



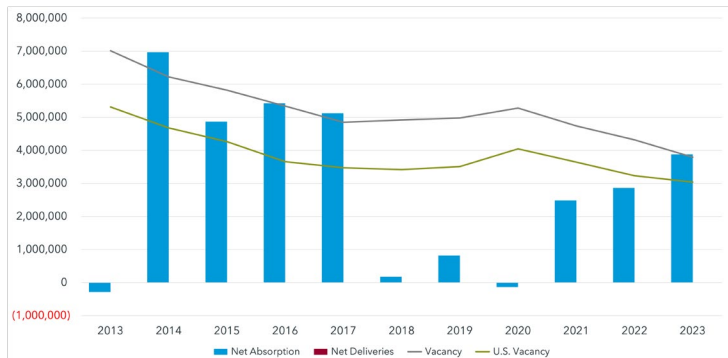
### RETAIL MARKET OVERVIEW

ZACH GELLER, Associate Research Director

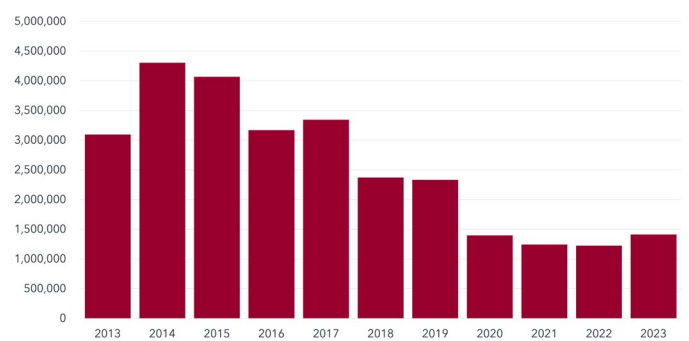
Chicago's retail market is recording its strongest demand formation environment since 2017. Demand for retail space rose by almost 4 million SF by 2023's year-end, chronicling its 10th consecutive positive quarter and representing its tenants moving into 0.7% more additional square footage, year over year. Though Chicago possesses one of the nation's largest tallies of square footage absorbed nationally, it is also the second-largest U.S. retail market, behind only New York. The increase in demand across Chicago coincides with the significant rise in retail sales coming out of the pandemic and a significant reduction in store closures. Demand gains are also reflective of a growing diversity in users of retail space.

MARKET INDICATORS	Q4 2023	Q3 2023	Q2 2023	Q1 2023	Q4 2022
▼ 12 Mo. Net Absorption SF	3,880,329	5,107,471	4,622,149	4,077,366	2,864,855
▼ Vacancy Rate	4.8%	4.9%	5.0%	5.1%	5.3%
▲ Avg NNN Asking Rate PSF	\$21.27	\$21.26	\$21.20	\$21.14	\$21.02
▼ SF Under Construction	1,413,034	1,608,757	1,248,509	1,189,583	1,224,336
▲ Inventory SF	588,062,016	587,738,262	587,554,311	587,447,934	587,250,834

NET ABSORPTION, NET DELIVERIES, & VACANCY



UNDER CONSTRUCTION



TOP SALE TRANSACTIONS BY SF	SIZE	SALE PRICE	BUYER / SELLER	TENANCY TYPE
5764-5846 Northwest Highway Crystal Lake, IL	300,838 SF	\$28,086,603 \$93.36 PSF	PMAT DRA Advisors	Multi-Tenant
8203-8307 W. Golf Road Niles, IL	258,054 SF	\$18,225,559 \$70.63 PSF	Nassimi Realty LLC DRA Advisors	Multi-Tenant
1506-1596 S. Randall Road Geneva, IL	170,748 SF	\$20,608,045 \$120.69 PSF	Viking Partners DRA Advisors	Multi-Tenant

TOP LEASE TRANSACTIONS BY SF	SIZE	LANDLORD	TENANT	TENANT INDUSTRY
1025-1111 E. Golf Road Schaumburg, IL	56,390 SF	DRA Advisors	Hobby Lobby	Crafts Superstore
1200 Skokie Boulevard Northbrook, IL	50,000 SF	Undisclosed	Tesla	Automotive
410-580 E. Golf Road Schaumburg, IL	32,800 SF	DRA Advisors	SkyZone	Recreation

