

Lease Rate and Occupancy Trends: Asking Rents Show Moderate Growth

- Asking rents in the U.S. averaged \$35.91 per square foot in February, up 0.7% from three months ago. New York City—with Manhattan at \$74.10 and Brooklyn at \$49.97—and San Francisco—with the city proper at \$59.32 and Silicon Valley at \$46.16—were the highest.
- Strong demand from the tech industry continues to boost asking rents in the Bay Area (up 7.6% over three months) and San Francisco (4.1%). Large blocks are hard to find in the region. Silicon Valley, Sunnyvale and Mountain View have very low vacancies.
- Amazon's decision to put a second headquarters in Arlington, Va., will be a shot in the arm for the Washington, D.C., metro. Amazon alone is projected to add 25,000 jobs and occupy more than 4 million square feet over the next decade. The metro's vacancy rate stands at 14.8%.
- The national vacancy rate fell to 13.7%, down 30 basis points from January. Leasing was led by tech companies and coworking firms.

Listings by Metro

Market	Feb-19 Listing Rates	3-Month Change	Total Vacancy	Top Listing	Price Per Square Foot
National-Overall	\$35.95	0.9%	13.7%		
Bay Area	\$46.16	7.6%	14.7%	Castro Station	\$120.50
Boston	\$38.64	4.8%	9.9%	One Federal Street	\$76.00
San Francisco	\$59.32	4.1%	8.8%	Sand Hill Commons	\$150.00
Philadelphia	\$29.77	3.4%	12.4%	Three Logan Square	\$51.57
Tampa	\$25.67	3.4%	11.6%	MetWest International-MetWest Three	\$40.00
Atlanta	\$26.40	2.3%	15.8%	Three Alliance Center	\$52.98
Phoenix	\$26.92	1.5%	16.7%	Hayden Ferry Lakeside I	\$46.50
Austin	\$37.71	1.3%	9.3%	5th + Colorado	\$66.32
Los Angeles	\$37.98	1.1%	13.2%	Constellation Place	\$87.71
Nashville	\$28.53	0.9%	11.1%	615 3rd Avenue	\$42.81
Dallas	\$27.65	0.7%	19.8%	Saint Ann Court	\$56.71
Washington DC	\$39.27	0.7%	14.9%	1000 F Street NW	\$83.08
Houston	\$28.43	-0.1%	22.1%	Texas Tower	\$46.00
New Jersey	\$32.42	-0.1%	19.8%	Newport-111 Town Square Place	\$62.97
Portland	\$28.49	-0.2%	12.8%	Clay Pavilion	\$45.55
Twin Cities	\$25.94	-0.2%	12.2%	Offices at MOA, The	\$53.43
San Diego	\$37.02	-0.5%	12.9%	Torrey Point	\$66.00
Orlando	\$21.46	-0.7%	13.3%	GuideWell Innovation Center	\$34.66
Manhattan	\$74.10	-0.7%	8.8%	101 Park Avenue	\$200.00
Charlotte	\$27.25	-0.7%	10.7%	RailYard, The	\$41.00
Miami	\$37.87	-0.9%	12.9%	1450 Brickell	\$67.00
Denver	\$27.87	-1.1%	14.0%	Civica Cherry Creek	\$51.32
Chicago	\$29.39	-1.2%	15.4%	110 North Wacker	\$60.78
Seattle	\$37.98	-1.4%	8.7%	188 East Blaine Street	\$68.66
Brooklyn	\$47.97	-2.5%	9.0%	Pioneer Building	\$65.00

Source: Yardi Matrix. Data as of 2/19/19. Listing rates are full service or "full service equivalent" rates for spaces available as of report period.

Listing Rates and Vacancy: Charlotte's New Space Absorption

- The average full-service equivalent listing rate was \$37.75 per square foot in July, a decrease of 2.3% year-over-year but up 17 cents over June.
- The national vacancy rate was 15.1% for the month, up 10 basis points over the past year.
- Over the last 12 months, full-service rates have risen more in Charlotte, 16.8%, than anywhere else. The office sector in Charlotte benefits from having a high concentration of employees in the finance sector, where most

work is done in person rather than remotely. Wells Fargo alone employs more than 27,000 workers in the market. Charlotte has also been able to maintain one of the lowest vacancy rates in the country—at 13.2%, having fallen by 130 basis points over the past 12 months—despite delivering 4.9 million square feet (6.5% of stock) of new office supply in 2021. While Charlotte has only delivered 338,000 square feet so far this year, the market has 4.3 million square feet (5.6% of stock) under construction.

Listings by Metro

Market	July-22 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$37.75	-2.3%	15.1%	10 bps		
Charlotte	\$33.62	16.8%	13.2%	-130 bps	Piedmont Town Center - Building 2	\$44.00
Boston	\$40.66	15.2%	9.1%	-240 bps	Kendall Square at MIT - 314 Main Street	\$121.60
San Diego	\$44.31	13.9%	12.5%	-90 bps	Nautilus	\$95.46
Miami	\$47.30	8.8%	11.3%	-270 bps	830 Brickell	\$150.00
Atlanta	\$29.48	6.7%	20.1%	60 bps	300 Colony Square	\$52.00
Orlando	\$23.42	6.0%	15.0%	80 bps	Celebration Medical Center	\$42.40
Seattle	\$38.10	5.9%	15.3%	-40 bps	City Center Bellevue	\$68.00
San Francisco	\$66.53	5.7%	18.0%	290 bps	Offices at Springline North, The	\$171.96
Los Angeles	\$43.43	4.6%	13.0%	-30 bps	100 Wilshire	\$108.00
New Jersey	\$33.16	3.3%	17.1%	-130 bps	10 Exchange Place	\$55.30
Philadelphia	\$30.33	2.8%	13.4%	160 bps	Two Liberty Place	\$53.50
Brooklyn	\$48.99	1.7%	16.6%	120 bps	One MetroTech Center	\$65.59
Bay Area	\$56.23	1.7%	15.2%	-160 bps	260 Homer Ave & 819 Ramona St	\$138.12
Dallas	\$29.08	1.1%	17.8%	-30 bps	Rosewood Court	\$53.43
Phoenix	\$27.07	0.5%	13.9%	-210 bps	100 Mill	\$52.00
Denver	\$30.33	0.2%	16.9%	40 bps	William Building, The	\$59.67
Houston	\$30.47	-0.2%	22.9%	120 bps	Texas Tower	\$58.40
Portland	\$29.82	-1.1%	14.2%	110 bps	M Financial Plaza	\$45.90
Nashville	\$30.72	-1.1%	18.9%	150 bps	Three Thirty Three	\$43.88
Tampa	\$28.74	-1.5%	14.7%	-10 bps	Water Street Tampa - Thousand & One	\$58.00
Chicago	\$27.24	-3.2%	18.9%	240 bps	300 North LaSalle Drive	\$59.46
Austin	\$42.13	-3.2%	15.7%	-40 bps	Indeed Tower	\$72.67
Twin Cities	\$25.76	-3.9%	14.1%	-120 bps	Offices at MOA, The	\$40.00
Washington DC	\$39.71	-5.1%	13.9%	-140 bps	One Freedom Plaza	\$81.83
Manhattan	\$71.53	-14.8%	14.0%	340 bps	550 Madison Avenue	\$210.00

Source: Yardi Matrix. Data as of July 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: New Supply Drives Rates Up in Tampa

- Nationally, asking rates for listed space rose by 1.7% year-to-date. National vacancy rates are down 70 basis points for the same period.
- Six-month lease rate growth was strong in San Francisco (18.8%), Brooklyn (11.2%) and the Bay Area (10.0%). The jump in average lease rates in these markets can be attributed to the effect of new supply, wherein large spaces above the previous market average are listed and push up the market's average listing rate.
- Tampa's same-store rate growth is strong, as

space listings were on average 50 cents higher in June than in December. Overall, non-same store average listing rates increased 5.3% to \$26.76 over the first half of the year. The metro's six-month performance was fueled by new listings of high-quality spaces, including the Class A Sparkman Wharf property, a building under construction that has 180,000 square feet listed at \$45.50 per square foot. Likewise, all 176,000 square feet at the Laser Spine Institute is being listed at \$42.41. The average price of new listings in Tampa is slightly above that for recent occupancies.

Listings by Metro

Market	June-19 Listing Rates	6-Month Change	Total Vacancy	Top Listing	Price Per Square Foot
National	\$36.44	1.7%	13.5%		
San Francisco	\$70.35	18.8%	8.0%	Sand Hill Commons	\$150.00
Brooklyn	\$55.12	11.2%	6.7%	Brooklyn Navy Yard-Dock 72	\$73.00
Bay Area	\$47.48	10.0%	14.3%	444 Castro	\$120.67
Austin	\$39.63	5.4%	9.0%	Colorado Tower	\$70.73
Tampa	\$26.76	5.3%	11.8%	Sparkman Wharf	\$45.50
Nashville	\$31.89	4.6%	9.3%	Three Thirty Three	\$43.88
Charlotte	\$27.90	3.1%	10.1%	The RailYard	\$42.00
Houston	\$29.14	3.0%	21.7%	Campanile South	\$54.27
Twin Cities	\$26.79	2.2%	12.2%	The Offices at MOA	\$41.00
Phoenix	\$27.02	1.8%	16.7%	Hayden Ferry Lakeside I	\$46.50
Washington DC	\$39.46	1.7%	14.6%	1000 F St., N.W.	\$83.08
Portland	\$28.85	1.6%	12.5%	5 MLK	\$48.03
Dallas	\$28.14	1.5%	18.4%	Saint Ann Court	\$56.71
Philadelphia	\$29.00	1.0%	12.9%	Three Logan Square	\$56.57
New Jersey	\$31.66	0.2%	20.7%	Newport-111 Town Square Place	\$62.97
Orlando	\$21.92	0.1%	11.8%	GuideWell Innovation Center	\$34.66
Manhattan	\$75.66	-0.1%	7.9%	101 Park Ave.	\$200.00
Atlanta	\$25.81	-0.5%	16.5%	Three Alliance Center	\$52.98
Denver	\$28.14	-0.5%	14.2%	Platte Fifteen	\$52.80
Los Angeles	\$37.66	-0.6%	13.4%	9595 Wilshire	\$91.80
San Diego	\$37.26	-0.7%	12.5%	Campus Pointe-Alexandria GradLabs	\$67.58
Miami	\$37.64	-1.6%	13.4%	701 Brickell	\$65.00
Chicago	\$29.50	-1.8%	14.7%	110 N. Wacker	\$60.78
Seattle	\$36.95	-2.6%	8.4%	188 E. Blaine St.	\$71.77
Boston	\$37.16	-3.2%	9.6%	One Federal St.	\$76.00

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

Listing Rates and Vacancy: Austin Market Strong Despite Rising Vacancies

- The average full-service equivalent listing rate was \$38.06 in November, down 3.1% year-over-year but up 12 cents over October.
- The national vacancy rate was 16.2% in November, an increase of 110 basis points over the last 12 months.
- Austin has been the fastest-growing office market in the country since the start of the pandemic, with office-using sectors of the labor market adding 85,000 jobs, an increase of 28% over the last 30 months. Developers

have responded to this growth with more than 3.1 million square feet of new office space, representing 3.6% of stock, completed this year alone. With deliveries hitting the market at this pace, the 100-basis-point increase in vacancy rates over the past 12 months appears minor. Despite Austin being one of the strongest office markets in the country, its average full-service equivalent listing rate has fallen 3.3% over the past 12 months, in part due to numerous listings hitting the market at a rate lower than the market average.

Listings by Metro

Market	Nov-22 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$38.06	-3.1%	16.2%	110 bps		
Charlotte	\$34.22	13.4%	12.6%	-170 bps	300 South Tryon	\$44.00
Orlando	\$24.57	11.8%	15.9%	-80 bps	Celebration Medical Center	\$42.40
Miami	\$49.63	11.6%	9.8%	-270 bps	830 Brickell	\$150.00
San Diego	\$43.73	9.5%	14.5%	60 bps	One La Jolla Center	\$69.00
San Francisco	\$67.23	7.0%	19.1%	390 bps	Offices at Springline North, The	\$178.80
Seattle	\$37.56	7.0%	18.1%	140 bps	1208 Eastlake Avenue East	\$89.50
Atlanta	\$30.29	4.1%	20.7%	0 bps	Star Metals Offices	\$58.00
Nashville	\$31.20	2.8%	17.8%	-10 bps	Three Thirty Three	\$43.88
Chicago	\$27.89	2.7%	19.3%	30 bps	300 North LaSalle Drive	\$59.46
Phoenix	\$27.70	2.7%	15.4%	100 bps	Camelback Collective	\$52.50
Philadelphia	\$30.27	1.7%	12.9%	-40 bps	One Logan Square	\$50.07
Washington DC	\$41.53	1.0%	14.3%	-170 bps	One Freedom Plaza	\$81.83
Houston	\$30.16	0.8%	26.3%	120 bps	Texas Tower	\$58.40
Bay Area	\$55.77	0.6%	16.2%	10 bps	260 Homer Ave & 819 Ramona St	\$137.76
Twin Cities	\$26.13	0.3%	14.4%	-20 bps	10 West End	\$41.33
Manhattan	\$74.73	0.0%	14.8%	350 bps	550 Madison Avenue	\$210.00
Los Angeles	\$42.32	-0.2%	14.8%	210 bps	100 Wilshire	\$108.00
Boston	\$37.53	-0.6%	8.9%	-170 bps	Kendall Square at MIT-314 Main Street	\$121.60
New Jersey	\$33.01	-0.9%	17.5%	70 bps	10 Exchange Place	\$55.30
Dallas	\$28.76	-1.7%	18.2%	50 bps	17Seventeen McKinney	\$58.42
Denver	\$29.92	-1.9%	18.7%	270 bps	1144 Fifteenth Street	\$62.08
Austin	\$41.74	-3.3%	18.3%	100 bps	Indeed Tower	\$80.69
Tampa	\$27.53	-4.3%	12.0%	-420 bps	Water Street Tampa-Thousand & One	\$58.00
Portland	\$28.65	-4.4%	15.6%	200 bps	M Financial Plaza	\$46.40
Brooklyn	\$47.12	-4.7%	17.7%	120 bps	200 Kent Avenue	\$75.00

Source: Yardi Matrix. Data as of November 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.

Listing Rates and Vacancy: Seattle Vacancy Rate Continues Upward Climb

- The national average full-service equivalent listing rate was \$37.73 in November, according to Yardi Matrix, a decrease of 0.9% year-over-year and down four cents over the previous month.
- The national vacancy rate was 18.2%, an increase of 190 basis points year-over-year.
- Tech markets have perhaps been hit the hardest in recent years, first by remote work and more recently by the industry-wide

downturn that began at the end of 2022. Seattle has seen vacancies rise sharply since the pandemic. The market vacancy rate in November was 22.3%, increasing 430 basis points over the last year. This includes a 4.5% sublease rate, third highest among the top markets covered by Yardi Matrix, behind only San Francisco and the Bay Area. After exiting or letting leases expire across millions of square feet, Microsoft reportedly will give up more than 400,000 square feet in Bellevue's Lincoln Square North tower.

Listings by Metro

Market	Nov-23 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$37.73	-0.9%	18.2%	190 bps		
Boston	\$45.31	20.7%	10.6%	170 bps	Kendall Center - 255 Main Street	\$126.34
New Jersey	\$34.56	4.8%	19.4%	190 bps	10 Exchange Place	\$55.30
Atlanta	\$31.32	3.4%	17.4%	-330 bps	300 Colony Square	\$52.00
Philadelphia	\$31.98	3.1%	14.3%	140 bps	Two Liberty Place	\$53.50
Seattle	\$38.29	2.0%	22.3%	430 bps	1208 Eastlake Avenue East	\$94.00
Denver	\$30.33	1.3%	21.0%	230 bps	1144 Fifteenth Street	\$63.50
Detroit	\$21.32	1.0%	25.7%	500 bps	One Campus Martius	\$39.13
Twin Cities	\$26.34	0.8%	17.8%	340 bps	Lake Calhoun Center	\$40.93
Tampa	\$28.40	0.8%	13.9%	-300 bps	Water Street Tampa - Thousand & One	\$61.50
Phoenix	\$27.63	-0.3%	19.2%	370 bps	Camelback Collective	\$55.00
Chicago	\$27.73	-0.6%	18.3%	-110 bps	Innovation and Research Park	\$75.00
Houston	\$29.95	-1.1%	25.4%	-90 bps	Texas Tower	\$60.90
Austin	\$41.36	-1.1%	21.2%	300 bps	Indeed Tower	\$83.77
Los Angeles	\$41.60	-1.2%	16.9%	210 bps	2000 Avenue of the Stars	\$118.20
Washington DC	\$40.88	-1.6%	18.5%	420 bps	455 Massachusetts Ave NW	\$76.00
Bay Area	\$54.41	-2.4%	20.3%	410 bps	325 Lytton Avenue	\$159.00
Orlando	\$23.89	-2.8%	17.1%	120 bps	Heritage Park	\$42.00
Nashville	\$30.24	-3.1%	16.6%	-120 bps	Three Thirty Three	\$44.38
San Diego	\$42.20	-3.5%	17.7%	320 bps	One La Jolla Center	\$70.20
Dallas	\$27.64	-3.9%	18.9%	70 bps	17Seventeen McKinney	\$67.42
Manhattan	\$70.78	-5.3%	17.4%	250 bps	One Vanderbilt	\$252.00
Charlotte	\$32.12	-6.1%	15.7%	310 bps	Rotunda Building, The	\$46.42
Miami	\$46.52	-6.3%	14.1%	190 bps	701 Brickell	\$120.00
Portland	\$28.15	-6.8%	15.9%	30 bps	12th & Morrison	\$47.01
San Francisco	\$62.18	-7.2%	24.2%	510 bps	Sand Hill Collection - The Quad	\$195.60

Source: Yardi Matrix. Data as of November 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: Austin Vacancies Rise Despite Growing Demand

- The national average full-service equivalent listing rate was \$37.35 per square foot in January, according to Yardi Matrix, a decrease of 1.8% year-over-year and down 29 cents from the previous month.
- The national vacancy rate was 18.0%, an increase of 130 basis points year-over-year.
- Austin's vacancy rate has soared to 22.0% during the past year, despite years of strong demand and a growing economy. Since the

start of 2017, the number of office-using jobs in Austin has increased by 147,000, up 54%. That prompted developers to rush to add new stock to the market. Since 2017, 23.8 million square feet (21.3% of stock) have been delivered, with 11.1 million square feet added in the last three years alone. The deluge of new supply, slowing office job formation and remote work becoming entrenched pushed Austin's vacancy rate up by 290 basis points to 22.0% over the past year, while rents are down 0.4%.

Listings by Metro

Market	Jan-24 Listing Rate	12-Month Change	Total Vacancy	12-Month Change	Top Listing	Price Per Square Foot
National	\$37.35	-1.8%	18.0%	130 bps		
Boston	\$45.71	25.8%	12.5%	310 bps	200 Clarendon Street	\$83.00
New Jersey	\$34.41	5.4%	19.7%	270 bps	Newport Tower	\$54.80
Tampa	\$29.54	5.1%	13.3%	-310 bps	Water Street Tampa-Thousand & One	\$61.50
Atlanta	\$31.46	3.6%	17.8%	-220 bps	300 Colony Square	\$52.00
Detroit	\$21.67	1.9%	25.4%	550 bps	One Campus Martius	\$39.13
Denver	\$30.30	1.5%	22.2%	390 bps	200 Clayton Street	\$73.00
Twin Cities	\$26.02	0.7%	16.9%	190 bps	Offices at MOA, The	\$40.00
Chicago	\$27.73	-0.3%	18.1%	-130 bps	Innovation and Research Park	\$75.00
Phoenix	\$27.55	-0.3%	18.6%	160 bps	Camelback Collective	\$55.00
Washington DC	\$40.39	-0.3%	17.1%	340 bps	455 Massachusetts Ave NW	\$76.00
Austin	\$41.15	-0.4%	22.0%	290 bps	Indeed Tower	\$83.77
Philadelphia	\$31.11	-1.0%	13.9%	-20 bps	Two Liberty Place	\$53.50
Seattle	\$38.09	-1.0%	23.0%	450 bps	1208 Eastlake Avenue East	\$94.00
Houston	\$29.46	-2.0%	24.3%	-170 bps	Texas Tower	\$62.90
San Diego	\$42.95	-2.0%	17.2%	310 bps	One La Jolla Center	\$70.20
Miami	\$45.96	-2.7%	12.4%	80 bps	830 Brickell	\$180.00
Los Angeles	\$41.48	-2.7%	16.7%	200 bps	2000 Avenue of the Stars	\$118.20
Orlando	\$23.89	-3.4%	16.3%	20 bps	105 East Robinson Street	\$42.79
Nashville	\$30.27	-4.5%	17.0%	-100 bps	Three Thirty Three	\$44.38
Bay Area	\$54.45	-4.6%	19.9%	200 bps	325 Lytton Avenue	\$159.00
Dallas	\$26.49	-8.3%	19.7%	180 bps	17Seventeen McKinney	\$67.42
San Francisco	\$61.56	-8.7%	23.7%	490 bps	Sand Hill Collection-The Quad	\$195.60
Portland	\$27.91	-9.7%	15.8%	-150 bps	12th & Morrison	\$47.01
Manhattan	\$68.28	-9.9%	16.5%	100 bps	550 Madison Avenue	\$210.00
Charlotte	\$30.66	-9.9%	12.9%	-30 bps	Fifth Third Center	\$42.00

Source: Yardi Matrix. Data as of January 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.