



KC Retail Report First Quarter, 2018

Kansas City's Vacancy Stays at 5.4% Net Absorption Positive 294,990 SF in the Quarter

The Kansas City retail market did not experience much change in market conditions in the first quarter 2018. The vacancy rate remained at 5.4% in the current quarter. Net absorption was positive 294,990 square feet, and vacant sublease space increased by 34,316 square feet. Quoted rental rates increased from fourth quarter 2017 levels, ending at \$12.77 per square foot per year. A total of 14 retail buildings with 269,879 square feet of retail space were delivered to the market in the quarter, with 335,432 square feet still under construction at the end of the quarter.

Net Absorption

Retail net absorption was moderate in Kansas City first quarter 2018, with positive 294,990 square feet absorbed in the quarter. In fourth quarter 2017, net absorption was positive 419,642 square feet, while in third quarter 2017, absorption came in at negative (819,093) square feet. In second quarter 2017, negative (203,719) square feet was absorbed in the market.

Tenants moving into large blocks of space in 2018 include: Cosentino's Price Chopper moving into 55,000 square feet at 1191 NE Mcquerry Rd; Hobby Lobby moving into 50,791 square feet at 3311 S Iowa St; and Home Goods moving into 22,234 square feet at 3311 S Iowa St.

Vacancy

Kansas City's retail vacancy rate remained the same in the first quarter 2018, ending the quarter at 5.4%. Over the past four quarters, the market has seen an overall decrease in the vacancy rate, with the rate going from 6.0% in the second

quarter 2017, to 6.3% at the end of the third quarter 2017, 5.4% at the end of the fourth quarter 2017 to the current quarter.

The amount of vacant sublease space in the Kansas City market has trended up over the past four quarters. At the end of the second quarter 2017, there were 124,092 square feet of vacant sublease space. Currently, there are 217,379 square feet vacant in the market.

Largest Lease Signings

The largest lease signings occurring in 2018 included: the 38,000-square-foot-lease signed by Sunfresh at 3102 Prospect Ave; the 24,826-square-foot-lease signed by Genesis Health Club at 15296 W 119th St; and the 23,000-square-foot-lease signed by Serenity Funeral Home at 1101 E Bannister Rd.

Rental Rates

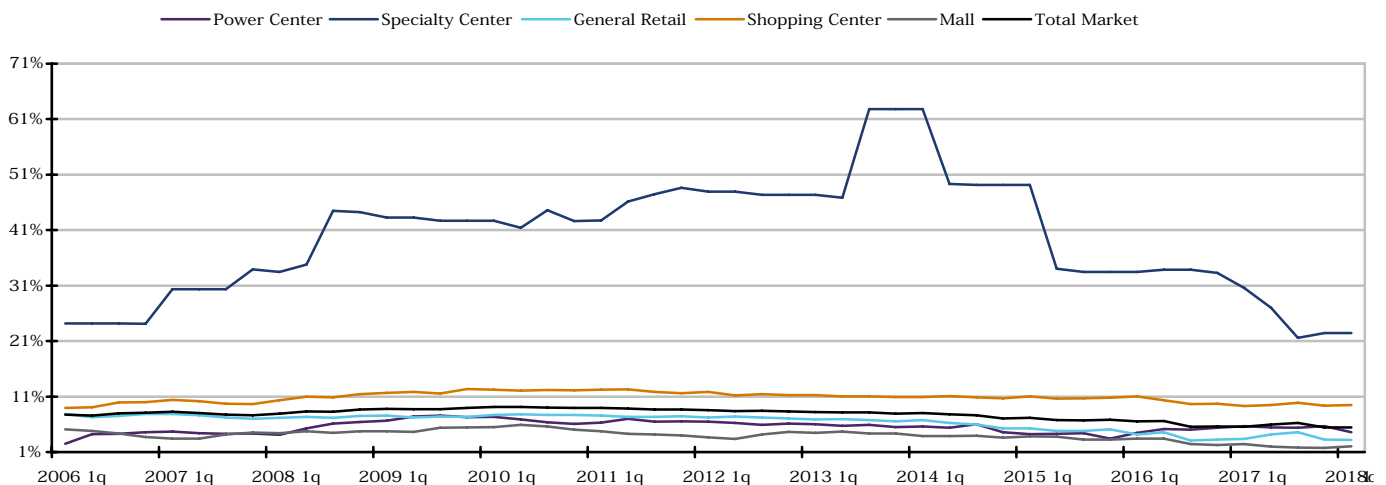
Average quoted asking rental rates in the Kansas City retail market are up over previous quarter levels, and up from their levels four quarters ago. Quoted rents ended the first quarter 2018 at \$12.77 per square foot per year. That compares to \$12.39 per square foot in the fourth quarter 2017, and \$12.43 per square foot at the end of the second quarter 2017. This represents a 3.1% increase in rental rates in the current quarter, and a 2.66% increase from four quarters ago.

Inventory & Construction

During the first quarter 2018, 14 buildings totaling 269,879 square feet were completed in the Kansas City retail market. Over the past four quarters, a total of 745,775 square feet of retail space has been built in Kansas City. In addition to the current quarter, five buildings with 29,631 square feet were

Vacancy Rates by Building Type

2006-2018



Source: CoStar Property®

completed in fourth quarter 2017, 16 buildings totaling 200,804 square feet completed in third quarter 2017, and 245,461 square feet in 17 buildings completed in second quarter 2017.

There were 335,432 square feet of retail space under construction at the end of the first quarter 2018.

Some of the notable 2018 deliveries include: Belton Gateway at Markey Pky & Hwy Y, a 75,998-square-foot facility that delivered in 2018 and is now 100% occupied by multiple tenants, and 1191 NE Mcquerry Rd, a 60,000-square-foot building that delivered in first quarter 2018 and is now 100% occupied by Price Chopper.

Total retail inventory in the Kansas City market area amounted to 157,756,689 square feet in 13,019 buildings and 940 centers as of the end of the first quarter 2018.

Shopping Center

The Shopping Center market in Kansas City currently consists of 893 projects with 53,471,633 square feet of retail space in 2,095 buildings. In this report the Shopping Center market is comprised of all Community Center, Neighborhood Center, and Strip Centers.

After absorbing (33,746) square feet and delivering 28,600 square feet in the current quarter, the Shopping Center sector saw the vacancy rate go from 9.4% at the end of the fourth quarter 2017 to 9.5% this quarter.

Over the past four quarters, the Shopping Center vacancy rate has gone from 9.5% at the end of the second quarter 2017, to 9.9% at the end of the third quarter 2017, to 9.4% at the end of the fourth quarter 2017, and finally to 9.5% at the end of the current quarter.

Rental rates ended the first quarter 2018 at \$12.51 per square foot, up from the \$12.05 they were at the end of fourth quarter 2017. Rental rates have trended up over the past year, going from \$11.70 per square foot a year ago to their current levels.

Net absorption in the Shopping Center sector has totaled 208,739 square feet over the past four quarters. In addition to the negative (33,746) square feet absorbed this quarter, positive 338,357 square feet was absorbed in the fourth quarter 2017, negative (74,265) square feet was absorbed in the third quarter 2017, and negative (21,607) square feet was absorbed in the second quarter 2017.

Power Centers

The Power Center average vacancy rate was 4.6% in the first quarter 2018. With positive 215,979 square feet of net absorption and 95,798 square feet in new deliveries, the vacancy rate went from 5.7% at the end of last quarter to 4.6% at the end of the first quarter.

In the fourth quarter 2017, Power Centers absorbed negative (34,963) square feet, delivered no new space, and the vacancy rate went from 5.4% to 5.7% over the course of the quarter. Rental started the quarter at \$16.48 per square foot and ended the quarter at \$16.37 per square foot.

A year ago, in first quarter 2017, the vacancy rate was 5.7%. Over the past four quarters, Power Centers have absorbed a cumulative 244,152 square feet of space and delivered cumulative 130,642 square feet of space. Vacant sublease space has gone from 46,267 square feet to 0 square feet over that time period, and rental rates have gone from \$16.22 to \$15.96.

At the end of the first quarter 2018, there was no space under construction in the Kansas City market. The total stock of Power Center space in Kansas City currently sits at 11,393,914 square feet in 26 centers comprised of 239 buildings.

General Retail Properties

The General Retail sector of the market, which includes all freestanding retail buildings, except those contained within a center, reported a vacancy rate of 3.2% at the end of first quarter 2018. There was a total of 2,549,187 square feet vacant at that time. The General Retail sector in Kansas City currently has average rental rates of \$12.22 per square foot per year. There are 298,060 square feet of space under construction in this sector, with 145,481 square feet having been completed in the first quarter. In all, there are a total of 10,375 buildings with 79,354,649 square feet of General Retail space in Kansas City.

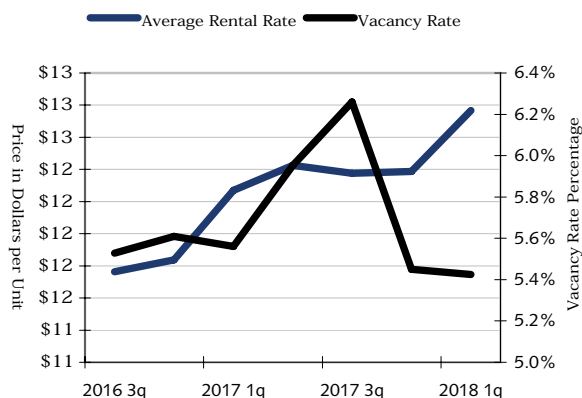
Specialty Centers

There are currently three Specialty Centers in the Kansas City market, making up 697,209 square feet of retail space. In this report the Specialty Center market is comprised of Outlet Center, Airport Retail and Theme/Festival Centers.

Specialty Centers in the Kansas City market have experienced no net absorption in 2018. The vacancy rate currently stands at 22.4%, and rental rates average \$6.94 per square foot.

VACANCY & RENT

Past 7 Quarters



Source: CoStar Property®

Malls

Malls recorded net absorption of negative (34,265) square feet in the first quarter 2018. This net absorption number, combined with no new space that was built in the quarter, caused the vacancy rate to go from 1.7% a quarter ago to 2.0% at the end of the first quarter 2018. Rental rates went from \$25.89 per square foot to \$23.73 per square foot during that time. In this report the Mall market is comprised of 18 Lifestyle Center, Regional Mall and Super Regional Malls.

Sales Activity

Tallying retail building sales of 15,000 square feet or larger, Kansas City retail sales figures fell during the fourth quarter 2017 in terms of dollar volume compared to the third quarter of 2017.

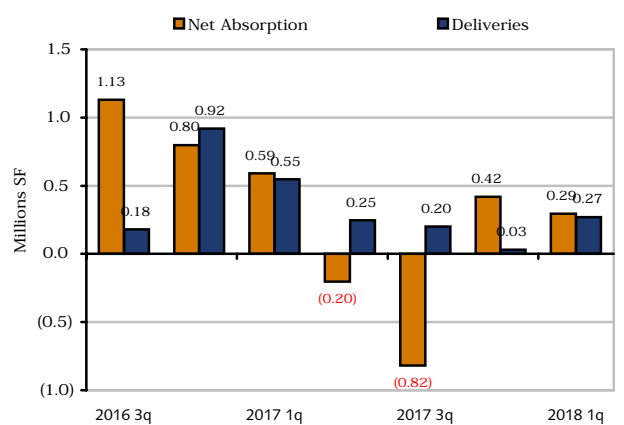
In the fourth quarter, six retail transactions closed with a total volume of \$26,160,766. The six buildings totaled 246,502 square feet and the average price per square foot equated to \$106.13 per square foot. That compares to 10 transactions totaling \$44,141,000 in the third quarter 2017. The total square footage in the third quarter was 506,997 square feet for an average price per square foot of \$87.06.

Total retail center sales activity in 2017 was down compared to 2016. In the twelve months of 2017, the market saw 29 retail sales transactions with a total volume of \$108,933,973. The price per square foot averaged \$66.19. In the same twelve months of 2016, the market posted 42 transactions with a total volume of \$401,161,704. The price per square foot averaged \$144.73.

Cap rates have been higher in 2017, averaging 9.03%

ABSORPTION & DELIVERIES

Past 7 Quarters



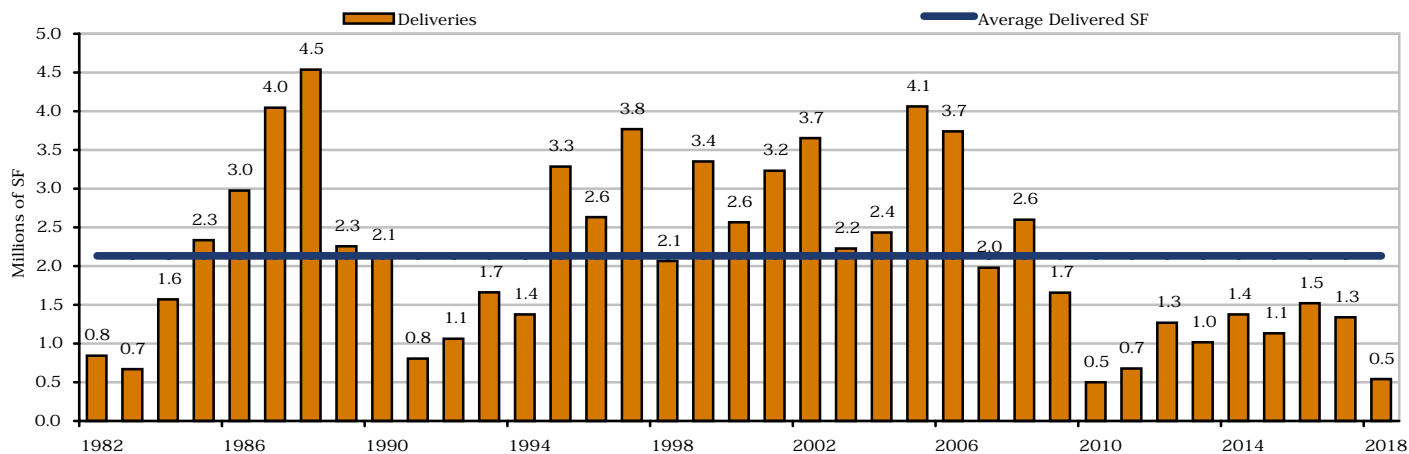
Source: CoStar Property®

compared to the same period in 2016 when they averaged 7.23%.

One of the largest transactions that has occurred within the last four quarters in the Kansas City market is the sale of Walmart Neighborhood Market in Kansas City. This 41,117 square foot retail center sold for \$12,617,500, or \$306.87 per square foot. The property sold on 2/15/2018, at a 5.75% cap rate.

Reports compiled by: Emily Thompson, CoStar Research Manager.

Historical Deliveries 1982 - 2018



Source: CoStar Property® * Future deliveries based on current under construction buildings.

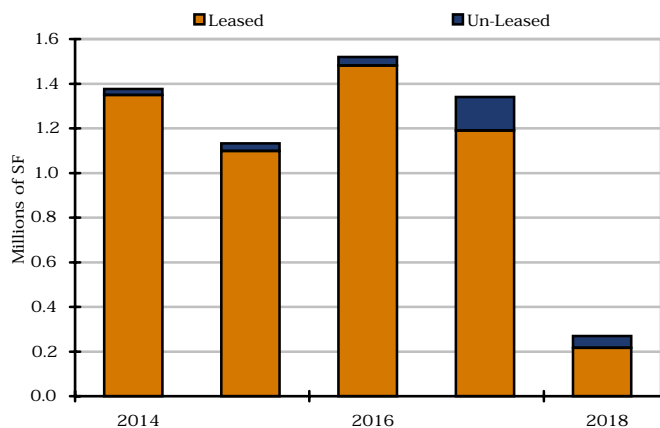
Construction Activity Markets Ranked by Under Construction Square Footage

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total GLA	Preleased SF	Preleased %	All Existing	U/C
North of the River	3	102,300	94,300	92.2%	14,862	34,100
Kansas City KS	1	62,000	62,000	100.0%	9,651	62,000
Midtown	2	48,000	48,000	100.0%	8,899	24,000
North Johnson County	3	35,840	300	0.8%	16,835	11,947
East Jackson County	2	25,920	25,920	100.0%	10,445	12,960
South Johnson County	5	25,872	22,032	85.2%	17,103	5,174
Southeast Jackson County	2	24,000	20,000	83.3%	12,474	12,000
Lawrence	1	11,500	5,520	48.0%	9,647	11,500
Lafayette	0	0	0	0.0%	9,159	0
Leavenworth County	0	0	0	0.0%	9,769	0
All Other	0	0	0	0.0%	11,179	0
Totals	19	335,432	278,072	82.9%	12,117	17,654

Source: CoStar Property®

Recent Deliveries

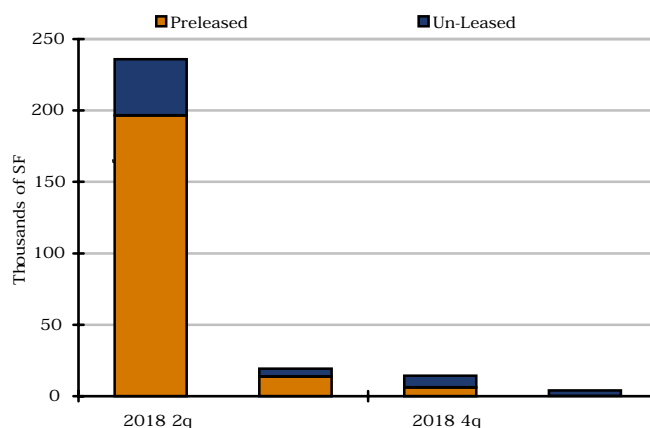
Leased & Un-Leased SF in Deliveries Since 2014



Source: CoStar Property®

Future Deliveries

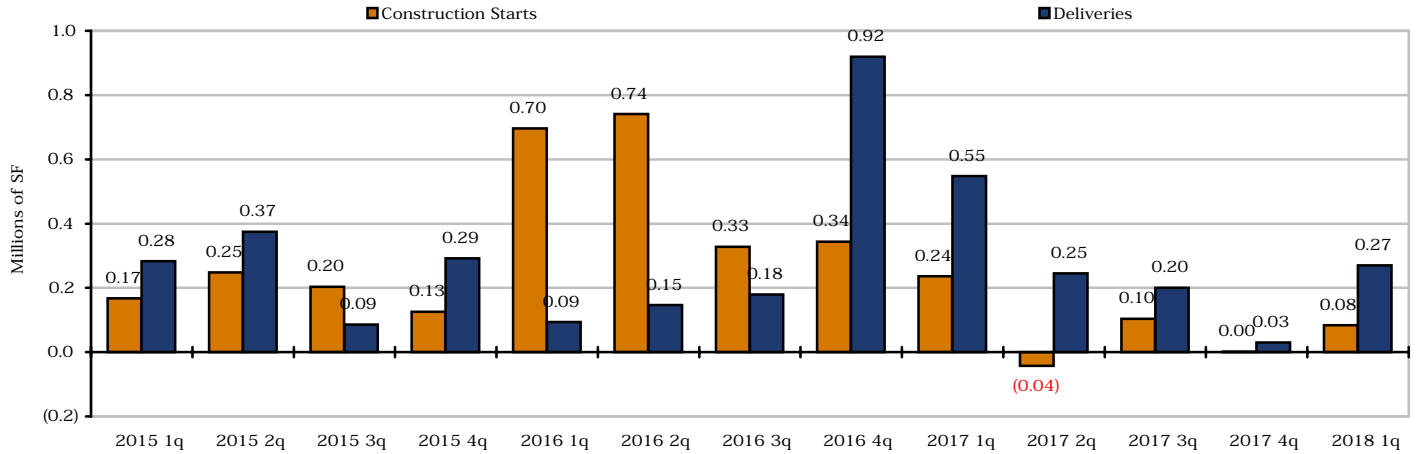
Preleased & Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

Historical Construction Starts & Deliveries

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

Recent Deliveries by Project Size of Year-to-Date Development

Building Size	# Bldgs	GLA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	12	133,881	80,349	60.0%	\$11.19	54,040	79,841
50,000 SF - 99,999 SF	2	135,998	135,998	100.0%	\$0.00	60,000	75,998
100,000 SF - 249,999 SF	0	0	0	0.0%	\$0.00	0	0
250,000 SF - 499,999 SF	0	0	0	0.0%	\$0.00	0	0
>= 500,000 SF	0	0	0	0.0%	\$0.00	0	0

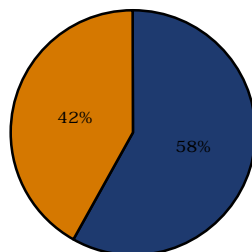
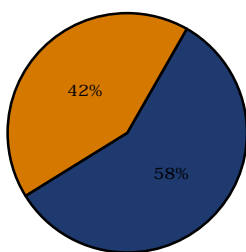
Source: CoStar Property®

Recent Development by Tenancy

Based on GLA Developed for Single & Multi Tenant Use

2018 Deliveries

Currently Under Construction



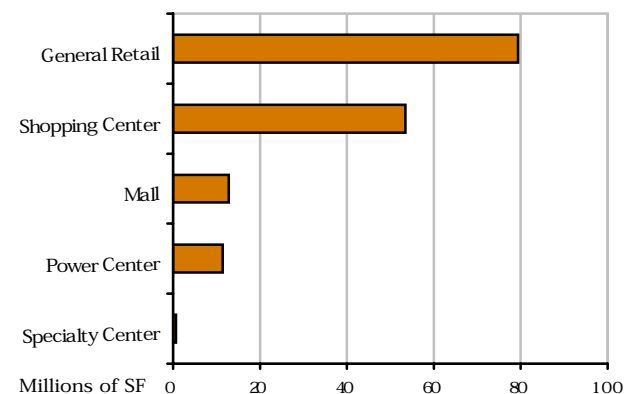
■ Multi ■ Single

■ Multi ■ Single

Source: CoStar Property®

Existing Inventory Comparison

Based on Total GLA



Source: CoStar Property®

General Retail Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total GLA	Direct SF	Total SF	Vac %				
Atchison	75	724,552	50,868	50,868	7.0%	(14,066)	0	0	\$0.00
Cass County	421	3,042,913	45,605	88,185	2.9%	7,519	0	0	\$8.50
Downtown	297	2,516,077	75,058	77,896	3.1%	6,436	0	0	\$25.83
East Jackson County	1,881	11,441,097	359,274	366,552	3.2%	67,051	71,700	25,920	\$9.56
Johnson County MO	147	1,333,149	54,860	54,860	4.1%	1,000	0	0	\$58.24
Kansas City KS	850	5,955,923	77,321	77,321	1.3%	15,398	2,400	62,000	\$15.97
Lafayette	130	901,239	21,643	21,643	2.4%	(17,406)	0	0	\$3.43
Lawrence	565	4,269,681	92,014	92,014	2.2%	(18,145)	0	0	\$14.77
Leavenworth County	243	2,088,207	137,921	137,921	6.6%	25,749	0	0	\$11.83
Midtown	579	3,920,347	174,204	174,204	4.4%	(20,328)	0	48,000	\$10.84
North Johnson County	736	7,318,756	261,433	261,433	3.6%	(35,440)	3,147	14,268	\$16.92
North of the River	859	7,531,912	197,294	216,884	2.9%	50,564	9,500	98,000	\$12.08
Ottawa	124	1,073,638	46,791	46,791	4.4%	(1,600)	0	0	\$6.57
Outer South Kansas City	235	1,518,646	15,844	15,844	1.0%	(534)	0	0	\$17.29
Outlying KC MO	187	1,383,069	5,908	5,908	0.4%	25,565	25,440	0	\$0.00
South Johnson County	614	6,402,383	164,843	164,843	2.6%	5,221	0	25,872	\$13.55
South KC	610	3,705,418	214,662	214,662	5.8%	(14,715)	0	0	\$9.80
Southeast Jackson County	363	2,511,522	30,633	36,769	1.5%	14,170	0	24,000	\$21.20
St Joseph	491	4,561,731	192,769	203,426	4.5%	29,279	33,294	0	\$7.45
Topeka	968	7,154,389	228,682	241,163	3.4%	21,304	0	0	\$7.15
Totals	10,375	79,354,649	2,447,627	2,549,187	3.2%	147,022	145,481	298,060	\$12.22

Source: CoStar Property®

Mall Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Atchison	0	0	0	0	0.0%	0	0	0	\$0.00
Cass County	0	0	0	0	0.0%	0	0	0	\$0.00
Downtown	1	319,828	0	0	0.0%	0	0	0	\$0.00
East Jackson County	3	1,926,411	19,520	19,520	1.0%	3,069	0	0	\$0.00
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	1	730,773	20,165	20,165	2.8%	(10,081)	0	0	\$43.18
Lafayette	0	0	0	0	0.0%	0	0	0	\$0.00
Lawrence	0	0	0	0	0.0%	0	0	0	\$0.00
Leavenworth County	0	0	0	0	0.0%	0	0	0	\$0.00
Midtown	1	943,885	7,568	7,568	0.8%	(3,784)	0	0	\$0.00
North Johnson County	2	1,876,251	0	0	0.0%	0	0	0	\$0.00
North of the River	2	1,147,476	12,237	12,237	1.1%	0	0	0	\$21.44
Ottawa	0	0	0	0	0.0%	0	0	0	\$0.00
Outer South Kansas City	0	0	0	0	0.0%	0	0	0	\$0.00
Outlying KC MO	0	0	0	0	0.0%	0	0	0	\$0.00
South Johnson County	3	2,033,752	31,261	31,261	1.5%	(4,942)	0	0	\$29.74
South KC	1	471,256	50,283	50,283	10.7%	(12,000)	0	0	\$14.00
Southeast Jackson County	2	1,247,142	25,476	25,476	2.0%	1,618	0	0	\$0.00
St Joseph	1	714,023	91,604	91,604	12.8%	(8,145)	0	0	\$15.00
Topeka	1	1,428,487	0	0	0.0%	0	0	0	\$0.00
Totals	18	12,839,284	258,114	258,114	2.0%	(34,265)	0	0	\$23.73

Source: CoStar Property®

Power Center Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Atchison	0	0	0	0	0.0%	0	0	0	\$0.00
Cass County	2	447,279	4,875	4,875	1.1%	75,998	75,998	0	\$19.00
Downtown	0	0	0	0	0.0%	0	0	0	\$0.00
East Jackson County	7	2,436,502	98,253	98,253	4.0%	(1,257)	0	0	\$12.89
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	1	510,673	58,297	58,297	11.4%	6,658	12,000	0	\$12.39
Lafayette	0	0	0	0	0.0%	0	0	0	\$0.00
Lawrence	0	0	0	0	0.0%	0	0	0	\$0.00
Leavenworth County	0	0	0	0	0.0%	0	0	0	\$0.00
Midtown	1	295,976	0	0	0.0%	875	0	0	\$54.86
North Johnson County	2	888,896	3,454	3,454	0.4%	4,989	0	0	\$18.00
North of the River	5	2,151,662	194,512	194,512	9.0%	114,616	7,800	0	\$18.13
Ottawa	0	0	0	0	0.0%	0	0	0	\$0.00
Outer South Kansas City	0	0	0	0	0.0%	0	0	0	\$0.00
Outlying KC MO	0	0	0	0	0.0%	0	0	0	\$0.00
South Johnson County	4	2,037,843	93,986	93,986	4.6%	1,700	0	0	\$14.59
South KC	3	1,508,455	62,482	62,482	4.1%	14,540	0	0	\$16.30
Southeast Jackson County	0	0	0	0	0.0%	0	0	0	\$0.00
St Joseph	1	1,116,628	7,044	7,044	0.6%	(2,140)	0	0	\$23.13
Topeka	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	26	11,393,914	522,903	522,903	4.6%	215,979	95,798	0	\$15.96

Source: CoStar Property®

Shopping Center Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Atchison	3	72,256	0	0	0.0%	0	0	0	\$0.00
Cass County	32	1,957,916	168,617	168,617	8.6%	(2,803)	0	0	\$13.01
Downtown	4	384,038	0	0	0.0%	0	0	0	\$0.00
East Jackson County	148	7,654,755	931,211	931,211	12.2%	(6,343)	0	0	\$11.34
Johnson County MO	6	309,726	49,967	49,967	16.1%	0	0	0	\$11.73
Kansas City KS	46	2,154,034	141,247	141,247	6.6%	(20,331)	0	0	\$6.59
Lafayette	3	110,771	0	0	0.0%	0	0	0	\$0.00
Lawrence	43	2,049,015	115,196	127,103	6.2%	(24,200)	0	11,500	\$15.99
Leavenworth County	13	461,422	73,872	80,715	17.5%	(5,543)	0	0	\$12.78
Midtown	16	562,078	60,917	62,905	11.2%	3,902	0	0	\$36.35
North Johnson County	129	8,889,192	669,095	720,210	8.1%	(18,017)	0	21,572	\$13.98
North of the River	125	8,118,598	539,273	561,773	6.9%	(42,931)	11,600	4,300	\$11.95
Ottawa	1	71,748	3,278	3,278	4.6%	0	0	0	\$5.50
Outer South Kansas City	14	391,394	40,500	40,500	10.3%	0	0	0	\$8.74
Outlying KC MO	4	397,321	18,300	18,300	4.6%	3,600	0	0	\$10.21
South Johnson County	127	8,726,349	840,224	861,690	9.9%	15,152	17,000	0	\$15.82
South KC	55	2,758,474	370,618	370,618	13.4%	649	0	0	\$12.06
Southeast Jackson County	38	2,166,713	203,397	203,397	9.4%	(12,594)	0	0	\$14.50
St Joseph	27	1,372,273	177,513	177,513	12.9%	7,440	0	0	\$8.15
Topeka	59	4,863,560	552,073	552,073	11.4%	68,273	0	0	\$8.42
Totals	893	53,471,633	4,955,298	5,071,117	9.5%	(33,746)	28,600	37,372	\$12.51

Source: CoStar Property®

Specialty Center Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Atchison	0	0	0	0	0.0%	0	0	0	\$0.00
Cass County	0	0	0	0	0.0%	0	0	0	\$0.00
Downtown	0	0	0	0	0.0%	0	0	0	\$0.00
East Jackson County	0	0	0	0	0.0%	0	0	0	\$0.00
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	0	0	0	0	0.0%	0	0	0	\$0.00
Lafayette	1	297,764	154,955	154,955	52.0%	0	0	0	\$6.71
Lawrence	0	0	0	0	0.0%	0	0	0	\$0.00
Leavenworth County	0	0	0	0	0.0%	0	0	0	\$0.00
Midtown	0	0	0	0	0.0%	0	0	0	\$0.00
North Johnson County	0	0	0	0	0.0%	0	0	0	\$0.00
North of the River	0	0	0	0	0.0%	0	0	0	\$0.00
Ottawa	0	0	0	0	0.0%	0	0	0	\$0.00
Outer South Kansas City	0	0	0	0	0.0%	0	0	0	\$0.00
Outlying KC MO	0	0	0	0	0.0%	0	0	0	\$0.00
South Johnson County	2	399,445	1,400	1,400	0.4%	0	0	0	\$18.04
South KC	0	0	0	0	0.0%	0	0	0	\$0.00
Southeast Jackson County	0	0	0	0	0.0%	0	0	0	\$0.00
St Joseph	0	0	0	0	0.0%	0	0	0	\$0.00
Topeka	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	3	697,209	156,355	156,355	22.4%	0	0	0	\$6.94

Source: CoStar Property®

Total Retail Market Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total GLA	Direct SF	Total SF	Vac %				
Atchison	78	796,808	50,868	50,868	6.4%	(14,066)	0	0	\$0.00
Cass County	502	5,448,108	219,097	261,677	4.8%	80,714	75,998	0	\$11.67
Downtown	320	3,219,943	75,058	77,896	2.4%	6,436	0	0	\$25.83
East Jackson County	2,246	23,458,765	1,408,258	1,415,536	6.0%	62,520	71,700	25,920	\$11.03
Johnson County MO	155	1,642,875	104,827	104,827	6.4%	1,000	0	0	\$29.89
Kansas City KS	969	9,351,403	297,030	297,030	3.2%	(8,356)	14,400	62,000	\$9.81
Lafayette	143	1,309,774	176,598	176,598	13.5%	(17,406)	0	0	\$6.58
Lawrence	655	6,318,696	207,210	219,117	3.5%	(42,345)	0	11,500	\$15.38
Leavenworth County	261	2,549,629	211,793	218,636	8.6%	20,206	0	0	\$12.09
Midtown	643	5,722,286	242,689	244,677	4.3%	(19,335)	0	48,000	\$14.17
North Johnson County	1,127	18,973,095	933,982	985,097	5.2%	(48,468)	3,147	35,840	\$14.62
North of the River	1,275	18,949,648	943,316	985,406	5.2%	122,249	28,900	102,300	\$14.10
Ottawa	125	1,145,386	50,069	50,069	4.4%	(1,600)	0	0	\$5.99
Outer South Kansas City	253	1,910,040	56,344	56,344	2.9%	(534)	0	0	\$9.60
Outlying KC MO	194	1,780,390	24,208	24,208	1.4%	29,165	25,440	0	\$10.21
South Johnson County	1,146	19,599,772	1,131,714	1,153,180	5.9%	17,131	17,000	25,872	\$15.63
South KC	755	8,443,603	698,045	698,045	8.3%	(11,526)	0	0	\$12.18
Southeast Jackson County	475	5,925,377	259,506	265,642	4.5%	3,194	0	24,000	\$16.40
St Joseph	558	7,764,655	468,930	479,587	6.2%	26,434	33,294	0	\$8.14
Topeka	1,139	13,446,436	780,755	793,236	5.9%	89,577	0	0	\$7.93
Totals	13,019	157,756,689	8,340,297	8,557,676	5.4%	294,990	269,879	335,432	\$12.77

Source: CoStar Property®

General Retail Submarket Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total GLA	Direct SF	Total SF	Vac %				
Atchison	75	724,552	50,868	50,868	7.0%	(14,066)	0	0	\$0.00
Brookside	58	264,887	11,582	11,582	4.4%	(5,670)	0	0	\$25.00
Cass County	421	3,042,913	45,605	88,185	2.9%	7,519	0	0	\$8.50
CBD	74	798,550	0	0	0.0%	0	0	0	\$0.00
College Blvd	75	1,144,143	75,232	75,232	6.6%	(3,788)	0	0	\$13.37
Country Club Plaza	137	773,834	40,535	40,535	5.2%	4,700	0	48,000	\$8.35
Crown Center	30	645,863	0	0	0.0%	3,332	0	0	\$0.00
Downtown Kansas KC K.	166	1,014,058	26,640	26,640	2.6%	7,192	2,400	0	\$10.64
East Jackson County	1,094	7,611,431	254,062	261,340	3.4%	93,116	71,700	17,600	\$9.54
Freight House Distri.	118	746,179	63,108	65,946	8.8%	8,854	0	0	\$18.37
I-29 Corridor	198	2,061,890	49,153	53,323	2.6%	1,618	7,500	8,000	\$15.76
I-35 Corridor	661	5,470,022	148,141	163,561	3.0%	48,946	2,000	90,000	\$11.55
Johnson County MO	147	1,333,149	54,860	54,860	4.1%	1,000	0	0	\$58.24
Kansas City KS	684	4,941,865	50,681	50,681	1.0%	8,206	0	62,000	\$18.01
Kansas City MO	787	3,829,666	105,212	105,212	2.7%	(26,065)	0	8,320	\$9.71
Lafayette County	130	901,239	21,643	21,643	2.4%	(17,406)	0	0	\$3.43
Lawrence	565	4,269,681	92,014	92,014	2.2%	(18,145)	0	0	\$14.77
Leavenworth County	243	2,088,207	137,921	137,921	6.6%	25,749	0	0	\$11.83
Midtown	384	2,881,626	122,087	122,087	4.2%	(19,358)	0	0	\$11.11
Northeast Johnson Co.	373	3,415,962	131,435	131,435	3.8%	(7,083)	3,147	14,268	\$19.12
Northwest Johnson Co.	363	3,902,794	129,998	129,998	3.3%	(28,357)	0	0	\$13.83
Ottawa	124	1,073,638	46,791	46,791	4.4%	(1,600)	0	0	\$6.57
Outer South Kansas C.	235	1,518,646	15,844	15,844	1.0%	(534)	0	0	\$17.29
Outlying KC MO	187	1,383,069	5,908	5,908	0.4%	25,565	25,440	0	\$0.00
South Johnson County	539	5,258,240	89,611	89,611	1.7%	9,009	0	25,872	\$13.64
South Kansas City MO	439	2,549,804	154,846	154,846	6.1%	(30,267)	0	0	\$7.36
Southeast Jackson Co.	363	2,511,522	30,633	36,769	1.5%	14,170	0	24,000	\$21.20
St Joseph	491	4,561,731	192,769	203,426	4.5%	29,279	33,294	0	\$7.45
Topeka	968	7,154,389	228,682	241,163	3.4%	21,304	0	0	\$7.15
Ward Parkway	171	1,155,614	59,816	59,816	5.2%	15,552	0	0	\$11.85
West Bottoms	75	325,485	11,950	11,950	3.7%	(5,750)	0	0	\$41.40
Totals	10,375	79,354,649	2,447,627	2,549,187	3.2%	147,022	145,481	298,060	\$12.22

Source: CoStar Property®

Mall Submarket Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Atchison	0	0	0	0	0.0%	0	0	0	\$0.00
Brookside	0	0	0	0	0.0%	0	0	0	\$0.00
Cass County	0	0	0	0	0.0%	0	0	0	\$0.00
CBD	1	319,828	0	0	0.0%	0	0	0	\$0.00
College Blvd	1	729,914	14,290	14,290	2.0%	(10,490)	0	0	\$29.00
Country Club Plaza	1	943,885	7,568	7,568	0.8%	(3,784)	0	0	\$0.00
Crown Center	0	0	0	0	0.0%	0	0	0	\$0.00
Downtown Kansas KC K.	0	0	0	0	0.0%	0	0	0	\$0.00
East Jackson County	3	1,926,411	19,520	19,520	1.0%	3,069	0	0	\$0.00
Freight House Distri.	0	0	0	0	0.0%	0	0	0	\$0.00
I-29 Corridor	2	1,147,476	12,237	12,237	1.1%	0	0	0	\$21.44
I-35 Corridor	0	0	0	0	0.0%	0	0	0	\$0.00
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	1	730,773	20,165	20,165	2.8%	(10,081)	0	0	\$43.18
Kansas City MO	0	0	0	0	0.0%	0	0	0	\$0.00
Lafayette County	0	0	0	0	0.0%	0	0	0	\$0.00
Lawrence	0	0	0	0	0.0%	0	0	0	\$0.00
Leavenworth County	0	0	0	0	0.0%	0	0	0	\$0.00
Midtown	0	0	0	0	0.0%	0	0	0	\$0.00
Northeast Johnson Co.	1	225,252	0	0	0.0%	0	0	0	\$0.00
Northwest Johnson Co.	1	1,650,999	0	0	0.0%	0	0	0	\$0.00
Ottawa	0	0	0	0	0.0%	0	0	0	\$0.00
Outer South Kansas C.	0	0	0	0	0.0%	0	0	0	\$0.00
Outlying KC MO	0	0	0	0	0.0%	0	0	0	\$0.00
South Johnson County	2	1,303,838	16,971	16,971	1.3%	5,548	0	0	\$29.79
South Kansas City MO	1	471,256	50,283	50,283	10.7%	(12,000)	0	0	\$14.00
Southeast Jackson Co.	2	1,247,142	25,476	25,476	2.0%	1,618	0	0	\$0.00
St Joseph	1	714,023	91,604	91,604	12.8%	(8,145)	0	0	\$15.00
Topeka	1	1,428,487	0	0	0.0%	0	0	0	\$0.00
Ward Parkway	0	0	0	0	0.0%	0	0	0	\$0.00
West Bottoms	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	18	12,839,284	258,114	258,114	2.0%	(34,265)	0	0	\$23.73

Source: CoStar Property®

Power Center Submarket Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Atchison	0	0	0	0	0.0%	0	0	0	\$0.00
Brookside	0	0	0	0	0.0%	0	0	0	\$0.00
Cass County	2	447,279	4,875	4,875	1.1%	75,998	75,998	0	\$19.00
CBD	0	0	0	0	0.0%	0	0	0	\$0.00
College Blvd	2	1,016,062	9,617	9,617	0.9%	3,725	0	0	\$22.20
Country Club Plaza	0	0	0	0	0.0%	0	0	0	\$0.00
Crown Center	0	0	0	0	0.0%	0	0	0	\$0.00
Downtown Kansas KC K.	0	0	0	0	0.0%	0	0	0	\$0.00
East Jackson County	7	2,436,502	98,253	98,253	4.0%	(1,257)	0	0	\$12.89
Freight House Distri.	0	0	0	0	0.0%	0	0	0	\$0.00
I-29 Corridor	3	1,462,605	49,862	49,862	3.4%	3,105	0	0	\$19.07
I-35 Corridor	2	689,057	144,650	144,650	21.0%	111,511	7,800	0	\$18.01
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	1	510,673	58,297	58,297	11.4%	6,658	12,000	0	\$12.39
Kansas City MO	0	0	0	0	0.0%	0	0	0	\$0.00
Lafayette County	0	0	0	0	0.0%	0	0	0	\$0.00
Lawrence	0	0	0	0	0.0%	0	0	0	\$0.00
Leavenworth County	0	0	0	0	0.0%	0	0	0	\$0.00
Midtown	1	295,976	0	0	0.0%	875	0	0	\$54.86
Northeast Johnson Co.	1	463,067	3,454	3,454	0.7%	4,989	0	0	\$0.00
Northwest Johnson Co.	1	425,829	0	0	0.0%	0	0	0	\$18.00
Ottawa	0	0	0	0	0.0%	0	0	0	\$0.00
Outer South Kansas C.	0	0	0	0	0.0%	0	0	0	\$0.00
Outlying KC MO	0	0	0	0	0.0%	0	0	0	\$0.00
South Johnson County	2	1,021,781	84,369	84,369	8.3%	(2,025)	0	0	\$13.07
South Kansas City MO	2	729,607	26,933	26,933	3.7%	(1,400)	0	0	\$11.68
Southeast Jackson Co.	0	0	0	0	0.0%	0	0	0	\$0.00
St Joseph	1	1,116,628	7,044	7,044	0.6%	(2,140)	0	0	\$23.13
Topeka	0	0	0	0	0.0%	0	0	0	\$0.00
Ward Parkway	1	778,848	35,549	35,549	4.6%	15,940	0	0	\$22.21
West Bottoms	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	26	11,393,914	522,903	522,903	4.6%	215,979	95,798	0	\$15.96

Source: CoStar Property®

Shopping Center Submarket Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Atchison	3	72,256	0	0	0.0%	0	0	0	\$0.00
Brookside	2	133,739	199	199	0.1%	1,206	0	0	\$30.00
Cass County	32	1,957,916	168,617	168,617	8.6%	(2,803)	0	0	\$13.01
CBD	2	120,038	0	0	0.0%	0	0	0	\$0.00
College Blvd	23	1,922,104	146,325	146,325	7.6%	(25,349)	0	0	\$13.94
Country Club Plaza	3	43,139	581	581	1.3%	0	0	0	\$30.00
Crown Center	1	260,000	0	0	0.0%	0	0	0	\$0.00
Downtown Kansas KC K.	3	41,183	0	0	0.0%	0	0	0	\$0.00
East Jackson County	135	6,426,850	824,839	824,839	12.8%	53,219	0	0	\$10.98
Freight House Distri.	0	0	0	0	0.0%	0	0	0	\$0.00
I-29 Corridor	32	1,440,235	66,669	66,669	4.6%	42,912	0	0	\$13.22
I-35 Corridor	93	6,678,363	472,604	495,104	7.4%	(85,843)	11,600	4,300	\$11.61
Johnson County MO	6	309,726	49,967	49,967	16.1%	0	0	0	\$11.73
Kansas City KS	43	2,112,851	141,247	141,247	6.7%	(20,331)	0	0	\$6.59
Kansas City MO	13	1,227,905	106,372	106,372	8.7%	(59,562)	0	0	\$13.59
Lafayette County	3	110,771	0	0	0.0%	0	0	0	\$0.00
Lawrence	43	2,049,015	115,196	127,103	6.2%	(24,200)	0	11,500	\$15.99
Leavenworth County	13	461,422	73,872	80,715	17.5%	(5,543)	0	0	\$12.78
Midtown	11	385,200	60,137	62,125	16.1%	2,696	0	0	\$36.71
Northeast Johnson Co.	65	4,952,694	373,404	376,595	7.6%	(7,848)	0	21,572	\$15.14
Northwest Johnson Co.	64	3,936,498	295,691	343,615	8.7%	(10,169)	0	0	\$13.34
Ottawa	1	71,748	3,278	3,278	4.6%	0	0	0	\$5.50
Outer South Kansas C.	14	391,394	40,500	40,500	10.3%	0	0	0	\$8.74
Outlying KC MO	4	397,321	18,300	18,300	4.6%	3,600	0	0	\$10.21
South Johnson County	104	6,804,245	693,899	715,365	10.5%	40,501	17,000	0	\$16.03
South Kansas City MO	38	2,312,822	354,259	354,259	15.3%	10,250	0	0	\$11.84
Southeast Jackson Co.	38	2,166,713	203,397	203,397	9.4%	(12,594)	0	0	\$14.50
St Joseph	27	1,372,273	177,513	177,513	12.9%	7,440	0	0	\$8.15
Topeka	59	4,863,560	552,073	552,073	11.4%	68,273	0	0	\$8.42
Ward Parkway	17	445,652	16,359	16,359	3.7%	(9,601)	0	0	\$21.70
West Bottoms	1	4,000	0	0	0.0%	0	0	0	\$0.00
Totals	893	53,471,633	4,955,298	5,071,117	9.5%	(33,746)	28,600	37,372	\$12.51

Source: CoStar Property®

Specialty Center Submarket Statistics

First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Ctrs	Total GLA	Direct SF	Total SF	Vac %				
Atchison	0	0	0	0	0.0%	0	0	0	\$0.00
Brookside	0	0	0	0	0.0%	0	0	0	\$0.00
Cass County	0	0	0	0	0.0%	0	0	0	\$0.00
CBD	0	0	0	0	0.0%	0	0	0	\$0.00
College Blvd	0	0	0	0	0.0%	0	0	0	\$0.00
Country Club Plaza	0	0	0	0	0.0%	0	0	0	\$0.00
Crown Center	0	0	0	0	0.0%	0	0	0	\$0.00
Downtown Kansas KC K.	0	0	0	0	0.0%	0	0	0	\$0.00
East Jackson County	0	0	0	0	0.0%	0	0	0	\$0.00
Freight House Distri.	0	0	0	0	0.0%	0	0	0	\$0.00
I-29 Corridor	0	0	0	0	0.0%	0	0	0	\$0.00
I-35 Corridor	0	0	0	0	0.0%	0	0	0	\$0.00
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City MO	0	0	0	0	0.0%	0	0	0	\$0.00
Lafayette County	1	297,764	154,955	154,955	52.0%	0	0	0	\$6.71
Lawrence	0	0	0	0	0.0%	0	0	0	\$0.00
Leavenworth County	0	0	0	0	0.0%	0	0	0	\$0.00
Midtown	0	0	0	0	0.0%	0	0	0	\$0.00
Northeast Johnson Co.	0	0	0	0	0.0%	0	0	0	\$0.00
Northwest Johnson Co.	0	0	0	0	0.0%	0	0	0	\$0.00
Ottawa	0	0	0	0	0.0%	0	0	0	\$0.00
Outer South Kansas C.	0	0	0	0	0.0%	0	0	0	\$0.00
Outlying KC MO	0	0	0	0	0.0%	0	0	0	\$0.00
South Johnson County	2	399,445	1,400	1,400	0.4%	0	0	0	\$18.04
South Kansas City MO	0	0	0	0	0.0%	0	0	0	\$0.00
Southeast Jackson Co.	0	0	0	0	0.0%	0	0	0	\$0.00
St Joseph	0	0	0	0	0.0%	0	0	0	\$0.00
Topeka	0	0	0	0	0.0%	0	0	0	\$0.00
Ward Parkway	0	0	0	0	0.0%	0	0	0	\$0.00
West Bottoms	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	3	697,209	156,355	156,355	22.4%	0	0	0	\$6.94

Source: CoStar Property®

Total Retail Submarket Statistics

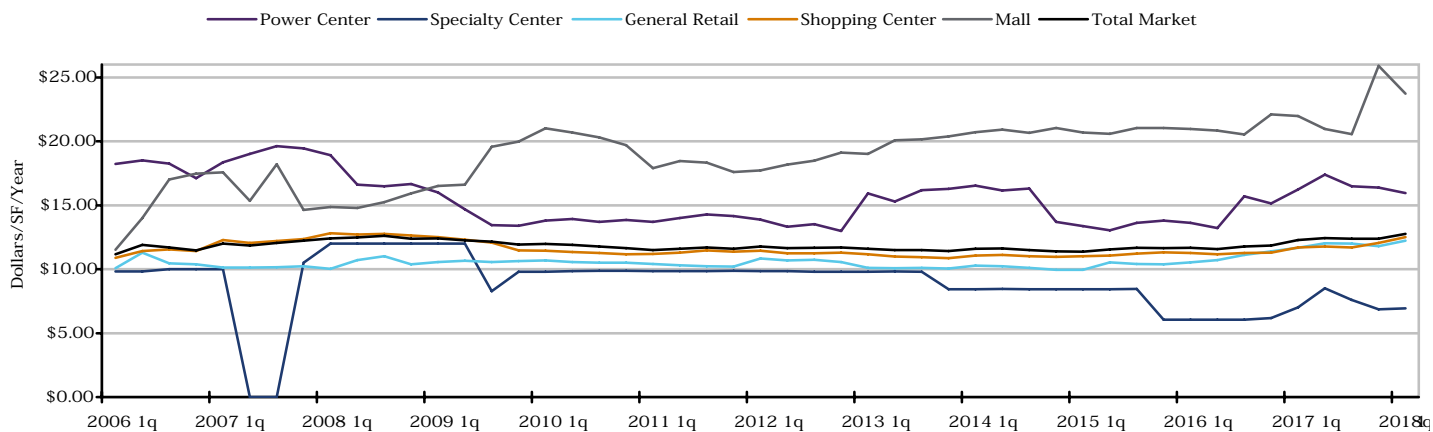
First Quarter 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total GLA	Direct SF	Total SF	Vac %				
Atchison	78	796,808	50,868	50,868	6.4%	(14,066)	0	0	\$0.00
Brookside	64	398,626	11,781	11,781	3.0%	(4,464)	0	0	\$27.00
Cass County	502	5,448,108	219,097	261,677	4.8%	80,714	75,998	0	\$11.67
CBD	95	1,238,416	0	0	0.0%	0	0	0	\$0.00
College Blvd	207	4,812,223	245,464	245,464	5.1%	(35,902)	0	0	\$14.97
Country Club Plaza	172	1,760,858	48,684	48,684	2.8%	916	0	48,000	\$8.86
Crown Center	31	905,863	0	0	0.0%	3,332	0	0	\$0.00
Downtown Kansas KC K.	169	1,055,241	26,640	26,640	2.5%	7,192	2,400	0	\$10.64
East Jackson County	1,434	18,401,194	1,196,674	1,203,952	6.5%	148,147	71,700	17,600	\$10.86
Freight House Distri.	118	746,179	63,108	65,946	8.8%	8,854	0	0	\$18.37
I-29 Corridor	354	6,112,206	177,921	182,091	3.0%	47,635	7,500	8,000	\$15.80
I-35 Corridor	921	12,837,442	765,395	803,315	6.3%	74,614	21,400	94,300	\$13.72
Johnson County MO	155	1,642,875	104,827	104,827	6.4%	1,000	0	0	\$29.89
Kansas City KS	800	8,296,162	270,390	270,390	3.3%	(15,548)	12,000	62,000	\$9.76
Kansas City MO	812	5,057,571	211,584	211,584	4.2%	(85,627)	0	8,320	\$12.28
Lafayette County	143	1,309,774	176,598	176,598	13.5%	(17,406)	0	0	\$6.58
Lawrence	655	6,318,696	207,210	219,117	3.5%	(42,345)	0	11,500	\$15.38
Leavenworth County	261	2,549,629	211,793	218,636	8.6%	20,206	0	0	\$12.09
Midtown	407	3,562,802	182,224	184,212	5.2%	(15,787)	0	0	\$14.74
Northeast Johnson Co.	568	9,056,975	508,293	511,484	5.6%	(9,942)	3,147	35,840	\$16.30
Northwest Johnson Co.	559	9,916,120	425,689	473,613	4.8%	(38,526)	0	0	\$13.53
Ottawa	125	1,145,386	50,069	50,069	4.4%	(1,600)	0	0	\$5.99
Outer South Kansas C.	253	1,910,040	56,344	56,344	2.9%	(534)	0	0	\$9.60
Outlying KC MO	194	1,780,390	24,208	24,208	1.4%	29,165	25,440	0	\$10.21
South Johnson County	939	14,787,549	886,250	907,716	6.1%	53,033	17,000	25,872	\$15.75
South Kansas City MO	556	6,063,489	586,321	586,321	9.7%	(33,417)	0	0	\$11.57
Southeast Jackson Co.	475	5,925,377	259,506	265,642	4.5%	3,194	0	24,000	\$16.40
St Joseph	558	7,764,655	468,930	479,587	6.2%	26,434	33,294	0	\$8.14
Topeka	1,139	13,446,436	780,755	793,236	5.9%	89,577	0	0	\$7.93
Ward Parkway	199	2,380,114	111,724	111,724	4.7%	21,891	0	0	\$16.29
West Bottoms	76	329,485	11,950	11,950	3.6%	(5,750)	0	0	\$41.40
Totals	13,019	157,756,689	8,340,297	8,557,676	5.4%	294,990	269,879	335,432	\$12.77

Source: CoStar Property®

Historical Rental Rates

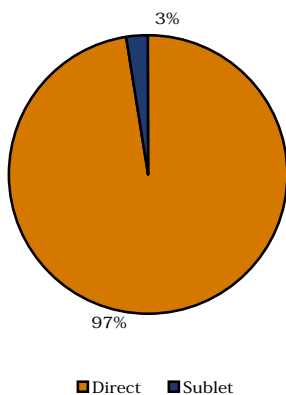
Based on NNN Rental Rates



Source: CoStar Property®

Vacancy by Available Space Type

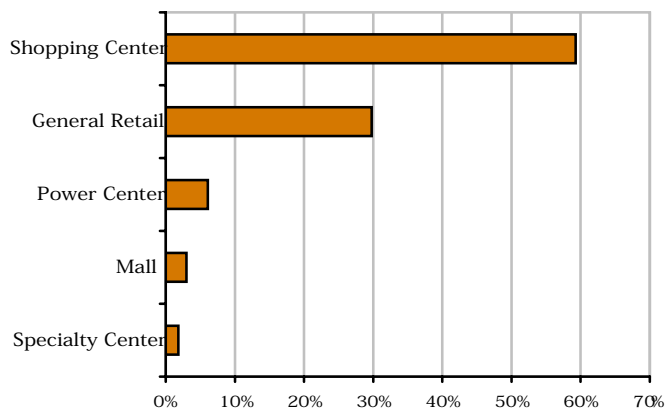
Percent of All Vacant Space in Direct vs. Sublet



Source: CoStar Property®

Vacancy by Building Type

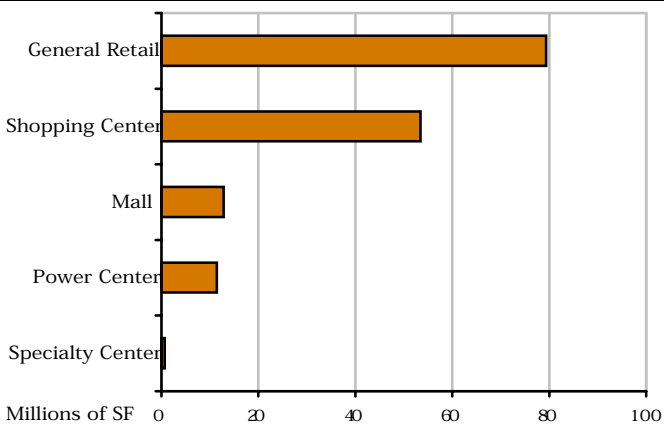
Percent of All Vacant Space by Building Type



Source: CoStar Property®

GLA By Building Type

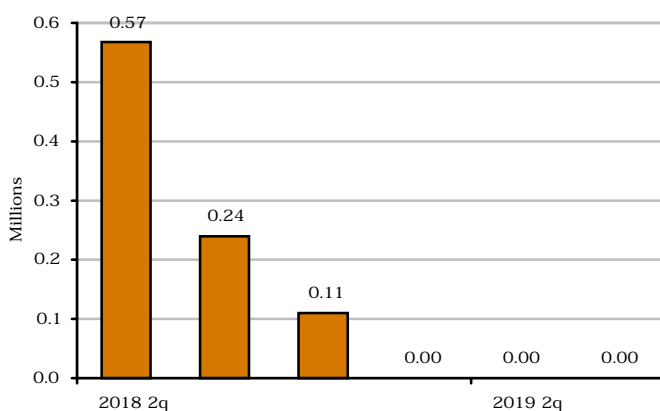
Ratio of Total GLA by Building Type



Source: CoStar Property®

Future Space Available

Space Scheduled to be Available for Occupancy*

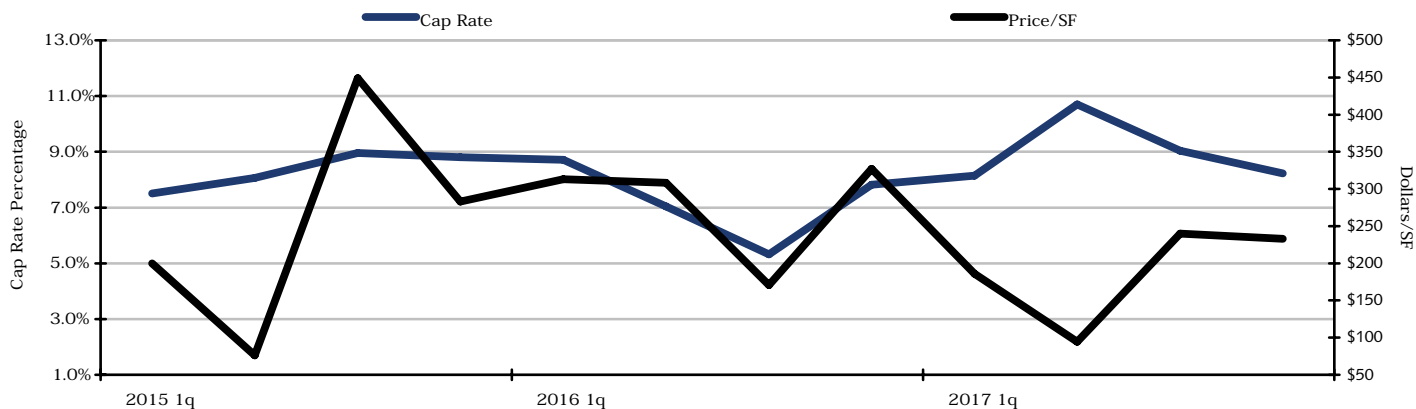


* Includes Under Construction Spaces

Source: CoStar Property®

The Optimist Sales Index

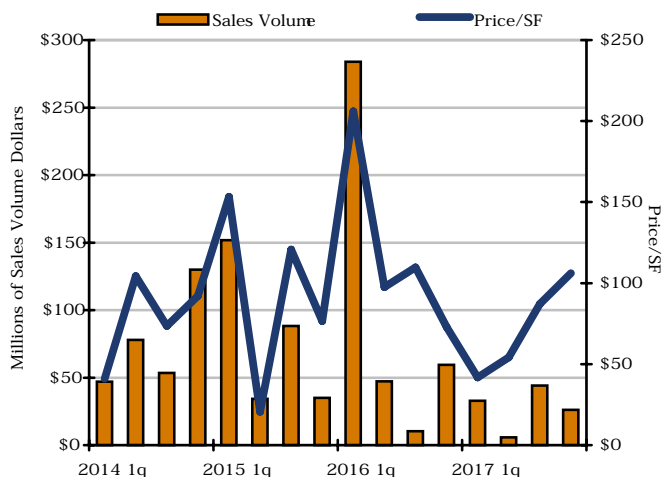
Average of Two Highest Price/SF's and Two Lowest Cap Rates



Source: CoStar COMPS®

Sales Volume & Price

Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

Sales Analysis by Building Size

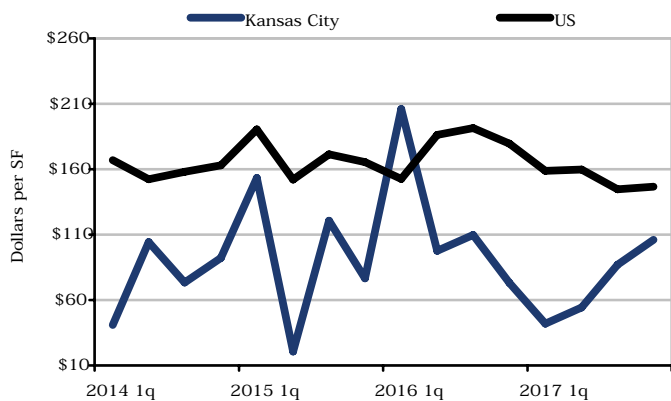
Based on Retail Building Sales From Jan. 2017 - Dec. 2017

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 25,000 SF	82	704,018	\$178,649,120	\$ 253.76	6.50%
25K-99K SF	12	525,513	\$49,485,766	\$ 94.17	8.68%
100K-249K SF	6	915,363	\$36,383,000	\$ 39.75	9.21%
>250K SF	-	0	\$0	\$ -	-

Source: CoStar COMPS®

U.S. Price/SF Comparison

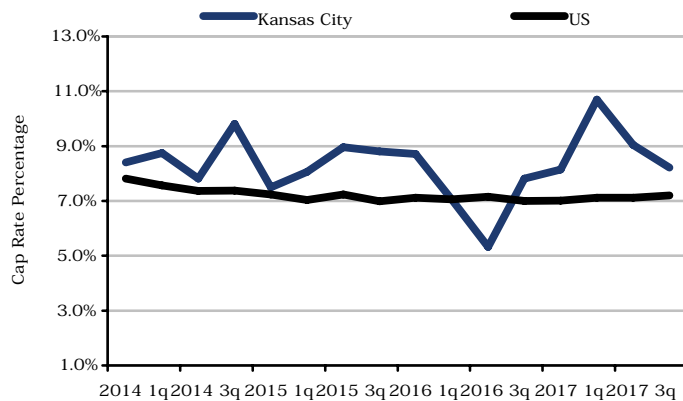
Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

U.S. Cap Rate Comparison

Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®