



COMMERCIAL REAL ESTATE SERVICES



OFFICE OVERVIEW: POSITIVE DEMAND RETURNS

The nation's office market posted positive net absorption in the third quarter. It was the first quarter of growth since the pandemic hit. The tenant expansion came despite spiking Covid Delta infections that began in early July, renewing employer caution over office re-opening plans.

Net absorption totaled 11,792,287 SF in the third quarter. But over the previous 18 months negative absorption totaled 131 million SF, which accounts for 1.6% of the 8.2-billion-SF inventory. It also is equal to two years of growth in a strong pre-Covid economy, during which the five-year absorption average was 65.5 million SF per year. Construction starts since the lockdown are less than 15 million SF. But over the last two years 92 million SF emerged from the construction pipeline. The new space represents 1.2% of total inventory.

Markets with the most supply underway were Austin, San Jose, San Francisco and Seattle. Nashville, Charlotte and Miami are among Sun Belt metros set to add significant space, much of which has not been pre-leased. This adds to concern in markets where sublease space is at record levels.

Trailing-year rent losses currently are greatest in tech markets San Francisco, Seattle, Austin and San Jose. Falling rent is also pronounced in New York City, Los Angeles, Chicago, Washington, D.C., and many California markets. Markets maintaining positive rent growth include Las Vegas, the Inland Empire, Memphis, Raleigh, Charlotte, San Antonio and virtually all Florida markets. In light of the long-term effects remote working could have on office demand and in view of the record volume of space vacated since Q1 of last year, a rebound to pre-pandemic effective rent levels could take years to achieve.

As for tenant growth, there was a hint at mid-year that a reversal was in the offing as occupancy losses began to moderate while vaccine distribution ramped up. Net absorption improved from negative 54.4 million SF in Q1, to negative 12.2 million SF at the end of Q2.

Prior to the rise of the Delta variant in July, most companies were planning to re-open offices by Labor Day and typical office-using job sectors were projected to regain their pre-pandemic peak by the end of the year. Although the number of workers returning to offices has been edging higher lately - with BlackRock Inc, Whirlpool Corp. and Lions Gate Entertainment Corp announcing return dates in early November - many companies have postponed reopening until early 2022 out of concern for employee safety.

Tech leads in embracing the change to remote-based work even though its adoption varies widely. Salesforce said at least half of its employees are to remain working from home, and Facebook is relaxing its in-office policy. Apple's home-office hybrid plan is getting pushback from employees.

LOWEST VACANCY RATE	
ON, Toronto	6.7%
MO, Saint Louis	8.2%
FL, Orlando	8.2%
OH, Cleveland	8.2%
IN, Indianapolis	9.1%
U.S. Index	12.2%
Canada Index	7.4%

HIGHEST MARKET RENT / SF ANNUAL	
NY, New York *	\$56.72
MA, Boston	\$41.28
CA, Los Angeles	\$41.21
FL, Miami	\$39.88
CA, East Bay	\$38.67
U.S. Index	\$34.32 PSF
Canada Index	\$27.92 PSF

HIGHEST MARKET SALE PRICE / SF	
NY, New York *	\$663
BC, Vancouver	\$546
WA, Seattle	\$495
MA, Boston	\$456
CA, Los Angeles	\$434
U.S. Index	\$323 PSF
Canada Index	\$305 PSF

MOST SF UNDER CONSTRUCTION	
NY, New York *	23,308,693
MA, Boston	14,218,979
ON, Toronto	13,590,493
WA, Seattle	10,267,525
DC, Washington	9,608,760
U.S. Index	140,626,211 SF
Canada Index	24,346,703 SF

LARGEST INVENTORY BY SF	
NY, New York *	960,244,795
DC, Washington	510,509,743
IL, Chicago	506,435,700
CA, Los Angeles	430,103,847
TX, Dallas-Fort Worth	409,028,693
U.S. Index	8,206,905,006 SF
Canada Index	662,347,635 SF

LOWEST MARKET CAP RATE	
BC, Vancouver	3.6%
ON, Toronto	5.3%
NY, New York *	5.4%
CA, Los Angeles	5.6%
WA, Seattle	5.6%
U.S. Index	7.0%
Canada Index	6.2%

* Please note that the statistics represented in these tables are based on CoStar defined market territories and may not all represent the geographic area the label depicts.

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
AZ, Phoenix	14.3%	\$26.46	\$217	1,811,140	193,701,390	7.2%
BC, Vancouver	3.7%	\$34.97	\$546	8,360,013	94,744,224	3.6%
CA, East Bay	12.7%	\$38.67	\$344	260,810	115,604,648	5.8%
CA, Inland Empire	6.8%	\$23.33	\$207	194,601	76,798,371	7.2%
CA, Los Angeles	13.6%	\$41.21	\$434	6,174,495	430,103,847	5.6%
CA, Orange County	12.0%	\$31.37	\$313	1,074,633	159,292,400	6.1%
CA, San Diego	11.7%	\$35.41	\$351	2,381,278	118,687,194	6.2%
CA, San Luis Obispo	4.0%	\$27.05	\$265	63,000	6,473,587	7.2%
CA, Santa Barbara	5.4%	\$28.72	\$352	20,000	12,839,431	6.1%
CA, Stockton	4.9%	\$20.18	\$187	0	12,837,181	7.6%
CA, Ventura	12.1%	\$27.01	\$230	0	22,024,404	7.5%
CO, Denver	14.3%	\$28.34	\$240	1,260,614	181,289,736	7.1%
DC, Washington	15.0%	\$38.59	\$360	9,608,760	510,509,743	7.0%
FL, Fort Myers	5.0%	\$20.26	\$160	430,786	21,102,221	7.7%
FL, Miami	10.4%	\$39.88	\$339	3,545,590	109,103,887	6.1%
FL, Naples	7.7%	\$29.11	\$241	194,060	9,848,336	7.3%
FL, Orlando	8.2%	\$25.42	\$186	588,219	101,159,321	7.7%
GA, Atlanta	13.7%	\$26.92	\$210	4,734,398	329,614,414	7.2%
ID, Boise	4.9%	\$19.32	\$154	100,451	32,990,127	8.6%
IL, Chicago	14.6%	\$29.24	\$222	3,981,568	506,435,700	7.4%
IN, Indianapolis	9.1%	\$20.12	\$130	361,515	107,687,623	8.5%
MA, Boston	9.8%	\$41.28	\$456	14,218,979	356,086,829	6.0%
MD, Baltimore	11.0%	\$23.62	\$177	695,288	151,112,319	7.9%
MI, Detroit	11.7%	\$21.33	\$119	2,388,868	198,285,991	9.3%
MN, Minneapolis	9.8%	\$25.70	\$163	1,430,616	202,159,821	7.7%
MO, Saint Louis	8.2%	\$20.95	\$122	2,660,813	145,734,070	8.7%
NC, Durham	9.4%	\$25.58	\$237	789,732	35,348,854	7.1%
NC, Raleigh	8.7%	\$27.40	\$224	1,646,507	76,583,807	7.2%
NJ, Atlantic City	9.0%	\$22.87	\$145	0	7,202,053	8.9%
NJ, Northern New Jersey *	13.9%	\$26.50	\$181	610,558	153,499,657	8.1%
NJ, Trenton	8.9%	\$28.91	\$183	0	32,110,688	8.3%
United States Index	12.2%	\$34.32	\$323	140,626,211	8,206,905,006	7.0%
Canada Index	7.4%	\$27.92	\$305	24,346,703	662,347,635	6.2%

MARKET	VACANCY RATE	MARKET RENT / SF	MARKET SALE PRICE / SF	SF UNDER CONSTRUCTION	INVENTORY SF	MARKET CAP RATE
NJ, Vineland	6.4%	\$18.17	\$115	0	2,511,099	8.9%
NV, Reno	8.0%	\$23.07	\$188	277,021	16,886,699	7.9%
NY, Long Island	8.0%	\$29.35	\$196	159,512	98,037,052	7.9%
NY, New York *	11.6%	\$56.72	\$663	23,308,693	960,244,795	5.4%
OH, Cincinnati	9.8%	\$19.94	\$110	832,791	105,127,632	9.3%
OH, Cleveland	8.2%	\$19.16	\$107	370,940	106,613,165	9.6%
OH, Columbus	9.9%	\$21.16	\$122	1,529,699	112,252,813	8.6%
ON, Toronto	6.7%	\$30.55	\$345	13,590,493	280,325,437	5.3%
PA, Harrisburg	8.6%	\$17.72	\$126	454,990	36,292,398	9.3%
PA, Lehigh Valley *	9.2%	\$19.91	\$129	1,020,473	30,202,784	9.3%
PA, Philadelphia *	10.3%	\$26.75	\$192	3,453,452	322,041,331	7.9%
SC, Charleston	8.9%	\$28.30	\$204	509,711	32,734,666	7.9%
SC, Greenville	8.8%	\$20.48	\$155	903,725	34,115,856	8.0%
SC, Spartanburg	6.9%	\$18.19	\$128	43,540	7,560,833	9.1%
TN, Nashville	9.9%	\$28.64	\$231	3,204,710	98,235,481	7.0%
TX, Dallas-Fort Worth	17.8%	\$27.84	\$215	7,135,906	409,028,693	7.1%
TX, Houston	19.1%	\$28.44	\$212	5,582,052	343,068,661	7.8%
WA, Seattle	9.6%	\$38.13	\$495	10,267,525	219,677,666	5.6%
WI, Madison	6.2%	\$21.60	\$140	251,536	36,258,179	8.8%
United States Index	12.2%	\$34.32	\$323	140,626,211	8,206,905,006	7.0%
Canada Index	7.4%	\$27.92	\$305	24,346,703	662,347,635	6.2%

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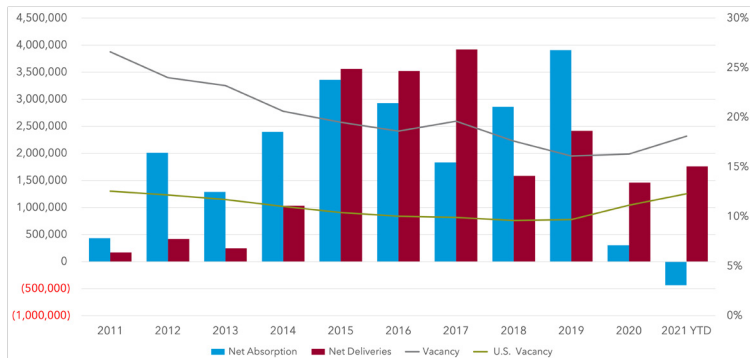
OFFICE MARKET OVERVIEW

CHRIS MCCHESENEY, Research Director

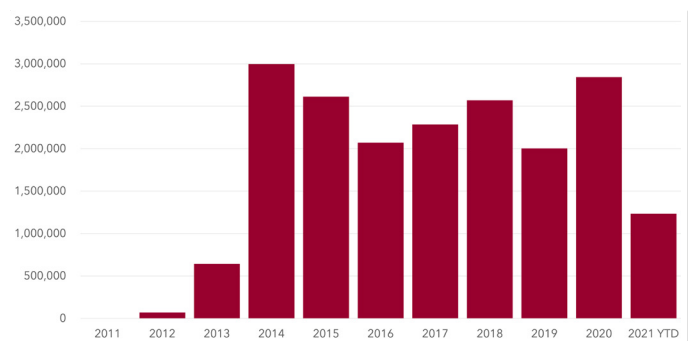
The Phoenix Office Market has shown stabilization by posting 178,254 square feet of positive net absorption after four quarters of being negative. Rental rates have remained flat while vacancy has dropped. Sublease additions have begun to slow as the pandemic's impact on the market appears to have passed the peak. With Arizona's unemployment rate decreasing, nation leading net migration, and numerous out of state companies recently completing moves or signing new deals to relocate to Phoenix all indicators are pointing to 2022 being an overall positive year.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	178,254	(107,902)	(550,501)	(269,254)	(14,638)
◀▶ Vacancy Rate	18.00%	18.0%	17.70%	16.30%	15.90%
▼ Avg FSG Asking Rate PSF	\$25.23	\$25.43	\$25.10	\$25.33	\$25.95
▲ SF Under Construction	2,088,255	1,634,906	1,499,170	2,843,236	2,687,238
▲ Inventory SF	108,641,871	108,341,871	107,579,770	106,138,915	105,779,308

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2114 S. Freedom Way (2 Bldgs.) Tempe, AZ	300,000 SF	\$132,000,000 \$440.00 PSF	Strategic Office Ptrs. Boyer Company	Class A
7878 N. 16th Street (CASA) Phoenix, AZ	181,138 SF	\$56,000,000 \$311.92 PSF	GLL RE Partners George Oliver Co.	Class B
8877 N. Gainey Center Drive Scottsdale, AZ	200,000 SF	\$39,000,000 \$195.00 PSF	Dansons, Inc. Nationwide Realty Investors	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1 E. Washington Street Phoenix, AZ	116,000 SF	RED Development	Snell & Wilmer	Law Firm
1 E. Washington Street Phoenix, AZ	97,064 SF	RED Development	Alliance Bank of AZ	Banking
1500 N. Priest Drive Tempe, AZ	72,715 SF	Principal Financial	Union Bank	Banking



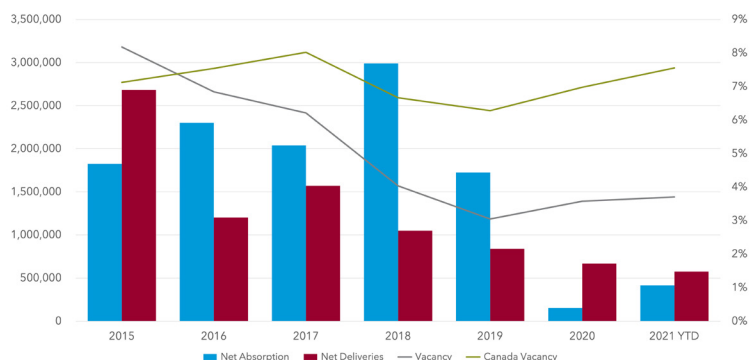
OFFICE MARKET OVERVIEW

MACYN SCHOLZ, *Research Coordinator*

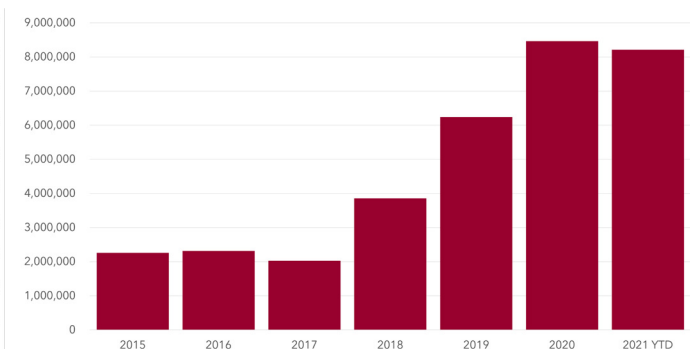
Mandatory masks and tighter restrictions came back this quarter due to the fourth wave of the pandemic. This resulted in many companies pushing back their return to office, increasing overall vacancy. However, the amount of sublet space on market decreased from the previous quarter, by reverting back to the landlord, or tenants taking back space in preparation of the return to office. Although this quarter did not see many large-scale sales, the strata sale prices for office remain high, as can be seen with the 8th floor strata sale in Surrey for \$874 psf. Vancouver continues to be an attractive office market, especially for technology companies, with the Q3 three largest leases in this sector.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	397,961	221,207	(29,290)	152,870	586,460
▲ Vacancy Rate	3.67%	3.41%	3.75%	3.58%	3.39%
▲ Avg NNN Asking Rate PSF	\$44.35	\$44.31	\$44.01	\$44.16	\$43.91
▼ SF Under Construction	8,215,263	9,157,771	9,201,730	8,464,039	8,084,588
▲ Inventory SF	94,896,870	94,003,859	93,950,077	93,812,019	93,678,965

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1367 West Broadway Vancouver, BC	45,661 SF	\$33,425,001 \$732.00 PSF	1367 Holdings Ltd. Fairmile Developments, Ltd	Class A
13761 96th Avenue Surrey, BC	11,631 SF	\$10,170,186 \$874.00 PSF	Ind Contractors & Bus Assoc of BC Lark Group	Class A
75 West 7th Avenue Vancouver, BC	11,500 SF	\$10,200,000 \$887.00 PSF	Prestige Worldwide (West 7th) Holdings BTY Group	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1077 Great Northern Way Vancouver, BC	119,844 SF	PCI Developments Corp. & Low Tide Prop	Electronic Arts	Technology
13711 International Place Richmond, BC	51,150 SF	Peterson Commercial	Broadcom Canada Ltd.	Technology
3777 Kingsway Burnaby, BC	49,761 SF	Undisclosed	Evolution Studios	Technology



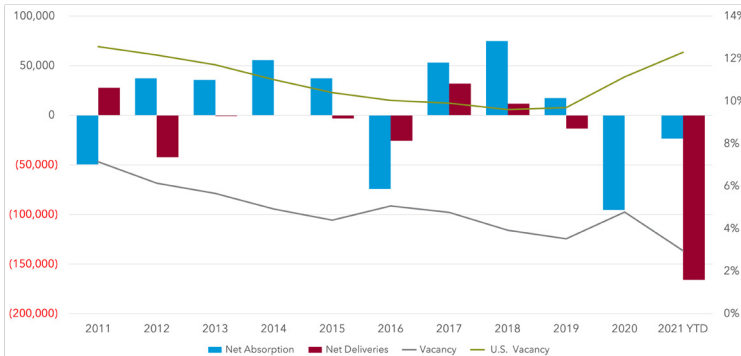
OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

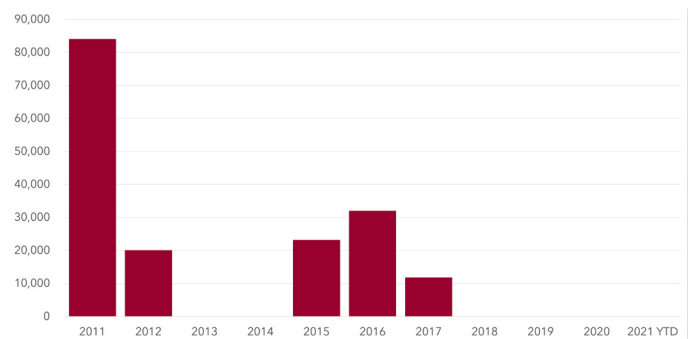
Vacancy in the Mid-Cities Southeast Los Angeles Submarket is 3.0%, well below the metro average. Average asking rates has remained steady with only the slightest increase in Q3 to reach \$2.00 PSF. Construction activity has been restrained for decades with no new developments in the pipeline attributed to the submarket's low rental rates, making it hard to justify development. This lack of inventory coupled with favorable rates for tenants continues to make this area very tight for availability.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	61,491	98,602	(184,822)	(53,132)	(31,973)
▼ Vacancy Rate	3.0%	3.8%	7.2%	4.8%	4.1%
▲ Avg NNN Asking Rate PSF	\$24.00	\$23.64	\$23.28	\$23.28	\$24.24
◀ ▶ SF Under Construction	-	-	-	-	-
◀ ▶ Inventory SF	7,398,408	7,398,408	7,398,408	7,398,408	7,398,408

NET ABSORPTION, NET DELIVERIES, & VACANCY

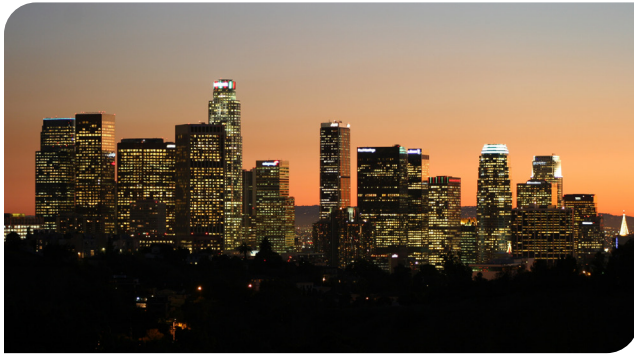


UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2675 E Slauson Avenue Huntington Park, CA	29,040 SF	\$19,451,008 \$669.80 PSF	Medical Properties Trust, Inc. Avanti Health System, LLC	Class B
13132 Studebaker Road Norwalk, CA	15,407 SF	\$9,725,000 \$631.21 PSF	Medical Properties Trust, Inc. Avanti Health System, LLC	Class B
5100 S Eastern Avenue Commerce, CA	46,980 SF	\$12,000,000 \$255.43 PSF	Jim Khosh Pooya Bakhtiari	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
10375 Slusher Drive Santa Fe Springs, CA	25,743 SF	Morgan Stanley Services Group Inc.	Performance Team Engineering	Professional, Scientific, and Technical Services
12440 Firestone Boulevard Norwalk, CA	15,000 SF	Sunny Hills Management Company	Undisclosed	Professional Administrative
10840 Norwalk Boulevard Santa Fe Springs, CA	13,804 SF	Goodman Santa Fe Springs SPE LLC	Oil Well Service Company	Mining, Quarrying, Oil and Gas Extraction



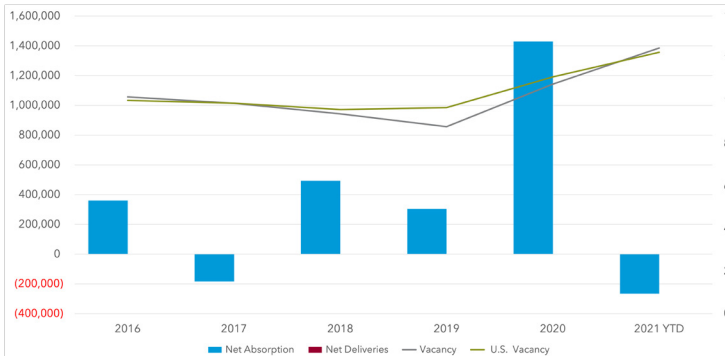
OFFICE MARKET OVERVIEW

MIKE TINGUS, *President*

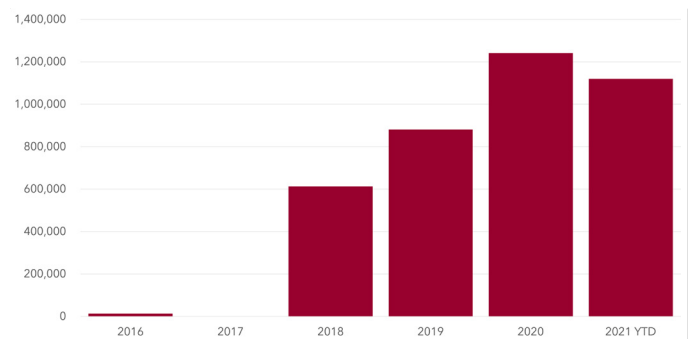
The LA North Office market once again saw sluggish leasing activity as vacancy rates climbed to their highest level since 2014. Meanwhile, the market saw significant sales activity during the quarter. Twenty-three sales, the most since Q1 2018. Among the factors contributing to increased vacancies and leasing rates is the absence of new space. There has been no new inventory delivered in 2021 and while more than 1.1 million sf is under construction, only 319,841 sf is scheduled for completion this year. The other 800,000 sf is tied up in a single project - Worthe Real Estate Group's Second City expansion in Burbank - and will not be delivered until at least the first quarter of 2023.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	(1,009,468)	(745,017)	(1,307,470)	(1,192,440)	(656,280)
▲ Vacancy Rate	12.35%	11.73%	13.76%	12.9%	10.2%
▲ Avg NNN Asking Rate PSF	\$37.64	\$37.38	\$34.36	\$34.21	\$34.32
▼ SF Under Construction	1,119,297	1,128,215	1,384,353	1,389,029	882,893
▲ Inventory SF	94,187,318	93,958,882	86,265,838	86,202,450	73,754,362

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3450 Cahuenga Blvd Ste 906 Studio City, CA	1,921 SF	\$920,000 \$478.92 PSF	Private Owner User Owner Cahuenga LLC	Class B
3450 Cahuenga Blvd Ste 401 Studio City, CA	1,921 SF	\$1,020,000 \$530.97 PSF	Private Owner User Owner Cahuenga LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
21700 Oxnard Street Woodland Hills, CA	17,044 SF	Douglas Emmett 2000, LLC	Music Reports, Inc	Licensing
21210 Erwin Street Woodland Hills, CA	14,400 SF	L Aronoff & Sons	Stairway Resource Center, Inc	Medical
15000 Ventura Blvd, Ste 202 Sherman Oaks, CA	9,923 SF	15000 Ventura Blvd, LLC	NS Pictures Inc	Production company



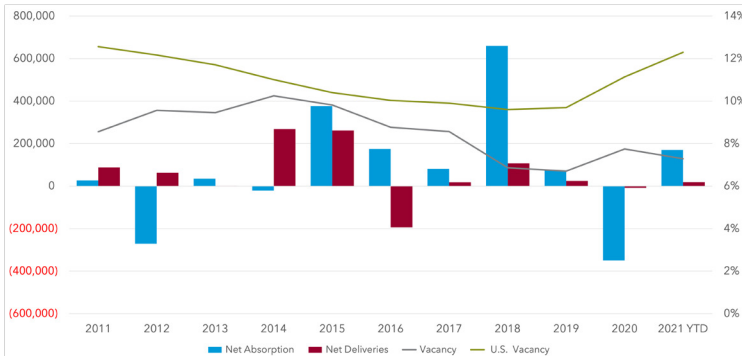
OFFICE MARKET OVERVIEW

CHRISTOPHER LARIMORE, *Founding Principal*

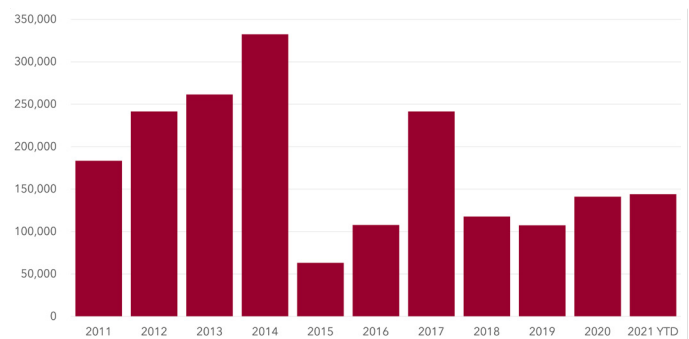
The San Gabriel Valley office market is seeing a cautious recovery. Overall vacancy rate is trending down with gains in the asking rental rates. Businesses are going back to the office however many are enjoying the better rates negotiated for Class C suburban office space versus the pricier Class A urban office buildings, which are struggling to fill vacancy. Sales volume remained solid and in line with historical volumes.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	119,855	30,785	73,698	(159,044)	(203,569)
▼ Vacancy Rate	7.1%	7.5%	7.5%	7.7%	7.3%
▲ Avg NNN Asking Rate PSF	\$25.56	\$25.44	\$25.32	\$25.20	\$25.80
▼ SF Under Construction	143,939	176,003	192,828	141,041	108,977
▼ Inventory SF	32,978,944	32,987,140	32,960,180	32,960,180	32,981,045

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
420 W Rowland Street Covina, CA	62,969 SF	\$49,320,000 \$783.24 PS	Sierra Health & Life Insurance Co IRA Capital LLC	Class B
1539 W Garvey Avenue N West Covina, CA	22,564 SF	\$7,200,000 \$319.09 PSF	Peiyu Zhao Pik Ching Yip	Class B
125 E Wheeler Avenue Arcadia, CA	10,207 SF	\$7,175,000 \$702.95 PSF	Allied Pacific IRA Nabil Samir Dahi	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
800 E Royal Oaks Drive Monrovia, CA	11,809 SF	Samuelson & Fetter	Undisclosed	Undisclosed
1333 S Mayflower Avenue Monrovia, CA	9,227 SF	Chase Partners, Ltd	Undisclosed	Undisclosed
13181-13191 Crossroads Pkwy N City of Industry, CA	6,543 SF	Majestic Realty Co.	Undisclosed	Undisclosed



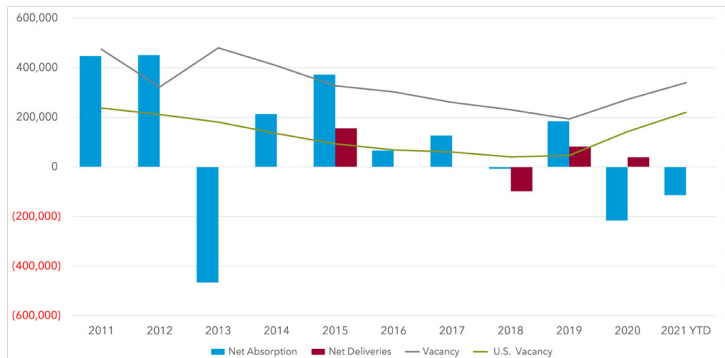
OFFICE MARKET OVERVIEW

COLLEEN CAREY, *Founding Principal*

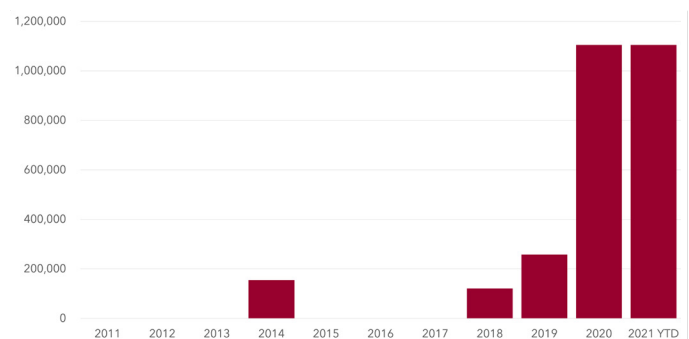
The Tri-Cities office leasing market showed small signs of recovery in Q3 as net absorption turned positive after 4 quarters of negative absorption. Vacancy rates dropped slightly, and lease rates remained steady. The largest lease transaction was a 26,000 SF sublease at 100 W. Walnut in Pasadena. CIT, a sublessor of Parsons Engineering, sub-subleased 26,000 SF to NEAR (formerly Uber Media). The Burbank Empire Center, a 234,000 SF Class A Office complex was sold by UBS to Prospect Ridge Partners for a rate of \$455/SF. 2 North Lake in Pasadena, a 203,911 SF Class A, sold in bankruptcy for \$348/SF.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	65,895	(86,823)	(57,043)	(241,662)	(77,591)
▼ Vacancy Rate	13.9%	14.2%	13.8%	13.5%	12.3%
▼ Avg FSG Asking Rate PSF	\$41.16	\$41.28	\$41.52	\$41.16	\$40.80
◀ ▶ SF Under Construction	1,104,726	1,104,726	1,104,726	1,104,726	1,104,726
◀ ▶ Inventory SF	19,738,641	19,738,641	19,738,641	19,738,641	19,738,641

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2 N Lake Avenue Pasadena, CA	203,911 SF	\$70,997,704 \$348.18 PSF	Charles Company Kin Hui	Class A
2400 Empire Avenue Burbank, CA	134,784 SF	\$63,975,024 \$474.65 PSF	Prospect Ridge Advisors, LLC UBS Realty Investors, LLC	Class A
2350 Empire Avenue Burbank, CA	99,125 SF	\$42,684,976 \$430.62 PSF	Prospect Ridge Advisors, LLC UBS Realty Investors, LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
301 N Lake Avenue Pasadena, CA	8,873 SF	Barker Pacific Group	Raymond James	Investment Banking
100 W. Walnut Pasadena, CA	26,000 SF	Parsons Engineering	NEAR	Media
700 N Central Avenue Glendale, CA	6,537 SF	Harbor Associates, LLC	S&F Hospice and Post Acute Care Co.	Healthcare



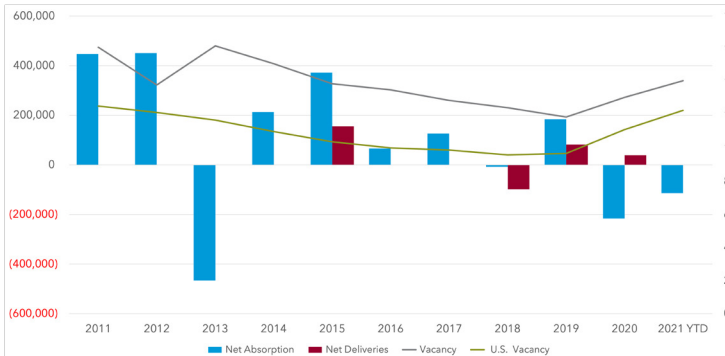
OFFICE MARKET OVERVIEW

ALEKS TRIFUNOVIC, SIOR, *President*

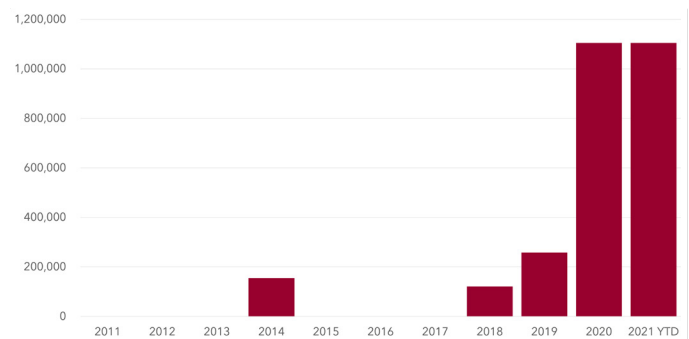
The Westside office market continues to improve. Apple has leased properties in Culver City and just announced that it will be building 550,000 sf in Downtown Culver City for its headquarters. We are starting to see the spaces in the 15,000 sf - 30,000 sf range getting much more activity, and though the delta virus may have pushed back some plans, many tenants are planning to go back to the office in Q1 2022. Touring activity and calling inquiries have picked up dramatically toward the end of September in all size ranges. We have also seen some competitive situations returning for the better spaces on the market pushing some rents higher than pre-pandemic highs.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	(1,211,613)	(896,621)	(1,133,647)	(801,642)	(799,374)
▼ Vacancy Rate	11.3%	12.7%	14.3%	15.7%	16.7%
▼ Avg NNN Asking Rate PSF	\$4.46	\$4.57	\$4.58	\$4.64	\$4.64
▲ SF Under Construction	3,256,882	3,037,964	2,965,966	2,731,874	2,802,522
▼ Inventory SF	79,118,789	79,382,062	79,526,284	79,943,599	79,977,460

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1606 & 1620 Euclid Street Santa Monica, CA	8,934 SF	\$13,000,000 \$1,455.11 PSF	1650 Euclid Owner, LLC 1620 Euclid Owner, LLC	Class C
12116 Venice Boulevard Los Angeles, CA	3,700 SF	\$2,411,500 \$652.00 PSF	12116 Venice Blvd., LLC Carl Grooms	Class C
8586 Pico Boulevard Los Angeles, CA	2,457 SF	\$1,612,500 \$656.28 PSF	Dev Thirty Six, LLC Martinex Family Trust	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3515 Eastham Drive Culver City, CA	26,408 SF	3515 Eastham Partners LLC	Maker Studios, LLC	
201 Continental Blvd. Stes 310 & 320 El Segundo, CA	16,227 SF	Continental Offices, LLC	MTI Laboratory	
9905 Jefferson Boulevard Culver City, CA	15,000	National Public Radio, Inc.	Prettybird Pictures, Inc.	



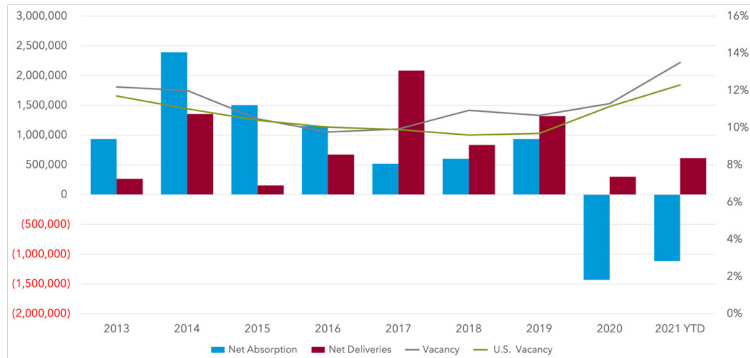
OFFICE MARKET OVERVIEW

GARY MCARDELL, CCIM, SIOR, Senior Vice President, Principal

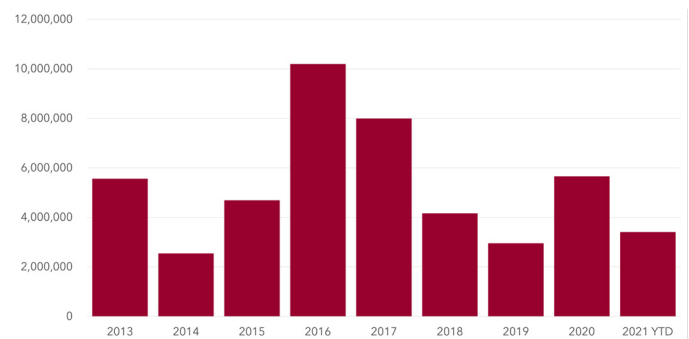
Q3 saw an uptick in a very sluggish OC office market. Year- to-date Net Absorption is just north of (1.1M) SF, but the pace of negative absorption slowed greatly. The OC office market's two dominant submarkets, the Airport Area and the Spectrum are on a completely different trajectory. The Airport submarket has seen it's vacancy rate climb from 11.4% to 16.5% in 2021, while the Spectrum has seen strong leasing as companies begin their return to the market. Lease rates have started decrease, with asking rents down 3.6% and effective rents, which take into account free rent and TI Allowances, falling even further. The effects of Covid and the Delta variant have slowed users return to the office but the full effects will not be seen until a wider return materializes.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(1,873)	(269,179)	(846,066)	(928,557)	(642,568)
▲ Vacancy Rate	13.74%	13.58%	13.19%	12.33%	11.37%
◀ ▶ Avg NNN Asking Rate PSF	\$2.64	\$2.64	\$2.67	\$2.68	\$2.70
▼ SF Under Construction	1,042,353	1,262,812	1,106,289	1,281,493	1,412,797
▲ Inventory SF	117,420,510	117,200,051	116,981,852	116,806,648	116,576,992

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
333 City Boulevard W Orange, CA	435,177 SF	\$150,500,000 \$345.84 PSF	City Tower Properties LLC Pacific Oak SOR City Tower LLC	Class A
15191 Alton Pkwy Irvine, CA	373,167 SF	\$197,590,000 \$529.48 PSF	Alton Parkway Operating Company Five Point Office Venture I, LLC	Class A
1801 E Saint Andrew Place Santa Ana, CA	370,374 SF	\$105,300,000 \$284.31 PSF	Rexford Industrial - 1800 St Andrew CF Alpha & Golf Propco LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
400 Spectrum Center Dr., 7th-9th & 11th Floor	89,068	Irvine Company	Terran Orbital	Manufacturing
15550 Sand Canyon Ave., 1st & 2nd Floor	69,647	Irvine Ranch Water District	Bandai Namco	Retailer
2722 Michelson Dr., 1st Floor	69,445	LBA Realty	Withheld	Withheld



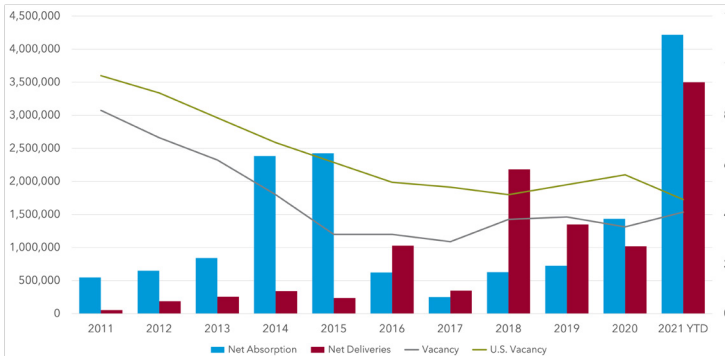
OFFICE MARKET OVERVIEW

JAMES BENGALA, *Senior Associate*

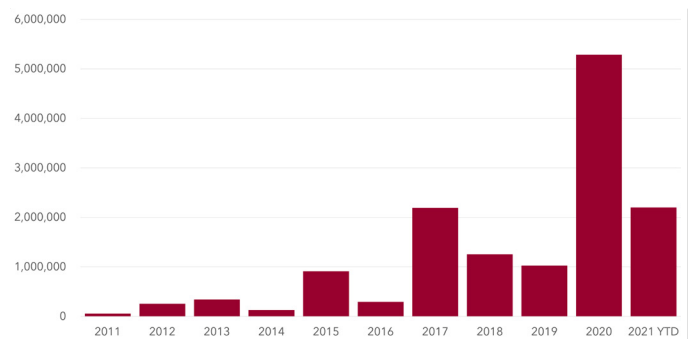
The office market is undoubtedly picking up steam in North County San Diego. Remote workforces are returning to the office and in-place tenants are negotiating long-term renewals. Landlords continue to offer additional concessions in higher-vacancy projects while still holding firm to market lease rates. Sales transaction volume remains healthy with ample investment activity and a continued push of owner-user buyers, fueled by sellers looking to cash out and extremely attractive interest rates. The NCSD office market is ripe for continued activity as major industry players identify the area as a low-cost, high-value alternative to the more densely populated L.A. and S.F. marketplaces. Overall, the office sector is primed for increased activity in 21Q4 and 22Q1.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	50,072	81,959	(83,305)	243,355	(66,328)
◀▶ Vacancy Rate	11.3%	11.3%	11.8%	11.3%	11.8%
▲ Avg NNN Asking Rate PSF	\$32.64	\$32.28	\$32.02	\$31.92	\$32.04
▼ SF Under Construction	95,177	155,177	80,177	80,177	265,177
▲ Inventory SF	19,500,746	19,440,746	19,447,042	19,447,042	19,262,702

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
NONE TO REPORT				

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5759 Fleet Street Carlsbad, CA	82,163 SF	Drawbridge Pacific View Corp LP	Rockstar Games, Inc.	Computer Programming
277 Rancheros San Marcos, CA	17,023 SF	Carleton Management, Inc.	Undisclosed	Undisclosed
5928 Pascal Court Carlsbad, CA	12,608 SF	AAE Pacific Park Associates LLC	Biospyder Technologies	Biotech



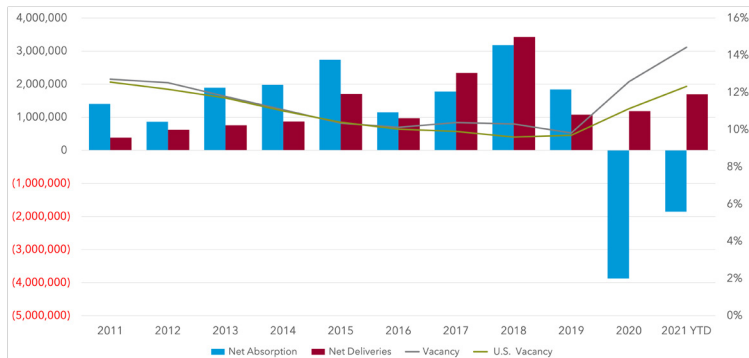
OFFICE MARKET OVERVIEW

JR BITZER, Principal

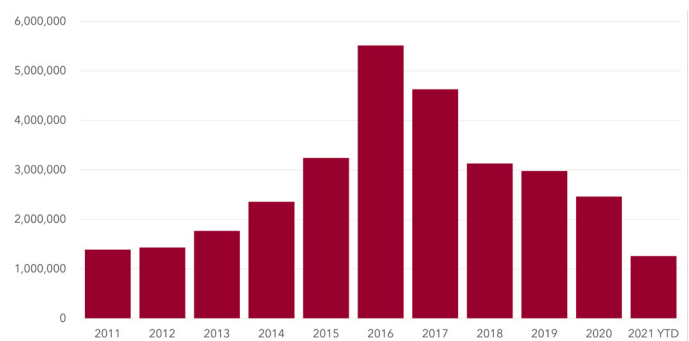
The Metro Denver Office Market is beginning to turn the corner back to normalcy. While tenant activity was strong to begin the quarter, it slowed somewhat as the Delta Variant spread but has picked up once again. With most tenants aiming to be back in the office come January, there is a new rush to secure what prime office space is left available. While Cherry Creek continues to attract the majority of tenants in the market, downtown is finally seeing an increase in activity, followed closely by the Southeast Suburban Submarket. A true sign that investors remain bullish on Denver, the investment sales market experienced the most sales since the start of Covid, with a record price set in Cherry Creek.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(3,144,725)	(4,556,846)	(4,871,348)	(3,875,539)	(2,132,112)
◀▶ Vacancy Rate	14.30%	14.30%	13.40%	12.60%	11.60%
▲ Avg NNN Asking Rate PSF	\$28.44	\$28.30	\$28.33	\$28.49	\$28.70
▼ SF Under Construction	1,260,614	1,457,520	2,404,581	2,462,311	2,580,018
▲ Inventory SF	180,887,380	180,613,759	179,266,224	179,193,324	178,973,777

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1099 18th Street Denver, CO	593,527 SF	\$203,300,000 \$342.53 PSF	CP Group KBS REIT II, Inc.	Class A
1551 Wewatta Street Denver, CO	285,168 SF	\$228,000,000 \$799.53 PS	RFR Realty LLC BentallGreenOak	Class A
6465 Greenwood Plaza Blvd Greenwood Village, CO	264,149 SF	\$66,000,000 \$249.86 PSF	Vanderbilt Office Properties KBS	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1701 Platte Street Denver, CO	119,811 SF	Shorenstein Properties LLC	Undisclosed	Undisclosed
1001 17th Street Denver, CO	67,856 SF	Franklin Street Properties Corporation	Centennial Resource Development	Mining, Quarrying, Oil & Gas Extraction
1200 17th Street Denver, CO	67,633	Beacon Capital Partners	Ares Management	Finance & Insurance



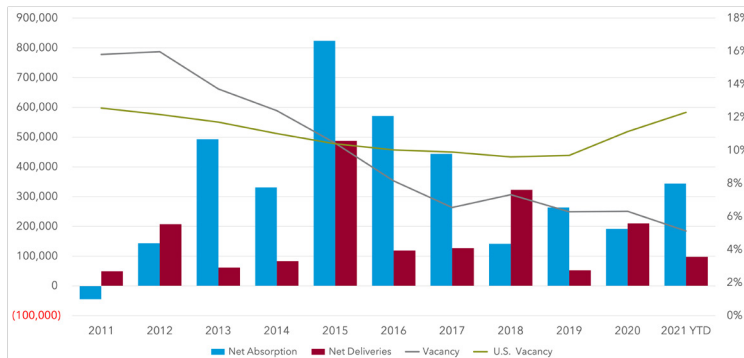
OFFICE MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

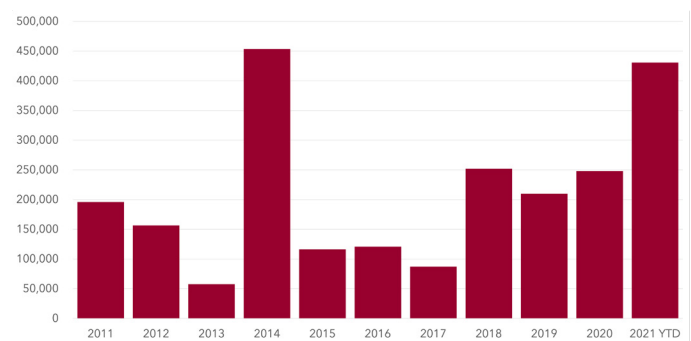
The Cape Coral/Fort Myers MSA had one of the fastest annual job growth rates in Financial Activities employment for third quarter 2021, gaining 1,200 jobs or +9% year-over-year (YOY). This labor growth showed an increase in demand for office space as leasing activity increased to nearly 217,000 square feet (sf) at the close of Q3, up 19.6% from third quarter of 2020. Overall asking rents rose as occupancy increased across all building classes. Class B inventory had the most new leasing activity, capturing 52.4% of new lease deals. Some of the largest leases for the quarter were in Fort Myers and Bonita Springs.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	475,783	194,695	71,491	191,674	202,424
▼ Vacancy Rate	5.1%	5.7%	6.3%	6.3%	6.7%
▲ Avg NNN Asking Rate PSF	\$20.27	\$20.11	\$19.84	\$19.72	\$19.27
▼ SF Under Construction	430,786	495,786	325,800	248,000	286,000
▲ Inventory SF	21,103,074	21,038,074	21,012,574	21,005,074	20,945,074

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
3049 Cleveland Avenue Fort Myers, FL	45,000 SF	\$3,050,000 \$68.00 PSF	Infinitus Calicem Holdings, LLC Infinite 3049, LLC	Class B
2075 W. First Street Fort Myers, FL	20,558 SF	\$3,150,000 \$153.00 PSF	First Myers, LLC M.I.D. Investments, LLC	Class B
6719 Winkler Road Fort Myers, FL	18,185 SF	\$1,454,800 \$80.00 PSF	Harbor Properties, Inc. Taylor Executive Court Associates	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
27599 Riverview Center Boulevard Bonita Springs, FL	11,850 SF	Brookwood Financial Partners	Advocate Debt Relief, LLC	Administrative and Support Services
24031 Tamiami Trail Bonita Springs, FL	6,452 SF	Barron Collier Companies	Domain Realty	Real Estate Agents
2286 W. First Street Fort Myers, FL	5,192	Creighton Construction	Maronda Homes	Construction



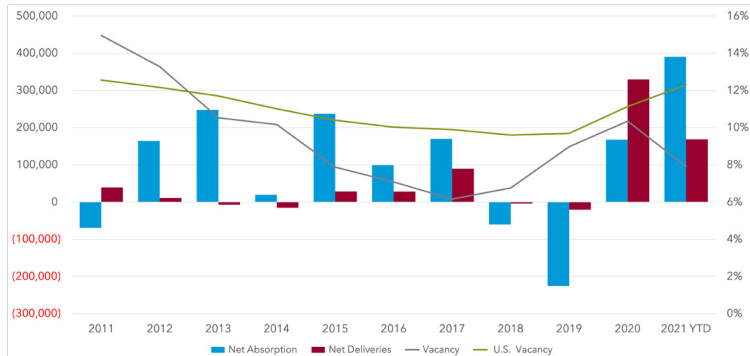
OFFICE MARKET OVERVIEW

CLAIRE SEARLS, *Director of Research*

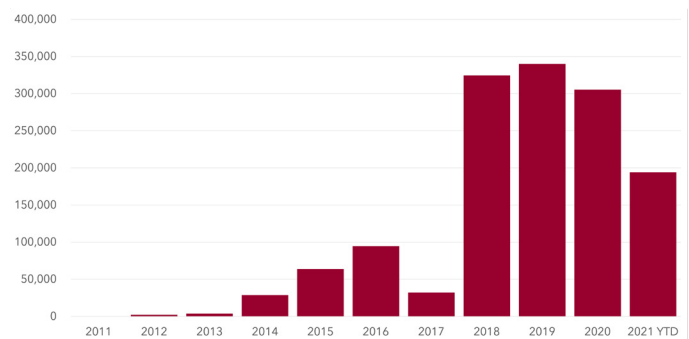
Year-over-year office-using employment increased across all sectors in the Naples trade area. The Naples MSA had the fastest annual job growth rate when compared to all other metro areas in the state in Professional and Business Services for a +17.1% increase, as of August 2021. The third quarter office market stabilized as occupancy increased and leasing activity strengthened. Professionals returned to the office as one of the largest leases for the quarter was at Kraft Office Center in Naples, totaling nearly 7,000 square feet to a digital payment software company. Overall vacancy returned to pre-pandemic levels decreasing nearly 300 basis points from one year ago.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	419,834	117,160	(26,180)	167,656	143,517
▼ Vacancy Rate	7.7%	9.4%	10.4%	10.4%	10.5%
▲ Avg NNN Asking Rate PSF	\$29.14	\$28.80	\$28.45	\$27.91	\$27.68
▲ SF Under Construction	194,060	186,464	218,596	305,338	271,213
▲ Inventory SF	9,825,225	9,789,821	9,747,689	9,656,424	9,658,755

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4280 Tamiami Trail East Naples, FL	14,132 SF	\$2,100,000 \$149.00 PSF	Fakhoury Real Estate, LLC Davis Solutions, Inc.	Class B
4500 Executive Drive Naples, FL	13,313 SF	\$3,500,000 \$263.00 PSF	QP1, LLC John R. Wood, Inc.	Class B
975 6th Avenue Naples, FL	10,764 SF	\$4,436,797 \$412.00 PSF	5th Avenue South Holdings LP TBC Assemblage, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3520 Kraft Road Naples, FL	6,491 SF	Kraft Office Center LLC	Gratuity Solutions	Software Company
8625 Tamiami Trail North Naples, FL	4,522 SF	The Adam Corporation	Nelson Mullins	Law Firm
3701 Tamiami Trail North Naples, FL	3,810 SF	Musca Properties LLC	Undisclosed	Undisclosed



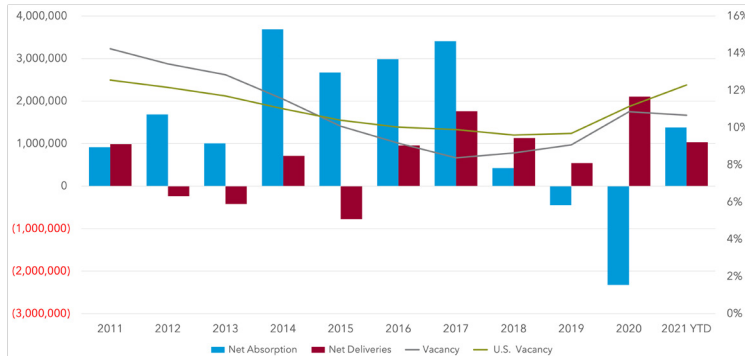
OFFICE MARKET OVERVIEW

EILIAS PORRAS, SIOR, *Principal*

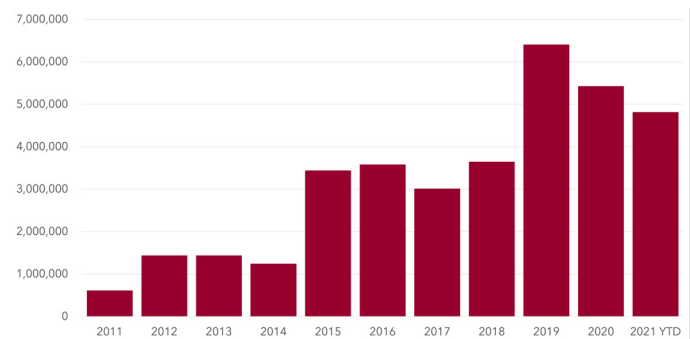
The office market 18 months after the start of the pandemic is showing signs life, although we are not seeing the demand on expansions as we had pre-pandemic. Professional office users are repositioning their usage of space, many are downsizing and there are other sectors expanding to other territories. Rental rates are holding steady as landlords find creative ways to deal with users while holding their face rates. We are still seeing a foreign influence in disposition of office product, not competing with Trophy properties as much and focusing on lower class office properties. Many investors are also looking at the stable healthcare market as a vehicle to stabilize their asset and increase their exit strategy.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	2,096,870	(1,459,506)	(2,183,259)	(2,323,065)	(3,336,905)
▼ Vacancy Rate	9.9%	10.6%	10.7%	10.4%	9.9%
▲ Avg NNN Asking Rate PSF	\$32.37	\$31.72	\$30.76	\$30.31	\$29.58
▼ SF Under Construction	4,716,807	4,917,557	4,982,315	5,426,845	6,959,197
▲ Inventory SF	239,518,796	239,162,991	238,932,830	238,488,282	236,856,177

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
90 W 200 S Hollywood, FL	267,357 SF	\$50,000,000 \$187.00 PSF	TKF R.E. JV Fox Ridge Cap. JV Jax Cap. Inv. Black Creek Group	Class B
8400 NW 36th Street Doral, FL	240,669 SF	\$96,000,000 \$399.00 PSF	MG3 Developer Group DRA Advisors	Class A
1 Town Center Road Boca Raton, FL	191,294 SF	\$99,500,000 \$520.00 PSF	Prime US REIT Crocker Partners JV Siguler Guff	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
36 NE 10th Street Miami, FL	120,000 SF	MWC Block B LLC	Blue Legacy Ventures	Healthcare
5900 Broken Sound Pky NW Boca Raton, FL	77,340 SF	Cancer Treatment Centers of America	Infinity Sales Group, LLC	Professional Services
3470 NW 82nd Avenue Doral, FL	56,890	Cogency Global	Withheld	Withheld



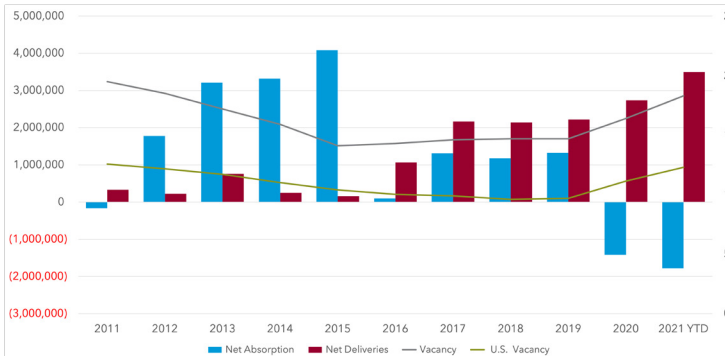
OFFICE MARKET OVERVIEW

LEE STEED, *Research Associate*

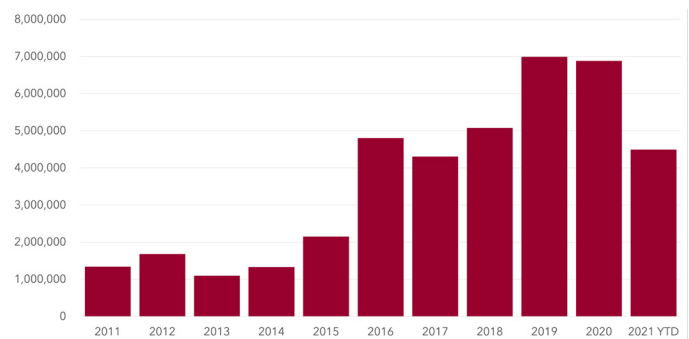
Atlanta's Office Market remains in limbo but is standing strong compared to other national office markets. Atlanta has recently landed large office tenants such as Microsoft, Visa, Papa John's, and FanDuel with plans to develop national and regional headquarters. While effects of the pandemic are still lingering throughout the market, these leases, signed by large multi-national companies, are signs of the growing technology and financial hub Atlanta is becoming. Overall absorption improved slightly compared to Q2 of 2021 but still has not recovered in regard to pre-covid. Nevertheless, multiple large spaces traded in the third quarter, showing that there is still life in the market compared to the lack of leasing activity.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(3,964,681)	(5,681,930)	(5,517,652)	(1,419,120)	1,286,582
▼ Vacancy Rate	18.3%	18.6%	18.0%	16.4%	15.3%
▲ Avg NNN Asking Rate PSF	\$29.12	\$28.98	\$28.58	\$28.26	\$28.37
▼ SF Under Construction	4,494,366	4,598,383	6,092,495	6,883,106	5,881,708
▲ Inventory SF	233,478,361	232,064,224	229,890,494	228,696,883	228,416,500

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
250 Williams Street NW Atlanta, GA	1,589,465 SF	\$285,000,000 \$179.31 PSF	Mapletree US Management, LLC Sila Realty Trust	Class A
1375 Peachtree Street NE Atlanta, GA	409,579 SF	\$73,150,000 \$178.60 PSF	FullG Capital The Dilweg Companies	Class A
725 Ponce de Leon Avenue NE Atlanta, GA	371,931 SF	\$300,200,000 \$807.14 PS	Cousins Properties New City Properties	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1200 Peachtree Street NE Atlanta, GA	122,760 SF	Cousins Property Group	Visa Inc.	Financial Services
1 Phipps Plaza Atlanta, GA	95,742 SF	Simon Property Group	Novelis	Metals, Mfg, Recycling
171 17th Street NW Atlanta, GA	90,000 SF	Prime US REIT	Arnall Golden Gregory LLP	Legal Services



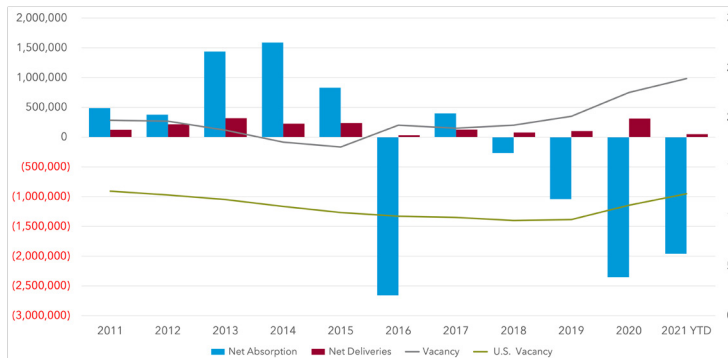
OFFICE MARKET OVERVIEW

DIANA PEREZ, *Director of Research*

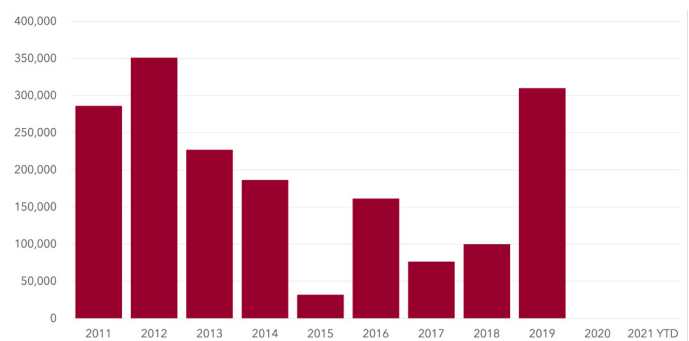
Quarter 3 of 2021 saw a large uptick in leasing velocity that was more than double the figure of Q2. It is great to see more leases being signed, yet the market has become increasingly unhealthy in spite of new deals. Overall vacancy is up by almost a full percent in the last 3 months. The market has lost another 1.6 Million Square feet in total across the Chicago office market and surrounding suburban area. On a positive note, the slide has slowed with net absorption sitting at roughly half of the indicator from the previous quarter. We are uncertain on our expectation for Q4 due to the new policies regarding mandated masks for both vaccinated and unvaccinated individuals inside public spaces for the entirety of Illinois.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(1,960,823)	(2,719,133)	(514,819)	(665,018)	(1,178,498)
▲ Vacancy Rate	23.9%	19.3%	22.8%	22.5%	21.4%
▲ Avg NNN Asking Rate PSF	\$23.28	\$23.04	\$23.83	\$22.77	\$22.73
◀ ▶ SF Under Construction	0	0	50,220	0	210,000
▲ Inventory SF	125,974,873	125,681,944	126,542,335	127,506,280	127,016,692

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
48 W. Seegers Road Arlington Heights, IL	39,000 SF	\$2,391,000 \$76.35 PSF	Green Circles LLC Individual	Class B
10005-10015 Grand Avenue Franklin Park, IL	32,000 SF	\$1,500,000 \$38.46 PSF	Carvana Moats Office Properties	Class B
1717 N. Penny Lane Schaumburg, IL	31,318 SF	\$3,350,000 \$104.69 PSF	Bradford Allen Realty Services Alliance for Audited Media	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
263 Shuman Boulevard Naperville, IL	66,278 SF	Bixby Bridge Capital	Undisclosed	Undisclosed
3 Parkway Boulevard Deerfield, IL	59,675 SF	Fulcrum Asset Advisors LLC	AMCOR	Packaging
1450 American Lane Schaumburg, IL	55,042 SF	American Landmark Properites	Ally Financial	Finance



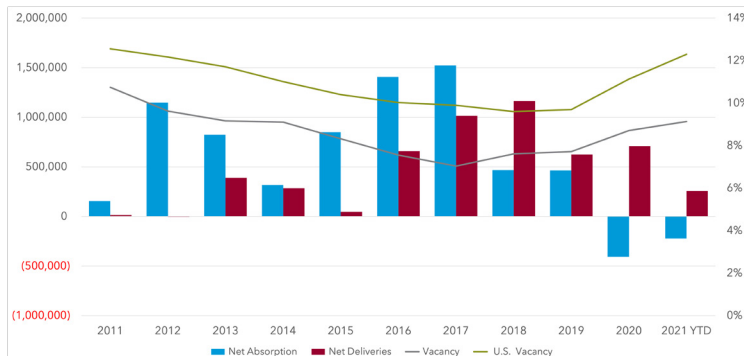
OFFICE MARKET OVERVIEW

DAN ROOT, Associate

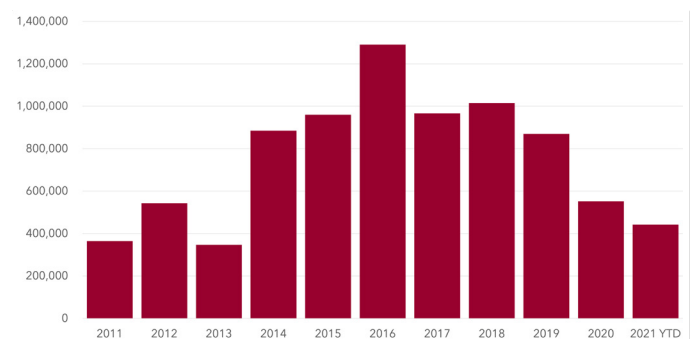
Across the county the office sector took a major hit during the pandemic, and Indianapolis was no exception. Record high vacancy rates and an increase in subleases was common across the county. Indianapolis's office market is starting to show signs of recovery. Office vacancy rates are at 9.1% compared to 12.3% nationally. The Indianapolis economy as a whole is recovering faster than most of the Nation. Unemployment levels sit at just 4%, compared to 5.8% across the county. The local population is also growing at a rate almost twice the national average. Although the office sector took a huge hit during the pandemic, Indianapolis's office market outperformed most of the county, and is recovering faster.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(234,174)	(363,620)	(1,035,274)	(407,089)	(60,147)
▲ Vacancy Rate	9.1%	8.9%	9.1%	8.7%	8.6%
▲ Avg NNN Asking Rate PSF	\$20.13	\$19.97	\$19.92	\$19.84	\$19.96
▲ SF Under Construction	442,521	336,068	486,655	551,877	482,770
▲ Inventory SF	107,626,627	107,536,220	107,380,632	107,370,333	107,253,033

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
101 W 103rd Street Indianapolis, IN	323,000 SF	\$66,343,566 \$205.40 PSF	Real Capital Solutions, Inc. Starpoint Properties LLC	Class B
3815 River Crossing Parkway Indianapolis, IN	120,337 SF	\$19,788,528 \$164.44 PSF	Felton Management Corp. Franklin Street Properties Corp	Class A
5757 Decatur Boulevard Indianapolis, IN	90,000 SF	\$6,500,000 \$72.22 PSF	The Heritage Group Sila Capital LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8350 Sunlight Drive Fishers, IN	52,000 SF	Global Net Lease, Inc.	Undisclosed	Undisclosed
301 Pennsylvania Parkway Indianapolis, IN	32,447 SF	Equus Capital Partners, Ltd.	South College of Indiana	Education
9465 Counselors Row Indianapolis, IN	26,300 SF	Shawn Cummings	Undisclosed	Undisclosed



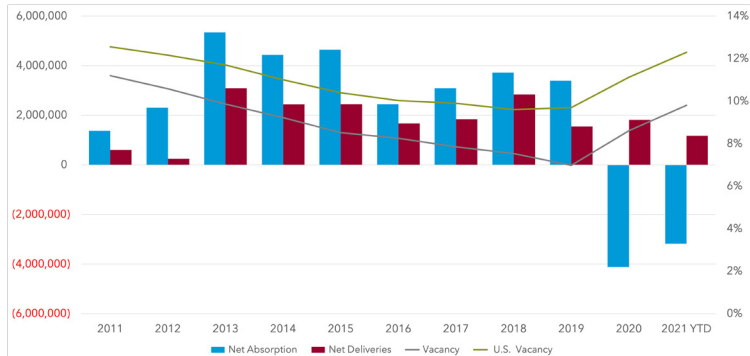
OFFICE MARKET OVERVIEW

ERIC SOLEM, *Managing Principal, President*

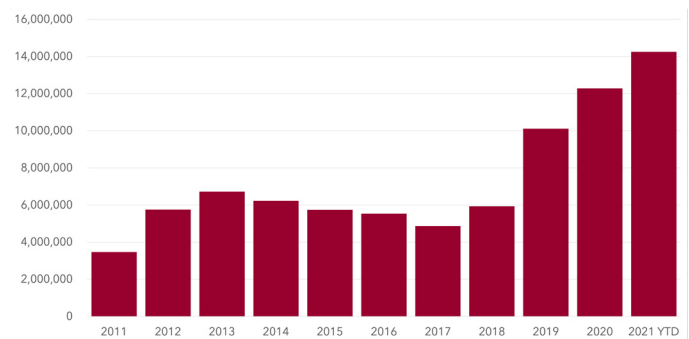
As fall arrived so did the impact of the COVID delta variant as its complications with office occupancy lead to a seventh straight quarter of net negative absorption. Despite the vacancy rate continuing to rise, there have been sizable leases signed in 2021, primarily fueled by life sciences sector growth. Moderna has committed to expanding its HQ in Cambridge's Kendall Square with Alexandria Real Estate Equities for 462,000 SF which is scheduled to open in 2023. Third Rock Ventures and Tango Therapeutics have collectively leased over 100,000 SF in The Fenway with expected completion in 2022. Thus, high levels of spec development continue to feed the life sciences sector growth in Boston.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(4,987,590)	(6,354,665)	(6,540,530)	(4,117,724)	52,576
▲ Vacancy Rate	9.8%	9.7%	9.4%	8.6%	8.0%
▲ Avg NNN Asking Rate PSF	\$41.30	\$41.25	\$40.97	\$40.96	\$40.77
▼ SF Under Construction	14,251,212	14,333,212	13,227,993	12,280,557	10,896,214
▲ Inventory SF	356,850,628	356,574,938	355,644,859	355,634,589	355,567,493

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
135 William T Morrissey Blvd Dorchester, MA	693,921 SF	\$362,500,000 \$522.39 PSF	Nordblom Co/Beacon Cap Ptnrs Nordblom Company/Alcion Ventures	Class A
400 Summer Street Boston, MA	635,000 SF	Undisclosed	W/S Dev/Kohlberg Kravis Roberts W/S Development	Class A
600 Technology Park Drive Billerica, MA	447,000 SF	\$18,525,000 \$41.44 PSF	KS Partners The Gutierrez Company	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
280-294 Congress Street Boston, MA	524,000 SF	Boston Properties	Wellington Management Company LLP	Finance & Insurance
325 Binney Street Cambridge, MA	462,000 SF	Alexandria Real Estate Equities, Inc	Moderna	Professional, Scientific & Technical Services
201 Brookline Avenue Boston, MA	293,000	Alexandria R.E. Equitie/ Samuels & Assoc Mgmt	VerveTherapeutics/Tango Therapeutics/Third Rock Ventures	Health Care & Social As- sistance/Finance & Ins



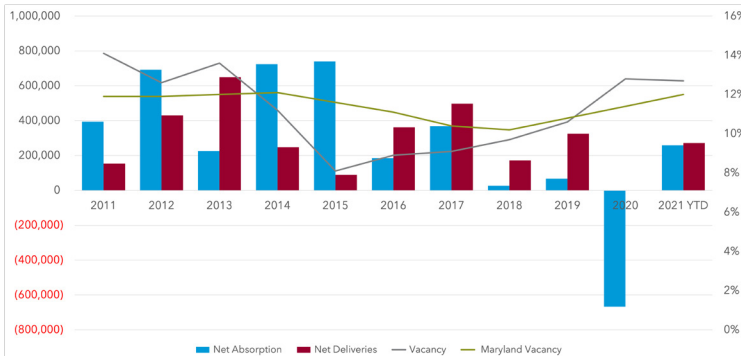
OFFICE MARKET OVERVIEW

BILL HARRISON, *Senior Vice President*

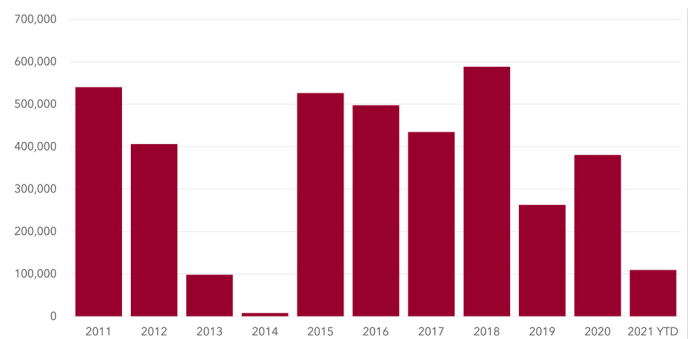
Fears of the Delta variant have further delayed some return to the office plans. This quarter's results still require further explanation. The delivery and occupancy of the 263,000 SF Hopkins APL building boosted Net Absorption numbers in Q2. Without a similar sized transaction, there was a slightly negative net absorption of (1,958) SF for this quarter. Vacancy rates remained stable at 12.7%, as did asking rental rates, which hovered around \$25-\$26.00/SF. The amount of space being offered for sublease has already decreased. The Greater Columbia market continues to outperform competing locations, led by heightened leasing activity from the medical and technology industries.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ Net Absorption SF	(1,958)	199,141	63,017	(183,332)	(243,871)
◀▶ Vacancy Rate	12.7%	12.7%	12.5%	12.8%	12.0%
▲ Avg NNN Asking Rate PSF	\$26.05	\$25.55	\$25.50	\$25.31	\$25.42
◀▶ SF Under Construction	109,255	109,255	372,255	380,655	271,400
▲ Inventory SF	22,855,063	22,822,063	22,559,063	22,550,663	22,550,663

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
10010 Junction Drive Annapolis Junction, MD	108,000 SF	\$7,800,000 \$72.22 PSF	Grander Capital Partners Emory Hill Real Estate	Class B
7226 Lee Deforest Dr, Suite 205 Columbia, MD	6,000 SF	\$1,190,000 \$198.33 PSF	Generic Dental Belagan LLC	Class B
8894 Stanford Blvd., Suite 404-405 Columbia, MD	3,973 SF	\$1,050,000 \$264.28 PSF	Stanford Blvd Holdings Premier Management	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6740 Alexander Bell Drive Columbia, MD	63,161 SF	Corporate Office Properties Trust	St. Agnes Medical	Medical
10170 Junction Drive Annapolis Junction, MD	11,176 SF	St. Johns Properties	Interclipse	Technology
7021 Columbia Gateway Drikve Columbia, MD	10,190 SF	Abrams Development Group	DigiFlight	Cybersecurity



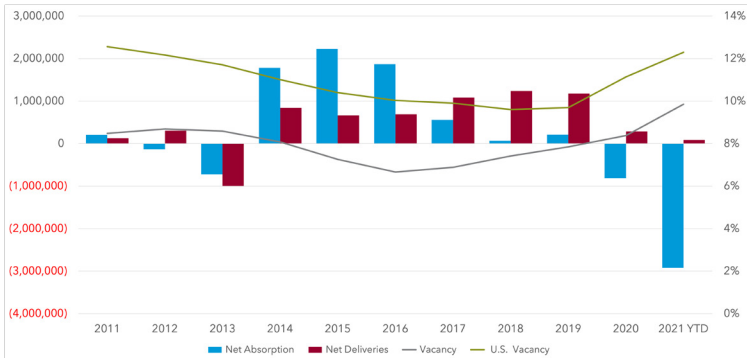
OFFICE MARKET OVERVIEW

LUKE SCHAMMEL, *Research Associate*

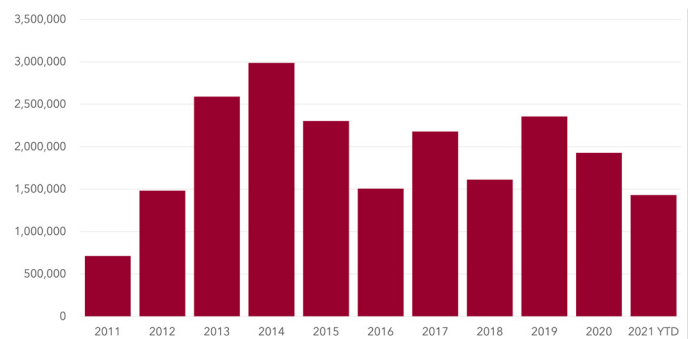
For the first time since the start of the COVID-19 Pandemic, the Twin Cities Office Market rebounded with 325k SF of Positive Net Absorption, lowering the Vacancy Rate 20 basis points to 14.3%. Although the emergence of the Delta Variant slowed many companies return to the workplace, asking rents continued to hold strong, with Average NNN Asking Rates rising from \$24.58 in Q2 2021 to \$25.29 in Q3 2021. Overall, expect flexible work schedules, job satisfaction, productivity, and employee retention to be key variables driving the discussion around return to the workplace decisions, and ultimately Office Space demand into Q4 and beyond.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	325,936	(1,193,325)	(963,593)	(203,552)	(95,707)
▼ Vacancy Rate	14.27%	14.50%	13.80%	13.00%	12.50%
▲ Avg NNN Asking Rate PSF	\$25.29	\$24.58	\$25.02	\$24.81	\$25.02
▲ SF Under Construction	1,124,525	995,670	790,793	1,086,220	1,352,233
▼ Inventory SF	129,845,919	129,995,164	129,483,908	128,445,976	128,082,823

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
Metropoint Ofc Campus - 435 Ford Rd, 300 & 400 Hwy 169 S., St. Louis Park, MN	541,118	\$63,500,000	ABS Management & Development Corp	Class B
Boulder Lakes III - 3000 Ames Crossing Rd Chanhassen, MN	116,549	\$8,000,000	MSP Boulder Industrial, LLC	Class B
Gage Building - 10000 Hwy 55 Plymouth, MN	62,688	\$4,950,000	10,000 Highway 55 #1, LLC	Class

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
The BLOC - 1550 American Blvd E Bloomington, MN	56,429SF	LSREF 4 Bison, LLC	DCM Services	Technology
RBC Gateway - 250 Nicollet Mall Minneapolis, MN	47,000SF	United Properties	Castlelake	Investment Services
610 Crossings - 5651 N 96th Ave N Brooklyn Park, MN	41,472SF	Opus	Rasmussen	Education



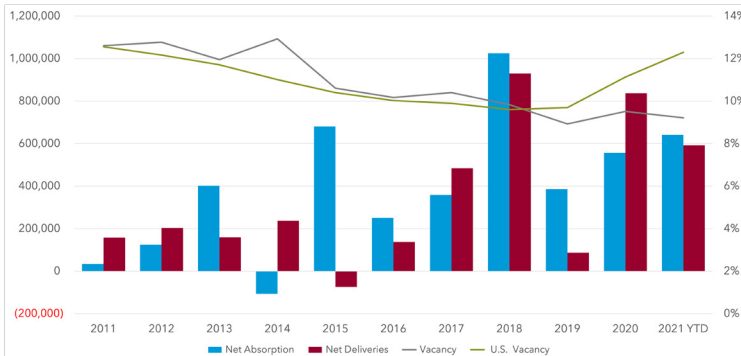
OFFICE MARKET OVERVIEW

JAMES BAILEY, JD, *Broker*

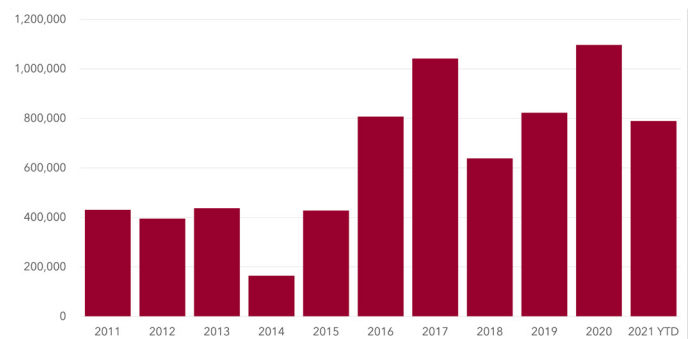
The office market has been sluggish over the last 18 months as companies are still balancing work from home with transitioning back to full time in the office. However, as the effects of Covid-19 seem to be waning, new and existing office sublease space continue to decline. There is approximately 1.6 million SF of product under construction as we head into Q4, with a few large scale projects delivering in downtown Raleigh in the coming months. Average asking rates for leasing have slightly increased from Q2 in both the Raleigh and Durham markets. As vacancy rates remain relatively stable and sublease space is absorbed, we hope to see similar trends moving into the fourth quarter.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	782,220	852,622	855,032	556,791	549,096
◀▶ Vacancy Rate	9%	9%	9%	10%	10%
▲ Avg NNN Asking Rate PSF	\$25.59	\$25.41	\$25.43	\$25.34	\$25.36
▼ SF Under Construction	789,732	936,491	1,269,435	1,096,581	1,272,779
▲ Inventory SF	35,354,309	35,207,550	34,835,101	34,762,469	34,557,367

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
67 TW Alexander Drive Research Triangle Park, NC	46,800 SF	\$7,750,000 \$165.60 PSF	United Therapeutics Corporation International Society of Automation	Class B
4220 NC Hwy 55 - Forest Creek Durham, NC	30,648 SF	\$4,700,000 \$153.35 PSF	MDK Larimer Benenson Realty Corporation	Class A
4011 University Drive Durham, NC	26,706 SF	\$3,200,000 \$119.66 PSF	Bhigh House Capital Otto J. Kumbar	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
555 S Mangum Street Durham, NC	36,470 SF	Northwood Ravin	Undisclosed	Undisclosed
5003 S Miami Boulevard Durham, NC	33,571 SF	Lincoln Property Company	Weatherby Healthcare	
5927 S Miami Boulevard Durham, NC	31,643 SF	Alidade Capital	Undisclosed	Undisclosed



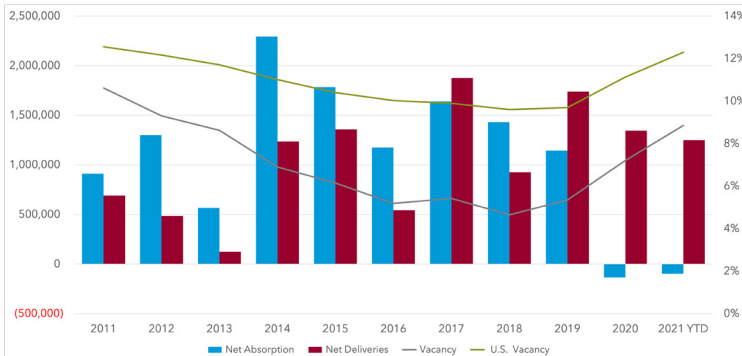
OFFICE MARKET OVERVIEW

JAMES BAILEY, JD, *Broker*

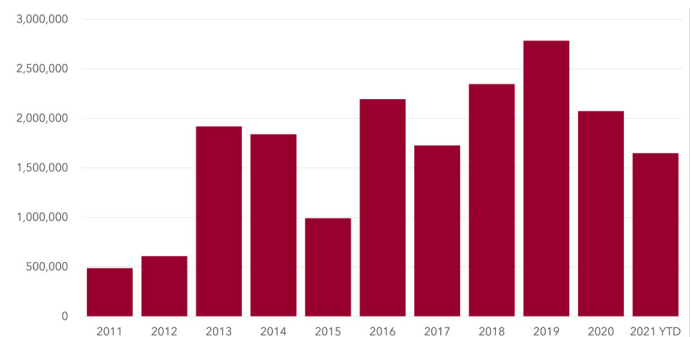
The office market has been sluggish over the last 18 months as companies are still balancing work from home with transitioning back to full time in the office. However, as the effects of Covid-19 seem to be waning, new and existing office sublease space continue to decline. There is approximately 1.6 million SF of product under construction as we head into Q4, with a few large scale projects delivering in downtown Raleigh in the coming months. Average asking rates for leasing have slightly increased from Q2 in both the Raleigh and Durham markets. As vacancy rates remain relatively stable and sublease space is absorbed, we hope to see similar trends moving into the fourth quarter.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	(57,976)	540,566	(273,882)	(133,944)	(77,803)
▲ Vacancy Rate	9%	8%	8%	7%	6%
▲ Avg NNN Asking Rate PSF	\$27.43	\$27.19	\$27.09	\$26.96	\$26.85
▲ SF Under Construction	1,647,971	1,005,152	1,718,894	2,073,816	2,481,876
▼ Inventory SF	76,590,451	76,606,556	75,880,814	75,341,280	74,759,458

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
150 Fayetteville Street Raleigh, NC	559,591 SF	\$148,000,000 \$264.48 PSF	Highwoods Properties Preferred Office Properties	Class A
1100 Corporate Center Drive Raleigh, NC	454,838 SF	\$63,000,000 \$138.51 PSF	Springs Insurance CTO Realty Growth	Class A
4208 Six Forks Road Raleigh, NC	300,389 SF	\$142,500,000 \$474.38 PSF	Highwoods Properties Preferred Office Properties	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
10900 World Trade Boulevard Raleigh, NC	116,882 SF	Stockbridge Capital Group	Millennium Print Group	Professional Services
5151 Glenwood Avenue Raleigh, NC	51,000 SF	Grubb Ventures Services	Undisclosed	Undisclosed
1600 Perimeter Park Drive Morrisville, NC	45,300 SF	Mapletree Investments	IXL Learning	Administrative and Support Services



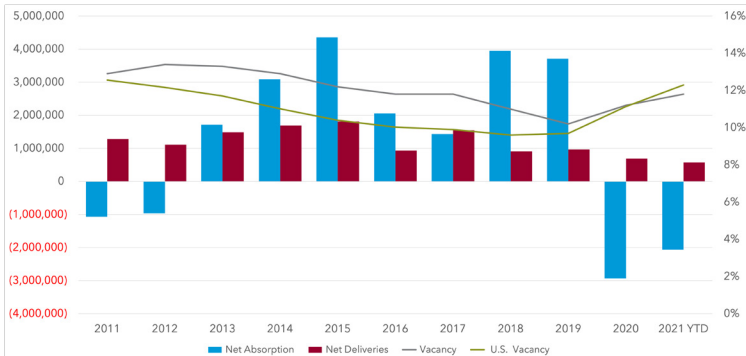
OFFICE MARKET OVERVIEW

MICHAEL MALMSTONE, *Real Estate Analyst*

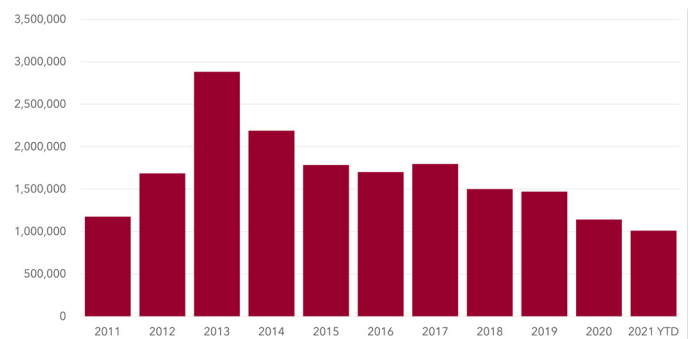
Q3 leasing eased with only 539 inked leases averaging 3,451 SF, down 22% and 1,467 SF respectively. Lease-up time grew to 10.7 months. Available space remained at 16%, a 6-year high. Rental rates clocked a record high of \$27.18 PSF gross. Net absorption finished at 185k SF, the first positive quarter of COVID times. NJ unemployment endured at 7.2%. Sales volume shrank to \$551MM, 71% of the 5-year average, while pricing fell 19% to \$137 PSF. Cap Rates compressed 30 bps to 7.6%. 1MM SF over 15 buildings is under construction, the lowest on record due to hybrid working and tighter lender underwriting. 20.1MM SF is approved, 15.4MM and 4.7MM SF class A and Class B respectively. 819k SF approved is medical, with 410k SF in Princeton and New Brunswick.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ Qtrly Net Absorption SF	184,884	(785,887)	(1,460,677)	(3,127,464)	(534,142)
◀▶ Vacancy Rate	11.8%	11.8%	11.6%	11.2%	10.3%
▲ Avg GRS Asking Rate PSF	\$27.18	\$27.05	\$26.79	\$26.87	\$26.82
▼ SF Under Construction	1,011,626	1,150,704	1,063,087	1,141,825	1,019,425
▲ Inventory SF	379,490,769	379,351,691	379,094,386	378,914,979	378,894,291

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
400 Atrium Drive Somerset, NJ	347,555 SF	\$40,632,094 \$116.91 PSF	EverWest Real Estate Investors, LLC Madison Realities	Class A
5901 West Side Avenue North Bergen, NJ	296,554 SF	\$27,475,000 \$92.65 PSF	Undisclosed Real Capital Solutions, Inc.	Class B
1 CIT Drive Livingston, NJ	288,000 SF	\$22,050,000 \$76.56 PSF	Bluewater Property Group, LLC Onyx Equities, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
115 Tabor Road Morris Plains, NJ	196,693 SF	Argent Ventures	Cigna	Insurance, Med Services Plans
500 Somerset Corporate Boulevard Bridgewater, NJ	95,579 SF	SJP Properties	Qualcomm Technologies, Inc.	Computer Programming Services
200 Hudson Street Jersey City, NJ	50,000 SF	Mack-Cali Realty Corp.	ROAR	Specialty Outpatient Clinics



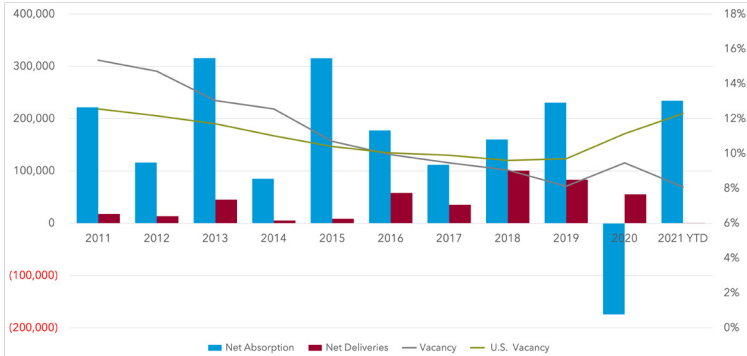
OFFICE MARKET OVERVIEW

LYLE CHAMBERLAIN, *President*

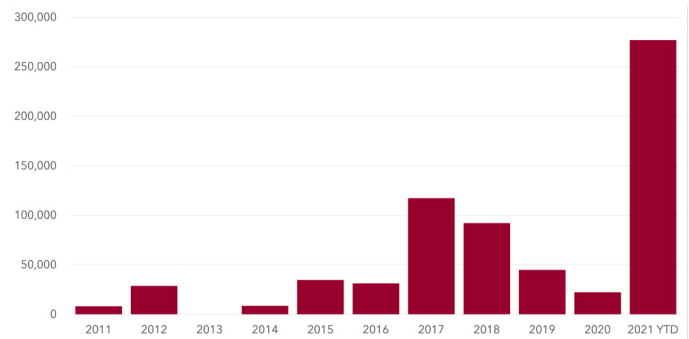
We are seeing a reduction in the vacancy rate in this area due to the strength of our Market in general. The Covid resultant while leaving many confused, has not impacted the gross numbers as many expected just due to a heated area economy. However, most of the "under construction" space has yet to be delivered. We will have to wait, but I expect the gravitation to new space as it becomes available will have a reasonable negative impact on the existing Office space, both in terms of rental rates and demand for the space in general. The strength of the Sales market is a reflection of the availability of product combined with the overall demand for Investment product in general.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	292,243	(60,994)	(219,670)	(174,240)	(226,836)
▼ Vacancy Rate	8.0%	9.3%	9.4%	9.5%	9.7%
▲ Avg NNN Asking Rate PSF	\$23.10	\$22.85	\$22.62	\$22.51	\$22.02
▲ SF Under Construction	277,021	237,021	237,659	22,408	13,370
◀▶ Inventory SF	16,886,699	16,886,699	16,886,061	16,886,061	16,873,329

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
6100 Neil Road Reno, NV	347,449 SF	Undisclosed	Paulo Cirling Basso Family Trust	Class B
1140-1170 Financial, 5580 Mill St. & 5595 Equity, Reno, NV	129,821 SF	\$26,400,000 \$203.36 PSF	Hillcrest Management Bain Street Properties	Class B
300-328 S Wells Avenue Reno, NV	40,852 SF	\$11,000,000 \$269.27 PSF	Undisclosed S3-300 S Wells LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5250 S Virginia Reno, NV	13,345 SF	McKenzie	Undisclosed	Undisclosed
2450 Oddie Boulevard Sparks, NV	12,066 SF	Foothills Partners Inc	Innovation Collective	
5310 - 5370 Kietzke Reno, NV	9,055 SF	Nev Dex Properties	Undisclosed	Undisclosed



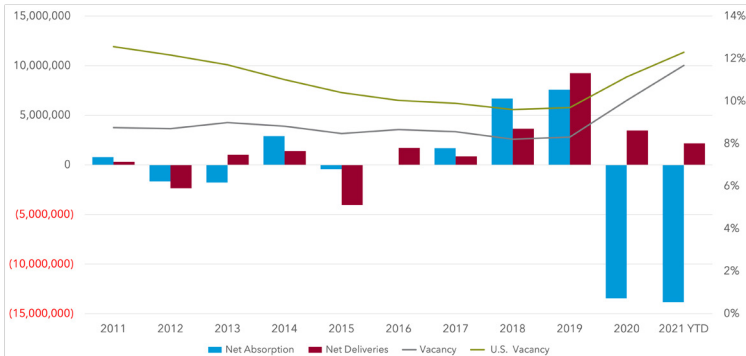
OFFICE MARKET OVERVIEW

KENNETH SALZMAN, SIOR, *Executive Managing Director, Principal*

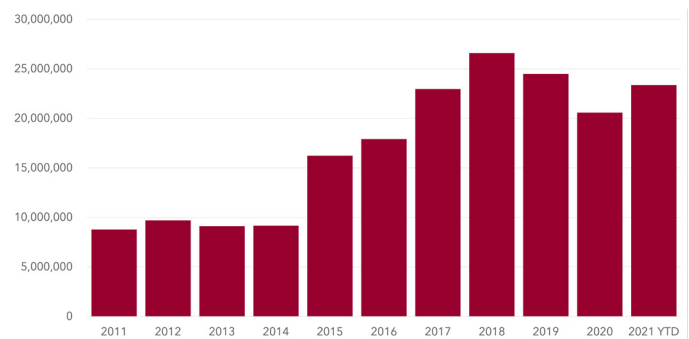
While remote work has become widely popular, and 23+ million SF of new office development is under construction, signs indicate that a leasing recovery is underway. The rate of new sublease additions has slowed and new leases outpaced renewals. The tech industry (Facebook, Apple, TikTok) is responsible for most of the new leasing activity, particularly in Midtown Manhattan. Negative net absorption dropped 24% and the vacancy rate ticked down to 11.6%. To incentivize tenants, Landlord's discounted rents and offered higher than typical free rent and construction allowances. They also offered Tenants unprecedented lease flexibility (in the form of shorter lease terms and cancellation clauses). Private-sector office usage increased at the end of the quarter as employees returned to the office. We remain optimistic that the office market will continue to stabilize, prompting further absorption by year-end.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(21,499,179)	(28,258,790)	(22,479,370)	(13,460,161)	(3,479,458)
▼ Vacancy Rate	11.6%	11.8%	11.1%	10.0%	9.1%
▼ Avg NNN Asking Rate PSF	\$56.70	\$56.88	\$57.34	\$57.70	\$58.27
▲ SF Under Construction	23,370,693	22,505,282	22,888,475	20,584,147	21,330,920
▲ Inventory SF	960,538,684	960,243,616	959,264,791	958,365,717	957,715,365

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1633 Broadway New York, NY	2,499,105 SF	\$240,000,000 \$960.34 PSF	Undisclosed Paramount Group, Inc.	Class A
1 Madison Avenue New York, NY	1,369,000 SF	\$492,200,000 \$726.33 PSF	Hines National Pension Serv of Korea SL Green Realty Corp	Class A
195 Broadway New York, NY	1,052,861 SF	\$525,000,000 \$498.64 PSF	L&L Holding Co, LLC Samsung Grp Korea Inv & Sec Co., Ltd L&L Holding Company, LLC	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1 New York Plaza New York, NY	400,000 SF	AEW Capital Management	Fried Frank	Financial
1301-1305 Avenue of the Americas New York, NY	167,000 SF	Paramount Group	Credit Agricole	Financial
200 Park Avenue New York, NY	137,736 SF	Tishman Speyer/Irvine Company	BDO	Financial



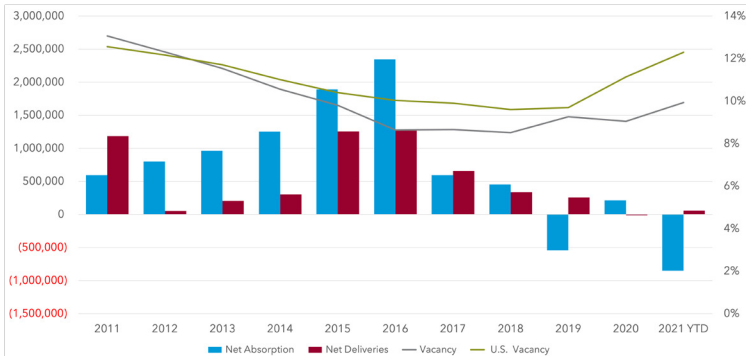
OFFICE MARKET OVERVIEW

GEORGE STINSON, *Senior Vice President*

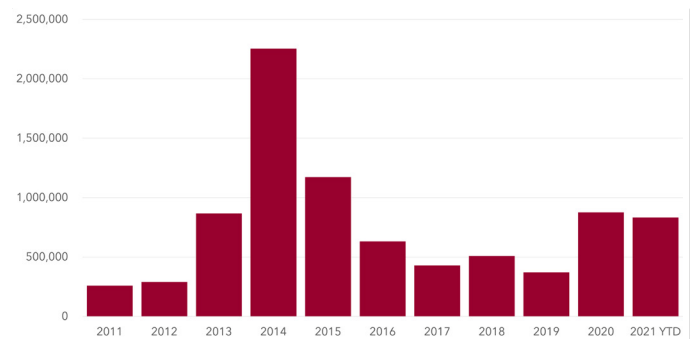
The office market in the Greater Cincinnati area continues to pick up its pieces after it was left in shambles from the Covid-19 pandemic. This being represented in the YTD market-wide absorption being over 1,000,000 SF in the negative. While vacancy rates continue to remain well above pre-pandemic levels, Cincinnati is 2% lower compared to the overall United States market. Sales were less fortunate in volume for quarter-over-quarter, with roughly a 70% decrease. Covid-19 left a dent within the industry, but the demand has the opportunity to pick itself back up as leasing activity slowly begins gaining traction again with a return to the workplace.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(821,447)	(931,261)	(380,957)	214,018	(105,983)
▲ Vacancy Rate	9.9%	9.8%	9.4%	9.0%	9.1%
▲ Avg NNN Asking Rate PSF	\$19.94	\$19.85	\$19.84	\$19.84	\$19.60
▼ SF Under Construction	832,791	833,991	1,151,685	875,465	823,570
▼ Inventory SF	104,835,265	104,952,723	104,627,477	104,630,789	104,608,984

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
250 E 5th Street Cincinnati, OH	538,437 SF	\$54,100,000 \$100.48 PSF	Zamir Equities HighBrook Investors	Class A
201 E 5th Street Cincinnati, OH	501,024 SF	\$50,250,000 \$100.29 PSF	PNC Center Cincinnati Realty LP Hines	Class A
11511 Reed Hartman Hwy Blue Ash, OH	400,296 SF	\$19,500,000 \$48.71 PSF	90 North Real Estate Partners LLP Mercy Health	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1717 Dixie Hwy Fort Wright, KY	14,200 SF	Pivot Realty	Pivot Realty	Real Estate
525 Scott Street Covington, KY	12,430 SF	Undisclosed	DeanHouston	Services
50 E Rivercenter Boulevard Covington, KY	10,624 SF	Corporex	Gentis Solutions	Administrative and Support Services



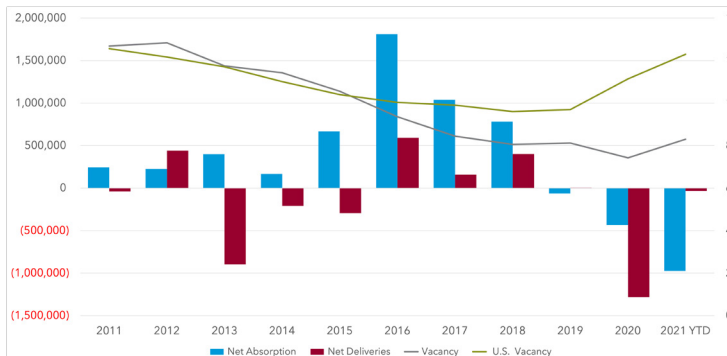
OFFICE MARKET OVERVIEW

ABRAM SCHWARZ, SIOR, *Senior Vice President*

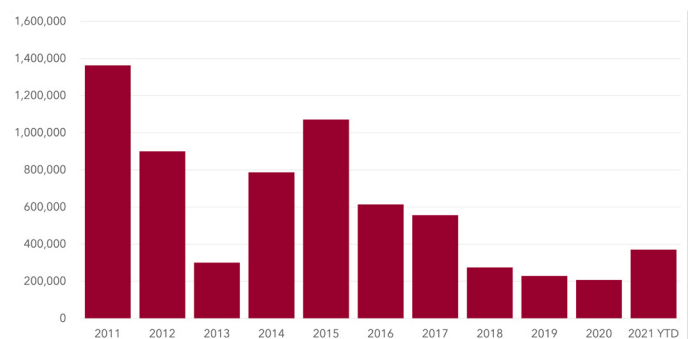
The Cleveland Office Market continued to struggle in Q3 2021. Vacancy rates continued to creep up slightly over the previous quarter and additional subleases are now becoming more readily available due to businesses deciding not to come back to the office due to the pandemic. Although there is a generally negative outlook in the CBD, there are pockets of stability in the suburbs, like the Rockside Road Corridor where occupancy rates are close to pre-pandemic levels. Larger blocks of suburban Class A and B space are being gobbled up by tenants and owner/users looking for a central non-CBD alternative. One thing to watch into Q4 2021 is how rising construction costs and supply chain issues affect the ability for landlords to deliver space on time and on budget.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	(1,286,936)	(1,227,066)	(867,217)	(330,954)	(29,393)
▲ Vacancy Rate	8.30%	8.00%	7.80%	7.30%	7.00%
▼ Avg NNN Asking Rate PSF	\$19.29	\$19.48	\$19.38	\$19.38	\$19.19
▲ SF Under Construction	370,940	175,000	175,000	205,688	245,688
▲ Inventory SF	106,660,282	106,559,597	106,626,097	106,595,409	106,555,409

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
925 Keynote Circle Brooklyn Hts., OH	61,994 SF	\$22,450,000 \$362.13 PSF	EGP 925 Brooklyn Heights, LLC Keynote Property Owner	Class B
5885 Landerbrook Drive Mayfield Hts., OH	87,630 SF	\$7,250,000 \$82.73 PSF	RL Monarch, LLC PDC Office Park	Class B
6400 Rockside Road Independence, OH	33,840 SF	\$3,990,000 \$117.91 PSF	Union Savings Bank 6400 Rockside, LLC	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1300 E Ninth Street Cleveland, OH	29,760 SF	Rugby Realty	United Church of Christ	Religious
1100 Superior Avenue Cleveland, OH	9,869 SF	American Landmark	Clearstead Advisors	Financial
902 Westpoint Parkway Westlake, OH	6,741 SF	Westlake Office Associates	University Hospitals	Medical



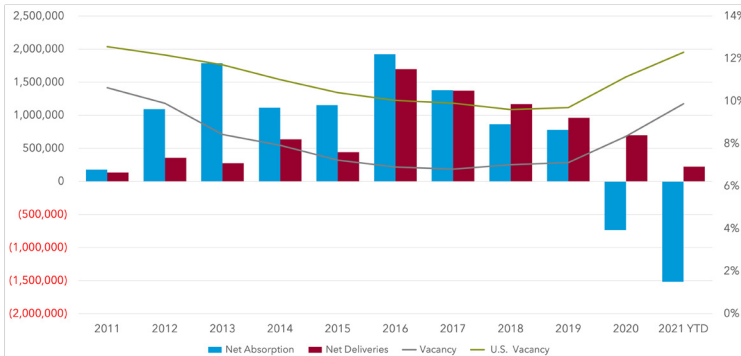
OFFICE MARKET OVERVIEW

ALEX KUNIEGA, Senior Associate

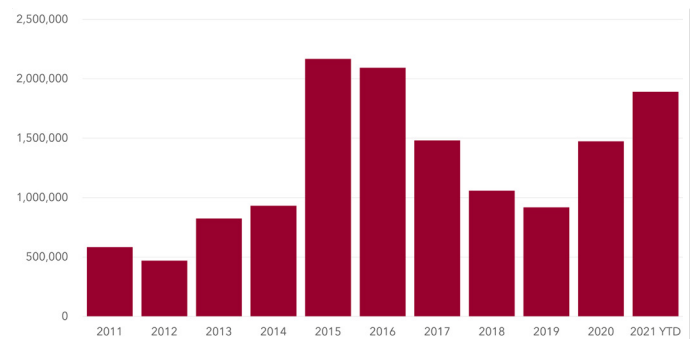
The Columbus office market is showing signs of life as tenant demand has picked up in Q3 2021 and is expected to increase in the coming months. Multiple significant leases were signed in Q3 2021 with the largest being Andelyn Biosciences taking 42,007 square feet in Dublin. A three-building portfolio at Corporate Exchange Drive was sold to Gasoco Properties making it the largest sale of the quarter. Construction remains active with 1.9 MM square feet currently under construction. Many companies have returned to the office full time or in a hybrid capacity and the expectation is that will only increase.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	(2,003,697)	(1,239,857)	(1,042,811)	(736,289)	125,819
▲ Vacancy Rate	9.85%	9.40%	8.92%	8.35%	7.78%
▲ Avg NNN Asking Rate PSF	\$21.18	\$21.11	\$21.14	\$20.97	\$21.01
▲ SF Under Construction	1,891,164	1,448,073	1,644,316	1,473,812	1,256,491
▲ Inventory SF	112,293,395	112,284,260	112,088,017	112,071,036	111,944,222

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2500-2600 Corporate Exchange Dr Columbus, OH	284,267 SF	\$5,010,000 \$17.62 PSF	Gasoco Properties Amcor Holdings	Class B
5000 Arlington Centre Boulevard Upper Arlington, OH	201,460 SF	\$5,000,000 \$24.82 PSF	Marimeter, LLC Tree of Life Christian Schools	Class B
1776-1780 E. Broad Street Columbus, OH	48,311 SF	\$3,510,000 \$72.65 PSF	The Village Network Volunteers of America	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
5185 Blazer Parkway Dublin, OH	42,007 SF	VanTrust	Andelyn Biosciences	Biotech
333 W. Nationwide Boulevard Columbus, OH	30,770 SF	Kapac Company	Nations Lending	Lending
500 S. Front Street Columbus, OH	25,626 SF	Ravinia Capital Group	Drug Enforcement Administration	Government Organization



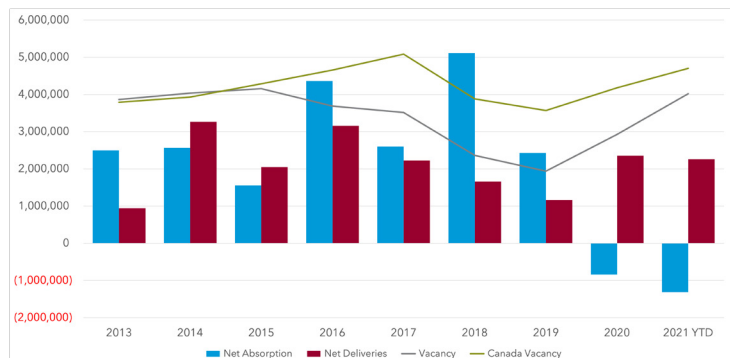
OFFICE MARKET OVERVIEW

WILL GEHRING, Senior Vice President

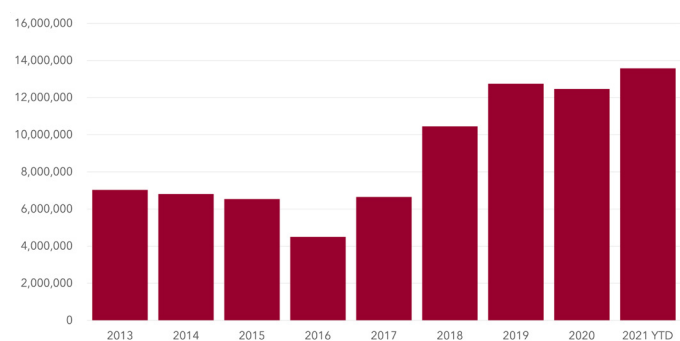
Toronto's office leasing market remains in a holding pattern as tenants reevaluate their need for space. 2021 Q2 marked a full year that the city's office performance has struggled as a result of the pandemic and although the vaccine rollout offers hope, new restrictions and recurring lockdowns amid rising infection rates continue to alter market fundamentals. As a result, tenants continue to hold off on making major real estate decisions. In the suburbs, short-term lease extensions remain prevalent as tenants weigh their future space needs including whether to retrofit their existing offices, reduce their footprint, or relocate altogether.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	(2,824,683)	(1,614,187)	(2,511,166)	(841,110)	1,932,295
▲ Vacancy Rate	6.7%	6.5%	6.1%	5.5%	4.8%
▲ Avg NNN Asking Rate PSF	\$38.76	\$38.46	\$38.33	\$38.28	\$38.28
▲ SF Under Construction	13,577,922	12,613,618	13,792,715	12,469,491	12,337,681
▲ Inventory SF	208,281,587	280,200,524	278,220,544	278,021,380	277,810,145

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
10 York Mills Road Toronto, ON	570,000 SF	\$250,000,000 \$438.60 PSF	Gazit TripLLLe Canada Manulife Investment Management	Class B
2 Sheppard Avenue E Toronto, ON	494,947 SF	\$168,706,443 \$340.86 PSF	RioCan REIT KingSett Capital Inc	Class B
North Building - 2201 Eglinton Ave- nue E, Toronto, ON	410,874 SF	\$85,015,111 \$206.91 PSF	Westdale Properties Scotiabank	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1-125 Queens Quay E Toronto, ON	80,000 SF	BentallGreenOak	theScore	Entertainment
401 Bay Street Toronto, ON	62,971 SF	Cadillac Fairview	Undisclosed	Undisclosed
1-2515 Meadowpine Boulevard Mississauga, ON	35,397 SF	Daniels Power Corporation	Henkel Canada Corporation	Chemical & Consumer Goods



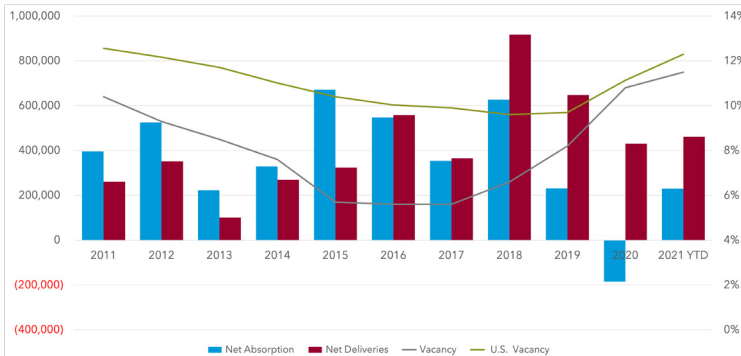
OFFICE MARKET OVERVIEW

PAUL PASCHAL, Vice President

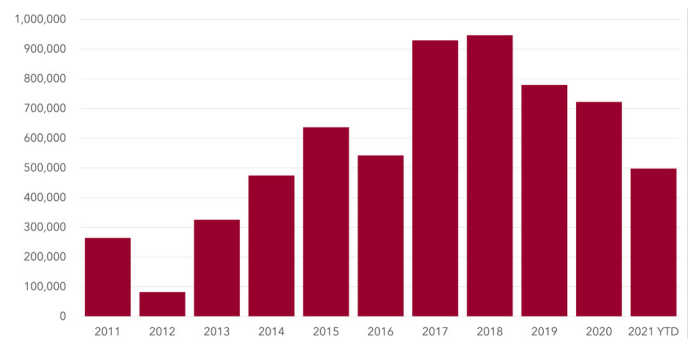
As employees return to the office, tenants use of space will impact the market for the foreseeable future. Ignited by coronavirus, over 400,000 SF of office space was listed for sublease at the pandemic's onset, and much of that remains available. Additionally, 510,000 SF of new space will be completed soon, with only 55% preleased. The combination of the incoming inventory and sublease space could drag office fundamentals further despite positive economic indicators for the market. While annual rent growth has slowed, investors signal a belief in the sector's long-term sustainability. Sales volume has remained strong through 2021, with over \$130M transacted this year. As workers return to the office, heightened investment demand will continue.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	240,042	110,272	(57,184)	(269,098)	24,917
▲ Vacancy Rate	11.40%	10.90%	12.96%	11.95%	11.07%
▲ Avg NNN Asking Rate PSF	\$26.17	\$24.54	\$24.17	\$21.25	\$21.28
▼ SF Under Construction	497,705	567,617	647,368	553,802	350,790
▲ Inventory SF	23,238,398	23,102,399	22,766,061	22,533,061	21,711,797

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4401 Leeds Avenue North Charleston, SC	106,000 SF	\$29,250,000 \$275.94 PSF	SilverCap Partners, LLC Holder Properties	Class A
170 Meeting Street Charleston, SC	33,200 SF	\$13,850,000 \$417.17 PSF	The Montford Group Palmetto Commercial Properties	Class B
291 Tricom Street North Charleston, SC	23,558 SF	\$7,000,000 \$297.14 PSF	Global Medical REIT Inc. Charleston Oncology, PA	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3450 Ingleside Boulevard North Charleston, SC	80,000SF	Capri Investment Group	Telus International	Communications and Information Technology
146 Fairchild Street Charleston, SC	22,419 SF	The Becker Organization	Total Quality Logistics	Logistics
174 Meeting Street Charleston, SC	15,039 SF	Cobalt Property Group	EPI Group, LLC	Newspaper



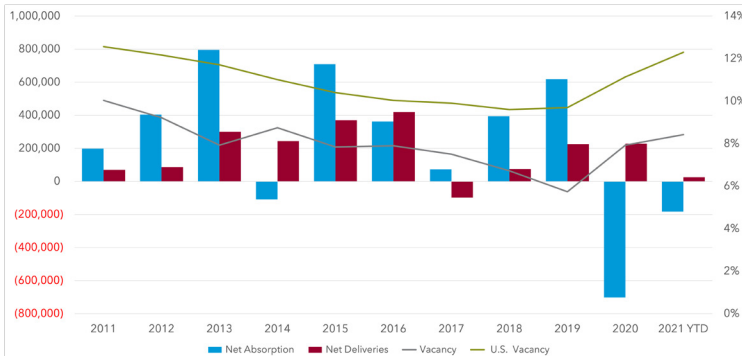
OFFICE MARKET OVERVIEW

DARATH MACKIE, Associate Broker

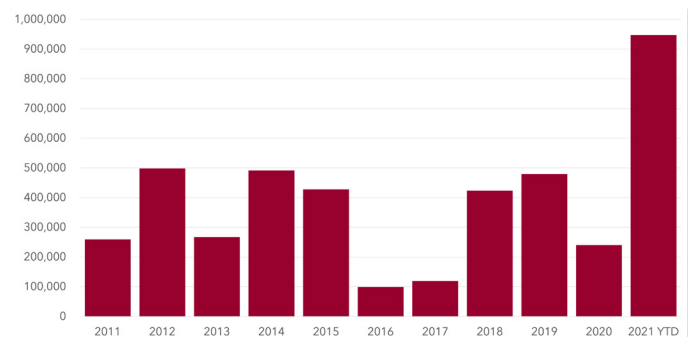
Mimicking last quarter, the Greenville / Spartanburg office market continues to see an increase in demand for buyable office product that is less than 5,000 SF. Price per square for Class A product that sold during this quarter at \$200.00/SF saw a slight decrease of 1.7% from last quarter while Class B saw a slight 1.2% increase in the per square foot from Q2. While available inventory saw less than a 2% increase over last quarter, we are expected to see an additional 150,000 SF of new construction by the end of the next quarter. At 14.8% Class A Office space saw a 3.4% vacancy increase from Q2 while Class B product only saw a 1.2% increase from the previous quarter.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(46,305)	(108,985)	(16,091)	(157,842)	(466,774)
▲ Vacancy Rate	8.4%	8.3%	8.0%	7.9%	7.1%
▲ Avg NNN Asking Rate PSF	\$18.76	\$18.58	\$18.87	\$18.98	\$18.55
▲ SF Under Construction	947,265	796,387	793,187	240,192	421,335
▲ Inventory SF	41,928,417	41,920,784	41,920,784	41,902,939	41,718,939

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
356 Centerpointe Boulevard Mauldin, SC	80,000 SF	\$9,500,000 \$118.75 PSF	Green Charter School Village Land, Inc.	Class B
164 Milestone Way Greenville, SC	14,500 SF	\$2,240,000 \$154.14 PSF	Mjh Real Estate LLC Grace Church	Class B
880 S Pleasantburg Dr Building 4 Greenville, SC	12,000 SF	\$1,400,000 \$116.67 PSF	880 Pleasantburg LLC Nasi LLC	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
935 S. Main Street Greenville, SC	21,856 SF	Cap Park LLC	Undisclosed	Undisclosed
1 Research Drive Greenville, SC	17,472 SF	Licar LLC	ABB	Technology
301 Railroad Street Roebuck, SC	12,476 SF	B Two Development LLC	Quality Autism Care, LLC	Healthcare



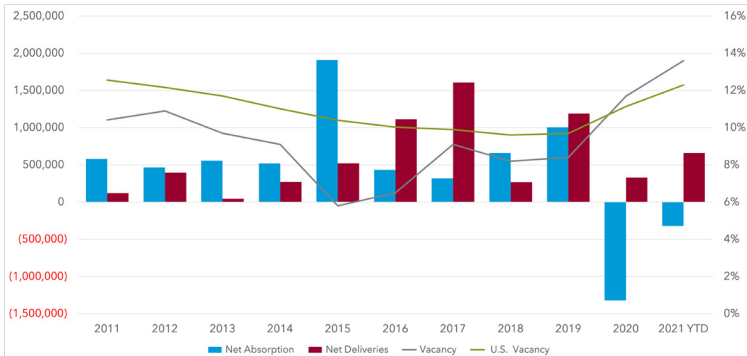
OFFICE MARKET OVERVIEW

KYLE NEVEAU, Associate

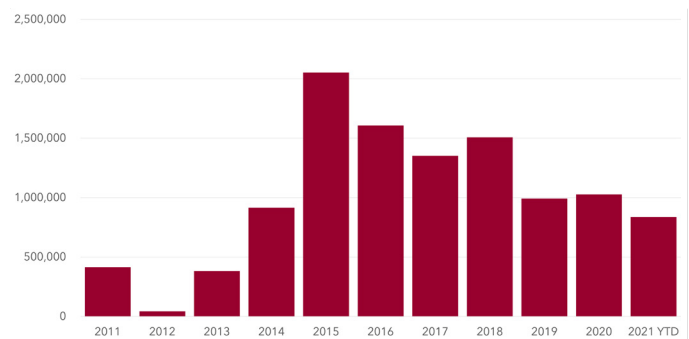
The Nashville Office market continues to gain traction as the impact of COVID-19 lingers. The last two quarters have had positive net absorption and maintained a vacancy rate of 13.6% with asking rental rates hovering around \$29 per square foot. Under construction activity has continued to increase with strong preleasing in most cases. Pricing for office sales has remained strong with cap rates driving the economics of these deals. Nashville continues to benefit from major corporate relocations such as Kaiser Aluminum in Williamson County and investments such as Oracle's campus in downtown Nashville. Tennessee has benefitted from the second most HQ relocations, behind Texas, due to taxes, connectivity, and a strong workforce.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(859,517)	(903,850)	(1,978,574)	(1,321,334)	(782,556)
◀▶ Vacancy Rate	13.6%	13.6%	13.9%	11.7%	10.6%
▼ Avg NNN Asking Rate PSF	\$29.19	\$29.28	\$29.20	\$29.35	\$29.67
▲ SF Under Construction	836,629	756,629	1,191,841	1,026,202	1,026,202
◀▶ Inventory SF	49,048,055	49,048,055	48,386,843	48,386,843	48,386,843

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2200 Rosa L Parks Boulevard Nashville, TN	96,237 SF	\$17,689,999 \$183.82 PSF	R2 Companies United Methodist Publishing House	Class C
4205-4219 Hillsboro Pike Nashville, TN	70,000 SF	\$16,721,738 \$238.88 PSF	The Mathews Company The Allen Company	Class C
1984 Providence Pky Mount Juliet, TN	22,659 SF	\$7,880,000 \$347.76 PSF	Shabbir & Zarina Bahora Rev Trust South Mt. Juliet Holdings	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
455 Great Circle Road Nashville, TN	94,090 SF	Continental Capital Partners LLC	Undisclosed	Undisclosed
500 11th Avenue N Nashville, TN	62,368 SF	Boyle Investment Company	Undisclosed	Undisclosed
1222 Demonbreun Street Nashville, TN	30,591 SF	Endeavor Real Estate Group	Revance Therapeutics Inc	Pharmaceutical Manufacturing



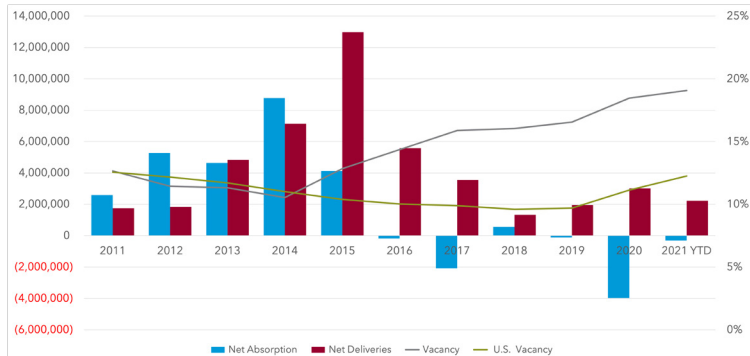
OFFICE MARKET OVERVIEW

CHRIS LEWIS, *Managing Principal*

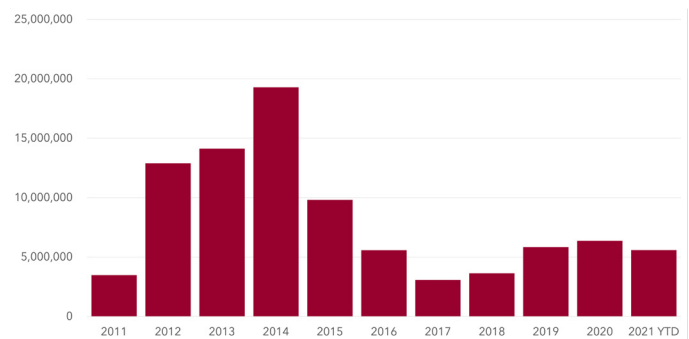
Extraordinary opportunities exist today for both landlords and tenants seeking to capitalize on the fluidity of a dynamic marketplace. The perfect storm of higher energy prices, landlord concession packages, renovated assets, and the overall work-from-home excitement waning; has established marketplaces where pent-up demand is finding a wide variety of well positioned supply in the market. Competition remains steep, but Landlords that understand how to attract the consumer of today with exciting work environments and creative economic structures will be successful in navigating through the immediate future and capturing cash flow for the investor. Tenants that are ready to commit to long term leases, will be rewarded with immense concession packages which will benefit them in the long run.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(1,180,630)	(2,856,916)	(3,945,992)	(3,971,099)	(2,492,244)
▲ Vacancy Rate	19.1%	19.0%	18.7%	18.5%	18.1%
▼ Avg NNN Asking Rate PSF	\$28.44	\$28.45	\$28.56	\$28.59	\$28.69
▲ SF Under Construction	5,582,052	5,464,956	5,845,421	6,363,319	6,518,354
▲ Inventory SF	343,097,618	342,695,818	341,585,713	340,871,788	340,503,467

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
4400 Post Oak Parkway Houston, TX	567,264 SF	Undisclosed	CP Group Rialto Capital Mgmt Shorenstein	Class A
4265 San Felipe Street Houston, TX	231,645 SF	Undisclosed	Undisclosed Undisclosed	Class A
900 Rockmead Dr (4 Property Sale) Kingwood, TX	199,183 SF	\$14,500,000 \$72.80 PSF	Undisclosed Undisclosed	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6500 West Loop South Bellaire, TX	96,145 SF	Capital Commercial Investments, Inc.	UT Physicians	Medical
10375 Richmond Avenue Houston, TX	82,604 SF	Woodbranch Management, Inc.	Undisclosed	Undisclosed
2500 CityWest Boulevard Houston, TX	56,250 SF	Patrinely Group, LLC	Aspen Technology	Software



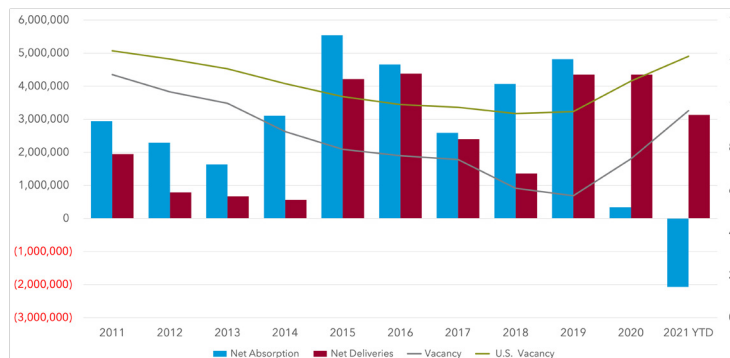
OFFICE MARKET OVERVIEW

ALEX MUIR, Vice President

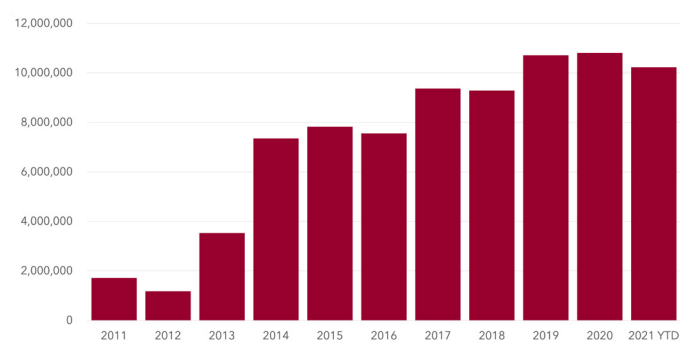
Seattle continues to be a tier-one global investment market, as \$2.6B in office sales closed in Q3. Vacancy increased slightly, but remains in the single digits, significantly below the national average. Sublease space remains prevalent, but the amount of inventory has steadily decreased from the peak in Q1. One of the largest leases of the quarter was Bungie's sublease of 60,000 square feet of never-occupied Dropbox space in Qualtrics Tower. Out-of-town technology companies such as Robinhood, TikTok and Rivian are opening offices in the region and growing rapidly. The state's largest employer, Amazon, has nearly 12,500 open jobs in Seattle, more than any other city. Cautious optimism persists.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▲ 12 Mo. Net Absorption SF	(3,218,907)	(4,557,736)	(3,513,091)	338,976	2,513,731
▲ Vacancy Rate	9.6%	9.4%	8.9%	7.5%	6.7%
▼ Avg NNN Asking Rate PSF	\$38.12	\$37.84	\$37.61	\$37.69	\$38.06
▼ SF Under Construction	10,227,525	10,233,354	9,896,154	10,805,828	10,971,514
▲ Inventory SF	219,684,131	218,527,173	217,792,064	216,550,902	216,143,280

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
2001 8th Avenue Seattle, WA	500,893 SF	\$489,900,000 \$978.05 PSF	Kilroy Realty DWS	Class A
1001 4th Avenue Seattle, WA	810,493 SF	\$465,000,000 \$573.72 PSF	Boston Properties / CPPIB GLL Real Estate/Vestas Inv Mgmt	Class A
400 Dexter Avenue N Seattle, WA	290,111 SF	\$364,000,000 \$1,254.69 PSF	Clarion Partners Alexandria Real Estate Equities	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
2710-2810 160th Ave SE Bellevue, WA	519,325 SF	Westbrook Partners	Boeing Company	Manufacturing
800 5th Avenue Seattle, WA	133,400 SF	Blackstone Group	Washington State Office of the Attorney General	Public Administration
1150 Eastlake Avenue E Seattle, WA	99,271	Alexandria Real Estate Equities	Unreported	Life Sciences



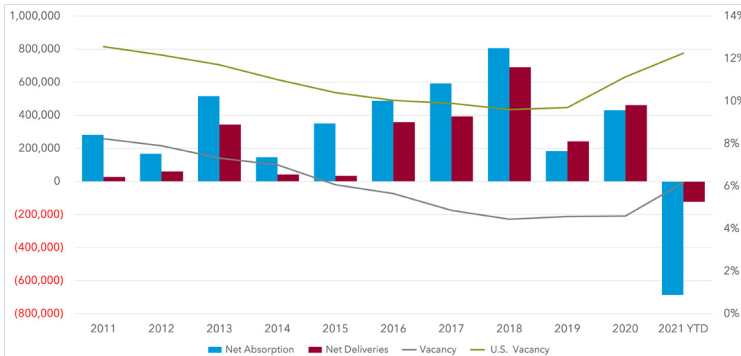
OFFICE MARKET OVERVIEW

CAMP PERRET, Vice President

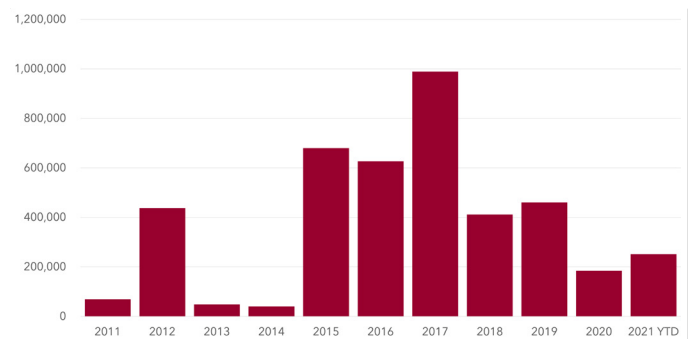
The Madison Office market remains somewhat stable due to the area's resilient economy. While vacancy rates are creeping up, rental rates are holding steady. The Madison vacancy rate is still one of the lowest in the country. Some workers are returning to their offices. The area has a low unemployment rate and there have been few office closures in the market leaving hope that the office market will recover.

MARKET INDICATORS	Q3 2021	Q2 2021	Q1 2021	Q4 2020	Q3 2020
▼ 12 Mo. Net Absorption SF	(737,613)	(641,796)	(235,773)	431,068	622,497
◀▶ Vacancy Rate	6.2%	6.2%	5.6%	4.6%	4.1%
▲ Avg NNN Asking Rate PSF	\$21.60	\$21.56	\$21.45	\$21.38	\$21.71
▼ SF Under Construction	251,536	271,108	276,596	184,596	182,960
▼ Inventory SF	36,258,179	36,380,154	36,374,666	36,381,266	36,238,366

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
1707 W. Broadway Monona, WI	156,547 SF	\$11,444,400 \$73.11 PSF	One City Schools WPS Health Solutions	Class B
121 E. Wilson Street Madison, WI	55,000 SF	\$12,600,000 \$229.09 PSF	First Martin Corporation Oakbrook Corporation	Class B
14 W. Mifflin Street Madison, WI	36,760 SF	\$4,000,000 \$108.81 PSF	Undisclosed Burwell Enterprises	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
8040 Excelsior Drive Madison, WI	18,255 SF	The Gialamas Company, Inc.	Undisclosed	Undisclosed
1050 E. Washington Avenue Madison, WI	16,000 SF	Stonehouse Development Inc.	Fetch Rewards	Undisclosed
8215 Greenway Boulevard Middleton, WI	13,099 SF	Artis REIT	Morgan Stanley	Finance and Insurance

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