

Listing Rates: Rates Not Yet Affected in March

- Average full-service equivalent listing rates have yet to respond to the pandemic. Average rates nationally were \$37.99 per square foot, down only 26 cents from February (-0.7%).
- Although counterintuitive considering the dismaying news coming out of New York, Manhattan had the highest year-over-year growth for full-service equivalent rates in March and was number one (13.3%) in same-store growth, as well. Other leaders in same-store growth in March were San Francisco (8.3%), Seattle (6.7%) and Tampa (6.2%).
- While it is currently seeing the worst impacts of COVID-19 in the nation, Manhattan's office market entered the crisis with large increases in average rates over the last two quarters and sported a vacancy rate of 7.4%. Moreover, with very little leasing activity taking place, lowering rates would have no impact, anyway. We likely won't see significant movement in rates until shelter-in-place orders are lifted and offices start to reopen. Even then, it could take months until we know the full impact.

Listings by Metro

Market	Mar-20 Listing Rate	12-Month Change	Total Vacancy	Top Listing	Price Per Square Foot
National	\$37.99	0.2%	12.8%		
Manhattan	\$85.84	14.2%	7.4%	One Manhattan West	\$140.00
Miami	\$41.48	8.2%	12.0%	830 Brickell Plaza	\$73.00
Bay Area	\$50.38	7.4%	12.8%	525 University Avenue	\$149.42
Tampa	\$29.09	7.1%	10.6%	1001 Water Street	\$55.70
San Diego	\$39.07	4.9%	11.6%	Campus Pointe 1	\$76.20
San Francisco	\$71.64	4.8%	6.9%	2180 Sand Hill Road	\$150.84
Atlanta	\$27.09	4.5%	15.7%	Three Alliance Center	\$54.98
Portland	\$29.92	3.9%	11.9%	M Financial Plaza	\$45.90
Twin Cities	\$27.00	3.3%	11.3%	Offices at MOA, The	\$41.00
Charlotte	\$28.88	2.7%	9.4%	Hearst Tower	\$41.00
Los Angeles	\$39.39	2.6%	11.0%	100 Wilshire	\$111.00
Austin	\$41.31	1.7%	7.4%	100 Congress	\$71.83
Houston	\$29.91	1.3%	20.6%	Texas Tower	\$58.40
Orlando	\$21.47	1.1%	11.2%	Lake Nona Town Center—Phase II	\$36.41
Phoenix	\$26.93	1.1%	17.0%	Watermark—Phase I, The	\$45.00
Washington DC	\$39.51	0.7%	13.7%	2000 K Street	\$81.86
Denver	\$28.31	0.6%	12.1%	William Building, The	\$59.67
Seattle	\$37.92	0.3%	7.7%	U.S. Bank Centre	\$66.39
New Jersey	\$31.58	0.0%	20.6%	10 Exchange Place	\$55.30
Dallas	\$27.60	-1.6%	17.6%	Weir's Plaza	\$63.44
Nashville	\$30.67	-2.4%	11.1%	Three Thirty Three	\$44.38
Philadelphia	\$28.45	-2.6%	12.7%	Two Liberty Place	\$51.50
Chicago	\$28.79	-3.4%	13.7%	300 North LaSalle Drive	\$59.46
Brooklyn	\$53.11	-4.9%	11.5%	One MetroTech Center	\$65.59
Boston	\$33.57	-12.4%	9.6%	160 Federal Street	\$71.80

Source: Yardi Matrix. Data as of March 2020. Listing rates are full service or "full service equivalent" rates for spaces available as of report period.

Listing Rates and Vacancy: Bay Area Rents Grow Despite Turbulence

- Nationally, the average full-service equivalent listing rate for June was \$38.60, up 1.1% year-over-year but down six cents from May. The national vacancy rate was unchanged from the previous month at 15.6%, up 240 basis points from the same time last year.
- Same-store rates grew the most in the Bay Area (7.5%), Denver (5.6%) and Boston (5.2%).
- Listing rate growth can reflect the quality of assets up for sale more than the underlying market fundamentals, as evidenced by the

growth in Bay Area rates. Despite vacancy rates that have increased 260 basis points over the last year and corporate relocations out of the market, the average full-service rate has increased 4.9%. Much of this is due to the relocations putting high-quality space on the market. Hewlett Packard Enterprise recently left its longtime headquarters at 3000 Hanover St. in Stanford Research Park in Palo Alto. The entire building was put on the market at a full-service rate of \$89.93 per foot, and half of that space has already been leased to cancer blood test research firm Guardant Health.

Listings by Metro

Market	Jun-21 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$38.60	1.1%	15.6%	90 bps		
Boston	\$35.46	7.6%	11.7%	70 bps	222 Third	\$93.00
Los Angeles	\$41.29	7.2%	13.1%	60 bps	100 Wilshire	\$108.00
Bay Area	\$55.56	4.9%	18.6%	260 bps	525 University	\$150.00
Miami	\$43.11	4.7%	14.6%	10 bps	830 Brickell Plaza	\$100.00
Denver	\$29.79	4.2%	16.6%	300 bps	1601 Wewatta Street	\$51.11
Austin	\$43.33	4.2%	16.4%	710 bps	Indeed Tower	\$70.67
Nashville	\$31.68	4.1%	18.8%	510 bps	The Pinnacle at Symphony Place	\$44.00
Philadelphia	\$29.97	4.1%	13.4%	-20 bps	One Liberty Place	\$51.71
Tampa	\$28.93	4.0%	15.9%	300 bps	Midtown West	\$44.00
Washington DC	\$41.79	3.6%	16.8%	-30 bps	601 Pennsylvania Avenue NW - North Bldg	\$90.00
New Jersey	\$33.06	3.5%	19.4%	-450 bps	Liberty Innovation Center	\$70.29
Phoenix	\$27.94	2.9%	18.0%	-390 bps	One Hundred Mill	\$48.50
Atlanta	\$27.72	2.2%	20.0%	190 bps	300 Colony Square	\$50.00
Orlando	\$22.04	2.8%	15.6%	160 bps	GuideWell Innovation Center	\$34.66
Dallas	\$28.73	2.0%	18.5%	-100 bps	Union Dallas, The	\$56.37
Charlotte	\$29.13	0.4%	12.3%	120 bps	300 South Tryon	\$42.00
Chicago	\$28.15	-0.2%	16.9%	150 bps	Five One Five North State	\$66.02
Twin Cities	\$26.96	-0.5%	15.9%	100 bps	Offices at MOA, The	\$40.00
Houston	\$30.12	-0.6%	23.3%	0 bps	Texas Tower	\$58.40
Portland	\$30.27	-0.9%	15.2%	150 bps	Park Avenue West	\$48.69
San Diego	\$38.57	-1.1%	14.3%	-270 bps	2100 Kettner	\$69.00
Seattle	\$35.99	-2.3%	15.0%	600 bps	City Center Bellevue	\$63.50
Manhattan	\$83.60	-3.0%	10.9%	180 bps	550 Madison Avenue	\$210.00
San Francisco	\$68.59	-3.1%	14.3%	480 bps	Sand Hill Commons	\$156.00
Brooklyn	\$48.08	-4.9%	16.2%	-250 bps	One MetroTech Center	\$65.59

Source: Yardi Matrix. Data as of June 2021. 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.

Listing Rates and Vacancy: Flat Rates Despite Vacancy Increase

- The average full-service equivalent listing rate was \$38.32 per square foot, up 0.2% from April 2020 but down 35 cents from March.
- Unlike other real estate asset classes, average listing rates for office space are influenced more by the quality of the assets being put on the market than by underlying fundamentals. This is why a market's average listing rate can increase even while the vacancy rate grows. Austin has seen vacancies more than double in the last 12 months due to a plethora of new supply and downward pressure on demand from COVID-19. However, new supply is usually listed well above the market average. One such example is Indeed Tower, currently under construction and listing 262,000 square feet at an average full-service equivalent rate of \$67.60 per square foot.
- As we exit the pandemic, many owners will be hesitant to lower rates and will instead offer concessions to entice tenants, making the true listing rates more opaque. We expect concessions to remain prevalent in the market for the foreseeable future.

Listings by Metro

Market	Apr-21 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$38.32	0.2%	16.0%	290 bps		
Los Angeles	\$40.65	6.5%	14.0%	260 bps	100 Wilshire	\$108.00
Washington DC	\$42.22	4.8%	15.8%	150 bps	PNC Place	\$87.29
Boston	\$34.42	4.1%	12.2%	230 bps	American Twine Office Park	\$93.00
Miami	\$42.94	4.0%	15.5%	370 bps	830 Brickell Plaza	\$80.00
Bay Area	\$54.68	4.0%	19.2%	550 bps	525 University	\$150.00
Austin	\$43.54	4.0%	17.1%	970 bps	Indeed Tower	\$70.67
New Jersey	\$33.07	3.6%	20.0%	-80 bps	Liberty Innovation Center	\$70.29
Atlanta	\$27.72	3.8%	20.0%	440 bps	300 Colony Square	\$50.00
Phoenix	\$27.79	3.6%	18.7%	140 bps	One Hundred Mill	\$48.50
Philadelphia	\$29.78	3.5%	14.1%	140 bps	Two Liberty Place	\$53.50
San Diego	\$40.10	3.4%	14.6%	300 bps	Torrey Ridge Science Center-Building 1	\$82.01
Nashville	\$31.35	3.3%	19.7%	910 bps	Pinnacle at Symphony Place, The	\$44.00
Tampa	\$28.64	-0.2%	15.3%	400 bps	Heights Union-East Building	\$45.00
Denver	\$29.16	2.3%	16.0%	400 bps	William Building, The	\$59.67
Orlando	\$21.27	-0.7%	16.1%	340 bps	250 Park Avenue South	\$40.00
Dallas	\$28.24	-1.1%	19.2%	190 bps	Weir's Plaza	\$63.44
Charlotte	\$28.90	-1.5%	15.2%	570 bps	300 South Tryon	\$42.00
Portland	\$29.76	-1.8%	15.3%	290 bps	Park Avenue West	\$48.69
Twin Cities	\$26.83	-2.2%	15.8%	460 bps	Offices at MOA, The	\$40.00
Chicago	\$27.83	-2.4%	17.9%	380 bps	Five One Five North State	\$66.02
Seattle	\$35.47	-3.0%	14.7%	630 bps	City Center Bellevue	\$63.50
Houston	\$29.68	-4.0%	23.9%	230 bps	Texas Tower	\$58.40
Manhattan	\$82.69	-4.1%	11.3%	340 bps	550 Madison Avenue	\$210.00
San Francisco	\$68.23	-5.1%	14.1%	720 bps	Rosewood Sand Hill Office Complex	\$148.65
Brooklyn	\$48.94	-6.1%	15.3%	330 bps	One MetroTech Center	\$65.59

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

Listing Rates and Vacancy: Austin Vacancies Spike Despite Positive Drivers

- The national average full-service equivalent listing rate in September was \$37.78, according to Yardi Matrix, an increase of 0.3% over the year but down five cents over the month.
- The national vacancy rate in September was 17.8%, an increase of 120 basis points year-over-year.
- The vacancy rate in Austin has increased 360 basis points in the past 12 months, currently

sitting at 21.2%. This is despite the market being a magnet for firms and young workers alike, as well as consistently seeing some of the highest office utilization in Kastle's Back to Work Barometer. Part of the spike in vacancies is due to a sustained high level of new deliveries that have entered the market. More than 15 million square feet (16.6% of stock) have delivered in Austin since 2018. Further, although it outperforms other markets in office utilization, it is still only at about 60% of pre-COVID levels.

Listings by Metro

Market	Sep-23 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$37.78	0.3%	17.8%	120 bps		
Boston	\$44.88	11.3%	10.3%	150 bps	Kendall Center - 255 Main Street	\$126.34
Atlanta	\$31.41	5.4%	18.7%	-240 bps	300 Colony Square	\$52.00
New Jersey	\$34.53	5.0%	17.6%	0 bps	10 Exchange Place	\$55.30
Twin Cities	\$26.71	4.2%	16.9%	360 bps	Tractor Works Building, The	\$40.71
Seattle	\$37.87	2.9%	22.3%	500 bps	1208 Eastlake Avenue East	\$94.00
Houston	\$30.66	2.7%	24.9%	30 bps	Texas Tower	\$60.90
Orlando	\$24.31	2.6%	16.5%	-50 bps	Heritage Park	\$42.00
Denver	\$30.85	2.4%	20.7%	120 bps	1144 Fifteenth Street	\$63.50
Chicago	\$28.11	2.2%	17.9%	-210 bps	300 North LaSalle Drive	\$59.46
Phoenix	\$27.90	1.3%	18.8%	330 bps	Camelback Collective	\$55.00
Philadelphia	\$30.93	1.1%	14.0%	-10 bps	Two Liberty Place	\$53.50
Austin	\$42.26	0.6%	21.2%	360 bps	Indeed Tower	\$82.77
Tampa	\$28.17	0.3%	15.1%	-170 bps	Water Street Tampa - Thousand & One	\$61.50
Bay Area	\$53.80	-0.2%	19.9%	370 bps	325 Lytton Avenue	\$159.00
Manhattan	\$70.05	-0.5%	17.7%	200 bps	550 Madison Avenue	\$210.00
San Diego	\$43.14	-1.7%	15.1%	30 bps	One La Jolla Center	\$70.20
Washington DC	\$40.57	-2.1%	16.0%	170 bps	455 Massachusetts Ave NW	\$76.00
San Francisco	\$65.18	-2.4%	24.2%	450 bps	Sand Hill Collection - The Quad	\$195.60
Nashville	\$29.99	-2.8%	16.6%	-290 bps	Three Thirty Three	\$44.38
Los Angeles	\$41.81	-2.9%	16.5%	150 bps	2000 Avenue of the Stars	\$118.20
Dallas	\$27.28	-4.3%	19.0%	20 bps	17Seventeen McKinney	\$67.42
Charlotte	\$32.23	-4.7%	16.2%	290 bps	Rotunda Building, The	\$46.42
Portland	\$28.61	-4.9%	16.6%	0 bps	12th & Morrison	\$47.01
Miami	\$45.47	-5.9%	13.8%	170 bps	830 Brickell	\$180.00
Brooklyn	\$45.46	-9.5%	16.7%	-310 bps	200 Kent Avenue	\$75.00

Source: Yardi Matrix. Data as of September 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.

Listing Rates and Vacancy: New Listings Drive Up Average Rates in Boston

- The average full-service equivalent listing rate for office space was \$38.44 per foot in December, an increase of 1.8% year-over-year.
- The national vacancy rate was 15.5% in December, an increase of 130 basis points over the last year. While most markets experienced spikes over the course of 2021, generally vacancy rates plateaued in the second half of the year.
- The average listing rate for a market can often be affected by the quality of space avail-

able rather than the underlying market fundamentals. Boston has seen rates increase by 11.6% year-over-year, with most of that due to Class A space in the CBD that is well above the market average listed this year. At 53 State St., 159,777 square feet are available at an average full-service equivalent rate of \$50.15 per foot. Next door, 75 State St. listed 78,502 square feet at a full-service rate of \$68.50 per foot. One Federal added 21,879 square feet of space at an average full-service rate of \$75.37 per foot in 2021.

Listings by Metro

Market	Dec-21 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$38.44	1.8%	15.5%	130 bps		
Boston	\$38.37	11.6%	10.3%	-50 bps	245 First Street	\$86.00
San Diego	\$42.73	11.2%	14.1%	-10 bps	2100 Kettner	\$69.00
Phoenix	\$30.01	9.5%	15.3%	-210 bps	100 Mill	\$48.50
Atlanta	\$29.21	8.1%	21.5%	370 bps	300 Colony Square	\$52.00
Tampa	\$30.90	7.9%	16.9%	430 bps	Water Street Tampa-Thousand & One	\$58.00
Denver	\$30.75	6.7%	16.3%	200 bps	1144 Fifteenth Street	\$54.66
Miami	\$45.27	6.4%	12.5%	-260 bps	701 Brickell	\$88.00
Los Angeles	\$42.33	6.0%	13.2%	-10 bps	100 Wilshire	\$108.00
Orlando	\$22.68	5.9%	16.0%	130 bps	GuideWell Innovation Center	\$34.66
Charlotte	\$30.38	5.6%	14.6%	370 bps	300 South Tryon	\$42.00
Bay Area	\$57.15	5.4%	16.1%	180 bps	260 Homer Ave & 819 Ramona St	\$138.12
Dallas	\$30.03	5.4%	17.6%	-100 bps	Victory Commons One	\$58.94
New Jersey	\$34.51	5.1%	17.4%	40 bps	Liberty Innovation Center	\$88.29
Austin	\$43.61	3.6%	17.0%	550 bps	Indeed Tower	\$74.67
Houston	\$30.27	2.5%	24.3%	220 bps	Texas Tower	\$58.40
Philadelphia	\$29.78	1.7%	14.3%	160 bps	Two Liberty Place	\$53.50
Washington DC	\$41.78	1.4%	16.5%	100 bps	Executive Tower	\$83.79
Chicago	\$28.19	0.9%	18.8%	330 bps	300 North LaSalle Drive	\$56.46
Nashville	\$30.54	-0.6%	17.7%	80 bps	Pinnacle at Symphony Place, The	\$44.00
Portland	\$29.47	-0.6%	13.7%	120 bps	Park Avenue West	\$48.69
Twin Cities	\$26.52	-1.0%	14.6%	80 bps	Lake Calhoun Center	\$42.93
Brooklyn	\$49.88	-1.1%	17.4%	380 bps	Brooklyn Navy Yard-Dock 72	\$64.00
San Francisco	\$63.46	-1.4%	15.1%	420 bps	Sand Hill Collection-The Quad	\$141.17
Seattle	\$35.67	-2.5%	16.1%	520 bps	City Center Bellevue	\$65.50
Manhattan	\$76.45	-7.2%	12.8%	250 bps	550 Madison Avenue	\$210.00

Source: Yardi Matrix. Data as of December 2021. 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.

Listing Rates and Vacancy: High-Quality Sublease Space Keeps Rates Steady

- The average full-service equivalent listing rate was \$38.19 in December, down 0.7% year-over-year but up 16 cents over November.
- The national vacancy rate was 16.5% in December, an increase of 90 basis points over the last 12 months.
- While vacancy rates have risen steadily over the last few years, average listing rates have yet to fall in response. Average rates reflect the quality of space listed as much as they do underlying fundamentals, and plenty of

high-quality space has been hitting the market in recent years, not only through direct vacancies but subleases as well. In Seattle, where the sublease vacancy rate is 3.8%, large blocks of space have been listed well above the market average rate. Zillow—which has been hampered by a rapid downturn in the home market and laid off thousands of workers in 2022—recently listed seven of the 12 floors it has leased at the A+ rated Russell Investments Center in the Commercial Business District of Seattle.

Listings by Metro

Market	Dec-22 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$38.19	-0.7%	16.5%	90 bps		
Charlotte	\$34.06	12.9%	13.2%	-140 bps	Rotunda Building, The	\$44.42
Orlando	\$24.14	9.8%	16.1%	-20 bps	7131 Business Park Lane	\$50.79
Seattle	\$38.54	9.8%	18.4%	240 bps	1208 Eastlake Avenue East	\$89.50
San Diego	\$43.59	9.1%	14.2%	10 bps	One La Jolla Center	\$69.00
San Francisco	\$67.18	7.0%	19.3%	410 bps	Offices at Springline North, The	\$178.80
Miami	\$47.00	5.6%	11.8%	-70 bps	830 Brickell	\$137.50
Philadelphia	\$31.30	5.1%	13.7%	-70 bps	Two Liberty Place	\$53.50
Atlanta	\$30.36	4.3%	20.0%	-170 bps	Star Metals Offices	\$58.00
Nashville	\$31.42	3.6%	18.0%	30 bps	Three Thirty Three	\$43.88
Phoenix	\$27.68	2.6%	16.0%	70 bps	Camelback Collective	\$52.50
Chicago	\$27.79	2.3%	19.5%	60 bps	300 North LaSalle Drive	\$59.46
Manhattan	\$76.09	1.8%	15.2%	240 bps	550 Madison Avenue	\$210.00
Portland	\$30.46	1.7%	17.3%	360 bps	M Financial Plaza	\$47.40
Washington DC	\$41.46	0.8%	13.6%	-300 bps	601 Pennsylvania Avenue NW-North Bldg	\$79.00
Bay Area	\$55.88	0.8%	17.5%	140 bps	260 Homer Avenue & 819 Ramona St	\$137.76
Los Angeles	\$42.60	0.4%	14.9%	170 bps	1999 Avenue of the Stars	\$96.90
New Jersey	\$33.13	-0.5%	17.2%	-30 bps	10 Exchange Place	\$55.30
Houston	\$29.64	-0.9%	25.8%	140 bps	Texas Tower	\$58.40
Twin Cities	\$25.81	-0.9%	14.9%	20 bps	10 West End	\$41.33
Boston	\$37.34	-1.1%	9.0%	-140 bps	Kendall Square at MIT-314 Main Street	\$121.60
Dallas	\$28.82	-1.5%	18.5%	80 bps	Rosewood Court	\$60.43
Denver	\$29.87	-2.1%	18.3%	200 bps	1144 Fifteenth Street	\$66.08
Tampa	\$27.98	-2.7%	16.5%	-40 bps	Water Street Tampa-Thousand & One	\$58.00
Austin	\$40.99	-5.1%	19.6%	250 bps	Indeed Tower	\$80.69
Brooklyn	\$42.29	-14.5%	19.1%	170 bps	200 Kent Avenue	\$75.00

Source: Yardi Matrix. Data as of December 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.