

Office Market Report METROPOLITAN CHICAGO

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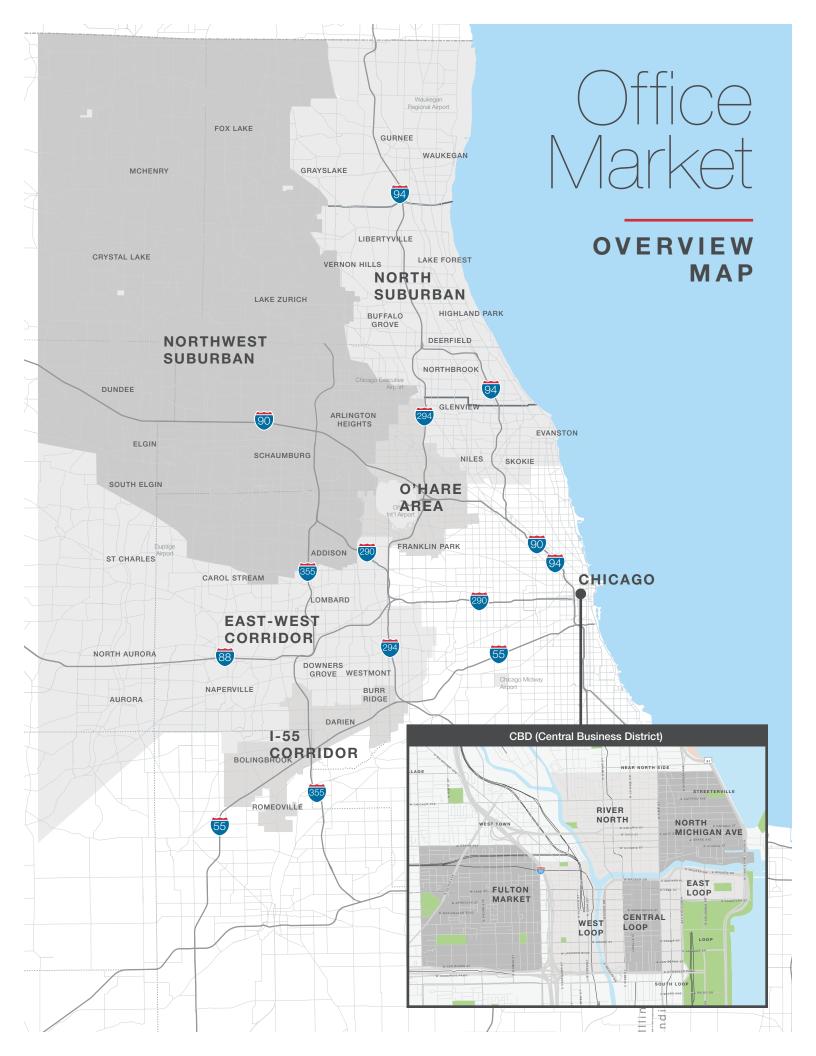






Suburban Office Market Statistics

| Submarket | Total RBA (SF) | Total Vacant (SF) | Direct Vacancy | Sublease Vacancy | Total Vacancy | Availability Rate | 1Q24 Net Absorption (SF) | YTD 2024 Net Absorption (SF) | 1Q24 Leasing Activity (SF) | YTD 2024 Leasing Activity (SF) | Under Construction (SF) | Market Rent Per SF |
|-----------------------|-------------------|----------------------|-------------------|---------------------|------------------|----------------------|--------------------------------|---------------------------------------|-------------------------------------|---|-------------------------------|--------------------------|
| East-West Corridor | 40,118,326 | 10,012,800 | 23.9% | 1.1% | 25.0% | 30.7% | -61,485 | -61,485 | 433,822 | 433,822 | 0 | \$23.57 |
| Class A | 21,357,631 | 5,987,854 | 26.6% | 1.5% | 28.0% | 35.3% | -6,449 | -6,449 | 238,104 | 238,104 | 0 | \$25.40 |
| Class B | 16,707,986 | 3,850,854 | 22.4% | 0.7% | 23.0% | 27.2% | -47,400 | -47,400 | 178,633 | 178,633 | 0 | \$20.98 |
| Class C | 2,080,741 | 174,092 | 8.4% | 0.0% | 8.4% | 10.5% | -7,636 | -7,636 | 17,085 | 17,085 | 0 | \$19.02 |
| I-55 Corridor | 3,337,318 | 526,809 | 15.8% | 0.0% | 15.8% | 19.2% | -24,435 | -24,435 | 13,875 | 13,875 | 0 | \$21.15 |
| Class A | 834,306 | 177,536 | 21.3% | 0.0% | 21.3% | 32.3% | -4,464 | -4,464 | - | - | 0 | \$23.81 |
| Class B | 2,117,567 | 304,692 | 14.4% | 0.0% | 14.4% | 15.2% | -12,277 | -12,277 | 13,875 | 13,875 | 0 | \$18.69 |
| Class C | 385,445 | 44,581 | 11.6% | 0.0% | 11.6% | 13.1% | -7,694 | -7,694 | - | - | 0 | \$19.51 |
| North Suburban | 25,841,064 | 6,763,210 | 25.5% | 0.7% | 26.2% | 30.1% | -179,214 | -179,214 | 260,845 | 260,845 | 0 | \$25.02 |
| Class A | 15,700,905 | 4,718,468 | 29.0% | 1.1% | 30.1% | 34.8% | -198,952 | -198,952 | 144,581 | 144,581 | 0 | \$28.52 |
| Class B | 8,755,778 | 1,780,078 | 20.1% | 0.2% | 20.3% | 23.1% | 22,293 | 22,293 | 89,593 | 89,593 | 0 | \$21.53 |
| Class C | 1,384,381 | 264,664 | 19.1% | 0.0% | 19.1% | 21.8% | -2,555 | -2,555 | 26,671 | 26,671 | 0 | \$18.46 |
| Northwest Suburban | 30,708,968 | 9,982,636 | 30.8% | 1.7% | 32.5% | 34.7% | -5,234 | -5,234 | 181,808 | 181,808 | 0 | \$24.38 |
| Class A | 16,743,938 | 5,523,809 | 30.3% | 2.6% | 33.0% | 37.6% | -2,497 | -2,497 | 77,838 | 77,838 | 0 | \$26.39 |
| Class B | 12,564,659 | 4,346,440 | 33.9% | 0.7% | 34.6% | 33.8% | -439 | -439 | 93,369 | 93,369 | 0 | \$19.01 |
| Class C | 1,400,371 | 112,387 | 8.0% | 0.0% | 8.0% | 8.4% | -2,298 | -2,298 | 10,601 | 10,601 | 0 | \$19.07 |
| 0'Hare | 13,953,766 | 3,215,932 | 21.5% | 1.5% | 23.0% | 28.6% | -168,748 | -168,748 | 169,942 | 169,942 | 0 | \$25.95 |
| Class A | 8,047,009 | 1,952,778 | 22.9% | 1.4% | 24.3% | 31.6% | -75,873 | -75,873 | 137,926 | 137,926 | 0 | \$30.18 |
| Class B | 5,478,978 | 1,195,663 | 20.1% | 1.8% | 21.8% | 25.4% | -88,416 | -88,416 | 32,016 | 32,016 | 0 | \$22.10 |
| Class C | 427,779 | 67,491 | 15.8% | 0.0% | 15.8% | 12.1% | -4,459 | -4,459 | - | - | 0 | \$16.55 |
| Suburban Totals | 113,959,442 | 30,501,387 | 25.6% | 1.2% | 26.8% | 31.0% | -439,116 | -439,116 | 1,060,292 | 1,060,292 | 0 | \$24.20 |
| Class A | 62,683,789 | 18,360,445 | 27.6% | 1.7% | 29.3% | 35.3% | -288,235 | -288,235 | 598,449 | 598,449 | 0 | \$26.45 |
| Class B | 45,610,952 | 11,477,727 | 24.5% | 0.7% | 25.2% | 27.5% | -126,239 | -126,239 | 407,486 | 407,486 | 0 | \$20.65 |
| Class C | 5,664,701 | 663,215 | 11.7% | 0.0% | 11.7% | 13.1% | -24,642 | -24,642 | 54,357 | 54,357 | 0 | \$18.43 |







CBD Office Market Statistics

| Submarket | Total RBA (SF) | Total Vacant (SF) | Direct Vacancy | Sublease Vacancy | Total Vacancy | Availability Rate | 1Q24 Net Absorption (SF) | YTD 2024 Net Absorption (SF) | 1Q24 Leasing Activity (SF) | YTD 2024 Leasing Activity (SF) | Under Construction (SF) | Market Rent Per SF |
|-------------------------|-------------------|----------------------|-------------------|---------------------|------------------|----------------------|--------------------------------|---------------------------------------|-------------------------------------|---|-------------------------------|--------------------------|
| Central Loop | 37,880,901 | 9,795,043 | 24.4% | 1.5% | 25.9% | 30.8% | -470,473 | -470,473 | 191,062 | 191,062 | 0 | \$38.73 |
| Class A | 21,732,453 | 5,467,514 | 23.3% | 1.9% | 25.2% | 31.1% | -219,124 | -219,124 | 82,298 | 82,298 | 0 | \$40.14 |
| Class B | 14,824,431 | 4,132,183 | 26.9% | 1.0% | 27.9% | 31.8% | -243,330 | -243,330 | 106,009 | 106,009 | 0 | \$36.08 |
| Class C | 1,324,017 | 195,346 | 14.8% | 0.0% | 14.8% | 16.3% | -8,019 | -8,019 | 2,755 | 2,755 | 0 | \$18.54 |
| East Loop | 27,406,017 | 6,642,154 | 23.2% | 1.0% | 24.2% | 31.2% | -370,999 | -370,999 | 118,677 | 118,677 | 0 | \$38.86 |
| Class A | 18,000,024 | 4,032,720 | 21.3% | 1.1% | 22.4% | 30.8% | -344,541 | -344,541 | 63,507 | 63,507 | 0 | \$38.95 |
| Class B | 6,755,174 | 1,984,634 | 28.2% | 1.2% | 29.4% | 32.9% | -12,285 | -12,285 | 31,337 | 31,337 | 0 | \$38.16 |
| Class C | 2,650,819 | 624,800 | 23.4% | 0.1% | 23.6% | 29.7% | -14,173 | -14,173 | 23,833 | 23,833 | 0 | \$29.68 |
| Fulton Market | 9,864,110 | 1,750,257 | 15.7% | 2.1% | 17.7% | 24.5% | -11,088 | -11,088 | 102,986 | 102,986 | 887,888 | \$36.68 |
| Class A | 5,494,721 | 977,684 | 14.3% | 3.5% | 17.8% | 26.0% | -52,843 | -52,843 | 46,835 | 46,835 | 887,888 | \$47.42 |
| Class B | 3,100,359 | 600,343 | 19.1% | 0.2% | 19.4% | 22.7% | 41,845 | 41,845 | 30,564 | 30,564 | 0 | \$35.33 |
| Class C | 1,269,030 | 172,230 | 13.2% | 0.3% | 13.6% | 21.6% | -90 | -90 | 25,587 | 25,587 | 0 | \$29.14 |
| NMA | 13,978,161 | 2,228,212 | 14.0% | 1.9% | 15.9% | 24.4% | -158,218 | -158,218 | 24,607 | 24,607 | 0 | \$29.82 |
| Class A | 9,383,710 | 1,615,400 | 14.4% | 2.8% | 17.2% | 23.9% | -151,871 | -151,871 | 24,607 | 24,607 | 0 | \$31.21 |
| Class B | 4,347,521 | 564,651 | 12.7% | 0.3% | 13.0% | 25.4% | -8,097 | -8,097 | - | - | 0 | \$25.00 |
| Class C | 246,930 | 48,161 | 19.5% | 0.0% | 19.5% | 28.5% | 1,750 | 1,750 | - | - | 0 | \$20.18 |
| River North | 18,104,010 | 4,180,894 | 21.2% | 1.9% | 23.1% | 30.1% | 492,205 | 492,205 | 271,519 | 271,519 | 217,000 | \$38.91 |
| Class A | 12,394,111 | 2,695,220 | 19.3% | 2.4% | 21.7% | 30.6% | 643,216 | 643,216 | 196,000 | 196,000 | 217,000 | \$40.86 |
| Class B | 4,270,360 | 959,909 | 21.6% | 0.9% | 22.5% | 26.1% | -167,592 | -167,592 | 54,408 | 54,408 | 0 | \$33.13 |
| Class C | 1,439,539 | 525,765 | 36.5% | 0.0% | 36.5% | 37.8% | 16,581 | 16,581 | 21,111 | 21,111 | 0 | - |
| West Loop | 58,518,443 | 12,675,761 | 18.9% | 2.8% | 21.7% | 28.1% | -310,074 | -310,074 | 483,214 | 483,214 | 0 | \$42.93 |
| Class A | 46,685,240 | 8,728,790 | 15.8% | 2.9% | 18.7% | 25.1% | -232,988 | -232,988 | 399,962 | 399,962 | 0 | \$44.26 |
| Class B | 10,067,432 | 3,555,889 | 32.7% | 2.7% | 35.3% | 42.5% | -30,201 | -30,201 | 62,422 | 62,422 | 0 | \$37.28 |
| Class C | 1,765,771 | 391,082 | 21.4% | 0.8% | 22.1% | 26.0% | -46,885 | -46,885 | 20,830 | 20,830 | 0 | \$37.79 |
| Downtown Totals | 165,751,642 | 37,272,321 | 20.5% | 2.0% | 22.5% | 28.9% | -828,647 | -828,647 | 1,192,065 | 1,192,065 | 1,104,888 | \$40.20 |
| Class A | 113,669,759 | 23,517,328 | 18.3% | 2.4% | 20.7% | 27.7% | -358,151 | -358,151 | 813,209 | 813,209 | 1,104,888 | \$41.21 |
| Class B | 43,365,277 | 11,797,609 | 25.9% | 1.3% | 27.2% | 32.6% | -419,660 | -419,660 | 284,740 | 284,740 | 0 | \$36.29 |
| Class C | 8,696,106 | 1,957,384 | 22.3% | 0.3% | 22.5% | 27.0% | -50,836 | -50,836 | 94,116 | 94,116 | 0 | \$30.30 |
| Metro Chicago Totals | 279,697,068 | 67,773,708 | 22.6% | 1.7% | 24.2% | 29.9% | -1,267,763 | -1,267,763 | 2,252,357 | 2,252,357 | 1,104,888 | - |
| Class A | 176,353,548 | 41,877,773 | 21.6% | 2.1% | 23.7% | 30.6% | -646,386 | -646,386 | 1,411,658 | 1,411,658 | 1,104,888 | - |
| Class B | 88,976,229 | 23,275,336 | 25.2% | 1.0% | 26.2% | 30.0% | -545,899 | -545,899 | 692,226 | 692,226 | 0 | - |
| Class C | 14,360,807 | 2,620,599 | 18.1% | 0.2% | 18.2% | 21.5% | -75,478 | -75,478 | 148,473 | 148,473 | 0 | - |

Suburban Market Summary

Vacancy Rate 26.8%

Chicago's Suburban Office Faces Challenging Start To 2024

Chicago's suburban real estate market softened during the first quarter of 2024 as multiple factors came to a head, including muted demand, tighter restrictions on available capital, and persistent economic uncertainty. Fluctuating interest rates and tightened lending standards pose formidable challenges for property owners, particularly in the Class B and C sectors. These challenges are amplified by the increasing need to upgrade old or obsolete spaces to attract and retain larger tenants.

Moreover, the lingering indecision around the return to office has led to a discussion about office space conversion to ensure those spaces are adequately filled and utilized. Properties already slated for conversion away from office include: the former Sears Campus at 3333 Beverly Rd. in Hoffman Estates, the Atrium Corporate Center at 3800 Golf Rd. in Rolling Meadows, and 1699 E Woodfield Rd. In Schaumburg. These three locations alone will remove more than four million square feet from the Chicago Suburban Office inventory.

In addition, this quarter saw further inventory sold, including: 100 S Milwaukee Ave in Vernon Hills, sold to Avergeris & Associates, Inc. for industrial redevelopment, 2400-2408 E Oakton St in Arlington Heights and sold to Dimeo Brothers for redevelopment into a restaurant.

Leasing activity slowed significantly during the first quarter of 2024, totaling 1.1 million square feet, down 36.8% year-overyear. Notably, this has had a significant effect on Class A space, down 38.3% as flight to quality may have moderated due to slowing job growth locally and some tenants prioritizing cost cutting initiatives. This decrease highlights concerns about potential weakening occupancy trends as both tenants and landlords alike re-evaluate financing and cash flow.

Net absorption totaled -439,116 square feet during the first quarter, marking the third consecutive quarter of negative absorption. Vacancy reached an all-time record high at 26.8%, up a full 1.2% from the previous quarter.

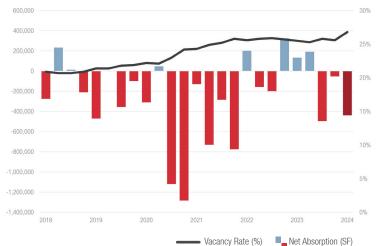
Class A fundamentals softened following six quarters of steady improvement, reporting -288,235 square feet of negative absorption. As larger occupiers struggle with layoffs and

Chicago's suburban real estate market softened during 2024 as multiple factors came to a head, including reduced demand, tighter restrictions on available capital, and persistent economic uncertainty.





Vacancy Rate vs Net Absorption



Market Summary

| Q1 2024 | SF | |
|--------------------------|-------------|-------|
| Market Size | 113,945,426 | |
| Total Vacancy | 30,501,387 | 26.8% |
| Direct Vacancy | 29,170,029 | 25.6% |
| Sublease Vacancy | 1,367,345 | 1.2% |
| Available Space | 35,323,082 | 31.0% |
| QTR Net Absorption | -439,116 | |
| YTD Net Absorption | -439,116 | |
| Under Construction | 0 | |
| QTR New Supply | 0 | |
| YTD New Supply | 0 | |
| QTR New Leasing Activity | 1,060,292 | |
| YTD New Leasing Activity | 1,060,292 | |

downsize existing space, the higher quality buildings they occupied took the brunt of the change. Some of the new tenant movement this quarter included TopCo Associates moving into 92,023 square feet at 2 Pierce PI in Oak Brook and Mahoney Environmental Solutions occupying 24,674 square feet at 1200 Internationale Pky in a deal brokered by NAI Hiffman.





Net absorption totaled -439,116 square feet during the first quarter.



Vacancy reached an all-time high at 26.8%, up from 25.5% one year ago.



The suburban office market registered 1.1 million square feet of new leasing activity during the first quarter.

25.0%

East West Corridor

23.0%

O'Hare

Direct Vacancy Sublease Vacancy

15.8%

I-55 Corridor

Vacancy by Submarket

26.8%

Overall Suburban

26.2%

North Suburbs

32.5%

Northwest Suburbs

The first quarter of 2024 saw several tenants opting to stay in place and renewing their existing leases, putting major real estate decisions on hold amid uncertain economic conditions. Among the largest renewals were Dover Corporation staying in 79,801 square feet at 3005 Highland Pky in Downers Grove, AM Castle & Co renewing 39,361 square feet at 1520 Kensington Rd in Oak Brook, and IB Appliances renewing their 36,885 square foot lease at 3025 Highland Pky in Downers Grove.

Overall asking rents averaged \$24.20/SF during the first quarter, up 0.5% year-over-year. Faced with a combination of maturing loans and looming lease expirations, property owners are left in a difficult position of deciding whether to improve their space or lower rates to entice tenants, both of which prove challenging in an environment where available capital remains difficult to secure.

Absorption vs Leasing Activity



Significant Transactions



3005 Highland Pky Downers Grove 79,801 SF

Tenant Dover Corpora-

tion



Tenant Steris Corporation

New Lease

75 N Fairway Dr



Renewal

1520 Kensington Rd Oak Brook 39,361 SF

East-West Corridor Tenant AM Castle & Co



Renewal

3025 Highland Pky Downers Grove 36,885 SF

East-West Corridor

Tenant **IB** Appliances



Renewal

1833 Centre Point Cir Naperville 27,280 SF

East-West Corridor

Tenant Sedgwick



2021 Spring Rd Oak Brook 26.342 SF

East-West Corridor

Tenant Merrill

CBD Market Summary

Vacancy Rate

Downtown's Office Market Continues to Soften in 2024

Chicago's CBD office market continued to soften during the first quarter with -828,647 square feet of absorption. Vacancy continues to rise to new cyclical highs as landlords have struggled to backfill large blocks of space amid tenant relocations and contractions within the market.

The downtown market registered 1.2 million square feet of new leasing activity during the first quarter of the year, down 42.0% from the previous quarter and the lowest number the market has seen since Q4 2020. Class A properties continue to lead the new leasing, accounting for 813,209 square feet during the first quarter or 68.2% of all new leases signed.

300 N LaSalle inked two of the largest deals of the quarter, with White & Case LLP securing 63,936 square feet and Crowell & Moring LLP taking up 48,966 square feet in the River North submarket.

Overall vacancy continued to rise at 22.5% during the first quarter, a new cyclical high. Since the start of the pandemic, vacancy has risen 970 basis points from 12.8% during the first quarter of 2020. A record amount of sublet space continues to flood the market, with 3.3 million square feet of vacant space. The sublease vacancy rate measured 2.0% during the first quarter.

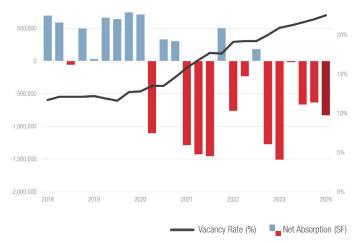
CBD asking rents dipped to \$40.20/SF during the first quarter, down 3.2% year-over-year. Class A asking rents averaged \$41.21/SF, down 3.6% from one year ago. Although asking rents have held relatively steady over the past few years, rising taxes and elevated concessions continue to put downward pressure on effective rents.

There are 1.1 million square feet of new development currently under construction in the CBD. The largest project currently under construction is 360 N Green St in Fulton Market, a 494,000 square-foot, 24-story Class A project owned and developed by Sterling Bay. The building is projected to deliver in the second quarter of 2024 and is already 68.2% preleased by tenants such as Boston Consulting Group and the Greenberg Traurig law firm. Vacancy continues to rise to new cyclical highs as landlords have struggled to backfill large blocks of space amid tenant relocations and contractions within the market.





Vacancy Rate vs Net Absorption



Market Summary

| Q1 2024 | SF | |
|--------------------------|-------------|-------|
| Market Size | 165,751,642 | |
| Total Vacancy | 37,272,321 | 22.5% |
| Direct Vacancy | 33,984,616 | 20.5% |
| Sublease Vacancy | 3,287,705 | 2.0% |
| Available Space | 48,269,023 | 28.9% |
| QTR Net Absorption | -828,647 | |
| YTD Net Absorption | -828,647 | |
| Under Construction | 1,104,888 | |
| QTR New Supply | 0 | |
| YTD New Supply | 0 | |
| QTR New Leasing Activity | 1,192,065 | |
| YTD New Leasing Activity | 1,192,065 | |

While the CBD remains tenant-favored, signs of recovery persist. Though still well below pre-pandemic levels, more than half of Chicago workers are back in the office as employers push their workforce to return to the office setting. Savvy landlord strategies such as spec suites, in-demand amenities and common-area renovations will be key in attracting and retaining tenants moving forward.





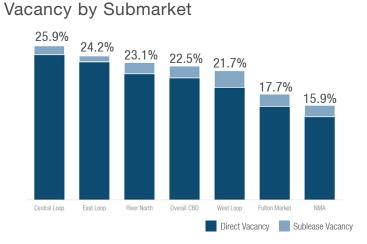




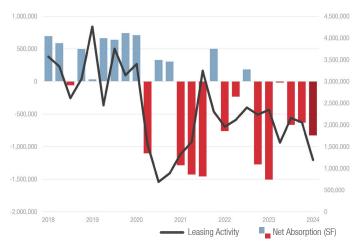
Overall vacancy continues to tick up, hitting a new cyclical high of 22.5% during the first quarter.



The downtown market registered 1.2 million square feet of new leasing activity during the first quarter of the year, down 42.0% from the previous quarter and the lowest number the market has seen since Q4 2020.



Absorption vs Leasing Activity





Significant Transactions



Renewal

1 N Franklin St Chicago 95,000 SF

West Loop

Tenant PNC Bank



New Lease

Chicago 63,936 SF **River North**

Tenant White & Case LLP



New Lease

300 N LaSalle St Chicago 48,966 SF

River North

Tenant Crowell & Moring LLP



Renewal
111 W Jackson Blvd

Chicago 48,619 SF

Central Loop

Tenant Harris and Harris Ltd.



New Lease

10 S Riverside Plz Chicago 36,838 SF

West Loop

Tenant Attorney's Liability Assurance Society



New Lease

24 E Washington St Chicago 33,000 SF

East Loop

Tenant Havas

Suburban Office Capital Markets Overview

COMPARING Q1 2023 TO Q1 2024 by Arthur Burrows SUBURBAN Q1 2023 MARKET SNAPSHOT 1.6M \$160.0M 8 \$100 5 1 7M \$108.3M Q1 2024 \$65 SF Sold Sales Volume Avg Sales Price PSF Sales Transactions Q1 2023 Q2 2023 Q3 2023 Q4 2023 Q1 2024 TOTAL SALES VOLUME \$100.3M \$314.7M \$160.0M \$109.9M \$108.3M TOTAL SF SOLD 1.6M 2.1M 3.5M 1.7M 1.7M **# BUILDINGS SOLD** 8 9 7 8 5 **# OF TRANSACTIONS** 9 8 7 7 5 PORTFOLIO TRANSACTIONS 1 0 0 0 1

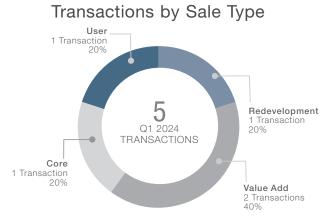
Crickets. An appropriate description of core and core plus suburban Chicago office sales transaction volume. The list of these transactions is short. Of the forty-three suburban Chicago office transactions since Jan '23 greater than 75K NRSF, we classify four transactions as core and core plus, or 9% of the transactions. These include Prime Finance's Mar '24 sale of Schaumburg Towers, Blackstone's Nov '23 sale of Oakbrook Terrace Tower, Sovereign Partners' Feb '23 sale of the 1700 & 1900 E Golf Rd buildings, and 90 North RE Partners' Jan '23 sale of 21440 W Lake Cook Rd. These four transactions represent \$237.7M in sales volume, 2.5M NRSF, with an average PSF sale price of \$95. Note that transactions representing land acquisition for redevelopment, for example data centers, are excluded.

If we redefine "transaction volume" to include transfers to or transfers in process to lenders, we discovered robust transaction activity in the past 15 months. Since Jan '23, we have identified fifteen properties within this new definition totaling \$719M in aggregate loan balance, 6.5M NRSF, and an average loan of \$111 PSF. This aggregate loan balance is triple the Q1 2024 dollar sales volume; 2.6 times the NRSF sold. Of these fifteen properties, 3005 Highland Parkway in Downers Grove is the only property listed for sale by the lender, JP Morgan Chase. Eight, or 53%, of these properties are in the EW Corridor, four, or 27%, are in the O'Hare submarket, and three, or 20%, are in the NW submarket. The status of these loans vary from receiver in place, to foreclosure underway, to REO. CMBS/CLO loans represent 73% of loan total, life co loans represent 20%, and bank loans represent 7%. Given the prevailing lender mind set of not investing in REO property, we would expect many

of these properties will be listed for sale as soon as REO status is reached over the next six to twelve months.

We continue to recommend that private investors consider the mid-cap office market, which we define as properties less than 75K RSF, as this subsector offers attractive opportunities relative to the core and core plus sectors. The syndicator cap stack is typically 50% equity which will generate debt options. Properties with varying lease terms and no anchor tenants significantly reduce the risk profile as tenants tend to be sticky. In addition, the vacancy rate of mid-cap properties and single-story complexes is less than half of the overall market, TI costs are more favorable, and the typical PSF acquisition costs work in today's climate.

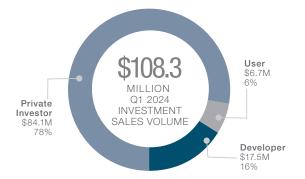
There were five transactions in Q1 2024, generating a sales volume of \$108.3M, which is 33% below the Q1 2023 total of \$160M. Two of the five transactions were in the EW Corridor, two were in the North submarket, and one was in the Northwest submarket. The 882K SF Schaumburg Towers



Number of Deals / Volume / % of Total



Buyer Pool Composition



office complex was sold by the first mortgage lender, Prime Finance, to Florida-based Sigma Plastics Group for \$74M or \$84 PSF. Prime Finance's original loan amount was \$95.5M. A \$14.5M mezzanine loan was wiped out. Similar to the buyer of Oakbrook Terrace Tower in Nov '23, the buyer's wealth came from non-real estate investment activity, a trend we expect to continue to see until the funds re-enter the market.

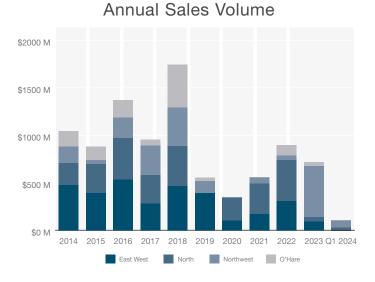
There were four loans refinanced in Q1 2024 totaling \$35.9M or \$62 PSF versus ten loans in Q1 2023 totaling \$ 76.9M or \$67 PSF, a 53% reduction in dollar amount. The four loans were comprised of one core asset representing \$19.9M, or 55% of the loan volume, the remainder of these loans were between \$5 and \$7M. The core asset loan was funded by a financial firm, the remainder of these loans were funded by regional/local banks. The chart below shows the dramatic decline in dollar loan volume over the last five calendar years from \$1,065M in 2019 to \$347M in 2023. CRE interest rates moved from an estimated 3.6% in September in 2022, peaking at 7.2% in October, falling to a current rate estimated at 6.7%. These interest rates reflect an average rate for core asset class properties.

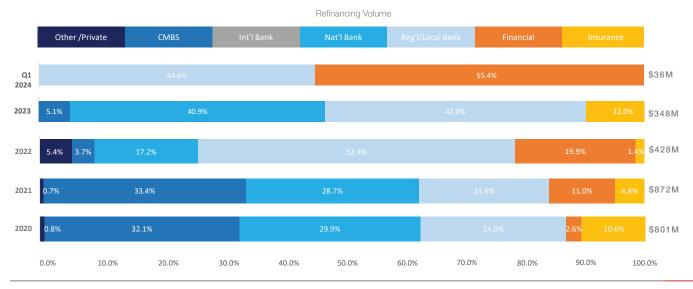
We started the year excited about the prospect of multiple rate cuts by the Fed. Due to an increase in the rate of

Seller Pool Composition



inflation from 3.1% in Jan '24 to 3.5% in Mar '24, this excitement was short lived and replaced with hope that the Fed will implement reductions in the second half of 2024. The Mortgage Bankers Association estimated that nationwide \$300B in 2023 loan maturities were extended to 2024. These extensions were in part dependent upon more favorable interest rates projected in 2024 following multiple FED rates reductions.





Conventional Refinancing: 2020 - Q1 2024

Economic Overview

Looking forward, significant headwinds remain as elevated inflation, rising interest rates, and global economic uncertainty put downward pressure on consumer spending and the financial.

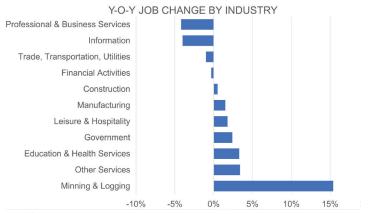
Unemployment Rate

2024 Total Nonfarm Job Growth

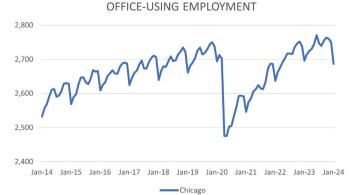
Y-O-Y Office-Using Employment **-8,600**

Economic Indicators Uneven In 2024

- The U.S. economy is navigating a complicated landscape marked by moderate growth, tempered by ongoing inflationary pressures and a cautious Federal Reserve.
- Consumer spending continues to be robust, supporting the broader economy, but high inflation remains a concern, prompting the Fed to maintain elevated interest rates to curb price increases.
- The U.S. labor market has remained resilient following an initial downturn during the beginning of the pandemic, averaging 400,000 new jobs added monthly since the beginning of 2021, although the pace of job creation has shown signs of slowing.
- Unemployment remains below pre-pandemic levels at 3.7% as of January 2024.
- Looking forward, significant headwinds remain as elevated inflation, rising interest rates, and global economic uncertainty put downward pressure on consumer spending and the financial markets.
- Locally, Chicago's economy saw the unemployment rate rise to 4.8% as of January 2024.
- Total nonfarm employment dipped locally, down 136,500 jobs during the first month of the year.
- Chicago has seen year-over-year growth in several job sectors, led by the Mining and Logging (15.4%) and Other Services (3.4%) sectors.

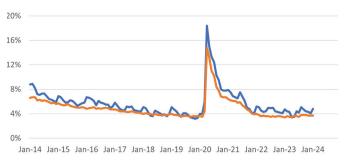






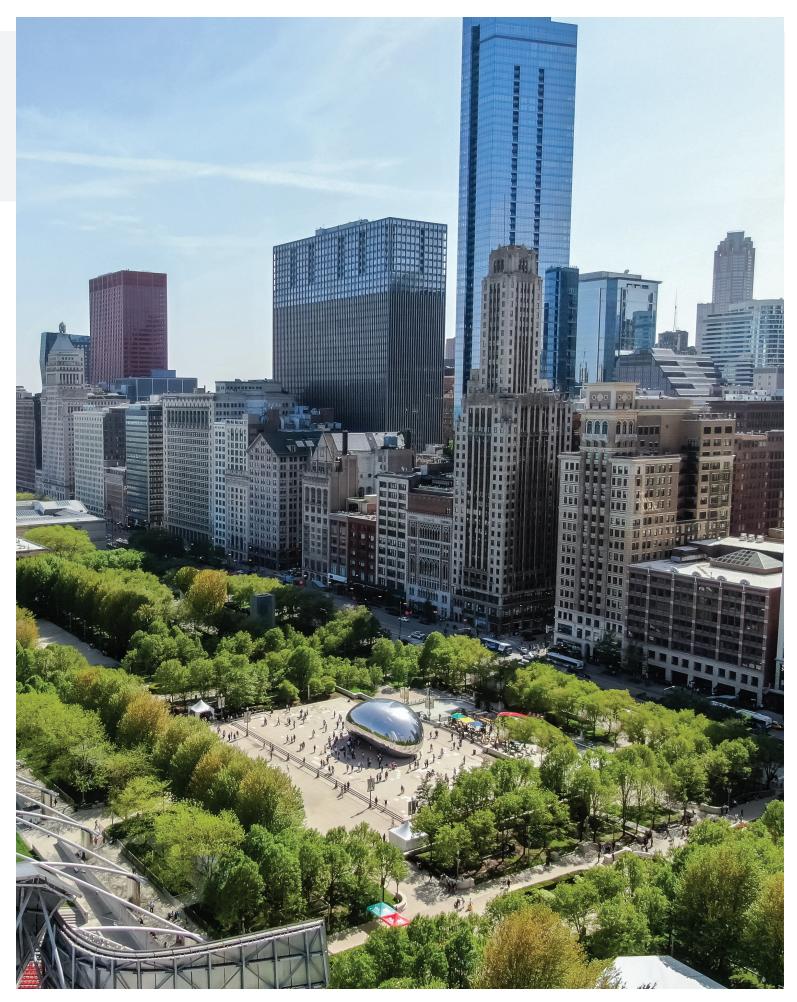


UNEMPLOYMENT RATE



- Chicago

-US



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Executive Leadership

John Heiberger CEO 630 693 0690 jheiberger@hiffman.com

Michael Flynn, CCIM, SIOR COO 630 691 0600 mflynn@hiffman.com

Ann Wallin CFO 630 317 0707 awallin@hiffman.com

Bob Assoian Executive Managing Director 630 317 0761 bassoian@hiffman.com

Sarah Cannella Managing Director 630 317 0719 scannella@hiffman.com

Office Services

Jim Adler Executive Vice President 630 691 0605 jadler@hiffman.com

Stephen Chrastka Executive Vice President 630 317 0746 schrastka@hiffman.com

Connor Dale Associate Broker 630 317 0766 cdale@hiffman.com

Tabitha Dozier Senior Associate Broker 630 693 0676 tdozier@hiffman.com

Brian Edgerton Senior Vice President 630 693 0671 bedgerton@hiffman.com

Aubrey Englund Executive Vice President 630 693 0679 avanreken@hiffman.com

Caroline Firrantello Senior Associate Broker 630 389 8906 cfirrantello@hiffman.com

Perry Higa Executive Vice President 630 693 0684 phiga@hiffman.com Carrie Szarzynski Senior Managing Director 630 317 0718 cszarzynski@hiffman.com

Gail Vermejan Managing Director 630 693 0683 gvermejan@hiffman.com

David Petersen Chairman 630 691 0691 dpetersen@hiffman.com

Dennis Hiffman Founder & Chairman Emeritus 630 691 0616 dhiffman@hiffman.com

Patrick Kiefer Executive Vice President 630 693 0670 pkiefer@hiffman.com

John Menzies Associate Broker 630 317 0777 jmenzies@hiffman.com

Dan O'Neill Executive Vice President 630 691 0610 doneill@hiffman.com

Jack Reardon Senior Vice President 630 693 0647 jreardon@hiffman.com

Michael Van Zandt Executive Vice President 630 368 0848 mvanzandt@hiffman.com

Christiana von Aulock Associate Broker 630 317 0781 cvonaulock@hiffman.com

Jason Wurtz Executive Vice President 630 693 0692 jwurtz@hiffman.com



Industrial Services

Doug Altenberger Vice President 630 693 0699 daltenberger@hiffman.com

John Basile Executive Vice President 630 693 0641 jbasile@hiffman.com

Steven Bass Executive Vice President 630 317 0738 sbass@hiffman.com

Mark Baumhart, CCIM Senior Vice President 630 691 0550 mbaumhart@hiffman.com

Jack Brennan Executive Vice President 630 317 0754 jbrennan@hiffman.com

Joe Bronson, SIOR Executive Vice President 630 317 0725 jbronson@hiffman.com

Bill Byrne Associate Broker 630 389 8907 bbyrne@hiffman.com

John Cash, SIOR Executive Vice President 630 691 0609 jcash@hiffman.com

Retail Services

Dan Hiffman Vice President 630 693 0655 dan@hiffman.com

Capital Markets

Arthur Burrows Senior Vice President 630 693 0675 aburrows@hiffman.com

Arthur Glowinski Financial Analyst 630 691 0619 aglowinski@hiffman.com

Thomas Gnadt Senior Associate Broker 630 693 0659 tgnadt@hiffman.com Steve Connolly, SIOR Executive Vice President 630 693 0642 sconnolly@hiffman.com

Kelly Disser Executive Vice President 630 317 0721 kdisser@hiffman.com

Packy Doyle Vice President 630 691 0601 pdoyle@hiffman.com

Paddy Dwyer Associate Broker 630 389 8920 pdwyer@hiffman.com

Nick Feczko Associate Broker 630 693 0668 nfeczko@hiffman.com

Michael Freitag Executive Vice President 630 693 0652 mfreitag@hiffman.com

Chris Gary Executive Vice President 630 693 0694 coary@hiffman.com John Gearen Vice President 847 698 7404 jgearen@hiffman.com

Paul Gearen Brokerage 847 698 7407 pgearen@hiffman.com

Bruce Granger Senior Vice President 630 693 0648 bgranger@hiffman.com

David Haigh Executive Vice President 630 693 0649 dhaigh@hiffman.com

Terry Herlihy Executive Vice President 630 693 0664 therlihy@hiffman.com

Daniel Leahy, SIOR Executive Vice President 630 691 0604 dleahy@hiffman.com

Mark Moran Executive Vice President 630 693 0656 mmoran@hiffman.com

Larry Much, SIOR Executive Vice President 630 691 0606 Imuch@hiffman.com

Marketing

Heidi Kushner Director of Marketing Services 630 317 0713 hkushner@hiffman.com

Karl Alsens Julie Elsner Elitza Hyman Karen Kirian Jordyn Krejci Megan Lehman Alison O'Connell Yesenia Ortega

Research

Nick Schlanger Director of Research Services 630 693 0645 nschlanger@hiffman.com

David Mathis Research Analyst 630 317 0689 dmathis@hiffman.com Jack Pappas Associate Broker 630 317 0775 jpappas@hiffman.com

Adam Roth, CCIM, SIOR Executive Vice President 630 691 0607 aroth@hiffman.com

Adam Stokes Executive Vice President 847 697 7401 astokes@hiffman.com

Stephen Sullivan Vice President 847 610 0123 ssullivan@hiffman.com

Alex Sutterer Vice President 630 693 0644 asutterer@hiffman.com

Harrison Taylor Associate Broker 630 389 8931 htaylor@hiffman.com

Eric Tresslar Executive Vice President 630 693 0650 etresslar@hiffman.com

John Whitehead Executive Vice President 630 693 0643 jwhitehead@hiffman.com

Matt Hronick Creative Director 630 693 0693 mhronick@hiffman.com

Gabby Rabianski Janice Ridderhoff Angelika Spiewak Zainab Tapal Dan Vatch Betty Wasilewski Alyssa Zerfass Tracey Zommer

Dan Worden Research Analyst 630 389 8932 dworden@hiffman.com

Executive Vice President 630 317 0729 ajohnson@hiffman.com

Adam Johnson

Patrick Sullivan Executive Vice President 630 317 0797 psullivan@hiffman.com

For further information about our market or specialty reports, please contact

NICK SCHLANGER Director of Research Services nschlanger@hiffman.com 630 693 0645



ONE OAKBROOK TERRACE SUITE 400 OAKBROOK TERRACE IL 60181

hiffman.com 630 932 1234

@naihiffman

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