



Office Market Report

Fresno - CA

PREPARED BY



Jared Ennis
Vice President | Commercial Sales



OFFICE MARKET REPORT

Market Key Statistics	1
Leasing	2
Rent	6
Construction	8
Under Construction Properties	10
Sales	12
Sales Past 12 Months	14
Economy	16
Market Submarkets	21
Supply & Demand Trends	24
Rent & Vacancy	26
Sale Trends	28

12 Mo Deliveries in SF

143K

12 Mo Net Absorption in SF

74.7K

Vacancy Rate

8.7%

12 Mo Rent Growth

0.7%

Fresno is California's central valley's largest office market, with more than double the inventory of Bakersfield, 100 miles south. The location is well-served for government locations to service areas throughout the Central Valley, and both state and federal government agencies occupy space in the market. However, there are still a number of large private-sector occupiers in the area as well. Both AT&T, and Aetna Life Insurance, for example, each occupy more than 100,000 SF.

With that said, demand from out-of-market tenants is sparse, and the vacancy rate of 8.7% has flat over the past year. Demand has been slightly positive during that time, totaling only 75,000 SF. Most of this figure has come from low-end inventory as 4 & 5 Star properties have totaled 130,000 SF, highlighting Fresno's positioning as a low-cost market.

Rents are still rising, albeit slowly, up 0.7% over the past 12 months. Rents have been flat throughout many of the Central Valley office markets, whose lack of large, private-sector occupiers has helped shield the market from the large-scale reductions in footprint thus far.

However, that may not continue in perpetuity as office tenants throughout the nation continue to look for ways to reduce their real estate footprint.

Leasing activity has long centered around the public sector and medical users. State and federal governments occupy significant space in the market. This trend continues into 2023 as Community Neurosciences Institute was responsible for one of the year's largest leases, signing for 5,000 SF in May.

High-value trades are rare in the metro, and sales volume has started to fall, with fewer small properties trading over the course of the year. Sales volume reached \$98.5 million across 66, just below the three year average of \$151 million.

Fresno's fundamentals are starting to show signs of weakness. The vacancy rate is flat. Net absorption is still positive. Sales are holding, and rents are ticking upward. The lack of new development over the past cycle has helped to keep the market healthy and well-positioned throughout the ongoing crisis.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	2,780,916	8.1%	\$2.56	9.6%	(27,530)	0	43,000
3 Star	14,440,010	10.4%	\$1.79	10.7%	40,593	20,141	61,125
1 & 2 Star	11,508,327	6.6%	\$1.56	6.7%	692	0	0
Market	28,729,253	8.7%	\$1.77	9.0%	13,755	20,141	104,125
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.2%	10.0%	9.7%	13.3%	2012 Q1	6.6%	2019 Q2
Net Absorption SF	74.7K	184,899	(17,328)	750,045	2018 Q3	(258,358)	2010 Q2
Deliveries SF	143K	200,710	82,672	643,189	2008 Q4	14,161	2012 Q3
Rent Growth	0.7%	0.8%	-0.6%	6.1%	2019 Q3	-8.4%	2009 Q4
Sales Volume	\$97M	\$89.1M	N/A	\$291.4M	2022 Q2	\$14.4M	2010 Q3

The Fresno office market has a history of slow, stable growth. That trend continues with solid market fundamentals across the region, given the weakened position of the office sector nationally. The vacancy rate has been largely flat of late, changing by only 0.2% over the past 12 months to 8.7%, above the five-year average of 7.7%.

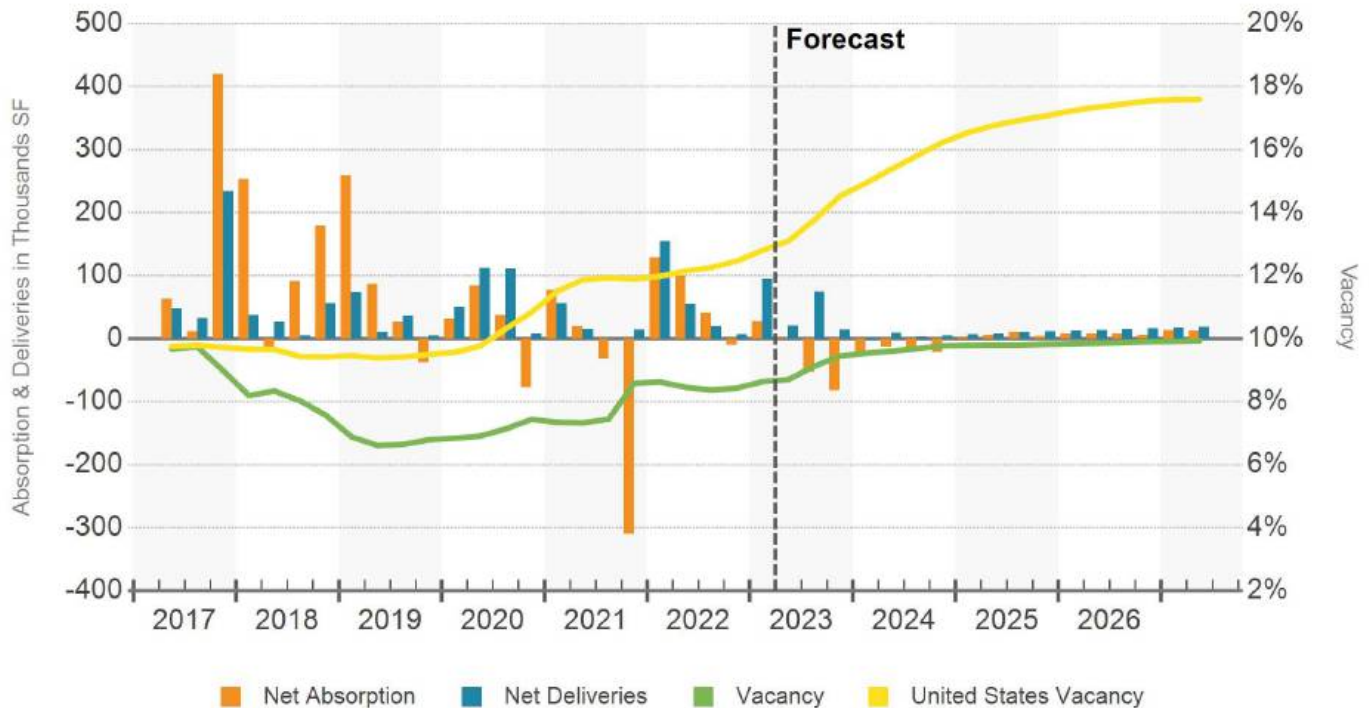
Net absorption is positive, totaling 75,000 SF over the past 12 months. A number of sizeable leases have been signed throughout 2022, highlighted by the 39,000 SF renewal signed in July by the County of Fresno at 2719 Air- Fresno Dr. The healthcare sector has been active as well, accounting for a number of top leases in 2022. Activity so far in 2023 has been significantly smaller, and through the end of 23Q1, the largest deal to sign was a 7,800 SF deal by the co-working firm Tangrem at 7700 Palm Ave N. Leases in excess of 10,000 SF are

relatively rare with none signing early in 2023. Most larger deals are either public sector or healthcare tenants, expansions by private sector firms are relatively rare.

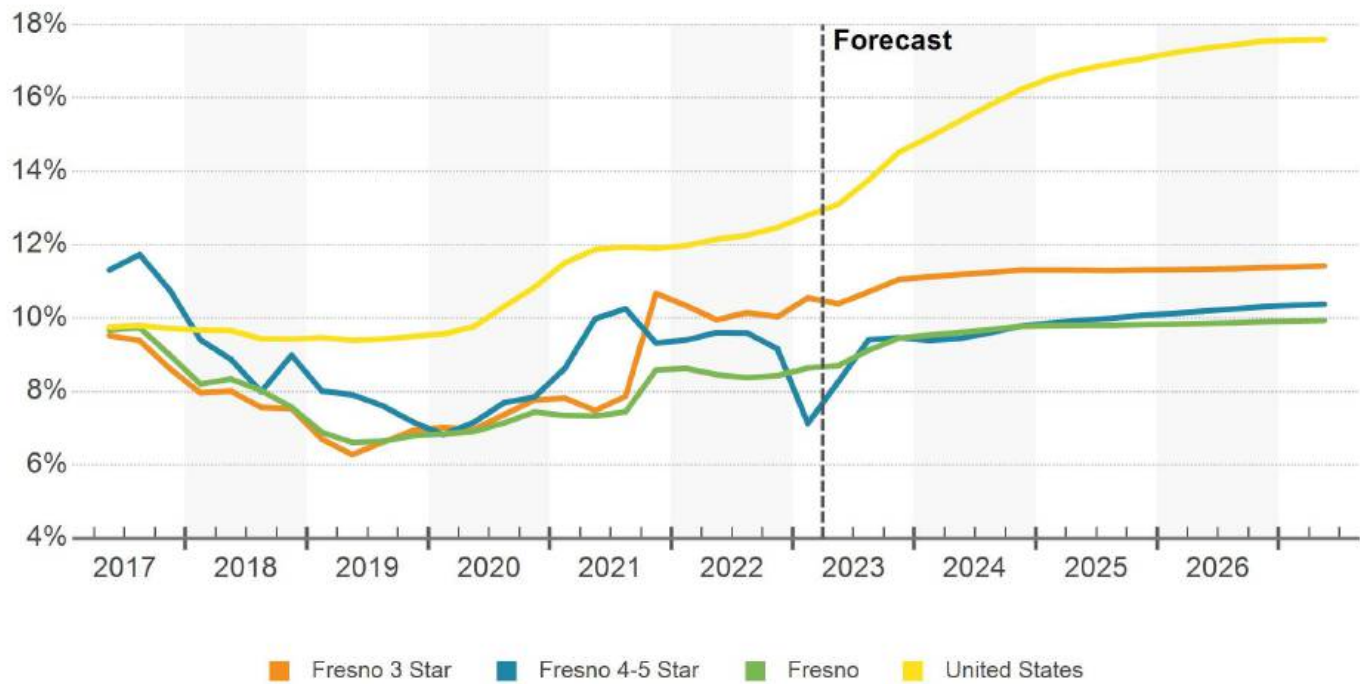
In 2022, saw only two leases of more than 20,000 SF, and eight exceeded 10,000 SF. This is partly due to reduced demand for office space overall but also speaks to the typical deal size in the Fresno market, which, in the past, has not attracted large-scale users.

As mentioned above, the Fresno market has demonstrated slow growth for some time, largely because the market focuses primarily on servicing the local population. As typical office requirements continue to shrink, leasing activity will remain relatively low, and new deals will be difficult to source.

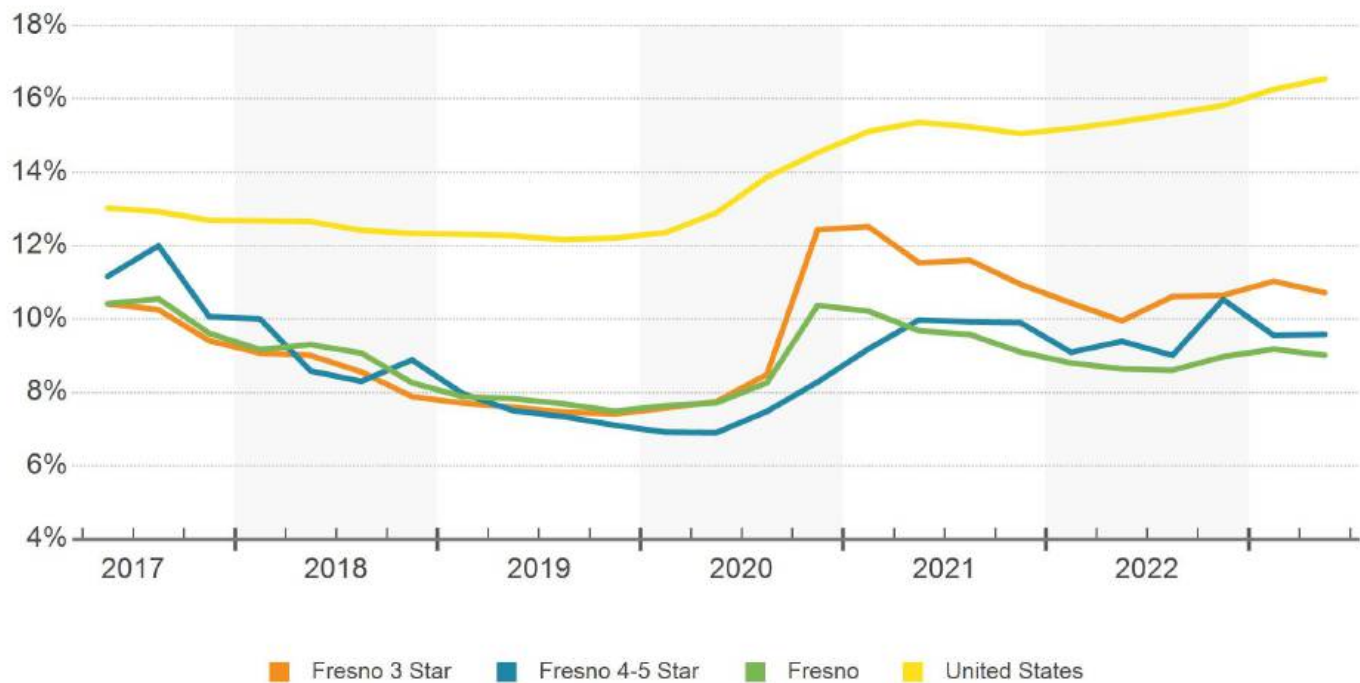
NET ABSORPTION, NET DELIVERIES & VACANCY



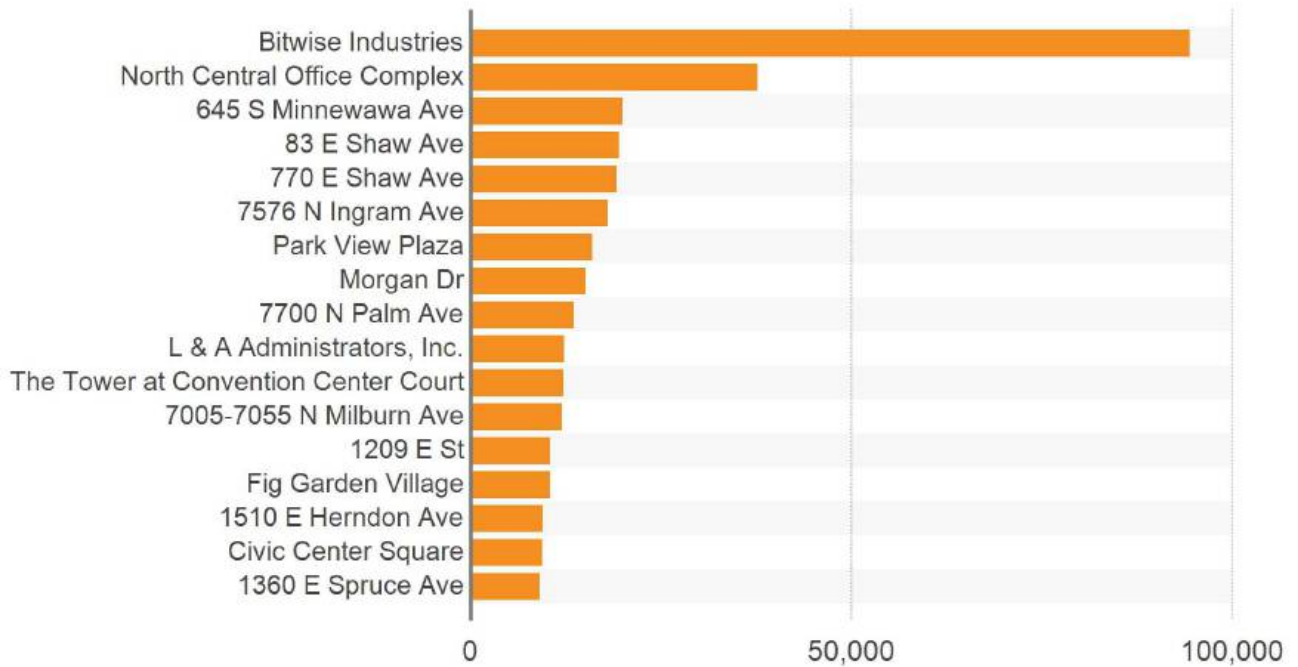
VACANCY RATE



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
Bitwise Industries	Downtown Fresno	94,439	0	94,439	0	0	0	94,439
North Central Office Complex	North Fresno	37,680	0	0	0	0	0	37,680
645 S Minnewawa Ave	Southeast Fresno	19,950	0	0	0	0	0	19,950
83 E Shaw Ave	Shaw	35,230	0	0	19,561	0	0	19,561
770 E Shaw Ave	Shaw	98,040	52,456	0	0	0	0	19,197
7576 N Ingram Ave	Palm Bluffs	25,850	0	0	0	0	0	18,019
Park View Plaza	Woodward	181,538	20,325	24,417	0	0	0	16,042
Morgan Dr	W Outlying Fresno C...	15,200	0	0	15,200	0	0	15,200
7700 N Palm Ave	Palm Bluffs	41,678	11,272	0	0	0	0	13,607
L & A Administrators, Inc.	Airport	12,271	0	0	0	0	0	12,271
The Tower at Convention Center...	Downtown Fresno	288,597	9,266	24,656	(9,266)	0	0	12,243
7005-7055 N Milburn Ave	North Fresno	14,860	2,800	0	0	0	0	12,060
1209 E St	Downtown Fresno	10,500	0	0	0	0	0	10,500
Fig Garden Village	Shaw	35,466	1,938	6,191	0	0	0	10,444
1510 E Herndon Ave	Woodward	64,866	0	0	9,548	0	0	9,548
Civic Center Square	Downtown Fresno	51,249	6,327	3,003	5,987	0	0	9,431
1360 E Spruce Ave	Woodward	25,080	2,270	0	0	0	0	9,074
Subtotal Primary Competitors		1,052,494	106,654	152,706	41,030	0	0	339,266
Remaining Fresno Market		27,676,759	2,379,593	(125,118)	(27,275)	0	0	(264,562)
Total Fresno Market		28,729,253	2,486,247	27,588	13,755	0	0	74,704

TOP OFFICE LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
2719 N Air-Fresno Dr *	Airport	38,921	Q3 22	County of Fresno	-	Russell G. Smith, Inc.
Reedley Shopping Center	Reedley	18,414	Q4 22	County of Fresno	Commercial Retail A...	Commercial Retail Ass...
The Shops at Warner Plaza	N Shaw/W Blackstone	14,148	Q1 23	California Autism Center	-	Newmark Pearson Co...
Woodward Centre	Woodward	12,663	Q2 23	California Teaching Fellows	-	Newmark Pearson Co...
The Atrium Office Plaza	North Fresno	11,165	Q2 23	-	-	Newmark Pearson Co...
7700 N Palm Ave	Palm Bluffs	7,826	Q1 23	Tangram	Colliers	Russell G. Smith, Inc.
Clovis Clovis Community Medical Ctr	E Outlying Fresno County	6,800	Q4 22	California Urology	-	-
River Park Corporate Center	Woodward	6,778	Q2 23	-	-	Colliers
7045 N Fruit Ave	North Fresno	6,770	Q4 22	My Time Recovery	-	Colliers
Foundry Park Industrial Center	Southeast Fresno	6,680	Q4 22	County of Fresno	-	Russell G. Smith, Inc.
5130 E Clinton Way	Airport	6,400	Q3 22	United Health	Colliers	Newmark Pearson Co...
Fox Run Professional Center	Woodward	6,176	Q3 22	-	-	Colliers
North Pointe Center	North Fresno	6,055	Q3 22	Maxim Healthcare	Cushman & Wakefield	Cushman & Wakefield
The Brownstone	Woodward	5,932	Q1 23	CalPortland	-	Russell G. Smith, Inc.
770 E Shaw Ave	Shaw	5,874	Q3 22	-	-	Newmark Pearson Co...
Nantucket Park	Midtown	5,669	Q3 22	-	-	Clovis Capital Partners
Virginia Hotel-Professional Office Sp...	Downtown Fresno	5,200	Q3 22	Breakbox Thought Collect...	-	Summa Development...
Meridian Professional At Maple	Woodward	5,148	Q2 23	-	-	Newmark Pearson Co...
5110 E Clinton Way	Airport	5,148	Q3 22	-	-	Colliers
Meridian Professional Center	Clovis	5,078	Q2 23	-	-	Colliers
Park Place	Palm Bluffs	5,023	Q3 22	3501284	-	Colliers
River Park Corporate Center	Woodward	5,000	Q2 23	Community Neuroscience...	-	-
Fig Garden Financial Center	Shaw	5,000	Q2 23	-	-	ARC Properties
FSC West	North Fresno	4,937	Q1 23	TOI Management LLC	-	Colliers
Meridian Professional At Maple	Woodward	4,731	Q1 23	-	-	Newmark Pearson Co...
Herndon Business Park	North Fresno	4,708	Q2 23	-	-	-
Shaw Westgate Center	Shaw	4,640	Q1 23	-	-	Newmark Pearson Co...
The Brownstone	Woodward	4,446	Q2 23	-	-	Russell G. Smith, Inc.
Woodward Centre	Woodward	4,368	Q1 23	-	Fortune Associates	Newmark Pearson Co...
Monterey Village	Airport	4,275	Q3 22	-	-	University Monterey SP...
1044 E Spruce Ave	Woodward	4,240	Q2 23	One Piece at a Time Dev...	-	CP Commercial, Inc
The Exchange Place	Downtown Fresno	4,045	Q3 22	-	-	Robert Ellis Leasing & I...
5718 E Shields Ave	Airport	4,000	Q2 23	-	-	Newmark Pearson Co...
Woodward Centre	Woodward	3,878	Q2 22	United Valley Insurance	-	Newmark Pearson Co...
1360 E Spruce Ave	Woodward	3,764	Q4 22	-	-	Colliers
Palm Bluffs Corporate Center	Palm Bluffs	3,719	Q4 22	-	-	Colliers
Herndon West Office Park	North Fresno	3,714	Q1 23	-	-	Fortune Associates
Fig Garden Financial Center	Shaw	3,705	Q1 23	Tonic HQ Inc.	Colliers	ARC Properties
Cambridge Court	North Fresno	3,690	Q1 23	-	-	Fortune Associates
400-420 Bullard Ave	Clovis	3,655	Q4 22	-	-	Colliers

Renewal

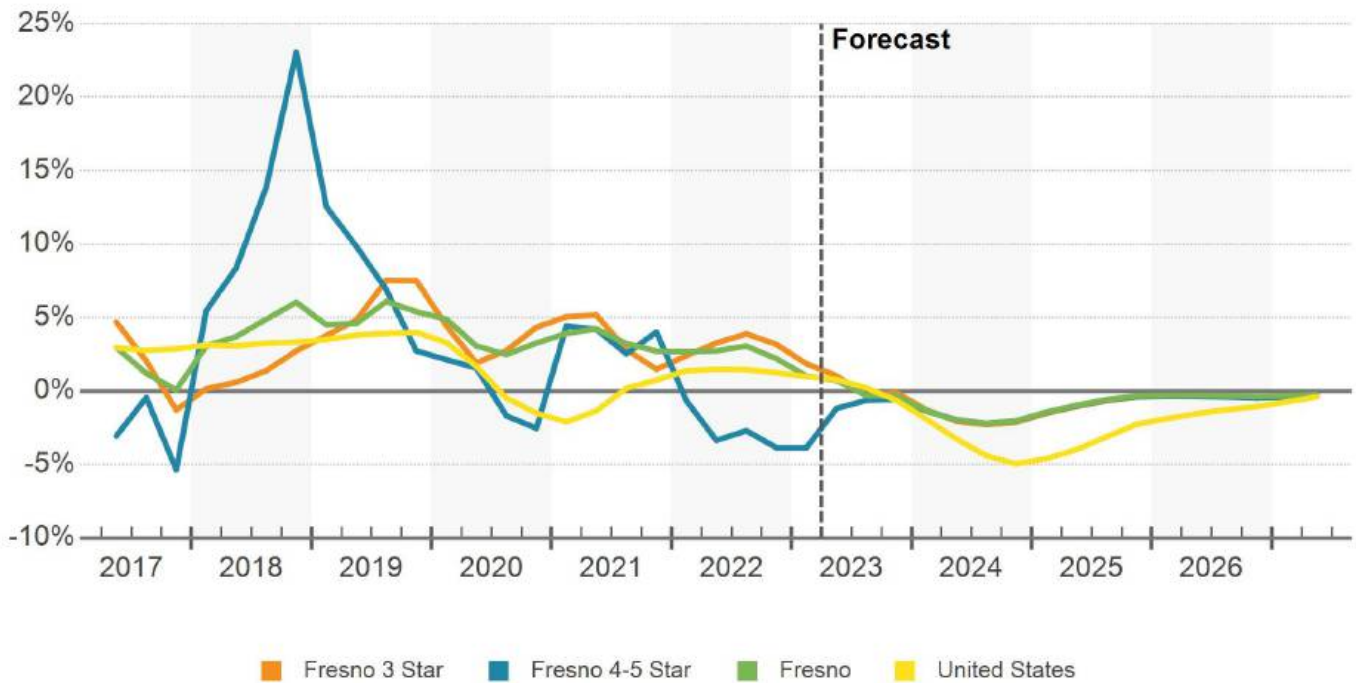
Rents in the Fresno office market have been flat for the past few years. Over the last 12 months, they have increased by 0.7%, well below the five-year average of 3.6%. Rents in 4 & 5 Star properties are seeing rents decline, down by -1.3% over the past year as sublease availability increases in that market segment. It has risen to 0.5% compared in high-end inventory compared to just 0.6% for 3 Star properties.

Fresno offers a considerable discount compared to national averages, recording asking rents of \$21.00/SF compared to \$35.00 nationally. Fresno is a cost leader in the state and can boast some of the lowest real estate

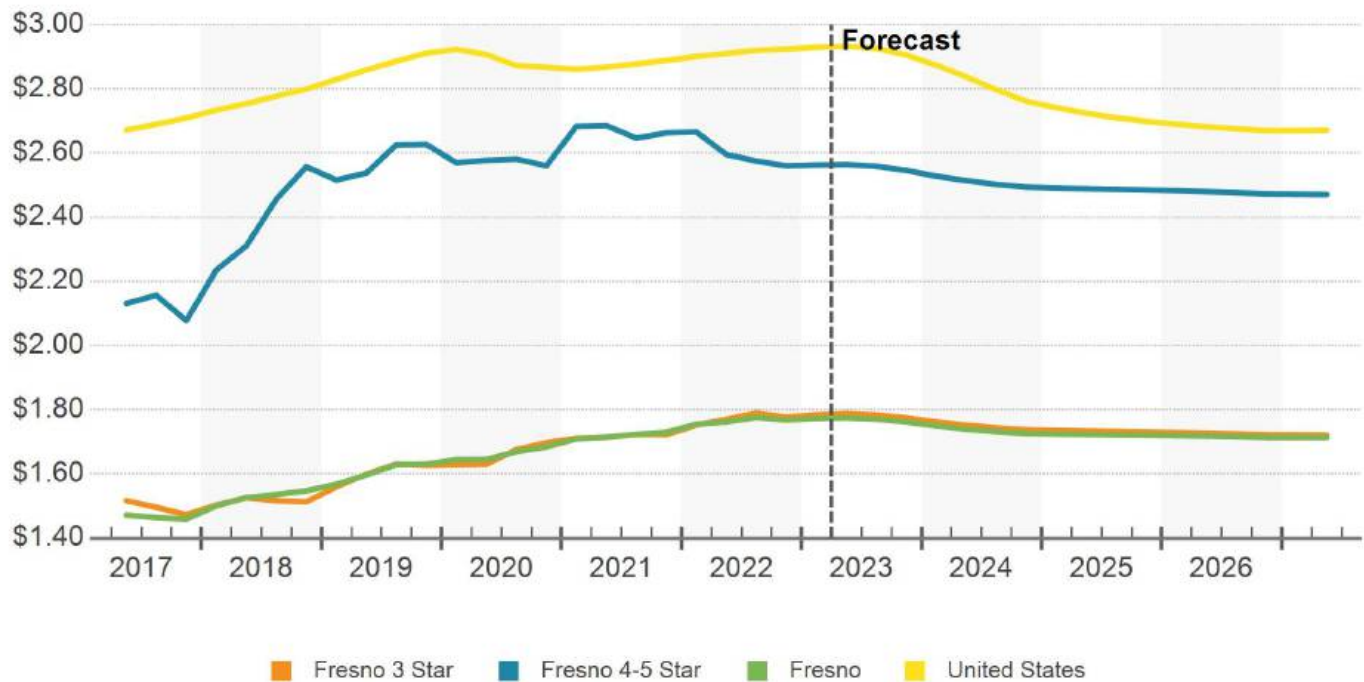
costs of any metro in the Golden State with a population of 1 million people or more.

Modest rent growth has been a part of Fresno's market narrative for some time. Since 2009, rents have never exceeded an annual growth rate of 6%, despite marketwide vacancy dipping below 7% in 19Q1, indicating that market demand is limited, with inventory serving a primarily local clientele and limiting the upward pressure on lease rates. Rent growth is unlikely to return to high levels in the near to medium term. Given the changes in real estate strategy that many tenants are implementing, the office sector looks oversupplied.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
Fresno	\$0.56	\$1.26	\$0.93	\$2.11	\$5.36	\$10.22
Fresno County	\$0.56	\$1.26	\$0.93	\$2.11	\$5.36	\$10.22

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
Fresno	\$0.57	\$1.19	\$0.60	\$2.44	\$0.91	\$5.71
Fresno County	\$0.57	\$1.19	\$0.60	\$2.44	\$0.91	\$5.71

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
Fresno	\$0.56	\$1.01	\$0.14	\$1.80	\$1.31	\$4.82
Fresno County	\$0.56	\$1.01	\$0.14	\$1.80	\$1.31	\$4.82

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

Despite modest rent growth throughout much of its history, construction has been part of the market for many years. The market continues this trend with an additional 100,000 SF currently underway. But this only accounts for 0.4% of market inventory and falls short of the historical average of 200,000 SF.

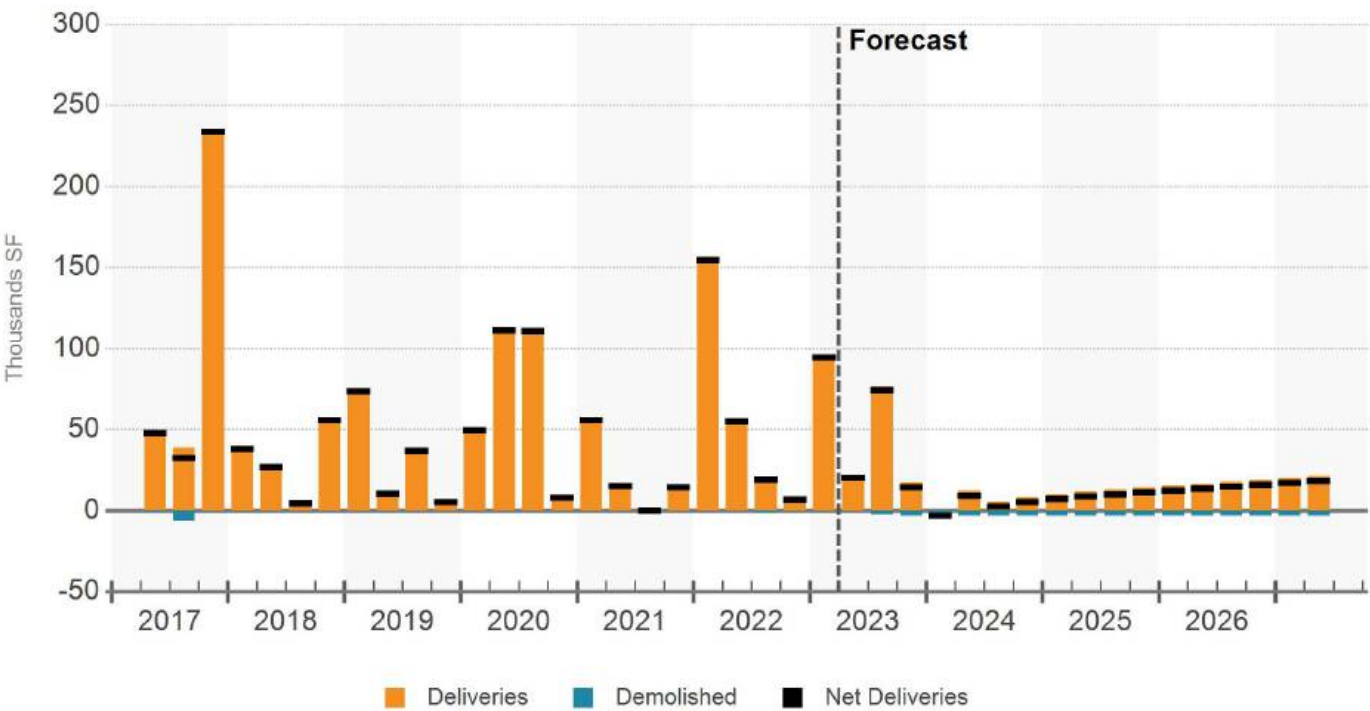
The most recent completion of size was the 122,000-SF project at 380 W Ashlan Ave in Clovis. The former Costco was converted into office use for the Fresno County Child Welfare Services. The department was located across six buildings, relocating to centralize operations.

The largest active project is a 43,000 SF speculative building located at 2356 Leonard. New office inventory is a risky proposition, given the current state of the office

market nationally and how difficult it is to source large users in Fresno. Many larger markets are seeing record high vacancy and availability, making Fresno's position as a cost leader extremely important to attracting new companies. The balance of market activity is made up of a handful of buildings of less than 20,000 SF.

Large-scale construction activity has historically been tied to government occupiers in the region. That is likely to continue, given the relatively slow growth that Fresno has seen during the past cycle. The upside is a relatively stable market with little risk of over-supply increasing systemic market risk. However, the office has emerged as the most embattled commercial real estate sector, and new traditional office projects run the risk of sitting vacant for a long time.

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	E Outlying Fresno County	1	43	0	0%	5	7,483	43,000	1
2	Clovis	4	24	10	41.1%	4	7,812	6,016	5
3	Airport	1	17	17	100%	1	11,920	17,429	2
4	North Fresno	1	10	10	100%	1	9,842	10,000	3
5	Downtown Fresno	1	10	10	100%	1	30,756	9,632	4
6	Fowler/Selma	0	-	-	-	-	6,293	-	-
7	Midtown	0	-	-	-	-	6,373	-	-
8	Palm Bluffs	0	-	-	-	-	17,134	-	-
9	Shaw	0	-	-	-	-	11,773	-	-
10	Southeast Fresno	0	-	-	-	-	20,465	-	-
	All Other	0	-	-	-		13,863	-	
Totals		8	104	47	45.1%		12,513	13,016	

Under Construction Properties

Fresno Office

Properties

Square Feet

Percent of Inventory

Released

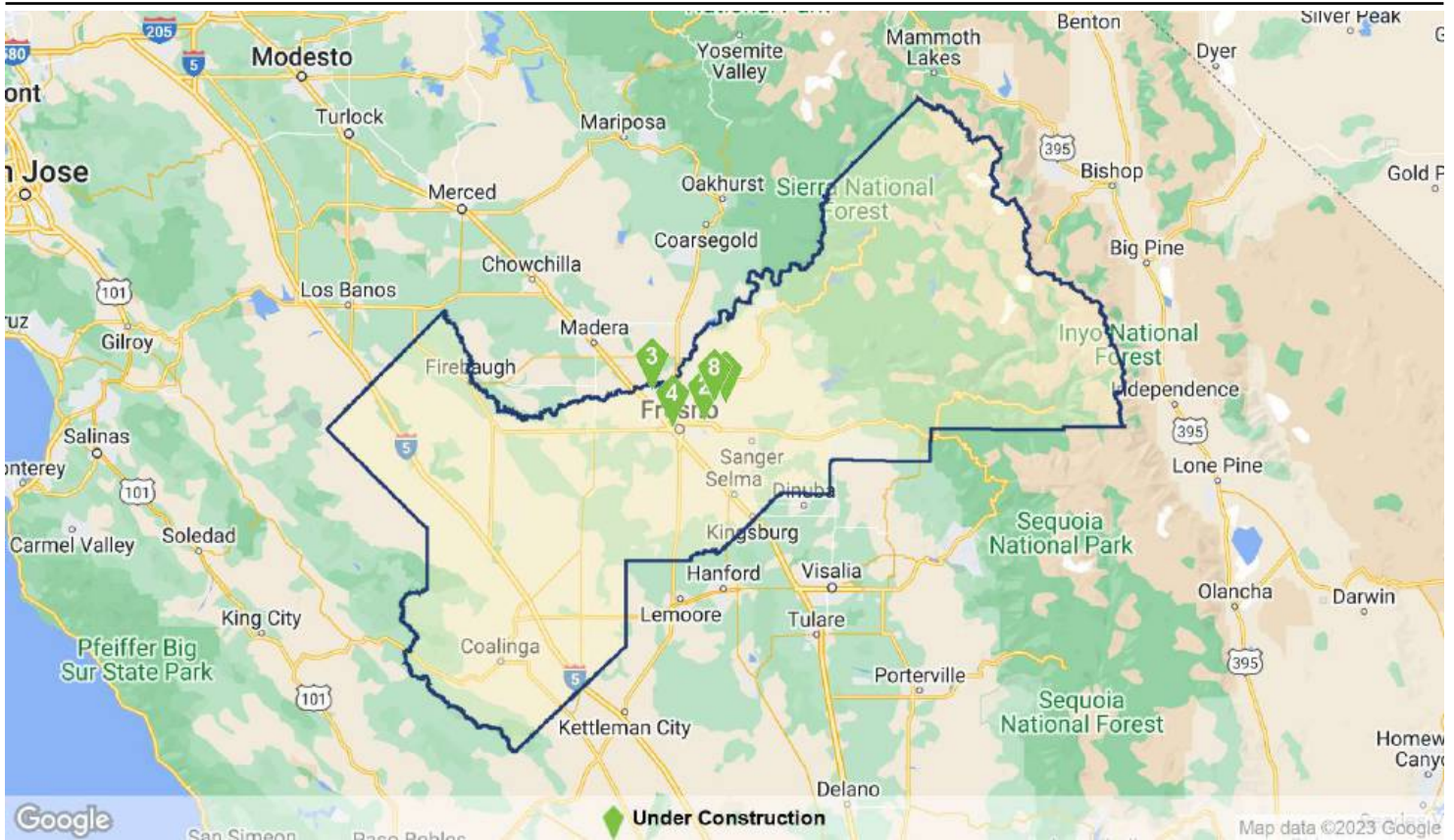
8

104,125

0.4%

45.1%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 Loma Vista Office Building 2356 Leonard	★★★★★	43,000	2	Dec 2022	Aug 2023	-
2 5434 E Lamona Ave	★★★★★	17,429	1	Jun 2022	Sep 2023	-
3 7055 N Blythe Ave	★★★★★	10,000	1	Apr 2023	Apr 2024	Armstrong Development Properti...
4 Fresno Area Express 2223 G St	★★★★★	9,632	1	Feb 2023	Aug 2023	-
5 Bldg 12 2176 Shaw Ave	★★★★★	9,241	1	Aug 2022	Aug 2023	- Richard C Jr & Debra M Ginder
6 Bldg 4 2086 Shaw Ave	★★★★★	4,941	1	Apr 2022	Aug 2023	- Richard C Jr & Debra M Ginder
7 Bldg 3 2046 Shaw Ave	★★★★★	4,941	1	Jun 2022	Aug 2023	- Richard C Jr & Debra M Ginder

Under Construction Properties

Fresno Office

UNDER CONSTRUCTION

Property Name/Address		Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8	Bldg 6 2166 Shaw Ave	★ ★ ★ ★ ★	4,941	1	Nov 2022	Jul 2023	-

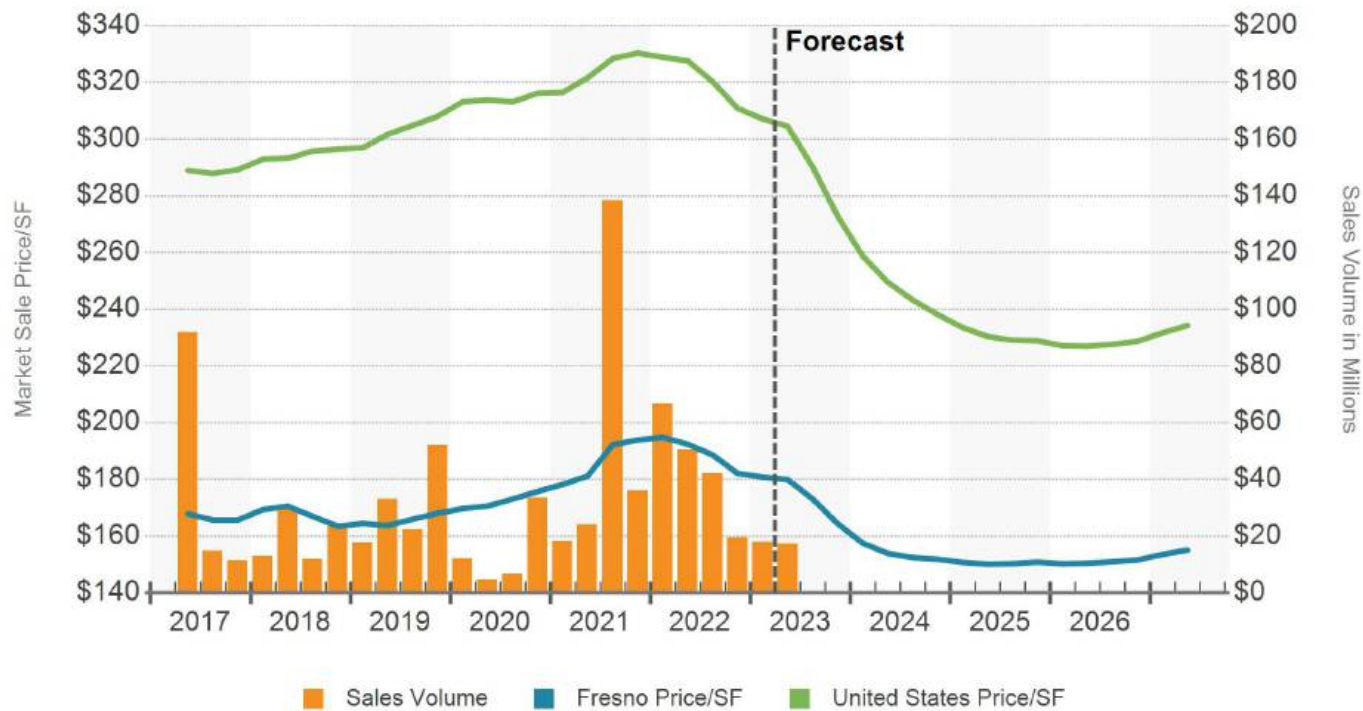
Sales volume has slowed every quarter since 22Q1, a trend that continued into 23Q1. Over the past 12 months, totals reached \$98.5 million, below the five-year average \$128 million. The strong figure is primarily the result of a large number of smaller sales, as 66 properties have traded in the past 12 months, only three of which exceeded \$5 million in total consideration.

The largest sale of the past 12 months occurred in July when a three-property, 29,000 SF portfolio sold in Clovis. Flagler Investment Holdings, LLC out of Miami purchased the medical office buildings for \$24.8 million (\$855/SF). The portfolio consisted of entirely medical buildings and the sale was headlined by the 20,300 SF property at 570 N Magnolia Ave.

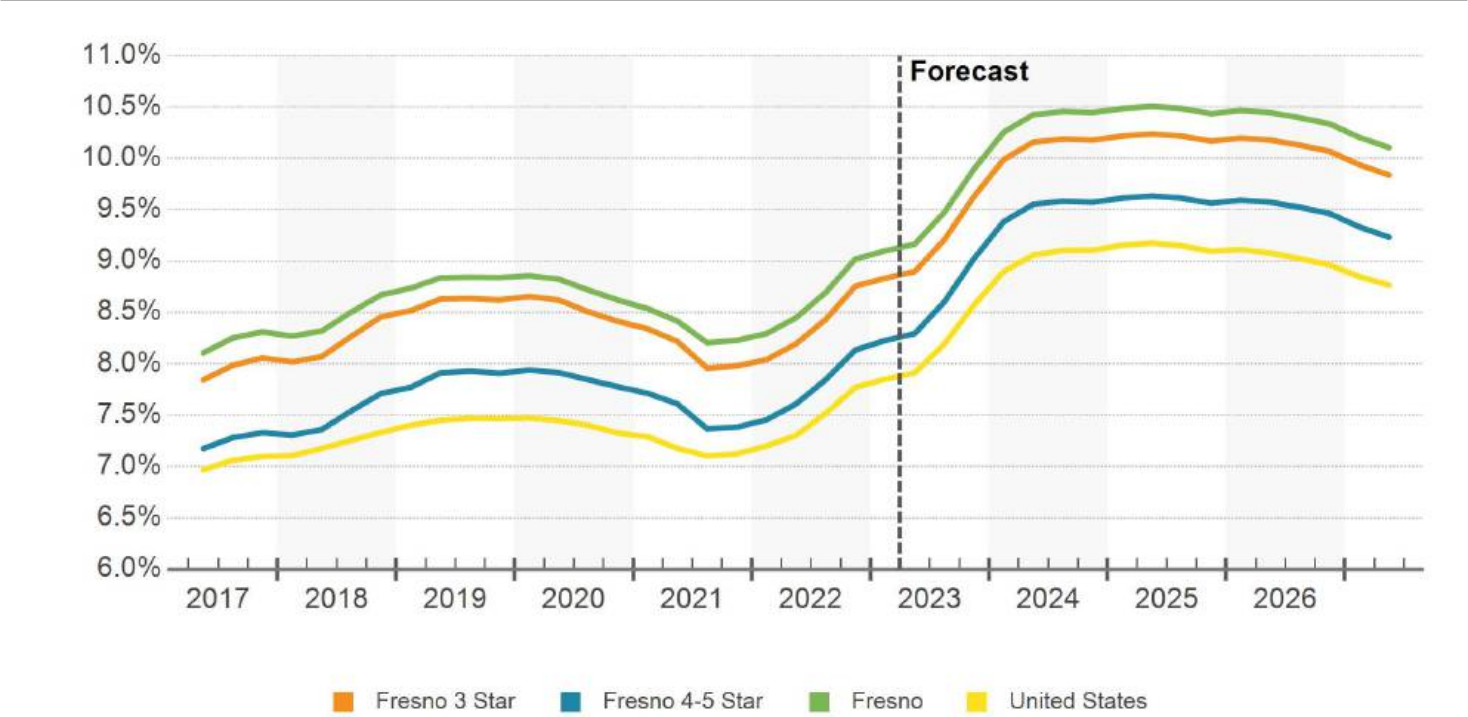
In contrast, the largest deal so far in 2023 was a \$4.1 million (\$310/SF) acquisition of 7102 N Fresno St by a medical user. The 13,200 SF building was 100% leased at the time of sale.

While Fresno has performed at similar levels for years, there is evidence of a slowing market. Rising interest rates are expected to erode property values in the coming year and expand cap rates. Additionally, debt is becoming more difficult to source as the office is seen as the riskiest asset class, and some lenders are hesitant to take on new projects at all. Those that remain charge a significant rate premium putting additional downward pressure on valuations by would-be investors.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE



Sales Past 12 Months

Fresno Office

Sale Comparables

67

Avg. Cap Rate

7.3%

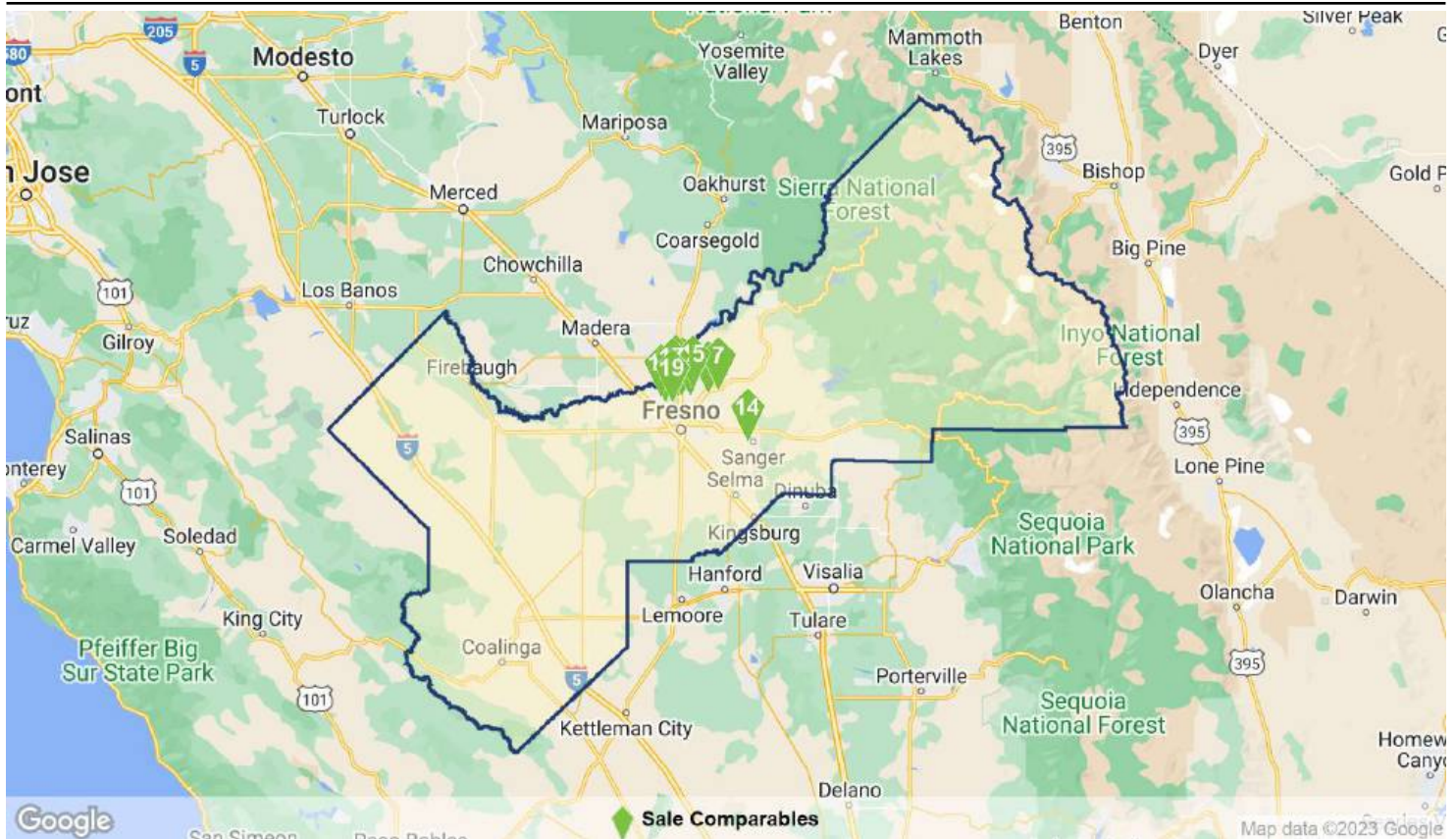
Avg. Price/SF

\$248

Avg. Vacancy At Sale

14.2%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$100,157	\$1,825,165	\$696,364	\$17,278,143
Price/SF	\$35	\$248	\$148	\$862
Cap Rate	6.3%	7.3%	7.5%	7.8%
Time Since Sale in Months	0.3	6.6	6.7	12.0
Property Attributes	Low	Average	Median	High
Building SF	1,190	6,753	4,708	38,621
Stories	1	1	1	3
Typical Floor SF	1,190	5,676	4,349	20,260
Vacancy Rate At Sale	0%	14.2%	0%	100%
Year Built	1950	1982	1984	2021
Star Rating	★★★★★	★★★★★ 2.3	★★★★★	★★★★★

Sales Past 12 Months

Fresno Office

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 570 N Magnolia Ave	★★★★★	2021	20,260	0%	7/25/2022	\$17,278,143	\$853	-
2 Fresno-Herndon Medical... 7055 N Fresno St	★★★★★	1993	38,621	0%	6/1/2023	\$13,880,000	\$359	6.3%
3 255 W Bullard Ave	★★★★★	1966	37,680	0%	12/13/2022	\$7,000,000	\$186	-
4 CHSU 45 N Clovis Ave	★★★★★	2016	17,056	0%	7/29/2022	\$4,952,500	\$290	-
5 606 N Magnolia Ave	★★★★★	2019	5,208	0%	7/25/2022	\$4,463,865	\$857	-
6 7102 N Fresno St	★★★★★	1998	13,221	33.6%	2/27/2023	\$4,100,000	\$310	-
7 604 N Magnolia Ave	★★★★★	2019	3,548	0%	7/25/2022	\$3,057,992	\$862	-
8 711 W Alluvial Ave	★★★★★	2006	8,992	0%	2/21/2023	\$3,000,000	\$334	-
9 Fir Professional Office 1805 E Fir Ave	★★★★★	2004	10,120	0%	2/9/2023	\$2,900,000	\$287	-
10 2440 W Shaw Ave	★★★★★	1988	31,000	78.1%	11/11/2022	\$2,837,500	\$92	-
11 7590 N Colonial Ave	★★★★★	2016	8,595	100%	3/30/2023	\$2,425,000	\$282	-
12 3245-3255 W Figarden Dr	★★★★★	1995	12,746	0%	7/27/2022	\$2,425,000	\$190	-
13 6107 N Fresno	★★★★★	1990	9,600	0%	11/29/2022	\$2,200,000	\$229	7.8%
14 2514 Jensen Ave	★★★★★	1960	4,716	0%	2/24/2023	\$2,100,000	\$445	-
15 1865 E Alluvial Ave	★★★★★	2005	4,844	0%	12/9/2022	\$2,000,000	\$413	-
16 1752 E Bullard Ave	★★★★★	1985	12,300	0%	7/29/2022	\$1,690,000	\$137	-
15 1865 E Alluvial Ave	★★★★★	2005	4,844	100%	8/12/2022	\$1,575,000	\$325	-
17 1354 W Herndon Ave	★★★★★	2002	4,700	0%	12/8/2022	\$1,300,000	\$277	-
18 1170 W Shaw Ave	★★★★★	1978	5,048	100%	12/30/2022	\$1,200,000	\$238	-
19 Shaw Fruit Business Plaza 5088 N Fruit Ave	★★★★★	1988	6,060	100%	8/24/2022	\$1,160,000	\$191	-

The Fresno economy added workers quicker than the national average every quarter from 2013–19, but as in the wider U.S., job losses soared thanks to the coronavirus pandemic and unemployment remains inflated.

Like virtually all of the Central Valley, agriculture drives the local economy. Fresno County's agricultural industry contributes around \$8 billion annually to the California economy and supports roughly 20% of all local jobs; the metro is one of the top-producing agricultural regions in the nation. However, the reliance on agriculture also exposes this area to fluctuations in the market and external forces such as the weather. The drought that California has been subject to in recent years caused farmers to increasingly tap into their well water reserves, which grew expenses for drilling deeper wells and pumping energy costs. Moreover, low water availability reduces crops, meat production, lower wages for employees, and higher food prices for consumers. Tariffs on crop exports to countries such as China create an added concern.

Leading up to the pandemic, education and health services was easily seeing the strongest job growth here before the sector shed approximately 7% of its workers between March and May of 2020 year because of the initial stay-at-home mandate. While many jobs have returned, education and health services lost more than 2,000 employees between December and January. Employment was about 3% below the peak as of the Bureau of Labor Statistics February update.

Trade, transportation, and utilities, largely thanks to retail trade, contracted by about 8% between February and May of 2021. However, employment as of the February jobs report was up compared to one year ago due to strong gains in transportation and warehousing. Leisure and hospitality jobs fell by roughly 37% between

February and April of 2021, but with California relaxing social distancing mandates, a modest 800 jobs were added in March. Employment in leisure and hospitality remains about 25% below the Feb. 2020 peak.

Fresno typically sees little growth in office-using employment. Professional and business services and financial activities, two sectors predominantly made up of office-using jobs, were seeing limited gains even before the onset of the virus. The government also accounts for a number of office-using jobs and is one of the metro's largest employment nodes. That sector can typically be counted on to help buttress employment during downturns, but with tax revenue falling, government jobs are approximately 10% below the peak.

A boost for the local economy appears to be on the horizon, with Southwest Airlines announcing it plans to add service to Fresno Yosemite International Airport starting this spring. The airport brought more than \$900 million to the region in 2019, and it is estimated that the presence of Southwest could increase that figure by \$140 million.

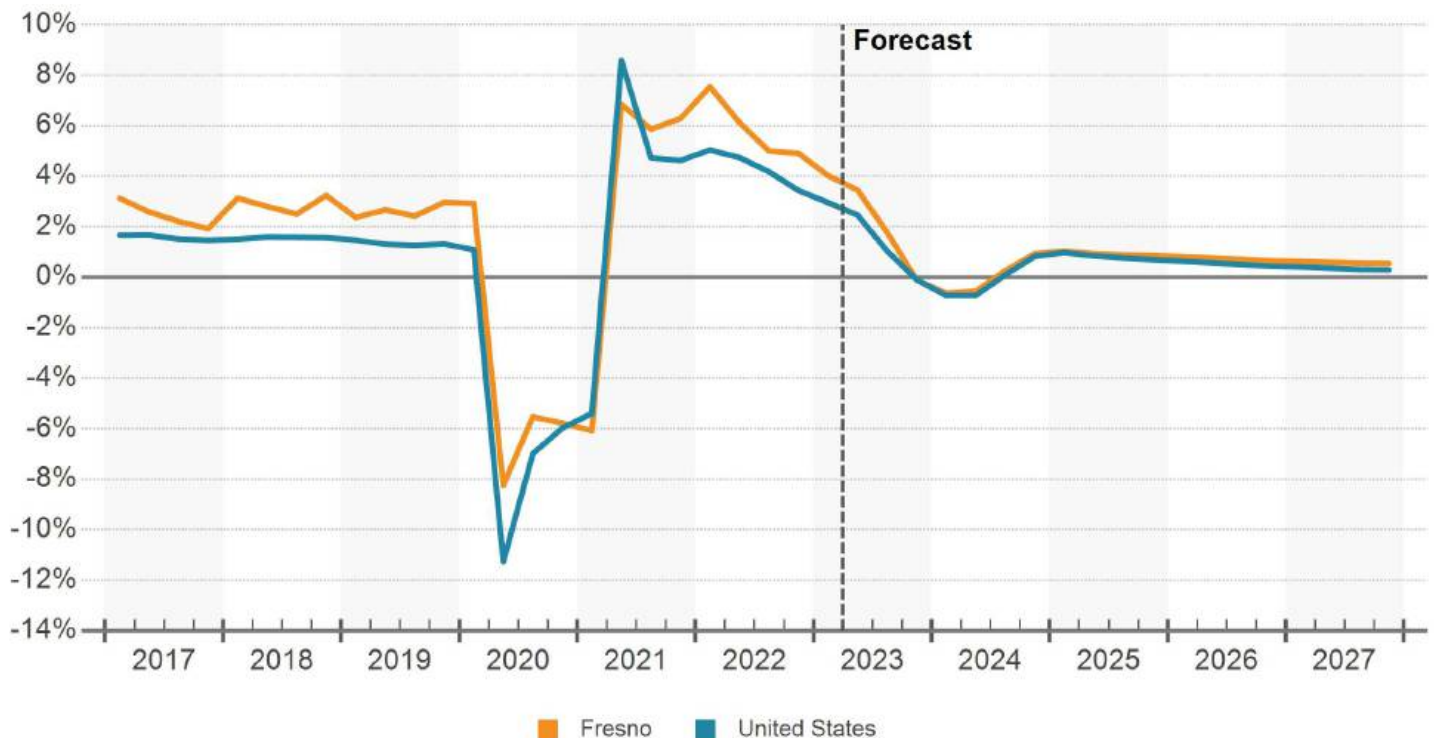
Compared to its Central Valley counterparts, Fresno leads downtown revitalization. A \$16 million federal grant to reconstruct the withering Fulton Mall Corridor jump-started development downtown. Once known as downtown's Main Street, two-way traffic roadways and bike paths have replaced the pedestrian mall while preserving many historical features. The project has improved downtown's accessibility, aesthetics, and commercial viability for current and prospective businesses. Chukchansi Park, home to the Fresno Grizzlies minor league baseball team, is located steps away from Fulton Mall. And Bitwise Industries, an ambitious startup reportedly responsible for creating roughly 1,000 tech jobs in the metro, occupies around 25,000 SF of office space at its nearby headquarters.

FRESNO 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	27	0.8	0.79%	1.64%	1.87%	0.80%	-0.12%	-0.11%
Trade, Transportation and Utilities	76	1.1	-0.36%	0.98%	2.33%	1.21%	0.37%	-0.03%
Retail Trade	40	1.0	-1.06%	0.71%	1.24%	0.41%	0.26%	-0.03%
Financial Activities	13	0.6	3.21%	1.09%	0.35%	1.49%	-0.32%	-0.04%
Government	76	1.4	5.19%	1.82%	1.86%	0.30%	0.42%	0.44%
Natural Resources, Mining and Construction	23	1.1	0.06%	3.02%	5.30%	2.52%	0.54%	0.08%
Education and Health Services	84	1.3	6.64%	3.80%	4.30%	1.77%	0.81%	0.53%
Professional and Business Services	35	0.6	6.12%	2.24%	2.10%	2.16%	0.40%	0.21%
Information	3	0.4	2.11%	-1.07%	-1.60%	1.15%	-0.28%	0.16%
Leisure and Hospitality	38	0.9	2.96%	6.03%	2.89%	1.60%	0.86%	0.84%
Other Services	13	0.9	4.00%	3.14%	1.84%	0.69%	-0.23%	0.16%
Total Employment	390	1.0	3.46%	2.47%	2.64%	1.36%	0.45%	0.27%

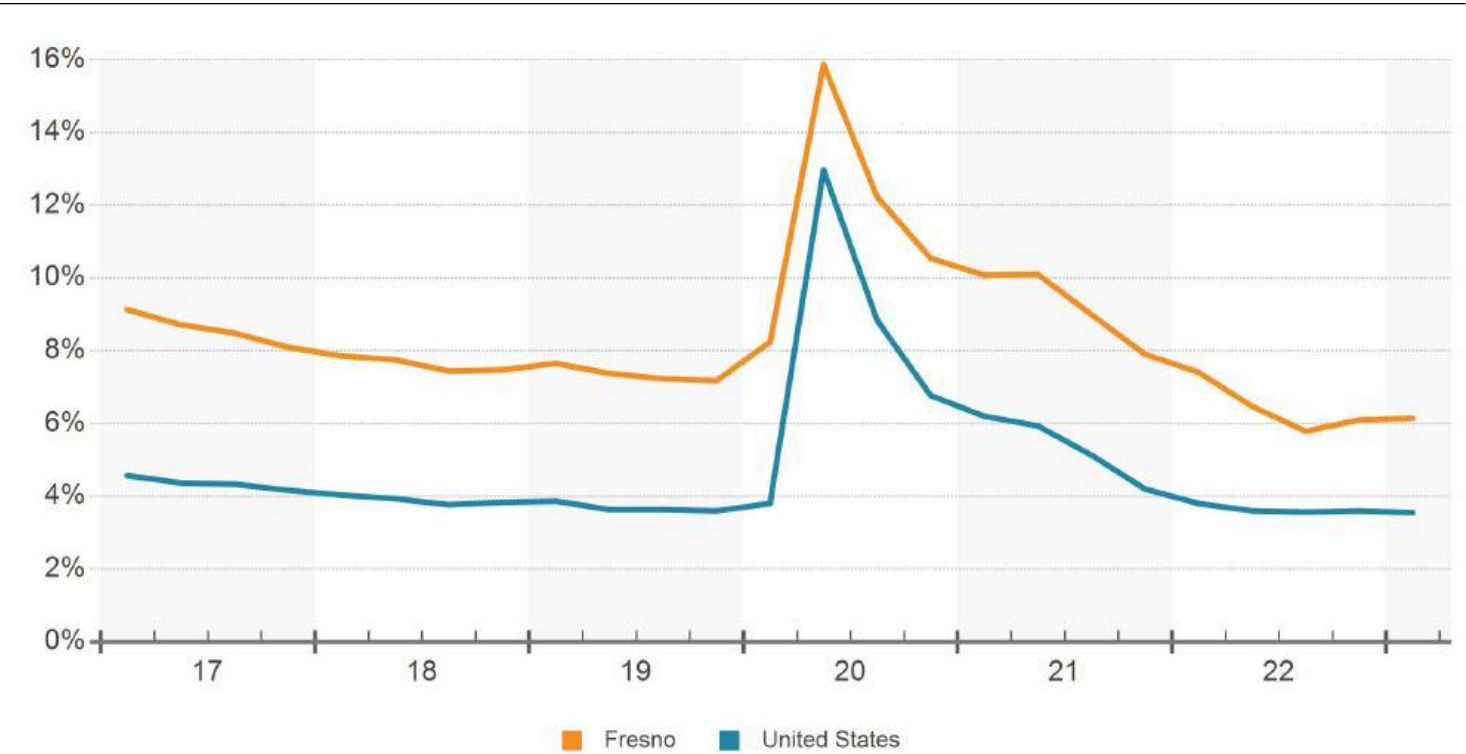
Source: Oxford Economics
LQ = Location Quotient

JOB GROWTH (YOY)

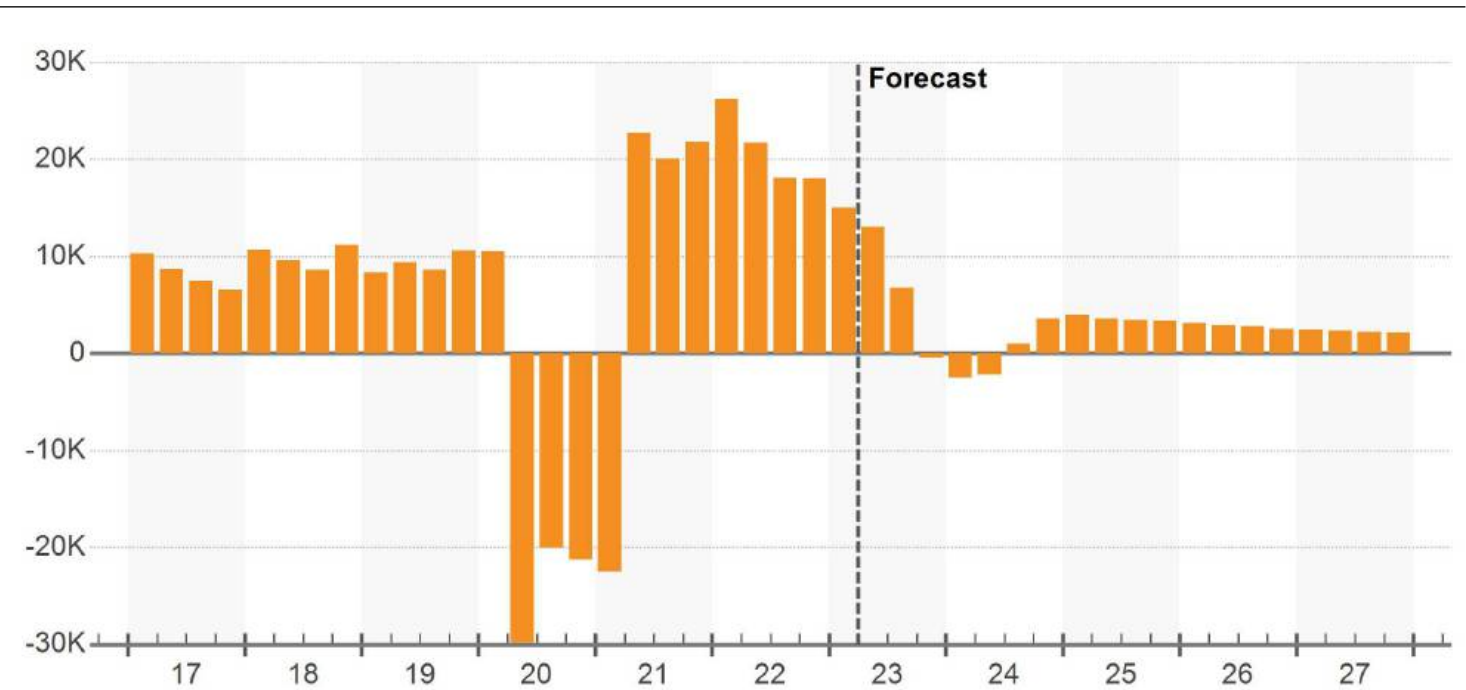


Source: Oxford Economics

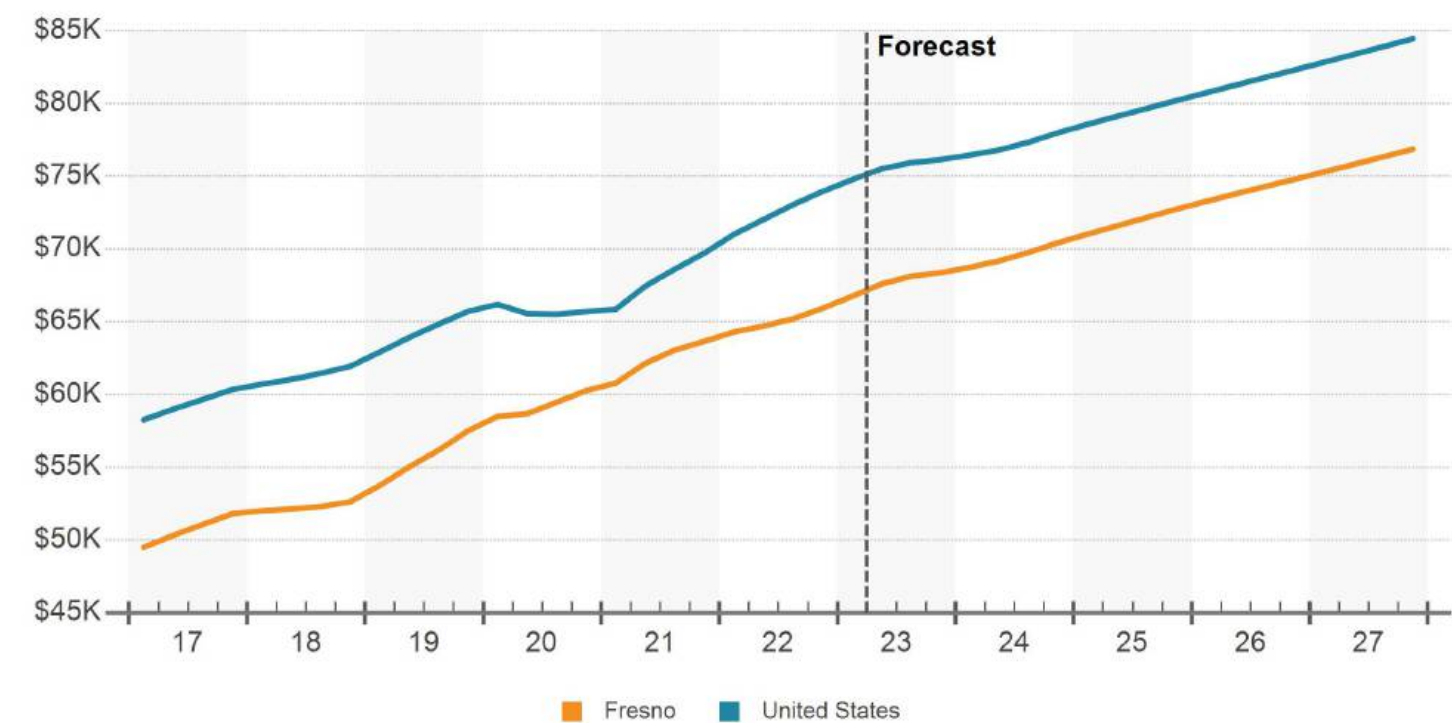
UNEMPLOYMENT RATE (%)



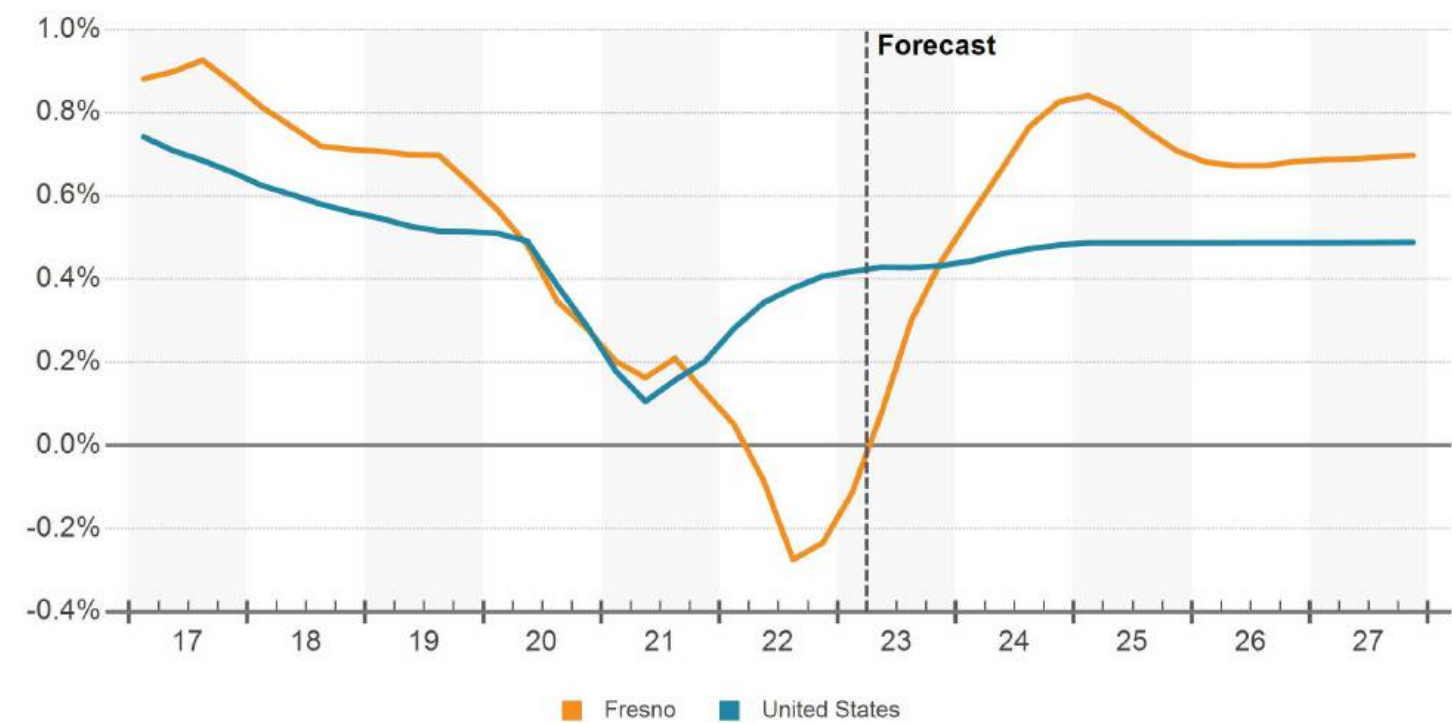
NET EMPLOYMENT CHANGE (YOY)



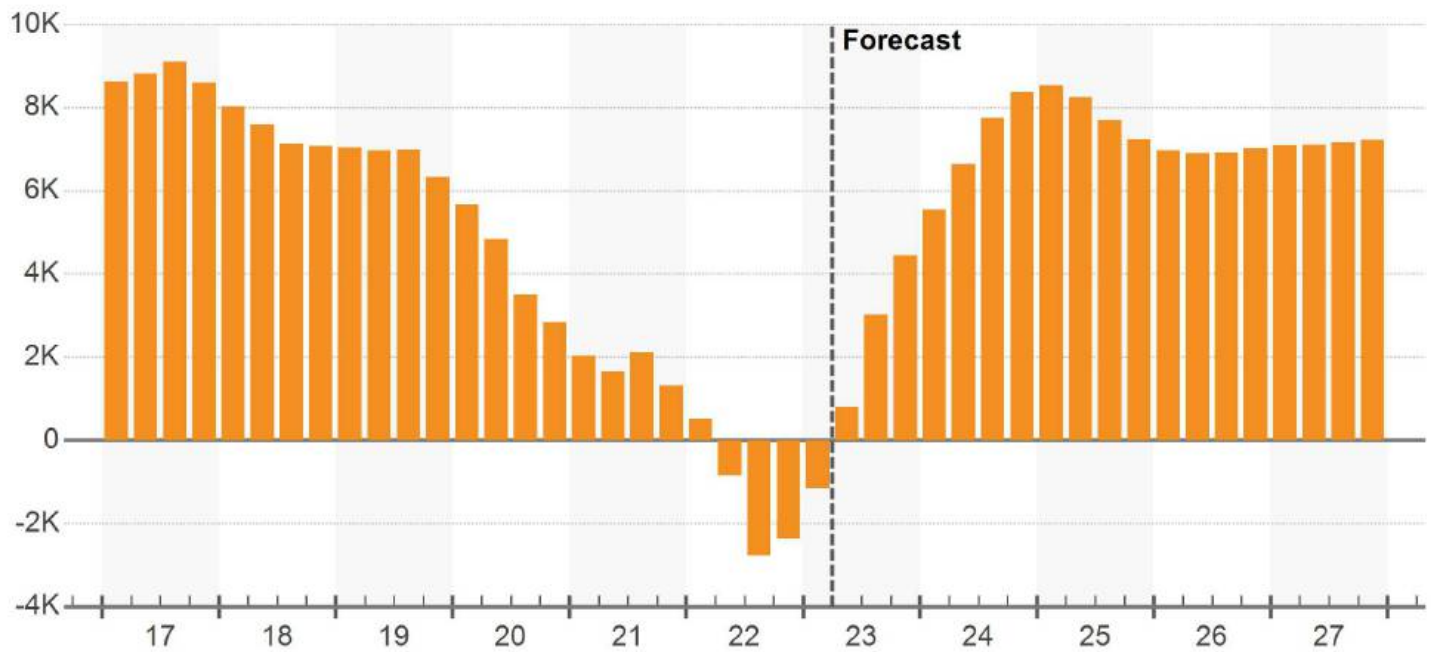
MEDIAN HOUSEHOLD INCOME



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	1,010,224	334,357,531	0.1%	0.4%	0.6%	0.6%	0.7%	0.5%
Households	324,888	129,796,133	0.4%	0.8%	0.8%	0.9%	0.8%	0.6%
Median Household Income	\$67,575	\$75,490	4.5%	4.9%	4.7%	3.8%	2.9%	2.5%
Labor Force	459,090	165,385,156	2.1%	0.8%	0.5%	0.6%	0.8%	0.4%
Unemployment	6.1%	3.5%	-0.3%	-0.1%	-0.8%	-0.4%	-	-

Source: Oxford Economics

POPULATION GROWTH



LABOR FORCE GROWTH

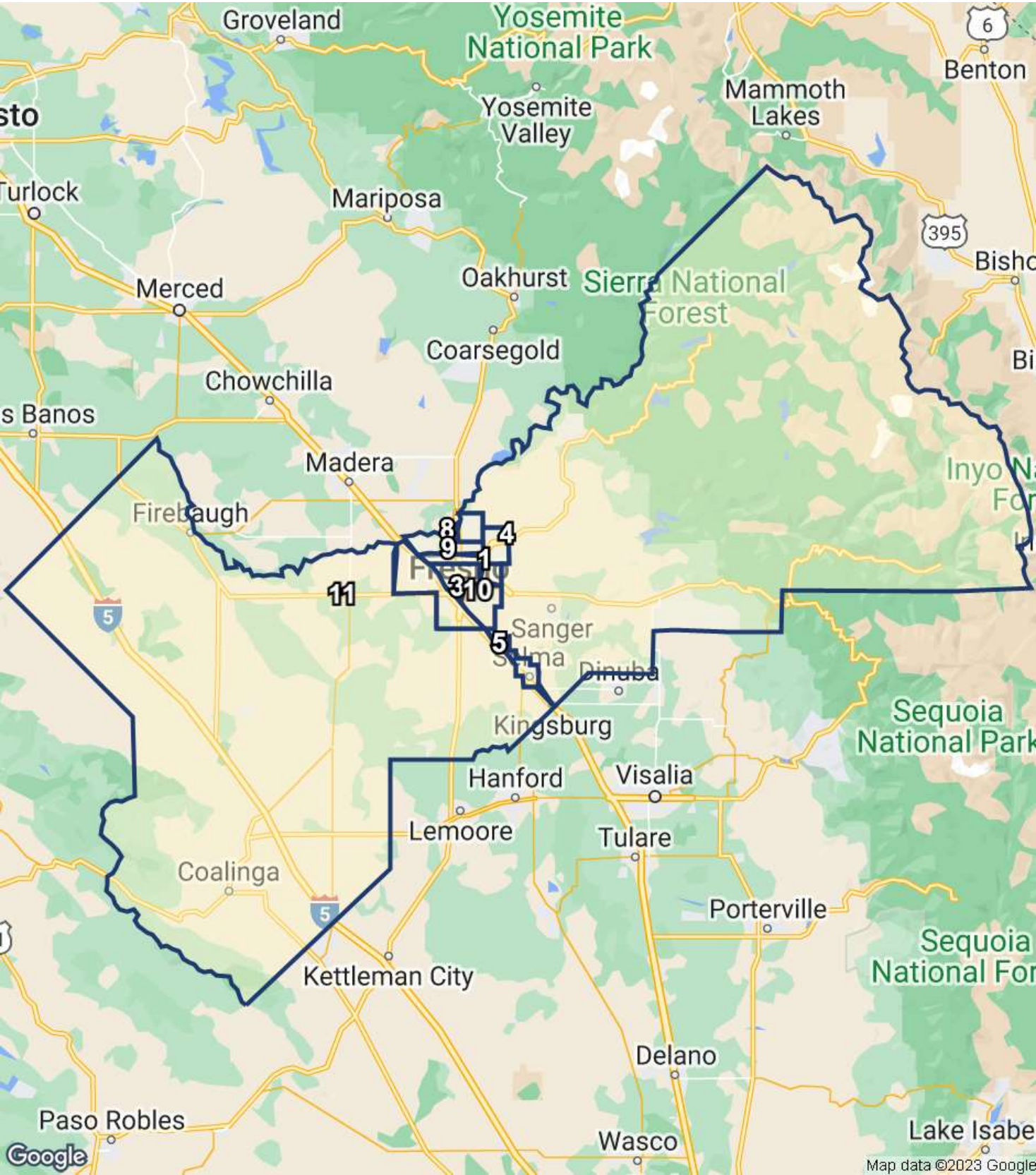


INCOME GROWTH



Source: Oxford Economics

FRESNO 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	161	1,919	6.7%	7	0	0	0%	-	1	17	0.9%	3
2	Clovis	201	1,570	5.5%	8	2	5	0.3%	5	4	24	1.5%	2
3	Downtown Fresno	204	6,274	21.8%	1	1	94	1.5%	1	1	10	0.2%	5
4	E Outlying Fresno County	128	958	3.3%	10	0	0	0%	-	1	43	4.5%	1
5	Fowler/Selma	53	334	1.2%	12	0	0	0%	-	0	-	-	-
6	Midtown	343	2,186	7.6%	5	0	0	0%	-	0	-	-	-
7	North Fresno	293	2,884	10.0%	4	0	0	0%	-	1	10	0.3%	4
8	Palm Bluffs	121	2,073	7.2%	6	0	0	0%	-	0	-	-	-
9	Shaw	385	4,533	15.8%	2	1	7	0.1%	4	0	-	-	-
10	Southeast Fresno	54	1,105	3.8%	9	1	20	1.8%	2	0	-	-	-
11	W Outlying Fresno County	77	421	1.5%	11	1	15	3.6%	3	0	-	-	-
12	West Fresno	33	276	1.0%	13	0	0	0%	-	0	-	-	-
13	Woodward	243	4,197	14.6%	3	1	1	0%	6	0	-	-	-

SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Airport	\$1.44	12	0.9%	9	-0.2%	13
2	Clovis	\$1.79	5	1.0%	8	0.5%	3
3	Downtown Fresno	\$1.86	3	0.3%	13	0.3%	5
4	E Outlying Fresno County	\$1.82	4	0.5%	11	0.2%	8
5	Fowler/Selma	\$1.60	10	1.1%	2	0.1%	9
6	Midtown	\$1.42	13	1.1%	4	0%	12
7	North Fresno	\$1.76	6	1.1%	3	0.3%	7
8	Palm Bluffs	\$1.97	2	0.9%	10	0.7%	1
9	Shaw	\$1.65	7	1.0%	6	0.3%	6
10	Southeast Fresno	\$1.63	8	1.0%	7	0.5%	4
11	W Outlying Fresno County	\$1.59	11	1.1%	5	0.1%	10
12	West Fresno	\$1.61	9	1.1%	1	0%	11
13	Woodward	\$2.10	1	0.4%	12	0.6%	2

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Airport	190,226	9.9%	11	(64,589)	-3.4%	13	-
2	Clovis	37,453	2.4%	3	10,762	0.7%	5	0.5
3	Downtown Fresno	448,350	7.1%	7	71,005	1.1%	1	1.3
4	E Outlying Fresno County	60,196	6.3%	5	(9,121)	-1.0%	10	-
5	Fowler/Selma	3,789	1.1%	1	0	0%	-	-
6	Midtown	134,155	6.1%	4	(45,864)	-2.1%	12	-
7	North Fresno	185,957	6.4%	6	69,370	2.4%	2	-
8	Palm Bluffs	166,941	8.1%	9	(2,121)	-0.1%	9	-
9	Shaw	392,793	8.7%	10	29,076	0.6%	3	0.2
10	Southeast Fresno	534,126	48.3%	12	19,756	1.8%	4	1.0
11	W Outlying Fresno County	8,850	2.1%	2	10,715	2.5%	6	1.3
12	West Fresno	-	-	-	72	0%	7	-
13	Woodward	323,411	7.7%	8	(14,358)	-0.3%	11	-

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	28,998,182	74,588	0.3%	54,189	0.2%	1.4
2026	28,923,594	55,941	0.2%	29,496	0.1%	1.9
2025	28,867,653	36,408	0.1%	22,864	0.1%	1.6
2024	28,831,245	13,422	0%	(76,852)	-0.3%	-
2023	28,817,823	203,150	0.7%	(107,312)	-0.4%	-
YTD	28,729,253	114,580	0.4%	41,343	0.1%	2.8
2022	28,614,673	235,116	0.8%	258,500	0.9%	0.9
2021	28,379,557	85,264	0.3%	(246,146)	-0.9%	-
2020	28,294,293	279,169	1.0%	77,245	0.3%	3.6
2019	28,015,124	125,738	0.5%	333,866	1.2%	0.4
2018	27,889,386	124,732	0.4%	508,913	1.8%	0.2
2017	27,764,654	322,971	1.2%	638,497	2.3%	0.5
2016	27,441,683	187,894	0.7%	289,203	1.1%	0.6
2015	27,253,789	76,075	0.3%	174,338	0.6%	0.4
2014	27,177,714	37,495	0.1%	284,794	1.0%	0.1
2013	27,140,219	238,108	0.9%	378,659	1.4%	0.6
2012	26,902,111	10,693	0%	72,588	0.3%	0.1
2011	26,891,418	43,254	0.2%	(33,782)	-0.1%	-

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	2,954,154	51,424	1.8%	42,482	1.4%	1.2
2026	2,902,730	40,413	1.4%	29,309	1.0%	1.4
2025	2,862,317	28,903	1.0%	17,643	0.6%	1.6
2024	2,833,414	9,498	0.3%	(258)	0%	-
2023	2,823,916	137,439	5.1%	116,240	4.1%	1.2
YTD	2,780,916	94,439	3.5%	114,887	4.1%	0.8
2022	2,686,477	0	0%	4,286	0.2%	0
2021	2,686,477	0	0%	(39,590)	-1.5%	-
2020	2,686,477	98,638	3.8%	73,302	2.7%	1.3
2019	2,587,839	0	0%	47,102	1.8%	0
2018	2,587,839	0	0%	45,596	1.8%	0
2017	2,587,839	0	0%	23,874	0.9%	0
2016	2,587,839	73,137	2.9%	17,866	0.7%	4.1
2015	2,514,702	45,558	1.8%	69,136	2.7%	0.7
2014	2,469,144	0	0%	(1,851)	-0.1%	-
2013	2,469,144	114,057	4.8%	205,824	8.3%	0.6
2012	2,355,087	0	0%	(32,432)	-1.4%	-
2011	2,355,087	30,494	1.3%	76,555	3.3%	0.4

Supply & Demand Trends

Fresno Office

3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	14,592,166	35,954	0.2%	14,441	0.1%	2.5
2026	14,556,212	28,255	0.2%	15,920	0.1%	1.8
2025	14,527,957	20,208	0.1%	17,490	0.1%	1.2
2024	14,507,749	16,614	0.1%	(22,251)	-0.2%	-
2023	14,491,135	71,266	0.5%	(84,064)	-0.6%	-
YTD	14,440,010	20,141	0.1%	(34,436)	-0.2%	-
2022	14,419,869	220,668	1.6%	289,147	2.0%	0.8
2021	14,199,201	85,264	0.6%	(333,520)	-2.3%	-
2020	14,113,937	177,093	1.3%	47,434	0.3%	3.7
2019	13,936,844	125,738	0.9%	199,001	1.4%	0.6
2018	13,811,106	124,732	0.9%	263,867	1.9%	0.5
2017	13,686,374	323,965	2.4%	571,372	4.2%	0.6
2016	13,362,409	110,545	0.8%	67,258	0.5%	1.6
2015	13,251,864	17,734	0.1%	69,533	0.5%	0.3
2014	13,234,130	66,853	0.5%	255,130	1.9%	0.3
2013	13,167,277	129,500	1.0%	122,016	0.9%	1.1
2012	13,037,777	28,704	0.2%	134,797	1.0%	0.2
2011	13,009,073	0	0%	(33,310)	-0.3%	-

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2027	11,451,862	(12,790)	-0.1%	(2,734)	0%	-
2026	11,464,652	(12,727)	-0.1%	(15,733)	-0.1%	-
2025	11,477,379	(12,703)	-0.1%	(12,269)	-0.1%	-
2024	11,490,082	(12,690)	-0.1%	(54,343)	-0.5%	-
2023	11,502,772	(5,555)	0%	(139,488)	-1.2%	-
YTD	11,508,327	0	0%	(39,108)	-0.3%	-
2022	11,508,327	14,448	0.1%	(34,933)	-0.3%	-
2021	11,493,879	0	0%	126,964	1.1%	0
2020	11,493,879	3,438	0%	(43,491)	-0.4%	-
2019	11,490,441	0	0%	87,763	0.8%	0
2018	11,490,441	0	0%	199,450	1.7%	0
2017	11,490,441	(994)	0%	43,251	0.4%	-
2016	11,491,435	4,212	0%	204,079	1.8%	0
2015	11,487,223	12,783	0.1%	35,669	0.3%	0.4
2014	11,474,440	(29,358)	-0.3%	31,515	0.3%	-
2013	11,503,798	(5,449)	0%	50,819	0.4%	-
2012	11,509,247	(18,011)	-0.2%	(29,777)	-0.3%	-
2011	11,527,258	12,760	0.1%	(77,027)	-0.7%	-

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.71	108	0%	-3.1%	2,887,779	10.0%	0.1%
2026	\$1.71	108	-0.4%	-3.0%	2,864,462	9.9%	0.1%
2025	\$1.72	108	-0.3%	-2.7%	2,835,104	9.8%	0%
2024	\$1.73	109	-2.0%	-2.4%	2,818,572	9.8%	0.3%
2023	\$1.76	111	-0.3%	-0.3%	2,725,120	9.5%	1.0%
YTD	\$1.77	112	0.7%	0.4%	2,486,247	8.7%	0.2%
2022	\$1.77	111	2.2%	0%	2,413,010	8.4%	-0.2%
2021	\$1.73	109	2.7%	-2.2%	2,436,394	8.6%	1.1%
2020	\$1.68	106	3.3%	-4.7%	2,104,984	7.4%	0.6%
2019	\$1.63	103	5.4%	-7.7%	1,903,060	6.8%	-0.8%
2018	\$1.55	97	6.0%	-12.5%	2,111,188	7.6%	-1.4%
2017	\$1.46	92	0.1%	-17.4%	2,495,369	9.0%	-1.3%
2016	\$1.46	92	1.3%	-17.5%	2,810,895	10.2%	-0.4%
2015	\$1.44	91	-0.8%	-18.6%	2,912,204	10.7%	-0.4%
2014	\$1.45	91	4.1%	-17.9%	3,010,467	11.1%	-0.9%
2013	\$1.39	88	3.4%	-21.1%	3,257,766	12.0%	-0.6%
2012	\$1.35	85	2.7%	-23.7%	3,398,317	12.6%	-0.2%
2011	\$1.31	83	-5.7%	-25.7%	3,460,212	12.9%	0.3%

4 & 5 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$2.47	106	-0.1%	-7.3%	308,159	10.4%	0.1%
2026	\$2.47	106	-0.5%	-7.1%	299,283	10.3%	0.2%
2025	\$2.48	107	-0.4%	-6.7%	288,243	10.1%	0.3%
2024	\$2.49	107	-2.0%	-6.3%	277,053	9.8%	0.3%
2023	\$2.55	109	-0.6%	-4.4%	267,340	9.5%	0.3%
YTD	\$2.56	110	-1.3%	-3.7%	225,693	8.1%	-1.0%
2022	\$2.56	110	-3.9%	-3.9%	246,141	9.2%	-0.2%
2021	\$2.66	114	4.0%	0%	250,427	9.3%	1.5%
2020	\$2.56	110	-2.5%	-3.9%	210,837	7.8%	0.7%
2019	\$2.63	113	2.7%	-1.4%	185,501	7.2%	-1.8%
2018	\$2.56	110	23.1%	-4.0%	232,603	9.0%	-1.8%
2017	\$2.08	89	-5.4%	-22.0%	278,199	10.8%	-0.9%
2016	\$2.20	94	-6.3%	-17.5%	302,073	11.7%	1.9%
2015	\$2.34	101	-1.3%	-12.0%	246,802	9.8%	-1.1%
2014	\$2.37	102	6.8%	-10.9%	270,380	11.0%	0.1%
2013	\$2.22	96	2.2%	-16.5%	268,529	10.9%	-4.4%
2012	\$2.17	93	0.7%	-18.4%	360,296	15.3%	1.4%
2011	\$2.16	93	-5.7%	-18.9%	327,864	13.9%	-2.2%

3 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.72	108	-0.1%	-3.2%	1,677,019	11.5%	0.1%
2026	\$1.72	108	-0.5%	-3.1%	1,655,659	11.4%	0.1%
2025	\$1.73	108	-0.4%	-2.6%	1,643,469	11.3%	0%
2024	\$1.74	109	-2.1%	-2.2%	1,640,905	11.3%	0.3%
2023	\$1.78	111	-0.1%	-0.1%	1,602,138	11.1%	1.0%
YTD	\$1.79	112	1.0%	0.6%	1,501,384	10.4%	0.4%
2022	\$1.78	111	3.2%	0%	1,446,807	10.0%	-0.6%
2021	\$1.72	108	1.5%	-3.1%	1,515,286	10.7%	2.9%
2020	\$1.70	106	4.3%	-4.5%	1,096,502	7.8%	0.8%
2019	\$1.63	102	7.5%	-8.5%	966,843	6.9%	-0.6%
2018	\$1.51	95	2.7%	-14.8%	1,040,106	7.5%	-1.1%
2017	\$1.47	92	-1.3%	-17.1%	1,179,241	8.6%	-2.1%
2016	\$1.49	94	2.3%	-16.0%	1,426,648	10.7%	0.2%
2015	\$1.46	91	0.5%	-17.9%	1,383,361	10.4%	-0.4%
2014	\$1.45	91	0.9%	-18.3%	1,435,160	10.8%	-1.5%
2013	\$1.44	90	4.4%	-19.0%	1,623,437	12.3%	-0.1%
2012	\$1.38	86	4.5%	-22.4%	1,615,953	12.4%	-0.8%
2011	\$1.32	83	-6.1%	-25.8%	1,722,046	13.2%	0.3%

1 & 2 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2027	\$1.52	109	0.1%	-2.7%	902,601	7.9%	-0.1%
2026	\$1.52	109	-0.2%	-2.9%	909,520	7.9%	0.1%
2025	\$1.52	109	-0.2%	-2.6%	903,392	7.9%	0%
2024	\$1.52	109	-1.9%	-2.5%	900,614	7.8%	0.4%
2023	\$1.55	111	-0.6%	-0.6%	855,642	7.4%	1.2%
YTD	\$1.56	112	1.1%	0.1%	759,170	6.6%	0.3%
2022	\$1.56	112	3.4%	0%	720,062	6.3%	0.4%
2021	\$1.51	108	4.0%	-3.3%	670,681	5.8%	-1.1%
2020	\$1.45	104	4.4%	-7.0%	797,645	6.9%	0.4%
2019	\$1.39	100	3.6%	-10.9%	750,716	6.5%	-0.8%
2018	\$1.34	96	4.1%	-14.0%	838,479	7.3%	-1.7%
2017	\$1.29	92	4.5%	-17.4%	1,037,929	9.0%	-0.4%
2016	\$1.23	88	3.4%	-21.0%	1,082,174	9.4%	-1.7%
2015	\$1.19	85	-2.4%	-23.5%	1,282,041	11.2%	-0.2%
2014	\$1.22	88	7.9%	-21.6%	1,304,927	11.4%	-0.5%
2013	\$1.13	81	2.2%	-27.4%	1,365,800	11.9%	-0.5%
2012	\$1.11	79	0.9%	-29.0%	1,422,068	12.4%	0.1%
2011	\$1.10	79	-5.0%	-29.6%	1,410,302	12.2%	0.8%

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	-	-	-	-	-	-	\$157.03	123	10.0%
2026	-	-	-	-	-	-	\$151.58	119	10.3%
2025	-	-	-	-	-	-	\$150.81	118	10.4%
2024	-	-	-	-	-	-	\$151.86	119	10.4%
2023	-	-	-	-	-	-	\$164.42	129	9.9%
YTD	27	\$35.2M	0.6%	\$1,761,147	\$262	7.1%	\$180.28	141	9.1%
2022	97	\$178.7M	3.0%	\$1,985,538	\$210.86	7.0%	\$182.11	143	9.0%
2021	97	\$216.5M	3.9%	\$2,639,799	\$230.11	7.3%	\$193.87	152	8.2%
2020	61	\$56.6M	1.7%	\$1,029,218	\$121.59	9.1%	\$175.73	138	8.6%
2019	123	\$125.1M	4.2%	\$1,737,423	\$132.70	7.4%	\$168.05	132	8.8%
2018	140	\$79.1M	3.4%	\$1,129,855	\$128.48	6.6%	\$163.47	128	8.7%
2017	167	\$134.8M	5.1%	\$1,531,352	\$131.39	7.9%	\$165.67	130	8.3%
2016	101	\$103.7M	3.9%	\$1,646,082	\$134.34	7.3%	\$169.39	133	7.9%
2015	103	\$100.7M	2.6%	\$1,548,547	\$184.22	8.7%	\$158.89	125	7.9%
2014	101	\$64.2M	2.9%	\$764,673	\$93.45	8.1%	\$150.79	118	7.9%
2013	68	\$71.3M	3.1%	\$1,208,969	\$96.96	7.8%	\$141.25	111	8.2%
2012	107	\$97M	4.1%	\$1,514,947	\$116	8.6%	\$134.11	105	8.5%

(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	-	-	-	-	-	-	\$290.44	126	9.1%
2026	-	-	-	-	-	-	\$280.05	122	9.5%
2025	-	-	-	-	-	-	\$278.67	121	9.6%
2024	-	-	-	-	-	-	\$280.66	122	9.6%
2023	-	-	-	-	-	-	\$304.76	133	9.0%
YTD	-	-	-	-	-	-	\$335.63	146	8.3%
2022	2	\$875K	0.5%	\$437,500	\$72.22	-	\$341.27	148	8.1%
2021	1	\$96M	10.7%	\$96,006,000	\$332.66	-	\$366.68	159	7.4%
2020	-	-	-	-	-	-	\$333.85	145	7.8%
2019	-	-	-	-	-	-	\$324.46	141	7.9%
2018	-	-	-	-	-	-	\$317.83	138	7.7%
2017	2	\$18.5M	4.6%	\$18,537,748	\$161.05	-	\$323.11	140	7.3%
2016	-	-	-	-	-	-	\$328.21	143	7.0%
2015	-	-	-	-	-	-	\$305.40	133	7.1%
2014	-	-	-	-	-	-	\$283.03	123	7.2%
2013	-	-	-	-	-	-	\$264.97	115	7.4%
2012	1	\$55.8M	7.7%	\$55,800,000	\$309.17	7.6%	\$252	110	7.6%

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3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$170.95	124	9.7%
2026	-	-	-	-	-	-	\$165.06	120	10.1%
2025	-	-	-	-	-	-	\$164.31	120	10.2%
2024	-	-	-	-	-	-	\$165.55	120	10.2%
2023	-	-	-	-	-	-	\$179.48	131	9.6%
YTD	7	\$26.3M	0.6%	\$5,261,000	\$330.68	6.3%	\$197.01	143	8.9%
2022	35	\$131.1M	3.3%	\$3,973,965	\$282.56	6.4%	\$198.82	145	8.8%
2021	38	\$67.7M	2.8%	\$2,333,506	\$243.33	7.2%	\$211.71	154	8.0%
2020	17	\$31.7M	1.9%	\$2,115,403	\$121.95	9.7%	\$190.12	138	8.4%
2019	30	\$80.5M	3.5%	\$3,499,482	\$172.12	6.6%	\$181.49	132	8.6%
2018	42	\$45M	3.2%	\$1,665,602	\$128.61	7.3%	\$176.49	128	8.5%
2017	36	\$91.5M	5.0%	\$3,519,644	\$145.56	9.0%	\$180.34	131	8.1%
2016	33	\$80.5M	4.0%	\$2,876,485	\$178.59	7.3%	\$185.07	135	7.6%
2015	22	\$62M	2.0%	\$3,260,574	\$242.66	8.5%	\$172.24	125	7.7%
2014	35	\$37.3M	3.2%	\$1,204,619	\$99.90	8.7%	\$162.69	118	7.8%
2013	24	\$47.1M	3.4%	\$2,241,363	\$122.68	8.0%	\$153.37	112	8.0%
2012	35	\$25M	3.6%	\$1,086,983	\$72.08	9.7%	\$145.78	106	8.3%

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1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$106.76	119	10.5%
2026	-	-	-	-	-	-	\$103.09	115	10.9%
2025	-	-	-	-	-	-	\$102.44	114	11.0%
2024	-	-	-	-	-	-	\$103.01	115	11.0%
2023	-	-	-	-	-	-	\$111.04	123	10.4%
YTD	20	\$8.9M	0.7%	\$594,529	\$162.47	7.8%	\$121.10	135	9.7%
2022	60	\$46.7M	3.4%	\$848,775	\$125.75	7.4%	\$122.01	136	9.6%
2021	58	\$52.8M	3.6%	\$1,015,112	\$141.14	7.3%	\$128.99	143	8.7%
2020	44	\$24.9M	2.0%	\$621,899	\$121.14	8.0%	\$118.80	132	9.1%
2019	93	\$44.6M	6.0%	\$910,333	\$93.89	7.8%	\$112.75	125	9.3%
2018	98	\$34.1M	4.4%	\$793,456	\$128.29	5.9%	\$109.20	121	9.2%
2017	129	\$24.7M	5.4%	\$405,090	\$87.68	6.9%	\$108.57	121	8.9%
2016	68	\$23.2M	4.8%	\$661,759	\$72.17	7.3%	\$110.68	123	8.4%
2015	81	\$38.7M	3.8%	\$841,406	\$132.96	8.8%	\$106.14	118	8.4%
2014	66	\$26.9M	3.3%	\$507,346	\$85.76	7.8%	\$103.37	115	8.3%
2013	44	\$24.3M	3.3%	\$638,435	\$68.92	7.6%	\$95.64	106	8.6%
2012	71	\$16.2M	3.9%	\$403,900	\$52.36	8.5%	\$90.47	101	8.9%

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