



Retail Submarket Report

Ballston

Washington - DC

PREPARED BY



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RETAIL SUBMARKET REPORT

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Overview

Ballston Retail

12 Mo Deliveries in SF

0

12 Mo Net Absorption in SF

(65.5 K)

Vacancy Rate

6.4%

12 Mo Rent Growth

0%

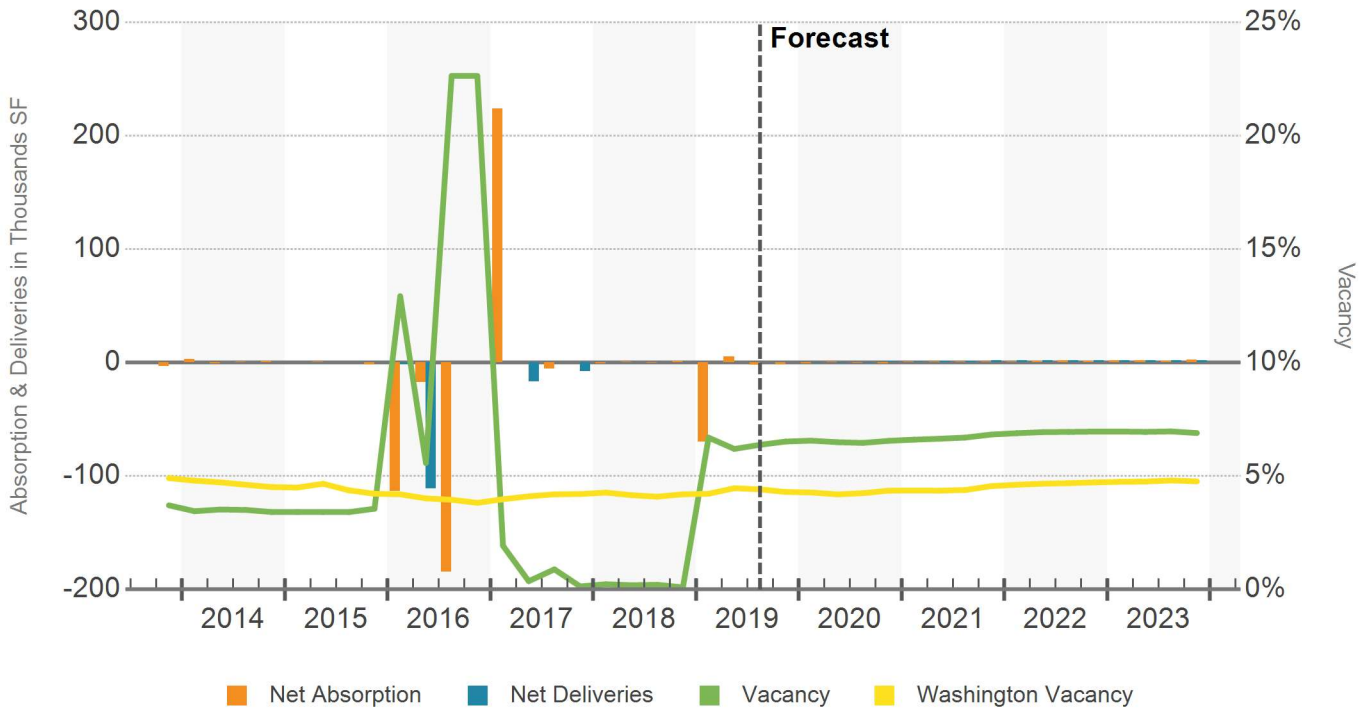
KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malls	590,000	10.6%	\$33.33	10.6%	0	0	0
Power Center	0	-	-	-	0	0	0
Neighborhood Center	49,442	0%	\$41.27	0%	0	0	0
Strip Center	55,670	5.7%	\$43.98	5.7%	0	0	0
General Retail	360,661	0.5%	\$36.75	0.5%	0	0	0
Other	0	-	-	-	0	0	0
Submarket	1,055,773	6.4%	\$35.43	6.4%	0	0	0

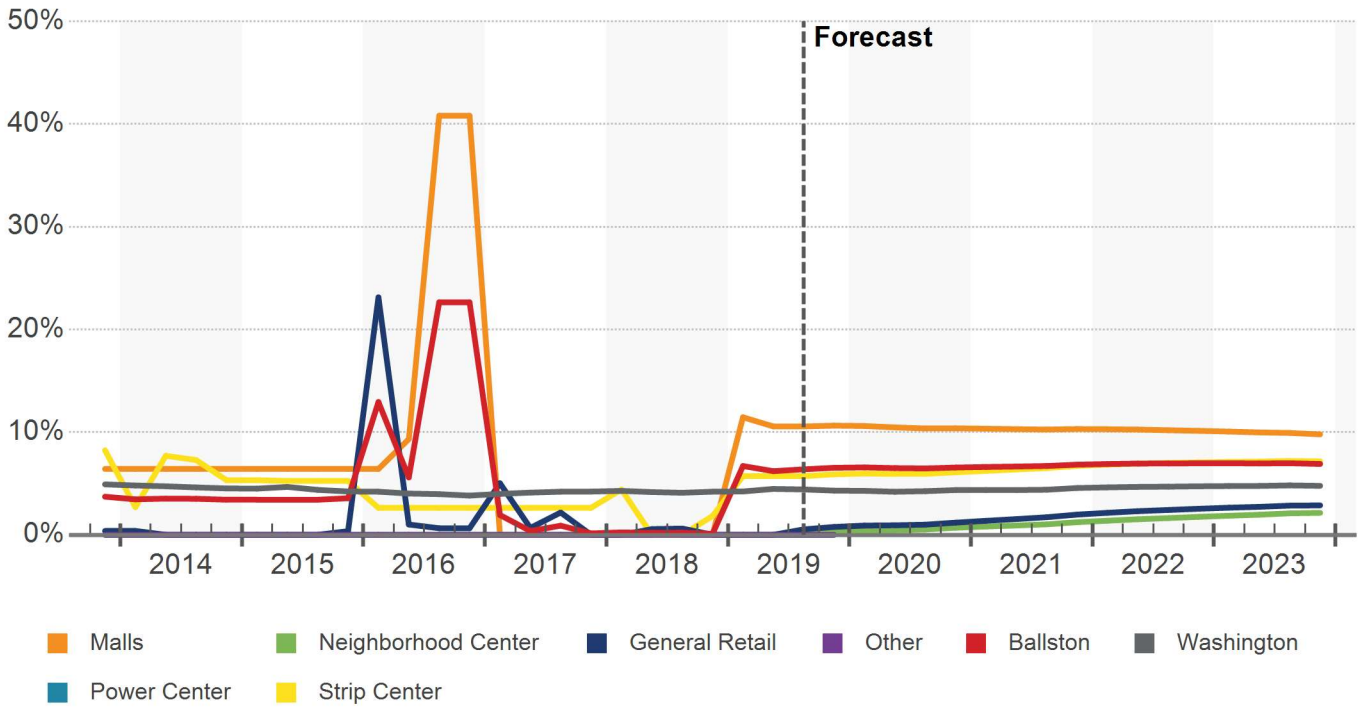
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	6.2%	3.6%	6.8%	22.6%	2016 Q4	0.1%	2018 Q4
Net Absorption SF	(65.5 K)	(13,465)	(531)	218,253	2017 Q4	(316,540)	2016 Q3
Deliveries SF	0	3,187	5,841	129,405	2006 Q4	0	2019 Q3
Rent Growth	0%	1.5%	0.2%	5.0%	2007 Q1	-3.4%	2009 Q4
Sales Volume	\$0	\$11.4M	N/A	\$114.5M	2016 Q4	\$0	2019 Q3



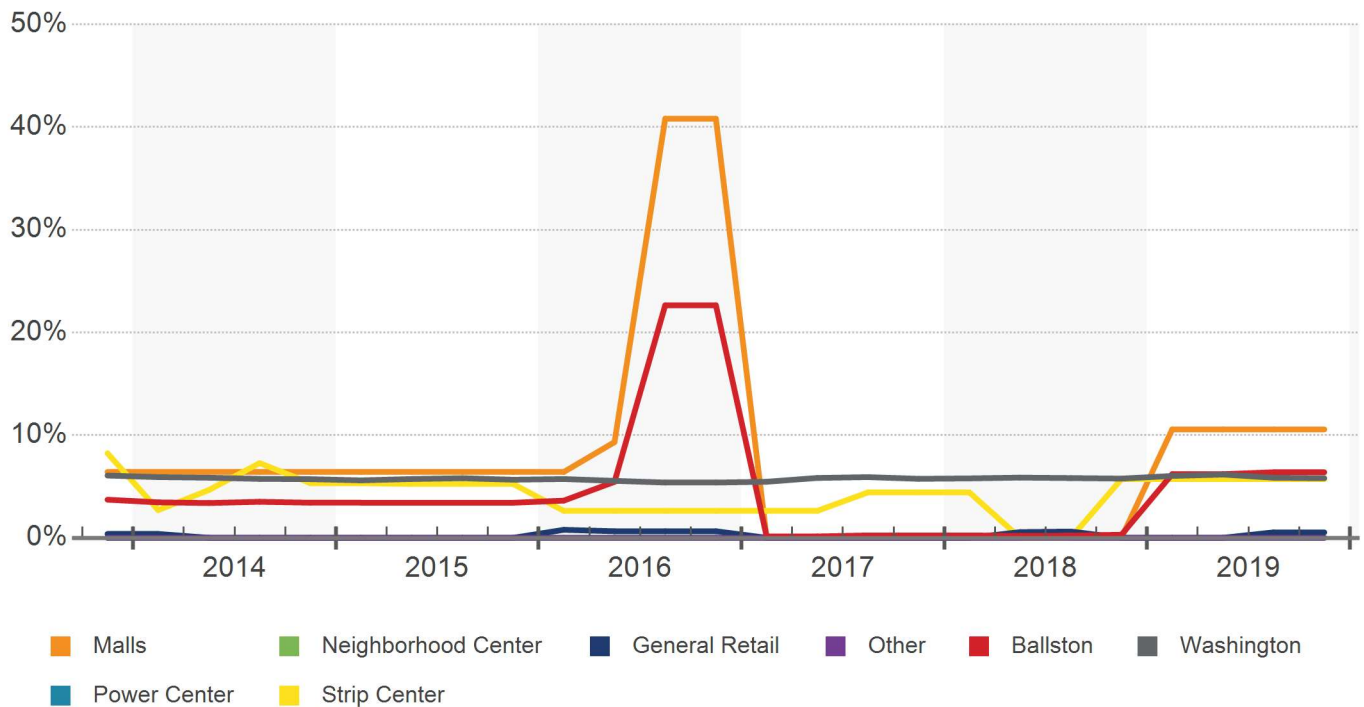
NET ABSORPTION, NET DELIVERIES & VACANCY



VACANCY RATE



AVAILABILITY RATE



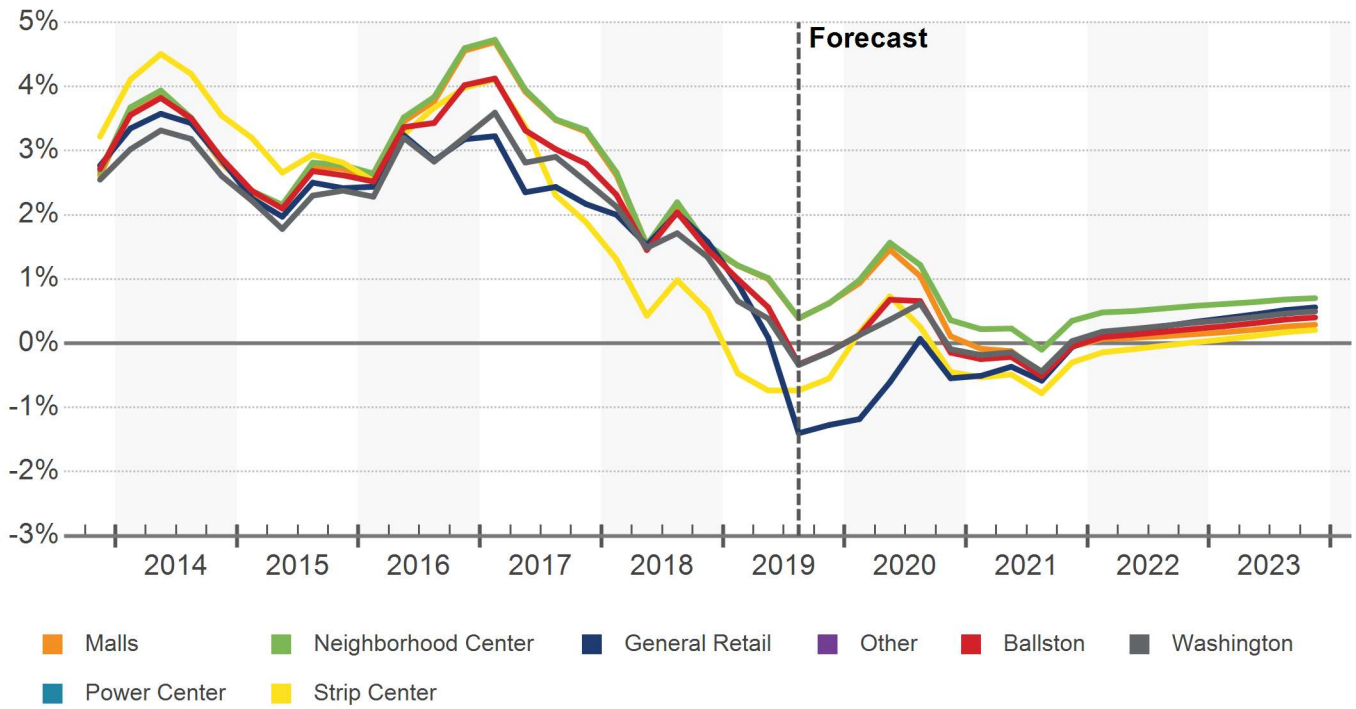
4 & 5 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	GLA	Deals	SF	Vacancy (QTD)	Net Absorption SF (QTD)
Ballston Quarter 4238 Wilson Blvd	★★★★☆	310,000	1	5,261	20.1%	0

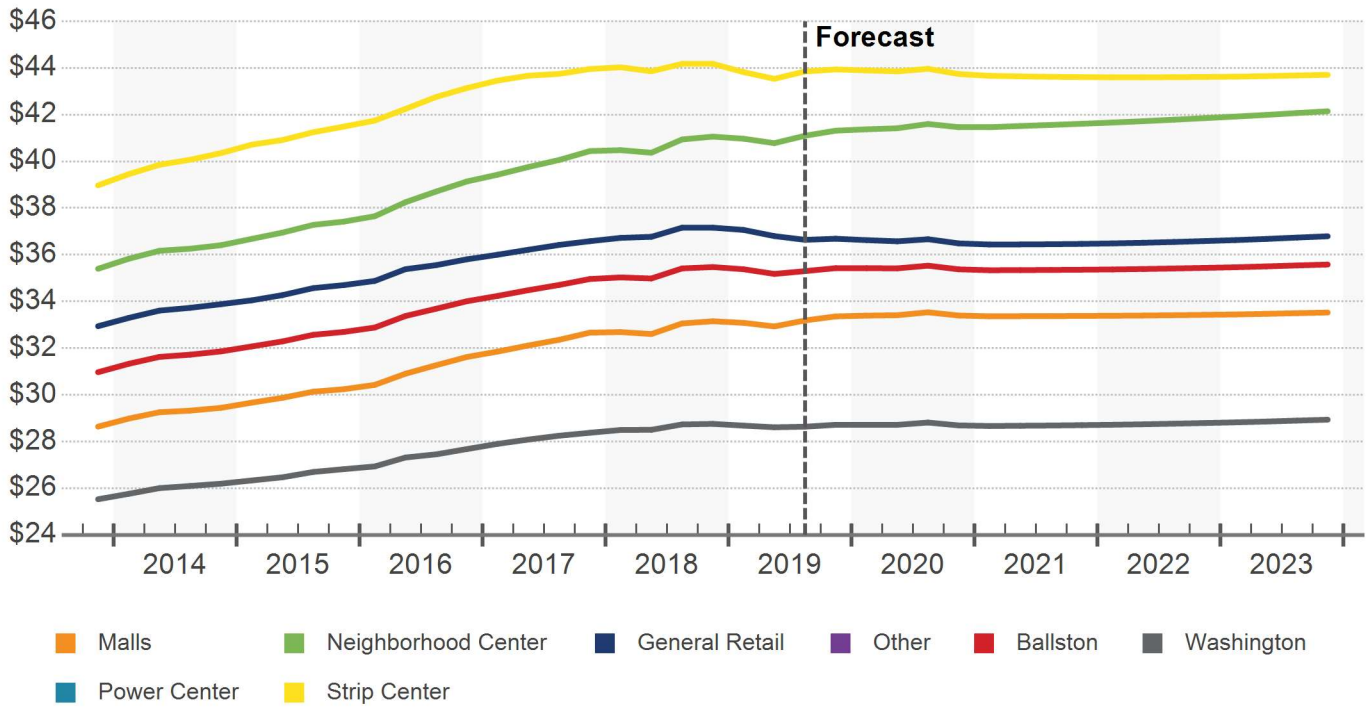
3 STAR MOST ACTIVE BUILDINGS IN SUBMARKET - PAST 12 MONTHS

Property Name/Address	Rating	GLA	Deals	SF	Vacancy (QTD)	Net Absorption SF (QTD)
The Hawthorn Condominium 820 N Pollard St	★★★☆☆	129,405	1	2,207	0%	0

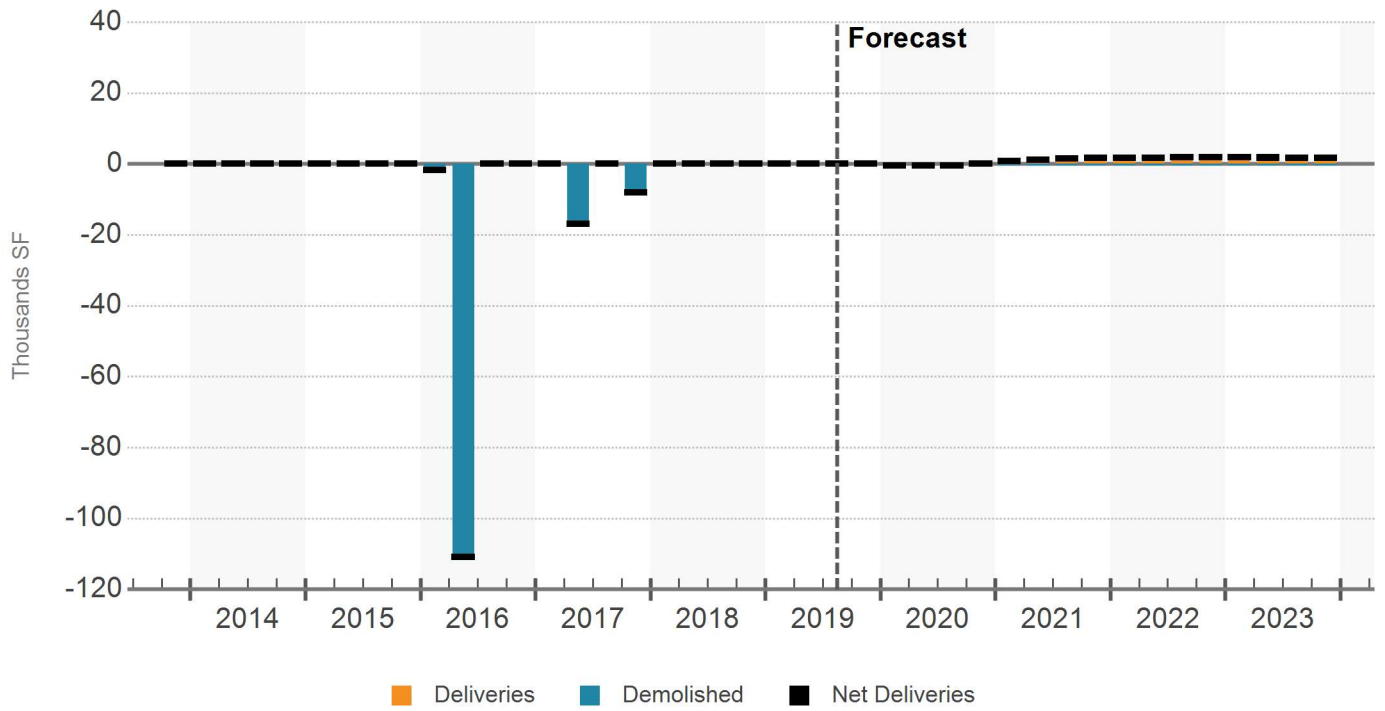
MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FOOT



DELIVERIES & DEMOLITIONS



All-Time Annual Avg. SF

0

Delivered SF Past 4 Qtrs

0

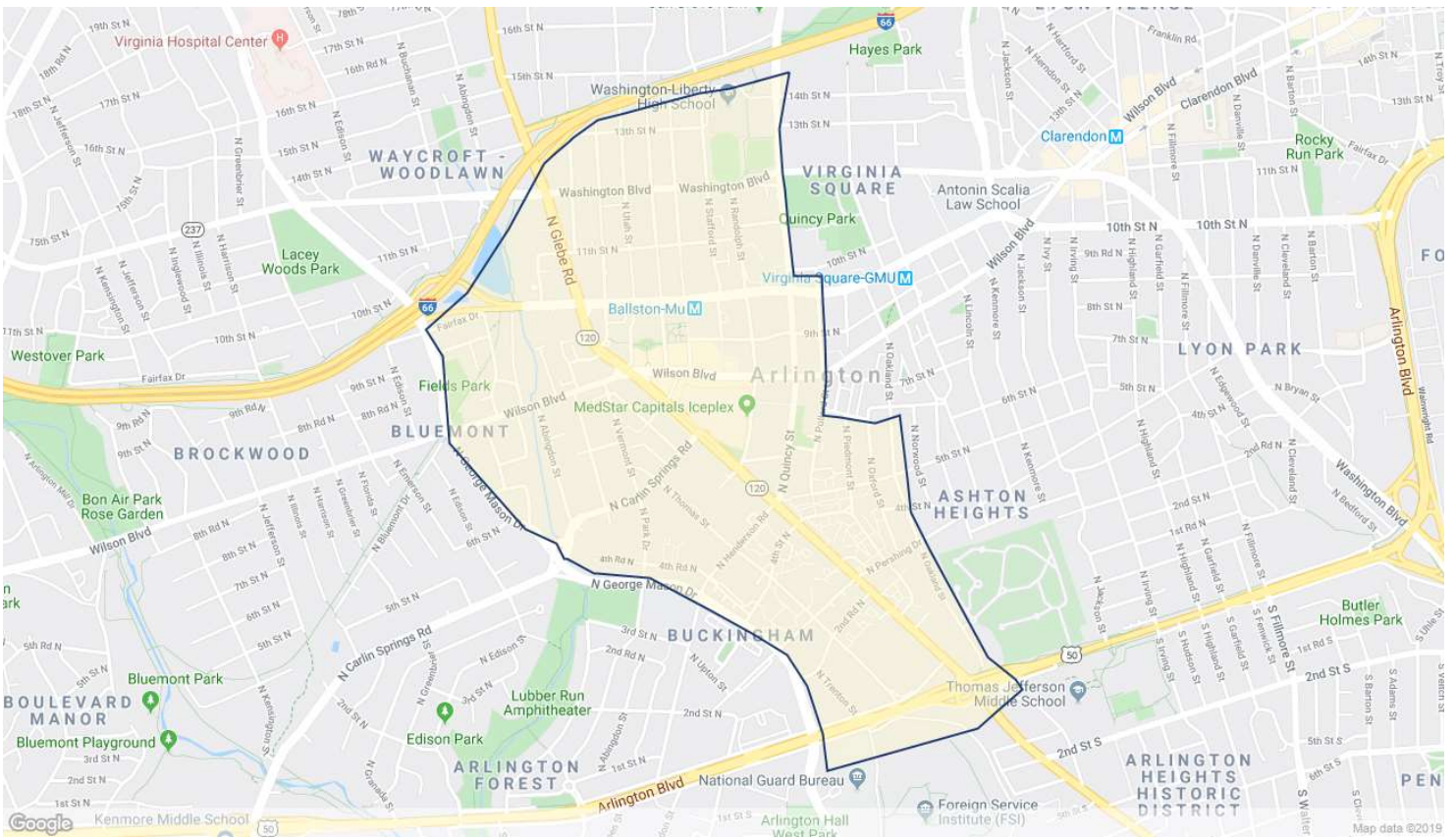
Delivered SF Next 4 Qtrs

0

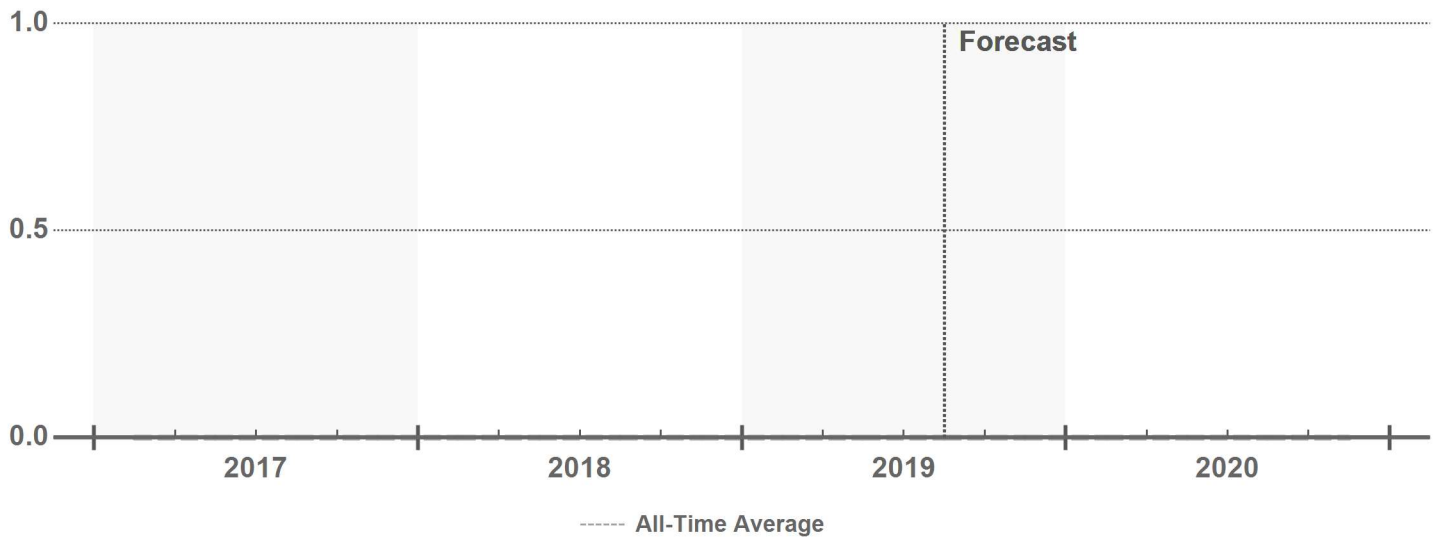
Proposed SF Next 4 Qtrs

0

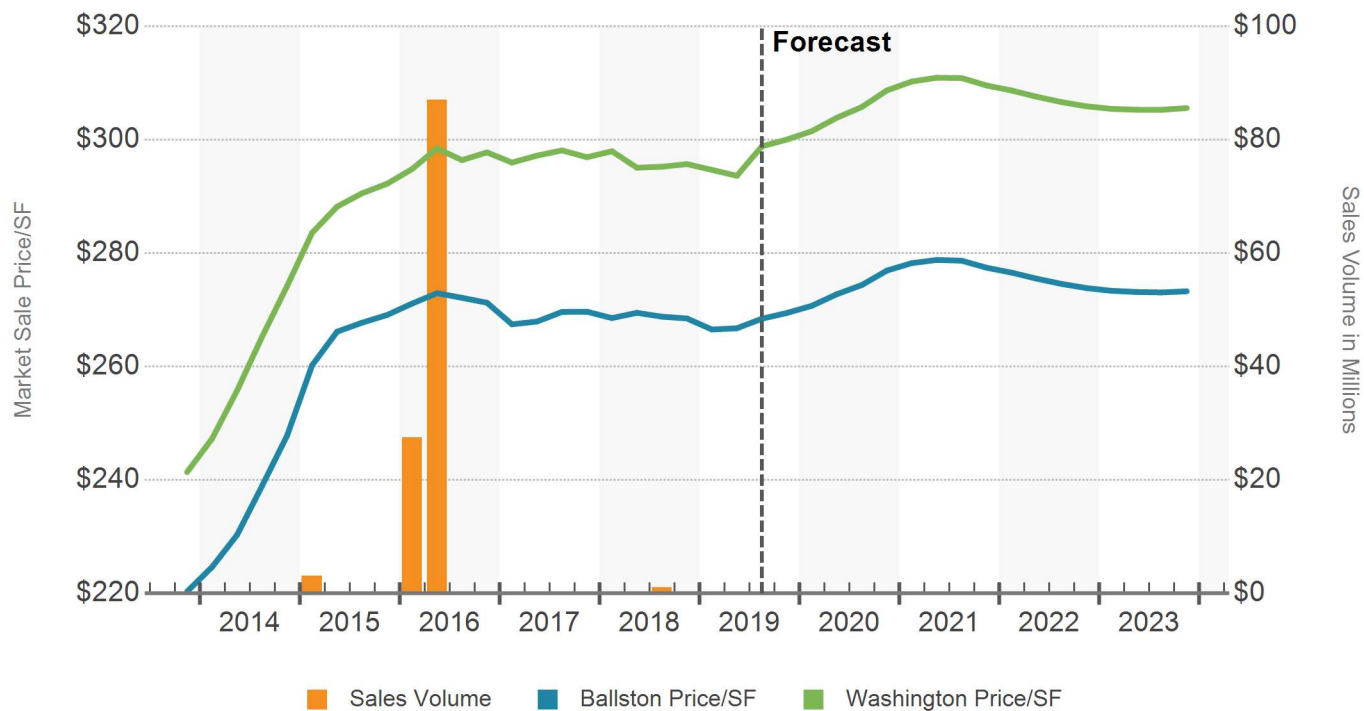
PAST 4 QUARTERS DELIVERIES, UNDER CONSTRUCTION, & PROPOSED



PAST & FUTURE DELIVERIES IN SQUARE FEET



SALES VOLUME & MARKET SALE PRICE PER SF



Sales Past 12 Months

Ballston Retail

Sale Comparables

Avg. Cap Rate

Avg. Price/SF

Avg. Vacancy At Sale

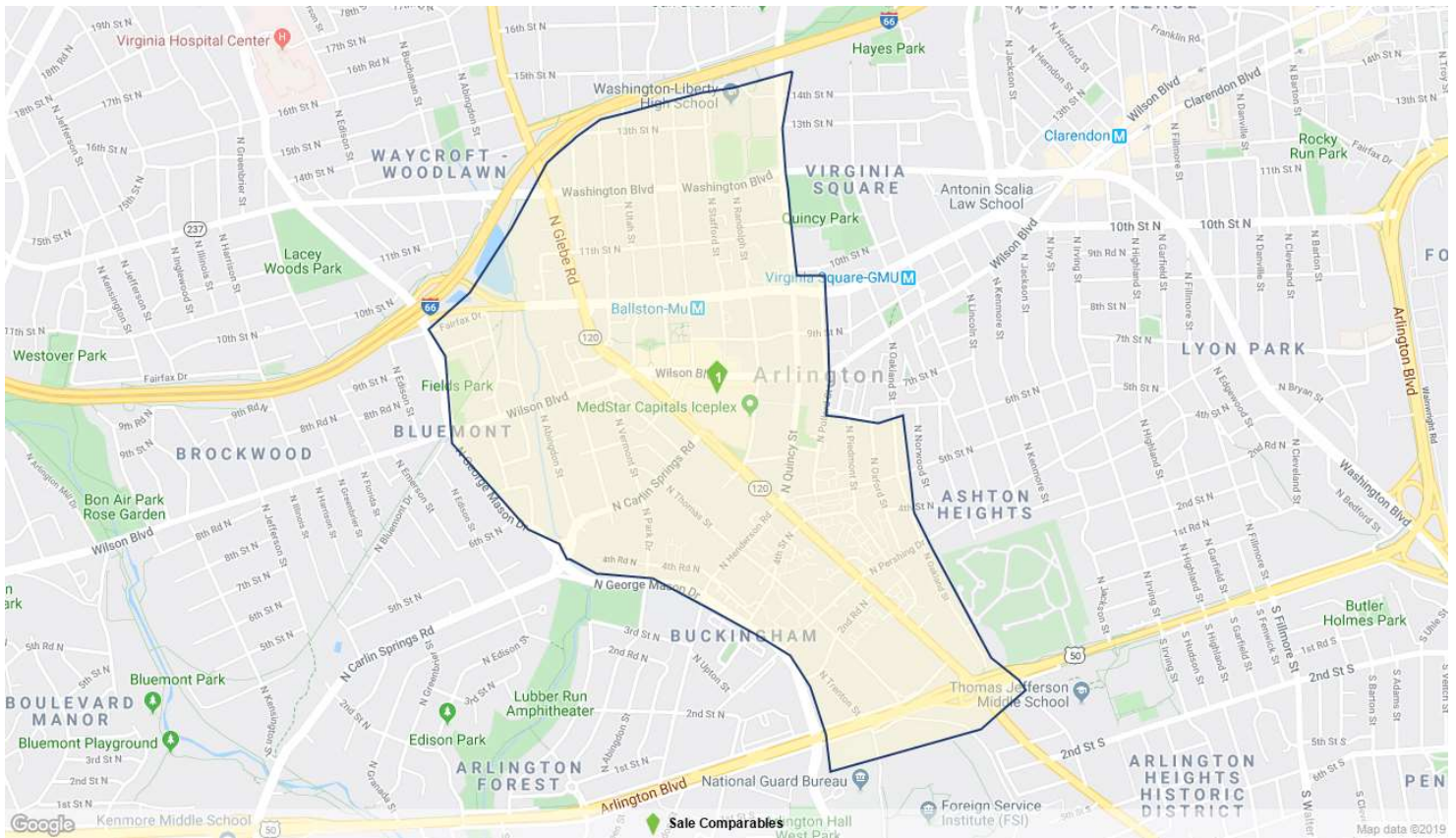
1

4.8%

-

0%

SALE COMPARABLE LOCATIONS




SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	-	-	-	-
Price Per SF	-	-	-	-
Cap Rate	4.8%	4.8%	4.8%	4.8%
Time Since Sale in Months	10.8	10.8	10.8	10.8
Property Attributes	Low	Average	Median	High
Building SF	310,000	310,000	310,000	310,000
Stories	4	4	4	4
Typical Floor SF	77,500	77,500	77,500	77,500
Vacancy Rate At Sale	0%	0%	0%	0%
Year Built	1986	1986	1986	1986
Star Rating	★★★★★	★★★★★ 4.0	★★★★★	★★★★★



Sales Past 12 Months

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
 Ballston Quarter 4238 Wilson Blvd	★★★★☆	1986	310,000	0%	12/7/2018	-	-	4.8%

Supply & Demand Trends

Ballston Retail

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2023	1,073,216	7,079	0.7%	7,174	0.7%	1.0
2022	1,066,137	7,014	0.7%	5,083	0.5%	1.4
2021	1,059,123	4,871	0.5%	1,573	0.1%	3.1
2020	1,054,252	(1,521)	-0.1%	(1,681)	-0.2%	-
2019	1,055,773	0	0%	(67,851)	-6.4%	-
YTD	1,055,773	0	0%	(66,313)	-6.3%	-
2018	1,055,773	0	0%	439	0%	0
2017	1,055,773	(24,900)	-2.3%	218,253	20.7%	-
2016	1,080,673	(112,660)	-9.4%	(314,771)	-29.1%	-
2015	1,193,333	0	0%	(1,729)	-0.1%	-
2014	1,193,333	0	0%	3,500	0.3%	0
2013	1,193,333	1,880	0.2%	14,520	1.2%	0.1
2012	1,191,453	(7,488)	-0.6%	1,220	0.1%	-
2011	1,198,941	8,000	0.7%	(36,401)	-3.0%	-
2010	1,190,941	0	0%	480	0%	0
2009	1,190,941	0	0%	(836)	-0.1%	-
2008	1,190,941	0	0%	(2,264)	-0.2%	-
2007	1,190,941	0	0%	500	0%	0

MALLS SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2023	596,070	2,541	0.4%	4,322	0.7%	0.6
2022	593,529	2,517	0.4%	3,310	0.6%	0.8
2021	591,012	1,724	0.3%	1,954	0.3%	0.9
2020	589,288	(712)	-0.1%	896	0.2%	-
2019	590,000	0	0%	(62,697)	-10.6%	-
YTD	590,000	0	0%	(62,246)	-10.6%	-
2018	590,000	0	0%	-	-	-
2017	590,000	0	0%	240,691	40.8%	0
2016	590,000	0	0%	(202,878)	-34.4%	-
2015	590,000	0	0%	-	-	-
2014	590,000	0	0%	-	-	-
2013	590,000	0	0%	11,800	2.0%	0
2012	590,000	0	0%	-	-	-
2011	590,000	0	0%	(33,913)	-5.7%	-
2010	590,000	0	0%	100	0%	0
2009	590,000	0	0%	-	-	-
2008	590,000	0	0%	-	-	-
2007	590,000	0	0%	-	-	-



Supply & Demand Trends

NEIGHBORHOOD CENTER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2023	49,796	138	0.3%	(61)	-0.1%	-
2022	49,658	136	0.3%	(125)	-0.3%	-
2021	49,522	98	0.2%	(170)	-0.3%	-
2020	49,424	(18)	0%	(232)	-0.5%	-
2019	49,442	0	0%	(127)	-0.3%	-
YTD	49,442	0	0%	-	-	-
2018	49,442	0	0%	-	-	-
2017	49,442	0	0%	-	-	-
2016	49,442	0	0%	-	-	-
2015	49,442	0	0%	-	-	-
2014	49,442	0	0%	-	-	-
2013	49,442	0	0%	-	-	-
2012	49,442	0	0%	-	-	-
2011	49,442	0	0%	-	-	-
2010	49,442	0	0%	-	-	-
2009	49,442	0	0%	-	-	-
2008	49,442	0	0%	-	-	-
2007	49,442	0	0%	0	0%	-

STRIP CENTER SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2023	56,790	477	0.8%	378	0.7%	1.3
2022	56,313	472	0.8%	237	0.4%	2.0
2021	55,841	317	0.6%	(56)	-0.1%	-
2020	55,524	(146)	-0.3%	(241)	-0.4%	-
2019	55,670	0	0%	(2,256)	-4.1%	-
YTD	55,670	0	0%	(2,157)	-3.9%	-
2018	55,670	0	0%	439	0.8%	0
2017	55,670	0	0%	-	-	-
2016	55,670	0	0%	1,460	2.6%	0
2015	55,670	0	0%	40	0.1%	0
2014	55,670	0	0%	1,620	2.9%	0
2013	55,670	0	0%	(4,580)	-8.2%	-
2012	55,670	0	0%	-	-	-
2011	55,670	0	0%	0	0%	-
2010	55,670	0	0%	-	-	-
2009	55,670	0	0%	2,764	5.0%	0
2008	55,670	0	0%	(2,264)	-4.1%	-
2007	55,670	0	0%	500	0.9%	0



GENERAL RETAIL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2023	370,560	3,923	1.1%	2,535	0.7%	1.5
2022	366,637	3,889	1.1%	1,661	0.5%	2.3
2021	362,748	2,732	0.8%	(155)	0%	-
2020	360,016	(645)	-0.2%	(2,104)	-0.6%	-
2019	360,661	0	0%	(2,771)	-0.8%	-
YTD	360,661	0	0%	(1,910)	-0.5%	-
2018	360,661	0	0%	0	0%	-
2017	360,661	(24,900)	-6.5%	(22,438)	-6.2%	-
2016	385,561	(112,660)	-22.6%	(113,353)	-29.4%	-
2015	498,221	0	0%	(1,769)	-0.4%	-
2014	498,221	0	0%	1,880	0.4%	0
2013	498,221	1,880	0.4%	7,300	1.5%	0.3
2012	496,341	(7,488)	-1.5%	1,220	0.2%	-
2011	503,829	8,000	1.6%	(2,488)	-0.5%	-
2010	495,829	0	0%	380	0.1%	0
2009	495,829	0	0%	(3,600)	-0.7%	-
2008	495,829	0	0%	-	-	-
2007	495,829	0	0%	-	-	-

OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2023	\$35.58	116	0.4%	0.3%	74,026	6.9%	-0.1%
2022	\$35.44	115	0.2%	-0.1%	74,210	7.0%	0.1%
2021	\$35.36	115	0%	-0.3%	72,356	6.8%	0.3%
2020	\$35.38	115	-0.1%	-0.3%	69,078	6.6%	0%
2019	\$35.43	115	-0.1%	-0.1%	68,872	6.5%	6.4%
YTD	\$35.43	115	-0.1%	-0.1%	67,334	6.4%	6.3%
2018	\$35.47	115	1.5%	0%	1,021	0.1%	0%
2017	\$34.96	114	2.8%	-1.4%	1,460	0.1%	-22.5%
2016	\$34.01	111	4.0%	-4.1%	244,613	22.6%	19.1%
2015	\$32.70	106	2.6%	-7.8%	42,502	3.6%	0.1%
2014	\$31.86	104	2.9%	-10.2%	40,773	3.4%	-0.3%
2013	\$30.97	101	2.7%	-12.7%	44,273	3.7%	-1.1%
2012	\$30.15	98	2.6%	-15.0%	56,913	4.8%	-0.7%
2011	\$29.39	96	0%	-17.1%	65,621	5.5%	3.7%
2010	\$29.39	96	-1.0%	-17.2%	21,220	1.8%	0%
2009	\$29.67	97	-3.4%	-16.4%	21,700	1.8%	0.1%
2008	\$30.71	100	0%	-13.4%	20,864	1.8%	0.2%
2007	\$30.72	100	3.4%	-13.4%	18,600	1.6%	0%

MALLS RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2023	\$33.52	118	0.3%	1.1%	58,284	9.8%	-0.3%
2022	\$33.43	117	0.1%	0.8%	60,069	10.1%	-0.2%
2021	\$33.38	117	-0.1%	0.7%	60,864	10.3%	-0.1%
2020	\$33.40	117	0.1%	0.7%	61,092	10.4%	-0.3%
2019	\$33.36	117	0.6%	0.6%	62,697	10.6%	10.6%
YTD	\$33.33	117	0.5%	0.5%	62,246	10.6%	10.6%
2018	\$33.15	116	1.5%	0%	0	0%	0%
2017	\$32.66	115	3.3%	-1.5%	0	0%	-40.8%
2016	\$31.62	111	4.6%	-4.6%	240,691	40.8%	34.4%
2015	\$30.24	106	2.7%	-8.8%	37,813	6.4%	0%
2014	\$29.44	103	2.8%	-11.2%	37,813	6.4%	0%
2013	\$28.64	100	2.6%	-13.6%	37,813	6.4%	-2.0%
2012	\$27.91	98	2.5%	-15.8%	49,613	8.4%	0%
2011	\$27.23	96	0.1%	-17.9%	49,613	8.4%	5.7%
2010	\$27.21	95	-0.9%	-17.9%	15,700	2.7%	0%
2009	\$27.45	96	-3.7%	-17.2%	15,800	2.7%	0%
2008	\$28.51	100	0.3%	-14.0%	15,800	2.7%	0%
2007	\$28.42	100	3.7%	-14.3%	15,800	2.7%	0%

NEIGHBORHOOD CENTER RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2023	\$42.15	120	0.7%	2.6%	1,064	2.1%	0.4%
2022	\$41.85	120	0.6%	1.9%	868	1.7%	0.5%
2021	\$41.61	119	0.4%	1.3%	609	1.2%	0.5%
2020	\$41.46	118	0.4%	1.0%	343	0.7%	0.4%
2019	\$41.32	118	0.6%	0.6%	127	0.3%	0.3%
YTD	\$41.27	118	0.5%	0.5%	0	0%	0%
2018	\$41.06	117	1.5%	0%	0	0%	0%
2017	\$40.44	116	3.3%	-1.5%	0	0%	0%
2016	\$39.14	112	4.6%	-4.7%	0	0%	0%
2015	\$37.42	107	2.8%	-8.9%	0	0%	0%
2014	\$36.41	104	2.9%	-11.3%	0	0%	0%
2013	\$35.40	101	2.7%	-13.8%	0	0%	0%
2012	\$34.48	98	2.5%	-16.0%	0	0%	0%
2011	\$33.64	96	0.1%	-18.1%	0	0%	0%
2010	\$33.61	96	-0.9%	-18.1%	0	0%	0%
2009	\$33.91	97	-3.1%	-17.4%	0	0%	0%
2008	\$35.01	100	0.3%	-14.7%	0	0%	0%
2007	\$34.89	100	3.8%	-15.0%	0	0%	0%

STRIP CENTER RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2023	\$43.71	115	0.2%	-1.1%	4,064	7.2%	0.1%
2022	\$43.62	114	0%	-1.3%	3,973	7.1%	0.3%
2021	\$43.61	114	-0.3%	-1.3%	3,747	6.7%	0.6%
2020	\$43.74	115	-0.4%	-1.0%	3,377	6.1%	0.2%
2019	\$43.94	115	-0.5%	-0.5%	3,277	5.9%	4.1%
YTD	\$43.98	115	-0.5%	-0.5%	3,178	5.7%	3.9%
2018	\$44.18	116	0.5%	0%	1,021	1.8%	-0.8%
2017	\$43.96	115	1.9%	-0.5%	1,460	2.6%	0%
2016	\$43.14	113	4.0%	-2.3%	1,460	2.6%	-2.6%
2015	\$41.49	109	2.8%	-6.1%	2,920	5.2%	-0.1%
2014	\$40.36	106	3.5%	-8.7%	2,960	5.3%	-2.9%
2013	\$38.97	102	3.2%	-11.8%	4,580	8.2%	8.2%
2012	\$37.76	99	2.2%	-14.5%	0	0%	0%
2011	\$36.93	97	0.9%	-16.4%	0	0%	0%
2010	\$36.61	96	-0.7%	-17.1%	0	0%	0%
2009	\$36.86	97	-3.3%	-16.6%	0	0%	-5.0%
2008	\$38.11	100	-1.0%	-13.7%	2,764	5.0%	4.1%
2007	\$38.48	101	2.3%	-12.9%	500	0.9%	-0.9%

GENERAL RETAIL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2023	\$36.79	113	0.6%	-1.0%	10,614	2.9%	0.3%
2022	\$36.59	112	0.3%	-1.5%	9,300	2.5%	0.6%
2021	\$36.47	112	-0.1%	-1.9%	7,136	2.0%	0.8%
2020	\$36.49	112	-0.5%	-1.8%	4,266	1.2%	0.4%
2019	\$36.69	113	-1.3%	-1.3%	2,771	0.8%	0.8%
YTD	\$36.75	113	-1.1%	-1.1%	1,910	0.5%	0.5%
2018	\$37.16	114	1.6%	0%	0	0%	0%
2017	\$36.58	112	2.2%	-1.6%	0	0%	-0.6%
2016	\$35.80	110	3.2%	-3.6%	2,462	0.6%	0.3%
2015	\$34.70	106	2.4%	-6.6%	1,769	0.4%	0.4%
2014	\$33.88	104	2.9%	-8.8%	0	0%	-0.4%
2013	\$32.94	101	2.8%	-11.4%	1,880	0.4%	-1.1%
2012	\$32.05	98	2.8%	-13.7%	7,300	1.5%	-1.7%
2011	\$31.18	96	-0.2%	-16.1%	16,008	3.2%	2.1%
2010	\$31.26	96	-1.1%	-15.9%	5,520	1.1%	-0.1%
2009	\$31.62	97	-3.0%	-14.9%	5,900	1.2%	0.7%
2008	\$32.59	100	-0.4%	-12.3%	2,300	0.5%	0%
2007	\$32.72	100	3.2%	-11.9%	2,300	0.5%	0%

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
2023	-	-	-	-	-	-	\$273.28	135	6.5%
2022	-	-	-	-	-	-	\$273.84	135	6.4%
2021	-	-	-	-	-	-	\$277.43	137	6.3%
2020	-	-	-	-	-	-	\$276.93	137	6.3%
2019	-	-	-	-	-	-	\$269.46	133	6.4%
YTD	-	-	-	-	-	-	\$269.27	133	6.4%
2018	2	\$1.0 M	29.5%	\$1,040,000	\$587.90	4.8%	\$268.49	133	6.3%
2017	-	-	-	-	-	-	\$269.68	133	6.2%
2016	7	\$114.5 M	19.5%	\$16,357,143	\$542.66	-	\$271.27	134	6.1%
2015	1	\$3.1 M	0.7%	\$3,125,000	\$384.95	-	\$269.10	133	6.1%
2014	-	-	-	-	-	-	\$247.83	122	6.3%
2013	1	\$9.0 M	9.3%	\$9,000,000	\$81.16	-	\$220.35	109	6.7%
2012	-	-	-	-	-	-	\$212.86	105	6.8%
2011	1	\$6.0 M	0.4%	\$6,049,300	\$1,237.58	-	\$196.67	97	7.0%
2010	2	\$9.3 M	1.0%	\$4,636,026	\$814.05	-	\$186.75	92	7.3%
2009	3	\$6.1 M	0.7%	\$2,111,000	\$735.27	6.9%	\$176.79	87	7.5%
2008	2	\$1.2 M	0.2%	\$575,000	\$463.34	-	\$202.46	100	6.9%

(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.

MALLS 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
2023	-	-	-	-	-	-	\$187.65	128	6.7%
2022	-	-	-	-	-	-	\$188.31	128	6.7%
2021	-	-	-	-	-	-	\$190.78	130	6.5%
2020	-	-	-	-	-	-	\$190.36	130	6.5%
2019	-	-	-	-	-	-	\$184.71	126	6.6%
YTD	-	-	-	-	-	-	\$184.25	125	6.6%
2018	1	\$0 M	52.5%	-	-	4.8%	\$184.58	126	6.6%
2017	-	-	-	-	-	-	\$183.76	125	6.5%
2016	1	\$87.0 M	25.7%	\$87,000,000	\$572.75	-	\$187.63	128	6.3%
2015	-	-	-	-	-	-	\$189.42	129	6.2%
2014	-	-	-	-	-	-	\$170.52	116	6.6%
2013	-	-	-	-	-	-	\$152.91	104	6.9%
2012	-	-	-	-	-	-	\$148.25	101	7.0%
2011	-	-	-	-	-	-	\$137.85	94	7.3%
2010	-	-	-	-	-	-	\$130.84	89	7.5%
2009	-	-	-	-	-	-	\$128.11	87	7.6%
2008	-	-	-	-	-	-	\$146.98	100	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.

STRIP CENTER 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
2023	-	-	-	-	-	-	\$412.20	141	6.0%
2022	-	-	-	-	-	-	\$414.52	142	6.0%
2021	-	-	-	-	-	-	\$421.95	145	5.8%
2020	-	-	-	-	-	-	\$422.87	145	5.8%
2019	-	-	-	-	-	-	\$412.14	141	5.9%
YTD	-	-	-	-	-	-	\$412.14	141	5.9%
2018	-	-	-	-	-	-	\$406.49	139	5.9%
2017	-	-	-	-	-	-	\$405.08	139	5.8%
2016	3	\$12.1 M	48.3%	\$4,035,269	\$450.03	-	\$401.92	138	5.8%
2015	-	-	-	-	-	-	\$391.44	134	5.8%
2014	-	-	-	-	-	-	\$365.34	125	6.0%
2013	-	-	-	-	-	-	\$329.35	113	6.3%
2012	-	-	-	-	-	-	\$317.96	109	6.4%
2011	-	-	-	-	-	-	\$296.62	102	6.6%
2010	-	-	-	-	-	-	\$281.64	97	6.8%
2009	-	-	-	-	-	-	\$255.71	88	7.2%
2008	-	-	-	-	-	-	\$291.72	100	6.7%

(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.

GENERAL RETAIL 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
2023	-	-	-	-	-	-	\$364.36	141	6.2%
2022	-	-	-	-	-	-	\$364.63	141	6.1%
2021	-	-	-	-	-	-	\$369.35	143	6.0%
2020	-	-	-	-	-	-	\$368.89	143	6.0%
2019	-	-	-	-	-	-	\$360.17	139	6.1%
YTD	-	-	-	-	-	-	\$360.51	139	6.1%
2018	1	\$1.0 M	0.5%	\$1,040,000	\$587.90	-	\$360.13	139	6.1%
2017	-	-	-	-	-	-	\$360.13	139	6.0%
2016	3	\$15.4 M	8.4%	\$5,131,397	\$478.13	-	\$356.77	138	5.9%
2015	1	\$3.1 M	1.6%	\$3,125,000	\$384.95	-	\$349.43	135	5.9%
2014	-	-	-	-	-	-	\$326.96	126	6.1%
2013	1	\$9.0 M	22.3%	\$9,000,000	\$81.16	-	\$290.59	112	6.4%
2012	-	-	-	-	-	-	\$279.55	108	6.5%
2011	1	\$6.0 M	1.0%	\$6,049,300	\$1,237.58	-	\$257.46	99	6.8%
2010	2	\$9.3 M	2.3%	\$4,636,026	\$814.05	-	\$244.11	94	7.0%
2009	3	\$6.1 M	1.7%	\$2,111,000	\$735.27	6.9%	\$226.42	87	7.3%
2008	2	\$1.2 M	0.5%	\$575,000	\$463.34	-	\$258.86	100	6.8%

(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.