



KC Office Report Year-End, 2018

Kansas City's Vacancy Increases to 6.7% Net Absorption Negative 132,881 SF in the Quarter

The Kansas City Office market ended the fourth quarter 2018 with a vacancy rate of 6.7%. The vacancy rate was up over the previous quarter, with net absorption totaling negative 132,881 square feet in the fourth quarter. Vacant sublease space increased in the quarter, ending the quarter at 416,681 square feet. Rental rates ended the fourth quarter at \$19.60, no change over the previous quarter. A total of three buildings delivered to the market in the quarter totaling 58,708 square feet, with 1,873,882 square feet still under construction at the end of the quarter.

Absorption

Net absorption for the overall Kansas City office market was negative 132,881 square feet in the fourth quarter 2018. That compares to negative 39,823 square feet in the third quarter 2018, positive 321,918 square feet in the second quarter 2018, and positive 329,084 square feet in the first quarter 2018.

Tenants moving into large blocks of space in 2018 include: Spring Venture Group moving into 163,104 square feet at 120 W 12th St; Swiss Re Financial Services moving into 120,179 square feet at 1200 Main St; and KU Healthcare Systems moving into 104,923 square feet at 11300 Corporate Ave.

The Class-A office market recorded net absorption of positive 94,240 square feet in the fourth quarter 2018, compared to positive 146,418 square feet in the third quarter 2018, positive 59,911 in the second quarter 2018, and positive 116,185 in the first quarter 2018.

The Class-B office market recorded net absorption of negative 242,238 square feet in the fourth quarter 2018,

compared to negative 195,514 square feet in the third quarter 2018, positive 335,402 in the second quarter 2018, and positive 87,384 in the first quarter 2018.

The Class-C office market recorded net absorption of positive 15,117 square feet in the fourth quarter 2018 compared to positive 9,273 square feet in the third quarter 2018, negative 73,395 in the second quarter 2018, and positive 125,515 in the first quarter 2018.

Net absorption for Kansas City's central business district was positive 112,869 square feet in the fourth quarter 2018. That compares to negative 56,381 square feet in the third quarter 2018, positive 18,621 in the second quarter 2018, and positive 124,959 in the first quarter 2018.

Net absorption for the suburban markets was negative 245,750 square feet in the fourth quarter 2018. That compares to positive 16,558 square feet in third quarter 2018, positive 303,297 in the second quarter 2018, and positive 204,125 in the first quarter 2018.

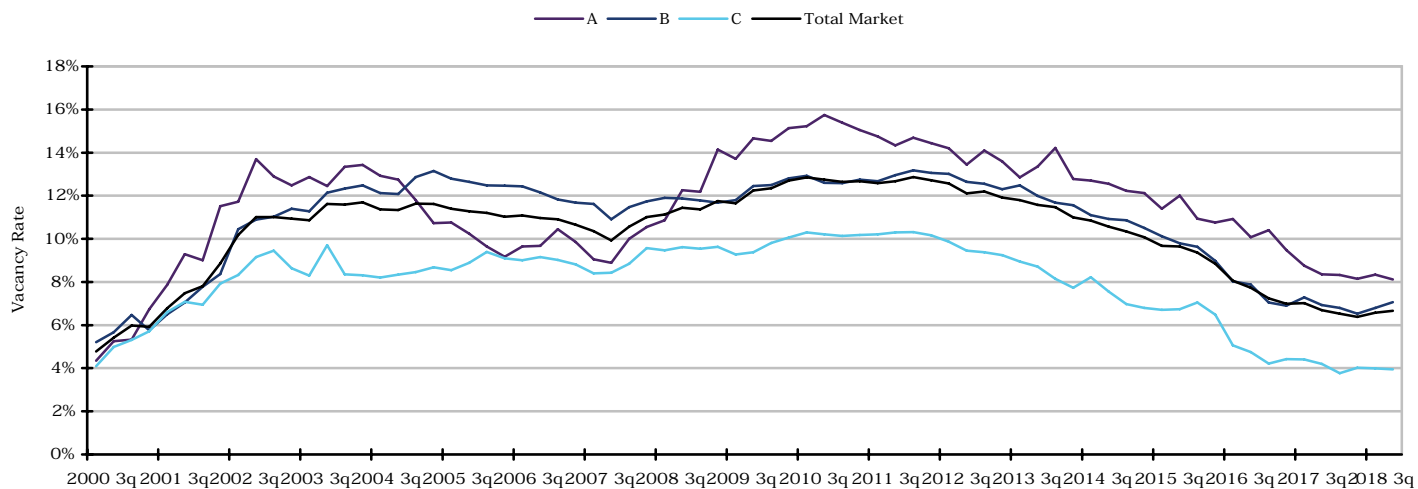
Vacancy

The office vacancy rate in the Kansas City market area increased to 6.7% at the end of the fourth quarter 2018. The vacancy rate was 6.6% at the end of the third quarter 2018, 6.4% at the end of the second quarter 2018, and 6.5% at the end of the first quarter 2018.

Class-A projects reported a vacancy rate of 8.1% at the end of the fourth quarter 2018, 8.3% at the end of the third quarter 2018, 8.2% at the end of the second quarter 2018, and 8.3% at the end of the first quarter 2018.

Class-B projects reported a vacancy rate of 7.1% at the

Vacancy Rates by Class 2000-2018



Source: CoStar Property®

end of the fourth quarter 2018, 6.8% at the end of the third quarter 2018, 6.5% at the end of the second quarter 2018, and 6.8% at the end of the first quarter 2018.

Class-C projects reported a vacancy rate of 3.9% at the end of the fourth quarter 2018, 4.0% at the end of third quarter 2018, 4.0% at the end of the second quarter 2018, and 3.8% at the end of the first quarter 2018.

The overall vacancy rate in Kansas City's central business district at the end of the fourth quarter 2018 decreased to 5.9%. The vacancy rate was 6.9% at the end of the third quarter 2018, 6.5% at the end of the second quarter 2018, and 6.6% at the end of the first quarter 2018.

The vacancy rate in the suburban markets increased to 6.8% in the fourth quarter 2018. The vacancy rate was 6.5% at the end of the third quarter 2018, 6.4% at the end of the second quarter 2018, and 6.5% at the end of the first quarter 2018.

Largest Lease Signings

The largest lease signings occurring in 2018 included: the 176,838-square-foot lease signed by IQVIA at 6700 W 115th St in the South Johnson County market; the 104,923-square-foot deal signed by KU Healthcare Systems at 11300 Corporate Ave in the South Johnson County market; and the 95,510-square-foot lease signed by PBI Gordon at 22701 W 68th Ter in the North Johnson County market.

Sublease Vacancy

The amount of vacant sublease space in the Kansas City market increased to 416,681 square feet by the end of the fourth quarter 2018, from 413,085 square feet at the end of the third quarter 2018. There was 410,991 square feet vacant at the end of the second quarter 2018 and 462,227 square feet at the end of the first quarter 2018.

Kansas City's Class-A projects reported vacant sublease space of 270,631 square feet at the end of fourth quarter 2018,

down from the 275,626 square feet reported at the end of the third quarter 2018. There were 261,192 square feet of sublease space vacant at the end of the second quarter 2018, and 296,695 square feet at the end of the first quarter 2018.

Class-B projects reported vacant sublease space of 141,434 square feet at the end of the fourth quarter 2018, up from the 135,209 square feet reported at the end of the third quarter 2018. At the end of the second quarter 2018 there were 146,717 square feet, and at the end of the first quarter 2018 there were 161,800 square feet vacant.

Class-C projects reported increased vacant sublease space from the third quarter 2018 to the fourth quarter 2018. Sublease vacancy went from 2,250 square feet to 4,616 square feet during that time. There were 3,082 square feet at the end of the second quarter 2018, and 3,732 square feet at the end of the first quarter 2018.

Sublease vacancy in Kansas City's central business district stood at 62,473 square feet at the end of the fourth quarter 2018. It was 66,704 square feet at the end of the third quarter 2018, 66,704 square feet at the end of the second quarter 2018, and 70,074 square feet at the end of the first quarter 2018.

Sublease vacancy in the suburban markets ended the fourth quarter 2018 at 354,208 square feet. At the end of the third quarter 2018 sublease vacancy was 346,381 square feet, was 344,287 square feet at the end of the second quarter 2018, and was 392,153 square feet at the end of the first quarter 2018.

Rental Rates

The average quoted asking rental rate for available office space, all classes, was \$19.60 per square foot per year at the end of the fourth quarter 2018 in the Kansas City market area, remaining unchanged from the third quarter 2018.

The average quoted rate within the Class-A sector was \$22.79 at the end of the fourth quarter 2018, while Class-B rates stood at \$18.87, and Class-C rates at \$15.36. At the end of the third quarter 2018, Class-A rates were \$22.64 per square foot, Class-B rates were \$18.86, and Class-C rates were \$15.27.

The average quoted asking rental rate in Kansas City's CBD was \$18.72 at the end of the fourth quarter 2018, and \$19.72 in the suburban markets. In the third quarter 2018, quoted rates were \$18.72 in the CBD and \$19.71 in the suburbs.

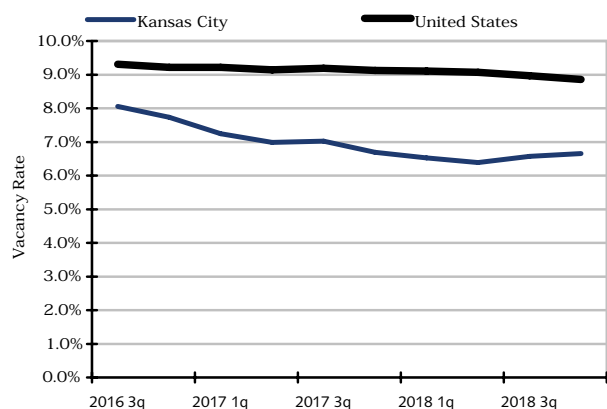
Deliveries and Construction

During the fourth quarter 2018, three buildings totaling 58,708 square feet were completed in the Kansas City market area. This compares to two buildings totaling 228,291 square feet that were completed in the third quarter 2018, four buildings totaling 134,463 square feet completed in the second quarter 2018, and 182,985 square feet in three buildings completed in the first quarter 2018.

There were 1,873,882 square feet of office space under

U.S. Vacancy Comparison

Past 10 Quarters



Source: CoStar Property®

construction at the end of the fourth quarter 2018.

Some of the notable 2018 deliveries include: 5454 W 110th St, a 121,615-square-foot facility that delivered in third quarter 2018 and is now fully occupied, and 5400 W 110th St, a 106,676-square-foot building that delivered in third quarter 2018 and is now 75% occupied.

The largest projects underway at the end of fourth quarter 2018 were Rock Creek Pky – Cerner Innovations Campus Phase 3, a 449,162-square-foot building that is fully pre-leased, and E 23rd St & Gillham Rd, a 375,000-square-foot facility that is fully pre-leased.

Inventory

Total office inventory in the Kansas City market area amounted to 139,555,336 square feet in 6,097 buildings as of the end of the fourth quarter 2018. The Class-A office sector consisted of 33,630,525 square feet in 204 projects. There were 2,590 Class-B buildings totaling 76,404,523 square feet, and the Class-C sector consisted of 29,520,288 square feet in 3,303 buildings. Within the Office market there was 338 owner-occupied buildings accounting for 17,833,202 square feet of office space.

Sales Activity

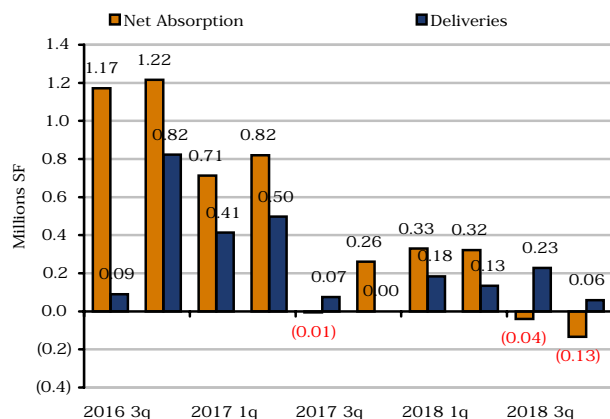
Tallying office building sales of 15,000 square feet or larger, Kansas City office sales figures rose during the third quarter 2018 in terms of dollar volume compared to the second quarter of 2018.

In the third quarter, 11 office transactions closed with a total volume of \$99,333,570. The 11 buildings totaled 923,209 square feet and the average price per square foot equated to \$107.60 per square foot. That compares to seven transactions totaling \$39,332,500 in the second quarter 2018. The total square footage in the second quarter was 335,056 square feet for an average price per square foot of \$117.39.

Total office building sales activity in 2018 was up compared to 2017. In the first nine months of 2018, the market saw

Absorption & Deliveries

Past 10 Quarters



Source: CoStar Property®

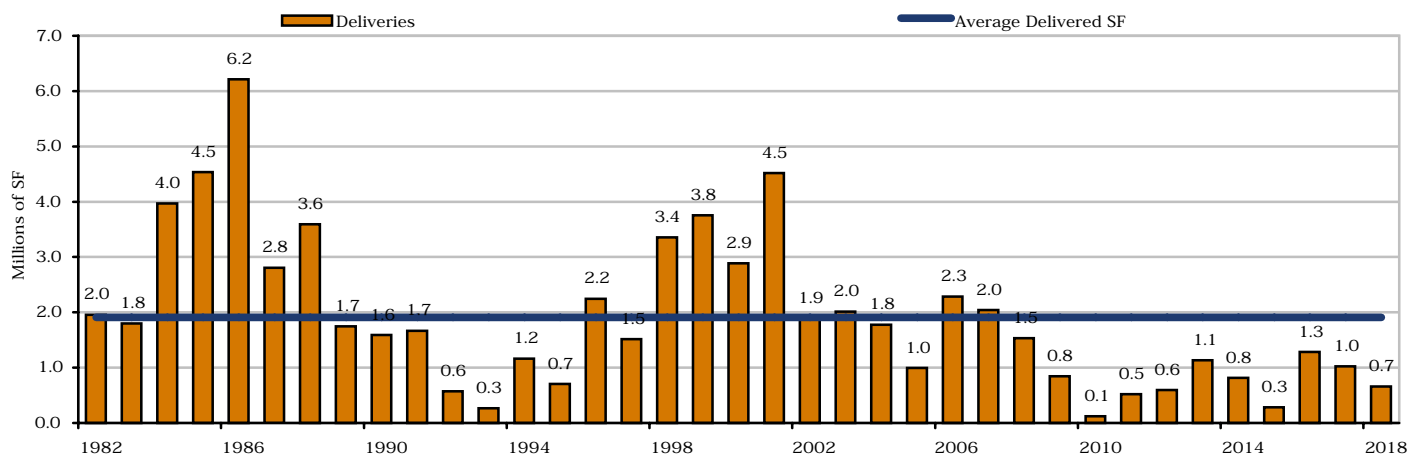
27 office sales transactions with a total volume of \$212,296,070. The price per square foot averaged \$107.95. In the same first nine months of 2017, the market posted 21 transactions with a total volume of \$197,153,834. The price per square foot averaged \$159.33.

Cap rates have been higher in 2018, averaging 8.85% compared to the same period in 2017 when they averaged 8.82%.

One of the largest transactions that has occurred within the last four quarters in the Kansas City market is the sale of 6700 W 115th St in Kansas City. This 239,366-square-foot office building sold for \$44,600,000, or \$186.33 per square foot. The property sold on 1/3/2018, at a 9.40% cap rate.

Reports compiled by: Lauren Chesley, CoStar Research Manager and CoStar's Kansas City Research Team.

Historical Deliveries 1982 - 2018



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

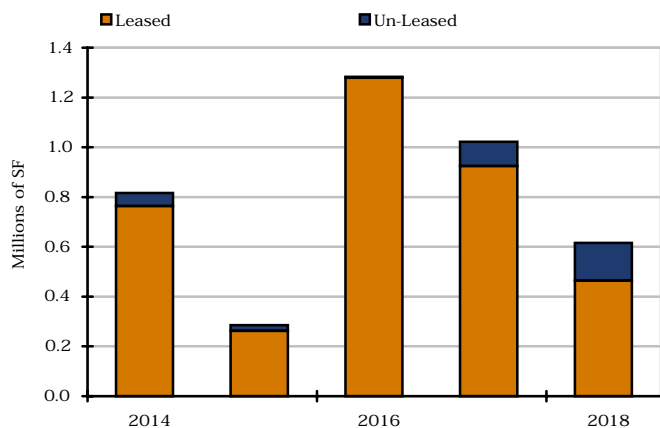
CONSTRUCTION ACTIVITY Markets Ranked by Under Construction Square Footage

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total RBA	Preleased SF	Preleased %	All Existing	U/C
South KC	3	792,126	792,126	100.0%	35,531	264,042
Downtown	3	422,060	380,427	90.1%	64,268	140,687
North Johnson County	5	253,000	23,700	9.4%	18,879	50,600
Midtown	1	220,000	57,200	26.0%	24,770	220,000
South Johnson County	3	165,300	103,626	62.7%	34,428	55,100
East Jackson County	1	21,396	0	0.0%	12,686	21,396
Lafayette	0	0	0	0.0%	3,829	0
Topeka	0	0	0	0.0%	19,702	0
Atchison	0	0	0	0.0%	14,728	0
Leavenworth County	0	0	0	0.0%	12,112	0
All Other	0	0	0	0.0%	13,816	0
Totals	16	1,873,882	1,357,079	72.4%	22,889	117,118

Source: CoStar Property®

Recent Deliveries

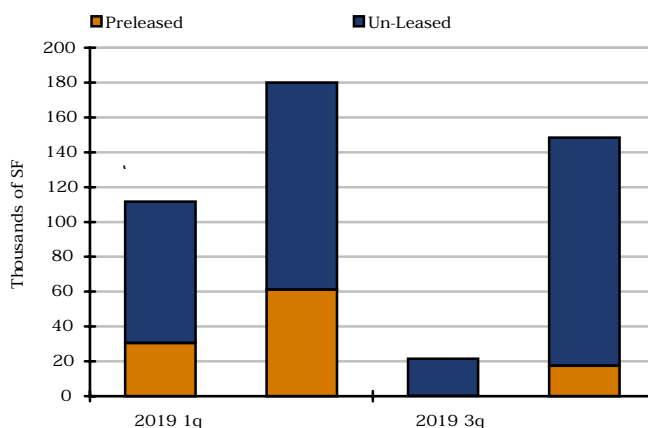
Leased & Un-Leased SF in Deliveries Since 2014



Source: CoStar Property®

Future Deliveries

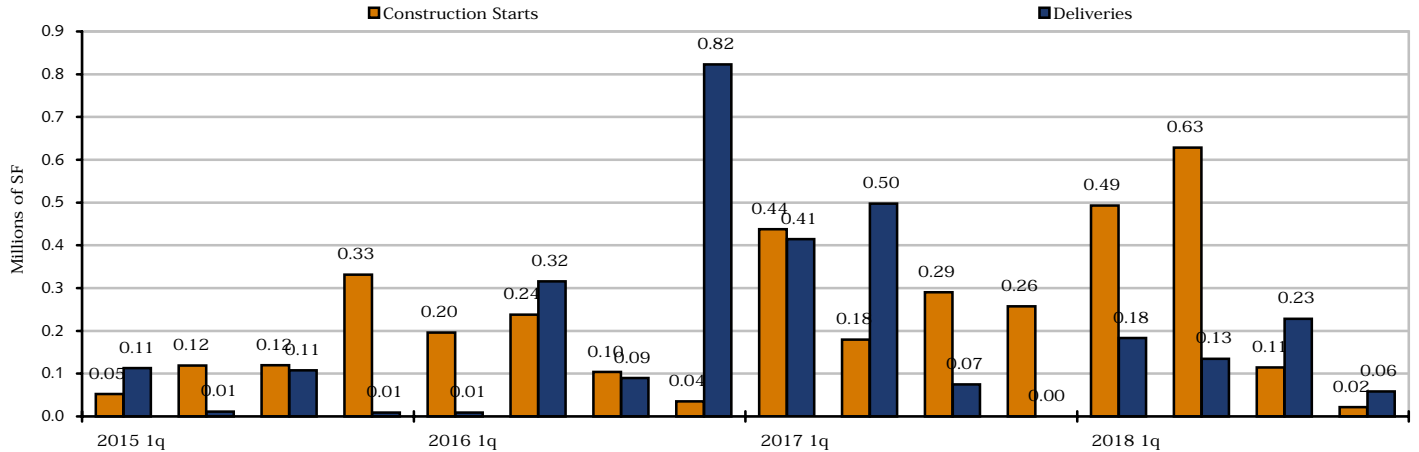
Preleased & Un-Leased SF in Properties Scheduled to Deliver



Source: CoStar Property®

Historical Construction Starts & Deliveries

Square Footage Per Quarter Starting and Completing Construction



Source: CoStar Property®

RECENT DELIVERIES BY PROJECT SIZE Breakdown of Year-to-Date Development Based on RBA of Project

Building Size	# Bldgs	RBA	SF Leased	% Leased	Avg Rate	Single-Tenant	Multi-Tenant
< 50,000 SF	8	170,996	98,512	57.6%	\$24.12	0	170,996
50,000 SF - 99,999 SF	3	215,985	164,515	76.2%	\$0.00	65,000	150,985
100,000 SF - 249,999 SF	2	228,291	201,622	88.3%	\$0.00	121,615	106,676
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

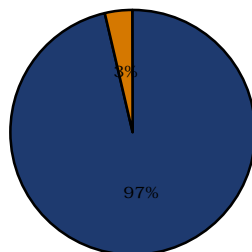
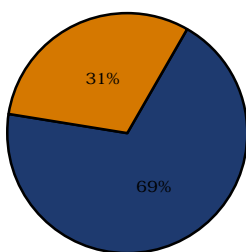
Source: CoStar Property®

Recent Development by Tenancy

Based on RBA Developed for Single & Multi Tenant Use

2018 Deliveries

Currently Under Construction



■ Multi ■ Single

■ Multi ■ Single

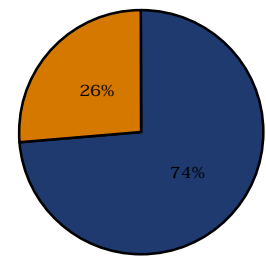
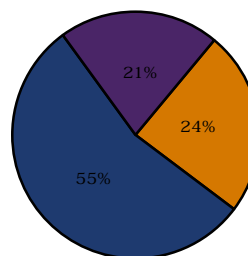
Source: CoStar Property®

Existing Inventory Comparison

Based on Total RBA

By Class

By Space Type



■ Class A ■ Class B ■ Class C

■ Multi ■ Single

Source: CoStar Property®

Select Top Under Construction Properties

Based on Project Square Footage

1. Rock Creek Pky

Submarket: **South KC**
 RBA: **449,162**
 # Floors: **12**
 Class: **A**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **First Quarter 2018**
 Deliv Date: **Second Quarter 2020**
 Leasing Co: **Cerner Corporation**
 Developer: **N/A**
 Architect: **N/A**

2. E 23rd St And Gillham Rd

Submarket: **Downtown**
 RBA: **375,000**
 # Floors: **9**
 Class: **A**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2018**
 Deliv Date: **First Quarter 2021**
 Leasing Co: **The Children's Mercy Hospital**
 Developer: **N/A**
 Architect: **Bsa Life Structures**

3. 8779 Hillcrest Rd

Submarket: **South KC**
 RBA: **322,964**
 # Floors: **9**
 Class: **A**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **First Quarter 2017**
 Deliv Date: **Second Quarter 2020**
 Leasing Co: **Cerner Corporation**
 Developer: **N/A**
 Architect: **N/A**

4. 4622 Pennsylvania Ave

Submarket: **Midtown**
 RBA: **220,000**
 # Floors: **14**
 Class: **B**
 Preleased: **26%**
 Quoted Rate: **\$36.00**
 Grnd Brk Date: **Fourth Quarter 2017**
 Deliv Date: **Second Quarter 2020**
 Leasing Co: **Block Real Estate**
 Developer: **Block Real Estate**
 Architect: **Hoefler Wysocki**

5. 7321 W 80th St

Submarket: **North Johnson County**
 RBA: **125,000**
 # Floors: **5**
 Class: **A**
 Preleased: **14%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Third Quarter 2018**
 Deliv Date: **Fourth Quarter 2019**
 Leasing Co: **AREA Real Estate**
 Developer: **Skw**
 Architect: **The Opus Group**

6. College Blvd

Submarket: **South Johnson County**
 RBA: **120,000**
 # Floors: **4**
 Class: **A**
 Preleased: **50%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Second Quarter 2018**
 Deliv Date: **Second Quarter 2019**
 Leasing Co: **Block Real Estate**
 Developer: **N/A**
 Architect: **N/A**

7. City Center Dr & Scarborough S

Submarket: **North Johnson County**
 RBA: **60,000**
 # Floors: **3**
 Class: **A**
 Preleased: **2%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Second Quarter 2018**
 Deliv Date: **Second Quarter 2019**
 Leasing Co: **Copaken Brooks**
 Developer: **Copaken Brooks**
 Architect: **N/A**

8. W 135th St

Submarket: **South Johnson County**
 RBA: **39,900**
 # Floors: **2**
 Class: **B**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **Second Quarter 2017**
 Deliv Date: **First Quarter 2019**
 Leasing Co: **Colonial Presbyterian Church**
 Developer: **Scenic Development**
 Architect: **N/A**

9. 8789 Penrose Ln

Submarket: **North Johnson County**
 RBA: **25,000**
 # Floors: **5**
 Class: **B**
 Preleased: **20%**
 Quoted Rate: **\$35.00**
 Grnd Brk Date: **Second Quarter 2018**
 Deliv Date: **First Quarter 2019**
 Leasing Co: **Copaken Brooks**
 Developer: **N/A**
 Architect: **N/A**

10. 1881 Main St

Submarket: **Downtown**
 RBA: **23,596**
 # Floors: **3**
 Class: **B**
 Preleased: **23%**
 Quoted Rate: **\$38.00**
 Grnd Brk Date: **First Quarter 2018**
 Deliv Date: **First Quarter 2019**
 Leasing Co: **Copaken Brooks**
 Developer: **N/A**
 Architect: **N/A**

11. 1604 Locust St

Submarket: **Downtown**
 RBA: **23,464**
 # Floors: **2**
 Class: **B**
 Preleased: **0%**
 Quoted Rate: **\$21.16**
 Grnd Brk Date: **Fourth Quarter 2017**
 Deliv Date: **Fourth Quarter 2019**
 Leasing Co: **NorthPoint Development**
 Developer: **N/A**
 Architect: **N/A**

12. 8711 Penrose Ln

Submarket: **North Johnson County**
 RBA: **23,000**
 # Floors: **4**
 Class: **B**
 Preleased: **0%**
 Quoted Rate: **\$36.00**
 Grnd Brk Date: **Second Quarter 2018**
 Deliv Date: **First Quarter 2019**
 Leasing Co: **Copaken Brooks**
 Developer: **N/A**
 Architect: **N/A**

13. 1826 Forest Ave

Submarket: **East Jackson County**
 RBA: **21,396**
 # Floors: **3**
 Class: **B**
 Preleased: **0%**
 Quoted Rate: **Negotiable**
 Grnd Brk Date: **Fourth Quarter 2018**
 Deliv Date: **Third Quarter 2019**
 Leasing Co: **Aron Real Estate**
 Developer: **N/A**
 Architect: **N/A**

14. 13333 Holmes Rd

Submarket: **South KC**
 RBA: **20,000**
 # Floors: **2**
 Class: **A**
 Preleased: **100%**
 Quoted Rate: **N/A**
 Grnd Brk Date: **First Quarter 2018**
 Deliv Date: **First Quarter 2019**
 Leasing Co: **FishTech**
 Developer: **N/A**
 Architect: **N/A**

15. 8813 Penrose Ln

Submarket: **North Johnson County**
 RBA: **20,000**
 # Floors: **4**
 Class: **B**
 Preleased: **0%**
 Quoted Rate: **\$35.00**
 Grnd Brk Date: **Second Quarter 2018**
 Deliv Date: **First Quarter 2019**
 Leasing Co: **Copaken Brooks**
 Developer: **N/A**
 Architect: **N/A**

Class A Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atchison	0	0	0	0	0.0%	0	0	0	\$0.00
Cass County	1	15,000	0	0	0.0%	0	0	0	\$0.00
Downtown	30	8,847,749	872,520	1,031,919	11.7%	223,907	23,000	375,000	\$20.79
East Jackson County	6	378,372	20,063	20,063	5.3%	(4,574)	0	0	\$25.41
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	6	1,064,574	20,000	20,000	1.9%	20,000	40,000	0	\$27.41
Lafayette	0	0	0	0	0.0%	0	0	0	\$0.00
Lawrence	3	114,257	10,864	10,864	9.5%	(5,896)	0	0	\$21.64
Leavenworth County	0	0	0	0	0.0%	0	0	0	\$0.00
Midtown	17	3,487,718	103,756	136,643	3.9%	3,625	0	0	\$22.91
North Johnson County	23	2,367,612	187,055	187,055	7.9%	106,220	0	185,000	\$28.97
North of the River	9	1,213,052	324,187	324,187	26.7%	(95,450)	0	0	\$20.68
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	86	11,751,260	873,239	951,584	8.1%	124,810	306,276	120,000	\$23.79
South KC	18	3,873,933	46,943	46,943	1.2%	41,006	0	792,126	\$19.97
Southeast Jackson County	3	128,104	2,215	2,215	1.7%	3,106	0	0	\$20.50
St Joseph	1	363,961	0	0	0.0%	0	0	0	\$0.00
Topeka	1	24,933	0	0	0.0%	0	0	0	\$19.50
Totals	204	33,630,525	2,460,842	2,731,473	8.1%	416,754	369,276	1,472,126	\$22.79

Source: CoStar Property®

Class B Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atchison	7	196,266	0	0	0.0%	0	0	0	\$0.00
Cass County	58	502,046	34,967	34,967	7.0%	(5,844)	0	0	\$19.10
Downtown	212	13,912,145	641,715	649,815	4.7%	(106,552)	0	47,060	\$18.02
East Jackson County	284	5,414,532	304,650	306,044	5.7%	(8,042)	0	21,396	\$16.81
Johnson County MO	20	136,623	4,549	4,549	3.3%	(3,449)	0	0	\$5.54
Kansas City KS	84	2,152,767	99,009	105,009	4.9%	21,764	0	0	\$15.22
Lafayette	11	58,638	4,000	4,000	6.8%	0	0	0	\$16.91
Lawrence	81	1,114,381	148,379	150,464	13.5%	(52,661)	0	0	\$17.84
Leavenworth County	31	644,259	104,446	104,446	16.2%	(14,773)	0	0	\$19.58
Midtown	146	4,417,505	138,620	139,880	3.2%	12,900	0	220,000	\$26.45
North Johnson County	283	7,598,940	533,104	552,966	7.3%	(2,221)	34,557	68,000	\$20.68
North of the River	307	8,072,742	860,981	901,029	11.2%	93,492	107,906	0	\$16.42
Ottawa	9	55,591	0	0	0.0%	0	0	0	\$0.00
Outer South Kansas City	27	229,102	5,965	5,965	2.6%	5,650	0	0	\$11.77
Outlying KC MO	10	62,679	0	0	0.0%	0	0	0	\$12.00
South Johnson County	486	16,023,108	1,321,974	1,358,135	8.5%	170,089	92,708	45,300	\$21.12
South KC	105	4,469,620	469,609	474,397	10.6%	(1,824)	0	0	\$18.29
Southeast Jackson County	110	2,272,464	168,012	168,012	7.4%	(26,094)	0	0	\$18.96
St Joseph	86	1,289,756	104,067	105,512	8.2%	(17,504)	0	0	\$13.34
Topeka	233	7,781,359	310,796	331,087	4.3%	(79,897)	0	0	\$14.33
Totals	2,590	76,404,523	5,254,843	5,396,277	7.1%	(14,966)	235,171	401,756	\$18.87

Source: CoStar Property®

Class C Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atchison	12	83,562	4,800	4,800	5.7%	0	0	0	\$0.00
Cass County	70	237,185	8,109	8,109	3.4%	1,990	0	0	\$12.00
Downtown	189	4,939,710	148,167	152,783	3.1%	(19,620)	0	0	\$18.28
East Jackson County	495	4,165,861	112,672	112,672	2.7%	120,873	0	0	\$12.91
Johnson County MO	34	133,509	3,268	3,268	2.4%	(1,268)	0	0	\$14.09
Kansas City KS	198	1,855,868	135,937	135,937	7.3%	71	0	0	\$13.27
Lafayette	24	75,374	0	0	0.0%	1,800	0	0	\$0.00
Lawrence	187	1,512,761	75,319	75,319	5.0%	(41,872)	0	0	\$15.08
Leavenworth County	45	276,284	31,829	31,829	11.5%	(4,978)	0	0	\$12.50
Midtown	265	2,696,322	95,277	95,277	3.5%	4,758	0	0	\$22.84
North Johnson County	369	2,776,436	148,717	148,717	5.4%	(896)	0	0	\$14.89
North of the River	274	2,211,573	87,709	87,709	4.0%	49,141	0	0	\$14.77
Ottawa	26	155,882	0	0	0.0%	1,120	0	0	\$10.67
Outer South Kansas City	37	158,784	5,561	5,561	3.5%	(1,731)	0	0	\$12.49
Outlying KC MO	43	180,310	0	0	0.0%	0	0	0	\$0.00
South Johnson County	296	2,109,528	99,868	99,868	4.7%	(20,712)	0	0	\$16.71
South KC	139	965,488	48,426	48,426	5.0%	(2,353)	0	0	\$12.84
Southeast Jackson County	145	719,271	30,458	30,458	4.2%	(10,324)	0	0	\$14.61
St Joseph	139	1,236,957	47,295	47,295	3.8%	6,317	0	0	\$7.46
Topeka	316	3,029,623	75,341	75,341	2.5%	(5,806)	0	0	\$14.02
Totals	3,303	29,520,288	1,158,753	1,163,369	3.9%	76,510	0	0	\$15.36

Source: CoStar Property®

Total Office Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atchison	19	279,828	4,800	4,800	1.7%	0	0	0	\$0.00
Cass County	129	754,231	43,076	43,076	5.7%	(3,854)	0	0	\$17.90
Downtown	431	27,699,604	1,662,402	1,834,517	6.6%	97,735	23,000	422,060	\$19.36
East Jackson County	785	9,958,765	437,385	438,779	4.4%	108,257	0	21,396	\$17.12
Johnson County MO	54	270,132	7,817	7,817	2.9%	(4,717)	0	0	\$8.50
Kansas City KS	288	5,073,209	254,946	260,946	5.1%	41,835	40,000	0	\$15.14
Lafayette	35	134,012	4,000	4,000	3.0%	1,800	0	0	\$16.91
Lawrence	271	2,741,399	234,562	236,647	8.6%	(100,429)	0	0	\$17.24
Leavenworth County	76	920,543	136,275	136,275	14.8%	(19,751)	0	0	\$16.44
Midtown	428	10,601,545	337,653	371,800	3.5%	21,283	0	220,000	\$24.74
North Johnson County	675	12,742,988	868,876	888,738	7.0%	103,103	34,557	253,000	\$21.49
North of the River	590	11,497,367	1,272,877	1,312,925	11.4%	47,183	107,906	0	\$17.21
Ottawa	35	211,473	0	0	0.0%	1,120	0	0	\$10.67
Outer South Kansas City	64	387,886	11,526	11,526	3.0%	3,919	0	0	\$12.08
Outlying KC MO	53	242,989	0	0	0.0%	0	0	0	\$12.00
South Johnson County	868	29,883,896	2,295,081	2,409,587	8.1%	274,187	398,984	165,300	\$22.15
South KC	262	9,309,041	564,978	569,766	6.1%	36,829	0	792,126	\$17.85
Southeast Jackson County	258	3,119,839	200,685	200,685	6.4%	(33,312)	0	0	\$18.53
St Joseph	226	2,890,674	151,362	152,807	5.3%	(11,187)	0	0	\$11.17
Topeka	550	10,835,915	386,137	406,428	3.8%	(85,703)	0	0	\$14.46
Totals	6,097	139,555,336	8,874,438	9,291,119	6.7%	478,298	604,447	1,873,882	\$19.60

Source: CoStar Property®

Class A Submarket Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atchison	0	0	0	0	0.0%	0	0	0	\$0.00
Brookside	1	58,194	0	0	0.0%	0	0	0	\$0.00
Cass County	1	15,000	0	0	0.0%	0	0	0	\$0.00
CBD	17	5,606,906	451,892	506,265	9.0%	334,015	23,000	0	\$20.68
College Blvd	73	10,524,893	735,907	810,699	7.7%	153,260	306,276	120,000	\$23.84
Country Club Plaza	15	2,865,214	103,756	136,643	4.8%	3,625	0	0	\$22.91
Crown Center	9	2,865,086	410,615	515,641	18.0%	(124,926)	0	375,000	\$21.00
Downtown Kansas KC K.	2	264,574	0	0	0.0%	0	0	0	\$0.00
East Jackson County	3	257,822	20,063	20,063	7.8%	(4,574)	0	0	\$23.00
Freight House Distri.	3	223,757	10,013	10,013	4.5%	14,818	0	0	\$0.00
I-29 Corridor	2	290,300	273,617	273,617	94.3%	(74,078)	0	0	\$18.50
I-35 Corridor	7	922,752	50,570	50,570	5.5%	(21,372)	0	0	\$27.09
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	4	800,000	20,000	20,000	2.5%	20,000	40,000	0	\$27.41
Kansas City MO	3	120,550	0	0	0.0%	0	0	0	\$26.09
Lafayette County	0	0	0	0	0.0%	0	0	0	\$0.00
Lawrence	3	114,257	10,864	10,864	9.5%	(5,896)	0	0	\$21.64
Leavenworth County	0	0	0	0	0.0%	0	0	0	\$0.00
Midtown	1	564,310	0	0	0.0%	0	0	0	\$0.00
Northeast Johnson Co.	10	1,141,909	45,960	45,960	4.0%	12,824	0	125,000	\$32.74
Northwest Johnson Co.	13	1,225,703	141,095	141,095	11.5%	93,396	0	60,000	\$27.90
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	13	1,226,367	137,332	140,885	11.5%	(28,450)	0	0	\$22.57
South Kansas City MO	9	1,963,396	0	0	0.0%	0	0	792,126	\$0.00
Southeast Jackson Co.	3	128,104	2,215	2,215	1.7%	3,106	0	0	\$20.50
St Joseph	1	363,961	0	0	0.0%	0	0	0	\$0.00
Topeka	1	24,933	0	0	0.0%	0	0	0	\$19.50
Ward Parkway	9	1,910,537	46,943	46,943	2.5%	41,006	0	0	\$19.97
West Bottoms	1	152,000	0	0	0.0%	0	0	0	\$0.00
Totals	204	33,630,525	2,460,842	2,731,473	8.1%	416,754	369,276	1,472,126	\$22.79

Source: CoStar Property®

Class B Submarket Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atchison	7	196,266	0	0	0.0%	0	0	0	\$0.00
Brookside	5	25,064	0	0	0.0%	0	0	0	\$0.00
Cass County	58	502,046	34,967	34,967	7.0%	(5,844)	0	0	\$19.10
CBD	109	8,889,369	452,251	460,351	5.2%	(136,058)	0	0	\$15.91
College Blvd	230	9,716,407	819,237	838,771	8.6%	149,504	0	5,400	\$21.57
Country Club Plaza	57	2,060,160	45,047	46,307	2.2%	12,365	0	220,000	\$32.10
Crown Center	26	2,404,750	50,812	50,812	2.1%	25,372	0	0	\$20.22
Downtown Kansas KC K.	26	887,794	40,478	40,478	4.6%	19,198	0	0	\$14.73
East Jackson County	228	3,483,800	279,946	281,340	8.1%	(33,272)	0	0	\$16.65
Freight House Distri.	53	1,432,955	95,865	95,865	6.7%	(6,083)	0	47,060	\$20.41
I-29 Corridor	97	3,093,225	511,743	526,053	17.0%	(51,555)	18,965	0	\$15.78
I-35 Corridor	210	4,979,517	349,238	374,976	7.5%	145,047	88,941	0	\$17.21
Johnson County MO	20	136,623	4,549	4,549	3.3%	(3,449)	0	0	\$5.54
Kansas City KS	58	1,264,973	58,531	64,531	5.1%	2,566	0	0	\$16.16
Kansas City MO	56	1,930,732	24,704	24,704	1.3%	25,230	0	21,396	\$19.18
Lafayette County	11	58,638	4,000	4,000	6.8%	0	0	0	\$16.91
Lawrence	81	1,114,381	148,379	150,464	13.5%	(52,661)	0	0	\$17.84
Leavenworth County	31	644,259	104,446	104,446	16.2%	(14,773)	0	0	\$19.58
Midtown	84	2,332,281	93,573	93,573	4.0%	535	0	0	\$16.96
Northeast Johnson Co.	167	5,074,144	442,931	448,434	8.8%	(40,359)	0	0	\$19.33
Northwest Johnson Co.	116	2,524,796	90,173	104,532	4.1%	38,138	34,557	68,000	\$23.08
Ottawa	9	55,591	0	0	0.0%	0	0	0	\$0.00
Outer South Kansas C.	27	229,102	5,965	5,965	2.6%	5,650	0	0	\$11.77
Outlying KC MO	10	62,679	0	0	0.0%	0	0	0	\$12.00
South Johnson County	256	6,306,701	502,737	519,364	8.2%	20,585	92,708	39,900	\$20.19
South Kansas City MO	62	2,856,542	238,222	238,222	8.3%	18,995	0	0	\$17.62
Southeast Jackson Co.	110	2,272,464	168,012	168,012	7.4%	(26,094)	0	0	\$18.96
St Joseph	86	1,289,756	104,067	105,512	8.2%	(17,504)	0	0	\$13.34
Topeka	233	7,781,359	310,796	331,087	4.3%	(79,897)	0	0	\$14.33
Ward Parkway	43	1,613,078	231,387	236,175	14.6%	(20,819)	0	0	\$18.95
West Bottoms	24	1,185,071	42,787	42,787	3.6%	10,217	0	0	\$16.26
Totals	2,590	76,404,523	5,254,843	5,396,277	7.1%	(14,966)	235,171	401,756	\$18.87

Source: CoStar Property®

Class C Submarket Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atchison	12	83,562	4,800	4,800	5.7%	0	0	0	\$0.00
Brookside	31	428,338	2,016	2,016	0.5%	5,981	0	0	\$29.31
Cass County	70	237,185	8,109	8,109	3.4%	1,990	0	0	\$12.00
CBD	65	2,796,379	56,050	56,050	2.0%	2,111	0	0	\$18.13
College Blvd	77	722,399	51,685	51,685	7.2%	(36,457)	0	0	\$18.93
Country Club Plaza	49	311,977	6,357	6,357	2.0%	5,030	0	0	\$20.77
Crown Center	31	909,372	26,588	26,588	2.9%	(22,880)	0	0	\$18.25
Downtown Kansas KC K.	41	603,315	71,894	71,894	11.9%	2,439	0	0	\$12.87
East Jackson County	348	2,512,079	110,488	110,488	4.4%	68,650	0	0	\$12.88
Freight House Distri.	59	731,474	32,529	37,145	5.1%	(1,851)	0	0	\$18.51
I-29 Corridor	48	300,091	8,158	8,158	2.7%	(5,146)	0	0	\$11.25
I-35 Corridor	226	1,911,482	79,551	79,551	4.2%	54,287	0	0	\$15.09
Johnson County MO	34	133,509	3,268	3,268	2.4%	(1,268)	0	0	\$14.09
Kansas City KS	157	1,252,553	64,043	64,043	5.1%	(2,368)	0	0	\$13.65
Kansas City MO	147	1,653,782	2,184	2,184	0.1%	52,223	0	0	\$13.20
Lafayette County	24	75,374	0	0	0.0%	1,800	0	0	\$0.00
Lawrence	187	1,512,761	75,319	75,319	5.0%	(41,872)	0	0	\$15.08
Leavenworth County	45	276,284	31,829	31,829	11.5%	(4,978)	0	0	\$12.50
Midtown	185	1,956,007	86,904	86,904	4.4%	(6,253)	0	0	\$17.33
Northeast Johnson Co.	239	1,932,405	69,513	69,513	3.6%	13,004	0	0	\$16.10
Northwest Johnson Co.	130	844,031	79,204	79,204	9.4%	(13,900)	0	0	\$13.46
Ottawa	26	155,882	0	0	0.0%	1,120	0	0	\$10.67
Outer South Kansas C.	37	158,784	5,561	5,561	3.5%	(1,731)	0	0	\$12.49
Outlying KC MO	43	180,310	0	0	0.0%	0	0	0	\$0.00
South Johnson County	219	1,387,129	48,183	48,183	3.5%	15,745	0	0	\$15.45
South Kansas City MO	94	723,221	25,426	25,426	3.5%	(11,353)	0	0	\$11.33
Southeast Jackson Co.	145	719,271	30,458	30,458	4.2%	(10,324)	0	0	\$14.61
St Joseph	139	1,236,957	47,295	47,295	3.8%	6,317	0	0	\$7.46
Topeka	316	3,029,623	75,341	75,341	2.5%	(5,806)	0	0	\$14.02
Ward Parkway	45	242,267	23,000	23,000	9.5%	9,000	0	0	\$15.28
West Bottoms	34	502,485	33,000	33,000	6.6%	3,000	0	0	\$18.41
Totals	3,303	29,520,288	1,158,753	1,163,369	3.9%	76,510	0	0	\$15.36

Source: CoStar Property®

Total Office Submarket Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %				
Atchison	19	279,828	4,800	4,800	1.7%	0	0	0	\$0.00
Brookside	37	511,596	2,016	2,016	0.4%	5,981	0	0	\$29.31
Cass County	129	754,231	43,076	43,076	5.7%	(3,854)	0	0	\$17.90
CBD	191	17,292,654	960,193	1,022,666	5.9%	200,068	23,000	0	\$18.72
College Blvd	380	20,963,699	1,606,829	1,701,155	8.1%	266,307	306,276	125,400	\$22.77
Country Club Plaza	121	5,237,351	155,160	189,307	3.6%	21,020	0	220,000	\$27.74
Crown Center	66	6,179,208	488,015	593,041	9.6%	(122,434)	0	375,000	\$20.62
Downtown Kansas KC K.	69	1,755,683	112,372	112,372	6.4%	21,637	0	0	\$13.93
East Jackson County	579	6,253,701	410,497	411,891	6.6%	30,804	0	0	\$15.85
Freight House Distri.	115	2,388,186	138,407	143,023	6.0%	6,884	0	47,060	\$20.03
I-29 Corridor	147	3,683,616	793,518	807,828	21.9%	(130,779)	18,965	0	\$16.53
I-35 Corridor	443	7,813,751	479,359	505,097	6.5%	177,962	88,941	0	\$18.05
Johnson County MO	54	270,132	7,817	7,817	2.9%	(4,717)	0	0	\$8.50
Kansas City KS	219	3,317,526	142,574	148,574	4.5%	20,198	40,000	0	\$16.52
Kansas City MO	206	3,705,064	26,888	26,888	0.7%	77,453	0	21,396	\$22.84
Lafayette County	35	134,012	4,000	4,000	3.0%	1,800	0	0	\$16.91
Lawrence	271	2,741,399	234,562	236,647	8.6%	(100,429)	0	0	\$17.24
Leavenworth County	76	920,543	136,275	136,275	14.8%	(19,751)	0	0	\$16.44
Midtown	270	4,852,598	180,477	180,477	3.7%	(5,718)	0	0	\$17.09
Northeast Johnson Co.	416	8,148,458	558,404	563,907	6.9%	(14,531)	0	125,000	\$19.96
Northwest Johnson Co.	259	4,594,530	310,472	324,831	7.1%	117,634	34,557	128,000	\$23.31
Ottawa	35	211,473	0	0	0.0%	1,120	0	0	\$10.67
Outer South Kansas C.	64	387,886	11,526	11,526	3.0%	3,919	0	0	\$12.08
Outlying KC MO	53	242,989	0	0	0.0%	0	0	0	\$12.00
South Johnson County	488	8,920,197	688,252	708,432	7.9%	7,880	92,708	39,900	\$19.86
South Kansas City MO	165	5,543,159	263,648	263,648	4.8%	7,642	0	792,126	\$16.80
Southeast Jackson Co.	258	3,119,839	200,685	200,685	6.4%	(33,312)	0	0	\$18.53
St Joseph	226	2,890,674	151,362	152,807	5.3%	(11,187)	0	0	\$11.17
Topeka	550	10,835,915	386,137	406,428	3.8%	(85,703)	0	0	\$14.46
Ward Parkway	97	3,765,882	301,330	306,118	8.1%	29,187	0	0	\$18.81
West Bottoms	59	1,839,556	75,787	75,787	4.1%	13,217	0	0	\$16.89
Totals	6,097	139,555,336	8,874,438	9,291,119	6.7%	478,298	604,447	1,873,882	\$19.60

Source: CoStar Property®

Class A Market Statistics

Year-End 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 4q	204	33,630,525	2,460,842	2,731,473	8.1%	94,240	1	23,000	7	1,472,126	\$22.79
2018 3q	203	33,607,525	2,527,087	2,802,713	8.3%	146,418	2	228,291	8	1,495,126	\$22.64
2018 2q	201	33,379,234	2,459,648	2,720,840	8.2%	59,911	0	0	9	1,598,417	\$22.62
2018 1q	201	33,379,234	2,484,056	2,780,751	8.3%	116,185	2	117,985	6	1,043,417	\$22.80
2017 4q	199	33,261,249	2,525,772	2,778,951	8.4%	132,654	0	0	6	692,240	\$22.36
2017 3q	199	33,261,249	2,752,922	2,911,605	8.8%	241,693	0	0	6	692,240	\$22.14
2017 2q	199	33,261,249	2,861,375	3,153,298	9.5%	546,100	4	264,695	4	463,949	\$21.92
2017 1q	195	32,996,554	3,088,128	3,434,703	10.4%	173,097	3	312,463	7	688,644	\$21.73
2016	192	32,684,091	2,980,269	3,295,337	10.1%	1,690,502	4	1,205,000	8	600,158	\$21.61
2015	188	31,479,091	3,478,031	3,780,839	12.0%	255,378	2	94,924	7	1,470,000	\$21.04
2014	186	31,384,167	3,673,432	3,941,293	12.6%	807,569	3	645,000	5	1,209,924	\$20.04
2013	183	30,739,167	4,038,026	4,103,862	13.4%	948,684	5	1,064,720	3	645,000	\$19.98
2012	178	29,674,447	3,916,615	3,987,826	13.4%	569,418	1	352,099	5	1,240,720	\$19.82
2011	177	29,322,348	4,086,017	4,205,145	14.3%	526,883	1	48,268	1	352,099	\$20.21
2010	174	29,184,141	4,270,829	4,593,821	15.7%	(314,941)	0	0	2	99,207	\$21.07
2009	174	29,184,141	3,939,922	4,278,880	14.7%	(162,132)	5	614,940	0	0	\$20.77

Source: CoStar Property®

Class B Market Statistics

Year-End 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 4q	2,590	76,404,523	5,254,843	5,396,277	7.1%	(242,238)	2	35,708	9	401,756	\$18.87
2018 3q	2,589	76,446,467	5,060,774	5,195,983	6.8%	(195,514)	0	0	10	416,068	\$18.86
2018 2q	2,588	76,435,642	4,842,927	4,989,644	6.5%	335,402	4	134,463	11	426,893	\$18.78
2018 1q	2,584	76,301,179	5,028,783	5,190,583	6.8%	87,384	1	65,000	11	487,956	\$18.50
2017 4q	2,584	76,292,714	5,108,242	5,283,992	6.9%	68,091	0	0	11	529,360	\$18.23
2017 3q	2,584	76,515,851	5,394,199	5,575,220	7.3%	(253,118)	5	74,716	8	271,986	\$17.66
2017 2q	2,578	76,468,130	5,117,213	5,274,381	6.9%	335,159	5	232,589	13	284,907	\$17.67
2017 1q	2,572	76,226,493	5,216,401	5,367,903	7.0%	499,092	5	101,946	15	377,995	\$17.42
2016	2,569	76,381,855	5,925,976	6,022,357	7.9%	1,523,965	5	33,104	16	443,265	\$17.30
2015	2,563	76,307,863	7,359,972	7,472,330	9.8%	984,906	11	146,623	6	238,871	\$16.80
2014	2,550	76,171,942	8,226,807	8,321,315	10.9%	656,470	6	141,332	9	117,938	\$16.36
2013	2,546	76,348,916	9,006,158	9,154,759	12.0%	529,331	5	57,017	9	231,020	\$16.08
2012	2,541	76,309,280	9,435,063	9,644,454	12.6%	355,774	5	216,781	8	178,836	\$16.30
2011	2,537	76,181,073	9,739,236	9,872,021	13.0%	53,720	6	251,293	4	149,875	\$16.39
2010	2,525	75,801,165	9,423,028	9,545,833	12.6%	(22,533)	7	73,831	10	359,422	\$16.90
2009	2,515	75,700,009	9,280,372	9,422,144	12.4%	(252,595)	10	176,808	11	210,082	\$16.94

Source: CoStar Property®

Total Office Market Statistics

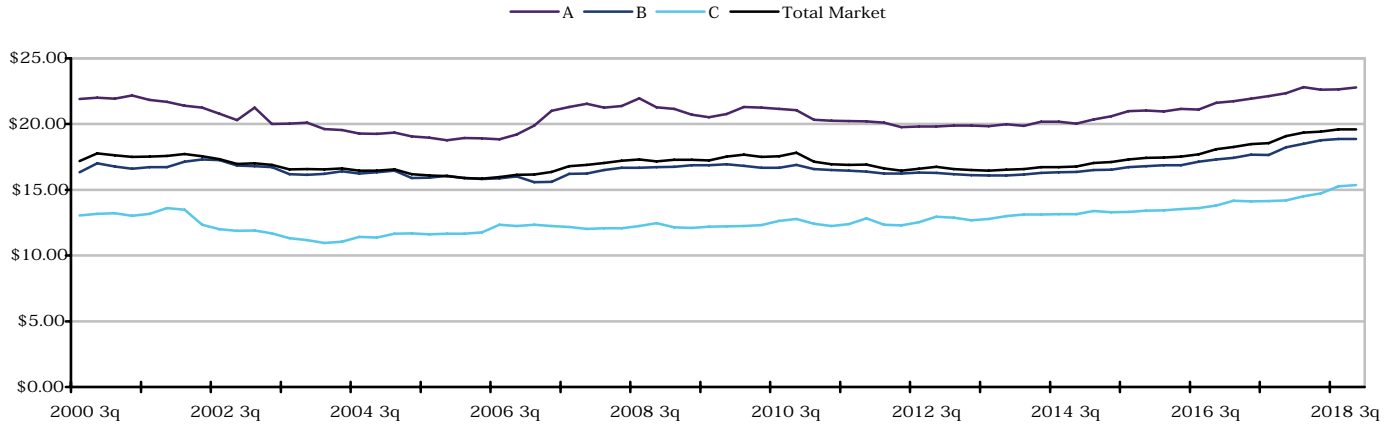
Year-End 2018

Period	Existing Inventory		Vacancy			Net Absorption	Deliveries		UC Inventory		Quoted Rates
	# Blds	Total RBA	Direct SF	Total SF	Vac %		# Blds	Total RBA	# Blds	Total RBA	
2018 4q	6,097	139,555,336	8,874,438	9,291,119	6.7%	(132,881)	3	58,708	16	1,873,882	\$19.60
2018 3q	6,095	139,574,280	8,764,097	9,177,182	6.6%	(39,823)	2	228,291	18	1,911,194	\$19.60
2018 2q	6,092	139,335,164	8,487,252	8,898,243	6.4%	321,918	4	134,463	20	2,025,310	\$19.44
2018 1q	6,088	139,200,701	8,623,471	9,085,698	6.5%	329,084	3	182,985	17	1,531,373	\$19.34
2017 4q	6,086	139,074,251	8,865,217	9,302,822	6.7%	260,609	0	0	17	1,221,600	\$19.07
2017 3q	6,086	139,297,388	9,432,518	9,786,568	7.0%	(6,233)	5	74,716	14	964,226	\$18.54
2017 2q	6,081	139,250,627	9,281,401	9,733,574	7.0%	819,275	9	497,284	17	748,856	\$18.49
2017 1q	6,071	138,744,295	9,546,190	10,046,517	7.2%	712,651	8	414,409	22	1,066,639	\$18.27
2016	6,068	138,710,298	10,309,772	10,725,171	7.7%	3,786,311	9	1,238,104	24	1,043,423	\$18.08
2015	6,059	137,451,406	12,816,174	13,252,590	9.6%	1,481,944	13	241,547	13	1,708,871	\$17.42
2014	6,044	137,220,561	14,118,970	14,503,689	10.6%	1,624,346	9	786,332	14	1,327,862	\$16.78
2013	6,041	136,952,411	15,611,098	15,859,885	11.6%	1,714,505	10	1,121,737	12	876,020	\$16.54
2012	6,030	135,834,055	16,138,902	16,456,034	12.1%	1,170,361	6	568,880	14	1,433,556	\$16.75
2011	6,026	135,360,898	16,870,851	17,153,238	12.7%	551,127	7	299,561	7	517,435	\$16.91
2010	6,011	134,842,783	16,704,329	17,186,250	12.7%	(563,059)	8	87,492	12	458,629	\$17.81
2009	5,997	134,717,216	15,889,124	16,497,624	12.2%	(328,333)	15	791,748	15	234,493	\$17.53

Source: CoStar Property®

Historical Rental Rates

Based on Full-Service Equivalent Rental Rates



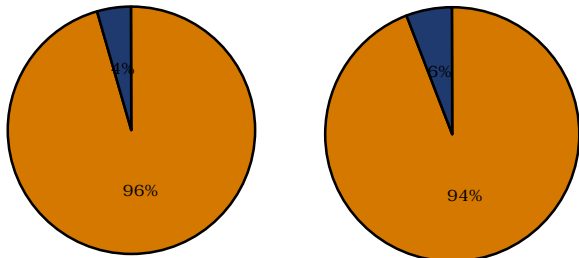
Source: CoStar Property®

Vacancy by Available Space Type

Percent of All Vacant Space in Direct vs. Sublet

Kansas City

United States



Direct Sublet

Direct Sublet

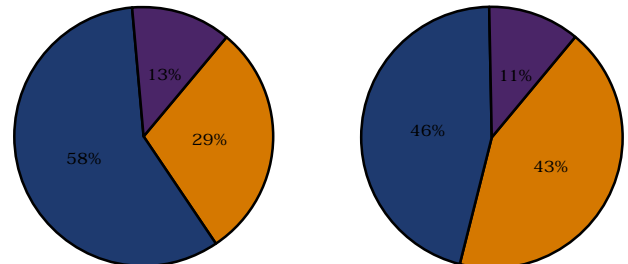
Source: CoStar Property®

Vacancy by Class

Percent of All Vacant Space by Class

Kansas City

United States



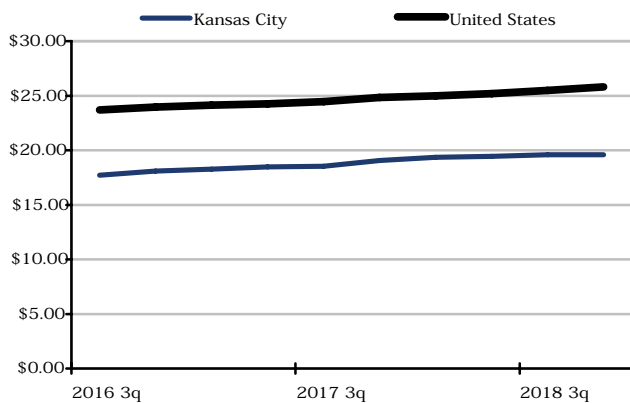
Class A Class B Class C

Class A Class B Class C

Source: CoStar Property®

U.S. Rental Rate Comparison

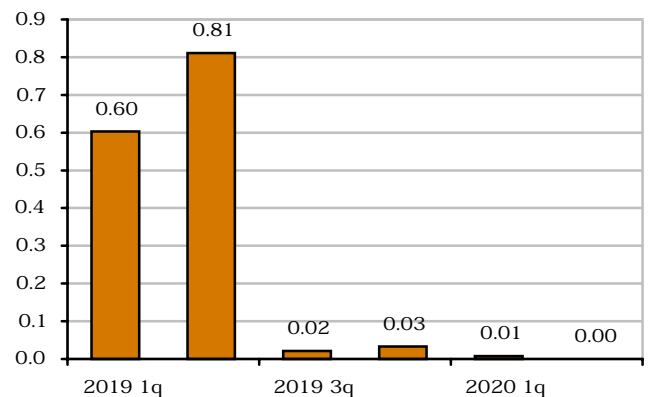
Based on Full-Service Equivalent Rental Rates



Source: CoStar Property®

Future Space Available

Space Scheduled to be Available for Occupancy*

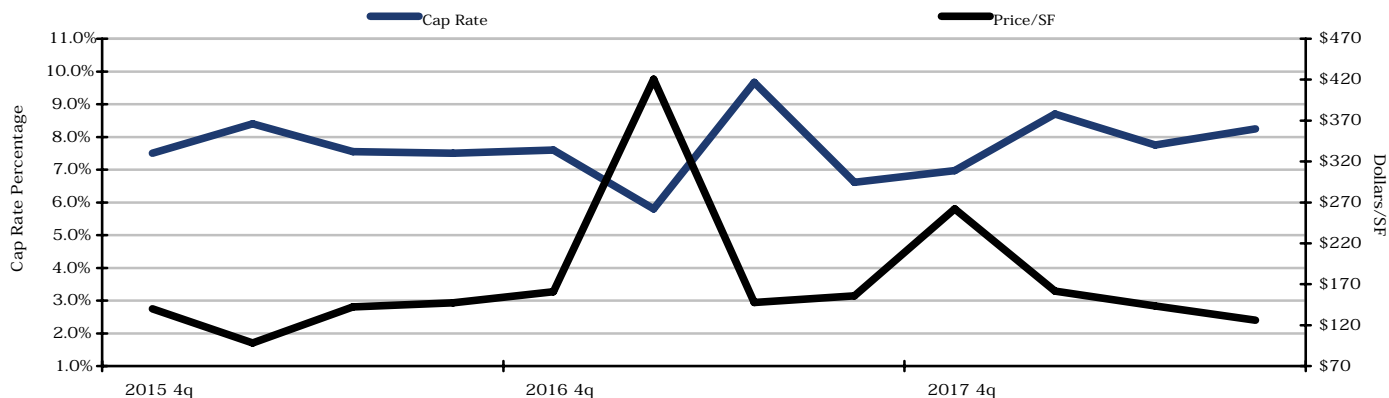


* Includes Under Construction Spaces

Source: CoStar Property®

The Optimist Sales Index

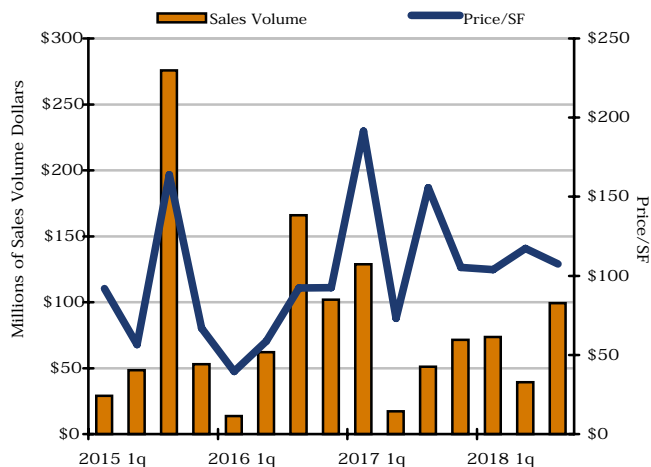
Average of Two Highest Price/SF's and Two Lowest Cap Rates Per Quarter



Source: CoStar COMPS®

Sales Volume & Price

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



Source: CoStar COMPS®

Sales Analysis by Building Size

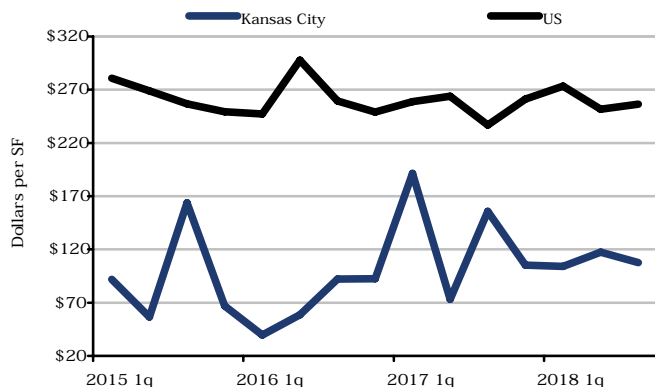
Based on Office Building Sales From Oct. 2017 - Sept. 2018

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 50,000 SF	49	922,237	\$99,250,679	\$ 107.62	8.94%
50K-249K SF	11	1,314,518	\$137,870,000	\$ 104.88	8.37%
250K-499K SF	-	-	-	\$ -	-
>500K SF	1	630,000	\$75,600,000	\$ 120.00	-

Source: CoStar COMPS®

U.S. Price/SF Comparison

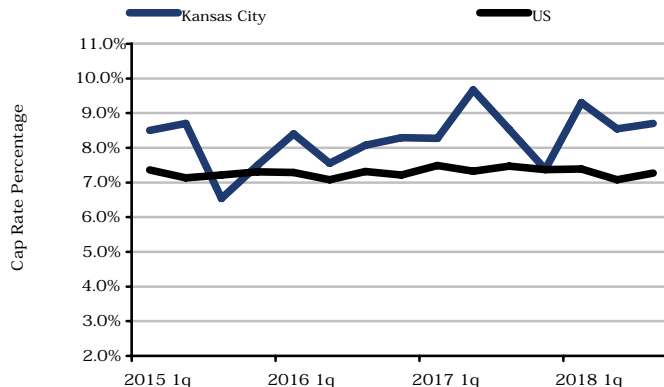
Based on Office Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

U.S. Cap Rate Comparison

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



Source: CoStar COMPS®