



Office Market Report

East Bay - CA

PREPARED BY



OFFICE MARKET REPORT

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12 Mo Deliveries in SF

226K

12 Mo Net Absorption in SF

(1.1M)

Vacancy Rate

12.6%

12 Mo Rent Growth

1.2%

The East Bay office market has been adversely impacted over several years. The vacancy rate has risen considerably over the past three years as leasing activity cooled and numerous tenant moveouts resulted in occupancy losses. Tenant activity improved in 2022 and is more in line with pre-pandemic activity. However, the market still faces considerable headwinds, as seen in the 0.6% increase in vacancy over the past year, reaching 12.6%.

Companies are assessing employee productivity in new working arrangements and analyzing the long-term costs of current office footprints. The current outlook remains murky as occupiers seek cost-saving options in their real estate portfolios.

Rental rates are down from a peak in 19Q4. While asking rents have primarily held flat since the second half of 2020, concessions and other incentives have been more generous for tenants than those offered before the pandemic. 4 & 5 Star properties are the only segment currently reporting negative rent growth, down

-1.4% over the past year. The market overall is faring a little better with rents up 1.2% over that same time.

New office development in the East Bay has moderated over the past decade, especially compared to San Francisco and San Jose. The most significant recent deliveries have been concentrated in Downtown Oakland, with two new office towers helping redefine the city's skyline. Both of the office buildings secured anchor tenants before breaking ground. The current development pipeline is also modest, and starts have only exceeded 100,000 SF four times since the start of 2018.

Recent sales activity has slowed significantly in recent months totaling \$985 million from 190 transactions, well below the average from the past five years of \$1.8 billion. Office assets are declining in value from elevating vacancy rates and rising interest rates. Value erosion is prevalent in the office sector and is unlikely to slow in the near future.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	33,244,836	20.3%	\$45.99	25.7%	(209,661)	0	128,970
3 Star	44,606,019	10.5%	\$38.23	14.2%	11,825	0	0
1 & 2 Star	37,403,210	8.4%	\$34.92	10.2%	(13,890)	0	0
Market	115,254,065	12.6%	\$39.40	16.2%	(211,726)	0	128,970

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.6%	9.7%	12.5%	13.9%	2011 Q1	2.8%	2000 Q2
Net Absorption SF	(1.1M)	455,047	(52,608)	5,456,825	2000 Q2	(3,585,895)	2021 Q1
Deliveries SF	226K	1,002,150	69,740	4,126,116	2001 Q4	8,171	2015 Q2
Rent Growth	1.2%	3.3%	1.6%	27.7%	2001 Q1	-13.1%	2002 Q4
Sales Volume	\$1B	\$1.1B	N/A	\$2.6B	2019 Q2	\$153.9M	1997 Q4

Market vacancy in the East Bay, currently 12.6%, is very near the peak of in 22Q4 but remains well above the most recent low of 8.2% seen in 19Q4. Leasing activity declined drastically at the onset of the pandemic but has slowly increased since, and recent activity has been in line with pre-pandemic activity. This has allowed the vacancy to stabilize in recent quarters despite tenant move-outs as more firms adopt hybrid and remote work strategies.

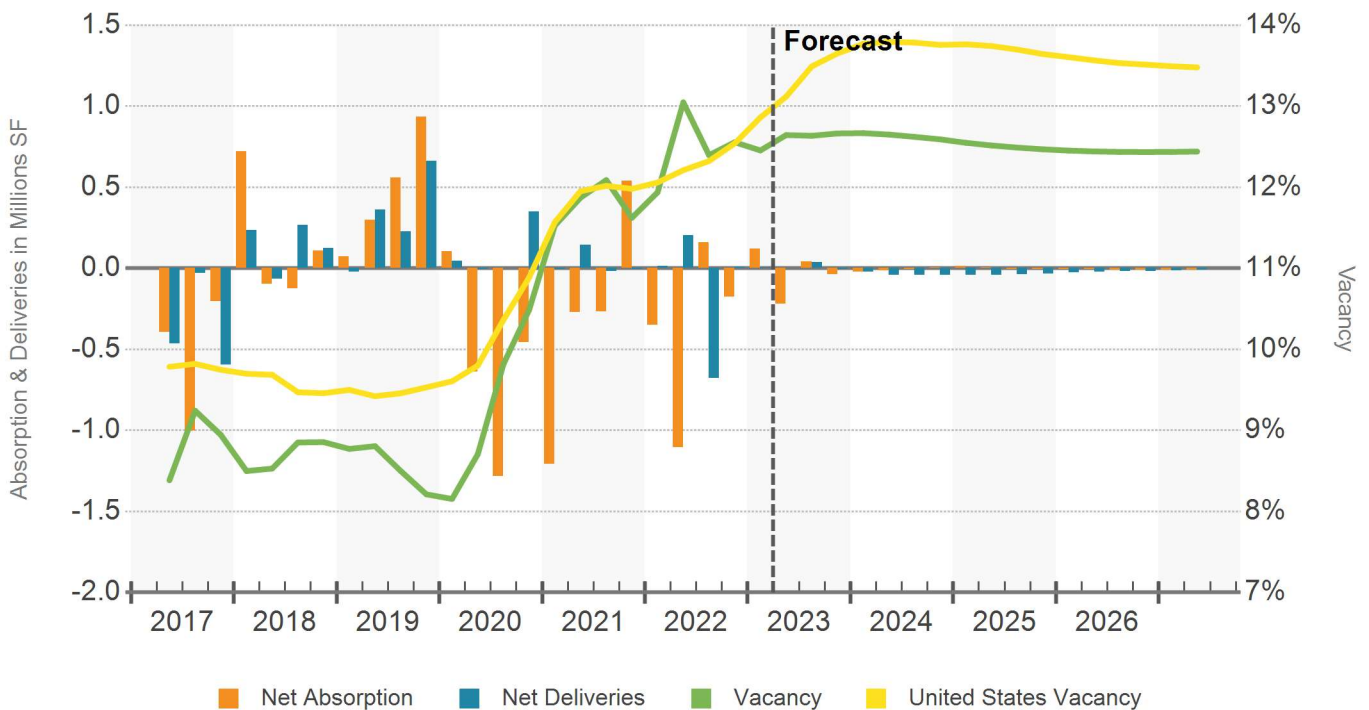
Looking at leases over the past year, Amyris Biotechnologies, Inc. signed a renewal at 5885 Hollis St in Emeryville for 118,000 SF. That was not the only lease signed of more than 100,000 SF. Two new leases also took place. Snowflake signed for 112,000 SF at 4140 Dublin Blvd in Dublin, and Vagaro took 106,000 SF at 4430 Rosewood Dr in Pleasanton. Additionally, several deals signed for more than 50,000 SF but have yet to offset the vacancies entering the market. However, these deals highlight the East Bay's relative affordability for businesses and employees and excellent access to talent via freeways and public transit, with BART stations

throughout the metro.

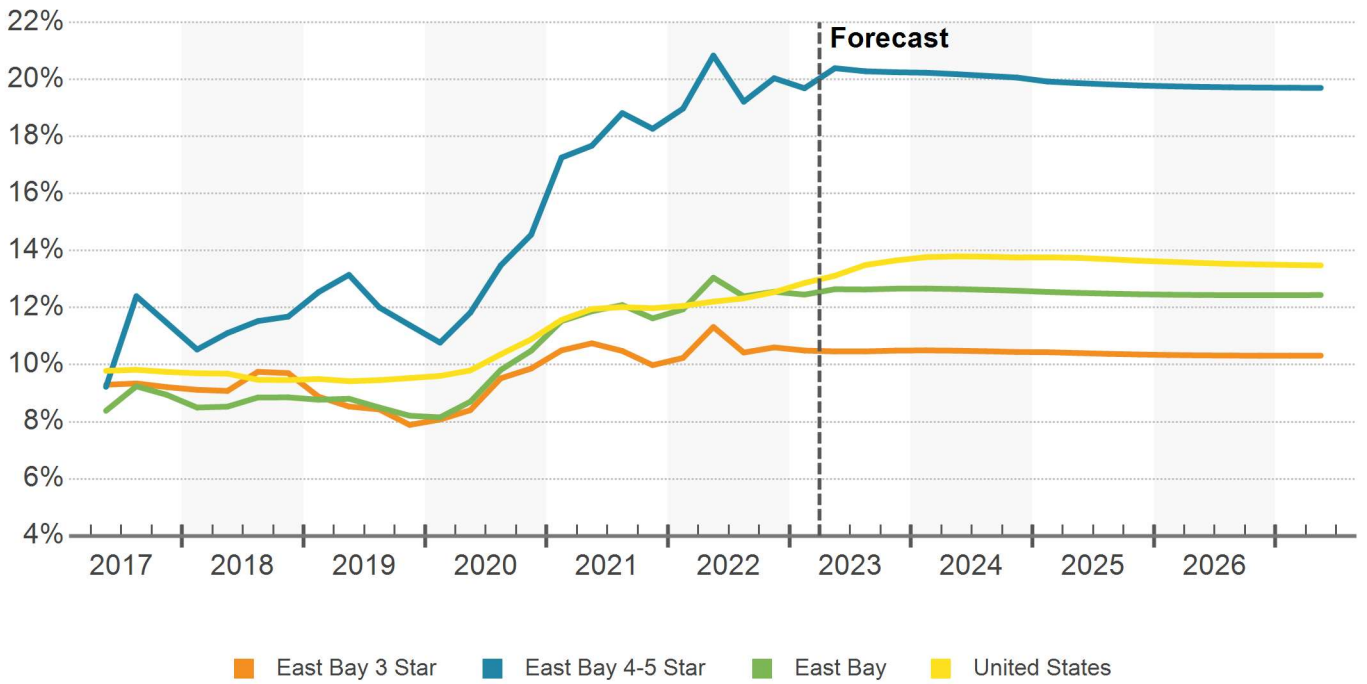
Many tech tenants could hamper the market in the coming periods. Both Twitter and Meta have space in the market and announced significant layoffs with more announcements coming regularly. However, the impact of these layoffs on the office market remains to be seen, as many firms were already operating with either a fully remote or hybrid workforce, reducing their footprint requirements.

Biotech and life sciences continue to be drivers of current demand. In addition to the aforementioned renewal by Amyris Biotechnologies, recent years have seen Eat Just Inc, a San Francisco-based plant-based alternative foods company, targeting Alameda for its new headquarters after leasing 120,000 SF at the Research Park at Marina Village in Alameda in 21Q1. The leases were signed at 300 Wind River Way and 1145 Atlantic Ave. in the 1.4 million-SF waterfront campus, home to over 25 life sciences, research tenants, and traditional office users.

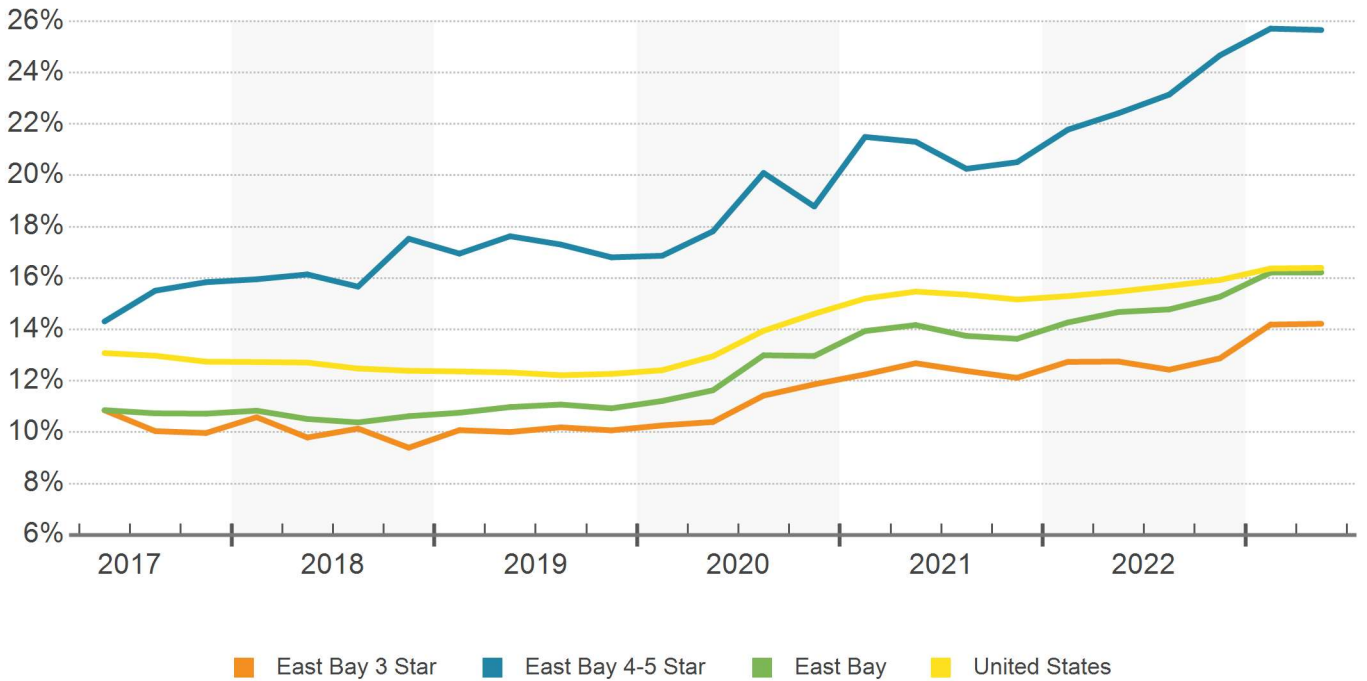
NET ABSORPTION, NET DELIVERIES & VACANCY



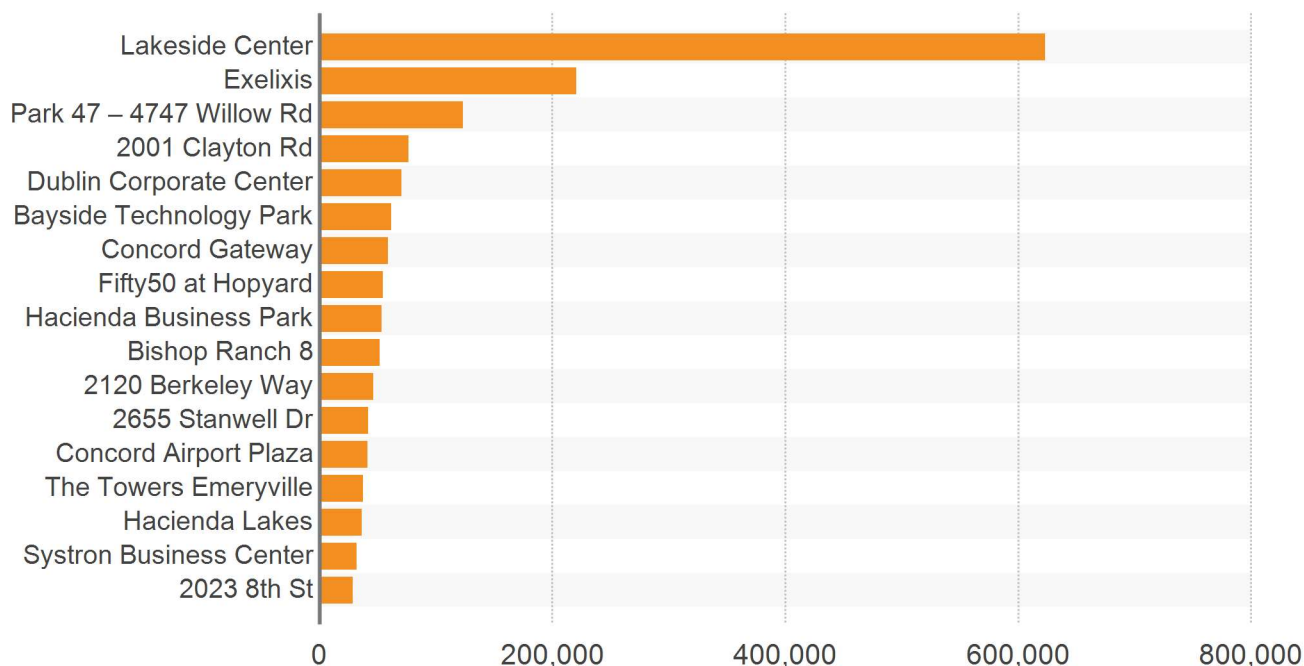
VACANCY RATE



AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Lakeside Center	Oakland-Downtown	902,098	0	623,542	0	0	0	623,542
Exelixis	Alameda	220,710	0	0	0	0	0	220,709
Park 47 – 4747 Willow Rd	Pleasanton	123,750	0	0	0	0	0	123,390
2001 Clayton Rd	Concord/Pleasant Hill	223,642	0	76,569	0	0	0	76,569
Dublin Corporate Center	Dublin	153,004	38,704	38,721	0	0	0	70,318
Bayside Technology Park	Fremont	61,454	0	61,454	0	0	0	61,454
Concord Gateway	Concord/Pleasant Hill	316,241	92,515	(10,354)	0	0	0	58,860
Fifty50 at Hopyard	Pleasanton	135,021	62,251	48,597	0	0	0	54,720
Hacienda Business Park	Pleasanton	53,461	0	0	0	0	0	53,461
Bishop Ranch 8	Bishop Ranch	225,940	174,107	(6,726)	0	0	0	51,833
2120 Berkeley Way	Berkeley	46,334	0	0	0	0	0	46,334
2655 Stanwell Dr	Concord/Pleasant Hill	59,300	0	0	0	0	0	41,935
Concord Airport Plaza	Concord/Pleasant Hill	177,822	51,473	11,177	0	0	0	41,394
The Towers Emeryville	Emeryville	226,800	147,736	(14,563)	0	0	0	37,198
Hacienda Lakes	Pleasanton	40,000	0	0	0	0	0	36,156
Systron Business Center	Concord/Pleasant Hill	92,000	0	0	0	0	0	31,999
2023 8th St	Berkeley	28,800	0	28,800	0	0	0	28,800
Subtotal Primary Competitors		3,086,377	566,786	857,217	0	0	0	1,658,672
Remaining East Bay Market		112,167,688	14,000,316	(736,194)	(211,726)	0	0	(2,785,369)
Total East Bay Market		115,254,065	14,567,102	121,023	(211,726)	0	0	(1,126,697)

TOP OFFICE LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
Bishop Ranch	Bishop Ranch	400,000	Q3 22	Chevron	-	Sunset Development C...
25001 Industrial Blvd *	Hayward/Castro Valley	180,771	Q3 22	Life Chiropractic College...	-	-
Emerystation East *	Emeryville	117,777	Q2 22	Amyris Biotechnologies, Inc.	-	-
Dublin Corporate Center	Dublin	112,488	Q2 22	Snowflake	CBRE	CBRE
Rosewood Commons	Pleasanton	106,017	Q2 22	Vagaro	-	Cushman & Wakefield
California Plaza	Walnut Creek-BART/DT	88,000	Q2 22	First Republic Bank	Newmark Knight Frank	Newmark Knight Frank
San Leandro Tech Campus	San Leandro	80,700	Q3 22	Ariat International	JLL	Colliers
EmeryStation West Transit Center	Emeryville	76,000	Q4 22	Metagenomi	-	-
Bishop Ranch 15	Bishop Ranch	42,090	Q4 22	Pac-12	Avison Young	Sunset Development C...
The Towers Emeryville *	Emeryville	40,146	Q4 22	BeiGene	-	-
Foundry 31	Berkeley	39,384	Q4 22	-	-	Newmark
Dublin Corporate Center	Dublin	38,704	Q2 22	Snowflake	CBRE	CBRE
The Towers Emeryville	Emeryville	37,714	Q3 22	Regus	-	Cushman & Wakefield
Hites Plaza	Dublin	33,037	Q4 22	Tailored Brands	Northmarq	Recreate Commercial...
Center Park	Pleasanton	32,380	Q3 22	-	-	Colliers
Old Oakland	Oakland-Downtown	30,106	Q4 22	College Track	Cushman & Wakefield	CBRE
California Plaza	Walnut Creek-BART/DT	28,000	Q1 23	-	Cushman & Wakefield	Newmark Knight Frank
Vineyard Business Park	Livermore	26,924	Q3 22	-	-	Kidder Mathews
Harbor Bay Business Park	Alameda	25,864	Q4 22	Discovery Life Sciences	Cushman & Wakefield	CBRE
Diablo Technology Center *	Pleasanton	25,560	Q4 22	Pulte Homes	-	-
Center Twenty One *	Oakland-Downtown	24,467	Q4 22	Turnitin	JLL	-
2411 Stanwell Dr	Concord/Pleasant Hill	24,440	Q3 22	Pet Food Express Corpor...	-	KW Commercial;KW C...
Oakland Tower *	Oakland-Downtown	24,317	Q4 22	Fennemore Wendel	Cushman & Wakefield	Cushman & Wakefield
Oakland Tower *	Oakland-Downtown	24,271	Q3 22	Geosyntec Consultants	-	Cushman & Wakefield
Center Twenty One	Oakland-Downtown	24,236	Q3 22	Everlaw	Cresa	CBRE
2999 Oak Rd	Walnut Creek-BART/DT	21,611	Q2 22	GSA/Secret Service	-	Newmark Knight Frank
Dublin Corporate Center	Dublin	18,740	Q3 22	-	-	Hughes Marino
2175 Monarch St	Alameda	16,890	Q4 22	-	-	Cushman & Wakefield
Legacy Alameda Center *	Alameda	16,749	Q2 22	Sila Nanotechnologies	JLL	-
2100 Powell	Emeryville	16,622	Q1 23	Eko Health	JLL	Avison Young
Concord Airport Plaza	Concord/Pleasant Hill	16,417	Q2 22	Terracon Consultants, Inc.	Cushman & Wakefield	Newmark Knight Frank
Oakland City Center	Oakland-Downtown	16,068	Q4 22	Kimley-Horn & Associates...	-	CBRE
Sutter Square	Concord/Pleasant Hill	15,594	Q2 22	Premier Workspaces	-	Colliers
Hacienda Business Park	Pleasanton	15,317	Q3 22	Kimley-Horn	-	Kidder Mathews
Hollis Street Project	Emeryville	15,120	Q3 22	Silverman & Light	-	Newmark
Concord Airport Plaza	Concord/Pleasant Hill	14,908	Q2 22	Charge, Inc.	Griggs Resource Gr...	CBRE
The Leamington *	Oakland-Downtown	14,439	Q2 22	KTGY Group	-	-
The Vineyard Business Park	Livermore	13,881	Q2 22	S2 Genomics	Cushman & Wakefield	Kidder Mathews
Center Twenty One	Oakland-Downtown	13,386	Q3 22	-	-	CBRE
Harbor Bay Business Park	Alameda	13,272	Q4 22	Apertor	Newmark	CBRE

Renewal

Rents in the East Bay are up slightly year over year, appreciating by 1.2%, but this comes after a year of negative rent growth in the market from 20Q4 to 22Q1. Since then, rents have been more or less flat as market dynamics shift under the realization that lower asking rates will not bring more tenants into office properties. At the same time, concessions and lease terms have become more and more generous for tenants.

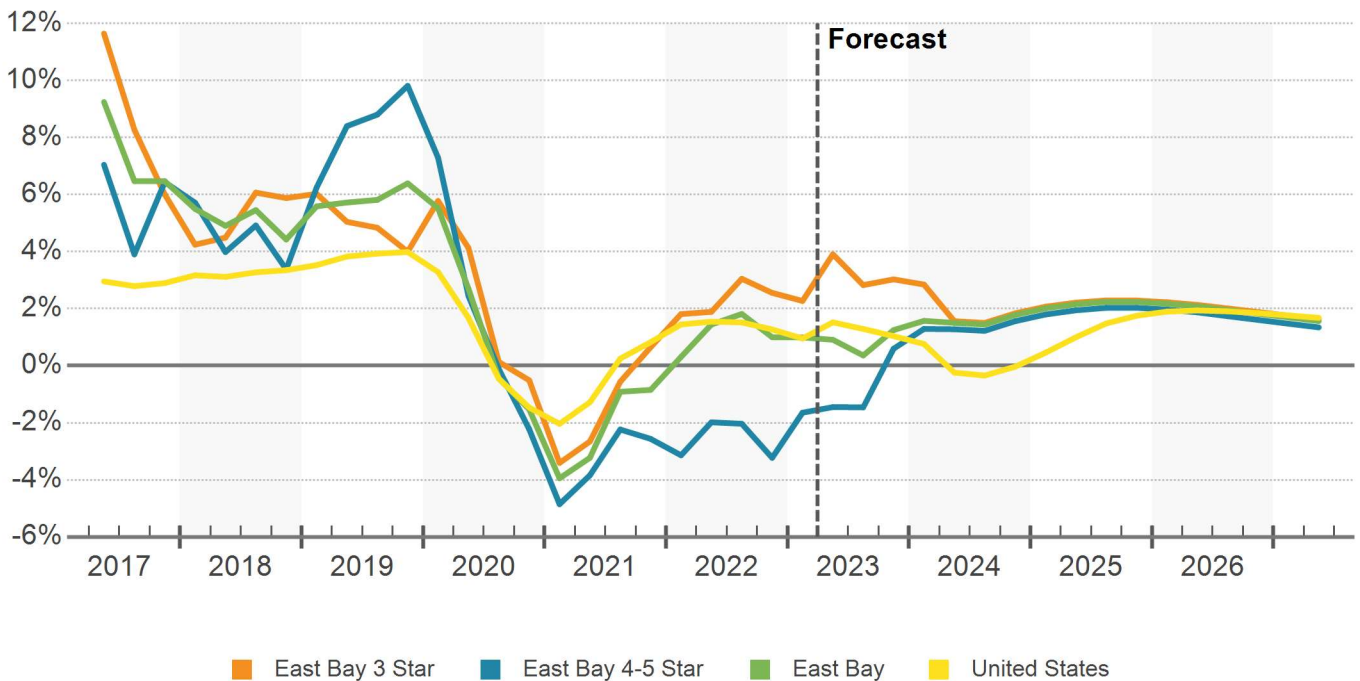
Rates are likely being weighed down by competition with now abundant sublet space. On average, sublet asking rents are roughly 20% below direct asking rents across the East Bay. But the difference is even starker in 4 & 5 Star properties, where sublet asking rents are approximately 20% below direct asking rents. There is still considerable sublet availability in the market which rests at 3.1%, nearly 20% of all available space on the market.

Before the pandemic, the East Bay was ranked among

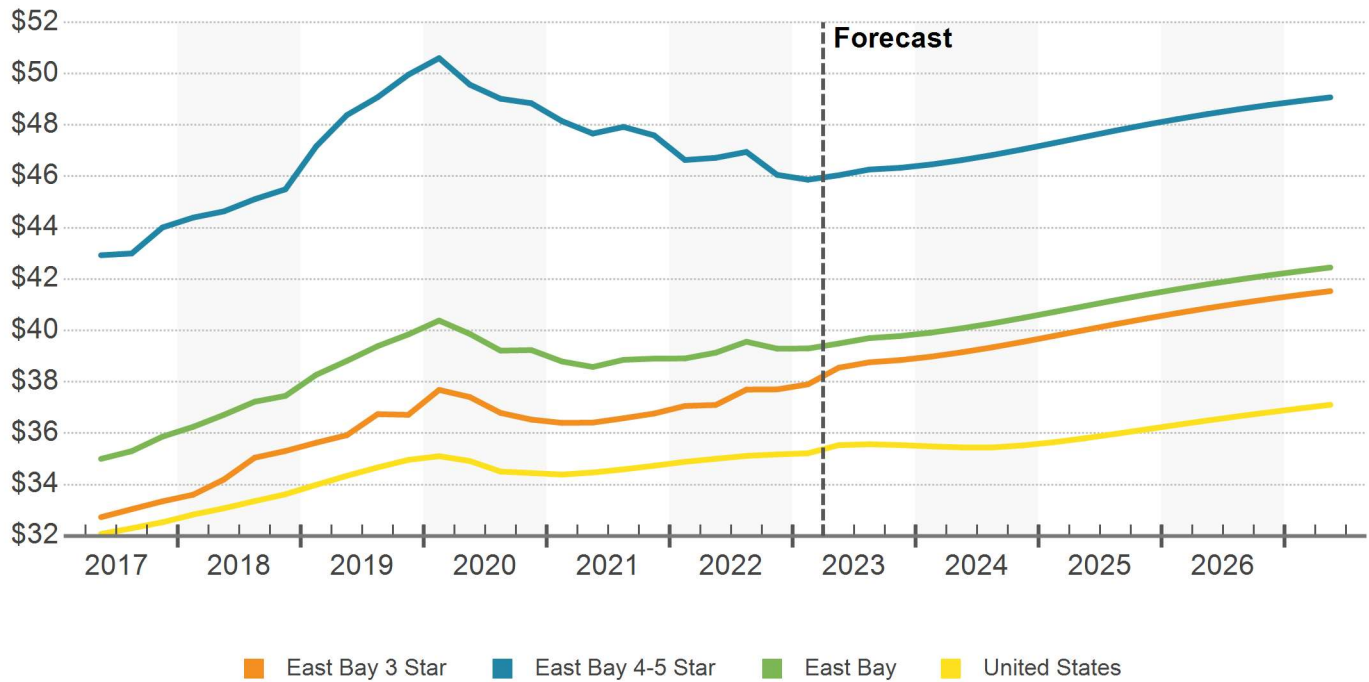
the country's strongest metros in rent growth. Vacancy rates were historically low, with robust demand from tenants. The East Bay saw average annual rent growth of 5.2% over the past decade, well above the national average of 2.9%. a far cry from the current state of the market.

Rent levels are still significantly lower than in San Francisco and San Jose, allowing the East Bay to provide significant cost savings to Bay Area tenants. Market-wide, rents in the East Bay currently average \$39.00/SF, compared to just over \$5.00/SF/month in San Jose and San Francisco. Downtown Oakland is the most expensive East Bay submarket, with rents averaging \$4.35/SF/month and some prime Class A buildings boasting asking rents up to \$5.80/SF/month. More suburban submarkets, including Pleasanton, Bishop Ranch, and Walnut Creek-BART/DT, have lower average asking rents in the \$2.65/SF/month-\$3.20/SF/month range.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
East Bay	\$1.09	\$1.79	\$0.95	\$4.62	\$4.81	\$13.26
680 Corridor North	\$0.64	\$1.52	\$1.01	\$5.93	\$5.18	\$14.28
680 Corridor South	\$0.55	\$1.50	\$0.85	\$4.02	\$3.68	\$10.60
80 Corridor	\$2.17	\$1.71	\$1.25	\$4.36	\$6.23	\$15.72
880 Corridor	\$2.81	\$1.15	\$1.04	\$4.02	\$1.67	\$10.69
Highway 4	\$2.13	\$1.68	\$1.23	\$3.30	\$6.12	\$14.46
Oakland	\$0.94	\$2.80	\$0.83	\$4.70	\$6.52	\$15.79

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
East Bay	\$0.68	\$1.32	\$0.35	\$3.97	\$3.71	\$10.03
680 Corridor North	\$0.59	\$1.33	\$0.37	\$3.89	\$4	\$10.18
680 Corridor South	\$0.56	\$1.29	\$0.36	\$4.31	\$3.82	\$10.34
80 Corridor	\$0.77	\$1.34	\$0.17	\$4.36	\$3.91	\$10.55
880 Corridor	\$0.74	\$1.08	\$0.36	\$3.90	\$2.09	\$8.17
Highway 4	\$0.72	\$1.25	\$0.16	\$3.31	\$3.26	\$8.70
Oakland	\$0.77	\$1.55	\$0.49	\$3.82	\$4.73	\$11.36

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

1 & 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
East Bay	\$0.64	\$1.19	\$0.30	\$4.14	\$1.96	\$8.23
680 Corridor North	\$0.58	\$1.21	\$0.35	\$4.09	\$3.38	\$9.61
680 Corridor South	\$0.50	\$1.02	\$0.35	\$4.45	\$3.55	\$9.87
80 Corridor	\$0.73	\$1.27	\$0.16	\$4.77	\$0	\$6.93
880 Corridor	\$0.61	\$1.03	\$0.35	\$4.09	\$1.98	\$8.06
Highway 4	\$0.72	\$1.26	\$0.16	\$2.80	\$0.10	\$5.04
Oakland	\$0.72	\$1.36	\$0.36	\$4.20	\$2.47	\$9.11

Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

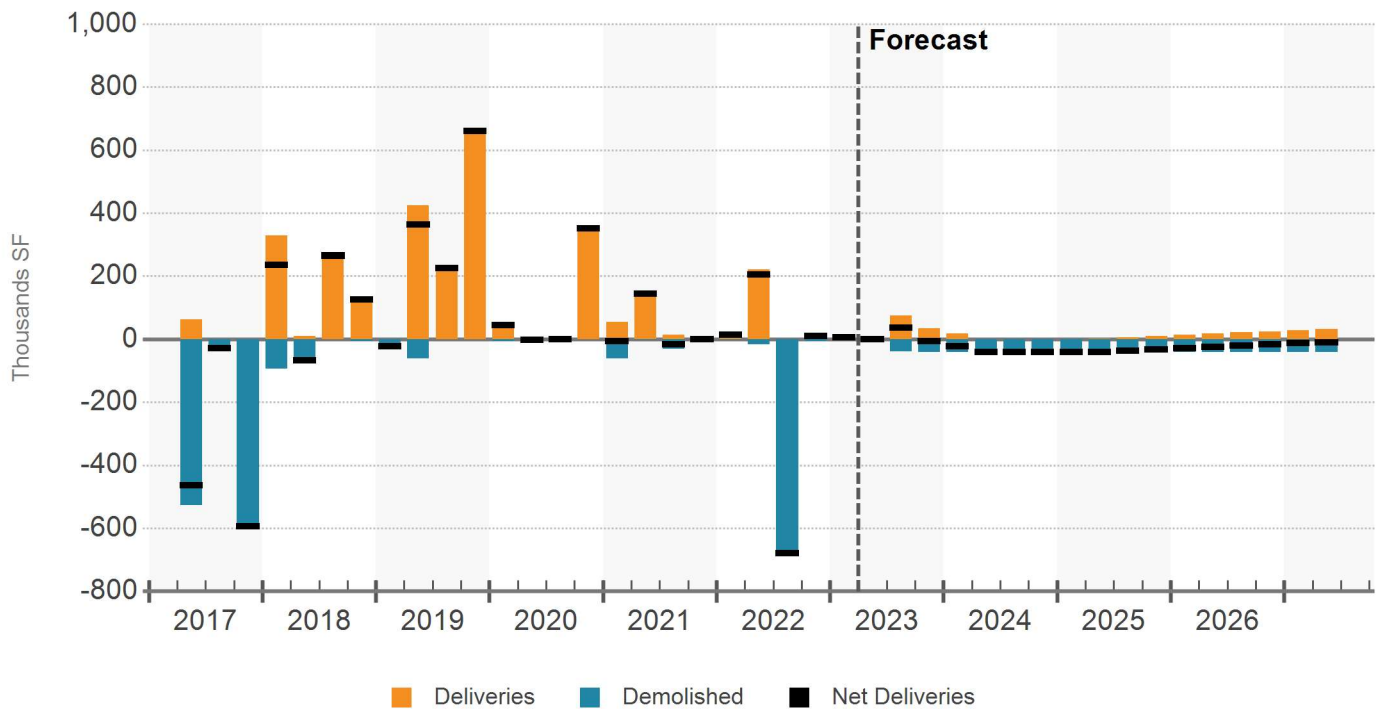
Despite relatively healthy fundamentals over the past decade, developers have been measured in adding new office inventory to the East Bay market. In recent years, local builders focused on projects in San Francisco and San Jose, where demand and rent growth have been more robust. As a result, East Bay has only added around 4.5 million SF of new office space since 2010. Even adding in the few projects currently under construction, the East Bay has increased its total inventory by just over 4% over the past decade.

The Key building at 1100 Broadway, a glass tower totaling 320,000 SF, broke ground in 2018 and was delivered in 20Q4. Ellis Partners and Intercontinental Real Estate purchased the development site in March 2017. University of California's Office of the President preleased 130,000 SF, and Credit Karma has preleased 160,000 SF.

The most notable recent completion was 1951 Harbor Bay Parkway, a 220,000 SF building in Alameda. The property was fully preleased to biotech firm Exelixis prior to completion. The new space represents an expansion for the company as it has long been headquartered in the city.

When looking at active construction, it is becoming clear that developers slowed their pace. There is currently 130,000 SF of construction underway and nearly half of that figure comes from a single building underway in Emeryville. Located at 4383 Horton St, the 75,000 Sf property broke ground in late 2021 with an estimated completion of early 2023 and remains entirely available. Development levels will stay low for the foreseeable future as availability remains too high to justify adding inventory to the market.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

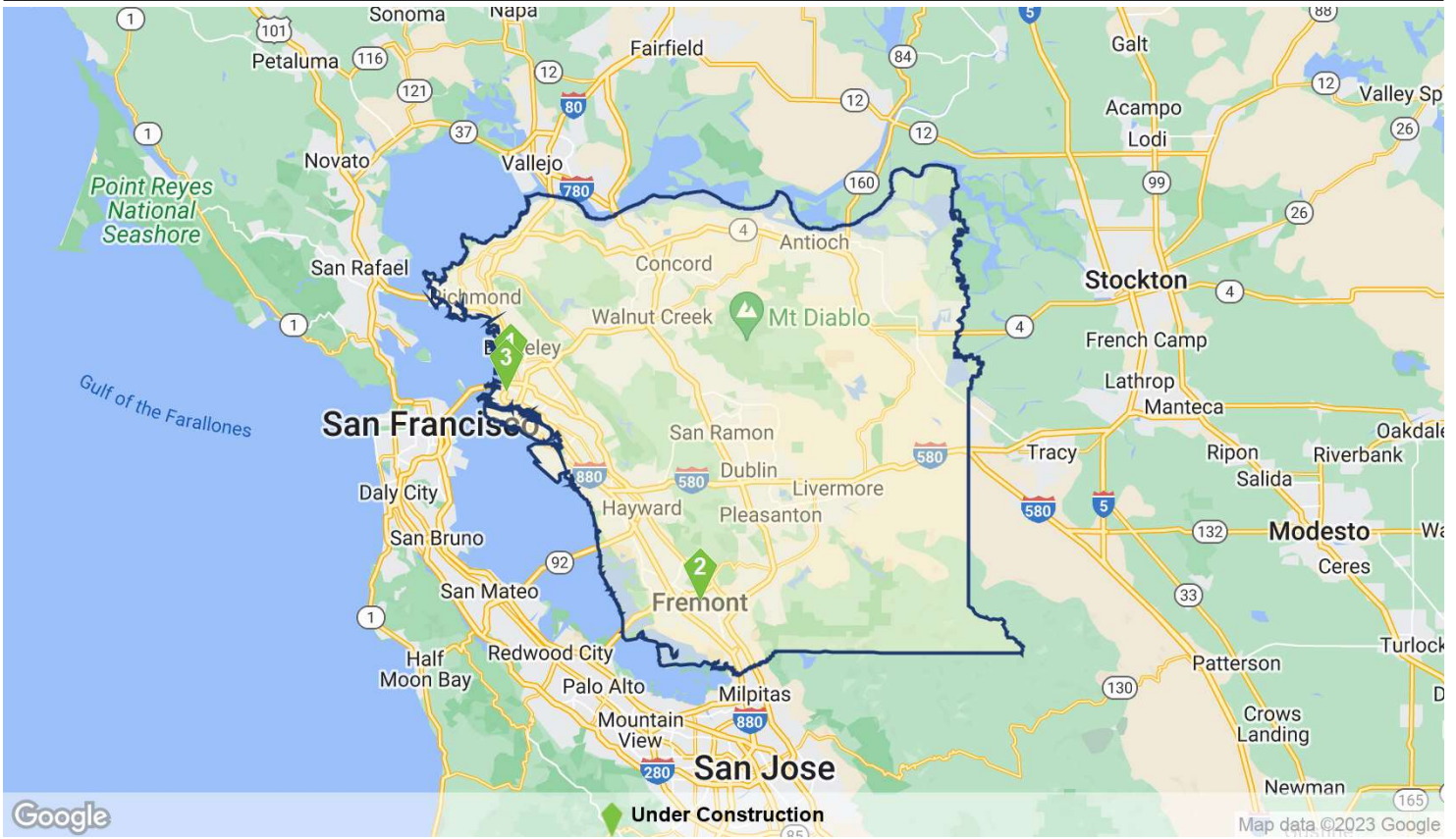
No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Emeryville	1	75	0	0%	3	66,417	75,240	1
2	Fremont	1	35	35	100%	1	20,481	34,905	2
3	Oakland-West	1	19	19	100%	1	14,327	18,825	3
4	Alameda	0	-	-	-	-	20,720	-	-
5	Antioch/Pittsburg	0	-	-	-	-	8,593	-	-
6	Berkeley	0	-	-	-	-	13,563	-	-
7	Bishop Ranch	0	-	-	-	-	284,823	-	-
8	Concord/Pleasant Hill	0	-	-	-	-	20,227	-	-
9	Danville/Alamo	0	-	-	-	-	9,594	-	-
10	Dublin	0	-	-	-	-	47,272	-	-
	All Other	0	-	-	-	-	21,717	-	-
Totals		3	129	54	41.7%		21,640	42,990	

Under Construction Properties

East Bay Office

Properties	Square Feet	Percent of Inventory	Released
3	128,970	0.1%	41.7%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 theLAB Emeryville 4383 Horton St	★★★★☆	75,240	3	Nov 2021	Jun 2023	Lennar SteelWave, Inc.
2 Fremont Bank 39150 Fremont Blvd	★★★★☆	34,905	6	Oct 2021	Oct 2023	- MIG Real Estate, LLC
3 1680 14th St	★★★★☆	18,825	1	Mar 2023	Dec 2023	- -

Office transaction volume during the past 12 months in the East Bay, at \$985 million, below the market's 10-year annual average of \$1.7 billion, demonstrating investors are still willing to positions in the market despite uncertainly surrounding the sector.

Activity has been slow to start in 2023. The most noteworthy sale of the first quarter took place in March when the 29,000 SF building located at 25 Orinda Way was sold to Volwood Corporation out of Burbank, CA, for \$12.8 million (\$442/SF) at a cap rate of 5.4%. The cap rate is especially noteworthy here as interest rates on loans, especially for office properties, have skyrocketed over the past year, making low cap rate deals rare.

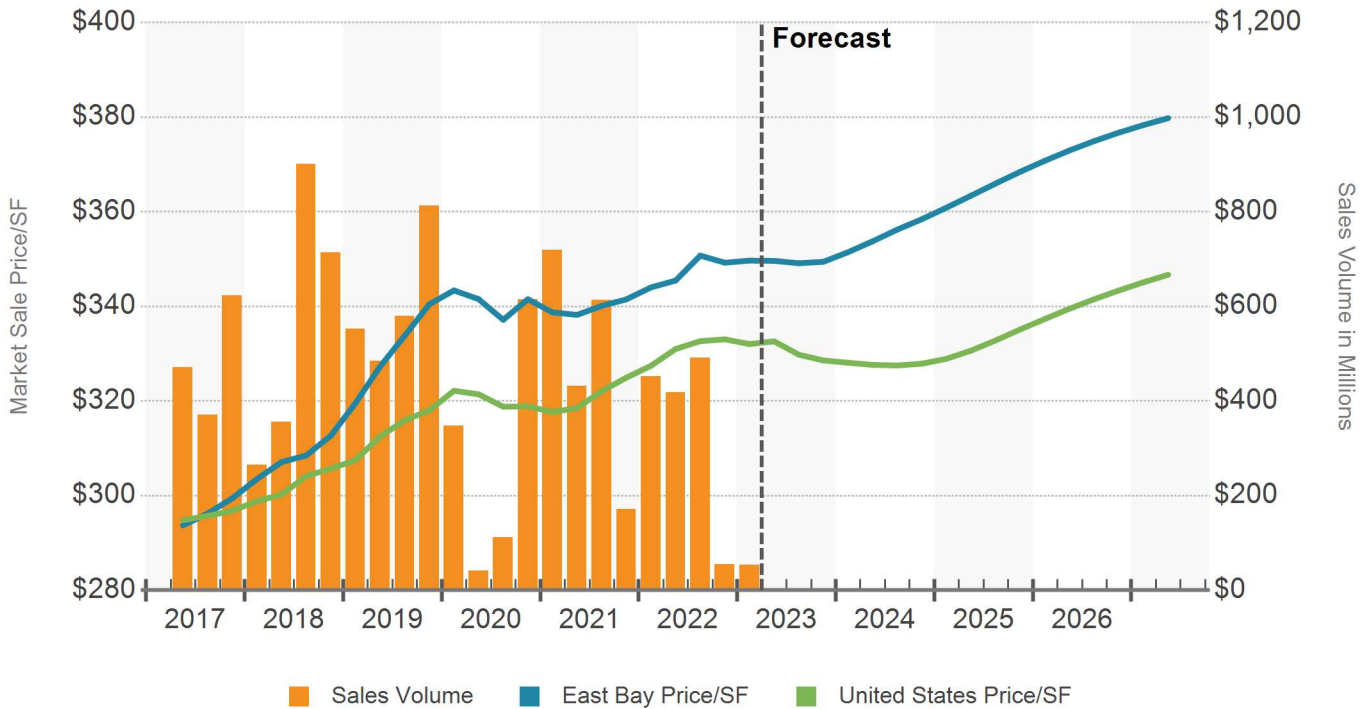
The most recent notable office sale of 2022 was for Chevron Park, a 1.3 million SF building located at 6001 Bollinger Canyon Rd in the Bishop Ranch submarket. The building is the former home of the seller, Chevron Corporation, who sold the property for \$174.5 million (\$135/SF) as a part of its wholesale relocation from

California. Chevron agreed to occupy one-third of the total space as it continues to shift operations to the new location.

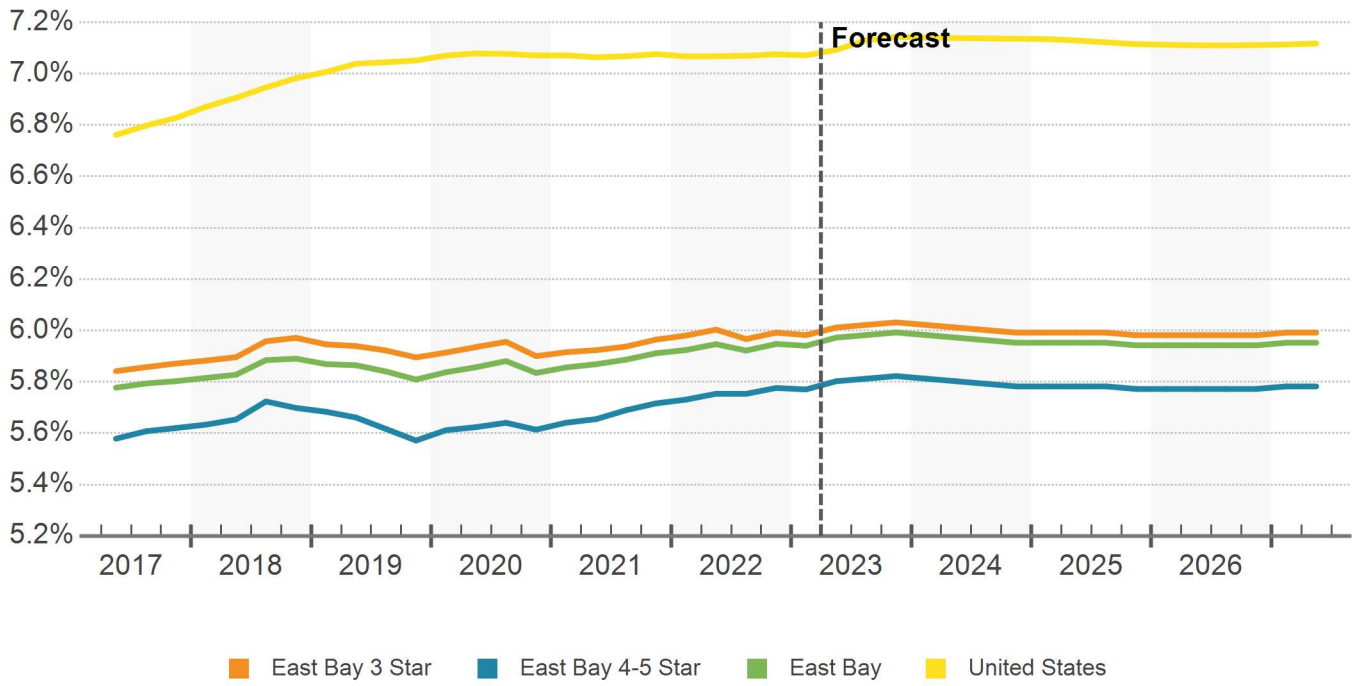
In March 2022, Stockbridge Capital acquired 1951 Harbor Bay Parkway in the Harbor Bay Business Park in Alameda. The 220,000-SF building was under construction at the time of sale and is preleased to biotech firm Exelixis. Stockbridge bought from local private developer SRM Ernst for \$158 million (\$720/SF).

The East Bay saw robust asset price growth from 2013–19, but since early 2020, pricing has flatlined. Pricing is discounted compared to both the San Francisco and San Jose office markets. However, rising interest rates will hamper sales, reducing buyers' willingness to pay for an already high-risk asset class. More pricing erosion is likely in the coming periods as interest rates are much higher than a year ago, and lenders are hesitant to make offers on all but the best office product.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

East Bay Office

Sale Comparables

193

Avg. Cap Rate

5.3%

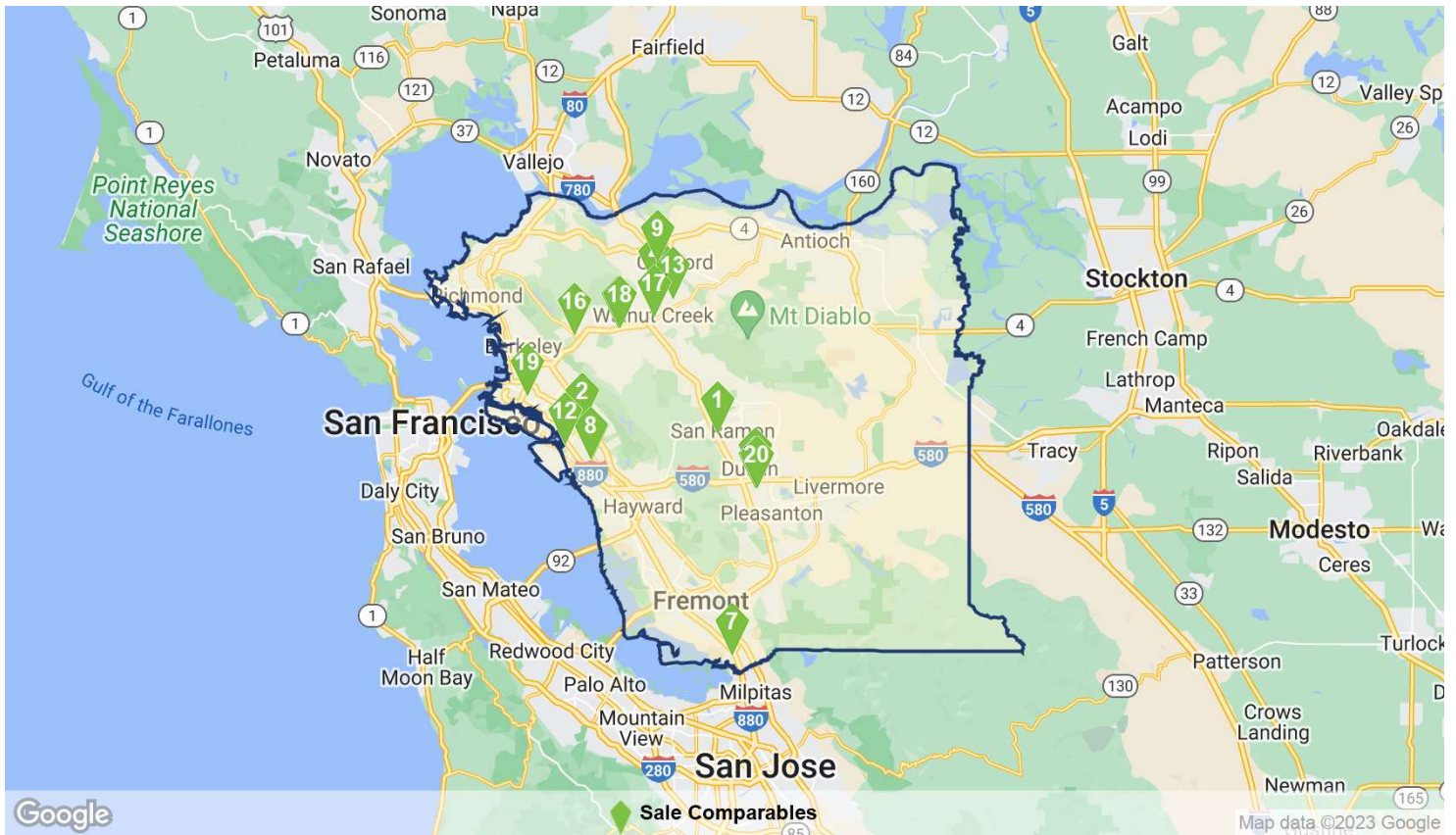
Avg. Price/SF

\$218

Avg. Vacancy At Sale

9.8%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$128,894	\$6,258,253	\$1,900,000	\$174,500,000
Price/SF	\$3.06	\$218	\$348	\$1,916
Cap Rate	2.6%	5.3%	5.2%	12.0%
Time Since Sale in Months	0.2	7.5	8.4	12.0
Property Attributes	Low	Average	Median	High
Building SF	788	28,542	6,025	1,289,763
Stories	1	2	2	6
Typical Floor SF	727	10,987	4,200	322,441
Vacancy Rate At Sale	0%	9.8%	0%	100%
Year Built	1880	1966	1970	2010
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.2	★ ★ ★ ★ ★	★ ★ ★ ★ ★

Sales Past 12 Months

East Bay Office

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 Chevron Park 6001 Bollinger Canyon Rd	★★★★★	1986	1,289,763	0%	9/28/2022	\$174,500,000	\$135	-
2 Office Portion Eastmont... 7000 Bancroft Ave	★★★★★	1970	550,426	13.4%	5/25/2022	\$76,200,000	\$138	-
3 Bldg A 1100 San Leandro Blvd	★★★★★	2000	99,039	4.2%	6/9/2022	\$49,994,804	\$505	-
4 The Terraces 2300 Contra Costa Blvd	★★★★★	1987	134,759	10.3%	7/5/2022	\$38,500,000	\$286	-
5 Bldg B 500 Davis St	★★★★★	2010	83,319	0%	6/9/2022	\$36,240,671	\$435	-
6 Bldg 1 5860 Owens Dr	★★★★★	2001	96,904	8.8%	5/16/2022	\$35,000,000	\$361	-
7 47100 Bayside Pky	★★★★★	1990	61,454	100%	8/18/2022	\$24,500,000	\$399	-
8 Bldg C 1000 San Leandro Blvd	★★★★★	2010	52,206	0%	6/9/2022	\$23,364,524	\$448	-
9 2055 Meridian Park Blvd	★★★★★	1981	25,141	0%	7/1/2022	\$20,000,000	\$796	-
10 Hacienda Lakes - Bldg D 5568 Gibraltar Dr	★★★★★	1986	40,000	0%	7/1/2022	\$18,228,468	\$456	-
11 Bldg A-B 7700 Edgewater Dr	★★★★★	1976	103,500	0%	7/18/2022	\$18,128,252	\$175	-
12 7700 Edgewater Dr	★★★★★	1976	102,500	0%	7/18/2022	\$17,572,748	\$171	-
13 Orchard Park 401 Lennon Ln	★★★★★	1982	85,512	16.4%	8/26/2022	\$17,479,733	\$204	-
14 975-985 Moraga Rd	★★★★★	1985	25,280	0%	5/3/2022	\$14,784,294	\$585	-
15 Amador Two 4480 Willow Rd	★★★★★	1984	64,222	0%	5/2/2022	\$13,487,000	\$210	-
16 Orinda Office Building 25 Orinda Way	★★★★★	1974	28,931	7.0%	3/17/2023	\$12,800,000	\$442	5.4%
17 1910 N Broadway	★★★★★	1967	6,400	0%	6/1/2022	\$12,265,500	\$1,916	-
18 3483 Golden Gate 3483 Golden Gate Way	★★★★★	1960	27,040	0%	10/25/2022	\$12,000,000	\$444	-
19 201 19th St	★★★★★	1957	10,302	0%	12/7/2022	\$11,333,000	\$1,100	-
20 Hacienda Lakes - Bldg B 4256 Hacienda Dr	★★★★★	1985	46,100	0%	7/1/2022	\$11,152,545	\$242	-

The East Bay economy continues its quest to fully recover from the fallout caused by the coronavirus pandemic, which abruptly ended what had been the longest economic expansion in U.S. history. The East Bay and the broader Bay Area were more cautious and methodical regarding opening up the economy following shutdown measures. The majority of office employees continue to work remotely, but retail businesses have been able to reopen, fueling a more robust recovery in recent months.

According to the Bureau of Labor Statistics, employment in the East Bay metro fell by nearly 180,000 between March and April of 2020, or over 15%. To date, employment remains a few thousand jobs short of pre-pandemic levels.

Unemployment stood just above 3% in late 2022, down around 100 basis points from one year prior. The East Bay rate compares to 4.1% for California and 3.5% for the nation overall. As expected, leisure and hospitality continue to be the hardest hit sector, down approximately 10,000 jobs since before the pandemic, but having seen 14,000 people added to payrolls in 2022.

While employment gains pre-pandemic in San Jose and San Francisco were more robust, the East Bay has significantly outpaced national average employment growth. Median income gains have been substantial as well, climbing above \$100,000 and significantly outpacing the national average during the recent expansion. The East Bay benefited from the Bay Area's widespread, tech-led economic expansion from the Great Recession. Established tech players such as Workday, Lam Research, and Veeva Systems continued or expanded their East Bay presence. In addition, newcomers like fintech firms Square and Credit Karma, and startups like Pleasanton-based 10x Genomics, among others, grew around the metro. Oxford Economics estimates that job growth in the East Bay will continue outperforming the national benchmark by a healthy margin over the next five years.

Outside of the tech sector, the East Bay is home to the Port of Oakland, one of the busiest ports in the U.S. and a central economic force in the metro. The East Bay is

also the largest Bay Area industrial market, and major distribution tenants like Amazon and UPS have been expanding in the metro recently. The continued rise of e-commerce and the need for warehouse space and last-mile distribution facilities should benefit the East Bay economy and employment market.

Major U.S. research facilities Lawrence Livermore and Lawrence Berkeley National Laboratories and Sandia National Laboratories are located in the East Bay. In addition, the East Bay is home to major operations for a diverse set of large corporations. Significant employment in the healthcare industry in the East Bay includes healthcare systems Kaiser Permanente, Sutter Health, and John Muir Health, along with device and supplier companies like The Cooper Companies and Bio-Rad Laboratories. And auto manufacturer Tesla, oil giant Chevron Corp, and The Clorox Company are all headquartered in the East Bay, helping to drive the region's economy.

Looking from a broader perspective, continued real estate development and public transportation infrastructure projects already in the works will strengthen economic activity in the East Bay moving forward. Most notable is the considerable amount of apartment construction taking place throughout the market, mostly in transit-oriented projects. While these projects may face issues in the near term, the long-term outlook is for continued connectivity in the Bay Area's most affordable major metro for housing and office space.

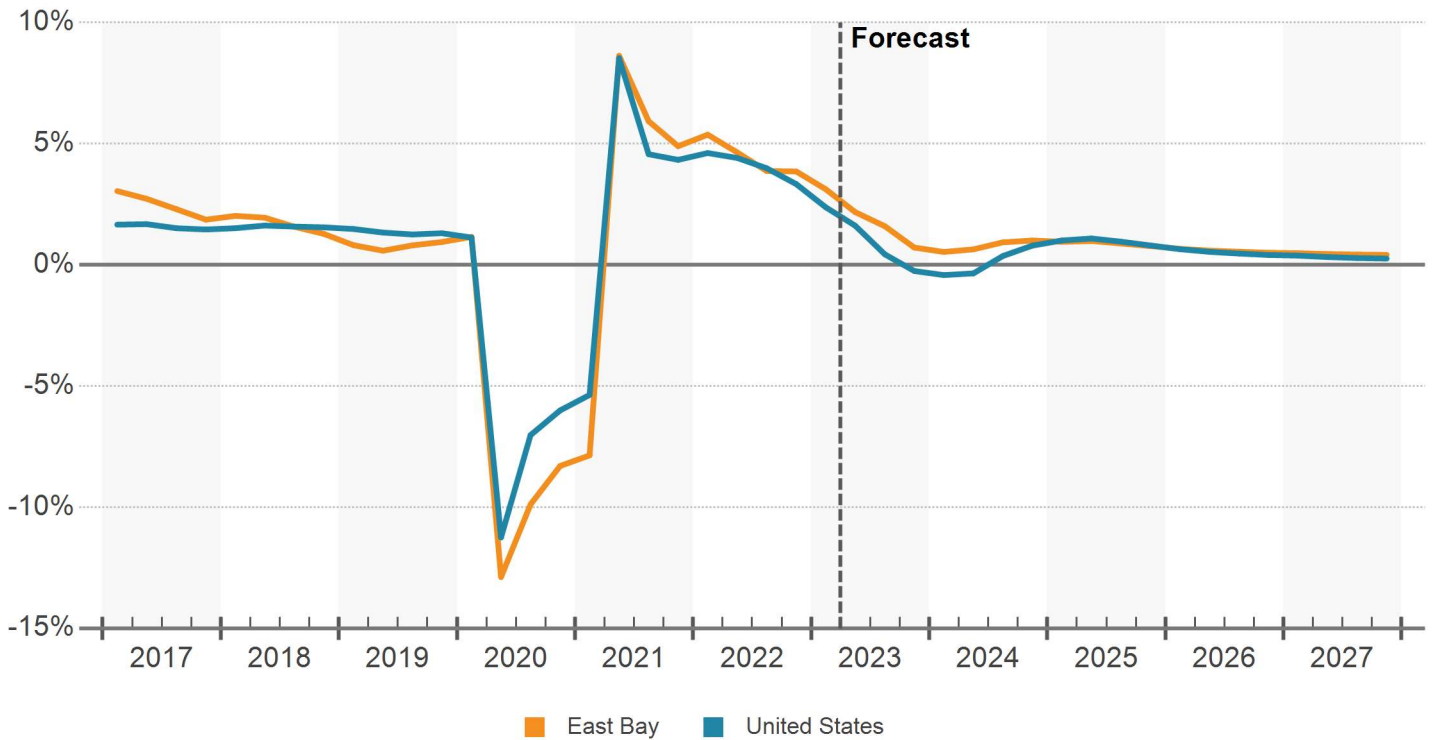
BART's ongoing extension from the East Bay to San Jose is significantly expanding the number of commuting options for East Bay residents. Job centers in San Francisco, Downtown Oakland, and Pleasanton are becoming even more accessible from the southern portion of the East Bay. And once BART reaches San Jose, East Bay, residents can look for work in all the Bay Area's three major cities of San Francisco, Oakland, and San Jose. Simultaneously, the construction of new BART stations through the southern end of the East Bay is opening up pockets for transit-oriented residential and commercial development, unlocking the greater economic potential for the region as a whole.

EAST BAY EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	113	1.1	2.78%	2.46%	3.49%	0.77%	0.63%	-0.03%
Trade, Transportation and Utilities	208	0.9	3.19%	0.86%	1.25%	1.16%	-0.05%	0.07%
Retail Trade	115	0.9	4.40%	-0.03%	0.72%	0.54%	-0.06%	0.08%
Financial Activities	52	0.7	0.86%	1.36%	0.09%	1.39%	0.09%	0.08%
Government	167	1.0	0.75%	1.17%	0.41%	0.25%	0.63%	0.55%
Natural Resources, Mining and Construction	77	1.2	4.19%	2.62%	2.97%	2.40%	0.73%	0.21%
Education and Health Services	207	1.1	2.63%	3.35%	2.25%	1.72%	0.59%	0.53%
Professional and Business Services	197	1.1	1.24%	2.37%	1.37%	2.07%	0.27%	0.33%
Information	26	1.1	5.93%	4.56%	1.34%	1.31%	0.73%	0.22%
Leisure and Hospitality	111	0.9	9.83%	4.71%	1.44%	1.35%	2.58%	1.03%
Other Services	41	0.9	5.42%	2.54%	0.83%	0.59%	0.17%	0.30%
Total Employment	1,199	1.0	3.04%	2.31%	1.55%	1.28%	0.60%	0.37%

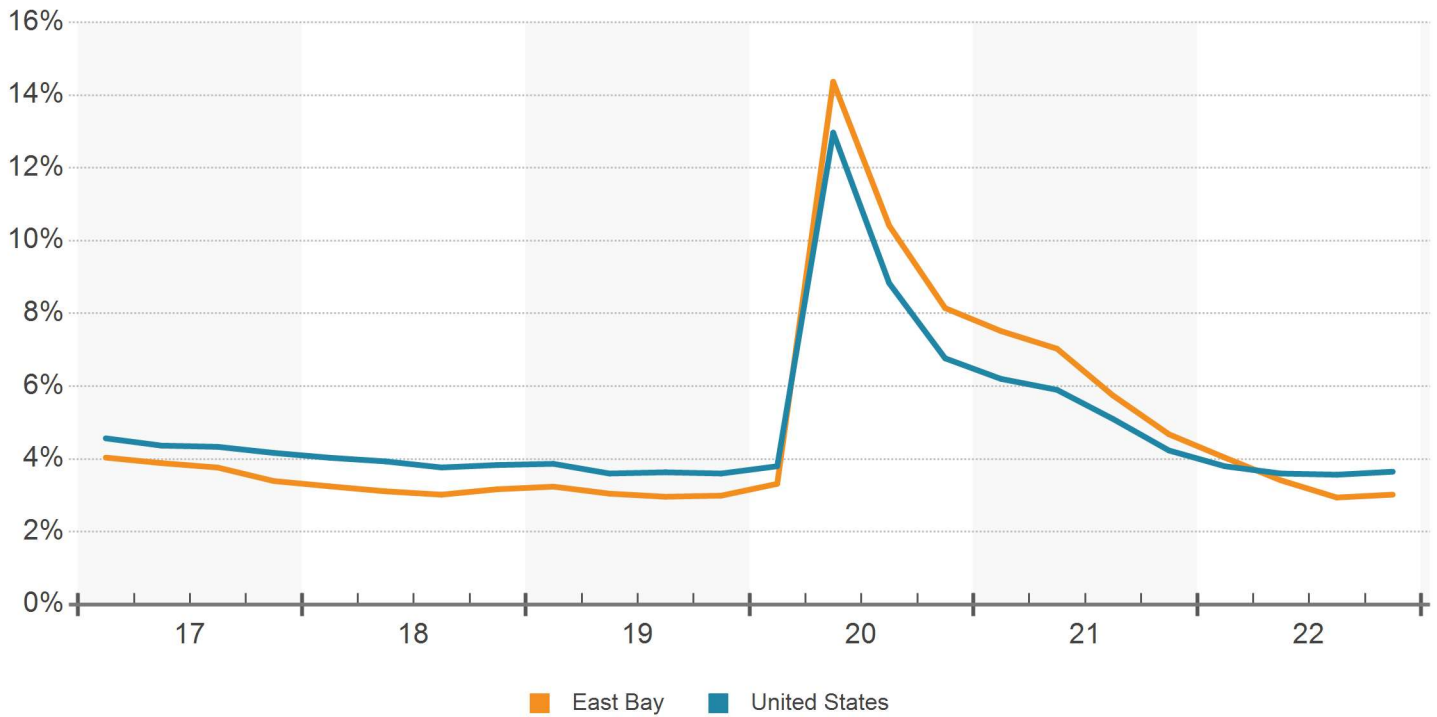
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

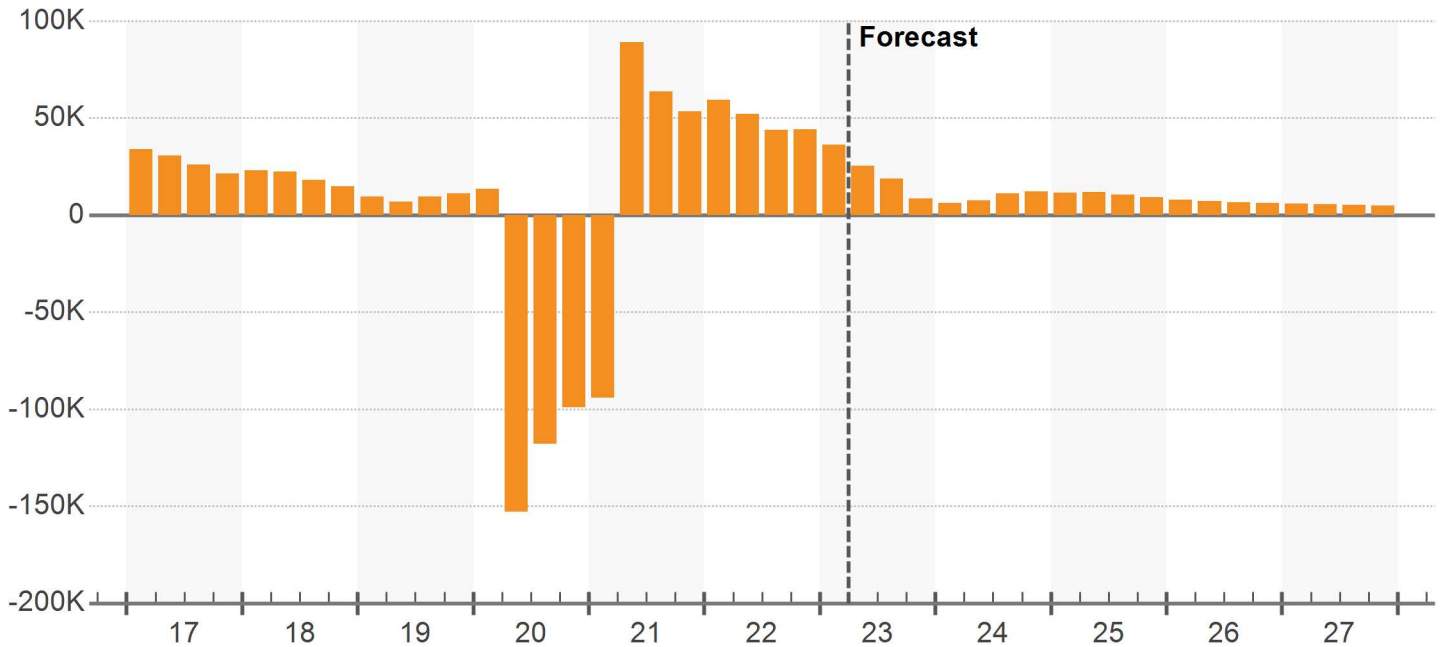


Source: Oxford Economics

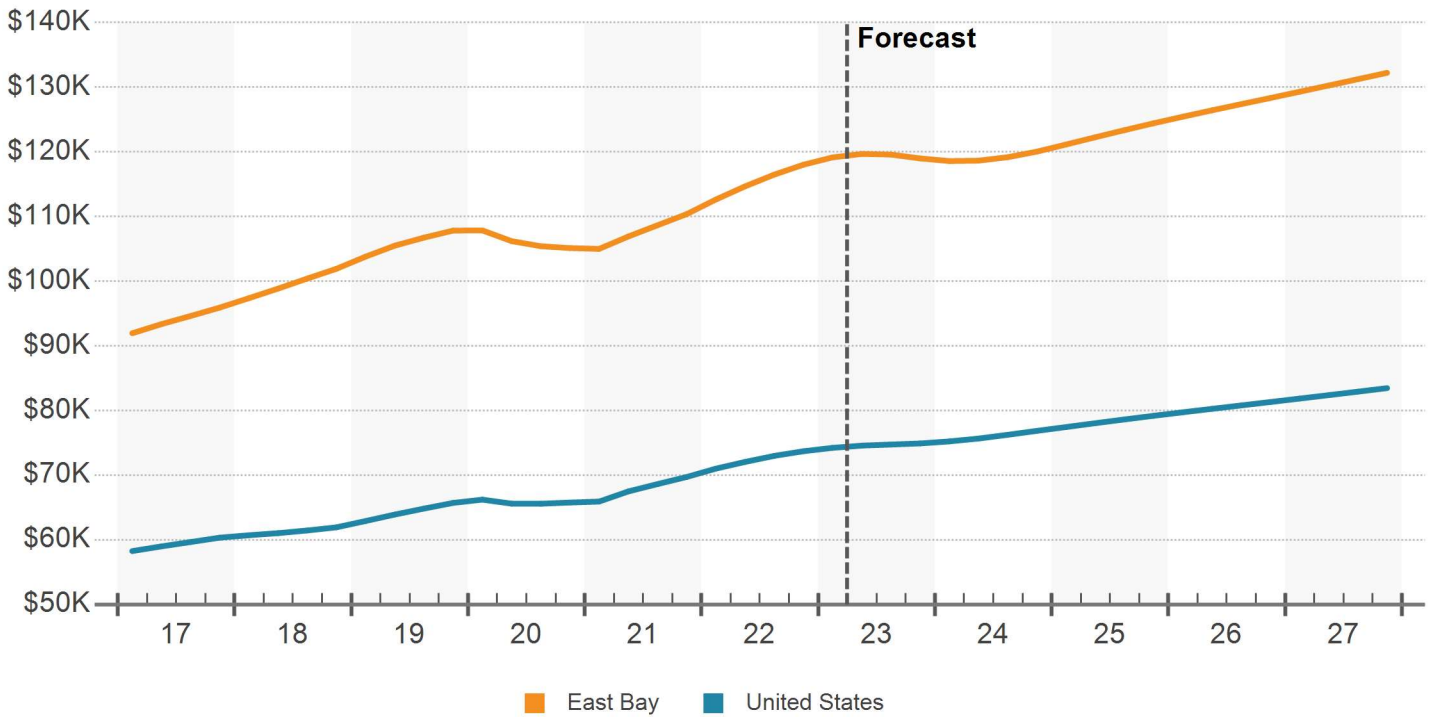
UNEMPLOYMENT RATE (%)



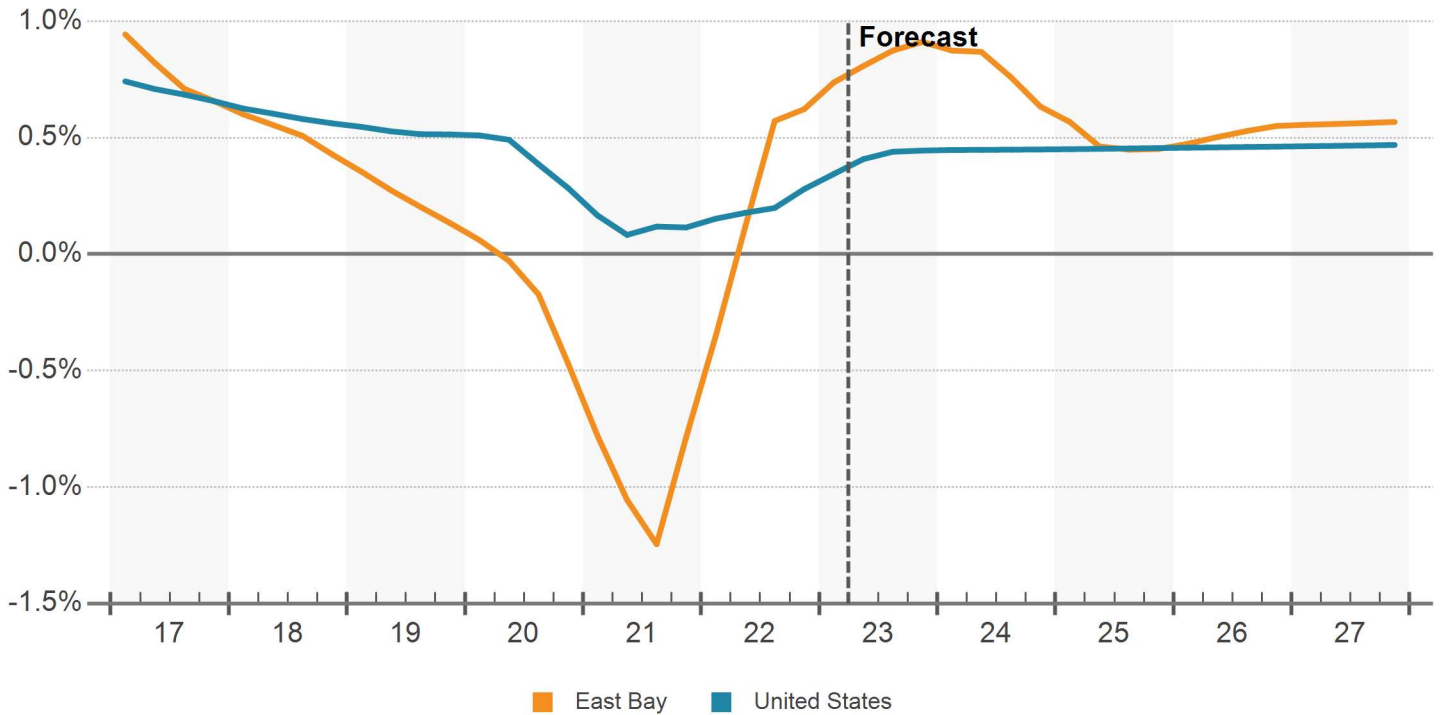
NET EMPLOYMENT CHANGE (YOY)



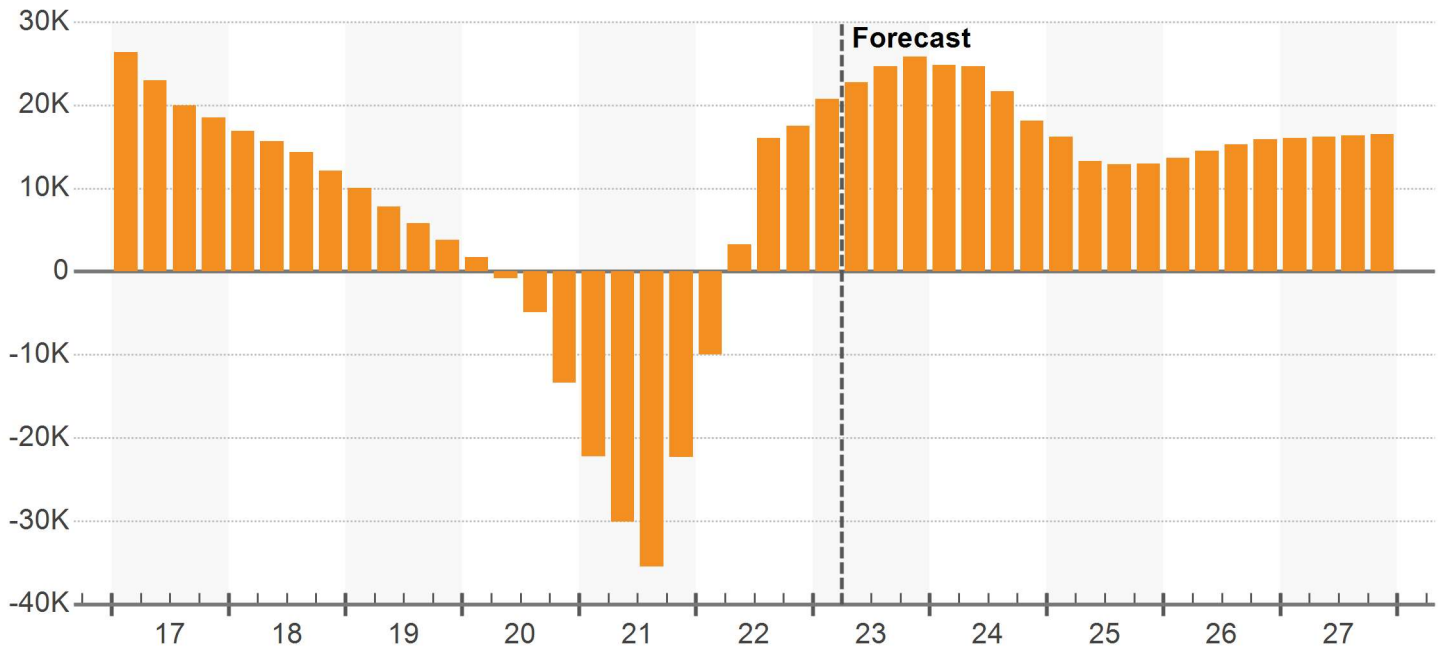
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

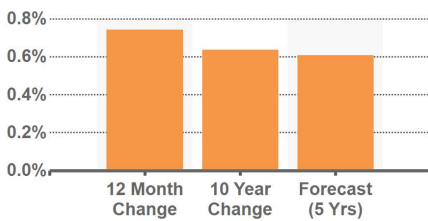


DEMOGRAPHIC TRENDS

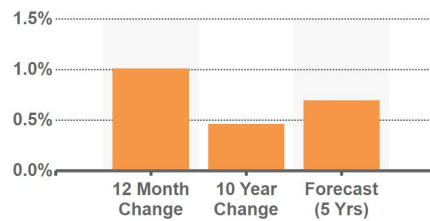
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	2,838,566	333,325,500	0.7%	0.3%	0.6%	0.5%	0.6%	0.5%
Households	1,022,458	129,349,414	1.3%	0.9%	0.7%	0.8%	0.7%	0.6%
Median Household Income	\$119,158	\$74,245	5.7%	4.4%	5.0%	3.7%	2.3%	2.5%
Labor Force	1,394,677	165,160,672	1.0%	0.7%	0.5%	0.6%	0.7%	0.4%
Unemployment	3.0%	3.7%	-1.0%	-0.1%	-0.5%	-0.4%	-	-

Source: Oxford Economics

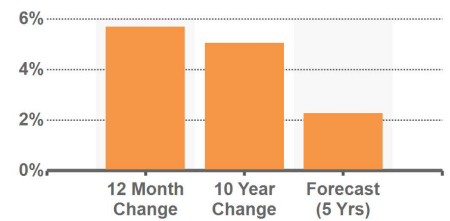
POPULATION GROWTH



LABOR FORCE GROWTH

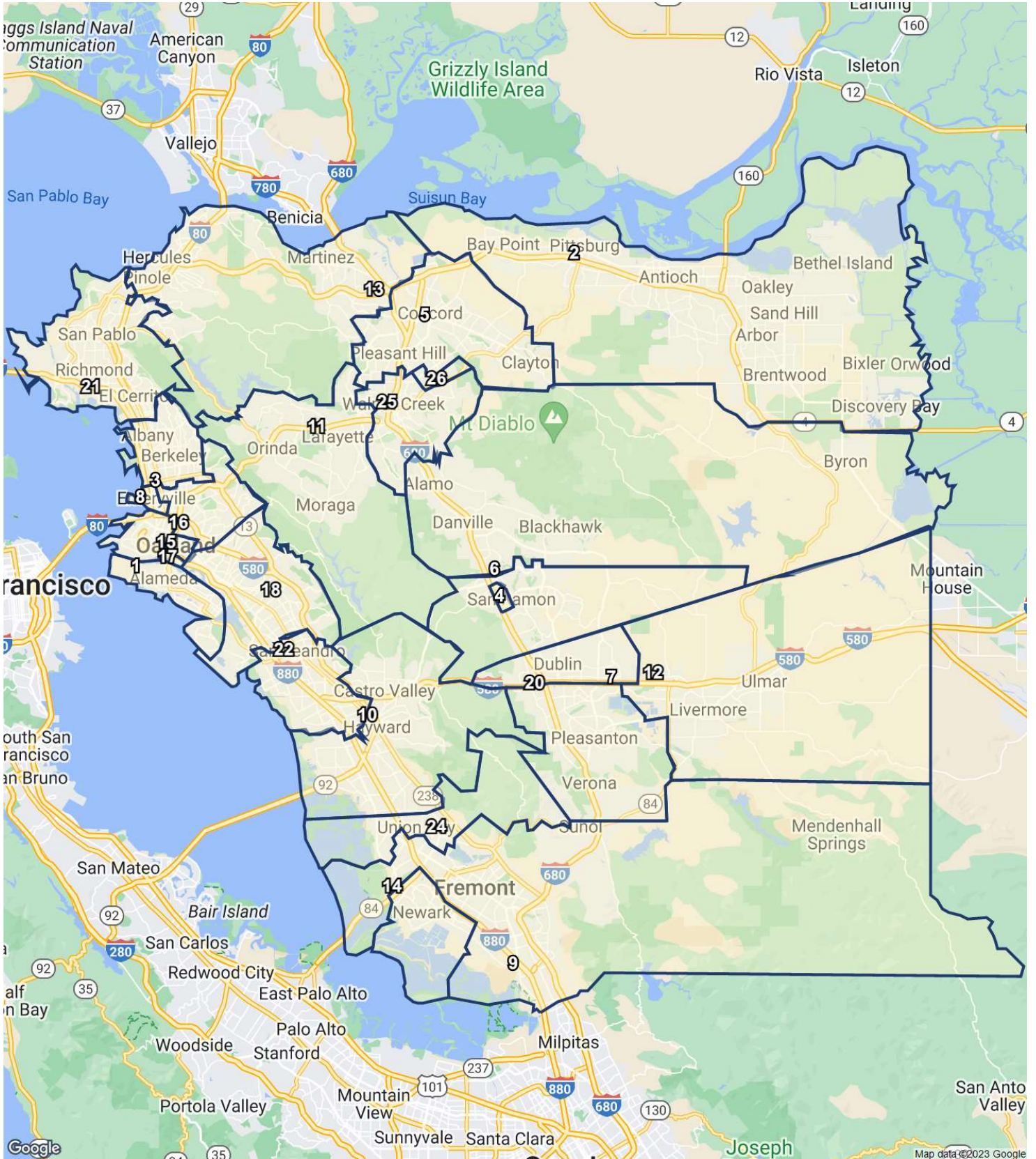


INCOME GROWTH



Source: Oxford Economics

EAST BAY SUBMARKETS



SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Alameda	217	4,496	3.9%	10	1	204	4.5%	1	0	-	-	-
2	Antioch/Pittsburg	301	2,587	2.2%	16	1	5	0.2%	3	0	-	-	-
3	Berkeley	482	6,538	5.7%	6	0	0	0%	-	0	-	-	-
4	Bishop Ranch	24	6,836	5.9%	5	0	0	0%	-	0	-	-	-
5	Concord/Pleasant Hill	386	7,808	6.8%	4	0	0	0%	-	0	-	-	-
6	Danville/Alamo	155	1,487	1.3%	22	0	0	0%	-	0	-	-	-
7	Dublin	59	2,789	2.4%	14	0	0	0%	-	0	-	-	-
8	Emeryville	69	4,583	4.0%	9	0	0	0%	-	1	75	1.6%	1
9	Fremont	249	5,100	4.4%	7	0	0	0%	-	1	35	0.7%	2
10	Hayward/Castro Valley	329	3,878	3.4%	11	0	0	0%	-	0	-	-	-
11	Lamorinda	210	1,816	1.6%	20	1	17	0.9%	2	0	-	-	-
12	Livermore	172	2,068	1.8%	19	0	0	0%	-	0	-	-	-
13	Martinez/Pacheco/Hercules	205	1,809	1.6%	21	0	0	0%	-	0	-	-	-
14	Newark	49	1,127	1.0%	24	0	0	0%	-	0	-	-	-
15	Oakland-Downtown	290	21,091	18.3%	1	0	0	0%	-	0	-	-	-
16	Oakland-North	349	3,265	2.8%	12	0	0	0%	-	0	-	-	-
17	Oakland-Port/Jack London	59	1,395	1.2%	23	0	0	0%	-	0	-	-	-
18	Oakland-South/Airport	304	4,936	4.3%	8	0	0	0%	-	0	-	-	-
19	Oakland-West	62	888	0.8%	25	0	0	0%	-	1	19	2.1%	3
20	Pleasanton	248	11,694	10.1%	2	0	0	0%	-	0	-	-	-
21	Richmond/San Pablo	301	2,964	2.6%	13	0	0	0%	-	0	-	-	-
22	San Leandro	290	2,636	2.3%	15	0	0	0%	-	0	-	-	-
23	San Ramon	113	2,375	2.1%	18	0	0	0%	-	0	-	-	-
24	Union City	29	252	0.2%	26	0	0	0%	-	0	-	-	-
25	Walnut Creek-BART/DT	296	8,446	7.3%	3	0	0	0%	-	0	-	-	-
26	Walnut Creek-Shadelands	78	2,392	2.1%	17	0	0	0%	-	0	-	-	-

SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Alameda	\$34.76	14	3.0%	4	18.8%	5
2	Antioch/Pittsburg	\$32.05	23	2.5%	8	13.8%	8
3	Berkeley	\$40.67	5	1.9%	14	8.4%	17
4	Bishop Ranch	\$38	10	0%	26	18.5%	6
5	Concord/Pleasant Hill	\$32.18	21	1.1%	19	10.6%	14
6	Danville/Alamo	\$39.25	9	2.6%	7	11.2%	13
7	Dublin	\$34.41	15	0.3%	23	11.4%	12
8	Emeryville	\$45.67	3	0.2%	24	16.1%	7
9	Fremont	\$35.53	13	3.1%	3	8.9%	16
10	Hayward/Castro Valley	\$32.10	22	3.4%	2	-0.4%	22
11	Lamorinda	\$40.04	7	2.2%	11	-1.8%	23
12	Livermore	\$33.69	18	3.0%	5	12.0%	10
13	Martinez/Pacheco/Hercules	\$29.64	26	2.1%	13	-2.5%	24
14	Newark	\$39.76	8	2.5%	10	21.1%	3
15	Oakland-Downtown	\$52.59	1	0.2%	25	19.4%	4
16	Oakland-North	\$40.23	6	1.1%	18	1.4%	20
17	Oakland-Port/Jack London	\$46.45	2	0.9%	21	12.1%	9
18	Oakland-South/Airport	\$31.37	25	1.2%	17	10.3%	15
19	Oakland-West	\$36.04	11	0.8%	22	-3.9%	26
20	Pleasanton	\$35.65	12	1.2%	16	21.7%	1
21	Richmond/San Pablo	\$34.03	17	1.9%	15	1.1%	21
22	San Leandro	\$33.37	19	2.9%	6	2.0%	19
23	San Ramon	\$34.18	16	2.1%	12	11.5%	11
24	Union City	\$33.15	20	4.8%	1	-3.1%	25
25	Walnut Creek-BART/DT	\$41.53	4	1.0%	20	21.4%	2
26	Walnut Creek-Shadelands	\$32.03	24	2.5%	9	2.9%	18

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Alameda	286,609	6.4%	6	163,629	3.6%	1	-
2	Antioch/Pittsburg	173,941	6.7%	9	10,926	0.4%	6	0.5
3	Berkeley	543,667	8.3%	12	(27,062)	-0.4%	16	-
4	Bishop Ranch	1,281,661	18.7%	24	(683,114)	-10.0%	26	-
5	Concord/Pleasant Hill	1,080,832	13.8%	17	92,855	1.2%	3	-
6	Danville/Alamo	137,252	9.2%	14	(4,211)	-0.3%	11	-
7	Dublin	408,481	14.6%	18	(65,135)	-2.3%	21	-
8	Emeryville	1,032,354	22.5%	26	(200,829)	-4.4%	25	-
9	Fremont	331,877	6.5%	7	(37,239)	-0.7%	18	-
10	Hayward/Castro Valley	143,345	3.7%	2	(32,981)	-0.9%	17	-
11	Lamorinda	128,615	7.1%	10	4,726	0.3%	9	2.1
12	Livermore	316,326	15.3%	19	9,526	0.5%	7	-
13	Martinez/Pacheco/Hercules	52,223	2.9%	1	(5,388)	-0.3%	12	-
14	Newark	182,736	16.2%	22	(117,532)	-10.4%	22	-
15	Oakland-Downtown	3,392,394	16.1%	20	(119,918)	-0.6%	23	-
16	Oakland-North	292,632	9.0%	13	(19,965)	-0.6%	15	-
17	Oakland-Port/Jack London	155,759	11.2%	15	22,421	1.6%	5	-
18	Oakland-South/Airport	377,506	7.6%	11	(52,205)	-1.1%	20	-
19	Oakland-West	39,762	4.5%	3	(15,275)	-1.7%	13	-
20	Pleasanton	1,396,477	11.9%	16	144,119	1.2%	2	-
21	Richmond/San Pablo	172,850	5.8%	4	(16,075)	-0.5%	14	-
22	San Leandro	165,291	6.3%	5	24,116	0.9%	4	-
23	San Ramon	382,777	16.1%	21	(47,695)	-2.0%	19	-
24	Union City	16,721	6.6%	8	(2,020)	-0.8%	10	-
25	Walnut Creek-BART/DT	1,686,791	20.0%	25	(160,211)	-1.9%	24	-
26	Walnut Creek-Shadelands	388,223	16.2%	23	7,840	0.3%	8	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	114,862,676	(34,364)	0%	(43,017)	0%	-
2026	114,897,040	(88,377)	-0.1%	(32,470)	0%	-
2025	114,985,417	(150,178)	-0.1%	16,670	0%	-
2024	115,135,595	(147,418)	-0.1%	(38,106)	0%	-
2023	115,283,013	33,993	0%	(93,570)	-0.1%	-
YTD	115,254,065	5,045	0%	(90,703)	-0.1%	-
2022	115,249,020	(451,637)	-0.4%	(1,472,965)	-1.3%	-
2021	115,700,657	121,510	0.1%	(1,207,482)	-1.0%	-
2020	115,579,147	398,170	0.3%	(2,271,877)	-2.0%	-
2019	115,180,977	1,227,016	1.1%	1,864,920	1.6%	0.7
2018	113,953,961	558,847	0.5%	609,943	0.5%	0.9
2017	113,395,114	(972,184)	-0.9%	(1,624,675)	-1.4%	-
2016	114,367,298	(497)	0%	1,028,355	0.9%	-
2015	114,367,795	137,242	0.1%	1,883,410	1.6%	0.1
2014	114,230,553	185,295	0.2%	508,211	0.4%	0.4
2013	114,045,258	128,226	0.1%	1,277,389	1.1%	0.1
2012	113,917,032	(84,600)	-0.1%	1,001,671	0.9%	-
2011	114,001,632	(297,984)	-0.3%	538,008	0.5%	-

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	33,563,200	110,761	0.3%	96,054	0.3%	1.2
2026	33,452,439	65,318	0.2%	76,997	0.2%	0.8
2025	33,387,121	13,315	0%	102,715	0.3%	0.1
2024	33,373,806	18,825	0.1%	77,205	0.2%	0.2
2023	33,354,981	115,190	0.3%	22,439	0.1%	5.1
YTD	33,244,836	5,045	0%	(88,450)	-0.3%	-
2022	33,239,791	7,306	0%	(582,870)	-1.8%	-
2021	33,232,485	163,996	0.5%	(1,093,644)	-3.3%	-
2020	33,068,489	351,400	1.1%	(736,684)	-2.2%	-
2019	32,717,089	1,016,998	3.2%	995,749	3.0%	1.0
2018	31,700,091	722,000	2.3%	570,360	1.8%	1.3
2017	30,978,091	(465,711)	-1.5%	(1,289,954)	-4.2%	-
2016	31,443,802	132,725	0.4%	419,511	1.3%	0.3
2015	31,311,077	310,890	1.0%	965,793	3.1%	0.3
2014	31,000,187	0	0%	(202,652)	-0.7%	-
2013	31,000,187	68,640	0.2%	266,688	0.9%	0.3
2012	30,931,547	178,000	0.6%	514,225	1.7%	0.3
2011	30,753,547	(81,560)	-0.3%	673,784	2.2%	-

Supply & Demand Trends

East Bay Office

3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	44,596,544	10,711	0%	3,919	0%	2.7
2026	44,585,833	2,237	0%	20,421	0%	0.1
2025	44,583,596	(7,472)	0%	32,238	0.1%	-
2024	44,591,068	(9,966)	0%	12,920	0%	-
2023	44,601,034	(4,985)	0%	45,848	0.1%	-
YTD	44,606,019	0	0%	61,298	0.1%	0
2022	44,606,019	(433,794)	-1.0%	(668,376)	-1.5%	-
2021	45,039,813	3,493	0%	(50,128)	-0.1%	-
2020	45,036,320	49,843	0.1%	(844,153)	-1.9%	-
2019	44,986,477	272,038	0.6%	1,067,287	2.4%	0.3
2018	44,714,439	(118,495)	-0.3%	(326,773)	-0.7%	-
2017	44,832,934	(388,136)	-0.9%	(224,815)	-0.5%	-
2016	45,221,070	(72,510)	-0.2%	339,225	0.8%	-
2015	45,293,580	(100,980)	-0.2%	477,814	1.1%	-
2014	45,394,560	407,658	0.9%	551,244	1.2%	0.7
2013	44,986,902	72,006	0.2%	392,413	0.9%	0.2
2012	44,914,896	(17,992)	0%	600,040	1.3%	-
2011	44,932,888	(84,817)	-0.2%	43,790	0.1%	-

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	36,702,932	(155,836)	-0.4%	(142,990)	-0.4%	-
2026	36,858,768	(155,932)	-0.4%	(129,888)	-0.4%	-
2025	37,014,700	(156,021)	-0.4%	(118,283)	-0.3%	-
2024	37,170,721	(156,277)	-0.4%	(128,231)	-0.3%	-
2023	37,326,998	(76,212)	-0.2%	(161,857)	-0.4%	-
YTD	37,403,210	0	0%	(63,551)	-0.2%	-
2022	37,403,210	(25,149)	-0.1%	(221,719)	-0.6%	-
2021	37,428,359	(45,979)	-0.1%	(63,710)	-0.2%	-
2020	37,474,338	(3,073)	0%	(691,040)	-1.8%	-
2019	37,477,411	(62,020)	-0.2%	(198,116)	-0.5%	-
2018	37,539,431	(44,658)	-0.1%	366,356	1.0%	-
2017	37,584,089	(118,337)	-0.3%	(109,906)	-0.3%	-
2016	37,702,426	(60,712)	-0.2%	269,619	0.7%	-
2015	37,763,138	(72,668)	-0.2%	439,803	1.2%	-
2014	37,835,806	(222,363)	-0.6%	159,619	0.4%	-
2013	38,058,169	(12,420)	0%	618,288	1.6%	-
2012	38,070,589	(244,608)	-0.6%	(112,594)	-0.3%	-
2011	38,315,197	(131,607)	-0.3%	(179,566)	-0.5%	-

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$42.71	164	1.3%	7.2%	14,303,901	12.5%	0%
2026	\$42.15	162	1.8%	5.8%	14,288,638	12.4%	0%
2025	\$41.39	159	2.2%	3.9%	14,337,924	12.5%	-0.1%
2024	\$40.49	156	1.8%	1.6%	14,498,172	12.6%	-0.1%
2023	\$39.78	153	1.2%	-0.2%	14,600,693	12.7%	0.1%
YTD	\$39.40	152	1.2%	-1.1%	14,567,102	12.6%	0.1%
2022	\$39.29	151	1.0%	-1.4%	14,471,354	12.6%	0.9%
2021	\$38.90	150	-0.8%	-2.4%	13,450,026	11.6%	1.1%
2020	\$39.24	151	-1.5%	-1.5%	12,122,151	10.5%	2.3%
2019	\$39.85	153	6.4%	0%	9,458,104	8.2%	-0.6%
2018	\$37.45	144	4.4%	-6.0%	10,091,684	8.9%	-0.1%
2017	\$35.87	138	6.5%	-10.0%	10,142,780	8.9%	0.6%
2016	\$33.69	130	12.3%	-15.5%	9,495,750	8.3%	-0.9%
2015	\$29.98	115	10.7%	-24.7%	10,517,815	9.2%	-1.5%
2014	\$27.09	104	7.7%	-32.0%	12,263,248	10.7%	-0.3%
2013	\$25.14	97	6.1%	-36.9%	12,586,164	11.0%	-1.0%
2012	\$23.70	91	2.6%	-40.5%	13,735,327	12.1%	-0.9%
2011	\$23.10	89	0.7%	-42.0%	14,822,357	13.0%	-0.7%

4 & 5 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$49.33	172	1.1%	-1.3%	6,608,841	19.7%	0%
2026	\$48.78	170	1.6%	-2.4%	6,594,307	19.7%	-0.1%
2025	\$48.01	167	2.0%	-3.9%	6,606,137	19.8%	-0.3%
2024	\$47.06	164	1.6%	-5.8%	6,695,664	20.1%	-0.2%
2023	\$46.33	161	0.6%	-7.3%	6,754,044	20.2%	0.2%
YTD	\$45.99	160	-1.4%	-7.9%	6,754,777	20.3%	0.3%
2022	\$46.06	160	-3.2%	-7.8%	6,661,282	20.0%	1.8%
2021	\$47.60	166	-2.6%	-4.7%	6,071,106	18.3%	3.7%
2020	\$48.85	170	-2.2%	-2.2%	4,813,466	14.6%	3.2%
2019	\$49.96	174	9.8%	0%	3,725,382	11.4%	-0.3%
2018	\$45.50	158	3.4%	-8.9%	3,704,133	11.7%	0.2%
2017	\$44.01	153	6.4%	-11.9%	3,552,493	11.5%	2.8%
2016	\$41.35	144	13.1%	-17.2%	2,733,710	8.7%	-0.9%
2015	\$36.57	127	9.6%	-26.8%	3,012,312	9.6%	-2.2%
2014	\$33.36	116	10.9%	-33.2%	3,666,480	11.8%	0.7%
2013	\$30.08	105	5.0%	-39.8%	3,463,828	11.2%	-0.7%
2012	\$28.66	100	3.1%	-42.6%	3,661,876	11.8%	-1.2%
2011	\$27.79	97	4.1%	-44.4%	3,998,101	13.0%	-2.5%

3 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$41.80	171	1.4%	10.9%	4,606,574	10.3%	0%
2026	\$41.22	168	1.9%	9.3%	4,599,791	10.3%	0%
2025	\$40.46	165	2.3%	7.3%	4,617,988	10.4%	-0.1%
2024	\$39.56	162	1.8%	4.9%	4,657,705	10.4%	0%
2023	\$38.85	159	3.0%	3.0%	4,680,573	10.5%	-0.1%
YTD	\$38.23	156	3.1%	1.4%	4,670,061	10.5%	-0.1%
2022	\$37.70	154	2.6%	0%	4,731,359	10.6%	0.6%
2021	\$36.77	150	0.6%	-2.5%	4,496,777	10.0%	0.1%
2020	\$36.53	149	-0.5%	-3.1%	4,443,156	9.9%	2.0%
2019	\$36.72	150	4.0%	-2.6%	3,549,160	7.9%	-1.8%
2018	\$35.31	144	5.9%	-6.4%	4,339,985	9.7%	0.5%
2017	\$33.35	136	6.0%	-11.6%	4,131,707	9.2%	-0.3%
2016	\$31.46	128	12.7%	-16.6%	4,295,029	9.5%	-0.9%
2015	\$27.90	114	11.1%	-26.0%	4,708,161	10.4%	-1.3%
2014	\$25.11	103	6.6%	-33.4%	5,286,955	11.6%	-0.4%
2013	\$23.56	96	6.2%	-37.5%	5,430,541	12.1%	-0.7%
2012	\$22.19	91	4.6%	-41.1%	5,750,948	12.8%	-1.4%
2011	\$21.22	87	0%	-43.7%	6,369,739	14.2%	-0.3%

1 & 2 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$37.90	150	1.5%	7.8%	3,088,486	8.4%	0%
2026	\$37.34	148	2.0%	6.2%	3,094,540	8.4%	0%
2025	\$36.61	145	2.4%	4.1%	3,113,799	8.4%	0%
2024	\$35.74	141	2.0%	1.7%	3,144,803	8.5%	0%
2023	\$35.06	139	-0.3%	-0.3%	3,166,076	8.5%	0.3%
YTD	\$34.92	138	1.9%	-0.6%	3,142,264	8.4%	0.2%
2022	\$35.15	139	4.3%	0%	3,078,713	8.2%	0.5%
2021	\$33.70	133	-0.6%	-4.1%	2,882,143	7.7%	0.1%
2020	\$33.89	134	-1.9%	-3.6%	2,865,529	7.6%	1.8%
2019	\$34.55	137	5.2%	-1.7%	2,183,562	5.8%	0.4%
2018	\$32.83	130	3.9%	-6.6%	2,047,566	5.5%	-1.1%
2017	\$31.60	125	7.1%	-10.1%	2,458,580	6.5%	0%
2016	\$29.51	117	11.0%	-16.0%	2,467,011	6.5%	-0.9%
2015	\$26.60	105	11.5%	-24.3%	2,797,342	7.4%	-1.3%
2014	\$23.86	94	5.5%	-32.1%	3,309,813	8.7%	-1.0%
2013	\$22.63	90	7.3%	-35.6%	3,691,795	9.7%	-1.7%
2012	\$21.08	83	-0.3%	-40.0%	4,322,503	11.4%	-0.3%
2011	\$21.15	84	-2.1%	-39.8%	4,454,517	11.6%	0.2%

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$382.34	220	6.0%
2026	-	-	-	-	-	-	\$376.70	217	5.9%
2025	-	-	-	-	-	-	\$368.45	212	5.9%
2024	-	-	-	-	-	-	\$358.41	206	6.0%
2023	-	-	-	-	-	-	\$349.41	201	6.0%
YTD	32	\$54M	0.1%	\$1,862,069	\$359.51	5.5%	\$350.38	202	5.9%
2022	215	\$1.4B	4.9%	\$7,005,873	\$249.78	5.3%	\$349.22	201	5.9%
2021	217	\$1.9B	4.5%	\$10,182,549	\$401.75	5.6%	\$341.47	196	5.9%
2020	122	\$1.1B	2.4%	\$9,695,184	\$395.23	5.4%	\$341.50	197	5.8%
2019	307	\$2.4B	6.4%	\$12,014,512	\$351.40	6.3%	\$340.44	196	5.8%
2018	318	\$2.2B	7.3%	\$9,923,334	\$288.36	5.5%	\$312.68	180	5.9%
2017	354	\$1.8B	6.6%	\$8,947,007	\$263.40	6.3%	\$299.45	172	5.8%
2016	337	\$2.5B	8.3%	\$10,583,235	\$281.85	5.7%	\$282.87	163	5.8%
2015	292	\$1.5B	6.7%	\$6,587,743	\$231.29	5.8%	\$253.57	146	6.0%
2014	252	\$1.4B	6.5%	\$6,904,617	\$196.77	6.4%	\$226.77	130	6.2%
2013	274	\$1.2B	5.3%	\$6,829,072	\$252.41	7.2%	\$206.28	119	6.5%
2012	317	\$1.1B	6.2%	\$5,662,226	\$171.78	7.5%	\$190.57	110	6.8%

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4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$432.02	208	5.8%
2026	-	-	-	-	-	-	\$426.63	205	5.8%
2025	-	-	-	-	-	-	\$418.23	201	5.8%
2024	-	-	-	-	-	-	\$407.70	196	5.8%
2023	-	-	-	-	-	-	\$398.29	192	5.8%
YTD	-	-	-	-	-	-	\$400.37	193	5.8%
2022	4	\$257.3M	1.6%	\$64,329,951	\$480	-	\$399.23	192	5.8%
2021	5	\$458.3M	2.8%	\$114,568,375	\$547.75	6.0%	\$394.02	190	5.7%
2020	2	\$436.6M	3.3%	\$218,307,277	\$403.49	-	\$398.30	192	5.6%
2019	12	\$1.1B	8.5%	\$93,582,748	\$406.02	6.5%	\$398.91	192	5.6%
2018	18	\$1.2B	11.9%	\$68,349,206	\$326.97	3.8%	\$361.61	174	5.7%
2017	18	\$799.1M	9.9%	\$47,008,561	\$261.35	6.4%	\$344.65	166	5.6%
2016	16	\$1.2B	11.0%	\$75,040,559	\$347.77	5.3%	\$324.01	156	5.6%
2015	11	\$581.5M	8.7%	\$58,147,995	\$282.61	6.6%	\$295.78	142	5.8%
2014	16	\$815.4M	11.1%	\$50,962,522	\$236.14	5.8%	\$266.51	128	6.0%
2013	11	\$855M	9.4%	\$85,502,450	\$304.34	6.1%	\$243.38	117	6.2%
2012	11	\$349.3M	6.4%	\$34,929,648	\$195.50	-	\$225.61	109	6.5%

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3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$375.59	225	6.0%
2026	-	-	-	-	-	-	\$369.78	221	6.0%
2025	-	-	-	-	-	-	\$361.41	216	6.0%
2024	-	-	-	-	-	-	\$351.35	210	6.0%
2023	-	-	-	-	-	-	\$342.32	205	6.0%
YTD	5	\$17M	0.1%	\$4,256,250	\$394.03	5.1%	\$340.99	204	6.0%
2022	56	\$677.7M	7.6%	\$13,830,234	\$201.27	6.6%	\$339.12	203	6.0%
2021	75	\$1.1B	6.8%	\$18,328,069	\$392.36	5.4%	\$330.20	197	6.0%
2020	39	\$430.9M	2.0%	\$12,672,449	\$473.41	4.8%	\$327.90	196	5.9%
2019	113	\$1B	7.1%	\$11,533,604	\$348.89	6.2%	\$324.46	194	5.9%
2018	70	\$545.5M	5.2%	\$9,918,039	\$252.89	5.9%	\$299.04	179	6.0%
2017	79	\$721.8M	6.1%	\$11,457,042	\$272	6.8%	\$288	172	5.9%
2016	77	\$741.9M	7.7%	\$10,598,035	\$227.72	5.4%	\$274.38	164	5.9%
2015	55	\$608.8M	6.2%	\$11,707,504	\$222.12	5.8%	\$245.13	147	6.1%
2014	62	\$329.8M	4.9%	\$5,995,902	\$161.11	6.8%	\$219.87	132	6.3%
2013	71	\$186M	4.1%	\$4,893,548	\$215	8.3%	\$200.51	120	6.6%
2012	108	\$492.8M	6.8%	\$5,936,914	\$168.85	6.2%	\$186.10	111	6.8%

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1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$346.07	229	6.1%
2026	-	-	-	-	-	-	\$340.43	225	6.0%
2025	-	-	-	-	-	-	\$332.45	220	6.0%
2024	-	-	-	-	-	-	\$322.89	213	6.1%
2023	-	-	-	-	-	-	\$314.27	208	6.1%
YTD	27	\$37M	0.3%	\$1,479,000	\$345.57	6.3%	\$316.97	209	6.0%
2022	155	\$480.2M	4.8%	\$3,222,718	\$272.43	5.1%	\$316.66	209	6.0%
2021	137	\$340.1M	3.2%	\$2,742,504	\$314.04	5.7%	\$308.05	203	6.0%
2020	81	\$247.5M	2.2%	\$3,132,511	\$298.59	5.5%	\$307.06	203	6.0%
2019	182	\$254.4M	3.8%	\$2,569,499	\$224.65	6.4%	\$307.35	203	5.9%
2018	230	\$457M	5.8%	\$3,006,396	\$250.66	5.3%	\$285.30	188	6.0%
2017	257	\$304.3M	4.5%	\$2,453,631	\$249.80	5.9%	\$272.79	180	5.9%
2016	244	\$565.7M	6.7%	\$3,746,459	\$258.43	6.0%	\$256.31	169	5.9%
2015	226	\$324.9M	5.6%	\$1,933,992	\$185.39	5.8%	\$226	149	6.2%
2014	174	\$242.7M	4.6%	\$1,866,561	\$156.25	6.3%	\$199.54	132	6.4%
2013	192	\$154.1M	3.4%	\$1,213,451	\$145.35	7.0%	\$180.08	119	6.8%
2012	198	\$222.4M	5.4%	\$2,341,455	\$149.08	8.1%	\$164.66	109	7.1%

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