

Boston - MA

PREPARED BY





Ernest Wronka President

RETAIL CAPITAL MARKETS REPORT - MARKET

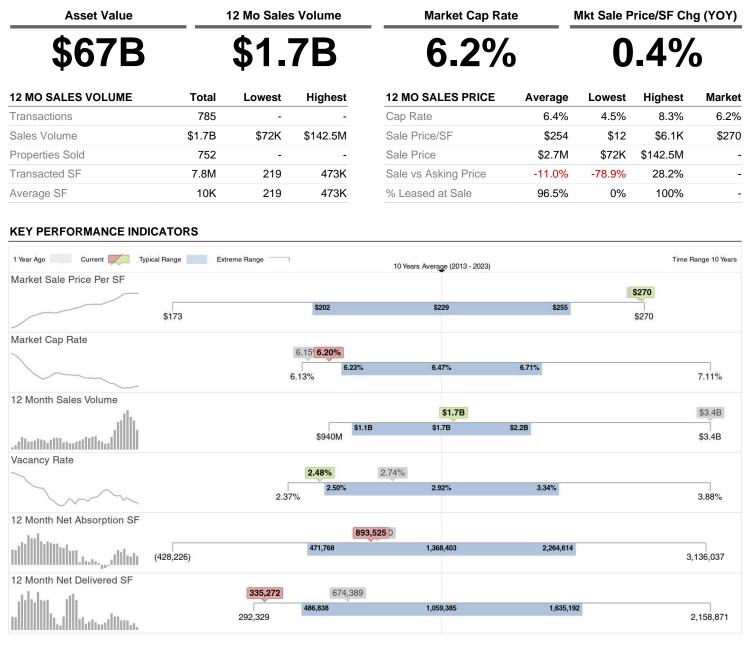
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Capital Markets Overview

Boston Retail



SUMMARY

A third-consecutive year of record retail sales volume in Boston is almost unimaginable following a marked deceleration in the first half of 2023. Elevated interest rates appear to have finally depressed capital markets, and expectations are growing for 2023 to be one of the lightest investment years in a decade.

Around \$720 million in assets traded in the first half of the year, the lowest level of activity since 2020. Signs of strain were evident in other metrics as well, with the average bid-ask spread sitting at more than 10%, the average confirmed cap rate rising to 6.7%, and months to sale hitting 9.4. Over the two calendar years ending December 2022, the bid-ask spread sat below 7% and cap rates averaged 6.3%.

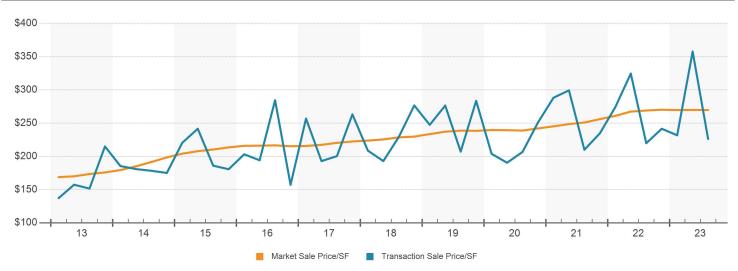
Investors continue to seek well-leased, groceryanchored assets, as reflected in a four-property portfolio sale in February that included three Stop & Shop grocery stores in Malden, Swampscott, and Framingham. Orion



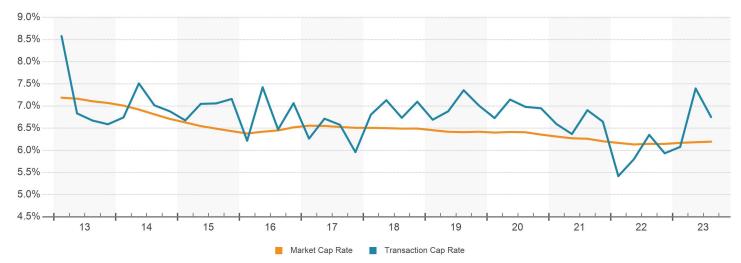
Real Estate Group out of Miami closed on the portfolio for an allocated price of roughly \$70 million and a confirmed in-place cap rate of 7.29%. According to a press release from the seller, The Necessity Retail REIT believed that it had maxed out on value and planned to use the proceeds to reduce debt across its portfolio. And in May, AEW sold the 127,800-SF Lincoln Plaza in Hingham for \$45.3 million (\$354/SF). Located in the Route 3 Corridor Submarket, the property was 99% leased at the time of sale, anchored by a 68,000-SF Stop & Shop and a 32,000-SF Marshall's.

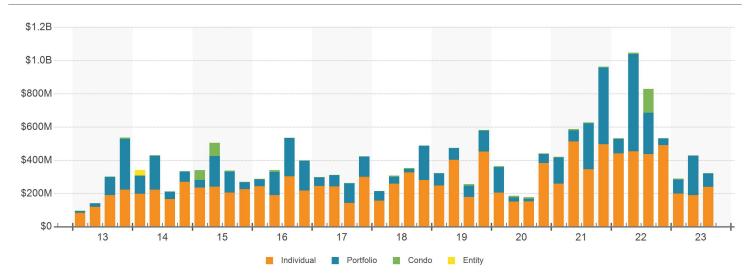


MARKET SALE PRICE & TRANSACTION SALE PRICE PER SF



MARKET CAP RATE & TRANSACTION CAP RATE





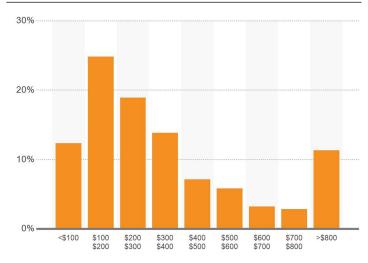
SALES VOLUME BY TRANSACTION TYPE

Wronka, Ltd.

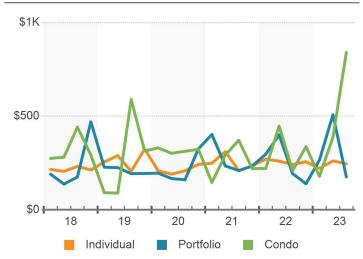


Boston Retail

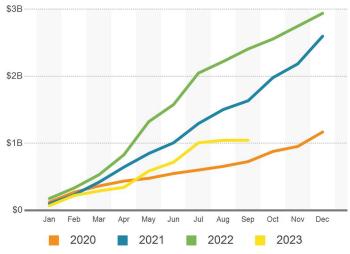
SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS

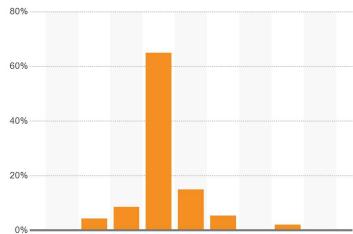


SALE PRICE PER SF BY TRANSACTION TYPE







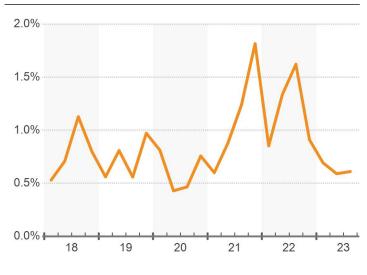


CAP RATE DISTRIBUTION PAST 12 MONTHS





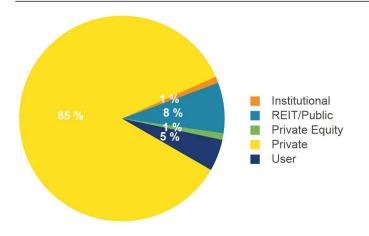
SOLD SF AS % OF TOTAL SF



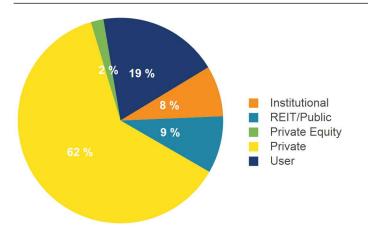




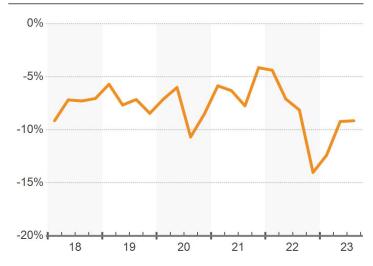
SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



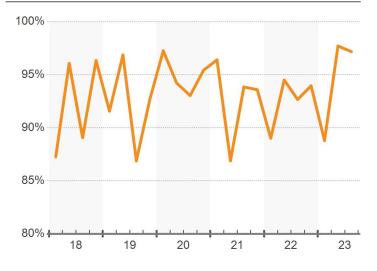
ASSET VALUE BY OWNER TYPE

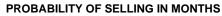


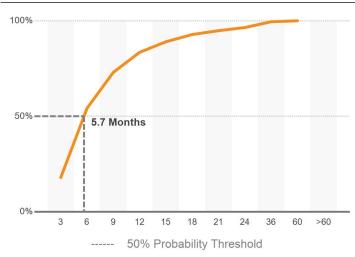
SALE TO ASKING PRICE DIFFERENTIAL



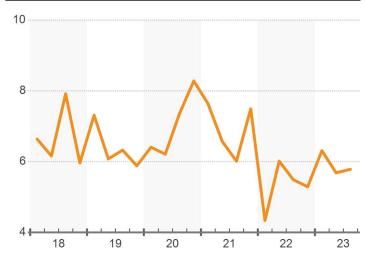
OCCUPANCY AT SALE







MONTHS TO SALE







22

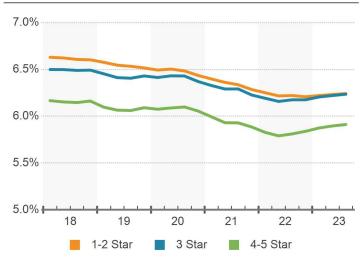
23

\$600 \$400 \$200 \$0+ 19 20 21 22 23 18 CBD Urban Suburban

6.0% 5.5% 5.0%+ 20 21 18 19 CBD Urban Suburban MARKET CAP RATE BY STAR RATING

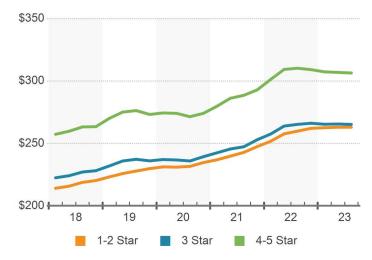
7.0%

6.5%

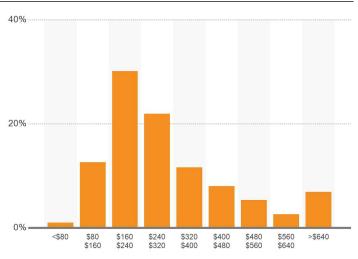


MARKET SALE PRICE PER SF BY STAR RATING

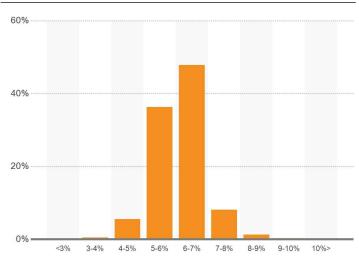
MARKET SALE PRICE PER SF BY LOCATION TYPE



MARKET SALE PRICE PER SF DISTRIBUTION



MARKET CAP RATE DISTRIBUTION





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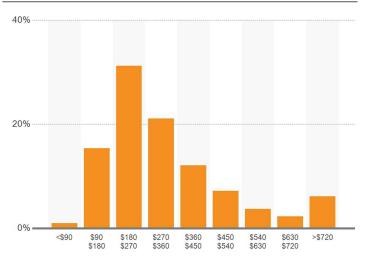


MARKET CAP RATE BY LOCATION TYPE

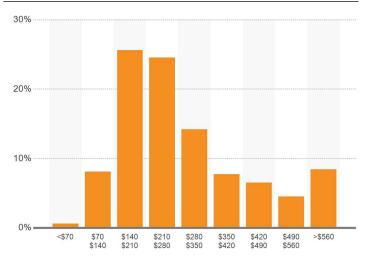
30% 20% 10% -<sp0 \$90 \$180 \$270 \$360 \$450 \$540 \$630 \$720

4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION

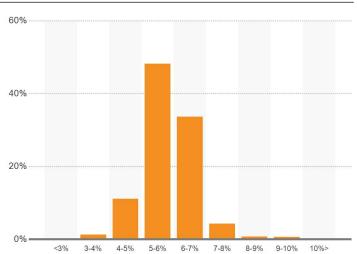
3 STAR MARKET SALE PRICE PER SF DISTRIBUTION



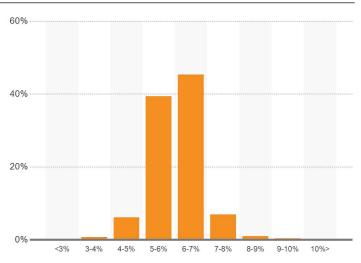
1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION



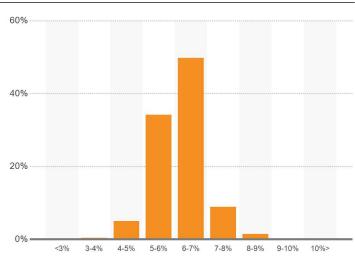
4-5 STAR MARKET CAP RATE DISTRIBUTION



3 STAR MARKET CAP RATE DISTRIBUTION



1-2 STAR MARKET CAP RATE DISTRIBUTION





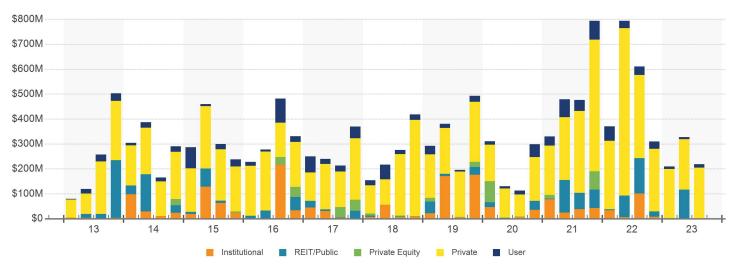
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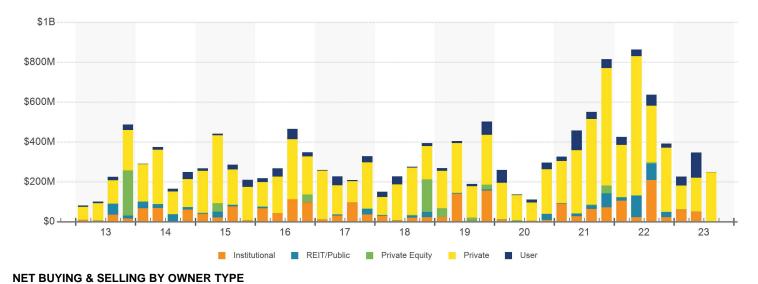


Boston Retail

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SALES VOLUME BY SELLER TYPE

Advisors - 54321



Boston Retail

^{\$300}M \$200M \$100M \$0 -\$100M -\$200M -\$300M -14 21 22 13 15 16 17 18 19 20 23 Institutional REIT/Public Private Equity Private User

Boston Retail

Local

National

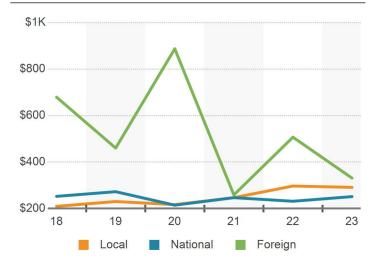
Foreign

SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS ASSET VALUE BY OWNER ORIGIN

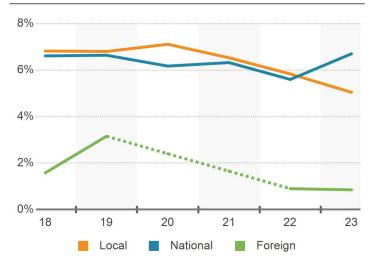
SALES VOLUME BY OWNER ORIGIN

	Total		Local			National	I		Foreign	
Year	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans
YTD	\$1B	\$463.6M	\$251.5M	\$212.2M	\$561.1M	\$669.3M	-\$108.2M	\$1.9M	\$114.7M	-\$112.8M
2022	\$2.9B	\$1.2B	\$1.5B	-\$308.3M	\$1.6B	\$1.4B	\$173.7M	\$196.4M	\$80.7M	\$115.7M
2021	\$2.6B	\$1.2B	\$1.3B	-\$100.5M	\$1.3B	\$1.3B	\$27.5M	\$44.5M	\$11.2M	\$33.3M
2020	\$1.2B	\$635.6M	\$644.2M	-\$8.6M	\$500.5M	\$488.8M	\$11.6M	\$23.4M	\$32M	-\$8.7M
2019	\$1.6B	\$721.9M	\$804.2M	-\$82.3M	\$729.4M	\$797.6M	-\$68.1M	\$169M	\$22.8M	\$146.2M
2018	\$1.4B	\$658.8M	\$599.8M	\$59M	\$621.5M	\$557.7M	\$63.8M	\$48.1M	\$178.7M	-\$130.6M
2017	\$1.3B	\$671.8M	\$691M	-\$19.2M	\$547.9M	\$508.1M	\$39.8M	\$57M	\$87M	-\$30.1M
2016	\$1.6B	\$683.1M	\$991M	-\$307.9M	\$845.6M	\$525.3M	\$320.3M	\$18.2M	\$42.5M	-\$24.3M
2015	\$1.5B	\$831.3M	\$878.3M	-\$46.9M	\$555.7M	\$527.7M	\$28M	\$64M	\$46.3M	\$17.7M
2014	\$1.3B	\$652.9M	\$729.3M	-\$76.4M	\$628.1M	\$562.6M	\$65.5M	\$32.5M	\$24.8M	\$7.7M
2013	\$1.1B	\$523.4M	\$454.8M	\$68.7M	\$543.9M	\$568.5M	-\$24.6M	\$2.2M	\$38.2M	-\$36M

SALE PRICE PER SF BY BUYER ORIGIN



CAP RATE BY BUYER ORIGIN







Submarket Sales Trends

SUBMARKET SALES TRANSACTIONS PAST 12 MONTHS

Submarket Name	Sales Volume	Transactions	Transacted SF	Avg SF	Mkt Cap Rate	Mkt Sale Price/SF
Somerville/Everett	\$223,449,000	16	312,354	19,522	5.5%	\$357
Rockingham	\$128,459,546	59	1,078,376	18,278	6.9%	\$171
I-95 Corridor South	\$112,991,444	34	716,510	21,074	6.3%	\$237
Route 3 South	\$110,363,616	63	915,465	14,531	6.4%	\$197
Saugus/Lynn	\$108,195,571	28	462,105	16,504	6.0%	\$269
Route 3 Corridor	\$80,805,106	24	221,586	9,233	6.0%	\$245
Framingham/Natick	\$71,923,716	24	347,138	14,464	6.3%	\$250
Quincy/Braintree	\$64,704,825	28	248,406	8,872	6.1%	\$256
Lawrence/Andover	\$57,209,437	52	369,949	7,114	6.5%	\$212
Danvers/Beverly	\$53,595,903	19	195,172	10,272	6.1%	\$249
Watertown	\$46,650,000	9	65,595	7,288	5.4%	\$398
Lowell/Chelmsford	\$44,620,878	42	287,730	6,851	6.3%	\$223
Back Bay	\$38,000,000	6	41,056	6,843	5.4%	\$747
Route 1 South	\$36,830,800	15	170,562	11,371	6.2%	\$259
Amesbury/Ipswich	\$35,133,792	36	189,189	5,255	6.4%	\$200
Medford/Malden	\$34,982,702	19	139,314	7,332	5.7%	\$291
Concord/Maynard	\$34,196,096	18	254,786	14,155	6.4%	\$250
Strafford County	\$34,122,866	33	262,211	7,946	6.7%	\$165
Roxbury/Dorchester	\$30,667,600	23	99,427	4,323	6.0%	\$340
Mid-Cambridge/Harvard Sq	\$30,150,000	5	63,587	12,717	5.5%	\$466
Peabody/Salem	\$29,165,200	22	136,281	6,195	6.1%	\$246
Route 24	\$28,599,375	27	115,014	4,260	6.5%	\$197
Chelsea/Revere	\$28,562,500	21	98,051	4,669	6.1%	\$303
South Suffolk County	\$28,229,000	13	81,401	6,262	6.0%	\$326
Burlington/Woburn	\$27,714,214	11	86,208	7,837	5.6%	\$328
Newton/Brookline	\$24,143,333	14	193,952	13,854	5.6%	\$405
Waltham	\$22,415,000	11	70,657	6,423	5.7%	\$320
Wilmington/Reading	\$17,285,300	15	119,660	7,977	5.9%	\$278
Lexington/Arlington	\$17,180,000	9	44,849	4,983	5.6%	\$401
North End/Waterfront	\$16,610,000	7	23,826	3,404	5.4%	\$539
Allston/Brighton	\$15,735,281	4	8,083	2,021	5.7%	\$419
Charlestown/East Boston	\$13,920,714	12	56,471	4,706	5.8%	\$393
Groton/Townsend	\$13,481,150	16	69,752	4,360	6.3%	\$242
Essex/Gloucester	\$13,093,500	13	60,088	4,622	6.4%	\$211
North Station/Beacon Hill	\$11,300,000	2	22,800	11,400	5.5%	\$690
South End	\$11,120,000	6	24,230	4,038	5.8%	\$436
South Boston	\$9,850,000	5	14,748	2,950	5.8%	\$410
Marlborough	\$6,749,194	7	50,077	7,154	6.5%	\$216
Midtown	\$6,232,805	2	15,851	7,926	5.7%	\$507
Longwood/Fenway	\$4,855,250	2	16,722	8,361	5.7%	\$460
Lynnfield/Wakefield	\$4,750,000	5	42,467	8,493	5.7%	\$332
Hopkinton/Holliston	\$2,875,000	4	34,750	8,688	6.7%	\$206
W Cambridge/Alewife	\$2,550,000	2	3,756	1,878	5.5%	\$439
	Ψ2,000,000	L	5,750	1,070	0.070	0/5/2022





Submarket Sales Trends

SUBMARKET SALES TRANSACTIONS PAST 12 MONTHS

Submarket Name	Sales Volume	Transactions	Transacted SF	Avg SF	Mkt Cap Rate	Mkt Sale Price/SF
E Cambridge/Kendall Sq	\$2,075,000	1	7,655	7,655	5.7%	\$341
Wellesley/Needham	\$1,200,000	2	5,595	2,798	6.0%	\$367









65-75 Mystic Ave ര

Somerville/Everett Submarket • Somerville, MA 02145

Sale Date	Jul 2023
Sale Price	\$142.5M (\$896/SF)
Leased	78%
Hold Period	20+ Years
RBA	159,000 SF
Year Built	1993

Buyer Broker Seller Broker Sale Type Sale Cond

Cabot, Cabot & Forbes (USA) +1 Atlantic Retail Milstein Properties Inc (USA) Atlantic Retail Investment **Redevelopment Project**

90 Providence Hwy • Walpole Mall ര

Walpole Mall • I-95 Corridor South Submarket • East Walpole, MA 02032

Sale Date Jul 2023 Sale Price \$62.6M (\$160/SF) Leased 100% Hold Period 207 Months 391,409 SF RBA Year Built 1974 (Renov 1988)

Buyer Seller Broker Sale Type The Wilder Companies (USA) L&R Group Of Companies (USA) Atlantic Retail Investment

1690 Revere Beach Pky • Super Stop & Shop Somerville/Everett Submarket • Everett, MA 02149

Nov 2022 Sale Date Sale Price \$56M (\$662/SF) 100% Leased Hold Period 50 Months RBA 84,544 SF Year Built 2001

Buyer Broker Seller Broker Sale Type Sale Cond

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Greystar Real Estate Part... (USA) Colliers The Grossman Companie... (USA) Cushman & Wakefield Investment **Redevelopment Project**

400 Lincoln St • Lincoln Plaza ര Lincoln Plaza • Route 3 Corridor Submarket • Hingham, MA 02043

Sale Date May 2023 Sale Price \$39.1M (\$329/SF) 100% Leased Hold Period 75 Months RBA 119,017 SF Year Built 1972 (Renov 1999)

Buyer Seller Broker Sale Type Jumbo Capital Manageme... (USA) AEW Capital Management (USA) Newmark Investment

11 Newbury St 💿

Back Bay Submarket • Boston, MA 02116

Sale Date Jun 2023 Sale Price \$25.5M (\$1.6K/SF) 100% Leased Hold Period 20+ Years RBA 15.810 SF Year Built 1920 (Renov 1990) Buyer Seller Broker Sale Type ****

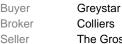
Centremark LLC (USA) C. Talanian Realty Co., Inc. (USA) Coldwell Banker Commercial NRT Investment

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Boston Retail

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450 Paradise Rd • Stop & Shop ര

Swampscott Mall • Saugus/Lynn Submarket • Swampscott, MA 01907

Sale Date Jul 2023 Sale Price \$22.5M (\$345/SF) Leased 100% Hold Period 5 Months RBA 65,268 SF Year Built 1992

Buyer Seller Broker Sale Type Sale Cond Centercorp Retail Properti... (USA) Orion Real Estate Group (USA) Atlantic Retail Investment Assemblage, Investment Triple Net

22 Liberty Dr • Twenty Two Liberty ര

Fan Pier • Boston, MA 02210 Sale Date Sep 2022 Sale Price \$21.9M (\$1.6K/SF) Hold Period 92 Months RBA 516.838 SF 2015 Year Built

Buyer Seller Broker Sale Type

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Westbrook Partners (USA) MassMutual (USA) +1 CBRE Investment

99 Charles St • Stop & Shop ര

Stop & Shop • Medford/Malden Submarket • Malden, MA 02148 Sale Date Feb 2023 Sale Price \$21.4M (\$297/SF) Cap Rate 7.3% (Actual) Leased 100% Hold Period 103 Months RBA 72,000 SF Year Built 1992 (Renov 2001)

Buyer Seller Broker Sale Type Sale Cond

Orion Real Estate Group (USA) AR Global Investments, LLC (USA) Atlantic Retail Investment Bulk/Portfolio Sale

418-444 Walpole St 🔊

Norwood Shopping Center • Route 1 South Submarket • Norwood, MA 02062

Sale Date	Oct 2022
Sale Price	\$20.9M (\$214/SF)
Cap Rate	6.3% (Actual)
Leased	100%
Hold Period	3 Months
RBA	97,756 SF
Year Built	1965 (Renov 2000)

Buyer Broker Seller Broker Sale Type

Paum Sales Corp (USA) HMX Realty Advisors DRA Advisors (USA) +1 HMX Realty Advisors Investment

450 Paradise Rd • Stop & Shop ര

Swampscott Mall • Saugus/Lynn Submarket • Swampscott, MA 01907

Sale Date	Feb 2023
Sale Price	\$18.6M (\$284/SF)
Cap Rate	7.3% (Actual)
eased	100%
lold Period	105 Months
RBA	65,268 SF
'ear Built	1992

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Buyer Seller Broker Sale Type Sale Cond Orion Real Estate Group (USA) AR Global Investments, LLC (USA) Atlantic Retail Investment Bulk/Portfolio Sale



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Boston Retail



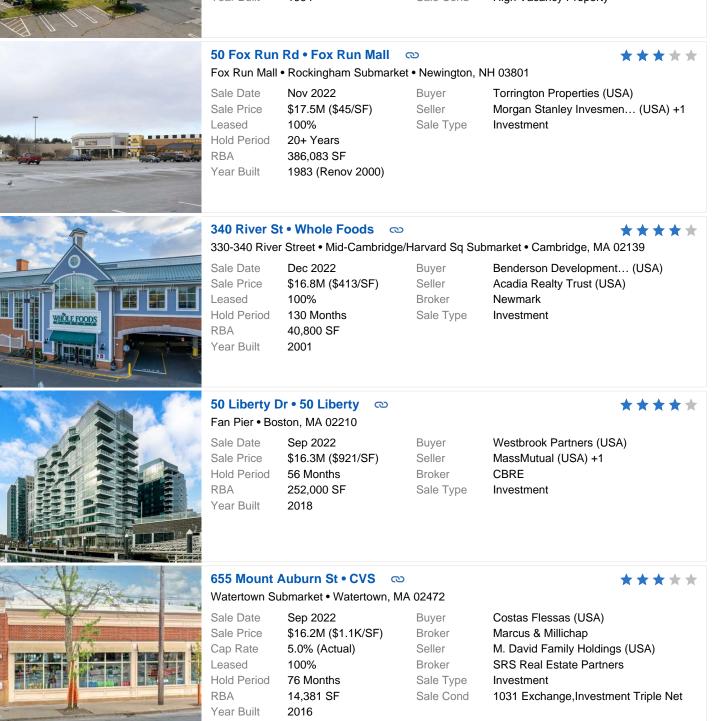


Square One Mall • Saugus/Lynn Submarket • Saugus, MA 01906

Sale Date	Sep 2022
Sale Price	\$17.6M (\$108/SF)
Leased	0%
Hold Period	86 Months
RBA	163,227 SF
Year Built	1994

Buyer Broker Seller Broker Sale Type Sale Cond

OVP Management, Inc. (USA) Atlantic Retail Seritage Growth Properties (USA) Atlantic Retail Investment High Vacancy Property



Wronka, Ltd.













1224 Worcester Rd • Framingham Plaza രാ

Framingham Plaza • Framingham/Natick Submarket • Framingham, MA 01702

Sale Date Jun 2023 \$15.3M (\$248/SF) Sale Price Leased 96% Hold Period 4 Months RBA 61,817 SF Year Built 1990

Buyer Seller Broker Sale Type

RK Centers (USA) Orion Real Estate Group (USA) Atlantic Retail Investment

1224 Worcester Rd • Framingham Plaza

Framingham Plaza • Framingham/Natick Submarket • Framingham, MA 01702

Sale Date Feb 2023 Sale Price \$13.6M (\$220/SF) Cap Rate 7.3% (Actual) Leased 100% Hold Period 105 Months RBA 61,817 SF Year Built 1990

Buyer Seller Broker Sale Type Sale Cond

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Orion Real Estate Group (USA) AR Global Investments, LLC (USA) Atlantic Retail Investment Bulk/Portfolio Sale

458 Arsenal St ග

Watertown Submarket • Watertown, MA 02472

Sale Date Sep 2022 Sale Price \$13M (\$464/SF) 100% Leased 20+ Years Hold Period RBA 28,000 SF Year Built 1962

Buyer Seller Sale Type Sale Cond

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Alexandria Real Estate Eq... (USA) Metropolitan Cabinet (USA) Investment **Redevelopment Project**

400 Presidential Way • Boston Sports Club രാ

MetroNorth Corporate Ctr • Burlington/Woburn Submarket • Woburn, MA 01801

Sale Date Dec 2022 Sale Price \$12.9M (\$376/SF) Leased 100% Hold Period 12 Months RBA 34,272 SF Year Built 2008

Buyer Seller Broker Sale Type Northern Bank & Trust Co... (USA) Rhino Capital Advisors LLC (USA) Newmark Investment

230 Independence Way • Best Buy ര

Liberty Tree Mall • Danvers/Beverly Submarket • Danvers, MA 01923

Sale Date Nov 2022 Sale Price Leased 100% Hold Period 192 Months RBA 45.500 SF Year Built 1998

Buyer Seller Sale Type Agree Realty Corporation (USA) Lennox Capital Partners, LP (USA) Investment

\$11.8M (\$259/SF)





Boston Retail

Wronka, Ltd.

Players

Boston Retail

TOP OWNERS

Company Name	Owned SF	Owned Props	Avg SF	12 Mo Bought	12 Mo Sold	12 Mo Net Trans
Simon Property Group	6,847,945	41	167,023	-	-	-
W/S Development	5,898,094	96	61,438	-	-	-
Market Basket	4,508,351	55	81,970	-	-	-
Teachers Insurance and Annuity Ass	3,171,577	17	186,563	-	-	-
Canada Pension Plan Investments	3,021,577	16	188,849	-	-	-
RK Centers	3,002,205	63	47,654	\$17,400,000	-	\$17,400,000
Target Corporation	2,919,230	25	116,769	-	-	-
Walmart Inc.	2,653,599	20	132,680	-	-	-
The Home Depot Inc	2,248,758	18	124,931	-	-	-
Federal Realty Investment Trust	1,883,807	49	38,445	-	-	-
The Wilder Companies	1,830,768	41	44,653	\$71,950,000	-	\$71,950,000
Macy's, Inc.	1,629,775	9	181,086	-	-	-
EDENS	1,547,729	32	48,367	-	-	-
RPT Realty	1,463,992	34	43,059	-	-	-
Ahold Delhaize	1,427,319	26	54,897	-	-	-
Site Centers	1,377,496	15	91,833	-	-	-
Brookfield Corporation	1,239,570	3	413,190	-	-	-
New England Development	1,092,037	31	35,227	-	\$17,500,000	-\$17,500,000
Realty Income Corporation	1,067,498	104	10,264	\$112,777,359	\$1,400,000	\$111,377,359
Kimco Realty Corporation	1,059,503	24	44,146	-	-	-
F.X. Messina Enterprises	944,066	18	52,448	-	-	-
PREP Property Group	936,462	5	187,292	-	-	-
Linear Retail Properties	917,306	61	15,038	-	-	-
Waterstone Properties Group Inc.	882,594	32	27,581	-	-	-
Boston Properties, Inc.	869,750	5	173,950	-	-	-
Hamilton Company	856,858	41	20,899	\$10,150,508	-	\$10,150,508
Lowe's Companies, Inc.	796,719	6	132,787	-	-	-
Ocean State Job Lot, Inc.	742,755	12	61,896	-	-	-
Mitsubishi Estate Co., Ltd.	722,869	16	45,179	-	-	-
Dickinson Development Corporation	717,110	7	102,444	-	-	-
The Grossman Companies, Inc.	695,713	24	28,988	-	-	-
Torrington Properties	676,824	9	75,203	\$37,800,000	-	\$37,800,000
Quincy Mutual Fire Insurance Co.	667,918	17	39,289	-	-	-
National Development	659,958	10	65,996	-	-	-
Brixmor	654,443	14	46,746	-	-	-
Regency Centers Corporation	630,383	12	52,532	-	-	-
RAVentures, Inc.	630,264	19	33,172	-	\$5,685,000	-\$5,685,000
Inland Real Estate Group of Compani	564,801	7	80,686	-	\$4,400,000	-\$4,400,000
Crosspoint Associates, Inc.	514,215	16	32,138	-	-	-
The Kraft Group	505,319	11	45,938	-	-	-
Second Horizon Capital	473,000	1	473,000	\$8,613,000	-	\$8,613,000
BJ's Wholesale Club Holdings, Inc.	464,678	4	116,170	-	-	





Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Realty Income Corporation	\$112,777,359	49	200,218	4,086	-	\$563
Orion Real Estate Group	\$81,625,177	9	274,418	30,491	-	\$297
The Wilder Companies	\$71,950,000	8	429,285	53,661	-	\$168
Cabot, Cabot & Forbes	\$71,250,000	1	79,500	79,500	-	\$896
Cannon Hill Capital Partners	\$71,250,000	1	79,500	79,500	-	\$896
Greystar Real Estate Partners	\$56,000,000	1	84,544	84,544	-	\$662
Jumbo Capital Management LLC	\$45,250,000	3	127,817	42,606	-	\$354
Centremark LLC	\$37,000,000	2	27,810	13,905	-	\$1,330
Torrington Properties	\$32,050,000	4	515,955	128,989	-	\$62
Benderson Development Company, Inc.	\$26,400,000	2	54,226	27,113	-	\$487
Centercorp Retail Properties, Inc.	\$23,435,000	2	69,877	34,939	-	\$335
Paum Sales Corp	\$20,890,000	1	97,756	97,756	6.3%	\$214
OVP Management, Inc.	\$20,000,000	2	182,737	91,369	-	\$109
Agree Realty Corporation	\$17,625,000	2	61,960	30,980	6.2%	\$284
RK Centers	\$17,400,000	2	64,817	32,409	-	\$268
Costas Flessas	\$16,150,000	1	14,381	14,381	5.0%	\$1,123
DePasquale Ventures	\$13,500,000	2	14,660	7,330	-	\$921
Alexandria Real Estate Equities, Inc.	\$13,000,000	1	28,000	28,000	-	\$464
Dick's Sporting Goods, Inc.	\$12,999,999	3	232,900	77,633	-	\$56
The Triad Group	\$12,900,000	3	16,000	5,333	-	\$806
Northern Bank & Trust Company	\$12,885,000	1	34,272	34,272	-	\$376
McNabb Properties, Ltd.	\$12,500,000	2	25,676	12,838	-	\$487
Longfellow Health Clubs	\$10,868,662	1	54,100	54,100	-	\$201
Hamilton Company	\$10,150,508	1	23,703	23,703	4.8%	\$428
Sharham Moghaddam	\$9,950,000	1	38,247	38,247	-	\$260
BRIAN D. CURRERI	\$9,774,500	2	15,050	7,525	-	\$649
Time Equities, Inc.	\$9,500,000	1	28,361	28,361	-	\$335
Raymour & Flanigan Furniture, Inc	\$9,350,000	1	36,805	36,805	-	\$254
Mass General Brigham	\$9,000,000	1	19,300	19,300	-	\$466
Sparkft Llc	\$9,000,000	1	55,243	55,243	-	\$163
Second Horizon Capital	\$8,613,000	1	473,000	473,000	-	\$18
NAI Global	\$8,475,000	1	30,223	30,223	-	\$280
Feeney Brothers	\$8,000,000	1	26,700	26,700	-	\$300
Mark Blotner	\$7,925,000	1	14,550	14,550	-	\$545
Pratt Street Apartments LLC	\$7,900,000	1	77,921	77,921	-	\$101
Tremont Asset Management	\$7,900,000	1	67,318	67,318	-	\$117
Geoff Schwartz Real Estate	\$7,692,000	1	14,440	14,440	6.5%	\$533
Paul Pagounis	\$7,100,000	1	1,641	1,641	-	\$4,327
Mark Development, LLC	\$7,000,000	1	9,370	9,370	-	\$747
Gerald M. Sneirson	\$6,940,000	1	22,500	22,500	6.5%	\$308
Steven Jones	\$6,557,625	1	10,500	10,500	5.4%	\$625
Manu and Viral Patel	\$6,500,000	1	14,140	14,140	-	\$460





Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Milstein Properties Inc	\$142,500,000	1	159,000	159,000	-	\$896
EG Group	\$115,727,359	50	202,697	4,054	-	\$571
L&R Group Of Companies	\$71,950,000	8	429,285	53,661	-	\$168
The Grossman Companies, Inc.	\$56,000,000	1	84,544	84,544	-	\$662
AR Global Investments, LLC	\$53,539,577	3	199,085	66,362	-	\$269
AEW Capital Management	\$45,250,000	3	127,817	42,606	-	\$354
Seritage Growth Properties	\$44,499,999	6	546,940	91,157	-	\$81
Orion Real Estate Group	\$41,349,571	4	134,049	33,512	5.4%	\$308
Walgreens	\$38,236,108	7	99,036	14,148	4.8%	\$386
C. Talanian Realty Co., Inc.	\$37,000,000	2	27,810	13,905	-	\$1,330
Acadia Realty Trust	\$26,400,000	2	54,226	27,113	-	\$487
M. David Family Holdings	\$16,150,000	1	14,381	14,381	5.0%	\$1,123
KPR Centers	\$14,945,000	2	68,892	34,446	3.1%	\$217
Metropolitan Cabinet	\$13,000,000	1	28,000	28,000	-	\$464
Robert Kaloosdian	\$12,900,000	3	16,000	5,333	-	\$806
Rhino Capital Advisors LLC	\$12,885,000	1	34,272	34,272	-	\$376
Tuscan Brands Development	\$12,500,000	2	25,676	12,838	-	\$487
Lennox Capital Partners, LP	\$11,800,000	1	45,500	45,500	-	\$259
Lupoli Companies	\$11,000,000	2	57,620	28,810	-	\$191
Midtown Athletic Clubs (Corporate Office)	\$10,868,662	1	54,100	54,100	-	\$201
DRA Advisors	\$10,445,000	1	48,878	48,878	3.1%	\$214
Mars Ptrshp Cmnty	\$9,950,000	1	38,247	38,247	-	\$260
Waldo Eastman	\$9,774,500	2	15,050	7,525	-	\$649
Princeton Properties	\$9,500,000	1	28,361	28,361	-	\$335
Michael Reiter	\$9,350,000	1	36,805	36,805	-	\$254
The Davis Companies	\$9,000,000	1	19,300	19,300	-	\$466
Sintra Capital Corporation	\$8,800,000	2	64,221	32,111	-	\$137
Morgan Stanley & Co. LLC	\$8,750,000	1	193,041	193,041	-	\$45
New England Development	\$8,750,000	1	193,041	193,041	-	\$45
Pyramid Management Group, Inc.	\$8,613,000	1	473,000	473,000	-	\$18
RCG LLC	\$8,475,000	1	30,223	30,223	-	\$280
Charter Realty & Development Corp	\$8,000,000	1	7,080	7,080	-	\$1,130
Group 1 Automotive	\$8,000,000	1	26,700	26,700	-	\$300
Ted Klein	\$7,925,000	1	14,550	14,550	-	\$545
Peres Zoppo & Associates	\$7,900,000	1	77,921	77,921	-	\$101
Walcott Corporation	\$7,900,000	1	67,318	67,318	-	\$117
Newport Property Corporation	\$7,692,000	1	14,440	14,440	6.5%	\$533
Coffman Development Group	\$7,370,214	1	5,044	5,044	7.9%	\$1,461
Weiss Matthew A	\$7,100,000	1	1,641	1,641	-	\$4,327
Kennmore Realty Corporation	\$7,000,000	1	9,370	9,370	-	\$747
CTO Realty Growth Inc.	\$6,940,000	1	22,500	22,500	6.5%	\$308
George P Clements	\$6,557,625	1	10,500	10,500	5.4%	\$625





Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Atlantic Retail	\$519,924,576	27	1,817,820	67,327	-	\$286
Eastdil Secured, LLC	\$112,777,359	49	200,218	4,086	-	\$563
Newmark	\$88,185,000	10	370,149	37,015	-	\$238
Anywhere Real Estate Inc.	\$63,678,150	26	115,987	4,461	7.0%	\$549
Colliers	\$61,322,000	8	127,090	15,886	-	\$483
Marcus & Millichap	\$60,378,999	15	158,278	10,552	6.4%	\$381
Horvath & Tremblay	\$56,756,719	20	150,616	7,531	6.1%	\$377
Cushman & Wakefield	\$56,000,000	1	84,544	84,544	-	\$662
HMX Realty Advisors	\$41,780,000	2	195,512	97,756	6.3%	\$214
SRS Real Estate Partners	\$31,212,214	3	33,865	11,288	6.4%	\$922
NAI Global	\$24,422,000	8	223,447	27,931	-	\$109
Keller Williams Realty, Inc	\$21,231,000	24	125,548	5,231	8.1%	\$169
Key Realty, Inc	\$17,873,000	4	144,952	36,238	-	\$123
RE/MAX	\$15,925,000	12	54,783	4,565	-	\$291
All Star Realty Inc	\$14,900,000	4	19,226	4,807	-	\$775
CBRE	\$13,395,000	7	36,240	5,177	-	\$370
Berkshire Hathaway Inc.	\$8,386,750	9	45,301	5,033	-	\$185
Boston Realty Advisors	\$8,300,000	3	30,829	10,276	-	\$269
Fairfield Realty	\$8,200,000	2	16,292	8,146	-	\$503
Greater Boston Commercial Properties, Inc.	\$8,000,000	1	11,200	11,200	-	\$714
Drugstore Property Advisors	\$7,925,000	1	14,550	14,550	-	\$545
Matthews Real Estate Investment Services	\$7,692,000	1	14,440	14,440	6.5%	\$533
Forged Real Estate	\$6,940,000	1	22,500	22,500	6.5%	\$308
Ellis Realty Advisors	\$6,860,000	4	27,933	6,983	-	\$246
Northeast Private Client Group	\$6,810,000	3	34,978	11,659	5.7%	\$195
Argyle Realty Group Llc	\$6,557,625	1	10,500	10,500	5.4%	\$625
William Raveis Real Estate	\$6,150,000	2	9,989	4,995	6.5%	\$616
Avison Young	\$6,115,000	4	23,229	5,807	-	\$263
Compass	\$6,096,000	5	35,044	7,009	7.6%	\$174
Bill Mouflouze Real Estate	\$6,000,000	2	16,427	8,214	-	\$365
MANSARD	\$5,700,000	2	36,976	18,488	-	\$154
NNN Ultimate Holdings	\$5,685,000	1	5,812	5,812	5.8%	\$978
LAER Realty Partners	\$5,520,000	3	22,813	7,604	-	\$242
Engel & Volkers	\$5,500,000	3	8,530	2,843	-	\$645
Goedecke & Co., LLC	\$5,250,000	1	11,540	11,540	6.0%	\$455
Red Tree Real Estate	\$4,600,000	2	7,000	3,500	-	\$657
KPR Centers	\$4,500,000	1	20,014	20,014	-	\$225
C-Store Investments, LLC	\$4,375,000	1	1,530	1,530	-	\$2,859
Dick Lepine Real Estate Inc.	\$4,330,000	3	28,794	9,598	-	\$150
Commercial Investment Advisors, INC	\$4,155,066	2	5,820	2,910	5.5%	\$714
RW Holmes Realty Co., Inc.	\$4,000,000	2	20,184	10,092	-	\$198
eXp World Holdings, Inc.	\$3,999,000	4	13,575	3,394	5.1%	\$295





OVERALL SALES

			Market Pricing Trends (2)						
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$255.18	169	6.8%
2026	-	-	-	-	-	-	\$238.39	158	7.1%
2025	-	-	-	-	-	-	\$230.93	153	7.3%
2024	-	-	-	-	-	-	\$226.22	150	7.4%
2023	-	-	-	-	-	-	\$259	171	6.4%
YTD	494	\$1B	1.9%	\$2,673,593	\$268.44	6.7%	\$269.56	178	6.2%
2022	996	\$2.9B	4.7%	\$3,241,544	\$263.79	5.9%	\$270.02	178	6.1%
2021	947	\$2.6B	4.5%	\$3,085,612	\$247.08	6.6%	\$255.89	169	6.2%
2020	741	\$1.2B	2.5%	\$1,909,898	\$217.23	6.9%	\$241.93	160	6.4%
2019	717	\$1.6B	2.9%	\$2,676,589	\$259.09	7.0%	\$238.33	158	6.4%
2018	697	\$1.4B	3.2%	\$2,361,736	\$229.92	6.9%	\$229.58	152	6.5%
2017	621	\$1.3B	2.8%	\$2,548,327	\$227.41	6.4%	\$222.32	147	6.5%
2016	761	\$1.5B	3.5%	\$2,308,288	\$202.97	6.9%	\$215.18	142	6.5%
2015	745	\$1.5B	3.2%	\$2,060,568	\$209.27	7.0%	\$213.49	141	6.4%
2014	712	\$1.3B	3.3%	\$2,002,122	\$180.06	7.0%	\$198.35	131	6.7%
2013	536	\$1.1B	3.0%	\$2,309,340	\$176.73	7.0%	\$175.79	116	7.1%
2012	503	\$1B	2.6%	\$2,318,004	\$205.26	7.9%	\$167.52	111	7.2%

Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period.
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MALLS SALES

Year			Market Pricing Trends (2)						
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$263.63	160	6.5%
2026	-	-	-	-	-	-	\$246.33	149	6.9%
2025	-	-	-	-	-	-	\$238.85	145	7.0%
2024	-	-	-	-	-	-	\$234.21	142	7.1%
2023	-	-	-	-	-	-	\$268.87	163	6.1%
YTD	1	\$8.6M	2.1%	\$8,613,000	\$18.21	-	\$280.36	170	5.9%
2022	10	\$305M	7.7%	\$30,505,000	\$171.62	4.3%	\$283.19	172	5.8%
2021	7	\$66M	1.7%	\$9,430,127	\$170.53	-	\$268.12	162	5.9%
2020	2	\$5.5M	0.8%	\$5,461,538	\$43.39	6.5%	\$252.11	153	6.0%
2019	-	-	-	-	-	-	\$247.70	150	6.1%
2018	2	\$0	4.6%	-	-	-	\$236.98	144	6.2%
2017	2	\$61M	1.3%	\$30,494,129	\$213.58	-	\$229.71	139	6.2%
2016	8	\$258.7M	6.1%	\$36,958,661	\$220.97	6.5%	\$224.64	136	6.2%
2015	12	\$190.8M	5.7%	\$31,800,832	\$278.45	5.0%	\$226.05	137	6.1%
2014	4	\$50.3M	1.9%	\$12,567,476	\$132.47	-	\$209.35	127	6.3%
2013	10	\$298.4M	6.7%	\$29,839,249	\$232.04	6.8%	\$187.83	114	6.6%
2012	7	\$0	3.4%	-	-	-	\$180.43	109	6.8%

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Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.





POWER CENTER SALES

			Market Pricing Trends (2)						
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$224.64	157	6.8%
2026	-	-	-	-	-	-	\$210.01	147	7.2%
2025	-	-	-	-	-	-	\$203.50	143	7.4%
2024	-	-	-	-	-	-	\$199.44	140	7.4%
2023	-	-	-	-	-	-	\$227.89	160	6.5%
YTD	1	\$9.4M	0.4%	\$9,350,000	\$254.04	-	\$236.89	166	6.3%
2022	26	\$217.7M	10.1%	\$8,371,231	\$217.60	5.8%	\$237.75	166	6.2%
2021	31	\$281.1M	14.0%	\$9,694,506	\$206.99	5.8%	\$227.10	159	6.2%
2020	14	\$87.9M	4.4%	\$6,281,112	\$202.35	5.5%	\$207.83	146	6.4%
2019	5	\$107.7M	4.2%	\$21,538,571	\$260.07	5.3%	\$208.77	146	6.4%
2018	3	\$15.9M	0.5%	\$5,283,660	\$321.03	-	\$203.95	143	6.5%
2017	2	\$17.1M	1.4%	\$8,525,000	\$122.36	7.4%	\$200.55	140	6.4%
2016	8	\$22.6M	5.1%	\$3,766,667	\$73.39	8.0%	\$193.71	136	6.4%
2015	1	\$0	1.3%	-	-	-	\$192.07	134	6.3%
2014	2	\$23.2M	1.4%	\$11,591,607	\$182.44	-	\$178.45	125	6.6%
2013	16	\$38M	6.2%	\$4,753,669	\$85.49	-	\$160.19	112	6.9%
2012	1	\$21M	0.5%	\$21,000,000	\$462.02	7.0%	\$150.62	105	7.1%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period. (2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

NEIGHBORHOOD CENTER SALES

			Market Pricing Trends (2)						
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$209.51	156	6.9%
2026	-	-	-	-	-	-	\$196.24	146	7.3%
2025	-	-	-	-	-	-	\$190.37	142	7.5%
2024	-	-	-	-	-	-	\$186.69	139	7.6%
2023	-	-	-	-	-	-	\$212.82	158	6.6%
YTD	26	\$238.5M	2.1%	\$9,936,673	\$238.32	5.1%	\$220.91	164	6.4%
2022	59	\$699.6M	5.1%	\$13,199,529	\$286.58	6.5%	\$221.95	165	6.3%
2021	70	\$617.6M	5.4%	\$9,357,235	\$229.18	7.4%	\$212.43	158	6.4%
2020	18	\$86.4M	1.1%	\$4,800,633	\$151.65	8.7%	\$198.84	148	6.5%
2019	41	\$247.8M	2.4%	\$7,081,136	\$233.20	7.2%	\$197.53	147	6.6%
2018	28	\$144.3M	2.9%	\$6,557,937	\$109.28	7.3%	\$190.76	142	6.6%
2017	26	\$170.7M	2.9%	\$8,986,525	\$162.42	6.1%	\$186.40	139	6.6%
2016	31	\$148.9M	2.5%	\$6,205,924	\$143.56	7.4%	\$182.45	136	6.6%
2015	40	\$282.8M	2.5%	\$7,854,332	\$248.02	6.6%	\$182.89	136	6.4%
2014	56	\$356.9M	5.0%	\$7,931,620	\$166.52	6.2%	\$170.12	127	6.7%
2013	35	\$75.8M	2.5%	\$3,990,654	\$99.76	7.5%	\$151.84	113	7.0%
2012	27	\$214.4M	2.5%	\$8,933,540	\$190.37	7.1%	\$144.09	107	7.2%

(1) Completed transaction data is based on actual arms-length sales transactions and levels are dependent on the mix of what happened to sell in the period. (2) Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.





STRIP CENTER SALES

			Market Pricing Trends (2)						
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$233.22	166	6.8%
2026	-	-	-	-	-	-	\$218.20	155	7.2%
2025	-	-	-	-	-	-	\$211.52	150	7.4%
2024	-	-	-	-	-	-	\$207.34	148	7.4%
2023	-	-	-	-	-	-	\$236.53	168	6.5%
YTD	13	\$8.5M	0.9%	\$770,053	\$125.95	6.5%	\$245.84	175	6.3%
2022	29	\$76.4M	3.8%	\$2,729,411	\$179.63	-	\$247.31	176	6.2%
2021	30	\$81.4M	2.8%	\$2,808,170	\$246.14	6.7%	\$234.36	167	6.3%
2020	31	\$51.1M	3.5%	\$2,045,425	\$203.90	8.4%	\$220.57	157	6.5%
2019	34	\$53.1M	4.0%	\$2,040,650	\$137.98	6.3%	\$215.77	154	6.6%
2018	33	\$48.2M	3.2%	\$1,927,385	\$162.66	8.4%	\$206.49	147	6.6%
2017	33	\$82.7M	3.1%	\$2,953,000	\$263.71	6.9%	\$198.60	141	6.7%
2016	40	\$46.4M	3.0%	\$1,364,148	\$135.69	7.3%	\$192.70	137	6.7%
2015	38	\$48.4M	3.2%	\$1,465,364	\$140.77	7.2%	\$191.12	136	6.6%
2014	30	\$56.9M	3.0%	\$1,897,140	\$164.91	7.1%	\$178.96	127	6.8%
2013	23	\$38.9M	2.7%	\$1,946,622	\$145.63	8.2%	\$158.81	113	7.2%
2012	23	\$40.7M	2.1%	\$1,936,586	\$191.14	9.0%	\$153	109	7.3%

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GENERAL RETAIL SALES

			Market Pricing Trends (2)						
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$272.68	175	6.7%
2026	-	-	-	-	-	-	\$254.52	163	7.1%
2025	-	-	-	-	-	-	\$246.42	158	7.3%
2024	-	-	-	-	-	-	\$241.27	155	7.3%
2023	-	-	-	-	-	-	\$276.54	177	6.4%
YTD	453	\$780.5M	2.0%	\$2,204,693	\$336.90	6.9%	\$287.99	185	6.2%
2022	872	\$1.6B	3.9%	\$2,077,696	\$298.35	5.9%	\$287.77	185	6.1%
2021	809	\$1.6B	4.2%	\$2,182,727	\$270.17	6.6%	\$271.85	174	6.2%
2020	676	\$937.9M	3.0%	\$1,692,985	\$234.50	6.8%	\$258.43	166	6.3%
2019	637	\$1.2B	3.3%	\$2,251,020	\$275.64	7.1%	\$253.93	163	6.4%
2018	631	\$1.2B	3.2%	\$2,190,535	\$270.91	6.8%	\$244.52	157	6.5%
2017	558	\$965.6M	3.0%	\$2,108,367	\$246.71	6.4%	\$236.03	151	6.5%
2016	674	\$1.1B	3.4%	\$1,780,002	\$225.08	6.8%	\$227.42	146	6.5%
2015	654	\$930.8M	3.3%	\$1,477,432	\$195.01	7.0%	\$224.46	144	6.5%
2014	620	\$830.1M	3.0%	\$1,438,659	\$192.10	7.2%	\$208.44	134	6.8%
2013	452	\$625M	2.5%	\$1,528,058	\$187.62	6.8%	\$183.83	118	7.2%
2012	444	\$689.9M	2.7%	\$1,782,792	\$198.87	8.3%	\$175.16	112	7.3%

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OTHER SALES

			Market Pricing Trends (2)						
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$279.26	140	6.8%
2026	-	-	-	-	-	-	\$261.28	131	7.2%
2025	-	-	-	-	-	-	\$253	127	7.4%
2024	-	-	-	-	-	-	\$247.58	124	7.4%
2023	-	-	-	-	-	-	\$281.09	141	6.5%
YTD	-	-	-	-	-	-	\$291.84	146	6.3%
2022	-	-	-	-	-	-	\$296.49	149	6.2%
2021	-	-	-	-	-	-	\$291.40	146	6.1%
2020	-	-	-	-	-	-	\$276.64	139	6.3%
2019	-	-	-	-	-	-	\$280.46	141	6.3%
2018	-	-	-	-	-	-	\$284.79	143	6.3%
2017	-	-	-	-	-	-	\$285.76	143	6.2%
2016	-	-	-	-	-	-	\$275.61	138	6.2%
2015	-	-	-	-	-	-	\$285.31	143	6.1%
2014	-	-	-	-	-	-	\$270.59	136	6.3%
2013	-	-	-	-	-	-	\$247.72	124	6.5%
2012	1	\$40M	4.9%	\$40,000,000	\$845.31	4.8%	\$237.24	119	6.6%

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