MadisonMarquette
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MARKET AT A GLANCE

WASHINGTON, DC
OFFICE MARKET REPORT
FOURTH QUARTER 2018

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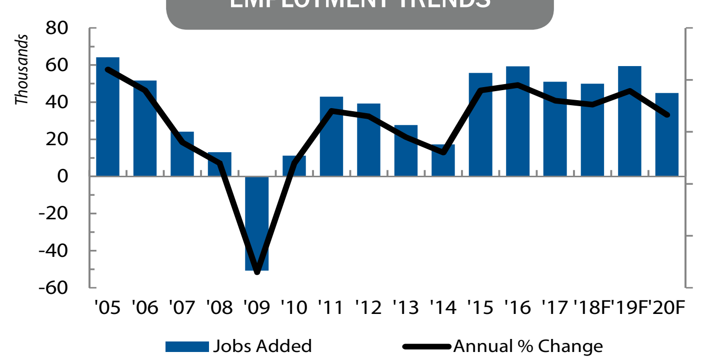
ECONOMIC OVERVIEW

Employers in the Washington D.C. metropolitan extended their hiring spree by adding a net 53,600 new jobs during the prior 12 months ending December 2018, representing a 1.6% annual increase. The Professional & Business Services industry sector accounted for one-third of the annual employment gains, adding 17,900 jobs (a 2.4% increase). The Leisure & Hospitality (11,900 jobs); Mining & Construction (7,300 jobs); and Trade, Transportation & Utilities (6,900 jobs) sectors accounted for another 49% of the annual job growth. As a result of the healthy employment gains, the D.C. metro area's unemployment rate has declined 40 basis points to 2.9% over the prior 12 months, reaching its lowest level since April 2018.

Payroll employment within the District of Columbia grew by a modest 2,300 jobs since December 2017. Leisure & Hospitality added the most jobs over the year (2,100 jobs) followed by Financial Activities (1,500 jobs); Professional & Business Services (1,200 jobs); and Information (1,000 jobs). Meanwhile, the largest declines were reported in Education & Health Services (1,600 jobs), Government (1,500 jobs) and Other Services (1,200 jobs).

The Washington D.C. regional economy continues to experience diversification, and Amazon's selection of Arlington, Virginia as one of its new HQ locations validates the region's appeal to technology firms and large companies in other industries seeking access to a highly educated workforce. As the economy enters its mature phase in the cycle, the region will continue to add jobs, but at a decelerating pace. According to the Center for Regional Analysis at George Mason University, the regional economy is forecasted to create an average of 33,200 jobs from 2019 through 2020, which is below the average job growth rate of 38,800 per year since 2000.

EMPLOYMENT TRENDS



Source: U.S. Bureau of Labor Statistics, Center of Regional Analysis at George Mason University

EMPLOYMENT GROWTH BY SECTOR

	CURRENT READING	12-MONTHS PRIOR READING	ANNUAL CHANGE	HEALTH (Improving or Declining)
Mining & Logging & Construction	166.8	159.5	4.6%	▲
Manufacturing	56.7	54.7	3.7%	▲
Trade, Transportation & Utilities	427.9	421.0	1.6%	▲
Information	75.4	74.9	0.7%	▲
Financial Activities	157.7	158.6	-0.6%	▼
Professional & Business Services	766.5	748.6	2.4%	▲
Education & Health Services	453.2	449.8	0.8%	▲
Leisure & Hospitality	337.9	326.0	3.7%	▲
Other Services	208.7	210.6	-0.9%	▼
Government	713.0	706.5	0.9%	▲
Totals	**3363.8**	**3,310.2**	**1.6%**	▲

Source: U.S. Bureau of Labor Statistics; Employment Data as of November 2018
All Employees, in Thousands

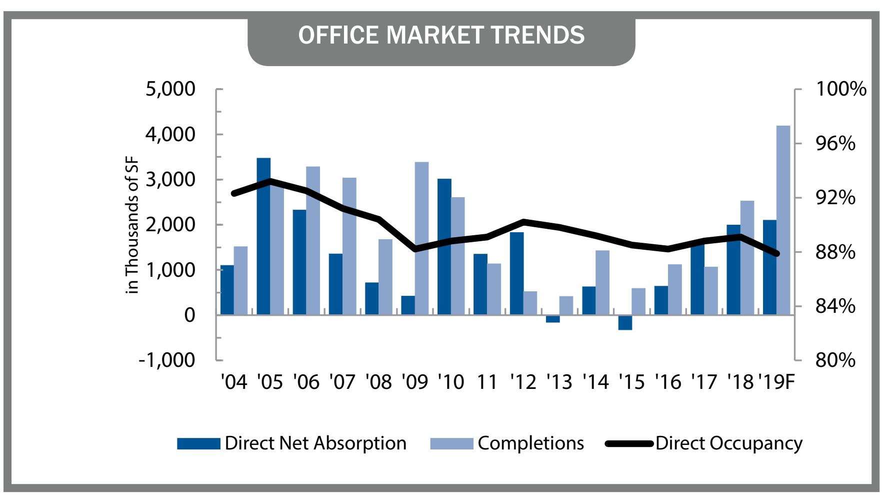
OFFICE MARKET ASSESSMENT

The District of Columbia office market completed an active year by posting a net 129K SF of direct absorption gains during the fourth quarter, improving its yearly total to more than 1.9 million SF in 2018. Despite the solid absorption gains, market-wide occupancy rates subsided by 30 basis points to 89.1%, as speculative construction deliveries outpaced leasing demand. The Class A property sector drove quarterly gains with a net 151K SF of direct space absorbed, bringing their 2018 total to nearly 2.4 million SF. Occupancy rates in Class A product improved by 20 basis points over the past year to 88.3%. Meanwhile, Class B properties recorded negative 34K SF of direct net absorption during the fourth quarter, and experienced 453K SF of occupancy losses in 2018. As a result, Class B occupancy rates have declined by 120 basis points to 90.7% since the end of 2017.

Quarterly absorption gains during the second half of 2018 were largely driven by sizeable lease commencements in existing buildings. However, construction deliveries with prelease commitments will play a vital role in occupancy gains and losses going into 2019. Tenants with significant prelease commitments in office construction projects scheduled to deliver during the oncoming 12 months include: The Advisory Board Company (523KSF at 655 New York Ave NW), The United States Department of Justice (523K SF at Four Constitution Square), Internal Finance Corp. (144K SF at 2100 K St NW), The National Association of Broadcasters (130K SF at One M), Urban Institute (120K SF at 500 L'Enfant Plaza SW), and Baker Botts (103K SF at 700 K St NW) among others. Major lease transactions executed during the fourth quarter included Williams & Connolly (292K SF pre-lease at The Wharf II), District Department of Transportation (214K SF pre-lease at 250 M Street), and DLA Piper (209K SF renewal at 505 9th St).

FORECAST

- Workspace densification and consolidation trends will continue through increased use of technology, teleworking, and shared workspaces, which could keep a lid on leasing demand below its historic norm.
- Developers will continue to bring new product to the market, encouraged by strong demand for new trophy office space, but should be cautious about preventing an oversupply situation with 4.2 million SF of competitive office space scheduled for delivery in 2019.
- As new product continues to capture a greater share of leasing activity, owners of Class B buildings with significant vacancy in the core submarkets will remain aggressive in enticing tenants through generous concession packages and capital improvements to better position their assets.



EMPLOYMENT FORECAST:
The Washington D.C. regional economy continues to experience diversification, with healthy employment gains in the Professional & Business Services and Education & Health Services sectors. According to the Center for Regional Analysis at George Mason University, the D.C. metro area is forecasted to create an average of 33,200 jobs from 2019 to 2020.

HOME TO 15 FORTUNE 500 COMPANIES:
Washington D.C. houses government affairs offices for numerous Fortune 1000 companies in a variety of industries. This includes 15 Fortune 500 companies headquartered in the Greater Washington region.

RANKED 4TH FOR CRE INVESTMENT:
The Association of Foreign Investors in Real Estate (AFIRE) ranked Washington, D.C. as the #4 U.S. city for real estate investment in 2017. The DC region posted more than $8 billion in investment office sales in 2018, with foreign investors accounting for 42% percent of those deals.

MARKET TREND INDICATORS

	Current Quarter	Change from Previous Quarter	Change from Previous Year	12-month Forecast
Direct Occupancy	89.1%	►	▼	▼
Trailing 12 mos. Direct Net Absorption	1,922,336	▼	▲	▲
Under Construction	6,552,703	▲	▲	▼
Direct Asking Rents	$54.07	▲	▼	▲

“As flight to quality, workspace densification and consolidation trends remains evident in the office sector, owners are increasingly looking for ways to enhance their building’s image and amenities through capital improvements in order to stay competitive in today’s less than robust office leasing environment.”

EDDIE C. TRUJILLO
Senior Vice President, Regional Director
Eastern Division

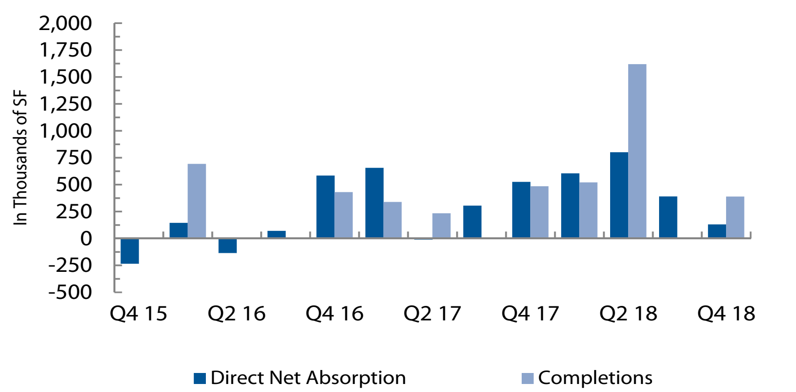
SUBMARKET OCCUPANCY RANKING

Rank	Submarket	Occupancy Rate	Y-O-Y % Change
1	Northeast / Southeast	99.4%	0.6%
2	Georgetown	93.6%	-1.1%
3	Capitol Riverfront	93.6%	-1.1%
4	Uptown	91.8%	-0.3%
5	NoMa	91.1%	4.0%
6	West End	90.8%	0.7%
7	CBD	90.3%	-0.5%
8	East End	87.4%	-0.5%
9	Southwest	86.4%	0.0%
10	Capitol Hill	85.9%	-4.7%

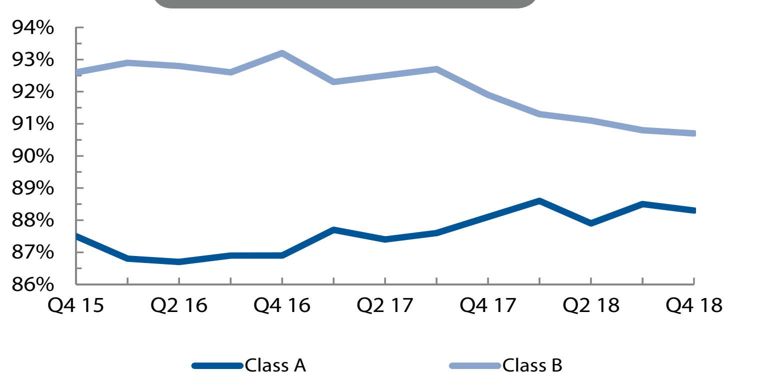
NET ABSORPTION & OCCUPANCY

- The Southwest led all submarkets with a net 81K SF of direct space absorbed, increasing its yearly total to 225K SF in 2018. The GSA commenced occupancy of 47K SF of Class B space at Federal Center Plaza Phase 2 highlighted the submarket’s quarterly movement. Despite the solid absorption gains, occupancy rates remained constant at 86.4% in 2018.
- Capitol Hill witnessed 80K SF of direct net absorption, improving its annual total to 154K SF. A number of tenants moving into a combined 43K SF of Class A space at 700 Penn contributed the quarterly absorption gains. However, Capitol Hill’s occupancy rates experienced a year-over-year decline of 470 basis points to 85.9% as speculative construction deliveries outpaced leasing demand in 2018.
- East End, suffered its second consecutive quarter of negative absorption with a net 184K SF of move-outs. AARP’s 106K SF vacancy at 650 Massachusetts Ave was the largest quarterly tenant movement. Prime Policy Group also gave back 73K SF at 1110 Vermont Ave. Despite its recent sluggish performance, East End lead all DC submarkets in absorption gains with 902K SF in 2018, but has seen occupancy rates decline by 50 basis points to 87.4% over the prior year.
- The North of Massachusetts Ave (NoMa) submarket saw a modest 59K SF of quarterly gains, increasing its yearly direct net absorption tally up to 389K SF. Multiple tenants moving into 35K SF at Uline Arena and DC Workspaces taking down 19K SF at 10 G St highlighted quarterly tenant movement. NoMa’s occupancy rates have improved by 400 basis points to 91.1% during 2018.
- The CBD experienced modest quarterly occupancy gains of 26K SF, increasing the yearly total to 105K SF. The largest occupancy gain involved Akin Gump Strauss Hauer & Feld moving into 183K SF of Class A space at Alexander Court, which was largely negated by WilmerHale’s 175K SF vacancy at 1801 Pennsylvania with their consolidation to existing space nearby. CBD occupancy rates declined by 50 basis points to 90.3% in 2018.

DIRECT NET ABSORPTION VS. COMPLETIONS



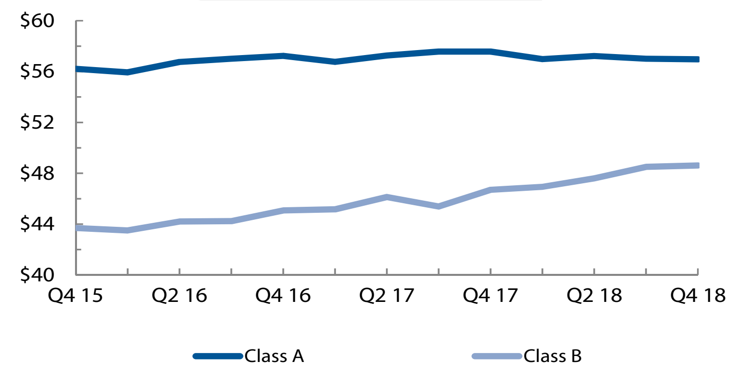
DIRECT OCCUPANCY RATES



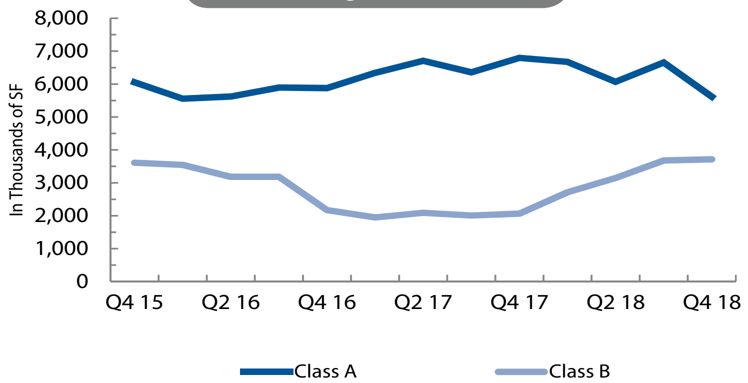
RENTAL RATES & LEASING ACTIVITY

- Overall gross asking rates within the District improved by $0.38 to $54.07 over the quarter but have declined by $0.22 (or 0.4%) over the prior 12 months.
- Class A asking rents experienced a $0.05 decline to $56.96 PSF during the quarter and have dropped by $0.66 (or 1.1%) since the end of 2017. Despite the decline, Class A rents remain $1.42 or 2.6% higher than their low four years ago.
- Class B asking rents climbed by $0.60 during the fourth quarter to $48.66 PSF and appreciated by $2.47 (or 5.3%) in 2018. Class B rents have moved up $6.25 or 14.7% since their cyclical low experienced at the end of 2013.
- The majority of the submarkets experienced annual asking rent growth, with the exception being East End (-1.4%), CBD (-1.8%), NoMa (-2.3%), and the Southwest (-4.5%). The submarkets featuring the largest annual rent growth involved the West End and Northeast/Southeast submarkets at 6.8% and 6.2%, respectively.
- The wave of new construction coming online in the year ahead will drive trophy and Class A rental rate averages higher but effective rents will be under downward pressure as generous concession packages are being offered to attract tenants in the market. Leasing activity is expected to remain in line with its 10-year average, but a growing economy will encourage tenants to consider newer and more efficient quality space options for relocations and expansions.
- Tenant favorable conditions will remain in submarkets where landlords are offering record high concessions in new product. Emerging markets such as Capitol Riverfront, NoMa and Southwest may serve as good options for value-conscious tenants seeking quality space at reduced asking rental rates.
- Leasing volume over the trailing 12 months improved to a combined 9.4M SF of direct space, which is right in line the market's 5-year average and 1.3% above its 10-year average. Annual leasing volume in Class A properties of 5.6 million SF trails its 10-year average by 9.5%, while Class B annual direct leasing activity of 3.7M SF outpaces its 10-year average by 25.2%.

RENTAL RATES
($/SF/Yr. Full Service)



DIRECT LEASING ACTIVITY
Rolling 12-Months



"Aggressive landlords continue to offer attractive concession packages such as free rent and TI allowances as a result of the abundant space options available to a limited number of tenants in the market. Many office users will continue to execute deals early by exercising blend-and-extends, and relocations ahead of their lease expirations in order to lock in relatively low effective rents and cost savings over the long term."

EDDIE C. TRUJILLO
Senior Vice President, Regional Director
Eastern Division

SUBMARKET RENTAL RATE RANKING

Rank	Submarket	Rental Rate	Y-O-Y % Change
1	East End	$56.96	-1.4%
2	Capitol Hill	$56.09	0.0%
3	CBD	$53.86	-1.8%
4	Capitol Riverfront	$53.18	3.7%
5	NoMa	$51.81	-2.3%
6	West End	$51.47	6.8%
7	Georgetown	$48.64	0.7%
8	Southwest	$47.36	-4.5%
9	Uptown	$46.25	5.3%
10	Northeast / Southeast	$31.34	6.2%

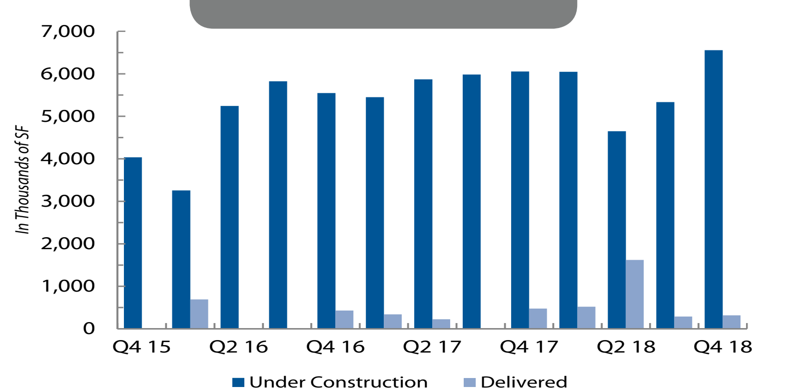
RECENT ANNOUNCEMENTS

- The largest lease inked involved law firm Williams & Connolly securing a 292K SF pre-lease at the second phase of The Wharf located at 690 Maine Avenue SW, with expected occupancy in 2022.
- The DC Department of Transportation signed a 214K SF pre-lease at 250 M Street, which is expected to deliver by early 2021.
- Law Firm DL Piper renewed their 208K SF lease at 505 9th Street NW in the East End submarket.
- The GSA signed a 189K SF renewal for the U.S. Department of State at 2215 Constitution Ave NW.
- U.S. Equal Employment Opportunity Commission signed a lease renewal for 163K SF at One NoMa Station.
- The GSA signed a 134K SF renewal and expansion deal for the Troubled Asset Relief Program (TARP), expanding its footprint up to 134K SF at 1801 L Street NW.
- Meridian Group partnered with an affiliate of WeWork to purchase 1333 New Hampshire Avenue NW. The coworking company contributed 50% of equity in the transaction and signed a lease that will span over 100K SF in the building.
- Law firm Winston & Strawn secured a 92K SF lease at 1901 L Street NW, with expected occupancy in 3Q19.
- Coworking operator Convene inked an 80K SF lease at Hamilton Square, located at 600 14th Street NW.
- Gensler secured a 71K SF lease renewal at 2020 K Street NW in the CBD.
- Coworking company WeWork inked a 67K SF deal at Anthem Row, located at 700 K Street NW in the East End.
- CBRE signed a 55K SF lease at 1900 N Street NW, with occupancy expected in early 2020.
- U.S. Department of Homeland Security signed a 43K SF lease renewal at 1801 L Street NW.
- Young & Rubicam, Inc. leased 42K SF at 1801 K Street NW in the CBD.
- Beveridge & Diamond secured a 41K SF lease at 1900 N Street NW in the CBD, with expected occupancy in mid-2021.

CONSTRUCTION

- The District of Columbia currently has nearly 5.8 million SF of office space under construction and an additional 802K SF of office product under renovation (excluding corporate-owned projects) with delivery dates spanning through early-2021. This new product underway has secured pre-lease commitments for 55.6% of the rentable space.
- The submarkets with the largest concentration of office construction and renovation activity include the East End (2.0M SF at 54.8% pre-leased), Capitol Hill (1.5M SF at 3% pre-leased), the CBD (1.5M SF at 48.0% pre-leased), and NoMa (1.1M SF at 100% pre-leased), which cumulatively account for 92% of the District's office development pipeline.
- Developers delivered two additional construction projects during the final months of the year, adding 316,835 SF of Class A space to the competitive inventory. The construction deliveries consisted of 500 L'Enfant Plaza (215K SF at 74% leased) and 1101 16th St NW (102K SF at 0% leased).
- Construction deliveries for 2018 totaled just over 2.7 million SF of new product and 893K SF of renovation completions. Approximately two-thirds of the construction deliveries occurred in the CBD and East End submarkets.
- Redevelopment and renovation activity continues primarily within the urban core submarkets. There is currently 802K SF of office product (consisting of 6 buildings) undergoing renovations. S.C. Herman & Associates' project at 1441 L St NW in the East End accounts for 28% of this space.
- Looking ahead, developers should be cautious about the construction pipeline to prevent an oversupply situation with nearly 4.2 million SF of competitive office space scheduled for delivery in 2019.
- With job growth projected to decelerate, coupled with densification and large move-outs on the horizon, this provides the potential for an oversupply of older space as the flight to quality trend remains prevalent.

CONSTRUCTION PIPELINE



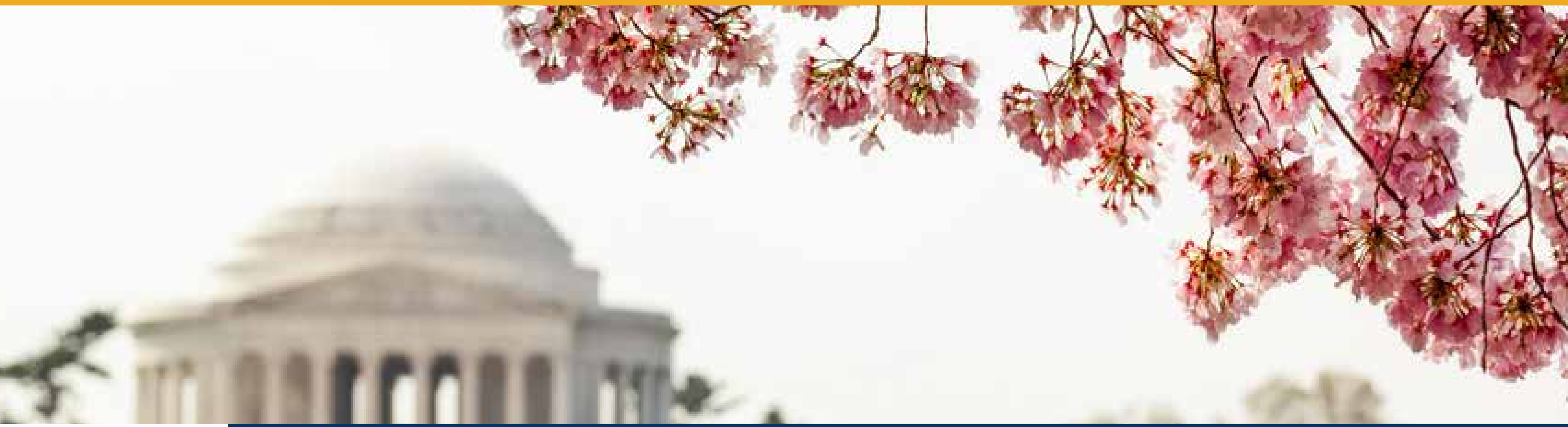
SIGNIFICANT PROJECTS UNDER CONSTRUCTION

PROJECT NAME	RBA (SF)	SUBMARKET	MAJOR TENANT	% PRE-LEASED	DEVELOPER	TARGET DELIVERY
655 New York Ave NW	756,000	East End	The Advisory Board Company	74%	Douglas Development Corp.	2Q19
Capitol Crossing	685,430	Capitol Hill	N/A	3%	Property Group Partners	4Q20
Capitol Crossing	560,000	Capitol Hill	N/A	4%	Trammell Crow	4Q19
Sentinel Square III	545,823	NoMA	FCC	100%	StonbridgeCarras	4Q19
Four Constitution Square	522,550	NoMa	The United States Department of Justice	100%	Meridian Group	2Q19
Anthem Row	350,000	East End	Baker Botts; Equinox ; WeWork; Apple	88%	Tishman Speyer	1Q19
2050 M St NW	336,000	CBD	Paul Hastings LLP	28%	The JBG Companies	4Q19
Capitol Crossing	297,311	Capitol Hill	N/A	0%	S.C. Herman & Associates	4Q20
1900 N St NW	271,067	CBD	Goodwin Procter; Beveridge & Diamond	65%	The JBG Companies	2Q19
250 M St at Canal Park	227,948	Capitol Riverfront	District Department of Transportation	94%	Meridian Group	1Q21
1441 L St (Renovation)	225,000	East End	Spaces	31%	Trammell Crow	1Q19
1901 L St NW	211,228	CBD	Winston & Strawn	54%	Akridge	3Q19
888 16th St (Renovation)	192,203	CBD	N/A	40%	Blake Real Estate	2Q19
2100 L St NW	190,000	CBD	Morrison & Foerster LLP	44%	Monument Realty LLC	2Q20
The Aleck (Renovation)	177,729	East End	N/A	7%	Meridian Group	2Q19

SUBMARKET STATISTICS

Submarket	Total Inventory SF	TOTAL SPACE AVAILABLE Direct Available	Sublease Available	DIRECT OCCUPANCY Direct Occupancy	Y-O-Y Change	DIRECT NET ABSORPTION Current Quarter	Trailing 12-Months	OVERALL RENTAL RATES Avg Rents PSF/Yr	Y-O-Y % Change
CBD	**35,882,732**	**5,345,459**	**789,444**	**90.3%**	**-0.5%**	**25,937**	**104,886**	**$53.86**	**-1.8%**
Class A	20,149,772	3,145,334	483,368	89.2%	0.4%	154,496	380,894	$57.80	-3.1%
Class B	15,350,887	2,193,164	306,076	91.4%	-1.9%	(128,559)	(280,753)	$48.62	1.4%
Class C	382,073	6,961	0	99.2%	1.2%	0	4,745	$47.98	3.4%
East End	**44,815,709**	**8,958,640**	**952,804**	**87.4%**	**-0.5%**	**(184,175)**	**902,115**	**$56.96**	**-1.4%**
Class A	32,743,374	6,242,862	732,335	86.9%	0.1%	(150,834)	1,096,999	$60.51	0.0%
Class B	11,795,023	2,644,832	220,469	88.7%	-1.8%	(42,767)	(204,310)	$50.56	5.9%
Class C	277,312	70,946	0	96.5%	3.4%	9,426	9,426	$46.45	-12.2%
West End	**3,562,369**	**861,303**	**77,847**	**90.8%**	**0.7%**	**31,330**	**23,688**	**$51.47**	**6.8%**
Class A	2,537,762	427,702	24,435	87.7%	1.2%	29,018	29,680	$51.52	6.8%
Class B	928,005	382,051	53,412	98.2%	-0.6%	2,312	(5,992)	$51.24	8.8%
Class C	96,602	51,550	0	100.0%	0.0%	0	0	-	-
Capitol Hill	**4,918,722**	**852,305**	**67,693**	**85.9%**	**-4.7%**	**80,417**	**154,474**	**$56.09**	**0.0%**
Class A	3,913,527	632,461	59,015	84.0%	-7.0%	47,472	110,923	$57.14	-1.3%
Class B	752,023	202,452	1,994	92.7%	6.3%	32,945	47,389	$52.13	2.7%
Class C	253,172	17,392	6,684	95.2%	-1.5%	0	(3,838)	$47.94	14.0%
Capitol Riverfront	**4,525,129**	**392,432**	**44,358**	**93.6%**	**-1.1%**	**(1,906)**	**171,381**	**$53.18**	**3.7%**
Class A	4,021,680	388,974	44,358	92.8%	-1.3%	(1,906)	167,795	$53.18	3.6%
Class B	477,562	0	0	100.0%	0.0%	0	0	$39.00	0.0%
Class C	25,887	3,458	0	100.0%	13.9%	0	3,586	-	-
NoMa	**9,812,598**	**1,255,771**	**24,050**	**91.1%**	**4.0%**	**58,652**	**388,772**	**$51.81**	**-2.3%**
Class A	9,125,526	1,233,358	24,050	90.7%	4.3%	58,652	388,772	$52.99	-1.7%
Class B	641,266	22,413	0	96.5%	0.0%	0	0	$29.00	0.0%
Class C	45,806	0	0	100.0%	0.0%	0	0	-	-
Southwest	**11,914,031**	**1,367,712**	**84,819**	**86.4%**	**0.0%**	**81,496**	**225,000**	**$47.36**	**-4.5%**
Class A	9,667,548	1,038,630	83,408	86.4%	-0.1%	9,136	214,690	$47.81	-5.0%
Class B	2,180,343	303,402	1,411	87.1%	0.5%	72,360	10,310	$45.29	-0.7%
Class C	-	-	-	-	-	-	-	-	-
Georgetown	**2,979,646**	**558,837**	**92,190**	**93.6%**	**-1.1%**	**21,263**	**(32,409)**	**$48.64**	**0.7%**
Class A	1,805,083	249,735	90,190	94.5%	-1.0%	4,545	(17,809)	$51.94	0.0%
Class B	1,119,482	290,053	2,000	93.4%	-1.3%	16,718	(14,600)	$42.98	4.2%
Class C	55,081	19,049	0	65.4%	0.0%	0	0	$45.00	0.0%
Uptown	**6,524,933**	**1,151,783**	**259,196**	**91.8%**	**-0.3%**	**8,685**	**(22,006)**	**$46.25**	**5.3%**
Class A	2,254,217	658,705	137,871	94.6%	0.0%	280	1,147	$51.08	1.0%
Class B	3,628,656	462,075	51,590	89.3%	-0.3%	5,764	(11,576)	$44.67	3.2%
Class C	642,060	31,003	69,735	95.9%	-1.8%	2,641	(11,577)	$32.67	14.5%
Northeast / Southeast	**1,020,969**	**15,505**	**0**	**99.4%**	**0.6%**	**7,458**	**6,435**	**$31.34**	**6.2%**
Class A	82,000	0	0	100.0%	0.0%	0	0	-	-
Class B	630,221	15,505	0	99.0%	1.0%	7,458	6,435	$31.34	6.2%
Class C	308,748	0	0	100.0%	0.0%	0	0	-	-

Washington D.C. Totals	Total Inventory SF	TOTAL SPACE AVAILABLE Direct Available	Sublease Available	DIRECT OCCUPANCY Direct Occupancy	Y-O-Y Change	DIRECT NET ABSORPTION Current Quarter	Trailing 12-Months	OVERALL RENTAL RATES Avg Rents PSF/Yr	Y-O-Y % Change
Class A	86,300,489	14,017,761	1,679,030	88.3%	0.2%	150,859	2,373,091	$56.96	-1.1%
Class B	37,503,468	6,515,947	636,952	90.7%	-1.2%	(33,769)	(453,097)	$48.66	5.3%
Class C	2,086,741	226,039	76,419	95.5%	0.1%	12,067	2,342	$42.35	-2.5%
Overall	**125,890,698**	**20,759,747**	**2,392,401**	**89.1%**	**-0.3%**	**129,157**	**1,922,336**	**$54.07**	**-0.4%**



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METHODOLOGY

TOTAL INVENTORY: THE TOTAL INVENTORY INCLUDES ALL SINGLE AND MULTI-TENANT LEASED OFFICE BUILDINGS WITH AT LEAST 20,000 SQUARE FEET OF GROSS RENTABLE SQUARE FOOTAGE.

TOTAL SPACE AVAILABLE: AVAILABLE SPACE CURRENTLY BEING MARKETED WHICH IS EITHER PHYSICALLY VACANT OR OCCUPIED.

DIRECT SPACE: SPACE THAT IS BEING OFFERED FOR LEASE DIRECTLY FROM THE LANDLORD OR OWNER OF A BUILDING. UNDER CONSTRUCTION SPACE IS NOT INCLUDED IN SPACE AVAILABLE FIGURES.

SUBLEASE SPACE: SPACE THAT HAS BEEN LEASED BY A TENANT AND IS BEING OFFERED FOR LEASE BACK TO THE MARKET BY THE TENANT WITH THE LEASE OBLIGATION.

DIRECT OCCUPANCY RATE: DIRECT SPACE PHYSICALLY OCCUPIED DIVIDED BY THE TOTAL RENTABLE INVENTORY.

DIRECT NET ABSORPTION: THE NET CHANGE IN OCCUPIED DIRECT SPACE OVER A GIVEN PERIOD OF TIME.

UNDER CONSTRUCTION: OFFICE BUILDINGS WHICH HAVE COMMENCED CONSTRUCTION AS EVIDENCED BY SITE EXCAVATION OR FOUNDATION WORK.

DIRECT ASKING RENTS: THE QUOTED FULL-SERVICE ASKING RENT FOR AVAILABLE SPACE EXPRESSED IN DOLLARS PER SQ. FT.

About Madison Marquette

Madison Marquette merged operations with PMRG in June 2018 to create a new leader in commercial real estate. The firm offers PMRG's leasing, property management, investment management and development services, combined with Madison Marquette's specialized development, investment and marketing expertise. Madison Marquette's strength in retail and mixed-use assets joins PMRG's office, medical, industrial and multi-family capabilities to provide national leadership across asset classes. PMRG's dominance in the southern US combines with Madison Marquette's presence in primary gateway markets on both coasts to serve the top institutional owners and investors in the industry. The company provides leasing and management services to a diverse portfolio of 330 assets in 24 states and manages an investment portfolio valued at over $6 billion. The combined company is headquartered in Washington, DC with a major presence in Houston, TX, and transitioned to the Madison Marquette brand on January 1, 2019. With 600 professionals in 13 regional markets, the merged firm is a member of the Capital Guidance group of companies. For additional information about Madison Marquette, visit www.madisonmarquette.com.