



Office Market Report

Northern New Jersey - NJ USA

PREPARED BY

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Industrial & Commercial Real Estate

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OFFICE MARKET REPORT

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12 Mo Deliveries in SF

72.4K

12 Mo Net Absorption in SF

(59.9K)

Vacancy Rate

12.8%

Market Asking Rent Growth

1.0%

Northern New Jersey's office market saw some marginal improvement in 2025. Net absorption reached 494,000 SF by year-end, the first positive annual absorption total since 2019. In addition, availability has declined for five consecutive quarters, to 13.7%, and is now comfortably below the national average of 15.4%.

Northern New Jersey's commercial real estate market has been undergoing a structural transformation since 2020, with profound ramifications for the office sector. The pandemic ushered in a land grab for new industrial and multifamily space to meet a surge in demand for expedited deliveries and transit-oriented living. Conversely, demand for office space has been mostly weak, forcing owners to inject capital into assets, renovate them, or consider a sale to a developer.

New leasing activity totaled 2.4 million SF in 2025, down 22% from the prior year and 36% below the five-year pre-pandemic average from 2015 to 2019. Even as occupancy saw improvement in 2025, leasing activity remained depressed relative to both historical and recent norms.

Reflecting the shift in priorities, office inventory has shrunk in recent years, from a peak of 125.7 million SF in 2017 to 117.1 million SF in 2026, representing a nearly 7% decline in total office space in Northern New Jersey over that period. Office properties have mostly

been redeveloped in industrial and multifamily assets, either through conversion or demolition.

Currently, only 49,000 SF is underway, concentrated in a single project at 683 Route 10 in Randolph. The 4 Star office property is expected to deliver in 2026. There were no office construction starts in 2025, a boon to the market, as the lack of supply-side pressure will help mitigate the effects of weakened demand.

Northern New Jersey's availability rate has fallen for five consecutive quarters, to 13.7%, and is approaching the pre-pandemic level of 12.9% observed in 19Q4. However, availability remains significantly elevated in top-tier 4 & 5 Star product, at 25.7%, well above the 19.1% rate in 19Q4.

It's undeniable that the reduction in office inventory since 2017 has helped contain the upward pressure on vacancies across Northern New Jersey. Without the denominator shrinking, the average availability rate would likely be much higher than the current 13.7%.

Looking ahead, space demand is projected to remain negative over the next few quarters. Supply-side pressure will be the wildcard; while construction activity is almost nonexistent, it's difficult to forecast demolition activity. Thus, the vacancy rate may surprise to the upside in 2026.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	37,245,069	23.6%	\$37.27	25.7%	(270,359)	0	49,070
3 Star	52,717,112	9.7%	\$27.74	10.0%	69,971	0	0
1 & 2 Star	27,140,066	3.9%	\$27.36	4.3%	(30,651)	0	0
Market	117,102,247	12.8%	\$30.68	13.7%	(231,039)	0	49,070

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	-0.1% (YOY)	11.5%	12.8%	15.1%	2013 Q4	6.6%	1998 Q2
Net Absorption SF	(59.9K)	93,414	(326,535)	3,105,171	1998 Q2	(2,969,854)	2024 Q2
Deliveries SF	72.4K	667,553	22,683	2,479,365	2001 Q3	10,000	2024 Q4
Market Asking Rent Growth	1.0%	2.0%	1.2%	9.1%	2000 Q4	-8.3%	2010 Q2
Sales Volume	\$426M	\$618.1M	N/A	\$1.4B	2017 Q1	\$0	1998 Q3

The Northern New Jersey office market remains challenged by a supply-demand imbalance driven by a years-long negative demand shock. Occupiers here have been more closely scrutinizing space utilization, putting less emphasis on planning for headcount growth and instead rightsizing their footprints for today's workforce needs. This has pressured lease sizes and allowed the availability rate to remain above long-term averages despite a declining office stock inventory.

Despite the supply-demand imbalance, net absorption reached 494,000 SF in 2025, the first positive annual absorption total since 2019, breaking a string of years that saw persistent occupancy loss.

However, new leasing activity remained weak in 2025. Office leasing amounted to 2.4 million SF in 2025, down 22% from the prior year and 36% below the five-year pre-pandemic average observed from 2015 to 2019. In addition, quarterly leasing activity was below the pre-pandemic five-year quarterly average for every quarter in 2025. The share of leasing in top-tier 4 & 5 Star product was 39%, lower than in recent years despite the broad flight-to-quality trend that took hold in the wake of the pandemic.

Among submarkets Short Hills/Millburn performed relatively strongly. The submarket had new leasing of 436,000 SF in 2025, surpassing the pre-pandemic average by 44% and posting an almost 30% improvement on 2024. Short Hills/Millburn also posted four consecutive quarters of positive absorption in 2025, leading to a year-end total of 296,000 SF. Availability in the area has moderated to 10%, comfortably below the

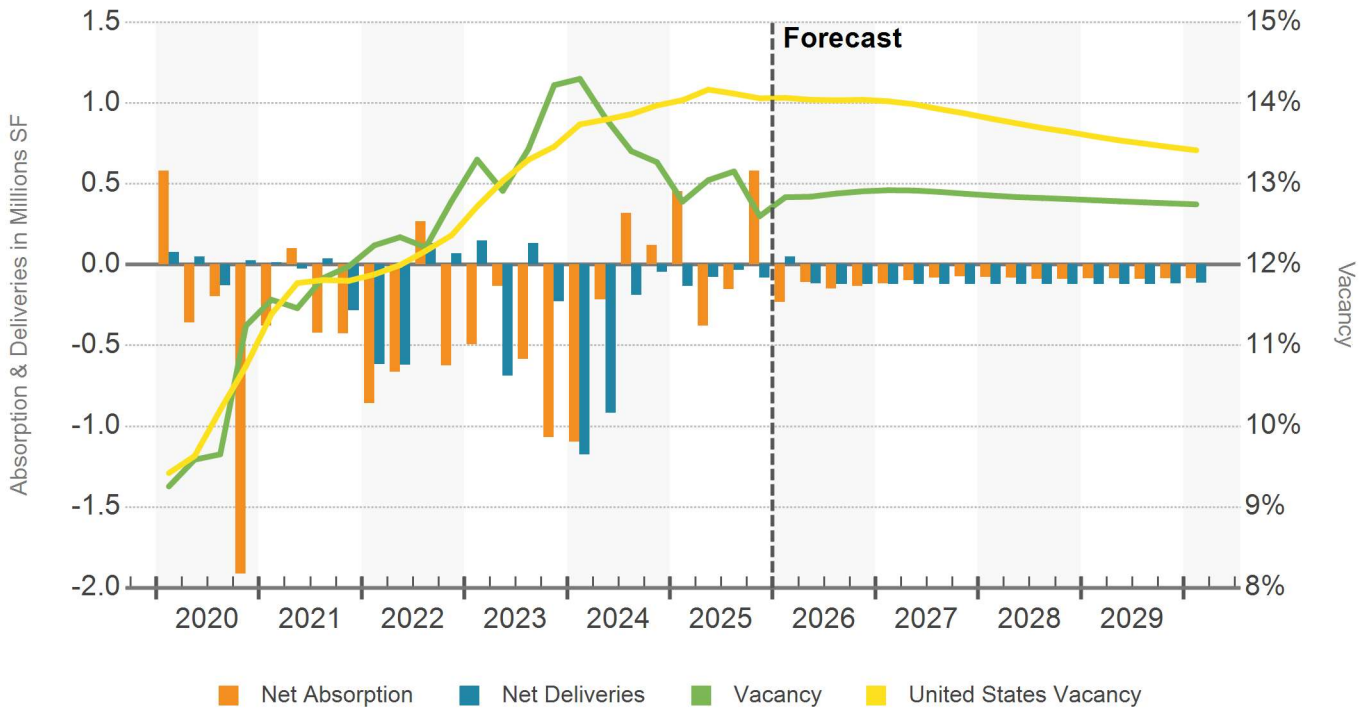
market average. Short Hills/Millburn captured the metro's two largest new leases of 2025, which contributed to improved figures. Selective Insurance committed to 123,000 SF at 103 John F Kennedy Parkway, while Haleon leased 79,000 SF at 400 Connell Dr.

In the past year, traditional office-using sectors like information, professional and business services, and financial activities have seen shrinking payrolls. Conversely, office space demand has been buoyed by the education, health care, and government sectors. A notable example includes the New Jersey Department of Banking and Insurance's 42,000 SF lease at 100 S Jefferson Rd.

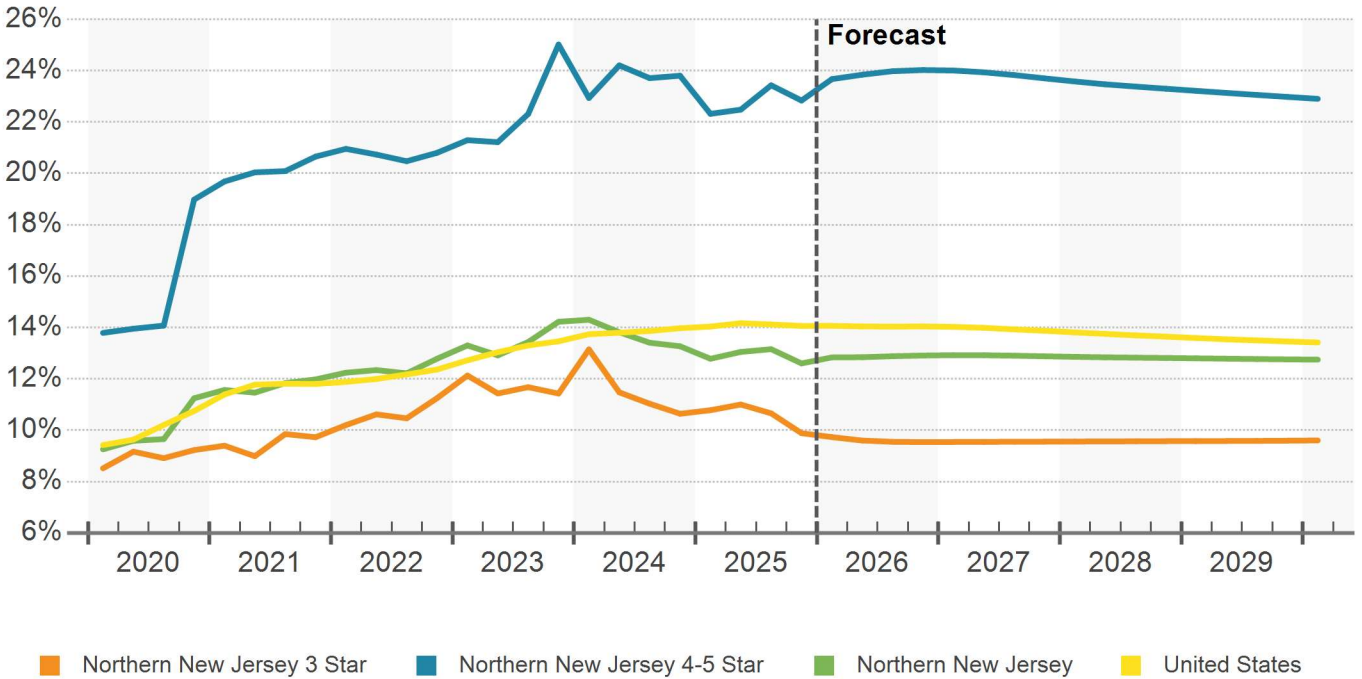
To be sure, there are geographic disparities in office availability, as nodes comprised of suburban corporate campuses continue to struggle with empty buildings. Transit-oriented development has been prevalent in other large office markets, like Newark and Morristown. These areas have attracted companies due to their mass transit appeal and have made multifamily development around train stops a key part of their revitalization strategies.

Looking ahead, the baseline forecast anticipates vacancies to remain near current levels of 13% for the foreseeable future. However, the risk remains that growing macro headwinds could sway occupiers to return more space to landlords. In a moderate downside scenario in which economic output contracts sharply, the average vacancy rate could rise to 15% over the next 12 months.

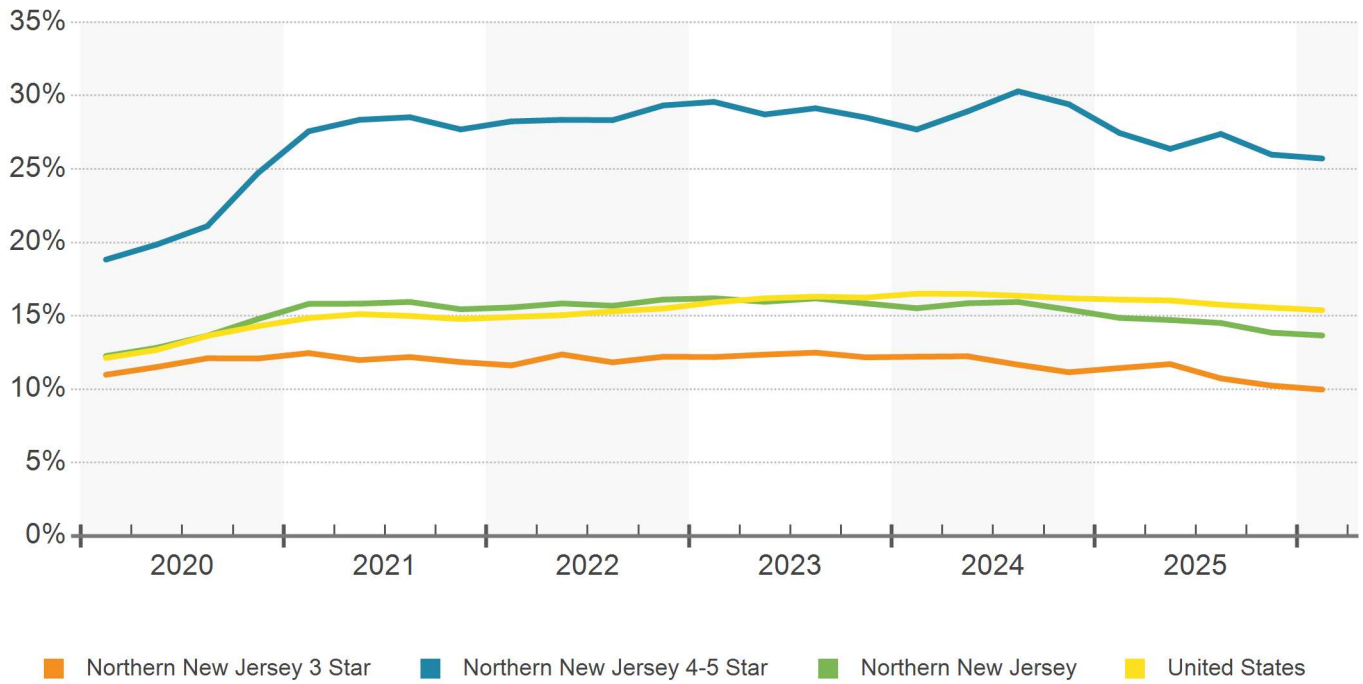
NET ABSORPTION, NET DELIVERIES & VACANCY



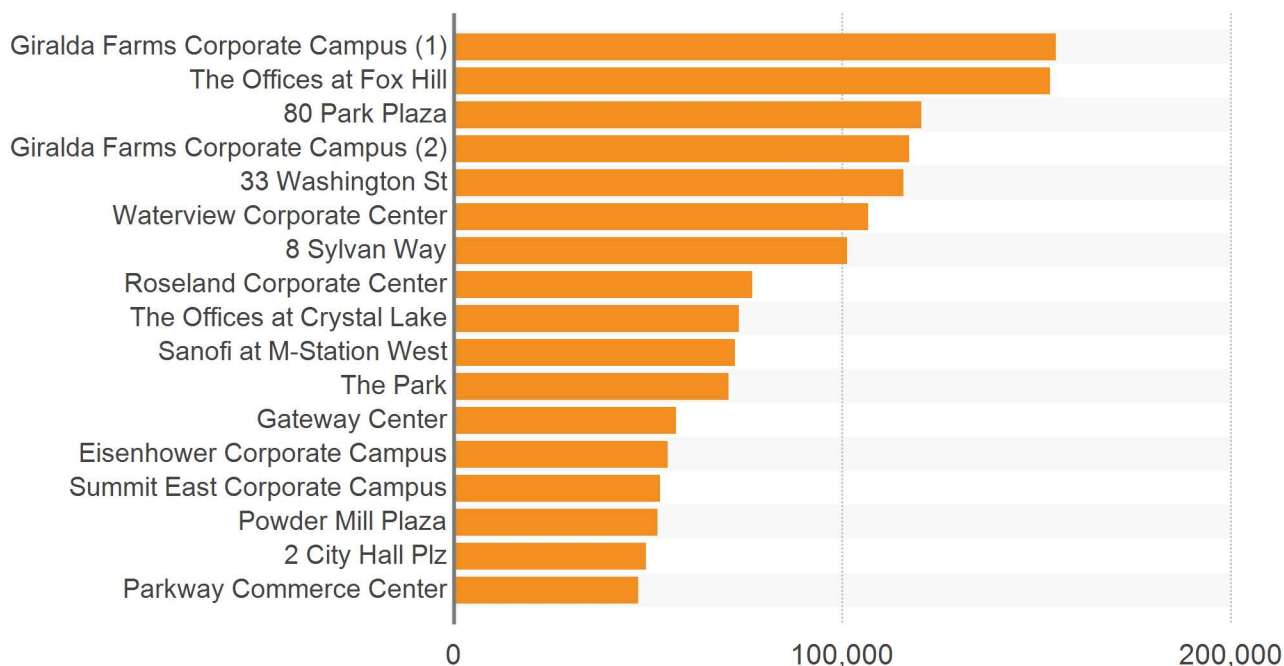
VACANCY RATE



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
Giralda Farms Corporate Camp...	Morristown Region	154,936	0	0	0	0	0	154,936
The Offices at Fox Hill	Parsippany	256,000	0	0	0	0	0	153,555
80 Park Plaza	Newark	973,000	265,469	0	0	0	0	120,364
Giralda Farms Corporate Camp...	Morristown Region	236,809	7,736	0	0	0	0	117,275
33 Washington St	Newark	450,000	230,329	0	0	0	0	115,815
Waterview Corporate Center	Parsippany	106,680	0	106,680	0	0	0	106,680
8 Sylvan Way	Parsippany	160,964	59,664	0	0	0	0	101,300
Roseland Corporate Center	Suburban Essex/Rt 2...	89,528	0	0	0	0	0	76,819
The Offices at Crystal Lake	Suburban Essex/Rt 2...	122,863	0	15,546	0	0	0	73,457
Sanofi at M-Station West	Morristown Region	260,750	0	0	0	0	0	72,430
The Park	Short Hills/Millburn	262,294	0	0	0	0	0	70,803
Gateway Center	Newark	579,000	39,615	0	0	0	0	57,265
Eisenhower Corporate Campus	Suburban Essex/Rt 2...	385,966	162,041	21,200	0	0	0	55,105
Summit East Corporate Campus	Short Hills/Millburn	191,488	0	0	0	0	0	53,180
Powder Mill Plaza	Parsippany	105,000	25,500	52,500	0	0	0	52,500
2 City Hall Plz	Parkway Cranford C...	60,000	10,450	16,630	0	0	0	49,550
Parkway Commerce Center	Parkway Cranford C...	90,000	2,668	3,797	0	0	0	47,474
Subtotal Primary Competitors		4,485,278	803,472	216,353	0	0	0	1,478,508
Remaining Northern New Jersey Market		112,616,969	14,182,418	(447,392)	0	0	0	(1,538,417)
Total Northern New Jersey Market		117,102,247	14,985,890	(231,039)	0	0	0	(59,909)

TOP OFFICE LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
Buildings 2 & 3 *	Route 78/22 East	258,816	Q1 26	Integrated BioPharma, Inc.	-	-
The Collection at Short Hills	Short Hills/Millburn	123,000	Q4 25	Selective Insurance	Cushman & Wakefie...	JLL
The Park	Short Hills/Millburn	78,635	Q2 25	Haleon	CBRE	Connell Real Estate &...
The Arbors @ Parsippany *	Parsippany	74,000	Q4 25	PBF Energy	-	JLL
The Legal Center *	Newark	71,157	Q2 25	Sills Cummis & Gross P.C.	-	-
280 Corporate Center *	Suburban Essex/Rt 280	60,873	Q4 25	Mandelbaum Barrett	Cushman & Wakefield	Cushman & Wakefield
180 Park Avenue *	Morristown Region	46,893	Q3 25	Maersk	CBRE	Cushman & Wakefield
8 Sylvan Way	Parsippany	46,300	Q2 25	B & G Foods	Cushman & Wakefield	JLL
Latitude	Parsippany	45,805	Q1 26	-	-	Newmark
The Collection at Short Hills *	Short Hills/Millburn	42,394	Q4 25	Wells Fargo	-	-
Jefferson Exchange	Parsippany	41,525	Q3 25	New Jersey Department o...	-	Bergman Real Estate...
The 9 at Parsippany *	Parsippany	35,000	Q4 25	Tilcon New York, Inc.	Cushman & Wakefie...	Newmark
Mountain Heights Center II	Short Hills/Millburn	33,297	Q1 26	-	-	JLL
180 Park Avenue	Morristown Region	29,127	Q3 25	Barnes & Noble College	Savills	Cushman & Wakefield
Gateway Center *	Newark	27,000	Q4 25	Tanenbaum Keale LLP	CBRE	Cushman & Wakefield Inc
41 Spring Street Innovation Center	Route 78/22 East	26,653	Q1 26	Our House	-	Lee & Associates Com...
The Park	Short Hills/Millburn	25,740	Q2 25	-	-	Connell Real Estate &...
Mountain Heights Center II	Short Hills/Millburn	25,625	Q1 26	-	-	JLL
325 Columbia Tpk	Morristown Region	25,000	Q2 25	Asembia	-	Newmark
The Arbors @ Parsippany	Parsippany	24,285	Q4 25	Einhorn, Barbarito, Frost,...	Cushman & Wakefield	Cushman & Wakefield;...
The 9 at Parsippany	Parsippany	23,000	Q4 25	Provident Bank	CBRE	Newmark
Waterview Corporate Center	Parsippany	22,728	Q4 25	-	-	JLL
200 Washington Street	Newark	18,645	Q2 25	Communities in Schools-...	-	CBRE;Damo Constructi...
Mt Kemble Corporate Ctr *	Morristown Region	17,459	Q2 25	Artech	Savills	-
Mountain Heights Corp Ctr	Short Hills/Millburn	17,000	Q4 25	Lindabury	JLL	JLL;Signature Acquisiti...
Gateway Center	Newark	17,000	Q4 25	Sphere Technology Soluti...	Newmark	Cushman & Wakefield I...
Gateway Center *	Newark	16,730	Q3 25	Walsh Pizzi O'Reilly Falan...	Sitar Company	Cushman & Wakefield Inc
2 City Hall Plz	Parkway Cranford Corridor	16,630	Q4 25	-	-	Clifton CRE
Headquarters Plaza North	Morristown Region	16,500	Q1 25	Perrigo	-	Cushman & Wakefield;...
325 Columbia Tpk	Morristown Region	16,165	Q1 26	-	-	Newmark
Florham Park Corporate Center *	Morristown Region	15,966	Q4 25	Prime Pensions Inc.	-	-
Highpoint Corporate Center	Suburban Essex/Rt 280	15,600	Q4 25	-	-	Newmark Associates C...
The Offices at Crystal Lake	Suburban Essex/Rt 280	15,546	Q1 25	-	-	JLL
The Military Park Bldg	Newark	15,000	Q2 25	The Bel Group	Berger Organization,...	Berger Organization, LLC
1 DeForest Ave	Short Hills/Millburn	14,444	Q1 26	-	-	Avison Young
Eisenhower Corporate Campus	Suburban Essex/Rt 280	14,000	Q1 26	-	-	CBRE;Eastman Manag...
44 Whippany Rd	Morristown Region	13,672	Q1 25	Morristown Indoor Golf	-	Cushman & Wakefield
Lakeview Plaza	Parsippany	13,179	Q3 25	-	-	Lincoln Property Comp...
Mt Kemble Corporate Ctr	Morristown Region	12,675	Q4 25	-	-	Cushman & Wakefield
The Crossings at Jefferson Park	Parsippany	12,610	Q2 25	-	-	CBRE

*Renewal

Annual office rent growth in Northern New Jersey has fallen to 1.0%, down from 2.9% posted at this time last year. Annual rent appreciation remains on par with the national average.

Market asking rent, at \$31.00/SF, is up more than 10% from the 19Q4 level, but retains roughly a 16% discount to the United States average of \$37.00/SF.

Weak demand stemming from companies' adjustments to post-pandemic work patterns and a glut of obsolete space has been a persistent headwind for asking rents, as tenants can extract generous concessions in the current environment.

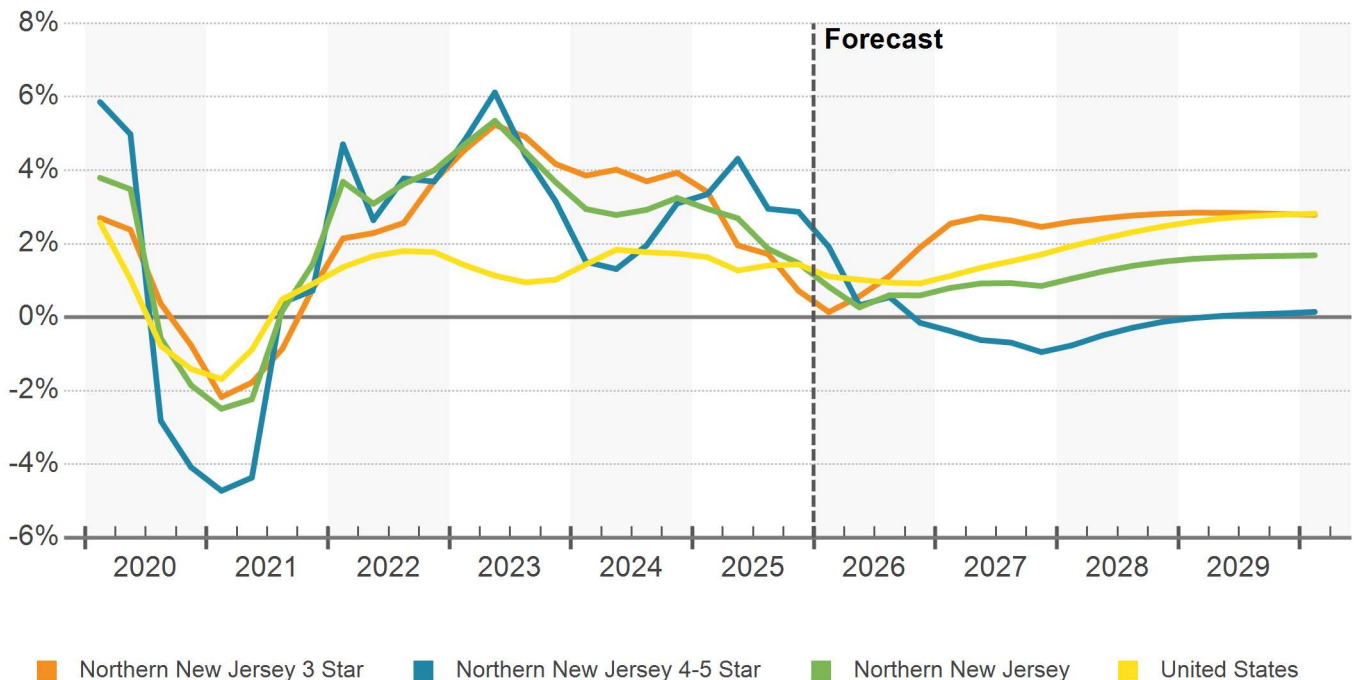
As in many markets nationally, office properties with vibrant downtowns and renovated stock continue to garner the highest rents. Office rents across the metro range from under \$24/SF in rural Sussex County to \$36/SF in more affluent areas. The Short Hills, Morristown, and Newark submarkets remain the most expensive in Northern New Jersey; each commands above \$32/SF, compared to \$31.00/SF for the metro at

large.

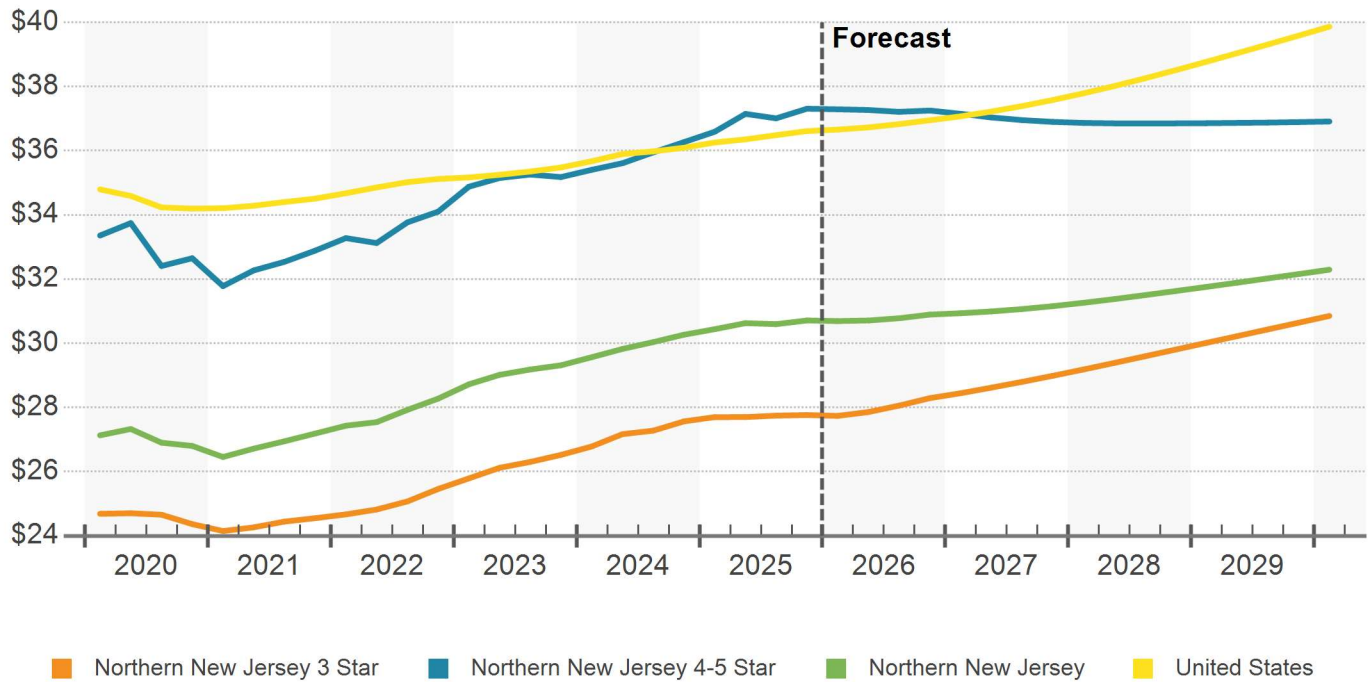
Lease comps data reveal that building 400 at The Park office complex in Berkeley Heights has recently recorded some of the most expensive new leases. This past February, Kalaris Therapeutics inked a new 7,000 SF deal for six years, paying a starting rent of \$52.50/SF. That was followed in June by a pair of new deals totaling over 38,000 SF with advertised rents of \$50/SF. These transactions are bright spots that highlight the recent strength of the Short Hills/Millburn submarket.

The Northern New Jersey market is expected to continue its grind of repurposing obsolete stock, discussed further in the construction section, and adjusting to tenants' long-term space needs. Over time, fundamentals should improve for the remaining properties, especially those that offer modern amenities and a transit-oriented location. In the near term, however, overall space costs will likely remain subdued, with the baseline forecast anticipating further erosion in rent appreciation in the first half of 2026.

MARKET ASKING RENT GROWTH (YOY)



MARKET ASKING RENT PER SQUARE FEET



4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
Northern New Jersey	\$2.78	\$1.18	\$0.44	\$3.42	\$5.02	\$12.84
Hunterdon	\$2.37	\$0.87	\$0.39	\$2.04	\$3.92	\$9.59
Morris West/I-80	\$2.75	\$1.38	\$0.33	\$3.65	\$6.08	\$14.19
Morristown Area	\$2.73	\$1.05	\$0.38	\$2.53	\$5.16	\$11.85
Newark/Urban Essex	\$3.07	\$1.33	\$0.44	\$2.74	\$5.16	\$12.75
Parsippany/I-287/Rt 10	\$2.90	\$1.22	\$0.45	\$3	\$4.96	\$12.54
Sussex County	\$2.95	\$1.71	\$0.25	\$1.07	\$7.66	\$13.65
Union	\$2.53	\$0.97	\$0.58	\$7.94	\$5.01	\$17.02
West Essex	\$2.55	\$1.15	\$0.46	\$4.51	\$4.66	\$13.33

Expenses are estimated using CMBS, 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
Northern New Jersey	\$2.13	\$1.05	\$0.39	\$3.82	\$3.69	\$11.09
Hunterdon	\$1.86	\$0.97	\$0.32	\$3.30	\$3.07	\$9.53
Morris West/I-80	\$2.14	\$0.98	\$0.36	\$3.47	\$3.52	\$10.46
Morristown Area	\$2.20	\$0.95	\$0.34	\$3.10	\$3.99	\$10.58
Newark/Urban Essex	\$2.63	\$1.15	\$0.42	\$4.45	\$3.98	\$12.63
Northwest Frontier	\$2.03	\$0.99	\$0.33	\$3.71	\$3.37	\$10.43
Parsippany/I-287/Rt 10	\$2	\$1.17	\$0.31	\$3.18	\$3.20	\$9.86
Sussex County	\$1.95	\$0.96	\$0.33	\$4.39	\$3.21	\$10.85
Union	\$2.07	\$0.98	\$0.52	\$4.22	\$4.13	\$11.92
West Essex	\$1.97	\$1.07	\$0.40	\$3.85	\$3.64	\$10.93

Expenses are estimated using CMBS, 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
Northern New Jersey	\$2.17	\$1.02	\$0.43	\$4.52	\$3.87	\$12.02
Hunterdon	\$2.02	\$0.97	\$0.34	\$3.35	\$3.33	\$10.02
Morris West/I-80	\$2.08	\$0.97	\$0.35	\$3.96	\$3.43	\$10.79
Morristown Area	\$2.40	\$0.95	\$0.37	\$4.43	\$4.23	\$12.38
Newark/Urban Essex	\$2.63	\$1.12	\$0.40	\$4.72	\$4.04	\$12.92
Northwest Frontier	\$2.17	\$0.97	\$0.36	\$3.97	\$3.57	\$11.04
Parsippany/I-287/Rt 10	\$2.19	\$1.17	\$0.36	\$4.20	\$3.54	\$11.46
Sussex County	\$1.89	\$0.97	\$0.32	\$3.89	\$3.11	\$10.18
Union	\$2	\$0.97	\$0.56	\$5	\$4.17	\$12.70
West Essex	\$1.91	\$1.04	\$0.42	\$4.76	\$3.97	\$12.10

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

Northern New Jersey office property owners watched the market availability rate surge from 12.9% the end of 2019 to a post-pandemic peak of 16.1% in early 2023, which would have been much steeper were it not for the millions of square feet removed from the metro's inventory.

Meanwhile, years of negative space demand have discouraged developers from pursuing new projects in this metro. This is evidenced by the smallest amount of space under construction on record, dating back to 1995. In turn, protracted vacancies have pushed owners and developers to reposition obsolete assets originally envisioned for large-scale back-office work. With demolition and redevelopment activity outpacing new construction in six of the past seven years, the state's office inventory continues to decline, often turning into logistics space or apartments.

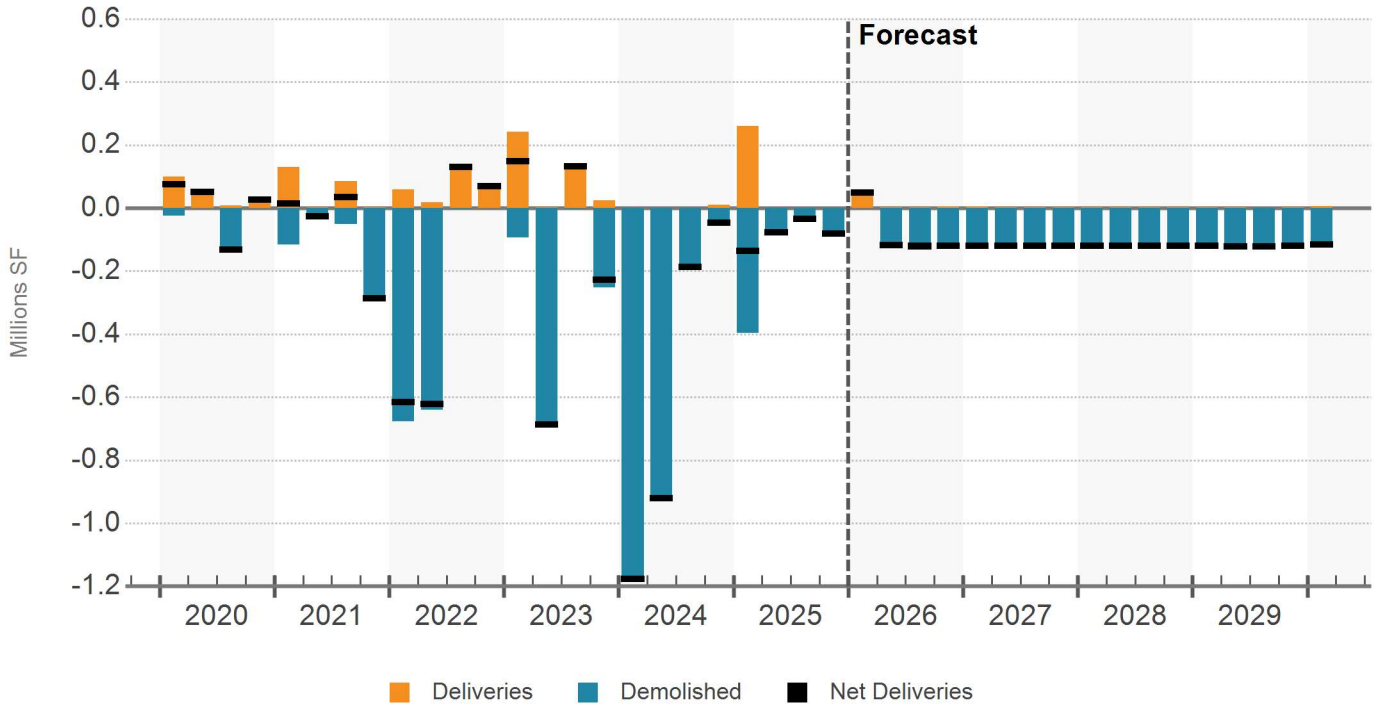
Several demolitions and conversions of obsolete stock have removed millions of SF from the market, with the net inventory declining by 8.6 million SF, or almost 7%, since 2017. Roughly two dozen redevelopments have been completed at the sites of previously demolished office properties. That includes four projects completed in 2024 alone: three were multifamily properties, and one was a retail building.

The most recent was 500 PARQ, a 276-unit luxury mid-rise in Parsippany that opened last year at the former Lanidex Plaza. Looking ahead, another nine redevelopments are currently under construction, mostly comprised of multifamily properties across Bergen and Morris counties. While office redevelopment has been a welcome sight, more must be done to realign lackluster demand with the abundance of largely vacant properties.

Helping matters is the minimal amount of construction activity across the metro. Currently, there is 49,000 SF underway, representing just 0.0% of the existing inventory. The sole project in the pipeline is a two-story building on Route 10 in Randolph that's expected to be completed this fall.

Over the past few years, the Morristown Region has led the metro in new development, with New York-based developer SJP Properties particularly active. In March, the company wrapped up work on M Station West in Morristown, while its sister site, M Station East, was delivered in 2022. Connecting the two is a 1,000-car parking structure. The Class A buildings, both LEED-certified, also have significant retail components on the ground floor. All told, the Gensler-designed M Station projects represent the city's most significant commercial development in 30 years.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

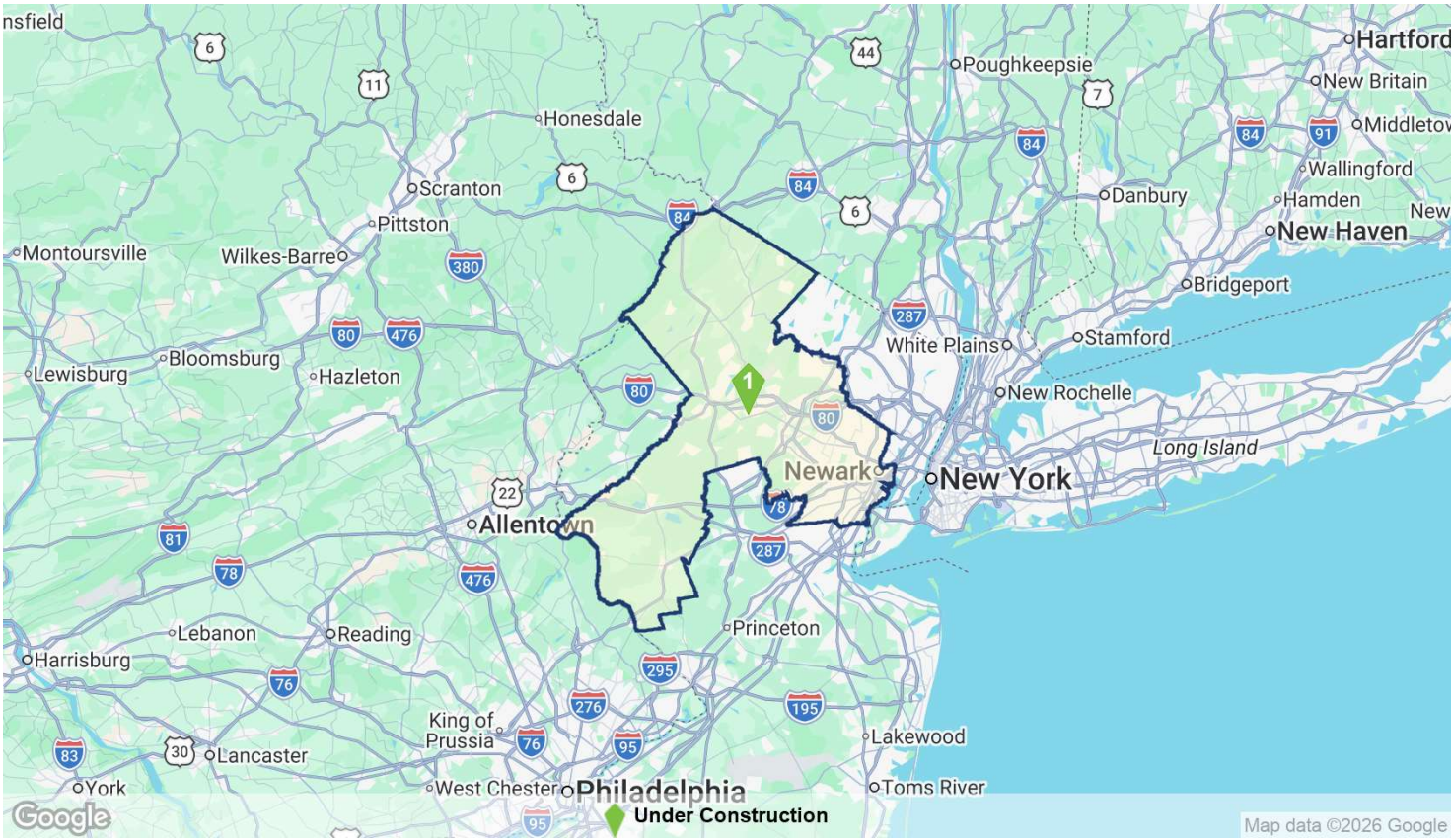
No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Western Morris	1	49	49	100%	1	10,457	49,070	1
2	Bloomfield/GSP	0	0	0	-	-	11,375	-	-
3	Eastern Morris	0	0	0	-	-	8,064	-	-
4	Hunterdon	0	0	0	-	-	16,427	-	-
5	Morristown Region	0	0	0	-	-	34,229	-	-
6	Newark	0	0	0	-	-	48,531	-	-
7	Parkway Cranford Corridor	0	0	0	-	-	9,967	-	-
8	Parsippany	0	0	0	-	-	46,416	-	-
9	Route 22 East	0	0	0	-	-	10,455	-	-
10	Route 78 West	0	0	0	-	-	20,465	-	-
	All Other	0	-	-	-		18,970	-	
Totals		1	49	49	100%		20,979	49,070	

Under Construction Properties

Northern New Jersey Office

Properties	Square Feet	Percent of Inventory	Released
1	49,070	0%	100%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 683 Route 10	★★★★☆	49,070	2	Mar 2024	Apr 2026	-

Northern New Jersey saw improved office investment activity in 2025. Total sales volume amounted to \$558.1 million, a 24% increase from 2024, but still 47% below the annual average from 2015 to 2019.

Most of the larger, needle-moving sales above \$10 million were focused on higher-quality properties with very high occupancy rates.

The largest example was 340 Mount Kemble Avenue, a 439,000-square-foot, four-star property in Morristown. First Mile Capital purchased the building from a joint venture of Onyx Equities and PCCP for \$118.5 million, yielding an 8.6% cap rate. The companies invested \$50 million to renovate and reposition the asset, which was 95% leased at the time of sale.

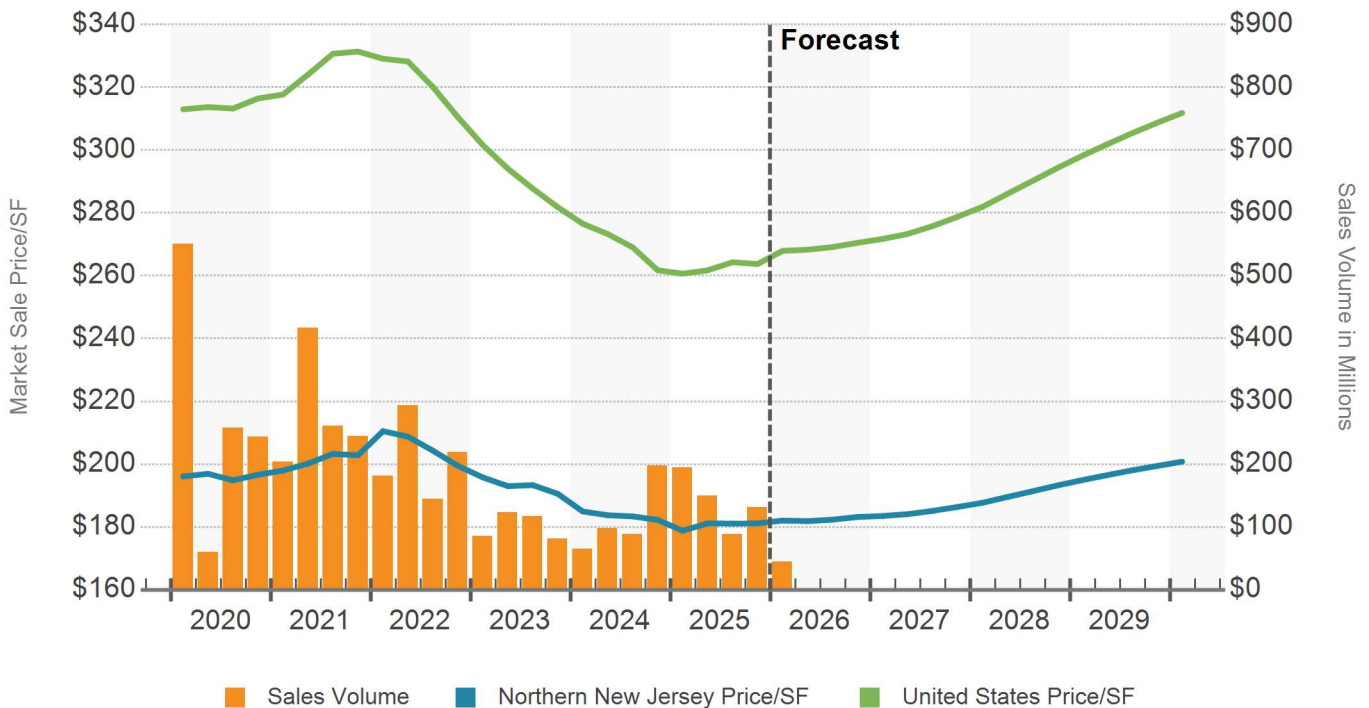
Another example was the sale of 240 Cedar Knolls Road, a 117,000-square-foot, three-star office building built in 1980. Iron Ore Properties purchased the property from Highstone Equity Group for \$14.1 million at a 9.5% cap rate. The building, which was more than 90% occupied at the time of sale, is another indicator that investors are focused on carefully selecting income-producing assets while avoiding high-vacancy properties that may require considerable capital intervention.

Still another medical office trade was 1 Seymour St. in Montclair. The 4 Star, 41,000-SF asset was built in 2021 and is fully occupied by Summit Health. A joint venture between Anchor Health Properties and BGO purchased the property from Ironstate Development Company and Brookfield Property Group for \$17.9 million, or approximately \$438/SF.

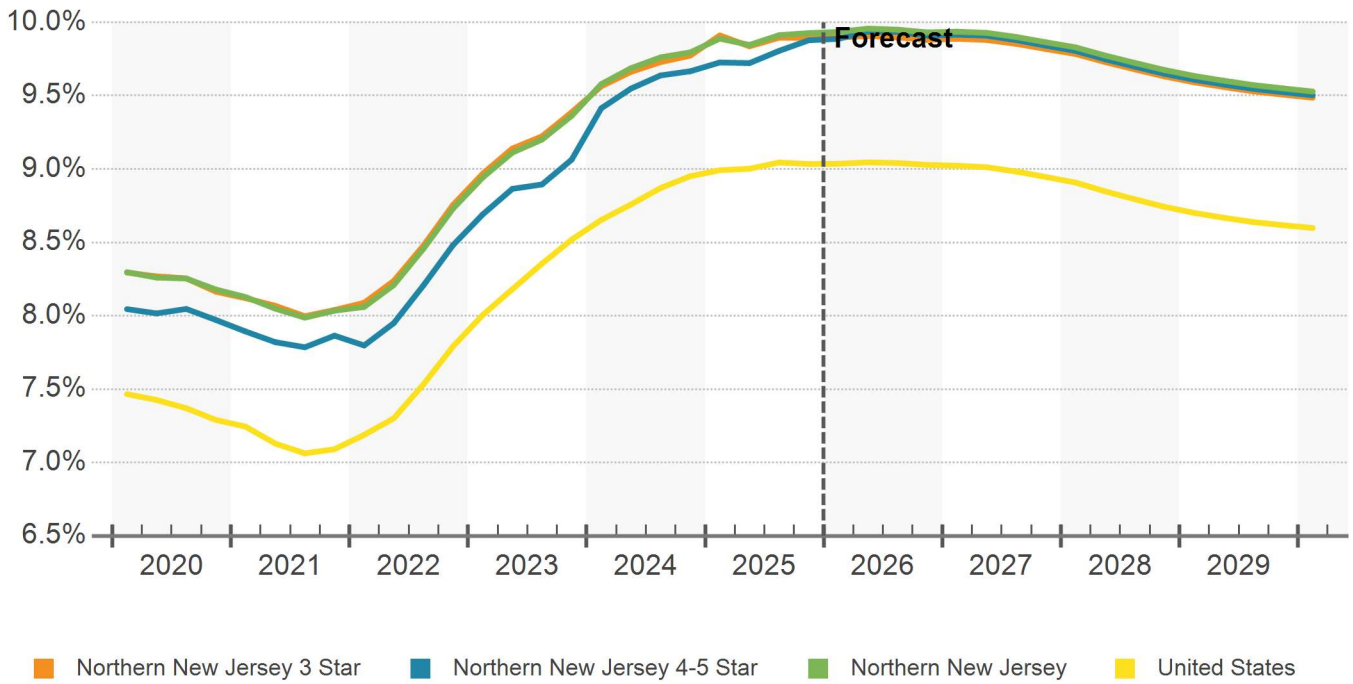
The Morristown and Parsippany submarkets have been major contributors to sales volume in 2025. Both areas have seen significant buyer interest in premier 4 & 5 Star properties. However, a closer look reveals that investors view Morristown as a core market, paying a premium for exposure to an area with strong demographic tailwinds. At the same time, Parsippany is seen as a value-add play, with office buildings trading at depressed prices.

Morristown's population has grown by 3.3% between 2020 and 2024, far outpacing the growth of the largest office nodes in Northern New Jersey. For instance, Parsippany saw growth of just 1.9% and 0.8%, respectively, while Newark and Roseland saw their populations contract by nearly 2%. It remains to be seen whether sale prices will diverge further in 2026 between two of the largest office nodes in Northern New Jersey.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Northern New Jersey Office

Sale Comparables

226

Avg. Cap Rate

8.6%

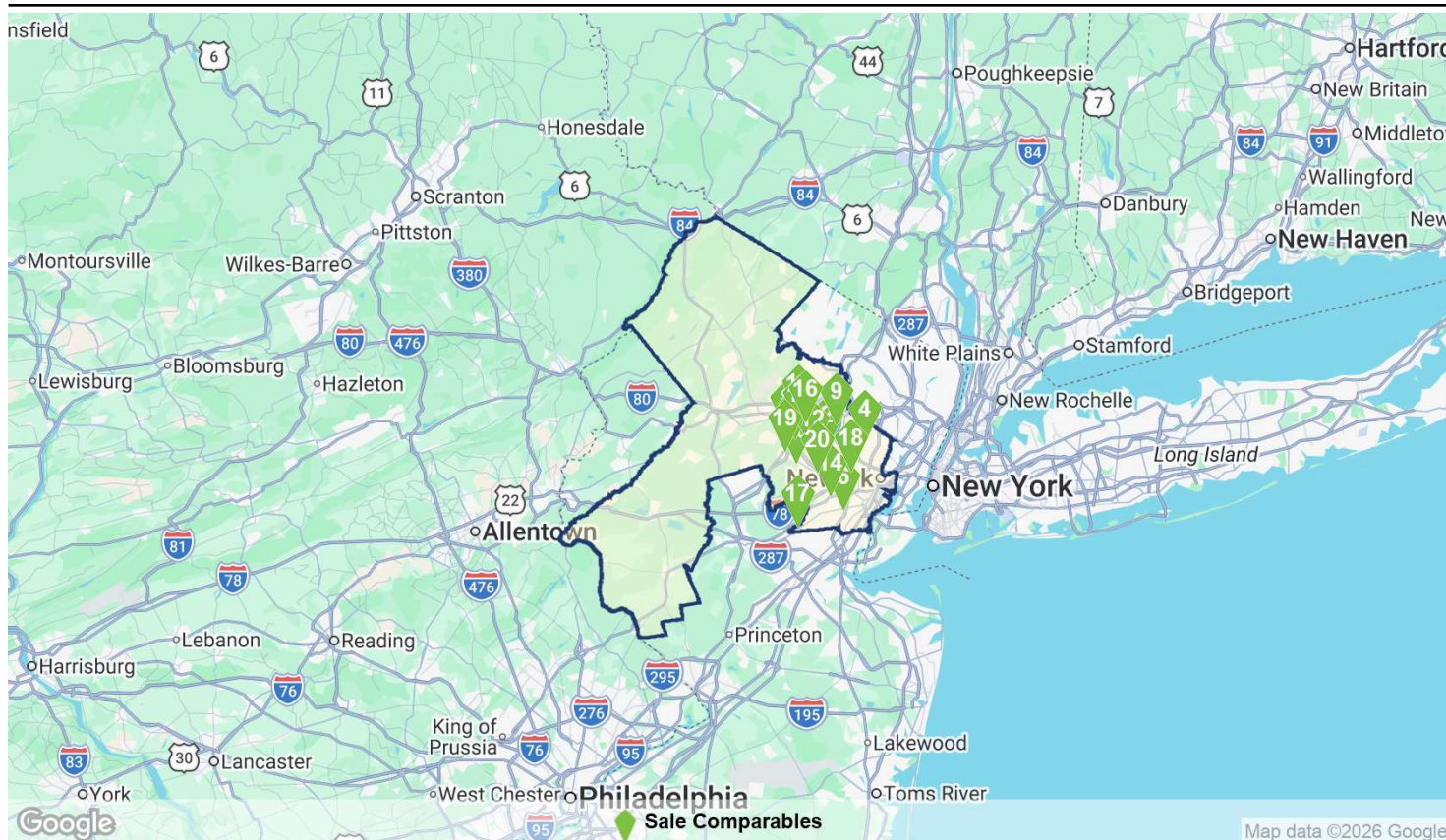
Avg. Price/SF

\$130

Avg. Vacancy At Sale

8.6%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$25,000	\$2,375,564	\$930,000	\$33,000,000
Price/SF	\$3.02	\$130	\$177	\$1,263
Cap Rate	4.4%	8.6%	7.8%	18.2%
Time Since Sale in Months	0.0	6.5	6.5	11.9
Property Attributes	Low	Average	Median	High
Building SF	818	19,946	5,472	385,966
Stories	1	2	2	6
Typical Floor SF	666	7,711	2,500	96,492
Vacancy Rate At Sale	0%	8.6%	0%	100%
Year Built	1850	1961	1969	2021
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.4	★ ★ ★ ★ ★	★ ★ ★ ★ ★

Sales Past 12 Months

Northern New Jersey Office

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale				
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate	
1 14 Sylvan Way	★★★★★	2013	203,506	0%	10/23/2025	\$33,000,000	\$162	18.2%	
2 The Eisenhower 290 W Mount Pleasant Ave	★★★★★	1983	385,966	42.0%	2/2/2026	\$26,000,000	\$67	-	
3 10 Sylvan Way	★★★★★	1984	133,003	0%	10/27/2025	\$20,250,000	\$152	-	
4 Seymour Plaza 1 Seymour St	★★★★★	2021	40,785	0%	4/15/2025	\$17,855,760	\$438	-	
5 Cedar Knolls Corporate... 240 Cedar Knolls Rd	★★★★★	1980	117,492	1.0%	6/9/2025	\$14,100,000	\$120	9.5%	
6 10-12 Commerce Dr	★★★★★	1968	72,260	0%	9/9/2025	\$14,000,000	\$194	-	
7 Madison Avenue Medical... 310 Madison Ave	★★★★★	1985	58,440	0%	6/27/2025	\$13,200,000	\$226	9.3%	
8 Lakeview Plaza 201 Littleton Rd	★★★★★	1978	89,100	23.0%	9/29/2025	\$10,250,000	\$115	-	
9 Durkin Building 1120 Bloomfield Ave	★★★★★	1986	46,600	0%	1/22/2026	\$8,500,000	\$182	-	
10 2 Giralda Farms	★★★★★	2001	146,366	0%	10/24/2025	\$8,500,000	\$58	-	
11 Whippany Office Park 80 S Jefferson Rd	★★★★★	1999	83,816	0%	8/7/2025	\$8,100,000	\$97	-	
12 Columbia Medical Center 128 Columbia Tpke	★★★★★	2012	22,727	0%	5/27/2025	\$7,800,000	\$343	-	
13 45 Waterview 45 Waterview Blvd	★★★★★	1997	106,680	100%	12/16/2025	\$7,467,600	\$70	-	
14 Westfield Park Plaza 53 Cardinal Dr	★★★★★	1988	54,664	0%	4/4/2025	\$7,250,000	\$133	-	
15 600 Parsippany Rd	★★★★★	1977	100,035	0%	5/30/2025	\$6,646,250	\$66	10.2%	
16 1 Jefferson Rd	★★★★★	2009	100,010	0%	10/1/2025	\$6,180,000	\$62	-	
17 508 Grant Ave	★★★★★	2009	22,402	0%	6/3/2025	\$6,100,000	\$272	-	
18 219 Valley St	★★★★★	1959	4,750	0%	6/24/2025	\$6,000,000	\$1,263	-	
19 209-213 South St	★★★★★	1965	12,500	0%	7/2/2025	\$5,784,740	\$463	-	
20 190 River Rd	★★★★★	1972	150,000	0%	9/16/2025	\$5,500,000	\$37	-	

The Northern New Jersey metro covers an expansive area, centrally located between New York City and Philadelphia. It is economically tied to Newark and extends westward to the Pennsylvania border. Northern New Jersey offers a diverse range of lifestyle choices, from farm living in Warren County to the suburbs of Morris County and into Newark's urban central business district.

Residents here benefit from easy mobility, either by public transportation or via the numerous highways connecting the area with the rest of the Tri-State region. New Jersey Transit is the third-busiest commuter rail system in the country, after the Long Island Rail Road and Metro-North Railroad. Local communities with a train stop have benefited from a surge in transit-oriented development since the pandemic, as developers placed simultaneous bets on an eventual return to office commutes and tenant preferences for living with easy access to city centers.

Financial services, healthcare, manufacturing, and education are the pillars of Northern New Jersey's labor market. The labor force totals approximately 1.3 million, although job growth has been negative recently as the broad-based labor market slowdown persists. The unemployment rate, at 5.1%, is slightly higher than the national average of 4.3%.

Northern New Jersey's commercial real estate market is characterized by a diverse inventory across the office, industrial, retail, multifamily, and hospitality sectors.

Industrial properties account for 35%, reflecting the region's legacy as a hub for manufacturing and logistics.

As the e-commerce boom has created an increased need for warehouse and distribution space, many companies have turned to the Garden State, with its prime location in the middle of the Northeast corridor.

The Port Authority is continuing to make strategic investments to upgrade the port district, help service growing cargo volumes, and accommodate the industry's ever-growing ships.

Yet, the biopharmaceutical industry remains the region's traditional lifeblood, and almost all the largest companies have a significant presence in Northern New Jersey. However, over the past decade, pharmaceutical employment has been declining, a trend intensified by firms' shift in focus toward research and biotech centers, such as those in Cambridge, Massachusetts, and Palo Alto, California. Roche, Novartis, and Bristol-Myers Squibb have all trimmed their footprints here. Merck, however, has doubled down on the Garden State, opting to sell its 108-acre campus in Kenilworth and relocate to its new headquarters in Rahway.

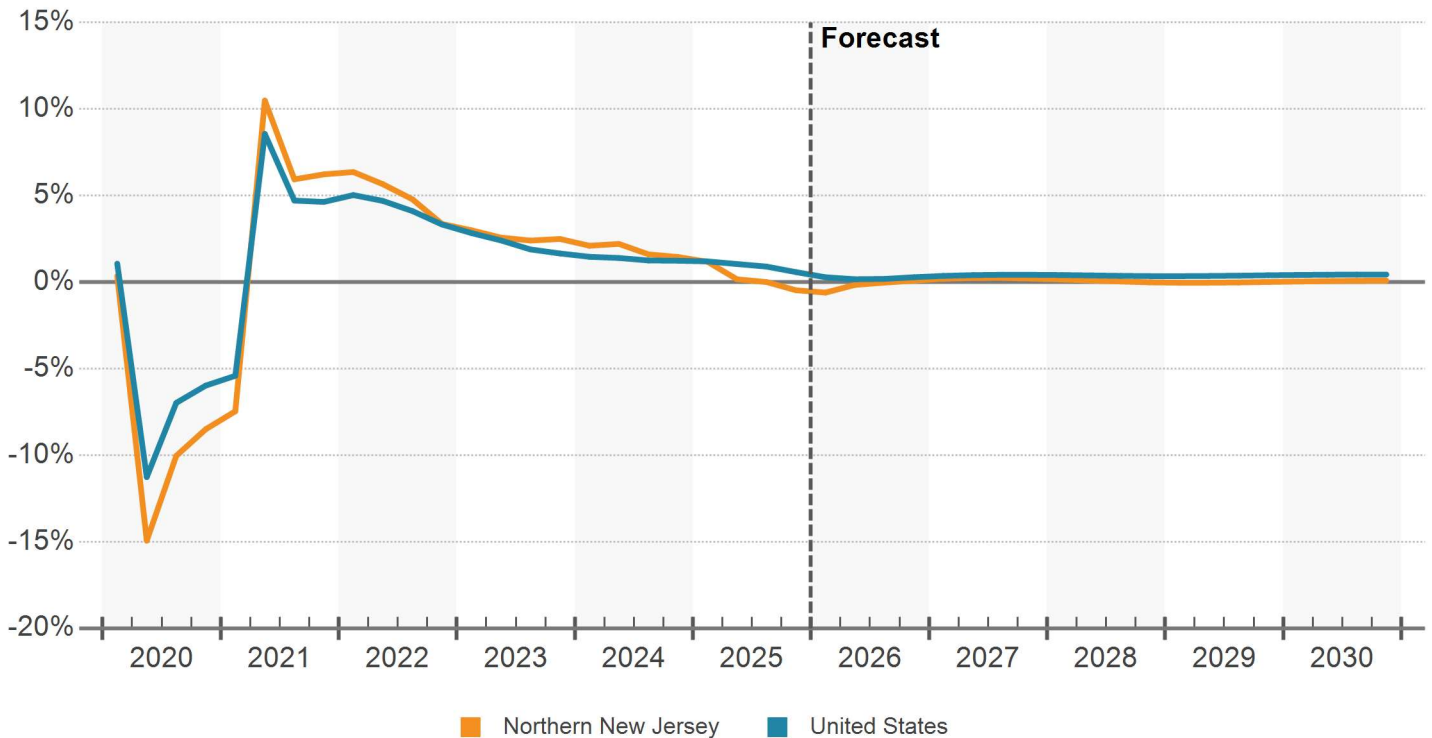
Since the pandemic, Northern New Jersey's office market has experienced significant challenges. Much of the area's office product is located in older, suburban corporate campuses: assets that were desirable for many years, but which have now fallen out of favor with many tenants.

NORTHERN NEW JERSEY 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	66	0.8	1.04%	-0.28%	0.78%	0.31%	-0.64%	0.21%
Trade, Transportation and Utilities	206	1.1	-0.86%	-0.05%	0.15%	0.75%	0.28%	0.22%
Retail Trade	89	0.9	-0.47%	0.27%	-0.91%	-0.06%	0.34%	0.15%
Financial Activities	74	1.2	-0.66%	-0.04%	1.12%	1.17%	-0.54%	0.24%
Government	156	1.0	-0.59%	-0.51%	-0.10%	0.58%	-0.08%	0.32%
Natural Resources, Mining and Construction	39	0.7	-3.36%	-0.15%	0.84%	1.92%	0.18%	0.55%
Education and Health Services	190	1.0	1.84%	2.45%	2.39%	2.15%	0.19%	0.40%
Professional and Business Services	185	1.2	-2.18%	-0.36%	0.93%	1.17%	0.00%	0.49%
Information	18	0.9	-4.27%	0.03%	0.34%	0.59%	-1.04%	0.19%
Leisure and Hospitality	87	0.8	-0.59%	0.78%	0.87%	1.00%	1.24%	0.84%
Other Services	47	1.2	-0.44%	0.75%	-0.24%	0.69%	-0.24%	0.18%
Total Employment	1,066	1.0	-0.57%	0.36%	0.79%	1.09%	0.08%	0.39%

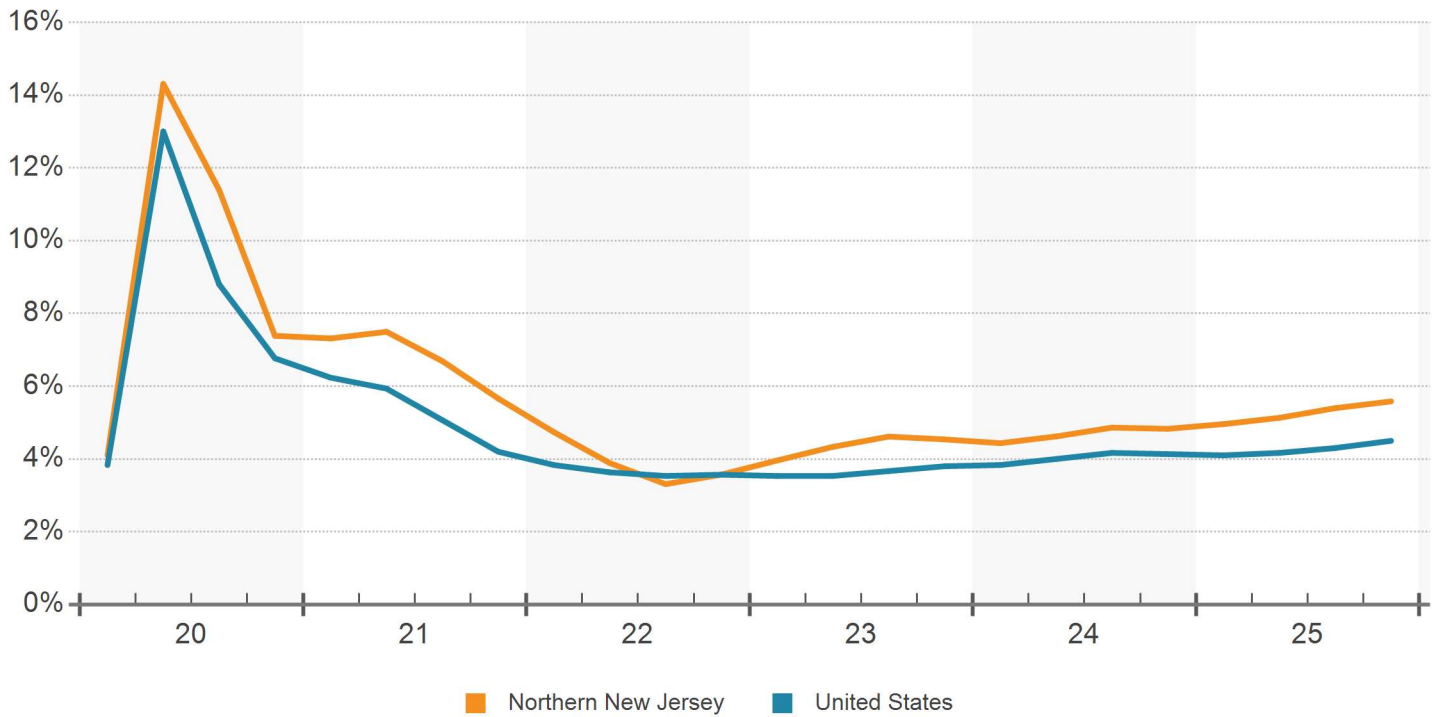
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

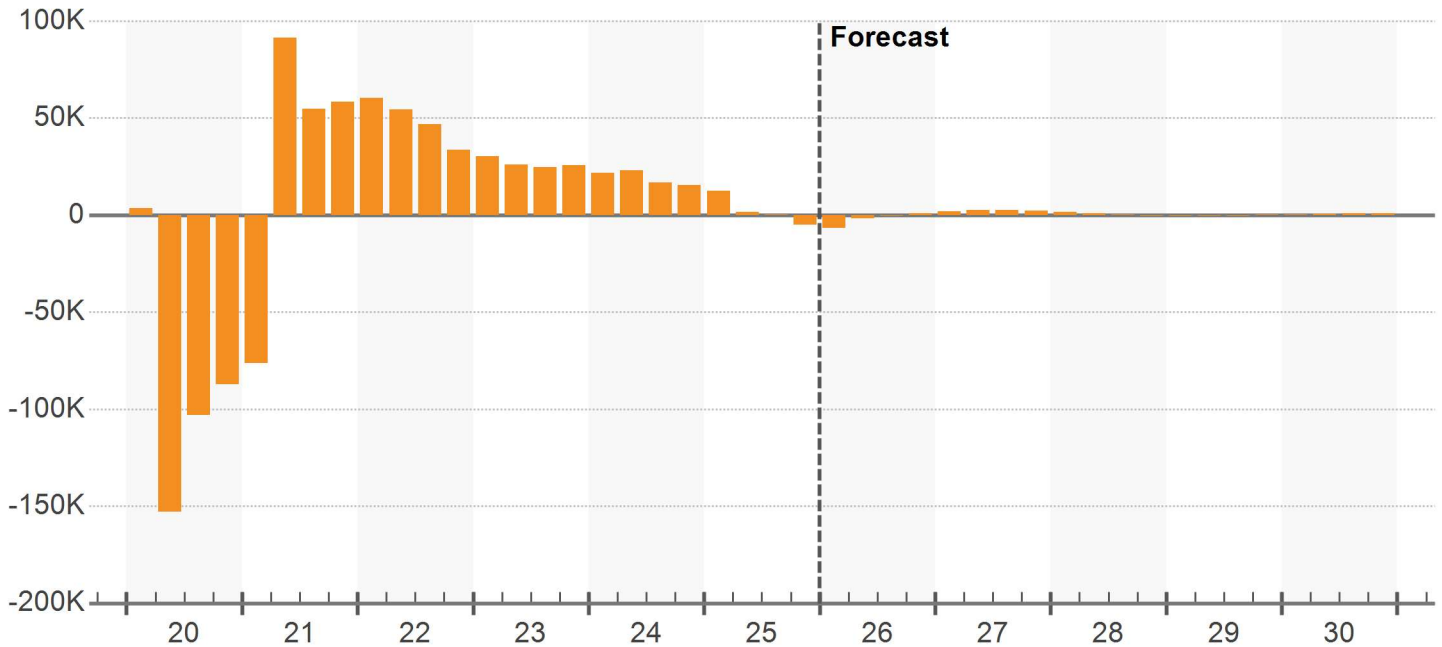


Source: Oxford Economics

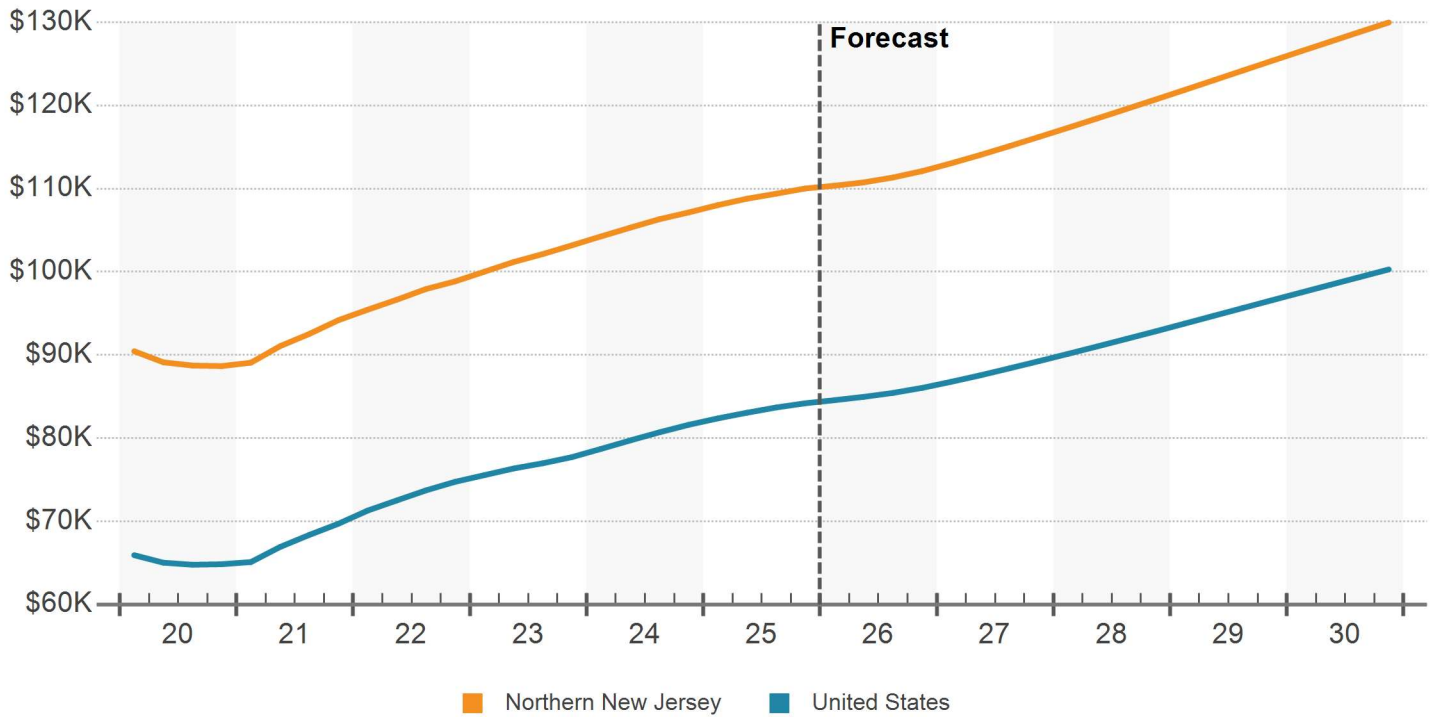
UNEMPLOYMENT RATE (%)



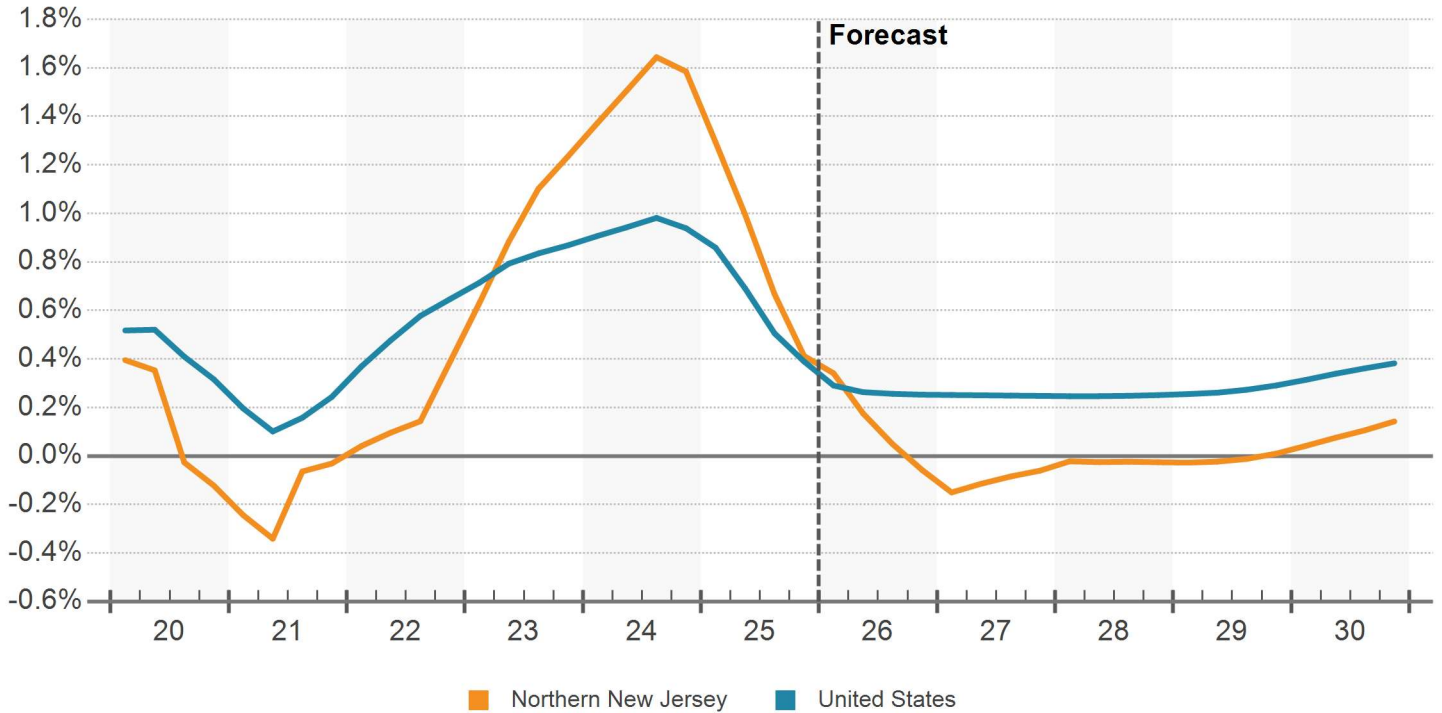
NET EMPLOYMENT CHANGE (YOY)



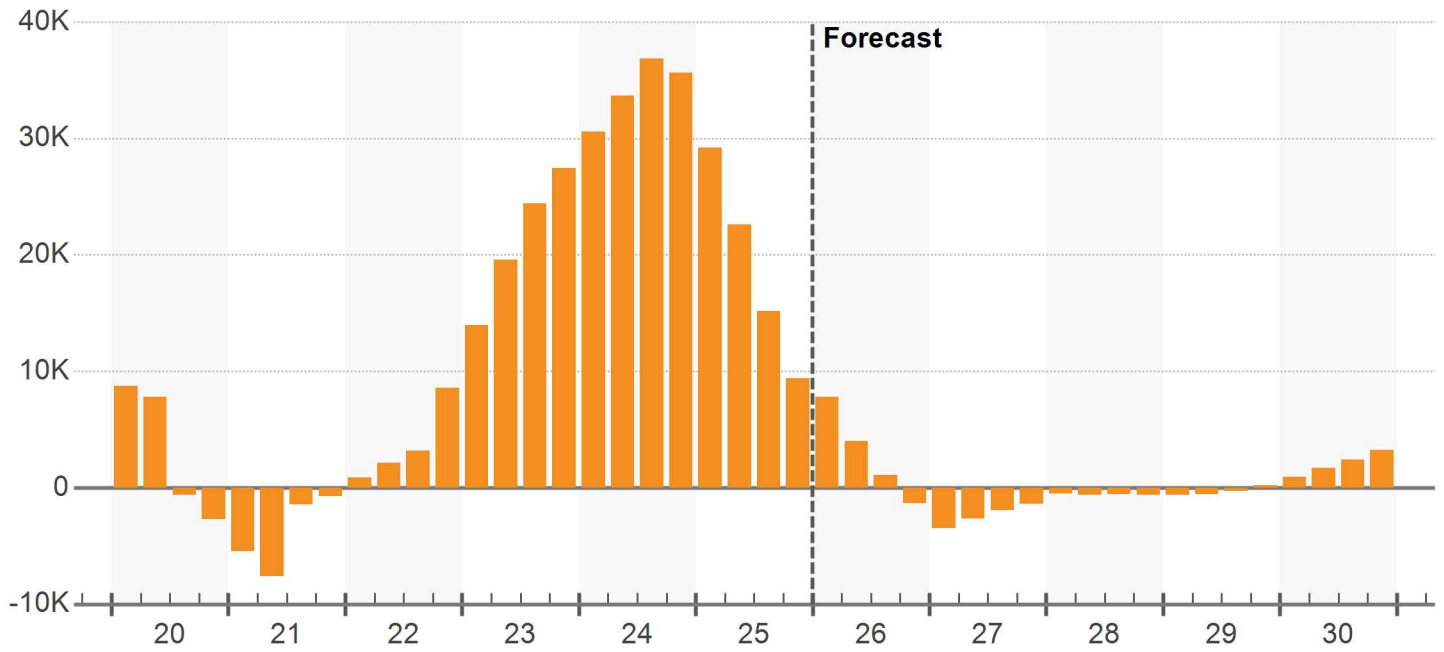
MEDIAN HOUSEHOLD INCOME



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	2,295,653	342,214,844	0.4%	0.3%	0.6%	0.6%	0%	0.3%
Households	837,502	134,150,109	0.7%	0.7%	0.8%	1.0%	0.3%	0.6%
Median Household Income	\$110,262	\$84,467	2.3%	2.8%	3.6%	4.2%	3.5%	3.6%
Labor Force	1,152,552	170,961,328	-0.1%	0.6%	0.3%	0.8%	-0.2%	0.2%
Unemployment	5.6%	4.5%	0.7%	0.4%	0.1%	0%	-	-

Source: Oxford Economics

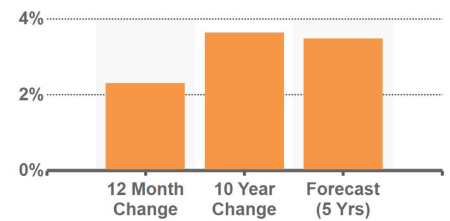
POPULATION GROWTH



LABOR FORCE GROWTH



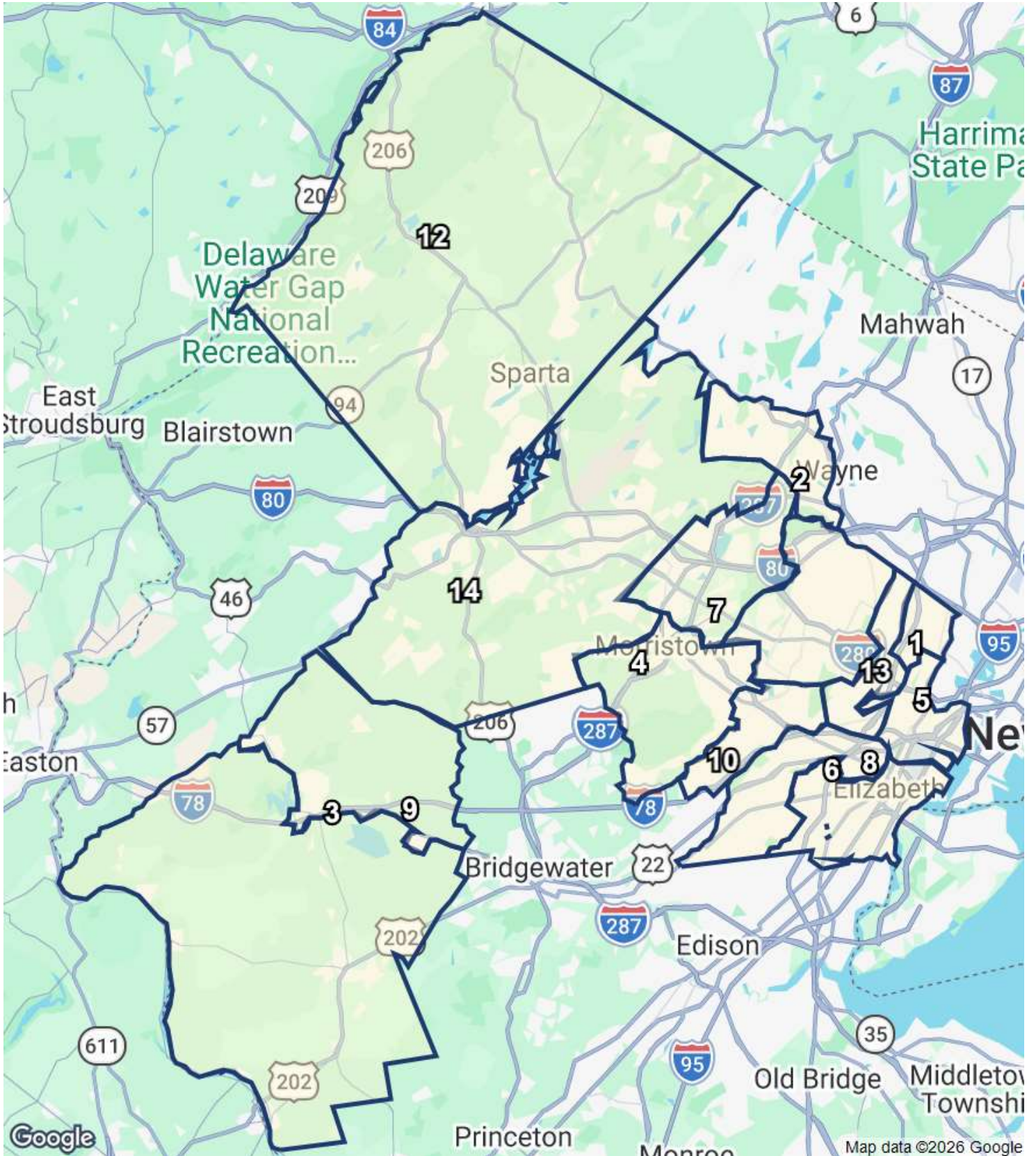
INCOME GROWTH



Source: Oxford Economics

Submarkets

NORTHERN NEW JERSEY 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	Bloomfield/GSP	258	2,935	2.5%	12	0	0	0%	-	0	0	0%	-
2	Eastern Morris	106	855	0.7%	14	0	0	0%	-	0	0	0%	-
3	Hunterdon	249	4,090	3.5%	10	0	0	0%	-	0	0	0%	-
4	Morristown Region	426	14,582	12.5%	3	1	72	0.5%	1	0	0	0%	-
5	Newark	480	23,295	19.9%	1	0	0	0%	-	0	0	0%	-
6	Parkway Cranford Corridor	711	7,086	6.1%	7	0	0	0%	-	0	0	0%	-
7	Parsippany	405	18,798	16.1%	2	0	0	0%	-	0	0	0%	-
8	Route 22 East	698	7,297	6.2%	6	0	0	0%	-	0	0	0%	-
9	Route 78 West	151	3,090	2.6%	11	0	0	0%	-	0	0	0%	-
10	Short Hills/Millburn	318	9,229	7.9%	5	0	0	0%	-	0	0	0%	-
11	Suburban Essex/Rt 280	467	12,952	11.1%	4	0	0	0%	-	0	0	0%	-
12	Sussex County	349	2,635	2.3%	13	0	0	0%	-	0	0	0%	-
13	Urban Essex	409	4,453	3.8%	9	0	0	0%	-	0	0	0%	-
14	Western Morris	555	5,803	5.0%	8	0	0	0%	-	1	49	0.8%	1

SUBMARKET RENT

No.	Submarket	Market Asking Rent		12 Month Market Asking Rent		QTD Annualized Market Asking Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Bloomfield/GSP	\$30.64	5	1.0%	5	-0.4%	8
2	Eastern Morris	\$24.69	13	0.1%	14	-0.3%	2
3	Hunterdon	\$25.25	12	1.2%	3	-0.4%	9
4	Morristown Region	\$35.23	2	1.1%	4	-0.4%	6
5	Newark	\$32.52	3	1.3%	2	-0.7%	14
6	Parkway Cranford Corridor	\$27.79	8	0.3%	11	-0.4%	7
7	Parsippany	\$30.61	6	1.5%	1	-0.5%	12
8	Route 22 East	\$27.63	9	0.4%	10	-0.3%	3
9	Route 78 West	\$25.31	11	0.4%	9	-0.4%	5
10	Short Hills/Millburn	\$36.08	1	0.9%	6	-0.5%	11
11	Suburban Essex/Rt 280	\$28.31	7	0.6%	7	-0.6%	13
12	Sussex County	\$24.17	14	0.2%	13	-0.2%	1
13	Urban Essex	\$31.24	4	0.3%	12	-0.5%	10
14	Western Morris	\$26.38	10	0.5%	8	-0.4%	4

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Bloomfield/GSP	208,621	7.1%	5	(49,555)	-1.7%	12	-
2	Eastern Morris	72,194	8.4%	6	(38,774)	-4.5%	11	-
3	Hunterdon	616,688	15.1%	11	1,891	0%	8	-
4	Morristown Region	2,020,087	13.9%	10	120,968	0.8%	4	-
5	Newark	2,923,151	12.5%	9	(363,236)	-1.6%	14	-
6	Parkway Cranford Corridor	349,619	4.9%	3	134,338	1.9%	3	-
7	Parsippany	3,645,656	19.4%	13	35,409	0.2%	5	-
8	Route 22 East	389,891	5.3%	4	21,508	0.3%	6	-
9	Route 78 West	928,006	30.0%	14	(4,335)	-0.1%	9	-
10	Short Hills/Millburn	891,835	9.7%	7	136,238	1.5%	2	-
11	Suburban Essex/Rt 280	1,959,205	15.1%	12	242,075	1.9%	1	-
12	Sussex County	96,881	3.7%	1	11,037	0.4%	7	-
13	Urban Essex	178,852	4.0%	2	(26,303)	-0.6%	10	-
14	Western Morris	705,204	12.2%	8	(281,168)	-4.8%	13	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2030	114,910,628	(434,251)	-0.4%	(327,990)	-0.3%	-
2029	115,344,879	(482,258)	-0.4%	(349,837)	-0.3%	-
2028	115,827,137	(482,507)	-0.4%	(336,242)	-0.3%	-
2027	116,309,644	(481,966)	-0.4%	(375,130)	-0.3%	-
2026	116,791,610	(310,637)	-0.3%	(625,889)	-0.5%	-
YTD	117,102,247	0	0%	(231,039)	-0.2%	-
2025	117,102,247	(327,269)	-0.3%	498,562	0.4%	-
2024	117,429,516	(2,331,504)	-1.9%	(877,013)	-0.7%	-
2023	119,761,020	(631,847)	-0.5%	(2,278,285)	-1.9%	-
2022	120,392,867	(1,038,104)	-0.9%	(1,883,418)	-1.6%	-
2021	121,430,971	(263,048)	-0.2%	(1,125,369)	-0.9%	-
2020	121,694,019	21,343	0%	(1,890,338)	-1.6%	-
2019	121,672,676	(1,320,503)	-1.1%	982,954	0.8%	-
2018	122,993,179	(814,205)	-0.7%	771,687	0.6%	-
2017	123,807,384	10,172	0%	548,055	0.4%	0
2016	123,797,212	119,716	0.1%	180,292	0.1%	0.7
2015	123,677,496	1,417,013	1.2%	2,108,089	1.7%	0.7
2014	122,260,483	(58,727)	0%	1,540,260	1.3%	-

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2030	36,426,804	(181,330)	-0.5%	(42,153)	-0.1%	-
2029	36,608,134	(183,007)	-0.5%	(25,043)	-0.1%	-
2028	36,791,141	(183,859)	-0.5%	7,252	0%	-
2027	36,975,000	(183,795)	-0.5%	(21,156)	-0.1%	-
2026	37,158,795	(86,274)	-0.2%	(508,870)	-1.4%	-
YTD	37,245,069	0	0%	(270,359)	-0.7%	-
2025	37,245,069	48,215	0.1%	396,629	1.1%	0.1
2024	37,196,854	(1,235,967)	-3.2%	(475,504)	-1.3%	-
2023	38,432,821	183,450	0.5%	(1,474,739)	-3.8%	-
2022	38,249,371	(206,626)	-0.5%	(220,628)	-0.6%	-
2021	38,455,997	40,785	0.1%	(610,468)	-1.6%	-
2020	38,415,212	0	0%	(1,610,038)	-4.2%	-
2019	38,415,212	(32,322)	-0.1%	1,378,320	3.6%	-
2018	38,447,534	0	0%	794,230	2.1%	0
2017	38,447,534	416,400	1.1%	168,038	0.4%	2.5
2016	38,031,134	185,000	0.5%	(286,958)	-0.8%	-
2015	37,846,134	1,508,761	4.2%	1,827,111	4.8%	0.8
2014	36,337,373	0	0%	506,797	1.4%	0

Supply & Demand Trends

Northern New Jersey Office

3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2030	51,700,715	(179,039)	-0.3%	(187,808)	-0.4%	-
2029	51,879,754	(223,624)	-0.4%	(209,506)	-0.4%	-
2028	52,103,378	(222,704)	-0.4%	(209,077)	-0.4%	-
2027	52,326,082	(222,045)	-0.4%	(207,353)	-0.4%	-
2026	52,548,127	(168,985)	-0.3%	30,509	0.1%	-
YTD	52,717,112	0	0%	69,971	0.1%	0
2025	52,717,112	(313,724)	-0.6%	119,055	0.2%	-
2024	53,030,836	(1,066,677)	-2.0%	(528,017)	-1.0%	-
2023	54,097,513	(705,447)	-1.3%	(722,080)	-1.3%	-
2022	54,802,960	(772,427)	-1.4%	(1,531,407)	-2.8%	-
2021	55,575,387	(253,179)	-0.5%	(508,028)	-0.9%	-
2020	55,828,566	11,064	0%	(302,422)	-0.5%	-
2019	55,817,502	(1,212,305)	-2.1%	(496,874)	-0.9%	-
2018	57,029,807	(778,632)	-1.3%	(325,921)	-0.6%	-
2017	57,808,439	(368,654)	-0.6%	269,103	0.5%	-
2016	58,177,093	(40,852)	-0.1%	397,390	0.7%	-
2015	58,217,945	(92,008)	-0.2%	251,305	0.4%	-
2014	58,309,953	43,490	0.1%	890,211	1.5%	0

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2030	26,783,109	(73,882)	-0.3%	(98,029)	-0.4%	-
2029	26,856,991	(75,627)	-0.3%	(115,288)	-0.4%	-
2028	26,932,618	(75,944)	-0.3%	(134,417)	-0.5%	-
2027	27,008,562	(76,126)	-0.3%	(146,621)	-0.5%	-
2026	27,084,688	(55,378)	-0.2%	(147,528)	-0.5%	-
YTD	27,140,066	0	0%	(30,651)	-0.1%	-
2025	27,140,066	(61,760)	-0.2%	(17,122)	-0.1%	-
2024	27,201,826	(28,860)	-0.1%	126,508	0.5%	-
2023	27,230,686	(109,850)	-0.4%	(81,466)	-0.3%	-
2022	27,340,536	(59,051)	-0.2%	(131,383)	-0.5%	-
2021	27,399,587	(50,654)	-0.2%	(6,873)	0%	-
2020	27,450,241	10,279	0%	22,122	0.1%	0.5
2019	27,439,962	(75,876)	-0.3%	101,508	0.4%	-
2018	27,515,838	(35,573)	-0.1%	303,378	1.1%	-
2017	27,551,411	(37,574)	-0.1%	110,914	0.4%	-
2016	27,588,985	(24,432)	-0.1%	69,860	0.3%	-
2015	27,613,417	260	0%	29,673	0.1%	0
2014	27,613,157	(102,217)	-0.4%	143,252	0.5%	-

OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2030	\$32.71	127	1.7%	6.5%	14,618,301	12.7%	0%
2029	\$32.16	125	1.7%	4.7%	14,715,959	12.8%	-0.1%
2028	\$31.63	123	1.5%	3.0%	14,839,959	12.8%	-0.1%
2027	\$31.16	121	0.9%	1.4%	14,977,505	12.9%	0%
2026	\$30.89	120	0.6%	0.6%	15,075,472	12.9%	0.3%
YTD	\$30.68	119	1.0%	-0.1%	14,985,890	12.8%	0.2%
2025	\$30.71	119	1.5%	0%	14,754,851	12.6%	-0.7%
2024	\$30.27	118	3.2%	-1.4%	15,580,682	13.3%	-1.0%
2023	\$29.32	114	3.7%	-4.5%	17,031,913	14.2%	1.4%
2022	\$28.28	110	4.0%	-7.9%	15,390,335	12.8%	0.8%
2021	\$27.19	106	1.4%	-11.5%	14,545,021	12.0%	0.7%
2020	\$26.80	104	-1.9%	-12.7%	13,682,700	11.2%	1.6%
2019	\$27.31	106	4.9%	-11.1%	11,771,019	9.7%	-1.8%
2018	\$26.02	101	1.4%	-15.3%	14,056,476	11.4%	-1.2%
2017	\$25.66	100	1.8%	-16.4%	15,660,668	12.6%	-0.4%
2016	\$25.21	98	2.9%	-17.9%	16,198,647	13.1%	-0.1%
2015	\$24.51	95	2.9%	-20.2%	16,259,223	13.1%	-0.7%
2014	\$23.82	93	2.8%	-22.4%	16,931,099	13.8%	-1.3%

4 & 5 STAR RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2030	\$36.99	125	0.3%	-0.9%	8,271,076	22.7%	-0.3%
2029	\$36.89	125	0.1%	-1.1%	8,411,545	23.0%	-0.3%
2028	\$36.85	124	-0.1%	-1.2%	8,570,815	23.3%	-0.4%
2027	\$36.90	125	-0.9%	-1.1%	8,763,239	23.7%	-0.3%
2026	\$37.25	126	-0.2%	-0.2%	8,927,160	24.0%	1.2%
YTD	\$37.27	126	2.1%	-0.1%	8,775,822	23.6%	0.7%
2025	\$37.31	126	2.9%	0%	8,505,463	22.8%	-1.0%
2024	\$36.27	123	3.1%	-2.8%	8,853,877	23.8%	-1.2%
2023	\$35.18	119	3.2%	-5.7%	9,614,340	25.0%	4.2%
2022	\$34.10	115	3.7%	-8.6%	7,956,151	20.8%	0.1%
2021	\$32.89	111	0.7%	-11.8%	7,942,149	20.7%	1.7%
2020	\$32.65	110	-4.1%	-12.5%	7,290,896	19.0%	4.2%
2019	\$34.04	115	9.1%	-8.8%	5,680,858	14.8%	-3.7%
2018	\$31.19	105	1.3%	-16.4%	7,091,500	18.4%	-2.1%
2017	\$30.80	104	5.3%	-17.4%	7,885,730	20.5%	0.4%
2016	\$29.24	99	2.8%	-21.6%	7,637,368	20.1%	1.1%
2015	\$28.43	96	4.9%	-23.8%	7,165,410	18.9%	-1.7%
2014	\$27.10	92	5.4%	-27.4%	7,483,760	20.6%	-1.4%

3 STAR RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2030	\$31.47	128	2.7%	13.3%	4,986,671	9.6%	0.1%
2029	\$30.64	125	2.8%	10.4%	4,975,475	9.6%	0%
2028	\$29.80	122	2.8%	7.3%	4,987,387	9.6%	0%
2027	\$28.99	118	2.5%	4.4%	4,998,733	9.6%	0%
2026	\$28.29	115	1.9%	1.9%	5,011,420	9.5%	-0.3%
YTD	\$27.74	113	0.3%	-0.1%	5,139,834	9.7%	-0.1%
2025	\$27.77	113	0.7%	0%	5,209,805	9.9%	-0.8%
2024	\$27.57	112	3.9%	-0.7%	5,642,584	10.6%	-0.8%
2023	\$26.52	108	4.2%	-4.5%	6,181,244	11.4%	0.2%
2022	\$25.46	104	3.7%	-8.3%	6,164,611	11.2%	1.5%
2021	\$24.55	100	0.8%	-11.6%	5,405,631	9.7%	0.5%
2020	\$24.37	99	-0.8%	-12.2%	5,150,782	9.2%	0.6%
2019	\$24.56	100	2.0%	-11.6%	4,837,296	8.7%	-1.1%
2018	\$24.07	98	2.0%	-13.3%	5,552,727	9.7%	-0.7%
2017	\$23.61	96	0.1%	-15.0%	6,005,738	10.4%	-1.0%
2016	\$23.58	96	2.7%	-15.1%	6,643,495	11.4%	-0.7%
2015	\$22.95	94	-0.1%	-17.3%	7,081,737	12.2%	-0.5%
2014	\$22.98	94	1.3%	-17.2%	7,405,850	12.7%	-1.5%

1 & 2 STAR RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2030	\$29.23	129	2.2%	6.8%	1,360,554	5.1%	0.1%
2029	\$28.59	126	2.1%	4.5%	1,328,939	4.9%	0.2%
2028	\$27.99	124	1.9%	2.3%	1,281,757	4.8%	0.3%
2027	\$27.48	121	1.0%	0.4%	1,215,533	4.5%	0.3%
2026	\$27.21	120	-0.6%	-0.6%	1,136,892	4.2%	0.4%
YTD	\$27.36	121	0.2%	0%	1,070,234	3.9%	0.1%
2025	\$27.37	121	0.4%	0%	1,039,583	3.8%	-0.2%
2024	\$27.27	120	2.2%	-0.4%	1,084,221	4.0%	-0.6%
2023	\$26.68	118	3.7%	-2.5%	1,236,329	4.5%	-0.1%
2022	\$25.74	114	5.1%	-6.0%	1,269,573	4.6%	0.3%
2021	\$24.48	108	4.2%	-10.6%	1,197,241	4.4%	-0.2%
2020	\$23.50	104	0.4%	-14.1%	1,241,022	4.5%	0%
2019	\$23.41	103	3.1%	-14.5%	1,252,865	4.6%	-0.6%
2018	\$22.71	100	0.4%	-17.0%	1,412,249	5.1%	-1.3%
2017	\$22.61	100	-1.0%	-17.4%	1,769,200	6.4%	-0.5%
2016	\$22.84	101	3.2%	-16.5%	1,917,784	7.0%	-0.3%
2015	\$22.14	98	5.6%	-19.1%	2,012,076	7.3%	-0.1%
2014	\$20.97	93	1.6%	-23.4%	2,041,489	7.4%	-0.9%

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
2030	-	-	-	-	-	-	\$204.50	130	9.5%
2029	-	-	-	-	-	-	\$199.44	127	9.5%
2028	-	-	-	-	-	-	\$193.22	123	9.7%
2027	-	-	-	-	-	-	\$186.38	119	9.9%
2026	-	-	-	-	-	-	\$183.20	117	9.9%
YTD	25	\$44.8M	0.5%	\$3,201,571	\$95.29	-	\$181.82	116	10.0%
2025	247	\$563.8M	3.6%	\$2,472,918	\$153.26	8.5%	\$181.14	115	9.9%
2024	242	\$448.8M	3.4%	\$2,178,612	\$116.02	7.4%	\$182.27	116	9.8%
2023	203	\$406.6M	2.3%	\$2,297,036	\$153.65	7.3%	\$190.57	121	9.4%
2022	277	\$837.9M	4.8%	\$3,222,757	\$152.15	7.3%	\$199.48	127	8.7%
2021	315	\$1.1B	7.0%	\$3,908,530	\$147.29	7.4%	\$202.82	129	8.0%
2020	225	\$1.1B	6.2%	\$5,419,141	\$152.68	7.5%	\$196.65	125	8.2%
2019	298	\$966.6M	5.5%	\$4,044,405	\$150.24	7.5%	\$192.59	123	8.3%
2018	299	\$1.1B	8.7%	\$4,731,378	\$113.41	7.4%	\$186.96	119	8.2%
2017	286	\$1.2B	7.3%	\$5,620,768	\$144.25	8.0%	\$201.32	128	7.6%
2016	302	\$976.3M	7.4%	\$3,889,450	\$125.28	7.9%	\$203.62	130	7.3%
2015	205	\$927.2M	5.4%	\$5,298,048	\$153.09	8.5%	\$200.50	128	7.1%

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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
2030	-	-	-	-	-	-	\$237.17	117	9.5%
2029	-	-	-	-	-	-	\$235.10	115	9.5%
2028	-	-	-	-	-	-	\$231.78	114	9.6%
2027	-	-	-	-	-	-	\$227.84	112	9.8%
2026	-	-	-	-	-	-	\$228.79	112	9.9%
YTD	1	\$26M	1.0%	\$26,000,000	\$67.36	-	\$229.53	113	9.9%
2025	11	\$232.9M	4.1%	\$23,285,336	\$165.39	13.4%	\$228.77	112	9.9%
2024	7	\$117.7M	3.8%	\$16,811,600	\$83.26	8.3%	\$230.70	113	9.7%
2023	3	\$67.3M	1.8%	\$22,433,333	\$99.49	-	\$248.18	122	9.1%
2022	12	\$420M	5.9%	\$35,002,187	\$185.71	-	\$259.33	127	8.5%
2021	19	\$368.7M	8.5%	\$24,579,841	\$134.14	8.9%	\$256.77	126	7.9%
2020	20	\$676.8M	10.6%	\$35,618,936	\$173.11	7.6%	\$250.61	123	8.0%
2019	6	\$300.5M	4.1%	\$50,083,333	\$189.07	6.9%	\$245.18	120	8.1%
2018	15	\$497.3M	12.4%	\$38,254,525	\$113.24	10.0%	\$238.72	117	7.9%
2017	21	\$570.1M	10.3%	\$27,149,589	\$143.70	7.1%	\$266.44	131	7.2%
2016	16	\$561.9M	12.4%	\$37,457,081	\$150.22	6.0%	\$271.86	134	6.8%
2015	18	\$545.5M	8.2%	\$32,090,293	\$188.07	6.9%	\$268.10	132	6.7%

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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
2030	-	-	-	-	-	-	\$196.76	139	9.4%
2029	-	-	-	-	-	-	\$189.45	134	9.5%
2028	-	-	-	-	-	-	\$180.90	128	9.6%
2027	-	-	-	-	-	-	\$171.56	121	9.8%
2026	-	-	-	-	-	-	\$165	116	9.9%
YTD	11	\$12M	0.2%	\$2,404,400	\$222	-	\$161.22	114	9.9%
2025	88	\$154.7M	3.4%	\$1,933,853	\$113.34	8.3%	\$160.57	113	9.9%
2024	84	\$180.3M	3.4%	\$2,650,746	\$102.43	7.4%	\$162.82	115	9.8%
2023	65	\$217.1M	2.4%	\$3,946,436	\$171.92	7.4%	\$168.02	118	9.4%
2022	92	\$256.8M	4.5%	\$3,057,342	\$114.64	7.3%	\$175.76	124	8.8%
2021	103	\$596.8M	7.5%	\$6,486,989	\$156.04	7.0%	\$181.47	128	8.0%
2020	77	\$324.1M	4.7%	\$4,697,221	\$126.59	7.6%	\$176.74	125	8.2%
2019	113	\$571.8M	7.6%	\$5,605,762	\$137.52	7.3%	\$172.55	122	8.3%
2018	107	\$497M	8.4%	\$5,344,142	\$112.24	6.7%	\$167.32	118	8.2%
2017	86	\$568.8M	7.2%	\$7,686,355	\$144.41	8.3%	\$178.71	126	7.6%
2016	97	\$301.4M	5.7%	\$3,587,749	\$96.56	7.4%	\$178.32	126	7.3%
2015	72	\$318.7M	4.8%	\$4,829,044	\$123.66	8.7%	\$176.09	124	7.2%

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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
2030	-	-	-	-	-	-	\$174.69	142	9.6%
2029	-	-	-	-	-	-	\$169.91	138	9.7%
2028	-	-	-	-	-	-	\$164.26	134	9.8%
2027	-	-	-	-	-	-	\$158.29	129	10.0%
2026	-	-	-	-	-	-	\$155.99	127	10.1%
YTD	13	\$6.8M	0.2%	\$850,000	\$224.63	-	\$156.26	127	10.1%
2025	148	\$176.3M	3.5%	\$1,277,274	\$194.57	8.0%	\$155.78	127	10.1%
2024	151	\$150.9M	2.9%	\$1,151,619	\$216.98	7.3%	\$153.59	125	10.0%
2023	135	\$122.2M	2.9%	\$1,027,071	\$172.83	7.2%	\$155.35	126	9.7%
2022	173	\$161.1M	3.7%	\$982,158	\$160.24	7.2%	\$163.45	133	9.0%
2021	193	\$160.2M	4.0%	\$884,840	\$149.83	7.2%	\$170.29	139	8.3%
2020	128	\$110.1M	3.0%	\$940,648	\$136.46	7.3%	\$161.30	131	8.5%
2019	179	\$94.3M	3.1%	\$720,039	\$137.32	8.0%	\$159.36	130	8.6%
2018	177	\$103.4M	4.1%	\$820,362	\$120.28	8.7%	\$154.08	125	8.4%
2017	179	\$97.6M	3.3%	\$781,098	\$146.59	8.3%	\$155.88	127	8.1%
2016	189	\$113M	4.0%	\$743,584	\$121.41	8.3%	\$159.16	129	7.7%
2015	115	\$62.9M	2.7%	\$683,767	\$108.81	8.9%	\$155.15	126	7.6%

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