

Listing Rates and Vacancy: Vacancy Rates Climb in 2022

- The average full-service equivalent listing rate was \$37.94 in October, down 0.1% year-over-year.
- The national vacancy rate was 16.3% in the month, an increase of 150 basis points over November of last year.
- Many firms have embraced remote and hybrid work in the wake of the pandemic, which has led to a widespread reduction of office footprints. This has caused vacancy rates to rise in nearly every market since the

start of the pandemic, and the trend has not slowed in 2022. Over the last 12 months, the vacancy rate has increased in 86 of the 120 markets covered by Yardi Matrix—including 22 of the top 25. Among those top 25 markets, the biggest increase in the vacancy rate since November 2021 has been in Portland (400 bps) and San Francisco (390 bps). The only top markets that have seen vacancy rates fall in the past 12 months are Boston (-170 bps), Charlotte (-120 bps) and Washington, D.C. (-80 bps).

Listings by Metro

Market	Oct-22 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$37.94	-0.1%	16.3%	150 bps		
Charlotte	\$34.09	15.9%	12.5%	-120 bps	300 South Tryon	\$44.00
San Diego	\$43.91	12.7%	14.5%	120 bps	One La Jolla Center	\$69.00
Boston	\$40.20	12.2%	8.9%	-170 bps	Kendall Square at MIT-314 Main Street	\$121.60
Miami	\$48.71	11.6%	12.7%	140 bps	830 Brickell	\$150.00
Orlando	\$23.67	7.4%	16.8%	70 bps	Celebration Medical Center	\$42.40
San Francisco	\$66.75	6.0%	19.5%	390 bps	Offices at Springline North, The	\$178.80
Seattle	\$37.18	4.8%	17.9%	190 bps	1208 Eastlake Avenue East	\$89.50
Philadelphia	\$30.76	3.5%	14.2%	200 bps	One Logan Square	\$50.07
Atlanta	\$30.05	2.5%	21.1%	130 bps	Star Metals Offices	\$58.00
Los Angeles	\$42.70	1.9%	14.6%	190 bps	100 Wilshire	\$108.00
Phoenix	\$27.44	1.8%	15.3%	130 bps	Camelback Collective	\$52.50
Washington DC	\$41.40	1.0%	14.3%	-80 bps	One Freedom Plaza	\$81.83
New Jersey	\$33.15	0.9%	17.4%	110 bps	10 Exchange Place	\$55.30
Nashville	\$30.93	0.2%	18.7%	70 bps	Three Thirty Three	\$43.88
Bay Area	\$55.64	0.0%	16.0%	30 bps	260 Homer Ave & 819 Ramona St	\$138.12
Chicago	\$27.55	-0.1%	19.7%	120 bps	300 North LaSalle Drive	\$59.46
Houston	\$29.76	-0.7%	25.2%	130 bps	Texas Tower	\$58.40
Denver	\$30.02	-0.9%	18.5%	200 bps	1144 Fifteenth Street	\$62.08
Dallas	\$28.62	-1.2%	18.5%	140 bps	17Seventeen McKinney	\$58.42
Portland	\$29.94	-1.3%	17.5%	400 bps	M Financial Plaza	\$46.40
Manhattan	\$74.75	-3.2%	14.6%	350 bps	550 Madison Avenue	\$210.00
Twin Cities	\$25.62	-3.3%	13.2%	0 bps	10 West End	\$41.33
Tampa	\$28.39	-3.4%	17.2%	60 bps	Water Street Tampa-Thousand & One	\$58.00
Austin	\$41.76	-4.0%	18.2%	100 bps	Indeed Tower	\$76.67
Brooklyn	\$44.10	-9.7%	19.4%	380 bps	200 Kent Avenue	\$75.00

Source: Yardi Matrix. Data as of October 2022. Listing rates are full service or "full service equivalent" rates for spaces available as of report period. National listing rate is an average of the top 50 markets.

Lease Rate and Occupancy Trends: Dog Days of Summer Bring Moderate National Growth

- National listing rates averaged \$36.48 in August, an increase of 0.1% over the last 12 months. The national vacancy rate was 13.4%.
- On a year-over-year basis, asking rates rose most in San Francisco (25.2%), Tampa (18.4%), Nashville (17.1%) and Austin (14.2%). Much of these increases can be attributed to large, expensive spaces entering the market and pushing the overall listing rates upward. For listing rate growth of the same-store subset of properties, San Francisco was still on top but at a more modest rate of 12.4%. Tampa (7.5%) is still somewhat hot, but Nashville (1.1%) and Austin (4.4%) show moderate growth among same-store listing rates.
- The metros with the biggest decrease in listing rates were Orlando (-5.9%) and Chicago (-5.2%). While Chicago has shaky fundamentals, a 15.2% vacancy rate and office-using employment growth of only 0.6%, Orlando is quite the opposite, with an 11.6% vacancy rate and job growth of 4.7% in office-using sectors. Same-store rates also show Chicago (-2.4%) and Orlando (-2.0%) at the bottom.

Listings by Metro

Market	August-19 Listing Rates	12-Month Change	Total Vacancy	Top Listing	Price Per Square Foot
National	\$36.48	0.1%	13.4%		
San Francisco	\$72.48	25.2%	8.0%	2180 Sand Hill Road	\$152.44
Tampa	\$29.65	18.4%	11.2%	Sparkman Wharf	\$45.00
Nashville	\$32.76	17.1%	11.0%	Three Thirty Three	\$43.88
Austin	\$42.48	14.2%	8.7%	Indeed Tower	\$70.67
Brooklyn	\$58.03	11.3%	8.2%	Brooklyn Navy Yard - Dock 72	\$73.00
Bay Area	\$46.62	7.9%	14.7%	444 Castro	\$120.67
Miami	\$38.75	4.3%	13.6%	1450 Brickell	\$67.00
Dallas	\$28.44	4.2%	18.5%	Saint Ann Court	\$56.71
Philadelphia	\$29.08	4.0%	12.8%	Three Logan Square	\$51.57
Phoenix	\$27.27	3.8%	16.6%	Camelback Collective	\$43.50
Houston	\$29.53	3.7%	21.6%	Campanile South	\$54.27
San Diego	\$38.07	3.4%	12.2%	9455 Towne Centre Drive	\$65.72
Los Angeles	\$37.73	2.7%	12.6%	9595 Wilshire	\$91.80
Twin Cities	\$26.84	2.2%	12.6%	Offices at MOA, The	\$41.00
Atlanta	\$26.24	2.1%	16.4%	Three Alliance Center	\$53.98
Charlotte	\$27.99	1.7%	10.5%	RailYard, The	\$42.00
Manhattan	\$75.67	1.5%	7.7%	101 Park Avenue	\$200.00
Portland	\$29.39	1.0%	12.4%	M Financial Plaza	\$45.90
New Jersey	\$31.28	-1.4%	20.7%	Newport-111 Town Square Place	\$62.97
Boston	\$36.35	-1.4%	9.6%	One Federal Street	\$76.00
Denver	\$27.85	-1.7%	13.5%	Platte Fifteen	\$52.80
Seattle	\$36.68	-2.6%	8.5%	188 East Blaine Street	\$79.77
Chicago	\$28.93	-5.2%	15.2%	110 North Wacker	\$60.78
Orlando	\$21.13	-5.9%	11.6%	Lake Nona Town Center-Phase II	\$36.41
Washington DC	\$38.85	N/A	14.6%	1000 F Street NW	\$83.08

Source: Yardi Matrix. Data as of August 2019. Listing rates are full service or "full service equivalent" rates for spaces available as of report period.

Listing Rates and Vacancy: Vacancy Rates Climb Across the Country

- National vacancy rates rose 40 basis points on a month-over-month basis and 80 basis points year-over-year.
- Vacancy rates continue to rise, with remote work becoming widespread and many smaller companies allowing leases to expire.
- While at the national level an 80-basis-point increase is non-trivial, some markets are experiencing significantly steeper spikes in vacancy. These markets mostly fall into one of two camps: First, gateway markets with as-

tronomical lease rates, such as San Francisco (410 bps increase y-o-y) and Manhattan (250 bps). Both workers and businesses have left these markets during the pandemic. And then there are Nashville (550 bps y-o-y) and Austin (380 bps). While both are major beneficiaries of coastal outmigration, they are also dealing with major supply pressure. Nashville's office stock increased 4.1% last year, while Austin's rose 3.9%. Combining new stock with a heavy tech industry predominantly working from home has led to the uptick in vacancy.

Listings by Metro

Market	Nov-20 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$38.32	0.2%	14.6%	80 bps		
San Diego	\$41.21	6.8%	13.9%	240 bps	RaDD - Block 1B, The	\$77.05
Bay Area	\$54.45	5.2%	15.1%	150 bps	525 University Avenue	\$168.02
New Jersey	\$32.65	4.5%	17.9%	-350 bps	Liberty Innovation Center	\$70.29
Nashville	\$30.57	3.6%	17.1%	550 bps	Broadwest	\$47.22
Washington DC	\$41.33	3.4%	15.6%	0 bps	PNC Place	\$87.29
Miami	\$42.60	2.5%	15.3%	200 bps	Two Brickell City Centre	\$75.00
Manhattan	\$85.21	2.0%	10.5%	250 bps	809 Broadway	\$155.00
Los Angeles	\$40.20	2.2%	13.6%	110 bps	100 Wilshire	\$111.00
Philadelphia	\$29.30	1.6%	12.8%	-40 bps	One Liberty Place	\$51.71
Austin	\$42.34	1.2%	12.1%	380 bps	Indeed Tower	\$70.67
Phoenix	\$27.49	1.0%	18.4%	-10 bp	One Hundred Mill	\$50.50
Charlotte	\$28.92	0.9%	12.5%	180 bps	300 South Tryon	\$42.00
Tampa	\$29.24	0.7%	12.8%	120 bps	Heights Union - West Building	\$45.00
Orlando	\$21.60	0.7%	14.9%	170 bps	250 Park Avenue South	\$40.00
Houston	\$29.52	0.0%	22.5%	60 bps	Texas Tower	\$58.40
Dallas	\$28.66	-0.3%	18.5%	80 bps	Weir's Plaza	\$63.44
Portland	\$29.60	-0.6%	13.8%	160 bps	Lloyd Center Tower	\$48.86
Atlanta	\$26.98	-0.7%	18.6%	240 bps	300 Colony Square	\$50.00
Denver	\$28.64	-1.2%	14.3%	160 bps	Platte Fifteen	\$52.80
Twin Cities	\$26.66	-1.4%	16.5%	440 bps	Offices at MOA, The	\$40.00
Chicago	\$27.99	-2.1%	15.8%	10 bps	PNC Centre at One North Franklin	\$64.30
Seattle	\$35.53	-3.8%	11.8%	360 bps	Key Center	\$62.91
Brooklyn	\$50.48	-4.8%	15.0%	240 bps	One MetroTech Center	\$65.59
Boston	\$35.05	-8.3%	11.1%	100 bps	Two Charles Park	\$95.00
San Francisco	\$64.46	-14.6%	11.8%	410 bps	2180 Sand Hill Road	\$150.84

Source: CommercialEdge. Data as of January 2021. Listing rates are full service or "full service equivalent" rates for spaces available as of report period.

Listing Rates and Vacancy: Seattle's Vacancy Rate Continues to Rise

- The national average full-service equivalent listing rate was \$37.83 per square foot in February, according to Yardi Matrix, a decrease of 1.2% year-over-year but up 48 cents from the previous month.
- The national vacancy rate was 17.9%, an increase of 140 basis points year-over-year.
- Vacancy rates have increased in recent years in tech markets including Seattle. Vacancy rates in Seattle rose 430 basis points during

the past year alone, to 22.5%. One reason is that the pandemic upended the relationship between the office and the worker. Then a wave of layoffs in the sector began in late 2022. Seattle is home to the headquarters of some of the nation's largest tech firms, such as Amazon and Microsoft, as well as dozens of smaller tech companies, many of which have been hit by layoffs. Job cut announcements have continued over the past 18 months. A recent example: Microsoft laid off 1,900 workers in January.

Listings by Metro

Market	Feb-24 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$37.83	-1.2%	17.9%	140 bps		
Boston	\$45.62	21.5%	12.2%	240 bps	Newbry, The	\$81.03
Tampa	\$30.80	8.4%	13.3%	-320 bps	Water Street Tampa-Thousand & One	\$65.50
Miami	\$49.64	5.8%	12.2%	-60 bps	701 Brickell	\$130.00
Detroit	\$22.39	4.9%	31.3%	1080 bps	One Campus Martius	\$39.13
Atlanta	\$31.54	3.1%	17.1%	-330 bps	300 Colony Square	\$52.00
New Jersey	\$34.47	2.5%	18.7%	170 bps	10 Exchange Place	\$54.30
Denver	\$30.58	1.7%	22.1%	450 bps	200 Clayton Street	\$73.00
Phoenix	\$27.82	1.6%	17.9%	80 bps	Camelback Collective	\$55.00
Philadelphia	\$31.22	-0.1%	15.5%	110 bps	Two Liberty Place	\$53.50
Washington DC	\$40.29	-0.6%	16.1%	230 bps	601 Pennsylvania Avenue NW-N Building	\$79.00
Twin Cities	\$25.84	-0.8%	16.6%	120 bps	Offices at MOA, The	\$40.00
Austin	\$40.33	-1.6%	22.1%	170 bps	Indeed Tower	\$84.21
Seattle	\$37.87	-2.0%	22.5%	430 bps	1208 Eastlake Avenue East	\$94.00
Chicago	\$27.62	-2.1%	18.0%	-120 bps	Innovation and Research Park	\$75.00
Los Angeles	\$41.78	-2.1%	16.0%	140 bps	2000 Avenue of the Stars	\$118.20
Orlando	\$24.08	-2.2%	17.1%	80 bps	105 East Robinson Street	\$42.79
Houston	\$29.46	-3.4%	24.4%	-30 bps	Texas Tower	\$62.90
Nashville	\$30.19	-4.4%	16.5%	-100 bps	Three Thirty Three	\$44.38
Dallas	\$27.62	-4.6%	21.1%	430 bps	17Seventeen McKinney	\$67.42
Manhattan	\$71.53	-4.6%	16.8%	80 bps	550 Madison Avenue	\$210.00
San Diego	\$42.80	-4.8%	16.6%	340 bps	La Jolla Commons-Tower I	\$72.60
Bay Area	\$54.12	-5.2%	20.8%	320 bps	245 Lytton Avenue	\$147.48
Portland	\$27.66	-8.2%	16.0%	-100 bps	Leland James Center	\$44.70
Charlotte	\$30.78	-10.8%	14.0%	130 bps	Morehead Place	\$46.00
San Francisco	\$59.81	-11.1%	24.0%	480 bps	Sand Hill Commons	\$204.00

Source: Yardi Matrix. Data as of February 2024. Listing rates are full-service or "full-service equivalent" rates for spaces available as of report period. National listing rate is an average of the top 50 markets.

Lease Rate and Occupancy Trends: Seattle Asking Rents Down While Same-Store Rents Rise

- Nationally, asking rents rose 0.4% over the last three months to \$36.33, while the national occupancy rate remained level at 13.7%.
- Seattle has been the worst-performing market for asking rents over three months, with the average rate down by 5.4%. However, the metro's overall performance is strong, and its 8.5% vacancy rate is among the lowest for major metros in the country. Seattle's office market has seen robust growth in same-store rents, which have increased by \$0.43 per square foot over the last three months.
- Seattle's drop in asking rents has been driven by new occupancies at several buildings, including 188 E. Blaine St., which formerly was known as 1818 Fairview Ave. East. About 80,000 square feet of the newly opened building was leased at \$71 per square foot in the second quarter and is no longer available, reducing the average rate for asking rent in the market. The 198,000-square-foot building, owned by Alexandria Real Estate Equities, is part of a life science and technology campus adjacent to Lake Union.

Listings by Metro

Market	May-19 Listing Rates	3-Month Change	Total Vacancy	Top Listing	Price Per Square Foot
National	\$36.33	0.4%	13.7%		
Brooklyn	\$54.30	10.0%	9.7%	Brooklyn Navy Yard - Dock 72	\$73.00
Houston	\$29.78	3.8%	20.8%	Texas Tower	\$59.90
San Francisco	\$69.43	3.8%	8.1%	Sand Hill Commons	\$150.00
Orlando	\$22.22	3.1%	11.8%	GuideWell Innovation Center	\$34.66
Bay Area	\$47.25	2.7%	15.2%	444 Castro	\$120.67
Charlotte	\$28.03	2.7%	10.5%	RailYard, The	\$42.00
Nashville	\$29.22	2.4%	9.9%	Three Thirty Three	\$43.88
Twin Cities	\$26.55	1.5%	11.9%	Offices at MOA, The	\$41.00
San Diego	\$37.31	1.0%	12.5%	Campus Pointe-Alexandria GradLabs	\$67.58
Austin	\$38.48	0.8%	9.5%	Indeed Tower	\$70.67
Tampa	\$25.82	0.7%	11.7%	MetWest International-MetWest One	\$40.00
Manhattan	\$75.04	0.7%	8.4%	101 Park Avenue	\$200.00
Miami	\$38.28	0.6%	13.6%	1450 Brickell	\$67.00
Denver	\$27.93	0.6%	13.7%	Platte Fifteen	\$52.80
New Jersey	\$32.10	0.6%	20.4%	150 John F. Kennedy Pkwy	\$56.78
Washington DC	\$39.37	0.4%	14.6%	1000 F Street NW	\$83.08
Los Angeles	\$38.19	0.3%	13.4%	9595 Wilshire	\$91.80
Portland	\$28.11	-0.1%	12.7%	Clay Pavilion	\$45.55
Chicago	\$29.80	-0.3%	14.7%	110 North Wacker	\$60.78
Phoenix	\$26.96	-0.3%	17.2%	Hayden Ferry Lakeside I	\$46.50
Dallas	\$27.90	-0.6%	18.7%	Saint Ann Court	\$56.71
Atlanta	\$25.90	-1.1%	16.0%	Three Alliance Center	\$52.98
Philadelphia	\$29.01	-2.3%	13.0%	Three Logan Square	\$56.57
Boston	\$37.63	-4.7%	9.9%	One Federal Street	\$76.00
Seattle	\$36.54	-5.4%	8.5%	188 East Blaine Street	\$71.77

Source: Yardi Matrix. Data as of 6/17/19. Listing rates are full service or "full service equivalent" rates for spaces available as of report period.

Listing Rates and Vacancy: Submarket Variance High in Denver

- The national average full-service equivalent listing rate in June was \$37.82, according to Yardi Matrix, an increase of 0.6% over the previous year.
- The national vacancy rate in June was 17.1%, an increase of 180 basis points year-over-year.
- Vacancy rates in Denver have increased 310 basis points in the last 12 months, and vacancy currently sits at 20.4%, one of the highest figures among the top 25 markets.

Denver also has one of the highest rates of remote work, according to data from the Census Bureau's American Community Survey. Recently, the city government joined other cities in paying an outside consulting firm to study the feasibility of converting largely vacant towers in the CBD into housing. Not every area in the market is struggling to fill space, however—the CBD's 31.7% vacancy rate is more than double those of more in-demand submarkets like Lower Downtown and Cherry Creek.

Listings by Metro

Market	Jun-23 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$37.82	0.6%	17.1%	180 bps		
Boston	\$48.28	22.8%	10.6%	90 bps	Kendall Center-255 Main Street	\$126.34
San Diego	\$46.83	12.6%	15.5%	270 bps	One La Jolla Center	\$69.00
Philadelphia	\$30.92	6.3%	12.9%	-20 bps	Two Liberty Place	\$53.50
New Jersey	\$34.51	5.5%	17.3%	10 bps	10 Exchange Place	\$55.30
Twin Cities	\$27.25	5.5%	17.5%	350 bps	Tractor Works Building, The	\$40.71
Orlando	\$24.50	4.6%	14.2%	-30 bps	Heritage Park	\$42.00
Atlanta	\$30.68	4.1%	19.4%	-100 bps	300 Colony Square	\$52.00
Seattle	\$38.68	3.4%	20.1%	420 bps	1208 Eastlake Avenue East	\$95.00
Phoenix	\$27.73	2.9%	18.8%	490 bps	Camelback Collective	\$55.00
Washington DC	\$40.57	1.7%	14.6%	10 bps	455 Massachusetts Ave NW	\$76.00
Denver	\$30.62	1.6%	20.4%	310 bps	1144 Fifteenth Street	\$63.50
Los Angeles	\$42.18	0.4%	13.4%	30 bps	100 Wilshire	\$108.00
Chicago	\$27.40	0.4%	18.9%	-70 bps	300 North LaSalle Drive	\$59.46
Nashville	\$30.27	0.0%	17.5%	-90 bps	Three Thirty Three	\$44.38
San Francisco	\$63.61	0.0%	21.1%	360 bps	Sand Hill Collection-The Quad	\$195.60
Tampa	\$27.92	-0.1%	14.8%	100 bps	Water Street Tampa-Thousand & One	\$59.00
Austin	\$42.23	-0.4%	19.9%	300 bps	Indeed Tower	\$82.34
Houston	\$30.39	-0.4%	23.4%	-30 bps	Texas Tower	\$60.90
Miami	\$46.93	-0.6%	12.7%	80 bps	830 Brickell	\$137.50
Manhattan	\$70.56	-2.8%	17.2%	330 bps	550 Madison Avenue	\$210.00
Portland	\$28.71	-4.3%	15.7%	170 bps	12th & Morrison	\$47.01
Bay Area	\$53.62	-5.6%	18.2%	260 bps	325 Lytton Avenue	\$160.20
Dallas	\$27.16	-7.1%	17.5%	-30 bps	Rosewood Court	\$58.43
Brooklyn	\$44.47	-8.1%	12.8%	-400 bps	200 Kent Avenue	\$75.00
Charlotte	\$30.69	-8.3%	11.8%	-260 bps	Rotunda Building, The	\$44.42

Source: Yardi Matrix. Data as of June 2023. Listing rates are full-service or "full-service equivalent" rates for spaces available as of report period. National listing rate is an average of the top 50 markets.