



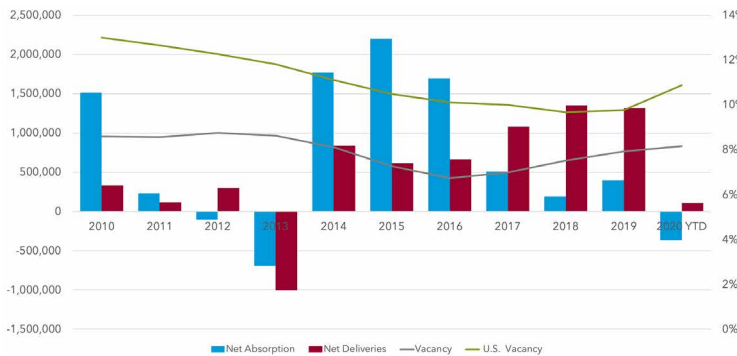
OFFICE MARKET OVERVIEW

LAMAR NEWBURN, *Principal*

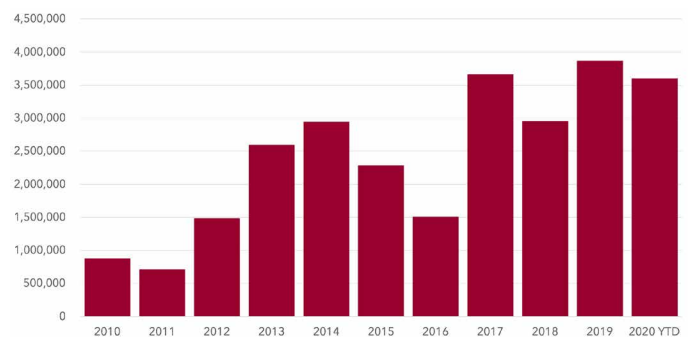
The 126.7M SF Minneapolis St. Paul Office market finished Q3 2020 with negative 49,000 SF of absorption and a 12.4% overall vacancy rate. Year to date, the market has produced 337,500 SF of positive absorption (249,000 SF of positive absorption for multi-tenanted properties and 16.1% overall vacancy rate). The Minneapolis CBD lost 108,000 SF of absorption in Q3 2020, however remains positive for the year at 45,500 SF and an 18.3% overall vacancy rate.

MARKET INDICATORS	Q3 2020	Q2 2020	Q1 2020	Q4 2019	Q3 2019
▲ Net Absorption	(162,908) SF	(382,481) SF	618,338 SF	397,222 SF	(520,817) SF
▲ Vacancy Rate	8.10%	8.00%	7.80%	7.90%	8.00%
▲ Avg NNN Asking Rate	\$25.56 PSF	\$25.53 PSF	\$25.53 PSF	\$25.22 PSF	\$25.16 PSF
▼ Under Construction	3,599,591 SF	3,769,055 SF	3,835,038 SF	3,866,544 SF	3,182,636 SF
▲ Inventory	198,790,858 SF	198,611,394 SF	198,570,411 SF	198,681,661 SF	198,565,722 SF

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
13675 Technology Drive Eden Prairie, MN	279,502 SF	\$31,798,460.00 \$113.77 PSF	Virtus Real Estate Capital Angelo, Gordon & Co.	Class B
13625 Technology Drive Eden Prairie, MN	193,823 SF	\$20,326,540.00 \$104.87 PSF	Virtus Real Estate Capital Angelo, Gordon & Co.	Class B
533 South 3rd Street Minneapolis, MN	173,476 SF	\$51,200,000.00 \$295.14 PSF	CBRE Global Investors Ltd Ryan Companies US	Class A

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
7900 Xerxes Avenue South Bloomington, MN	76,844 SF	DRA Advisors, LLC	Wells Fargo Bank	Finance
801 Marquette Avenue Minneapolis, MN	70,880 SF	Franklin Street Properties Corporation	Deluxe Corporation	Manufacturing
30 South 9th Street Minneapolis, MN	69,999 SF	Zeller	LifeTime Work	Services

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