

Panelist



Drew Isaac

First VP of Investments

Marcus & Millichap



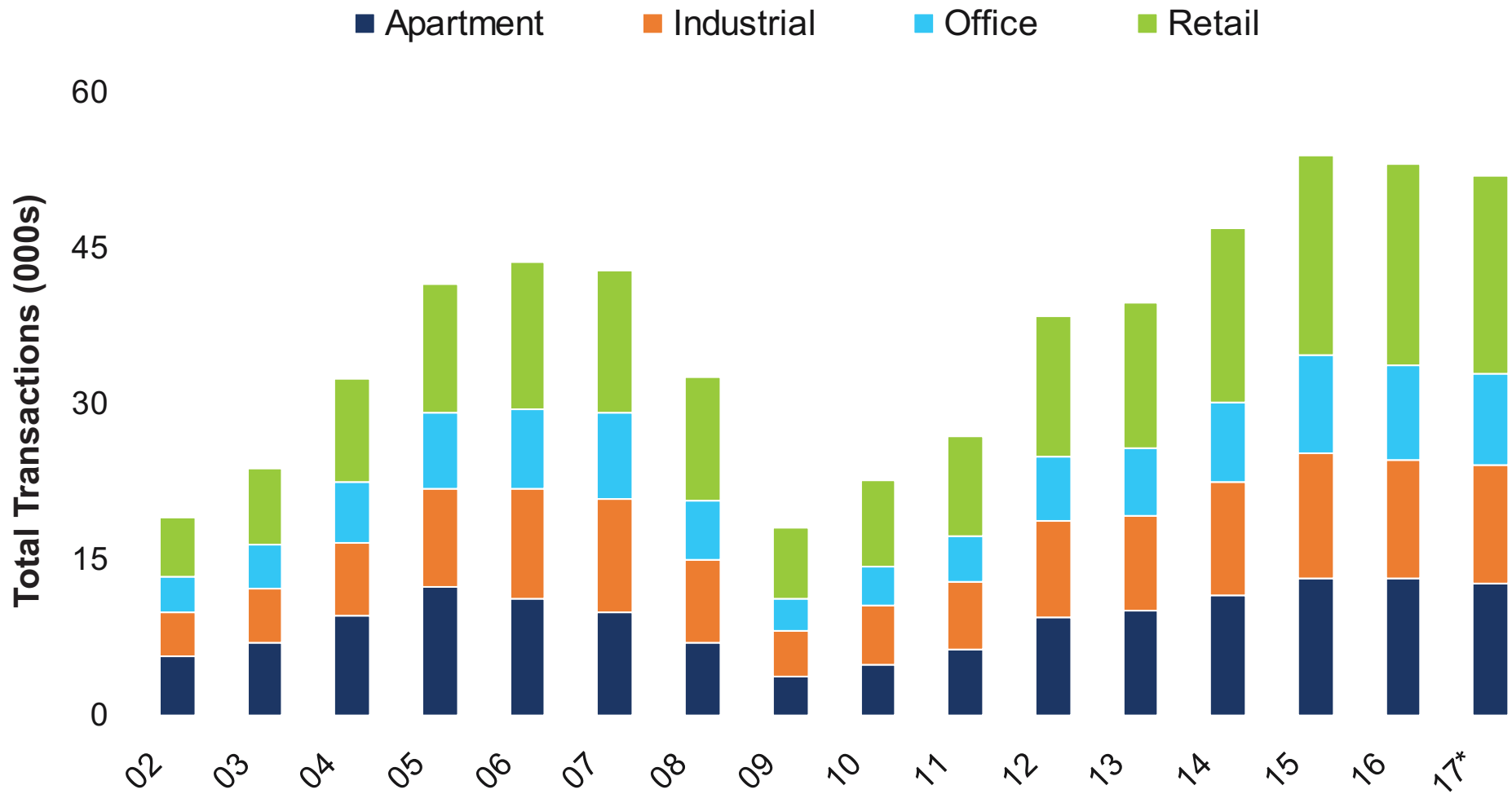
Commercial Real Estate Market Overview

Drew Isaac
First Vice President, Investments
Marcus & Millichap

National Market Sales Activity

U.S. Commercial Real Estate Investment Trends

Transaction Activity by Property Type \$1M+

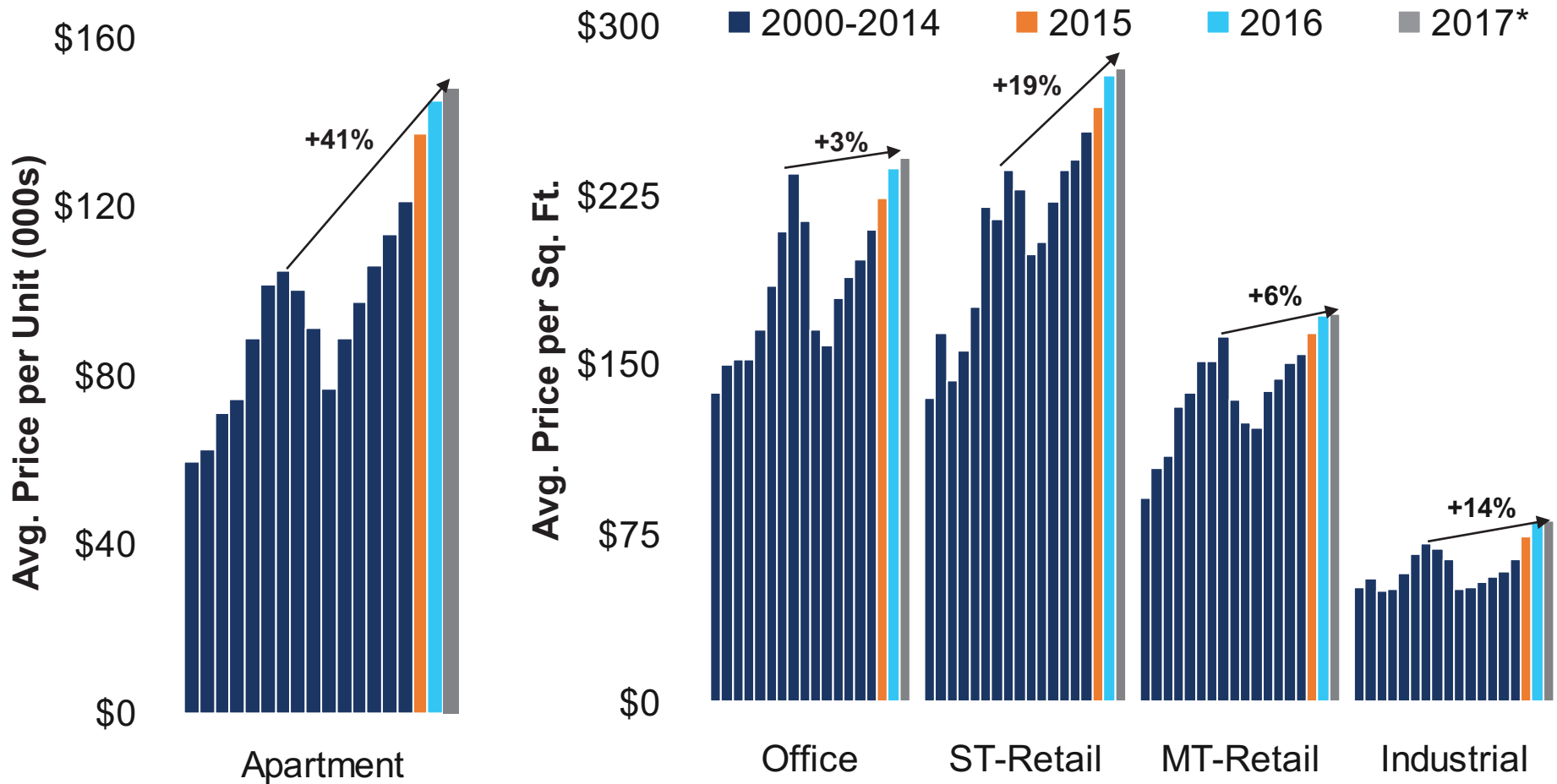


* Preliminary estimate

Includes sales \$1 million and greater

Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics

U.S. Average Price Trends



* Preliminary estimate

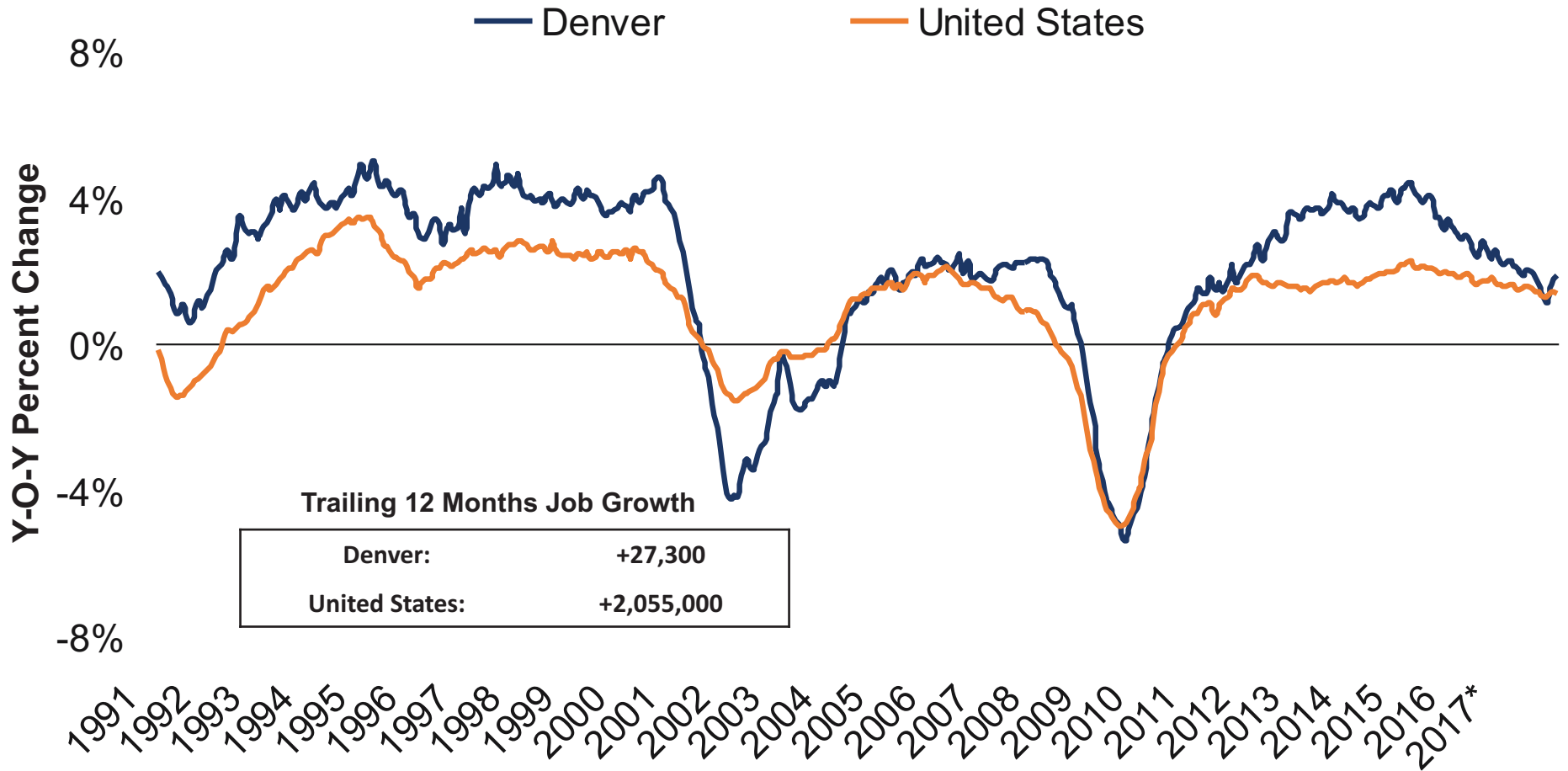
ST=Single Tenant; MT=Multi-Tenant

Includes sales \$1 million and greater

Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics

Denver Region Market Overview

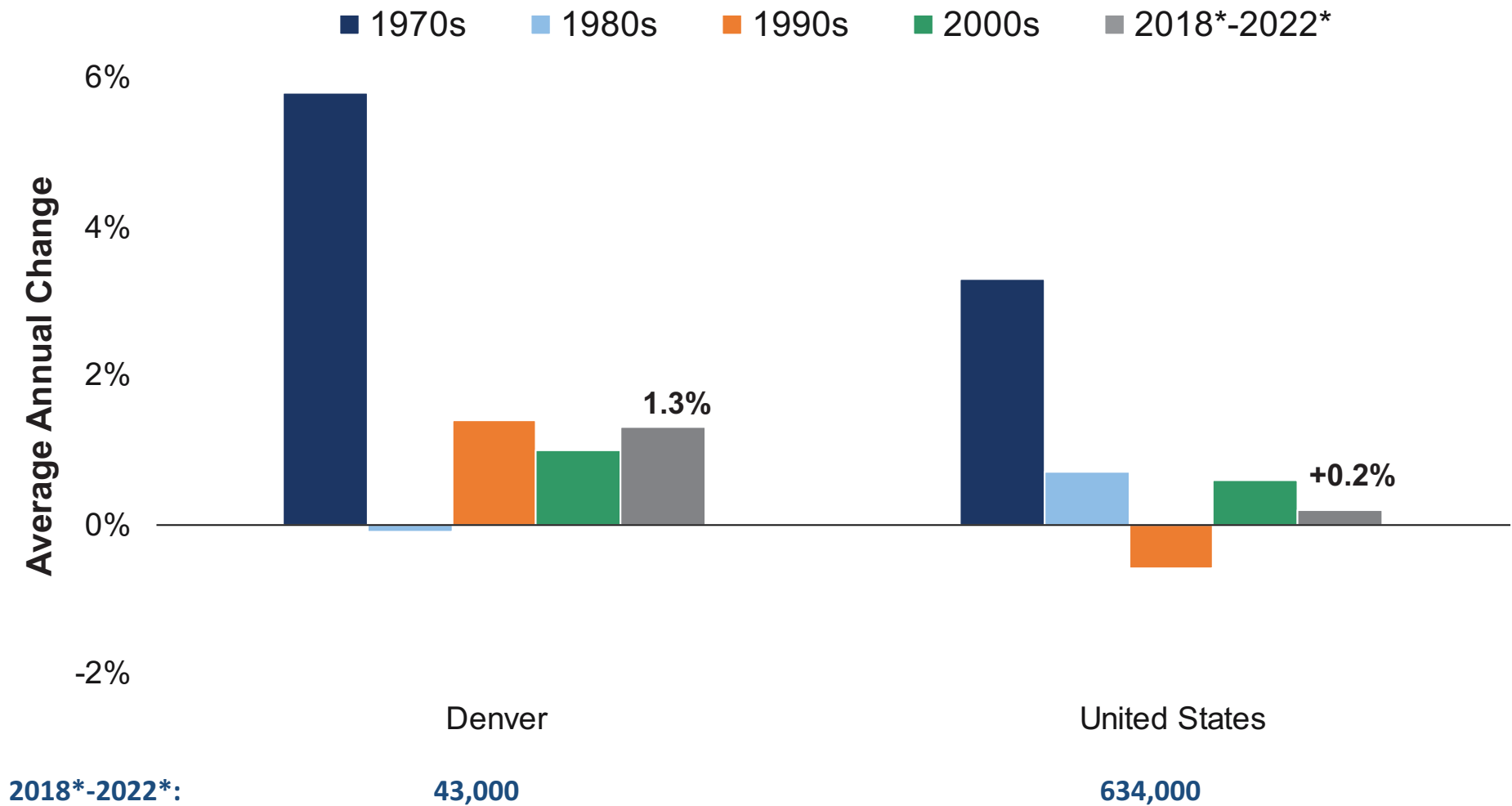
Denver Employment Growth vs. U.S. Employment Growth



* Through December

Sources: Marcus & Millichap Research Services, BLS

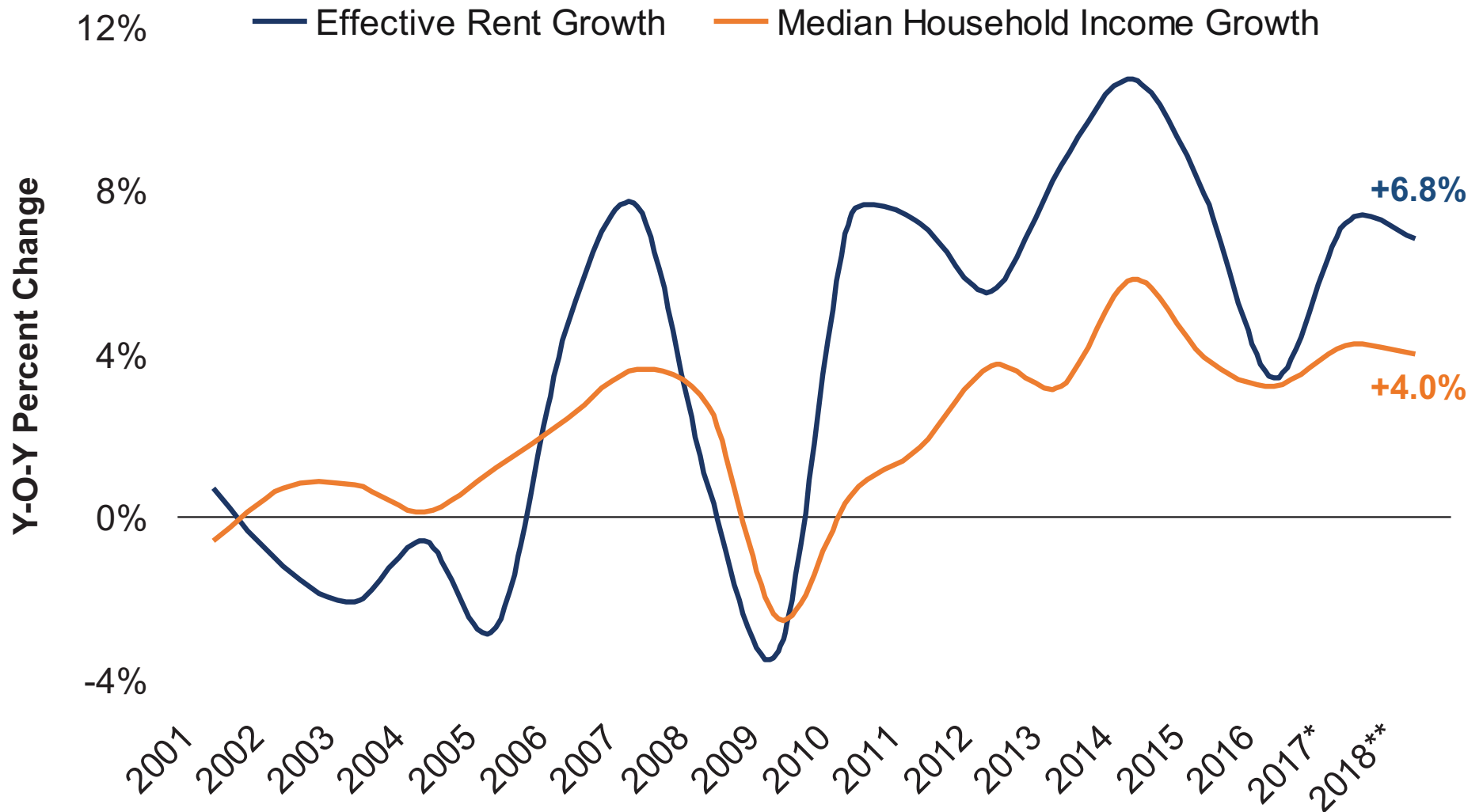
20-34 Year-Old Population Growth



* Forecast

Sources: Marcus Millichap Research Services, U.S. Census Bureau

Denver Rent Growth vs. Income Growth

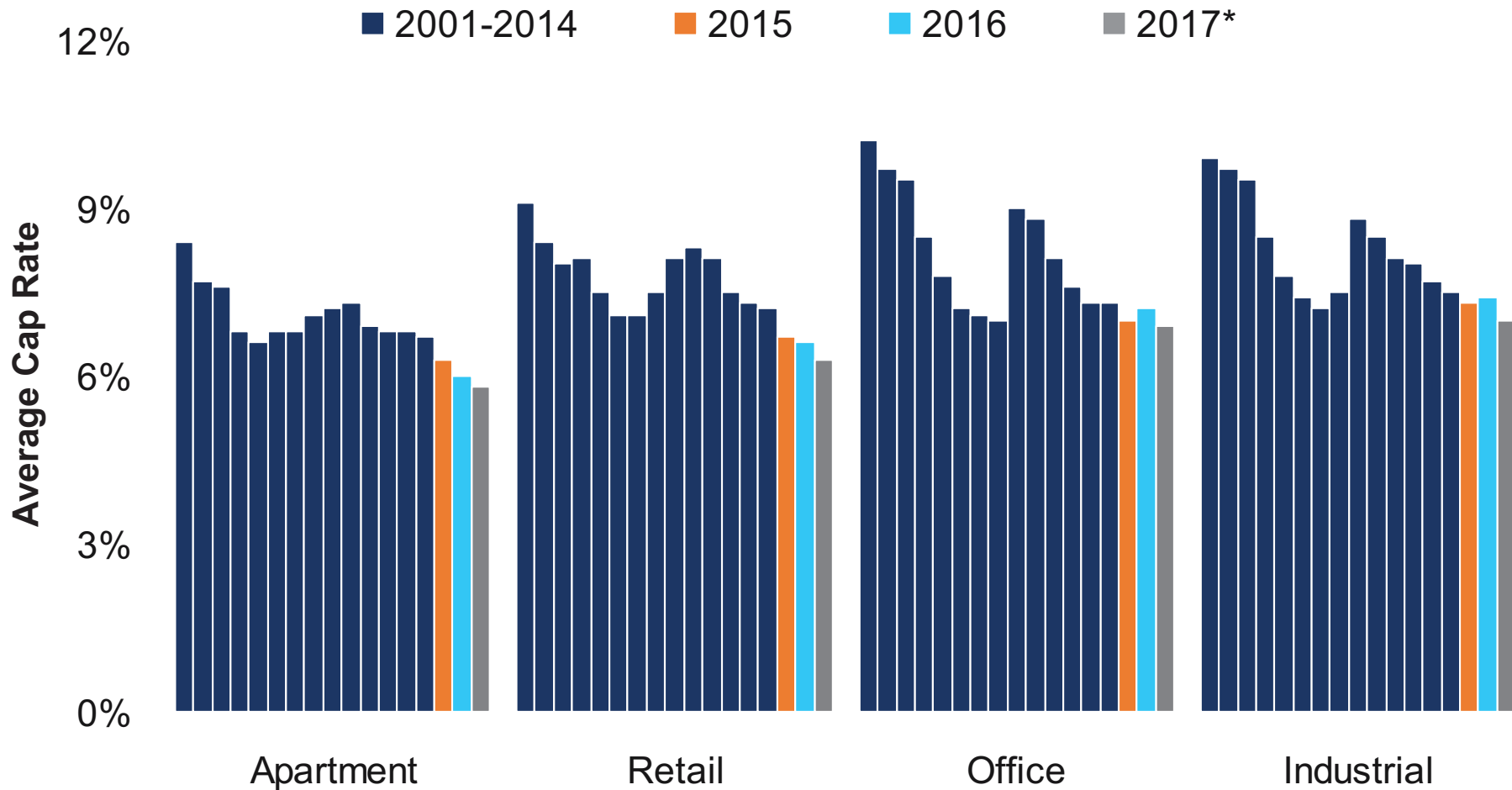


* Estimate

** Forecast

Sources: Marcus & Millichap Research Services, RealPage, Inc., U.S. Census Bureau

Denver Region Cap Rate Trends

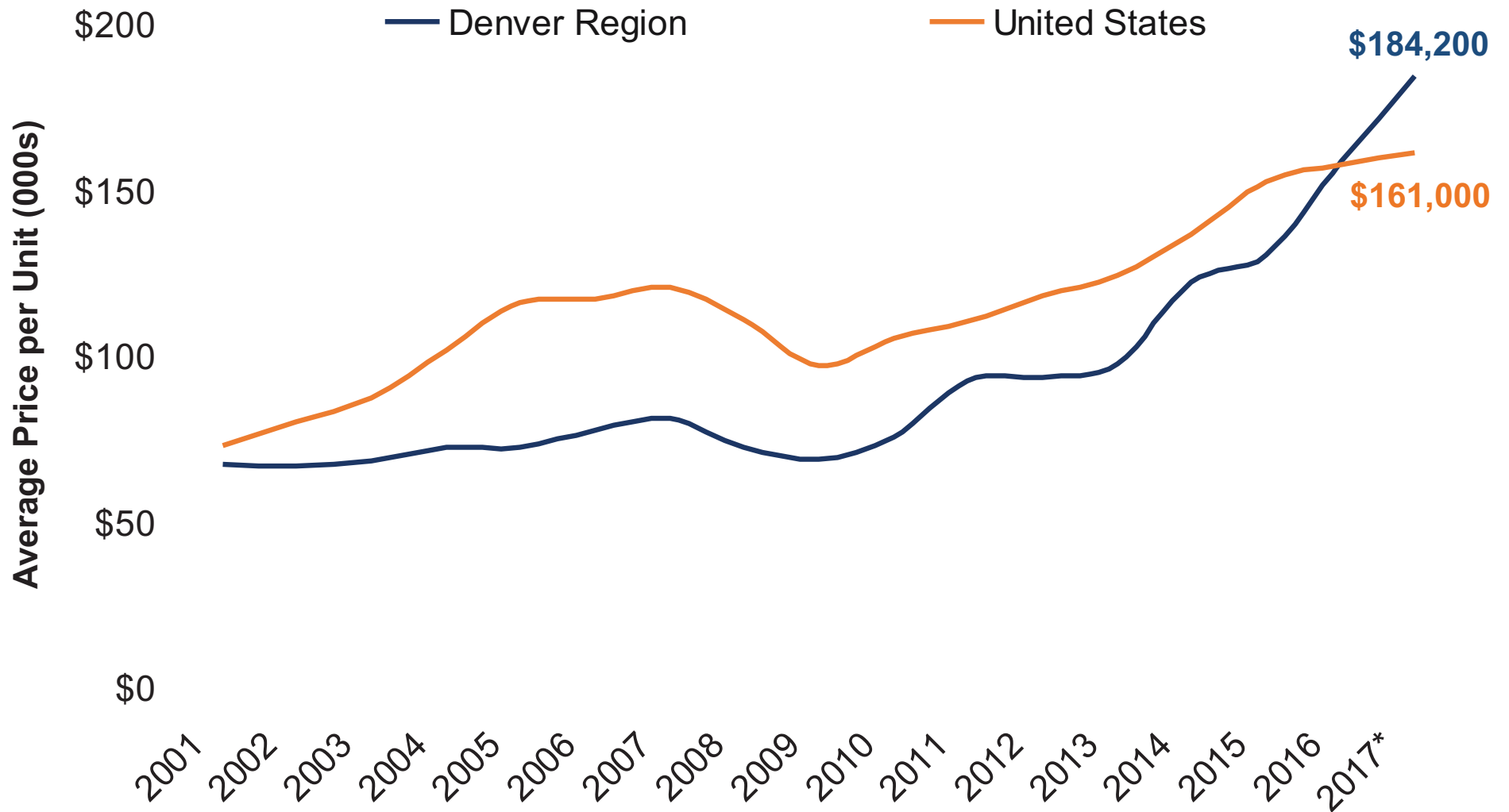


* Preliminary estimate

Includes sales \$500,000 and greater

Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics

Apartment Pricing Trends

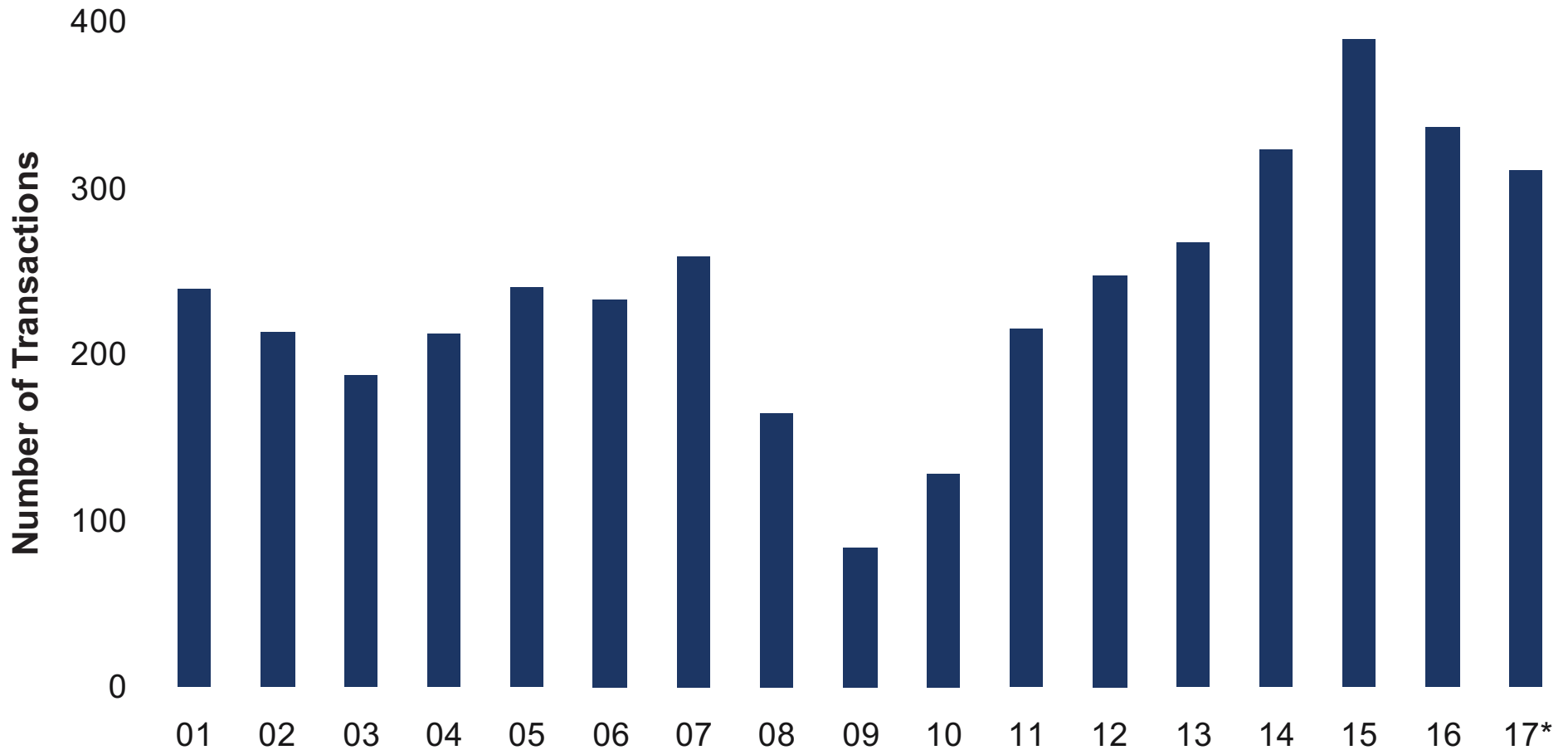


* Preliminary estimate

Includes sales \$500,000 and greater

Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics

Denver Region Apartment Transaction Activity

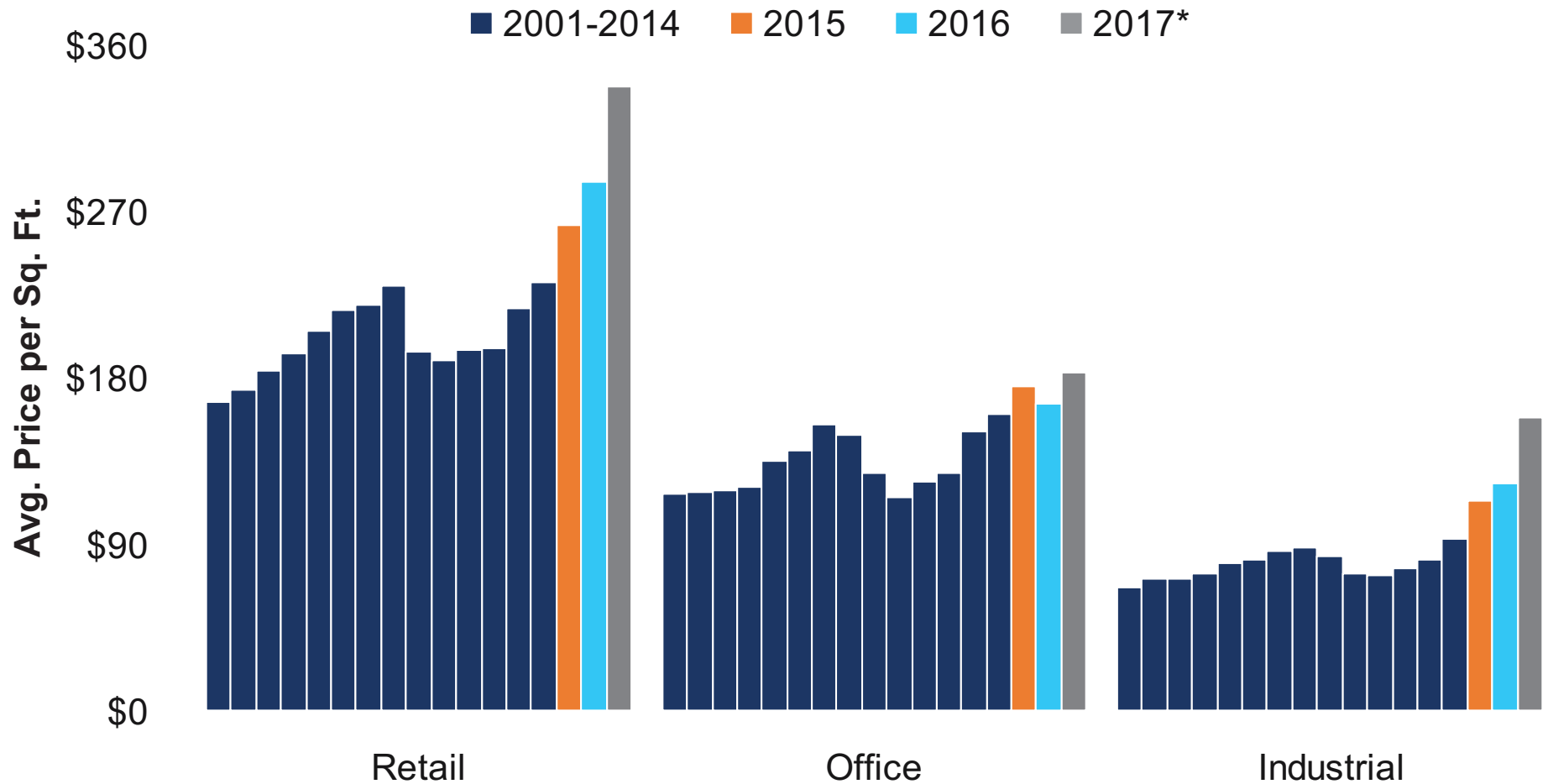


* Trailing 12-months through 3Q

Includes sales \$500,000 and greater

Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics

Denver Region Average Price Trends

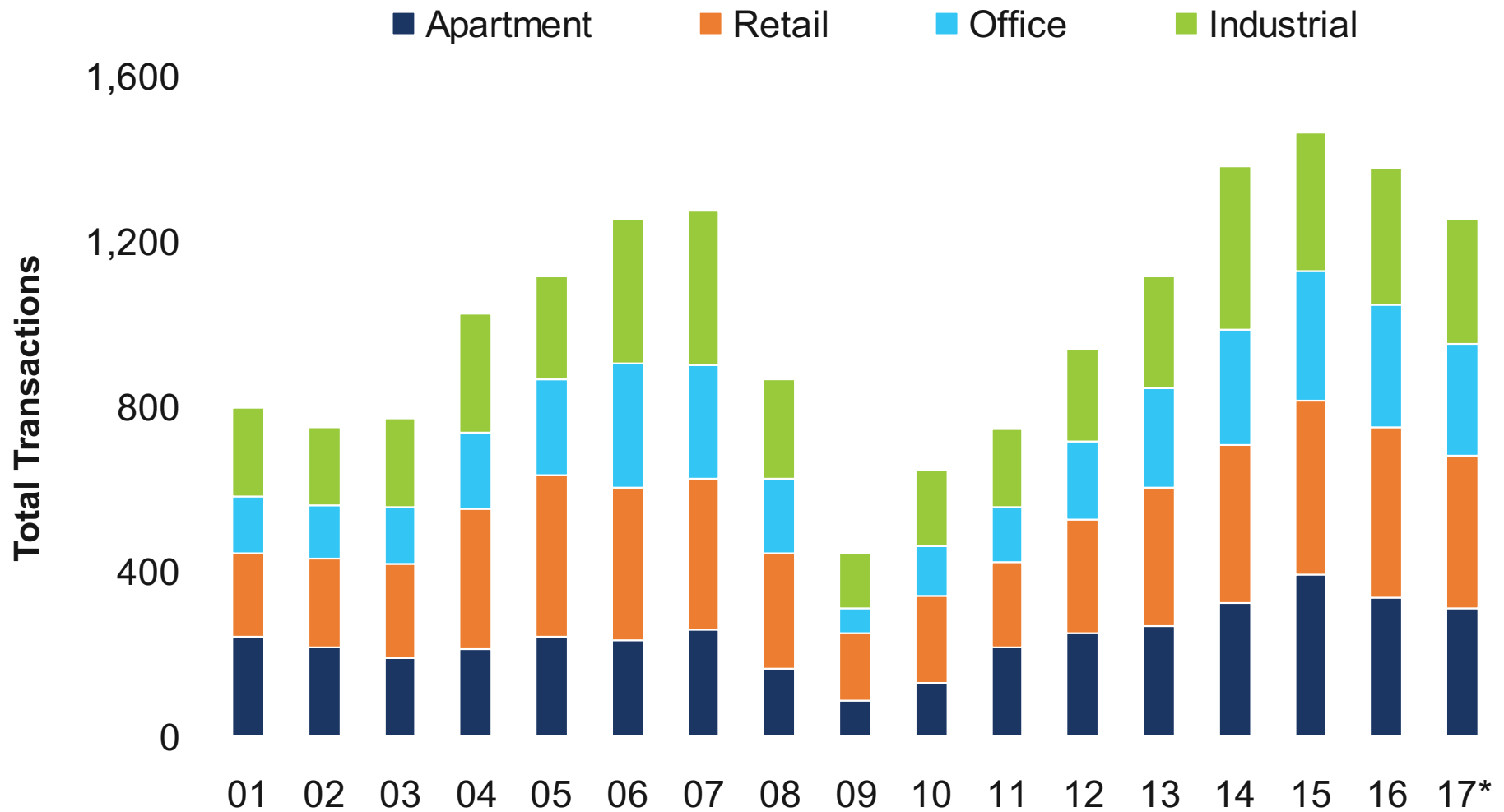


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Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics

Transaction Activity by Product Type Denver Region

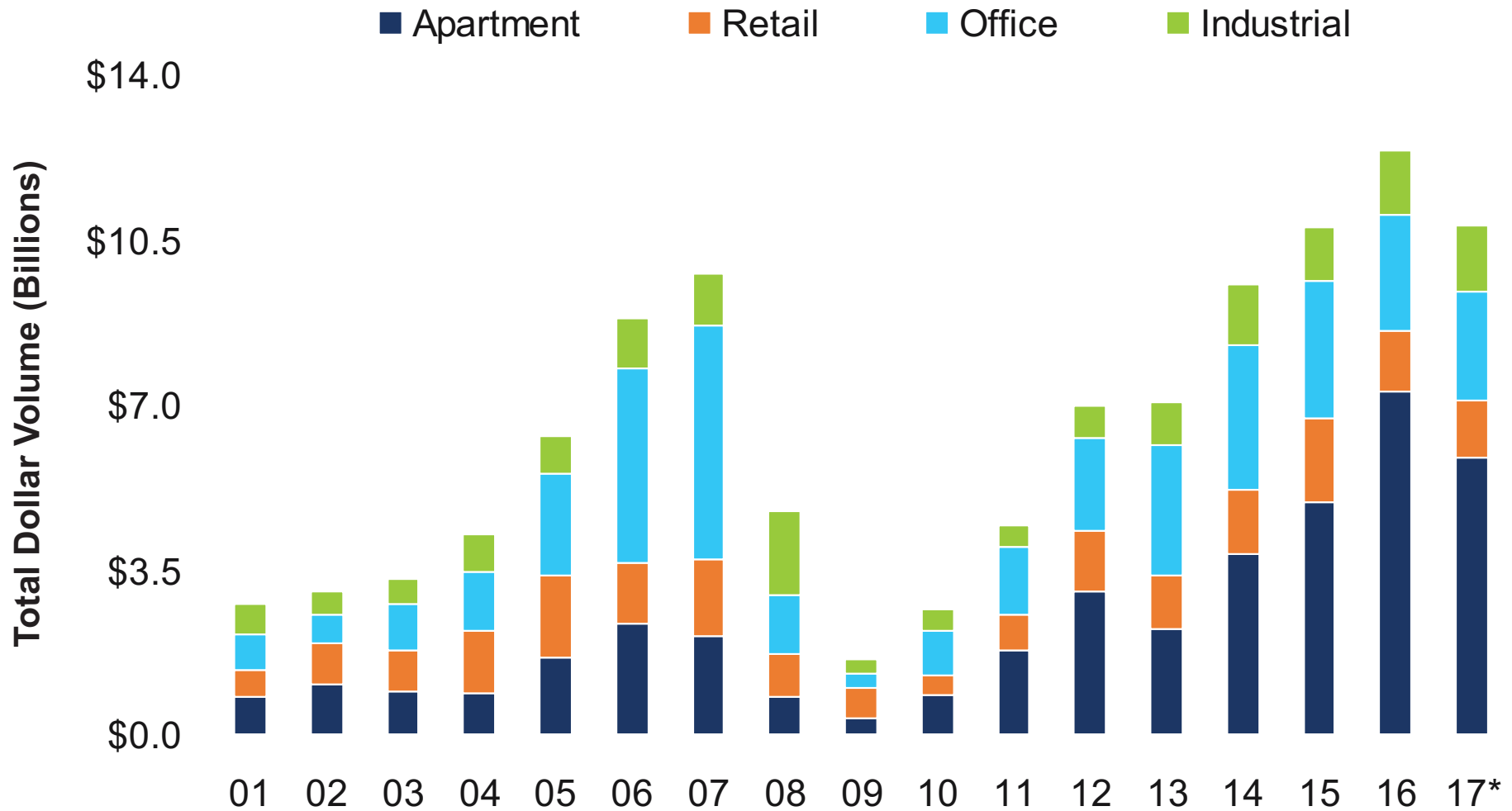


* Trailing 12-months through 3Q

Includes sales \$500,000 and greater

Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics

Dollar Volume by Product Type Denver Region



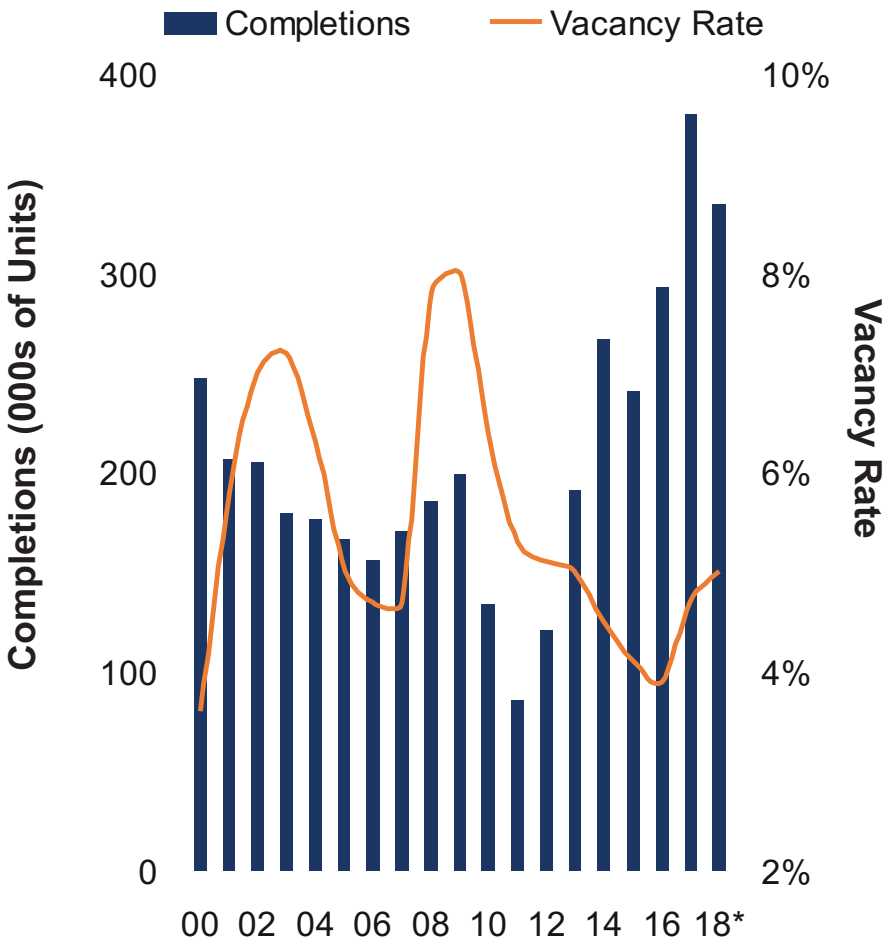
* Trailing 12-months through 3Q

Includes sales \$500,000 and greater

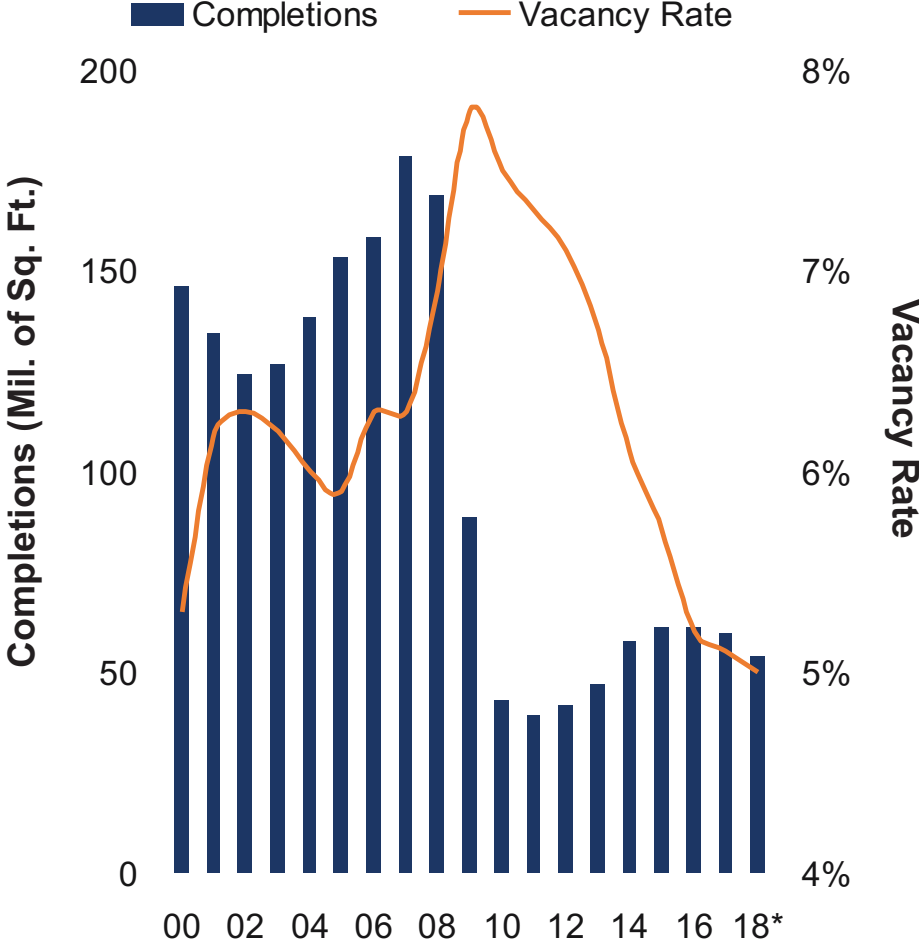
Sources: Marcus & Millichap Research Services, CoStar Group, Inc., Real Capital Analytics

National Vacancy vs. Construction

Apartment



Retail

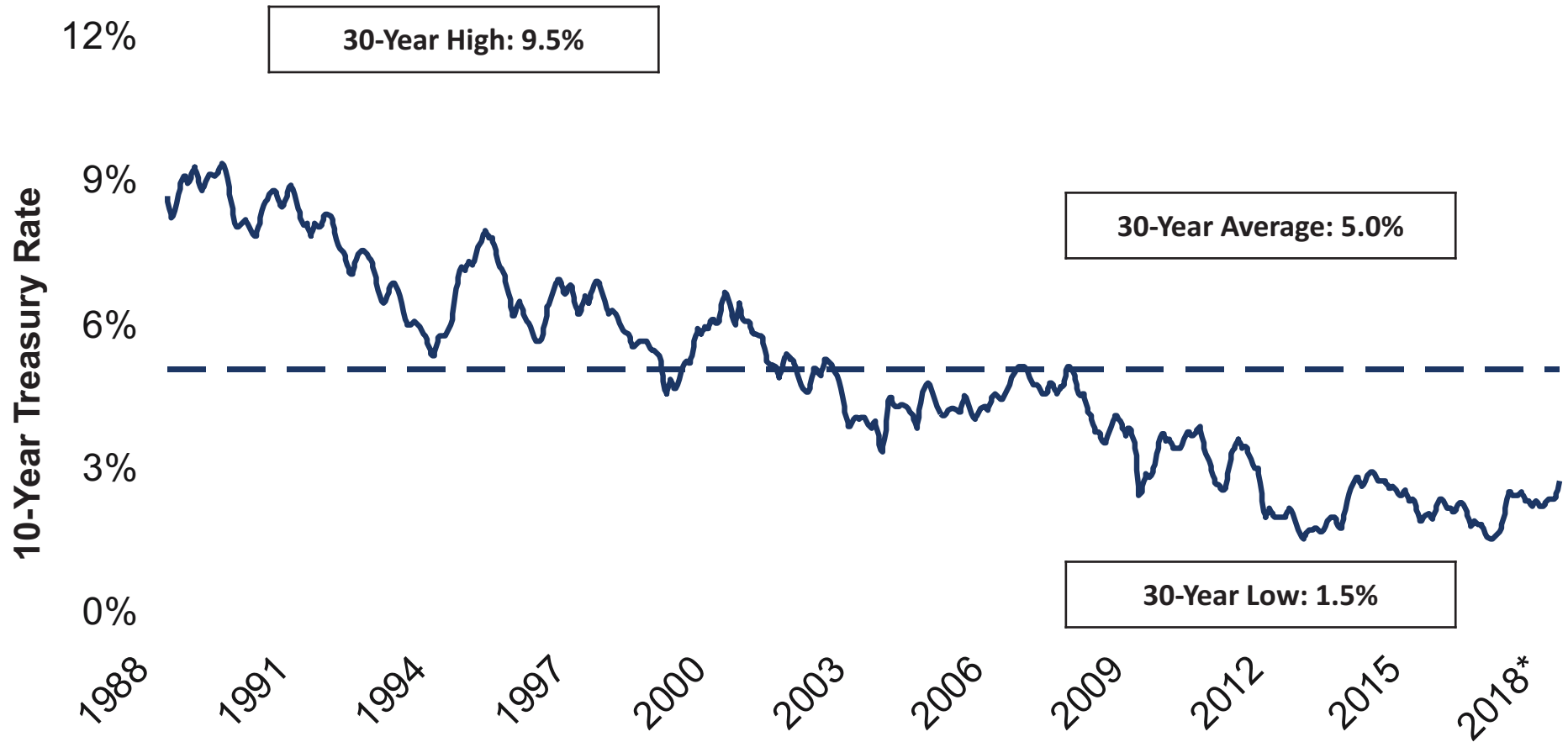


* Forecast

Sources: Marcus & Millichap Research Services, CoStar Group, Inc., RealPage, Inc.

Interest Rates

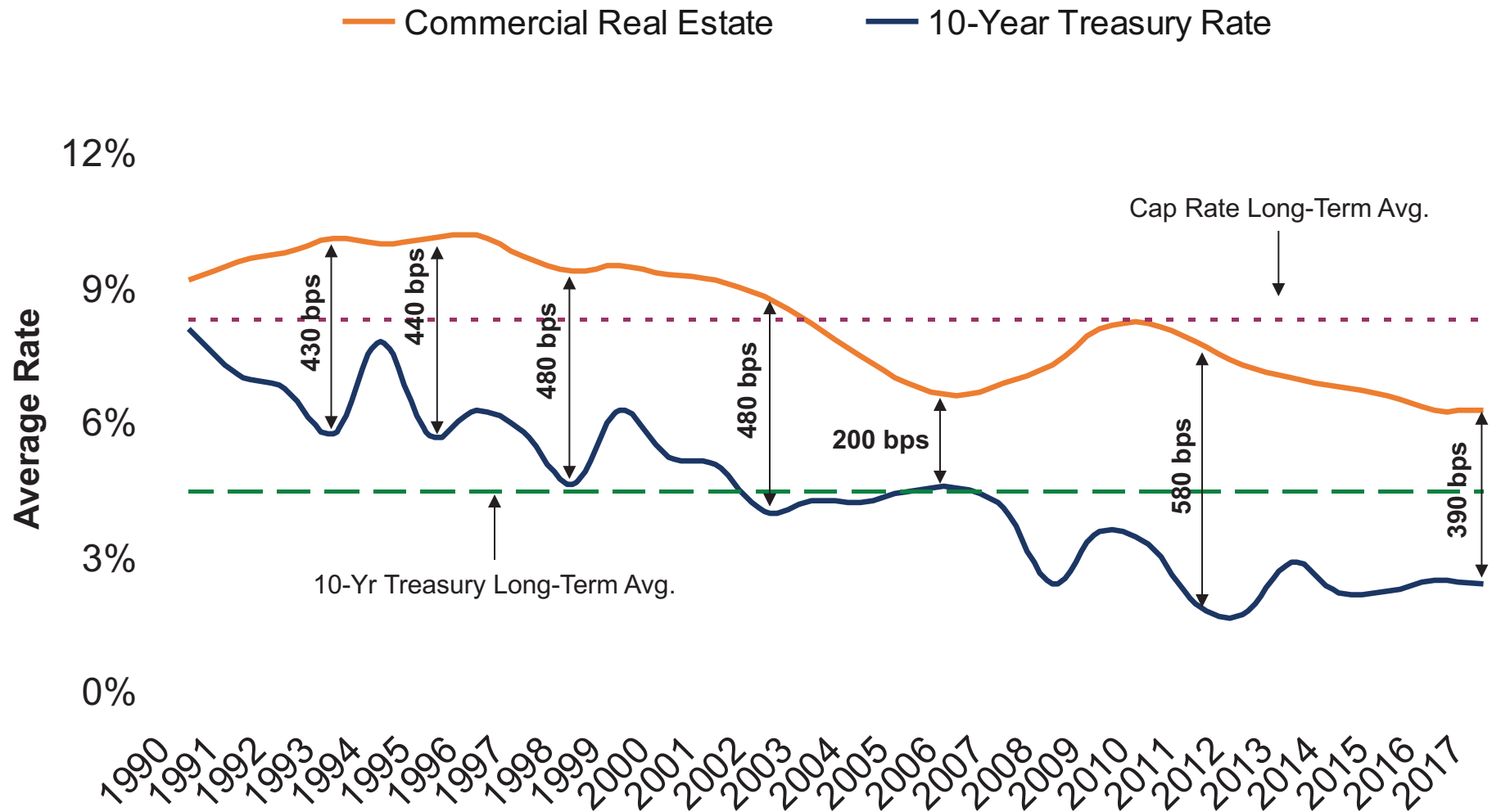
10-Year Treasury Trends



* Through January 30

Sources: Marcus & Millichap Research Services, Federal Reserve

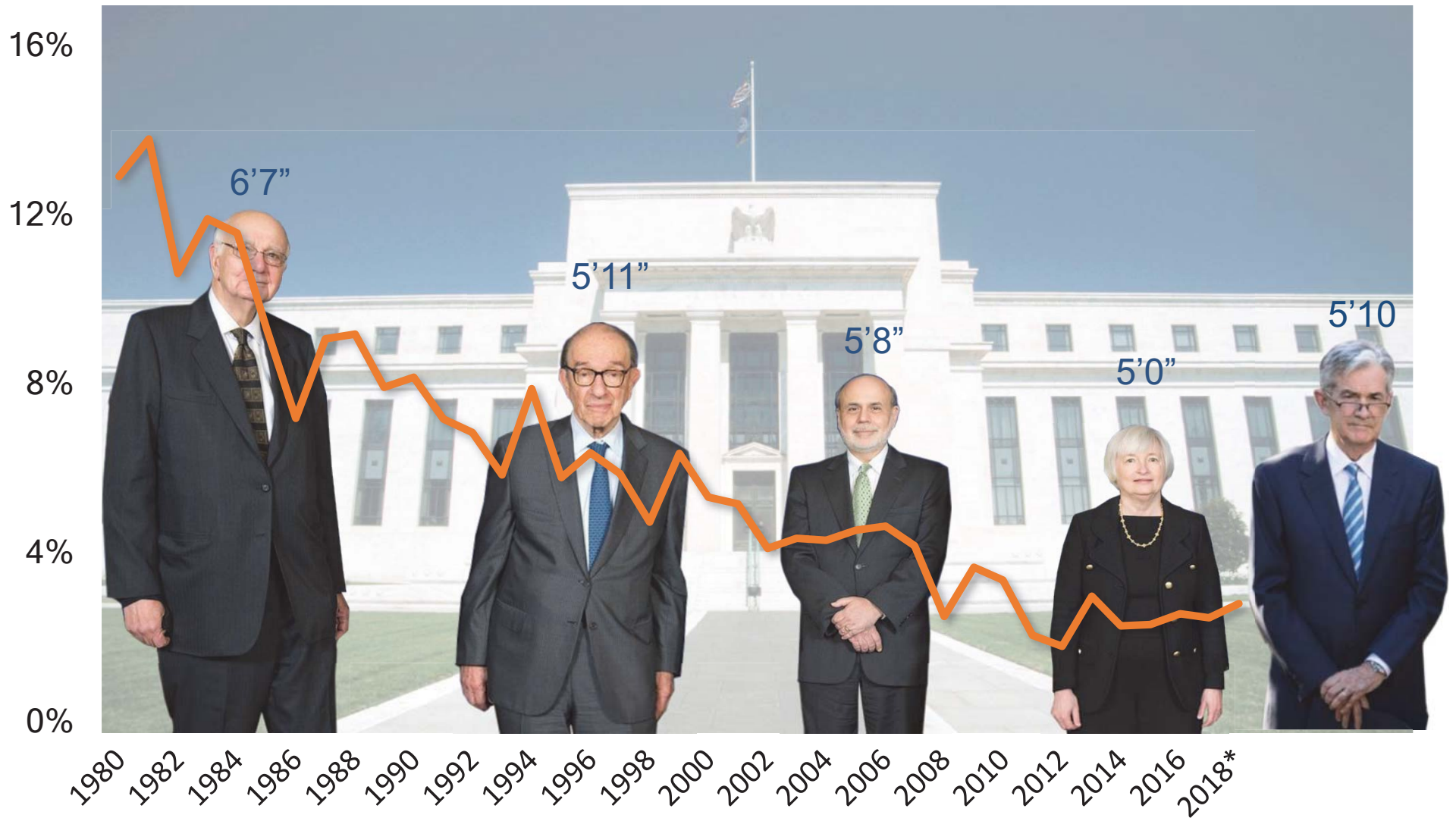
Commercial Real Estate Avg. Yield vs. 10-Yr. Treasury – Spread Indicates “Buy” Window



Includes apartment, retail, office, and industrial sales \$1 million and greater

Sources: Marcus & Millichap Research Services, Federal Reserve, CoStar Group, Inc., Real Capital Analytics

Key Characteristic of New Fed Chair to Impact Treasury Rates



* Through January

Sources: Marcus & Millichap Research Services, Federal Reserve Board



Denver Commercial Real Estate Market Overview