Green Street

Real Estate Alert

THE WEEKLY UPDATE ON THE INSTITUTIONAL MARKETPLACE

AUGUST 15, 2023

THE GRAPEVINE

Newmark has hired **Brent Mayo** as an executive managing director to launch a data-center and digital infrastructure capital-markets business. He started on Aug. 8 in New York, and the buzz is he plans to build out a team. Mayo will work with Newmark's data-center consulting group and brokers on investment sales, capital formation and platform-advisory work, among other things. He joined from **DH Capital,** a unit of **Citizens Financial** focused on data centers and digital infrastructure.

Lingerfelt, a Richmond, Va., fund operator, added **Henry "Hank" Loughran** on July 31 as a principal and managing director of capital markets and investor relations. He most recently spent about a year at **Bonaventure Holdings,**

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Manhattan's Old Farley Post Office in Play

Vornado Realty Trust is exploring options for the Farley Building in Midtown Manhattan.

The former James A. Farley Post Office has 740,000 sf of office space and 120,000 sf of retail space. It's attached to the Moynihan Train Hall, an expansion of Penn Station that opened in 2021 as part of a multibillion-dollar development project.

Sources said New York-based Vornado is considering several possibilities for the property, at 390 Ninth Avenue. It could sell a partial interest or the entire building, or look to put a mortgage on the unencumbered asset. **Newmark** is quietly talking to large investors about a potential deal.

Price talk was unavailable, but market pros speculated the Farley Building could be worth well over $1 billion. Local players have been abuzz about the property over the past few weeks. Vornado chief executive **Steve Roth** was asked about the potential of a partial-interest sale during the firm's third-quarter earnings call, and a **Scotiabank**

See FARLEY on Page 17

Overall CRE Sales Plunge 61%; CBRE Leads

Large property sales in the first half tumbled 61% from last year's record high, and there's little hope for a meaningful rebound for the remainder of 2023.

The first six months yielded just $96.80 billion of multifamily, industrial, office, hotel, retail and niche property trades worth $25 million or more, according to **Green Street's** Sales Comps Database. That's down from the first-half record of $247.29 billion in the year-ago period and close to the first six months of 2020, when the onset of the pandemic pummeled sales to just $85.76 billion.

The declines in the first half were sweeping, affecting every asset class to varying degrees and every major brokerage firm. **CBRE** once again was in the lead at midyear with a 23.9% share of brokered trades. **Eastdil Secured** was in second with a 16.3% market share, followed closely by **JLL** with a 16.1% share.

Much of the pullback was due to volatile debt markets that made financing more costly and harder to come by, particularly for larger deals and some sectors. Going forward, the largest obstacle continues to be uncertainty over when the **Federal Reserve's**

See OVERALL on Page 16

Retail Sales Turn South; Eastdil Out Front

Sales of large retail properties sank 50% in the first half as the capital-markets disruptions that have affected activity among all property types finally caught up with the sector, halting its comeback.

Some $10.29 billion of retail properties worth at least $25 million traded through June, down from the record $20.59 billion that changed hands during the first six months of last year, according to **Green Street's** Sales Comps Database. **Eastdil Secured** got out to an early lead in the brokerage race, followed by **CBRE** in second place and **JLL,** last year's winner, in third.

Retail was the only property sector in which trading activity rose last year, but interest-rate hikes prompted a slowdown late in 2022 that worsened over the first six months of this year. Market pros say sales should pick up in the second half — and activity increased more than 50% in the second quarter compared with the

See RETAIL on Page 10

New Seattle Apartment Tower Pitched

A new residential high-rise in a technology-heavy section of Seattle is on the market.

The 408-unit Ivey on Boren, in the South Lake Union neighborhood, is valued at north of $700,000/unit, or at least $285 million. **CBRE** is representing the developer, a partnership between Vancouver, Wash.-based **Holland Partner Group** and the U.S. arm of **Sekisui House,** one of Japan's biggest homebuilders.

The duo completed the 44-story tower last year at 2019 Boren Avenue, a mile north of downtown Seattle and near **Amazon, Apple, Google, Meta** and **Redfin.** The pitch is that return-to-work policy changes by local employers since May 1 have reinvigorated activity in the area, boosting leasing demand.

Downtown foot traffic hit 3 million in June, nearly reaching its pre-pandemic level four years earlier. That figure is expected to rise further as more employees return to Seattle to meet their employers' in-office work policies, according to marketing materials.

Lease-up activity at Ivey on Boren has averaged 32 units per month since opening, though exact occupancy numbers could not be learned. Units range from studios to three bedrooms and average 848 sf. Interiors have stainless-steel appliances, quartz counters and motorized window shades, and some units have floor-to-ceiling windows and gas stoves. There are also four penthouse units, averaging 2,230 sf, and 311 parking spaces.

Amenities include a rooftop terrace, package lockers and refrigerated storage, a fitness center, and a lounge pool and sun deck.

Rents average $3,767, or $4.44/sf. Part of the pitch is that the property helps fill the affordability gap, as the median home price in the surrounding area is $1.1 million, which roughly translates to a monthly mortgage payment of nearly $8,000.

The sales campaign also touts the demographics of the property's tenant base, with an average household income of $185,000 — above the $160,000 average for the surrounding 1-mile area. ❖

Heitman Lists Maryland Data Centers

Heitman is offering two fully leased data centers near a military base in Maryland that are worth about $200 million combined.

The properties, each just over 109,000 sf, are in the towns of Laurel and Severn, in an area dense with information-technology, intelligence and cyber operations due to the proximity of Fort Meade. A sale around $914/sf would produce an initial annual yield in the vicinity of 5.5%.

Heitman gave the listing to **Eastdil Secured,** which is accepting bids on the properties individually or as a package.

Because they contain infrastructure to store sensitive information, data centers often are considered mission-critical facilities, and haven't been impacted by the remote-working trend that has upended the broader office market. The niche sector has drawn increasing interest from a wide pool of investors in the aftermath of the pandemic due to strong tenant demand, limited new supply and predictable rent growth.

The big brokerage firms, meanwhile, have been looking to capture a greater share of the investment-sales market. To that end, Eastdil last month hired former **Avison Young** broker **Rob Walters** as a managing director based in Washington to lead its data-center and digital-infrastructure business. The Heitman listing is Eastdil's first such assignment since he started.

The powered-shell facilities are occupied by a single tenant that operates and maintains the properties on a triple-net lease with contractual increases. The tenant, described in marketing materials as having an investment-grade credit rating, has a weighted average remaining lease term of 12 years, with four five-year renewal options.

The data center in Laurel is on 43 acres, while the Severn property is almost 49 acres. The facilities have a combined power capacity of 60 megawatts, and both properties have room to add more space.

Fort Meade houses the headquarters of the **National Security Agency, U.S. Cyber Command** and other agencies focused on information and intelligence.

Sales of data centers valued at $25 million or more totaled $533.6 million in the first half, a drop of 51% compared with the same period last year, according to **Green Street's** Sales Comps Database. The decrease was largely due to volatility in the debt market, which weighed on property sales generally (see article on Page 1). ❖

Carroll Sells Assets as RMR Deal Nears

Carroll continues to prune its apartment portfolio ahead of its pending sale to **RMR Group.**

The Atlanta-based shop is marketing three properties, totaling 805 units, in the Southeast with a combined value of roughly $229 million, or $284,000/unit. Those offerings follow some $554 million of properties — encompassing 2,589 units — the firm has sold in recent weeks.

The latest offerings include the 315-unit Arium Vinings Station, in Atlanta, which Carroll and partner **PCCP** of Los Angeles are shopping for roughly $85 million, or $270,000/unit. As reported in June, the duo also is looking to sell the 260-unit Arium Jensen Beach, in Jensen Beach, Fla., with bids expected around $78 million, or $300,000/unit. **Newmark** has both sales assignments.

Separately, Carroll and New York-based fund manager **BentallGreenOak** have listed the 230-unit Arium Brookhaven, in Brookhaven, Ga., for north of $65 million, or $285,000/unit, via **Cushman & Wakefield.**

Last month, RMR, a publicly traded alternative asset manager based in Newton, Mass., agreed to buy Carroll for $80 million in an all-cash deal. The transaction is expected to give RMR a foothold in the multifamily space. During a recent conference call, chief executive **Adam Portnoy** projected that the sector will make up 16% of the company's total assets under management after the transaction closes later this year.

But exactly how many properties RMR will take over when it completes the Carroll deal remains unclear. In investor materials,

See CARROLL on Page 18

Value in store.

National Multitenant Portfolio
30 Assets | 17 U.S. States | 4.1M SF | Sale

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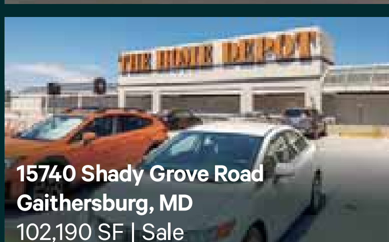
#1 U.S. Retail Broker,
MSCI Real Assets (RCA) H1 2023

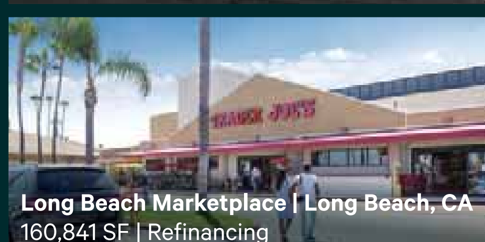
Maple Hill Pavilion | Kalamazoo, MI
276,396 SF | Sale

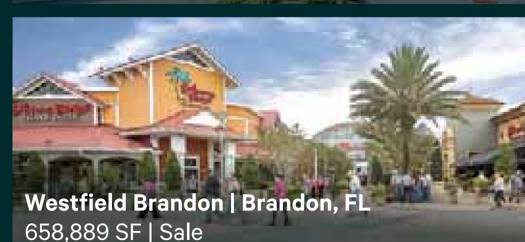

The Source at White Plains | White Plains, NY
262,031 SF | Sale

Canton Marketplace | Canton, GA
335,445 SF | Refinancing



15740 Shady Grove Road
Gaithersburg, MD
102,190 SF | Sale


Long Beach Marketplace | Long Beach, CA
160,841 SF | Refinancing


Westfield Brandon | Brandon, FL
658,889 SF | Sale

Select CBRE 2023 Retail Transactions

Property Sales
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CBRE

Updated Boston Offices Up for Grabs

A renovated office building in downtown Boston is being pitched as a leasing play.

The 407,000-sf building, at 101 Arch Street, is 79% occupied by 34 tenants with a weighted average remaining lease term of 3.3 years. **JLL** is marketing the property to investors with value-added strategies.

Debt-market volatility and a challenging leasing environment have made valuing traditional office buildings difficult, but pros said the property could fetch bids ranging from $200/sf to $250/sf, or up to $100 million.

Clarion Partners bought the 1989-vintage building for $122 million in 2005, when it was 89% occupied, and renovated it in 2020 with updates to the 20,000-sf lobby, conference center, gym and tenant lounge. The property has a LEED-gold designation, as well as a WiredScore gold certification for digital connectivity.

That should position the building to capture tenant demand as the leasing market recovers. Overall, Class-A space in the downtown submarket was 84% leased at the end of June, including space available for sublease, according to a JLL report.

The 21-story building has oversize windows and flexible floorplates that can be divided for multiple tenants. The lobby has access to an MBTA station.

Traditional offices sales have struggled to maintain momentum amid the work-from-home trend that's dampened leasing demand and largely illiquid debt markets for the asset class. In the first six months of the year, Boston was the second most active sales market with $2.04 billion of trades valued at $25 million or more, according to **Real Estate Alert's** published rankings. But that was still down 45% from the same period in 2022. ❖

Va. Townhouse Purchase Kicks Off JV

A partnership between **American Real Estate Partners** and **GreenBarn Investment** has agreed to pay $120 million for a townhouse development in Northern Virginia, the first deal in what's expected to be to a joint venture focused on the build-to-rent sector.

The firms are stepping in to finish a 200-unit project in Ashburn. The duo closed on the first phase — 26 existing townhouses — at the end of July and plans to close on the remaining homes as construction wraps up in phases over the next 15 months.

The seller was **Dream Finders Homes,** a Jacksonville-based public homebuilder. No broker was used.

As the for-sale housing market has faced higher interest rates over the past year, investors like AREP and GreenBarn are looking to buy projects from homebuilders and operate them as rental properties. The play is that such properties can charge higher rents, and target renters-by-choice, particularly in high-cost housing markets where townhouses and other attached single-family units can serve as a middle ground between traditional multifamily and detached single-family homes.

The Ashburn deal is the first between McLean, Va.-based AREP and GreenBarn, a Morristown, N.J.-based investment shop that rebranded in February from **Senlac Ridge Partners.** Both firms often look to form joint ventures on investments.

AREP invested in the deal via its $63 million AREP Strategic Opportunity Fund 3, which held a final close last year. GreenBarn is 50% owned by money manager **Rithm Capital,** which kicked in limited-partner equity on the Ashburn purchase. While the deal is the first for AREP-GreenBarn, Rithm has invested in the single-family sector previously.

The 14-acre townhouse development, dubbed CityHouse Ashburn Station, will have three-bedroom units that average 1,900 sf. Homes are spread across 15 individual rows of townhouses, with eight to 14 units per building. Some will begin renting this month.

Homes will have attached garages, kitchen islands, smart-home technology and washer/dyers. Amenities include sports courts, green spaces and indoor-outdoor entertainment areas.

CityHouse Ashburn Station, named for AREP's residential-living brand, is at 43807 Anhinga Terrace, some 25 miles west of Washington. It's less than a mile from a Metro station connecting to the city. ❖

Trio of NY Shopping Centers Available

Hampshire Real Estate Cos. is marketing a portfolio of three grocery-anchored shopping centers in Albany and Orange County, N.Y., worth about $67 million.

The centers total 288,000 sf that is 97% leased. **JLL** is pitching the properties as a package deal for Hampshire, of Morristown, N.J.

Some 64% of the space is leased by the grocers, **ShopRite** and **Price Chopper,** which have a weighted average remaining lease term of 7.5 years. The marketing campaign is touting the stability of the cashflow.

Overall, there are 16 tenants with a weighted average remaining lease term of 6.6 years, and leases on 53% of the space don't mature until after 2030. The rent roll also includes **AutoZone, Crunch Fitness, La-Z-Boy Furniture** and **Mavis Discount Tire.**

The 66,000-sf Albany center, anchored by ShopRite, is at 709 Central Avenue. It was built in 1991 and renovated in 2012. Albany has about 99,000 residents.

The other two properties, both anchored by Price Chopper, are in Orange County, a New York City suburb with 401,000 residents.

The larger center, totaling 138,000 sf, is at 511 Schutt Road Extension in Middletown. It was developed from 1997 to 2000 and is 94.2% leased.

The other, Price Chopper Plaza in Warwick, has 84,000 sf that is fully leased. The property, at 142 State Highway 94, was developed from 2010 to 2013. The listing includes land that could accommodate additional retail or mixed-use development. ❖


JLL SEE A BRIGHTER WAY

Indiana Apartments Pitched With Loan

An Indiana apartment complex with assumable financing is up for sale and could attract bids of $85 million.

The 322-unit Carmel Center, in Carmel, was built in 2002 and could appeal to value-added investors. The estimated value works out to $264,000/unit. **JLL** is representing the seller, a partnership between Louisville, Ky.-based **NTS Development** and **Hartford Investment Management.**

The listing touts the availability of an existing loan with a below-market fixed rate of 2.74%. The $36 million interest-only **Freddie Mac** mortgage matures in 2027.

Carmel Center comprises 18 three-story buildings on more than 15 acres. Its one- to two-bedroom apartments average 1,087 sf, while 28 four-bedroom townhouse-style units average nearly 2,000 sf. The three-story townhouses directly access two-car garages. The complex is 98% occupied.

Units have granite counters, stainless-steel appliances, washer/dryers, walk-in closets and wood-style plank flooring. Amenities include a pool and sun deck, a lounge with a fireplace, a business lounge and an entertainment kitchen. There are 485 parking spaces, including 52 attached garages and 39 detached garages. Rents average $1,689, or $1.55/sf.

The owners have invested $4.3 million in capital improvements — including $1.3 million last year to renovate the clubhouse and leasing center. According to marketing materials, a buyer could increase revenue by adding luxury finishes to unit interiors — catering to the affluent residents of Carmel, where the average household income is $175,000.

Carmel Center, at 675 Beacon Street, is within walking distance of the Monon Recreation Trail, Carmel City Center and the city's arts and design district. It's 13 miles north of downtown Indianapolis. ❖

Corrections

A ranking of multifamily brokers in the first half, published on Aug. 8, omitted seven deals totaling $411.4 million that **Marcus & Millichap** brokered in the Dallas/Fort Worth market. Including those deals, Marcus & Millichap was the second-most active multifamily broker in that market and ranked sixth nationally.

An Aug. 8 Grapevine item incorrectly reported when executive search firm **Jackson Lucas** established its retained platform. It launched in 2017 and was expanded last year. ❖

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$50 Billion Global Transactions
$4 Billion Retail Transactions
1H 2023

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Berkadia Eyes Manufactured Housing

Berkadia has hired four brokers with experience in manufactured housing to launch a sales practice for the niche property type.

The team, which moved over from **Capstone** on Aug. 4, is led by senior managing director **Kevan Enger.** Managing director **Ian Hilpl** and directors **Brian Hummell** and **Hunter LaRocca** round out the group. All four report to senior vice president and co-head of investment sales and production operations **Mike Miner.**

The new group will handle all national sales of recreational vehicle parks and manufactured housing, a sector which Berkadia sees as ripe for expansion. That growth expectation is due in part to Berkadia's existing manufactured-housing debt division, led by managing director **Art Tuverson,** and because of the focus on the property type by **Fannie Mae** and **Freddie Mac.**

"We continue to see the agencies become more bullish on manufactured housing due to growing affordable needs across the country," Enger said.

Enger, Hilpl and LaRocca are based in Orlando, while Hummell works in Columbus, Ohio. Enger spent nearly 10 years at Capstone, leaving as a managing partner. Hilpl departed as a partner after a six-year stint at the firm. He previously worked at **KeyBank** and **M&T Bank.**

LaRocca worked at Capstone for four-plus years, leaving as a director, while Hummell was a senior sales advisor since joining in 2018. ❖

Medical-Device Plant in Mass. Listed

A developer is shopping a fully occupied manufacturing building in suburban Boston that's expected to fetch bids of about $30 million.

The 138,000-sf building, at 16 Bulge Road in Devens, was completed in the past year as a build-to-suit for a British medical device manufacturer. A valuation of almost $217/sf would produce an initial annual yield just topping 5%.

The developer, a partnership between **Mirae Asset Global Investments** and **Scannell Properties,** has given the listing to **Newmark.**

Watson-Marlow Fluid Technology Solutions started moving into the building last month. Its 20-year lease starts with a rent of $10.57/sf on a triple-net basis and includes 3% annual increases. There are no termination options.

The company, which develops devices such as pumps and tubes for fluid management, has invested some $41.5 million on improvements and upgrades to the building. It has a "good manufacturing practice" designation from the **U.S. Food and Drug Administration.** The property has eight designated clean rooms for production and some warehouse space.

The building is on a former military base, amid a cluster of life-science and technology businesses that have created demand for more advanced manufacturing facilities. It is 35 miles northwest of Boston. ❖

Northmarq Expands in the Pacific NW

Northmarq is launching two investment-sales offices in the Pacific Northwest.

The Bloomington, Minn.-based brokerage has nabbed four brokers and 13 support staffers from boutique advisory firms **CPX** and **Westlake Associates.** The CPX hires started on Aug. 9, while those from Westlake began on Aug. 1.

Those teams now staff Northmarq's first outposts near Portland, Ore. — in Lake Oswego — and Seattle. The firm already has an office in Bellevue, Wash., that opened in 2009.

Kevin Addato, who was a managing partner at CPX, joined as a managing director in Lake Oswego, reporting to executive managing director **Jeff Cox.** Six others are joining Addato there: senior vice presidents **Scott Frank** and **Sean Mack;** vice presidents **Peter Dunn, Michael Kapnick** and **Lance Sasser;** and associate **Anthony Albrecht.** They'll work across property types.

In Seattle, former CPX managing partner **Sean Tufts** joined as a managing director, bringing along associate broker **Joe Dugoni.** While both work across property types, the local office also will have a multifamily-sales team led by senior vice president **Tyler Smith.** He joined from Seattle-based Westlake and reports to regional managing director **Vince Norris.**

Smith brought three Westlake pros with him: senior vice presidents **Steve Fischer** and **Joe Kinkopf,** and associate broker **Brendan Greenheck.** The Seattle apartment team also will have four staffers who joined from CPX: senior vice president **Casey Zejdlik,** vice president **Matt Johnston** and associate brokers **Andreya Derby** and **Taylor Wyman.** ❖

NEWMARK

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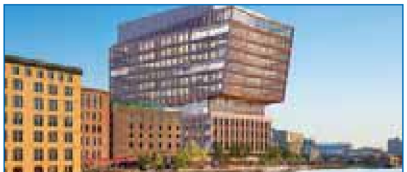
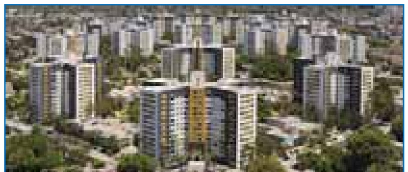
2023 MID-YEAR OVERALL CAPITAL MARKETS HIGHLIGHTS



15 NECCO

BOSTON, MA

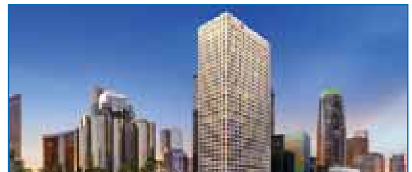
345,995 SF
Recapitalization on behalf of:
Alexandria Real Estate Equities and National Development



PARK LA BREA

LOS ANGELES, CA

4,249 Units
Financed on behalf of:
Prime Residential



UNION BANK

LOS ANGELES, CA

675,945 SF
Sold on behalf of:
KBS

FORNEY LOGISTICS CROSSING

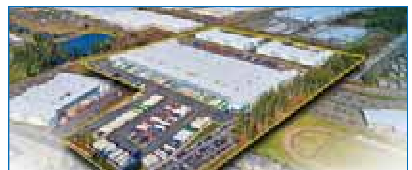
FORNEY, TX

904,495 SF
Sold on behalf of:
Grandview Partners & Stillwater Capital

OKLAHOMA SURGICAL PORTFOLIO

OKLAHOMA CITY, OK

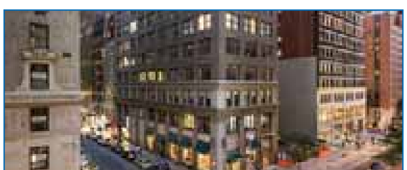
132,881 SF
Sold on behalf of:
Global Medical REIT



BRIDGE POINT LACEY

LACEY, WA

717,000 SF
Sold on behalf of:
Institutional Seller



149 MADISON AVENUE

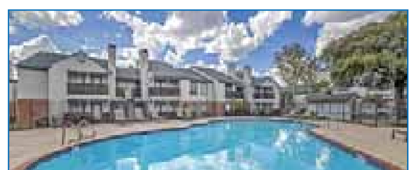
NEW YORK, NY

125,623 SF
Sold on behalf of:
Columbia Property Trust

WALDORF MARKETPLACE

WALDORF, MD

359,484 SF
Sold on behalf of:
Institutional Seller



SPICE CREEK, THE CLARA AND THE MAXWELL PORTFOLIO

SAN ANTONIO, TX

828 Units
Sold on behalf of:
Blackhawk Property Holdings
Financed on behalf of:
Multifamily Acquisition Advisors

POINSETTIA PLAZA

VENTURA, CA

157,322 SF
Sold on behalf of:
IRA

8700 RITCHIE DRIVE

CAPITOL HEIGHTS, MD

102,702 SF
Sold on behalf of:
Principal RE Investors

SUMMIT

RENO, NV

369,111 SF
Sold on behalf of:
DRA Advisors

nmrk.com

RANKINGS

Retail

... From Page 1

first. But many are skeptical that any major rebound will occur this year.

"The bid-ask spread was and remains very wide," said **William Gerrity,** chief executive of **Gerrity Group** of Solana Beach, Calif., which owns retail properties in the Western U.S. "I think the market expects values to adapt to the cost of debt, but there remains uncertainty about where the debt markets will stabilize. And until that is clear, the spread will remain quite wide."

Large deals, which are tough to finance when interest rates are high, took the biggest hit and dragged overall volume lower. Only three trades topping $200 million occurred in the first half, down from 11 during the same period last year.

"Interest rates and availability of debt are really big issues that hinder the larger transactions," said **Chris Decoufle,** leader of CBRE's retail capital-markets team. "That's not going to change this year. What it means for next year is TBD."

The retail sector had been in the middle of a remarkable turnaround. Investment-sales volume tumbled five years in a row beginning in 2015 amid the rise of e-commerce and a raft of retailer bankruptcies. The public health restrictions put in place during the pandemic exacerbated those problems, but investor sentiment shifted last year as sector fundamentals bounced back after years of scant construction.

In a twist, the improving leasing market could be part of the reason transaction activity has fallen this year. According to a midyear **Cushman & Wakefield** report, the retail sector's leasing market has strengthened over last year, "defying the gravitational pull of an uncertain economic outlook." Occupancy has climbed 60 bp during the past 12 months to a record high of 94.6%, and asking rents average $23.47/sf, up 4.7% from a year ago — and 16% higher than in 2019.

That healthy backdrop is helping to dampen sales volume by making owners bullish about their properties' performance and reluctant to sell at discounts in a choppy market.

"Many owners are looking at their assets and feel like, for the first time in a long time, they have strong tailwinds from an operational standpoint, and want to take advantage of that," said **Danny Finkle,** co-leader of JLL's retail capital-markets program. "Owners are more interested in harvesting value and NOI growth from an operational standpoint because there is minimal new development, occupancies are near all-time highs, and a lot of retailers are still trying to push out expansion plans."

Industry pros said the market was most active among deals of $50 million or less — especially those with core-plus or value-added profiles that would allow buyers to take advantage of the strengthening leasing market by filling vacancies and raising rents.

"High-quality vacancy and near-term

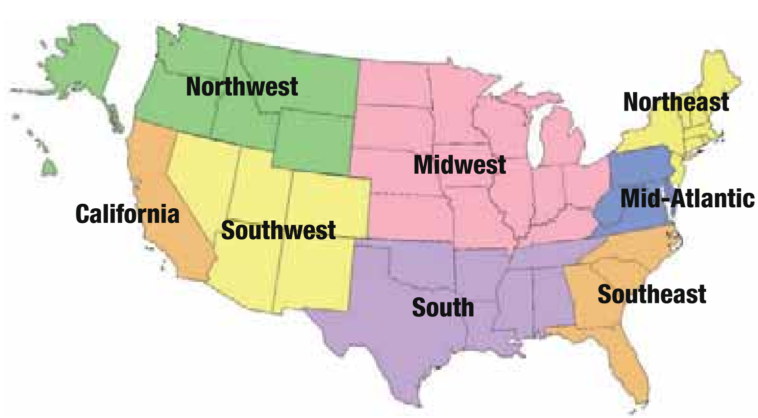
See RETAIL on Page 12

Retail-Property Sales

	Total ($Bil.)	No. of Prop.
2014	$31.7	742
2015	36.5	690
2016	32.7	685
2017	23.7	678
2018	22.3	737
2019	21.7	1,089
2020	9.7	278
2021	22.0	816
2022	35.7	1,444
1H-23	10.3	856

Retail Sales by Region in the 1st Half

		1H-23 Amount ($Mil.)	No. of Prop.	1H-22 Amount ($Mil.)	No. of Prop.	Top Broker
1	Northeast	$1,542.9	44	$3,021.8	91	CBRE
2	Southeast	1,229.0	55	3,889.7	123	CBRE
3	California	1,200.0	38	3,925.3	86	Newmark
4	South	890.0	32	2,009.3	91	JLL
5	Midwest	729.0	37	2,371.4	109	CBRE
6	Mid-Atlantic	708.2	19	1,842.9	66	JLL
7	Northwest	347.2	10	541.8	16	JLL
8	Southwest	266.1	13	1,269.4	64	Newmark
9	(Multi-region)	3,375.3	608	1,716.8	201	Eastdil Secured
	TOTAL	10,287.6	856	20,588.3	847	

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RANKINGS

Top Retail Brokers in the 1st Half

Brokers representing sellers in deals of at least $25 million

		1H-23 Amount ($Mil.)	No. of Properties	Market Share (%)	1H-22 Amount ($Mil.)	No. of Properties	Market Share (%)	'22-'23 % Chg.
1	Eastdil Secured	$1,863.1	419	28.8	$3,259.4	251	18.6	-42.8
2	CBRE	1,320.2	79	20.4	4,168.8	212	23.8	-68.3
3	JLL	1,303.0	43	20.2	4,152.2	103	23.7	-68.6
4	Newmark	690.5	13	10.7	1,573.7	40	9.0	-56.1
5	Cushman & Wakefield	369.5	13	5.7	964.2	22	5.5	-61.7
6	Colliers	202.6	4	3.1	501.3	13	2.9	-59.6
7	SRS Real Estate Partners	103.0	2	1.6	27.0	1	0.2	281.5
8	Marcus & Millichap	90.0	10	1.4	833.5	85	4.8	-89.2
9	Atlantic Capital Partners	70.0	4	1.1	66.3	2	0.4	5.5
10	Berkeley Capital Advisors	64.0	1	1.0	315.0	21	1.8	-79.7
11	Matthews Real Estate Investment Services	56.6	2	0.9	0.0	0	0.0	
12	RedMark Realty	55.0	1	0.9	0.0	0	0.0	
13	Mid-America Real Estate	54.0	1	0.8	409.0	6	2.3	-86.8
14	Legacy Realty	46.0	1	0.7	41.6	2	0.2	10.6
15	Hanley Investment	36.5	1	0.6	0.0	0	0.0	
16	Lee & Associates	30.0	1	0.5	0.0	0	0.0	
17	Chozick Realty	27.8	1	0.4	0.0	0	0.0	
18	NNN Properties	26.9	2	0.4	0.0	0	0.0	
19	Kidder Mathews	25.3	1	0.4	26.0	1	0.1	-2.7
20	Plaza Advisors	25.1	1	0.4	0.0	0	0.0	
	OTHERS	0.0	0	0.0	1,194.1	25	6.8	-100.0
	Brokered Total	**6,458.9**	**600**	**100.0**	**17,532.1**	**784**	**100.0**	**-63.2**
	No Broker	3,828.7	256		3,056.2	63		25.3
	TOTAL	**10,287.6**	**856**		**20,588.3**	**847**		**-50.0**

Retail ... From Page 10

lease expirations are very much in favor from investors," Finkle said. "But that is the unicorn and it is increasingly rare to find those opportunities."

Strip-center values are down 14% from their peak early last year, compared with the 16% decline for all property types, according to an Aug. 4 report from Green Street, the parent of **Real Estate Alert.** Market pros say peak pricing was fueled by dirt-cheap debt and has since normalized.

"During the post-Covid flash cycle, pricing really spiked to … levels we had not seen before," CBRE's Decoufle said. "Retail pricing has [since] reverted to the mean based on the last 20 years. … The regions that didn't get overheated in the flash cycle are now trading much better than the markets that got very hot during that period. The Southeast, Texas and the Midwest have smaller bid-ask gaps, while Florida has the most pronounced gap."

The retail-property sales market is showing some signs of improvement. Transaction volume increased 54% in the second quarter over the first — the biggest gain of any property type. Retail's relatively higher capitalization rates, compared with multifamily and industrial, meant more deals could pencil

See RETAIL on Page 14

RANKINGS

Subsector Breakout for Brokers of Retail Properties in the 1st Half

Brokers representing sellers in deals of at least $25 million

		1H-23				1H-22			
		Strip Center ($Mil.)	Net Lease ($Mil.)	Mall ($Mil.)	Total ($Mil.)	Strip Center ($Mil.)	Net Lease ($Mil.)	Mall ($Mil.)	Total ($Mil.)
1	Eastdil Secured	$240.8	$1,494.3	$128.0	**$1,863.1**	$1,544.9	$1,284.0	$430.5	$3,259.4
2	CBRE	642.9	457.3	220.0	**1,320.2**	3,483.6	653.1	32.0	4,168.8
3	JLL	965.7	64.3	273.0	**1,303.0**	3,163.3	396.0	592.9	4,152.2
4	Newmark	465.6	0.0	224.9	**690.5**	1,142.7	193.7	237.3	1,573.7
5	Cushman & Wakefield	333.2	36.3	0.0	**369.5**	838.7	125.5	0.0	964.2
6	Colliers	202.6	0.0	0.0	**202.6**	299.4	201.9	0.0	501.3
7	SRS Real Estate Partners	103.0	0.0	0.0	**103.0**	0.0	27.0	0.0	27.0
8	Marcus & Millichap	59.8	30.2	0.0	**90.0**	480.9	352.6	0.0	833.5
9	Atlantic Capital Partners	0.0	70.0	0.0	**70.0**	66.3	0.0	0.0	66.3
10	Berkeley Capital Advisors	0.0	0.0	64.0	**64.0**	235.1	79.9	0.0	315.0
11	Matthews Real Estate Investment Serv.	56.6	0.0	0.0	**56.6**	0.0	0.0	0.0	0.0
12	RedMark Realty	0.0	0.0	55.0	**55.0**	0.0	0.0	0.0	0.0
13	Mid-America Real Estate	54.0	0.0	0.0	**54.0**	409.0	0.0	0.0	409.0
14	Legacy Realty	46.0	0.0	0.0	**46.0**	0.0	41.6	0.0	41.6
15	Hanley Investment	36.5	0.0	0.0	**36.5**	0.0	0.0	0.0	0.0
16	Lee & Associates	0.0	30.0	0.0	**30.0**	0.0	0.0	0.0	0.0
17	Chozick Realty	27.8	0.0	0.0	**27.8**	0.0	0.0	0.0	0.0
18	NNN Properties	0.0	26.9	0.0	**26.9**	0.0	0.0	0.0	0.0
19	Kidder Mathews	25.3	0.0	0.0	**25.3**	26.0	0.0	0.0	26.0
20	Plaza Advisors	25.1	0.0	0.0	**25.1**	0.0	0.0	0.0	0.0
	OTHERS	0.0	0.0	0.0	**0.0**	846.0	114.7	233.4	1,194.1
	Brokered Total	**3,284.8**	**2,209.2**	**964.9**	**6,458.9**	**12,536.0**	**3,470.1**	**1,526.1**	**17,532.1**
	No Broker	3,037.8	399.9	391.0	**3,828.7**	2,297.2	535.2	223.9	3,056.2
	TOTAL	**6,322.6**	**2,609.1**	**1,355.8**	**10,287.6**	**14,833.2**	**4,005.3**	**1,749.9**	**20,588.3**

Retail ... From Page 12

out amid high-interest rates.

"Retail has not been a negative-leverage game," Decoufle said. "The cap rates were already higher than the other product types coming into this period. Consequently, the sector didn't have to adjust as much to maintain volumes. These metrics are in our favor."

Still, market pros think more clarity is needed about the **Federal Reserve's** stance on interest rates before activity resumes in a significant way.

"Transactions will surge when buyers, sellers and lenders are confident in fair values," Gerrity said. "I don't think this will happen until early to mid-2024."

In the brokerage race, Eastdil closed $1.86 billion of sales in the first half for a 28.8% share of brokered trades. That was propelled by a single deal: the $1.5 billion sale of a portfolio of convenience stores.

CBRE barely edged out JLL for the second-place slot by closing $1.32 billion of trades for a 20.4% market share. JLL, after taking the retail crown three years in a row, fell to third with $1.30 billion of sales for a 20.2% market share. **Newmark** ($690.5 million, 10.7% market share) and Cushman ($369.5 million, 5.7%) rounded out the top five.

There were $1.36 billion of mall sales worth at least $25 million in the first half, down from $1.75 billion in the same period last year. Malls accounted for 13.2% of total retail volume, up from 8.5% last year.

Broker rankings are based on property transactions that closed January through June and involved full or partial stakes valued at $25 million or more.

When multiple brokers shared a listing, the dollar credit was divided evenly, but each broker was credited with one transaction. Only brokers for sellers were given credit. Portfolio transactions were included if the package price was at least $25 million. ❖

RANKINGS

Top Overall Brokers in the 1st Half

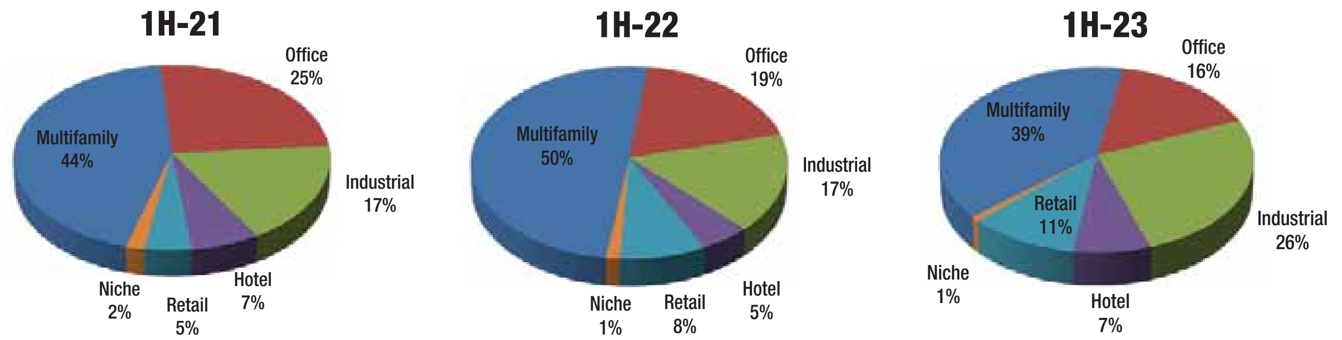
Brokers representing sellers in deals of at least $25 million

	Broker	Multi-family ($Mil.)	Industrial ($Mil.)	Office ($Mil.)	Retail ($Mil.)	Hotels ($Mil.)	Niche* ($Mil.)	1H-23 Total ($Mil.)	Market Share (%)	'22-'23 % Chg.
1	CBRE	$8,082.0	$5,586.1	$1,864.8	$1,320.2	$932.6	$902.4	**$18,688.0**	23.9	-61.5
2	Eastdil Secured	2,707.2	4,499.6	1,612.9	1,863.1	1,989.2	86.3	**12,758.2**	16.3	-52.8
3	JLL	3,672.9	3,715.8	2,082.0	1,303.0	1,833.3	0.0	**12,606.9**	16.1	-60.6
4	Cushman & Wakefield	4,037.0	3,161.9	2,430.9	369.5	305.5	150.0	**10,454.8**	13.4	-63.8
5	Newmark	4,542.1	692.4	1,848.1	690.5	110.8	0.0	**7,883.8**	10.1	-75.9
6	Marcus & Millichap	2,603.9	83.4	48.0	90.0	0.0	131.1	**2,956.4**	3.8	-67.5
7	Colliers	385.9	1,831.8	243.2	202.6	0.0	0.0	**2,663.5**	3.4	-51.8
8	Walker & Dunlop	2,506.2	0.0	51.0	0.0	0.0	0.0	**2,557.2**	3.3	-76.0
9	Berkadia	1,582.7	0.0	0.0	0.0	142.4	0.0	**1,725.1**	2.2	-77.5
10	Northmarq	871.5	0.0	28.0	0.0	0.0	0.0	**899.5**	1.2	-80.6
11	Kidder Mathews	75.5	427.6	0.0	25.3	0.0	0.0	**528.5**	0.7	5.5
12	Rosewood Realty	339.2	0.0	0.0	0.0	0.0	0.0	**339.2**	0.4	-27.4
13	Hunter Hotel Advisors	0.0	0.0	0.0	0.0	324.5	0.0	**324.5**	0.4	-74.2
14	JBM	290.6	0.0	0.0	0.0	0.0	0.0	**290.6**	0.4	-59.8
15	Avison Young	37.5	98.5	115.0	0.0	0.0	0.0	**250.9**	0.3	-88.3
16	Ariel Property Advisors	189.3	0.0	0.0	0.0	0.0	0.0	**189.3**	0.2	-29.3
17	Kassin Sabbagh Realty	0.0	160.3	0.0	0.0	0.0	0.0	**160.3**	0.2	
18	NAI Global	119.4	38.9	0.0	0.0	0.0	0.0	**158.3**	0.2	-48.8
19	Lee & Associates	0.0	25.0	92.5	30.0	0.0	0.0	**147.5**	0.2	-4.0
20	SRS Real Estate Partners	26.9	0.0	0.0	103.0	0.0	0.0	**129.9**	0.2	-2.9
21	Hodges Ward Elliott	0.0	0.0	77.5	0.0	32.5	0.0	**110.0**	0.1	-92.5
22	Mogharebi Group	104.2	0.0	0.0	0.0	0.0	0.0	**104.2**	0.1	9.0
23	Keen-Summit Capital Partners	0.0	0.0	102.2	0.0	0.0	0.0	**102.2**	0.1	
24	Capstone	92.2	0.0	0.0	0.0	0.0	0.0	**92.2**	0.1	-91.0
25	Savills	0.0	0.0	89.7	0.0	0.0	0.0	**89.7**	0.1	-68.7
26	Transwestern	46.1	0.0	0.0	0.0	40.9	0.0	**86.9**	0.1	-82.7
27	Meridian Capital	86.5	0.0	0.0	0.0	0.0	0.0	**86.5**	0.1	-74.3
28	TerraCRG	17.5	66.0	0.0	0.0	0.0	0.0	**83.5**	0.1	-27.0
29	Grandbridge Real Estate Capital	81.0	0.0	0.0	0.0	0.0	0.0	**81.0**	0.1	80.0
30	Greysteel	73.3	0.0	0.0	0.0	0.0	0.0	**73.3**	0.1	77.2
31	Madison Partners	0.0	0.0	70.7	0.0	0.0	0.0	**70.7**	0.1	
32	Veerman Asset Management	70.1	0.0	0.0	0.0	0.0	0.0	**70.1**	0.1	
33	Atlantic Capital Partners	0.0	0.0	0.0	70.0	0.0	0.0	**70.0**	0.1	5.5
34	HFO Investment Real Estate	69.4	0.0	0.0	0.0	0.0	0.0	**69.4**	0.1	
35	Berger Commercial Realty	0.0	65.8	0.0	0.0	0.0	0.0	**65.8**	0.1	
36	Besen Partners	0.0	65.5	0.0	0.0	0.0	0.0	**65.5**	0.1	
37	Berkeley Capital Advisors	0.0	0.0	0.0	64.0	0.0	0.0	**64.0**	0.1	-79.7
38	Matthews Real Estate Investment Serv.	0.0	0.0	0.0	56.6	0.0	0.0	**56.6**	0.1	-54.8
39	SVN International Corp.	55.5	0.0	0.0	0.0	0.0	0.0	**55.5**	0.1	-4.0
40	RedMark Realty	0.0	0.0	0.0	55.0	0.0	0.0	**55.0**	0.1	
	OTHERS	383.9	129.3	107.8	216.2	0.0	25.5	**862.8**	1.1	-84.4
	Brokered Total	**33,149.6**	**20,647.8**	**10,864.4**	**6,458.9**	**5,711.6**	**1,295.2**	**78,127.6**	**100.0**	**-64.9**
	No Broker	4,549.5	4,152.6	4,478.5	3,828.7	1,633.9	25.5	**18,668.6**		-24.0
	TOTAL	**37,699.1**	**24,800.4**	**15,342.9**	**10,287.6**	**7,345.6**	**1,320.7**	**96,796.2**		**-60.8**

*Self-storage and data-center

RANKINGS

Sales by Property Category



Overall ... From Page 1

campaign to tame inflation will end.

"The relative resiliency of the economy has allowed central banks to remain hawkish," said **Victor Calanog,** a managing director at **Manulife Investment Management** and its global head of research and strategy for real estate private markets. To that end, "things are still very much on hold, and it does not look like there will be much clarity [on borrowing costs] for the rest of the year."

That has hit big-ticket deal activity particularly hard, including the large multifamily and industrial portfolio trades that drove volume to record highs over the past two years. In 2021, there were 1,168 deals worth more than $100 million and 235 that surpassed $250 million. Those figures were only slightly lower in 2022, with 1,075 deals valued above $100 million, including 194 that crossed the $250 million threshold.

But 2023 has seen just a fraction of such deals, with only 215 trades above $100 million and 39 above $250 million. The chances of making up ground in the next few months are slim, pros say, as lenders and buyers shy away from writing larger checks.

The good news, however, is that recent data is pointing to a soft economic landing, which could lead to a rebound of property sales next year — potentially as soon as the end of the first quarter, said **Chris Ludeman, CBRE's** global president of capital markets. "Signals of a recovery are often foreshadowed by transformational portfolio and entity transactions driven by fractured capital structures, liquidity needs and corresponding bold moves by private equity and ultra-high-net-worth investors who believe the market is about to turn for the better," Ludeman said.

1st-Half Transactions

TYPE	1H-23 ($Bil.)	1H-22 ($Bil.)	'22-'23 % Chg.
Multifamily	$37.7	$122.5	-69.2
Office	15.3	47.0	-67.4
Industrial	24.8	40.7	-39.0
Hotel	7.3	12.1	-39.2
Retail	10.3	20.6	-50.1
Self-Storage	0.8	3.3	-76.2
Data Center	0.5	1.1	-51.0
TOTAL	**96.8**	**247.3**	**-60.9**
M&A	14.7	23.6	-37.8
OVERALL	**111.5**	**270.9**	**-58.8**

Brokerage executives said they are beginning to see green shoots in the market that suggest a tempered improvement in second-half volume. Notably, all are seeing an uptick in the queue of listings that likely will hit the block later this year or in early 2024.

"The pipeline for the second half is meaningfully better than it was at the start of the year," said **Jeff Weber,** an Eastdil managing director, estimating a 10% to 25% improvement over the first half. "We are all just one or two Fed moves away from another curveball, but we are reasonably optimistic that the second half will produce better numbers."

At the same time, larger buyers are surfacing again, eager to deploy capital after spending months on the sidelines.

Matthew Lawton, a JLL executive managing director and investment-sales advisory platform leader, noted that while private capital and wealthy individuals have comprised the bulk of the firm's transactions to date, "we have started to see more institutional buyers coming off the sidelines." Such investors, he added, have made up about 45% of the awarded transactions in recent contests.

"While it is still very early, we are seeing a growing momentum for recapitalization, sales and debt in the market," said **Chad Lavender,** president of North America capital markets at **Newmark.** "Investors have become more discerning in their preferences, carefully considering factors such as asset type and quality. Investment committees are exercising heightened scrutiny, ensuring they meet all necessary criteria."

During the first half, investors continued to show a clear penchant for multifamily and industrial properties, with those sectors racking up $37.70 billion

See OVERALL on Page 17

Overall ... From Page 16

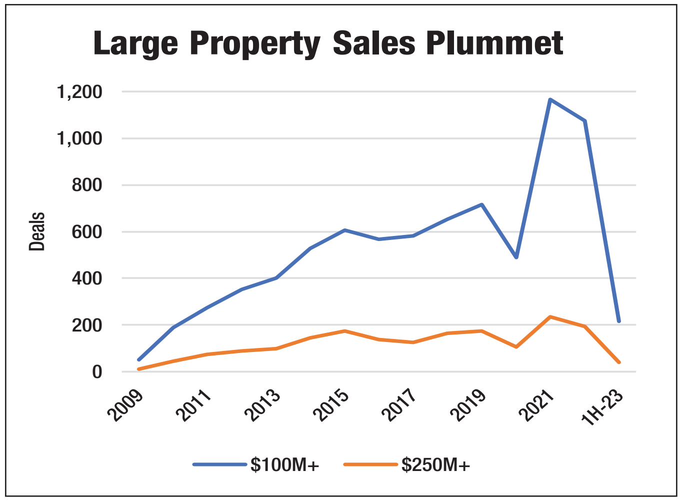
and $24.80 billion of trade volume. Together, those sectors represented nearly 65% of all commercial-property sales. Office-property sales, by contrast, sank by one of the steepest margins, to $15.34 billion, amid uncertain leasing and rent-growth prospects.

The first-half results also show that capitalization rates are starting to level off, suggesting that buyers and sellers are closer to finding common ground. A CBRE survey found that cap rates climbed 25 bp during the first six months of the year, slowing from the 60-bp rise in the prior half-year period. Most survey respondents anticipate no change to cap rates for retail, hotel, multifamily and most industrial properties through December, with rates for offices expected to stabilize early next year.

In the brokerage race, CBRE churned out $18.69 billion of deals during the first half, mainly by dominating the multifamily and industrial sectors. Eastdil, which led retail and hotel sales, followed with $12.76 billion of brokered trades, with JLL close behind ($12.61 billion).

Cushman & Wakefield, the first half's most active office broker, pushed into the No. 4 spot in the overall ranking with $10.45 billion of sales across asset classes. Newmark rounded out the top five with $7.88 billion of trades.

All those major brokerages — and most others further down the list — saw markedly lower volumes, ranging from a 52.8% decline for Eastdil to a 75.9% drop at Newmark.



Broker rankings are based on property transactions that closed in January through June and involved full or partial stakes valued at $25 million or more. When multiple brokers shared a listing, the dollar credit was divided evenly, but each broker was credited with one transaction. Only brokers for sellers were given credit. Portfolio transactions were included if the package price was at least $25 million. ❖

Farley ... From Page 1

analyst wrote in an ensuing report that the property could be marketed for sale.

"It's a very strong asset with a very strong long-term lease on it," Roth said of the property during the Aug. 1 earnings call. "It's arguably one of the best buildings of its type in kind in the city. … It has no financing on it. So, obviously, it's a great asset and could be an important source of liquidity."

Potential bidders have been pitched on the strength of the office component's sole tenant: **Meta.** The technology giant, best known as **Facebook's** parent, announced it was leasing all the space in 2020 and has roughly 15 years of term. Occupancy for the retail space was unavailable.

Also being touted is the property's location, between Penn Station and the sprawling Hudson Yards and Manhattan West developments that were built on Midtown Manhattan's West Side over the past decade.

The six-story Farley Building, including the train hall, occupies the blocks from West 31st Street to West 33rd Street between Eighth and Ninth Avenues. It was built in phases, in 1912 and 1934, and was designed by famed architectural firm McKim, Mead & White, which also designed the original Penn Station.

The property has open floorplates and multiple lobbies. There's nearly 70,000 sf of outdoor space on the fifth floor, as well as a 6,000-sf glass pavilion.

Vornado's decision to explore monetizing the Farley Building comes as it has drummed up cash via property sales. The company has said it would use proceeds from such deals to shore up its balance sheet and buy back stock. Late last month, the REIT struck a deal to sell four Manhattan retail properties and the Armory Show, an international art event, for a combined $124.4 million. ❖

Carroll ... From Page 2

RMR put Carroll's portfolio at 81 properties with 28,000 units as of March 31, mostly in the Sun Belt. But that tally presumably will drop as Carroll already has offloaded seven properties since June 20, and it could fall further if the firm's current listings lead to sales.

On July 30, Carroll and partner **PGIM Real Estate** sold the 448-unit Garden East, in Palm Beach Gardens, Fla., to **Greystar** for $92 million, or $206,000/unit. That followed the July 14 trade of the 293-unit Verona View by Arium, in Plantation, Fla., to Miami-based **Atlantic Pacific Cos.** and Philadelphia-based **LEM Capital** for $86 million, or $294,000/unit.

And in late June, **Two Sigma Investments** of New York and Austin-based **RPM Living** purchased five properties totaling 1,848 units in Florida and North Carolina from a joint venture between Carroll and **Investcorp** for roughly $376 million.

The properties sold in those deals are: the 452-unit Stonehenge in Raleigh; the 272-unit Retreat at Arium Orange Park and the 288-unit Reserve at Orange Park in Orange Park, Fla.; and the 668-unit Arium Hampton Lakes and 168-unit Arium Lakeside in North Lauderdale.

Carroll put itself up for sale in April, following the departures of several senior leaders and acquisitions personnel.

Shortly after, news emerged that founder and chief executive **Patrick Carroll** was entangled in a defamation lawsuit tied to allegations he spit at a restaurant manager. The executive has long had a high profile in the multifamily sector, frequenting cable news shows and maintaining a prominent — and at times controversial — social media presence.

Once the RMR deal closes, Patrick Carroll is set to leave his managerial duties but will retain his existing general partner co-investments and the promote fees that come with them. ❖

Carroll's Summer of Selling

On the Market

Property	Seller's JV Partner	Hit Market	No. of Apts.	Estimated Value ($Mil.)	Estimated Value (Per Apt.)	Broker
Arium Vinings Station, Atlanta	PCCP	August	315	$85	$270,000	Newmark
Arium Jensen Beach, Jensen Beach, Fla.	PCCP	June	260	78	300,000	Newmark
Arium Brookhaven, Brookhaven, Ga.	BentallGreenOak	August	230	66	285,000	Cushman & Wakefield

Recent Deals

Property	Buyer	Closed	No. of Apts.	Sales Price ($Mil.)	Sales Price (Per Apt.)	Broker
Garden East, Palm Beach Gardens, Fla.	Greystar	July 30	448	$92	$206,000	N/A
Verona View by Arium, Plantation, Fla.	Atlantic Pacific Cos., LEM Capital	July 14	293	86	294,000	N/A
Stonehenge, Raleigh	Two Sigma, RPM Living	June 27	452	80	177,000	Eastdil Secured
Retreat at Arium, Orange Park, Fla.	Two Sigma, RPM Living	June 21	288	41	141,000	Eastdil/Walker & Dunlop
Reserve at Orange Park, Orange Park, Fla.	Two Sigma, RPM Living	June 21	272	41	150,000	Eastdil/Walker & Dunlop
Arium Hampton Lakes, N. Lauderdale, Fla.	Two Sigma, RPM Living	June 20	668	(undisclosed)*		Eastdil/Newmark
Arium Lakeside, N. Lauderdale, Fla.	Two Sigma, RPM Living	June 20	168	(undisclosed)*		Eastdil/Newmark

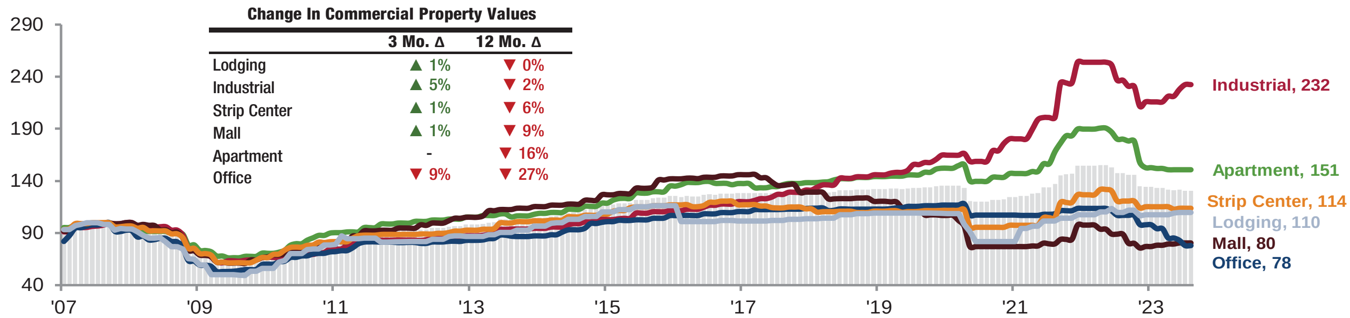
*Arium Hampton Lakes and Arium Lakeside were sold as a pair; original pricing guidance was $215 million, or $257,000/unit.

MARKET MONITOR

SUMMARY

- Continued capital-markets volatility has slowed closed-end fundraising from last year's pace.
- Institutional-quality property values were unchanged in July but are still 16% below their March 2022 peak.
- Office-property values have fallen about 35% from their pre-Covid peak but remain expensive in the private market.
- Lodging REIT earnings underwhelmed in the second quarter, partially driven by weaker domestic travel and higher expenses.

GREEN STREET COMMERCIAL PROPERTY PRICE INDEXES



Change In Commercial Property Values

	3 Mo. Δ	12 Mo. Δ
Lodging	▲ 1%	▼ 0%
Industrial	▲ 5%	▼ 2%
Strip Center	▲ 1%	▼ 6%
Mall	▲ 1%	▼ 9%
Apartment	-	▼ 16%
Office	▼ 9%	▼ 27%

Source: Green Street

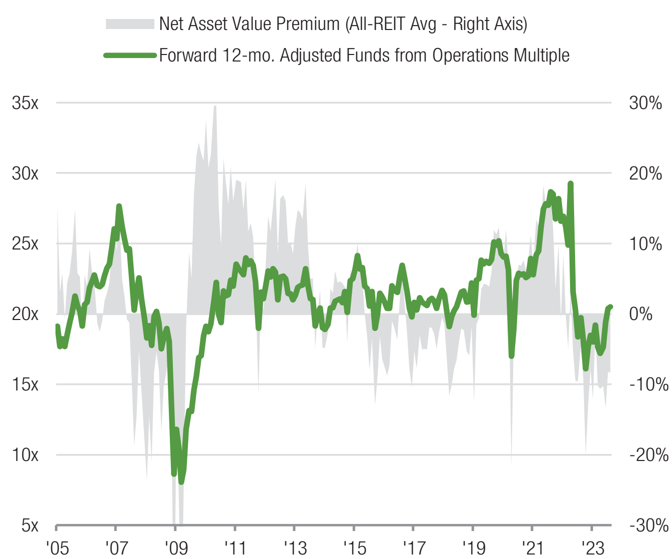
PUBLIC MARKET PERFORMANCE

	Total Returns*			Pricing Metrics		
	1 mo.	YTD	Last 12M	Prem to NAV	Prem to Assets	Nominal Cap Rate
RMZ	-3%	6%	-10%			
S&P	-1%	17%	6%			
US 10-Yr.	-2%	0%	-7%			
Apartment	-5%	8%	-16%	-16%	-13%	5.1%
Healthcare	-1%	8%	-11%	12%	8%	6.2%
Lodging	-5%	1%	-17%	-30%	-20%	8.5%
Industrial	-3%	10%	-7%	-5%	-4%	4.2%
Mall	-1%	5%	9%	-9%	-5%	7.4%
Manu. Housing	-3%	-3%	-18%	-7%	-5%	4.8%
Net Lease	-3%	-5%	-13%	12%	8%	7.0%
Office	5%	-6%	-25%	-33%	-17%	7.2%
Storage	-9%	3%	-21%	-20%	-16%	5.1%
Strip Center	2%	7%	-1%	-7%	-4%	6.5%
Wtd. Avg.	**-3%**	**6%**	**-10%**	**-14%**	**-9%**	**6.1%**

Pricing as of 08/14/2023

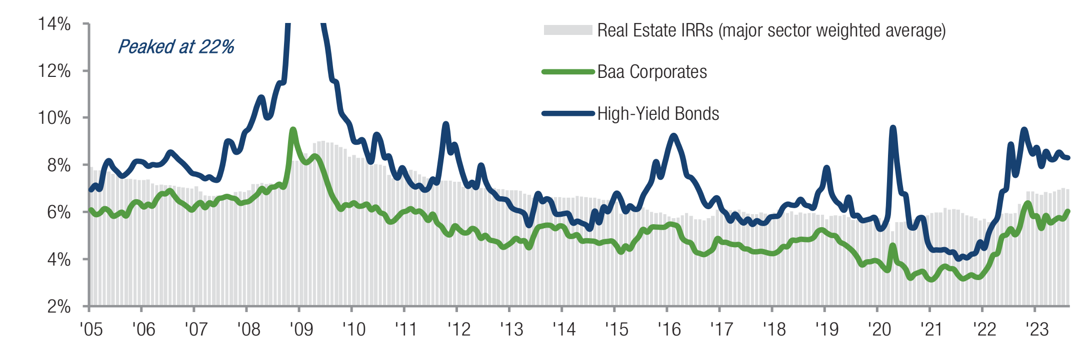
Sources: Bloomberg, Green Street

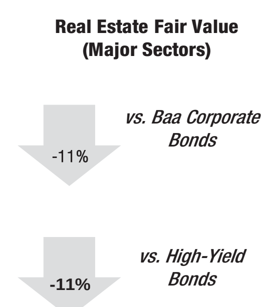
NAV PREMIUMS AND REIT AFFO MULTIPLES



Source: Green Street

REAL ESTATE RETURNS VS. BOND YIELDS



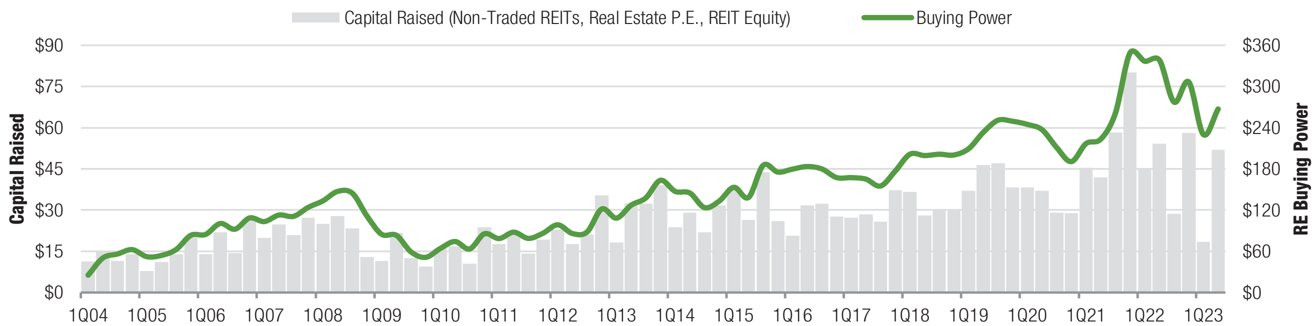


Sources: Bank of America, Moody's, Green Street

MARKET MONITOR

US REAL ESTATE CAPITAL RAISING AND BUYING POWER ($BIL.)

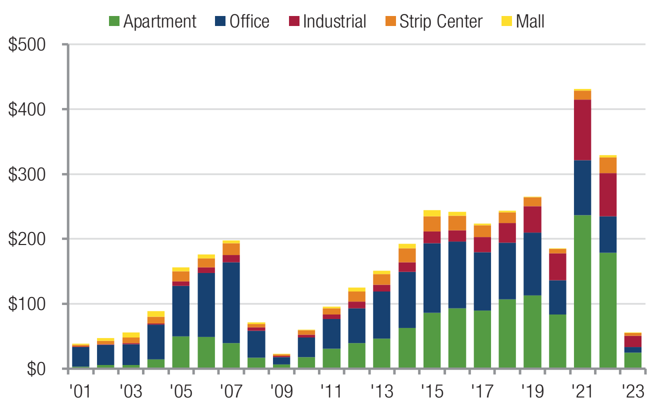
Buying power calculated as cash plus estimated incremental debt



Sources: Robert A. Stanger & Co., Preqin, SNL, Green Street

SALES VOLUME BY PROPERTY TYPE ($BIL.)

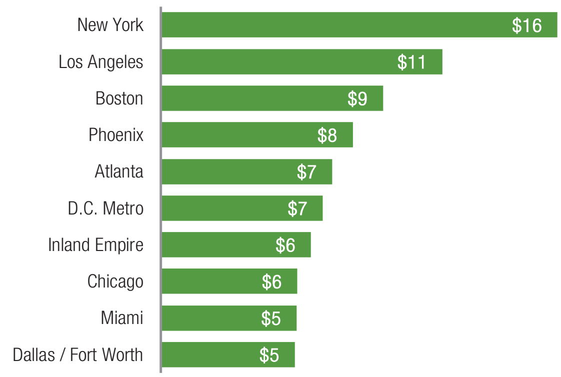
Volume representative of verified transactions $25 million or more



Source: Green Street

LAST 12 MONTHS TRANSACTION VOLUME ($BIL.)

Volume representative of verified transactions $25 million or more



Source: Green Street

NOTABLE RECENT TRANSACTIONS

Individual property transactions of $25 million or more. Excludes portfolios and partial-stake sales.

	Property Name	Date	Sector	Market	Price ($Mil.)	SF / Units	Price PSF / Unit	Buyer	Seller
1.	Bristol on Union	08/07/23	Apartment	Memphis	$43.2	220	$196,364	Oro Capital Advisors	DRA Advisors; Fogelman Properties
2.	Proximity Baseline	08/04/23	Single-Family Rental	Phoenix	$27.2	80	$340,000	CVG Properties	Avenue North
3.	Country Gables	08/04/23	Apartment	Phoenix	$28.0	139	$201,439	Dalan Management	Western Wealth Capital
4.	Cabana Encanto	08/03/23	Apartment	Phoenix	$61.0	286	$213,287	Ascent Equity Group; Sunrise Multifamily	Greenlight Communities
5.	Woodfield Commerce Center	08/03/23	Industrial	Greenville, S.C.	$32.0	320K	$100	Lightstone Group	Angelo Gordon
6.	Addison at Princeton Meadows	08/02/23	Apartment	New Jersey (Central)	$115.0	440	$261,364	Colony Hills Capital	Goldman Sachs Asset Mgmt.; Kushner Real Estate
7.	48350 Fremont Boulevard	08/01/23	Industrial	Oakland-East Bay	$86.6	246K	$351	Prologis	Blackstone
8.	65-75 Mystic Avenue	08/01/23	Strip Center	Boston	$142.5	125K	$1,140	Cabot, Cabot & Forbes; Cannon Hill Cap. Partners	Milstein Properties
9.	Concord Park at Russett	07/31/23	Apartment	Baltimore	$105.5	335	$314,925	Excelsa Properties	Starwood Real Estate Income Trust
10.	Pavillions at Ballast Point	07/31/23	Apartment	Tampa-St. Petersburg	$57.5	276	$208,333	Carter Multifamily	Investors Management Group

Visit the News Library to access the data in the Market Monitor charts.

Source: Green Street

THE GRAPEVINE

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a multifamily developer based in Alexandria, Va., leaving as senior vice president. Loughran also has worked outside of real estate at **Agecroft Partners, Maymont Partners** and **Sanford C. Bernstein.** Lingerfelt, which invests across property types, is led by chair and chief executive **Alan Lingerfelt** and his son, president and chief investment officer **Ryan Lingerfelt.** Loughran reports to the latter.

Nick Bhasin joined **PIA Residential** last week as a director of acquisitions. Based in New York, he targets multifamily properties in the Southeast and reports to **Saul Levy,** co-founder and managing partner of investments. Bhasin previously spent more than a year at **Lincoln Avenue Capital** as a director of investments and strategy. He also worked at **CrossHarbor Capital Partners** and **Carlyle Group.** Aventura, Fla.-based PIA was founded in 2009 to focus on residential investments in Florida. Last year, it began raising equity for its planned $100 million PIA Residential Fund 1.

Greg Lukosky joined **Faris Lee Investments** last month as a director of real estate operations in Irvine, Calif. He works on a team led by managing principal **Jeff Conover** and senior managing director **Scott DeYoung.** Lukosky arrived from **VantageOne Real Estate Investments,** where he spent five years as a vice president of development. His previous experience includes nearly 10 years at **Peninsula Retail Partners** and stints at **Ralphs, SilverCreek Properties** and **Grubb & Ellis.**

Two staffers have joined **Northmarq's** Los Angeles office. Senior vice president **Joel Cukier** and associate **Noah Kenoyer** started within the past month and will work on net-lease deals and corporate sale-leasebacks. The duo report to **Harold Briggs,** executive managing director of commercial investment sales. Both joined from **Ascension,** a Los Angeles-based advisory firm. Cukier spent seven years there, after a stint at **Marcus & Millichap.** Kenoyer was at Ascension for nearly two years.

Samantha Kelly started last month at **Argosy Real Estate Partners** as a vice president of investor relations. She joined the Wayne, Pa.-based fund manager from **Macquarie,** where she was an institutional client account manager. Before that, she worked at **CenterSquare Investment Management** and had an earlier stint at Macquarie. Argosy invests across property types nationwide.

Ben Humphreys joined **LBA Logistics** as an acquisition and leasing associate this month. He works from the New York and New Jersey offices of the Irvine, Calif.-based industrial fund shop and is part of the Northeast team led by **John Goldsmith Jr.** Humphreys previously spent three years at **CBRE.** Before that, he had a stint at **Swift Real Estate Partners** in San Francisco for nearly a year. LBA targets properties across all major markets and has one of the largest industrial portfolios in the U.S.