















Pioneer Square Submarket

Class A vs. Class B

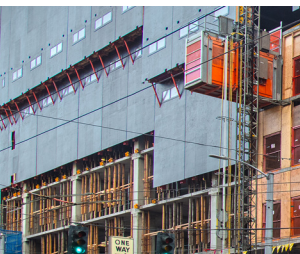
CLASS A

	Total Inventory	2.9M SF
	Total Vacancy	3.8% (-170 bps Y-o-Y)
	Average Direct Rental Rate	\$54.36 FS (+21.8% Y-o-Y)
	Net Absorption 12 Months	+50,241 SF
	Under Construction	252,934 SF
	5-year Compound Average Rent Growth	14.3%
	5-Year Average Annual Rent Growth	17.1%

CLASS B

	Total Inventory	3.7M SF
	Total Vacancy	9.7% (+ 450 bps Y-o-Y)
	Average Direct Rental Rate	\$38.12 FS (+7.1% Y-o-Y)
	Net Absorption 12 Months	-170,547 SF
	Under Construction	0 SF
	5-year Compound Average Rent Growth	6.5%
	5-Year Average Annual Rent Growth	17.1%

Flight to quality has been one of the dominant trends market-wide in the last decade, as premium office space is one way to attract and retain top talent. Class A product has consistently outperformed Class B product in Pioneer Square, as evidenced by the current 42.6% rent premium and 690 basis point differential in vacancy.

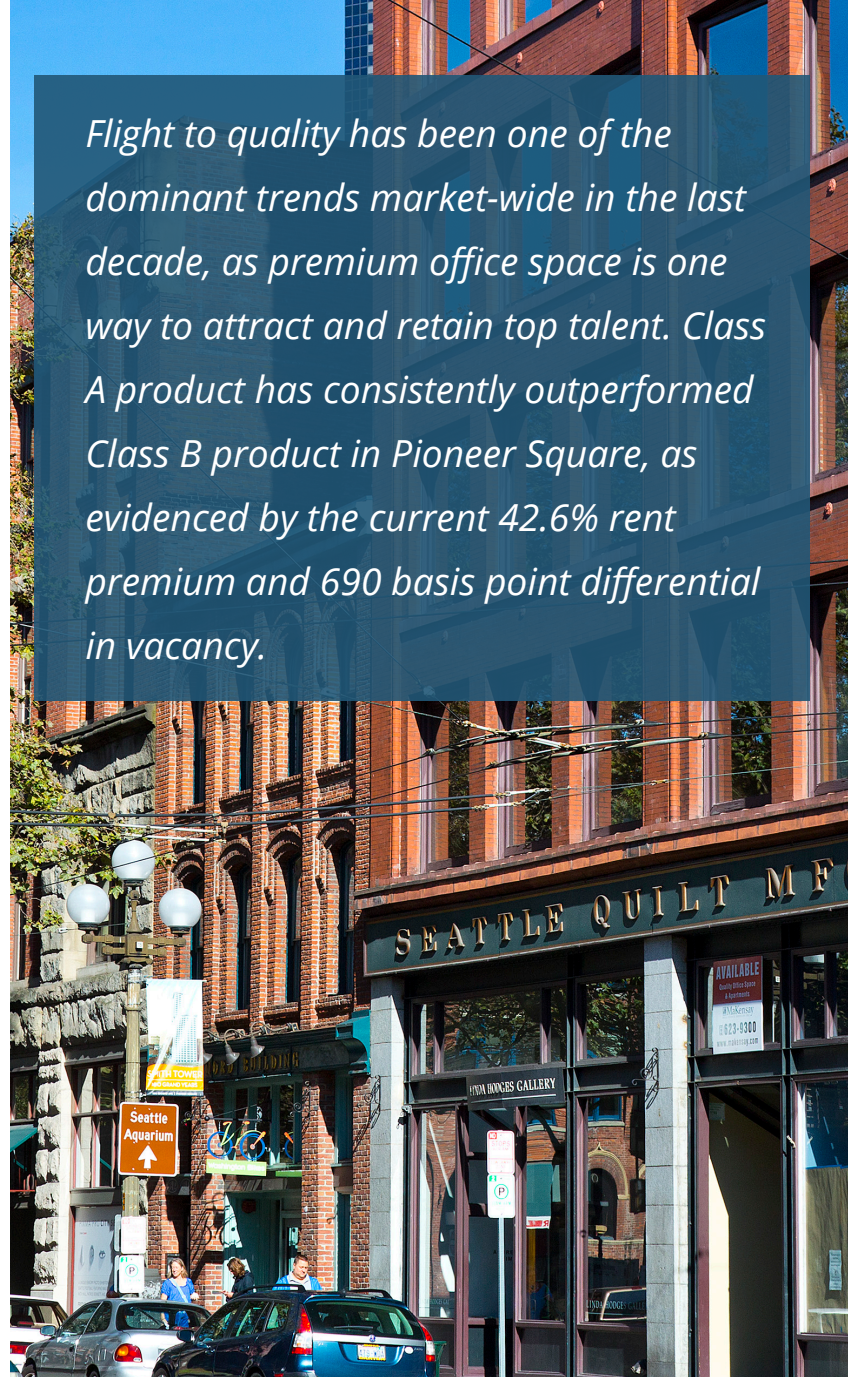


821
Units /
Multifamily
Development

1.7M
Square Feet /
Office
Development

92K
Square Feet /
Retail
Development

Note: The above are proposed developments in the Pioneer Square/Waterfront submarket.

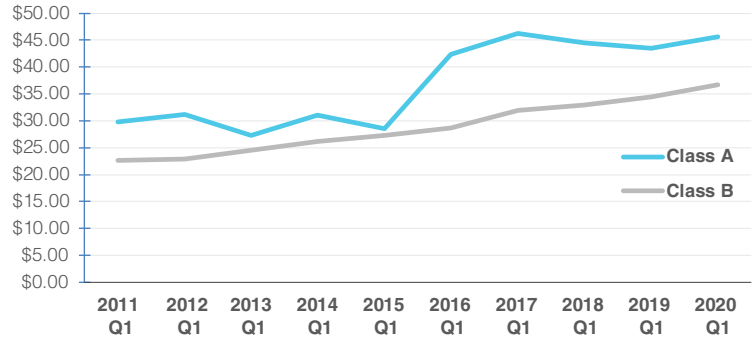


KINZER
PARTNERS

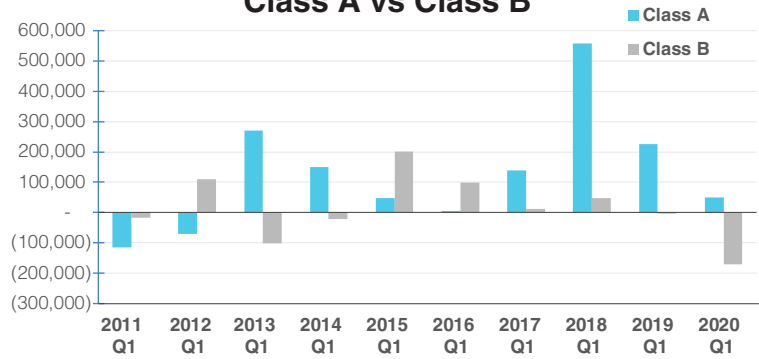
Pioneer Square Submarket

Class A vs. Class B

**Average Annual Office Gross Rent
Direct Class A vs. Class B**



**Annual Net Absorption
Class A vs Class B**



**Average Annual Office Vacancy Rate
Class A vs Class B**

