



# LEE & ASSOCIATES

COMMERCIAL REAL ESTATE SERVICES



## FEATURED MARKET REPORTS

## THE LEE ADVANTAGE

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?

Since 1979, Lee & Associates has reimagined the way that commercial real estate companies should be structured. Each Lee & Associates office is owned and operated by its professionals. As shareholders of the company, this separates us from our competition and creates one common goal; to provide seamless, consistent execution and value-driven market-to-market services to our clients.

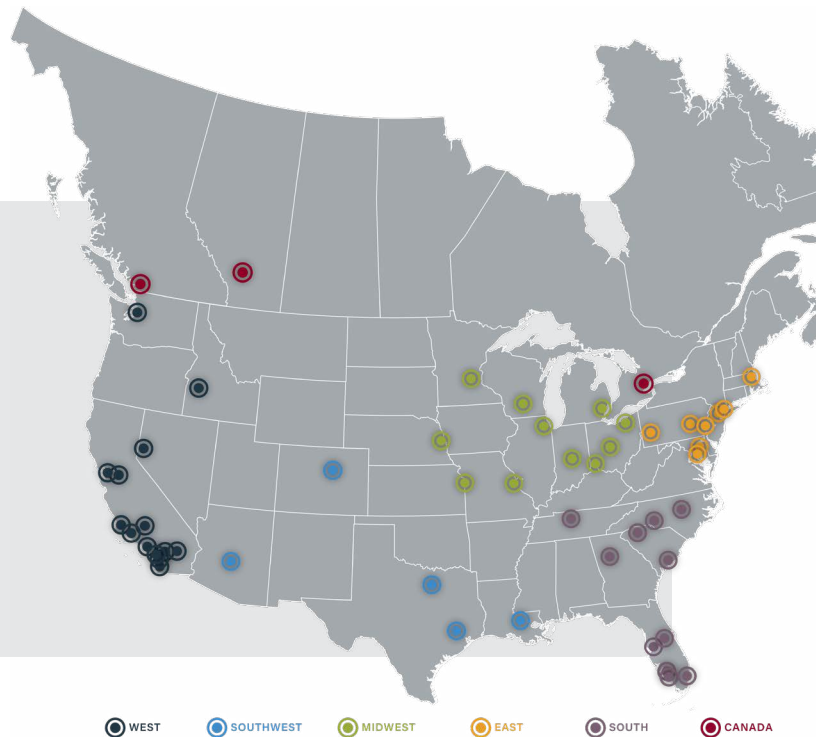
## SERVICES TO MEET THE NEEDS OF OUR CLIENTS

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: DOCKWORKERS STRIKE THREAT, TARIFF QUESTIONS SLOW DEMAND

Tenant demand for industrial space in the United States and Canada fell sharply in 2024 and rent growth was the weakest in more than a decade. Several factors were behind the slowdown. Business owners paused expansions in 2023 largely due to lingering supply-chain issues and higher interest rates that reduced home sales and purchases of home improvement materials and appliances. In the U.S., a potential longshoremen strike threatened East Coast shipping and caution continued to hobble growth plans in 2024 pending the general election and its effect on tariffs.

Fourth-quarter net absorption in the U.S. totaled 37 million SF, down 45% from the same period in 2023. For the year, net absorption totaled 113.7 million SF, off 36% from 2023. As long as net absorption can remain marginally positive, vacancy increases will likely slow in 2025 as the volume of speculative developments completing construction is set to abate. The continued reduction in industrial construction starts that occurred in late 2024 also raises the probability that the U.S. vacancy rate could begin to decline by late 2025 or early 2026.

In the meantime, year-over-year rent growth has slowed to 2.1%, the slowest level since 2012. Thanks to record rent growth during the pandemic, many leases are still renewing at more than 40% higher rates after being marked to market. However, this is much more easily achieved in the small building segment of the market, where vacancy remains less than 4% and near pre-Covid record lows. In contrast, the stock of logistics properties 100,000 SF or larger has grown by 20% over the past four years and the vacancy rate among these buildings has surpassed 9%, hitting the highest level since 2012.

Abundant distribution center closures by third party logistics firms contributed to the soft quarter with UNIS, DHL and Pitney Bowes each closing more than one large facility in the final months of the year. Retailers and manufacturers selling goods such as furniture and building materials also continue to be negatively impacted by higher mortgage rates. During the fourth quarter, Big Lots closed a 3.9-million-SF facility in Columbus serving as its corporate headquarters and largest distribution center. Malouf, a luxury mattress maker, closed a 1.2 million SF facility in Bakersfield and Home Depot vacated a 990,000 SF distribution facility that it listed for sublease in Chicago's Joliet submarket.

While new deliveries have peaked, several Sunbelt and Midwest markets with fewer constraints on new development are still in the midst of a record supply wave that could take tenants more than two years to fully absorb. Austin, Indianapolis, Greenville/Spartanburg, Phoenix and San Antonio stand out as markets with risks of prolonged higher availability rates, particularly among larger industrial properties as developers have been focused on building projects 50,000 SF or larger in recent years.

Arguably, the biggest issue for Canada's industrial market is the excess of recently developed speculative big-box spaces. Available sublet space in properties with higher clear heights has reached the highest levels on record since 2013. Unsurprisingly, much of this available space is concentrated in the country's major distribution markets, including the Greater Toronto Area and Calgary.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / SF ANNUAL		HIGHEST MARKET SALE PRICE / SF	
ON, Toronto	2.6%	CA, San Francisco	\$27.72	CA, San Francisco	\$428
BC, Vancouver	3.0%	CA, San Diego	\$22.68	CA, Orange County	\$340
NE, Omaha	3.1%	FL, Miami	\$20.40	CA, San Diego	\$324
AB, Calgary	3.7%	NY, New York*	\$19.68	BC, Vancouver	\$316 CAD
OH, Cleveland	3.9%	CA, Orange County	\$19.56	CA, Los Angeles	\$303
<b>U.S. Index</b>	6.9%	<b>U.S. Index</b>	\$12.00	<b>U.S. Index</b>	\$149
<b>Canada Index</b>	3.0%	<b>Canada Index</b>	\$12.24 CAD	<b>Canada Index</b>	\$211 CAD

MOST SF UNDER CONSTRUCTION SF		LARGEST INVENTORY BY SF		LOWEST MARKET CAP RATE	
GA, Savannah	25,719,488	IL, Chicago	1,415,271,031	BC, Vancouver	4.1%
TX, Dallas-Fort Worth	22,558,969	TX, Dallas-Fort Worth	1,198,592,569	ON, Toronto	4.6%
ON, Toronto	21,794,494	CA, Los Angeles	964,398,357	CA, Inland Empire	4.7%
AZ, Phoenix	21,685,808	NY, New York*	888,368,231	CA, Los Angeles	5.2%
TX, Austin	18,931,230	ON, Toronto	887,228,203	CA, Orange County	5.4%
<b>U.S. Index</b>	321,860,561	<b>U.S. Index</b>	19,268,124,328	<b>U.S. Index</b>	7.5%
<b>Canada Index</b>	42,544,368	<b>Canada Index</b>	1,919,955,464	<b>Canada Index</b>	5.4%

\* 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
<b>AB, Calgary **</b>	3.7%	\$0.77	\$126	4,076,422	192,266,717	7.1%
<b>AZ, Phoenix</b>	12.5%	\$1.13	\$173	21,685,808	491,489,084	6.7%
<b>BC, Vancouver **</b>	3.0%	\$1.21	\$316	6,749,947	281,417,388	4.1%
<b>CA, Bakersfield</b>	10.3%	\$0.83	\$107	787,823	66,947,356	7.5%
<b>CA, East Bay</b>	7.9%	\$1.46	\$269	2,448,875	280,158,812	5.8%
<b>CA, Fresno</b>	4.4%	\$0.73	\$83	357,000	87,327,347	7.9%
<b>CA, Inland Empire</b>	7.8%	\$1.13	\$262	13,194,821	782,444,461	4.7%
<b>CA, Los Angeles</b>	6.1%	\$1.50	\$303	5,357,096	964,398,357	5.2%
<b>CA, Orange County</b>	5.5%	\$1.63	\$340	2,104,205	304,143,937	5.4%
<b>CA, San Diego</b>	7.9%	\$1.89	\$324	3,969,370	213,183,548	6.2%
<b>CA, San Francisco</b>	12.6%	\$2.31	\$428	3,545,219	102,093,700	5.9%
<b>CA, San Luis Obispo</b>	3.9%	\$1.35	\$193	457,820	9,976,190	6.8%
<b>CA, Santa Barbara</b>	4.3%	\$1.49	\$210	0	20,322,695	7.0%
<b>CA, Stockton</b>	9.0%	\$0.80	\$130	4,988	155,010,837	6.4%
<b>CA, Ventura</b>	5.1%	\$1.21	\$188	793,187	76,254,236	6.6%
<b>CO, Denver</b>	7.8%	\$1.02	\$171	3,591,189	287,874,056	7.4%
<b>DC, Washington</b>	6.2%	\$1.42	\$229	11,018,240	302,867,915	7.2%
<b>FL, Fort Myers</b>	5.5%	\$1.10	\$129	1,851,472	41,886,212	8.6%
<b>FL, Miami</b>	5.4%	\$1.70	\$258	4,140,253	276,404,941	6.0%
<b>FL, Naples</b>	2.1%	\$1.46	\$177	19,394	14,437,409	7.8%
<b>FL, Orlando</b>	7.0%	\$1.17	\$159	4,489,666	208,967,446	6.7%
<b>FL, Tampa</b>	5.8%	\$1.06	\$142	3,382,353	223,028,449	7.7%
<b>GA, Atlanta</b>	7.9%	\$0.80	\$109	17,740,232	856,272,048	6.9%
<b>GA, Savannah</b>	12.4%	\$0.72	\$116	25,719,488	137,089,909	7.2%
<b>ID, Boise</b>	7.5%	\$0.87	\$124	2,032,553	62,033,986	8.0%
<b>IL, Chicago</b>	5.5%	\$0.80	\$92	18,429,133	1,415,271,031	8.2%
<b>IN, Indianapolis</b>	9.3%	\$0.63	\$72	4,260,159	426,330,228	8.7%
<b>KS, Lawrence</b>	3.1%	\$0.78	\$84	0	9,223,044	9.6%
<b>KS, Topeka</b>	3.2%	\$0.47	\$58	0	21,704,996	10.1%
<b>LA, Baton Rouge</b>	2.7%	\$0.83	\$73	741,300	43,772,801	9.8%
<b>MA, Boston</b>	7.4%	\$1.36	\$185	4,205,877	369,525,716	7.3%
<b>MD, Baltimore</b>	7.7%	\$0.94	\$130	3,344,075	266,752,199	7.8%
<b>MI, Detroit</b>	4.3%	\$0.74	\$69	2,693,394	633,396,560	10.8%
<b>MN, Minneapolis</b>	4.1%	\$0.75	\$93	1,430,642	432,108,714	9.0%
<b>United States Index</b>	6.9%	\$1.00	\$149	321,860,561	19,268,124,328	7.5%
<b>Canada Index</b>	3.0%	\$1.02 CAD	\$211 CAD	42,544,368	1,919,955,464	5.4%



MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
<b>MO, Kansas City *</b>	5.4%	\$0.61	\$64	11,948,076	367,419,279	9.4%
<b>MO, Saint Louis</b>	4.0%	\$0.59	\$66	4,560,733	343,020,914	8.7%
<b>NC, Charlotte</b>	9.2%	\$0.78	\$100	10,918,607	388,632,862	7.5%
<b>NC, Durham</b>	6.1%	\$0.94	\$124	4,825,112	54,971,982	7.5%
<b>NC, Raleigh</b>	6.8%	\$1.02	\$135	3,321,669	105,699,198	8.1%
<b>NE, Lincoln</b>	2.5%	\$0.62	\$81	173,910	33,359,726	9.5%
<b>NE, Omaha</b>	3.1%	\$0.69	\$83	3,746,990	108,826,588	8.9%
<b>NJ, Atlantic City</b>	4.3%	\$0.91	\$79	23,950	9,710,894	8.8%
<b>NJ, Northern New Jersey *</b>	5.6%	\$1.32	\$196	3,957,825	259,976,956	6.8%
<b>NJ, Trenton</b>	7.6%	\$0.86	\$153	562,837	44,776,819	7.0%
<b>NJ, Vineland</b>	4.5%	\$0.65	\$66	382,137	19,335,356	7.9%
<b>NV, Reno</b>	10.6%	\$0.76	\$128	4,460,604	119,462,195	6.4%
<b>NY, Long Island</b>	5.9%	\$1.58	\$196	827,496	186,164,975	8.6%
<b>NY, New York *</b>	6.8%	\$1.64	\$262	14,011,129	888,368,231	6.2%
<b>OH, Cincinnati</b>	5.8%	\$0.65	\$72	1,432,300	362,081,063	8.5%
<b>OH, Cleveland</b>	3.9%	\$0.55	\$50	2,461,014	356,756,492	10.6%
<b>OH, Columbus</b>	7.4%	\$0.66	\$77	5,466,413	381,187,203	7.7%
<b>ON, Toronto **</b>	2.6%	\$1.16	\$253	21,794,494	887,228,203	4.6%
<b>PA, Harrisburg</b>	6.7%	\$0.69	\$94	328,000	113,631,738	7.2%
<b>PA, Lehigh Valley *</b>	6.5%	\$0.75	\$116	1,457,469	169,701,058	7.1%
<b>PA, Philadelphia *</b>	7.4%	\$0.96	\$120	16,207,335	633,839,367	7.4%
<b>PA, Pittsburgh</b>	5.2%	\$0.71	\$66	313,849	229,800,122	8.8%
<b>SC, Charleston</b>	15.3%	\$0.87	\$104	3,343,172	114,582,236	8.0%
<b>SC, Greenville</b>	5.6%	\$0.58	\$61	2,136,201	155,753,182	9.3%
<b>SC, Spartanburg</b>	15.1%	\$0.56	\$67	1,077,500	130,293,299	8.8%
<b>TN, Nashville</b>	5.1%	\$0.96	\$112	6,369,058	287,040,666	6.8%
<b>TX, Austin</b>	11.1%	\$1.18	\$151	18,931,230	163,288,519	7.7%
<b>TX, Dallas-Fort Worth</b>	9.6%	\$0.81	\$115	22,558,969	1,198,592,569	6.7%
<b>TX, Houston</b>	6.6%	\$0.76	\$96	13,667,825	837,423,607	8.0%
<b>WA, Seattle</b>	8.3%	\$1.20	\$231	5,817,103	363,495,586	5.9%
<b>WI, Madison</b>	3.5%	\$0.65	\$73	1,406,812	79,291,658	8.8%
<b>United States Index</b>	6.9%	\$1.00	\$149	321,860,561	19,268,124,328	7.5%
<b>Canada Index</b>	3.0%	\$1.02 CAD	\$211 CAD	42,544,368	1,919,955,464	5.4%

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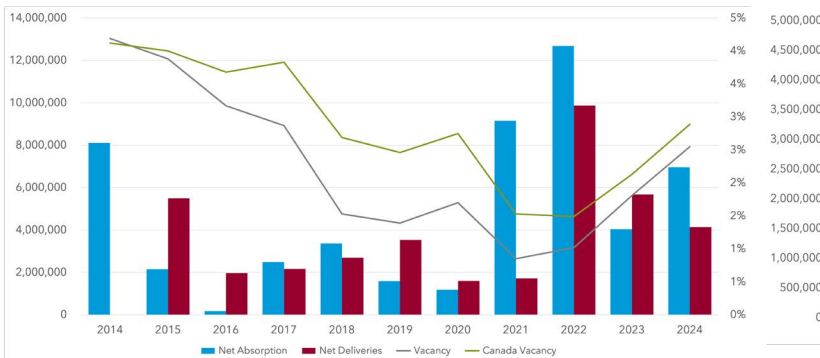
### INDUSTRIAL MARKET OVERVIEW

COLE MOOK, *Research Analyst*

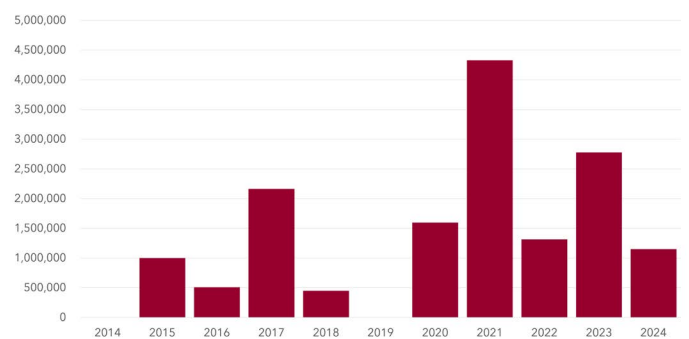
Calgary's industrial market remained stable in Q4 2024, with vacancy rates declining to 3.48% down from 3.86% in the previous quarter. The construction pipeline regressed significantly, with 800,000 square feet completed and 1.1 million square feet still under development. Calgary's construction activity is expected to remain steady, with roughly 7 million square feet in the planned pipeline. Industrial sales remained strong, with 66 transactions in Q4. As the shift towards a balanced market continues, leasing activity is projected to remain stable throughout 2025, while sales are expected to increase, as the Bank of Canada implements further rate cuts.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	2,482,235	1,644,502	2,054,905	786,764	390,214
▼ Vacancy Rate	3.48%	3.86%	3.56%	3.45%	3.54%
◀ ▶ Avg NNN Asking Rate PSF	Not Tracked	Not Tracked	Not Tracked	Not Tracked	Not Tracked
▲ Sale Price PSF	\$229.72	\$168.48	\$194.62	\$167.84	\$171.92
◀ ▶ Cap Rate	Not Tracked	Not Tracked	Not Tracked	Not Tracked	Not Tracked
▼ Under Construction SF	1,151,232	2,118,589	1,997,345	3,630,367	2,776,713
▲ Inventory SF	173,471,924	172,018,074	171,114,571	169,328,908	168,782,190

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2008 - 48th Street SE Calgary, AB	71,730 SF	\$5,495,000 \$76.61 PSF	Undisclosed Hyatt Auto Sales Ltd.	Class C
402086 - 81st Street, E Foothills County, AB	63,495 SF	\$13,300,000 \$209.47 PSF	Undisclosed AMC&F Properties Ltd.	Class A
3605 - 32nd Street, NE Calgary, AB	25,680 SF	\$5,050,000 \$196.65 PSF	Undisclosed Undisclosed	Class B

\*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Bldg. 2B Interlink Logistics Park Rock View County, AB	651,938 SF	Hopewell Development Corp.	Amazon Canada	Distribution
6600 - 72nd Avenue SE Calgary, AB	498,618 SF	Hopewell Development Corp.	Undisclosed	Distribution
260233 Range Road 292 Balzac, AB	295,796 SF	Dream Industrial REIT	Pet Value Holdings Ltd.	Distribution



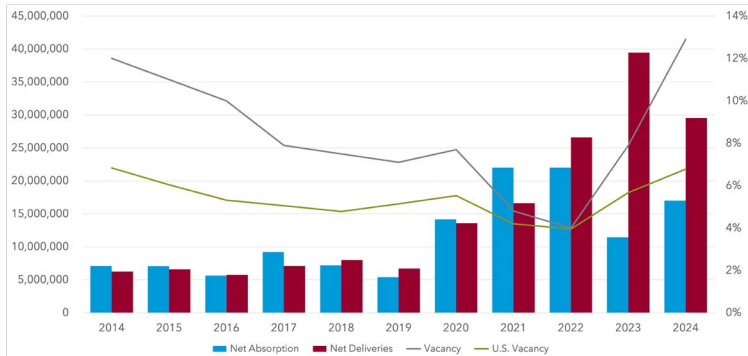
**INDUSTRIAL MARKET OVERVIEW**

CHRIS MCCHESENEY, *Research Director*

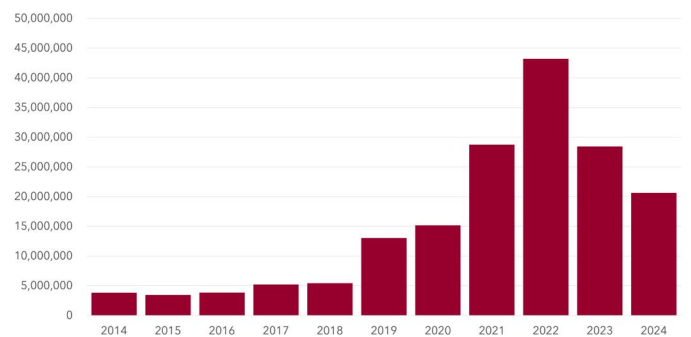
The Phoenix Industrial Market has witnessed unprecedented demand and growth over the past four years. However, a surge in speculative construction has pushed the vacancy rate up to 12.9%, a significant rise from the pandemic-era low of 4%. Nevertheless, market fundamentals remain strong, with roughly 17 million square feet of positive net absorption recorded in 2024, the third highest total behind 2021 & 2022. Overall asking rates closed the year at \$1.13/SF NNN, a 6% increase from the third quarter. Metro Phoenix is experiencing a surge of manufacturing and semiconductor-related companies entering the market, drawn by the ongoing developments of TSMC and Intel.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	3,106,751	2,365,734	5,871,811	3,914,802	1,976,847
▲ Vacancy Rate	12.9%	11.6%	10.4%	9.1%	7.9%
▲ Avg NNN Asking Rate PSF	\$1.13	\$1.06	\$1.14	\$1.13	\$1.04
▲ Sale Price PSF	\$172.83	\$150.38	\$159.70	\$170.40	\$150.60
▼ Cap Rate	6.4%	6.5%	6.2%	6.8%	6.2%
▼ Under Construction SF	20,628,215	28,718,048	33,900,858	33,151,190	28,430,780
▲ Inventory SF	437,587,792	428,487,792	421,901,382	409,344,656	404,091,099

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
18900 W. McDowell Road Buckeye, AZ	1,056,353 SF	\$118,250,000 \$111.94 PSF	BGO Ares Management	Class A
Tempe Commerce Center I-IV Tempe, AZ	860,249 SF	\$143,150,000 \$166.41 PSF	LaSalle Investments BKM Capital Partners	Class A
Broadway 101 (11 Bldgs.) Mesa, AZ	856,894 SF	\$168,262,000 \$196.36 PSF	CIP Real Estate BKM Capital Partners	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
17505 West MC 85 Goodyear, AZ	530,307 SF	Clarius Partners	GTI Energy	Energy
5501 N. Cotton Lane Litchfield Park, AZ	463,000 SF	Merit Partners	Rheems	Heating/Cooling
1150 N. Perryville Road Goodyear, AZ	265,253 SF	Martens Development	Highland Cabinetry	Furniture



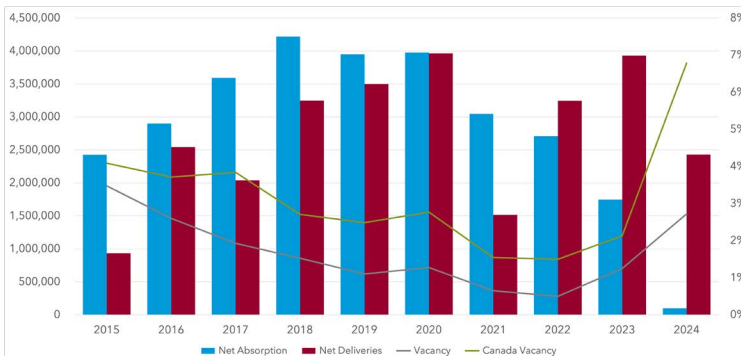
### INDUSTRIAL MARKET OVERVIEW

DERRICK GONZALES, *Director of Research*

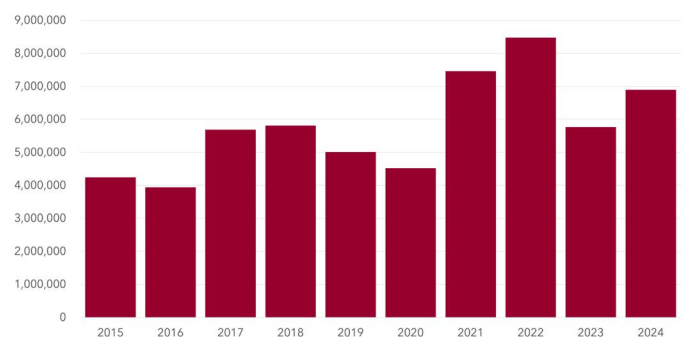
The Vancouver industrial market continues to maintain a strong delivery pipeline that will continue into 2025 while deliveries for 2024 totaled 2.43M SF. New completions this quarter comprised of small bay strata and large bay warehouse and distribution uses which continue to alleviate the supply-demand imbalance. Vacancy increased by 30 basis points (bps) quarter-over-quarter to 3.3%, while the availability rate increased 10 basis points to 5.2%, an upward trend since Q3 2022 when industrial vacancy rates began to rise from sub 1% territory. There are more than 70 available listings over 50,000 SF and new upcoming completions, the downward trajectory of asking rates may continue into the next few quarters.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	561,169	(361,635)	(339,084)	(1,231,612)	1,471,093
▲ Vacancy Rate	3.3%	3.0%	2.8%	2.4%	2.1%
▼ Avg NNN Asking Rate PSF	\$19.54	\$20.38	\$21.29	\$21.21	\$21.08
▼ Sale Price PSF	\$452	\$458	\$453	\$444	\$449
▼ Cap Rate	4.09%	4.10%	3.99%	3.99%	3.94%
▲ Under Construction SF	6,897,808	6,237,268	7,221,910	6,644,627	6,470,037
▲ Inventory SF	243,314,849	243,111,057	242,923,052	242,403,396	240,808,899

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9844 199A Street Langley, BC	55,285 SF	\$33,950,000 \$614.00 PSF	FWP Real Estate Ltd. C&S Ceramic Tile Distributors Ltd.	Class B
20104 & 20108 Logan Avenue Langley, BC	25,870 SF	\$15,985,060 \$618.00 PSF	Mainland Developments Teck Construction LLP	Class B
12303 King George Boulevard Surrey, BC	27,236 SF	\$8,500,000 \$312.00 PSF	Private Investor B&H Developments Ltd.	Class B

\*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
27475 58th Crescent Langley, BC	162,000 SF	Manulife	General Motors	Automotive
7200 Nelson Road Richmond, BC	137,844 SF	Austeville Properties	Acrocargo Express	3PL
7595 Lowland Drive Burnaby, BC	113,457 SF	Beedie	Pacific Specialty Brands	Warehousing & Distribution





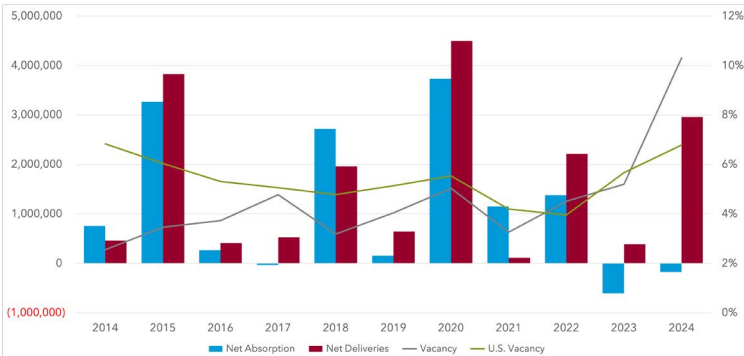
### INDUSTRIAL MARKET OVERVIEW

CHAD BROCK, *Managing Principal*

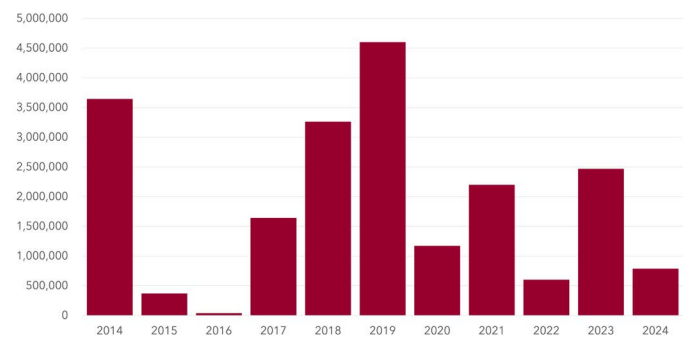
The vacancy rate has risen over 200 basis points year-over-year to 9.9%, marking a decade high. This increase reflects 110,000 SF of negative net absorption due to elevated moveouts and slowing demand in recent quarters. Coupled with a surge in construction completions-2.8 million SF delivered in the past year and 790,000 SF currently underway-the market is experiencing upward pressure on vacancies. Sales activity in 2024 remained consistent with 2023 levels at approximately \$70M, largely user-driven. Looking ahead, we anticipate a boost in sales during 2025, supported by the expiration of committed capital in investment funds requiring deployment within the next 6 to 12 months.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(174,977)	375,235	(384,000)	(570,775)	(605,000)
▲ Vacancy Rate	10.30%	7.30%	7.98%	8.30%	5.20%
▲ Avg NNN Asking Rate PSF	\$10.03	\$9.92	\$10.01	\$10.04	\$9.84
▲ Sale Price PSF	\$108	\$107	\$108	\$108	\$108
▲ Cap Rate	7.47%	7.38%	7.35%	7.28%	7.18%
▼ Under Construction SF	788,000	1,865,090	1,864,490	1,864,490	2,468,000
▲ Inventory SF	66,962,856	65,097,554	64,307,365	64,307,365	62,109,708

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2113 Taft Highway Bakersfield, CA	12,000 SF	\$3,820,000 \$318.33 PSF	Alterra Property Group LLC DFA Holdings	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6001 Snow Road Bakersfield, CA	95,000 SF	Tital Real Estate Investment Group, Inc.	Country Sweet	Produce
2295 Gibson Street Bakersfield, CA	13,612 SF	Willy Reyneveld	Undisclosed	Undisclosed
34967 Imperial Street Bakersfield, CA	12,200 SF	Wonderful Real Estate	H&E Equipment Services	Construction & Equipment Rental



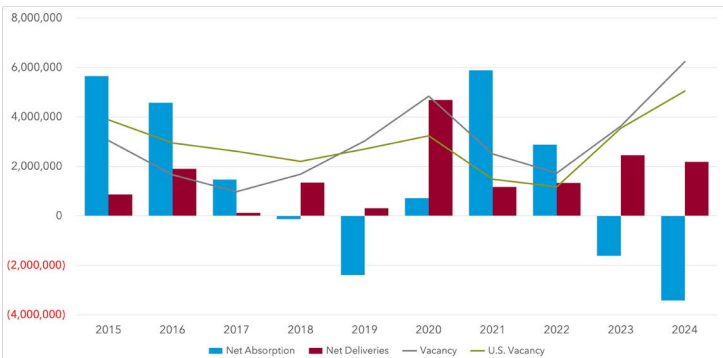
### INDUSTRIAL MARKET OVERVIEW

CHRIS SCHOFIELD, *Managing Principal*

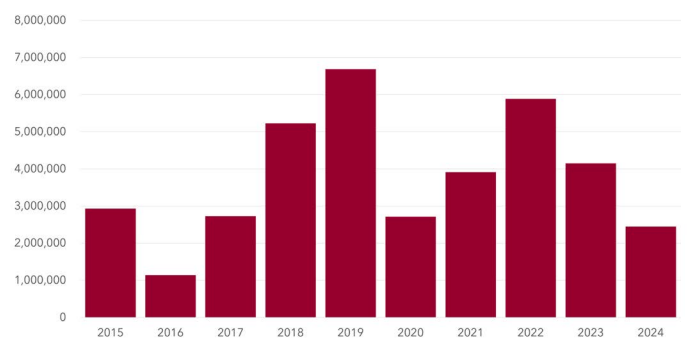
The vacancy rate along the East Bay Industrial corridor rose again amidst a slowing market during an election cycle and continued new construction deliveries. The fourth quarter saw the largest negative net absorption in many years but we anticipate that will begin to change course with increased activity and slowing construction. Interestingly, lease rates have held steady despite the rise in vacancy. The sale market remains strong but with limited inventory for both investors and owner/users.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(3,416,290)	(4,191,623)	(3,696,404)	(1,891,819)	(1,615,054)
▲ Vacancy Rate	7.7%	7.3%	6.8%	6.1%	5.7%
▼ Avg NNN Asking Rate PSF	\$1.46	\$1.47	\$1.46	\$1.45	\$1.43
◀ ▶ Sale Price PSF	\$269	\$269	\$267	\$268	\$269
◀ ▶ Cap Rate	5.8%	5.8%	5.7%	5.7%	5.6%
▼ Under Construction SF	2,448,875	2,988,401	2,988,401	2,406,736	4,147,535
▲ Inventory SF	280,156,957	279,617,598	279,617,508	279,540,908	277,970,476

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6000 Giant Road Richmond, CA	252,375 SF	\$67,500,000 \$267.46 PSF	WPT Capital Advisors LLC JLL Income Property Trust	Class B
6015 Giant Highway Richmond, CA	224,154 SF	\$54,000,000 \$240.91 PSF	WPT Capital Advisors LLC JLL Income Property Trust	Class B
2350-2354 Davis Court Hayward, CA	143,150 SF	\$41,000,000 \$266.41 PSF	Beeline Glass of the Bay Prologis	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
31129-31145 Wiegman Road Hayward, CA	125,700 SF	EastGroup	NorCal Moving	Moving and Storage
2000 Maritime Street Oakland, CA	116,415 SF	Prologis	US Auto Force	Auto Parts
30750-30796 San Clemente Street Hayward, CA	101,917 SF	Apex Realty	MiTac International	Electronics



### INDUSTRIAL MARKET OVERVIEW

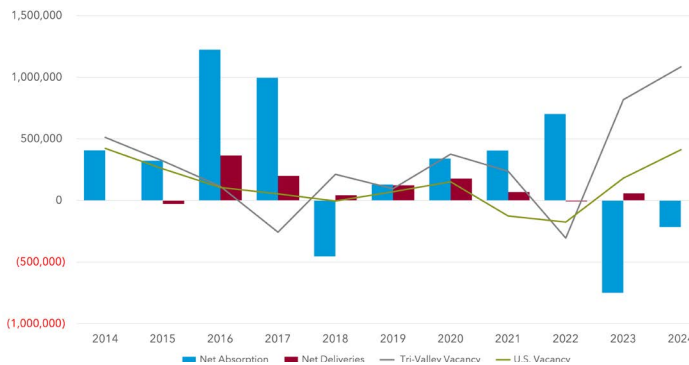
SEAN OFFERS, SIOR, *Principal*

Q4 2024 was an interesting quarter for the Tri-Valley Industrial Market. While volume was relatively flat, there were still some deals to be done on both the sale and lease sides. The same story continued, with rents remaining slightly depressed from the start of Q1, but on the whole holding steady. Landlords are still having to provide more concessions to attract tenants, though demand for quality properties remains solid. With renewed optimism at the end of the year, we anticipate values to remain stable and hope to see an uptick in activity in 2025.

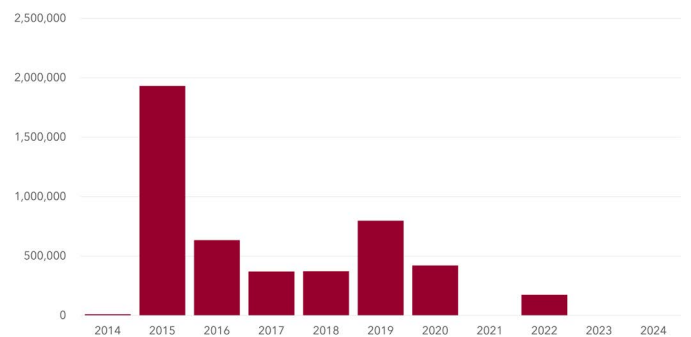
*The Tri-Valley area includes the cities of Livermore, Dublin, and Pleasanton*

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(214,749)	(635,415)	(1,003,497)	(777,583)	(749,277)
▲ Vacancy Rate	10.0%	9.7%	12.2%	9.5%	8.7%
▼ Avg NNN Asking Rate PSF	\$22.48	\$22.62	\$22.49	\$22.38	\$22.20
◀▶ Sale Price PSF	\$316	\$316	\$314	\$317	\$318
◀▶ Cap Rate	6.1%	6.1%	6.1%	6.0%	5.8%
◀▶ Under Construction SF	-	-	-	-	-
◀▶ Inventory SF	29,489,580	29,489,580	29,489,580	29,489,580	29,489,580

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6918 Sierra Court Dublin, CA	8,830 SF	\$2,870,000 \$325.03 PSF	Milda Properties LLC F&N Company LLC	Class C
4749 Bennett Drive, Suite K Livermore, CA	4,240 SF	\$1,150,000 \$271.23 PSF	First Edison Chan Hing Foon	Class B
425 Boulder Court, Suite 800 Pleasanton, CA	2,850 SF	\$1,275,005 \$447.37 PSF	Mike Madden Danco Waterproofing Corp.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
174 Lawrence Drive Livermore, CA	26,100 SF	UBS	Terpene Belt, Inc.	Flavoring
7650 Marathon Drive, Suites A/B Livermore, CA	23,827 SF	Principal Real Estate	Villara, Inc.	Construction Services
5675 Sunol Boulevard Pleasanton, CA	9,145 SF	Blackstone, Inc.	Sierra Roofing & Solar	Roofing & Solar



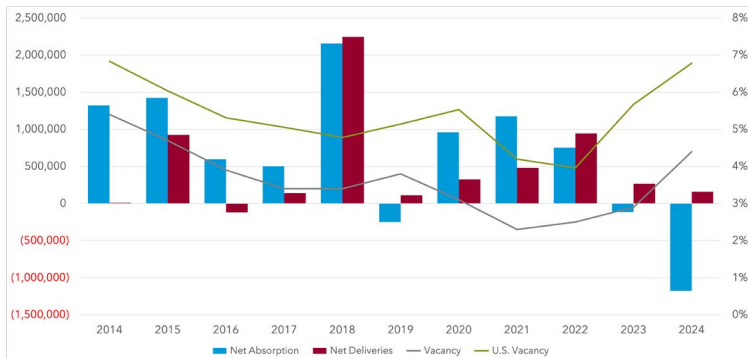
### INDUSTRIAL MARKET OVERVIEW

CHAD BROCK, *Managing Principal*

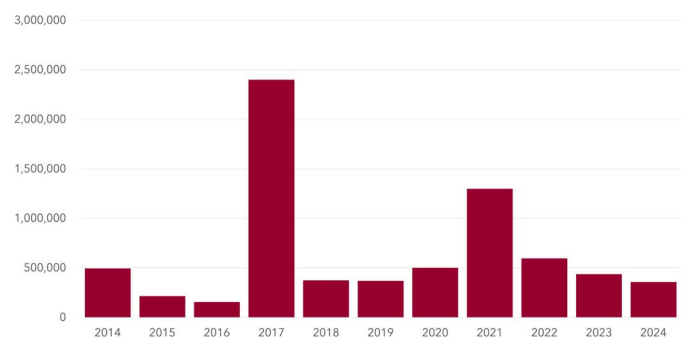
Fresno's industrial vacancy rate remains low at 4.4%, near historic lows despite recent increases. Limited availability continues to constrain demand, with only ten spaces of 50,000 SF or more at year-end 2024. Slowing occupier activity is evident, with six moveouts exceeding 100,000 SF since early 2024. Low vacancy is tied to minimal development—just 1.4M SF added over the past three years, trailing smaller markets like Merced and Modesto. Currently, 360,000 SF is under construction. Rents have been flat, increasing by only 0.1% over the past year, but demand is expected to rise in 2025. Over the past 12 months, 86 sales averaged \$74 PSF with an average 4.8% cap rate.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(1,177,316)	(996,000)	(738,000)	(36,790)	(115,998)
▲ Vacancy Rate	4.4%	4.1%	3.7%	2.8%	2.9%
▲ Avg NNN Asking Rate PSF	\$8.75	\$8.60	\$8.83	\$8.82	\$8.80
◀ ▶ Sale Price PSF	\$84	\$84	\$85	\$85	\$85
▲ Cap Rate	7.80%	7.76%	7.67%	7.60%	7.48%
◀ ▶ Under Construction SF	357,000	357,000	463,504	417,000	437,000
▲ Inventory SF	87,366,686	87,212,044	87,544,515	87,500,000	87,500,000

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5688 E. Fountain Way Fresno, CA	53,760 SF	\$4,950,000 \$92.08 PSF	Scott D. Farrow Trust Land Management Opportunities	Class C
2432 S. East Avenue Fresno, CA	40,967 SF	\$5,300,000 \$129.37 PSF	K Solv Fresno LLC Lawrence & Blythe Hagopian	Class B
1848-1850 E. Griffith Way Fresno, CA	30,528 SF	\$3,150,000 \$103.18 PSF	Fresno Rescue Mission, Inc. Mila J. Murphy Trust	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2325 S. Cedar Avenue Fresno, CA	106,223 SF	RTMA Properties LLC	Undisclosed	Undisclosed
3878 S. Willow Avenue Fresno, CA	44,800 SF	Diversified Development Group	Undisclosed	Undisclosed
2945-2965 S. Angus Avenue Fresno, CA	26,370 SF	Industrial Commercial Properties	Undisclosed	Undisclosed





### INDUSTRIAL MARKET OVERVIEW

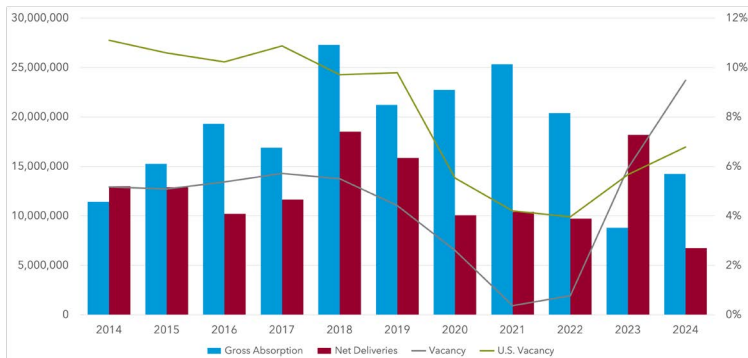
CAROLINE PAYAN, *Director of Marketing & Research*

The industrial sector gained some momentum with an uptick in activity in 2024. Although industrial market slowing continues to be prevalent, tenants are taking advantage of lower lease and sublease rates and experts forecast more activity in the first half of 2025. Vacancy and overall availability will continue to edge higher but there is optimism going into 2025 as the Fed has cooperated in lowering interest rates and investment activity is expected to knock off the rust and come back. For now there remains opportunity for tenants to actively pursue a multitude of available buildings across all size ranges in the Inland Empire East.

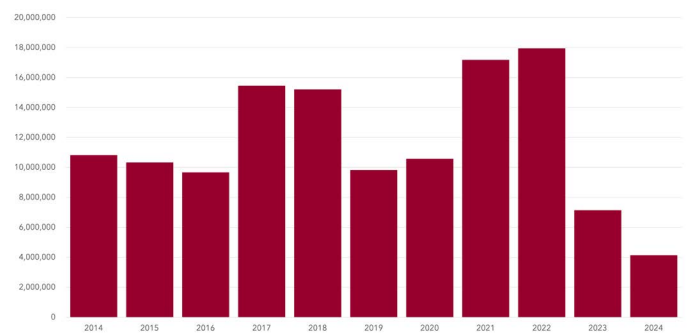
MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ Gross Absorption SF	2,173,745	4,825,401	2,866,308	4,386,593	2,644,526
▲ Vacancy Rate	9.48%	8.92%	7.98%	6.58%	5.92%
▼ Avg NNN Asking Rate PSF	\$12.95	\$13.05	\$13.64	\$14.31	\$15.06
▲ Sale Price PSF	\$262.67	\$255.58	\$250.40	\$252.04	\$250.34
◀▶ Cap Rate	*	*	*	*	*
▼ Under Construction SF	4,142,725	4,621,148	5,493,686	6,628,275	7,143,141
▲ Inventory SF	288,490,063	288,160,074	287,541,048	285,455,326	283,798,797

\*Please contact Lee & Associates Riverside for Cap Rate Information

#### GROSS ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1680 Eastridge Avenue Riverside, CA	449,040 SF	\$83,400,000 \$185.73 PSF	Ares Management LLC Ross Dress for Less, Inc.	Class B
4420, 4388 & 4350 Serrano Drive Jurupa Valley, CA	332,725 SF	\$86,000,000 \$258.47 PSF	Miramar Capital Advisors GreenCycle US Holding	Class A
750 S. Valley View Avenue San Bernardino, CA	154,560 SF	\$42,992,500 \$278.16 PSF	Blackstone/Link Cabot Industrial Properties	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
27582 Pioneer Avenue, (Renewal) Redlands, CA	800,444 SF	ProLogis	Burlington	Retailer
27573 River Bluff Avenue (Renewal) Redlands, CA	542,977 SF	ProLogis	Burlington	Retailer
28025 Eucalyptus Avenue (Renewal) Moreno Valley, CA	337,740 SF	ProLogis	Bar Logistics Santa Fe Warehouse	Logistics



### INDUSTRIAL MARKET OVERVIEW

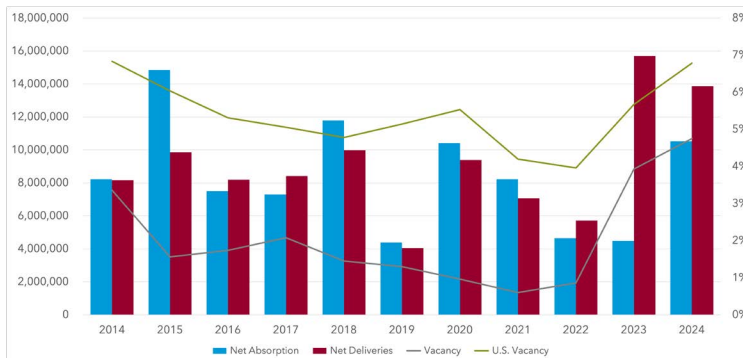
KARLY KAZANJIAN, *Director of Operations*

Q4 saw a robust pick up in activity, as the Inland Empire West submarket posted nearly 1M square feet of net absorption this last quarter. More than twenty big-box lease transactions crossed the finish line before the year-end, in addition to ten significant sales, all trading to investors. Logistics remains the primary driver of demand for industrial space in the region, as evidenced by the top three lease transactions, all of which were secured by logistics companies. Although rental rates have corrected, demand in the West continues to strengthen. Coupled with a slowdown in both the development pipeline and overall available supply, the market has begun to stabilize.

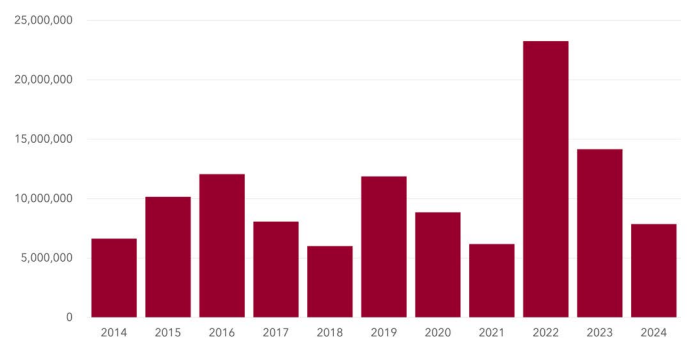
MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	906,006	(41,391)	6,144,222	3,518,076	3,782,953
▼ Vacancy Rate	4.75%	4.89%	4.56%	4.26%	3.93%
▼ Avg NNN Asking Rate PSF	\$14.84	\$15.11	\$14.58	\$16.20	\$17.27
▼ Sale Price PSF	\$287.78	\$322.00	\$333.91	\$336.85	\$340.24
◀▶ Cap Rate	*	*	*	*	*
▼ Under Construction SF	7,526,236	7,861,560	9,052,807	11,497,705	14,152,366
▼ Inventory SF	371,040,486	371,566,444	371,172,563	365,894,032	363,615,462

\*Please contact Lee & Associates Ontario for Cap Rate Information

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
16604 Slover Avenue Fontana, CA	690,967 SF	\$240,637,500 \$348.26 PSF	BentallGreenOak Panattoni Development	Class A
13201 Dahlia Street Fontana, CA	278,650 SF	\$70,100,000 \$251.57 PSF	Rexford Industrial Cabot Properties	Class B
1670 S. Champagne Avenue Ontario, CA	263,670 SF	\$73,952,835 \$280.47 PSF	Cabot Industrial Blackstone Capital	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Merrill & Bon View (BTS) Ontario, CA	680,000 SF	Clarion Partners	McLane Distribution	Logistics
8900 Merrill Avenue Ontario, CA	600,000 SF	Lululemon	US Elogistics Services	Logistics
3412 Manitou Court Jurupa Valley, CA	560,025 SF	Link Logistics	White Horse Logistics	Logistics



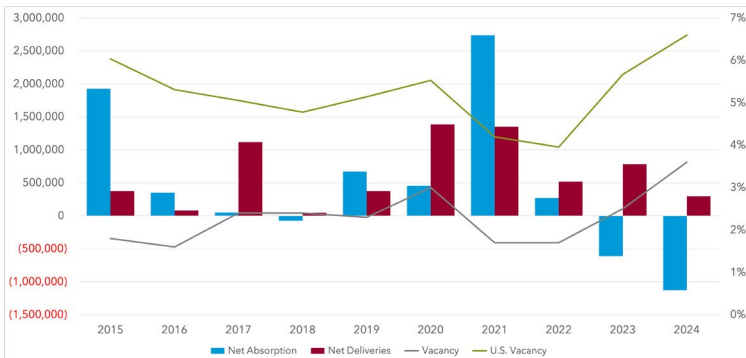
### INDUSTRIAL MARKET OVERVIEW

MICHAEL GUDMUNDSON, *Operations Manager*

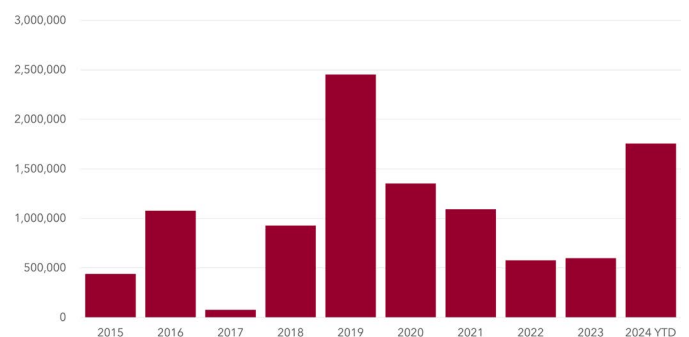
The LA North industrial market showed resilience in Q4 2024, despite challenges. Net absorption for the past 12 months was negative at 1,127,246 square feet, an improvement from Q3's larger decline. Vacancy rates rose slightly to 3.6%, still low by historical standards, indicating strong demand. The average NNN asking rate increased to \$1.64 per square foot, reflecting steady rental growth. Sales prices rose to \$319 per square foot, up from \$277 in Q3, showing continued investor confidence. Cap rates held steady at 5.24%, offering attractive returns. With 1.76 million square feet under construction, development activity remains strong, contributing to a total inventory of 140.96 million square feet.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(1,127,246)	(2,749,211)	(1,103,006)	(963,481)	(609,611)
▼ Vacancy Rate	3.6%	3.9%	3.6%	2.9%	2.5%
▲ Avg NNN Asking Rate PSF	\$1.64	\$1.53	\$1.64	\$1.68	\$1.67
▲ Sale Price PSF	\$319	\$277	\$283	\$330	\$269
▼ Cap Rate	5.24%	5.25%	5.16%	5.07%	4.97%
▲ Under Construction SF	1,755,757	1,549,378	1,755,757	707,451	342,347
▼ Inventory SF	140,959,792	141,131,275	140,924,896	140,636,667	140,626,667

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
13690 Vaughn Street Pacoima, CA	68,145 SF	\$29,000,000 \$425.56 PSF	Aff Vaughn LLC Vaughn XC LLC	Class A
2313-2323 N Valley Street* Burbank, CA	41,721 SF	\$16,693,044 \$400.11 PSF	Kayne Anderson Real Estate BKM Capital Partners	Class B
2313-2323 N Valley Street* Burbank, CA	41,721 SF	\$14,436,004 \$346.01 PSF	Kayne Anderson Real Estate BKM Capital Partners	Class B

\*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8500 Balboa Boulevard, #101 Northridge, CA	97,724 SF	Pendulum Partners	Young LA Trading CO	Clothing / Apparel Brand
12840 Bradley Avenue Sylmar, CA	41,536 SF	PRN Ambulance	Anderson Holdings LLC	Ambulatory Services
7901 Deering Avenue Canoga Park, CA	38,640 SF	EquipmentShare.com	7901 Deering 2003 LLC	Equipment Rentals



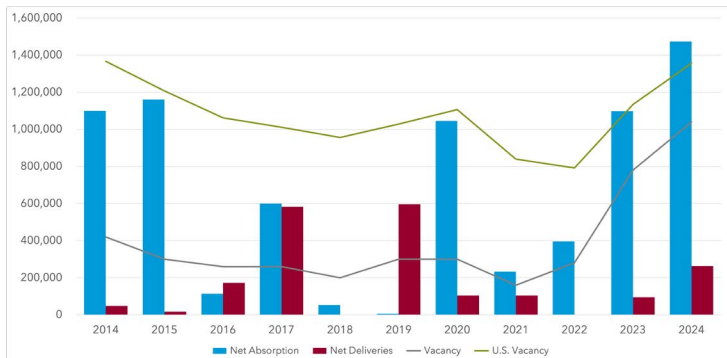
### INDUSTRIAL MARKET OVERVIEW

BRANDON CARRILLO, *Principal*

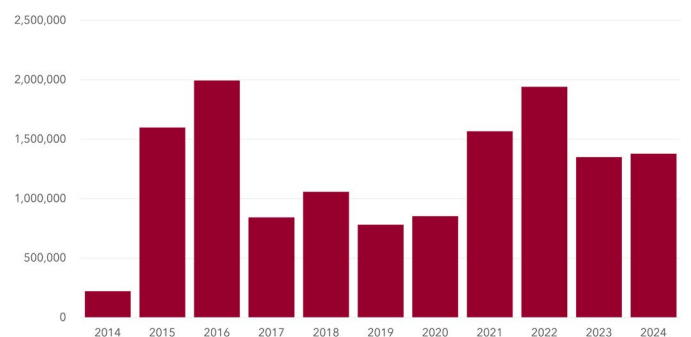
Average lease rates continued their downward trend from \$1.65 PSF NNN (3Q24) to \$1.63 PSF NNN(4Q24). Lease rates for industrial space have decreased since 2023 due to lower demand and rising vacancy rates. Landlord lease concessions, such as free rent and teaser rates have had minimal impact on vacancy rates. Absorption of industrial space picked up for the year end; however, deliveries of additional space outpaced consumption. The vacancy rate increased to 5.20% (4Q24) from 4.40% (3Q24) the previous quarter. Yet Sale prices jumped up from \$282 PSF (3Q2024) to \$387 PSF (4Q2024).

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	1,473,746	676,194	450,867	686,050	1,097,859
▲ Vacancy Rate	5.2%	4.4%	4.2%	4.5%	3.9%
▼ Avg NNN Asking Rate PSF	\$19.54	\$19.82	\$20.24	\$21.01	\$21.42
▲ Sale Price PSF	\$386.48	\$281.76	\$288.61	\$310.75	\$334.31
▲ Cap Rate	6.0%	4.4%	-	-	5.3%
▼ Under Construction SF	1,378,366	1,641,426	1,769,201	1,264,391	1,350,009
▲ Inventory SF	202,378,306	202,115,246	201,987,471	201,987,471	201,712,473

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2501 Rosecrans Avenue Los Angeles, CA	300,217 SF	\$137,200,000 \$457.00 PSF	Rexford Industrial Realty, Inc. Inland Empire Holdco, LLC	Class B
18500 Crenshaw Boulevard Torrance, CA	180,269 SF	\$55,000,000 \$305.10 PSF	Lift Lii Crenshaw, LLC GPJCO Properties, LLC	Class B
2550 El Presidio Street Carson, CA	130,055 SF	\$45,000,000 \$346.01 PSF	Caroline Tseng El Presidio 2550, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2027 Harpers Way Torrance, CA	559,000 SF	Prologis / Klabin Company*	Virco Manufacturing	Manufacturing
24760 S. Main Street Carson, CA	231,008 SF	Prologis, Inc.	All Ways	Transportation and Warehousing
250 W. Manville Street Compton, CA	206,483 SF	Prologis, Inc.	Kair Harbor Transport	Professional, Scientific, and Technical Services

\*Represented both Sides: David Prior, Todd Taugner, Frank Schulz





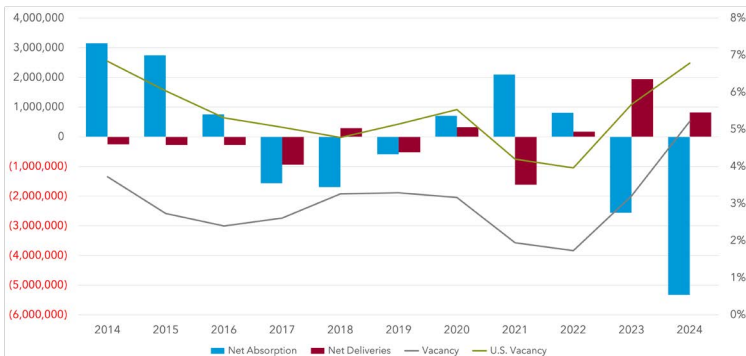
### INDUSTRIAL MARKET OVERVIEW

JACK HALEY, *Principal*

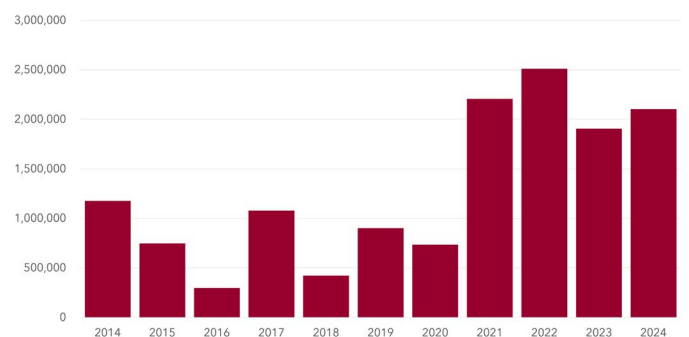
Continued softening demand for industrial space drove up the vacancy rate in the last eight quarters from an all-time low of 1.8% to 5.5% as net absorption in 2024 fell to its lowest level in more than a decade. Overall rental rates continued to tick downward in 2024 while a record was set for available sublet space. The weakness in tenant activity continues and points to slower business growth plans in late 2024 and is pending the U.S. elections and their effect on tariffs. Leasing activity was down 5.3% for the year but Q4's 2.8 million SF total was off 28% from 2023. Net absorption in Orange County, whose inventory totals 278 million SF, was negative 1,191,254 SF in Q4 and off 5,269,917 SF for the year.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ Qtrly Net Absorption SF	(1,128,119)	(1,312,527)	(778,899)	(2,104,780)	(228,504)
▲ Vacancy Rate	5.2%	4.8%	4.2%	3.9%	3.2%
▼ Avg NNN Asking Rate PSF	\$1.59	\$1.60	\$1.64	\$1.67	\$1.72
▲ Sale Price PSF	\$364	\$311	\$384	\$317	\$316
▼ Cap Rate	4.56%	5.35%	5.17%	5.07%	5.33%
▼ Under Construction SF	2,104,205	1,855,255	1,940,042	1,345,791	1,906,829
▲ Inventory SF	304,221,662	304,096,984	303,687,890	303,459,776	303,401,792

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
25892-25902 Towne Centre Drive Foothill Ranch, CA	309,035 SF	\$96,000,000 \$310.64 PSF	Ares Management Morgan, Stanley & Co LLC	Class A
12552 Western Avenue Garden Grove, CA	99,600 SF	\$19,066,500 \$191.43 PSF	Garden Grove Crd LLC Deutsch Company	Class C
16452 Millikan Avenue Irvine, CA	59,230 SF	\$50,000,000 \$844.17 PSF	P3 Foundation, Inc. Harbert South Bay Partners LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
50 Icon Foothill Ranch, CA	307,781 SF	Prologis, Inc.	Hampton Products	Retailer
15967 Alton Parkway Irvine, CA	136,998 SF	The Irvine Company	Weber Distribution	Transportation & Warehousing
12101 Western Avenue Garden Grove, CA	125,773 SF	Karney Management Company	GKN Aerospace	Aerospace Manufacturing



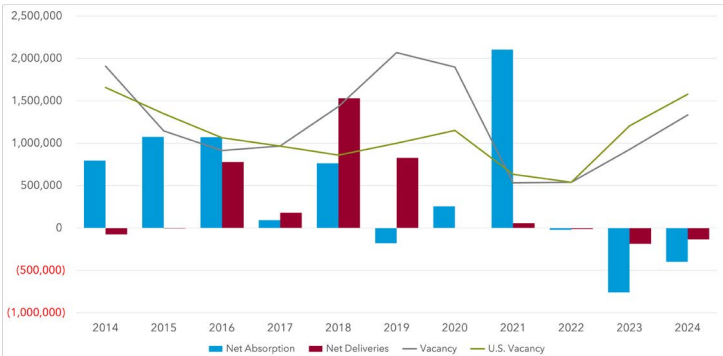
### INDUSTRIAL MARKET OVERVIEW

DANIEL KNOKE, *Principal*

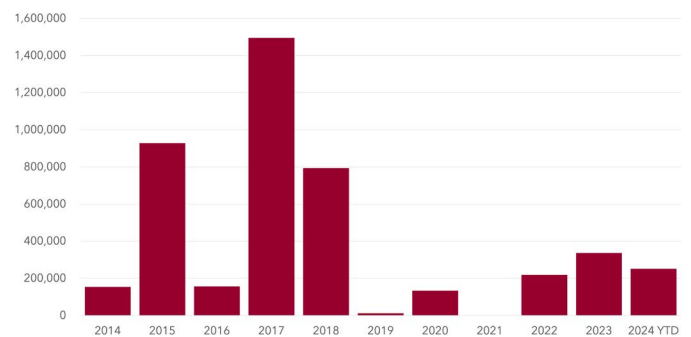
The fourth quarter of 2024 saw several large sale transactions to close out the year, which points to positive start to 2025. Average sale price and asking NNN lease rates both closed out the year on the rise as well. Vacancy has slowly but steadily risen quarter to quarter for the last two years and we are seeing for lease product sit on the market typically 3-6 months. Despite this slowing of activity, lease rates have stayed within \$0.03 for the past 5 quarters as we are seeing concessions such as free rent return to be the market standard. All signs point to a healthy start to 2025 and a steady climb back to pre covid market norms.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	198,941	128,327	44,200	512,007	172,586
▲ Vacancy Rate	11.75%	11.86%	11.61%	11.20%	10.78%
▲ Avg NNN Asking Rent PSF	\$37.19	\$35.76	\$35.76	\$35.64	\$35.88
▲ Sale Price PSF	\$225.00	\$168.00	\$243.00	\$259.00	\$261.00
▲ Cap Rate	6.50%	6.46%	8.41%	6.45%	7.20%
◀ ▶ Under Construction	2,625,192	3,250,208	3,667,511	4,477,946	4,417,946
◀ ▶ Inventory	20,400,258	20,460,309	20,184,997	20,030,294	20,055,382

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
839 E Grand Aveue Escondido, CA	11,400 SF	\$6,150,000 \$539.47 PSF	NC Oral & Facial Surgery Center Ian McDonald	Class B
2755 Jefferson Street Carlsbad, CA	10,150 SF	\$4,400,000 \$433.50 PSF	Rincon Homes Fleischer & Ravreby	Class B
2764 Gateway Road Carlsbad, CA	7,920 SF	\$2,000,000 \$252.53 PSF	Lawgistics, Inc Fenghai International, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1225 Park Center Drive Vista, CA	26,080 SF	BGO	All in One Good Faith	Services
300 Rancheros Drive San Marcos, CA	9,366 SF	Brookwood Financial Partners	Undisclosed	Undisclosed
3220 Executive Ridge Vista, CA	7,008 SF	Galardo Family Trust	Undisclosed	Undisclosed



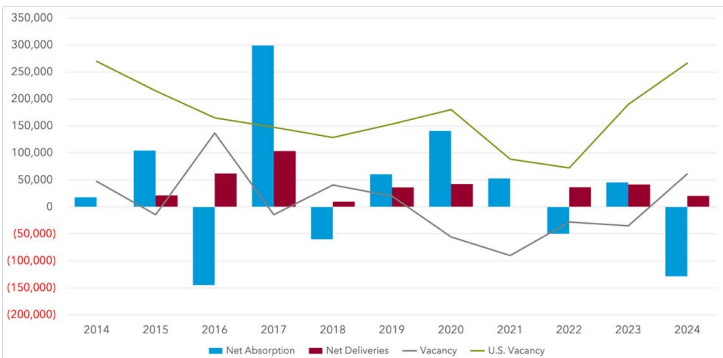
### INDUSTRIAL MARKET OVERVIEW

MARTIN INDVIK, *Broker Associate*

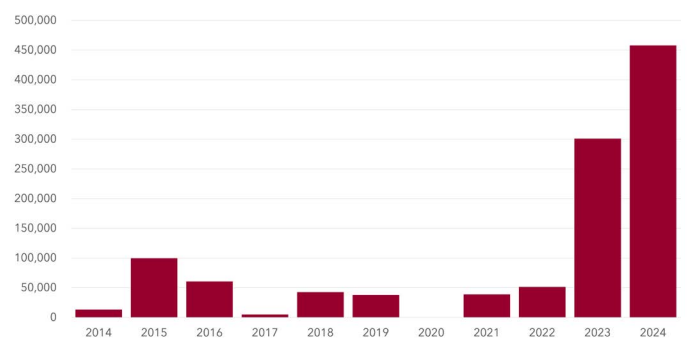
The San Luis Obispo industrial market reported a vacancy rate of 3.8%, up 1.2% YOY. With 550,000 SF available (5.3% availability rate) and 460,000 SF under construction-well above the 10-year average of 200,000 SF-the market's inventory totals 10 million SF, including 6.6 million SF of logistics, 850,000 SF of flex, and 2.5 million SF of specialized assets. Rents average \$16.30/SF, up just 0.2% YOY. In 2024, 100KSF of inventory traded across 18 sales, totaling \$17.7M. Avg inventory turnover in SLO is 59KSF over the past 5 years. Estimated average sales are \$194/SF over the last 12 months. The estimated market cap rate for San Luis Obispo industrial is 6.7%.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(128,582)	(45,934)	(52,387)	(32,632)	45,514
▲ Vacancy Rate	3.8%	3.1%	2.9%	2.7%	2.4%
▲ Avg NNN Asking Rate PSF	\$16.30	\$16.26	\$16.33	\$16.40	\$16.37
▼ Sale Price PSF	\$193	\$195	\$195	\$195	\$196
▲ Cap Rate	6.72%	6.63%	6.62%	6.55%	6.46%
◀ ▶ Under Construction SF	457,820	457,820	309,000	309,000	301,000
▲ Inventory SF	9,976,190	9,574,184	9,490,290	9,490,290	9,486,890

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
695 Clarion Court San Luis Obispo, CA	6,507 SF	\$2,140,125 \$328.90 PSF	RSPaul Company, Inc. Brewer Family Trust	Class C
3557 Combine Street Paso Robles, CA	4,386 SF	\$1,150,000 \$262.20 PSF	American Property Holdings LLC Bradley Engineering	Class C
2127 Vanderlip Court Paso Robles, CA	4,040 SF	\$950,000 \$235.15 PSF	Christopher L. Lovato Catto's Screen Printing & Signs	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
650 Leanna Drive Arroyo Grande, CA	38,550 SF	Valley Investment	Fluid Resource Management	Utilities
45 Newport Avenue Grover Beach, CA	9,059 SF	Pryor Mike & Holly Trust	Undisclosed	Undisclosed
650 Farroll Road Grover Beach, CA	6,930 SF	Stephen Dorsi	Undisclosed	Undisclosed



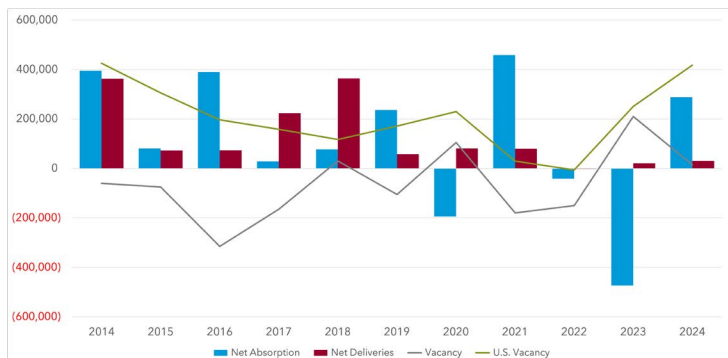
### INDUSTRIAL MARKET OVERVIEW

STEPHEN LEIDER, *Broker Associate*

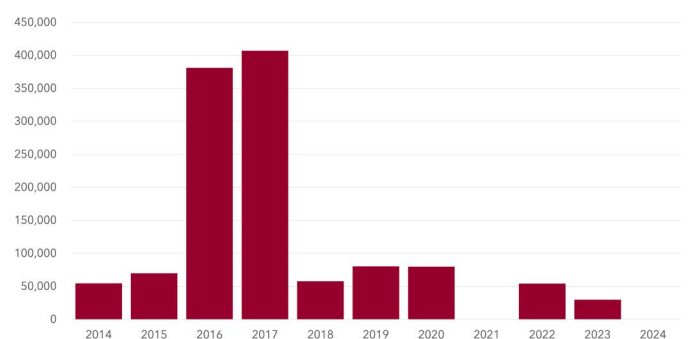
In 2024, the Santa Barbara industrial market has saw vacancy fall to 4.3% in 24Q4, despite the fact leasing activity fell to its lowest level in a decade, only about 25 new leases were signed. Low rent growth was near zero for 2024 and expected to remain flat until 2026. Very little in the pipeline, at 30K SF, comprised of logistics (11.5K SF) and specialized industrial (17K SF). Investment has been steady in 2024 with a mix of institutional and private buyers driving volume with 24Q2 exceeding \$50M. 24Q4 total sales volume was approximately \$46M. YOY total sales volume was approximately \$145M. Across 42 sales in 2024, the average price/SF was \$164 and cap rates were in the 5.5% range.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	288,491	335,853	(303,734)	(510,371)	(473,792)
▲ Vacancy Rate	4.1%	3.92%	5.1%	5.2%	5.4%
▲ Avg NNN Asking Rate PSF	\$17.92	\$17.76	\$17.79	\$17.93	\$17.93
▲ Sale Price PSF	\$213	\$212	\$212	\$218	\$216
▲ Cap Rate	7.00%	6.89%	6.87%	6.73%	6.67%
◀ ▶ Under Construction SF	-	-	-	30,000	30,000
▲ Inventory SF	20,322,695	20,302,646	20,321,701	20,300,000	20,300,000

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1 N. Calle Cesar Chavez Santa Barbara, CA	188,151 SF	\$36,500,000 \$193.99 PSF	SB Velero Properties LLC Jacques Investments LLC	Class C
6381 Rose Lane Carpenteria, CA	8,600 SF	\$2,486,610 \$289.14 PSF	Sharon Kennedy Rincon Real Estate LLC	Class C
210 E. Ortega Street Santa Barbara, CA	4,976 SF	\$2,600,000 \$522.51 PSF	Bink Bink and Bink LLC Jade Capital LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2115 Sinton Road Santa Maria, CA	25,000 SF	Holly Land & Lime LLC	Undisclosed	Undisclosed
201 W. Montecito Street Santa Barbara, CA	12,700 SF	RAF Pacifica Group, Inc.	Undisclosed	Undisclosed
402-436 E. Gutierrez Street Santa Barbara, CA	10,790	Laguna Industrial Partners	Undisclosed	Undisclosed





### INDUSTRIAL MARKET OVERVIEW

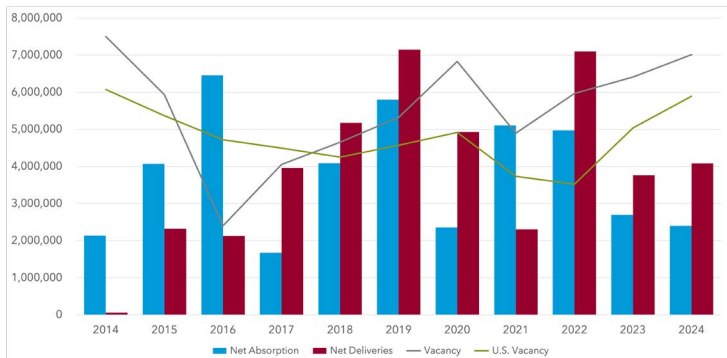
JIM MARTIN, SIOR Senior Vice President

The Central Valley Industrial Market saw the final spec project completed and delivered in Q4 2024 - the 3 building / 1,090,160sf Central Industrial Center developed by Conor Commercial in Stockton. Overall leasing activity throughout the region has been relatively flat, with the bulk of leases having been limited to the medium/smaller sizes and in 2nd/3rd generation spaces. Sales activity from the owner/user has continued to be the bright spot despite little change in interest rates. Overall short supply for functional buildings to buy from the owner/user has kept that segment of the market active. There is belief that 2025 will see some return to larger scale leasing activity following a slow 2024.

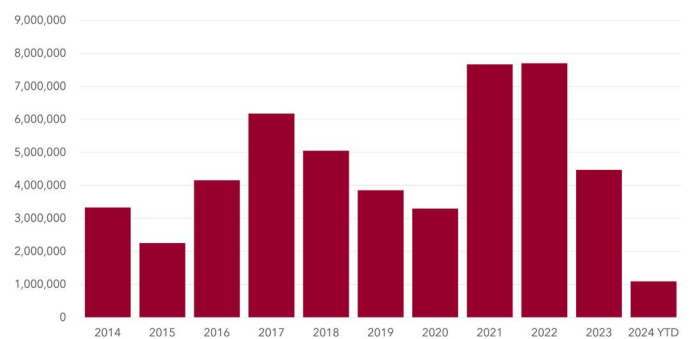
MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ Qtrly Absorption Units	343,650	191,360	477,360	1,865,480	1,368,212
▲ Vacancy Rate	8.20%	7.90%	7.10%	7.10%	6.90%
▲ Avg NNN Asking Rent PSF	\$8.76	\$8.76	\$8.76	\$8.76	\$8.76
◀ ▶ Sale Price PSF	*	*	*	*	*
◀ ▶ Cap Rate	*	*	*	*	*
◀ ▶ Under Construction	1,030,790	2,120,950	3,766,490	4,129,287	5,994,767
◀ ▶ Inventory	155,087,729	153,997,569	152,352,029	151,989,232	150,123,752

\*Please contact Lee & Associates Stockton for Sale Price and Cap Rate Information

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
400 Gandy Dancer Drive Tracy, CA	159,040 SF	\$36,100,000 \$226.99 PSF	Finishing Trades Institute Fortress	Class B
550 Carnegie Manteca, CA	58,800 SF	\$6,750,000 \$114.80 PSF	Manteca Unified School District Carnegie Group	Class B
1820 Industrial Drive Stockton, CA	58,800 SF	\$11,200,000 \$190.48 PSF	PG&E Buzz Oates	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1880 N. MacArthur Drive Tracy, CA	86,163 SF	Dalfen	Native Seed	Warehouse/ Distribution
3021 Boeing Way Stockton, CA	150,000 SF	Buzz Oates	Hardwoods, Inc.	Warehouse/ Distribution
3838 Imperial Way Stockton, CA	60,000 SF	STAG Industrial	Reeds Home Delivery	Warehouse/ Distribution



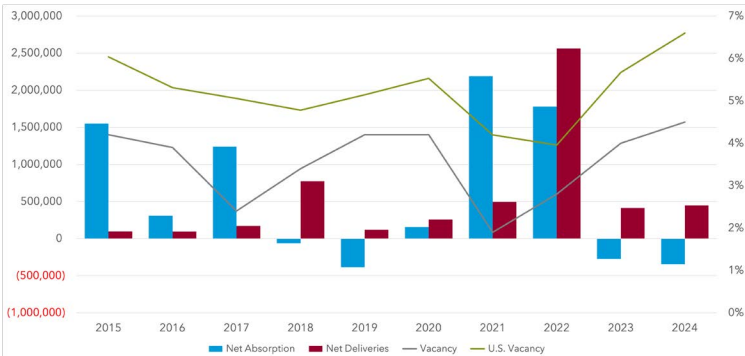
### INDUSTRIAL MARKET OVERVIEW

MICHAEL GUDMUNDSON, *Operations Manager*

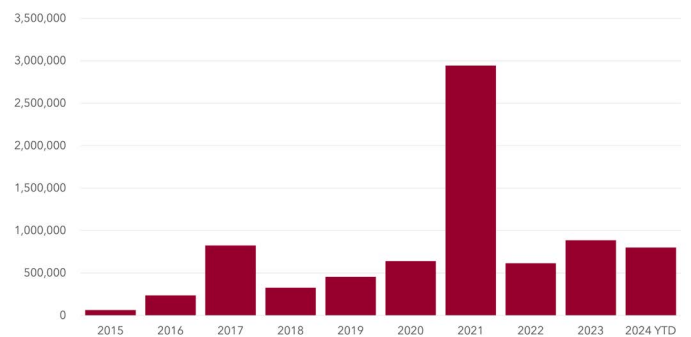
The industrial real estate market in Ventura showed some challenges through Q4 2024. Net absorption for the past 12 months was negative, with a decline of 344,309 SF, continuing the negative absorption trend from earlier in the year. Vacancy rates slightly increased to 4.5%, up from 4.3% in Q3, but remain relatively low compared to historical standards. The average NNN asking rate remained stable at \$1.21 PSF, reflecting little change in rental pricing. Approximately 800,543 SF of industrial space is under construction, contributing to a steady inventory of 77.7 million SF. Overall, while the Ventura industrial market faces negative absorption, low vacancy rates and stable construction suggest a balanced market with cautious investor activity.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(344,309)	(134,378)	(95,574)	(246,302)	(273,643)
▲ Vacancy Rate	4.5%	4.3%	4.1%	4.1%	4.0%
◀▶ Avg NNN Asking Rate PSF	\$1.21	\$1.21	\$1.22	\$1.26	\$1.20
▼ Sale Price PSF	\$202	\$220	\$339	\$176	\$255
▼ Cap Rate	5.8%	6.3%	6.3%	6.2%	6.1%
◀▶ Under Construction SF	800,543	800,543	1,173,057	886,068	886,068
▲ Inventory SF	77,691,284	77,417,738	77,417,738	77,417,738	77,385,485

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4600 Industrial Street Simi Valley, CA	32,000 SF	\$7,100,000 \$221.88 PSF	Italy 2000 Metalcrafters	Class C
2400 Sturgis Road Oxnard, CA	26,331 SF	\$7,250,000 \$275.34 PSF	Chrysiliou Chrysiliou Twenty Lake Holdings	Class B
5105 Maureen Lane Moorpark, CA	24,310 SF	\$6,200,000 \$255.04 PSF	Avoian Property Group LP Egerer Revocable Trust	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
609 Science Drive Moorpark, CA	135,000 SF	Fortress Investment Group	Quantum Systems Inc	U.A.S. Manufacturing
405 Science Drive Moorpark, CA	75,538 SF	Fortress Investment Group	Taft Electric	Electrical Contractor
14399 Princeton Avenue Moorpark, CA	45,916 SF	Private Owner	Bombardier Learjet	Manufacturing



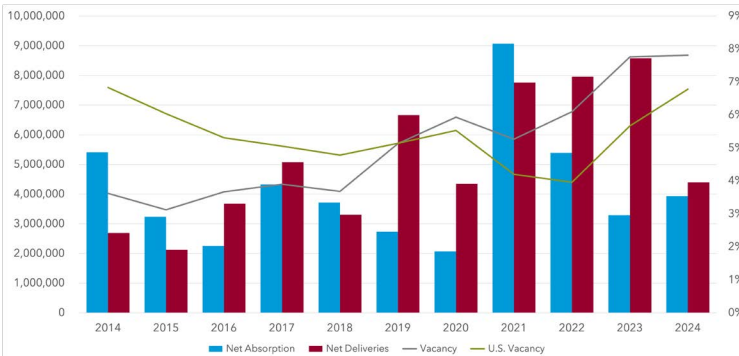
**INDUSTRIAL MARKET OVERVIEW**

RON WEBERT, SIOR, *Principal*

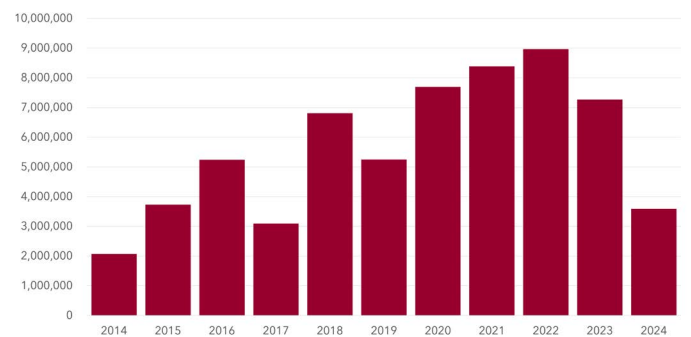
The Denver market ended the year with little fanfare; small absorption numbers, higher vacancy, and leasing activity lower than average. A bright spot was the sales activity in the quarter, \$500M, ending the year off with \$1.5B in sales, despite the high interest rates. This is higher than the previous two years. With limited construction deliveries anticipated in 2025, we predict the vacancy rate will stabilize, or lower slightly. With only 3 new buildings over 500,000 SF available, large tenants will be faced with limited options, and Landlords should benefit. While Colorado is still a highly desirable location, its population growth has slowed. This will have a lagging effect on Industrial, and we predict we won't feel the effects of this in the market for several years.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ Net Absorption SF	279,744	2,707,000	203,220	1,178,728	1,760,652
▲ Vacancy Rate	7.8%	7.5%	8.40%	7.50%	7.90%
▼ Avg NNN Asking Rate PSF	\$12.27	\$12.31	\$11.06	\$11.01	\$10.88
▼ Sale Price PSF	\$171	\$177	\$177	\$172	\$172
▲ Cap Rate	7.4%	7.2%	7.2%	7.2%	7.1%
▼ Under Construction SF	3,591,189	4,401,097	4,633,930	6,432,450	8,450,390
▲ Inventory SF	287,911,539	286,712,209	285,822,100	283,503,041	281,444,197

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9400 E. 46th Place, Bldgs. 1&2 Denver, CO	695,899 SF	\$100,100,000 \$143.84 PSF	Third Avenue Investments Brookfield Corp	Class A
17956 East 84th Avenue Commerce City, CO	594,976 SF	\$62,000,000 \$102.53 PSF	Ambrose PGIM	Class A
17190 E. 85th Avenue Denver, CO	329,940 SF	\$34,705,200 \$105.19 PSF	Chandler's Sand & Gravel Becknell Industrial	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11075 W. 112th Broomfield, CO	133,638 SF	Suncap	Electrosteel	Construction Supply
4735 Florence Street, Bldg. D3 Denver, CO	112,464 SF	Prologis	KellySpicers	Paper Products
3250 Abilene Street Aurora, CO	80,819 SF	Blackstone REIT	Katzke Paper	Paper Products



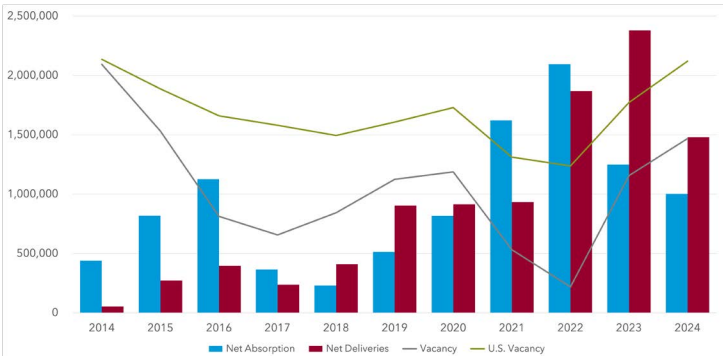
### INDUSTRIAL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

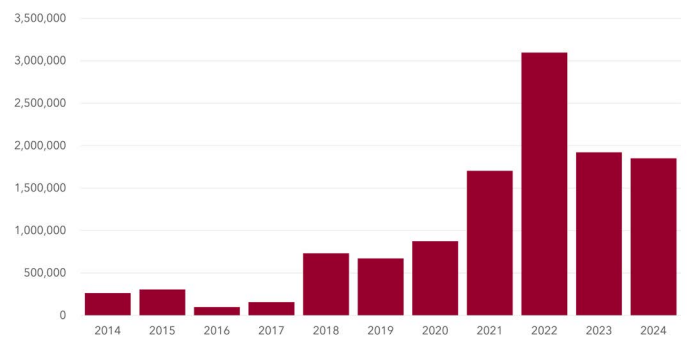
The industrial market showed resilience at year end. The close of Q4 marked another consecutive year of insatiable demand for Class A space. More than a million square feet of net absorption has been recorded in Lee County, every year for the past four years. The Fort Myers region had the second strongest year of leasing activity ever recorded, second only to the boom of activity in 2022. Average asking NNN rents increased 8.8% YOY to \$14.18 psf. Vacancy rates normalized to pre-pandemic levels ending the year at 4.7%, registering a +100 bps increase. The record-breaking sale at Tri-County 75 of \$155.1 million closed in Q4, showing inflows of capital are still coming to the Fort Myers market.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ Qtrly Net Absorption SF	376,625	247,404	174,696	203,578	513,224
▼ Vacancy Rate	4.7%	5.1%	5.3%	4.7%	3.7%
▲ Avg NNN Asking Rate PSF	\$14.18	\$14.01	\$13.73	\$13.19	\$13.03
▲ Sale Price PSF	\$192	\$153	\$151	\$200	\$142
▼ Cap Rate	6.25%	6.50%	6.30%	6.30%	7.80%
▲ Under Construction SF	1,851,472	1,588,972	1,181,789	1,229,826	1,922,410
▲ Inventory SF	41,931,843	41,804,343	41,724,343	41,355,196	40,452,082

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6115-6195 Tri County Commerce Wy Fort Myers, FL	816,866 SF	\$155,100,000 \$190.00 PSF	Walton Street Capital LLC Columnar & Glenstar	Class A
9111 Cheetos Circle Fort Myers, FL	104,160 SF	\$33,000,000 \$316.82 PSF	GWL 9111 Cheetos LLC Oriole Road Fort Myers LLC	Class A
Metro Parkway/Lee Street* Fort Myers/Lehigh Acres, FL	81,650 SF	\$12,250,000 \$150.00 PSF	Industrial Development Corp, LLC Shanahan Enterprises of Florida LLC	Class B/C

\*Part of a 5-Building Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
16680 Oriole Road Fort Myers, FL	250,000 SF	Stonemont Financial Group	Undisclosed	Undisclosed
16523 Airport Haul Road Fort Myers, FL	118,178 SF	Ambrose & Helms Development	Undisclosed	Undisclosed
16351 Lee Road Fort Myers, FL	36,000 SF	Capital Partners	Air Engineers LLC	Engineering Services





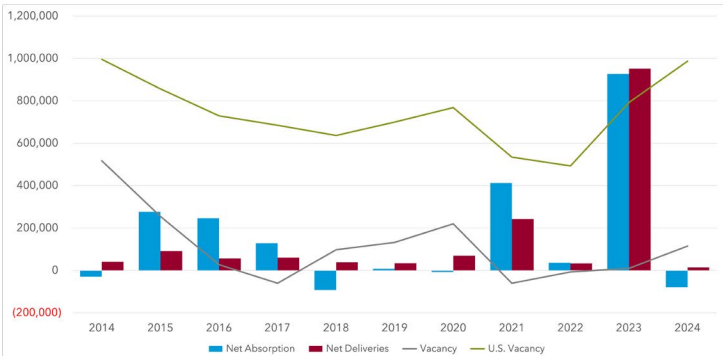
### INDUSTRIAL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

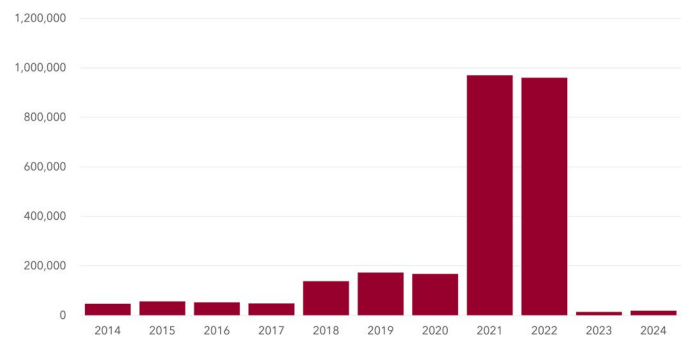
Asking rents remained elevated at an average of \$20.25 psf NNN at year end. However, rent growth tempered to a mere +3.0% YOY increase. Limited space options in the Naples market allowed landlords to keep rents high, but with modest new construction to alleviate supply constraints, rent growth may continue to temper. Net absorption recorded a decline of -48,000 SF for the quarter with YTD absorption totaling -79,000 SF. Leasing activity dipped 35% from fourth quarter last year. Despite the downtick in absorption, the market remained tight for another consecutive year with a vacancy rate of 1.8%. There were no new deliveries recorded for the third consecutive quarter.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ Qtrly Net Absorption SF	(50,802)	2,156	22,295	(52,796)	(1,134)
▲ Vacancy Rate	1.8%	1.5%	1.3%	1.7%	1.2%
▲ Avg NNN Asking Rate PSF	\$20.25	\$20.22	\$20.00	\$19.79	\$19.65
▼ Sale Price PSF	\$264.74	\$275.39	\$294.65	\$268.39	\$280.42
▼ Cap Rate	7.77%	7.78%	4.00%	7.00%	6.30%
◀ ▶ Under Construction SF	19,394	19,394	19,394	-	14,212
◀ ▶ Inventory SF	14,464,101	14,464,101	14,464,101	14,464,101	14,449,889

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3500 Prospect Avenue Naples, FL	13,292 SF	\$1,550,000 \$117.00 PSF	3500 Prospect LLC 3500 Prospect Ave LLC	Class C
3400 Prospect Avenue Naples, FL	12,600 SF	\$2,550,000 \$202.00 PSF	Ninigret Group LC Marine Technician, Inc.	Class C
3627 Progress Avenue Naples, FL	5,000 SF	\$1,400,000 \$280.00 PSF	Gulf Coast Marine Repair & Service Gruppuso Investments, Inc.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4720 Radio Road Naples, FL	31,948 SF	Sandal Real Estate Holding LLC	L & W Supply	Construction Material Wholesaler
13245 Tamiami Trail, E Naples, FL	11,450 SF	Patriot Place Trust	R3 Motorcars	Used Car Dealer
4085 Arnold Avenue Naples, FL	9,000 SF	Arnold Properties, Inc.	Undisclosed	Undisclosed



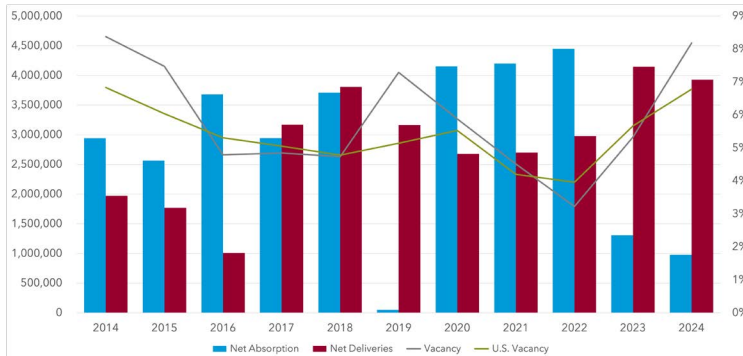
### INDUSTRIAL MARKET OVERVIEW

DEREK RIGGLEMAN, *Senior Vice President, Principal*

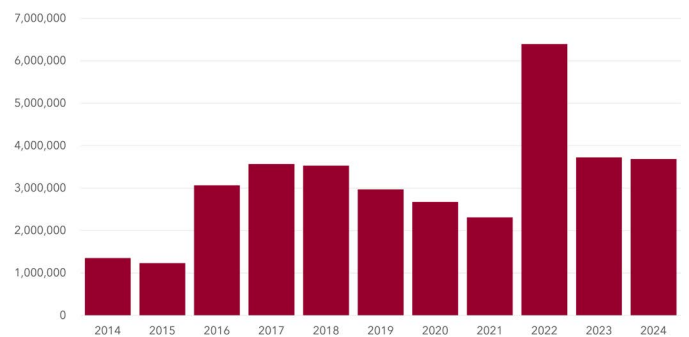
The Orlando industrial market had a relatively flat quarter but closed the year with over 1 million square feet of positive absorption. Total absorption for the year was less than half of the trailing 3-year average and about a third of the 5-year average. This aligns with the pre-pandemic absorption rate, signaling that the market may be at the bottom of a dip and poised for growth though this is likely to occur after much of the struggling bulk inventory is leased. Office/warehouse and shallower bulk buildings remain in demand, creating a split market. Sales prices held steady, and strong sales volume, including notable trades, underscores Orlando's resilience, with optimism for 2025 growth.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	979,031	1,763,059	1,792,904	1,989,458	1,306,680
▲ Vacancy Rate	8.2%	7.5%	6.8%	5.4%	5.3%
▲ Avg NNN Asking Rate PSF	\$9.54	\$8.81	\$9.49	\$8.45	\$10.31
▼ Sale Price PSF	\$144.14	\$163.00	\$164.00	\$135.00	\$137.00
▲ Cap Rate	5.0%	4.7%	7.1%	6.7%	6.3%
▲ Under Construction SF	3,687,165	3,634,939	4,018,253	5,758,635	3,722,513
▲ Inventory SF	137,356,568	136,204,117	135,879,689	133,309,665	128,458,121

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
WD Judge Road Orlando, FL	513,560 SF	\$103,000,000 \$200.56 PSF	LaSalle Foundry/PGIM	Class A
6375 N. Orange Blossom Trail Orlando, FL	148,882 SF	\$15,200,000 \$102.09 PSF	Z Asset Management Harvest Holdings	Class C
6655 E. Colonial Drive Orlando, FL	99,096 SF	\$7,350,000 \$74.17 PSF	SNS Warehouse Kaman Precision	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2405 Commerce Park Drive Orlando, FL	404,286 SF	EastGroup Properties, Inc.	Essendant	Wholesaler
3409 Wd Judge Drive Orlando, FL	105,884 SF	Undisclosed	Lehman Pipe	Wholesaler
1264 La Quinta Drive Orlando, FL	91,394 SF	Blackstone Real Estate Income Trust, Inc.	Victory Packaging	Services



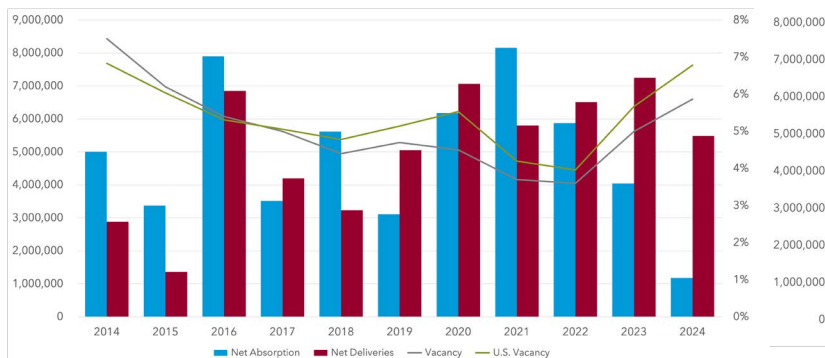
### INDUSTRIAL MARKET OVERVIEW

JULIA SILVA, *President*

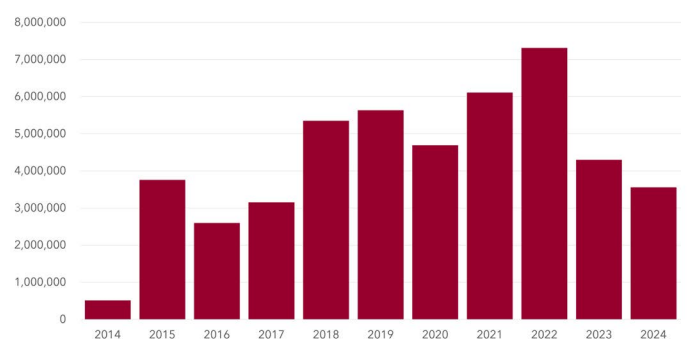
Tampa's industrial market remains a strong driver of regional economic growth, demonstrating resilience and stability. As of Q4 2024, the vacancy rate stands at 5.9%, a slight increase from the previous quarter but still reflective of a balanced market. Asking rents have held steady at \$11.47 PSF, indicating ongoing stability. Nearly 3.6 million SF of industrial space is under construction, underscoring strong demand and long-term growth potential. This activity reinforces Tampa's position as a vital market for tenants and investors alike. In just one year since opening the Lee & Associates Tampa Bay office, brokers Julia Silva and Erika Thompson represented two of the top three industrial deals in the region this quarter, highlighting our team's market leadership.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	1,179,272	1,387,050	1,078,963	659,980	4,042,972
▲ Vacancy Rate	5.9%	5.7%	5.4%	5.1%	5.0%
▲ Avg NNN Asking Rate PSF	\$11.47	\$10.85	\$11.58	\$11.32	\$11.39
▲ Sale Price PSF	\$127	\$118	\$128	\$118	\$117
▲ Cap Rate	7.50%	7.42%	7.42%	6.77%	7.38%
▼ Under Construction SF	3,558,166	4,810,401	4,491,759	3,388,141	4,298,013
▲ Inventory SF	248,966,349	246,602,210	244,650,465	244,428,965	241,539,808

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2318 Waverly Barn Road* Davenport, FL	406,156 SF	\$46,315,259 \$114.03 PSF	Kohlberg Kravis Roberts & Co. L.P. Prologis, Inc.	Class A
220 Deen Still Road* Davenport, FL	396,740 SF	\$48,300,713 \$121.74 PSF	Kohlberg Kravis Roberts & Co. L.P. Prologis, Inc.	Class A
245 Deen Still Road* Davenport, FL	293,982 SF	\$42,075,000 \$121.74 PSF	Cabot Properties, Inc. Blackstone Real Estate Income Trust	Class A

\*Part of Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5201 S. West Shore Boulevard Tampa, FL	60,000 SF	5201 S Westshore LLC	The Lithium Battery Co.	Manufacturing
7105-7125 New Tampa Highway Lakeland, FL	56,793 SF	Blackstone Real Estate Income Trust, Inc.	Azteca	Food
5402-5424 Hangar Court* Tampa, FL	50,601 SF	Stonelake Capital Partners	Lubewerks/Lykes	Automotive/Logistics & Transportation

\*Lee Represented Each Tenant in Separate 50,601 SF Leases



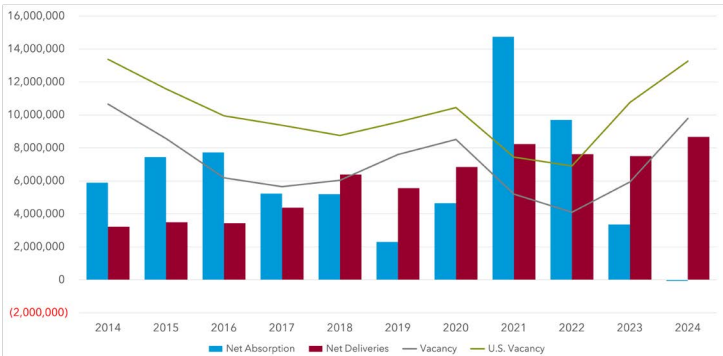
### INDUSTRIAL MARKET OVERVIEW

MICHAEL HINTON, CCIM, *Principal*

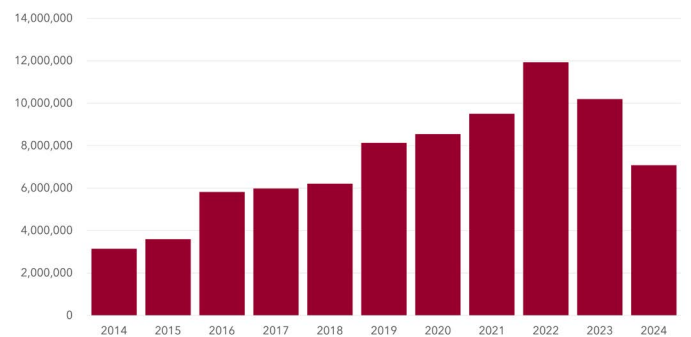
South Florida continues to ride a high wave of market growth for industrial assets in strategic locations, while leasing momentum softens with slight uncertainty from possible policy impacts on trade next year. Great locations with superior access to airports and ports continue to command the best rents and tenants. Savvy tenants are rethinking and adjusting warehouse-to-office ratios, freeing space, parking spots, and possible savings on TI. Outsourced and remote work continue to reduce workforce costs. Cap rates are rising gradually, with steady returns expected despite over 7 million sf of new construction due for completion in the next two years. Overall, the industrial market remains strong, enjoying a plateau after significant growth.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(53,248)	2,812,335	1,375,709	3,122,339	3,364,247
▲ Vacancy Rate	4.8%	4.4%	4.1%	3.3%	3.2%
▼ Avg NNN Asking Rate PSF	\$17.10	\$17.17	\$17.27	\$17.34	\$17.38
▲ Sale Price PSF	\$244	\$234	\$202	\$223	\$232
▲ Cap Rate	6.70%	6.29%	5.86%	5.99%	6.14%
▲ Under Construction SF	7,077,233	5,441,999	8,074,815	9,005,821	10,195,031
▲ Inventory SF	491,254,685	490,479,696	488,002,632	484,507,655	482,578,390

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
13900 NW 2nd Street Sunrise, FL	274,342 SF	\$68,356,760 \$249.17 PSF	Elion Partners Link Logistics Real Estate	Class A
1605 NW 159th Street Miami, FL	216,516 SF	\$42,833,360 \$197.83 PSF	Longpoint Realty Partners Link Logistics Real Estate	Class C
800-900 International Parkway Sunrise, FL	202,693 SF	\$49,563,446 \$244.52 PSF	Elion Partners Link Logistics Real Estate	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4395 W. 88th Street Hialeah, FL	246,647 SF	Easton & Associates	Undisclosed	Undisclosed
10801 NW 103rd Street Medley, FL	164,080 SF	AEW Capital Management	Undisclosed	Undisclosed
2323 NW 82nd Avenue Doral, FL	148,618 SF	Link Logistics Real Estate	Undisclosed	Undisclosed





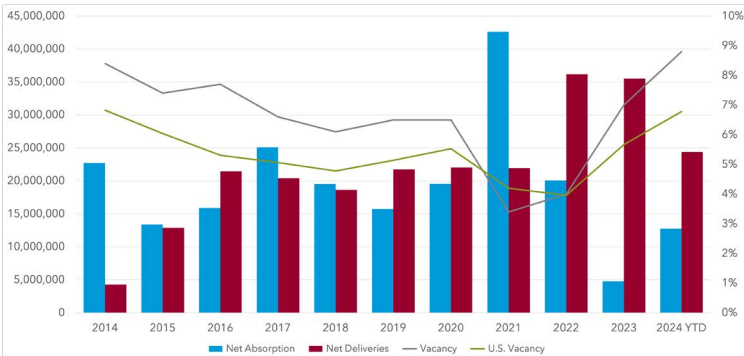
### INDUSTRIAL MARKET OVERVIEW

KATE HUNT, Senior Research Analyst

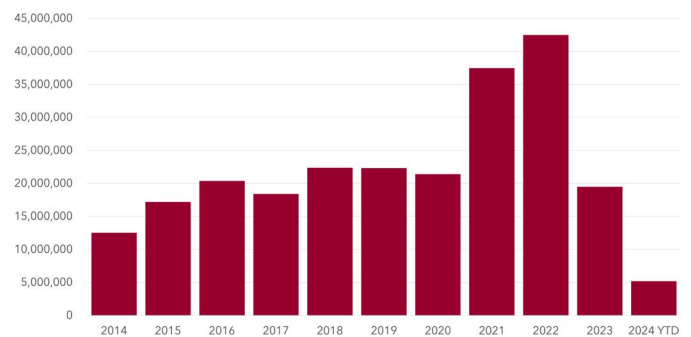
Atlanta's industrial market ended 2024 with strong leasing momentum. Total leasing reached 43.4 million square feet, a 61% increase over 2023's 27 million square feet, while net absorption surged 166% to 12.76 million square feet. Despite robust demand, the vacancy rate rose to 8.8% in Q4, up from 7.0% a year earlier, as new deliveries came online. Construction activity hit a historic low, with just 5.2 million square feet under development in Q4, a 73% drop from 2023. However, market fundamentals suggest groundbreakings will rebound in 2025 to meet tenant demand. Rental rates remained stable at \$8.53 per square foot annually, underscoring Atlanta's strength as a premier logistics hub entering the new year.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	12,760,529	9,870,839	10,963,750	7,089,361	4,780,044
▲ Vacancy Rate	8.8%	8.2%	8.2%	7.5%	7.0%
▼ Avg NNN Asking Rate PSF	\$8.53	\$8.60	\$8.38	\$8.24	\$8.50
▲ Sale Price PSF	\$121	\$112	\$117	\$102	\$99
▼ Cap Rate	5.8%	6.1%	5.9%	6.0%	5.7%
▼ Under Construction SF	5,198,515	9,997,059	11,408,800	18,687,427	19,483,314
▲ Inventory SF	869,931,668	864,660,112	860,122,304	856,164,714	831,107,927

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8095 McLarin Road* Palmetto, GA	1,044,288 SF	\$90,000,000 \$86.18 PSF	EQT Exeter FHR Capital LLC	Class A
6855 Shannon Parkway Union City, GA	744,000 SF	\$64,500,000 \$86.69 PSF	Blackstone, Inc. Affinius Capital LLC	Class A
650 Broadway Avenue** Braselton, GA	613,440 SF	\$50,000,000 \$81.51 PSF	Artemis Real Estate Partners J.W. Mitchell Company LLC	Class A

\* Lee & Associates Atlanta & City of Industry Deal; \*\*Part of Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8095 McLarin Road Palmetto, GA	1,044,288 SF	EQT Exeter	Owens Corning	Manufacturing
2630 Gravel Springs Road Buford, GA	1,001,424 SF	IDI Logistics	Living Spaces	Retailer
5000 Bohannon Road Fairburn, GA	885,458 SF	TA Realty	Duracell	Manufacturing



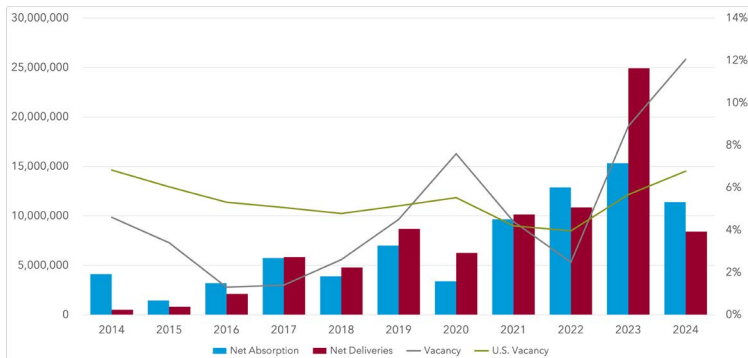
### INDUSTRIAL MARKET OVERVIEW

KATE HUNT, Senior Research Analyst

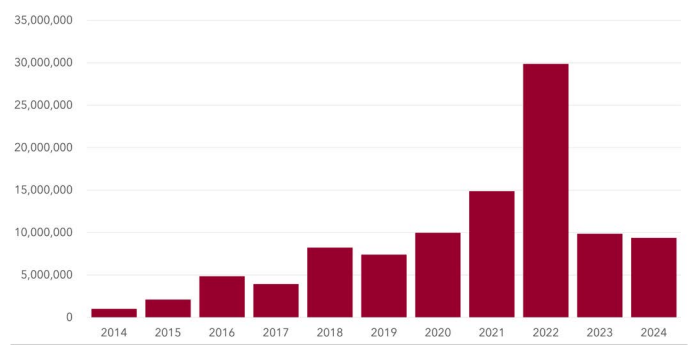
The Savannah industrial market closes 2024 on a positive note, with 12-month net absorption reaching 11.4 million square feet, reflecting sustained demand for industrial space. The vacancy rate slightly increased to 12.1% from 11.9% in Q3, as new supply continues to enter the market. Rental rates remain strong, with the average NNN asking rate rising to \$8.18 per square foot. Sales prices have held steady at \$117 per square foot, showing strong investor interest. Construction activity remains robust, with 9.4 million square feet under development, ensuring continued growth. These positive indicators, along with a favorable economic outlook, position Savannah's industrial market for continued investment and expansion in the coming months.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	11,400,367	14,832,521	12,152,385	11,431,165	15,331,772
▲ Vacancy Rate	12.1%	11.9%	11.4%	10.9%	8.9%
▲ Avg NNN Asking Rate PSF	\$8.18	\$7.28	\$7.57	\$7.20	\$7.28
▼ Sale Price PSF	\$117	\$118	\$117	\$115	\$115
▲ Cap Rate	7.22%	7.02%	7.04%	7.01%	6.92%
▲ Under Construction SF	9,385,025	8,780,296	11,738,538	12,605,640	9,865,055
▲ Inventory SF	140,635,189	139,713,977	134,720,573	129,114,775	126,123,239

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
125 Feldspar Drive Savannah, GA	942,210 SF	\$100,600,000 \$106.77 PSF	Scannell Properties The Goldman Sachs Group	Class A
1001 Gateway Parkway Rincon, GA	204,800 SF	\$34,100,000 \$166.50 PSF	Broe Real Estate Group LXP Industrial Trust	Class A
881 Hodgeville Road Rincon, GA	64,581 SF	\$11,600,000 \$179.62 PSF	Diamond Concrete Products LLC Oldcastle Infrastructure	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
521 Morgan Lakes Industrial Blvd. Pooler, GA	499,200 SF	PGIM, Inc.	East Coast Warehouse & Distribution	Transportation and Warehousing
Highway 21* Rincon, GA	364,000 SF	Greenland Developers	Undisclosed	Logistics
Interstate Centre Boulevard Ellabell, GA	330,150 SF	Clayco	Undisclosed	Undisclosed

\* Lee & Associates Atlanta Deal



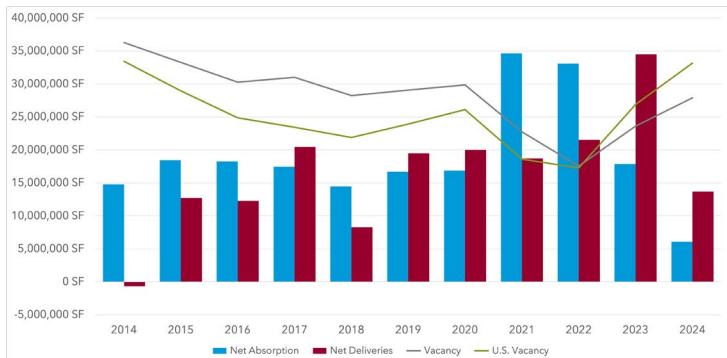
### INDUSTRIAL MARKET OVERVIEW

ZACH GELLER, *Market Analytics Director*; BRANDON PAPPAS, *VP Data Analytics and Business Development*

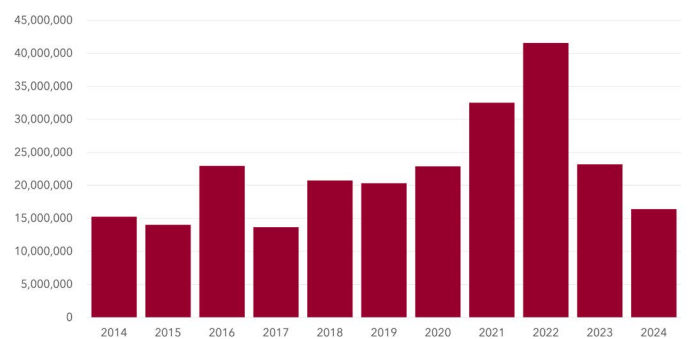
Since Q2 2024, Chicago's ranking as a top-three U.S. absorption leader has dropped to 10th. However, the market's competitive edge lies in its limited new completions and under-construction stock, rather than its annual absorption. Vacancy stood at 5.85% at the end of 2024, below the national rate of 6.78%. Chicago's leading intermodal infrastructure and relatively affordable rents are expected to sustain tenant demand and steady rent growth through 2025. Year-over-year rents have increased by 3.4%, surpassing national growth by 40%. While absorption reflects market demand, Chicago's tight vacancy suggests fewer supply-side challenges, enabling it to maintain strong rent growth through 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	4,923,151	5,659,148	8,964,808	16,090,320	17,863,391
▲ Vacancy Rate	5.85%	5.29%	5.34%	5.40%	5.09%
▼ Avg NNN Asking Rate PSF	\$8.70	\$9.69	\$9.68	\$9.58	\$9.45
▼ Sale Price PSF	\$91.00	\$92.74	\$91.79	\$90.55	\$90.09
▲ Cap Rate	8.47%	8.04%	8.05%	8.04%	7.95%
▼ Under Construction SF	16,418,053	16,578,933	17,965,153	19,247,368	23,206,513
▲ Inventory SF	1,170,609,490	1,411,057,169	1,408,869,554	1,407,888,182	1,401,747,558

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
501 International Parkway Minooka, IL	849,691 SF	\$78,000,000 \$91.80 PSF	Grainger Prologis	Class A
25850 S. Ridgeland Avenue Monee, IL	718,709 SF	\$39,600,000 \$54.39 PSF	Venture One Ares	Class A
501 E. 151st Street Phoenix, IL	597,887 SF	\$29,934,178 \$48.06 PSF	TPG Blue Wolf	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
295 Southcreek Parkway Romeoville, IL	497,717 SF	Bridge Industrial	Pioneer	Manufacturing
900 Bilter Road Aurora, IL	463,636 SF	Prologis	Mazda	Automotive
551 Saint James Gate Bolingbrook, IL	289,357 SF	AEW Capital Management	LaGrou Distribution	Logistics



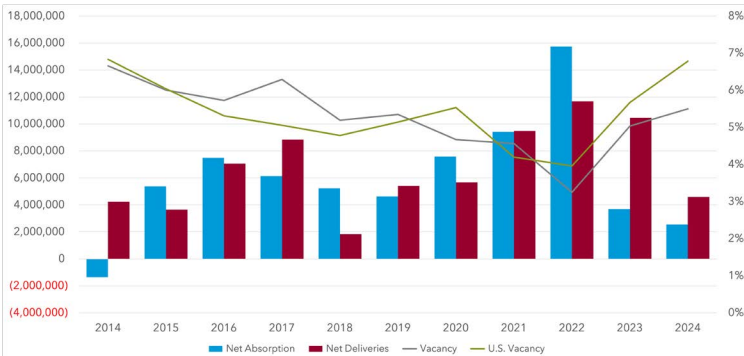
### INDUSTRIAL MARKET OVERVIEW

JOSH KOCH, *Senior Associate*

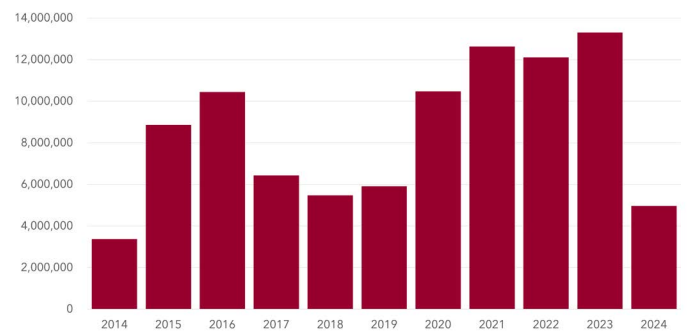
Kansas City experienced significant rate growth in 2024, with NNN asking rates rising 36 basis points to \$6.06/SF. Q4 vacancy rates decreased to 5.4%, although overall 2024 vacancy rose 120 basis points year-over-year, from 4.2% to 5.4%. Net deliveries totaled 4.6M SF as industrial demand slowed nationwide. A reduction in new construction starts helped prevent overbuilding, keeping vacancy rates 128 basis points below the national average. Major developers headquartered in Kansas City, including NorthPoint, Hunt Midwest, VanTrust, and Flint Development, contributed to market stability. With 4.96M SF under construction, steady development is expected in 2025. Over the past three years, the Kansas City market delivered 25.4M SF of new industrial space.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	2,550,000	2,989,814	2,962,276	1,096,627	3,748,631
▼ Vacancy Rate	5.4%	5.5%	5.7%	5.0%	4.2%
▲ Avg NNN Asking Rent PSF	\$6.06	\$6.02	\$5.95	\$5.84	\$5.75
◀ ▶ Sale Price PSF	\$65	\$65	\$63	\$62	\$62
▼ Cap Rate	9.3%	9.4%	9.3%	9.3%	9.1%
▲ Under Construction	4,961,532	3,760,831	4,460,351	4,928,796	6,032,695
▲ Inventory	320,501,232	320,088,093	319,388,573	317,493,470	316,389,571

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
31301 W. 181st Street Edgerton, KS	632,000 SF	\$223,000,000 \$352.85 PSF	Lineage NorthPoint	Class A
5450 NW 40th Street Riverside, MO	53,253 SF	\$9,225,000 \$58.89 PSF	Local Investor BlueScope Properties	Class A
19919 W. Shawnee Mission Parkway Shawnee, KS	98,424 SF	\$5,511,744 \$56.00 PSF	Undisclosed Koller Enterprises	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
30574-31452 W. 183rd Street Olathe, KS	763,318 SF	NorthPoint Development	Lennox Industries	Manufacturing
1600 Mo 291 Kansas City, MO	400,000 SF	VanTrust	Flora Food Group	Food
27080 W. 159th Street New Century, KS	250,000 SF	Woodmen of the World	Menco Royal	Manufacturing





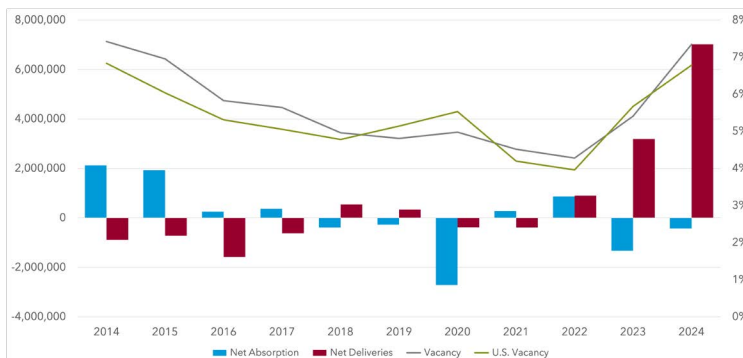
### INDUSTRIAL MARKET OVERVIEW

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

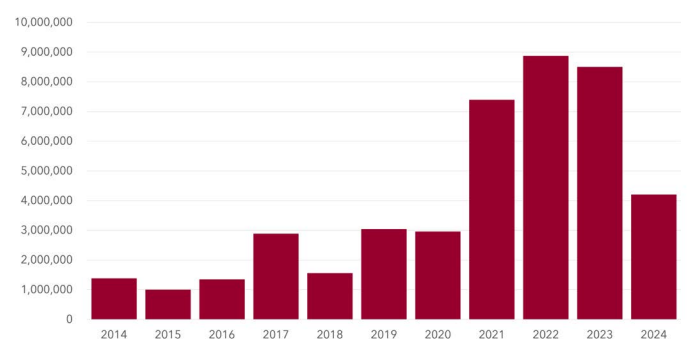
Boston's industrial market is softening as vacancy rates reach 7.4%, driven by a supply surge and slower demand. Over the past year, demand declined by 580,000 SF, with larger commitments in advanced manufacturing, such as Persimmon Technologies' 142,000 SF lease in Bedford, helping to mitigate sharper losses. New construction added nearly 4M SF in 2023, the most since 2001, and another 7M SF in 2024, including a 350,000 SF facility in West Bridgewater and a 310,000 SF R&D facility in Lexington. Flex space, integral to Boston's biotech sector, faces a 10% vacancy rate due to reduced venture capital. Rent growth has slowed to 5.6% annually, with stabilization expected by 2026 as construction slows and demand rebounds.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(516,567)	(1,420,525)	830,823	(1,328,549)	(1,031,491)
▲ Vacancy Rate	7.3%	7.1%	6.5%	5.8%	5.4%
▲ Avg NNN Asking Rate PSF	\$16.37	\$16.20	\$16.02	\$15.75	\$15.48
▲ Sale Price PSF	\$185.76	\$184.53	\$182.97	\$182.22	\$180.99
▲ Cap Rate	7.7%	7.0%	8.4%	6.8%	9.0%
▼ Under Construction SF	4,205,877	4,513,187	4,243,279	8,935,152	8,499,908
▲ Inventory SF	369,257,384	368,569,634	368,103,864	363,236,104	362,236,300

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1 Wesley Street Malden, MA	101,803 SF	\$10,000,000 \$98.23 PSF	Calare Properties, Inc. Black Marble Motorcycles LLC	Class C
120-134 Hampden Street Boston, MA	75,782 SF	\$6,600,000 \$87.09 PSF	Bahlmann Group Iron Mountain Incorporated	Class C
25 Summer Avenue Waltham, MA	14,400 SF	\$2,500,000 \$173.61 PSF	Luis Moniz Christos Karimbakas	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
400 Manley Street West Bridgewater, MA	86,877 SF	Gramercy Property Group	Priority Wire & Cable Co., Inc.	Transportation and Warehousing
15 Highland Avenue Malden, MA	56,502 SF	David A. Wilson	Armatron International	Lawn & Garden Care Equipment
1140 Turnpike Street Stoughton, MA	31,800 SF	1136 Turnpike Street LLC	Maxim Crane Works LP	Rental and Leasing Services



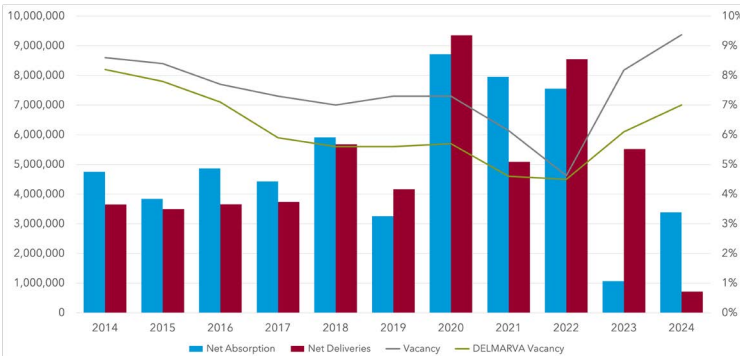
### INDUSTRIAL MARKET OVERVIEW

ERIC SKOGMO, *Vice President*

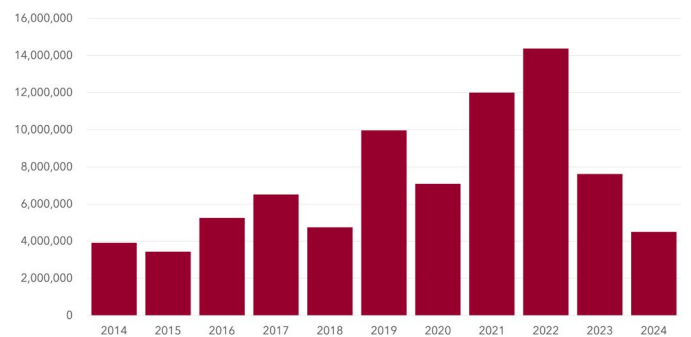
The Greater Baltimore Industrial market had a negative net quarterly absorption for the fourth quarter of 2024. This was driven by several large tenants vacating their spaces and the largest lease transaction was a renewal to Bob's Discount Furniture. As a result, the vacancy rate also increased to 9.37%. Construction slightly decreased and remains concentrated in infill locations, with few speculative developments slated to begin in 2025. Capital market sales were down from the previous quarter; however, activity is projected to increase in the beginning of 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ Net Absorption SF	(1,976,878)	775,833	1,003,309	530,434	(260,274)
▲ Vacancy Rate	9.37%	8.44%	8.14%	8.53%	8.06%
▲ Avg NNN Asking Rate PSF	\$9.17	\$9.30	\$9.12	\$9.22	\$8.93
▼ Sale Price PSF	\$195.45	\$140.23	\$143.71	\$114.06	\$113.36
▼ Cap Rate	5.80%	5.60%	5.30%	5.00%	4.75%
▼ Under Construction SF	4,504,543	4,653,117	6,002,171	7,025,331	7,618,515
▲ Inventory SF	281,391,146	281,061,047	277,392,824	275,887,206	274,905,536

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7200 Standard Drive Hanover, MD	154,590 SF	\$27,000,000 \$174.66 PSF	EQT Exeter TPG Angelo Gordon & Co. LP	Class B
6400 Sheriff Road Hyattsville, MD	135,039 SF	\$47,743,000 \$353.55 PSF	Dogwood Industrial Properties Trammell Crow Company	Class A
7510 Montevideo Road Jessup, MD	121,211 SF	\$18,500,000 \$152.63 PSF	Gaulin Properties LLC Tate Access Floors, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
511 Chelsea Road Aberdeen, MD	672,000 SF	CBRE Investment Management	Bob's Discount Furniture, Inc.	Retailer
8901 Snowden River Parkway Columbia, MD	290,788 SF	DWS Group	Cart.com	Retailer
8125 Stayton Drive Jessup, MD	205,000 SF	Blackstone	The Kane Group	Transportation and Warehousing



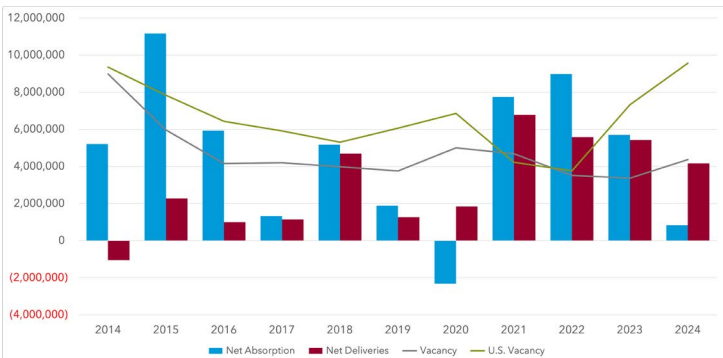
### INDUSTRIAL MARKET OVERVIEW

JON SAVOY, CCIM, SIOR, *President*

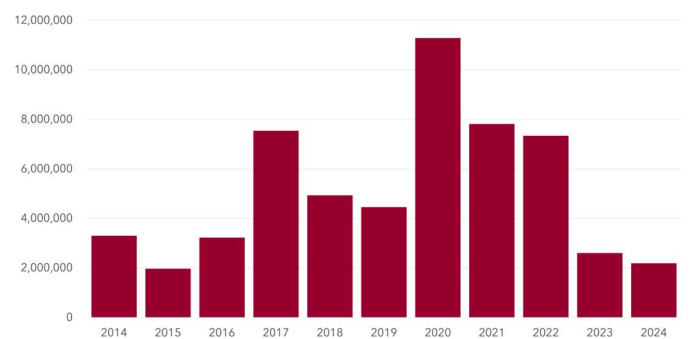
Detroit's industrial real estate market in Q4 2024 demonstrated continued stability. Vacancy rates have remained consistently low, driven by strong demand from manufacturing, logistics, and e-commerce sectors. Leasing activity persisted despite signs of economic cooling, with newer, high-quality spaces commanding premium rents. While construction deliveries added some supply, tenant interest in well-located facilities kept overall absorption levels positive. Industrial hubs near major transportation routes, such as I-94 and I-75, remained particularly competitive. Although challenges like rising interest rates and construction costs tempered speculative development, the market's fundamentals suggest resilience and sustained investor interest moving forward.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	831,209	614,986	3,139,385	5,651,132	5,698,505
▼ Vacancy Rate	4.2%	4.3%	4.0%	3.9%	3.7%
▲ Avg NNN Asking Rate PSF	\$8.84	\$8.79	\$8.70	\$8.62	\$8.51
◀ ▶ Sale Price PSF	\$69	\$69	\$67	\$67	\$67
◀ ▶ Cap Rate	10.8%	10.8%	10.8%	10.7%	10.5%
▼ Under Construction SF	2,973,394	3,058,394	4,227,195	3,466,193	5,219,042
▲ Inventory SF	633,112,888	632,998,888	632,023,321	631,031,349	628,926,447

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6735 Haggerty Road Van Buren Twp, MI	345,050 SF	\$29,040,000 \$84.17 PSF	NorthPoint Development, Inc. Kojaian Co.	Class A
6703 Haggerty Road Belleville, MI	344,000 SF	\$28,950,000 \$84.17 PSF	NorthPoint Development, Inc. Kojaian Co.	Class B
29753 S Wixom Road Wixom, MI	258,307 SF	Undisclosed	Morgan Stanley & Co. Flint Development LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3777 Lapeer Road Auburn Hills, MI	715,000 SF	General Motors	Piston Automotive	Automotive
33360 Trade Center Drive Romulus, MI	349,492 SF	NorthPoint Development, Inc.	DTE Energy	Utilities
1700 Brown Road Auburn Hills, MI	280,000 SF	General Development Company	Magna International, Inc.	Manufacturing



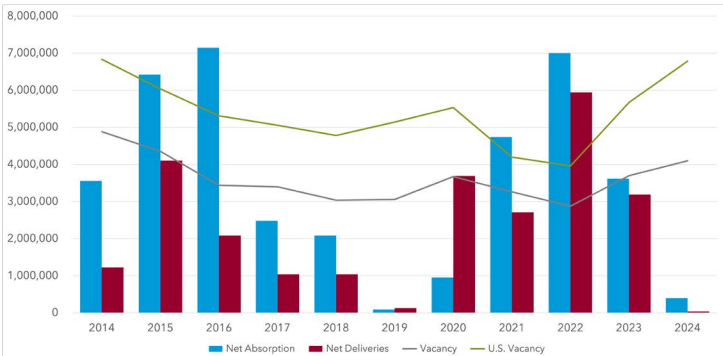
### INDUSTRIAL MARKET OVERVIEW

NATHAN ARNOLD, CCIM, *Principal*

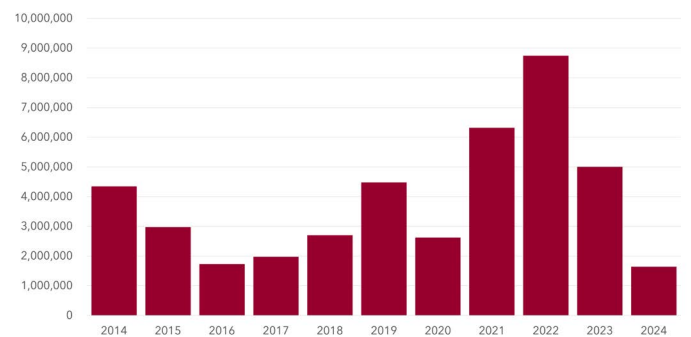
In Q4 2024, the industrial commercial real estate market in the Minneapolis-St. Paul area showed steady demand despite slight increases in vacancy rates. Rental rates continued to rise, driven by strong interest in modern industrial spaces. Developers remained active, delivering new projects to meet market needs, while sublease availability grew. The region's strategic location and diverse economy sustained interest from businesses seeking distribution and manufacturing spaces, keeping the market competitive.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	4,707,857	5,300,000	3,433,142	3,392,586	3,615,180
▲ Vacancy Rate	4.2%	4.1%	4.3%	4.0%	3.7%
▲ Avg NNN Asking Rate PSF	\$9.14	\$8.40	\$8.83	\$8.59	\$8.55
▲ Sale Price PSF	\$95	\$91	-	-	-
▼ Cap Rate	8.91%	9.10%	0.00%	0.00%	0.00%
▲ Under Construction SF	1,600,000	1,400,000	1,500,000	3,545,177	5,746,183
▲ Inventory SF	432,000,000	431,640,830	429,328,702	425,432,054	422,448,005

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
10900 Fountains Drive Maple Grove, MN	221,549 SF	\$33,881,488 \$152.93 PSF	JLL Income Property Trust Endeavor Development	Class A
10901 Elm Creek Boulevard Maple Grove, MN	221,549 SF	\$32,618,731 \$147.23 PSF	JLL Income Property Trust Endeavor Development	Class A
1302 5th Street, S Hopkins, MN	121,976 SF	\$10,050,000 \$82.39 PSF	Kumagi Hopkins LLC Sterling Office & Industrial Prop.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11600 Hudson Road Woodbury, MN	171,000 SF	Greystar	Sparx Logistics	Logistics
Victoria Street, N. Shoreview, MN	150,000 SF	Scannell Properties	PaR Systems	Aerospace Industry
12551 Oliver Avenue Burnsville, MN	100,629 SF	James Campbell	Lifetouch	Photography





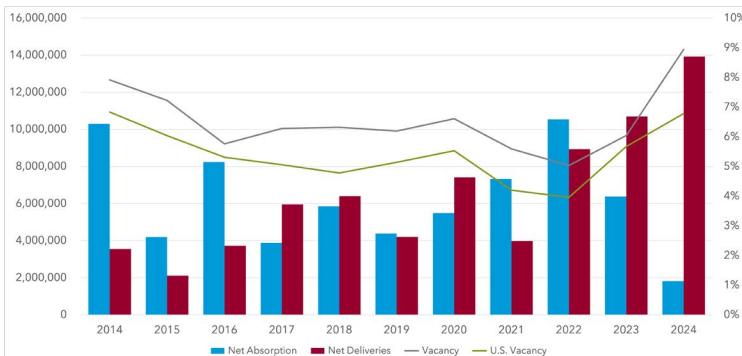
### INDUSTRIAL MARKET OVERVIEW

GREG PIERATT, *President/Principal*; MATT FRAZEE, *Principal*

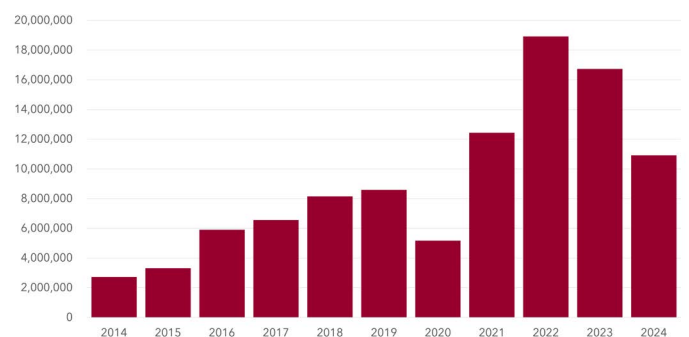
In Q4 2024, Charlotte's industrial market experienced stabilized demand, with net absorption reaching 841,000 SF, a significant improvement from mid-year declines. Vacancy increased to 9.2% as 13.7M SF of new deliveries weighed on absorption. Asking rents grew 4.3% year-over-year, reaching \$9.40/SF, while concessions tempered growth. Demand for smaller urban spaces remains robust, with availability under 4%, contrasting larger warehouses, which face 15% vacancy. Development has slowed sharply, with groundbreakings down over 55% from 2022 peaks, suggesting supply pressures may ease by 2026.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	1,813,898	(1,036,891)	2,203,860	3,208,857	6,375,308
▲ Vacancy Rate	8.94%	8.66%	7.73%	7.28%	6.04%
▲ Avg NNN Asking Rate PSF	\$9.41	\$9.31	\$9.29	\$9.17	\$9.00
▲ Sale Price PSF	\$100.36	\$99.47	\$98.76	\$98.13	\$97.42
◀ ▶ Cap Rate	7.51%	7.51%	7.48%	7.40%	7.32%
▼ Under Construction SF	10,918,607	13,693,339	13,571,604	15,926,293	16,731,728
▲ Inventory SF	388,730,037	384,550,825	382,882,448	378,730,815	374,809,657

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
793 Fort Mill Highway Fort Mill, SC	507,800 SF	\$45,000,000 \$88.62 PSF	Tishman Pacer Partners	Class B
2121 Heilig Road Salisbury, NC	422,315 SF	\$25,000,000 \$59.20 PSF	Prime Rock Real Estate Gildan	Class A
10240 Old Dowd Road Charlotte, NC	503,550 SF	\$66,003,742 \$131.08 PSF	INDUS Realty Trust Childress Klein	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1551 Mt Olive Church Road Gastonia, NC	539,988 SF	Edgewater Ventures	Mann + Hummel	Filtration Technology
845 Paragon Way Rock Hill, SC	507,512 SF	Clarion Partners	NFI Industries, Inc	Footwear and Apparel Distribution
142 Serviceberry Way Mooresville, NC	387,177 SF	Link Logistics Real Estate	Carolina Beverage Group	Beverage Distributor



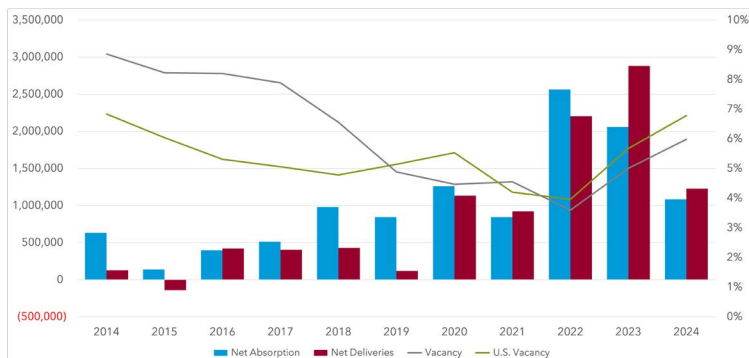
### INDUSTRIAL MARKET OVERVIEW

SCOTT HADLEY, *Vice President, Principal*

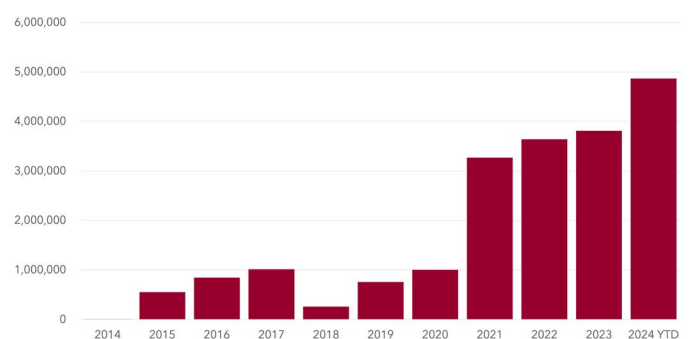
The Durham industrial market demonstrated solid performance in Q4 2024, with net absorption at 1,084,319 SF, slightly below Q3's 1,178,003 SF. The vacancy rate remained stable at 5.98%. Average NNN asking rents decreased to \$11.32 per SF compared to \$11.60 in Q3, indicating competitive pricing. Construction activity surged, with 4,865,112 SF underway, reflecting investor confidence in the region. Notable transactions included a 68,957 SF lease at 3550 Brightleaf Ln and a \$50 million sale of 3100 Jim Thorpe Hwy. Market fundamentals remain strong, with healthy demand and significant new developments in progress.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	1,084,319	1,178,003	1,362,918	1,731,066	2,058,150
▲ Vacancy Rate	5.98%	5.94%	6.50%	6.29%	5.00%
▼ Avg NNN Asking Rate PSF	\$11.32	\$11.60	\$11.53	\$11.51	\$11.36
◀ ▶ Sale Price PSF	\$121	\$112	\$145	\$135	\$153
◀ ▶ Cap Rate	7.68%	7.34%	7.43%	7.40%	7.34%
▼ Under Construction SF	4,865,112	2,888,232	3,113,275	3,180,320	3,809,720
▲ Inventory SF	54,972,032	54,002,769	53,142,318	51,929,860	50,995,260

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3100 Jim Thorpe Hwy* Durham, NC	500,000 SF	Undisclosed	Tratt Properties LLC Blue Vista / Weston, Inc.	Class A
3100 Jim Thorpe Hwy* Durham, NC	430,256 SF	Undisclosed	Tratt Properties LLC Blue Vista / Weston, Inc.	Class A

\* Part of Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3550 Brightleaf Lane Apex, NC	68,957 SF	Beacon Partners	Undisclosed	Undisclosed
1111 Neville Street Durham, NC	39,673 SF	Norwich Realty Services	Undisclosed	Undisclosed
1500 E. Club Boulevard* Durham, NC	27,628 SF	Private Owner	Undisclosed	Undisclosed

\* Lee & Associates Deal



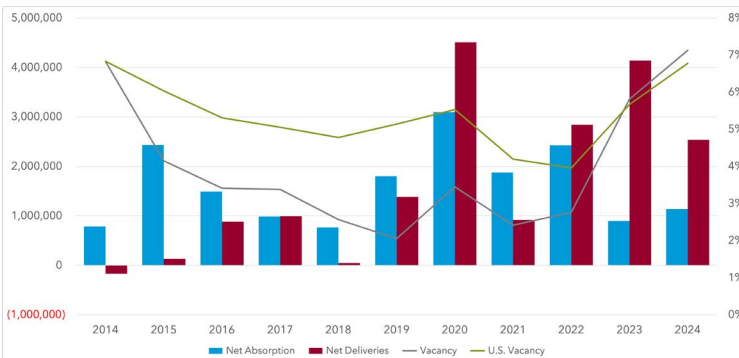
**INDUSTRIAL MARKET OVERVIEW**

SCOTT HADLEY, *Vice President, Principal*

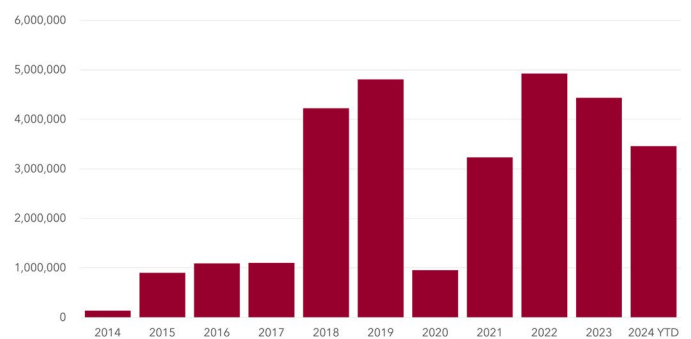
The Raleigh industrial market remained strong in Q4 2024, with net absorption at 1,137,777 SF, consistent with Q3 levels of 1,148,858 SF. The vacancy rate increased slightly to 7.13%, up from 6.98%, as new supply entered the market. Average NNN asking rents continued to rise, reaching \$12.27 per SF compared to \$12.20 in Q3. Construction activity surged, with 3,458,569 SF underway, reflecting robust developer confidence. Notable transactions included a 204,496 SF lease at Holly Springs New Hill Rd and the \$23.4 million sale of 1251 Burma St. Market fundamentals point to continued growth amid steady demand.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	1,137,777	1,148,858	979,307	1,091,675	898,187
▲ Vacancy Rate	7.13%	6.98%	6.30%	6.30%	5.80%
▲ Avg NNN Asking Rate PSF	\$12.27	\$12.20	\$12.13	\$11.97	\$11.82
▼ Sale Price PSF	\$132	\$137	\$161	\$129	\$161
▲ Cap Rate	8.27%	8.04%	8.07%	8.06%	7.99%
▲ Under Construction SF	3,458,569	2,672,898	2,961,786	3,608,941	4,434,440
▲ Inventory SF	105,621,642	105,124,889	104,711,812	103,188,121	102,362,622

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1251 Burma Street Apex, NC	234,000 SF	\$43,600,000 \$186.32 PSF	LaSalle Investment Management Rockpoint	Class A
1517 S. Brightleaf Boulevard Smithfield, NC	78,805 SF	\$3,500,000 \$44.41 PSF	KeKe's Properties, Inc. Stout Ventures	Class C
1107 Trinity Road Raleigh, NC	21,236 SF	\$3,375,000 \$158.93 PSF	Beacon Development Company Compatriot Capital	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Holly Springs New Hill Road Holly Springs, NC	204,496 SF	FujiFilm	Fujifilm Diosynth Biotechnologies	Science and Technology
Holly Springs New Hill Road Holly Springs, NC	204,496 SF	FujiFilm	Amgen	Biotechnology
101 E. Providence Boulevard Selma, NC	135,000 SF	AdVenture Development LLC	VeeTee Foods	Food Service



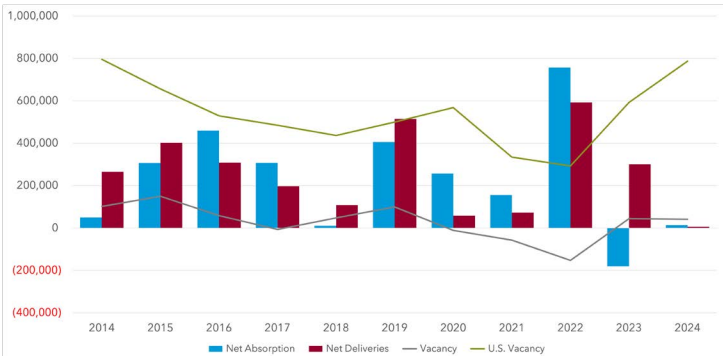
### INDUSTRIAL MARKET OVERVIEW

AMMAR ABU-HAMDA, Associate

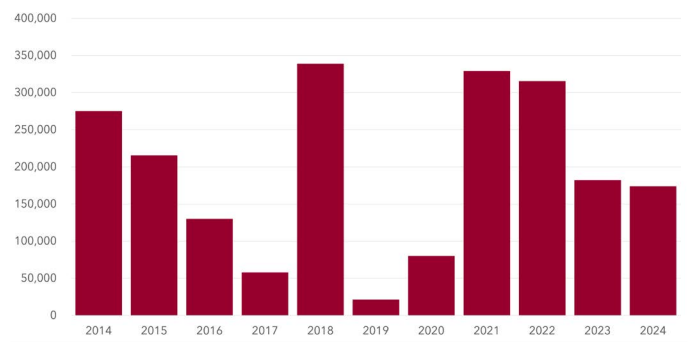
Vacancy in the Lincoln industrial market during Q4 2024 was 2.5% consistent with the past 12 months, meanwhile the national average increased by 1.1%. During Q4 2024, there was 13,939 SF of positive absorption, 6,000 SF delivered and 173,910 SF under construction, representing a 0.52% expansion of Lincoln's inventory. Rents were around \$7.48/SF, which is a 1.6% increase from where they were a year ago. In the past three years, rents have increased a cumulative 5.0%. Market cap rate for Lincoln were 9.4%, slightly above its trailing three-year average of 8.6%. Both population and employment experienced growth over the last twelve months, the number of jobs increased by 2.3%, while Lincoln's population grew by 0.35% during the same time period.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	13,939	34,824	19,177	(164,547)	(90,517)
▼ Vacancy Rate	2.5%	2.6%	2.5%	2.9%	2.5%
▲ Avg NNN Asking Rate PSF	\$7.48	\$7.45	\$7.46	\$7.42	\$7.36
▲ Sale Price PSF	\$82	\$79	\$79	\$79	\$79
▼ Cap Rate	9.4%	9.5%	9.5%	9.3%	9.2%
▼ Under Construction SF	173,910	179,910	210,000	158,000	182,000
▲ Inventory SF	33,358,976	33,325,977	32,659,452	32,616,574	32,644,855

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1540 Adams Street Lincoln, NE	37,169 SF	\$3,000,000 \$80.71 PSF	Kelly Supply Company Joe Christensen, Inc.	Class B
6240 McCormick Drive Lincoln, NE	30,452 SF	\$2,485,000 \$81.60 PSF	JTKK LLC Arck Foods, Inc.	Class B
3900 Cornhusker Highway Lincoln, NE	28,308 SF	\$3,450,000 \$121.87 PSF	Bellino Fireorks, Inc. Lincoln Tent, Inc.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5711 Russell Drive Lincoln, NE	6,930 SF	LINE Commercial	DSI Door & Hardware	Warehouse
700 Van Dorn Street Lincoln, NE	6,495 SF	Speedway Properties	Control Services, Inc.	Service





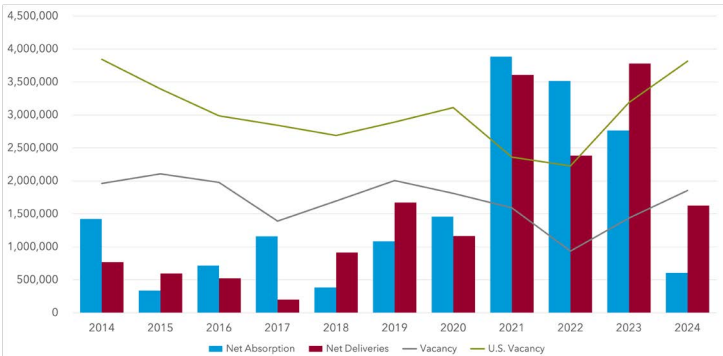
### INDUSTRIAL MARKET OVERVIEW

AMMAR ABU-HAMDA, Associate

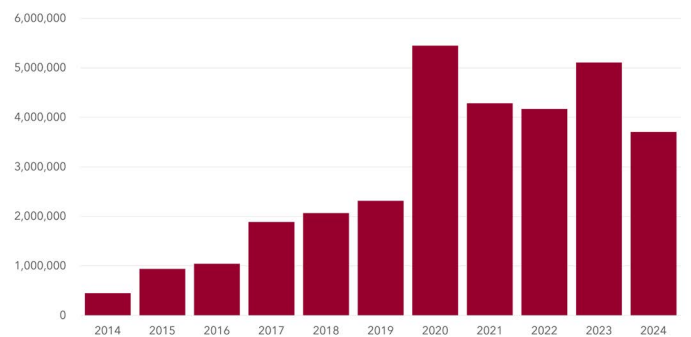
Vacancy in the Omaha industrial market during Q4 2024 was 3.3% and saw a slight increase of 0.9% over the past 12 months, the national average increased by 1.18%. During Q4 2024, there was 605,766 SF of positive absorption, 41,990 SF delivered and 3,705,000 SF under construction, representing a 3.4% expansion of Omaha's inventory. Rents were around \$8.20/SF, which is a 2.3% increase from where they were a year ago. In the past three years, rents have increased a cumulative 2.2%. Market cap rate for Omaha were 9.0%, slightly above its trailing three-year average. Both employment and population saw growth over the last twelve months, the number of jobs increased by 2.0%, while Omaha's population grew by 1.18% during the same time period.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	723,963	1,555,364	1,601,632	1,099,523	2,841,328
▲ Vacancy Rate	3.3%	3.0%	3.2%	2.8%	2.4%
▲ Avg NNN Asking Rate PSF	\$8.20	\$8.18	\$8.19	\$8.11	\$8.05
▲ Sale Price PSF	\$82	\$78	\$77	\$78	\$78
▼ Cap Rate	9.0%	9.2%	9.2%	9.0%	8.8%
▼ Under Construction SF	3,705,000	4,020,763	4,035,763	4,940,674	5,161,769
▲ Inventory SF	108,869,782	108,576,864	107,454,132	107,176,047	105,924,962

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
10917 Harry Watanabe Parkway La Vista, NE	299,488 SF	\$20,966,439 \$70.01 PSF	Hyscale Data Centers Lavista LLC Yahoo! Inc.	Class B
915 43rd Avenue Omaha, NE	67,044 SF	\$615,000 \$9.17 PSF	Khorram Capital LLC 4505 Lafayette Ave Realty LLC	Class C
6720 N. 16th Street Omaha, NE	59,120 SF	\$3,800,000 \$64.28 PSF	6720 N 16th Street LLC Bunzl Distribution, Inc.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5902 N. 9th Street Omaha, NE	153,000 SF	Lozier Corp.	OTR Engineered Solutions	Manufacturing
11921 156th Street Papillion, NE	80,814 SF	Commerce Park South I, LLC	Bunzl Distribution	Warehouse
14850 Rodina Street Springfield, NE	56,157 SF	Nebraska Warehouse Company	Nebraska Warehouse	Warehouse



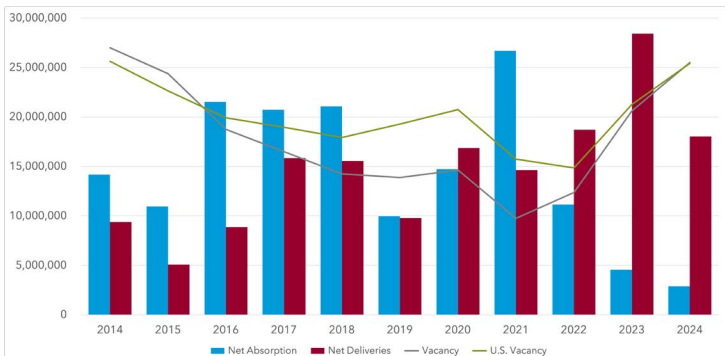
### INDUSTRIAL MARKET OVERVIEW

MICHAEL MALMSTONE, *Director of Research and Valuation*

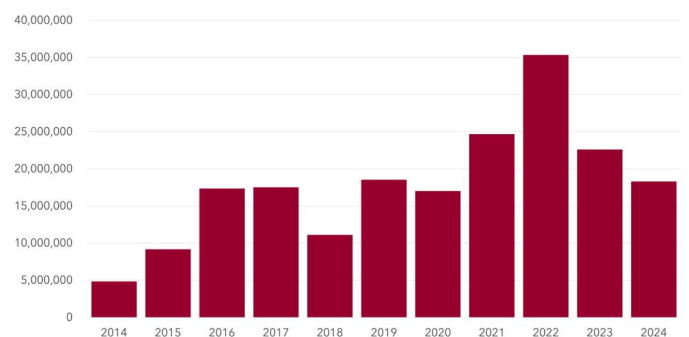
The NJ industrial market continues to normalize as another impending Port strike looms with the current Longshoremen temporary contract expiring January 15th. Rental growth dipped negatively for the third consecutive quarter, losing \$0.11 with rents at \$13.47 PSF NNN. 10.6MM SF was leased in 7 months on average. 18 leases over 100K SF were signed. 6 leases totaling 313K SF or 3% of all inked space were subleases. Available sublet space hit another consecutive new record of 12.5MM SF, more than double the 5-year average. Net absorption finished 2.5MM SF, bringing 2024 YE to 2.9MM SF. Sales volume finished at \$957MM, 73% of the 5-year average and \$3.8B for 2024 YE. Average pricing rose 4% to \$201 PSF while cap rates compressed 340 bps while the Fed made two 25 bp rate cuts. 68.8MM SF is proposed; 10MM SF in Salem, 9MM SF in Mercer and 8.4MM SF in Gloucester Counties.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ Qtrly Net Absorption SF	2,524,809	1,937,305	(1,394,997)	(175,527)	1,698,283
◀▶ Vacancy Rate	6.8%	6.8%	6.4%	5.9%	5.5%
▼ Avg NNN Asking Rate PSF	\$13.47	\$13.58	\$13.61	\$13.65	\$13.45
▲ Sale Price PSF	\$201.31	\$193.57	\$166.89	\$241.23	\$157.04
▼ Cap Rate	6.7%	10.1%	5.9%	6.8%	5.6%
▼ Under Construction SF	18,307,824	19,257,556	21,505,835	21,619,715	22,620,521
▲ Inventory SF	1,068,573,814	1,065,184,670	1,059,154,871	1,054,814,061	1,050,538,622

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
150 Milford Road West Windsor, NJ	608,442 SF	\$99,120,000 \$162.91 PSF	Galvanize Real Estate Dermody Prop./AXA Inv. Mgrs US	Class B
500 Supor Boulevard Harrison, NJ	304,476 SF	\$74,386,397 \$244.31 PSF	Ambient Capital Partners J. Supor Realty Group	Class B
1800 NJ Route 38 Lumberton, NJ	219,123 SF	\$34,300,000 \$156.53 PSF	Dalfen Industrial Pangea Mortgage Capital	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
505 State Route 33 Millstone, NJ	668,679 SF	The Carlyle Group/ Crow	Logistics Plus	Transportation and Warehousing
301 Blair Road Avenel, NJ	565,405 SF	Prologis	Amazon	Online Retailer
113 Interstate Boulevard Monroe, NJ	418,300 SF	Prologis	Undisclosed	Undisclosed



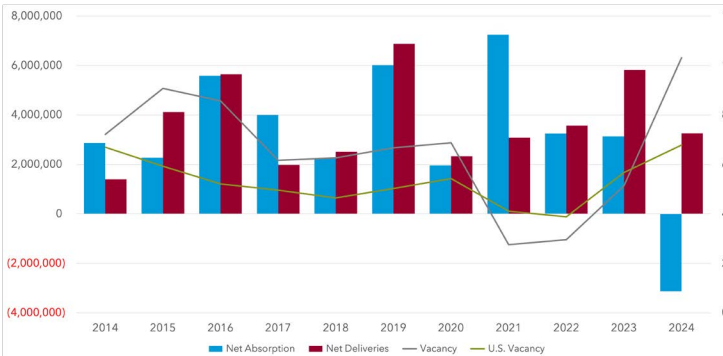
**INDUSTRIAL MARKET OVERVIEW**

LYLE CHAMBERLAIN, *President*

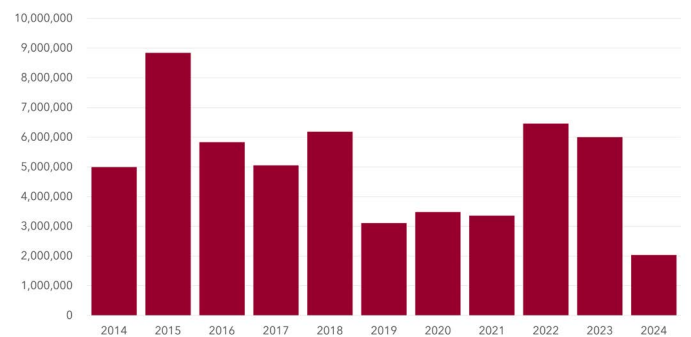
The Reno industrial market is uniquely located to serve the West Coast for distribution. However, with 4 quarters now of net negative absorption, and continuing substantial construction, the short term prognosis for the area is a bit dismal for owners of properties. The situation has affected both rates for new construction as well as rates for existing space renewals, not to mention the standard increases sought for those leases. This will continue until demand for existing and “soon to the market” space catches up with supply. Even though the region has a comparative advantage in location for this space, and demand continues, it will be some time before this happens. Power has shifted to users as opposed to owners.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(3,127,194)	(4,851,922)	(2,272,289)	240,151	3,295,020
▼ Vacancy Rate	10.3%	11.2%	9.5%	7.1%	5.1%
▼ Avg NNN Asking Rate PSF	\$9.13	\$9.16	\$9.23	\$9.18	\$9.16
▼ Sale Price PSF	\$127.93	\$128.10	\$127.09	\$126.58	\$127.07
◀▶ Cap Rate	6.4%	6.4%	6.4%	6.3%	6.2%
◀▶ Under Construction SF	4,460,604	4,460,604	4,269,368	4,791,024	5,688,601
◀▶ Inventory SF	119,462,195	119,462,195	119,325,831	117,603,451	116,204,367

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
350 Saddle Drive Sparks, NV	63,910 SF	\$3,000,000 \$46.94 PSF	Alejandro Oseguera Richard Barraza	Class B
3600 Peru Sparks, NV	62,964 SF	\$14,552,700 \$231.13 PSF	Switch, Inc. Fulcrum Bioenergies, Inc.	Class B
490 S. Rock Reno, NV	62,000 SF	\$6,000,000 \$96.77 PSF	Willow Tree Properties LLC McKenzie Properties	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1600 Peru Drive Sparks, NV	410,750 SF	Pure Development	Undisclosed	Inventory Storage
625 Pittsburg Avenue Sparks, NV	141,120 SF	Avenue 55	Undisclosed	Distribution
385 Cabela Drive Verdi, NV	104,000 SF	Ares	Intex Recreation Corporation	Distribution



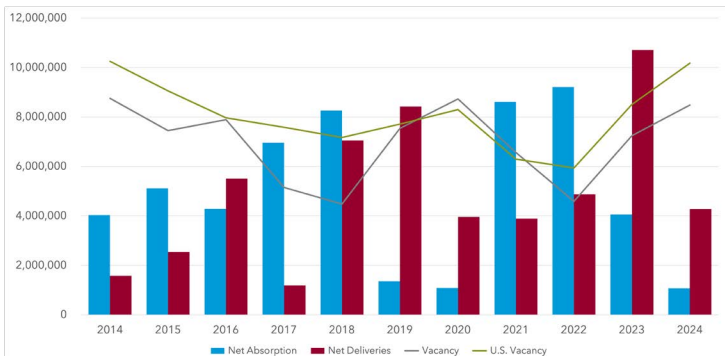
### INDUSTRIAL MARKET OVERVIEW

CHAS COOK, Vice President

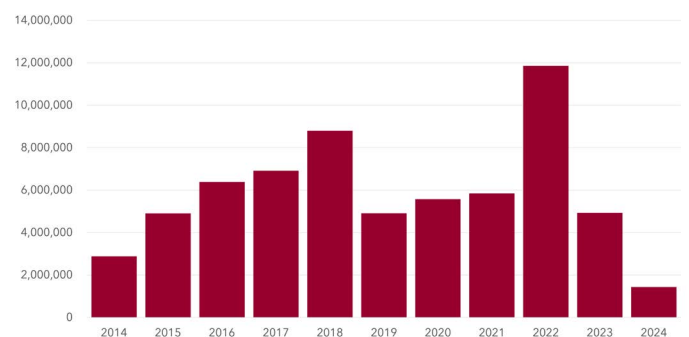
To close out 2024, the Cincinnati industrial market saw stabilization in Q4 indicating a balance of supply and demand. The industrial vacancy rate remained at nearly 5.7%, above the 10-year historical average of 4.5% and without much fluctuation from Q2. Leasing demand and activity was fairly quiet to end the year, with most leases transacting under 200,000 SF. Industrial sales remained competitive despite higher borrowing costs with private buyers responsible for a majority share of the transactions. Looking ahead, the Cincinnati industrial market is expected to maintain its stability heading into 2025. The anticipated decline in new construction in 2025 may alleviate vacancy pressures, particularly in larger facilities.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	1,072,299	1,959,327	1,509,725	2,934,994	4,058,431
▼ Vacancy Rate	5.66%	5.82%	5.77%	5.12%	4.83%
▲ Avg NNN Asking Rent PSF	\$7.78	\$7.70	\$7.53	\$7.38	\$7.25
▲ Sale Price PSF	\$71.93	\$70.58	\$68.12	\$66.07	\$65.15
▼ Cap Rate	8.54%	8.59%	8.67%	8.66%	8.59%
▼ Under Construction	1,432,300	1,528,086	2,787,536	4,690,210	4,933,985
▲ Inventory	362,098,464	361,954,013	360,627,063	358,584,389	357,821,614

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7397-7401 Union Centre Boulevard West Chester, OH	138,750 SF	\$13,200,000 \$95.14 PSF	EQT Exeter Raith Capital Partners LLC	Class A
9180 LeSaint Drive Fairfield, OH	120,493 SF	\$7,700,000 \$63.90 PSF	EQT Exeter Raith Capital Partners LLC	Class B
1665 Central Avenue Cincinnati, OH	101,000 SF	\$800,000 \$7.92 PSF	The Boston Beer Company, Inc. C.W. Wood Machinery, Inc.	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4350 Port Union Road West Chester, OH	117,348 SF	Clarion Partners	U.S. Bank	Finance and Insurance
4225-4331 Dues Drive Cincinnati, OH	64,860 SF	Plymouth Industrial REIT, Inc.	Clarity Retail Services	Professional, Scientific, and Technical Services
7585-7587 Empire Drive Florence, KY	58,050 SF	Plymouth Industrial REIT, Inc.	Supplier Inspection Services, Inc	Services





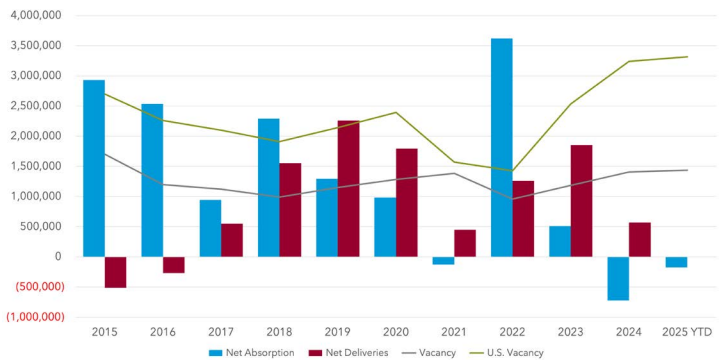
### INDUSTRIAL MARKET OVERVIEW

CONNOR KROUSE, *Senior Associate*

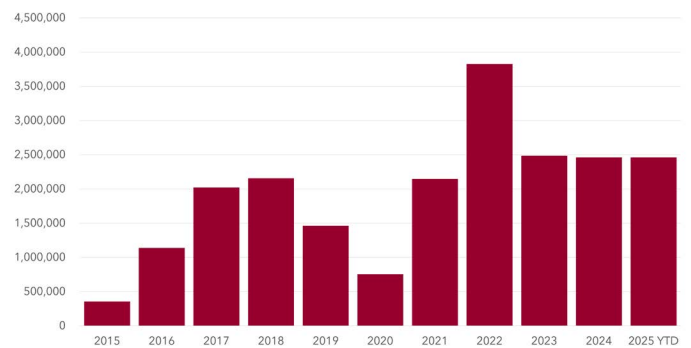
Cleveland's industrial market remains resilient, with vacancy rates near historic lows at 3.9%, significantly outperforming the national average of 6.9%. Limited new deliveries since the pandemic have kept supply tight, with the availability rate at 5.1%, well below the national benchmark of 9.2%. High interest rates have slowed construction starts, with just 2.5 million SF underway, representing 0.7% of inventory—far less than the national average of 1.7%. Despite these challenges, landlords are benefiting from constrained supply, pushing year-over-year rent growth to 4.7% as of 2024. With minimal space added to inventory and steady demand, Cleveland's industrial market is expected to remain robust heading into 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(722,837)	668,582	(195,748)	648,275	509,706
▲ Vacancy Rate	3.85%	3.52%	3.44%	3.60%	3.49%
▲ Avg NNN Asking Rate PSF	\$6.64	\$6.59	\$6.49	\$6.40	\$6.33
▲ Sale Price PSF	\$49.66	\$48.99	\$48.23	\$47.91	\$48.17
▼ Cap Rate	10.57%	10.59%	10.60%	10.49%	10.30%
▲ Under Construction SF	2,461,014	2,163,414	1,903,016	1,983,472	2,486,793
▲ Inventory SF	356,760,151	356,785,751	356,798,059	356,710,043	356,191,266

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
21705 Royalton Road Strongsville, OH	310,080 SF	\$31,400,000 \$101.26 PSF	Sealy & Company Scannell	Class A
21160 Drake Road Strongsville, OH	214,803 SF	\$12,600,000 \$58.66 PSF	Lightstone Group ICP LLC	Class B
6680 Beta Drive Mayfield Village, OH	75,389 SF	\$5,300,000 \$70.30 PSF	J. Richards & S, Siddhartha, Trustees Nancy A. Panzica Trust	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4676 Erie Avenue, SW Navarre, OH	378,613 SF	Briar Meads Capital	A.R.E Accessories	Distribution
4930 Scarlet Lane Stow, OH	213,687 SF	Ray Fogg Corporate Properties LLC	Confidential (Refrigerator Sales Company)	Distribution
28625 Fountain Parkway Solon, OH	142,038 SF	Robert Immerman	Candor Logistics	Transportation and Warehousing



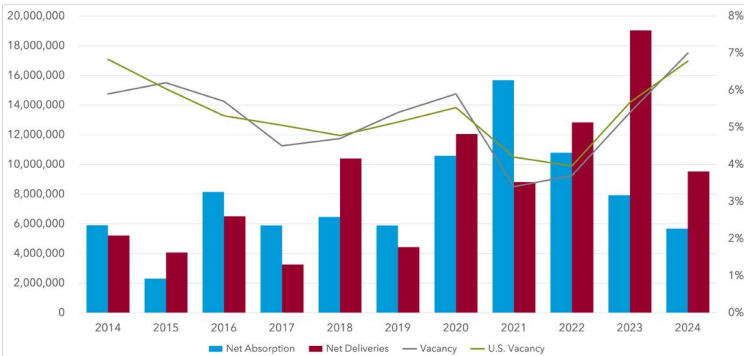
### INDUSTRIAL MARKET OVERVIEW

MIKE SPENCER, SIOR, *Founding Principal*

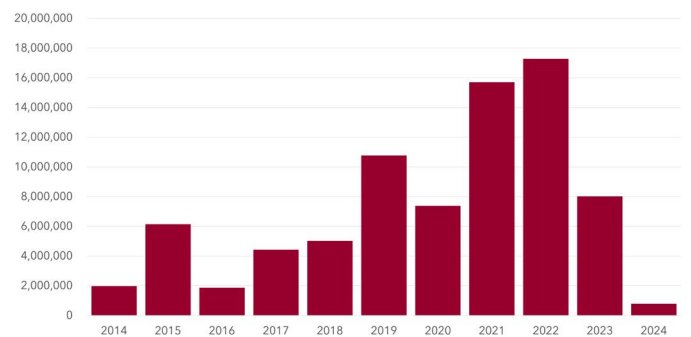
The Columbus industrial market continues to experience significant growth, driven by its strategic location, robust infrastructure, and strong demand from logistics, e-commerce, and manufacturing sectors. As of late 2024, vacancy rates have leveled off, mostly attributed to a halt in new construction projects. Demand for high-quality modern logistics space remains strong. Developers are now contemplating timing for new speculative projects to meet future demand, while leasing activity indicates continued interest from national and regional tenants. The market remains competitive, with rising rental rates reflecting its dynamic nature.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	1,985,604	1,431,216	1,609,144	(370,009)	1,841,619
◀▶ Vacancy Rate	7.0%	7.0%	6.7%	6.4%	5.4%
▲ Avg NNN Asking Rate PSF	\$6.94	\$6.89	\$6.91	\$6.94	\$6.87
▲ Sale Price PSF	\$89	\$85	\$89	\$88	\$81
▼ Cap Rate	6.15%	6.35%	6.50%	6.50%	6.53%
▼ Under Construction SF	3,239,002	3,263,002	6,180,145	7,770,976	8,020,838
▲ Inventory SF	367,497,859	361,112,230	357,022,184	355,954,841	350,256,118

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6201 Collings Drive Columbus, OH	1,059,000 SF	\$84,190,500 \$79.50 PSF	EQT Exeter Xebec	Class A
9885 Innovation Campus Way New Albany, OH	354,640 SF	\$35,850,558 \$101.09 PSF	Vitrian Scannell Properties	Class A
3820 Southpark Pl Grove City, OH	324,000 SF	\$28,599,480 \$88.27 PSF	ARES Becknell Industrial	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Kenmore Boulevard Commercial Point, OH	511,000 SF	VanTrust	BJ's Wholesale	Retail
3325 Lewis Centre Way Grove City, OH	340,704 SF	Prologis	Staples	Retail
4450 S. Hamilton Road Groveport, OH	327,200 SF	Olympus Ventures	WJ Beitler	Logistics



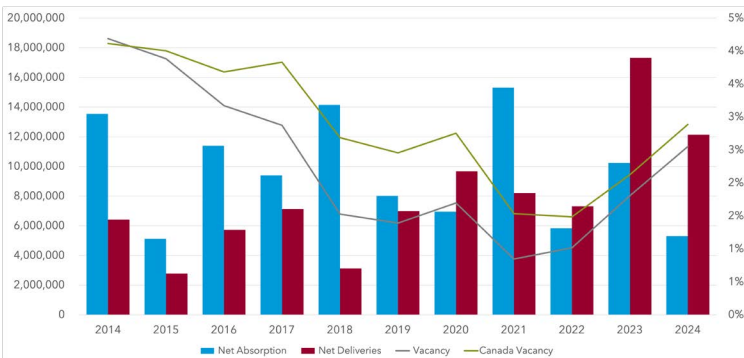
**INDUSTRIAL MARKET OVERVIEW**

LEE & ASSOCIATES TORONTO, *Real Estate Intelligence Department*

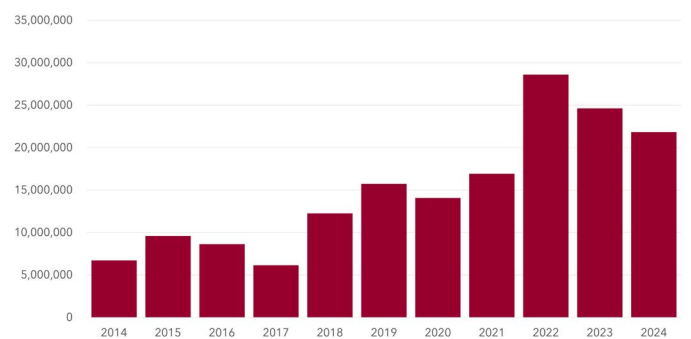
The Greater Toronto Area industrial market has slowed post-pandemic, influenced by higher interest rates and economic uncertainty. However, the re-entry of third-party logistics providers signals a resurgence in future demand. Buildings with clear heights over 35 feet remain highly sought after, sustaining positive net absorption since 2020. Pandemic-driven speculative developments have slightly increased vacancies as projects are completed, though rates remain below 3%, outperforming the national average. Construction activity peaked in early 2023 but is now slowing. Rental growth has moderated to 3.8%, with submarkets like Brampton excelling due to their strategic location. Investment activity, particularly in Brampton and Mississauga, remains robust, with strong industrial REIT returns reflecting confidence in Toronto's industrial market.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	5,305,810	5,690,318	8,564,191	8,981,758	10,234,311
◀▶ Vacancy Rate	2.6%	2.6%	2.3%	2.1%	1.8%
▼ Avg NNN Asking Rate PSF	\$19.95	\$20.08	\$19.92	\$19.68	\$19.23
▲ Sale Price PSF	\$363	\$360	\$354	\$348	\$343
◀▶ Cap Rate	4.6%	4.6%	4.6%	4.6%	4.6%
▼ Under Construction SF	21,834,928	23,301,978	25,454,167	23,110,145	24,630,680
▲ Inventory SF	887,187,769	884,468,493	880,221,906	878,392,770	875,046,685

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2111 Steeles Avenue** Brampton, ON	1,458,820 SF	\$236,942,880 \$162.42 PSF	Prologis Canadian Tire	Class C
7900 Airport Road Brampton, ON	745,263 SF	\$60,683,927 \$162.85 PSF	Unilever H&R REIT	Class A
1500 Birchmount Road Toronto, ON	289,882 SF	\$60,500,000 \$208.71 PSF	TAS Ontario Superior Court	Class C

\*All numbers shown are in Canadian dollars (CAD)

\*\*Part of a 3-Property Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4680 Garrard Road Whitby, ON	650,484 SF	Panattoni	Kruger Products	Paperboard Mills
20 Ironside Drive Brampton, ON	279,243 SF	Triovest	Undisclosed	Undisclosed
95 Bridgeland Avenue Toronto, ON	185,846 SF	Tyco Safety Products Canada	Motorcade Industries	Automotive Parts and Accessories Retailer



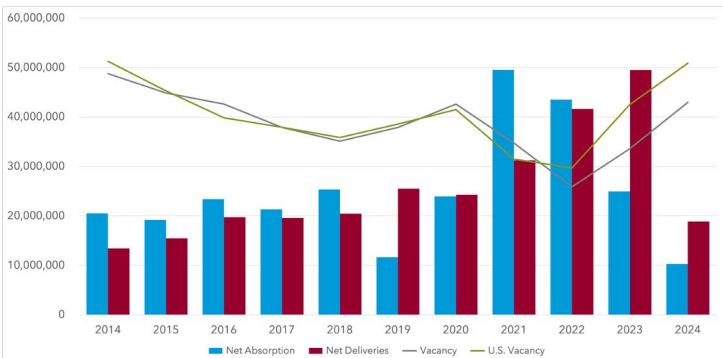
### INDUSTRIAL MARKET OVERVIEW

ANDREW MAYER, *Research Analyst*

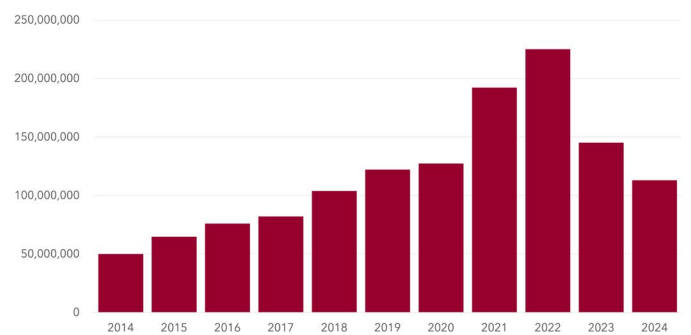
Eastern Pennsylvania's industrial market capped off a challenging year with a promising shift in the fourth quarter of 2024. After a series of rising vacancy rates throughout the year, the market finally experienced a slight improvement, with a 20-basis point decrease to close out the year. This improvement was accompanied by a 17-cent increase in average NNN asking rates, signaling a positive shift in demand. Over 4 million square feet of new product was delivered to the market in Q4, the majority of which remains vacant. As we head into 2025, the impact of these deliveries will be closely monitored as the outlook for the year ahead becomes increasingly optimistic.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	10,303,368	9,316,656	10,460,705	20,786,743	24,956,291
▼ Vacancy Rate	5.9%	6.1%	5.6%	5.3%	5.3%
▲ Avg NNN Asking Rate PSF	\$8.45	\$8.29	\$8.40	\$8.37	\$8.23
▼ Sale Price PSF	\$72	\$120	\$102	\$95	\$114
▲ Cap Rate	7.53%	7.46%	6.49%	8.21%	7.63%
▼ Under Construction SF	24,549,579	27,332,304	33,780,453	27,330,745	25,215,295
▲ Inventory SF	1,292,902,292	1,288,482,551	1,279,485,033	1,276,920,618	1,274,057,841

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1495 E. Harrisburg Pike Middletown, PA	554,260 SF	\$91,500,000 \$165.08 PSF	AEW Capital Management Core5 Industrial Partners	Class A
2869 Route 22 Fredericksburg, PA	550,000 SF	\$65,500,000 \$119.09 PSF	Bell & Evans Prologis, Inc.	Class A
11350 Norcom Road Philadelphia, PA	305,000 SF	\$33,700,000 \$110.49 PSF	Eagle Cliff Real Estate Partners Hal Kanefsky	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
221 Allen Road Carlisle, PA	425,000 SF	Prologis, Inc.	Undisclosed	Undisclosed
2701 N. Market Street Elizabethtown, PA	349,638 SF	First Industrial Realty Trust, Inc	Kyocera	Manufacturing
19-23 Elmwood Road Mountain Top, PA	294,000 SF	Mericle Commercial Real Estate Services	Undisclosed	Undisclosed





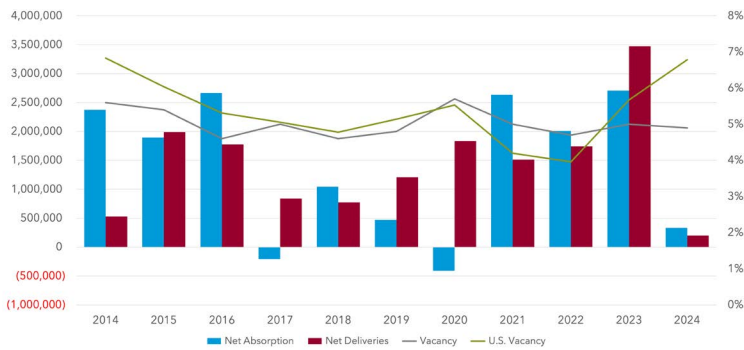
### INDUSTRIAL MARKET OVERVIEW

HEATHER KREIGER, CCIM, *Regional Research Director, Principal*

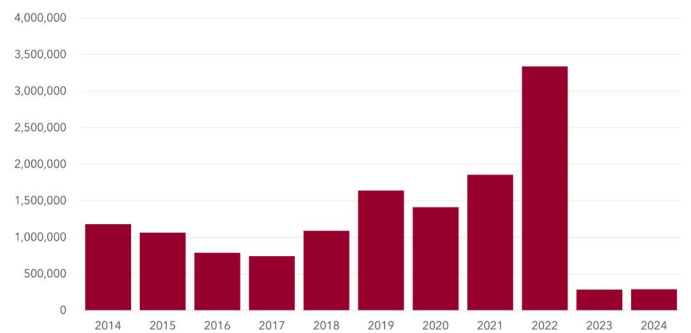
The Western Pennsylvania industrial market remained stable in 2024, with vacancy declining slightly from 5.3% in Q1 to 4.9% in Q3 and Q4, continuing a trend of stability since Q4 2021. Market activity slowed compared to prior years, with net absorption at 332,837 SF, down sharply from 2.7 MSF in 2023. Leasing activity also softened, totaling 3.1 MSF across 145 transactions, compared to 4.8 MSF in 2023. Construction activity declined quarter-over-quarter from 2021-2023 levels. Despite the slowdown, overall NNN asking rents rose to \$8.50/SF in Q4 2024, up from \$7.86/SF in Q4 2023, reflecting sustained tenant demand and limited supply, supporting the market's long-term strength.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	332,837	1,898,558	1,719,856	1,457,529	2,706,071
◀▶ Vacancy Rate	4.9%	4.9%	5.0%	5.3%	5.0%
▲ Avg NNN Asking Rate PSF	\$8.50	\$8.19	\$7.81	\$7.84	\$7.86
▲ Sale Price PSF	\$43	\$32	\$43	\$70	\$45
▲ Cap Rate	8.83%	8.72%	8.66%	8.55%	8.37%
▼ Under Construction SF	289,060	291,460	126,400	176,500	285,848
▲ Inventory SF	202,930,507	202,928,107	202,927,307	202,838,807	202,729,459

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
500 Woodlawn Road Aliquippa, PA	237,100 SF	\$4,100,000 \$17.29 PSF	Avalotis Corporation Middleton Properties LLC	Class B
320-380 Locust Street McKeesport, PA	145,715 SF	\$3,000,000 \$20.59 PSF	Keystone Basement Systems, Inc. RIDC	Class C
491 Chantler Drive Saxonburg, PA	100,000 SF	\$10,530,000 \$105.30 PSF	491 Chandler LLC Cygnus Manufacturing Company	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
260 Solar Drive Imperial, PA	133,521 SF	NorthPoint Development	SDC Nutrition	Health Care & Social Assistance
251 Solar Drive Imperial, PA	57,844 SF	NorthPoint Development	JMS Food Service	Canned Fruits & Vegetables
2301 Duss Avenue Ambridge, PA	50,600 SF	Ambridge Regional	Calgon Carbon	Professional, Scientific, & Tech Services



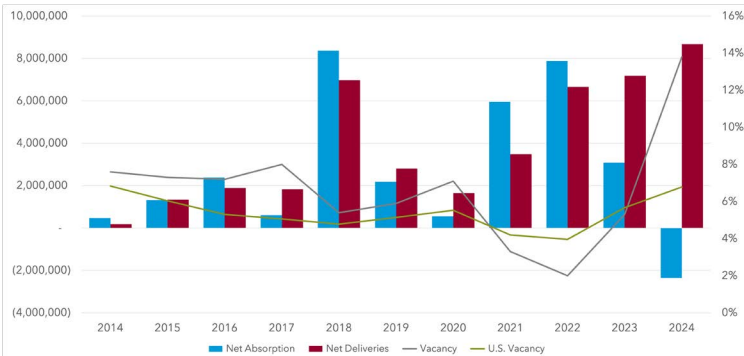
### INDUSTRIAL MARKET OVERVIEW

ALEX WHITTEMORE, Associate

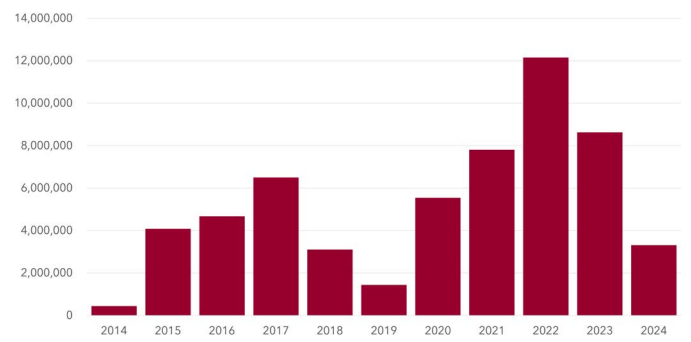
In Q4 2024, Charleston's industrial market saw vacancy rise to 13.8%, driven by new speculative supply and declining demand. On the sales side, fully leased properties continued to attract buyers, though rising cap rates have put downward pressure on valuations. While average pricing per square foot has increased over 38% since 2020 to \$104/SF, appreciation has started to plateau. A significant milestone was reached in Q4 2024 as the Charleston MSA surpassed 100 million square feet of industrial space. Year-over-year, the amount of properties under construction has declined sharply. However, reduced starts today suggest fewer deliveries in 12 to 18 months, potentially leading to declining vacancies and renewed rent growth by late 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(638,563)	(315,783)	392,371	228,491	1,780,020
▲ Vacancy Rate	13.8%	12.2%	10.4%	7.9%	5.3%
▲ Avg NNN Asking Rate PSF	\$8.49	\$8.35	\$8.26	\$8.15	\$7.72
▲ Sale Price PSF	\$128	\$68	\$140	\$128	\$162
▲ Cap Rate	7.89%	7.79%	7.89%	7.81%	7.73%
▼ Under Construction SF	3,313,702	3,652,935	5,253,659	6,600,872	8,626,409
▲ Inventory SF	100,527,105	99,403,717	97,787,993	94,670,976	91,846,963

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2274 Volvo Car Drive Ridgeville, SC	1,128,120 SF	\$121,000,000 \$107.26 PSF	Stockbridge Capital Group LLC Rockpoint	Class A
4289 Crosspoint Drive Ladson, SC	364,000 SF	\$45,620,618 \$125.33 PSF	INDUS Realty Trust Childress Klein	Class A
4269 Crosspoint Drove Ladson, SC	273,000 SF	\$35,696,294 \$130.76 PSF	INDUS Realty Trust Childress Klein	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4280 Pace Street North Charleston, SC	156,738 SF	SPE Properties LLC	Pana System	Consumer Electronics
1023-1025 Northpointe Industrial Blvd Hanahan, SC	145,803 SF	Stockbridge Capital Group LLC	Undisclosed	Undisclosed
2000 Charleston Regional Parkway Charleston, SC	89,000 SF	Kenneth R. Beuley	Target	Retail



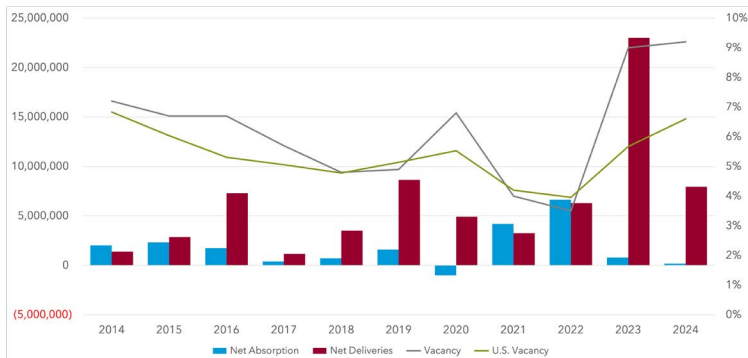
### INDUSTRIAL MARKET OVERVIEW

RANDALL BENTLEY, SIOR, CCIM, *President*

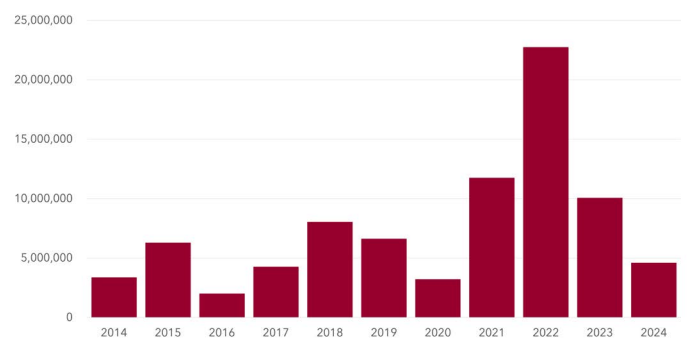
In Q4 2024, the Greenville/Spartanburg industrial market saw an increase of activity across the board, especially in the larger class-A assets. We had two 1MM SF buildings get leased to two different companies in the warehousing/logistics industry. Another 1MM SF building sold at \$108.96 PSF to Isuzu Motors, Ltd. This surge in activity showcases the strength and positive outlook of the GSP industrial market for 2025 and the years ahead. Overall, activity has increased dramatically since the election and we're seeing an uptick in foreign manufacturing looking to acquire and lease industrial space.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	3,747,319	3,950,473	3,675,418	7,295,308	7,162,476
◀▶ Vacancy Rate	10.2%	10.2%	9.4%	8.8%	8.3%
▲ Avg NNN Asking Rent PSF	\$5.91	\$5.74	\$5.50	\$5.08	\$4.91
▲ Sale Price PSF	\$63.87	\$62.00	\$61.00	\$61.00	\$60.00
▼ Cap Rate	7.20%	8.90%	8.86%	8.82%	8.76%
▼ Under Construction	4,609,501	2,617,414	5,666,536	5,045,536	8,962,537
▼ Inventory	262,924,620	254,988,515	251,797,433	248,611,510	239,660,664

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7755 Augusta Road Piedmont, SC	1,006,880 SF	\$109,710,000 \$108.96 PSF	Isuzu Motors Ltd. SunCap Property Group	Class A
4615 Dairy Drive Greenville, SC	302,000 SF	\$14,250,000 \$47.19 PSF	Agracel, Inc. IVP LLC	Class B
6685 Highway 221 Roebuck, SC	227,185 SF	\$21,000,000 \$92.44 PSF	TYR Sport, Inc. VanTrust Real Estate LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1120 E. Mount Olive Road Cowpens, SC	1,189,440 SF	Appian Investments	Undisclosed	Logistics
34 Commerce Drive Gaffney, SC	1,007,393 SF	LRC Properties	Custom Goods	Warehousing
200 Francis Marion Way Fountain Inn, SC	306,600 SF	Sudler Companies	ZF Transmissions	Manufacturing



### INDUSTRIAL MARKET OVERVIEW

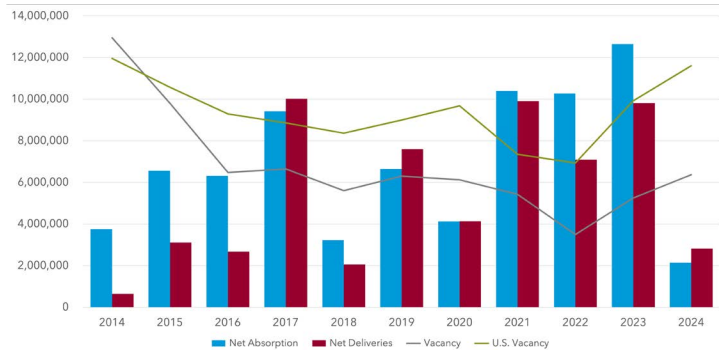
JIM RODRIGUES, SIOR, *President*

Activity slowed at the tail end of Q3 2024 and did not truly pick up until mid-December. We saw a few large deals sign in Q4 with Schneider and Folding Guard both preleasing sites that were in the preconstruction phase of development. Despite the slight slowdown in activity, vacancy dropped to 3.64%, it's lowest level since Q1 2024. Absorption was limited to approximately 600,000 SF as a result of limited supply. Construction starts also slowed due to a lack of entitled development sites served by all utilities. Demand for development sites remains strong in Middle Tennessee, however the entitlement process is taking longer as most municipalities are focused on retail and other uses besides industrial. As barriers to entry continue to increase, and demand for space in Middle Tennessee also increases, we expect vacancy rates to remain relatively low as you move into 2025.

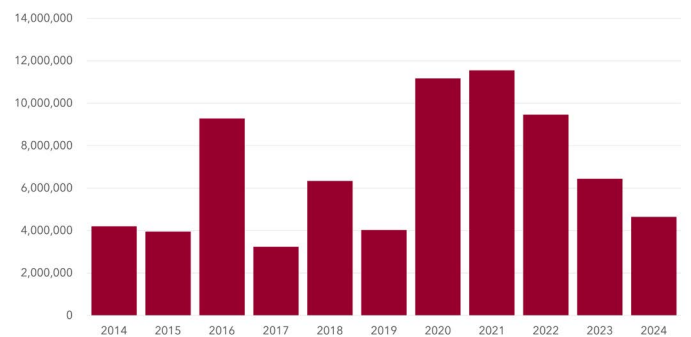
MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	2,146,060	4,737,036	8,080,353	13,801,040	12,647,506
▼ Vacancy Rate	3.64%	3.86%	3.96%	3.3%	3.0%
▼ Avg NNN Asking Rate PSF	\$9.18	\$9.57	\$9.94	\$10.64	\$9.07
◀ ▶ Sale Price PSF	*	*	*	*	*
◀ ▶ Cap Rate	*	*	*	*	*
▼ Under Construction SF	4,642,920	5,061,612	4,875,492	5,213,712	6,446,236
▲ Inventory SF	274,538,669	274,058,652	272,872,241	264,921,078	266,128,523

\*Please contact Lee & Associates Nashville for Sale Price and Cap Rate Information

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1044-1052 Avondale Road Hendersonville, TN	102,000 SF	\$10,500,000 \$102.94 PSF	Glenview Partners James McMurray	Class C
1836 Joe B Jackson Parkway Murfreesboro, TN	53,000 SF	\$6,250,000 \$117.92 PSF	Undisclosed NHK Seed	Class B
1631 Corporate Place La Vergne, TN	27,429 SF	\$6,500,000 \$236.98 PSF	Protective Flooring Stonelake Capital Partners	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
000 Maddox Road Mount Juliet, TN	541,000 SF	First Industrial Realty Trust	Schneider Electric	Manufacturing
1850 Vaughn Parkway Portland, TN	306,280 SF	OTN Group	Folding Guard	Manufacturing
648 Couchville Pike Mount Juliet, TN	165,954 SF	Prologis	Denso	Manufacturing





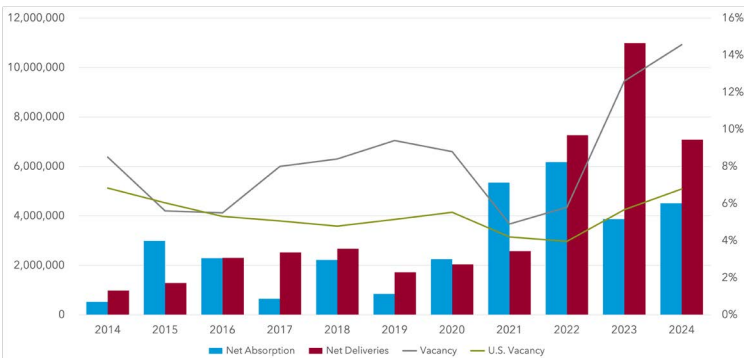
**INDUSTRIAL MARKET OVERVIEW**

ADAM GREEN, SIOR, *President*

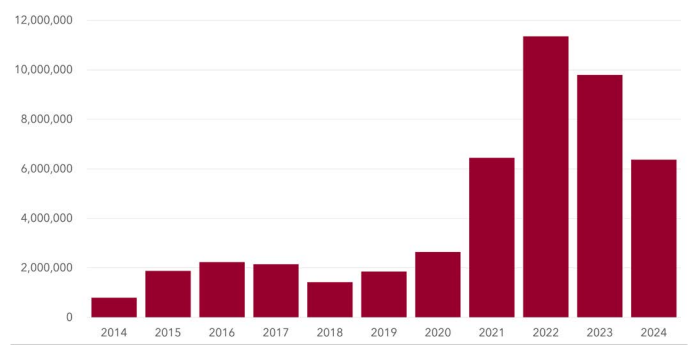
The Austin industrial market showed strong performance in Q4 2024, with 4.5 million square feet of net absorption over the year. Vacancy rates rose to 14.56%, driven by 7 million square feet of new supply. However, this increase was less than in 2022-2023, when 11 million square feet of inventory caused vacancy to jump from 5.8% to 12.6%. This moderation reflects stronger demand and improving fundamentals despite ongoing supply growth. Asking rents softened in some submarkets, with rising concessions, though sales prices continued climbing. Construction remains active, with 6.3 million square feet underway. Key leases from Saronic Technologies and Four Hands highlight continued activity. Competitive leasing is expected in 2025, with oversupply pressuring rents.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	4,509,153	5,652,440	6,275,466	5,538,152	3,869,852
▲ Vacancy Rate	14.56%	13.55%	12.48%	11.99%	12.59%
▲ Avg NNN Asking Rent PSF	\$15.38	\$15.07	\$15.04	\$15.04	\$14.75
▲ Sale Price PSF	\$202	\$191	\$161	\$141	\$381
▼ Cap Rate	-	7.44%	4.13%	5.82%	-
▼ Under Construction	6,373,896	6,503,161	6,761,530	8,700,588	9,799,236
▲ Inventory	102,873,265	100,954,751	99,397,856	97,254,391	95,355,392

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Kyle 35 Logistics Park* Kyle, TX	1,392,379 SF	Undisclosed	MDH Partners Alliance Industrial Company	Class A
19200 Marketplace Avenue Kyle, TX	491,651 SF	Undisclosed	City of Kyle NorthPoint Development	Class A
1205 Reed Drive Lockhart, TX	283,332 SF	Undisclosed	Evergen Equity Development Specialists, Inc.	Class C

\*Multiple Buildings with One Tenant Occupancy

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Eastside Commerce Center* Austin, TX	415,510 SF	Stream Realty Partners	Saronic Technoliges	Manufacturing
820 W. Howard Lane Austin, TX	241,875 SF	Stockbridge Capital Group	Us Farathane	Manufacturing
4101 N. Interstate 35 Georgetown, TX	200,000 SF	Headwater Commercial Realty LLC	Hanwha Advanced Materials America LLC	Manufacturing

\*5-Building Portfolio Sale



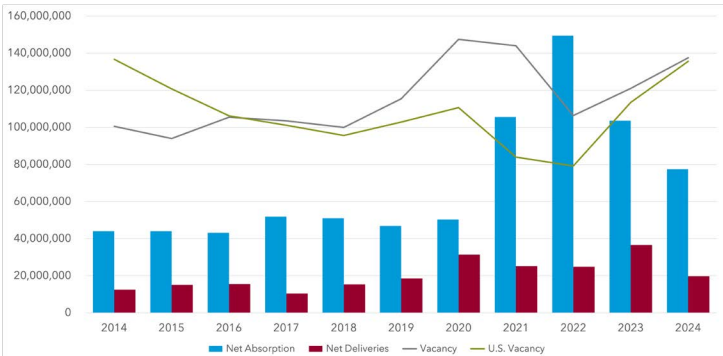
### INDUSTRIAL MARKET OVERVIEW

MARY DOETTERL, *Research Manager*

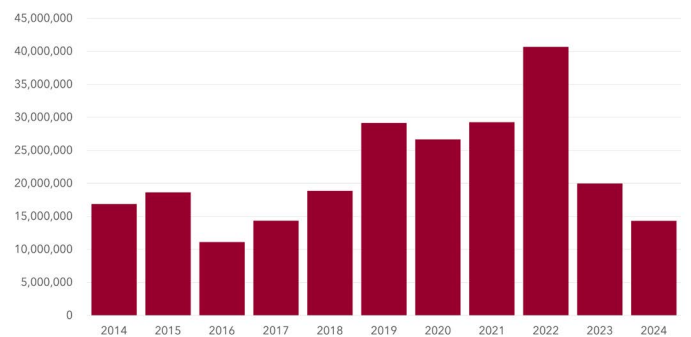
Houston's industrial distribution market closed 2024 on a strong note, with low vacancy rates and historically high asking prices. Continued economic investments are driving demand across multiple submarkets, even as new developments have slowed. Strong leasing activity in Q4 2024 sets the stage for ongoing positive absorption trends into 2025. The outlook remains optimistic, fueled by demand from third-party logistics (3PL) and sectors like advanced manufacturing and semiconductor production. Houston's robust population growth, job creation, and strategic location near Port Houston reinforce its role as a critical logistics hub, ensuring a positive economic forecast for the industrial distribution sector.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	19,356,667	20,537,839	19,572,257	18,027,135	20,893,538
▼ Vacancy Rate	6.6%	6.7%	7.2%	7.0%	6.7%
▼ Avg NNN Asking Rate PSF	\$9.10	\$9.12	\$9.06	\$9.05	\$9.00
◀ ▶ Sale Price PSF	\$96	\$96	\$95	\$95	\$96
◀ ▶ Cap Rate	8.0%	8.0%	8.0%	7.8%	7.7%
▼ Under Construction SF	13,783,825	14,803,949	12,316,882	16,248,233	19,512,820
▲ Inventory SF	837,267,822	835,028,507	831,021,930	823,707,887	817,497,262

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Independence Logistics Park (7 Bldgs) Houston, TX	2,756,767 SF	Undisclosed	SREIT Underwood Industrial Park Stonepeak	Class A+
Fairway North Logistics Park (3 Bldgs) Houston, TX	741,600 SF	Undisclosed	Kohlberg Kravis Roberts & Co. LP Lovett Industrial	Class A+
South Main Street 12631 Houston, TX	368,099 SF	Undisclosed	12631 South Main Street Owner LP JSC/Whiteman Peterson Post Oak	Class A+

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Port 99 Distribution Center Houston, TX	1,027,490SF	Provident Realty Advisors, Inc.	Undisclosed	Undisclosed
20710 Hempstead Road Houston, TX	357,887SF	Prologis, Inc.	McKesson Corporation	Healthcare Svcs and Info Technology
7491 Rankin Road Houston, TX	307,400SF	Phelan-Bennett LLC	Marsden Services LLC	Janitorial, Security, Mech, Emergency Resp



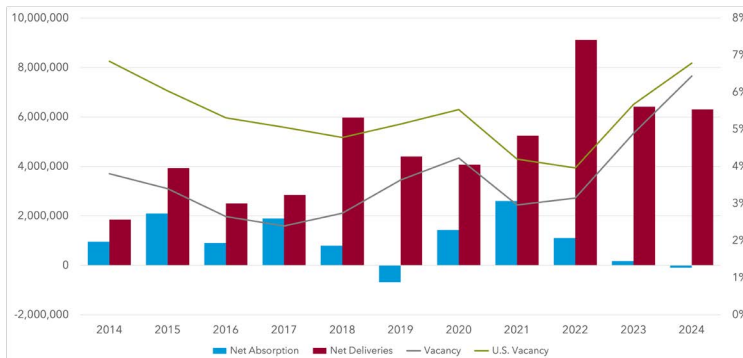
### INDUSTRIAL MARKET OVERVIEW

VANESSA HERZOG, *Principal*

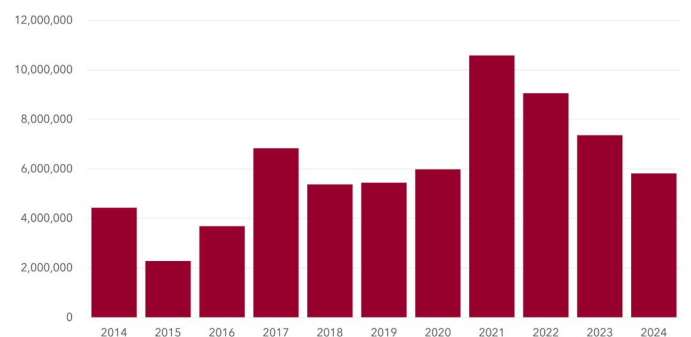
The Pacific Northwest industrial market is showing mixed performance in Q4 2024. Net absorption recorded a negative figure of -2,287,759 square feet, reflecting sustained challenges in tenant demand. The vacancy rate saw a slight increase to 8%, up from 7.8% in Q3 2024. However, average annual NNN asking rates remain strong at \$14.36 per square foot, suggesting landlords are maintaining pricing power despite headwinds. These trends highlight a dynamic market where vacancy increases, and declining absorption are partially offset by stable rental rates. This signals a need for cautious optimism as the market adapts to shifting economic conditions.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(2,287,759)	(3,243,430)	(2,142,214)	(2,688,054)	(2,232,454)
▲ Vacancy Rate	8.0%	7.8%	7.4%	7.2%	6.3%
▲ Avg NNN Asking Rate PSF	\$14.36	\$14.26	\$14.82	\$14.85	\$14.83
▼ Sale Price PSF	\$215.11	\$238.00	\$224.11	\$289.67	\$212.72
▲ Cap Rate	6.20%	5.72%	5.50%	5.80%	5.10%
▼ Under Construction SF	5,817,103	10,910,795 SF	7,754,035	6,713,709	7,786,821
▲ Inventory SF	363,502,423	362,293,871	360,036,235	355,266,605	354,650,713

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1510 & 1616 St. Paul Avenue Tacoma, WA	138,789 SF	\$19,510,000 \$140.57 PSF	SMARTCAP 1616 St. Paul LLC	Class C
403 N. Levee Road Puyallup, WA	80,150 SF	\$12,550,000 \$156.68 PSF	Specific Coast Building Products LBA Logistics	Class C
2781 S. 102nd Street Tukwila, WA	202,464 SF	\$81,500,000 \$402.54 PSF	EQT Exeter REIT Dermody Properties	Class ???

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2500 142nd Avenue, E Sumner, WA	350,075 SF	The Michaelson Organization	Southern Wine & Spirits	Wholesaler
2422 93rd Avenue, SW Tumwater, WA	149,340 SF	Crow Holdings	Daedong-USA, Inc.	Manufacturing
5900 36th Avenue, W Everett, WA	278,937 SF	Bridge Point	Boeing	Aerospace



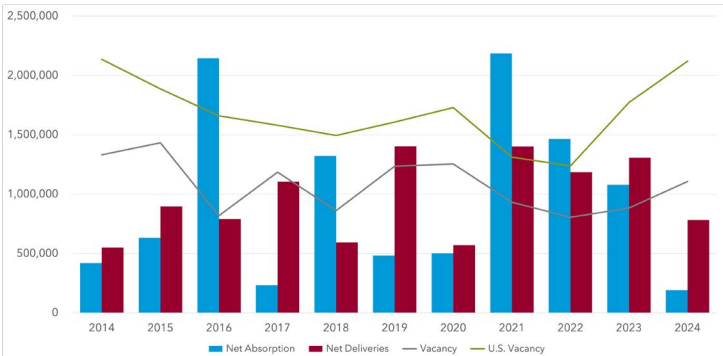
### INDUSTRIAL MARKET OVERVIEW

CAMP PERRET, Vice President

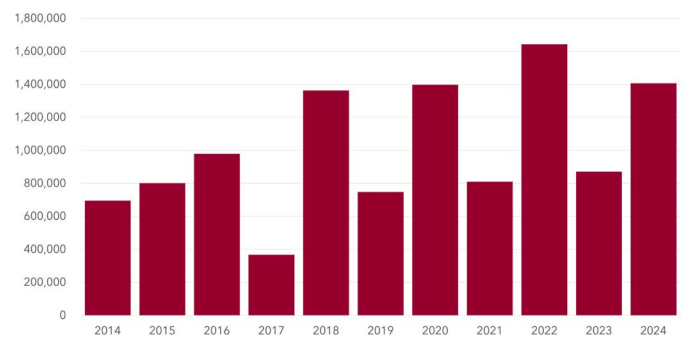
The Madison Industrial Market vacancy rate for Q4 stands at just 3.5% significantly below the national average of 6.8%, underscoring the ongoing demand for industrial space in the region. A limited inventory continues to constrain leasing activity, and much of the available stock is older, with only 750,000 square feet of the 3.9 million square feet currently on the market having been built within the past 20 years. While construction starts are up in 2024, demand for new industrial space still outpaces supply, maintaining a tight market. Additionally, sales volumes have declined, driven by both the lack of inventory and high financing costs.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	191,361	611,344	631,963	1,041,337	1,078,013
▲ Vacancy Rate	3.5%	3.3%	3.2%	3.0%	2.8%
▼ Avg NNN Asking Rate PSF	\$7.85	\$7.86	\$7.84	\$7.78	\$7.72
◀ ▶ Sale Price PSF	\$73	\$73	\$72	\$72	\$73
◀ ▶ Cap Rate	8.8%	8.8%	8.8%	8.7%	8.5%
▲ Under Construction SF	1,406,812	1,123,062	508,670	512,745	871,448
▲ Inventory SF	79,291,658	79,219,808	79,219,808	78,892,816	78,509,533

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2919 Commerce Park Drive Madison, WI	32,782 SF	\$2,990,000 \$91.21 PSF	Wstrm Great Lakes Finishing Trades Inst T5 Real Estate Solutions	Class B
5302 Verona Road Madison, WI	24,000 SF	\$2,200,000 \$91.67 PSF	Mps2p LLC Chophia LLC	Class B
4904 Triangle Street McFarland, WI	21,000 SF	\$2,100,000 \$100.00 PSF	Bassett Madison LLC E and D Real Estate LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5001 Femrite Drive Madison, WI	56,000 SF	WI Development Partners LLC	Revere Electric Supply	Professional Services
1206 Femrite Drive Madison, WI	15,750 SF	Robert Hibbard	Undisclosed	Undisclosed
2241 Eagle Drive Middleton, WI	10,000 SF	Undisclosed	Tree House Arbor Science	Professional Services



## OFFICE OVERVIEW: MARKET STABILIZING, WORKERS RETURN

The North American office market is approaching an inflection point with an apparent assist from employers revising permissive pandemic workplace policies. Tenant demand in the United States closed 2024 by posting a second straight quarter of growth. Canada's absorption for the year was the most since 2018.

U.S. net absorption was 3.5 million SF in Q4 and totaled 11.2 million SF for the second half with premium Class A space most in demand. Nearly half the nation's top 50 office markets have seen positive demand since 2024 Q2, led by New York City. Some secondary and most tertiary markets have also seen resurgent demand. But there are several gateway cities and many secondary markets that continue to lose occupancy to slow job growth and reduced space requirements post-Covid.

Nearly 23 million SF of negative absorption in the first quarter of 2024 brought the cumulative loss since the onset of Covid-19 to 206 million SF. By comparison, absorption losses associated with the Great Recession of 2008-09 totaled about 50 million SF.

A number of companies have increased worker attendance requirements or plan to do so, including Disney, Starbucks, X and Amazon, whose CEO, Andy Jassy, said: "When we look back over the last five years, we believe the advantages of being together in the office are significant." Even Zoom has called its workers into the office for two days a week. JP Morgan is discussing possibly bringing back its approximately 300,000 employees to the office daily in 2025.

The construction pipeline output is diminishing with less than 50 million SF delivered in 2024, the least since 2014 and about 20 million SF less than average for the last 10 years. Even this reduced new supply is likely to outpace tepid demand. The overall vacancy rate is expected to climb beyond its current 13.9% before peaking next year.

The makeup of product in the pipeline is also different from recent history. Nearly a quarter is being built for owner occupiers. Almost a fifth targets biotech lab users and about 10% is medical office. Only half is comprised of traditional, for-lease office buildings, compared to almost two thirds of the space completed in the past 25 years.

While there are signs that the volume of sales transactions has hit bottom, financing is among the remaining challenges. Meanwhile, nearly \$28 billion in CMBS loan maturities are scheduled to come due in 2025. After dropping in the second quarter, delinquency rates are now back up to 8.6% and could hit double digits next year. Lenders have been allowing borrowers some forbearance, but the clock is ticking to correct operational deficiencies. Meanwhile, investors naturally are finding a raft of opportunities in this sector.

In Canada, net absorption of 5.5 million SF in 2024 was led by Calgary's 2.1 million SF of tenant growth and 1.9 million SF of net absorption in Toronto. Deliveries are poised to drop off significantly in coming quarters, with only 11 million SF underway in Q4. This is off significantly from the 22-million-SF peak in 2021.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / SF ANNUAL		HIGHEST MARKET SALE PRICE / SF	
FL, Miami	8.4%	NY, New York*	\$59.16	NY, New York	\$537
NY, Long Island	8.7%	FL, Miami	\$53.52	CA, San Francisco	\$503
OH, Cincinnati	8.9%	CA, San Francisco	\$51.36	BC, Vancouver	\$452 CAD
OH, Cleveland	9.4%	TX, Austin	\$46.20	WA, Seattle	\$389
ON, Toronto	9.4%	MA, Boston	\$42.48	MA, Boston	\$360
<b>U.S. Index</b>	13.9%	<b>U.S. Index</b>	\$36.12	<b>U.S. Index</b>	\$267
<b>Canada Index</b>	8.6%	<b>Canada Index</b>	\$26.52 CAD	<b>Canada Index</b>	\$239 CAD

MOST SF UNDER CONSTRUCTION SF		LARGEST INVENTORY BY SF		LOWEST MARKET CAP RATE	
MA, Boston	11,345,559	NY, New York*	977,849,528	ON, Toronto	6.4%
NY, New York*	8,791,094	DC, Washington	522,815,989	CA, San Francisco	6.7%
WA, Seattle	5,438,739	IL, Chicago	511,677,841	NY, New York*	7.0%
ON, Toronto	5,402,511	CA, Los Angeles	445,947,635	FL, Miami	7.1%
TX, Dallas-Fort Worth	5,263,763	TX, Dallas-Fort Worth	430,773,298	WA, Seattle	7.4%
<b>U.S. Index</b>	71,153,058	<b>U.S. Index</b>	8,511,557,690	<b>U.S. Index</b>	8.9%
<b>Canada Index</b>	8,895,231	<b>Canada Index</b>	684,135,083	<b>Canada Index</b>	7.6%

\* 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
<b>AB, Calgary **</b>	12.9%	\$1.72	\$114	223,512	95,154,916	12.2%
<b>AZ, Phoenix</b>	16.9%	\$2.50	\$202	567,200	197,358,841	8.8%
<b>BC, Vancouver **</b>	7.0%	\$2.79	\$452	2,485,151	98,448,646	4.4%
<b>CA, Bakersfield</b>	11.6%	\$1.98	\$152	30,000	16,268,805	10.3%
<b>CA, East Bay</b>	15.4%	\$3.09	\$267	56,176	116,545,415	7.6%
<b>CA, Fresno</b>	5.7%	\$1.99	\$169	174,143	29,135,222	10.0%
<b>CA, Inland Empire</b>	5.5%	\$2.31	\$191	157,092	78,391,507	8.8%
<b>CA, Los Angeles</b>	16.1%	\$3.53	\$338	2,832,294	445,947,635	7.4%
<b>CA, Orange County</b>	12.4%	\$2.68	\$256	289,907	158,507,004	7.9%
<b>CA, San Diego</b>	12.0%	\$3.37	\$299	3,149,993	119,566,737	8.1%
<b>CA, San Francisco</b>	23.1%	\$4.28	\$503	1,266,481	193,107,279	6.7%
<b>CA, San Luis Obispo</b>	3.4%	\$2.44	\$237	0	6,754,296	8.9%
<b>CA, Santa Barbara</b>	6.6%	\$2.74	\$314	165,641	13,989,816	7.7%
<b>CA, Stockton</b>	3.9%	\$1.90	\$162	10,604	13,036,931	9.2%
<b>CA, Ventura</b>	10.4%	\$2.33	\$202	0	21,886,168	9.3%
<b>CO, Denver</b>	17.3%	\$2.50	\$209	1,863,824	189,008,949	9.0%
<b>DC, Washington</b>	17.2%	\$3.32	\$291	2,020,927	522,815,989	9.2%
<b>FL, Fort Myers</b>	4.9%	\$2.25	\$189	9,500	22,070,046	8.4%
<b>FL, Miami</b>	8.4%	\$4.46	\$352	2,655,614	119,050,819	7.1%
<b>FL, Naples</b>	5.0%	\$2.92	\$250	40,000	10,605,223	8.4%
<b>FL, Orlando</b>	9.6%	\$2.49	\$189	626,594	106,128,491	9.1%
<b>FL, Tampa Bay</b>	9.6%	\$2.52	\$184	616,244	130,683,335	9.1%
<b>GA, Atlanta</b>	16.7%	\$2.44	\$184	1,421,949	338,693,583	9.0%
<b>GA, Savannah</b>	2.1%	\$2.31	\$178	102,454	12,654,625	10.1%
<b>ID, Boise</b>	5.9%	\$1.87	\$148	117,042	36,154,970	10.6%
<b>IL, Chicago</b>	16.8%	\$2.55	\$173	1,329,099	511,677,841	9.8%
<b>IN, Indianapolis</b>	9.6%	\$1.83	\$115	1,096,648	110,656,071	10.7%
<b>KS, Lawrence</b>	12.4%	\$1.85	\$114	0	3,334,483	11.5%
<b>KS, Topeka</b>	7.0%	\$1.51	\$102	100,000	11,542,959	11.4%
<b>LA, Baton Rouge</b>	5.2%	\$1.68	\$103	11,490	28,321,316	12.2%
<b>MA, Boston</b>	13.6%	\$3.54	\$360	11,345,559	386,569,764	7.7%
<b>MD, Baltimore</b>	11.8%	\$2.07	\$147	1,161,541	150,485,638	10.2%
<b>MI, Detroit</b>	12.1%	\$1.83	\$107	1,682,485	202,425,055	11.5%
<b>MN, Minneapolis</b>	11.5%	\$2.24	\$145	478,600	204,202,950	9.7%
<b>United States Index</b>	13.9%	\$3.01	\$267	71,153,058	8,511,557,690	8.9%
<b>Canada Index</b>	8.6%	\$2.21	\$239 CAD	8,895,231	684,135,083	7.6%

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
<b>MO, Kansas City*</b>	11.6%	\$1.93	\$119	903,554	129,267,944	10.3%
<b>MO, Saint Louis</b>	9.8%	\$1.87	\$108	766,500	148,482,716	11.0%
<b>NC, Charlotte</b>	14.2%	\$2.80	\$241	908,542	139,078,164	8.2%
<b>NC, Durham</b>	9.4%	\$2.37	\$203	157,537	38,072,640	8.9%
<b>NC, Raleigh</b>	11.8%	\$2.51	\$201	73,832	80,788,453	8.9%
<b>NE, Lincoln</b>	6.3%	\$1.68	\$115	10,503	18,867,079	10.7%
<b>NE, Omaha</b>	8.0%	\$2.05	\$115	1,240,880	48,476,562	11.9%
<b>NJ, Atlantic City</b>	6.2%	\$1.95	\$127	40,000	7,678,383	11.0%
<b>NJ, Northern New Jersey *</b>	12.7%	\$2.45	\$173	319,820	154,005,160	10.0%
<b>NJ, Trenton</b>	10.7%	\$2.47	\$152	50,599	32,725,686	10.4%
<b>NJ, Vineland</b>	3.2%	\$1.72	\$111	0	3,553,963	10.8%
<b>NV, Reno</b>	7.9%	\$2.06	\$187	367,218	17,493,214	9.5%
<b>NY, Long Island</b>	8.7%	\$2.74	\$172	54,900	100,303,109	9.8%
<b>NY, New York *</b>	13.8%	\$4.93	\$537	8,791,094	977,849,528	7.0%
<b>OH, Cincinnati</b>	8.9%	\$1.78	\$97	140,300	103,895,227	11.7%
<b>OH, Cleveland</b>	9.4%	\$1.65	\$91	1,423,253	113,407,578	12.6%
<b>OH, Columbus</b>	9.5%	\$1.89	\$110	413,978	120,745,453	10.8%
<b>ON, Toronto **</b>	9.4%	\$2.50	\$269	5,402,511	286,854,789	6.4%
<b>PA, Harrisburg</b>	7.3%	\$1.49	\$107	63,374	39,098,288	12.0%
<b>PA, Lehigh Valley *</b>	7.6%	\$1.80	\$104	104,437	32,401,552	11.9%
<b>PA, Philadelphia *</b>	10.7%	\$2.32	\$155	1,843,796	336,111,131	10.2%
<b>PA, Pittsburgh</b>	11.8%	\$1.88	\$107	235,000	143,876,594	11.1%
<b>SC, Charleston</b>	6.6%	\$2.73	\$195	239,944	33,480,438	9.6%
<b>SC, Greenville</b>	8.2%	\$1.91	\$133	120,044	35,406,876	10.0%
<b>SC, Spartanburg</b>	3.0%	\$1.80	\$117	0	8,459,628	11.0%
<b>TN, Nashville</b>	11.7%	\$2.74	\$212	2,898,066	104,413,659	8.6%
<b>TX, Austin</b>	17.0%	\$3.85	\$323	4,169,796	137,095,124	7.5%
<b>TX, Dallas-Fort Worth</b>	18.0%	\$2.67	\$207	5,263,763	430,773,298	8.6%
<b>TX, Houston</b>	19.3%	\$2.54	\$187	2,587,317	359,371,513	9.9%
<b>WA, Seattle</b>	15.8%	\$3.07	\$389	5,438,739	238,119,546	7.4%
<b>WI, Madison</b>	6.0%	\$1.93	\$119	226,738	40,674,084	11.4%
<b>United States Index</b>	13.9%	\$3.01	\$267	71,153,058	8,511,557,690	8.9%
<b>Canada Index</b>	8.6%	\$2.21	\$239 CAD	8,895,231	684,135,083	7.6%

\* 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)



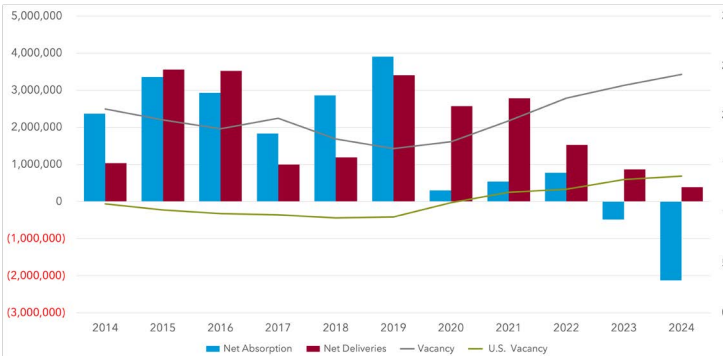
### OFFICE MARKET OVERVIEW

CHRIS MCCHESENEY, *Research Director*

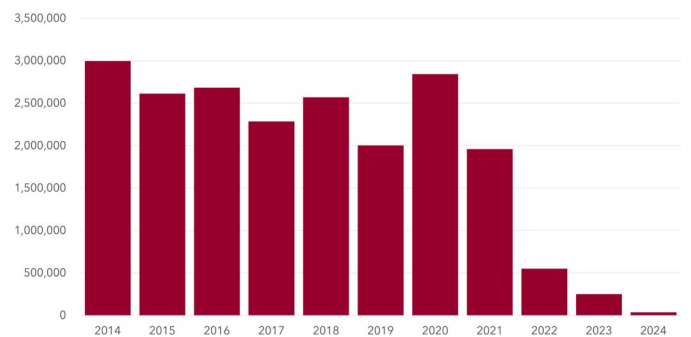
The Phoenix office market, like much of the broader U.S. office sector, continues to grapple with challenges stemming from shifts to in-office, hybrid, and remote work models. In 2024, the market faced its most difficult year on record, with a negative net absorption of 2 million square feet and direct vacancy rates hovering around 24%. The third quarter alone saw a negative net absorption of 90,417 square feet, capping off a historically challenging year. Looking ahead, Metro Phoenix is poised to rely on its business-friendly policies, strategic location, and affordable cost of living as key drivers to stabilize and rejuvenate its office market.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(90,817)	(740,026)	(883,286)	(497,019)	68,616
◀ ▶ Vacancy Rate	19.9%	19.9%	19.2%	18.4%	17.8%
▲ Avg NNN Asking Rate PSF	\$29.81	\$29.71	\$29.45	\$29.86	\$29.56
▲ Sale Price PSF	\$177.18	\$160.74	\$164.65	\$165.26	\$197.97
▼ Cap Rate	6.2%	7.4%	8.0%	6.7%	7.2%
◀ ▶ Under Construction SF	37,000	37,000	387,578	387,578	252,578
▲ Inventory SF	110,475,877	110,157,696	109,294,275	109,186,633	109,075,724

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2325 E. Camelback Road Phoenix, AZ	306,877 SF	\$97,900,000 \$319.02 PSF	Roger Norman Hines	Class A
Desert Ridge Corp. Center (2 Bldgs) Phoenix, AZ	275,208 SF	\$35,000,000 \$127.18 PSF	Discount Tire Co. Regent Properties	Class A
Camelback Lakes (4 Bldgs) Phoenix, AZ	208,105 SF	\$60,000,000 \$288.32 PSF	Circle Road Equities DRA Advisors	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
20410 N. 19th Avenue Phoenix, AZ	57,336 SF	Everest Holdings	Chamberlaion University	Education
2701 E. Ryan Road Chandler, AZ	52,608 SF	InSight	Barrett Financial Group	Financial
80 E. Rio Salado Parkway Tempe, AZ	51,775 SF	Cousins Properties	CliftonLarsonAllen	Financial





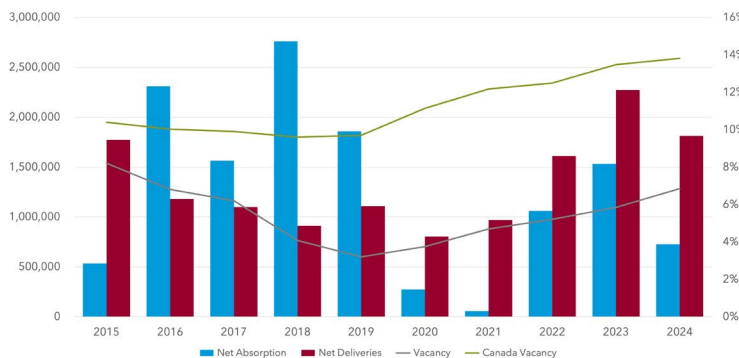
### OFFICE MARKET OVERVIEW

DERRICK GONZALES, *Director of Research*

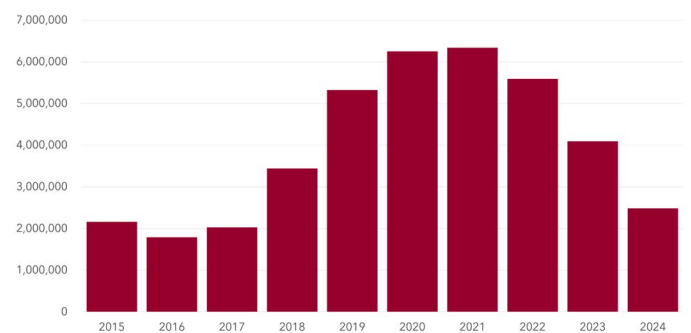
While job growth remains relatively flat across office-oriented categories, tenants continue to adjust their requirements by offsetting underutilized space for efficient and higher-quality buildings. An exceptional example is Connor Clark & Lunn Financial Group who has secured 82,000 SF at 1090 West Pender. Recent sublease activity has transformed the availability dynamics within the 10,000 SF range. While sublease activity once comprised up to 15% of all leasing activity has since jumped up to 20% prompting landlords to compete for prospective tenants by offering turn-key opportunities. Looking ahead, improving economic conditions coupled with the tail end of the current construction cycle may see a healthy levelling of the market.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	727,464	659,741	735,584	953,260	1,531,517
▲ Vacancy Rate	6.8%	6.7%	6.6%	6.2%	5.9%
▼ Avg NNN Asking Rent PSF	\$48.46	\$48.56	\$48.67	\$48.68	\$48.95
▼ Sale Price PSF	\$627	\$632	\$644	\$657	\$671
◀▶ Cap Rate	4.6%	4.6%	4.5%	4.4%	4.3%
▼ Under Construction	2,485,151	2,781,703	3,230,059	4,015,951	4,093,237
▲ Inventory	98,460,032	98,186,012	97,738,880	96,872,845	96,636,922

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2030 Marine Drive - Units 100-403, North Vancouver, BC	26,259 SF	\$12,750,000 \$486.00 PSF	Ailin Homes Ltd. 0796071 B.C. Ltd.	Class A
1190-1192 Melville Street Vancouver, BC	48,000 SF	\$24,000,000 \$500.00 PSF	539948 B.C. Ltd. Reliance Properties Ltd.	Class B
13737 96th Avenue, Units 1001-1009 Surrey, BC	9,043 SF	\$9,400,000 \$1,039.00 PSF	The University of British Columbia The Children's Foundation	Class A

\*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1090 West Pender Street Vancouver, BC	82,000 SF	BGO	Connor, Clark & Lunn Financial Group	Wealth Management
349 West Georgia Street Vancouver, BC	48,000 SF	BCI	Sony Pictures Imageworks	Video Graphics
3292 Production Way Burnaby, BC	41,558 SF	iA Financial Group	AECOM	Consulting



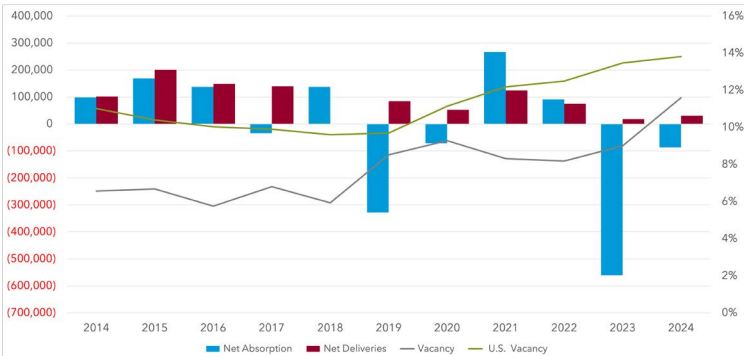
### OFFICE MARKET OVERVIEW

ROSS PUSKARICH, Associate

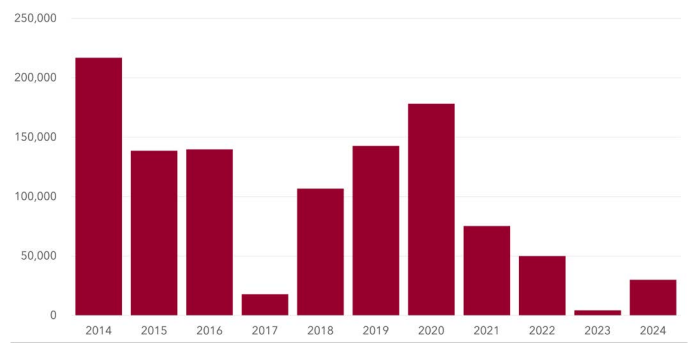
The Bakersfield office market has faced headwinds over the past two years, with significant blocks of office space vacated and the vacancy rate climbing to 11.0%. While this figure remains below the national average of 13.9%, Bakersfield's position as a low-cost office market within California presents challenges. Large operators have downsized or moved out of state-favoring Arizona, Nevada, or Texas-including the likes of State Farm, Chevron, Haliburton, PCL and others anticipated to do the same in 2025. In 2024 73 properties sold for a total of \$88.M, with no transaction exceeding \$10M. Market expectations for 2025 remain mixed, but modest sales growth could align activity with 10-yr historical norms.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(86,934)	(600,000)	(606,000)	(472,898)	(561,000)
▼ Vacancy Rate	11.6%	12.0%	12.4%	11.2%	9.0%
▼ Avg NNN Asking Rent PSF	\$23.81	\$24.07	\$23.48	\$23.44	\$23.40
▼ Sale Price PSF	\$149	\$154	\$154	\$154	\$155
▲ Cap Rate	10.60%	9.99%	10.00%	9.99%	9.92%
▼ Under Construction	30,000	50,000	20,000	20,000	4,382
▼ Inventory	16,268,805	16,274,488	16,232,479	16,232,479	16,246,282

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5300 California Avenue Bakersfield, CA	108,131 SF	\$4,900,000 \$45.32 PSF	Blumer Construction Pacific Health Education Center	Class B
9500 Ming Avenue Bakersfield, CA	71,922 SF	\$9,725,000 \$135.22 PSF	Grimmway Enterprises, Inc. Chevron Corporation	Class A
800 Truxtun Avenue Bakersfield, CA	53,393 SF	\$12,325,000 \$230.84 PSF	WMC Berkshire Properties	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4029 Coffee Road Bakersfield, CA	7,731 SF	Shane Nay	Sun World Intrnational	Wholesaler
5121 Stockdale Highway Bakersfield, CA	7,697 SF	Richard Ackerman	Undisclosed	Undisclosed
4800 Stockdale Bakersfield, CA	6,270 SF	Richard Ackerman	State of California	Government



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

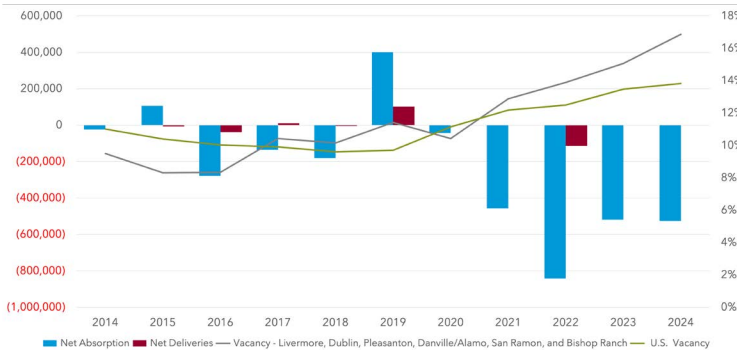
### OFFICE MARKET OVERVIEW

MARK RINKLE, *Principal*

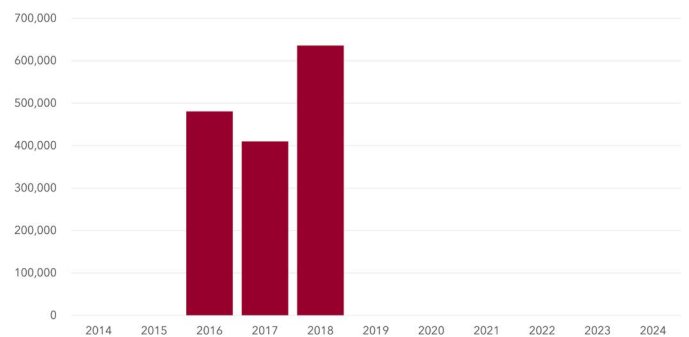
The final quarter of 2024 saw the Office market remain under pressure, with the vacancy rate increasing slightly to 16.9%. Market rent per square foot rose modestly to \$34.68, reflecting a slight stabilization compared to earlier quarters. Inventory remained consistent at 27,458,828 square feet, with no new construction activity. The 12-month net absorption, however, continued its negative trajectory, reaching -525,405 square feet, highlighting ongoing challenges in tenant retention and sluggish leasing activity. While there has been some optimism with rising interest in shorter-term leases, the market's fundamentals remain weak, and the Tri-Valley office sector faces continued uncertainty as hybrid work and cautious tenant behavior persist.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(525,405)	(506,697)	(478,464)	(361,293)	(519,083)
▲ Vacancy Rate	16.9%	16.8%	16.6%	15.4%	15.1%
▲ Avg NNN Asking Rent PSF	\$34.68	\$34.60	\$34.66	\$34.76	\$34.67
▼ Sale Price PSF	\$252	\$253	\$256	\$261	\$266
◀▶ Cap Rate	7.9%	7.9%	7.8%	7.7%	7.5%
◀▶ Under Construction	-	-	-	-	-
◀▶ Inventory	27,458,828	27,458,828	27,458,828	27,458,828	27,458,828

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6200-6220 Stoneridge Mall Road* Pleasanton, CA	592,083 SF	\$151,800,000 \$256.38 PSF	Nome Capital Partners UBS Asset Management	Class A
3401 Crow Cyn & 12943-12959** Alcosta Blvd., San Ramon, CA	210,056 SF	\$50,500,000 \$240.41 PSF	Quarterra Kennedy Lewis Inv. Nearon	Class B&C
3252 Constitution Drive Livermore, CA	6,600 SF	\$2,905,000 \$440.15 PSF	Ascend Rehab Services UFCW	Class B

\*Part of a 4-Property Portfolio Sale; \*\*Part of a 2-Property Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6111 Bollinger Canyon San Ramon, CA	13,636 SF	Sunset Development Company	Zinus, Inc.	Retailer
6200 Stoneridge Mall Road Pleasanton, CA	12,340 SF	Nome Capital Partners	Arctera	Technology
Lakeside-5001 Executive Parkway San Ramon, CA	10,499 SF	Sunset Development Company	PTC	Information



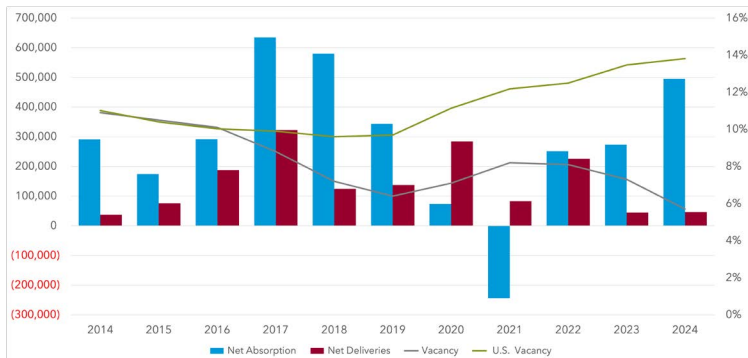
### OFFICE MARKET OVERVIEW

ROSS PUSKARICH, Associate

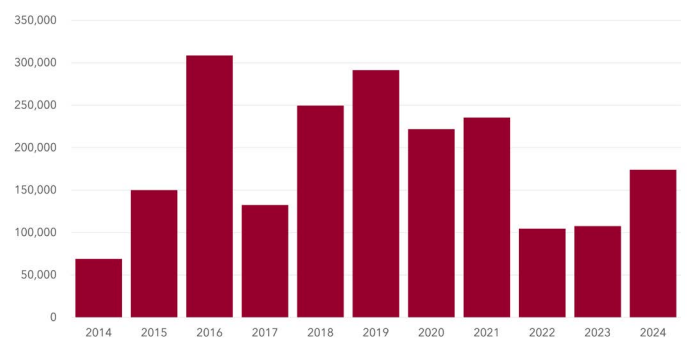
Fresno, the largest office market in California's Central Valley, has twice the inventory of Bakersfield and is popular with government agencies and large private-sector occupiers like AT&T and Aetna Life Insurance. Demand has been steady, with a vacancy rate of 5.7%, up 20 BPS YOY. Rents average \$24.00/SF (Full Service Gross), up 2.0% in the past year, with high-end inventory performing exceptionally well due to tight availability. Leasing slowed in 2024, with year-to-date activity below 500,000 SF for the first time since 2007. Sales volume totaled \$70 million across 73 transactions, primarily smaller deals. Cap rates are expected to peak mid-2025, as lower interest rates could reignite sales activity.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	495,055	94,900	183,000	221,454	273,346
▼ Vacancy Rate	5.70%	7.64%	7.6%	7.7%	7.3%
▲ Avg NNN Asking Rent PSF	\$23.82	\$23.24	\$22.47	\$22.43	\$22.38
▼ Sale Price PSF	\$162	\$173	\$173	\$173	\$175
▲ Cap Rate	10.41%	9.67%	9.70%	9.70%	9.60%
▼ Under Construction	174,143	224,343	136,111	101,000	108,000
▲ Inventory	29,135,222	29,117,428	29,111,613	29,100,000	29,100,000

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4277 N. West Avenue Fresno, CA	18,167 SF	\$1,600,000 \$88.07 PSF	Orbit Investment Group LLC R&C Patterson Family Ltd Ptnrshp	Class C
1025 Fulton Street Fresno, CA	15,060 SF	\$2,195,000 \$145.75 PSF	Restoration Outreach Center Ellis Family Partnership	Class C
191 E. Barstow Avenue Fresno, CA	14,029 SF	\$2,790,000 \$198.87 PSF	Ellis Family Partnership Navipar LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3-9 E. River Park Place Fresno, CA	11,950 SF	Lance-Kashian & Co.	Undisclosed	Undisclosed
90 W. Ashlan Avenue Clovis, CA	11,080 SF	Intex 2002 Trust	Aspiranet	Social Services
1721-1729 Van Ness Avenue Fresno, CA	10,500 SF	CMS Properties Fresno	Undisclosed	Undisclosed





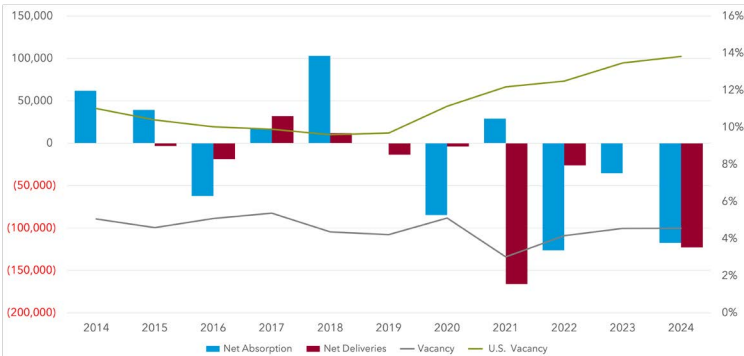
### OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

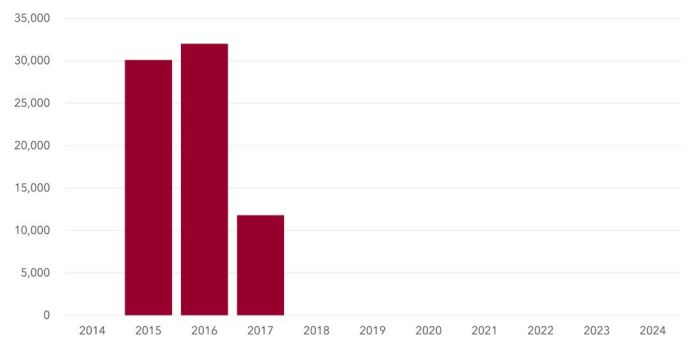
The Mid-Cities Office Submarket has been among the most resilient in Greater Los Angeles. Vacancy in 4Q 2024 was 4.6%, well below the 16.2% average for the L.A. metro area. Rental rates averages \$2.10 per square foot and steadily climbed with a 2% increase from the last quarter. Sales volume finally hit its highest mark in four consecutive quarters at \$8.9 million. Property values in the area also remained steady with pricing averaging \$334 per square foot. This mature submarket is expected to remain consistent and steady throughout the year.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(15,269)	(13,887)	(87,621)	(732)	17,992
▲ Vacancy Rate	4.6%	4.4%	5.5%	4.6%	4.6%
▲ Avg NNN Asking Rent PSF	\$26.28	\$25.98	\$25.92	\$25.15	\$25.60
▲ Sale Price PSF	\$334	-	\$333	\$317	\$332
◀▶ Cap Rate	-	-	-	-	14.72%
◀▶ Under Construction	0	0	0	0	0
◀▶ Inventory	8,740,500	8,740,500	8,863,305	8,863,305	8,863,305

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8225 E. Alondra Boulevard Paramount, CA	13,530 SF	\$3,000,000 \$221.73 PSF	Eugene Allen Sarris Nicholas Trust	Class C
11004 Adoree Street Norwalk, CA	5,798 SF	\$2,179,500 \$375.91 PSF	Adoree LLC Sherry Babb	Class C
8351 Florence Avenue Downey, CA	4,618 SF	\$2,979,000 \$645.08 PSF	Dr. Andy Navid The Alon & Natasha Ofir Living Tr.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5800 S. Eastern Avenue Commerce, CA	4,200 SF	Donald G. Abbey	Undisclosed	Undisclosed
5900 S. Eastern Avenue Commerce, CA	2,495 SF	Quest Capital Partners, Inc.	Undisclosed	Undisclosed
11525 Brookshire Avenue Downey, CA	2,415 SF	Brookshire Dolan Management	Undisclosed	Undisclosed



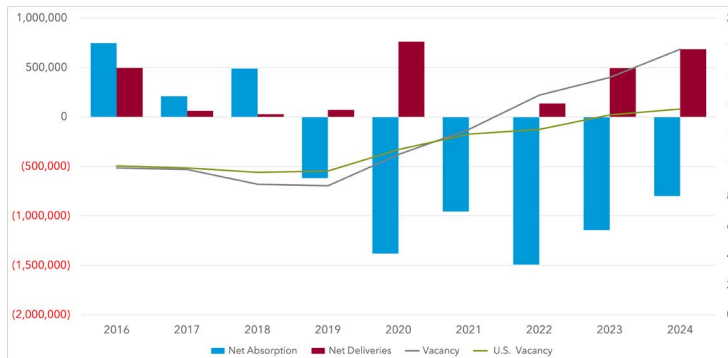
### OFFICE MARKET OVERVIEW

MICHAEL GUDMUNDSON, *Operations Manager*

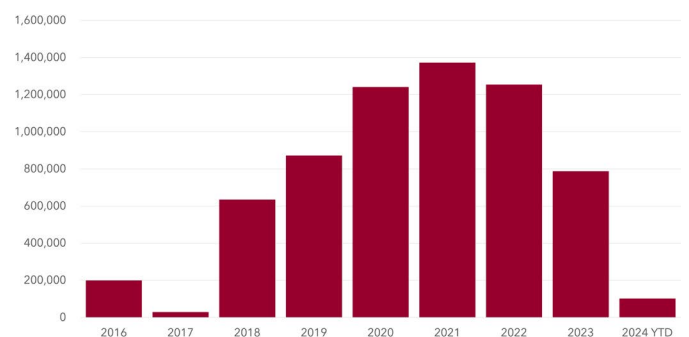
The LA North office market faced continued challenges in Q4 2024. Net absorption over the past 12 months was negative, with a decline of 798,097 square feet, following a downward trend from earlier in the year. Vacancy rates increased slightly to 17.9%, up from 17.6% in Q3 and 16% in Q4 2023. The average NNN asking rate rose modestly to \$2.94 per square foot, despite higher vacancy. Sales prices fell to \$219 per square foot, down from \$233 in Q3, signaling softened investor demand. Cap rates remained stable at 6.36%. Construction activity slowed, with only 102,000 square feet under development, indicating ongoing headwinds for the market.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(798,097)	(899,675)	(1,095,838)	(1,098,291)	(1,143,061)
▲ Vacancy Rate	17.9%	17.6%	17.5%	17.2%	16.0%
▲ Avg NNN Asking Rent PSF	\$2.94	\$2.87	\$3.29	\$3.17	\$3.16
▼ Sale Price PSF	\$219	\$233	\$305	\$297	\$159
▼ Cap Rate	6.36%	7.00%	6.10%	7.20%	11.40%
◀ ▶ Under Construction	102,000	102,000	433,000	433,000	788,000
▼ Inventory	76,431,538	76,628,009	76,628,009	76,628,009	76,273,009

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5200 Lankershim Boulevard* North Hollywood, CA	179,989 SF	\$35,000,000 \$194.46 PSF	Uncommon Developers LLC Rockwood Capital	Class A
16200 Ventura Boulevard Encino, CA	55,000 SF	\$12,600,000 \$229.09 PSF	Tiferet LLC Soma Capital Partners	Class B
220 N. Glendale Avenue* Glendale, CA	22,161 SF	\$10,508,515 \$474.19 PSF	Gateways Hospital & Mental Health Kimberly Greitzer	Class B

\*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
450 N. Brand Boulevard Glendale, CA	23,680 SF	Central Brand LLC	Undisclosed	Law Firm
3900 W. Alameda Avenue* Burank, CA	22,700 SF	Worthe Real Estate Group	Miller Kaplan	Accounting
5990 Sepulveda Boulevard Sherman Oaks, CA	21,111 SF	Ascentris, LLC	LA Metro	Construction

\*Lee & Associates Deal



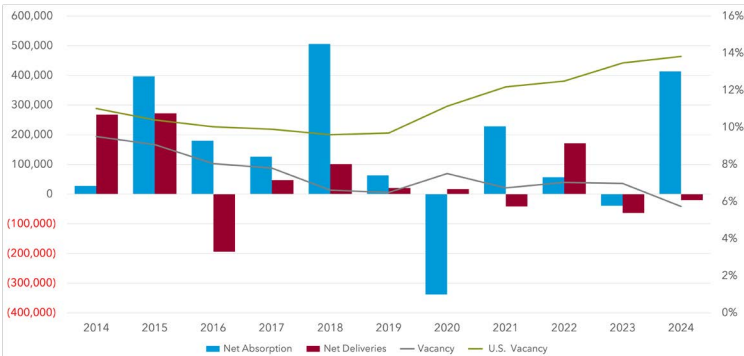
### OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

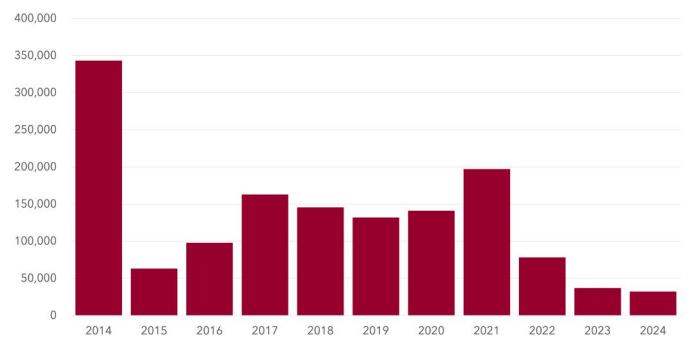
Occupancies in the San Gabriel Valley Office Submarket have remained steady compared to many other L.A. submarkets recently with relatively low vacancy rate at 6.3%. The end of 4Q 2024 saw 105,554 SF positive net absorption. Rental rates held steady at \$2.32 PSF, offering some of the most affordable rents in the L.A. metro area. This submarket caters to owner/users and medical users which is a contributing factor to the 62% increase in sales volume from the previous quarter. Overall, office sales averaged \$260/PF with many recent completions being either medical offices or owner/user buildings. This mature submarket is expected to remain consistent and steady throughout the year.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	105,554	(2,355)	72,290	32,552	(23,621)
▼ Vacancy Rate	6.3%	6.6%	6.6%	6.8%	7.0%
▼ Avg NNN Asking Rent PSF	\$27.84	\$28.11	\$27.83	\$26.98	\$27.06
▲ Sale Price PSF	\$222	\$221	\$88	\$208	\$294
▼ Cap Rate	5.86%	6.23%	7.06%	0.00%	5.49%
▼ Under Construction	32,172	42,464	42,464	42,464	36,919
▲ Inventory	34,875,666	34,865,374	34,865,374	34,865,374	34,895,870

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1980 Saturn Street Monterey Park, CA	410,439 SF	\$33,500,000 \$81.62 PSF	StratCap LLC MUFGBank Ltd.	Class B
1977 Saturn Street Monterey Park, CA	205,628 SF	\$39,000,000 \$189.66 PSF	HMC Capital EQ Office	Class B
3201 Temple Avenue Pomona, CA	44,187 SF	\$9,300,000 \$210.47 PSF	Institute of Knowledge, Inc. David A. Zaslow	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
900 Corporate Center Drive Monterey Park, CA	48,119 SF	Omninet	County of LA	Public Administration
13101 S. Crossroads Parkway City of Industry, CA	32,064 SF	Majestic Realty Co.	Undisclosed	Undisclosed
3201 Temple Avenue Pomona, CA	21,232 SF	David A Zaslow	Undisclosed	Undisclosed



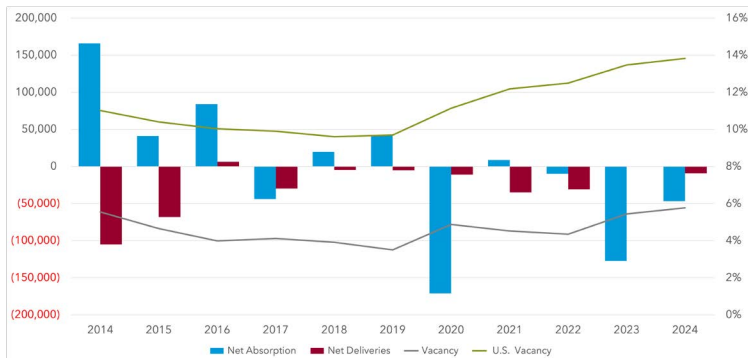
### OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

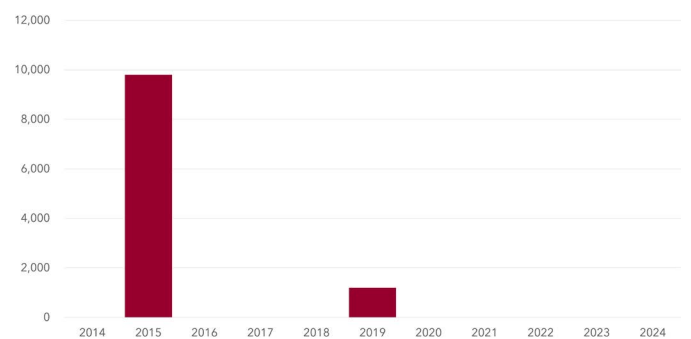
Tenants in the Tri-Cities Class A office submarket are downsizing, vacating upon lease expirations, and adding space to the sublease market. This resulted in a Q4 2024 net absorption loss of 379,599 SF. High vacancy and sublet levels hinder market recovery, while hybrid work trends suggest further space reductions. Vacancy rates are expected to rise through 2027. Class A office sales also remain weak, with only one notable transaction: 801 N Brand Blvd in Glendale, sold for \$42.8 million (\$152.43/PSF).

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(379,599)	40,917	(309,237)	(41,864)	(592,582)
▲ Vacancy Rate	28.2%	26.4%	26.5%	25.0%	23.4%
▼ Avg NNN Asking Rent PSF	\$43.56	\$43.81	\$43.91	\$42.07	\$42.29
▲ Sale Price PSF	\$152.43	\$129.00	-	-	\$132
◀▶ Cap Rate	0.00%	0.00%	0.00%	0.00%	0.00%
◀▶ Under Construction	100,000	100,000	100,000	100,000	455,000
◀▶ Inventory	20,190,431	20,190,431	20,166,786	20,166,786	19,811,786

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
801 N. Brand Boulevard Glendale, CA	280,778 SF	42,800,000 \$152.43 PSF	East Arden LLC CBRE Investment Management	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
450 N.Brand Boulevard Glendale, CA	23,680 SF	Central Brand LLC	Undisclosed	Undisclosed
3900 W. Alameda Avenue Burbank, CA	18,685 SF	Worthe Real Estate Group	Undisclosed	Undisclosed
251 S. Lake Avenue Pasadena, CA	17,542 SF	Heitman	Charles Schwab	Public





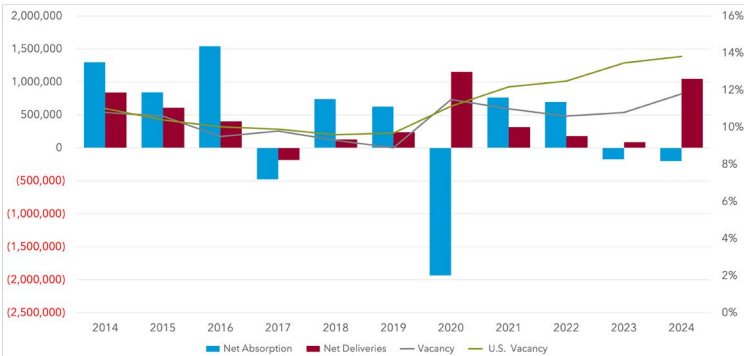
### OFFICE MARKET OVERVIEW

JEFF ABRAMSON, *Principal*

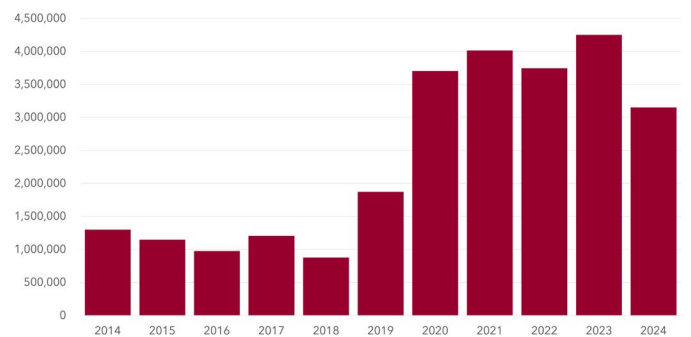
The North San Diego County office market exhibited stability throughout Q4, with minimal fluctuations in key metrics. Vacancy rates decreased slightly from 11.70% in Q3 to 11.50% in Q4, reflecting a relatively steady demand for office space. After a notable increase in sales price per square foot during Q3, prices stabilized at \$273. The largest lease transaction of the quarter occurred in Vista, where a 26,080 square foot space at 1225 Park Center Dr. was leased. This suggests that while the overall market remains steady, there are localized areas of continued activity, particularly in larger lease transactions.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	29,438	11,484	(54,748)	(124,937)	89,614
▼ Vacancy Rate	11.5%	11.7%	11.8%	11.4%	10.6%
▲ Avg NNN Asking Rent PSF					
▼ Sale Price PSF	\$273	\$383	\$209	\$191	\$220
◀▶ Cap Rate	6.5%	6.5%	10.3%		5.6%
◀▶ Under Construction	-	-	-	875	875
◀▶ Inventory	15,576,168	15,576,168	15,576,168	15,575,293	15,575,293

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
839 E. Grand Avenue Escondido, CA	11,400 SF	\$6,150,000	NC Oral & Facial Surgery Center Ian McDonald	Class B
2755 Jefferson Street Carlsbad, CA	10,150 SF	\$4,400,000 \$433.50 PSF	Rincon Homes Fleischer & Ravreby	Class B
2764 Gateway Road Carlsbad, CA	7,920 SF	\$2,000,000 \$252.53 PSF	Lawgistics, Inc. Fenghai International, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1225 Park Center Drive Vista, CA	26,080 SF	BGO	All in One Good Faith	Services
300 Rancheros Drive San Marcos, CA	9,366 SF	Brookwood Financial Partners	Undisclosed	Undisclosed
3220 Executive Ridge Vista, CA	7,008 SF	Galardo Family Trust	Undisclosed	Undisclosed



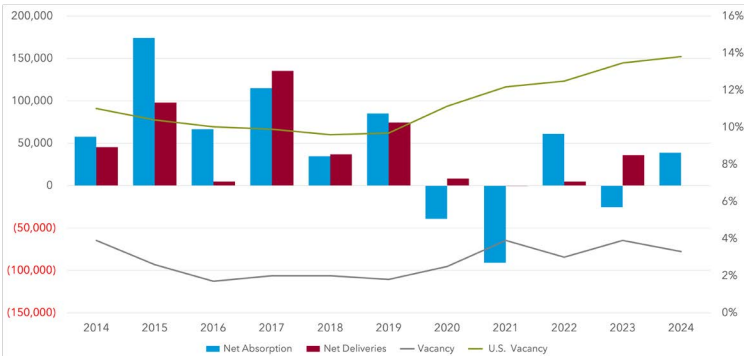
### OFFICE MARKET OVERVIEW

TAYLOR CASTANON, *Vice President*

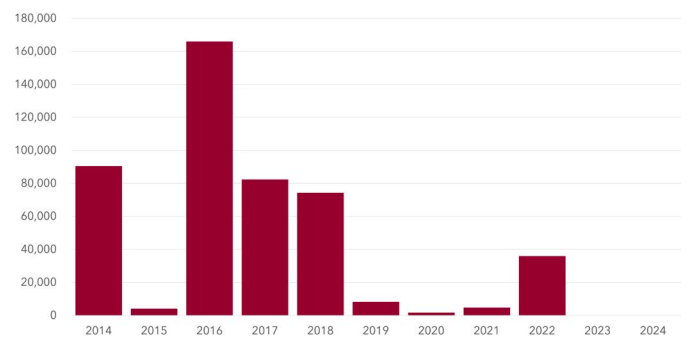
The San Luis Obispo office market has a vacancy rate of 3.3% as of the first quarter of 2025. Over the past year, the market's vacancy rate has changed by -0.5%, a result of no net delivered space and 36K SF of net absorption. Rents have increased by 2.9% at an average rate of \$29.27 PSF. As of the first quarter of 2025, there is no office space under construction in San Luis Obispo. The San Luis Obispo office market contains roughly 6.8MSF. Rent growth and vacancy are anticipated to remain flat through 2025. 110K SF of office traded in all of 2024, across 24 sales, averaging \$229 PSF. Market cap rates are estimated at 9.3%.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	38,901	31,047	15,960	(2,085)	(25,459)
▼ Vacancy Rate	3.30%	3.66%	3.6%	3.8%	3.9%
▲ Avg NNN Asking Rent PSF	\$29.27	\$29.00	\$28.65	\$28.62	\$28.44
▼ Sale Price PSF	\$229	\$241	\$242	\$242	\$246
▲ Cap Rate	9.30%	8.66%	8.67%	8.65%	8.54%
◀ ▶ Under Construction	-	-	-	-	-
▲ Inventory	6,754,297	6,706,084	6,696,493	6,696,493	6,696,493

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1551 Bishop Street San Luis Obispo, CA	9,556 SF	\$1,250,000 \$130.81 PSF	Eugene A. Brughelli Edard Attala	Class B
1154 E. Grand Avenue Arroyo Grande, CA	4,443 SF	\$2,300,000 \$517.67 PSF	Eugene A. Brughelli RSPaul Company, Inc.	Class B
862 Meinecke Avenue San Luis Obispo, CA	2,699 SF	\$1,150,000 \$426.08 PSF	Skin and Cancer Institute Gregg-Pfeiffer Family Trust	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5905 Capistrano Avenue Atascadero, CA	3,200 SF	Lori Filipponi	Undisclosed	Undisclosed
1551 Bishop Street San Luis Obispo, CA	3,065 SF	Byrne Real Estate Investments LLC	Undisclosed	Undisclosed
641 Higuera Street San Luis Obispo, CA	2,618 SF	Billie and Chris Lange	Undisclosed	Undisclosed



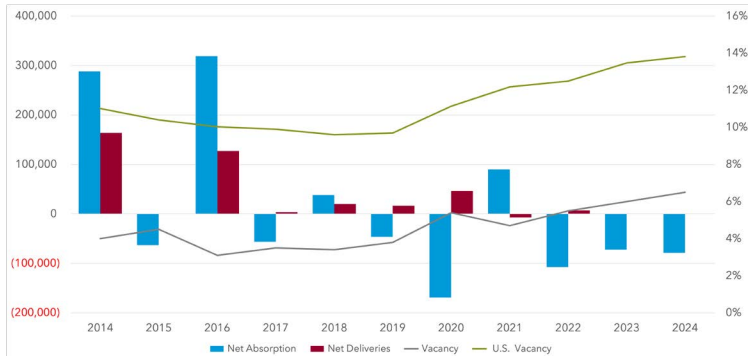
### OFFICE MARKET OVERVIEW

STEPHEN LEIDER, *Broker Associate*

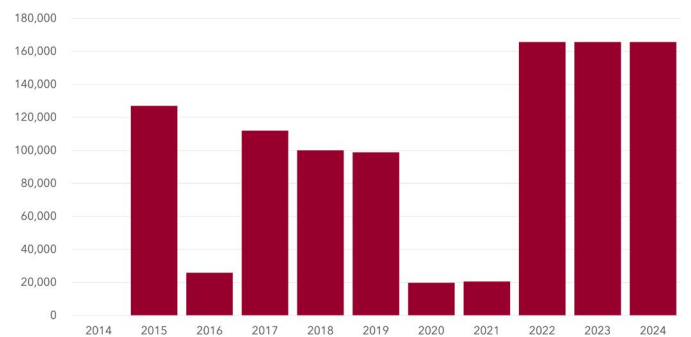
Santa Barbara hosts a cluster of tech, aerospace, healthcare, and defense-related employment, though demand has weakened as companies downsize. Redevelopment projects, like the former Nordstrom on State Street being converted into office space as part of Paseo Nuevo (165KSF), add supply pressure. With no deliveries in 2024 and -50KSF net absorption, the vacancy rate sits at 6.3% and is expected to rise in 2025. Sales volume has remained below \$20M per quarter since 2022, with \$43M transacted across 38 sales in the past 12 months. Average pricing is \$349/SF with a typical size of 4,500 SF and a 4.9% cap rate, aligning with the preferred range for most investors

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(78,596)	(128,903)	(77,405)	(65,596)	(72,107)
▼ Vacancy Rate	6.50%	6.86%	6.3%	6.6%	6.0%
▼ Avg NNN Asking Rent PSF	\$32.73	\$32.93	\$32.69	32.64	\$32.52
▼ Sale Price PSF	\$304	\$326	\$326	\$326	\$328
▲ Cap Rate	8.09%	7.48%	7.49%	7.47%	7.41%
◀ ▶ Under Construction	165,641	165,641	166,000	166,000	166,000
▲ Inventory	13,990,374	13,888,544	13,802,603	13,802,603	13,802,603

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
411 E. Canon Perdido Street Santa Barbara, CA	17,265 SF	\$6,700,000 \$388.07 PSF	Jason Jaeger Brian E. Held	Class B
6381-6385 Rose Lane Carpenteria, CA	8,600 SF	\$2,487,000 \$289.19 PSF	David G. Tibma Trust Rincon Real Estate LLC	Class B
21-23 W. Anapamu Street Santa Barbara, CA	7,193 SF	\$1,935,000 \$269.01 PSF	Mark B. Karpeles Nicole R. Ashamalla	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
111 W. Micheltorena Street Santa Barbara, CA	6,147 SF	Laabs Investments LLC	Undisclosed	Undisclosed



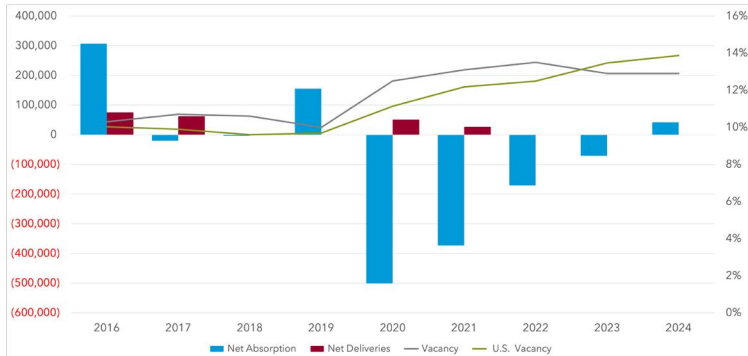
### OFFICE MARKET OVERVIEW

MICHAEL GUDMUNDSON, *Operations Manager*

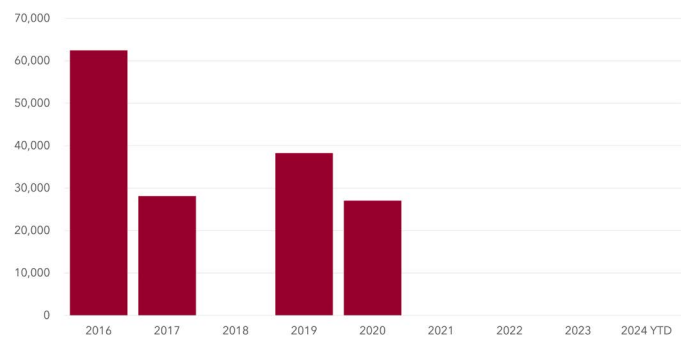
The Ventura office real estate market showed modest improvement in Q4 2024. Net absorption for the past 12 months reached 42,286 square feet, reversing the negative absorption trends from earlier in the year. Vacancy rates held steady at 12.9%, in line with Q4 2023. The average asking rate decreased slightly to \$2.27 per square foot, down from \$2.35 in Q3, indicating a small softening in rental prices. With no new office space under construction, vacancy rates are expected to stabilize. Overall, the Ventura office market remains stable, showing signs of renewed demand as vacancy levels level out and investor interest increases.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	42,286	(50,436)	(84,126)	(81,095)	(70,878)
▼ Vacancy Rate	12.9%	13.1%	13.3%	13.2%	12.9%
▼ Avg NNN Asking Rent PSF	\$2.27	\$2.35	\$2.45	\$2.44	\$2.42
▲ Sale Price PSF	\$330	\$143	\$270	\$410	\$147
◀▶ Cap Rate	8.92%	8.92%	8.70%	8.59%	8.51%
◀▶ Under Construction	-	-	-	-	-
▲ Inventory	23,976,284	23,924,532	23,924,532	23,924,532	23,924,532

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
159 Parrot Lane, Bldg. 6 Simi Valley, CA	8,021 SF	\$2,750,000 \$330.38 PSF	Sunset Family Realty LLC Lead Masters, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5716 Corsa Avenue Westlake Village, CA	7,050 SF	Private Owner	KVRA Tech	Information
5155 Clareton Drive Agoura Hills, CA	5,500 SF	Anjac Fashion Buildings	Undisclosed	Undisclosed
3011 Townsgate Road Westlake Village, CA	4,000 SF	AMSTAR	Undisclosed	Undisclosed





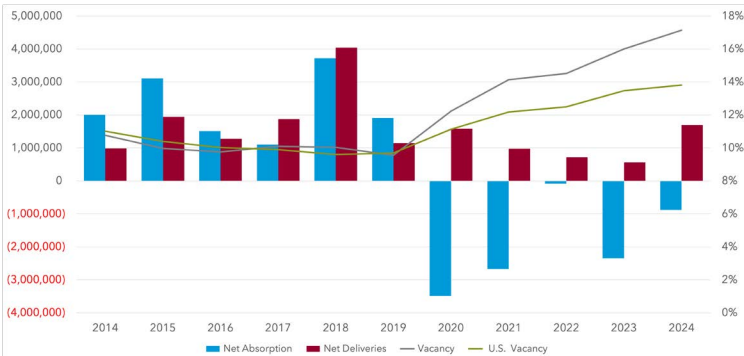
### OFFICE MARKET OVERVIEW

JR BITZER, *Principal*

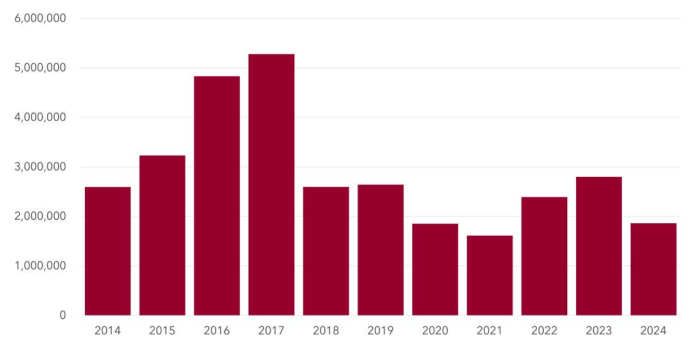
Metro Denver's office market continues to navigate the turbulent effects of a post Covid workforce, and the growing pains look to continue for the foreseeable future. Flight-to-quality remains supreme, especially for new construction. Tenants want an experiential workplace that fosters productivity and collaboration. Two key elements that have driven most back to the office. Denver's vast and aging 80's office stock that is not well located, continues to struggle with both vacancy and foreclosures. The most interesting story of 2024 was the emergence of local private capital snapping up suburban office buildings at major discounts. Expect more of the same as we enter 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(879,714)	(914,244)	1,435,996	(1,562,013)	(2,365,611)
◀▶ Vacancy Rate	17.1%	17.1%	17.1%	16.40%	16.10%
▲ Avg NNN Asking Rent PSF	\$29.96	\$29.58	\$29.37	\$29.49	\$29.41
▼ Sale Price PSF	\$207	\$211	\$211	\$214	\$220
▲ Cap Rate	9.1%	8.8%	8.8%	8.7%	8.6%
▼ Under Construction	1,863,824	1,961,723	2,559,574	3,784,511	3,980,516
▲ Inventory	189,036,754	187,742,817	186,324,434	185,515,050	185,260,045

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
700 W. Mineral Avenue Littleton, CO	680,079 SF	Undisclosed	Republic Investment Group US West Communications	Class C
8900 Liberty Circle Englewood, CO	316,500 SF	\$15,000,000 \$47.39 PSF	Mobile TV Group Liberty Broadband	Class A
9197 S. Peoria Street Englewood, CO	271,678 SF	\$45,500,000 \$167.48 PSF	Common Spirit Health TTEC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1400 16th Street Denver, CO	85,000 SF	Lincoln Advisors	ibotta	Computer Related Services
1630 Welton Street Denver, CO	62,095 SF	William Bennett	Strive	Real Estate Services
5670 Greenwood Plaza Boulevard Greenwood Village, CO	40,459 SF	Voya Investment Management	Stryker	Computer Related Services



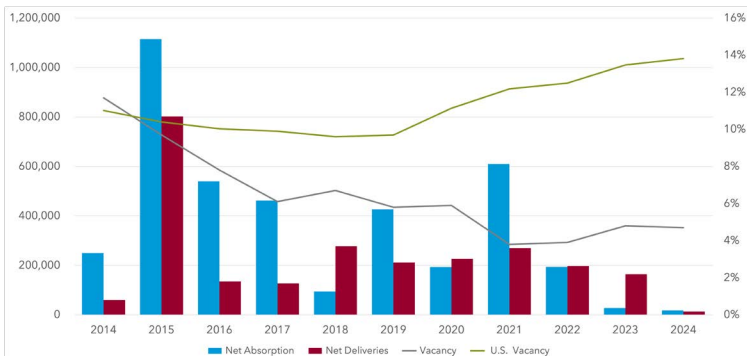
### OFFICE MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

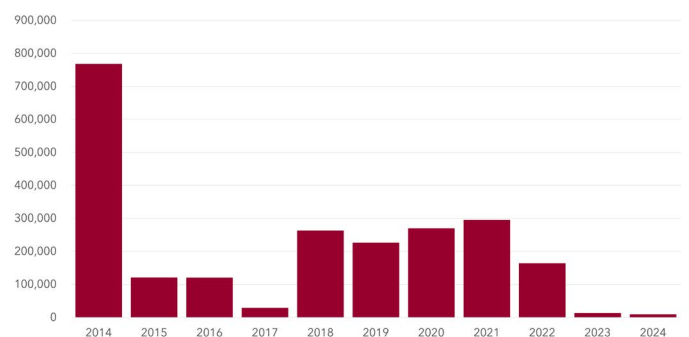
Asking rents averaged \$21.50 psf NNN making it a record high rental rate for the market. Leasing activity declined -11% YOY. Although there were some signs of improvement in YOY absorption, YTD net absorption is the lowest it has ever been in a decade. Vacancy remained relatively flat YOY, closing 2024 at 4.7%, registering a +10 basis point increase. This trend coincided with office-using employment which flatlined in the Information sector with no YOY change and a nominal +0.9% increase in the Professional and Business Services sector. The Financial Activities sector lost 400 jobs for a -4.4% YOY decrease in employment.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ Qtrly Net Absorption SF	2,166	150,208	(34,990)	(99,196)	(178,075)
◀▶ Vacancy Rate	4.7%	4.7%	5.3%	5.1%	4.8%
▲ Avg NNN Asking Rent PSF	\$21.50	\$19.38	\$19.00	\$18.70	\$18.04
▼ Sale Price PSF	\$137.73	\$198.47	\$202.65	\$158.65	\$197.31
▼ Cap Rate	5.9%	6.9%	6.5%	-	8.9%
◀▶ Under Construction	9,500	9,500	22,700	20,200	13,200
◀▶ Inventory	22,109,343	22,109,343	22,096,143	22,096,143	22,096,143

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
12600 Gateway Boulevard Fort Myers, FL	63,260 SF	\$8,750,000 \$138.00 PSF	The Garrett Companies GLP Development Company	Class B
1612 Cape Coral Parkway East Cape Coral, FL	37,642 SF	\$5,000,000 \$133.00 PSF	Cape Gateway LLC The Torstonbo Trust	Class C
8891 Brighton Lane Bonita Springs, FL	5,689 SF	\$12,500,000 \$220.00 PSF	Blue Print Asset Management Bonita Executive Center, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
12550 Professional Park Drive Fort Myers, FL	15,152 SF	Tamiami Investments 2 LLC	Mobius Institute	Educational Services
5216 Summerlin Commons Blvd. Fort Myers, FL	12,781 SF	Summerlin Partners LLC	The Sterling Center	Family/Mental Health Services
12800 University Drive Fort Myers, FL	5,934 SF	Uccello University LLC	GrayRobinson	Law Firm



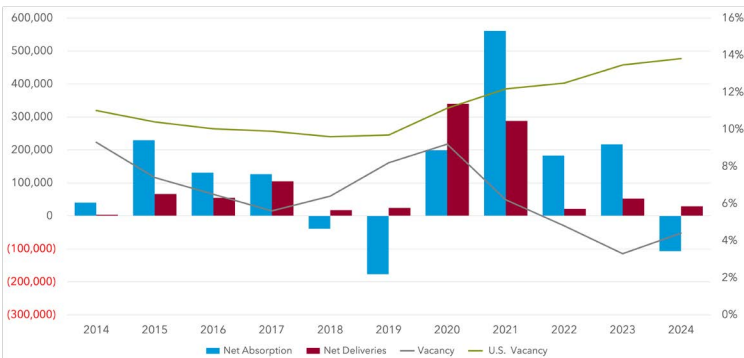
### OFFICE MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

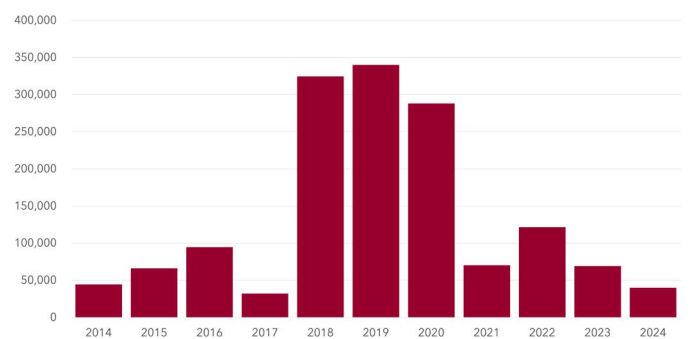
Overall, market fundamentals softened, and demand cooled with both net absorption and leasing activity down. Annual net absorption was the lowest it has been since 2019. Office-using employment declined in both Information (-7.1%) and Financial Activities (-0.9%) sectors. There was no YOY change in employment in the Professional and Business Services sector. Despite the impact on the labor market and leasing environment, the average asking rent increased 5.7% YOY to \$27.19 psf NNN in fourth quarter 2024. This marked a record high rental rate for the Naples office market. Vacancy increased 110 basis points to 4.4% at the end of the year. New construction slowed with a total of 29,125 square feet delivered in 2024.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ Qtrly Net Absorption SF	(71,726)	48,138	16,544	(99,658)	65,161
▲ Vacancy Rate	4.4%	3.9%	4.4%	4.6%	3.3%
▲ Avg NNN Asking Rent PSF	\$27.19	\$26.14	\$25.99	\$26.63	\$25.72
▼ Sale Price PSF	\$277	\$339	\$320	\$276	\$415
▼ Cap Rate	-	6.70%	5.30%	5.50%	7.00%
◀ ▶ Under Construction	40,000	40,000	40,000	40,000	69,125
◀ ▶ Inventory	10,595,098	10,595,098	10,595,098	10,595,098	10,565,973

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3447 Pine Ridge Road Naples, FL	3,788 SF	\$937,093 \$247.00 PSF	Cambridge Square LLC Parrimoor Development LLC	Class C
2950 Immokalee Road Naples, FL	844 SF	\$270,000 \$320.00 PSF	2950 Immokalee LLC ZEH Holdings LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
999 Vanderbilt Beach Road Naples, FL	6,372 SF	Olympus Ventures LLC	Undisclosed by Broker	N/A
5100 Tamiami Trail N Naples, FL	4,148 SF	Tamiami Newgate LLC	Owen-Ames-Kimball Co.	Commercial Contractor
3431 Pine Ridge Road Naples, FL	4,136 SF	Kab Real Property Holdings, LLC	Yarnell & Peterson, P.A.	Law Firm



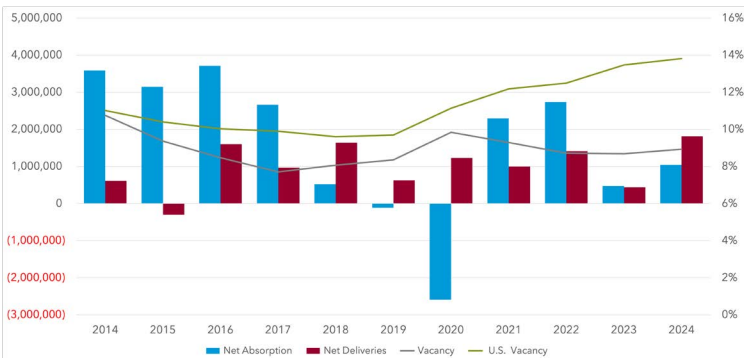
### OFFICE MARKET OVERVIEW

BERT CHECA, *Principal*

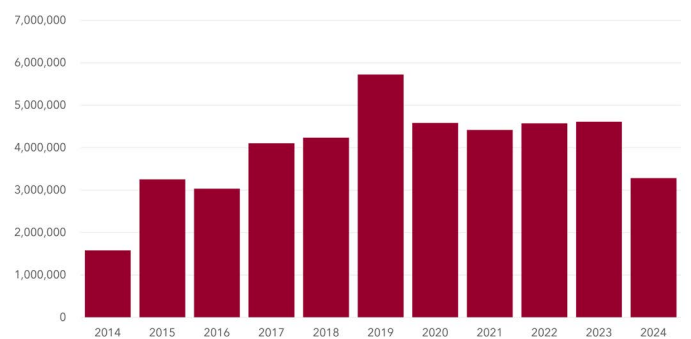
With the elections in the rear view, 4th quarter 2024 gave us a glimpse of what the start to 2025 could look like. A strong demand for 2nd generation Class A space as tenants continue to right size from older class B spaces into smaller class A spaces. New to market tenants continue to absorb most of the new supply of first-generation class A office space. Vacancy held steady throughout 2024 hovering from 8% to 8.4%. The news of rate decreases in the upcoming FED meetings sparks an increase in sales activity. Average rental rates and sales prices continue a steady upward trajectory through 2024 and into 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	1,040,761	1,047,792	465,507	105,558	475,403
▲ Vacancy Rate	8.4%	8.3%	8.2%	8.2%	8.1%
▲ Avg NNN Asking Rent PSF	\$38.02	\$37.55	\$37.46	\$36.89	\$36.50
▲ Sale Price PSF	\$262	\$178	\$228	\$260	\$364
▲ Cap Rate	7.37%	6.90%	5.60%	5.43%	5.99%
▼ Under Construction	3,282,434	4,022,494	4,752,583	4,911,452	4,612,798
▲ Inventory	254,704,466	253,931,834	253,271,010	253,031,740	252,891,616

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
701 Brickell Avenue Miami, FL	685,279 SF	\$443,000,000 \$646.45 PSF	Morning Calm Management Nuveen	Class A
1905 Clint Moore Road Boca Raton, FL	105,035 SF	\$36,789,500 \$350.26 PSF	AW Real Estate Management LLC Healthcare Realty Trust, Inc.	Class B
2101 NW Corporate Boulevard Boca Raton, FL	93,840 SF	\$20,000,000 \$213.13 PSF	Larsen MacColl Delta Construction Partners, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8400 NW 36th Street Miami, FL	50,647 SF	MG3 Group	Global Travel Retail Holdings	Retailer
429 Lenox Avenue Miami Beach, FL	43,502 SF	Azora Exan LLC	Regus	Real Estate
4225 Ponce de Leon Boulevard Coral Gables, FL	33,180 SF	Constellation Group	UBS Group	Investment Services





### OFFICE MARKET OVERVIEW

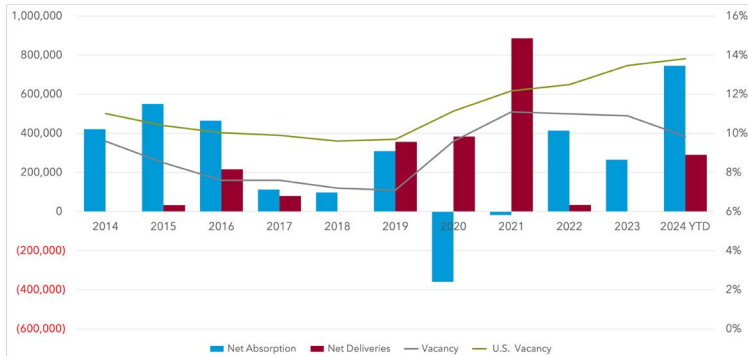
JULIA SILVA, SIOR, *President*

Tampa's office market ended 2024 with improving fundamentals, highlighted by a significant annual net absorption of 746,056 square feet, nearly tripling Q1 levels. The vacancy rate decreased to 9.85% in Q4, from 11.40% in Q3, as tenant demand gained traction. The average asking rent increased quarter-over-quarter to \$36.81 per square foot. Sale prices softened minimally, ending the year at \$218 per square foot. Construction activity remained steady with 428,929 square feet under development. Tampa's economy remains resilient, bolstered by strong population growth and a diverse business base, which continue to attract companies to the region.

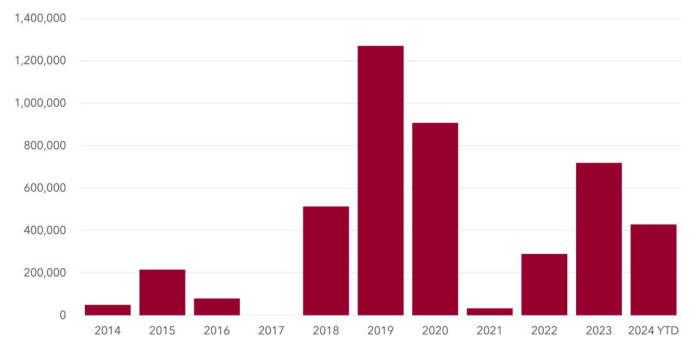
MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	746,056	355,367	493,414	228,502	265,709
▼ Vacancy Rate	9.85%	11.40%	10.40%	8.90%	10.90%
▲ Avg Asking Rate PSF	\$36.81	\$35.59	\$36.27	\$35.53	\$35.63
▼ Sale Price PSF	\$218	\$220	\$226	\$231	\$232
▲ Cap Rate	8.36%	8.33%	8.26%	8.13%	8.02%
◀ ▶ Under Construction SF	428,929	428,929	428,929	718,929	718,929
▲ Inventory SF	33,411,462	32,469,551	32,477,299	31,501,043	31,442,852

\*Inventory represents Downtown Tampa, South Tampa, and Westshore submarkets

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5002 W. Nassau Street Tampa, FL	5,321 SF	\$1,200,000 \$225.52 PSF	Undisclosed McCallum Group Enterprises LLC	Class C
608 W. Horatio Street Tampa, FL	2,700 SF	\$1,350,000 \$498.15 PSF	608 W Horatio St LLC Townsend & Brannon	Class C
108 N. Armenia Avenue* Tampa, FL	2,242 SF	\$745,756 \$332.63 PSF	Philly Partners LLC 108 N Armenia LLC	Class C

\*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
101 E. Kennedy Boulevard Tampa, FL	79,570 SF	Oaktree	Hill Ward Henderson	Professional, Scientific, and Technical Services
615 Channelside Drive Tampa, FL	30,521 SF	Stategic Property Partners	Velera Solutions	Professional, Scientific, and Technical Services
5524 W. Cypress Street Tampa, FL	27,459 SF	Undisclosed	General Services Administration	Services



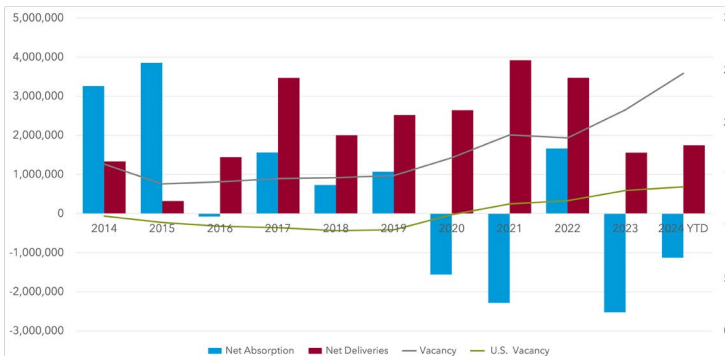
### OFFICE MARKET OVERVIEW

KATE HUNT, *Senior Research Analyst*

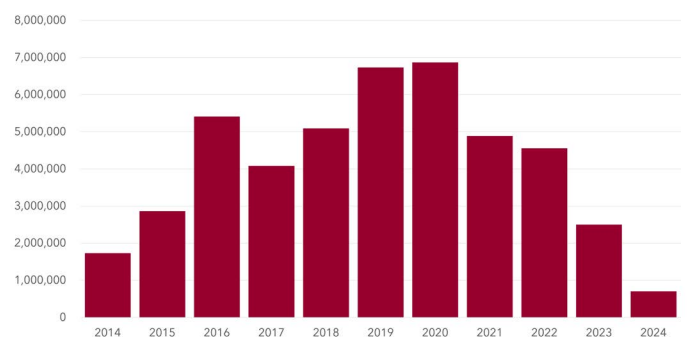
Atlanta's office market is showing resilience, ending the year with positive absorption after six consecutive quarters of negative net absorption. Leasing activity surged to 2.2 million square feet in Q4, the highest since early 2022, signaling renewed tenant interest and confidence. Asking rents remained stable at \$29.78 per square foot annually, indicating a slight rise over Q3. Perhaps the most newsworthy statistic from Q4 was the stagnant vacancy rate, which remained at 24.7%, the first time in two years that vacancy didn't increase quarter-over-quarter.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(1,503,307)	(2,162,679)	(2,067,668)	(3,029,047)	(2,524,369)
◀▶ Vacancy Rate	24.7%	24.7%	24.2%	23.6%	21.2%
▲ Avg NNN Asking Rate PSF	\$29.78	\$29.57	\$29.88	\$29.90	\$30.92
▼ Sale Price PSF	\$138	\$143	\$138	\$144	\$146
▼ Cap Rate	8.50%	8.63%	8.60%	8.52%	8.46%
▼ Under Construction SF	703,251	1,554,905	2,151,326	2,034,913	2,501,859
▲ Inventory SF	191,674,574	187,875,113	188,062,785	190,498,864	220,535,837

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4151 Ashford Dunwoody Road, NE Atlanta, GA	296,264 SF	\$22,500,000 \$75.95 PSF	PruittHealth CP Group	Class A
1420 Peachtree Street NE Atlanta, GA	160,145 SF	\$34,000,000 \$212.31 PSF	Barnouin Group Franklin Street Properties Corp.	Class A
2055 Sugarloaf Circle Duluth, GA	157,686 SF	\$24,000,000 \$152.20 PSF	Eastern Glass and Aluminum, Inc. Crossgate Partners LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2002 Summit Boulevard Atlanta, GA	178,666 SF	Spear Street Capital	AIG	Financial Services and Insurance
3455 Peachtree Road, NE Atlanta, GA	127,688 SF	STRS Ohio CA Real Estate	Bank of America	Financial Services and Insurance
600 Peachtree Street, NE Atlanta, GA	94,072 SF	CP Group	Eversheds Sutherland (US)	Professional, Scientific, and Technical Services



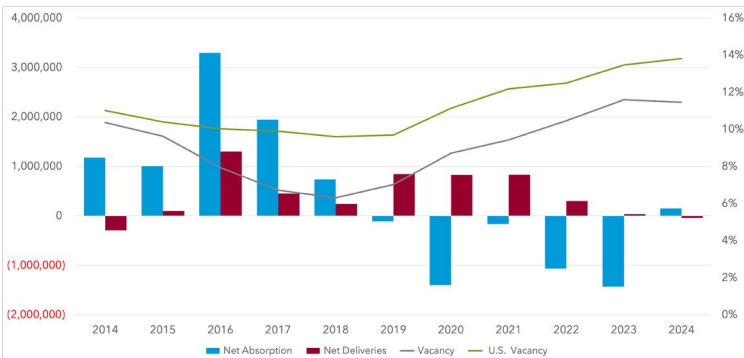
### OFFICE MARKET OVERVIEW

MAX LAPKE, *Senior Associate*

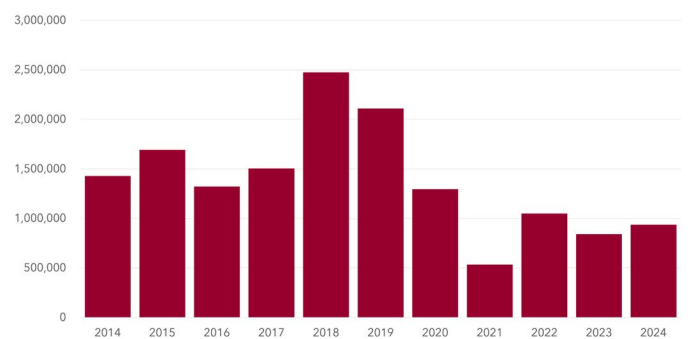
The final quarter of 2024 showed a noticeable uptick in market activity within the Kansas city office market. The 12-month net absorption finally flipped to a positive 149,799 square feet, as the vacancy rate fell to a 12-month low of 11.5%. Notable lease transactions include Stinson renewing over 120,000 square feet on a long-term basis at 1201 Walnut, and Morton Salt leasing over 50,000 square feet in the Corporate Woods Office Park. The pace of move-outs and additions to the sublease market has continued to slow through Q4, showing promising market sentiment for 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	149,799	(554,296)	(1,028,292)	(1,330,423)	(1,432,925)
▼ Vacancy Rate	11.5%	11.8%	12.1%	11.9%	11.6%
▲ Avg NNN Asking Rent PSF	\$23.18	\$23.17	\$23.11	\$23.06	\$22.99
▼ Sale Price PSF	\$115	\$116	\$119	\$121	\$124
▲ Cap Rate	10.8%	10.7%	10.4%	10.2%	10.0%
◀ ▶ Under Construction	936,554	936,554	965,104	935,954	841,864
◀ ▶ Inventory	129,297,669	129,297,669	129,257,619	129,235,373	129,338,418

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6700 W. 115th Street Overland Park, KS	239,366 SF	\$6,500,000 \$27.16 PSF	Brain Group Office Properties Income Trust	Class A
5800 Foxridge Drive Mission, KS	116,776 SF	\$2,500,000 \$21.41 PSF	Brain Group CapRocq Core REIT, Inc.	Class B
1300 Summit Street Kansas City, MO	86,739 SF	Undisclosed	Guadalupe Centers, Inc. Industrial Logistics Properties Tr.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1201 Walnut Street Kansas City, MO	120,477 SF	Square Deal Investments	Stinson	Professional, Scientific, and Technical Services
9401 Indian Creek Parkway Overland Park, KS	55,244 SF	GroupRMC	Morton Salt	Manufacturing
6601 College Boulevard Overland Park, KS	54,245 SF	Tower Properties	QTS	Professional, Scientific, and Technical Services



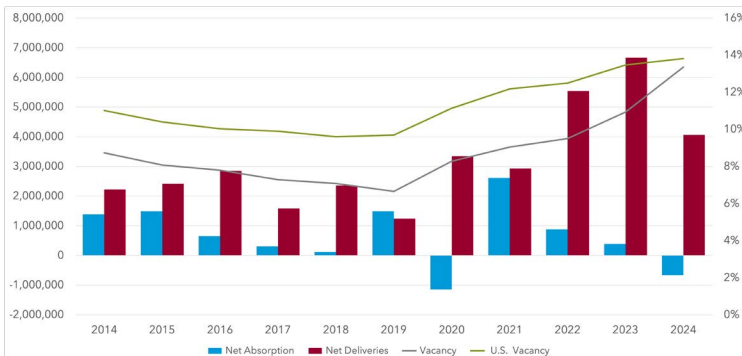
### OFFICE MARKET OVERVIEW

ERIC SOLEM. MBA, *Managing Principal, President*

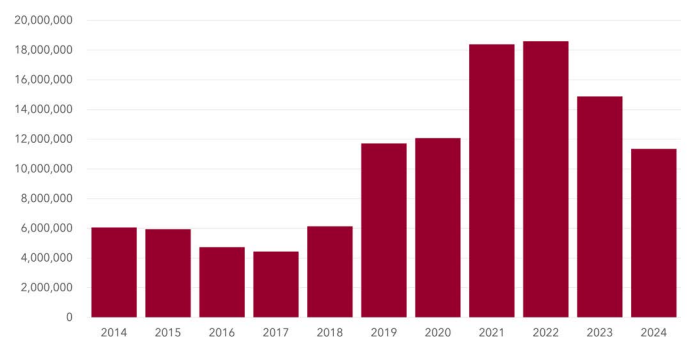
The Boston office market faces challenges with declining demand and elevated vacancy, which has reached 13.6% by late 2024. Former drivers like life sciences have stagnated, while technology, finance, and professional services show limited activity. Leasing activity remains subdued, with negative absorption of 6.6M SF in the past year and small tenants dominating transactions. Construction activity has surged, with 17M SF delivered in the last three years, including 7.6M SF in the past year alone—the highest rate in over two decades. This has further increased availability. Sublease inventory accounts for 18.6% of available space, creating additional pressures. Boston’s long-term prospects remain positive, tied to its educated workforce and life sciences hub.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(5,763,075)	(4,711,643)	(4,487,138)	(1,691,599)	594,467
▲ Vacancy Rate	13.6%	12.8%	12.6%	11.6%	10.9%
▲ Avg NNN Asking Rent PSF	\$42.57	\$42.54	\$42.51	\$42.44	\$42.69
▼ Sale Price PSF	\$346.11	\$348.18	\$358.93	\$375.28	\$400.93
▼ Cap Rate	6.8%	7.0%	8.4%	7.2%	8.7%
▼ Under Construction	11,345,559	12,973,822	13,619,986	14,171,101	14,877,641
▲ Inventory	386,600,601	385,003,708	384,355,010	383,197,140	382,538,224

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
200 Inner Belt Road Somerville, MA	200,000 SF	\$39,765,000 \$198.83 PSF	Massachusetts Bay Trans Authority North River Company	Class A
263 Summer Street Boston, MA	65,454 SF	\$17,000,000 \$259.72 PSF	Boston Pinnacle Properties LLC TIAA	Class B
149-155 Newbury Street Boston, MA	45,495 SF	\$101,000,000 \$2,220.02 PSF	Azora Exan LLC L3 Capital LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
404 Wyman Street Waltham, MA	101,000 SF	Hobbs Brook Real Estate LLC	ZoomInfo	Professional, Scientific, and Technical Services
650 Atlantic Street Boston, MA	43,724 SF	Hines	Jones Day	Administrative and Support Services
53 State Street Boston, MA	26,962 SF	Ipsen Science, Inc.	Simply Business	Insurance





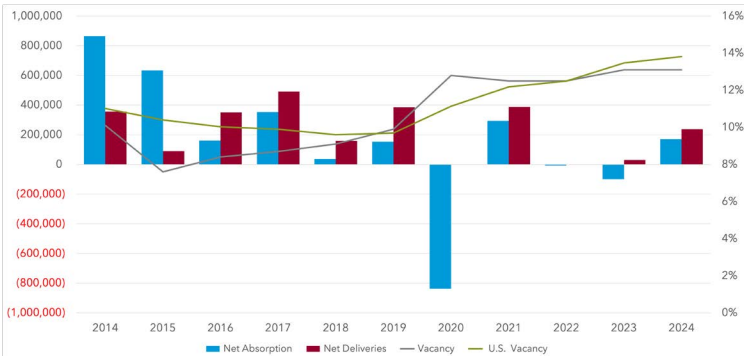
### OFFICE MARKET OVERVIEW

BILL HARRISON, *Senior Vice President*

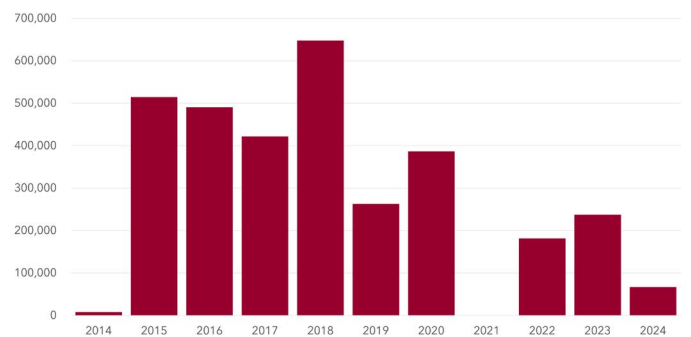
As we head into the new year it is time to examine some of the details of Q4. Direct net absorption for Q4 was positive 84,779 SF with the vacancy rate decreasing to 13.1% versus the 13.5% level seen in Q3 2024. The notable office leases completed in the quarter were 6708 Alexander Bell Dr, 7000 Columbia Gateway Drive, and 7160 Columbia Gateway Dr. It is worth noting that two of these top leases were renewals. Asking rates increase slightly to \$23.83 from \$23.69 in Q3. Medical and Government related tenants continue to be strong tenants in the market compared to generic office users.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	84,779	(4,682)	169,217	(78,637)	(18,562)
▼ Vacancy Rate	13.10%	13.50%	13.20%	13.50%	13.10%
▲ Avg NNN Asking Rent PSF	\$23.83	\$23.69	\$23.99	\$25.17	\$25.21
▼ Sale Price PSF	\$132.00	\$237.00	\$141.28	\$162.70	\$129.00
◀▶ Cap Rate	-	-	-	-	-
◀▶ Under Construction	67,000	67,000	153,000	227,586	237,586
◀▶ Inventory	23,399,325	23,399,325	23,313,325	23,199,785	23,189,785

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8920 Stephens Road Laurel, MD	30,358 SF	\$4,617,900 \$152.11 PSF	Government Contractor Knott Realty Group	Class B
3230 Bethany Lane Ellicott City, MD	9,000 SF	\$600,000 \$66.67 PSF	32thirty Bethany LLC Barbara Costello	Class C
10440 Shaker Drive, Suite 106 Columbia, MD	4,000 SF	\$400,000 \$200.00 PSF	Massage Therapy BAJA Properties LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6708 Alexander Bell Drive Columbia, MD	28,963 SF	COPT	Mettler-Toledo	Manufacturing
7000 Columbia Gateway Drive Columbia, MD	17,728 SF	COPT	Undisclosed	Undisclosed
7160 Columbia Gateway Drive Columbia, MD	10,220 SF	Bernstein	The Production Management Group	Management



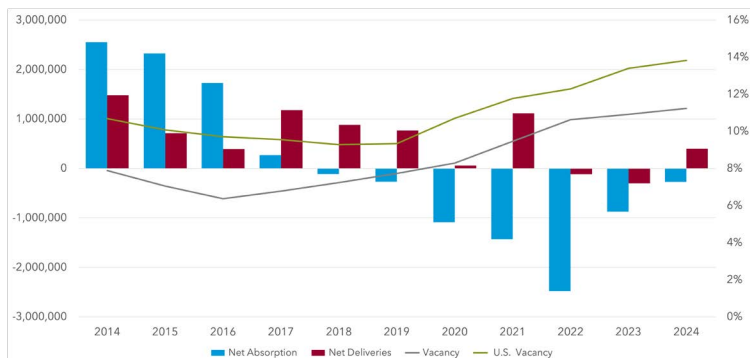
### OFFICE MARKET OVERVIEW

KONNOR CARLSON, Associate

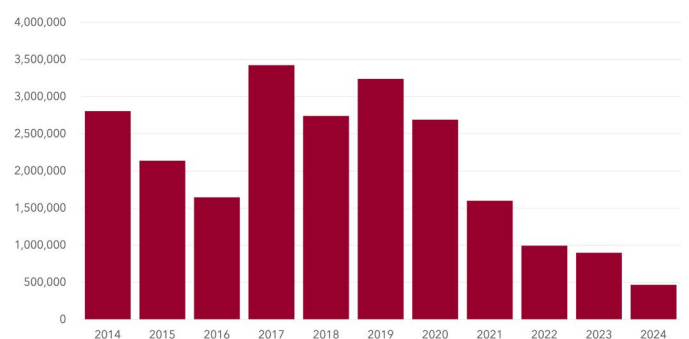
The Twin Cities office market faced continued challenges in Q4 2024 as hybrid work trends and subdued leasing demand kept vacancies high, averaging 25%-28%. Class A suburban properties outperformed downtown assets, while rental rates remained stable at \$28-\$32 per square foot (gross). Sublease availability exceeded 2.5 million square feet, pressuring landlords to offer concessions like tenant improvements and free rent. Leasing activity focused on smaller, high-quality spaces as occupiers optimized footprints. New development is limited to build-to-suit projects, while investment activity remains sluggish due to rising interest rates. Tenants continue to find favorable negotiating conditions heading into 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(269,963)	(628,711)	(541,257)	58,420	(607,493)
◀▶ Vacancy Rate	11.20%	11.60%	11.30%	10.60%	11.13%
▲ Avg NNN Asking Rate PSF	\$26.83	\$26.91	\$26.79	\$26.69	\$26.71
▲ Sale Price PSF	\$139.00	\$148.00	\$149.00	\$151	\$152.00
▲ Cap Rate	10.11%	9.60%	9.50%	9.50%	9.30%
▼ Under Construction SF	467,000	478,600	476,600	915,680	516,811
▲ Inventory SF	204,296,870	204,367,968	204,661,551	204,219,471	201,756,665

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
90 S. 7th Street Minneapolis, MN	1,462,182 SF	\$85,000,000 \$58.13 PSF	Cross Ocean Partners Starwood Capital Group	Class A
2855 Campus Drive Plymouth, MN	103,458 SF	\$39,227,961 \$379.17 PSF	Davis Real Estate HSRE-WHMOB LLC	Class B
201 General Mills Boulevard Golden Valley, MN	90,000 SF	\$19,750,000 \$219.44 PSF	Robert & Vickie Matthews 201 GM Blvd LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3500 American Boulevard, W Bloomington, MN	50,500 SF	KBS Real Estate Investment Trust III	Undisclosed	Undisclosed
10900 Wayzata Boulevard Minnetonka, MN	33,403 SF	Piedmont Office Realty Trust	Alerus	Financial
1175 Centre Pointe Boulevard Mendota Heights, MN	30,586 SF	Capital Partners	St. Croix Hospice	Hospice



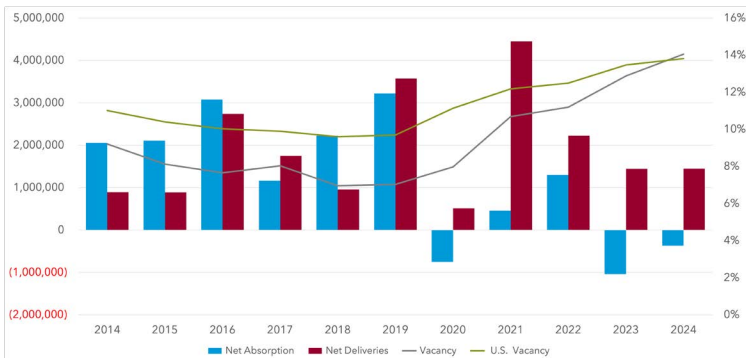
### OFFICE MARKET OVERVIEW

GREG PIERATT, *President, Principal*; MATT FRAZEE, *Principal*

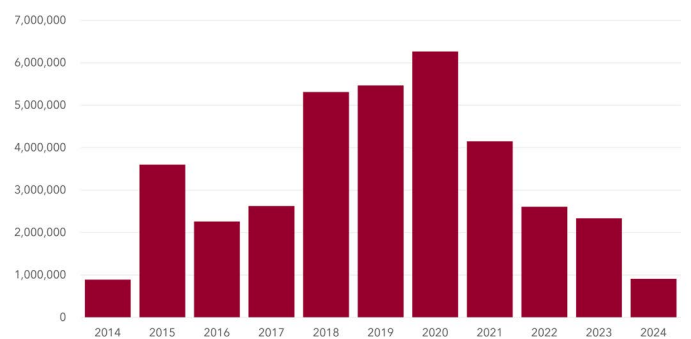
In Q4 2024, Charlotte's office market showed signs of stabilization, with leasing activity bolstered by key renewals and new deals such as a 146,000 SF lease at Ballantyne. Marketwide vacancy rates remain elevated at 14.2%, driven by legacy space in Uptown, where availability exceeds 40%. Asking rents increased modestly by 1.8% YOY, supported by demand for spec suites and South End's trophy spaces commanding \$50+/SF. However, sublease discounts deepened, reflecting lingering oversupply. Looking ahead, limited new construction and tenant preferences for amenity-rich spaces may help offset vacancy pressures.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(366,732)	(1,293,671)	(1,488,895)	(1,234,648)	(1,038,489)
▼ Vacancy Rate	14.05%	14.34%	14.13%	13.71%	12.88%
▲ Avg NNN Asking Rent PSF	\$33.65	\$33.60	\$33.39	\$33.18	\$33.04
▼ Sale Price PSF	\$240.90	\$242.70	\$243.32	\$244.72	\$247.13
▲ Cap Rate	8.24%	8.19%	8.14%	8.06%	7.95%
▼ Under Construction	908,542	1,358,968	1,830,451	2,205,147	2,338,198
▲ Inventory	139,069,493	138,563,967	138,000,804	137,780,539	137,622,986

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1415 Vantage Park Drive Charlotte, NC	334,694SF	\$169,585,292 \$506.69 PSF	Cousins Properties Spectrum Co's/Invesco Ltd.	Class A
121 W. Trade Street Charlotte, NC	334,368 SF	\$32,000,000 \$95.70 PSF	New England Investment Partners Lincoln Property Co/Lincoln Harris	Class A
1120 S. Tryon Street Charlotte, NC	286,235 SF	\$158,914,708 \$555.19 PSF	Cousins Properties Spectrum Co's/Invesco Ltd.	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
10815 David Taylor Drive Charlotte, NC	64,000 SF	Sallie S Mason	R.E Mason	Business Equipment & Supply
14819 Ballantyne Village Parkway Charlotte, NC	30,000 SF	Panorama Holdings	Snap One Holdings	Dist. Smart-Living Technology
8209 IBM Drive Charlotte, NC	28,500 SF	Partners Group AG	Imagine Print Solutions	Commercial Printing Company



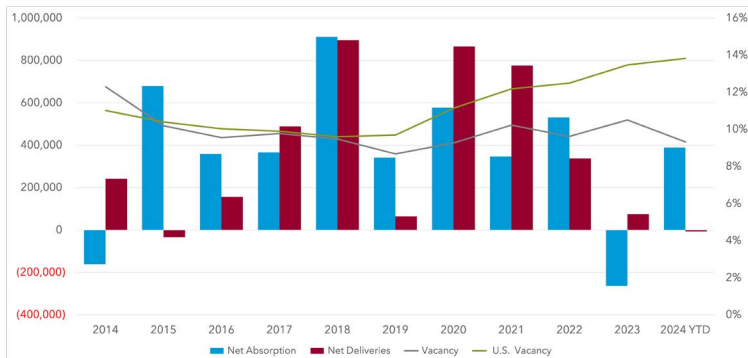
### OFFICE MARKET OVERVIEW

JAMES BAILEY, *Vice President*

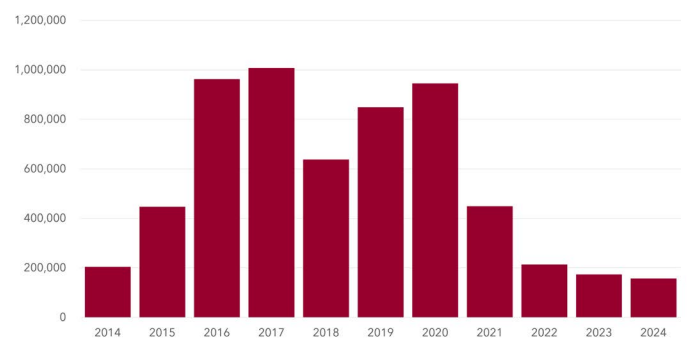
The Durham office market saw notable growth in Q4 2024, with net absorption reaching 389,472 SF, a significant rise from 256,895 SF in Q3. The vacancy rate slightly decreased to 9.32% from 9.38%, reflecting improved demand. Average NNN asking rents climbed to \$28.36 per SF, compared to \$28.06 in the previous quarter. Construction activity remained steady, with 157,537 SF underway, signaling limited new supply. Notable transactions include a 45,065 SF lease at 324 Blackwell St and the \$14 million sale of 118 Knox Way. Market fundamentals continue to show resilience amid cautious economic conditions.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	389,472	256,895	52,042	182,291	(263,604)
▼ Vacancy Rate	9.32%	9.38%	9.70%	9.90%	10.50%
▲ Avg NNN Asking Rent PSF	\$28.36	\$28.06	\$28.29	\$27.84	\$27.81
▲ Sale Price PSF	\$203	\$71	\$302	\$100	\$91
▲ Cap Rate	8.93%	8.65%	8.66%	8.64%	8.60%
◀ ▶ Under Construction	157,537	157,537	162,759	169,959	174,180
▼ Inventory	37,712,117	37,746,396	37,405,361	37,446,460	37,435,039

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
118 Knox Way Chapel Hill, NC	14,000 SF	\$6,500,000 \$464.29 PSF	Graham Adair Amaon Hobbies	Class B
311-327 Providence Road Chapel Hill, NC	11,847 SF	\$2,450,000 \$206.80 PSF	Jasbir Mahajan Virtual Benefit Solutions	Class B
1130 Weaver Dairy Road Chapel Hill, NC	8,234 SF	\$2,100,000 \$255.04 PSF	Therapy Smarts Coldwell Banker Advantage	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
324 Blackwell Street Durham, NC	45,065 SF	American Campus LLC	Undisclosed	Undisclosed
4819 Emperor Boulevard Durham, NC	22,256 SF	Principal Real Estate Investors	Undisclosed	Undisclosed
3908 Patriot Drive Durham, NC	15,117 SF	Ventas, Inc.	Avazyme	Science & Technology





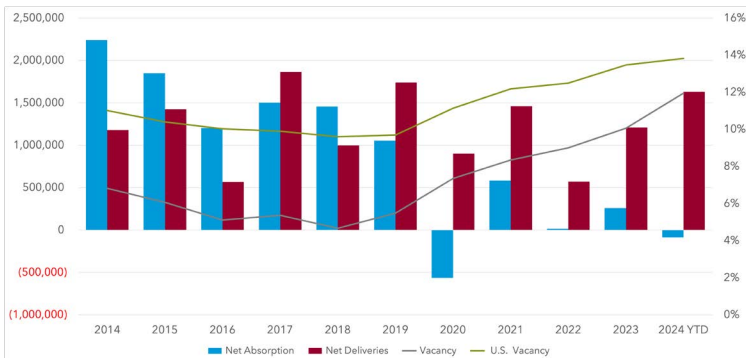
### OFFICE MARKET OVERVIEW

JAMES BAILEY, *Vice President*

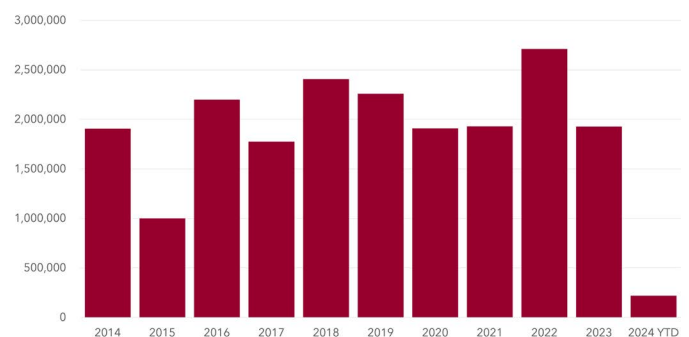
Raleigh's office market softened in Q4 2024, with net absorption declining to -87,441 SF from 245,802 SF in Q3. The vacancy rate increased to 11.96% from 11.36%, indicating a slight supply-demand imbalance. Average NNN asking rents held steady at \$30.05 per SF, reflecting stable demand for premium office space. Sales prices averaged \$201 PSF, while the cap rate rose slightly to 8.88%. Construction activity slowed, with 220,160 SF underway. Notable transactions included a 31,553 SF lease at 4000 Center at North Hills St and the \$21.4 million sale of ±170,000 SF at 4800 Falls of Neuse Rd. Office investments are beginning to open back up due in part to lower interest rates and more leasing activity.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(87,441)	245,802	833,196	862,261	259,791
▲ Vacancy Rate	11.96%	11.36%	10.90%	10.40%	10.10%
▲ Avg NNN Asking Rent PSF	\$30.05	\$30.03	\$30.08	\$29.78	\$29.70
▲ Sale Price PSF	\$201	\$162	\$164	\$231	\$317
▲ Cap Rate	8.88%	8.55%	8.53%	8.50%	8.44%
▼ Under Construction	220,160	866,142	1,033,101	1,660,667	1,927,937
▲ Inventory	80,697,876	80,043,866	79,982,058	79,183,601	78,916,331

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4800 Falls of Neuse Road Raleigh, NC	176,886 SF	\$21,350,000 \$120.70 PSF	Undisclosed Highwoods Properties	Class A
110 Corning Road* Cary, NC	122,030 SF	\$29,163,472 \$238.99 PSF	Crossroads Menlo Equities	Class B
110 Corning Road* Cary, NC	100,256 SF	\$23,492,539 \$234.33 PSF	Crossroads Menlo Equities	Class B

\*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4000 Center at North Hills St	31,553	Kane Realty Corp	Undisclosed	Undisclosed
4000 Center at North Hills St	31,312	Kane Realty Corp	Weatherby Healthcare	Administrative and Support
8045 Arco Corporate Dr	15,033	American Asset Corp	Undisclosed	Undisclosed



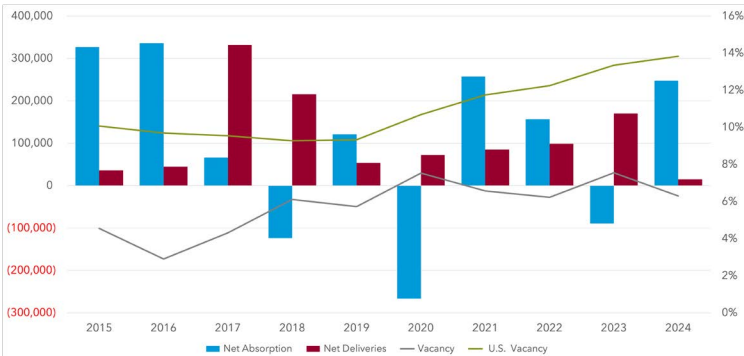
### OFFICE MARKET OVERVIEW

BENJAMIN PEARSON, *Principal*, DAKOTAH SMITH, *Associate Broker*

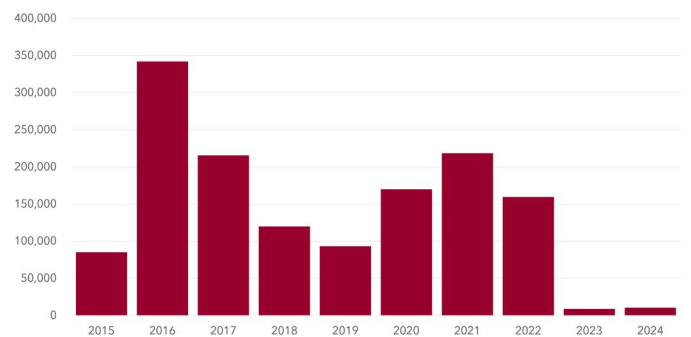
The Lincoln office market has an availability rate of 8.4%, with 1.6 million SF listed as available as of Q1 2025. The vacancy rate is 6.4%, reflecting a -1.2% change over the past year due to 15,000 SF of new deliveries and 230,000 SF of net absorption. Two of the top 3 largest lease transactions were represented by Lee & Associates, which is included within a total of 25,000 sf 1st gen office leased in Telegraph District in W4. Currently, 11,000 SF of office space is under construction, well below the 10-year annual average of 130,000 SF. This helps Market rents average \$20.00/SF across all property types, with rents increasing 1.0% year-over-year, slightly trailing the national growth of 1.2%. Lincoln's five-year average annual rent growth is 1.4%, with a 10-year average of 2.1%.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	247,785	201,767	40,610	(19,002)	89,329
▼ Vacancy Rate	6.3%	6.8%	6.9%	7.4%	7.5%
▲ Avg NNN Asking Rent PSF	\$20.20	\$20.18	\$20.11	\$20.01	\$20.06
▲ Sale Price PSF	\$116	\$112	\$115	\$115	\$118
▼ Cap Rate	10.9%	11.0%	10.8%	10.6%	10.4%
▼ Under Construction	10,503	16,503	16,503	25,266	8,763
▲ Inventory	18,866,822	18,860,822	18,860,822	18,852,059	18,852,059

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
134 S. 13th Street Lincoln, NE	64,714 SF	\$2,700,000 \$41.72 PSF	Stonebrook Exterior Triad Investments	Class A
7501 S. 27th Street Lincoln, NE	41,165 SF	\$10,500,000 \$255.077 PSF	Bryan Medical Center Bryan Enterprises	Class B
815 K Street Lincoln, NE	7,872 SF	\$1,100,000 \$139.74 PSF	City of Lincoln Jenda Family Services	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
200 S. 21st Street Lincoln, NE	13,764 SF	Speedway Properties	Benesch	Engineering
340 Victory Lane Lincoln, NE	10,636 SF	Speedway Properties	FEMA	Government
200 S. 21st Street Lincoln, NE	6,260 SF	Speedway Properties	All Makes	Furniture



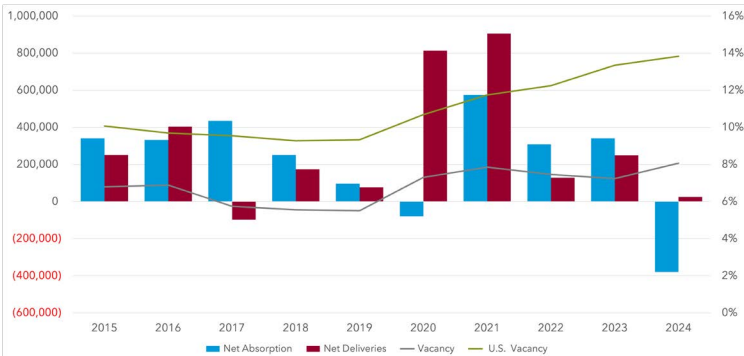
### OFFICE MARKET OVERVIEW

BENJAMIN PEARSON, *Principal*, DAKOTAH SMITH, *Associate Broker*

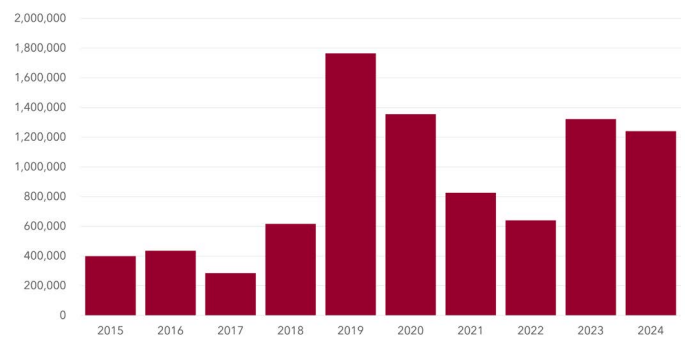
Omaha's office market faces ongoing challenges, with a 9.7% availability rate (lease and sublease) driven by a decline in office-using employment. Tenants are downsizing, favoring newer or renovated urban spaces. Sublease availability remains elevated at 530,000 SF, but below the pandemic peak of 820,000 SF. Minimal speculative development, with only 25,000 SF delivered last year, has helped keep the vacancy rate at 8.1%, well below the national average of 13.9%. Annual asking rent growth of 3.0% exceeds the U.S. average, though deals often close 5%-15% below asking rents, along with concessions. Demand for high-quality, efficient spaces continues to shape the market. The third largest office building sale in Q4 was transacted by Lee & Associates, Ben Pearson

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(379,905)	(314,756)	(66,017)	82,863	340,279
▲ Vacancy Rate	8.1%	7.6%	7.7%	7.0%	7.2%
▼ Avg NNN Asking Rent PSF	\$24.00	\$24.34	\$24.14	\$23.94	\$23.72
▼ Sale Price PSF	\$110	\$111	\$113	\$115	\$116
▲ Cap Rate	12.40%	12.30%	12.00%	11.80%	11.60%
◀ ▶ Under Construction	1,240,880	1,240,880	1,230,215	1,372,915	1,322,035
◀ ▶ Inventory	48,422,423	48,422,423	48,539,984	48,397,284	48,397,284

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9635 M Street Omaha, NE	36,616 SF	\$4,300,000 \$117.44 PSF	My City Church Pelster Construction	Class B
4141 N. 156th Street Omaha, NE	31,162 SF	\$5,250,000 \$168.47 PSF	Arkfeld Real Estate Metro Omaha Builders Association	Class B
4928-4944 S. 114th Street Omaha, NE	19,500 SF	\$1,300,000 \$66.67 PSF	JZW International Edward Stepanek	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6750 Mercy Road Omaha, NE	25,732 SF		Unison	Financial
17030 Lakeside Hills Plaza Omaha, NE	16,102 SF		Alegent Creighton Clinic	Medical
2301 N. 117th Avenue Omaha, NE	16,048 SF		Detego Health	Insurance



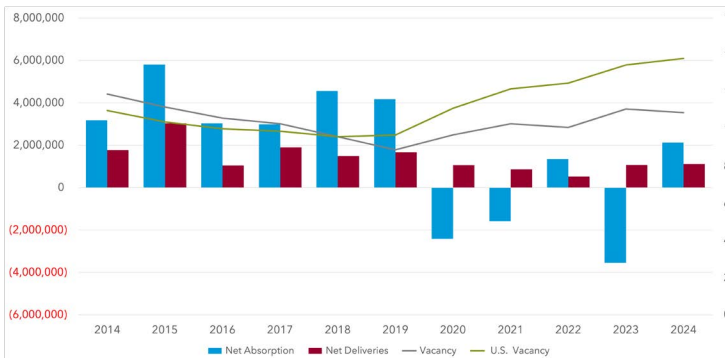
### OFFICE MARKET OVERVIEW

MICHAEL MALMSTONE, *Director of Research and Valuation*

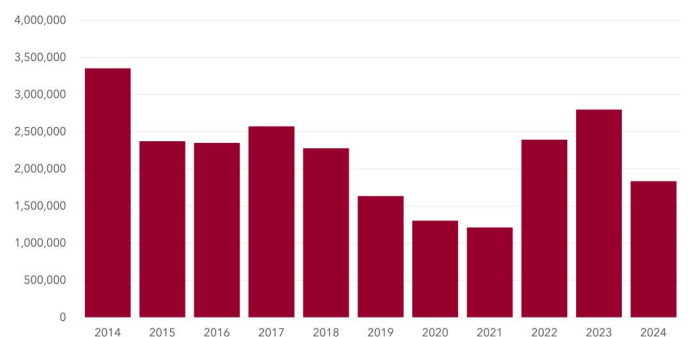
Q4 leasing activity remained moderately flat at 1.9MM SF leased, 58% of the 5-year average. Five 20k+ SF leases were inked. Lease-up time remained flat at 10 months. Rental rates gained \$0.28 PSF QoQ to \$28.51 PSF gross. 1.5MM SF of occupied space was added during Q4, marking the second 1MM+ gain since Q1 2020. As of November, NJ unemployment fell to 4.6%, down 10 bps QoQ and 20 bps YoY. Sales volume finished at \$343MM, half of the 5-year average. 28 office properties encompassing 10.2MM SF and \$607MM of active CMBS debt are currently specially serviced, while 39 properties with \$1.4B of active debt are projected to default in the next 24 months. Average pricing grew 33% to \$137 PSF while cap rates decompressed 40 bps to 8.2%. 11.3MM SF is approved, 710k SF being medical.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ Qtrly Net Absorption SF	1,493,953	1,667,945	(3,900)	(1,029,379)	(98,293)
▼ Vacancy Rate	10.9%	11.2%	11.4%	11.4%	11.1%
▲ Avg NNN Asking Rate PSF	\$28.51	\$28.23	\$28.22	\$28.01	\$28.11
▲ Sale Price PSF	\$136.96	\$103.35	\$132.71	\$94.71	\$129.16
▲ Cap Rate	8.2%	7.8%	6.5%	7.4%	8.2%
▼ Under Construction SF	1,833,705	1,944,809	2,649,700	2,757,312	2,798,728
▲ Inventory SF	423,149,750	422,998,646	422,293,755	422,140,146	422,031,735

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
15 Mountainview Road Warren, NJ	516,661 SF	\$57,350,000 \$111.00 PSF	Federal Reserve Bank of New York Next Generation Net Lease	Class A
2 Gatehall Drive Parsippany, NJ	389,288 SF	\$17,806,250 \$45.74 PSF	The Birch Group Sheffield Ridge Equities	Class A
22 Sylvan Way Parsippany, NJ	249,409 SF	\$47,950,000 \$192.25 PSF	Wyndham Hotels & Resorts Peakstone Realty Trust	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11 Nest Drive Kenilworth, NJ	280,736 SF	Onyx Equities / Machine Investment Group	CoreWeave	Data Processing Hosting, Related Svc
153 Halsey Street Newark, NJ	83,592 SF	SHIFT Capital	NJ Dept. of Children and Families	Child and Youth Services
25 Main Street Hackensack, NJ	61,582 SF	Alfred Sanzari Enterprises	Cole Schotz P.C.	Offices of Lawyers





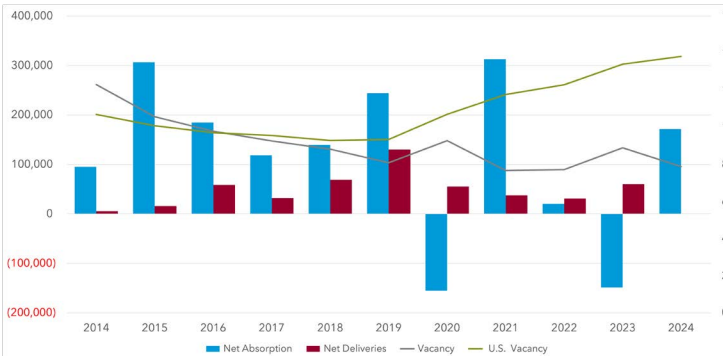
**OFFICE MARKET OVERVIEW**

LYLE CHAMBERLAIN, *President*

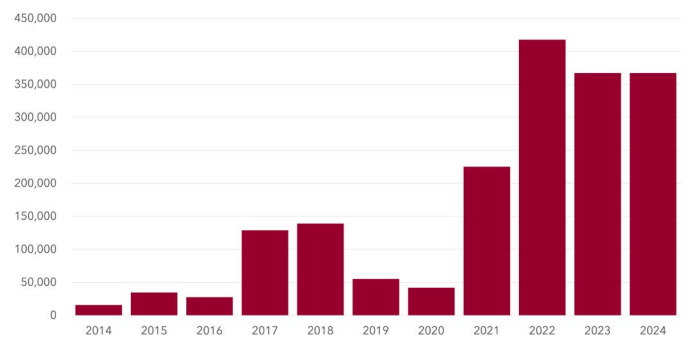
The Northern Nevada Office market remains strong in comparison to most office markets. This has been mostly due to the lack of, or moderation of, new inventory. While the population has risen substantially for the past number of years, the supply of new office space has been relatively non-existent. This has kept the effect of diminishing needs for office space to a minimum. The relative rates have remained fairly consistent, and are still positioned as a "value" compared with geographic alternatives close in California. Since this market has been stable, I expect rates to begin to rise a bit as the costs to "retain" tenants, the costs to refurbish existing spaces, and general beginnings of a "back to workplace" mentality, sets in and pushes pricing.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	171,509	70,882	114,063	28,549	(148,824)
▼ Vacancy Rate	7.9%	8.8%	8.8%	9.0%	8.9%
▲ Avg NNN Asking Rate PSF	\$24.75	\$24.74	\$24.44	\$24.24	\$23.76
▲ Sale Price PSF	\$186.68	\$185.87	\$183.94	\$184.37	\$183.51
◀▶ Cap Rate	9.5%	9.5%	9.5%	9.5%	9.4%
◀▶ Under Construction SF	367,218	367,218	347,218	347,218	347,218
◀▶ Inventory SF	17,493,214	17,493,214	17,493,214	17,493,214	17,493,214

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1285 Financial Boulevard Reno, NV	39,345 SF	\$7,400,000 \$188.08 PSF	TMWA Ivy Properties LLC	Class C
6110 Plumas Avenue Reno, NV	25,542 SF	\$2,800,000 \$109.62 PSF	Willow Tree Properties McKenzie Properties	Class B
5650 Riggins Court Reno, NV	17,477 SF	\$4,320,000 \$247.18 PSF	OMEC Medical NV Reno/Sparks Assoc. of Real Estate	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
9760 Gateway Drive Reno, NV	17,227 SF	HelioPower	Nevada State	Service
5280 S. Virginia Reno, NV	12,994 SF	McKenzie Properties	Tahoe Forest	Services
10539 Professional Circle Reno, NV	10,643 SF	Charles Matthewson	KW	Real Estate



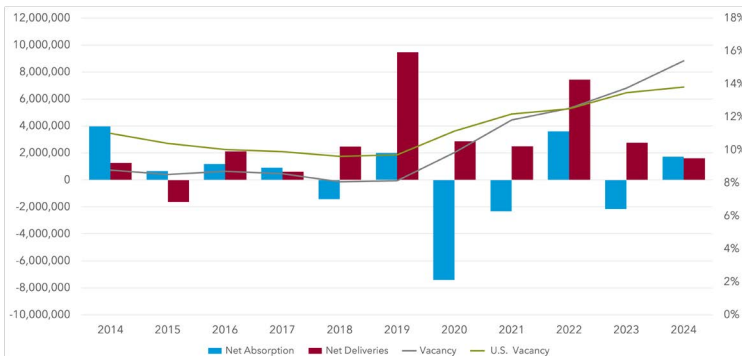
### OFFICE MARKET OVERVIEW

HEATHER SMOLINSKI, *Research Associate*

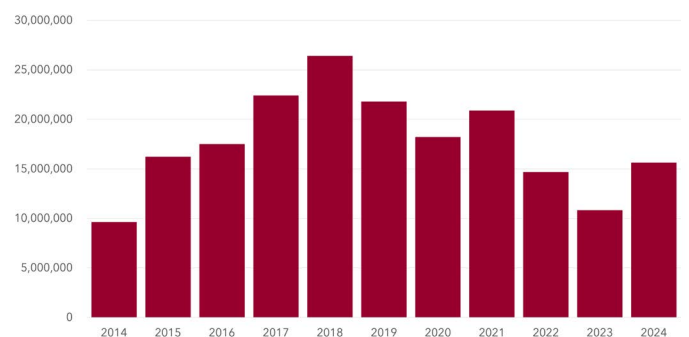
In Q4 2024, Manhattan office leasing volume reached a substantial 9.7 million SF. This continued momentum from the previous quarter brought the total leasing volume for 2024 to over 37 million SF—the highest annual figure since 2019. Leasing activity was spread across various tenant types, though most of the transactions were concentrated in Midtown, particularly in top-tier buildings close to major transit hubs. Additionally, 2024 saw the highest volume of leases exceeding 100,000 SF since 2019, a total of 44 signed. Large corporations are increasingly implementing return-to-office protocols, and New York City leads the nation in office visits, with October occupancy levels hitting 86.2% of pre-pandemic rates.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	332,837	1,898,558	1,719,856	1,457,529	2,706,071
◀▶ Vacancy Rate	4.9%	4.9%	5.0%	5.3%	5.0%
▲ Avg NNN Asking Rate PSF	\$8.50	\$8.19	\$7.81	\$7.84	\$7.86
▲ Sale Price PSF	\$43	\$32	\$43	\$70	\$45
▲ Cap Rate	8.83%	8.72%	8.66%	8.55%	8.37%
▼ Under Construction SF	289,060	291,460	126,400	176,500	285,848
▲ Inventory SF	202,930,507	202,928,107	202,927,307	202,838,807	202,729,459

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1 Vanderbilt New York, NY	1,750,200 SF	\$517,000,000 \$2,700 PSF	Mori Building Co. SL Green	Class A
5 Times Square New York, NY	1,169,964 SF	\$360,000,000 \$307.70 PSF	Apollo RXR	Class A
799 Broadway New York, NY	182,187 SF	\$255,000,000 \$1,400 PSF	Savanna Columbia Property Trust	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
919 Third Avenue New York, NY	748,956 SF	SL Green	Bloomberg	TAMI
1285 Avenue of the Americas New York, NY	535,000 SF	RXR	Ropes & Gray	Legal Services
650 Fifth Avenue New York, NY	504,000 SF	Brookfield Properties	Citadel	Financial Services



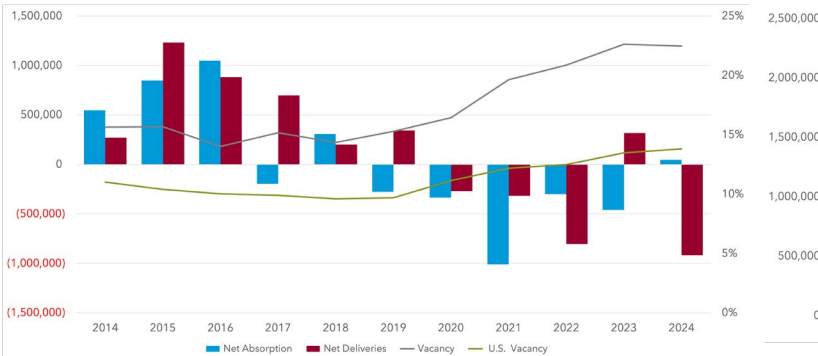
### OFFICE MARKET OVERVIEW

DAN MCDONALD, *Senior Vice President, Principal*

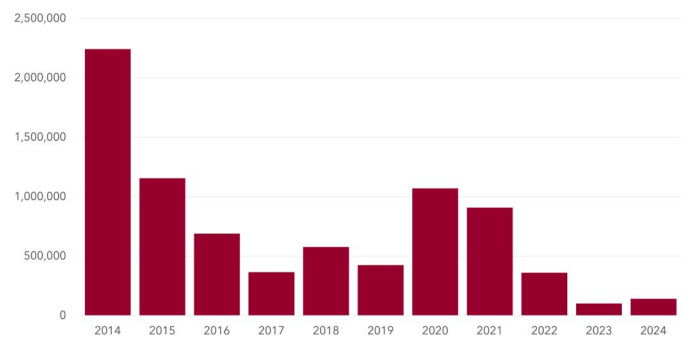
Cincinnati's office market is showing signs of recovery, with the regional vacancy rate decreasing from 17.6% in late 2023 to 15.5% by mid-2024. Gains were driven by suburban markets, with 130,000 SF of absorption, primarily by smaller businesses. CBD recovery lags, despite Kroger's 88,000 SF sublease at Atrium II. Over 4.5 million SF of office space has been repurposed in the last decade, enhancing the urban core's appeal. The CBD is transforming into a live-work-play hub, bolstered by the Convention Center expansion, "Eatertainment" attractions, and the "Joe Burrow effect." Challenges remain for Class A space, but suburban growth and urban revitalization offer optimism.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	95,155	(156,656)	19,634	88,436	210,280
▼ Vacancy Rate	22.48%	22.78%	22.28%	22.35%	22.62%
▲ Avg NNN Asking Rent PSF	\$23.57	\$23.50	\$23.45	\$23.38	\$23.24
▼ Sale Price PSF	\$100	\$102	\$104	\$103	\$105
▲ Cap Rate	11.77%	11.70%	11.62%	11.58%	11.44%
▲ Under Construction	140,300	98,455	98,455	104,455	100,700
◀ ▶ Inventory	31,818,451	31,818,451	31,818,451	31,818,451	31,818,451

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7125 Industrial Road Florence, KY	167,939 SF	\$3,250,000 \$19.35 PSF	Camco Chemical Office Properties Income Trust	Class B
10200 Anderson Way Cincinnati, OH	100,000 SF	\$8,000,000 \$80.00 PSF	Cincinnati Classical Academy Belcan	Class B
7505 Sussex Drive Florence, KY	25,000 SF	\$1,050,000 \$42.00 PSF	Undisclosed Eggleston Incorporated	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4605 Duke Drive Mason, OH	13,727 SF	Harbert Management Corporation	E Premium Insurance	Finance and Insurance
4605 Duke Drive Mason, OH	8,975 SF	Harbert Management Corporation	Workday	Professional, Scientific, and Technical Services
4445 W. Lake Forest Drive Blue Ash, OH	8,550 SF	Apollo Management Holdings, L.P.	CDK Global	Services



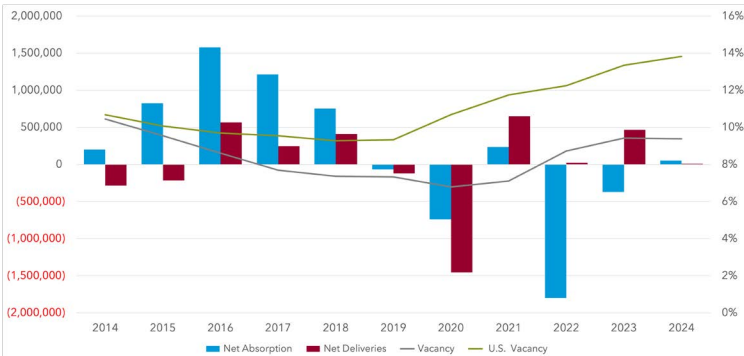
### OFFICE MARKET OVERVIEW

ABRAM SCHWARZ, SIOR, *Partner*

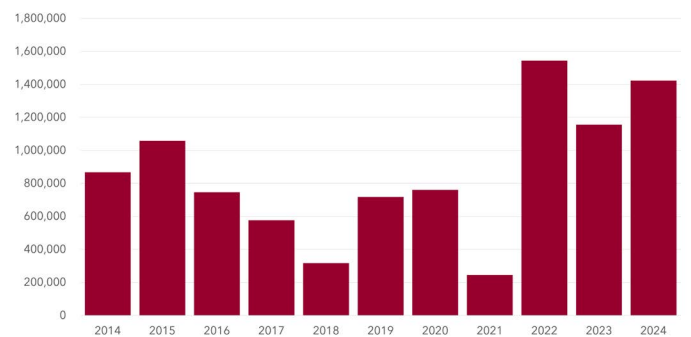
As of the fourth quarter of 2024, Cleveland's office real estate market has shown signs of stabilization. Overall vacancy decreased to 9.4%, down 30 basis points from the previous quarter. The market absorbed over 50,000 square feet in Q4 2024. Average asking rental rates decreased slightly by \$0.02 per square foot from Q3 2024, reaching \$19.87 per square foot. Additionally, there is a growing trend of converting underutilized office buildings into residential spaces, aiming to address both office vacancies and housing shortages as evidenced by the sale of the former Medical Mutual Office Building in Downtown Cleveland.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	50,730	(189,433)	(433,832)	305,132	(371,347)
◀▶ Vacancy Rate	9.4%	9.7%	9.7%	9.5%	9.4%
▲ Avg NNN Asking Rate PSF	\$19.87	\$19.89	\$19.83	\$19.85	\$19.77
▲ Sale Price PSF	\$88	\$89	\$91	\$93	\$95
▲ Cap Rate	13.1%	13.0%	12.7%	12.4%	12.2%
▼ Under Construction SF	1,423,253	1,423,253	1,275,253	1,280,253	1,156,099
▲ Inventory SF	113,407,578	113,407,578	113,426,101	113,423,004	113,399,158

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2060 E. Ninth Street Cleveland, OH	381,174 SF	\$10,956,667 \$28.74 PSF	Spark Hotels Medical Mutual of Ohio	Class C
28500 & 28501 Clemens Road Westlake, OH	203,856 SF	\$6,250,000 \$30.66 PSF	Premier Development Properties Hyland Software	Class B
6789 Ridge Road Parma, OH	29,958 SF	\$1,000,000 \$33.38 PSF	A & I Ohio Properties RCS Capital Corp	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
155 Montrose West Avenue Akron, OH	30,638 SF	Realife	Skypoint Recovery	Mental Health
14656 & 15365 NEO Parkway Garfield Hts, OH	30,636 SF	NEO Park Ten	Charles River Laboratories	Health Sciences
4020 Kinross Lakes Parkway Richfield, OH	19,685 SF	CLE Kinross LLC	Sikich	Accounting





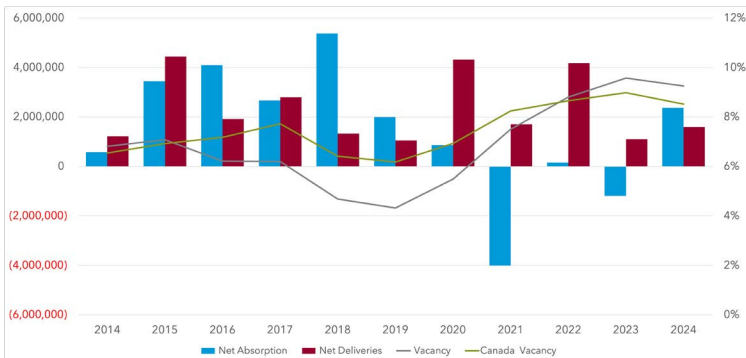
### OFFICE MARKET OVERVIEW

LEE & ASSOCIATES TORONTO, *Real Estate Intelligence Department*

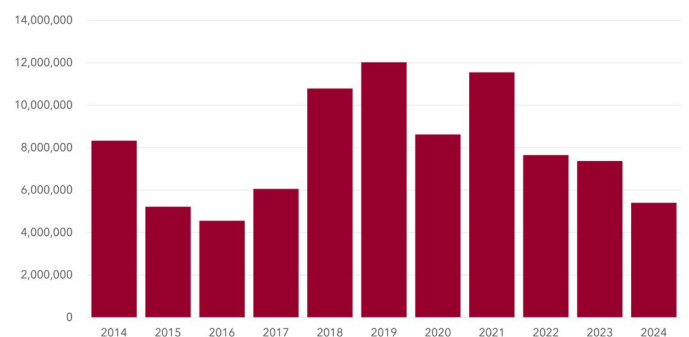
Toronto's office market is adjusting to changing investor and occupier demand, with net absorption recovering to 1.9 million SF over the past year, a sharp improvement from the three-year average of -210,000 SF. Submarkets such as Vaughan and Brampton contributed 750,000 SF to this growth. Rental growth at 1% reflects rising tenant incentives, while mid-tier offices outpace higher class spaces, growing 1.4% compared to 0.6%. Downtown faces oversupply, with 16.6 million SF available and a 16.3% availability rate exceeding the 11.1% acancy rate. Muted sales activity and rising cap rates hint at potential forced REIT sales, which may drive further value declines amid ongoing market pressures.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	2,371,309	2,626,610	1,840,987	(150,247)	(1,190,582)
▲ Vacancy Rate	9.3%	9.2%	9.4%	9.6%	9.6%
▼ Avg NNN Asking Rate PSF	\$43.01	\$43.04	\$42.94	\$42.80	\$42.60
▼ Sale Price PSF	\$386	\$389	\$389	\$383	\$388
◀▶ Cap Rate	6.4%	6.4%	6.4%	6.4%	6.4%
▼ Under Construction SF	5,402,511	5,777,876	6,780,688	6,879,448	7,373,793
▲ Inventory SF	286,854,789	286,535,394	285,618,520	285,296,108	285,261,381

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
522 University Avenue Toronto, ON	212,253 SF	\$79,250,000 \$373.38 PSF	University Health Network iA Financial Group	Class C
90 Wynford Drive Toronto, ON	180,264 SF	\$40,500,000 \$224.67 PSF	Access Storage Scotiabank	Class C
7030 Woodbine Avenue** Markham, ON	122,080 SF	\$12,509,608 \$102.47 PSF	Smart Investments Slate Asset Management	Class C

\*All numbers shown are in Canadian dollars (CAD)

\*\*Part of a 5-Property Portfolio

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
79 Wellington Street, W Toronto, ON	166,590 SF	Cadillac Fairview/ Ontario Pension Board	TD Bank	Banking
3250 Bloor Street, W Toronto, ON	39,607 SF	Starlight Investments	Oracle	Software Publishers
74 Victoria Street Toronto, ON	25,721 SF	Dream	Undisclosed	Undisclosed



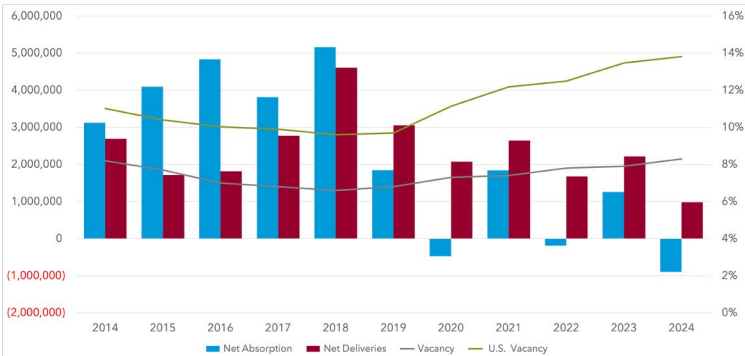
### OFFICE MARKET OVERVIEW

ANDREW MAYER, *Research Analyst*

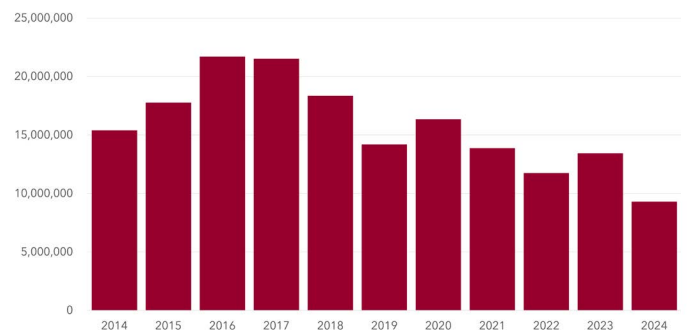
The Eastern Pennsylvania office market in the fourth quarter of 2024 mirrored much of the broader trends observed throughout the year. Vacancy rates remained stable, yet the market experienced a notable decline in absorption. With limited new space deliveries this quarter, there is growing optimism that vacancy levels could begin to decrease in 2025, driven by a return of employees to office environments. As we enter the new year, it will be intriguing to observe how evolving social norms influence office space demand, just as they did during the pandemic. The future of the office market will be shaped by the changing dynamics of workplace culture

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(894,340)	(325,705)	13,549	802,725	1,257,756
◀▶ Vacancy Rate	8.3%	8.3%	8.2%	8.1%	7.9%
▲ Avg NNN Asking Rent PSF	\$22.71	\$22.66	\$22.56	\$22.52	\$22.55
▲ Sale Price PSF	\$126	\$100	\$116	\$95	\$131
▲ Cap Rate	9.07%	8.31%	8.66%	8.70%	8.64%
▼ Under Construction	2,131,002	2,167,554	2,412,996	2,590,829	2,755,082
▲ Inventory	497,939,975	497,742,061	497,436,924	497,207,391	196,959,254

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
835 Knitting Mills Way Wyomissing, PA	146,324 SF	\$39,900,000 \$272.68 PSF	The 601W Companies Kawa Capital Management	Class B
2503 Kutztown Road Reading, PA	83,142 SF	\$15,000,000 \$180.41 PSF	Vail Commercial Group Fidelity Technologies Corp.	Class C
2250 Hickory Road Plymouth Meeting, PA	83,055 SF	\$9,320,000 \$112.21 PSF	2250 Hickory LLC SSI Operating Co. LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
680 Blair Mill Road Horsham, PA	115,110 SF	Citizens	UnitedHealth Group	Finance and Insurance
501-575 Keystone Avenue Jenkins Township, PA	48,152 SF	Mericle Commercial Real Estate Services	Undisclosed	Undisclosed
1400 Morris Drive Wayne, PA	45,000 SF	Rubenstein Partners	Arcfield	Professional, Scientific, Technical Services



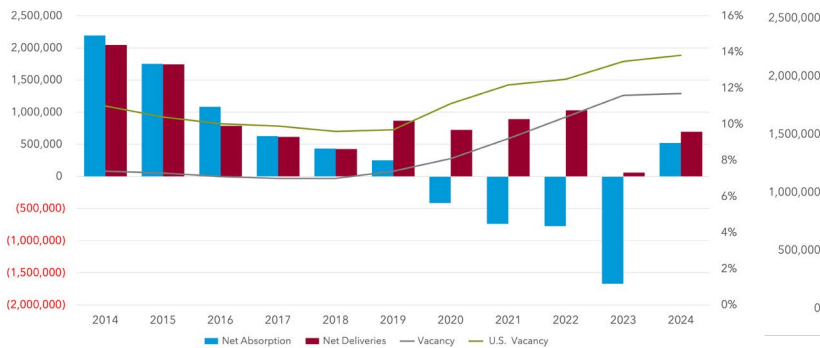
### OFFICE MARKET OVERVIEW

HEATHER KREIGER, CCIM, *Regional Research Director, Principal*

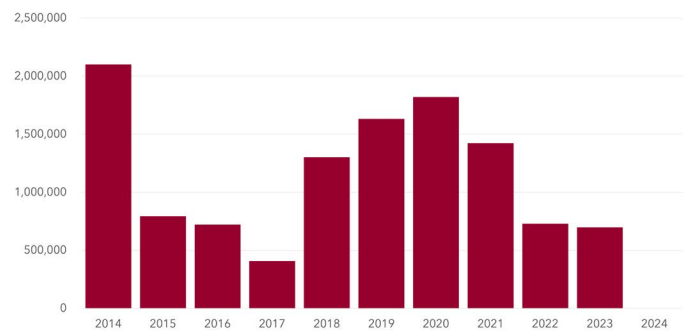
The Q4 2024 Western Pennsylvania office market showed signs of recovery after years of challenges. Vacancy remained stable throughout the year, ending at 11.7% in Q4, suggesting the market is beginning to stabilize. Positive absorption of 521,613 SF marked a turning point after four years of negative figures. Leasing activity surged to 4.1 MSF, the highest since pre-COVID levels. Construction deliveries rebounded to nearly 700 KSF in 2024, compared to just 60,000 SF in 2023. With no new projects underway, the market has an opportunity to absorb existing space. Lease rates remained steady in the \$24.00/SF range.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	521,613	(33,653)	(293,474)	(1,243,698)	(1,669,942)
▲ Vacancy Rate	11.7%	11.4%	11.7%	11.7%	11.6%
▲ Avg NNN Asking Rate PSF	\$24.48	\$24.15	\$24.19	\$24.25	\$24.15
▼ Sale Price PSF	\$51	\$61	\$105	\$60	\$53
▲ Cap Rate	10.5%	8.5%	11.8%	6.6%	9.5%
▼ Under Construction SF	-	488,640	488,640	696,761	696,761
▲ Inventory SF	143,933,258	143,444,618	143,444,618	143,236,497	143,236,497

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
100 Technical Drive, Building C New Kensington, PA	267,700 SF	\$5,881,540 \$21.97 PSF	Tecfusions Keystone LLC Arconic Technologies LLC	Class B
100 Technical Drive, Building J New Kensington, PA	58,000 SF	\$1,274,297 \$21.97 PSF	Tecfusions Keystone LLC Arconic Technologies LLC	Class B
300 Weyman Road Pittsburgh, PA	44,000 SF	\$3,175,000 \$72.16 PSF	WPG Realty LLC Weyman Associates	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
100 South Commons Pittsburgh, PA	120,000 SF	Faros Properties	Duquesne Light Company	Utilities
555 Southpointe Boulevard Canonsburg, PA	90,250 SF	NAI Burns Scalo	WVU Medicine	Clinics, Outpatient
116 15th Street Pittsburgh, PA	43,693 SF	The Buncher Company	New York Life	Life Insurance



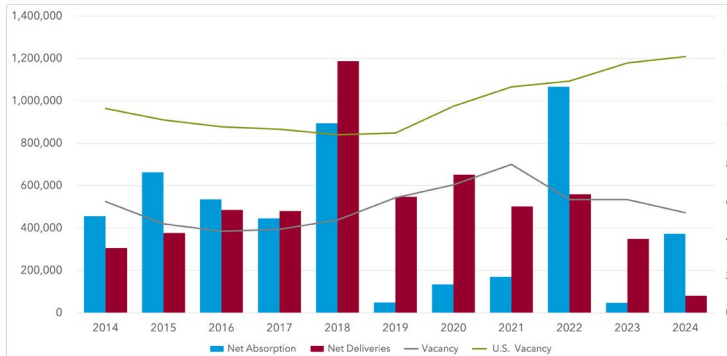
### OFFICE MARKET OVERVIEW

PETE HARPER, CCIM, *Principal*

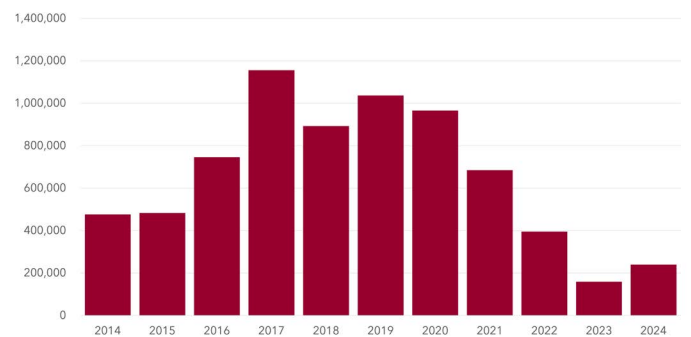
The Charleston office market ended 2024 with strong momentum, driven by robust tenant demand and constrained supply. Leasing activity remained high, pushing the vacancy rate down to just 5.4%, well below the national average of 13.8%. Businesses continue to be drawn to Charleston’s unique appeal, resulting in a net absorption of 372,963 SF in the fourth quarter. Limited new construction has preserved the market’s competitive edge, creating favorable conditions for landlords and investors. Charleston’s ability to attract established and new-to-market companies highlights its growing reputation as a thriving business hub. Downtown vacancy rates are projected to drop below 6% in 2025, as demand for premier office space remains strong.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	126,209	176,978	113,963	(117,825)	(53,025)
▼ Vacancy Rate	5.4%	5.8%	6.2%	6.5%	6.1%
▲ Avg NNN Asking Rent PSF	\$32.88	\$32.13	\$32.52	\$31.77	\$31.70
▼ Sale Price PSF	\$316	\$353	\$225	\$272	\$175
▲ Cap Rate	9.95%	9.92%	9.71%	9.50%	9.34%
▲ Under Construction	213,186	118,421	156,264	182,862	159,368
▲ Inventory	33,381,523	33,368,059	33,330,216	33,303,618	33,301,096

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
349 W. Coleman Boulevard Mount Pleasant, SC	28,779 SF	\$14,400,000 \$500.36 PSF	Pastime Amusement Company Gramlin Brothers Real Estate & Dev	Class B
574 Lone Tree Drive Mount Pleasant, SC	4,200 SF	\$7,030,000 \$1,672 PSF	Rp Long Point LLC Charleston Neurosciences LLC	Class B
123 Meeting Street Charleston, SC	2,948 SF	\$3,750,000 \$1,272 PSF	Jamie Curley Gary Stuckey Trust	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2387 Clements Ferry Road Charleston, SC	34,169 SF	Agracel, Inc.	Pole To Win	Gaming Development
22 Westedge Street Charleston, SC	25,171 SF	Atlantic Capital Properties	The State of South Carolina Government	State Government
1080 Morrison Drive Charleston, SC	17,470 SF	Cowan Nakios Group LLC	Synovus Bank	Banking





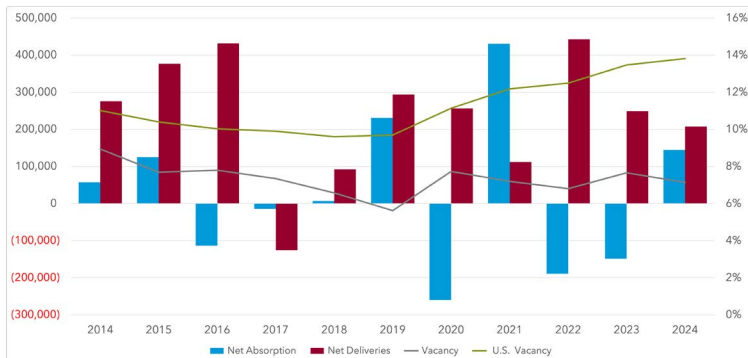
### OFFICE MARKET OVERVIEW

DARATH MACKIE, *Vice President*

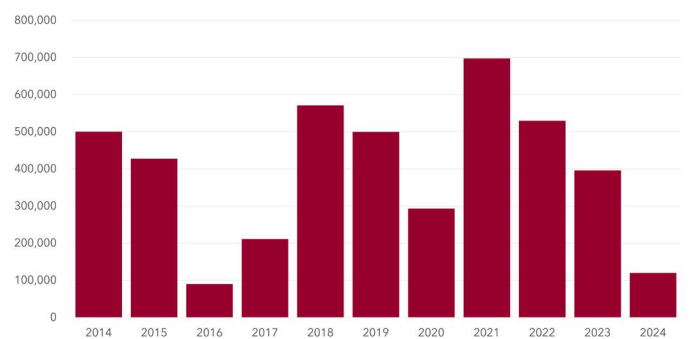
The Greenville office market showed positive momentum in Q4 2024, with a net absorption of 420,721 SF, a significant improvement from the previous quarter. The vacancy rate decreased, reflecting increased demand for office space, compared to Q3 2024. Average NNN asking rental rates rose slightly to \$22.72 per square foot annually, up from \$22.69 in the prior quarter. These trends indicate sustained leasing activity and growing investor confidence in the Greenville and Upstate office markets.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	420,721	127,732	(169,453)	(208,622)	(143,257)
▼ Vacancy Rate	7.1%	7.5%	7.8%	7.9%	7.7%
▲ Avg NNN Asking Rent PSF	\$22.72	\$22.69	\$22.63	\$22.50	\$22.59
▲ Sale Price PSF	\$192.55	\$188.24	\$215.98	\$141.86	\$136.29
▲ Cap Rate	7.9%	7.3%	7.5%	7.7%	6.1%
▲ Under Construction	120,044	90,044	163,966	193,892	395,892
◀ ▶ Inventory	44,129,788	44,129,788	44,029,400	44,122,026	43,922,248

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1200 Brookfield Boulevard Greenville, SC	152,856 SF	\$13,940,150 \$91.20 PSF	Global Lending Services LLC RA Greenville Brookfield Road	Class B
55 E. Camperdown Greenville, SC	92,960 SF	\$31,250,000 \$336.17 PSF	Auro Hotels Cap River LLC	Class C
340 Rocky Slope Road Greenville, SC	20,361 SF	\$6,000,000 \$294.68 PSF	Reedy Property Holdings LLC Olive Branch Properties LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
300 E. McBee Avenue Greenville, SC	30,300 SF	Jackson Hughes	Prisma Healthcare	Healthcare
200 Executive Center Drive Greenville, SC	17,308 SF Sublease	Tourmaline Capital Partners	Vivacity Tech PBC	Technology
32 E. Broad Street Greenville, SC	7,726 SF	Find Great People	Colliers	Real Estate



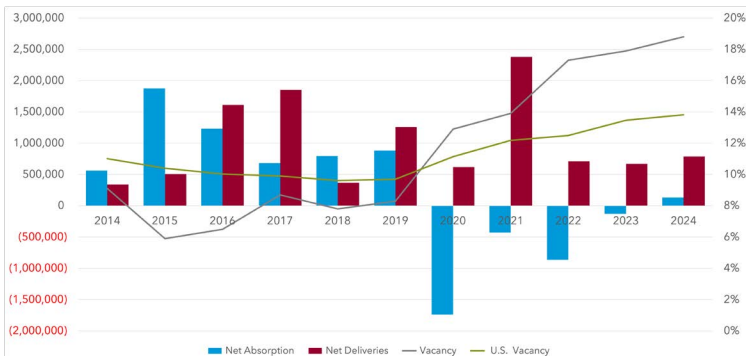
### OFFICE MARKET OVERVIEW

KYLE NEVEAU, *Director*

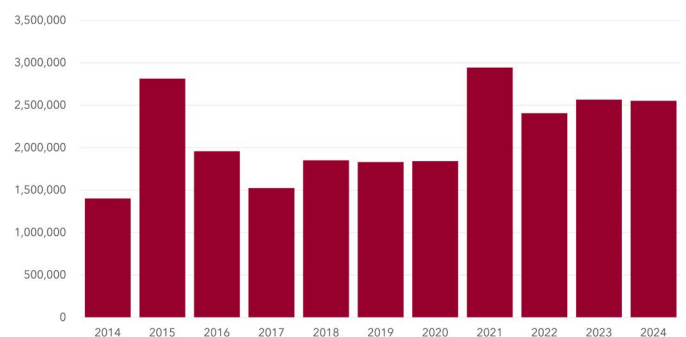
The Nashville office market showed resilience in Q4 2024, with 133,511 SF of 12-month net absorption, building on the momentum from earlier in the year. Vacancy rates edged up slightly to 18.8%, reflecting modest fluctuations typical in the market. The average asking rent remained strong at \$30.37 PSF, continuing its steady rise from \$29.41 in Q4 2023. Sales prices also saw growth, reaching \$238 PSF, signaling confidence in the market. Development activity remains robust, with over 2.5 million SF under construction, underscoring Nashville's continued appeal as a growing business hub. With a stable local economy, job growth, and a thriving business environment, Nashville's office market is poised for continued strength despite minor fluctuations in the short term.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	133,511	390,713	279,693	(293,271)	(127,970)
▲ Vacancy Rate	18.80%	18.29%	18.57%	19.50%	17.90%
▼ Avg NNN Asking Rate PSF	\$30.37	\$30.48	\$30.61	\$29.92	\$29.41
▲ Sale Price PSF	\$238	\$221	\$221	\$224	\$226
▲ Cap Rate	8.39%	8.10%	8.10%	8.10%	8.00%
▼ Under Construction SF	2,552,618	2,584,818	2,562,957	2,740,059	2,565,114
▲ Inventory SF	56,624,490	53,637,865	54,021,376	54,186,663	53,056,998

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3401 Mallory Ln	182,125	\$49,500,000	Strato Capital LLC	Class A
14446 Old Hickory Blvd*	48,247	\$35,302,663.00	ReThink Foward	Class B
2817 West End Ave*	30,100	\$21,617,570.00	The Vanderbilt University	Class B

\*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
21 Platform Way, S Nashville, TN	30,571 SF	Southwest Value Partners	Industrious	Property Lessor
4020 Aspen Grove Drive Franklin, TN	29,780 SF	Boyle Investment Company	Undisclosed	Undisclosed
1320 Adams Street Nashville, TN	19,596 SF	Cousins Properties	Undisclosed	Undisclosed



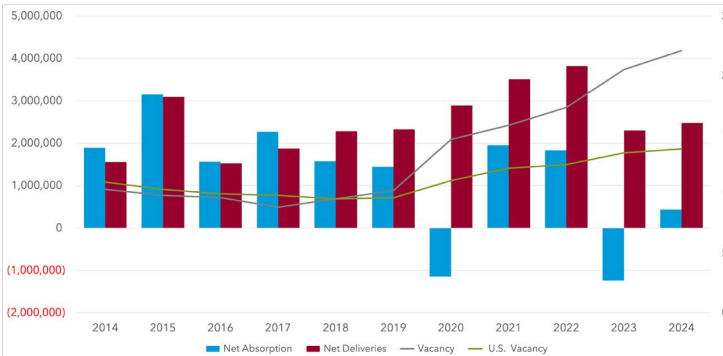
**OFFICE MARKET OVERVIEW**

ADAM GREEN, *President, Managing Principal*

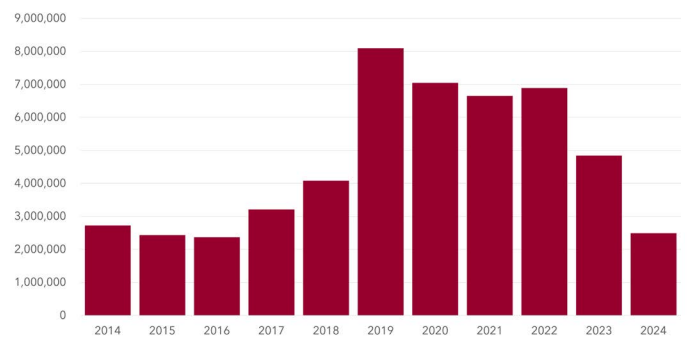
The Austin office market delivered mixed results through Q4 2024. Over the past year, net absorption totaled 435,769 square feet, rebounding from negative absorption in Q1. Vacancy rates held steady at 22.1% compared to Q3 but edged up from 20.5% in Q4 2023. Average asking rents declined to \$30.12 per square foot, down from \$31.39 in Q3. Sales activity reflected strong investor demand, with CoStar reporting an average price of \$276 per square foot, though several distressed sales are underway at lower prices. Construction remains active, with nearly 2.5 million square feet under development-down from 4.8 million in Q4 2023. Demand is strongest for high-quality, amenitized spaces under 10,000 square feet, while large blocks in the CBD face ongoing challenges.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	133,511	390,713	279,693	(293,271)	(127,970)
▲ Vacancy Rate	18.80%	18.29%	18.57%	19.50%	17.90%
▼ Avg NNN Asking Rate PSF	\$30.37	\$30.48	\$30.61	\$29.92	\$29.41
▲ Sale Price PSF	\$238	\$221	\$221	\$224	\$226
▲ Cap Rate	8.39%	8.10%	8.10%	8.10%	8.00%
▼ Under Construction SF	2,552,618	2,584,818	2,562,957	2,740,059	2,565,114
▲ Inventory SF	56,624,490	53,637,865	54,021,376	54,186,663	53,056,998

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3401 Mallory Ln	182,125	\$49,500,000	Strato Capital LLC	Class A
14446 Old Hickory Blvd*	48,247	\$35,302,663.00	ReThink Foward	Class B
2817 West End Ave*	30,100	\$21,617,570.00	The Vanderbilt University	Class B

\*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
21 Platform Way, S Nashville, TN	30,571 SF	Southwest Value Partners	Industrious	Property Lessor
4020 Aspen Grove Drive Franklin, TN	29,780 SF	Boyle Investment Company	Undisclosed	Undisclosed
1320 Adams Street Nashville, TN	19,596 SF	Cousins Properties	Undisclosed	Undisclosed



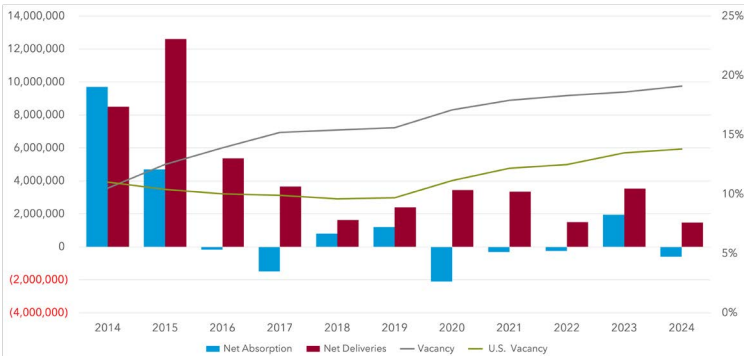
**OFFICE MARKET OVERVIEW**

MARY DOETTERL, *Research Manager*

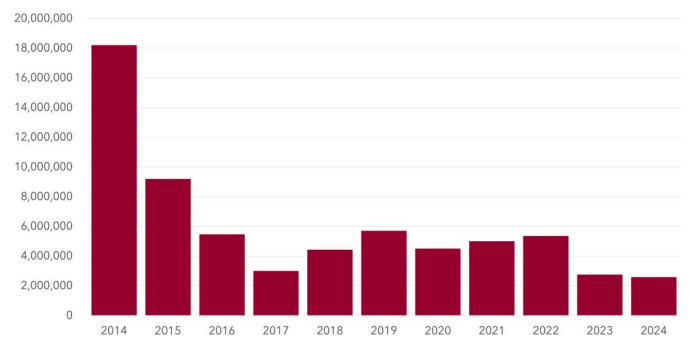
As move-outs continue to slow, the Houston office market is steadily stabilizing, approaching pre-pandemic levels. By Q4 2024, the city's total office vacancy rate stands at 22.7%, with projections suggesting it will plateau in the near future. Houston ranks among the top five cities in the U.S. for office attendance, despite a slight decline in jobs requiring in-office work. This trend, however, remains above the national average. Leasing activity for suburban Class A office spaces continues to lead the market. Looking ahead to 2025, Class A buildings are expected to remain the most desirable, with strong leasing potential driven by the increasing implementation of return-to-office mandates.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(55,889)	490,052	499,415	(705,925)	1,377,320
▲ Vacancy Rate	22.70%	18.73%	18.83%	18.92%	18.64%
▲ Avg NNN Asking Rate PSF	\$30.57	\$29.66	\$29.64	\$29.48	\$29.36
▼ Sale Price PSF	\$187	\$190	\$190	\$191	\$191
▲ Cap Rate	9.89%	9.70%	9.60%	9.60%	9.50%
◀ ▶ Under Construction SF	2,600,000	2,600,000	2,700,000	1,900,000	2,600,000
◀ ▶ Inventory SF	360,000,000	360,000,000	360,000,000	360,000,000	360,000,000

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1001 Noble Energy Way Houston, TX	521,949 SF	Undisclosed	Capital Commercial Investments Chevron	Class A
14141 Southwest Freeway Houston, TX	516,523 SF	Undisclosed	Ameeco Management Madison Marquette	Class A
10603 West Sam Houston Parkway Houston, TX	380,000 SF	Undisclosed	Interra Properties Sun Life	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
333 Clay Street Houston, TX	259,774 SF	Brookfield	Plains All American Pipeline	Oil & Gas
10900 Equity Drive Houston, TX	109,833 SF	Uninational Corporation	Quest Diagnostics	Medical Laboratories
5959 Corporate Drive Houston, TX	94,179 SF	Prescott Realty	Ezee Fiber	Internet Service





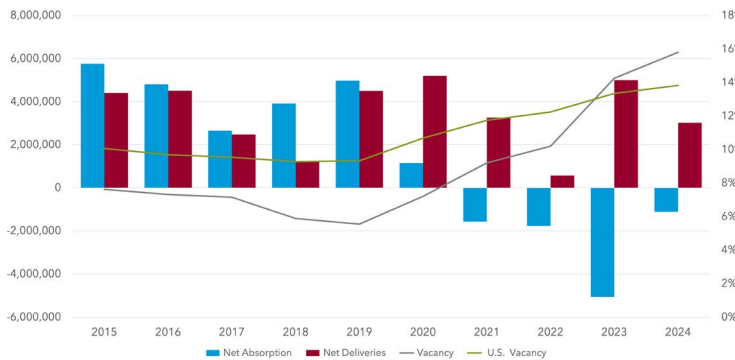
### OFFICE MARKET OVERVIEW

ALEX MUIR, *Senior Vice President*

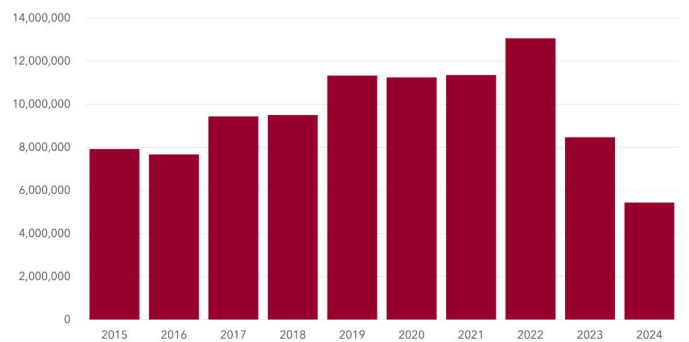
While vacancy and cap rates remain elevated in the Seattle office market, transactional activity is increasing. More than \$1.5 billion in office sales closed in 2024, which is more than 3X what occurred in 2023. Q4 was highlighted by Apple's lease of approximately 193,000 SF in Arbor Blocks West. This backfilled space previously occupied by Meta and was the largest lease in the city of Seattle since 2019. Other tenants growing in Seattle include Pinterest and Brex, while OpenAI, Flexport, Auger and Zoom have all recently leased space in Bellevue. Amazon returned to the office for the first five-day workweek in nearly five years. Major tenants returning to the office, along with cautious optimism about the economy could propel further improvements in the office market in 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(1,108,479)	(2,699,189)	(3,377,793)	(4,148,375)	(5,058,226)
▲ Vacancy Rate	15.81%	15.71%	15.40%	15.19%	14.26%
▲ Avg FSG Asking Rent PSF	\$36.87	\$36.85	\$36.84	\$36.77	\$36.96
▼ Sale Price PSF	\$374.92	\$383.25	\$380.54	\$391.97	\$409.23
▲ Cap Rate	7.66%	7.57%	7.48%	7.29%	7.06%
▼ Under Construction	5,438,739	5,682,088	6,347,748	6,926,853	8,469,019
▲ Inventory	238,161,997	237,918,648	237,252,988	236,656,518	235,140,583

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1615 123rd Avenue Bellevue, WA	343,172 SF	\$261,000,000 \$760.55 PSF	Shorenstein Properties Wright Runstad & Co.	Class A
7400 166th Avenue NE Redmond, WA	111,368 SF	\$58,000,000 \$520.80 PSF	Preylock Holdings Harbert Mgmt/Fairbourne Prop.	Class B
428 Westlake Avenue N Seattle, WA	88,514 SF	\$47,600,000 \$537.77 PSF	Alexandria Real Estate Equities CommonWealth Partners	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
333 8th Avenue N Seattle, WA	192,703 SF	Ponte Gadea USA	Apple	Technology
601 108th Avenue NE Bellevue, WA	114,000 SF	Kilroy Realty	SAP Concur	Technology
10900 NE 4th Street Bellevue, WA	98,000 SF	Kilroy Realty	Walmart	Retail



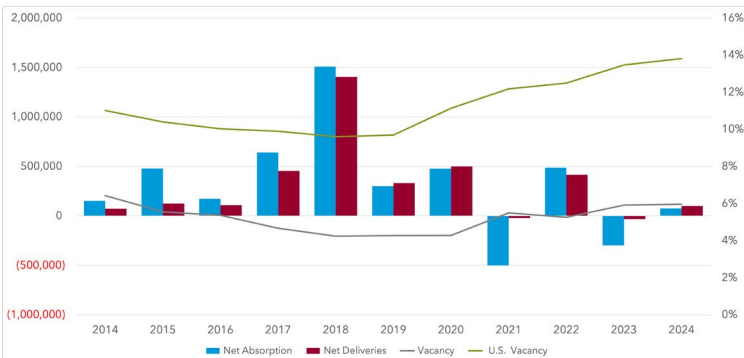
### OFFICE MARKET OVERVIEW

CAMP PERRET, *Vice President*

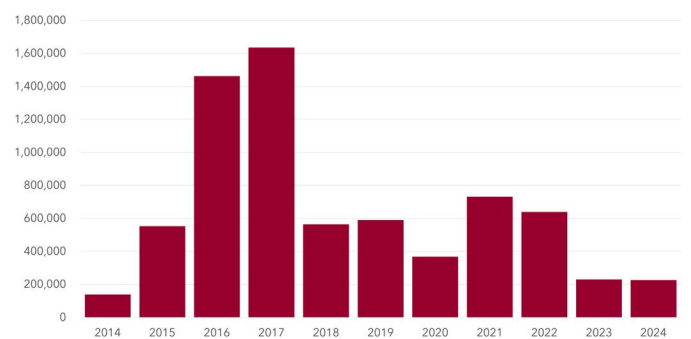
The Madison Office Market remains resilient, with a vacancy rate of 6%, significantly outperforming the national average of 13%. This vacancy rate has remained steady in the years following the pandemic, reflecting the stability of the local market. Contributing to this stability are key employers such as the State of Wisconsin, the University of Wisconsin, and thriving healthcare and biotech companies. Madison's 2% unemployment rate is among the lowest in the nation. Looking ahead, both vacancy and rental rates are expected to remain flat in the near future. Meanwhile, sales volumes have seen a slight year-over-year increase. The average capitalization rate for the Madison office market stands at 11%, surpassing the national average of 9%.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	74,865	184,575	11,891	(359,444)	(297,406)
▼ Vacancy Rate	6.0%	6.1%	6.0%	6.0%	5.9%
▲ Avg NNN Asking Rent PSF	\$23.21	\$23.20	\$23.10	\$22.94	\$22.96
▼ Sale Price PSF	\$118	\$119	\$120	\$116	\$118
◀▶ Cap Rate	11.4%	11.4%	11.3%	11.4%	11.2%
▲ Under Construction	226,738	126,738	125,013	230,013	230,013
▼ Inventory	40,674,084	40,679,097	40,674,097	40,554,097	40,565,617

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
34 & 42 Schroeder Court Madison, WI	61,664 SF	\$5,100,000 \$82.71 PSF	34 & 42 Schroeder Ct LLC Wisconsin Bank & Trust	Class A
2802-2810 Walton Commons W Madison, WI	30,559 SF	\$1,875,000 \$61.36 PSF	Horizon Engineering SSM Health	Class B
214 N. Hamilton Street Madison, WI	10,928 SF	\$1,225,000 \$112.10 PSF	Special Soss LLC Eibd LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2450 Rimrock Road Madison, WI	16,241 SF	The Alexander Company	Undisclosed	Undisclosed
525 Junction Road Madison, WI	14,819 SF	Artis REIT	Electronic Arts, Inc.	Professional Services
1600 Aspen Commons Middleton, WI	12,043 SF	Artis REIT	North Central Group	Hospitality

## RETAIL OVERVIEW: TENANTS SQUEEZED BY LOW VACANCIES

Merchants seeking more location options in the tight North American retail market in 2024 were often disappointed. Vacancy rates remained at or near record lows, and despite a new round of tenant bankruptcies and store closures, the lack of quality space is crimping some tenants' expansion plans.

Net absorption totaled 23 million SF in 2023 in the U.S., a decline from the last three years of strong tenant growth in which demand exceeded new supply by nearly 60% and rents gained 10.4%.

Canada posted 5.5 million SF of net absorption in 2024, the most since 2022. The healthy tenant expansion came despite a dearth of available space. The vacancy rate has ticked down from 3% in 2017 to a record low 1.4% in 2024.

Additionally, after more than three years of healthy demand, many available spaces skew to the lower end of the quality spectrum. Thus, tenants seeking newer, higher-quality space in affluent locations are finding few available options. About 6.5 million SF were absorbed in Q4, the retail sector's 16th straight quarter of positive demand primarily being driven by tenants in the food services, off-price, experiential and healthcare sectors.

U.S. retail property fundamentals remain historically tight in 24Q3, as a lack of new deliveries and steady demand formation have kept the space available for lease at a record low of just 4.7%. Against the backdrop of the scarcity of available retail space, intense competition among tenants vying for prime locations is now playing out across the U.S. Developers continue to be challenged to make new ground-up retail development deals pencil at today's costs at current rent levels. This environment should support further rent gains for landlords and allow supply-constrained conditions to persist for the foreseeable future.

While store closures weigh on the current level of net absorption, they also provide needed supply for growth-minded tenants. Market participants report exceptionally strong backfill demand for spaces as they go dark, with some locations able to secure rent increases of 40% or more. Leasing activity remains concentrated in smaller spaces of under 2,500 SF, where activity is being overwhelmingly driven by growth from quick-service restaurants and personal services. Tenants such as Starbucks, Crumbl Cookies, Yum Brands, and Restaurant Brands International, owner of BK, Tim Hortons, Popeyes and Firehouse Subs, all have signed up for dozens of new locations over the past year.

Propelled by record spending on outside-of-the-home food purchases, retail tenants in the food and beverage sector accounted for nearly 20% of all leasing activity over the past year. From a geographic perspective, the most significant uptick in demand for retail space has been seen in Sun Belt markets that are experiencing substantial population and buying power growth. Seven of the top 10 markets leading the way in inventory-adjusted demand growth over the past year were in the Sun Belt, including four of the top five: Austin, Orlando, Miami and Phoenix.

The other three markets in the top 10 for inventory-adjusted demand growth over the past year were all in the Midwest with Indianapolis, St. Louis and Minneapolis, each seeing absorption of at least 1.5 million SF over that time.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / SF ANNUAL		HIGHEST MARKET SALE PRICE / SF	
BC, Vancouver	1.2%	FL, Miami	\$48.84	BC, Vancouver	\$495 CAD
ON, Toronto	1.3%	NY, New York*	\$47.40	NY, New York*	\$445
MA, Boston	2.4%	CA, Orange County	\$38.16	CA, Orange County	\$442
MN, Minneapolis	2.5%	CA, Los Angeles	\$36.12	FL, Miami	\$430
FL, Miami	2.7%	CA, San Diego	\$36.12	CA, Los Angeles	\$420
<b>U.S. Index</b>	4.1%	<b>U.S. Index</b>	\$25.44	<b>U.S. Index</b>	\$248
<b>Canada Index</b>	1.5%	<b>Canada Index</b>	\$21.72 CAD	<b>Canada Index</b>	\$311 CAD

MOST SF UNDER CONSTRUCTION SF		LARGEST INVENTORY BY SF		LOWEST MARKET CAP RATE	
TX, Dallas-Fort Worth	4,757,756	NY, New York*	650,072,291	BC, Vancouver	4.4%
TX, Houston	3,387,790	IL, Chicago	593,452,066	ON, Toronto	4.8%
AZ, Phoenix	2,435,853	TX, Dallas-Fort Worth	475,823,367	CA, Orange County	5.2%
ON, Toronto	2,344,100	CA, Los Angeles	455,265,888	CA, Los Angeles	5.5%
TX, Austin	2,207,539	TX, Houston	446,817,957	FL, Miami	5.6%
<b>U.S. Index</b>	44,957,098	<b>U.S. Index</b>	12,177,756,895	<b>U.S. Index</b>	7.0%
<b>Canada Index</b>	6,523,817	<b>Canada Index</b>	826,884,694	<b>Canada Index</b>	5.4%

\* 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
<b>AB, Calgary **</b>	1.8%	\$1.64	\$235	1,597,318	79,761,596	6.6%
<b>AZ, Phoenix</b>	4.9%	\$2.17	\$258	2,435,853	246,081,060	6.6%
<b>BC, Vancouver **</b>	1.2%	\$2.20	\$495	733,507	132,539,006	4.4%
<b>CA, Bakersfield</b>	4.9%	\$1.65	\$219	176,175	35,568,080	6.7%
<b>CA, East Bay</b>	5.4%	\$2.66	\$337	334,186	125,279,401	5.7%
<b>CA, Fresno</b>	5.3%	\$1.61	\$203	244,229	49,364,185	7.1%
<b>CA, Inland Empire</b>	6.0%	\$2.20	\$297	661,127	203,419,277	6.0%
<b>CA, Los Angeles</b>	5.7%	\$3.01	\$420	1,325,665	455,265,888	5.5%
<b>CA, Orange County</b>	4.1%	\$3.18	\$442	171,859	145,679,136	5.2%
<b>CA, San Diego</b>	4.1%	\$3.01	\$404	448,413	140,362,685	5.6%
<b>CA, San Francisco</b>	6.5%	\$3.48	\$533	228,235	82,322,878	5.1%
<b>CA, San Luis Obispo</b>	2.8%	\$2.35	\$310	169,534	15,679,502	6.1%
<b>CA, Santa Barbara</b>	4.3%	\$2.59	\$341	35,000	25,132,763	6.4%
<b>CA, Stockton</b>	4.9%	\$1.84	\$209	71,597	31,829,174	7.0%
<b>CA, Ventura</b>	5.8%	\$2.41	\$330	93,231	41,080,300	5.9%
<b>CO, Denver</b>	3.9%	\$2.19	\$271	188,340	166,732,361	6.5%
<b>DC, Washington</b>	4.2%	\$2.84	\$344	1,421,346	273,509,017	6.5%
<b>FL, Fort Myers</b>	2.8%	\$1.85	\$251	202,168	49,893,108	6.4%
<b>FL, Miami</b>	2.7%	\$4.07	\$430	988,744	149,518,990	5.6%
<b>FL, Naples</b>	3.9%	\$2.47	\$347	170,521	24,361,022	5.6%
<b>FL, Orlando</b>	3.2%	\$2.49	\$279	1,031,432	159,745,529	6.4%
<b>FL, Tampa Bay</b>	3.1%	\$2.18	\$266	315,220	179,167,844	6.5%
<b>GA, Atlanta</b>	3.7%	\$1.90	\$221	580,683	378,058,208	7.0%
<b>GA, Savannah</b>	3.0%	\$2.07	\$227	122,737	28,975,741	7.6%
<b>ID, Boise</b>	3.3%	\$1.51	\$226	336,819	43,760,621	6.5%
<b>IL, Chicago</b>	4.7%	\$1.81	\$189	916,589	593,452,066	7.8%
<b>IN, Indianapolis</b>	2.8%	\$1.55	\$160	1,244,572	135,601,974	7.9%
<b>KS, Lawrence</b>	3.8%	\$1.39	\$183	0	6,778,319	7.7%
<b>KS, Topeka</b>	4.7%	\$0.92	\$140	0	14,160,564	8.8%
<b>LA, Baton Rouge</b>	2.3%	\$1.54	\$154	214,221	47,916,631	8.1%
<b>MA, Boston</b>	2.4%	\$2.30	\$273	938,444	253,518,918	6.4%
<b>MD, Baltimore</b>	5.3%	\$2.01	\$211	209,683	145,867,569	7.3%
<b>MI, Detroit</b>	5.4%	\$1.55	\$131	371,414	265,447,869	8.1%
<b>MN, Minneapolis</b>	2.5%	\$1.68	\$176	277,232	209,492,681	7.4%
<b>United States Index</b>	4.1%	\$2.12	\$248	44,957,098	12,177,756,895	7.0%
<b>Canada Index</b>	1.5%	\$1.81 CAD	\$311 CAD	6,523,817	826,884,694	5.4%



MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
<b>MO, Kansas City*</b>	3.7%	\$1.54	\$171	405,446	134,066,712	7.8%
<b>MO, Saint Louis</b>	4.2%	\$1.47	\$145	168,244	178,798,634	8.4%
<b>NC, Charlotte</b>	3.1%	\$2.08	\$234	585,015	153,860,111	6.9%
<b>NC, Durham</b>	2.2%	\$2.07	\$245	222,626	31,052,385	8.4%
<b>NC, Raleigh</b>	2.5%	\$2.21	\$260	704,775	76,501,600	6.6%
<b>NE, Lincoln</b>	2.8%	\$1.22	\$138	17,618	22,419,402	7.7%
<b>NE, Omaha</b>	4.3%	\$1.47	\$160	277,119	66,548,974	7.7%
<b>NJ, Atlantic City</b>	4.3%	\$1.47	\$160	7,018	18,764,155	7.6%
<b>NJ, Northern New Jersey *</b>	4.1%	\$2.06	\$217	370,525	138,372,720	7.2%
<b>NJ, Trenton</b>	4.0%	\$1.89	\$190	21,033	22,431,079	8.0%
<b>NJ, Vineland</b>	4.2%	\$1.27	\$160	0	8,703,652	7.6%
<b>NV, Reno</b>	3.6%	\$1.88	\$230	9,800	28,219,250	7.1%
<b>NY, Long Island</b>	4.2%	\$2.96	\$339	207,667	157,706,965	6.4%
<b>NY, New York *</b>	3.9%	\$3.95	\$445	1,755,746	650,072,291	6.1%
<b>OH, Cincinnati</b>	5.0%	\$1.36	\$128	590,498	136,208,631	8.2%
<b>OH, Cleveland</b>	4.6%	\$1.29	\$110	398,601	146,804,077	8.5%
<b>OH, Columbus</b>	3.7%	\$1.66	\$159	395,512	125,512,898	8.0%
<b>ON, Toronto **</b>	1.3%	\$2.10	\$369	2,344,100	303,982,509	4.8%
<b>PA, Harrisburg</b>	4.6%	\$1.42	\$140	279,704	38,665,149	8.0%
<b>PA, Lehigh Valley *</b>	4.4%	\$1.41	\$142	40,000	51,530,774	9.0%
<b>PA, Philadelphia *</b>	4.2%	\$1.85	\$188	817,220	348,958,465	7.4%
<b>PA, Pittsburgh</b>	3.9%	\$1.39	\$142	127,515	159,513,941	7.7%
<b>SC, Charleston</b>	3.3%	\$2.15	\$267	117,492	49,624,298	6.5%
<b>SC, Greenville</b>	3.0%	\$1.54	\$175	57,518	64,750,559	7.1%
<b>SC, Spartanburg</b>	4.1%	\$1.23	\$127	28,330	26,146,535	8.5%
<b>TN, Nashville</b>	3.1%	\$2.37	\$268	757,966	125,135,699	6.3%
<b>TX, Austin</b>	3.1%	\$2.59	\$350	2,207,539	124,912,686	6.0%
<b>TX, Dallas-Fort Worth</b>	4.5%	\$2.04	\$274	4,757,756	475,823,367	6.6%
<b>TX, Houston</b>	5.1%	\$1.99	\$249	3,387,790	446,817,957	7.0%
<b>WA, Seattle</b>	3.5%	\$2.45	\$333	402,096	182,337,398	6.0%
<b>WI, Madison</b>	2.0%	\$1.44	\$150	27,450	43,497,738	7.6%
<b>United States Index</b>	4.1%	\$2.12	\$248	44,957,098	12,177,756,895	7.0%
<b>Canada Index</b>	1.5%	\$1.81 CAD	\$311 CAD	6,523,817	826,884,694	5.4%

\* 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)



### RETAIL MARKET OVERVIEW

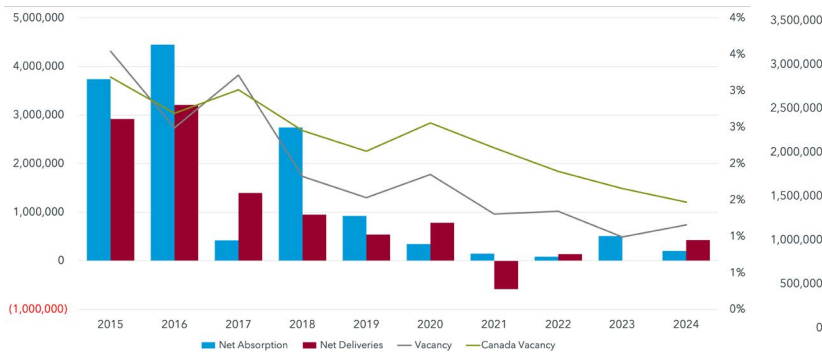
DERRICK GONZALES, *Director of Research*

Vancouver's downtown and suburban retail markets is still experiencing steady change. In downtown, national clothing retailer Roots leased 4,000 SF at 919 Robson Street while Arc'Teryx leased 6,430 SF in Root's former space at 1001 Robson Street. International chains continue to enter the Vancouver market as Paris Baguette, a South Korean bakery opened one of its two locations at 1150 Alberni Street in downtown Vancouver and 311 North Road in Coquitlam. Suburban redevelopment projects such Quadreal's and Westbank's Oakridge Place and Shape Properties' City of Lougheed continue to redevelop their respective shopping centres by incorporating high density residential units and integrating an experiential retail component with a mix of tenancy types and uses.

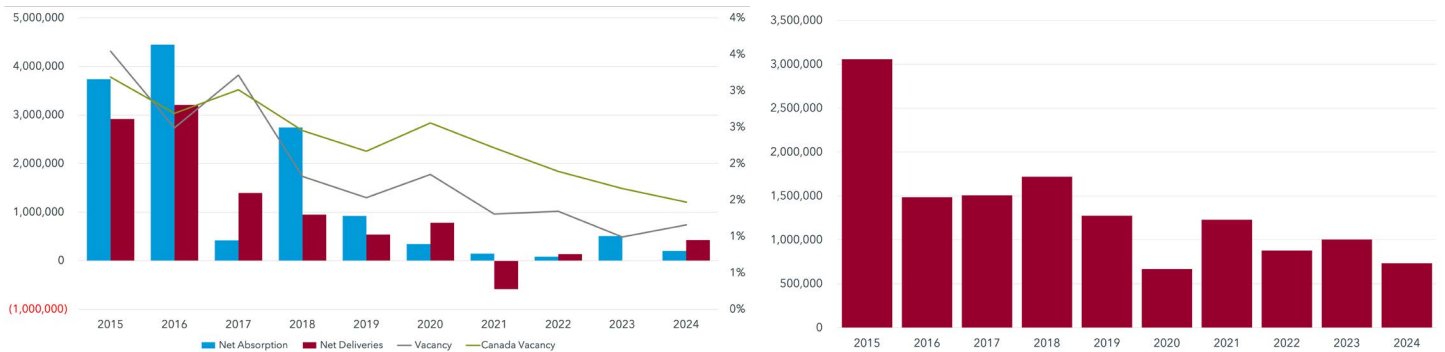
MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	203,137	261,281	217,426	234,900	507,739
▲ Vacancy Rate	1.2%	1.1%	1.1%	1.1%	1.0%
▲ Avg NNN Asking Rate PSF	\$37.86	\$37.58	\$37.29	\$36.84	\$36.57
▲ Sale Price PSF	\$711	\$703	\$698	\$688	\$692
◀▶ Cap Rate	4.4%	4.4%	4.4%	4.5%	4.4%
▼ Under Construction SF	733,507	755,522	871,971	962,187	1,003,153
▲ Inventory SF	132,599,030	132,626,937	132,354,829	132,224,080	132,173,066

\*All numbers shown are in Canadian dollars (CAD)

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
33735 & 33739 Essendene Ave. & 2615 Montrose Ave., Abbotsford, BC	18,262 SF	\$7,860,000 \$430.00 PSF	1473816 B.C. Ltd. 1312585 B.C. Ltd.	Multi-Tenant
8280 Landsdowne Road Richmond, BC	13,980 SF	\$7,640,000 \$546.00 PSF	1478361 B.C. Ltd. Mo Yeung Properties Ltd.	Single Tenant
1589 George Street White Rock, BC	8,083 SF	\$6,000,000 \$742.00 PSF	Gill Professional Management, Inc. 1588 Holdings Ltd.	Single Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
9855 Austin Road Coquitlam, BC	36,000 SF	Shape Properties	Inclusive Place of Pickleball (IPOP)	Sports and Recreation
206 & 208 Esplanade West North Vancouver, BC	4,005 SF	First Canada Asset Management LP	Pet Valu	Pet Food
919 Robson Street Vancouver, BC	4,000 SF	QuadReal Property Group	Roots	Apparel



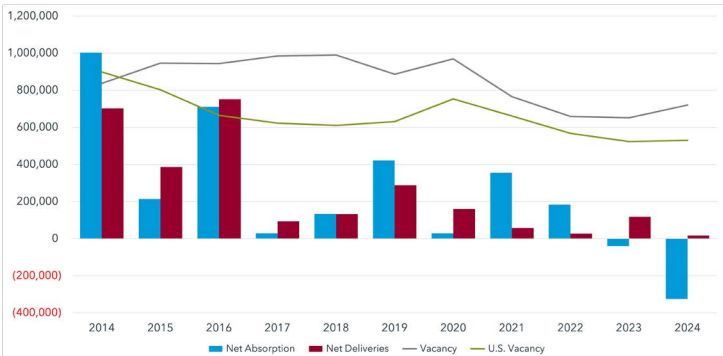
### RETAIL MARKET OVERVIEW

AMANDA BROCK, VP Retail Properties

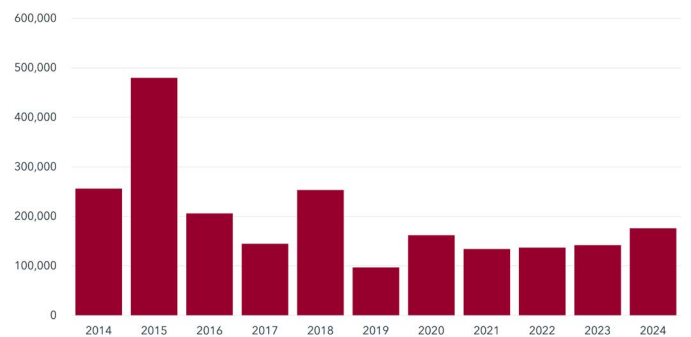
Bakersfield's retail sector has seen limited growth, with availability at 4.9%, slightly above the national average. Negative net absorption of -310KSF over the past year has pressured availability, while rents average \$19.80/SF, below the \$25.00/SF national figure but up 2.1% due to limited construction. Development remains modest, with 180KSF underway, expanding inventory by just 0.5%, and most projects are build-to-suit, with only 6.6% available for lease. Availability is expected to rise through mid-2024, with rent growth slowing before stabilizing. In the past year, 120 properties sold for \$119M, with cap rates increasing to the high 6% to low 7% range. Further value erosion and rising cap rates are anticipated into 2024.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(324,922)	(443,000)	(224,000)	8,177	(40,300)
▼ Vacancy Rate	4.90%	4.98%	4.70%	4.20%	4.60%
▲ Avg NNN Asking Rate PSF	\$19.80	\$19.71	\$19.50	\$19.42	\$19.40
◀ ▶ Sale Price PSF	\$219	\$219	\$219	\$217	\$216
▲ Cap Rate	6.70%	6.69%	6.68%	6.68%	6.67%
▲ Under Construction SF	176,175	162,475	164,975	140,000	155,165
▲ Inventory SF	35,574,080	35,344,331	35,300,000	33,779,830	33,459,546

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
14600 CA-178 Lake Isabella, CA	4,073 SF	\$2,100,000 \$515.59 PSF	Hussam Hanna Elias Deeb	Single Tenant
2100 Panama Lane Bakersfield, CA	4,543 SF	\$1,765,000 \$388.51 PSF	Sam Abed Andrew J. Cesare	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
324 Bernard Street Bakersfield, CA	4,800 SF	Sarullo Dora	Bakersfield Thrift Store	Retail
1201B 24th Street Bakersfield, CA	4,000 SF	Brent Cruz	Bakersfield Elite Martial Arts	Sports & Recreation
3631 California Avenue Bakersfield, CA	3,443 SF	David L. Wick	Wow Brows Studio	Beauty



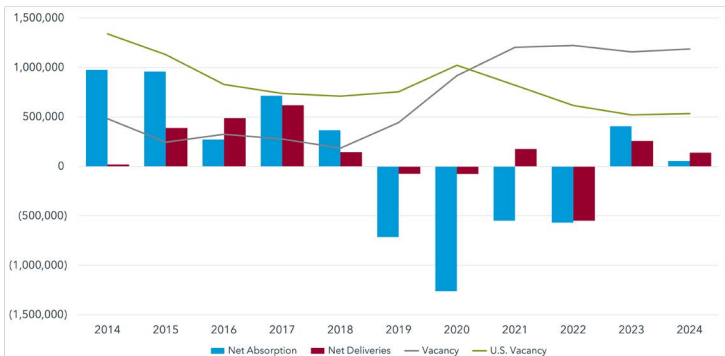
### RETAIL MARKET OVERVIEW

JESSICA MAUSER, *President*

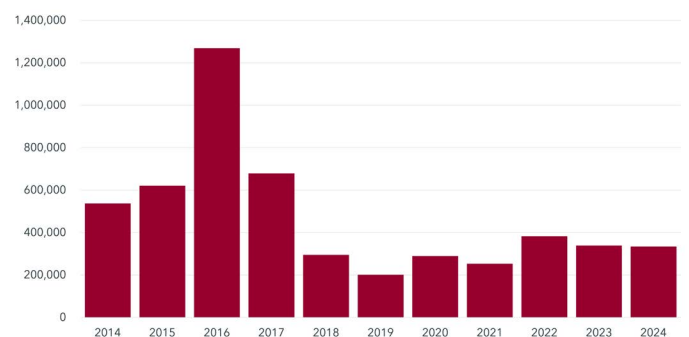
The East Bay retail commercial real estate market faced mixed conditions over the past year. While vacancy rates showed minor fluctuations, there was a noticeable rise in available space mid-year, reflecting softening demand. Asking rents demonstrated resilience as vacancy again fell in Q4, indicating landlords' and tenant confidence. Sales prices and cap rates remained stable, ticking into the 6's suggesting sustained investor interest. However, sale transaction volume fell considerably, with a 67% change year over year. Overall, the market navigated a period of adjustment, balancing evolving tenant needs with broader economic uncertainties.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	55,523	(313,536)	(508,497)	(154,894)	407,258
▼ Vacancy Rate	5.4%	5.7%	5.9%	5.6%	5.3%
▼ Avg NNN Asking Rate PSF	\$31.87	\$32.65	\$32.78	\$32.87	\$32.62
▼ Sale Price PSF	\$337	\$339	\$337	\$339	\$339
◀▶ Cap Rate	5.7%	5.7%	5.7%	5.7%	5.6%
◀▶ Under Construction SF	334,186	334,186	172,504	331,909	339,052
◀▶ Inventory SF	125,338,438	125,338,438	125,338,438	125,195,337	125,200,452

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2455 Sand Creek Road Brentwood, CA	359,000 SF	\$79,450,000 \$221.00 PSF	CenterCal Properties JV Heitman Fairbourne Properties	Multi-Tenant
2550 San Ramon Valley Boulevard San Ramon, CA	23,177 SF	\$9,000,000 \$388.00 PSF	TownCentre Capital 86th Street & Ditch Road LP	Multi-Tenant
3658 Capitol Avenue Fremont, CA	21,100 SF	\$12,600,000 \$597.00 PSF	Atkar Family Trust SARES-REGIS Group JVTMG Ptnrs	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2810-2858 Ygnacio Valley Road Walnut Creek, CA	28,515 SF	TRC Retail	Undisclosed	Undisclosed
39124-39210 Fremont Hub Fremont, CA	25,000 SF	Kimco Realty Corporation	AutoZone	Automotive Parts and Accessories Retailer
6513 Regional Street Dublin, CA	11,739 SF	Phillip L. Chin & Marina	Sana Market and Bakery	Services





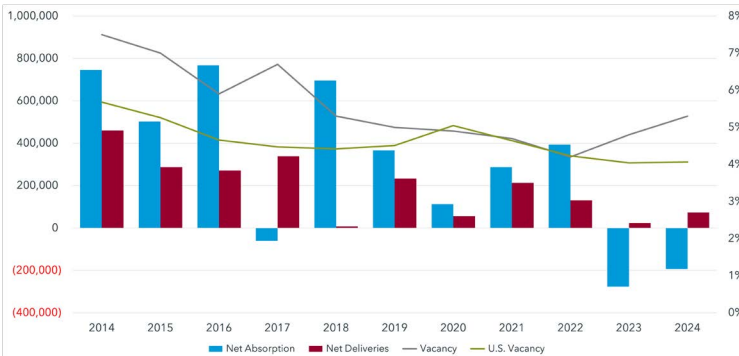
### RETAIL MARKET OVERVIEW

AMANDA BROCK, VP Retail Properties

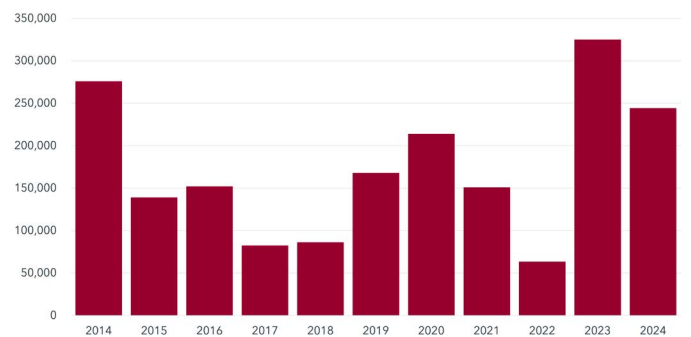
Fresno's retail market has seen a steady rise in availability, reaching 5.7%, approximately 100 bps above the national average. Construction remains limited, with just 240KSF across two projects, 83% of which are pre-leased. Low construction activity has supported solid rent growth of 2.2% over the past year, bringing average rents to \$19.40/SF, well below the national average of \$25.00/SF. Sales activity has slowed, with \$127 million recorded over 120 transactions in the past year, falling short of the three-year average of \$220 million. We anticipate improved pricing and increased transaction velocity in 2025, driven by potentially lower interest rates and renewed seller incentives.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(193,762)	(90,872)	(75,900)	(413,885)	(276,396)
▲ Vacancy Rate	5.3%	5.0%	4.8%	4.8%	4.8%
▲ Avg NNN Asking Rate PSF	\$19.36	\$19.29	\$19.04	\$18.92	\$18.83
▼ Sale Price PSF	\$203	\$205	\$206	\$204	\$203
▲ Cap Rate	7.06%	6.97%	6.94%	6.94%	6.93%
◀ ▶ Under Construction SF	244,229	244,229	264,698	323,000	325,000
▲ Inventory SF	49,364,285	49,361,846	49,322,698	49,300,000	49,300,000

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
3351 W. Shaw Avenue Fresno, CA	43,310 SF	\$6,008,000 \$138.72 PSF	Undisclosed Sapraj, Inc.	Single-Tenant
5705 N. Blackstone Avenue Fresno, CA	38,000 SF	\$2,800,000 \$73.68 PSF	5705 Blackstone LLC Dunn Dev Co of Fresno LLC	Single-Tenant
295 N. Clovis Avenue Clovis, CA	6,480 SF	\$2,635,000 \$406.64 PSF	Joah Investments, Inc. Percy Family Farms LLC	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Eastgate Shopping Center Fresno, CA	26,948 SF	Paynter Realty & Investments	Burlington	Retail
2841 Tulare Street Fresno, CA	5,739 SF	Roman Catholic Bishop of Fresno	Undisclosed	Undisclosed
Wherehouse Plaza Clovis, CA	5,034 SF	Quattro Development	Undisclosed	Undisclosed



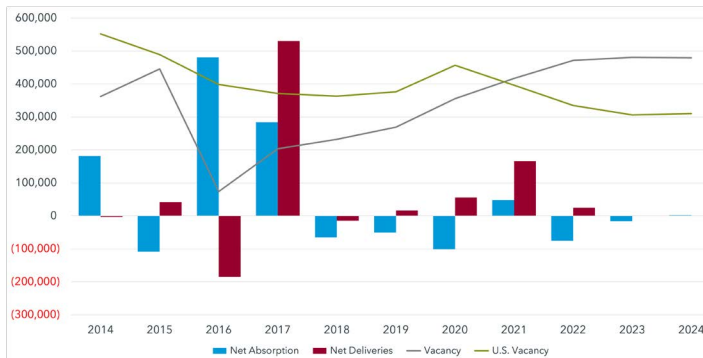
### RETAIL MARKET OVERVIEW

JODI SHOEMAKE, *Founding Principal*

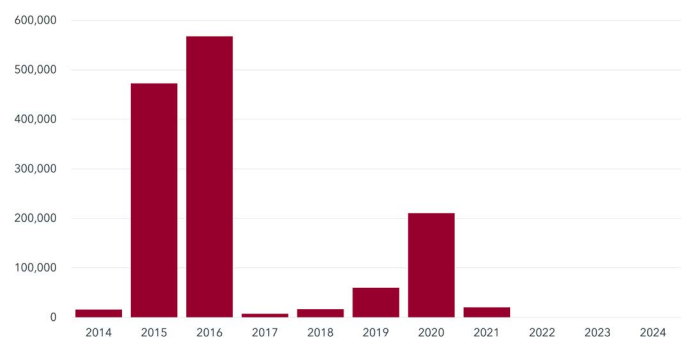
The Tri-Cities submarket of Los Angeles finished the Q4 2024 with positive net absorption. Market rents continue to increase, up \$1.75 SF on an annual basis from Q4 2023. While the LA retail market at the end of 2024 showed recovery signs, it remained in a state of flux, influenced by shifting consumer preferences, the continued rise of e-commerce, and the need for retailers to innovate and adapt. High-demand, luxury locations in Beverly Hills, West Hollywood, South Bay and Pasadena saw more stability, but traditional retail spaces face ongoing challenges.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	59,162	(13,019)	(17,212)	24,254	(55,643)
▲ Vacancy Rate	5.2%	4.4%	5.1%	3.1%	3.6%
▲ Avg NNN Asking Rate PSF	\$38.41	\$37.51	\$37.04	\$36.36	\$36.66
▼ Sale Price PSF	\$550	\$658	\$445	\$600	\$591
▲ Cap Rate	6.50%	4.31%	2.76%	4.59%	5.80%
◀ ▶ Under Construction SF	0	0	0	0	0
▲ Inventory SF	27,152,141	26,918,618	26,911,744	26,768,252	26,795,323

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
4123 W. Olive Avenue Burbank, CA	10,979 SF	\$6,300,000 \$573.82 PSF	Scott Alan Bobbitt Positive Investments, Inc.	Single-Tenant
145 S. San Fernando Boulevard Burbank, CA	9,792 SF	\$4,700,000 \$478.45 PSF	Verdugo King LLC Fertitta Enterprises, Inc.	Single-Tenant
2575 N. Hollywood Way Burbank, CA	10,345 SF	\$5,600,000 \$541.32 PSF	Robert Patrick Wise Fourchen LLC	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
38-46 E. Colorado Boulevard Pasadena, CA	6,505 SF	Nubar Aroyan	Undisclosed	Restaurant
161 W. Colorado Boulevard Pasadena, CA	5,400 SF	Elizabeth H. Lim	Kohler	Home Improvement
3500 W. Olive Avenue Burbank, CA	9,865 SF	Worthe Real Estate Group	Capital Grill Holdings	Restaurant



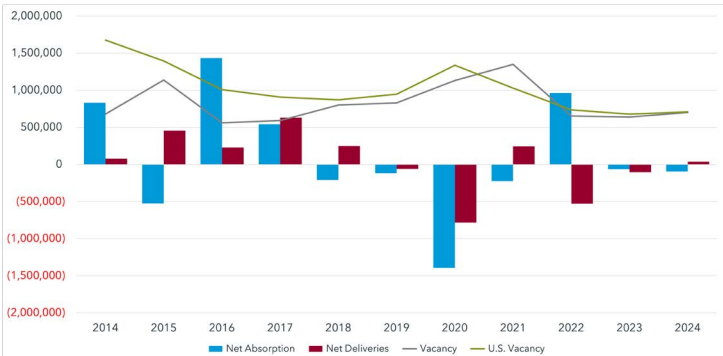
### RETAIL MARKET OVERVIEW

VICTOR AQUILINA, *Principal*

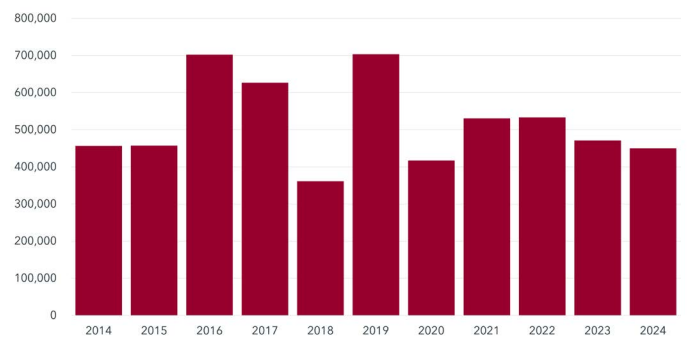
The San Diego retail market ends 2024 on a high note. Vacancy rate holds firm at 4%, down 0.30% from Q1, 2024. Retail spaces are leasing 30% faster in 2024 than they did between 2015-2019. Rents have increased 2.1% year over year compared to the long term average of 2%. Sale price per square foot have also seen an increase of 2%. Looking forward, the retail sector is stable for the foreseeable future.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	(93,952)	(130,571)	(25,776)	(123,576)	(62,859)
▼ Vacancy Rate	4.0%	4.2%	4.3%	4.3%	4.0%
▲ Avg NNN Asking Rate PSF	\$3.01	\$3.00	\$3.00	\$2.97	\$2.94
▼ Sale Price PSF	\$403	\$404	\$402	\$399	\$399
◀▶ Cap Rate	5.6%	5.6%	5.6%	5.6%	5.6%
▼ Under Construction SF	449,913	454,716	434,201	432,082	471,134
▲ Inventory SF	140,427,049	140,416,482	140,389,262	140,388,920	140,390,289

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
155 Camino De La Reina San Diego, CA	185,051 SF	\$18,000,000 \$97.27 PSF	1555 Camino LLC Macys Primary Real Estate, Inc.	Multi-Tenant
437 S Highway 101 Solana Beach, CA	55,580 SF	\$32,125,000 \$578.00 PSF	Solana Beach Run LLC GRE Beachwalk LLC	Multi-Tenant
816-820 Paseo Del Rey Chula Vista, CA	42,417 SF	\$9,150,000 \$215.72 PSF	Agree Central LLC Macdonald Family Trust	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
10765 Camino Ruiz San Diego, CA	17,028 SF	Mesa Centers	Undisclosed	Undisclosed
8694-8734 Lake Murray Boulevard San Diego, CA	16,123 SF	First Washington Realty	Dollar Tree	Discount Store
4516 Mission Boulevard San Diego, CA	11,000 SF	Marla K. Hicks	Urban Outfitters	Clothing Store



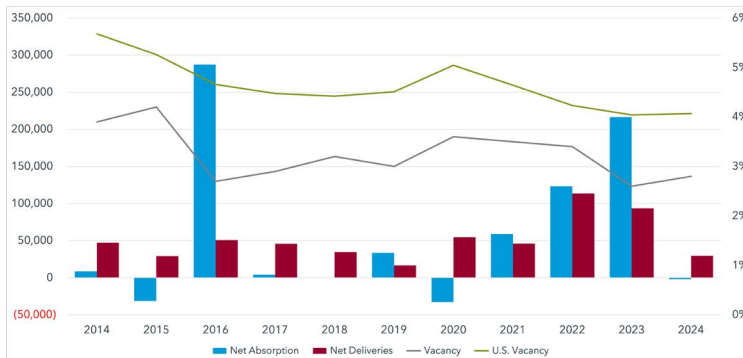
### RETAIL MARKET OVERVIEW

JEFF ALLEN, *Senior Associate*

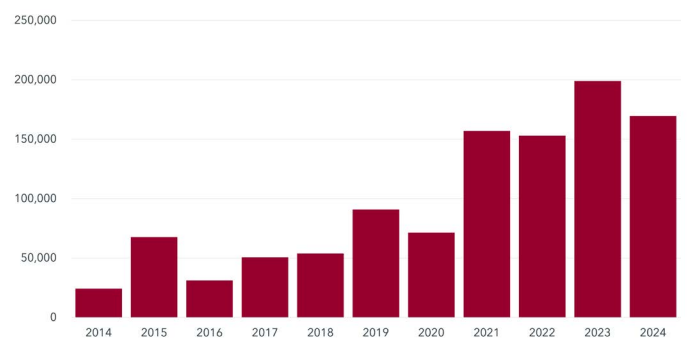
The San Luis Obispo retail market saw single-tenant availability fall below 3% at the end of 2024. Multi-tenant availability ended 2024 at 5%. The overall 3.7% availability rate shifted marginally and is at a 10 year low. Of the 7 projects under construction, totaling 170KSF, 92% is pre-leased. Sales volume peaked above \$80 million in mid-2022, and only three quarters since then have exceeded \$20 million in volume, including 24Q4. Last year, sale volume touched \$81.0 million. The 10-year running average is \$100 million. Often a target for private investors and 1031 Exchanges, retail cap rates ranged from 5.5% to 7% in 2024.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(1,927)	11,860	(16,102)	24,782	216,630
▼ Vacancy Rate	2.80%	3.03%	3.1%	3.0%	2.6%
▲ Avg NNN Asking Rate PSF	\$28.22	\$27.95	\$27.86	\$27.71	\$27.55
▲ Sale Price PSF	\$310	\$306	\$305	\$304	\$303
▼ Cap Rate	6.14%	6.16%	6.15%	6.13%	6.12%
▲ Under Construction SF	169,534	164,834	201,000	201,000	199,000
◀ ▶ Inventory SF	15,678,912	-	15,569,987	15,569,987	15,567,867

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
120 Tank Farm Road San Luis Obispo, CA	19,067 SF	\$6,650,000 \$348.77 PSF	Krissa Fernandes Braden Farms	Single-Tenant
733 Marsh Street San Luis Obispo, CA	14,480 SF	\$6,902,893 \$476.72 PSF	Jerry & Suzanne Rava Family LLC Nicholas J. Tompkins	Multi-Tenant
751 Marsh Street San Luis Obispo, CA	8,099 SF	\$5,097,107 \$629.35 PSF	Jerry & Suzanne Rava Family LLC Nicholas J. Tompkins	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
901 Rancho Parkway Arroyo Grande, CA	9,400 SF	Investec Real Estate Compnies	Undisclosed	Undisclosed
1121 Broad Street San Luis Obispo, CA	3,769 SF	David C. Holland	Undisclosed	Undisclosed
761 Dolliver Street Pismo Beach, CA	2,840 SF	Koch Real Estate LLC	Undisclosed	Undisclosed





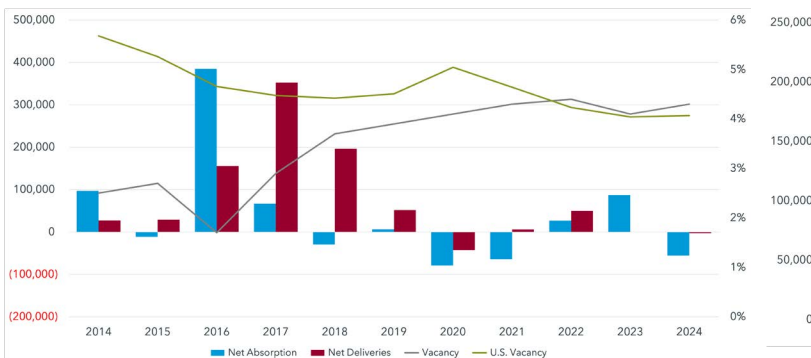
### RETAIL MARKET OVERVIEW

STEPHEN LEIDER, *Broker Associate*

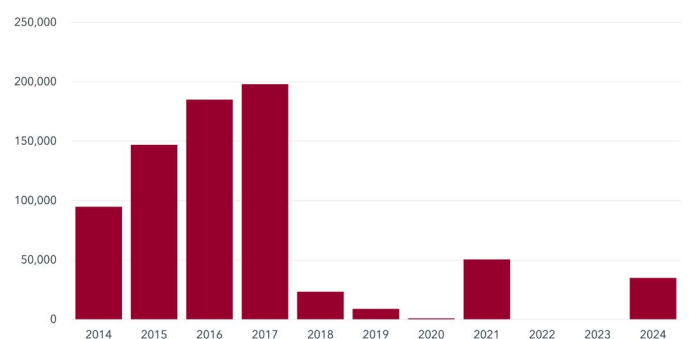
The availability rate rose to 3.3% in Q4 2024, up from 2.9% a year ago, driven by the 55,000 SF former Sears at Santa Maria Town Center becoming available. Multitenant availability remains near historic lows at 4%. Limited space continues to constrain leasing, keeping volume below pre-pandemic levels. Development remains minimal, with only 35,000 SF under construction. Rents grew 2.2% YOY and 15.9% over five years, with growth expected to moderate but stay above long-term benchmarks. In 2024, sales volume halved from its \$140M peak in 2021. The market recorded 52 transactions, averaging \$295 PSF and a 5.7% cap rate, with private investors dominating two-thirds of activity, focusing on smaller 8KSF assets.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(55,590)	(9,174)	86,004	67,867	87,313
▲ Vacancy Rate	4.30%	4.23%	4.0%	4.1%	4.1%
▲ Avg NNN Asking Rate PSF	\$31.05	\$30.86	\$30.61	\$30.39	\$30.25
▼ Sale Price PSF	\$341	\$346	\$346	\$343	\$342
▲ Cap Rate	6.37%	6.30%	6.28%	6.27%	6.25%
◀ ▶ Under Construction SF	35,000	35,000	-	-	-
▲ Inventory SF	25,132,763	25,095,254	25,081,166	25,081,166	25,083,838

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1627 N. Broadway Santa Maria, CA	13,383 SF	\$3,500,000 \$261.53 PSF	Yousif K. Hussein Robert R. Orellana	Single-Tenant
3890 La Cumbre Plaza Lane Santa Barbara, CA	11,500 SF	\$6,375,000 \$554.35 PSF	Olive Oil and Gas LP Kazuko-San ID LLC	Multi-Tenant
2376 S. Broadway Santa Maria, CA	3,100 SF	\$4,800,000 \$1,548.39 PSF	Mike Clauss Stewart Restaurant Group	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Santa Maria Shopping Center Santa Maria, CA	25,707 SF	Mideb Nominees, Inc.	Burlington	Department Stores
6583 Pardall Road Goleta, CA	3,542 SF	Babai Properties	Undisclosed	Restaurant
550 E. Betteravia Road, Bldg. C Santa Maria, CA	3,510 SF	Murray Family Revocable Trust	Undisclosed	Undisclosed



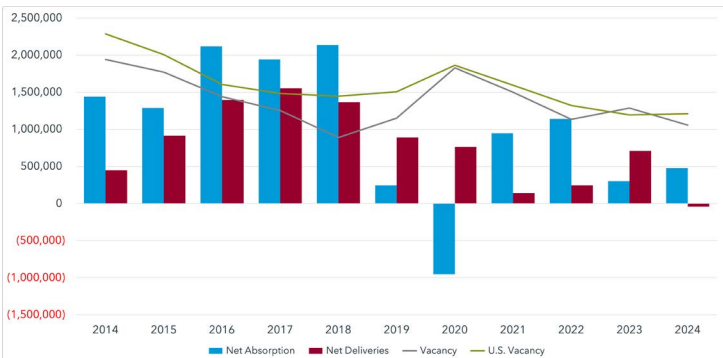
### RETAIL MARKET OVERVIEW

RAY ROSADO, CCIM, *Principal*

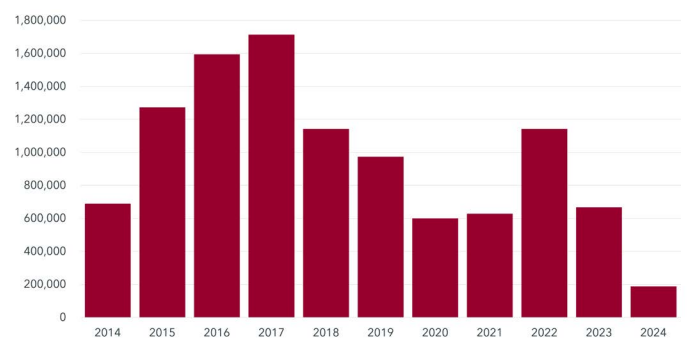
Denver's retail market starts 2025 featuring record-low availability rates of 4.7% and a vacancy rate of 3.9%. Rent growth is a modest 2.7%, with Cherry Creek standing out at \$46.50 PSF. Leasing activity is driven by national chains, experiential tenants, and ground-floor retail in mixed-use developments. Construction remains limited, with just 0.1% of inventory under development, focusing on build-to-suits and redevelopment projects. Annual sales volume reached \$1.1 billion, primarily from private investors targeting deals under \$5 million. Despite economic challenges like high-interest rates and slower job growth, Denver's population growth and strong consumer base support market resilience. The market outlook predicts continued tight conditions through 2025 due to minimal new supply and positive demand.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	437,872	351,000	608,994	153,171	691,973
▲ Vacancy Rate	3.9%	3.8%	3.9%	3.90%	3.90%
▲ Avg NNN Asking Rate PSF	\$26.30	\$25.95	\$25.63	\$25.40	\$25.56
▼ Sale Price PSF	\$275	\$277	\$323.00	\$177	\$276.00
▲ Cap Rate	6.4%	6.3%	6.05%	6.16%	6.35%
▼ Under Construction SF	188,340	302,000	317,321	331,063	380,555
▲ Inventory SF	166,813,256	166,099,772	166,213,343	165,093,431	165,047,576

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
10351-10355 Federal Boulevard Westminster, CO	95,408 SF	\$19,350,000 \$202.81 PSF	Northpark Station LLC Northpark Retail Center	Multi-Tenant
3633 Walden Circle Aurora, CO	87,363 SF	\$14,650,000 \$167.69 PSF	SmartStop Self Storage Guardian Storage	Single-Tenant
7240 W 56th Avenue Arvada, CO	15,245 SF	\$9,900,000 \$649.00 PSF	SITE Centers Trammell Crow Co.	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6801 S. University Avenue Centennial, CO	48,296 SF	Alberta Development Co.	Undisclosed	Undisclosed
13608-13698 E. Alameda Avenue Aurora, CO	12,600 SF	Arileus Capital	Colorado Pro Gym	Fitness
239 Detroit Street Denver, CO	12,300 SF	Stillwater Capital Investments	Undisclosed	Undisclosed



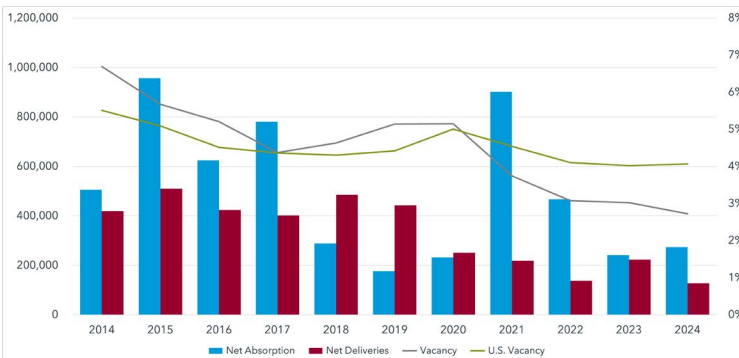
### RETAIL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

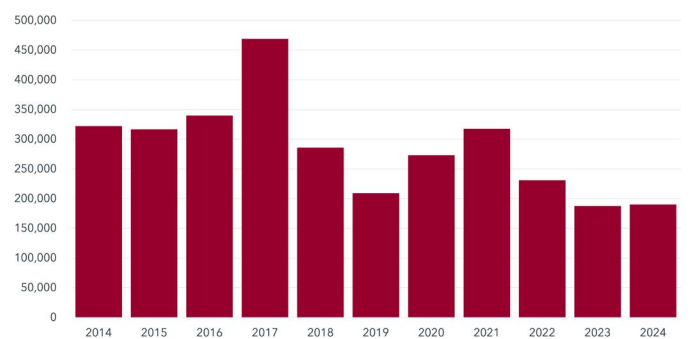
The retail trade sector lost 400 jobs in the fourth quarter, registering a -0.9% year-over-year (YOY) decrease in employment. Annual market rent growth slowed by 3.5% to end the year at an average of \$22.17 per square foot NNN. Overall market vacancy remained tight at year-end at 2.7%. Retail demand and leasing activity was solid in 2024. New construction deliveries decreased 41% YOY. One of the largest deliveries of the year was The Shoppes at Verdana Village, a Publix-anchored neighborhood center in Estero by WMG Development.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	273,410	329,290	354,560	259,275	241,725
▼ Vacancy Rate	2.7%	2.8%	2.8%	3.0%	3.0%
▲ Avg NNN Asking Rate PSF	\$22.17	\$22.07	\$21.87	\$21.67	\$21.43
▲ Sale Price PSF	\$251	\$241	\$241	\$238	
▼ Cap Rate	6.46%	6.64%	6.62%	6.63%	6.62%
▲ Under Construction SF	190,168	186,056	206,056	207,067	187,491
▲ Inventory SF	49,895,496	49,890,884	49,875,145	49,803,279	49,767,833

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
3230-3268 Forum Boulevard Fort Myers, FL	185,813 SF	\$41,370,000 \$223.00 PSF	InvenTrust Properties Corp. Farallon Cap Mgmt/Raider Hill Adv.	Multi-Tenant
12125-12215 S. Cleveland Avenue Fort Myers, FL	20,000 SF	\$4,800,000 \$240.00 PSF	David Crowther Mark Turnbull	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
16133 S. Tamiami Trail Fort Myers, FL	14,000 SF	Waltco Ent, Inc./Happy Times Real Property	Matt's Custom Golf Carts	Golf Cart Sales & Maintenance
5100 S. Cleveland Avenue Fort Myers, FL	13,500 SF	Status Capital	Undisclosed	Medical
1334 Homestead Road N. Lehigh Acres, FL	11,024 SF	Homestead Plaza Group LLC	Smash Fitness	Health & Fitness Center



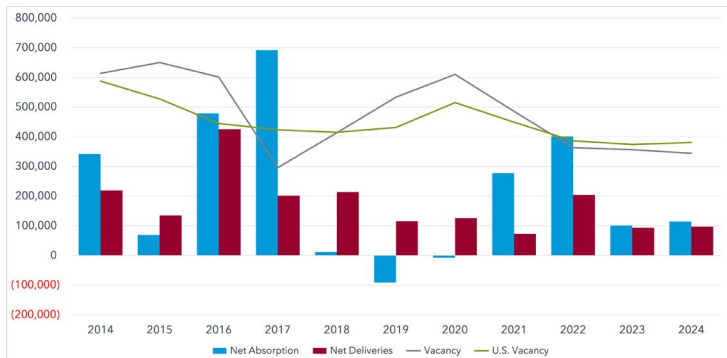
### RETAIL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

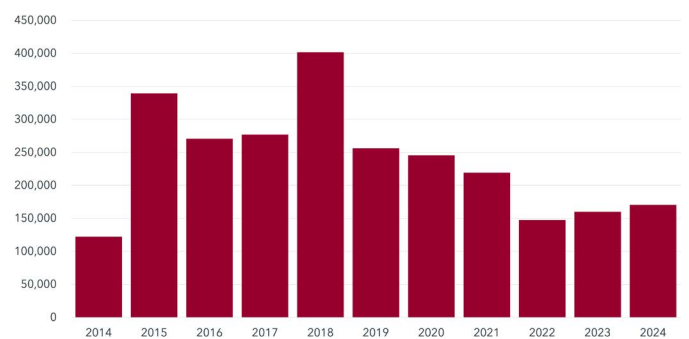
Overall, new leasing activity in the Naples market declined by half at year-end. The retail trade sector did not add any new jobs over the past 12 months and remained unchanged. Three of the seven submarkets in Collier County saw YOY declines in average NNN asking rent. The largest decrease in asking rent was in the Lely submarket where vacancy increased 110 basis points to 4.6%. Demand was the strongest in the East Naples submarket, where year-over-year net absorption improved totaling 25,018 square feet. The largest shopping center lease in 2024 was 20,194 sf to Ace Hardware at Marketplace at Pelican Bay in North Naples.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	114,503	134,282	107,690	51,181	100,696
▲ Vacancy Rate	3.8%	3.6%	3.5%	3.9%	3.9%
▲ Avg NNN Asking Rate PSF	\$29.68	\$29.52	\$29.28	\$29.01	\$28.71
▲ Sale Price PSF	\$347	\$344	\$336	\$332	\$329
▼ Cap Rate	5.64%	5.65%	5.70%	5.71%	5.71%
▼ Under Construction SF	170,521	201,238	118,325	152,543	160,022
▲ Inventory SF	24,371,147	24,325,331	24,303,051	24,286,133	24,273,874

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
7385 Radio Road Naples, FL	11,496 SF	\$5,200,000 \$452.00 PSF	L & A Reatly Co. Dixie A. Whatley Living Trust	Multi-Tenant
2205 Davis Boulevard Naples, FL	6,098 SF	\$7,000,000 \$1,148.00 PSF	Christopher J. Bower Living Trust Fracis A. Oakes	Single-Tenant
5475 Airport Pulling Road, N Naples, FL	4,780 SF	\$3,604,000 \$754.00 PSF	Naples Airport Road LLC 4227 Property LLC	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8787-8811 Tamiami Trail N. Naples, FL	20,194 SF	Musca Properties	Ace Hardware	Hardware Retailer
701 Bald Eagle Drive Marco Island, FL	7,670 SF	Stephen J. Lockwood	Cav's Kitchen & Cocktails	Restaurant
110 9th Street, S Naples, FL	6,308 SF	The Smith Group	Judith Liegeois Designs	Interior Design





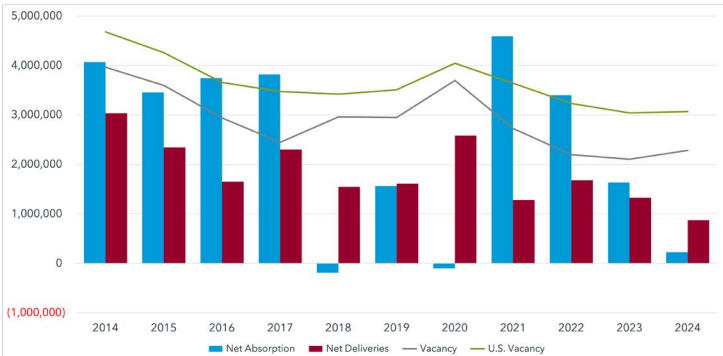
### RETAIL MARKET OVERVIEW

STEPHEN DEMEO, *Principal*

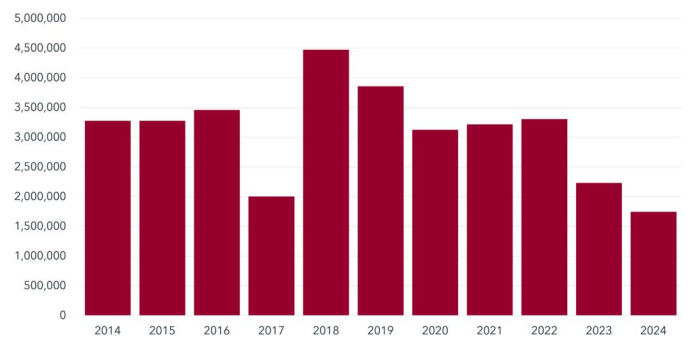
South Florida's Retail market continues to exhibit robust performance as spending remains elevated relative to pre-pandemic levels, and although relatively muted, real consumption growth has returned in Q4 due to high consumer demands during the Holiday seasons. The Tri-County region has maintained vacancy rates below 4% for 11 consecutive quarters, with a current rate of approximately 3.28%. Net absorption has declined, while the average asking rents have remained relatively flat. New retail space will likely come to market in small doses, so prospective tenants may have limited options in sought-after locations. Overall, the South Florida retail market demonstrates resilience, characterized by low vacancy rates, increasing rental rates, and sustained high investor interest, despite broader economic fluctuations.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	226,336	466,848	732,564	1,791,043	1,632,870
▲ Vacancy Rate	3.2%	3.1%	3.1%	3.0%	3.0%
▼ Avg NNN Asking Rate PSF	\$36.73	\$36.99	\$36.78	\$35.85	\$36.07
▲ Sale Price PSF	\$394	\$311	\$390	\$354	\$389
▼ Cap Rate	5.61%	6.12%	5.75%	5.51%	5.94%
▼ Under Construction SF	1,745,433	1,945,979	1,922,593	1,738,382	2,229,560
▲ Inventory SF	345,094,306	344,877,260	344,748,847	344,640,387	344,220,675

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
3301 Coral Way Miami, FL	246,000 SF	\$62,000,000 \$252.03 PSF	IMC Equity Group Heitman	Multi-Tenant
8000 W. Broward Boulevard Plantation, FL	204,091 SF	\$28,000,000 \$137.19 PSF	Midtown Group, Inc. Seritage Growth Properties	Multi-Tenant
2905-3081 SW 160th Avenue Miramar, FL	103,339 SF	\$30,387,363 \$294.06 PSF	RK Centers Stockbridge Capital Group LLC	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1701-1797 N. Congress Boynton Beach, FL	40,000 SF	Roberts Equities LLC	Undisclosed	Undisclosed
15301 SW 127th Avenue Miami, FL	25,000 SF	Ram Realty	HomeGoods	Home Furnishings
11210-11300 Pines Boulevard Miramar, FL	24,000 SF	Milbrook Properties Ltd.	Sky Zone	Entertainment



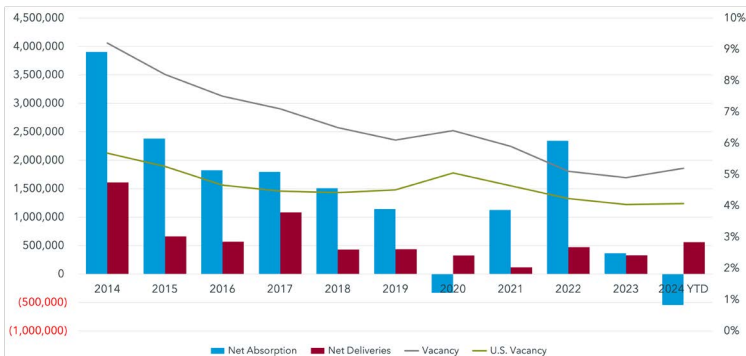
### RETAIL MARKET OVERVIEW

KATE HUNT, Senior Research Analyst

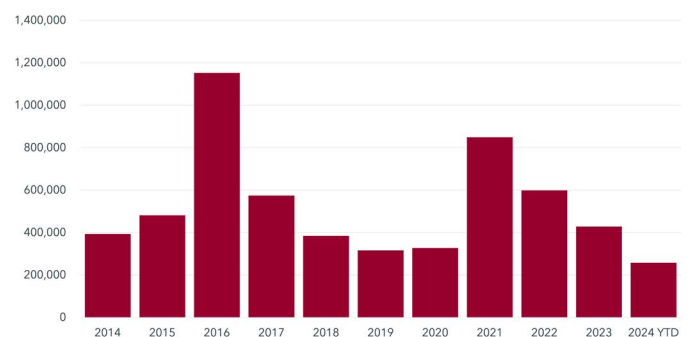
Atlanta's retail market in Q4 2024 showed resilience despite challenges, with average asking rents rising to \$19.84 PSF—a notable year-over-year increase that highlights ongoing demand for well-positioned assets. While 12-month net absorption registered at -545,578 SF, vacancy rates remained stable at 5.2%, just slightly above the 4.9% from Q4 2023. Investor interest persisted, with sales prices climbing to \$179 PSF, reflecting confidence in the market's long-term potential. Though the under-construction pipeline tightened to 257,837 SF, the expansion of total inventory to over 200 million SF signals steady growth and opportunity for future activity.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(545,578)	(328,976)	389,612	512,822	365,575
▼ Vacancy Rate	5.2%	5.3%	5.1%	5.0%	4.9%
▲ Avg NNN Asking Rate PSF	\$19.84	\$18.20	\$18.47	\$18.17	\$18.38
▲ Sale Price PSF	\$179	\$177	\$175	\$172	\$170
▲ Cap Rate	7.32	6.955	7.363	6.688	7.128
▼ Under Construction SF	257,837	366,692	288,392	230,631	428,237
▲ Inventory SF	200,427,882	189,218,695	186,275,636	186,480,443	185,881,047

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
4135 Lavista Road Tucker, GA	82,578 SF	\$17,300,000 \$209.50 PSF	Greenberg Gibbons Barnhart Commercial Management	Multi-Tenant
952 Harbins Road* Dacula, GA	62,387 SF	\$21,420,787 \$343.35 PSF	Aragon Equities LLC Watkins Real Estate Group, Inc.	Multi-Tenant
7300 North Point Parkway Alpharetta, GA	56,946 SF	\$19,000,000 \$333.65 PSF	Coro Realty Advisors LLC Mimms Enterprises	Multi-Tenant

\*Part of Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2070 Anvil Block Road Forest Park, GA	184,600 SF	TA Realty	Kroger	Grocery
1485-1527 Highway 138 Conyers, GA	55,363 SF	Wheeler Real Estate Investment Trust, Inc.	Hobby Lobby	Hobbies, Toys & Games
102-180 Market Square Cartersville, GA	52,571 SF	Mimms Enterprises	Hobby Lobby	Hobbies, Toys & Games



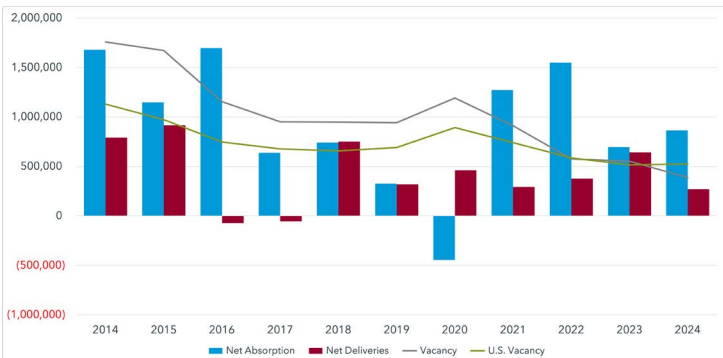
### RETAIL MARKET OVERVIEW

HUNTER SEABAUGH, *Senior Associate*

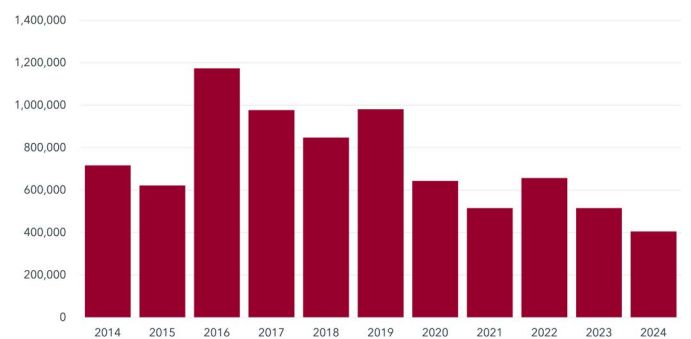
In Q4 2024, Kansas City's retail market showed continued recovery, with strong leasing activity in prime areas like downtown, Crossroads, and suburban locations such as Overland Park. Foot traffic rebounded, and retailers focused on experiential shopping to attract customers. Vacancy rates remained high in older malls, which are being repositioned for mixed-use or entertainment purposes. E-commerce integration grew with omnichannel retail models, and consumers increasingly supported local businesses. Economic pressures like inflation, supply chain issues, and labor shortages impacted operations. Retail developments emphasized sustainability and technology to meet evolving consumer demands and enhance shopping experiences.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	1,143,535	855,842	1,077,818	695,289	745,174
▼ Vacancy Rate	3.8%	3.9%	3.9%	4.1%	3.73%
▲ Avg NNN Asking Rate PSF	\$18.19	\$17.87	\$17.77	\$17.68	\$18.54
▲ Sale Price PSF	\$170	\$168	\$167	\$166	\$171.00
◀▶ Cap Rate	7.4%	7.4%	7.4%	7.3%	7.88%
▼ Under Construction SF	307,633	353,374	382,604	515,358	405,000
▲ Inventory SF	134,171,665	134,140,385	134,096,193	133,910,486	134,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
11123 W. 95th Street Overland Park, KS	557,578 SF	Call Hunter (913) 484-3453	CBL Properties Nuveen	Multi-Tenant
400 NW Barry Road Kansas City, MO	244,000 SF	Call Hunter (913) 484-3453	IAS Partners Macy's	Single-Tenant
14121-14221 E. US Highway 40 Kansas City, MO	204,233 SF	\$7,435,636 \$36.41 PSF	TALA 2100 K&H Hawthorne	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7101 Stewart Road Pleasant Valley, MO	79,061 SF	New TKG Stagemart	Storage Mart	Storage
7000 W. 75th Street Overland Park, KS	59,960 SF	Four D Company	Price Chopper	Soft Goods
12035 Metcalf Avenue Overland Park, KS	50,028 SF	The RH Johnson Company	Pan Asia Market	Entertainment



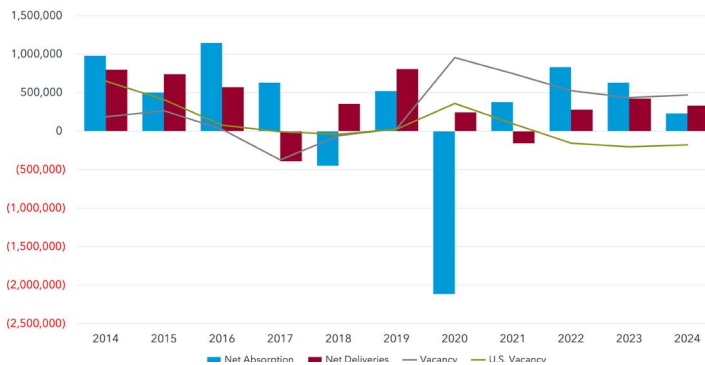
### RETAIL MARKET OVERVIEW

GLENN ULICK, *Senior Vice President, Retail Brokerage*

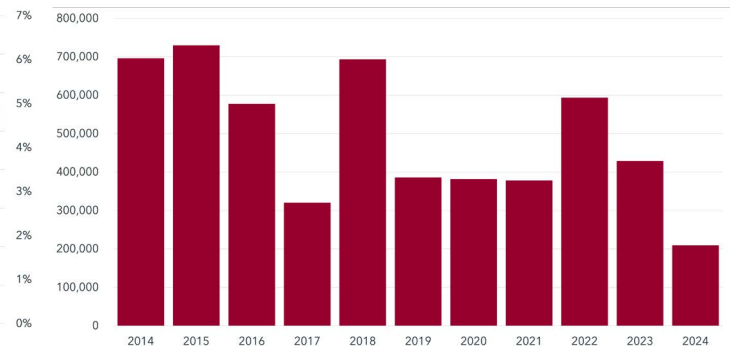
The Baltimore retail market is diverse, led by dominant grocers like Giant Food and Safeway. It features a mix of national chains and independent retailers, showing slow and steady growth. Limited new supply has increased vacancy rates and rents, with an availability rate of 5.7%. Demand is driven by low household growth, projected at 0.5% annually. Post-pandemic, retailers focus on enhancing spaces and experiential concepts. Leasing activity in 2024 is expected to match 2023's 2.7 million square feet. Retail development is manageable, with 210,000 SF under construction. Rent growth is -0.7% year-over-year compared to the 10-year annual average rent growth of 1.8%. The outlook is cautiously positive with moderate employment and population growth.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	240,277	81,892	49,304	(131,388)	88,442
▼ Vacancy Rate	5.2%	5.4%	5.3%	5.3%	5.1%
▼ Avg NNN Asking Rate PSF	\$21.00	\$21.10	\$20.59	\$20.88	\$20.58
▼ Sale Price PSF	\$210	\$211	\$212	\$214	\$213
▲ Cap Rate	11.18%	7.46%	9.34%	7.31%	6.21%
▼ Under Construction SF	209,683	214,183	423,341	369,000	440,241
▼ Inventory SF	146,288,384	146,311,524	146,104,986	146,063,551	145,942,591

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
8200 Perry Hall Boulevard Baltimore, MD	465,846 SF	\$146,716,313 \$313.79 PSF	Spinoso RE Group Brookfield Properties	Multi-Tenant
8200 Perry Hall Boulevard Baltimore, MD	199,202 SF	\$30,956,675 \$155.40 PSF	Spinoso RE Group Brookfield Properties	Multi-Tenant
2616-2654 Chapel Lake Drive Owings Mills, MD	162,106 SF	\$45,687,537 \$281.84 PSF	Urban Edge Properties Principal Real Estate Investors	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4624 Edmondson Avenue Baltimore, MD	48,445 SF	Vanguard	LA Mart	Supermarket
3329-3351 Corridor Market Place Laurel, MD	31,000 SF	Garfunkel Development	American Signature Furniture	Furniture
10715 Red Run Boulevard Gambrills, MD	25,760 SF	Merritt Properties	Sky Zone	Entertainment





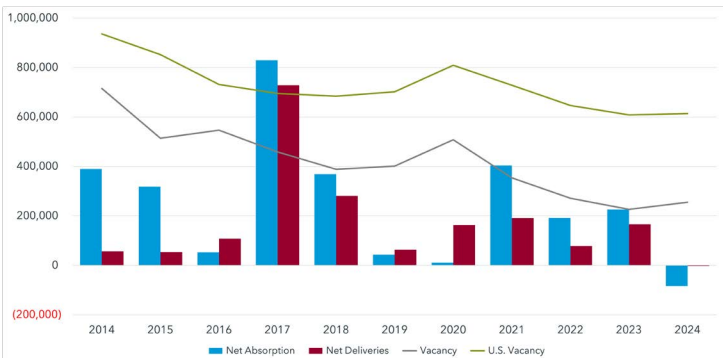
### RETAIL MARKET OVERVIEW

CHARLES LANIER, *Vice President*

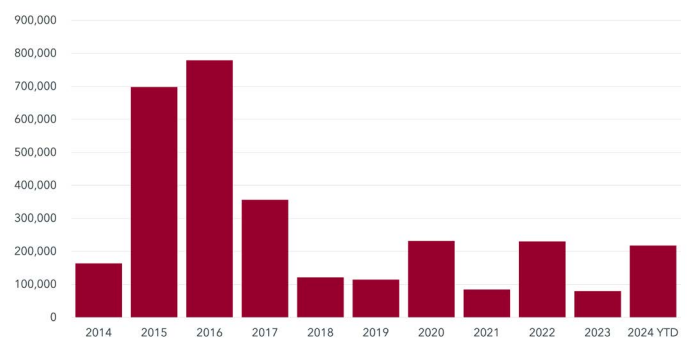
The Durham retail market faced headwinds in Q4 2024, with net absorption declining to -83,224 SF from 50,821 SF in Q3. The vacancy rate increased to 2.28%, up from 2.06% in the previous quarter, reflecting softening demand for large spaces and a meaningful number of big box chains going out of business. Average NNN asking rents dipped slightly to \$24.91 per SF, compared to \$25.06 in Q3. Sales prices averaged \$247 PSF, and the cap rate edged higher to 8.33%. Construction activity picked up, with 217,770 SF underway, signaling potential future supply. Notable deals included a 33,839 SF lease at 3616 Witherspoon Blvd and the \$9.7 million sale of 314-355 N Madison Blvd.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(83,224)	50,821	221,496	220,511	225,516
▲ Vacancy Rate	2.28%	2.06%	1.90%	2.00%	2.10%
▼ Avg NNN Asking Rate PSF	\$24.91	\$25.06	\$24.57	\$23.81	\$23.65
▼ Sale Price PSF	\$247	\$250	\$332	\$268	\$378
▲ Cap Rate	8.33%	8.21%	8.22%	8.25%	8.26%
▲ Under Construction SF	217,770	67,770	102,612	92,634	79,843
▲ Inventory SF	31,025,916	30,867,546	31,470,622	28,278,420	28,271,411

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
314-355 N. Madison Boulevard Roxboro, NC	97,226 SF	\$8,000,000 \$82.28 PSF	Person County Briemor	Multi-Tenant
1032 N. Miami Boulevard Durham, NC	39,212 SF	Undisclosed	Undisclosed \$Intercontinental Real Estate Corp.	Single-Tenant
910 N. Miami Boulevard Durham, NC	2,760 SF	\$1,085,000 \$393.12 PSF	Henry Crowder Scamardella Francesco	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3616 Witherspoon Boulevard Durham, NC	33,839 SF	Armada Hoffer Properties	Bob's Discount Furniture	Furniture
2000 Avondale Drive Durham, NC	27,720 SF	Nassimi Realty	Undisclosed	Undisclosed
1129 Weaver Dairy Road Chapel Hill, NC	9,617 SF	Rivercrest Realty Investors	O'Reilly Auto Parts	Auto Parts



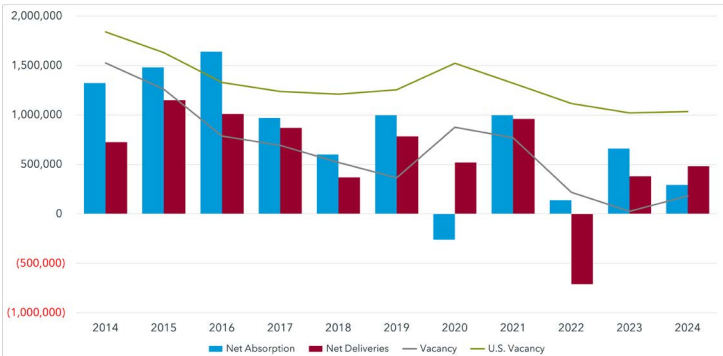
### RETAIL MARKET OVERVIEW

CHARLES LANIER, *Vice President*

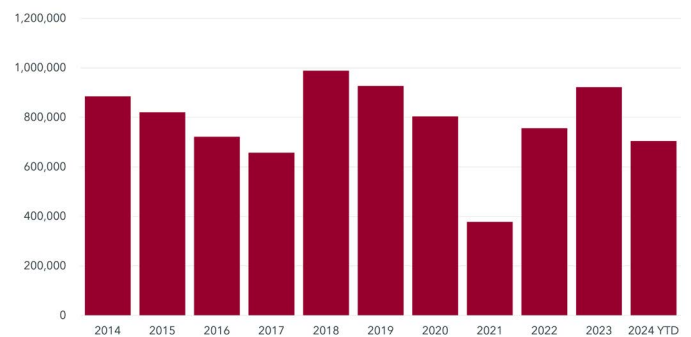
The Raleigh retail market continued to impress with another strong performance in Q4 2024. Net absorption totaled 291,543 SF, reflecting sustained demand but declining from 377,056 SF in Q3. The vacancy rate increased slightly to 2.36% due to multiple big box chains going out of business, while the average NNN asking rate adjusted to \$26.52 per SF, marginally down from \$26.97. Rising TICAM costs are the oft quoted reason for negative pressure on rental increases. Sales prices moderated to \$260 PSF, and the cap rate rose slightly to 6.59%. Construction activity remains robust with 704,275 SF underway, indicating ongoing investor confidence although rising construction costs are constraining tenant expansion plans.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	291,543	377,056	486,204	569,335	660,865
▲ Vacancy Rate	2.36%	2.35%	2.20%	1.80%	2.10%
▼ Avg NNN Asking Rate PSF	\$26.52	\$26.97	\$26.69	\$27.27	\$26.38
▼ Sale Price PSF	\$260	\$280	\$349	\$292	\$255
▲ Cap Rate	6.59%	6.54%	6.58%	6.58%	6.57%
▼ Under Construction SF	704,275	752,008	803,624	951,519	922,239
▲ Inventory SF	76,429,576	76,155,978	76,090,078	75,828,324	75,800,322

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
830-844 Perry Road Apex, NC	17,600 SF	\$800,000 \$45.45 PSF	Private Individual Robert & Sylvia Toler	Multi-Tenant
2901 Wakefiled Pines Drive Raleigh, NC	12,014 SF	\$3,800,000 \$316.30 PSF	Undisclosed Sachs Companies	Single-Tenant
255 N. Equity Drive Smithfield, NC	12,000 SF	\$1,600,000 \$133.33 PSF	Private Individual Market Street Investments	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7601 Glenwood Avenue Raleigh, NC	20,156 SF	APG Advisors	Undisclosed	Undisclosed
505-537 Plaza Circle Garner, NC	13,500 SF	SVN Real Estate Associates	Undisclosed	Undisclosed
8601 Glenwood Avenue Raleigh, NC	12,975 SF	The Green Company	Undisclosed	Undisclosed



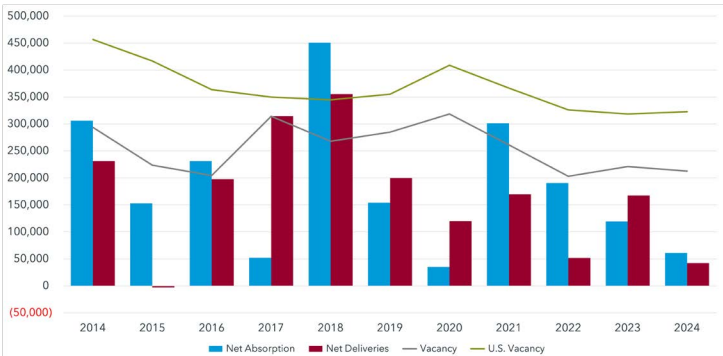
### RETAIL MARKET OVERVIEW

JORDAN POTTHOFF, *Vice President*

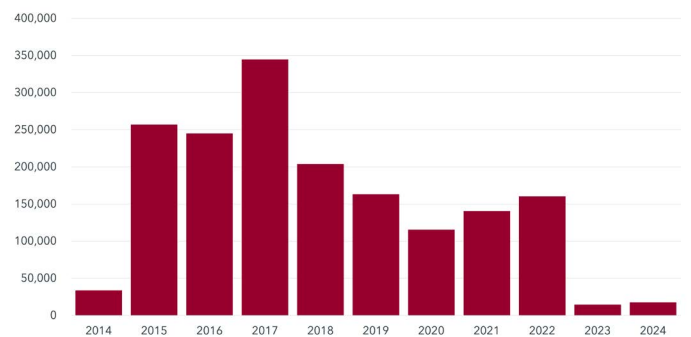
The Lee & Associates retail team facilitated leases totaling nearly 13,000 square feet of space in the Telegraph District. Approximately 7,000 square feet was leased to Screammers, a vibrant family restaurant offering live entertainment. Approximately 6,000 square feet was leased to All Makes, where they will utilize the space as a showroom for office furniture. Lincoln retail vacancy remains near 3%. A strong start to 2025 is expected with the closing of East Park Plaza - 70,000 square feet.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	60,937	98,113	44,734	129,126	119,341
◀▶ Vacancy Rate	2.9%	2.9%	2.9%	2.9%	3.0%
▼ Avg NNN Asking Rate PSF	\$14.68	\$14.74	\$14.77	\$14.73	\$14.58
◀▶ Sale Price PSF	\$139	\$139	\$139	\$139	\$139
◀▶ Cap Rate	7.7%	7.7%	7.7%	7.7%	7.6%
▲ Under Construction SF	17,618	6,618	58,718	52,100	14,600
◀▶ Inventory SF	22,419,724	22,419,724	22,367,624	22,367,624	22,377,576

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1241 N. 48th Street Lincoln, NC	13,778 SF	\$1,230,000 \$88.91 PSF	Viet Nguyen Blue Moon Fitness	Single-Tenant
580 Prairie View Lane & 18780 S. 68th Hickman, NE	8,200 SF	\$1,500,000 \$182.93 PSF	George Collin Jason Lee	Multi-Tenant
819 O Street Lincoln, NE	5,250 SF	\$1,480,000 \$281.90 PSF	Anthony Young Greder Law Office	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6100 O Street Lincoln, NE	10,258 SF	Washington Prime Group	Ulta	Beauty
2077 N. Street, Suite 100 Lincoln, NE	6,691 SF	Nelnet/Speedway	Screammers	Restaurant/ Entertainment
200 S. 21st Street, Suite A115 Lincoln, NE	6,260 SF	Nelnet/Speedway	All Makes	Furniture Showroom



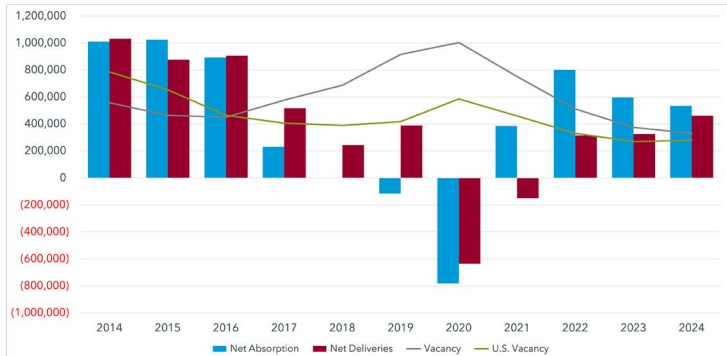
### RETAIL MARKET OVERVIEW

GRACE NEWTON, *Principal*

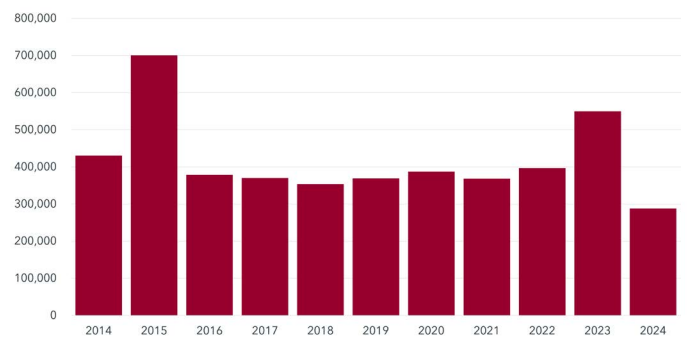
As 2024 came to a close and we reflect on the retail market in Omaha, there are many positives and negatives to analyze. We are in a historically tight market, with prime retail space non-existent on the open market. In fact, Omaha is among the tightest Midwest markets. Many factors have contributed to this: resilient consumers, lack of new retail development leading to minimal tenant-move outs and increased rental rates. Rental rate growth in Omaha outpaces the national average by over 3%, and we sit at all-time low under-construction stock. The sales volume in 2024 was \$208 million, which is comparable to the 10-year average.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	534,583	403,069	387,341	620,570	596,840
▼ Vacancy Rate	4.2%	4.4%	4.5%	4.4%	4.4%
▲ Avg NNN Asking Rate PSF	\$17.65	\$17.33	\$17.26	\$17.22	\$16.99
▲ Sale Price PSF	\$160	\$158	\$158	\$156	\$154
◀▶ Cap Rate	7.7%	7.7%	7.7%	7.7%	7.7%
▲ Under Construction SF	288,279	283,098	507,021	539,565	549,542
▲ Inventory SF	66,627,702	66,525,816	66,358,057	66,251,427	66,165,841

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2650 N. 90th Street Omaha, NE	120,564 SF	\$4,350,000 \$36.00 PSF	Wheelhouse Development SpartanNash	Multi-Tenant
9631-9647 Giles Road La Vista, NE	63,830 SF	\$6,435,000 \$101.00 PSF	CapRock Real Estate B.M. Smith	Multi-Tenant
5025 Grover Street Omaha, NE	58,299 SF	\$4,975,000 \$85.00 PSF	Grover Plaza Investments	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
13831 Industrial Road Omaha, NE	13,395 SF	Brenard McNeil	Compassionate Services and Consulting	Health Care and Social Assistance
608-720 N. 114th Street, Suite 140 Omaha, NE	11,257 SF	Perkins Properties	Guitars & Cadillacs	Retailer
3016 Harney Street Omaha, NE	9,688 SF	NuStyle Development	Topflight	Fitness





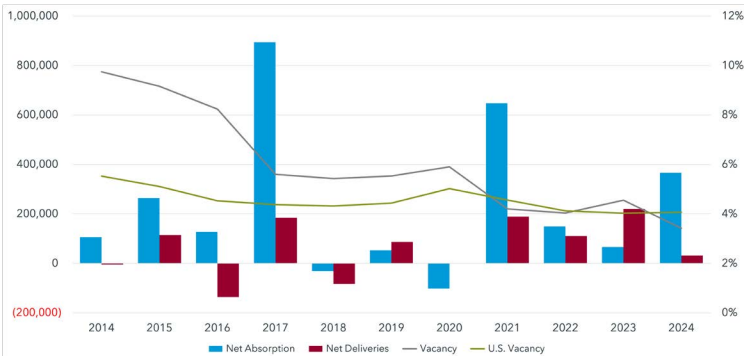
**RETAIL MARKET OVERVIEW**

LYLE CHAMBERLAIN, CCIM, *President*

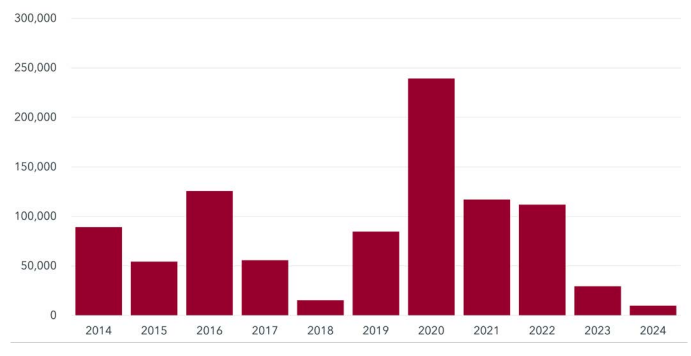
Reno's retail sector has benefited from the lack of new construction. Population has grown, jobs have increased, but the retail footprint has not. This has allowed for the re tenanting of much of the mid and big box losses of the past, kept supply to a point where it is healthy and rates are allowed to rise, even if slowly. With the geographic constraints in the area, we should see new construction in infill areas, and possibly redevelopment of non functional existing facilities. If we can smartly continue in this way, Retail should remain very healthy in the future.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	366,462	446,987	290,117	296,917	41,172
◀▶ Vacancy Rate	3.4%	3.4%	4.0%	4.0%	4.6%
▲ Avg NNN Asking Rate PSF	\$22.56	\$22.50	\$22.42	\$22.17	\$21.98
▼ Sale Price PSF	\$229.91	\$231.39	\$228.51	\$221.91	\$219.71
◀▶ Cap Rate	7.1%	7.1%	7.1%	7.2%	7.2%
▼ Under Construction SF	9,800	19,125	19,125	14,325	29,521
▲ Inventory SF	28,219,250	28,209,925	28,209,925	28,209,925	28,187,729

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
4827-4875 Kietzke Lane Reno, NV	196,852 SF	\$17,371,383 \$88.25 PSF	Bridge33 Capital Shopoff Realty Investments	Multi-Tenant
4811-4813 Kietzke Lane Reno, NV	89,024 SF	\$17,108,860 \$192.18 PSF	Bridge33 Capital Shopoff Realty Investments	Multi-Tenant
4902-4986 S. Virginia Reno, NV	27,600 SF	\$9,735,656 \$352.74 PSF	Crow Holdings Basin Street Properties	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
151 N. Sierra Reno, NV	25,000 SF	Justin Ryckebosch	Birdeez	Bar/Mini golf
8155-8195 S. Virginia Reno, NV	23,723 SF	Fritz Duda Co	Planet Fitness	Fitness
1537 S. Virginia Reno, NV	8,100 SF	Desiderio Properties	Pure Country Canteen	Restaurant/Bar



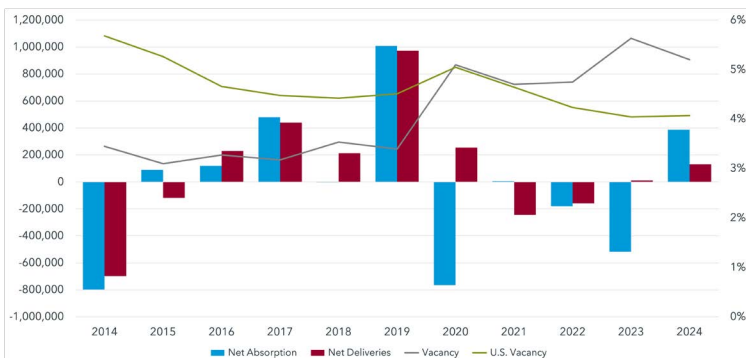
### RETAIL MARKET OVERVIEW

HEATHER SMOLINSKI, *Research Associate*

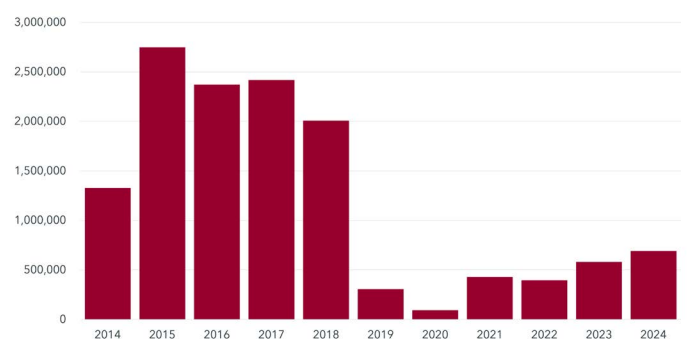
In 2024, New York City's retail leasing market saw a remarkable resurgence, recording its strongest performance since 2017. The average availability rate for the last quarter was 15%, below the average rate of 21% in 2019. Q4 featured two significant leases exceeding 70,000 square feet, with RXR's 620 Avenue of the Americas securing two of the top three leases this quarter. Despite a decline in the number of big box stores, international retailers Primark and Hobby Lobby made its debut in the Manhattan market, signing the two largest leases of the year.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	386,444	313,498	289,066	(251,573)	(517,91)
▼ Vacancy Rate	5.2%	5.3%	5.4%	5.6%	5.6%
▲ Avg NNN Asking Rate PSF	\$134.46	\$132.94	\$136.50	\$136.25	\$136.24
▲ Sale Price PSF	\$1,397.30	\$575.44	\$2,486.79	\$1,003.46	\$1,692.22
▼ Cap Rate	5.49%	7.00%	6.10%	7.00%	5.50%
▲ Under Construction SF	388,884	302,067	428,354	545,354	581,354
▲ Inventory SF	59,176,772	58,856,975	58,803,254	59,755,609	59,728,404

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
620 Avenue of the Americas New York, NY	407,300 SF	\$177,510,000 \$807.08 PSF	Hudson Bay Capital RXR	Single-Tenant
102 Greene Street New York, NY	9,336 SF	\$46,000,000 \$4,927.16 PSF	Rialto Management Corp. RFR Realty	Single-Tenant
690 Madison Avenue New York, NY	7,848 SF	\$34,000,000 \$4,332.31 PSF	Wharton Properties SL Green	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
150 W. 34th Street New York, NY	79,000 SF	Vornado	Primark	Fashion Retailer
620 Avenue of the Americas New York, NY	78,404 SF	RXR	Burlington	Department Store
620 Avenue of the Americas New York, NY	37,618 SF	RXR	Marshall's	Department Store



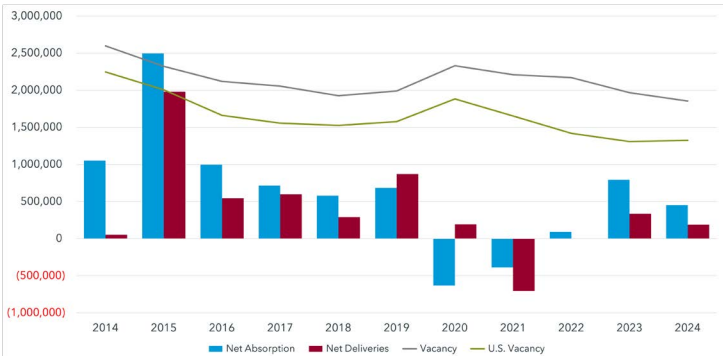
### RETAIL MARKET OVERVIEW

STAN FALK, *Senior Vice President*

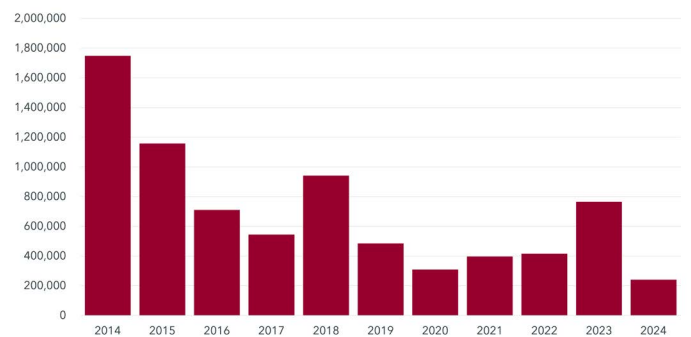
In the fourth quarter of 2024, Cincinnati's retail market maintained historically low vacancy rates, with availability at just 3.8%, marking the tightest conditions on record. Leasing activity remained robust despite limited available space, with 365,000 SF of leases signed, which is 21% above the pre-pandemic average. Rent growth reached 4.0%, driven primarily by neighborhood centers, with demand concentrated in sought-after suburban areas. However, rising operating costs and limited supply could slow future growth. Construction activity is at a historic low, but ongoing developments like grocery-anchored centers and mixed-use projects continue to add space to the market.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	452,342	568,409	788,247	776,941	792,167
▼ Vacancy Rate	4.99%	5.03%	5.10%	5.14%	5.19%
▲ Avg NNN Asking Rate PSF	\$16.37	\$16.19	\$16.21	\$16.12	\$15.70
◀ ▶ Sale Price PSF	\$128	\$128	\$128	\$127	\$125
▲ Cap Rate	8.25%	8.21%	8.19%	8.20%	8.24%
▼ Under Construction SF	590,498	605,623	643,270	604,294	687,819
▲ Inventory SF	136,150,407	136,158,187	136,152,867	136,130,037	135,961,271

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
4990 Houston Road Florence, KY	264,653 SF	\$3,390,150 \$13.00 PSF	Harras LLC Plaza Street Partners	Single-Tenant
9471 Colerain Avenue Cincinnati, OH	58,171 SF	\$1,800,000 \$30.94 PSF	Oliver Smith Realty & Development Co EPR Properties	Single-Tenant
2016 Madison Road Cincinnati, OH	47,716 SF	\$2,000,000 \$41.91 PSF	Widmer's Cleaning & Restoration Steve Carico	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1780-1790 S. Erie Highway Hamilton, OH	43,435 SF	Kathryn Murrer	Pickleball Hamilton LLC	Arts, Entertainment, and Recreation
1255 W. Ohio Pike Amelia, OH	31,722 SF	Perin Group	Republic Theaters	Arts, Entertainment, and Recreation
865-975 E. Kemper Road Cincinnati, OH	22,962 SF	The Cotswold Group	ActiveDay	Retailer



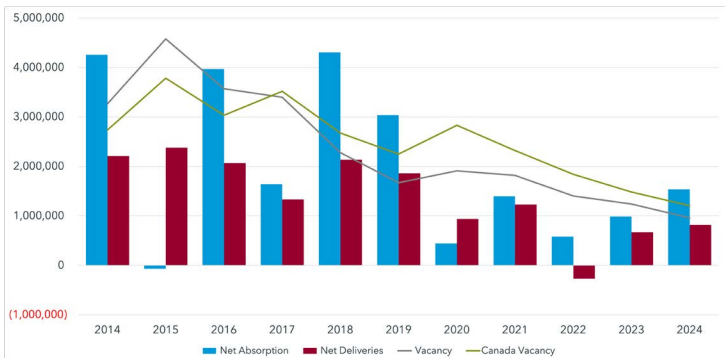
**RETAIL MARKET OVERVIEW**

LEE & ASSOCIATES TORONTO, *Real Estate Intelligence Department*

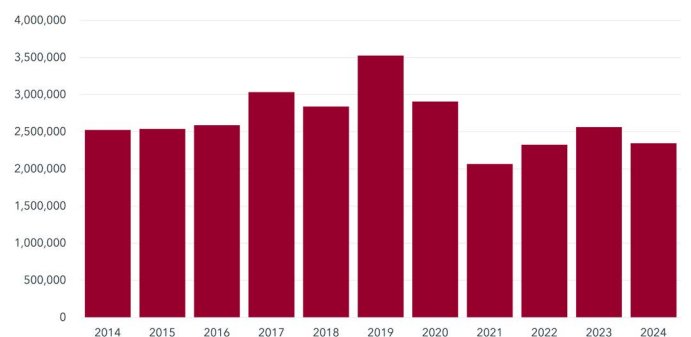
The Greater Toronto Area (GTA) is thriving on strong market fundamentals, with population growth outpacing retail inventory expansion. Since 2016, the GTA's retail inventory has increased by 4%. When compared to the 17% surge in population, this underscores a clear supply-demand gap. Concerns about the rise of e-commerce previously slowed retail construction. However, with e-commerce usage steady at 6%, demand for physical stores remains strong, driven by growing consumer spending. Toronto's tight vacancies are paired with notable activity, such as Tiffany & Co.'s flagship relocation and Harry Rosen's \$50 million Yorkville expansion. New alcohol sales policies in convenience stores enhance retail prospects but raise concerns about the LCBO's role as a key anchor tenant.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	1,537,170	2,133,093	1,910,564	1,300,104	985,757
▲ Vacancy Rate	1.3%	1.2%	1.3%	1.5%	1.5%
▼ Avg NNN Asking Rate PSF	\$36.21	\$36.22	\$36.10	\$35.77	\$35.55
▲ Sale Price PSF	\$530	\$529	\$527	\$523	\$524
◀ ▶ Cap Rate	4.8%	4.8%	4.8%	4.8%	4.7%
▼ Under Construction SF	2,344,100	2,423,081	2,361,350	2,549,382	2,563,890
▲ Inventory SF	303,982,509	303,909,993	303,449,168	303,004,717	302,998,113

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



**UNDER CONSTRUCTION**



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1629-1633 The Queensway Toronto, ON	106,600 SF	\$34,300,000 \$321.76 PSF	Zanchin Automotive Group First Capital REIT	Single-Tenant
77-83 Davis Drive Newmarket, ON	35,000 SF	\$6,100,000 \$174.29 PSF	Advanced Precast, Inc. Zen Trinity Properties	Multi-Tenant
10 Neighbourhood Lane Toronto, ON	31,826 SF	\$14,000,000 \$439.89 PSF	Supertrin Properties Ontario Superior Court	Multi-Tenant

\*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
700 University Avenue Toronto, ON	17,000 SF	KingSett Capital	Shoppers Drug Mart	Pharmacies and Drug Retailer
877-899 College Street Toronto, ON	15,009 SF	Clifton Blake	Loblaws	Supermarkets and Grocery Stores
77 City Centre Drive Mississauga, ON	12,306 SF	Morguard	Undisclosed	Undisclosed





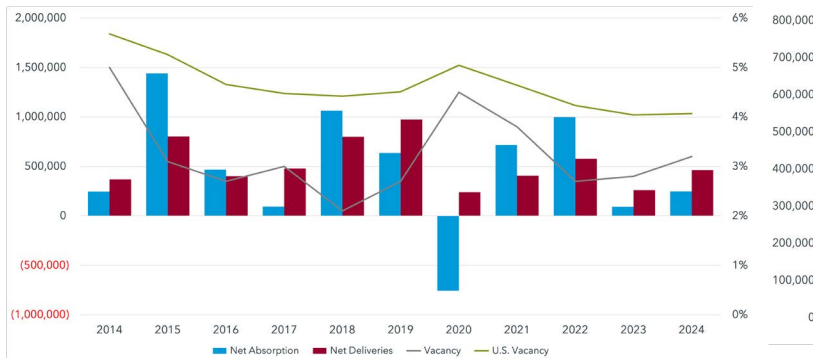
### RETAIL MARKET OVERVIEW

JUSTIN ROSS, Vice President

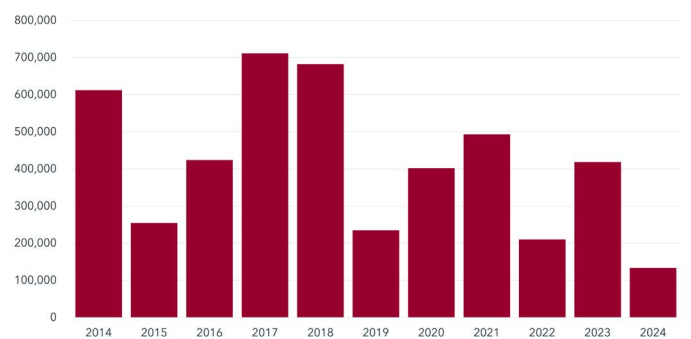
Charleston's Retail market exhibits resilience amid a transition period. King Street is landlord's market with rent approaching \$100/sf with few concessions. The next phase of the Courier Square development promises to reshape tenant dynamics and provide a connection between upper and lower King Street that has traditionally been divided by the 26 overpass. Suburban shopping centers are thriving on residential growth, maintaining minimal vacancy. Point Hope is emerging as a transformation hub with new residential, retail, and medical developments. While high interest rates dampen investment sales, value-add opportunities remain attractive. Looking ahead, market fundamentals suggest continued stability in the retail sector, positioning Charleston for sustainable growth through 2025.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(3,531)	11,034	250,625	(9,865)	78,436
▲ Vacancy Rate	3.2%	3.1%	2.9%	3.0%	2.8%
▼ Avg NNN Asking Rate PSF	\$27.68	\$27.91	\$28.71	\$26.79	\$27.43
▼ Sale Price PSF	\$215	\$244	\$192	\$364	\$222
▼ Cap Rate	6.13%	6.79%	6.89%	6.52%	7.42%
▲ Under Construction SF	133,255	115,055	265,610	456,386	418,738
▲ Inventory SF	49,827,142	49,808,342	49,660,846	49,438,394	49,404,165

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1316 Red Bank Road Goose Creek, SC	62,198 SF	\$8,000,000 \$128.62 PSF	Paragano Development LLC Harbour Lake Plaza Venture	Multi-Tenant
1989 Maybank Highway Charleston, SC	12,700 SF	\$7,150,000 \$562.99 PSF	Maung Maybank SC RE Holdings Maywood LLC	Multi-Tenant
35 Prioleau Street Charleston, SC	21,141 SF	\$5,250,000 \$260.66 PSF	Browns Bridge Brothers 35 LLC Prioleau Ents LLC	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1341 College Park Road Summerville, SC	27,001 SF	RCB Development	Planet Fitness	Fitness
1909 N. Highway 17 Highway Mount Pleasant, SC	25,010 SF	Continental Realty Corporation	Undisclosed	Undisclosed
946 Orleans Road Charleston, SC	23,683 SF	Continental Realty Corporation	Dollar Tree	Retailer



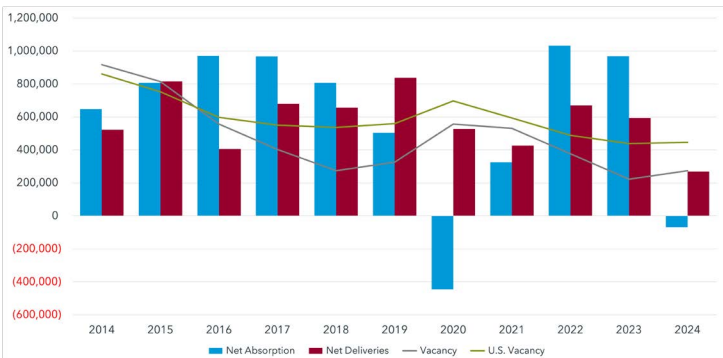
### RETAIL MARKET OVERVIEW

ANDREW HARRILL, CCIM, *Senior Vice President*

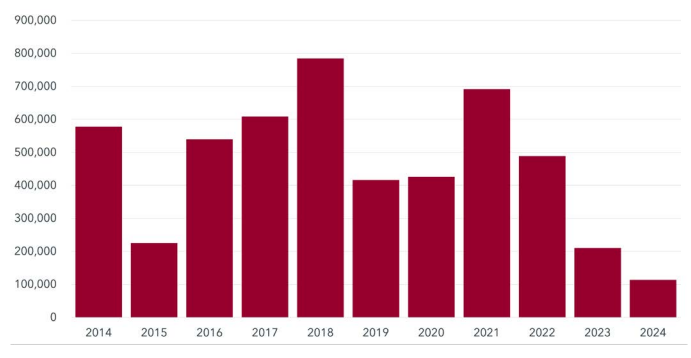
The retail sector in the Greenville/Spartanburg market experienced some contraction in Q4 2024, with net absorption reaching -146,662 SF, reflecting a cooling period in leasing activity. Despite this, the market remains resilient, with a vacancy rate of 3.1%, showing a slight increase from the previous quarter's 2.9%. Rental growth persisted, with the average annual NNN asking rate rising to \$15.40 per SF, up from \$14.84 in Q3. This growth highlights ongoing demand for retail spaces, particularly in strategic locations and among experience-driven retail segments. The development pipeline remains active, supported by continued population growth and the area's strong economic fundamentals.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	(146,662)	(68,416)	42,744	103,768	100,867
▲ Vacancy Rate	3.1%	2.9%	2.8%	2.7%	2.9%
▲ Avg NNN Asking Rate PSF	\$15.40	\$14.84	\$14.94	\$14.58	\$13.71
▲ Sale Price PSF	\$161	\$160	\$158	\$156	\$155
▲ Cap Rate	6.96%	6.68%	6.65%	6.54%	6.54%
▲ Under Construction SF	114,113	113,355	155,079	190,355	210,550
▲ Inventory SF	93,344,247	93,320,125	93,358,869	93,265,812	93,191,617

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
226 Oak Forest Road Spartanburg, SC	96,000 SF	\$26,250,000 \$273.44 PSF	LBA Realty PODS Enterprises, Inc.	Multi-Tenant
1500 W. Main Street Laurens, SC	86,934 SF	\$6,035,000 \$69.42 PSF	Marc Beige 141 Venture, LLC	Multi-Tenant
700 E. Main Street Duncan, SC	70,000 SF	\$2,850,000 \$40.71 PSF	ASI Duncan LLC Byrnes Storage LLC	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2081 E. Main Street Spartanburg, SC	25,396 SF	Gator Investments	Undisclosed	Undisclosed
3203-3229 W. Blue Ridge Drive Greenville, SC	19,008 SF	BRC Western Square LLC	Carolina Bin Store	Discount retailer
518 E. Greer Street Honea Path, SC	14,170 SF	Damo Real Estate Partners LLC	Undisclosed	Undisclosed



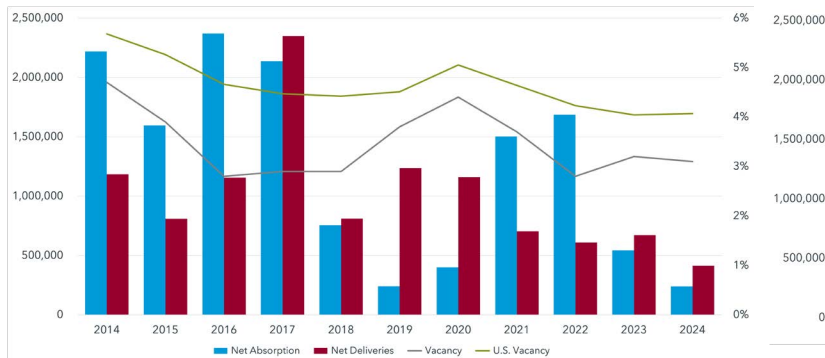
### RETAIL MARKET OVERVIEW

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

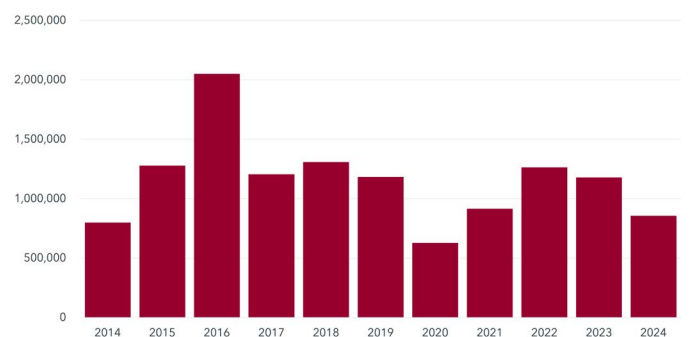
Known as the "Athens of the South" for its focus on higher ed, Nashville saw a flurry of university-based CRE activity in Q4, led by a couple large Vanderbilt acquisitions, including a portfolio purchase in the top spot based on square footage. On a related note, Belmont University also made a purchase in the final quarter of 2024, picking up a small campus-area home. The 0.20-acre parcel went for \$1.5 million. The largest sale price by far, however, came in at the very end of the quarter: 322 Broadway, home of Jimmy Buffet's Margaritaville Nashville, went for a whopping \$75 million, the equivalent of \$3,000 per SF, a new record. Retail leasing in the Nashville MSA remains stable at a low 3.1% vacancy rate, due to strong market fundamentals and limited inventory.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	239,073	670,807	588,503	415,478	542,899
◀▶ Vacancy Rate	3.1%	3.1%	3.3%	3.2%	3.2%
▼ Avg NNN Asking Rate PSF	\$24.63	\$25.00	\$24.11	\$25.24	\$24.45
▲ Sale Price PSF	\$220	\$196	\$195	\$192	\$190
▼ Cap Rate	6.07%	6.59%	6.61%	6.63%	6.65%
▲ Under Construction SF	855,736	821,540	967,554	1,145,196	1,178,107
▲ Inventory SF	125,522,584	124,473,284	123,925,970	122,898,736	122,245,248

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2817 West End Ave* Nashville, TN	58,784 SF	\$34,835,056 \$592.59 PSF	Vanderbilt University Brookside Properties	Multi-Tenant
322 Broadway** Nashville, TN	26,646 SF	\$75,000,000 \$3,043.09 PSF	Todd Graves Larry Lapel & Mark Bloom	Single-Tenant
2600-2606 12th Avenue S* Nashville, TN	8,495 SF	\$16,442,000 \$1,935.49 PSF	Paceline Equity C.A. Howell & Company	Multi-Tenant

\*Part of Portfolio Sale; \*\* Top Sale Price in Q4 2024

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1919 N. Mount Juliet Road Mount Juliet, TN	23,000 SF	Undisclosed	Sprout Grocery	Grocery
901 S. Garden Street Columbia, TN	11,129 SF	Undisclosed	Undisclosed	Undisclosed
118 12th Avenue, S Nashville, TN	7,110 SF	CB Ragland Company	Undisclosed	Undisclosed



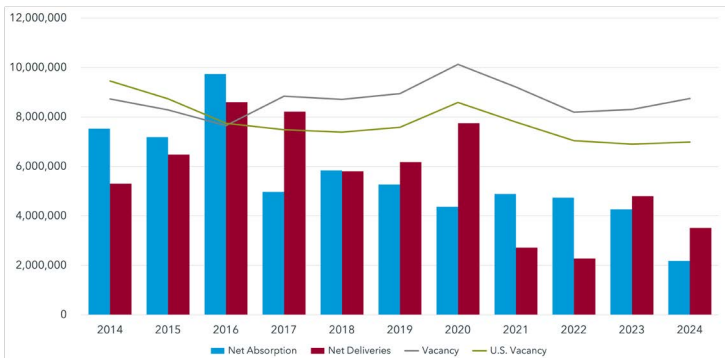
### RETAIL MARKET OVERVIEW

MARY DOETTERL, *Research Manager*

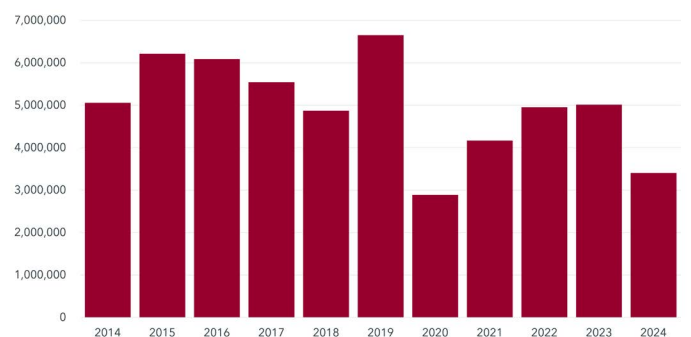
Houston's MSA, with a population of 7.6 million, is the fifth most populous metro in the nation. The retail market is softening but remains stable. As of Q4 2024, the vacancy rate holds steady at 5.1%, still above the national average of 4.07%. Q4 2024 saw a substantial decline in leasing activity with an absorption of 2,195,610 SF. Asking rates has conversely increased by 3.1% year-over-year compared to Q4 2023. The Liberty County submarket has surpassed the Uptown/Galleria submarket for the lowest availability rate in the Houston MSA by 0.3%, with 2.3% and 2%, respectfully. Average market asking rate growth is at 1.3%, a notable decline compared to 2023 and 2022. Currently, 3.4 million SF of retail space is under construction, a figure that continues to decline each quarter due to high borrowing and construction costs.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Net Absorption SF	2,195,610	3,421,483	3,732,264	3,731,158	4,262,836
◀▶ Vacancy Rate	5.1%	5.1%	4.9%	4.9%	4.8%
◀▶ Avg NNN Asking Rate PSF	\$23.88	\$23.88	\$23.76	\$23.76	\$23.64
◀▶ Sale Price PSF	\$249	\$249	\$248	\$247	\$244
◀▶ Cap Rate	7.0%	7.0%	7.0%	7.0%	7.0%
▼ Under Construction SF	3,404,790	3,570,364	4,215,033	4,602,506	5,015,021
▲ Inventory SF	446,823,948	446,322,367	445,211,841	444,493,364	443,309,647

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



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
20131 Highway 59 North Humble, TX	139,578 SF	Undisclosed	Cosmos Furniture Transformco	Multi-Tenant
1771 Spring Stuebner Road Spring, TX	125,000 SF	Undisclosed	Felipe & Maria A Sandoval Omereo Del Papa	Single-Tenant
9400-9478 South Highway 6 South Houston, TX	90,327 SF	Undisclosed	Ajay G. Thomas Whitestone REIT	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
17118 Highway 6 Manvel, TX	140,000 SF	Undisclosed	Lowe's	Retail Trade Sector
16000 Woodland Hills Drive Atascocita, TX	117,000 SF	H-E-B Lp	H-E-B	Grocery Retail
16590 I-45 South The Woodlands, TX	66,517 SF	District & Urban Texas, Inc.	Undisclosed	Undisclosed





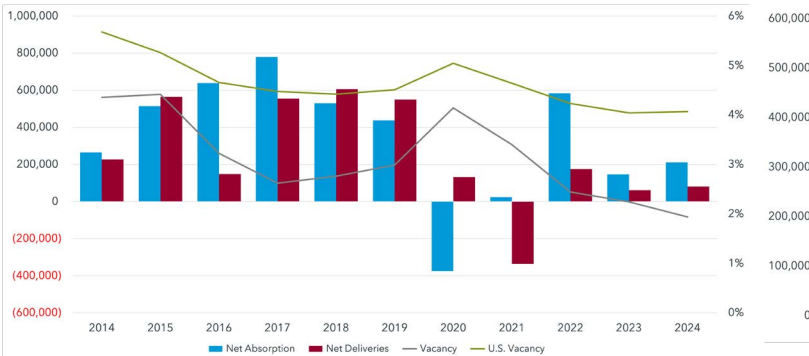
### RETAIL MARKET OVERVIEW

CAMP PERRET, Vice President

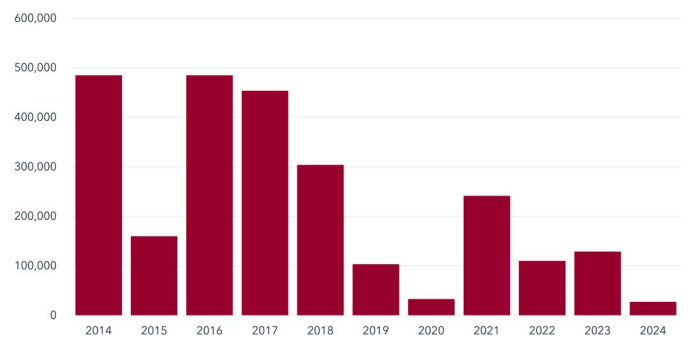
The Madison Retail Market demand remains stable, supported by strong demographics, including above-average median household incomes, low unemployment rates and soaring population growth. The vacancy rate has further tightened to a historic low of 1.9%. Retail space under construction in Q4 dropped to its lowest level in recent years, influenced by high financing rates, rising construction costs, and a market shift toward e-commerce. This trend is expected to continue, further limiting supply. Additionally, sales figures have softened, largely due to elevated borrowing costs.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Net Absorption SF	211,747	189,448	117,143	178,403	147,040
▼ Vacancy Rate	1.9%	2.0%	2.0%	1.9%	2.2%
▼ Avg NNN Asking Rate PSF	\$17.33	\$17.41	\$17.47	\$17.44	\$17.27
▼ Sale Price PSF	\$151	\$152	\$152	\$153	\$153
◀▶ Cap Rate	7.6%	7.6%	7.6%	7.5%	7.5%
▼ Under Construction SF	27,450	38,640	136,442	141,942	129,000
▲ Inventory SF	43,497,999	43,483,859	43,360,917	43,354,855	43,416,703

### NET ABSORPTION, NET DELIVERIES, & VACANCY



### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
6333 University Avenue Madison, WI	51,295 SF	\$1,900,000 \$37.04 PSF	JD McCormick Properties Odana Hills LLP	Multi-Tenant
2002 S. Stoughton Road Madison, WI	37,840 SF	\$5,000,000 \$132.14 PSF	O'Reilly Automotive Stores LLC 2002 S. Stoughton LLC	Single Tenant
5703 Odana Road Madison, WI	7,040 SF	\$2,000,000 \$284.09 PSF	Tka Properties LLP 5701 Odana Road LLC	Single Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7475 Mineral Point Road Madison, WI	19,215 SF	Marc Realty	Goodwill Industries of South Central Wisconsin, Inc.	Retail
2425-2429 S. Stoughton Road Madison, WI	14,000 SF	Facility Gateway Corporation	Undisclosed	Undisclosed
2800 Sarah Lane Waunakee, WI	5,010 SF	Louis Fortis	ERA Pancake Café	Food Services

## MULTIFAMILY OVERVIEW: U.S. DEMAND HITS THREE-YEAR HIGH

The U.S. multifamily market continued its strong rebound in demand with 556,286 units absorbed in 2024, the most in three years. Absorption was driven by stable economic growth plus a continued slowing of tenants making the jump to home ownership and creating fewer units to backfill.

Meanwhile, Canada's vacancy rate is 2.5%. Canadians dissatisfied with continued tight housing markets have forced government officials to scale back the nation's immigration targets, beginning with a 20% cut in 2025.

The surge in U. S. tenant growth follows the biggest construction boom in decades, saturating the market with 1,270,222 new units over the last two years, equal to 6.3% of the total inventory. The 673,7687 units delivered in 2024 were the most in any year on record. While supply has outpaced demand over the past 12 quarters, the gap has closed significantly. This strong demand reflects continued release of pent-up household formations, especially in the mid-priced point properties.

Since the first quarter of 2022, overall rent growth has slowed significantly from 9.9% to just 1.1% for the third quarter. The Class A segment exhibited the weakest performance, at 0.4%, a slight improvement from the negative or zero year-over-year rent growth experienced over the past year. On the other hand, more balanced conditions in the middle of the market have resulted in Class B rent growth at 1.6%, outperforming the luxury price point and the national average. While projections for the remainder of 2024 indicate rent growth holding near 1%, there should be an acceleration by the second quarter of 2025.

The Sun Belt markets no longer exhibit the strongest rent growth with many previously fast-growing markets reporting significant deceleration. Metros with the most robust rent growth were Washington, D.C., Richmond, Detroit, Cleveland and Louisville. In contrast, former rent growth leaders Austin and Raleigh have experienced the steepest rent declines over the past four quarters, -4.7% and -2.9% respectively. It is a departure from the mid-teen growth rate each market enjoyed at the end of 2021. Currently, the Midwest and Northeast lead the nation in rent growth, a trend expected to continue into 2025. These markets have avoided the sharp reversal seen in Sun Belt locations, mainly due to their more modest construction pipelines during the pandemic. Deliveries in the Midwest in 2024 were 20,000 units more than in 2019, compared to a 120,000-unit increase in the Sun Belt. This restrained gain in added supply should keep Midwestern markets more balanced, thereby avoiding the oversupply that leads to weaker rent growth.

Canada's national multifamily market continues to be extremely tight because of reduced homebuying due to higher mortgage rates, scarcity of supply and rapid population growth. The vacancy rate is sitting near multi-year lows with the least affordable markets of Vancouver and Toronto as the nation's tightest. Calgary's market has tightened significantly since 2022.

Canada's record-setting population growth has been a major fundamental factor driving multifamily demand. In 2023 the population rose by more than a million persons, posting the highest growth rate since 1957. But because of public backlash due to capacity pressures, the federal government announced it is tightening immigration.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / UNIT		HIGHEST 12 MO. SALES VOLUME	
BC, Vancouver	1.9%	NY, New York*	\$3,219	NY, New York*	\$6,483,231,805
ON, Toronto	2.1%	CA, San Francisco	\$3,138	CA, Los Angeles	\$5,278,279,790
NY, New York*	2.8%	MA, Boston	\$2,860	GA, Atlanta	\$4,806,764,986
CA, Orange County	4.1%	CA, Orange County	\$2,695	DC, Washington	\$4,420,936,285
NJ, Northern NJ	5.1%	CA, San Diego	\$2,489	CO, Denver	\$4,305,230,262
<b>U.S. Index</b>	8.0%	<b>U.S. Index</b>	\$1,729	<b>U.S. Index</b>	\$95,240,356,637
<b>Canada Index</b>	2.5%	<b>Canada Index</b>	\$1,461 CAD	<b>Canada Index</b>	\$4,419,011,357 CAD

MOST UNITS UNDER CONSTRUCTION		LARGEST INVENTORY BY UNITS		LOWEST MARKET CAP RATE	
NY, New York*	60,840	NY, New York*	1,581,470	BC, Vancouver	3.0%
ON, Toronto	38,409	CA, Los Angeles	1,045,382	ON, Toronto	4.0%
TX, Dallas-Fort Worth	36,327	TX, Dallas-Fort Worth	897,285	CA, Orange County	4.4%
AZ, Phoenix	27,299	TX, Houston	726,819	CA, San Francisco	4.5%
FL, Miami	25,364	DC, Washington	580,023	CA, San Diego	4.7%
<b>U.S. Index</b>	673,232	<b>U.S. Index</b>	20,294,016	<b>U.S. Index</b>	6.1%
<b>Canada Index</b>	82,965	<b>Canada Index</b>	971,208	<b>Canada Index</b>	4.3%

\* 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
<b>AB, Calgary **</b>	5.2%	\$1,308	\$197,793	8,514	79,368	5.3%
<b>AZ, Phoenix</b>	11.4%	\$1,571	\$264,668	27,299	407,634	4.9%
<b>BC, Vancouver **</b>	1.9%	\$1,662	\$360,868	23,712	146,514	3.0%
<b>CA, Bakersfield</b>	5.2%	\$1,376	\$130,277	318	26,113	7.1%
<b>CA, East Bay</b>	6.6%	\$2,421	\$356,784	2,505	193,549	5.3%
<b>CA, Fresno</b>	4.3%	\$1,430	\$150,445	0	56,394	6.4%
<b>CA, Inland Empire</b>	6.9%	\$2,060	\$267,526	4,463	179,013	5.2%
<b>CA, Los Angeles</b>	5.1%	\$2,296	\$358,640	21,064	1,045,382	5.0%
<b>CA, Orange County</b>	4.1%	\$2,695	\$443,753	5,301	259,879	4.4%
<b>CA, San Diego</b>	5.3%	\$2,489	\$395,319	8,031	282,563	4.7%
<b>CA, San Francisco</b>	6.3%	\$3,138	\$526,292	2,727	187,014	4.5%
<b>CA, San Luis Obispo</b>	6.9%	\$2,184	\$299,892	36	8,176	5.4%
<b>CA, Santa Barbara</b>	3.5%	\$2,504	\$338,528	0	20,950	4.8%
<b>CA, Stockton</b>	4.3%	\$1,647	\$169,531	172	29,028	6.7%
<b>CA, Ventura</b>	4.5%	\$2,584	\$357,538	872	37,352	4.8%
<b>CO, Denver</b>	11.1%	\$1,820	\$306,232	13,582	311,932	5.3%
<b>DC, Washington</b>	7.4%	\$2,226	\$300,340	18,914	580,023	5.7%
<b>FL, Fort Myers</b>	16.4%	\$1,828	\$238,058	6,636	35,560	5.5%
<b>FL, Miami</b>	5.7%	\$2,391	\$310,707	25,364	199,394	5.3%
<b>FL, Naples</b>	11.0%	\$2,359	\$277,574	1,415	14,935	5.2%
<b>FL, Orlando</b>	9.9%	\$1,779	\$234,637	15,655	228,545	5.3%
<b>FL, Tampa Bay</b>	9.4%	\$1,829	\$217,598	10,824	235,155	5.6%
<b>GA, Atlanta</b>	12.3%	\$1,632	\$209,129	19,239	532,243	5.6%
<b>GA, Savannah</b>	13.3%	\$1,693	\$195,346	2,218	36,061	5.5%
<b>ID, Boise</b>	11.5%	\$1,574	\$237,883	1,848	41,891	5.2%
<b>IL, Chicago</b>	5.3%	\$1,796	\$208,895	6,986	570,950	6.8%
<b>IN, Indianapolis</b>	9.9%	\$1,300	\$132,015	3,817	174,079	6.5%
<b>KS, Lawrence</b>	2.4%	\$1,053	\$84,868	0	12,244	8.2%
<b>KS, Topeka</b>	8.2%	\$932	\$61,030	134	9,955	8.4%
<b>LA, Baton Rouge</b>	14.1%	\$1,174	\$114,114	484	44,047	7.5%
<b>MA, Boston</b>	5.2%	\$2,860	\$439,537	15,994	283,339	5.1%
<b>MD, Baltimore</b>	7.4%	\$1,694	\$184,049	3,380	214,140	6.4%
<b>MI, Detroit</b>	7.2%	\$1,322	\$107,707	2,579	231,573	7.3%
<b>MN, Minneapolis</b>	7.6%	\$1,516	\$173,468	5,867	284,703	6.6%
<b>United States Index</b>	8.0%	\$1,729	\$225,598	673,232	20,294,016	6.1%
<b>Canada Index</b>	2.5%	\$1,461 CAD	\$242,900 CAD	82,965	971,208	4.3%

MARKET	VACANCY RATE	MARKET RENT / UNIT	MARKET SALE PRICE / UNIT	UNDER CONST. UNITS	INVENTORY UNITS	MARKET CAP RATE
<b>MO, Kansas City*</b>	7.9%	\$1,331	\$148,292	6,469	179,485	6.5%
<b>MO, Saint Louis</b>	10.0%	\$1,258	\$130,208	1,544	150,065	7.2%
<b>NC, Charlotte</b>	12.5%	\$1,614	\$234,053	24,101	232,666	5.4%
<b>NC, Durham</b>	11.6%	\$1,532	\$211,768	7,391	62,996	5.6%
<b>NC, Raleigh</b>	12.0%	\$1,534	\$226,290	9,804	133,934	5.3%
<b>NE, Lincoln</b>	6.0%	\$1,160	\$121,410	1,058	32,643	7.3%
<b>NE, Omaha</b>	5.8%	\$1,220	\$114,518	3,046	83,941	7.0%
<b>NJ, Atlantic City</b>	3.8%	\$1,694	\$130,778	0	10,905	7.1%
<b>NJ, Northern New Jersey *</b>	5.1%	\$2,169	\$236,070	10,734	170,868	6.2%
<b>NJ, Trenton</b>	4.1%	\$2,158	\$250,277	1,781	20,813	5.9%
<b>NJ, Vineland</b>	4.1%	\$1,376	\$103,339	0	3,261	7.1%
<b>NV, Reno</b>	9.0%	\$1,587	\$227,723	808	47,153	5.3%
<b>NY, Long Island</b>	5.3%	\$2,898	\$339,940	1,488	58,535	5.3%
<b>NY, New York *</b>	2.8%	\$3,219	\$370,251	60,840	1,581,470	5.3%
<b>OH, Cincinnati</b>	7.0%	\$1,286	\$107,843	4,795	144,469	7.8%
<b>OH, Cleveland</b>	8.2%	\$1,220	\$80,508	3,113	136,696	9.1%
<b>OH, Columbus</b>	8.1%	\$1,328	\$130,602	9,756	219,173	6.9%
<b>ON, Toronto **</b>	2.1%	\$1,591	\$256,394	38,409	413,805	4.0%
<b>PA, Harrisburg</b>	5.8%	\$1,370	\$120,794	199	32,852	7.1%
<b>PA, Lehigh Valley *</b>	4.3%	\$1,686	\$154,172	1,814	36,722	7.0%
<b>PA, Philadelphia *</b>	7.6%	\$1,779	\$198,820	11,288	373,811	6.3%
<b>PA, Pittsburgh</b>	6.0%	\$1,350	\$125,989	2,366	106,214	8.0%
<b>SC, Charleston</b>	12.1%	\$1,780	\$220,326	3,050	73,128	5.4%
<b>SC, Greenville</b>	11.8%	\$1,396	\$163,556	1,060	56,203	6.1%
<b>SC, Spartanburg</b>	15.0%	\$1,291	\$143,466	1,005	16,920	5.8%
<b>TN, Nashville</b>	11.5%	\$1,681	\$235,586	13,556	178,382	5.6%
<b>TX, Austin</b>	15.0%	\$1,578	\$218,570	20,775	318,173	5.5%
<b>TX, Dallas-Fort Worth</b>	11.2%	\$1,539	\$178,247	36,327	897,285	5.8%
<b>TX, Houston</b>	11.3%	\$1,365	\$145,206	14,532	726,819	6.6%
<b>WA, Seattle</b>	7.3%	\$2,039	\$362,787	15,426	395,850	4.9%
<b>WI, Madison</b>	5.6%	\$1,571	\$166,383	2,457	76,320	6.4%
<b>United States Index</b>	8.0%	\$1,729	\$225,598	673,232	20,294,016	6.1%
<b>Canada Index</b>	2.5%	\$1,461 CAD	\$242,900 CAD	82,965	971,208	4.3%

\* 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)





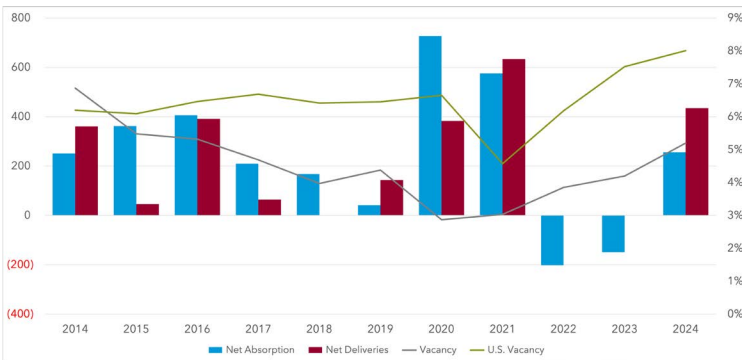
### MULTIFAMILY MARKET OVERVIEW

VALI NEMETZ, *Broker Associate*

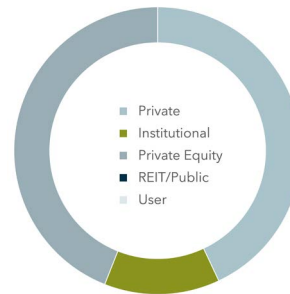
Bakersfield's multifamily market has seen modest activity, with trailing 12-month net absorption at 240 units. While the vacancy rate has risen by 60 basis points since 2022, it remains low at 5.2%, well below the national average. Over the past year, 430 units were added to inventory, with another 320 units under construction. Average asking rents are \$1,380/unit, significantly below the national average of \$1,730, making Bakersfield one of California's most affordable markets. Rents increased by 1.3% over the past year despite low vacancy. Sales volume totaled \$123M from 33 trades over the past 12 months, aligning with the five-year pre-pandemic average of \$102M.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	256	215	75	(96)	(149)
▲ Vacancy Rate	5.2%	4.6%	4.3%	4.1%	4.2%
▲ Asking Rent/Unit	\$1,376	\$1,355	\$1,332	\$1,325	\$1,313
◀ ▶ Sale Price/Unit	\$130,733	\$123,319	\$121,439	\$121,106	\$120,656
▼ Cap Rate	7.05%	7.07%	7.10%	7.07%	6.98%
▲ Under Construction Units	318	90	179	379	-
▲ Inventory Units	26,113	26,068	26,170	25,970	24,785

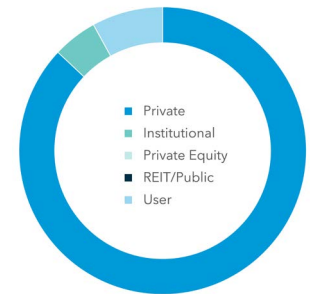
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
2601 S. Real Road Bakersfield, CA	\$11,125,000 \$94,280 Per Unit	118	Shahab F Raphaely Laurel Smith
4401 Columbus Street Bakersfield, CA	\$1,950,000 \$130,000 Per Unit	15	Irene Rivera Janell Lynett Land
2410 S. M Street Bakersfield, CA	\$1,300,000 \$65,000 Per Unit	20	Glenn Schlman Intero Real Estate Services

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Riverland Homes, Inc.	\$56,633,500
Torjan Buildings, Inc.	\$16,500,000
Jeremy Willer Construction, Inc.	\$12,075,000
Laurel Smith	\$11,125,000
Stephen R Curcie Family Trust	\$3,685,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
The Bascom Group	\$56,633,500
Graceada Partners	\$16,500,000
Baldeep Singh Sidhu	\$12,075,000
Shahab F Raphaely	\$11,125,000
Golden Management	\$2,749,000



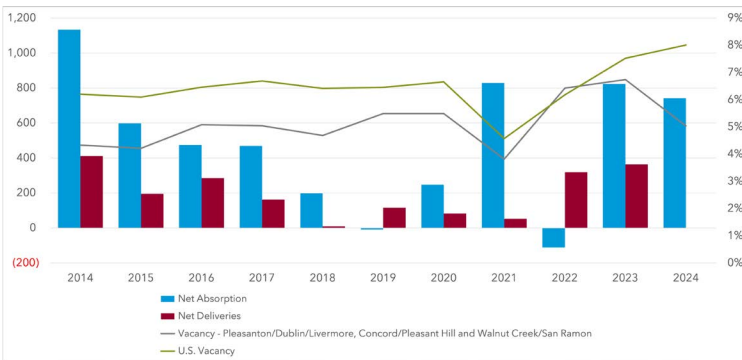
### MULTIFAMILY MARKET OVERVIEW

NITA DENHOY, *Principal*

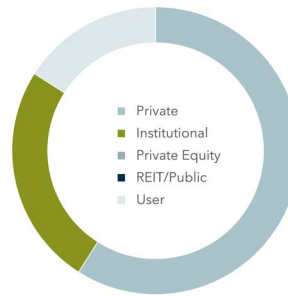
In Q4 2024, Multifamily market absorption decreased to 742 units from Q3's 875, indicating subdued demand. The vacancy rate improved to 5.0%, reflecting tighter market conditions. Asking rents were stable at \$2,521 per unit, with sales prices adjusting to \$376,290 per unit and cap rates steady at 5.0%. Construction slowed to 800 units, mirroring a cautious development approach. Inventory remained constant at 41,912 units. Notable transactions included a \$21.09 million sale in Pleasanton, highlighting continued investor interest despite the market's adjustments. This quarter shows the market's resilience in balancing demand and supply effectively.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	742	875	965	1,037	824
▼ Vacancy Rate	5.0%	5.2%	5.6%	6.3%	6.7%
▼ Asking Rent/Unit	\$2,521	\$2,522	\$2,538	\$2,532	\$2,500
▼ Sale Price/Unit	\$376,290	\$378,155	\$384,459	\$384,156	\$390,140
◀▶ Cap Rate	5.0%	5.0%	4.9%	4.9%	4.8%
◀▶ Under Construction Units	800	800	442	360	360
◀▶ Inventory Units	41,912	41,912	41,912	41,912	41,912

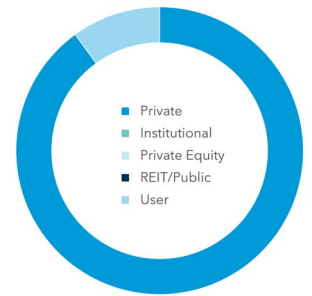
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
2451-2529 Santa Rita Road Pleasanton, CA	\$21,090,000 \$288,904 Per Unit	73	Bob Rispoli Marymount Property Management, Inc.
200 Coggins Drive Pleasant Hill, CA	\$5,580,000 \$265,714 Per Unit	21	Agnes Sai-chan Poon Trust Dennis Cox
2024 Sierra Court Concord, CA	\$3,125,000 \$173,611 Per Unit	18	California Affordable Housing Anchor Apartments LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
GID Investment Advisors LLC	\$58,500,000
Encore Capital Management	\$57,000,000
JB Matteson	\$46,000,000
GID Investment Advisors LLC	\$35,500,000
Marymount Property Management, Inc	\$21,088,888

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Acacia Capital Corporation	\$58,500,000
Hines	\$57,000,000
Cityview	\$46,000,000
Marcus & Millichap	\$35,500,000
Bob Rispoli	\$21,088,888



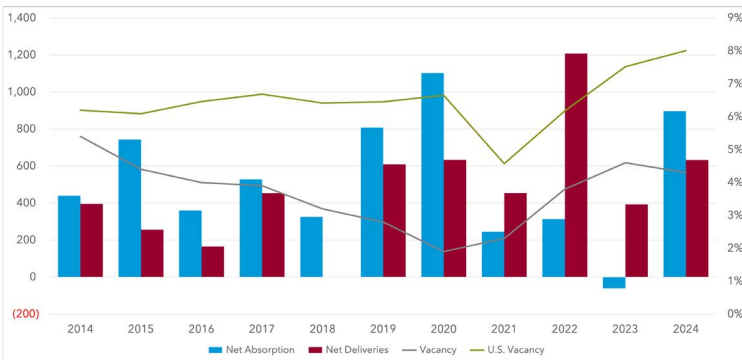
### MULTIFAMILY MARKET OVERVIEW

VALI NEMETZ, *Broker Associate*

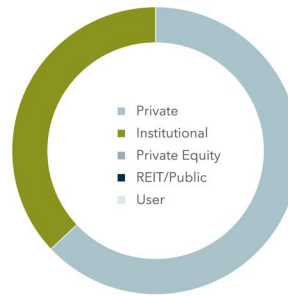
Fresno remains one of California's most affordable markets with over 1 million residents, nearly half of whom are renters-above the state average-despite an average single-family home price of \$395,000. The high proportion of renters supports a low vacancy rate of 4.3%, up 10 bps YOY. Rents rose 2.3% over the past year, above the national increase of 1.0%, averaging \$1,430/month. Construction has stalled since 21Q3, with Fresno averaging 810 units annually over the past five years. Multifamily investment in 2024 has been sluggish, totaling \$76.4 million through 24Q3, with an average price of \$117K per door and a 6.2% cap rate.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	897	711	418	92	-60
▼ Vacancy Rate	4.3%	4.5%	4.7%	4.5%	4.6%
▼ Asking Rent/Unit	\$1,429	\$1,431	\$1,416	\$1,401	\$1,389
▼ Sale Price/Unit	\$150,800	\$150,850	\$149,656	\$148,603	\$148,871
▼ Cap Rate	6.39%	6.41%	6.42%	6.40%	6.31%
◀ ▶ Under Construction Units	-	-	138	569	569
▼ Inventory Units	56,394	56,575	56,435	56,004	56,004

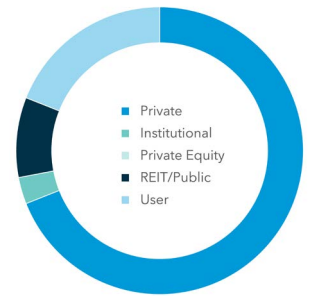
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
581 W. Lincoln Avenue Clovis, CA	\$3,250,000 \$154,762 Per Unit	21	David H. Hussain Revocable Trust Reagan K & Janet L Bauer Family Trust
45 E. Santa Ana Avenue Fresno, CA	\$2,400,000 \$240,000 Per Unit	10	Rama Ambati Harold P. Christensen Trust
714 E. Fountain Way Fresno, CA	\$1,100,000 \$122,222 Per Unit	9	Oji Group LLC Garrison Family Trust

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
11 Capital LLC	\$30,000,000
Mitchell Pomeroy	\$6,125,000
The Group of Companies, Inc.	\$5,800,000
Oakwood Apartments	\$4,350,000
Rao R Yalamanchili	\$4,050,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Graceada Partners	\$30,000,000
Mathew Radmanesh	\$10,437,000
Paul Katchadourian	\$6,125,000
David H Hussain Trust	\$4,350,000
Rene Esquivel Revocable Trust	\$4,050,000



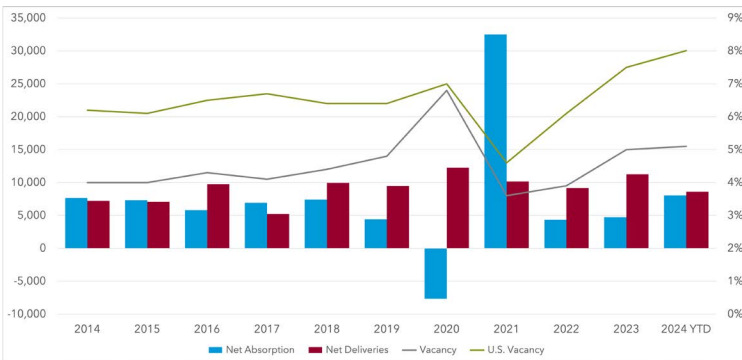
### MULTIFAMILY MARKET OVERVIEW

WARREN BERZACK, *National Director of Multifamily*

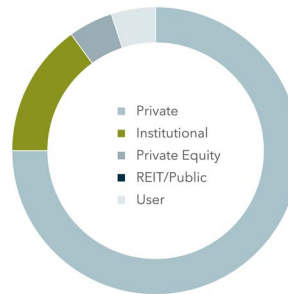
The Los Angeles County multifamily market maintained strong performance in Q4 2024, with 8,043 units absorbed over the past year, reflecting sustained demand. The vacancy rate held steady at 5.10%, while asking rents rose slightly to \$2,295 per unit, highlighting rental market resilience. Although 21,022 units are in the construction pipeline, development activity has slowed. The region benefits from a stable job market, but rising interest rates and inflation have tempered investor confidence. Despite these challenges, Los Angeles remains attractive to renters and investors due to its diverse economy and desirable living conditions. The market outlook remains positive, supported by demand and ongoing construction.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	8,043	7,683	6,723	4,986	4,270
◀▶ Vacancy Rate	5.10%	5.10%	5.20%	5.10%	5.10%
▲ Asking Rent/Unit	\$2,295	\$2,294	\$2,300	\$2,288	\$2,276
▼ Sale Price/Unit	\$259,589	\$365,000	\$366,000	\$366,000	\$369,000
▲ Cap Rate	5.0%	4.9%	4.9%	4.8%	4.8%
▼ Under Construction Units	21,022	22,575	22,094	25,075	24,167
▲ Inventory Units	1,045,279	1,041,880	1,039,745	1,037,042	1,035,323

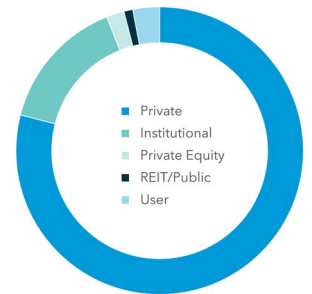
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### SALE BY BUYER TYPE



#### SALE BY SELLER TYPE



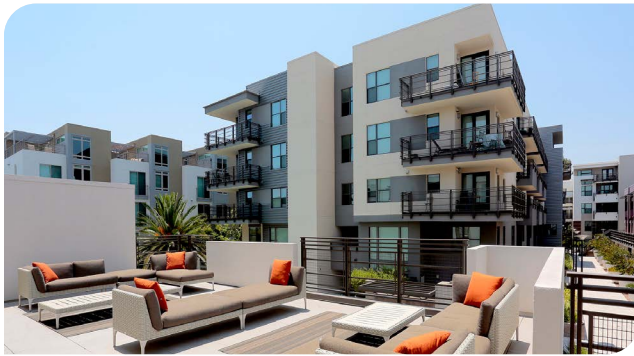
\*\*'Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
2771 N. Garey Avenue Pomona, CA	\$115,000,000 \$365,590 Per Unit	312	Prime Residential Greystar Real Estate
21207 Avalon Boulevard Carson, CA	\$101,935,000 \$509,675 Per Unit	200	Lennar / TPG Angelo Gordon & Co Faring
6487-6489 Cavalleri Road Malibu, CA	\$70,500,000 \$1,036,765 Per Unit	68	BH3 Pacific Eagle Real Estate Fund

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
DLJ Real Estate Capital Partners	\$190,981,376
CIM Group	\$186,000,000
Greystar Real Estate Partners	\$126,018,750
Franklin Templeton	\$122,100,000
Gemdale	\$110,250,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
FPA Multifamily	\$463,081,376
Prime Administration	\$177,100,000
Cityview	\$143,115,000
Goldstein Planting Investments	\$92,500,000
Advanced Management Co	\$84,392,289





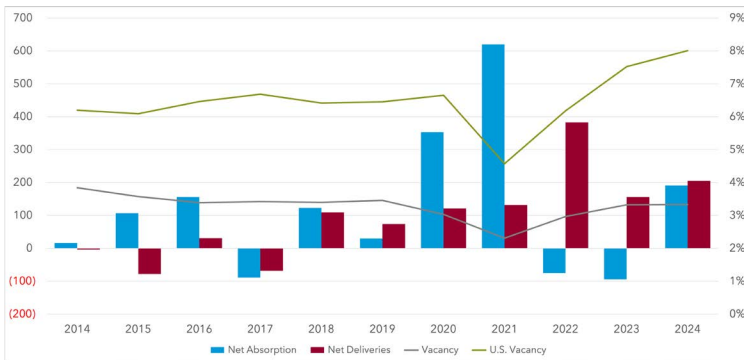
### MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

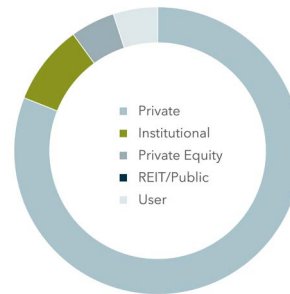
As of this writing the 10 Year Treasury Note is 4.769%, an increase of 74 BPS from the last report. Regardless of what the Fed is doing, the bond markets are forecasting higher long term interest rates. While investor demand is there, Sellers will continue to have a bumpy ride with overall values slightly eroding. Further, the recent deadly fires in Los Angeles County will have an impact on the insurance markets. The cost of insurance will most certainly see dramatic increases for acquisitions, and a continued premium spike on existing policies is a foregone conclusion. Could be a great buying opportunity with all the short term red flags flying.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	233	343	50	24	0
◀▶ Vacancy Rate	4.1%	4.1%	4.1%	3.6%	3.7%
▲ Asking Rent/Unit	\$1,991	\$1,979	\$1,944	\$1,910	\$1,887
▼ Sale Price/Unit	\$310,266	\$318,751	\$316,149	\$315,754	\$317,960
▼ Cap Rate	4.44%	5.39%	4.42%	4.91%	4.97%
▼ Under Construction Units	1,823	2,085	2,703	2,914	2,529
▲ Inventory Units	76,111	70,341	75,332	73,270	72,831

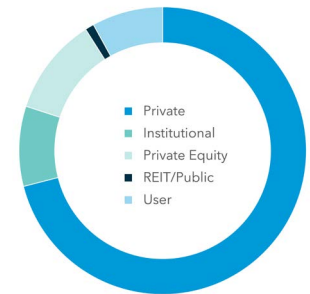
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
1499 Ridgecrest Street Monterey Park, CA	\$10,855,000 \$235,978 Per Unit	46	John Rong King Wah Chui
590 Sierra Madre Boulevard Sierra Madre, CA	\$4,900,000 \$445,455 Per Unit	11	Denise Lee Kristine Simms
6805 Rosemead Boulevard San Gabriel, CA	\$8,250,000 \$242,647 Per Unit	34	Quan Scarlett Li Edward D. Hon

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
King Wah Chui	\$10,855,000
Amelian Kot & Family Trust	\$9,900,000
Karen O'Brien	\$8,017,500
Nicholas & Diane Brown	\$7,500,000
Janelle Kerber	\$6,800,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
John Rong	\$10,855,000
Samantha Kaura	\$9,900,000
Fred M Sterman	\$8,017,500
Golden Management	\$6,800,000
Parita Patel	\$6,368,760



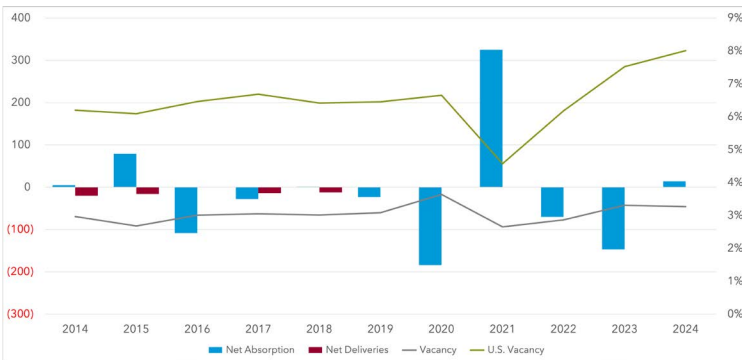
### MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

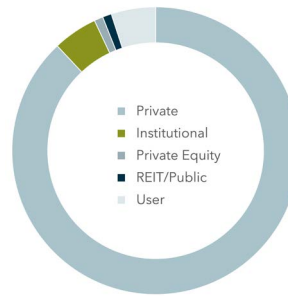
As of this writing the 10 Year Treasury Note is 4.769%, an increase of 74 BPS from the last report. Regardless of what the Fed is doing, the bond markets are forecasting higher long term interest rates. While investor demand is there, Sellers will continue to have a bumpy ride with overall values slightly eroding. Further, the recent deadly fires in Los Angeles County will have an impact on the insurance markets. The cost of insurance will most certainly see dramatic increases for acquisitions, and a continued premium spike on existing policies is a foregone conclusion. Could be a great buying opportunity with all the short term red flags flying.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	34	148	214	54	6
◀▶ Vacancy Rate	4.1%	4.1%	4.0%	4.1%	3.6%
▲ Asking Rent/Unit	\$2,506	\$2,498	\$2,461	\$2,447	\$2,407
▼ Sale Price/Unit	\$313,040	\$376,450	\$361,133	\$257,582	\$281,479
▼ Cap Rate	4.74%	4.77%	4.45%	4.56%	4.92%
▼ Under Construction Units	1,358	1,608	1,546	1,543	1,484
▲ Inventory Units	59,550	59,430	59,384	58,954	58,419

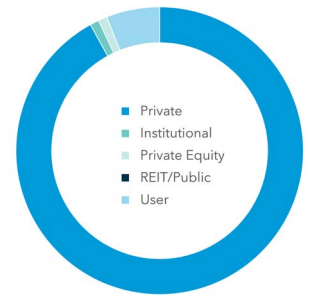
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
1169 Rosedale Avenue Glendale, CA	\$6,240,000 \$312,000 Per Unit	20	Arik Estates Gerro Properties LLC
320 E. Fairview Avenue Glendale, CA	\$5,463,000 \$303,500 Per Unit	18	Commercial Alliance LLC Gerro Properties LLC
2446-2458 Mohawk Street Pasadena, CA	\$4,650,000 \$244,737 Per Unit	19	Mohawk Alpha LLC Bertha M. Chesson Declaration of Trust

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Zarik Megerdichian	\$8,575,000
Sarkis Nazarian	\$7,775,000
Western Adventist Foundation	\$7,000,000
David J Meissner	\$6,900,000
Shlomo Ben Laib Trust	\$5,575,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
The Geraldine O'Sullivan 2009 Trust	\$8,575,000
Vana Mehrabian	\$7,775,000
David Nalbandyan	\$7,000,000
Ibrahim Safar	\$6,900,000
Paul Francis	\$5,575,000



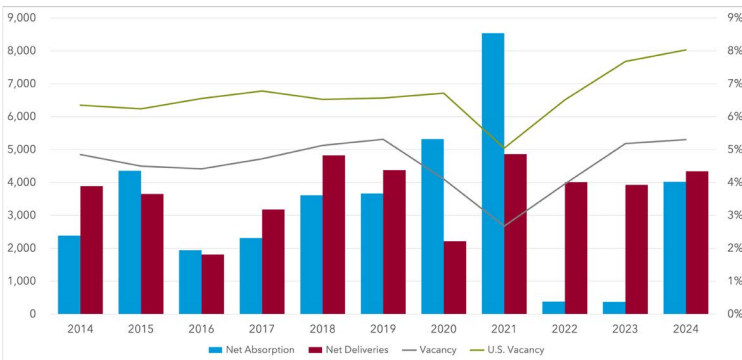
### MULTIFAMILY MARKET OVERVIEW

IVAN DEL MURO-GARCIA, Associate

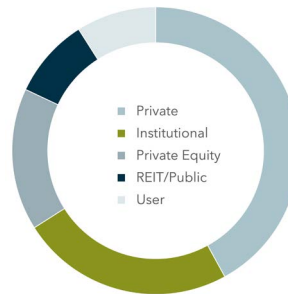
The San Diego multifamily market rebounded in 2024, with total sales reaching \$3 billion, including \$1 billion in Q4. While this marks a recovery, activity remains 40% below the last cycle's average. Cap rates range from 4.3% to 5.6%, with central and coastal properties trading at the lower end. Institutional buyers, driven by demand from life sciences, tech, and defense sectors, have accounted for over 25% of acquisitions. These industries have spurred job growth and housing demand, especially near key employment hubs. However, an increase in new units in 2024 has led to a slight decrease in rents. Despite this, high interest rates and regulatory hurdles continue to affect investor confidence.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	4,023	1,703	589	195	372
◀ ▶ Vacancy Rate	5.3%	5.3%	5.3%	5.1%	5.2%
▼ Asking Rent/Unit	\$2,489	\$2,502	\$2,512	\$2,493	\$2,467
▲ Sale Price/Unit	\$391,718	\$388,001	\$386,060	\$384,873	\$386,133
◀ ▶ Cap Rate	4.7%	4.7%	4.7%	4.7%	4.6%
▼ Under Construction Units	8,194	8,817	9,063	10,073	9,118
▲ Inventory Units	282,586	281,488	280,514	278,492	278,241

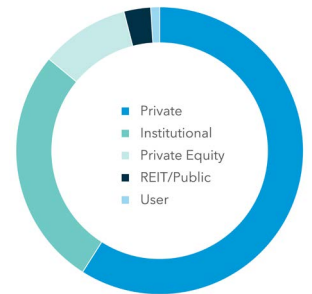
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
1401 Union Street San Diego, CA	\$283,000,469 \$716,457 Per Unit	395	BlackRock, Inc. Trammell Crow Residential
1774 Metro Avenue Chula Vista, CA	\$210,000,000 \$437,500 Per Unit	480	LivCor LLC Ryan Companies US, Inc.
1401 N. Melrose Drive Vista, CA	\$185,000,000 \$451,220 Per Unit	410	Mesirow Financial MG Properties

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
MG Properties	\$359,000,000
The Premiere Residential Communities	\$342,800,000
JPMorgan Chase & Co.	\$300,500,000
Crow Holdings	\$283,000,469
Lennar	\$246,473,078

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Marcus & Millichap	\$522,300,000
BlackRock, Inc.	\$283,000,469
Kohlberg Kravis Roberts & Co. L.P.	\$246,473,078
MG Properties	\$241,750,000
Essex Property Trust, Inc.	\$212,141,374



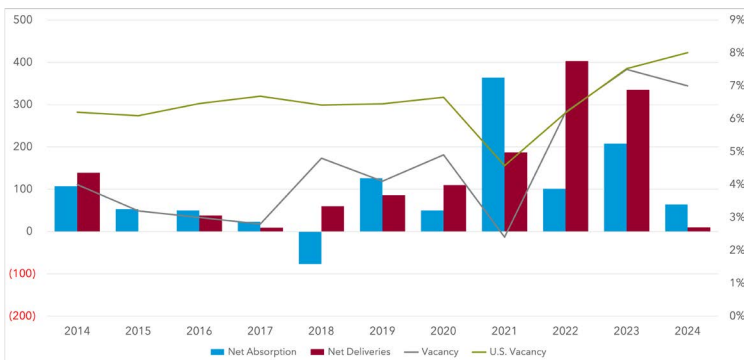
### MULTIFAMILY MARKET OVERVIEW

ALEX OLSEN, *Senior Vice President*

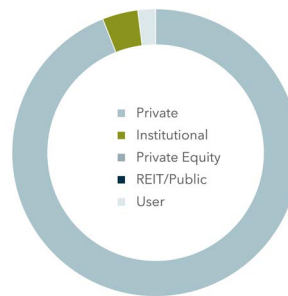
The San Luis Obispo multifamily market saw marginal demand in 2024. Overall vacancy is 7.0% compared to the 3.8% historical benchmark. There are roughly 36 units in the pipeline, and only about 1,000 market-rate units have opened in the past decade. Rent growth was 1.6% YOY in 2024, improved growth is expected in 2025. Avg rents for the market are \$2,181 per month. Like many coastal areas, sales activity has been slow. Sales peaked during 22Q3 at nearly \$80M, and 24Q2 exceeded \$10 million in volume for the first time since then. That was followed by no transactions during 24Q3. During the past decade, no calendar year exceeded \$100M. The average sale price has been about \$340,000/unit during the past year, and the average cap rate has been about 4.5%.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	64	182	247	174	208
▲ Vacancy Rate	7.00%	6.84%	7.2%	7.9%	7.5%
▲ Asking Rent/Unit	\$2,185	\$2,177	\$2,103	\$2,070	\$2,089
▼ Sale Price/Unit	\$300,000	\$312,602	\$311,397	\$301,253	\$303,688
▲ Cap Rate	5.36%	5.23%	5.23%	5.29%	5.20%
▼ Under Construction Units	36	328	328	328	18
▲ Inventory Units	8,176	8,081	8,090	8,090	7,901

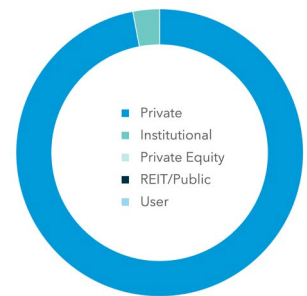
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
845 Madonna Road San Luis Obispo, CA	\$44,000,000 \$366,667 Per Unit	120	Cal Poly Partners Williams Homes
3100 Main Street Morro Bay, CA	\$2,800,000 \$311,111 Per Unit	9	BCC Corporation Roy Cinowalt
566 Pacific Street San Luis Obispo, CA	\$2,375,000 \$296,875 Per Unit	8	Anthony Aurignac Martin & Mary Howell

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Nicholas J Tompkins	\$12,000,000
Braden Farms	\$6,650,000
Rossetti Company	\$5,700,000
Kennedy Athletic Club	\$4,110,000
Tony Ramos	\$4,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Cal Poly Partners	\$44,000,000
Joseph P Collins	\$7,700,000
James Knapp	\$4,275,000
Anthony Aurignac	\$2,970,833
Mitchell Woolpert	\$2,970,833





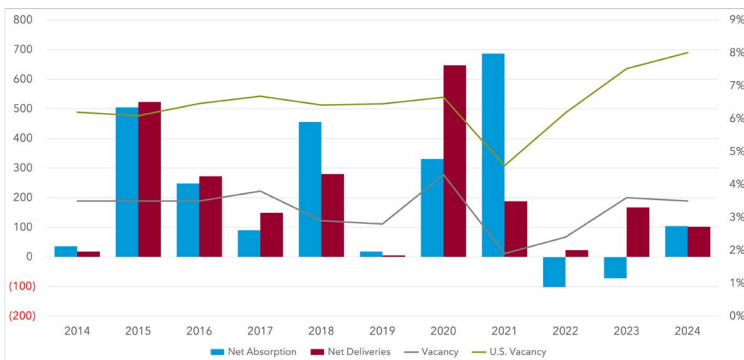
### MULTIFAMILY MARKET OVERVIEW

ALEX OLSEN, *Senior Vice President*

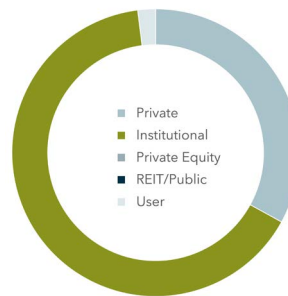
Demand remained positive through Q3 2024, with luxury segment vacancy at 6.2%, supported by absorption units delivered in late 2023. The overall vacancy rate is expected to remain stable due to limited inventory growth and modest demand. Development challenges persist, with only four market-rate units expected in 2024, down from 100 last year, despite statepro-growth initiatives. Santa Barbara County missed its 2022 housing element update deadline, requiring the county to permit projects with 20% affordable units, potentially unlocking development near Goleta and Carpinteria. Rent growth reached 1.8% YOY, above the national 0.9%, while sales through Q3 2024 totaled \$148M, averaging \$430,000/unit at sub-4% cap rates.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	104	146	102	(11)	(72)
▲ Vacancy Rate	3.50%	3.25%	3.3%	3.6%	3.6%
▲ Asking Rent/Unit	\$2,508	\$2,483	\$2,451	\$2,417	\$2,399
▼ Sale Price/Unit	\$340,000	\$341,450	\$341,003	\$338,511	\$342,124
▼ Cap Rate	4.78%	4.82%	4.81%	4.79%	4.70%
◀ ▶ Under Construction Units	-	-	78	89	89
▼ Inventory Units	20,924	20,945	20,887	20,887	20,709

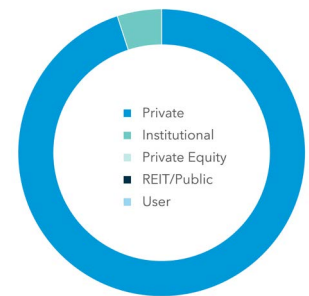
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
740 S. Western Avenue Santa Maria, CA	\$116,000,000 \$252.174 Per Unit	460	Westview Capital Kennedy Wilson, Inc.
529 W. Victoria Street Santa Barbara, CA	\$10,000,000 \$277,778 Per Unit	36	Prather Development Bryan Davis
4573 Carpinteria Avenue Carpinteria, CA	\$5,300,000 \$252,381 Per Unit	21	Gavin Sacks Sheila M. Brotherton

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Kennedy Wilson, Inc.	\$116,000,000
Hollis Jane Price	\$10,050,000
Bryan Davis	\$10,000,000
Paul Schults	\$7,085,000
Driven Capital Partners LLC	\$5,350,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Westview Capital	\$116,000,000
James Investment Partners	\$10,050,000
Prather Development	\$10,000,000
Dario Pini	\$7,650,000
Greenbridge Management Company	\$7,085,000



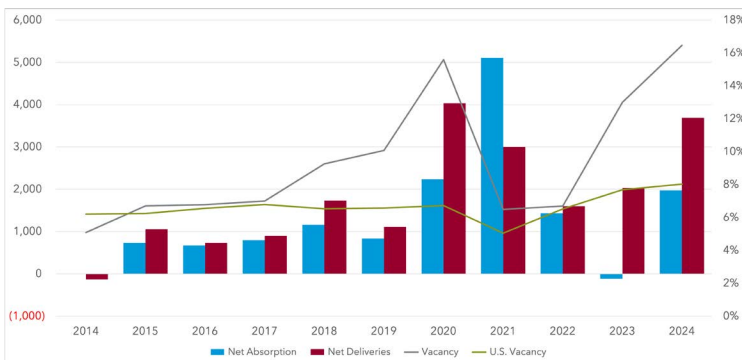
### MULTIFAMILY MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

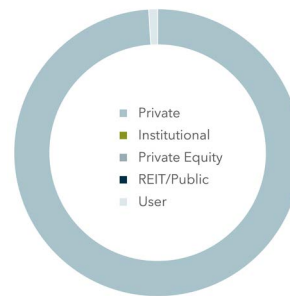
The vacancy rate remained historically high at year-end as supply continued to outpace demand. Vacancy registered 16.5% at the end of Q4, reaching double digits for the sixth consecutive quarter. Annual rent growth slowed -5.6%, making the average market rent \$1,829/unit. New construction starts put pressure on vacancies in communities across Lee County. Owners offered free rent to help boost occupancy. The new construction pipeline accounted for 18.7% of total inventory. The largest delivery for the year was the 444-unit Latigo Group community, The Hadley, in Cape Coral, Florida.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	1,974	1,688	1,213	367	(114)
▼ Vacancy Rate	16.5%	16.7%	15.0%	12.9%	13.0%
▼ Asking Rent/Unit	\$1,829	\$1,845	\$1,884	\$1,911	\$1,936
▼ Sale Price/Unit	\$237,912	\$238,165	\$240,661	\$242,472	\$248,899
▲ Cap Rate	5.46%	5.45%	5.42%	5.37%	5.24%
▲ Under Construction Units	6,636	6,477	7,040	7,848	7,002
▲ Inventory Units	35,560	35,054	33,667	32,154	31,874

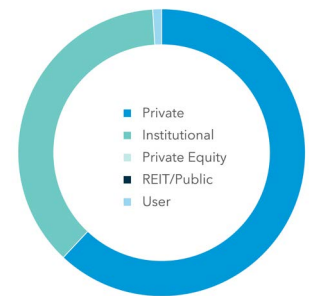
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
2670-2708 Broadway Fort Myers, FL	\$2,150,000 \$134,375 Per Unit	16	2670 Broadway LLC Miami12A LLC
4035 SW 8th Place Cape Coral, FL	\$2,635,000 \$219,583 Per Unit	12	FMJ Cape Coral LLC FLT 03 LLC
415 SW 47th Terrace Cape Coral, FL	\$2,635,000 \$439,167 Per Unit	6	Nest Pod Properties LLC William N. Veloz Properties, Inc.

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
ApexOne Investment Partners	\$81,250,000
Inland Real Estate Group of Companies, Inc.	\$57,000,000
InvestRes	\$56,000,000
Randy A & R Tracey Fulmer	\$2,635,000
Veloz Properties	\$2,635,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
The Embassy Group LLC	\$81,250,000
Interface Properties	\$57,000,000
Grant Cardone	\$56,000,000
Gena Yousef	\$2,635,000
Frank & Mary Russo	\$2,635,000



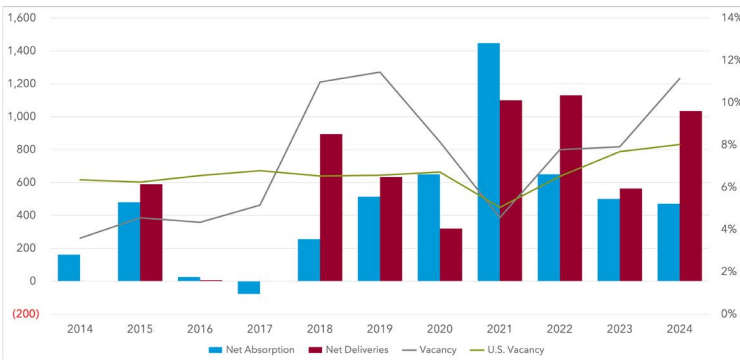
### MULTIFAMILY MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

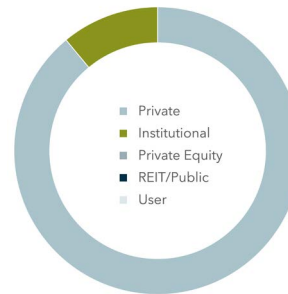
The Naples multifamily vacancy rate was in double digits for another quarter, closing year-end at 11.1%, the highest it has been annually since 2019. Market asking rents dropped with owners offering free rent periods and other concessions to attract tenants. Annual rent growth slowed to -4.1%. Supply outpaced demand for another consecutive year. There were 1,415 units under construction with completion expected in 2025 and 2026. The largest delivery in 2024 was 434 units at The Everly off Collier Boulevard, a Richman Signature property.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	471	553	534	448	501
▼ Vacancy Rate	11.1%	12.2%	13.2%	11.5%	7.9%
▼ Asking Rent/Unit	\$2,365	\$2,373	\$2,392	\$2,427	\$2,465
▲ Sale Price/Unit	\$277,258	\$273,646	\$272,446	\$275,558	\$279,145
▼ Cap Rate	5.16%	5.19%	5.20%	5.14%	5.05%
◀ ▶ Under Construction Units	1,415	1,415	1,415	1,726	2,322
◀ ▶ Inventory Units	14,947	14,947	14,947	14,636	13,912

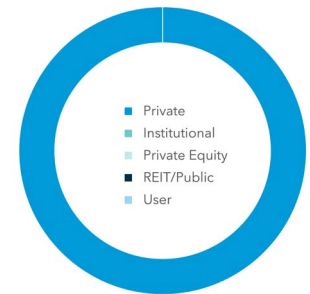
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
15500 Mark Lane Naples, FL	\$82,000,000 \$286,713 Per Unit	286	PLK Communities White/Peterman Properties, Inc.
7255 Vanderbilt Way Naples, FL	\$18,100,000 \$377,083 Per Unit	48	Grey Oaks Country Club David E. Torres
1147 Steeves Avenue Naples, FL	\$1,900,000 \$475,000 Per Unit	4	Richard Grimes Alison L. Whalen / Michael Whalen

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Whiteco Residential	\$82,000,000
David E. Torres	\$18,100,000
Toll Brothers, Inc.	\$13,500,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
PLK Communities	\$82,000,000
Grey Oaks Country Club	\$18,100,000
Shoreham Capital	\$6,750,000
Sabal Capital Operations LLC	\$6,750,000



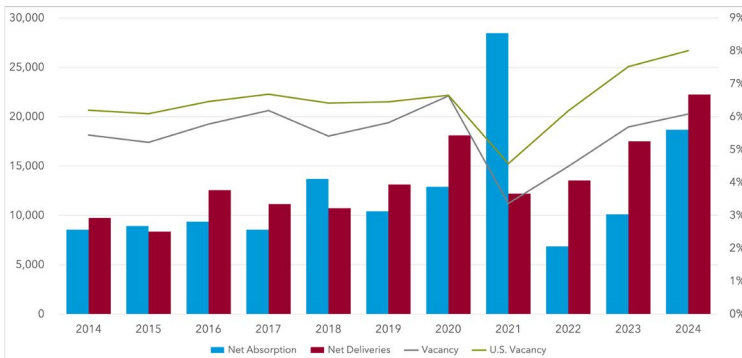
### MULTIFAMILY MARKET OVERVIEW

TODD COHEN, *Principal*

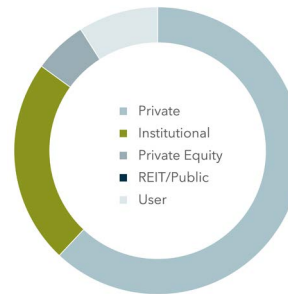
South Florida's multifamily sector is resilient, and Q4 showed positive signs across most metrics that it may have even "bottomed" in Q3. We use quotes because multifamily has outperformed pretty much all asset classes in Florida, and geographically, South Florida has ranked among the strongest performing markets nationwide for a number of years now, 2024 included. To that end, vacancy rates and cap rates ticked down quarter over quarter, and net absorption increased, which bodes well as we head into 2025. With November's election uncertainty resolved, and interest rates slowly trending downward, there is reason for optimism. Rental rates and sales numbers grew on a per door basis, so positive trends were pervasive throughout the sector's key metrics.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	18,680	17,385	14,736	12,969	10,124
▼ Vacancy Rate	6.1%	6.3%	6.1%	5.8%	5.7%
▲ Asking Rent/Unit	\$2,214	\$2,211	\$2,215	\$2,208	\$2,184
▲ Sale Price/Unit	\$255,012	\$238,654	\$283,283	\$225,464	\$190,629
▼ Cap Rate	6.06%	6.16%	6.26%	6.05%	5.76%
▼ Under Construction Units	41,327	42,032	45,182	43,216	45,712
▲ Inventory Units	576,707	573,103	566,096	559,947	554,455

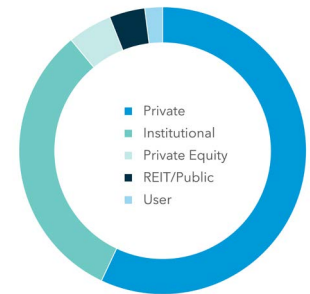
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
555 NE 34th Street Miami, FL	\$190,000,000 \$690,909 Per Unit	275	Kushner Companies Apartment Investment & Management Co.
11338 SW 45th Place Miramar, FL	\$121,300,000 \$347,564 Per Unit	349	Bell Partners, Inc. LivCor LLC
4491 NW 19th Street Lauderhill, FL	\$44,100,000 \$125,284 Per Unit	352	Bowery Property Management FCP

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Starwood Capital Group	\$381,538,297
Morgan Stanley & Co. LLC	\$291,220,000
Lennar	\$263,039,814
TIAA	\$198,850,000
Apartment Investment & Management Co.	\$190,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Brookfield Corporation	\$381,538,297
Kohlberg Kravis Roberts & Co. L.P.	\$263,039,814
Church of Jesus Christ of Latter-Day Saints	\$235,382,000
Pantzer Properties	\$222,750,000
Bell Partners, Inc.	\$199,800,000





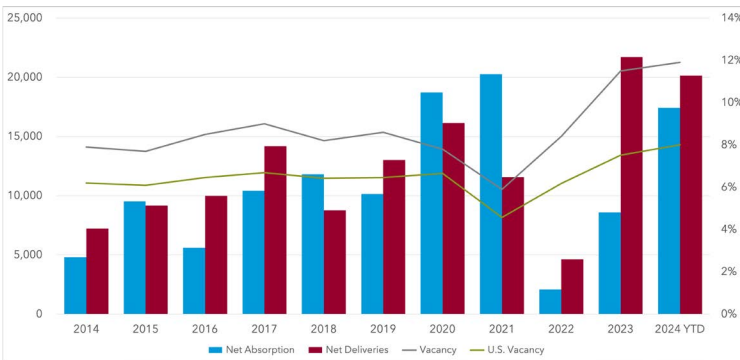
**MULTIFAMILY MARKET OVERVIEW**

KATE HUNT, Senior Research Analyst

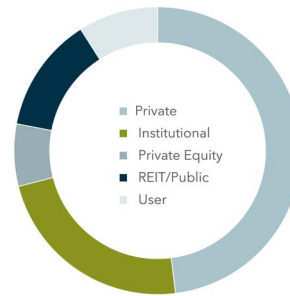
Atlanta's multifamily market ended the year with strong absorption, with 17,423 units absorbed over the past year—a significant improvement compared to 8,586 units a year ago. Vacancy rates have plateaued at 11.9%, up from 11.5% a year prior, as the market adjusts to a slowing pipeline of under-construction units, now at 22,184 compared to 34,534 in Q4 2023. Asking rents have seen steady growth, reaching \$1,620 per unit, while cap rates declined to 6.16%, reflecting increased investor confidence despite elevated vacancy. Inventory has expanded considerably, adding nearly 30,000 units year-over-year, signaling ongoing demand for multifamily housing.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	17,423	14,779	12,342	10,116	8,586
◀▶ Vacancy Rate	11.9%	11.9%	11.8%	11.7%	11.5%
▼ Asking Rent/Unit	\$1,620	\$1,640	\$1,611	\$1,600	\$1,582
▲ Sale Price/Unit	\$205,427	\$201,519	\$201,751	\$202,134	\$203,590
▼ Cap Rate	6.16%	8.28%	5.83%	6.75%	5.20%
▼ Under Construction Units	22,184	25,379	29,736	35,356	34,534
▲ Inventory Units	585,956	579,529	572,514	563,868	556,179

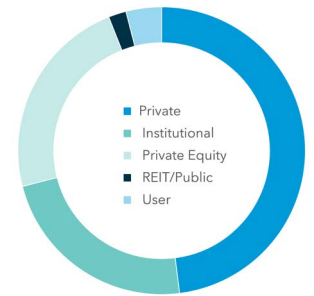
**NET ABSORPTION, NET DELIVERIES, & VACANCY**



**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
3200 Howell Mill Road NW* Atlanta, GA	\$140,000,000 \$689,655 Per Unit	203	Galerie Living Galerie Living
903 Peachtree Street NE Atlanta, GA	\$139,500,000 \$326,698 Per Unit	427	Waterton CA Residential LLC
2850 Delk Road SE Marietta, GA	\$95,750,000 \$197,831 Per Unit	484	Cortland NALS Apartment Homes

\*Recapitalization

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$570,250,000
Lennar	\$211,640,125
Cortland	\$180,500,000
Haven Realty Capital	\$162,702,594
Harbor Group International LLC	\$159,700,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Equity Residential	\$570,750,000
Marcus & Millichap	\$237,500,000
Ares Management Corp	\$222,913,305
Kohlberg Kravis Roberts & Co. L.P.	\$211,640,125
Hilltop Residential	\$159,250,000



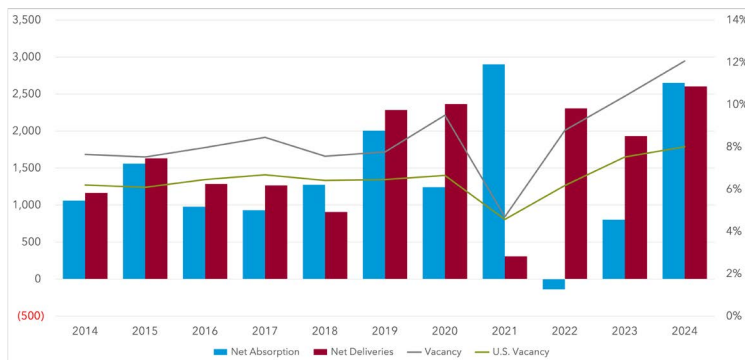
### MULTIFAMILY MARKET OVERVIEW

KYLE GROSS, *Senior Director*

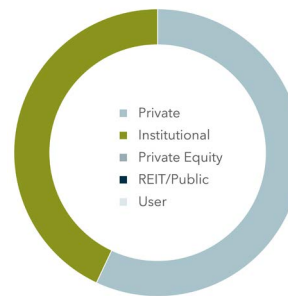
Durham's multifamily market saw strong activity in Q4 2024, with 2,652 units absorbed, up from 2,355 in Q3. The vacancy rate increased to 12.06%, reflecting new supply entering the market. Average asking rents declined slightly to \$1,533 per unit, down from \$1,545 in Q3. Sales prices per unit averaged \$212,127, while cap rates tightened to 5.14%, indicating ongoing investor demand. Construction activity accelerated, with 7,288 units underway, underscoring confidence in market fundamentals. Notable sales included 6123 Farrington Rd as part of a portfolio transaction. The market remains well-positioned despite moderate fluctuations in vacancy and rent growth.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	2,652	2,355	1,600	915	804
▲ Vacancy Rate	12.1%	11.1%	12.9%	11.1%	10.4%
▼ Asking Rent/Unit	\$1,533	\$1,545	\$1,548	\$1,519	\$1,511
▲ Sale Price/Unit	\$212,127	\$141,327	\$147,414	\$235,795	\$194,603
▼ Cap Rate	5.14%	5.63%	5.60%	5.54%	5.45%
▲ Under Construction Units	7,288	6,733	5,486	6,892	7,066
▲ Inventory Units	63,027	61,879	61,117	59,366	58,880

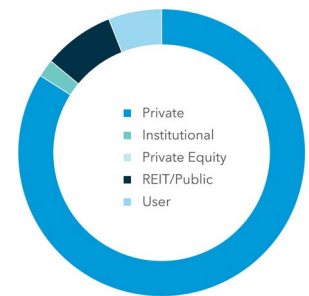
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
6123 Farrington Road* Chapel Hill, NC	\$74,798,000 \$181,990 Per Unit	411	Brookfield Properties Blackstone
710-720 S Lasalle Street Durham, NC	\$5,400,000 \$150,000 Per Unit	36	Lasalle Pointe LLC Mattie, Inc.
308-312 McCauley Street Chapel Hill, NC	\$4,810,000 \$687,143 Per Unit	7	Investors Title Company McCauley 3 LLC

\*Part of Portfolio Sale

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME	TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Sentinel Real Estate Corporation	\$83,000,000	The Connor Group	\$83,000,000
Solomon Organization	\$76,500,000	Braddock & Logan	\$76,500,000
Blackstone	\$74,798,000	Brookfield Corporation	\$74,798,000
White Eagle Property Group	\$39,700,000	Self-Help Credit Union	\$39,700,000
Campus Apartments LLC	\$30,000,000	ColRich	\$30,000,000



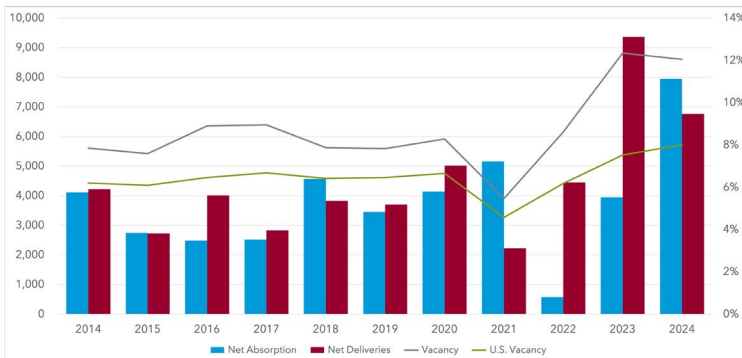
### MULTIFAMILY MARKET OVERVIEW

KYLE GROSS, *Senior Director*

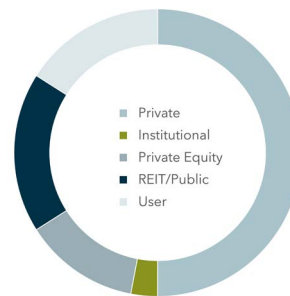
Raleigh's multifamily market saw strong demand in Q4 2024, with 7,945 units absorbed, up from 7,153 units in Q3. The vacancy rate stabilized at 12.05%, while average asking rents dipped to \$1,525 per unit from \$1,555 in Q3, reflecting slight pricing adjustments. Sales prices per unit averaged \$227,609, with cap rates holding steady at 5.25%. Construction activity remained robust, with 9,096 units under development, ensuring future supply. Notable transactions included the \$66 million sale of 300 Alex Ridge Dr. The market demonstrates resilience with continued investment and steady absorption trends.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	7,945	7,153	6,253	4,850	3,944
▲ Vacancy Rate	12.05%	12.0%	12.0%	12.7%	12.3%
▼ Asking Rent/Unit	\$1,525	\$1,555	\$1,545	\$1,526	\$1,520
▼ Sale Price/Unit	\$227,609.00	\$246,278.00	\$265,240.00	\$184,634.00	\$276,875.00
▼ Cap Rate	5.25%	5.30%	5.28%	5.25%	5.17%
▼ Under Construction Units	9,096	11,194	9,780	11,191	13,327
▲ Inventory Units	133,890	131,670	129,127	127,016	124,558

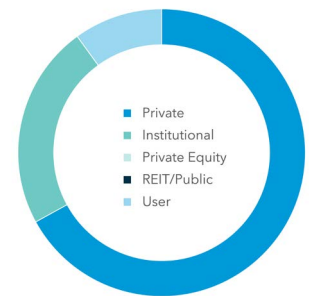
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
300 Alex Ridge Drive Fuquay Varina, NC	\$66,000,000 \$250,000 Per Unit	264	Advenir, Inc. D.R. Horton
712 Tucker Street Raleigh, NC	\$36,800,000 \$203,315 Per Unit	181	Alidade Capital Nordblom Company, Inc.

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
D.R. Horton	\$134,500,000
Halle Companies	\$86,500,000
Wood Partners	\$81,090,000
Investcorp	\$66,750,000
Novare Group	\$60,500,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
AIR Communities	\$86,500,000
Mid-America Apartment Communities	\$81,090,000
Greystar Real Estate Partners	\$68,500,000
AvalonBay Communities	\$66,500,000
Advenir, Inc.	\$66,000,000



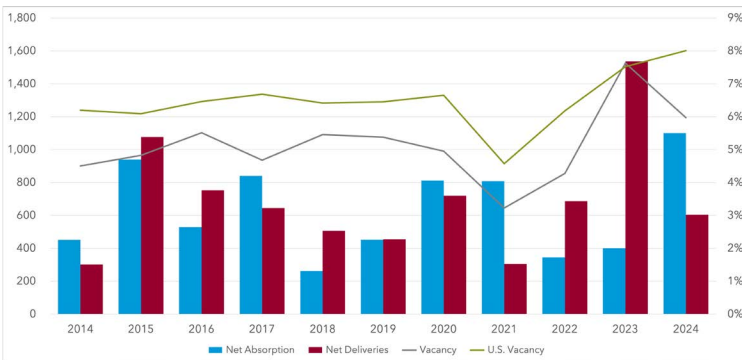
### MULTIFAMILY MARKET OVERVIEW

MO BARRY, Vice President

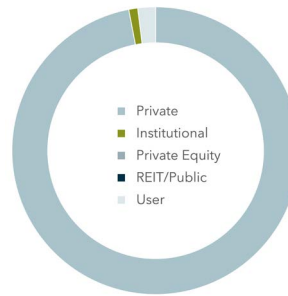
Lincoln's multifamily market benefits from strong demand tied to the University of Nebraska-Lincoln and growing healthcare and tech sectors. Current demand outpaces supply, driving robust absorption and keeping vacancy near 6%, below the national average. However, higher costs and limited land have slowed construction, with about 1,100 units underway. Rents are rising modestly, bolstered by persistent interest in both student and workforce housing. By 2025, the vacancy rate is expected to tick up slightly to around 6.5%, while rents are projected to increase by about 4.4%. Overall, Lincoln's balanced demand drivers and constrained new supply suggest a favorable outlook for investors and renters seeking a solid, stable multifamily market.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	1,101	1,258	1,068	837	401
▼ Vacancy Rate	6.0%	6.3%	6.5%	7.3%	7.6%
▼ Asking Rent/Unit	\$1,159	\$1,160	\$1,158	\$1,138	\$1,130
▲ Sale Price/Unit	\$121,783	\$120,840	\$119,349	\$118,331	\$118,827
◀▶ Cap Rate	7.3%	7.3%	7.3%	7.3%	7.2%
◀▶ Under Construction Units	1,058	1,058	1,216	791	1,237
◀▶ Inventory Units	32,654	32,654	32,496	32,496	32,050

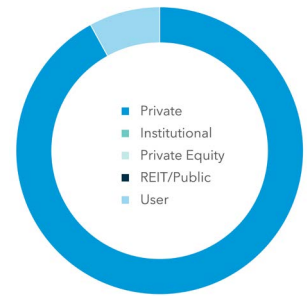
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
2500 S. 10th Street Lincoln, NE	\$1,220,000 \$61,000 Per Unit	20	Bmmb Ventures LLC Garmel Properties LLC
3535 Vine Street Lincoln, NE	\$1,530,000 \$90,000 Per Unit	17	Grant Francke Douglas Schmidt
945 D Street Lincoln, NE	\$2,000,000 \$83,333 Per Unit	24	Randy Haas Douglas D. & Nicole L. Schmidt

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Dale Thomas	\$17,957,000
MC Home Solutions LLC	\$7,680,000
R. D. Hinkley & Associates	\$3,300,000
Berkshire Hathaway, Inc.	\$3,300,000
Douglas D. & Nicole L. Schmidt	\$2,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
MC Home Solutions LLC	\$17,957,000
Keystone Private Capital	\$3,840,000
Well Capital	\$3,840,000
Van H. Nguyen	\$3,300,000
Koll Investment Properties	\$3,300,000





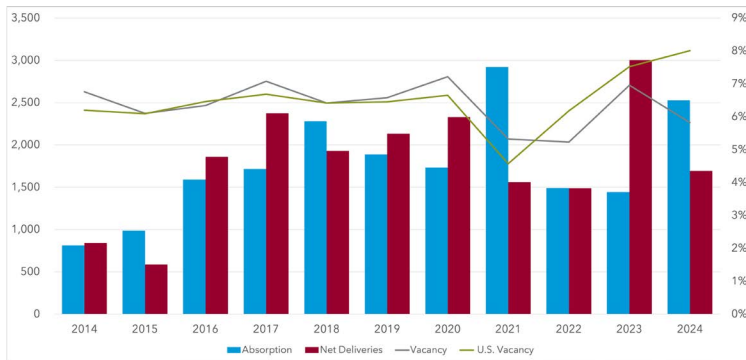
### MULTIFAMILY MARKET OVERVIEW

MO BARRY, Vice President

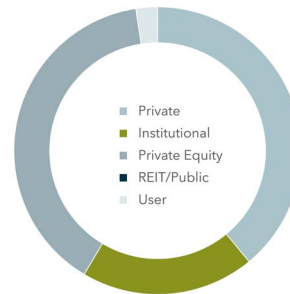
Driven by a robust labor market and cooler supply, Omaha's multifamily market remains among the nation's most stable. Vacancy sits at 5.8%, down 1.1% year over year, contrasting the national 8.0% rate. Demand has consistently outpaced new deliveries, with 2,800 units absorbed over the past year. Luxury vacancy is slightly elevated at 8.1%, whereas mid-tier and workforce rentals are tighter, below 5.2%. Annual rent growth, at 3.2%, closely matches its historical average. By 2025, Omaha's solid economic base and moderate supply pipeline should sustain healthy occupancy and modest rent increases, preserving its advantage over national trends while offering balanced opportunities across property classes.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	2,527	2,147	2,053	1,297	1,444
▼ Vacancy Rate	5.8%	6.2%	6.4%	6.6%	7.0%
▼ Asking Rent/Unit	\$1,226	\$1,229	\$1,225	\$1,206	\$1,189
▲ Sale Price/Unit	\$114,508	\$113,933	\$112,449	\$104,936	\$104,570
▼ Cap Rate	6.9%	7.0%	7.0%	7.2%	7.1%
▼ Under Construction Units	3,288	3,588	2,203	2,646	2,606
▲ Inventory Units	83,824	83,524	83,096	82,276	83,130

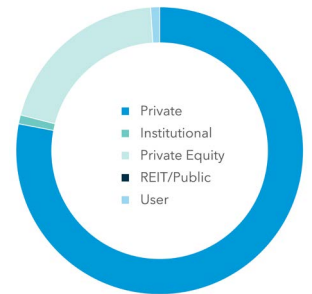
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
2303 Benson Gardens Boulevard Omaha, NE	Undisclosed	174	Undisclosed Round Hill Pacific
415 N. 41st Avenue Omaha, NE	\$1,409,000 \$61,261 Per Unit	23	415 N 41 Ave LLC HA Wassenberg Holding Company LLC
3819 Jones Street Omaha, NE	\$2,042,000 \$72,929 Per Unit	28	3819 Jones Street LLC Holding Company LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
David Lockwood	\$52,500,000
Dicon Corporation	\$43,650,000
D.R. Horton	\$27,500,000
Nustyle Development Corp.	\$13,300,000
AndMark Management Company	\$5,879,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Four Mile Capital	\$52,500,000
Metonic Real Estate Solutions LLC	\$43,650,000
Curtis Capital Group LLC	\$27,500,000
Harvest Development LLC	\$13,300,000
Investors Capital Group	\$11,325,000



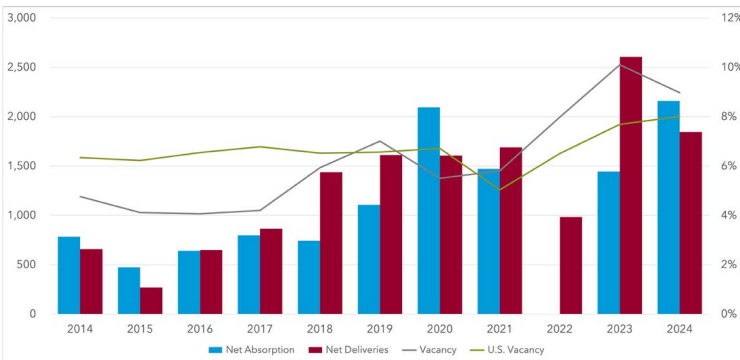
**MULTIFAMILY MARKET OVERVIEW**

LYLE CHAMBERLAIN, *President*

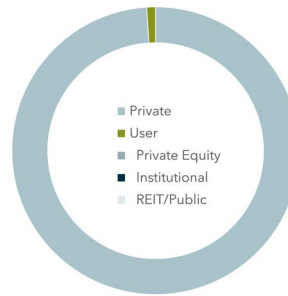
Even though the Vacancy rate has been in consistent decline for the year, we have seen a decrease or “no increase” in the pricing in the multifamily market. This is due to the basic oversupply of product and continued construction of new units in the market. Even though we have good demand, our inventory has outpaced that demand, resulting in continued competition for renters. This has affected both prices, and concessions in the area. The good news is that the “under construction” portion of the market has substantially slowed, and I believe that the over supply should diminish substantially in the coming year. This should stabilize the market, but may result in a reluctance to develop among owners.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	2,161	2,169	1,923	1,754	1,469
▼ Vacancy Rate	9.0%	9.5%	9.9%	9.5%	10.0%
▼ Asking Rent/Unit	\$1,587	\$1,605	\$1,605	\$1,586	\$1,556
▼ Sale Price/Unit	\$225,856	\$227,315	\$226,486	\$225,127	\$224,368
◀▶ Cap Rate	5.3%	5.3%	5.3%	5.3%	5.2%
▼ Under Construction Units	808	896	1,362	1,965	2,156
▲ Inventory Units	47,152	47,064	46,538	45,612	45,306

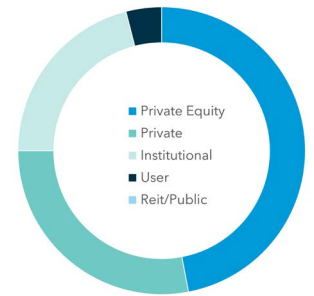
**NET ABSORPTION, NET DELIVERIES, & VACANCY**



**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
6155 Plumas Reno, NV	\$93,700,000 \$214,908 Per Unit	436	MG Properties Benedict Canyon Equities
1244 Carville Drive Reno, NV	\$14,000,000 \$67,308 Per Unit	208	1244 Carville Dr LLC N NV Building & Construction
344 W. 2nd Street Reno, NV	\$16,700,000 \$242,029 Per Unit	69	Renhaven Partners LLC Chris Vargas

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Benedict Canyon Equities, Inc.	\$93,700,000
Quarry Capital	\$43,000,000
Chris Vargas	\$16,700,000
GBS Advisors, Inc.	\$11,760,000
Kennedy-Wilson Properties Ltd.	\$7,467,500

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
MG Properties	\$93,700,000
Tower 16 Capital Partners	\$43,000,000
Village Investment Partners	\$11,760,000
GBS Advisors, Inc.	\$7,467,500
St Gartlan Francis E. & Lucy F. Tru	\$5,091,500



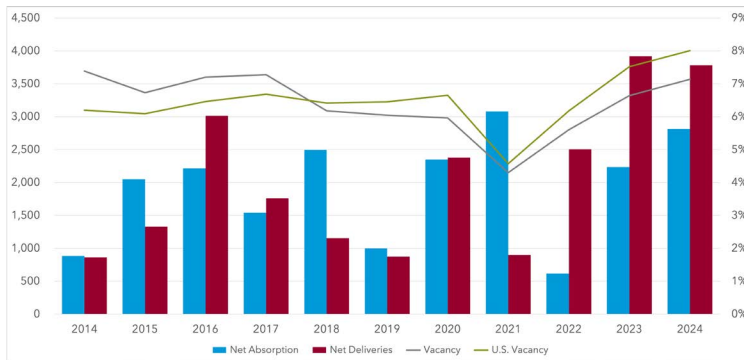
### MULTIFAMILY MARKET OVERVIEW

JOSH HARKAVY, *Vice President*

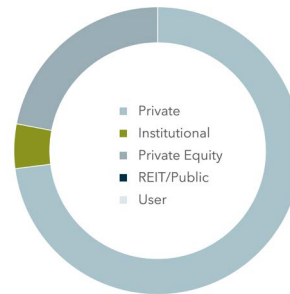
The Cincinnati multifamily market saw a slight increase in vacancy rates to 7.1% in the fourth quarter of 2024, which remains lower than the national average of 8.0%. The market is balancing supply and demand, with mid-priced 3-Star units experiencing strong absorption. Demand has been particularly strong in Northern Kentucky and suburban areas such as North Cincinnati. Rent growth remained stable at around 3% vs. 1% nationally, with notable increases in high-demand areas like Northwest Cincinnati. However, construction activity is expected to slow significantly in 2025 due to high interest rates and vacancy, which could lead to tightening market conditions in the future. Per Rent Café, there is one vacant unit for every 11 renters.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	2,815	2,427	2,364	2,357	2,235
▲ Vacancy Rate	7.14%	6.89%	6.95%	6.66%	6.64%
▼ Asking Rent/Unit	\$1,285	\$1,289	\$1,285	\$1,269	\$1,254
▼ Sale Price/Unit	\$106,187	\$106,682	\$104,101	\$100,901	\$100,744
▲ Cap Rate	7.77%	7.75%	7.84%	7.94%	7.85%
▲ Under Construction Units	4,871	4,039	3,551	4,655	4,644
▲ Inventory Units	144,469	143,618	142,790	141,355	140,687

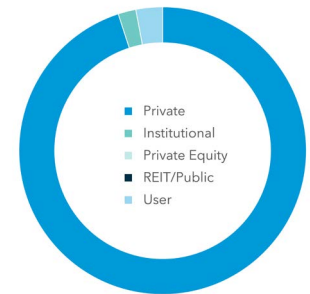
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
6840 Lakota Pointe Lane Liberty Township, OH	\$14,399,691 \$70,587 Per Unit	204	Lakota Pointe Oh Owner LP Lakota Pointe II Limited Partnership
1722 W. North Bend Road Cincinnati, OH	\$2,900,000 \$100,000 Per Unit	29	DWK Construction Everingham Properties
18 Old Stephenson Mill Road Walton, KY	\$2,375,000 \$237,500 Per Unit	10	Dry Ridge Investment Partners LLC EPK LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
King Communities	\$15,800,000
MGI Communities	\$10,300,000
ME Commercial	\$5,040,001
Nagi Jonnala	\$4,500,000
Everingham Properties	\$2,900,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Axiom Residential LLC	\$15,800,000
PLK Communities	\$10,300,000
Historic Limited Liability Company	\$5,040,001
Daniel J. Hume	\$4,500,000
John S. Corder	\$3,400,000



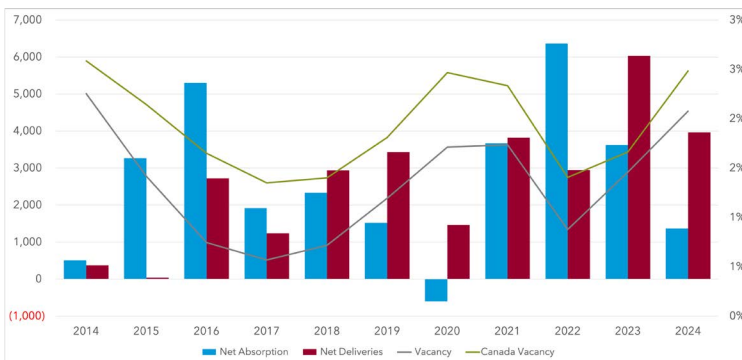
### MULTIFAMILY MARKET OVERVIEW

LEE & ASSOCIATES TORONTO, *Real Estate Intelligence Department*

The Greater Toronto Area's (GTA) multifamily market is softening as rental rates reach their peak. High-end units are seeing increased vacancies, with rates rising to 2.1% from a low of 0.9%. Elevated interest rates have boosted rental demand as buyers delay purchases, yet these same rates and stagnant wages have slowed new construction. Toronto's condo market faces significant challenges, with sales down 81% from 2023, leading some developments to shift to purpose-built rentals. Investor-owned condos, comprising 57% of units built between 2016 and 2021, face mounting pressures as low-rate mortgages come up for renewal. Population growth is affected by high immigration, while domestic migration weakens the renter pool with people moving away.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	1,368	1,636	2,311	2,898	3,625
▲ Vacancy Rate	2.1%	2.0%	1.8%	1.8%	1.5%
▼ Asking Rent/Unit	\$2,283	\$2,292	\$2,286	\$2,276	\$2,259
▲ Sale Price/Unit	\$367,078	\$363,346	\$359,403	\$362,077	\$356,725
◀▶ Cap Rate	4.1%	4.1%	4.1%	4.1%	4.1%
▲ Under Construction Units	38,409	32,116	31,488	28,761	22,310
▲ Inventory Units	413,805	413,106	411,702	411,309	409,840

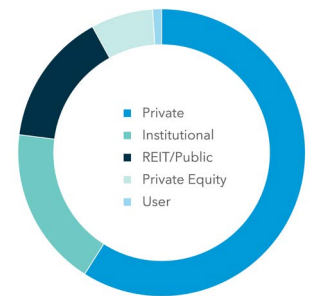
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
1475 Whites Road Pickering, ON	\$127,000,000 \$559,471 Per Unit	227	Starlight Investments Grandview Homes
200 Missinnihe Way Mississauga, ON	\$62,207,926 \$414,720 Per Unit	150	Region of Peel FRAM + Slokker
75-77 Huron Heights Drive Newmarket, ON	\$33,450,000 \$304,091 Per Unit	110	Lankin Investments Canadian Apartment Properties REIT

\*All numbers shown are in Canadian dollars (CAD)

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Greenrock Real Estate Advisors	\$437,184,000
OMERS	\$216,300,000
Canadian Apartment Properties REIT	\$204,200,000
Grandview Homes	\$127,000,000
Ronkay Management Inc	\$101,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Brookfield Corporation	\$437,184,000
Starlight Investments Ltd.	\$358,300,000
Equiton Inc.	\$130,199,999
Lankin Investments	\$112,330,000
QMW Corp	\$101,000,000





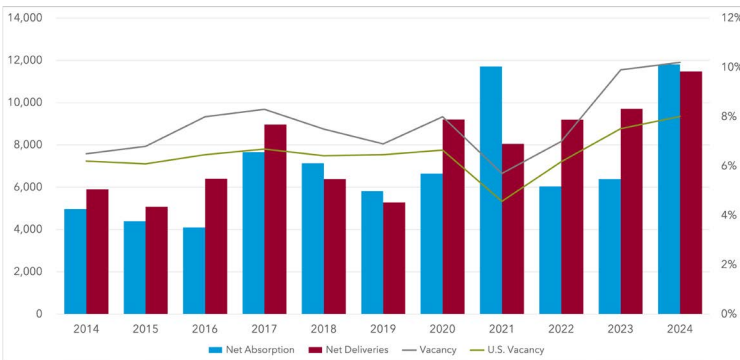
### MULTIFAMILY MARKET OVERVIEW

GAINES HANKS, Associate

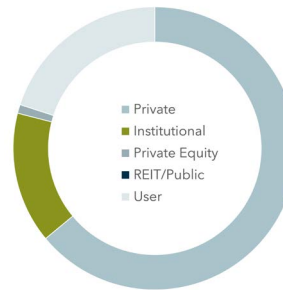
Nashville's multifamily market remained strong in Q4 2024, with 11,811 units absorbed over the past year, reflecting solid growth. Vacancy rates held steady at 10.2%, up slightly from 10% in Q3 but staying healthy. Asking rents increased to \$1,596 per unit, compared to \$1,529 in Q4 2023, driven by sustained demand. Sales prices rose to \$200,004 per unit, signaling ongoing investor confidence despite market fluctuations. Cap rates compressed to 5.59%, highlighting strong investor interest and stable returns. With 14,053 units under construction and a growing inventory of 230,264 units, Nashville's multifamily market is well-positioned to support population growth and housing demand, making it a key focus for both investors and renters.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▲ 12 Mo. Absorption Units	11,811	11,341	9,067	7,507	6,390
▲ Vacancy Rate	10.2%	10.0%	10.1%	10.4%	9.9%
▼ Asking Rent/Unit	\$1,596	\$1,607	\$1,589	\$1,553	\$1,529
▲ Sale Price/Unit	\$200,004	\$178,458	\$161,683	\$156,771	\$211,105
▲ Cap Rate	5.59%	5.07%	6.35%	5.33%	5.27%
▼ Under Construction Units	14,053	14,795	18,775	20,446	20,789
▲ Inventory Units	230,264	228,231	222,408	216,436	212,045

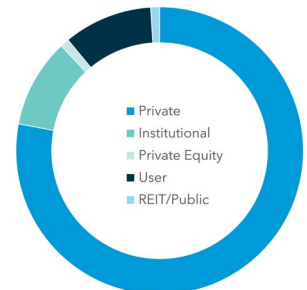
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
195 Indian Lake Boulevard Hendersonville, TN	\$66,054,214 SF \$349,493 Per Unit	189	Inland Real Estate Group of Companies, Inc. Ryan Companies US, Inc.
660 Bell Road Antioch, TN	\$65,250,000 \$181,250 Per Unit	360	Cortland Security Properties, Inc.
1830 Spring Branch Drive Madison, TN	\$16,300,000 \$185,227 Per Unit	88	Addison Partners GVA Property Management

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
GVA Property Management	\$293,822,576
Covenant Capital Group	\$90,000,000
Cortland	\$88,200,000
Wood Partners	\$86,000,000
Mount Auburn Multifamily	\$78,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
CalSTRS	\$154,132,576
General Services Corporation	\$88,200,000
Bonaventure Senior Living	\$86,000,000
The Connor Group	\$66,500,000
Inland Real Estate Group of Co's, Inc.	\$66,054,214



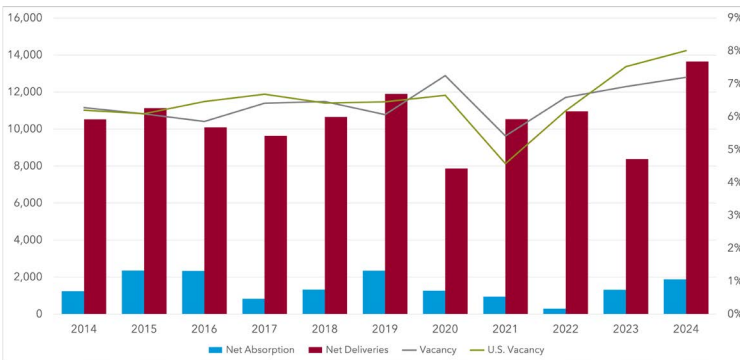
### MULTIFAMILY MARKET OVERVIEW

DANIEL LIM, *Vice President*

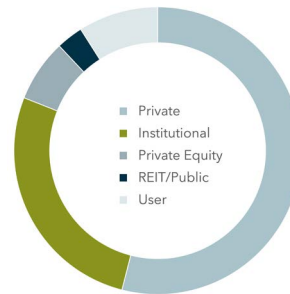
Absorption finished strong for 2024 at 11,438 units, nearly doubling 2023 numbers. Vacancy rates remained steady, with a slight increase attributed to seasonal market trends. This performance is notable, given the delivery of 13,654 new units to the market in 2024. The current development cycle has wound down, leaving only 15,426 units under construction. With limited new construction starts, rent growth is projected to resume. While sales volumes continue to be down due to higher interest rates, acquisitions below replacement cost are expected to persist, further driving the market characterized by housing scarcity.

MARKET INDICATORS	Q4 2024	Q3 2024	Q2 2024	Q1 2024	Q4 2023
▼ 12 Mo. Absorption Units	11,438	12,407	9,521	7,128	6,269
▲ Vacancy Rate	7.2%	6.9%	6.8%	7.0%	7.0%
▲ Asking Rent/Unit	\$2,039	\$2,043	\$2,042	\$1,997	\$2,000
▼ Sale Price/Unit	\$292,141	\$364,114	\$287,829	\$222,145	\$284,080
▲ Cap Rate	5.60%	4.89%	5.50%	5.30%	5.30%
▼ Under Construction Units	15,426	17,628	20,978	24,223	25,360
▲ Inventory Units	395,226	393,143	387,960	383,929	384,139

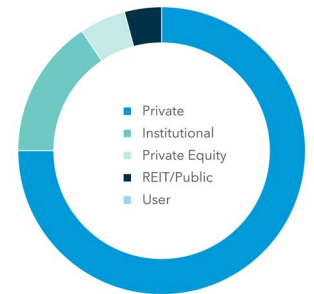
#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### 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
Parkside Esterra Park Redmond, WA	\$285,900,000 \$430,572 Per Unit	664	Lakevision Capital West Willow Bridge
Baumont Woodenville, WA	\$136,125,000 \$395,712 Per Unit	344	Essex Property Trust MG Properties
Everlight Redmond, WA	\$123,200,000 \$410,667 Per Unit	300	Ares Management AEW

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Greystar Real Estate Partners	\$801,400,795
Security Properties, Inc.	\$756,070,000
Goodman Real Estate, Inc.	\$657,155,500
Blackstone, Inc.	\$600,110,000
Lennar	\$4,412,020,736

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Kennedy Wilson, Inc.	\$708,500,000
Marcus & Millichap	\$692,312,000
Blackston, Inc.	\$625,925,000
Greystare Real Estate Partners	\$6,060,164,000
Security Properties, Inc.	\$577,850,000

## 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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