



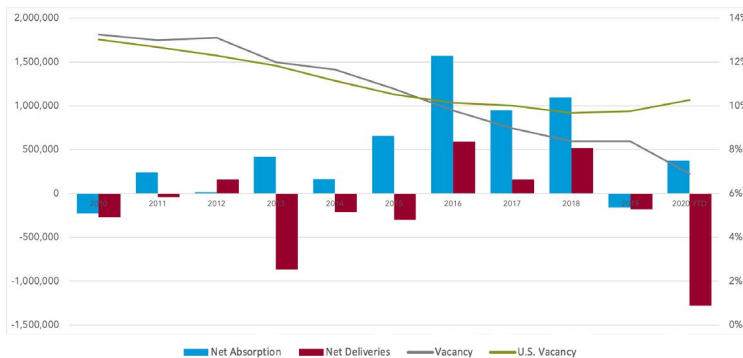
### OFFICE MARKET OVERVIEW

ABRAM SCHWARZ, SIOR, *Senior Vice President*

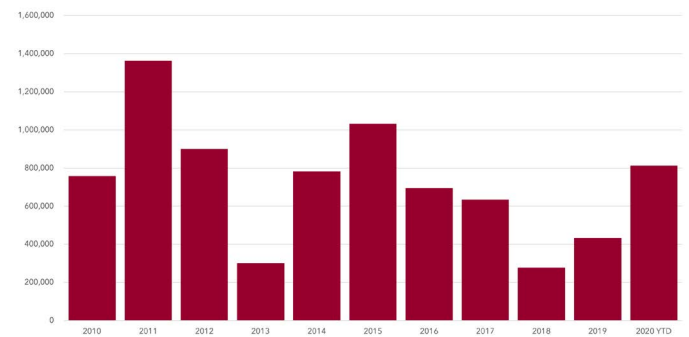
Activity in the second quarter slowed drastically due to the rise of the COVID-19 Pandemic. Long term leases that were at or close to the finish line were put on hold or cancelled completely. Recently many tenants have renewed for a short term, (between 1-3 years) to wait out normalcy in the office market. The work from home model in our market has seen the full spectrum of outcomes from a complete failure, to organizations not missing a beat. While the CBD plays the waiting game, the suburban market has remained steady and pockets have thrived with many businesses having a desire to be closer to their homes with shorter commute times and increased productivity.

MARKET INDICATORS	Q2 2020	Q1 2020	Q4 2019	Q3 2019	Q2 2019
▼ Net Absorption	196,391 SF	210,041 SF	(159,936) SF	(195,435) SF	169,095 SF
▼ Vacancy Rate	6.8%	6.9%	8.4%	8.3%	8.0%
▲ Avg NNN Asking Rate	\$18.79 PSF	\$18.72 PSF	\$18.59 PSF	\$18.61 PSF	\$18.49 PSF
▲ Under Construction	841,510 SF	829,360 SF	432,929 SF	154,429 SF	298,279 SF
▼ Inventory	104,428,540 SF	104,464,540 SF	105,740,611 SF	105,761,111 SF	105,562,261 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
29801 Euclid Ave Wickliffe, OH	200,000 SF	Undisclosed	Premier Commercial Realty LNR Partners, LLC	Class C
17500 Rockside Rd Bedford, OH	78,500 SF	\$1,125,000 \$14.33 PSF	Premier Commercial Realty HIN Group, LLC	Class B
23700 Commerce Park Beachwood, OH	51,000 SF	\$3,650,000 \$71.57 PSF	Saber Healthcare Group, LLC Beck Energy Corporation	Class B

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
6085 Parkland Blvd Mayfield Heights, OH	55,508 SF (Renewal)	Founders Properties, LLC	TMW Systems, Inc.	Software Development
23000 Millcreek Blvd Highland Hills, OH	45,638 SF	Time Equities, Inc.	Paychaex	Accountants
1300 E. 9th St Cleveland, OH	18,250 SF	Rugby Realty Co., Inc.	Fund That Flip	Real Estate