



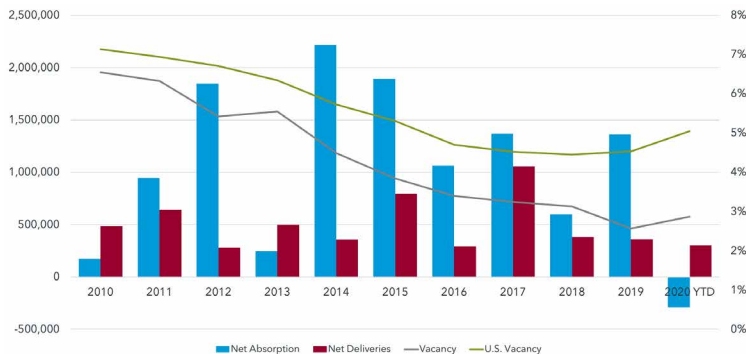
### RETAIL MARKET OVERVIEW

KYLE PROSSER, *Vice President*

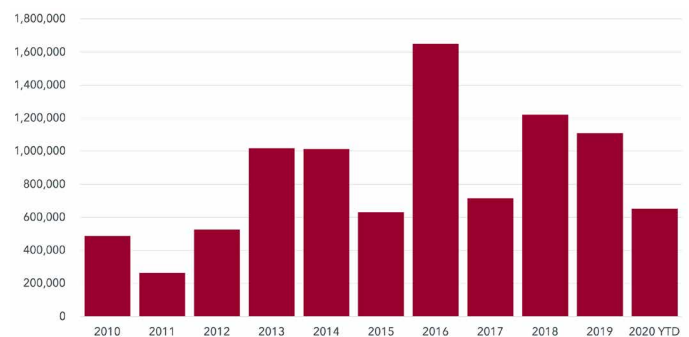
Vacancy rose during Q3, our second full-COVID quarter of 2020. 100 restaurants and counting in Seattle have closed, reflecting the pandemic's effect on the food industry and the extent of the retail sector's reliance on its proximity to a thriving, healthy and safe urban core. As employers are forced to shift their workplace models, talk of satellite suburban offices is spurring some activity outside of the core. While many predict a bleak future for traditional retail, business owners continue to prove their entrepreneurial chops by embracing a spectrum of alternate business models, from curbside pickups to those like Canlis, Seattle's fine dining bellwether, which launched university-style, food & wine-centric classes to their existing, and now expanding, customer base.

MARKET INDICATORS	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
▼ Net Absorption	500,194 SF	1,373,550 SF	1,681,855 SF	1,361,710 SF	805,569 SF
▲ Vacancy Rate	2.9%	2.6%	2.5%	2.6%	2.9%
▼ Avg NNN Asking Rate	\$25.79 PSF	\$25.93 PSF	\$26.08 PSF	\$25.92 PSF	\$25.74 PSF
▼ Under Construction	651,025 SF	863,427 SF	874,362 SF	1,108,227 SF	1,327,525 SF
▲ Inventory	179,736,327 SF	179,630,227 SF	179,596,892 SF	179,370,698 SF	179,196,523 SF

#### NET ABSORPTION, NET DELIVERIES, & VACANCY



#### UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
4900 25th Ave NE Seattle, WA	29,691 SF	\$20,000,000.00 \$673.60 PSF	Undisclosed Loja Real Estate LLC	Single-Tenant
801 Blanchard St Seattle, WA	26,000 SF	\$15,431,551.00 \$593.52 PSF	Silverstein Properties Sugar Management	Multi-Tenant
4500 University Way NE Seattle, WA	25,767 SF	\$3,750,000.00 \$145.53 PSF	Seattle Strength & Performance Wells Fargo	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
24800 W Valley Hwy S Kent, WA	84,280 SF	S&S Management	Undisclosed	-
1702 Auburn Way Auburn, WA	65,340 SF	Undisclosed	Undisclosed	Parking Lot
5730-5830 Lakewood Towne Center Lakewood, WA	45,005 SF	Retail Properties of America	Altitude	Services

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