

Office Market Report

Salt Lake City - UT

PREPARED BY



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OFFICE MARKET REPORT

| | |
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12 Mo Deliveries in SF

371K

12 Mo Net Absorption in SF

102K

Vacancy Rate

9.9%

12 Mo Rent Growth

2.0%

Office employment has averaged 2.6% annual growth in the past five years, however, supply pressure, work-from-home trends, and tenant rightsizing have played a role in elevated vacancies. Salt Lake City's office market did have 100,000 of positive absorption in the past 12 months, but vacancies are still hovering around 9.9% and above the 10-year average of 7.4%.

Office leasing volume has remained fairly consistent since the COVID lows, however, deliveries will likely continue to put upward pressure on the vacancy rate in the near term unless leasing surprises to the upside.

About 310,000 SF of office space is underway and once completed, would expand the existing inventory by 0.4%.

Rents have been impacted by tempered demand and higher vacancies, but continue to rise slightly. Office rent growth is positive at 2.0% annually.

Investment activity remains muted and the state's non-disclosure status can cloud the investment picture. Prices and cap rates are likely to be negatively impacted by higher interest rates in the near term.

KEY INDICATORS

| Current Quarter | RBA | Vacancy Rate | Market Rent | Availability Rate | Net Absorption SF | Deliveries SF | Under Construction |
|----------------------|-------------------|--------------------|------------------|-------------------|-------------------|----------------|--------------------|
| 4 & 5 Star | 29,221,340 | 13.3% | \$29.23 | 17.4% | (31,949) | 125,000 | 30,850 |
| 3 Star | 35,656,695 | 9.4% | \$25.38 | 12.2% | 23,550 | 0 | 283,510 |
| 1 & 2 Star | 16,459,618 | 5.3% | \$19.55 | 7.1% | 23,496 | 0 | 0 |
| Market | 81,337,653 | 9.9% | \$25.58 | 13.0% | 15,097 | 125,000 | 314,360 |
| Annual Trends | 12 Month | Historical Average | Forecast Average | Peak | When | Trough | When |
| Vacancy Change (YOY) | 0.2% | 7.5% | 11.3% | 10.2% | 2022 Q4 | 5.8% | 2016 Q4 |
| Net Absorption SF | 102K | 1,107,856 | 13,461 | 2,501,082 | 2019 Q1 | (980,101) | 2021 Q1 |
| Deliveries SF | 371K | 1,374,382 | 446,677 | 2,859,941 | 2020 Q4 | 362,810 | 2023 Q2 |
| Rent Growth | 2.0% | 2.3% | 0.2% | 5.9% | 2006 Q4 | -3.8% | 2010 Q2 |
| Sales Volume | \$102M | \$203.4M | N/A | \$541.3M | 2019 Q2 | \$19.7M | 2009 Q4 |

Vacancies have more or less remained flat in the past year as demand mitigates supply pressure from new deliveries. In the broader picture, Salt Lake City is still recovering from negative absorption from 20Q2-21Q1 which pushed the vacancy rate above the historical average of 8%. Vacancies could face more upward pressure in the coming quarters if demand moderates as new office projects complete.

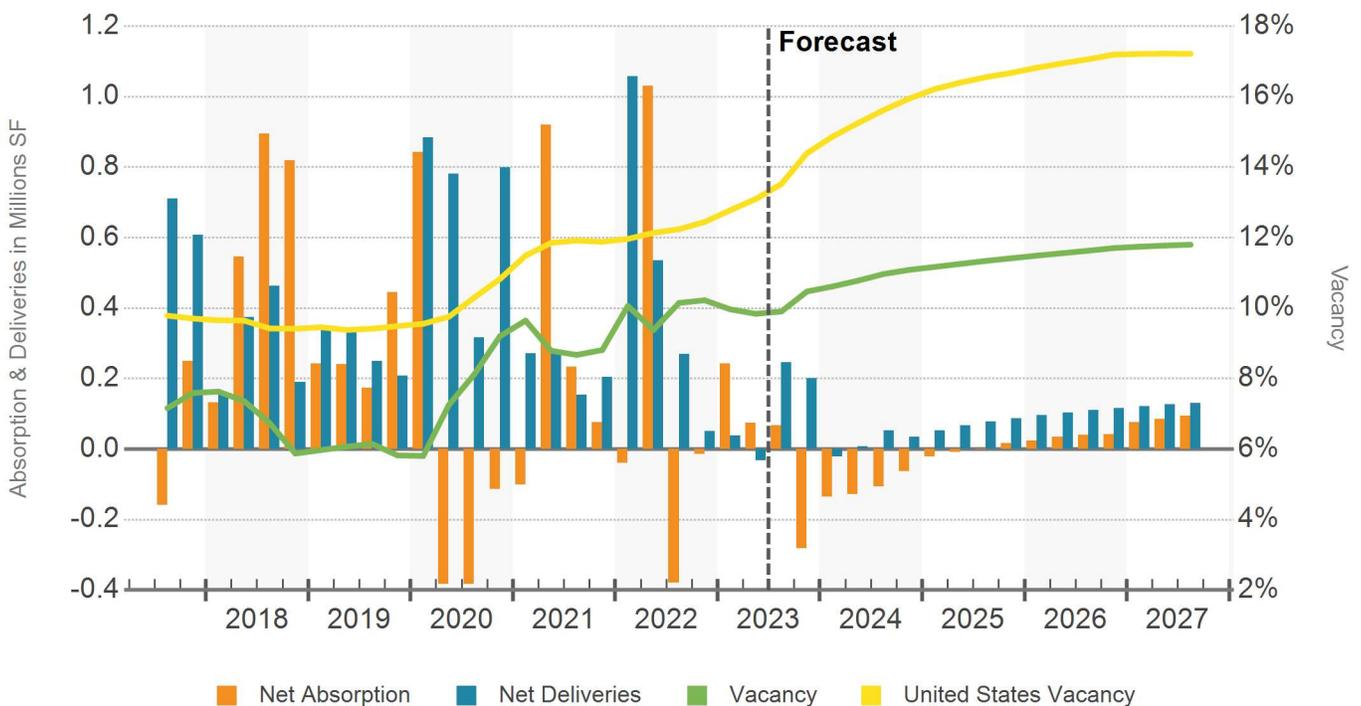
In the CBD, the nearly 600,000 SF 95 State at City Creek development was completed in early 2022. Recent leasing activity at state-of-the-art tower demonstrates a strong appetite for highly amenitized Class A space exists despite broader headwinds for the office market. Additionally, one of the metro's and state's largest employers Zion Bancorporation recently delivered their new 400,000-SF technology campus in the Sandy South

Towne Submarket. The property can accommodate more than 2,000 employees that support the bank and its affiliate brands across 11 states in the western region.

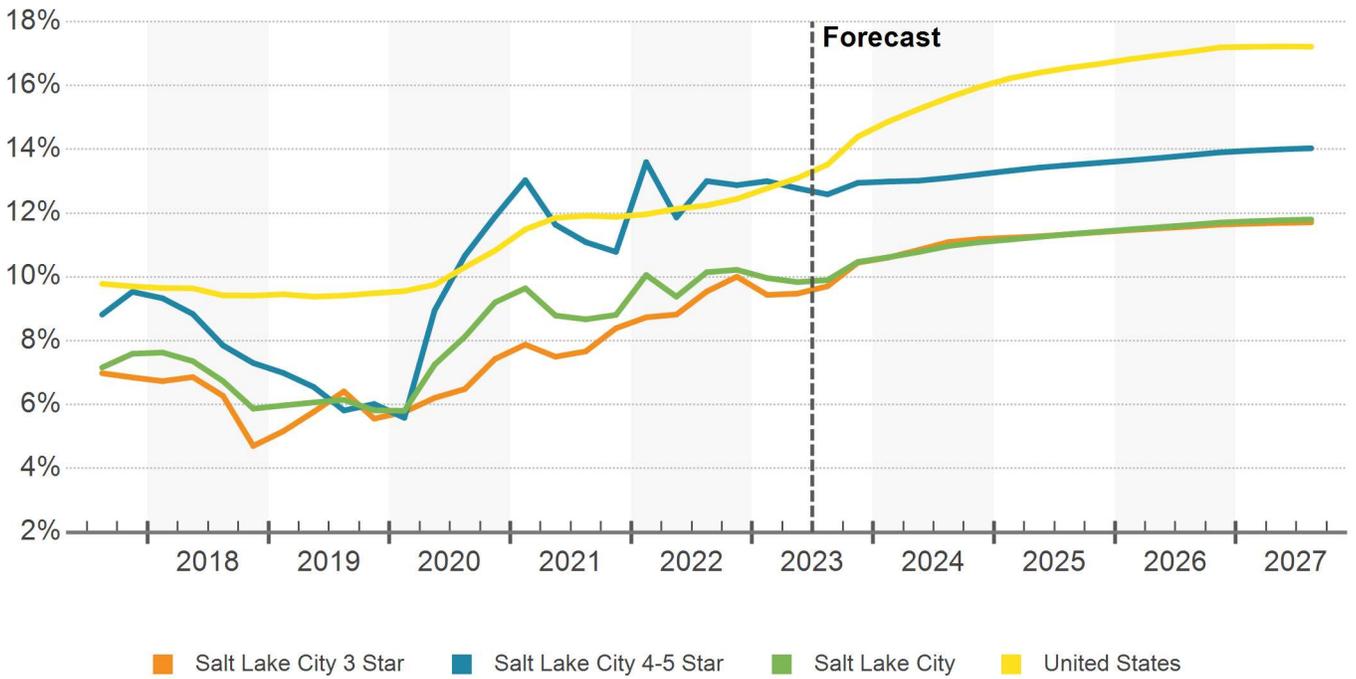
A variety of office tenants have inked deals, including biotechnology firm Perfect Day taking nearly 60,000 SF at The Gateway in the CBD/Periphery Submarket. Perfect Day took occupancy in 22Q4 and Recursion Pharmaceuticals occupies the remaining 99,000 SF in the building.

Reliaquest, a cybersecurity company, leased 50,000 SF at Sandy Park Center. Rents were advertised at \$25/FS and the tenant moved in during 22Q2. Nearby, Impartner renewed a 30,000 SF lease at Jordan Gateway Plaza in the Sandy South Town Submarket. The lease runs through December 2023.

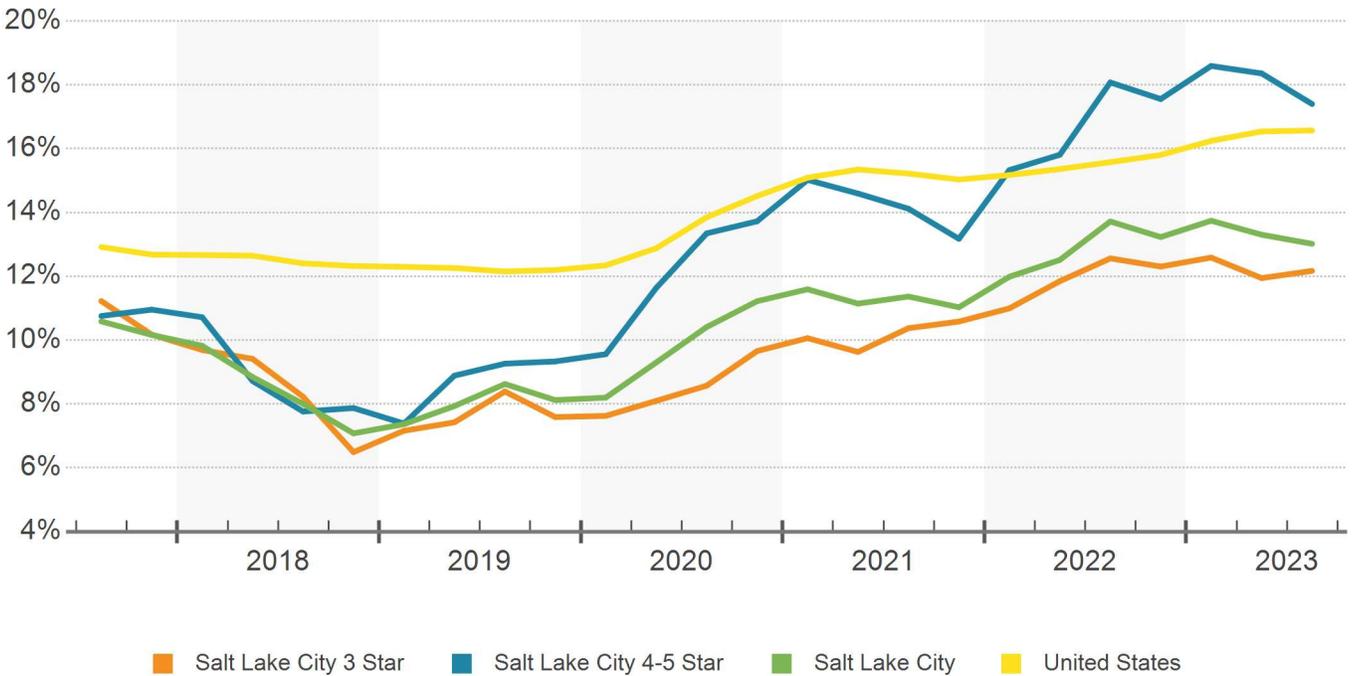
NET ABSORPTION, NET DELIVERIES & VACANCY



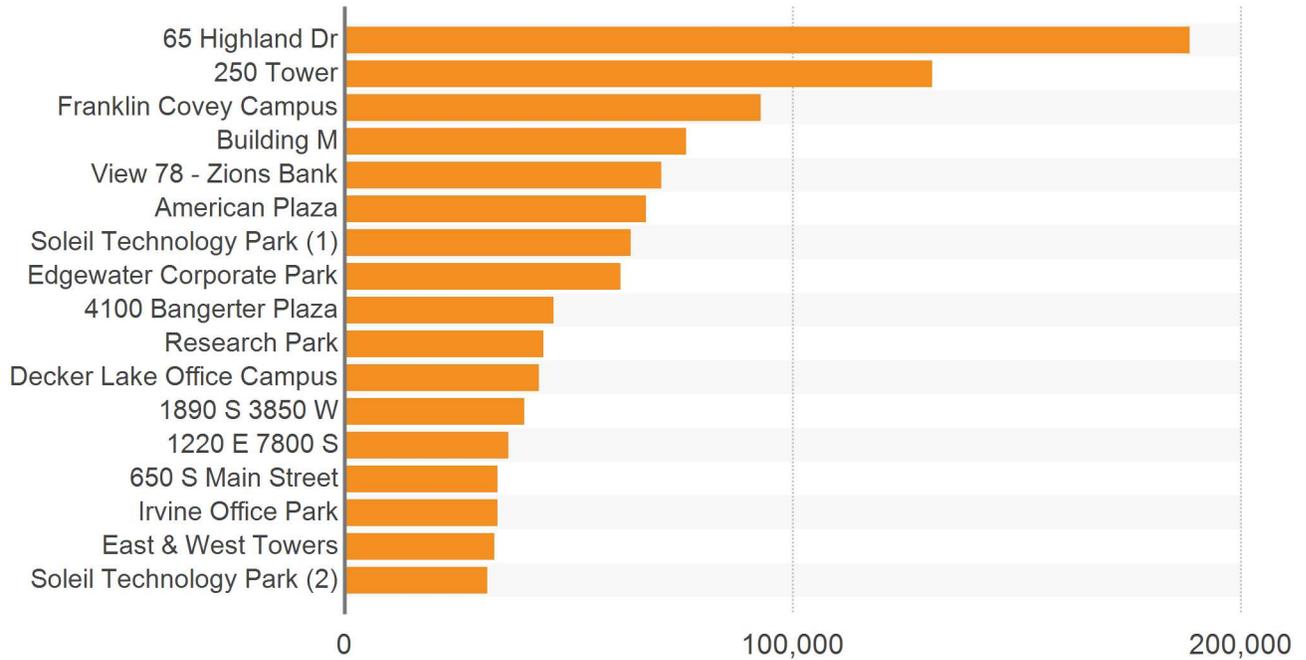
VACANCY RATE



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 |
| 65 Highland Dr | Draper | 350,000 | 59,813 | 188,676 | 0 | 0 | 0 | 188,676 |
| 250 Tower | CBD/Periphery | 365,139 | 49,679 | 108,437 | 5,816 | 0 | 0 | 131,131 |
| Franklin Covey Campus | West Valley/Lake Park | 143,686 | 0 | 92,943 | 0 | 0 | 0 | 92,943 |
| Building M | Southwest Valley | 143,502 | 60,391 | 0 | 67,443 | 0 | 0 | 76,298 |
| View 78 - Zions Bank | Sandy South Towne | 125,000 | 0 | 0 | 0 | 0 | 0 | 70,652 |
| American Plaza | CBD | 69,905 | 0 | 63,779 | 0 | 0 | 0 | 67,241 |
| Soleil Technology Park (1) | West Valley/Lake Park | 95,691 | 0 | 0 | 63,794 | 0 | 0 | 63,794 |
| Edgewater Corporate Park | Airport/International Ctr | 72,772 | 2,354 | 0 | 70,418 | 0 | 0 | 61,562 |
| 4100 Bangerter Plaza | West Valley/Lake Park | 108,456 | 6,758 | 0 | 0 | 1,954 | 0 | 46,684 |
| Research Park | Research Park | 44,400 | 0 | 0 | 0 | 0 | 0 | 44,400 |
| Decker Lake Office Campus | West Valley/Lake Park | 89,140 | 45,734 | 0 | 43,406 | 0 | 0 | 43,406 |
| 1890 S 3850 W | West Valley/Lake Park | 71,000 | 0 | 40,450 | 0 | 0 | 0 | 40,150 |
| 1220 E 7800 S | Southeast Valley | 47,084 | 0 | 36,542 | 0 | 0 | 0 | 36,542 |
| 650 S Main Street | CBD/Periphery | 327,000 | 208,815 | 16,428 | 0 | 17,352 | 0 | 34,180 |
| Irvine Office Park | Draper | 180,000 | 21,322 | 30,000 | 0 | 0 | 0 | 34,143 |
| East & West Towers | Cottonwood | 178,892 | 57,373 | 0 | 22,953 | (5,505) | 0 | 33,477 |
| Soleil Technology Park (2) | West Valley/Lake Park | 124,410 | 0 | 0 | 31,897 | 0 | 0 | 31,897 |
| Subtotal Primary Competitors | | 2,536,077 | 512,239 | 577,255 | 305,727 | 13,801 | 0 | 1,097,176 |
| Remaining Salt Lake City Market | | 78,801,576 | 7,580,092 | (334,336) | (232,418) | 1,296 | 0 | (995,198) |
| Total Salt Lake City Market | | 81,337,653 | 8,092,331 | 242,919 | 73,309 | 15,097 | 0 | 101,978 |

TOP OFFICE LEASES PAST 12 MONTHS

| Building Name/Address | Submarket | Leased SF | Qtr | Tenant Name | Tenant Rep Company | Leasing Rep Company |
|--------------------------------|---------------------------|-----------|-------|-------------------------------|----------------------|---------------------------|
| Pierpont Building | CBD/Periphery | 53,487 | Q3 22 | Village 415, LLC | - | - |
| Gateway Tower West * | CBD | 49,041 | Q4 22 | Snell & Wilmer | - | City Creek Reserve |
| 650 S Main Street | CBD/Periphery | 48,901 | Q3 23 | The Williams Companies,... | CBRE | CBRE |
| Oquirrh Place | CBD/Periphery | 42,186 | Q2 23 | Salt Lake School of Perfor... | - | Colliers |
| 14658 S Bangerter Pky | Draper | 37,500 | Q2 23 | Capita Financial Network | - | Thrive Real Estate |
| Mountain America Tower | Sandy South Towne | 30,167 | Q2 23 | - | - | Colliers |
| Mountain America Tower | Sandy South Towne | 30,167 | Q1 23 | - | JLL | JLL |
| Irvine Office Park | Draper | 30,000 | Q3 22 | Xenter | - | Colliers |
| Millrock Park | Cottonwood | 29,242 | Q3 23 | - | - | JLL |
| Wasatch Corporate Center * | Draper | 26,326 | Q1 23 | Credit Corp Solutions | Cushman & Wakefield | CBRE |
| The Pointe | Draper | 26,304 | Q3 23 | Willis Towers Watson | - | Colliers |
| Riverpark Corporate Center | Southwest Valley | 26,026 | Q1 23 | Western States Lodging a... | - | Newmark |
| Minuteman VI | Draper | 25,000 | Q1 23 | - | - | Colliers |
| 1890 S 3850 W | West Valley/Lake Park | 24,500 | Q4 22 | - | NAI Premier | NAI Premier |
| One Sandy Center * | Sandy South Towne | 23,953 | Q1 23 | University of Utah Sandy... | - | - |
| The Summit Group Building | CBD/Periphery | 23,396 | Q2 23 | - | - | InterNet Properties, Inc. |
| Baltic Pointe | Draper | 23,110 | Q1 23 | HB Workplaces | - | JLL |
| Draper Gateway Centre | Draper | 23,109 | Q2 23 | Utah Radon Services | - | - |
| Building M | Southwest Valley | 23,009 | Q2 23 | - | - | Colliers |
| Minuteman Office Park | Draper | 22,624 | Q4 22 | - | - | Colliers |
| 5588 Green St * | Central Valley | 22,589 | Q2 23 | Eagle Gate College | - | - |
| 132 S State St | CBD | 21,791 | Q1 23 | Workbox | - | - |
| Aspenwood | Central Valley East | 20,349 | Q1 23 | - | - | Colliers |
| 4501 S Constitution Blvd | Central Valley West | 20,000 | Q4 22 | Utah Department of Publi... | - | - |
| 11424 S 1300 W | Southwest Valley | 19,634 | Q2 23 | - | - | Colliers |
| East Wing Plaza 2 * | Airport/International Ctr | 19,497 | Q2 23 | Mountain Star Health Care | - | - |
| Draper Pointe | Draper | 18,433 | Q1 23 | Canopy | Woodley Real Estate | Newmark |
| Sandy Commerce Park | Sandy South Towne | 18,333 | Q3 22 | - | - | Colliers |
| One Utah Center | CBD | 17,793 | Q2 23 | - | - | Boyer Co |
| One Utah Center | CBD | 17,793 | Q2 23 | - | - | Boyer Co |
| 222 South Main | CBD | 17,553 | Q4 22 | - | - | CBRE |
| Broadview University | Southwest Valley | 17,546 | Q2 23 | - | - | Newmark |
| 650 S Main Street | CBD/Periphery | 17,352 | Q1 23 | - | JLL | CBRE |
| Towers At 45th | Central Valley East | 16,913 | Q3 22 | - | - | Newmark |
| The Interchange @ South Valley | Draper | 16,481 | Q3 23 | - | - | CBRE |
| Ken Garff Tower | CBD | 16,239 | Q4 22 | Kimley-Horn | - | CBRE |
| Bldg C | Sandy South Towne | 15,258 | Q2 23 | Mingle Health | - | Colliers |
| Brickyard Tower | Central Valley East | 15,163 | Q1 23 | Sugarhouse Real Estate... | Brown Boyd B & Ki... | InterNet Properties, Inc. |
| Brickyard Tower | Central Valley East | 15,163 | Q1 23 | Keller Williams Realty | - | InterNet Properties, Inc. |
| Minuteman Office Park | Draper | 14,922 | Q4 22 | - | - | Colliers |

Renewal

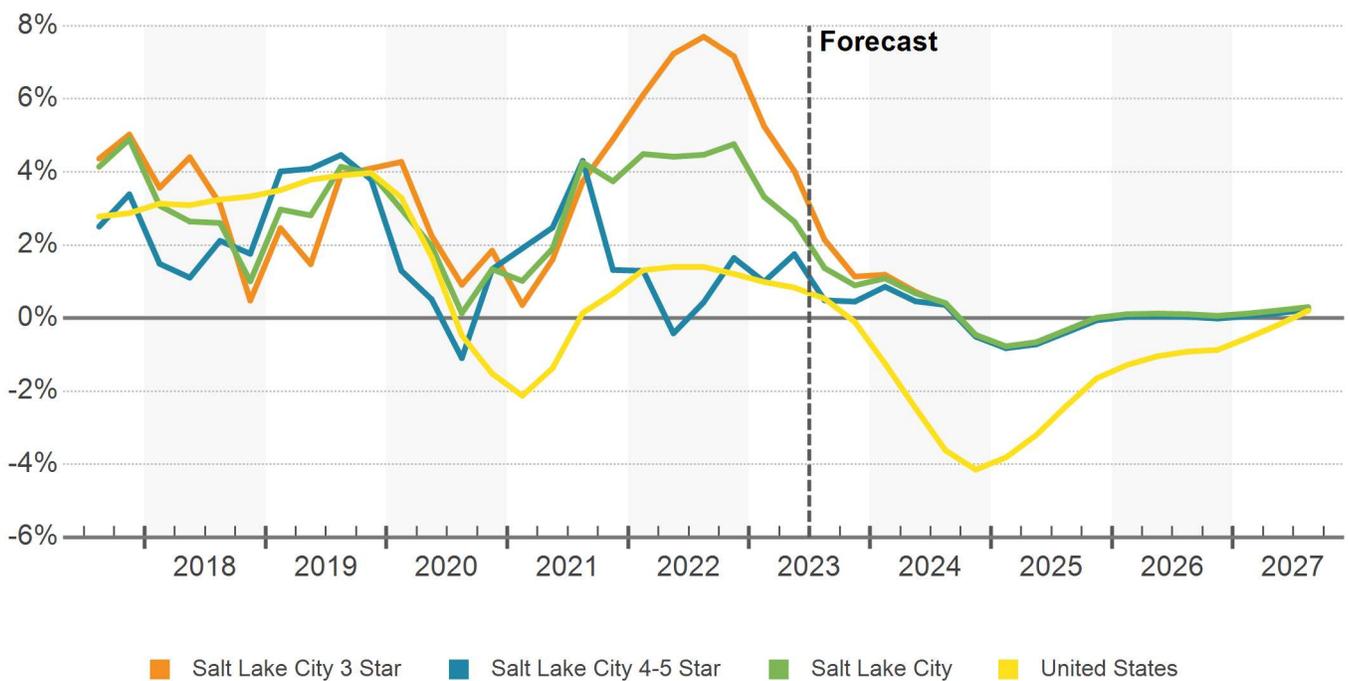
While the influence of work-from-home trends appears to be suppressing 4 & 5 Star rent growth, which is flat at 1.1% annually, the previously underperforming 3 Star sector may be benefitting. Rent growth for 3 Star properties has often trailed 4 & 5 Star gains since the start of 2019, but are now posting annual gains around 3.1%.

Many businesses searching for space in the mid-tier segment have also found relative value compared to upper-echelon rents. Average rents for 3 Star space are approximately \$25.00/SF, around a 4% discount to the metro average and nearly 20% below average 4 & 5 Star

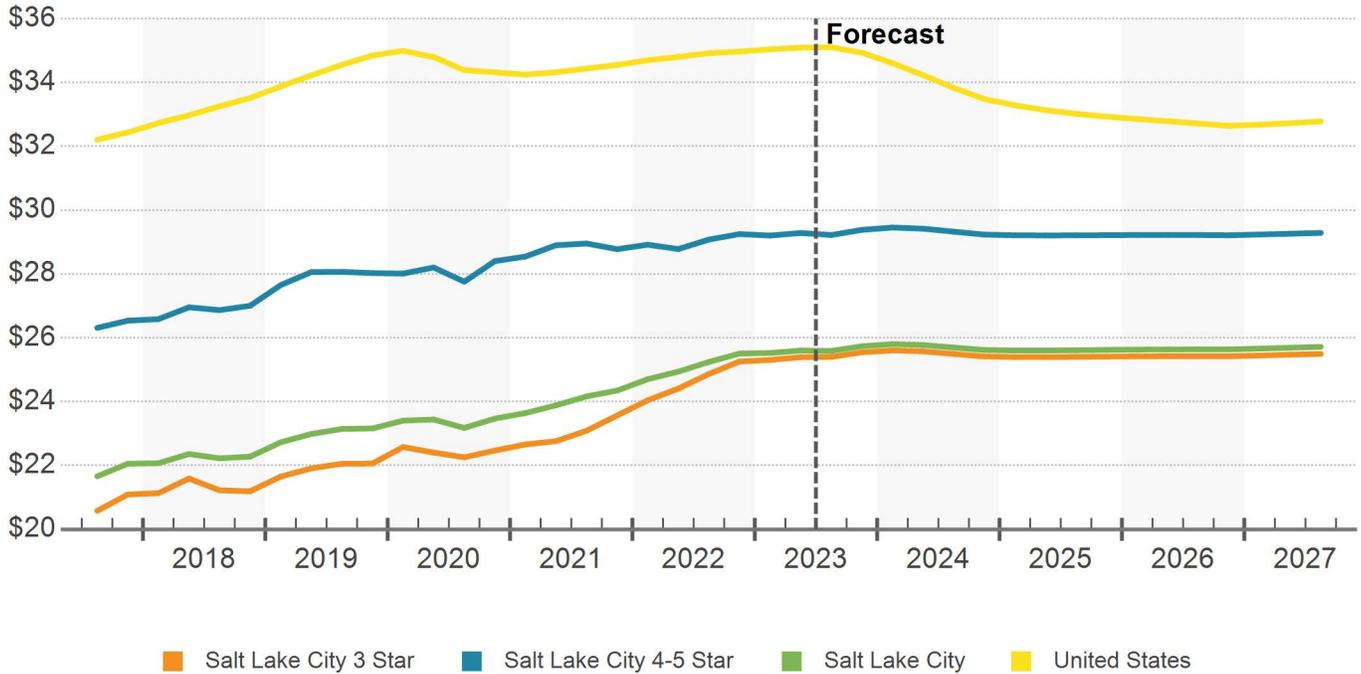
rents.

The CBD has one of the highest average asking rents at about \$30/SF, around 20% higher than the metro's average asking rents. The higher average asking rents can be attributed to the submarket's large proportion of 4 & 5 Star properties. More than half of the submarket's square footage is 4 & 5 Star. Some of the top rents in the CBD are in buildings along Main Street. This includes 111 Main, one of the few significant projects to deliver in the CBD this cycle, which has average asking rents of over \$33/SF.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



4 & 5 STAR EXPENSES PER SF (ANNUAL)

| Market / Cluster | Utilities | Cleaning | Insurance | Taxes | Other | Total |
|-----------------------|-----------|----------|-----------|--------|--------|---------------|
| Salt Lake City | \$0.58 | \$0.95 | \$0.28 | \$2.80 | \$4.04 | \$8.65 |
| CBD | \$0.51 | \$0.92 | \$0.40 | \$2.68 | \$5.07 | \$9.58 |
| Central Valley | \$0.67 | \$0.93 | \$0.21 | \$2.55 | \$3.75 | \$8.11 |
| Central Valley East | \$0.61 | \$0.98 | \$0.22 | \$3.04 | \$3.85 | \$8.70 |
| East Valley | \$0.81 | \$0.92 | \$0.22 | \$2.18 | \$3.63 | \$7.76 |
| South Valley | \$0.49 | \$0.97 | \$0.28 | \$2.75 | \$3.76 | \$8.25 |
| West Valley | \$0.73 | \$0.91 | \$0.22 | \$3.25 | \$3.93 | \$9.04 |

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 |
|---------------------------|-----------|----------|-----------|--------|--------|---------------|
| Salt Lake City | \$0.54 | \$0.70 | \$0.21 | \$2.24 | \$3.11 | \$6.80 |
| CBD | \$0.49 | \$0.80 | \$0.33 | \$1.86 | \$3.95 | \$7.43 |
| Central Valley | \$0.60 | \$0.73 | \$0.19 | \$1.89 | \$2.93 | \$6.34 |
| Central Valley East | \$0.53 | \$0.66 | \$0.18 | \$2.34 | \$2.81 | \$6.52 |
| East Valley | \$0.77 | \$0.44 | \$0.18 | \$1.89 | \$3.05 | \$6.33 |
| Outlying Salt Lake County | \$0.60 | \$0.65 | \$0.18 | \$1.98 | \$3.30 | \$6.71 |
| South Valley | \$0.45 | \$0.80 | \$0.20 | \$2.31 | \$3.02 | \$6.78 |
| Tooele County | \$0.72 | \$0.54 | \$0.20 | \$3.33 | \$3.43 | \$8.22 |
| West Valley | \$0.70 | \$0.53 | \$0.19 | \$2.65 | \$3.34 | \$7.41 |

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 |
|---------------------------|-----------|----------|-----------|--------|--------|---------------|
| Salt Lake City | \$0.53 | \$0.56 | \$0.19 | \$2.01 | \$2.76 | \$6.05 |
| CBD | \$0.47 | \$0.72 | \$0.30 | \$1.91 | \$3.62 | \$7.02 |
| Central Valley | \$0.56 | \$0.58 | \$0.18 | \$2.03 | \$2.29 | \$5.64 |
| Central Valley East | \$0.52 | \$0.50 | \$0.15 | \$2.04 | \$2.28 | \$5.49 |
| East Valley | \$0.66 | \$0.38 | \$0.15 | \$1.74 | \$2.91 | \$5.84 |
| Outlying Salt Lake County | \$0.64 | \$0.38 | \$0.15 | \$2.20 | \$3 | \$6.37 |
| South Valley | \$0.41 | \$0.72 | \$0.18 | \$2.16 | \$2.34 | \$5.81 |
| Tooele County | \$0.66 | \$0.38 | \$0.15 | \$2 | \$3.05 | \$6.24 |
| West Valley | \$0.66 | \$0.39 | \$0.15 | \$2.30 | \$3.05 | \$6.55 |

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

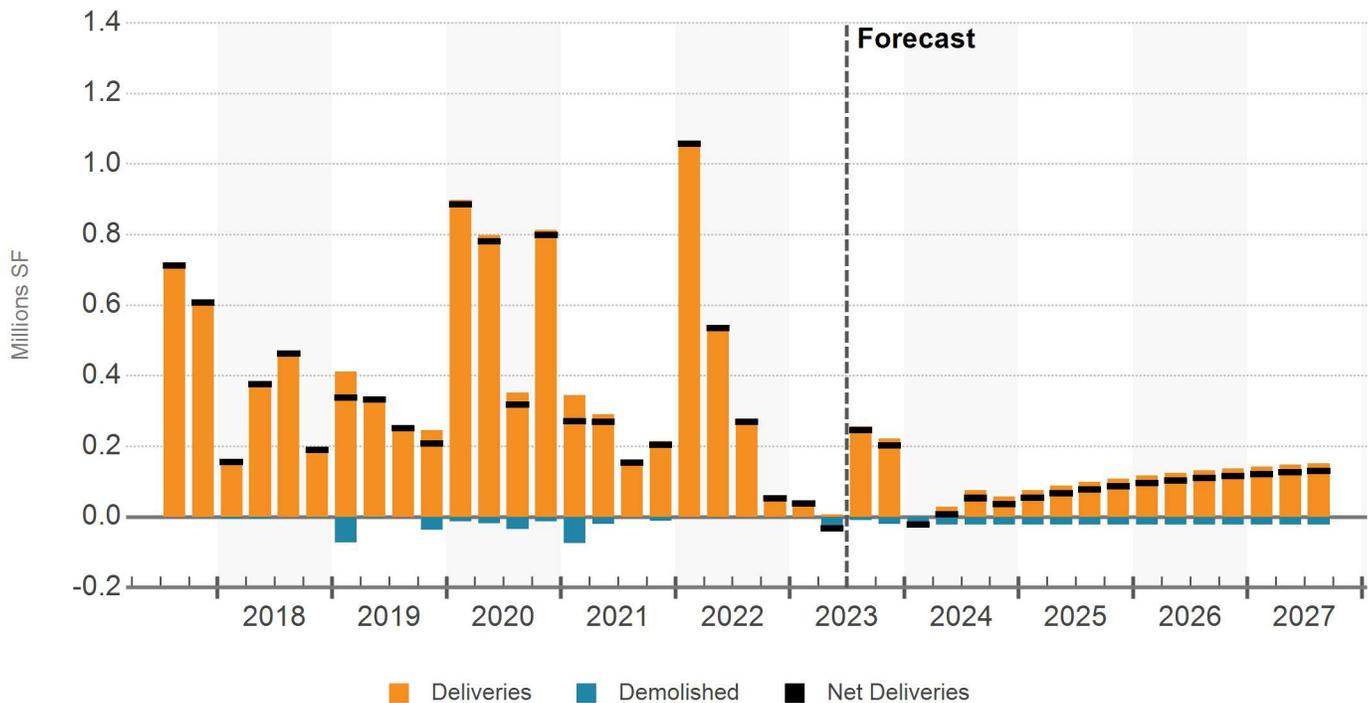
Salt Lake City's office pipeline will continue to play a role in putting upward pressure on the vacancy rate along with headwinds from the demand side. However, the amount of office space under construction, 310,000 SF, has decreased substantially from the 2019 high of nearly 4 million SF.

Development is concentrated in the Central Business District (CBD). New construction in the CBD was virtually nonexistent since the completion of 111 Main in 2016, but that changed with the delivery of 95 State at City Creek, a 25-story, 589,945-SF speculative office building. The Class A project with top-end amenities is

owned by City Creek Reserve, the real estate branch of The Church of Jesus Christ of Latter-day Saints (LDS). Located in the heart of downtown, the building delivered in early 2022 near public transit and the City Creek shopping center.

New projects have completed in the southern submarkets, particularly Draper and Sandy South Towne, where transit-oriented opportunities off of I-15 are plentiful. The recent completion of the 402,605-SF project for Zions Bancorporation by Oakland Construction is a landmark project for the area.

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 | Draper | 2 | 154 | 73 | 47.8% | 1 | 35,017 | 76,750 | 1 |
| 2 | Southwest Valley | 9 | 69 | 16 | 23.3% | 3 | 22,134 | 7,670 | 5 |
| 3 | Central Valley East | 1 | 41 | 14 | 34.6% | 2 | 14,206 | 40,976 | 2 |
| 4 | Central Valley West | 1 | 31 | 0 | 0% | 4 | 20,285 | 30,850 | 3 |
| 5 | CBD/Periphery | 1 | 20 | 0 | 0% | 4 | 25,417 | 20,000 | 4 |
| 6 | Airport/International Ctr | 0 | - | - | - | - | 58,613 | - | - |
| 7 | CBD | 0 | - | - | - | - | 145,948 | - | - |
| 8 | Central Valley | 0 | - | - | - | - | 38,142 | - | - |
| 9 | Cottonwood | 0 | - | - | - | - | 37,389 | - | - |
| 10 | Foothill Corridor | 0 | - | - | - | - | 11,668 | - | - |
| | All Other | 0 | - | - | - | | 25,800 | - | |
| Totals | | 14 | 314 | 104 | 33.0% | | 28,691 | 22,454 | |

Under Construction Properties

Salt Lake City Office

Properties

Square Feet

Percent of Inventory

Released

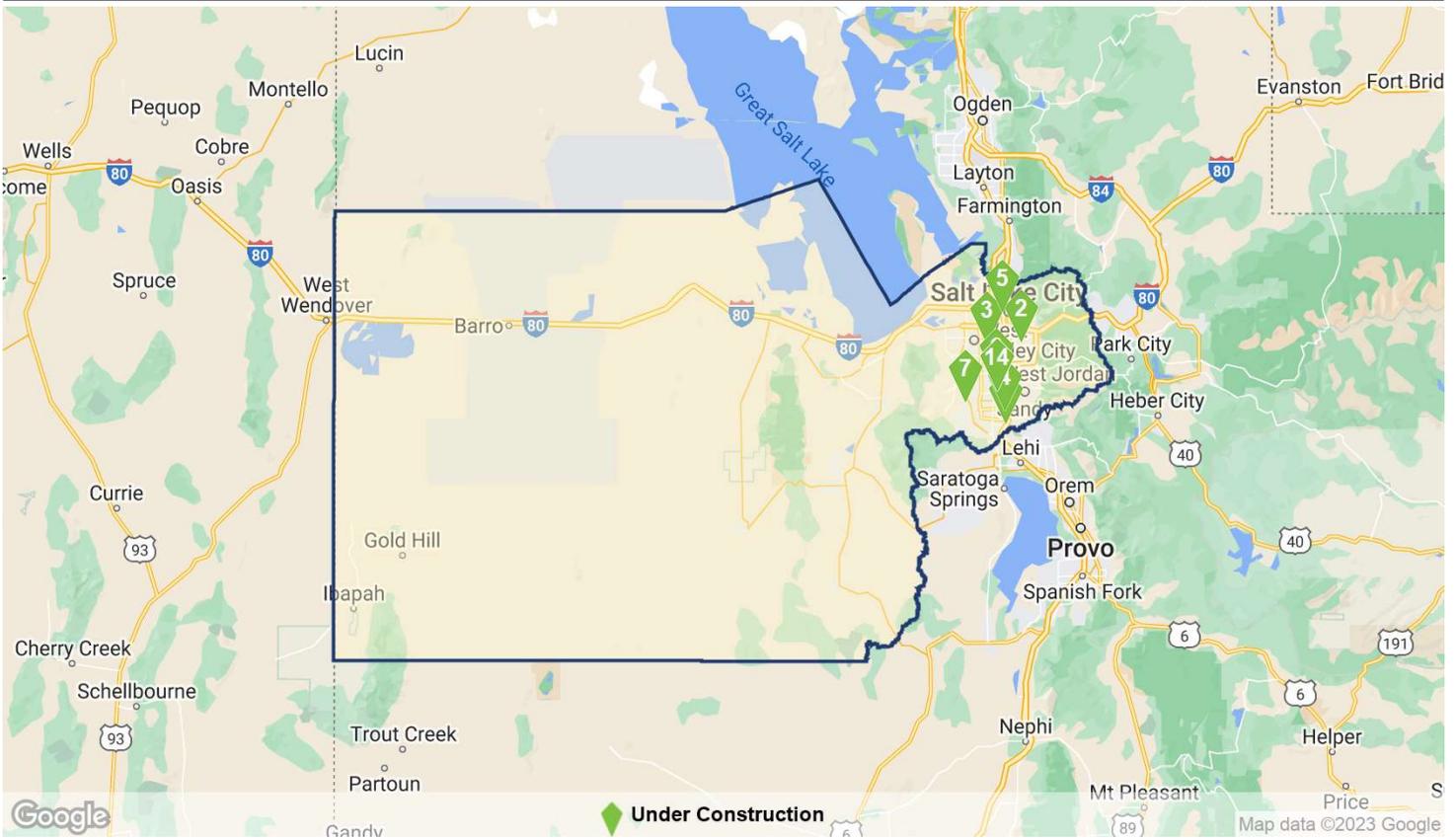
14

314,360

0.4%

33.0%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

| Property Name/Address | Rating | Bldg SF | Stories | Start | Complete | Developer/Owner |
|--|-----------|---------|---------|----------|----------|--|
| 1 Baltic Pointe 14761 S Future Way | ★ ★ ★ ★ ★ | 130,000 | 5 | Jun 2022 | Sep 2023 | Gardner Company Pelion Venture Partners |
| 2 4141 S Highland Dr | ★ ★ ★ ★ ★ | 40,976 | 3 | Jun 2023 | Jul 2024 | - Tucker J Nipko Real Estate |
| 3 Building A Interstate 215 at 2700 We | ★ ★ ★ ★ ★ | 30,850 | 1 | May 2022 | Oct 2023 | - St. John Properties |
| 4 134 W 13100 S | ★ ★ ★ ★ ★ | 23,500 | 3 | Apr 2022 | Sep 2023 | - Triple Net Acquisitions |
| 5 448 W 700 S | ★ ★ ★ ★ ★ | 20,000 | 2 | Sep 2022 | Sep 2023 | - |
| 6 NELSON JONES BLDG 9000 S 1085 W | ★ ★ ★ ★ ★ | 15,926 | 3 | Aug 2022 | Sep 2023 | - |
| 7 11962 Anthem Park Blvd | ★ ★ ★ ★ ★ | 11,892 | 2 | Aug 2022 | Sep 2023 | - |

Under Construction Properties

Salt Lake City Office

UNDER CONSTRUCTION

| Property Name/Address | Rating | Bldg SF | Stories | Start | Complete | Developer/Owner |
|---|-----------|---------|---------|----------|----------|-----------------|
| 8 Building 9 1055 W 10446 S | ★ ★ ★ ★ ★ | 5,888 | 2 | May 2022 | Sep 2023 | - |
| 9 Building 8 1055 W 10446 S | ★ ★ ★ ★ ★ | 5,888 | 2 | May 2022 | Sep 2023 | - |
| 10 Building 7 1055 W 10446 S | ★ ★ ★ ★ ★ | 5,888 | 2 | May 2022 | Sep 2023 | - |
| 11 Building 13 1055 W 10446 S | ★ ★ ★ ★ ★ | 5,888 | 2 | May 2023 | May 2024 | - |
| 12 Building 12 1055 W 10446 S | ★ ★ ★ ★ ★ | 5,888 | 2 | Jun 2023 | May 2024 | - |
| 13 Building 11 1055 W 10446 S | ★ ★ ★ ★ ★ | 5,888 | 2 | Jul 2023 | May 2024 | - |
| 14 Building 10 1055 W 10446 S | ★ ★ ★ ★ ★ | 5,888 | 2 | Jun 2023 | May 2024 | - |

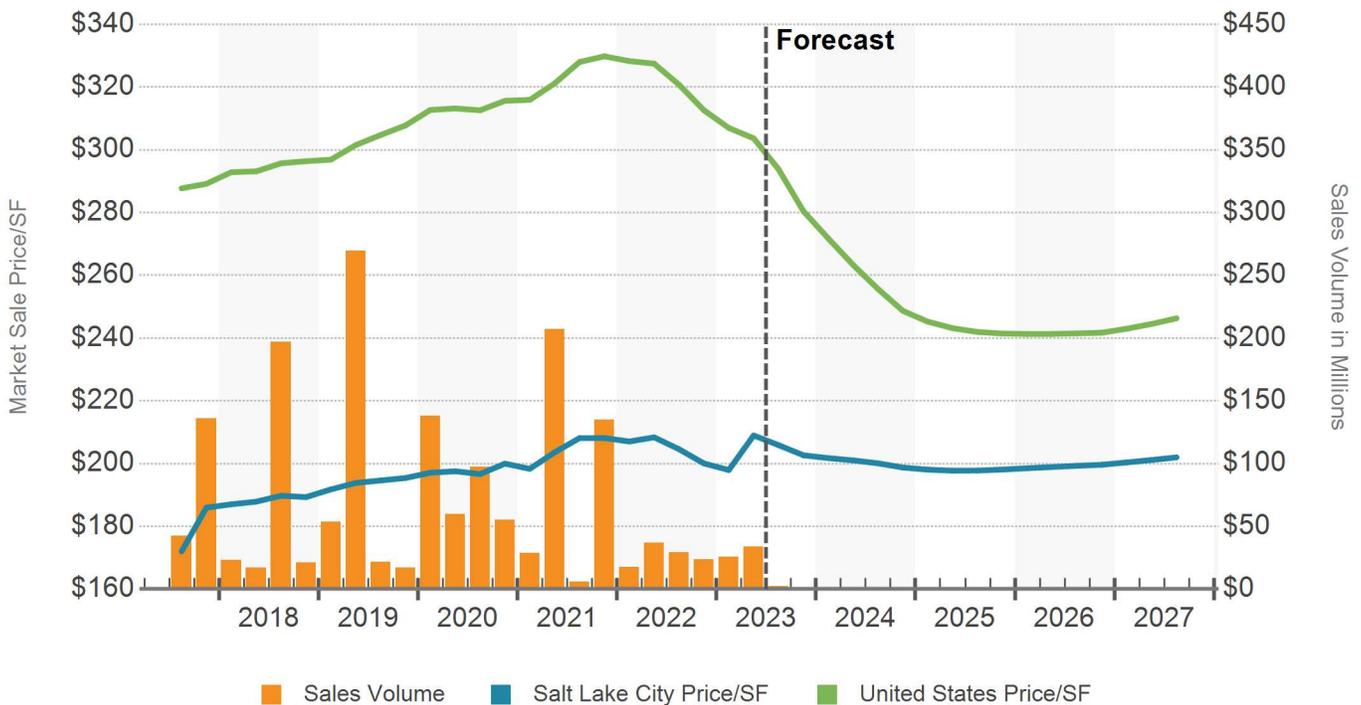
Work-from-home and rightsizing trends have dampened office investment across the country, even in an outperforming economy with a wide base of office-using employment like Salt Lake City. Although Utah's non-disclosure status tends to cloud the investment picture, at least \$101 million worth of office assets have traded in the past 12 months.

Medical office buildings have been a fairly common play for investors. In July, Rodak Properties acquired 5343 S Woodrow St in Murray for \$9.8 million (\$609/SF). The property, built in 2018, was fully leased by CIC Surgery Center on a term that runs through October 2027. Another medical office trade was Quorum Health Corp selling a 25,000 SF building in Tooele for approximately \$8 million (\$318/SF). The asset was delivered in 2009

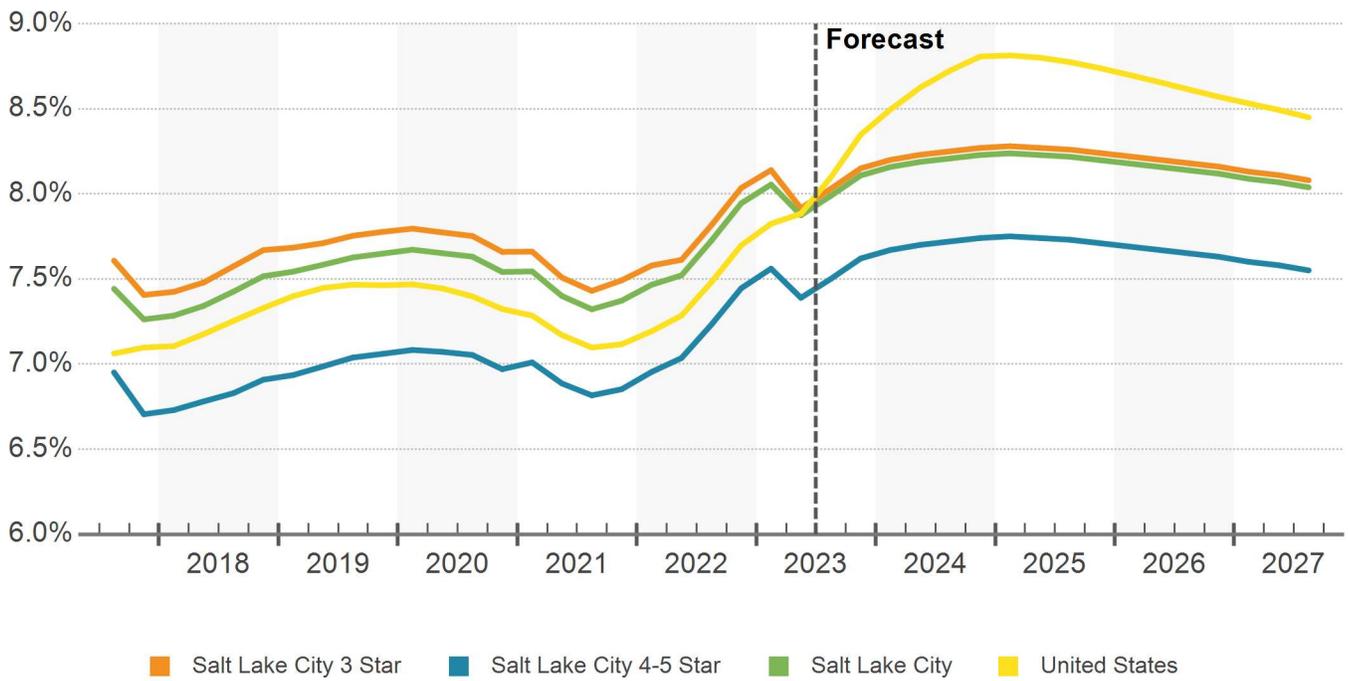
and is part of the Mountain West Medical Center. The cap rate was reported at just over 6%.

Private investors still make up the majority of buyers in the market, but recent years have seen a rise in other types of investors. Prior to 2010, private investors accounted for around three-quarters of sales volume by buyers; since then, they account for around half. The share of investment by private equity, REITs, and institutional investors has increased from just under a quarter of buyer volume until 2010 to just under half since. Salt Lake City's growing economy, particularly the growth in the financial and tech sectors, along with more attractive pricing relative to other major western metros, has gained the attention of a broader group of office investors.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Salt Lake City Office

Sale Comparables

139

Avg. Cap Rate

6.6%

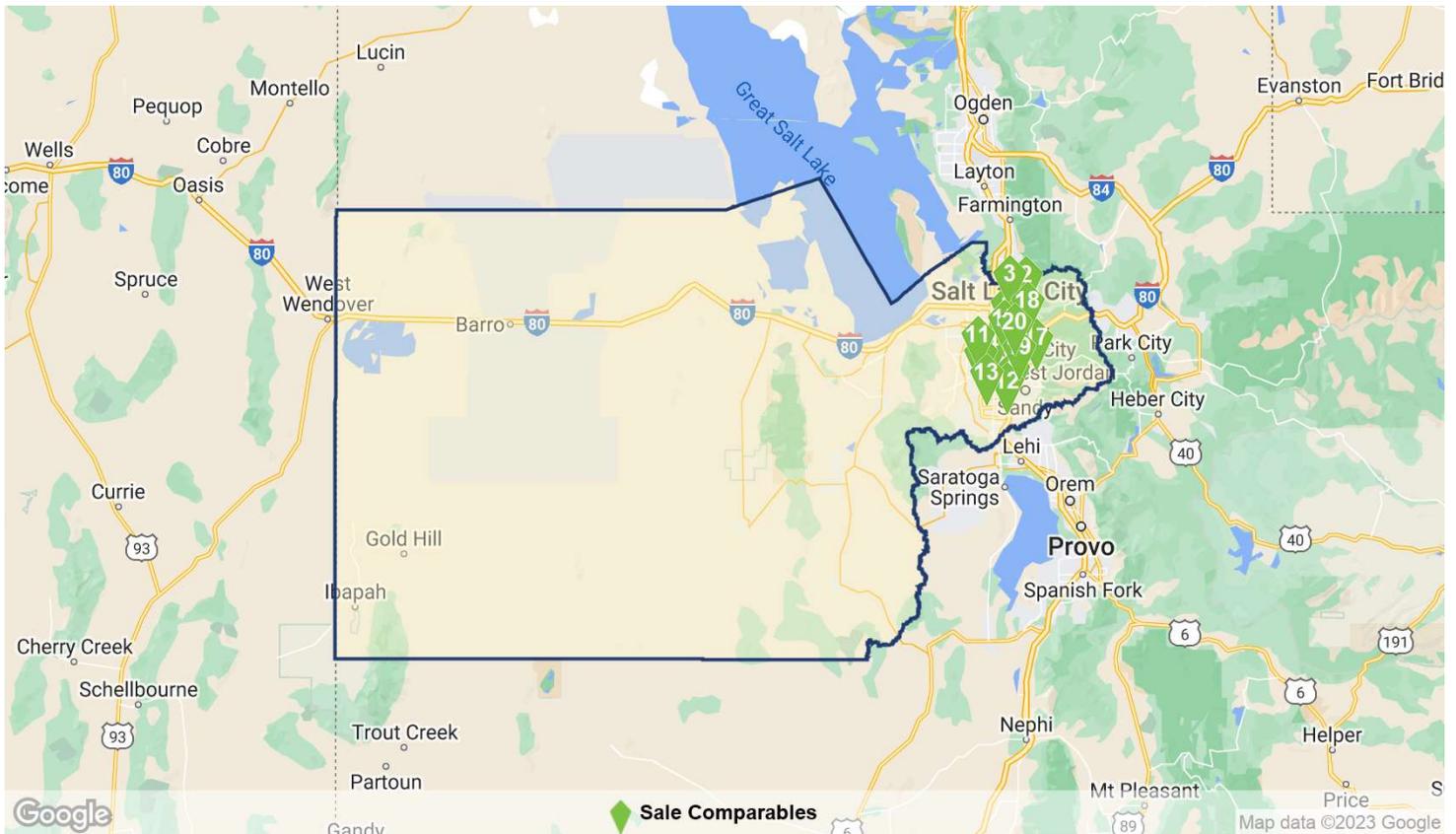
Avg. Price/SF

\$291

Avg. Vacancy At Sale

12.0%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

| Sales Attributes | Low | Average | Median | High |
|---------------------------|-----------|-------------|-------------|--------------|
| Sale Price | \$470,000 | \$4,430,516 | \$2,503,731 | \$28,915,000 |
| Price/SF | \$111 | \$291 | \$238 | \$1,329 |
| Cap Rate | 5.5% | 6.6% | 6.5% | 7.9% |
| Time Since Sale in Months | 0.0 | 7.0 | 7.8 | 11.7 |
| Property Attributes | Low | Average | Median | High |
| Building SF | 869 | 15,901 | 6,154 | 286,896 |
| Stories | 1 | 2 | 2 | 16 |
| Typical Floor SF | 633 | 6,681 | 4,600 | 51,591 |
| Vacancy Rate At Sale | 0% | 12.0% | 0% | 100% |
| Year Built | 1896 | 1981 | 1987 | 2022 |
| Star Rating | ★★★★★ | ★★★★★ 2.3 | ★★★★★ | ★★★★★ |

Sales Past 12 Months

Salt Lake City Office

RECENT SIGNIFICANT SALES

| Property Name - Address | Property | | | | Sale | | | |
|---|----------|----------|---------|---------|------------|--------------|----------|----------|
| | Rating | Yr Built | Bldg SF | Vacancy | Sale Date | Price | Price/SF | Cap Rate |
| 1 Wasatch Renal Center 3702 S State St | ★★★★★ | 2018 | 51,591 | 3.1% | 4/14/2023 | \$28,915,000 | \$560 | - |
| 2 400 Wakara Way | ★★★★★ | 1975 | 44,400 | 100% | 9/28/2022 | \$10,500,000 | \$236 | - |
| 3 320 S 300 E | ★★★★★ | 1968 | 7,149 | 0% | 2/3/2023 | \$9,500,000 | \$1,329 | - |
| 4 Phase II & III 8523 S Redwood Rd | ★★★★★ | 2008 | 27,766 | 0% | 11/15/2022 | \$6,900,000 | \$249 | - |
| 5 Sports Park 5353 S 960 E | ★★★★★ | 1997 | 37,926 | 0% | 3/14/2023 | \$6,450,000 | \$170 | 6.9% |
| 6 Plaza 5300 302 W 5400 S | ★★★★★ | 1980 | 44,866 | 0% | 12/14/2022 | \$5,000,000 | \$111 | 7.5% |
| 7 3583 W 9800 S | ★★★★★ | 2018 | 12,468 | 0% | 2/28/2023 | \$3,525,000 | \$283 | 6.0% |
| 8 11925 S 700 E | ★★★★★ | 2013 | 8,380 | 0% | 5/19/2023 | \$3,300,000 | \$394 | - |
| 9 Cambridge Court Office... 5005 S 900 E | ★★★★★ | 1998 | 12,282 | 0% | 1/5/2023 | \$2,785,000 | \$227 | - |
| 10 6629 S 1300 E | ★★★★★ | 2002 | 9,468 | 0% | 9/28/2022 | \$2,675,000 | \$283 | - |
| 11 Foursquare Professional... 7533 S Center View Ct | ★★★★★ | 2008 | 10,800 | 0% | 12/7/2022 | \$2,600,000 | \$241 | 6.2% |
| 12 Bldg C 71 E Wadsworth Park Dr | ★★★★★ | 1994 | 6,154 | 0% | 10/26/2022 | \$2,407,462 | \$391 | - |
| 13 Riverton Office Plaza Bui... 12569 S 2700 W | ★★★★★ | 2001 | 10,746 | 0% | 7/6/2023 | \$2,000,000 | \$186 | - |
| 14 7410 S Creek Rd | ★★★★★ | 2004 | 8,200 | 0% | 9/30/2022 | \$1,950,000 | \$238 | 7.9% |
| 15 291 W 5400 S | ★★★★★ | 1981 | 9,088 | 0% | 12/23/2022 | \$1,850,000 | \$204 | - |
| 16 Building B 7910-7938 S 3500 E | ★★★★★ | 1987 | 11,167 | 0% | 12/15/2022 | \$1,810,220 | \$162 | - |
| 17 Building A 7910-7938 S 3500 E | ★★★★★ | 1987 | 11,167 | 0% | 12/15/2022 | \$1,589,780 | \$142 | - |
| 18 3378 S 2300 E | ★★★★★ | 1945 | 3,517 | 0% | 1/3/2023 | \$1,480,000 | \$421 | - |
| 19 9217-9227 S 1300 E | ★★★★★ | 1983 | 3,242 | 0% | 8/19/2022 | \$1,350,000 | \$416 | - |
| 20 5818-5822 S 900 E | ★★★★★ | 1997 | 3,900 | 0% | 11/17/2022 | \$859,000 | \$220 | - |

Employment in Salt Lake City returned to pre-COVID levels of employment by the first half of 2021, one of the quickest recoveries in the country. The metro's total employment is now 40,000 jobs more than its pre-pandemic peak.

Utah's reputation as one of the most desirable places in the U.S. to live and do business is a major draw for employers. The state's lower costs of doing business, which include lower tax rates, tax incentives, and relatively affordable real estate and labor, have helped encourage companies with existing presences to expand and new companies to enter the area. The deep talent pool and prevalence of bilingual speakers from the strong university system are key for decision-makers. A significant portion of the metro's job growth comes from an array of high-paying, white-collar employers in info-tech, finance, and professional services.

Utah has one of the highest concentrations of tech workers relative to the overall employment base. There are more than 6,000 tech and software companies located in the Salt Lake City and Provo markets, including Overstock.com, Adobe, and Qualtrics, as well as startups Pluralsight and Domo. The metro's largest financial company is Zions Bancorporation, which

employs more than 3,500 personnel. Other major financial employers include Wells Fargo, Discover Financial Services, and American Express. Goldman Sachs also has a significant presence in the metro, employing more than 2,500 people at its downtown office, Goldman's second-largest office in North America.

The Salt Lake metro is responsible for approximately 40% of the state's tourist-generated tax revenue, with Salt Lake City International Airport being a primary gateway in the region. The presence of the airport and convention center, along with being the gateway to numerous ski resorts and national parks, are driving factors in the leisure and hospitality sector in the metro.

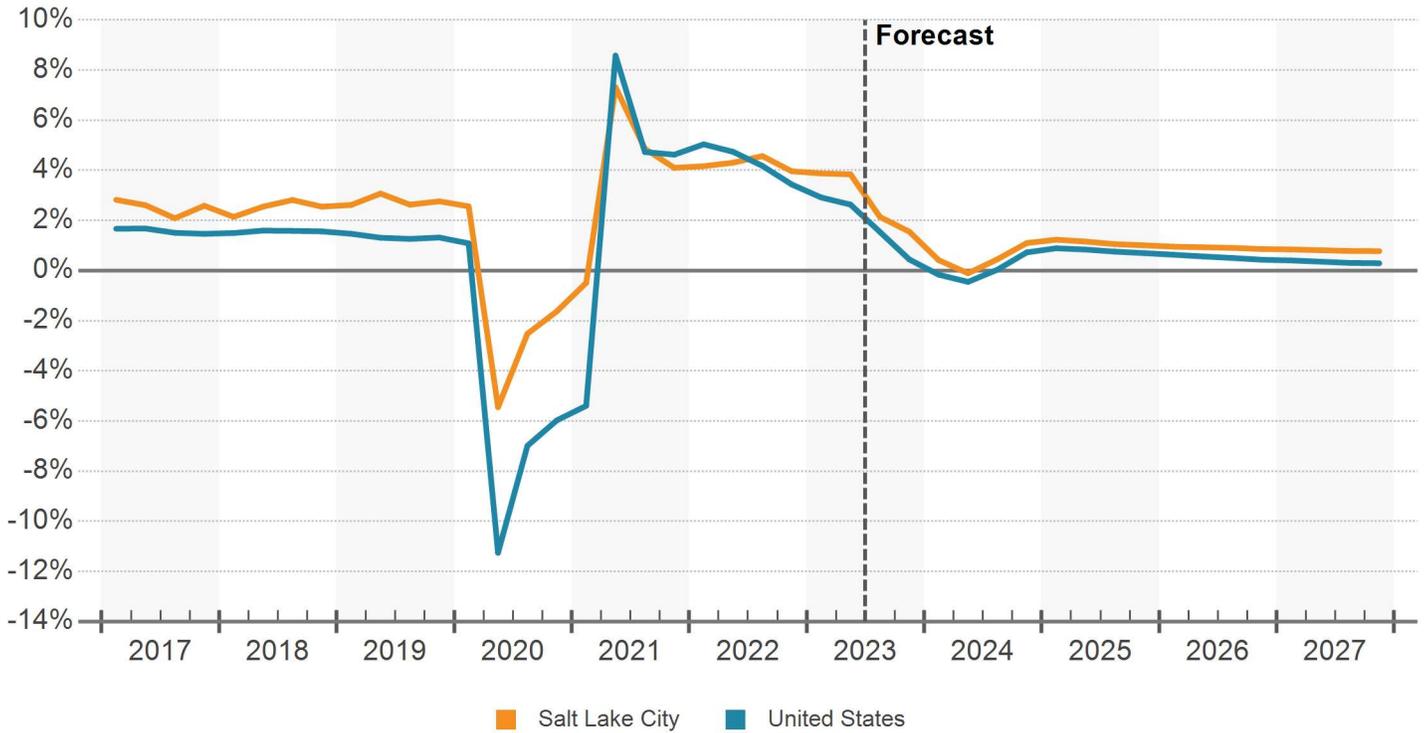
Construction continues on the \$4.1 billion Salt Lake International Airport (SLC) Expansion. "The New SLC" airport project opened its first phase in the fall of 2020 and included a new parking garage, pedestrian bridges, a central terminal, and the west portion of Concourse A. The second phase is expected to open in 2024 and will build out the east portion of Concourse A and tear down existing structures. Once complete, the airport will be able to support 34 million visitors per year.

SALT LAKE CITY 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 | 65 | 0.9 | 1.72% | 0.99% | 1.75% | 0.77% | 0.27% | 0.02% |
| Trade, Transportation and Utilities | 163 | 1.1 | 1.62% | 0.67% | 2.43% | 1.17% | 0.35% | 0.08% |
| Retail Trade | 79 | 1.0 | 2.34% | 0.35% | 1.54% | 0.34% | 0.38% | 0.08% |
| Financial Activities | 63 | 1.3 | -2.30% | 0.77% | 2.44% | 1.46% | 0.79% | 0.10% |
| Government | 111 | 0.9 | 2.88% | 1.97% | 1.34% | 0.34% | 1.04% | 0.35% |
| Natural Resources, Mining and Construction | 60 | 1.3 | 5.74% | 2.37% | 5.51% | 2.45% | 0.70% | 0.20% |
| Education and Health Services | 96 | 0.7 | 4.11% | 3.66% | 2.91% | 1.80% | 1.20% | 0.64% |
| Professional and Business Services | 149 | 1.2 | 3.87% | 1.89% | 3.17% | 2.13% | 0.59% | 0.33% |
| Information | 26 | 1.6 | 5.07% | -0.30% | 3.57% | 1.29% | 0.68% | 0.21% |
| Leisure and Hospitality | 70 | 0.8 | 6.12% | 5.06% | 2.71% | 1.55% | 1.48% | 0.91% |
| Other Services | 24 | 0.8 | 6.53% | 2.48% | 1.72% | 0.65% | 0.60% | 0.27% |
| Total Employment | 826 | 1.0 | 3.08% | 2.14% | 2.63% | 1.35% | 0.75% | 0.35% |

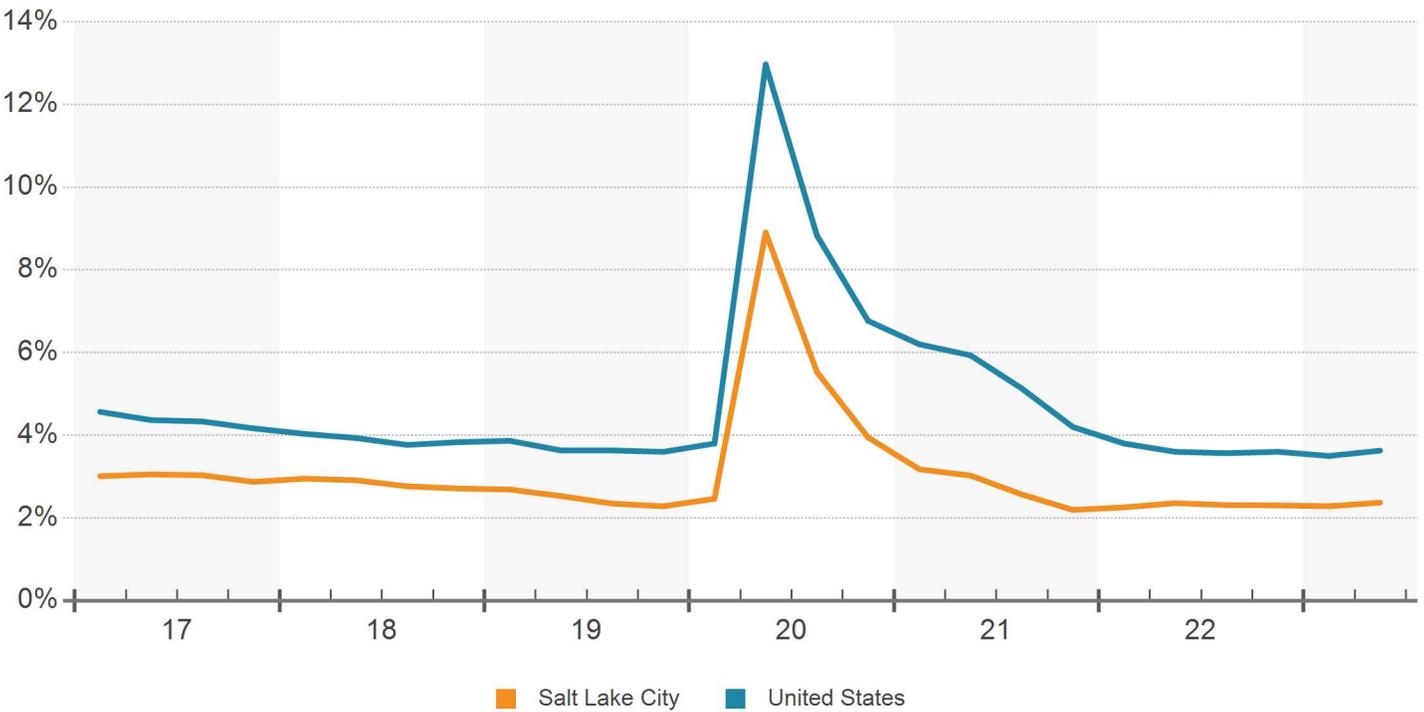
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

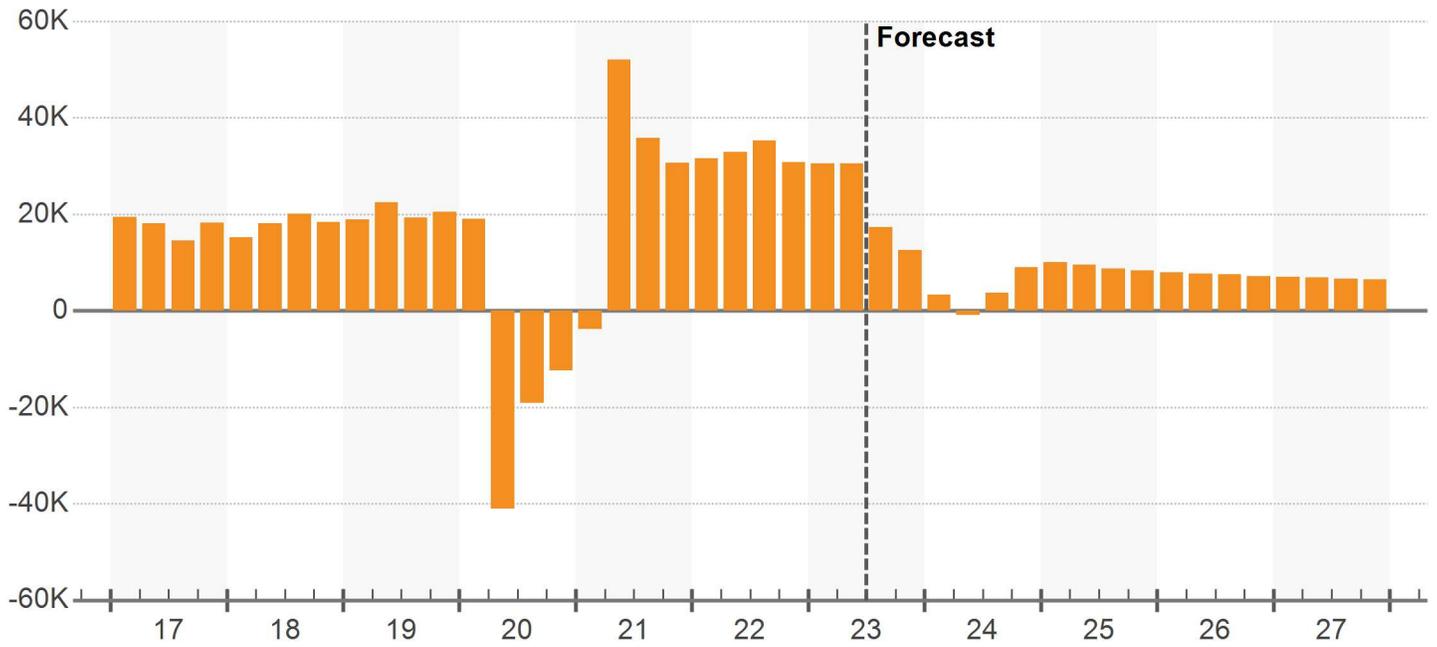


Source: Oxford Economics

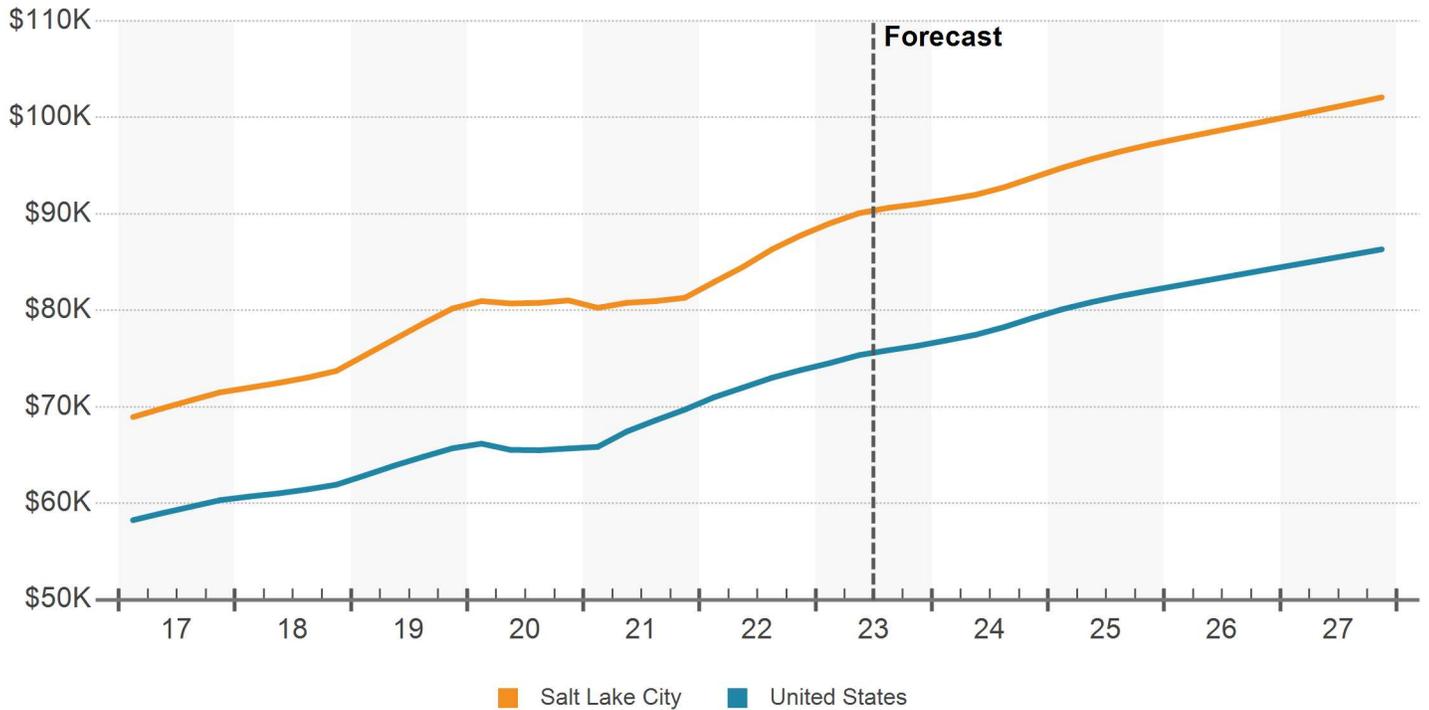
UNEMPLOYMENT RATE (%)



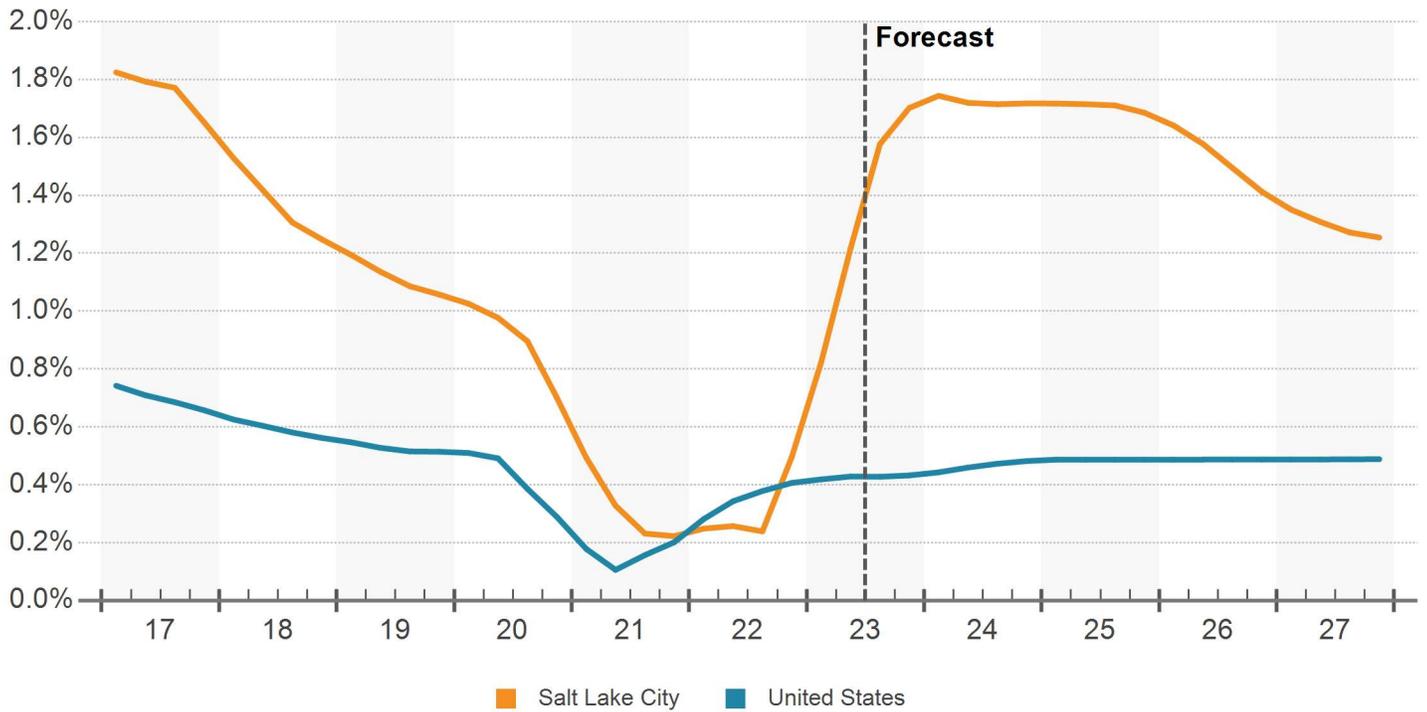
NET EMPLOYMENT CHANGE (YOY)



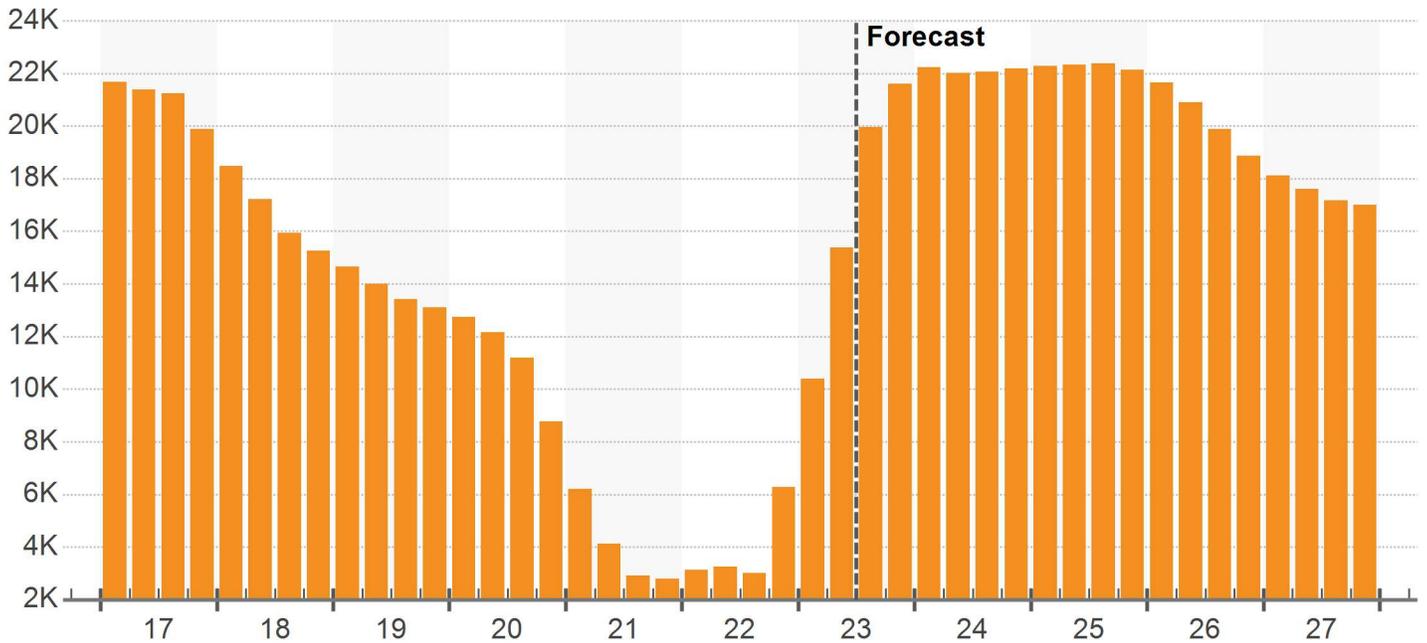
MEDIAN HOUSEHOLD INCOME



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 | 1,283,148 | 334,526,563 | 1.4% | 0.4% | 1.1% | 0.6% | 1.5% | 0.5% |
| Households | 455,585 | 129,885,984 | 1.6% | 0.7% | 2.0% | 0.9% | 1.6% | 0.6% |
| Median Household Income | \$90,321 | \$75,589 | 5.9% | 4.3% | 3.9% | 3.8% | 2.8% | 3.0% |
| Labor Force | 731,437 | 165,935,813 | 2.6% | 1.0% | 2.1% | 0.6% | 0.7% | 0.4% |
| Unemployment | 2.4% | 3.6% | 0% | 0% | -0.2% | -0.4% | - | - |

Source: Oxford Economics

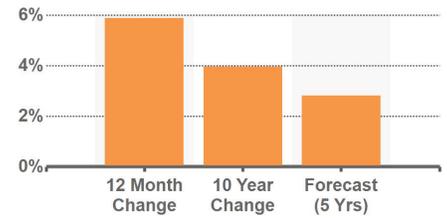
POPULATION GROWTH



LABOR FORCE GROWTH



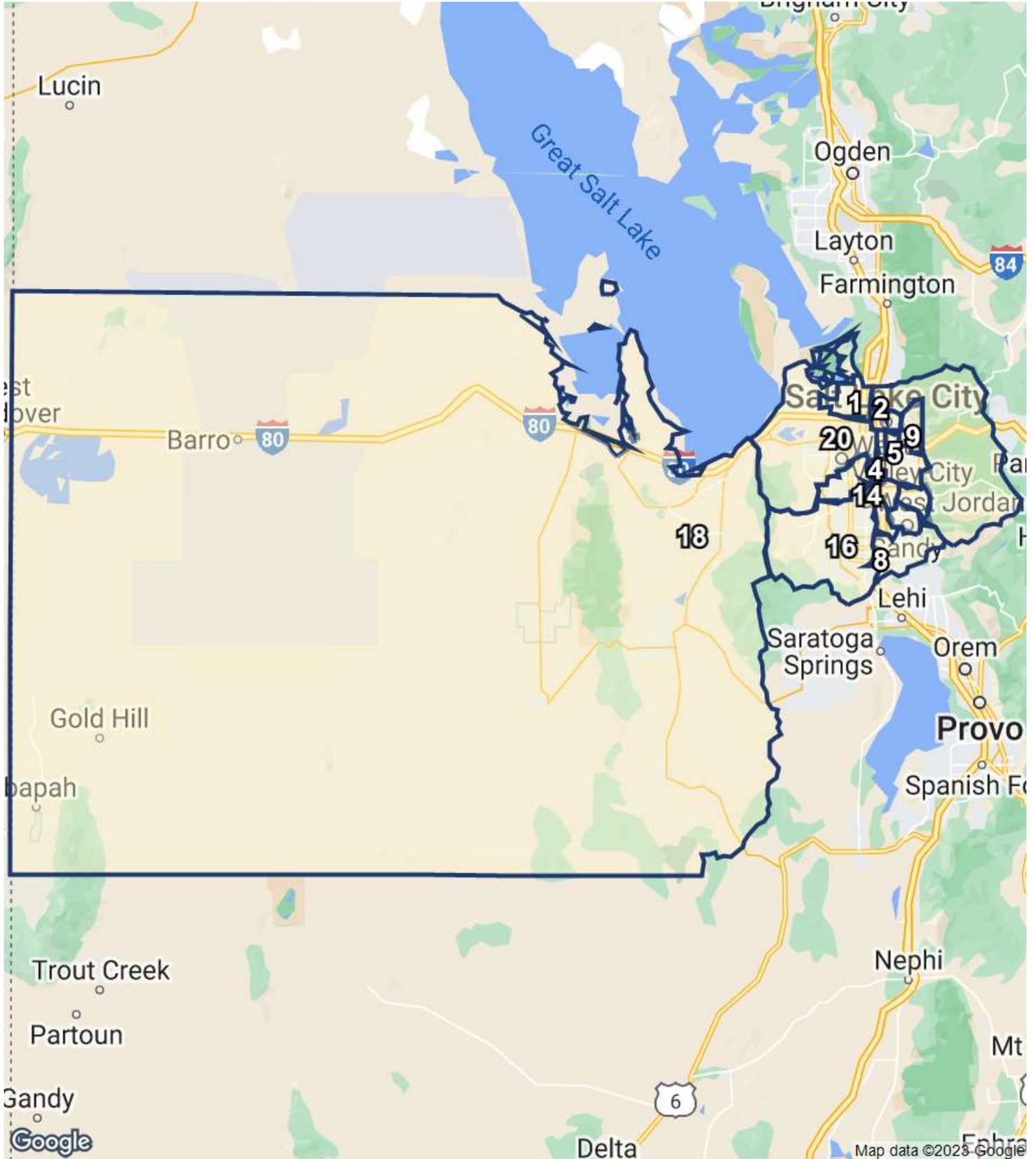
INCOME GROWTH



Source: Oxford Economics

Submarkets

SALT LAKE CITY 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 | Airport/International Ctr | 58 | 3,400 | 4.2% | 11 | 0 | 0 | 0% | - | 0 | - | - | - |
| 2 | CBD | 79 | 11,530 | 14.2% | 1 | 0 | 0 | 0% | - | 0 | - | - | - |
| 3 | CBD/Periphery | 416 | 10,574 | 13.0% | 2 | 0 | 0 | 0% | - | 1 | 20 | 0.2% | 5 |
| 4 | Central Valley | 93 | 3,547 | 4.4% | 10 | 1 | 6 | 0.2% | 5 | 0 | - | - | - |
| 5 | Central Valley East | 435 | 6,180 | 7.6% | 7 | 0 | 0 | 0% | - | 1 | 41 | 0.7% | 3 |
| 6 | Central Valley West | 92 | 1,866 | 2.3% | 14 | 0 | 0 | 0% | - | 1 | 31 | 1.7% | 4 |
| 7 | Cottonwood | 104 | 3,888 | 4.8% | 9 | 0 | 0 | 0% | - | 0 | - | - | - |
| 8 | Draper | 198 | 6,933 | 8.5% | 4 | 4 | 144 | 2.1% | 1 | 2 | 154 | 2.2% | 1 |
| 9 | Foothill Corridor | 41 | 478 | 0.6% | 17 | 0 | 0 | 0% | - | 0 | - | - | - |
| 10 | Interchange | 163 | 1,880 | 2.3% | 13 | 0 | 0 | 0% | - | 0 | - | - | - |
| 11 | Northeast Avenues | 20 | 375 | 0.5% | 18 | 0 | 0 | 0% | - | 0 | - | - | - |
| 12 | Outlying Salt Lake County | 23 | 349 | 0.4% | 19 | 0 | 0 | 0% | - | 0 | - | - | - |
| 13 | Research Park | 44 | 2,690 | 3.3% | 12 | 0 | 0 | 0% | - | 0 | - | - | - |
| 14 | Sandy South Towne | 136 | 6,294 | 7.7% | 6 | 1 | 71 | 1.1% | 3 | 0 | - | - | - |
| 15 | Southeast Valley | 75 | 907 | 1.1% | 16 | 0 | 0 | 0% | - | 0 | - | - | - |
| 16 | Southwest Valley | 297 | 6,574 | 8.1% | 5 | 10 | 141 | 2.1% | 2 | 9 | 69 | 1.1% | 2 |
| 17 | Sugarhouse | 90 | 1,577 | 1.9% | 15 | 0 | 0 | 0% | - | 0 | - | - | - |
| 18 | Tooele County | 38 | 326 | 0.4% | 20 | 0 | 0 | 0% | - | 0 | - | - | - |
| 19 | Union Park District | 239 | 4,796 | 5.9% | 8 | 0 | 0 | 0% | - | 0 | - | - | - |
| 20 | West Valley/Lake Park | 194 | 7,173 | 8.8% | 3 | 1 | 10 | 0.1% | 4 | 0 | - | - | - |

SUBMARKET RENT

| No. | Submarket | Market Rent | | 12 Month Market Rent | | QTD Annualized Market Rent | |
|-----|---------------------------|-------------|------|----------------------|------|----------------------------|------|
| | | Per SF | Rank | Growth | Rank | Growth | Rank |
| 1 | Airport/International Ctr | \$24.83 | 10 | 2.0% | 12 | -1.0% | 8 |
| 2 | CBD | \$30.13 | 2 | 1.5% | 19 | -1.8% | 20 |
| 3 | CBD/Periphery | \$25.26 | 8 | 1.5% | 18 | -1.2% | 10 |
| 4 | Central Valley | \$22.76 | 14 | 1.6% | 17 | -1.7% | 18 |
| 5 | Central Valley East | \$21.89 | 17 | 2.2% | 9 | -1.0% | 7 |
| 6 | Central Valley West | \$20.46 | 18 | 2.4% | 5 | -1.4% | 13 |
| 7 | Cottonwood | \$30.44 | 1 | 1.8% | 15 | -1.6% | 17 |
| 8 | Draper | \$27.63 | 4 | 2.9% | 1 | 4.5% | 1 |
| 9 | Foothill Corridor | \$23.87 | 12 | 2.2% | 10 | -1.1% | 9 |
| 10 | Interchange | \$20.36 | 19 | 1.9% | 13 | -0.6% | 2 |
| 11 | Northeast Avenues | \$27.11 | 5 | 0.4% | 20 | -1.0% | 5 |
| 12 | Outlying Salt Lake County | \$19.07 | 20 | 2.4% | 6 | -1.0% | 6 |
| 13 | Research Park | \$27.66 | 3 | 2.6% | 2 | -1.5% | 15 |
| 14 | Sandy South Towne | \$26.46 | 6 | 1.9% | 14 | -1.3% | 12 |
| 15 | Southeast Valley | \$21.97 | 16 | 2.3% | 7 | -0.9% | 3 |
| 16 | Southwest Valley | \$24.84 | 9 | 2.3% | 8 | -1.6% | 16 |
| 17 | Sugarhouse | \$25.87 | 7 | 1.6% | 16 | -1.7% | 19 |
| 18 | Tooele County | \$22.70 | 15 | 2.5% | 4 | -0.9% | 4 |
| 19 | Union Park District | \$23.89 | 11 | 2.6% | 3 | -1.4% | 14 |
| 20 | West Valley/Lake Park | \$22.88 | 13 | 2.1% | 11 | -1.2% | 11 |

SUBMARKET VACANCY & NET ABSORPTION

| No. | Submarket | Vacancy | | | 12 Month Absorption | | | |
|-----|---------------------------|-----------|---------|------|---------------------|----------|------|-----------------|
| | | SF | Percent | Rank | SF | % of Inv | Rank | Construc. Ratio |
| 1 | Airport/International Ctr | 474,084 | 13.9% | 17 | (66,838) | -2.0% | 16 | - |
| 2 | CBD | 1,671,108 | 14.5% | 18 | (148,027) | -1.3% | 19 | - |
| 3 | CBD/Periphery | 890,954 | 8.4% | 9 | 133,309 | 1.3% | 2 | - |
| 4 | Central Valley | 469,398 | 13.2% | 16 | 11,702 | 0.3% | 8 | 0.5 |
| 5 | Central Valley East | 351,753 | 5.7% | 6 | 6,017 | 0.1% | 9 | - |
| 6 | Central Valley West | 50,146 | 2.7% | 2 | 33,259 | 1.8% | 7 | - |
| 7 | Cottonwood | 432,925 | 11.1% | 12 | 84,202 | 2.2% | 4 | - |
| 8 | Draper | 1,018,340 | 14.7% | 19 | (131,647) | -1.9% | 18 | - |
| 9 | Foothill Corridor | 62,176 | 13.0% | 15 | (17,663) | -3.7% | 12 | - |
| 10 | Interchange | 170,764 | 9.1% | 10 | (37,828) | -2.0% | 15 | - |
| 11 | Northeast Avenues | 45,854 | 12.2% | 14 | (18,857) | -5.0% | 13 | - |
| 12 | Outlying Salt Lake County | - | - | - | 0 | 0% | - | - |
| 13 | Research Park | 184,882 | 6.9% | 8 | (82,759) | -3.1% | 17 | - |
| 14 | Sandy South Towne | 679,883 | 10.8% | 11 | (174,856) | -2.8% | 20 | - |
| 15 | Southeast Valley | 30,246 | 3.3% | 3 | 43,663 | 4.8% | 5 | - |
| 16 | Southwest Valley | 372,522 | 5.7% | 5 | 130,311 | 2.0% | 3 | 0.5 |
| 17 | Sugarhouse | 101,583 | 6.4% | 7 | (32,800) | -2.1% | 14 | - |
| 18 | Tooele County | 5,472 | 1.7% | 1 | (698) | -0.2% | 11 | - |
| 19 | Union Park District | 227,417 | 4.7% | 4 | 36,615 | 0.8% | 6 | - |
| 20 | West Valley/Lake Park | 852,824 | 11.9% | 13 | 334,873 | 4.7% | 1 | 0 |

Supply & Demand Trends

Salt Lake City Office

OVERALL SUPPLY & DEMAND

| Year | Inventory | | | Net Absorption | | |
|------|------------|-----------|----------|----------------|----------|--------------------|
| | SF | SF Growth | % Growth | SF | % of Inv | Construction Ratio |
| 2027 | 82,960,157 | 510,450 | 0.6% | 359,595 | 0.4% | 1.4 |
| 2026 | 82,449,707 | 423,642 | 0.5% | 139,995 | 0.2% | 3.0 |
| 2025 | 82,026,065 | 283,634 | 0.3% | (15,912) | 0% | - |
| 2024 | 81,742,431 | 72,942 | 0.1% | (433,395) | -0.5% | - |
| 2023 | 81,669,489 | 451,902 | 0.6% | 100,777 | 0.1% | 4.5 |
| YTD | 81,337,653 | 120,066 | 0.1% | 331,325 | 0.4% | 0.4 |
| 2022 | 81,217,587 | 1,910,995 | 2.4% | 596,178 | 0.7% | 3.2 |
| 2021 | 79,306,592 | 897,097 | 1.1% | 1,126,552 | 1.4% | 0.8 |
| 2020 | 78,409,495 | 2,779,627 | 3.7% | (36,295) | 0% | - |
| 2019 | 75,629,868 | 1,127,286 | 1.5% | 1,101,062 | 1.5% | 1.0 |
| 2018 | 74,502,582 | 1,182,147 | 1.6% | 2,390,309 | 3.2% | 0.5 |
| 2017 | 73,320,435 | 1,931,150 | 2.7% | 711,986 | 1.0% | 2.7 |
| 2016 | 71,389,285 | 1,667,329 | 2.4% | 2,151,817 | 3.0% | 0.8 |
| 2015 | 69,721,956 | 1,035,060 | 1.5% | 817,108 | 1.2% | 1.3 |
| 2014 | 68,686,896 | 461,549 | 0.7% | 291,968 | 0.4% | 1.6 |
| 2013 | 68,225,347 | 1,019,057 | 1.5% | 768,568 | 1.1% | 1.3 |
| 2012 | 67,206,290 | 552,706 | 0.8% | 615,861 | 0.9% | 0.9 |
| 2011 | 66,653,584 | 466,980 | 0.7% | 1,231,140 | 1.8% | 0.4 |

4 & 5 STAR SUPPLY & DEMAND

| Year | Inventory | | | Net Absorption | | |
|------|------------|-----------|----------|----------------|----------|--------------------|
| | SF | SF Growth | % Growth | SF | % of Inv | Construction Ratio |
| 2027 | 30,823,350 | 596,656 | 2.0% | 466,244 | 1.5% | 1.3 |
| 2026 | 30,226,694 | 509,673 | 1.7% | 341,101 | 1.1% | 1.5 |
| 2025 | 29,717,021 | 369,756 | 1.3% | 212,486 | 0.7% | 1.7 |
| 2024 | 29,347,265 | 95,075 | 0.3% | 4,584 | 0% | 20.7 |
| 2023 | 29,252,190 | 173,300 | 0.6% | 130,321 | 0.4% | 1.3 |
| YTD | 29,221,340 | 142,450 | 0.5% | 12,245 | 0% | 11.6 |
| 2022 | 29,078,890 | 1,700,550 | 6.2% | 908,857 | 3.1% | 1.9 |
| 2021 | 27,378,340 | 667,662 | 2.5% | 891,443 | 3.3% | 0.7 |
| 2020 | 26,710,678 | 2,556,724 | 10.6% | 834,119 | 3.1% | 3.1 |
| 2019 | 24,153,954 | 843,153 | 3.6% | 1,091,515 | 4.5% | 0.8 |
| 2018 | 23,310,801 | 714,872 | 3.2% | 1,166,775 | 5.0% | 0.6 |
| 2017 | 22,595,929 | 1,400,107 | 6.6% | 724,063 | 3.2% | 1.9 |
| 2016 | 21,195,822 | 1,376,839 | 6.9% | 1,639,977 | 7.7% | 0.8 |
| 2015 | 19,818,983 | 668,393 | 3.5% | 524,789 | 2.6% | 1.3 |
| 2014 | 19,150,590 | 357,970 | 1.9% | 307,442 | 1.6% | 1.2 |
| 2013 | 18,792,620 | 206,057 | 1.1% | (42,207) | -0.2% | - |
| 2012 | 18,586,563 | 404,674 | 2.2% | 420,870 | 2.3% | 1.0 |
| 2011 | 18,181,889 | 423,198 | 2.4% | 697,018 | 3.8% | 0.6 |

Supply & Demand Trends

Salt Lake City Office

3 STAR SUPPLY & DEMAND

| Year | Inventory | | | Net Absorption | | |
|------|------------|-----------|----------|----------------|----------|--------------------|
| | SF | SF Growth | % Growth | SF | % of Inv | Construction Ratio |
| 2027 | 35,943,546 | 1,277 | 0% | (26,724) | -0.1% | - |
| 2026 | 35,942,269 | 1,095 | 0% | (85,441) | -0.2% | - |
| 2025 | 35,941,174 | 794 | 0% | (77,247) | -0.2% | - |
| 2024 | 35,940,380 | 64,703 | 0.2% | (207,270) | -0.6% | - |
| 2023 | 35,875,677 | 196,598 | 0.6% | 19,037 | 0.1% | 10.3 |
| YTD | 35,656,695 | (22,384) | -0.1% | 200,954 | 0.6% | - |
| 2022 | 35,679,079 | 210,445 | 0.6% | (383,452) | -1.1% | - |
| 2021 | 35,468,634 | 256,197 | 0.7% | (103,608) | -0.3% | - |
| 2020 | 35,212,437 | 280,271 | 0.8% | (394,437) | -1.1% | - |
| 2019 | 34,932,166 | 361,948 | 1.0% | 46,552 | 0.1% | 7.8 |
| 2018 | 34,570,218 | 472,019 | 1.4% | 1,181,727 | 3.4% | 0.4 |
| 2017 | 34,098,199 | 571,921 | 1.7% | 351,315 | 1.0% | 1.6 |
| 2016 | 33,526,278 | 327,175 | 1.0% | 240,084 | 0.7% | 1.4 |
| 2015 | 33,199,103 | 292,959 | 0.9% | 245,325 | 0.7% | 1.2 |
| 2014 | 32,906,144 | 237,708 | 0.7% | 69,834 | 0.2% | 3.4 |
| 2013 | 32,668,436 | 792,354 | 2.5% | 930,010 | 2.8% | 0.9 |
| 2012 | 31,876,082 | 157,393 | 0.5% | 175,847 | 0.6% | 0.9 |
| 2011 | 31,718,689 | 121,010 | 0.4% | 419,612 | 1.3% | 0.3 |

1 & 2 STAR SUPPLY & DEMAND

| Year | Inventory | | | Net Absorption | | |
|------|------------|-----------|----------|----------------|----------|--------------------|
| | SF | SF Growth | % Growth | SF | % of Inv | Construction Ratio |
| 2027 | 16,193,261 | (87,483) | -0.5% | (79,925) | -0.5% | - |
| 2026 | 16,280,744 | (87,126) | -0.5% | (115,665) | -0.7% | - |
| 2025 | 16,367,870 | (86,916) | -0.5% | (151,151) | -0.9% | - |
| 2024 | 16,454,786 | (86,836) | -0.5% | (230,709) | -1.4% | - |
| 2023 | 16,541,622 | 82,004 | 0.5% | (48,581) | -0.3% | - |
| YTD | 16,459,618 | 0 | 0% | 118,126 | 0.7% | 0 |
| 2022 | 16,459,618 | 0 | 0% | 70,773 | 0.4% | 0 |
| 2021 | 16,459,618 | (26,762) | -0.2% | 338,717 | 2.1% | - |
| 2020 | 16,486,380 | (57,368) | -0.3% | (475,977) | -2.9% | - |
| 2019 | 16,543,748 | (77,815) | -0.5% | (37,005) | -0.2% | - |
| 2018 | 16,621,563 | (4,744) | 0% | 41,807 | 0.3% | - |
| 2017 | 16,626,307 | (40,878) | -0.2% | (363,392) | -2.2% | - |
| 2016 | 16,667,185 | (36,685) | -0.2% | 271,756 | 1.6% | - |
| 2015 | 16,703,870 | 73,708 | 0.4% | 46,994 | 0.3% | 1.6 |
| 2014 | 16,630,162 | (134,129) | -0.8% | (85,308) | -0.5% | - |
| 2013 | 16,764,291 | 20,646 | 0.1% | (119,235) | -0.7% | - |
| 2012 | 16,743,645 | (9,361) | -0.1% | 19,144 | 0.1% | - |
| 2011 | 16,753,006 | (77,228) | -0.5% | 114,510 | 0.7% | - |

OVERALL RENT & VACANCY

| Year | Market Rent | | | | Vacancy | | |
|------|-------------|-------|----------|--------------|-----------|---------|----------|
| | Per SF | Index | % Growth | Vs Hist Peak | SF | Percent | Ppts Chg |
| 2027 | \$25.74 | 132 | 0.4% | 0.9% | 9,803,980 | 11.8% | 0.1% |
| 2026 | \$25.64 | 131 | 0.1% | 0.5% | 9,650,504 | 11.7% | 0.3% |
| 2025 | \$25.62 | 131 | 0% | 0.4% | 9,364,149 | 11.4% | 0.3% |
| 2024 | \$25.62 | 131 | -0.5% | 0.4% | 9,061,835 | 11.1% | 0.6% |
| 2023 | \$25.74 | 132 | 0.9% | 0.9% | 8,552,296 | 10.5% | 0.2% |
| YTD | \$25.58 | 131 | 2.0% | 0.3% | 8,092,331 | 9.9% | -0.3% |
| 2022 | \$25.51 | 131 | 4.8% | 0% | 8,303,590 | 10.2% | 1.4% |
| 2021 | \$24.35 | 125 | 3.7% | -4.5% | 6,988,773 | 8.8% | -0.4% |
| 2020 | \$23.47 | 120 | 1.3% | -8.0% | 7,218,228 | 9.2% | 3.4% |
| 2019 | \$23.16 | 119 | 4.0% | -9.2% | 4,402,306 | 5.8% | -0.1% |
| 2018 | \$22.28 | 114 | 1.0% | -12.7% | 4,376,082 | 5.9% | -1.7% |
| 2017 | \$22.06 | 113 | 4.9% | -13.5% | 5,568,170 | 7.6% | 1.8% |
| 2016 | \$21.03 | 108 | 3.3% | -17.6% | 4,117,080 | 5.8% | -0.8% |
| 2015 | \$20.36 | 104 | 3.3% | -20.2% | 4,601,568 | 6.6% | 0.2% |
| 2014 | \$19.72 | 101 | 3.8% | -22.7% | 4,383,616 | 6.4% | 0.2% |
| 2013 | \$19 | 97 | 3.2% | -25.5% | 4,214,035 | 6.2% | 0.3% |
| 2012 | \$18.41 | 94 | 0.8% | -27.8% | 3,963,546 | 5.9% | -0.1% |
| 2011 | \$18.26 | 93 | -3.7% | -28.4% | 4,026,701 | 6.0% | -1.2% |

4 & 5 STAR RENT & VACANCY

| Year | Market Rent | | | | Vacancy | | |
|------|-------------|-------|----------|--------------|-----------|---------|----------|
| | Per SF | Index | % Growth | Vs Hist Peak | SF | Percent | Ppts Chg |
| 2027 | \$29.31 | 128 | 0.3% | 0.2% | 4,333,008 | 14.1% | 0.2% |
| 2026 | \$29.21 | 128 | 0% | -0.1% | 4,202,957 | 13.9% | 0.3% |
| 2025 | \$29.22 | 128 | -0.1% | -0.1% | 4,034,748 | 13.6% | 0.4% |
| 2024 | \$29.23 | 128 | -0.5% | -0.1% | 3,877,824 | 13.2% | 0.3% |
| 2023 | \$29.38 | 129 | 0.5% | 0.5% | 3,787,602 | 12.9% | 0.1% |
| YTD | \$29.23 | 128 | 1.1% | -0.1% | 3,874,823 | 13.3% | 0.4% |
| 2022 | \$29.25 | 128 | 1.6% | 0% | 3,744,618 | 12.9% | 2.1% |
| 2021 | \$28.78 | 126 | 1.3% | -1.6% | 2,952,925 | 10.8% | -1.1% |
| 2020 | \$28.40 | 124 | 1.3% | -2.9% | 3,176,706 | 11.9% | 5.9% |
| 2019 | \$28.03 | 123 | 3.8% | -4.2% | 1,454,101 | 6.0% | -1.3% |
| 2018 | \$27 | 118 | 1.8% | -7.7% | 1,702,463 | 7.3% | -2.2% |
| 2017 | \$26.54 | 116 | 3.4% | -9.3% | 2,154,366 | 9.5% | 3.7% |
| 2016 | \$25.67 | 112 | 1.9% | -12.3% | 1,230,322 | 5.8% | -1.7% |
| 2015 | \$25.20 | 110 | 1.9% | -13.9% | 1,493,460 | 7.5% | 0.5% |
| 2014 | \$24.72 | 108 | 4.4% | -15.5% | 1,349,856 | 7.0% | 0.1% |
| 2013 | \$23.68 | 104 | 5.2% | -19.1% | 1,299,328 | 6.9% | 1.3% |
| 2012 | \$22.52 | 99 | 1.8% | -23.0% | 1,051,064 | 5.7% | -0.2% |
| 2011 | \$22.13 | 97 | -6.0% | -24.4% | 1,067,260 | 5.9% | -1.7% |

3 STAR RENT & VACANCY

| Year | Market Rent | | | | Vacancy | | |
|------|-------------|-------|----------|--------------|-----------|---------|----------|
| | Per SF | Index | % Growth | Vs Hist Peak | SF | Percent | Ppts Chg |
| 2027 | \$25.52 | 137 | 0.4% | 1.1% | 4,212,660 | 11.7% | 0.1% |
| 2026 | \$25.42 | 136 | 0% | 0.7% | 4,184,764 | 11.6% | 0.2% |
| 2025 | \$25.41 | 136 | 0% | 0.6% | 4,098,334 | 11.4% | 0.2% |
| 2024 | \$25.42 | 136 | -0.5% | 0.6% | 4,020,393 | 11.2% | 0.7% |
| 2023 | \$25.54 | 137 | 1.1% | 1.1% | 3,748,446 | 10.4% | 0.4% |
| YTD | \$25.38 | 136 | 3.1% | 0.5% | 3,347,538 | 9.4% | -0.6% |
| 2022 | \$25.26 | 135 | 7.2% | 0% | 3,570,876 | 10.0% | 1.6% |
| 2021 | \$23.57 | 126 | 4.9% | -6.7% | 2,976,979 | 8.4% | 1.0% |
| 2020 | \$22.47 | 120 | 1.8% | -11.0% | 2,617,174 | 7.4% | 1.9% |
| 2019 | \$22.06 | 118 | 4.1% | -12.7% | 1,942,466 | 5.6% | 0.9% |
| 2018 | \$21.19 | 113 | 0.5% | -16.1% | 1,627,070 | 4.7% | -2.1% |
| 2017 | \$21.09 | 113 | 5.0% | -16.5% | 2,336,778 | 6.9% | 0.5% |
| 2016 | \$20.08 | 108 | 4.5% | -20.5% | 2,116,172 | 6.3% | 0.2% |
| 2015 | \$19.22 | 103 | 5.1% | -23.9% | 2,029,081 | 6.1% | 0.1% |
| 2014 | \$18.28 | 98 | 4.6% | -27.6% | 1,981,447 | 6.0% | 0.5% |
| 2013 | \$17.47 | 94 | 0.7% | -30.8% | 1,813,573 | 5.6% | -0.6% |
| 2012 | \$17.35 | 93 | -0.4% | -31.3% | 1,951,229 | 6.1% | -0.1% |
| 2011 | \$17.42 | 93 | -1.2% | -31.0% | 1,969,683 | 6.2% | -1.0% |

1 & 2 STAR RENT & VACANCY

| Year | Market Rent | | | | Vacancy | | |
|------|-------------|-------|----------|--------------|-----------|---------|----------|
| | Per SF | Index | % Growth | Vs Hist Peak | SF | Percent | Ppts Chg |
| 2027 | \$19.92 | 128 | 0.7% | 2.5% | 1,258,312 | 7.8% | 0% |
| 2026 | \$19.79 | 127 | 0.3% | 1.8% | 1,262,783 | 7.8% | 0.2% |
| 2025 | \$19.72 | 127 | 0.3% | 1.5% | 1,231,067 | 7.5% | 0.4% |
| 2024 | \$19.67 | 127 | -0.2% | 1.2% | 1,163,618 | 7.1% | 0.9% |
| 2023 | \$19.71 | 127 | 1.4% | 1.4% | 1,016,248 | 6.1% | 0.1% |
| YTD | \$19.55 | 126 | 1.3% | 0.6% | 869,970 | 5.3% | -0.7% |
| 2022 | \$19.44 | 125 | 6.7% | 0% | 988,096 | 6.0% | -0.4% |
| 2021 | \$18.22 | 117 | 7.6% | -6.3% | 1,058,869 | 6.4% | -2.2% |
| 2020 | \$16.93 | 109 | -0.1% | -12.9% | 1,424,348 | 8.6% | 2.6% |
| 2019 | \$16.94 | 109 | 4.1% | -12.8% | 1,005,739 | 6.1% | -0.2% |
| 2018 | \$16.28 | 105 | 0.3% | -16.2% | 1,046,549 | 6.3% | -0.2% |
| 2017 | \$16.23 | 105 | 9.1% | -16.5% | 1,077,026 | 6.5% | 1.9% |
| 2016 | \$14.88 | 96 | 4.0% | -23.5% | 770,586 | 4.6% | -1.8% |
| 2015 | \$14.31 | 92 | 2.3% | -26.4% | 1,079,027 | 6.5% | 0.1% |
| 2014 | \$13.99 | 90 | -0.4% | -28.0% | 1,052,313 | 6.3% | -0.2% |
| 2013 | \$14.04 | 90 | 4.5% | -27.8% | 1,101,134 | 6.6% | 0.8% |
| 2012 | \$13.43 | 87 | 1.5% | -30.9% | 961,253 | 5.7% | -0.2% |
| 2011 | \$13.24 | 85 | -3.4% | -31.9% | 989,758 | 5.9% | -1.1% |

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 | - | - | - | - | - | - | \$202.87 | 169 | 8.0% |
| 2026 | - | - | - | - | - | - | \$199.64 | 167 | 8.1% |
| 2025 | - | - | - | - | - | - | \$198.11 | 165 | 8.2% |
| 2024 | - | - | - | - | - | - | \$198.76 | 166 | 8.2% |
| 2023 | - | - | - | - | - | - | \$202.66 | 169 | 8.1% |
| YTD | 62 | \$61.4M | 1.1% | \$4,386,850 | \$394.31 | 6.3% | \$208.38 | 174 | 7.9% |
| 2022 | 235 | \$106.5M | 4.8% | \$2,477,700 | \$206.22 | 6.6% | \$200.06 | 167 | 7.9% |
| 2021 | 296 | \$376.1M | 6.5% | \$8,002,599 | \$254.89 | 6.4% | \$208.17 | 174 | 7.4% |
| 2020 | 248 | \$350M | 4.5% | \$5,737,844 | \$238.23 | 7.5% | \$199.99 | 167 | 7.5% |
| 2019 | 264 | \$362.1M | 6.6% | \$5,486,430 | \$187.27 | 7.1% | \$195.41 | 163 | 7.6% |
| 2018 | 209 | \$258.2M | 3.5% | \$6,004,639 | \$199.59 | 7.0% | \$189.32 | 158 | 7.5% |
| 2017 | 214 | \$358.2M | 4.6% | \$6,071,412 | \$190.76 | 7.9% | \$185.97 | 155 | 7.3% |
| 2016 | 239 | \$305.3M | 5.6% | \$4,556,194 | \$201.14 | 7.3% | \$175.52 | 147 | 7.1% |
| 2015 | 196 | \$192.6M | 5.2% | \$4,377,401 | \$155.07 | 7.7% | \$170.76 | 143 | 7.0% |
| 2014 | 157 | \$372.7M | 4.8% | \$9,316,891 | \$246.94 | 7.1% | \$164.10 | 137 | 7.0% |
| 2013 | 172 | \$166.1M | 5.1% | \$3,390,136 | \$91.48 | 8.8% | \$151.88 | 127 | 7.3% |
| 2012 | 139 | \$134.7M | 3.6% | \$4,080,704 | \$121.95 | 7.3% | \$144.62 | 121 | 7.5% |

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

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

4 & 5 STAR SALES

| Year | Completed Transactions (1) | | | | | | Market Pricing Trends (2) | | |
|------|----------------------------|----------|----------|---------------|--------------|--------------|---------------------------|-------------|----------|
| | Deals | Volume | Turnover | Avg Price | Avg Price/SF | Avg Cap Rate | Price/SF | Price Index | Cap Rate |
| 2027 | - | - | - | - | - | - | \$262.35 | 171 | 7.5% |
| 2026 | - | - | - | - | - | - | \$258.21 | 169 | 7.6% |
| 2025 | - | - | - | - | - | - | \$256.29 | 167 | 7.7% |
| 2024 | - | - | - | - | - | - | \$257.23 | 168 | 7.7% |
| 2023 | - | - | - | - | - | - | \$262.57 | 171 | 7.6% |
| YTD | 1 | \$0 | 1.0% | - | - | - | \$270.41 | 177 | 7.4% |
| 2022 | 7 | \$0 | 2.7% | - | - | - | \$262.06 | 171 | 7.4% |
| 2021 | 24 | \$302.5M | 7.4% | \$27,496,912 | \$298.36 | 5.4% | \$276.39 | 180 | 6.9% |
| 2020 | 11 | \$251.8M | 4.4% | \$35,973,503 | \$299.41 | 5.7% | \$267.16 | 174 | 7.0% |
| 2019 | 11 | \$191.3M | 4.9% | \$31,880,625 | \$278.89 | 5.8% | \$261.63 | 171 | 7.1% |
| 2018 | 6 | \$150.1M | 2.5% | \$37,529,501 | \$273.08 | 6.8% | \$255.59 | 167 | 6.9% |
| 2017 | 8 | \$204.2M | 3.5% | \$34,031,930 | \$302.52 | 5.7% | \$248.79 | 162 | 6.7% |
| 2016 | 8 | \$42.6M | 4.1% | \$21,320,962 | \$224.13 | 6.8% | \$231.62 | 151 | 6.7% |
| 2015 | 4 | \$15.9M | 2.0% | \$15,900,000 | \$231.16 | 7.0% | \$224.05 | 146 | 6.6% |
| 2014 | 2 | \$209.7M | 3.0% | \$104,832,917 | \$362.26 | 5.5% | \$214.09 | 140 | 6.6% |
| 2013 | 7 | \$27M | 3.9% | \$27,000,000 | \$124.42 | - | \$195.08 | 127 | 6.9% |
| 2012 | 5 | \$78.1M | 4.4% | \$19,513,703 | \$134.42 | - | \$186.88 | 122 | 7.1% |

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

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

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 | - | - | - | - | - | - | \$184.73 | 172 | 8.1% |
| 2026 | - | - | - | - | - | - | \$181.85 | 169 | 8.2% |
| 2025 | - | - | - | - | - | - | \$180.52 | 168 | 8.2% |
| 2024 | - | - | - | - | - | - | \$181.16 | 169 | 8.3% |
| 2023 | - | - | - | - | - | - | \$184.77 | 172 | 8.1% |
| YTD | 20 | \$47.7M | 1.0% | \$6,808,714 | \$351.51 | 6.3% | \$189.86 | 177 | 7.9% |
| 2022 | 111 | \$76.1M | 6.5% | \$3,045,679 | \$214.62 | 6.6% | \$179.15 | 167 | 8.0% |
| 2021 | 107 | \$47.4M | 5.2% | \$2,635,892 | \$168.50 | 7.0% | \$184.14 | 172 | 7.5% |
| 2020 | 132 | \$76.1M | 4.2% | \$2,535,313 | \$154.87 | 7.7% | \$177.06 | 165 | 7.7% |
| 2019 | 95 | \$128.3M | 6.9% | \$4,277,572 | \$136.48 | 7.2% | \$172.54 | 161 | 7.8% |
| 2018 | 63 | \$74.9M | 2.6% | \$3,121,621 | \$148.88 | 6.9% | \$165.44 | 154 | 7.7% |
| 2017 | 76 | \$119.2M | 4.2% | \$3,973,751 | \$127.81 | 7.9% | \$163.37 | 152 | 7.4% |
| 2016 | 80 | \$227.6M | 5.6% | \$7,847,342 | \$223.95 | 7.7% | \$153.84 | 143 | 7.3% |
| 2015 | 77 | \$120.3M | 6.1% | \$5,729,986 | \$166.69 | 7.8% | \$150.55 | 140 | 7.2% |
| 2014 | 56 | \$148.3M | 6.1% | \$9,889,111 | \$189.75 | 7.7% | \$145.54 | 136 | 7.2% |
| 2013 | 59 | \$112.3M | 5.7% | \$6,239,656 | \$90.48 | 8.7% | \$136.02 | 127 | 7.4% |
| 2012 | 58 | \$49.5M | 3.2% | \$3,536,602 | \$121.12 | 7.3% | \$129.06 | 120 | 7.6% |

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

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

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 | - | - | - | - | - | - | \$137.25 | 156 | 8.8% |
| 2026 | - | - | - | - | - | - | \$134.88 | 154 | 8.9% |
| 2025 | - | - | - | - | - | - | \$133.63 | 152 | 9.0% |
| 2024 | - | - | - | - | - | - | \$133.74 | 152 | 9.0% |
| 2023 | - | - | - | - | - | - | \$135.76 | 155 | 8.9% |
| YTD | 41 | \$13.8M | 1.6% | \$1,964,986 | \$682.05 | - | \$138.99 | 158 | 8.7% |
| 2022 | 117 | \$30.4M | 4.8% | \$1,688,841 | \$187.82 | 6.6% | \$136.01 | 155 | 8.6% |
| 2021 | 165 | \$26.2M | 8.0% | \$1,456,115 | \$145.38 | 6.3% | \$139.88 | 159 | 8.0% |
| 2020 | 105 | \$22.1M | 5.2% | \$922,275 | \$161.50 | 7.5% | \$131.19 | 150 | 8.3% |
| 2019 | 158 | \$42.5M | 8.3% | \$1,416,449 | \$138.22 | 7.2% | \$128.13 | 146 | 8.4% |
| 2018 | 140 | \$33.2M | 6.8% | \$2,210,838 | \$137.79 | 7.3% | \$124.17 | 142 | 8.3% |
| 2017 | 130 | \$34.8M | 7.0% | \$1,513,443 | \$128.88 | 8.9% | \$124.14 | 141 | 7.9% |
| 2016 | 151 | \$35.1M | 7.5% | \$973,616 | \$112.62 | 7.0% | \$123.52 | 141 | 7.6% |
| 2015 | 115 | \$56.4M | 7.3% | \$2,562,543 | \$124.90 | 7.7% | \$120.55 | 137 | 7.5% |
| 2014 | 99 | \$14.7M | 4.2% | \$637,962 | \$98.69 | 7.3% | \$116.15 | 132 | 7.5% |
| 2013 | 106 | \$26.8M | 5.2% | \$893,429 | \$74.97 | 9.3% | \$110.06 | 125 | 7.7% |
| 2012 | 76 | \$7.1M | 3.6% | \$473,067 | \$61.84 | - | \$103.77 | 118 | 8.0% |

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

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