



## Office Market Report

# Winston-Salem - NC (USA)

PREPARED BY



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**OFFICE MARKET REPORT**

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12 Mo Deliveries in SF

**77.4K**

12 Mo Net Absorption in SF

**293K**

Vacancy Rate

**6.7%**

Market Asking Rent Growth

**1.6%**

Demand is expected to rally in the first half of the year, and the rebound in demand is likely to put downward pressure on market-wide vacancy in the near term. The upward swing in demand to come is a welcomed tailwind for the market after a period of softness occurred for much of the past 12 months. The lack of speculative office construction is likely to keep vacancy swings minimal over the next 12 to 18 months, as supply-side pressure remains low. While the market remains attractive for startups and entrepreneurial ventures, some homegrown corporations have moved employees to larger, nearby cities such as Charlotte. BB&T, once headquartered here, recently merged with SunTrust to create Truist, headquartered in Charlotte. Krispy Kreme, which originated in Winston-Salem, also moved most of its corporate research and development employees to Charlotte.

Although there has been an exodus of homegrown corporations, the region's access to skilled labor and its proximity to the plethora of colleges and universities has led to pent-up demand for its office space. Emerging industries and tech-related players have absorbed some of the largest swaths of available office space in recent times. Data science and tech firm Inmar Inc.'s move from 635 Vine St. to 1 W Fourth St. is the largest lease deal

to occur over the past five years.

Similarly, the development of the Innovation Quarter around the market's downtown area and Wake Forest University Medical School's satellite campus has attracted several biotech research firms, which has led to increased leasing and sales activity involving the region's medical office assets and lab space.

Overall, though, office demand has been volatile, with several quarters of negative absorption leading to a rebound in demand early this year and then another bout of negative demand in the second and third quarters. The lack of new construction though should help the market avert major spikes in the vacancy rate, which is now at 6.7%.

Winston-Salem's office vacancies are expected to remain below levels seen during the Great Recession, aided by the lack of supply additions. However, weaker demand has put a strain on rent growth, which is largely flat. Sales volume has slowed since 2019 due to economic uncertainty and the current lending environment. Most investors here focus on freestanding or medical office deals.

### KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	4,113,018	6.4%	\$23.38	9.3%	80,325	70,000	0
3 Star	9,970,528	9.4%	\$18.56	12.4%	265,434	0	0
1 & 2 Star	9,423,992	4.0%	\$14.96	4.4%	4,293	0	0
<b>Market</b>	<b>23,507,538</b>	<b>6.7%</b>	<b>\$17.96</b>	<b>8.6%</b>	<b>350,052</b>	<b>70,000</b>	<b>0</b>
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.9%	8.0%	7.4%	10.9%	2007 Q3	5.7%	2018 Q4
Net Absorption SF	293K	87,509	(3,273)	698,031	2009 Q1	(612,034)	2022 Q2
Deliveries SF	77.4K	129,073	15,987	611,765	2007 Q1	6,735	2022 Q3
Market Asking Rent Growth	1.6%	1.8%	0.2%	7.3%	2022 Q1	-4.8%	2020 Q4
Sales Volume	\$59.1M	\$93.6M	N/A	\$280.9M	2020 Q3	\$8.3M	2006 Q4

Office leasing has been buoyed by the continued expansion of Winston-Salem's Innovation Quarter and medical office leasing. The district has driven office activity over the past few years, and increasing demand for space in this portion of the market has vacancy rates here relatively stable. At 6.7%, vacancy rates here remain some of the lowest in the Piedmont Triad region, and steady leasing activity, coupled with the lack of speculative office construction, is likely to keep vacancy near historical lows in the near term.

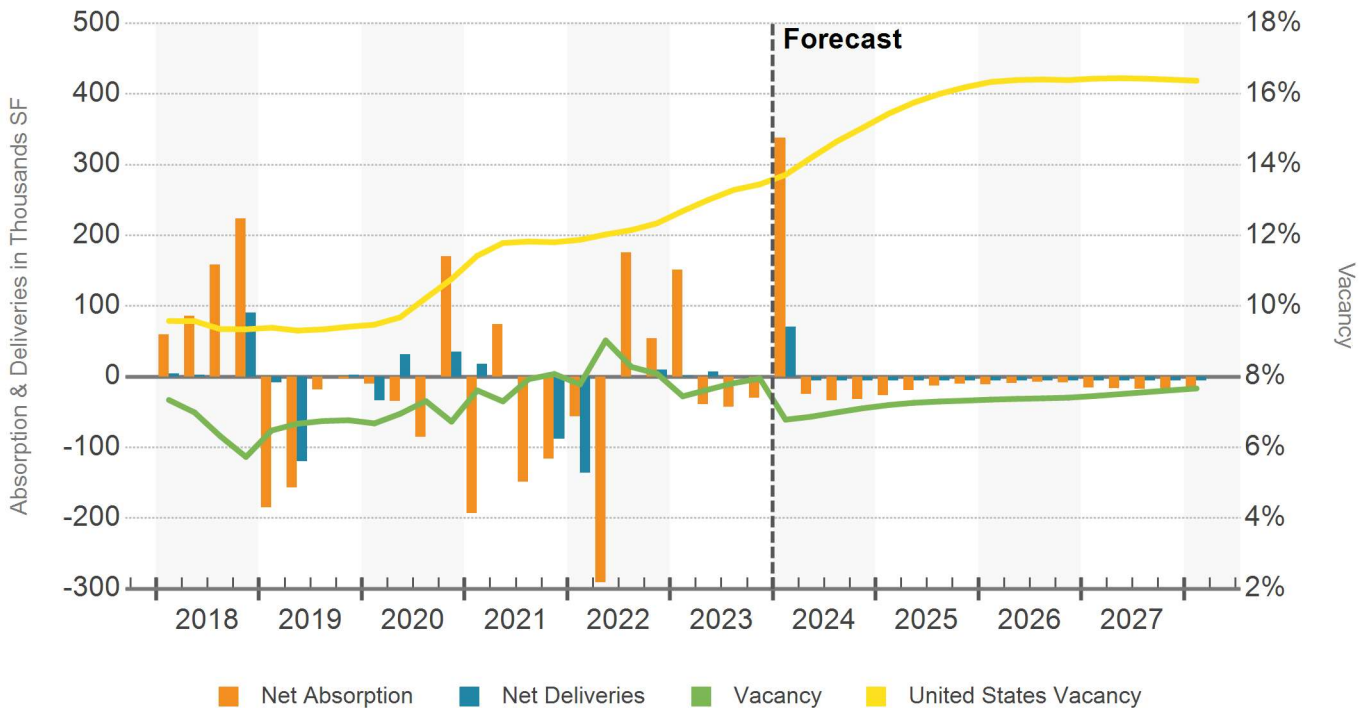
Office demand in Winston-Salem has historically outweighed supply for the majority of the past 12 to 18 months, as the region's business-friendly environment and affordability continue to attract small to medium-sized businesses to the area. Thanks in part to limited speculative construction, office activity has kept the market's fundamentals stable. The level of demand has

balanced out larger office moves that occurred in early 2023. In fact, the market's office vacancy rates have decreased by -0.9% in year-over-year comparisons.

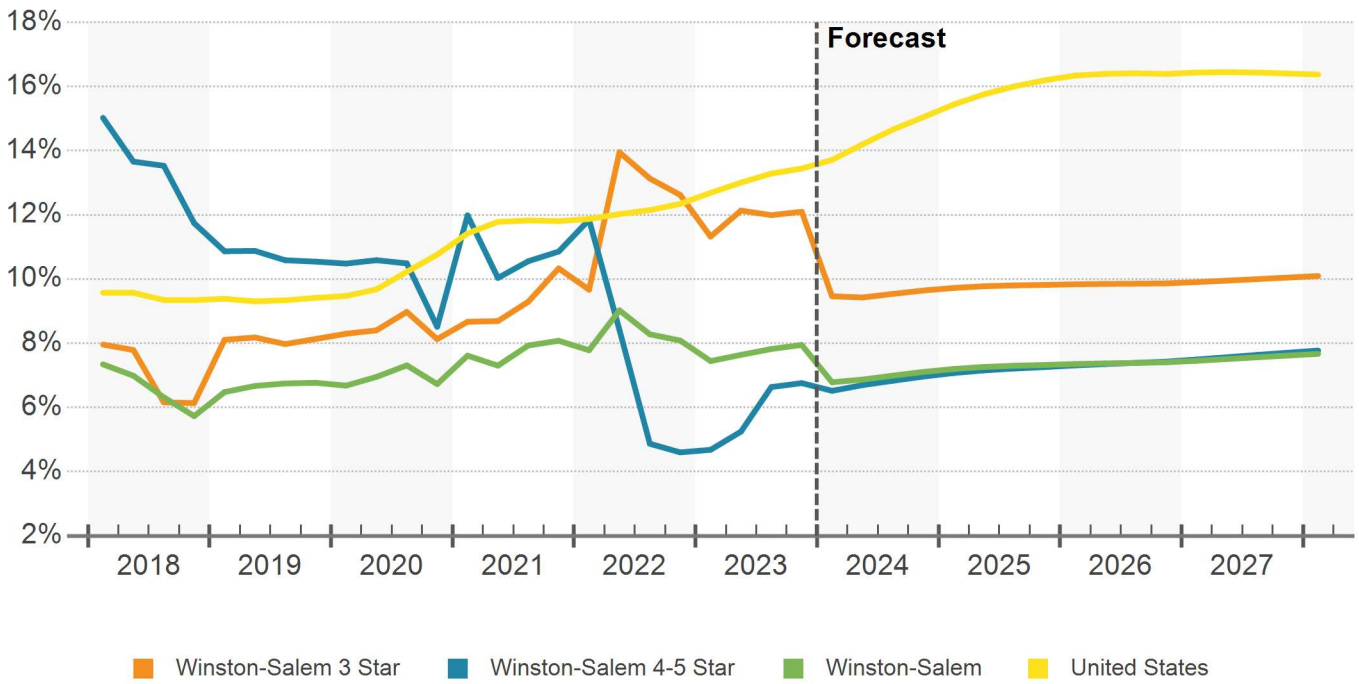
Many recent leases have continued to be in the central business district as the Innovation Quarter continues to take shape and appeal to a range of office-using tenants. Research firm Inmar took 177,540 SF at 1 W Fourth St. in the past few years, while engineering consultants Elemance took 15,000 SF in the Innovation Quarter over the past few years, as well.

Sales volume slowed to pre-pandemic levels in the closing months of 2023 private out of market investors being the most active group of investors over the past six months. Many of the assets that have traded involved the region's medical office and freestanding assets.

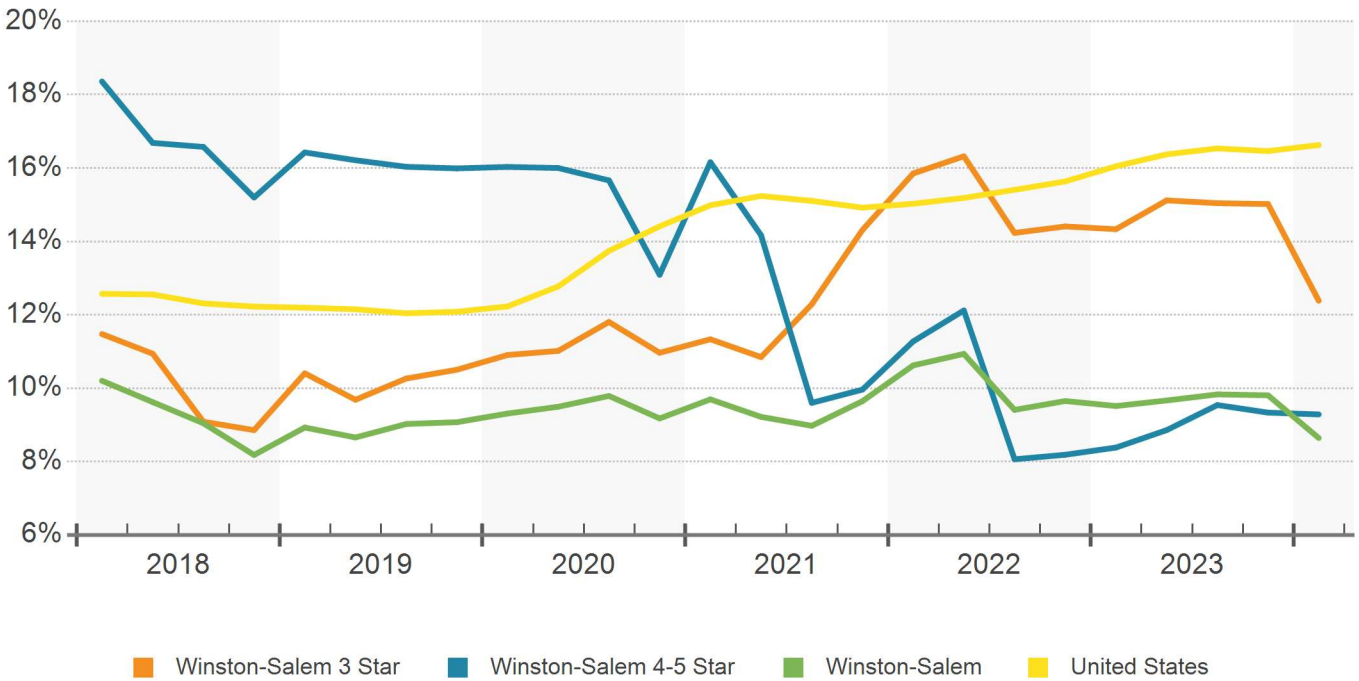
### NET ABSORPTION, NET DELIVERIES & VACANCY



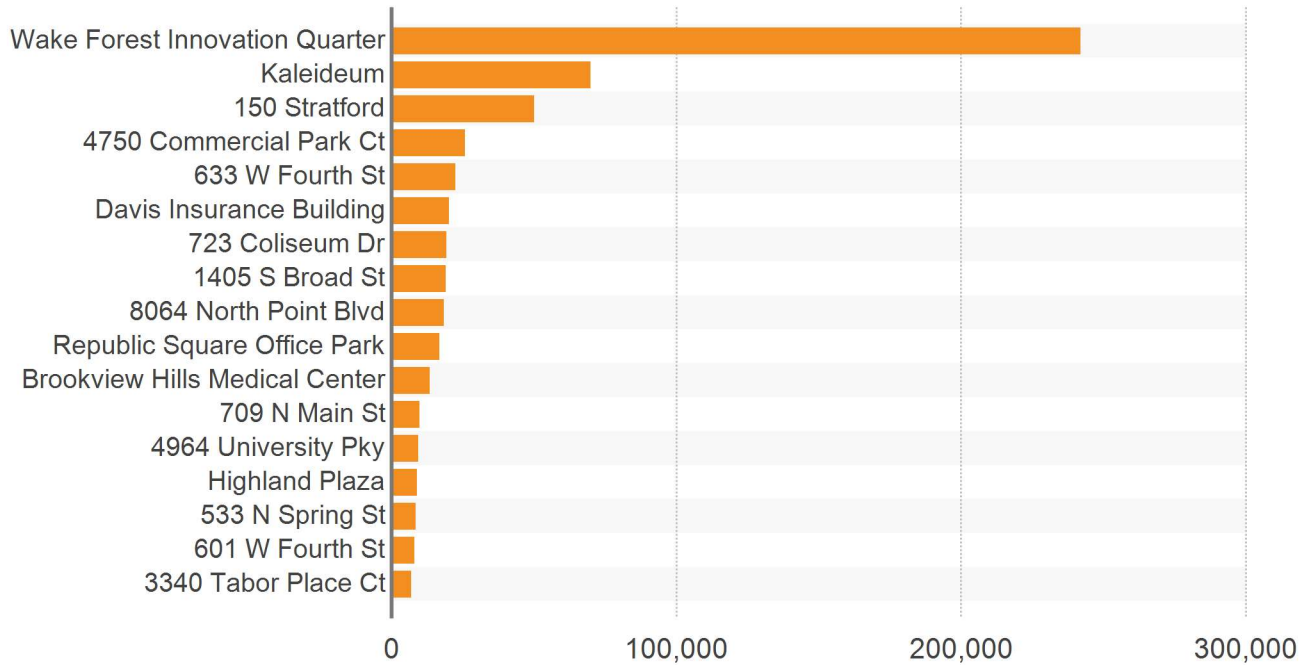
## VACANCY RATE



## 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
Wake Forest Innovation Quarter	Winston-Salem CBD	242,000	0	242,000	0	0	0	242,000
Kaleideum	Winston-Salem CBD	70,000	0	70,000	0	0	0	70,000
150 Stratford	South Forsyth County	138,093	0	0	0	0	0	50,078
4750 Commercial Park Ct	Clemmons	25,920	0	0	0	0	0	25,920
633 W Fourth St	Winston-Salem CBD	43,025	0	0	0	0	0	22,396
Davis Insurance Building	South Forsyth County	20,766	0	0	0	0	0	20,227
723 Coliseum Dr	NW Forsyth County	19,220	0	0	0	0	0	19,220
1405 S Broad St	South Forsyth County	19,044	0	0	0	0	0	19,044
8064 North Point Blvd	NW Forsyth County	24,604	0	18,410	0	0	0	18,410
Republic Square Office Park	NW Forsyth County	26,104	1,443	0	0	0	0	16,733
Brookview Hills Medical Center	South Forsyth County	55,000	0	0	0	0	0	13,417
709 N Main St	Winston-Salem CBD	9,800	0	0	0	0	0	9,800
4964 University Pky	NW Forsyth County	35,974	0	9,388	0	0	0	9,388
Highland Plaza	South Forsyth County	59,500	0	0	0	0	0	8,917
533 N Spring St	Winston-Salem CBD	8,512	0	0	0	0	0	8,512
601 W Fourth St	Winston-Salem CBD	29,488	1,474	0	0	0	0	8,142
3340 Tabor Place Ct	Western Forsyth Cou...	7,000	0	0	0	0	0	7,000
<b>Subtotal Primary Competitors</b>		<b>834,050</b>	<b>2,917</b>	<b>339,798</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>569,204</b>
Remaining Winston-Salem Market		22,673,488	1,580,218	10,254	0	0	0	(275,778)
<b>Total Winston-Salem Market</b>		<b>23,507,538</b>	<b>1,583,135</b>	<b>350,052</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>293,426</b>

### TOP OFFICE LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Company	Leasing Rep Company
Republic Square Office Park	NW Forsyth County	13,052	Q2 23	-	-	American Capital Prop...
210 Charlois Blvd	South Forsyth County	11,108	Q1 24	Richard Jenkins	-	-
Wells Fargo Center *	Winston-Salem CBD	10,924	Q4 23	Alex Brown	-	CBRE   Triad
125 Sunnynoll Ct	NW Forsyth County	10,028	Q4 23	High Point University	Linville Team Partners	Linville Team Partners
601 W Fourth St	Winston-Salem CBD	9,616	Q1 23	-	-	CBRE   Triad
Highland Plaza	South Forsyth County	9,127	Q1 23	ECSI Global Payments	MWM Group	Miller Hatcher Inc.
Century Plaza	Winston-Salem CBD	8,780	Q4 23	Pinnacle Financial Partners	-	Christopher Commercial
533 N Spring St	Winston-Salem CBD	8,512	Q2 23	Dwellings	-	Linville Team Partners
Wake Forest Innovation Quarter	Winston-Salem CBD	8,380	Q3 23	CJMW Architecture, PA	-	-
One Salem Tower	South Forsyth County	8,053	Q2 23	The Wooten Company	Christopher Comme...	Linville Team Partners
451 W End Blvd	Winston-Salem CBD	7,813	Q3 23	-	-	Linville Team Partners
615 Coliseum Dr	NW Forsyth County	7,680	Q2 23	Above & Beyond Commu...	-	Linville Team Partners
1201 Martin Luther King Jr Dr	Winston-Salem CBD	7,168	Q4 23	-	-	Linville Team Partners
Westpoint Business Park	South Forsyth County	5,325	Q1 24	-	-	CBRE   Triad
150 Charlois Blvd	South Forsyth County	5,000	Q2 23	-	-	Christopher Commercial
South Park	Kernersville	4,500	Q1 23	Tryon Distributing	-	CBRE   Triad
The Factory on North Main	Kernersville	4,400	Q2 23	-	-	Linville Team Partners
10 W 32nd St	NE Forsyth County	4,000	Q3 23	-	-	Darrell McCall
Westbrook Plaza	South Forsyth County	3,919	Q2 23	Bayada	-	Hubbard Commercial
Westpoint Business Park	South Forsyth County	3,884	Q1 24	-	-	CBRE   Triad
One Salem Tower	South Forsyth County	3,848	Q3 23	-	-	Linville Team Partners
271 W 4th	Winston-Salem CBD	3,600	Q2 23	Obsidian Tattoo	-	Christopher Commercial
Westbrook Plaza	South Forsyth County	3,377	Q3 23	-	-	Hubbard Commercial
Lexington Parkway Plaza	South Davidson County	3,175	Q1 24	Wingstop	-	New South Properties
3303 Healy Dr	South Forsyth County	3,030	Q2 23	-	-	Miller Hatcher Inc.
855 Bethesda Rd	South Forsyth County	3,000	Q2 23	Cooper Scurry Facial Plas...	Linville Team Partners	-
1373 Westgate Center Dr	South Forsyth County	3,000	Q2 23	-	-	Freeman Commercial...
The Knollwood	South Forsyth County	2,961	Q4 23	-	-	Christopher Commercial
Park 158 Professional Center	Davie County	2,738	Q3 23	United States Senator	-	Freeman Commercial...
Century Center II	Kernersville	2,600	Q4 23	-	-	Peters Enterprises
3796 Vest Mill Rd	South Forsyth County	2,542	Q1 24	Speech Therapist	-	IAC
1800 S Hawthorne Rd	South Forsyth County	2,500	Q4 23	Pathologists Diagnostic L...	-	Christopher Commercial
1396 Old Mill Cir	South Forsyth County	2,484	Q3 23	-	-	Spear Properties, LLC
900 Old Winston Rd	Kernersville	2,440	Q2 23	-	-	Allied Commercial Realty
Route 66 Park	Kernersville	2,400	Q3 23	-	-	Allied Commercial Realty
Oakwood	South Forsyth County	2,387	Q4 23	-	-	Commercial Realty Adv...
The Knollwood	South Forsyth County	2,376	Q4 23	-	-	Christopher Commercial
Westbrook Office Park	South Forsyth County	2,360	Q3 23	-	-	Peters Enterprises
1411-1415 Trademart Blvd	South Forsyth County	2,300	Q1 24	McManus & McManus Ent...	-	Trademart Properties,...
508 Arbor Hill Rd	Kernersville	2,016	Q1 24	-	-	Linville Team Partners

Renewal

The lack of new office construction and steady leasing trends have kept competition among office operators low as of the opening months of the year. Shrinking availabilities and very little expansion in the region's office product have translated into rent growth that has outpaced national trends here in the Winston-Salem Market.

Annual rent growth has continued to cool though in winter 2024, and rents now average \$18.00/SF, yet and still office space comes at a significant discount in comparison to most other office markets in North Carolina.

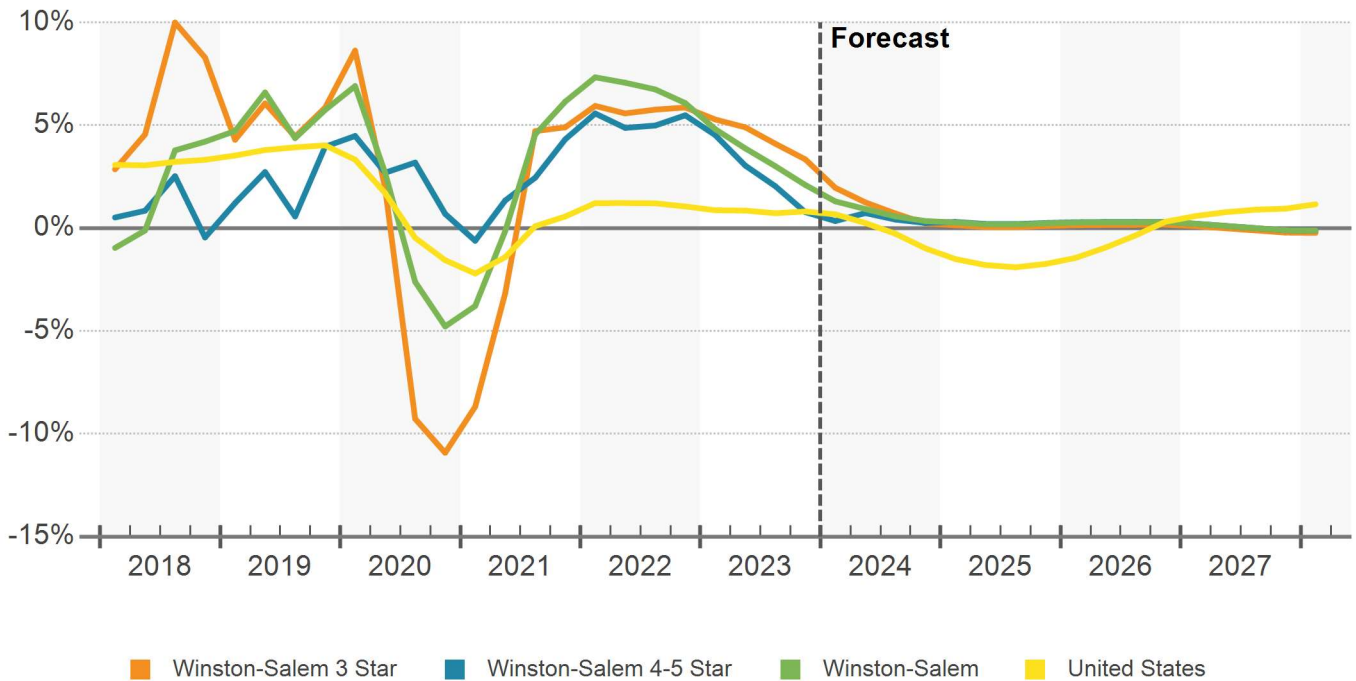
Office rents in the Winston-Salem metro tend to be less pricey than the national average, as well. Even 4 & 5 Star rents are relatively affordable, averaging about \$23.00/SF. In more urban submarkets like the CBD and

parts of South Forsyth County, rents average between \$19/SF and \$18/SF.

Overall, rents have grown by just 1.6% in Winston-Salem. Rents for 4 & 5 Star offices have grown 0.5% year over year, and 3 Star properties have posted the strongest year-over-year gains, increasing 2.4% over the past 12 months. Near-term rent growth is likely to be flat in the Winston-Salem market, especially as tenants evaluate space needs.

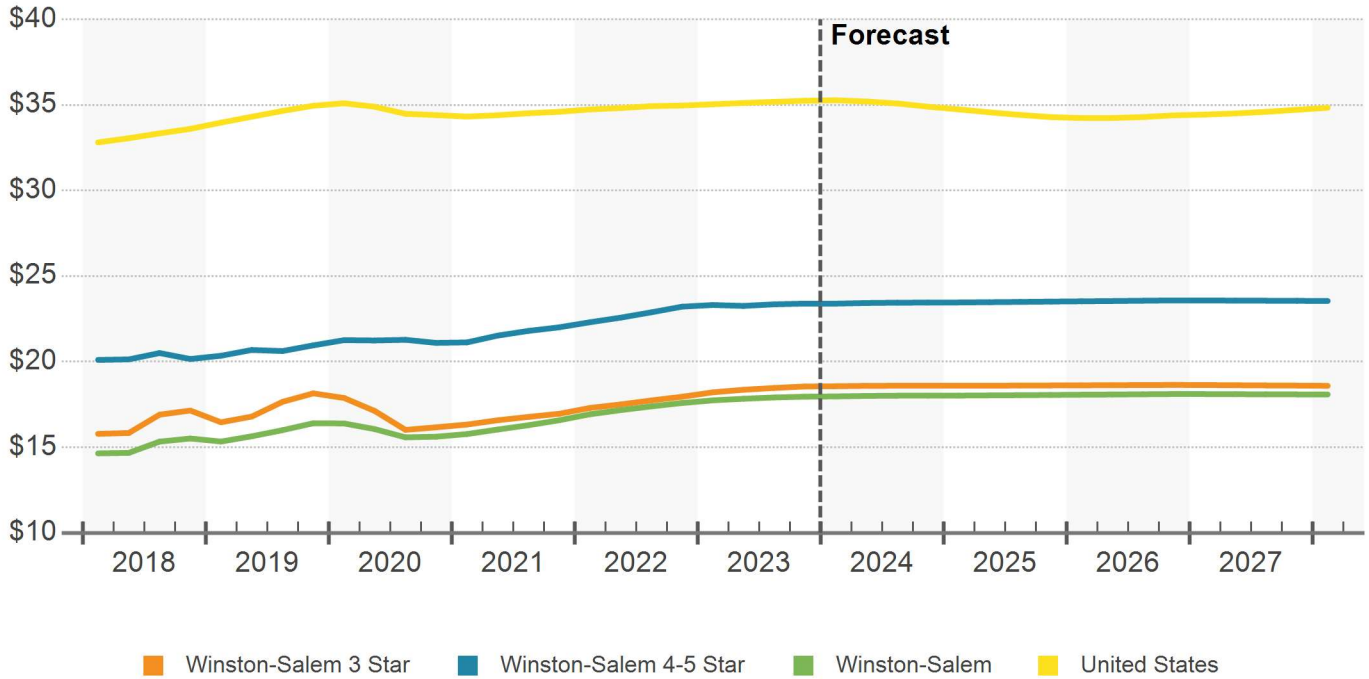
Wake Forest Innovation Quarter and office assets located in Winston-Salem's CBD command some of the highest rents in the region. In the CBD, 751 W Fourth St. has an average asking rent of \$28/SF. Its tenant base is largely made up of financial institutions and business service tenants and remains over 94% occupied as of the first quarter.

### MARKET ASKING RENT GROWTH (YOY)





### MARKET ASKING RENT PER SQUARE FEET



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

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
<b>Winston-Salem</b>	\$0.51	\$0.72	\$0.14	\$2.24	\$5.40	<b>\$9.01</b>
Davidson County	\$0.41	\$0.78	\$0.13	\$2.61	\$6.01	<b>\$9.94</b>
Davie County	\$0.41	\$0.78	\$0.13	\$0.76	\$6.01	<b>\$8.09</b>
Forsyth County	\$0.52	\$0.71	\$0.14	\$2.26	\$5.32	<b>\$8.95</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>Winston-Salem</b>	\$0.45	\$0.68	\$0.13	\$1.85	\$4.11	<b>\$7.22</b>
Davidson County	\$0.38	\$0.69	\$0.12	\$1.13	\$4.17	<b>\$6.49</b>
Davie County	\$0.36	\$0.67	\$0.12	\$1.60	\$4.04	<b>\$6.79</b>
Forsyth County	\$0.48	\$0.68	\$0.13	\$2.01	\$4.10	<b>\$7.40</b>
Stokes County	\$0.39	\$0.71	\$0.12	\$1.76	\$4.28	<b>\$7.26</b>
Yadkin County	\$0.39	\$0.71	\$0.12	\$0.74	\$4.28	<b>\$6.24</b>

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

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

Market / Cluster	Utilities	Cleaning	Insurance	Taxes	Other	Total
<b>Winston-Salem</b>	\$0.36	\$0.64	\$0.12	\$1.74	\$3.74	<b>\$6.60</b>
Davidson County	\$0.36	\$0.66	\$0.11	\$1.32	\$3.85	<b>\$6.30</b>
Davie County	\$0.35	\$0.64	\$0.11	\$1.21	\$3.78	<b>\$6.09</b>
Forsyth County	\$0.36	\$0.63	\$0.12	\$1.95	\$3.70	<b>\$6.76</b>
Stokes County	\$0.34	\$0.62	\$0.11	\$1.24	\$3.67	<b>\$5.98</b>
Yadkin County	\$0.37	\$0.68	\$0.12	\$0.63	\$3.96	<b>\$5.76</b>

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

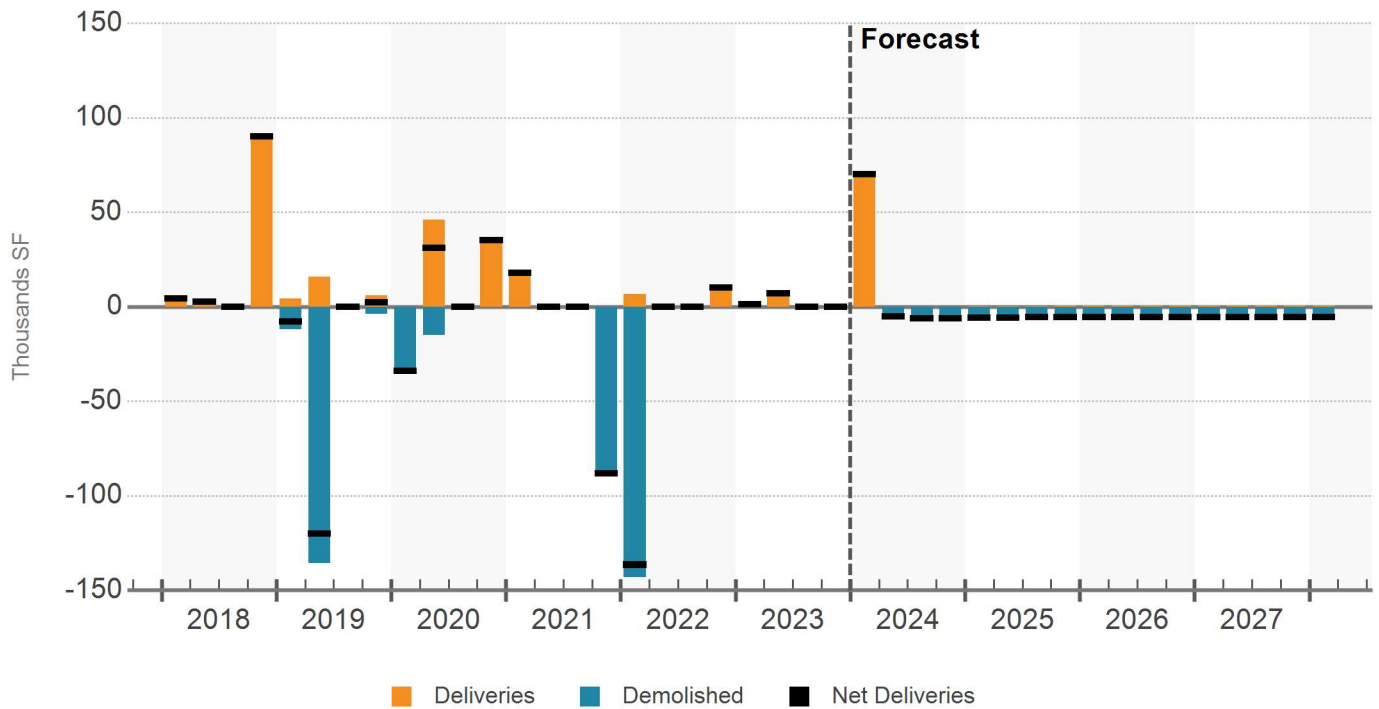
Construction starts have been minimal over the past few years, which has kept vacancy expansions low in the market. The large majority of new product that has come on line in recent years has been either freestanding or medical office properties. There is currently no new office space in the region's pipeline as of the first quarter of the year.

Office construction has historically been tepid in Winston-Salem, and there have been no new deliveries of office space in the market so since 23Q2. In fact, subtracting the amount of office space that has been demolished here, less than 50,000 SF of new space has come on line over the past three years.

Presently, there are new office projects under construction as developers evaluate the impacts of remote work trends on the office market. Groundbreakings are expected to be minimal in the near term, as well.

As a former tobacco and textile manufacturing hub, Winston-Salem has a large inventory of former mills that developers have transformed into office space. The Wake Forest Innovation Quarter is one of the metro's largest adaptive reuse developments, repurposed from an old tobacco warehouse. Several of the metro's newer office buildings and renovations have been in Innovation Quarter. The Innovation Quarter currently contains 1.8 million SF of office, laboratory, and educational space.

## DELIVERIES & DEMOLITIONS



## SUBMARKET CONSTRUCTION

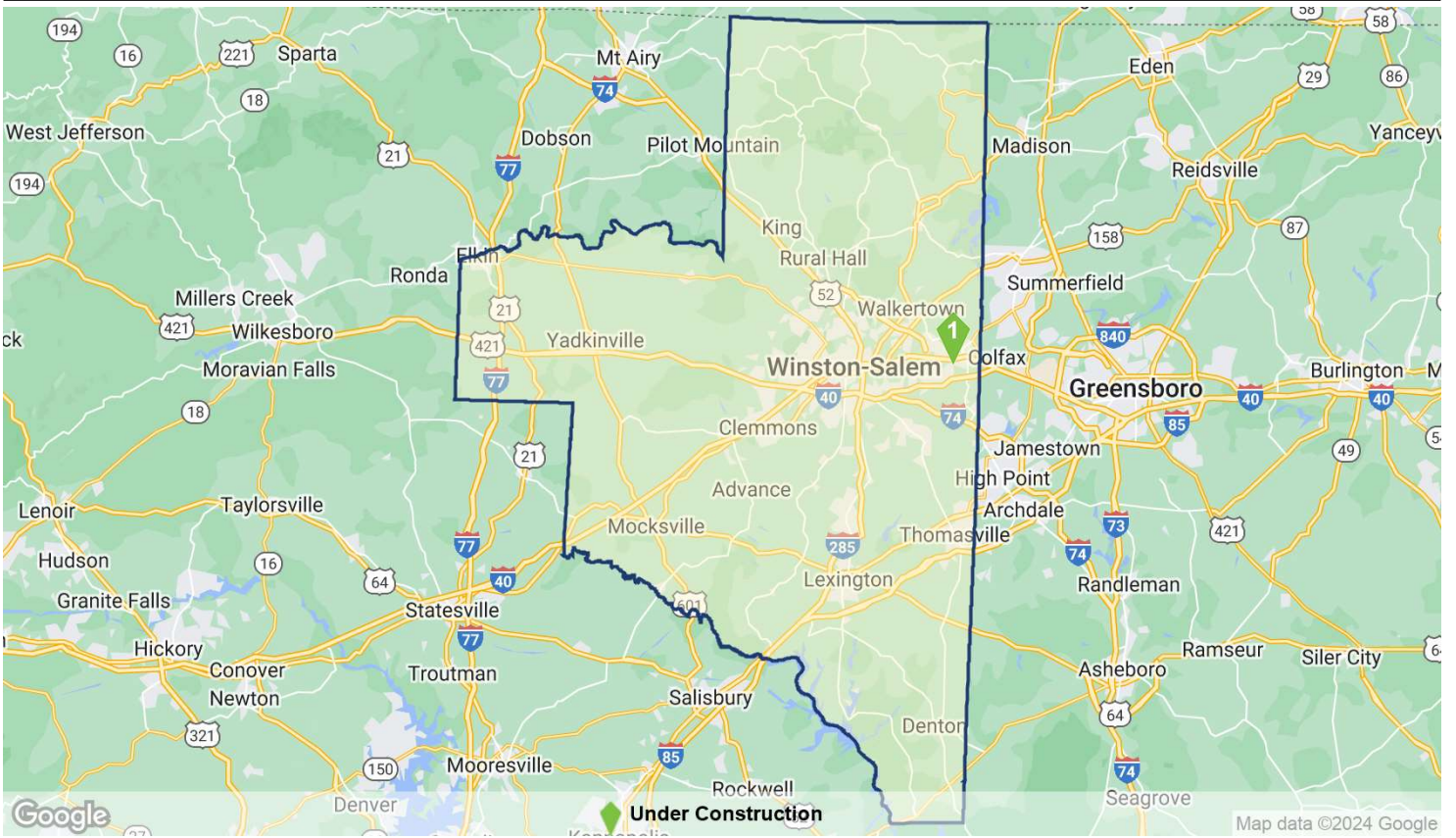
No.	Submarket	Under Construction Inventory					Average Building Size		
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Clemmons	0	-	-	-	-	9,507	-	-
2	Davie County	0	-	-	-	-	6,866	-	-
3	Kernersville	0	-	-	-	-	6,225	-	-
4	NE Forsyth County	0	-	-	-	-	11,752	-	-
5	North Davidson County	0	-	-	-	-	7,494	-	-
6	NW Forsyth County	0	-	-	-	-	22,274	-	-
7	SE Forsyth County	0	-	-	-	-	6,057	-	-
8	South Davidson County	0	-	-	-	-	5,728	-	-
9	South Forsyth County	0	-	-	-	-	12,150	-	-
10	Stokes County	0	-	-	-	-	3,846	-	-
	All Other	0	-	-	-	-	20,498	-	-
<b>Totals</b>		<b>0</b>	<b>0</b>	<b>0</b>	<b>-</b>		<b>12,618</b>	<b>-</b>	

# Under Construction Properties

Winston-Salem Office

Properties	Square Feet	Percent of Inventory	Released
<b>1</b>	<b>15,000</b>	<b>0.1%</b>	<b>100%</b>

## UNDER CONSTRUCTION PROPERTIES



## UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Stories	Start	Complete	Developer/Owner
1 <a href="#">UNION CROSS RD &amp; Bee...</a>		15,000	1	Mar 2024	Aug 2024	-

Annual sales volume in Winston-Salem presently totals \$46.8 million and investment activity has fallen back down to pre-COVID levels in the office sector in the opening months of the year. Out-of-state private investors continue to make up the majority of the active groups in the region; however, institutions and private equity firms have still been active in the region, focusing mostly on the market's medical office assets.

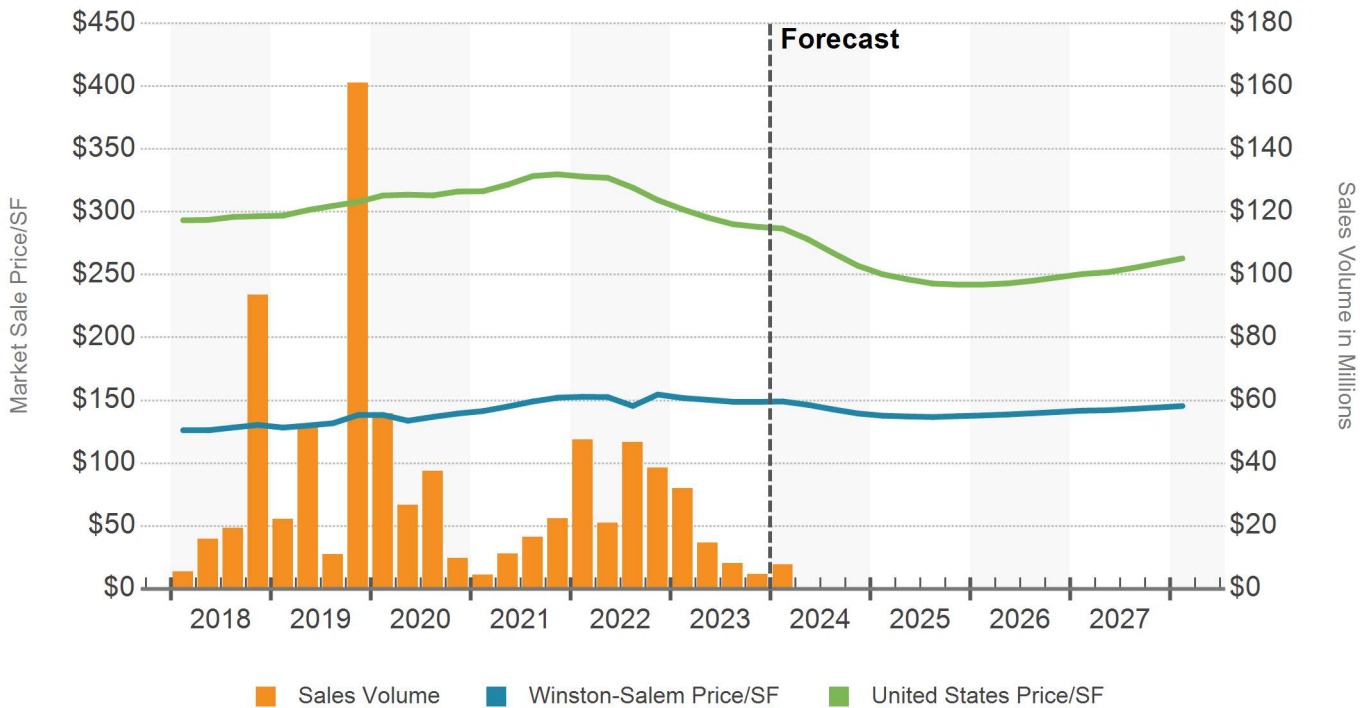
Over the past six months, most deals have involved lower-quality assets under 20,000 SF, most often situated in the market's suburbs. Davidson and Forsyth counties, along with the central business district, have experienced the most activity over the past six months, with freestanding and single-tenant office assets in these submarkets changing hands more frequently in recent quarters. An example of this came in August of last year, when an out-of-market private investor purchased 848 W Fifth St. in the city's central business district for \$1.1 million, or around \$211.74/SF. The 1909-

built property was 100% leased at the times of sale.

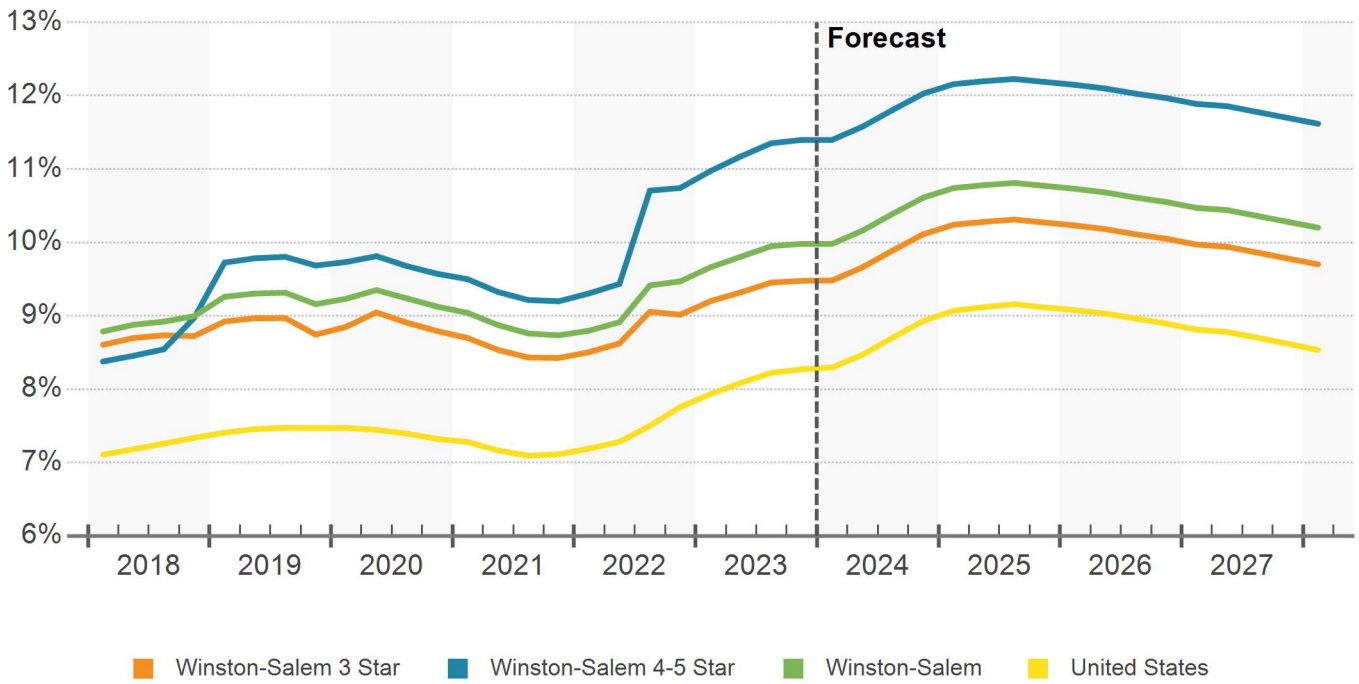
Medical assets have traded at a higher rate in comparison to the rest of the market's office assets, often selling above the market's average per SF value of \$150/SF. In May of last year, a private investor with a focus on healthcare assets based out of the Charlotte area purchased 770 Highland Oaks Drive in the South Forsyth County Submarket. The 1995-built medical office asset sold for \$5.6 million, or about \$279.19/SF, and was 100% leased at the time of sale.

The region's trophy assets have garnered attention from investors, as well, though. In March, The Ardent Companies, based out of Atlanta, purchased One West Fourth, a 420,000-SF trophy office tower in the market's Central Business District for \$22.5 million, or about \$53.57/SF. The property was 75% leased, mostly to Inmar Intelligence and several law firms.

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



## MARKET CAP RATE



# Sales Past 12 Months

Winston-Salem Office

Sale Comparables

**69**

Avg. Cap Rate

**8.3%**

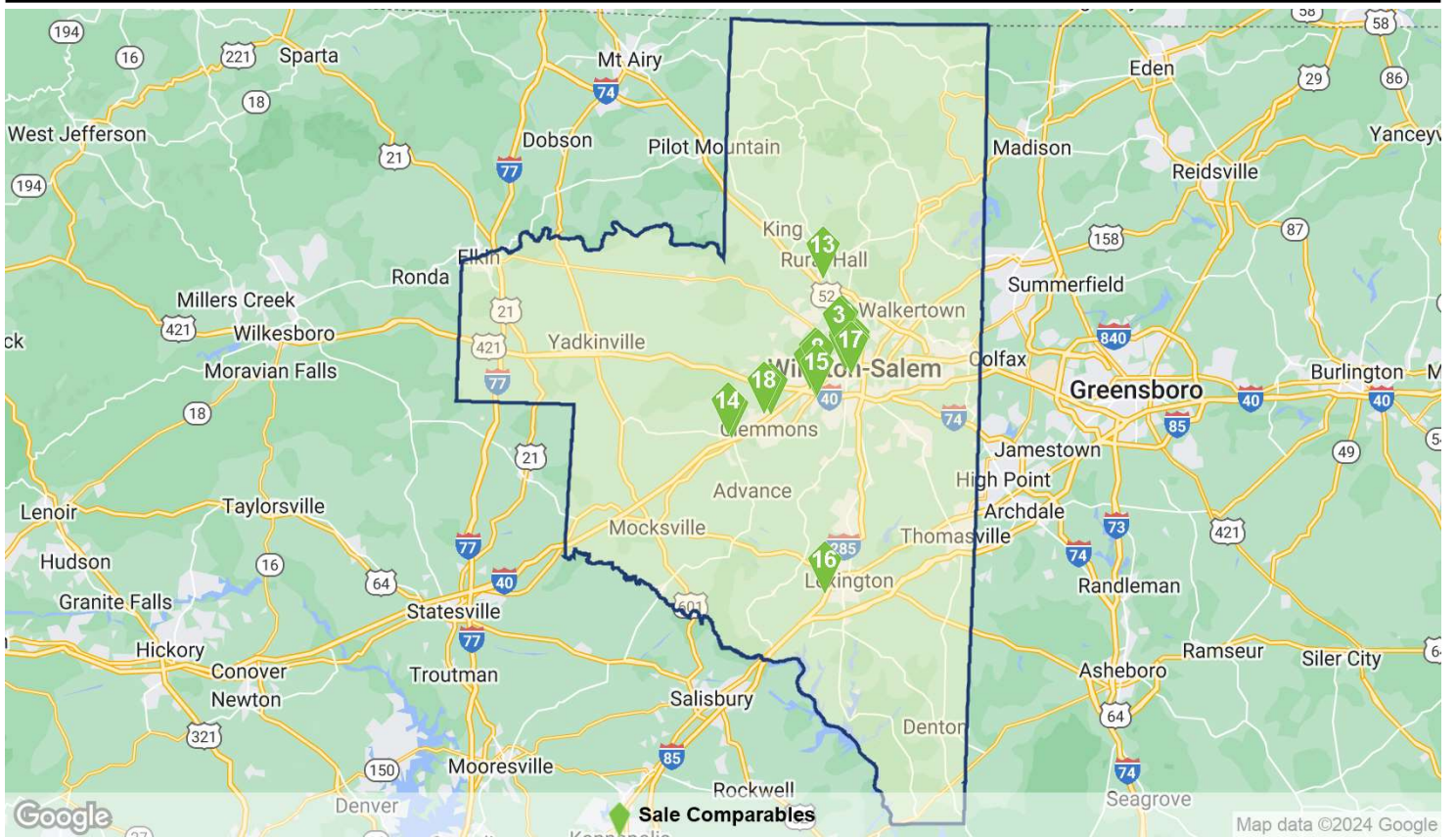
Avg. Price/SF

**\$69**

Avg. Vacancy At Sale

**12.0%**

## SALE COMPARABLE LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	\$120,000	\$1,333,097	\$512,500	\$22,500,000
Price/SF	\$10	\$69	\$134	\$398
Cap Rate	7.3%	8.3%	8.6%	9.0%
Time Since Sale in Months	0.4	5.6	5.5	12.0
Property Attributes	Low	Average	Median	High
Building SF	984	14,765	3,422	420,000
Stories	1	2	1	14
Typical Floor SF	984	5,432	3,028	30,000
Vacancy Rate At Sale	0%	12.0%	0%	100%
Year Built	1902	1971	1971	2011
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 2.1	★ ★ ★ ★ ★	★ ★ ★ ★ ★





# Sales Past 12 Months

Winston-Salem Office

## RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	Cap Rate
1 One West Fourth 1 W Fourth St	★★★★★	2000	420,000	25.6%	3/13/2023	\$22,500,000	\$54	-
2 770 Highland Oaks Dr	★★★★★	1995	20,058	0%	5/22/2023	\$5,600,000	\$279	-
3 2650 Pilgrim Ct	★★★★★	1993	100,000	0%	2/6/2024	\$3,062,500	\$31	-
4 210 Charlois Blvd	★★★★★	1980	11,108	0%	1/5/2024	\$1,800,000	\$162	-
5 301 S Liberty St	★★★★★	1912	9,478	0%	5/4/2023	\$1,655,000	\$175	-
6 4750 Commercial Park Ct	★★★★★	2011	25,920	0%	5/10/2023	\$1,500,000	\$58	-
7 1396 Westgate Center Dr	★★★★★	1996	11,940	0%	8/14/2023	\$1,400,000	\$117	-
8 290 Charlois Blvd	★★★★★	1967	11,813	0%	5/23/2023	\$1,350,000	\$114	-
9 135 Medical Dr	★★★★★	1996	6,817	0%	5/23/2023	\$1,250,000	\$183	-
10 705 Coliseum Dr	★★★★★	1971	8,800	0%	11/8/2023	\$1,200,000	\$136	-
11 Historic Rosenbacher H... 848 W Fifth St	★★★★★	1909	5,195	0%	8/11/2023	\$1,100,000	\$212	-
12 123-129 Fayette St	★★★★★	1971	9,680	0%	1/16/2024	\$1,055,000	\$109	7.3%
3 2650 Pilgrim Ct	★★★★★	1993	100,000	0%	2/6/2024	\$1,037,500	\$10	-
13 465 Forum Pky	★★★★★	1985	3,366	0%	6/16/2023	\$900,000	\$267	-
14 Travco Center 157 Yadkin Valley Rd	★★★★★	1990	8,288	0%	6/9/2023	\$875,000	\$106	-
15 Brookview Hills Medical... 3333 Brookview Hills Blvd	★★★★★	1991	7,422	0%	8/29/2023	\$835,000	\$113	-
16 114 W Medical Park Dr	★★★★★	1996	2,059	0%	7/11/2023	\$820,000	\$398	-
17 313-318 Indera Mills Ct	★★★★★	1910	4,619	15.2%	9/20/2023	\$740,000	\$160	8.6%
18 6201 Town Center Dr	★★★★★	2004	2,900	0%	9/20/2023	\$692,500	\$239	-
17 313-318 Indera Mills Ct	★★★★★	1910	4,574	15.2%	6/15/2023	\$638,000	\$139	-

Winston-Salem has recovered all the jobs it lost during the pandemic. The metro shed nearly 34,000 or about 12.3% of its total labor force in the months following the onset of the pandemic. Since then, total employment has recovered to February 2020 levels. However, all sectors have not recovered equally. As of the fall months of 2023, the Leisure and Hospitality sector along with Professional and Business Services have led the metro's economic recovery, while the Information and Financial Activities sectors continue to trail.

As part of the Piedmont Triad Region, Winston-Salem's local economy has historically depended on tobacco, textile, and furniture manufacturing. In more recent times, the metro has expanded its economic base with major industries including information technology, healthcare, finance, and trade and transportation. Atrium Health Wake Forest Baptist Medical Center and Novant Health are the metro's largest employers and are key drivers of its health service employment growth. The metro's finance sector is currently led by Truist and Wells Fargo, both of which also round out the top five employers in Winston-Salem, and the region's strong education infrastructure provides a healthy pool of talent for employers. Data platform company, Inmar Intelligence

has committed to the area as the home of their headquarters as well which is a testament to the region's ability to attract a diverse group of employers. However, competition with nearby, but much larger, Charlotte has likely moved some of Winston-Salem's office-using talent out of the metro, which has slowed job recovery within the information, financial activities, and related sectors.

Wake Forest University and its medical school, as well as Winston-Salem State University, provide a steady stream of diverse talent for the metro's workforce and are an important source for the region's economy. Their presence has contributed to the success of the Innovation Quarter, an adaptive reuse of Winston-Salem's former tobacco factories and warehouses that has grown into a district focused on research and development. The mixed-use development is home to more than 90 companies employing over 3,600 workers.

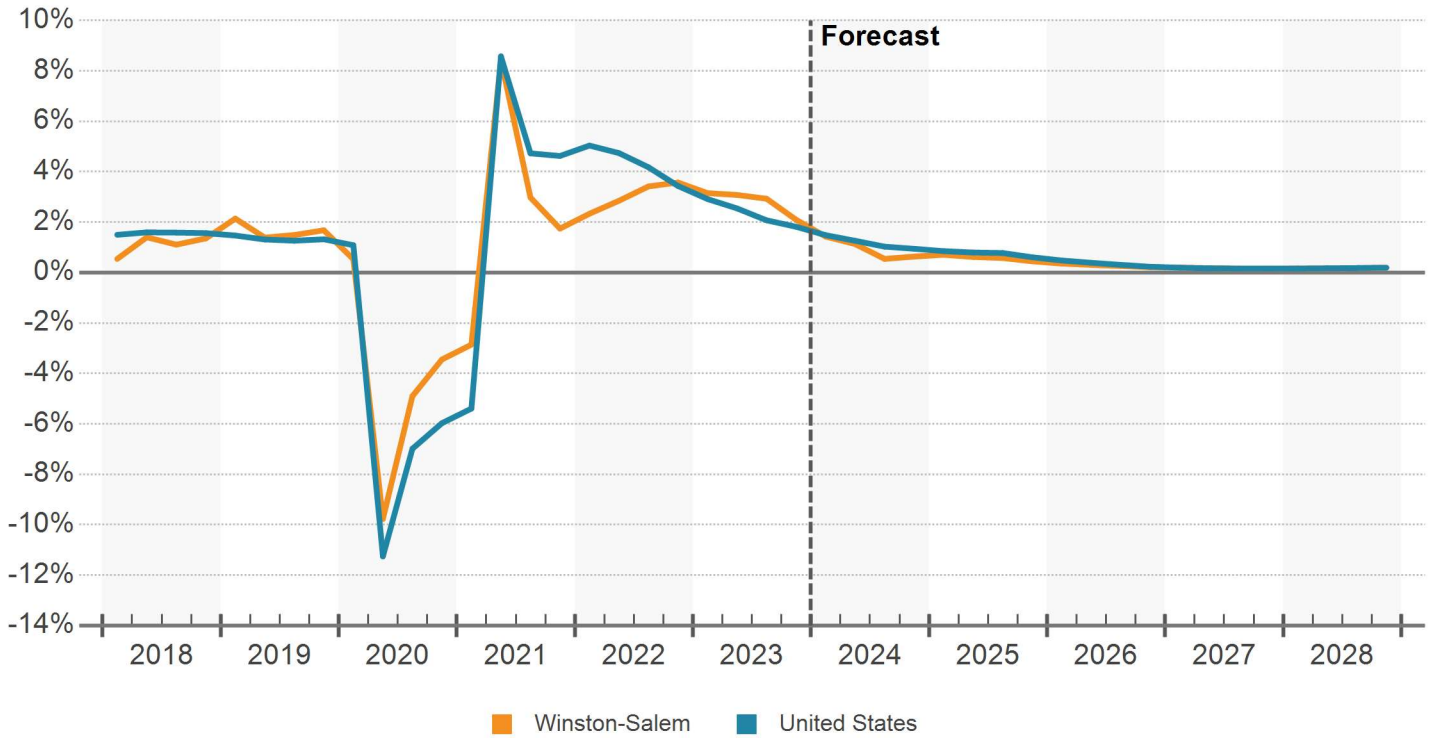
The Piedmont Triad region's infrastructure and access to skilled labor should keep economic growth consistent in the near term. These qualities along with the state's business-friendly environment will likely continue attracting a diverse set of employers as well.

### WINSTON-SALEM 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	35	1.5	-2.14%	0.05%	1.56%	0.71%	-0.25%	0.14%
Trade, Transportation and Utilities	52	1.0	0.21%	0.14%	1.31%	1.05%	-0.37%	0.15%
Retail Trade	32	1.1	1.22%	-0.04%	1.38%	0.20%	-0.19%	0.13%
Financial Activities	14	0.8	-0.34%	0.62%	0.85%	1.46%	0.18%	0.18%
Government	33	0.8	6.01%	2.59%	0.49%	0.53%	0.63%	0.36%
Natural Resources, Mining and Construction	13	0.8	2.79%	2.37%	4.09%	2.41%	0.29%	0.28%
Education and Health Services	57	1.2	2.18%	3.73%	1.02%	1.98%	0.75%	0.65%
Professional and Business Services	38	0.9	2.50%	0.76%	0.83%	2.00%	0.67%	0.50%
Information	2	0.4	2.98%	-2.29%	-0.52%	1.08%	-0.13%	0.25%
Leisure and Hospitality	31	1.0	2.89%	2.84%	1.82%	1.52%	0.75%	0.74%
Other Services	10	0.9	0.73%	1.69%	1.57%	0.66%	0.11%	0.29%
<b>Total Employment</b>	<b>284</b>	<b>1.0</b>	<b>1.66%</b>	<b>1.60%</b>	<b>1.25%</b>	<b>1.35%</b>	<b>0.33%</b>	<b>0.39%</b>

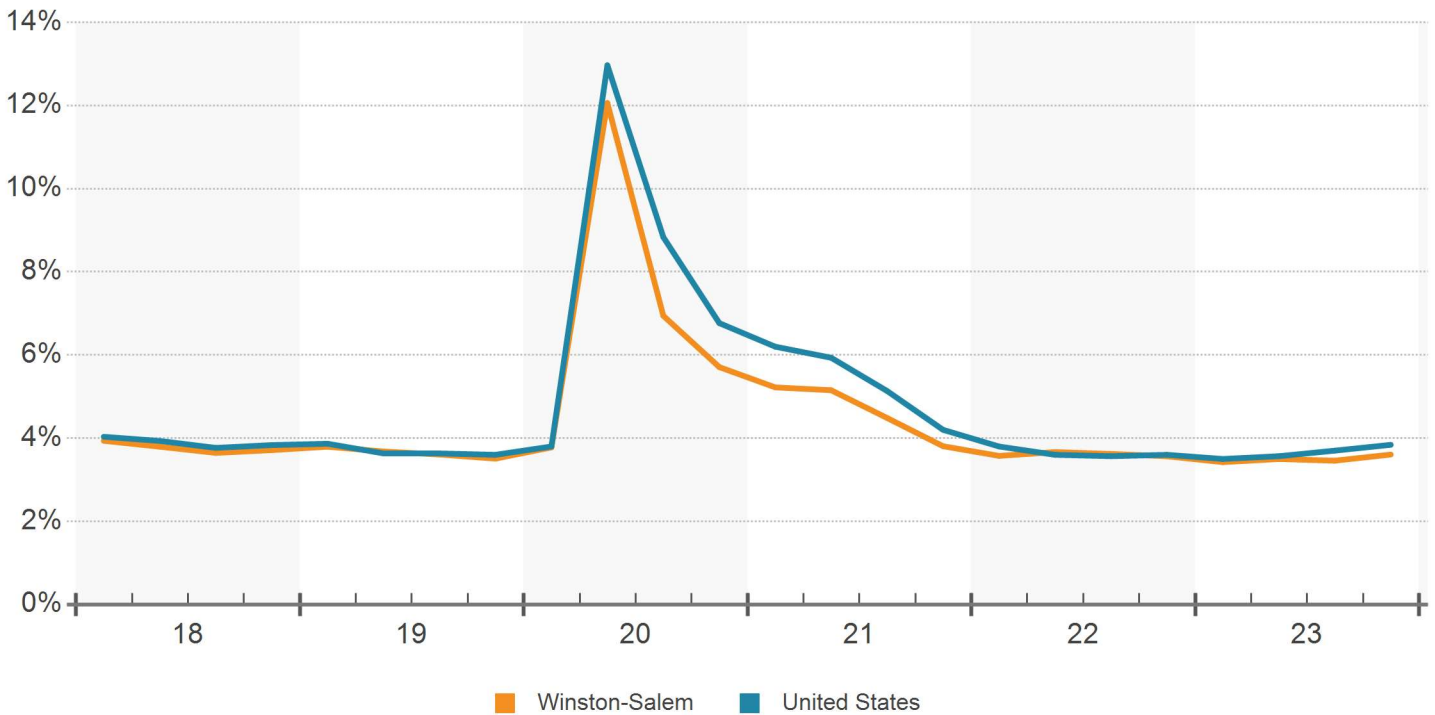
Source: Oxford Economics  
LQ = Location Quotient

## JOB GROWTH (YOY)

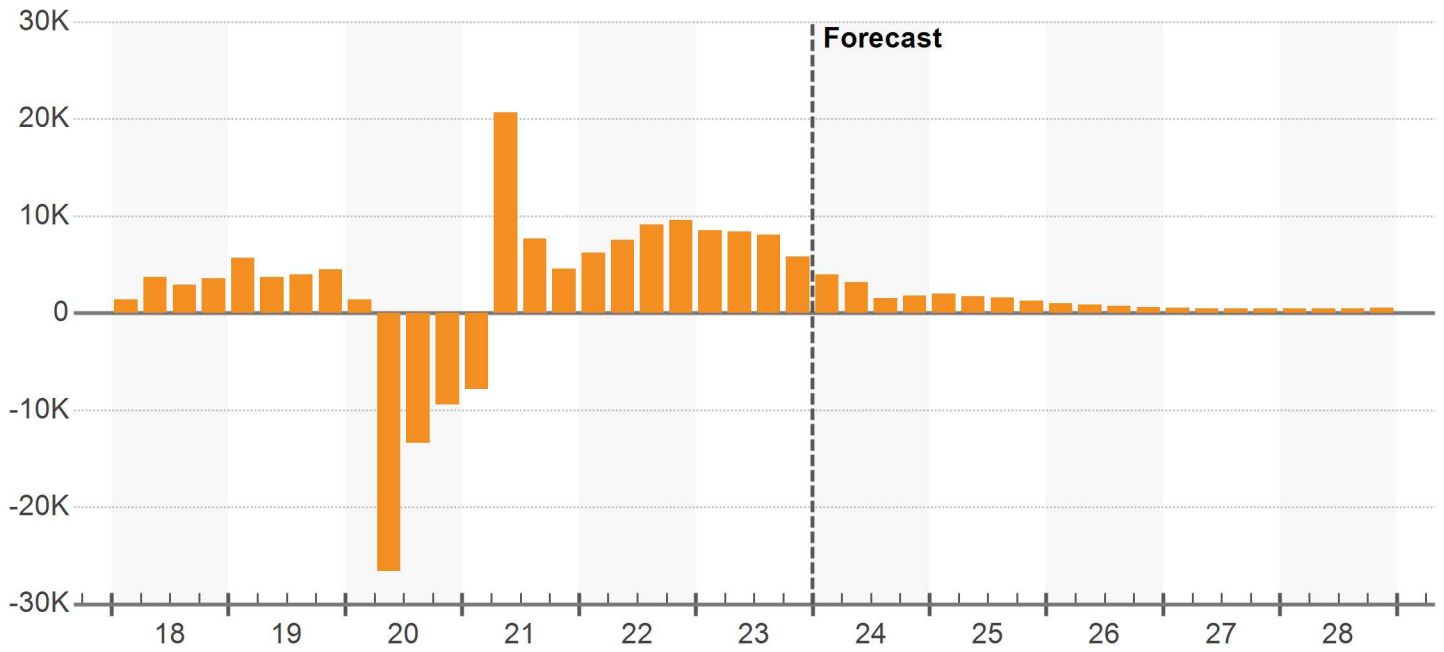


Source: Oxford Economics

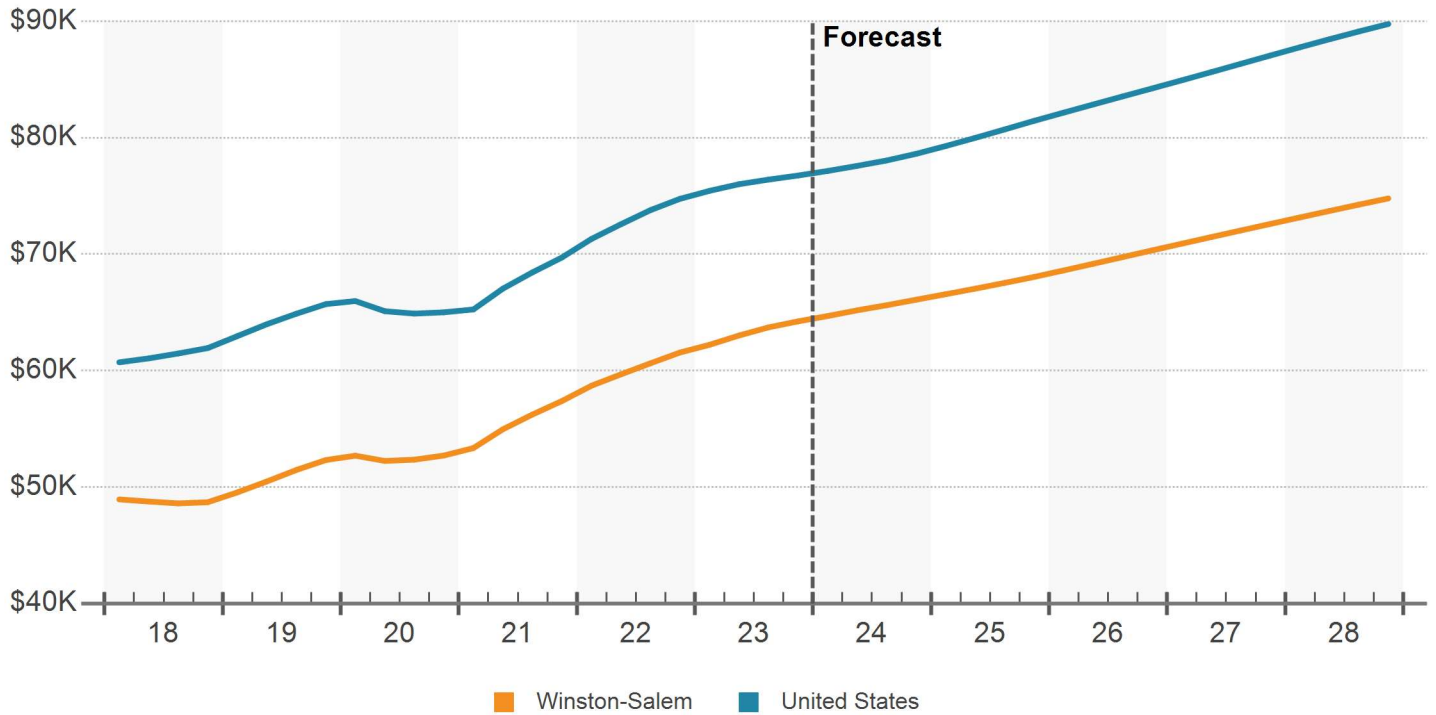
## UNEMPLOYMENT RATE (%)



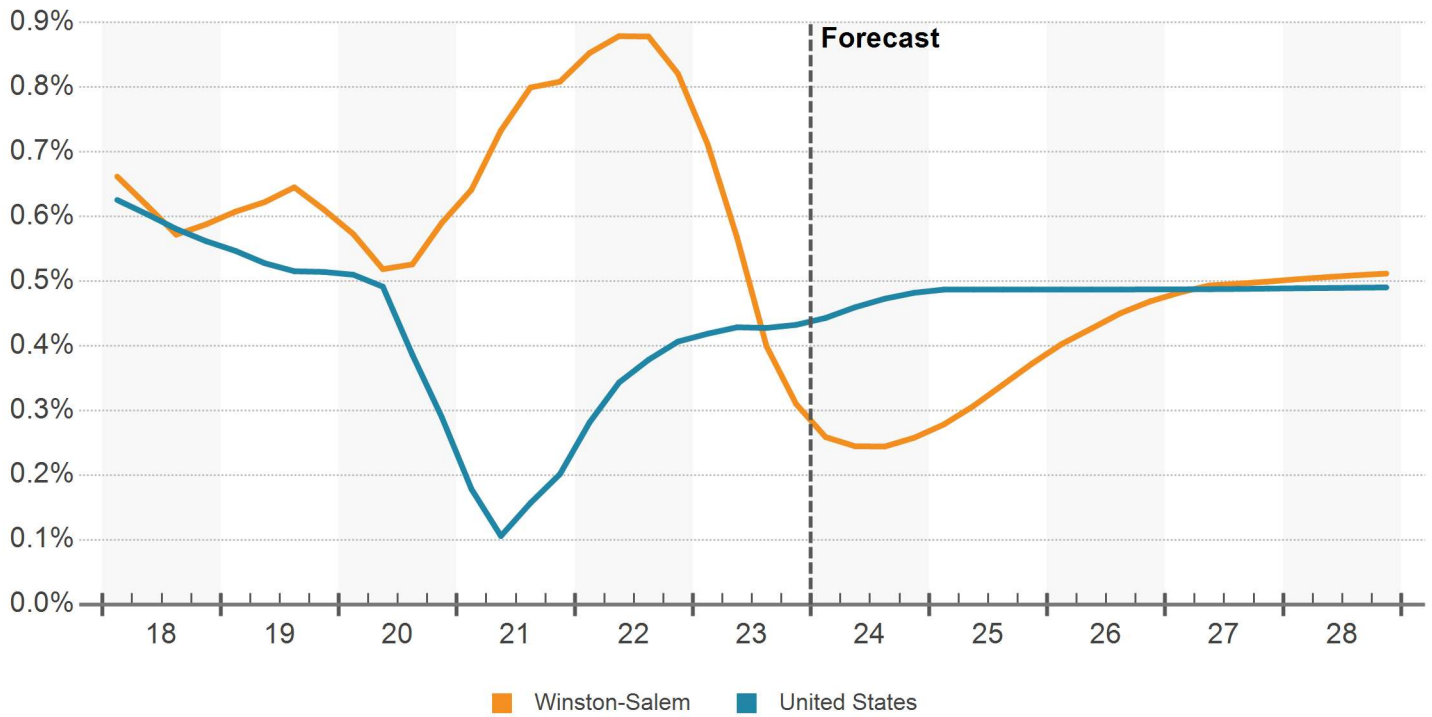
## NET EMPLOYMENT CHANGE (YOY)



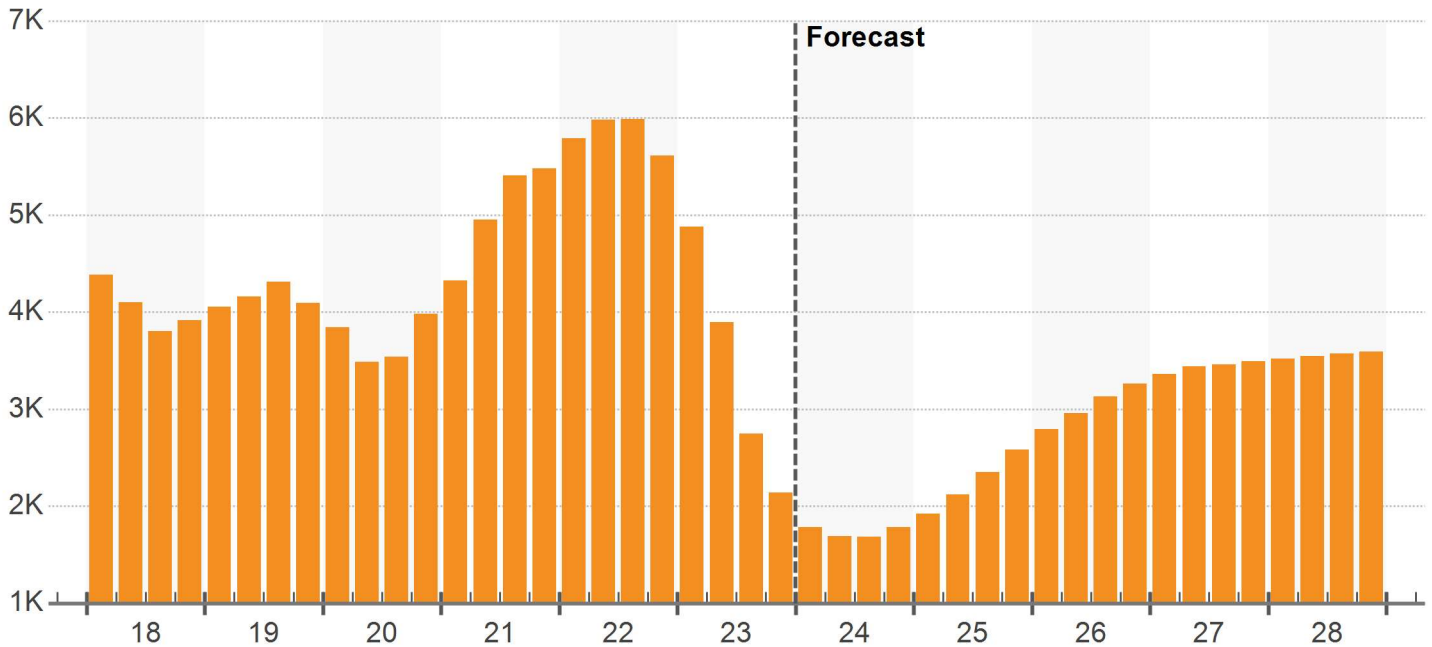
## MEDIAN HOUSEHOLD INCOME



## POPULATION GROWTH (YOY %)



## NET POPULATION CHANGE (YOY)

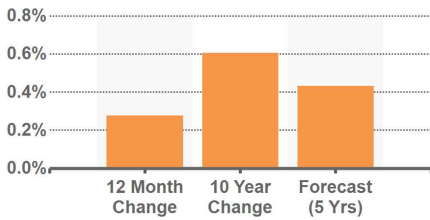


## DEMOGRAPHIC TRENDS

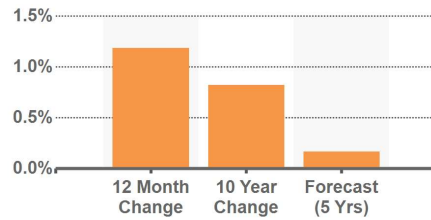
Demographic Category	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Metro	US	Metro	US	Metro	US	Metro	US
Population	691,918	335,355,188	0.3%	0.4%	0.6%	0.5%	0.4%	0.5%
Households	280,295	130,959,336	0.4%	0.6%	0.7%	0.9%	0.5%	0.6%
Median Household Income	\$64,525	\$77,006	4.1%	2.4%	4.2%	3.9%	3.1%	3.2%
Labor Force	336,882	168,724,219	1.2%	1.8%	0.8%	0.8%	0.2%	0.2%
Unemployment	3.6%	3.8%	0.1%	0.3%	-0.3%	-0.3%	-	-

Source: Oxford Economics

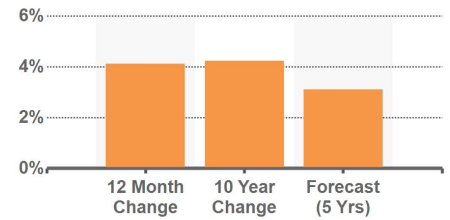
### POPULATION GROWTH



### LABOR FORCE GROWTH



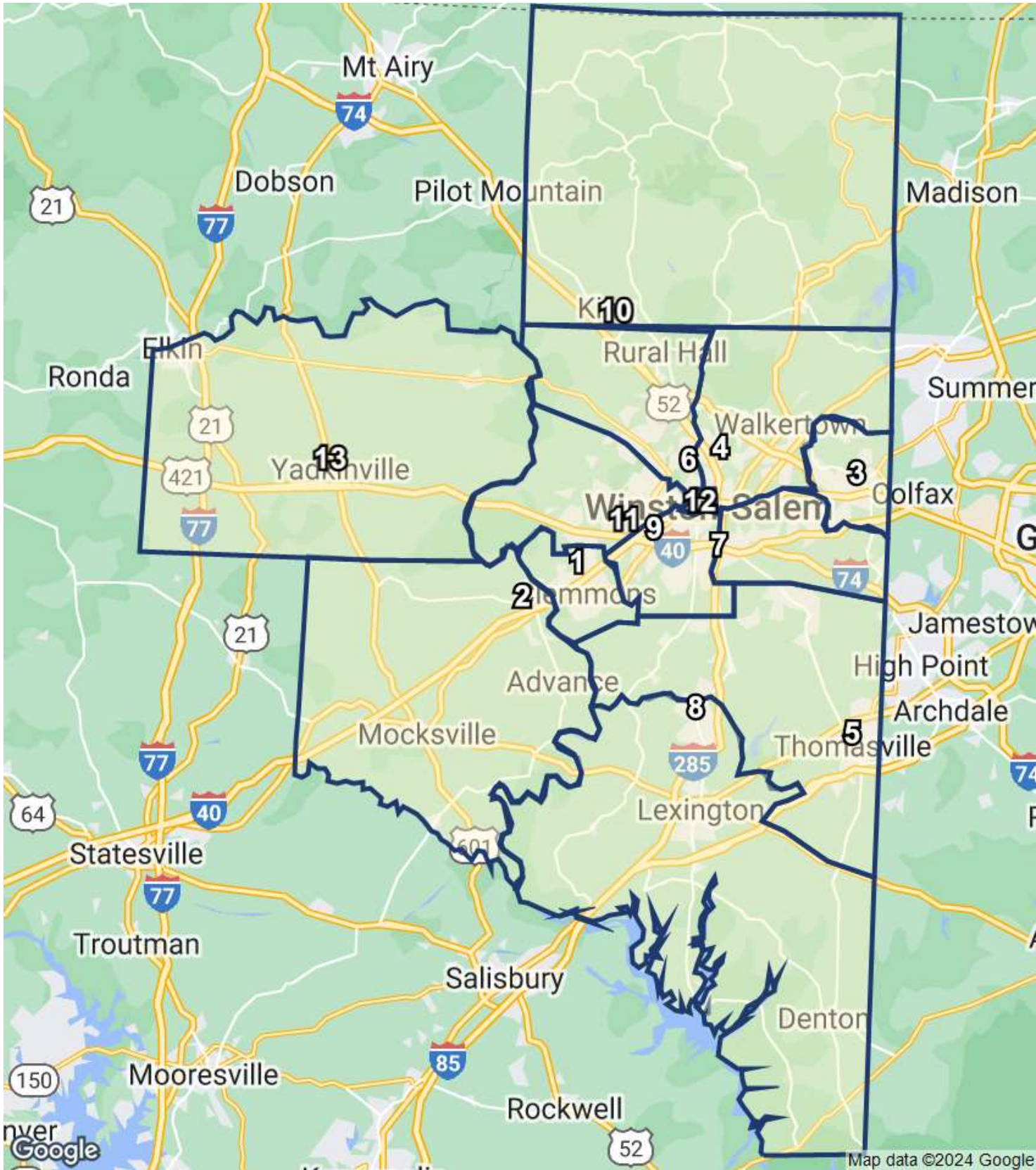
### INCOME GROWTH



Source: Oxford Economics

# Submarkets

## WINSTON-SALEM 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	Clemmons	68	646	2.8%	9	0	0	0%	-	0	-	-	-
2	Davie County	92	632	2.7%	10	1	0	0.1%	3	0	-	-	-
3	Kernersville	154	959	4.1%	5	0	0	0%	-	0	-	-	-
4	NE Forsyth County	65	764	3.2%	8	0	0	0%	-	0	-	-	-
5	North Davidson County	118	884	3.8%	6	0	0	0%	-	0	-	-	-
6	NW Forsyth County	160	3,564	15.2%	3	0	0	0%	-	0	-	-	-
7	SE Forsyth County	37	224	1.0%	12	0	0	0%	-	0	-	-	-
8	South Davidson County	218	1,249	5.3%	4	0	0	0%	-	0	-	-	-
9	South Forsyth County	528	6,415	27.3%	2	0	0	0%	-	0	-	-	-
10	Stokes County	30	115	0.5%	13	0	0	0%	-	0	-	-	-
11	Western Forsyth County	112	855	3.6%	7	1	7	0.8%	2	0	-	-	-
12	Winston-Salem CBD	215	6,935	29.5%	1	1	70	1.0%	1	0	-	-	-
13	Yadkin County	66	266	1.1%	11	0	0	0%	-	0	-	-	-

## SUBMARKET RENT

No.	Submarket	Market Asking Rent		12 Month Market Asking Rent		QTD Annualized Market Asking Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Clemmons	\$17.39	6	1.4%	10	0.4%	7
2	Davie County	\$18	3	1.7%	6	0.4%	6
3	Kernersville	\$16.84	8	1.6%	9	0.4%	5
4	NE Forsyth County	\$13.09	13	1.3%	12	0.4%	3
5	North Davidson County	\$15.10	12	1.6%	8	0.7%	1
6	NW Forsyth County	\$17.50	4	1.8%	4	0.2%	12
7	SE Forsyth County	\$16.79	9	2.1%	1	0.3%	11
8	South Davidson County	\$16.86	7	1.2%	13	0.3%	9
9	South Forsyth County	\$18.42	2	1.7%	7	0.3%	10
10	Stokes County	\$16.08	11	1.7%	5	0.4%	4
11	Western Forsyth County	\$17.39	5	1.8%	3	0.3%	8
12	Winston-Salem CBD	\$19.27	1	1.4%	11	0%	13
13	Yadkin County	\$16.79	10	1.9%	2	0.4%	2



## SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Clemmons	66,540	10.3%	11	20,833	3.2%	3	-
2	Davie County	26,568	4.2%	5	(11,883)	-1.9%	11	-
3	Kernersville	41,193	4.3%	6	(16,067)	-1.7%	12	-
4	NE Forsyth County	14,050	1.8%	1	6,950	0.9%	5	-
5	North Davidson County	185,116	20.9%	12	4,007	0.5%	6	-
6	NW Forsyth County	342,187	9.6%	10	(50,830)	-1.4%	13	-
7	SE Forsyth County	11,125	5.0%	8	(3,225)	-1.4%	8	-
8	South Davidson County	30,938	2.5%	2	(6,175)	-0.5%	10	-
9	South Forsyth County	293,051	4.6%	7	92,102	1.4%	2	-
10	Stokes County	4,750	4.1%	4	(4,750)	-4.1%	9	-
11	Western Forsyth County	31,074	3.6%	3	11,459	1.3%	4	0.6
12	Winston-Salem CBD	536,543	7.7%	9	251,005	3.6%	1	0.3
13	Yadkin County	-	-	-	0	0%	-	-

# Supply & Demand Trends

Winston-Salem Office

## OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	23,401,879	(21,712)	-0.1%	(58,959)	-0.3%	-
2027	23,423,591	(21,677)	-0.1%	(66,193)	-0.3%	-
2026	23,445,268	(21,818)	-0.1%	(36,835)	-0.2%	-
2025	23,467,086	(22,999)	-0.1%	(69,198)	-0.3%	-
2024	23,490,085	52,547	0.2%	247,760	1.1%	0.2
YTD	23,507,538	70,000	0.3%	350,052	1.5%	0.2
2023	23,437,538	8,200	0%	39,532	0.2%	0.2
2022	23,429,338	(126,484)	-0.5%	(117,883)	-0.5%	-
2021	23,555,822	(70,636)	-0.3%	(383,897)	-1.6%	-
2020	23,626,458	32,240	0.1%	39,836	0.2%	0.8
2019	23,594,218	(125,626)	-0.5%	(363,433)	-1.5%	-
2018	23,719,844	97,040	0.4%	528,063	2.2%	0.2
2017	23,622,804	9,032	0%	59,425	0.3%	0.2
2016	23,613,772	36,287	0.2%	57,735	0.2%	0.6
2015	23,577,485	91,808	0.4%	174,338	0.7%	0.5
2014	23,485,677	(217,282)	-0.9%	(426,403)	-1.8%	-
2013	23,702,959	386,243	1.7%	312,043	1.3%	1.2
2012	23,316,716	175,672	0.8%	258,306	1.1%	0.7

## 4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	4,122,216	2,684	0.1%	(7,183)	-0.2%	-
2027	4,119,532	2,730	0.1%	(8,968)	-0.2%	-
2026	4,116,802	2,499	0.1%	(4,683)	-0.1%	-
2025	4,114,303	1,285	0%	(11,040)	-0.3%	-
2024	4,113,018	70,000	1.7%	56,893	1.4%	1.2
YTD	4,113,018	70,000	1.7%	80,325	2.0%	0.9
2023	4,043,018	1,200	0%	(86,075)	-2.1%	-
2022	4,041,818	0	0%	252,815	6.3%	0
2021	4,041,818	0	0%	(94,738)	-2.3%	-
2020	4,041,818	3,634	0.1%	85,317	2.1%	0
2019	4,038,184	0	0%	48,336	1.2%	0
2018	4,038,184	92,640	2.3%	261,799	6.5%	0.4
2017	3,945,544	0	0%	(1,611)	0%	-
2016	3,945,544	54,004	1.4%	108,302	2.7%	0.5
2015	3,891,540	89,408	2.4%	48,393	1.2%	1.8
2014	3,802,132	60,000	1.6%	(342,372)	-9.0%	-
2013	3,742,132	98,000	2.7%	81,899	2.2%	1.2
2012	3,644,132	118,326	3.4%	95,068	2.6%	1.2

# Supply & Demand Trends

Winston-Salem Office

## 3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	9,970,528	0	0%	(16,739)	-0.2%	-
2027	9,970,528	0	0%	(18,002)	-0.2%	-
2026	9,970,528	0	0%	(4,865)	0%	-
2025	9,970,528	0	0%	(17,456)	-0.2%	-
2024	9,970,528	0	0%	244,725	2.5%	0
YTD	9,970,528	0	0%	265,434	2.7%	0
2023	9,970,528	7,000	0.1%	58,342	0.6%	0.1
2022	9,963,528	(73,265)	-0.7%	(293,843)	-2.9%	-
2021	10,036,793	15,312	0.2%	(206,889)	-2.1%	-
2020	10,021,481	77,350	0.8%	71,429	0.7%	1.1
2019	9,944,131	(109,830)	-1.1%	(301,698)	-3.0%	-
2018	10,053,961	4,400	0%	208,663	2.1%	0
2017	10,049,561	18,668	0.2%	5,889	0.1%	3.2
2016	10,030,893	42,512	0.4%	(100,475)	-1.0%	-
2015	9,988,381	2,400	0%	22,278	0.2%	0.1
2014	9,985,981	(262,945)	-2.6%	(247,556)	-2.5%	-
2013	10,248,926	284,199	2.9%	308,128	3.0%	0.9
2012	9,964,727	36,859	0.4%	108,477	1.1%	0.3

## 1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2028	9,309,135	(24,396)	-0.3%	(35,037)	-0.4%	-
2027	9,333,531	(24,407)	-0.3%	(39,223)	-0.4%	-
2026	9,357,938	(24,317)	-0.3%	(27,287)	-0.3%	-
2025	9,382,255	(24,284)	-0.3%	(40,702)	-0.4%	-
2024	9,406,539	(17,453)	-0.2%	(53,858)	-0.6%	-
YTD	9,423,992	0	0%	4,293	0%	0
2023	9,423,992	0	0%	67,265	0.7%	0
2022	9,423,992	(53,219)	-0.6%	(76,855)	-0.8%	-
2021	9,477,211	(85,948)	-0.9%	(82,270)	-0.9%	-
2020	9,563,159	(48,744)	-0.5%	(116,910)	-1.2%	-
2019	9,611,903	(15,796)	-0.2%	(110,071)	-1.1%	-
2018	9,627,699	0	0%	57,601	0.6%	0
2017	9,627,699	(9,636)	-0.1%	55,147	0.6%	-
2016	9,637,335	(60,229)	-0.6%	49,908	0.5%	-
2015	9,697,564	0	0%	103,667	1.1%	0
2014	9,697,564	(14,337)	-0.1%	163,525	1.7%	-
2013	9,711,901	4,044	0%	(77,984)	-0.8%	-
2012	9,707,857	20,487	0.2%	54,761	0.6%	0.4

### OVERALL RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$18.07	125	-0.1%	0.7%	1,824,438	7.8%	0.2%
2027	\$18.09	125	-0.1%	0.7%	1,784,386	7.6%	0.2%
2026	\$18.11	126	0.3%	0.9%	1,736,926	7.4%	0.1%
2025	\$18.06	125	0.2%	0.6%	1,718,965	7.3%	0.2%
2024	\$18.02	125	0.3%	0.3%	1,669,732	7.1%	-0.8%
YTD	\$17.96	125	1.6%	0%	1,583,135	6.7%	-1.2%
2023	\$17.96	125	2.1%	0%	1,863,187	7.9%	-0.1%
2022	\$17.59	122	6.1%	-2.1%	1,894,519	8.1%	0%
2021	\$16.58	115	6.1%	-7.7%	1,903,120	8.1%	1.4%
2020	\$15.62	108	-4.8%	-13.0%	1,589,859	6.7%	0%
2019	\$16.40	114	5.7%	-8.6%	1,597,455	6.8%	1.0%
2018	\$15.51	108	4.2%	-13.6%	1,359,648	5.7%	-1.8%
2017	\$14.89	103	-0.4%	-17.1%	1,790,671	7.6%	-0.2%
2016	\$14.95	104	2.5%	-16.7%	1,841,064	7.8%	-0.1%
2015	\$14.58	101	3.9%	-18.8%	1,862,512	7.9%	-0.4%
2014	\$14.04	97	-2.4%	-21.8%	1,945,042	8.3%	1.0%
2013	\$14.39	100	1.2%	-19.9%	1,730,921	7.3%	0.2%
2012	\$14.22	99	3.4%	-20.8%	1,656,721	7.1%	-0.4%

### 4 & 5 STAR RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$23.53	129	-0.1%	0.6%	327,342	7.9%	0.2%
2027	\$23.55	129	-0.1%	0.7%	317,512	7.7%	0.3%
2026	\$23.58	129	0.3%	0.8%	305,851	7.4%	0.2%
2025	\$23.51	129	0.2%	0.5%	298,704	7.3%	0.3%
2024	\$23.45	128	0.2%	0.2%	286,413	7.0%	0.2%
YTD	\$23.38	128	0.5%	0%	262,981	6.4%	-0.4%
2023	\$23.39	128	0.8%	0%	273,306	6.8%	2.2%
2022	\$23.22	127	5.5%	-0.8%	186,031	4.6%	-6.3%
2021	\$22.01	120	4.3%	-5.9%	438,846	10.9%	2.3%
2020	\$21.10	115	0.7%	-9.8%	344,108	8.5%	-2.0%
2019	\$20.95	115	4.0%	-10.4%	425,791	10.5%	-1.2%
2018	\$20.16	110	-0.5%	-13.8%	474,127	11.7%	-4.6%
2017	\$20.25	111	1.5%	-13.4%	643,286	16.3%	0%
2016	\$19.95	109	4.2%	-14.7%	641,675	16.3%	-1.6%
2015	\$19.14	105	3.2%	-18.2%	695,973	17.9%	0.7%
2014	\$18.55	102	3.2%	-20.7%	654,958	17.2%	10.6%
2013	\$17.97	98	0.2%	-23.2%	247,586	6.6%	0.3%
2012	\$17.94	98	0.3%	-23.3%	231,485	6.4%	0.4%

### 3 STAR RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$18.57	124	-0.2%	0.1%	1,018,578	10.2%	0.2%
2027	\$18.60	124	-0.2%	0.3%	1,001,839	10.0%	0.2%
2026	\$18.65	124	0.2%	0.5%	983,837	9.9%	0%
2025	\$18.61	124	0.1%	0.3%	978,972	9.8%	0.2%
2024	\$18.59	124	0.2%	0.2%	961,516	9.6%	-2.5%
YTD	\$18.56	124	2.4%	0%	940,804	9.4%	-2.7%
2023	\$18.55	124	3.3%	0%	1,206,238	12.1%	-0.5%
2022	\$17.95	120	5.9%	-3.2%	1,257,580	12.6%	2.3%
2021	\$16.96	113	4.9%	-8.6%	1,037,002	10.3%	2.2%
2020	\$16.17	108	-10.9%	-12.9%	814,801	8.1%	0%
2019	\$18.15	121	5.9%	-2.2%	808,880	8.1%	2.0%
2018	\$17.15	114	8.3%	-7.6%	617,012	6.1%	-2.0%
2017	\$15.83	106	4.4%	-14.7%	821,275	8.2%	0.1%
2016	\$15.17	101	3.5%	-18.3%	808,496	8.1%	1.4%
2015	\$14.65	98	-4.3%	-21.0%	665,509	6.7%	-0.2%
2014	\$15.31	102	0%	-17.5%	685,387	6.9%	0%
2013	\$15.31	102	-1.1%	-17.5%	700,776	6.8%	-0.4%
2012	\$15.48	103	3.4%	-16.6%	724,705	7.3%	-0.7%

### 1 & 2 STAR RENT & VACANCY

Year	Market Asking Rent				Vacancy		
	Per SF	Index	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2028	\$15.17	125	0.1%	1.5%	478,518	5.1%	0.2%
2027	\$15.16	125	0%	1.4%	465,035	5.0%	0.2%
2026	\$15.16	125	0.4%	1.4%	447,238	4.8%	0.1%
2025	\$15.09	124	0.4%	0.9%	441,289	4.7%	0.2%
2024	\$15.03	124	0.6%	0.6%	421,803	4.5%	0.4%
YTD	\$14.96	123	1.2%	0.1%	379,350	4.0%	0%
2023	\$14.95	123	1.4%	0%	383,643	4.1%	-0.7%
2022	\$14.74	122	6.8%	-1.4%	450,908	4.8%	0.3%
2021	\$13.81	114	9.2%	-7.6%	427,272	4.5%	0%
2020	\$12.65	104	0.6%	-15.4%	430,950	4.5%	0.7%
2019	\$12.57	104	6.9%	-15.9%	362,784	3.8%	1.0%
2018	\$11.76	97	1.8%	-21.3%	268,509	2.8%	-0.6%
2017	\$11.55	95	-7.9%	-22.7%	326,110	3.4%	-0.7%
2016	\$12.54	103	0.1%	-16.1%	390,893	4.1%	-1.1%
2015	\$12.52	103	16.8%	-16.3%	501,030	5.2%	-1.1%
2014	\$10.72	88	-9.4%	-28.3%	604,697	6.2%	-1.8%
2013	\$11.84	98	5.1%	-20.8%	782,559	8.1%	0.8%
2012	\$11.26	93	5.6%	-24.7%	700,531	7.2%	-0.4%

### 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
2028	-	-	-	-	-	-	\$147.52	166	10.1%
2027	-	-	-	-	-	-	\$144.28	163	10.3%
2026	-	-	-	-	-	-	\$140.73	159	10.6%
2025	-	-	-	-	-	-	\$137.39	155	10.8%
2024	-	-	-	-	-	-	\$139.57	157	10.6%
YTD	12	\$7.7M	1.0%	\$1,100,786	\$33.67	7.3%	\$149.74	169	9.9%
2023	71	\$59.5M	3.7%	\$1,293,480	\$85.84	8.8%	\$148.77	168	10.0%
2022	107	\$153.4M	6.5%	\$1,723,544	\$104.18	6.5%	\$154.62	174	9.5%
2021	87	\$54.4M	2.6%	\$788,357	\$97.64	7.6%	\$152.12	172	8.7%
2020	86	\$129.7M	6.0%	\$1,879,790	\$95.60	7.3%	\$139.53	157	9.1%
2019	117	\$245.8M	4.6%	\$2,731,287	\$252.15	8.6%	\$138.32	156	9.2%
2018	80	\$134.2M	5.5%	\$2,795,445	\$117.86	7.2%	\$130.45	147	9.0%
2017	70	\$97.8M	6.2%	\$2,126,317	\$74.80	8.1%	\$127.35	144	8.7%
2016	73	\$30.3M	4.5%	\$673,535	\$41.53	8.8%	\$133.01	150	8.1%
2015	70	\$105.3M	5.3%	\$2,239,872	\$91.24	7.1%	\$130.23	147	8.0%
2014	61	\$86.1M	5.8%	\$1,832,659	\$92.94	8.1%	\$126.05	142	8.0%
2013	59	\$140.9M	6.7%	\$2,875,672	\$90.22	10.4%	\$120.92	136	8.2%

(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
2028	-	-	-	-	-	-	\$149.34	146	11.5%
2027	-	-	-	-	-	-	\$145.98	143	11.7%
2026	-	-	-	-	-	-	\$142.30	139	12.0%
2025	-	-	-	-	-	-	\$138.84	136	12.2%
2024	-	-	-	-	-	-	\$140.98	138	12.0%
YTD	-	-	-	-	-	-	\$151.30	148	11.4%
2023	1	\$22.5M	10.4%	\$22,500,000	\$53.57	-	\$150.39	147	11.4%
2022	1	\$14M	10.5%	\$14,000,000	\$32.88	-	\$157.46	154	10.7%
2021	-	-	-	-	-	-	\$166.36	163	9.2%
2020	1	\$22.7M	4.2%	\$22,727,156	\$133.88	-	\$153.09	150	9.6%
2019	-	-	-	-	-	-	\$148.92	146	9.7%
2018	1	\$62M	13.5%	\$62,000,000	\$113.54	7.0%	\$146.29	143	9.0%
2017	2	\$30.9M	14.6%	\$15,472,040	\$53.72	-	\$149.29	146	8.3%
2016	-	-	-	-	-	-	\$159.38	156	7.7%
2015	-	-	-	-	-	-	\$155.60	153	7.6%
2014	3	\$53.1M	18.2%	\$26,550,000	\$152.66	7.7%	\$158.66	156	7.3%
2013	1	\$67.2M	11.2%	\$67,200,000	\$160	10.8%	\$151.53	149	7.6%

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### 3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$167.10	172	9.6%
2027	-	-	-	-	-	-	\$163.56	168	9.8%
2026	-	-	-	-	-	-	\$159.66	164	10.1%
2025	-	-	-	-	-	-	\$156.02	160	10.3%
2024	-	-	-	-	-	-	\$158.78	163	10.1%
YTD	2	\$4.1M	2.0%	\$2,050,000	\$20.50	-	\$170.83	175	9.4%
2023	17	\$19.2M	2.0%	\$1,922,750	\$183.42	-	\$169.79	174	9.5%
2022	27	\$74.1M	6.8%	\$2,745,093	\$109.22	6.3%	\$175.96	181	9.0%
2021	29	\$22.5M	2.9%	\$1,124,347	\$82.89	7.9%	\$169.59	174	8.4%
2020	23	\$71.6M	7.7%	\$3,411,833	\$93.67	7.7%	\$156.24	160	8.8%
2019	40	\$134.3M	5.6%	\$4,197,475	\$252.23	7.9%	\$157.24	161	8.7%
2018	19	\$47.3M	4.3%	\$2,958,804	\$131.81	6.7%	\$146.06	150	8.7%
2017	22	\$56.1M	6.1%	\$3,115,953	\$91.66	8.3%	\$140.65	144	8.5%
2016	22	\$12.4M	5.6%	\$951,446	\$42.76	9.0%	\$145.43	149	8.0%
2015	16	\$90.1M	8.6%	\$6,004,456	\$105.05	7.5%	\$141.98	146	7.9%
2014	14	\$16.8M	4.4%	\$2,095,228	\$45.87	-	\$137.67	141	7.9%
2013	13	\$60.6M	9.4%	\$4,662,494	\$62.76	-	\$130.62	134	8.1%

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### 1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2028	-	-	-	-	-	-	\$126	171	10.0%
2027	-	-	-	-	-	-	\$123.12	167	10.2%
2026	-	-	-	-	-	-	\$120	163	10.5%
2025	-	-	-	-	-	-	\$117.03	159	10.7%
2024	-	-	-	-	-	-	\$118.61	161	10.5%
YTD	10	\$3.6M	0.5%	\$721,100	\$125.08	7.3%	\$126.73	172	9.9%
2023	53	\$17.8M	2.6%	\$507,788	\$105.57	8.8%	\$125.81	171	9.9%
2022	79	\$65.3M	4.5%	\$1,070,129	\$177.32	6.8%	\$130.77	178	9.4%
2021	58	\$31.9M	3.3%	\$651,219	\$111.64	7.4%	\$127.39	173	8.9%
2020	62	\$35.3M	4.9%	\$751,699	\$83.72	7.0%	\$115.92	158	9.3%
2019	77	\$111.5M	5.5%	\$1,922,356	\$252.06	9.4%	\$113.67	154	9.4%
2018	60	\$24.8M	3.5%	\$801,306	\$106.49	7.7%	\$107	145	9.3%
2017	46	\$10.8M	2.7%	\$414,590	\$90.05	7.9%	\$103.69	141	9.0%
2016	51	\$17.9M	5.4%	\$560,634	\$40.72	8.7%	\$108.35	147	8.5%
2015	54	\$15.2M	4.1%	\$475,224	\$51.30	6.2%	\$106.71	145	8.3%
2014	44	\$16.3M	2.5%	\$439,815	\$76.22	8.8%	\$99.52	135	8.5%
2013	45	\$13.1M	2.0%	\$374,158	\$74.38	10.0%	\$97.29	132	8.5%

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