

MARKET TRENDS | **SEATTLE**

RETAIL

**3RD QUARTER
2019**

▼ VACANCY | ▼ UNEMPLOYMENT | ▲ RENTAL RATE | ▼ CONSTRUCTION DELIVERIES

TOP SALE TRANSACTIONS FOR 3Q 2019

Property	Submarket	Square Feet	Sale Price	Price/SF	Buyer	Seller
Modern Digital (3 Properties)	Seattle CBD	41,344	\$72,000,000	\$1,741.49	Concord Pacific	Crescent Heights
Overlake East Center (3 Properties)	520 Corridor	90,325	\$41,000,000	\$453.92	Merlone Geier Mgmt., Inc.	G. Group Property Mgmt.
Tacoma Central (5 Properties)	Tacoma Suburban	111,611	\$29,850,000	\$267.45	Bianco Properties	Kimco Realty Corp.
Rainier View Marketplace (4 Properties)	Spanaway	74,480	\$17,300,000	\$232.28	Kevin & Elain McDonald	Northwest Retail Partners
Tabit Village Square	Mercer Island	16,106	\$12,000,000	\$745.06	SRM Development	Tabit Partners

TOP LEASE TRANSACTIONS FOR 3Q 2019

Property	Address	Square Feet	Date	Landlord	Tenant
1101 Outlet Collection Way	Federal Way/Auburn	154,000	July 2019	Washington Prime Group Inc.	FieldHouseUSA
1500 W Armory Way	Queen Anne/Magnolia	21,003	July 2019	1550 Armory LLC	HomeGoods
601-607 Pine St	Seattle CBD	16,943	July 2019	L&B Realty Advisors, LLP	Undisclosed
500 SW Grady Way	Renton/Tukwila	15,000	July 2019	Pacific Coast Ventures, LLC	Undisclosed
Georgetown Center	South Seattle	13,859	September 2019	Spire Georgetown Center LP	P.W. Enterprises Group, Inc.

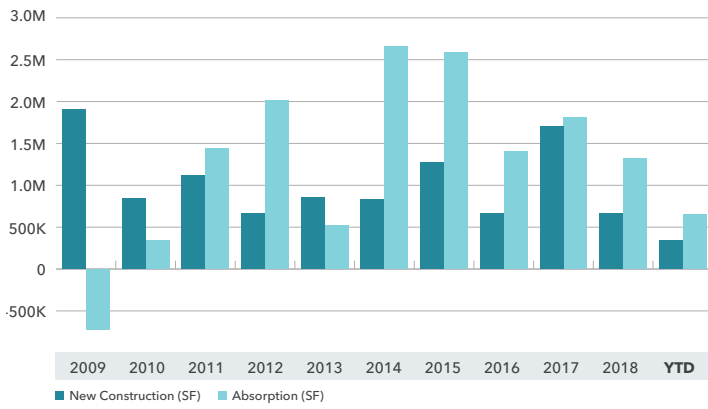
TOP UNDER CONSTRUCTION

Property	Address	Submarket	Square Feet	Owner	Delivery Date
5138 Grand Loop	5138 Grand Loop	Tacoma	127,900	McBride Cohen Mgmt. Group LLC	August 2020
Waterwalk @ Point Ruston	5123 Yacht Club Rd	Tacoma	106,810	McBride Cohen Mgmt. Group LLC	December 2019
The Village @ Totem Lake	12031-12636 NE Totem Lake Way	Kirkland	100,000	CenterCal Properties, LLC	May 2020
Rainier Square	401 Union St	Seattle	79,000	NY State Teacher's Retirement System	October 2020
The Village @ Totem Lake Bldg C	12640 Totem Lake Blvd	Kirkland	50,000	CenterCal Properties, LLC	December 2020

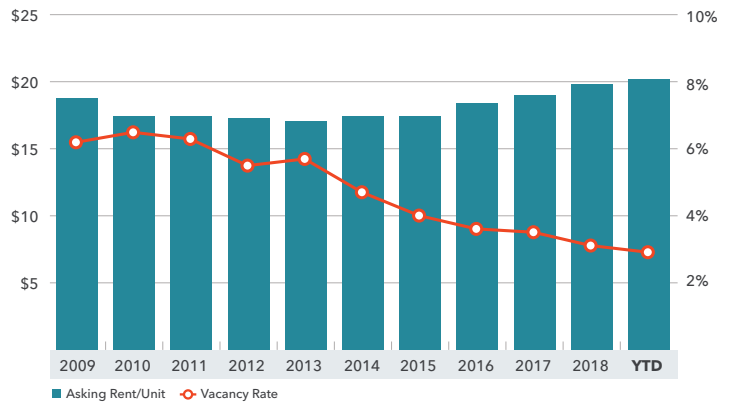
Market Breakdown

	3Q 2019	2Q 2019	3Q 2018	Annual % Change
New Construction	100,785	135,920	217,353	-53.63%
Under Construction	820,773	887,171	619,894	32.41%
Vacancy Rate	2.9%	3.0%	3.2%	-9.38%
Average Asking Rents (NNN)	\$20.16	\$20.04	\$19.32	4.35%
Average Sales Price/SF	\$295.24	\$276.89	\$211.71	39.45%
Cap Rates	6.70%	5.90%	6.30%	6.35%
Net Absorption	173,363	380,237	664,252	N/A

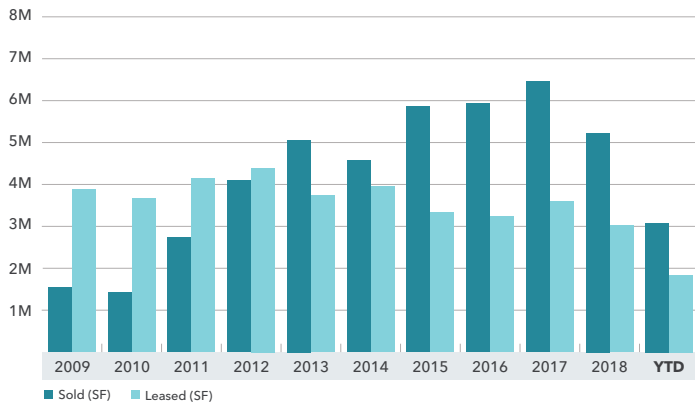
NEW RETAIL CONSTRUCTION & ABSORPTION



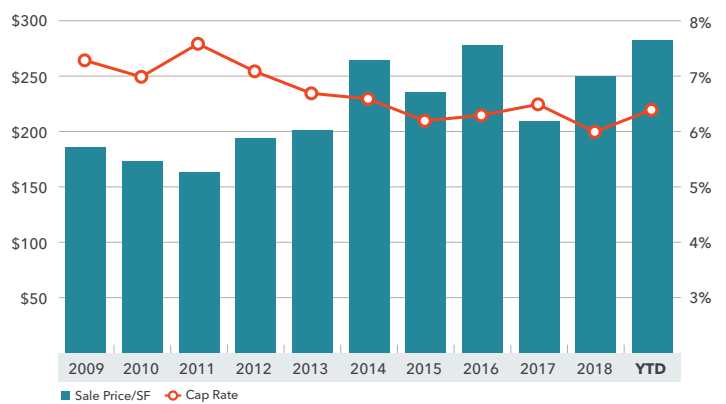
AVERAGE ASKING RENT/SF & VACANCY RATE



SALE VOLUME & LEASE VOLUME



AVERAGE SALES PRICE/SF & CAP RATES



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The information in this report was composed by the Kidder Mathews Research Group.

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COMMERCIAL BROKERAGE

20M	ANNUAL SALES SF	420+	NO. OF BROKERS
\$9B	ANNUAL TRANSACTION VOLUME	40M	ANNUAL LEASING SF

VALUATION ADVISORY

1,600+	APPRAISALS ANNUALLY	36/23	TOTAL NO. APPRAISERS/MAI'S
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PROPERTY MANAGEMENT

70M+	MANAGEMENT PORTFOLIO SF	\$9.4B	IN ASSETS UNDER MANAGEMENT
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