



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.

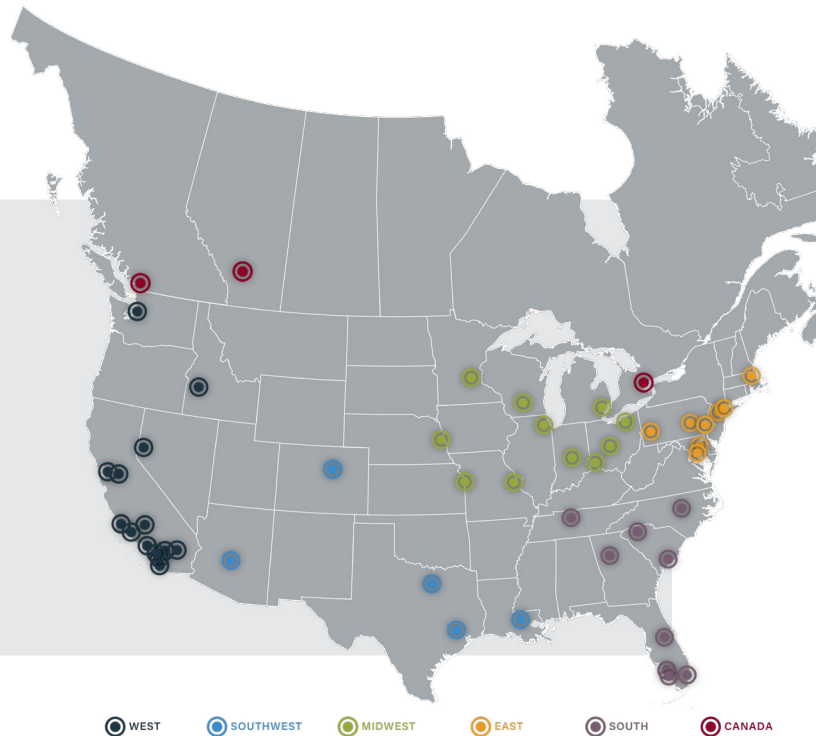
SERVICES TO MEET THE NEEDS OF OUR CLIENTS

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 and a strategic international alliance with Gerald Eve, Lee & Associates has the ability to deliver first-class services to our clients both locally and internationally.



INDUSTRIAL OVERVIEW: SHARP DECLINE HITS FIRST-QUARTER U.S. DEMAND

There was a sharp first-quarter decline in U.S. tenant demand for industrial space as wholesalers and retailers reconsider their inventory levels out of caution over the economic outlook. Net absorption in the first quarter totaled 39.4 million SF, a 57% drop from the record set a year ago. Demand for Canadian industrial space in Q1, however, gained nearly 21% year over year. The overall U.S. vacancy rate settled at 4.4%, an increase of 40 basis points from the close of 2022, comfortably below the 7.3% market average over the last two decades. Vacant space at the end of March totaled 805.6 million SF, up 81.4 million SF from the previous quarter.

While a potential pullback in consumer spending poses downside risks for 2023, onshoring of high-tech manufacturing will likely be a key driver of U.S. absorption from 2024-26. The federal government's 2022 passage of the CHIPS and Science Act, and the Inflation Reduction Act provided more than \$400 billion worth of incentives for growth in U.S.-based high-tech manufacturing. Newly completed space in the first quarter totaled 120.3 million SF compared to 74 million SF delivered in the same period last year. The stock of U.S. industrial property is set to grow nearly 4% in 2023 for the fastest pace of supply growth in more than 30 years. Barring a severe shock to the U.S. economy and industrial leasing, the volume of space set for delivery likely will produce only a moderate increase in vacancy without tipping the market in the tenants' favor. Influencing long-term prospects, increased interest rates of the past two quarters and concern that the increased cost of new construction may exceed replacement cost have caused developers to pull back by up to 40% starting late last year. The recent slowing in net absorption is broad-based across most major markets. Los Angeles and Southern California's Inland Empire - with respective vacancy rates of 3.4% and 3.1%, similar to other coastal markets - notably have posted outsized increases in space availability in recent months. Otherwise, the construction pipeline of projects is barely enough to meaningfully ease the space shortages in majority of coastal markets since the lockdown.

Imports have been declining at the national level since November. The slowing has been most pronounced at the Port of Los Angeles, where inbound cargo has been reduced by the Covid wave in China and risks of a strike by West Coast dockworkers. The potential strike has caused many importers to divert cargos to major East Coast ports, allowing East and Gulf Coast ports such as Newark, Savannah, Houston, Norfolk and Charleston to lead the U.S. in import growth since the Great Recession.

Lehigh Valley, Richmond, Tampa, Jacksonville, Detroit and Reno have bucked the national trend and record tightening availability since mid-2022, even among properties larger than 100,000 SF. U.S. and Canadian landlords in Q1 are expecting annualized 9.9% and 14.1% rent growth respectively. But those gains appear less likely to materialize as 2023's record levels of deliveries will see 250 million SF added in the second quarter and 650 million SF projected this year.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / SF ANNUAL		HIGHEST MARKET SALE PRICE / SF	
ON, Toronto	1.2%	CA, San Francisco	\$27.12	CA, San Francisco	\$504
BC, Vancouver	1.2%	CA, San Diego	\$21.48	CA, Orange County	\$376
FL, Miami	2.1%	FL, Miami	\$19.20	CA, Los Angeles	\$355
GA, Savannah	2.3%	CA, Orange County	\$18.84	CA, San Diego	\$351
CA, Orange County	2.3%	CA, Los Angeles	\$18.84	BC, Vancouver	\$334 CAD
U.S. Index	4.4%	U.S. Index	\$11.40	U.S. Index	\$162
Canada Index	1.7%	Canada Index	\$11.76 CAD	Canada Index	\$215 CAD

MOST SF UNDER CONSTRUCTION SF		LARGEST INVENTORY BY SF		LOWEST MARKET CAP RATE	
TX, Dallas-Fort Worth	76,691,186	TX, Dallas-Fort Worth	1,091,980,277	CA, Inland Empire	3.7%
AZ, Phoenix	56,293,160	CA, Los Angeles	950,073,302	BC, Vancouver	4.0%
CA, Inland Empire	37,611,626	ON, Toronto	858,933,788	CA, Los Angeles	4.0%
TX, Houston	36,630,838	NY, New York*	854,883,800	ON, Toronto	4.1%
GA, Atlanta	31,804,416	GA, Atlanta	806,519,545	CA, Orange County	4.2%
U.S. Index	640,107,366	U.S. Index	18,239,730,766	U.S. Index	6.0%
Canada Index	61,519,338	Canada Index	1,817,476,514	Canada Index	4.9%

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

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
AB, Calgary **	2.6%	\$0.68	\$126	7,231,614	177,647,196	6.4%
AZ, Phoenix	4.4%	\$1.01	\$186	56,293,160	422,616,483	5.4%
BC, Vancouver **	1.2%	\$1.23	\$334	8,611,489	267,645,255	4.0%
CA, Bakersfield	5.3%	\$0.81	\$121	1,395,932	61,467,772	5.9%
CA, East Bay	4.3%	\$1.43	\$313	5,377,586	272,977,782	4.5%
CA, Fresno	3.1%	\$1.15	\$287	37,611,626	729,320,869	3.7%
CA, Inland Empire	3.4%	\$1.57	\$355	6,696,072	950,073,302	4.0%
CA, Los Angeles	2.3%	\$1.57	\$376	3,061,931	300,685,110	4.2%
CA, Orange County	4.0%	\$1.79	\$351	3,227,888	205,458,990	4.9%
CA, San Diego	7.4%	\$2.26	\$504	5,227,284	97,970,998	4.5%
CA, San Francisco	1.9%	\$1.34	\$219	40,231	9,247,981	5.2%
CA, San Luis Obispo	2.7%	\$1.50	\$254	29,965	17,985,822	5.4%
CA, Santa Barbara	5.3%	\$0.77	\$135	7,699,935	143,955,580	5.1%
CA, Stockton	3.3%	\$1.19	\$219	260,015	74,258,259	5.1%
CA, Ventura	6.5%	\$0.98	\$196	8,914,901	274,244,087	5.8%
CO, Denver	4.1%	\$1.31	\$241	9,933,070	288,242,822	5.8%
DC, Washington	1.0%	\$0.96	\$130	3,727,374	37,373,172	7.0%
FL, Fort Myers	2.1%	\$1.60	\$271	9,180,397	262,957,093	4.9%
FL, Miami	1.1%	\$1.27	\$179	947,936	13,544,056	6.3%
FL, Naples	3.6%	\$1.03	\$153	9,179,067	192,141,307	5.6%
FL, Orlando	2.5%	\$0.70	\$94	670,500	85,975,772	6.2%
GA, Atlanta	4.0%	\$0.71	\$110	31,804,416	806,519,545	5.7%
GA, Savannah	2.3%	\$0.65	\$117	23,369,015	105,559,724	5.9%
ID, Boise	4.2%	\$0.83	\$135	5,414,498	54,465,640	6.2%
IL, Chicago	5.8%	\$0.61	\$77	18,698,962	400,025,100	6.9%
IN, Indianapolis	0.6%	\$0.74	\$94	12,960	9,302,773	7.4%
KS, Lawrence	3.4%	\$0.43	\$65	72,000	20,913,103	7.8%
KS, Topeka	3.3%	\$0.76	\$75	2,272,114	39,311,397	8.1%
LA, Baton Rouge	4.9%	\$1.22	\$192	8,175,036	357,031,631	5.9%
MA, Boston	6.2%	\$0.84	\$136	2,720,450	260,454,767	6.4%
MD, Baltimore	6.2%	\$0.84	\$136	2,720,450	260,454,767	6.4%
United States Index	4.4%	\$0.95	\$162	640,107,366	18,239,730,766	6.0%
Canada Index	1.7%	\$0.98**	\$215**	61,519,338	1,817,476,514	4.9%

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
MI, Detroit	4.0%	\$0.68	\$75	8,226,357	616,976,002	8.6%
MN, Minneapolis	2.9%	\$0.66	\$94	6,899,188	413,163,722	7.4%
MO, Kansas City *	3.8%	\$0.54	\$68	10,571,869	350,371,164	7.5%
MO, Saint Louis	4.6%	\$0.57	\$73	2,832,492	334,266,869	6.8%
NC, Durham	4.3%	\$0.91	\$140	4,307,034	47,618,841	6.0%
NC, Raleigh	4.4%	\$0.93	\$138	5,153,584	99,198,681	6.3%
NE, Lincoln	5.2%	\$0.53	\$84	646,426	35,868,602	6.6%
NE, Omaha	2.6%	\$0.62	\$86	908,601	105,336,062	7.2%
NJ, Atlantic City	4.3%	\$0.82	\$87	0	9,395,819	6.9%
NJ, Northern New Jersey *	2.8%	\$1.25	\$207	4,846,190	250,388,078	5.4%
NJ, Trenton	5.3%	\$0.81	\$170	1,406,226	43,508,607	5.6%
NJ, Vineland	7.8%	\$0.59	\$69	0	18,313,109	6.5%
NV, Reno	2.8%	\$0.75	\$134	4,434,334	111,403,127	5.2%
NY, Long Island	4.1%	\$1.47	\$210	1,897,120	182,756,461	6.8%
NY, New York *	4.4%	\$1.53	\$286	20,882,623	854,883,800	4.9%
OH, Cincinnati	3.2%	\$0.57	\$70	9,975,567	341,885,841	7.2%
OH, Cleveland	4.0%	\$0.52	\$52	6,859,404	354,833,142	8.5%
OH, Columbus	5.1%	\$0.64	\$86	15,683,410	349,222,386	6.1%
ON, Toronto **	1.2%	\$1.10	\$249	30,573,344	858,933,788	4.1%
PA, Harrisburg	2.5%	\$0.63	\$97	2,614,025	109,964,436	5.9%
PA, Lehigh Valley *	4.2%	\$0.67	\$123	5,129,538	161,841,787	5.7%
PA, Philadelphia *	4.8%	\$0.88	\$123	26,636,212	597,282,825	6.1%
SC, Charleston	3.4%	\$0.80	\$104	11,913,024	100,149,125	6.5%
SC, Greenville	4.7%	\$0.53	\$63	4,866,215	139,971,464	7.5%
SC, Spartanburg	8.0%	\$0.50	\$67	13,831,050	108,458,874	7.3%
TN, Nashville	2.3%	\$0.65	\$121	11,771,365	254,961,264	5.2%
TX, Dallas-Fort Worth	6.1%	\$0.75	\$118	76,691,186	1,091,980,277	5.5%
TX, Houston	5.6%	\$0.71	\$106	36,630,838	772,198,821	6.3%
WA, Seattle	5.0%	\$1.18	\$260	9,234,465	349,079,215	4.6%
WI, Madison	2.6%	\$0.61	\$77	818,348	73,860,084	7.2%
United States Index	4.4%	\$0.95	\$162	640,107,366	18,239,730,766	6.0%
Canada Index	1.7%	\$0.98**	\$215**	61,519,338	1,817,476,514	4.9%

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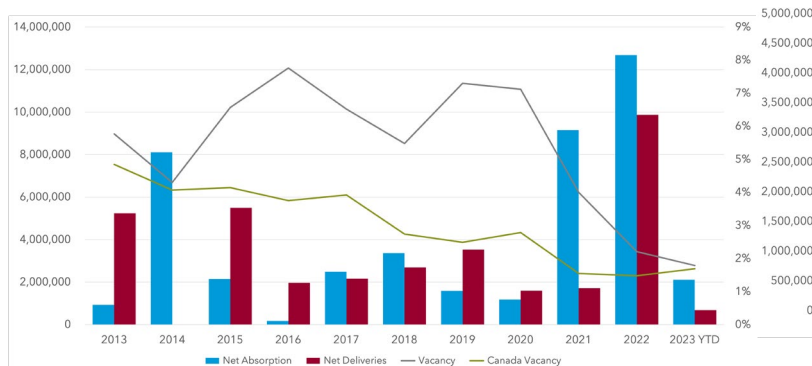
INDUSTRIAL MARKET OVERVIEW

JACK MAZURY, *Research Coordinator*

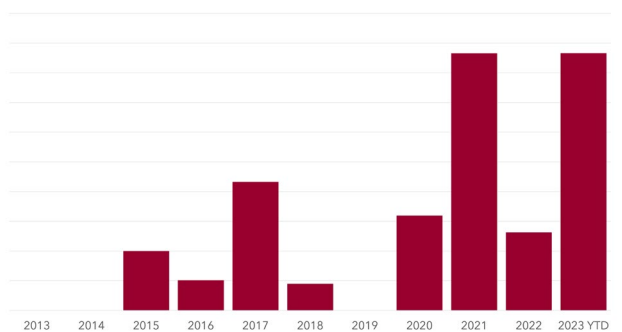
Vacancy continues to decrease toward an all-time low in Calgary's industrial market. Increasing interest rates and persistent inflation have slowed sales with owner-users impacted most. Leasing remains strong with a 1.87% vacancy rate. New speculative construction is leasing quickly and as a result, rents are continuing to increase. With heightened building costs, there is an expectation of increased demand for existing product for owner users as opposed to new construction as the cost delta between the two continues to rise. Much of the existing product available is concentrated in small bay B and C class buildings. Purchaser demand returning is dependent on the Bank of Canada decreasing rates, accompanied by slowing inflation.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Qtrly Net Absorption SF	2,115,223	2,569,437	(230,369)	7,776,546	2,571,220
▼ Vacancy Rate	1.87%	2.21%	2.92%	2.85%	3.21%
◀ ▶ Avg NNN Asking Rate PSF	Not Tracked	Not Tracked	Not Tracked	Not Tracked	Not Tracked
▲ SF Under Construction	4,329,883	1,315,151	1,974,474	4,344,337	7,825,685
▲ Inventory SF	163,105,942	162,657,499	162,067,331	159,600,115	155,185,570

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4920 - 72nd Avenue SE* Calgary, AB	293,761 SF	\$90,300,000** \$128.62 PSF	Skyline Commercial Real Estate Holdings HOOP Realty, Inc.	Class B
261090 Wagon Wheel View* Rockyview County, AB	148,831 SF	\$19,000,000** \$127.66 PSF	BHJ Canada Meat Products Inc. Seaview Investments Ltd.	Class A
2760 45th Avenue SE* Calgary, AB	99,026 SF	\$57,200,000** \$163.97 PSF	Skyline Commercial Real Estate Holdings Hopewell Equities, Inc.	Class A

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

*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
490 Carmek Drive SE Rockyview County, AB	253,049 SF	Emcor Developments	Confidential	Confidential
High Plains Industrial Park, Bldg 10 Rockyview County, AB	218,993 SF	Highfield Investment Group	DSV Solutions	Logistics
292031 Wagon Wheel Boulevard Rockyview County, AB	147,840 SF	Anthem Properties	Master Group	HVAC



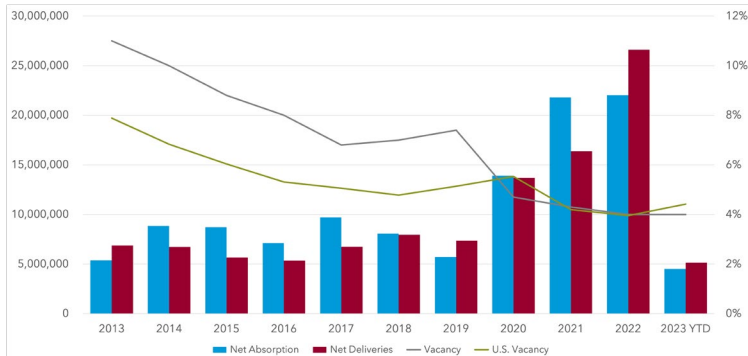
INDUSTRIAL MARKET OVERVIEW

CHRIS MCCHESENEY, *Director of Research*

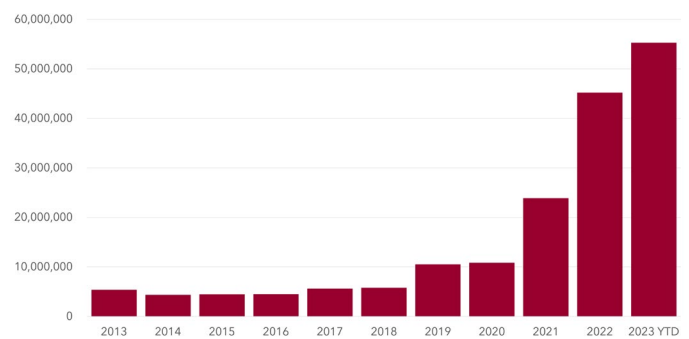
Strong user demand and unprecedented supply growth continue to drive the Phoenix Industrial Market. Vacancy rates hovered at 4% as net absorption and new deliveries were nearly identical for the quarter. Phoenix again ranked second in the nation for new development with 55 million square feet under construction, trailing only Dallas which has 73 million square feet underway. Phoenix remains one of the best performing markets for employment growth and showed its resilience during the pandemic. A low cost of doing business, pro-business environment and proximity to major regional markets will continue drawing tenants to the market.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Qtrly Net Absorption SF	4,508,489	4,525,312	3,525,026	4,789,550	7,060,846
◀▶ Vacancy Rate	4.0%	4.0%	3.9%	4.0%	4.2%
▲ Avg NNN Asking Rate PSF	\$11.88	\$10.56	\$10.08	\$9.48	\$9.00
▲ SF Under Construction	55,291,088	43,197,614	45,330,326	33,000,361	25,246,900
▲ Inventory SF	372,918,165	367,223,661	359,359,407	354,482,546	352,546,443

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8313 W. Latham Tolleson, AZ	242,863 SF	\$38,200,000 \$157.29 PSF	StoneLake Capital Oxford Properties	Class A
2800 & 2900 S. Gilbert Road Chandler, AZ	216,328 SF	\$40,150,000 \$185.60 PSF	Fidelity Investments ViaWest Group	Class A
1320 & 1330 W. Warner Road Tempe, AZ	197,000 SF	\$42,400,000 \$215.23 PSF	Barings The Opus Group	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6801 N. Cotton Lane Glendale, AZ	915,160 SF	Pizzuti	Cubework	Logistics
91st Avenue & Roosevelt Street Tolleson, AZ	402,015 SF	EQT Exeter	HD Supply	Distributor
SWC Ellsworth Road & Warner Road Mesa, AZ	353,662 SF	Scannell Properties	Sysco Foods	Food Service



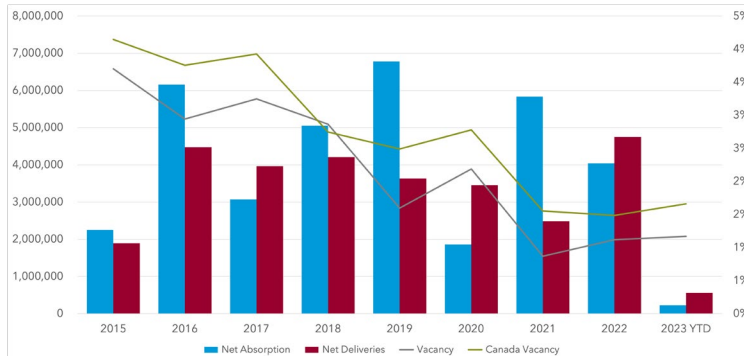
INDUSTRIAL MARKET OVERVIEW

MASON TAYKANDY, *Research Coordinator*

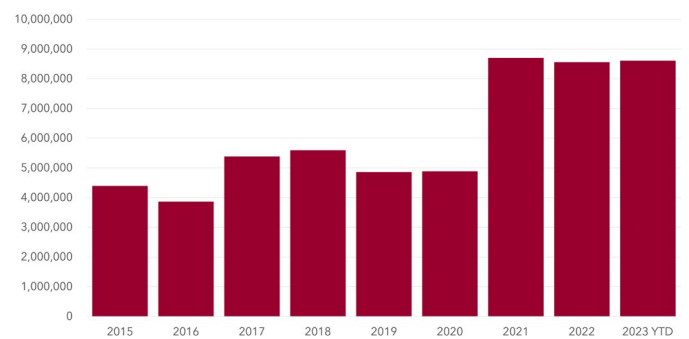
The Metro Vancouver industrial market remains robust with vacancy rates hovering around 1%. The market is among North America's tightest, with lease rates growing 3% quarter-over-quarter. A notable 155,000-SF lease deal was struck at 3200 East Broadway; deals of this size typically happen in the Fraser Valley. Furthermore, the Bank of Canada paused interest rate hikes, keeping the policy interest rate at 4.5% after eight consecutive increases. Though it temporarily stopped the rise of the cost of borrowing, many purchasers have already been driven to leasing. Vancouver's industrial market is promising for the remainder of 2023, given the tightness of the market, shortages of developable land, and expected steadiness of Canada's monetary policy.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	3,041,986	4,043,119	3,201,424	4,761,406	5,978,156
▲ Vacancy Rate	1.17%	1.12%	1.06%	1.03%	0.75%
▲ Avg NNN Asking Rate PSF	\$20.01	\$19.47	\$18.79	\$18.14	\$17.39
▲ SF Under Construction	8,611,489	8,560,393	10,194,929	9,739,924	8,906,427
▲ Inventory SF	267,637,755	267,076,280	265,230,041	264,689,837	263,456,518

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2325 190 Street Surrey, BC	430,000 SF	\$150,000,000* \$348.84 PSF	Crestpoint Real Estate Invests Ltd. Cedar Coast Capital	Class B
5838 274 Street Langley, BC	85,123 SF	\$33,784,300* \$396.89 PSF	Bulldog Bag Ltd. Beedie	Class B
384 Lynn Avenue North Vancouver, BC	29,862 SF	\$10,500,000* \$351.62 PSF	Lynn Creek Ventures Ltd. Solus Trust Co Ltd.	Class C

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3200 East Broadway Vancouver, BC	155,000 SF	Undisclosed	Rolls-Right Industries	Trucking
16111 Blundell Road Richmond, BC	123,669 SF	Pure Industrial	Olympia Transportation Ltd.	Transportation
1615 Kebet Way Port Coquitlam, BC	61,400 SF	Beedie	Vitacore Industries Inc.	Healthcare



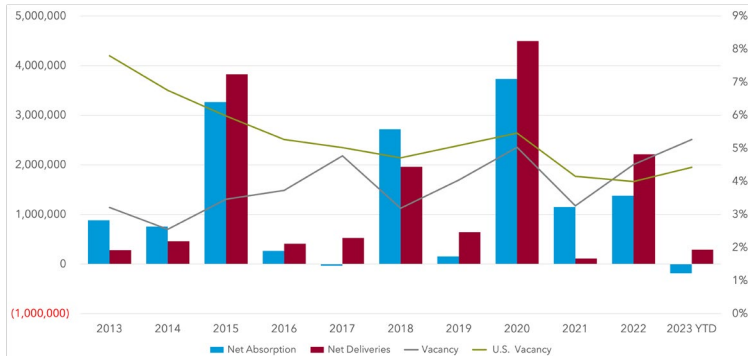
INDUSTRIAL MARKET OVERVIEW

CHAD BROCK, *Managing Principal*

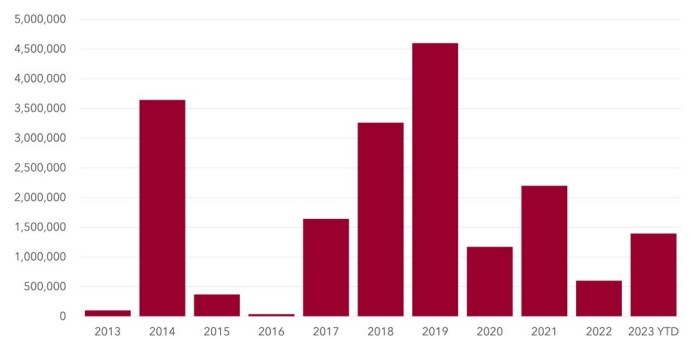
Central California industrial remains strong with logistics leading the way. The rise of e-commerce has increased demand for distribution facilities looking for proximity to southern California markets seeking lower rents and labor costs. Trucks can reach up to 40 million consumers within a four-hour drive. It's ideally located along I-5 & Hwy 99 with easy east/west corridors in Hwy 46 and Hwy 58. Vacancy is trending up at 5.3% and absorption rebounded in late 2022. New spec development at Tejon Ranch show increases in vacancy are more a function of increased supply than weak demand. Rents have grown by 6.5% YOY. Asking rents in Bakersfield are the highest in Central California, due in part to the metro's wealth of modern inventory and two-hour drive to the Port of LA/Long Beach.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	1,600,000	320,760	1,712,725	38,820	141,949
▲ Vacancy Rate	5.3%	4.5%	5.6%	4.9%	4.1%
▲ Avg NNN Asking Rate PSF	\$9.72	\$9.60	\$9.36	\$9.24	\$9.12
▲ SF Under Construction	1,395,932	601,354	922,144	2,397,492	2,368,927
▲ Inventory SF	61,800,000	61,200,000	60,900,000	61,500,000	61,500,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3747 Standard Road Bakersfield, CA	61,260 SF	\$4,618,000 \$75.38 PSF	Tomlin Scientific Consolidated Fiberglass Productas	Class B
4401 Stine Road Bakersfield, CA	43,962 SF	\$5,275,500 \$120.00 PSF	Latitude Business Park, LLC Townsend Industries, Inc.	Class B
810 Derby Street Arvin, CA	42,770 SF	\$6,900,000 \$161.33 PSF	Derby Arvin, LLC CSP Properties, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5337 N Wheeler Ridge Tejon Ranch, CA	240,730 SF	Tejon Ranch	Sunrise Brands	Wholesaler
561 N American Street Shafter, CA	33,750 SF	Undisclosed	Undisclosed	General Contractor
4201 Armour Avenue Bakersfield, CA	13,700 SF	James Boylan Inc.	Clean Sleep	Services



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

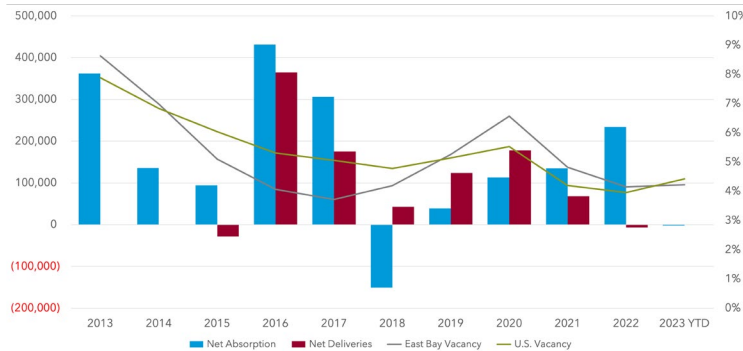
INDUSTRIAL MARKET OVERVIEW

SEAN OFFERS, SIOR, *Principal*

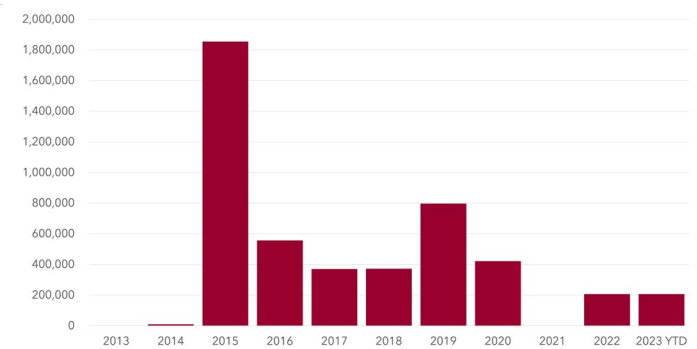
The Tri-Valley and I-680/580 Industrial corridor started the year off well as it seemed to shrug off some trepidation with the Fed raising of interest rates. Sale and leasing activity was solid with many Buyer/Tenants looking to the Tri-Valley as a lower cost alternative to other Bay Area markets. The main issue continues to be the lack of supply for Buyers/Tenants across the board with many would-be prospects having little to nothing to choose from. Given this scenario we foresee that pricing will remain fairly consistent in 2023 barring any major economic issues.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	165,254	234,128	194,663	226,493	291,181
◀ ▶ Vacancy Rate	3.30%	3.30%	3.60%	5.40%	5.20%
▲ Avg NNN Asking Rate PSF	\$22.52	\$22.35	\$22.04	\$21.65	\$21.24
◀ ▶ SF Under Construction	206,900	206,900	195,500	185,500	163,500
◀ ▶ Inventory SF	28,118,392	28,118,392	28,118,392	28,118,392	28,118,392

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Arroyo Vista Livermore, CA	28.92 Acres	\$75,000,000 \$60.00 PSF	Trumark Companies Pell Development	Land
National Drive Livermore, CA	6.52 Acres	\$8,805,000 \$31.00 PSF	DGSG Properties EBI Development Group	Land
4763 Bennett Drive Livermore, CA	36,708 SF	\$7,556,000 \$205.00 PSF	Bay Point Control Kisner Enterprises	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6567 Brisa Street Livermore, CA	30,737 SF	PMZ Commercial	SEFNCO Communications	Communications
1813 Rutan Drive Livermore, CA	16,065 SF	DAG Management	SMP Construction & Maintenance	Construction
6780 Sierra Court, Suite R Dublin, CA	10,143 SF	TA Realty	Ewing Irrigation & Landscape Supply	Landscape Supply



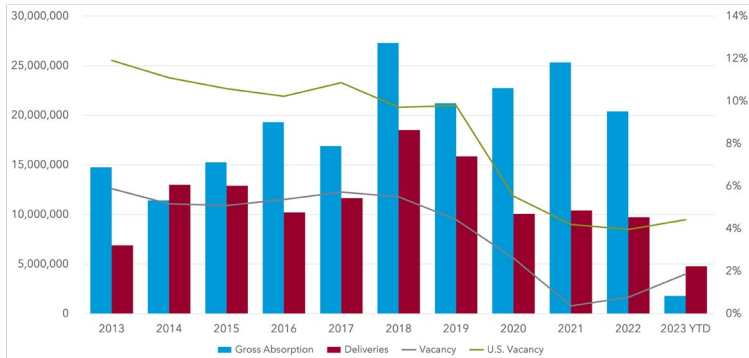
INDUSTRIAL MARKET OVERVIEW

CAROLINE PAYAN, *Director of Marketing & Research*

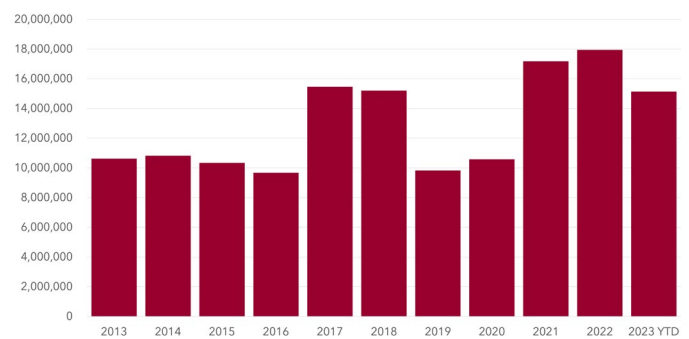
The Inland Empire East Valley industrial sector slowed during the first quarter of 2023. With many varying-sized industrial developments delivering at the end of 2022 and early 2023, vacancy and availability rates continued to climb in most submarkets. Although vacancy rates remain below long-term market averages, availability rates which will directly impact vacancy in the coming quarters, is up sharply. Although the market is slowing, lease rates remain at or near all-time highs. Sale prices have begun to decline, and cap rates have begun to increase. Institutional and developer activity on new transactions has slowed as money waits to see how market adjustments may impact values and returns.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Gross Absorption SF	1,792,311	3,459,099	8,194,939	3,975,366	4,765,076
▲ Vacancy Rate	1.86%	0.77%	0.79%	0.41%	0.56%
▼ Avg GRS Asking Rate PSF	\$15.37	\$15.66	\$15.44	\$15.05	\$14.47
▼ SF Under Construction	15,136,063	17,944,921	19,712,800	22,365,124	17,179,286
▲ Inventory SF	279,326,974	277,669,509	275,895,042	275,150,149	269,073,857

GROSS ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
36312 & 36324 Cherry Valley Blvd. Cherry Valley, CA	1,832,667 SF	\$329,000,500 \$179.52 PSF	Brookfield Asset Mgmt The Shopoff Group	Class A
6075 Lance Drive Riverside, CA	361,346 SF	\$120,000,000 \$332.09 PSF	Altus Group Loctek Ergonomic	Class A
24773 Nandina Avenue Moreno Valley, CA	95,922 SF	\$27,241,848 \$284.00 PSF	Dalfen Industrial Molto Capital	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
657 W. Nance Street (Renewal) Perris, CA	864,000 SF	IPT Perris DC, LLC	NFI Industries, Inc.	3PL
17335 Glen Helen Parkway (Renewal) San Bernardino, CA	604,029 SF	Alere Property Group	Hautelook, Inc. (Nordstrom)	Retail
23450 Brodiaea Avenue (Renewal) Moreno Valley, CA	601,810 SF	Prologis Trust	Harbor Freight Tools	Retail



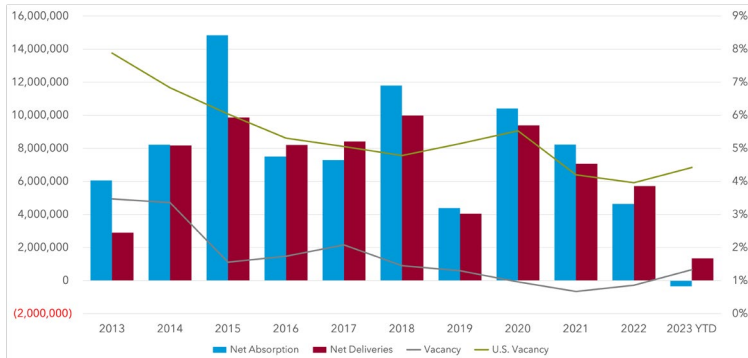
INDUSTRIAL MARKET OVERVIEW

KARLY KAZANJIAN, *Director of Operations*

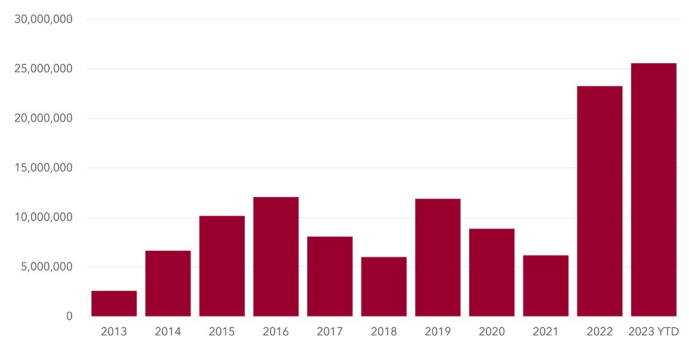
The Inland Empire West submarket remains one of the top industrial markets in the nation, despite its healthy course of correction. A lack of positive net absorption, in conjunction with the many completed constructions last quarter, caused a bump in vacant space. This increase, however, is relative as the vacancy rate is still under 1.5%. Any market fundamental shifts happening in the IEW has not disrupted institutional or credit tenant interest. This past quarter, the top three leases were over 1M square feet, and the top three sales were all nine-figure transactions. Despite the development pipeline being fuller than ever, lease rates remain competitive and historically strong.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	(341,964)	(781,096)	1,319,814	1,367,935	2,738,816
▲ Vacancy Rate	1.33%	0.86%	0.48%	0.33%	0.25%
▼ Avg NNN Asking Rate PSF	\$20.47	\$20.77	\$20.28	\$15.66	\$14.28
▲ SF Under Construction	25,562,676	23,259,548	20,254,257	18,663,661	12,490,629
▲ Inventory SF	359,568,117	356,133,149	352,235,614	350,261,015	342,836,362

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
10545 Production Avenue Fontana, CA	1,101,840 SF	\$365,000,000 \$331.26 PSF	Rexford Industrial Realty Tireco, Inc.	Class A
1800 S. Wineville Avenue Ontario, CA	446,624 SF	\$125,000,000 \$279.88 PSF	Link Logistics JP Morgan	Class B
13204-13250 Philadelphia Street Fontana, CA	380,650 SF	\$127,000,000 \$333.64 PSF	BentallGreenOak MetLife	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3413 Manitou Court Jurupa Valley, CA	1,379,287 SF	Link Logistics	Crown & Court / Constellation Brands, Inc.	Beverage Company
4705 Grove Avenue Ontario, CA	1,186,414 SF	Prologis	Home Depot	Retailer
4801 Grove Avenue Ontario, CA	1,055,100 SF	Prologis	Home Depot	Retailer



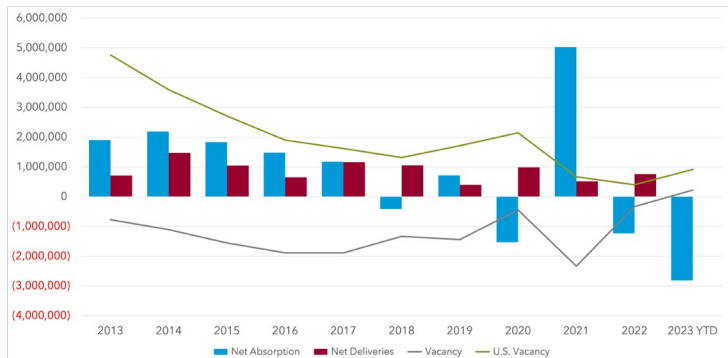
INDUSTRIAL MARKET OVERVIEW

LEJO MAMMEN, *Director of Technology & Market Research*

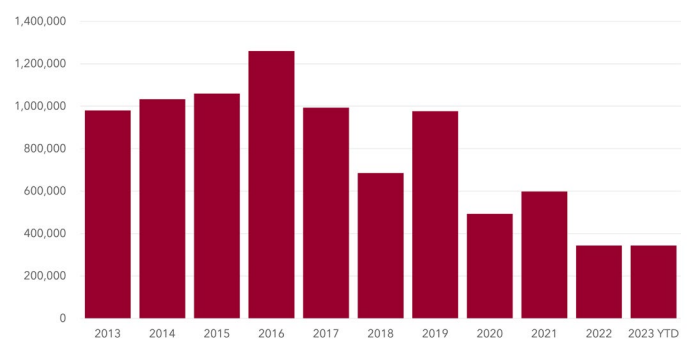
The 1st quarter saw the Los Angeles Central Market finish with a vacancy rate of 3.8%, a 60-basis-point increase from the previous quarter. At present, approximately 340,000 square feet of industrial space is under construction, with an additional 800,000 square feet planned. The average asking rate witnessed a minor increase to \$20.28 NNN per square foot annually compared to the prior quarter. Industrial demand is predominantly concentrated in the Vernon and Commerce micro markets, with food production and apparel manufacturing being the foremost industries in the area.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(4,301,288)	(1,608,436)	(1,232,124)	1,356,741	179,372
▲ Vacancy Rate	3.8%	3.2%	2.4%	1.8%	1.5%
▲ Avg NNN Asking Rate PSF	\$20.28	\$20.16	\$19.20	\$17.52	\$17.52
▲ SF Under Construction	343,494	303,284	460,770	630,782	482,999
◀ ▶ Inventory SF	237,240,331	237,240,331	236,917,410	236,796,992	237,231,695

NET ABSORPTION, NET DELIVERIES, & VACANCY

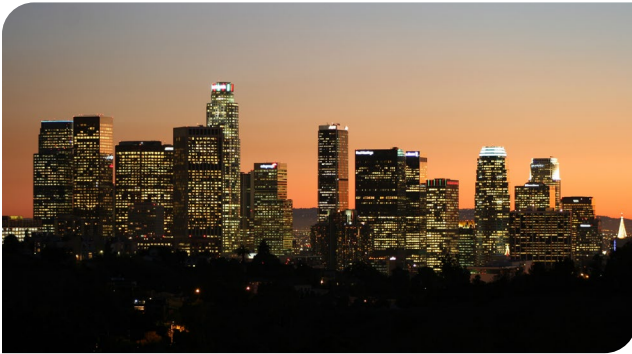


UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3333 Grand Avenue Los Angeles, CA	91,886 SF	\$21,000,000 \$228.54 PSF	SL LA Dev Kobb Realty	Class B
2160 E 7th Street Los Angeles, CA	80,155 SF	\$85,000,000 \$1,060.45 PSF	TGA 2160 RREF III 7th St	Class B
634 Crocker Street Los Angeles, CA	71,450 SF	\$21,500,000 \$300.91 PSF	Modo Food Factory W&S Shinabe	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6501 Flotilla Commerce, CA	171,388 SF	RBABS Investments	De Well Container	Shipping
3250-3254 E 26th Street Vernon, CA	141,434 SF	Veyron of KDP	Seven Up/RC	Beverage
5119 District Boulevard Vernon, CA	121,098 SF	5119 District Blvd Partners	Amazon	Warehouse



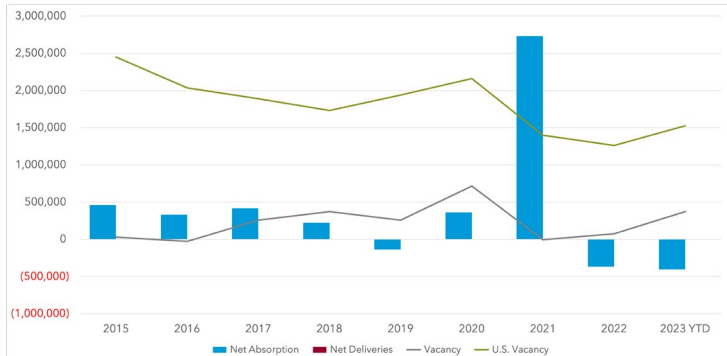
INDUSTRIAL MARKET OVERVIEW

MIKE TINGUS, *President*

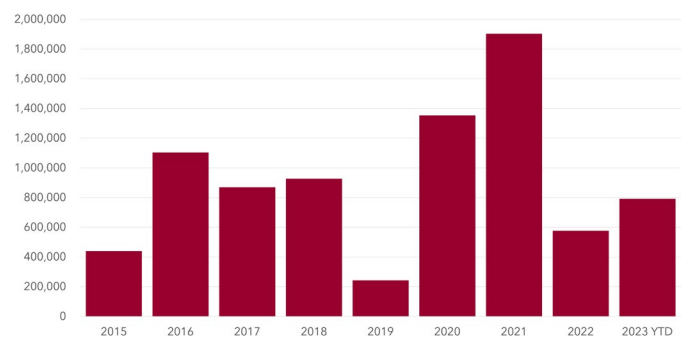
Despite a slight uptick in leasing activity, ongoing high demand wasn't enough to prevent the market from experiencing significant negative net absorption. Despite this setback, the overall trend in the market remains positive but cautious as it anticipates that lease rates may flatten and possibly become a bit softer as demand slows due to the federal actions to slow the economy which will slow the demand for space as companies choose a 'wait and see' posture. Q1 ended with 23 industrial sales, 19 non-distressed assets alone sold for a median price of \$273 psf. Although lower than the previous quarter's median price of \$307 psf, his price remains amongst the highest reported in the past decade.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(404,977)	(369,633)	(321,696)	(147,874)	3,407,062
▲ Vacancy Rate	2.4%	1.88%	1.62%	1.65%	1.83%
▲ Avg NNN Asking Rate PSF	\$1.76	\$1.67	\$1.73	\$1.62	\$1.55
▲ SF Under Construction	791,694	576,875	626,924	703,699	713,699
▲ Inventory SF	166,017,467	165,924,843	165,850,047	165,786,670	164,869,706

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9530 DeSoto Avenue Chatsworth, CA	50,236 SF	\$13,710,250 \$272.92 PSF	Gilberto Amparo and Isam LLC 9526 MYOB LLC	Class B
9255 Deering Avenue Chatsworth, CA	32,094 SF	\$8,470,000 \$263.91 PSF	Gerald Leonard T & Darin Leonard Northwest Industrial Center LLC	Class B
9533 Irondale Avenue Chatsworth, CA	27,926 SF	\$6,425,875 \$230.10 PSF	Gilberto Amparo and BRI & ISA LLC NPP 9533 LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3305 N San Fernando Boulevard Burbank, CA	33,304 SF	Selective Burbank Creative, LLC	Stumbaugh & Associates, Inc.	Bathroom Supply Store
20720 Superior Street Chatsworth, CA	30,000 SF	A & L Investments	Primitive Company	Clothing Supplier
960-1000 Chestnut Street Burbank, CA	26,000 SF	SirReel Production Vehicles, Inc.	MTB Event Rentals & Levon Bakalian	Event Rentals



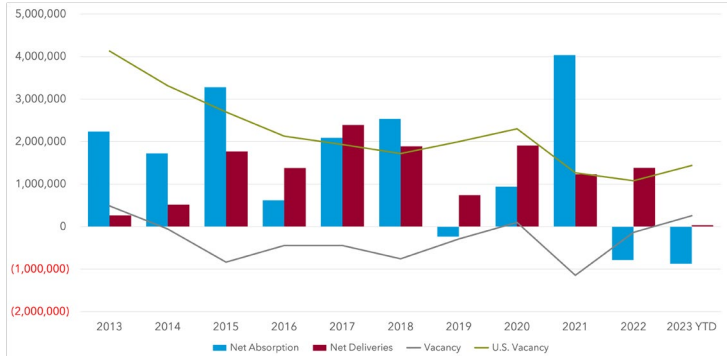
INDUSTRIAL MARKET OVERVIEW

LEJO MAMMEN, *Director of Technology & Market Research*

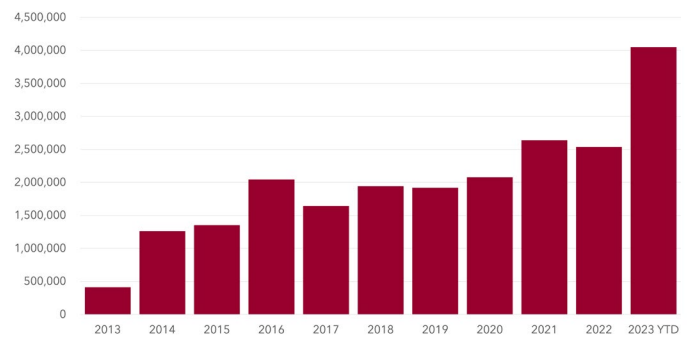
In Q1, San Gabriel Valley's industrial space demand persisted. Despite over 4 million square feet under construction, developers struggle to meet demand. Interestingly, the overall vacancy rate rose to 2.9%, gradually favoring tenants in negotiations. Average rents increased to \$20.16 per square foot annually due to limited space options. This rental upswing highlights the region's strong demand for industrial properties. Both tenants and developers must closely watch market trends and adjust strategies to seize opportunities in the thriving industrial sector of San Gabriel Valley.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(1,412,887)	(1,114,741)	(476,921)	1,005,784	(356,032)
▲ Vacancy Rate	2.9%	2.0%	1.9%	1.8%	0.9%
▲ Avg NNN Asking Rate PSF	\$20.16	\$19.08	\$18.60	\$18.12	\$14.28
▲ SF Under Construction	4,049,747	3,376,415	1,277,735	2,232,494	2,207,003
▲ Inventory SF	172,933,714	172,274,051	172,382,129	171,204,928	170,988,970

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1100 Baldwin Park Boulevard Baldwin Park, CA	263,303 SF	\$19,750,000 \$75.01 PSF	BT OH LLC M&T Company	Class A
9860-9874 Gidley El Monte, CA	131,752 SF	\$17,000,000 \$129.03 PSF	El Monte 2023, LLC Crown Real Estate Holdings	Class A
3133-3141 Maxon Road El Monte, CA	105,769 SF	\$10,500,000 \$99.27 PSF	Undisclosed Maxon Warehouse	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
680 S Lemon Avenue Industry, CA	472,876 SF	Unical	Furniture of America	Furniture
901 Live Oak Avenue Irwindale, CA	291,673 SF	Irwindale Partners	Undisclosed	Undisclosed
21508 Ferrero Parkway Industry, CA	274,474 SF	Grand Ave Venture	Weida Freight	Freight



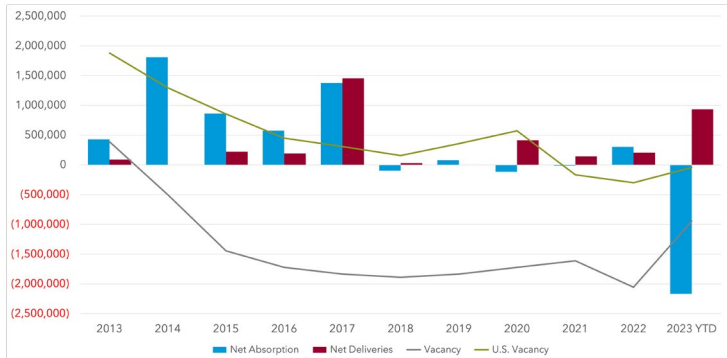
INDUSTRIAL MARKET OVERVIEW

RYAN ENDRES, *Principal*

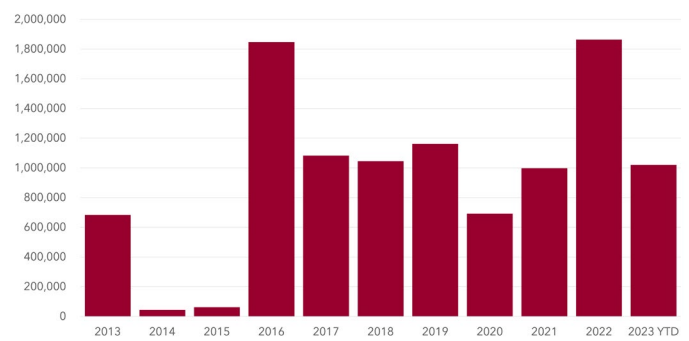
As Q1 closed, the vacancy rate doubled to 2.8%. Strong demand for port-adjacent warehouse space continues but tenants and buyers are more selective. Average asking lease rates decreased by nearly 13% for the quarter to \$1.56 per SF NNN while land lease rates for container parking have dropped roughly 25% in correlation with freight and drayage rates. The most notable sale was Blackstone's \$43-million purchase of the 14.2-acre former Alpine Village and swap meet site in Torrance. There have been seven straight months of decline in import volume through the Long Beach and Los Angeles port complex. Volumes are expected to improve later this year when labor issues are resolved with union dockworkers.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(2,165,402)	(389,583)	517,128	(377,460)	303,589
▲ Vacancy Rate	2.80%	1.40%	1.20%	1.10%	0.80%
▼ Avg NNN Asking Rate PSF	\$1.56	\$1.79	\$1.75	\$1.57	\$1.42
▼ SF Under Construction	1,020,654	1,827,018	1,621,583	1,726,207	1,863,442
▲ Inventory SF	201,773,330	200,839,036	200,839,036	200,560,201	200,046,219

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
833 W Torrance Boulevard Torrance, CA	622,232 SF	\$43,000,000 \$69.11 PSF	Blackstone Alpine Village	Land
14805 S Maple Avenue Gardena, CA	51,000 SF	\$22,400,000 \$439.22 PSF	Terreno Realty Cosway Company	Class C
1355-1361 W 190th Street Gardena, CA	92,640 SF	\$22,700,000 \$245.03 PSF	Dunbar Real Estate Altemus Company	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2100 W 195th Street, Bldg 3 Torrance, CA	146,919 SF	SARES REGIS	ArcBest Company	Warehouse/ Distribution
1431 W. Via Plata Street Long Beach, CA	112,121 SF	Alltrade Tools	Pro Active Group	Warehouse/ Distribution
20639 S. Fordyce Avenue Carson, CA	101,910 SF	Brentwood Originals	Cosway Company Inc	Warehouse/ Distribution



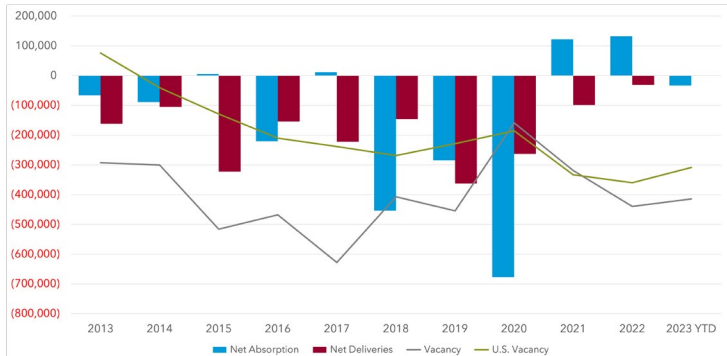
INDUSTRIAL MARKET OVERVIEW

DOUGLAS MARSHALL, SIOR, *Principal*

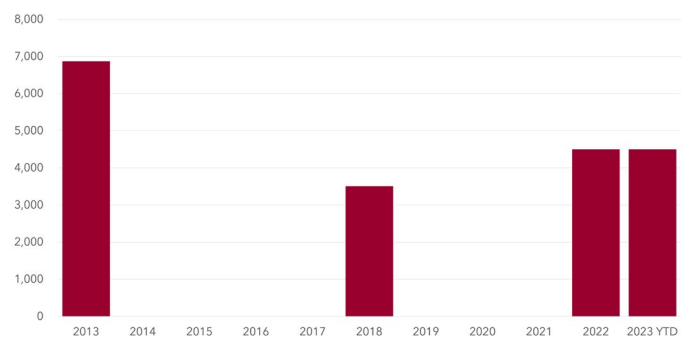
The West Los Angeles industrial marketplace remains tight although lease deals are taking substantially longer and are harder to make. Tenants want short-term leases and lower rents or free rent to bring their occupancy costs down. It is becoming a tenant's market as demand, lease, and sale prices soften. In the past several decades, the industrial base has substantially decreased. Properties have been converted to creative space with industrial tenants migrating southward. Remaining buildings often have clear height, parking, or loading deficiencies. Demand comes from companies needing last-mile distribution space to serve nearby high-end residential customers. Gross asking rents range from about \$2.00 per SF to \$2.75 per SF for industrial space/flex space.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	(17,542)	(35,102)	(11,934)	58,809	120,230
▲ Vacancy Rate	3.4%	3.2%	3.0%	3.1%	3.5%
▼ Avg NNN Asking Rate PSF	\$2.65	\$2.83	\$2.83	\$2.77	\$2.63
◀ ▶ SF Under Construction	4,500	4,500	4,500	4,500	4,500
◀ ▶ Inventory SF	14,882,926	14,882,926	14,887,876	14,903,316	14,903,316

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1650 W. 180th Street Gardena, CA	4,600 SF	\$1,750,000 \$380.43 PSF	ByDesign Vision & Sound Marketing Little Gardena Equity, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
12675 Crenshaw Boulevard Hawthorne, CA	21,408 SF	Hathorne Business Center LLC	Elite Anywhere Corporation	Freight Transportation Warehousing/Storage
2629 Manhattan Beach Boulevard Redondo Beach, CA	4,161 SF	Vibrants, LLC	Rexford Industries, LLC	
8915 S. La Cienega Blvd Suite F Inglewood, CA	3,800 SF	Rader Properties Group IV, LLC	Brixton Forged Wheel Co, LLC	Wheels & Rims



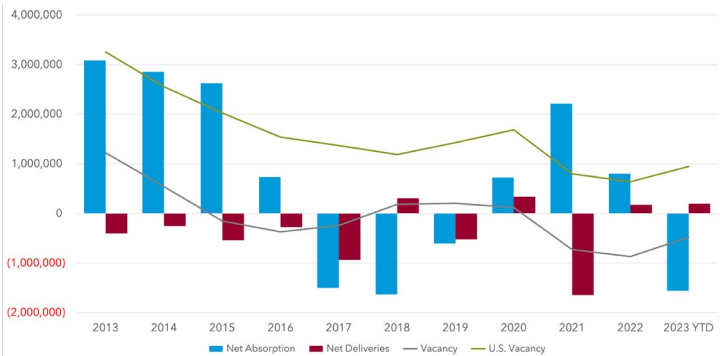
INDUSTRIAL MARKET OVERVIEW

JACK HALEY, *Principal*

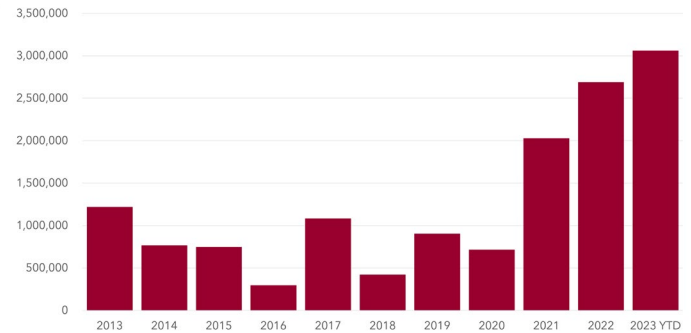
Overall demand for historically tight levels of rental space eased slightly in the first quarter, pushing up the vacancy rate from the all-time low reached in the final three months of last year. Nevertheless, rents continued to climb at a record pace as Orange County ranks statistically among the nation's most desirable industrial property markets. Countywide, net absorption was negative 818,335 SF in the first quarter, driving up the vacancy rate 40 basis points to 2.1% on a total base of 300 million SF. It was the largest of five quarterly contractions over the last four years. We will start to see the vacancy rate inch up as new inventory is starting to hit the market and lease concessions will occur as leasing activity slows.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(935,380)	865,571	265,585	(396,372)	67,866
▲ Vacancy Rate	2.10%	1.70%	1.90%	1.90%	1.80%
▲ Avg NNN Asking Rate PSF	\$1.64	\$1.58	\$1.54	\$1.47	\$1.38
▲ SF Under Construction	3,061,931	2,690,056	2,957,160	3,132,188	2,555,815
▲ Inventory SF	300,676,381	300,479,001	300,179,541	299,991,970	299,937,206

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1771 S Lewis Street Anaheim, CA	117,502 SF	\$33,749,157 \$291.74 PSF	Lewis Street Property LLC RAYMAB, LLC	Class B
1701 S Lewis Street Anaheim, CA	81,305 SF	\$24,250,843 \$291.74 PSF	Lewis Street Property LLC RAYMAB, LLC	Class B
7272-7274 Lampson Avenue Garden Grove, CA	65,234 SF	\$16,350,000 \$250.64 PSF	Dornin Investment Group 7272-7274 Lampson LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2362 Kimberly Avenue Fullerton, CA	173,825 SF	Goodman No America Management LLC	Bandai Logipal America, Inc.	Logistics
4 Goodyear Irvine, CA	94,195 SF	Astronics Corporation	Terran Orbital	Satellite Solutions
7272-7274 Lampson Avenue Garden Grove, CA	65,234 SF	Sundance Bay	Commercial Custom Seating	Seating/Upholstery



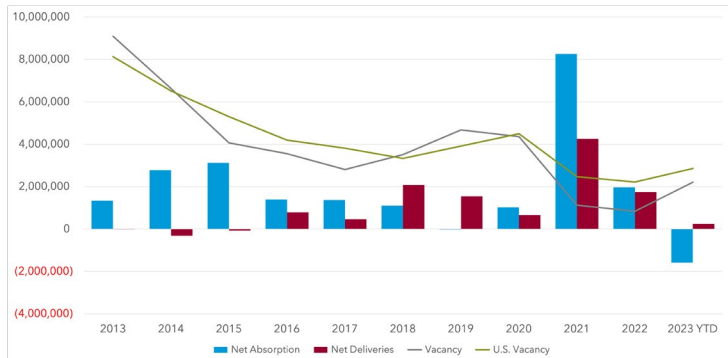
INDUSTRIAL MARKET OVERVIEW

SPENCER DOK, *Associate*

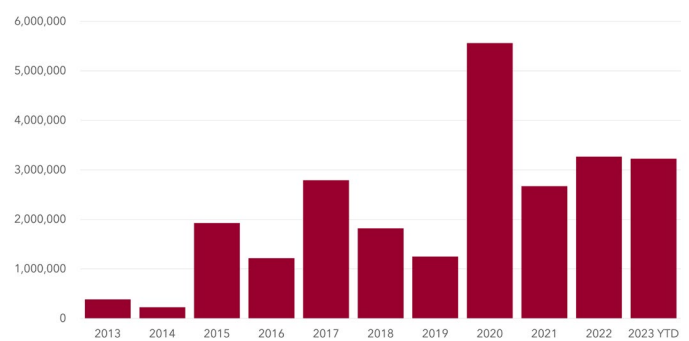
Demand for industrial space in San Diego remained strong but moderated slightly as vacancy increased by roughly 0.06% over the prior quarter to 3.8%. Despite a nominal increase in vacancy, average rents were up to \$1.80/SF; outperforming national rent growth averages. Cap rates for industrial product have largely remained steady around 5%. Average sale prices climbed to \$358 per square foot. Pricing has been supported by increased logistics and distribution requirements in a low inventory environment. Multifamily developers continue to target the region's central submarkets for adaptive reuse and redevelopment opportunities of office and industrial buildings.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(219,156)	1,963,920	3,623,921	8,117,321	8,565,758
▲ Vacancy Rate	3.8%	3.1%	3.5%	2.8%	3.1%
▲ Avg NNN Asking Rate PSF	\$1.80	\$1.77	\$1.74	\$1.69	\$1.63
▼ SF Under Construction	3,227,888	3,267,363	3,215,506	2,806,795	2,887,616
▲ Inventory SF	205,451,637	205,211,327	205,134,364	204,016,716	203,946,907

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2020 Piper Ranch Road San Diego, CA	601,103 SF	\$126,836,500 \$211.01 PSF	LaSalle Investments ARES Management, LLC	Class B
13651 Danielson Street Poway, CA	51,071 SF	\$14,755,864 \$288.93 PSF	SENTRE, Inc. TA Realty	Class B
13691 Danielson Street Poway, CA	37,892 SF	\$8,442,046 \$222.79 PSF	SENTRE, Inc. TA Realty	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1610 Landmark Road San Diego, CA	240,975 SF	Majestic Realty/Sunroad	RL Jones	Logistics
505 Main Street Chula Vista, CA	79,611 SF	KKR	Ready Spaces	Warehousing
7615 Siempre Viva Road San Diego, CA	42,500 SF	Dalfen Industrial	HK Trans LLC	Logistics



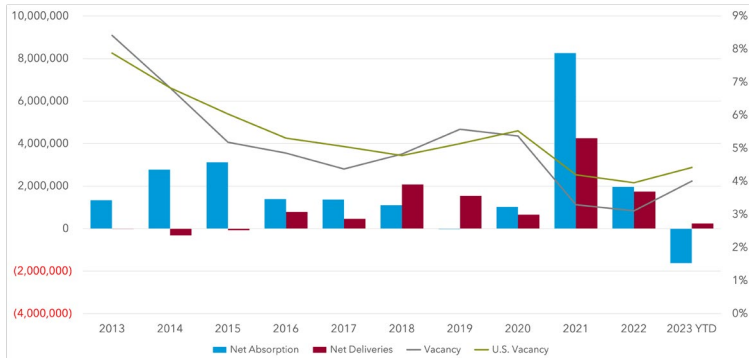
INDUSTRIAL MARKET OVERVIEW

DANIEL KNOKE, *Principal*

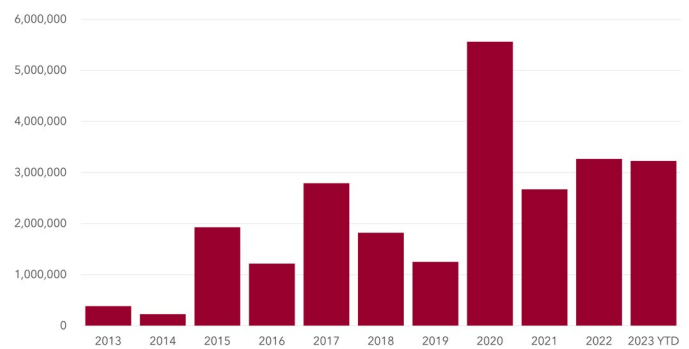
The last two quarters of 2022 saw some cooling in the market due to large ecommerce spaces returning to the market for sublease that we expect to be absorbed in the coming months. The net absorption for San Diego industrial properties in Q1 was approximately -200,000 square feet with leasing activity just under 2,000,000 square feet. Vacancy rates rose slightly to 3.1%, market rental rates increased at a slower rate to \$1.80 per square foot for high-finish and \$1.37 per square foot for low-finish. Although the sales volume saw a slight decrease, the average sale price rose from \$349 to \$355 per square foot. The 3,227,888 square feet of product under construction will help relieve the supply related pressure and increase transaction volume.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(219,156)	1,963,920	3,623,921	8,117,321	8,565,758
◀▶ Vacancy Rate	3.1%	3.1%	3.5%	2.8%	3.1%
▲ Avg NNN Asking Rate PSF	\$1.80	\$1.77	\$1.74	\$1.69	\$1.63
▼ SF Under Construction	3,227,888	3,267,363	3,215,506	2,806,795	2,887,616
▲ Inventory SF	205,446,512	205,206,202	205,129,239	204,011,591	203,941,782

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
220 Piper Ranch Road San Diego, CA	601,103 SF	\$126,836,500 \$211.01 PSF	LaSalle Investment Management ARES Management, LLC	Class B
13651 Danielson Street Poway, CA	51,071 SF	\$14,755,864 \$288.93 PSF	SENTRE, Inc TA Realty	Class B
4909 Pacific Highway San Diego, CA	33,400 SF	\$12,597,000 \$377.16 PSF	RPSD 4909 LLC Ramin Pourteymour	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1610 Landmark Road San Diego, CA	240,795 SF	Sunroad Holding Corporation	RL Jones Customhouse Brokers	Import/Export
505 Main Street Chula Vista, CA	79,611 SF	Kohlberg Kravis Roberts & Co. L.P.	Jabil	Electronics Manufacturing
7077 Consolidated Way San Diego, CA	45,600 SF	7077 Associates	Confidential	Computer Component Manufacturing



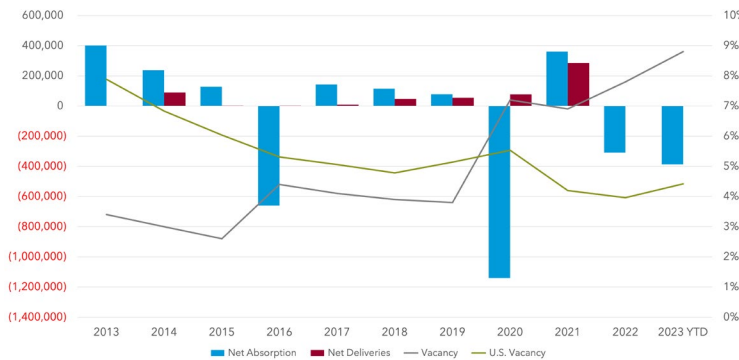
INDUSTRIAL MARKET OVERVIEW

THOMAS NIU, *Senior Vice President*

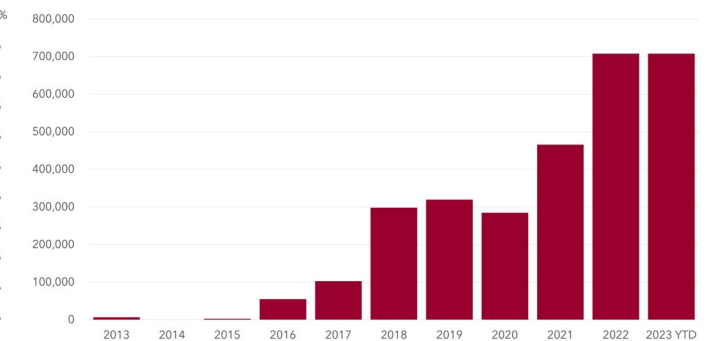
There was a strong start to 2023 as Australian investor, Goodman, purchased three industrial assets on Napoleon Street, including the former USPS distribution center, for \$110M. The confidence in the San Francisco market was further evidenced when 300 Kansas topped-off construction in March - the first multi-story, 150,000 SF, speculative industrial building constructed in San Francisco in many decades and intended to cater to high-value manufacturers. Meanwhile, the PDR market for electronic and autonomous vehicles has seen some twists and turns. EV-Go is in the process of expanding its portfolio by seeking to lease a 30,000 SF PDR site on Loomis Street, across from the Lowes outlet, for fleet charging stations.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022F
▼ 12 Mo. Net Absorption SF	(483,600)	(216,580)	(137,429)	151,514	189,824
▲ Vacancy Rate	8.75%	7.77%	7.74%	4.43%	4.48%
▼ Avg NNN Asking Rate PSF	\$32.64	\$33.11	\$30.99	\$30.65	\$24.41
◀ ▶ SF Under Construction	707,815	707,815	707,815	465,729	465,729
◀ ▶ Inventory SF	36,592,246	36,592,246	36,592,246	36,592,246	36,592,246

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
931/933 Treat Avenue San Francisco, CA	12,780 SF	\$1,923,796 \$275.22 PSF	Monkey Brains James & Barbara Heinzer	Class C
1240 Fitzgerald Avenue San Francisco, CA	10,000 SF	\$4,125,000 \$412.50 PSF	Transformation Warehouse LLC Kanbayashi Family Trust	Class C
1044 Howard Street San Francisco, CA	3,236 SF	\$2,140,000 \$661.31 PSF	United Palyaz Harry & Mayling Low	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
290-300 Toland Street San Francisco, CA	27,631 SF	LBA Realty	Store Transportation	Transportation & Warehousing
19 Pier 19-23 San Francisco, CA	16,100 SF	City and County of San Francisco	Undisclosed	Undisclosed
2001 Bryant Street San Francisco, CA	15,000 SF	Jack Keeney Properties	Pendulum Therapeutics	Scientific Technology



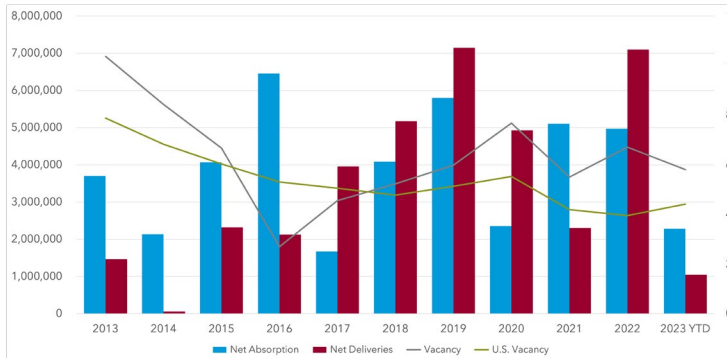
INDUSTRIAL MARKET OVERVIEW

JIM MARTIN, SIOR Senior Vice President

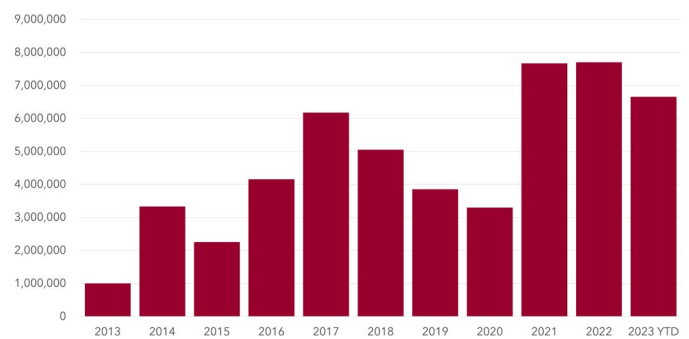
The 1st quarter of 2023 witnessed a more measured pace as compared to that enjoyed by 4th quarter of 2022, primarily due to new deliveries and a pause from many occupiers waiting to see what 2023 interest rates, consumer price indices and global unrest brings. Second and third generation (Class B and C) space is getting more attention as budget concerns loom and consumer spending cools. Investment sales - both institutional and private - has slowed while owners/sellers come to grips with rising interest rates and their unwillingness to adjust cap rates to meet market conditions.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ Qtrly Net Absorption SF	1,514,371	637,560	2,133,404	1,700,000	768,414
▲ Vacancy Rate	5.9%	4.2%	5.5%	6.2%	7.8%
◀ ▶ Avg NNN Asking Rate PSF	\$8.76	\$8.76	\$8.16	\$7.80	\$7.32
▼ SF Under Construction	6,466,750	8,278,460	5,500,000	8,201,466	9,953,565
▲ Inventory SF	196,450,000	195,375,600	194,670,000	193,856,220	191,802,460

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
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NONE TO REPORT

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
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5150 Glacier Street Lathrop, CA	600,000 SF	Crow Holdings	Tesla	Warehouse/ Distribution
5150 Glacier Street Lathrop, CA	579,859 SF	Crow Holdings	Tesla	Warehouse/ Distribution
4512 Frontier Way Stockton, CA	351,788 SF	Prologis	DHL	3PL
506 Whitmore Avenue Modesto, CA	172,500 SF	G3 Enterprises, Inc.	First Tactical, LLC	Warehouse/ Distribution
3735 Imperial Way Stockton, CA	164,702 SF	Link	Cal Chefs	Cold Storage Whse/Dist



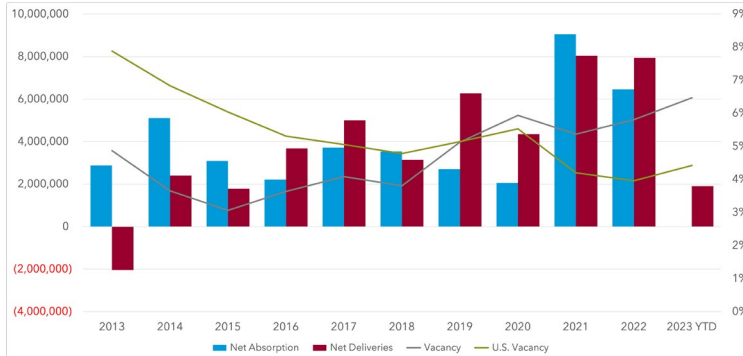
INDUSTRIAL MARKET OVERVIEW

RON WEBERT, SIOR, *Principal*

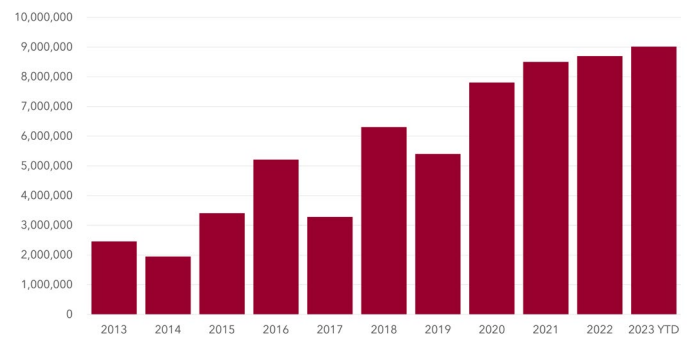
The Denver industrial market started the year off slow as one would expect, with concerns over the health of the national economy and continued high interest rates. Overall sales volume, a good indicator of the state of the market, only reached \$225M, which was a level not seen since Q1 2021, the start of the pandemic. When the market was reaching record levels we hit \$1.1B in sales in a single quarter, Q4 2021. Overall leasing is off with absorption only reaching 369,000 SF. We expect this to increase significantly with the announcement of some big deals in vacant facilities over the next few months. One bright spot is the health of the market as it relates to smaller units, 50K and below. Inventory is low, and lease rates continue to hold steady or rise.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	6,118,062	6,462,919	12,028,045	11,627,513	9,642,796
▲ Vacancy Rate	6.4%	5.8%	5.5%	5.0%	5.4%
▲ Avg NNN Asking Rate PSF	\$11.77	\$11.72	\$11.54	\$11.38	\$11.13
▲ SF Under Construction	9,014,901	8,698,896	9,230,130	10,631,341	9,166,355
▲ Inventory SF	274,244,848	272,337,471	270,746,495	266,789,918	264,860,404

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5805 N Jackson Gap Street Aurora, CO	482,693 SF	\$72,219,900 \$149.62 PSF	Stonemont Financial Group Scannell Properties	Class A
4590 Jason Street Denver, CO	138,500 SF	\$12,500,000 \$90.25 PSF	Matrix Group, Inc Acme Distribution Center, Inc.	Class C
6255 Joyce Drive Golden, CO	90,872 SF	\$12,300,000 \$135.36 PSF	Kratos Industries Paul L. & Doris A. Guernsey	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6225 N Denali Street Aurora, CO	170,300 SF	Hyde Development	PrimeSource Building Products, Inc	Finance & Insurance
14827 Grant Street Thornton, CO	135,000 SF	EverWest Real Estate Investors, LLC/Invesco Ltd	Ferguson Enterprises	Manufacturing
1400 N Lisbon Street Aurora, CO	110,937 SF	NorthPoint Development	Lanter	Distribution



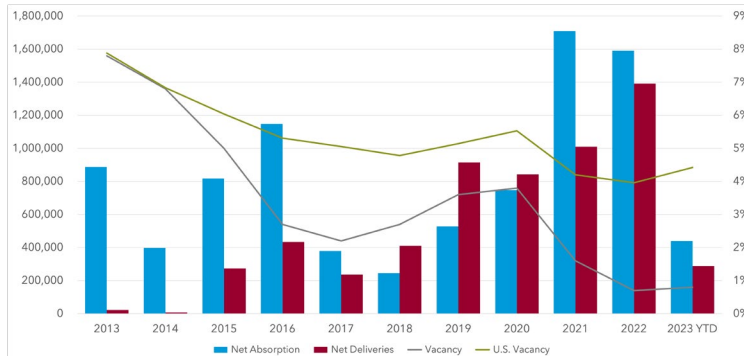
INDUSTRIAL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

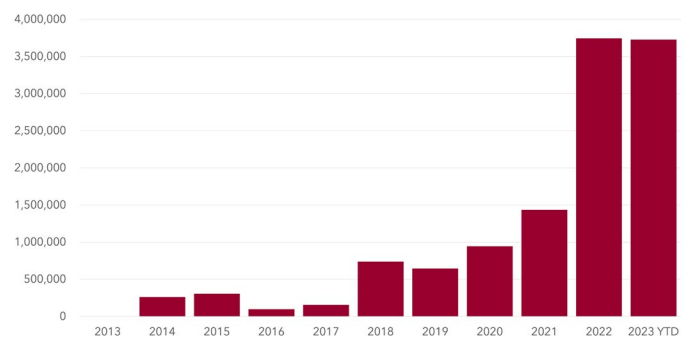
At the beginning of 2023, industrial demand in Fort Myers continued to outpace supply. Overall vacancy ended first quarter at 0.7%, despite a record volume of new development in the pipeline. One of the largest deals for the quarter was pre-leased to Clive Daniel Home, an interior design and furniture company, for more than 174,000 square feet at Legacy at Oriole in Fort Myers. The project is from Stonemont Financial Group and Geis Development with an expected delivery of Q2 2023. Industrial-related employment surpassed other metro areas in the state, specifically in the construction industry where YOY growth registered at 8.4%. Asking rates averaged double digits for the fourth quarter in a row.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ Qtrly Net Absorption SF	461,718	362,570	754,619	266,455	207,831
◀▶ Vacancy Rate	0.7%	0.7%	0.8%	1.5%	2.0%
▲ Avg NNN Asking Rate PSF	\$11.09	\$10.91	\$10.42	\$10.20	\$9.75
▼ SF Under Construction	3,727,374	3,743,807	3,145,418	3,014,875	1,445,078
▲ Inventory SF	37,387,221	37,098,553	36,765,243	36,166,485	36,066,465

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
16710 Gator Road Fort Myers, FL	59,791 SF	\$8,750,000 \$146.34 PSF	SBM Exchange I LLC Stevens Gator Road, LLC	Class B
2177 Andrea Lane Fort Myers, FL	20,904 SF	\$2,400,000 \$114.81 PSF	Andrea RE, LLC Afterglow Capital Management LLC	Class C
16151-16171 Pine Ridge Road Fort Myers, FL	18,000 SF	\$2,200,000 \$122.22 PSF	FS Properties LLC Ozinus Pine Ridge, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
16670 Oriole Road Fort Myers, FL	174,539 SF	Geis Property Management	Clive Daniel Home	Furniture Store
12290 Crystal Commerce Loop Fort Myers, FL	29,633 SF	Crystal Commerce Loop Road LLC	Colony Hardware Corporation	Hardware Supplier & Repair Services
11975 Amedicus Lane Fort Myers, FL	25,098 SF	HB Adams, Inc.	Heritage Pool Supply Group, Inc.	Pool Supply Distributor



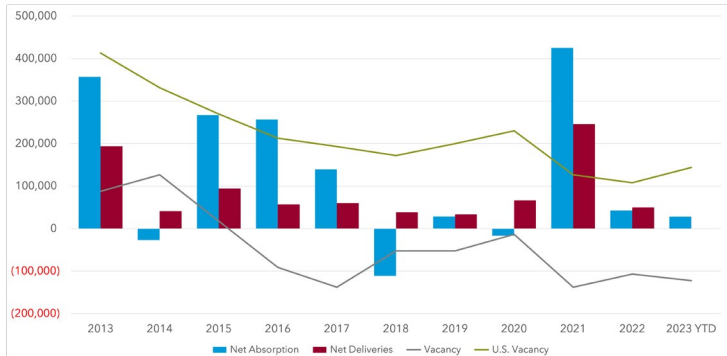
INDUSTRIAL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

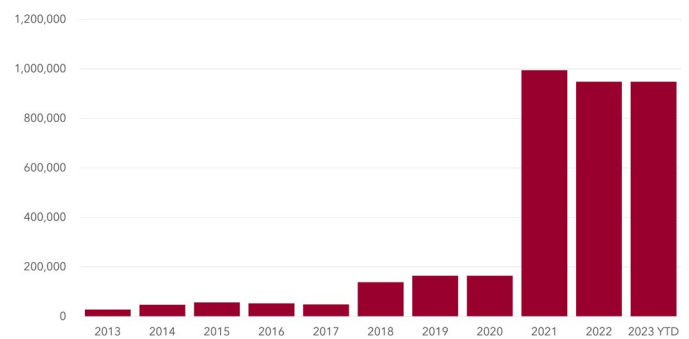
Competition for space in the Naples industrial market continued at the start of 2023, amid tight market conditions and record-high asking rates. Limited available inventory pushed the average NNN asking rate to \$18.50 per square foot in Collier County. Overall vacancy rates have been below 3% for the past eight consecutive years. There is little relief in sight with virtually no construction pipeline to alleviate supply constraints. Most of the activity in Q1 2023 occurred in the East Naples submarket where net absorption was positive and leasing activity totaled nearly 30,000 square feet. Industrial-related industries grew across the metro area, all with year-over-year gains in employment.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ Qtrly Net Absorption SF	16,886	(15,351)	31,801	45,930	(19,665)
▼ Vacancy Rate	1.1%	1.2%	1.2%	1.3%	1.2%
▲ Avg NNN Asking Rate PSF	\$18.50	\$15.03	\$14.42	\$14.30	\$13.84
◀ ▶ SF Under Construction	947,936	947,936	947,936	944,800	978,062
◀ ▶ Inventory SF	13,544,056	13,544,056	13,544,056	13,544,056	13,510,794

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3945 Tollhouse Drive Naples, FL	27,000 SF	\$5,800,000 \$214.81 PSF	Sugroup LLC Thouse 2 Realty LLC	Class B
3558 Plover Avenue Naples, FL	18,463 SF	\$4,999,000 \$270.76 PSF	Plover Realty II, LLC Zed Holdings II, LLC	Class B
4530 Arnold Avenue Naples, FL	16,408 SF	\$3,800,000 \$231.59 PSF	Liberty Group of Brainerd, LLC Gilray, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4785 Mercantile Avenue Naples, FL	8,000 SF	Forager Real Estate Partners	Screens Over Marco	Screen Repair Service
1501 Rail Head Boulevard Naples, FL	6,000 SF	Kylar, LLC	Matrix Basement Systems, Inc.	Home Improvement
4651 Mercantile Avenue Naples, FL	5,795 SF	Anna Louise Properties, LLC	International Hotel Renovations	Hospitality Renovation



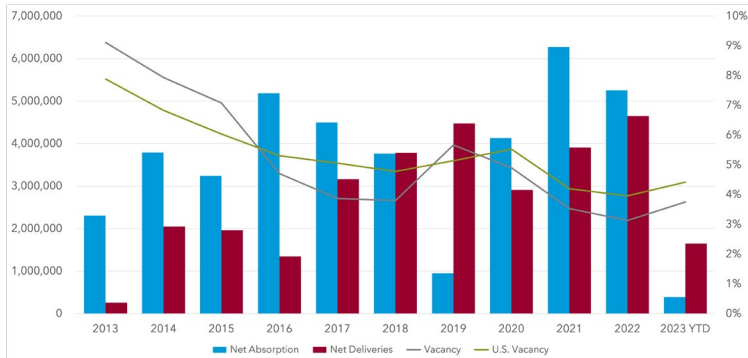
INDUSTRIAL MARKET OVERVIEW

DEREK RIGGLEMAN, *Senior Vice President, Principal*

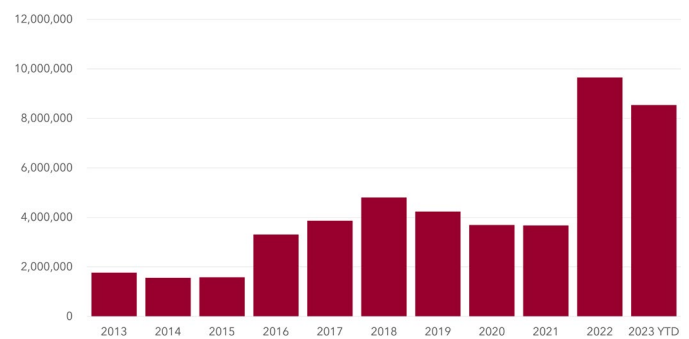
Absorption was light this quarter compared to the most recent prior quarters, but still healthy overall. We expect absorption to pick up in Q2/Q3 as buildings get delivered. Vacancies ticked up this quarter, primarily due to new sublease spaces and some new deliveries, mainly in Northwest Orange County, and the Airport/Southeast submarkets. Despite rising vacancy, rental rates have increased significantly, mainly due to almost zero vacancy in small bay product. As expected, sales volume went down significantly from the prior quarter as a result of tighter lending policies and interest rate hikes. Looking forward, we expect smaller spaces to have low vacancy and maintain high rental rates, while larger spaces will seek quick occupancy and get competitive on rental rates.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Qtrly Net Absorption SF	4,319,660	5,252,748	5,222,649	6,157,096	6,546,182
▲ Vacancy Rate	3.60%	3.10%	3.60%	3.30%	3.60%
▲ Avg NNN Asking Rate PSF	\$12.51	\$12.00	\$11.55	\$11.08	\$10.67
▼ SF Under Construction	8,998,550	9,653,561	10,200,998	8,671,296	4,858,842
▲ Inventory SF	192,372,638	191,179,336	189,408,675	188,310,278	187,866,706

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Butters Avenue Sanford, FL	547,753 SF	\$65,170,000 \$118.98 PSF	BentallGreenOak Butters/McCraney	Class A
Taft Vineland Avenue Orlando, FL	140,641 SF	\$26,000,000 \$184.87 PSF	Universal Technical Institute Prologis	Class A
1700 Avenue B Kissimmee, FL	96,000 SF	\$18,000,000 \$187.50 PSF	Provender Partners Performance Food Group	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
88 W Taft Vineland Orlando, FL	540,399 SF	Brookfield	Sealy	Consumer Goods
995 N Old Lake Wilson Road Kissimmee, FL	291,875 SF	EastGroup	Performance Food Group	Food and Beverage
2550 American Way Groveland, FL	144,023 SF	UBS	Niagara Bottling	Food and Beverage



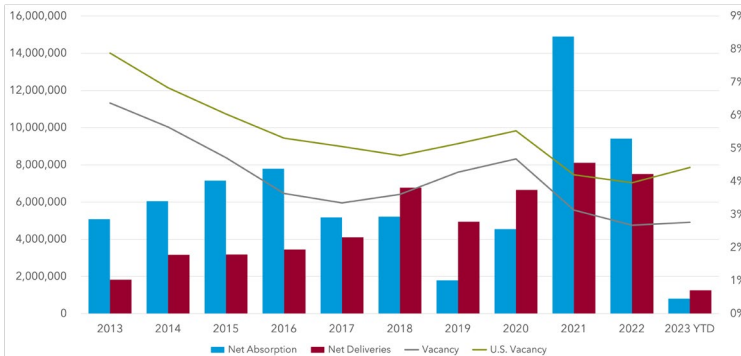
INDUSTRIAL MARKET OVERVIEW

GREG MILOPOULOS, *Principal*

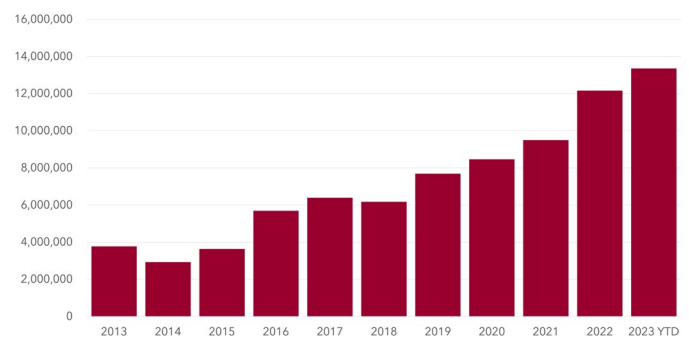
Lease rates have started to stabilize with landlords willing to bend on lease term and necessary TI allowances in return for strong credit tenants. We all hear the hysteria and uncertainty in the US markets but S. East Florida still appears to be somewhat isolated with the continued “flight to business freedom” that our state allows for. Institutional buyers continue to ride the emotional wave that the media portrays with the cost of debt being their voice of reason, but property owners aren’t trending in the same direction as many of them aren’t over leverage and those that do have debt, have rates below 4.5%.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	8,162,991	9,417,135	11,577,964	13,457,797	13,990,078
◀▶ Vacancy Rate	2.3%	2.3%	2.4%	2.6%	2.8%
▲ Avg NNN Asking Rate PSF	\$15.40	\$14.24	\$13.23	\$12.61	\$12.01
▲ SF Under Construction	13,353,902	12,160,118	11,011,902	11,666,900	10,113,884
▲ Inventory SF	472,065,472	470,807,463	469,368,769	467,663,168	465,362,760

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
644-646 Park of Commerce Way Boca Raton, FL	119,117 SF	\$27,750,000 \$232.96 PSF	Ares Industrial Real Estate Income Tr McCraney Property Company	Class A
3001 W Copans Road Pompano Beach, FL	133,814 SF	\$25,500,000 \$190.56 PSF	Morgan Stanley IDI Logistics	Class A
4340 W 104 Street, Ste 100 Hialeah, FL	89,502 SF	\$17,250,000 \$192.73 PSF	Prime Value Realty, Inc. Florida Eat Coast Industries, LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8406 NW 90th Medley, FL	198,108 SF	First Industrial	JAS	Transportation and Warehousing
9575 NW 174th Street Hialeah, FL	181,051 SF	Greystar Real Estate Partners, Butters Realty	Logistics Plus	Transportation and Warehousing
1673 Meathe Drive West Palm Beach, FL	124,479 SF	Dalfen Industrial	Eastern Metal Supply	Metal Stamping



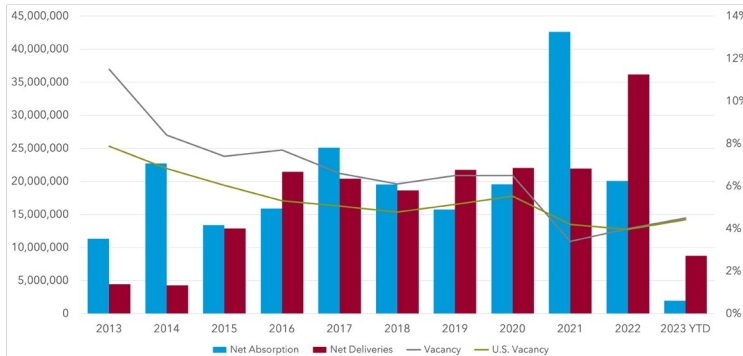
INDUSTRIAL MARKET OVERVIEW

DAN WAGNER, *Chief Data Officer*

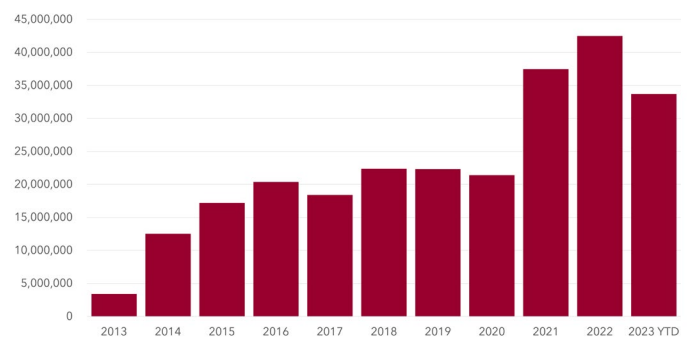
While demand for industrial space continues throughout Atlanta, activity slowed in Q1 2023. Vacancies have risen slightly off of record lows, ending Q1 2023 with a 50-basis point jump to 4.5%. Overall net absorption fell, with just under 2 million SF newly occupied. While activity cooled in Q1, the rise in sublease space during the Fall of 2022 has subsided and overall availability levels have stabilized. Atlanta's development pipeline remains elevated, ending the quarter at 33,690,764 SF under construction, however, only three new projects broke ground. First quarter deliveries totaled 8.7 MSF, with more than 43% of the space leased at time of delivery.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	18,392,426	20,074,856	30,719,093	30,468,619	34,740,123
▲ Vacancy Rate	4.50%	4.00%	3.70%	3.60%	4.00%
▲ Avg NNN Asking Rate PSF	\$8.24	\$7.90	\$7.05	\$6.18	\$5.98
▼ SF Under Construction	33,690,764	42,488,685	44,038,314	45,435,187	46,105,904
▲ Inventory SF	803,675,642	794,460,904	785,752,196	777,874,004	774,811,199

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7705 Staples Drive Lithia Springs, GA	644,040 SF	\$87,500,000 \$135.86 PSF	Zoetis, Inc. Bang Energy	Class A
2085 Avalon Parkway McDonough, GA	714,560 SF	\$68,500,000 \$95.86 PSF	FHR Capital, LLC American Realty	Class A
950 New Salem Church Road Jefferson, GA	636,060 SF	\$50,000,000 \$78.61 PSF	Stoltz Real Estate Partners ARES Management, LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
201 King Mill Court McDonough, GA	570,586SF	Realty Income Corporation	Nexus Circular	Recycling
355 Horace Head Road* Jefferson, GA	492,480 SF	BentallGreenOak	Kubota Tractor Corporation	Tractors
4755 Thurmon Tanner Flowery Branch, GA	447,120 SF	Hines	Mars, Inc	Food Manufacturing

*Lee & Associates Transaction



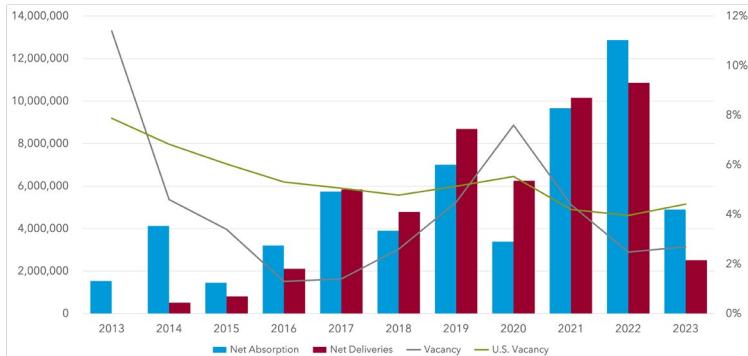
INDUSTRIAL MARKET OVERVIEW

DAN WAGNER, *Chief Data Officer*

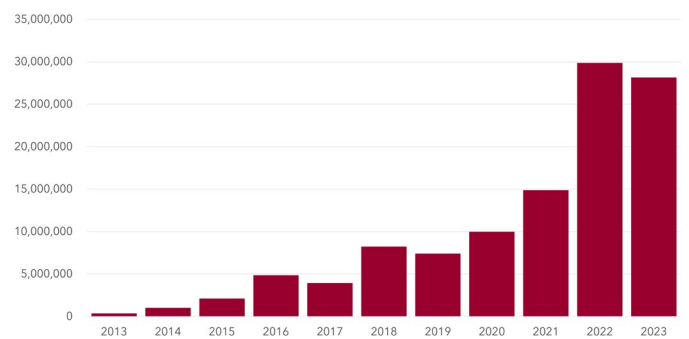
The Port of Savannah's growth remains unprecedented, doubling in volume over the last decade and spurring record demand for industrial space. However, the rapid growth eased slightly in Q1, as total TEU throughput declined by a modest 14.3% year-over-year as of February (latest data available at time of publication). Developers remain quite active, with more than 28 MSF of space under construction - only 16% lower than Atlanta's total development activity. After decreasing for three consecutive quarters, vacancy increased in Q1 to 2.7%, due primarily to the delivery of uncommitted spec space. Net absorption for the quarter reached 4.9 million SF, the highest total recorded since mid-year 2022.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	16,019,597	12,870,855	12,298,282	12,826,464	9,951,999
▲ Vacancy Rate	2.7%	2.5%	2.7%	3.0%	2.8%
▲ Avg NNN Asking Rate PSF	\$6.01	\$5.94	\$5.94	\$5.10	\$5.17
▼ SF Under Construction	28,148,578	29,870,408	28,009,878	23,829,810	23,133,206
▲ Inventory SF	109,152,230	105,921,435	100,717,357	97,690,069	91,562,472

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
530 Magazine Avenue Savannah, GA	39,692 SF	\$7,300,000 \$183.92 PSF	POET Terminal Savannah Magazine Avenue Realty	Class B
23 Westgate Street Savannah, GA	84,612 SF	\$4,733,140* \$55.94 PSF	Woodhill Real Estate Continental Field Systems	Class B
58 Columbia Drive Pooler, GA	16,375 SF	\$2,345,000 \$143.21 PSF	Savannah Distributing Company Chatham Water Company	Class C

*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
0 River Road Bloomington, GA	1,231,693 SF	Panattoni	Bradshaw	Manufacturing
1421 Sunbury Road Midway, GA	647,530 SF	Safavieh	Town & Country Holdings	Wholesaler
2600 Belfast Keller Road Richmond Hill, GA	281,067 SF	AltaBird/Stonemont	Port Jersey Logistics	Warehousing



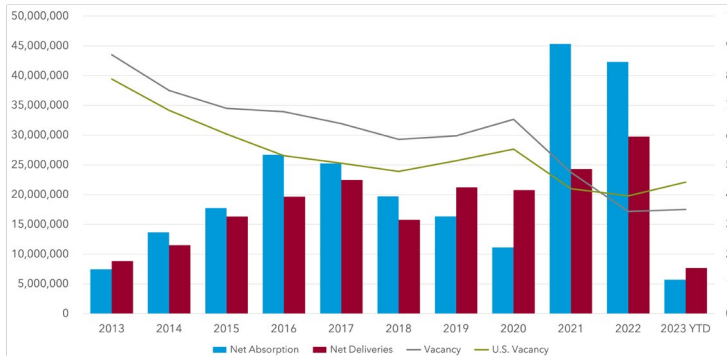
INDUSTRIAL MARKET OVERVIEW

DIANA PEREZ, *Director of Research*

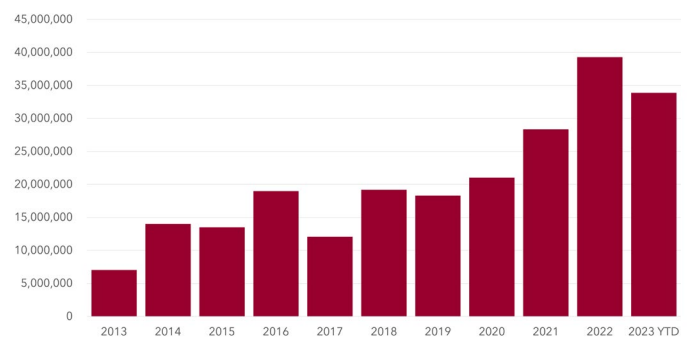
The Chicago industrial market experienced its first increase in vacancy rate in this quarter since the third quarter of 2020. The increase was the result of the completion of speculative developments. The first quarter overall vacancy rate increased by only 6 basis points from the fourth quarter rate of 3.43% to 3.50%. Steady construction is predicted for 2023, with 101 projects totaling 36.2 million square feet currently under construction. The first quarter witnessed 7.1 million square feet of new construction deliveries. The first quarter net absorption totaled positive 5.2 million square feet. Although positive, this marks a 22.4% decline from the fourth quarter mark of 6.7 million square feet.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	5,694,226	6,703,768	10,993,166	9,806,866	14,897,482
▲ Vacancy Rate	3.50%	3.43%	3.55%	3.63%	4.13%
▲ Avg NNN Asking Rate PSF	\$8.42	\$8.36	\$8.13	\$8.01	\$7.20
▼ SF Under Construction	33,862,269	39,279,715	34,635,639	34,121,171	30,130,839
▲ Inventory SF	1,383,943,717	1,377,061,055	1,371,789,943	1,361,376,518	1,358,296,098

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
300 S. Maple Street Frankfort, IL	229,000 SF	\$3,250,000 \$14.19 PSF	MGZ New Lenox Rd Properties, LLC Borg-Warner Automotive	Class C
3700 Rose Street Schiller Park, IL	175,684 SF	\$32,501,540 \$185.00 PSF	Raja Foods Go To Logistics	Class A
600 Industrial Drive Saint Charles, IL	148,790 SF	\$4,600,000 \$30.92 PSF	Sunbelt Rentals Concerned Partners, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
SWX Millsdale Rd. & Rt. 53 Joliet, IL	1,426,266 SF	NorthPoint Development	Target	Retail
5000 183rd Street Country Club Hills, IL	1,033,450 SF	CRG Integrated RE Solutions	Solo Cup Company	Manufacturing
21705 W. Mississippi Street Elwood, IL	1,022,554 SF	Prologis	CJ Logistics America, LLC	Logistics



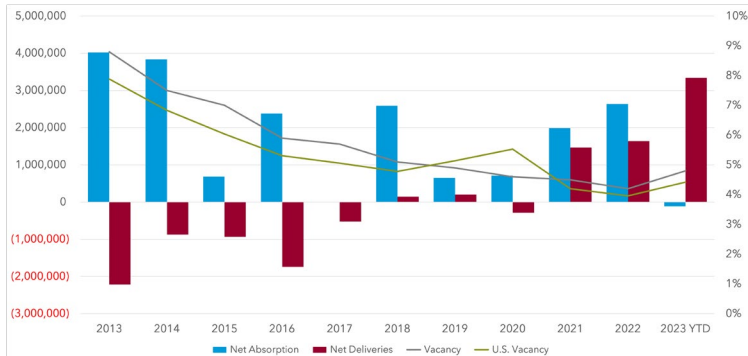
INDUSTRIAL MARKET OVERVIEW

TY JANNEY, *Managing Principal*

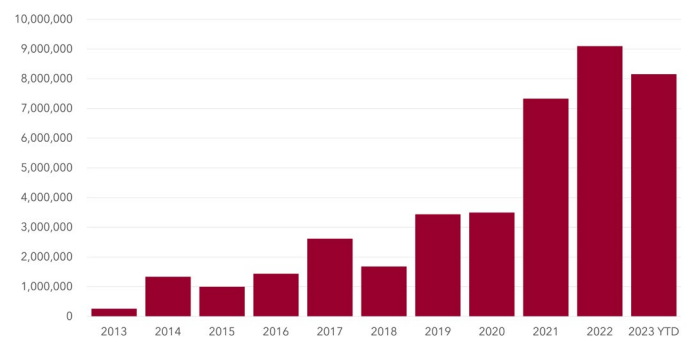
Emerging signs of relief for occupiers underscored industrial transaction activity in the greater Boston market in the first quarter of 2023 with an increase in overall vacancy to 4.8% from the 12 month average of 4.2% in 2022 and a reversion to negative absorption with new construction deliveries this quarter. The submarkets south of Boston were most active with large block leases signed between 70,000 and 160,000 square feet and Class B and C industrial and user sales highlighted transaction activity in the quarter.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(1,212,497)	904,863	(1,480,537)	1,677,936	1,535,116
▲ Vacancy Rate	4.8%	4.2%	4.3%	3.9%	3.9%
▲ Avg NNN Asking Rate PSF	\$14.81	\$14.63	\$14.37	\$14.13	\$13.72
▼ SF Under Construction	8,156,201	9,100,191	8,755,081	7,547,156	8,047,616
▲ Inventory SF	356,574,925	355,455,935	355,019,077	354,926,529	353,220,889

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
63 Middlesex Street Chelmsford, MA	141,000 SF	\$3,152,750 \$22.36 PSF	Triple M Movers & Storage, Inc. Treat Harware Corp	Class C
60 Olympia Avenue Woburn, MA	97,000 SF	\$17,999,999 \$185.57 PSF	Brookfield Property Group Juniper Advisory Services, LLC	Class B
30 Commerce Way Tewksbury, MA	77,000 SF	\$2,400,000 \$31.17 PSF	Rhino Capital Advisors LLC Atlantic Management Corp	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
80 South Street Hopkinton, MA	157,812 SF	Hopkinton Industrial Realty Trust	Altaeros Energies, Inc.	Renewable Energy Manufacturer
7 Manley Street West Bridgewater, MA	88,200 SF	Marcus Partners, Inc.	4Wall	Lighting Equipment Supplier
54 Bodwell Street Avon, MA	70,337 SF	DH Property Holdings	DCNE	HVAC Distributor



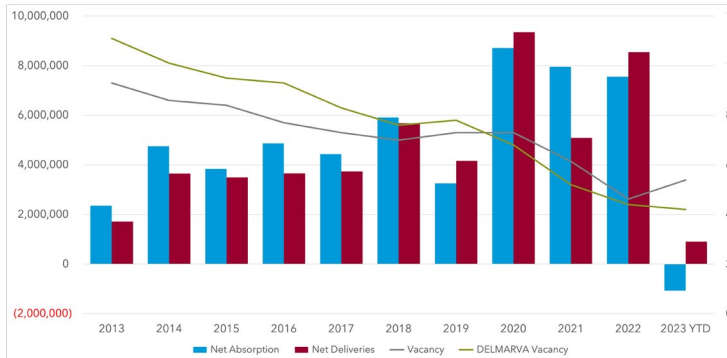
INDUSTRIAL MARKET OVERVIEW

TOM WHELAN, *Principal*

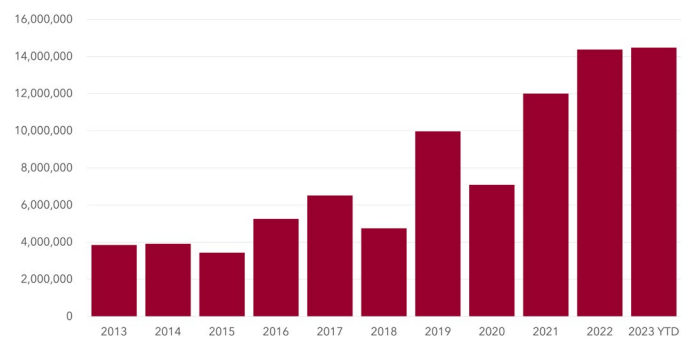
Macroeconomic concerns have led to the beginning of 2023 seeing quarterly negative net absorption for the first time and the greatest increase in direct vacancy in the past twelve months for the Greater Baltimore market. Overbuilding in non-core submarkets, especially of big-box warehouses, combined with a slowing of tenant velocity among larger tenants are the main culprits. Several of these companies have been giving back space, or electing not to renew, as they re-evaluate their supply chain strategies. However, with the land constraints of the region, we expect to still see strong demand for smaller spaces, especially in core infill locations.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Net Absorption SF	(1,071,216)	1,435,400	3,081,598	1,350,808	1,426,840
▲ Vacancy Rate	5.34%	4.62%	4.61%	4.39%	4.31%
▲ Avg NNN Asking Rate PSF	\$8.16	\$7.79	\$7.84	\$7.61	\$7.23
▲ SF Under Construction	14,478,784	14,373,868	12,890,943	15,071,873	12,372,563
▲ Inventory SF	269,825,208	268,920,604	267,264,616	263,439,520	261,805,608

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Bladensburg Road Portfolio Brentwood, MD	224,671 SF	\$20,000,000 \$89.02 PSF	Granite Canyon Partners Decker Development	Class C
1205 68th Street Rosedale, MD	80,775 SF	\$14,800,000 \$183.23 PSF	Triten Real Estate Partners Greenspring Realty Partners	Class C
1207 67th Street Rosedale, MD	79,800 SF	\$6,600,000 \$82.71 PSF	Whitehouse & Schapiro Daniels Health	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
913 Old Philadelphia Road Aberdeen, MD	634,000 SF	Hartz Mountain Industries	Amazon	E-commerce
2800 Eastern Boulevard Middle River, MD	130,000 SF	Reich Brothers	Global Trading Unlimited	Transportation & Warehousing
1533 Progress Way Eldersburg, MD	100,000 SF	Merritt Properties	Penguin Random House	Publishing



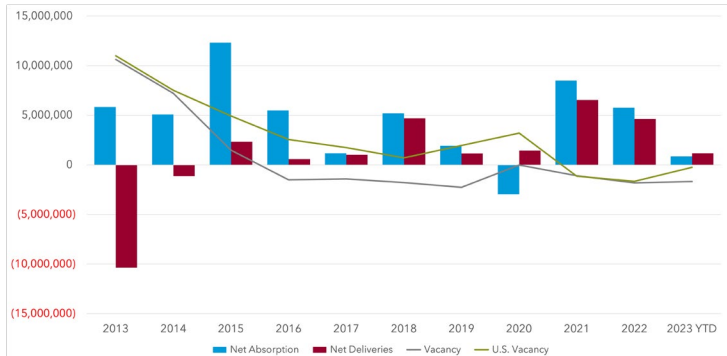
INDUSTRIAL MARKET OVERVIEW

JON SAVOY, CCIM, SIOR, *President*

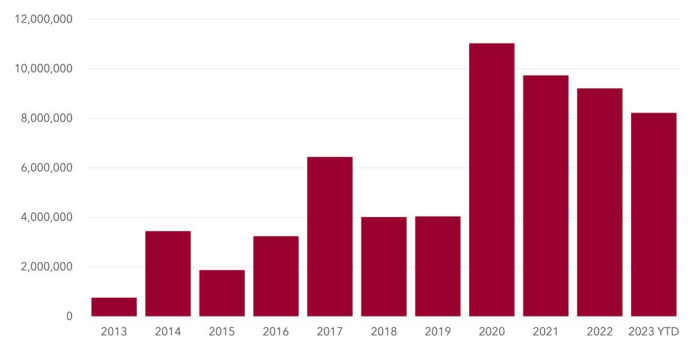
Detroit's new construction market remained red hot during the First Quarter of 2023, with over 9 million square feet of space under construction by the end of the period. Sale prices have continued to increase, and leasing activity has remained strong. Bingham Farms-based Burton-Katzman recently announced a \$240 million joint venture with New York-based DRA Advisors that will recapitalize 22 properties spanning over 2.2 million square feet. Edina, Minnesota-based Wildamere Capital Management recently disposed of a three property, 1.1 million square foot portfolio. Atlanta-based Crestlight Capital was the buyer. New York-based Ashley Capital is currently developing 1 million square feet at the Eastland Commerce Center in Harper Woods.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	4,967,735	5,763,775	3,462,369	8,304,482	8,483,345
◀▶ Vacancy Rate	4.0%	4.0%	4.1%	4.5%	4.4%
◀▶ Avg NNN Asking Rate PSF	\$8.20	\$8.20	\$8.11	\$8.02	\$7.87
▼ SF Under Construction	8,226,357	9,211,243	9,736,504	8,657,760	7,262,008
▲ Inventory SF	617,037,044	615,867,414	613,479,769	615,755,869	614,876,602

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6505 Cogswell Street Romulus, MI	429,959 SF	Undisclosed	Crestlight Capital Wildamere Capital Management	Class B
26601 W. Huron River Drive Flat Rock, MI	307,700 SF	Undisclosed	GIC Real Estate STORE Capital	Class C
1415 Durant Drive Howell, MI	125,000 SF	\$11,250,000 \$90.00 PSF	DRA Advisors Burton-Katzman	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
13901 Joy Road Detroit, MI	448,642 SF	Schostak Brothers	Undisclosed	Undisclosed
6200 Metropolitan Parkway Sterling Heights, MI	388,273 SF	ICP	Gannett	Media & Publications
17423 W. Jefferson Avenue Riverview, MI	120,000 SF	B6 Real Estate Advisors	Undisclosed	Undisclosed



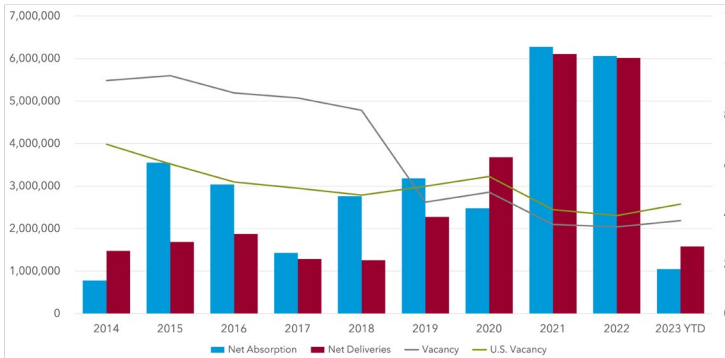
INDUSTRIAL MARKET OVERVIEW

NATHAN ARNOLD, *Principal*

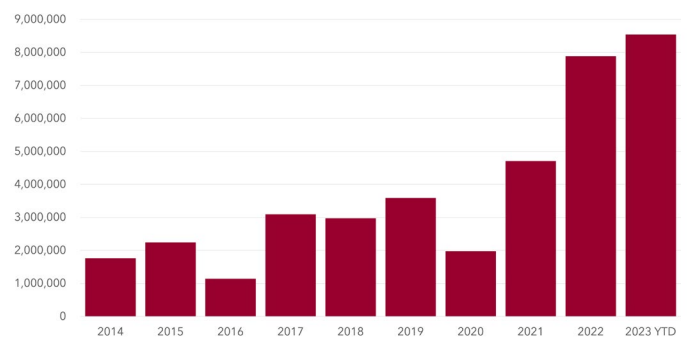
The industrial real estate market in the Twin Cities continues to show signs of stability, but with a slight increase in the vacancy rate from 3.5% to 3.75%. Despite this rise, demand for industrial properties remains high due to limited availability of options. Speculative developments are pulling back, with developers opting for build-to-suit projects. This cautious approach is likely due to the tightening supply and uncertainty in the market. Industrial real estate experts in the Minneapolis market should continue to monitor the situation closely for any further changes in demand and supply dynamics.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	1,050,741	1,210,144	2,189,981	2,300,277	2,641,201
▲ Vacancy Rate	3.75%	3.50%	3.30%	4.00%	3.90%
▲ Avg NNN Asking Rate PSF	\$7.57	\$7.30	\$7.37	\$6.73	\$6.73
▲ SF Under Construction	8,539,542	7,885,799	8,254,782	7,156,531	4,825,000
▲ Inventory SF	286,708,271	275,202,187	273,326,058	272,864,543	268,507,876

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
905 Yankee Doodle Road Eagan, MN	358,532 SF	\$25,000,000 \$69.73 PSF	Shafer Richardson Murphy Warehouse	Class B
7300 36th Avenue N New Hope, MN	175,555 SF	\$22,604,321 \$128.76 PSF	Spirit Realty LP Primo-Platto	Class B
3350 4th Avenue E Shakopee, MN	231,482 SF	\$18,900,000 \$81.65 PSF	Onward Investors AEW Capital	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Undisclosed Rosemount, MN	417,600 SF	Undisclosed	Home Depot	Home Improvement
12195 Brockton Lane Rogers, MN	154,000 SF	Endeavor	Victory Packaging	Packaging Company
Xylon Avenue N Brooklyn Park, MN	117,000 SF	Scannell	Frito-Lay	Snacks



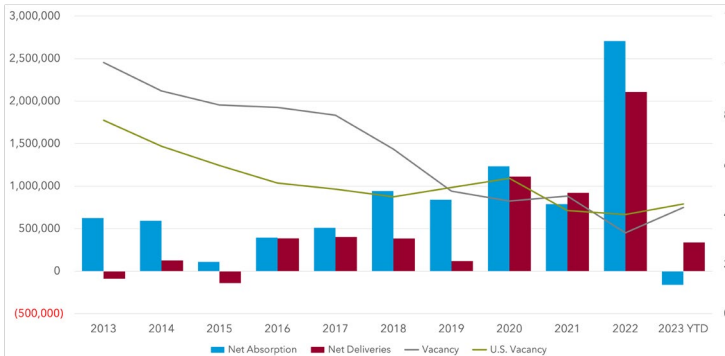
INDUSTRIAL MARKET OVERVIEW

RYAN LAWLER, *Senior Director*

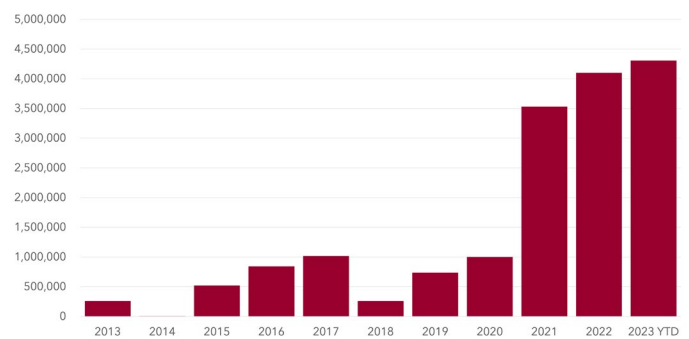
Quality flex/industrial availability remains difficult to come by even with a slight uptick in vacancy to $\pm 4.34\%$ between the Raleigh-Durham Market. Construction costs & scarce industrial land have pushed rates higher to justify new industrial product. As a result, many tenants are experiencing sticker shock forcing the difficult decision of renewing at their current location, settling for smaller space, or absorbing a higher cost of conducting business. With construction costs remaining an important variable, minimal negotiations are occurring during the proposal stage of a new deal. Similarly, Buyers are left with few to zero options to consider. Despite fluctuating interest rates, demand to purchase buildings remains high due to the area's growth and strong demographics.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	2,257,119	2,706,255	2,597,861	1,516,967	1,391,416
▲ Vacancy Rate	4.35%	3.26%	3.30%	4.62%	4.43%
▲ Avg NNN Asking Rate PSF	\$10.91	\$10.63	\$10.39	\$10.12	\$9.83
▲ SF Under Construction	4,307,034	4,101,832	3,698,399	4,091,151	3,897,677
▲ Inventory SF	47,613,782	47,276,282	47,170,182	46,650,177	45,294,177

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
300 N Duke Street Durham, NC	114,600 SF	\$73,500,000 \$641.36 PSF	Brookfield Asset Management, Inc. Longfellow Real Estate Partners	Class B
710 W Main Street Durham, NC	51,174 SF	\$39,500,000 \$771.88 PSF	Brookfield Asset Management, Inc. Longfellow Real Estate Partners	Class B
4015 S Alston Avenue Durham, NC	21,145 SF	\$1,420,000 \$67.16 PSF	Foundation Building Materials LLC Billy Ray Powell	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2530 S Tri-Center Boulevard Durham, NC	84,600 SF	Clarion Partners	VF Corporation	Manufacturing
4117 Emperor Boulevard Durham, NC	38,984 SF	Longfellow Real Estate Partners	Undisclosed	Undisclosed
2520-2528 S Tri-Center Boulevard Durham, NC	31,236 SF	Clarion Partners	Undisclosed	Undisclosed



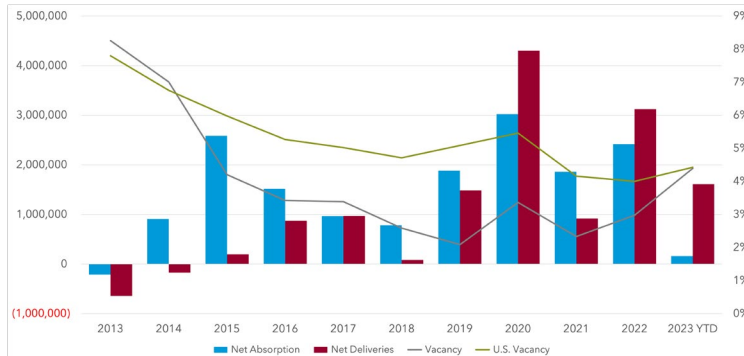
INDUSTRIAL MARKET OVERVIEW

RYAN LAWLER, *Senior Director*

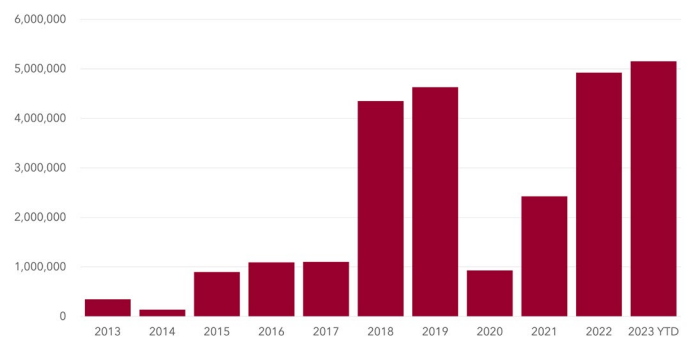
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MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	2,606,695	2,418,755	2,689,478	1,435,246	2,057,745
▲ Vacancy Rate	4.32%	2.98%	2.60%	2.63%	2.45%
▲ Avg NNN Asking Rate PSF	\$11.14	\$10.85	\$10.60	\$10.32	\$10.02
▲ SF Under Construction	5,153,584	4,922,991	4,957,354	6,028,556	4,925,398
▲ Inventory SF	99,198,681	97,584,861	96,784,966	95,191,316	94,661,869

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9 N Hollybrook Road Wendell, NC	136,385 SF	\$4,700,000 \$34.46 PSF	Boylan Executive Center Third Street Screen Printing, Inc.	Class C
601 Irving Parkway Holly Springs, NC	130,127 SF	\$17,620,000 \$164.57 PSF	BBM Incorporated Stout Ventures	Class B
1515 Capital Boulevard Raleigh, NC	58,070 SF	\$1,360,000 \$23.50 PSF	Empire Properties Centerline Bonded, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
419 W River Road Louisburg, NC	195,000 SF	West Egg Real Estate, LLC	Novozymes NA Inc.	Professional, Scientific, and Technical Services
4900 Jones Sausage Road Garner, NC	164,956 SF	Beacon Development Company	Greentech Renewables-Solar Distribution	Transportation and Warehousing
935 Shotwell Road Clayton, NC	81,466 SF	Landmark Industrial	Undisclosed	Undisclosed



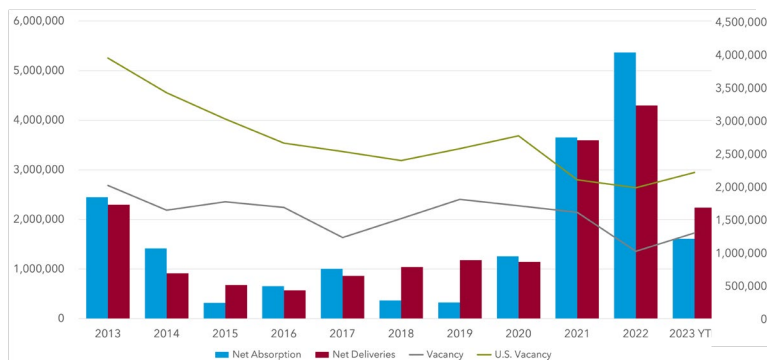
INDUSTRIAL MARKET OVERVIEW

AMMAR ABU-HAMDA, Associate

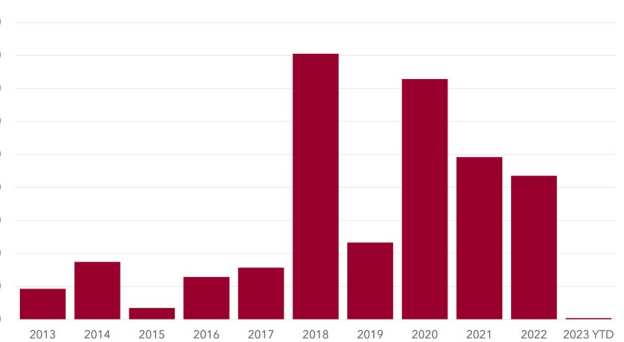
Industrial rents in the Omaha market were rising at a 7.1% annual rate during the first quarter of 2023, and have posted an average annual gain of 6.0% over the past three years. In addition to the 11.2 million SF that has delivered over the past three years, there is over 900,000 SF currently underway. Vacancies are in line with the 10-year average during Q1 of 2023, but have slightly decreasing over the past four quarters and currently sit at 2.5%. Employment in the metro was recently increasing at an annual rate of 1.6%, or a gain of about 8,000 jobs.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	6,526,055	5,367,987	7,436,285	7,169,521	3,825,563
▲ Vacancy Rate	2.5%	2.0%	2.3%	3.1%	3.5%
▲ Avg NNN Asking Rate PSF	\$7.10	\$6.92	\$6.86	\$6.86	\$6.75
▼ SF Under Construction	908,601	3,127,443	2,954,543	2,421,715	5,226,048
▲ Inventory SF	105,367,300	103,128,658	103,082,711	102,778,124	99,662,778

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2501 Center Street Omaha, NE	118,216 SF	\$640,000 \$5.41 PSF	Clarity Real Estate Company Virgil Anderson	Class C
13808 F Street Omaha, NE	43,006 SF	\$5,500,000 \$127.89 PSF	Servpro Cassling Diagnostic Imaging	Class C
1921 S 26th Street Omaha, NE	25,590 SF	Undisclosed	Wish in one Hand Enterprises LLC Zander Enterprises, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
9995 I Street Omaha, NE	54,000 SF	Stag Industrial Inc	Nebraska Warehousing	Recycling
9301 J Street Omaha, NE	24,850 SF	Investors Realty, Inc.	Grimco	Manufacturing
3305 N 88th Plaza Omaha, NE	12,000 SF	CBRE	Creative Structures Inc	Warehouse



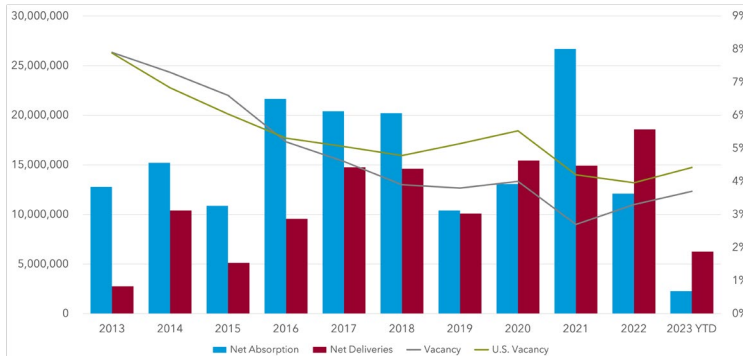
INDUSTRIAL MARKET OVERVIEW

MICHAEL MALMSTONE, *Director of Research and Valuation*

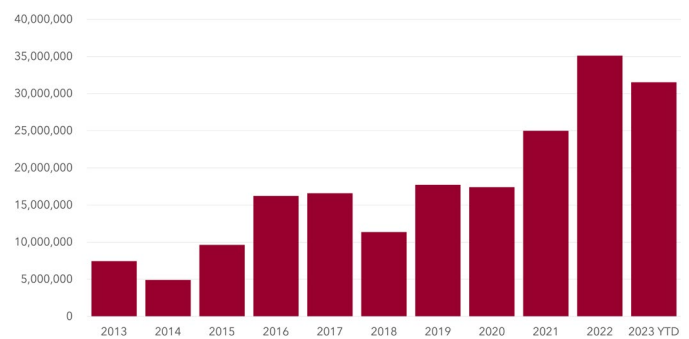
Q1 saw record rents at \$13.30 PSF NNN, the 33rd consecutive quarter of growth, 8.1% QoQ and 21% YoY. 7.9MM SF was leased, the lowest quarter since Q3 2009, in 4.7 months on average. 21 leases over 100k SF were signed, primarily in the Ports, I-287 / I-95 Interchange and Exit 8A submarkets. Net absorption clocked 2.3MM SF, the lowest in 3 years. Vacancy and availability up 40 and 50 bps QoQ, at 3.7% and 7.4% respectively. Sales volume fell to \$797MM, the lowest since Q1 2021, 55% of the 5-year average. Cap rates compressed 10 bps to 5.8%, while pricing contracted 27% to \$152 PSF. 31.6MM SF is under construction. 52MM SF is approved for development.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Qtrly Net Absorption SF	2,285,073	2,482,210	2,726,008	3,818,421	3,085,517
▲ Vacancy Rate	3.7%	3.3%	2.8%	2.8%	2.8%
▲ Avg NNN Asking Rate PSF	\$13.30	\$12.30	\$12.02	\$11.68	\$10.99
▼ SF Under Construction	31,557,494	35,102,768	39,347,180	33,803,089	30,218,601
▲ Inventory SF	1,017,442,119	1,011,185,430	1,003,355,879	1,000,673,410	996,648,518

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2000 Galloping Hill Road Kenilworth, NJ	1,071,230 SF	\$110,320,562 \$102.98 PSF	Onyx Equities/ Machine Invest Grp Merck	Class B
297 Getty Avenue Paterson, NJ	853,191 SF	\$68,000,000 \$79.70 PSF	Thor Equities Alma Realty Corp.	Class C
100 Jefferson Road Parsippany, NJ	558,930 SF	\$130,500,000 \$233.48 PSF	J & J Farms Creamery Inc. JFR Global Investments, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1365 Lambertson Road Hamilton, NJ	845,078 SF	Hilco Global	Dynamic Marketing, Inc.	Co-op Buisness, Elec- trical appliances
301-321 Herrod Boulevard South Brunswick, NJ	610,949 SF	Link Logistics Real Estate	GXO Logistics	Process and Logistics Consulting Services
400 Linden Logistics Way Linden, NJ	372,159 SF	Greek Dev. / Advance / PGIM	Vanguard Logistics	Process and Logistics Consulting Services



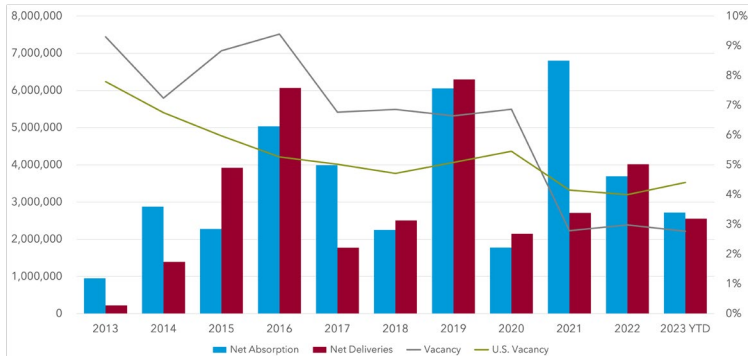
INDUSTRIAL MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

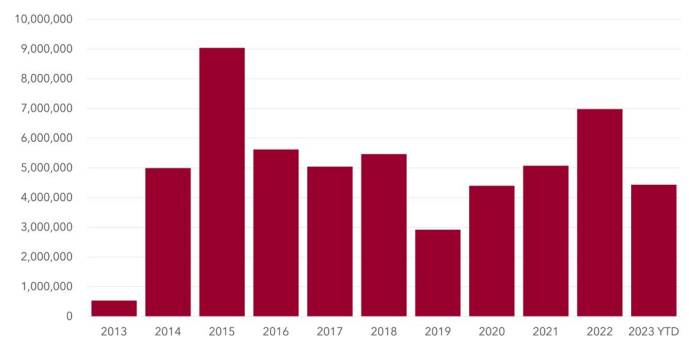
Vacancy is down and pricing continues to rise, the result of a very tight market combined with supply mainly provided by new construction. The rising interest rates affect returns as well as new starts and there appears to be a bit more sublease product in the market. As older product starts competing with the newer product, comparative advantages in cost basis should start driving down pricing. This, along with the rise in interest rates, should slow construction down a bit despite the very tight supply market which currently exists. Expectations are a slow down in the rise in rental rates as existing inventory enters the market on the supply side.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	5,331,679	3,691,658	5,108,580	4,364,748	4,547,195
▲ Vacancy Rate	3.2%	3.0%	3.1%	2.6%	2.3%
▲ Avg NNN Asking Rate PSF	\$8.97	\$8.91	\$8.71	\$8.54	\$8.37
▼ SF Under Construction	4,434,334	6,979,778	7,103,583	8,796,424	7,151,202
▲ Inventory SF	111,403,127	108,847,815	108,414,770	106,240,919	104,999,099

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2999 Waltham Way McCarran, NV	21,050 SF	\$4,275,000 \$203.09 PSF	Aqua Metals Inc. S&C Pokrajac	Class B
152-156 Coney Island Way Sparks, NV	20,000 SF	\$1,300,000 \$65.00 PSF	Josh Thieriot R&L Dewey	Class C
1845 Hymer Lane Sparks, NV	4,800 SF	\$860,000 \$179.17 PSF	Vella Enterprises D&D Stafford	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
655 Waltham Way McCarran, NV	322,640 SF	Beretta Prop Mgmt	Symbia Logistics	3PL
2777 USA Parkway McCarran, NV	282,500 SF	Conco	Undisclosed	Battery Storage
2625 USA Parkway McCarran, NV	193,440 SF	Conco	Industrial Safety and Equipment Apparel	PIP



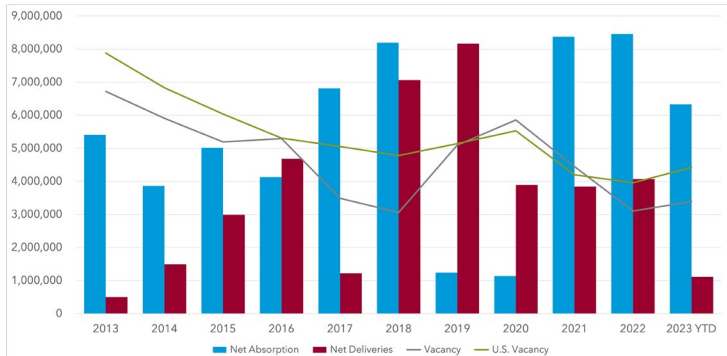
INDUSTRIAL MARKET OVERVIEW

STEWART DEVITT, *Senior Vice President*

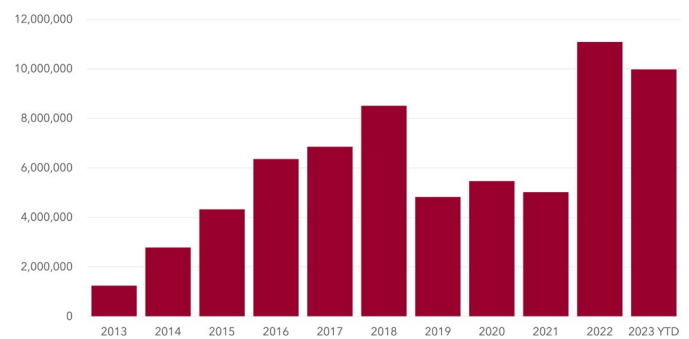
Cincinnati's industrial demand has been solid for the last 12 months, with absorption totaling 6.3M SF. With a 3.3% vacancy, it is close to the lowest point on record, leaving few large spaces available for lease. As of 2023 Q1 10M SF of space are under construction representing 2.9% of inventory. Year to date \$262M in trades have been recorded, with a historic high for the first quarter. Rent growth has accelerated as demand for space has surged, now setting well above the national average at 14% year over year.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	6,331,738	8,459,992	10,094,238	12,455,759	7,399,247
▲ Vacancy Rate	3.4%	3.1%	3.3%	3.2%	4.2%
▲ Avg NNN Asking Rate PSF	\$6.86	\$6.66	\$6.44	\$6.23	\$6.02
▼ SF Under Construction	9,976,127	11,090,230	10,583,830	8,388,303	6,717,438
▲ Inventory SF	341,890,162	340,776,059	339,388,582	339,221,582	338,038,981

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8814-8848 Trade Port Drive West Chester, OH	580,000 SF	\$212,000,000 \$365.52 PSF	Resilience AstraZeneca PLC	Class A
2000 Commerce Center Drive Franklin, OH	275,245 SF	\$24,781,050 \$90.03 PSF	New Mountain Capital Novolex	Class B
4255 Thunderbird Lane Fairfield, OH	195,280 SF	\$13,000,000 \$66.57 PSF	New Mountain Capital Novolex	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11019 Kenwood Road Blue Ash, OH	103,415 SF	Neyer Properties, Inc.	PCS	Services
1441 Western Avenue Cincinnati, OH	101,297 SF	Viking Partners	SJN Data	Professional, Scientific, and Technical Services
4438 Muhlhauser Road West Chester, OH	47,250 SF	First Industrial Realty Trust, Inc.	Cincy Brands	Services

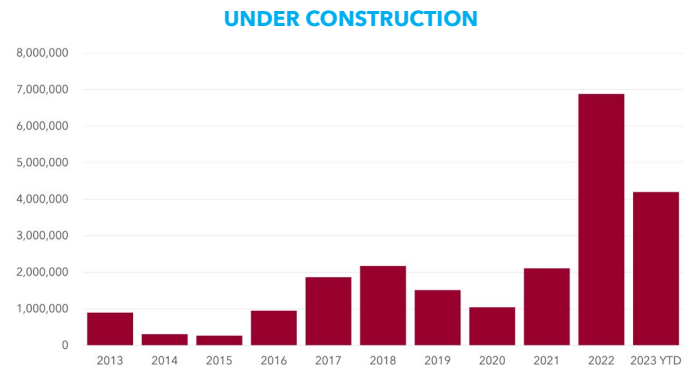
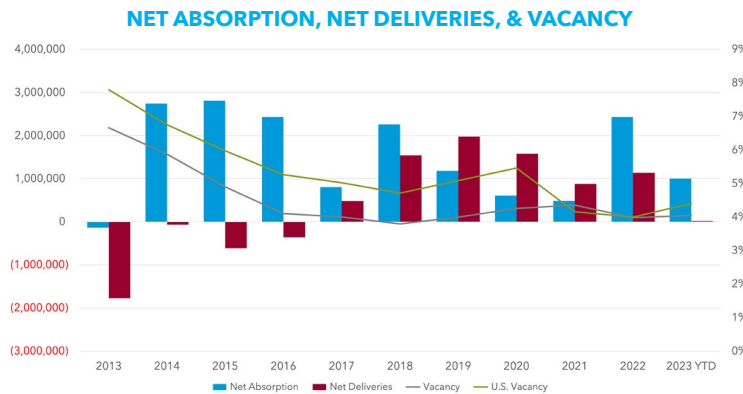


INDUSTRIAL MARKET OVERVIEW

CONNOR KROUSE, Associate

The industrial market in Cleveland showed signs of softening in the first quarter of 2023 with only a small increase in positive net absorption and a decrease in lease signings. Despite this, the vacancy rate remained below 5% for the 17th consecutive quarter. While over 4.2 million square feet of industrial product is currently under construction, progress has slowed due to the softening market and the uncertainty caused by the banking crisis. However, the market's asking rate increased to \$5.41 per SF, representing another increase in the overall market's asking rate.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	3,868	804,819	644,000	743,000	917,000
▲ Vacancy Rate	4.05%	4.14%	4.19%	4.20%	4.40%
▲ Avg NNN Asking Rate PSF	\$5.41	\$4.99	\$5.14	\$5.07	\$4.95
▼ SF Under Construction	4,200,000	4,900,000	7,700,000	2,900,000	2,200,000
▲ Inventory SF	293,200,000	292,800,000	292,000,000	290,850,000	290,700,000



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
200 Cuyahoga Falls Industrial Pkwy Peninsula, OH	126,921 SF	\$7,000,000 \$55.15 PSF	Preformed Line Products Company Jendrisak Properties, LLC	Class B
10147 Brecksville Road Brecksville, OH	46,762 SF	\$2,475,000 \$52.93 PSF	Premier Development Partners Quality Bolt & Screw, Inc.	Class C
6481 Davis Industrial Parkway Solon, OH	35,300 SF	\$2,000,000 \$56.66 PSF	Hostar International Inc. Ohio Travel Bag, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
18300 Snow Road Brook Park, OH	221,000 SF	Weston, Inc.	Victory Packaging Inc.	Distribution
24200 Aurora Road Bedford Heights, OH	145,000 SF	Cogency Global Inc.	Chick-fil-A Supply LLC	Warehouse & Distribution
1444 Lowell Street Elyria, OH	53,720 SF	Cornerstone Managed Properties	The HC Companies	Wholesaler



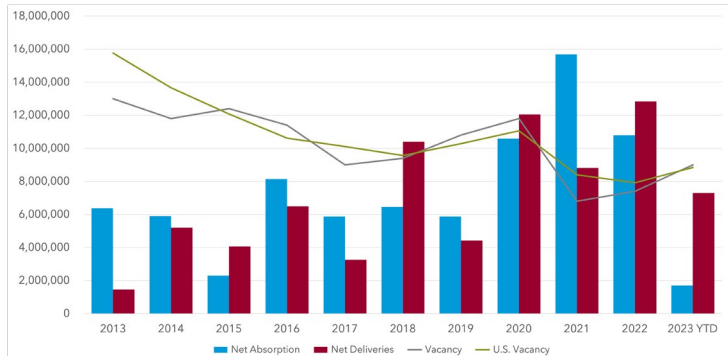
INDUSTRIAL MARKET OVERVIEW

MIKE SPENCER, SIOR, *Principal, Broker*

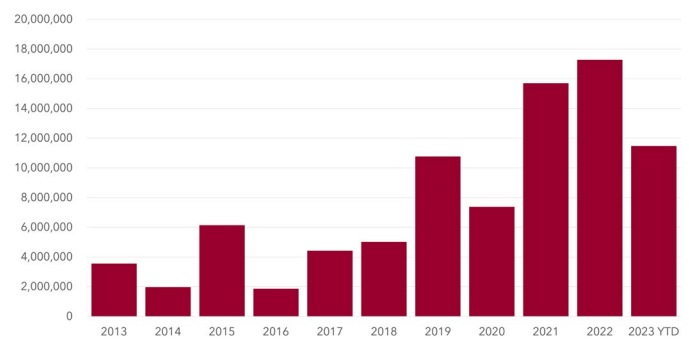
Demand for industrial space remains high. Developers are active, delivering more than 7M SF in 2023, with another 9.9M SF of spec product in the pipeline. Occupiers are tremendously active in most size ranges. Strong regional demographic trends and the mega projects for Intel and the Honda EV battery factory are durable growth drivers for industrial demand in Columbus. Midwest logistics hubs such as Columbus continue to post some of the most affordable rents across the US. With growing core sectors such as logistics and smart manufacturing, and a diverse economy, Columbus should withstand any economic headwinds.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	1,702,706	910,201	3,599,463	2,619,124	3,612,009
▲ Vacancy Rate	4.50%	3.70%	2.90%	2.90%	2.40%
▲ Avg NNN Asking Rate PSF	\$6.68	\$6.12	\$5.74	\$5.24	\$4.93
▼ SF Under Construction	11,476,922	17,279,345	20,879,308	20,883,338	15,400,658
▲ Inventory SF	335,957,966	328,446,646	323,727,464	318,698,482	316,849,334

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3600 Etna Parkway Pataskala, OH	1,092,000 SF	\$100,924,000 \$92.42 PSF	Invenergy Red Rock Development	Class A
1417 Rail Court South Columbus, OH	582,400 SF	\$51,830,000 \$88.99 PSF	Transwestern Prologis	Class A
5730 - 5830 Saltzgaber Road Groveport, OH	488,000 SF	\$45,000,000 \$92.21 PSF	Sarofim RE Washington Capital Management	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2373 Global Drive Columbus, OH	155,871 SF	Ind Log Prop Trust	EFL	Logistics
2297 Southwest Boulevard Grove City, OH	144,219 SF	Lincoln Prop Group	CuraScript SD	Medical
3420 Urbancrest Industrial Drive Grove City, OH	112,522 SF	Prologis	Lowe's	Retail



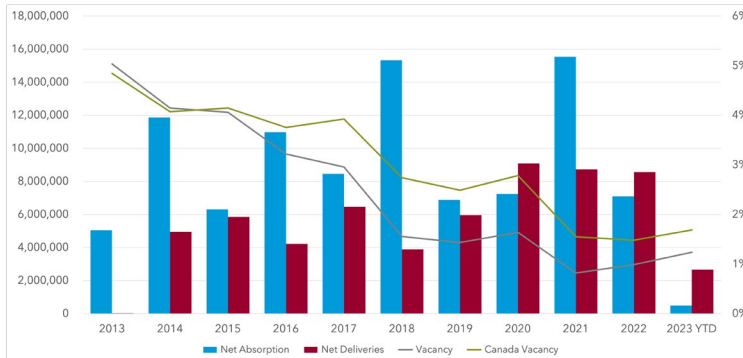
INDUSTRIAL MARKET OVERVIEW

DANIEL SMITH, *Senior Vice President, Partner*

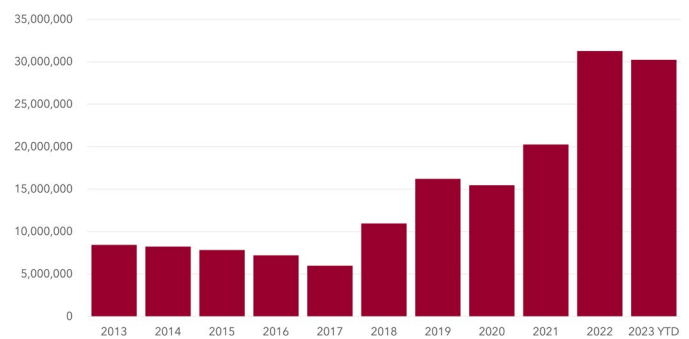
Toronto asking industrial rents continued rise in Q1 2023, with another double-digit year-over-year increase. With little change to overall vacancy across the market, the market continues to prove tough for occupiers as there are no signs of slowdown. Given these strong fundamentals, developers remain active as demand is fully expected to continue, with many of the new projects being pre-leased prior to construction completion. Milton specifically will see multiple million square feet come to market as construction is underway for both James Snow Business Park and Milton North, offering big-box Class A industrial space for 3PLs and end users alike.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	6,589,756	7,102,397	6,532,476	13,069,958	14,379,901
▲ Vacancy Rate	1.10%	1.00%	1.00%	1.00%	0.90%
▲ Avg NNN Asking Rate PSF	\$17.83	\$17.20	\$16.49	\$15.75	\$15.09
▼ SF Under Construction	30,646,300	31,277,810	31,998,705	27,504,708	24,864,745
▲ Inventory SF	859,878,067	858,108,577	855,385,612	854,222,753	850,929,585

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8450 Boston Church Road Milton, ON	1,320,000 SF	\$330,000,000* \$250.00 PSF	Sycamore Partners Lowe's Company, Inc.	Class A
50 Stienway Boulevard Toronto, ON	589,894 SF	\$247,662,978* \$419.84 PSF	Breaking Pat Nominee, Inc. Apotex	Class B
150 Signet Drive Toronto, ON	439,429 SF	\$98,625,398* \$225.44 PSF	Breaking Pat Nominee, Inc. Apotex	Class B

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

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3150 Derry Road E Mississauga, ON	605,299 SF	Derry Aero Inc.	The Home Depot	Industrial
255 Chrysler Drive Brampton, ON	437,323 SF	Oxford Properties Group	Mondelez International	Industrial
12203 Airport Road Caledon, ON	410,975 SF	Prologis LP	Legacy Supplu Chain Services	Industrial



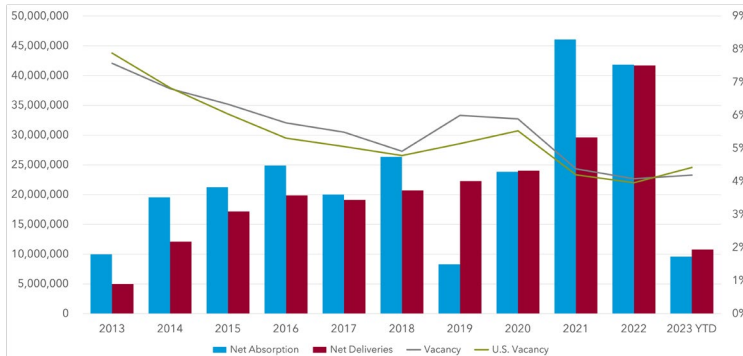
INDUSTRIAL MARKET OVERVIEW

THOMAS DOUGHERTY, *Research Analyst*

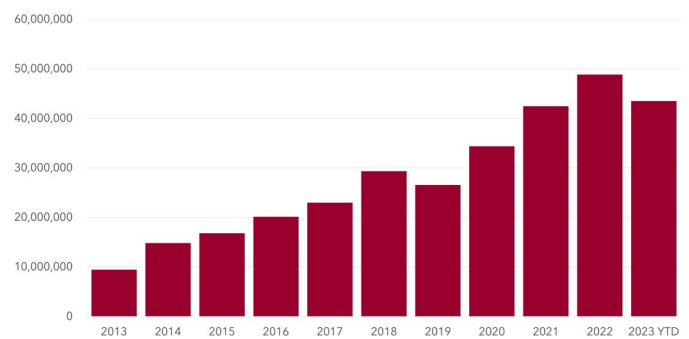
The Philadelphia region industrial market continues to remain strong, sitting under structural vacancy levels at 4.19%. A strong sign of the market is continued rent growth, with the average NNN asking rate PSF up to \$8.65. Construction levels sit at 43.5 MSF down, from their peak in 2022 at 56.2 MSF, a decrease of 22.6%. Overall, the market is still seeing several large lease transactions but, sales transactions are certainly at a decline due to interest rates.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	42,548,591	41,833,344	40,698,118	49,820,727	48,927,981
▲ Vacancy Rate	4.19%	4.08%	3.90%	4.00%	4.20%
▲ Avg NNN Asking Rate PSF	\$8.65	\$8.26	\$8.04	\$7.96	\$7.60
▼ SF Under Construction	43,508,017	48,870,408	56,226,412	55,147,389	52,447,363
▲ Inventory SF	1,317,550,572	1,297,240,329	1,279,460,619	1,266,006,117	1,253,807,366

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2575 Route 206 Eastampton, NJ	345,600 SF	\$83,000,000 \$240.16 PSF	Glendale Warehouse Co. Rockefeller Group	Class A
40 Dennis Drive Reading, PA	330,682 SF	Undisclosed	Union Capital Associates, LP R.M. Palmer Company	Class C
1107 Bern Road Wyomissing, PA	315,075 SF	Undisclosed	Undisclosed Undisclosed	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2086 Corporate Center Drive West Tobyhanna, PA	1,368,817 SF	Mapletree Investments	Blue Triton Brands	Food & Beverage
1480 United Drive Chambersburg, PA	1,050,300 SF	Matrix Development	Amazon.com, Inc.	e-Commerce
8001 Industrial Boulevard Breinigsville, PA	727,592 SF	NFI Industries	Bridgestone	Automotive



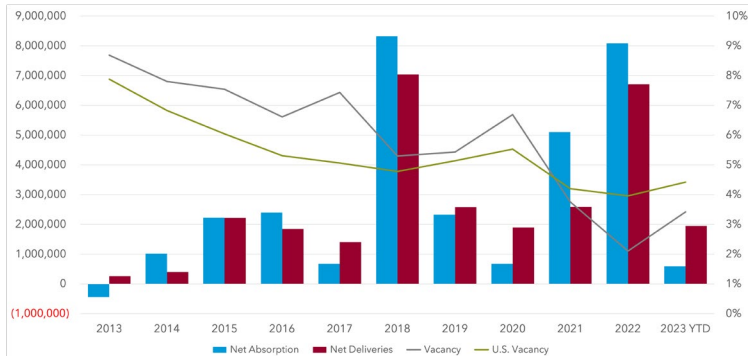
INDUSTRIAL MARKET OVERVIEW

THOMAS BUIST, *Vice President*

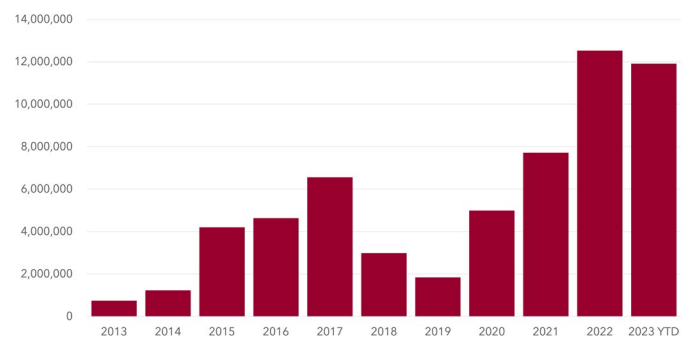
The Charleston Port continues to improve in all areas to support the increasing level of TEU throughput, particularly as the market share continues to shift from West Coast to East Coast. Industrial development continues to align with the high port activity. 2023 may be the most critical year in terms of construction. Over 11M SF of new space is being built and over 6M SF proposed. On the leasing side, the average time on the market for Q1 was 2.9 months, much faster than a year ago which had an average of 4.4 months. The year started strong on the investment side as well in which over \$100 Million has traded hands already.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	7,360,946	8,083,959	8,307,823	8,061,136	5,177,043
▲ Vacancy Rate	3.2%	2.1%	2.2%	2.4%	2.9%
▲ Avg NNN Asking Rate PSF	\$9.66	\$9.38	\$9.16	\$8.89	\$8.64
▼ SF Under Construction	11,913,024	12,527,095	8,746,346	8,344,232	9,090,421
▲ Inventory SF	100,367,326	98,417,272	97,234,995	95,665,533	92,456,108

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1980 Clements Ferry Road Charleston, SC	603,214 SF	\$51,000,000 \$84.55 PSF	Edgewater Ventures Gildan	Class A
6655 Jet Park Drive Charleston, SC	16,313 SF	\$3,800,000 \$232.94 PSF	2225 Old School Holdings, LLC Mission Solutions Group, LLC	Class A
2275 Technical Parkway Charleston, SC	10,000 SF	\$1,750,000 \$175.00 PSF	Lafayette Terminal Company Inc. 2275 Technical Parkway, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2272 Volvo Car Drive Ridgeville, SC	1,120,000 SF	Portman Industrial	Undisclosed	Undisclosed
1980 Clements Ferry Road Charleston, SC	603,214 SF	Gildan Active Wear	Gildan Active Wear	Manufacturing
Commerce Center Road Ladson, SC	305,760 SF	Holcombe Fair & Lane	Undisclosed	Undisclosed



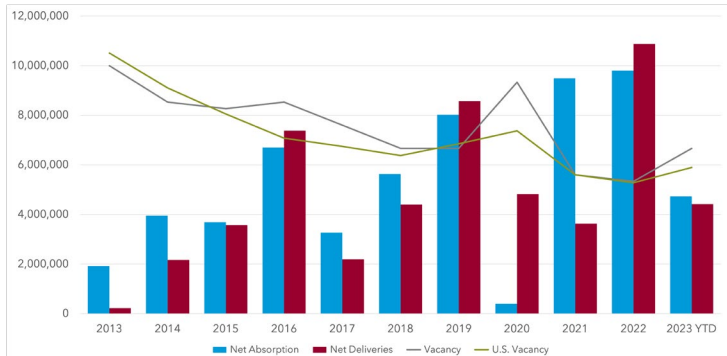
INDUSTRIAL MARKET OVERVIEW

RANDALL BENTLEY, CCIM, SIOR, *President*

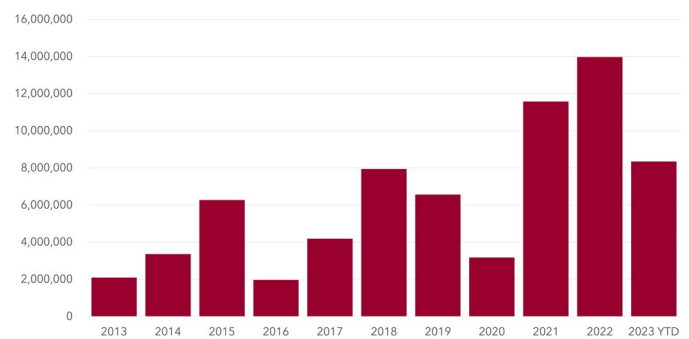
Much like the rest of the nation, the Greenville/Spartanburg market has experienced a gradual slowdown in industrial market activity during Q1 2023. Although inflationary problems and banking issues impeded activity, we expect to see investors and developers adjust to the new norm and continue to invest in Upstate South Carolina. Industrial vacancy remained relatively stable at 5% as space delivered to the market in Q1 was absorbed. An additional 8 MSF is still under construction, providing more product for future growth. Greenville/Spartanburg continues to benefit from the nearby Inland Port of Greer, which extends the Port of Charleston's reach 212 miles inland and provides convenient connection via interstate and railway to the rest of the nation.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	12,471,173	9,799,521	11,111,180	11,873,079	10,094,528
▲ Vacancy Rate	5.0%	4.0%	2.7%	2.9%	3.4%
▼ Avg NNN Asking Rate PSF	\$4.57	\$4.60	\$4.39	\$4.33	\$4.32
▼ SF Under Construction	8,347,466	13,696,449	18,554,157	18,471,740	15,823,600
▲ Inventory SF	230,907,084	225,617,414	220,261,532	219,278,726	216,700,384

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1702 Springdale Drive Clinton, SC	566,479 SF	\$19,300,000 \$34.07 PSF	Strato Capital LLC Griffin Realty Trust	Class C
915 Victor Hill Road Greer, SC	297,607 SF	\$29,000,000 \$97.44 PSF	Stream Realty Partners Childress Klein	Class A
1172 Bracken Road Piedmont, SC	266,777 SF	\$23,209,599 \$87.00 PSF	Dalfen Industrial The Keith Corporation	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2701 Highway 56 Pauline, SC	72,705 SF	DWG Capital Partners	Lancaster Shuerman Distribution	Retailer
852 S Buncombe Road Greer, SC	65,000 SF	Cui Properties, LLC	Multiwall Packaging	Transportation and Warehousing
5700 Airport Road Anderson, SC	56,700 SF	Todd Shubuck	Flexit SC, Inc.	Manufacturing



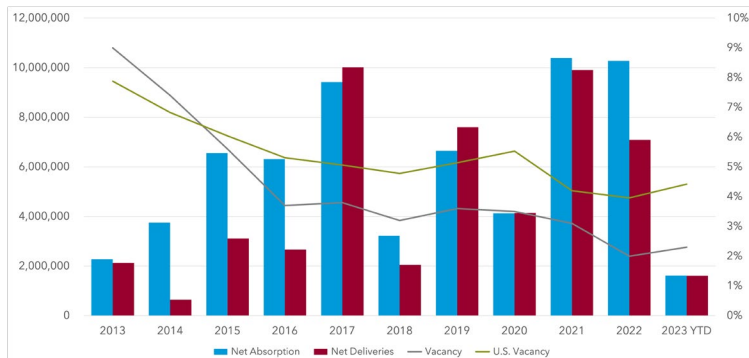
INDUSTRIAL MARKET OVERVIEW

JIM RODRIGUES, SIOR, *President*

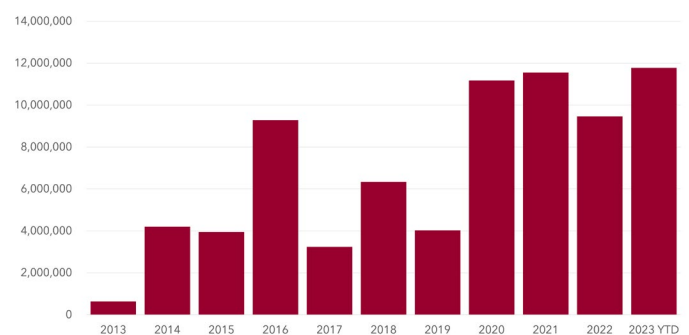
Robust industrial growth and expansion in Nashville resulted in Q1 vacancy of 2.3% and net absorption of more than 1.6 million SF. First quarter tenant demand remained strong, as Geodis (633,840 SF), 4Wall Entertainment (202,500 SF) and JR Automation (147,052 SF) completed new leases. There is approximately 11.8 million SF under construction and a limited number of large buildings coming online before the end of 2023. Despite the delivery of 1.6 million SF of new space in Q1, tightening supply fundamentals led to notable asking rent inflation of more than 16% year-over-year.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	11,771,592	10,273,158	9,485,802	10,355,318	8,108,225
▲ Vacancy Rate	2.3%	2.0%	2.4%	3.4%	4.5%
▲ Avg NNN Asking Rate PSF	\$7.77	\$7.36	\$7.01	\$6.75	\$6.67
▲ SF Under Construction	11,771,364	9,459,843	11,113,261	12,924,833	9,661,991
▲ Inventory SF	254,961,264	249,068,024	248,077,701	244,062,966	243,365,126

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
201 Kirby Road Portland, TN	115,381 SF	\$8,137,500 \$70.53 PSF	William Deguira Unipress North	Class C
2949 Armory Drive Nashville, TN	27,720 SF	\$4,872,500 \$175.78 PSF	Panzer Enterprises Gregory S. Graham	Class C
1234 Bridgestone Pkwy* La Vergne, TN	26,134 SF	\$12,500,000 \$478.30 PSF	Alterra Property Group Covenant Logistics	Class C

*Sale Leaseback

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1731 Couchville Pike Mt. Juliet, TN	633,840 SF	Strategic Capital Partners	Geodis	Warehousing & Storage
111 Airpark Center E Nashville, TN	202,500 SF	Strategic Capital Partners	4Wall Entertainment	Design Services
501 Airpark Commerce Drive Nashville, TN	147,052 SF	Dalfen Industrial	JR Automation	Manufacturing



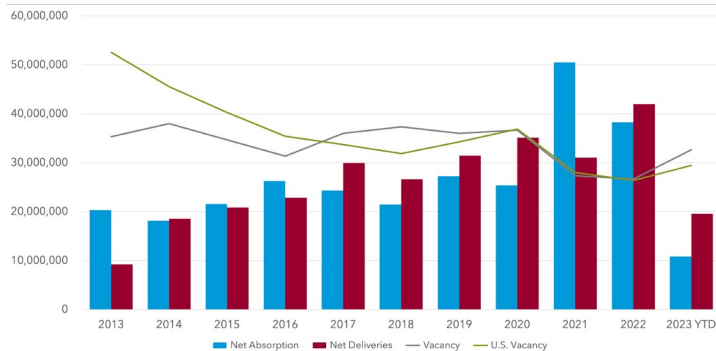
INDUSTRIAL MARKET OVERVIEW

MICAH RABALAIS, *Operations and Research Director*

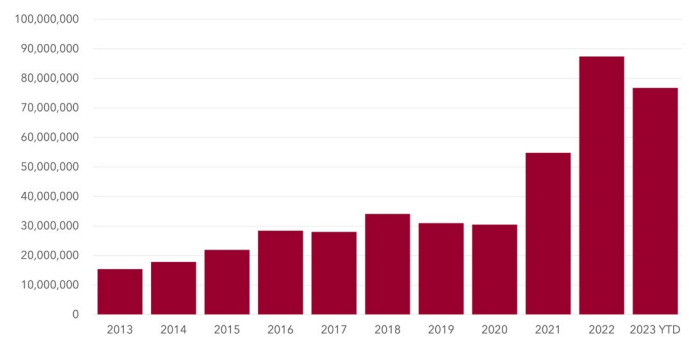
The industrial market in Dallas-Fort Worth (DFW) is normalizing after seeing incredibly strong growth over the past couple of years. As of Q1 2023, DFW leads the country in new developments, with over 76.7 million SF currently under construction. Pre-leasing activity is around 20%, signaling the potential for continued vacancy rises. Vacancy rates rose slightly to 4.9% after hovering around 4.0% for several consecutive quarters. Occupiers absorbed over 10.8 million SF in Q1, bringing 12-month net absorption to 40.9 million SF. Across the market, the average market rent for industrial and flex spaces was \$8.70 per square foot, up year-over-year from Q1 2022's \$7.46 per square foot.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	40,953,841	38,297,459	39,198,992	39,836,902	43,528,451
▲ Vacancy Rate	4.9%	4.0%	3.9%	3.9%	4.1%
▲ Avg NNN Asking Rate PSF	\$8.70	\$8.46	\$8.15	\$7.58	\$7.46
▼ SF Under Construction	76,726,861	87,380,089	82,829,301	66,056,865	58,311,949
▲ Inventory SF	1,091,810,229	1,072,229,186	1,062,449,838	1,048,886,176	1,038,467,033

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Denton Point Denton, TX	242,320 SF	\$32,000,000 \$132.00 PSF	Spirit Realty Capital Associated Material	Class B
1401 Dunn Drive Carrollton, TX	100,800 SF	\$13,450,000 \$133.43 PSF	High Street Realty Company Charity Supply	Class B
10701-10727 Plano Road Dallas, TX	78,657 SF	\$9,150,000 \$116.33 PSF	Ash Property Investments Tillar Partners	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3701 Midpoint Drive Lancaster, TX	1,037,316 SF	MetLife, Inc	DSV Global Transport and Logistics	Transportation and Warehousing
11333 County Road, 212 Forney, TX	904,495 SF	Stillwater Capital Investments	Hays Co	Transportation and Warehousing
2900 West Drive Lancaster, TX	603,328 SF	AEW Capital Management	Blue Triton Waters	Manufacturing



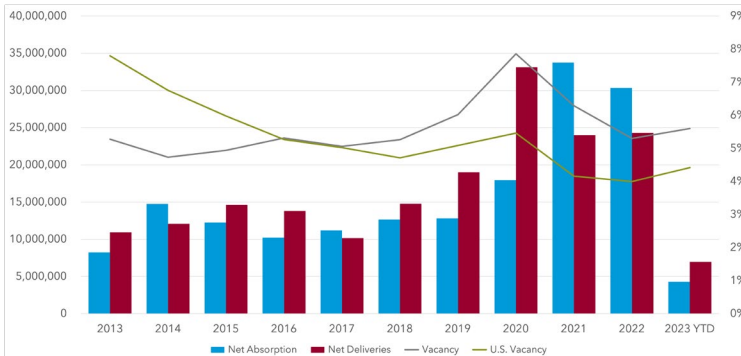
INDUSTRIAL MARKET OVERVIEW

JUSTIN TUNNELL, *Principal*

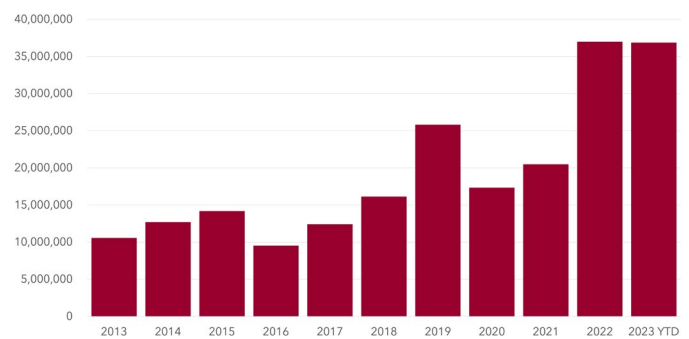
The Houston region continues to experience healthy consumer spending coupled with strong population growth which all contributes to the high demand for distribution space and the recent increase for manufacturing facilities. 3PLogistics, retailers and food/beverage services are the driving force behind Houston's distribution growth. The citywide industrial market delivered over 6.9 million SF of new inventory, inked 5.7 million SF of new leases, and absorption landed at 4.3 million SF during Q1 2023. The Southeast (Port of Houston) submarket tops construction activity at 7.2 million SF, followed by Northwest submarket at 5.6 million SF, and the North (Airport) submarket with 5.0 million SF. Demand for distribution space remains strong, tracking almost 30 million SF of requirements circling the market.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	29,468,670	30,341,851	33,143,599	43,041,909	37,547,459
▲ Vacancy Rate	5.6%	5.3%	5.5%	5.3%	6.1%
▲ Avg NNN Asking Rate PSF	\$8.58	\$8.45	\$8.38	\$8.32	\$8.19
▼ SF Under Construction	36,869,455	36,992,938	33,638,664	29,392,961	24,523,773
▲ Inventory SF	773,172,903	766,189,918	760,674,229	750,567,721	745,667,458

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5803 Old Highway 146 Seabrook, TX	454,600 SF	\$49,500,000 \$108.79 PSF	ARES Corporation Transwestern	Class A
10625 Telge Road Houston, TX	160,054 SF	Undisclosed	SEG Land Holdings Inc. Norman Shoenfeld	Class C
4414 Hollister Houston, TX	234,215 SF	\$24,600,000 \$105.03 PSF	Lonestar Electric Supply Frontera Capital Partners	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
Highway 90 & Purple Sage Rd, Bldg 2 Houston, TX	373,150 SF	Granite	WEIDA Freight System	Logistics
112 Empire Boulevard, Bldg 4 Houston, TX	333,330 SF	Stream	HEB	Retailer
McCarthy & Plummer Street Houston, TX	332,064 SF	Northpoint	Richardson	Logistics



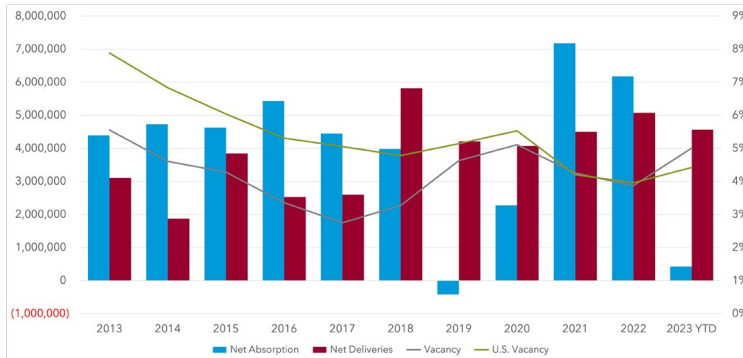
INDUSTRIAL MARKET OVERVIEW

CHRIS PETERSON, SIOR, CCIM, *Principal*

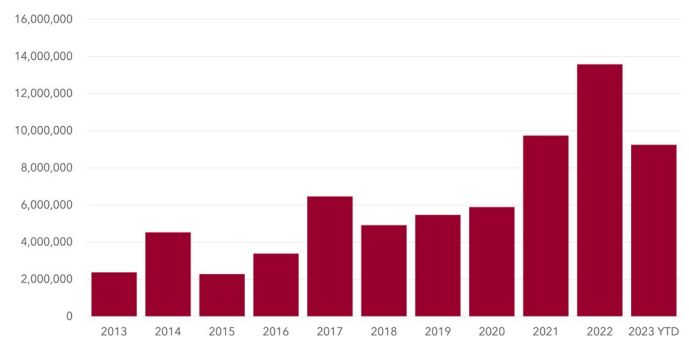
Economic uncertainty and continued inflationary pressures are prolonging skepticism in the market. Many investment sales have been sidelined, while buyers attempt to discern where the cost of funds will settle out long-term. Absorption dipped slightly, largely due to new supply coming online. While market rent growth has slowed it remains historically strong. The strongest rent growth has been in the secondary markets, where tenants exchange some transportation costs for lower base rent and new class A inventory. Year to date construction deliveries of 5M SF are already approaching prior years totals. Another 4M SF is due to come online this year. Developers remain bullish as preleasing carries on and low vacancy remains across the region.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	4,969,808	6,173,844	6,957,928	9,391,418	7,960,989
▲ Vacancy Rate	4.87%	3.87%	4.06%	3.93%	3.88%
▲ Avg NNN Asking Rate PSF	\$14.16	\$13.77	\$13.47	\$13.29	\$12.95
▼ SF Under Construction	9,246,465	13,575,295	12,292,811	10,501,184	9,738,005
▲ Inventory SF	349,057,099	344,493,605	343,773,143	342,307,773	340,290,933

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
10120 269th Place NW Stanwood, WA	198,487 SF	\$19,435,000 \$97.92 PSF	No Meat Factory Twin City Foods, Inc.	Class B
18425 50th Avenue E Tacoma, WA	132,745 SF	\$19,900,000 \$149.91 PSF	SeaTac Packaging Astec Industries, Inc.	Class B
1500 124th Avenue NE Bellevue, WA	77,938 SF	\$25,125,000 \$322.37 PSF	Alco Investment Company Ann Jacobsen	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8220 S 212th Street Kent, WA	390,150 SF	Dermody Properties, Inc.	Boeing	Aerospace
16015 51st Avenue NE Marysville, WA	245,619 SF	NorthPoint	Tesla	Manufacturing
3025 International Place Dupont, WA	225,000 SF	Angelo Ianello	Sany	Manufacturing



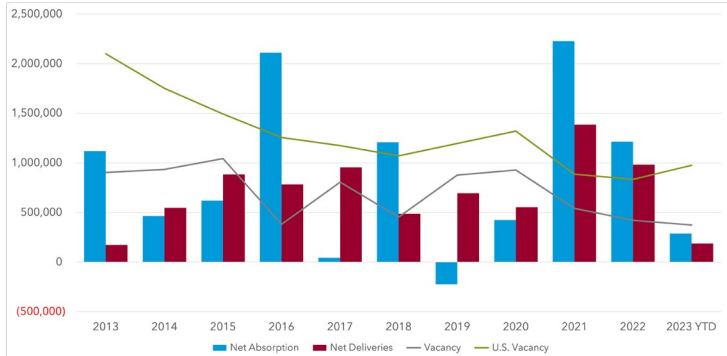
INDUSTRIAL MARKET OVERVIEW

CAMP PERRET, *Vice President*

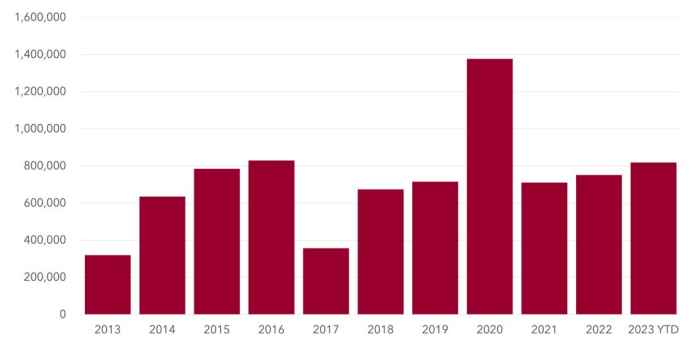
Demand in the Madison Industrial Market remains strong. Vacancy rates continue to decline; now at 2.6% which is lower than the national average of 4.4%. This in turn is pushing rental rates up to record levels giving landlords considerable pricing power. Demand continues to be greater than supply, making for a competitive environment. Construction starts were up for Q1, driven by the persistent need for warehouse and distribution facilities. Sales activity dipped slightly in Q1 due to limited sales stock. A positive forecast for the Madison Industrial Market is expected into the foreseeable future.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	1,362,807	1,213,579	1,177,604	1,395,341	1,924,826
▲ Vacancy Rate	2.5%	2.8%	3.4%	3.0%	2.9%
▲ Avg NNN Asking Rate PSF	\$7.33	\$7.21	\$7.12	\$7.01	\$6.87
▲ SF Under Construction	818,348	750,836	938,661	1,095,798	802,423
▲ Inventory SF	73,839,234	73,652,246	73,302,421	72,894,161	72,753,361

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5487 Blue Bill Park Drive Madison, WI	270,000 SF	\$14,231,250 \$52.71 PSF	Research Products Corp Ruedebusch Development LLC	Class C
350 Braun Road Oregon, WI	106,889 SF	\$4,197,600 \$39.27 PSF	GIC Real Estate STORE Capital Corporation	Class B
225 Bruce Street Verona, WI	14,423 SF	\$1,000,000 \$69.33 PSF	BruLin Group LLC Verona Commercial Investments	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2950 Innovation Way Sun Prairie, WI	82,000 SF	Interstate Partners	Undisclosed	Undisclosed
4349 Duraform Lane Windsor, WI	51,000 SF	Welton Enterprises, Inc.	Undisclosed	Undisclosed
2041 S. Stoughton Road Madison, WI	46,875 SF	Oakleaf Properties, Inc.	The Works Madison LLC	Manufacturing

OFFICE OVERVIEW: DESPITE JOB GAINS OFFICE FOOTPRINTS CONTINUE TO SHRINK

Tenant demand for North American office space over the last two quarters has gone from bad to worse for landlords, affirming that the lingering and painful impact of post-pandemic workplace arrangements has yet to play out.

Net absorption for U.S. office space in Q1 was negative 28,749,399 SF. It was the third largest quarterly contraction since the Covid lockdown three years ago. It also comes on the heels of 16.6 million SF of negative absorption in the last quarter of 2022. The combined 35.3 million SF of negative absorption of the last six months represents 27% of the 131 million SF that have been put back on the market since Covid. Canadian markets reported negative 1.7 million SF of net absorption in the first quarter. Mobility data shows activity in workplaces in downtown Toronto and Vancouver remains down as much as half since the pandemic hit in 2020.

The U.S. vacancy rate increased to 13% from 12.5% at the end of 2022. In Canada, the vacancy rate was up 40 basis points from the close of last year. Comparisons with the effects of the so-called Great Recession are useful in calculating the character and magnitude of the current office downturn. In both cases there were declines of about 2.5 million office-using workers, but the office recoveries were significantly different. It took nearly six years to recover the jobs lost in the 2008-09 recession.

Despite the shock of the pandemic, all the positions lost were recovered in less than 20 months. Through January of 2023, office employment was nearly 6% more than in January 2020, when the Covid threat was first reported. In view of the strong job growth, historical patterns dictate that office demand would have rebounded by now. But demand for increased space has decoupled from employment gains.

Corporate users have been reducing their office footprints, adding to available sublease inventory. Although several large companies are requiring more employees to report in person, in a Labor Department survey last year 67.4% of companies in the information sector said their staff worked remotely some or all the time. The same was reported by 49% of companies in the professional and business sector, which includes law and accounting firms.

The volume of second-hand space available has more than doubled since 2019. The impact is acute in markets like San Francisco, which has more than 11 million SF available for sublease, or 5.8% of its inventory. New York has nearly 30 million SF of sublease space available, representing 3% of the total inventory. Adding to the stress on the overall fundamentals is the 70 million SF of space under construction, most of which is slated for completion in the first half this year. However, new starts have slowed dramatically. The 10 million SF of new starts in Q4 2022 is the lowest in 10 years. Transaction volume also has slowed considerably. Investment capital is abundant but buyers are moving to the sidelines until repricing is complete. Sales at the close of 2022 were the lowest of any fourth quarter since 2009. Last year's \$81.8 billion in sales was second to 2020 for the least volume in 10 years.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / SF ANNUAL		HIGHEST MARKET SALE PRICE / SF	
GA, Savannah	2.0%	CA, San Francisco	\$60.24	CA, San Francisco	\$763
FL, Fort Myers	4.4%	NY, New York*	\$56.64	NY, New York*	\$662
CA, Stockton	4.6%	FL, Miami	\$47.28	WA, Seattle	\$506
BC, Vancouver	5.5%	MA, Boston	\$42.60	BC, Vancouver	\$491 CAD
FL, Naples	5.5%	CA, Los Angeles	\$42.24	MA, Boston	\$478
U.S. Index	13.0%	U.S. Index	\$35.28	U.S. Index	\$334
Canada Index	9.1%	Canada Index	\$26.64 CAD	Canada Index	\$280 CAD

MOST SF UNDER CONSTRUCTION SF		LARGEST INVENTORY BY SF		LOWEST MARKET CAP RATE	
MA, Boston	18,835,883	NY, New York*	974,301,852	BC, Vancouver	3.9%
NY, New York*	14,809,530	DC, Washington	523,012,127	CA, San Francisco	4.8%
WA, Seattle	12,820,657	IL, Chicago	507,938,350	NY, New York*	5.5%
ON, Toronto	11,029,490	CA, Los Angeles	436,497,481	ON, Toronto	5.6%
TX, Dallas-Fort Worth	7,823,688	TX, Dallas-Fort Worth	418,699,132	CA, Los Angeles	5.6%
U.S. Index	134,335,694	U.S. Index	8,359,421,271	U.S. Index	7.0%
Canada Index	18,705,911	Canada Index	686,448,014	Canada Index	6.4%

* 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
AB, Calgary **	17.2%	\$1.64	\$155	394,740	98,464,363	9.8%
AZ, Phoenix	15.2%	\$2.42	\$239	1,309,938	194,570,425	7.1%
BC, Vancouver **	5.5%	\$2.77	\$491	5,787,372	98,652,544	3.9%
CA, Bakersfield	12.5%	\$1.95	\$175	50,000	15,969,178	8.4%
CA, East Bay	12.6%	\$3.27	\$350	128,970	115,268,380	5.9%
CA, Fresno	8.6%	\$1.76	\$198	114,266	28,585,111	8.1%
CA, Inland Empire	5.7%	\$2.05	\$218	240,459	77,351,013	7.2%
CA, Los Angeles	15.0%	\$3.52	\$450	3,750,694	436,497,481	5.6%
CA, Orange County	13.4%	\$2.60	\$325	285,361	158,552,912	6.2%
CA, San Diego	11.0%	\$3.16	\$368	4,052,556	119,227,185	6.3%
CA, San Francisco	17.6%	\$5.02	\$763	3,505,039	189,805,970	4.8%
CA, San Luis Obispo	3.3%	\$2.34	\$272	36,039	6,553,146	7.3%
CA, Santa Barbara	7.1%	\$2.70	\$386	165,641	12,825,725	6.1%
CA, Stockton	4.6%	\$1.81	\$187	0	12,938,469	7.7%
CA, Ventura	11.6%	\$2.34	\$255	0	22,003,439	7.4%
CO, Denver	15.4%	\$2.43	\$257	2,799,852	183,862,200	7.1%
DC, Washington	15.7%	\$3.23	\$361	7,026,040	523,012,127	7.3%
FL, Fort Myers	4.4%	\$1.90	\$185	136,070	21,447,413	7.4%
FL, Miami	9.2%	\$3.94	\$391	4,727,005	113,838,341	5.9%
FL, Naples	5.5%	\$2.62	\$265	129,060	10,102,764	7.1%
FL, Orlando	8.7%	\$2.28	\$206	1,264,781	103,459,248	7.6%
GA, Atlanta	14.1%	\$2.33	\$230	3,481,599	334,209,081	7.2%
GA, Savannah	2.0%	\$1.99	\$191	22,938	12,391,814	8.5%
ID, Boise	6.3%	\$1.83	\$173	478,136	34,032,106	8.4%
IL, Chicago	15.8%	\$2.47	\$220	3,381,630	507,938,350	7.6%
IN, Indianapolis	9.2%	\$1.79	\$136	734,633	110,174,657	8.6%
KS, Lawrence	10.7%	\$1.87	\$142	0	3,284,779	9.2%
KS, Topeka	5.8%	\$1.49	\$128	0	12,043,690	8.9%
LA, Baton Rouge	6.8%	\$1.64	\$118	50,967	27,607,198	10.1%
MA, Boston	10.6%	\$3.55	\$478	18,835,883	371,242,721	6.0%
MD, Baltimore	11.6%	\$2.03	\$178	1,378,317	152,708,970	8.1%
United States Index	13.0%	\$2.94	\$334	134,335,694	8,359,421,271	7.0%
Canada Index	9.1%	\$2.22**	\$280**	18,705,911	686,448,014	6.4%

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
MI, Detroit	12.2%	\$1.78	\$127	1,436,325	200,362,357	9.2%
MN, Minneapolis	10.9%	\$2.20	\$171	724,277	202,129,621	7.8%
MO, Kansas City*	11.2%	\$1.79	\$144	1,374,500	127,691,046	8.2%
MO, Saint Louis	10.4%	\$1.78	\$134	1,773,747	145,508,827	8.6%
NC, Durham	10.6%	\$2.29	\$247	382,640	36,377,019	7.2%
NC, Raleigh	10.0%	\$2.41	\$239	2,461,235	77,533,834	7.2%
NE, Lincoln	6.8%	\$1.60	\$137	159,512	18,241,739	8.7%
NE, Omaha	6.9%	\$1.99	\$150	561,935	47,955,128	9.0%
NJ, Atlantic City	7.2%	\$1.91	\$154	5,000	7,514,715	8.9%
NJ, Northern New Jersey *	14.3%	\$2.29	\$205	514,312	155,877,624	8.1%
NJ, Trenton	8.8%	\$2.42	\$180	0	32,062,483	8.4%
NJ, Vineland	4.6%	\$1.63	\$125	0	2,825,980	8.9%
NV, Reno	10.0%	\$2.06	\$214	207,137	17,483,781	7.7%
NY, Long Island	9.0%	\$2.59	\$205	139,037	99,209,546	7.9%
NY, New York *	12.8%	\$4.72	\$662	14,809,530	974,301,852	5.5%
OH, Cincinnati	10.7%	\$1.71	\$108	193,896	104,448,725	9.6%
OH, Cleveland	8.9%	\$1.61	\$112	1,933,478	110,013,662	10.0%
OH, Columbus	10.5%	\$1.80	\$129	1,109,069	117,281,369	8.7%
ON, Toronto **	9.4%	\$2.50	\$314	11,029,490	287,836,606	5.6%
PA, Harrisburg	9.2%	\$1.54	\$128	129,240	36,905,457	9.6%
PA, Lehigh Valley *	8.5%	\$1.77	\$120	22,175	32,029,049	9.7%
PA, Philadelphia *	10.6%	\$2.26	\$191	2,420,031	325,312,871	8.1%
SC, Charleston	7.9%	\$2.56	\$217	602,572	33,140,395	7.8%
SC, Greenville	7.7%	\$1.81	\$159	1,598,725	35,247,622	8.0%
SC, Spartanburg	4.4%	\$1.66	\$130	78,200	7,698,238	9.1%
TN, Nashville	12.1%	\$2.55	\$248	3,548,584	102,462,722	7.0%
TX, Dallas-Fort Worth	18.1%	\$2.48	\$241	7,823,688	418,699,132	7.0%
TX, Houston	19.1%	\$2.42	\$231	5,294,761	349,549,835	7.8%
WA, Seattle	11.4%	\$3.20	\$506	12,820,657	227,684,603	5.7%
WI, Madison	5.9%	\$1.88	\$133	446,800	38,195,729	9.3%
United States Index	13.0%	\$2.94	\$334	134,335,694	8,359,421,271	7.0%
Canada Index	9.1%	\$2.22**	\$280**	18,705,911	686,448,014	6.4%

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** Numbers shown are in Canadian dollars (CAD)



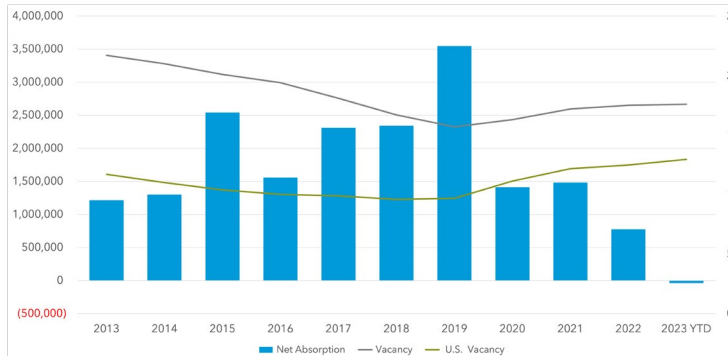
OFFICE MARKET OVERVIEW

CHRIS MCCHESENEY, *Research Director*

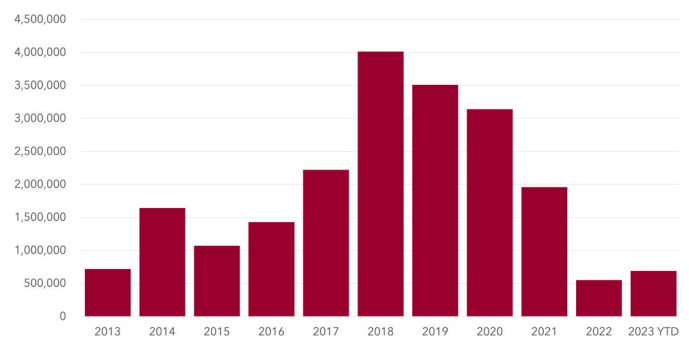
The Phoenix Office Market has yet to find balance as it adapts to the hybrid work model and continues to struggle with companies reevaluating their space needs, downsizing, or closing offices altogether. As more companies come back to the office and incorporate the hybrid work model, they are focusing more on providing a destination as the flight to quality continues. Tenants are targeting smaller amenity rich footprints as their space needs evolve and the market changes. TSMC, Amazon and Intel have all made a significant investment in the valley. Looking to 2023 we see companies continuing to move to Phoenix to take advantage of the extensive labor pool, favorable regulations, and cost of living.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Qtrly Net Absorption SF	(36,517)	123,048	(81,621)	918,413	58,776
▲ Vacancy Rate	17.60%	17.50%	17.60%	17.20%	17.20%
▲ Avg NNN Asking Rate PSF	\$28.35	\$28.06	\$27.06	\$26.28	\$26.15
▲ SF Under Construction	689,000	551,054	732,548	869,702	58,776
▲ Inventory SF	108,795,619	108,349,479	108,199,479	107,982,697	107,431,533

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
500 N. Juniper Drive (2) Chandler, AZ	136,728 SF	\$22,000,000 \$160.90 PSF	Zeitlin Capital Palisades Capital	Class A
14646 N. Kierland Road Scottsdale, AZ	79,537 SF	\$32,000,000 \$402.33 PSF	Related Development Providence RE	Class A
4200 E. Camelback Road Phoenix, AZ	70,000 SF	\$48,500,000 \$692.86 PSF	Virtus RE Capital RED Development	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7720 S. Dobson Road (Sublease) Scottsdale, AZ	123,952 SF	Alter Asset Mgmt.	Equality Health	Healthcare
114 S. McQueen Road (BTS) Gilbert, AZ	119,222 SF	SunCap Property	Northrop Grumman	Aerospace/Defense
2222 E. Yeager Drive (Sublease) Chandler, AZ	48,090 SF	Sentinel RE Corp	Titan Solar	Solar



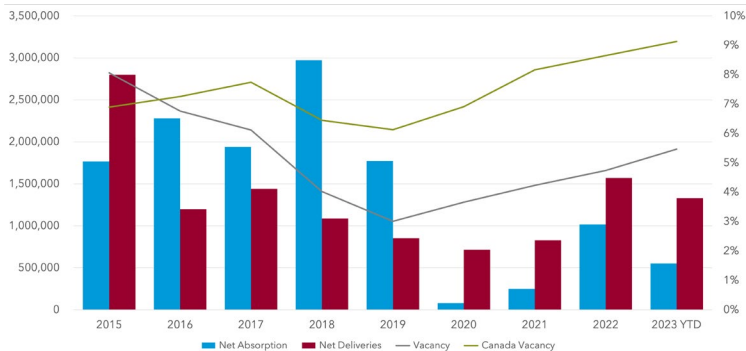
OFFICE MARKET OVERVIEW

MACYN SCHOLZ, *Director of Research*

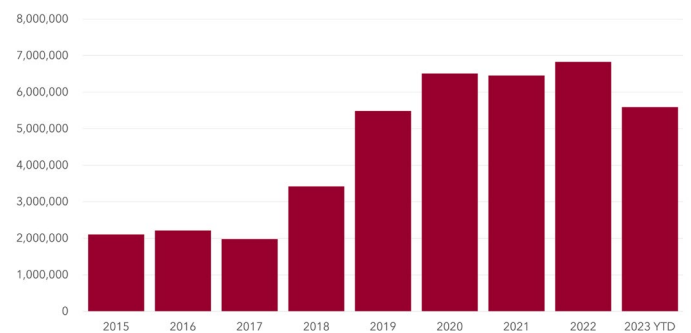
Q1 2023 was marked by even more layoffs in the tech industry, and the most sublease space seen in downtown Vancouver in 30 years. While no official statements have been made by companies in Vancouver like Microsoft and Amazon that they will sublease their expansive floor space in the downtown core, the worry is there. Although more sublease space is expected this year as new projects reach completion, long-term projections for Vancouver are still positive as we have one of the lowest office vacancies in North America, at 5% for Metro Vancouver, and pushing 10% in the downtown core.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	1,350,216	1,016,018	421,868	614,849	714,276
▲ Vacancy Rate	5.25%	4.74%	4.96%	4.63%	4.47%
▼ Avg NNN Asking Rate PSF	\$45.00	\$45.32	\$45.28	\$45.20	\$44.52
▼ SF Under Construction	5,591,917	6,830,011	6,953,683	6,459,905	6,339,995
▲ Inventory SF	98,652,438	97,321,794	97,034,093	96,903,895	96,450,135

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
93 Sixth Street New Westminster, BC	11,127 SF	\$4,200,000* \$377.00 PSF	1391383 BC Ltd. A.J.E. Management, Inc.	Class B
156 West 3rd Street North Vancouver, BC	4,636 SF	\$3,800,000* \$820.00 PSF	Lolo Group Holdings Ltd. Glove Management, Inc.	Class C
1443 East Pender Street Vancouver, BC	4,200 SF	\$3,900,000* \$929.00 PSF	1392407 BC Ltd. Stringham Holdings, Inc.	Class C

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2920 Virtual Way Vancouver, BC	69,611 SF	QuadReal	Undisclosed	Undisclosed
745 Thurlow Street Vancouver, BC	31,800 SF	QuadReal	Weta Digital	Visual FX
2930 Virtual Way Vancouver, BC	28,304 SF	QuadReal	AMD	Technology



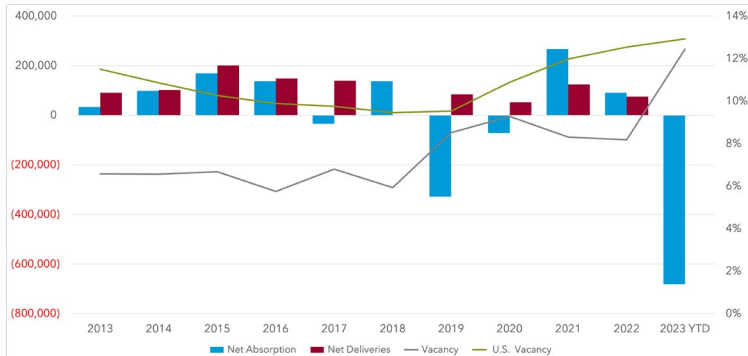
OFFICE MARKET OVERVIEW

CHAD BROCK, *Managing Principal*

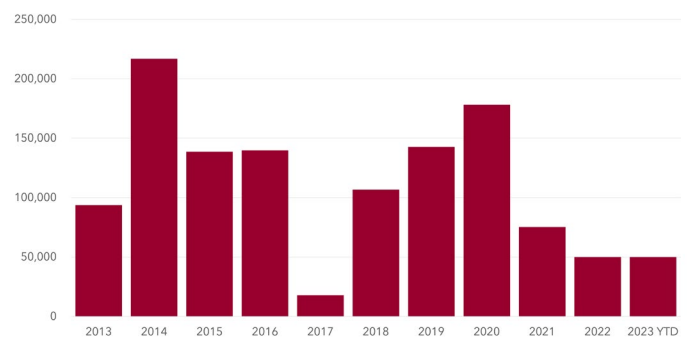
Office rents in the Bakersfield market were rising at a 2.7% annual rate during the second quarter of 2023, and have posted an average annual gain of 3.6% over the past three years. In addition to 220,000 SF that has delivered over the past three years (a cumulative inventory expansion of 1.4%), there is 50,000 SF currently underway. Vacancies were substantially above the 10-year average as of Q1 2023, and trended upward over the past four quarters. Employment in the metro was recently increasing at solid clip of 3.2% year-over-year, or a gain of about 8,900 jobs.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(681,241)	(108,993)	(16,413)	44,170	172,288
▼ Vacancy Rate	14.06%	5.99%	6.34%	6.55%	5.95%
▲ Avg NNN Asking Rate PSF	\$1.97	\$1.96	\$1.96	\$1.94	\$1.92
◀ ▶ SF Under Construction	50,000	50,000	-	-	15,277
◀ ▶ Inventory SF	15,966,788	15,966,788	15,966,788	15,966,788	15,951,511

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9450-9500 Stockdale Hwy Bakersfield, CA	60,423 SF	\$20,707,000 \$342.70 PSF	Kagr2 Binghamton LLC Binhamton Medical Props, LLC	Class B
1300 18th Street Bakersfield, CA	105,513 SF	\$20,000,000 \$189.55 PSF	County of Kern Assessor Lee Development Group LLC	Class A
900 Old River Road Bakersfield, CA	572,414 SF	\$14,000,000 \$24.46 PSF	Lee Development Group LLC California Resources Corp	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1430 Truxtun Avenue Bakersfield, CA	6,164 SF	David Shoshan	Undisclosed	Undisclosed
5500 Ming Avenue Bakersfield, CA	8,802 SF	Abbey Company	Undisclosed	Undisclosed
8337 Brimhall Road Bakersfield, CA	9,285 SF	Undisclosed	Undisclosed	Undisclosed



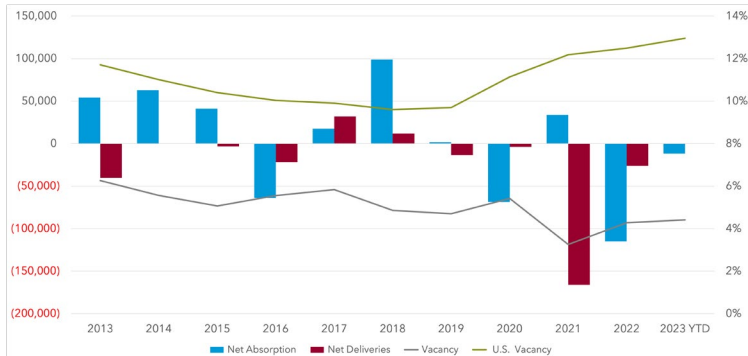
OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

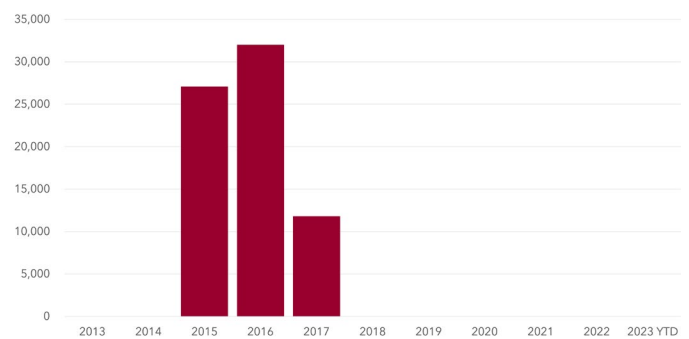
As the nation experienced increases in office vacancy in this first quarter of 2023 due to remote working and businesses giving back unneeded office space, the Mid-Cities showed only a slight decline. Asking rates and vacancy rates are still the lowest in the LA metro but have seen a slight uptick in vacancy and rates as well. This submarket is proving that suburban Class B and C is outperforming the metro Class A properties, who are dealing with a "flight for quality" in this competitive tenant's market. Sales volume declined due to rising interest rates, but asset value is holding firm with an increase in PSF at \$305.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	(11,628)	(36,560)	(53,615)	4,361	(29,130)
▲ Vacancy Rate	4.3%	4.1%	3.7%	3.0%	3.2%
▲ Avg FSG Asking Rate PSF	\$26.27	\$26.05	\$26.37	\$26.14	\$25.71
◀ ▶ SF Under Construction	-	-	-	-	-
▼ Inventory SF	8,786,322	8,796,322	8,796,322	8,796,322	8,812,322

NET ABSORPTION, NET DELIVERIES, & VACANCY

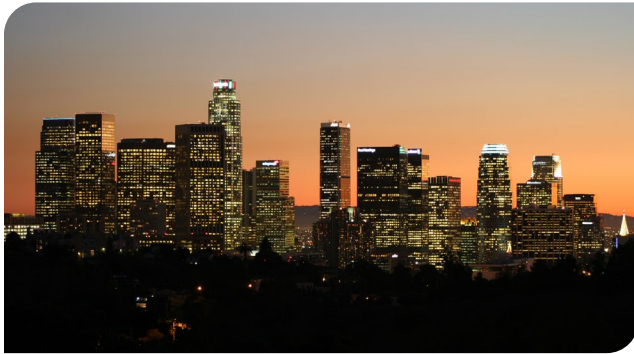


UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9500 Artesia Boulevard Bellflower, CA	10,450 SF	\$3,947,000 \$377.70 PSF	John Nielsen Sattar Mir	Class C
5436 Jillson Street Commerce, CA	3,081 SF	\$655,095 \$212.62 PSF	Eyal Cohen Wilfred Reinsch Trust	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3680 E Imperial Highway Lynwood, CA	8,383 SF	Jade Enterprises	Undisclosed	Undisclosed
12440 Firestone Boulevard Norwalk, CA	4,375 SF	Sunny Hills Mgmt Company	Undisclosed	Undisclosed
2621 Zoe Avenue Huntington Park, CA	4,000 SF	Abraham E. Soroudi	Surgery Center	Medical



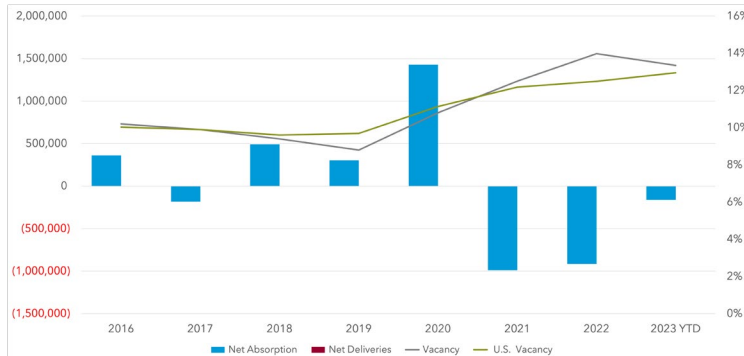
OFFICE MARKET OVERVIEW

MIKE TINGUS, *President*

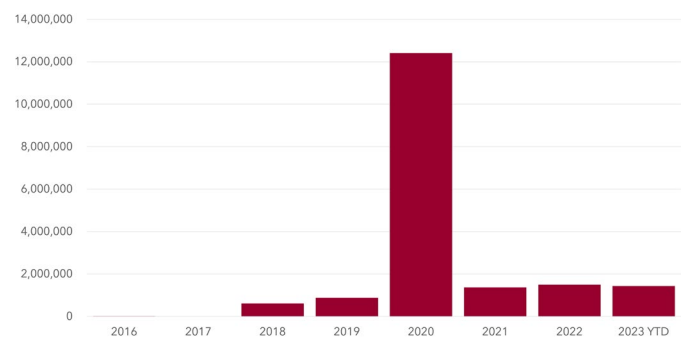
Despite high direct-ask lease rates, vacancy levels are reporting a staggering 15.4% - a rate not seen since the beginning of the last decade. With hybrid work arrangements becoming more prevalent and the economy in a state of flux, companies are clearly reassessing their operational needs. Asking Lease rates have steadily continued to increase, with a new all-time high at \$3.13 psf. Newly signed leases have been under these asking rates, with Landlords providing concessions in the form of tenant improvements and rental abatements. Tenants are showing a desire to bring employees back to the office; however, they are shrinking their pre-pandemic footprints. And, Sales prices continue to decline.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	(161,189)	(916,235)	(633,740)	(292,732)	(219,656)
▼ Vacancy Rate	13.35%	13.98%	12.49%	12.08%	12.35%
▼ Avg NNN Asking Rate PSF	\$2.90	\$2.99	\$3.03	\$6.58	\$6.38
▼ SF Under Construction	1,431,661	1,495,971	1,322,921	1,446,794	1,397,869
▼ Inventory SF	97,436,608	104,774,621	99,925,965	94,062,704	91,327,142

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
22801 Ventura Boulevard Woodland Hills, CA	47,529 SF	\$8,300,000 \$174.63 PSF	My Properties Group LLC 22801 Ventura, LP	Class B
1506 S Glendale Avenue Glendale, CA	4,551 SF	\$2,850,000 \$626.24 PSF	Andrew Seklir & Harry Jierjian 1506 South Glendale Avenue LLC	Class B
3450 Cahuenga Boulevard Ste 508 Studio City, CA	2,361 SF	\$1,475,000 \$624.74 PSF	Omniverse Holdings LLC Graham Family, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
15000 Ventura Boulevard, Ste 300 Sherman Oaks, CA	13,976 SF	15000 Ventura Blvd LLC	Pacific 2.1 Entertainment Group, Inc.	Media Production Company
7800 Woodley Avenue Van Nuys, CA	11,522 SF	7800 Woodley LLC	Logistix People, Inc.	Freight and Logistics Services
4149 Liberty Canyon Road Agoura Hills, CA	10,012 SF	APB Properties, LLC	Acelyrin, Inc.	Biopharma Company



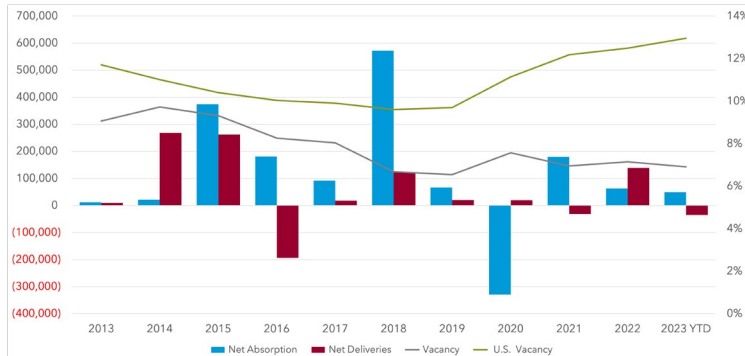
OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

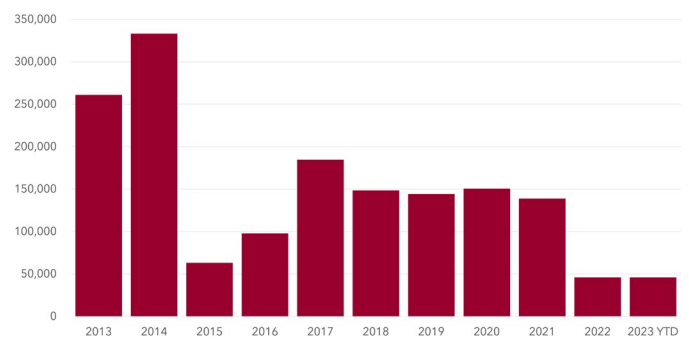
Despite the national increase in office vacancy experienced in this first quarter of 2023 due to employees working from home and businesses giving back unneeded office space, the San Gabriel Valley performed very well. Achieving positive net absorption of 48,770 SF and a slight decrease in vacancy at 6.9%, this submarket is proving that suburban Class B and C is outperforming the metro Class A properties, who are dealing with a “flight for quality” in this competitive tenant’s market. Sales volume declined due to rising interest rates, but the ESGV had two large sales by buyers taking advantage of discounted prices.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	48,770	(194,774)	88,107	172,234	(3,250)
▼ Vacancy Rate	6.9%	7.1%	6.5%	6.5%	7.0%
▲ Avg FSG Asking Rate PSF	\$27.01	\$26.67	\$26.62	\$26.56	\$26.53
▼ SF Under Construction	-	30,290	98,410	10,135	-
▼ Inventory SF	34,007,700	34,042,802	34,012,512	33,914,102	33,903,967

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2934 E Garvey Avenue S West Covina, CA	100,724 SF	\$22,200,000 \$220.40 PSF	Options For Learning Quest Capital Partners, Inc.	Class B
1902 Royalty Drive Pomona, CA	32,387 SF	\$7,150,000 \$220.77 PSF	Undisclosed Eddie H. Sieu Family Trust	Class B
160 E Holt Avenue Pomona, CA	22,500 SF	\$2,375,000 \$105.56 PSF	Edward Yawitz Jan Steiner	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2934 E Garvey Avenue S West Covina, CA	34,116 SF	Options for Learning	Undisclosed	Undisclosed
1000 Lakes Drive S West Covina, CA	13,444 SF	Waterford Property Company	Wells Fargo Bank	Finance and Insurance
150 N Santa Anita Avenue Arcadia, CA	12,308 SF	Positive Investments, Inc	Undisclosed	Undisclosed



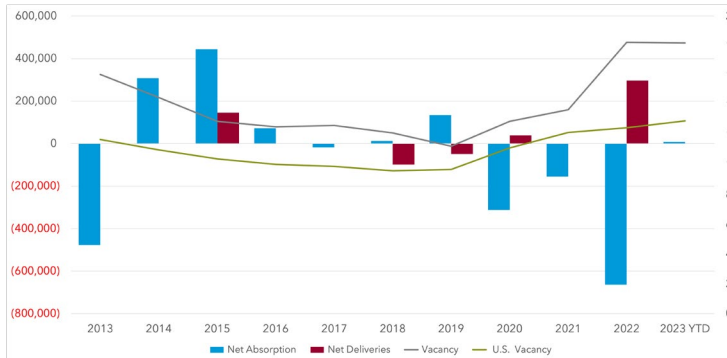
OFFICE MARKET OVERVIEW

COLLEEN CAREY, *Founding Principal*

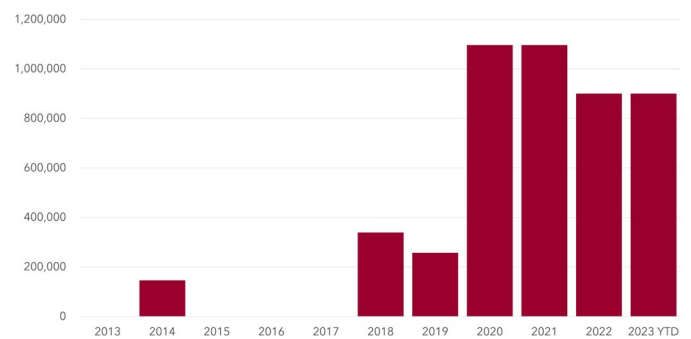
After three straight years of increasing negative absorption, the Tri City Market of Pasadena, Glendale and Burbank turned a corner in the 1st Quarter of 2023 posting a small positive gain in net absorption at 7,726 SF. We'll take it! The average asking rate has basically remained unchanged since 2021 at approximately \$43-\$44/SF while the vacancy rate has moved from 14% to 18.2% since Q1 2022. There were two large lease transactions but no significant sale transactions and almost no new construction so the inventory of SF available is holding steady at around \$20M.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	7,726	(345,661)	(183,024)	(73,940)	(60,721)
◀ ▶ Vacancy Rate	18.2%	18.2%	16.5%	15.6%	14.0%
▼ Avg FSG Asking Rate PSF	\$43.76	\$43.93	\$43.69	\$43.10	\$43.10
◀ ▶ SF Under Construction	900,000	900,000	800,000	800,000	1,096,476
◀ ▶ Inventory SF	20,290,539	20,290,539	20,290,539	20,290,539	19,994,063

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
NONE TO REPORT				

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
611 N Brand Boulevard Glendale, CA	82,000 SF	Omni Group	County of Los Angeles	Government Services
888 E Walnut Street Pasadena, CA	47,408 SF	ACCO Engineered Systems	BYD	Public Electric Vehicle Manufacturing
2901 W Alameda Avenue Burbank, CA	10,747 SF	Pendulum Property Partners	Undisclosed	Undisclosed



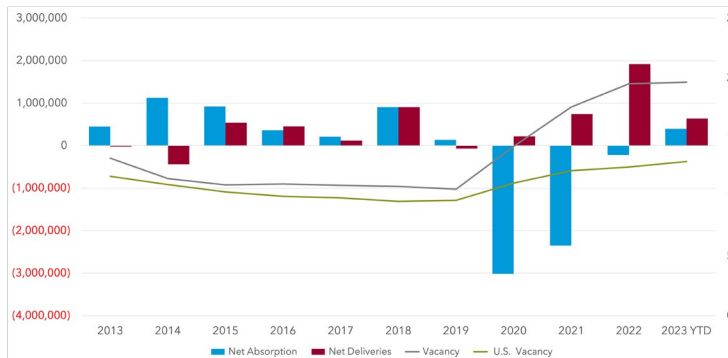
OFFICE MARKET OVERVIEW

ALEKS TRIFUNOVIC, SIOR, *President*

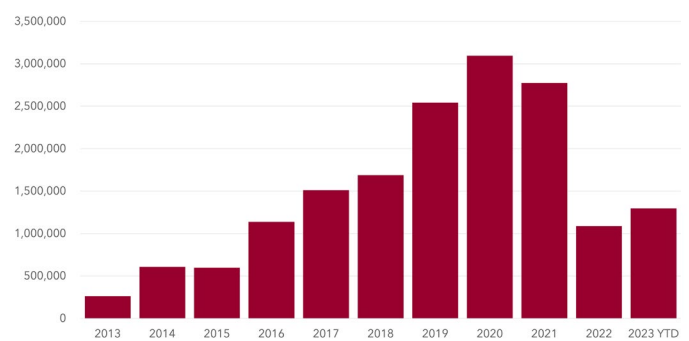
Q1 from an activity standpoint was very slow on the sale front. The increase in interest rates grounded sale activity. Santa Monica's premiere asset The Water Garden has interest, but pricing is coming in at close to half of seller's expectations. Investor buyers are limited by the lack of lending on vacant office space. The owner-user market has shown some life with buyers trying to take advantage of opportunities. The WFH model is changing with medium-sized tenants looking for lease space. Endeavor content signed the largest lease in the Q at 65,000 SF, taking the top two floors at the Lumen project. Other larger tenants are on hold as their employees return to the office.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	(232,280)	(246,317)	(331,509)	243,620	114,616
▲ Vacancy Rate	20.3%	19.5%	18.2%	17.8%	17.7%
▼ Avg NNN Asking Rate PSF	\$4.33	\$4.39	\$4.36	\$4.39	\$4.43
▲ SF Under Construction	1,296,882	1,087,645	2,195,397	2,091,674	2,408,029
▲ Inventory SF	92,702,123	92,068,166	90,901,189	90,871,957	90,490,925

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1663-1669 Euclid Street Santa Monica, CA	8,227 SF	\$15,000,000 \$1,823.26 PSF	Indian Paintbrush Productions LLC 1663 Euclid LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11151 Missouri Avenue Los Angeles, CA	11,240 SF	Harvey Capital Corp.	The Range LA	Undisclosed
1712 Berkeley Street Santa Monica, CA	4,850 SF	1712 Berkeley, LLC	SourceHOV Holdings, Inc. & Source-Corp. Management Inc.	Undisclosed
310 Wilshire Boulevard Santa Monica, CA	4,723 SF	Work XYZ LP	Bjarke Ingles Group California Inc.	Undisclosed



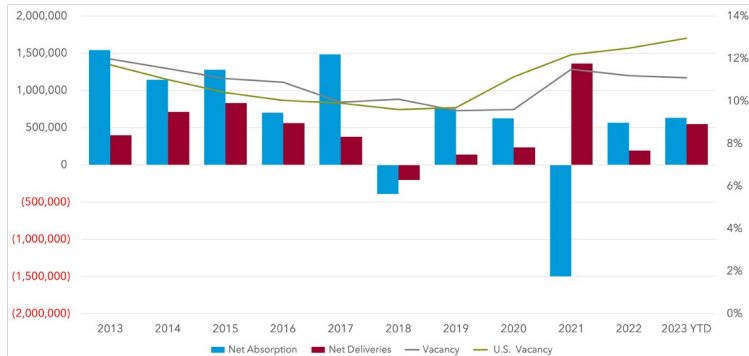
OFFICE MARKET OVERVIEW

JORDAN RIVKIN, *Associate*

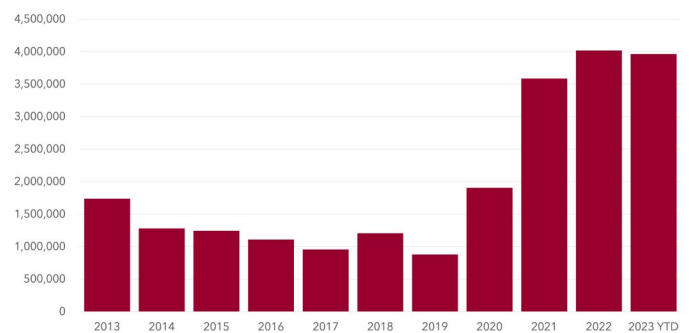
The San Diego office market is beginning to show the predicted trends forecasted in 2022; office landlords are beginning to contemplate selling as their debt continues to mature. The logical question last year was this: who would buy an office building if the assets are set to decrease in value significantly? The answer seems to be non-office real estate companies looking to attempt redevelopments/pivots. One of the top three sales in San Diego was a multifamily based redevelopment purchase. Another one of the top three office sales was purchased by Rexford Industrial. On the leasing end, the market shows some promise for recovery. As we continue moving further out of covid, the “work from home” trend seems to be waxing and waning depending on submarket and industry type.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	336,022 SF	936,253 SF	290,440 SF	491,107 SF	165,126 SF
▲ Vacancy Rate	10.36%	9.12%	10.97%	10.34%	11.13%
◀ ▶ Avg NNN Asking Rate PSF	\$36.60	\$36.60	\$36.36	\$36.00	\$35.52
▲ SF Under Construction	397,482 SF	153,482 SF	330,392 SF	246,910 SF	176,910 SF
◀ ▶ Inventory SF	119,000,000 SF	119,000,000	119,000,000	119,000,000	119,000,000

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
9333 Balboa Avenue San Diego, CA	125,000 SF	\$62,500,000 \$499.86 PSF	Rexford Cubic	Class A
8760 Cuyamaca Street San Diego, CA	25,219 SF	\$8,200,000 \$325.15 PSF	200 N Palm Dr, LLC John L. Davidson Trust	Class B
1070 S Santa Fe Avenue San Diego, CA	31,840 SF	\$6,680,000 \$209.64 PSF	Ambient Communities RLS Investments	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6350 Sequence Drive San Diego, CA	132,802 SF	Alexandria Real Estate Equities	Dexcom	Tech - Office
13480 Evening Creek Drive N San Diego, CA	63,781 SF	Kilroy Realty	MediaTek USA	Tech - Office
6310 Sequence Drive San Diego, CA	62,415 SF	Alexandria Real Estate Equities	Dexcom	Tech - Office



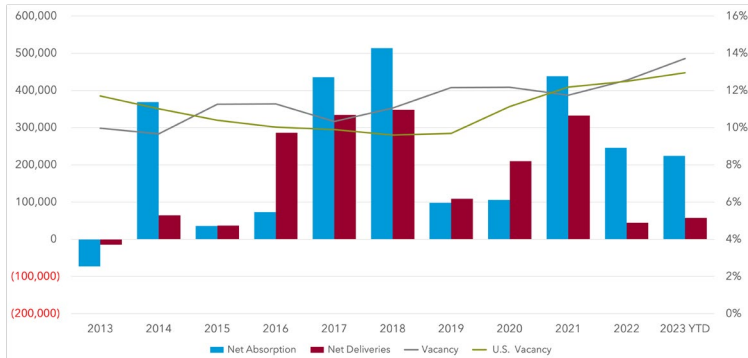
OFFICE MARKET OVERVIEW

SELINA SOUNAKHENE, Associate

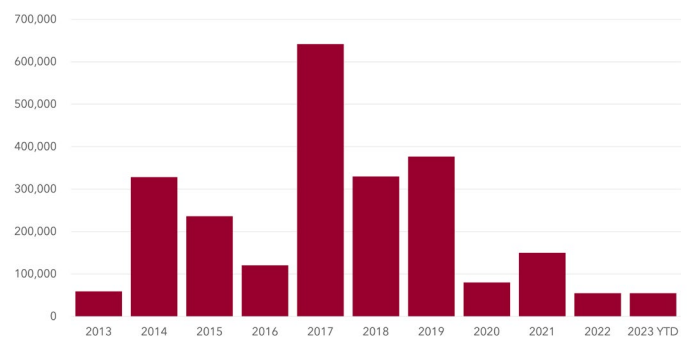
The presence of biotech has helped San Diego maintain resiliency. The office environment has become bifurcated as buildings that have delivered after 2010 have the lowest vacancies while older properties have vacancy rates twice as high. Sublet space continues to rise as tenants relinquish under-utilized office space. Sublet space coming to market has spread across nearly every sector, from biotech and high-tech to lending and healthcare. Buyers have shown more caution in the investment market as interest rates have risen. Pricing is anticipated to soften as cap rates rise to compensate for the high cost of debt. Consequently, investment activity has fallen to a level last seen in early 2020.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(85,281)	(36,887)	79,183	177,995	148,472
▲ Vacancy Rate	10.0%	9.7%	9.1%	9.5%	10.4%
▼ Avg NNN Asking Rate PSF	\$30.36	\$30.96	\$30.36	\$30.24	\$30.24
◀▶ SF Under Construction	54,845	54,845	142,022	142,022	150,022
▼ Inventory SF	19,561,580	19,576,257	19,489,080	19,489,080	19,481,080

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1959 Palomar Oaks Way Carlsbad, CA	47,273 SF	\$10,106,500 \$213.79 PSF	Wimatex, Inc. CCSD LLC	Class A
1925 Palomar Oaks Way Carlsbad, CA	46,065 SF	\$9,074,724 \$197.00 PSF	MC Strauss Company Brookwood Financial Partners LLC	Class A
1921 Palomar Oaks Way Carlsbad, CA	42,804 SF	\$8,469,708 \$197.87 PSF	MC Strauss Company Brookwood Financial Partners LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
440 S Melrose Drive Vista, CA	13,993 SF	Dr. Samuel Lee	Dr. Samuel Lee	Medical
5909 Sea Otter Place Carlsbad, CA	8,622 SF	Tritower Financial Group	Undisclosed	Undisclosed
Highway 101 @ Dahlia Solana Beach, CA	8,577 SF	Zephyr Partners	BOMA	Real Estate



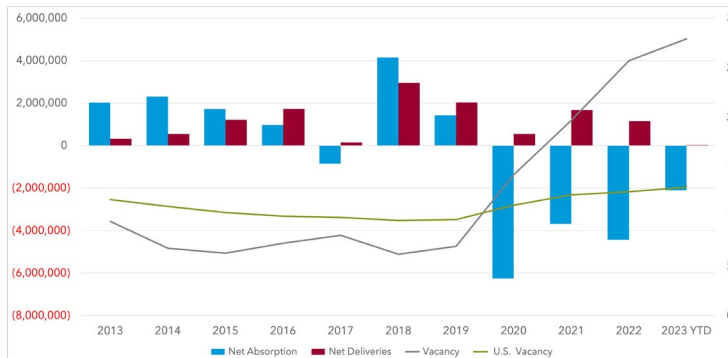
OFFICE MARKET OVERVIEW

JEFF MOELLER, *President*

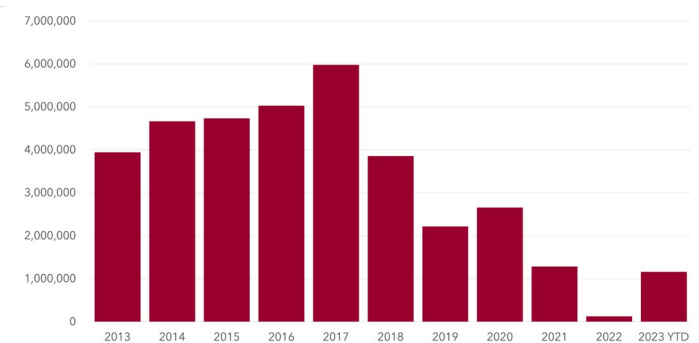
In the first quarter of 2023 we see a continuation of last year's trend. Vacancy hit an all time high in the last 10 years at 27.9%. With high interest rates and the fall of Silicon Valley Bank, San Francisco's office market has been hit harder than other competing markets. Large companies like Pinterest, Salesforce, and Gap have all downsized their office footprint in San Francisco as a means of cutting cost. The by-product of this is an active sublease market. With new in-office ordinances and companies watching costs, we are seeing companies rethink their office space.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(5,533,571)	(4,962,783)	(3,733,217)	(2,693,207)	(2,953,953)
▲ Vacancy Rate	27.88%	25.73%	24.30%	22.28%	21.20%
▼ Avg NNN Asking Rate PSF	\$46.72	\$48.89	\$49.76	\$53.07	\$55.61
▲ SF Under Construction	1,188,032	126,782	486,119	486,119	1,285,019
◀ ▶ Inventory SF	128,799,630	128,799,630	128,440,293	128,440,293	127,643,529

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1 Harrison Street San Francisco, CA	228,367 SF	\$80,000,000 \$350.31 PSF	The Sobrato Organization The Gap, Inc.	Class B
345 4th Street San Francisco, CA	59,337 SF	\$52,800,000 \$889.83 PSF	Taipei Economic & Cultural Office T2 Hospitality	Class A
807 Montgomery Street San Francisco, CA	10,397 SF	\$38,000,000 \$3,654.90 PSF	807 Montgomery St LLC JDS Montgomery LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
180 Montgomery Street San Francisco, CA	49,399 SF	Sidra Real Estate	Bank of the West	Professional Services
303 2nd Street San Francisco, CA	47,872 SF	Kilroy Realty Corp.	Reddit	Technical Services
One Embarcadero Center San Francisco, CA	41,551 SF	Boston Properties	Gibson, Dunn, & Crutcher	Professional Services



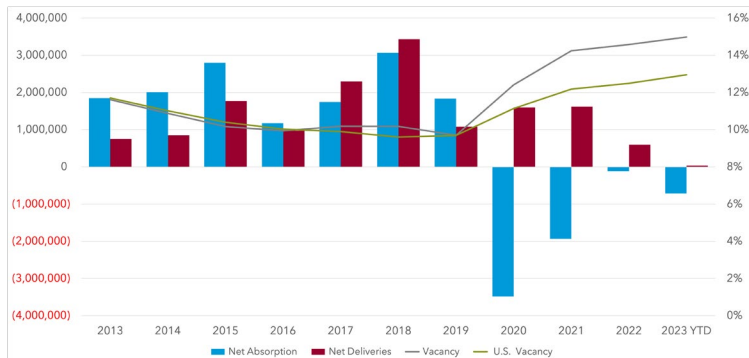
OFFICE MARKET OVERVIEW

JR BITZER, *Principal*

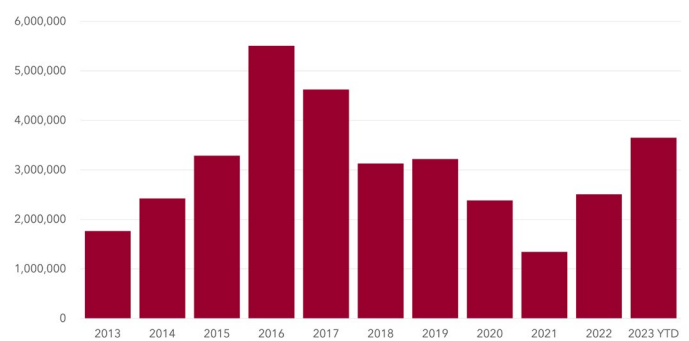
Economic uncertainties and looming recessionary fears continue to hinder the Metro Denver Office Market. While occupancy levels hover around 50%, small tenants make up the bulk of leasing activity. New construction continues to outperform other asset classes, as tenants look to improve their workspace in hopes of luring employees back to the office. Despite the economic headwinds, investment sales have improved over the course of the last quarter. It remains to be seen if the 2nd Quarter can pick up momentum or more of the same.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(1,992,309)	(115,899)	(526,674)	459,349	168,173
▲ Vacancy Rate	15.3%	14.6%	14.6%	14.2%	14.0%
▲ Avg NNN Asking Rate PSF	\$29.09	\$29.03	\$29.01	\$28.99	\$28.93
▲ SF Under Construction	3,649,852	2,509,586	2,281,556	2,397,530	1,418,571
▲ Inventory SF	183,880,068	183,847,474	183,721,677	183,545,724	183,623,651

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
143 Union Boulevard Lakewood, CO	191,564 SF	\$24,900,000 \$129.98 PSF	Legacy Real Estate Investments, LLC Granite Properties, Inc.	Class B
2401 E 2nd Ave & 201 Columbine St Denver, CO	116,919 SF	\$51,461,853 \$440.15 PSF	Atlas Properties Unico Properties	Class B
1801 Wewatta Street Denver, CO	112,651 SF	\$54,000,000 \$479.36 PSF	Beacon Capital Partners Invesco Advisors, Inc.	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6162 S Willow Drive Greenwood Village, CO	51,688 SF	Boyd Watterson Asset Management	Arapahoe County Public Health Department	Public Administration
9555 S Maroon Circle Englewood, CO	43,000 SF	D.H. Friedman Properties, L.L.C	Zynex	Medical
8744 Lucent Boulevard Denver, CO	36,000 SF	MetLife	Blue Origin	Aerospace



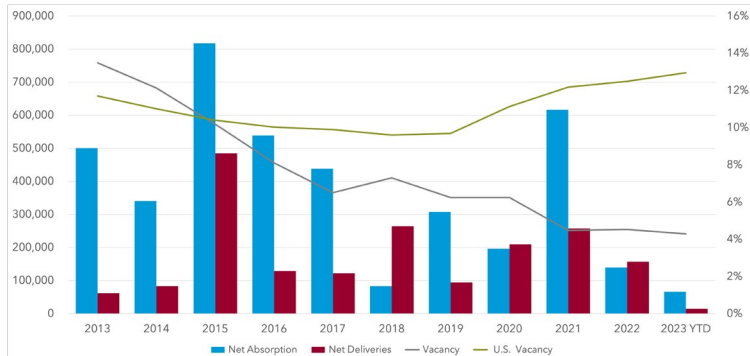
OFFICE MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

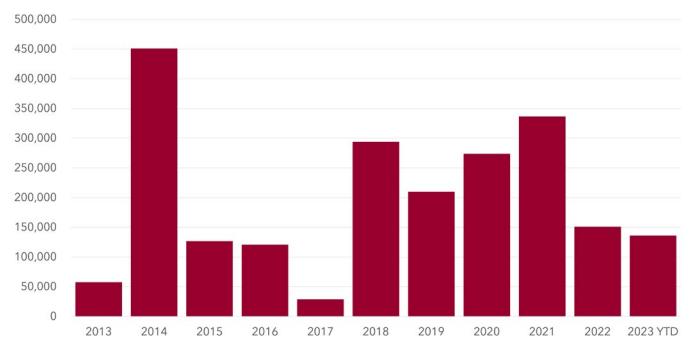
Overall net absorption was positive at the end of first quarter 2023. The vacancy rate remained relatively low. However, demand for office space in Fort Myers has tapered. Year-over-year (YOY) leasing activity declined across all asset classes at the start of 2023. Rent growth stabilized, remaining relatively unchanged at an average of \$17.75 psf NNN. The volume of total available sublease space on the market increased YOY with the biggest jump being in Class A buildings. The construction pipeline and recent deliveries declined. Current under construction square footage is the lowest it has been since fourth quarter of 2017.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	212,721	139,478	307,747	425,003	587,000
▼ Vacancy Rate	4.3%	4.5%	4.9%	5.2%	4.6%
▲ Avg NNN Asking Rate PSF	\$17.75	\$17.59	\$16.66	\$16.08	\$15.67
▼ SF Under Construction	136,070	151,115	169,537	304,807	389,598
▲ Inventory SF	21,419,329	21,404,284	21,385,862	21,373,363	21,263,977

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2180 W. 1st Street Fort Myers, FL	36,028 SF	\$4,750,000 \$131.84 PSF	Edwards Companies 2180 West First Street, LLC	Class B
3620 Colonial Boulevard Fort Myers, FL	9,692 SF	\$1,700,000 \$175.40 PSF	Gulf Coast Commercial Investments LH Trade Corp Inc.	Class B
727 Cape Coral Parkway W Cape Coral, FL	8,312 SF	\$1,500,000 \$180.46 PSF	BLDG Management LLC Barbara Watt & Andrew Barnette	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
12751 Westlinks Drive Fort Myers, FL	16,015 SF	McGarvey Development Company	Vitas Healthcare	Home Health Care Services
5220 Summerlin Commons Blvd Fort Myers, FL	10,940 SF	Evan N. Berlin	The North Law Firm, P.A.	Accident and Injury Law Firm
12381 S. Cleveland Avenue Fort Myers, FL	5,591 SF	Mark Gorovoy M.D.	Lee Memorial Health	Offices of Physicians



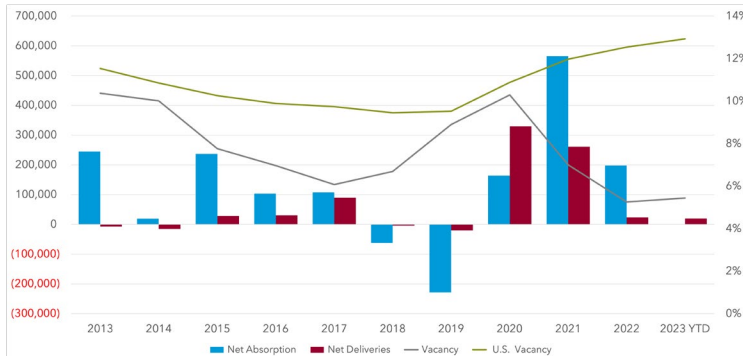
OFFICE MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

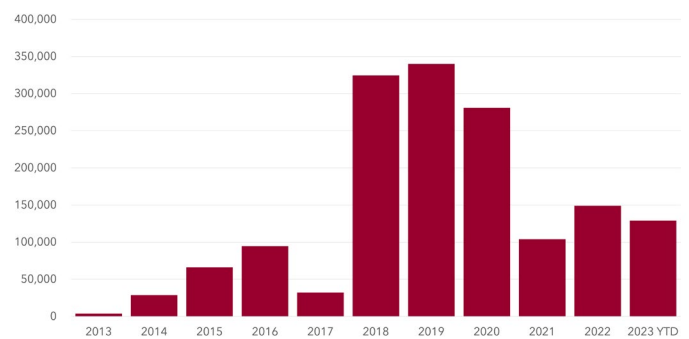
Leasing activity remained steady in Q1 2023, however there was a slight giveback in space as demand for office space weakened. Sales volume declined to the lowest it has been since third quarter of 2020. The construction pipeline and office deliveries have also been affected as the need for new supply has lessened. Available sublease space increased across all asset classes, however the most significant increase was found among Class B buildings. The North Naples submarket of Collier County had the strongest market fundamentals at the beginning of the year and one of the largest leases for the quarter. NAMI Collier County, a non-profit, leased 12,494 sf of office space at Castello Centre.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	166,494	198,003	289,587	416,706	518,586
▲ Vacancy Rate	5.5%	5.3%	6.0%	6.7%	6.9%
▲ Avg NNN Asking Rate PSF	\$25.34	\$24.34	\$23.58	\$23.07	\$22.41
▼ SF Under Construction	129,060	149,060	149,060	139,060	89,581
▲ Inventory SF	10,121,228	10,101,228	10,101,228	10,101,228	10,092,484

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1185 Immokalee Road Naples, FL	30,315 SF	\$10,500,000 \$346.36 PSF	Buffalo Grove Venture, LLC Naples 9, LLC	Class A
2240 Venetian Court Naples, FL	5,699 SF	\$2,325,000 \$407.97 PSF	Young Family Ventures, LLC Richard L. & Geri Armalavage	Class B
9045 Strada Stell Court, Unit 305 Naples, FL	1,972 SF	\$805,000 \$408.22 PSF	Cardinal Property Advisors, Inc. 1880277 Ontario Limited Inc.	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5025 Castello Drive Naples, FL	12,494 SF	TFF Commercial Rental Properties, LLC	NAMI Collier County	Non-profit
801 Laurel Oak Drive Naples, FL	10,027 SF	American National Insurance Company	BMO Harris Bank	Bank



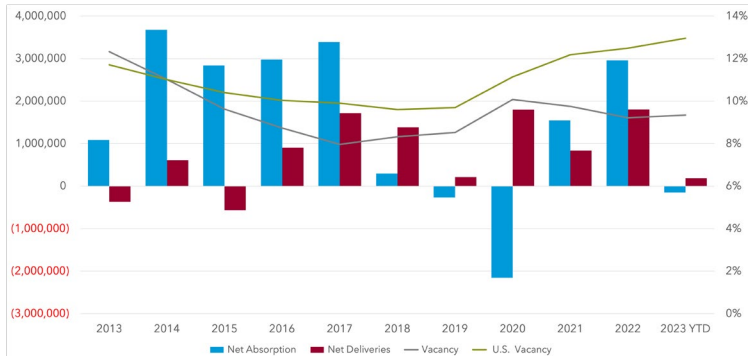
OFFICE MARKET OVERVIEW

ELIAS PORRAS, SIOR, *Principal*

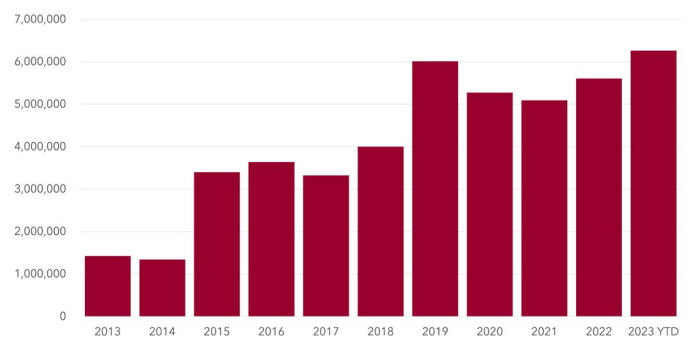
Palm Beach and Miami's Brickell and Downtown continue to provide office market momentum in 2023. In Miami, 801 Brickell's asking rates range from \$90 - \$110 PSF, FS, and Palm Beach 230 Royal Palm Way's asking rates are \$100 NNN PSF + \$29.62 OE. Vacancy rates continue to decline in both counties, and average rents in the entire Tri-County region have continued to rise. Although we are not seeing New York City and California rates, we are inching closer. Miami-Dade averages \$50.04 PSF FS up from \$45.26 PSF FS in Q1 of 2022, Broward averages \$37.33 PSF FS up from \$36.89 PSF FS, and Palm Beach averages \$39.78 PSF FS up from \$38.69 PSF FS.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Net Absorption SF	2,502,501	2,956,752	3,079,561	3,604,850	2,813,615
▼ Vacancy Rate	8.6%	8.7%	8.6%	8.8%	9.0%
▲ Avg NNN Asking Rate PSF	\$36.36	\$36.01	\$35.54	\$34.98	\$33.99
▲ SF Under Construction	6,263,335	5,607,916	5,717,098	5,299,255	5,055,466
▲ Inventory SF	247,798,802	247,611,247	247,056,521	246,229,714	245,887,754

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
11690 NW 105th Street Miami, FL	248,989 SF	\$42,100,000 \$169.08 PSF	Bridge Industrial Ryder Systems, Inc.	Class A
791 Park of Commerce Boulevard Boca Raton, FL	156,898 SF	\$20,000,000 \$127.47 PSF	Oak Lane Partners Commercial Financial Management	Class B
11900 Biscayne Boulevard North Miami, FL	156,446 SF	\$39,000,000 \$249.29 PSF	Ali Ahmed Ami Shashoua	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11690 NW 105th Street Miami, FL	238,000 SF	Bridge, Ryder Truck Rental	Ryder System, Inc	Truck Rental And Leasing
333 SE 2nd Avenue Miami, FL	100,161 SF	MetLife Real Estate	Kaseya US	Scientific & Technical Consulting Services
3910-3980 RCA Boulevard Palm Beach Gardens, FL	77,351 SF	John C. Bills Properties, Inc.	Undisclosed	Undisclosed



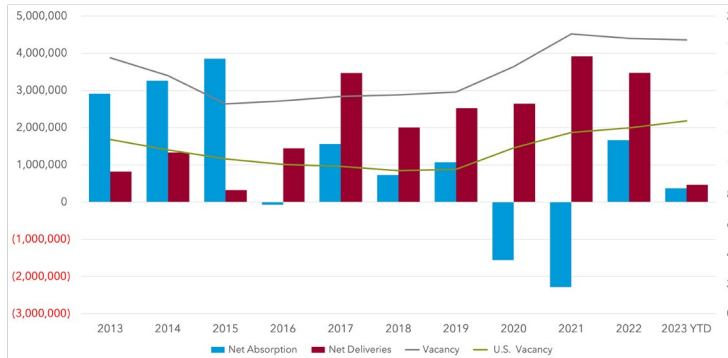
OFFICE MARKET OVERVIEW

DAN WAGNER, *Chief Data Officer*

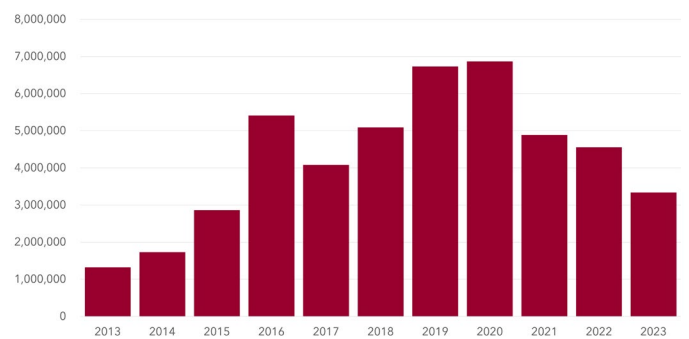
Despite an overall slowing of office fundamentals nationally, Atlanta's office market has posted positive overall activity for four consecutive quarters. Vacancy ended Q1 at 18.4%, a 10-basis point decrease from the previous quarter. Net absorption, while not as robust as quarters past, was in the positive thanks to major tenant move ins from Zaxby's (51,493 SF) and TSA (44,000 SF) in the Central Perimeter and South Atlanta submarkets. Increasing interest rates and macroeconomic concerns placed downward pressure on investment sales activity, as Atlanta's rolling 12-month sales volume fell by more than 14% quarter-over quarter.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	2,322,843	1,666,507	1,509,888	2,267,017	426,775
▼ Vacancy Rate	18.4%	18.5%	19.0%	18.4%	19.0%
▲ Avg NNN Asking Rate PSF	\$30.11	\$29.96	\$30.02	\$29.61	\$29.57
▼ SF Under Construction	3,337,360	4,556,235	3,741,227	5,669,681	4,607,880
▼ Inventory SF	241,740,668	241,820,765	238,305,308	236,231,808	236,233,261

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1957 Lakeside Parkway* Tucker, GA	94,942 SF	\$9,145,624 \$96.33 PSF	Greenleaf Investment Partners Onward Investors	Class B
1075 Big Shanty Road NW Atlanta, GA	70,140 SF	\$8,100,000 \$115.48 PSF	SilverCap Partners, LLC Angelo Gordon & Co LP	Class C
4555 N Shallowford Road Atlanta, GA	22,376 SF	\$7,780,000 \$347.69 PSF	SMP Sylva LLC Paul Leonhardt	Class B

*Part of a Portfolio Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2002 Summit Boulevard Atlanta, GA	51,493 SF	Spear Street Capital	Zaxby's	Restaurants
1500 Centre Parkway Atlanta, GA	44,000 SF	High Knox Properties	TSA	Transportation Services
3625 Cumberland Boulevard Atlanta, GA	43,989 SF	CP Group	Procurement Advisors	Finance & Insurance



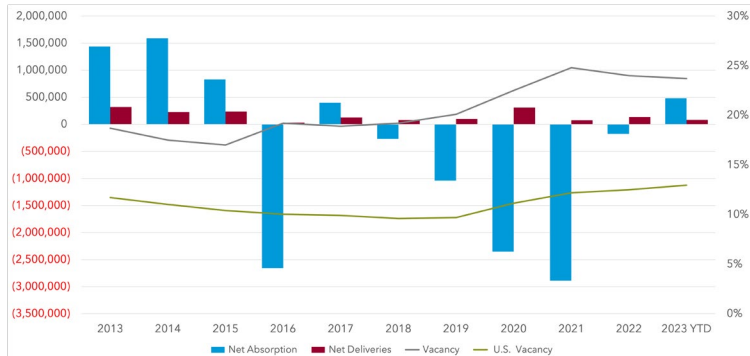
OFFICE MARKET OVERVIEW

DIANA PEREZ, *Director of Research*

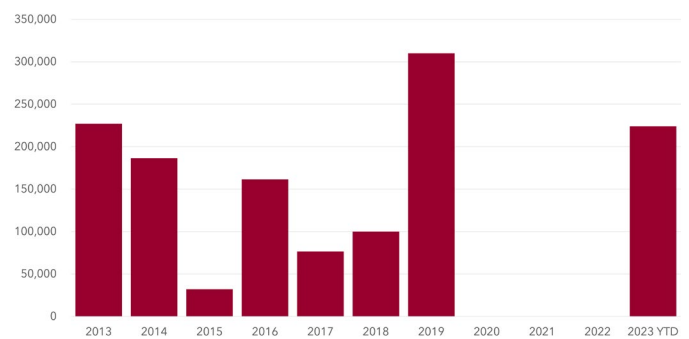
For those actively involved in Chicago's suburban and downtown office markets, the overall health took a small step in correct direction with total suburban vacancy dropping slightly in the suburbs even if only by a fraction of a percent. In the first quarter of 2023, many large corporations needing large blocks of space were able to relocate and take advantage of what are still extremely tenant favored transactions. As construction costs continue to float at all-time highs, tenant expectations of what concession packages should have created a problem. As a result, many landlords have put new lease transactions completely on pause or have requested that tenants fund their own buildout with a net rent reduction given in exchange.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	480,843	(350,902)	257,484	109,009	(18,973)
▼ Vacancy Rate	23.7%	24.0%	23.9%	23.9%	26.0%
▲ Avg NNN Asking Rate PSF	\$24.53	\$24.27	\$24.18	\$23.65	\$24.01
◀ ▶ SF Under Construction	-	-	-	-	-
▲ Inventory SF	128,429,706	127,284,517	126,988,433	127,405,034	126,955,460

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
21440 Lake Cook Road Deer Park, IL	341,092 SF	\$59,000,000 \$172.97 PSF	MBARK Global Arzan Whealth Limited	Class A
333 E. Lake Street Bloomington, IL	70,863 SF	\$3,400,000 \$47.98 PSF	Scottish Rite Cathedral Associates Grace Capital Group	Class B
1200 Roosevelt Road Glen Ellyn, IL	48,253 SF	\$4,175,000 \$86.52 PSF	Urban Commercial Property Group Stahelin Properties	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1 Astellas Way Northbrook, IL	77,863 SF	Astellas Pharma US	CF Industries Holdings, Inc.	Manufacturing
2 Pierce Place Itasca, IL	56,808 SF	Sovereign Partners	AIT Worldwide Logistics	Transportation & Warehousing
7301-7337 N. Lincoln Avenue Lincolnwood, IL	28,086 SF	Imperial Realty Company	Illinois Department of Central Management Services	Services



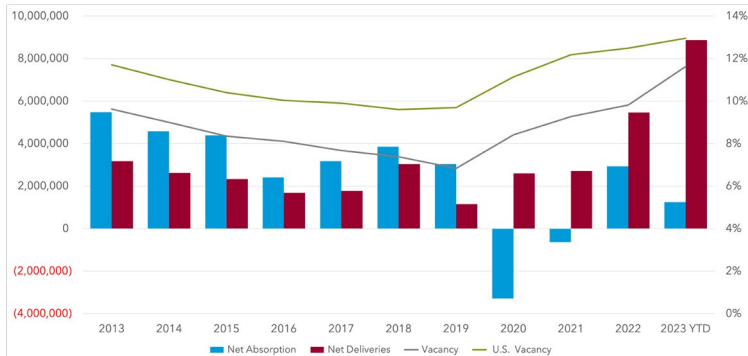
OFFICE MARKET OVERVIEW

ERIC SOLEM, *Managing Principal, President*

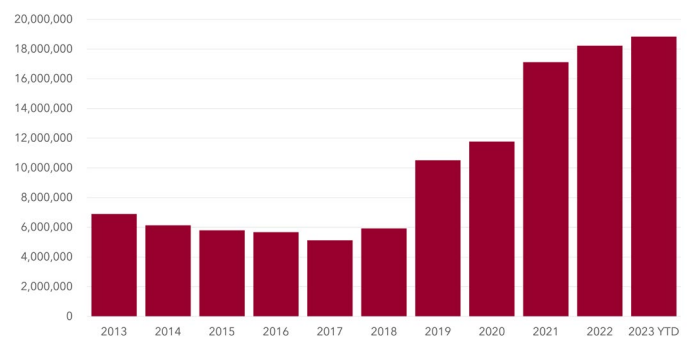
Q1 2023 was a bummer for Boston's office market. COVID and layoffs teamed up to deliver a one-two punch that knocked the vacancy rate up to 10.5%. Nobody was renting and the rental rates were dropping faster than the temperature is rising. The downtown market got the worst of it, with a whopping 12% vacancy rate, while the suburbs weren't far behind with 9.5%. And even the fancy-schmancy Winthrop Center couldn't catch a break, with 70% of their office space still up for grabs. Plus, with interest rates going up, nobody was buying anything. Even mixed-use developments were taking it on the chin. This market is down in the dumps and there's no way to sugarcoat it.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	811,437	2,934,617	4,425,478	4,439,869	3,508,991
▲ Vacancy Rate	10.4%	9.8%	9.5%	9.2%	9.1%
▲ Avg NNN Asking Rate PSF	\$42.54	\$42.49	\$42.46	\$42.59	\$42.52
▲ SF Under Construction	18,835,884	18,227,612	18,733,012	18,169,468	18,396,906
▲ Inventory SF	371,247,273	369,811,037	367,282,437	366,290,162	365,180,708

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
25 Research Drive Westborough, MA	282,028 SF	\$32,000,000 \$113.46 PSF	Samuels & Associates Management Broadstone Real Estate	Class A
11-19 Deerfield Street Boston, MA	70,150 SF	\$56,000,000 \$798.29 PSF	Trustees of Boston University The Related Companies	Class B
700 Congress Street Quincy, MA	39,500 SF	\$6,250,000 \$158.23 PSF	NPV/Direct Invest Shields & Company, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
One Post Office Square Boston, MA	104,000 SF	Morgan Stanley & Co., LLC	Goulston & Storrs PC	Legal Services
64 Pleasant Street, 2nd Flr Watertown, MA	50,000 SF	Berkeley	Via Separations	Thermal Energy Manufacturing
300 Third Avenue, 6th Flr Waltham, MA	36,911 SF	Lincoln Property Company	Biocytogen	Biomed Research



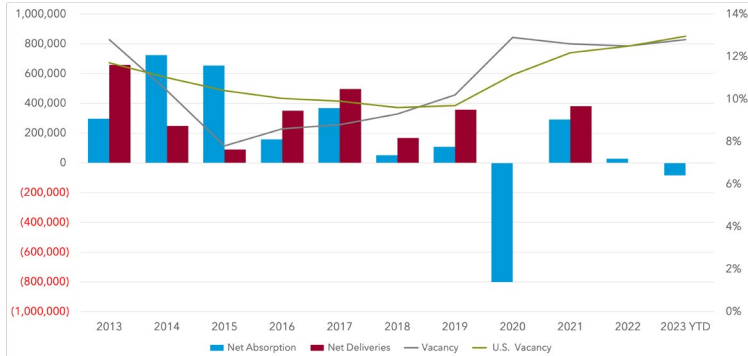
OFFICE MARKET OVERVIEW

BILL HARRISON, *Senior Vice President*

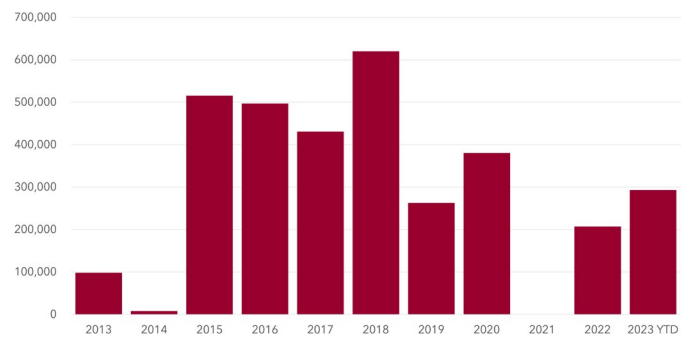
The first quarter of 2023 didn't get off to the best start. Direct net absorption for Q1 was a negative (82,849 SF) with the vacancy rate increasing slightly to 12.8% versus the 12.5% level seen in Q4 2022. There were several notable office leases completed in the quarter, at 10960 Grantchester Way, 7221 Lee Deforest Drive, and 7021 Columbia Gateway Drive. Asking rates increased slightly to \$25.52 from \$25.43 in Q4. Class A product with attractive facilities and locations continues to win the new tenants when pitted against B and C level product.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Net Absorption SF	(79,633)	39,849	112,007	49,897	73,694
▲ Vacancy Rate	12.8%	12.5%	12.7%	13.1%	12.9%
▲ Avg NNN Asking Rate PSF	\$25.52	\$25.43	\$25.25	\$26.47	\$26.43
▲ SF Under Construction	293,200	207,200	120,000	90,000	80,000
◀ ▶ Inventory SF	22,838,250	22,838,250	22,838,250	22,838,250	22,838,250

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
7178-7180 Columbia Gateway Drive Columbia, MD	87,562 SF	\$8,325,000 \$95.08 PSF	7178 Columbia Gateway LLC Universities Space Research Assoc	Class B
14750 Sweitzer Lane Laurel, MD	14,034 SF	\$2,650,000 \$188.83 PSF	Total Environmental Concepts American Inst of Ultrasound in Medicine	Class B
7226 Lee Deforest Drive Unit 102 Columbia, MD	5,997 SF	\$1,425,000 \$237.62 PSF	Neurology Practice EMCEE LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
10960 Grantchester Way Columbia, MD	23,707 SF	Howard Hughes	Enlighten IT	Technology
7221 Lee Deforest Drive Columbia, MD	15,372 SF	Abrams Development	Maxim	Technology
7021 Columbia Gateway Drive Columbia, MD	11,816 SF	Abrams Development	Offit Kurman	Law



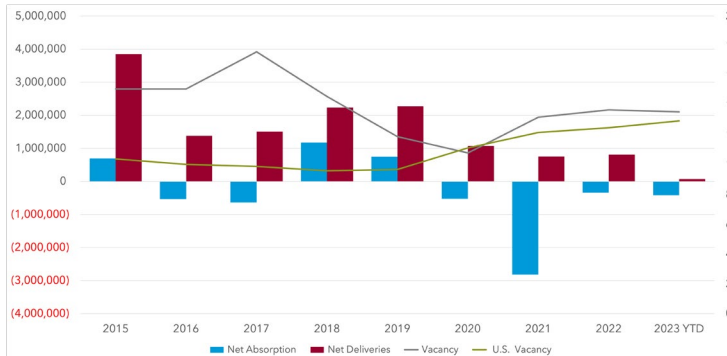
OFFICE MARKET OVERVIEW

LUKE SCHAMMEL, *Associate*

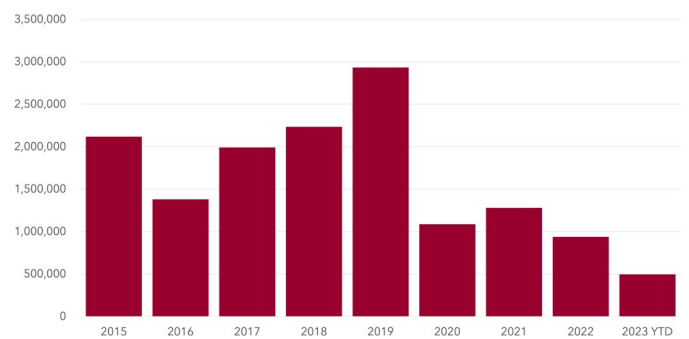
The Twin Cities office market continues to be impacted by remote work with vacancy rates increasing from 13.50% to 13.56% in Q1 2023. This trend is expected to continue as companies adopt hybrid work models. Additionally, investment sales are slowing due to interest rate volatility and economic uncertainty. As a result, landlords are offering more favorable lease terms and concessions to attract and retain tenants. It is an opportune time for tenants to negotiate favorable lease terms and secure cost-effective space in a competitive market. We will continue to monitor market conditions into Q2 and beyond as debt conditions will lead to interesting opportunities for tenants in the market.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Net Absorption SF	(418,306)	(371,824)	(341,342)	(866,817)	(86,139)
▲ Vacancy Rate	13.56%	13.50%	13.70%	13.92%	13.40%
▲ Avg NNN Asking Rate PSF	\$26.55	\$26.39	\$26.38	\$25.69	\$25.74
▼ SF Under Construction	840,483	919,455	938,202	1,049,324	1,071,160
▼ Inventory SF	129,108,877	129,670,689	129,918,927	130,660,070	129,892,693

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
445 Lake Street E Wayzata, MN	38,328 SF	\$25,700,000 \$670.53 PSF	Clackamas Commons Prop Mgmt 445 Lake Street Ltd Partnership	Class C
1625 Radio Drive Woodbury, MN	54,810 SF	\$13,069,246 \$238.45 PSF	Encompass Properties, LLC Summerhill Commercial	Class B
1715 Yankee Doodle Road Eagan, MN	118,978 SF	\$12,450,000 \$104.64 PSF	Riverpoint Eagan, LLC Yankee Doodle Eagan, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
RBC Gateway Minneapolis-Gateway District, MN	47,729 SF	United Properties	Castlelake	Investment Service
620- 700 N 5th Street Minneapolis-Gateway District, MN	43,672 SF	Schafer Richardson	CanteenOne	Food and Retail Service
The Marq Minneapolis-Gateway District, MN	38,388 SF	KBS Realty Advisors	Voya	Financial Services



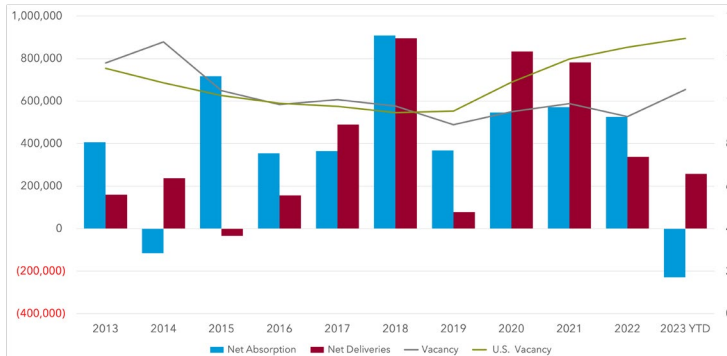
OFFICE MARKET OVERVIEW

BRIAN FARMER, SIOR, *Managing Director, Vice President*

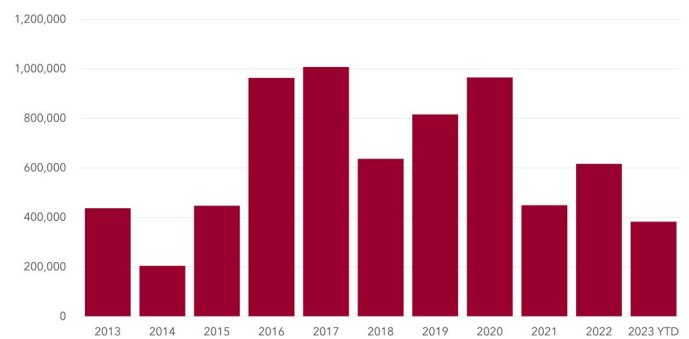
Another quarter of negative absorption brings the office vacancy in Durham to 9.8%. Rental rates continue to hold for quality Class A office spaces, and concessions are increasing for deals longer than five years. There is less than 400K square feet of office new construction, which should aid in the compression of vacancy. Life science continues to be a very sought-after sector, particularly in Durham, which comprises the Research Triangle Park. Building sales were very slow in Q1 due to interest rates and overall choppiness in the office sector. Despite that, we are seeing office usage climb in the Durham area with more employees going to the office to work at least 3 days per week.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	369,888	525,766	493,397	445,266	423,642
▲ Vacancy Rate	9.78%	9.27%	9.15%	9.69%	9.65%
▲ Avg NNN Asking Rate PSF	\$27.48	\$27.46	\$27.26	\$26.98	\$26.69
▼ SF Under Construction	382,640	616,613	343,354	321,754	268,498
▲ Inventory SF	36,375,519	36,117,546	36,117,546	36,117,546	35,912,829

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1701 TW Alexander Drive Durham, NC	16,630 SF	\$4,270,000 \$256.86 PSF	GCF Global Apex School of Theology	Class B
441 S Morgan Street Roxboro, NC	4,290 SF	\$325,000 \$75.76 PSF	Laze Properties LLC Norman C. Hall	Class C
706 W Corpotation Street Durham, NC	4,134 SF	\$1,570,000 \$379.01 PSF	Magnolia Development Ram Realty	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
710 Slater Road Morrisville, NC	20,643 SF	Strategic Capital Partners	BE&K	Engineering Services
5001 S Miami Boulevard Durham, NC	14,745 SF	Lincoln Advisors	Undisclosed	Undisclosed
4307 Emperor Boulevard Durham, NC	9,492 SF	Blackburn Group Inc	Undisclosed	Undisclosed



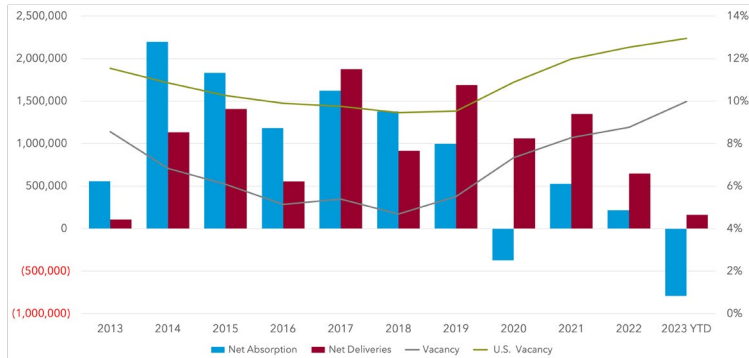
OFFICE MARKET OVERVIEW

BRIAN FARMER, SIOR, *Managing Director, Vice President*

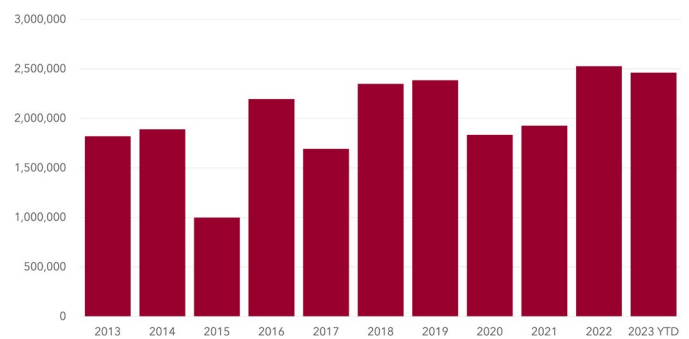
The vacancy factor for Raleigh popped in Q1 by over 100 basis points to 9.91%. Add to that approximately 4M SF of sublease space, and the result is roughly 15% vacancy/availability. This time in 2022 there was approximately 1.7M SF of sublease space. Since the mid-1990s, the Triangle has not seen this amount of office vacancy. Rental rates in Raleigh and surrounding submarkets continue to climb quarterly to pace the construction costs and higher proformas from the institutional office owners. The smaller sublease spaces are getting leased while the larger blocks have had much less interest. This is the same for direct leases. Despite all of this, Raleigh Metro is seeing much better activity than many other metros across the USA.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(581,446)	216,614	1,091,897	576,498	355,077
▲ Vacancy Rate	9.91%	8.77%	8.36%	8.18%	8.22%
▲ Avg NNN Asking Rate PSF	\$28.91	\$28.81	\$28.68	\$28.46	\$28.07
▼ SF Under Construction	2,434,235	2,526,495	2,140,902	2,071,755	2,043,281
▲ Inventory SF	77,533,850	77,370,280	77,241,648	76,984,945	76,737,734

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
817 New Bern Avenue Raleigh, NC	7,666 SF	\$1,120,000 \$145.84 PSF	Level Up Kitchen & Barcadium Capitol Group Brokerage LLC	Class C
213 Barden Street Princeton, NC	4,863 SF	\$450,000 \$92.54 PSF	Donald Butler Rains Revocable Trust Treasury Antiques	Class C
2701 Rowland Road Raleigh, NC	4,800 SF	\$900,000 \$187.50 PSF	Ellen P Bergdolt Command Construction Services	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2610 Wycliff Road Raleigh, NC	64,536 SF	Alvarez & Marsal Holdings, LLC	General Dynamics	Manufacturing
Saint Albans Drive Raleigh, NC	29,664 SF	Dewitt Carolinas, Inc.	Summit Engineering	Technical Services
2100 Gateway Centre Boulevard Morrisville, NC	26,383 SF	CapRidge Partners	Undisclosed	Undisclosed



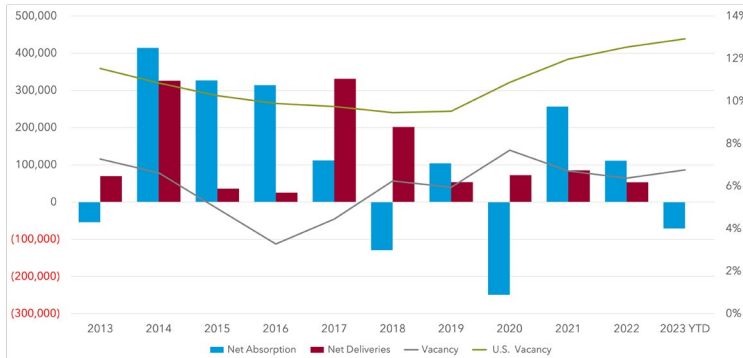
OFFICE MARKET OVERVIEW

BENJAMIN PEARSON, *Principal*

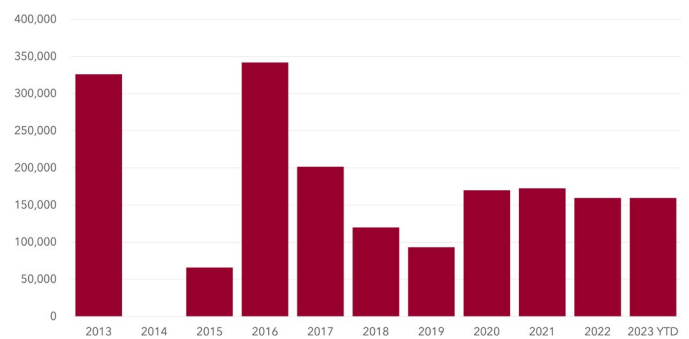
Office rents have continued to increase over the past twelve months by 1.8%. But sales transactions have drastically decreased with only three office sales in the first quarter. The market price which is based on the price movement of all office properties in the metro now sits at \$137 per square foot an improvement from \$133 per square foot.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	95,911	111,021	156,225	60,884	217,588
▲ Vacancy Rate	6.6%	6.4%	6.3%	6.6%	6.9%
▲ Avg NNN Asking Rate PSF	\$19.08	\$19.03	\$18.99	\$18.83	\$18.73
◀ ▶ SF Under Construction	159,512	159,512	204,512	212,612	202,612
◀ ▶ Inventory SF	18,241,739	18,241,739	18,196,739	18,188,639	18,188,639

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3201 Pioneers Blvd Portfolio Lincoln, NE	37,704 SF	\$4,780,000 \$123.86 PSF	James H Meysenburg Leon A. Olson Trust	Undisclosed
150 NW 40th Street Lincoln, NE	7,152 SF	\$1,100,000 \$153.80 PSF	Plains Equipment Group State Troopers Assoc NE	Undisclosed

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4501 S 70th Street Lincoln, NE	17,406 SF	HSA Commercial RE	Alegent Creighton Clinic	Health Care
8211 S 81st Street Lincoln, NE	9,000 SF	Krueger Development	Undisclosed	Undisclosed
2077 N Street Lincoln, NE	8,481 SF	Speedway Properties	E&A Consulting	Engineering



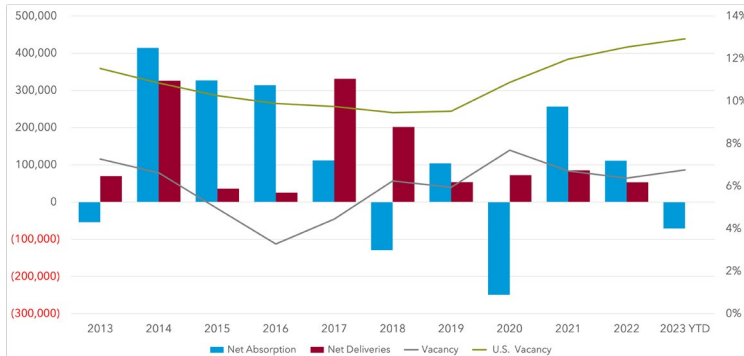
OFFICE MARKET OVERVIEW

BENJAMIN PEARSON, *Principal*

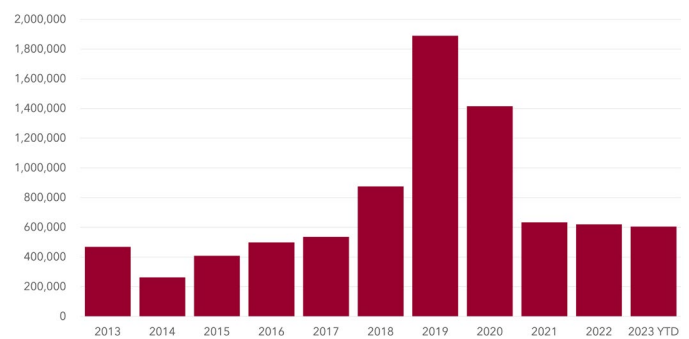
Office rents in Omaha continue to increase at an annual rate of 1.5%. We have also seen a continued decrease in vacancy rate of 6.9%. There is currently 600,000 sf of Office under construction. Employment in the metro has recently increased at an annual rate of 1.6% or gain of about 8,100 jobs. While this is positive, this does represent a weak rate of job creation in the past 12 months. Omaha saw 86 sales transactions in the past 12 months. That turned out to be the fewest sales in five years, \$138 million worth of office assets sold with the majority being class B office assets.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	315,795	324,478	557,806	603,556	922,939
▼ Vacancy Rate	6.9%	7.3%	7.3%	7.6%	7.7%
▲ Avg NNN Asking Rate PSF	\$24.01	\$23.99	\$23.95	\$23.67	\$23.61
▼ SF Under Construction	604,935	620,503	553,866	569,606	471,556
▲ Inventory SF	47,961,222	47,945,654	47,844,956	47,933,096	48,040,200

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2215-2221 Harney Street Omaha, NE	16,000 SF	\$3,000,000 \$187.50 PSF	Downtown JBK, LLC 2215 Harney St, LLC	Class B
11725 Arbor Street Omaha, NE	14,500 SF	\$1,490,000 \$102.41 PSF	Nick DiZona Silverleaf Investments	Class B
3131 S 72nd Street Omaha, NE	11,000 SF	\$2,100,000 \$190.91 PSF	Midwest Fidelity Partners Ronald J. Palagi	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
11602 W Center Road Omaha, NE	21,647 SF	Lund Company	Baldwin Hackett & Meeks Inc.	Computer Programming
1113 N 13th Street Omaha, NE	11,000 SF	1113 N 13th St	Rabbel Mill	Health Care
17110 Marcy Street Omaha, NE	10,395 SF	Century Development, LLC	Agemark Management	Health Care



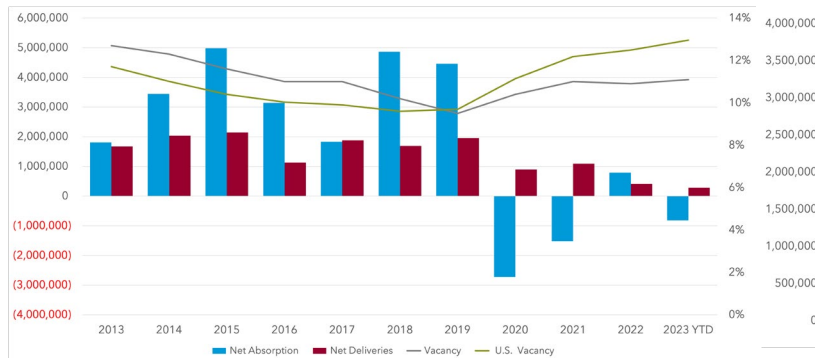
OFFICE MARKET OVERVIEW

MICHAEL MALMSTONE, *Director of Research and Valuation*

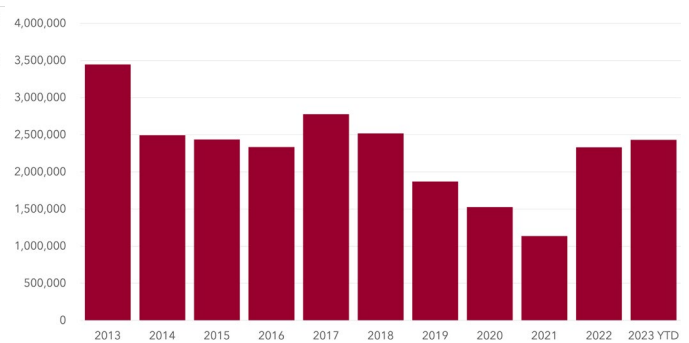
Q1 leasing velocity slowed by 33% to 2.2MM SF, 65% of the 5-year average. Lease-up time remained flat at 9.6 months. Vacant and available space grew 20 bps each to 11.1% and 14.7% respectively. Rental rates grew \$0.27 PSF QoQ and \$0.45 PSF YoY, to \$27.92 PSF gross. Net absorption clocked (817k) SF, down 31% QoQ and the lowest since Q1 2021. Unemployment rose 20 bps to 3.5% in February versus November. Sales volume dropped 77% to \$215MM, the lowest in 11 years. Pricing fell 39% to \$118 PSF while cap rates compressed 20 bps to 7.2%. 2.4MM SF is under construction. 17.6MM SF is approved, 1.1MM SF being medical. A handful of larger 100k+ SF buildings are slated for conversion to industrial and multi-family.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Qtrly Net Absorption SF	(816,664)	(621,151)	837,028	(279,447)	852,193
▲ Vacancy Rate	11.1%	10.9%	10.7%	10.9%	10.8%
▲ Avg GRS Asking Rate PSF	\$27.92	\$27.65	\$27.69	\$27.59	\$27.47
▲ SF Under Construction	2,431,595	2,331,868	2,310,543	2,318,933	2,263,820
▲ Inventory SF	421,375,395	421,094,022	421,051,147	420,887,147	420,744,383

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2000 Galloping Hill Road Kenilworth, NJ	393,000 SF	\$31,613,490 \$80.44 PSF	Onyx Equities/Machine Investment Grp Merck	Class B
131 Morristown Road, Bldgs A & B Basking Ridge, NJ	216,573 SF	\$9,432,562 \$43.55 PSF	Adoni Property Group UBS Asset Management	Class A
10 Independence Boulevard Warren, NJ	120,623 SF	\$22,000,000 \$182.39 PSF	Signature Acquisitions American Equity Partners, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
100 Morris Street Morristown, NJ	260,000 SF	SJP Properties	Sanofi	Pharmaceuticals
331 Newman Springs Road Red Bank, NJ	40,420 SF	Crown Acquisitions/Par- amount Realty Services	LifeTime Fitness	Fitness Center Operator
101 John F Kennedy Parkway Short Hills, NJ	34,640 SF	The Birch Group	Virtu Financial	Finance



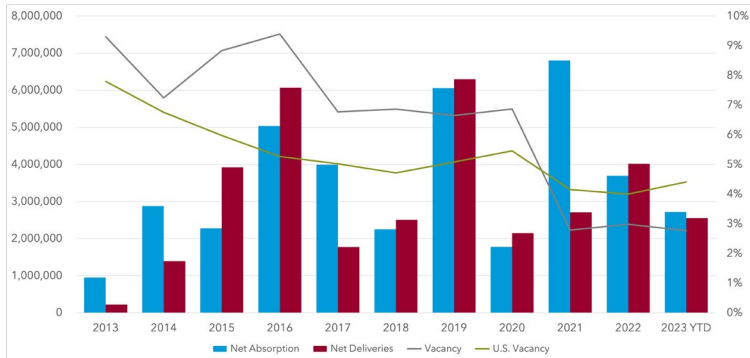
OFFICE MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

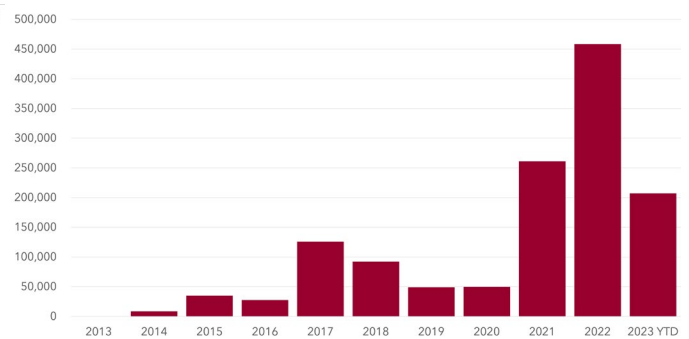
The Reno area has been very stagnant in both pricing and absolute SF of occupied space for some time. When new product comes on the market and the market occupies it, both an increase in overall pricing and higher vacancy can happen at the same time. We expect this trend to continue as new construction gets leased at the higher rates it demands. This will cause the “trickle down” effect of the former Class A space having to decrease pricing to gain tenancy which will again affect the next level down. The good news is the area’s population growth continues, bringing new demand which should steady the market somewhat, although it will take some time. Look for average pricing to increase, with competitive rates on the secondary classes of product.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(141,784)	(65,312)	37,559	253,912	299,394
▲ Vacancy Rate	10.3%	8.3%	7.9%	7.9%	7.9%
▲ Avg NNN Asking Rate PSF	\$24.71	\$24.63	\$24.44	\$24.24	\$24.16
▼ SF Under Construction	207,137	458,538	463,666	342,549	334,549
▲ Inventory SF	17,483,781	17,197,530	17,185,701	17,185,701	17,185,701

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1055 Moana Lane Reno, NV	12,604 SF	\$1,550,000 \$122.98 PSF	DLP Family Trust Beck, LLC	Class C
979 Pyramid Way Sparks, NV	5,774 SF	\$1,850,000 \$320.40 PSF	Tamara E. Barengo Benjamin Garol	Class B
458 Court Street Reno, NV	4,407 SF	\$857,000 \$171.40 PSF	Bristlecone Branch LLC AZ, NV Development Corporation	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
13870 Stead Boulevard Reno, NV	16,300 SF	Desi Moreno 2001 Trust	ABC Daycare	Daycare
200 S. Virginia Street, 5th Fl Reno, NV	5,500 SF	Nelson 200 South Virginia LLC	Department of Tourism	Government
6800 S. McCarran Reno, NV	5,429 SF	Greer Enterprises Inc	Undisclosed	Family Therapy



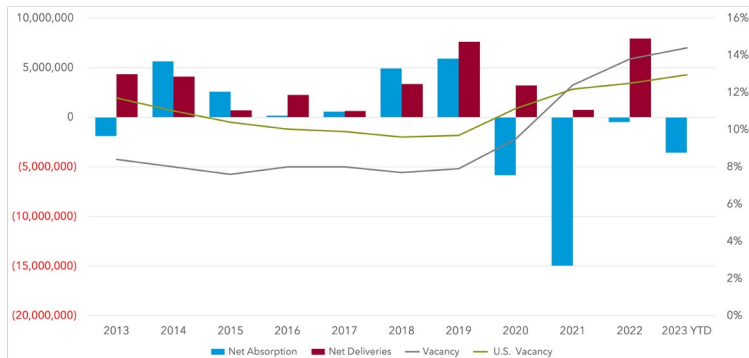
OFFICE MARKET OVERVIEW

SARAH ORCUTT, *Director of Research*

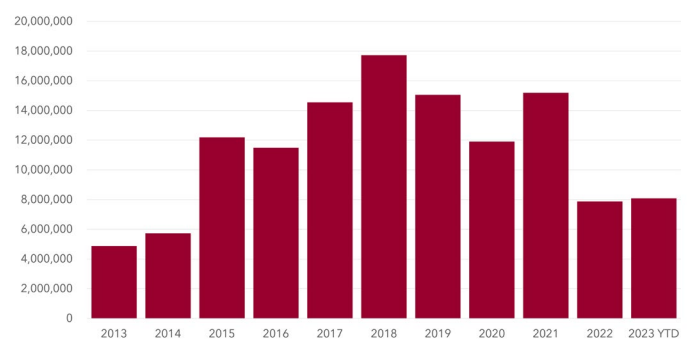
Recent economic shocks weighed on leasing decisions in Manhattan's office market through Q1, with activity totaling 5.5 million square feet, a 31.4% decline from 8.0 million square feet during the same period last year. Larger transactions were driven by renewals, indicative of tenants' hesitancy to commit to significant real estate decisions in the current market. The vacancy rate increased 0.6 percentage points quarter-over-quarter and 1.8 percentage points year-over-year to 14.4% while net absorption was negative 3.6 million square feet, reflective of companies opting to downsize or shed existing space. The available supply of sublet space reached a historic high at 24.6 million square feet, representing 24.1% of total available space on the market.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(3,562,332)	(484,110)	(6,149,594)	(5,595,729)	(5,176,428)
▲ Vacancy Rate	14.4%	13.8%	13.4%	13.3%	12.6%
▼ Avg GRS Asking Rate PSF	\$71.35	\$71.41	\$71.42	\$71.41	\$71.64
▲ SF Under Construction	8,089,190	7,877,190	14,181,635	14,181,635	14,343,977
◀ ▶ Inventory SF	547,753,477	547,753,477	541,249,032	541,249,032	540,986,690

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
850 Third Avenue New York, NY	621,786 SF	\$265,934,184 \$427.69 PSF	HPS Investment Partners The Chetrit Group	Class A
350 Park Avenue New York, NY	585,460 SF	\$262,612,500 \$448.56 PSF	Citadel Vornado Realty Trust	Class A
40 East 52nd Street New York, NY	393,154 SF	\$84,048,000 \$213.78 PSF	Citadel Rudin Management Company	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
100 Avenue of the Americas New York, NY	265,217 SF	Hines	Two Sigma	FinTech
200 Liberty Street New York, NY	225,000 SF	Brookfield Asset Management	Cadwalader Wickersham & Taft	Legal Services
555 West 57th Street New York, NY	186,882 SF	SL Green Realty Corp.	CBS	Media



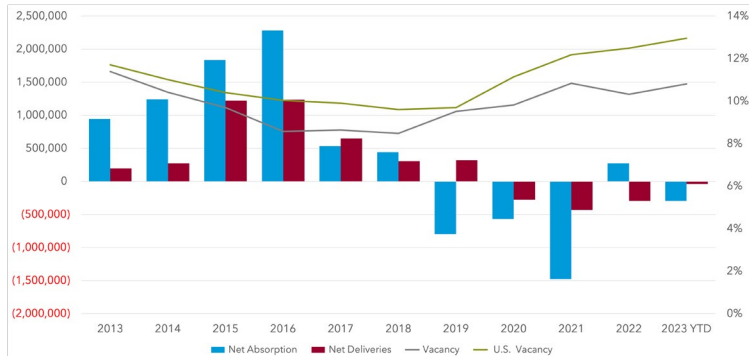
OFFICE MARKET OVERVIEW

DAN MCDONALD, *Senior Vice President, Principal*

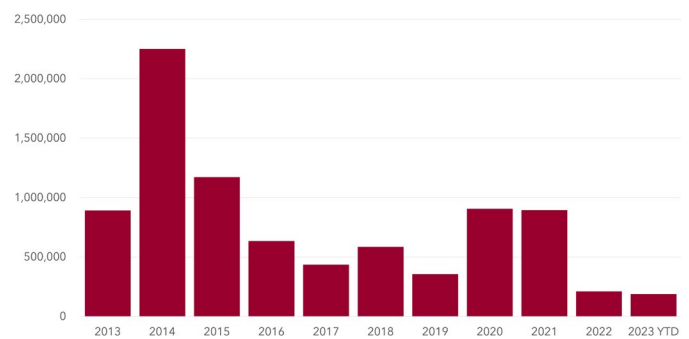
Leasing activity held steady with 281,712 SF of transaction volume in Q1 23 despite negative net absorption. Class A office space across the region accounted for 75.6% of all leases this quarter, with vacancy increasing to 17.8%. A total of 15 new leases were executed in Q1 2023. Suburban submarkets have seen most of the activity with users shrinking their footprints to anticipate their needs post Covid. The only project currently under construction is Corporex's Ovation, in Northern Kentucky, which will be anchored by MegaCorp Logistics occupying 40K SF and expected to move in by the end of Q2 23. The total development will offer 103K SF of Class A office space.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(295,269)	274,008	3,986	(749,059)	(1,094,183)
▼ Vacancy Rate	17.8%	18.4%	18.8%	18.7%	17.5%
▲ Avg NNN Asking Rate PSF	\$20.51	\$20.49	\$20.37	\$20.27	\$20.27
▼ SF Under Construction	188,158	211,658	211,658	203,502	730,477
▼ Inventory SF	104,450,766	104,489,887	104,935,329	104,927,485	104,808,133

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
8600-8650 Governors Hill Drive Mason, OH	187,465 SF	\$8,500,000 \$45.34 PSF	Ackermann Group Smith/Halleman Partners	Class B
2093 Medical Arts Drive Hebron, KY	10,600 SF	\$1,025,000 \$96.70 PSF	Daniel P. Huhn McCloy Realty, LLC	Class C
10191 Evendale Commons Drive Cincinnati, OH	7,848 SF	\$1,177,200 \$150.00 PSF	Seven Hills Anesthesia Anchor Properties, Inc.	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
9025 Centre Pointe Drive West Chester, OH	13,668 SF	Hines	Azelis	Undisclosed
7288-7312 Central Parke Boulevard Mason, OH	13,316 SF	Vigran Brothers Investments	Alphabet of Mason	Undisclosed
4680 Parkway Drive Mason, OH	12,481 SF	Smith/Halleman Partners	Summit Funding Group	Rental and Leasing Services



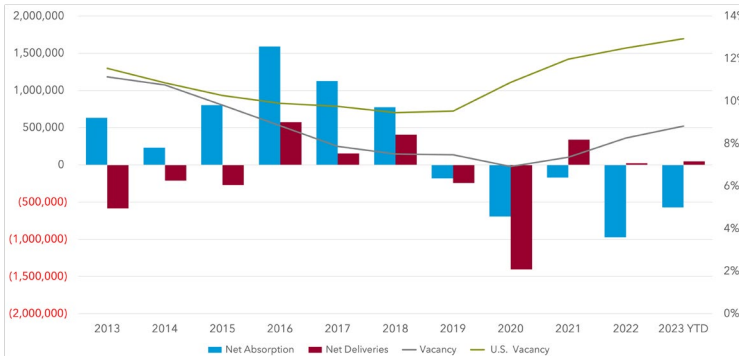
OFFICE MARKET OVERVIEW

ABRAM SCHWARZ, SIOR, *Senior Vice President*

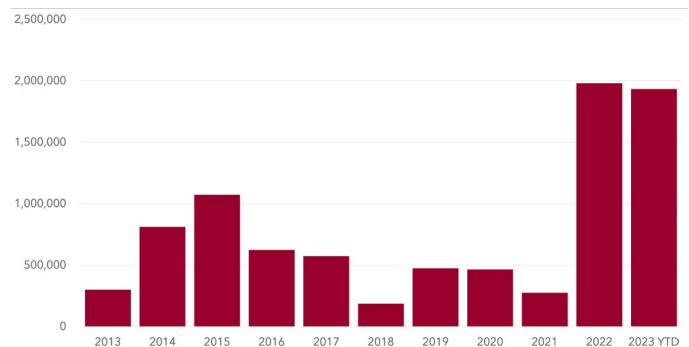
The office market can be summarized in one word – “downsize”. Tenants and buyers have the upper hand as remote work will not go away. Large tenants like Ernst & Young are leaving their namesake building, where they currently occupy 100,000+ SF paying close to \$40.00 PSF and will downsize to approximately 70,000 SF paying closer to \$20.00 PSF, amounting to approximately 65% in occupancy cost reductions. On the sales side, many office buildings actual occupancy utilization, mounting vacancy as leases begin to roll, and much higher interest rates put the office sales market behind the eight ball. The positive is that the suburban office market still has plenty of leasing activity.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▼ 12 Mo. Net Absorption SF	(1,607,253)	(972,822)	(27,843)	(336,278)	(88,385)
▲ Vacancy Rate	8.80%	8.30%	7.50%	7.60%	7.30%
▲ Avg NNN Asking Rate PSF	\$19.32	\$19.27	\$19.28	\$19.30	\$19.24
▼ SF Under Construction	1,933,478	1,980,169	1,999,299	1,801,661	1,757,661
▲ Inventory SF	110,017,937	109,971,246	109,952,116	109,952,116	109,952,116

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
29000 Aurora Road Solon, OH	111,493 SF	\$3,540,000 \$31.75 PSF	HANA Technologies ICP	Class B
14650 Detroit Avenue Lakewood, OH	77,112 SF	\$2,400,000 \$31.12 PSF	Riverside Abstract LCW Associates, Ltd.	Class B
11811 Shaker Boulevard Cleveland, OH	50,000 SF	\$2,266,000 \$45.32 PSF	Ogbonnaya Okoroafor Shaker West Professional, LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1001 Lakeside Avenue East Cleveland, OH	70,000 SF	Hertz Investment Group	Ernst & Young	Financial Services
1500 W. 3rd Street Cleveland, OH	50,000 SF	K&D	Walter Haverfield	Law
6100 Rockside Woods Boulevard Independence, OH	10,000 SF	Realife Management	Cresco Cushman Wakefield	Real Estate



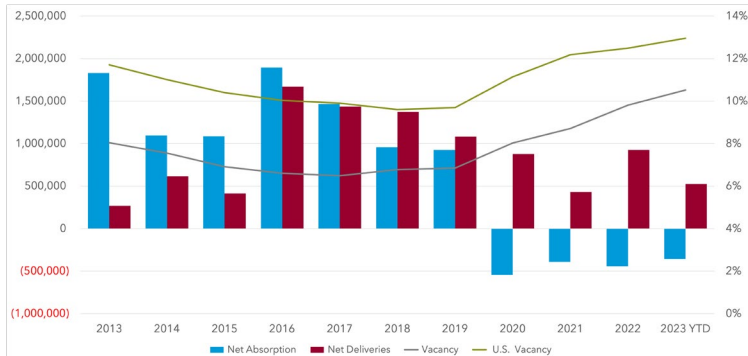
OFFICE MARKET OVERVIEW

ALEX KUNIEGA, *Vice President*

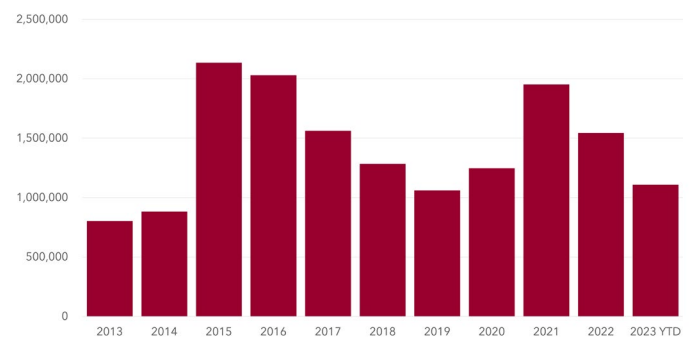
The Columbus office market is continuing to see a shift of tenants moving out of the downtown core to more attractive and amenity rich suburban options. Q1 2023 saw another quarter of negative net absorption of (702,317) SF. Asking rates increased slightly seeing an uptick of \$0.09 for the quarter. Construction activity remains strong with multiple projects active including Gravity II, The Offices at Jeffrey Park and The Offices at Astor Park. These projects are expected to be completed before year end. Uncertainty for downtown office space remains with a plethora of options for tenants looting to make a move.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▼ 12 Mo. Net Absorption SF	(702,317)	(441,901)	87,592	(71,163)	176,090
▲ Vacancy Rate	10.5%	9.8%	9.4%	8.9%	8.9%
▲ Avg NNN Asking Rate PSF	\$21.61	\$21.52	\$21.33	\$21.22	\$21.18
▼ SF Under Construction	1,109,069	1,544,084	1,570,915	1,748,221	1,827,721
▲ Inventory SF	117,328,278	116,803,263	116,629,172	116,200,645	115,991,208

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6500 New Albany Road New Albany, OH	333,168 SF	\$9,650,000 \$28.96 PSF	LHR Industries LLC Discover Financial Services	Class B
550 & 570 Polaris Parkway Westerville, OH	279,933 SF	\$31,000,000 \$110.74 PSF	Melrose Solomon Enterprises HighBrook Investors	Class A
40 W Long Street Columbus, OH	210,664 SF	\$1,000,000 \$4.75 PSF	Columbus Downtown Dev Corp YMCA	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1105 Schrock Boulevard Columbus, OH	45,716 SF	IMC Real Estate	National Education Seminars	Education
226 N 5th Street Columbus, OH	38,807 SF	Hackman Capital Partners	WOW Business Solutions	IT Services
200 Civic Center Drive Columbus, OH	36,000 SF	Lawyers Development Corp	Secretary of State of Ohio	Government



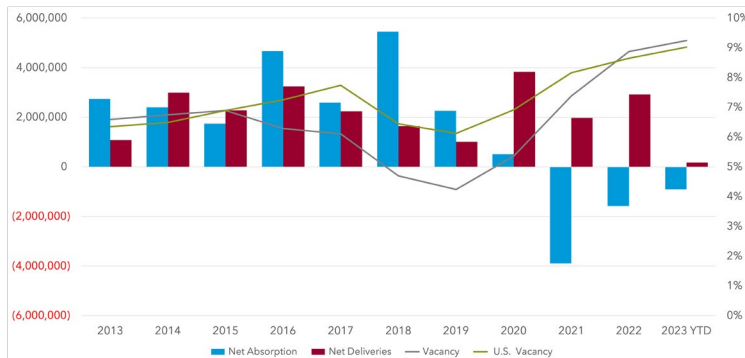
OFFICE MARKET OVERVIEW

WILL GEHRING, *Senior Vice President*

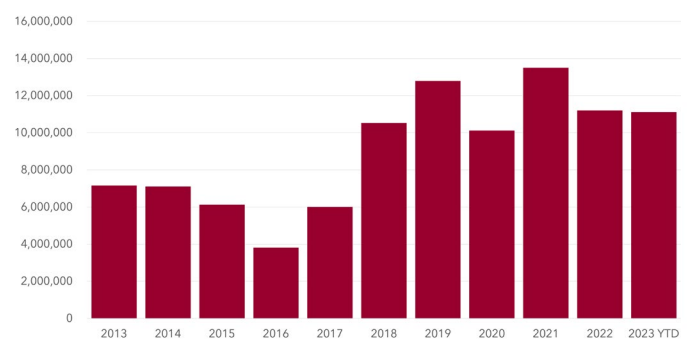
Toronto's office market is the largest in Canada with over 288 million square feet of current inventory in stock. Coming on the heels of the lowest GTA office vacancy rate in recorded history at 4.3% in Q1 2020, the pandemic halted leasing activity and now the market is in the process of recovery. Toronto's office market continues to find its footing as it moves through recovery. Office tenants formalized their plans for office utilization and finding the right-sized office is the aim for most companies. Some plan to increase their square footage to accommodate a more distanced floorplan or to add collaborative spaces within their offices to encourage office attendance, while others are expected to downsize to their square footage under hybrid models with employee rotation.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▼ 12 Mo. Net Absorption SF	(2,101,080)	(1,576,258)	(3,198,112)	(3,657,172)	(2,706,030)
▲ Vacancy Rate	9.3%	8.9%	8.5%	8.2%	1.8%
▲ Avg NNN Asking Rate PSF	\$40.96	\$40.92	\$40.62	\$40.46	\$40.26
▼ SF Under Construction	11,116,390	11,200,196	12,397,699	12,976,473	12,844,523
▲ Inventory SF	287,994,098	287,820,292	286,583,741	285,677,839	285,844,093

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
100 New Park Place Vaughan, ON	365,000 SF	\$75,176,261 \$205.96 PSF	City of Vaughan SmartCentres Real Estate	Undisclosed
1908 Colonel Sam Drive Oshawa, ON	285,000 SF	Undisclosed	Ontario Power Generation General Motors of Canada	Undisclosed
720 Bay Street Toronto, ON	247,743 SF	\$135,000,000 \$544.92 PSF	Alexandria Real Estate Equities Dream Office Real Estate Invest	Undisclosed

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5600 Cancross Court Mississauga, ON	75,000 SF	Undisclosed	Federated Agencies Limited	Undisclosed
151 Yonge Street Toronto, ON	33,516 SF	Undisclosed	Citco	Undisclosed
68-70 Claremont Street Toronto, ON	30,000 SF	Undisclosed	Undisclosed	Undisclosed



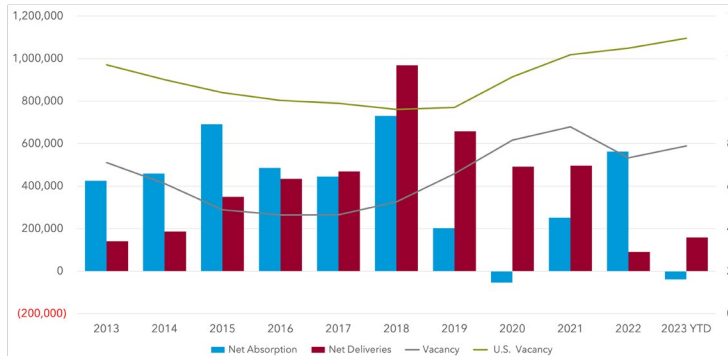
OFFICE MARKET OVERVIEW

PETE HARPER, *Principal*

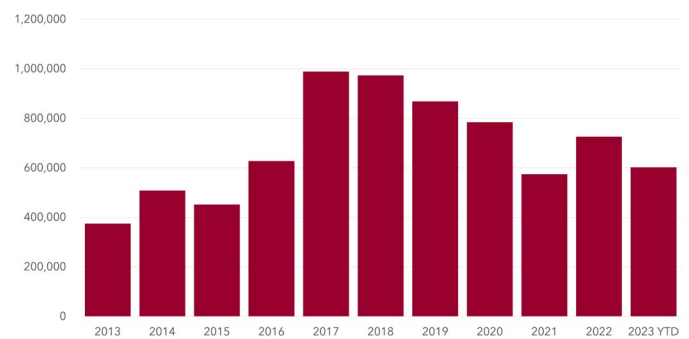
The office market continues to experience ups and downs similar to the rest of the nation. The recent softness in the tech and finance sector has had an impact. Vacancy rate has ticked up to 7.8% but sits below the national benchmark of 8.0%. Charleston's major employers such as Blackbaud and TELUS International announced layoffs. Available sublet space has reached a new high of 530,000 SF. Construction has been steady. Few projects are about to wrap up. The 115,000 SF Morris and the 135,000 SF Morrison Yard are near completion. The mass redevelopment of Navy Yard Storehouses on the former Navy base is underway.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	348,432	562,907	112,546	436,640	386,366
▲ Vacancy Rate	7.8%	7.3%	7.8%	7.3%	7.7%
▲ Avg NNN Asking Rate PSF	\$30.78	\$30.73	\$30.44	\$30.05	\$29.67
▼ SF Under Construction	602,572	726,202	743,440	550,876	587,791
▲ Inventory SF	33,149,095	32,990,465	32,842,527	32,820,559	32,730,945

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3815 W Montague Avenue North Charleston, SC	10,000 SF	\$2,400,000 \$250.00 PSF	Stasmayer, Inc. West Montague Ave, LLC	Class B
3531 Mary Ader Avenue Ste B Charleston, SC	5,029 SF	\$2,395,000 \$476.24 PSF	Undisclosed Eyecare Specialties of Charleston	Class B
2102 Otranto Boulevard North Charleston, SC	4,600 SF	\$989,000 \$215.00 PSF	West Street Capital Partners, LLC Ganesh Garden LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5935 Rivers Avenue North Charleston, SC	14,400 SF	The Muhler Company, Inc.	Undisclosed	Undisclosed
2070 Northbrook Boulevard North Charleston, SC	13,049 SF	SLR Management Corp.	Undisclosed	Undisclosed
3860 Faber Place Drive North Charleston, SC	10,068 SF	UIG First Properties, LLC	OHMIQ, LLC	Engineering



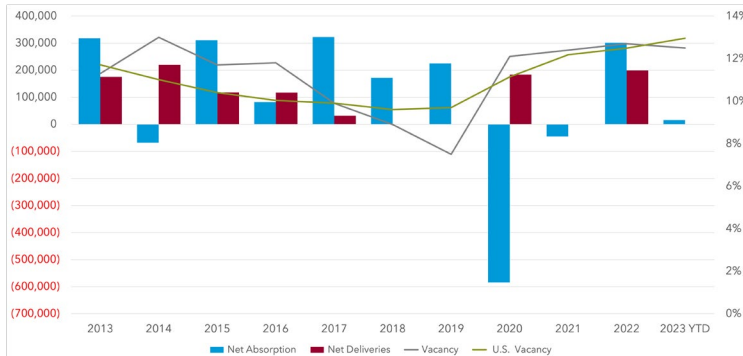
OFFICE MARKET OVERVIEW

DARATH MACKIE, Associate Broker

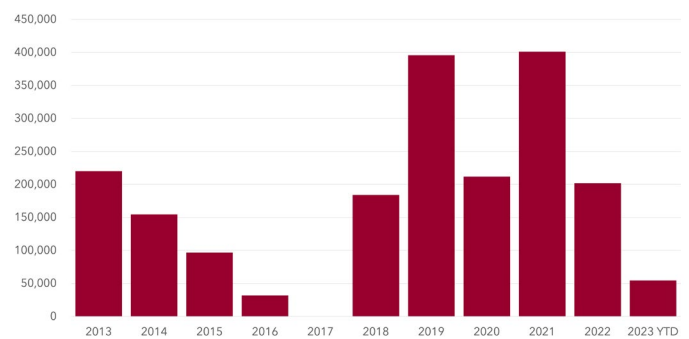
Office space performance remained steady in Greenville/Spartanburg, with a small gain in net absorption of 15,489 SF during Q1. Overall vacancy decreased by 20 basis points to 12.5%, down from 12.7% in Q4 of 2022. Tightening space availability is placing upward pressure on average asking rents, which rose by more than 5% quarter-over-quarter to \$23.60 PSF. Consequently, market conditions have spurred investor interest for quality office properties; and developers are seeking public and/or private partnerships to build space and capitalize on Greenville's growing need for office product. State and County level incentives remain available for development projects that meet certain thresholds, supporting further commercial real estate investment in the city.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	171,205	300,952	853,149	645,394	85,056
▼ Vacancy Rate	12.50%	12.70%	11.60%	12.10%	11.90%
▲ Avg NNN Asking Rate PSF	\$23.60	\$22.33	\$22.16	\$21.84	\$22.15
▼ SF Under Construction	54,532	201,795	201,795	201,795	359,065
▲ Inventory SF	16,380,596	16,372,346	16,358,918	16,358,918	16,201,648

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1016 Woods Crossing Road Greenville, SC	27,140 SF	\$4,762,160 \$175.47 PSF	C. Dan Joyner Woods Crossing Three LLC	Class B
15 Southern Center Court Greenville, SC	15,000 SF	\$1,750,000 \$116.67 PSF	Brandy Campbell Reagon Realty Group	Class B
3453 Pelham Road Greenville, SC	8,030 SF	\$825,000 \$102.74 PSF	PCB Properties Sycamore Drive LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1 Research Drive Greenville, SC	20,000 SF	Clemson University	Soteria Battery Innovations Group	Battery Manufacturing
3 Independence Point Greenville, SC	12,921 SF	The Simpson Organization	Prosource	Industrial Supplies
201 E North Street Greenville, SC	7,020 SF	Kinney Hills Associates	River Falls Spa	Personal Services



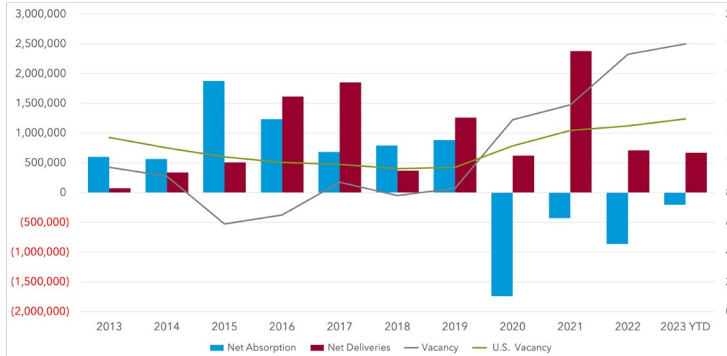
OFFICE MARKET OVERVIEW

KYLE NEVEAU, Associate

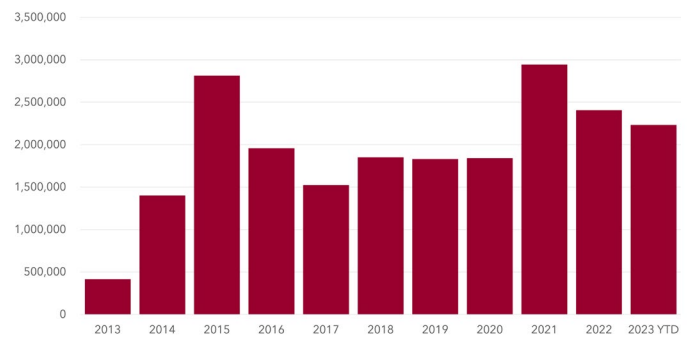
Office demand remained negative in Q1 with a net absorption deficit of 201,833 SF, bringing the last 12-month total to (663,358) SF. The net occupancy losses illustrate a broader trend within office space as occupiers continue to adapt space needs to employee preferences and worker responsibilities within the organization. Overall vacancy stands at 18.0%, an increase of 70 basis points since Q4 of 2022 and 310 basis points year-over-year. New construction activity remains elevated (2.2 MSF), with the vast majority of this space (2.1 MSF) located Downtown. Slowing tenant demand and rising vacancies are impacting investment activity, as rolling 12-month sales volume fell by more than 15% quarter-over-quarter.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	(663,358)	(862,380)	(640,140)	(1,067,212)	142,958
▲ Vacancy Rate	18.0%	17.3%	16.8%	15.9%	14.9%
▲ Avg NNN Asking Rate PSF	\$29.77	\$29.61	\$29.33	\$29.13	\$28.94
▼ SF Under Construction	2,232,734	2,406,488	2,532,034	2,805,937	2,805,937
▲ Inventory SF	53,090,393	51,846,157	51,634,621	51,724,623	51,519,881

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2409 21st Avenue S Nashville, TN	11,981 SF	\$9,062,670 \$229.43 PSF	Applegate Apts of Murfreesboro, et al Elmington Capital Group	Class C
360 Cool Springs Boulevard Nashville, TN	7,131 SF	\$2,900,000 \$406.68 PSF	Michael Nathaniel Green Robeson Real Estate	Class C
2123 8th Avenue S Nashville, TN	3,600 SF	\$2,000,000 \$555.56 PSF	Michael J. Corcoran Tennessee Chiropractic Association	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
21 Platform Way S Nashville, TN	280,000 SF	Southwest Value Partners	Bass, Berry, & Sims PLC	Legal
22 Platform Way S Franklin, TN	140,000 SF	Southwest Value Partners	Pinnacle	Sporting & Athletic Equipment
1600 W End Drive Nashville, TN	32,000 SF	Propst Properties	Sherrard Roe Voigt & Harbison	Professional, Scientific, and Technical Services



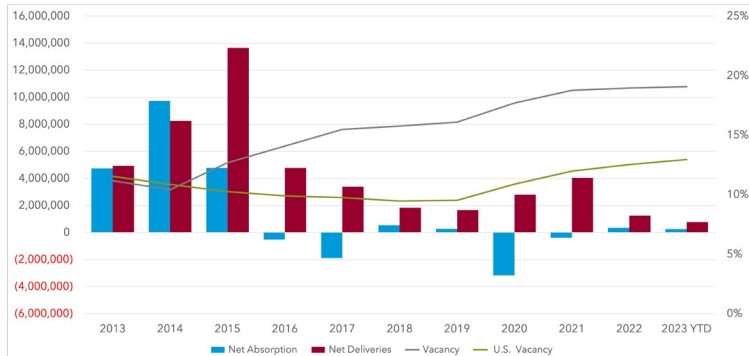
OFFICE MARKET OVERVIEW

TRAVIS TAYLOR, *Principal*

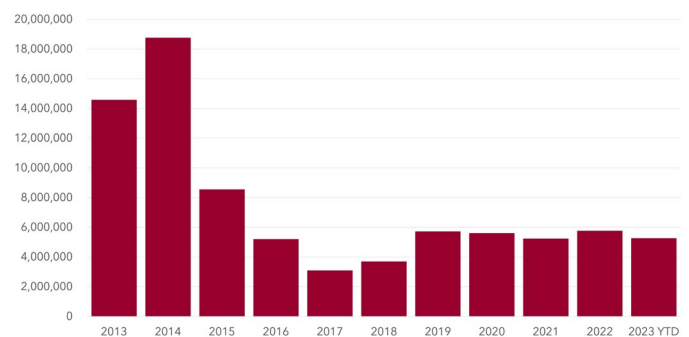
The year began with cautious optimism as hopes of building on conservative growth in 2022 lingered amidst several significant transactions. Key energy-related companies such as Kiewit Corporation and Modec International drew attention by signing large leases aligned with the shifting office trend of quality over quantity. Across the broader market, overall deal volume dipped among concerns about the economy. Large institutional real estate investors are starting to rebalance their portfolios away from office, giving opportunity buyers and foreign investment funds, a long awaited seat at the table. As economic headwinds loom large on a national scale, capital spending in the energy industry and flourishing population growth inspires optimism for the Houston economy.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ Qtrly Net Absorption SF	(595,259)	346,980	557,213	1,380,130	956,848
▲ Vacancy Rate	19.1%	19.0%	18.8%	18.7%	18.5%
▲ Avg NNN Asking Rate PSF	\$28.99	\$28.95	\$28.94	\$28.89	\$28.91
▼ SF Under Construction	5,277,442	5,772,675	5,801,850	5,027,481	5,024,667
▲ Inventory SF	349,565,169	348,796,733	348,474,923	348,691,278	347,813,994

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
5847 San Felipe Street Houston, TX	980,472 SF	\$105,000,000 \$107.09 PSF	Sovereign Partners Canada Pension Plan Investments	Class A
1701 City Plaza Drive Houston, TX	326,800 SF	Undisclosed	Coventry Development Corp Patrinely Geoup, LLC	Class A
1700 City Plaza Drive Houston, TX	149,500 SF	Undisclosed	Coventry Development Corp Patrinely Geoup, LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
15375 Memorial Drive Houston, TX	116,161 SF	Mayde Creek Drive Investors	MODEC International/SOFEC	Energy Systems
585 North Dairy Ashford Road Houston, TX	105,839 SF	Spear Street Capital	Kiewit Engineering Group, Inc.	Energy Infrastructure
4888 Loop Central Drive Houston, TX	82,706 SF	Griffin Partners, Inc.	Community Health Choice Texas Inc.	Healthcare Services



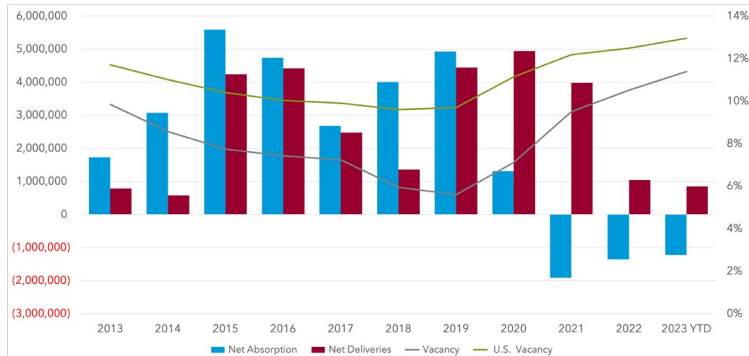
OFFICE MARKET OVERVIEW

STREN LEA, *Vice President*

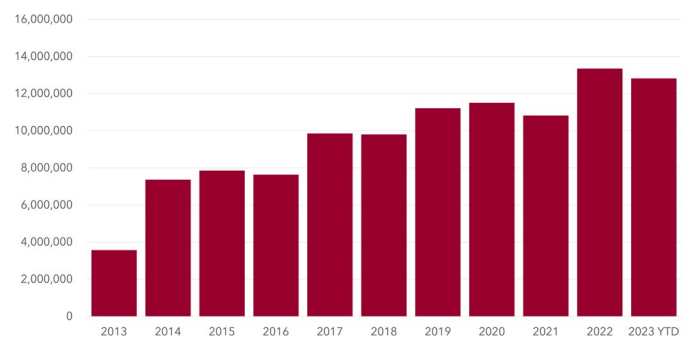
Negative absorption caused vacancies to continue to climb in Q1, approaching the 12% level not seen since the subprime crisis-era, while rent growth flattened. The largest tech employers such as Microsoft & Amazon announced additional rounds of layoffs and lease non-renewals that will be felt in coming quarters in tech submarkets. Vacancy in the tech submarkets is expected to surpass 30% in 2024. Suburban general office, medical and government sectors have remained resilient, not having been flooded with new square footage as tech submarkets had during the recent boom cycle. Sales were the lowest since Q4 2014 as buyers await the signs of a bottom and sellers are unwilling to mark down prices from recent record highs.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(1,580,689)	(1,354,480)	(212,138)	93,366	175,518
▲ Vacancy Rate	11.27%	10.52%	10.35%	10.40%	10.09%
▲ Avg NNN Asking Rate PSF	\$38.38	\$38.31	\$38.28	\$38.21	\$38.06
▼ SF Under Construction	12,820,657	13,348,629	11,918,849	11,046,007	10,759,452
▲ Inventory SF	227,659,956	226,812,510	226,780,967	226,810,675	226,423,076

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
11400 SE 8th Street Bellevue, WA	111,746 SF	\$35,000,000 \$313.21 PSF	Felton Properties, Inc. Lionstone Partners, LLC	Class B
5200 Southcenter Boulevard Tukwila, WA	42,543 SF	\$11,100,000 \$260.91 PSF	Int'l Union of Painters/Allied Trades Gesa Credit Union	Class B
130 Andover Park E Tukwila, WA	37,260 SF	\$8,600,000 \$230.81 PSF	The Carlyle Group Schreck Investments, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1301 SW 16th Street Renton, WA	107,000 SF	Unico Properties	Alaska Airlines	Aviation
11410 NE 122nd Way Kirkland, WA	67,500 SF	The Roxborough Group	Behavior Health	Health Care
1099 Stewart Street Seattle, WA	28,479 SF	Canada Pension Plan Inv; Hudson Pacific Prop	Moderna	Health Care



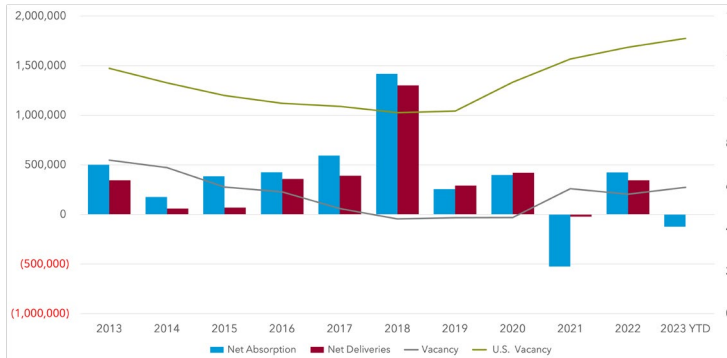
OFFICE MARKET OVERVIEW

CAMP PERRET, *Vice President*

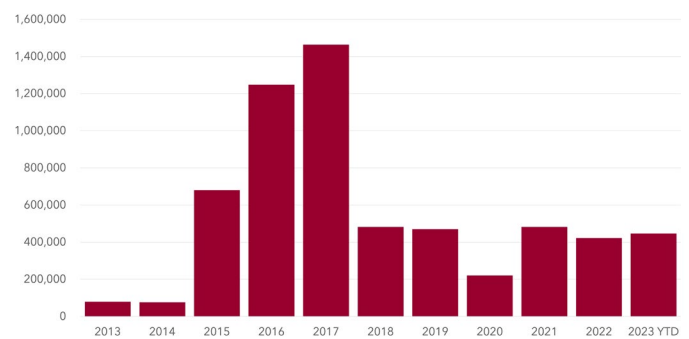
The Madison Office Market, with 5.9% vacancies, is dramatically outperforming the national average of 13%. This rate is one of the lowest in the country among large and mid-sized markets. This stability is due in part to the number of solid employers such as the State of Wisconsin and the University of Wisconsin along with many healthcare and biotech firms. In addition, the unemployment rate for Madison was the lowest in the country in February 2023. With mostly build-to-suit office projects, the vacancy rate and rental rates will remain flat for the relative future. Sale volumes were down in Q1, in part due to rising interest rates. Another factor in this decline is a 15-year low in current sales listings. Despite slower leasing and sale rates, the market remains steady.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	175,477	424,637	477,250	465,589	47,910
▲ Vacancy Rate	5.8%	5.6%	5.7%	5.5%	5.8%
▲ Avg NNN Asking Rate PSF	\$22.76	\$22.67	\$22.57	\$22.42	\$22.44
▲ SF Under Construction	446,800	421,800	452,487	431,792	358,792
◀ ▶ Inventory SF	38,152,638	38,152,638	38,121,941	38,112,646	37,935,209

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1930 Monroe Street Madison, WI	17,600 SF	\$3,000,000 \$170.45 PSF	Nineteen Thirty LLC Lakeba Investments LLC	Class B
6 Odana Court Madison, WI	17,330 SF	\$800,000 \$46.16 PSF	Tuskerz, Inc. Roeming Properties LLC	Class C
1650 Pankratz Street Madison, WI	14,600 SF	\$2,100,000 \$143.84 PSF	Dane County Corben Lakeland LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
33 E. Main Street Madison, WI	16,156 SF	Urban Land Interests	Undisclosed	Undisclosed
4600 American Parkway Madison, WI	10,311 SF	Compass Properties LLC	Undisclosed	Undisclosed
22 E. Mifflin Street Madison, WI	8,037 SF	Mullins Group	Symphony Corp	Health & Allied Services

RETAIL OVERVIEW: NET ABSORPTION DIPS IN THE FIRST QUARTER

Despite healthy consumer spending and strong successive quarterly merchant demand, overall net absorption for North American retail space eased in the first quarter. Net growth in the United States totaled 7.7 million SF in Q1. That was down from 22.4 million SF for the same period a year ago and off from 20.7 million in Q4 2022. The 74.8 million SF absorbed last year was the most since 2017. There have been eight straight quarters of net growth across the U.S.

Demand for Canadian retail space totaled 669,455 SF in net absorption in the first quarter, down from 1.3 million SF a year ago. Overall Q1 vacancy rates were unchanged in Canada at 2% and 4.2% in the United States.

Otherwise, supply-demand fundamentals continue to improve as new retail development activity remains minimal. Slightly more than 48 million SF of space was completed in 2022 and 66.8 million SF are underway. With about 80% of new development pre-leased, the U.S. retail market faces virtually no threat from new supply as developers and lenders continue to shy away from large spec projects. The vast majority of new construction consists of single-tenant build-to-suits or smaller ground-floor spaces in mixed-use projects.

Availability rates continued to fall across the U.S. in 2022 and ended the year at a 15-year low of 4.9%. Availabilities are now in line or lower than pre-pandemic levels across all retail segments, with the most significant contractions recorded in neighborhood and power centers thanks to strong demand from grocers, discounters, off-price merchants and experiential tenants. Fundamental tightening and rising retail sales pushed asking rents upward last year at their fastest clip in more than a decade at 4.1%, with average net asking rents closing the year at a record \$24 per SF. However, growth has been slowing and is expected to decelerate further in the coming quarter while above-average inflation will continue to weigh on the real rate of rent growth. Leasing activity continues to be driven by strong growth for smaller spaces as the average footprint for space hovers near the all-time low of just over 3,000 SF. This leasing activity is propelled by growth in store counts from quick-service brands such as Starbucks, Crumbl Cookies, Yum Brands and Restaurant Brands International, which owns BK, Tim Hortons, Popeyes and Firehouse Subs. Cellular retailers T-Mobile and AT&T also have signed for dozens of small shop space this year. Growth in larger space has been driven primarily by discounters such as Dollar Tree and Dollar General and off-price merchants TJ Maxx and Burlington.

While leasing activity has rebounded off pandemic-induced lows, activity has accelerated fastest in markets posting the most population growth and include Las Vegas, Phoenix, Fort Lauderdale, Tampa, Atlanta, Dallas and Houston. Availabilities now are lower than pre-pandemic levels within small to mid-sized centers and freestanding single-tenant properties. Conversely, available space in lifestyle centers, regional and super-regional malls is greater than before the pandemic. Despite a relatively strong retail demand environment and the highest net operating income growth since 2014, investment in retail properties trended downward in 2022 amid higher interest rates and greater economic uncertainty.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / SF ANNUAL		HIGHEST MARKET SALE PRICE / SF	
BC, Vancouver	1.1%	NY, New York*	\$46.32	CA, San Francisco	\$626
ON, Toronto	1.6%	CA, San Francisco	\$43.44	BC, Vancouver	\$520 CAD
MA, Boston	2.6%	FL, Miami	\$43.44	CA, Orange County	\$443
WA, Seattle	2.8%	CA, Orange County	\$36.12	NY, New York	\$434
FL, Miami	3.0%	CA, Los Angeles	\$35.28	FL, Miami	\$429
U.S. Index	4.2%	U.S. Index	\$24.00	U.S. Index	\$245
Canada Index	2.0%	Canada Index	\$21.48 CAD	Canada Index	\$337 CAD

MOST SF UNDER CONSTRUCTION SF		LARGEST INVENTORY BY SF		LOWEST MARKET CAP RATE	
TX, Houston	5,145,621	NY, New York*	627,706,461	KS, Lawrence	4.1%
TX, Dallas-Fort Worth	4,278,201	IL, Chicago	584,445,660	KS, Topeka	4.5%
FL, Miami	3,281,006	TX, Dallas-Fort Worth	458,106,909	CA, San Luis Obispo	4.9%
NY, New York*	3,246,448	CA, Los Angeles	448,190,266	NJ, Atlantic City	5.2%
IL, Chicago	2,923,247	TX, Houston	427,579,491	NJ, Trenton	5.3%
U.S. Index	66,758,179	U.S. Index	11,902,154,940	U.S. Index	6.7%
Canada Index	7,849,853	Canada Index	802,742,020	Canada Index	5.0%

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

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
AB, Calgary **	3.6%	\$1.69	\$284	1,855,797	78,407,319	5.8%
AZ, Phoenix	5.1%	\$1.92	\$240	2,713,493	239,814,470	6.5%
BC, Vancouver **	1.1%	\$2.11	\$520	1,128,633	126,710,935	4.1%
CA, Bakersfield	5.0%	\$1.56	\$210	142,567	33,638,249	6.5%
CA, East Bay	5.2%	\$2.72	\$349	260,661	124,215,915	5.3%
CA, Fresno	4.0%	\$1.50	\$191	75,279	48,997,149	6.9%
CA, Inland Empire	6.0%	\$2.12	\$298	999,525	200,690,360	5.7%
CA, Los Angeles	5.3%	\$2.94	\$426	2,001,430	448,190,266	5.2%
CA, Orange County	4.3%	\$3.01	\$443	108,219	143,445,111	4.9%
CA, San Diego	4.3%	\$2.83	\$397	528,326	138,653,035	5.4%
CA, San Francisco	5.6%	\$3.62	\$626	92,500	82,720,678	4.5%
CA, San Luis Obispo	3.2%	\$2.21	\$296	64,088	15,445,157	6.0%
CA, Santa Barbara	4.3%	\$2.41	\$339	0	25,090,948	6.1%
CA, Stockton	4.6%	\$1.72	\$211	138,891	30,997,098	6.6%
CA, Ventura	5.3%	\$2.28	\$305	42,671	42,658,195	5.8%
CO, Denver	4.0%	\$2.12	\$272	506,776	159,233,413	6.1%
DC, Washington	4.7%	\$2.61	\$347	1,566,246	266,638,510	6.0%
FL, Fort Myers	3.0%	\$1.70	\$230	204,674	48,899,659	6.4%
FL, Miami	3.0%	\$3.62	\$429	3,281,006	142,028,430	5.4%
FL, Naples	3.7%	\$2.28	\$324	114,928	24,002,382	5.4%
FL, Orlando	3.7%	\$2.30	\$262	2,399,036	152,924,170	6.3%
GA, Atlanta	3.8%	\$1.76	\$208	1,797,096	369,644,715	6.8%
GA, Savannah	3.5%	\$1.89	\$213	50,420	28,051,227	7.3%
ID, Boise	3.8%	\$1.37	\$216	655,840	42,198,658	6.3%
IL, Chicago	5.4%	\$1.74	\$195	2,923,247	584,445,660	7.3%
IN, Indianapolis	3.5%	\$1.45	\$155	358,933	133,623,830	7.7%
KS, Lawrence	3.3%	\$1.33	\$186	15,405	6,733,073	7.3%
KS, Topeka	4.4%	\$0.88	\$132	0	13,499,598	8.6%
LA, Baton Rouge	2.3%	\$1.44	\$152	296,993	46,792,229	7.7%
MA, Boston	2.6%	\$2.25	\$271	773,082	248,793,984	6.1%
MD, Baltimore	5.6%	\$1.89	\$212	454,933	144,333,427	6.8%
United States Index	4.2%	\$2.00	\$245	66,758,179	11,902,154,940	6.7%
Canada Index	2.0%	\$1.79**	\$337**	7,849,853	802,742,020	5.0%

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
MI, Detroit	5.1%	\$1.50	\$136	806,834	261,411,454	7.5%
MN, Minneapolis	3.1%	\$1.54	\$170	693,213	206,286,061	7.1%
MO, Kansas City*	4.3%	\$1.46	\$167	616,158	131,749,074	7.0%
MO, Saint Louis	5.0%	\$1.35	\$142	762,036	174,071,389	8.1%
NC, Durham	2.5%	\$1.89	\$245	194,192	27,989,526	7.9%
NC, Raleigh	2.2%	\$2.01	\$247	1,560,164	76,017,918	6.4%
NE, Lincoln	3.8%	\$1.61	\$185	1,957	17,082,044	7.0%
NE, Omaha	4.9%	\$1.34	\$152	364,888	64,615,058	7.4%
NJ, Atlantic City	6.1%	\$1.37	\$158	13,835	18,229,119	7.3%
NJ, Northern New Jersey *	4.6%	\$1.94	\$214	696,166	136,150,514	6.9%
NJ, Trenton	5.1%	\$1.80	\$186	96,233	21,847,021	8.0%
NJ, Vineland	4.7%	\$1.20	\$169	3,000	8,431,604	7.0%
NV, Reno	4.5%	\$1.75	\$213	32,292	27,053,218	7.0%
NY, Long Island	4.3%	\$2.74	\$324	518,256	157,158,412	6.2%
NY, New York *	4.1%	\$3.86	\$434	3,246,448	627,706,461	5.9%
OH, Cincinnati	6.0%	\$1.22	\$124	536,880	133,153,420	7.9%
OH, Cleveland	4.3%	\$1.29	\$116	249,568	147,049,842	8.0%
OH, Columbus	3.6%	\$1.56	\$158	627,920	123,099,400	7.7%
ON, Toronto **	1.6%	\$2.09	\$395	2,538,816	301,426,241	4.5%
PA, Harrisburg	5.3%	\$1.37	\$140	167,707	35,164,595	7.5%
PA, Lehigh Valley *	4.5%	\$1.34	\$136	384,050	49,609,463	8.8%
PA, Philadelphia *	4.4%	\$1.78	\$191	1,156,415	339,040,119	6.9%
SC, Charleston	3.7%	\$1.96	\$254	672,515	49,329,180	6.4%
SC, Greenville	3.6%	\$1.41	\$163	188,682	63,514,885	6.9%
SC, Spartanburg	4.1%	\$1.10	\$121	30,888	26,661,035	8.2%
TN, Nashville	3.3%	\$2.30	\$261	1,270,500	120,707,089	6.0%
TX, Dallas-Fort Worth	4.6%	\$1.85	\$263	4,278,201	458,106,909	6.3%
TX, Houston	4.9%	\$1.89	\$244	5,145,621	427,579,491	6.7%
WA, Seattle	2.8%	\$2.40	\$330	546,996	179,740,737	5.7%
WI, Madison	2.3%	\$1.39	\$156	76,582	41,052,779	7.1%
United States Index	4.2%	\$2.00	\$245	66,758,179	11,902,154,940	6.7%
Canada Index	2.0%	\$1.79**	\$337**	7,849,853	802,742,020	5.0%

* 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)



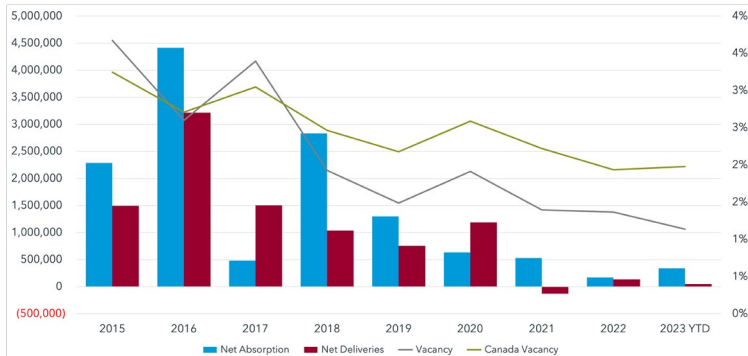
RETAIL MARKET OVERVIEW

MACYN SCHOLZ, *Director of Research*

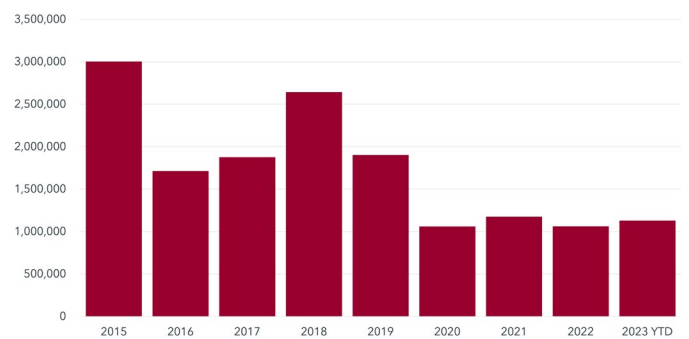
The first quarter of 2023 began with Bed, Bath & Beyond and Nordstrom's both deciding to close all Canadian operations, even though the Vancouver location was the latter's top performing store. Despite these large floor spaces being vacated, the retail industry has so far shown resilience, as there has been lots of interest in new tenants for the spaces. Large floor areas are hard to come by in Metro Vancouver, especially when vacancy remains low at 5.2%. Inflation had the largest deceleration since April 2020, and interest rates have paused, which is hopeful for players in the retail market as there is a potential for more sales, development, and consumer spending in the coming quarters.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	482,748	170,181	263,816	648,537	535,948
▼ Vacancy Rate	1.10%	1.36%	1.29%	1.21%	1.28%
▼ Avg NNN Asking Rate PSF	\$34.28	\$34.45	\$34.42	\$34.16	\$33.86
▲ SF Under Construction	1,128,633	1,062,729	1,219,480	1,250,608	1,219,881
▲ Inventory SF	126,694,668	126,645,482	126,440,474	126,458,364	126,443,405

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
32559 Logan Avenue Mission, BC	10,885 SF	\$3,732,500* \$343.00 PSF	William Wright Commercial R.E. Svc Romar Developments Ltd	Multi Tenant
8565 132nd Street Surrey, BC	8,881 SF	\$3,735,000* \$421.00 PSF	1401000 BC Ltd. Undisclosed	Multi Tenant
818 20th Street New Westminster, BC	5,680 SF	\$2,900,000* \$511.00 PSF	1120331 BC Ltd. Undisclosed	Multi Tenant

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1060 Granville Street Vancouver, BC	11,442 SF	Onni	Value Village Boutique	Second-Hand
658 Homer Street Vancouver, BC	7,778 SF	QuadReal & Westbank	Fogo de Chao	Restaurant
7637 Edmonds Street Burnaby, BC	4,979 SF	Undisclosed	Canadian Appliance	Appliances



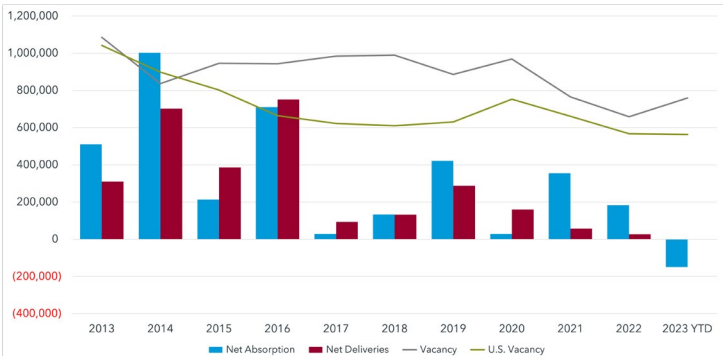
RETAIL MARKET OVERVIEW

AMANDA WOLFF-BROCK, *Senior Vice President*

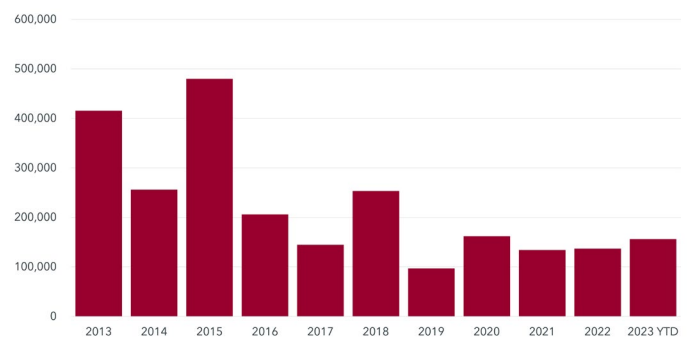
Retail rents in the Bakersfield market rose 2.9% annually during Q1 2023. Deliveries of 210,000 SF occurred over the past three years and 160,000 SF is currently underway. Vacancies are in line with the 10-year average and showed little change over the last four quarters. Bakersfield had 125 retail sales YOY, however, that proved to be the fewest over the past five years during a 12-month stretch. Investors slowed from their typical level of activity. Annual sales volume has averaged \$207 million over the past five years. YOY, \$232 million worth of retail assets sold. YOY, deals involving general retail lead annual sales, accounting for \$139 million. At 6.5%, the market cap rate is within a few basis points of the 12 month average, and on par with the US average.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(141,882)	18,315	27,218	(18,069)	155,646
▲ Vacancy Rate	5.05%	4.63%	4.69%	4.79%	4.65%
▲ Avg NNN Asking Rate PSF	\$18.72	\$18.48	\$18.48	\$18.36	\$18.12
▲ SF Under Construction	156,334	137,071	141,216	117,511	135,784
◀ ▶ Inventory SF	33,686,169	33,686,169	33,689,024	33,694,250	33,663,518

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1201 24th Street - Bldg D Bakersfield, CA	22,938 SF	\$4,140,033 \$180.49 PSF	Brent Cruz C&C Acquisitions Group LLC	Multi-Tenant
1501 White Lane Bakersfield, CA	21,880 SF	\$3,724,000 \$170.20 PSF	Wood Investments Companies 99 Cents Only Stores LLC	Single-Tenant
10530 Rosedale Highway Bakersfield, CA	13,331 SF	\$1,680,000 \$126.02 PSF	Tulsi Life Foundation Vinod Kumar	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6401-6465 Ming Avenue Bakersfield, CA	29,731 SF	MD Atkinson	Goodwill	Retailer
4703-5021 Stockdale Highway Bakersfield, CA	10,000 SF	Dollinger Properties	Blue Fig Farm	Grocery/Restaurant
9500 Brimhall Road Bakersfield, CA	10,000 SF	David Gay	Undisclosed	Fitness



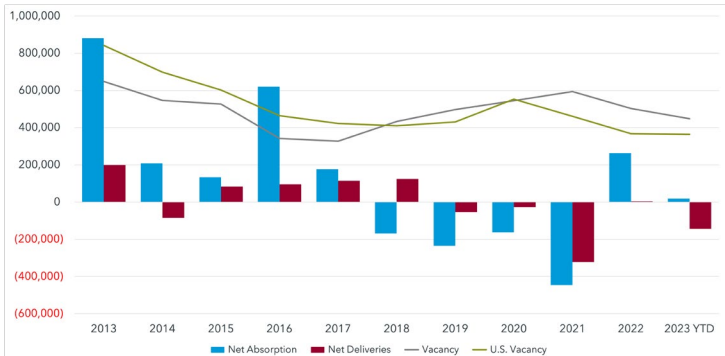
RETAIL MARKET OVERVIEW

TREVOR GLEASON, *Senior Associate*

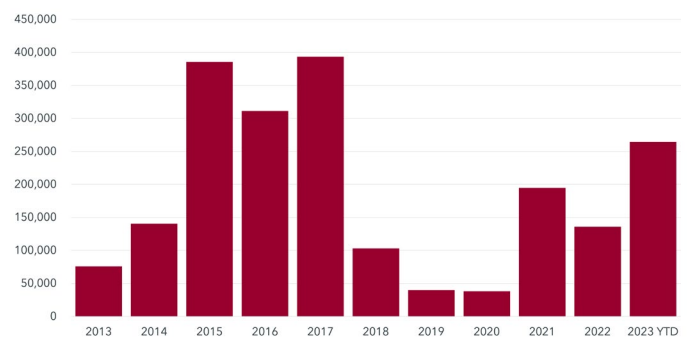
In the first quarter of 2023, the San Gabriel Valley retail market saw a notable increase in asking rates for commercial real estate properties. This is due to the high demand for retail spaces in the area, as well as the limited supply of available properties. As a result, the vacancy rate in the San Gabriel Valley has decreased, with more businesses opening their doors in the area. Additionally, landlords have become more selective in choosing tenants, as they seek to secure long-term leases with reliable and financially stable businesses. Despite the challenges posed by the COVID-19 pandemic, the SGV retail market continues to thrive and attract investors looking for prime commercial real estate opportunities,

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▲ 12 Mo. Net Absorption SF	18,347	(120,694)	210,694	179,951	(6,647)
▼ Vacancy Rate	4.6%	4.8%	4.6%	4.9%	5.2%
▲ Avg NNN Asking Rate PSF	\$25.94	\$25.57	\$24.81	\$24.36	\$24.83
▼ SF Under Construction	264,320	135,907	135,907	166,497	166,497
▼ Inventory SF	65,019,208	65,163,208	65,163,208	65,138,838	65,155,825

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1209 Plaza Drive West Covina, CA	152,087 SF	\$8,700,000 \$57.20 PSF	United Escrow Seritage Growth Properties	Single-Tenant
1193-1231 Huntington Drive Duarte, CA	68,216 SF	\$24,117,856 \$353.55 PSF	Richard W & Emily C Barrett Gerrity Group	Multi-Tenant
431 E Arrow Highway Glendora, CA	32,000 SF	\$5,425,000 \$169.53 PSF	Hai C Quach Palo Plesnik	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
19050 La Puente Road West Covina, CA	17,200 SF	Naresh & Priti Solanki	Undisclosed	Undisclosed
69 E Main Street Alhambra, CA	14,557 SF	Undisclosed	Dollar Tree	Retail
17515-17585 Colima Road City of Industry, CA	14,519 SF	James Campbell Company LLC	Undisclosed	Undisclosed



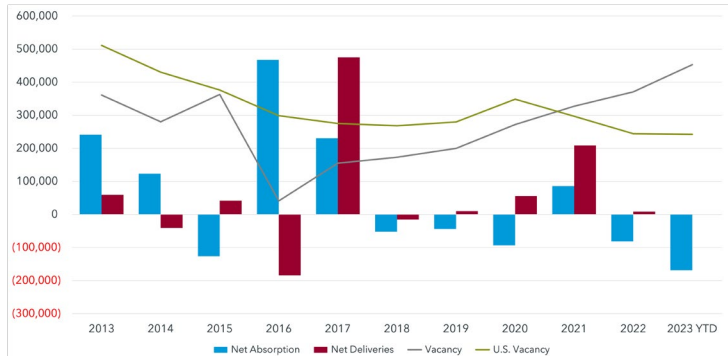
RETAIL MARKET OVERVIEW

JODI SHOEMAKE, *Founding Principal*

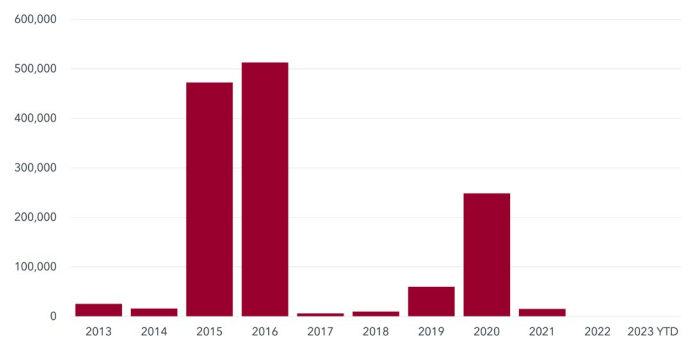
The Los Angeles - Tri Cities retail market is stable despite volatility across all markets in the region. Transaction activity is spurred by the continued return-to-work trend resulting in additional customers to restaurant and retail, and a resurgence in local tourism. Vacancy rates jumped to 5.9%, and the Tri-Cities is experiencing slightly higher than the average rental rates than Greater Los Angeles County. Net absorption increased; however, overall rents continue to remain stable year over year, a positive sign that the Tri Cities market is in good shape to weather the uncertainty of the remainder of 2023.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(168,447)	(73,087)	(80,108)	(419)	72,420
▲ Vacancy Rate	5.9%	5.2%	4.9%	4.6%	4.6%
▼ Avg NNN Asking Rate PSF	\$35.44	\$35.58	\$40.35	\$38.75	\$38.59
◀ ▶ SF Under Construction	-	-	-	-	-
◀ ▶ Inventory SF	26,383,593	26,383,593	26,383,593	26,383,593	26,383,593

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
600 N San Fernando Boulevard Burbank, CA	221,829 SF	\$14,405,000 \$64.94 PSF	Crown Realty and Development NETSTREIT Corp	Multi-Tenant
228 E Burbank Boulevard Burbank, CA	25,000 SF	\$6,025,000 \$241.00 PSF	Crown Realty and Development NETSTREIT Corp	Single-Tenant
1260 N Lake Avenue Pasadena, CA	18,209 SF	\$3,273,000 \$179.75 PSF	Red Mountain Retail Group, Inc. Big Lots, Inc.	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
531-561 N. Glendale Avenue Glendale, CA	15,340 SF	Pfk Properties	ACE Hardware	Hardware
1264 S. Central Avenue Glendale, CA	8,030 SF	Ninja Jump Inc	Asperix	Home Goods
448 E. Colorado Boulevard Pasadena, CA	4,950 SF	Charlotte Wagner	PRO Boxing	Martial Arts Supply



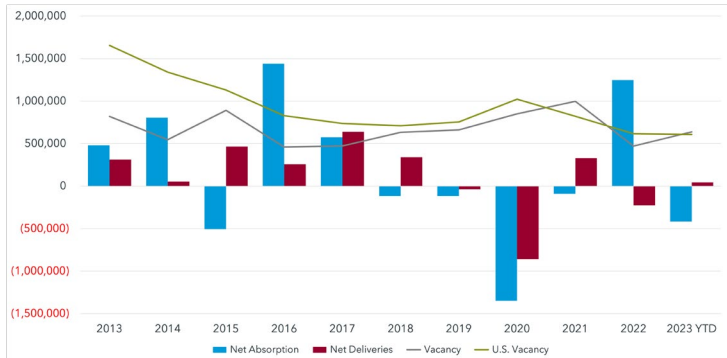
RETAIL MARKET OVERVIEW

VICTOR AQUILINA, *Principal*

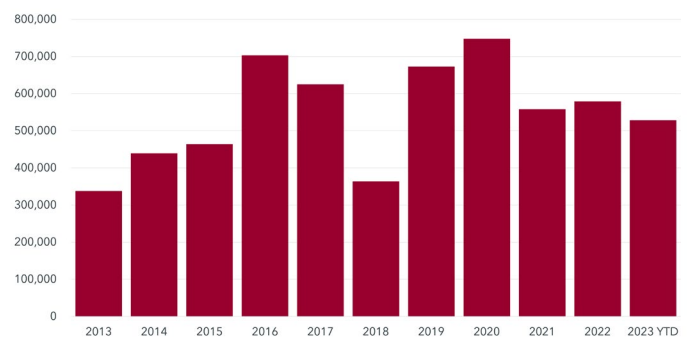
The San Diego retail market continues to stay strong through Q1, 2023. Vacancy is down 0.42% from Q1, 2022 and is currently 4.3%. In that same time period market rents have increased by 5% for a market average of \$2.83 NNN SF beating the national average of 3.7% growth over the past 12 months. Sales volumes have decreased significantly since mid-2022, due to interest rate hikes.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	580,484	1,246,821	1,140,330	1,435,717	980,240
▲ Vacancy Rate	4.3%	3.9%	4.2%	4.3%	4.7%
▲ Avg NNN Asking Rate PSF	\$33.91	\$33.25	\$32.90	\$32.71	\$32.25
▼ SF Under Construction	528,326	579,043	537,716	563,857	543,175
▲ Inventory SF	138,586,740	138,538,714	138,693,896	138,674,968	138,694,780

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
200-272 E Via Rancho Parkway Escondido, CA	387,550 SF	\$19,839,177 \$51.19 PSF	Steerpoint Capital Unibail-Rodamco-Westfield	Multi-Tenant
2310 Proctor Valley Road Chula Vista, CA	52,442 SF	\$13,350,000 \$254.57 PSF	Baldwin Park Plaza, LLC MGP IX Properties LLC	Multi-Tenant
760 Sycamore Ave Vista, CA	51,000 SF	\$6,800,000 \$133.33 PSF	Lookout LLC M&O Partners LP	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
350 W San Ysidro Boulevard San Ysidro, CA	38,000 SF	Balboa Retail Partners	El Super	Grocer
1135 Avocado Avenue El Cajon, CA	21,440 SF	9346 Abraham, LLC	Rite Aid	Pharmacy
12004 Carmel Mountain Road San Diego, CA	14,289 SF	American Assets Trust	Sola Salon	Hair Salon



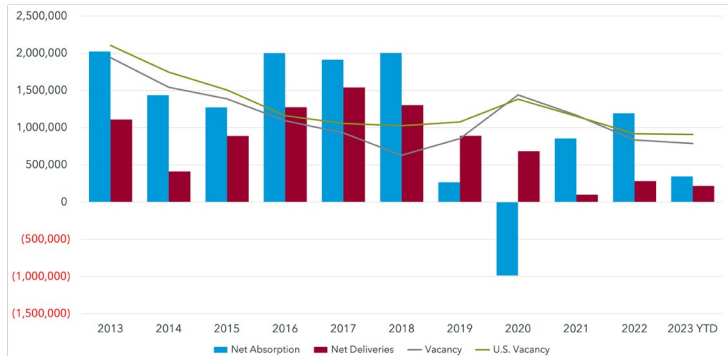
RETAIL MARKET OVERVIEW

JEFF HALLBERG, *Principal*

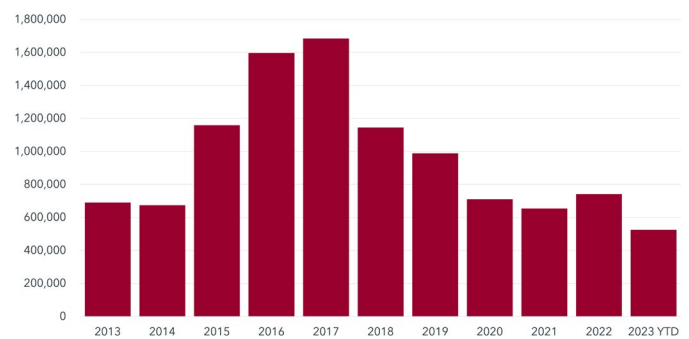
Consumer spending has been the main contributor to the Denver's retail sector's strong performance over the last few quarters. The leasing and investment markets could see a slowdown because of the rising interest rates, and high inflation that are all weighing on the market. Over the last seven quarters leasing activity has remained above average. Tenants moving in are outpacing those that are moving out. This has resulted in a year-over-year vacancy rate of 4%, which is nearing record lows. New construction projects are primarily freestanding build to suits. This lends itself to retail inventory growing at its slowest pace of the major assets classes in Denver helping to restore balance in the market.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	1,513,197	1,194,117	998,583	1,076,092	1,206,788
▼ Vacancy Rate	4.0%	4.1%	4.5%	4.6%	4.6%
▲ Avg NNN Asking Rate PSF	\$25.45	\$25.24	\$25.01	\$24.73	\$24.43
▼ SF Under Construction	525,173	741,176	840,097	865,534	810,248
▲ Inventory SF	159,277,252	159,053,715	158,926,614	158,825,596	158,696,040

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
8210-8385 Northfield Boulevard Denver, CO	175,000 SF	\$8,000,000 \$45.71 PSF	Stockdale Capital Partners Macy's	Single-Tenant
7590 S Broadway Littleton, CO	45,125 SF	\$8,000,000 \$177.79 PSF	Ron Boyer Benincasa Enterprises, LLC	Single-Tenant
8125 Sheridan Boulevard Arvada, CO	27,610 SF	\$1,951,000 \$70.66 PSF	Red Mountain Retail Group, Inc. Red Mountain Retail Group, Inc.	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2650 W Bellevue Avenue Littleton, CO	29,962 SF	Richard Hyde	Undisclosed	Undisclosed
24101 E Orchard Road Aurora, CO	29,790 SF	Utah Retirement Systems	Undisclosed	Undisclosed
9420-9440 N Sheridan Boulevard Westminster, CO	16,302 SF	Brixmor	Petco	Retailer



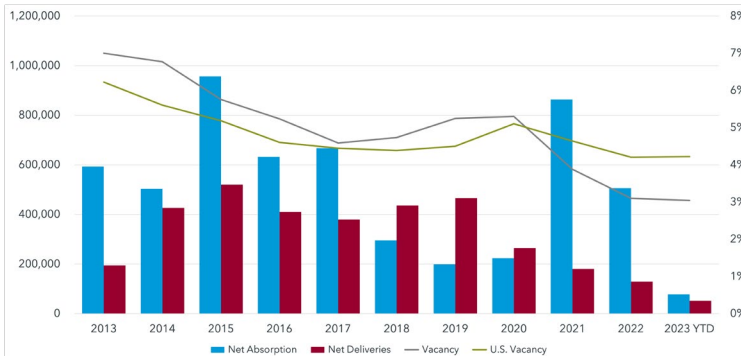
RETAIL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

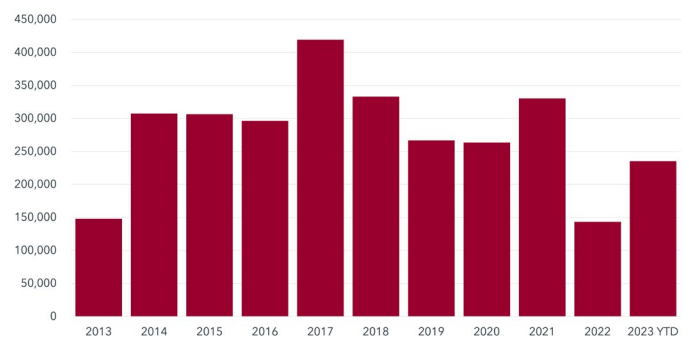
The retail market in Fort Myers showed resiliency despite the impact of Hurricane Ian and heightened economic uncertainty. The retail trade industry recorded a 1.6% year-over-year increase in employment as of February 2023. Limited new supply and steady demand for retail held vacancy at 3.1% for another quarter. New development expected mainly in the Cape Coral and Estero submarkets is only a fraction of current inventory. Overall net absorption was positive at the end of the first quarter. Seasonal tourism and job growth provided a strong base for retail fundamentals at the beginning of 2023.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	401,802	506,530	487,523	575,363	790,085
◀▶ Vacancy Rate	3.1%	3.1%	3.3%	3.8%	3.7%
▲ Avg NNN Asking Rate PSF	\$20.35	\$20.16	\$19.93	\$19.67	\$19.36
▲ SF Under Construction	235,274	143,234	218,782	290,842	325,768
▲ Inventory SF	48,928,494	48,876,734	48,810,768	48,902,501	48,828,030

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
5696 Bayshore Road North Fort Myers, FL	46,295 SF	\$6,500,000 \$140.40 PSF	NETSTREIT Corp. Elite Estates	Single-Tenant
601 Del Prado Boulevard N. Cape Coral, FL	18,610 SF	\$3,800,000 \$204.19 PSF	Harbor Properties, Inc. CC&D Holdings of Florida LLC	Multi-Tenant
16431 Corporate Commerce Way Fort Myers, FL	11,950 SF	\$8,100,000 \$677.82 PSF	GVW Property Holdings, LLC CS Holdings-Alico LLC	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
13761 N. Cleveland Avenue North Fort Myers, FL	31,529 SF	Mimms Enterprises	Paradise Village Market	Retailer
4300-4380 S. Cleveland Avenue Fort Myers, FL	31,200 SF	Destiny Buildings LLC	Highland Cabinetry	Retailer
527 SW Pine Island Road Cape Coral, FL	21,408 SF	Schottenstein Property Group	Undisclosed	Retailer



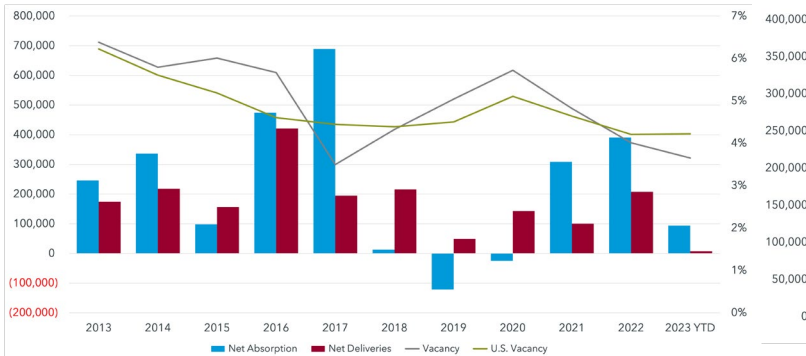
RETAIL MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

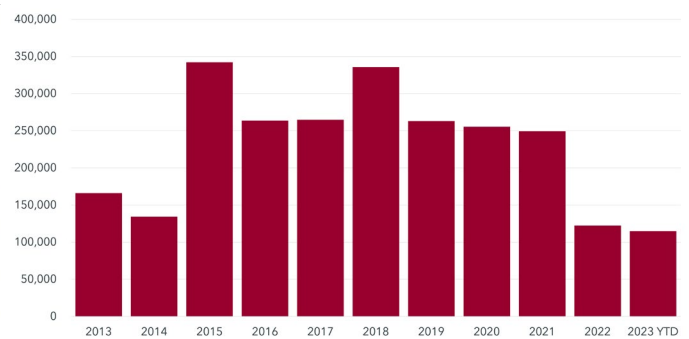
Demand for retail space in the Naples MSA slowed at the beginning of the year. Overall market vacancy recorded at 3.7%, measuring a tighter market than this time a year ago. Asking rents increased across all submarkets in Collier County. The greatest jump was recorded in Marco Island where limited availability in space gave landlords the opportunity to increase asking rents 41%. The trade area with the tightest market and largest rent premiums was the City of Naples where average rent reached a historic high of \$52.53 psf NNN. Job growth in the retail sector declined in Q1 with a mere 0.4% YOY increase in retail trade employment, for an additional 100 jobs.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	126,866	391,138	440,264	491,940	635,488
▼ Vacancy Rate	3.7%	4.0%	3.9%	4.0%	4.1%
▲ Avg NNN Asking Rate PSF	\$27.34	\$27.06	\$26.73	\$26.36	\$25.92
▼ SF Under Construction	114,928	122,310	130,510	124,150	66,940
▲ Inventory SF	24,006,239	23,998,857	23,990,657	23,982,667	23,982,667

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2390 Vanderbilt Beach Road Naples, FL	26,000 SF	\$10,000,000 \$384.62 PSF	Villager Apartments of Titusville, et al 3554 NW Federal Highway, LLC	Single-Tenant
6654 Collier Boulevard Naples, FL	12,601 SF	\$6,275,000 \$497.98 PSF	Bryer Properties LLC Crown Holdings Group	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
12703-12725 Tamiami Trail E. Naples, FL	4,824 SF	Brixmor	Princeton Pong	Recreation
401 5th Avenue South Naples, FL	4,393 SF	Hoffmann Commercial Real Estate	Natbank	Financial Institution



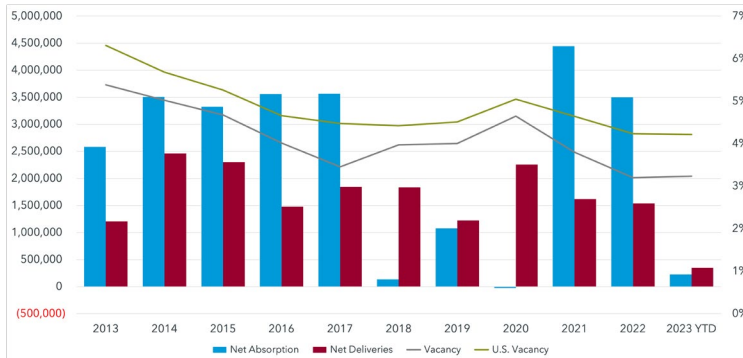
RETAIL MARKET OVERVIEW

SHEENA SABATIER, *Marketing Director*

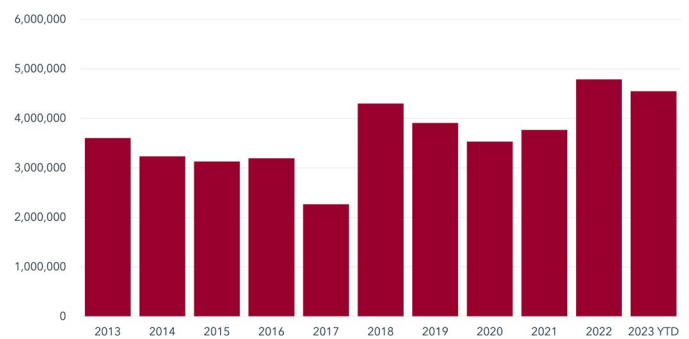
South Florida's Retail market continues to fare better than many other parts of the country, with vacancy rates holding steady at 3.1% across the three counties compared to a 4.2% nationwide average. Rental rates remain on the rise with average rents increasing in Miami-Dade County to \$43.31 PSF, Broward County to \$33.46 PSF, and Palm Beach County to \$33.59 PSF. Across the tri-county region, market cap rates have dropped to 5.5% and the average sale price has increased to \$375 PSF, though sales volume has been showing a decline over the last four consecutive quarters. New construction continues to deliver, bringing over 363,500 SF of new inventory in Q1 with over 4.5 Million SF currently underway.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	2,775,212	3,500,402	3,893,709	4,813,217	5,069,593
◀▶ Vacancy Rate	3.1%	3.1%	3.2%	3.3%	3.5%
▲ Avg NNN Asking Rate PSF	\$35.97	\$35.39	\$34.44	\$33.76	\$32.53
▼ SF Under Construction	4,548,365	4,788,610	4,383,686	4,259,350	4,599,099
▲ Inventory SF	336,973,562	336,626,002	336,359,956	336,094,537	335,549,040

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
11300 S Military Trail Golf, FL	72,282 SF	\$38,867,400 \$537.72 PSF	Yevgeniy Yermakov Stiles Retail Group	Multi-Tenant
18401-18461 Miramar Parkway Miramar, FL	70,288 SF	\$16,004,780 \$227.70 PSF	Phillips Edison & Company PGIM Real Estate	Multi-Tenant
13001-13191 W Sunrise Boulevard Fort Lauderdale, FL	60,000 SF	\$13,850,000 \$230.83 PSF	Harvest International Investments Florida Value Partners	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
777 Isle Of Capri Pompano Beach, FL	65,000 SF	The Cordish Co's, Eldorado Resorts	Top Golf	Recreation
10109 Southern Boulevard Royal Palm Beach, FL	38,448 SF	JBL Asset Management, LLC	El Bodegon	Supermarket
2718 SW 28th Lane Miami, FL	38,400 SF	Grass River Property LLC	Club Studio	Retailer



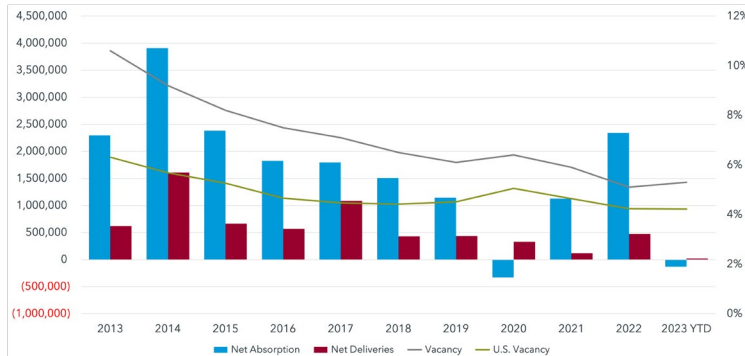
RETAIL MARKET OVERVIEW

KATE HUNT, Senior Research Analyst

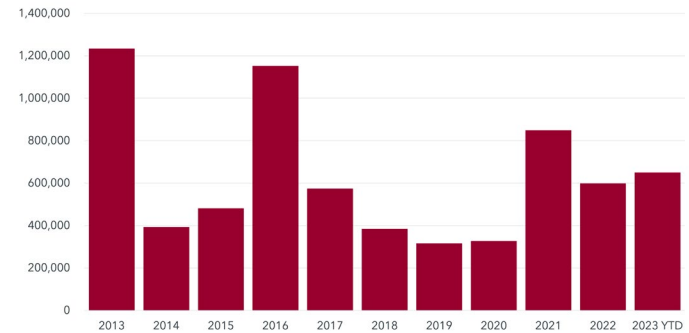
Atlanta's retail market paused in Q1 2023, recording negative absorption for the first time in nearly two years. Thanks to the region's diverse economy, favorable demographic trends, and a shortage of large-scale speculative supply, the metro's vacancy rate continues to remain historically low, at 5.3%. Over the past 12 months, retail net absorption has surpassed 1.89 MSF, while developers only delivered 20,000 SF to the market. With more employees returning to workplaces, additional foot traffic is expected to support restaurant and retail demand in population centers in and around Atlanta. Average retail asking rents have risen 8.3% year-over-year, standing at \$18.69 PSF at the end of Q1.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	1,824,662	2,341,341	2,072,144	2,281,741	1,676,042
▲ Vacancy Rate	5.3%	5.1%	5.4%	5.6%	5.9%
▲ Avg NNN Asking Rate PSF	\$18.69	\$18.48	\$18.03	\$17.26	\$17.26
▲ SF Under Construction	650,187	599,056	491,325	571,325	571,325
▼ Inventory SF	185,470,081	185,529,895	185,432,791	185,320,791	185,134,520

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
400 Ernest W Barrett Parkway NW Kennesaw, GA	432,815 SF	\$61,038,287 \$141.03 PSF	Kohan Retail Investment Group KeyBank	Multi-Tenant
5450 Peachtree Parkway Norcross, GA	94,117 SF	\$19,500,000 \$207.19 PSF	Sau Ping Kwok Sterling Organization	Multi-Tenant
6344 Cash Court Norcross, GA	115,367 SF	\$15,200,000 \$131.75 PSF	Westcott Enterprises LLC Alterman Commercial Real Estate	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1605 Buford Highway Buford, GA	49,298 SF	Liu Investments	AutoZone	Automobile Parts
2754-2792 Cumberland Blvd SE Smyrna, GA	27,968 SF	Crown Holdings Group	Rockin Jump	Amusement & Recreation
11105 State Bridge Road Alpharetta, GA	21,900 SF	American Management Services Inc	Vertigo	Arts, Entertainment & Recreation



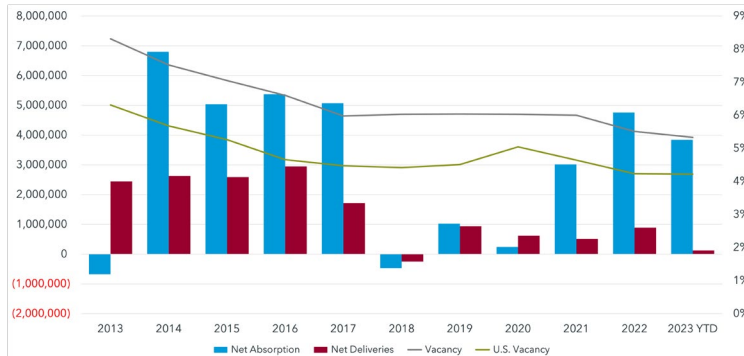
RETAIL MARKET OVERVIEW

DAN WORDEN, *Research Analyst*

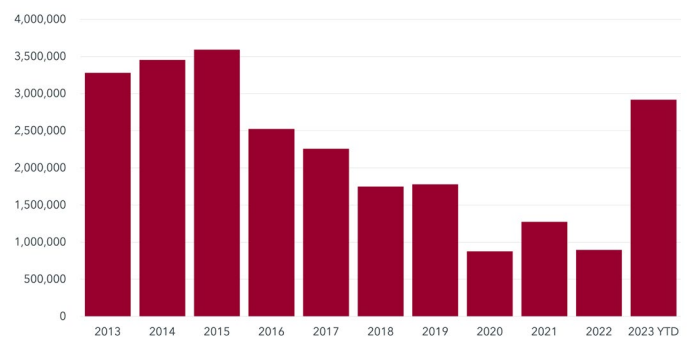
The Chicago area has actively been demolishing vacant and obsolete properties since 2017 while bringing primarily build-to-suit projects to market. In addition, local retailers are pivoting nicely to the market's increased demand for services, with discount and experiential retailers leading the pack. Demand for retail space increased by 3.9 million SF in Chicago over the past 12 months. Despite Chicago's population losses since 2018, it's recording the nation's third-largest increase in demand, behind only sunbelt population stars like Dallas and Phoenix. Over the past 12 months, Chicago rung up approximately \$4.0 billion in retail property sales - one of the market's highest annual sales volume recorded. However, this level should drop as 2023 unfolds.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	3,842,304	2,011,024	2,802,618	3,341,684	3,143,131
▼ Vacancy Rate	5.33%	5.51%	5.81%	5.83%	5.92%
▲ Avg NNN Asking Rate PSF	\$20.88	\$18.02	\$17.86	\$17.74	\$17.65
▲ SF Under Construction	2,918,547	897,320	1,259,987	1,313,067	1,126,645
▲ Inventory SF	584,486,216	582,647,663	582,305,048	583,661,167	579,736,791

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
2 Orland Square Drive Orland Park, IL	202,788 SF	\$4,305,000 \$21.23 PSF	Cubework Seritage Growth Properties	Multi-Tenant
3 Stratford Square Bloomington, IL	163,042 SF	\$2,155,000 \$12.33 PSF	Village of Bloomindale Burlington Stores, Inc.	Multi-Tenant
702-718 Commons Drive Geneva, IL	132,686 SF	\$22,625,000 \$170.52 PSF	The Mid-America Management Corp CIM Group, LP	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7700 S. Cicero Avenue Burbank, IL	42,765 SF	Wm 73 Re LC	Urban Air Adventure Park	Entertainment
101-105 N. Barrington Road Schaumburg, IL	37,000 SF	The Necessity Retail REIT, Inc.	Signature Fitness	Fitness
1745-1757 W. Fullerton Avenue Chicago, IL	35,676 SF	Mid-America Real Estate Corp.	PGA Superstore	Retailer



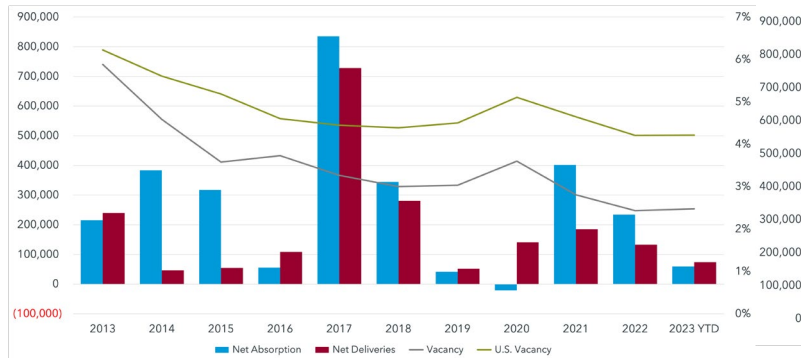
RETAIL MARKET OVERVIEW

CHARLES LANIER, MBA, CLS, CSM, CRX, *Vice President*

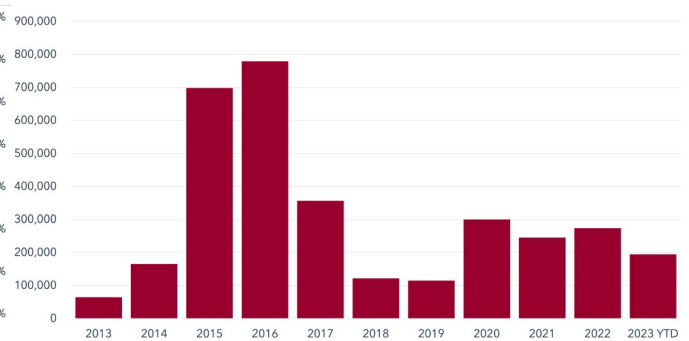
As the country frets about a possible recession, the Durham retail market remains strong with low vacancies and strong demand in the Downtown and I-40 corridors. Large tech/biomedical companies are adding jobs in the area, attracting new retailers to the market, and driving retail rents upward. Tenants are entering into bidding wars for spaces in highly desirable locations. New projects like Lata Park in north Durham, scheduled for delivery in 2024, are quoting rents in the upper \$30s and TICAM charges over \$6.50/sf are becoming more commonplace. Rents near the Streets at Southpoint are breaking the \$40/sf barrier. In the short term, vacancy rates are anticipated to remain low until more inventory is delivered to satisfy the strong demand.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	213,424	234,034	211,686	430,493	524,955
▲ Vacancy Rate	2.47%	2.43%	2.36%	2.56%	2.55%
▲ Avg NNN Asking Rate PSF	\$22.63	\$22.46	\$22.20	\$21.89	\$21.53
▼ SF Under Construction	194,192	273,449	328,648	299,405	316,157
▲ Inventory SF	27,991,026	27,916,769	27,866,295	27,821,166	27,794,414

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
11 Cole Place Road Chapel Hill, NC	19,800 SF	Undisclosed	GIC Real Estate STORE Capital Corporation	Single-Tenant
501 Washington Street Durham, NC	18,429 SF	\$11,230,000 \$609.54 PSF	Ram Realty Magnolia Development	Multi-Tenant
819-823 N Miami Boulevard Durham, NC	12,500 SF	\$850,000 \$68.00 PSF	Machu Pollo Baklayan Vicken & Zozete	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
100-129 Siler Xing Siler City, NC	25,000 SF	Cai Ngo	Kimbrell's Furniture	Wholesaler
2206-2230 N Roxboro Street Durham, NC	9,000 SF	City Of Durham	Advance Auto Parts	Retailer
3500 N Roxboro Street Durham, NC	7,564 SF	Insite Holdings	Humana	Finance and Insurance



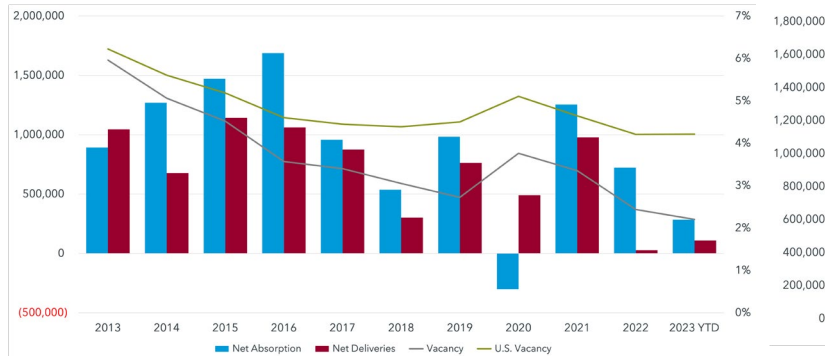
RETAIL MARKET OVERVIEW

CHARLES LANIER, MBA, CLS, CSM, CRX, *Vice President*

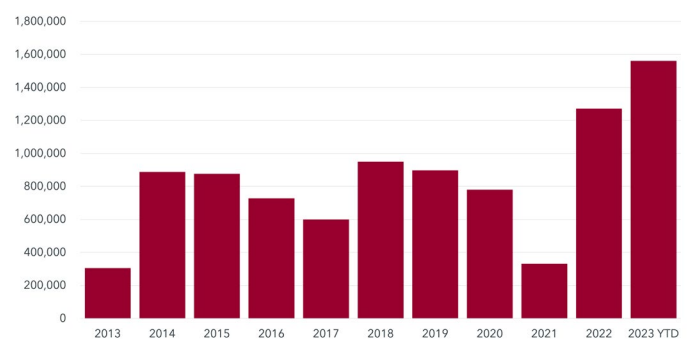
As the rest of the country frets about a possible recession, the Raleigh retail market has decided it will not be participating. Retail vacancies were at a record low of 2.0% in Q1 2023. Raleigh was ranked No. 5 U.S. job market, with many of the newer jobs focused on high-paying tech. This influx of talent and cash is attracting new retailers to the market and driving retail rents upward. Quoted rates for new projects scheduled for delivery later this year are in the mid to upper \$30s and TICAM over \$6.50/sf is becoming more commonplace. In the short term, vacancy rates are anticipated to remain low until more inventory is delivered to satisfy the strong demand.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	597,682	723,047	1,155,610	1,265,684	1,464,784
▼ Vacancy Rate	2.21%	2.44%	2.90%	2.81%	2.93%
▲ Avg NNN Asking Rate PSF	\$24.09	\$23.69	\$23.53	\$23.34	\$22.96
▲ SF Under Construction	1,560,164	1,271,365	1,255,371	1,213,731	491,844
▲ Inventory SF	76,022,663	75,911,098	76,036,399	75,995,040	75,968,499

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
3200 New Falls of the Neuse Road Raleigh, NC	75,927 SF	\$14,300,000 \$188.34 PSF	SVN Real Estate Associates ShopCore Properties	Multi-Tenant
1241 S Main Street Wake Forest, NC	29,060 SF	\$1,400,000 \$48.18 PSF	Villa AB 1 LLC Kay B. Cash	Multi-Tenant
2300 US 70 Highway E Garner, NC	28,540 SF	Undisclosed	GIC Real Estate STORE Capital Corporation	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5220 Capital Boulevard Raleigh, NC	35,008 SF	JDR Property Corporation	Undisclosed	Undisclosed
7330-7550 Creedmoor Road Raleigh, NC	34,097 SF	Kimco Realty Corporation	Painted Tree Boutiques	Retailer
1200 NW Maynard Road Cary, NC	11,400 SF	Rhyne Management Associates, Inc.	Golden Hex	Retailer



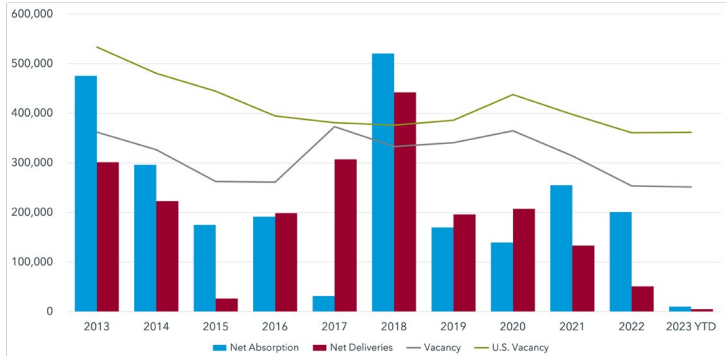
RETAIL MARKET OVERVIEW

GRACE NEWTON, *Vice President*

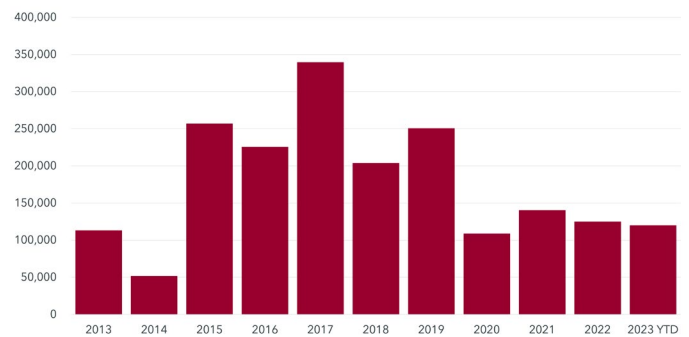
The retail market in Lincoln remains quite active from a leasing scenario. The vacancy rate stills low at 3% with many national tenants looking to enter or expand into the market. A lack of product and availability has made this a challenge. Rents have been rising over the past year due to this tight market. The net absorption in Q1 is lower than it's been in the past year. We anticipate this number to increase in the second and third quarters of 2023. Exciting projects in the downtown area including mixed-use development The Telegraph District continue to see lease signings and negotiations and are an example of local and regional tenants expanding in Nebraska.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▼ 12 Mo. Net Absorption SF	133,224	200,732	295,111	328,081	363,813
◀▶ Vacancy Rate	3.0%	3.0%	3.0%	3.2%	3.4%
▼ Avg NNN Asking Rate PSF	\$13.93	\$13.96	\$13.92	\$13.83	\$13.72
▼ SF Under Construction	120,000	125,000	121,759	129,439	137,661
▲ Inventory SF	21,490,456	21,485,456	21,495,069	21,487,389	21,451,167

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1742 N 48th Street Lincoln, NE	10,141 SF	\$1,000,000 \$98.61 PSF	Schafer Richardson William Wood	Single-Tenant
2311 N Cotner Boulevard Lincoln, NE	7,921 SF	\$565,000 \$71.33 PSF	Shoemaker Miller Real Estate Lot Investments LLC	Single-Tenant
510 Bradford Street Seward, NE	7,200 SF	\$177,000 \$24.58 PSF	Nick Sloup Indian Hills Land & Cattle Company	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6036 Havelock Avenue Lincoln, NE	5,252 SF	Speedway Properties	Piqued Antiques and Gifts	Retail
2620 O Street Lincoln, NE	4,968 SF	Speedway Properties	Fearless All-Stars	Arts, Entertainment, and Recreation
630 N Cotner Boulevard Lincoln, NE	3,753 SF	LPR LLC	Abuelita's Daycare	Services



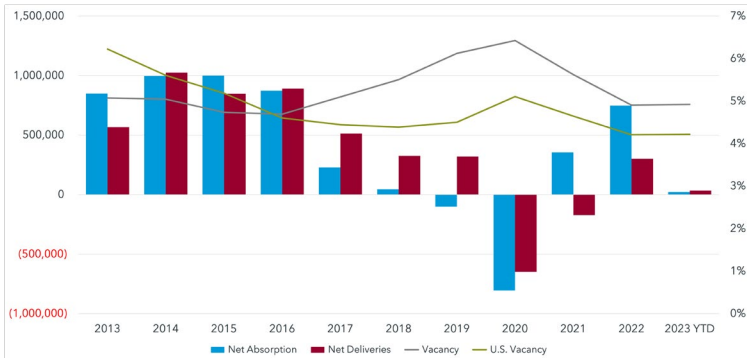
RETAIL MARKET OVERVIEW

JORDAN POTTHOFF, *Senior Associate Broker*

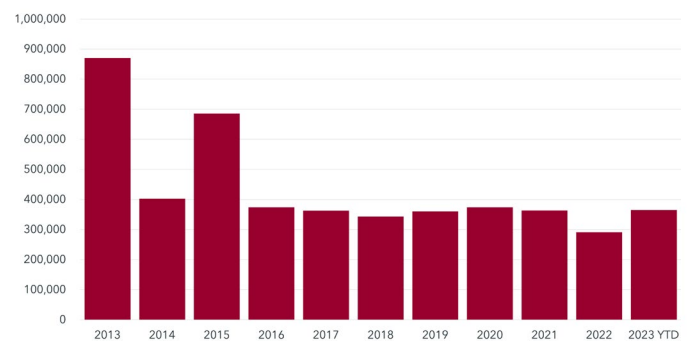
In a very active retail leasing market, construction remains where we saw it last year. This lack of inventory creates issues and has led to the vacancy rate remaining low at 4.9%. Landlords have been able to push rents and cut back on concessions as there aren't a lot of options available to tenant's after narrowing down location, budget, etc. Retail rents have grown at an average of 3% over the past three years. Buyers are on the hunt for portfolio deals to help make sense of pricing expectations because the market is so tight. All these factors only strengthen the importance of using a broker to source off-market opportunities through their connections.

MARKET INDICATORS	Q4 2022	Q3 2022	Q2 2022	Q1 2022	Q4 2021
▼ 12 Mo. Net Absorption SF	572,380	979,254	733,384	570,471	585,436
▲ Vacancy Rate	4.9%	4.6%	4.8%	5.2%	5.3%
▲ Avg NNN Asking Rate PSF	\$16.09	\$15.44	\$15.19	\$15.04	\$15.02
▲ SF Under Construction	364,888	361,206	470,339	559,043	531,645
▲ Inventory SF	64,644,766	64,348,641	64,244,558	64,126,090	64,067,887

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
13905-13955 S Plaza Omaha, NE	93,946 SF	\$8,000,000 \$85.16 PSF	Global Quest LLC - Douglas Ruge Valentino's	Multi-Tenant
2500 S 120th Street Omaha, NE	34,100 SF	\$985,000 \$28.89 PSF	Michael S Worley Nobbies	Single-Tenant
12101-12123 Emmet Street Omaha, NE	31,168 SF	\$2,700,000 \$86.63 PSF	Oak Investments - John Heine Tranquility, LLC	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8303 Spring Plaza Omaha, NE	10,583 SF	Dale Williams	For the Wild Birds	Retailer
5002-5044 S 108th Street Omaha, NE	9,552 SF	Vacanti & Randazzo Companies	Dollar Tree	Retailer
5101-5125 S 36th Street Omaha, NE	8,282 SF	Gordman Properties Company	Isla Del Mar Restaurante	Restaurant



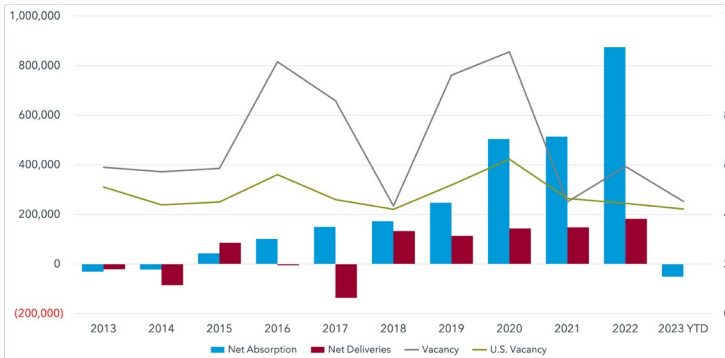
RETAIL MARKET OVERVIEW

LYLE CHAMBERLAIN, CCIM, *President*

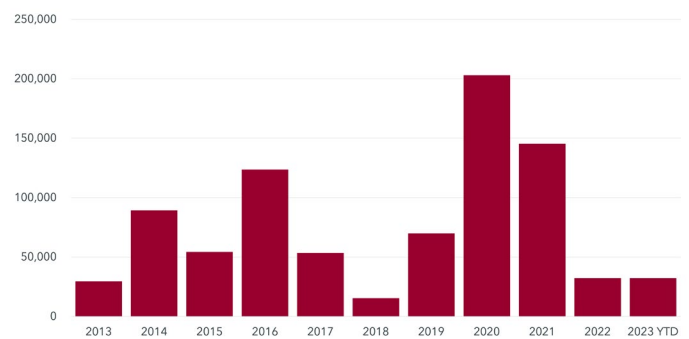
The Reno population has continued to grow, spurred by the regional job growth and the proximity to much higher priced California. The rise in interest rates has slowed, but not stopped the residential market as the rest of the equation is still in play with geographic location and the job market. This has kept the retail market in a healthy condition. Prior overdevelopment has caught up and new construction has not happened, supply seems to be adequate for the demand. With geographic conditions constraining new growth expanding outward, the expectations are continued redevelopment of existing areas to satisfy most of the upcoming needs and a continued, modest increases in pricing.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	52,498	172,955	259,482	108,965	491,798
▲ Vacancy Rate	4.6%	4.3%	4.7%	5.5%	4.4%
▲ Avg NNN Asking Rate PSF	\$20.98	\$20.71	\$20.64	\$20.51	\$20.25
◀ ▶ SF Under Construction	32,292	32,292	44,976	47,813	113,333
◀ ▶ Inventory SF	27,053,218	27,053,218	27,040,534	27,025,697	26,957,177

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1090 Kietzke Reno, NV	11,641 SF	\$1,566,500 \$134.57 PSF	Greg S Ricchini Kietzke Holdings, LLC	Single-Tenant
124 Wonder Street Reno, NV	6,818 SF	\$1,540,000 \$225.87 PSF	Mountain Valley Props LLC Trent Schmidt	Single-Tenant
1395 Big Fish Drive -Pad 6 Sparks, NV	2,707 SF	\$3,970,000 \$1,466.57 PSF	Gwenyth G O'Bryan Larry L. Johnson	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
593 E Prater Way Sparks, NV	7,083 SF	Jack Nguyen	Rock Thrift Store	Thrift
1052 S Virginia Reno, NV	5,200 SF	Jared Smith	MidTown Antiques	Collectibles
948 Victorian Avenue Sparks, NV	3,491 SF	Foote Living Llk Trust	Undisclosed	Neighborhood C Store



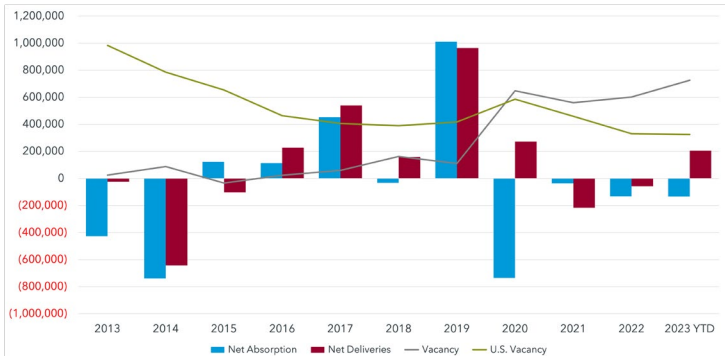
RETAIL MARKET OVERVIEW

SARAH ORCUTT, *Director of Research*

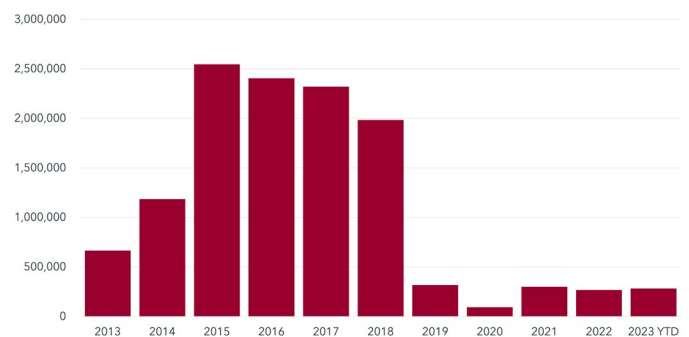
Manhattan's retail market continued its recovery into the first quarter with 293,449 square feet leased, a 36.1% increase from last quarter. The city continues to see signs of recovery from pandemic lows, with 63.3 million visitors projected to return this year and first quarter subway ridership averaging 3.1 million daily riders, up 24.1% from a year ago. Despite this momentum, the retail vacancy rate ticked up slightly to 5.5% with 12-month net absorption at negative 194,327 square feet. Retail market rents averaged \$135.21 per square foot, a 1.0% year-over-year increase. Several large retail deals were signed in the first three months of the year, with LVMH snagging the quarter's largest deal of 36,000 square feet at 6 East 57th Street, where the luxury retailer will take over the current Niketown space.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(194,327)	(132,734)	150,815	79,527	21,346
▲ Vacancy Rate	5.5%	5.1%	4.8%	5.0%	5.1%
▼ Avg NNN Asking Rate PSF	\$135.21	\$135.84	\$135.49	\$134.67	\$133.84
▲ SF Under Construction	282,100	267,169	267,169	267,169	308,920
▲ Inventory SF	59,014,667	58,958,148	58,958,148	58,963,160	58,981,417

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
235 West 57th Street New York, NY	28,892 SF	\$38,487,231 \$1,332.11 PSF	Astore Retail Condo LLC/RFR Realty Astor Retail Strategic Venture/Vanbarton Grp	Multi-Tenant (Condo)
155 Mercer Street New York, NY	16,500 SF	\$60,000,000 \$3,636.36 PSF	Weybourne Group Limited Thor Equities	Multi-Tenant
133 Eldrige Street New York, NY	11,078 SF	\$5,500,000 \$496.48 PSF	133 Eldrige Holdings LLC Dpmenick Capobianco & Elfriede Schuselka	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6 East 57th Street New York, NY	36,000 SF	The Trump Organization	LVMH	Luxury Apparel
881 Broadway New York, NY	35,000 SF	Winter Management	Crate & Barrel	Home Goods
555 Fifth Avenue New York, NY	34,536 SF	Trellis Charitable Fund	Barnes & Noble	Book Store



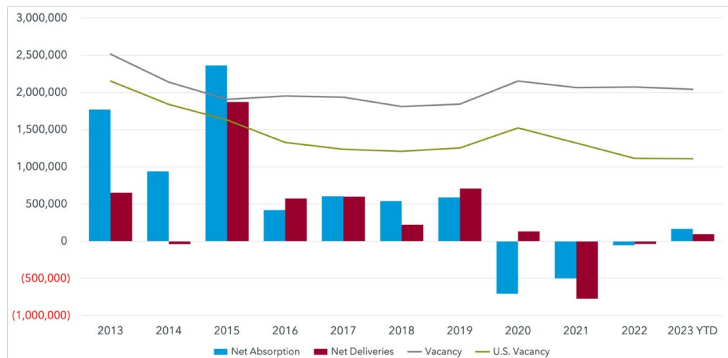
RETAIL MARKET OVERVIEW

TC BARTOSZEK, *Senior Vice President*

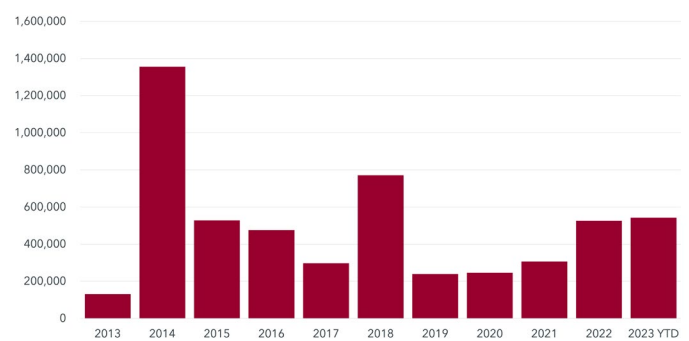
The uncertain economic and political climate has slowed down the rate at which retail was trending over the last two years. The disconnect between landlords/sellers and tenants/buyers is still a large gap. The impressive run that retail has been on over the last two to three years has left the market with extremely low vacancy, causing a decrease in activity. It appears the first half or two-thirds of this year will be a continuing struggle before an anticipated rise in action due to market stabilization.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	166,564	(53,263)	(188,078)	(129,573)	(364,036)
▼ Vacancy Rate	6.09%	6.15%	6.39%	6.25%	6.15%
▲ Avg NNN Asking Rate PSF	\$14.64	\$14.31	\$14.11	\$13.98	\$13.98
▲ SF Under Construction	542,618	526,545	546,152	337,799	335,692
▲ Inventory SF	133,152,201	133,057,003	133,048,115	133,056,448	133,070,746

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
1030-1060 Hansel Avenue Florence, KY	44,252 SF	\$6,100,000 \$137.85 PSF	Cloverleaf	Multi-Tenant
24486 State Line Road Lawrenceburg, IN	20,664 SF	\$1,645,875 \$79.65 PSF	Sony Empire LLC Communication Industrial Dev LLC	Multi-Tenant
8060 S Mason Montgomery Road Mason, OH	14,968 SF	\$5,593,000 \$47.40 PSF	Sansalone & Associates Corporate Partners Capital Grp Inc	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5030-5096 Glencrossing Way Cincinnati, OH	50,000 SF	Woodcrest Capital LLC	Nova Trampolines	Retailer
7800 Montgomery Road Cincinnati, OH	46,000 SF	Site Centers Corp	Big Sandy Furniture Store	Retailer
4535-4633 Roosevelt Boulevard Middletown, OH	27,683 SF	Kamin Realty Company	Michael's	Retailer



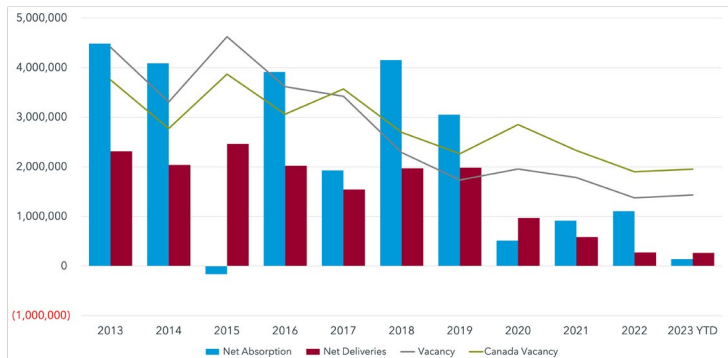
RETAIL MARKET OVERVIEW

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

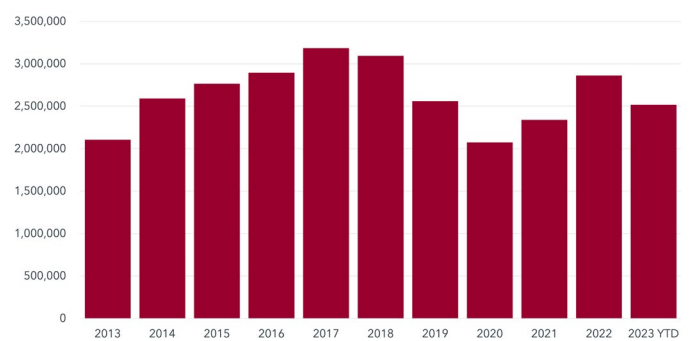
Retail in the Greater Toronto Area (GTA) is poised to recover well as we emerge from the pandemic, especially grocery-anchored retail centres. Even with the increasing CPI and interest rates, consumers will need to purchase everyday essentials making this format a preferred option for investors. Even though consumers are spending more, the effects of rising inflation and higher interest rates are impacting true growth in this sector. As the implications of higher inflation and a diminishing level of savings, consumers may slow their spending in the coming months. However, the rise in consumer prices positively affects landlords whose tenants' rents are correlated with their sales, translating into increased rent growth.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	1,261,377	1,106,258	987,998	1,292,459	786,785
◀ ▶ Vacancy Rate	1.60%	1.60%	1.60%	1.70%	1.90%
▲ Avg NNN Asking Rate PSF	\$34.09	\$34.01	\$33.75	\$33.36	\$32.78
▼ SF Under Construction	2,543,816	2,861,286	2,831,474	2,592,116	2,367,523
▲ Inventory SF	301,201,876	300,925,682	300,870,244	300,764,167	300,803,637

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
Portfolio Sale Ontario	3,746,535 SF	\$764,200,000* \$203.98 PSF	Sycamore Partners Lowe's Companies, Inc.	Multi-Tenant
5100 Erin Mills Parkway Mississauga, ON	800,000 SF	\$272,000,000* \$340.00 PSF	The Muzzo Group Ontario Pension Board	Multi-Tenant
3757 Keele Street Toronto, ON	93,088 SF	\$23,125,000* \$248.42 PSF	Nafeez Chowdhury CRAFT Development Corp	Single-Tenant

*All numbers shown are in Canadian dollars (CAD)

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1455-1457 McCowan Road Toronto, ON	28,676 SF	Desjardins Insurance	Princess Auto	Automotive
7979 Weston Road Vaughan, ON	23,186 SF	CPD Developments	Ashley HomeStore	Home Décor
15 Canmotor Avenue Toronto, ON	21,109 SF	Riverside Cardiology and Diagnostic Imaging	Social Motion Media Inc.	Media



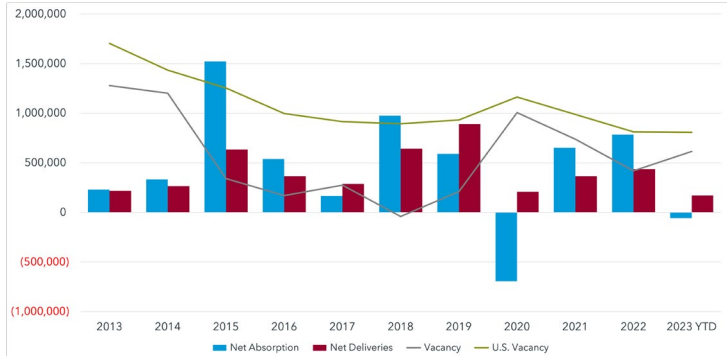
RETAIL MARKET OVERVIEW

JUSTIN ROSS, *Vice President*

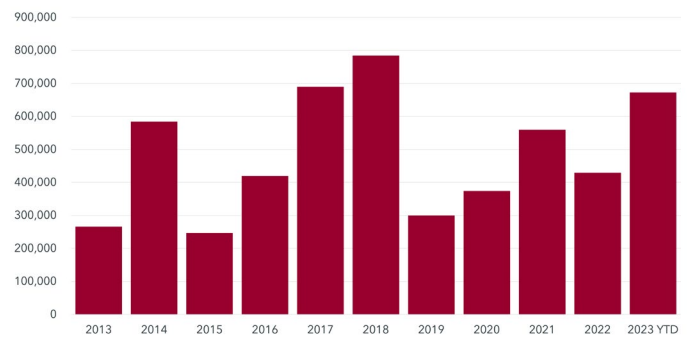
The retail consumption continues to be fueled by the growing population and tourism. The new Topgolf facility next to Tanger Outlets in North Charleston opened its doors in January. Investments continue in Charleston. About \$443 million traded hands over the last year and about 80% of sales volume involved national buyers. Average asking rents in Charleston is now over \$23.00/SF, the most expensive in the state. As new home construction, affordability, and population shifts further up away from the Charleston metro, so are the new retail developments. Berkeley and Dorchester counties both have over 100,000 SF of new retail space in the pipeline.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	756,382	784,560	846,676	797,669	545,711
▲ Vacancy Rate	3.6%	3.3%	3.5%	3.7%	4.0%
▲ Avg NNN Asking Rate PSF	\$23.47	\$23.31	\$23.05	\$22.77	\$22.44
▲ SF Under Construction	672,515	429,262	567,477	648,609	596,771
▲ Inventory SF	49,303,678	49,130,991	48,976,528	48,752,800	48,765,024

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
3484 Shelby Ray Court Charleston, SC	16,000 SF	\$7,200,000 \$450.00 PSF	Montecito Medical Real Estate National Veterinary Associates, Inc.	Single-Tenant
1306 N Main Street Summerville, SC	5,300 SF	\$4,006,250 \$755.90 PSF	Woodhaven South Carolina, LLC All Time High Holdings	Single-Tenant
155 King Street Charleston, SC	6,100 SF	\$3,375,000 \$553.28 PSF	King George Realty LLC 155 King Street LLC	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
705 W 5th North Street Summerville, SC	15,176 SF	Carter Rodney	Undisclosed	Undisclosed
97 Church Street Mount Pleasant, SC	14,700 SF	Geyer Morris Company	On The Water	Retailer
480 E Bay Street Charleston, SC	11,308 SF	Huguenot Square LLC/ Clouter Creek Corp	Undisclosed	Undisclosed



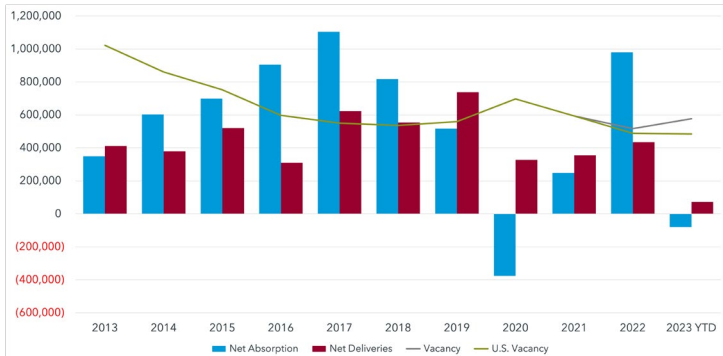
RETAIL MARKET OVERVIEW

ANDREW HARRILL, *Broker Associate*

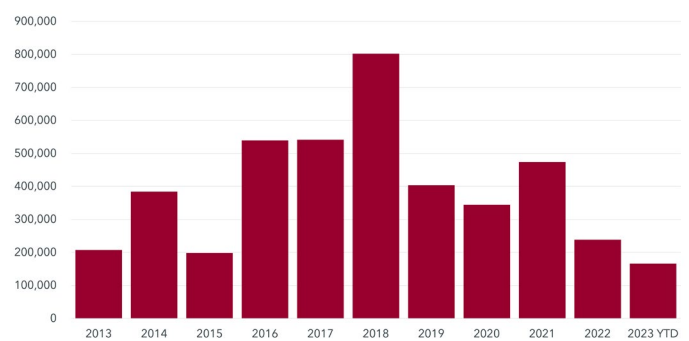
While the Greenville/Spartanburg retail market was heavily impacted by the pandemic during 2020, strengthening performance since that time has resulted in total net absorption surpassing 1.2 million square feet. Despite slightly negative absorption in Q1 of 2023, average NNN asking rents per square foot increased from \$12.06 in Q4 2022 to \$13.23 in Q1 2023, a rise of nearly 10%. Overall vacancy rose slightly in Q1, to 4.6%, an increase of 10 basis points since Q4 of 2022. The area has shown strong performance with grocers, discount retailers, and other retail services, while average annual population growth of 1.8% continues to spur additional consumer activity.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	459,164	979,676	803,686	734,990	430,438
▲ Vacancy Rate	4.6%	4.5%	4.5%	4.8%	5.0%
▲ Avg NNN Asking Rate PSF	\$13.23	\$12.06	\$12.02	\$11.79	\$11.28
▼ SF Under Construction	166,240	168,368	199,345	177,181	354,871
▲ Inventory SF	67,353,638	67,198,404	66,871,399	66,860,063	66,682,373

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
3715 E North Street Greenville, SC	129,287 SF	\$6,750,000 \$52.21 PSF	Greenville County Library System Club Forest Greenville, LLC	Multi-Tenant
1 E Butler Road Mauldin, SC	11,336 SF	\$5,060,000 \$446.37 PSF	LJS Mauldin, LLC Parker Group	Multi-Tenant
1401-1431 W Floyd Baker Boulevard Gaffney, SC	17,000 SF	\$4,050,000 \$238.24 PSF	Meridian Health Services Pacific West Land	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
701 Easley Bridge Road Greenville, SC	17,028 SF	Three Corners Development	The Play Café	Childcare
20 Liberty Lane Greenville, SC	11,123 SF	Kimbrell's Furniture Distributors	Elite Battles	Retailer
1036-1050 N Pleasantburg Drive Greenville, SC	5,153 SF	Bank of America	Pet Supply	Pet Care



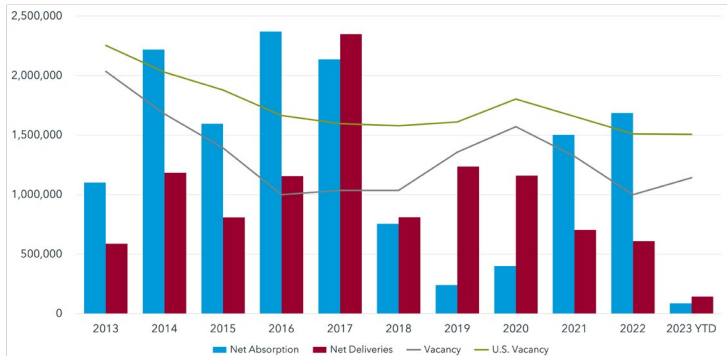
RETAIL MARKET OVERVIEW

GAINES HANKS, *Associate*

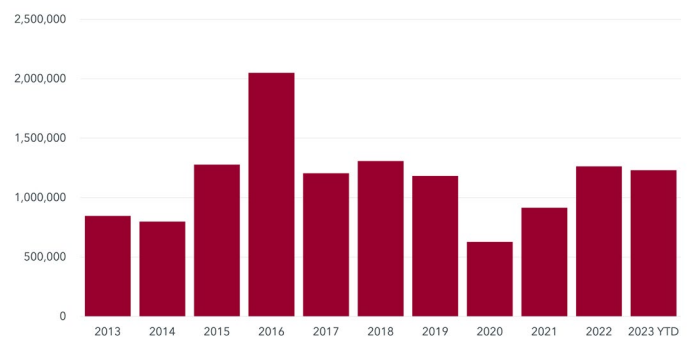
Like many sectors in the Nashville market, retail real estate has remained strong for the first part of 2023 due to positive economic and population growth. Retailers have been drawn to Nashville due to above-average household and income growth in the recent years. New construction has ticked up with the groundbreaking of the Tanger Outlets in Antioch, but the construction pipeline remains low, which has kept vacancy at historic lows as well. The combination of low vacancy and low construction starts has propelled retail rent growth in the market to one of the highest in the country, sitting at an impressive 7.6% for the past 12 months.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	1,006,045	1,686,450	1,287,670	1,474,988	1,319,014
▲ Vacancy Rate	3.2%	2.8%	3.3%	3.4%	3.7%
▲ Avg NNN Asking Rate PSF	\$23.89	\$23.01	\$23.08	\$23.14	\$22.45
▼ SF Under Construction	1,231,135	1,214,555	1,129,266	1,229,560	928,281
▲ Inventory SF	119,979,460	119,888,687	119,086,750	118,440,920	118,353,384

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
105 Broadway Nashville, TN	52,325 SF	\$30,000,000 \$573.34 PSF	105 Broadway LP MJM Real Estate Investments	Single-Tenant
1005 Beasie Road Murfreesboro, TN	43,000 SF	\$18,025,661 \$419.20 PSF	Lazydays RV Truist Securities	Single-Tenant
4012 Hillsboro Pike Nashville, TN	19,095 SF	\$8,500,000 \$445.14 PSF	Stoltz RE Partners George Morehead	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
855 W College Street Murfreesboro, TN	7,050 SF	Hearthstone	Mission Point Church	Religious
4886 Port Royal Road Spring Hill, TN	6,000 SF	Blue Ridge Investments	Whits Custard	Restaurants
204 N Locust Avenue Gallatin, TN	5,100 SF	Gregory Real Estate	Statco	Manufacturing



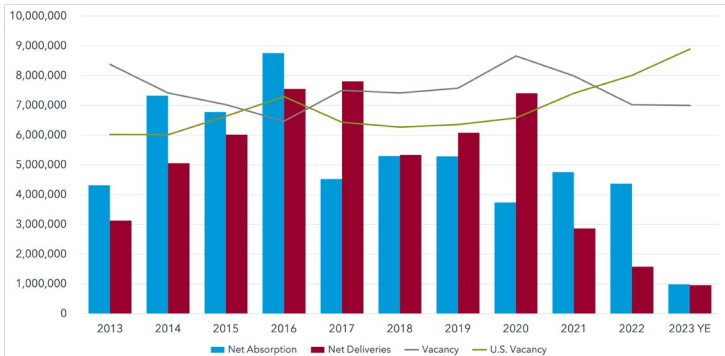
RETAIL MARKET OVERVIEW

GRANT WALKER, *Senior Director*

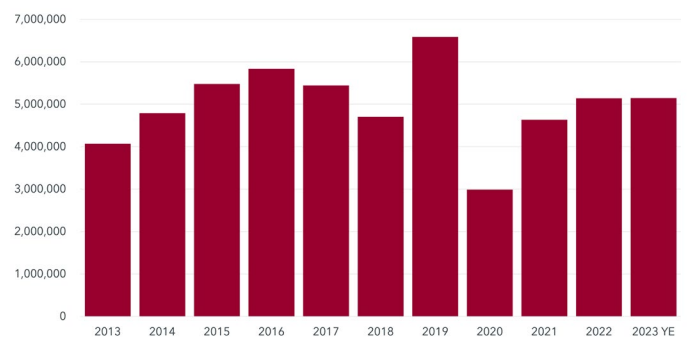
Houston's retail market is off to a strong start for 2023, especially in the employment sector. Year-over-year, February 2023 saw an increase of 148,500 in total job growth, which was 29,200 more than January 2022. Although there have been rumblings about a potential recession going back to the beginning of last year, there has been no concrete evidence in Houston's local job numbers to support the likelihood of a recession occurring. The citywide asking rates continue to climb, closing Q1 2023 at \$23.08 per square foot compared to \$21.87 per square foot at close of Q1 2022. There are no signs of this trend slowing with most economic forecasts showing rental rates almost doubling within the next five years.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	4,034,419	4,369,304	5,018,545	5,429,821	5,316,530
◀ ▶ Vacancy Rate	4.9%	4.9%	5.2%	5.3%	5.5%
▲ Avg NNN Asking Rate PSF	\$22.71	\$22.56	\$22.20	\$21.92	\$21.64
▼ SF Under Construction	5,145,621	5,140,134	4,888,662	4,808,420	4,620,101
▲ Inventory SF	427,579,491	426,625,734	426,858,923	426,432,165	425,776,051

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
18535 FM 1488 Road Magnolia, TX	94,724 SF	Undisclosed	Mark Milstead TriMarsh Properties, LLC	Multi-Tenant
2421 Gulf Freeway South* League City, TX	73,605 SF	Undisclosed	GIC Real Estate STORE Capital Corporation	Single-Tenant
1125 Magnolia Avenue* Webster, TX	64,917 SF	Undisclosed	GIC Real Estate STORE Capital Corporation	Single-Tenant

*Part of portfolio

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5319-5419 FM 1960 Road Houston, TX	41,453 SF	First National Realty Partners	Undisclosed	Big Box Retail Store
4310 Avenue H Rosenberg, TX	29,000 SF	Amin Noor	3 Gems Event Center	Arts, Entertainment, and Recreation
501-521 South Mason Road Katy, TX	28,750 SF	Global Fund Investments	Undisclosed	Retail Store



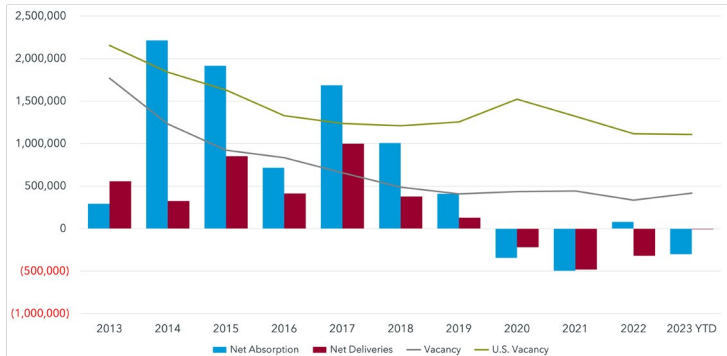
RETAIL MARKET OVERVIEW

AMANDA HAHNEMANN, CCIM, *Senior Vice President*

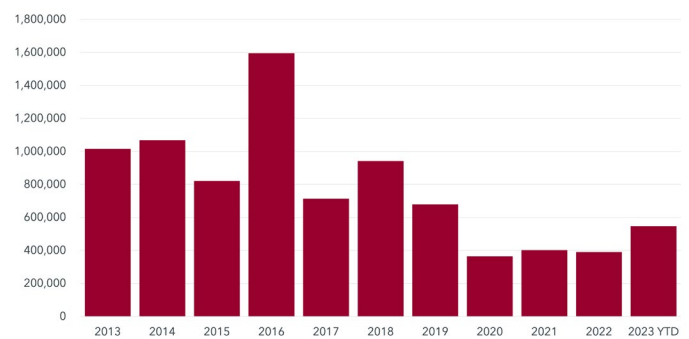
Inflation and higher interest rates continue to hamper retail leasing and sales activity. Economic concerns are causing hesitations for retailers' to commit to growth and expansion. Availability of space currently exists, with new inventory limited by construction slowdowns. Downtown retailers are still suffering from the lack of a robust office crowd. In contrast, well located, specifically experiential and service focused retail, remains strong in neighborhood markets. Moving forward, retail sales will require creativity where cash will be king and seller financing will help make deals pencil. Until desperation sales enter the market, transaction volume will be extremely low.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Net Absorption SF	(400,222)	79,360	(302,648)	(142,855)	31,405
▲ Vacancy Rate	2.82%	2.67%	2.68%	2.82%	2.61%
▲ Avg NNN Asking Rate PSF	\$28.75	\$28.49	\$28.12	\$27.96	\$27.76
▲ SF Under Construction	546,996	389,946	562,007	613,283	591,079
▼ Inventory SF	179,748,217	179,756,153	179,573,845	179,665,361	179,774,611

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
4423-4621 S Meridian Ave* Puyallup, WA	106,350 SF	\$23,187,410 \$218.03 PSF	Hyperion Realty Capital Guistina Resources	Multi-Tenant
32818 1st Avenue S Federal Way, WA	54,425 SF	\$4,650,000 \$85.44 PSF	Intracorp Homes Weidner Property Management LLC	Single-Tenant
2615 Broadway Everett, WA	47,056 SF	\$5,500,000 \$116.88 PSF	Undisclosed Lake & Company Real Estate	Single-Tenant

*Part of 4-property Sale

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
4786-4790 1st Avenue S Seattle, WA	31,687 SF	Terreno Realty	Undisclosed	Undisclosed
700 Bellevue Way NE Bellevue, WA	17,000 SF	Kemper Development Company	Din Tai Fung	Accommodation and Food Services
19500 Alderwood Mall Parkway Lynnwood, WA	14,354 SF	Vestar	Undisclosed	Undisclosed



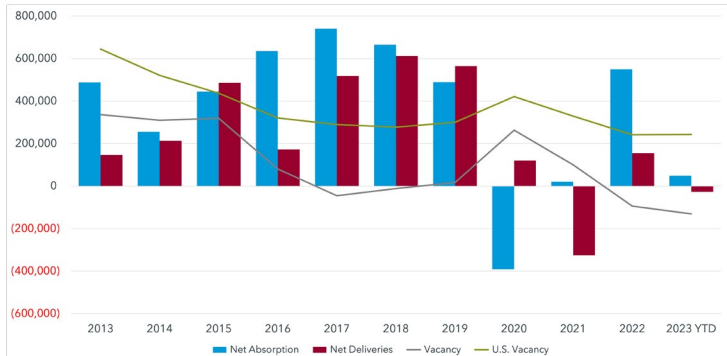
RETAIL MARKET OVERVIEW

CAMP PERRET, Vice President

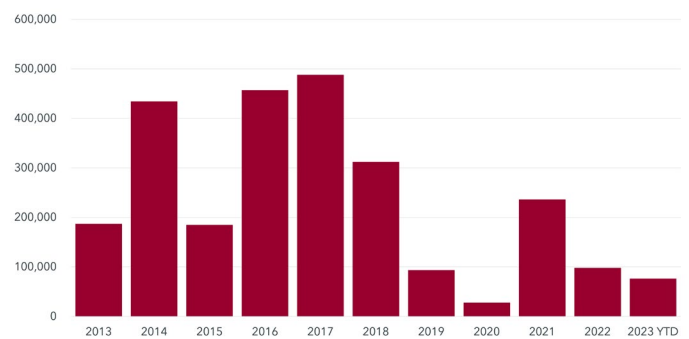
Among the 100 largest markets in the U.S., Madison's current retail vacancy rate of 2.3% is the lowest vacancy rate in the Midwest and the fourth lowest in the nation, which currently is averaging 4.2%. Limited retail inventory is pushing lease volumes down. Additionally, the lack of speculative construction, due to rising interest rates, along with six quarters of positive absorption is also affecting leasing activity. On a positive note, lack of inventory continues to push rental rates up. While leasing is declining, sales activity in the Madison retail market continues to attract record levels of investment capital due to positive market demographics.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Net Absorption SF	561,638	549,978	306,444	223,639	211,701
▼ Vacancy Rate	2.4%	2.5%	2.8%	2.9%	3.4%
▼ Avg NNN Asking Rate PSF	\$16.63	\$16.67	\$16.62	\$16.49	\$16.37
▼ SF Under Construction	76,582	98,236	235,169	251,294	246,915
▼ Inventory SF	41,054,517	41,081,263	40,962,999	40,938,166	40,922,246

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
53 W. Towne Mall (West Town Mall) Madison, WI	110,601 SF	\$18,000,000 \$162.75 PSF	Fidelis Realty Partners Seritage Growth Properties	Multi-Tenant
3650 University Avenue Madison, WI	41,786 SF	\$12,652,622 \$302.80 PSF	Exchange Right Real Estate LLC Flad Development & Investment	Single Tenant
1209 Joseph Street Dodgeville, WI	40,380 SF	\$2,000,000 \$49.53 PSF	McCon Building Corp Lands End	Single Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
202 Keenan Court Verona, WI	5,700 SF	PBJC Holdings, LLC	Undisclosed	Undisclosed
110 Market Street Sun Prairie, WI	4,928 SF	Guitarland Properties LLC	Guitarland Properties LLC	Retailer
2800 Sarah Lane Waunakee, WI	4,500 SF	Woodland Crest Investors LLC	Heartland Dental	Professional Services

MULTIFAMILY OVERVIEW: RENT GROWTH CONTINUES TO SLOW

Demand remained tepid in the first quarter among U.S. renters growing anxious about the prospects of a recession. Rent growth continued to moderate as new apartment deliveries far outpaced absorption. First-quarter net absorption totaled 44,796 units, which was off 17% from the same period last year. The addition of nearly 100,000 deliveries in Q1 helped push the national vacancy rate up 170 basis points to 6.6%. Meanwhile, overall year-over-year rents increased 3.9%. Rent for an average apartment totaled \$1,633 per unit or \$1.84 per SF. Also influencing apartment demand is reduced fear of covid infection in crowded living arrangements. Additionally, workers returning to offices and children to classrooms have reduced the need for work and study space.

The story is different in Canada, where renters should be accustomed to tight markets. Since 2015, the overall vacancy rate has averaged 1.5% and in Q1 settled at 1.2%. Major demand for units is fueled by Canada's generous immigration policies, which will welcome an average of 476,000 new permanent residents per year through 2025. The policy's goal is to attract young, bilingual, high-skilled migrants in order to build human capital within Canada's aging workforce.

A vast majority of the newcomers live in cities. But tough rent control policies have developers shifting from building apartments to producing for-sale condominiums. Toronto and Vancouver have posted some of the highest per-capita rates of high-rise condo development in North America. After delivery of 9,929 apartments in the last year, completions this year across Canada will total more 11,800.

Sun Belt markets that dominated the growth boom in 2021 experienced the largest pullbacks in rents last year. Las Vegas and Phoenix rents suffered the largest about-face, going from more than 20% annual growth to slightly negative of the last four quarters. Rents in California's 12 largest counties are down 3.5% since peaking last August.

Midwest and Northeast markets fared better. For example, Kansas City and St. Louis posted 5.7% annual rent growth in 2022. With only 141,000 units absorbed in 2022, completions totaled 435,000 apartments and the new supply outpaced demand in each quarter. At the end of 2022 there were a record 959,000 units under construction and expected 2023 deliveries total 507,000, an all-time high, as developers struggled with material disruptions and labor shortages. With most new construction consisting of mid- and high-rise apartments, the time in the construction pipeline is two or three times longer than for garden-style and low-rise units.

Multifamily continued to be the most sought-after asset type in 2022 but there was a downturn in sales activity in eight of the last nine months. Despite the pullback in transactions, sales totaled \$227 billion with the majority of deals occurring in the first half of the year. There was a 25% decline in property trading in the last six months of 2022.

Persistent inflation and the potential for interest rates to remain elevated are affecting terminal cap rates as investors adjust their rent growth assumptions and plan their exits.

LOWEST VACANCY RATE		HIGHEST MARKET RENT / UNIT		HIGHEST 12 MO. SALES VOLUME	
ON, Toronto	0.6%	CA, San Francisco	\$3,013	NY, New York*	\$11,457,422,407
BC, Vancouver	0.8%	NY, New York*	\$3,000	AZ, Phoenix	\$11,200,022,994
NY, New York*	2.3%	NY, Long Island	\$2,773	GA, Atlanta	\$11,164,514,829
NJ, Northern New Jersey	3.8%	MA, Boston - MA	\$2,716	CA, Los Angeles	\$10,530,827,907
CA, Orange County	4.0%	CA, Orange County	\$2,524	DC, Washington	\$7,417,685,780
U.S. Index	6.6%	U.S. Index	\$1,646	U.S. Index	\$189,138,706,396
Canada Index	1.2%	Canada Index	\$1,397 CAD	Canada Index	\$3,788,628,790 CAD

MOST UNITS UNDER CONSTRUCTION		LARGEST INVENTORY BY UNITS		LOWEST MARKET CAP RATE	
NY, New York*	65,334	NY, New York*	1,533,705	BC, Vancouver	2.4%
TX, Dallas-Fort Worth	51,291	CA, Los Angeles	1,008,705	ON, Toronto	3.4%
GA, Atlanta	36,903	TX, Dallas-Fort Worth	823,398	CA, San Francisco	3.5%
DC, Washington	36,540	TX, Houston	678,482	CA, Orange County	3.5%
TX, Houston	34,946	DC, Washington	554,830	CA, San Diego	3.8%
U.S. Index	1,037,844	U.S. Index	18,842,357	U.S. Index	4.9%
Canada Index	51,718	Canada Index	871,809	Canada Index	3.6%

* 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 / UNIT	MARKET SALE PRICE / UNIT	UNDER CONST. UNITS	INVENTORY UNITS	MARKET CAP RATE
AB, Calgary **	2.2%	\$1,195	\$190,132	5,756	65,710	4.6%
AZ, Phoenix	9.1%	\$1,568	\$305,746	34,489	365,990	3.8%
BC, Vancouver **	0.8%	\$1,568	\$421,178	9,962	129,002	2.4%
CA, Bakersfield	4.2%	\$1,266	\$143,194	49	24,615	5.8%
CA, East Bay	7.5%	\$2,396	\$445,053	5,787	187,727	4.1%
CA, Fresno	3.8%	\$1,347	\$167,668	179	54,864	5.3%
CA, Inland Empire	5.3%	\$1,977	\$303,730	6,658	170,020	4.2%
CA, Los Angeles	4.3%	\$2,211	\$423,775	26,910	1,008,705	3.9%
CA, Orange County	4.0%	\$2,524	\$519,808	6,522	248,459	3.5%
CA, San Diego	4.0%	\$2,369	\$453,540	7,744	273,459	3.8%
CA, San Francisco	7.4%	\$3,013	\$664,330	8,938	178,467	3.5%
CA, San Luis Obispo	4.6%	\$2,043	\$329,859	288	7,058	4.3%
CA, Santa Barbara	3.0%	\$2,314	\$395,798	178	19,572	3.8%
CA, Stockton	6.0%	\$1,628	\$187,600	426	28,617	5.6%
CA, Ventura	5.5%	\$2,466	\$415,401	451	35,487	3.8%
CO, Denver	7.3%	\$1,807	\$363,615	30,087	280,174	4.1%
DC, Washington	7.4%	\$2,074	\$344,424	36,540	554,830	4.5%
FL, Fort Myers	6.5%	\$1,933	\$271,946	3,955	30,142	4.3%
FL, Miami	5.1%	\$2,248	\$346,503	30,016	182,862	4.3%
FL, Naples	10.8%	\$2,389	\$345,103	1,389	13,683	4.0%
FL, Orlando	8.1%	\$1,805	\$275,949	25,633	201,760	4.1%
GA, Atlanta	9.4%	\$1,636	\$239,567	36,903	485,958	4.4%
GA, Savannah	6.9%	\$1,552	\$212,157	2,674	30,301	4.4%
ID, Boise	8.5%	\$1,519	\$275,590	4,262	34,978	4.0%
IL, Chicago	5.5%	\$1,668	\$244,108	16,808	543,296	5.5%
IN, Indianapolis	8.1%	\$1,195	\$130,002	7,038	160,293	5.5%
KS, Lawrence	2.5%	\$961	\$98,153	206	12,015	6.5%
KS, Topeka	9.6%	\$834	\$65,095	0	9,682	7.1%
LA, Baton Rouge	10.6%	\$1,115	\$139,347	1,214	39,461	5.8%
MA, Boston	5.1%	\$2,716	\$512,027	16,563	261,619	4.1%
MD, Baltimore	6.9%	\$1,612	\$210,508	4,968	205,929	5.1%
United States Index	6.6%	\$1,646	\$261,993	1,037,844	18,842,357	4.9%
Canada Index	1.2%	\$1,397**	\$266,572**	51,718	871,809	3.6%

MARKET	VACANCY RATE	MARKET RENT / UNIT	MARKET SALE PRICE / UNIT	UNDER CONST. UNITS	INVENTORY UNITS	MARKET CAP RATE
MI, Detroit	7.7%	\$1,209	\$112,341	5,046	226,995	6.0%
MN, Minneapolis	7.3%	\$1,435	\$194,811	16,297	262,171	5.3%
MO, Kansas City*	7.8%	\$1,203	\$158,462	8,106	170,714	5.2%
MO, Saint Louis	8.7%	\$1,157	\$147,248	5,038	140,552	5.8%
NC, Durham	8.1%	\$1,513	\$235,383	4,948	56,625	4.4%
NC, Raleigh	9.3%	\$1,553	\$263,354	17,228	116,531	4.2%
NE, Lincoln	3.8%	\$1,070	\$99,425	1,995	30,896	6.5%
NE, Omaha	5.7%	\$1,121	\$113,515	4,891	79,070	6.0%
NJ, Atlantic City	2.7%	\$1,543	\$146,382	88	10,178	5.8%
NJ, Northern New Jersey *	3.8%	\$1,974	\$269,769	17,740	156,854	5.0%
NJ, Trenton	3.5%	\$1,972	\$304,125	2,243	19,691	4.7%
NJ, Vineland	2.5%	\$1,238	\$116,893	0	3,153	5.7%
NV, Reno	8.1%	\$1,515	\$252,714	4,730	42,226	4.3%
NY, Long Island	3.9%	\$2,773	\$380,643	3,312	56,035	4.2%
NY, New York *	2.3%	\$3,000	\$439,770	65,334	1,533,705	4.2%
OH, Cincinnati	6.0%	\$1,174	\$109,140	6,179	136,780	6.5%
OH, Cleveland	6.5%	\$1,103	\$89,319	3,406	133,209	7.3%
OH, Columbus	6.8%	\$1,222	\$132,165	10,049	206,695	5.8%
ON, Toronto **	0.6%	\$1,514	\$277,344	18,055	385,727	3.4%
PA, Harrisburg	4.5%	\$1,272	\$142,188	920	30,393	5.6%
PA, Lehigh Valley *	4.0%	\$1,552	\$170,162	257	34,441	5.8%
PA, Philadelphia *	5.5%	\$1,643	\$223,774	22,040	346,867	5.1%
SC, Charleston	9.3%	\$1,704	\$247,371	4,795	64,650	4.3%
SC, Greenville	8.4%	\$1,314	\$188,137	5,620	48,504	4.8%
SC, Spartanburg	14.6%	\$1,203	\$154,414	964	14,544	4.8%
TN, Nashville	10.2%	\$1,655	\$264,390	22,784	154,089	4.4%
TX, Dallas-Fort Worth	8.7%	\$1,519	\$199,432	51,291	823,398	4.6%
TX, Houston	9.6%	\$1,309	\$169,920	34,946	678,482	5.2%
WA, Seattle	6.9%	\$1,947	\$427,193	29,338	374,168	3.9%
WI, Madison	2.9%	\$1,445	\$182,232	3,732	68,564	5.3%
United States Index	6.6%	\$1,646	\$261,993	1,037,844	18,842,357	4.9%
Canada Index	1.2%	\$1,397**	\$266,572**	51,718	871,809	3.6%

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

** Numbers shown are in Canadian dollars (CAD)



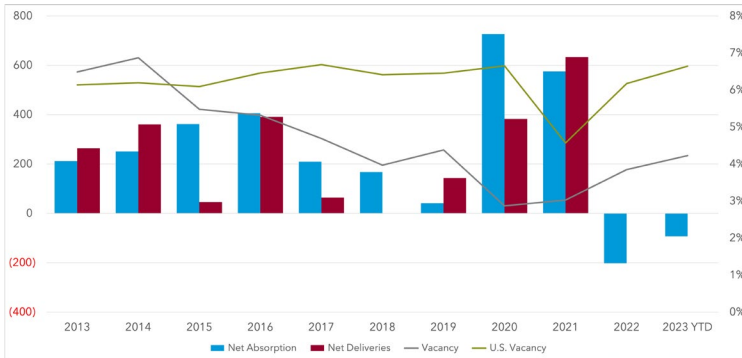
MULTIFAMILY MARKET OVERVIEW

CHAD BROCK, *Managing Principal*

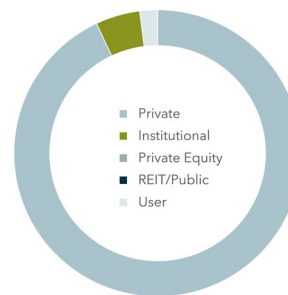
Bakersfield is primarily a SFR city with large apartment communities clustered near Downtown and scattered throughout the west and eastern suburban areas. Average rents in Bakersfield are \$1,270/unit, and rent growth has averaged 4.1% annually over the past decade. Rents have trended up 3.4% YOY and fall well short of the peak of 13.3% in early 2022. Rent growth in 2021 and 2022 drove increases up by 34.3%. Vacancy stood at 3.0% a year ago increasing to 4.2%, and lease-up for the market's new inventory has been strong. Future sales activity will likely be slow as rising interest rates limit the buying power of would-be investors, while potential sellers still expect top-of-the-market pricing.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Absorption Units	(93)	(118)	(84)	15	(15)
▲ Vacancy Rate	4.2%	3.9%	3.4%	3.0%	3.1%
▲ Asking Rent/Unit (\$)	\$1,267	\$1,255	\$1,260	\$1,246	\$1,223
◀ ▶ Under Construction Units	49	49	49	49	49
◀ ▶ Inventory Units	24,615	24,615	24,615	24,615	24,615

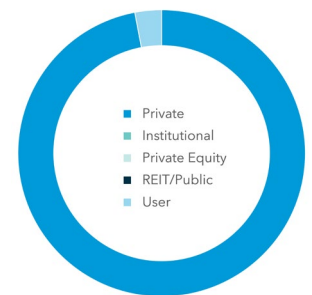
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE

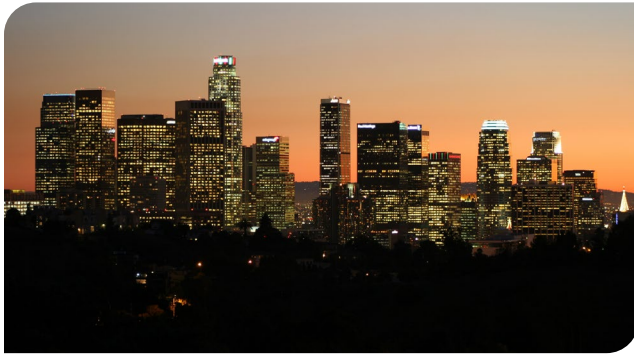


**Sale by Buyer' and 'Sale by Seller' Data is comprised of data from the previous 12 months.

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
5451 Norris Road Bakersfield, CA	\$30,975,434 \$93,019.32 Per Unit	333	Springwood Court Apts LLC Sequoia Affordable Family Housing LP
3201 Columbus Street Bakersfield, CA	\$32,609,053 \$258,802.01 Per Unit	126	Welltower Inc Holiday Retirement
Chimayo Street - Tyner Ranch Bakersfield, CA	\$30,850,000 \$183,630.95 Per Unit	168	Graceada Partners Hardt Investments IV, LLC

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Hardt Investments IV LLC	\$30,850,000
Positive Investments, Inc	\$7,140,000
John Chiu	\$6,550,000
Robert Montgomery	\$5,680,000
Beth Hoffman	\$5,350,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Sentinel Rock Realty Trust	\$30,850,000
Pro Residential Services, Inc	\$7,140,000
Rudy Rezzadeh	\$6,550,000
Xiangyu Wang	\$6,050,001
Matt Denio	\$5,350,000



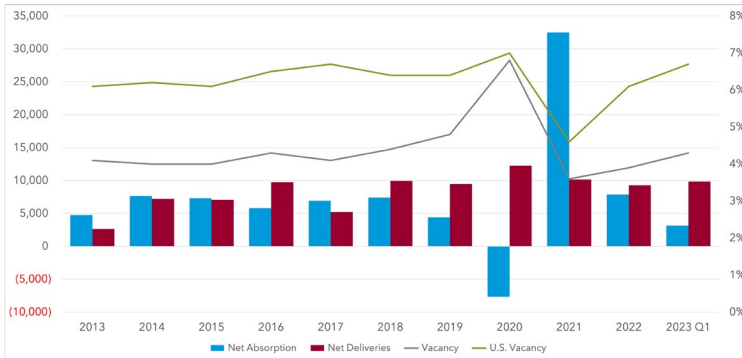
MULTIFAMILY MARKET OVERVIEW

WARREN BERZACK, *National Director of Multifamily*

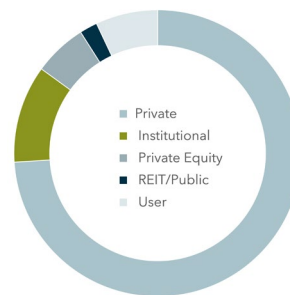
Los Angeles apartment market conditions provide mixed signals. Several data points suggest a stabilized market in 2023. Rents, which saw slight declines, reached a floor in early December. Renter demand has improved in recent months compared to negative net absorption witnessed late last year. While property managers are providing more generous incentives than a year ago, only around 20% offering concessions, has held steady since October 2022. On a market-wide basis, 4.3% vacancy, continues to increase, up from a recent low of 3.4% in 22Q1. Both demand and supply have precipitated the increase. Renters grew cautious last year as inflation reached decades-high levels and greater economic uncertainty surfaced.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	3,134	7,861	13,814	22,139	31,790
▲ Vacancy Rate	4.3%	3.9%	3.5%	3.4%	3.4%
▲ Asking Rent/Unit (\$)	\$2,211	\$2,187	\$2,183	\$2,164	\$2,128
▼ Under Construction Units	26,910	28,040	27,560	29,204	27,390
▲ Inventory Units	1,008,705	1,004,511	997,905	993,440	996,601

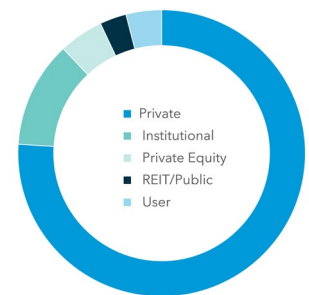
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
9115 N La Brea Avenue West Hollywood, CA	\$112,500,000 \$628,492 Per Unit	179	Olympus JP Morgan Chase
1625 W Pacific Coast Highway Wilmington, CA	\$67,500,000 \$337,500 Per Unit	200	OpenPath Investments Virtu Investments
6530 Independence Avenue Canoga Park, CA	\$54,000,000 \$263,415 Per Unit	205	LAApartments.Biz Pacific Urban Investors

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Carmel Partners	\$1,300,000,000
Holland Partner Group	\$640,000,000
Greystar Real Estate Partners	\$550,000,000
Greenland Group	\$500,000,000
Sares-Regis Group	\$480,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Positive Investments, Inc.	\$795,000,000
Douglas Emmett Management	\$645,000,000
Harbor Group International	\$605,000,000
CA Statewide Communities	\$545,000,000
Clarion Partners	\$520,000,000



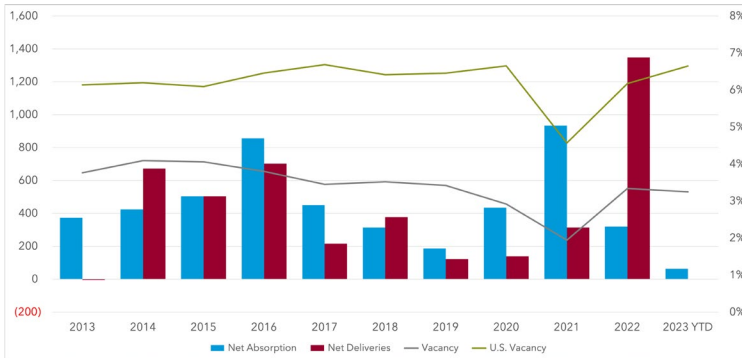
MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

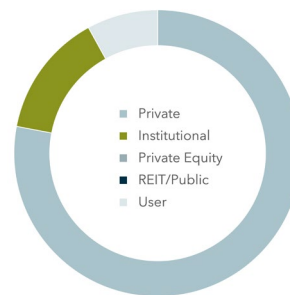
Interest rates on multi-family debt are hovering in the high five percent range. The rapid increase cost of debt over the last 12 months has slowed down transaction velocity. Sellers are reluctant to adjust to the new market conditions. As of this writing, the 10 Year Treasury Note is 3.439% down from its YTD high of 4.062% in early March. Additionally, the IRS has granted extensions to 1031 exchanges as a result of this winter's storms, allowing 1031 investors to take a breath. The shortage of housing supply continues to be the highest driver for upward pressure on rent growth, which drives the demand for multi-family acquisitions as a prudent long term investment.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Absorption Units	64	33	39	133	115
◀ ▶ Vacancy Rate	3.3%	3.3%	2.8%	2.7%	2.3%
▲ Asking Rent/Unit (\$)	\$1,845	\$1,831	\$1,833	\$1,827	\$1,797
▲ Under Construction Units	1,974	1,874	1,924	1,519	1,922
◀ ▶ Inventory Units	72,122	72,122	71,685	71,606	71,116

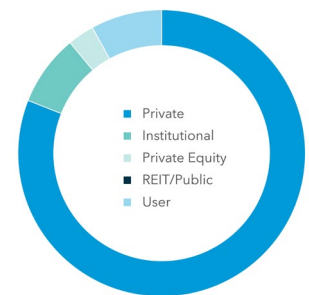
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
2900 E Virginia Avenue West Covina, CA	\$38,250,000 \$450,000.00 Per Unit	85	HFH LTD NextGen Properties
3420 Falcon Street Pomona, CA	\$14,500,000 \$302,083.33 Per Unit	48	The Walton Associated Companies Browar Group
5561 Sultana Avenue Temple City, CA	\$9,680,000 \$293,333.33 Per Unit	33	Maria T. Ho Robert Ho

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Legacy Partners	\$92,000,000
Abacus Capital Group	\$48,600,000
Venture Property Management	\$38,500,000
NextGen Properties	\$38,250,000
Barker Pacific Group	\$33,600,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Positive Investments, Inc.	\$130,444,176
Clarion Partners	\$92,000,000
Langdon Park Capital	\$48,600,000
HFH LTD	\$38,250,000
Eden Housing, Inc.	\$31,300,000



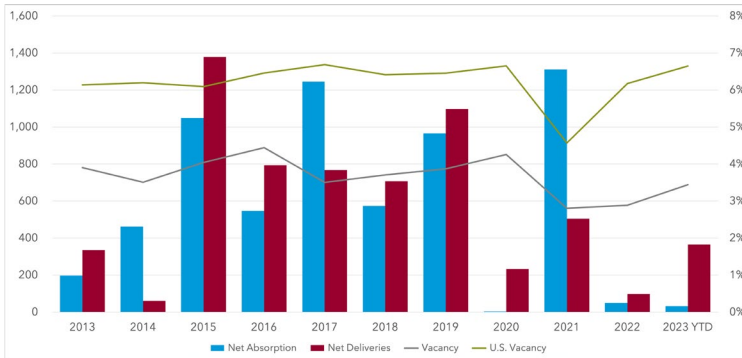
MULTIFAMILY MARKET OVERVIEW

ROBERT LEVEEN, *Senior Vice President*

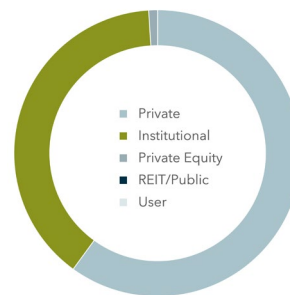
Interest rates on multi-family debt are hovering in the high five percent range. The rapid increase cost of debt over the last 12 months has slowed down transaction velocity. Sellers are reluctant to adjust to the new market conditions. As of this writing, the 10 Year Treasury Note is 3.439% down from its YTD high of 4.062% in early March. Additionally, the IRS has granted extensions to 1031 exchanges as a result of this winter's storms, allowing 1031 investors to take a breath. The shortage of housing supply continues to be the highest driver for upward pressure on rent growth, which drives the demand for multi-family acquisitions as a prudent long term investment.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Absorption Units	33	(137)	55	12	120
▲ Vacancy Rate	3.4%	2.9%	2.6%	2.6%	2.6%
▲ Asking Rent/Unit (\$)	\$2,392	\$2,371	\$2,374	\$2,353	\$2,318
▼ Under Construction Units	1,606	1,940	1,940	1,767	1,539
▲ Inventory Units	57,524	57,159	57,159	57,061	57,061

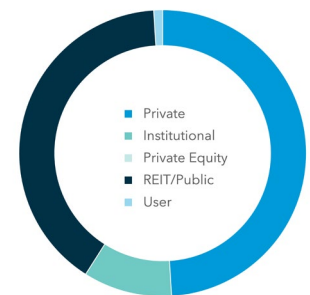
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
1300-1304 W Olive Avenue Burbank, CA	\$7,500,000 \$187,500.00 Per Unit	40	Burlington Beverly LLC & Olive Apartments Kaplanis 2007 Family Trust
655 Ivy Street Glendale, CA	\$3,300,000 \$275,000.00 Per Unit	12	Craig & Kimberly Ballard Wallace N. Anderson
415 W Riverside Drive Burbank, CA	\$1,900,000 \$190,000.00 Per Unit	10	Northwest Mutual LLC Carol Derry

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
AvalonBay Communities, Inc.	\$172,300,000
Legendary Group	\$48,000,000
The Guardian Life Insurance Co of America	\$38,000,000
HumanGood	\$19,500,000
Walker Family Trust Survivors Trust A	\$16,200,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
CalSTRS	\$172,300,000
Frank W Butler Family Trust	\$48,000,000
HSR Management Inc	\$38,000,000
Pasaterra Capital	\$22,750,000
HumanGood	\$19,500,000



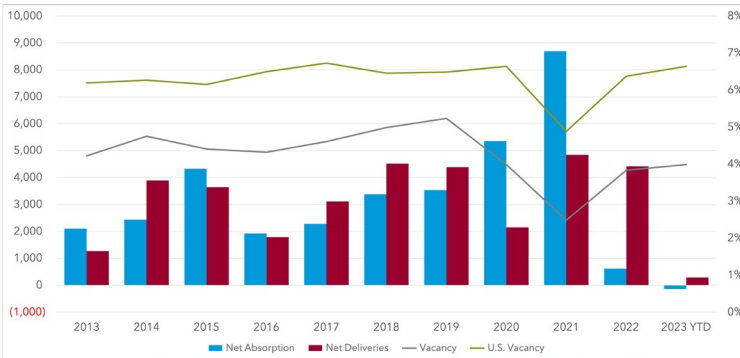
MULTIFAMILY MARKET OVERVIEW

ERIC VON BLEUCHER, *Principal*

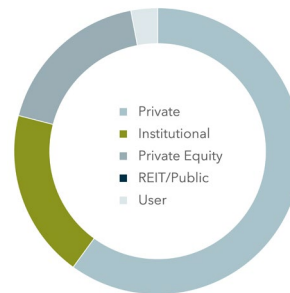
Q1 2023 - San Diego multifamily market averaged \$447k/unit versus \$431k/unit for Q1 2022. Average cap rates were 3.8%, versus 3.9% a year ago. California \$1M-\$6M multifamily 5-year fixed rate is 5.27%-6.02%, 7-year is 5.25%-5.73%, 10-year is 5.34%-5.87%. California \$6M-\$100M multifamily 5-year fixed rate is 5.17%-5.87%, 7-year is 5.23%-6.13%, 10-year 5.09%-5.94%. Vacancy rates rose to 3.97% since Q3 2021 at 2.46%. All rent categories have increased since last quarter. Studios from \$1,809 in Q4 2022 to \$1,828 in Q1 2023. 1-beds increased from \$2,067 in Q4 2022 to \$2,097 in Q1 2023. 2-beds surged from \$2,497 in Q4 2022 to \$2,536 in Q1 2023. 3-beds climbed from \$3,160 in Q4 2022 to \$3,172 in Q1 2023.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	61	594	1,626	4,416	7,258
▲ Vacancy Rate	4.0%	3.8%	3.5%	2.9%	2.7%
▲ Asking Rent/Unit (\$)	\$2,367	\$2,336	\$2,367	\$2,357	\$2,267
▲ Under Construction Units	7,175	7,064	7,084	7,931	8,505
▲ Inventory Units	273,588	273,298	272,746	271,412	269,828

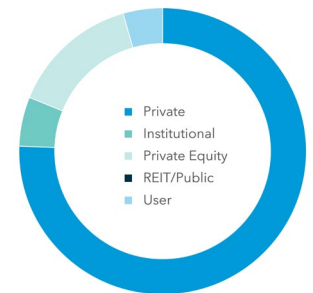
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
6363 Beadnell Way San Diego, CA	\$90,480,000 \$335,111.11 Per Unit	270	FPA Multifamily LLC Gleich Properties
3454 Ruffin Road San Diego, CA	\$73,087,500 \$292,350.00 Per Unit	250	FPA Multifamily LLC Gleich Properties
229 16th Street San Diego, CA	\$21,000,000 \$210,000.00 Per Unit	100	Ball Park San Diego LLC Jones Family Survivors Trust

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone Inc.	\$321,385,118
Gleich Properties	\$203,667,500
Holland Partner Group	\$148,250,250
Sekisui House	\$148,250,250
G.W. Williams Co.	\$127,700,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Bridge Investment Group	\$169,250,000
FPA Multifamily LLC	\$163,567,500
Holland Partner Group	\$148,250,250
Pacific Life Insurance Company	\$148,250,250
Waterton	\$141,000,000



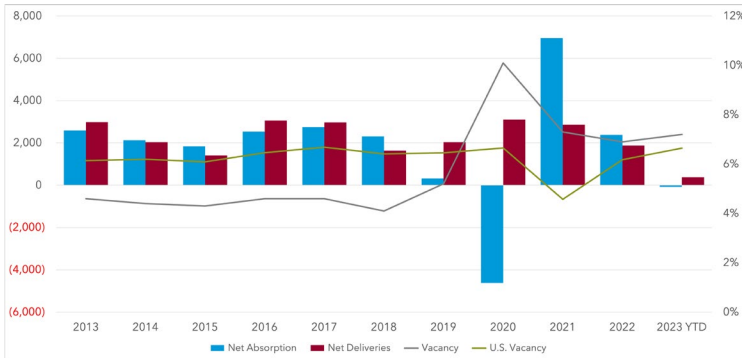
MULTIFAMILY MARKET OVERVIEW

RYAN ABEL, *Vice President*

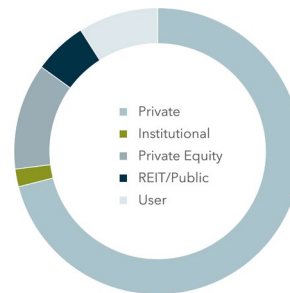
In Q1 2023, multifamily rental prices have held steady in comparison to Q4 2022. Yet net absorption of units has been lower than expected. Vacancy rates have increased with Bay Area companies still shedding more jobs. Asking rents still remain steady moving into 2023. There's been an increase in 10+ unit buildings being put on the market and we expect that trend to continue into the 2nd quarter of this year with the amount of properties that have gone into receivership at the end of 2022 and with owners opting to sell and take profits instead of refinancing their properties given the increases of interest rates in comparison when short term debt was substantially cheaper from the last decade.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	1,437	2,365	2,765	3,723	5,553
▲ Vacancy Rate	7.20%	6.90%	6.80%	6.70%	7.10%
▲ Asking Rent/Unit (\$)	\$2,879	\$2,871	\$2,906	\$2,832	\$2,894
▲ Under Construction Units	2,482	2,007	2,339	2,951	2,939
▲ Inventory Units	158,270	157,893	157,404	156,543	156,543

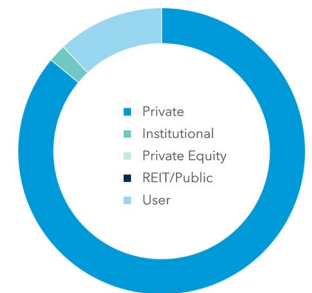
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
1700 Golden Gate Avenue San Francisco, CA	\$6,625,000 \$276,041.67 Per Unit	24	1700 Golden Gate Avenue Partners LP Cody & Michelle William
1895 Jefferson Street San Francisco, CA	\$7,325,000 \$406,944.44 Per Unit	18	The Jeremy Ryan Devich Living Trust The Lembi Group
2361 California Street San Francisco, CA	\$5,200,000 \$371,428.57 Per Unit	14	Abdul Rashid & Zarin Patel Misaki Nagata

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
BUILD	\$49,565,752
The Related Companies	\$48,000,000
Chinatown Community Development Center	\$48,000,000
J. Michael Doyle	\$33,100,000
San Francisco Housing Authority	\$27,304,500

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Veritas Investments	\$98,400,000
Avanath Capital Management	\$96,000,000
UDR	\$49,565,752
San Francisco Housing Authority	\$40,099,500
Mosser Companies	\$23,350,000



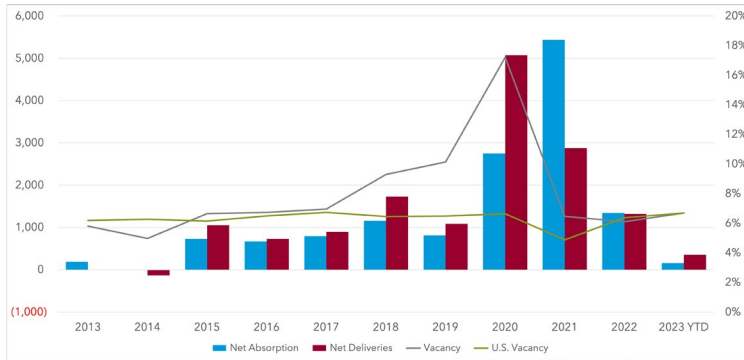
MULTIFAMILY MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

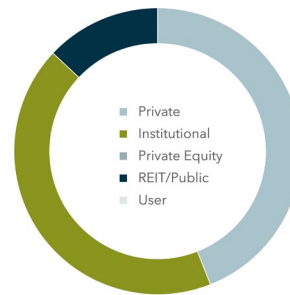
The multifamily pipeline remained robust with nearly 4,000 units under construction. Other projects are expected to break ground adding additional units to Lee County inventory. The most development occurred in the Cape Coral and Fort Myers submarkets. Asking rents were high but stabilized. Sales volume in Fort Myers slowed at the start of 2023. Cap rates remained the lowest they have ever been, averaging 4.4%. The overall vacancy rate increased year-over-year (YOY) to 6.7%, however market rent continued to rise. For Class A assets where YOY vacancy decreased, market rents averaged \$2,118 per month.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	1,088	1,345	1,647	3,118	4,531
▲ Vacancy Rate	6.7%	6.1%	6.7%	5.9%	6.4%
▲ Asking Rent/Unit (\$)	\$1,935.31	\$1,934.66	\$1,853.05	\$1,842.82	\$1,831.88
▲ Under Construction Units	3,955	3,745	3,891	3,089	3,089
▲ Inventory Units	30,142	29,786	29,336	28,874	28,874

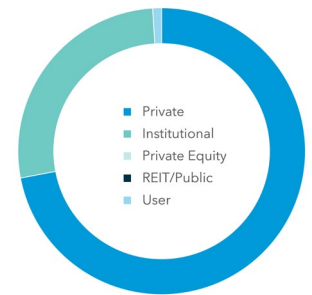
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
3705 Country Club Boulevard Cape Coral, FL	\$1,800,000 \$150,000 Per Unit	12	Cape Club LLC Loretano LLC
37 SE 24th Avenue Cape Coral, FL	\$2,320,000 \$290,000 Per Unit	8	8 Places in the Sun LLC Greystone, Inc.

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Blue Roc Premier	\$152,000,000
Courtelis Company	\$122,500,000
TerraCap Management LLC	\$87,250,000
13th Floor Investments	\$35,850,000
Wexford Capital	\$35,850,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Osso Capital LLC	\$152,000,000
Hercules Real Estate Services	\$122,500,000
The Praedium Group	\$87,250,000
Apartment Investment and Mgmt Co	\$71,700,000
Manhattan Five Partners	\$46,600,000



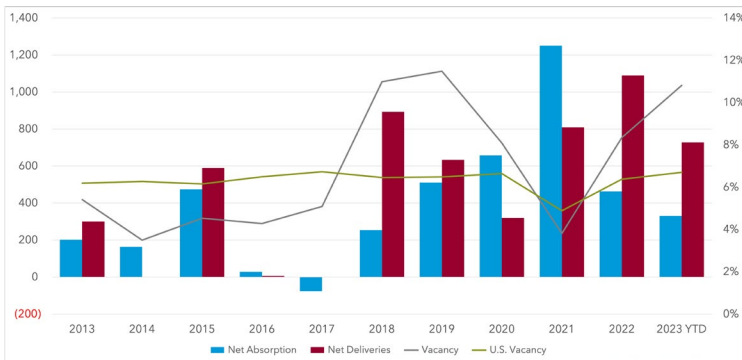
MULTIFAMILY MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

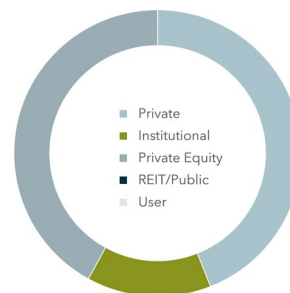
Multifamily demand in the Naples market remained strong at the beginning of 2023. Market rents have tempered slightly, however remained high, averaging over \$2,300 per month among all asset classes. Class A assets averaged more than \$2,500 per month per unit. Economic and demographic growth in the Naples area continued to fuel rates. Unemployment in Collier County was 2.5% in February, unchanged quarter-over-quarter and 30 basis points lower than a year ago. A recent addition to inventory was delivery of Marea Apartments a 300-unit Greystar community off the East Trail in Naples. The site was previously a shopping center.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Absorption Units	803	463	410	463	917
▲ Vacancy Rate	10.9%	8.3%	8.1%	9.6%	7.1%
▼ Asking Rent/Unit (\$)	\$2,370.47	\$2,393.91	\$2,298.33	\$2,261.27	\$2,319.98
▼ Under Construction Units	1,389	1,875	2,161	1,961	1,431
▲ Inventory Units	13,649	12,921	12,635	12,535	12,231

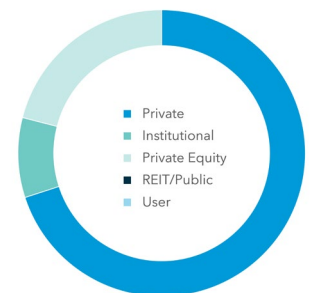
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
8820 Walter Way Naples, FL	\$125,106,900 \$312,767.25 Per Unit	400	Beitel Group Davis Development
4300 Atoll Court Naples, FL	\$26,500,000 \$220,833.33 Per Unit	120	Four Corners Development Group Kanesville Capital
2367 Bear Creek Drive Naples, FL	\$22,000,000 \$183,333.33 Per Unit	120	Peak Capital Partners Ortsac Capital Group

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$138,466,882.00
Davis Development	\$125,106,900.00
Bluerock Real Estate LLC	\$120,258,604.00
Phoenix Realty Group LLC	\$62,000,000.00
Andover Real Estate Partners	\$41,500,000.00

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$258,725,486
Beitel Group	\$125,106,900
Cardinal Capital Partners, Inc.	\$83,000,000
The Dolben Company, Inc.	\$62,000,000
Four Corners Development Group	\$26,500,000



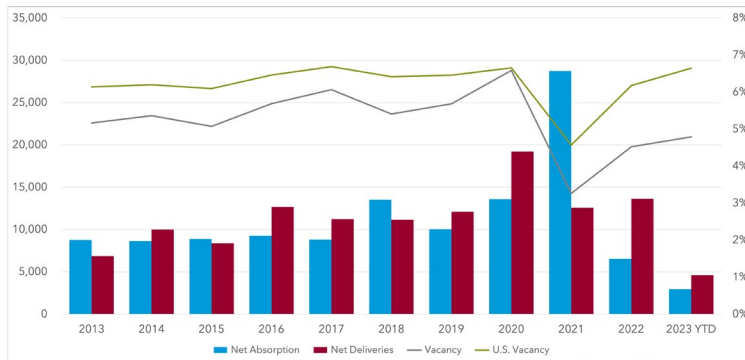
MULTIFAMILY MARKET OVERVIEW

ANDY HIDALGO, *Senior Vice President*

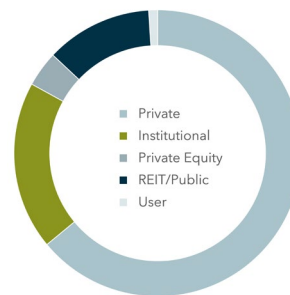
Though not impervious to broad economic difficulties, the substantial influx of people moving to Florida has reduced available single-family homes in most areas, making apartments a relatively more budget-friendly option. As a result, living preferences are shifting towards a society more inclined to rent, taking advantage of the cost savings, adaptability, and lifestyle benefits. The scarcity of Class C apartments has intensified the demand for lower-tier rentals, particularly in the more reasonably priced neighborhoods in South Florida. Florida's recently enacted affordable housing legislation, the Live Local Act, through local government incentives and low-interest loans, is anticipated to incentivize developers and those considering mixed-use projects to create additional housing.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Absorption Units	7,633	6,533	7,037	12,826	21,679
▲ Vacancy Rate	4.8%	4.5%	4.6%	4.1%	3.5%
▲ Asking Rent/Unit (\$)	\$2,097	\$2,081	\$2,074	\$2,078	\$2,039
▲ Under Construction Units	55,080	54,311	45,239	43,346	40,716
▲ Inventory Units	536,673	532,060	530,040	525,670	521,297

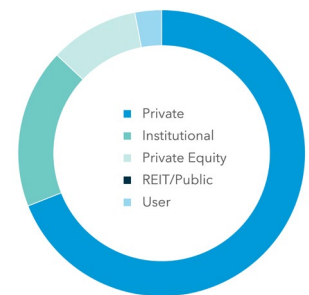
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
900 West Avenue Miami Beach, FL	\$271,058,000 \$547,591.92 Per Unit	495	Apartment Income REIT Gumenick Properties
1140 SE 24th Road Homestead, FL	\$67,000,000 \$218,954.25 Per Unit	306	IMC Equity Group Angelo Gordon & Co., LP
420 SW 27th Avenue Fort Lauderdale, FL	\$84,068,000 \$304,594.20 Per Unit	276	Stratford Management The Shidler Group

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Rockpoint	\$352,114,333
Bell Partners, Inc.	\$293,000,000
Elco Ltd.	\$293,000,000
Mill Creek Residential Trust LLC	\$278,500,000
Gumenick Properties	\$271,058,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Apartment Income REIT	\$655,058,000
Hines	\$365,743,707
Harbor Group International LLC	\$347,500,000
Elco Ltd.	\$302,500,000
AvalonBay Communities, Inc.	\$295,000,000



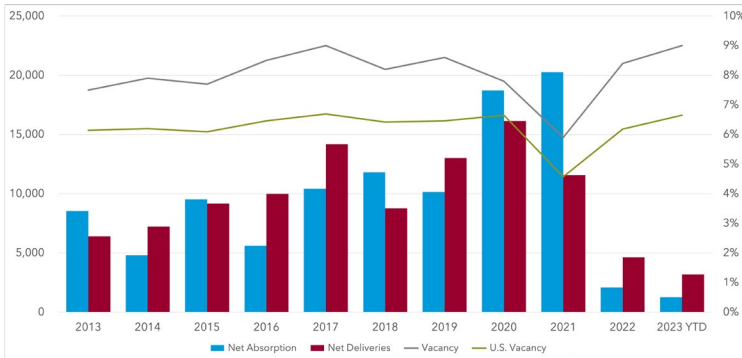
MULTIFAMILY MARKET OVERVIEW

DAN WAGNER, *Chief Data Officer*

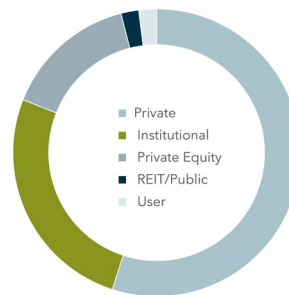
Atlanta's multifamily market remains solid, with overall vacancy below 10%. However, several factors have combined to push macro fundamentals back from recent highs, including an increasing supply of single-family home rentals, higher costs of construction, and consequently, higher rents. Developers are underway with 40,605 units under construction, with suburban submarkets accounting for the majority share of multifamily development. Average asking rates rose back up to \$1,615 after falling in the previous two quarters. An overall slowing is occurring in multifamily as we head into mid-2023 - but solid job growth (+145,000 jobs in 2022) and increasing borrowing costs for homeowners will provide continued support for the apartment market.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Absorption Units	4,747	2,076	4,525	4,958	12,961
▲ Vacancy Rate	9.0%	8.4%	7.4%	6.8%	6.5%
▲ Asking Rent/Unit (\$)	\$1,615	\$1,603	\$1,629	\$1,637	\$1,592
▲ Under Construction Units	40,605	39,214	34,747	31,204	29,389
▲ Inventory Units	538,740	534,614	536,389	523,809	521,106

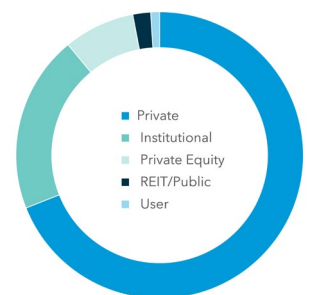
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
391 17th Street NW Atlanta, GA	\$133,000,000 \$281,184 Per Unit	473	Blackstone Inc. Goldman Sachs & Co. LLC
2925 & 2935 Buford Drive* Buford, GA	\$102,300,000 \$125,061 Per Unit	818	WMCi Atlanta II LLC WSE Development LLC
345 Healtherden Avenue Fayetteville, GA	\$82,000,000 \$311,787 Per Unit	263	Stockbridge Capital Group LLC Capstone Communities

*Part of a Portfolio Sale

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME	TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$1,306,020,069	Blackstone Inc.	\$2,020,464,085
Bluerock	\$654,070,659	Ashcroft Capital LLC	\$534,100,000
Atlantic Pacific Companies	\$346,500,000	S2 Capital LLC	\$360,600,000
Goldman Sachs & Co. LLC	\$315,000,000	Starwood Capital Group	\$336,009,089
Turner Impact Capital, LP	\$290,000,000	Mitsubishi Estate Company	\$262,930,000



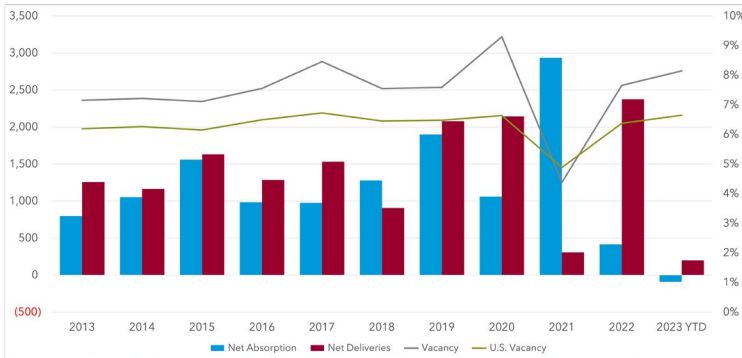
MULTIFAMILY MARKET OVERVIEW

KYLE GROSS, *Senior Director*

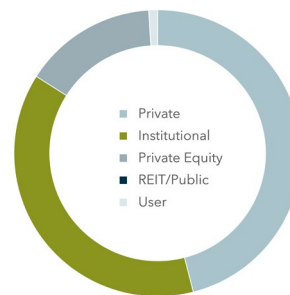
Durham multifamily vacancy rates rose from last quarter from 6.7% to 8.7% due largely to new inventory coming online. Net deliveries in Durham remained relatively flat from Q4 2022 to Q1 2023, with a construction pipeline expected to deliver an additional 1,994 units before year-end. Rent growth appears relatively flat, with some projections indicating a slight decrease in the market asking rents during Q2 and Q3 2023. In Durham, Q4 2022 sales volume totaled roughly \$184,575,000, compared to 132,600,000 in Q1 2023. Ranked as one of the best places to live in the U.S., Durham's high quality of life and prestigious universities continue to attract high-tech companies and employees to the area.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	(6)	415	611	1,781	2,816
▲ Vacancy Rate	8.2%	7.7%	7.0%	6.7%	6.1%
▲ Asking Rent/Unit (\$)	\$1,508.07	\$1,504.22	\$1,526.64	\$1,563.79	\$1,474.06
▲ Under Construction Units	4,948	4,620	3,857	4,302	3,428
▲ Inventory Units	56,625	56,425	56,148	55,389	55,389

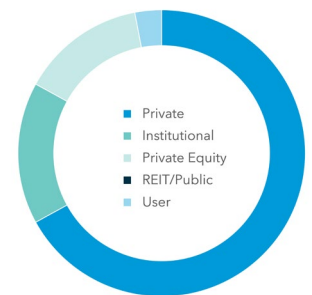
NET ABSORPTION, NET DELIVERIES, & VACANCY



SALE BY BUYER TYPE



SALE BY SELLER TYPE



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

TOP SALE TRANSACTIONS	SALE PRICE	NUMBER OF UNITS	BUYER / SELLER
530 Foster Street Durham, NC	\$89,000,000 \$358,870.97 Per Unit	248	MEAG MUNICH ERGO AssetMgmt GmbH Duck Pond Realty Management
3300 Shannon Road Durham, NC	\$43,600,000 \$189,565.22 Per Unit	230	Self Help Community Development Corp PRG Real Estate Management, Inc.
6201 Pine Glen Trail Durham, NC	\$25,500,000 \$151,785.71 Per Unit	168	Fairfield Foundation for Affordable Housing

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$110,852,414
Northwestern Mutual Life Insurance Co.	\$100,000,000
Kettler	\$99,742,500
Carolina Commercial	\$91,300,000
Duck Pond Realty Management	\$89,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Blackstone, Inc.	\$110,852,414
The Connor Group	\$100,000,000
TerraCap Management LLC	\$99,742,500
Aldon Management	\$91,300,000
Munich RE	\$89,000,000



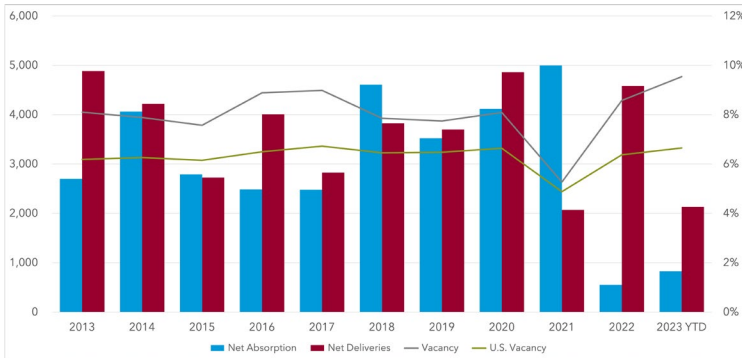
MULTIFAMILY MARKET OVERVIEW

KYLE GROSS, *Senior Director*

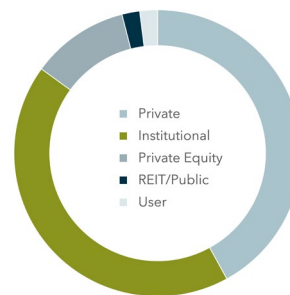
Vacancy rates for Raleigh multifamily rose last quarter from 7% to 10.1% due largely to new inventory coming online. Roughly 997 units were delivered in Q1 2023, an increase of 775 units from Q4 2022, with projected deliveries over the duration of 2023 forecasted at 5,100 additional units. Rent growth appears relatively flat, with some projections indicating a slight decrease in the market asking rents during Q2 and Q3 2023. Overall sales volume decreased from \$390,944,948 in Q4 2022, to \$149,750,00 in Q1 2023. Recently ranked number five in the U.S. job market and second best city to live in America, the area continues to attract high-tech jobs and employees to the region.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Absorption Units	1,032	553	1,062	2,334	3,812
▲ Vacancy Rate	9.6%	8.6%	7.6%	6.4%	6.4%
▲ Asking Rent/Unit (\$)	\$1,549.09	\$1,539.84	\$1,568.70	\$1,591.32	\$1,522.11
▼ Under Construction Units	16,955	17,883	15,995	13,864	12,357
▲ Inventory Units	116,555	114,422	113,626	112,240	111,450

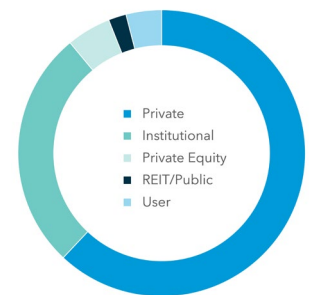
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
2911 Mid Century Drive Raleigh, NC	\$95,250,000 \$284,328.36 Per Unit	335	Westbrook Partners Alliance Residential Company
229 E Chatham Street Cary, NC	Undisclosed	220	Meridian East Chatham LLC Jordan George H
4428 Mill Village Road Raleigh, NC	\$56,500,000 \$256,818.18 Per Unit	220	Covenant Capital Group R.K. Properties

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Bluerock Real Estate LLC	\$179,064,117
Mount Auburn Capital Group LLC	\$165,051,500
Signature Property Group	\$129,250,000
Westbrook Partners	\$120,000,000
Rock Companies	\$112,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Starwood Capital Group	\$206,551,500
Blackstone, Inc.	\$179,064,117
GVA Property Management	\$157,500,500
The Connor Group	\$149,000,000
Aldon Management	\$129,250,000



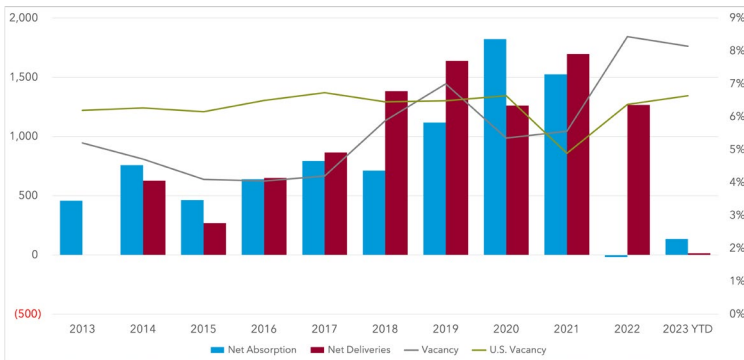
MULTIFAMILY MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

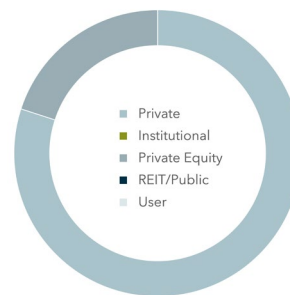
A huge under supply of multifamily housing in the area has resulted in a construction spree over the past 10 years. In spite of rising population and a healthy job market, the supply seems to have caught up with demand. Rental rates have stabilized in spite of increasing construction and land costs, but the migration to the newer product, in addition to the relatively high supply of newer product, has put performance pressure on the lower class products. With a healthy amount of construction still in the pipeline, a decrease in vacancy in the near future is unlikely which should mean stabilized rates and a sharp decline in construction starts in 2023.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▲ 12 Mo. Absorption Units	204	(18)	(300)	226	715
▼ Vacancy Rate	8.1%	8.4%	7.8%	6.1%	6.0%
▲ Asking Rent/Unit (\$)	\$1,515.75	\$1,505.71	\$1,533.01	\$1,560.63	\$1,536.67
▲ Under Construction Units	4,730	3,854	4,249	4,549	3,490
▲ Inventory Units	42,226	42,212	41,817	41,121	41,060

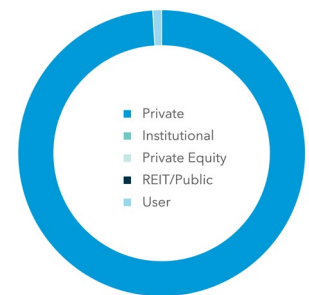
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
444 Kirman Reno, NV	\$14,250,000 \$169,642.86 Per Unit	84	Eric Leimbach Margarat Marie Murphy
540 Crampton Street Reno, NV	\$1,125,000 \$160,714.29 Per Unit	7	Coombes Family Trust Nicholas Webb
400 Highland Avenue Reno, NV	\$2,025,000 \$289,285.71 Per Unit	7	Nina Breda Desegura A. Melendrez

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
JP DiNapoli Companies	\$88,000,000
Integra Land Company	\$59,250,000
Panther Residential	\$59,250,000
Tilden Properties	\$50,625,000
Herzog Real Estate Development Svcs, Inc.	\$50,625,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
McClellan Park LLC	\$118,500,000
Benedict Canyon Equities, Inc.	\$101,250,000
Four Peaks Capital	\$47,000,000
Herzog Real Estate Dev Services, Inc	\$44,000,000
Tilden Properties	\$44,000,000



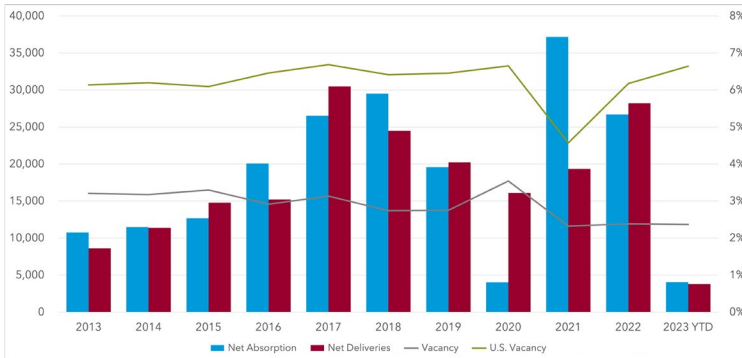
MULTIFAMILY MARKET OVERVIEW

SARAH ORCUTT, *Director of Research*

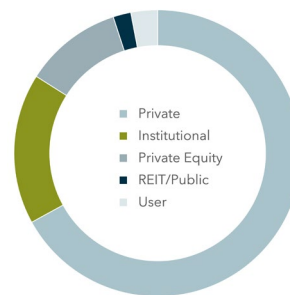
The vacancy rate for multifamily units in the New York City metro area dropped 0.8 percentage points quarter over quarter to 2.9%, indicative of the persisting supply-demand imbalance as renters compete for a limited supply of units. Net absorption was positive for the fifth consecutive quarter at 22,779 units, though this represents a moderation from prior quarters. 65,618 units were under construction in the first quarter and 3,793 units were delivered. Average asking rents remained well above the national average at \$3,003 per unit, a 2.8% year-over-year growth. Private and institutional players continued to lead the multifamily sales market this quarter, representing a combined 84% of total buyers and sellers.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	22,779	26,708	29,860	34,021	35,811
▼ Vacancy Rate	2.9%	3.7%	4.8%	6.2%	6.3%
▲ Asking Rent/Unit (\$)	\$3,003	\$2,984	\$2,984	\$2,976	\$2,919
▲ Under Construction Units	65,618	64,455	64,444	60,330	58,048
▲ Inventory Units	1,533,850	1,530,537	1,525,366	1,519,379	1,510,181

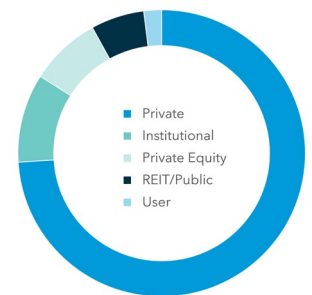
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
125 Greenwich Street New York, NY	\$598,155,755 \$2,191,046.72 Per Unit	273	Fortress Investment Group Bizzi & Partners Development LLC
7 Dekalb Avenue Brooklyn, NY	\$101,250,000 \$405,000 Per Unit	250	Avanath Capital Management LLC The Brodsky Organization
144-74 Northern Boulevard Flushing, NY	\$86,500,000 \$839,805.83 Per Unit	103	BLDG Skyview Co's/JP Morgan Global Alternatives

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
The Soloviev Group	\$834,800,000
Carmel Partners	\$487,500,000
Equity Residential	\$415,000,000
AvalonBay Communities, Inc.	\$306,000,000
The Related Companies	\$266,000,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
GO Partners	\$825,000,000
A&E Real Estate	\$691,159,350
Ponte Gadea	\$487,500,000
Eugene Asset Management	\$266,000,000
Avanath Capital Management LLC	\$245,695,537



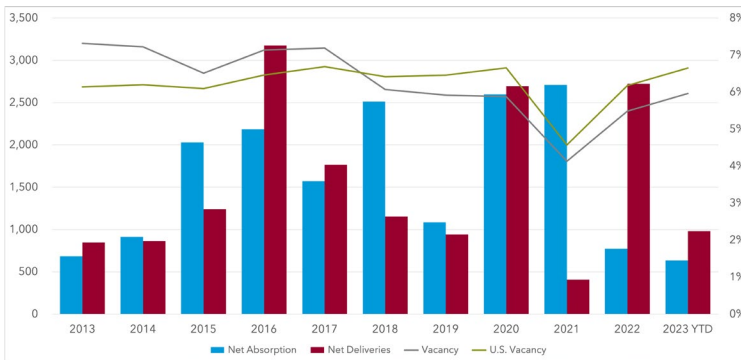
MULTIFAMILY MARKET OVERVIEW

JOSH HARKAVY, *Vice President*

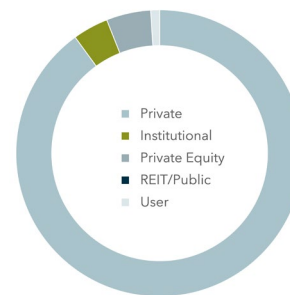
Q1 '23, the Cincinnati multifamily market continued to contract with vacancy increasing by .05% to 6% over the last quarter. While new construction edged downward, rental rates increased slightly, with continued market softness to be expected. Asking rent grew by 6.1% over the last 12 months. Rents are almost 30% lower in Cincinnati as compared to the national average. After a record 4th quarter sales volume of \$422,000,000, transactions slowed in Q1 2023 to \$20,000,000. This is reflective of the disconnect in pricing between sellers and buyers which likely will continue through 2023.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	635	773	978	1,390	1,932
▲ Vacancy Rate	6.0%	5.5%	5.2%	4.2%	3.9%
▲ Asking Rent/Unit (\$)	\$1,173.83	\$1,156.07	\$1,153.13	\$1,144.41	\$1,106.75
▼ Under Construction Units	6,179	6,845	6,676	7,178	6,674
▲ Inventory Units	136,767	135,787	135,314	133,917	133,215

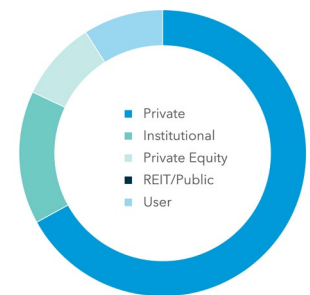
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
44 W Freedom Way Cincinnati, OH	\$86,700,000 \$296,917.81 Per Unit	292	Crawford Hoying Nicol Investment Company
2333 Anderson Road Crescent Springs, KY	\$2,900,000 \$25,438.60 Per Unit	114	Zalla Companies Brian Bessler
113-200 Skokiaan Drive Franklin, OH	\$1,800,000 \$52,941.18 Per Unit	34	Zachary M Ferrell Stephen F. Gallagher

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME	TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Nicol Investment Company	\$176,400,000	Crawford Hoying	\$176,400,000
The Gregel Group	\$116,225,000	Living Residential LLC	\$116,225,000
Coastal Ridge Real Estate	\$115,250,000	The Connor Group	\$115,250,000
University of Cincinnati	\$40,725,000	PLK Communities	\$66,575,000
RealtyLink	\$31,000,000	Varia US Properties	\$62,000,000



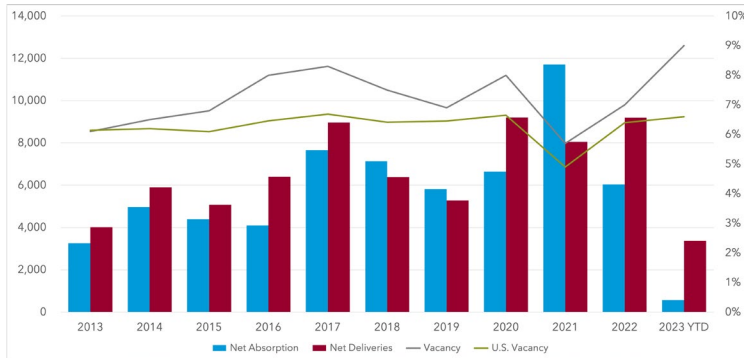
MULTIFAMILY MARKET OVERVIEW

GAINES HANKS, Associate

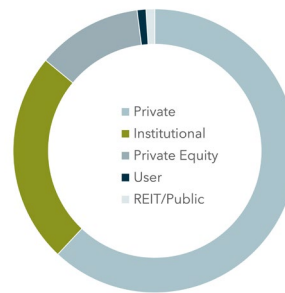
With a substantial increase in inventory over the last few quarters, Nashville's multifamily market has seen a correlating shift in vacancy and rent growth. Average rent growth over the last four quarters is hovering at 6.8%, which is near the 10-year average of 4.6%, showing that pandemic inflated figures are coming back to normal. With a large amount of inventory coming online in 2023, properties in lease-up have pushed the overall vacancy in the market to a 20-year high, which should not concern investors as the job market in Nashville is strong and continuing to grow with corporate relocations. Investor sentiment remains strong in Nashville, but interest rates have slowed activity significantly.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	3,360	6,039	6,817	8,783	11,535
▲ Vacancy Rate	9.0%	7.0%	6.2%	5.8%	5.7%
▲ Asking Rent/Unit (\$)	\$1,534	\$1,511	\$1,537	\$1,538	\$1,483
▲ Under Construction Units	24,493	23,591	22,273	24,975	24,865
▲ Inventory Units	201,524	197,626	195,511	193,800	191,928

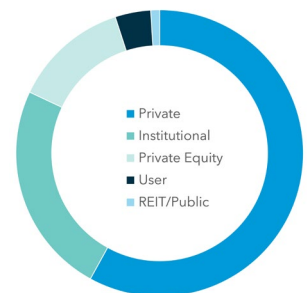
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
200 Cumberland Bend Nashville, TN	\$106,000,000 \$304.00 Per Unit	304	HH Hunt Wood Partners
100 Hunters Creek Boulevard Lebanon, TN	\$41,400,000 \$192.00 Per Unit	192	TriWest Development Blackstoone Real Estate Income Trust
526 Dill Lane Murfreesboro, TN	\$59,300,000 \$276.00 Per Unit	276	Freeman Webb Company Blackstoone Real Estate Income Trust

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
Mount Auburn Capital Group LLC	\$476,285,351
Blackstone, Inc.	\$449,139,451
Wood Partners	\$289,120,000
The Connor Group	\$215,250,000
Starwood Capital Group	\$156,420,412

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Starwood Capital Group	\$476,285,351
Blackstone Inc.	\$380,566,400
GVA Property Management	\$199,920,412
HHHunt	\$192,620,000
Weinstein Properties	\$182,500,000



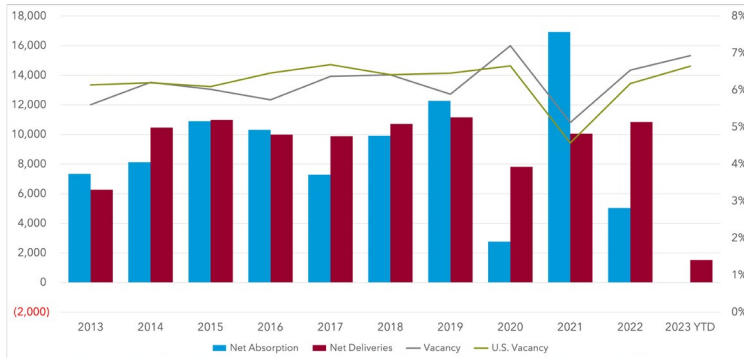
MULTIFAMILY MARKET OVERVIEW

DANIEL LIM, *Vice President*

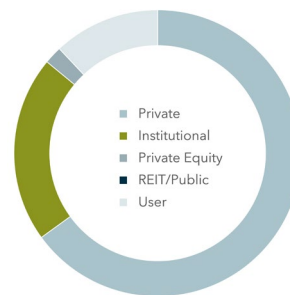
The Seattle MSA rental market is known to have strong seasonality trends with the winter months being the slowest. Twelve-month absorption in Q1 2023 was down 2,299 units from Q4 2022, however vacancy remained relatively steady moving up only 0.4% to 6.9% from Q4 2022. Asking rents trended up 2.4% since last quarter although still below their peak in Q2 2022. The number of units under construction continues to remain steady, however delivery of completed product into the market is expected to increase significantly throughout 2023. While interest rates have been a moving target, the expectation is rates are nearing the top which should allow rents and values to stabilize through the rest of 2023.

MARKET INDICATORS	Q1 2023	Q4 2022	Q3 2022	Q2 2022	Q1 2022
▼ 12 Mo. Absorption Units	2,732	5,031	6,505	9,323	14,196
▲ Vacancy Rate	6.9%	6.5%	6.1%	5.5%	5.2%
▲ Asking Rent/Unit (\$)	\$1,946.16	\$1,927.28	\$1,974.21	\$2,003.94	\$1,933.18
▲ Under Construction Units	29,336	29,125	28,176	26,341	26,170
▲ Inventory Units	374,179	372,667	371,486	367,918	364,333

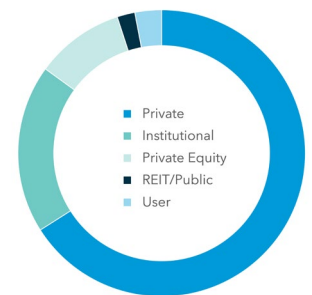
NET ABSORPTION, NET DELIVERIES, & VACANCY



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
128 State Street S Kirkland, WA	\$63,500,000 \$508,000 Per Unit	125	Waterton RPM Prometheus Real Estate Group, Inc.
1812 Broadway Seattle, WA	\$105,000,000 \$460,526.32 Per Unit	228	Mill Creek Residential Trust LLC AEW Capital Management
1020 W Casino Road Everett, WA	\$31,537,500 \$210,250 Per Unit	150	SKS International, Inc. Goodman Real Estate, Inc.

TOP SELLERS (PAST 12 MONTHS)	SALES VOLUME
OMERS	\$322,700,000
Gerson Bakar & Associates	\$263,862,000
Security Properties, Inc.	\$156,045,000
Jackson Square Properties	\$138,150,000
AEW Capital Management	\$129,250,000

TOP BUYERS (PAST 12 MONTHS)	SALES VOLUME
Marcus & Millichap	\$426,759,500
Ponte Gadea	\$322,700,000
GID Investment Advisors LLC	\$242,000,000
Security Properties, Inc.	\$209,750,000
Acacia Capital Corporation	\$204,090,000

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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