



## Office Market Report

# Colorado Springs - CO

PREPARED BY



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**OFFICE MARKET REPORT**

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12 Mo Deliveries in SF

**445K**

12 Mo Net Absorption in SF

**487K**

Vacancy Rate

**9.4%**

12 Mo Rent Growth

**5.9%**

A strong recovery in the labor market provided Colorado Springs with a needed boost to the office sector in the last year. To a certain degree, the city is in better shape than most comparable markets and avoided the worst of the disruption that some other areas faced during the peak of the pandemic. While fundamentals are improving, there is still uncertainty surrounding the pandemic's long-term impact on office space with many employers testing hybrid work models and right sizing their office footprint.

Several quarters of negative net absorption put upward pressure on office vacancies, which peaked at 9.7% in 21Q2. Absorption has returned to positive territory, and vacancies have since compressed to 9.4%. The vacancy rate in Colorado Springs has remained below the

national benchmark dating back to 2018, giving landlords pricing power relative to other markets. Rent growth is outperforming the national average at about 5.9% positive annual gains, compared with flat rent gains from the national index.

Real estate in Colorado Springs is drawing significant interest from investors, with the market positioned for growth for a number of years to come. The market experienced outsized deal flow in the second half of 2021. Colorado Springs is an affordable market and has benefitted as some investors have been priced out of core gateway markets. The city has attracted investors in the pandemic era due to its growing population and highly skilled workforce.

### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	6,891,111	14.8%	\$26.96	17.8%	(34,846)	0	65,000
3 Star	14,762,193	9.3%	\$25.35	13.1%	(28,233)	0	78,498
1 & 2 Star	8,806,458	5.3%	\$17.47	6.2%	5,454	0	0
<b>Market</b>	<b>30,459,762</b>	<b>9.4%</b>	<b>\$23.45</b>	<b>12.2%</b>	<b>(57,625)</b>	<b>0</b>	<b>143,498</b>

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.3%	11.3%	9.0%	16.3%	2009 Q4	7.4%	2020 Q1
Net Absorption SF	487K	184,085	246,626	724,574	2011 Q2	(723,065)	2021 Q2
Deliveries SF	445K	201,313	279,463	1,173,369	2008 Q2	5,799	2018 Q4
Rent Growth	5.9%	2.4%	2.2%	10.6%	2018 Q4	-5.0%	2010 Q1
Sales Volume	\$542M	\$192.9M	N/A	\$577M	2021 Q4	\$35.6M	2009 Q3

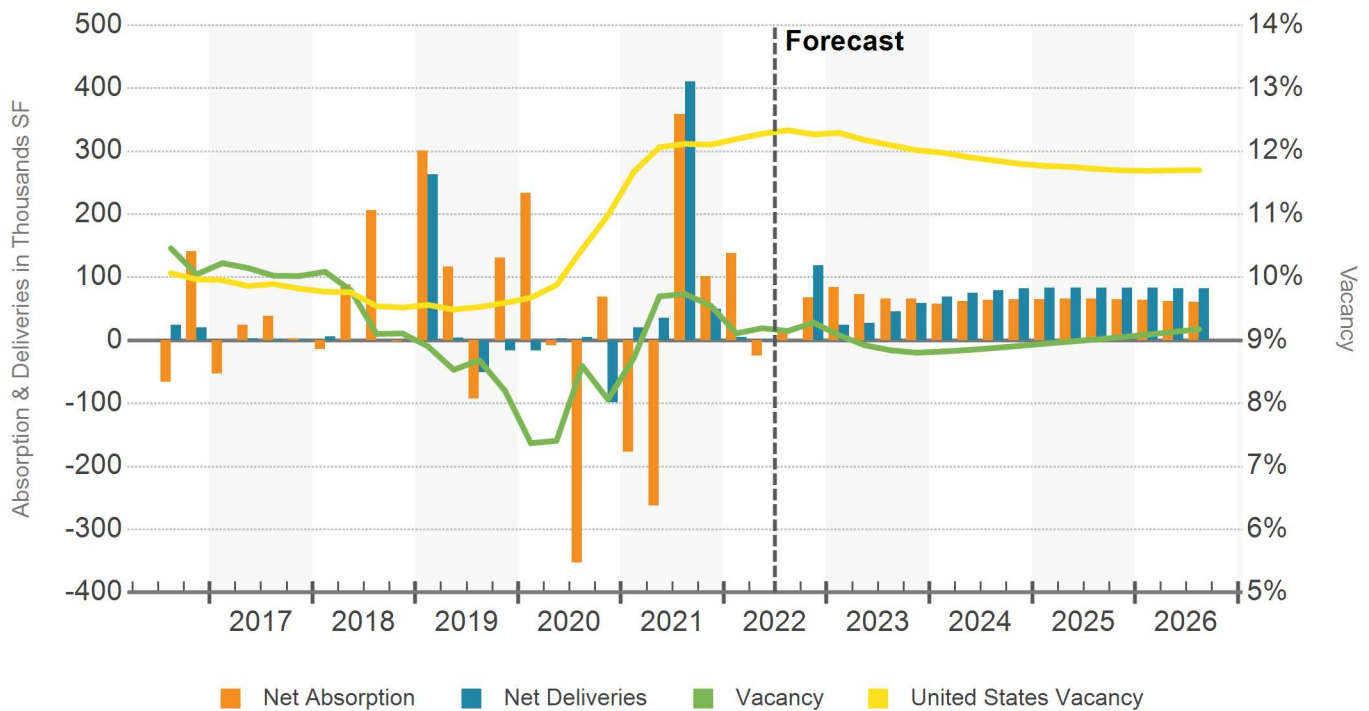
Similar to what is playing out in the residential and retail sectors, northern Colorado Springs has performed exceptionally well. This portion of the metro boasts proximity to Metro Denver's rapidly growing southeast corridor, where a light rail expansion promises longer-term growth. Improved fundamentals are largely the product of renewed leasing activity from smaller tenants (less than 10,000 SF).

A handful of larger new leases have closed in the past few years, and are mostly coming from the expansion of existing companies, as opposed to new entrants to the

metro. GSA took 18,000 SF at 1365 Garden of the Gods Rd. in April 2021. HDR, an engineering and architectural services firm, signed on for 19,000 SF at 5555 Tech Center Drive, vacating a smaller 12,000 SF space at 2060 Briargate Parkway in the process.

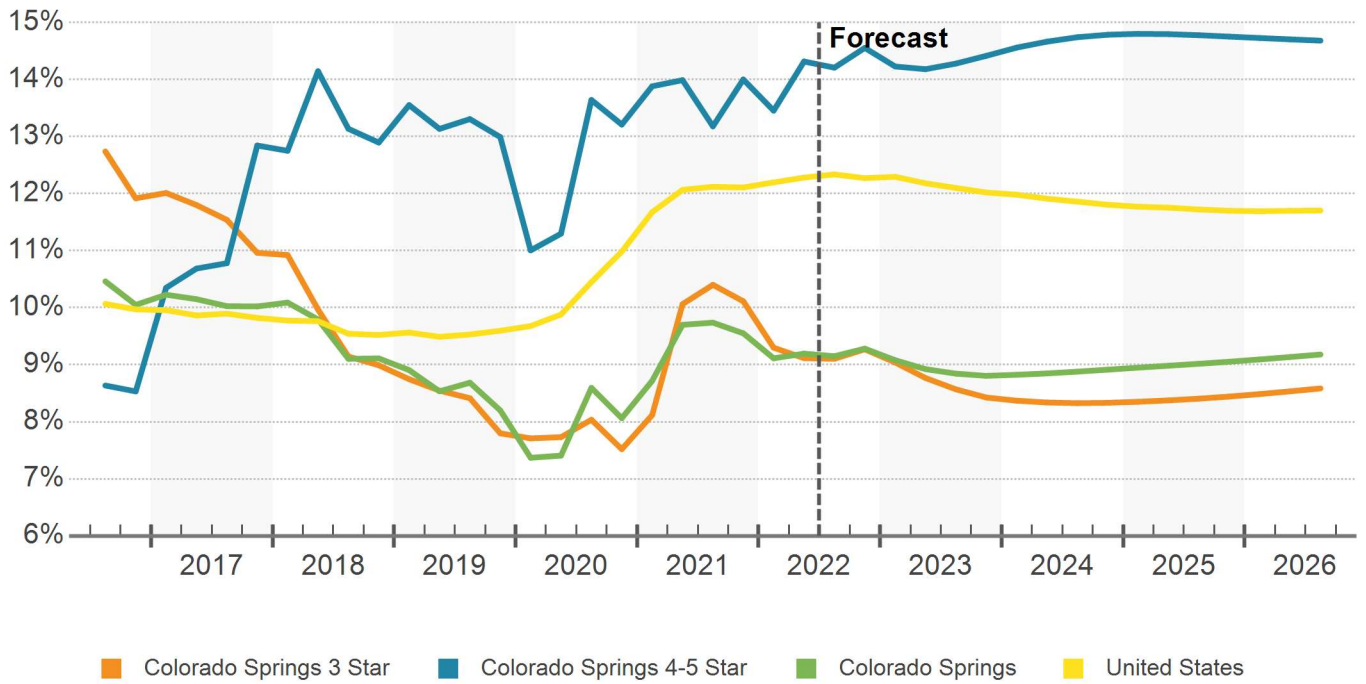
Other large spaces have been taken off the market for non-office uses. In March 2018, New Summit Charter Schools leased 7899 Lexington Dr, a 75,000 office building that had been entirely vacant for about five years (the new tenant operates a K-8 school out of the building which opened in Fall 2018).

### NET ABSORPTION, NET DELIVERIES & VACANCY

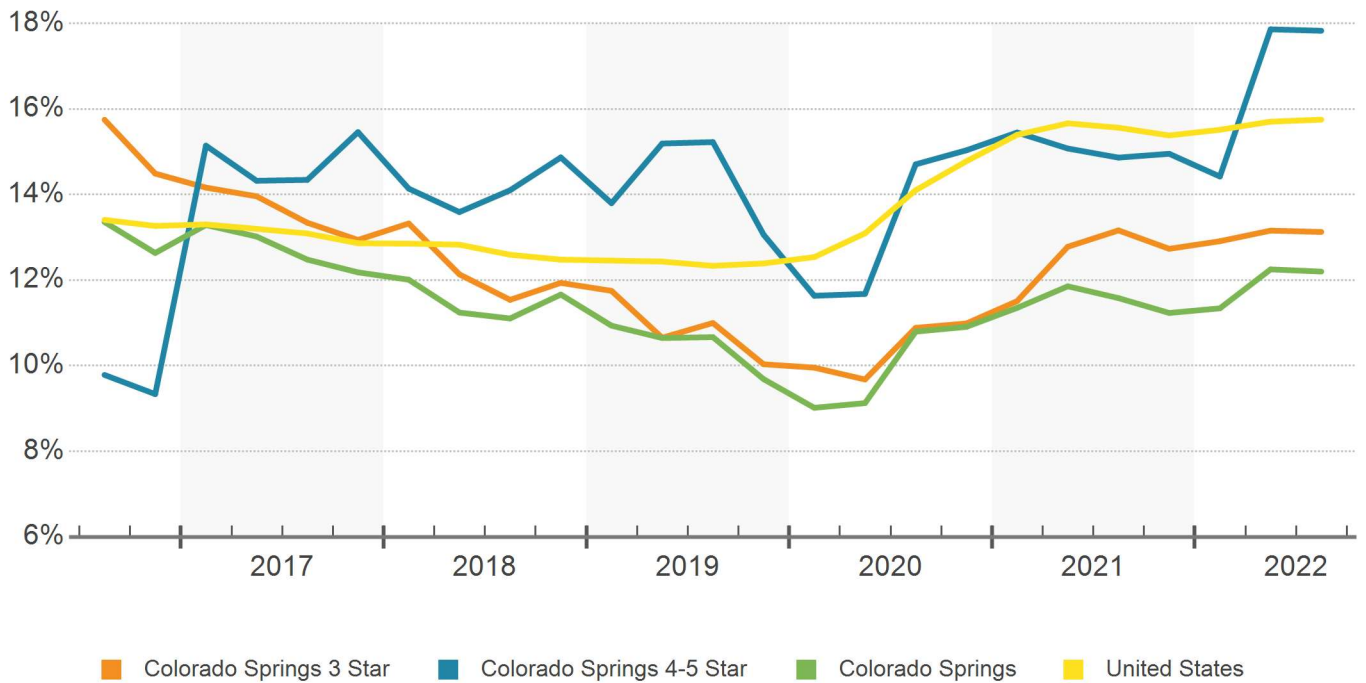




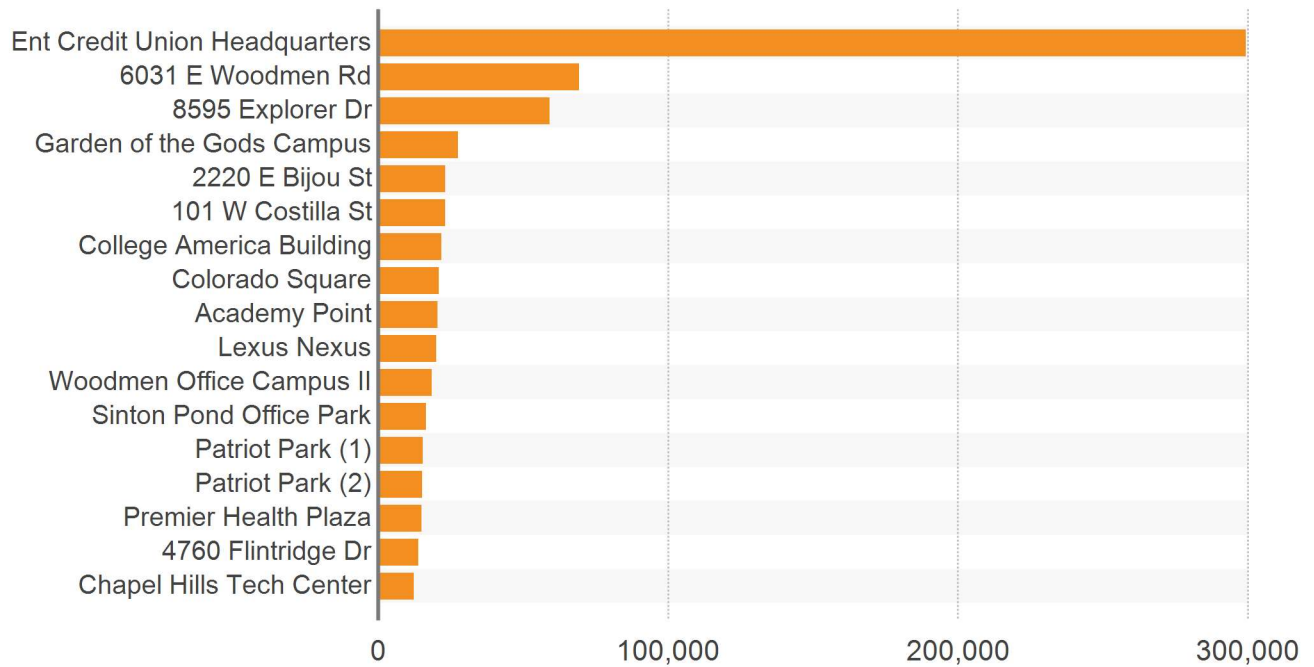
## VACANCY RATE



## AVAILABILITY RATE



### 12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Ent Credit Union Headquarters	Northeast	324,000	0	0	0	0	0	299,347
6031 E Woodmen Rd	Northeast	75,000	0	0	0	0	0	69,293
8595 Explorer Dr	Northeast	59,100	0	59,100	0	0	0	59,100
Garden of the Gods Campus	Northwest	752,493	441,187	(329)	23,782	0	0	27,573
2220 E Bijou St	Southeast	25,092	0	0	0	0	0	23,182
101 W Costilla St	CBD	26,610	0	0	0	0	0	23,066
College America Building	North	67,197	17,625	13,815	0	0	0	21,803
Colorado Square	CBD	257,253	8,623	0	17,854	0	0	20,957
Academy Point	Southeast	90,766	933	0	0	0	0	20,554
Lexus Nexus	Northeast	180,218	67,612	6,113	14,023	0	0	20,136
Woodmen Office Campus II	Northeast	78,778	0	18,474	0	0	0	18,474
Sinton Pond Office Park	North	38,792	6,873	11,500	(6,873)	5,700	0	16,616
Patriot Park (1)	Southeast	103,183	3,775	0	0	0	0	15,400
Patriot Park (2)	Southeast	89,907	4,659	0	0	15,154	0	15,154
Premier Health Plaza	North	103,599	6,600	0	(6,600)	0	0	15,050
4760 Flintridge Dr	North	15,824	1,658	0	13,884	0	0	13,884
Chapel Hills Tech Center	Northeast	45,796	21,674	0	0	0	0	12,274
<b>Subtotal Primary Competitors</b>		<b>2,333,608</b>	<b>581,219</b>	<b>108,673</b>	<b>56,070</b>	<b>20,854</b>	<b>0</b>	<b>691,863</b>
Remaining Colorado Springs Market		28,126,154	2,276,980	29,266	(80,993)	(78,479)	0	(203,215)
<b>Total Colorado Springs Market</b>		<b>30,459,762</b>	<b>2,858,199</b>	<b>137,939</b>	<b>(24,923)</b>	<b>(57,625)</b>	<b>0</b>	<b>488,648</b>

## TOP OFFICE LEASES PAST 12 MONTHS

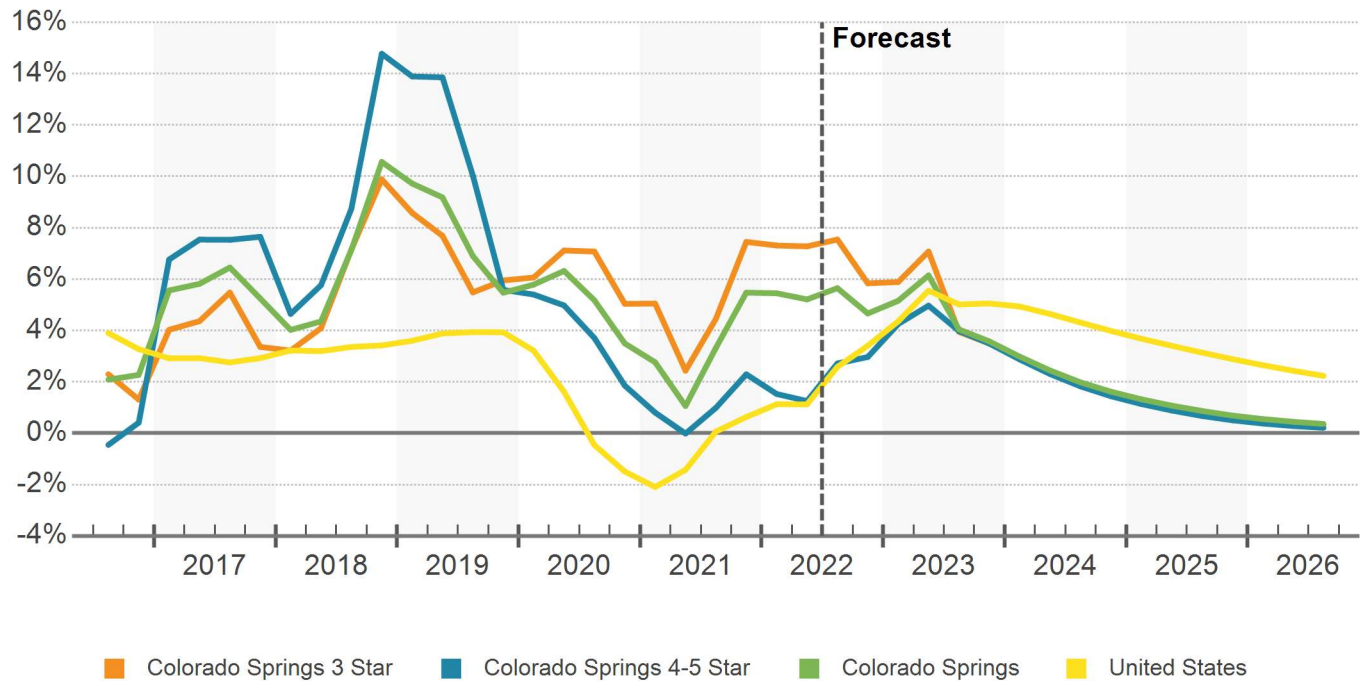
Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
Garden of the Gods Campus	Northwest	28,285	Q4 21	U.S. Department of Defense	-	Millennium Commercial...
Garden Gateway *	Northwest	25,530	Q3 21	Meggitt Polymers & Comp...	CBRE	Cushman & Wakefield
Garden of the Gods Campus	Northwest	23,782	Q1 22	U.S. Department of Defense	-	Millennium Commercial...
Plaza Of The Rockies	CBD	22,518	Q1 22	-	-	Newmark Knight Frank
Premier Health Plaza	North	21,650	Q3 21	-	-	Cascade Commercial...
Academy Point	Southeast	21,417	Q3 21	Mitre Corp	-	Newmark Knight Frank
Patriot Park	Southeast	15,154	Q2 22	-	-	Cushman & Wakefield
Aerotech Commerce Park	Southeast	15,113	Q1 22	LEIDOS, Inc	JLL	Cushman & Wakefield
Garden of the Gods Campus	Northwest	14,545	Q1 22	All Native Shared Service...	Olive Real Estate Gr...	Millennium Commercial...
Lexus Nexus	Northeast	14,023	Q1 22	Infinity Systems	-	Millennium Commercial...
Colorado Square	CBD	13,908	Q1 22	Kimley-Horn	Savills	Newmark Knight Frank
1490 Garden of the Gods Rd	Northwest	13,278	Q3 21	Wesco Distribution	Cresa	Cushman & Wakefield;...
Chapel Hills Tech Center	Northeast	12,495	Q4 21	Peaks Recovery Centers	KW Realty Success	Cushman & Wakefield;...
Plum Tree Center *	Northeast	11,553	Q1 22	BSSH Synergy Realty Gr...	-	Cushman & Wakefield
Sinton Pond Office Park	North	11,500	Q3 21	Southern Colorado TMS...	-	Cascade Commercial...
The Las Piedras Office Campus	Northeast	10,608	Q3 22	-	-	Thrive Commercial Part...
2120 E La Salle St	Southeast	10,168	Q1 22	Colorado Behavior and Le...	Hoff & Leigh Colora...	Hoff & Leigh Colorado...
5110 Edison Ave	Southeast	10,000	Q3 21	Serv1Tech	-	Westward Properties
Briargate Business Campus *	Northeast	7,505	Q2 22	Northpointe Bank	-	Cushman & Wakefield
Northgate Office Campus	Northeast	7,500	Q2 22	-	-	Thrive Commercial Part...
Colorado Square *	CBD	7,439	Q3 21	Exigo	-	Cushman & Wakefield
2225-2255 Executive Cir	Southeast	7,391	Q1 22	Mindcolor Autism LLC	-	Cushman & Wakefield;...
Airport Place Park	Southeast	7,200	Q4 21	LR Gear Inc.	Westward Properties	Olive Real Estate Group
1490 Garden of the Gods Rd *	Northwest	6,922	Q4 21	-	-	Cushman & Wakefield;...
Research Professional Building I	Northeast	6,800	Q4 21	Elevated Family Care, LLC	Newmark Knight Frank	Cushman & Wakefield
College America Building	North	6,717	Q3 21	-	-	Boxer Property
Chapel Hills Business Center, Phase III	Northeast	6,564	Q2 22	-	-	Hoff & Leigh Colorado...
Palmer Center	CBD	6,491	Q4 21	Robinson Legal Group	Tributary Real Estate	Cushman & Wakefield
3515 N Chestnut St	Northwest	6,400	Q4 21	-	-	Hoff & Leigh Colorado...
5080 Mark Dabbling Blvd	North	6,180	Q4 21	-	-	Hier & Company Inc.
University Village	North	6,028	Q3 21	Humana	-	-
Briargate Business Campus	Northeast	5,929	Q4 21	-	-	Quantum Commercial...
Trolley Lofts	Greater CBD	5,800	Q3 21	The Business Law Group	-	Westward Properties
Plaza Of The Rockies	CBD	5,755	Q4 21	CLA	-	Newmark Knight Frank
Medical Centre at Penrose	Greater CBD	5,720	Q4 21	Colorado Springs Neurolo...	Palmer McAllister	Cushman & Wakefield
Sinton Pond Office Park	North	5,700	Q2 22	Willow Creek Wellness C...	-	Cascade Commercial...
Colorado Square *	CBD	5,599	Q1 22	-	-	Cushman & Wakefield
Sundance Plaza	North	5,510	Q3 21	-	-	NAI Highland Commerc...
Emerald Plaza	Northeast	5,470	Q1 22	StratusIQ	Hoff & Leigh Colora...	Westward Properties
The Las Piedras Office Campus	Northeast	5,340	Q4 21	-	-	Thrive Commercial Part...

Renewal

At about \$23.00/SF, Colorado Springs offers a substantial discount on rents relative to the national benchmark. As vacancies fell to new lows in 2018, rents gained even more traction. Office rents grew at a scorching rate on the order of nearly 10% in 2018,

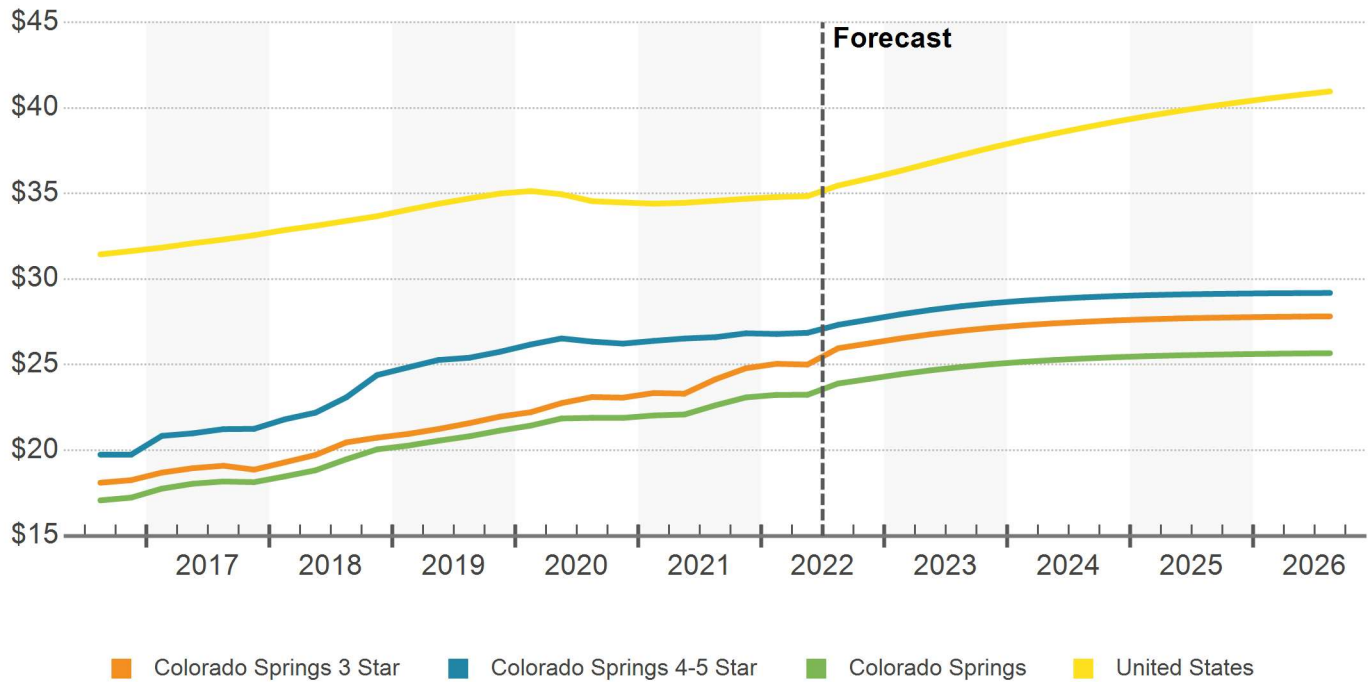
second only to San Jose nationally out of the 100 largest office markets. But like broader Colorado, rent gains noticeably cooled off beginning in 2019. Annual rent growth is now 5.9%.

MARKET RENT GROWTH (YOY)





### MARKET RENT PER SQUARE FEET



### 4 & 5 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
<b>Colorado Springs</b>	\$0.63	\$1.14	\$0.18	\$2.44	\$4.59	<b>\$8.98</b>
CBD	\$0.70	\$1.43	\$0.20	\$2.49	\$5.54	<b>\$10.36</b>
North	\$0.83	\$1.46	\$0.24	\$1.64	\$5.01	<b>\$9.18</b>
Northeast	\$0.60	\$1.06	\$0.17	\$2.64	\$4.40	<b>\$8.87</b>
Northwest	\$0.67	\$1.19	\$0.19	\$2.19	\$4.24	<b>\$8.48</b>
Southeast	\$0.64	\$1.13	\$0.18	\$1.75	\$4.90	<b>\$8.60</b>
Southwest	\$0.58	\$1.03	\$0.17	\$5.22	\$4.11	<b>\$11.11</b>

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

### 3 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
<b>Colorado Springs</b>	\$0.46	\$0.88	\$0.13	\$2.61	\$3.52	<b>\$7.60</b>
CBD	\$0.52	\$1.16	\$0.15	\$2.12	\$4.40	<b>\$8.35</b>
Greater CBD	\$0.43	\$0.81	\$0.12	\$2.03	\$3.05	<b>\$6.44</b>
North	\$0.45	\$0.86	\$0.13	\$2.32	\$3.56	<b>\$7.32</b>
Northeast	\$0.46	\$0.88	\$0.13	\$2.97	\$3.66	<b>\$8.10</b>
Northwest	\$0.49	\$0.94	\$0.14	\$2.31	\$3.38	<b>\$7.26</b>
Southeast	\$0.44	\$0.85	\$0.13	\$2.81	\$3.63	<b>\$7.86</b>
Southwest	\$0.41	\$0.79	\$0.12	\$2.64	\$3.01	<b>\$6.97</b>
Teller County	\$0.43	\$0.81	\$0.12	\$2.66	\$3.11	<b>\$7.13</b>

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

## 1 &amp; 2 STAR EXPENSES PER SF (ANNUAL)

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
<b>Colorado Springs</b>	\$0.43	\$0.69	\$0.12	\$2.15	\$2.73	<b>\$6.12</b>
CBD	\$0.46	\$0.85	\$0.13	\$2.43	\$3.34	<b>\$7.21</b>
Greater CBD	\$0.43	\$0.68	\$0.12	\$2.20	\$2.70	<b>\$6.13</b>
North	\$0.43	\$0.69	\$0.12	\$2.08	\$2.47	<b>\$5.79</b>
Northeast	\$0.43	\$0.68	\$0.12	\$2.22	\$2.51	<b>\$5.96</b>
Northwest	\$0.42	\$0.68	\$0.12	\$1.94	\$2.67	<b>\$5.83</b>
Southeast	\$0.42	\$0.68	\$0.12	\$1.98	\$2.97	<b>\$6.17</b>
Southwest	\$0.41	\$0.66	\$0.12	\$2.24	\$2.61	<b>\$6.04</b>
Teller County	\$0.42	\$0.67	\$0.12	\$2.65	\$2.65	<b>\$6.51</b>

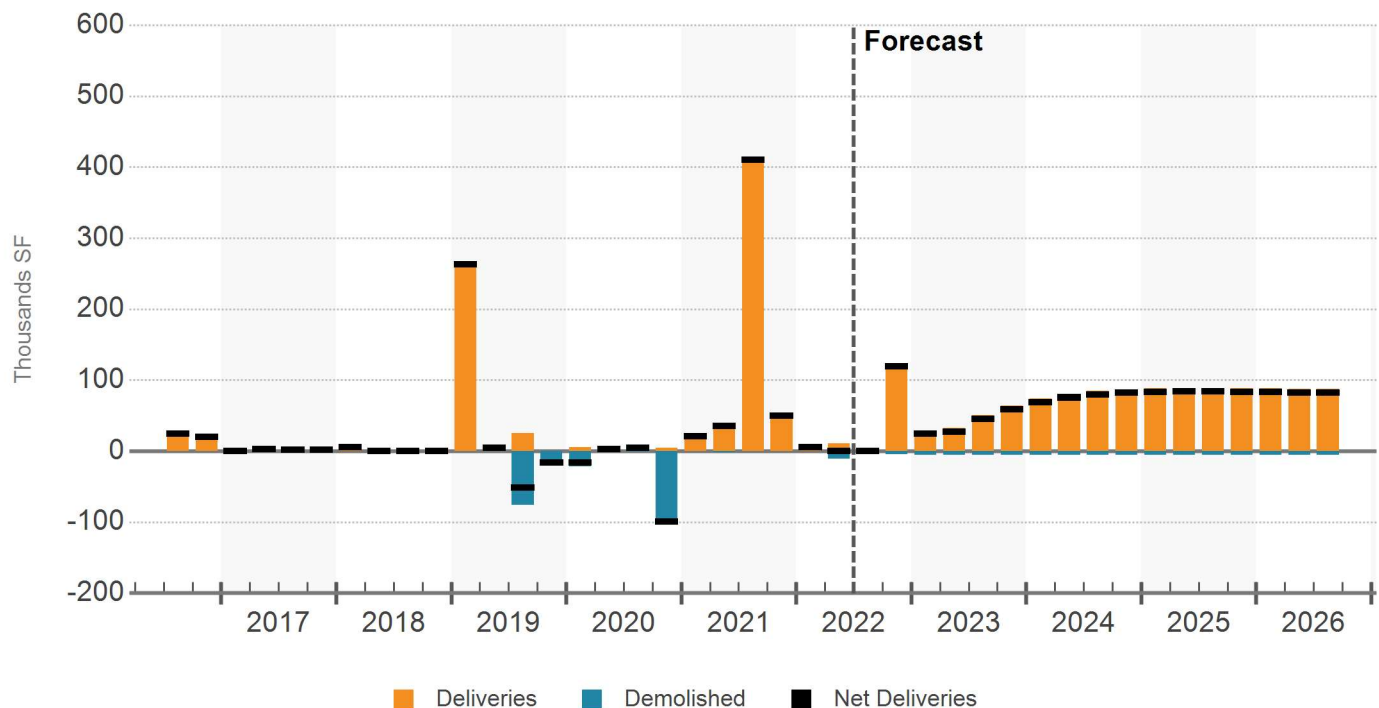
Expenses are estimated using NCREIF, Trepp, IREM, and CoStar data using the narrowest possible geographical definition from Zip Code to region.

New construction activity was minimal in the Colorado Springs market over the last decade but has picked up in the last year. 140,000 SF is in the pipeline, on top of the 430,000 SF that delivered in the last 12 months.

Peak Technology Campus broke ground in 21Q2. The office project consists of four single story buildings

totaling 210,000 SF and delivered in late 2021. ENT Credit Union's new headquarters delivered in August. The 324,000-SF build-to-suit in northern Colorado Springs is the largest building added to the Colorado Springs office market since 2003 when insurance provider Progressive delivered its 324,000-SF office building at 12710 Voyager Pky.

### DELIVERIES & DEMOLITIONS



### SUBMARKET CONSTRUCTION

No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Northeast	3	143	59	41.2%	1	29,126	47,833	1
2	CBD	0	-	-	-	-	31,995	-	-
3	Greater CBD	0	-	-	-	-	7,656	-	-
4	North	0	-	-	-	-	13,832	-	-
5	Northwest	0	-	-	-	-	20,265	-	-
6	Southeast	0	-	-	-	-	15,965	-	-
7	Southwest	0	-	-	-	-	8,789	-	-
8	Teller County	0	-	-	-	-	5,709	-	-
Totals		3	143	59	41.2%		17,258	47,833	

# Under Construction Properties

Colorado Springs Office

Properties

Square Feet

Percent of Inventory

Released

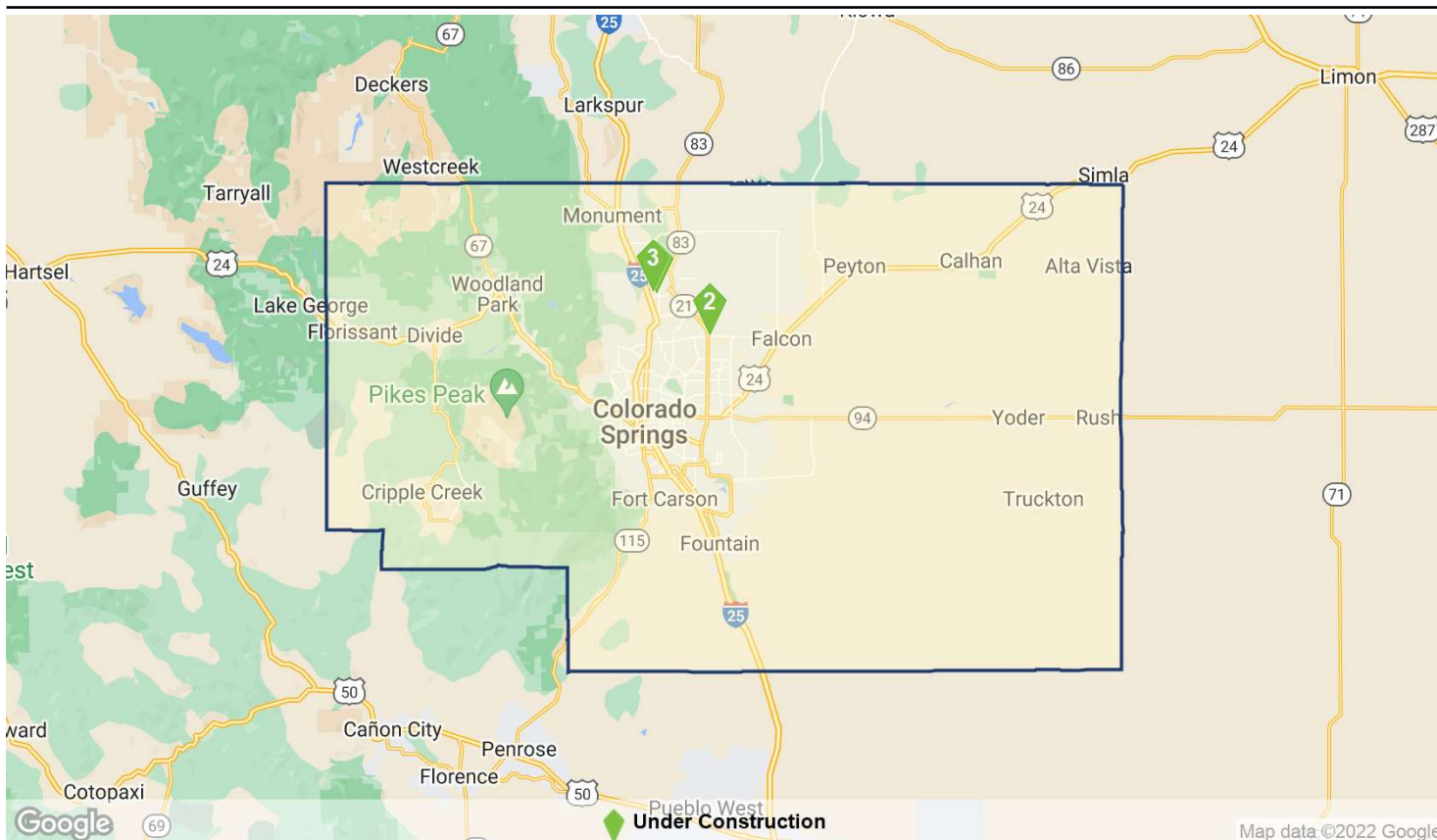
3

143,498

0.5%

41.2%

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

	Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1	<a href="#">Interquest Office Medical...</a> 1370 Interquest Pky	★★★★★	65,000	4	Aug 2021	Sep 2022	- Nor'wood
2	<a href="#">Woodmen Medical Plaza</a> 7435 Sisters Grove	★★★★★	58,498	4	Sep 2021	Sep 2022	- -
3	<a href="#">9524 Federal Dr</a>	★★★★★	20,000	2	May 2022	Dec 2022	- -

Trailing 12-month investment volume totals \$527 million, more than double the market's annual 10-year average of \$242 million. However, like many Colorado markets, pricing and cap rates have remained fairly flat.

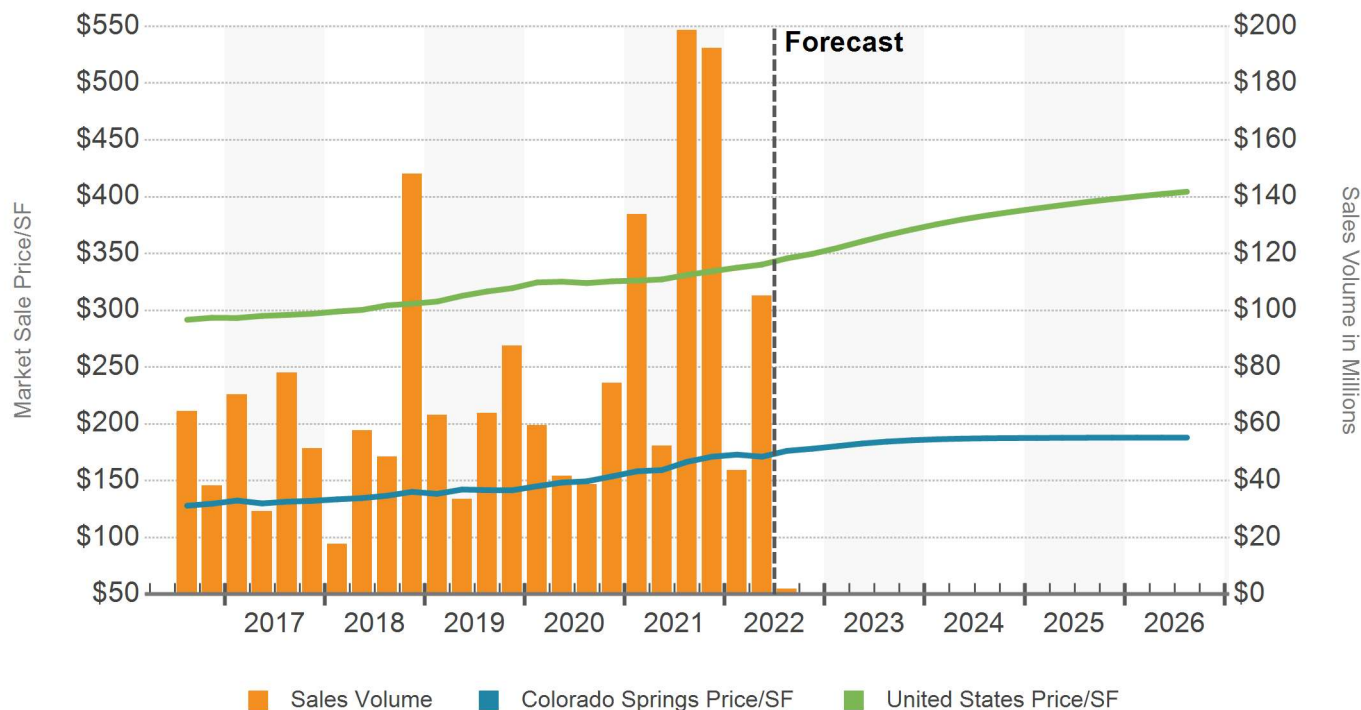
Investors have targeted fully-leased buildings to tenants in the booming aerospace and defense industries in the past year, including Midtown Realty Group's acquisition of 12515 Academy Ridge View from STORE Capital for \$43.5 million (\$354/SF) in January 2021. The building totals 123,000 SF of RBA and was fully occupied by Kratos Defense & Security Solutions, Inc. at the time of sale.

In a portfolio deal, Alturas purchased the Northcreek Office Complex, comprised of three buildings in the Northwest submarket for \$46.6 million (\$143/SF) from Younan Properties. Occupancy at the time of sale in

February 2021 was 87% and notable tenants include CSAA Insurance, First Source Group, and Pima Medical Institute. The buyer's motivation for this acquisition was the ability to grow their Colorado Springs portfolio with an asset in an excellent market with a diverse portfolio of high-quality tenants.

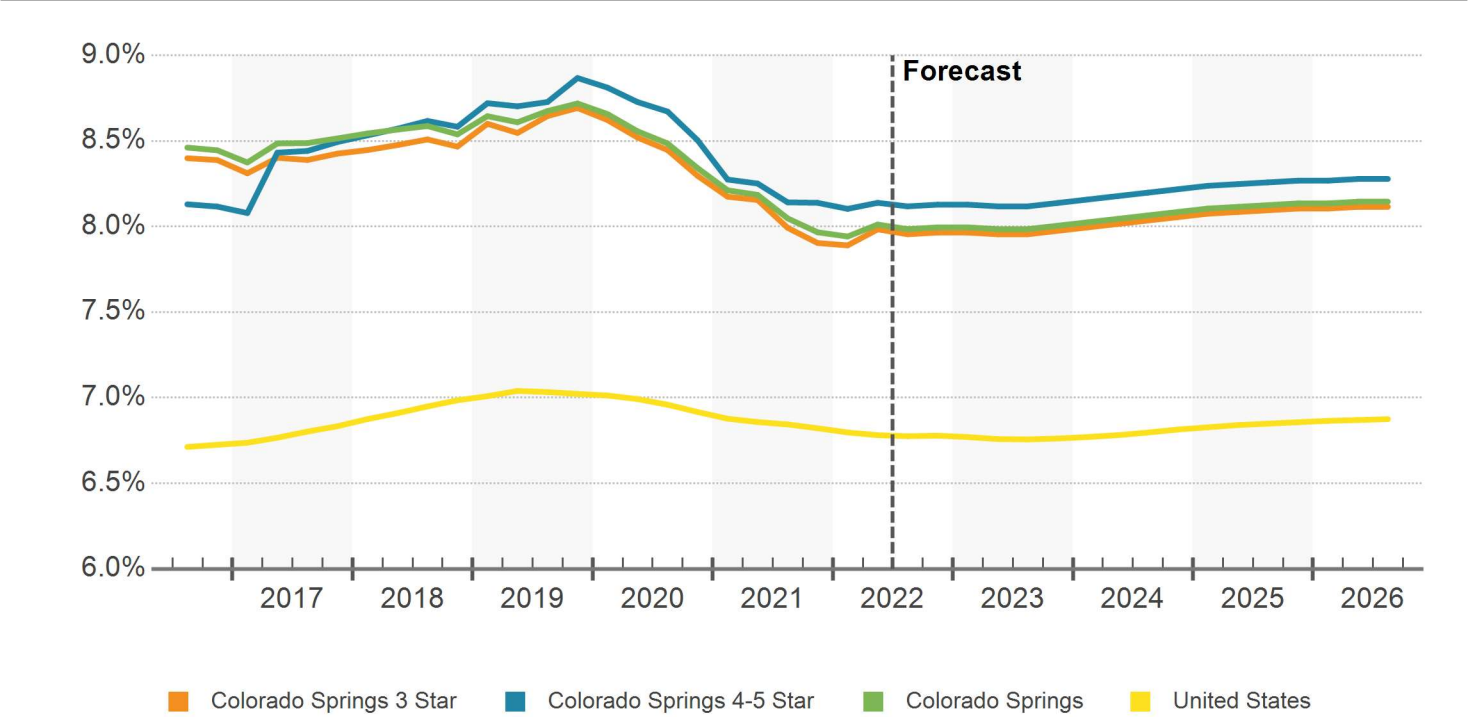
Medical office buildings have also been in high demand. Healthcare Realty Trust Incorporated purchased a leasehold interest in the 70,000-SF Medical Centre at Penrose for \$33.4 million (\$484/SF) from a private investor. Occupancy at the time of sale in July was 100%, and major tenants include Colorado Springs Neurological Associates, Penrose Hospital, and Rocky Mountain Cancer Center. The property was not on the market at the time of sale, and the buyer approached the seller directly.

#### SALES VOLUME & MARKET SALE PRICE PER SF





MARKET CAP RATE



# Sales Past 12 Months

Colorado Springs Office

Sale Comparables

176

Avg. Cap Rate

6.4%

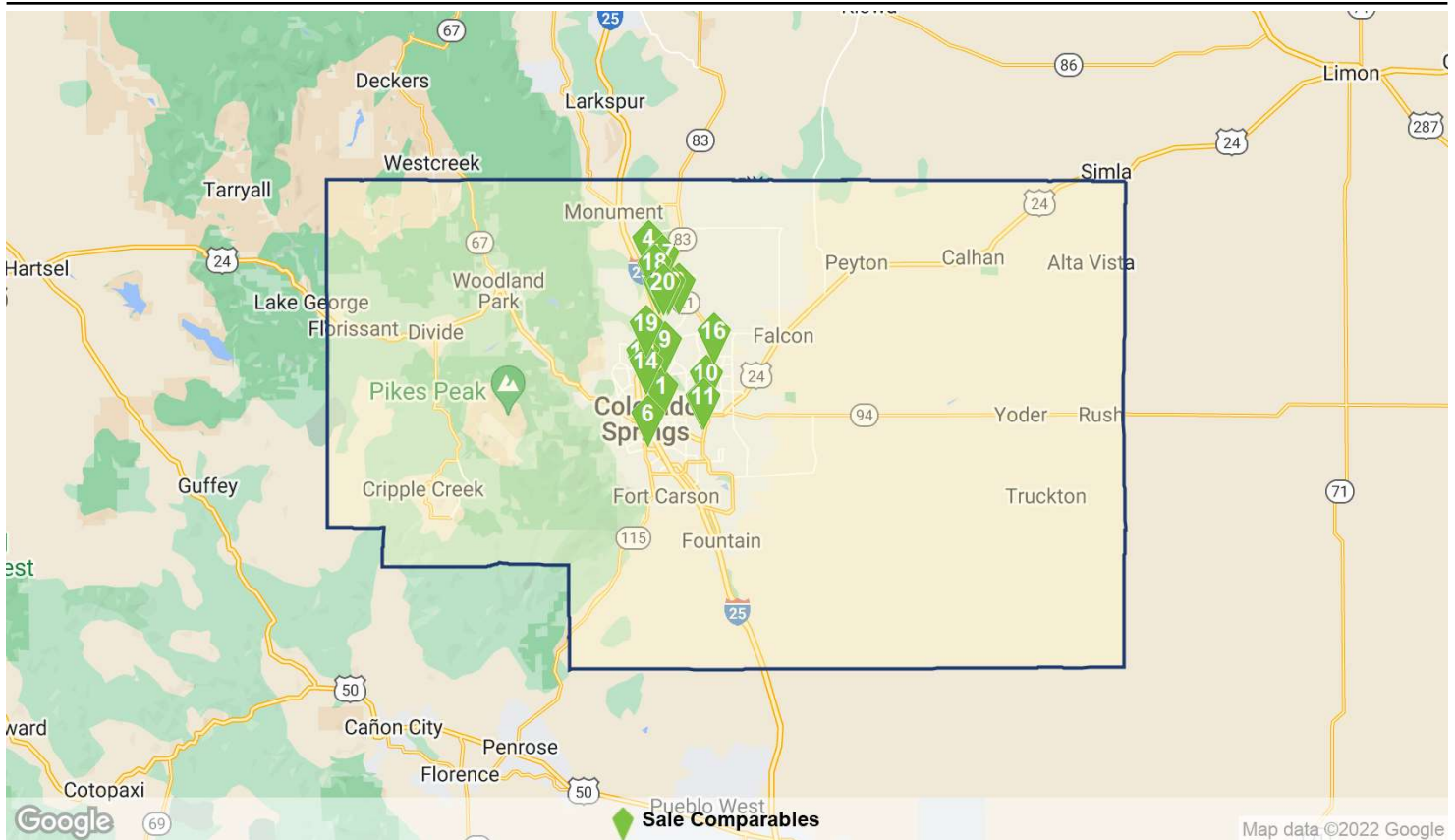
Avg. Price/SF

\$177

Avg. Vacancy At Sale

11.9%

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$126,000	\$3,987,707	\$1,297,128	\$40,494,000
Price/SF	\$3.52	\$177	\$175	\$2,020
Cap Rate	5.1%	6.4%	6.2%	7.5%
Time Since Sale in Months	0.2	6.5	6.8	12.0
Property Attributes	Low	Average	Median	High
Building SF	800	21,044	8,358	225,576
Stories	1	2	2	8
Typical Floor SF	592	11,857	5,197	122,000
Vacancy Rate At Sale	0%	11.9%	0%	100%
Year Built	1892	1977	1983	2021
Star Rating	★★★★★	★★★★★ 2.4	★★★★★	★★★★★

# Sales Past 12 Months

Colorado Springs Office

## RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
<b>1</b> <b>Printers Park Medical Pl...</b> 175 S Union Blvd	★★★★★	1999	225,576	32.3%	9/23/2021	\$40,494,000	\$180	-
<b>2</b> <b>Medical Centre at Penrose</b> 2312 N Nevada Ave	★★★★★	2012	70,000	10.2%	7/28/2021	\$33,400,000	\$477	5.1%
<b>3</b> <b>Briargate Office Center</b> 1755 Telstar Dr	★★★★★	1987	155,815	20.9%	11/1/2021	\$23,250,000	\$149	-
<b>4</b> <b>Data Center Bldg.</b> 650 Sybilla Ln	★★★★★	2005	122,000	0%	8/18/2021	\$21,405,255	\$175	-
<b>5</b> <b>2405 Research Pky</b>	★★★★★	2009	28,266	0%	9/17/2021	\$20,200,000	\$715	-
<b>6</b> <b>2610 Tenderfoot Hill St</b>	★★★★★	2000	30,200	0%	10/1/2021	\$18,400,000	\$609	-
<b>7</b> <b>Newport Business Park</b> 1050 N Newport Rd	★★★★★	2006	91,483	0%	10/28/2021	\$16,529,733	\$181	-
<b>8</b> <b>Briargate Medical Campus</b> 8890 N Union Blvd	★★★★★	2002	59,887	6.6%	9/23/2021	\$16,116,000	\$269	-
<b>9</b> <b>Premier Health Plaza</b> 3920 N Union Blvd	★★★★★	2000	103,599	20.9%	7/29/2021	\$16,020,000	\$155	-
<b>10</b> <b>Patriot Park I</b> 985 Space Center Dr	★★★★★	1989	103,183	3.7%	11/20/2021	\$14,066,700	\$136	-
<b>11</b> <b>Patriot at Newport</b> 1055 N Newport Rd	★★★★★	2006	59,763	47.8%	11/20/2021	\$12,683,300	\$212	-
<b>12</b> <b>2920 N Cascade Ave</b>	★★★★★	1985	20,624	0%	4/7/2022	\$12,498,862	\$606	-
<b>13</b> <b>Promontory - Building A</b> 2446 Research Pky	★★★★★	2007	23,106	0%	3/8/2022	\$11,800,000	\$511	-
<b>14</b> <b>Pavilion Medical Center</b> 320 E Fontanero St	★★★★★	1983	44,166	12.6%	12/20/2021	\$10,500,000	\$238	-
<b>15</b> <b>Interquest I</b> 9945 Federal Dr	★★★★★	2008	74,005	0%	4/20/2022	\$10,163,943	\$137	-
<b>16</b> <b>6340 Barnes Rd</b>	★★★★★	2004	20,635	0%	9/17/2021	\$10,100,000	\$489	-
<b>17</b> <b>International Bible Society</b> 1820 Jet Stream Dr	★★★★★	1988	44,934	0%	12/13/2021	\$9,000,000	\$200	-
<b>18</b> <b>Corporate Center III</b> 9950 Federal Dr	★★★★★	2001	66,221	0%	4/20/2022	\$8,725,639	\$132	-
<b>19</b> <b>5520 N Nevada Ave</b>	★★★★★	2005	18,911	0%	12/18/2021	\$8,550,000	\$452	-
<b>20</b> <b>8595 Explorer Dr</b>	★★★★★	1989	59,100	100%	9/15/2021	\$8,400,000	\$142	-

With its proximity to the mountains and views of Pikes Peak, residents in Colorado Springs can enjoy outdoor recreational opportunities without sacrificing city amenities, shaping this area into a vibrant community. The region is home to many booming industries, including aerospace, military technology, and innovation in life sciences and medical devices. Colorado Springs consistently ranks as one of the best places to live thanks to its diverse career opportunities, affordable housing, and short commute times.

The economy in Colorado Springs is deeply rooted in military and defense. The metro is home to three Army and Air Force bases, as well as the U.S. Air Force Academy, which has 4,000 students. In addition, there is an extensive presence of defense contractors, including Northrop Grumman and Lockheed Martin.

Employment growth in Colorado Springs outperformed the national benchmark for nearly a decade heading into the pandemic. Professional and Business Services,

Education and Health Services, and Natural Resources, Mining and Construction were the fastest growing industries for jobs. Even though Colorado Springs is fairing better than most metros, the city was not immune to the effects of the pandemic. Unemployment rose sharply at the onset of the pandemic, peaking at 12.6% in April of 2020 but has fallen to 3.7% as of March 2022.

Unlike Boulder and Denver, affordability has not been a limiting factor for apartment demand in Colorado Springs for much of the last cycle. Average asking apartment rents are a sizable discount—more than 30%—from those in Denver and Boulder, and 20% below the national average.

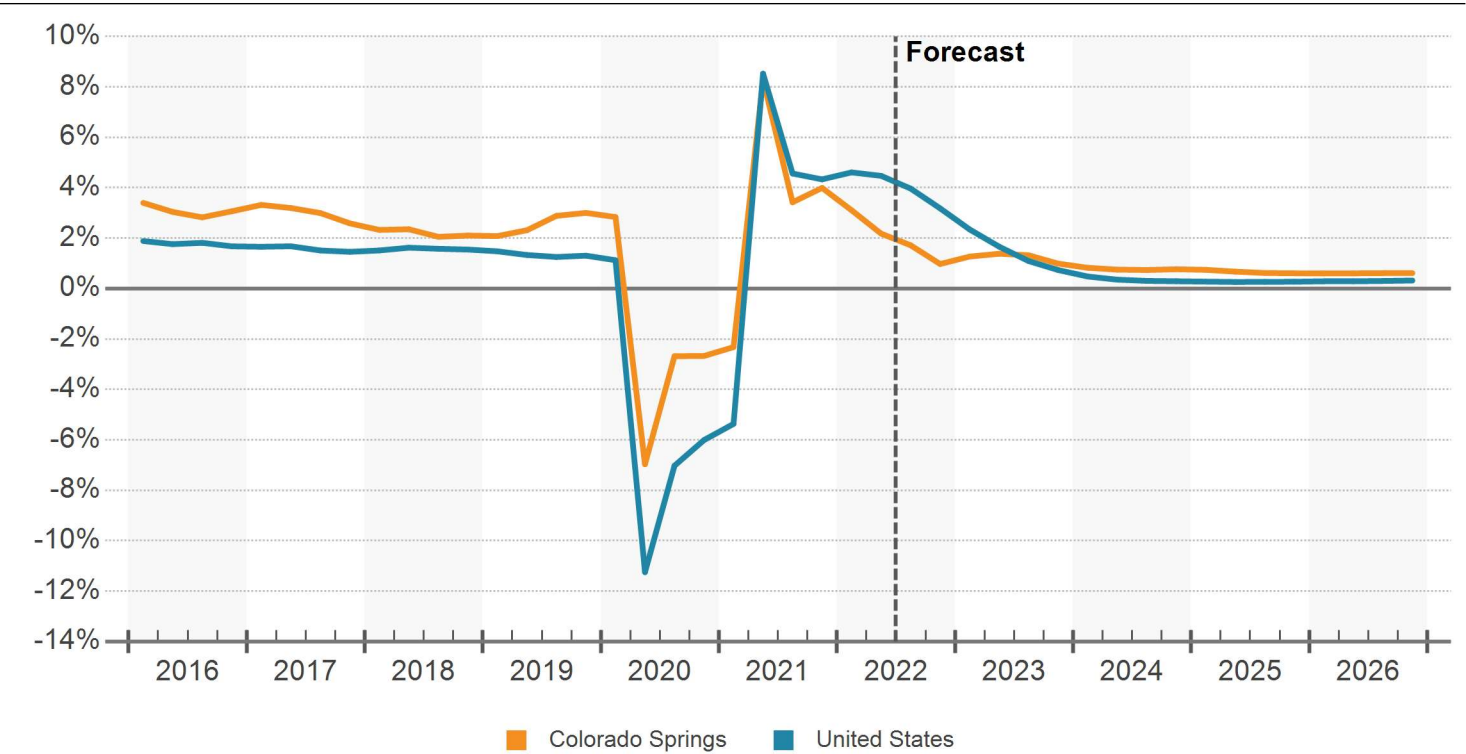
Buoyed by its proximity to Denver and supported by several universities and nearby military bases that provide an inelastic source of demand for goods and services, the Colorado Springs market is on stable footing.

## COLORADO SPRINGS EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	CURRENT JOBS		CURRENT GROWTH		10 YR HISTORICAL		5 YR FORECAST	
	Jobs	LQ	Market	US	Market	US	Market	US
Manufacturing	12	0.5	0.56%	3.60%	0.04%	0.64%	-0.69%	0.23%
Trade, Transportation and Utilities	48	0.8	5.04%	3.52%	2.20%	1.19%	0.26%	0.21%
Retail Trade	33	1.0	0.94%	2.67%	1.36%	0.61%	0.43%	0.16%
Financial Activities	19	1.1	-1.93%	2.08%	2.06%	1.39%	0.18%	0.29%
Government	54	1.2	1.28%	1.35%	1.35%	0.16%	1.05%	0.54%
Natural Resources, Mining and Construction	19	1.1	0.03%	4.24%	4.51%	2.50%	1.54%	0.43%
Education and Health Services	43	0.9	0.12%	2.59%	3.37%	1.57%	1.61%	0.76%
Professional and Business Services	51	1.1	2.70%	5.08%	2.50%	2.11%	0.12%	0.49%
Information	5	0.9	1.09%	4.99%	-2.55%	0.96%	0.57%	0.42%
Leisure and Hospitality	39	1.2	5.68%	15.00%	2.06%	1.53%	1.69%	1.57%
Other Services	19	1.6	1.50%	5.69%	2.17%	0.54%	0.42%	0.72%
<b>Total Employment</b>	<b>308</b>	<b>1.0</b>	<b>2.14%</b>	<b>4.43%</b>	<b>2.14%</b>	<b>1.25%</b>	<b>0.80%</b>	<b>0.57%</b>

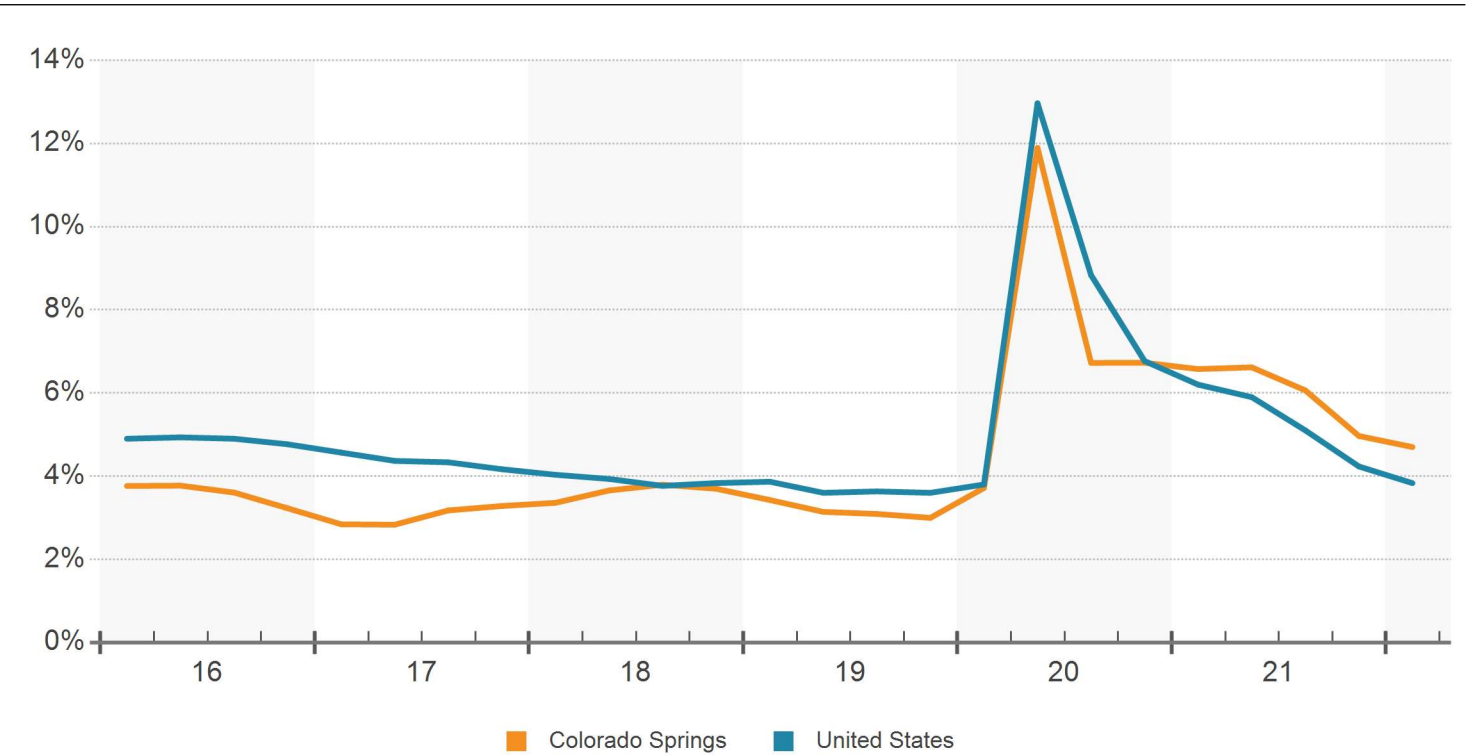
Source: Oxford Economics  
LQ = Location Quotient

JOB GROWTH (YOY)



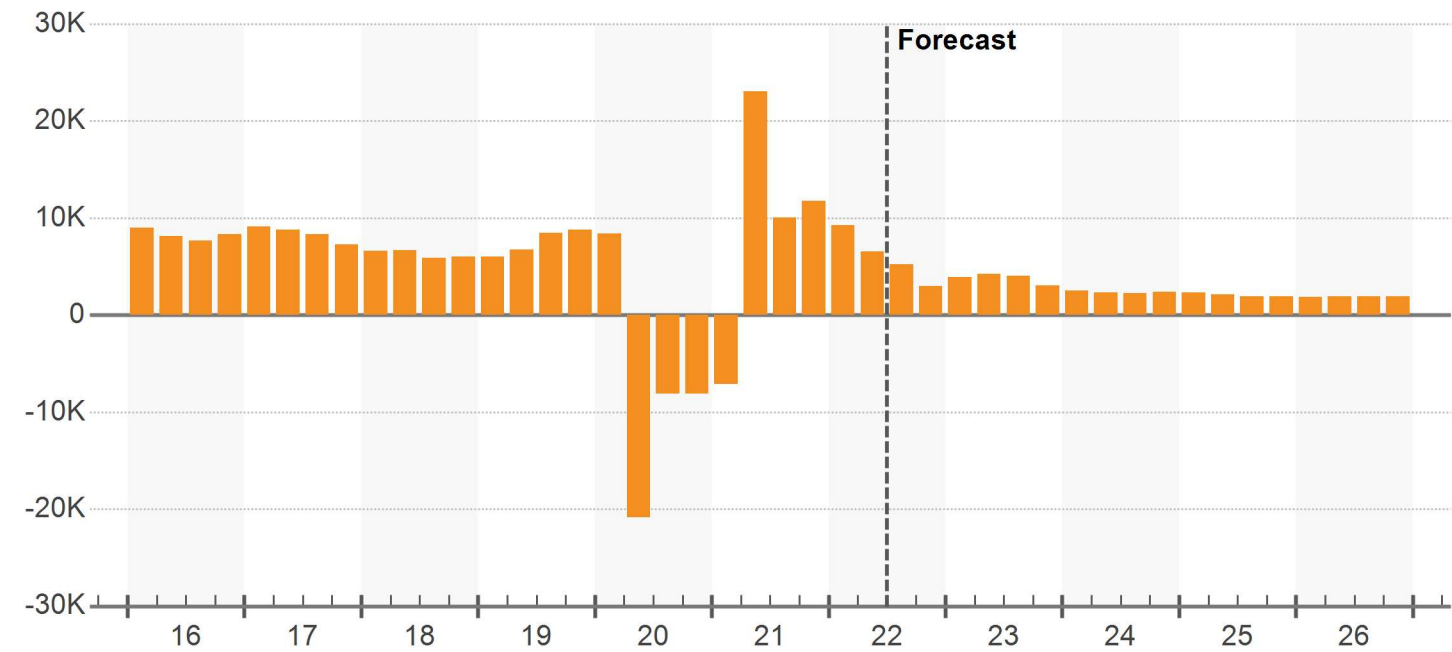
Source: Oxford Economics

UNEMPLOYMENT RATE (%)

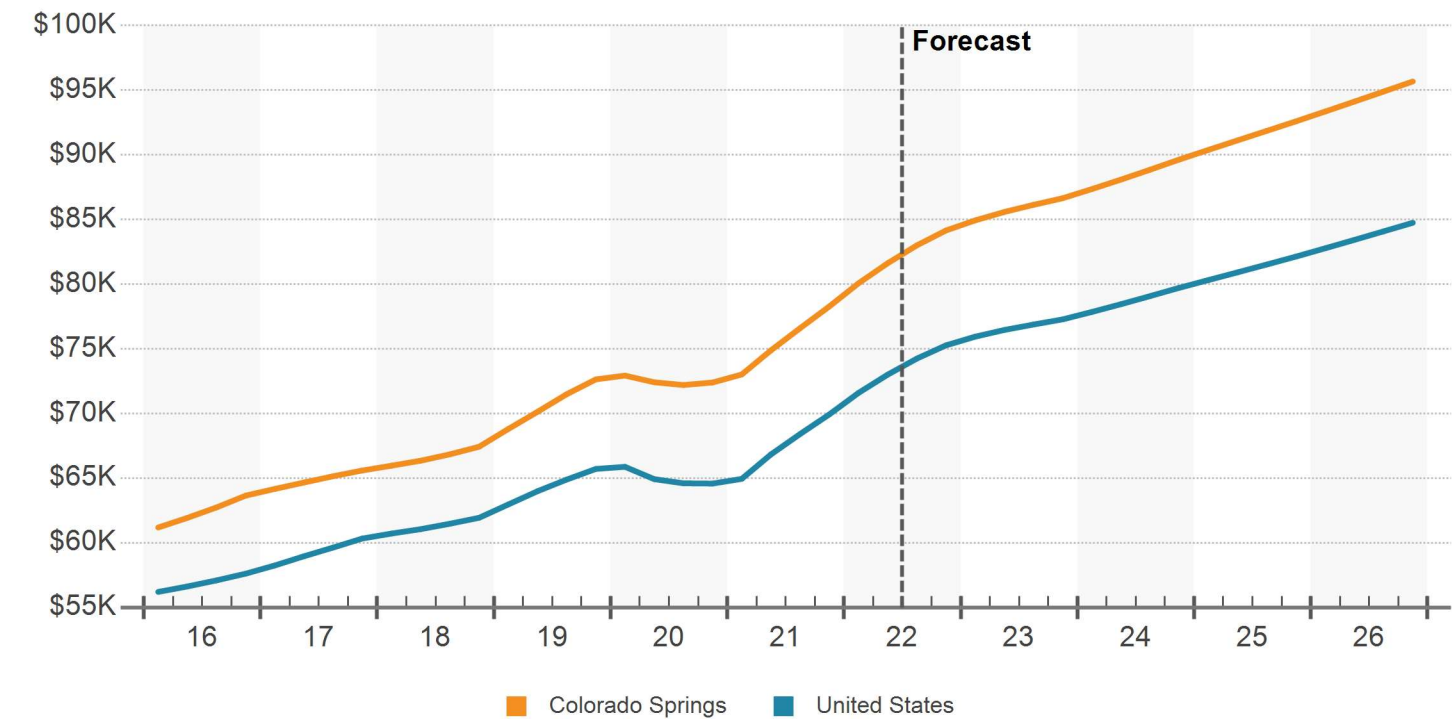




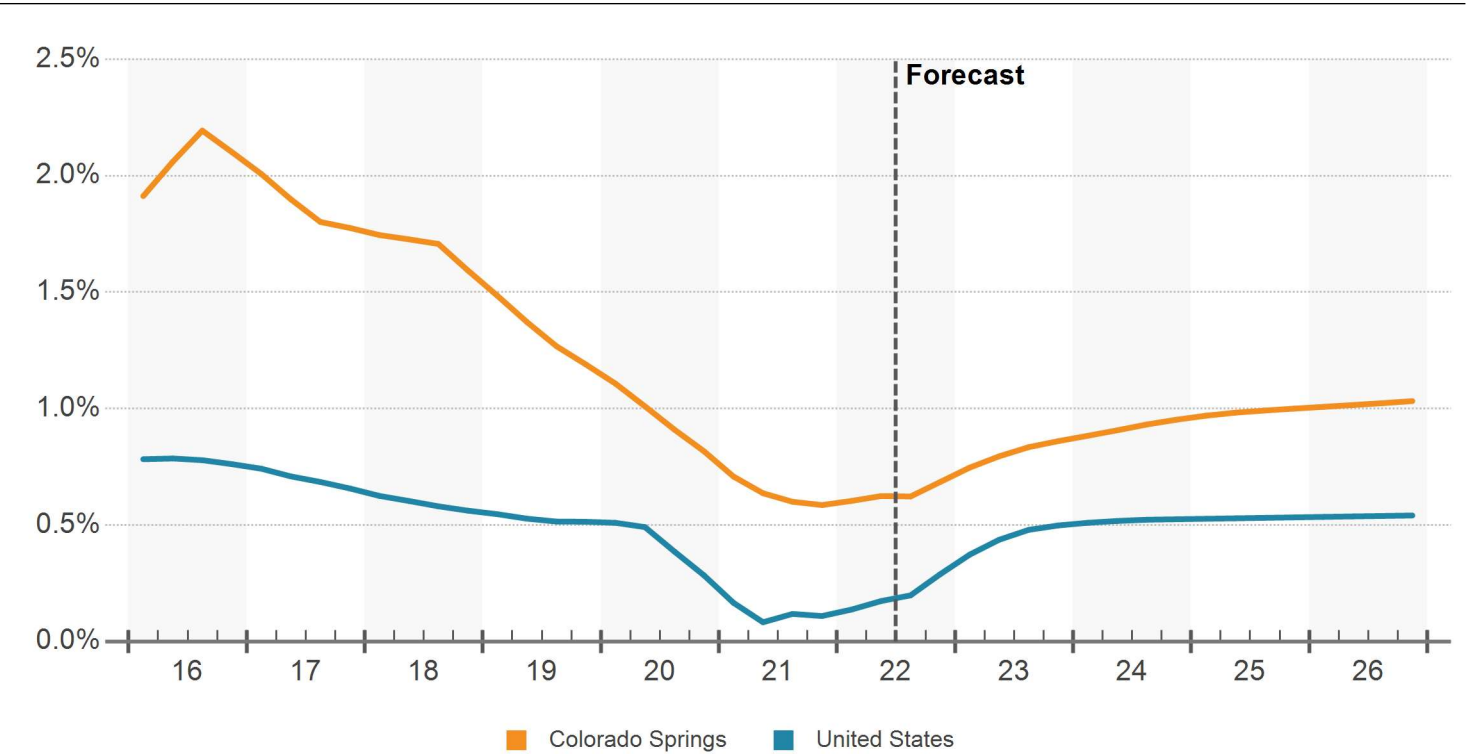
NET EMPLOYMENT CHANGE (YOY)



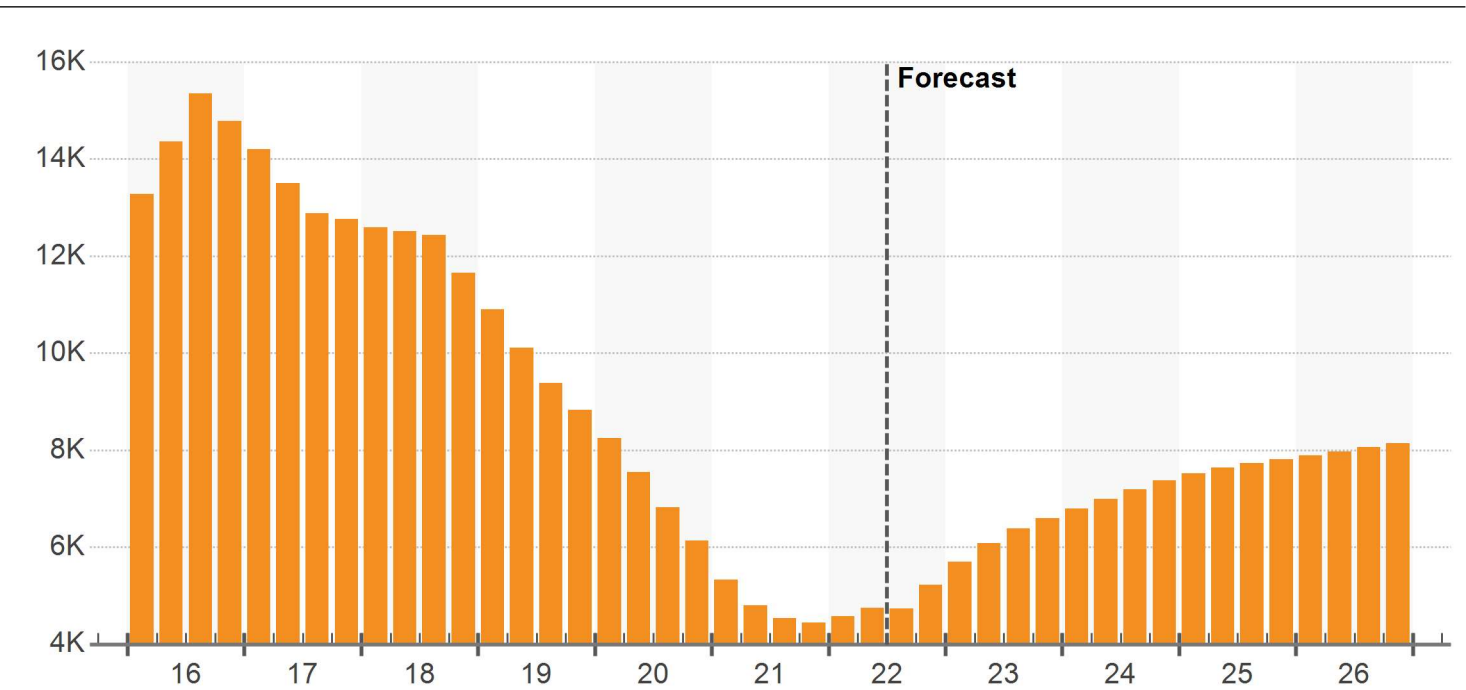
MEDIAN HOUSEHOLD INCOME



POPULATION GROWTH (YOY %)



NET POPULATION CHANGE (YOY)

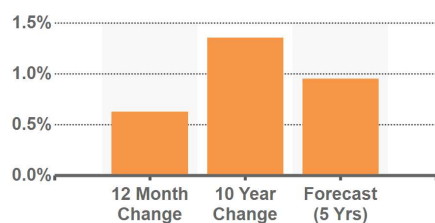


## DEMOGRAPHIC TRENDS

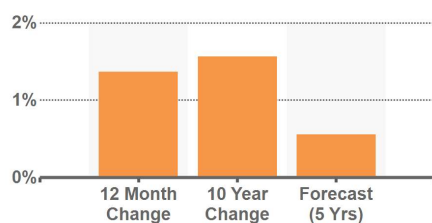
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	764,764	332,321,406	0.6%	0.2%	1.4%	0.6%	1.0%	0.5%
Households	281,741	124,068,367	0.6%	0.1%	1.3%	0.7%	0.9%	0.5%
Median Household Income	\$81,714	\$73,093	8.9%	9.2%	4.1%	3.7%	3.5%	3.3%
Labor Force	369,770	164,656,609	1.4%	2.3%	1.6%	0.6%	0.6%	0.5%
Unemployment	4.7%	3.8%	-1.9%	-2.0%	-0.5%	-0.4%	-	-

Source: Oxford Economics

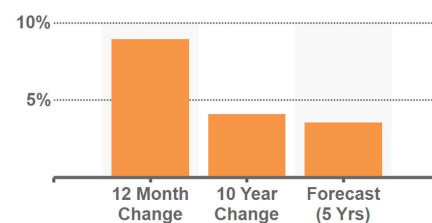
### POPULATION GROWTH



### LABOR FORCE GROWTH

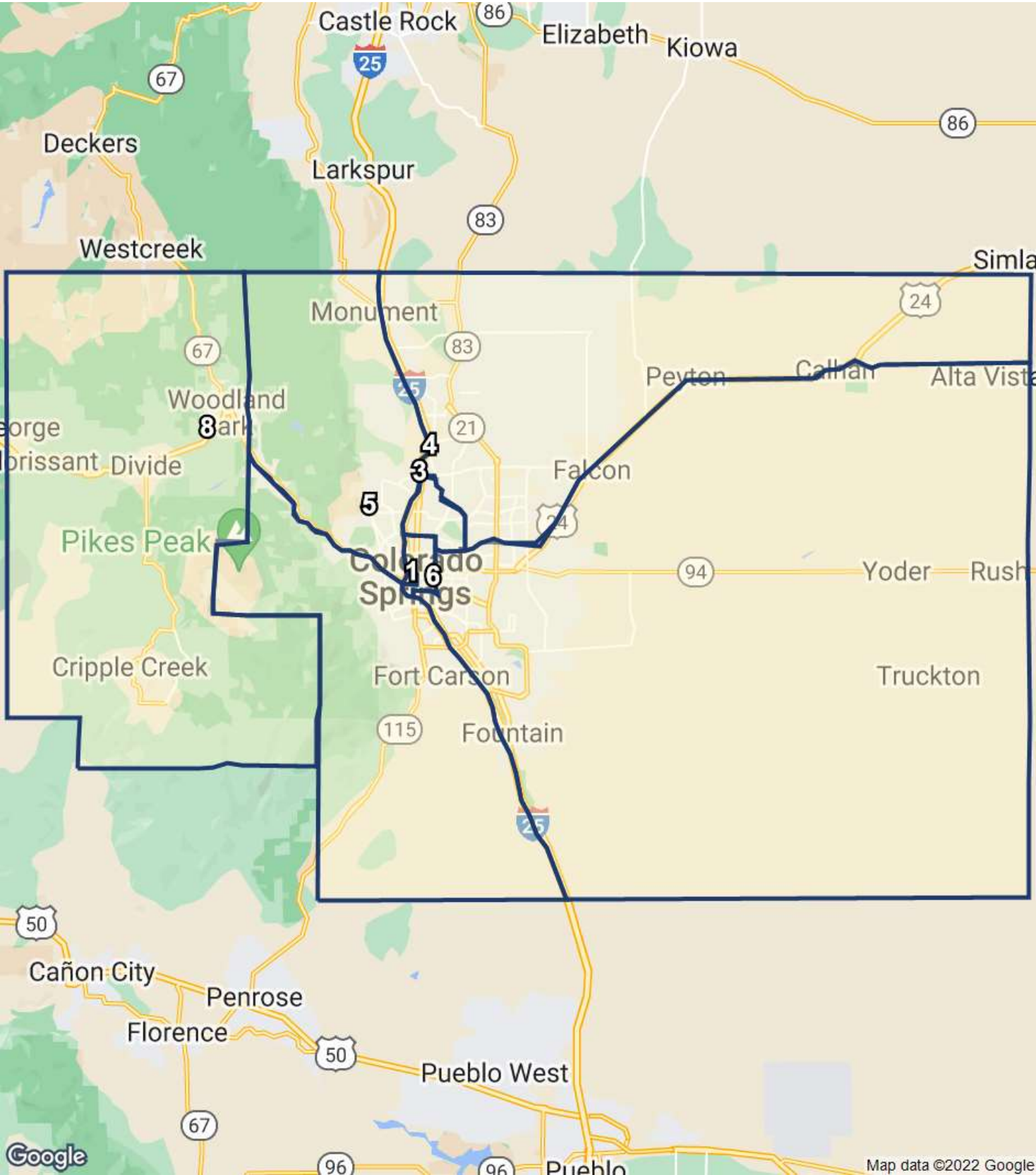


### INCOME GROWTH



Source: Oxford Economics

COLORADO SPRINGS SUBMARKETS



## SUBMARKET INVENTORY

No.	Submarket	Inventory				12 Month Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	CBD	115	3,679	12.1%	4	0	0	0%	-	0	-	-	-
2	Greater CBD	329	2,519	8.3%	6	0	0	0%	-	0	-	-	-
3	North	191	2,642	8.7%	5	0	0	0%	-	0	-	-	-
4	Northeast	338	9,845	32.3%	1	5	391	4.0%	1	3	143	1.5%	1
5	Northwest	234	4,742	15.6%	3	0	0	0%	-	0	-	-	-
6	Southeast	331	5,284	17.3%	2	1	50	0.9%	2	0	-	-	-
7	Southwest	147	1,292	4.2%	7	1	4	0.3%	3	0	-	-	-
8	Teller County	80	457	1.5%	8	0	0	0%	-	0	-	-	-

## SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualized Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	CBD	\$26.92	1	5.8%	6	45.4%	5
2	Greater CBD	\$22.54	4	7.7%	2	55.0%	1
3	North	\$20.06	8	6.6%	4	43.8%	7
4	Northeast	\$25.42	2	5.4%	7	46.7%	3
5	Northwest	\$23.38	3	5.2%	8	39.3%	8
6	Southeast	\$20.44	6	6.3%	5	44.9%	6
7	Southwest	\$20.12	7	7.9%	1	53.6%	2
8	Teller County	\$21.74	5	7.6%	3	45.6%	4

## SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	CBD	189,600	5.2%	5	29,660	0.8%	4	-
2	Greater CBD	35,389	1.4%	1	36,531	1.5%	3	-
3	North	133,680	5.1%	4	62,046	2.3%	2	-
4	Northeast	836,432	8.5%	6	423,468	4.3%	1	0
5	Northwest	977,144	20.6%	8	(24,436)	-0.5%	7	-
6	Southeast	624,621	11.8%	7	(37,533)	-0.7%	8	-
7	Southwest	50,308	3.9%	3	(5,295)	-0.4%	6	-
8	Teller County	11,025	2.4%	2	4,208	0.9%	5	-



## OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2026	31,702,319	328,639	1.0%	246,390	0.8%	1.3
2025	31,373,680	333,745	1.1%	262,460	0.8%	1.3
2024	31,039,935	305,761	1.0%	247,439	0.8%	1.2
2023	30,734,174	155,505	0.5%	289,744	0.9%	0.5
2022	30,578,669	123,928	0.4%	194,330	0.6%	0.6
YTD	30,459,762	5,021	0%	55,391	0.2%	0.1
2021	30,454,741	515,839	1.7%	21,249	0.1%	24.3
2020	29,938,902	(108,005)	-0.4%	(58,386)	-0.2%	-
2019	30,046,907	200,291	0.7%	456,555	1.5%	0.4
2018	29,846,616	5,799	0%	276,986	0.9%	0
2017	29,840,817	5,992	0%	12,345	0%	0.5
2016	29,834,825	8,062	0%	168,762	0.6%	0
2015	29,826,763	5,567	0%	311,601	1.0%	0
2014	29,821,196	66,865	0.2%	(27,769)	-0.1%	-
2013	29,754,331	66,304	0.2%	461,237	1.6%	0.1
2012	29,688,027	75,280	0.3%	240,367	0.8%	0.3
2011	29,612,747	10,990	0%	404,945	1.4%	0
2010	29,601,757	25,673	0.1%	520,769	1.8%	0

## 4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2026	8,143,687	349,847	4.5%	305,428	3.8%	1.1
2025	7,793,840	354,766	4.8%	304,829	3.9%	1.2
2024	7,439,074	326,578	4.6%	251,943	3.4%	1.3
2023	7,112,496	156,385	2.2%	143,407	2.0%	1.1
2022	6,956,111	76,061	1.1%	26,958	0.4%	2.8
YTD	6,891,111	11,061	0.2%	(47,021)	-0.7%	-
2021	6,880,050	449,000	7.0%	335,319	4.9%	1.3
2020	6,431,050	0	0%	(14,057)	-0.2%	-
2019	6,431,050	40,319	0.6%	28,884	0.4%	1.4
2018	6,390,731	0	0%	(3,290)	-0.1%	-
2017	6,390,731	0	0%	(275,354)	-4.3%	-
2016	6,390,731	0	0%	115,777	1.8%	0
2015	6,390,731	20,325	0.3%	109,205	1.7%	0.2
2014	6,370,406	0	0%	(51,458)	-0.8%	-
2013	6,370,406	0	0%	193,429	3.0%	0
2012	6,370,406	0	0%	(75)	0%	-
2011	6,370,406	0	0%	391,170	6.1%	0
2010	6,370,406	0	0%	(105,193)	-1.7%	-

# Supply & Demand Trends

Colorado Springs Office

## 3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2026	14,840,691	0	0%	(29,242)	-0.2%	-
2025	14,840,691	0	0%	(16,254)	-0.1%	-
2024	14,840,691	0	0%	13,767	0.1%	0
2023	14,840,691	20,000	0.1%	143,443	1.0%	0.1
2022	14,820,691	63,498	0.4%	181,892	1.2%	0.3
YTD	14,762,193	5,000	0%	123,448	0.8%	0
2021	14,757,193	51,433	0.3%	(334,815)	-2.3%	-
2020	14,705,760	18,179	0.1%	57,586	0.4%	0.3
2019	14,687,581	176,210	1.2%	336,098	2.3%	0.5
2018	14,511,371	5,799	0%	291,061	2.0%	0
2017	14,505,572	4,552	0%	142,513	1.0%	0
2016	14,501,020	44,737	0.3%	(3,132)	0%	-
2015	14,456,283	11,931	0.1%	179,385	1.2%	0.1
2014	14,444,352	83,616	0.6%	(29,545)	-0.2%	-
2013	14,360,736	73,752	0.5%	174,475	1.2%	0.4
2012	14,286,984	70,000	0.5%	300,226	2.1%	0.2
2011	14,216,984	6,100	0%	(42,304)	-0.3%	-
2010	14,210,884	57,399	0.4%	389,274	2.7%	0.1

## 1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2026	8,717,941	(21,208)	-0.2%	(29,796)	-0.3%	-
2025	8,739,149	(21,021)	-0.2%	(26,115)	-0.3%	-
2024	8,760,170	(20,817)	-0.2%	(18,271)	-0.2%	-
2023	8,780,987	(20,880)	-0.2%	2,894	0%	-
2022	8,801,867	(15,631)	-0.2%	(14,520)	-0.2%	-
YTD	8,806,458	(11,040)	-0.1%	(21,036)	-0.2%	-
2021	8,817,498	15,406	0.2%	20,745	0.2%	0.7
2020	8,802,092	(126,184)	-1.4%	(101,915)	-1.2%	-
2019	8,928,276	(16,238)	-0.2%	91,573	1.0%	-
2018	8,944,514	0	0%	(10,785)	-0.1%	-
2017	8,944,514	1,440	0%	145,186	1.6%	0
2016	8,943,074	(36,675)	-0.4%	56,117	0.6%	-
2015	8,979,749	(26,689)	-0.3%	23,011	0.3%	-
2014	9,006,438	(16,751)	-0.2%	53,234	0.6%	-
2013	9,023,189	(7,448)	-0.1%	93,333	1.0%	-
2012	9,030,637	5,280	0.1%	(59,784)	-0.7%	-
2011	9,025,357	4,890	0.1%	56,079	0.6%	0.1
2010	9,020,467	(31,726)	-0.4%	236,688	2.6%	-

### OVERALL RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2026	\$25.69	149	0.3%	11.2%	2,924,474	9.2%	0.2%
2025	\$25.61	149	0.7%	10.9%	2,840,062	9.1%	0.1%
2024	\$25.44	148	1.6%	10.2%	2,766,626	8.9%	0.1%
2023	\$25.03	146	3.6%	8.4%	2,706,133	8.8%	-0.5%
2022	\$24.17	141	4.7%	4.7%	2,838,185	9.3%	-0.3%
YTD	\$23.45	136	5.9%	1.5%	2,858,199	9.4%	-0.2%
2021	\$23.09	134	5.5%	0%	2,908,569	9.6%	1.5%
2020	\$21.89	127	3.5%	-5.2%	2,413,979	8.1%	-0.1%
2019	\$21.15	123	5.5%	-8.4%	2,463,598	8.2%	-0.9%
2018	\$20.06	117	10.6%	-13.1%	2,719,262	9.1%	-0.9%
2017	\$18.14	106	5.2%	-21.4%	2,990,449	10.0%	0%
2016	\$17.24	100	2.3%	-25.4%	2,997,838	10.0%	-0.5%
2015	\$16.85	98	2.6%	-27.0%	3,158,538	10.6%	-1.0%
2014	\$16.42	96	1.8%	-28.9%	3,464,572	11.6%	0.3%
2013	\$16.13	94	1.0%	-30.1%	3,369,938	11.3%	-1.4%
2012	\$15.98	93	0.1%	-30.8%	3,764,871	12.7%	-0.6%
2011	\$15.96	93	-3.0%	-30.9%	3,929,958	13.3%	-1.3%
2010	\$16.45	96	0.4%	-28.8%	4,323,913	14.6%	-1.7%

### 4 & 5 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2026	\$29.20	151	0.2%	8.8%	1,193,837	14.7%	-0.1%
2025	\$29.15	151	0.5%	8.6%	1,149,498	14.7%	0%
2024	\$29.01	150	1.4%	8.1%	1,099,636	14.8%	0.4%
2023	\$28.59	148	3.5%	6.6%	1,025,079	14.4%	-0.1%
2022	\$27.63	143	3.0%	3.0%	1,012,178	14.6%	0.6%
YTD	\$26.96	140	1.6%	0.5%	1,021,157	14.8%	0.8%
2021	\$26.83	139	2.3%	0%	963,075	14.0%	0.8%
2020	\$26.23	136	1.9%	-2.2%	849,394	13.2%	0.2%
2019	\$25.76	133	5.6%	-4.0%	835,337	13.0%	0.1%
2018	\$24.39	126	14.8%	-9.1%	823,902	12.9%	0.1%
2017	\$21.25	110	7.6%	-20.8%	820,612	12.8%	4.3%
2016	\$19.74	102	0.4%	-26.4%	545,258	8.5%	-1.8%
2015	\$19.66	102	0.8%	-26.7%	661,035	10.3%	-1.4%
2014	\$19.50	101	4.1%	-27.3%	749,915	11.8%	0.8%
2013	\$18.72	97	-0.8%	-30.2%	698,457	11.0%	-3.0%
2012	\$18.87	98	3.8%	-29.7%	891,886	14.0%	0%
2011	\$18.17	94	-2.4%	-32.3%	891,811	14.0%	-6.1%
2010	\$18.62	96	-0.6%	-30.6%	1,282,981	20.1%	1.7%

### 3 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2026	\$27.83	148	0.2%	12.3%	1,282,048	8.6%	0.2%
2025	\$27.77	148	0.7%	12.0%	1,252,806	8.4%	0.1%
2024	\$27.59	147	1.6%	11.3%	1,236,552	8.3%	-0.1%
2023	\$27.16	145	3.5%	9.5%	1,250,319	8.4%	-0.8%
2022	\$26.24	140	5.8%	5.8%	1,373,762	9.3%	-0.8%
YTD	\$25.35	135	8.4%	2.2%	1,373,695	9.3%	-0.8%
2021	\$24.80	132	7.4%	0%	1,492,143	10.1%	2.6%
2020	\$23.08	123	5.0%	-6.9%	1,105,895	7.5%	-0.3%
2019	\$21.97	117	5.9%	-11.4%	1,145,302	7.8%	-1.2%
2018	\$20.74	111	9.9%	-16.4%	1,304,590	9.0%	-2.0%
2017	\$18.87	101	3.4%	-23.9%	1,589,852	11.0%	-1.0%
2016	\$18.26	97	1.3%	-26.4%	1,727,813	11.9%	0.3%
2015	\$18.02	96	3.0%	-27.3%	1,679,944	11.6%	-1.2%
2014	\$17.49	93	0.3%	-29.5%	1,847,398	12.8%	0.7%
2013	\$17.43	93	2.3%	-29.7%	1,734,237	12.1%	-0.8%
2012	\$17.03	91	-2.9%	-31.3%	1,834,960	12.8%	-1.7%
2011	\$17.54	94	-2.5%	-29.2%	2,065,186	14.5%	0.3%
2010	\$18	96	2.0%	-27.4%	2,016,782	14.2%	-2.4%

### 1 & 2 STAR RENT & VACANCY

Year	Market Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2026	\$19.30	150	0.6%	11.8%	448,589	5.1%	0.1%
2025	\$19.18	149	1.0%	11.1%	437,758	5.0%	0.1%
2024	\$18.99	148	1.9%	10.0%	430,438	4.9%	0%
2023	\$18.63	145	3.9%	7.9%	430,735	4.9%	-0.2%
2022	\$17.94	139	3.9%	3.9%	452,245	5.1%	0%
YTD	\$17.47	136	5.5%	1.2%	463,347	5.3%	0.1%
2021	\$17.26	134	4.8%	0%	453,351	5.1%	-0.1%
2020	\$16.47	128	2.0%	-4.6%	458,690	5.2%	-0.2%
2019	\$16.14	125	4.3%	-6.5%	482,959	5.4%	-1.2%
2018	\$15.48	120	7.2%	-10.3%	590,770	6.6%	0.1%
2017	\$14.45	112	6.8%	-16.3%	579,985	6.5%	-1.6%
2016	\$13.53	105	6.9%	-21.6%	724,767	8.1%	-1.0%
2015	\$12.66	98	3.8%	-26.6%	817,559	9.1%	-0.5%
2014	\$12.20	95	2.5%	-29.3%	867,259	9.6%	-0.8%
2013	\$11.90	93	-0.1%	-31.0%	937,244	10.4%	-1.1%
2012	\$11.91	93	3.1%	-31.0%	1,038,025	11.5%	0.7%
2011	\$11.56	90	-4.8%	-33.1%	972,961	10.8%	-0.6%
2010	\$12.13	94	-2.3%	-29.7%	1,024,150	11.4%	-2.9%

### OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$188	191	8.1%
2025	-	-	-	-	-	-	\$187.90	191	8.1%
2024	-	-	-	-	-	-	\$187.57	191	8.1%
2023	-	-	-	-	-	-	\$185.65	189	8.0%
2022	-	-	-	-	-	-	\$178.15	181	8.0%
YTD	64	\$150.8M	3.0%	\$2,645,211	\$168.74	6.3%	\$173.33	176	8.0%
2021	187	\$577M	11.5%	\$3,651,693	\$174.58	7.0%	\$171.17	174	8.0%
2020	126	\$214.3M	5.3%	\$2,255,514	\$156.76	8.0%	\$153.82	157	8.3%
2019	117	\$247.9M	7.4%	\$2,529,523	\$126.34	7.7%	\$141.57	144	8.7%
2018	159	\$271.7M	10.2%	\$2,612,489	\$112.20	8.1%	\$140.23	143	8.5%
2017	117	\$228.9M	7.6%	\$2,311,740	\$108.70	7.8%	\$132.28	135	8.5%
2016	128	\$160.7M	8.9%	\$1,639,990	\$74.02	8.5%	\$129.77	132	8.4%
2015	109	\$139.1M	6.9%	\$1,635,954	\$84.96	8.8%	\$124.67	127	8.5%
2014	111	\$141.1M	6.4%	\$1,469,815	\$82.60	8.9%	\$122.89	125	8.4%
2013	128	\$298.4M	11.7%	\$3,076,435	\$90.01	8.7%	\$119.58	122	8.5%
2012	70	\$67.9M	3.7%	\$1,385,905	\$74.07	9.5%	\$112.10	114	8.8%
2011	68	\$50.8M	2.7%	\$1,016,702	\$79.31	10.0%	\$111.36	113	8.9%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.

(2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

### 4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$210.70	176	8.3%
2025	-	-	-	-	-	-	\$210.88	176	8.3%
2024	-	-	-	-	-	-	\$210.83	176	8.2%
2023	-	-	-	-	-	-	\$208.94	175	8.1%
2022	-	-	-	-	-	-	\$200.65	168	8.1%
YTD	2	\$12.9M	0.4%	\$6,472,600	\$454.12	-	\$196.29	164	8.1%
2021	8	\$146.5M	13.2%	\$18,311,482	\$161.79	7.8%	\$192.65	161	8.1%
2020	3	\$50.1M	3.4%	\$16,700,000	\$227.70	-	\$174.07	145	8.5%
2019	4	\$32.8M	3.1%	\$8,195,725	\$165.22	8.3%	\$161.55	135	8.9%
2018	7	\$104.1M	12.3%	\$14,876,173	\$132.48	8.7%	\$163.40	137	8.6%
2017	2	\$41.5M	5.4%	\$20,750,000	\$120.35	-	\$156.41	131	8.5%
2016	9	\$83.1M	20.3%	\$11,877,858	\$65.45	8.2%	\$164.02	137	8.1%
2015	4	\$20.3M	5.4%	\$5,068,981	\$59.26	-	\$159.32	133	8.1%
2014	2	\$9.3M	3.3%	\$9,250,000	\$106.44	10.2%	\$156.48	131	8.0%
2013	5	\$49M	8.0%	\$9,804,727	\$96.67	-	\$153.34	128	8.1%
2012	3	\$7.3M	2.6%	\$7,275,000	\$89.57	8.9%	\$136.92	114	8.6%
2011	1	\$3.3M	0.9%	\$3,299,126	\$55.92	-	\$136.14	114	8.6%

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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.



### 3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$193.82	186	8.1%
2025	-	-	-	-	-	-	\$193.83	186	8.1%
2024	-	-	-	-	-	-	\$193.56	186	8.1%
2023	-	-	-	-	-	-	\$191.69	184	8.0%
2022	-	-	-	-	-	-	\$184.10	177	8.0%
YTD	27	\$101.9M	4.1%	\$4,077,517	\$170.85	6.3%	\$178.29	171	7.9%
2021	77	\$294.9M	12.4%	\$4,608,264	\$174.83	7.3%	\$176.88	170	7.9%
2020	52	\$102.3M	5.1%	\$2,493,965	\$147.46	8.2%	\$158.01	152	8.3%
2019	44	\$154.6M	9.2%	\$4,068,513	\$130.75	7.3%	\$144.76	139	8.7%
2018	75	\$129.7M	11.4%	\$2,759,062	\$110.03	7.4%	\$144.50	139	8.5%
2017	49	\$124.6M	8.0%	\$3,194,563	\$119.25	7.3%	\$136.77	131	8.4%
2016	38	\$42.4M	5.5%	\$1,632,423	\$97.87	7.4%	\$132.41	127	8.4%
2015	43	\$87.6M	8.6%	\$2,736,595	\$97.12	7.1%	\$127.20	122	8.4%
2014	46	\$87.5M	7.1%	\$2,302,821	\$91.10	9.1%	\$126.34	121	8.3%
2013	60	\$196.7M	14.8%	\$4,469,696	\$97.66	8.7%	\$123.59	119	8.4%
2012	25	\$47.3M	4.4%	\$2,491,467	\$78.23	10.0%	\$118.05	113	8.6%
2011	39	\$33.2M	3.0%	\$1,277,503	\$93.42	10.0%	\$118.56	114	8.7%

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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.

### 1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2026	-	-	-	-	-	-	\$160.26	224	8.1%
2025	-	-	-	-	-	-	\$159.78	224	8.1%
2024	-	-	-	-	-	-	\$159.10	223	8.0%
2023	-	-	-	-	-	-	\$157.07	220	8.0%
2022	-	-	-	-	-	-	\$150.35	211	7.9%
YTD	35	\$35.9M	3.3%	\$1,196,464	\$133.74	6.2%	\$146.85	206	7.9%
2021	102	\$135.5M	8.9%	\$1,576,124	\$190.26	6.6%	\$144.58	202	7.9%
2020	71	\$61.9M	7.1%	\$1,214,142	\$136.56	7.5%	\$130.77	183	8.3%
2019	69	\$60.5M	7.6%	\$1,080,480	\$104.10	8.0%	\$120.42	169	8.6%
2018	77	\$37.9M	6.9%	\$757,793	\$82.92	8.5%	\$114.72	161	8.6%
2017	66	\$62.8M	8.5%	\$1,082,316	\$87.71	8.2%	\$105.67	148	8.7%
2016	81	\$35.1M	6.1%	\$540,477	\$75.22	9.9%	\$98.28	138	8.8%
2015	62	\$31.2M	5.3%	\$636,921	\$79.44	10.5%	\$93.05	130	8.9%
2014	63	\$44.3M	7.6%	\$777,984	\$67.11	8.2%	\$90.53	127	8.8%
2013	63	\$52.7M	9.5%	\$1,098,415	\$66.36	-	\$86.15	121	9.1%
2012	42	\$13.3M	3.5%	\$458,499	\$57.70	9.5%	\$82.47	116	9.3%
2011	28	\$14.3M	3.4%	\$622,649	\$63.24	-	\$79.63	112	9.5%

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