alpine Food	Distribution



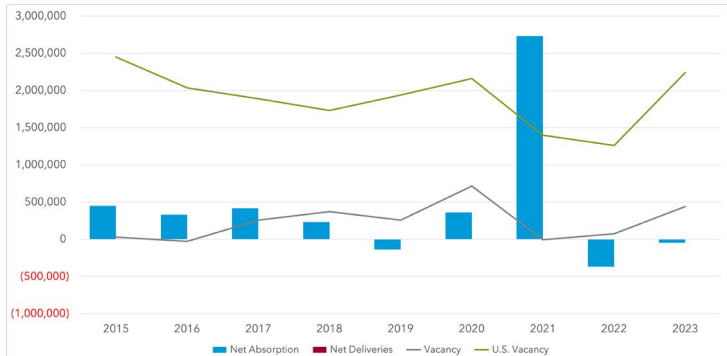
INDUSTRIAL MARKET OVERVIEW

MIKE TINGUS, *President*

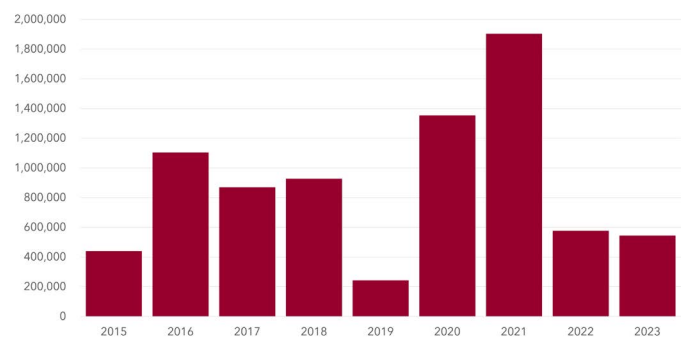
The LA North Industrial market remains resilient, with vacancy rates holding steady at 2.5% and lease rates inching towards record highs, reaching \$1.67 PSF, despite a 34% decline in leasing activity. The market returned to a negative net absorption with year-to-date totals at 476,096 SF of negative net absorption across all submarkets except Northridge, San Fernando, Antelope Valley, Woodland Hills, and Reseda/Tarzana. Thirteen industrial sales with a median price of \$306 PSF - the highest price recorded in the year. Q4 brought 235,643 SF of new inventory online with an additional 342,347 SF planned for the upcoming year across various submarkets.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(47,175)	(57,001)	(479,469)	(404,977)	(369,633)
◀ ▶ Vacancy Rate	2.52%	2.52%	2.30%	2.40%	1.88%
▲ Avg NNN Asking Rate PSF	\$21.00	\$20.88	\$21.36	\$21.12	\$20.04
▼ SF Under Construction	544,608	597,966	771,645	791,694	576,875
▲ Inventory SF	167,739,887	166,214,709	166,489,820	166,017,467	165,924,843

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
10643 Glenoaks Boulevard Pacoima, CA	38,063 SF	\$13,091,145 \$343.93 PSF	Greater LA Vector Control District Glenoaks Partners, LLC	Class B
904-906 N. Lake Street Burbank, CA	21,735 SF	\$8,200,000 \$377.27 PSF	City of Burbank Gento 2 LLC	Class C
9000 Lurline Avenue Chatsworth, CA	19,773 SF	\$5,880,765 \$297.41 PSF	Neutraderm, Inc. DeWitt Family Trust	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
20559 Prairie Street Chatsworth, CA	60,300 SF	Lainer Investments	Machina Labs, Inc.	Manufacturing Co
10340 Glenoaks Boulevard Pacoima, CA	16,644 SF	Isaac Ben-Yehuda and Dalia Ben-Yehuda	Universal Auto Collision, Inc.	Auto Collision Repair
19755 Nordhoff Place Chatsworth, CA	14,950 SF	NBP Partners II LLC	Logicube, Inc.	Manufacturer - Hard Drive Duplication



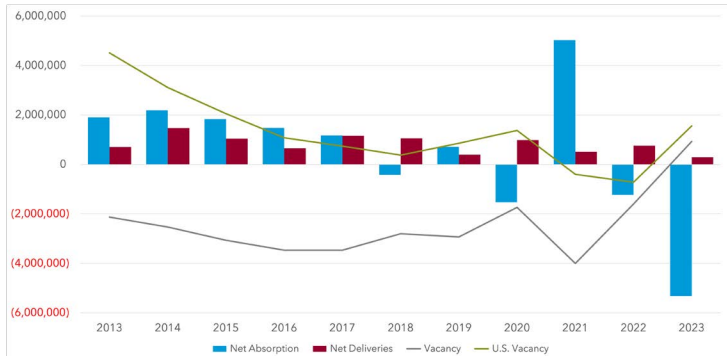
INDUSTRIAL MARKET OVERVIEW

LEJO MAMMEN, *Director of IT/Research*

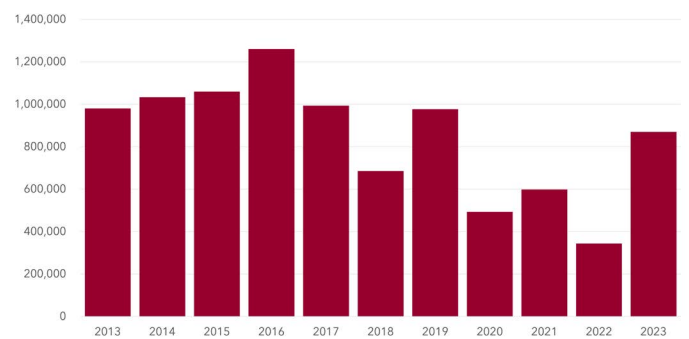
In Q4, the industrial market of San Gabriel Valley displayed resilience, albeit with a vacancy rate that edged down to 4%. Compared to the previous quarter, there was a marginal decline in rental rates, now standing at \$18.72 PSF, NNN annually. The construction sector maintained a steady pace, with about 2.9 million SF space in the pipeline. The City of Industry continues to be a major contributor, representing roughly 72% of SVG's industrial base, and is a hub for the bulk of new Class A warehouse and distribution space developments. It's imperative for both tenants and developers to stay vigilant regarding market fluctuations and adapt their strategies accordingly to leverage the opportunities present in the evolving industrial landscape of the SGV.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(1,088,455)	(976,011)	(879,055)	(871,741)	(1,608,436)
▼ Vacancy Rate	4.0%	5.0%	4.7%	3.8%	3.2%
▼ Avg NNN Asking Rate PSF	\$18.72	\$19.56	\$19.64	\$20.28	\$20.16
▲ SF Under Construction	2,851,221	778,050	563,673	343,494	303,284
▼ Inventory SF	246,217,263	246,548,330	236,457,474	246,259,923	246,259,923

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
315-365 Cloverleaf Baldwin Park, CA	122,904 SF	\$15,000,000 \$122.05 PSF	BCCC Cloverleaf Shea Center	Class B
14955 Don Julian Road City of Industry, CA	74,162 SF	\$30,500,500 \$411.27 PSF	Rockview Dairies Chestnut Properties	Class B
9506-9514 Rush Street South El Monte, CA	49,997 SF	\$13,500,000 \$290.02 PSF	Oots LLC Kay & Kitchner	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3900 Arden Drive El Monte, CA	360,992 SF	Ares	Eurostar	Shoes
5091 4th Street Irwindale, CA	233,342 SF	Clarion Partners	Classic Concepts	Services
19635-19777 E. Walnut City of Industry, CA	200,435 SF	Industrial Park E Sub	Continent Solution	Transportation



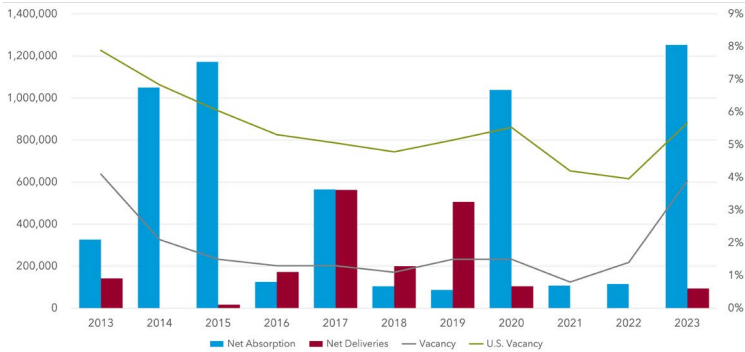
INDUSTRIAL MARKET OVERVIEW

BRANDON CARRILLO, *Principal*

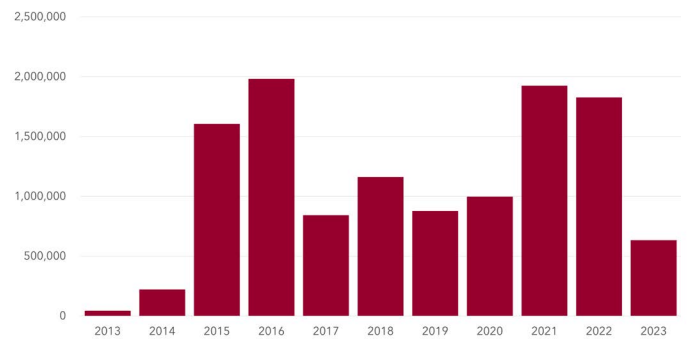
As the year ended with Q4, the vacancy rate continued its year long trend upward to 3.9% Direct Inventory. Strong demand for port-adjacent warehouse space continues, but tenants and buyers are more selective and price sensitive. Average asking lease rates continued downward for the quarter to \$1.78 per SF NNN while land lease rates for truck & trailer parking have dropped, as supply chains shedded excess space in the Post Covid World. The most notable sale was Black Rock's \$213-million purchase of the 17.5-acre site in San Pedro in the heart of the LA Ports. Developers have slowed their pace of construction as there is currently 633,144 SF under construction.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	1,252,920	1,142,905	2,131,654	1,939,485	115,155
▲ Vacancy Rate	3.90%	3.50%	3.70%	2.60%	1.40%
▼ Avg NNN Asking Rate PSF	\$21.36	\$22.68	\$23.64	\$18.96	\$22.08
▼ SF Under Construction	633,144	696,877	912,766	1,020,499	1,827,233
▲ Inventory SF	202,163,801	202,069,473	201,378,810	201,271,077	200,336,568

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
15801 E. First Street City of Industry, CA	993,142 SF	\$120,000,000 \$121.00 PSF	Rexford Industrial Realty, Inc. The Pabst Brewing Company	Class B
99¢ Only Stores HQ, 4000 Union Pacific Commerce, CA	903,335 SF	\$190,000,000 \$210.00 PSF	Dart Warehouse Corporation 99 Cents Only Stores LLC	Class B
300 Westmont Drive San Pedro, CA	759,851 SF	\$213,386,643 \$573.00 PSF	CBRE Investment Management BlackRock, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
680 S. Lemon Avenue City of Industry, CA	472,876 SF	Furniture of America	Lee & Associates	Manufacturing
1452 W. Knox Street Torrance, CA	442,550 SF	National Road Logistics	Undisclosed	Undisclosed
3900 Ardeb Drive Lower San Gabriel Valley, CA	360,992 SF	Foot Locker	Undisclosed	Undisclosed



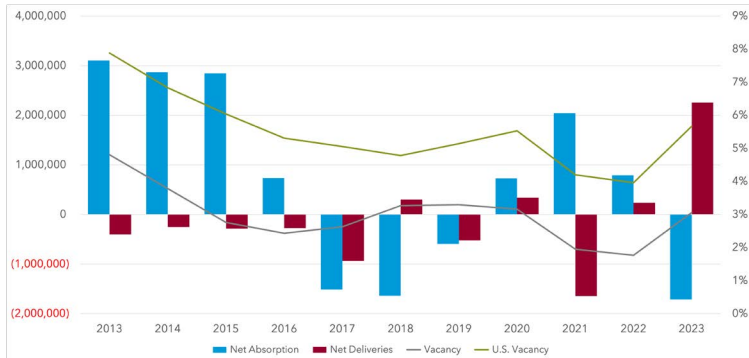
INDUSTRIAL MARKET OVERVIEW

JACK HALEY, *Principal*

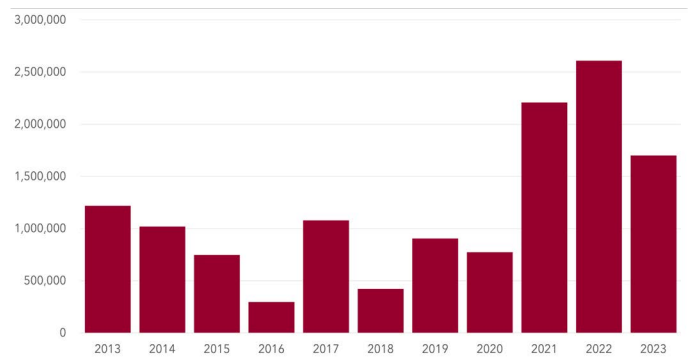
Tenant demand eased in 2023 and the pace of rent growth slowed. More new industrial space was delivered in Orange County than in any year since 2001, as the countywide vacancy rate remains near its all-time low. Despite 450,825 SF of Q4 tenant expansion, there was nearly 1.6-million-SF of negative net absorption in 2023, the most in 14 years. Quality available space remains well below historical averages as vacancy rates range from 2.6% (Airport area) to 4.5% (West County). Countywide, the vacancy rate closed out the year at 3.2%, up from the 1.8% record low at the end of 2022. Countywide, 15 new buildings were delivered in 2023, including five in the Q4. The average new building size was 54,000 SF.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	442,548	(896,321)	(808,518)	(450,470)	1,041,009
▲ Vacancy Rate	3.1%	2.9%	2.6%	2.0%	1.8%
▲ Avg NNN Asking Rate PSF	\$20.64	\$20.52	\$20.16	\$19.68	\$18.96
▼ SF Under Construction	1,700,592	2,515,845	2,667,394	3,344,927	2,609,125
▲ Inventory SF	304,105,037	303,294,120	303,019,518	301,969,773	301,849,371

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1683 Sunflower Avenue Costa Mesa, CA	345,000 SF	\$72,000,000 \$208.70 PSF	Costa Mesa Sunflower LLC International Asset Mgmt Holding	Class B
5037-5065 E. Hunter Avenue Anaheim, CA	84,497 SF	\$31,000,000 \$366.88 PSF	Bisco Industries, Inc. Glen Ceiley	Class C
7050 Village Drive Buena Park, CA	80,868 SF	\$21,558,528 \$266.59 PSF	Buchanan Street Partners TA Realty	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2501 E. Orangethorpe Avenue Fullerton, CA	229,422 SF	Prologis, Inc.	3PL Global	3PL
5800 Skylab Road Huntington Beach, CA	167,778 SF	Morgan Stanley & Co. & Orchard Partners	Home & Body Co.	Manufacturing
285 N. Berry Street Brea, CA	124,678 SF	Transwestern Development Company	Flexfit	Apparel



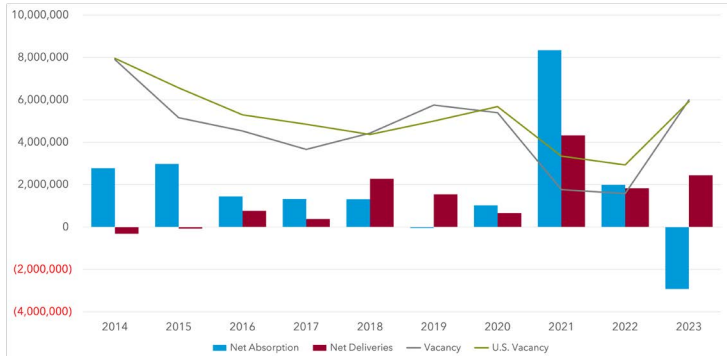
INDUSTRIAL MARKET OVERVIEW

SPENCER DOK, *Associate*

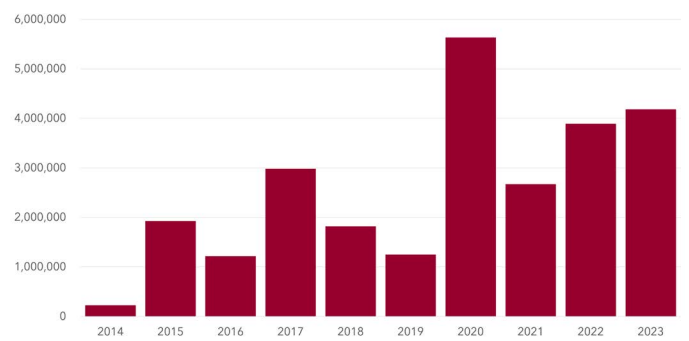
San Diego's vacancy rate climbed to 6.0% in Q1 2024, a notable increase attributed to market shifts, particularly in Sorrento Mesa and UTC where biotech firms and home goods retailers vacated spaces. Over 1.4 million SF of speculative deliveries from 2023 are available for lease. Buildings over 100,000 SF face declining leasing, contrasting with robust demand for small-bay properties. Modest growth in asking rents in 23Q4, coupled with positive indicators like improved consumer confidence and ongoing construction of a second port of entry, eases concerns about significant drops. The development is expected to fuel demand for logistics facilities exceeding 100,000 SF in the upcoming quarters.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(2,922,602)	(1,832,625)	(1,174,393)	214,737	1,986,382
▲ Vacancy Rate	5.7%	5.0%	4.5%	3.8%	3.2%
▲ Avg NNN Asking Rate PSF	\$22.44	\$22.32	\$21.96	\$21.60	\$21.24
▼ SF Under Construction	4,181,793	5,077,645	4,404,341	3,551,504	3,893,363
▲ Inventory SF	208,989,293	207,969,949	207,590,830	206,957,425	206,549,318

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3390 Heritage Road Chula Vista, CA	105,550 SF	\$21,600,000 \$204.64 PSF	EQT Exeter Rockefeller Group	Class B
7498 Colchester Court San Diego, CA	102,099 SF	\$30,585,707 \$299.57 PSF	Hines Murphy Development	Class B
7222 Airway Road San Diego, CA	101,145 SF	\$30,331,793 \$299.88 PSF	Hines Murphy Development	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6212 Corte Del Abeto Carlsbad, CA	70,224 SF	Elion Partners	K1 Speed	Amusement
9050 Airway Road San Diego, CA	59,905 SF	ARES Management	Undisclosed	Undisclosed
480 N. Spruce Street Escondido, CA	48,976 SF	City of Escondido	Undisclosed	Undisclosed



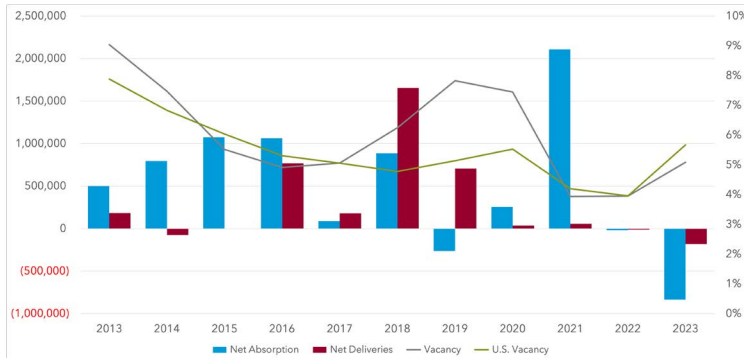
INDUSTRIAL MARKET OVERVIEW

DANIEL KNOKE, *Principal*

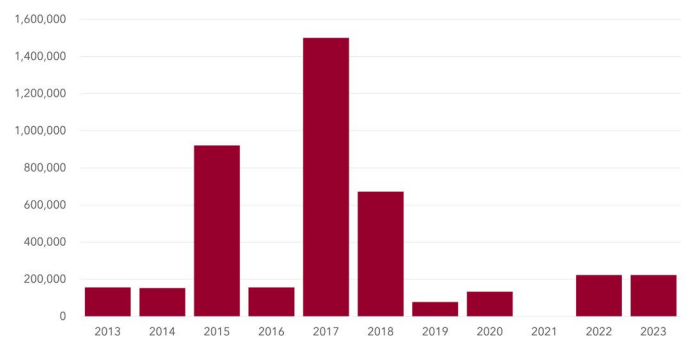
The North San Diego County Industrial Market has remained steady over the last two quarters with vacancy rates varying less than 0.1% and NNN lease rates dropping by \$0.01 on a monthly basis. Net absorption rose by roughly 270,000 square feet from -328,086 in Q3 to -69,797 in Q4, a trend we hope to see continue into Q1 of 2024. All signs point to a strong start to 2024 for both sales and leasing in the North County Industrial market.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(69,797)	(328,086)	(208,749)	(228,266)	(197,571)
▲ Vacancy Rate	5.1%	5.0%	4.4%	4.0%	4.0%
▲ Avg NNN Asking Rate PSF	\$17.28	\$17.40	\$17.28	\$16.80	\$16.20
◀ ▶ SF Under Construction	222,959	222,959	222,959	222,959	222,959
◀ ▶ Inventory SF	58,386,117	58,386,117	58,386,117	58,386,117	58,386,117

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3225 Executive Ridge Vistas, CA	57,609 SF	\$19,695,556 \$341.88 PSF	Old Grove LLC DXW LLC	Class B
5801 Van Allen Way Carlsbad, CA	54,414 SF	\$13,789,868 \$253.43 PSF	Harbor Associates S.M.A.C.	Class B
5807 Van Allen Way Carlsbad, CA	47,946 SF	\$7,460,132 \$155.59 PSF	Harbor Associates S.M.A.C.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6212 Corte Del Abeto Carlsbad, CA	70,224 SF	Elion	K1 Speed	Recreation
480 N. Spruce Street Escondido, CA	48,976 SF	City of Escondido	Dumpster Champs	Equipment Rentals
5807 Van Allen Way Carlsbad, CA	47,946 SF	Harbor Associates	SMAC, Inc.	Manufacturing



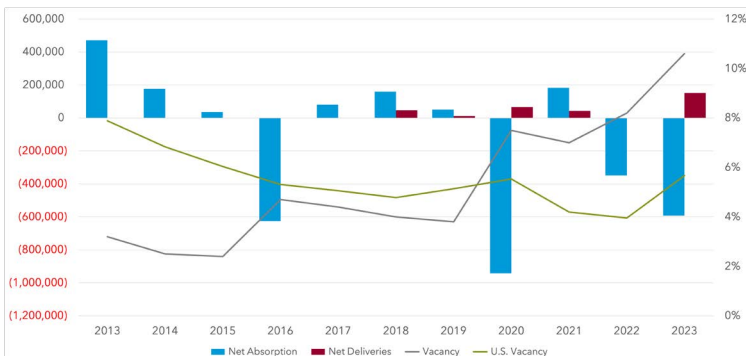
INDUSTRIAL MARKET OVERVIEW

THOMAS NIU, *Senior Vice President*

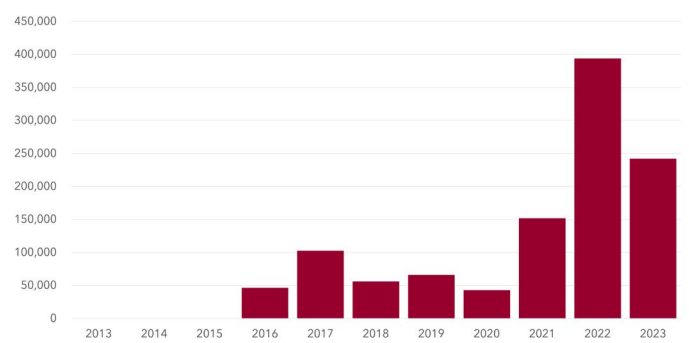
San Francisco's industrial market limped to the end of 2023 with muted leasing activity and a vacancy rate that jumped some 200 basis points. One factor is the retrenchment in tech due to both the increased cost of capital as well as the "belt-tightening" that started last year. Redevelopment of buildings into lab also abated as that industry retreated from the frenzied growth of the Covid era. The sales and investment market was quiet this quarter; a future barometer will be 1035 Howard, a vacant R&D cold-shell building recently brought to market after being purchased for \$410 PSF five years ago. Unlike the wave of defaulting properties now afflicting the office market - we are not aware of any material distressed transactions connected with industrial property.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(525,875)	(584,454)	(498,923)	(428,963)	(349,234)
▲ Vacancy Rate	10.57%	9.90%	8.67%	8.99%	8.21%
▼ Avg NNN Asking Rate PSF	\$27.62	\$27.85	\$27.64	\$27.47	\$27.24
▼ SF Under Construction	242,086	393,863	393,863	393,863	393,863
▲ Inventory SF	27,924,021	27,772,244	27,772,244	27,772,244	27,772,244

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
335 Barneveld Avenue San Francisco, CA	14,961 SF	\$6,320,000 \$422.43 PSF	Sam Ye & Stella Huiping Li Trust Sharon E. Lamey Trust	Class C
1325 Egbert Avenue San Francisco, CA	6,250 SF	\$2,000,000 \$320.00 PSF	Adriam Hoffman The Arthur E. Behne 2013 Trust	Class C
235 Capitol Avenue San Francisco, CA	2,592 SF	\$1,010,000 \$389.66 PSF	Robin Jones Seosamn O'Brian	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2525-2545 16th Street San Francisco, CA	52,815 SF	Angus McCarthy	Undisclosed	Undisclosed
1575 Burke Avenue San Francisco, CA	38,811 SF	John Phelan	Keller Supply Company	Wholesaler
955-1055 Cesar Chavez Street San Francisco, CA	17,400 SF	William & Claire Spencer 1995 Living Tr	Undisclosed	Undisclosed



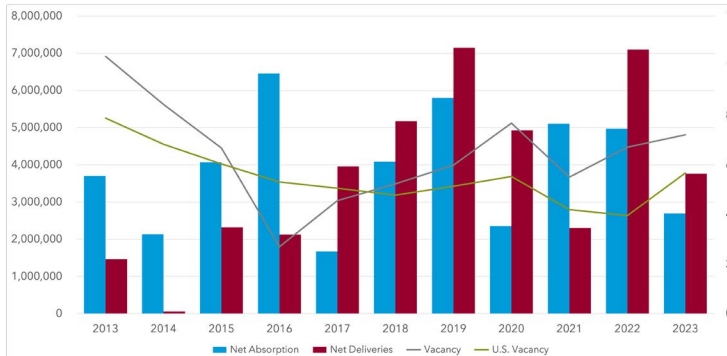
INDUSTRIAL MARKET OVERVIEW

JIM MARTIN, SIOR Senior Vice President

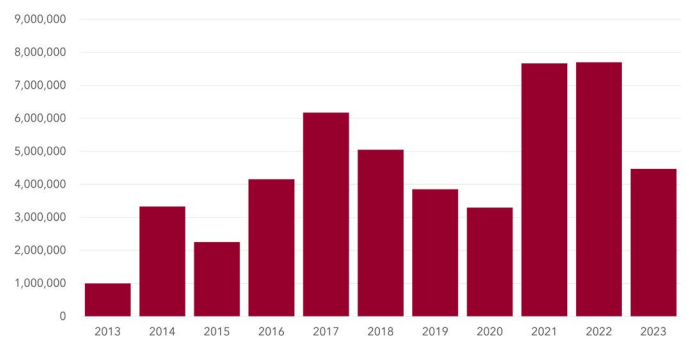
Q4 2023 welcomed robust industrial activity in both sales (owner/user and investor) and leasing segments of the market, highlighted by several noteworthy transactions completed by name brands signaling a positive outlook heading into 2024. Interest rates continue to plague the smaller owner/user SBA buyers and are causing owners to either adjust pricing or be willing to negotiate further from the ask than in previous years; transportation/trucking continues to struggle despite recently being the most active product type in the region. Rumors of renewed e-commerce activity and generally stable rental rates to date support continued momentum going forward.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	1,865,480	1,368,212	1,514,371	637,560	2,133,404
▲ Vacancy Rate	7.1%	6.9%	5.9%	4.2%	5.5%
◀ ▶ Avg NNN Asking Rate PSF	\$8.76	\$8.76	\$8.76	\$8.76	\$8.16
▼ SF Under Construction	4,129,287	5,994,767	6,466,750	8,278,460	5,500,000
◀ ▶ Inventory SF	196,450,000	196,450,000	196,450,000	195,375,600	194,670,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5120 Glacier Avenue Lathrop, CA	1,693,230 SF on 80 Acres	\$195,000,000 \$131.82 PSF	Exeter Property Trust Crow Holdings	Class A
945 E. Whitmore Avenue Modesto, CA	193,639 SF on 19.6 Acres	\$32,000,000 \$165.26 PSF	Boise Cascade G3	Class B
1175 S. Guild Avenue Lodi, CA	180,000 SF on 16.23 Acres	\$26,000,000 \$144.44 PSF	Cepheid Kubota	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3400 W. Yosemite, Bldg 3 Lathrop, CA	272,900 SF	Phelan	Macy's	Warehouse/ Distribution
600 Spreckles Avenue Manteca, CA	552,467 SF	Prologis	Daiso	Warehouse/ Distribution
601 Tesla Drive Lathrop, CA	173,261 SF	LBA	JBF Logistics	3PL



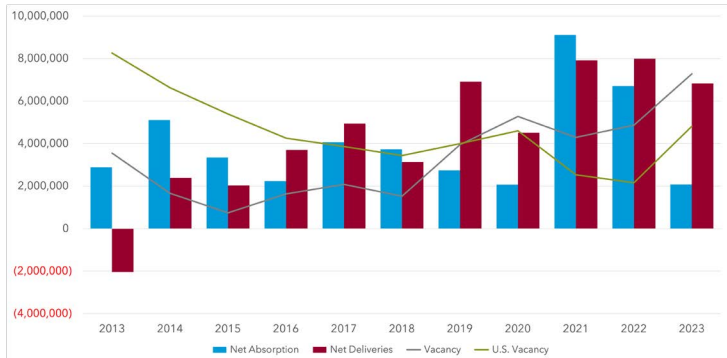
INDUSTRIAL MARKET OVERVIEW

RON WEBERT, SIOR, *Principal*

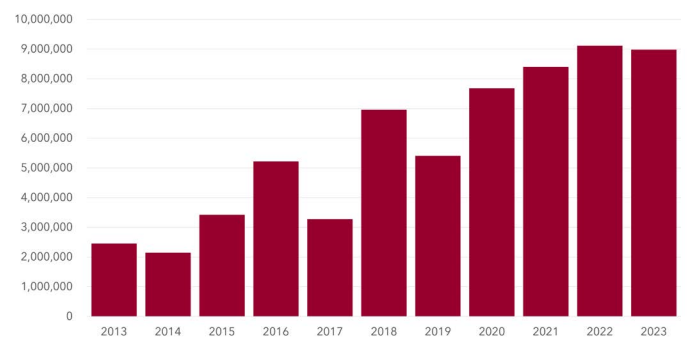
The Denver market ends the year where we all thought things were trending mid-year, with a cooling off on the leasing and sales front. Let's compare some numbers between 2021, 2022 & 2023: Absorption (9.5M/6.5M/2.3M) Leasing volume (17.5M/17.1M/10.1M) and Sales volume (\$2.2B/\$1.9B/820M). We are definitely mirroring the national market in terms of a slowdown, but not everything is experiencing negative headwinds. Some positive signs: new construction has slowed which should stabilize vacancy and interest rates are lowering which will positively affect sales volume. While no one is predicting we get back to 2021 metrics for the year ahead, most experts are cautiously optimistic that we will see some stabilization and leveling off.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	2,083,923	2,186,126	4,645,571	6,279,020	6,710,035
▲ Vacancy Rate	7.30%	6.60%	6.20%	6.30%	5.70%
◀ ▶ Avg NNN Asking Rate PSF	\$12.24	\$12.24	\$12.02	\$11.83	\$11.67
▼ SF Under Construction	8,983,352	10,189,617	10,508,632	11,124,319	9,116,669
▲ Inventory SF	280,679,377	278,197,645	276,946,586	275,780,415	273,846,038

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1780 W. 6th Avenue Denver, CO	115,032 SF	\$10,750,000 \$93.45 PSF	BKM Baker Crescent Electric	Class C
14603 E. Moncrieff Place Aurora, CO	101,406 SF	\$10,900,000 \$107.49 PSF	Crosse - Moncrieff LLC Den Industrial LLC	Class B
4600 E. 48th Avenue Denver, CO	82,380 SF	\$7,550,000 \$91.62 PSF	City Of Denver Novell	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
9400 E. 46th Place Denver, CO	338,548 SF	Brookfield Corporation	Discount Tire	Tire and Wheel Retailer
9400 E. 46th Place Denver, CO	155,850 SF	Brookfield Corporation	Marcone Group	Appliance Parts Distributor
9575 E. 40th Avenue Denver, CO	57,163 SF	Confluent	1st Floor Direct	Flooring



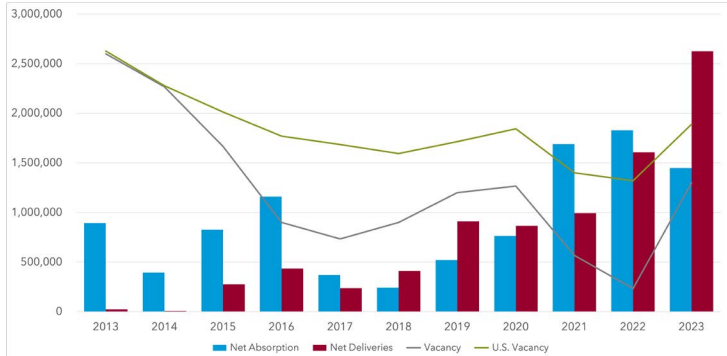
INDUSTRIAL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

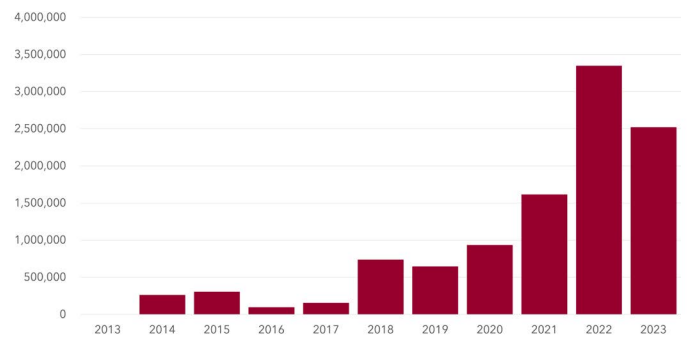
All industrial-related employment had year-over-year growth except for the manufacturing industry, which saw a -1.2% YOY decline in jobs. Industrial demand remained strong at yearend despite rising vacancy. Asking rates rose across all Lee County submarkets with significant industrial inventory. The overall industrial asking rental rate ended fourth quarter 2023 at \$13.09 per square foot (psf) - the highest quarterly average ever recorded for the market. This registered a 19.3% annual increase in YOY rent growth for Lee County, marking another consecutive double-digit jump. Overall vacancy increased 320 basis points to 3.9%. The construction pipeline remained robust with another wave of new supply expected to deliver in 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	741,609	(5,730)	256,453	455,968	389,312
▲ Vacancy Rate	3.9%	1.9%	1.2%	0.7%	0.7%
▲ Avg NNN Asking Rate PSF	\$13.06	\$12.88	\$12.57	\$11.15	\$10.94
▼ SF Under Construction	2,521,570	3,939,663	4,178,874	4,261,975	3,349,388
▲ Inventory SF	40,164,576	38,634,623	38,281,534	37,828,290	37,539,622

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
15485 S. Tamiami Trail Fort Myers, FL	123,438 SF	\$15,500,000 \$125.57 PSF	General RV Center Lenny's Furniture Warehouse, Inc.	Class C
710 & 730 NE 19th Place Cape Coral, FL	58,929 SF	\$9,000,000 \$152.73 PSF	84 Properties LLC CC Home Builders	Class B
10061 Amberwood Road Fort Myers, FL	21,107 SF	\$2,800,000 \$132.66 PSF	LNMT Amberwood 2 LLC Skyline Group	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6135 Tri County Commerce Way Fort Myers, FL	56,707 SF	Glenstar/Columnar	American Bottling Company	Food & Beverage
16101 Parallel Drive Fort Myers, FL	28,450 SF	Geis Development	Frigid Rigid	Cooler Manufacturer
2443 Rockfill Road Fort Myers, FL	25,400 SF	Lee Family Trust	JR & Co. Inc.	Construction



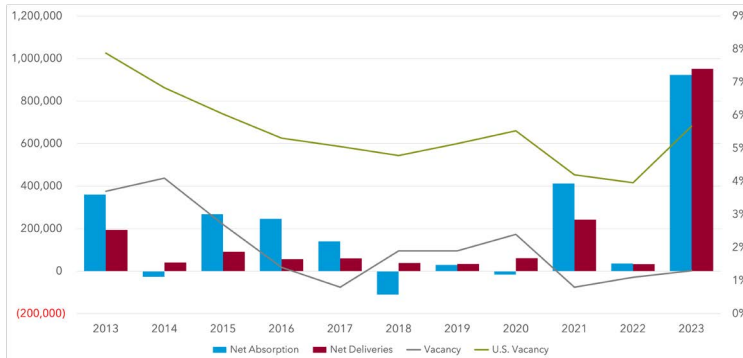
INDUSTRIAL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

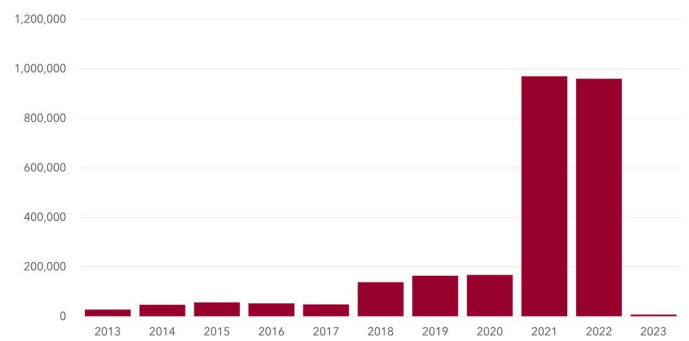
The market remained tight for another consecutive quarter. There were steady gains in industrial-related employment. The Manufacturing industry in Naples area grew faster than statewide and had the third fastest annual job growth when compared to all other metro areas in the state for a 3.6% increase. The Transportation, Warehousing and Utilities sector also had YOY growth, registering a 3.3% annual increase in jobs. Average asking rental rates remained elevated- hovering close to \$20.00 PSF NNN. Rate growth registered a 30.6% jump when compared to the same time last year. New leases were inked, however leasing volume moderated, and the market ended the year with negative net absorption. Rent growth may moderate in 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	(1,134)	(40,317)	947,965	16,886	(17,091)
▲ Vacancy Rate	1.3%	1.2%	0.8%	1.0%	1.1%
▼ Avg NNN Asking Rate PSF	\$19.63	\$20.61	\$19.21	\$18.50	\$15.03
◀ ▶ SF Under Construction	7,800	7,800	22,968	959,968	959,968
◀ ▶ Inventory SF	14,500,572	14,500,572	14,485,404	13,548,404	13,548,404

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2884 S. Horseshoe Drive Naples, FL	39,529 SF	\$8,600,000 \$217.56 PSF	Gary R. Van Cleef Air Technology Holdings LLC	Class B
68 Industrial Boulevard Naples, FL	14,009 SF	\$5,550,000 \$396.17 PSF	68 Industrial Holdings LLC AB Support II LLC	Class B
2190 Kirkwood Avenue Naples, FL	13,131 SF	\$4,350,000 \$331.28 PSF	2190-80 Kirkwood Ave LLC 2190 Kirkwood LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1485 Rail Head Boulevard Naples, FL	16,417 SF	AG-RC Rail Head Owner LLC	Viper Tradeshow Services	Convention/Event Services
3811 Enterprise Avenue Naples, FL	7,564 SF	3811 Enterprise Avenue LLC	International Protective Service, Inc.	Private Security and Investigations Firm
3573 Enterprise Avenue Naples, FL	3,380 SF	HouseMade Industrial	Undisclosed	Undisclosed



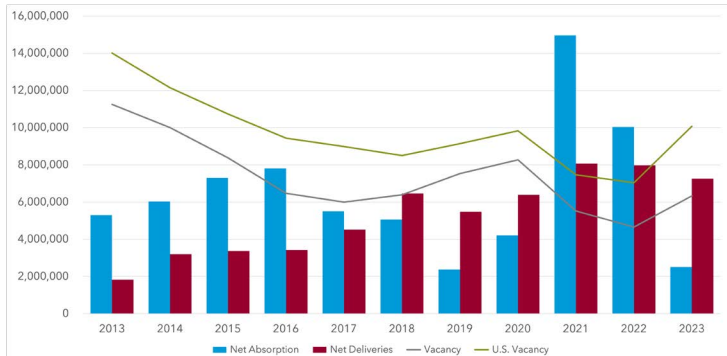
INDUSTRIAL MARKET OVERVIEW

CHRISTIAN BAENA, *Vice President*

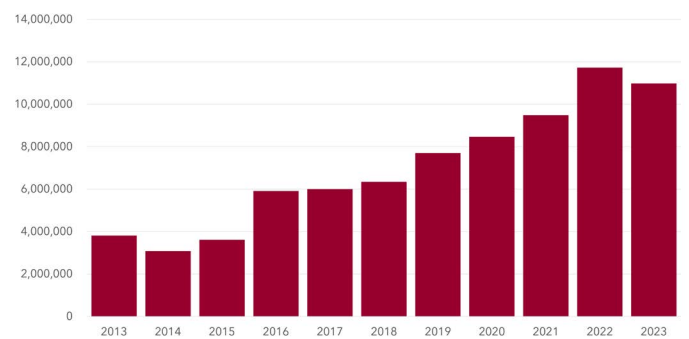
South Florida's industrial sector demonstrated significant resilience and growth. Lease rates remained robust, particularly for tenants seeking spaces over 40,000 SF, with an average NNN asking rate of \$17.15 PSF annually. This period marked a continued trend of 'flight to quality,' as older properties maintained their value without significant discounts. Importantly, operating costs stabilized, benefiting from the larger property owners' ability to distribute insurance costs over extensive policies, thus maintaining higher lease rates. Despite slight post-COVID valuation adjustments, sellers' optimism persists, unaffected by looming recession threats. Overall, the market shows a positive trajectory, underpinned by a healthy balance of limited supply and strong demand.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	2,506,157	4,085,752	6,674,772	8,855,156	10,035,719
▲ Vacancy Rate	3.1%	2.6%	2.3%	2.2%	2.3%
▲ Avg NNN Asking Rate PSF	\$17.15	\$16.76	\$16.05	\$15.45	\$14.32
▼ SF Under Construction	10,980,188	12,859,566	13,123,977	12,681,375	11,729,300
▲ Inventory SF	484,833,786	481,381,698	480,334,515	479,009,719	477,575,398

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
NW 162nd Street Hialeah, FL	312,103 SF	\$113,000,000 \$362.06 PSF	Ponte Gadea USA, Inc. Bridge Industrial	Class A
8501 NW 90th Street Medley, FL	268,232 SF	\$45,000,000 \$167.77 PSF	Pella Corporation Lawson Industries, Inc.	Class A
4141 W. 91st Place Hialeah, FL	232,620 SF	\$29,464,931 \$126.67 PSF	Property Reserve, Inc. Codina Partners	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
21301 NW 47th Avenue Miami Gardens, FL	397,167 SF	Bridge Industrial	Iberia Foods	Grocery Retailer
8501 NW 80th Street Medley, FL	257,074 SF	L&B Realty Advisors, LLP	Nestle	Food Processing
6905-6909 NW 25th Street Miami, FL	145,855 SF	Prologis, Inc.	The Queen's Flowers Corp	Florist Wholesaler



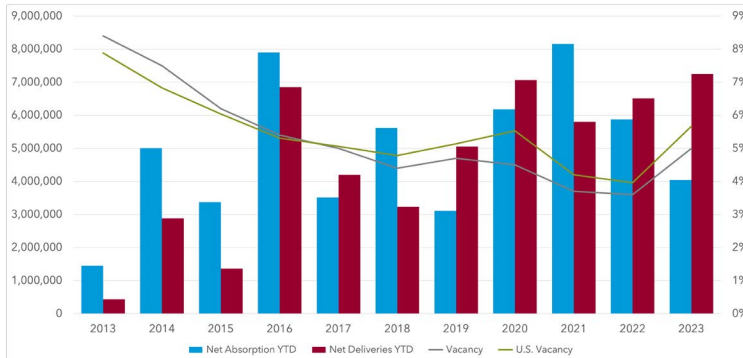
INDUSTRIAL MARKET OVERVIEW

JULIA SILVA, SIOR, *President*

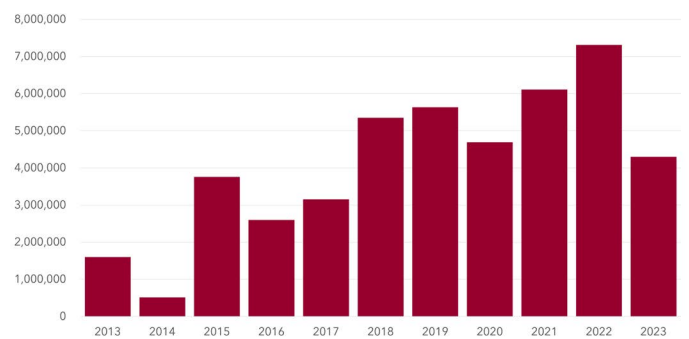
Amidst the backdrop of substantial migration and inflationary pressures, Tampa's industrial real estate market remains resilient, particularly in the robust core markets of Tampa Bay. Anticipating a minimum of three interest rate reductions this year and facing limited inventory, the industrial sector foresees an upswing in sale prices. The addition of 7.3 million square feet of new development inventory to the Tampa market in 2023 led to a marginal 10 basis points increase in vacancy over the year. However, challenges persist in outlying areas with available land, demanding strategic solutions for effective absorption, emphasizing the role of innovative marketing and dynamic leasing teams.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	4,042,972	6,385,720	7,766,345	7,826,986	5,878,370
◀ ▶ Vacancy Rate	5.0%	5.0%	4.9%	4.9%	3.6%
▲ Avg NNN Asking Rate PSF	\$11.39	\$11.04	\$11.40	\$10.65	\$9.78
▼ SF Under Construction	4,298,013	5,601,871	5,940,367	4,760,138	7,311,545
▲ Inventory SF	241,539,808	240,803,351	239,788,481	238,853,381	235,419,174

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1220 N. US Highway 301 Tampa, FL	390,711 SF	\$46,000,000 \$117.73 PSF	Hines TPG Angelo Gordon & Co., LP	Class B
5416 Sligh and 5451 Johns Road* Tampa, FL	297,254 SF	\$55,615,000 \$186.87 PSF	Clarion Partners PCCP	Class A
1420 Gordon Food Service Drive Plant City, FL	243,650 SF	\$21,750,000 \$89.27 PSF	Brennan Investment Group Gordon Food Service	Class C

*Part of a portfolio sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8565 State Road 33 Lakeland, FL	570,000 SF	CBRE Investment Management	Veritiv	Printing Writing Paper Merchant Wholesalers
5300 Allen K Breed Highway Lakeland, FL	330,200 SF	Kohlberg Kravis Roberts & Co. L.P.	DHL	Transportation and Warehousing
4406 Madison Industrial Lane Tampa, FL	229,308 SF	JLL Income Property Trust	HD Supply	Wholesaler



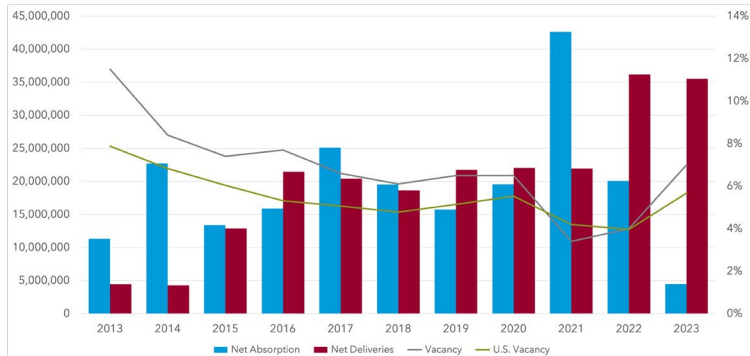
INDUSTRIAL MARKET OVERVIEW

KATE HUNT, *Senior Research Analyst*

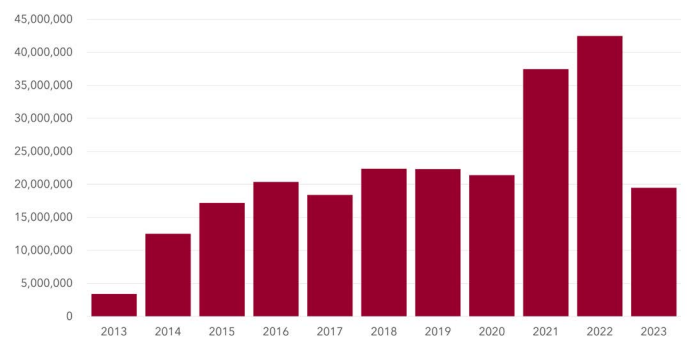
Overall activity in Atlanta's industrial market decelerated in the fourth quarter, as over 9 million SF of new industrial space, largely uncommitted, delivered to the market and placed upward pressure on vacancy. Despite this, leasing volume remained relatively stable from Q3 to Q4, a positive sign of continued tenant engagement in the Atlanta market. Furthermore, development activity declined to 19 million square feet under construction at the end of 2023, with less than 3 million square feet breaking ground in each quarter of the first three quarters of 2023. However, at the end of Q4, Atlanta's industrial market saw a modest upturn, with 4.6 million square feet of new industrial product breaking ground.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ Qtrly Net Absorption SF	4,780,044	9,477,520	11,840,437	18,392,426	20,074,856
▲ Vacancy Rate	7.0%	6.0%	5.1%	4.5%	4.0%
▲ Avg NNN Asking Rate PSF	\$8.37	\$8.36	\$8.32	\$8.24	\$7.90
▼ SF Under Construction	19,483,314	24,649,378	36,225,608	33,690,764	42,488,685
▲ Inventory SF	831,107,927	823,097,931	808,883,501	803,675,642	794,460,904

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Cassville White Rd NE - Bldg 100, 200 & 300*, White, GA	1,215,146 SF	\$116,150,000 \$95.59 PSF	Kohlberg Kravis Roberts & Co Reliant Real Estate Partners LLC	Class A
138 Braselton Pkwy - Bldg 100, 200 & 300*, Braselton, GA	839,674 SF	\$85,164,866 \$101.00 PSF	GLP Capital Partners Taylor & Mathis, Inc.	Class A
962 Union Grove Road SE Calhoun, GA	738,720 SF	\$47,114,000 \$63.78 PSF	FHR Capital LLC Seefried Properties, Inc.	Class A

*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
130 Distribution Drive McDonough, GA	846,496 SF	American Realty Advisors	Wayfair	Retailer
7545 Hartman Industrial Way Austell, GA	569,674 SF	Prologis, Inc.	Czarnowski Display Service, Inc.	Business Services
3060 S. Park Boulevard Ellenwood, GA	498,258 SF	First Industrial Realty Trust, Inc.	GXO Warehouse Co.	Supply Chain Management



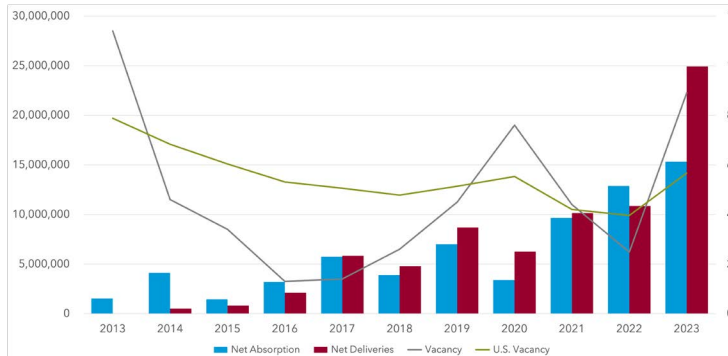
INDUSTRIAL MARKET OVERVIEW

KATE HUNT, *Senior Research Analyst*

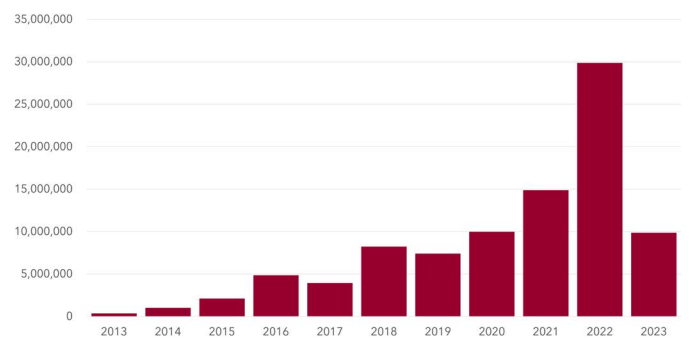
The final quarter of 2023 ended with an industrial supply surge of 8.3M SF, lifting the Savannah vacancy rate to 8.9%. Savannah's development pipeline remains substantial at nearly 10M SF under construction, though groundbreakings had a 67% decrease from Q4 2022 to Q4 2023. Leasing activity ended the year strong at 4.2M SF leased and overall net absorption for the quarter was 5.7M SF, bringing year-to-date absorption to 15.3M SF, a 19% increase over 2022. Despite short-term challenges, developers, investors, and businesses continue to recognize the enduring growth potential of choosing Savannah as their location.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	15,331,772	13,046,332	12,793,350	16,019,597	12,870,855
▲ Vacancy Rate	8.9%	8.1%	4.8%	2.7%	2.5%
▼ Avg NNN Asking Rate PSF	\$7.28	\$7.78	\$7.12	\$6.01	\$5.94
▼ SF Under Construction	9,865,055	18,705,725	17,192,429	28,148,578	29,870,408
▲ Inventory SF	126,123,239	117,972,526	101,485,288	109,152,230	105,921,435

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5214 Old Louisville Road Pooler, GA	314,288 SF	\$45,000,000 \$143.18 PSF	L&B Realty Advisors AEW Capital Management	Class A
1600 General Way Rincon, GA	232,500 SF	\$26,635,827 \$114.56 PSF	The Orden Company Greenland Developers, Inc.	Class A
232 Bourne Boulevard* Savannah, GA	180,000 SF	\$19,868,485 \$110.38 PSF	Sanders Equities Sealy & Company	Class B

*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Veterans Parkway Savannah, GA	982,800 SF	Stockbridge Capital Group	Plastic Express	Transportation & Warehousing
0 Pine Meadow Drive Pooler, GA	669,760 SF	Seefried	Winit America	Computer/Electronic Product Mfg
125 Feldspar Drive Savannah, GA	516,696 SF	Scannell	Rowan/Creative Innovations	Logistics



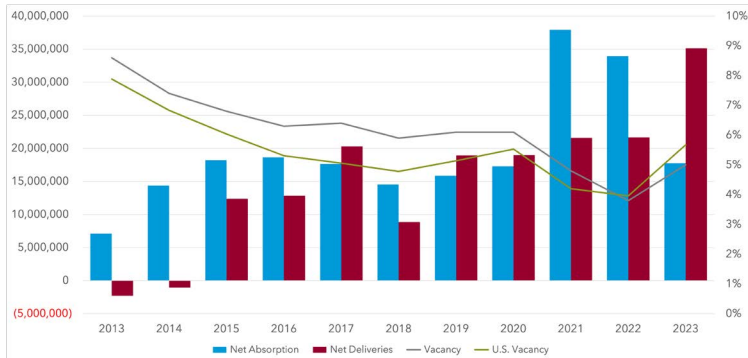
INDUSTRIAL MARKET OVERVIEW

ZACH GELLER, Associate Research Director

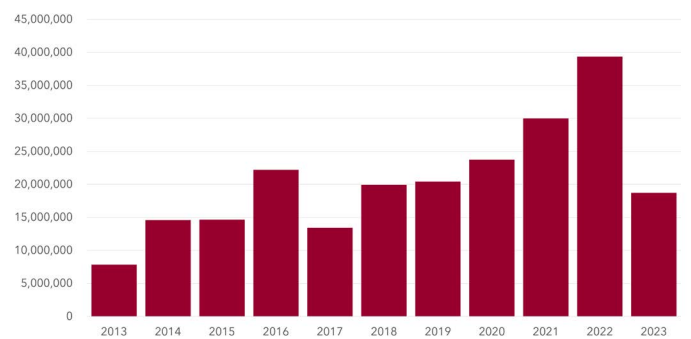
While Chicago’s industrial market is cooling down from its white-hot performance achieved during the early years post-pandemic, tenant demand is proving more resilient here than in most major U.S. markets. The local vacancy rate stands at 5% and is slightly tighter than the U.S. average, a position it will likely maintain throughout 2024 even as oncoming completions of speculative projects push the market’s vacancy rate slightly higher over the next six months. The market is on pace to record tepid levels of leasing and absorption, at least as compared to those set through 2021 and 2022. Like Chicago’s retail market, a relatively tight supply with little velocity in or out can keep demand steady.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	17,750,843	25,147,363	25,575,676	29,677,941	33,953,023
▲ Vacancy Rate	5.0%	4.3%	4.0%	3.9%	3.8%
▲ Avg NNN Asking Rate PSF	\$9.42	\$9.33	\$9.20	\$9.04	\$8.85
▼ SF Under Construction	18,723,062	28,005,637	37,065,045	39,436,831	39,363,520
▲ Inventory SF	1,402,646,139	1,391,915,580	1,380,462,973	1,373,191,142	1,367,523,328

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
21-81 N. Weber Road Romeoville, IL	627,602 SF	\$78,178,002 \$124.57 PSF	CalSTRS Molto Properties	Class B
4700-4800 Proviso Drive Melrose Park, IL	619,039 SF	\$40,719,500 \$65.78 PSF	Hines AEW Capital Management	Class B
310 Overland Drive North Aurora, IL	543,638 SF	\$59,800,000 \$110.00 PSF	Bank of America Corporation The Opus Group	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3901 Rock Creek Boulevard Joliet, IL	464,400 SF	CBRE Investment Management	Life Fitness	Fitness
25100 S. Ridgeland Avenue Monee, IL	452,505 SF	Seefried/Nuveen	Reynolds	Undisclosed
5100 W. 70th Place Bedford Park, IL	408,908 SF	Link Logistics	International Transload Logistics, Inc.	Transportation/ Logistics



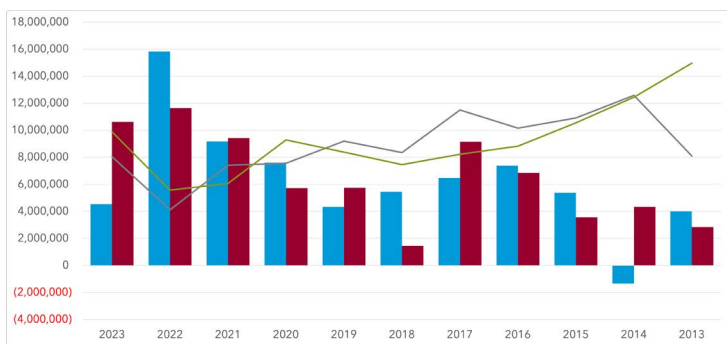
INDUSTRIAL MARKET OVERVIEW

JOSH KOCH, *Senior Associate*

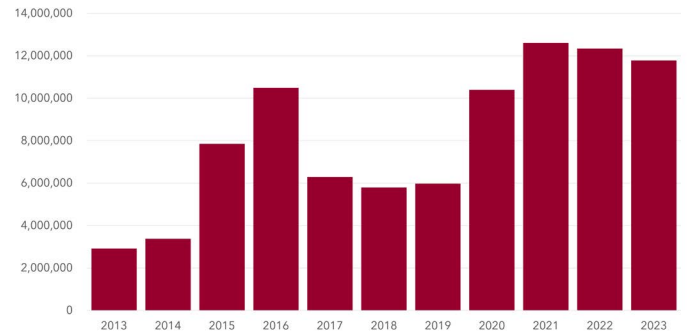
Kansas City's industrial market continues to show positive trends with asking lease rates increasing \$0.12 per square foot in Q4-2023 and \$0.58 per square foot year-over-year, resulting in an average lease rate of \$7.09 per square foot. Vacancy rates continue to show a small decline due to the large amount of deliveries of modern bulk space in the market. However, tenant activity has remained strong with three large Class A leases being executed this quarter, most notably Winland Foods leasing a space of 339,678 +/- square feet and A4 Apparel taking 205,759 +/- SF.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	4,522,771	11,627,672	12,619,493	12,502,664	15,818,349
▲ Vacancy Rate	4.9%	4.3%	3.9%	3.6%	3.3%
▲ Avg NNN Asking Rate PSF	\$7.09	\$6.97	\$6.87	\$6.74	\$6.64
▼ SF Under Construction	11,781,442	14,585,978	16,562,339	13,606,733	12,341,312
▲ Inventory SF	360,163,623	357,209,087	353,857,784	350,682,707	349,503,611

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3141 W. Heartland Drive Liberty, MO	181,321 SF	Undisclosed	Trident Capital Group The Opus Group	Class A
9735 Commerce Parkway Lenexa, KS	34,680 SF	\$4,200,000 \$121.00 PSF	Undisclosed Agilix	Class B
1150 W. 151st Street Olathe, KS	34,375 SF	\$3,100,000 \$90.18 PSF	Crane Works Narrow Gate	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
159th Street & S. Clare Road New Century, KS	442,099 SF	VanTrust	Undisclosed	Undisclosed
4033 N Pleasant Avenue Kansas City, MO	339,678 SF	NorthPoint	Winland Foods	Manufacturing
1200 S. Dean Avenue Raymore, MO	205,759 SF	VanTrust	A4 Apparel	Wholesale/ Distribution



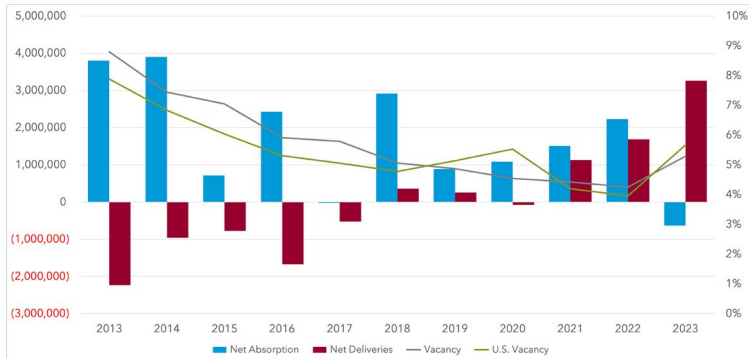
INDUSTRIAL MARKET OVERVIEW

TY JANNEY, *Managing Principal*; ROBERT ELMER, *Managing Principal*

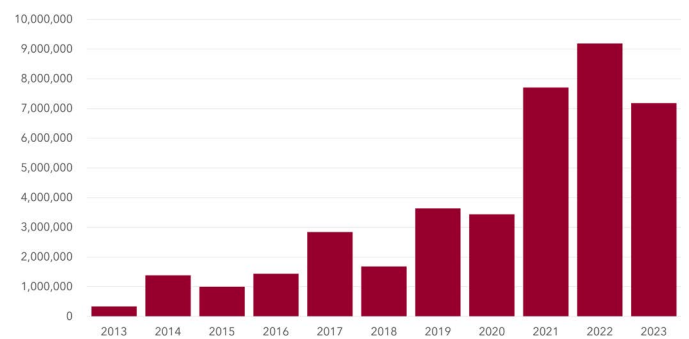
In 2023, Boston's industrial market saw vacancy rise to 5.3% with negative absorption, the first since 2012, coinciding with a surge of 3.5M SF in new inventory, the most since 2001. Absorption slowed in logistics and flex spaces, with nearly 900,000 SF returned. With an estimated 2.6M SF being delivered in 2024, vacancy could top 6%, the highest since 2Q2016. Rent growth slowed to <7% in 2023, still well above Boston's average. Forecasts suggest it settling around 5%, while national growth might dip to 3% in 2024 before rebounding. Boston's limited construction hints at a return to long-term averages after a temporary dip from mid-2022 to early 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(629,674)	774,249	(1,309,459)	630,770	2,232,360
▲ Vacancy Rate	5.3%	5.0%	4.9%	4.7%	4.2%
▼ Avg NNN Asking Rate PSF	\$15.39	\$15.42	\$15.09	\$14.88	\$14.59
▼ SF Under Construction	7,177,916	7,682,256	8,603,119	8,743,870	9,191,354
▲ Inventory SF	359,151,374	358,762,878	357,777,177	357,111,957	355,889,648

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
139 Shuman Avenue Stoughton, MA	265,167 SF	\$54,100,000 \$204.02 PSF	Oliver Street Capital Mana Contemporary	Class B
1 Technology Drive Peabody, MA	186,591 SF	\$53,100,000 \$284.58 PSF	LaSalle Investment Management MEPT Fund	Class C
326 Ballardvale Street Wilmington, MA	187,589 SF	\$49,500,000 \$263.87 PSF	Oliver Street Capital Marcus Partners, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
200 Meadow Road Boston, MA	99,185 SF	Wallace Property Company	Eversource	Utilities
105 Industrial Boulevard Brockton, MA	74,680 SF	GFI Partners LLC	Air Energy Group	Manufacturing
180 New Boston Street Woburn, MA	66,219 SF	Oliver Street Capital	Amazon Robotics	Manufacturing



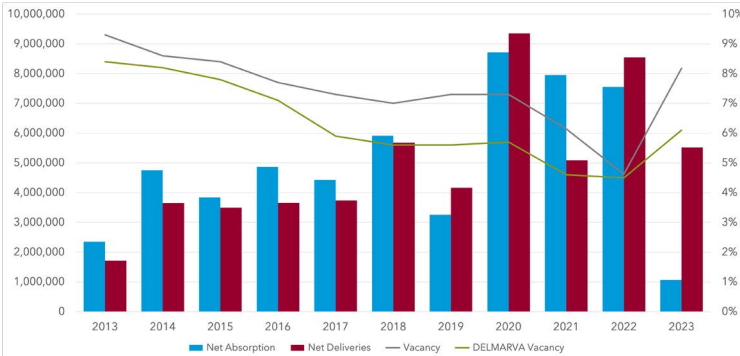
INDUSTRIAL MARKET OVERVIEW

ERIC SKOGMO, *Vice President*

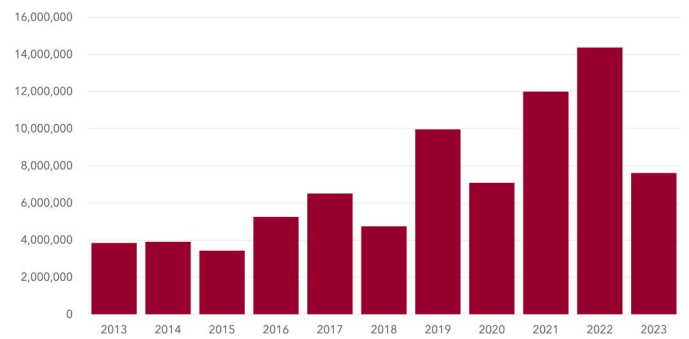
The Greater Baltimore industrial market once again had a down quarter to end the year. Despite the asking rental rate leveling off and more space becoming available, leasing velocity remained slow. Negative absorption was over three quarters of a million square feet. As companies reevaluate their supply chains the amount of vacant sublet space has increased, contributing to the negative absorption and increased vacancy rate. Multiple deliveries of big box warehouses, either fully or partially vacant, also contributed to the approximately 1% increase in the vacancy rate since Q3. Capital markets remained slow as economic concerns still linger.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ Net Absorption SF	(260,274)	1,649,851	(215,737)	(1,071,216)	1,435,400
▲ Vacancy Rate	8.18%	7.24%	6.37%	5.43%	4.60%
▼ Avg NNN Asking Rate PSF	\$8.89	\$8.90	\$8.93	\$8.01	\$7.64
▼ SF Under Construction	7,618,515	9,983,969	14,580,644	14,478,784	14,373,868
▲ Inventory SF	273,208,479	271,374,754	266,343,192	264,055,067	263,150,463

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Lakeside Business Park Portfolio Edgewood, MD	892,076 SF	\$112,074,285 \$125.63 PSF	Rockpoint Link Logistics	Class A
727 Old Philadelphia Road Aberdeen, MD	500,400 SF	\$51,330,000 \$102.57 PSF	Peterson Companies Northwestern Mutual Life Insurance	Class A
2101 Riggs Avenue Baltimore, MD	116,149 SF	\$750,000 \$6.46 PSF	MCB Real Estate Mark Rannie	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6709 Pulaski Highway Rosedale, MD	222,400 SF	Wh-pulaski LLC	BGE	Utilities
1021 Swan Creek Drive Curtis Bay, MD	154,400 SF	Hartz Mountain Industries	Nissan	Manufacturing
670 Chesapeake Park Plaza Middle River, MD	147,030 SF	Regency Furniture	St. Martin's	Appliances



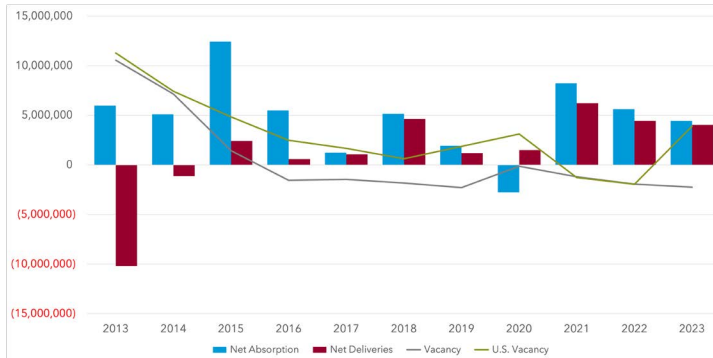
INDUSTRIAL MARKET OVERVIEW

JON SAVOY, CCIM, SIOR, *President*

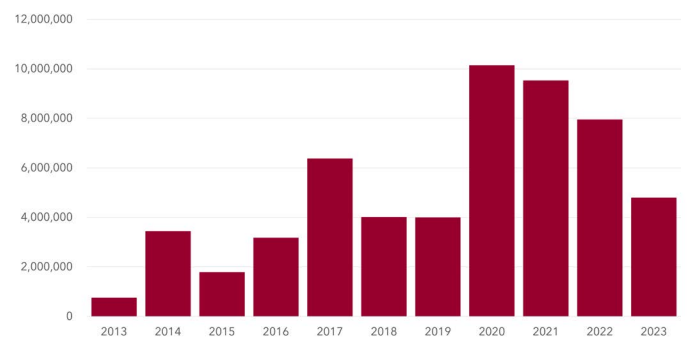
The Detroit Industrial Market showed no signs slowing down during the fourth quarter of 2023. The Market currently has over two million square feet of speculative construction underway. Ashley Capital, LLC, a New York-based developer, has one of the biggest developments being a one million square foot logistics park in Harper Woods. Fortescue Metals Group, LTD recently announced the acquisition of a 450,000 square foot industrial facility in Detroit. The active United Automotive Worker's strike has instilled uncertainty amongst tier 1, 2, and 3 automotive suppliers. The Market is currently seeing a shortage of supply, a result of several different economic factors. Sale prices and rental rates saw an uptick as a result of this.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	4,435,120	7,589,900	5,971,744	4,825,958	5,619,996
▲ Vacancy Rate	3.80%	3.70%	3.70%	3.90%	3.90%
▲ Avg NNN Asking Rate PSF	\$8.46	\$8.43	\$8.36	\$8.26	\$8.17
▼ SF Under Construction	4,804,714	5,931,532	7,373,081	7,555,233	7,956,405
▲ Inventory SF	621,698,940	620,530,842	618,950,281	618,646,809	617,664,049

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
601 Piquette Street Detroit, MI	445,000 SF	\$20,300,000 \$45.62 PSF	Fortescue Group, LTD. Monroe, LLP	Class C
317 Kendall Street Marysville, MI	233,264 SF	Undisclosed	TPG, Inc. TPG ASngelo Gordon & Co., LP	Class C
1 Clover Court Wixom, MI	93,540 SF	\$11,000,000 \$117.60 PSF	Andrew Dresser Detroit Public Television	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6110 Haggerty Road Van Buren Twp, MI	407,088 SF	Undisclosed	Undisclosed	Undisclosed
18000 Vernier Road, #1 Harper Woods, MI	297,100 SF	NorthPoint Development LLC	Thai Summit America Corp.	Manufacturing
28803 Wixom Road, #D Wixom, MI	258,465 SF	Flint Development LLC	Renaissance Global Logistics, Inc.	Transportation



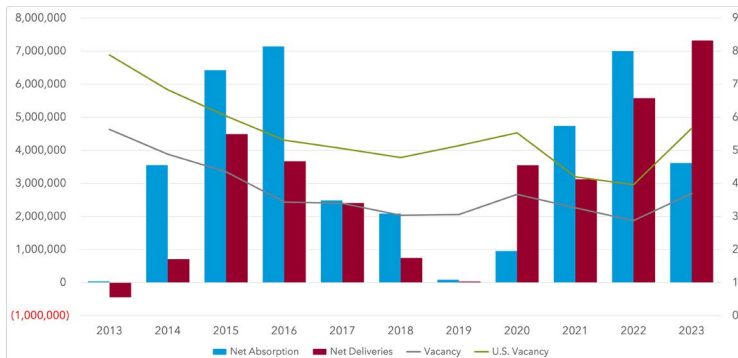
INDUSTRIAL MARKET OVERVIEW

NATHAN ARNOLD, CCIM, *Principal*

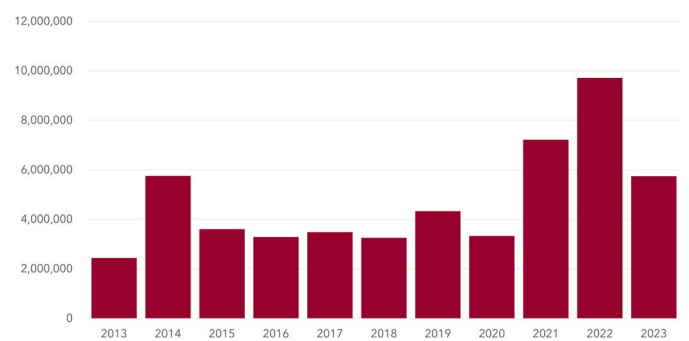
The Minneapolis industrial real estate sector is currently experiencing heightened demand, particularly in the realm of distribution centers and logistics facilities. Recent data suggests a tightening of vacancy rates, indicative of a robust leasing environment. There is a noticeable surge in transactions related to e-commerce, reflecting the ongoing evolution of the retail landscape. Rental rates have shown a consistent upward trajectory, suggesting sustained confidence among investors. The market's resilience is underscored by its ability to navigate economic fluctuations, attributed to strategic location advantages and a diverse tenant base. Overall, the Minneapolis industrial real estate market remains dynamic and responsive to evolving trends.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	3,615,180	3,678,457	5,856,935	8,280,019	7,003,218
▲ Vacancy Rate	3.7%	3.5%	3.1%	2.9%	2.9%
▲ Avg NNN Asking Rate PSF	\$8.55	\$8.25	\$8.13	\$8.00	\$7.83
▼ SF Under Construction	5,746,183	8,620,615	9,138,073	7,853,051	8,688,702
▲ Inventory SF	422,448,005	418,471,655	416,705,228	416,211,355	414,358,729

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6870 21st Avenue S Lino Lakes, MN	402,522 SF	\$28,900,000 \$71.80 PSF	Onward Investors Artis REIT	Class A
1280 Disc Drive Shakopee, MN	397,477 SF	\$36,000,000 \$90.57 PSF	CIRE Equity Seagate Technology	Class A
905 Yankee Doodle Road Eagan, MN	358,532 SF	\$25,000,000 \$69.73 PSF	Schafer Richardson Murphy Logistics	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7400 Hentges Shakopee, MN	365,552 SF	Private Owner	Sams Club	Retail Distribution
905 Yankee Doodle Road Eagan, MN	358,532 SF	Private Owner	Murphy Logistics	3PL
429 Prior Avenue N St. Paul, MN	250,493 SF	Capital Partners	SBS Transportation	3PL



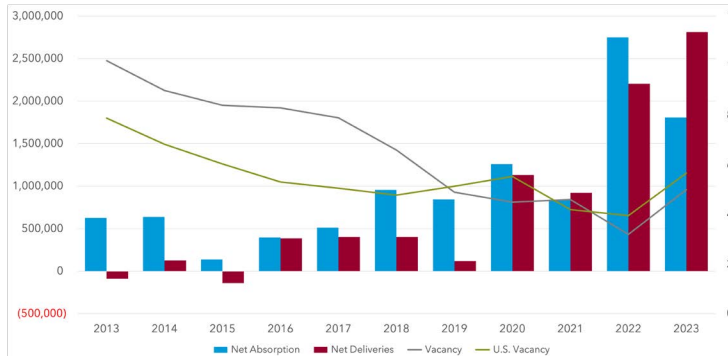
INDUSTRIAL MARKET OVERVIEW

RYAN LAWLER, *Senior Director*

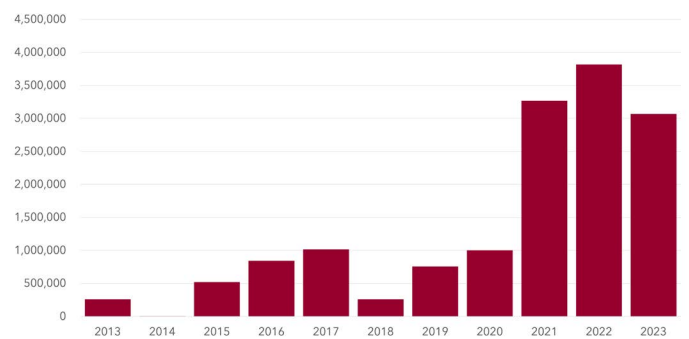
Annual net absorption was 1.7 million SF, almost double Durham's 10-year annual average. Leasing activity represented a diverse tenant base, life science operations and the e-commerce sector. Net absorption was highest in Chatham County and Research Triangle. The vacancy rate of 5.2% remained below Durham's historical average and the national average. Although demand was high, new deliveries totaled 2.7 million SF and absorption for 4Q23 was negative. Annual rent growth slowed but remained above Durham's historical average. Representative of current trends, annual sales volume, \$183 million, was lower than normal in 2023. Durham's industrial pipeline, with 3.1 million SF under construction, may cause vacancies to increase in 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	1,806,589	2,315,364	2,610,991	2,945,275	2,750,255
▲ Vacancy Rate	5.0%	4.2%	4.7%	4.9%	3.2%
▲ Avg NNN Asking Rate PSF	\$11.39	\$11.25	\$11.07	\$10.81	\$10.53
▼ SF Under Construction	3,067,086	3,168,736	2,741,659	3,043,945	3,816,815
▲ Inventory SF	50,597,603	50,438,953	49,876,030	49,100,844	47,784,654

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1510 E. Lawson Street Durham, NC	20,000 SF	\$2,300,000 \$115.00 PSF	Dunham Trust Company 4318 Medical Park LLC	Class B
1023 S. Miami Boulevard Durham, NC	11,809 SF	\$1,718,000 \$145.48 PSF	Durham County Government Randal A. Brame	Class C
402 Wicker Street Sanford, NC	8,400 SF	\$915,000 \$109.00 PSF	Environmental Service Systems Private Individual	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3871-3877 S. Alston Avenue Durham, NC	108,830 SF	Clarion Partners	Undisclosed Sublease	Undisclosed
Liberty Ridge 1955 TW Alexander Durham, NC	56,700 SF	Prologis, Inc	Undisclosed	Undisclosed
606 United Drive Durham, NC	10,000 SF	Private Individual	Atomic Clock Brewing	Accommodation Food Services



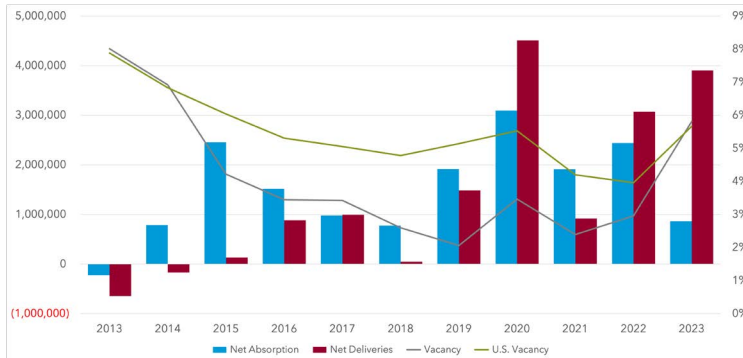
INDUSTRIAL MARKET OVERVIEW

RYAN LAWLER, *Senior Director*

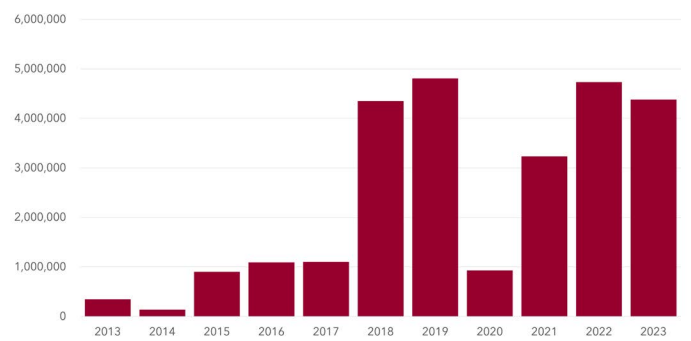
Availability of land, lower-cost power, logistics infrastructure, favorable business environment, highly educated and skilled labor, help place North Carolina in the top three states leading the U.S. in sheer numbers of major future manufacturing developments. However, during 2023, demand and absorption were below Raleigh's historical average. In 2023, rent growth slowed, 3.8 million SF of new inventory delivered, prices leveled off, sales were small. Currently blended rent is \$11.70 SF, which is higher than rents in Southeastern peer markets, attributed to the number of life science properties and research and development facilities. Another 4.7 million SF, planned to deliver in 2024, will expand existing inventory 4.5%.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	865,215	767,394	2,662,898	2,411,468	2,439,875
▲ Vacancy Rate	5.82%	5.37%	3.88%	4.33%	2.96%
▲ Avg NNN Asking Rate PSF	\$11.76	\$11.62	\$11.43	\$11.18	\$10.89
▼ SF Under Construction	4,380,762	5,056,944	5,982,338	5,455,246	4,734,439
▲ Inventory SF	102,243,707	101,213,050	100,041,890	99,833,320	98,339,500

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
101 Stamford Drive Cary, NC	151,500 SF	\$25,000,000 \$165.02 PSF	SFG Cary LLC Antec Corporation	Class B
8900 Capital Boulevard Raleigh, NC	88,687 SF	\$11,476,000 \$129.00 PSF	Indivior, Inc. Sagent Pharmaceuticals	Bio-Tech/Lab
5640 Departure Drive Raleigh, NC	54,480 SF	\$9,500,000 \$174.38 PSF	Johnstone Supply PMT Departure, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Holly Springs New Hill Road Holly Springs, NC	400,000 SF	Fujifilm Diosynth Biotechnologies	Janssen Supply Group	Manufacturing
2405-4215 Innovation Loop Youngsville, NC	262,189 SF	Summit Real Estate Group	Two Leases Undisclosed	Undisclosed
11011 Longistics Way Morrisville, NC	26,680 SF	Center Partners LLC	Rentokil North America	Professional Services



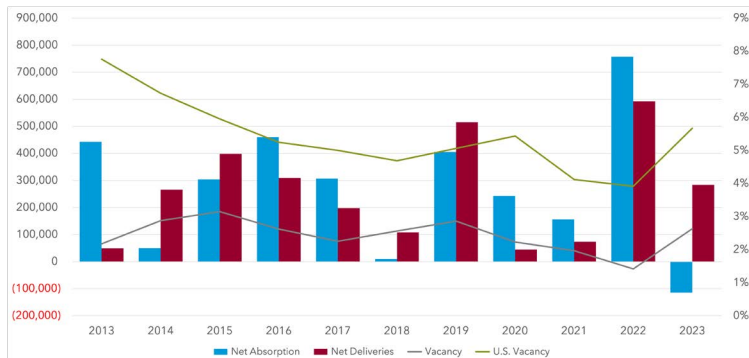
INDUSTRIAL MARKET OVERVIEW

AMMAR ABU-HAMDA, Associate

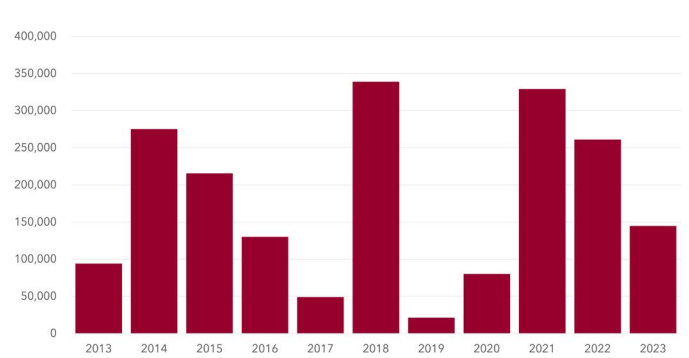
Vacancy in the Lincoln industrial market during Q4 2023 was 2.6% and increased 1.2% over the past 12 months, meanwhile the national average increased by 1.9%. During Q4 2023, there was 93,000 SF of negative absorption, 189,750 SF delivered and 145,000 SF under construction, representing a 0.6% expansion of Lincoln's inventory. Rents were around \$7.15/SF, which is a 4.2% increase from where they were a year ago. In the past three years, rents have increased a cumulative 16.2%. Market cap rate for Lincoln was 9.0%, slightly above its trailing three-year average of 8.7%. Both employment and population saw growth over the last twelve months, the number of jobs increased by 0.9%, while Lincoln's population grew by 1.5% during the same time period.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(114,669)	(37,564)	47,645	529,840	636,942
▲ Vacancy Rate	2.6%	2.4%	2.3%	1.9%	1.4%
▲ Avg NNN Asking Rate PSF	\$7.16	\$7.03	\$7.00	\$6.92	\$6.81
▼ SF Under Construction	144,672	292,502	303,902	303,302	261,050
▲ Inventory SF	32,569,800	32,194,662	32,183,262	32,171,862	32,134,362

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
701 NW 27th Street Lincoln, NE	10,500 SF	\$3,325,000 \$316.67 PSF	Terry Medelman Lois Scholl	Class B
501 W P Street Lincoln, NE	6,176 SF	\$595,000 \$96.34 PSF	Jay Denny HACO Rentals LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4800 Bair Avenue Lincoln, NE	24,920 SF	Superior Pointe Partners	Midland Medical Supply	Supply
3107 S 6th Street Lincoln, NE	6,400 SF	Tim Hofferber	Coatings 2 Coverings	Services
501 W P Street Lincoln, NE	6,176 SF	Jay Denny	MD Refrigeration	Construction



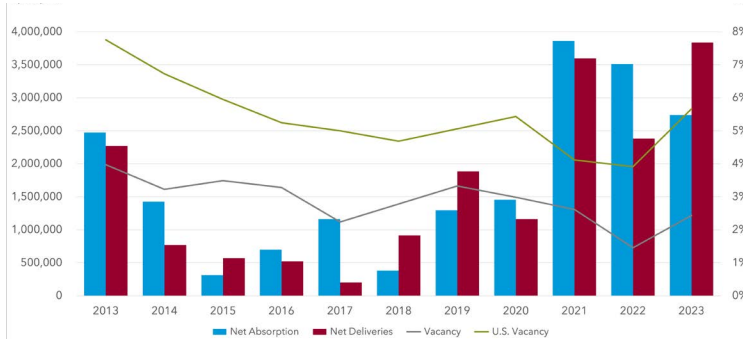
INDUSTRIAL MARKET OVERVIEW

AMMAR ABU-HAMDA, Associate

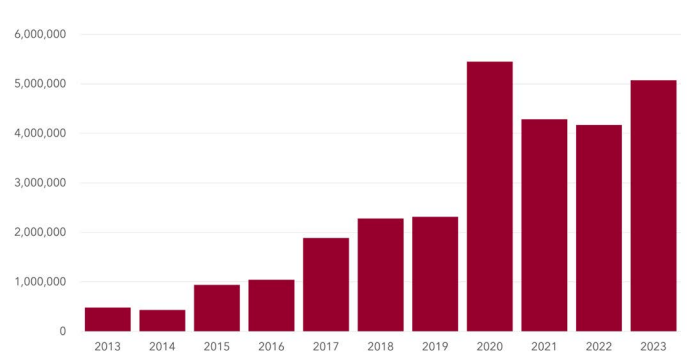
Vacancy in the Omaha industrial market during Q4 2023 was 2.4% and increased 0.9% over the past 12 months, meanwhile the national average increased by 1.9%. During Q4 2023, there was 964,000 SF of positive absorption, 1.2 million SF delivered and 5.1 million SF under construction, representing a 4.8% expansion of Omaha's inventory. Rents were around \$7.85/SF, which is a 5.6% increase from where they were a year ago. In the past three years, rents have increased a cumulative of 16.5%. Market cap rate for Omaha were 8.6%, slightly above its trailing three-year average of 8.0%. Both employment and population saw growth over the last twelve months, the number of jobs increased by 1.0%, while Omaha's population grew by 0.98% during the same time period.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	2,740,217	2,111,945	3,000,726	4,473,720	3,512,145
▲ Vacancy Rate	2.4%	2.2%	2.1%	2.1%	1.5%
▲ Avg NNN Asking Rate PSF	\$7.84	\$7.79	\$7.72	\$7.61	\$7.48
▲ SF Under Construction	5,074,290	4,631,875	4,767,571	4,691,166	4,170,834
▲ Inventory SF	106,788,964	105,545,379	105,207,683	105,190,183	102,951,353

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4101 Gibson Road Omaha, NE	261,836 SF	\$69,038,000 \$263.67 PSF	Blue Owl Syngenta Global	Class B
2608 N 84th Street Omaha, NE	19,000 SF	\$2,000,000 \$105.26 PSF	J.R. Barger & Sons Harvey Josin	Class B
2720 N 84th Street Omaha, NE	18,200 SF	\$631,156 \$34.68 PSF	Xtreme Heating & Cooling AuroMedics Pharma	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7130 Q Street Omaha, NE	89,115 SF	Industrial Logistics	FedEx	Transportation
13661 Giles Road Omaha, NE	64,000 SF	Mike Wittrock	Try Hard Logistics	Transportation
11921 156th Street Papillion, NE	41,600 SF	Commerce Park South	M.S. International	Warehouse



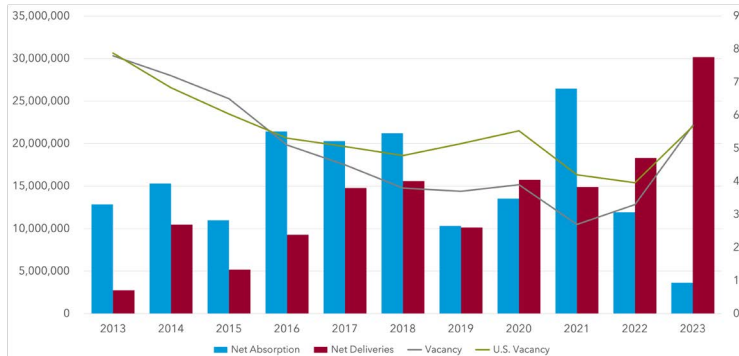
INDUSTRIAL MARKET OVERVIEW

MICHAEL MALMSTONE, *Director of Research and Valuation*

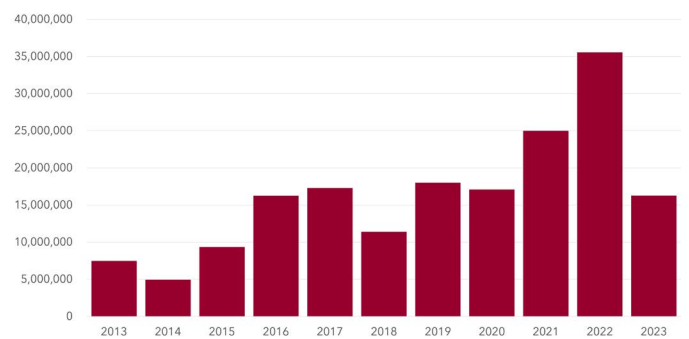
The NNJ Industrial market is returning to an equilibrium not seen in several years, forcing landlords to be more competitive. More lease terms are being negotiated. "All offers considered", "Price Reduced" and "Will Pay Full Commission" ads returning. Q4 rental growth dipped negative for the first time since 2011, with rents at \$13.38 PSF NNN. 7.1MM SF was leased in 5 months on average, rebounding from Q3's record low 4 months. 21 leases over 100k SF were signed. 3.6MM SF or 11% of all inked leases in 2023 were subleases, a record all-time high. Available sublet space continued to grow to 8MM SF for 2023 YE, the highest since 2009's 9.7MM SF. Net absorption finished positive 2MM SF, up from Q3's (2.3MM) SF. Sales volume grew a modest 15% to \$755MM. Pricing slipped \$6 to \$183 PSF.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	1,992,053	(2,348,239)	738,415	3,253,025	2,137,492
▲ Vacancy Rate	5.7%	5.3%	4.1%	3.6%	3.3%
▼ Avg NNN Asking Rate PSF	\$13.38	\$13.51	\$13.52	\$13.30	\$12.34
▼ SF Under Construction	16,273,461	21,449,579	29,363,261	32,908,298	35,557,118
▲ Inventory SF	1,045,267,391	1,038,626,431	1,028,560,690	1,022,087,377	1,015,082,121

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
906 Murray Road East Hanover, NJ	253,220 SF	\$45,000,000 \$177.71 PSF	Morgan Stanley Urban Edge Properties	Class B
903 Murray Road East Hanover, NJ	236,195 SF	\$42,000,000 \$177.82 PSF	Morgan Stanley Urban Edge Properties	Class B
200 Progress Court Logan Turnpike, NJ	209,437 SF	\$16,811,339 \$80.27 PSF	Chelten House Products NFI Industries, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2520 Route 130 Cranbury, NJ	509,775 SF	GRM	GRM	Software Publishers
1620 River Road Burlington, NJ	477,736 SF	Greek Real Estate Partners	US Elogistics	Professional, Scientific, and Technical Services
600 Ridge Road Piscataway, NJ	469,600 SF	Prologis, Inc.	eFulfill, Inc.	Retailer



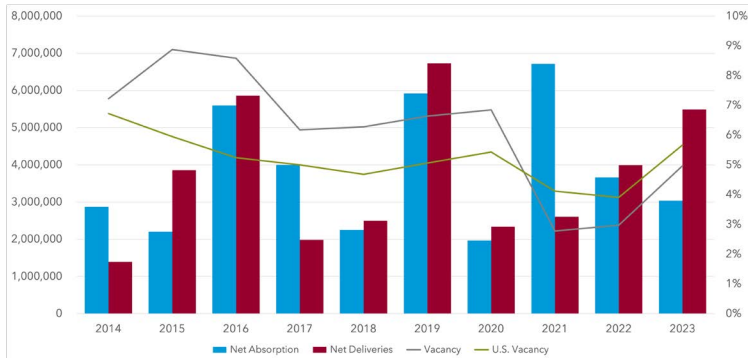
INDUSTRIAL MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

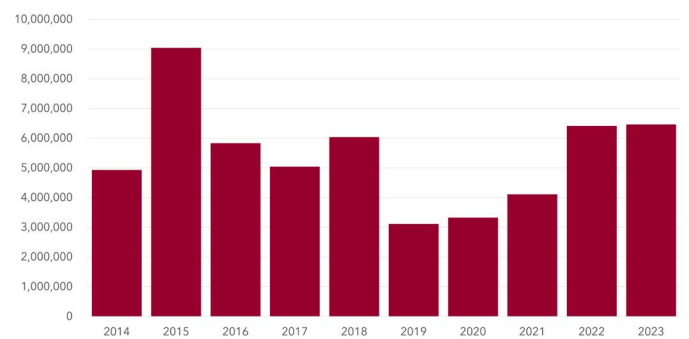
We have seen a steady rise in vacancy over the last year as new inventory is delivered and the market transitions from having almost no vacancy and an extremely high percentage of new space that is pre-leased along with the resultant rapid rise in rates. Demand for space in the area has not gone away, just slowed a bit. There are more than 6.5 million SF under construction, and we expect new starts to slow down to let the market adjust. This will not likely slow down acquisition of vacant land, however, as the region's supply of ground diminishes.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	3,039,165	4,259,902	5,288,516	5,466,983	3,662,985
▲ Vacancy Rate	5.0%	4.0%	3.8%	3.1%	3.0%
▼ Avg NNN Asking Rate PSF	\$9.18	\$9.22	\$9.14	\$9.04	\$8.92
▲ SF Under Construction	6,461,824	6,446,040	5,969,454	4,765,733	6,410,677
▲ Inventory SF	114,771,213	114,269,458	113,582,178	112,003,318	109,278,686

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
700 Milan Drive McCarran, NV	632,130 SF	\$82,500,000 \$130.51 PSF	Westcore Eagle Cap LLC	Class A
655 Spice Island Sparks, NV	165,000 SF	\$29,940,000 \$181.45 PSF	STAG Investcorp	Class B
1651 & 1581 Glendale Sparks, NV	48,139 SF	\$6,550,000 \$136.06 PSF	R. Riggio Maverik Stores	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
385 Milan McCarran, NV	566,660 SF	ProLogis	Undisclosed	Undisclosed
75 Pittsburg McCarran, NV	489,440 SF	Dalfen	Tellworks Logistics	Logistics
310 Pittsburg McCarran, NV	354,640 SF	McWain, Inc	Undisclosed	Logistics



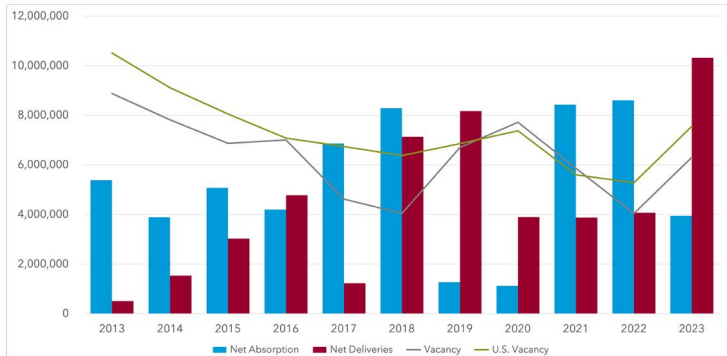
INDUSTRIAL MARKET OVERVIEW

GARY FISHER, *Vice President*

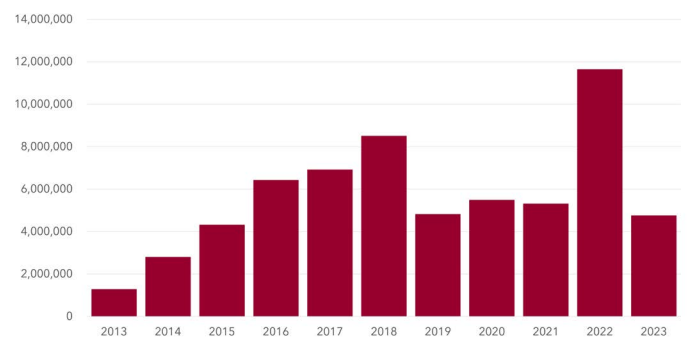
Demand has moderated in recent quarters, with limited availability of all industrial, and especially of small and mid-size buildings impacting net absorption & leasing. Construction pipeline doubled to 4.7M sf since 2021, mainly in the Airport and I-75 N areas. Rent has grown 8.6%. but absorption has declined. Construction faces topo challenges limitations in the use of tax abatements. Healthy job growth and diverse tenants are positive. Potential headwinds include inflation, stubbornly high-interest rates, economic downturn, delayed business expansion plans. Investment activity remains good but slowed with high-interest rates. Our region's economy is robust, driven by manufacturing, Fortune 500 companies (e. g. Kroger, Procter & Gamble), and steady employment levels.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	3,949,795	4,281,427	3,890,623	7,162,264	8,605,005
▲ Vacancy Rate	4.73%	4.20%	3.46%	3.44%	3.03%
▲ Avg NNN Asking Rate PSF	\$7.18	\$7.15	\$6.94	\$6.79	\$6.59
▼ SF Under Construction	4,759,460	8,360,451	10,807,792	10,370,664	11,651,819
▲ Inventory SF	356,011,262	352,410,271	349,132,733	347,984,611	345,695,458

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4700 Creek Road Blue Ash, OH	229,284 SF	\$16,632,500 \$72.54 PSF	Diamond Properties First Industrial Realty Trust, Inc.	Class C
2933 Symmes Road Fairfield, OH	74,000 SF	\$3,503,730 \$47.35 PSF	Fairbanks Morse Defense Chart Industries, Inc.	Class C
9021-9035 Meridian Way West Chester, OH	55,000 SF	\$6,950,000 \$126.36 PSF	Dayan Gandhi Investcorp	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6283 Tri Ridge Boulevard Loveland, OH	107,200 SF	Clermont County Board of Commissioners	Cold Jet	Services
9200 Brookfield Court Florence, KY	80,000 SF	STAG Industrial, Inc.	Concept Packaging	Services
4170 Columbia Road Lebanon, OH	51,130 SF	Industrial Logistics Properties Trust	Siemens Corporation	Manufacturing



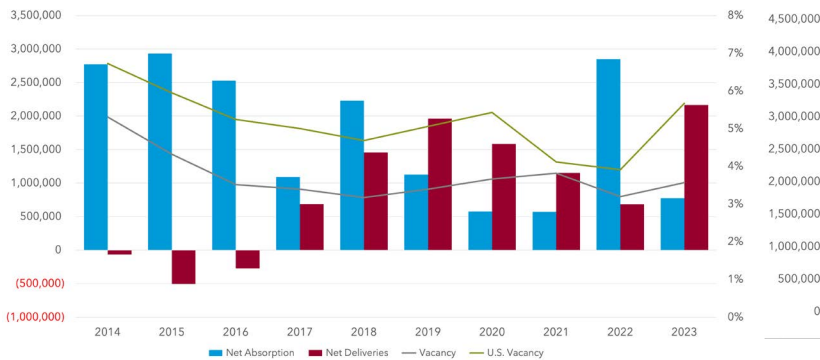
INDUSTRIAL MARKET OVERVIEW

CONNOR KROUSE, Associate

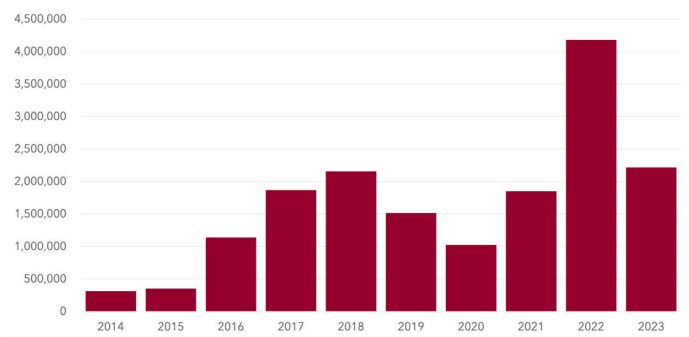
Cleveland's industrial market, historically balanced, sees increased vacancy and leasing challenges with a 3.6% current vacancy. Limited modern industrial space availability at 4.9% impedes leasing, contrasting with the 8.3% national benchmark. 23Q4 witnessed low quarterly leasing at 800k SF. National interest rate spikes impact Cleveland's construction starts (2.2 million SF underway, 0.6% of inventory), slowing deliveries and maintaining balanced market conditions. Industrial rent growth at 5.1% year-over-year in Q1 2024 surpasses the national average. Despite softer net absorption, tight vacancy, and constrained deliveries, Cleveland's industrial market is expected to endure in the near term.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	774,265	1,344,603	632,910	3,868	804,819
▲ Vacancy Rate	3.60%	3.50%	3.47%	4.05%	4.14%
▲ Avg NNN Asking Rate PSF	\$6.38	\$6.28	\$5.88	\$5.41	\$4.99
▼ SF Under Construction	2,215,880	3,100,000	3,500,000	4,200,000	4,900,000
▲ Inventory SF	297,400,000	295,800,000	295,400,000	293,200,000	292,800,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5300 Majestic Parkway Bedford Heights, OH	324,752 SF	\$22,400,000 \$68.98 PSF	AIC Ventures LCN Capital Partners	Class B
26400 Richmond Road Bedford Heights, OH	208,420 SF	\$17,300,000 \$83.01 PSF	Real Capital Solutions, Inc. Jade-Sterling Steel Co., Inc.	Class C
14790 Foltz Parkway Strongsville, OH	185,210 SF	\$15,050,000 \$81.26 PSF	Trident Capital Group Founders Properties	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1000 Keystone Parkway Cleveland, OH	170,985 SF	Weston, Inc.	Undisclosed	Distribution
1955 Midway Drive Twinsburg, OH	100,800 SF	Weston, Inc.	Undisclosed	Distribution
9525 Hamilton Drive Mentor, OH	84,770 SF	Mentor Joint Venture LLC.	IRBE	Services



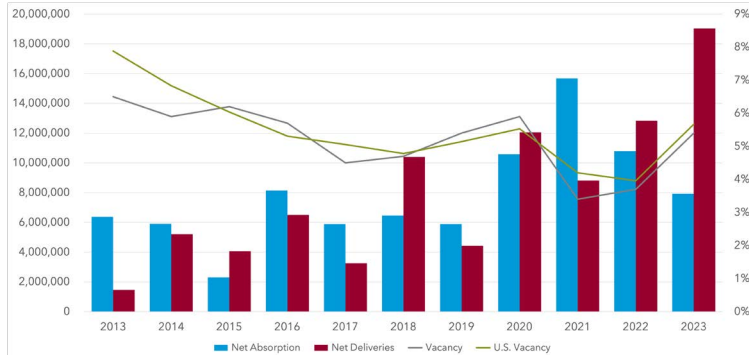
INDUSTRIAL MARKET OVERVIEW

MIKE SPENCER, SIOR, *Principal, Broker*

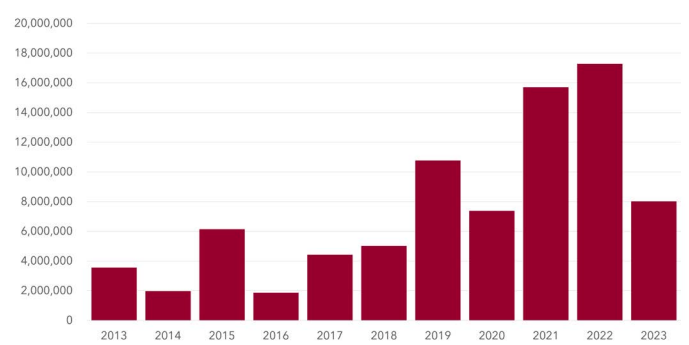
Completions set a record with 19 M SF for 2023, demonstrating the growth and positive investor sentiment that Columbus is experiencing in logistics, namely the EV ecosystem, semiconductor, advanced energy, data center, and life sciences sectors. While tenant demand slowed in the second half of 2023 due to macroeconomic factors, the lack of new speculative product for the coming quarters will allow the market to snap back quickly. While the market digests the rapidly changing interest rate environment, Columbus is positioned to continue to benefit from its efforts to build a strong and educated workforce, its substantial investment in infrastructure, its affordability vs its peers and the rest of the nation, and its logistical speed to market.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	1,841,619	787,205	4,403,326	1,702,706	910,201
▲ Vacancy Rate	5.4%	4.9%	4.3%	4.5%	3.7%
▼ Avg NNN Asking Rate PSF	\$6.87	\$6.98	\$6.84	\$6.68	\$6.12
▼ SF Under Construction	8,020,838	10,654,210	11,543,682	11,476,922	17,279,345
▲ Inventory SF	350,256,118	344,386,016	338,642,668	335,957,966	328,446,646

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
70 Enterprise Parkway West Jefferson, OH	1,122,212 SF	\$89,496,407 \$79.75 PSF	Cabot Core5	Class A
5900 Meadows Drive N Grove City, OH	269,831 SF	\$23,745,128 \$88.00 PSF	EQT Exeter Starwood	Class A
2653 Global Court Groveport, OH	196,400 SF	\$17,340,156 \$88.29 PSF	WAFRA Pizzuti	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
521 Exchange Way Commercial Point, OH	757,719 SF	VanTrust (Hanes)	Babylist	Ecommerce
2727 London-Groveport Road Groveport, OH	509,190 SF	Prologis	CEVA	3PL
3801 Gantz Road Grove City, OH	322,000 SF	Link	RR Donnelley	Communications



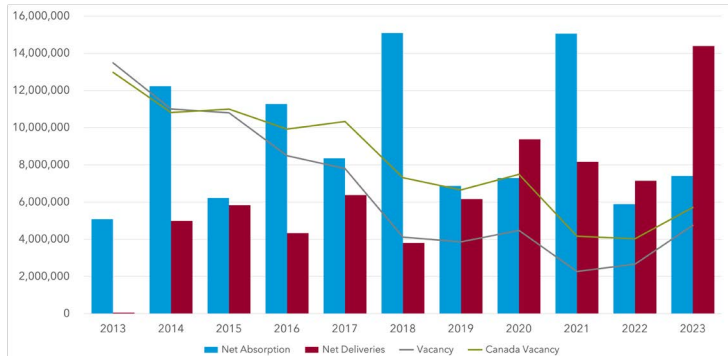
INDUSTRIAL MARKET OVERVIEW

DANIEL SMITH, *Senior Vice President, Partner*

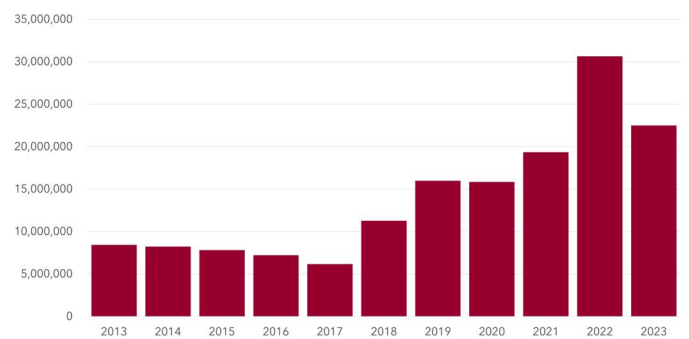
Approximately 35% of Canada's industrial assets are concentrated in the Greater Toronto Area. Fueled by robust immigration, strategic location, and dynamic demographics, Toronto is a key center for logistics, distribution, and manufacturing with e-commerce growth significantly contributing to the increasing demand for space. However, barriers to entry, such as land restrictions and a complex entitlement process, hinder new supply development, resulting in a supply-demand mismatch. Recent efforts to address this have resulted in increased construction, particularly in submarkets like Mississauga and Vaughan. Despite rising construction costs and potential delays, investor interest remains high, evidenced by the high transaction volume within the last twelve months.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	7,398,901	8,483,142	5,266,657	6,749,609	5,886,865
▲ Vacancy Rate	1.8%	1.3%	1.4%	1.2%	1.0%
▲ Avg NNN Asking Rate PSF	\$20.00	\$19.63	\$18.94	\$18.24	\$17.51
▼ SF Under Construction	22,504,396	26,627,158	29,427,598	29,459,667	30,644,308
▲ Inventory SF	871,930,812	866,264,514	862,746,820	860,746,120	857,543,542

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
255 Chrysler Drive** Brampton, ON	1,072,833 SF	\$202,381,906* \$251.52 PSF	TPG Oxford Properties Group	Class B
100 Royal Group Crescent** Vaughan, ON	1,043,251 SF	\$197,812,554* \$252.82 PSF	TPG Oxford Properties Group	Class A
9050 Airport Road** Brampton, ON	544,106 SF	\$112,559,252* \$275.83 PSF	TPG Oxford Properties Group	Class A

* All numbers shown are in Canadian dollars (CAD); **Part of a 10 Property Portfolio

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
12315 Coleraine Drive Caledon, ON	450,867 SF	GWL Realty Advisors	Proactive Logistics	Transportation and Warehousing
6710 5th Line Milton, ON	252,424 SF	Sun Life	KIOTI	Farm Machinery/ Equipment Mfg
7075-7095 Ordan Drive Mississauga, ON	165,321 SF	Orlando Corporation	Super-Pufft Snacks Corp.	Food Manufacturing



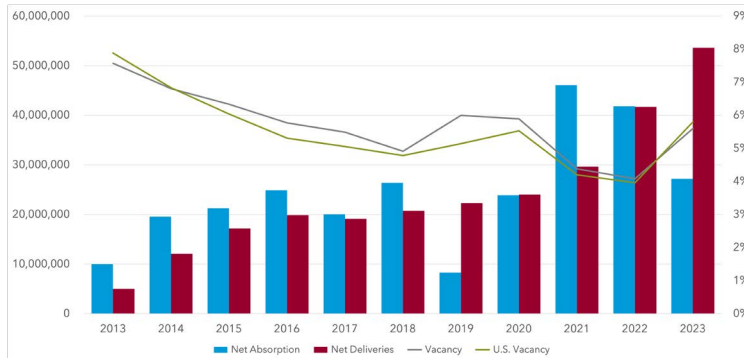
INDUSTRIAL MARKET OVERVIEW

JOSHUA YURASITS, *Research Analyst*

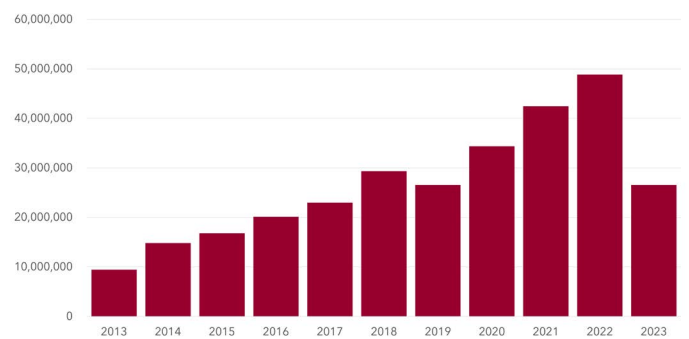
The Philadelphia region saw a rise in vacant spaces as delivered inventory increased from Q3 to Q4. Net absorption, at 24.4 MSF, decreased from the previous quarter and considerably lower than the previous year. The vacancy rate, though still below the national average, climbed steadily throughout the year. This slowdown coincides with an increased influx of new space in 2023, thanks to earlier high demand. However, developers are adjusting to the changing landscape, with the total square footage under construction shrinking significantly in the latter half of the year. While asking rents fluctuated, they ultimately finished the year flat compared to 2022. In essence, the market entered a cooling phase, but still holds promise with relatively low vacancy and stable rents.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	24,383,987	29,349,344	37,746,335	42,548,591	41,833,344
▲ Vacancy Rate	5.60%	5.30%	4.61%	4.19%	4.08%
▼ Avg NNN Asking Rate PSF	\$8.36	\$8.56	\$8.86	\$8.65	\$8.26
▼ SF Under Construction	26,571,599	36,239,981	36,667,827	43,508,017	48,870,408
▲ Inventory SF	1,324,336,022	1,309,895,769	1,335,822,374	1,317,550,572	1,297,240,329

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
84 Zions View Road York, PA	1,000,350 SF	\$110,250,000 \$110.21 PSF	Prologis GLP	Class A
7378 Airport Road Bath, PA	449,500 SF	\$60,250,000 \$134.04 PSF	Prologis CRG	Class A
3400 E. Walnut Colmar, PA	347,574 SF	\$30,700,000 \$88.33 PSF	Veocity Venture Partners Berman Real Estate Partners	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
29 Ludwg Court Reading, PA	1,240,000 SF	Merrill	Broadrange Logistics	3PL
560 Merrimac Avenue Middletown, DE	1,015,740 SF	American Real Estate Partners	Amazon	3PL
250 Cloverleaf Road York, PA	764,400 SF	Ridgeline Property Group	Church & Dwight Co.	Consumer Goods



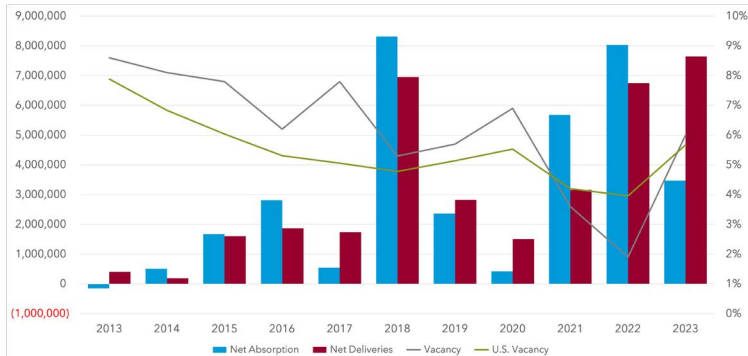
INDUSTRIAL MARKET OVERVIEW

JOHN KINCAID, CCIM, *Member Associate SIOR, Vice President*

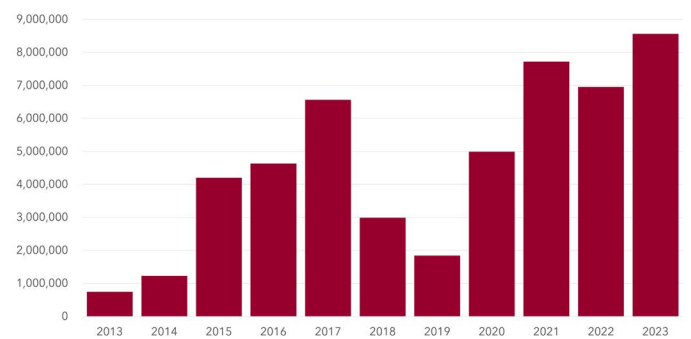
Aside from a significant portfolio sale, Q4 2023 was largely calm in the industrial sector. Charleston's port capacity continues to draw interest from users and owners, who may be waiting for the current surge of supplied space to subside. In anticipation of 2024, the market has now changed from being a landlord's market to a tenant's market as the equilibrium is beginning to settle. Tenants have a wide range of possibilities due to the excess space. Some funds or landlords may seek to provide TI funds or rate reductions in order to fill the space.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	1,546,537	515,537	(215,404)	1,626,413	1,042,805
▼ Vacancy Rate	6.0%	6.1%	5.2%	2.8%	1.9%
▼ Avg NNN Asking Rate PSF	\$7.98	\$8.03	\$8.05	\$8.02	\$7.59
▲ SF Under Construction	8,561,315	8,476,395	7,953,623	7,064,473	5,012,223
▲ Inventory SF	97,904,406	96,328,646	94,863,474	92,772,966	90,257,478

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Omni Industrial Campus Summerville, SC	1,331,900 SF	\$159,000,000 \$119.00 PSF	Rockpoint Stonepeak Partners LLC	Class A
9051 Palmetto Commerce Parkway Ladson, SC	186,304 SF	\$16,352,458 \$87.77 PSF	Cummins SMB Bradley	Class B
9550 Highway 78 Ladson, SC	31,335 SF	\$7,600,000 \$242.54 PSF	Cross Atlantic LLC Limehouse & Sons Cranes, Inc.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
410 Tradeport Drive Summerville, SC	174,600 SF	NorthPoint Development	Undisclosed	Undisclosed
1400 Garrott Avenue Moncks Corner, SC	81,120 SF	GREYSTAR	Cleveland Electric	Electrical Construction
7600 Southrail North Charleston, SC	21,920 SF	Factotum Real Estate	Undisclosed	Undisclosed



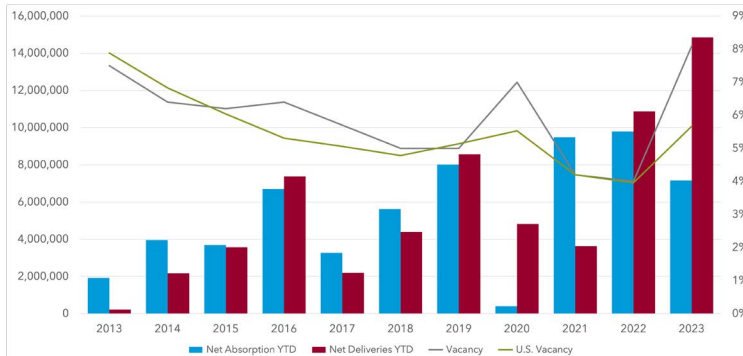
INDUSTRIAL MARKET OVERVIEW

RANDALL BENTLEY, SIOR, CCIM, *President, Managing Principal*

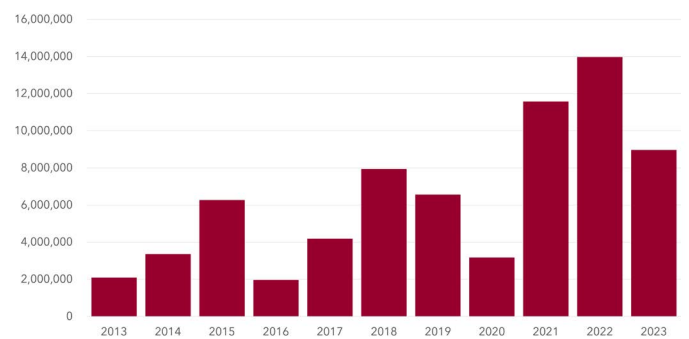
Major Southeastern population centers, such as Charlotte and Atlanta, have made the Greenville/Spartanburg industrial market popular for distribution center operations, as illustrated by Walgreens' 687,251 SF lease in Q4 2023. While growth in e-commerce and consumer spending boosted industrial real estate activity during COVID, cooling consumer spending led to slowing absorption in Q4, and vacancy rates are on the rise heading into early 2024. Approximately 15 million SF of industrial inventory has delivered in the past 12 months, and 8.9M SF is currently under construction. Like much of the nation, the pace of new construction has slowed recently as developers put groundbreakings on hold, which should alleviate supply pressures throughout 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	7,162,476	10,773,895	10,781,392	12,471,173	9,799,521
▲ Vacancy Rate	8.3%	6.7%	7.3%	5.0%	4.0%
▲ Avg NNN Asking Rate PSF	\$4.91	\$4.90	\$4.67	\$4.57	\$4.60
▼ SF Under Construction	8,962,537	9,965,901	3,153,699	8,347,466	13,696,449
▲ Inventory SF	239,660,664	232,790,292	236,553,266	230,907,084	225,617,414

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
255 Black Hawk Road Greenville, SC	404,000 SF	\$17,855,000 \$44.20 PSF	Woodhill Real Estate Sunland Logistics Solutions	Class A
1515 Antioch Church Road, Bldg 1 Greenville, SC	146,262 SF	\$8,979,377 \$61.39 PSF	IP Capital Partners LLC Perceptive Capital	Class B
1515 Antioch Church Road, Bldg 2 Greenville, SC	88,405 SF	\$5,020,623 \$56.79 PSF	IP Capital Partners LLC Perceptive Capital	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
101 Alliance Parkway Williamston, SC	687,251 SF	Realty Income Corporation	Walgreens	Retailer
0 Casual Drive Wellford, SC	233,280 SF	STAG Industrial	Undisclosed	Undisclosed
260 Parkway East Duncan, SC	96,400 SF	Mapletree US Management, LLC	TEI Construction Services, Inc.	Construction



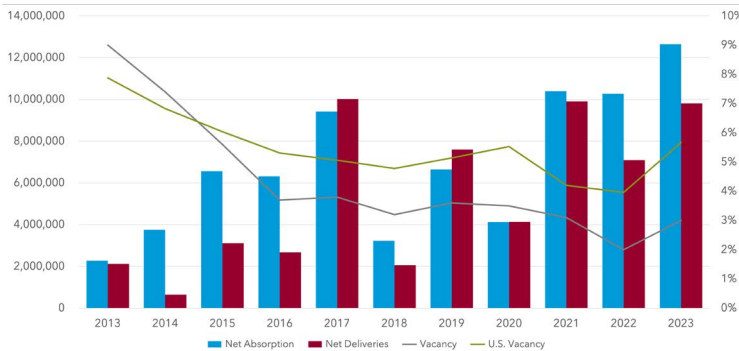
INDUSTRIAL MARKET OVERVIEW

JIM RODRIGUES, SIOR, *President*

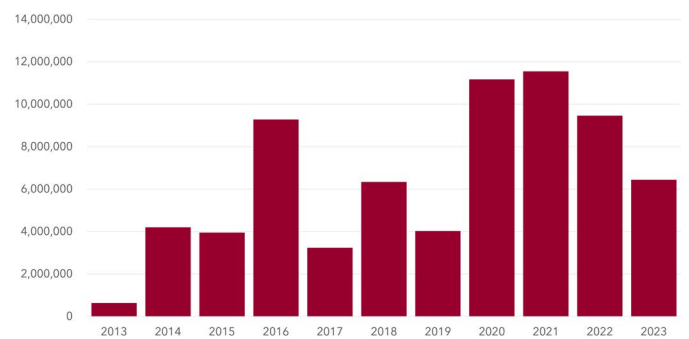
The Nashville industrial market shows no signs of a slowdown heading into 2024. Tenants in the market currently outpace availability. New building deliveries drove vacancy from 2.7% to 3.0% this quarter, however, we continue to see pre-leasing throughout the market and solid leasing activity in existing product.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	12,647,506	12,333,013	12,954,712	11,771,592	10,273,158
▲ Vacancy Rate	3.0%	2.7%	2.4%	2.3%	2.0%
▲ Avg NNN Asking Rate PSF	\$9.07	\$7.48	\$7.51	\$7.77	\$7.36
▼ SF Under Construction	6,446,236	9,553,208	12,830,559	11,771,364	9,459,843
▲ Inventory SF	266,128,523	260,190,193	257,689,488	254,961,264	249,068,024

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2832 Whites Creek Nashville, TN	183,840 SF	\$31,220,000 \$169.82 PSF	Industrial Realty Trust Scannell Properties	Class A
526 Myatt Drive Madison, TN	171,000 SF	\$30,710,000 \$179.59 PSF	EastGroup EverWest	Class B
7021 Westbelt Drive Nashville, TN	155,352 SF	\$27,690,000 \$178.24 PSF	Prologis Pepsi Bottling Group	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1585 Airport Road Gallatin, TN	496,336 SF	Al Neyer	Simpson Strong-Tie	Manufacturing
1123 Darrell Waltrip Drive Lebanon, TN	259,670 SF	Clarion	FSI	Distribution
121 Airpark Center East Nashville, TN	231,250 SF	Exeter	Amazon	Distribution



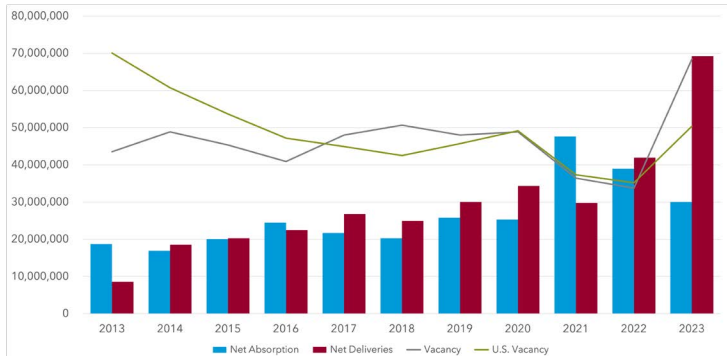
INDUSTRIAL MARKET OVERVIEW

MICAH RABALAIS, *Director of Operations and Research*

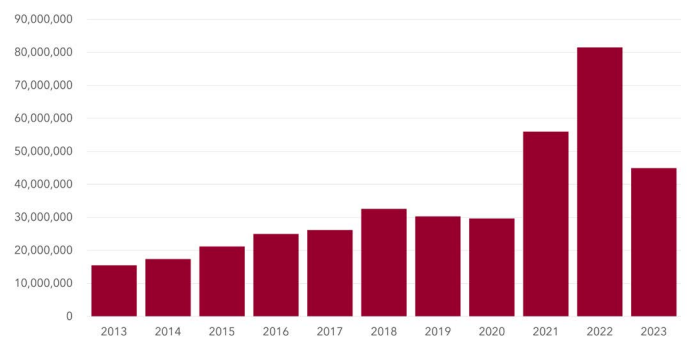
The Dallas-Fort Worth industrial market continues to normalize after record activity in 2022. Q4 2023 saw vacancies rise as new product delivered to waning demand. Industrial specific inventory crossed 1 billion square feet, making Dallas-Fort Worth the second-largest market in the country, behind only Chicago. Construction activity has slowed but is still nation-leading with 44.9 million square feet underway. Rental rates have continued to rise, but expect rate increases to cool as vacancies elevate and landlords fight for cooling leasing volume. Looking ahead, Dallas-Fort Worth activity is in line with historical trends and the market is positioned to maintain healthy momentum into an uncertain 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	30,043,067	35,069,916	39,354,236	43,811,708	37,940,155
▲ Vacancy Rate	7.70%	6.80%	6.20%	4.90%	3.80%
▲ Avg NNN Asking Rate PSF	\$8.65	\$8.39	\$8.23	\$7.63	\$7.35
▼ SF Under Construction	44,946,087	51,815,202	63,982,929	63,997,825	77,732,461
▲ Inventory SF	1,008,958,008	992,943,074	973,374,851	957,213,438	938,168,677

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5310 W Airport Freeway Irving, TX	220,158 SF	\$41,609,862 \$189.00 PSF	DHL USAA Real Estate	Class A
5225 Investment Drive Dallas, TX	185,569 SF	\$22,764,152 \$122.67 PSF	Provender Partners Performance Food Group	Class B
1375 Avenue S Grand Prairie, TX	103,128 SF	\$10,828,440 \$105.00 PSF	Berkeley Partners Oxford Properties Group, Inc.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7500-7601 Oak Grove Road Fort Worth, TX	1,403,152 SF	Crow Holdings	DrinkPAK	Food, Beverage & Tobacco
1200 N Sunrise Road Wilmer, TX	1,351,372 SF	Champion Partners	Trina Solar	Renewable Electricity
3584 Mountain Creek Parkway Dallas, TX	504,500 SF	Kuka Furniture	Kuka Furniture	Consumer Discretionary



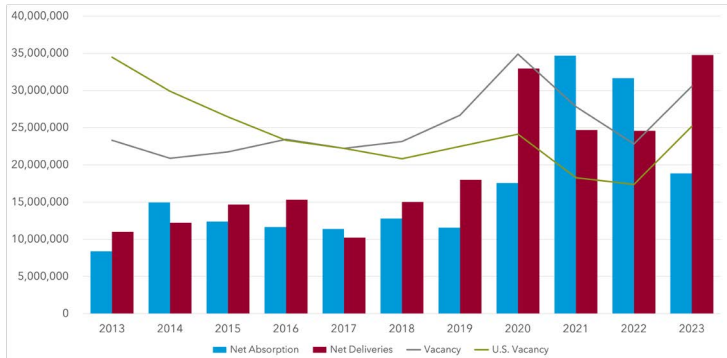
INDUSTRIAL MARKET OVERVIEW

TAYLOR SCHMIDT, SIOR, CCIM, *Principal*

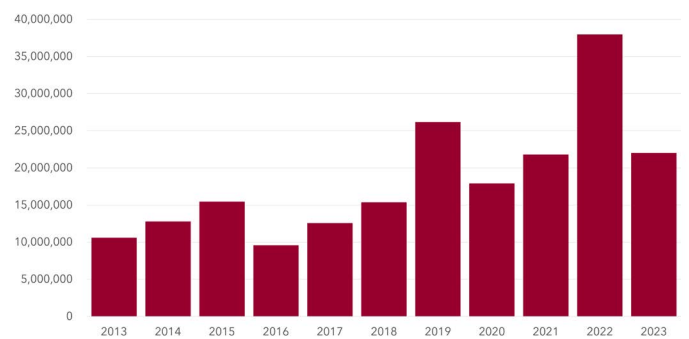
Demand for industrial space remained steady for deals under 150,000 square feet but the market experienced a slowdown in larger square footage and 3PL deals. Institutional landlords have mostly remained patient passing on under market or short-term leases in anticipation activity will increase in 2024. User sales under 100,000 square feet remained very active and we expect larger sales to make a comeback next year as interest rates continue to fall. Developers remain cautious in spec product for larger buildings but are also very active trying to acquire land sites in the top performing submarkets. The new year will start strong with several deals being inked quickly as we anticipate the leasing activity flurry to continue throughout Q1 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	18,856,140	23,729,181	24,496,334	32,155,245	31,660,943
▲ Vacancy Rate	6.9%	6.6%	6.1%	5.4%	5.1%
▲ Avg NNN Asking Rate PSF	\$8.94	\$8.83	\$8.71	\$8.62	\$8.50
▼ SF Under Construction	22,018,691	25,176,710	34,483,118	37,076,607	37,984,753
▲ Inventory SF	809,697,460	804,440,953	792,456,779	783,331,878	774,929,705

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
10433 Ella Boulevard Houston, TX	601,426 SF	\$59,250,000 \$98.52 PSF	Transwestern Investment Co LLC Clarion Partners	Class A
13393 Main Street Houston, TX	523,640 SF	Undisclosed	Greenlaw Partners Clay Development & Construction	Class A
1211 Rankin Road, Building 2 Houston, TX	392,570 SF	\$38,757,400 \$98.73 PSF	Nuveen Real Estate Lovett Industrial	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Ameriport Parkway, Building 19 Baytown, TX	616,700 SF	National Property Holdings	Palmer Logistics	Transportation and Warehousing
8235 Plummer Street, Building 2 Houston, TX	526,008 SF	NP-OV Houston Industrial LLC	ExxonMobil	Services
10100 West Lake Houston Parkway Houston, TX	498,270 SF	Exeter	Confidential	Confidential



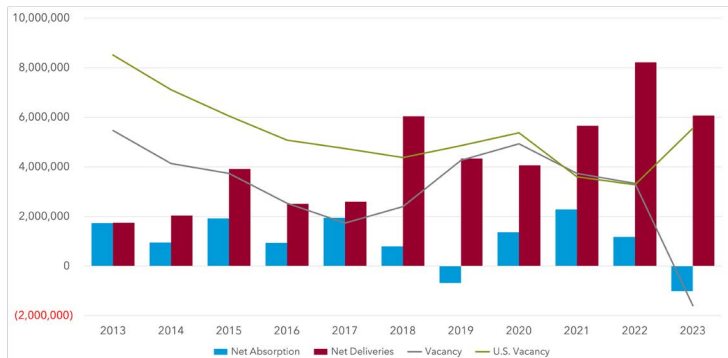
INDUSTRIAL MARKET OVERVIEW

CHRISTIAN MATTSON, SIOR, *Principal*

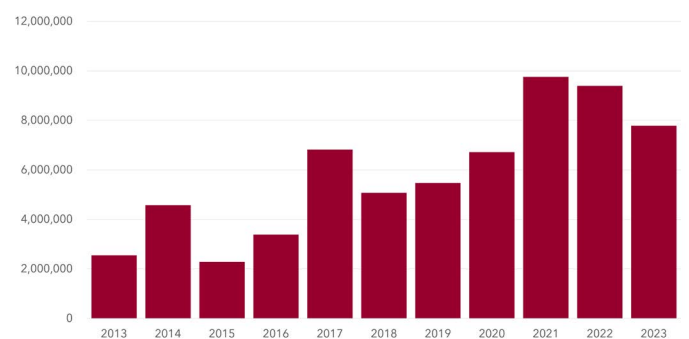
Seattle MSA industrial Occupancy decreased approximately 3.8M SF, with Pierce County shouldering around 1.5M SF of negative absorption for the year. Industrial market vacancy is now estimated around 6.3%, up from 4.7% in Q3'23, increasing about 3% YOY. Large leases, including Boeing and Harbor Freight, will positively affect vacancy rates. Boeing leased 1.2M SF in Q4, totaling around 2M SF since Q1'23. Manufacturers are driving absorption, prioritizing controlling supply chains and hedging against uncertainty in global trade. Sales have slowed while investors seek common ground on cap rates resulting from higher interest rates threatening yields. Cap rates should stabilize in the near term, around 6% and 50 bps below that for well-located, class A property.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(2,232,454)	(692,294)	2,803,844	5,598,049	8,812,466
▲ Vacancy Rate	6.3%	5.7%	5.3%	4.7%	4.0%
▼ Avg NNN Asking Rate PSF	\$14.83	\$14.84	\$14.60	\$14.26	\$13.88
▲ SF Under Construction	7,786,821	6,787,358	8,634,108	7,060,446	8,829,551
▲ Inventory SF	354,650,713	352,343,906	350,487,030	349,231,583	347,875,814

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2330 Port of Tacoma Road Tacoma, WA	90,270 SF	\$16,000,000 \$177.25 PSF	JM Eagle W.P. Carey	Class B
12530 135th Avenue NE Kirkland, WA	30,000 SF	\$10,000,000 \$333.00 PSF	LMJ Enterprises Loyal Stewards LLC	Class B
19713 58th Place S Kent, WA	27,525 SF	\$7,600,000 \$276.11 PSF	Hu Investments Nite-Hawk Sweepers	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
17819 Canyon Road E Puyallup, WA	782,875 SF	Panattoni	Harbor Freight Tools	Retail Tool Distribution
20436 34th Avenue E Spanaway, WA	533,393 SF	LPC	Boeing	Aerospace
17819 Canyon Road E Puyallup, WA	435,791 SF	Panattoni	General Electric	Appliance Division



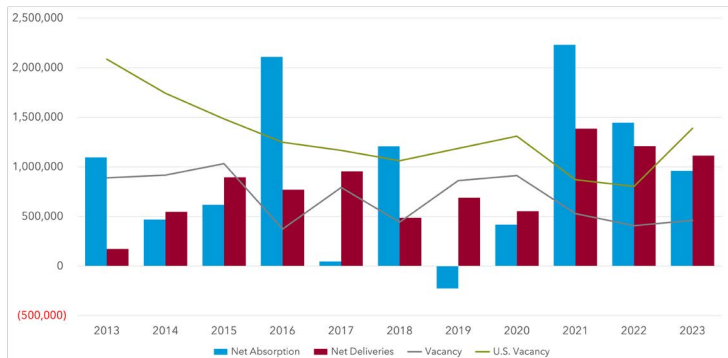
INDUSTRIAL MARKET OVERVIEW

CAMP PERRET, *Vice President*

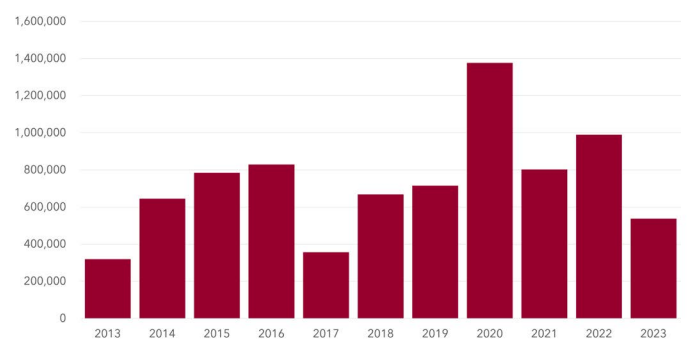
The Madison Industrial Market continues to thrive due to impressive demographics including above-average median household incomes, soaring population growth and a very low unemployment rate. Vacancy rates remain low at 2.9% resulting in a tight market with a dip in new absorption. Rental rates continue to tick up due to the limited inventory, as demand is outpacing supply. Construction starts have declined due to financing interest rates and construction costs, keeping the availability rates down. These factors have also effectively dampened sales volumes. The forecast for the Industrial Market seems to mirror existing conditions.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	960,842	1,539,312	1,794,217	1,394,265	1,444,851
◀▶ Vacancy Rate	2.9%	2.9%	1.8%	2.4%	2.7%
▲ Avg NNN Asking Rate PSF	\$7.59	\$7.55	\$7.50	\$7.41	\$7.28
▼ SF Under Construction	537,275	799,775	1,454,819	1,247,827	989,477
▲ Inventory SF	75,785,285	75,522,785	74,842,749	74,736,258	74,671,308

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2175 McCoy Road Sun Prairie, WI	51,642 SF	\$2,580,000 \$49.96 PSF	Bliffert Middle West Holdings LLC Chase Property Holdings, Inc.	Class C
2002 Pankratz Street Madison, WI	45,038 SF	\$4,960,000 \$110.13 PSF	Dane County Daniels Street Properties LLC	Class B
615 Mayfair Avenue Madison, WI	23,370 SF	\$1,960,000 \$83.87 PSF	Findorf Development Co., Inc. American Family Insurance Co.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
749 Little Potato Way Sun Prairie, WI	118,176 SF	TDC DeForest I LLC	Merck	Professional, Scientific and Technical Services
1824 Hayes Drive Sun Prairie, WI	30,000 SF	Joe Lindahl	Eastman Chemical	Professional, Scientific and Technical Services
2840 Innovation Way Sun Prairie, WI	20,049 SF	Interstate Partners	Undisclosed	Undisclosed

OFFICE OVERVIEW: TENANT EFFICIENCIES HEIGHTENS TROUBLE FOR LANDLORDS

The drop in demand for North American office space deepened in 2023. Tenants in the United States shed 71 million SF in 2023, slightly more than in the Covid lockdown year 2020, as a renewed focus on efficient use of space led to further footprint reductions and higher overall vacancy. Demand for space in Canada also closed the year in the red.

Since the beginning of 2020, U.S. net absorption has contracted by 188.6 million SF. By comparison, absorption losses associated with the Great Recession totaled about 50 million SF. Negative net absorption was 15,798,403 in Q4 and negative 71,081,718 SF for the year. The U.S. vacancy rate is at a record 13.7%, up 420 basis points since the pandemic hit. A recent Wall Street Journal headline summed it up: 'The Office Market Had It Hard in 2023. Next Year Looks Worse.'

Given the clear trend that tenants are reducing footprints when choosing to renew their leases or relocate, the outlook is sobering. Since nearly half of office leases signed prior to the lockdown remain unexpired, the rate of vacant space could grow more than three percentage points by 2026. Leasing volume is down nearly 20% from its average in the late 2010s, driven by deal sizes that are 20% smaller. Sublease inventory is at 206 million SF, down from its recent peak of 215 million SF but more than double its previous highs.

In Canada, as in the U.S., office use by workers remains down an estimated 50% since the pandemic. The leasing volume of 3.6 million SF in 2023 was off the long-term average of 6%. Available sublease space reached more than 20 million, a record. At the current subdued leasing levels, new deliveries scheduled in Greater Toronto, downtown Vancouver and other key markets will push the vacancy rate to nearly 16% by the end of 2025.

The implications for property values are obvious. Currently, values are down 10-15% since the end of 2021. A small portion of the loss can be tied to the rising rates affecting all commercial property sectors. The remainder is the result of income loss due to vacancy. With higher vacancy rates and deteriorating rents, an added 25% value decline is in the forecast.

About 53 million SF in new inventory was delivered in 2023 with about 15 million SF being demolished or converted. The resulting 37-million-SF of deliveries were the least since 2014. The 30 million SF in new starts in 2023 were the fewest since 2000.

Many landlords have been able to extend their loans, but many are losing hope that occupancy rates will begin to rebound. There will be pressure on landlords to pay off their mortgages, sell their properties at steep discounts or hand over the keys to their creditors.

With more than half of pre-2020 leases yet to roll and a steady stream of low-rate loans maturing into a high-rate environment, the office sector in most markets looks to be in for a protracted correction.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / SF ANNUAL		HIGHEST MARKET SALE PRICE / SF	
CA, Inland Empire	6.1%	NY, New York	\$56.28	CA, San Francisco	\$596
BC, Vancouver	6.1%	CA, San Francisco	\$55.20	NY, New York	\$573
FL, Miami	8.6%	FL, Miami	\$48.72	BC, Vancouver	\$503 CAD
FL, Orlando	8.8%	MA, Boston	\$42.24	WA, Seattle	\$432
NY, Long Island	9.0%	CA, Los Angeles	\$41.52	MA, Boston	\$413
U.S. Index	13.4%	U.S. Index	\$35.04	U.S. Index	\$298
Canada Index	8.9%	Canada Index	\$26.64 CAD	Canada Index	\$270 CAD

MOST SF UNDER CONSTRUCTION SF		LARGEST INVENTORY BY SF		LOWEST MARKET CAP RATE	
MA, Boston	16,460,810	NY, New York	978,671,221	BC, Vancouver	4.1%
ON, Toronto	11,361,788	DC, Washington	524,519,901	ON, Toronto	5.9%
WA, Seattle	9,534,397	IL, Chicago	511,448,122	CA, San Francisco	6.0%
NY, New York	9,290,989	CA, Los Angeles	440,824,283	NY, New York	6.5%
TX, Dallas-Fort Worth	7,937,750	TX, Dallas-Fort Worth	424,517,294	CA, Los Angeles	6.7%
U.S. Index	114,664,588	U.S. Index	8,421,746,724	U.S. Index	8.0%
Canada Index	17,020,751	Canada Index	688,722,947	Canada Index	6.8%

* Please note that the statistics represented in these tables are based on CoStar defined market territories and may not all represent the geographic area the label depicts.

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
AB, Calgary **	15.4%	\$1.73	\$127	337,673	99,119,875	11.4%
AZ, Phoenix	16.0%	\$2.45	\$217	1,107,870	195,405,712	8.1%
BC, Vancouver **	6.1%	\$2.81	\$503	5,061,050	96,203,440	4.1%
CA, Bakersfield	11.8%	\$1.96	\$158	4,382	16,193,272	9.7%
CA, East Bay	13.9%	\$3.15	\$298	34,905	115,060,651	7.0%
CA, Fresno	7.4%	\$1.86	\$175	88,911	28,896,045	9.4%
CA, Inland Empire	6.1%	\$2.21	\$199	157,367	76,991,926	8.3%
CA, Los Angeles	15.6%	\$3.46	\$382	3,333,584	440,824,283	6.7%
CA, Orange County	13.5%	\$2.61	\$279	157,196	158,607,341	7.3%
CA, San Diego	11.0%	\$3.21	\$324	4,498,311	119,678,147	7.3%
CA, San Francisco	22.1%	\$4.60	\$596	2,667,684	190,677,744	6.0%
CA, San Luis Obispo	4.2%	\$2.35	\$257	0	6,700,212	8.4%
CA, Santa Barbara	7.0%	\$2.76	\$342	165,641	12,921,011	7.2%
CA, Stockton	6.1%	\$1.79	\$164	0	12,956,476	8.9%
CA, Ventura	11.0%	\$2.30	\$217	0	21,939,521	8.7%
CO, Denver	16.4%	\$2.44	\$227	3,995,042	184,659,630	8.3%
DC, Washington	16.6%	\$3.24	\$319	3,055,427	524,519,901	8.5%
FL, Fort Myers	5.3%	\$2.07	\$176	75,000	21,753,057	8.3%
FL, Miami	8.6%	\$4.06	\$353	4,434,733	115,616,575	6.8%
FL, Naples	4.2%	\$2.76	\$242	59,111	10,497,185	8.2%
FL, Orlando	8.8%	\$2.38	\$187	1,072,493	104,839,820	8.7%
FL, Tampa Bay	9.2%	\$2.42	\$195	1,026,867	129,094,208	8.5%
GA, Atlanta	15.5%	\$2.37	\$208	2,803,106	337,369,252	8.2%
GA, Savannah	1.6%	\$2.16	\$178	43,936	12,519,114	9.7%
ID, Boise	6.1%	\$1.83	\$153	173,336	34,812,277	9.9%
IL, Chicago	16.6%	\$2.49	\$193	1,317,113	511,448,122	8.9%
IN, Indianapolis	9.4%	\$1.82	\$123	1,376,834	110,273,735	9.9%
KS, Lawrence	12.2%	\$1.87	\$121	0	3,320,237	10.8%
KS, Topeka	7.8%	\$1.50	\$113	0	11,651,143	10.3%
LA, Baton Rouge	6.8%	\$1.69	\$106	16,111	28,162,925	11.8%
MA, Boston	11.3%	\$3.52	\$413	16,460,810	377,873,731	7.0%
MD, Baltimore	12.1%	\$2.03	\$151	1,422,766	151,897,700	9.8%
MI, Detroit	12.0%	\$1.80	\$117	1,456,045	200,072,235	10.5%
MN, Minneapolis	11.2%	\$2.24	\$157	516,811	201,734,642	9.0%
United States Index	13.7%	\$2.94	\$290	104,577,868	8,438,206,266	8.2%
Canada Index	8.8%	\$2.24**	\$272**	18,152,383	691,039,378	7.0%

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
MO, Kansas City*	12.0%	\$1.84	\$125	958,172	128,108,139	9.6%
MO, Saint Louis	10.5%	\$1.81	\$114	937,324	146,964,900	10.2%
NC, Durham	10.7%	\$2.28	\$225	162,759	37,440,174	8.3%
NC, Raleigh	10.6%	\$2.47	\$216	1,579,819	78,941,207	8.3%
NE, Lincoln	7.6%	\$1.60	\$121	110,512	18,796,817	10.1%
NE, Omaha	7.2%	\$2.05	\$126	1,322,035	48,629,120	10.8%
NJ, Atlantic City	6.2%	\$1.91	\$137	0	7,611,058	10.3%
NJ, Northern New Jersey *	14.1%	\$2.34	\$185	344,812	156,587,521	9.3%
NJ, Trenton	10.5%	\$2.40	\$147	44,604	31,906,050	10.2%
NJ, Vineland	5.1%	\$1.52	\$106	0	2,838,070	10.4%
NV, Reno	9.7%	\$2.03	\$192	277,786	17,508,934	8.9%
NY, Long Island	9.0%	\$2.65	\$183	147,478	99,592,816	9.1%
NY, New York *	14.0%	\$4.69	\$573	9,290,989	978,671,221	6.5%
OH, Cincinnati	9.9%	\$1.72	\$98	86,000	105,218,249	11.1%
OH, Cleveland	9.9%	\$1.63	\$93	1,179,099	113,655,027	12.0%
OH, Columbus	10.2%	\$1.83	\$115	947,629	119,277,032	10.1%
ON, Toronto **	9.3%	\$2.48	\$310	11,361,788	288,293,944	5.9%
PA, Harrisburg	8.2%	\$1.52	\$114	191,284	37,962,837	11.1%
PA, Lehigh Valley *	7.2%	\$1.80	\$102	37,575	32,096,812	11.6%
PA, Philadelphia *	11.2%	\$2.29	\$167	2,346,023	329,824,514	9.5%
PA, Pittsburgh	11.8%	\$1.86	\$116	725,121	142,715,855	10.3%
SC, Charleston	8.0%	\$2.61	\$201	340,876	33,410,587	9.0%
SC, Greenville	8.8%	\$1.90	\$135	297,800	35,008,799	9.5%
SC, Spartanburg	4.1%	\$1.75	\$118	0	7,809,883	10.5%
TN, Nashville	11.9%	\$2.63	\$224	3,627,471	102,489,411	8.0%
TX, Dallas-Fort Worth	17.9%	\$2.53	\$219	7,937,750	424,517,294	8.1%
TX, Houston	18.9%	\$2.47	\$201	3,060,344	356,837,000	9.2%
WA, Seattle	14.4%	\$3.14	\$432	9,534,397	232,238,794	6.8%
WI, Madison	6.3%	\$1.93	\$124	357,013	40,169,707	10.7%
United States Index	13.7%	\$2.94	\$290	104,577,868	8,438,206,266	8.2%
Canada Index	8.8%	\$2.24**	\$272**	18,152,383	691,039,378	7.0%

* Please note that the statistics represented in this table are based on CoStar defined market territories and may not represent the geographic area the label depicts.

** Numbers shown are in Canadian dollars (CAD)



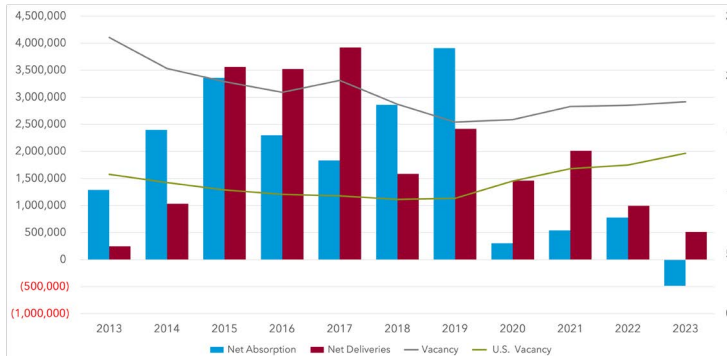
OFFICE MARKET OVERVIEW

CHRIS MCCHESENEY, *Research Director*

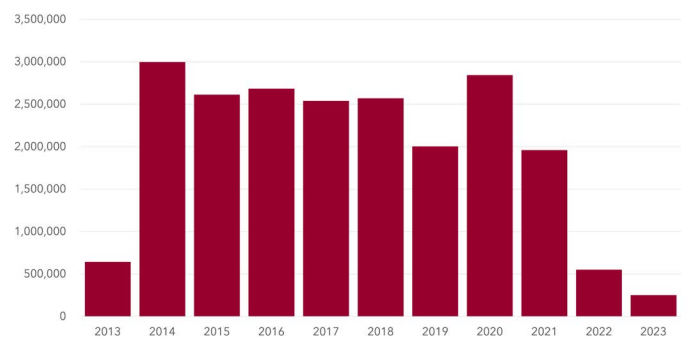
The conclusion of the year brought positive results for the Phoenix Office Market, recording a net absorption of 68,616 square feet. Overall, rental rates continued their upward trend, reaching \$29.56 per square foot by the end of 2023. The attractiveness of office space affordability continues to play a pivotal role in drawing businesses to the market. As existing leases approach expiration, tenants face decisions regarding their space requirements. However, potential economic challenges may lead tenants to exercise caution before committing to significant long-term space arrangements.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	68,616	(355,027)	(137,097)	(127,468)	123,048
▼ Vacancy Rate	17.8%	17.9%	17.7%	17.6%	17.5%
▲ Avg NNN Asking Rate PSF	\$29.56	\$28.64	\$28.79	\$28.35	\$28.06
▼ SF Under Construction	252,578	402,194	552,194	689,000	551,054
▲ Inventory SF	109,075,724	108,988,962	108,838,962	108,795,619	108,349,479

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
14350 N. 87th Street Scottsdale, AZ	138,693 SF	\$26,500,000 \$191.07 PSF	Providence RE Group New York Life Inv.	Class B
3285 S. Val Vista Drive Gilbert, AZ	71,259 SF	\$29,000,075 \$406.97 PSF	Beaudin Construction Hill Development	Class A
475 E. Lincoln Street Phoenix, AZ	65,000 SF	\$21,650,000 \$333.08 PSF	Phoenix Suns Montana Ave. Capital	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3150 S. 48th Street Phoenix, AZ	136,194 SF	Menlo Equities	Peckham, Inc.	Health Care
2394 E. Camelback Road Phoenix, AZ	52,886 SF	ViaWest Group	Fennemore	Law Firm
4313 E. Cotton Center Boulevard Phoenix, AZ	30,539 SF	Workspace Trust	Clin-Path Associates	Medical



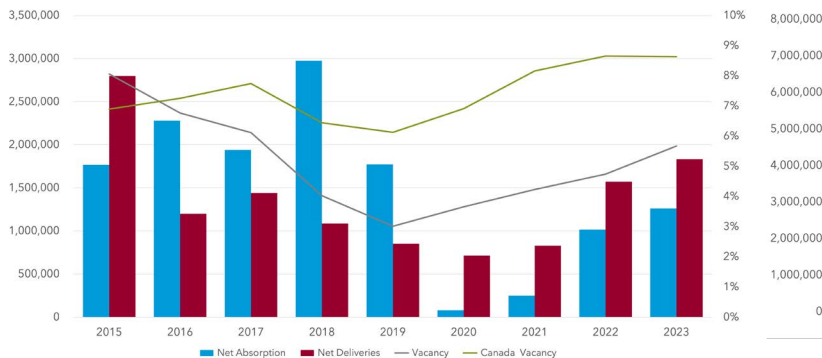
OFFICE MARKET OVERVIEW

MACYN SCHOLZ, *Director of Research*

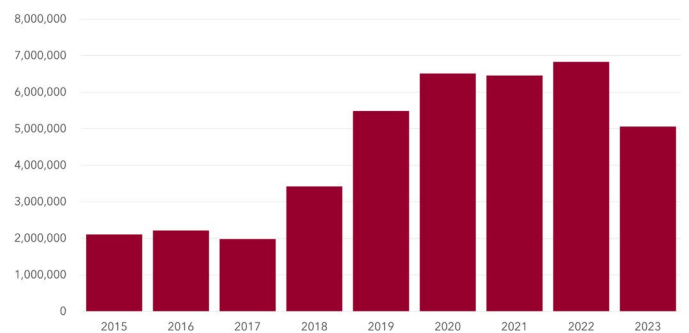
Vancouver has one of the lowest office vacancy rates in North America but is still feeling the effects of 12% vacancy in the downtown core in Q4. For the first time in two decades there is a tenant's market here, which makes it a great time for lessees to evaluate their lease and take advantage. Although landlords are reluctant to decrease rates, they are highly motivated to provide other concessions in lease negotiations, improve their buildings, and offer amenities where possible. Even with high vacancies and lower demand, class A space continues to dominate the market. There is a flight to quality happening, and a need for superior space that encourages workers back to the office.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	1,261,189	1,909,854	1,308,043	1,350,216	1,016,018
▲ Vacancy Rate	5.68%	5.63%	5.40%	5.25%	4.74%
▲ Avg NNN Asking Rate PSF	\$44.90	\$44.76	\$44.57	\$44.59	\$44.57
▼ SF Under Construction	5,061,050	4,493,191	5,325,258	5,591,917	6,830,011
▲ Inventory SF	96,164,875	97,078,037	96,174,595	96,082,132	94,672,772

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7298 Hurd Street Mission, BC	25,894 SF	\$15,900,200* \$614.00 PSF	DDS Canada Enera Enterprises Ltd.	Class B
535 Granville Street Vancouver, BC	25,401 SF	\$17,800,000* \$701.00 PSF	1003333 BC Ltd. Bonnis Properties 535, Inc.	Class B
333 East Hastings Street Vancouver, BC	2,115 SF	\$1,000,000* \$473.00 PSF	Undisclosed Canada Teo Chew Federation	Class C

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
550 Burrard Street Vancouver, BC	34,144 SF	BentallGreenOak	Teck Resources	Mining
666 Burrard Street Vancouver, BC	17,101 SF	QuadReal	Undisclosed	Undisclosed
595 Burrard Street Vancouver, BC	16,298 SF	Hudson Pacific Properties	Undisclosed	Undisclosed



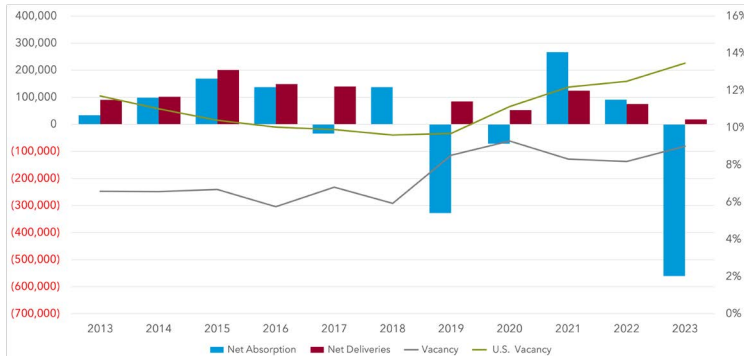
OFFICE MARKET OVERVIEW

CHAD BROCK, *Managing Principal*

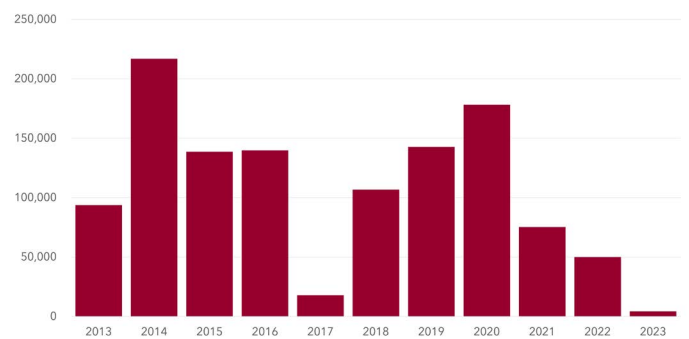
Vancouver has one of the lowest office vacancies in North America but is still feeling the effects of 12% vacancy in the downtown core in Q4. For the first time in two decades there is a tenant's market here, which makes it a great time for lessees to evaluate their lease and take advantage. Although landlords are reluctant to decrease rates, they are highly motivated to provide other concessions in lease negotiations, improve their buildings, and offer amenities where possible. Even with high vacancies and lower demand, class A space continues to dominate the market. There is a flight to quality happening, and a need for superior space that encourages workers back to the office.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(561,000)	(179,000)	(247,000)	(681,241)	(108,993)
▲ Vacancy Rate	9.00%	8.70%	9.20%	14.06%	5.99%
▼ Avg NNN Asking Rate PSF	\$23.40	\$24.12	\$24.36	\$23.64	\$23.64
▼ SF Under Construction	4,382	13,993	9,611	50,000	50,000
▲ Inventory SF	16,246,282	16,082,343	16,037,568	15,966,788	15,966,788

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1300 18th Street Bakersfield, CA	105,513 SF	\$10,000,000 \$190.00 PSF	County of Kern Community Action Partnership	Class B
1400 Forum Way Bakersfield, CA	45,305 SF	\$8,300,000 \$183.00 PSF	KC Electrical Journeyman Chevron Corp.	Class B
901 Tower Way Bakersfield, CA	26,602 SF	\$3,860,000 \$145.00 PSF	KC Board of Education Crox LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
The Atrium-5001 E Commercenter Dr. Bakersfield, CA	12,722 SF	Linmar LLC	Kern Regional Center	Healthcare/ Government
1011 17th Street Bakersfield, CA	6,720 SF	Sauguaro Investors LLC	Inclusion Film Workshop	Film / TV Education
300 Truxtun Avenue Bakersfield, CA	4,582 SF	McGlassen	Undisclosed	Medical



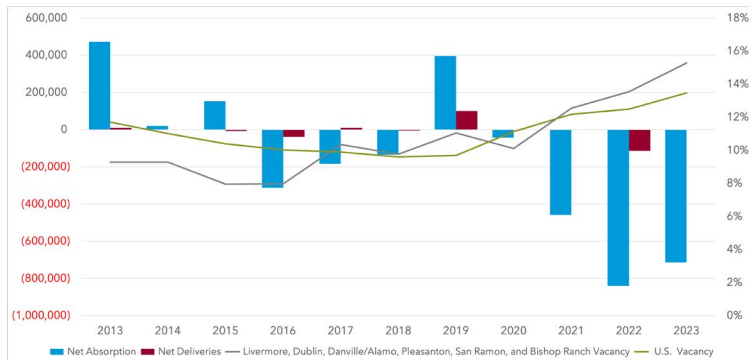
OFFICE MARKET OVERVIEW

MARK RINKLE, *Principal*

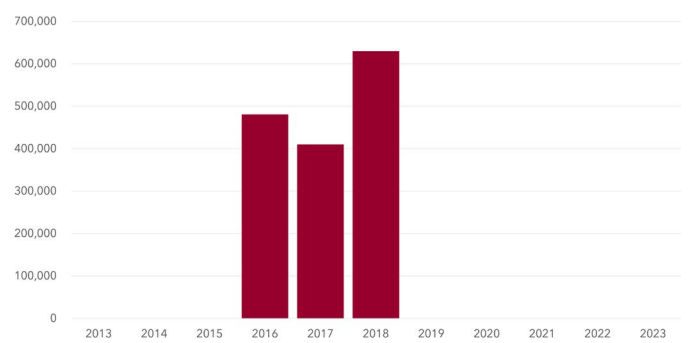
The final quarter of 2023 saw a slight uptick in the vacancy rate to 15.3%, reflecting ongoing challenges in attracting new tenants and a continuation of existing tenant downsizing efforts. Market rent per square foot remained stable at \$35.06, maintaining a consistent trend over the past quarters. The market struggled to absorb existing space, resulting in a 12-month net absorption of -713,605 square feet. This negative absorption trend persists, signaling a continued hesitancy among businesses to expand their office footprint. The dynamics observed in Q4 highlight the need for strategic interventions to stimulate demand and navigate the persistently challenging landscape in the coming months.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(713,605)	(846,744)	(387,466)	(628,415)	(839,945)
▲ Vacancy Rate	15.3%	15.1%	15.4%	14.1%	13.6%
▼ Avg NNN Asking Rate PSF	\$35.06	\$35.08	\$35.10	\$35.08	\$35.16
◀ ▶ SF Under Construction	-	-	-	-	-
◀ ▶ Inventory SF	27,191,822	27,191,822	27,191,822	27,191,822	27,191,822

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6001 Bollinger Canyon Road San Ramon, CA	1,289,763 SF	\$174,500,000 \$135.30 PSF	Sunset Development Chevron	Class B
2410 Camino Ramon* San Ramon, CA	230,404 SF	\$37,004,324 \$160.61 PSF	SummerHill Homes Sunset Development	Class B
5860 Owens Drive Pleasanton, CA	96,904 SF	\$35,000,000 \$361.18 PSF	Welltower, Inc. Tenet Healthcare Corporation	Class B

* Part of 5 property portfolio sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4309 Hacienda Drive Pleasanton, CA	14,569 SF	Spieker Keech Hacienda LLC	Shea Homes	Residential Home Construction
7683 Southfront Rd. - 1st Floor Direct Livermore, CA	12,350 SF	Southfront Livermore LLC	Sutter Bay Medical Foundation	Medical/Hospital
5860 Owens Drive. - 4th Floor Direct Pleasanton, CA	11,757 SF	Welltower, Inc.	Clapp Moroney	Law Firm



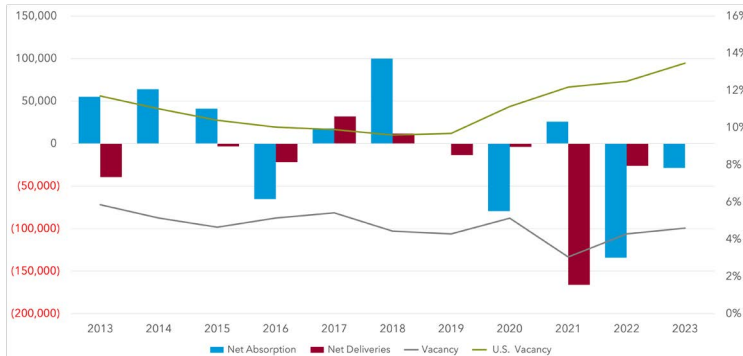
OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

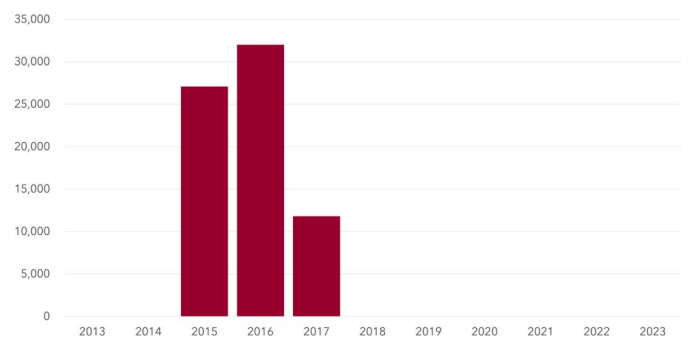
The office market in Mid-Cities continues to perform better than the larger LA metro area. Q4 ended with positive net absorption and much improved YOY. The vacancy rate slightly decreased to 4.6%, well below the LA average. No new construction has been slated for over 6 years creating a tight market with low inventory. Asking rates held firm with little movement. Q4 sales volume increased to the highest levels of the year. With buyers in the market looking for good value, this submarket offers affordable prices close to Downtown LA.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	17,992	29,484	(67,904)	(8,166)	(36,560)
▼ Vacancy Rate	4.6%	4.8%	5.1%	4.1%	4.1%
▲ Avg FSG Asking Rate PSF	\$25.80	\$25.20	\$26.28	\$26.28	\$26.05
◀ ▶ SF Under Construction	-	-	-	-	-
◀ ▶ Inventory SF	8,739,638	8,739,638	8,739,638	8,739,638	8,739,638

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3100 E Florence Avenue Huntington Park, CA	11,718 SF	\$4,000,000 \$341.36 PSF	South Central Family Health Center Moogun Investment LLC	Class C
12027 Paramount Boulevard Downey, CA	9,504 SF	\$3,300,000 \$347.22 PSF	J.Lange/ F. Helene M. Russman Soo M. Park	Class C
12366 Firestone Boulevard Norwalk, CA	7,890 SF	\$2,800,000 \$354.88 PSF	Kydo Enterprises, Inc Soon Bong Choi & Mili Choi	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11621-11627 Telegraph Road Santa Fe Springs, CA	15,415 SF	Samil Kim	College Health Enterprises	Health Care and Social Assistance
8124-8130 Florence Avenue Downey, CA	3,104 SF	Otieno J. Okatch	Undisclosed	Undisclosed
3737 Martin Luther King Jr Boulevard Lynwood, CA	2,497 SF	Sam Mahboubian	Undisclosed	Undisclosed



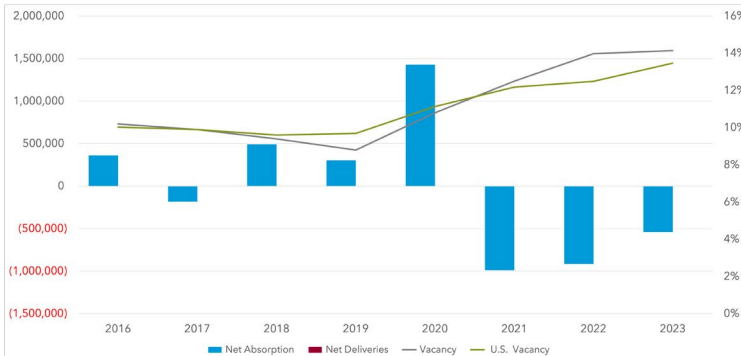
OFFICE MARKET OVERVIEW

MIKE TINGUS, *President*

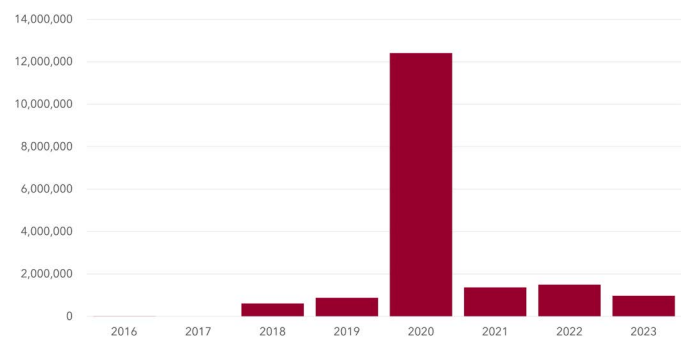
As we bid farewell to 2023, leasing activity at a mere 608,075 SF of space leased - second lowest in the market's history. Thirteen assets changed hands in Q4 averaging \$160 psf. Vacancy rates persistently climbing settling at an even 16%. Direct-ask lease rates stand at an all-time high of \$3.16. No new construction was delivered in the recent quarter; however, there are plans for 788,000 SF to be introduced in Q1/Q2 of the upcoming year. Plans include two notable projects in Burbank Media Center and Universal/Studio City for over 300,000 SF, and a smaller scale development in Tarzana/Woodland Hills for 102,000 SF.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(540,144)	(404,185)	(38,150)	(161,189)	(916,235)
▲ Vacancy Rate	14.14%	13.79%	13.55%	13.35%	13.98%
▼ Avg NNN Asking Rate PSF	\$34.20	\$34.44	\$34.68	\$34.80	\$35.88
▼ SF Under Construction	970,295	1,017,295	1,462,295	1,431,661	1,495,971
▲ Inventory SF	98,662,070	98,460,971	97,810,069	97,436,608	104,774,621

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
30300 Agoura Road Suites 250/260 Agoura Hills, CA	3,843 SF	\$1,850,000 \$481.39 PSF	Brisbois /Mehrazarin-Brisbois/ Mehrazarin Roschke & Wall Investment Fund LLC	Class A
30423 Canwood St Ste 209, 210, 213 Agoura Hills, CA	2,528 SF	\$960,000 \$379.75 PSF	Shlomo Frankel Patrick Barmasse	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7800 Woodley Avenue Van Nuys, CA	11,522 SF	7800 Woodley LLC	Logistix People, Inc.	Transportation Services
3415 S. Sepulveda Boulevard Los Angeles, CA	9,292 SF	SIC-Sepulveda Center	PHP Agency	Financial Services
7800 Woodley Avenue, Suite 2 Van Nuys, CA	6,920 SF	7800 Woodley LLC	Empower Recovery Center	Rehabilitation Center



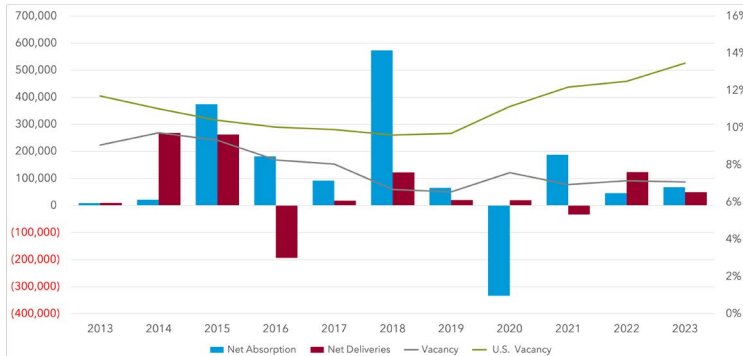
OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

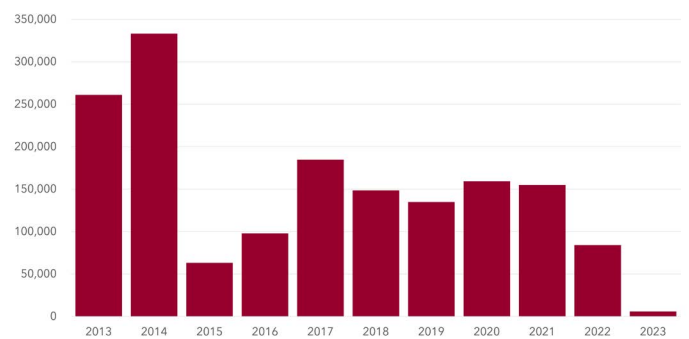
San Gabriel Valley office market ended 4Q 2023 with better results than expected outpacing YOY numbers. The net absorption was positive, and the vacancy rate decreased slightly, which is below the LA metro average. There was good activity of closed lease deals from 2,300-20,000 SF, and 20 sales closed with average PSF increasing YOY. Investment property is still the least attractive due to higher interest rates and slow employee movement back into offices, while owner-user buildings are more attractive.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	8,578	101,039	(22,341)	(19,470)	(194,174)
◀ ▶ Vacancy Rate	7.1%	7.1%	7.2%	7.2%	7.2%
▲ Avg FSG Asking Rate PSF	\$27.12	\$27.02	\$27.12	\$27.01	\$26.67
◀ ▶ SF Under Construction	6,000	6000	46,000	52,344	62,636
◀ ▶ Inventory SF	34,050,152	34,050,152	33,982,747	33,976,403	34,001,213

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
750 N. Diamond Bar Boulevard Diamond Bar, CA	36,360 SF	\$9,700,000 \$266.78 PSF	Weiyao Wang Starling Office Holding LLC	Class B
2040 S. Brea Canyon Road Diamond Bar, CA	24,896 SF	\$12,100,000 \$486.02 PSF	Robin Abari Freeman Group, Inc.	Class B
1107 S. Glendora Avenue West Covina, CA	6,200 SF	\$1,850,000 \$298.39 PSF	Special Service for Groups, Inc. Edwin A. & Barbara K. Prober	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
800 E. Royal Oaks Drive Monrovia, CA	28,430 SF	Samuelson & Fetter	Undisclosed	Undisclosed
3201 Temple Avenue Pomona, CA	7,756 SF	David A. Zaslow	Undisclosed	Undisclosed
1169 Fairway Drive City of Industry, CA	7,480 SF	Enbright Management LLC	Full Realty Services, Inc.	Real Estate



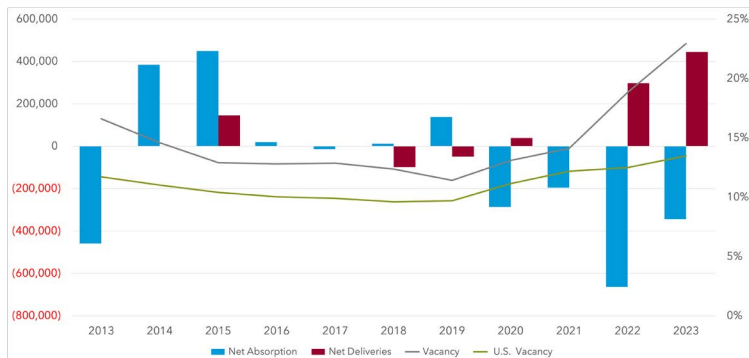
OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

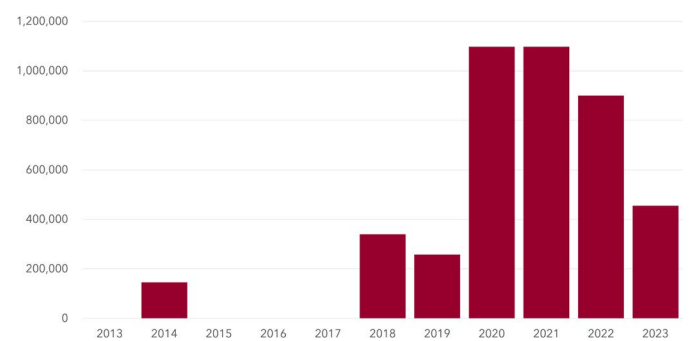
Office market conditions for Class A, Tri-Cities are among the most tenant-friendly in years. Vacancy, currently 22.60%, continues to increase at historically elevated levels with a large amount of sublease space available. This inhibits landlords from increasing rates and is why the average asking rents have seen little movement in recent quarters. Given expected continued market weakness, the outlook calls for rents to decline in the coming quarters. The construction pipeline has stagnated for 3 quarters. The largest proposed project is a medical office building, which is an asset class more resilient and in demand versus traditional multi-tenant space. The submarket finally closed two sales but overall the transaction activity is historically low.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(628,620)	(90,756)	344,482	30,704	(327,379)
▲ Vacancy Rate	22.60%	19.0%	18.5%	18.1%	18.8%
▼ Avg FSG Asking Rate PSF	\$44.76	\$44.88	\$44.88	\$44.40	\$43.92
◀ ▶ SF Under Construction	455,000	455,000	455,000	900,000	900,000
◀ ▶ Inventory SF	18,813,401	18,813,401	18,813,401	18,368,401	18,368,401

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
450 N. Brand Boulevard Glendale, CA	273,992 SF	\$34,666,930 \$126.53 PSF	Central Brand LLC Kennedy Wilson, Inc.	Class A
400 N. Brand Boulevard Glendale, CA	166,778 SF	\$23,333,070 \$139.91 PSF	Central Brand LLC Kennedy Wilson, Inc.	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
301 N. Lake Avenue Pasadena, CA	10,848 SF	Mark E. Handin	Raymond James & Associates, Inc.	Finance
500 N. Brand Boulevard Glendale, CA	9,313 SF	Michael Dardick	Trans Financial Group	Finance and Insurance
103-117 E. Colorado Boulevard Pasadena, CA	5,542 SF	John S. Kutzer	Undisclosed	Undisclosed



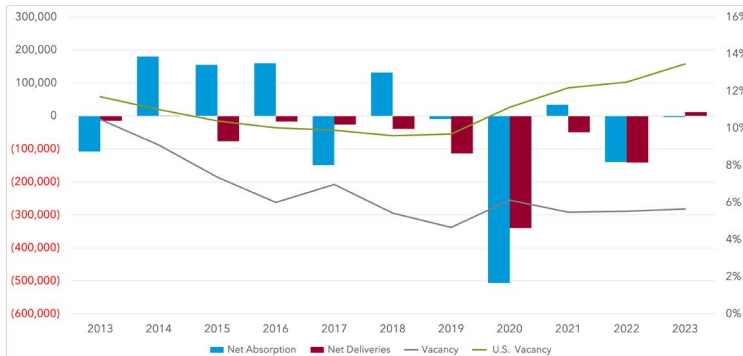
OFFICE MARKET OVERVIEW

CHRISTOPHER MANASSERO, *Senior Associate*

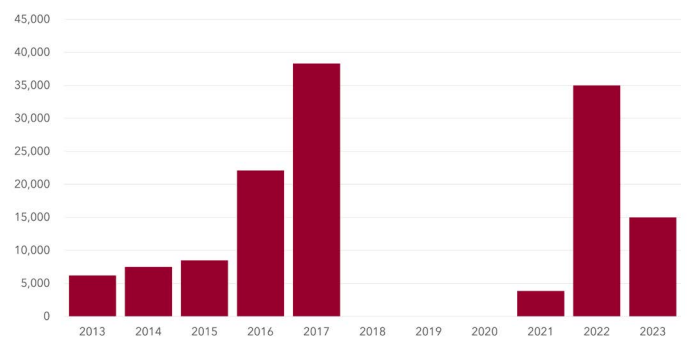
In the fourth quarter of 2023, the North Orange County office market exhibited a favorable trend characterized by a positive net absorption reflecting a marginal decline in vacancy rates alongside an upswing in asking rental rates. Concurrently, the realm of sale volumes experienced a modest upturn, which can be attributed to the Federal Reserve's choice to extend its pause on interest rate hikes into the third consecutive month with a possibility for rate cuts in 2024. Until then, buyers will continue to be cautious monitoring the economy and the Fed's decision on interest rates.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	16,160	(18,203)	45,744	(56,911)	69,294
▼ Vacancy Rate	5.4%	5.9%	5.7%	6.0%	5.5%
▲ Avg FSG Asking Rate PSF	\$26.36	\$25.68	\$25.57	\$25.50	\$25.42
◀ ▶ SF Under Construction	15,000	15,000	15,000	35,000	35,000
▲ Inventory SF	12,238,992	12,229,282	12,229,282	12,209,282	12,214,270

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2461 E. Orangethorpe Avenue Fullerton, CA	18,240 SF	\$2,648,703 \$145.21 PSF	HK Ventures Hinterberg Living Trust	Class B
2495 E. Orangethorpe Avenue Fullerton, CA	13,600 SF	\$1,946,100 \$143.10 PSF	HK Ventures Hinterberg Living Trust	Class B
2500 E. Ball Road Anaheim, CA	11,534 SF	\$3,075,000 \$266.60 PSF	6941 Steeplechase Circle MIR Realty Anaheim LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2569 W. Woodland Drive Anaheim, CA	6,625 SF	Jay & Lola LLC	Veterans Health Administration	Public Administration
110 E. Wilshire Avenue Fullerton, CA	4,086 SF	Steve Gozini	Undisclosed	Undisclosed
1561 E. Orangethorpe Avenue Fullerton, CA	4,397 SF	Sofia Stieve	Undisclosed	Undisclosed



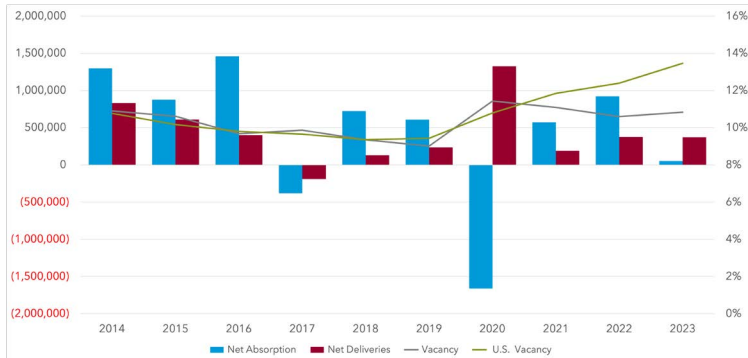
OFFICE MARKET OVERVIEW

SPENCER DOK, Associate

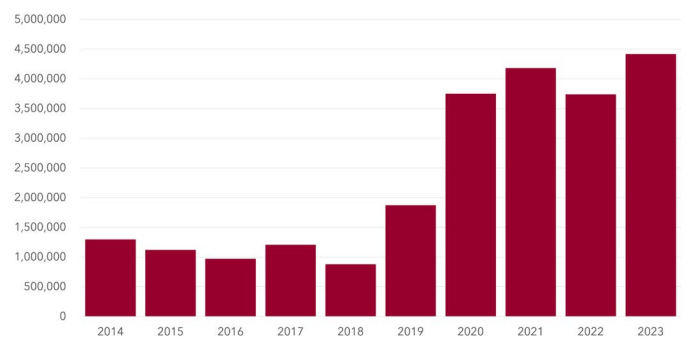
San Diego's office market faces ongoing challenges as the average new lease size in 3Q23 was 18% below the 2015-2019 quarterly average. Despite stable leasing volumes compared to the previous quarter, it's nearly 20% lower than pre-pandemic levels. Available space has increased by 7 million SF since 2020, reaching 16.7% of total inventory, an all-time high. Downtown is particularly affected, with a soaring availability rate of almost 40%. Sublease additions, especially from leading industries, contribute to rising vacancy rates. Older prime buildings experience negative absorption, while those built since 2015 show positive trends. Increasing landlord resistance to higher TI's may drive tenants toward discounted sublet spaces.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	52,113	(483,555)	(776,043)	461,309	921,032
▼ Vacancy Rate	10.8%	11.1%	10.9%	10.7%	10.6%
▲ Avg NNN Asking Rate PSF	\$38.64	\$38.52	\$38.52	\$38.40	\$38.16
▲ SF Under Construction	4,414,829	4,257,720	3,799,233	3,737,290	3,737,290
▲ Inventory SF	119,731,402	119,577,920	119,310,224	119,334,411	119,360,288

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
180 Broadway San Diego, CA	387,627 SF	\$61,000,000 \$157.37 PSF	J Street Hospitality Hammer Ventures	Class A
4700 Spring Street San Diego, CA	43,643 SF	\$8,675,000 \$198.77 PSF	PenChecks Trust Pacific View	Class B
3998 Vista Way San Diego, CA	37,488 SF	\$12,500,000 \$333.43 PSF	TrueCare Robert Wailes	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
401 Mile of Cars Way National City, CA	25,886 SF	Bosa Development	County of San Diego	Government
1081 Camino Del Rio S San Diego, CA	23,400 SF	John Lyons	Undisclosed	Undisclosed
655 W. Broadway San Diego, CA	21,837 SF	MetLife Real Estate	Northwestern Mutual	Financial Services



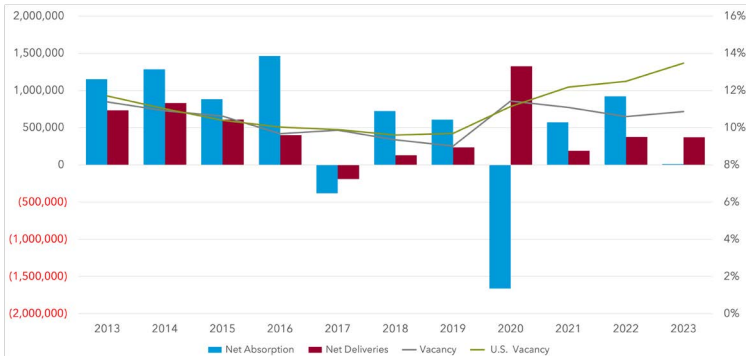
OFFICE MARKET OVERVIEW

JAMES BENGALA, *Senior Associate*

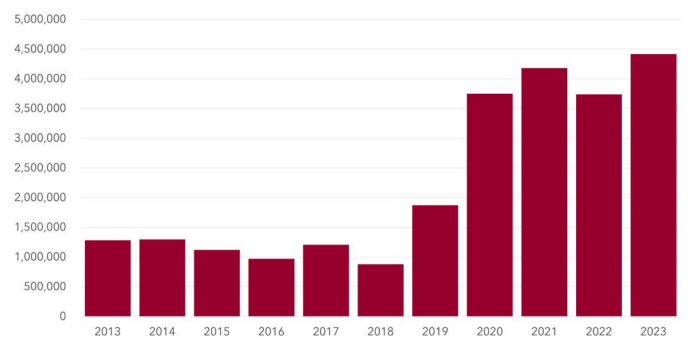
Glimmers of hope in the office leasing market were seen here and there throughout the year. Although Tenants have the leverage in most leasing scenarios the aggressive Landlords with prime coastal locations and smaller, upscale spaces have enjoyed high occupancy and continue to do so. Investment deals have to be absolutely cherry for buyers to make any sort of forward progress on an acquisition - due to a combination of interest rates, stickiness of WFH era and the 2024 impending presidential election. Cash buyers looking for deals are scoring in niche pockets. Owner/User buyers who have been sidelined for the majority of 2023 (Interest rates) are starting to gain some confidence again.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	202,337	483,555	776,043	461,309	921,032
▼ Vacancy Rate	10.87%	11.15%	10.89%	10.66%	10.60%
◀ ▶ Avg NNN Asking Rate PSF	\$35.88	\$35.88	\$36.48	\$36.24	\$36.48
▲ SF Under Construction	4,414,829	4,257,720	3,799,233	3,737,290	3,737,290
▲ Inventory SF	20,571,206	20,440,969	20,333,142	19,674,450	19,011,616

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
180 Broadway San Diego, CA	387,627 SF	\$61,000,000 \$157.37 PSF	J Street Space Hammer Ventures	Class A
9275 Sky Park Court* San Diego, CA	131,401 SF	Undisclosed	TPG TPG Angelo Gordon & Co., LP	Class A
3914 Murphy Canyon Road* San Diego, CA	70,236 SF	\$14,929,917 \$212.57 PSF	San Diego Food Bank Link Logistics Real Estate	Class B

* Part of portfolio sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
401 Mile of Cars Way National City, CA	25,886 SF	Bosa Development	City of San Diego	Government
1081 Camino del Rio S San Diego, CA	23,400 SF	John Lyons	Undisclosed	Undisclosed
655 W. Broadway San Diego, CA	21,837 SF	MetLife Real Estate	North Western Mutual	Finance



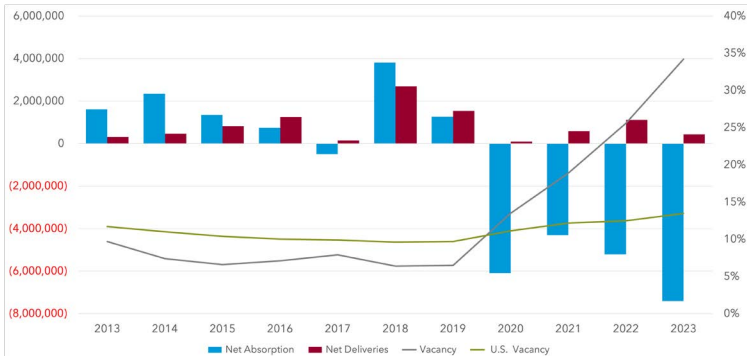
OFFICE MARKET OVERVIEW

JEFF MOELLER, *President*

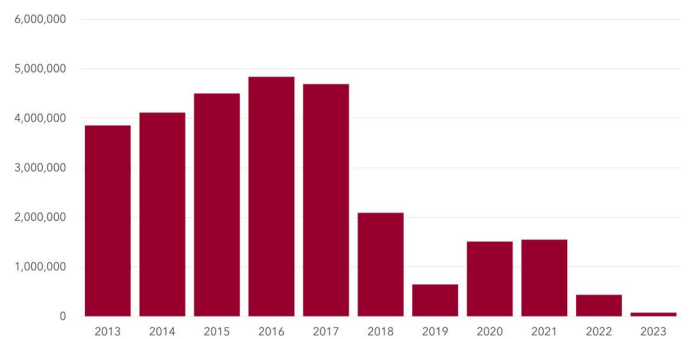
In Q4, economic uncertainty continued to affect the San Francisco office market. With a decrease in VC funding, higher inflation, and global layoffs, we saw an increase in sublease space come to market. But there is optimism - the year ended with two notable leases. The first being Anthropic at 500 Howard Street (230k square feet) and the second being Open AI at 1455 3rd Street (490k square feet) - totaling nearly one million square feet of space. Capital markets are finding equilibrium, with a few office buildings trading hands including 350 California, 180 Howard, and 60 Spear. The market continues to experience challenges, but recent transactions exhibit opportunity in San Francisco.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(7,825,078)	(6,310,974)	(6,198,046)	(5,155,795)	(5,212,308)
▲ Vacancy Rate	34.16%	31.64%	29.23%	27.04%	25.65%
▼ Avg NNN Asking Rate PSF	\$44.63	\$44.77	\$48.95	\$50.61	\$52.13
◀ ▶ SF Under Construction	76,179	76,179	387,150	513,932	437,753
◀ ▶ Inventory SF	90,831,429	90,831,429	90,520,458	90,393,676	90,393,676

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
180-182 Howard Street San Francisco, CA	243,418 SF	\$54,000,000 \$221.84 PSF	Ridge Capital Investors The State Bar of California	Class B
123 Townsend Street San Francisco, CA	136,950 SF	\$72,000,000 \$525.74 PSF	Rubicon Point Partners CBRE Investment Management	Class B
115 Sansome Street San Francisco, CA	114,451 SF	\$34,000,000 \$297.07 PSF	Vanbarton Group Vanbarton Group	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1455-1515 3rd Street San Francisco, CA	486,600 SF	Alexandria Real Estate Equities, Inc	Open AI	Artificial Intelligence
500 Howard Street San Francisco, CA	230,325 SF	Heitman	Anthropic	Artificial Intelligence
601 California Street San Francisco, CA	31,998 SF	Embarcadero Capital Partners LLC	Cleary Gottlieb	Professional Services



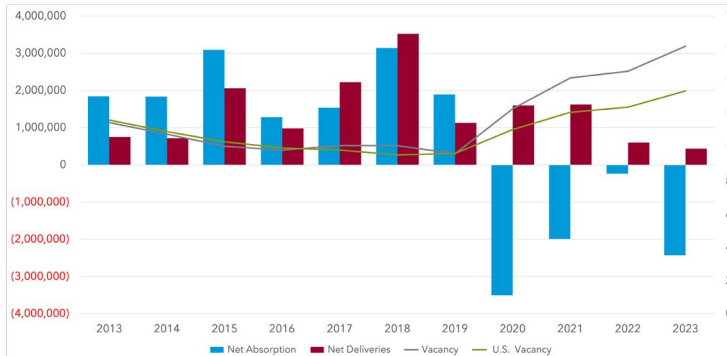
OFFICE MARKET OVERVIEW

JR BITZER, *Principal*

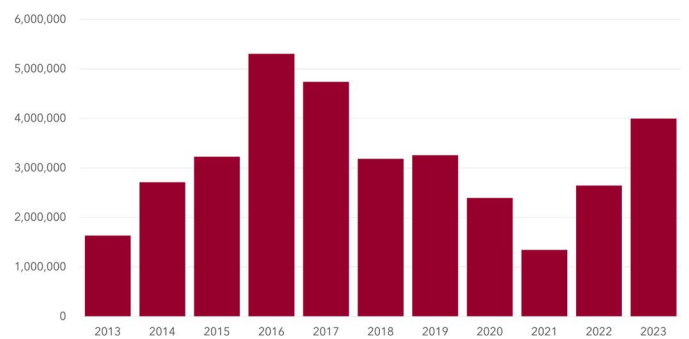
2023 was another disappointing year for the Metro Denver Office Market. Negative absorption and rising vacancies continued as tenants still remained reluctant to make any long-term leasing decisions. The lack of available capital hindered the investment market for a second straight year. On a positive note, two large transactions were completed by year-end. Xcel Energy leased 220,000 square feet in RiNo for their regional headquarters and Crescent Real Estate paid \$129 million for BP's onshore oil and gas headquarters to close out the year.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(2,431,944)	(1,956,651)	(1,621,641)	(1,851,038)	(238,132)
▲ Vacancy Rate	16.2%	16.1%	15.4%	15.3%	14.7%
▲ Avg NNN Asking Rate PSF	\$29.25	\$29.16	\$29.11	\$28.94	\$28.88
▲ SF Under Construction	3,995,042	3,884,138	3,899,373	3,949,750	2,642,862
▲ Inventory SF	184,644,477	184,606,825	184,559,823	184,235,675	184,208,881

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
161 Inveness Drive Englewood, CO	255,132 SF	\$16,500,000 \$64.67 PSF	Inveness 161 LLC Ax Inveness, LP	Class A
1873 S. Bellaire Street Denver, CO	204,182 SF	\$14,000,000 \$68.57 PSF	Canterra Prime LLC SRPF A Centerra LLC	Class A
1700 Platte Street Denver, CO	202,536 SF	\$129,100,000 \$637.42 PSF	GPIF Riverview LLC 1710 Platte Associates LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3500 Blake Street Denver, CO	213,711 SF	McCaffery Interests, Inc	Xcel Energy	Professional, Scientific, and Technical Services
3575 Ringsby Court Denver, CO	87,787 SF	Zeppelin Development	BOA Technology	Manufacturing
3601 Walnut Street Denver, CO	50,801 SF	MetLife, Inc	Undisclosed	Undisclosed



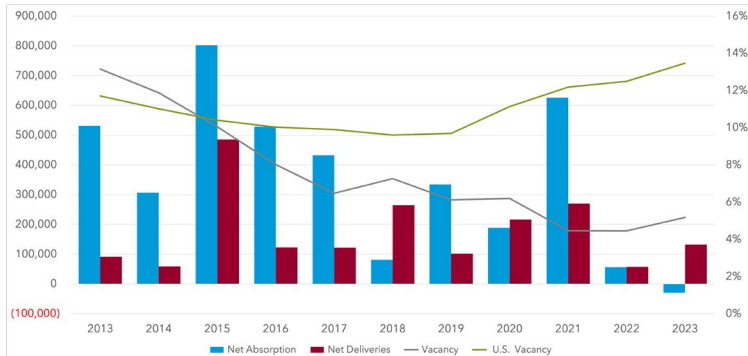
OFFICE MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

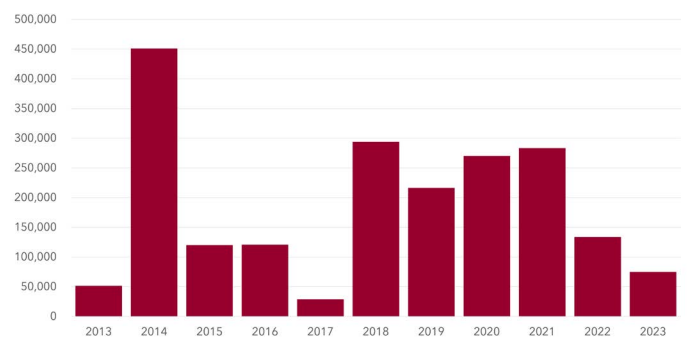
Office vacancy increased at the end of 2023 to finish the year at 5.2%. Leasing activity decreased significantly in the fourth quarter by 68.6%. Professional and Business Services employment increased 9.6% YOY and Financial Activities employment grew 5.1%. More space came on the market than was leased as hybrid-work may have impacted some leasing decisions. The construction pipeline condensed by more than half in 2023 when compared to 2022. There were only two office projects underway one being a 15,000-square-foot office building at Gulf Landing Logistics Center, a Butters Construction & Development site off Ben Hill Griffin Parkway and a 60,000-square-foot medical/office project in Bonita Springs.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(29,452)	247,478	267,043	132,827	56,022
▲ Vacancy Rate	5.2%	4.3%	4.3%	4.3%	4.5%
▼ Avg NNN Asking Rate PSF	\$17.84	\$18.15	\$18.27	\$17.78	\$17.60
◀ ▶ SF Under Construction	75,000	75,000	75,000	118,820	133,865
◀ ▶ Inventory SF	21,749,211	21,749,211	21,751,111	21,632,291	21,617,246

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1685 Medical Lane Fort Myers, FL	42,570 SF	\$5,900,000 \$138.60 PSF	Lightpost Florida LLC Compass Rose Foundation, Inc.	Class B
9696 Bonita Beach Road Bonita Springs, FL	26,217 SF	\$4,600,000 \$175.46 PSF	9696 Bonita, LP Porter Group Partnership	Class B
1591 Hayley Lane Fort Myers, FL	18,124 SF	\$2,250,000 \$124.14 PSF	Harbor Properties G&M Estates USA, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
27598 Riverview Center Boulevard Bonita Springs, FL	7,276 SF	Brookwood	Curran Young Construction LLC	General Contractor
9021 Bonita Beach Road Bonita Springs, FL	5,627 SF	Fifth Third Bank	Undisclosed	Undisclosed
1565 Matthew Drive Fort Myers, FL	5,390 SF	South 4th Street Holdings LLC	Freedom Dental Partners	Healthcare



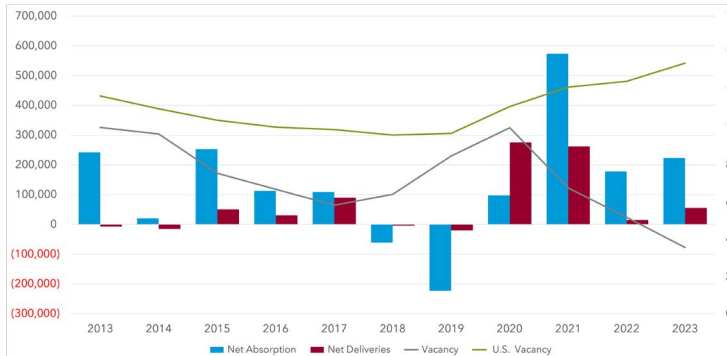
OFFICE MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

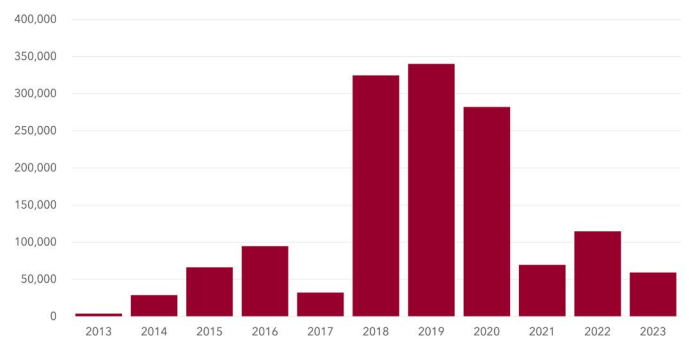
The fourth quarter closed with positive net absorption, showing steady demand despite a slight decrease in leasing activity. Asking rates continued to increase reaching an average of \$25.63 psf NNN, for a 5.3% increase since this time last year. Overall market vacancy significantly compressed year-over-year (YOY) to 3.6%. Professional office sublease inventory was minimal as economic uncertainty and other challenges did not seem to reach most office-using tenants in the Naples market. The largest project under construction is the Trail Professional Center off US-41 in Naples.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	223,159	236,629	241,907	188,750	178,040
▼ Vacancy Rate	3.6%	4.0%	4.5%	5.1%	5.2%
▲ Avg NNN Asking Rate PSF	\$25.63	\$25.59	\$25.66	\$25.37	\$24.34
▼ SF Under Construction	59,111	82,936	82,936	88,792	114,648
▲ Inventory SF	10,497,185	10,473,360	10,473,360	10,467,504	10,441,648

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1300 Goodlette-Frank Road N Naples, FL	12,551 SF	\$2,404,400 \$191.57 PSF	Bavel18 LLC Goodlette Holdings LLC	Class B
4060 Tamiami Trail N Naples, FL	4,786 SF	\$2,030,000 \$424.15 PSF	DeVoe Automotive Group 4060 Naples LLC	Class C
5380 Tamiami Trail N Naples, FL	3,600 SF	\$4,300,000 \$1,194.44 PSF	Waterside Hotel Development LLC Naples Veterinary Hospital & Clinic	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6750 Immokalee Road Naples, FL	10,949 SF	6750 Immokalee Medical LLC	Continuum Surgery Center	Medical and Surgical Center
75 Vineyards Boulevard Naples, FL	8,000 SF	Vineyards Corporation	Brown & Brown of Florida, Inc.	Insurance
4522 Executive Drive Naples, FL	5,500 SF	Encore Venture LLC	DeHope Daycare	Day Care Services



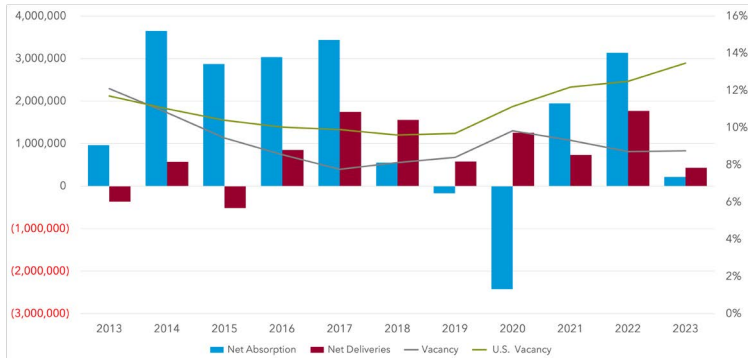
OFFICE MARKET OVERVIEW

MATTHEW KATZEN, *Senior Vice President*

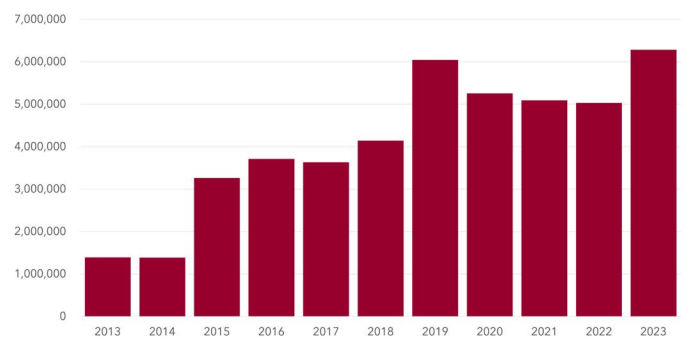
The Miami office Market continues its steady push into 2024 with some of the best office spaces commanding rents upward of \$100 per sf. High rents and low vacancy rates are strongest around the urban core of Brickell with a low vacancy rate of 7% compared to Downtown Miami which is hovering at 20%. South Florida's market average rents continued to increase to \$37.12 per sf with vacancy rates staying steady at 8.2%. Higher vacancies and lower rents in the suburbs by as much as 36% on average. High interest rates and other operating expense increases including insurance have contributed to a decline in office sales for 2023 (430 million) compared to 2022 (1.2 billion).

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Net Absorption SF	214,804	(109,497)	1,158,857	2,643,401	3,136,787
▼ Vacancy Rate	8.2%	8.4%	8.3%	8.3%	8.3%
▲ Avg NNN Asking Rate PSF	\$37.12	\$36.55	\$36.33	\$36.39	\$36.04
▼ SF Under Construction	6,283,918	6,316,724	6,386,333	5,451,345	5,033,154
▲ Inventory SF	252,667,149	252,449,766	252,400,157	252,485,368	252,236,044

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
801 Brickell Avenue Miami, FL	415,150 SF	\$250,000,000 \$602.19 PSF	Monarch Alternative Capital LP Nuveen	Class A
5505 Blue Lagoon Drive Miami, FL	213,182 SF	\$68,000,000 \$318.98 PSF	Lennar Franklin Street Properties Corp	Class A
8600 NW 36th Street Miami, FL	146,000 SF	\$28,500,000 \$195.21 PSF	Tricera Capital Bridge Commercial Real Estate	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5505 Blue Lagoon Drive Miami, FL	147,484 SF	Lennar	Lennar	Housing Construction
8801 NW 7th Avenue Miami, FL	60,157 SF	NGP Group	U.S. Citizenship and Immigration Services	Public Administration
14100 NW 4th Street Sunrise, FL	45,000 SF	Coastal Building Solutions Llc	General Services Administration	Public Administration



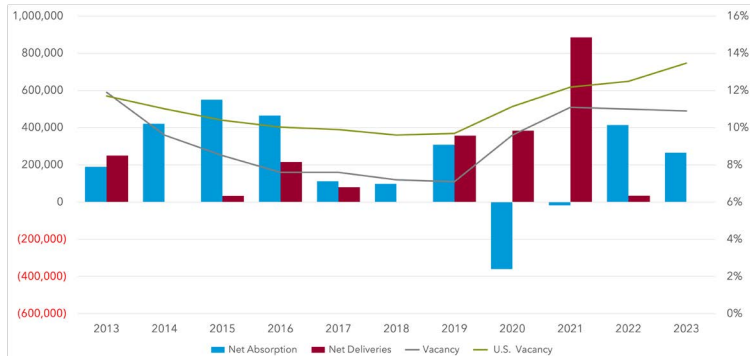
OFFICE MARKET OVERVIEW

JULIA SILVA, SIOR, *President*

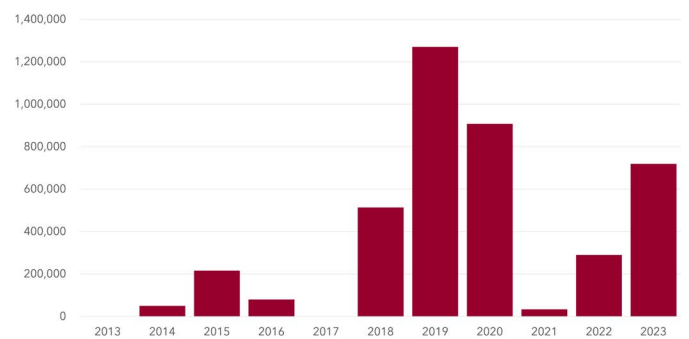
With a focus on Central Tampa, the office real estate market concluded Q4 with positive momentum, marked by a consistent decline in vacancy rates throughout 2023, reaching 10.9%. Development within Tampa's office market remains subdued, as there were no new deliveries throughout 2023. Tampa Electric's headquarters, which broke ground in early 2023, will be a prominent feature in Tampa's Midtown mixed-use project. The 17-story, 400,000 square foot office tower will house the company and serve as a key driver for a leading employment and entertainment center. Average asking rental rates steadily increased throughout the year, ending Q4 at \$35.53 per square foot.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ Net Absorption SF	265,709	298,451	441,347	426,663	414,301
▼ Vacancy Rate	10.9%	11.1%	11.1%	11.5%	11.8%
▲ Avg NNN Asking Rate PSF	\$35.53	\$35.36	\$35.10	\$34.79	\$33.07
◀ ▶ SF Under Construction	718,929	718,929	718,929	718,929	290,000
◀ ▶ Inventory SF	31,442,852	31,442,852	31,442,852	31,442,852	31,442,852

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
509 S. Armenia Avenue Tampa, FL	20,000 SF	\$10,400,000 \$520.00 PSF	Boyd Watterson Asset Mgmt LLC Harrod Properties	Class B
602 Channelside Drive Tampa, FL	8,160 SF	\$9,119,000 \$1,117.42 PSF	Daniel Giancola Albert L. Trayner	Class C
1106 N. Franklin Street Tampa, FL	7,481 SF	\$2,925,000 \$390.99 PSF	CZ Tampa Development LLC Prida-Guida & Company, P.A.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
201 N. Franklin Street Tampa, FL	36,662 SF	Oaktree Capital Management, L.P.	Kisinger Campo & Associates	Professional, Scientific, and Technical Services
3111 W. Dr Martin Luther King Blvd Tampa, FL	30,064 SF	Highwoods Properties, Inc.	Alvarez & Marsal	Professional, Scientific, and Technical Services
100 S Ashley Drive Tampa, FL	20,601 SF	The Feil Organization	RAD Diversified	Real Estate



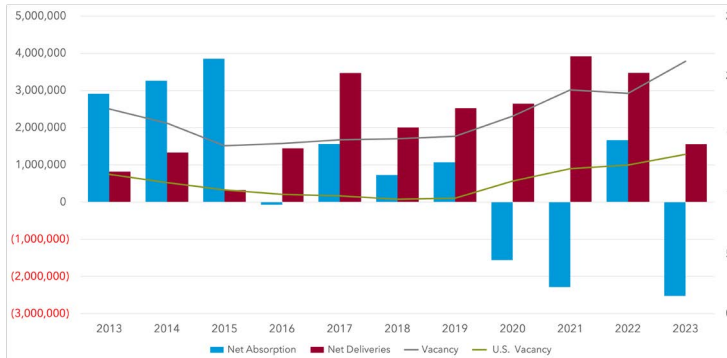
OFFICE MARKET OVERVIEW

KATE HUNT, Senior Research Analyst

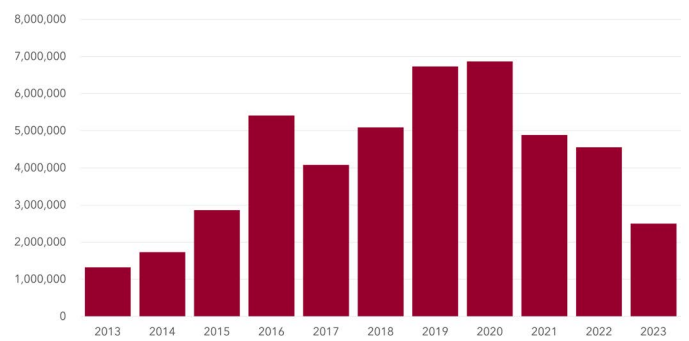
Although office leasing activity in Atlanta has not fully returned to pre-pandemic levels, the final quarter of 2023 showcased sustained tenant demand, evident in the signing of several new, sizable leases. However, the ongoing reassessment of footprints by tenants has led to an overall increase in both overall and sublease availability, resulting in a record high vacancy rate of 21.2%. The conclusion of 2023 marked the third consecutive quarter of negative absorption in the Atlanta office market, contributing to a year-end absorption of -2.5 million square feet. Despite facing macroeconomic challenges, development activity in Atlanta has remained subdued, offering a potential easing of supply pressures as the market enters 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(2,524,369)	(1,751,575)	(648,383)	2,322,843	1,666,507
▲ Vacancy Rate	21.2%	20.8%	19.1%	18.4%	18.5%
▲ Avg NNN Asking Rate PSF	\$30.92	\$30.54	\$30.34	\$30.11	\$29.96
▼ SF Under Construction	2,501,859	2,633,281	3,135,831	3,337,360	4,556,235
▼ Inventory SF	220,535,837	225,744,093	242,929,491	241,740,668	241,820,765

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
100 Edgewood Avenue, NE Atlanta, GA	306,000 SF	\$33,967,575 \$111.01 PSF	Board of Regents Univ System GA Atlanta Companies	Class B
925 North Point Parkway Alpharetta, GA	166,994 SF	\$8,500,000 \$50.90 PSF	Parkview Office LLC Macfarlan Capital Partners, LP	Class A
1500 Centre Parkway Atlanta, GA	97,969 SF	\$15,959,776 \$162.91 PSF	Easterly Government Properties, Inc Hight Knox Properties LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2233 SE Lake Park Drive Smyrna, GA	94,610 SF	BC Government Realty Trust	U.S. General Services Administration	Government
600 Galleria Parkway SE Atlanta, GA	77,163 SF	Piedmont Office Realty Trust	GE Capital	Manufacturing
505 N. Angier Avenue NE Atlanta, GA	73,533 SF	New City Properties	OneTrust LLC	Technology



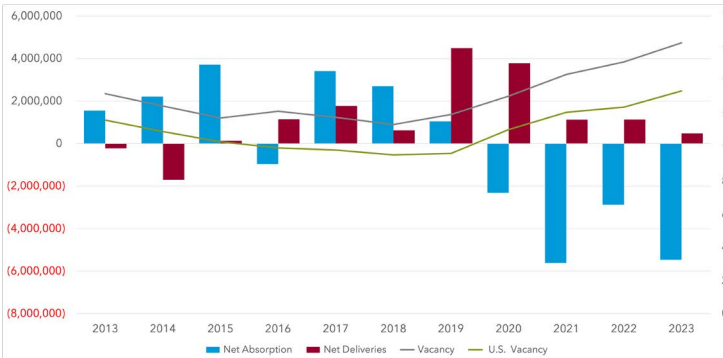
OFFICE MARKET OVERVIEW

ZACH GELLER, Associate Research Director

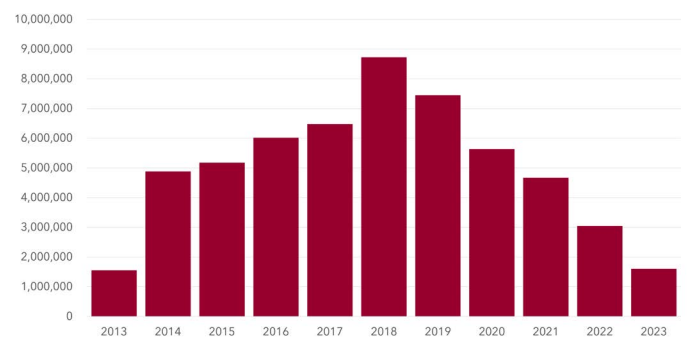
Tenants in Chicago's office market continue to scrutinize their space requirements, shifting worker demand and driving up the amount of available space. A near record of 99.0 million SF of space, 19.5% of total inventory, is available in Chicago, an increase of approximately 25 million SF. Sublet availability rate is on the rise, posting another record high of 2.4%, or 12.2 million SF. It is also being observed that many employers are letting their lease obligations expire, with no thoughts about moving their stakes elsewhere. Chicago's overall vacancy rate now stands at 16.4%-a record high-and move-outs are still outpacing move-ins, with -5.5 million SF of negative absorption recorded over the past 12 months.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(5,461,624)	(6,287,199)	(4,154,764)	(3,750,046)	(2,876,887)
▲ Vacancy Rate	16.4%	16.3%	15.9%	15.4%	15.2%
▲ Avg NNN Asking Rate PSF	\$29.88	\$29.82	\$29.74	\$29.73	\$29.63
▲ SF Under Construction	1,604,501	1,512,971	1,632,240	3,236,116	3,045,689
▼ Inventory SF	507,254,260	507,390,653	507,190,780	506,288,888	506,773,011

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
955 American Lane Schaumburg, IL	177,892 SF	\$1,375,000 \$7.73 PSF	Gems by IndusPAD LLC Orion Office REIT, Inc.	Class B
2300 Cabot Drive Lisle, IL	152,833 SF	\$8,000,000 \$52.34 PSF	Urban Commercial Property Grp, Inc. Bridge Investment Group	Class A
2340 S. River Road Des Plaines, IL	139,733 SF	\$5,424,400 \$38.82 PSF	MK Asset Management LLC Continental Offices, Ltd.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1 S. Wacker Drive Chicago, IL	178,500 SF	The 601W Companies	Invenergy	Energy
9600 W. Bryn Mawr Avenue Rosemont, IL	108,094 SF	Barrington Venture LLC	FAA	Aviation
233 S. Wacker Drive Chicago, IL	103,716 SF	EQ Office	OneDigital	Financial Services



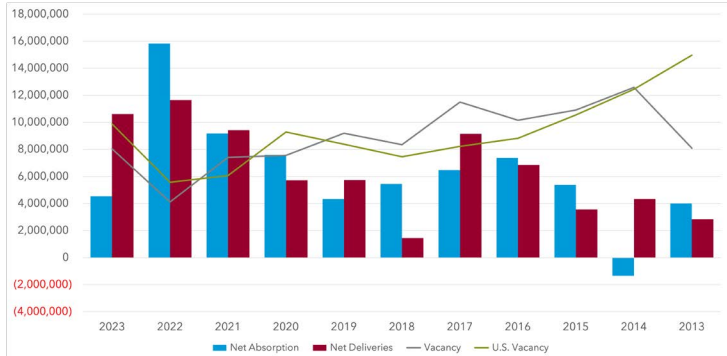
OFFICE MARKET OVERVIEW

MAX LAPKE, *Senior Associate*

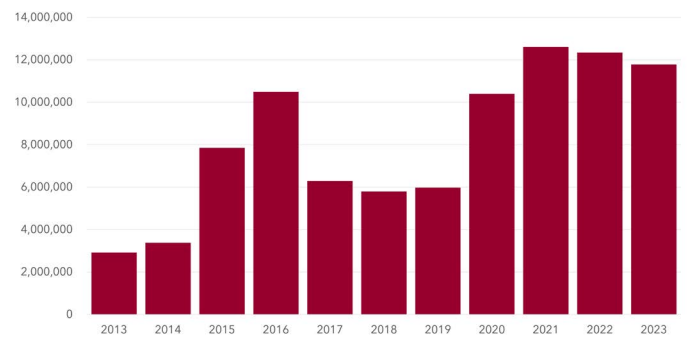
The Kansas City office market continues to grapple with remote work trends as the vacancy rate stays steady at 11.8% for the third quarter in a row. Asking rents are remaining fairly even with a slight increase to \$22.08 in Q4; an 8 cent increase over Q3. This is consistent with office landlords contending with high construction costs and requiring bolstered rents to offset them. The amount of office product under construction has dipped below 1 million square feet to 982,676. The class A office market continues to outperform the rest of the market with a flight-to-quality mentality still present with tenants and buyers.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(1,304,675)	(2,007,965)	(2,541,440)	(1,686,649)	(1,275,311)
◀ ▶ Vacancy Rate	11.8%	11.8%	11.8%	11.3%	10.6%
▲ Avg FSG Asking Rate PSF	\$22.08	\$22.00	\$21.95	\$21.72	\$21.62
▼ SF Under Construction	982,676	1,035,432	1,081,343	1,132,632	1,131,437
▲ Inventory SF	127,942,472	127,833,862	127,805,951	127,750,462	127,720,852

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2345 Grand Boulevard Kansas City, MO	463,869 SF	Undisclosed	Ronald Mcdonald House Charities of KC Childrens Mercy Hospital	Class A
4520 Main Street Kansas City, MO	198,652 SF	Undisclosed	Mahler Properties, Inc. American Century Investments	Class A
9755 Ridge Drive Lenexa, KS	142,679 SF	Undisclosed	TPG TPG Angelo Gordon & Co., LP	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11340 Nall Leawood, KS	40,000 SF	OPMOB Owner LLC	Sano Orthopedics	Health Care and Social Assistance
1201 Walnut Street Kansas City, MO	31,608 SF	Copaken Brooks - Square Deal Capital	Missouri Housing Development Commission	Public Administration
2301 Mcgee Street Kansas City, MO	19,602 SF	Crown Center Redevel- opment Corp-Hallmark	New WLX Holdings	Logistics



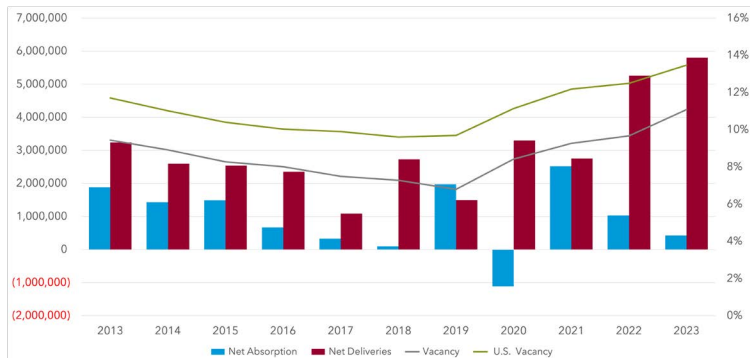
OFFICE MARKET OVERVIEW

ERIC SOLEM, *Managing Principal, President*

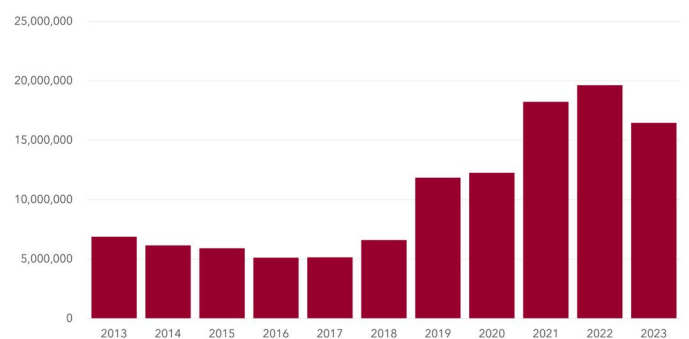
In Q4 2023, Boston's office market continued to grapple with a post-pandemic downturn coupled with reduced life science investment, dampening demand. Initially boosted by the surge of biotech, the market contended with a new supply amid shrinking demand. Hybrid work arrangements led organizations to cut space, and sublease availability tripled, resulting in a 16.9% overall availability rate. Nearly 1 million SF returned in 2023 marking the third-worst net absorption year. Rents, stagnant since 2019, declined amid capital market uncertainty and despite Boston's robust economy, the preference for high-quality office space and increasing vacancies suggested a challenging market ahead.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(939,690)	503,793	470,034	1,245,208	3,255,131
▲ Vacancy Rate	11.3%	11.0%	10.4%	10.0%	9.7%
▲ Avg NNN Asking Rate PSF	\$42.25	\$42.22	\$42.06	\$42.07	\$41.97
▼ SF Under Construction	16,460,810	17,120,116	19,070,916	20,929,340	19,627,524
▲ Inventory SF	377,873,731	377,024,424	374,742,195	372,729,696	372,065,756

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
855 Boylston Street Boston, MA	142,765 SF	\$99,500,000 \$696.95 PSF	Ezdan Holding Group RREEF Property Trust, Inc.	Class A
100 Old River Road Andover, MA	121,616 SF	\$6,400,000 \$52.62 PSF	DND Homes Casa Systems, Inc.	Class B
300 Billerica Road Chelmsford, MA	110,882 SF	\$5,250,000 \$47.35 PSF	Ferris Development Group LLC Office Properties Income Trust	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
400 Summer Street Boston, MA	610,000 SF	PSP Investments	Foundation Medicine, Inc.	Healthcare
50-60 Sylvan Road Waltham, MA	165,939 SF	Alexandria Real Estate Equities, Inc.	Novo Nordisk	Pharmaceutical Company
One Post Office Square Boston, MA	58,321 SF	Morgan Stanley & Co, LLC	UBS	Financial Services



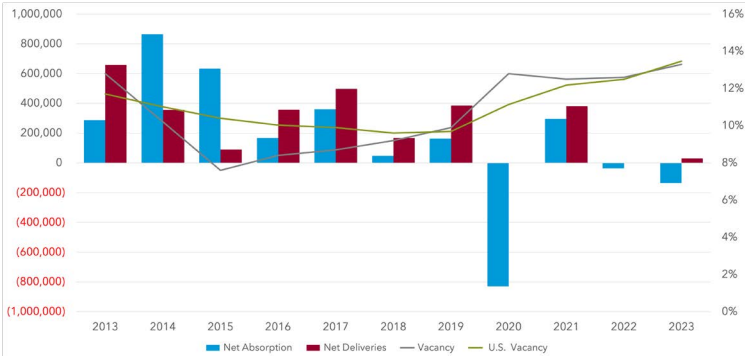
OFFICE MARKET OVERVIEW

BILL HARRISON, *Senior Vice President*

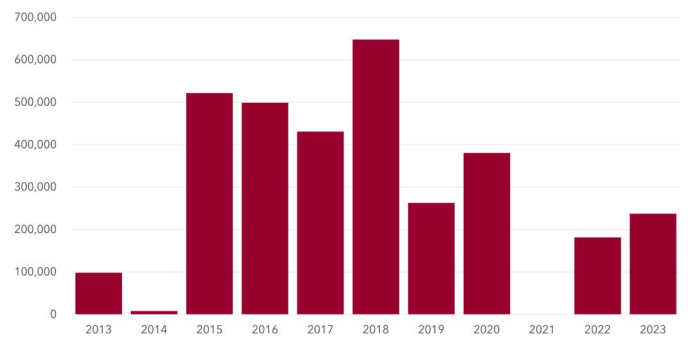
As we wrap up 2023 and begin 2024 it is time to examine some of the details of Q4. Direct net absorption for Q4 was negative (27,170) square feet with the vacancy rate increasing very slightly to 13.3% versus the 13.2% level seen in Q3 2023. The notable office leases completed in the quarter were 7065 Samuel Morse, 6514 Meadowridge Drive, and 10480 Little Patuxent. Medical, government and IT related tenants continue to be strong prospects in the market compared to generic office users.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ Net Absorption SF	(27,170)	68,148	(744)	(17,842)	27,034
▲ Vacancy Rate	13.3%	13.2%	13.4%	12.8%	12.6%
▲ Avg Asking Rate PSF	\$25.21	\$25.14	\$25.48	\$25.55	\$25.44
◀ ▶ SF Under Construction	237,586	237,586	267,586	267,586	181,568
◀ ▶ Inventory SF	23,084,298	23,084,298	23,054,298	23,054,298	23,054,298

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6797 Dorsey Road Elkridge, MD	56,392 SF	\$4,200,000 \$74.48 PSF	DPIII Properties Trident Pacific	Class B
9160 Guilford Road Columbia, MD	36,295 SF	\$4,100,000 \$112.96 PSF	Infiniti HR Adler Real Estate	Class B
7172 Columbia Gateway Drive Columbia, MD	31,682 SF	\$3,124,100 \$98.61 PSF	archSCAN Exeter Property Group	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7065 Samuel Morse Drive Columbia, MD	29,788 SF	Abrams Development	Maxim Healthcare	Health Care
6514 Meadowridge Road Elkridge, MD	23,531 SF	Merritt Properties	American Postal Workers Union	Service
10480 Little Patuxent Pkwy, Suite 600 Columbia, MD	8,589 SF	Howard Hughes	CHAGS Health Information Technology	Information Technology



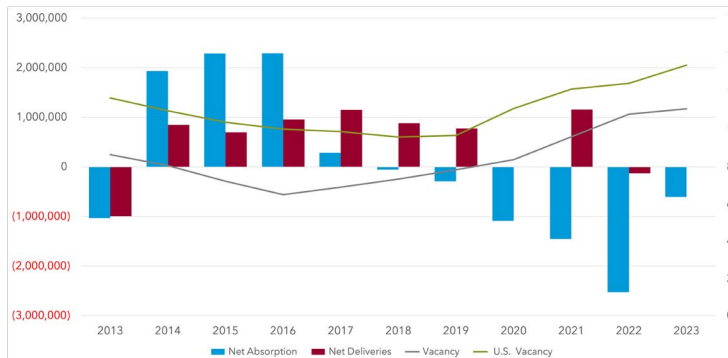
OFFICE MARKET OVERVIEW

LUKE SCHAMMEL, *Associate*

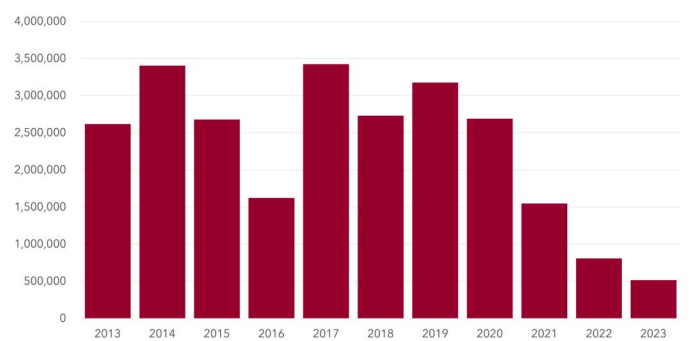
The Twin Cities commercial real estate market, as of Q4 2023, shows a challenging trend with negative 12-month net absorption and a gradual increase in vacancy rates over the last four quarters. The average NNN asking rate remains stable at \$26.71 PSF annually. The market witnessed notable lease transactions, such as Periscope leasing to the McKnight Foundation. In sales, DLR Group acquired the Barrel House property, reflecting a price of \$87.79 PSF. Despite a history of fluctuations, the under-construction space increased, indicating ongoing development. Tenants must monitor market dynamics closely as the Twin Cities market navigates challenges while presenting opportunities to growing companies.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Net Absorption SF	(607,493)	(1,695,610)	(1,736,446)	(2,324,206)	(2,526,131)
▼ Vacancy Rate	11.13%	11.17%	10.84%	10.94%	10.83%
▼ Avg Asking Rate PSF	\$26.71	\$26.75	\$26.69	\$26.48	\$26.30
▼ SF Under Construction	516,811	791,624	801,621	804,624	777,178
▲ Inventory SF	201,756,665	201,368,218	201,358,221	201,367,451	201,664,856

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
111 3rd Avenue S - Barrel House Minneapolis, MN	96,824 SF	\$8,500,000 \$87.79 PSF	DLR Group ICM Realty Group	Class B
13305 12th Avenue N Plymouth, MN	31,780 SF	\$7,750,000 \$243.86 PSF	ISD 284 Solutran, Inc.	Class B
7807 CreekrIDGE Circle Bloomington, MN	42,303 SF	\$4,300,000 \$101.65 PSF	Ernie Rose Juno Investments	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
921 Washington Avenue S Minneapolis, MN	45,904 SF	Periscope	McKnight Foundation	Foundation
2900 Ames Crossing Road Eagan, MN	45,000 SF	Artis Reit	Undisclosed	Undisclosed
1601 Utica Avenue S St. Louis Park, MN	34,967 SF	Bridge Investment Group	HMA Holdings	Consulting



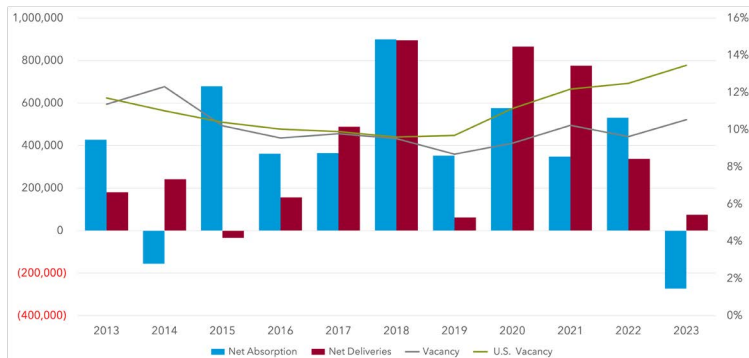
OFFICE MARKET OVERVIEW

BRIAN FARMER, SIOR, *Managing Director, Principal*

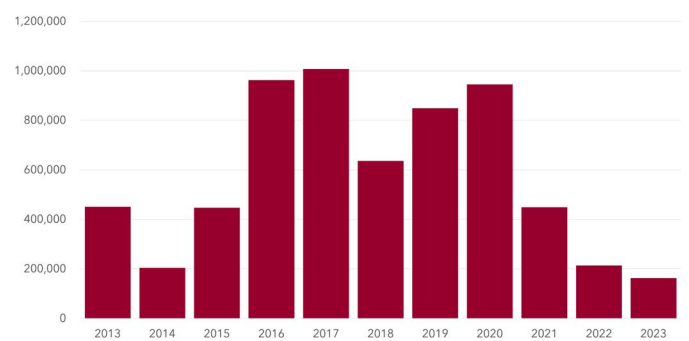
Although life science and pharmaceutical companies are major contributors to demand in this market, annual net absorption was negative for the year, causing vacancies to rise. New supply delivered over the year was less than 100,000 SF. Sublease availabilities pushed Durham's availability rate to 14.7%. Average asking rent ranges from \$25 to \$39.50 PSF. Sales transaction volume totaled approximately \$157 million, below the market's historical annual average. The largest sale of the year, a sale-leaseback, redevelopment opportunity, was Hines' purchase of IBM's 774,000 SF-campus for \$66 million, or \$85 PSF.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(272,361)	(219,890)	30,293	112,306	531,164
▲ Vacancy Rate	10.5%	10.2%	10.10%	10.20%	9.6%
▲ Avg NNN Asking Rate PSF	\$27.47	\$27.42	\$27.34	\$27.18	\$27.12
▼ SF Under Construction	162,759	186,759	186,759	238,040	214,040
▲ Inventory SF	37,415,123	37,391,123	37,391,123	37,339,842	37,339,842

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4205 S Miami Boulevard - IBM 500 Durham, NC	774,000 SF	\$66,000,000 \$85.00 PSF	Hines Global Income Trust IBM	Class B
205 Sage Road Chapel Hill, NC	20,878 SF	\$7,600,000 \$364.02 PSF	Flagship Healthcare Properties Chapel Hill Pediatrics	Class B
120 Davis Street Asheboro, NC	7,488 SF	\$2,326,000 \$310.63 PSF	TMMP Asheboro LP Allergic Dermis Real Estate	Medical

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4205 S Miami Boulevard - IBM 500 Durham, NC	774,000 SF	Hines Global Income Trust	IBM Lease-Back	Professional Scientific Technical Services
1030 Swabia Court Durham, NC	34,418 SF	W&G Associates	Sierra Space Corporation	Manufacturing
4321 Medical Park Drive Durham, NC	12,338 SF	Greenleaf Capital LLC	Almac Diagnostics	Health Care and Social Assistance



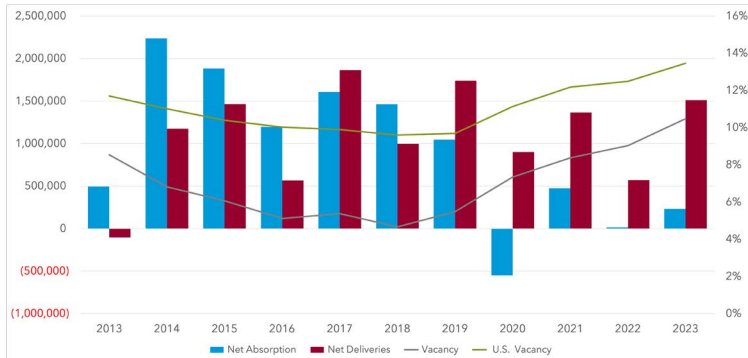
OFFICE MARKET OVERVIEW

BRIAN FARMER, SIOR, *Managing Director, Principal*

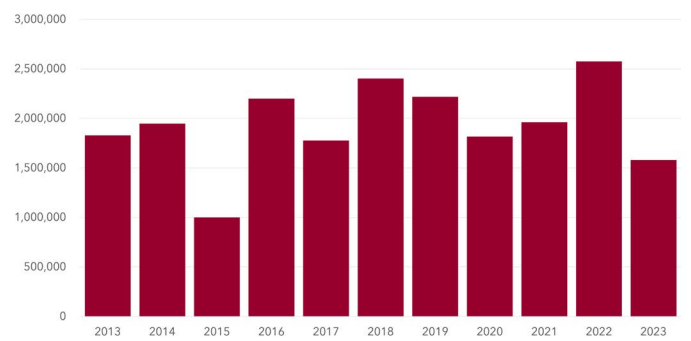
Investors and builders favor the Raleigh/Durham metro, due to population and economic growth, in-migrations, corporate relocations, and labor force growth, which is well above national averages. The Raleigh/Durham metro, classified as a “Magnet Supernova” market, received high rankings in the PwC ULI 2024 “Emerging Trends in Real Estate” survey. Like 2023, the office market in Raleigh will be challenging due to high interest rates, slow return to office, and debt vulnerabilities. Rent growth, absorption, lease size, transaction volume and market prices will present challenges and opportunities.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	232,704	(161,925)	(619,749)	(562,253)	14,709
▲ Vacancy Rate	10.5%	10.0%	9.7%	9.9%	9.0%
▲ Avg NNN Asking Rate PSF	\$29.68	\$29.58	\$29.35	\$29.15	\$28.88
▼ SF Under Construction	1,580,169	2,152,800	2,810,344	2,706,714	2,576,047
▲ Inventory SF	78,945,314	78,337,333	77,567,241	77,507,871	77,432,721

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
305 Church @ North Hills St Midtown Plaza, Raleigh, NC	329,613 SF	\$132,900,000 \$403.20 PSF	Crescent Real Estate LLC Lionstone Partners LLC	Class A
3237 Blue Ridge Road Raleigh, NC	48,000 SF	\$17,765,000 \$370.10 PSF	Wake Internal Medicine Consultants The Keith Corporation	2023 Construction
2400 Weston Parkway Cary, NC	31,383 SF	\$10,000,000 \$318.64 PSF	Bobbitt Construction North Carolina	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2250 Perimeter Park Morrisville, NC	78,588 SF	Mapletree	Mercalis	Biopharma
1600 Perimeter Park Drive Morrisville, NC	22,544 SF	1600 Perimeter Park LLC	IXL Learning	Professional Scientific Technical Services
621 Hillsborough Street Raleigh, NC	19,794 SF	City Office REIT, Inc	Deloitte	Professional Scientific Technical Services



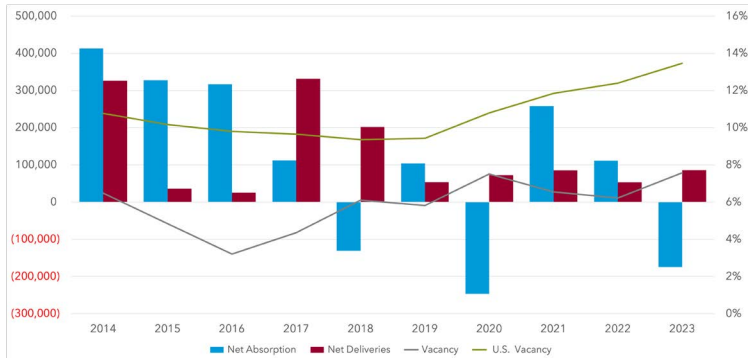
OFFICE MARKET OVERVIEW

BENJAMIN PEARSON, *Principal*

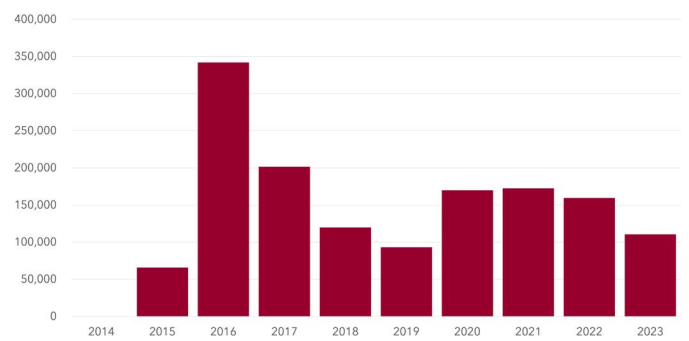
The Lincoln office market ended the 4th quarter with a vacancy rate of 7.6%. That is 1.3% higher than it was a year ago. The vacancy rate for class A buildings is 5.2%, leaving a demand for top-notch office. Roughly 110,000 square feet is under construction in the Lincoln market. Throughout 2023, there was a total of 32 sales in the office sector, with an average price of \$121 per square foot.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(174,805)	(102,466)	95,335	93,875	111,021
▲ Vacancy Rate	7.6%	7.1%	6.4%	6.4%	6.2%
▲ Avg NNN Asking Rate PSF	\$19.42	\$19.37	\$19.31	\$19.20	\$19.02
▼ SF Under Construction	110,512	157,332	166,332	196,332	159,512
▲ Inventory SF	18,796,817	18,749,997	18,740,997	18,710,997	18,710,997

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8211 Yankee Woods Drive Lincoln, NE	9,000 SF	\$1,300,000 \$144.44 PSF	Lockhart Holdings TC Accomodator 312	Class B
100 S. 13th Street Lincoln, NE	7,781 SF	\$1,400,000 \$179.93 PSF	Hoppe Development Downtown Community Dev.	Class B
811 S. 13th Street Lincoln, NE	3,500 SF	\$375,000 \$107.14 PSF	Undisclosed Kona Holdings	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3800 NW 12th Street Lincoln, NE	23,500 SF	IL Partners	OPTK	Technology
2021 N. Street Lincoln, NE	7,730 SF	Nelnet	Undisclosed	Undisclosed
6333 Apple Way Lincoln, NE	7,296 SF	Nguyen Nguyen	ABA Inc.	Admin Support



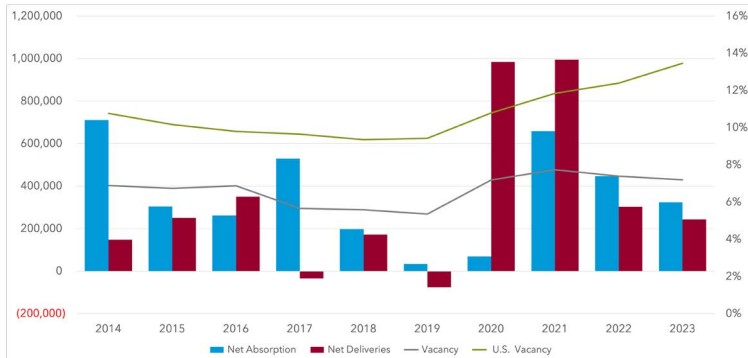
OFFICE MARKET OVERVIEW

BENJAMIN PEARSON, *Principal*

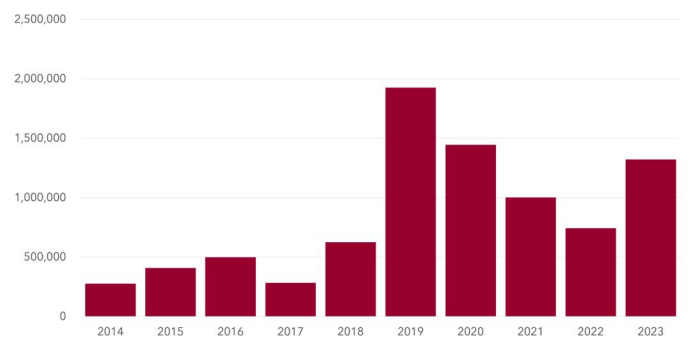
The Omaha office market ends the fourth quarter with a 7.2% vacancy rate. That is 0.1% lower than the year prior. There was more than 150,000 square feet of negative absorption this quarter. Mostly in part by large tenants like Fusion Medical and Triage Staffing vacating their respective locations. One of the top lease transactions in the 4th quarter was represented by Ben Pearson, Principal at Lee & Associates. Ben represented the tenant, North End Teleservices, which leased 15,242 square feet at 7315 Mercy Road.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	324,183	493,024	402,468	539,040	447,055
▼ Vacancy Rate	7.2%	6.9%	7.2%	7.1%	7.4%
▲ Avg NNN Asking Rate PSF	\$25.16	\$25.11	\$25.03	\$24.94	\$24.85
▼ SF Under Construction	1,322,035	1,322,035	1,352,291	529,591	742,641
▲ Inventory SF	48,655,584	48,655,584	48,625,328	48,625,328	48,412,278

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8420 W. Dodge Road Omaha, NE	66,011 SF	\$6,250,000 \$94.68 PSF	Atrium Properties Senior Market Sales	Class B
13304 W. Center Road Omaha, NE	39,500 SF	\$2,650,000 \$67.09 PSF	Bluejay Development 7 Oaks	Class B
5303 F Street Omaha, NE	16,378 SF	\$1,450,000 \$88.53 PSF	Straub Realty Bellinger Dev NE	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3555 Farnam Street Omaha, NE	15,674 SF	Blackstone	KPE Consulting Engineers	Engineering
7315 Mercy Road Omaha, NE	15,241 SF	Magnum RE	North End Teleservices	Call Center
14600 Branch Street Omaha, NE	14,070 SF	Carson Wealth	Husch Blackwell	Law Firm



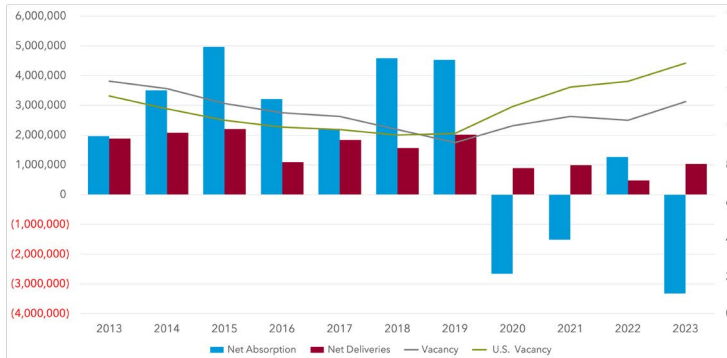
OFFICE MARKET OVERVIEW

MICHAEL MALMSTONE, *Director of Research and Valuation*

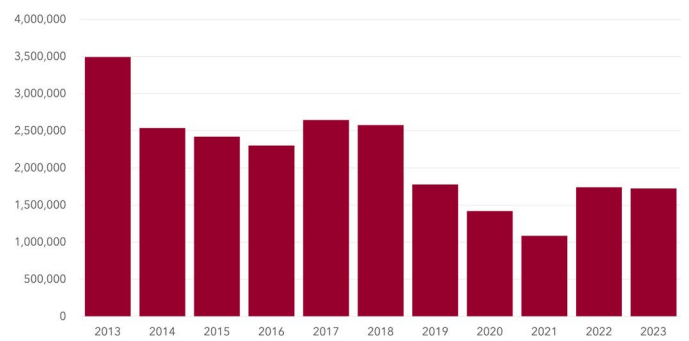
Q4 leasing remained flat QoQ at 2.4MM SF, 74% of the 5-year average, and ended 2023 at 11.2MM SF. Lease-up time averaged 9.2 months. Rental rates fell \$0.06 PSF QoQ to \$27.97 PSF gross. 3.3MM SF of occupied space was vacated during 2023, marking the lowest net absorption year on record. NJ unemployment was 4.7% in November, rising 50 bps QoQ and 140 bps YoY. Sales volume finished Q4 an anemic \$233MM and \$1.5B for 2023, the lowest year since 2009's \$1.1B. More sales are forced by notes coming due and properties, even those performing, becoming unfinanceable as cap rates eclipse mortgage rates. Pricing fell 20% to \$133 PSF while cap rates decompressed 60 bps to 8.3%. 15.8MM SF is approved, 1.1MM SF being medical.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	14,904	(1,821,223)	(783,717)	(729,061)	(466,506)
▲ Vacancy Rate	11.4%	11.3%	10.9%	10.7%	10.4%
▼ Avg GRS Asking Rate PSF	\$27.96	\$28.02	\$27.93	\$27.92	\$27.67
▼ SF Under Construction	1,724,840	2,162,256	2,322,698	1,702,698	1,738,703
▲ Inventory SF	423,010,601	422,553,385	422,392,943	422,344,943	421,977,084

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
23 Main Street Holmdel, NJ	350,000 SF	\$17,500,000 \$50.00 PSF	CHA Partners Veris Residential, Inc.	Class A
61 S. Paramus Road Paramus, NJ	287,704 SF	\$55,900,000 \$194.30 PSF	Crown Acquisitions Onyx Equities	Class A
169 Lackawanna Avenue Parsippany, NJ	256,000 SF	\$25,000,000 \$97.66 PSF	Greek Real Estate Partners RVI America Insurance Company	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
110 Plaza New Brunswick, NJ	360,000 SF	New Brunswick Development Corp	Nokia Bell Labs	Professional, Scientific, and Technical Services
340 Mount Kemble Avenue Morristown, NJ	73,272 SF	Onyx Equities / PCCP	Marcum LLP	Finance and Insurance
101 Hudson Street Jersey City, NJ	60,000 SF	The Birch Group	Jefferies	Finance and Insurance



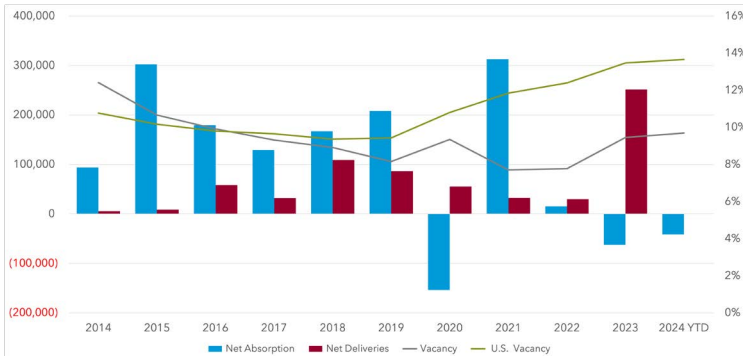
OFFICE MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

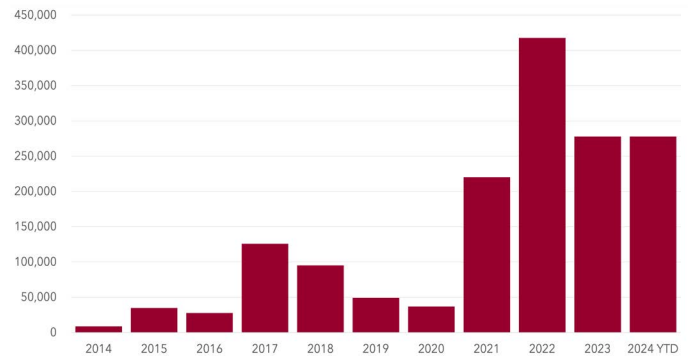
The national trend is mirrored here. More tenants are reducing their office footprints as they renew their leases or relocate. And many are choosing to upgrade their digs with moves into new buildings offering more amenities and other inducements. We have a significant volume of space underway here, but overall supply is outpacing demand. Our silver lining is that we are situated in an area where “Quality of Life” is regarded as very high, we have strong job dynamics and our rates are low compared to the rest of the nation. Combine this with our legendary transportation corridors, and we should be in strong position to entice tenants to the region.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(62,573)	(168,290)	(227,464)	(262,870)	15,283
▼ Vacancy Rate	9.5%	9.8%	10.1%	10.5%	7.8%
▲ Avg NNN Asking Rate PSF	\$24.33	\$24.30	\$24.43	\$24.27	\$23.97
▲ SF Under Construction	277,786	257,786	268,021	166,202	417,603
◀▶ Inventory SF	17,508,934	17,508,934	17,498,699	17,543,699	17,257,448

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9295 Prototype Drive Reno, NV	312,585 SF	Part of 531 Property Portfolio. \$2.8 B	TPG, Inc. Angelo Gordon	Class B
2597 Mill Reno, NV	52,000 SF	\$6,000,000 \$115.38 PSF	Erik Litak Massie & Co.	Class C
950 Sandhill Reno, NV	42,338 SF	\$11,800,000 \$278.71 PSF	Allen Etchepare Sandhill Property Co.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
10639 Professional Circle Reno, NV	5,987 SF	Candice Preza	Duffield Foundation	General Office
343 Elm Street Reno, NV	5,137 SF	Prime Healthcare	Healthcare	Medical Office
6630 S. McCarran Reno, NV	4,857 SF	Greer Group	Northern Nevada Medical Group	Healthcare



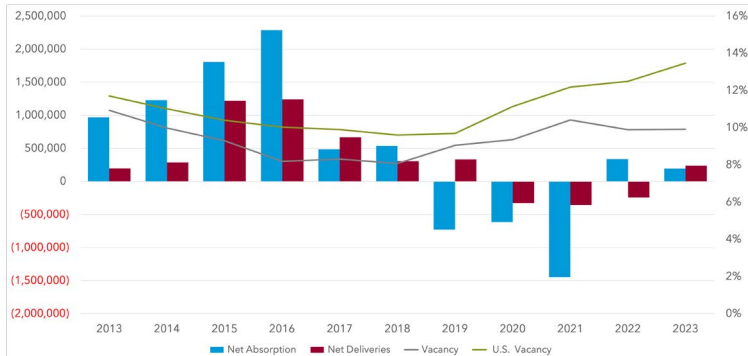
OFFICE MARKET OVERVIEW

WILLIAM SCHNELLER, *Senior Vice President*

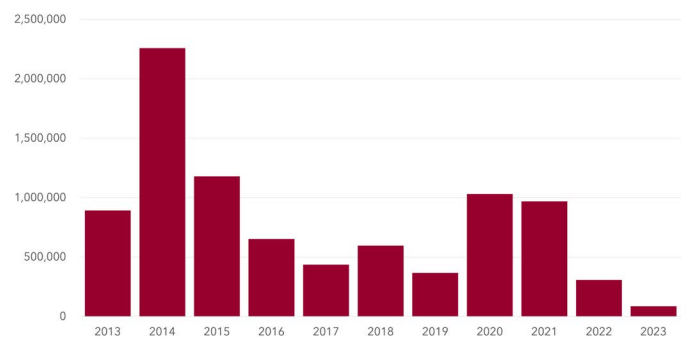
The Greater Cincinnati Q4 2023 Office Market has seen a slight uptick in activity. There have been active renewals as landlords seek to lock in existing tenants. Tenants are touring earlier in their lease term seeking the best options, trying to take advantage of the current soft market. Landlords are forced to upgrade their properties to remain competitive, only buildings that have upgraded lobbies and additional amenities for tenants can compete in today's market. General Electric put a major downtown sublease on the market which has absorbed many of the Central Business District activity. Two major downtown office towers may go back to the lenders reflecting the challenging CBD market.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	195,820	(94,499)	(165,010)	(202,034)	337,101
▼ Vacancy Rate	9.9%	10.1%	10.1%	10.3%	9.9%
▲ Avg NNN Asking Rate PSF	\$20.62	\$20.59	\$20.57	\$20.51	\$20.47
▼ SF Under Construction	86,000	136,000	161,738	208,896	307,396
▲ Inventory SF	105,218,055	105,168,055	105,062,317	105,015,159	104,979,280

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
310 Race Street Cincinnati, OH	110,000 SF	\$4,100,000 \$37.27 PSF	ABC Realty Advisors LLC Drury Development Corporation	Class C
100 Crowne Point Drive Sharonville, OH	26,500 SF	\$1,000,000 \$37.74 PSF	DeCoach Rehabilitation Centre Sun Life	Class B
1806-1812 Central Parkway Cincinnati, OH	23,736 SF	\$825,000 \$34.76 PSF	Garri E. Davis Ed & Joann Hubert Family Foundation	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
700 W. Pete Rose Way Cincinnati, OH	21,350 SF	Apex Environmental, Inc.	ODOT	Public Administration
8805 Governors Hill Drive Cincinnati, OH	11,340 SF	Jael F Frierson	Pantomath	Professional, Scientific, and Technical Services
10300 Alliance Road Blue Ash, OH	9,500 SF	Ohio National Financial Services	IMEG	Services



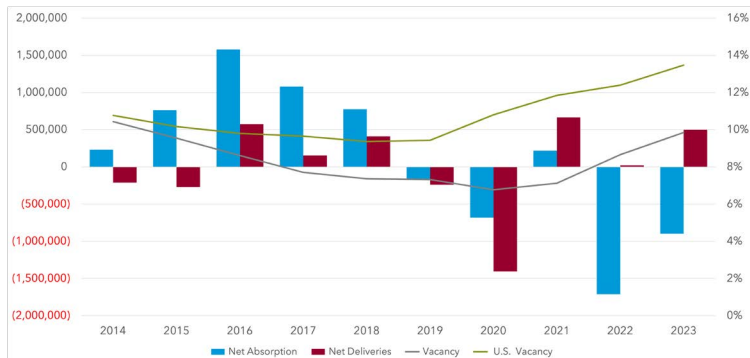
OFFICE MARKET OVERVIEW

ABRAM SCHWARZ, SIOR, *Senior Vice President*

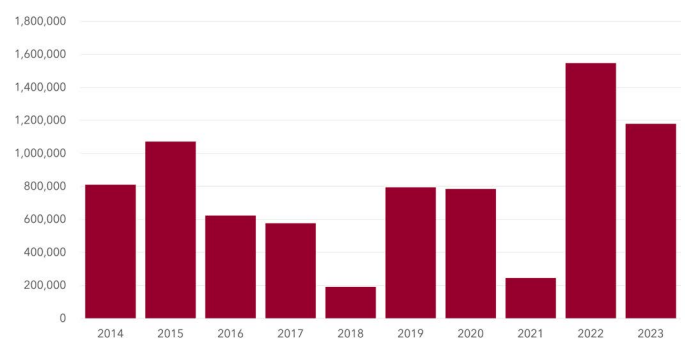
Cleveland's office market has always been known to recycle tenants with few new users entering the market, but things have continued to worsen as this phenomenon continues and users reduce their footprint, creating a huge hole in the occupancy rates. With peaking interest rates in early Q4 2023, lending on office products requiring much higher equity positions than in years past, and diminishing property values have all combined to grind office sales to a halt. The grim outlook for the CBD is vastly different than the Class A suburban office markets which have benefited from the CBD's mass exodus.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(897,467)	(1,597,128)	(850,210)	(2,459,788)	(1,712,677)
◀▶ Vacancy Rate	9.80%	9.80%	9.10%	9.30%	8.70%
▲ Avg NNN Asking Rate PSF	\$19.50	\$19.49	\$19.41	\$19.29	\$19.11
▼ SF Under Construction	1,179,099	1,353,099	1,384,099	15,186	1,546,877
▲ Inventory SF	113,657,933	113,483,933	113,452,933	1,500,186	1,546,877

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
76 S. Main Street Akron, OH	335,736 SF	\$49,094,895 \$146.23 PSF	First Energy Corp OhioEdison Tower LLC	Class B
21100 Southgate Park Boulevard Maple Heights, OH	96,262 SF	\$3,577,757 \$37.17 PSF	Jack Trocki Development Co. Maple Heights Commerce One LLC	Class C
4859 Dover Center Road North Olmsted, OH	20,000 SF	\$1,492,500 \$74.63 PSF	Dover Center Lorain LLC Dover Center Investments	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
950 Main Avenue Cleveland, OH	100,000 SF	Wolstein Group	Oswald Companies	Insurance
950 Main Avenue Cleveland, OH	26,706 SF	Wolstein Group	Aon	Financial Services
20445 Emerald Parkway Cleveland, OH	22,939 SF	Amsdell Companies	DSV	Logistics



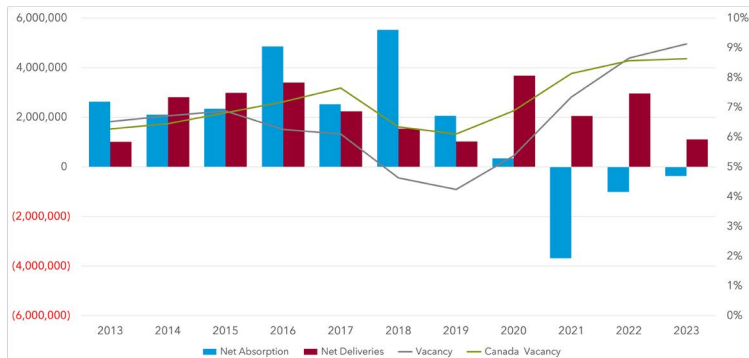
OFFICE MARKET OVERVIEW

WILL GEHRING, *Senior Vice President*

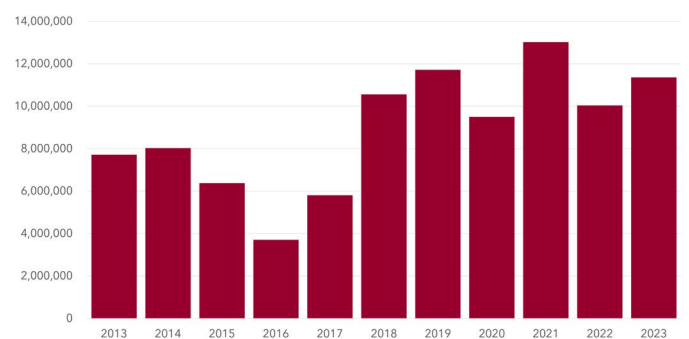
Toronto's office market grapples with persistent challenges posed by hybrid work which is evident in decreased downtown foot traffic. This has led to weakened office demand, doubling vacancy rates, and sustained negative office absorption. Sublease availability, particularly in the downtown core, has surged as major tenant in the tech and financial sector move to newer properties. Concurrently, investment activity has declined, marked by the absence of major downtown transactions, impacting valuations as properties sell at discounted rates with cap rates increase amid a higher interest rate environment.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(370,368)	(1,356,764)	(1,244,120)	(1,224,932)	(1,006,815)
▼ Vacancy Rate	9.1%	9.2%	9.4%	9.0%	8.7%
▲ Avg NNN Asking Rate PSF	\$39.81	\$39.74	\$39.58	\$39.57	\$39.45
▼ SF Under Construction	11,361,788	11,783,690	9,704,567	9,713,570	10,039,511
▲ Inventory SF	288,293,944	287,469,492	287,633,441	287,544,438	287,186,928

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1295 North Service Road Burlington, ON	140,000 SF	\$26,150,000* \$186.79 PSF	Crossroads Christian Communications Ontario Superior Court of Justice	Class B
1340 Pickering Parkway** Pickering, ON	127,770 SF	\$28,694,183* \$224.58 PSF	CentreCourt Ontario Pension Board	Class A
160 Traders Boulevard East Mississauga, ON	92,635 SF	\$22,788,260* \$246.00 PSF	Undisclosed Manuel Clementino	Class C

*All numbers shown are in Canadian dollars (CAD) ** Part of a 3-Property Portfolio

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
120 Bloor Street East Toronto, ON	121,760 SF	Montez Corporation, Adgar Canada	Georgian@ILAC	Language Schools
404 Logistics Pike Keswick, ON	92,500 SF	Panattoni Development Company Canada	Canadian Life Science and Technology Park	Educational Services
120 Bloor Street East Toronto, ON	88,302 SF	Montez Corporation, Adgar Canada	Georgian@ILAC	Language Schools



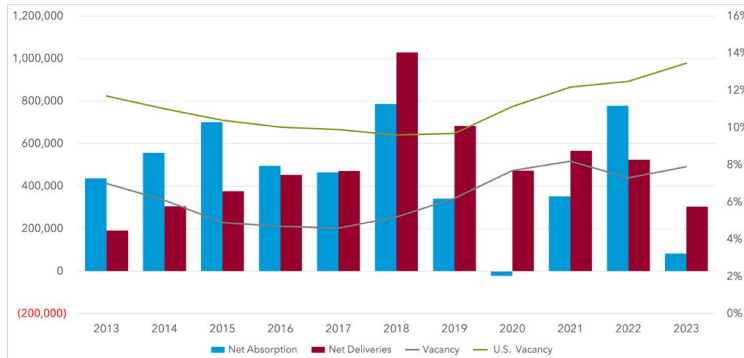
OFFICE MARKET OVERVIEW

HUNTER HARTLEY, CPSP, *Senior Associate*

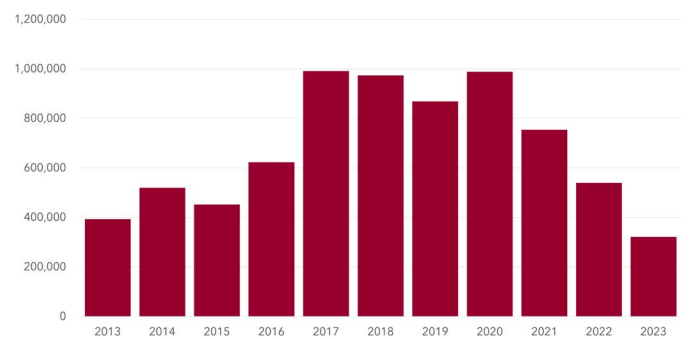
The Charleston office leasing market's resilience stems from several key factors. Local demand and sustained growth have been crucial, as many companies have chosen against widespread remote work policies, setting them apart from larger cities and stabilizing the area. High-quality office spaces in the Charleston Metro area continue to attract consistent leasing activity, with rising interest rates prompting more businesses to lease rather than buy. Medical office spaces remain in high demand, leading landlords to offer enticing Tenant Improvement Allowances (TIAs) to secure tenants. Despite challenges like high building costs, material delays, and permitting issues, second-generation spaces in key locations have seen reasonable interest.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(23,128)	137,283	(54,212)	23,352	307,598
▲ Vacancy Rate	7.90%	7.80%	8.10%	7.70%	7.30%
▼ Avg NNN Asking Rate PSF	\$31.70	\$32.19	\$32.32	\$32.49	\$32.51
▲ SF Under Construction	321,516	309,863	212,604	112,604	112,604
▲ Inventory SF	33,546,942	33,514,942	33,484,458	33,399,126	33,243,221

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1411 King Street Ext Charleston, SC	15,840 SF	\$5,200,000 \$328.28 PSF	Undisclosed Dialysis Clinic, Inc.	Class B
39 Broad Street Charleston, SC	15,585 SF	\$6,950,000 \$445.94 PSF	Undisclosed Healthcare Realty Trust, Inc.	Class B
1030 Jenkins Road Charleston, SC	12,500 SF	\$3,135,000 \$250.80 PSF	Charles River Laboratories, Inc. John R. Condon	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5965 Core Road North Charleston, SC	20,334 SF	DESETA Group	Undisclosed	Undisclosed
201 Sigma Drive Summerville, SC	12,327 SF	LMHT Capital	Undisclosed	Undisclosed
5965 Core Road North Charleston, SC	10,000 SF	DESETA Group	Undisclosed	Undisclosed



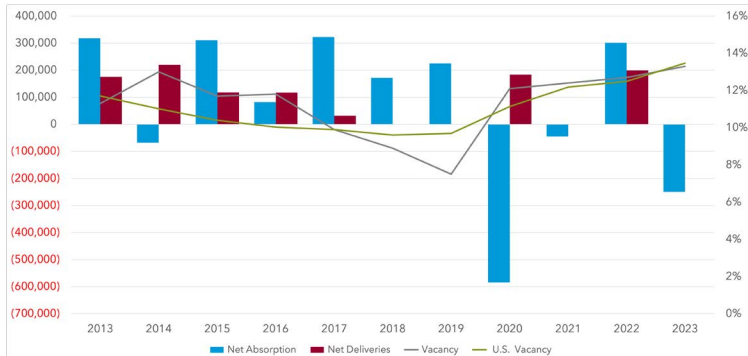
OFFICE MARKET OVERVIEW

DARATH MACKIE, *Vice President*

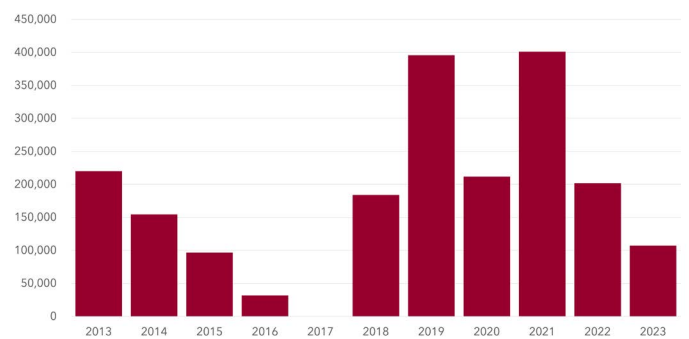
Greenville and Spartanburg's strong population and employment growth over the past decade have helped South Carolina's largest metro area emerge as a notable office market. Like other major office markets, there has been an increase in sublet space availabilities and tenants are still "rightsizing" as they decrease footprints, causing negative absorption. Vacancy, however, remained unchanged quarter-over-quarter at the end of Q4. While construction starts have slowed, the Greenville/Spartanburg market currently has 107,300 SF of office space under construction, with half of which is pre-committed.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(238,284)	(186,988)	36,645	171,205	300,952
◀▶ Vacancy Rate	13.6%	13.6%	12.4%	12.5%	12.7%
▼ Avg NNN Asking Rate PSF	\$22.54	\$23.61	\$23.44	\$23.60	\$22.33
▼ SF Under Construction	107,300	157,300	57,300	54,532	201,795
▼ Inventory SF	15,873,488	16,020,373	16,553,004	16,380,596	16,372,346

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
907 N. Main Street Anderson, SC	47,168 SF	\$2,900,000 \$61.48 PSF	Anderson University Foothills Community Foundation	Class B
1924 Pearman Dairy Road Anderson, SC	26,600 SF	\$2,000,000 \$75.19 PSF	Private Owner CK Holdings LLC	Class A
309 W. Butler Road Mauldin, SC	8,002 SF	\$2,825,000 \$353.04 PSF	Saxena Properties LLC Private Seller	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
55 Beattie Place Greenville, SC	37,654 SF	Riverstone Properties LLC	Gallivan, White, & Boyd PA	Professional, Scientific, and Technical Services
201 W. McBee Avenue Greenville, SC	12,259 SF	Kannapolis Land, Inc.	Undisclosed	Undisclosed
850 S. Pleasantburg Drive Greenville, SC	7,749 SF	NAI Earle Furman LLC	Just Say Something	Health Care and Social Assistance



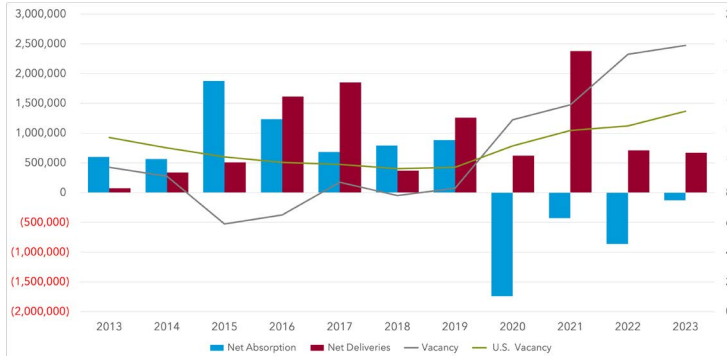
OFFICE MARKET OVERVIEW

KYLE NEVEAU, Associate

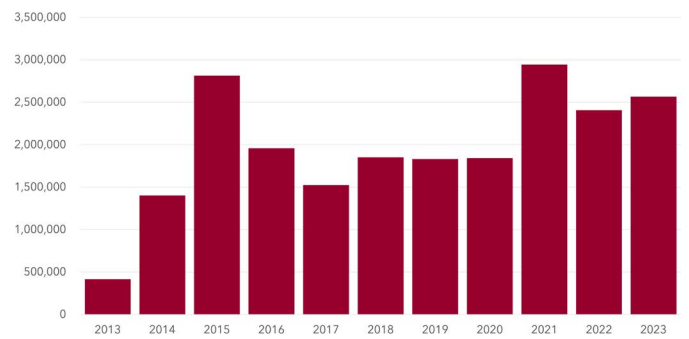
Despite overall economic uncertainty that has been and will continue to take place within the office market locally, Nashville has been one of the fastest-growing office job markets in the country over the past five years. Major corporate relocations and expansions have boosted Nashville's office market. From a leasing standpoint, activity remains within proximity to pre-pandemic levels. Like other major markets in the nation, tenants are still "rightsizing" and have been giving space back, leading to an increase in sublease availability. With vacancies at record highs, additional vacancy expansion is likely in the coming quarters with 2.6 million SF of new office development underway.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(127,970)	(636,227)	(148,135)	(663,358)	(862,380)
▼ Vacancy Rate	17.90%	18.70%	18.50%	18.00%	17.30%
▼ Avg NNN Asking Rate PSF	\$29.41	\$29.67	\$28.01	\$28.08	\$27.89
◀ ▶ SF Under Construction	2,565,114	2,565,114	2,518,101	2,232,734	2,406,488
▲ Inventory SF	53,056,998	53,204,483	52,963,692	53,090,393	51,846,157

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
211 Commerce Street Nashville, TN	233,314 SF	\$75,000,000 \$321.46 PSF	The Dollywood Company Lincoln Property Company	Class A
5388 Hickory Hollow Parkway Antioch, TN	72,534 SF	\$6,700,000 \$92.37 PSF	Martin Management Group Drake Software	Class A
2303 21st Avenue, South Nashville, TN	14,802 SF	\$58,000,000 \$391.84 PSF	River Hawk Properties LLC Whitehardt Properties LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
955 Church Street Nashville, TN	75,000 SF	Southwest Value Partners	Creative Artists Agency	Arts, Entertainment & Recreation
1 Burton Hills Boulevard Nashville, TN	20,885 SF	Eakin Partners	E I Spaces	Real Estate
525-543 Mainstream Drive Nashville, TN	17,177 SF	Continental Capital Partners	Sympire	Security Systems Services



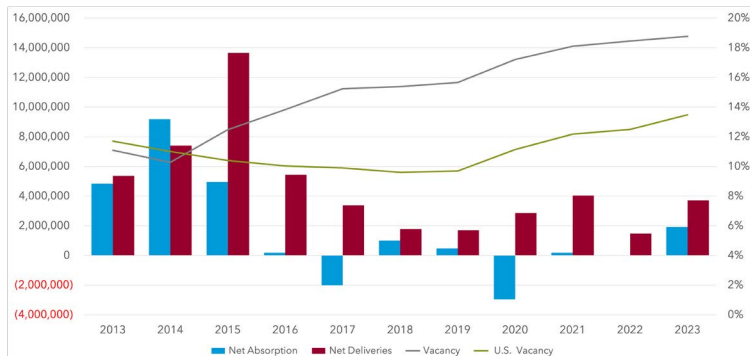
OFFICE MARKET OVERVIEW

TRAVIS TAYLOR, *Principal*

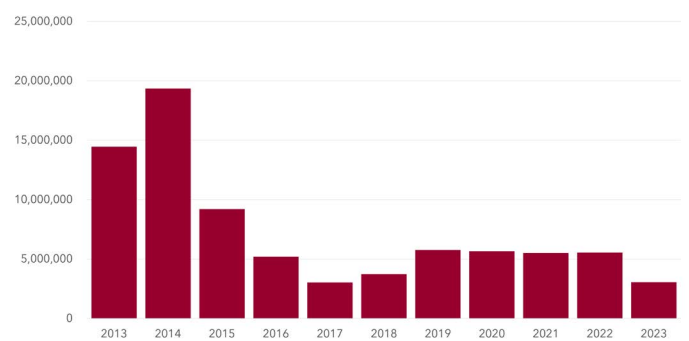
Houston's office market is experiencing stable job growth, population gains, and a healthy energy sector, leading to leasing activity and positive net absorption in Q4 2023. However, capital markets correction is hindering office property valuations, particularly in the commercial mortgage-backed security (CMBS) sector. High interest rates, paralyzed credit markets, and distressed loans make it difficult for selling or refinancing properties. Institutional funds and banks may present opportunities for capitalizing on discounted assets. The demand for office space is changing, with employers focusing on enhancing employee experience. Large tenants are leveraging the market to reduce their footprint and improve office amenities.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	1,996,273	(313,708)	(56,014)	(395,148)	(9,050)
▼ Vacancy Rate	18.7%	18.8%	18.6%	18.5%	18.5%
▲ Avg NNN Asking Rate PSF	\$29.64	\$29.59	\$29.49	\$29.48	\$29.33
▼ SF Under Construction	3,060,344	4,654,532	4,813,293	5,251,004	5,543,414
▲ Inventory SF	356,837,000	355,179,756	354,733,444	353,934,785	353,126,861

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3555 Timmons Lane Houston, TX	225,895 SF	\$21,000,000 \$92.96 PSF	Novel Office Unilev Capital	Class A
1200 Enclave Parkway Houston, TX	149,683 SF	\$40,000,000 \$267.23 PSF	Fuller Realty Interests Peakstone Realty Trust	Class B
16666 Northchase Drive Houston, TX	147,135 SF	\$4,330,625 \$29.43 PSF	Formation Capital Geosam Capital	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
757 N. Eldridge Parkway Houston, TX	277,515 SF	Granite Properties	Fluor	Oil/Gas Pipeline Related Structures
11025 Equity Drive Houston, TX	64,319 SF	Adkisson Group	Seadrill America, Inc.	Drilling Oil & Gas Wells
15377 Memorial Drive Houston, TX	57,200 SF	Fuller Realty Interests	CBRE	Offices of Real Estate Agents & Brokers



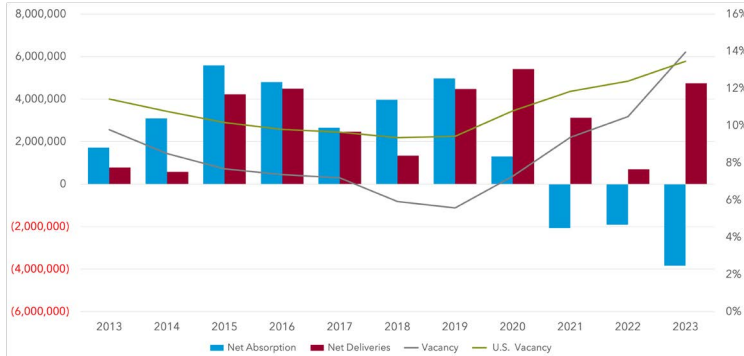
OFFICE MARKET OVERVIEW

ALEX MUIR, Senior Vice President

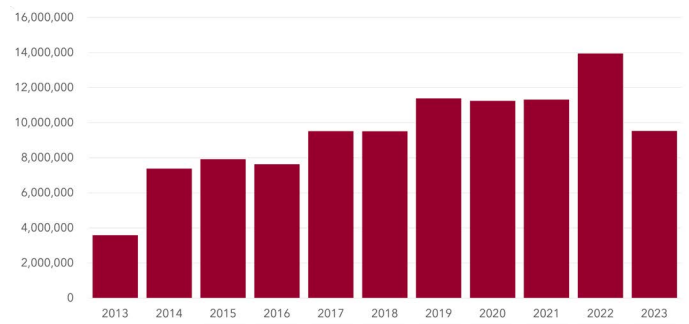
Seattle continues to be a desirable location for companies and employees, as evidenced by growth from tech firms such as ByteDance. Leasing activity is up as the return to in-office work continues. Institutional transactions remain muted, with no office sales larger than \$30 million occurring in Q4. Sales getting executed tend to involve private capital, owner-user acquisitions, or seller-financed deals. Looking forward there are reasons for optimism. Treasury rates dropped more than 100 basis points from the October high to end the year below 4%. With inflation easing, the job market softening and slower consumer spending indicating that the economy has cooled, the Fed is poised to lower interest rates in 2024, which should positively impact capital markets.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(3,833,799)	(3,404,165)	(2,662,613)	(2,724,664)	(1,909,529)
▲ Vacancy Rate	14.0%	13.1%	12.3%	11.5%	10.5%
▼ Avg NNN Asking Rate PSF	\$37.65	\$37.73	\$37.83	\$37.91	\$37.88
▼ SF Under Construction	9,534,397	11,129,335	12,440,967	13,126,303	13,950,445
▲ Inventory SF	232,238,794	230,646,470	229,347,299	228,320,473	227,497,190

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1501 Market Street Tacoma, WA	149,330 SF	\$27,271,000 \$182.62 PSF	Pierce County Regence	Class B
2606 116th Avenue NE Bellevue, WA	33,155 SF	\$18,500,000 \$557.99 PSF	First Citizens Bank Pacific Cataract & Laser Institute	Class B
1040 12th Avenue NW Issaquah, WA	53,555 SF	\$12,250,000 \$228.74 PSF	Summit Classical Christian School Lytle Enterprises	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1301 2nd Avenue Seattle, WA	150,962 SF	CommonWealth Partners	Perkins Coie	Law Firm
21540 30th Drive SE Bothell, WA	143,758 SF	Alexandria Real Estate Equities	Basis Independent Schools	Education
601 108th Avenue NE Bellevue, WA	66,498 SF	Kilroy Realty Corporation	ByteDance	Technology



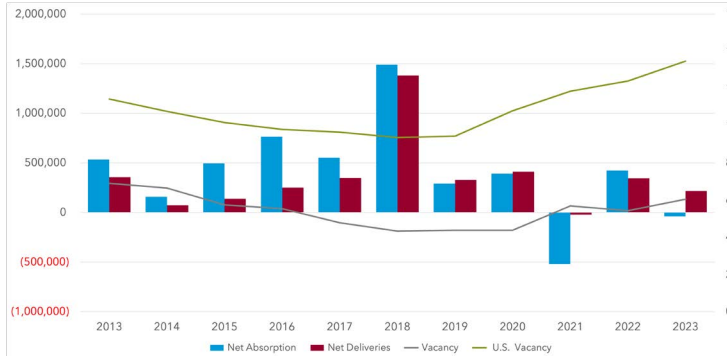
OFFICE MARKET OVERVIEW

CAMP PERRET, *Vice President*

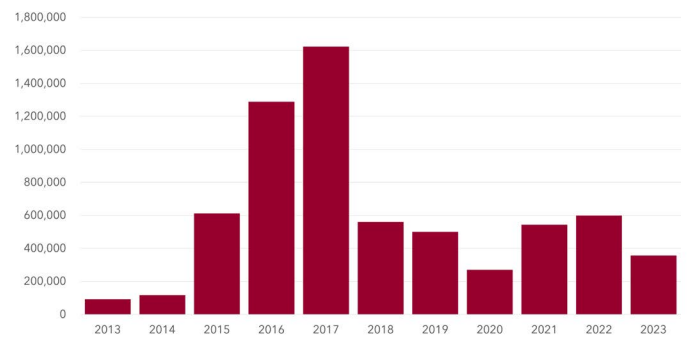
The Madison Office Market, with 6% vacancy, continues to outperform the national average of 11%. This stability is due in part to the number of solid employers such as the State of Wisconsin and the University of Wisconsin along with thriving healthcare and biotech firms. The 2% unemployment rate in Madison was one of the lowest in the country, nevertheless, hybrid work environments continue to plague the office segment. With mostly build-to-suit office projects and work from home situation, the vacancy rate and rental rates will remain flat for the relative future. Sale volumes declined, in part due to rising interest rates. Despite slower leasing and sale rates, the market remains steady.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(38,824)	21,126	48,428	174,277	423,337
◀▶ Vacancy Rate	6.0%	6.0%	5.6%	5.5%	5.4%
▲ Avg NNN Asking Rate PSF	\$23.21	\$23.18	\$23.16	\$23.09	\$22.83
▼ SF Under Construction	357,013	367,013	443,013	624,013	599,013
▲ Inventory SF	40,169,707	40,159,707	40,134,107	39,953,107	39,953,107

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2912 Marketplace Drive Fitchburg, WI	15,000 SF	\$1,600,000 \$106.67 PSF	Turks LLC Who Properties LLC	Class B
2987 Yarmouth Greenway Drive Madison, WI	7,224 SF	\$840,000 \$116.28 PSF	2987 Yarmouth Greenway Dr LLC Joy First Holdings LLC	Class B
107 N. Hamilton Street Madison, WI	7,000 SF	\$1,275,000 \$182.14 PSF	Montauk Equities LLC Parkside Commercial LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7800 Discovery Drive Middleton, WI	34,500 SF	Fiskars Brands, Inc.	Undisclosed	Undisclosed
2501-2601 W. Beltline Highway Madison, WI	15,655 SF	MIG Commerical Real Estate	Wipfli, LLP	Professional Services
810 E. Washington Avenue Madison, WI	14,295 SF	Gebhardt Development	Undisclosed	Undisclosed

RETAIL OVERVIEW: NORTH AMERICAN RETAIL VACANCIES HIT RECORD LOWS

Despite warnings of a softening economy, North American retail property generally performed well for investors in 2023 as steady consumer spending and tenant demand pushed vacancy rates to record lows, making quality space for lease harder to come by. Net absorption in the United States in 2023 totaled 52,778,097 SF. Although growth was down nearly 30% from 2022, the overall vacancy rate fell to a record low 4%. Available space fell 200 basis points in 12 months. Annual rent growth was 3.3%, more than the 2.3% average for eight years prior to the lockdown. In addition to slowing activity, less than 50 million SF of new space was delivered in the U.S.

In Canada, the overall vacancy rate settled at a record low 1.6% at the close of 2023. Vacancy rates of 1.3% for general retail space and power centers, 1.6% for neighborhood centers, 2.3% for strip centers and 3.2% for malls were all record lows. Rent growth of 3.4% in 2023 was close to the annual average. Canadian retail has enjoyed uninterrupted growth, while the U.S. now has posted 12 straight quarters of positive net absorption.

Leases for general retail space and space in neighborhood centers account for about 90% of current net absorption. Leasing activity is dominated by spaces of 3,000 SF of less, which is overwhelmingly driven by growth from quick-service restaurants. The food-and-beverage sector accounted for nearly 20% of all leasing activity over the past year. Starbucks, Crumbl Cookies, Yum Brands and Restaurant Brands International, which owns BK, Tim Hortons, Popeyes, and Firehouse Subs, signed for dozens of new locations across the country in 2023.

From a geographic perspective, the greatest uptick in demand for retail space has been seen in Sun Belt markets experiencing strong population and buying power growth. Leading the way in inventory-adjusted demand growth over the past year were Phoenix, San Antonio, Austin, Fort Lauderdale, and Kansas City, as retail continues to follow rooftop growth. A primary driver of the restoration of fundamental balance within retail space markets has been the limited amount of construction activity across the country. New construction has primarily focused on build-to-suits, grocery-anchored centers or smaller retail spaces in large mixed-use projects. This helps explain the above-average leasing rates for new retail properties, as less than 20% of space delivered over the past year was available for lease at the end of 23Q3.

Any threat coming from new supply is expected to remain minimal for the foreseeable future. Only 55.4 million SF of retail space is underway across the U.S. Additionally, starts have been falling over the past year despite tightening fundamentals. While this appears to be inconsistent with typical behavior in a tight market, the recent rise in construction financing costs, coupled with record-high land and labor costs, often challenge the economics of new development. Thus, the recent decline in starts is likely to continue until new development pencils through a combination of moderating input costs and rising rents.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / SF ANNUAL		HIGHEST MARKET SALE PRICE / SF	
BC, Vancouver	1.0%	NY, New York*	\$47.52	CA, San Francisco	\$602
ON, Toronto	1.5%	FL, Miami	\$45.00	BC, Vancouver	\$558 CAD
MA, Boston	2.4%	CA, Los Angeles	\$36.36	NY, New York*	\$441
MN, Minneapolis	2.9%	CA, Orange County	\$35.76	FL, Miami	\$441
FL, Miami	3.0%	NY, Long Island	\$34.56	CA, Orange County	\$435
U.S. Index	4.1%	U.S. Index	\$24.72	U.S. Index	\$248
Canada Index	1.7%	Canada Index	\$22.56 CAD	Canada Index	\$345 CAD

MOST SF UNDER CONSTRUCTION SF		LARGEST INVENTORY BY SF		LOWEST MARKET CAP RATE	
TX, Dallas-Fort Worth	4,923,752	NY, New York*	633,802,077	BC, Vancouver	4.1%
TX, Houston	3,207,822	IL, Chicago	587,413,980	ON, Toronto	4.5%
ON, Toronto	2,985,556	TX, Dallas-Fort Worth	467,077,255	CA, San Francisco	4.7%
AZ, Phoenix	2,603,037	CA, Los Angeles	453,132,759	CA, Orange County	5.1%
NY, New York*	2,531,277	TX, Houston	436,131,360	CA, Los Angeles	5.3%
U.S. Index	55,565,809	U.S. Index	12,023,908,849	U.S. Index	6.8%
Canada Index	9,924,117	Canada Index	816,381,483	Canada Index	5.1%

* Please note that the statistics represented in these tables are based on CoStar defined market territories and may not all represent the geographic area the label depicts.

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
AB, Calgary **	2.2%	\$1.79	\$280	1,917,650	79,080,928	6.0%
AZ, Phoenix	4.5%	\$2.04	\$253	2,603,037	242,493,614	6.5%
BC, Vancouver **	1.0%	\$2.30	\$558	912,992	128,181,728	4.1%
CA, Bakersfield	4.4%	\$1.62	\$220	142,085	33,811,636	6.5%
CA, East Bay	5.1%	\$2.64	\$337	323,605	124,944,468	5.5%
CA, Fresno	4.8%	\$1.57	\$201	144,799	49,296,387	6.9%
CA, Inland Empire	5.4%	\$2.17	\$301	1,043,409	202,051,876	5.8%
CA, Los Angeles	5.3%	\$3.03	\$429	2,192,089	453,132,759	5.3%
CA, Orange County	4.3%	\$2.98	\$435	95,570	144,215,440	5.1%
CA, San Diego	3.8%	\$2.86	\$406	444,516	139,031,787	5.4%
CA, San Francisco	5.9%	\$3.59	\$602	217,500	82,795,763	4.7%
CA, San Luis Obispo	2.6%	\$2.31	\$308	199,331	15,483,758	6.0%
CA, Santa Barbara	4.1%	\$2.51	\$351	35,000	25,037,206	6.1%
CA, Stockton	4.7%	\$1.79	\$218	16,228	31,335,268	6.6%
CA, Ventura	5.4%	\$2.36	\$307	31,871	42,743,203	5.9%
CO, Denver	4.0%	\$2.12	\$275	374,951	164,554,350	6.2%
DC, Washington	4.4%	\$2.69	\$344	989,275	267,525,927	6.2%
FL, Fort Myers	3.0%	\$1.77	\$240	245,632	49,207,551	6.4%
FL, Miami	3.0%	\$3.75	\$441	1,329,476	145,908,116	5.4%
FL, Naples	4.0%	\$2.38	\$338	47,216	24,088,861	5.5%
FL, Orlando	3.2%	\$2.43	\$275	1,298,617	157,569,581	6.3%
FL, Tampa Bay	3.3%	\$2.13	\$265	551,753	176,050,711	6.3%
GA, Atlanta	3.5%	\$1.86	\$219	1,092,347	372,602,262	6.8%
GA, Savannah	3.1%	\$1.98	\$223	97,455	28,300,251	7.4%
ID, Boise	3.4%	\$1.45	\$223	482,502	43,565,788	6.4%
IL, Chicago	4.8%	\$1.77	\$194	1,426,034	587,413,980	7.4%
IN, Indianapolis	3.1%	\$1.52	\$158	1,371,486	134,868,033	7.8%
KS, Lawrence	2.8%	\$1.37	\$187	7,225	6,735,507	7.4%
KS, Topeka	3.8%	\$0.91	\$135	0	13,609,305	8.8%
LA, Baton Rouge	2.2%	\$1.51	\$155	281,496	47,410,198	7.8%
MA, Boston	2.4%	\$2.21	\$274	600,043	249,328,202	6.2%
MD, Baltimore	5.4%	\$1.96	\$213	346,852	144,714,406	7.0%
MI, Detroit	5.1%	\$1.55	\$137	1,517,800	262,440,865	7.6%
MN, Minneapolis	2.9%	\$1.67	\$176	390,181	207,791,737	7.2%
United States Index	4.1%	\$2.06	\$248	55,565,809	12,023,908,849	6.8%
Canada Index	1.7%	\$1.88**	\$345**	9,924,117	816,381,483	5.1%

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
MO, Kansas City*	4.2%	\$1.48	\$170	440,874	132,895,952	7.1%
MO, Saint Louis	4.6%	\$1.38	\$144	640,098	175,745,356	8.2%
NC, Durham	2.1%	\$1.96	\$241	267,391	28,036,941	8.2%
NC, Raleigh	2.1%	\$2.12	\$256	1,196,211	75,973,364	6.4%
NE, Lincoln	2.9%	\$1.19	\$142	0	22,033,773	7.4%
NE, Omaha	4.7%	\$1.47	\$162	383,052	65,585,957	7.4%
NJ, Atlantic City	5.1%	\$1.44	\$159	0	18,443,971	7.4%
NJ, Northern New Jersey *	4.1%	\$1.94	\$213	329,863	136,416,372	7.1%
NJ, Trenton	4.0%	\$1.87	\$191	89,258	22,087,711	8.0%
NJ, Vineland	4.6%	\$1.25	\$167	0	8,427,854	7.2%
NV, Reno	4.5%	\$1.82	\$219	39,171	27,949,553	7.1%
NY, Long Island	4.0%	\$2.88	\$333	861,267	157,444,791	6.3%
NY, New York *	4.1%	\$3.96	\$441	2,531,277	633,802,077	5.9%
OH, Cincinnati	5.7%	\$1.28	\$127	883,090	134,831,806	8.0%
OH, Cleveland	4.6%	\$1.25	\$110	258,184	147,877,875	8.3%
OH, Columbus	3.7%	\$1.54	\$154	389,021	123,461,584	7.9%
ON, Toronto **	1.5%	\$2.17	\$405	2,985,556	304,223,250	4.5%
PA, Harrisburg	4.8%	\$1.40	\$145	123,675	38,245,018	7.6%
PA, Lehigh Valley *	4.5%	\$1.38	\$141	6,900	51,200,470	8.8%
PA, Philadelphia *	4.2%	\$1.81	\$193	1,762,209	342,985,397	7.1%
PA, Pittsburgh	4.2%	\$1.45	\$154	369,569	158,699,954	7.2%
SC, Charleston	3.0%	\$2.05	\$266	642,903	49,111,171	6.4%
SC, Greenville	3.2%	\$1.44	\$166	122,095	64,220,081	7.1%
SC, Spartanburg	3.0%	\$1.16	\$131	71,500	27,011,864	8.1%
TN, Nashville	3.2%	\$2.32	\$263	1,156,107	122,580,090	6.1%
TX, Dallas-Fort Worth	4.4%	\$1.96	\$275	4,923,752	467,077,255	6.3%
TX, Houston	4.9%	\$1.97	\$249	3,207,822	436,131,360	6.8%
WA, Seattle	3.0%	\$2.48	\$337	364,723	181,484,059	5.8%
WI, Madison	2.1%	\$1.41	\$156	167,000	41,430,373	7.3%
United States Index	4.1%	\$2.06	\$248	55,565,809	12,023,908,849	6.8%
Canada Index	1.7%	\$1.88**	\$345**	9,924,117	816,381,483	5.1%

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** Numbers shown are in Canadian dollars (CAD)



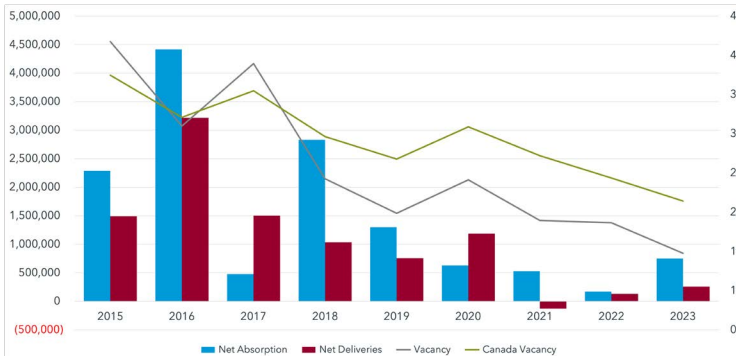
RETAIL MARKET OVERVIEW

MACYN SCHOLZ, *Director of Research*

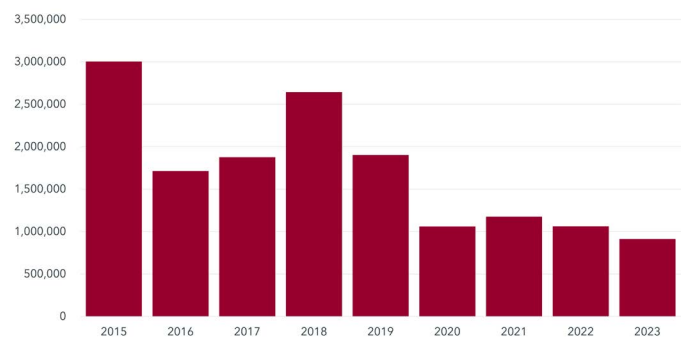
In the final quarter of 2023, Canada saw inflation come down to 3.1%, and the Bank of Canada hold the policy rate at 5%. This came as a much-needed relief for consumers and businesses alike. Despite slower transactions, retail vacancy in Metro Vancouver remains around 1%, making it a continued struggle to find suitable space for tenants. The Post's ground floor is set to be completed early next year, contributing 185,000 SF of retail space. This will be the largest influx of retail to the downtown core in two decades. This not only activates the block with ground-floor retail, but also adds workers to an area where more street traffic is needed for downtown retailers.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	751,332	799,655	555,884	482,748	170,181
▼ Vacancy Rate	0.98%	1.00%	1.00%	1.10%	1.36%
▲ Avg NNN Asking Rate PSF	\$36.93	\$35.27	\$33.68	\$34.28	\$34.45
▼ SF Under Construction	912,992	918,538	1,014,614	1,128,633	1,062,729
▲ Inventory SF	128,168,677	127,070,311	126,676,004	126,694,668	126,645,482

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6455 West Boulevard Vancouver, BC	30,395 SF	\$22,100,000* \$727.00 PSF	1173349 BC Ltd. First Capital Realty	Single-Tenant
4402 Dunbar Street Vancouver, BC	3,263 SF	\$5,600,000* \$1,716.00 PSF	Optimal Holdings Ltd. Qualex-Landmark	Single-Tenant
1255-1257 Hamilton Street Vancouver, BC	3,486 SF	\$4,700,000* \$1,348.00 PSF	0708278 BC Ltd. 373448 BC Ltd.	Single-Tenant

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
13128 80 Avenue Surrey, BC	17,336 SF	Undisclosed	Iron Nation Fitness	Fitness
15765 Croydon Drive Surrey, BC	8,792 SF	Salthill Capital	Undisclosed	Undisclosed
695 East 19th Avenue Vancouver, BC	4,412 SF	Rize Alliance Properties	Bosley's	Pet Care



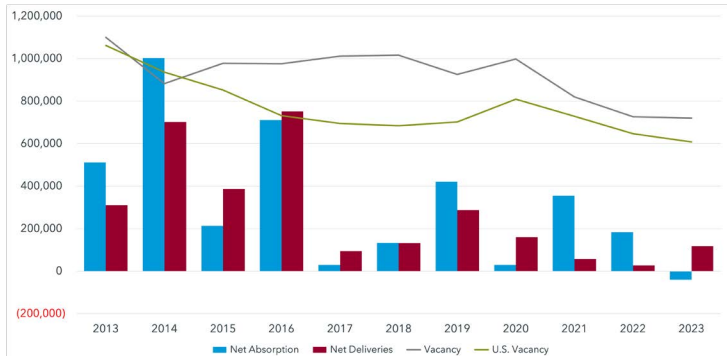
RETAIL MARKET OVERVIEW

AMANDA BROCK, *Senior Vice President*

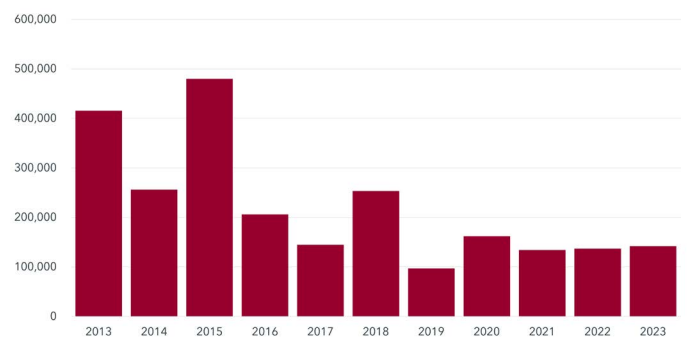
Vacancy in the Bakersfield retail market is 4.6% and has decreased 0.3% over the past 12 months. Rents are around \$19.40/SF, which is a 3.8% increase from where they were a year ago. In the past three years, rents have increased a cumulative 12.1%. In the past 12 months, 104 sales have taken place. Sales have averaged \$172/SF, and the estimated value for the market as a whole is \$220/SF. The market cap rate for Bakersfield has edged down to 6.5%, marginally lower than its trailing three-year average of 6.6%.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	(40,300)	(93,100)	(38,200)	(141,882)	18,315
▲ Vacancy Rate	4.60%	4.20%	4.90%	5.05%	4.63%
▲ Avg NNN Asking Rate PSF	\$19.40	\$19.30	\$19.08	\$18.72	\$18.48
▼ SF Under Construction	140,000	155,165	155,382	156,334	137,071
▲ Inventory SF	33,779,830	33,459,546	33,739,059	33,686,169	33,686,169

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
240 Chester Avenue Bakersfield, CA	30,244 SF	\$6,039,000 \$200.00 PSF	Beverly Hills Plaza LLC Simon CRE Corporation	Single-Tenant
5400 Knudsen Drive Bakersfield, CA	7,500 SF	\$1,980,000 \$264.00 PSF	3409 Calloway LLC N&V Investments LLC	Multi-Tenant
2650 Mt. Vernon Drive Bakersfield, CA	6,300 SF	\$2,550,000 \$405.00 PSF	BMW Managment LLC Dollinger Properties	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2710 Company Drive Bakersfield, CA	11,232 SF	Dovik LLC	Hope the Mission	Church
Ridgecrest Town Center - 701 N. China Lake Blvd, Ridgecrest, CA	10,000 SF	Fernwood Capital LLC	Five Below	Apparel
Niles Center - 5951-6025 Niles Street Bakersfield, CA	9,000 SF	5905 Niles LLC Vallarta Markets	Family Dollar	Retail / Grocery



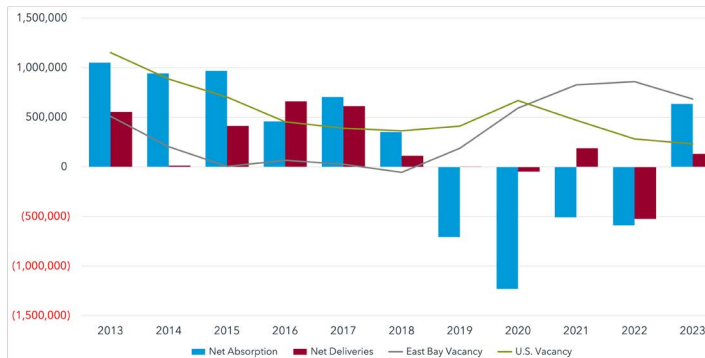
RETAIL MARKET OVERVIEW

JESSICA MAUSER, *President*

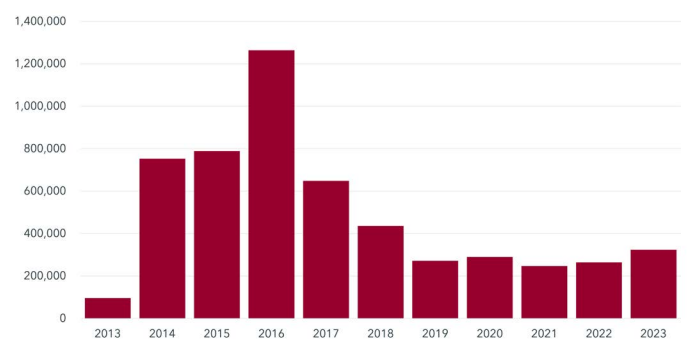
In Q4 2023, the San Francisco East Bay retail market exhibited stability, with a consistent vacancy rate of 5.10% over the past 24 months, slightly decreasing. Limited new construction occurred in 2023, contributing to positive absorption. Rental rates remained steady, but landlords offered incentives like free rent and tenant improvement allowances to attract tenants. The capital markets experienced a slowdown throughout Q4, yet there was a notable surge in closings at December's end. This uptick in activity suggests a potential indicator of growing investor confidence heading into 2024, reflecting optimism for the region's retail real estate market.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	634,829	180,591	(996)	(350,695)	(589,567)
▼ Vacancy Rate	5.1%	5.5%	5.3%	5.5%	5.5%
▼ Avg NNN Asking Rate PSF	\$31.65	\$32.26	\$32.57	\$32.88	\$32.98
▲ SF Under Construction	323,605	319,527	244,635	273,159	264,005
▲ Inventory SF	124,943,100	124,939,178	124,848,570	124,820,930	124,811,485

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
39429-39497 Fremont Boulevard* Fremont, CA	67,784 SF	\$19,609,106 \$289.29 PSF	Blue Owl The Save Mart Companies	Multi-Tenant
5341 Owens Court Pleasanton, CA	34,353 SF	\$10,900,000 \$320.00 PSF	DJP Enterprises LLC Eagle Canyon Management	Single-Tenant
2416 San Ramon Valley Boulevard San Ramon, CA	16,921 SF	\$5,800,000 \$342.77 PSF	FJM Management Ramon West LLC	Single-Tenant

* Part of 2 property portfolio

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5130 Mowry Avenue Fremont, CA	18,410 SF	Biagini Properties, Inc	Planet Fitness	Health Care and Social Assistance
5130 Mowry Avenue Fremont, CA	17,824 SF	Biagini Properties, Inc	India Metro Hypermarket	Retailer - Grocery Store
46844-46848 Mission Boulevard Fremont, CA	15,120 SF	Sterling Organization	Harbor Freight Tools	Hardware Retailer



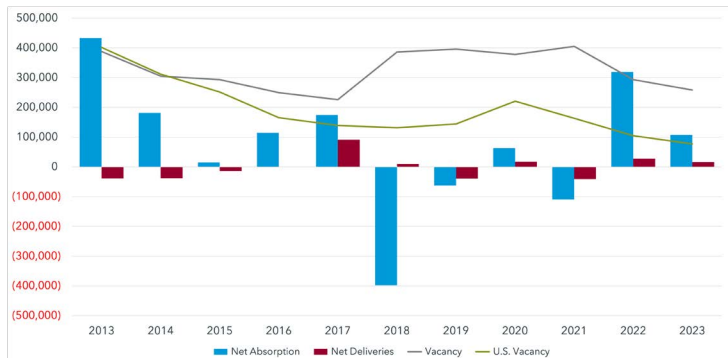
RETAIL MARKET OVERVIEW

TREVOR GLEASON, *Senior Associate*

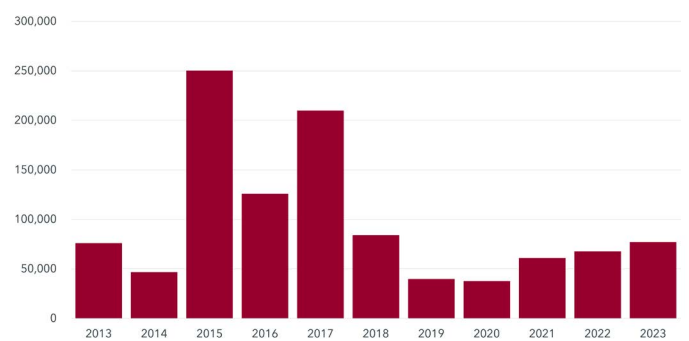
The San Gabriel Valley retail market experienced a positive trend in the 4th quarter of 2023. Vacancy rates continued to decline and we saw a notable increase in asking rates, indicating a strong demand for retail spaces in the region. Owner-user sales dramatically picked up in December with the interest rates slightly dropping. This decline can be attributed to the steady growth of local businesses and consumer confidence. These trends suggest a vibrant and thriving retail market in the San Gabriel Valley, leaving me optimistic for a strong 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	143,091	42,643	(121,301)	18,347	(120,694)
▼ Vacancy Rate	3.3%	3.5%	4.8%	4.6%	4.8%
▲ Avg NNN Asking Rate PSF	\$30.06	\$25.43	\$25.92	\$25.94	\$25.57
▲ SF Under Construction	784,546	265,373	268,875	264,320	135,907
▲ Inventory SF	66,156,319	65,972,005	65,811,531	65,019,208	65,163,208

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2277 N. Garey Avenue Pomona, CA	25,484 SF	\$1,203,500 \$47.23 PSF	BdIrt LLC Sharon D. Lund Residuary Trust	Undisclosed
1051 Central Avenue Duarate, CA	20,280 SF	\$6,328,311 \$312.05 PSF	Envision Motors Advantage Ford Lincoln	Undisclosed
805-841 W. Las Tunas Drive San Gabriel, CA	17,473 SF	\$10,000,000 \$572.31 PSF	Pacific Properties Management Darwin Ong	Undisclosed

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
15610 E. Valley Boulevard City of Industry, CA	7,388 SF	Ara Tchaghlassian	Carillo's Tires	Undisclosed
500-660 W. Huntington Drive Monrovia, CA	5,717 SF	Stanley W. Gribble	The Little Gym	Undisclosed
1247-1269 N. Grand Avenue Walnut, CA	4,422 SF	Dale G. Pedroche	Undisclosed	Undisclosed



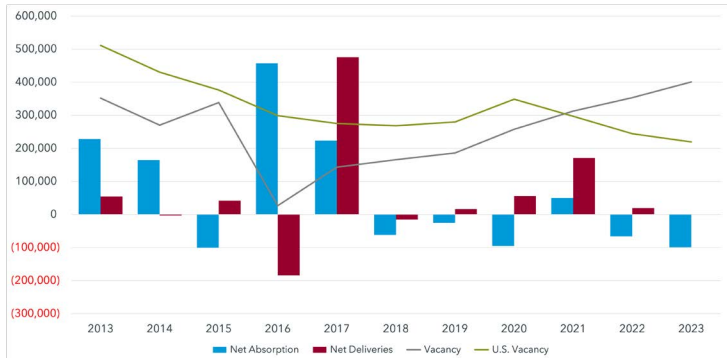
RETAIL MARKET OVERVIEW

JODI SHOEMAKE, *Founding Principal*

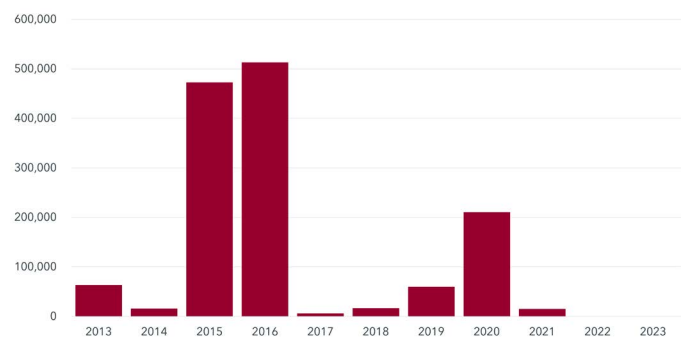
The Tri-Cities submarket in Los Angeles County ended the year with a stable 3.6% overall vacancy rate and \$37/SF average annual rental rate, a promising sign retail will continue to perform well in 2024. Notable lease renewals include Starbucks on Colorado Blvd in Old Pasadena and Fergusons on South Lake Avenue where the newly opened Erewhon market will set the shopping district in a new direction. The City of Pasadena continues to shine taking the 40th spot on the New York Times' list of global travel destinations.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	(55,643)	91,979	26,533	(168,447)	(73,087)
▲ Vacancy Rate	3.6%	3.4%	5.7%	5.9%	5.2%
▼ Avg NNN Asking Rate PSF	\$36.66	\$37.09	\$34.80	\$35.44	\$35.58
◀ ▶ SF Under Construction	-	-	-	-	-
▲ Inventory SF	26,795,323	26,457,164	26,383,593	26,383,593	26,383,593

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2130 N. Glenoaks Burbank, CA	6,257 SF	\$5,830,000 \$931.00 PSF	Karibyan Properties LLC Levon Vardapetyan	Single Tenant
85 W. Colorado Boulevard Pasadena, CA	5,721 SF	\$8,300,000 \$1,450.80 PSF	Tanya Ruth Kohanim Helen Solberg Administrative Trust	Multi-Tenant
1221 W. Magnolia Boulevard Burbank, CA	4,000 SF	\$2,600,000 \$650.00 PSF	World Famous 4x4 LLC Deeds 121	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
349 N. San Fernando Boulevard Burbank, CA	49,912 SF	Kin Wong	Ross Dress 4 Less (Renewal)	Discount General Merchandise
105 W. Colorado Boulevard Pasadena, CA	1,795 SF	Old Town Partners	Pandora	Jeweler
1509 Mission Street South Pasadena, CA	6,000 SF	Roy Antoun, Philemon Tam	So Pas Music Center	Education



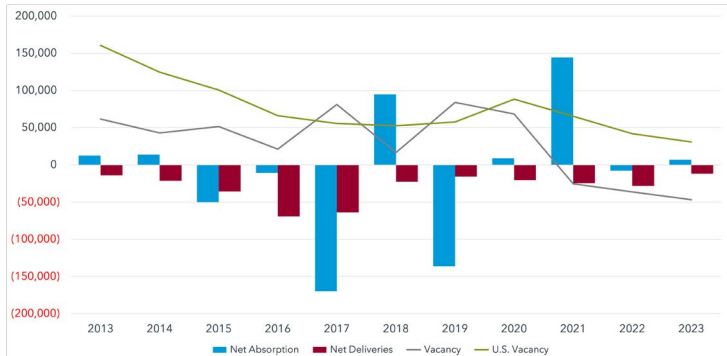
RETAIL MARKET OVERVIEW

CHRISTOPHER MANASSERO, *Senior Associate*

The North Orange County retail market has demonstrated resilience, maintaining stability over the course of the 12 months, with consistently static vacancy rates ranging from 3.2% to 3.8%. Furthermore, it is noteworthy that the market recently registered a positive net absorption, marking the first such occurrence since Q4 of 2022. However, purchase and sale volumes have yet to recover to the levels observed in 2022. This trend is primarily attributed to a sense of caution among prospective buyers and investors, who are awaiting a more predictable and secure interest rate atmosphere. The possibility of a potential rate reduction in 2024 serves as a beacon of hope for these market participants as they navigate their purchase and investment decisions.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	45,304	(119,227)	(17,721)	(16,757)	61,427
▼ Vacancy Rate	3.6%	3.8%	3.3%	3.2%	3.2%
▼ Avg NNN Asking Rate PSF	\$28.34	\$28.66	\$27.27	\$26.64	\$26.03
◀ ▶ SF Under Construction	2,000	2,000	3,200	5,600	3,600
▲ Inventory SF	23,120,228	23,086,541	23,085,341	23,082,941	23,094,807

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
255 W. Orangethorpe Avenue Fullerton, CA	10,947 SF	\$4,563,500 \$416.87 PSF	Troy Harbor Development LLC Joan Catherine Auen Trust	Single-Tenant
6821 Fairlynn Boulevard Yorba Linda, CA	7,500 SF	\$2,548,764 \$339.84 PSF	Undisclosed Undisclosed	Multi-Tenant
19801-19819 Esperanza Road Yorba Linda, CA	6,125 SF	\$1,163,166 \$189.90 PSF	Undisclosed Undisclosed	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
910 E. Whittier Boulevard La Habra, CA	6,591 SF	Cheng Yu Trust	Undisclosed	Undisclosed
1851-1945 W. La Habra Boulevard La Habra, CA	5,060 SF	Jae Hong Park	Daily Bargain	Discount Store
2400-2428 W. Whittier Boulevard La Habra, CA	2,400 SF	Surendrakant L. & Artidevi S. Manek	Undisclosed	Undisclosed



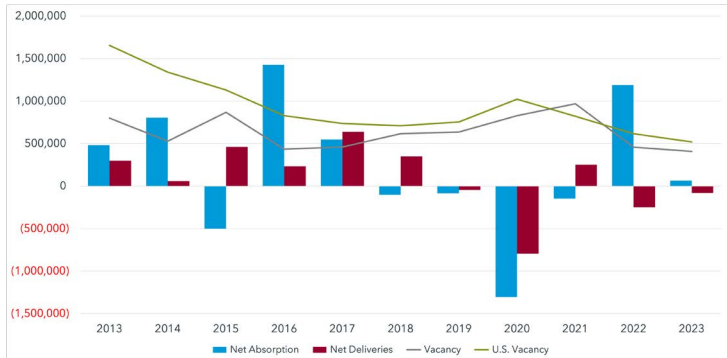
RETAIL MARKET OVERVIEW

ERIK FAUCETT, *Vice President*

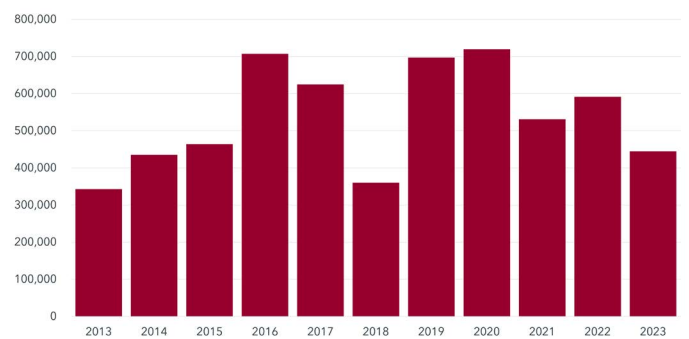
The retail market in San Diego is one of its strongest position in years, with low vacancy and strong demand. The lack of new retail development, with older retail being redeveloped into housing, there is less brick and mortar retail space available. This has allowed landlords to gain leverage in negotiations with tenants. Concessions and tenant improvement allowances are minimal. The average new lease size has dropped by 20% with leasing activity being driven by quick-serve restaurants and service tenants. The investment market continues to adapt to the higher interest rates and economic concerns with many sellers holding onto their properties until the debt market stabilizes.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	65,949	(1,738)	(9,196)	557,647	1,188,866
▼ Vacancy Rate	3.8%	3.9%	4.3%	4.2%	3.9%
▲ Avg NNN Asking Rate PSF	\$2.86	\$2.84	\$2.84	\$2.80	\$2.75
▼ SF Under Construction	444,516	511,713	538,447	575,256	591,315
▲ Inventory SF	139,666,943	139,599,746	139,823,012	139,793,687	139,743,841

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1640 - 1750 Camino Del Rio North San Diego, CA	474,324 SF	\$64,392,052 \$136.00 PSF	Lowe & Real Capital Solutions MVC Buyer, LLC	Multi-Tenant
1702 Camino Del Rio North San Diego, CA	385,000 SF	\$52,265,835 \$136.00 PSF	Lowe & Real Capital Solutions MVC Buyer, LLC	Multi-Tenant
575 Fletcher Parkway El Cajon, CA	223,950 SF	\$26,773,266 \$120.00 PSF	CVSA El Cajon LLC Seritage SRC Finance	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2160 Vista Way Oceanside, CA	41,375 SF	PREP Property Group	Dick's	Sporting Goods
1715 Hacienda Drive Vista, CA	32,045 SF	City of Vista	BMW of Vista	Auto Dealer
9910-9938 Mission Gorge Road Santee, CA	30,000 SF	Kimco	Macy's	Retailer



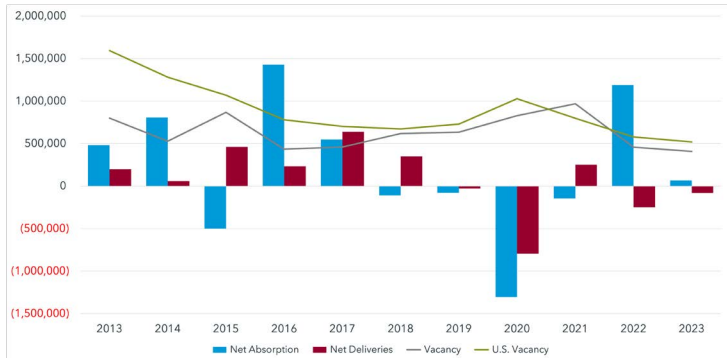
RETAIL MARKET OVERVIEW

VICTOR AQUILINA, *Principal*

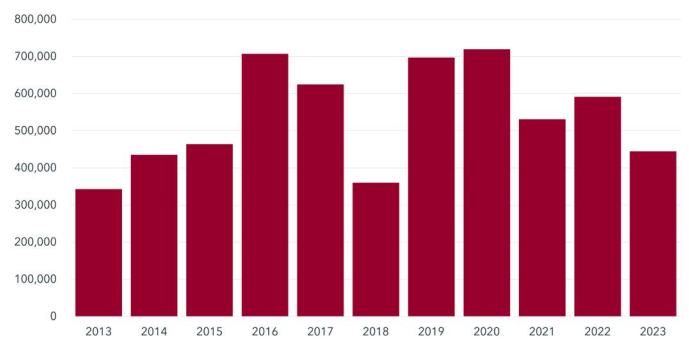
San Diego's retail market ends 2023 on a high note with the most amount of leasing activity since the first half of 2022. Current vacancy rate is 3.8% and is at its lowest level in a decade and has trended down year over year. Part of the low vacancy rate is due to the lack of new inventory and high demand in the retail sector. With such a low vacancy rate, San Diego has seen a 3.6% rent growth, compared to the long-term average of 3%. As a result, many retailers are renewing at their current locations rather than competing in the tight market.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	66,977	(810)	(10,896)	557,747	1,188,866
▼ Vacancy Rate	3.82%	3.95%	4.26%	4.23%	3.92%
▲ Avg NNN Asking Rate PSF	\$34.30	\$34.10	\$34.03	\$33.55	\$33.04
▼ SF Under Construction	444,516	511,713	538,447	575,256	591,315
▲ Inventory SF	139,696,060	139,628,863	139,852,129	139,822,804	139,772,958

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
162 S Rancho Santa Fe Road Encinitas, CA	57,092 SF	Undisclosed	Space Investment Partners P&G Company	Multi-Tenant
1410 E. Plaza Boulevard National City, CA	52,308 SF	\$5,279,000 \$100.92 PSF	Robhana Group Big NCCA Owner LLC	Multi-Tenant
100 N. Rancho Santa Fe Road San Marcos, CA	49,177 SF	\$6,300,000 \$128.11 PSF	Mohammad S. Elhomsy Paul Douglas King	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1715 Hacienda Drive Vista, CA	32,045 SF	City of Vista	Undisclosed	Undisclosed
1527 Mission Avenue Oceanside, CA	17,000 SF	Milan Capital Management	Amvets	Thrift Store
1529 E. Valley Parkway Escondido, CA	14,700 SF	Armony Family 1998 Trust	Wheelhouse Athletics	Training Facility



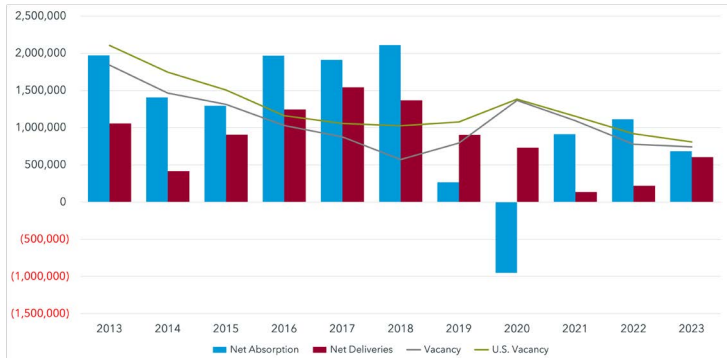
RETAIL MARKET OVERVIEW

JEFF HALLBERG, *Principal*

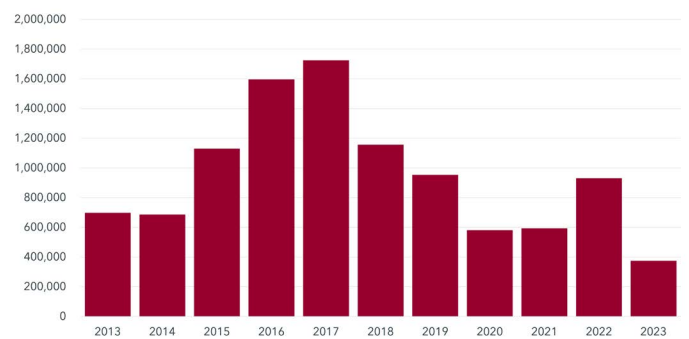
Denver's retail market has remained strong due to a lack of new construction, a low vacancy rate, and an active customer base. Retail space availability is historically tight with banks, quick-serve restaurants, and convenience stores driving the most activity. Investment activity remains slow though Buyer demand remains high. Sellers with low-interest rates are holding versus selling as properties continue to cash flow. Average rents are sitting at historic highs of \$25.00 per square foot. There is roughly 380,000sf of space under construction with just six percent available for Lease. The high interest rates have impacted the sales volume with Sellers holding on to assets until there is more clarity.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	682,512	1,246,762	1,396,052	1,659,912	1,113,812
◀▶ Vacancy Rate	3.90%	3.90%	4.00%	3.90%	4.00%
▲ Avg NNN Asking Rate PSF	\$25.46	\$25.17	\$25.06	\$25.08	\$24.91
▼ SF Under Construction	374,951	475,063	534,799	573,864	930,882
▲ Inventory SF	164,625,079	164,524,967	164,541,933	164,459,112	164,019,987

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
E Briarwood Circle - Cornerstar* Aurora, CO	819,624 SF	\$100,000,000 \$122.07 PSF	DLC Management ShopCore Properties	Multi-Tenant
5600 S. Broadway Littleton, CO	55,969 SF	\$14,500,000 \$259.07 PSF	CO CDJR Motors LLC FCA Realty LLC	Single-Tenant
297-301, 331 US Highway 285* Fairplay, CO	49,450 SF	\$7,500,000 \$151.67 PSF	T. French Properties LLC Rocky Top Plaza LLC	Single-Tenant

* Part of property portfolio

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
123-155 W. Hampden Avenue Englewood, CO	36,216 SF	Bristol Group, Inc.	LAVA Island	Arts, Entertainment, and Recreation
1970-2010 E. County Line Road Highlands Ranch, CO	26,462 SF	United Properties Investment, LLC	Epic Pickleball Club	Arts, Entertainment, and Recreation
15405 E. Briarwood Circle Aurora, CO	25,909 SF	ShopCore Properties	Undisclosed	Undisclosed



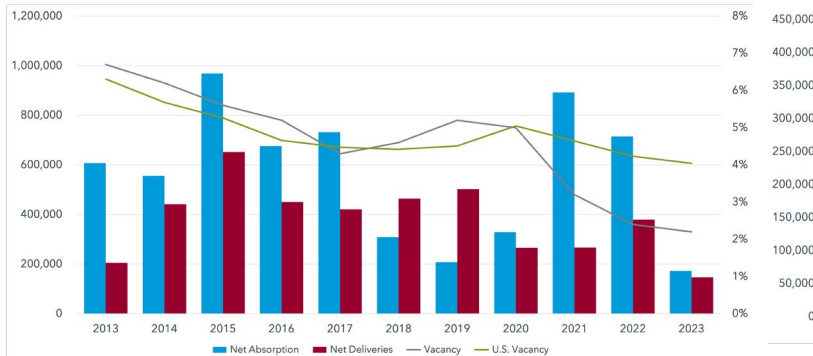
RETAIL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

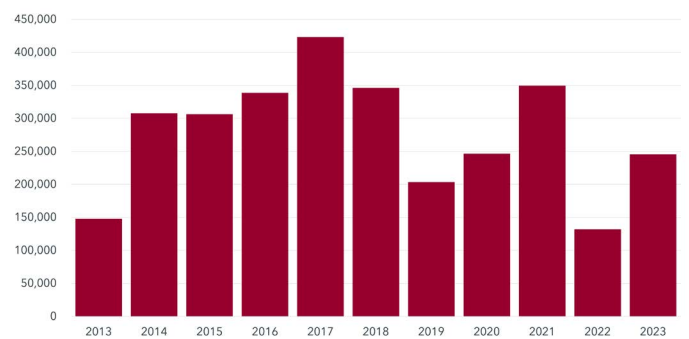
Market indicators show the retail market in Fort Myers has rebounded. The year closed with positive absorption and solid leasing activity. Average asking rates stabilized, hovering around \$19.00 PSF, NNN over the past few quarters. The demand for retail space declined significantly after Hurricane Ian in September 2022. However, more and more businesses have re-opened and local retailers moved back into their spaces. While increased insurance rates, interest rates, and other economic factors may have affected some openings and planned projects, demand outpaced supply for the fourth consecutive year. The Fort Myers market has nearly 255,000 SF of new retail product currently underway, however which may push vacancy upward.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	74,152	(52,103)	78,865	71,536	168,470
▼ Vacancy Rate	2.2%	2.5%	2.3%	2.4%	2.4%
▼ Avg NNN Asking Rate PSF	\$19.25	\$19.60	\$19.45	\$19.32	\$19.35
▲ SF Under Construction	245,632	198,156	229,611	251,780	132,042
◀ ▶ Inventory SF	49,133,340	49,133,340	49,094,085	49,054,147	48,986,298

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
15565 Tamiami Trail S Fort Myers, FL	44,507 SF	\$12,500,000 \$280.85 PSF	General RV Center Sam Galloway Ford	Single-Tenant
10500 Corkscrew Road Estero, FL	31,598 SF	\$17,122,400 \$541.88 PSF	SITE Centers Stock Development	Multi-Tenant
13751 S. Tamiami Trail Fort Myers, FL	31,315 SF	\$7,300,000 \$233.12 PSF	Schiff Enterprises One Liberty Properties, Inc.	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6351 Bayshore Road North Fort Myers, FL	43,370 SF	Bayshore Shopping Center	O'Reilly Auto Parts	Automotive Supply
25987 S. Tamiami Trail Bonita Springs, FL	14,230 SF	Voss Properties Corp.	Goodwill	Nonprofit
3020 Lee Boulevard Lehigh Acres, FL	4,900 SF	Lee Equity Group 2 LLC	Havana Blue Cuban Cuisine Corp.	Restaurant & Lounge



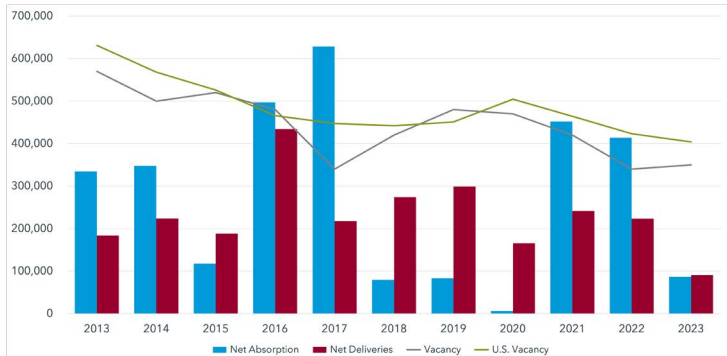
RETAIL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

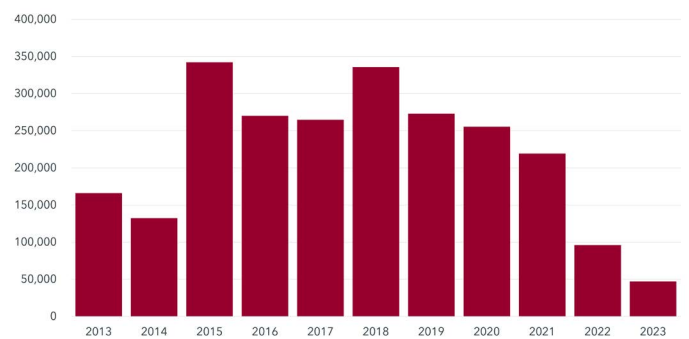
Overall vacancy held steady and asking rates remained elevated in the Naples retail market. Average asking rental rates grew 3.6% year-over-year to \$29.30 PSF NNN. The vacancy rate was 3.5% at year-end, which is 100 basis points (bps) lower than the ten-year historical average. Leasing activity increased in fourth quarter 2023, surpassing last year's volume by 20%. Demand moderated to 7,184 square feet, however, still ended the quarter in the black. There was a -1.3% YOY decline in retail trade employment for the Naples/Immokalee/Marco MSA, but we expect employment to bounce back in the beginning of 2024. Supply did surpass demand at the end of the year, however slightly.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ Qtrly Net Absorption SF	7,184	(33,655)	40,804	72,390	(9,734)
▲ Vacancy Rate	3.5%	3.4%	3.2%	3.2%	3.4%
▼ Avg NNN Asking Rate PSF	\$29.30	\$29.65	\$29.31	\$30.18	\$28.28
▼ SF Under Construction	47,216	71,300	60,300	90,628	96,010
▲ Inventory SF	24,092,248	24,052,348	24,042,348	24,008,520	24,001,138

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
5400 Tamiami Trail Naples, FL	23,419 SF	\$8,000,000 \$341.60 PSF	Gulf Coast Commercial Corporation Bowland-Beacon	Single-Tenant
294 9th Street S Naples, FL	9,940 SF	\$3,402,976 \$342.35 PSF	Gator Investments Faller Management	Single-Tenant
4444 Tamiami Trail N Naples, FL	6,980 SF	\$2,450,000 \$351.00 PSF	Paul Kaplan David LeCavlier	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4111-4343 Tamiami Trail N Naples, FL	35,080 SF	Brixmor	Barnes & Noble	Book Stores
5400 Tamiami Trail N Naples, FL	23,419 SF	Gulf Coast Commercial Corp.	Bowland-Beacon	Bowling Centers
3701-3755 Tamiami Trail E Naples, FL	21,009 SF	Buckingham Properties	Planet Fitness	Health Club



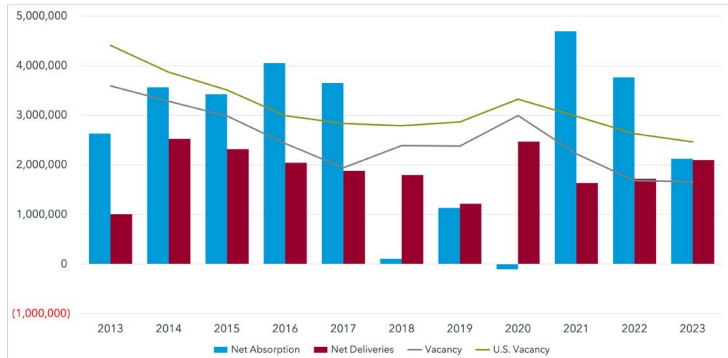
RETAIL MARKET OVERVIEW

SHEENA SABATIER, *Marketing Director, Researcher*

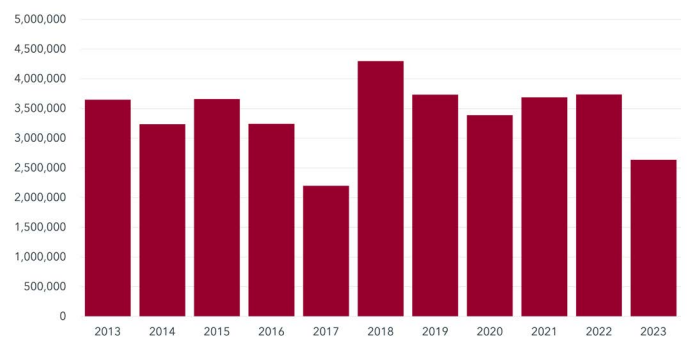
The South Florida retail market shows resilience amid a slowdown in leasing activity. With a 12-month net absorption of 2,124,459 SF, the Tri-County region has maintained a low 3% vacancy rate and lease rates continue an upward trend, averaging \$36.23/SF NNN which is up from \$35.57/SF NNN in Q4 2022. Despite a slowdown in overall sale transaction volume over the past year, investor interest remains strong, driven by healthy tenant demand and limited space availability. Miami-Dade and Broward experienced modest contractions, while Palm Beach County maintains more stability, reflecting a nuanced market response to current economic dynamics and evolving investor sentiments.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	2,124,459	3,135,998	3,052,268	2,960,636	3,765,492
◀▶ Vacancy Rate	3.0%	3.0%	2.9%	3.0%	3.0%
▲ Avg NNN Asking Rate PSF	\$36.23	\$36.15	\$36.31	\$36.09	\$35.57
▼ SF Under Construction	2,637,205	2,801,041	3,325,528	3,676,135	3,735,658
▲ Inventory SF	342,291,814	341,878,483	341,133,326	340,531,178	340,193,476

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
900-1190 SW 67th Avenue Miami, FL	168,000 SF	\$36,816,399 \$219.15 PSF	Longpoint Realty Partners MetLife, Inc.	Multi-Tenant
10599-10667 W. Atlantic Boulevard Coral Springs, FL	87,817 SF	\$21,320,000 \$242.78 PSF	QVH Corporation Continental Realty Corporation	Multi-Tenant
510 Linton Boulevard Delray Beach, FL	73,935 SF	\$22,061,638 \$298.39 PSF	Benderson Development Co, Inc. Menin Development, Inc.	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11450 Pines Boulevard Pembroke Pines, FL	40,000 SF	RK Centers	Restoration Hardware	Furniture Retailer
5600-5697 Coral Ridge Drive Coral Springs, FL	37,450 SF	Global Group Investment, Inc.	Crunch Fitness	Fitness Center
5300 N Powerline Road Fort Lauderdale, FL	33,600 SF	Dezer Development LLC	Undisclosed	Undisclosed



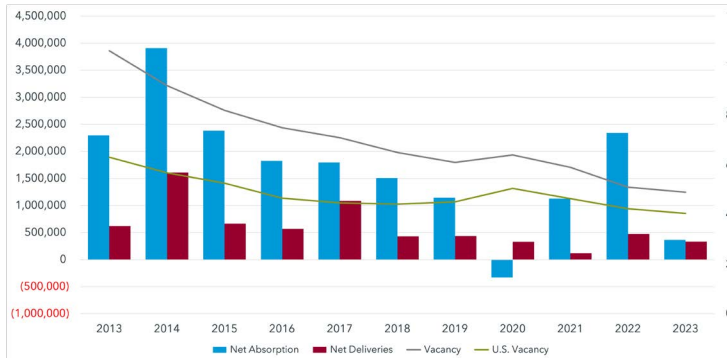
RETAIL MARKET OVERVIEW

KATE HUNT, Senior Research Analyst

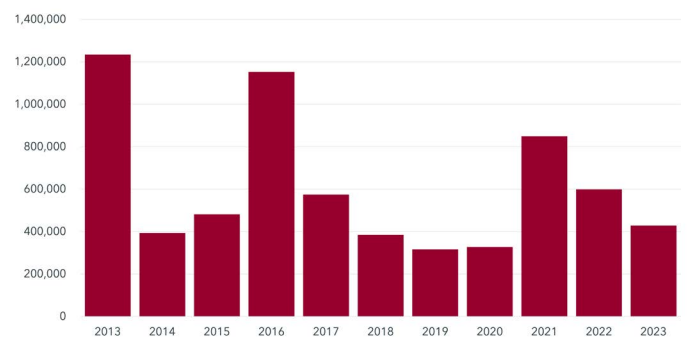
Favorable demographic foundations have helped drive demand for retail space in Atlanta and continue to support the region's growth. Even as recent speculative deliveries hit the market throughout 2023, vacancy remained stable and decreased in Q4 10 basis points to 4.9%. With record low availabilities, sustained positive absorption, and demand from a growing population, new retail development in Atlanta remains limited. Like most of the nation, development activity and groundbreakings have halted amid economic uncertainty. Retail users, including big box users, are shrinking footprints, mainly to carry less inventories to lower expenses.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	365,575	1,639,294	1,989,472	1,824,662	2,341,341
▼ Vacancy Rate	4.9%	5.0%	5.1%	5.3%	5.1%
▼ Avg NNN Asking Rate PSF	\$18.38	\$18.57	\$17.90	\$18.69	\$18.48
▼ SF Under Construction	428,237	577,642	727,125	650,187	599,056
▼ Inventory SF	185,881,047	185,893,809	208,461,554	208,381,554	208,328,484

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
614-900 Pavilion Parkway Monroe, GA	159,147 SF	\$35,364,250 \$222.21 PSF	Shaked Acquisitions MAB American	Multi-Tenant
2911 George Busbee Parkway NW Kennesaw, GA	153,486 SF	\$14,500,000 \$94.47 PSF	Coro Realty Advisors LLC Fletcher Bright Company	Multi-Tenant
3851-3895 Peachtree Road NE Atlanta, GA	102,864 SF	\$38,500,000 \$374.28 PSF	Sterling Organization Blackstone, Inc.	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2023 Johnson Ferry Road NE Atlanta, GA	70,169 SF	Regency Centers	Publix	Grocery Stores
9136-9218 Highway 278 NE Covington, GA	54,589 SF	Fowler & Martin's Crossing	Woodstock Furniture & Mattress Outlet	Retailer
2625 Piedmont Road NE Atlanta, GA	30,649 SF	InvenTrust	Michaels	Retailer



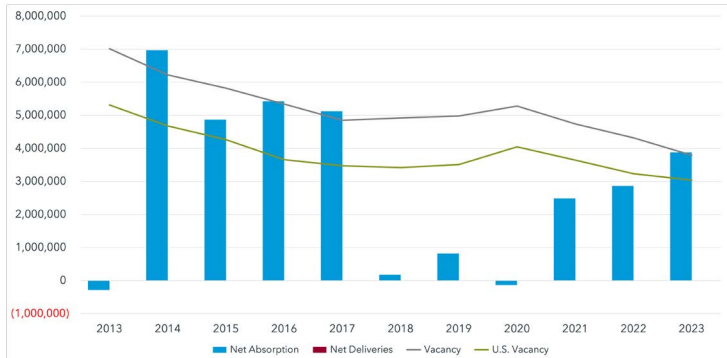
RETAIL MARKET OVERVIEW

ZACH GELLER, Associate Research Director

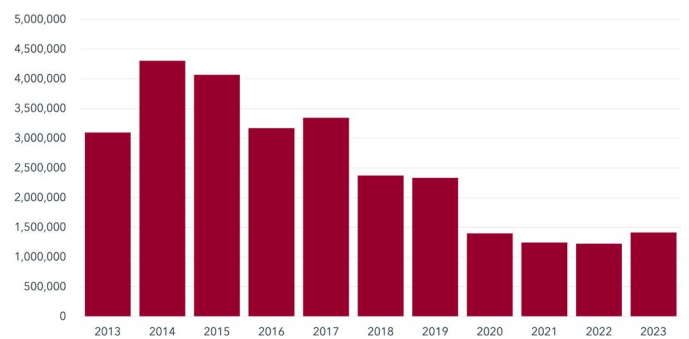
Chicago's retail market is recording its strongest demand formation environment since 2017. Demand for retail space rose by almost 4 million SF by 2023's year-end, chronicling its 10th consecutive positive quarter and representing its tenants moving into 0.7% more additional square footage, year over year. Though Chicago possesses one of the nation's largest tallies of square footage absorbed nationally, it is also the second-largest U.S. retail market, behind only New York. The increase in demand across Chicago coincides with the significant rise in retail sales coming out of the pandemic and a significant reduction in store closures. Demand gains are also reflective of a growing diversity in users of retail space.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	3,880,329	5,107,471	4,622,149	4,077,366	2,864,855
▼ Vacancy Rate	4.8%	4.9%	5.0%	5.1%	5.3%
▲ Avg NNN Asking Rate PSF	\$21.27	\$21.26	\$21.20	\$21.14	\$21.02
▼ SF Under Construction	1,413,034	1,608,757	1,248,509	1,189,583	1,224,336
▲ Inventory SF	588,062,016	587,738,262	587,554,311	587,447,934	587,250,834

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
5764-5846 Northwest Highway Crystal Lake, IL	300,838 SF	\$28,086,603 \$93.36 PSF	PMAT DRA Advisors	Multi-Tenant
8203-8307 W. Golf Road Niles, IL	258,054 SF	\$18,225,559 \$70.63 PSF	Nassimi Realty LLC DRA Advisors	Multi-Tenant
1506-1596 S. Randall Road Geneva, IL	170,748 SF	\$20,608,045 \$120.69 PSF	Viking Partners DRA Advisors	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1025-1111 E. Golf Road Schaumburg, IL	56,390 SF	DRA Advisors	Hobby Lobby	Crafts Superstore
1200 Skokie Boulevard Northbrook, IL	50,000 SF	Undisclosed	Tesla	Automotive
410-580 E. Golf Road Schaumburg, IL	32,800 SF	DRA Advisors	SkyZone	Recreation



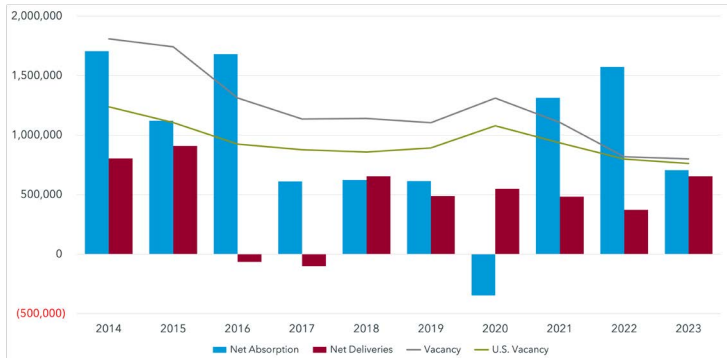
RETAIL MARKET OVERVIEW

HUNTER SEABAUGH, *Senior Associate*

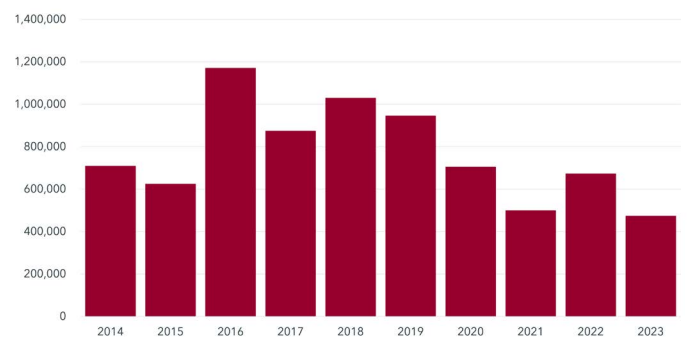
Cap rates continue to creep up slowly while occupancy and rental rates remain relatively steady. In the 4th Quarter, new construction has decreased again. Interest rates are constipating new development and investment sales. Multi-tenant assets are attracting more attention as single-tenant investments' values are being diminished by rising interest rates.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	705,830	687,618	1,116,245	1,281,332	1,573,129
▼ Vacancy Rate	4.2%	4.3%	410.0%	4.1%	4.2%
▲ Avg NNN Asking Rate PSF	\$17.80	\$17.64	\$17.52	\$17.32	\$17.10
▼ SF Under Construction	474,480	617,761	812,962	819,422	673,559
▲ Inventory SF	132,812,333	132,591,697	132,389,384	132,278,387	132,158,880

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
4023 S. Noland Road Independence, MO	161,234 SF	Undisclosed	Wally's World Class Property Company	Development Site for Travel Center
11524-11610 W. 95th Street Overland Park, KS	111,031 SF	Undisclosed	Lormax Stern DRA Advisors	Multi-Tenant
601-625 SW Hwy 40 Blue Springs, MO	86,328 SF	Undisclosed	Brian Winberry Linda Theresa & Robert Williams	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
16540 W. 119th Street Olathe, KS	75,000 SF	AVG Partners	Subaru of Olathe	Auto Dealer
11900 Metcalf Avenue Overland Park, KS	40,000 SF	Legacy OC LLC	Whole Foods Market	Grocery
11311 Shawnee Mission Parkway Shawnee, KS	36,700 SF	Parway VF LLC	Genesis Health Club	Gym



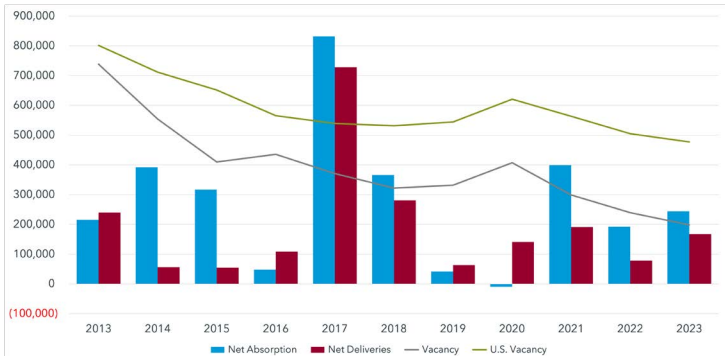
RETAIL MARKET OVERVIEW

CHRISTINA COFFEY, *Vice President*

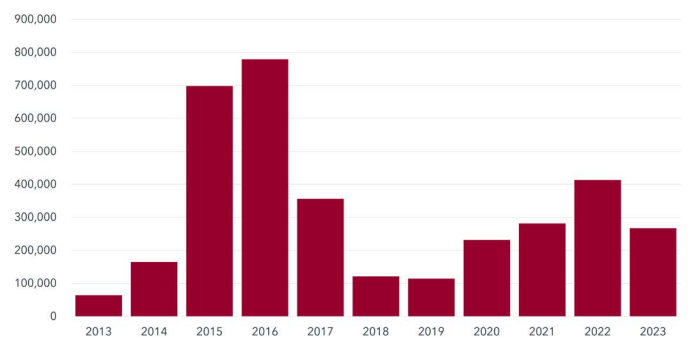
As of 4Q23, demand and absorption are positive, and vacancy is a record low at 2.1%, down year over year. The market's low vacancy rate makes it challenging for retail tenants to find quality space. Durham's average rental rate of \$23 SF is a little below the national average. Although rent growth has slowed, Durham has experienced higher rent growth than the U.S. average. Absorption has outpaced new deliveries and less than 10% of space under construction is available due to pre-leasing. Smaller lease deals and sales volume below Durham's historical annual average is consistent with national trends because of interest rates and economic uncertainty. In this market, a few high profile, large retail projects have the potential for future redevelopment.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	244,161	182,277	150,397	149,755	192,245
▼ Vacancy Rate	2.087%	2.282%	2.423%	2.447%	2.40%
▲ Avg NNN Asking Rate PSF	\$23.47	\$23.21	\$22.89	\$22.61	\$22.32
◀ ▶ SF Under Construction	267,391	267,391	339,782	349,249	413,000
◀ ▶ Inventory SF	28,047,811	28,047,811	27,956,211	27,942,711	27,880,340

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
Marketplace at Ellis Crossing Durham, NC	71,336 SF	\$26,500,000 \$371.48 PSF	Publix Super Markets Thompson Thrift	Multi-Tenant
102 Merritt Mill Road Chapel Hill, NC	2,332 SF	\$3,100,000 \$1,329.23 PSF	Bencar LLC Red Ride, Inc.	Sold-for-Land-Value
1697 Hillsboro Street Pittsboro, NC	4,001 SF	\$2,200,000 \$550.00 PSF	Apple Butter Investments GEMCap Development	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3500 N. Roxboro Street Durham, NC	79,454 SF	TROSA	Nova Trampoline Park	Retailer
200-208 N. Mangum Street Durham, NC	4,418 SF	Northpond Partners	Thai Angel	Accommodation Food Services
525 Hampton Pointe Boulevard Hillsborough, NC	4,160 SF	Tribek Properties	T-Mobile	Radiotelephone Comm



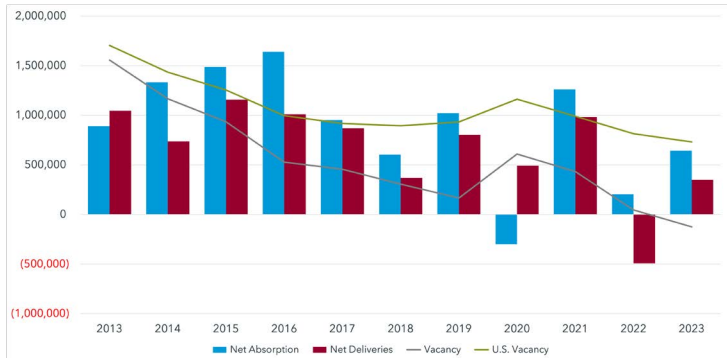
RETAIL MARKET OVERVIEW

CHRISTINA COFFEY, Vice President

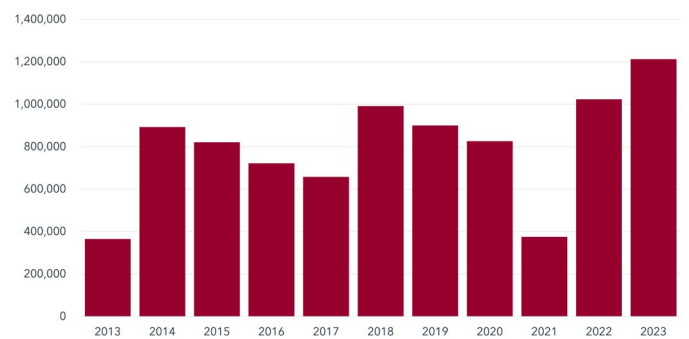
Our outlook for Raleigh retail is positive for 2024, supported by the area's strong population and economic growth. Availabilities are competitive, move-outs, sublet space, and new deliveries are low. In 2023 the Raleigh market was among the top performers nationally, with positive net absorption and 6.7% rent growth, significantly higher than national growth. Attractive retail spaces, in the right locations, push rental rates higher. With over 1.2M SF under construction, Raleigh's inventory expansion is significantly higher than the national rate of expansion. Sales volume in Raleigh has totaled approximately \$266 million over the past 12 months, which is below the market's historical annual average.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	643,669	610,115	493,128	119,079	204,832
▼ Vacancy Rate	2.0%	2.3%	2.4%	2.2%	2.4%
▲ Avg NNN Asking Rate PSF	\$25.49	\$25.21	\$24.74	\$24.25	\$23.84
▲ SF Under Construction	1,212,711	1,196,047	1,121,498	1,177,726	1,023,134
▲ Inventory SF	75,942,035	75,883,199	75,839,505	75,709,949	75,592,684

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1280-1284 W. Williams Street Apex, NC	17,416 SF	\$9,375,000 \$538.30 PSF	Central MallPartnership Win Apex LLC	Multi-Tenant
7633 Knightdale Boulevard Knightdale, NC	14,793 SF	\$3,000,000 \$202.80 PSF	Knightdale Office Suites Private Owner	Multi-Tenant
3914 Capital Boulevard Raleigh, NC	10,722 SF	\$2,349,000 \$219.00 PSF	3914 Raleigh REI LLC REI Capitol Blvd Raleigh LLC	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
521-1591 Beaver Creek Commons Apex, NC	11,389 SF	CTO Realty Growth	Total Wine & More	Alcohol Retailer
2431 Spring Forest Road Raleigh, NC	8,100 SF	U-Haul Holding Company	Hair Depot	Hair and Beauty Products
1250 Western Boulevard Jacksonville, NC	6,000 SF	Developers Realty Corp	Shimmer Boutique	Pageant and Prom Dresses



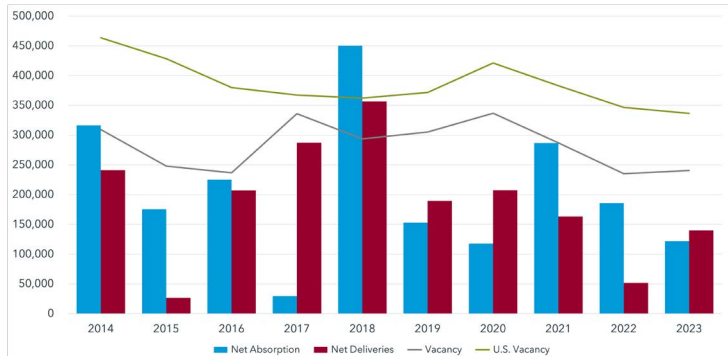
RETAIL MARKET OVERVIEW

JORDAN POTTHOFF, *Senior Associate Broker*

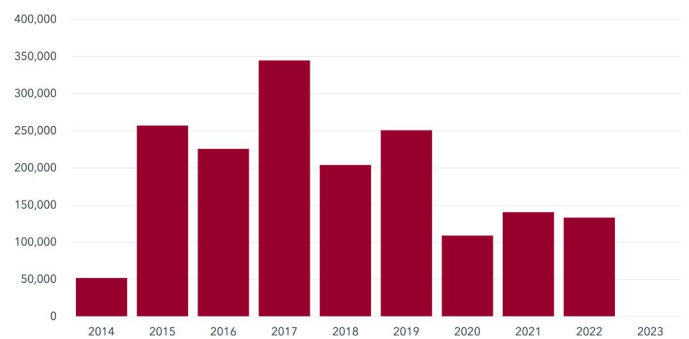
Autism groups continue to make a surge in the market, opening numerous locations in 2023. Two of the largest lease deals of Q4 2023 were autism groups. One of which was Stride Autism who leased over 6,500 SF at Centro Plaza, where Jordan Potthoff, Grace Newton, Dan Dutton, Dan Goaley and Ammar Abu-Hamda of Lee & Associates represent the Landlord. Vacancy remains a challenge and will continue to pose issues for tenants with no retail construction breaking ground in recent months. The largest sale of the quarter comes with a proposed major redevelopment of the Gateway Mall area. The Sears building would bring new-to-the market retailers, a service center for electric vehicles and medical clinic.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	122,020	76,755	118,541	108,897	185,933
▼ Vacancy Rate	2.9%	3.1%	2.8%	2.9%	2.8%
▲ Avg NNN Asking Rate PSF	\$14.35	\$14.28	\$14.22	\$14.08	\$14.06
▼ SF Under Construction	-	7,040	55,040	128,000	133,000
▲ Inventory SF	22,034,316	22,027,276	21,979,276	21,899,276	21,894,276

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
6400 O Street Lincoln, NE	124,900 SF	\$6,000,000 \$48.04 PSF	Reserve Dev./Capstone Commercial Karl Williams	Single-Tenant
90 Gateway Mall Lincoln, NE	9,100 SF	\$2,270,000 \$249.45 PSF	Undisclosed Washington Prime Group	Single-Tenant
6120 Havelock Avenue Lincoln, NE	8,400 SF	Undisclosed	T Riley Holdings Captain B Enterprises	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5601 S. 59th Street Lincoln, NE	14,720 SF	Schafer Richardson	Nebraska Title Company	Title Company
6333 Apple Way Lincoln, NE	7,296 SF	Ngyuen	ABA, Inc	Clinic Specializing in Autism
400 N. 48th Street Lincoln, NE	6,578 SF	Integrus Ventures	Stride Autism Centers	Clinic Specializing in Autism



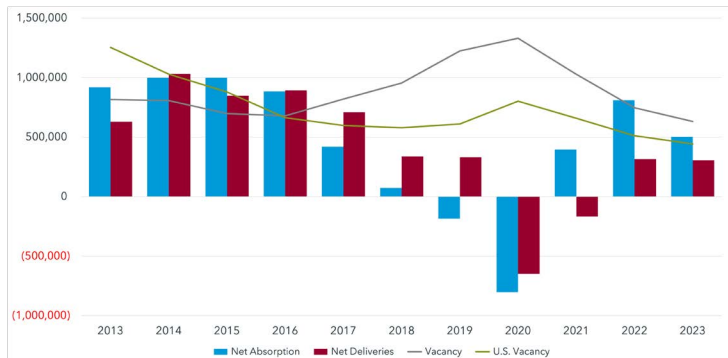
RETAIL MARKET OVERVIEW

GRACE NEWTON, *Vice President*

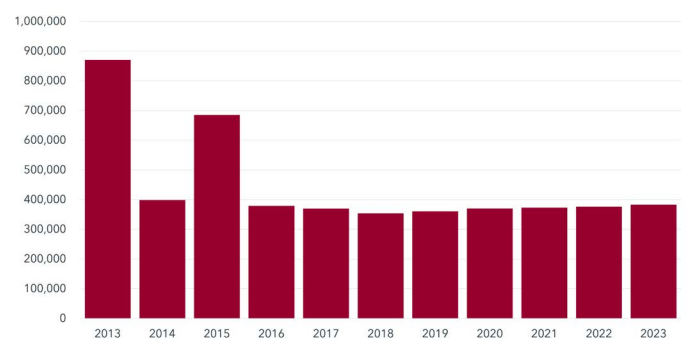
There were positive developments and challenges in 2023 for Omaha's retail market. The fourth quarter posted less net absorption from the previous two quarters, though still significantly better than 2018-2021. The overall 12-month net absorption was down from 2022, which had a robust year (810,000 SF net absorption). Due to strong retail activity and stagnant construction starts, the vacancy rate is at a historical low. Sale price per square foot is up and sales volume is significantly down. The 12-month sales volume in Q4 2022 was \$559M vs \$188M in Q4 2023. Exciting leases were signed including Fowling Warehouse, the state's 12th ALDI and Nebraska's 1st Nordstrom Rack.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	503,434	602,038	742,012	621,128	809,729
◀▶ Vacancy Rate	4.6%	4.6%	4.8%	4.9%	4.9%
▲ Avg NNN Asking Rate PSF	\$17.72	\$16.98	\$16.72	\$16.33	\$15.94
▲ SF Under Construction	383,052	376,070	448,114	496,440	376,592
▲ Inventory SF	65,586,204	65,571,873	65,480,213	65,322,570	65,280,363

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
13206-13218 Cottner Street Omaha, NE	11,785 SF	\$1,680,000 \$143.00 PSF	48 Pioneers LLC Sorensen Properties Cottner LLC	Multi-Tenant
5331 S. 204th Avenue Elkhorn, NE	9,746 SF	\$4,475,000 \$459.00 PSF	Gounder Investments LLC CFM	Multi-Tenant
7266 N. 30th Street Omaha, NE	9,066 SF	\$540,000 \$60.00 PSF	Tawakkul LLC Forrest Eidan	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5401-5645 N. 90th Street Omaha, NE	47,020 SF	Walton Street Capital	Fowling Warehouse	Entertainment
255 N. 170th Street Omaha, NE	30,000 SF	RED Development	Nordstrom Rack	Department Store
9549 S. 71st Plaza Papillion, NE	20,669 SF	Begonia Development	ALDI	Grocery Store



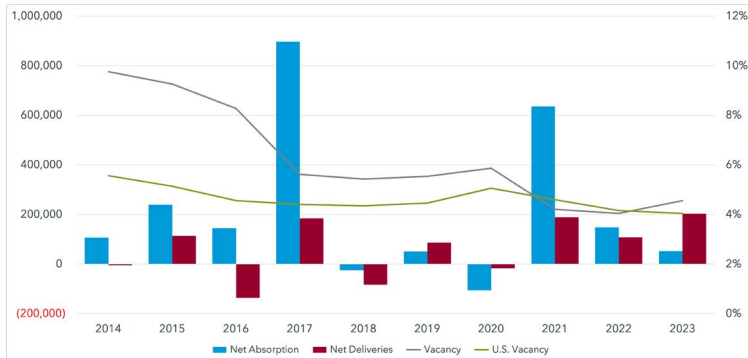
RETAIL MARKET OVERVIEW

LYLE CHAMBERLAIN, CCIM, *President*

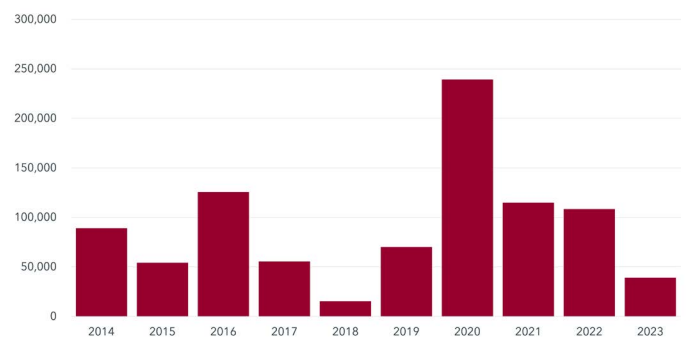
The region has had limited real expansion of the retail footprint in recent years. But existing retail has been supported by strong growth in population and jobs. Industrial property demand in the area has been robust. Vacancy rates and the volume of new construction are low and lease rates stable. Because there is a generally constrained and defined limit to geographic expansion in the area, growth will continue to be focused on "infill" or redevelopment projects as we look for new construction. This will keep existing facilities relevant. There won't be the obsolescence of existing space caused by physical, geographic expansion.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	52,049	95,291	305,653	71,876	148,296
◀▶ Vacancy Rate	4.6%	4.6%	4.3%	4.2%	4.0%
▲ Avg NNN Asking Rate PSF	\$21.91	\$21.83	\$21.66	\$21.32	\$20.98
▼ SF Under Construction	39,171	90,541	202,956	118,619	108,423
▲ Inventory SF	27,952,390	27,888,895	27,776,480	27,761,188	27,749,188

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
7675-7689 S. Virginia Street Reno, NV	65,992 SF	\$13,750,000 \$208.36 PSF	William M. Piercy Dennis Banks Construction	Multi-Tenant
3605-3697 Kings Row Reno, NV	53,314 SF	\$6,230,000 \$116.85 PSF	N. Honchariw Russell Family LLC	Multi-Tenant
1195 Corporate Boulevard Reno, NV	45,520 SF	\$13,100,000 \$287.79 PSF	Nicolas Niknafs 65 Development	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1195 Corporate Reno, NV	45,520 SF	6S Development	Tesla Collision Reno	Auto
13945 S. Virginia Reno, NV	20,316 SF	Rhino Investments	Chipotle	Food (Land Lease)
4879-4995 S. Virginia Reno, NV	17,135 SF	Kimco	Natural Grocers	Grocery



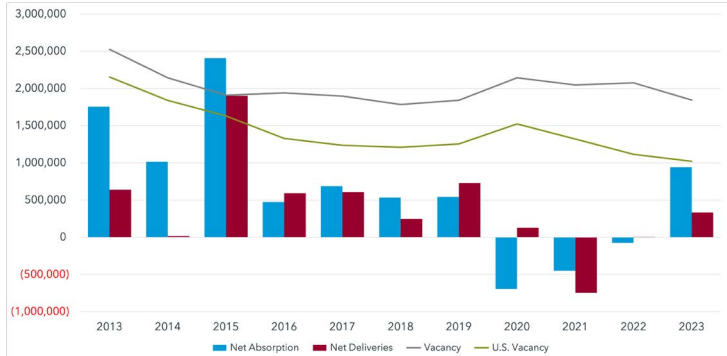
RETAIL MARKET OVERVIEW

KATIE CROWL, Associate

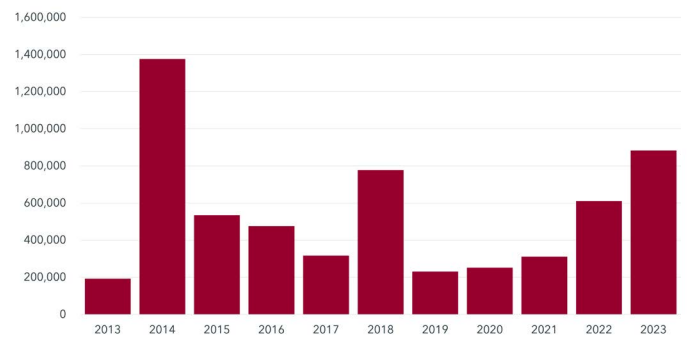
Cincinnati Retail has been strong over the past year. Retail space has continued to be in high demand, which is driving up rental rates, especially in smaller spaces. But, the big box users are getting in on the action too. The vacancy rate has remained low due to big box users such as Big Sandy Superstore, Kohl's, and Nova Trampoline Park backfilling the larger retailers that are going out of business, like Bed, Bath & Beyond. New construction projects represent less than 1% of the total inventory at 877,000 SF. With 68.8% of that square footage already preleased, we do not expect the vacancy rate to change dramatically anytime soon.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	942,460	1,219,158	635,895	221,239	(76,254)
▼ Vacancy Rate	5.69%	5.78%	6.01%	6.08%	6.15%
▼ Avg NNN Asking Rate PSF	\$15.29	\$15.50	\$15.44	\$15.07	\$14.80
▲ SF Under Construction	883,090	744,610	801,888	651,213	610,682
▲ Inventory SF	134,824,702	134,780,661	134,719,909	134,614,008	134,491,252

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
865-895 E. Kemper Road Cincinnati, OH	146,279 SF	\$6,902,898 \$47.19 PSF	The Cotswold Group C-III Asset Management	Multi-Tenant
600 Kemper Commons Circle Springdale, OH	125,469 SF	\$5,018,760 \$40.00 PSF	AMERCO Real Estate Company The Cotswold Group	Single-Tenant
3251 Highland Avenue Cincinnati, OH	54,654 SF	\$5,800,000 \$106.12 PSF	Meals on Wheels Southwestern OH & KY Triumph of Cincinnati	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5515-5805 Deerfield Boulevard Mason, OH	30,000 SF	RPT Realty	Nordstrom Rack	Department Stores
7644 Voice of America Centre Drive West Chester, OH	9,566 SF	Target Corporation	Rally House	Gift, Novelty, and Souvenir
5515-5805 Deerfield Boulevard Mason, OH	7,500 SF	RPT Realty	Truva Turkish Kitchen	Restaurant



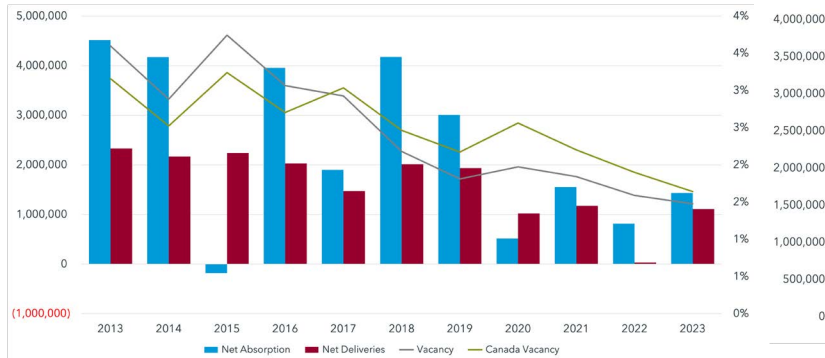
RETAIL MARKET OVERVIEW

LUIS ALMEIDA, SIOR, *Executive Vice President, Partner*

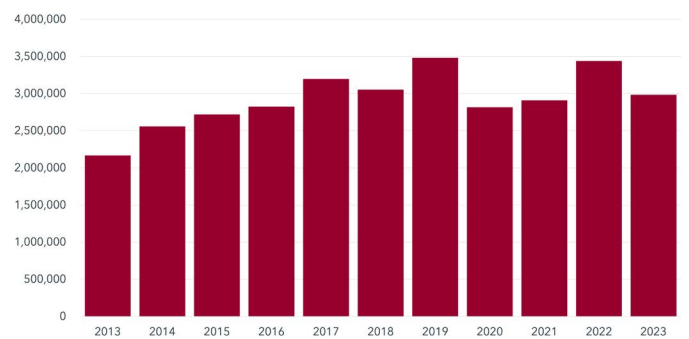
Retail vacancy remains low across diverse store types, notably with larger enclosed shopping centers maintaining steady leasing. Sales volumes have declined, with small neighborhood formats dominating transactions while larger retail acquisitions pivot towards mixed-use developments. The limited new supply and the transformation of older shopping centers into mixed-use developments contribute to robust market fundamentals. Anticipated economic cooling may lead to slower rental growth, granting tenants increased negotiating power. Moreover, amid a cooling Canadian economy, the reduction in government loan programs in 2024 poses challenges, potentially impacting retail consumption and sales.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	1,434,193	1,038,450	852,365	1,025,757	813,286
▼ Vacancy Rate	1.5%	1.6%	1.7%	1.7%	1.6%
▼ Avg NNN Asking Rate PSF	\$34.71	\$34.93	\$34.80	\$34.43	\$34.14
▼ SF Under Construction	2,985,556	3,103,755	2,740,760	3,215,109	3,438,463
▲ Inventory SF	304,223,250	304,039,375	303,885,770	303,394,400	303,112,574

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1 Bass Pro Mills Drive Vaughan, ON	1,276,400 SF	\$465,500,000* \$744.28 PSF	LaSalle Investment Management Ivanhoe Cambridge	Multi-Tenant
1355 Kingston Road** Pickering, ON	788,000 SF	\$172,386,814* \$218.77 PSF	CentreCourt Ontario Pension Board	Multi-Tenant
1855-1911 Dundas Street East*** Mississauga, ON	239,144 SF	\$37,528,935* \$312.12 PSF	Kingsdale Development Zoran Property Management	Multi-Tenant

*All numbers shown are in Canadian dollars (CAD); ** Part of 3 Property Portfolio; *** Part of 2 Property Portfolio

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1 Bloor Street East Toronto, ON	31,000 SF	First Capital REIT	AVANT	Fitness & Recreational Sports Centers
11 Yorkville Avenue Toronto, ON	15,081 SF	Undisclosed	Sweat and Tonic	Fitness & Recreational Sports Centers
590 King Street West Toronto, ON	13,200 SF	YAD Investments Limited	Greta Bar	Dine-In Restaurants



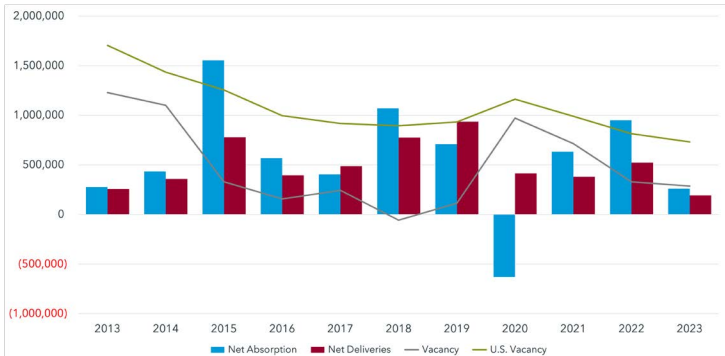
RETAIL MARKET OVERVIEW

JUSTIN ROSS, M.P.S./R.E., *Vice President*

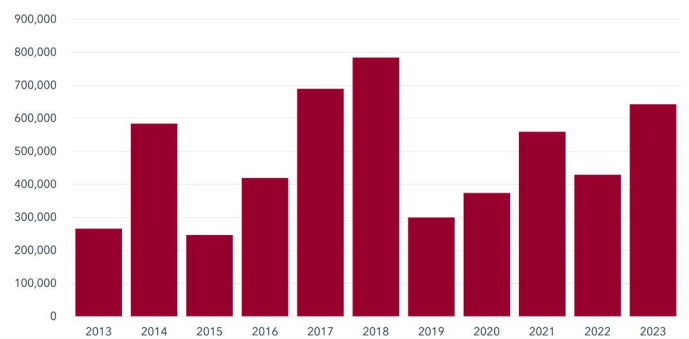
The retail sector's workforce challenges during the pandemic are gradually improving. The widespread "hiring" signs have notably decreased, indicating a positive trend. Notably, the leisure and hospitality industry has consistently shown higher hiring rates since November 2020, surpassing the national average. To attract and retain talent, savvy businesses are offering extensive benefits like paid leave and healthcare coverage. They're also creating clear career paths and utilizing immigration programs to sponsor permanent employees. Retail's recent success in real estate is credited to innovative approaches by owners in securing skilled and hospitable staff. This positive shift benefits consumers, property owners, employees, and the broader market landscape alike.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	302,881	62,012	(72,425)	(31,852)	281,498
▼ Vacancy Rate	2.90%	3.50%	3.60%	3.30%	3.10%
▲ Avg NNN Asking Rate PSF	\$26.61	\$25.92	\$25.73	\$25.87	\$26.26
▲ SF Under Construction	642,903	639,480	611,972	472,683	78,235
▲ Inventory SF	49,060,319	49,041,204	49,009,092	48,960,414	48,867,879

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
Azalea Square Shopping Center Summerville, SC	269,644 SF	\$59,700,000 \$221.40 PSF	Pine Tree AEW Capital Management	Multi-Tenant
Wando Crossing Mount Pleasant, SC	214,029 SF	\$46,750,000 \$218.43 PSF	Ziff Properties Site Centers	Multi-Tenant
Shoppes of Summerville Summerville, SC	62,797 SF	\$16,875,000 \$268.72 PSF	Publix Super Markets North American Realty Services LLP	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5060 Dorchester Road North Charleston, SC	15,500 SF	Paragano Development LLC	Save-A-Lot	Supermarket
5301 Indigo Fields Boulevard North Charleston, SC	11,986 SF	Hardy World LLC	Oh La La Salon	Beauty Salon
5070 International Boulevard North Charleston, SC	10,660 SF	Quattlebaum Development Company	Concentra	Health Care



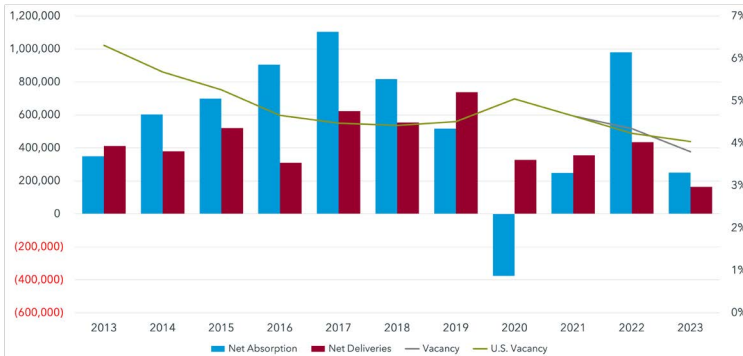
RETAIL MARKET OVERVIEW

ANDREW HARRILL, CCIM Senior Vice President

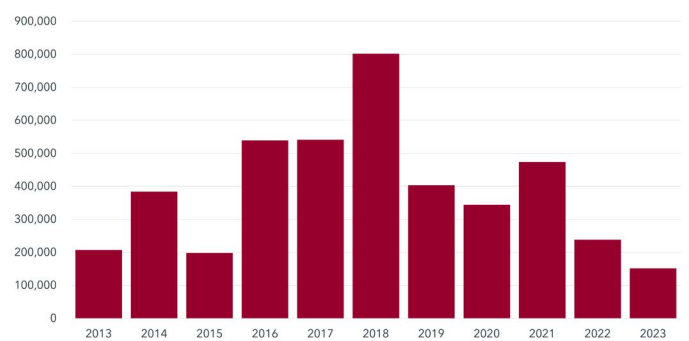
Within the Greenville/Spartanburg retail sector, there has been a consistent trend of positive momentum throughout 2023, marked by positive absorption rates, reduced vacancies, and stable pricing. Retail users, including big box users, are shrinking footprints, mainly to carry less inventories to lower expenses and costs. Construction activity has remained stagnant quarter over quarter as developers halt plans concerning economic uncertainties. Deliveries have also been trending downward, which has led to a historically tight retail market as of late 2023 at 3.8% vacant.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	250,546	67,130	495,410	459,164	979,676
▼ Vacancy Rate	3.8%	4.1%	4.4%	4.6%	4.5%
▼ Avg NNN Asking Rate PSF	\$12.09	\$12.37	\$12.41	\$13.23	\$12.06
▼ SF Under Construction	151,983	311,719	315,772	166,240	168,368
▲ Inventory SF	67,975,352	67,873,080	67,940,269	67,353,638	67,198,404

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
130 Fritz Drive* Anderson, SC	86,987 SF	\$668,368 \$76.84 PSF	Ingles Markets Incorporated BRE DDR BR Midtowne SC LLC	Multi-Tenant
5104 Old Buncombe Rpad Greenville, SC	4,872 SF	\$7,305,458 \$1,499.48 PSF	7-Eleven 2112 Oceanfront LLC	Single-Tenant
6 Benton Road Travelers Rest, SC	2,000 SF	\$7,350,000 \$3,675.00 PSF	6 Benton Rd LLC Quick N Clean LLC	Single-Tenant

*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1503 W. Main Street Laurens, SC	9,100 SF	Private Owner	Dollar General	Retailer
915 South Street Simpsonville, SC	8,000 SF	Garrett & Garrett Real Estate	Wilson's 5 & 10	Retailer
2758 Laurens Road Greenville, SC	7,450 SF	Brockman Real Estate	Enterprise Auto Sales	Retailer



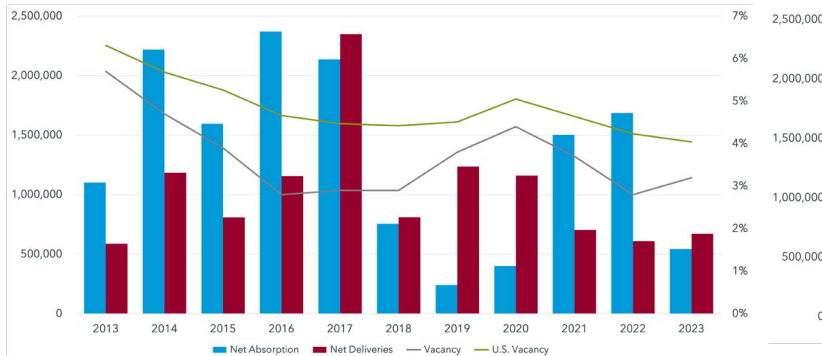
RETAIL MARKET OVERVIEW

LEE ANN JAMES, *Director*, and MILLER CHANDLER, *Director*

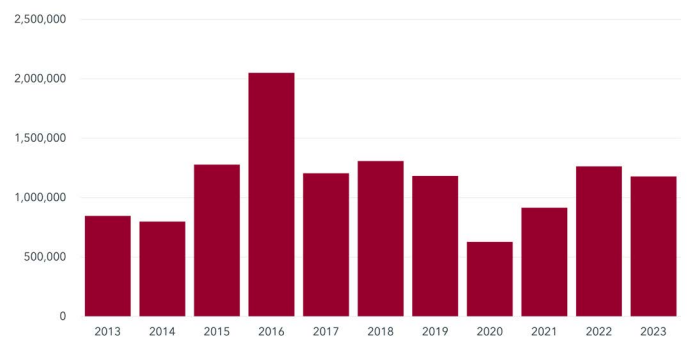
In Nashville, the retail vacancy rate is a low 3.2%. Music City continues to have robust tourism, a growing population, and new retail development that has kept to a modest pace. Consequently, retail is poised to perform very well for at least a while longer. At newer properties in trendy areas such as the Gulch and 12South, asking rents can be double market rents, and rents in some of the hot developments in the suburbs, such as the Factory at Franklin, are creeping up as well. Investment momentum continues to thrive, marked by significant transactions in Q4. The second most substantial sale of the quarter was facilitated through collaboration between Lee & Associates Nashville and NYC offices.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	542,899	795,314	735,027	1,006,045	1,686,450
◀▶ Vacancy Rate	3.2%	3.2%	3.2%	3.2%	2.8%
▲ Avg NNN Asking Rate PSF	\$24.45	\$23.65	\$23.71	\$23.89	\$23.01
▼ SF Under Construction	1,178,107	1,452,448	1,359,243	1,231,135	1,214,555
▲ Inventory SF	122,245,248	121,238,459	120,641,086	119,979,460	119,888,687

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2920-2946 S. Church Street** Murfreesboro, TN	98,445 SF	\$7,613,520 \$77.34 PSF	Kroger Inland Private Capital Corp.	Multi-Tenant
600 Middleton Avenue* Nashville, TN	26,460 SF	\$21,000,000 \$793.65 PSF	The Natchez Group City Winery Nashville LLC	Single-Tenant
1711 Broadway Nashville, TN	4,719 SF	\$14,100,000 \$2,987.92 PSF	LG Development Group U.S. Bank National Association	Single-Tenant

*Lee Nashville Sale; **Part of Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2156 Gallatin Pike N Madison, TN	25,715 SF	2106 Gallatin LLC	Sprouts Farmers Market	Grocer
1821 Gallatin Pike N Madison, TN	17,903 SF	WHYT Madison LLC & 333 Self Storage LLC	Undisclosed	Auto Dealer
2803 12th Avenue S Nashville, TN	10,000 SF	Titan Development Company LLC	The Henry	Restaurant



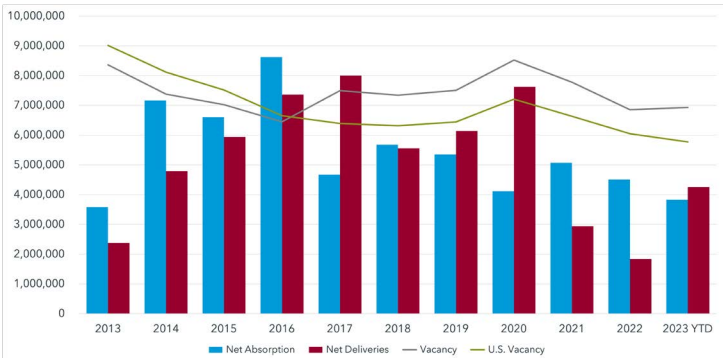
RETAIL MARKET OVERVIEW

MARY DOETTERL, *Research Manager*

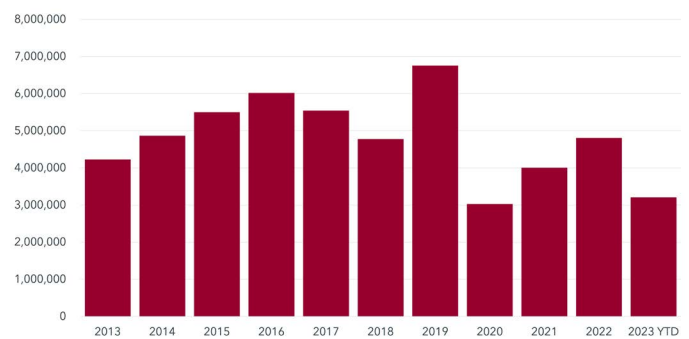
The Houston MSA has a population of 7.5 million making it the fifth largest city in the U.S. The region's population grew 17.0% over the past decade, compared to the national benchmark of 5.5%. Houston's retail market remains strong as it surpasses the national trend, averaging 1.6 million SF in total leasing activity for Q4 2023. Around 85% of new lease activity was from smaller tenants, classified as 5,000 SF or less. Houston absorbed 3.8 million SF during Q4 2023, mostly from big-box stores expanding into the fast-growing suburbs. The national average vacancy rate is 4.1% while Houston's has remained at 4.9% since 2017. Houston's construction pipeline continues to follow population growth into suburban areas as the market moves forward into Q1 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Net Absorption SF	3,847,247	3,294,774	3,491,510	4,287,912	4,506,355
▼ Vacancy Rate	4.8%	4.9%	4.9%	4.8%	4.8%
▲ Avg NNN Asking Rate PSF	\$23.60	\$23.47	\$23.23	\$23.07	\$22.81
▼ SF Under Construction	3,207,822	4,174,778	4,239,878	4,745,909	4,804,758
▲ Inventory SF	436,128,360	434,893,121	434,076,888	433,064,477	431,873,700

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
4700 Highway 6 North Houston, TX	168,838 SF	Undisclosed	Taki Dallis / David Franke Milton Boniuk	Multi-Tenant
4000 North Shepherd Drive Houston, TX	155,096 SF	Undisclosed	Tazz Enterprise Seritage Growth Properties	Single-Tenant
9201 Richmond Houston, TX	40,000 SF	Undisclosed	Texas Land & Cattle II Ltd HBT Realty Ltd	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
13300-13350 Jones Road Houston, TX	55,916 SF	Investor Real Estate Services	Restore	Health Care and Social Assistance
3410-3412 Highway 6 Sugar Land, TX	51,130 SF	Jusgo Distribution	EoS Fitness	Fitness
17355 Tomball Parkway Houston, TX	44,987 SF	Mishorim Gold Properties	Slick City	Entertainment



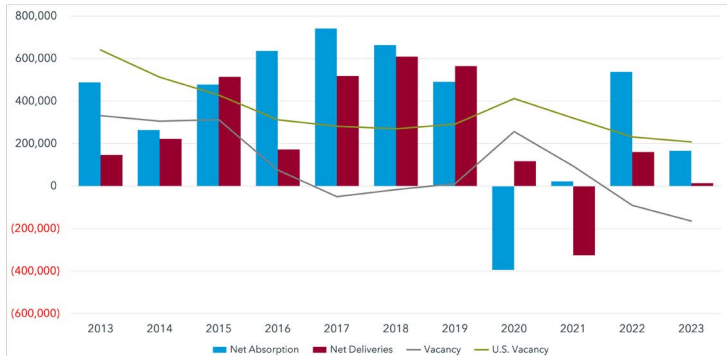
RETAIL MARKET OVERVIEW

CAMP PERRET, *Vice President*

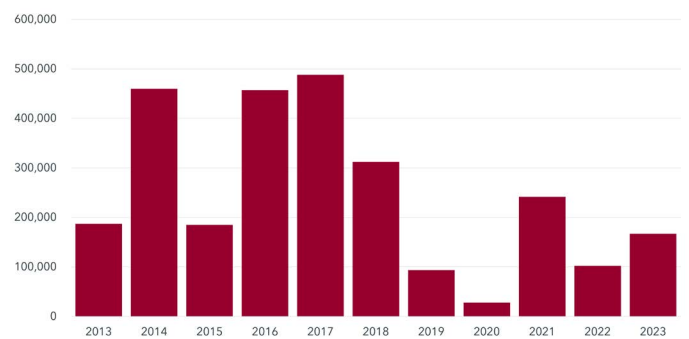
The Madison retail market demand remains stable due to favorable demographics, including above-average median household incomes, soaring population growth and a very low unemployment rate. The vacancy rate is at an all-time low of 2.2%. The tight market has led to a slowdown in leasing and sales, simply due to the lack of available inventory. On a positive note, lack of available space continues to push rental rates and sale prices up. Construction starts are up year-over-year but remain muted due to financing interest rates and construction costs. Future construction projects are expected to be build-to-suit.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	166,083	366,212	406,292	548,476	537,601
◀▶ Vacancy Rate	2.2%	2.3%	2.3%	2.4%	2.5%
▲ Avg NNN Asking Rate PSF	\$16.92	\$16.86	\$16.78	\$16.61	\$16.59
▲ SF Under Construction	167,000	177,000	91,582	76,582	102,236
▲ Inventory SF	41,430,373	41,420,373	41,405,791	41,393,791	41,416,537

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
4111 E. Towne Boulevard Madison, WI	22,584 SF	\$1,000,000 \$44.28 PSF	Casa DeFe, Inc. East PB LLC	Single-Tenant
2750 Ironwood Drive Sun Prairie, WI	10,000 SF	\$4,680,000 \$468.00 PSF	Terry W. Mammen Upstate Sun Prairie LLC	Single-Tenant
303 Douglas Drive Brooklyn, WI	9,002 SF	\$464,019 \$50.72 PSF	Aunk Holdings LLC AS Wolf LLC	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3313 University Avenue Madison, WI	36,623 SF	Shepherd Express	Undisclosed	Undisclosed
5906-5960 Odana Road Madison, WI	18,150 SF	Odana Joint Venture II LLP	Undisclosed	Undisclosed
66 West Towne Mall Madison, WI	7,887 SF	CBL Properties, Inc.	H & M	Retailer

MULTIFAMILY OVERVIEW: SUN BELT MARKETS OVERSUPPLIED, CANADIANS SQUEEZED

The North American multifamily sector is a tale of two markets. The overall U.S. apartment market underwent four quarters of healthy net absorption in 2023 yet tenant growth still was 26% short of new supply, a trend in its ninth straight quarter. The added surplus pushed up the vacancy rate to 7.5% and rents went flat for the first time since 2008-09.

It's a different picture in Canada. Rents gained an average 7% in 2023, the vacancy rate closed at a two-decade low 1.1%, while the government announced tax cuts and other inducements for developers. Among Canada's six major markets, Toronto and Vancouver are the largest. They combine to account for nearly half the nation's inventory and nearly 60% of new construction. The vacancy rate in each market is 1%, the nation's lowest. Average asking rents of \$2.36 per SF in Vancouver and \$2.06 per SF in Toronto are 23% and 12% more than the national average.

In the United States, there were 41,254 units leased in the fourth quarter, bringing total net absorption in 2023 to 329,313 units, a 95% increase from 169,059 units in 2022. Vacancies are up in premier properties due to overbuilding in many markets. Higher rents and economic uncertainty are depressing new lease signings in Class B and C properties.

The supply-demand imbalance has been greatest among Class A properties in the Sun Belt markets. For example, the vacancy rate in Raleigh rose from 7.7% to 11% in 12 months, while the rate of Class B and C vacancies surged by 520 basis points to 14.2%. In Jacksonville, Fla., the vacancy rate among premium units rose by 480 basis points in the past four quarters to 12.7%.

Sun Belt properties no longer see the strongest rent growth, as several of the former fastest-growing markets have experienced significant deceleration. Metros with the strongest rent growth in 2023 were Cincinnati, Northern New Jersey, Chicago, Indianapolis, Columbus and Boston. At the same time, Austin and Atlanta have seen year-over-year rents decline by 4.8% and 3.1%, respectively. That's a sharp contrast to the 20% plus rent growth both markets saw in late 2021.

Palm Beach saw the steepest rent slowdown in the nation over the past seven quarters. Annual rent growth there fell from 28% at the end of 2021 to 0.3% in the third quarter of 2023. Similarly, rent growth in Las Vegas slowed from 21% to minus 2.5% over the same period. Midwest and Northeastern markets avoided the sharp reversal of rent growth seen in Sun Belt locations as their construction pipelines remained modest during the pandemic. Projected deliveries in the Midwest in 2023 were only about 5,500 units more than 2019 deliveries.

Vacancy held steady or near steady year-over-year at 6.8% in Minneapolis, 6.6% in San Francisco and 5% in San Jose as net absorption hewed closer to supply additions. Sixteen markets hit record deliveries in 2023 with about two-thirds of these in the Sun Belt. The proposition that office buildings can be converted into apartments has received more attention than it is worth. Only a small percentage of buildings are suitable for conversion and estimates show only about 10,000 new units will be created this year.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / UNIT		HIGHEST 12 MO. SALES VOLUME	
BC, Vancouver	1.0%	CA, New York*	\$3,073	NY, New York*	\$6,308,899,103
ON, Toronto	1.0%	CA, San Francisco	\$2,999	CA, Los Angeles	\$4,587,306,101
NY, New York*	2.6%	MA, Boston	\$2,750	GA, Atlanta	\$4,159,906,233
CA, Orange County	3.7%	CA, Orange County	\$2,641	IL, Chicago	\$3,602,701,811
CA, San Diego	4.7%	CA, San Diego	\$2,398	AZ, Phoenix	\$3,554,600,429
U.S. Index	7.5%	U.S. Index	\$1,662	U.S. Index	\$96,770,021,860
Canada Index	1.3%	Canada Index	\$1,524 CAD	Canada Index	\$3,316,627,076 CAD

MOST UNITS UNDER CONSTRUCTION		LARGEST INVENTORY BY UNITS		LOWEST MARKET CAP RATE	
NY, New York*	69,755	NY, New York*	1,546,336	BC, Vancouver	2.6%
TX, Dallas-Fort Worth	56,199	CA, Los Angeles	1,021,975	ON, Toronto	3.7%
AZ, Phoenix	34,268	TX, Dallas-Fort Worth	852,109	CA, Orange County	4.2%
GA, Atlanta	30,257	TX, Houston	700,029	CA, San Francisco	4.2%
DC, Washington	29,290	DC, Washington	563,943	CA, San Diego	4.4%
U.S. Index	947,190	U.S. Index	19,390,919	U.S. Index	5.8%
Canada Index	55,522	Canada Index	877,200	Canada Index	3.9%

* Please note that the statistics represented in these tables are based on CoStar defined market territories and may not all represent the geographic area the label depicts.

MARKET	VACANCY RATE	MARKET RENT / UNIT	MARKET SALE PRICE / UNIT	UNDER CONST. UNITS	INVENTORY UNITS	MARKET CAP RATE
AB, Calgary **	1.7%	\$1,355	\$201,585	7,249	63,104	5.0%
AZ, Phoenix	11.0%	\$1,551	\$265,700	34,268	381,138	4.6%
BC, Vancouver **	1.0%	\$1,713	\$424,526	10,938	127,272	2.6%
CA, Bakersfield	4.2%	\$1,314	\$122,342	0	24,785	6.8%
CA, East Bay	7.1%	\$2,375	\$374,314	4,149	189,465	4.9%
CA, Fresno	4.1%	\$1,387	\$154,247	700	55,348	6.1%
CA, Inland Empire	6.8%	\$1,980	\$268,678	5,422	172,765	4.9%
CA, Los Angeles	5.0%	\$2,222	\$366,738	23,855	1,021,975	4.6%
CA, Orange County	3.7%	\$2,641	\$462,011	6,831	250,470	4.2%
CA, San Diego	4.7%	\$2,398	\$398,708	7,400	277,056	4.4%
CA, San Francisco	6.4%	\$2,999	\$561,088	4,133	179,860	4.2%
CA, San Luis Obispo	7.7%	\$2,095	\$286,087	51	7,312	5.1%
CA, Santa Barbara	2.8%	\$2,402	\$370,356	180	19,708	4.4%
CA, Stockton	4.6%	\$1,614	\$172,231	344	28,968	6.4%
CA, Ventura	4.2%	\$2,515	\$362,171	507	35,868	4.5%
CO, Denver	8.3%	\$1,812	\$318,009	29,239	293,167	4.9%
DC, Washington	7.1%	\$2,114	\$304,943	29,290	563,943	5.3%
FL, Fort Myers	13.0%	\$1,859	\$234,218	7,410	31,213	5.2%
FL, Miami	5.5%	\$2,295	\$299,753	27,978	187,216	5.1%
FL, Naples	8.4%	\$2,326	\$288,804	1,602	12,971	4.8%
FL, Orlando	10.9%	\$1,748	\$237,474	19,934	212,085	5.0%
FL, Tampa Bay	8.5%	\$1,751	\$213,834	17,037	219,512	5.3%
GA, Atlanta	12.0%	\$1,599	\$208,961	30,257	504,611	5.3%
GA, Savannah	9.7%	\$1,617	\$191,346	3,305	32,676	5.3%
ID, Boise	10.8%	\$1,515	\$232,978	2,681	38,381	4.9%
IL, Chicago	5.7%	\$1,697	\$209,389	11,494	555,543	6.5%
IN, Indianapolis	9.9%	\$1,224	\$127,952	6,995	167,221	6.3%
KS, Lawrence	3.2%	\$1,002	\$91,980	0	12,245	7.7%
KS, Topeka	8.2%	\$863	\$59,431	134	9,810	8.2%
LA, Baton Rouge	12.3%	\$1,136	\$118,908	1,743	40,118	7.0%
MA, Boston	5.6%	\$2,750	\$446,695	12,222	271,845	4.8%
MD, Baltimore	6.9%	\$1,619	\$182,809	4,292	207,130	6.0%
MI, Detroit	7.9%	\$1,231	\$102,046	4,786	229,583	7.0%
MN, Minneapolis	7.7%	\$1,460	\$171,933	12,403	273,018	6.3%
United States Index	7.5%	\$1,662	\$228,648	947,190	19,390,919	5.8%
Canada Index	1.3%	\$1,524**	\$267,888**	55,522	877,200	3.9%

MARKET	VACANCY RATE	MARKET RENT / UNIT	MARKET SALE PRICE / UNIT	UNDER CONST. UNITS	INVENTORY UNITS	MARKET CAP RATE
MO, Kansas City*	8.3%	\$1,243	\$142,282	8,242	174,034	6.2%
MO, Saint Louis	10.4%	\$1,182	\$128,485	2,865	146,440	6.9%
NC, Durham	9.3%	\$1,501	\$212,368	5,665	59,065	5.2%
NC, Raleigh	11.9%	\$1,514	\$229,777	14,342	124,197	5.0%
NE, Lincoln	7.5%	\$1,116	\$114,958	197	32,072	7.0%
NE, Omaha	6.4%	\$1,156	\$104,425	2,123	81,375	7.0%
NJ, Atlantic City	3.2%	\$1,606	\$131,321	96	10,466	6.8%
NJ, Northern New Jersey *	5.1%	\$2,069	\$230,907	13,432	163,851	5.9%
NJ, Trenton	3.5%	\$2,028	\$237,215	938	20,302	5.8%
NJ, Vineland	2.7%	\$1,274	\$103,093	0	3,182	6.8%
NV, Reno	9.3%	\$1,508	\$232,618	2,279	44,888	5.0%
NY, Long Island	4.6%	\$2,813	\$341,497	2,772	57,154	5.0%
NY, New York *	2.6%	\$3,073	\$388,970	69,755	1,546,336	5.0%
OH, Cincinnati	6.4%	\$1,213	\$99,615	4,134	139,568	7.6%
OH, Cleveland	7.5%	\$1,140	\$83,163	3,580	134,413	8.6%
OH, Columbus	8.2%	\$1,250	\$123,431	8,453	212,133	6.7%
ON, Toronto **	1.0%	\$1,663	\$277,008	22,021	387,643	3.7%
PA, Harrisburg	5.1%	\$1,285	\$123,874	1,453	31,610	6.6%
PA, Lehigh Valley *	3.7%	\$1,589	\$149,611	442	35,395	6.8%
PA, Philadelphia *	6.9%	\$1,692	\$199,773	18,949	357,722	6.0%
PA, Pittsburgh	6.0%	\$1,291	\$126,740	1,398	104,275	7.7%
SC, Charleston	10.0%	\$1,706	\$214,714	6,024	67,289	5.1%
SC, Greenville	11.1%	\$1,320	\$167,413	3,337	51,467	5.7%
SC, Spartanburg	15.2%	\$1,231	\$140,933	853	15,222	5.6%
TN, Nashville	10.9%	\$1,621	\$229,865	19,075	162,386	5.3%
TX, Dallas-Fort Worth	10.2%	\$1,509	\$174,841	56,199	852,109	5.5%
TX, Houston	10.9%	\$1,316	\$145,837	25,659	700,029	6.2%
WA, Seattle	7.0%	\$1,959	\$374,697	24,040	382,151	4.6%
WI, Madison	3.8%	\$1,500	\$164,136	1,772	71,984	6.2%
United States Index	7.5%	\$1,662	\$228,648	947,190	19,390,919	5.8%
Canada Index	1.3%	\$1,524**	\$267,888**	55,522	877,200	3.9%

* Please note that the statistics represented in this table are based on CoStar defined market territories and may not all represent the geographic area the label depicts.

** Numbers shown are in Canadian dollars (CAD)



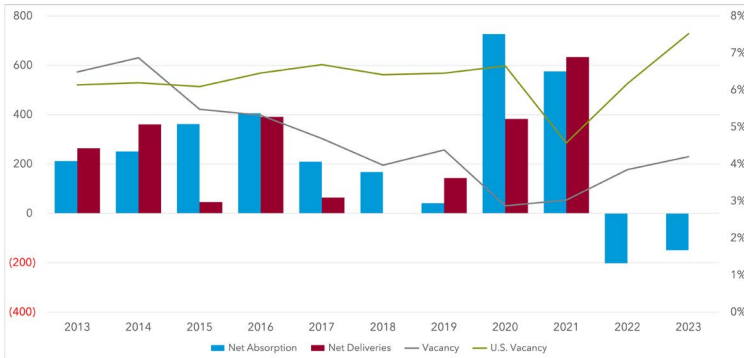
MULTIFAMILY MARKET OVERVIEW

CHAD BROCK, *Managing Principal*

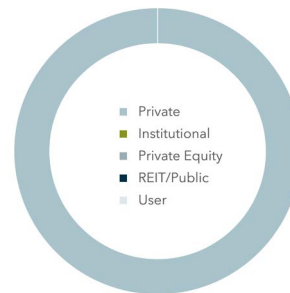
Bakersfield has averaged 60 trades over the past five years. Pricing is typically lower than coastal neighbors, and units can sell for less than \$100,000/door at a transactional cap rate above 5%. Over the past year, 26 properties for a total of \$37.7 million. Sales have been considerably smaller of late. Only one transaction exceeded \$4 million in 2023. Activity in 2024 will likely increase as interest rates remain high, limited rent growth, and lower demand diminish buyer interest in the market and force transactions at lower price points.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	(149)	(71)	(104)	(93)	(118)
▲ Vacancy Rate	4.2%	3.8%	3.7%	4.2%	3.9%
▼ Asking Rent/Unit (\$)	\$1,313	\$1,315	\$1,289	\$1,267	\$1,255
◀ ▶ Under Construction Units	-	-	5	49	49
▼ Inventory Units	24,785	24,958	24,704	24,615	24,615

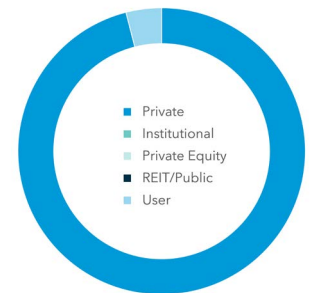
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
3300 Gosford Rd - Cedar Oaks Apts Bakersfield, CA	\$13,600,000 \$138,776 Per Unit	98	Graceada Partners Peter Pankey
4200 Parkwood Court Bakersfield, CA	\$1,540,000 \$110,000 Per Unit	14	Agave Sunset LLC Gustavo Gonzalez
113 Hopkins Avenue Bakersfield, CA	\$590,000 \$73,750 Per Unit	8	Undisclosed Brian Stace

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Peter Pankey	\$13,600,000
Jose & Gloria Reyes	\$3,800,000
Christie Crawley	\$2,500,000
Dethloff Family Trust	\$1,950,000
Tina Lai	\$1,690,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Sentinel Rock Realty Trust	\$13,600,000
Michael Diep	\$3,800,000
Glen Barclay	\$2,500,000
Venaniao Diaz	\$1,950,000
Gustavo Gonzalez	\$1,540,000



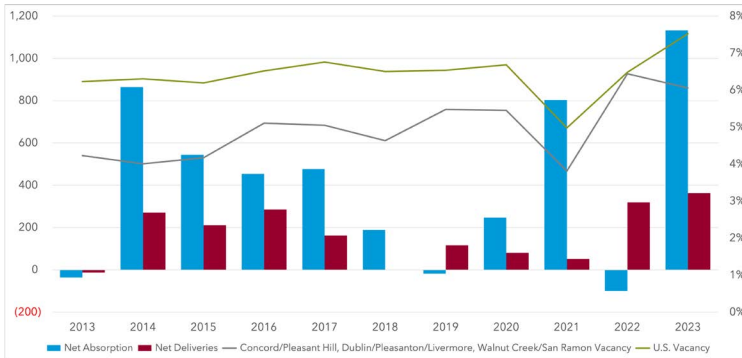
MULTIFAMILY MARKET OVERVIEW

NITA DENHOY, *Principal*

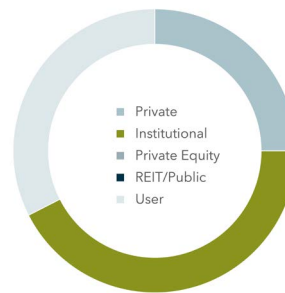
As 2023 came to a close, the multifamily market showed impressive resilience. Absorption rates soared to 1,136 units, a significant rise from the third quarter's 420, signaling an uptick in demand. Vacancy rates improved slightly to 6.0%, down from 6.3%, indicating a stable market environment. Rent averages have settled at about \$2,450, just a touch lower than previously. On the construction front, there's a bit of a slowdown, with 570 units now underway, compared to the previous quarter's 1,077. The total housing inventory is up to 41,281 units. These trends suggest a positive outlook for the multifamily sector, with a healthy balance of increasing demand and steady supply expansion.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Absorption Units	1,136	420	159	(178)	(99)
▼ Vacancy Rate	6.0%	6.3%	6.8%	6.4%	6.4%
▼ Asking Rent/Unit (\$)	\$2,450	\$2,458	\$2,486	\$2,471	\$2,455
▼ Under Construction Units	570	1,077	696	1,279	1,090
▲ Inventory Units	41,281	40,774	40,774	40,191	40,191

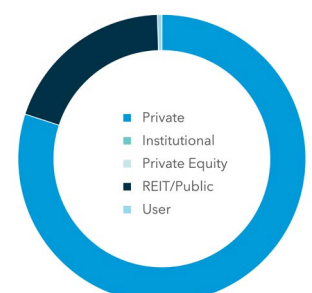
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
530 Civic Drive Walnut Creek, CA	\$57,956,500 \$353,393 Per Unit	164	Granite Capital Group LLC Prometheus Real Estate Group, Inc.
1089 Bluebell Drive Livermore, CA	\$50,000,000 \$299,401 Per Unit	167	Standard Communitites Apartment Income REIT
868 North Livermore Avenue Livermore, CA	\$38,500,000 \$401,042 Per Unit	96	Pacific Urban Investors LLC The Hoffman 1987 Recoverable Trust

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Prometheus Real Estate Group, Inc.	\$57,956,500.00
Friedkin Property Group	\$37,250,500.00
La Posada Apartments	\$7,993,500.00
R Patrick Malkassian	\$7,495,000.00
David Burchard	\$5,150,000.00

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Granite Capital Group, Inc.	\$57,956,500.00
Eden Housing, Inc.	\$37,250,500.00
Kasa Properties	\$7,993,500.00
Mark Golpa & Azar Golpayegani Living Tr.	\$7,495,000.00
Syntero Group	\$5,150,000.00



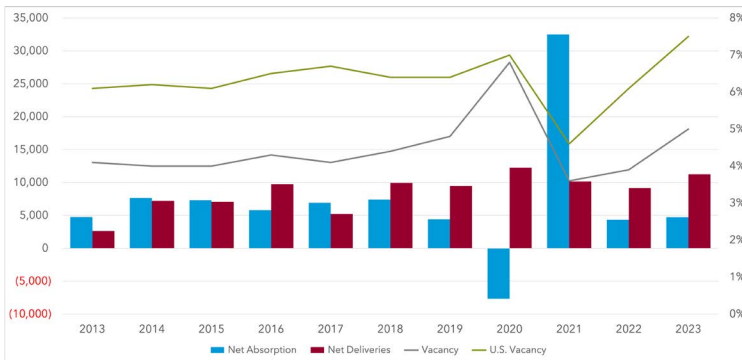
MULTIFAMILY MARKET OVERVIEW

WARREN BERZACK, *National Director of Multifamily*

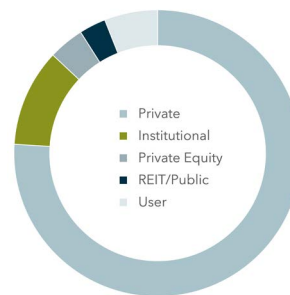
Cooler apartment market conditions in Los Angeles persist in the first quarter of 2024. Net absorption during the past 12 months, 4,800 units, was below the 8,000 units absorbed, annually, on average during the past decade. Weak leasing activity was driven by economic uncertainty and continued outmigration from the metro. Insufficient demand unable to absorb the 11,000 net new units added in 2023. Vacancy throughout 2023 increased from 4.6% to 5.0%. Rents are essentially at the same levels seen a year ago with modest demand resulting in rents declining since a recent peak in late August. Properties with over 25 units that provided concessions in November was 27%, its highest rate since June 2021.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	4,747	4,944	883	3,134	7,861
▲ Vacancy Rate	5.0%	4.8%	4.9%	4.3%	3.9%
▼ Asking Rent/Unit (\$)	\$2,223	\$2,230	\$2,577	\$2,211	\$2,187
▲ Under Construction Units	23,788	23,351	23,479	26,910	28,040
▲ Inventory Units	1,021,626	1,017,488	1,013,023	1,008,705	1,004,511

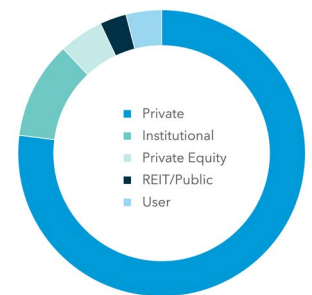
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
398 W. Valley Boulevard San Gabriel, CA	\$125,000,000 \$939,850 Per Unit	133	Unity Prosper Management Chateau Operating Company
915 N. La Brea West Hollywood, CA	\$112,500,000 \$628,492 Per Unit	179	Olympus Property JP Morgan Chase
11450 N. Poema Place Chatsworth, CA	\$106,650,000 \$380,893 Per Unit	280	IMT Residential Equity Residential

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Holland Partner Group	\$640,000,000
Equity Residential	\$560,000,000
Greenland Group	\$510,000,000
AIMCO	\$435,000,000
Sares-Regis Group	\$430,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Olympus Property	\$112,500,000
IMT Residential	\$106,650,000
Xenon Investment Corporation	\$94,000,000
Wiseman Development, Inc.	\$92,000,000
Positive Investments, Inc.	\$82,000,000



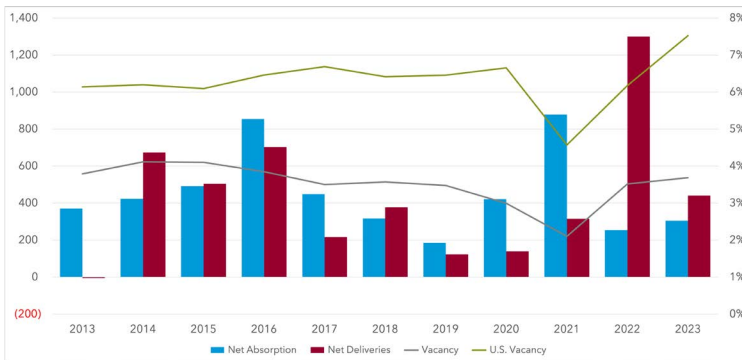
MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

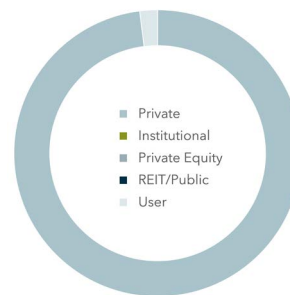
As of this writing the 10 Year Treasury Note is 4.013%, a decrease of 60 bps since the last report. It is important to note the 10 Year peaked above 5% in late October, and briefly fell below 4% in late December. As a result, interest rates for multi-family loans have retreated back to the low 6% range, and in some cases high 5%. With an ongoing shortage of units in the Los Angeles MSA, this should help drive transactions in our local markets, even though rents have plateaued, and it is a presidential election year.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	0	130	120	105	(1)
▲ Vacancy Rate	3.7%	3.5%	3.7%	3.4%	3.5%
▲ Asking Rent/Unit (\$)	\$1,887	\$1,880	\$1,873	\$1,855	\$1,841
▼ Under Construction Units	2,529	2,626	2,029	2,296	1,996
▼ Inventory Units	72,831	72,761	72,761	72,404	72,394

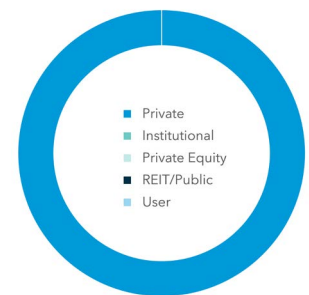
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
150 W. Foothill Boulevard Pomona, CA	\$35,500,000 \$257,246 Per Unit	138	Positive Investments, Inc. MG Properties
745 N. Sunset Avenue West Covina, CA	\$40,000,000 \$285,714 Per Unit	140	B.A.G. Investments, Inc. LLJ Stratford Sunset LLC
1011 W. Cypress Street Covina, CA	\$3,275,000 \$272,917 Per Unit	12	Steve Y. Quach Kevin F. Jones

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Chateau Operating Corp.	\$125,000,000
NextGen Properties	\$38,250,000
MG Properties	\$35,500,000
Stratford Partners	\$20,000,000
LLJ Ventures	\$20,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Unity Prosper Management	\$125,000,000
Positive Investments, Inc.	\$40,500,000
B.A.G. Investments, Inc.	\$40,000,000
HFH LTD	\$38,250,000
Sirott Investments	\$19,800,000



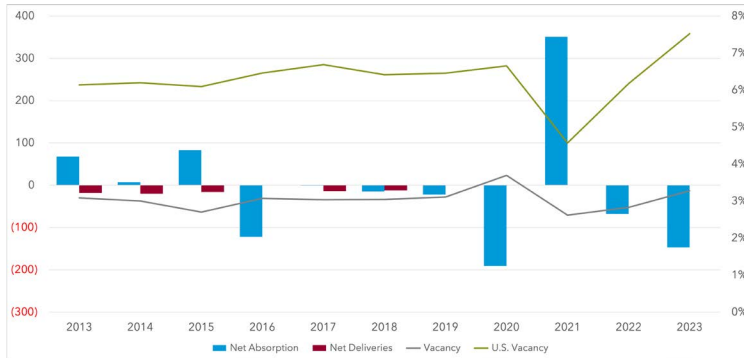
MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

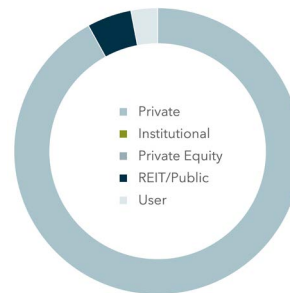
As of this writing the 10 Year Treasury Note is 4.013%, a decrease of 60 bps since the last report. It is important to note the 10 Year peaked above 5% in late October, and briefly fell below 4% in late December. As a result, interest rates for multi-family loans have retreated back to the low 6% range, and in some cases high 5%. With an ongoing shortage of units in the Los Angeles MSA, this should help drive transactions in our local markets, even though rents have plateaued, and it is a presidential election year.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	6	400	44	33	(137)
▲ Vacancy Rate	3.6%	3.5%	3.8%	3.4%	2.9%
▼ Asking Rent/Unit (\$)	\$2,407	\$2,414	\$2,414.00	\$2,392.00	\$2,371.00
▲ Under Construction Units	1,484	1,362	1,657	1,747	2,041
▲ Inventory Units	58,419	58,028	57,571	57,524	57,159

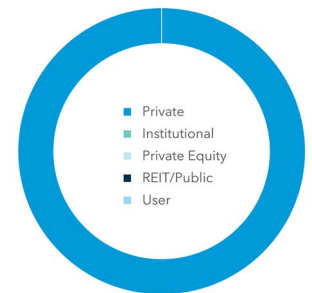
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
416 Pioneer Drive Glendale, CA	\$7,710,000 \$296,538 Per Unit	26	416 Pioneer Dr LLC TC&M LLC
600 E Garfield Avenue Glendale, CA	\$5,375,000 \$223,958 Per Unit	24	Veer Partners Towers LLC KMKK LLC
219 E Maple Street Glendale, CA	\$4,375,000 \$437,500 Per Unit	10	Afton Investment LLC Ashod Mooradian

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Peter M. Fertig	\$15,175,000
Kristen Kaplanis Mcgregor Trust	\$7,500,000
Diana Duenas	\$6,100,000
Jorge S Alcazar	\$5,350,000
Marimo Holdings Inc	\$4,800,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Pink Tillman	\$9,800,000
Abbas Family Revocable Trust	\$7,900,000
Varant & Sevan Markarian	\$7,710,000
Carmeon Yadidi Brock	\$7,050,000
Vana Mehrabian	\$6,100,000



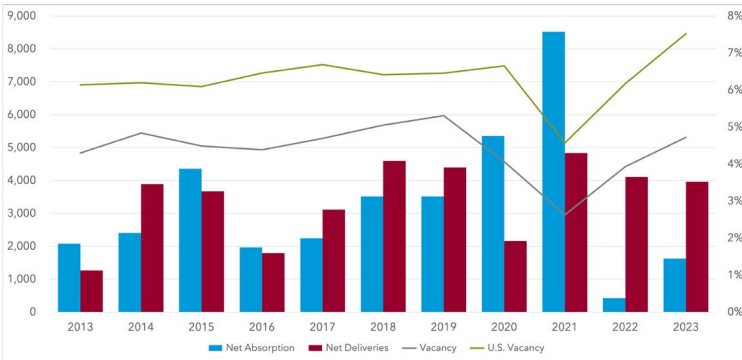
MULTIFAMILY MARKET OVERVIEW

CONNOR MACOMBER, Associate

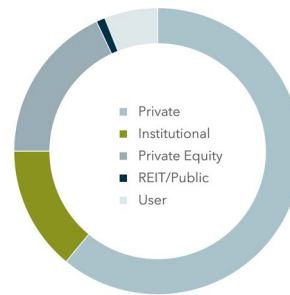
Since Q4 2022, the market cap rate for multifamily rose from 4.068% to 4.495% in Q4 2023. Sales volume has increased from \$443,728,000 in Q3 2023 to \$897,051,000 in Q4 2023. Vacancy rose from 3.934% in Q4 2022 to 4.725% in Q4 2023. In Q4 2022 the average sale price per unit was \$436,575 and it's now decreased to \$390,855 per unit (although it did increase from \$380,556 in Q3 2023). The average months to sale in San Diego County is 4.6 whereas nationally it's 5.5. The asking rent in San Diego saw a decrease in Q4 2023 from \$2,430 to \$2,396 in Q4 2024. The asking rent growth year over year at 1.157%.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Absorption Units	1,630	1,343	696	947	423
▲ Vacancy Rate	4.7%	4.1%	3.8%	3.7%	3.9%
▼ Asking Rent/Unit (\$)	\$2,396	\$2,430	\$2,451	\$2,408	\$2,369
▼ Under Construction Units	7,400	7,865	8,312	8,544	8,223
▲ Inventory Units	277,112	275,584	274,247	273,518	273,148

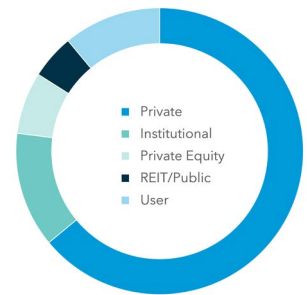
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
333 N. Emerald Drive Vista, CA	\$174,000,000 \$381,579 Per Unit	456	MIG Real Estate LLC MG Properties
8800 Lombard Place San Diego, CA	\$203,000,000 \$676,667 Per Unit	300	Property Reserve, Inc. J.P. Morgan Chase & Co.
1601 Broadway San Diego, CA	\$107,750,000 \$406,604 Per Unit	265	Jackson Square Properties Alliance Residential Company

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
The Premiere Residential Communities	\$342,800,000
J.P. Morgan Chase & Co.	\$203,000,000
MG Properties	\$174,000,000
Gleich Properties	\$163,567,500
Holland Partner Group	\$125,500,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Church of Jesus Christ of Latter-Day Saints	\$203,000,000
MIG Capital	\$174,000,000
FPA Multifamily LLC	\$164,442,500
Devron Properties	\$125,500,000
Jackson Square Properties	\$107,750,000



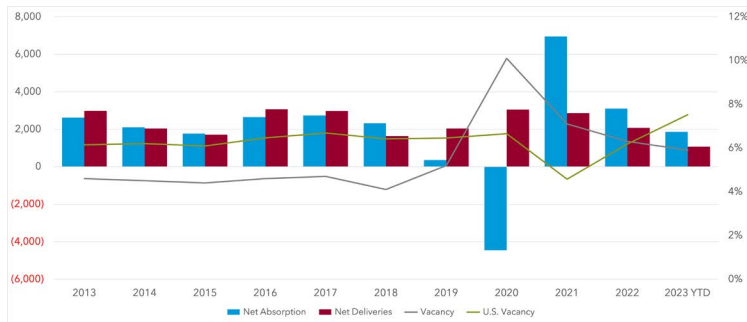
MULTIFAMILY MARKET OVERVIEW

RYAN ABEL, *Vice President*

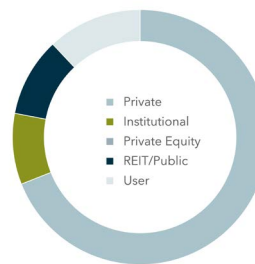
Q42023 continued the trend with low sale volume, lower net absorption and vacancy rates hovering around 6%. Rents have stayed steady and varied very little from the overall average of the past 3 quarters. The largest activity as of last quarter was the purchase of troubled multifamily loans by Brookfield and Ballast from Veritas totaling over 2,000 units and 76 buildings. This is a continuation of Veritas downsizing their portfolio, positioning Brookfield to foreclose on the loan if they so choose. Given the correction in the marketplace for 2023, we do expect volume of transactions to increase in the coming year. Given the new state mandates to streamline construction, we should see an increase in new units to meet demand that hasn't really wavered in the difficult financial climate.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	1,898	2,100	2,472	2,640	2,887
▼ Vacancy Rate	5.9%	6.3%	5.9%	6.1%	6.3%
▼ Asking Rent/Unit (\$)	\$2,838	\$2,875	\$2,908	\$2,897	\$2,891
▲ Under Construction Units	2,065	1,307	1,021	1,214	1,404
▲ Inventory Units	158,939	147,663	147,448	147,165	146,885

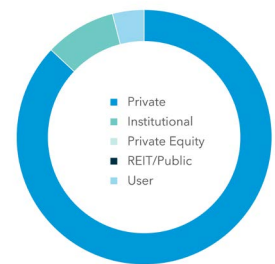
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
1174-1178 Folsom Street San Francisco, CA	\$27,150,000 \$646,429 Per Unit	42	City and County of San Francisco Elizabeth Liu
603 Tennessee Street San Francisco, CA	\$14,000,000 \$583,333 Per Unit	24	Hadad Enterprises, Inc. Avidbank
725-727 Van Ness Avenue San Francisco, CA	\$4,600,000 \$153,333 Per Unit	30	Jeffrey Litke Denis Marie Hart

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
BUILD	\$49,565,752
Elizabeth Liu	\$27,150,000
The Lembi Group	\$15,125,000
Avidbank	\$14,000,000
Common Living, Inc.	\$12,160,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
UDR, Inc	\$49,565,752
City and County of San Francisco	\$27,150,000
Hadad Enterprises	\$14,000,000
Starwood Capital Group	\$12,160,000
The Jeremy Ryan Devich living trust	\$12,025,000



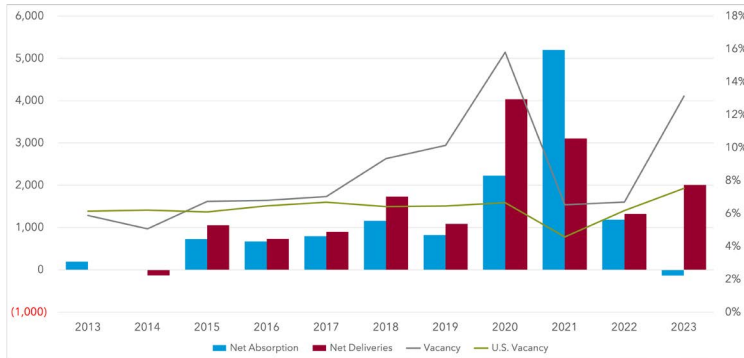
MULTIFAMILY MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

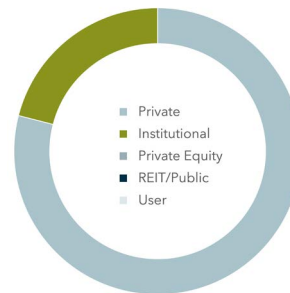
Overall market conditions softened in the Fort Myers multifamily market in the year 2023. Asking rent moderated and vacancy continued to rise. Year-over-year (YOY) total sales volume was dramatically lower than a year ago, ending the quarter at \$7.6M transacted. Quarterly sales volume has not been this low since the pandemic in Q2 2020. Move-ins did increase in Q4 however, as the seasonal patterns of Fort Myers historically show improved demand in "season." Class B apartment communities remained the most resilient asset class in Lee County with the strongest demand at year-end.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	(138)	154	202	574	1,186
▲ Vacancy Rate	13.1%	10.4%	9.5%	8.7%	6.7%
▼ Asking Rent/Unit (\$)	\$1,864.82	\$1,886.26	\$1,908.73	\$1,954.22	\$1,978.21
▼ Under Construction Units	7,410	8,218	7,903	7,903	6,653
▲ Inventory Units	31,213	29,993	29,597	29,597	29,208

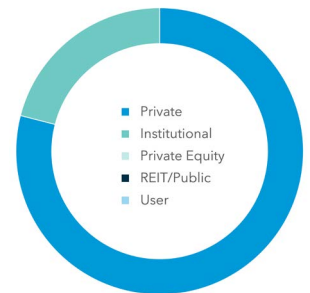
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
2505-2525 Royal Palms Avenue Fort Myers, FL	\$4,200,000 \$116,667 Per Unit	36	Midtown Villa LLC 2505/2525 Royal Palm LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME	TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
PASSCO Companies	\$78,800,000.00	Grant Cardone	\$99,250,000.00
BLD Group	\$72,185,528.00	ECI Group	\$78,800,000.00
Fogelman Properties	\$33,083,333.00	BLD Group	\$36,092,764.00
DRA Advisors	\$33,083,333.00	JSB Capital Group LLC	\$36,092,764.00
LIV Development, LLC	\$33,083,333.00	Ricardo Fertil	\$4,200,000.00



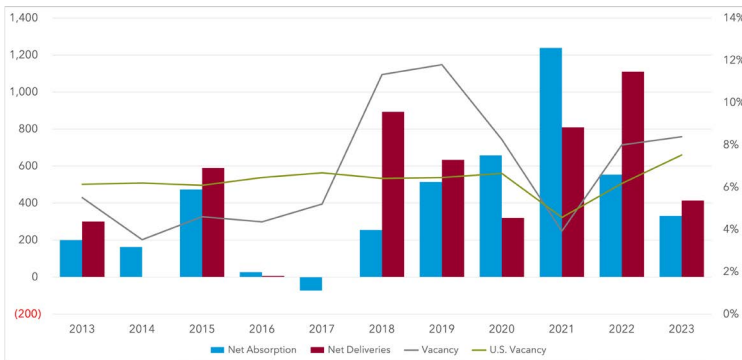
MULTIFAMILY MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

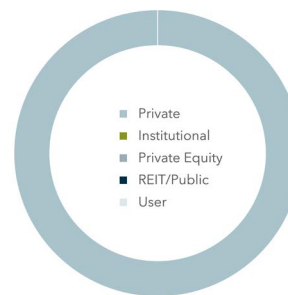
Apartment demand in Naples was positive for the sixth consecutive year. Occupancy remained relatively unchanged at the end of the quarter, recording 94.0% for 2023. There were no new deliveries in the fourth quarter 2023. The largest transaction for the quarter was the sale of 108 units at the Soluna Townhomes community in Naples that closed for \$42.2 million. The largest project under construction remained garden-style apartments Everly, the 434-unit Richman Signature community. A notable high-rise project currently under construction is the Ascent at Metropolitan, which is expected to deliver 270 units in 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	331	423	605	606	554
▼ Vacancy Rate	8.4%	9.9%	10.9%	10.6%	8.0%
▲ Asking Rent/Unit (\$)	\$2,329.40	\$2,320.67	\$2,305.52	\$2,397.55	\$2,437.18
▲ Under Construction Units	1,602	1,259	1,259	1,259	1,161
◀▶ Inventory Units	12,971	12,971	12,971	12,971	12,557

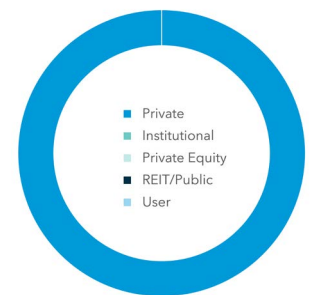
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
3697 Soluna Loop Naples, FL	\$42,228,000 \$391,000 Per Unit	108	Pretium Partners LLC D.R.Horton, Inc.
3000 Areca Avenue Naples, FL	\$1,300,000 \$108,333 Per Unit	12	3467 Bayshore Drive LLC DLSSLD LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Davis Development	\$125,106,900.00
US Industries Group, Inc.	\$30,200,000.00
Kanesville Capital	\$26,500,000.00
Antonio Brown	\$8,450,000.00
John Campbell	\$2,200,000.00

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Beitel Group	\$125,106,900.00
James Birge	\$30,200,000.00
Four Corners Development Group	\$26,500,000.00
Stanley Smagala	\$8,450,000.00
Thomas Rieger	\$2,200,000.00



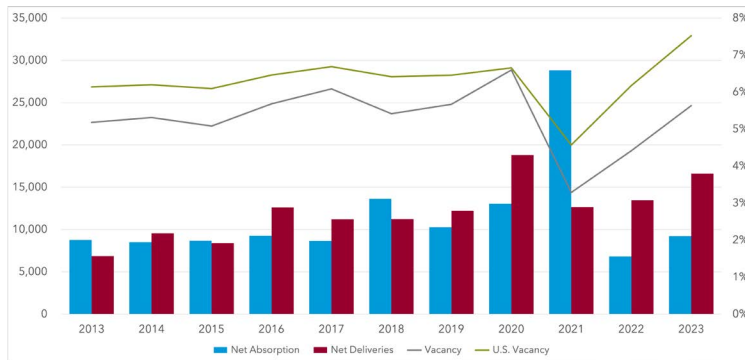
MULTIFAMILY MARKET OVERVIEW

LUISA PENA, *Principal*

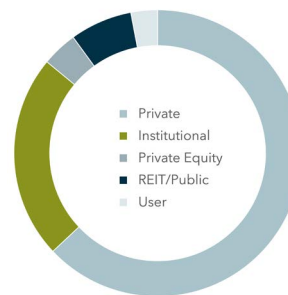
Despite a recent slowdown in demand growth, South Florida's multifamily housing market remains formidable. Challenges in affordability and an extensive pipeline of 49,000 new apartment units under construction have softened market absorption. This surge in supply has led to a 1.2% rise in vacancy rates over the past 12 months, prompting developers to offer rent concessions. However, the demand for apartments remains strong due to a robust labor market and the ongoing issue of affordable housing. Rents are stabilizing and growing at a more normalized pace, although Miami continues to rank as one of the most expensive metropolitan markets. Investor interest remains high, yet the market is experiencing increasing cap rates and evolving market dynamics.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	9,234	9,609	7,632	7,220	6,824
▲ Vacancy Rate	5.6%	5.5%	5.4%	4.9%	4.4%
▲ Asking Rent/Unit (\$)	\$2,128	\$2,124	\$2,128	\$2,125	\$2,109
▲ Under Construction Units	49,458	49,047	49,870	50,949	48,125
▲ Inventory Units	549,828	546,488	542,654	538,233	533,217

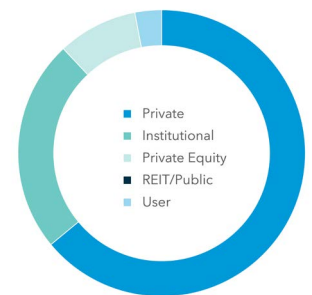
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
3495 N. Pinewalk Drive Margate, FL	\$93,000,000 \$236,041 Per Unit	394	Bar Invest Group Blackstone, Inc.
8991 SW 41st Street Miramar, FL	\$48,200,000 \$150,625 Per Unit	320	The Related Companies ZOM, Inc.
311 NW 42nd Court Deerfield Beach, FL	\$24,600,000 \$91,450 Per Unit	269	Category Five Ventures Prashkovsky Investments

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME	TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Gumenick Properties	\$271,058,000	Apartment Income REIT	\$271,058,000
Prudential	\$248,522,095	Harbor Group International LLC	\$180,500,000
The Carlyle Group	\$130,750,000	Stockbridge Capital Group LLC	\$156,000,000
AEW Capital Management	\$121,000,000	Greystar Real Estate Partners	\$148,278,000
The Related Companies	\$100,000,000	GID Investment Advisors LLC	\$147,328,900



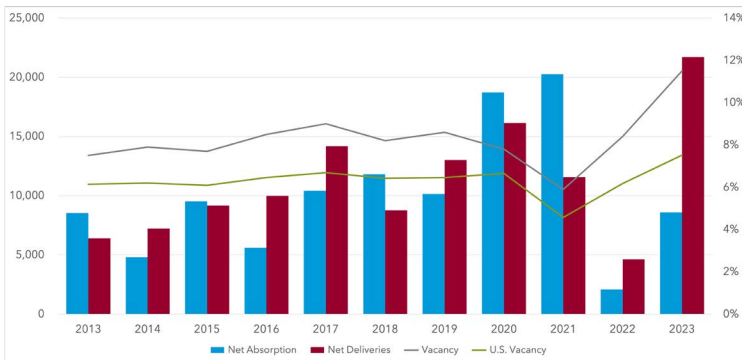
MULTIFAMILY MARKET OVERVIEW

KATE HUNT, Senior Research Analyst

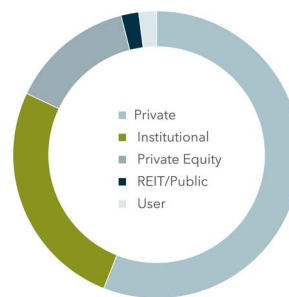
There were a record 21,700 multifamily units delivered in 2023, a 370% increase from 2022, causing overall Atlanta vacancy to continue to trend upward to 11.5%. The deceleration in the growth of asking rents is evident, with a decrease to \$1,582 per unit in Q4. Anticipated growth in vacancy is on the horizon over the next few quarters due to an influx of new supply hitting the market in 2024. However, the reduction in groundbreakings is expected to alleviate these supply pressures gradually, enabling the recovery of Atlanta's multifamily fundamentals.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Absorption Units	8,586	4,332	3,583	4,747	2,076
▲ Vacancy Rate	11.5%	10.5%	10.3%	9.0%	8.4%
▼ Asking Rent/Unit (\$)	\$1,582	\$1,605	\$1,599	\$1,615	\$1,603
▼ Under Construction Units	34,534	35,997	40,022	40,605	39,214
▲ Inventory Units	556,179	550,339	588,392	538,740	534,614

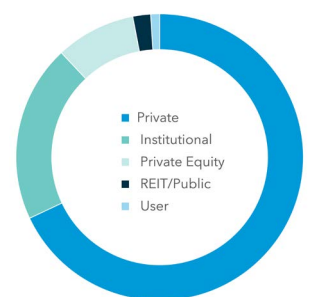
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
1140 Spring Street NW Atlanta, GA	\$151,000,000 \$444,118 Per Unit	340	Goldrich Kest The Carlyle Group
1500 Ridge Brook Trail Duluth, GA	\$110,250,000 \$207,237 Per Unit	532	The Related Companies GoldOller Real Estate Investments
720 Hank Aaron Drive SE Atlanta, GA	\$94,000,000 \$298,413 Per Unit	315	Weinstein Properties Trammell Crow Residential

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$1,433,675,139
The RADCO Companies	\$1,242,500,000
RangeWater Real Estate	\$960,275,000
The Walden Group	\$783,848,563
Cortland	\$778,400,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$2,843,366,430
Starwood Capital Group	\$1,121,276,493
GID Investment Advisors LLC	\$1,090,000,000
Greystar Real Estate Partners	\$1,033,333,300
Bridge Investment Group	\$1,029,700,000



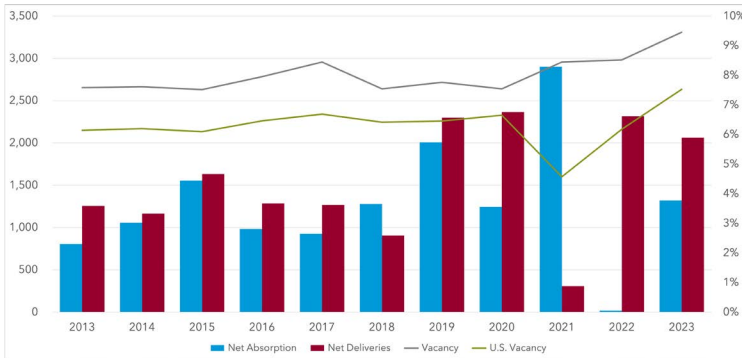
MULTIFAMILY MARKET OVERVIEW

KYLE GROSS, *Senior Director*

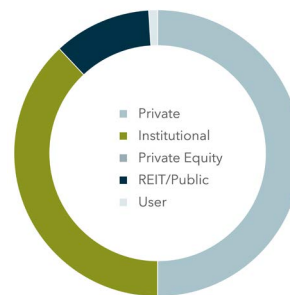
In the 4th quarter, the Durham multifamily vacancy rate increased slightly to 9.5% and the average market rent remained the same. Net unit deliveries in Q4 were approximately 771 units, up from 482 in Q3. The development pipeline remains active, with approximately 5,665 units under construction. Over 2023, the sales volume stood at \$636 million, which is below the market's 10-year average. While the multifamily product faces challenges due to mortgage rates and increasing costs compared to previous quarters, the Raleigh-Durham area's strong growth, top universities, skilled workforce, and quality of living continue to attract investors.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Absorption Units	1,319	567	(146)	16	17
▲ Vacancy Rate	9.5%	9.3%	10.5%	8.9%	8.5%
▼ Asking Rent/Unit (\$)	\$1,502	\$1,516	\$1,548	\$1,532	\$1,520
▲ Under Construction Units	5,665	5,528	5,343	4,800	3,710
▲ Inventory Units	59,210	58,439	57,957	57,347	57,147

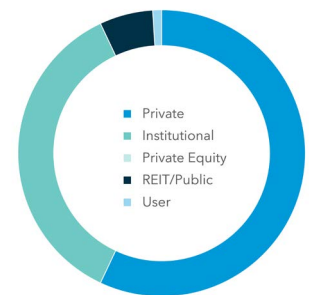
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
100 Village Crossing, Reserve at Meadowmont, Chapel Hill, NC	\$83,600,000 \$324,031 Per Unit	258	Mesirow Financial Bell Partners, Inc.
240 Ivy Meadow Lane Durham, NC	\$70,000,000 \$259,259 Per Unit	270	Jefferson Apartment Group / Stars REI Spyglass Realty Partners
110 Piney Mountain Road Chapel Hill, NC	\$42,500,000 \$126,488 Per Unit	336	Chapel Hill 336 LLC Solomon Organization

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Duck Pond Realty	\$174,300,000
Blackstone	\$144,000,000
Kelby Farms	\$84,800,000
Woodfield	\$84,750,000
Spyglass Realty Partners	\$70,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Munich RE	\$89,000,000
CWS Capital Partners LLC	\$85,292,000
King Properties	\$84,750,000
Mesirow Financial	\$83,600,000
Apartment Investment and Mgmt Co.	\$70,000,000



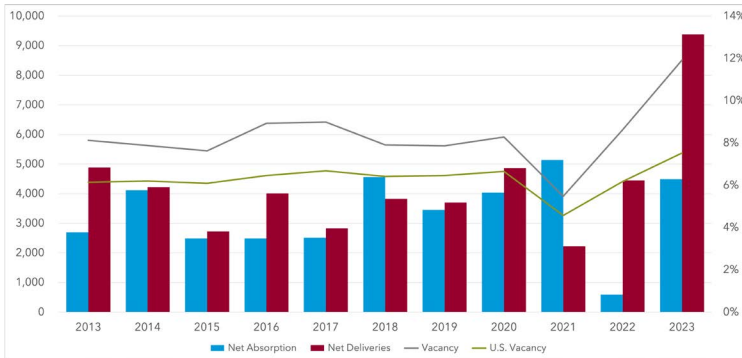
MULTIFAMILY MARKET OVERVIEW

KYLE GROSS, *Senior Director*

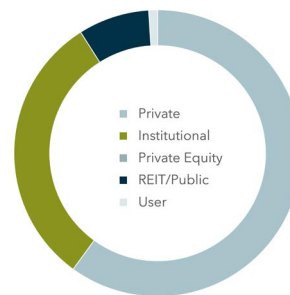
In the 4th quarter, the Raleigh multifamily vacancy rate increased slightly to 11.9%. Rents have been declining over the past 12 months, with the average rent around \$1,520/month. Net deliveries remained stable over the last two quarters with the total delivery for the year at 9,380 units. Over 2023, the sales volume reached \$1.0 billion, which is below the market's 10-year average. The market cap rate has risen in recent quarters but remains over the national average. The market price per unit is \$230,000 per unit, comparable to the national average.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	1,010	1,125	1,510	844	(261)
▲ Vacancy Rate	11.9%	11.0%	10.2%	9.5%	8.6%
▼ Asking Rent/Unit (\$)	\$1,516	\$1,548	\$1,585	\$1,572	\$1,555
▼ Under Construction Units	14,010	15,154	15,939	16,106	16,398
▲ Inventory Units	124,169	121,797	119,480	116,773	114,789

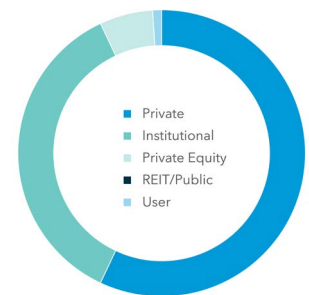
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
2327 Grant Ave Raleigh Solis Cameron Hills, Raleigh, NC	\$114,500,000 \$363,492 Per Unit	315	TA Realty Terwilliger Pappas
628 Blue Ridge Rd, Novo Blue Ridge Raleigh, NC	\$73,650,000 \$263,036 Per Unit	280	Eaton Vance RE Shelton McNally Real Estate
6350 Terra Verde Drive NorthCity 6 Raleigh, NC	\$64,250,000 \$220,790 Per Unit	291	Beacon Real Estate Group LLC New York Life Real Estate Investors

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Crescent Communities LLC	\$204,616,992
Terwilliger Pappas	\$114,500,000
Alliance Residential Company	\$93,250,000
The Halle Companies	\$84,500,000
Investcorp	\$80,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Mitsubishi Estate Co., Ltd	\$319,116,992
Westbrook Partners	\$93,250,000
Apartment Investment and Mgmt Co.	\$84,500,000
Two Sigma	\$80,000,000
CBRE Investment Management	\$79,925,000



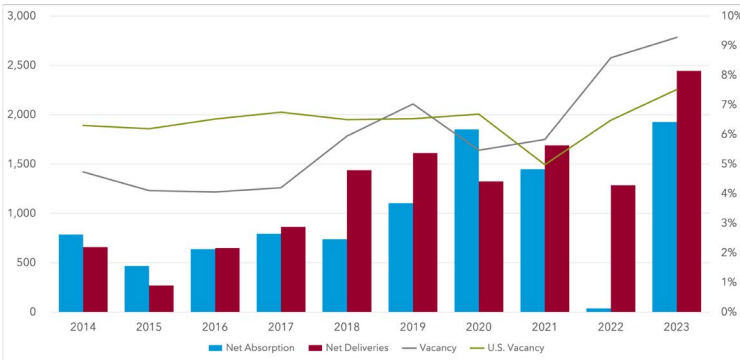
MULTIFAMILY MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

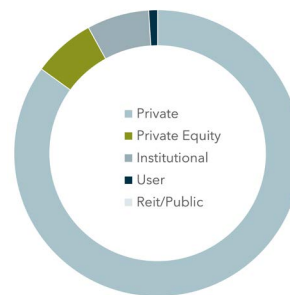
Northern Nevada’s real “Quality of Life” benefits and location have kept the area growing and in a boom cycle for a decade. This has spurred rapid growth in local multifamily development. But as new supply has raced ahead of demand, rent growth has slowed or halted. This does not mean that the area has stopped growing. But rent growth and new construction will be hobbled until the market stabilizes and demand catches back up. One couldn’t be faulted for believing that the area’s many recreational and commercial allurements justify a strong outlook.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Absorption Units	1,927	1,373	978	585	38
▼ Vacancy Rate	9.3%	9.6%	9.2%	8.1%	8.6%
▼ Asking Rent/Unit (\$)	\$1,508.48	\$1,525.19	\$1,547.88	\$1,537.08	\$1,523.00
▼ Under Construction Units	2,279	2,897	3,188	3,899	3,764
▲ Inventory Units	44,852	44,234	43,673	42,662	42,407

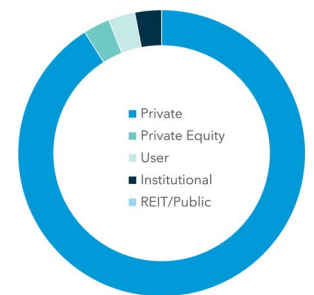
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
5599 Quail Manor Court Reno, NV	\$14,500,000 \$258,929 Per Unit	56	Javier Vega MJD Capital Partners
823 Ralston Street Reno, NV	\$3,600,000 \$180,000 Per Unit	20	67 Ralston Holdings Berger Realty LLC
402 W. 9th Street Reno, NV	\$5,300,000 \$331,250 Per Unit	16	67 Ralston Holdings Berger Realty LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
ERGS, Inc.	\$302,500,000
Sunroad Holding Corporation	\$176,416,666
DiNapoli Capital Partners	\$92,500,000
Prim Ventures, Inc.	\$92,250,000
Oakmont Properties	\$89,250,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
MG Properties	\$489,950,000
Benedict Canyon Equities Inc.	\$163,950,000
Northland	\$123,100,000
McClellan Park, LLC	\$118,500,000
Tilden Properties	\$114,000,000



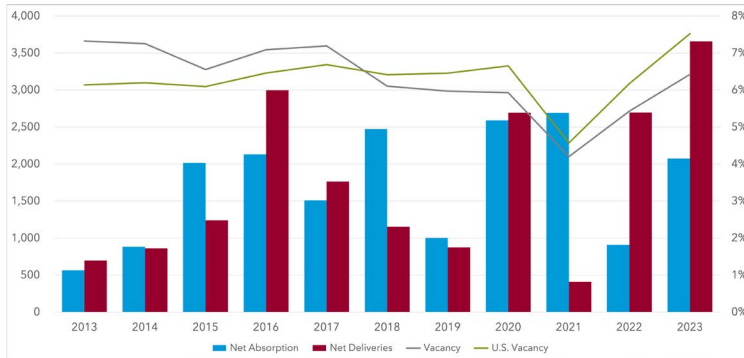
MULTIFAMILY MARKET OVERVIEW

JOSH HARKAVY, *Vice President*

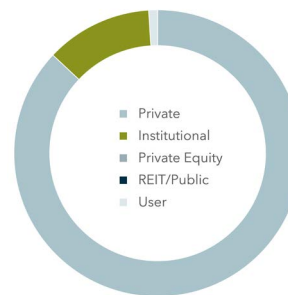
In the fourth quarter 2023, Cincinnati multi-family vacancy edged up to 6.4% from 6.2% in Q3. There are 4,134 units under construction with rent growth at 3.2% YOY. Household incomes are at the national level, with Cincinnati's rents remaining almost 30% lower. Due to units under construction, market softness is to be expected, moderated by the lack of availability of single-family homes. Sales were down 62% in 2023 YOY. Sale prices were \$65K per unit in 2023, and \$81K per unit in 2022. Cap rates on average are 70 basis points (7.7%) higher YOY. Higher interest rates will continue, and with little willingness from owners to reduce prices, sales volume will remain weak at least for the first half of 2024.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	2,077	2,274	1,593	1,077	910
▲ Vacancy Rate	6.4%	6.2%	5.8%	5.7%	5.4%
▲ Asking Rent/Unit (\$)	\$1,211.55	\$1,210.42	\$1,210.28	\$1,196.91	\$1,174.37
▼ Under Construction Units	4,134	4,468	5,202	5,958	6,353
▲ Inventory Units	139,568	139,198	137,803	136,917	135,910

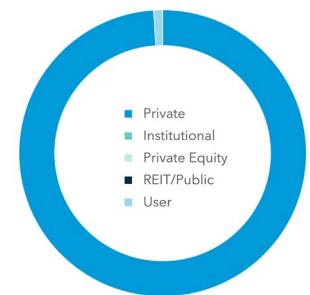
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
5661-5665 Glenway Avenue Cincinnati, OH	\$1,000,000 \$52,632 Per Unit	19	Tsegaye Jabir Kedir Abdullahi Aweys Shongolo
6370 Barre Road Loveland, OH	\$835,000 \$69,583 Per Unit	12	Nasima A. Jafferjee Christina Petkos
7371 Elizabeth Street Mount Healthy, OH	\$1,600,000 \$80,000 Per Unit	20	John S. Corder ERA Real Solutions Realty

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Nicol Investment Company	\$86,700,000
Varia US Properties	\$61,250,000
Mendel Steiner	\$60,559,000
Venture Real Estate Co.	\$7,300,000
Brian Bessler	\$2,900,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Crawford Hoying	\$86,700,000
Mendel Steiner	\$60,559,000
TBG Funding LLC	\$32,250,000
Venture Real Estate Co.	\$29,000,000
davisRE	\$3,649,999



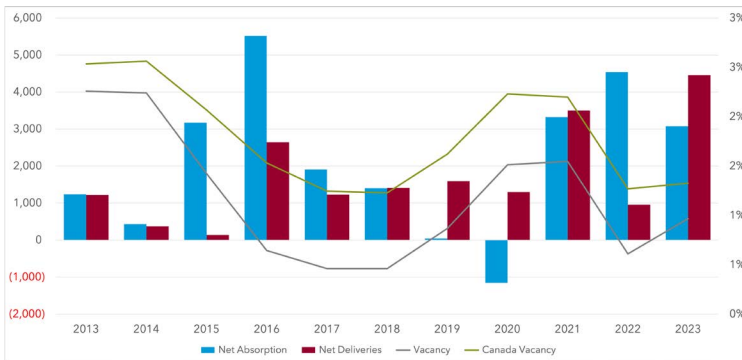
MULTIFAMILY MARKET OVERVIEW

LUIS ALMEIDA, SIOR, *Executive Vice President, Partner*

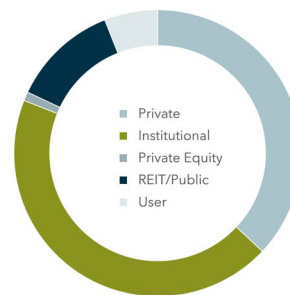
Toronto's population growth, fueled by robust international migration, outpaces apartment supply which forces many towards rentals due to the high demand and limited homeownership opportunities. The resulting low vacancy rate fuels strong annual growth in apartment rentals, with expectations of future deceleration due to fewer turnover opportunities. Developers have responded with ongoing construction projects, facilitated by the federal government's exclusion of GST on new rentals. Despite favorable fundamentals, investor interest has cooled amid higher interest rates and economic slowdown, leading to a widened bid-ask spread in the transaction market over the past year.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Absorption Units	3,077	2,698	2,679	3,433	4,538
◀▶ Vacancy Rate	1.0%	1.0%	0.9%	0.7%	0.6%
▲ Asking Rent/Unit (\$)	\$2,219	\$2,209	\$2,169	\$2,118	\$2,062
▼ Under Construction Units	22,021	22,380	21,320	18,300	18,113
▲ Inventory Units	387,899	387,368	385,596	384,284	383,441

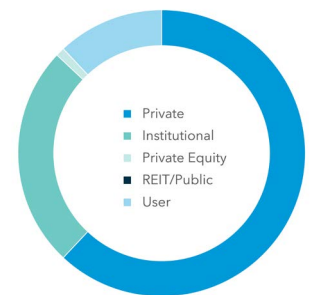
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
2293 Eglinton Avenue East Toronto, ON	\$32,350,000* \$274,153 Per Unit	118	Lankin Investments Greencrest Developments
245 Carlaw Avenue Toronto, ON	\$1,295,000* \$14,716 Per Unit	88	Undisclosed MK International, Inc.
2 Laxton Avenue Toronto, ON	\$10,950,000* \$202,778 Per Unit	54	WoodGreen Community Services GK Associates

*All numbers shown are in Canadian dollars (CAD)

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME	TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Power Corporation of Canada	\$185,500,000	Starlight Investments Ltd.	\$232,380,018
Roche Development Group, Inc	\$170,180,018	Realstar Group	\$84,748,231
Alit Developments	\$84,748,231	Lankin Investments	\$62,850,000
Harry Rotenberg Real Estate	\$69,500,000	Connor, Clark & Lunn Financial Group	\$61,833,333
Hazelview Investments	\$65,115,250	InterRent Real Estate Investment Trust	\$61,833,333



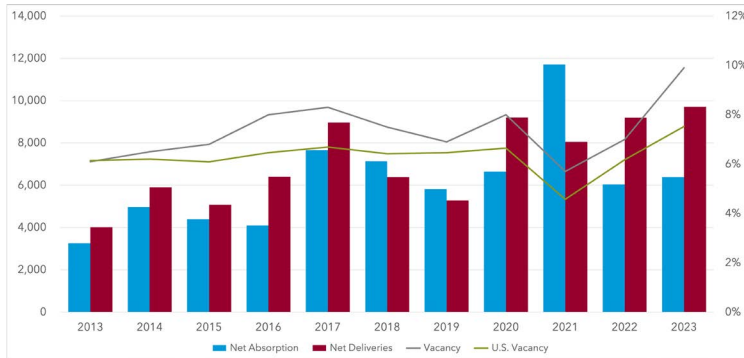
MULTIFAMILY MARKET OVERVIEW

GAINES HANKS, Associate

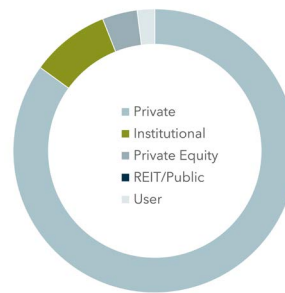
Nashville's strong job and population growth over the past two decades has led to an unprecedented number of developers making their way to the area, hitting record highs at the end of 2023 with nearly 10,000 multifamily unit deliveries. Demand for those units has been steadfast as more than 6,000 units have been absorbed in the past year. Vacancies, however, do continue to trend upward. Like other property types in the nation, under construction activity in Nashville has seen a sign of slowing down at the end of 2023, as costs increase and overall economic uncertainty put additional pressures on developers.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Absorption Units	6,390	6,643	4,733	3,360	6,039
▲ Vacancy Rate	9.9%	9.7%	9.7%	9.0%	7.0%
▼ Asking Rent/Unit (\$)	\$1,529	\$1,551	\$1,558	\$1,534	\$1,511
▼ Under Construction Units	20,789	21,117	24,574	24,493	23,591
▲ Inventory Units	212,045	209,013	206,539	201,524	197,626

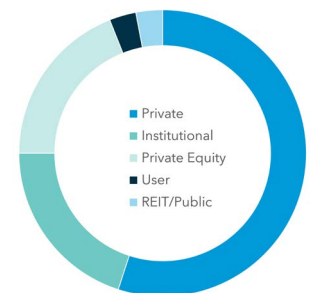
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
222 Stockyard Street Nashville, TN	\$114,570,000 \$335,000 Per Unit	342	Weinstein Properties Blackstone, Inc.
1401 3rd Avenue N Nashville, TN	\$78,000,000 \$313,253 Per Unit	249	Phoenix Realty Grp LLC/Ditmas Management Corp. Bluestone Properties
615 Old Hickory Boulevard Nashville, TN	\$99,337,000 \$308,500 Per Unit	322	TA Realty Crescent Communities LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$608,604,961
Mount Auburn Capital Group LLC	\$460,868,656
Starwood Capital Group	\$441,070,412
Crescent Communities	\$370,907,000
Alliance Residential Company	\$353,625,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Starwood Capital Group	\$646,906,632
GVA Property Management	\$532,352,494
Blackstone, Inc.	\$515,263,515
Hamilton Zanze & Company	\$493,545,000
Weinstein Properties	\$401,570,000



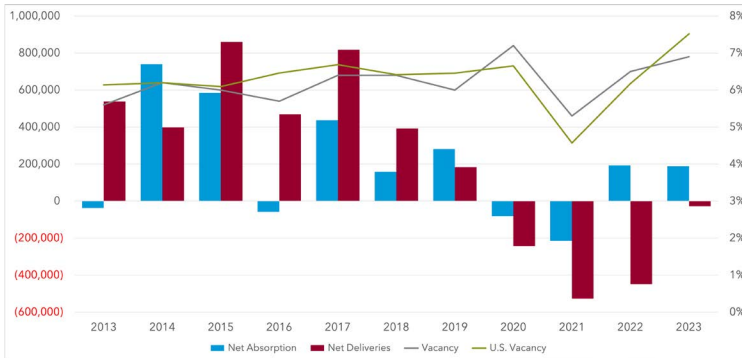
MULTIFAMILY MARKET OVERVIEW

CANDICE CHEVAILLIER, CCIM, *Principal*

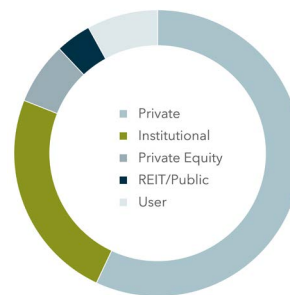
In Q4, there was a slight uptick in absorption from the prior three quarters, but just shy of the absorption in Q1 2022. The vacancy rate has increased by only 10 bps and is likely to begin trending back down with the spigot turned off on new development. Rent per unit, though down slightly, is expected to begin to increase over the course of 2024. Coming out of the value trough of 2023, with interest rates measurably down as much as 50-70 bps between quarters, we see an opportunity for apartment values to recover and for sales volume to rebound.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▲ 12 Mo. Absorption Units	5,736	5,253	5,429	5,602	6,110
▲ Vacancy Rate	6.9%	6.8%	6.3%	6.5%	6.5%
▼ Asking Rent/Unit (\$)	\$1,957	\$1,974	\$1,993	\$1,966	\$1,942
▲ Under Construction Units	24,982	24,905	27,647	26,858	26,711
▲ Inventory Units	381,146	379,764	376,494	375,066	373,362

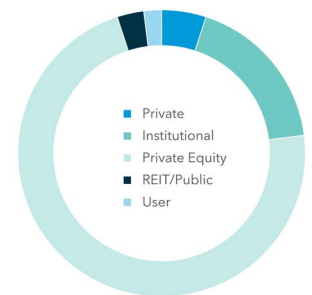
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



**'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
15030 SE 179th Street Renton, WA	\$107,000,000 \$267,500 Per Unit	400	Abacus Capital Group Sequoia Equities, Inc.
15808 Bear Creek Parkway Redmond, WA	\$125,000,000 \$347,222 Per Unit	360	Jackson Square Properties Fairfield Residential
14200 Linden Avenue N Seattle, WA	Undisclosed	474	Undisclosed Inland Group

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME	TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Greystar Real Estate Partners	\$1,094,877,135	Marcus & Millichap	\$903,159,500
Blackstone, Inc.	\$785,810,000	Security Properties, Inc.	\$817,025,000
Security Properties, Inc.	\$711,220,000	Blackstone, Inc.	\$672,425,000
Goodman Real Estate, Inc.	\$652,710,100	Acacia Capital Coporation	\$611,790,000
Kennedy Wilson, Inc.	\$620,700,000	Rise Property Trust	\$559,294,766

ABSORPTION

Refers to the change in occupancy over a given time period. Lease renewals are not factored into absorption unless the renewal includes the occupancy of additional space. (In that case, the additional space would be counted in absorption.) Pre-leasing of space in non-existing buildings (e.g., Proposed, Under Construction, Under Renovation) is not counted in absorption until the actual move-in date.

CAP RATE

The income rate of return for a total property that reflects the relationship between one year's net operating income expectancy and the total price or value. Calculated by dividing the net operating income by the sale price or value.

CLASS A OFFICE

In general, a class A building is an extremely desirable investment-grade property with the highest quality construction and workmanship, materials and systems, significant architectural features, the highest quality/expensive finish and trim, abundant amenities, first rate maintenance and management; usually occupied by prestigious tenants with above average rental rates and in an excellent location with exceptional accessibility. They are most eagerly sought by international and national investors willing to pay a premium for quality and are often designed by architects whose names are immediately recognizable. A building meeting this criteria is often considered to be a landmark, either historical, architectural or both. It may have been built within the last 5-10 years, but if it is older, it has been renovated to maintain its status and provide it many amenities. Buildings of this stature can be one-of-a-kind with unique shape and floor plans, notable architectural design, excellent and possibly outstanding location and a definite market presence.

CLASS B OFFICE

In general, a class B building offers more utilitarian space without special attractions. It will typically have ordinary architectural design and structural features, with average interior finish, systems, and floor plans, adequate systems and overall condition. It will typically not have the abundant amenities and location that a class A building will have. This is generally considered to be more of a speculative investment. The maintenance, management and tenants are average to good, although, Class B buildings are less appealing to tenants and may be deficient in a number of respects including floor plans, condition and facilities. They therefore attract a wide range of users with average rents. They lack prestige and must depend chiefly on lower price to attract tenants and investors. Typical investors are some national but mostly local.

CLASS C OFFICE

In general, a class C building is a no-frills, older building that offers basic space. The property has below-average maintenance and management, a mixed or low tenant prestige, and inferior elevators and mechanical/electrical systems. As with Class B buildings, they lack prestige and must depend chiefly on lower price to attract tenants and investors.

GROSS ABSORPTION

For existing buildings, the measure of total square feet occupied (indicated as a Move-In) over a given period of time with no consideration for space vacated during the same time period. Sublet space and lease renewals are not factored into gross absorption. However, in a lease renewal that includes the leasing of additional space, that additional space is counted in gross absorption. Preleasing of space in non-existing buildings (Planned, Under Construction or Under Renovation) is not counted in gross absorption until actual move in, which by definition may not be any earlier than the delivery date.

INDUSTRIAL GROSS RENT

A type of Modified Gross lease where the tenant pays one or more of the expenses in addition to the rent. Exact details must be confirmed for each lease.

INVENTORY

Existing inventory refers to the total square footage of buildings that have received a certificate of occupancy and are able to be occupied by tenants. It does not include space that is either planned, or under construction.

MODIFIED GROSS

Modified Gross is a general type of lease rate where typically the tenant will be responsible for their proportional share of one or more of the expenses. The Lessor (landlord) will pay the remaining expenses. For example: Plus Electric means the tenant pays rent plus their own electric expense, or Plus Janitorial means the tenant pays the rent plus their own janitorial expense. Both of these are types of Modified Gross Leases, which may vary from tenant to tenant.

NET ABSORPTION

For existing buildings, the measure of total square feet occupied (indicated as a Move-In) less the total space vacated (indicated as a Move-Out) over a given

period of time. Lease renewals are not factored into net absorption. However, in a lease renewal that includes the leasing of additional space, that additional space is counted in net absorption. Pre-leasing of space in non-existing buildings (Planned, Under Construction or Under Renovation) is not counted in net absorption until actual move in, which by definition may not be any earlier than the delivery date.

TRIPLE NET (NNN)

A lease in which the tenant is responsible for all expenses associated with their proportional share of occupancy of the building.

UNDER CONSTRUCTION

Buildings in a state of construction, up until they receive their certificate of occupancy. In order for CoStar to consider a building Under Construction, the site must have a concrete foundation in place.

VACANCY RATE

Expressed as a percentage - it identifies the amount of New/Relet/Sublet space vacant divided by the existing RBA. Can be used for buildings or markets.

COMMON LEASE TYPES MATRIX

LEASE TYPE	RESPONSIBILITY FOR EXPENSES	OTHER
Gross (full service)	Landlord pays all or most of the operating expenses and taxes.	Costs of operation must be disclosed in lease.
Modified Gross	Expenses are divided between tenant and landlord.	Costs can be double or triple net depending on terms of lease.
Net	Tenant pays all operating expenses.	Landlord must disclose tenant responsibility in lease.
Triple Net (Net-net-net, or NNN)	Tenant pays all operating expenses, taxes and insurance.	Landlord is responsible for structure, roof and maybe parking lot.

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