Retail Market Report

Durham - NC

PREPARED BY

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RETAIL MARKET REPORT

Overview

12 Mo Deliveries in SF	12 Mo Net Absorption in SF	Vacancy Rate	12 Mo Rent Growth
326K	166K	3.8%	2.0%

The retail sector remains particularly vulnerable, even while the economy continues to recover. Although vacancies across the market have remained relatively stable so far, some subtypes are weathering the pandemic better than others. Malls, which were already struggling pre-COVID-19, are some of the hardest hit. Northgate Mall made headlines in the spring when owners announced its closure, in part due to pandemic-related struggles. Conversely, neighborhood centers with necessity-based retail have held up better than others.

In aggregate, leasing activity came in strong in 2020 on a square footage basis, boosted by a strong first quarter.

However, 2020 was a weak year for net absorption, and rent growth has downshifted to almost the lowest levels since 2012. Rent growth will likely continue to cool over the next few quarters as the pandemic puts a strain on demand. In addition, new supply could continue to cause rent growth to erode in coming quarters. While construction activity is near an all-time high for the decade, project starts have slowed over the past few months. However, shifting trends toward the redevelopment of retail space could offer some hope to retail owners. Recent transactions in Durham have been limited to single-tenant and grocery-anchored properties.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malls	2,808,741	9.0%	$33.30	9.6%	2,894	0	0
Power Center	3,670,060	3.2%	$22.14	3.9%	24,200	0	0
Neighborhood Center	7,362,920	3.6%	$17.55	6.5%	(7,408)	0	0
Strip Center	981,380	6.9%	$19.13	7.1%	2,757	0	0
General Retail	12,435,134	2.8%	$18.31	3.9%	16,760	0	89,504
Other	0	-	-	-	0	0	0
Market	**27,258,235**	**3.8%**	**$20.19**	**5.3%**	**39,203**	**0**	**89,504**

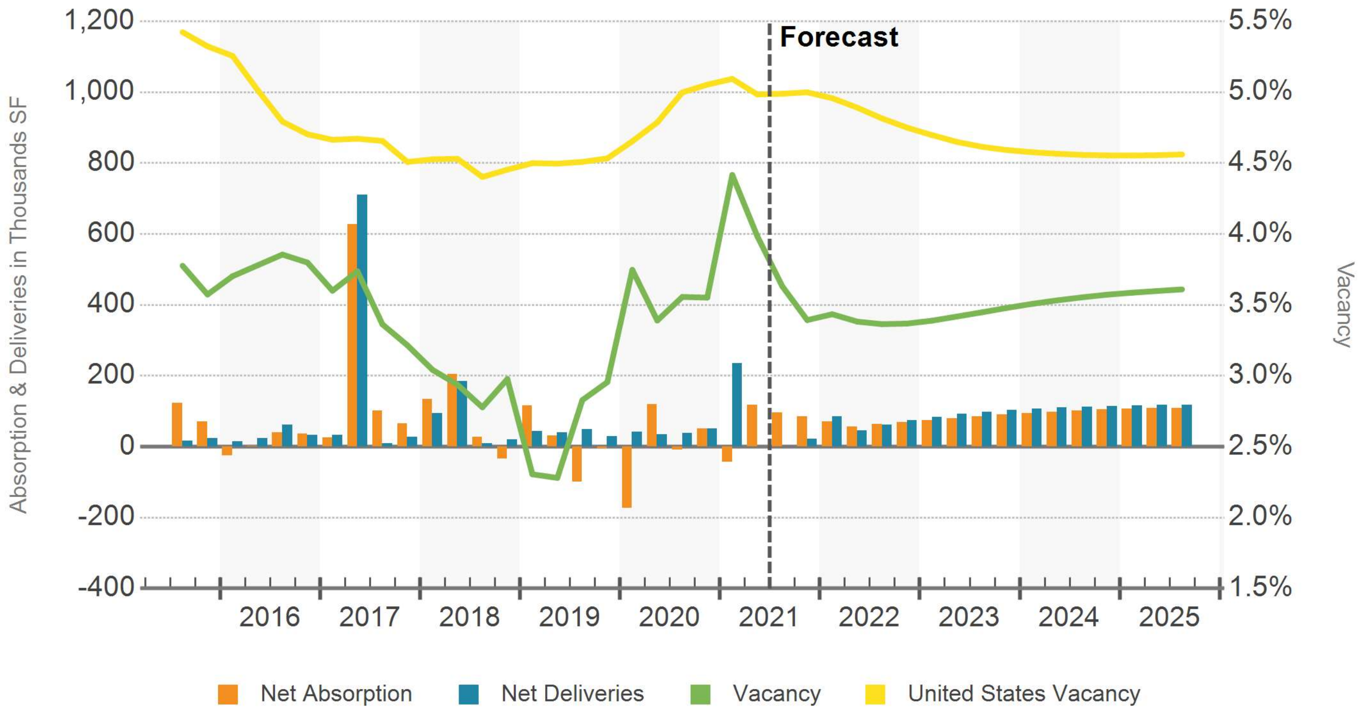
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	0.4%	5.0%	3.5%	7.4%	2010 Q1	2.3%	2019 Q2
Net Absorption SF	166K	246,924	346,938	926,257	2018 Q1	(248,771)	2020 Q1
Deliveries SF	326K	270,228	369,304	841,712	2018 Q1	74,444	2011 Q3
Rent Growth	2.0%	0.8%	1.8%	5.1%	2007 Q1	-5.2%	2009 Q4
Sales Volume	$199M	$118.9M	N/A	$362.9M	2016 Q4	$3.6M	2006 Q4

Leasing

Much like the rest of the nation, Durham will continue to feel the impacts of the coronavirus in coming months. The retail sector is especially vulnerable to the economic effects of the pandemic, as many restaurants, malls, and shops are forced to temporarily reduce operations. While necessity-based retailers such as grocery stores have shown resilience, the coronavirus pandemic has exacerbated an already challenging environment for traditional clothing and mall-based retailers. The largest example is Northgate Mall, a regional mall that had been struggling for years prior to the outbreak. In May, the mall's owner announced that it would be closing the shopping center permanently due to COVID-19-related difficulties. The pandemic will continue to put pressure on both local and national brick-and-mortar retailers as demand for online shopping increases.

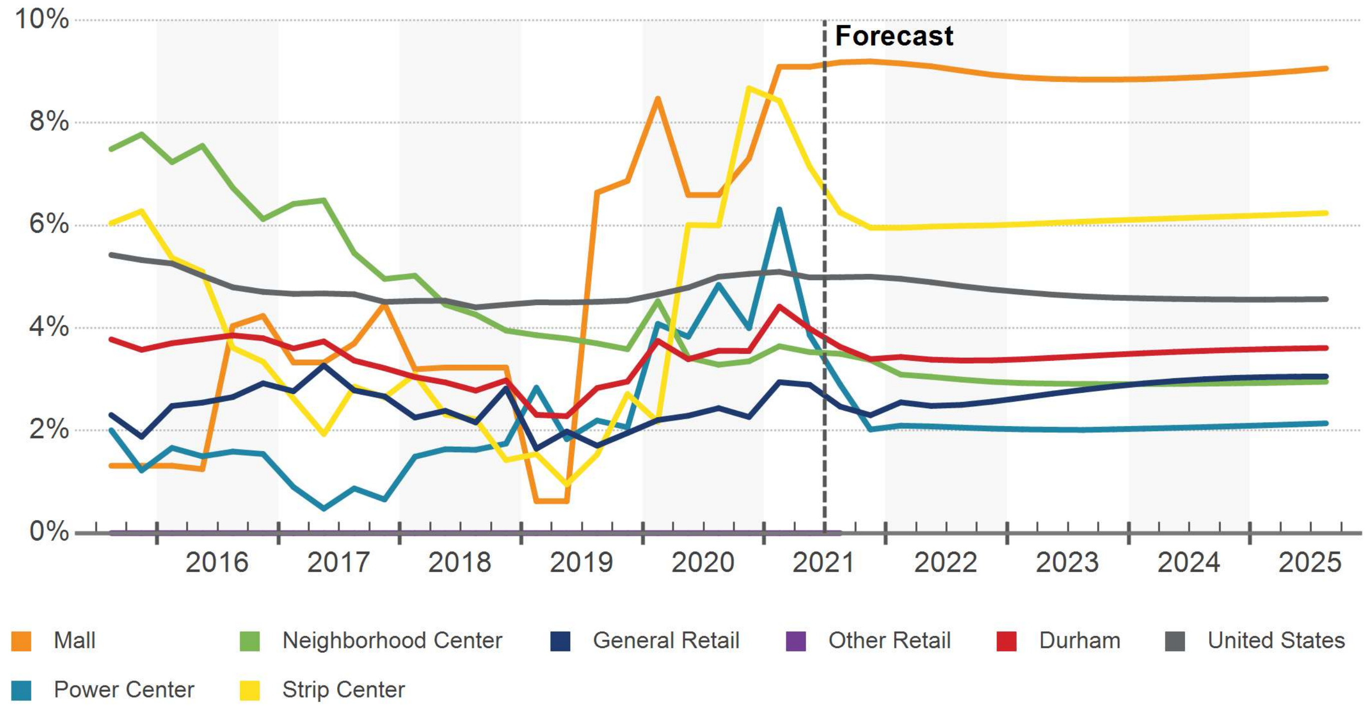
On a square footage basis, leasing activity in 2020 came in relatively strong, boosted by a strong first quarter. In aggregate, the metro posted more than 680,000 SF of lease deals, a near record for the decade. In 20Q2, Ashley HomeStore leased 30,000 SF at Renaissance Center at Southpoint in one of the largest deals of the year. Other leasees include Ace Hardware, Tropicana Supermarket, and Dollar Tree. Despite posting a relatively strong year for leases, Durham posted less than 18,000 SF in net absorption last year. Vacancies are still tight by historical standards but could continue to rise through 2021.

NET ABSORPTION, NET DELIVERIES & VACANCY

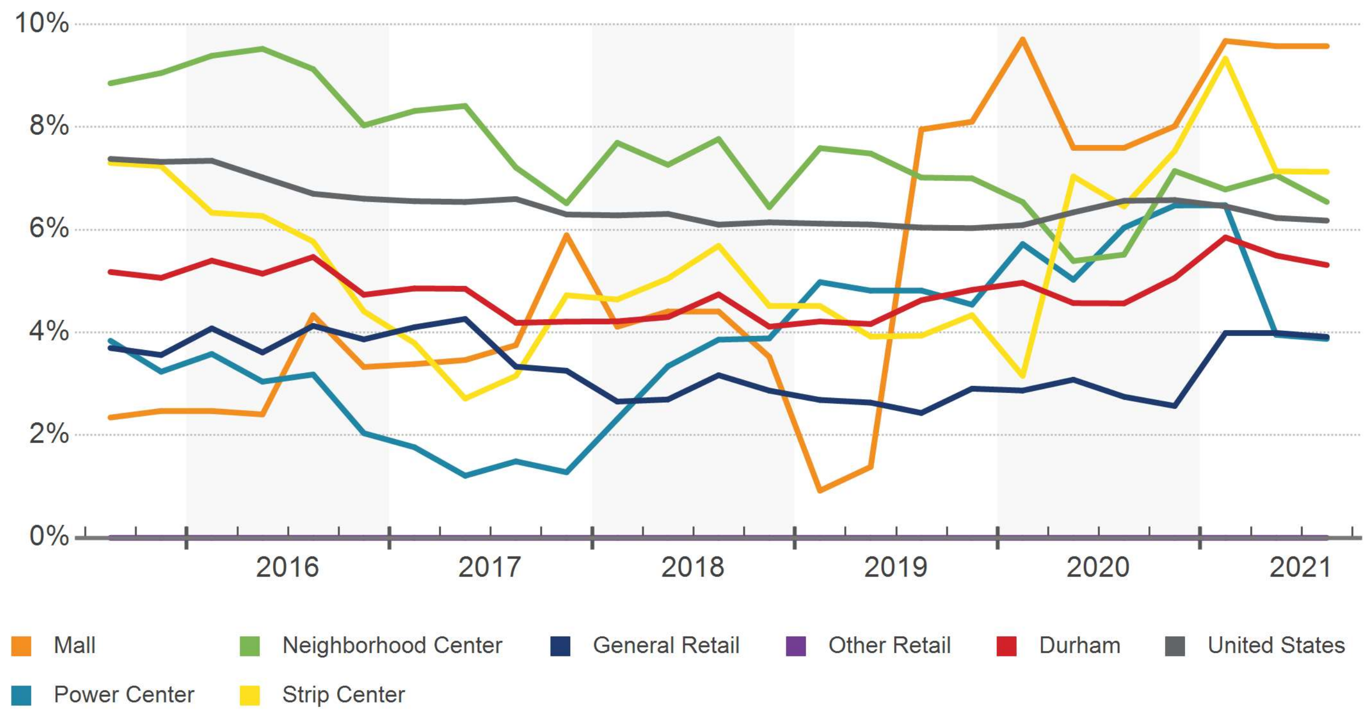


Leasing

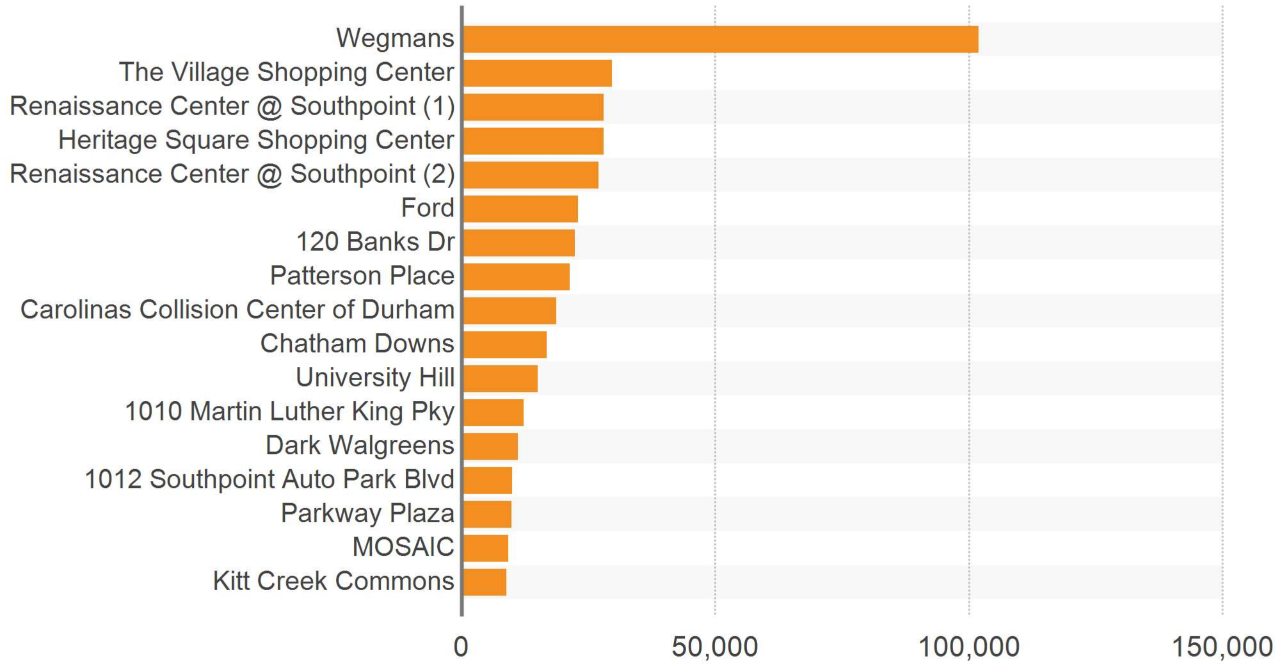
VACANCY RATE



AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Wegmans	Orange County	102,010	0	102,010	0	0	0	102,010
The Village Shopping Center	North Durham	101,096	7,439	0	0	(4,066)	0	29,682
Renaissance Center @ Southpo···	South Durham	80,498	3,728	(12,615)	40,726	0	0	28,111
Heritage Square Shopping Center	South Durham	69,979	0	0	28,044	0	0	28,044
Renaissance Center @ Southpo···	South Durham	123,870	7,284	(30,000)	1,561	30,000	0	26,995
Ford	Chatham County	27,200	0	0	0	0	0	23,060
120 Banks Dr	Orange County	22,724	0	0	0	0	0	22,357
Patterson Place	South Durham	80,541	0	0	21,315	0	0	21,315
Carolinas Collision Center of Du···	South Durham	18,714	0	0	0	0	0	18,714
Chatham Downs	Chatham County	16,800	0	16,800	0	0	0	16,800
University Hill	South Durham	17,828	0	0	0	0	0	15,115
1010 Martin Luther King Pky	South Durham	109,932	0	0	0	0	0	12,293
Dark Walgreens	North Durham	11,150	0	0	0	0	0	11,150
1012 Southpoint Auto Park Blvd	South Durham	10,000	0	0	0	0	0	10,000
Parkway Plaza	South Durham	161,186	5,806	0	0	0	0	9,914
MOSAIC	Chatham County	9,279	0	0	9,279	0	0	9,279
Kitt Creek Commons	Research Triangle	9,613	784	2,816	0	0	0	8,829
Subtotal Primary Competitors		**972,420**	**25,041**	**79,011**	**100,925**	**25,934**	**0**	**393,668**
Remaining Durham Market		26,295,094	1,022,084	(121,865)	25,811	13,269	0	(228,024)
Total Durham Market		**27,267,514**	**1,047,125**	**(42,854)**	**126,736**	**39,203**	**0**	**165,644**

TOP RETAIL LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
Meadowmont Village *	Orange County	43,676	Q1 21	Harris Teeter	-	SITE Centers Corp.
North Pointe Center	North Durham	30,000	Q2 21	Burlington Coat Factory	Atlantic Retail	TradeMark Properties
Homestead Market	South Durham	21,501	Q2 21	-	-	Foundry Commercial
Chatham Downs	Chatham County	16,800	Q4 20	Ace Hardware	Bell Commercial Inc.	Aston Properties, Inc.
1010 Martin Luther King Pky	South Durham	14,500	Q3 20	-	-	919 Commercial;Urben···
Oxford Commons	North Durham	12,436	Q1 21	Octapharma Plasma	-	CBRE | Raleigh
New Hope Commons	South Durham	12,125	Q2 21	Party City	-	CBRE | Raleigh;Kimco···
1311 W Nc Highway 54	South Durham	11,783	Q3 20	-	-	MPV Properties
Dark Walgreens	North Durham	11,150	Q4 20	Dollar Tree	-	-
108 E Franklin St	Orange County	10,415	Q3 20	-	-	The Providence Group
Homestead Market *	South Durham	10,233	Q2 21	Shiki Sushi Japanese Res···	-	Foundry Commercial
Riverview Shopping Center *	North Durham	10,000	Q4 20	Upchurch Drugs	-	CBRE | Raleigh
3738 Durham Chapel Hill Blvd	South Durham	9,680	Q1 21	Southeastern Tile Connec···	EXP Realty	Pickett Sprouse Comm···
The Village Shopping Center	North Durham	8,488	Q4 20	-	-	Rivercrest Realty Inves···
3167-3169 Hillsborough Rd	Downtown Durham	7,440	Q3 20	New Nearly New Shop	-	Griffin Associates Realt···
206 Broadway St	Downtown Durham	6,000	Q4 20	Top Notch Performance	-	Real Estate Associates···
3105 Shannon Rd	South Durham	5,074	Q3 20	Wanderlaux	Lee & Associates	CBRE | Raleigh
University Center *	Downtown Durham	5,068	Q4 20	Drivers Network Auto Ser···	-	Real Estate Associates···
Berkshire Chapel Hill	University Place	5,000	Q4 20	Osteria Georgi	-	CBRE | Raleigh
SouthPoint Crossing	South Durham	4,959	Q1 21	-	-	Foundry Commercial
Park Terrace	Research Triangle	4,896	Q3 20	Tipsy Bull	-	Avison Young
5116 NC Highway 55	Research Triangle	4,807	Q1 21	-	-	Real Estate Associates···
119-123 E Edgewood Dr *	North Durham	4,800	Q4 20	Thrifty Tires, Inc.	-	Real Estate Associates···
Presidential Park West	Research Triangle	4,722	Q2 21	Elevate MMA	Bell Commercial Inc.	BPG Company - NC, L···
Hope Valley Commons *	South Durham	4,690	Q4 20	Sua Sponte	-	Lee & Associates
Golden Belt Campus	Downtown Durham	4,510	Q1 21	-	-	NAI Tri Properties
North Pointe Center	North Durham	4,500	Q1 21	Durham ABC Board	-	TradeMark Properties
401 W Geer St	Downtown Durham	4,500	Q3 20	-	-	Maverick Partners Real···
Glenn View Station *	North Durham	4,250	Q3 20	Shoe Show	-	WRS, Inc.
University Place	Orange County	4,200	Q4 20	-	-	Foundry Commercial
Carr Mill Mall	Orange County	4,050	Q2 21	-	-	N.R. Milian & Associates
Eastgate Crossing	Orange County	4,035	Q3 20	Giorgio's Kipos Greek Re···	CBRE | Raleigh	Federal Realty Investm···
1116 Broad St	Downtown Durham	4,000	Q4 20	-	-	Eno Ventures
#E	South Durham	4,000	Q2 21	-	-	Waheed
Indigo Corners *	South Durham	3,998	Q3 20	Play It Again Sports	-	The Shopping Center···
4011-4015 University Dr	South Durham	3,947	Q1 21	Spectrum Paint	-	APG Advisors
Westgate Shopping Center *	South Durham	3,888	Q1 21	The Clock Depot	-	-
Meadowmont Village *	Orange County	3,691	Q4 20	Wells Fargo Bank	-	SITE Centers Corp.
Village Plaza *	South Durham	3,600	Q4 20	The Wash House	-	Real Estate Associates···
Kitt Creek Commons	Research Triangle	3,600	Q1 21	-	-	Pinpoint Properties, LLC

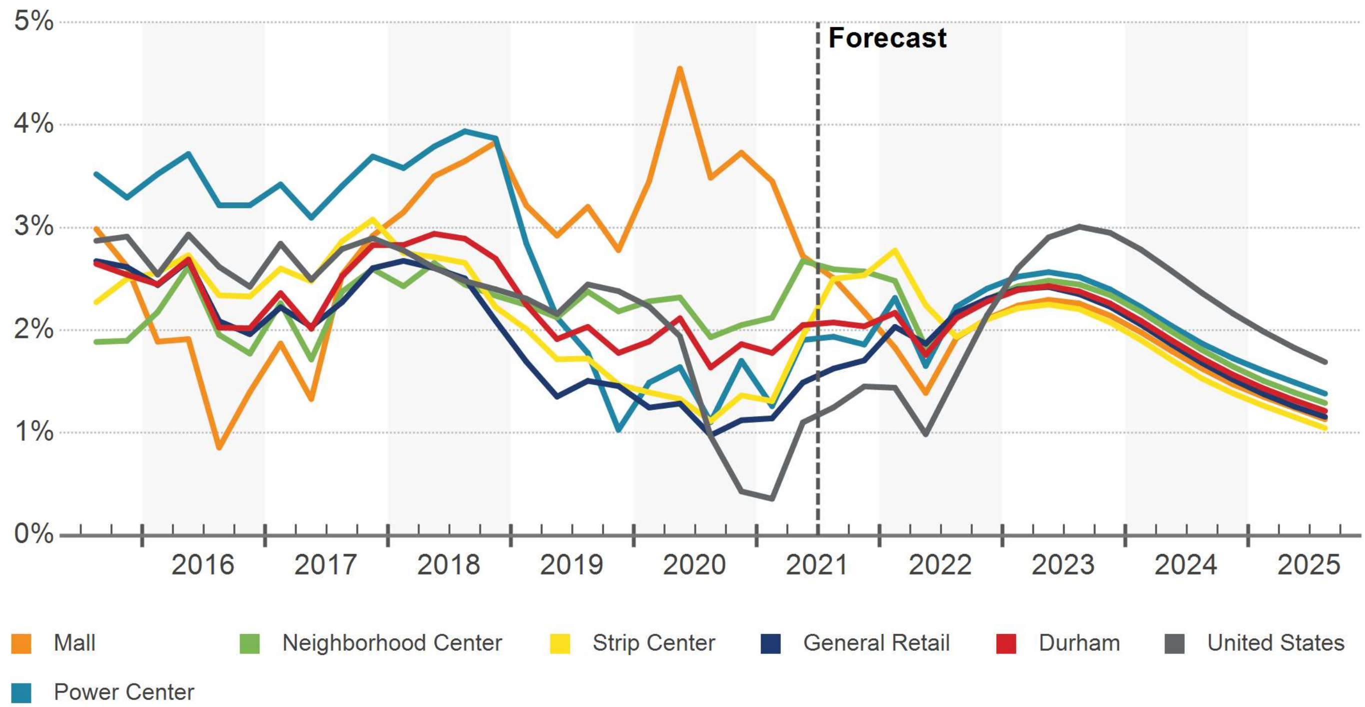
*Renewal

Rent

Though vacancies remain below the historical average for now, landlords are having a harder time pushing rents. The trailing 12-month average has downshifted from 1.6% in 20Q1 to just 2.0% in 2021q3. Retail subtypes like power centers are bearing the brunt of the impact from weakened demand and exposure from growing e-commerce sales. Annual rent growth in this subsector is slightly negative on a year-over-year basis. Conversely, neighborhood centers have held up better than average, as essential retailers like grocery stores support demand. Still, rent growth is expected to weaken over the next few months at the very least. Moreover, some landlords will continue to grapple with rent collections as most stores are operating at reduced capacity. Nonessential retailers such as theaters, salons, and fitness centers are the most exposed compared to grocers, pharmacies, and home improvement stores.

Between submarkets, areas where rents are performing better include less supply-heavy markets like Person and Chatham counties and North Durham. Less new supply has delivered here in the past 12 months, and vacancies are among the lowest in the metro. Conversely, annual rent growth in Downtown Durham and Research Triangle Park continue to lag.

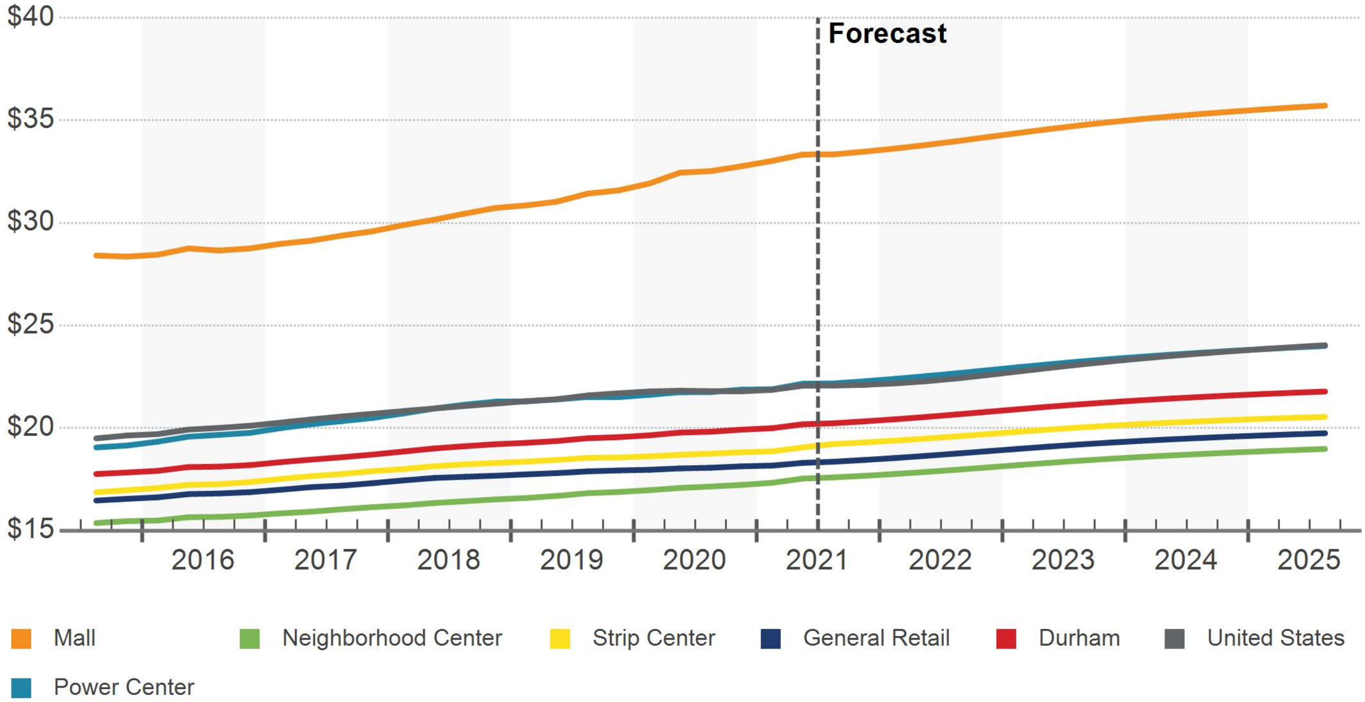
MARKET RENT GROWTH (YOY)



Rent

Durham Retail

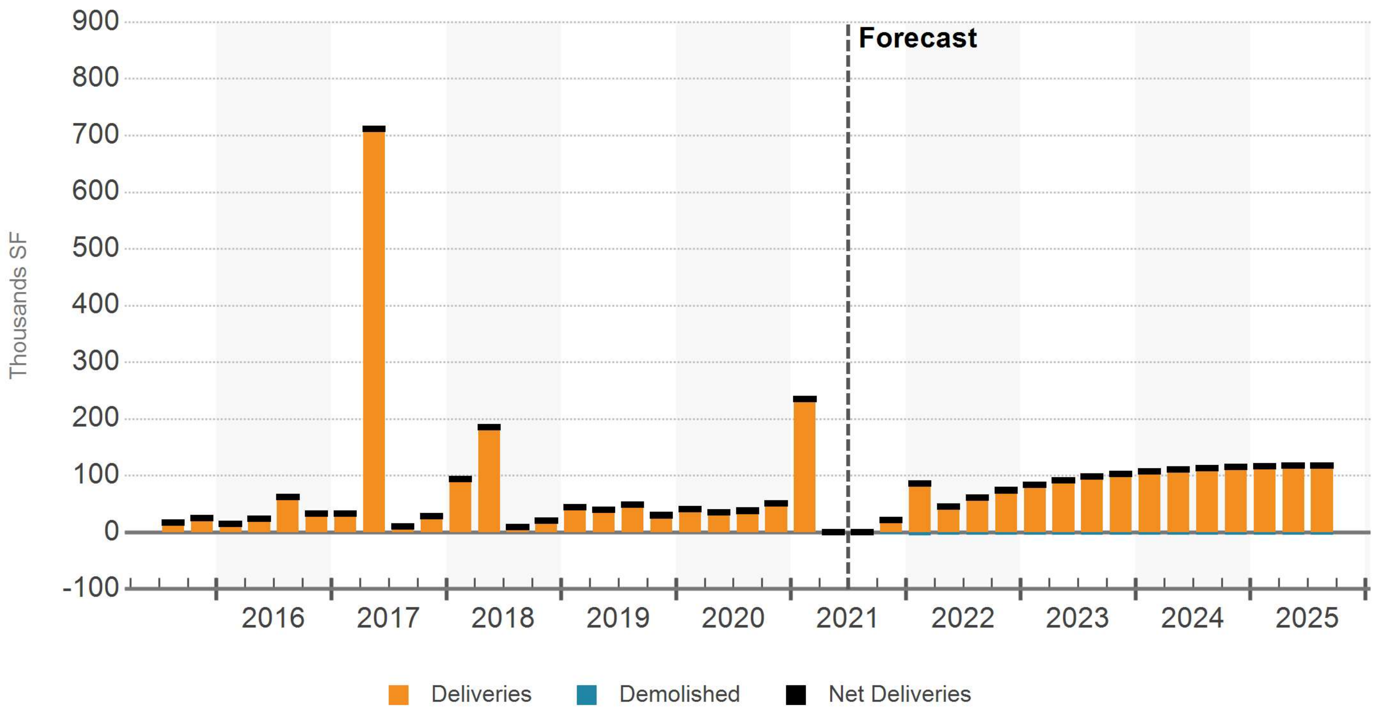
MARKET RENT PER SQUARE FEET



Last year was a busy year for retail construction, with Durham witnessing its heaviest pipeline over more than a decade. Developers broke ground on more than 190,000 SF of retail space in 20Q2, though most of these projects were well into the planning phases prior to COVID-19. However, project starts have slowed since then. About 310,000 SF of space is underway in Durham, roughly 30% of which is still available. One of the largest single projects is a 99,000-SF Wegmans grocery store on Fordham Boulevard in Orange County. The store is one of two locations underway in the Triangle Region and is set to open in early 2021. Also underway is Phase I of Mosaic, a 44-acre mixed-use development in Pittsboro. The first phase includes 200,000 SF of retail space as well as a hotel, office space, condos, and apartments.

Given the current economic climate and uncertainty surrounding the retail sector, new construction could remain limited for the time being, but a number of projects are still in the planning phases. Furthermore, trends in the redevelopment and repositioning of retail space could accelerate post-pandemic, providing some hope for struggling retail properties. For example, Duke University Health plans to redevelop a 183,000-SF store in the recently closed Northgate Mall into a clinic and offices.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

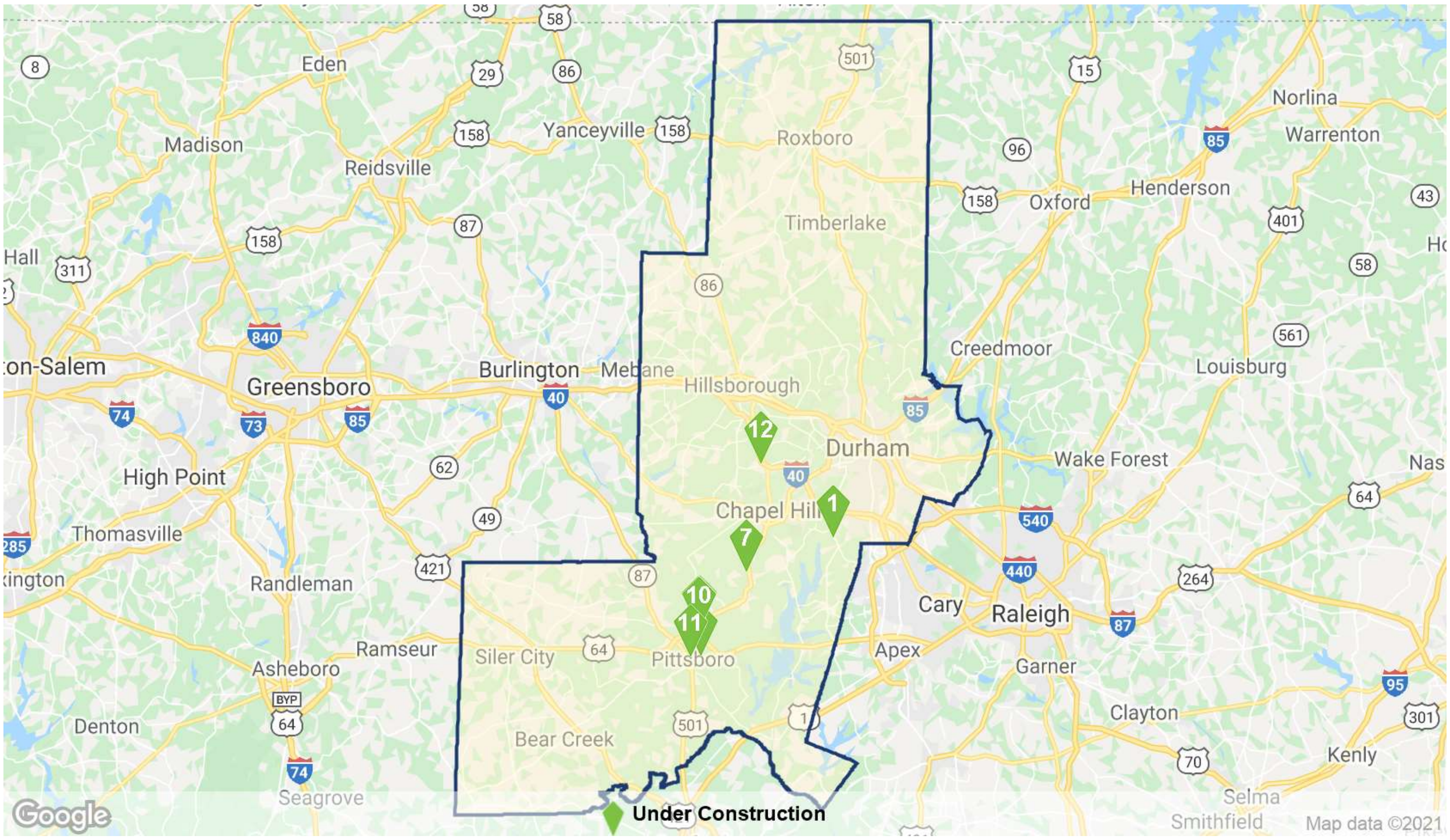
		Under Construction Inventory					Average Building Size		
No.	Submarket	Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Chatham County	10	248	174	70.0%	3	9,737	24,833	2
2	South Durham	1	60	51	85.5%	2	13,414	60,000	1
3	Orange County	1	4	4	100%	1	10,597	4,330	3
4	Downtown Durham	0	-	-	-	-	8,793	-	-
5	North Durham	0	-	-	-	-	10,200	-	-
6	Person County	0	-	-	-	-	9,809	-	-
7	Research Triangle	0	-	-	-	-	9,180	-	-
	Totals	**12**	**313**	**230**	**73.4%**		**10,795**	**26,055**	

Under Construction Properties

Durham Retail

Properties	Square Feet	Percent of Inventory	Preleased
12	**312,664**	**1.1%**	**73.4%**

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	**751 South** 9252 NC 751 Hwy	★★★★☆	60,000	1	Apr 2020	Dec 2021	- Southern Durham Development,…
2	**Tessera-Condos - Buildi…** 120 Mosaic Blvd	★★★★☆	51,198	3	Apr 2021	Jun 2022	- Eco Group, LLC
3	**Building U** 436 Freedom Pky	★★★★☆	50,624	4	Jun 2021	Aug 2022	- Eco Group, LLC
4	**Building E** 473 Freedom Pky	★★★★☆	47,292	1	May 2021	Jun 2023	- Eco Group, LLC
5	**Building V** 480 Freedom Pky	★★★★☆	45,972	4	Jun 2021	Aug 2022	- Eco Group, LLC
6	**Building I** 367 Freedom Pky	★★★★☆	17,408	2	May 2020	Aug 2021	- Eco Group, LLC
7	**10329 US 15 501 N**	★★★☆☆	14,400	1	Dec 2020	Nov 2021	- Bold Commercial Real Estate

Under Construction Properties

UNDER CONSTRUCTION

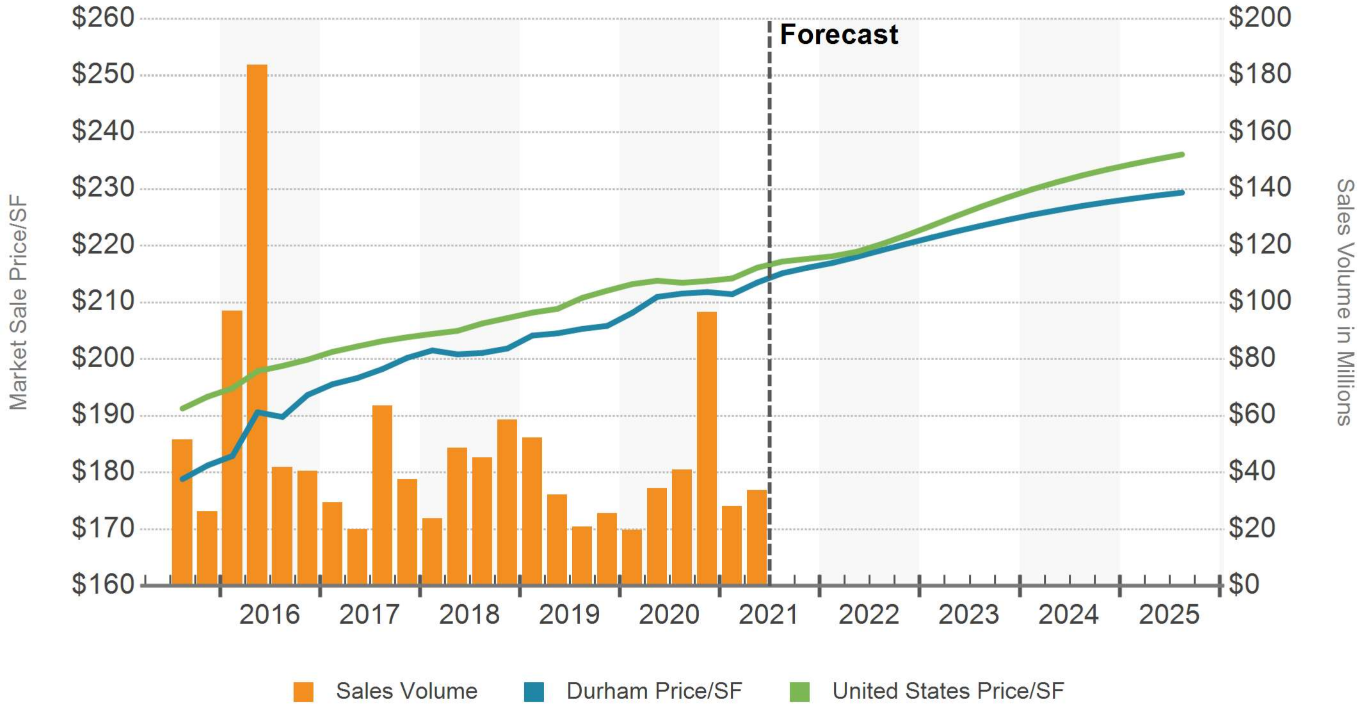
	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
8	**Proposed Retail Building** 893 East St	★★★☆☆	5,834	1	Oct 2019	Oct 2021	- Sharon Bonertz
9	**Building N** 43 Lifestyle Pl	★★★★☆	5,666	1	May 2021	Dec 2021	- Eco Group, LLC
10	**Building DD** 295 Freedom Pky	★★★★☆	5,000	1	Sep 2020	Aug 2021	- Eco Group, LLC
11	**56 Sanford Rd**	★★★★☆	4,940	2	Jun 2021	Jan 2022	- Catfish Haggen LLC
12	**Carraway Village** Eubanks Road & Hwy 86	★★★☆☆	4,330	1	Sep 2020	Sep 2021	- -

Deals have continued to close over the past few months, even while sales fell drastically on a national level following the initial outbreak. While sales volume is comparatively modest next to larger markets like Raleigh, sales volume came in near typical levels in 2020.

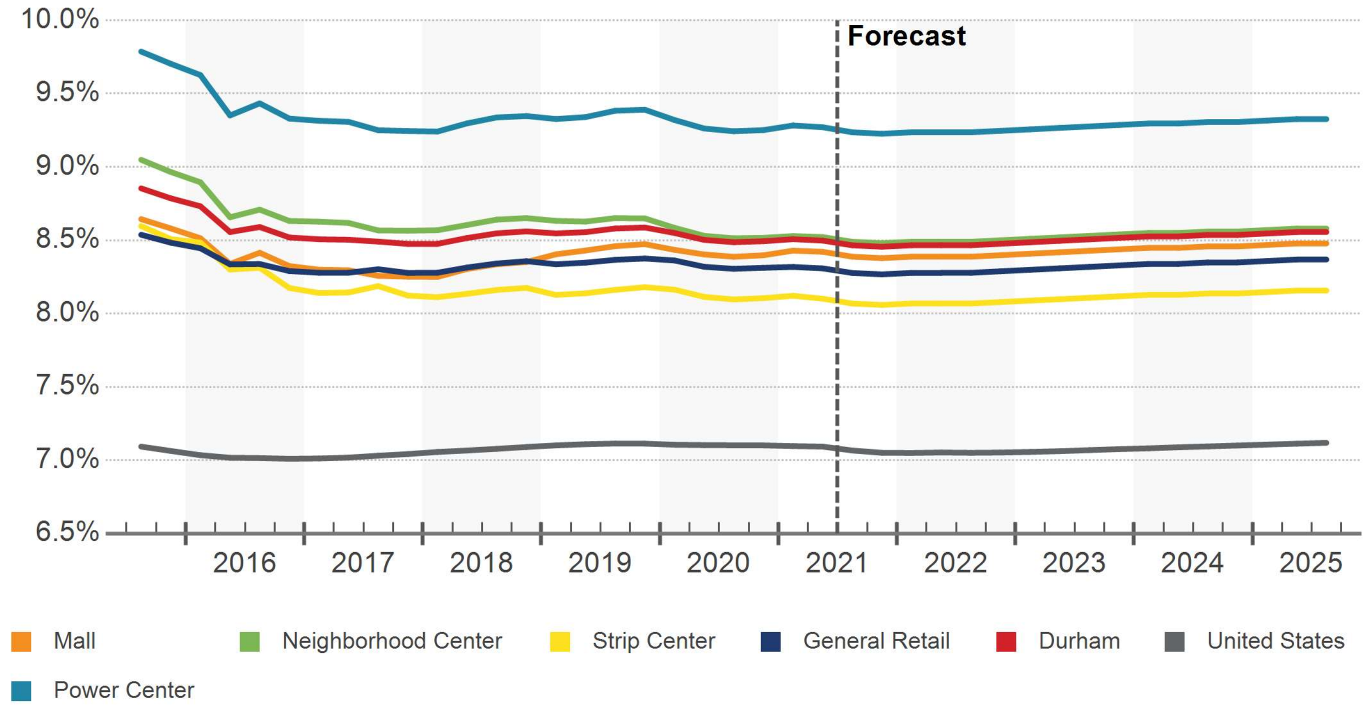
As the COVID-19 outbreak continues to ravage the retail market, investors have increasingly favored lower-risk single-tenant NNN lease assets, and Durham is no different. In early September, Michigan-based REIT Agree Realty Corporation closed on the sale of the 99,000-SF Wegmans grocery store under construction in Chapel Hill. The two-property portfolio sale also included a 2.2-acre parcel of land across from the store. Dallas-based Leon Capital Group sold the assets for about $32.1 million, the full asking price. The future grocery store is scheduled to be complete in early 2021.

The sale illustrates the growing demand for grocery-anchored retail. In June 2020, south Florida-based Ram Realty acquired Bull City Market, a neighborhood center anchored by Whole Foods in Downtown Durham. The retail center was built in 1996 with 40,875 SF of leasable area and was fully leased at the time of sale. Weingarten Realty Investors, a Houston-based REIT, sold the property for about $13 million, or $317.61/SF, at a 5.4% cap rate.

SALES VOLUME & MARKET SALE PRICE PER SF



MARKET CAP RATE

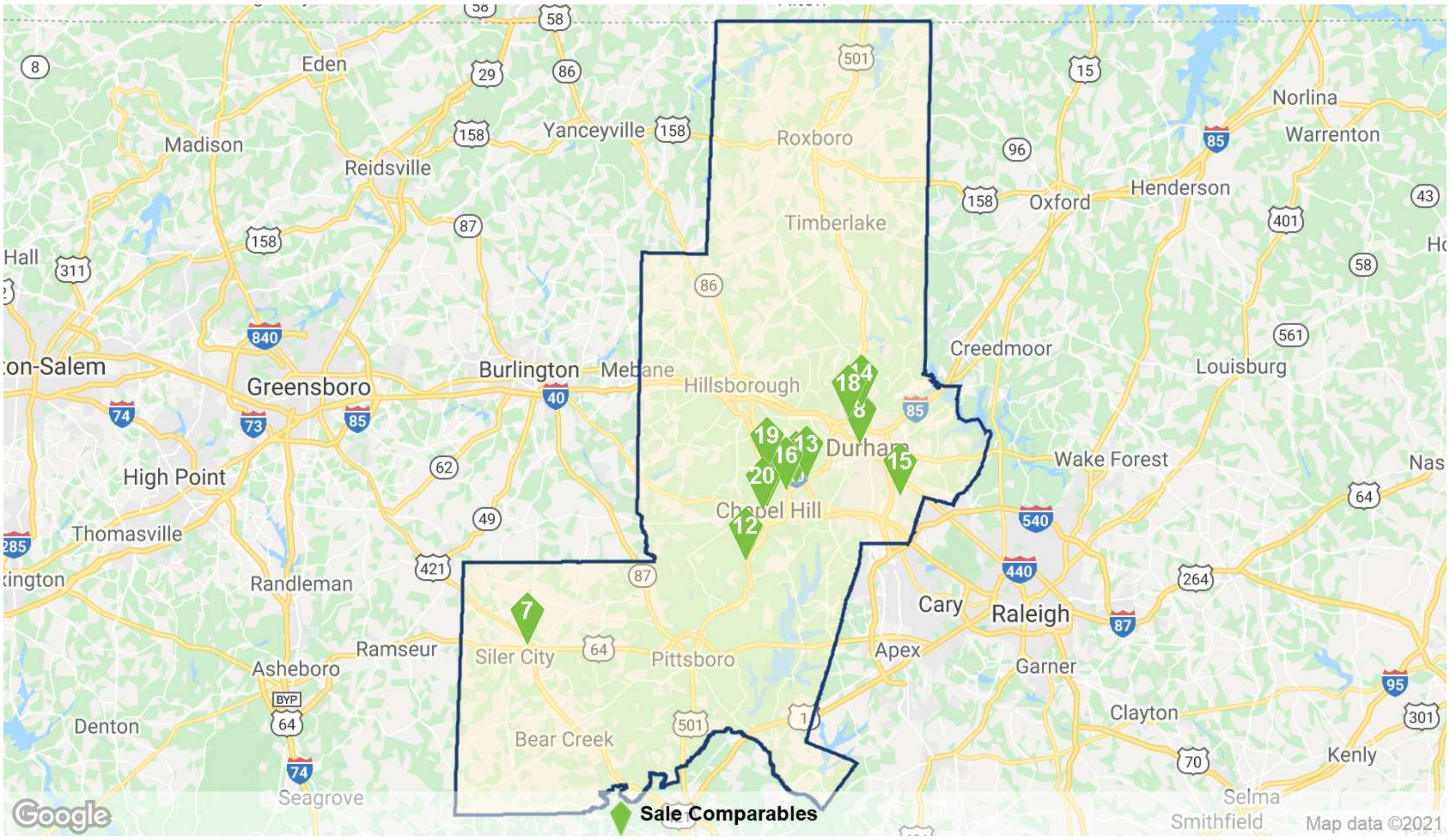


Sales Past 12 Months

Durham Retail

Sale Comparables	Avg. Cap Rate	Avg. Price/SF	Avg. Vacancy At Sale
136	**6.9%**	**$238**	**7.5%**

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	$110,000	$2,171,151	$837,644	$44,429,475
Price/SF	$29	$238	$236	$1,296
Cap Rate	4.8%	6.9%	6.4%	11.1%
Time Since Sale in Months	0.2	5.7	5.8	11.9
Property Attributes	**Low**	**Average**	**Median**	**High**
Building SF	392	9,513	2,552	132,639
Stories	1	1	1	3
Typical Floor SF	392	8,974	2,400	132,639
Vacancy Rate At Sale	0%	7.5%	0%	100%
Year Built	1901	1971	1976	2021
Star Rating	★☆☆☆☆	★★☆☆☆ 2.4	★★★☆☆	★★★★☆

Sales Past 12 Months

Durham Retail

RECENT SIGNIFICANT SALES

	Property Name - Address	Property				Sale			
		Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1	**Eastgate Crossing** 1800 E Franklin St	★★★☆☆	1963	112,448	8.9%	12/23/2020	$44,429,475	$395	-
2	**Wegmans** 1810 Fordham Blvd	★★★★☆	2021	102,010	0%	9/2/2020	$31,246,664	$306	-
3	**Chatham Crossing Shop…** 11312 US Highway 15 501 N	★★★☆☆	1999	85,808	0%	2/3/2021	$14,750,000	$172	-
4	**Building A** 1800 E Franklin St	★★★☆☆	1963	22,823	0%	12/23/2020	$10,078,197	$442	-
5	**113 S Gregson St**	★☆☆☆☆	1910	33,000	0%	12/9/2020	$5,575,000	$169	-
6	**101 E Rosemary St**	★★★☆☆	1962	13,140	0%	5/6/2021	$4,800,000	$365	-
7	**Siler Crossing** 100-129 Siler Xing	★★★☆☆	1989	132,639	19.7%	4/23/2021	$3,895,000	$29	11.1%
8	**Willard Street Apartments** 481 Willard St	★★★☆☆	2021	4,900	-	3/23/2021	$3,594,000	$733	-
9	**Eastgate - Building B** 1800 E Franklin St	★★☆☆☆	-	7,483	0%	12/23/2020	$3,528,713	$472	-
10	**1490 Fordham Blvd**	★★★★☆	2017	7,421	0%	12/23/2020	$3,119,366	$420	-
11	**110 Banks Dr**	★★☆☆☆	1990	13,000	39.2%	8/25/2020	$3,050,000	$235	-
12	**CVS** 11314 Us-15 501 Hwy	★★☆☆☆	1998	10,125	0%	4/6/2021	$2,893,000	$286	-
13	**Applebee's at Patterson…** 5340 McFarland Rd	★★☆☆☆	2011	6,300	0%	4/3/2021	$2,684,500	$426	-
14	**3208 N Duke St**	★★☆☆☆	2020	5,930	0%	12/14/2020	$2,600,000	$438	4.8%
15	**2801 S Miami Blvd**	★★★☆☆	2021	7,225	0%	2/25/2021	$2,498,000	$346	5.4%
16	**Bruegger's Bagel Bakery** 1800 E Franklin St	★★★☆☆	2017	1,756	0%	12/23/2020	$2,226,273	$1,268	-
17	**Cruizers** 2716 Guess Rd	★★★☆☆	1975	2,400	0%	11/17/2020	$2,096,500	$874	-
18	**2005 North Pointe Dr**	★★☆☆☆	1986	15,500	0%	4/8/2021	$2,081,781	$134	-
19	**120 Banks Dr**	★★★☆☆	1990	22,724	0%	12/16/2020	$2,000,000	$88	-
20	**462 W Franklin St**	★★☆☆☆	1950	7,500	0%	5/28/2021	$1,950,000	$260	-

Economy

Prior to the coronavirus pandemic, Durham's job market was expanding at a rate faster than the national benchmark, supported by a variety of industries. However, the coronavirus pandemic and ensuing stay-at-home orders caused a contraction in the local workforce steeper than during the Great Recession. The Durham metro shed more than 32,000 jobs from February to April last year, equating to almost 10% of the metro's total employment.

About a year after the onset of the pandemic, Durham is recovering at a strong pace. According to the Bureau of Labor Statistics' jobs report, the metro has regained about 20,000 jobs as of March 2021, putting the market at 4% below its pre-pandemic peak. Office-using sectors like professional and business services, finance, and information are leading the recovery. Durham's professional and business services industry is now 3,200 jobs above its pre-pandemic peak from February 2020. On the other hand, leisure and hospitality employment continue to lag behind as the pandemic-induced lockdowns dealt a hard blow to restaurants and retailers.

Despite a slower rebound in some sectors, Durham's recovery is headed in the right direction and the market is poised for further growth. The metro's healthy economy is underpinned by its large talent base and highly educated workforce, which plays a significant role in attracting corporate investment. North Carolina State University, along with Duke University and UNC Chapel Hill, produce thousands of graduates every year, many of whom fall into the local workforce. Numerous companies have either relocated to or expanded in the area, even amid the pandemic. In early 2021, Durham landed a major economic win when Google announced it will be opening a new cloud engineering hub in the city, bringing up to 1,000 new jobs in coming years. The tech giant plans to lease space in downtown Durham while it looks for a permanent location. Research Triangle Park, the largest research park in the country, is a major economic driver for the region. The park is home to a number of firms in industries spanning technology, life sciences, manufacturing, and finance. Since the coronavirus outbreak, the region has witnessed strong demand for life science and lab space, and several related companies have announced expansions here, including GRAIL, Inc., Eli Lilly, and Taysha Gene Therapies.

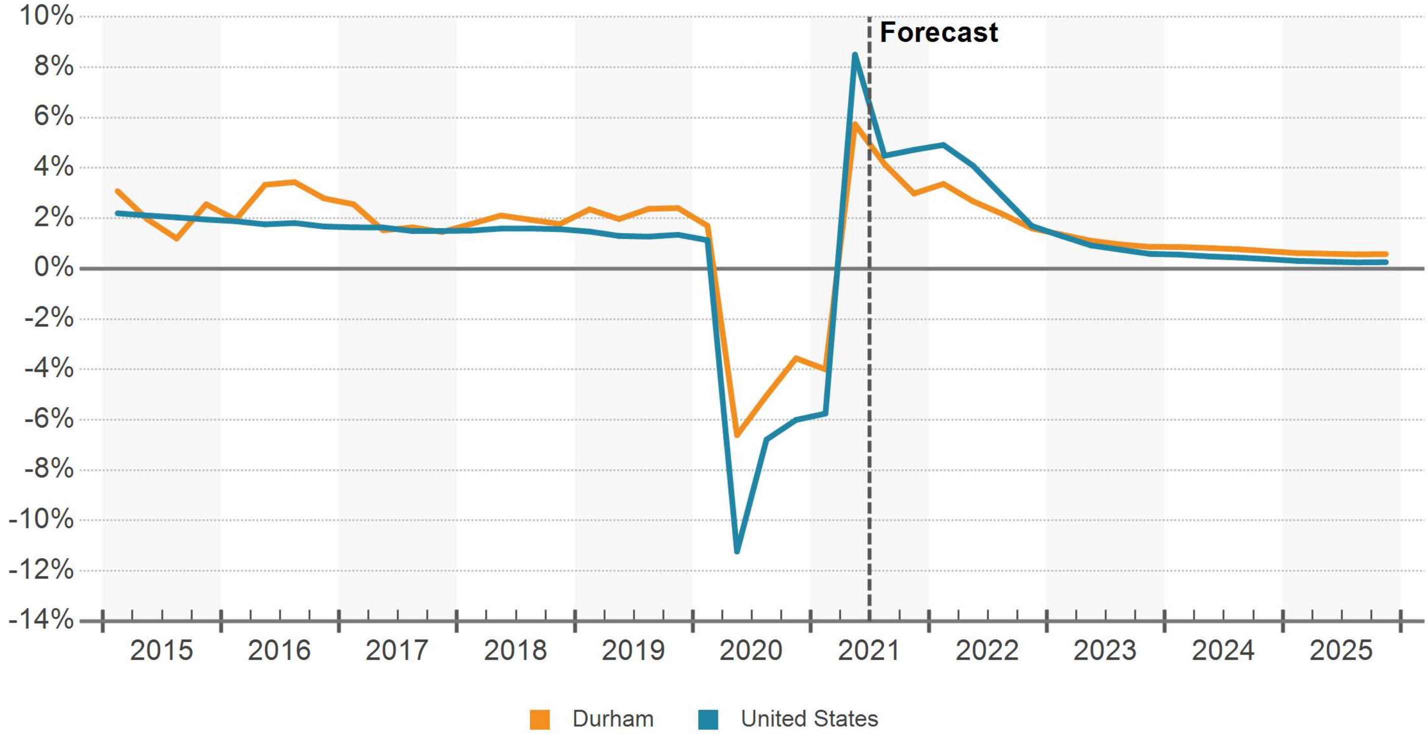
DURHAM EMPLOYMENT BY INDUSTRY IN THOUSANDS

	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
Industry	**Jobs**	**LQ**	**Market**	**US**	**Market**	**US**	**Market**	**US**
Manufacturing	33	1.2	3.13%	5.43%	0.07%	0.56%	-0.49%	0.13%
Trade, Transportation and Utilities	39	0.6	5.77%	7.52%	1.32%	0.88%	0.40%	0.43%
Retail Trade	24	0.7	9.11%	9.41%	0.43%	0.42%	0.60%	0.36%
Financial Activities	17	0.8	0.87%	2.00%	2.79%	1.35%	0.49%	0.56%
Government	62	1.3	-1.05%	-0.10%	0.21%	-0.28%	1.37%	0.97%
Natural Resources, Mining and Construction	10	0.5	6.11%	6.45%	2.87%	2.48%	0.25%	0.85%
Education and Health Services	73	1.4	5.85%	6.69%	2.62%	1.62%	1.60%	1.46%
Professional and Business Services	48	1.0	8.48%	7.73%	2.95%	1.88%	0.25%	1.30%
Information	6	0.9	7.04%	7.07%	5.77%	0.44%	1.61%	1.57%
Leisure and Hospitality	23	0.7	23.52%	32.58%	0.17%	0.71%	4.84%	3.40%
Other Services	12	0.9	9.27%	13.20%	1.40%	0.39%	0.95%	0.96%
Total Employment	**323**	**1.0**	**5.47%**	**7.80%**	**1.55%**	**0.98%**	**1.14%**	**1.16%**

Source: Oxford Economics
LQ = Location Quotient

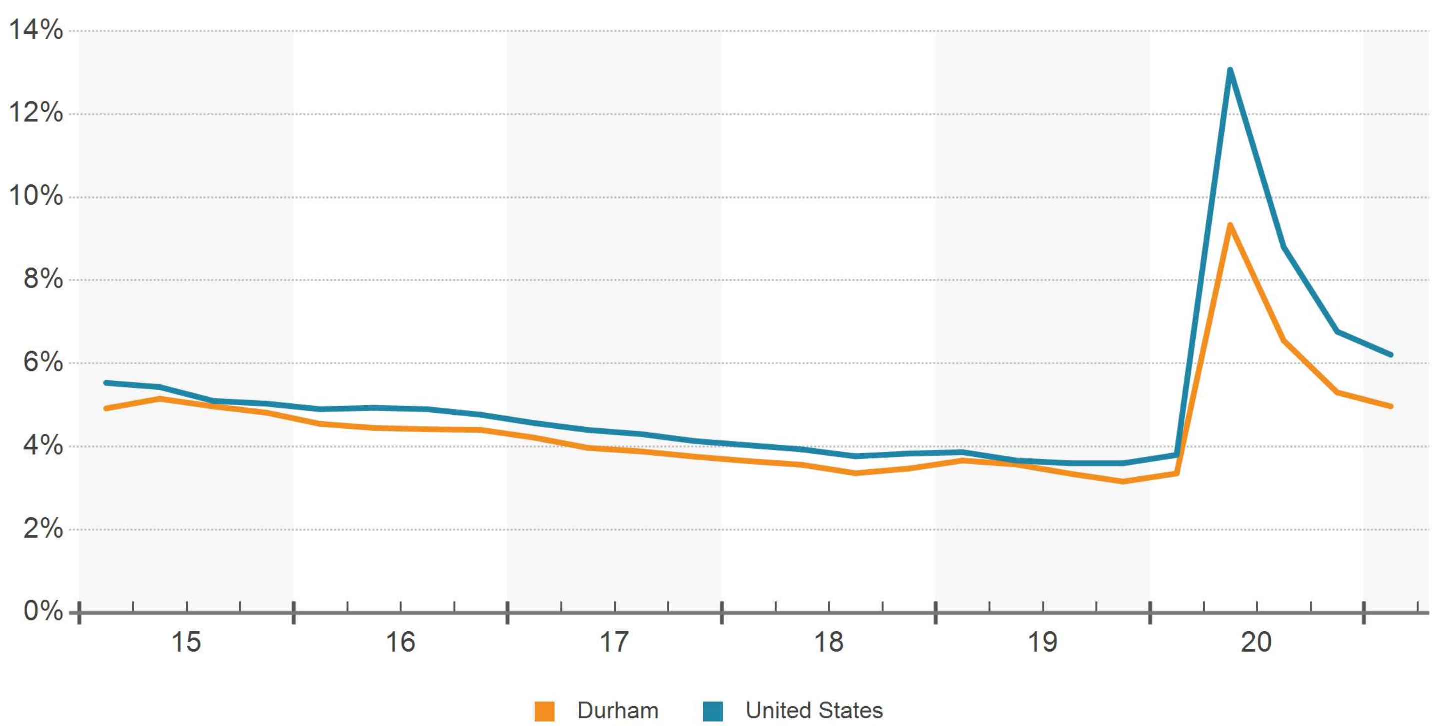
Economy

JOB GROWTH (YOY)

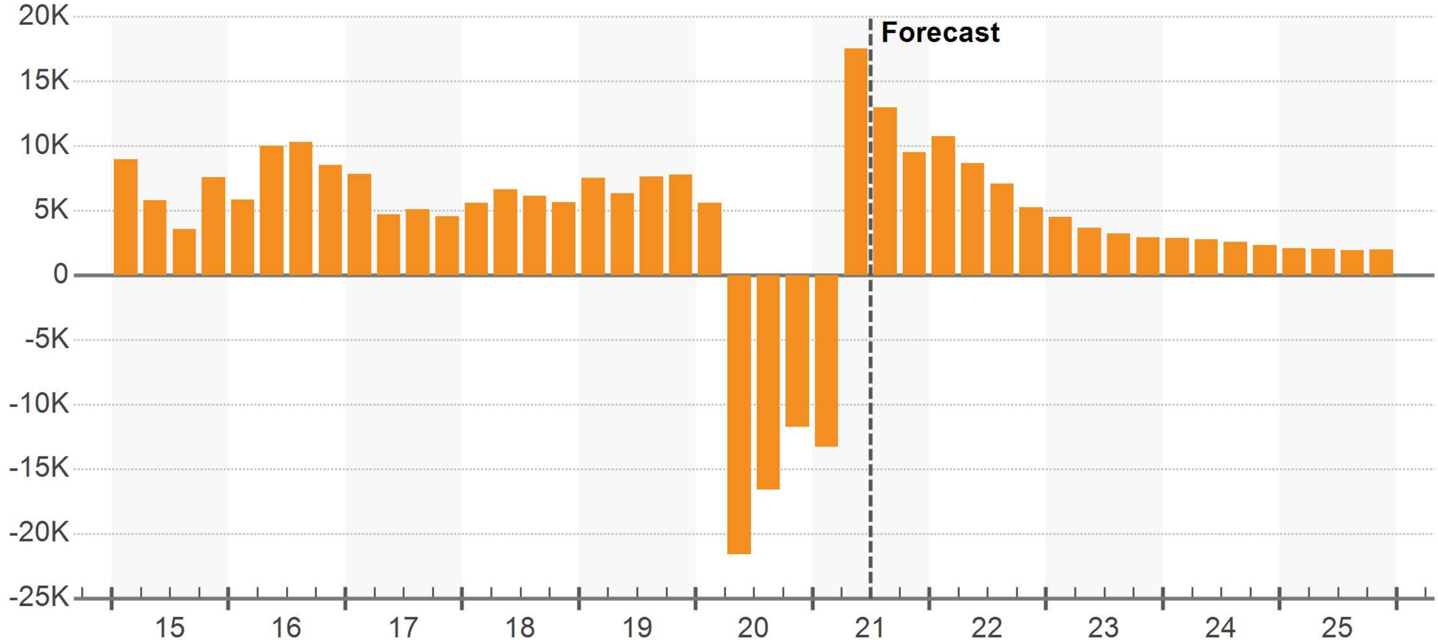


Source: Oxford Economics

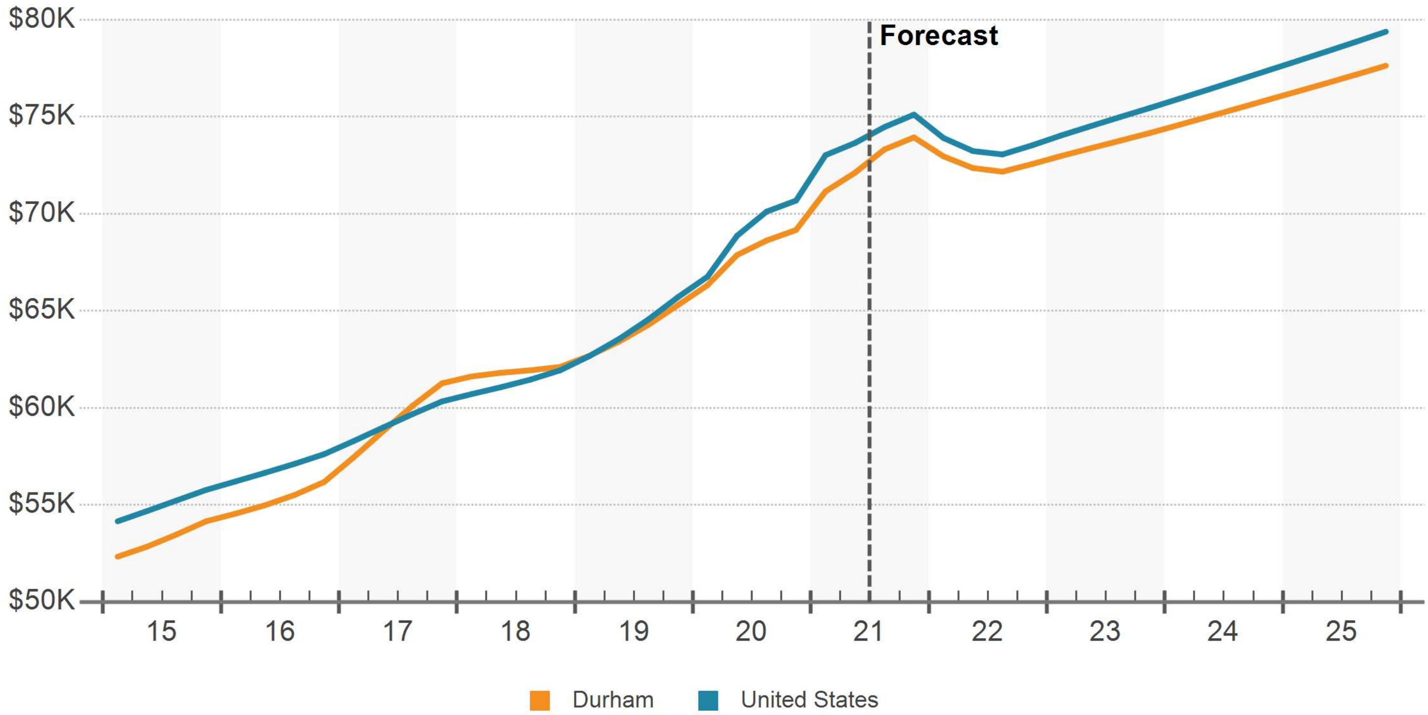
UNEMPLOYMENT RATE (%)



NET EMPLOYMENT CHANGE (YOY)

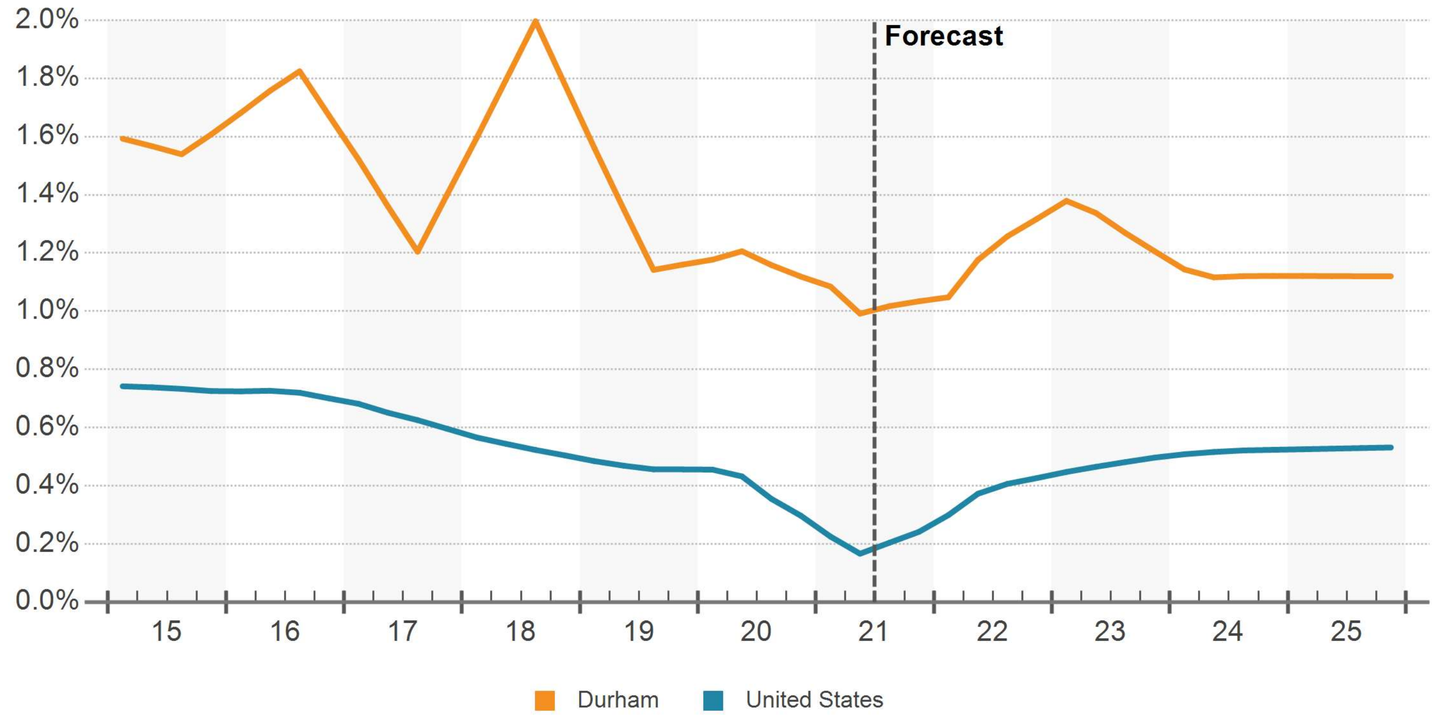


MEDIAN HOUSEHOLD INCOME

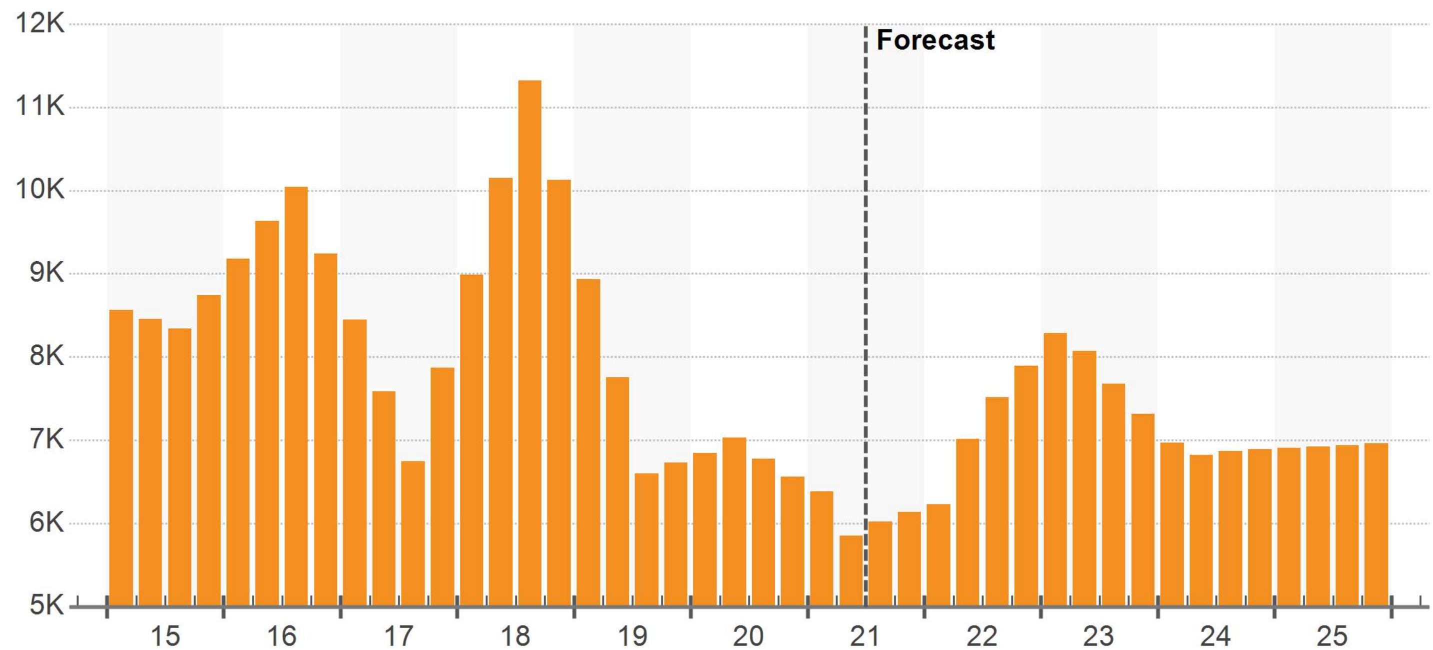


Economy

POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

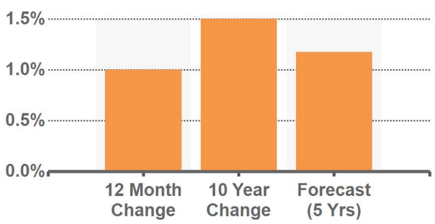


DEMOGRAPHIC TRENDS

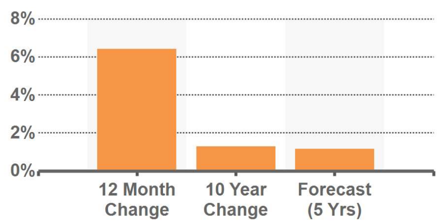
	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
Demographic Category	**Metro**	**US**	**Metro**	**US**	**Metro**	**US**	**Metro**	**US**
Population	596,462	330,132,000	1.0%	0.2%	1.5%	0.6%	1.2%	0.5%
Households	232,854	123,324,664	0.9%	0.1%	1.4%	0.7%	1.1%	0.4%
Median Household Income	$72,319	$73,789	6.3%	6.8%	4.1%	3.9%	1.7%	1.8%
Labor Force	298,770	161,196,797	6.4%	1.7%	1.3%	0.5%	1.2%	0.7%
Unemployment	5.0%	6.2%	-3.9%	-6.1%	-0.3%	-0.3%	-	-

Source: Oxford Economics

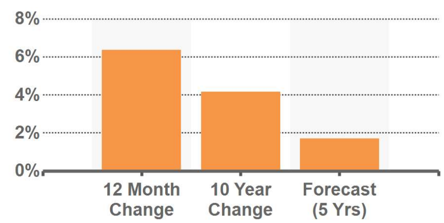
POPULATION GROWTH



LABOR FORCE GROWTH

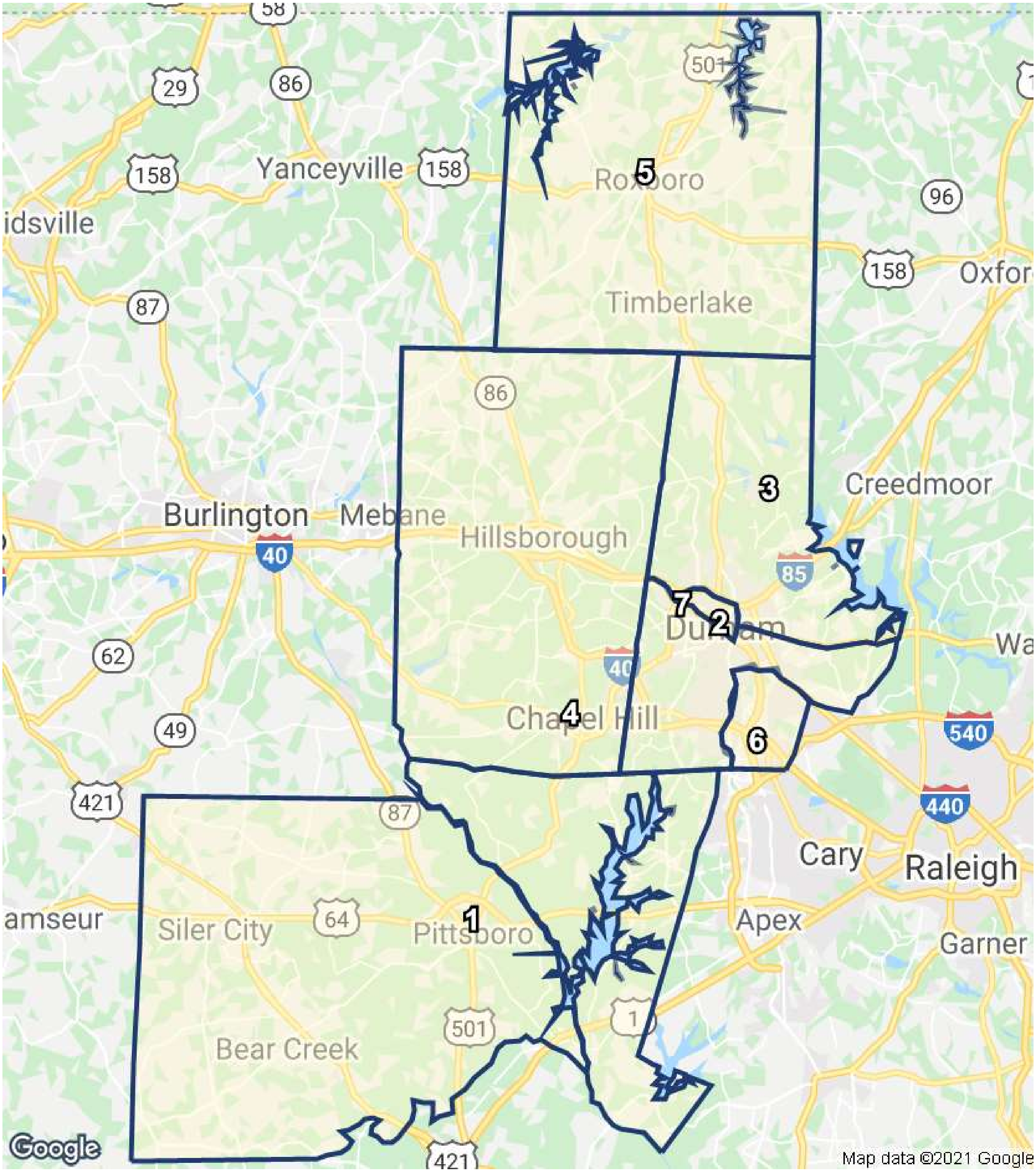


INCOME GROWTH



Source: Oxford Economics

DURHAM SUBMARKETS



Submarkets

SUBMARKET INVENTORY

		Inventory				12 Month Deliveries				Under Construction			
No.	Submarket	Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Chatham County	240	2,337	8.6%	5	2	13	0.6%	4	10	248	10.6%	1
2	Downtown Durham	330	2,902	10.6%	4	0	0	0%	-	0	-	-	-
3	North Durham	421	4,294	15.7%	3	2	11	0.3%	5	0	-	-	-
4	Orange County	534	5,659	20.8%	2	4	233	4.1%	1	1	4	0.1%	3
5	Person County	154	1,511	5.5%	7	1	3	0.2%	6	0	-	-	-
6	Research Triangle	188	1,726	6.3%	6	4	22	1.2%	3	0	-	-	-
7	South Durham	659	8,840	32.4%	1	3	44	0.5%	2	1	60	0.7%	2

SUBMARKET RENT

		Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
No.	Submarket	Per SF	Rank	Growth	Rank	Growth	Rank
1	Chatham County	$15.30	5	2.4%	1	2.1%	2
2	Downtown Durham	$19.26	4	1.6%	6	-1.6%	7
3	North Durham	$14.99	6	2.2%	3	2.1%	3
4	Orange County	$21.96	2	2.0%	5	0.8%	4
5	Person County	$12.81	7	2.3%	2	3.3%	1
6	Research Triangle	$20.53	3	1.6%	7	0.3%	5
7	South Durham	$24.32	1	2.1%	4	-0.7%	6

SUBMARKET VACANCY & NET ABSORPTION

		Vacancy			12 Month Absorption			
No.	Submarket	SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Chatham County	84,736	3.6%	5	15,042	0.6%	3	0.9
2	Downtown Durham	267,964	9.2%	7	(22,066)	-0.8%	7	-
3	North Durham	76,692	1.8%	2	(1,056)	0%	4	-
4	Orange County	355,233	6.3%	6	25,978	0.5%	2	8.7
5	Person County	23,844	1.6%	1	(2,283)	-0.2%	5	-
6	Research Triangle	45,153	2.6%	4	(9,224)	-0.5%	6	-
7	South Durham	193,503	2.2%	3	159,254	1.8%	1	0.2

OVERALL SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	28,834,736	468,873	1.7%	432,872	1.5%	1.1
2024	28,365,863	445,096	1.6%	398,235	1.4%	1.1
2023	27,920,767	375,599	1.4%	327,229	1.2%	1.1
2022	27,545,168	265,825	1.0%	260,243	0.9%	1.0
2021	27,279,343	255,442	0.9%	256,503	0.9%	1.0
YTD	27,258,235	234,334	0.9%	113,806	0.4%	2.1
2020	27,023,901	166,528	0.6%	(13,423)	0%	-
2019	26,857,373	165,696	0.6%	40,263	0.1%	4.1
2018	26,691,677	306,857	1.2%	331,097	1.2%	0.9
2017	26,384,820	780,606	3.0%	817,484	3.1%	1.0
2016	25,604,214	133,366	0.5%	54,211	0.2%	2.5
2015	25,470,848	197,253	0.8%	310,179	1.2%	0.6
2014	25,273,595	110,033	0.4%	407,596	1.6%	0.3
2013	25,163,562	242,394	1.0%	208,696	0.8%	1.2
2012	24,921,168	88,325	0.4%	205,090	0.8%	0.4
2011	24,832,843	198,791	0.8%	256,984	1.0%	0.8
2010	24,634,052	91,069	0.4%	142,842	0.6%	0.6
2009	24,542,983	535,132	2.2%	318,025	1.3%	1.7

MALLS SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	2,801,228	(1,783)	-0.1%	(6,895)	-0.2%	-
2024	2,803,011	(1,772)	-0.1%	(3,876)	-0.1%	-
2023	2,804,783	(1,767)	-0.1%	1,055	0%	-
2022	2,806,550	(1,767)	-0.1%	5,794	0.2%	-
2021	2,808,317	(424)	0%	(53,542)	-1.9%	-
YTD	2,808,741	0	0%	(47,302)	-1.7%	-
2020	2,808,741	0	0%	(12,276)	-0.4%	-
2019	2,808,741	0	0%	(102,198)	-3.6%	-
2018	2,808,741	0	0%	34,787	1.2%	0
2017	2,808,741	0	0%	(6,552)	-0.2%	-
2016	2,808,741	0	0%	(82,012)	-2.9%	-
2015	2,808,741	0	0%	56,729	2.0%	0
2014	2,808,741	0	0%	33,753	1.2%	0
2013	2,808,741	0	0%	(2,929)	-0.1%	-
2012	2,808,741	0	0%	(25,018)	-0.9%	-
2011	2,808,741	25,000	0.9%	36,705	1.3%	0.7
2010	2,783,741	0	0%	13,133	0.5%	0
2009	2,783,741	0	0%	4,375	0.2%	0

POWER CENTER SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	3,706,909	12,206	0.3%	8,972	0.2%	1.4
2024	3,694,703	11,512	0.3%	8,876	0.2%	1.3
2023	3,683,191	9,440	0.3%	9,567	0.3%	1.0
2022	3,673,751	4,227	0.1%	3,489	0.1%	1.2
2021	3,669,524	(536)	0%	72,019	2.0%	-
YTD	3,670,060	0	0%	29,288	0.8%	0
2020	3,670,060	5,000	0.1%	(66,139)	-1.8%	-
2019	3,665,060	20,400	0.6%	8,466	0.2%	2.4
2018	3,644,660	0	0%	(39,720)	-1.1%	-
2017	3,644,660	0	0%	32,315	0.9%	0
2016	3,644,660	7,075	0.2%	(4,688)	-0.1%	-
2015	3,637,585	14,669	0.4%	30,752	0.8%	0.5
2014	3,622,916	0	0%	149,680	4.1%	0
2013	3,622,916	0	0%	29,383	0.8%	0
2012	3,622,916	0	0%	(15,854)	-0.4%	-
2011	3,622,916	11,500	0.3%	73,782	2.0%	0.2
2010	3,611,416	5,200	0.1%	(83,013)	-2.3%	-
2009	3,606,216	179,303	5.2%	139,730	3.9%	1.3

NEIGHBORHOOD CENTER SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	7,412,927	17,083	0.2%	12,814	0.2%	1.3
2024	7,395,844	16,051	0.2%	14,004	0.2%	1.1
2023	7,379,793	12,945	0.2%	15,206	0.2%	0.9
2022	7,366,848	4,971	0.1%	36,173	0.5%	0.1
2021	7,361,877	(1,043)	0%	(2,848)	0%	-
YTD	7,362,920	0	0%	(20,600)	-0.3%	-
2020	7,362,920	0	0%	17,382	0.2%	0
2019	7,362,920	30,709	0.4%	43,925	0.6%	0.7
2018	7,332,211	0	0%	73,819	1.0%	0
2017	7,332,211	13,577	0.2%	98,304	1.3%	0.1
2016	7,318,634	7,375	0.1%	127,573	1.7%	0.1
2015	7,311,259	0	0%	98,103	1.3%	0
2014	7,311,259	0	0%	81,690	1.1%	0
2013	7,311,259	60,003	0.8%	(54,339)	-0.7%	-
2012	7,251,256	8,936	0.1%	61,776	0.9%	0.1
2011	7,242,320	112	0%	(37,205)	-0.5%	-
2010	7,242,208	0	0%	43,462	0.6%	0
2009	7,242,208	204,112	2.9%	145,782	2.0%	1.4

STRIP CENTER SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	1,033,312	16,378	1.6%	14,305	1.4%	1.1
2024	1,016,934	15,541	1.6%	13,612	1.3%	1.1
2023	1,001,393	13,119	1.3%	11,211	1.1%	1.2
2022	988,274	7,015	0.7%	6,024	0.6%	1.2
2021	981,259	(121)	0%	2,664	0.3%	-
YTD	981,380	0	0%	(6,104)	-0.6%	-
2020	981,380	55,656	6.0%	(4,360)	-0.4%	-
2019	925,724	0	0%	(11,921)	-1.3%	-
2018	925,724	0	0%	11,277	1.2%	0
2017	925,724	0	0%	6,468	0.7%	0
2016	925,724	0	0%	27,165	2.9%	0
2015	925,724	0	0%	34,817	3.8%	0
2014	925,724	26,900	3.0%	27,389	3.0%	1.0
2013	898,824	0	0%	(20,172)	-2.2%	-
2012	898,824	0	0%	7,080	0.8%	0
2011	898,824	10,487	1.2%	19,027	2.1%	0.6
2010	888,337	0	0%	(17,150)	-1.9%	-
2009	888,337	12,000	1.4%	8,316	0.9%	1.4

GENERAL RETAIL SUPPLY & DEMAND

	Inventory			Net Absorption		
Year	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2025	13,880,360	424,989	3.2%	403,676	2.9%	1.1
2024	13,455,371	403,764	3.1%	365,619	2.7%	1.1
2023	13,051,607	341,862	2.7%	290,190	2.2%	1.2
2022	12,709,745	251,379	2.0%	208,763	1.6%	1.2
2021	12,458,366	257,566	2.1%	238,210	1.9%	1.1
YTD	12,435,134	234,334	1.9%	158,524	1.3%	1.5
2020	12,200,800	105,872	0.9%	51,970	0.4%	2.0
2019	12,094,928	114,587	1.0%	101,991	0.8%	1.1
2018	11,980,341	306,857	2.6%	250,934	2.1%	1.2
2017	11,673,484	767,029	7.0%	686,949	5.9%	1.1
2016	10,906,455	118,916	1.1%	(13,827)	-0.1%	-
2015	10,787,539	182,584	1.7%	89,778	0.8%	2.0
2014	10,604,955	83,133	0.8%	115,084	1.1%	0.7
2013	10,521,822	182,391	1.8%	256,753	2.4%	0.7
2012	10,339,431	79,389	0.8%	177,106	1.7%	0.4
2011	10,260,042	151,692	1.5%	164,675	1.6%	0.9
2010	10,108,350	85,869	0.9%	186,410	1.8%	0.5
2009	10,022,481	139,717	1.4%	19,822	0.2%	7.0

OVERALL RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	$21.84	120	1.1%	9.6%	1,044,477	3.6%	0.1%
2024	$21.59	119	1.6%	8.4%	1,013,276	3.6%	0.1%
2023	$21.26	117	2.3%	6.7%	971,405	3.5%	0.1%
2022	$20.79	114	2.3%	4.4%	927,845	3.4%	0%
2021	$20.33	112	2.0%	2.0%	925,567	3.4%	-0.2%
YTD	$20.19	111	1.3%	1.3%	1,047,125	3.8%	0.3%
2020	$19.92	110	1.9%	0%	959,740	3.6%	0.6%
2019	$19.56	108	1.8%	-1.8%	793,665	3.0%	0%
2018	$19.21	106	2.7%	-3.5%	794,759	3.0%	-0.2%
2017	$18.71	103	2.8%	-6.1%	848,258	3.2%	-0.6%
2016	$18.20	100	2.0%	-8.7%	972,609	3.8%	0.2%
2015	$17.84	98	2.5%	-10.5%	910,190	3.6%	-1.0%
2014	$17.39	96	2.2%	-12.7%	1,165,810	4.6%	-1.4%
2013	$17.02	94	2.1%	-14.6%	1,522,216	6.0%	0%
2012	$16.67	92	1.0%	-16.3%	1,496,801	6.0%	-0.5%
2011	$16.51	91	-0.9%	-17.1%	1,613,566	6.5%	-0.3%
2010	$16.66	92	-3.4%	-16.4%	1,681,059	6.8%	-0.2%
2009	$17.25	95	-5.2%	-13.4%	1,732,832	7.1%	0.7%

MALLS RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	$35.80	128	1.0%	9.3%	255,364	9.1%	0.2%
2024	$35.43	127	1.5%	8.1%	250,183	8.9%	0.1%
2023	$34.91	125	2.1%	6.6%	248,014	8.8%	-0.1%
2022	$34.18	122	2.1%	4.3%	250,770	8.9%	-0.3%
2021	$33.47	120	2.2%	2.2%	258,266	9.2%	1.9%
YTD	$33.30	119	1.7%	1.7%	252,450	9.0%	1.7%
2020	$32.76	117	3.7%	0%	205,148	7.3%	0.4%
2019	$31.58	113	2.8%	-3.6%	192,872	6.9%	3.6%
2018	$30.73	110	3.8%	-6.2%	90,674	3.2%	-1.2%
2017	$29.59	106	2.9%	-9.7%	125,461	4.5%	0.2%
2016	$28.76	103	1.4%	-12.2%	118,909	4.2%	2.9%
2015	$28.36	102	2.6%	-13.4%	36,897	1.3%	-2.0%
2014	$27.63	99	1.6%	-15.6%	93,626	3.3%	-1.2%
2013	$27.19	97	4.0%	-17.0%	127,379	4.5%	0.1%
2012	$26.15	94	2.1%	-20.2%	124,450	4.4%	0.9%
2011	$25.61	92	-0.3%	-21.8%	99,432	3.5%	-0.5%
2010	$25.70	92	-3.1%	-21.6%	111,137	4.0%	-0.5%
2009	$26.51	95	-5.0%	-19.1%	124,270	4.5%	-0.2%

POWER CENTER RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	$24.07	125	1.3%	10.0%	80,097	2.2%	0.1%
2024	$23.77	124	1.7%	8.7%	77,016	2.1%	0.1%
2023	$23.36	122	2.4%	6.8%	74,543	2.0%	0%
2022	$22.82	119	2.4%	4.3%	74,827	2.0%	0%
2021	$22.28	116	1.9%	1.9%	74,131	2.0%	-2.0%
YTD	$22.14	115	1.2%	1.2%	117,396	3.2%	-0.8%
2020	$21.87	114	1.7%	0%	146,684	4.0%	1.9%
2019	$21.51	112	1.0%	-1.7%	75,545	2.1%	0.3%
2018	$21.29	111	3.9%	-2.7%	63,611	1.7%	1.1%
2017	$20.50	107	3.7%	-6.3%	23,891	0.7%	-0.9%
2016	$19.77	103	3.2%	-9.6%	56,206	1.5%	0.3%
2015	$19.15	100	3.3%	-12.5%	44,443	1.2%	-0.4%
2014	$18.54	97	2.5%	-15.2%	60,526	1.7%	-4.1%
2013	$18.09	94	2.6%	-17.3%	210,206	5.8%	-0.8%
2012	$17.63	92	1.5%	-19.4%	239,589	6.6%	0.4%
2011	$17.37	91	-1.2%	-20.6%	223,735	6.2%	-1.7%
2010	$17.58	92	-3.7%	-19.6%	286,017	7.9%	2.4%
2009	$18.25	95	-4.9%	-16.6%	197,804	5.5%	0.9%

NEIGHBORHOOD CENTER RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	$19.04	119	1.2%	10.5%	219,726	3.0%	0%
2024	$18.81	118	1.6%	9.2%	216,007	2.9%	0%
2023	$18.50	116	2.3%	7.4%	214,497	2.9%	0%
2022	$18.08	113	2.3%	4.9%	217,285	2.9%	-0.4%
2021	$17.67	111	2.6%	2.6%	248,446	3.4%	0%
YTD	$17.55	110	1.8%	1.8%	267,228	3.6%	0.3%
2020	$17.23	108	2.1%	0%	246,628	3.3%	-0.2%
2019	$16.88	106	2.2%	-2.0%	264,010	3.6%	-0.4%
2018	$16.52	104	2.3%	-4.1%	289,526	3.9%	-1.0%
2017	$16.15	101	2.6%	-6.3%	363,345	5.0%	-1.2%
2016	$15.74	99	1.8%	-8.7%	448,072	6.1%	-1.7%
2015	$15.46	97	1.9%	-10.3%	568,270	7.8%	-1.3%
2014	$15.18	95	2.4%	-11.9%	666,373	9.1%	-1.1%
2013	$14.82	93	2.1%	-14.0%	748,063	10.2%	1.5%
2012	$14.51	91	0.4%	-15.8%	633,721	8.7%	-0.7%
2011	$14.45	91	-0.5%	-16.1%	686,561	9.5%	0.5%
2010	$14.52	91	-3.0%	-15.7%	649,244	9.0%	-0.6%
2009	$14.97	94	-6.1%	-13.1%	692,706	9.6%	0.6%

Rent & Vacancy

Durham Retail

STRIP CENTER RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	$20.59	117	0.9%	9.4%	64,722	6.3%	0.1%
2024	$20.39	116	1.4%	8.4%	62,817	6.2%	0.1%
2023	$20.12	114	2.1%	6.9%	61,045	6.1%	0.1%
2022	$19.71	112	2.1%	4.7%	59,300	6.0%	0%
2021	$19.30	110	2.5%	2.5%	58,428	6.0%	-2.7%
YTD	$19.13	109	1.6%	1.6%	67,314	6.9%	-1.8%
2020	$18.82	107	1.4%	0%	85,116	8.7%	6.0%
2019	$18.57	106	1.5%	-1.3%	25,100	2.7%	1.3%
2018	$18.30	104	2.2%	-2.8%	13,179	1.4%	-1.2%
2017	$17.90	102	3.1%	-4.9%	24,456	2.6%	-0.7%
2016	$17.37	99	2.3%	-7.7%	30,924	3.3%	-2.9%
2015	$16.97	97	2.5%	-9.8%	58,089	6.3%	-3.8%
2014	$16.56	94	1.9%	-12.0%	92,906	10.0%	-0.4%
2013	$16.25	92	1.0%	-13.7%	93,395	10.4%	2.2%
2012	$16.10	92	0.5%	-14.5%	73,223	8.1%	-0.8%
2011	$16.01	91	-1.1%	-14.9%	80,303	8.9%	-1.1%
2010	$16.19	92	-3.5%	-14.0%	88,843	10.0%	1.9%
2009	$16.77	95	-4.6%	-10.9%	71,693	8.1%	0.3%

GENERAL RETAIL RENT & VACANCY

	Market Rent				Vacancy		
Year	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2025	$19.80	116	1.1%	9.1%	424,568	3.1%	0%
2024	$19.59	115	1.5%	8.0%	407,253	3.0%	0.2%
2023	$19.29	113	2.2%	6.4%	373,306	2.9%	0.3%
2022	$18.87	111	2.3%	4.1%	325,663	2.6%	0.3%
2021	$18.45	108	1.7%	1.7%	286,296	2.3%	0%
YTD	$18.31	107	1.0%	1.0%	342,737	2.8%	0.5%
2020	$18.14	106	1.1%	0%	276,164	2.3%	0.3%
2019	$17.94	105	1.5%	-1.1%	236,138	2.0%	-0.9%
2018	$17.68	104	2.1%	-2.5%	337,769	2.8%	0.2%
2017	$17.32	101	2.6%	-4.5%	311,105	2.7%	-0.3%
2016	$16.88	99	2.0%	-7.0%	318,498	2.9%	1.0%
2015	$16.55	97	2.6%	-8.7%	202,491	1.9%	-0.5%
2014	$16.13	94	2.3%	-11.1%	252,379	2.4%	-0.9%
2013	$15.77	92	1.3%	-13.0%	343,173	3.3%	-0.9%
2012	$15.58	91	0.8%	-14.1%	425,818	4.1%	-1.0%
2011	$15.45	91	-1.3%	-14.8%	523,535	5.1%	-0.3%
2010	$15.66	92	-3.6%	-13.6%	545,818	5.4%	-1.0%
2009	$16.25	95	-4.8%	-10.4%	646,359	6.4%	1.1%

CALCULUS COMMERCIAL

CoStar™

OVERALL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	$229.85	177	8.6%
2024	-	-	-	-	-	-	$227.67	176	8.5%
2023	-	-	-	-	-	-	$224.53	173	8.5%
2022	-	-	-	-	-	-	$220.35	170	8.5%
2021	-	-	-	-	-	-	$216.11	167	8.5%
YTD	69	$61.8M	2.5%	$1,222,656	$158.80	7.3%	$214.19	165	8.5%
2020	96	$191.6M	2.7%	$2,984,412	$294.95	6.1%	$211.82	163	8.5%
2019	103	$131M	4.8%	$1,771,905	$160.41	6.9%	$205.87	159	8.6%
2018	141	$176.2M	8.2%	$2,222,380	$126.28	6.4%	$201.88	156	8.6%
2017	129	$150.5M	5.2%	$2,085,952	$143.41	6.5%	$200.24	154	8.5%
2016	144	$362.9M	7.1%	$3,269,206	$210.59	6.2%	$193.67	149	8.5%
2015	101	$124.9M	4.9%	$1,664,742	$129.59	7.1%	$181.25	140	8.8%
2014	111	$94.1M	3.3%	$1,395,636	$157.42	6.8%	$167.80	129	9.1%
2013	84	$96.8M	5.0%	$1,437,715	$81.11	7.6%	$148.13	114	9.7%
2012	88	$92.6M	3.2%	$1,282,081	$150.29	7.6%	$141.24	109	9.9%
2011	45	$60.2M	3.0%	$1,485,004	$119.36	7.4%	$124.89	96	10.6%
2010	31	$42.3M	1.2%	$1,383,892	$148.68	8.1%	$117.19	90	11.0%

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(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

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	$230.91	180	8.5%
2024	-	-	-	-	-	-	$229.05	178	8.5%
2023	-	-	-	-	-	-	$226.23	176	8.4%
2022	-	-	-	-	-	-	$222.37	173	8.4%
2021	-	-	-	-	-	-	$218.58	170	8.4%
YTD	1	$0	3.7%	-	-	-	$217.18	169	8.4%
2020	-	-	-	-	-	-	$216	168	8.4%
2019	8	$14.3M	16.6%	$7,126,000	$155.50	-	$210.30	164	8.5%
2018	12	$41M	44.3%	$20,500,000	$63.57	-	$207.12	161	8.4%
2017	6	$4.5M	12.1%	$4,500,000	$24.46	-	$206.62	161	8.3%
2016	1	$1.3M	0.1%	$1,273,041	$344.90	-	$198.13	154	8.3%
2015	1	$0	6.4%	-	-	-	$184.56	144	8.6%
2014	-	-	-	-	-	-	$170.27	133	8.9%
2013	-	-	-	-	-	-	$148.87	116	9.5%
2012	-	-	-	-	-	-	$140.93	110	9.7%
2011	-	-	-	-	-	-	$124.21	97	10.4%
2010	-	-	-	-	-	-	$116.65	91	10.8%

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POWER CENTER SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	$226.95	190	9.3%
2024	-	-	-	-	-	-	$224.40	188	9.3%
2023	-	-	-	-	-	-	$220.88	185	9.3%
2022	-	-	-	-	-	-	$216.37	181	9.2%
2021	-	-	-	-	-	-	$211.87	177	9.2%
YTD	1	$2.7M	0.2%	$2,684,500	$426.11	-	$210.24	176	9.3%
2020	-	-	-	-	-	-	$208.52	174	9.3%
2019	2	$3.6M	1.5%	$1,784,000	$63.03	5.5%	$201.06	168	9.4%
2018	-	-	-	-	-	-	$197.99	166	9.3%
2017	2	$9.6M	0.8%	$4,805,467	$323.70	5.0%	$196.80	165	9.2%
2016	23	$183.4M	18.4%	$7,974,904	$274.06	7.8%	$188.45	158	9.3%
2015	-	-	-	-	-	-	$173.03	145	9.7%
2014	1	$1.5M	3.3%	$1,500,000	$12.58	-	$159.74	134	10.1%
2013	9	$21.4M	14.9%	$2,680,017	$39.89	7.8%	$140.32	117	10.7%
2012	2	$3.9M	0.3%	$1,963,000	$320.02	-	$131.55	110	11.1%
2011	-	-	-	-	-	-	$115.80	97	11.8%
2010	1	$1.3M	0.2%	$1,300,000	$206.35	-	$108.79	91	12.3%

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NEIGHBORHOOD CENTER SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	$203.71	185	8.6%
2024	-	-	-	-	-	-	$201.59	183	8.6%
2023	-	-	-	-	-	-	$198.61	180	8.5%
2022	-	-	-	-	-	-	$194.72	176	8.5%
2021	-	-	-	-	-	-	$190.89	173	8.5%
YTD	7	$26M	3.3%	$3,718,714	$108.02	7.9%	$189.19	171	8.5%
2020	11	$82.2M	3.0%	$7,473,454	$370.20	5.4%	$187	169	8.5%
2019	21	$60.6M	6.1%	$3,368,117	$142.45	6.7%	$179.94	163	8.6%
2018	27	$57.6M	5.6%	$5,240,636	$171.99	7.2%	$175.63	159	8.7%
2017	8	$55.2M	6.1%	$7,888,641	$135.30	5.8%	$174.05	158	8.6%
2016	15	$78.6M	9.0%	$5,239,410	$119.65	9.6%	$167.34	152	8.6%
2015	13	$53.6M	8.1%	$4,126,681	$90.48	7.8%	$154.43	140	9.0%
2014	11	$41.6M	2.2%	$4,156,675	$261.48	5.7%	$142.93	130	9.3%
2013	14	$40.1M	5.2%	$2,862,061	$106.37	7.0%	$127.05	115	9.8%
2012	14	$30.8M	4.2%	$3,084,196	$166.20	6.2%	$120.39	109	10.1%
2011	11	$24.5M	7.2%	$2,720,797	$84.84	-	$107.07	97	10.7%
2010	4	$20M	2.0%	$5,004,969	$138.30	7.9%	$100.33	91	11.2%

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STRIP CENTER SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	$269.43	177	8.2%
2024	-	-	-	-	-	-	$267.14	175	8.1%
2023	-	-	-	-	-	-	$263.68	173	8.1%
2022	-	-	-	-	-	-	$259.07	170	8.1%
2021	-	-	-	-	-	-	$254.38	167	8.1%
YTD	1	$2.1M	1.6%	$2,081,781	$134.31	-	$251.55	165	8.1%
2020	6	$11.6M	5.8%	$5,807,250	$284.78	6.9%	$248.72	163	8.1%
2019	4	$6.2M	3.5%	$3,077,511	$271.31	6.5%	$243.16	160	8.2%
2018	4	$2.4M	3.6%	$1,212,500	$106.36	6.0%	$239.05	157	8.2%
2017	4	$9.6M	4.9%	$3,190,667	$227.94	8.0%	$235.82	155	8.1%
2016	2	$2.7M	0.6%	$2,685,660	$725.85	5.8%	$229.13	151	8.2%
2015	7	$19.5M	10.1%	$3,245,833	$216.38	7.1%	$211.08	139	8.5%
2014	4	$2.3M	3.4%	$766,667	$98.81	11.5%	$195.43	128	8.8%
2013	2	$4.8M	3.0%	$2,393,272	$176.19	-	$172.19	113	9.4%
2012	1	$287.5K	0.3%	-	$92.59	-	$164.81	108	9.6%
2011	1	$800K	0.4%	-	$219.30	-	$145.19	95	10.2%
2010	1	$2.2M	1.9%	-	$130.94	-	$136.60	90	10.7%

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GENERAL RETAIL SALES

	Completed Transactions (1)						Market Pricing Trends (2)		
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2025	-	-	-	-	-	-	$242.51	171	8.4%
2024	-	-	-	-	-	-	$240.37	169	8.3%
2023	-	-	-	-	-	-	$237.18	167	8.3%
2022	-	-	-	-	-	-	$232.90	164	8.3%
2021	-	-	-	-	-	-	$228.42	161	8.3%
YTD	59	$31M	2.5%	$739,890	$245.45	6.0%	$226.26	159	8.3%
2020	79	$97.7M	3.7%	$1,905,488	$252.80	6.1%	$223.37	157	8.3%
2019	68	$46.4M	2.5%	$913,223	$210.83	7.1%	$218.41	154	8.4%
2018	98	$75.1M	4.2%	$1,164,000	$191.45	6.2%	$214.16	151	8.4%
2017	109	$71.6M	4.5%	$1,193,089	$185.64	6.3%	$212.23	149	8.3%
2016	103	$96.9M	4.5%	$1,364,919	$248.72	5.9%	$206.70	145	8.3%
2015	80	$51.7M	3.4%	$923,818	$184.43	6.7%	$196.14	138	8.5%
2014	95	$48.7M	4.9%	$908,318	$164.47	6.1%	$181.86	128	8.8%
2013	59	$30.6M	3.1%	$698,403	$120.91	8.3%	$160.57	113	9.3%
2012	71	$57.5M	4.7%	$959,032	$138.60	7.8%	$154.37	109	9.5%
2011	33	$34.9M	2.1%	$1,126,226	$164.62	7.4%	$136.42	96	10.1%
2010	25	$18.8M	1.2%	$783,874	$160.99	8.1%	$128.02	90	10.6%

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