COMMERCIAL REAL ESTATE REPORT Q3 2022

Demographics and Economy

Demographics

0.4%	32.0%	-2.1%	49.4%
population growth	share of renters	renter household formation	share of inbound moves
(2020-2021)	(2021)	(2021)	(Jan-Sept 2022)

Economy

-3.0%	3,100	2.0%	-3.8%
GDP growth (2021) U.S.: 5.9 %	12-month job creation (September 2022)	1-year job growth (September 2022) U.S.: 3.9%	1-year wage growth (September 2022) <i>U.S.:</i> 4.8%
\$44,462	3.8%	8.7%	34.2%
Average wage per year (September 2022) U.S.: \$49,100	unemployment rate (September 2022)	share of workers teleworking (2021) U.S.: 17.9%	inbound businesses moves (Jan-Sept 2022)

Commercial Real Estate by Sector

Demand for office space is **stronger than nationwide** as this area has a faster absorption of office space. As a result, rent prices rose faster than nationwide and vacancy rate is lower in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
Q3 2022	-32,229	79,364	2.6%	\$18	3.3%
Q3 2021	24,389	-15,557	4.9%	\$17	4.4%
	Inventory SF	Net Delivered SF	Net Delivered SF 12	Total Sales Volume	Market Cap Rate

	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
Q3 2022	7,404,888	0	0	\$1,100,000	9.2%
Q3 2021	7,404,888	0	-34,640	\$2,615,466	8.9%

2. Multifamily

Demand for multifamily space is **weaker than nationwide** as this area has a slower absorption of multifamily space. Despite weaker conditions, rent prices rose faster than nationwide. However, vacancy rate is higher in this area.

	Absorption Units	Absorption Units 12 Months	Market Asking Rent Growth 12 Months	Market Asking Rent/Unit	Market Effective Rent/Unit	Vacancy Rate
Q3 2022	116.0	105.0	9.2%	\$965	\$959	6.7%
Q3 2021	1.0	115.0	8.6%	\$884	\$881	6.0%
	Inventory Un	nits Net D	elivered Units	Net Delivered Un	its 12 Mo Ma	rket Cap Rate
Q3 2022	17,018		233	233		6.5%
Q3 2021	16,785		106	106		6.7%

3. Retail

Demand for retail space is **weaker than nationwide** as this area has a slower absorption of retail space. Despite weaker conditions, rent prices rose faster than nationwide and vacancy rate is lower in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
Q3 2022	39,731	138,566	5.7%	\$15	3.1%
Q3 2021	79,385	93,400	3.7%	\$14	3.6%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
Q3 2022	23,938,680	8.4%	\$12,945,533		\$107
Q3 2021	23,923,154	8.4%	\$14,482,031		\$661

Demand for industrial space is **weaker than nationwide** as this area has a slower absorption of industrial space. Despite weaker conditions, rent prices rose faster than nationwide. However, vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
Q3 2022	24,140	-57,559	13.0%	\$8	5.3%
Q3 2021	62,400	263,730	8.5%	\$7	4.8%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
Q3 2022	13,635,723	0	5,000	7.4%	\$1,008,000

ources: NAR analysis on data from the U.S. Census Bureau, U.S. Bureau of Labor Statistics, Bureau of Economic Analysis, USPS, CoStar

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COMMERCIAL REAL ESTATE REPORT Q3 2022

Demographics and Economy

Demographics

-0.6%	34.5%	8.3%	48.0%
population growth (2020-2021) U.S.: 0.1%	share of renters (2021) U.S.: 34.5 %	renter household formation (2021) U.S.: 2.6%	share of inbound moves (Jan-Sept 2022)

Economy

-0.3%	-400.0	-0.1%	12.1%
GDP growth (2021) U.S.: 5.9 %	12-month job creation (September 2022)	1-year job growth (September 2022) U.S.: 3.9%	1-year wage growth (September 2022) <i>U.S.: 4.8</i> %
\$45,519	3.4%	8.3%	42.0%
Average wage per year (September 2022) U.S.: \$49,100	unemployment rate (September 2022) U.S.; 3.5%	share of workers teleworking (2021) U.S.: 17.9%	inbound businesses moves (Jan-Sept 2022)

Commercial Real Estate by Sector

27.882.168

Demand for office space is **stronger than nationwide** as this area has a faster absorption of office space. As a result, rent prices rose faster than nationwide and vacancy rate is lower in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
Q3 2022	17,587	158,345	2.8%	\$19	8.4%
Q3 2021	-119,286	-276,353	3.8%	\$18	8.7%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Total Sales Volume	Market Cap Rate
Q3 2022	27,971,168	3,000	89,000	\$2,415,000	10.0%

2. Multifamily

O3 2021

Demand for multifamily space is **weaker than nationwide** as this area has a slower absorption of multifamily space. Despite weaker conditions, rent prices rose faster than nationwide. However, vacancy rate is higher in this area.

0 59,105 \$3,611,250 9.2%

	Absorption Units	Absorption Units 12 Months	Market Asking Rent Growth 12 Months	Market Asking Rent/Unit	Market Effective Rent/Unit	Vacancy Rate
Q3 2022	-115	-158	7.1%	\$1,056	\$1,050	8.9%
Q3 2021	-101	535	6.9%	\$986	\$979	8.3%
	Inventory Ur	nits Net D	elivered Units	Net Delivered Un	its 12 Mo Ma	rket Cap Rate
Q3 2022	26,576		0	0		6.0%
Q3 2021	26,576		138	738		5.9%

3. Retail

Demand for retail space is **weaker than nationwide** as this area has a slower absorption of retail space.
Despite weaker conditions, rent prices rose faster than nationwide. However, vacancy rate is higher in this area.

	Net Absorption SF	Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
Q3 2022	162,932	26,666	6.1%	\$15	5.0%
Q3 2021	-48,152	79,649	3.5%	\$14	5.0%
	Inventory SF	Market Cap	Rate Total Sa	les Volume	Transaction Sale Price/SF
Q3 2022	44,674,232	7.4%	\$7,527,000		\$251
Q3 2021	44,617,582	7.9%	\$15,822,192		\$174

Demand for industrial space is **stronger than nationwide** as this area has a faster absorption of industrial space. As a result, rent prices rose faster than nationwide. However, vacancy rate is higher in this area.

	Net Absorption SF				
		Net Absorption SF 12 Months	Market Rent Growth 12 Months	Market Rent/SF	Vacancy Rate
Q3 2022	132,077	3,460,376	13.5%	\$7	5.1%
Q3 2021	104,473	-888,382	8.6%	\$6	6.9%
	Inventory SF	Net Delivered SF	Net Delivered SF 12 Months	Market Cap Rate	Total Sales Volume
Q3 2022	47,575,351	0	2,800,000	7.1%	\$3,585,000
O3 2021	44.775.351	27.863	49.968	7.1%	\$2,796,375

ources: NAR analysis on data from the U.S. Census Bureau, U.S. Bureau of Labor Statistics, Bureau of Economic Analysis, USPS, CoStar

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