

Boston - MA

PREPARED BY





Ernest Wronka President

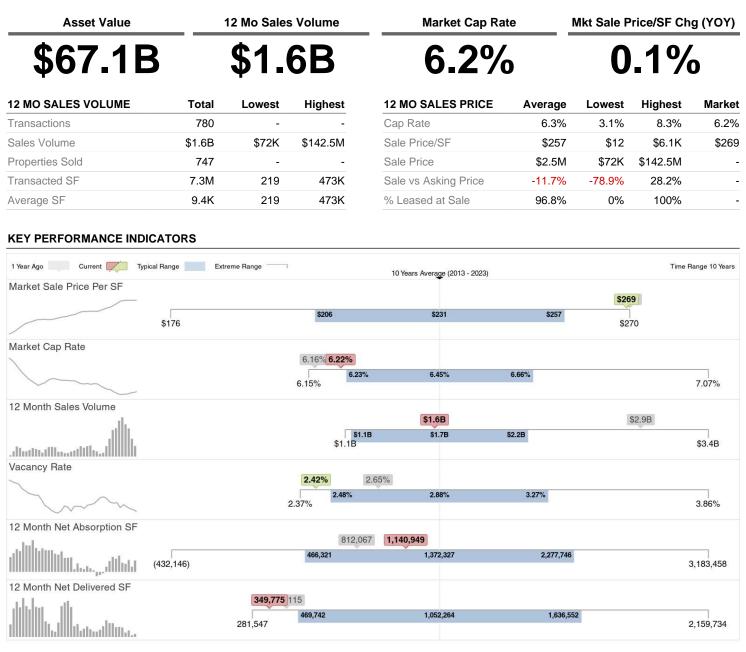
RETAIL CAPITAL MARKETS REPORT - MARKET

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Capital Markets Overview



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

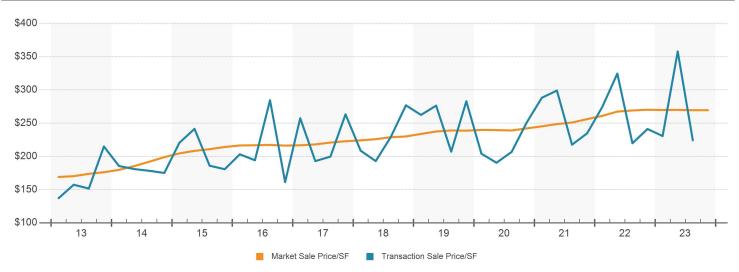


Real Estate Group out of Miami closed on the portfolio for an allocated price of roughly \$70 million and a confirmed in-place cap rate of 7.29%. According to a press release from the seller, The Necessity Retail REIT believed that it had maxed out on value and planned to use the proceeds to reduce debt 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.

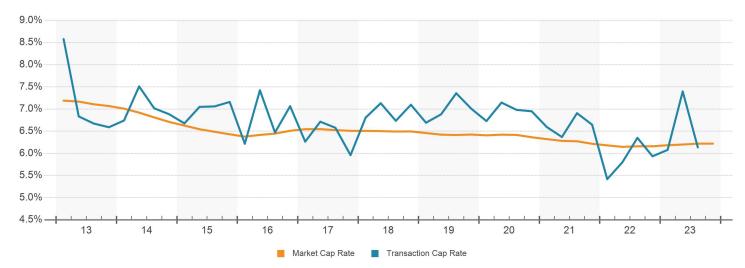


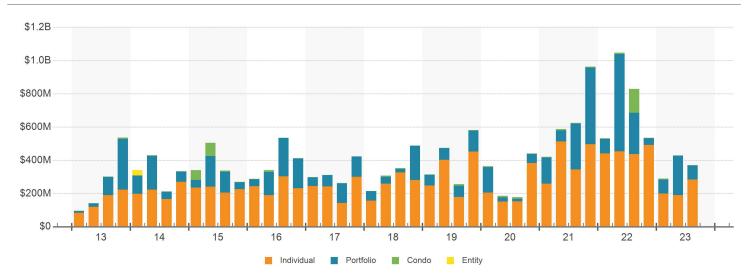
Boston Retail

MARKET SALE PRICE & TRANSACTION SALE PRICE PER SF



MARKET CAP RATE & TRANSACTION CAP RATE





SALES VOLUME BY TRANSACTION TYPE

Wronka, Ltd. Commercial Real Estate Advisors

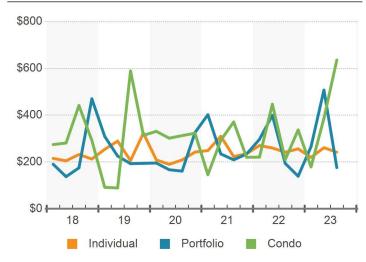


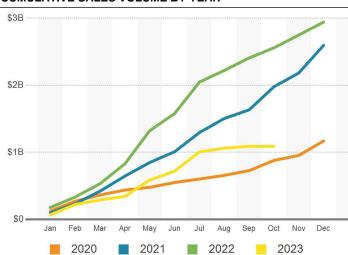
SALE PRICE PER SF DISTRIBUTION PAST 12 MONTHS

Boston Retail

30% 20% 10% -\$100 \$100 \$200 \$300 \$400 \$500 \$600 \$700 \$800

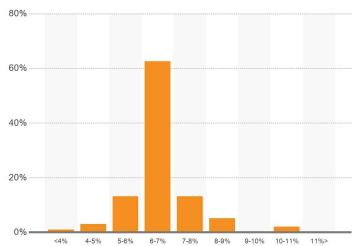
SALE PRICE PER SF BY TRANSACTION TYPE





CUMULATIVE SALES VOLUME BY YEAR

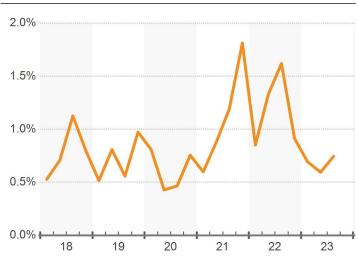
CAP RATE DISTRIBUTION PAST 12 MONTHS



CAP RATE BY TRANSACTION TYPE



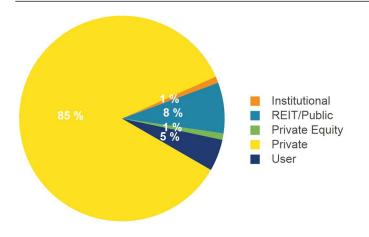
SOLD SF AS % OF TOTAL SF



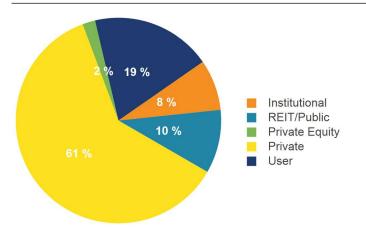




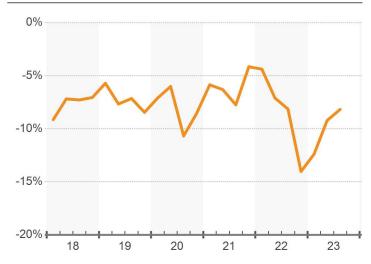
SALES VOLUME BY BUYER TYPE PAST 12 MONTHS



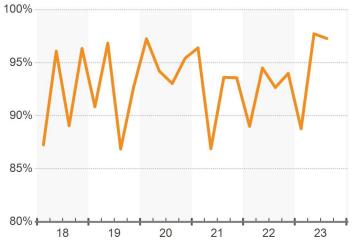
ASSET VALUE BY OWNER TYPE



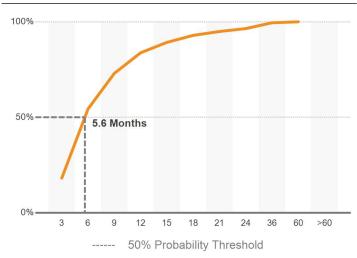
SALE TO ASKING PRICE DIFFERENTIAL



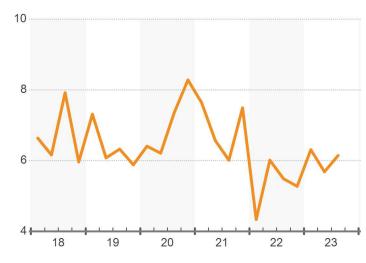
OCCUPANCY AT SALE



PROBABILITY OF SELLING IN MONTHS



MONTHS TO SALE



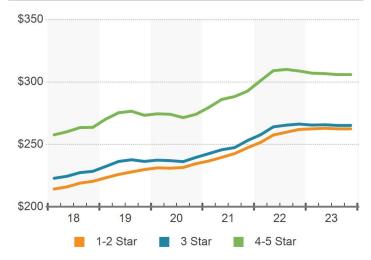




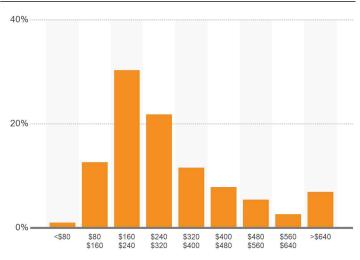
\$600 \$400 \$200 \$0 18 19 20 21 22 23 CBD Urban Suburban

MARKET SALE PRICE PER SF BY LOCATION TYPE

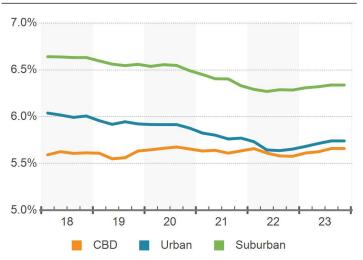




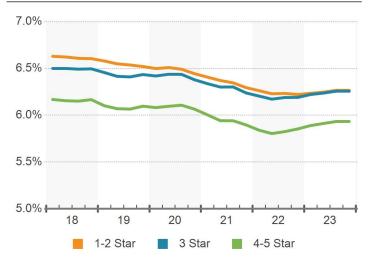
MARKET SALE PRICE PER SF DISTRIBUTION



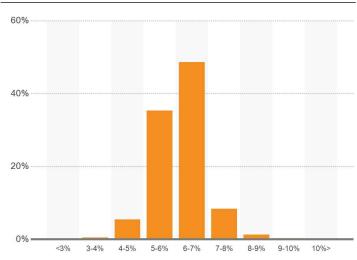
MARKET CAP RATE BY LOCATION TYPE



MARKET CAP RATE BY STAR RATING

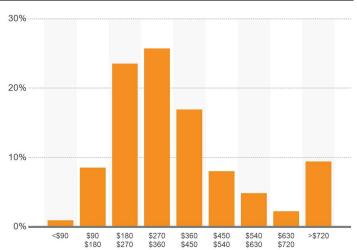


MARKET CAP RATE DISTRIBUTION



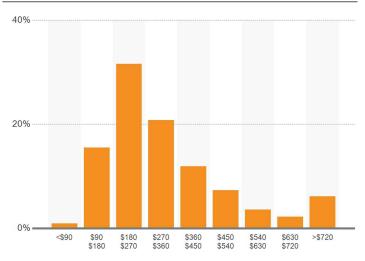




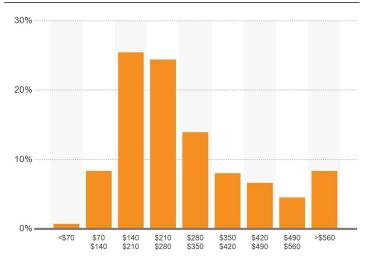


4-5 STAR MARKET SALE PRICE PER SF DISTRIBUTION

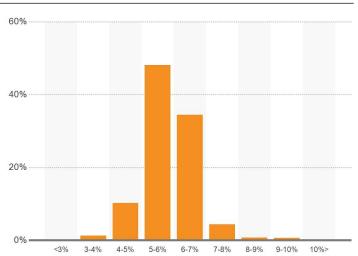




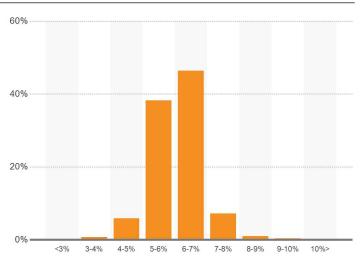
1-2 STAR MARKET SALE PRICE PER SF DISTRIBUTION



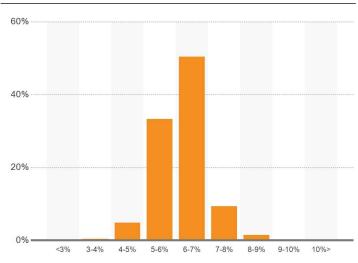
4-5 STAR MARKET CAP RATE DISTRIBUTION



3 STAR MARKET CAP RATE DISTRIBUTION



1-2 STAR MARKET CAP RATE DISTRIBUTION





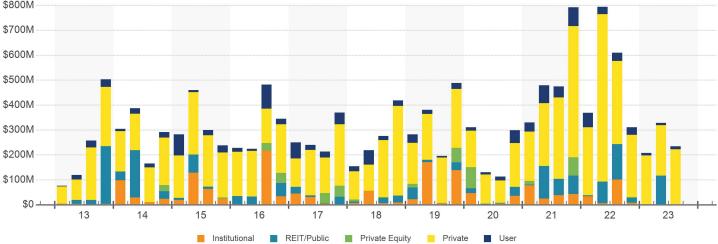
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Boston Retail

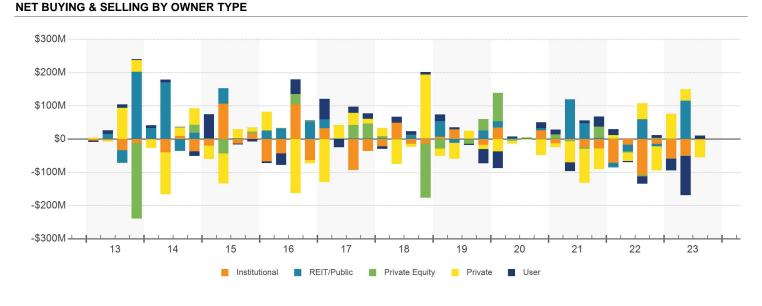
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SALES VOLUME BY BUYER TYPE

\$1B \$800M \$600M \$400M \$200M \$0 13 14 18 20 21 22 23 15 16 17 19 Institutional REIT/Public Private Equity Private User



SALES VOLUME BY SELLER TYPE

\$800M \$700M

Buying & Selling By Owner Type

Boston Retail



CoStar

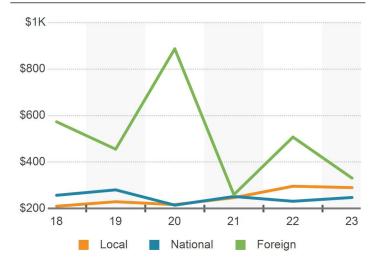
Boston Retail

SALES VOLUME BY BUYER ORIGIN PAST 12 MONTHS ASSET VALUE BY OWNER ORIGIN <1% 43 % 30 % Local Local National National 66 % Foreign Foreign 56 %

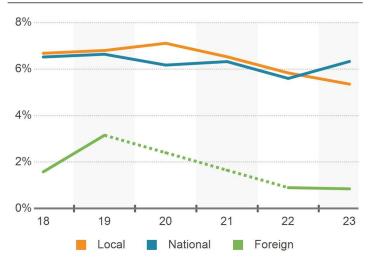
SALES VOLUME BY OWNER ORIGIN

	Total		Local			National	l		Foreign	
Year	Sales Volume	Bought	Sold	Net Trans	Bought	Sold	Net Trans	Bought	Sold	Net Trans
YTD	\$1.1B	\$482.5M	\$232.4M	\$250.1M	\$588.1M	\$738.3M	-\$150.2M	\$1.9M	\$114.9M	-\$112.9M
2022	\$2.9B	\$1.2B	\$1.5B	-\$308.3M	\$1.6B	\$1.4B	\$171M	\$199.1M	\$80.7M	\$118.4M
2021	\$2.6B	\$1.2B	\$1.3B	-\$99.7M	\$1.3B	\$1.3B	\$24.1M	\$44.3M	\$8.3M	\$36M
2020	\$1.2B	\$635.6M	\$644.2M	-\$8.6M	\$500.5M	\$488.8M	\$11.6M	\$23.4M	\$32M	-\$8.7M
2019	\$1.6B	\$717M	\$804.2M	-\$87.2M	\$719.7M	\$792.3M	-\$72.6M	\$175.1M	\$19.6M	\$155.5M
2018	\$1.4B	\$660.8M	\$599.8M	\$61.1M	\$636M	\$559.2M	\$76.8M	\$31.6M	\$177.2M	-\$145.6M
2017	\$1.3B	\$671.8M	\$691M	-\$19.2M	\$547.9M	\$502.6M	\$45.3M	\$57M	\$92.6M	-\$35.6M
2016	\$1.6B	\$697.1M	\$1B	-\$306.9M	\$792.9M	\$531.5M	\$261.5M	\$71M	\$37.5M	\$33.5M
2015	\$1.5B	\$832M	\$878.3M	-\$46.3M	\$550M	\$527.7M	\$22.2M	\$69.1M	\$46.3M	\$22.8M
2014	\$1.3B	\$652.9M	\$729.3M	-\$76.4M	\$628.3M	\$562.6M	\$65.7M	\$32.5M	\$24.9M	\$7.5M
2013	\$1.1B	\$523.4M	\$454.8M	\$68.7M	\$540.6M	\$568.5M	-\$27.9M	\$5.5M	\$38.2M	-\$32.7M

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	\$223,349,000	17	316,848	18,638	5.5%	\$372
Rockingham	\$120,064,546	60	946,653	15,778	6.9%	\$171
I-95 Corridor South	\$114,016,444	38	734,345	19,325	6.3%	\$238
Route 3 South	\$109,606,413	62	872,370	14,070	6.4%	\$197
Saugus/Lynn	\$80,280,571	27	265,225	9,823	6.0%	\$268
Route 3 Corridor	\$80,146,218	25	229,184	9,167	6.0%	\$247
Framingham/Natick	\$68,148,716	21	324,977	15,475	6.3%	\$249
Lawrence/Andover	\$60,059,437	55	401,779	7,305	6.5%	\$210
Quincy/Braintree	\$57,499,825	23	217,115	9,440	6.1%	\$258
Danvers/Beverly	\$51,745,903	18	190,040	10,558	6.1%	\$246
Lowell/Chelmsford	\$48,217,783	41	299,755	7,311	6.4%	\$222
Back Bay	\$37,975,000	4	34,950	8,738	5.4%	\$742
Route 1 South	\$36,759,800	19	225,267	11,856	6.2%	\$260
Medford/Malden	\$34,503,702	18	140,036	7,780	5.7%	\$291
Amesbury/Ipswich	\$32,137,658	36	176,285	4,897	6.5%	\$199
South Suffolk County	\$31,229,000	15	94,021	6,268	6.0%	\$325
Mid-Cambridge/Harvard Sq	\$30,150,000	4	57,006	14,252	5.6%	\$466
Peabody/Salem	\$30,004,200	23	135,164	5,877	6.1%	\$243
Strafford County	\$29,701,866	32	235,585	7,362	6.7%	\$165
Concord/Maynard	\$28,539,096	17	231,511	13,618	6.4%	\$250
Roxbury/Dorchester	\$27,506,600	26	132,698	5,104	6.0%	\$339
Route 24	\$27,309,375	30	132,282	4,409	6.5%	\$199
Burlington/Woburn	\$27,164,214	12	85,136	7,095	5.6%	\$328
Chelsea/Revere	\$25,202,500	18	85,176	4,732	6.1%	\$302
Newton/Brookline	\$24,143,333	11	48,518	4,411	5.6%	\$406
Waltham	\$19,865,000	11	72,079	6,553	5.7%	\$320
Wilmington/Reading	\$18,750,300	18	144,910	8,051	5.9%	\$278
Lexington/Arlington	\$17,180,000	9	44,849	4,983	5.6%	\$399
North End/Waterfront	\$16,610,000	7	23,826	3,404	5.5%	\$532
Allston/Brighton	\$15,735,281	4	8,083	2,021	5.7%	\$417
Charlestown/East Boston	\$14,695,714	11	57,582	5,235	5.9%	\$387
Essex/Gloucester	\$13,525,000	13	55,011	4,232	6.4%	\$208
Groton/Townsend	\$13,481,150	16	69,752	4,360	6.3%	\$242
North Station/Beacon Hill	\$11,300,000	2	22,800	11,400	5.5%	\$686
South Boston	\$8,350,000	4	12,156	3,039	5.8%	\$408
South End	\$7,020,000	4	8,958	2,240	5.8%	\$431
Marlborough	\$6,749,194	8	52,554	6,569	6.6%	\$215
Watertown	\$6,250,000	5	15,826	3,165	5.4%	\$398
Midtown	\$6,232,805	2	15,851	7,926	5.8%	\$503
Lynnfield/Wakefield	\$4,750,000	5	42,467	8,493	5.8%	\$330
Hopkinton/Holliston	\$3,325,000	5	39,537	7,907	6.7%	\$205
E Cambridge/Kendall Sq	\$2,075,000	1	7,655	7,655	5.7%	\$342
W Cambridge/Alewife	\$1,450,000	1	1,878	1,878	5.5%	\$435
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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
Wellesley/Needham	\$1,200,000	2	5,595	2,798	6.0%	\$367
Longwood/Fenway	\$590,000	1	1,035	1,035	5.7%	\$456







65-75 Mystic Ave 🔊

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

Boston Retail

+ +

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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

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Redevelopment Project

Lincoln Plaza • Route 3 Corridor Submarket • Hingham, MA 02043 Sale Date May 2023 Sale Price 100% Leased Hold Period RBA Year Built

\$39.1M (\$329/SF) 75 Months 119,017 SF 1972 (Renov 1999)

400 Lincoln St • Lincoln Plaza

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

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Centremark LLC (USA) Orika Trust (USA) Coldwell Banker Commercial NRT Investment



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450 Paradise Rd • Stop & Shop ര Sale Date Jul 2023 Buyer \$22.5M (\$345/SF) Sale Price Seller Leased 100% Broker Hold Period 5 Months Sale Type RBA 65,268 SF Sale Cond Year Built 1992 99 Charles St • Stop & Shop ര A HANDE IT Sale Date Feb 2023 Buyer Sale Price \$21.4M (\$297/SF) Seller Cap Rate 7.3% (Actual) Broker Leased 100% Sale Type Hold Period Sale Cond 103 Months RBA 72,000 SF Year Built 1992 (Renov 2001) 1. 418-444 Walpole St 🗠 Sale Date Oct 2022 Buyer Sale Price Broker \$20.9M (\$214/SF) 6.3% (Actual) Seller Cap Rate Leased 100% Broker Hold Period 3 Months Sale Type RBA 97,756 SF Year Built 1965 (Renov 2000) 450 Paradise Rd • Stop & Shop രാ Feb 2023 Sale Date Buyer \$18.6M (\$284/SF) Sale Price Seller Cap Rate 7.3% (Actual) Broker Leased 100% Sale Type Hold Period 105 Months Sale Cond RBA 65.268 SF Year Built 1992 50 Fox Run Rd • Fox Run Mall ര Sale Date Nov 2022 Buyer Sale Price \$17.5M (\$45/SF) Seller Sale Type Leased 100% Hold Period 20+ Years RBA 386.083 SF



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

Centercorp Retail Properti... (USA) Orion Real Estate Group (USA) Atlantic Retail Investment Investment Triple Net, Assemblage

Stop & Shop • Medford/Malden Submarket • Malden, MA 02148

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

Norwood Shopping Center • Route 1 South Submarket • Norwood, MA 02062 Paum Sales Corp (USA)

HMX Realty Advisors DRA Advisors (USA) +1 HMX Realty Advisors Investment

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

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

Fox Run Mall • Rockingham Submarket • Newington, NH 03801

1983 (Renov 2000)

Torrington Properties (USA) Morgan Stanley Invesmen... (USA) +1 Investment





Boston Retail

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340 River St • Whole Foods രാ

330-340 River Street • Mid-Cambridge/Harvard Sq Submarket • Cambridge, MA 02139

Sale Date Dec 2022 \$16.8M (\$413/SF) Sale Price Leased 100% Hold Period 130 Months RBA 40,800 SF Year Built 2001

Buyer Seller Broker Sale Type

Benderson Development... (USA) Acadia Realty Trust (USA) Newmark Investment

Boston Retail

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1224 Worcester Rd • Framingham Plaza ര

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

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

Buyer Seller Broker Sale Type **RK Centers (USA)** Orion Real Estate Group (USA) Atlantic Retail Investment

1224 Worcester Rd • Framingham Plaza രാ

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

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 \$11.8M (\$259/SF) 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

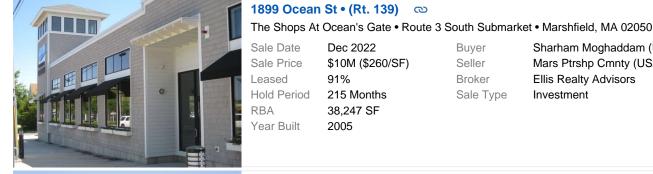














138 Newbury St ලා

Back Bay Submarket • Boston, MA 02116

Sale Date	Jun 2
Sale Price	\$11.5
Leased	100%
Hold Period	20+`
RBA	12,00
Year Built	1930

2023 5M (\$958/SF) 6 Years 00 SF

Buyer Seller Broker Sale Type

Centremark LLC (USA) Orika Trust (USA) Coldwell Banker Commercial NRT Investment

East Natick Industrial Pk • Concord/Maynard Submarket • Natick, MA 01760 Nov 2022 Sale Date Sale Price \$10.9M (\$201/SF) Leased 100% Hold Period 1 Month RBA 54,100 SF Year Built 1970 (Renov 2015)

Buyer Seller Sale Type Sale Cond

Longfellow Health Clubs (USA) Midtown Athletic Clubs (C... (USA) **Owner User** Purchase By Tenant

653 Worcester Rd • Walgreens രാ

Framingham/Natick Submarket • Framingham, MA 01701

Sale Date Jan 2023 Sale Price \$10.2M (\$428/SF) Cap Rate 4.8% (Actual) Leased 100% Hold Period 39 Months RBA 23,703 SF Year Built 1993

Buyer Seller Sale Type Sale Cond

New England Realty Asso ... (USA) Walgreens (USA) Investment Sale Leaseback, Investment Triple Net

1899 Ocean St • (Rt. 139) ෆා

Sale Date Dec 2022 Sale Price \$10M (\$260/SF) Leased 91% Hold Period 215 Months RBA 38,247 SF Year Built 2005

Buyer Seller Broker Sale Type Sharham Moghaddam (USA) Mars Ptrshp Cmnty (USA) Ellis Realty Advisors Investment

330 River St • Walgreens 🗠

330-340 River Street • Mid-Cambridge/Harvard Sq Submarket • Cambridge, MA 02139

Sale Date Dec 2022 Sale Price \$9.6M (\$712/SF) Leased 100% Hold Period 130 Months RBA 13.426 SF Year Built 2001

Buyer Seller Broker Sale Type Benderson Development... (USA) Acadia Realty Trust (USA) Newmark Investment



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Boston Retail

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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	5,545,680	93	59,631	-	-	-
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	1,565,020	33	47,425	-	-	-
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	1,065,211	104	10,242	\$112,777,359	-	\$112,777,359
Kimco Realty Corporation	1,059,503	24	44,146	-	-	-
Messina Commercial Properties LLC	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.	877,605	5	175,521	-	-	-
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	\$26,300,000	-	\$26,300,000
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	506,894	11	46,081	_	-	-
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
Benderson Development Company, Inc.	\$26,400,000	2	54,226	27,113	-	\$487
Torrington Properties	\$26,300,000	3	450,304	150,101	-	\$58
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
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
DePasquale Ventures	\$13,500,000	2	14,660	7,330	-	\$921
Dick's Sporting Goods, Inc.	\$12,999,999	3	232,900	77,633	-	\$56
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
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
Brandon A Melendez	\$6,151,714	3	16,570	5,523	-	\$371
Duffy Properties, LLC	\$6,110,169	1	5,150	5,150	5.5%	\$1,186
Village Auto Group	\$6,000,000	1	28,808	28,808	-	\$208
YOGENDRA N. PATEL	\$6,000,000	1	1,575	1,575	-	\$3,810
JDC Demolition Company Inc.	\$5,685,000	1	5,812	5,812	5.8%	\$978





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
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
Orika Trust	\$37,000,000	2	27,810	13,905	-	\$1,330
Acadia Realty Trust	\$26,400,000	2	54,226	27,113	-	\$487
KPR Centers	\$14,945,000	2	68,892	34,446	3.1%	\$217
Seritage Growth Properties	\$12,999,999	3	232,900	77,633	-	\$56
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
George P Clements	\$6,557,625	1	10,500	10,500	5.4%	\$625
KHS Management	\$6,500,000	1	14,140	14,140	-	\$460
Wayne Jeveli	\$6,151,714	3	16,570	5,523	-	\$371
Federated Realty Five	\$6,110,169	1	5,150	5,150	5.5%	\$1,186
JOSEPH C. PRIZIO III	\$6,000,000	1	1,575	1,575	-	\$3,810





TOP BROKERS PAST 12 MONTHS

Company Name	Sales Volume	Transactions	Transacted SF	Avg SF	Cap Rate	Sale Price/SF
Atlantic Retail	\$468,424,576	22	1,321,043	60,047	-	\$355
Eastdil Secured, LLC	\$112,777,359	49	200,218	4,086	-	\$563
Newmark	\$84,535,000	12	302,134	25,178	-	\$280
Anywhere Real Estate Inc.	\$62,678,150	26	122,198	4,700	7.0%	\$513
Colliers	\$61,322,000	8	127,090	15,886	-	\$483
Cushman & Wakefield	\$56,000,000	1	84,544	84,544	-	\$662
Marcus & Millichap	\$42,828,999	13	129,077	9,929	6.6%	\$332
HMX Realty Advisors	\$41,780,000	2	195,512	97,756	6.3%	\$214
Horvath & Tremblay	\$39,772,219	16	122,124	7,633	5.9%	\$326
NAI Global	\$29,272,000	10	240,058	24,006	-	\$122
Keller Williams Realty, Inc	\$23,886,000	26	134,126	5,159	7.4%	\$178
RE/MAX	\$22,275,000	16	72,136	4,509	-	\$309
Key Realty, Inc	\$17,873,000	4	144,952	36,238	-	\$123
SRS Real Estate Partners	\$15,062,214	2	19,484	9,742	7.2%	\$773
CBRE	\$13,395,000	7	36,240	5,177	-	\$370
Boston Realty Advisors	\$8,300,000	3	30,829	10,276	-	\$269
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
Berkshire Hathaway Inc.	\$7,336,750	8	32,781	4,098	-	\$224
Ellis Realty Advisors	\$6,860,000	5	33,240	6,648	-	\$206
Northeast Private Client Group	\$6,810,000	4	43,198	10,800	5.7%	\$158
Red Tree Real Estate	\$6,800,000	4	12,808	3,202	3.1%	\$531
Argyle Realty Group Llc	\$6,557,625	1	10,500	10,500	5.4%	\$625
Bill Mouflouze Real Estate	\$6,479,000	3	20,955	6,985	-	\$309
Engel & Volkers	\$6,475,000	3	8,530	2,843	-	\$759
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
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
Barry Realty Group	\$5,240,000	4	24,700	6,175	-	\$212
SAB Capital	\$4,550,000	1	13,830	13,830	6.6%	\$329
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	5	17,597	3,519	5.1%	\$227
Atlantic Properties	\$3,970,000	3	18,207	6,069	-	\$218
The Boulos Company	\$3,900,000	6	34,363	5,727	8.3%	\$113





OVERALL SALES

			Completed	Transactions (1)			Market	Pricing Trends	(2)
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$256.57	170	6.7%
2026	-	-	-	-	-	-	\$239.64	159	7.1%
2025	-	-	-	-	-	-	\$232.13	154	7.3%
2024	-	-	-	-	-	-	\$227.39	151	7.4%
2023	-	-	-	-	-	-	\$260.47	172	6.4%
YTD	556	\$1.1B	2.0%	\$2,490,427	\$265.13	6.5%	\$269.29	178	6.2%
2022	997	\$2.9B	4.7%	\$3,240,452	\$263.69	5.9%	\$270.02	179	6.2%
2021	946	\$2.6B	4.5%	\$3,087,241	\$249.54	6.6%	\$255.91	169	6.2%
2020	741	\$1.2B	2.5%	\$1,909,898	\$217.29	6.9%	\$242.01	160	6.4%
2019	716	\$1.6B	2.9%	\$2,667,121	\$261.94	7.0%	\$238.55	158	6.4%
2018	697	\$1.4B	3.2%	\$2,361,736	\$229.97	6.9%	\$229.83	152	6.5%
2017	621	\$1.3B	2.8%	\$2,548,327	\$227.31	6.4%	\$222.68	147	6.5%
2016	762	\$1.5B	3.5%	\$2,325,896	\$204.25	6.9%	\$216.12	143	6.5%
2015	745	\$1.5B	3.2%	\$2,060,568	\$209.22	7.0%	\$214.01	142	6.4%
2014	712	\$1.3B	3.3%	\$2,002,384	\$180.08	7.0%	\$198.73	132	6.7%
2013	536	\$1.1B	3.0%	\$2,309,340	\$176.69	7.0%	\$176.09	117	7.1%
2012	503	\$1B	2.6%	\$2,318,004	\$205.06	7.9%	\$167.61	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.
Market price trends data is based on the estimated price movement of all properties in the market, informed by actual transactions that have occurred.

MALLS SALES

			Market Pricing Trends (2)						
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$264.99	161	6.5%
2026	-	-	-	-	-	-	\$247.57	150	6.8%
2025	-	-	-	-	-	-	\$240.01	146	7.0%
2024	-	-	-	-	-	-	\$235.34	143	7.1%
2023	-	-	-	-	-	-	\$270.25	164	6.1%
YTD	1	\$8.6M	2.1%	\$8,613,000	\$18.21	-	\$279.60	170	5.9%
2022	10	\$305M	7.7%	\$30,505,000	\$171.62	4.3%	\$282.78	172	5.9%
2021	7	\$66M	1.7%	\$9,430,127	\$170.53	-	\$267.91	163	5.9%
2020	2	\$5.5M	0.8%	\$5,461,538	\$43.39	6.5%	\$252.12	153	6.0%
2019	-	-	-	-	-	-	\$247.93	151	6.1%
2018	2	\$0	4.6%	-	-	-	\$237.36	144	6.2%
2017	2	\$61M	1.3%	\$30,494,129	\$213.58	-	\$230.31	140	6.2%
2016	8	\$258.7M	6.1%	\$36,958,661	\$220.97	6.5%	\$225.97	137	6.2%
2015	12	\$190.8M	5.7%	\$31,800,832	\$278.45	5.0%	\$226.75	138	6.1%
2014	4	\$50.3M	1.9%	\$12,567,476	\$132.47	-	\$209.94	128	6.3%
2013	10	\$298.4M	6.7%	\$29,839,249	\$232.04	6.8%	\$188.33	114	6.6%
2012	7	\$0	3.4%	-	-	-	\$180.59	110	6.8%

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.
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	-	-	-	-	-	-	\$226.10	158	6.8%
2026	-	-	-	-	-	-	\$211.35	148	7.2%
2025	-	-	-	-	-	-	\$204.79	143	7.4%
2024	-	-	-	-	-	-	\$200.70	140	7.4%
2023	-	-	-	-	-	-	\$229.36	161	6.5%
YTD	1	\$9.4M	0.4%	\$9,350,000	\$254.04	-	\$236.96	166	6.3%
2022	26	\$217.7M	10.1%	\$8,371,231	\$217.60	5.8%	\$237.89	166	6.2%
2021	31	\$281.1M	14.0%	\$9,694,506	\$206.99	5.8%	\$227.15	159	6.2%
2020	14	\$87.9M	4.4%	\$6,281,112	\$202.35	5.5%	\$207.93	146	6.4%
2019	5	\$107.7M	4.2%	\$21,538,571	\$260.07	5.3%	\$208.89	146	6.4%
2018	3	\$15.9M	0.5%	\$5,283,660	\$321.03	-	\$204.24	143	6.5%
2017	2	\$17.1M	1.4%	\$8,525,000	\$122.36	7.4%	\$200.84	141	6.4%
2016	8	\$22.6M	5.1%	\$3,766,667	\$73.39	8.0%	\$194.49	136	6.4%
2015	1	\$0	1.3%	-	-	-	\$192.64	135	6.4%
2014	2	\$23.2M	1.4%	\$11,591,607	\$182.44	-	\$178.95	125	6.6%
2013	16	\$38M	6.2%	\$4,753,669	\$85.49	-	\$160.60	112	6.9%
2012	1	\$21M	0.5%	\$21,000,000	\$462.02	7.0%	\$150.90	106	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	ket Pricing Trends (2)					
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$211.12	157	6.9%
2026	-	-	-	-	-	-	\$197.64	147	7.3%
2025	-	-	-	-	-	-	\$191.67	142	7.5%
2024	-	-	-	-	-	-	\$187.96	140	7.5%
2023	-	-	-	-	-	-	\$214.32	159	6.6%
YTD	31	\$238.5M	2.3%	\$9,936,673	\$238.32	5.1%	\$221.24	164	6.4%
2022	59	\$699.6M	5.1%	\$13,199,529	\$286.58	6.5%	\$222.20	165	6.3%
2021	69	\$615.9M	5.1%	\$9,474,805	\$238.51	7.4%	\$212.64	158	6.4%
2020	18	\$86.4M	1.1%	\$4,800,633	\$151.65	8.7%	\$199.18	148	6.5%
2019	40	\$239.4M	2.2%	\$7,040,816	\$250.65	7.2%	\$197.98	147	6.6%
2018	28	\$144.3M	2.9%	\$6,557,937	\$109.28	7.3%	\$191.34	142	6.6%
2017	26	\$170.8M	2.9%	\$8,989,718	\$161.74	6.1%	\$187.04	139	6.6%
2016	31	\$148.9M	2.5%	\$6,205,924	\$143.56	7.4%	\$183.51	136	6.6%
2015	40	\$282.8M	2.5%	\$7,854,332	\$248.02	6.6%	\$183.79	137	6.4%
2014	56	\$356.9M	5.0%	\$7,931,620	\$166.52	6.2%	\$170.88	127	6.7%
2013	35	\$75.8M	2.5%	\$3,990,654	\$99.76	7.5%	\$152.54	113	7.0%
2012	27	\$214.6M	2.5%	\$8,939,648	\$189.69	7.1%	\$144.54	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	Market Pricing Trends (2)					
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$234.17	167	6.8%
2026	-	-	-	-	-	-	\$219.15	156	7.2%
2025	-	-	-	-	-	-	\$212.44	151	7.4%
2024	-	-	-	-	-	-	\$208.24	148	7.4%
2023	-	-	-	-	-	-	\$237.64	169	6.5%
YTD	15	\$10M	0.9%	\$768,891	\$128.39	6.5%	\$245.40	175	6.3%
2022	29	\$76.4M	3.8%	\$2,729,411	\$179.63	-	\$247.17	176	6.2%
2021	30	\$81.4M	2.8%	\$2,808,170	\$246.14	6.7%	\$234.27	167	6.3%
2020	31	\$51.1M	3.5%	\$2,045,425	\$203.90	8.4%	\$220.61	157	6.5%
2019	34	\$53.1M	4.0%	\$2,040,650	\$137.98	6.3%	\$215.94	154	6.6%
2018	33	\$48.2M	3.2%	\$1,927,385	\$162.66	8.4%	\$206.75	147	6.6%
2017	33	\$82.7M	3.1%	\$2,953,000	\$263.71	6.9%	\$198.89	142	6.7%
2016	40	\$46.4M	3.0%	\$1,364,148	\$135.69	7.3%	\$193.68	138	6.7%
2015	38	\$48.4M	3.3%	\$1,465,364	\$140.08	7.2%	\$191.71	137	6.6%
2014	30	\$56.9M	3.0%	\$1,897,140	\$164.91	7.1%	\$179.42	128	6.8%
2013	23	\$38.9M	2.7%	\$1,946,622	\$145.63	8.2%	\$159.18	113	7.2%
2012	23	\$40.7M	2.1%	\$1,936,586	\$191.14	9.0%	\$153.15	109	7.3%

(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.

GENERAL RETAIL SALES

Year			Market	Market Pricing Trends (2)					
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$273.96	176	6.7%
2026	-	-	-	-	-	-	\$255.68	164	7.1%
2025	-	-	-	-	-	-	\$247.54	159	7.3%
2024	-	-	-	-	-	-	\$242.37	156	7.3%
2023	-	-	-	-	-	-	\$277.98	179	6.4%
YTD	508	\$821.9M	2.2%	\$2,065,020	\$326.60	6.7%	\$287.51	185	6.2%
2022	873	\$1.6B	3.9%	\$2,077,914	\$298.07	5.9%	\$287.67	185	6.1%
2021	809	\$1.6B	4.2%	\$2,182,727	\$270.08	6.6%	\$271.80	175	6.2%
2020	676	\$937.9M	3.0%	\$1,692,985	\$234.58	6.8%	\$258.36	166	6.3%
2019	637	\$1.2B	3.3%	\$2,251,020	\$275.23	7.1%	\$254.02	163	6.4%
2018	631	\$1.2B	3.2%	\$2,190,535	\$271	6.8%	\$244.58	157	6.5%
2017	558	\$965.6M	3.0%	\$2,108,234	\$246.84	6.4%	\$236.22	152	6.5%
2016	675	\$1.1B	3.4%	\$1,800,609	\$227.03	6.8%	\$228.22	147	6.5%
2015	654	\$930.8M	3.3%	\$1,477,432	\$195.01	7.0%	\$224.78	144	6.5%
2014	620	\$830.3M	3.0%	\$1,438,958	\$192.13	7.2%	\$208.61	134	6.8%
2013	452	\$625M	2.5%	\$1,528,058	\$187.54	6.8%	\$183.92	118	7.2%
2012	444	\$689.8M	2.7%	\$1,782,413	\$198.82	8.3%	\$175.07	113	7.3%

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OTHER SALES

			Market	t Pricing Trends (2)					
Year	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Cap Rate	Price/SF	Price Index	Cap Rate
2027	-	-	-	-	-	-	\$281.67	141	6.8%
2026	-	-	-	-	-	-	\$263.51	132	7.2%
2025	-	-	-	-	-	-	\$255.15	128	7.3%
2024	-	-	-	-	-	-	\$249.68	125	7.4%
2023	-	-	-	-	-	-	\$283.63	142	6.5%
YTD	-	-	-	-	-	-	\$292.55	147	6.3%
2022	-	-	-	-	-	-	\$296.49	149	6.2%
2021	-	-	-	-	-	-	\$291.28	146	6.1%
2020	-	-	-	-	-	-	\$276.62	139	6.3%
2019	-	-	-	-	-	-	\$280.57	141	6.3%
2018	-	-	-	-	-	-	\$285.19	143	6.3%
2017	-	-	-	-	-	-	\$286.12	143	6.2%
2016	-	-	-	-	-	-	\$276.32	139	6.2%
2015	-	-	-	-	-	-	\$285.46	143	6.1%
2014	-	-	-	-	-	-	\$270.72	136	6.3%
2013	-	-	-	-	-	-	\$247.88	124	6.5%
2012	1	\$40M	4.9%	\$40,000,000	\$845.31	4.8%	\$237.35	119	6.6%

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



