



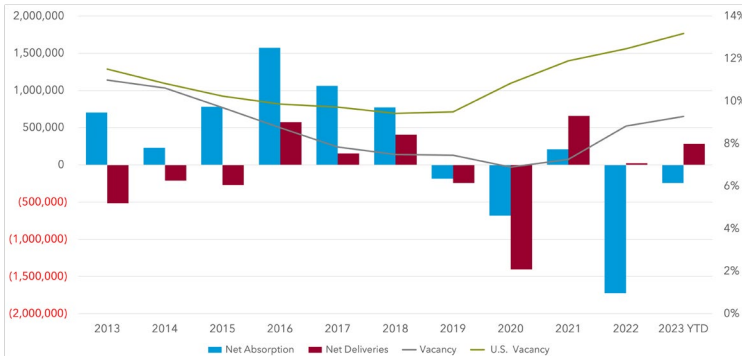
OFFICE MARKET OVERVIEW

ABRAM SCHWARZ, SIOR, *Senior Vice President*

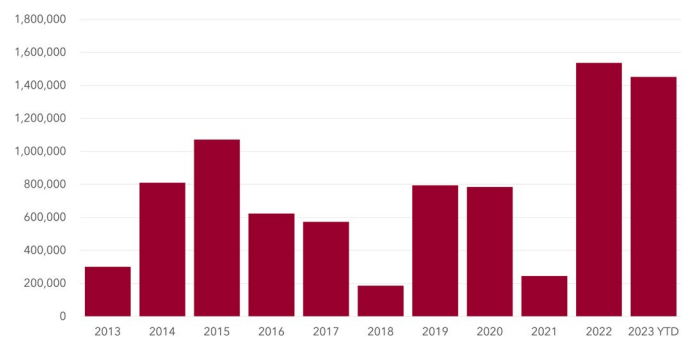
Thriving suburban markets only accentuate our sluggish downtown. Certain suburban submarkets have seen higher occupancy rates than ever before due to the mass exodus of downtown companies, while a slew of buildings downtown are either in receivership, foreclosure, or are now bank owned. There is now a premium on move-in-ready space as many landlords are struggling to compete for users of space that need tenant improvement dollars. Non move-in ready spaces may sit on the market due to the high cost of construction. It will be interesting to see how the downtown market bounces back as more buildings are troubled.

MARKET INDICATORS	Q2 2023	Q1 2023	Q4 2022	Q3 2022	Q2 2022
▼ 12 Mo. Net Absorption SF	(829,846)	(2,496,421)	(1,724,426)	(920,270)	(1,228,727)
▲ Vacancy Rate	9.30%	9.50%	8.88%	8.20%	8.30%
▲ Avg NNN Asking Rate PSF	\$19.22	\$19.15	\$19.04	\$19.05	\$19.06
▼ SF Under Construction	1,451,846	1,489,546	1,536,237	1,555,367	1,351,521
▲ Inventory SF	111,707,479	111,469,779	111,424,678	111,405,548	111,405,548

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	BUILDING CLASS
101 W. Prospect Ave. & 601 Canal St. Cleveland, OH	1,040,000 SF	\$48,500,000 \$46.63 PSF	Bedrock Real Estate Sherwin Williams	Class B
4830 E. 49th Street Cuyahoga Heights, OH	34,000 SF	\$1,500,000 \$44.12 PSF	JSI Janitorial Emm Properties	Class C
8748 Brecksville Road Brecksville, OH	31,773 SF	\$1,000,000 \$31.47 PSF	DAMM Holdings Ken Ganley Auto	Class C

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
3300 Enterprise Parkway Beachwood, OH	14,762 SF	SITE Centers	Fortune Brands	Building Supplies
25111 Miles Road Warrensville Heights, OH	11,862 SF	Galaxy Corporate Holdings	Temeda	Materials
6050 Oak Tree Boulevard Independence, OH	6,553 SF	Park Center Plaza, LP	MAI Capital Management	Financial

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