

# NAR Commercial Real Estate Metro Market Report | 2022.Q1

## Dover, DE

Core-Based Statistical Area Code:

20100

The Dover, DE commercial real estate market is not as strong compared to the overall U.S. market.

NAR Commercial Real Estate Market Conditions Index\*

28.0

Overall economic conditions are not as strong than nationally.  
 The apartment property market is not as strong than nationally.  
 The office property market is not as strong than nationally.  
 The industrial property market is about the same than nationally.  
 The retail property market is not as strong than nationally.  
 The hotel/lodging property market is about the same than nationally.

### I. Economic and Demographic

Economic	Dover, DE			U.S.			
	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Total non-farm employment ('000)	70	70	68	149,912	150,352	143,308	
Y/Y chg. in nonfarm payroll employment ('000)	2	2	(2)	6,604	6,747	(6,644)	
Y/Y % chg. in nonfarm payroll employment	2.3%	2.2%	-2.8%	4.6%	4.7%	-4.4%	Job creation is weaker than nationally
Unemployment rate (%)	5.0%	5.1%	6.6%	3.6%	3.9%	6.0%	Unemployment rate is higher than nationally
Average weekly wages	\$819	\$854	\$798	\$1,099	\$1,092	\$1,049	
Wage growth, year-over-year	2.6%	6.7%	1.8%	4.7%	5.2%	6.9%	Wages are rising at a slower pace than nationally
	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	
GDP growth (%)	-0.5%	7.8%	4.6%	-3.4%	2.3%	2.9%	
	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	
<b>Demographic</b>							
Net domestic migration ('000)	1.7	1.9	1.6	0	0	0	Area is experiencing net domestic in-migration
Population ('000)	182	181	179	331,501	328,330	326,838	
Population growth (%)	0.42%	1.42%	1.24%	0.97%	0.46%	0.53%	Population growth is slower than nationally

### II. Multifamily

Demand indicators	Dover, DE			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	3.4%	4.3%	1.4%	4.9%	4.8%	6.0%	The area has a lower vacancy rate than nationally
Absorption of units over the quarter	48	(15)	10	58,097	61,951	187,113	
Absorption of units in past 12 months	92	54	69	568,362	697,378	498,721	
Absorption in past 12 months as % of inventory	1.9%	1.1%	1.5%	3.3%	4.1%	3.0%	The area has lower absorption than nationally
Market asking rent per unit	\$1,370	\$1,351	\$1,227	\$1,587	\$1,553	\$1,425	
Market asking rent per unit, y/y % chg	11.6%	12.1%	8.8%	11.4%	11.3%	2.4%	
Effective rent per unit	\$1,364	\$1,344	\$1,224	\$1,578	\$1,543	\$1,406	
Effective rent per unit, y/y % chg	11.5%	11.8%	8.8%	12.2%	12.2%	1.8%	Rents are rising more slowly than nationally
Rent as a percent of 2-person annual wage income	19.2%	18.1%	17.7%	16.5%	16.3%	15.4%	Renting is less affordable than nationally
	<b>Supply indicators</b>						
Inventory	4,763	4,715	4,671	17,251,546	17,194,020	16,685,925	
Net delivered units in past 12 months	192	192	-	387,022	391,271	417,342	
Net delivered units, as % of inventory	4.0%	4.1%	-	2.2%	2.3%	2.5%	
Units under construction	-	-	192	774,864	744,997	732,144	
Units under construction, as % of inventory	-	-	4.1%	4.5%	4.3%	4.4%	
Ratio of jobs created to net delivered units (as of latest available month of the quarter)	8.3	7.8	-	17.1	17.2	(15.9)	Fewer jobs per delivered units than nationally
	<b>Sales transactions</b>						
Total investment acquisitions (in million \$)	-	\$1	-	\$50,395	\$113,844	\$30,199	
Transaction sales price per unit	-	\$99,000	-	\$220,078	\$227,367	\$157,676	
Market cap rate	5.8%	5.7%	5.8%	5.1%	5.1%	5.2%	Cap rates are higher than nationally

### III. Office

Demand indicators	Dover, DE			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	12.4%	13.0%	12.5%	12.2%	12.1%	11.7%	The area has a higher vacancy rate than nationally
Absorption in sq.ft. over the quarter	29,469	26	(34,513)	3,410,230	11,127,334	(43,926,356)	
Absorption in sq.ft. over 12 months	2,189	(61,793)	(32,779)	5,610,472	(41,726,112)	(119,807,672)	
Absorption in past 12 months as % of inventory	0.0%	-1.3%	-0.7%	0.1%	-0.6%	-1.7%	The area has lower absorption than nationally
Market rent per sq.ft.	\$21.5	\$21.5	\$21.3	\$34.7	\$34.6	\$34.4	
Market rent growth, y/y % chg.	0.9%	0.8%	0.6%	0.8%	0.4%	-2.1%	Rents are rising faster than nationally
Y/Y chg. in professional/business services jobs ('000) (as of latest available month of the quarter)	0.4	0.4	0.2	1,153	1,161	(283)	Stronger office job creation than nationally
	<b>Supply indicators</b>						
Inventory in sq. ft.	4,638,670	4,609,201	4,636,481	7,256,351,232	7,252,931,072	7,250,434,560	
Net delivered over 12 months, in sq.ft.	-	28,000	28,000	54,741,303	57,123,296	47,997,877	
Net delivered units, as % of inventory	-	0.6%	0.6%	0.8%	0.8%	0.7%	
Under construction in sq.ft.	-	-	-	143,665,184	143,194,512	153,944,000	
Under construction, as % of inventory	-	-	-	2.0%	2.0%	2.1%	
	<b>Sales transactions</b>						
Total investment acquisitions (in million \$)	\$1	\$22	\$6	\$26,711	\$35,335	\$17,487	Sales transactions are not rising as fast than nationally
Transaction sale price per sq.ft.	\$125	\$105	\$143	\$324	\$295	\$325	Prices are not rising as fast than nationally
Market cap rate	9.2%	9.2%	9.1%	7.0%	7.0%	7.0%	Cap rates are higher than nationally

- Some data may not be available for the quarter

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## Dover, DE

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20100

### IV. Industrial

	Dover, DE			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
<b>Demand indicators</b>							
Vacancy rate	3.9%	5.9%	6.3%	4.1%	4.2%	5.3%	The area has lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	170,842	427,583	(50,010)	98,463,552	139,649,760	92,218,864	
Absorption in sq.ft. over 12 months	637,447	416,595	(14,846)	521,957,216	515,712,512	267,819,536	The area has stronger absorption than nationally
Absorption in past 12 months as % of inventory	7.6%	5.0%	-0.2%	3.1%	3.1%	1.6%	
Market rent per sq.ft.	\$6.7	\$6.6	\$6.2	\$10.2	\$9.9	\$9.2	Rent growth is slower than nationally
Market rent growth, y/y % chg.	8.5%	8.2%	5.6%	11.0%	9.3%	5.5%	
<b>Supply indicators</b>							
Inventory in sq. ft.	8,426,690	8,255,848	7,789,243	16,970,607,616	16,872,123,392	16,448,452,608	
Net delivered over 12 months, in sq.ft.	457,500	457,500	-	316,015,277	299,570,240	290,668,397	More deliveries relative to inventory than nationally
Net delivered units, as % of inventory	5.4%	5.5%	-	1.9%	1.8%	1.8%	
Under construction in sq.ft.	-	-	457,500	591,536,384	531,512,224	391,175,904	
Under construction, as % of inventory	-	-	5.9%	3.5%	3.2%	2.4%	
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$1	\$12	-	\$21,817	\$51,629	\$16,323	
Transaction sale price per sq.ft.	\$50	\$44	-	\$140	\$136	\$105	Cap rates are higher than nationally
Market cap rate	6.9%	6.8%	7.1%	6.3%	6.3%	6.3%	
<b>V. Retail</b>							
<b>Demand indicators</b>							
Vacancy rate	2.3%	2.6%	2.7%	4.5%	4.7%	5.1%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	24,365	14,305	21,262	24,405,304	24,416,072	3,996,477	
Absorption in sq.ft. over 12 months	42,520	39,417	147,801	94,035,968	73,627,144	(22,757,808)	The area has lower absorption than nationally
Absorption in past 12 months as % of inventory	0.4%	0.4%	1.5%	0.8%	0.7%	-0.2%	
Market rent per sq.ft.	\$15.5	\$15.5	\$15.2	\$22.9	\$22.6	\$22.0	Rent growth is slower than nationally
Market rent growth, y/y % chg.	2.3%	2.7%	1.1%	3.9%	3.1%	1.1%	
Y/Y chg.in retail trade payroll employment ('000) (as of latest available month of the quarter)	0.30	0.20	(0.20)	570.90	382.90	(187.70)	The area has stronger retail trade job creation than nationally
<b>Supply indicators</b>							
Inventory in sq. ft.	10,093,329	10,068,964	10,050,809	11,256,099,840	11,231,675,392	11,161,937,920	
Net delivered over 12 months, in sq.ft.	-	-	11,465	19,624,738	21,905,704	37,703,262	
Net delivered units, as % of inventory	-	-	0.1%	0.2%	0.2%	0.3%	
Under construction in sq.ft.	8,050	8,050	-	54,194,816	56,052,512	54,297,696	Construction activity is slower than nationally
Under construction, as % of inventory	0.1%	0.1%	-	0.5%	0.5%	0.5%	
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$7	\$19	\$8	\$22,755	\$33,245	\$12,773	Sales transactions are not rising as fast than nationally
Transaction sale price per sq.ft.	\$109	\$230	\$162	\$219	\$226	\$182	Prices are not rising as fast than nationally
Market cap rate	7.5%	7.4%	7.2%	6.8%	6.8%	6.8%	Cap rates are higher than nationally
<b>VI. Hotel/Lodging</b>							
Leisure and hospitality payroll workers ('000)	6.7	6.7	6.4	14,939	14,804	12,876	Job creation in the leisure industry is stronger than nationally
Y/Y change ('000)	0.3	0.5	(1.3)	2,063.0	2,337.0	(2,869.0)	Lower fraction of workers in leisure industry than nationally
% share to nonfarm payroll employment	9.6%	9.5%	9.4%	10.0%	9.8%	9.0%	

- Some data may not be available for the quarter

Sources of data used: CoStar®, US Census Bureau, US Bureau of Labor Statistics, and US Bureau of Economic Analysis.

\*An index below 50 means local market conditions are weaker than nationally, above 50 means local market conditions are stronger, and 50 means local market conditions are about the same as nationally.

NAR derived the index by assigning 1 point for each indicator where local market conditions are better than the national (US) condition.

The total points for each local market are divided by the number of variables that are available at the local area, with 25 indicators if all the data are available. The fraction is multiplied by 100 to get the index.

Economic data may not be available for all markets. In some submarkets or metropolitan divisions (e.g., Long Island) reported by CoStar®, the economic data that is reported (e.g. employment) is of the metropolitan area (New York-Newark-Jersey City). The 390 markets in this report are based on the CoStar® market areas.

NAR reserves the right to add new variables or drop variables that comprise the index based on its analysis of variables that impact market trends.

Market cap rate is based on CoStar proprietary model that is based on both sales transaction cap rates and modeled cap rates based on characteristics of comparable properties in the geographic area.

Data may not be available for some markets or property types.

For information about this report, email data@nar.realtor.

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# NAR Commercial Real Estate Metro Market Report | 2022.Q1

## Philadelphia-Camden-Wilmington, PA-NJ-DE-MD

Core-Based Statistical Area Code: 37980

The Philadelphia-Camden-Wilmington, PA-NJ-DE-MD commercial real estate market is not as strong compared to the overall U.S. market. NAR Commercial Real Estate Market Conditions Index\* 28.0

Overall economic conditions are not as strong than nationally.  
 The apartment property market is not as strong than nationally.  
 The office property market is not as strong than nationally.  
 The industrial property market is not as strong than nationally.  
 The retail property market is not as strong than nationally.  
 The hotel/lodging property market is stronger than nationally.

### I. Economic and Demographic

Economic	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD			U.S.			
	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Total non-farm employment ('000)	2,924	2,947	2,811	149,912	150,352	143,308	
Y/Y chg.in nonfarm payroll employment ('000)	114	132	(155)	6,604	6,747	(6,644)	
Y/Y % chg. in nonfarm payroll employment	4.0%	4.7%	-5.2%	4.6%	4.7%	-4.4%	Job creation is weaker than nationally
Unemployment rate (%)	4.8%	5.5%	7.1%	3.6%	3.9%	6.0%	Unemployment rate is higher than nationally
Average weekly wages	\$1,117	\$1,128	\$1,100	\$1,099	\$1,092	\$1,049	
Wage growth, year-over-year	1.5%	1.5%	7.2%	4.7%	5.2%	6.9%	Wages are rising at a slower pace than nationally
	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	
GDP growth (%)	-4.0%	1.6%	1.6%	-3.4%	2.3%	2.9%	
	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	
<b>Demographic</b>							
Net domestic migration ('000)	(10.8)	(11.1)	(14.1)	0	0	0	Area is experiencing net domestic out-migration
Population ('000)	6,242	6,105	6,097	331,501	328,330	326,838	
Population growth (%)	2.25%	0.13%	0.24%	0.97%	0.46%	0.53%	Population is growing faster than nationally

### II. Multifamily

Demand indicators	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	3.8%	3.7%	5.1%	4.9%	4.8%	6.0%	The area has a lower vacancy rate than nationally
Absorption of units over the quarter	688	1,220	3,193	58,097	61,951	187,113	
Absorption of units in past 12 months	10,224	12,729	8,589	568,362	697,378	498,721	
Absorption in past 12 months as % of inventory	3.2%	4.0%	2.8%	3.3%	4.1%	3.0%	The area has lower absorption than nationally
Market asking rent per unit	\$1,579	\$1,551	\$1,437	\$1,587	\$1,553	\$1,425	
Market asking rent per unit, y/y % chg	9.8%	10.1%	3.7%	11.4%	11.3%	2.4%	
Effective rent per unit	\$1,571	\$1,543	\$1,420	\$1,578	\$1,543	\$1,406	
Effective rent per unit, y/y % chg	10.7%	11.1%	3.0%	12.2%	12.2%	1.8%	Rents are rising more slowly than nationally
Rent as a percent of 2-person annual wage income	16.2%	15.7%	14.9%	16.5%	16.3%	15.4%	Renting is more affordable than nationally
	<b>2022 Q1</b>	<b>2021 Q4</b>	<b>2021 Q1</b>	<b>2022 Q1</b>	<b>2021 Q4</b>	<b>2021 Q1</b>	
<b>Supply indicators</b>							
Inventory	320,494	319,818	310,335	17,251,546	17,194,020	16,685,925	
Net delivered units in past 12 months	5,978	6,021	6,336	387,022	391,271	417,342	
Net delivered units, as % of inventory	1.9%	1.9%	2.0%	2.2%	2.3%	2.5%	
Units under construction	15,812	12,702	12,052	774,864	744,997	732,144	
Units under construction, as % of inventory	4.9%	4.0%	3.9%	4.5%	4.3%	4.4%	Construction is stronger than nationally
Ratio of jobs created to net delivered units (as of latest available month of the quarter)	19.0	21.9	(24.4)	17.1	17.2	(15.9)	More jobs per delivered units than nationally
	<b>2022 Q1</b>	<b>2021 Q4</b>	<b>2021 Q1</b>	<b>2022 Q1</b>	<b>2021 Q4</b>	<b>2021 Q1</b>	
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$516	\$1,300	\$161	\$50,395	\$113,844	\$30,199	Sales transactions are rising faster than nationally
Transaction sales price per unit	\$179,343	\$212,336	\$107,715	\$220,078	\$227,367	\$157,676	Prices are rising faster nationally
Market cap rate	5.2%	5.2%	5.3%	5.1%	5.1%	5.2%	Cap rates are higher than nationally

### III. Office

Demand indicators	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	10.2%	9.9%	9.8%	12.2%	12.1%	11.7%	The area has a lower vacancy rate than nationally
Absorption in sq.ft. over the quarter	(1,023,670)	443,984	(1,436,158)	3,410,230	11,127,334	(43,926,356)	
Absorption in sq.ft. over 12 months	(1,007,976)	(1,420,464)	(4,628,156)	5,610,472	(41,726,112)	(119,807,672)	
Absorption in past 12 months as % of inventory	-0.3%	-0.5%	-1.6%	0.1%	-0.6%	-1.7%	The area has lower absorption than nationally
Market rent per sq.ft.	\$26.8	\$26.8	\$26.5	\$34.7	\$34.6	\$34.4	
Market rent growth, y/y % chg.	1.1%	1.0%	0.2%	0.8%	0.4%	-2.1%	Rents are rising faster than nationally
Y/Y chg.in professional/business services jobs ('000) (as of latest available month of the quarter)	25.1	20.5	(6.9)	1,153	1,161	(283)	Stronger office job creation than nationally
	<b>2022 Q1</b>	<b>2021 Q4</b>	<b>2021 Q1</b>	<b>2022 Q1</b>	<b>2021 Q4</b>	<b>2021 Q1</b>	
<b>Supply indicators</b>							
Inventory in sq. ft.	289,940,928	290,964,608	290,939,680	7,256,351,232	7,252,931,072	7,250,434,560	
Net delivered over 12 months, in sq.ft.	484,458	376,969	4,892	54,741,303	57,123,296	47,997,877	More delivered space relative to inventory than nationally
Net delivered units, as % of inventory	0.2%	0.1%	0.0%	0.8%	0.8%	0.7%	
Under construction in sq.ft.	2,571,873	2,419,568	3,030,429	143,665,184	143,194,512	153,944,000	
Under construction, as % of inventory	0.9%	0.8%	1.0%	2.0%	2.0%	2.1%	Construction activity is slower than nationally
	<b>2022 Q1</b>	<b>2021 Q4</b>	<b>2021 Q1</b>	<b>2022 Q1</b>	<b>2021 Q4</b>	<b>2021 Q1</b>	
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$752	\$705	\$570	\$26,711	\$35,335	\$17,487	Sales transactions are not rising as fast than nationally
Transaction sale price per sq.ft.	\$233	\$139	\$261	\$324	\$295	\$325	Prices are not rising as fast than nationally
Market cap rate	8.0%	8.0%	7.9%	7.0%	7.0%	7.0%	Cap rates are higher than nationally

- Some data may not be available for the quarter

# NAR Commercial Real Estate Metro Market Report | 2022.Q1

## Philadelphia-Camden-Wilmington, PA-NJ-DE-MD

Core-Based Statistical Area Code:

37980

### IV. Industrial

Demand indicators	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	4.3%	4.4%	5.0%	4.1%	4.2%	5.3%	The area has higher vacancy rate than nationally
Absorption in sq.ft. over the quarter	2,152,734	1,687,882	1,500,688	98,463,552	139,649,760	92,218,864	
Absorption in sq.ft. over 12 months	15,767,836	15,115,790	6,147,704	521,957,216	515,712,512	267,819,536	
Absorption in past 12 months as % of inventory	2.8%	2.7%	1.1%	3.1%	3.1%	1.6%	The area has lower absorption than nationally
Market rent per sq.ft.	\$9.1	\$8.8	\$8.0	\$10.2	\$9.9	\$9.2	
Market rent growth, y/y % chg.	13.1%	12.3%	8.3%	11.0%	9.3%	5.5%	Rents are rising faster than nationally
<b>Supply indicators</b>							
Inventory in sq. ft.	556,230,272	554,077,504	540,462,400	16,970,607,616	16,872,123,392	16,448,452,608	
Net delivered over 12 months, in sq.ft.	12,530,668	11,472,708	2,650,959	316,015,277	299,570,240	290,668,397	
Net delivered units, as % of inventory	2.3%	2.1%	0.5%	1.9%	1.8%	1.8%	More deliveries relative to inventory than nationally
Under construction in sq.ft.	22,111,944	21,441,358	19,330,724	591,536,384	531,512,224	391,175,904	
Under construction, as % of inventory	4.0%	3.9%	3.6%	3.5%	3.2%	2.4%	More delivered space relative to inventory than nationally
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$383	\$2,606	\$475	\$21,817	\$51,629	\$16,323	Sales transactions are not rising as fast as nationally
Transaction sale price per sq.ft.	\$77	\$118	\$75	\$140	\$136	\$105	Prices are not rising as fast than nationally
Market cap rate	6.5%	6.5%	6.6%	6.3%	6.3%	6.3%	Cap rates are higher than nationally

### V. Retail

Demand indicators	Philadelphia-Camden-Wilmington, PA-NJ-DE-MD			U.S.			
	2022 Q1	2021 Q4	2021 Q1	2022 Q1	2021 Q4	2021 Q1	
Vacancy rate	4.8%	4.9%	5.3%	4.5%	4.7%	5.1%	The area has a higher vacancy rate than nationally
Absorption in sq.ft. over the quarter	291,283	948,613	(87,651)	24,405,304	24,416,072	3,996,477	
Absorption in sq.ft. over 12 months	1,531,519	1,152,585	(2,561,258)	94,035,968	73,627,144	(22,757,808)	
Absorption in past 12 months as % of inventory	0.5%	0.4%	-0.8%	0.8%	0.7%	-0.2%	The area has lower absorption than nationally
Market rent per sq.ft.	\$20.9	\$20.9	\$20.7	\$22.9	\$22.6	\$22.0	
Market rent growth, y/y % chg.	1.0%	1.5%	1.8%	3.9%	3.1%	1.1%	Rent growth is slower than nationally
Y/Y chg.in retail trade payroll employment ('000) (as of latest available month of the quarter)	8.40	11.30	(6.90)	570.90	382.90	(187.70)	The area has stronger retail trade job creation than nationally
<b>Supply indicators</b>							
Inventory in sq. ft.	318,583,424	318,292,128	317,053,888	11,256,099,840	11,231,675,392	11,161,937,920	
Net delivered over 12 months, in sq.ft.	-229,389	-885,451	-435,903	19,624,738	21,905,704	37,703,262	Relatively more units delivered than nationally
Net delivered units, as % of inventory	-0.1%	-0.3%	-0.1%	0.2%	0.2%	0.3%	Less delivered space relative to inventory than nationally
Under construction in sq.ft.	623,664	620,368	928,634	54,194,816	56,052,512	54,297,696	
Under construction, as % of inventory	0.2%	0.2%	0.3%	0.5%	0.5%	0.5%	Construction activity is slower than nationally
<b>Sales transactions</b>							
Total investment acquisitions (in million \$)	\$549	\$896	\$263	\$22,755	\$33,245	\$12,773	Sales transactions are rising faster than nationally
Transaction sale price per sq.ft.	\$172	\$176	\$150	\$219	\$226	\$182	Prices are not rising as fast than nationally
Market cap rate	7.1%	7.1%	7.1%	6.8%	6.8%	6.8%	Cap rates are higher than nationally

### VI. Hotel/Lodging

	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	2022 Q1 (March)	2021 Q4 (Dec)	2021 Q1 (March)	
Leisure and hospitality payroll workers ('000)	235.1	240.6	197.9	14,939	14,804	12,876	
Y/Y change ('000)	37.2	55.4	(61.4)	2,063.0	2,337.0	(2,869.0)	Job creation in the leisure industry is stronger than nationally
% share to nonfarm payroll employment	8.0%	8.2%	7.0%	10.0%	9.8%	9.0%	Lower fraction of workers in leisure industry than nationally

- Some data may not be available for the quarter

Sources of data used: CoStar®, US Census Bureau, US Bureau of Labor Statistics, and US Bureau of Economic Analysis.

\*An index below 50 means local market conditions are weaker than nationally, above 50 means local market conditions are stronger, and 50 means local market conditions are about the same as nationally.

NAR derived the index by assigning 1 point for each indicator where local market conditions are better than the national (US) condition.

The total points for each local market are divided by the number of variables that are available at the local area, with 25 indicators if all the data are available. The fraction is multiplied by 100 to get the index.

Economic data may not be available for all markets. In some submarkets or metropolitan divisions (e.g., Long Island) reported by CoStar®, the economic data that is reported (e.g. employment) is of the metropolitan area (New York-Newark-Jersey City). The 390 markets in this report are based on the CoStar® market areas.

NAR reserves the right to add new variables or drop variables that comprise the index based on its analysis of variables that impact market trends.

Market cap rate is based on CoStar proprietary model that is based on both sales transaction cap rates and modeled cap rates based on characteristics of comparable properties in the geographic area.

Data may not be available for some markets or property types.

For information about this report, email data@nar.realtor.

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