



KC Retail Report Year-End, 2018

Kansas City's Vacancy Stays at 5.3% Net Absorption Positive 59,199 SF in the Quarter

The Kansas City retail market did not experience much change in market conditions in the fourth quarter 2018. The vacancy rate remained unchanged from the end of the third quarter 2018 to the end of the fourth quarter 2018 at 5.3%. Net absorption was positive 59,199 square feet, and vacant sublease space decreased by 1,010 square feet. Quoted rental rates decreased from third quarter 2018 levels, ending at \$12.96 per square foot per year. A total of 5 retail buildings with 50,379 square feet of retail space were delivered to the market in the quarter, with 178,978 square feet still under construction at the end of the quarter.

Net Absorption

Retail net absorption was basically flat in Kansas City fourth quarter 2018, with positive 59,199 square feet absorbed in the quarter. In third quarter 2018, net absorption was positive 489,420 square feet, while in second quarter 2018, absorption came in at negative 84,387 square feet. In first quarter 2018, positive 215,097 square feet was absorbed in the market.

Tenants moving into large blocks of space in 2018 include: Lowe's moving into 165,000 square feet at 7001 W 95th St; Hobby Lobby moving into 68,971 square feet at 3311 S Iowa St; and Sunfresh moving into 38,000 square feet at 3102-3124 Prospect Ave.

Vacancy

Kansas City's retail vacancy rate remained unchanged the past four quarters at 5.3%.

The amount of vacant sublease space in the Kansas City market has trended down over the past four quarters. At the

end of the first quarter 2018, there were 177,240 square feet of vacant sublease space. Currently, there are 166,234 square feet vacant in the market.

Largest Lease Signings

The largest lease signings occurring in 2018 included: the 165,000-square-foot-lease signed by Lowe's at 7001 W 95th St; the 68,971-square-foot lease signed by Hobby Lobby at 3311 S Iowa St; and the 38,000-square-foot-lease signed by Sunfresh at 3102 Prospect Ave.

Rental Rates

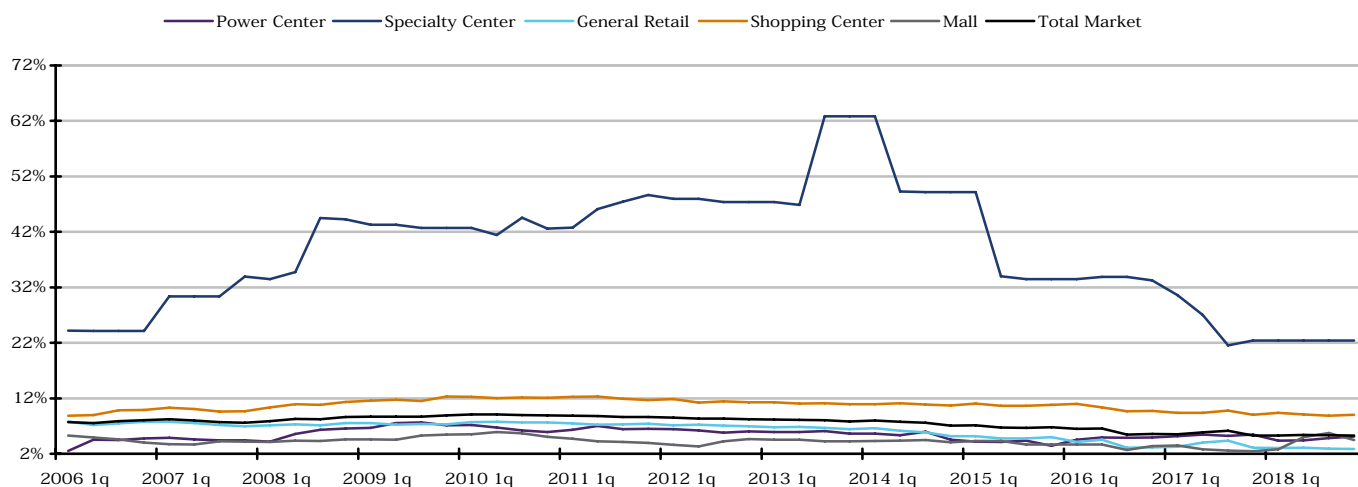
Average quoted asking rental rates in the Kansas City retail market are down over previous quarter levels, and up from their levels four quarters ago. Quoted rents ended the fourth quarter 2018 at \$12.96 per square foot per year. That compares to \$13.53 per square foot in the third quarter 2018, and \$12.74 per square foot at the end of the first quarter 2018. This represents a 4.2% decrease in rental rates in the current quarter, and a 1.70% increase from four quarters ago.

Inventory & Construction

During the fourth quarter 2018, five buildings totaling 50,379 square feet were completed in the Kansas City retail market. Over the past four quarters, a total of 844,799 square feet of retail space has been built in Kansas City. In addition to the current quarter, nine buildings with 368,665 square feet were completed in third quarter 2018, eight buildings totaling 118,307 square feet completed in second quarter 2018, and 307,448 square feet in 18 buildings completed in first quarter 2018.

Vacancy Rates by Building Type

2006-2018



Source: CoStar Property®

There was 178,978 square feet of retail space under construction at the end of the fourth quarter 2018.

Some of the notable 2018 deliveries include: 7001 W 95th St, a 165,000-square-foot facility that delivered in third quarter 2018 and is now fully occupied, and Victory Dr & Conistor St, a 90,000-square-foot building that delivered in third quarter 2018 and is now fully occupied.

Total retail inventory in the Kansas City market area amounted to 160,243,685 square feet in 13,184 buildings and 924 centers as of the end of the fourth quarter 2018.

Shopping Center

The Shopping Center market in Kansas City currently consists of 878 projects with 53,345,009 square feet of retail space in 2,092 buildings. In this report the Shopping Center market is comprised of all Community Center, Neighborhood Center, and Strip Centers.

After absorbing 76,280 square feet and delivering 33,522 square feet in the current quarter, the Shopping Center sector saw the vacancy rate go from 8.8% at the end of the third quarter 2018 to 9.0% this quarter.

Over the past four quarters, the Shopping Center vacancy rate has gone from 9.4% at the end of the first quarter 2018, to 9.1% at the end of the second quarter 2018, to 8.8% at the end of the third quarter 2018, and finally to 9.0% at the end of the current quarter.

Rental rates ended the fourth quarter 2018 at \$12.60 per square foot, down from the \$13.16 they were at the end of third quarter 2018. Rental rates have trended up over the past year, going from \$11.95 per square foot a year ago to their current levels.

Net absorption in the Shopping Center sector has totaled 151,661 square feet over the past four quarters. In addition to the negative 76,280 square feet absorbed this quarter, positive 214,630 square feet was absorbed in the third quarter 2018,

positive 176,069 square feet was absorbed in the second quarter 2018, and negative 162,758 square feet was absorbed in the first quarter 2018.

Power Centers

The Power Center average vacancy rate was 5.1% in the fourth quarter 2018. With negative 29,245 square feet of net absorption and no new deliveries, the vacancy rate went from 4.9% at the end of last quarter to 5.1% at the end of the fourth quarter.

In the third quarter 2018, Power Centers absorbed negative 46,035 square feet and the vacancy rate went from 4.4% to 4.9% over the course of the quarter. Rental rates started the quarter at \$16.30 per square foot and ended the quarter at \$15.79 per square foot.

A year ago, in fourth quarter 2017, the vacancy rate was 5.5%. Over the past four quarters, Power Centers have absorbed a cumulative 60,737 square feet of space and delivered cumulative 19,800 square feet of space.

The total stock of Power Center space in Kansas City currently sits at 11,340,902 square feet in 26 centers comprised of 245 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 2.9% at the end of fourth quarter 2018. There was a total of 2,373,299 square feet vacant at that time. The General Retail sector in Kansas City currently has average rental rates of \$13.08 per square foot per year. There are 156,975 square feet of space under construction in this sector, with 16,857 square feet having been completed in the fourth quarter. In all, there are a total of 10,559 buildings with 82,138,054 square feet of General Retail space in Kansas City.

Specialty Centers

There are currently 3 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.

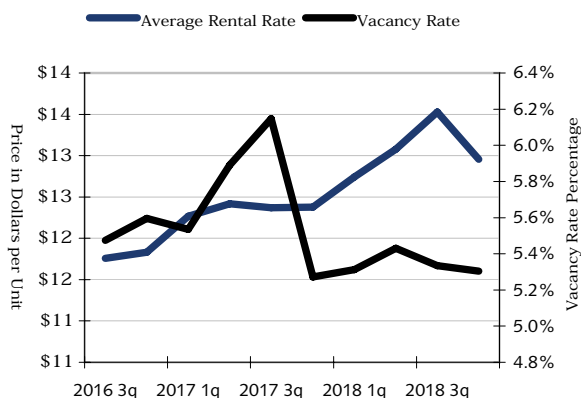
The vacancy rate for specialty centers in Kansas City currently stands at 22.4%, and rental rates average \$7.28 per square foot.

Malls

Malls recorded net absorption of positive 163,613 square feet in the fourth quarter 2018. This net absorption number caused the vacancy rate to go from 5.7% a quarter ago to 4.5% at the end of the fourth quarter 2018. Rental rates went from \$25.37 per square foot to \$26.98 per square foot during that time. In this report the Mall market is comprised of 17 Lifestyle Center, Regional Mall and Super Regional Malls.

VACANCY & RENT

Past 10 Quarters



Source: CoStar Property®

Sales Activity

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

In the third quarter, five retail transactions closed with a total volume of \$30,275,000. The five buildings totaled 368,165 square feet and the average price per square foot equated to \$82.23 per square foot. That compares to six transactions totaling \$28,384,000 in the second quarter 2018. The total square footage in the second quarter was 304,011 square feet for an average price per square foot of \$93.37.

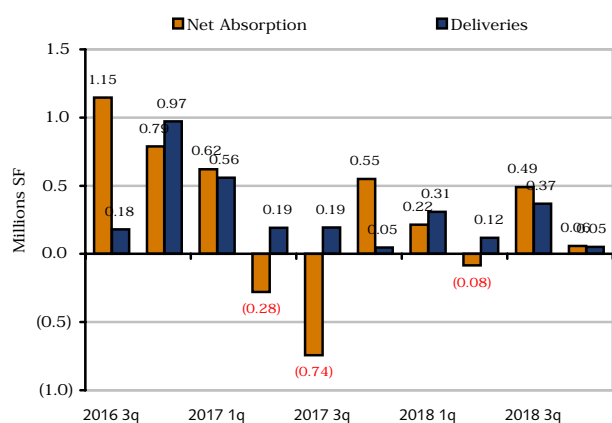
Total retail center sales activity in 2018 was up compared to 2017. In the first nine months of 2018, the market saw 19 retail sales transactions with a total volume of \$96,401,500. The price per square foot averaged \$89.19. In the same first nine months of 2017, the market posted 23 transactions with a total volume of \$81,660,207. The price per square foot averaged \$56.91.

Cap rates have been lower in 2018, averaging 9.20% compared to the same period in 2017 when they averaged 9.30%.

One of the largest transactions that has occurred within the last four quarters in the Kansas City market is the sale of

ABSORPTION & DELIVERIES

Past 10 Quarters

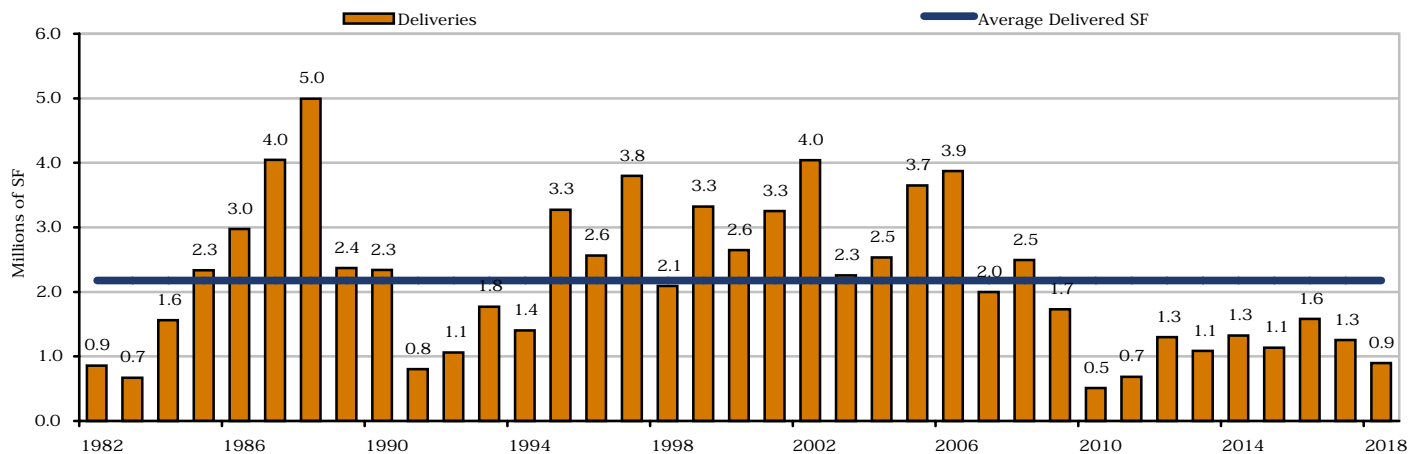


Source: CoStar Property®

5261 N Antioch Rd. 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: 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.

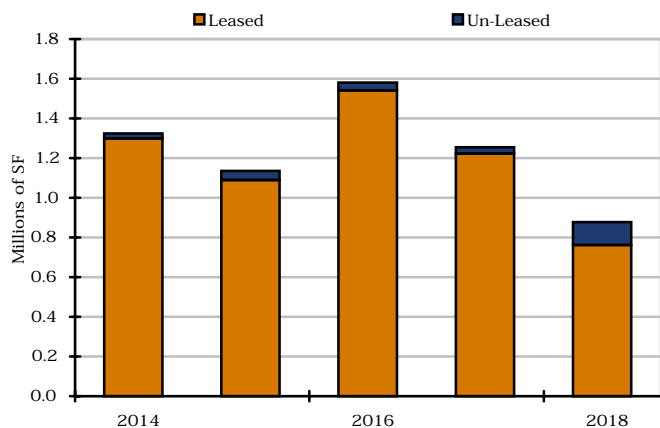
Construction Activity Markets Ranked by Under Construction Square Footage

Market	Under Construction Inventory				Average Bldg Size	
	# Bldgs	Total GLA	Preleased SF	Preleased %	All Existing	U/C
Kansas City KS	1	62,000	62,000	100.0%	9,574	62,000
North Johnson County	5	47,771	26,580	55.6%	16,949	9,554
East Jackson County	5	37,480	30,488	81.3%	10,439	7,496
St Joseph	1	10,877	0	0.0%	13,504	10,877
South Johnson County	1	7,900	4,108	52.0%	17,083	7,900
North of the River	2	6,950	6,950	100.0%	14,640	3,475
South KC	1	6,000	6,000	100.0%	11,721	6,000
Lafayette	0	0	0	0.0%	8,964	0
Topeka	0	0	0	0.0%	12,216	0
Leavenworth County	0	0	0	0.0%	9,699	0
All Other	0	0	0	0.0%	10,017	0
Totals	16	178,978	136,126	76.1%	12,154	11,186

Source: CoStar Property®

Recent Deliveries

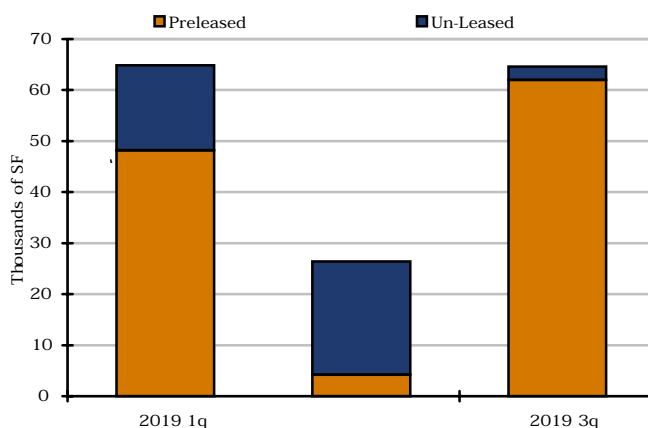
Leased & Un-Leased SF in Deliveries Since 2014



Source: CoStar Property®

Future Deliveries

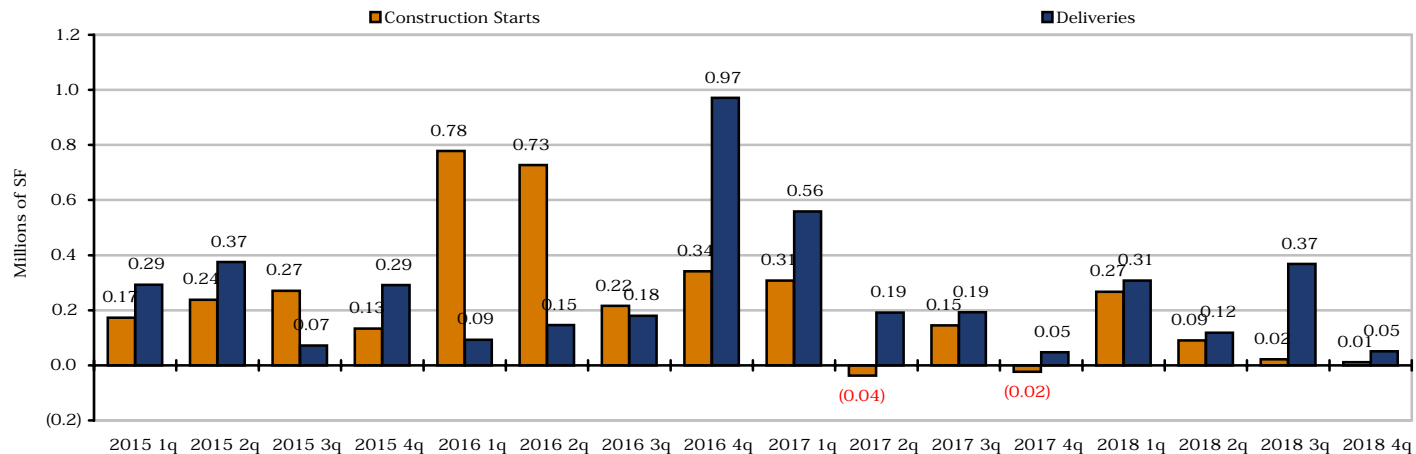
Preleased & Un-Leased SF in Properties Scheduled to Deliver



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	40	409,697	294,233	71.8%	\$17.04	118,512	291,185
50,000 SF - 99,999 SF	4	301,998	301,998	100.0%	\$0.00	226,000	75,998
100,000 SF - 249,999 SF	1	165,000	165,000	100.0%	\$0.00	0	165,000
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

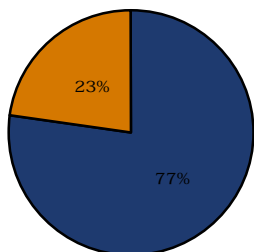
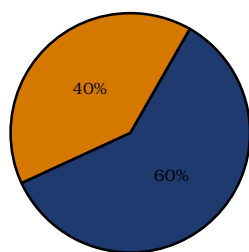
Source: CoStar Property®

Recent Development by Tenancy

Based on GLA Developed for Single & Multi Tenant Use

2018 Deliveries

Currently Under Construction



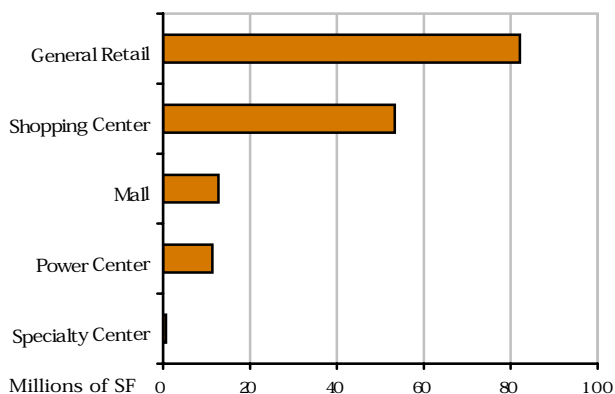
■ Multi ■ Single

■ Multi ■ Single

Source: CoStar Property®

Existing Inventory Comparison

Based on Total GLA



Source: CoStar Property®

General Retail Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total GLA	Direct SF	Total SF	Vac %				
Atchison	76	727,199	38,748	38,748	5.3%	(1,446)	0	0	\$0.00
Cass County	431	3,247,651	111,304	153,884	4.7%	55,505	114,985	0	\$6.74
Downtown	299	2,796,807	53,602	53,602	1.9%	38,352	0	0	\$25.10
East Jackson County	1,897	11,626,864	249,531	256,809	2.2%	155,852	88,920	37,480	\$10.59
Johnson County MO	152	1,341,201	54,915	54,915	4.1%	10,591	0	0	\$35.07
Kansas City KS	868	6,133,924	64,836	65,276	1.1%	27,048	2,400	62,000	\$15.55
Lafayette	133	900,228	12,743	12,743	1.4%	(8,506)	0	0	\$3.43
Lawrence	566	4,302,075	76,981	76,981	1.8%	(4,293)	0	0	\$13.93
Leavenworth County	248	2,125,291	126,422	126,422	5.9%	39,783	0	0	\$12.65
Midtown	581	3,925,560	131,978	131,978	3.4%	66,639	45,000	0	\$12.96
North Johnson County	742	7,400,788	242,594	246,977	3.3%	(78,096)	9,147	32,268	\$16.49
North of the River	874	7,821,459	152,863	160,033	2.0%	190,217	110,282	450	\$12.50
Ottawa	135	1,104,238	29,466	29,466	2.7%	18,625	0	0	\$0.00
Outer South Kansas City	250	1,604,798	25,652	25,652	1.6%	(11,722)	0	0	\$8.72
Outlying KC MO	194	1,408,847	2,908	2,908	0.2%	28,565	25,440	0	\$10.00
South Johnson County	634	6,552,299	243,095	243,095	3.7%	(15,423)	48,659	7,900	\$14.89
South KC	622	4,491,535	173,376	173,376	3.9%	29,240	5,400	6,000	\$9.42
Southeast Jackson County	364	2,590,760	62,427	68,563	2.6%	(10,204)	0	0	\$19.52
St Joseph	512	4,845,343	177,174	185,431	3.8%	46,874	40,794	10,877	\$9.12
Topeka	981	7,191,187	266,440	266,440	3.7%	(17,877)	0	0	\$8.14
Totals	10,559	82,138,054	2,297,055	2,373,299	2.9%	559,724	491,027	156,975	\$13.08

Source: CoStar Property®

Mall Market Statistics

Year-End 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	2	1,124,769	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	730,635	14,051	14,051	1.9%	(3,967)	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	3,784	3,784	0.4%	0	0	0	\$0.00
North Johnson County	2	2,042,181	256,518	256,518	12.6%	(91,518)	165,000	15,503	\$0.00
North of the River	2	1,116,297	18,206	18,206	1.6%	3,151	0	0	\$23.00
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	3	2,089,110	41,360	41,360	2.0%	(14,541)	0	0	\$32.52
South KC	1	486,710	116,173	116,173	23.9%	21,009	0	0	\$19.78
Southeast Jackson County	2	1,263,621	25,876	25,876	2.0%	1,218	0	0	\$0.00
St Joseph	1	714,023	91,604	91,604	12.8%	(8,145)	0	0	\$0.00
Topeka	1	1,891,452	0	0	0.0%	0	0	0	\$0.00
Totals	17	12,722,511	567,572	567,572	4.5%	(92,793)	165,000	15,503	\$26.98

Source: CoStar Property®

Power Center Market Statistics

Year-End 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	1	368,695	4,875	4,875	1.3%	0	0	0	\$10.00
Downtown	0	0	0	0	0.0%	0	0	0	\$0.00
East Jackson County	8	3,227,845	172,901	172,901	5.4%	(12,518)	0	0	\$12.81
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	1	514,105	58,297	58,297	11.3%	6,658	12,000	0	\$11.30
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	\$0.00
North Johnson County	2	888,896	78,637	80,108	9.0%	(71,665)	0	0	\$22.37
North of the River	5	2,056,048	161,210	161,210	7.8%	121,893	7,800	0	\$18.53
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	1,907,921	42,096	42,096	2.2%	(6,515)	0	0	\$17.39
South KC	3	1,168,370	54,273	54,273	4.6%	22,049	0	0	\$10.11
Southeast Jackson County	0	0	0	0	0.0%	0	0	0	\$0.00
St Joseph	1	913,046	5,944	5,944	0.7%	(40)	0	0	\$22.26
Topeka	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	26	11,340,902	578,233	579,704	5.1%	60,737	19,800	0	\$13.78

Source: CoStar Property®

Shopping Center Market Statistics

Year-End 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	1,958,269	112,159	112,159	5.7%	49,835	0	0	\$13.19
Downtown	4	384,038	0	0	0.0%	0	0	0	\$0.00
East Jackson County	145	7,570,863	828,867	832,867	11.0%	92,455	0	0	\$10.85
Johnson County MO	7	320,540	32,665	32,665	10.2%	17,302	0	0	\$11.18
Kansas City KS	43	1,993,824	122,627	122,627	6.2%	(1,711)	0	0	\$5.85
Lafayette	3	110,771	0	0	0.0%	0	0	0	\$0.00
Lawrence	43	2,063,957	151,217	153,124	7.4%	(28,661)	15,050	0	\$15.19
Leavenworth County	12	435,251	10,047	16,890	3.9%	(4,243)	0	0	\$13.03
Midtown	16	557,853	57,186	59,174	10.6%	7,633	0	0	\$19.27
North Johnson County	126	8,837,233	741,368	790,583	8.9%	(139,712)	22,022	0	\$13.88
North of the River	124	7,965,090	572,269	572,269	7.2%	25,775	91,900	6,500	\$12.51
Ottawa	1	71,748	3,278	3,278	4.6%	0	0	0	\$5.50
Outer South Kansas City	14	391,394	18,800	18,800	4.8%	(1,200)	0	0	\$7.80
Outlying KC MO	4	397,321	18,300	18,300	4.6%	3,600	0	0	\$8.00
South Johnson County	125	8,884,454	635,535	660,101	7.4%	242,563	40,000	0	\$15.42
South KC	52	2,714,445	423,304	423,304	15.6%	(46,347)	0	0	\$12.75
Southeast Jackson County	38	2,160,750	205,764	205,764	9.5%	(61,834)	0	0	\$14.71
St Joseph	27	1,427,539	73,062	73,062	5.1%	117,091	0	0	\$8.23
Topeka	59	5,027,413	727,130	727,130	14.5%	(120,885)	0	0	\$10.86
Totals	878	53,345,009	4,733,578	4,822,097	9.0%	151,661	168,972	6,500	\$12.60

Source: CoStar Property®

Specialty Center Market Statistics

Year-End 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	\$6.72
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	\$33.00
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	\$7.28

Source: CoStar Property®

Total Retail Market Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total GLA	Direct SF	Total SF	Vac %				
Atchison	79	799,455	38,748	38,748	4.8%	(1,446)	0	0	\$0.00
Cass County	510	5,574,615	228,338	270,918	4.9%	105,340	114,985	0	\$10.82
Downtown	322	3,500,673	53,602	53,602	1.5%	38,352	0	0	\$25.10
East Jackson County	2,256	23,550,341	1,251,299	1,262,577	5.4%	235,789	88,920	37,480	\$11.02
Johnson County MO	161	1,661,741	87,580	87,580	5.3%	27,893	0	0	\$26.68
Kansas City KS	979	9,372,488	259,811	260,251	2.8%	28,028	14,400	62,000	\$9.27
Lafayette	146	1,308,763	167,698	167,698	12.8%	(8,506)	0	0	\$6.39
Lawrence	657	6,366,032	228,198	230,105	3.6%	(32,954)	15,050	0	\$14.73
Leavenworth County	264	2,560,542	136,469	143,312	5.6%	35,540	0	0	\$12.75
Midtown	646	5,723,274	192,948	194,936	3.4%	75,147	45,000	0	\$13.80
North Johnson County	1,131	19,169,098	1,319,117	1,374,186	7.2%	(380,991)	196,169	47,771	\$14.35
North of the River	1,295	18,958,894	904,548	911,718	4.8%	341,036	209,982	6,950	\$13.32
Ottawa	136	1,175,986	32,744	32,744	2.8%	18,625	0	0	\$5.50
Outer South Kansas City	268	1,996,192	44,452	44,452	2.2%	(12,922)	0	0	\$7.92
Outlying KC MO	201	1,806,168	21,208	21,208	1.2%	32,165	25,440	0	\$8.12
South Johnson County	1,161	19,833,229	963,486	988,052	5.0%	206,084	88,659	7,900	\$16.01
South KC	756	8,861,060	767,126	767,126	8.7%	25,951	5,400	6,000	\$12.13
Southeast Jackson County	476	6,015,131	294,067	300,203	5.0%	(70,820)	0	0	\$15.51
St Joseph	585	7,899,951	347,784	356,041	4.5%	155,780	40,794	10,877	\$8.93
Topeka	1,155	14,110,052	993,570	993,570	7.0%	(138,762)	0	0	\$10.02
Totals	13,184	160,243,685	8,332,793	8,499,027	5.3%	679,329	844,799	178,978	\$12.96

Source: CoStar Property®

General Retail Submarket Statistics

Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total GLA	Direct SF	Total SF	Vac %				
Atchison	76	727,199	38,748	38,748	5.3%	(1,446)	0	0	\$0.00
Brookside	58	264,887	4,212	4,212	1.6%	1,700	0	0	\$0.00
Cass County	431	3,247,651	111,304	153,884	4.7%	55,505	114,985	0	\$6.74
CBD	75	1,012,734	9,547	9,547	0.9%	(8,047)	0	0	\$0.00
College Blvd	77	1,171,399	90,143	90,143	7.7%	(18,745)	0	0	\$15.28
Country Club Plaza	138	799,832	21,835	21,835	2.7%	71,100	45,000	0	\$8.35
Crown Center	31	653,363	11,089	11,089	1.7%	(7,757)	0	0	\$0.00
Downtown Kansas KC K.	169	1,048,893	20,015	20,015	1.9%	14,937	2,400	0	\$11.70
East Jackson County	1,105	7,787,634	192,030	199,308	2.6%	159,294	80,600	22,700	\$11.21
Freight House Distri.	119	802,200	29,366	29,366	3.7%	51,556	0	0	\$18.06
I-29 Corridor	203	2,121,673	27,163	31,333	1.5%	28,374	15,000	0	\$13.47
I-35 Corridor	671	5,699,786	125,700	128,700	2.3%	161,843	95,282	450	\$12.32
Johnson County MO	152	1,341,201	54,915	54,915	4.1%	10,591	0	0	\$35.07
Kansas City KS	699	5,085,031	44,821	45,261	0.9%	12,111	0	62,000	\$16.62
Kansas City MO	792	3,839,230	57,501	57,501	1.5%	(3,442)	8,320	14,780	\$8.63
Lafayette County	133	900,228	12,743	12,743	1.4%	(8,506)	0	0	\$3.43
Lawrence	566	4,302,075	76,981	76,981	1.8%	(4,293)	0	0	\$13.93
Leavenworth County	248	2,125,291	126,422	126,422	5.9%	39,783	0	0	\$12.65
Midtown	385	2,860,841	105,931	105,931	3.7%	(6,161)	0	0	\$13.91
Northeast Johnson Co.	380	3,567,149	132,169	136,552	3.8%	(62,653)	9,147	32,268	\$17.72
Northwest Johnson Co.	362	3,833,639	110,425	110,425	2.9%	(15,443)	0	0	\$13.48
Ottawa	135	1,104,238	29,466	29,466	2.7%	18,625	0	0	\$0.00
Outer South Kansas C.	250	1,604,798	25,652	25,652	1.6%	(11,722)	0	0	\$8.72
Outlying KC MO	194	1,408,847	2,908	2,908	0.2%	28,565	25,440	0	\$10.00
South Johnson County	557	5,380,900	152,952	152,952	2.8%	3,322	48,659	7,900	\$14.62
South Kansas City MO	448	3,309,685	154,481	154,481	4.7%	11,993	0	6,000	\$7.26
Southeast Jackson Co.	364	2,590,760	62,427	68,563	2.6%	(10,204)	0	0	\$19.52
St Joseph	512	4,845,343	177,174	185,431	3.8%	46,874	40,794	10,877	\$9.12
Topeka	981	7,191,187	266,440	266,440	3.7%	(17,877)	0	0	\$8.14
Ward Parkway	174	1,181,850	18,895	18,895	1.6%	17,247	5,400	0	\$13.72
West Bottoms	74	328,510	3,600	3,600	1.1%	2,600	0	0	\$41.63
Totals	10,559	82,138,054	2,297,055	2,373,299	2.9%	559,724	491,027	156,975	\$13.08

Source: CoStar Property®

Mall Submarket Statistics

Year-End 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	730,414	0	0	0.0%	3,800	0	0	\$0.00
Country Club Plaza	1	943,885	3,784	3,784	0.4%	0	0	0	\$0.00
Crown Center	0	0	0	0	0.0%	0	0	0	\$0.00
Downtown Kansas KC P.	0	0	0	0	0.0%	0	0	0	\$0.00
East Jackson County	2	1,124,769	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	2	1,116,297	18,206	18,206	1.6%	3,151	0	0	\$23.00
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	1	730,635	14,051	14,051	1.9%	(3,967)	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	391,182	226,182	226,182	57.8%	(61,182)	165,000	15,503	\$0.00
Northwest Johnson Co.	1	1,650,999	30,336	30,336	1.8%	(30,336)	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	1,358,696	41,360	41,360	3.0%	(18,341)	0	0	\$32.52
South Kansas City MO	1	486,710	116,173	116,173	23.9%	21,009	0	0	\$19.78
Southeast Jackson Co.	2	1,263,621	25,876	25,876	2.0%	1,218	0	0	\$0.00
St Joseph	1	714,023	91,604	91,604	12.8%	(8,145)	0	0	\$0.00
Topeka	1	1,891,452	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	17	12,722,511	567,572	567,572	4.5%	(92,793)	165,000	15,503	\$26.98

Source: CoStar Property®

Power Center Submarket Statistics

Year-End 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	1	368,695	4,875	4,875	1.3%	0	0	0	\$10.00
CBD	0	0	0	0	0.0%	0	0	0	\$0.00
College Blvd	2	1,128,060	9,617	9,617	0.9%	3,725	0	0	\$23.60
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	8	3,227,845	172,901	172,901	5.4%	(12,518)	0	0	\$12.81
Freight House Distri.	0	0	0	0	0.0%	0	0	0	\$0.00
I-29 Corridor	3	1,366,991	36,501	36,501	2.7%	16,466	0	0	\$18.53
I-35 Corridor	2	689,057	124,709	124,709	18.1%	105,427	7,800	0	\$0.00
Johnson County MO	0	0	0	0	0.0%	0	0	0	\$0.00
Kansas City KS	1	514,105	58,297	58,297	11.3%	6,658	12,000	0	\$11.30
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	\$0.00
Northeast Johnson Co.	1	463,067	72,614	74,085	16.0%	(65,642)	0	0	\$28.00
Northwest Johnson Co.	1	425,829	6,023	6,023	1.4%	(6,023)	0	0	\$21.00
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	779,861	32,479	32,479	4.2%	(10,240)	0	0	\$16.23
South Kansas City MO	2	389,522	18,433	18,433	4.7%	6,400	0	0	\$12.33
Southeast Jackson Co.	0	0	0	0	0.0%	0	0	0	\$0.00
St Joseph	1	913,046	5,944	5,944	0.7%	(40)	0	0	\$22.26
Topeka	0	0	0	0	0.0%	0	0	0	\$0.00
Ward Parkway	1	778,848	35,840	35,840	4.6%	15,649	0	0	\$8.53
West Bottoms	0	0	0	0	0.0%	0	0	0	\$0.00
Totals	26	11,340,902	578,233	579,704	5.1%	60,737	19,800	0	\$13.78

Source: CoStar Property®

Shopping Center Submarket Statistics

Year-End 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	0	0	0.0%	1,405	0	0	\$0.00
Cass County	32	1,958,269	112,159	112,159	5.7%	49,835	0	0	\$13.19
CBD	2	120,038	0	0	0.0%	0	0	0	\$0.00
College Blvd	22	1,894,431	143,981	143,981	7.6%	15,721	40,000	0	\$17.77
Country Club Plaza	3	43,139	2,664	2,664	6.2%	(2,083)	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	133	6,384,958	761,784	765,784	12.0%	112,728	0	0	\$10.54
Freight House Distri.	0	0	0	0	0.0%	0	0	0	\$0.00
I-29 Corridor	32	1,554,709	143,558	143,558	9.2%	(37,175)	0	0	\$12.69
I-35 Corridor	92	6,410,381	428,711	428,711	6.7%	62,950	91,900	6,500	\$12.46
Johnson County MO	7	320,540	32,665	32,665	10.2%	17,302	0	0	\$11.18
Kansas City KS	40	1,952,641	122,627	122,627	6.3%	(1,711)	0	0	\$5.85
Kansas City MO	12	1,185,905	67,083	67,083	5.7%	(20,273)	0	0	\$13.37
Lafayette County	3	110,771	0	0	0.0%	0	0	0	\$0.00
Lawrence	43	2,063,957	151,217	153,124	7.4%	(28,661)	15,050	0	\$15.19
Leavenworth County	12	435,251	10,047	16,890	3.9%	(4,243)	0	0	\$13.03
Midtown	11	380,975	54,522	56,510	14.8%	8,311	0	0	\$18.98
Northeast Johnson Co.	63	4,808,076	472,844	476,035	9.9%	(143,314)	21,572	0	\$14.67
Northwest Johnson Co.	63	4,029,157	268,524	314,548	7.8%	3,602	450	0	\$13.14
Ottawa	1	71,748	3,278	3,278	4.6%	0	0	0	\$5.50
Outer South Kansas C.	14	391,394	18,800	18,800	4.8%	(1,200)	0	0	\$7.80
Outlying KC MO	4	397,321	18,300	18,300	4.6%	3,600	0	0	\$8.00
South Johnson County	103	6,990,023	491,554	516,120	7.4%	226,842	0	0	\$15.17
South Kansas City MO	37	2,297,193	401,909	401,909	17.5%	(31,710)	0	0	\$12.09
Southeast Jackson Co.	38	2,160,750	205,764	205,764	9.5%	(61,834)	0	0	\$14.71
St Joseph	27	1,427,539	73,062	73,062	5.1%	117,091	0	0	\$8.23
Topeka	59	5,027,413	727,130	727,130	14.5%	(120,885)	0	0	\$10.86
Ward Parkway	15	417,252	21,395	21,395	5.1%	(14,637)	0	0	\$20.15
West Bottoms	1	4,000	0	0	0.0%	0	0	0	\$0.00
Totals	878	53,345,009	4,733,578	4,822,097	9.0%	151,661	168,972	6,500	\$12.60

Source: CoStar Property®

Specialty Center Submarket Statistics

Year-End 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	\$6.72
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	\$33.00
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	\$7.28

Source: CoStar Property®

Total Retail Submarket Statistics

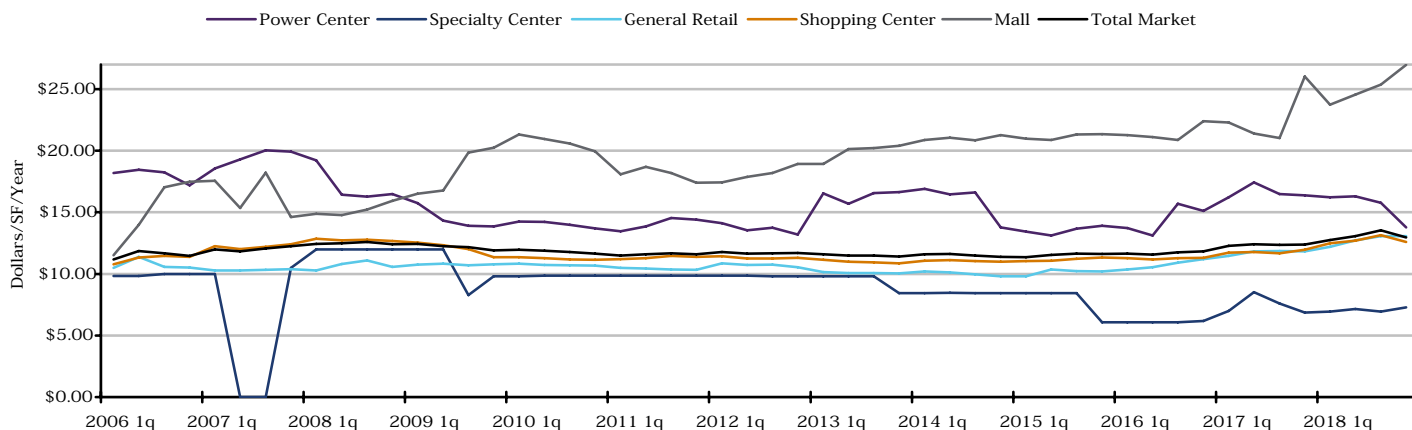
Year-End 2018

Market	Existing Inventory		Vacancy			YTD Net Absorption	YTD Deliveries	Under Const SF	Quoted Rates
	# Blds	Total GLA	Direct SF	Total SF	Vac %				
Atchison	79	799,455	38,748	38,748	4.8%	(1,446)	0	0	\$0.00
Brookside	64	398,626	4,212	4,212	1.1%	3,105	0	0	\$0.00
Cass County	510	5,574,615	228,338	270,918	4.9%	105,340	114,985	0	\$10.82
CBD	96	1,452,600	9,547	9,547	0.7%	(8,047)	0	0	\$0.00
College Blvd	207	4,924,304	243,741	243,741	4.9%	4,501	40,000	0	\$16.82
Country Club Plaza	173	1,786,856	28,283	28,283	1.6%	69,017	45,000	0	\$8.86
Crown Center	32	913,363	11,089	11,089	1.2%	(7,757)	0	0	\$0.00
Downtown Kansas KC K.	172	1,090,076	20,015	20,015	1.8%	14,937	2,400	0	\$11.70
East Jackson County	1,440	18,525,206	1,126,715	1,137,993	6.1%	259,504	80,600	22,700	\$10.98
Freight House Distri.	119	802,200	29,366	29,366	3.7%	51,556	0	0	\$18.06
I-29 Corridor	360	6,159,670	225,428	229,598	3.7%	10,816	15,000	0	\$15.66
I-35 Corridor	935	12,799,224	679,120	682,120	5.3%	330,220	194,982	6,950	\$12.42
Johnson County MO	161	1,661,741	87,580	87,580	5.3%	27,893	0	0	\$26.68
Kansas City KS	807	8,282,412	239,796	240,236	2.9%	13,091	12,000	62,000	\$9.17
Kansas City MO	816	5,025,135	124,584	124,584	2.5%	(23,715)	8,320	14,780	\$11.32
Lafayette County	146	1,308,763	167,698	167,698	12.8%	(8,506)	0	0	\$6.39
Lawrence	657	6,366,032	228,198	230,105	3.6%	(32,954)	15,050	0	\$14.73
Leavenworth County	264	2,560,542	136,469	143,312	5.6%	35,540	0	0	\$12.75
Midtown	409	3,537,792	160,453	162,441	4.6%	3,025	0	0	\$14.69
Northeast Johnson Co.	571	9,229,474	903,809	912,854	9.9%	(332,791)	195,719	47,771	\$15.36
Northwest Johnson Co.	560	9,939,624	415,308	461,332	4.6%	(48,200)	450	0	\$13.31
Ottawa	136	1,175,986	32,744	32,744	2.8%	18,625	0	0	\$5.50
Outer South Kansas C.	268	1,996,192	44,452	44,452	2.2%	(12,922)	0	0	\$7.92
Outlying KC MO	201	1,806,168	21,208	21,208	1.2%	32,165	25,440	0	\$8.12
South Johnson County	954	14,908,925	719,745	744,311	5.0%	201,583	48,659	7,900	\$15.85
South Kansas City MO	556	6,483,110	690,996	690,996	10.7%	7,692	0	6,000	\$11.87
Southeast Jackson Co.	476	6,015,131	294,067	300,203	5.0%	(70,820)	0	0	\$15.51
St Joseph	585	7,899,951	347,784	356,041	4.5%	155,780	40,794	10,877	\$8.93
Topeka	1,155	14,110,052	993,570	993,570	7.0%	(138,762)	0	0	\$10.02
Ward Parkway	200	2,377,950	76,130	76,130	3.2%	18,259	5,400	0	\$13.23
West Bottoms	75	332,510	3,600	3,600	1.1%	2,600	0	0	\$41.63
Totals	13,184	160,243,685	8,332,793	8,499,027	5.3%	679,329	844,799	178,978	\$12.96

Source: CoStar Property®

Historical Rental Rates

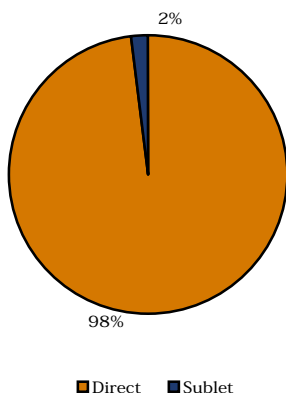
Based on NNN Rental Rates



Source: CoStar Property®

Vacancy by Available Space Type

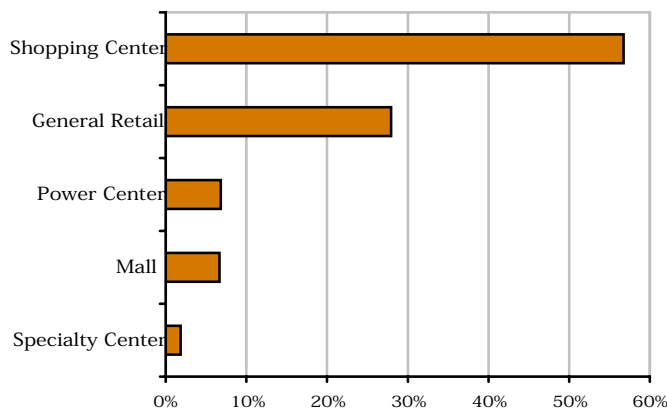
Percent of All Vacant Space in Direct vs. Sublet



Source: CoStar Property®

Vacancy by Building Type

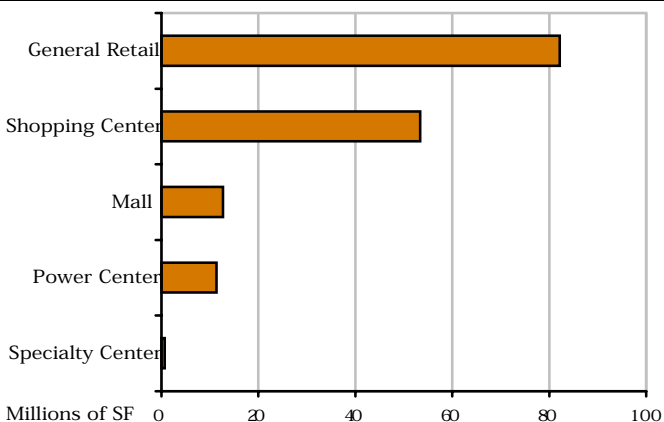
Percent of All Vacant Space by Building Type



Source: CoStar Property®

GLA By Building Type

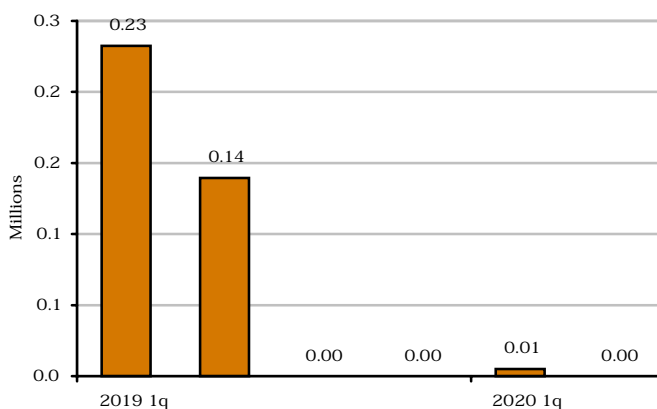
Ratio of Total GLA by Building Type



Source: CoStar Property®

Future Space Available

Space Scheduled to be Available for Occupancy*

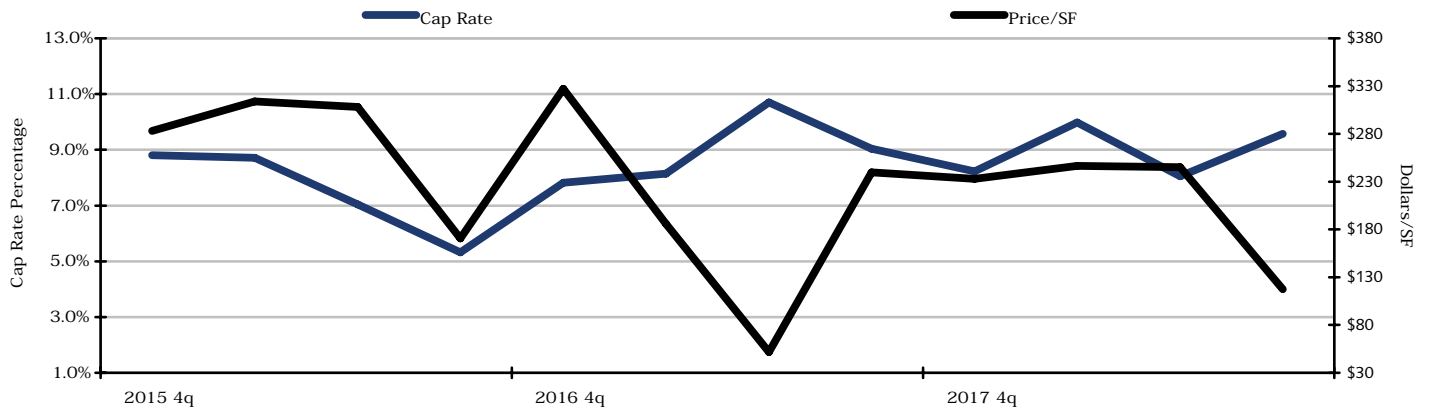


* Includes Under Construction Spaces

Source: CoStar Property®

The Optimist Sales Index

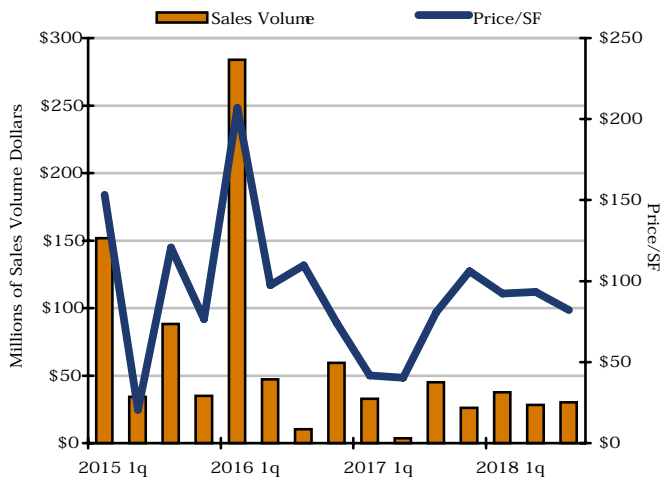
Average of Two Highest Price/SF's and Two Lowest Cap Rates



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

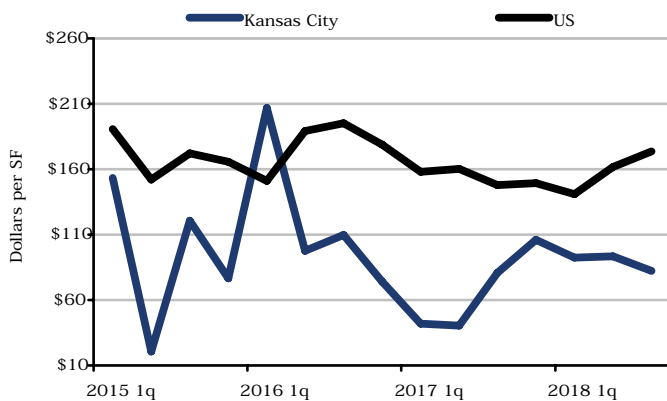
Based on Retail Building Sales From Oct. 2017 - Sept. 2018

Bldg Size	#	RBA	\$ Volume	Price/SF	Cap Rate
< 25,000 SF	78	584,300	\$152,370,069	\$ 260.77	6.91%
25K-99K SF	14	692,095	\$64,794,266	\$ 93.62	7.97%
100K-249K SF	4	503,323	\$40,133,000	\$ 79.74	11.35%
>250K SF	-	0	\$0	\$ -	-

Source: CoStar COMPS®

U.S. Price/SF Comparison

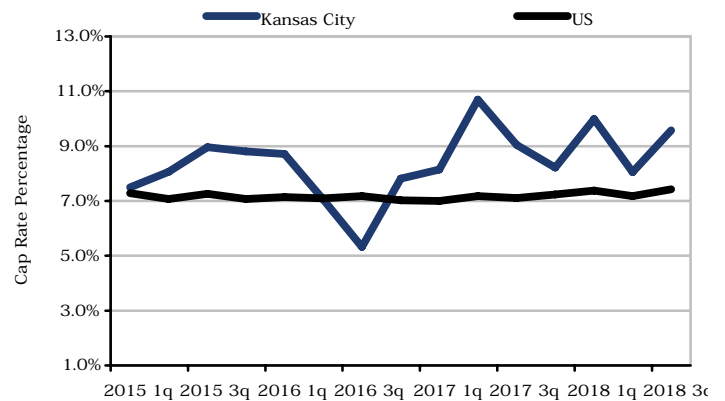
Based on Retail Building Sales of 15,000 SF and Larger



Source: CoStar COMPS®

U.S. Cap Rate Comparison

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



Source: CoStar COMPS®