



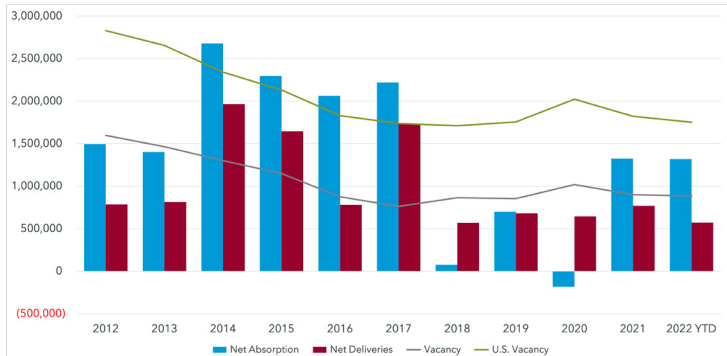
RETAIL MARKET OVERVIEW

ROBERT ELMER, *Managing Principal*

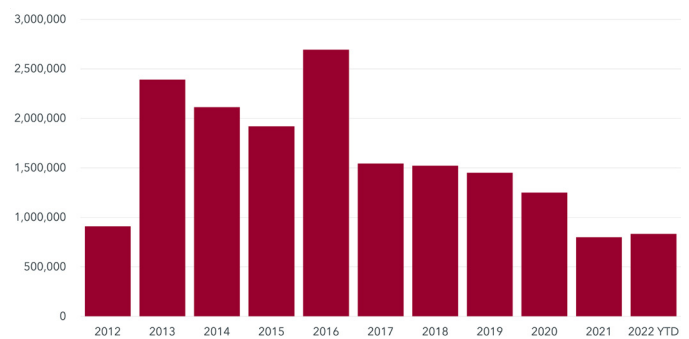
Last spring, we noted the optimism people were feeling about a return to a more normal retail environment. Since then, the last 12 months have not been normal. Nonetheless the numbers show that retail did make the turn for the better one year ago: rents stopped falling, vacancy reduced, and sales were record breaking in 2021. Average rents are on the rise, and with vacancy at 2.8% and limited retail under construction, we expect continued upward pressure on retail rents. Notably, retail real estate, like office and industrial, has been impacted by the surge of life sciences in the Boston metro area with some existing product being converted from retail to life sciences.

MARKET INDICATORS	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021
▼ 12 Mo. Net Absorption SF	1,317,727	1,463,401	1,059,217	399,464	(186,783)
◀▶ Vacancy Rate	2.8%	2.8%	2.8%	2.9%	3.1%
▲ Avg NNN Asking Rate PSF	\$24.72	\$24.22	\$24.08	\$24.08	\$24.12
▲ SF Under Construction	833,727	575,131	836,309	1,131,225	1,147,329
▲ Inventory SF	244,494,679	243,440,646	243,080,362	242,853,408	242,776,107

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
121 Webster Avenue Chelsea, MA	72,172 SF	\$13,700,000 \$190.03 PSF	Kendall Realty LLC Caru Associates	Multi-Tenant
135 Wells Avenue Newton, MA	60,000 SF	\$12,900,000 \$214.58 PSF	West Suburban YMCA Zhigiang Gui	Multi-Tenant
232 Old Colony Avenue South Boston, MA	13,911 SF	\$2,000,000 \$143.77 PSF	Rscm Holdings LLC RPS Development	Single-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1580 VFW Parkway West Roxbury, MA	38,160 SF	Matthew Galvin	Undisclosed	Undisclosed
1400 Hancock Street Quincy, MA	75,399 SF	Related Beal/Boston Andes Capital LLC	Free Jacks	Professional Rugby Team
45 Vine Street Charlestown, MA	13,000 SF	Suffolk Company Inc.	Undisclosed	Undisclosed

